



EXPLORE THE WORLD OF FREIGHT
IN THE HEART OF EUROPE

BUILD CONNECTIONS.
DO BUSINESS.
MAKE FRIENDS.

WOF SUMMIT Vienna 2022

INNOVATIVE SUPPLY CHAIN
SUMMIT IN THE CEE REGION

4-5 MAY 2022

TOP
SPEAKERS

1 TO 1
SCHEDULER

REGISTER
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WOFEVENTS.COM

EXPO
ZONE



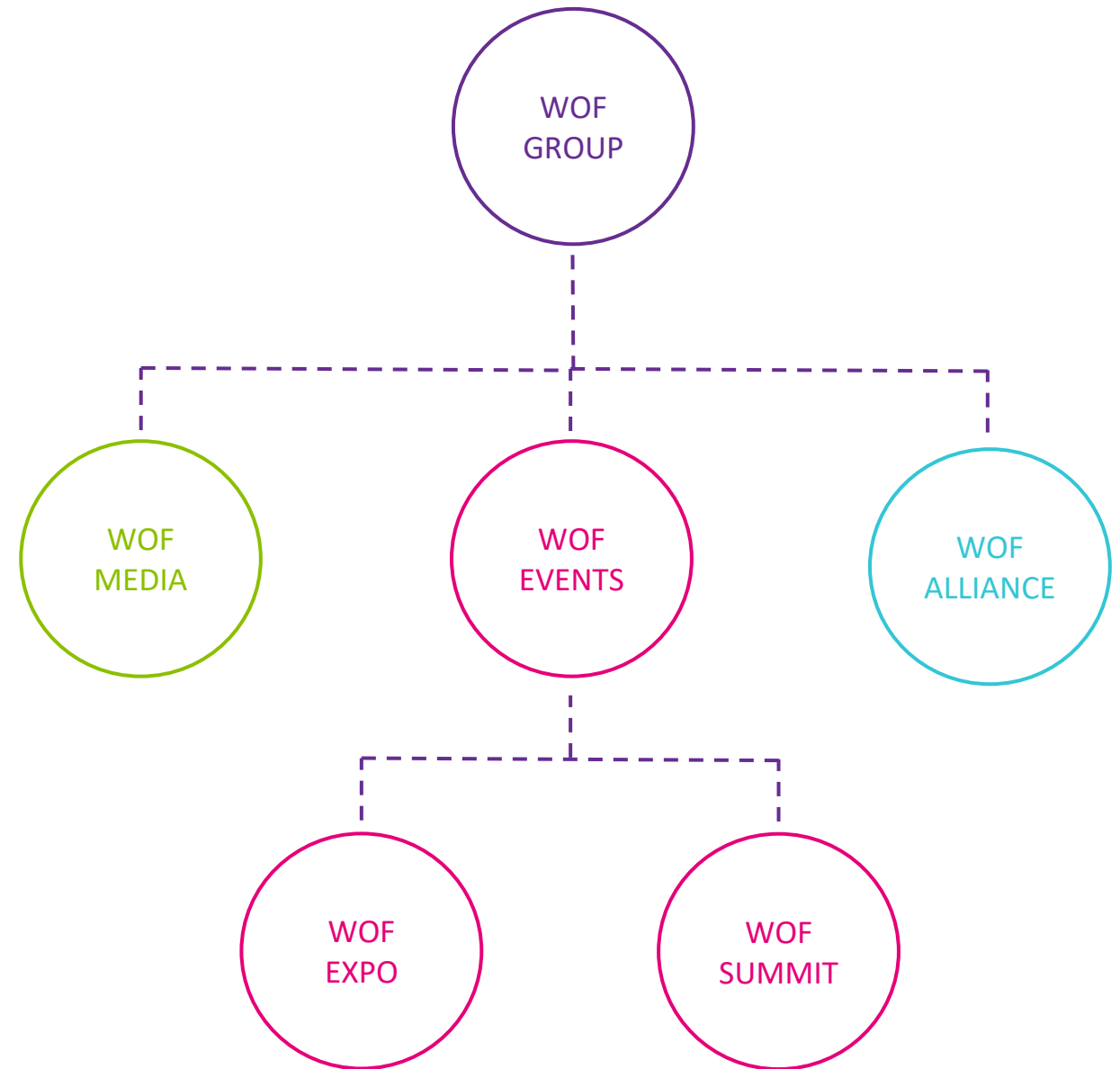
WWW.WOFEVENTS.COM

INTRODUCING THE WOF EVENTS

WOF EVENTS are B2B events aimed at bridging the entire supply chain, while seeking to create business opportunities within the whole region of the “New Europe”.

We will relocate to different countries of the CEE yearly, in order to create a stable platform for supply chain providers and industrial companies.

Experience innovative logistics events in the CEE connecting shippers, retailers, wholesalers, importers and exporters with the most up-to-date supply chain solution providers.





PARTICIPANTS FROM 30+ COUNTRIES



43 DISCUSSION PANELS



OVER 120 SPEAKERS



WOF CONNECT & AWARDS

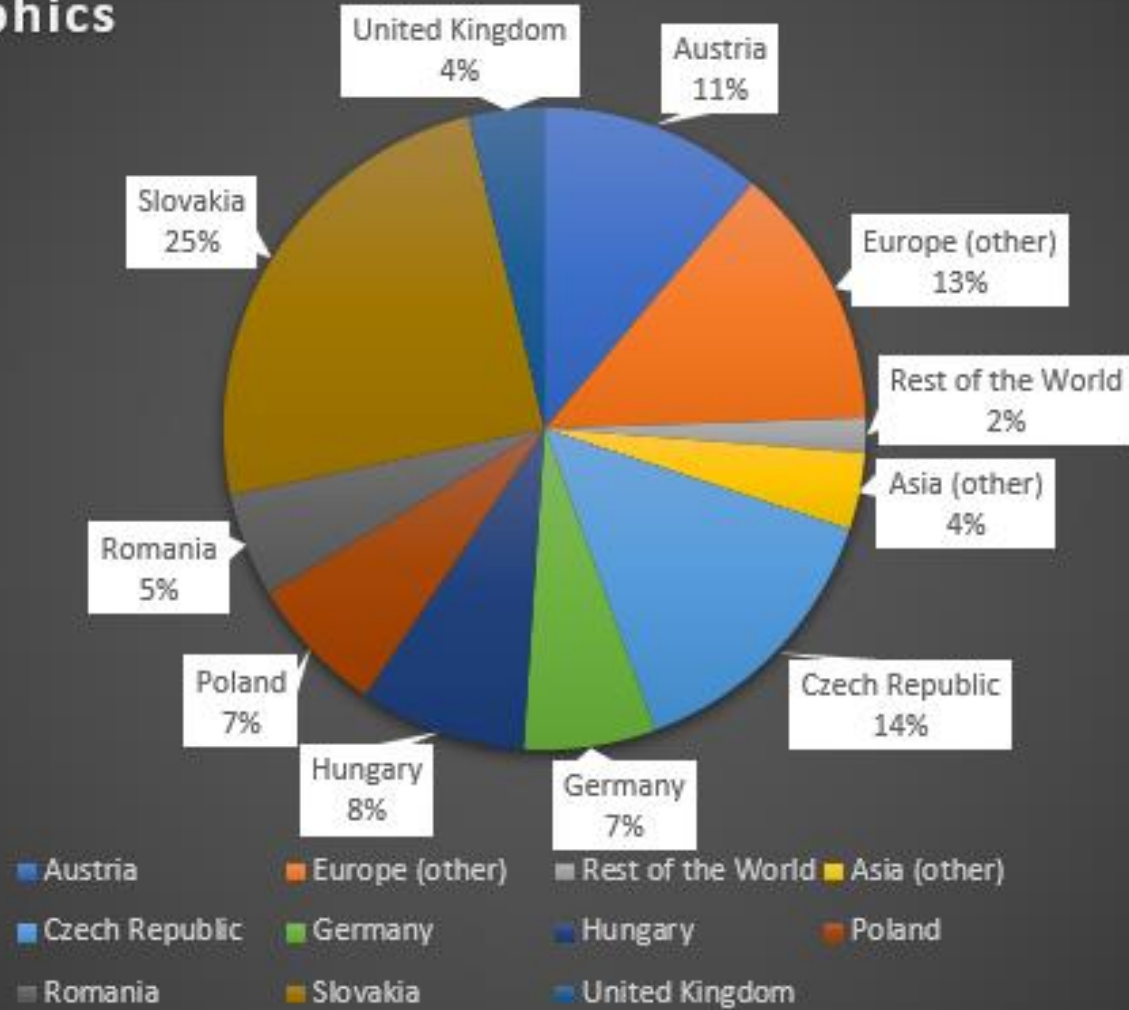


9 AWARD WINNERS



1 BIG CHARITY MOMENT

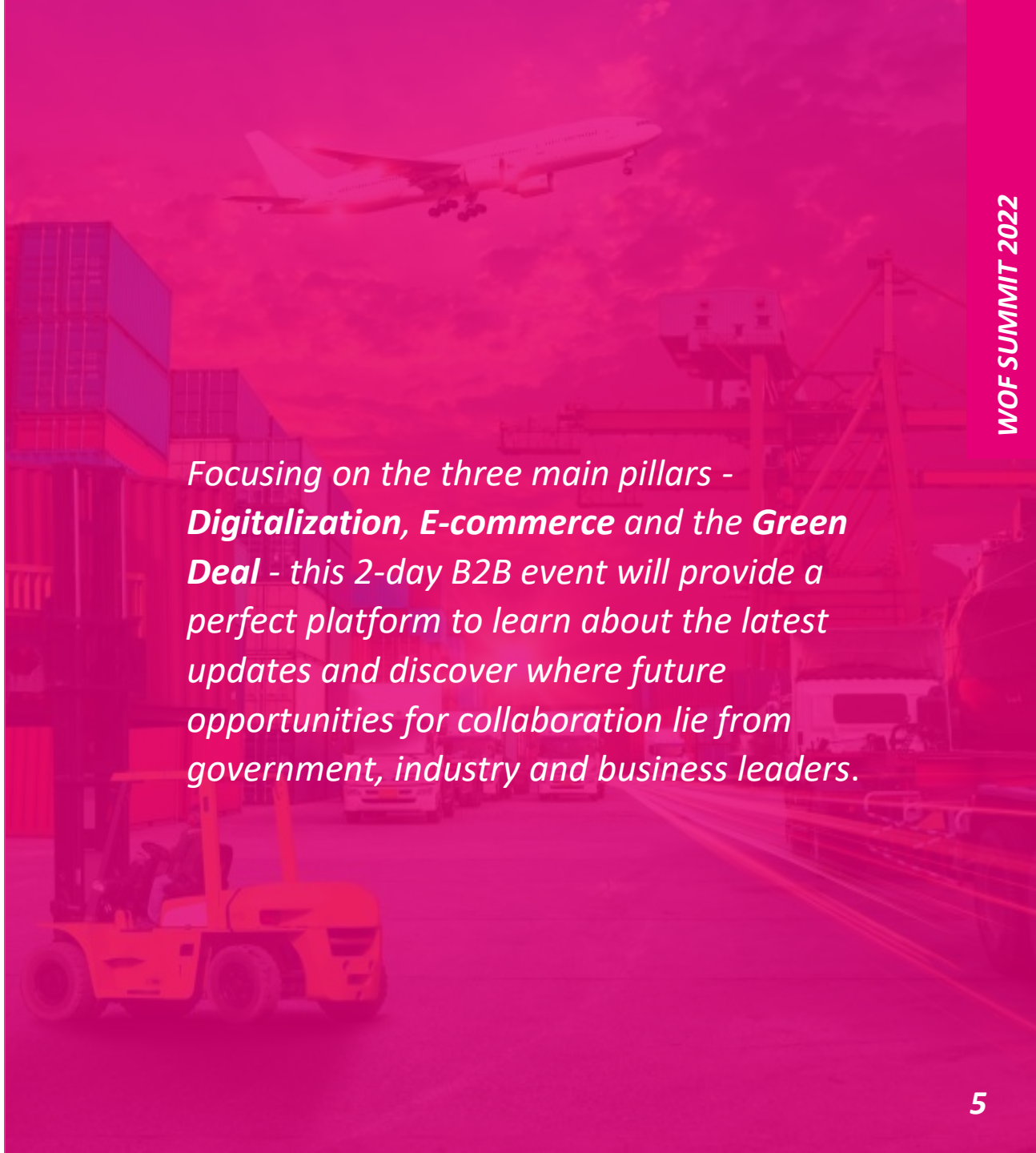
Demographics



EXPERIENCE **WOF SUMMIT 2022**

Join us at **WOF SUMMIT 2022** to take part in the innovative logistics congress.

Two thrilling days including **top-class speakers, panel discussions** among leading experts, **workshops** with the applicable leaders and the **WOF Connect & Charity** networking evening where business meets charity.

The background image is a composite of logistics-related scenes. In the foreground, a yellow forklift is visible. In the middle ground, there are stacks of blue and white shipping containers. In the background, a large cargo airplane is flying in a cloudy sky. The entire image has a blue tint.

Focusing on the three main pillars - **Digitalization, E-commerce** and the **Green Deal** - this 2-day B2B event will provide a perfect platform to learn about the latest updates and discover where future opportunities for collaboration lie from government, industry and business leaders.



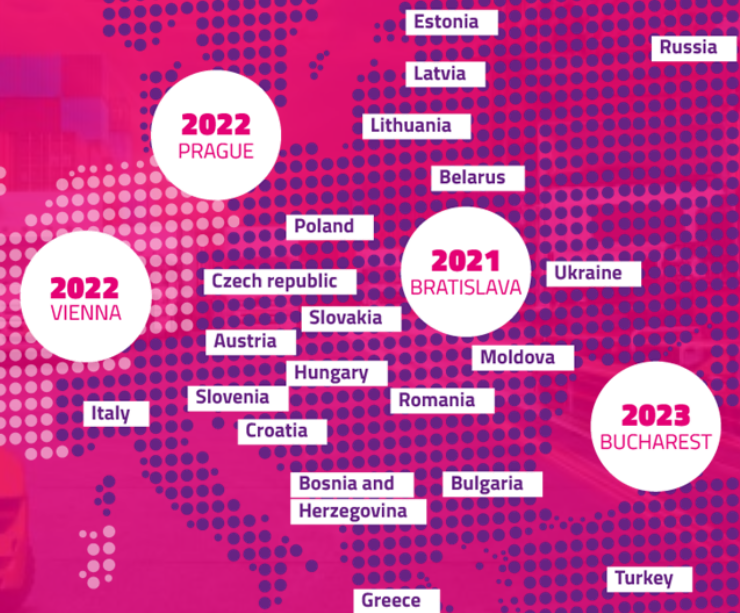
Why Vienna?

It is the most important **strategic location** for logistics and transportation of all modes in the region.

It is a melting pot and **meeting place between east and west** on a European and Global scale.

It is one of the world's most **liveable cities** and an extremely **attractive place** to visit.

LEADING EVENTS FOCUSED ON THE CEE



2022 Vienna

2 DAYS OF CONSTANT OPPORTUNITIES

Wednesday, 4th May

Registration 8:00 – 9:00

Conference programme 9:00 – 17:00

WOF Connect & Charity 18:00 – 22:00

Thursday, 5th May

Conference programme 9:00 – 17:00

Vienna Marriott Hotel

Parkring 12A

Wien

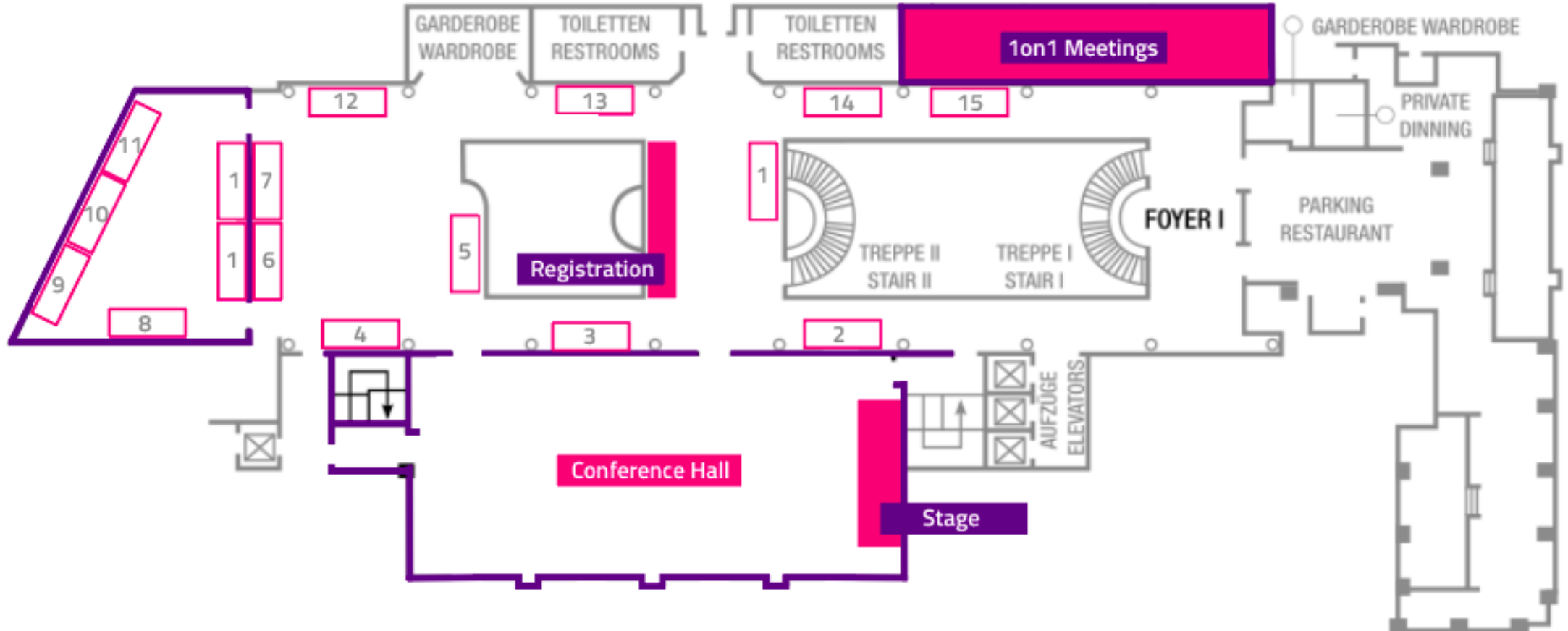
Austria



WOF SUMMIT Vienna 2022

Marriot Hotel Vienna, Austria

4 – 5 May 2022



MAIN PILLARS

Digitalization

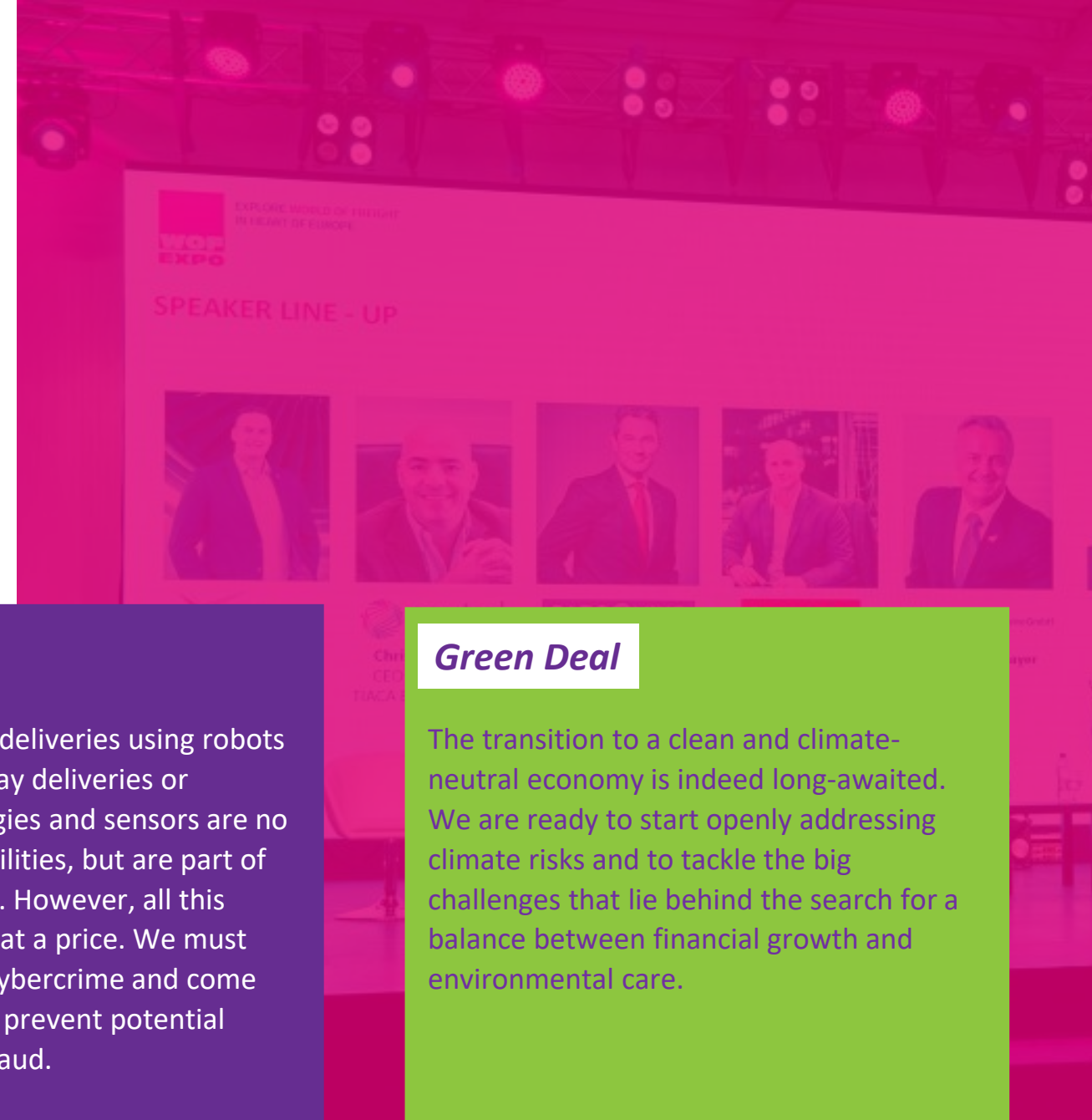
Technology is changing the logistics sector for good. The digital transformation is inevitable in order to unleash the full potential of the 4th Industrial Revolution. What can we really learn from digital innovators? We will focus on reducing the complexity of logistics issues and discuss how to make intermodal supply chains more transparent and systematic.

E-commerce

Advantages such as deliveries using robots and drones, same-day deliveries or intelligent technologies and sensors are no longer future possibilities, but are part of our everyday reality. However, all this convenience comes at a price. We must learn how to curb cybercrime and come up with solutions to prevent potential cyber-attacks and fraud.

Green Deal

The transition to a clean and climate-neutral economy is indeed long-awaited. We are ready to start openly addressing climate risks and to tackle the big challenges that lie behind the search for a balance between financial growth and environmental care.



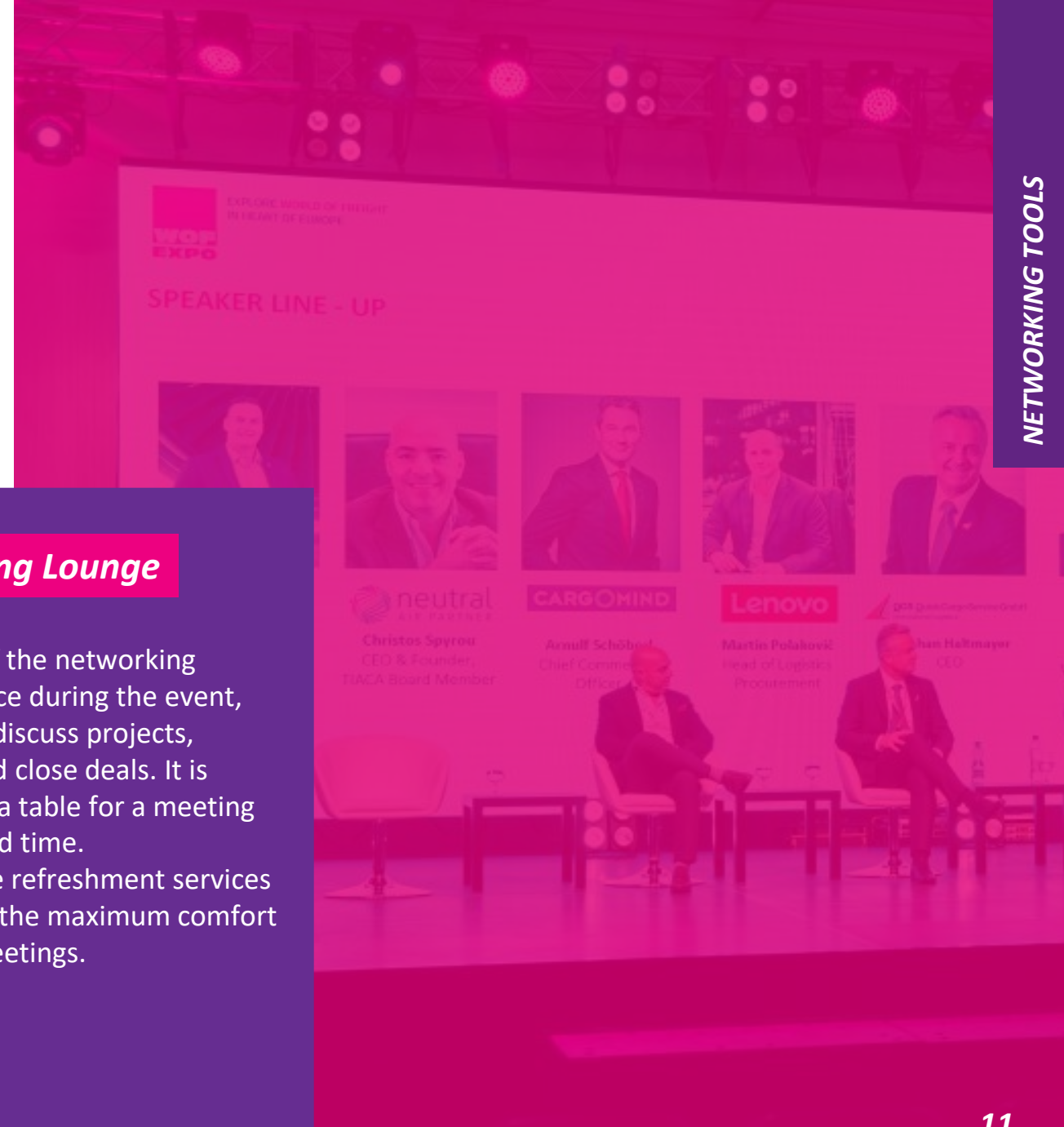
NETWORKING TOOLS

WOF Connect & Charity

At this networking event **business meets charity**. Join us for an exclusive evening of networking, with a good atmosphere, drinks and interesting people. WOF Connect & Charity will allow you to widen your business network and meet existing and potential business partners in a relaxed and entertaining setting. During the event, there will also be fundraising opportunities to help those in need. **Build connections. Do business. Make friends.**

VIP Networking Lounge

This is the centre of the networking activities taking place during the event, where experts can discuss projects, negotiate offers and close deals. It is possible to reserve a table for a meeting on a specific day and time. Of course, there are refreshment services available to ensure the maximum comfort of your business meetings.



1TO1 SCHEDULER

At WOF Summit Vienna 2022, networking is not just about having a coffee with another interesting participant but is powered by the innovative **1to1 Meeting Scheduler** for all participants!

This innovative tool provides quick and easy means to **meet potential partners** in a simple, yet efficient way - allowing you to **search for participants** before and during the event.

Pre-arrange your most valuable business meetings and have the best industry discussions for your personal needs. Online registration opens for all delegates **2 weeks before the event**.



SPONSORSHIPS & ADVERTISING

ALIGN YOUR BRAND WITH **WOF SUMMIT 2022**

General Partners

The best way to lift your brand and **extend your message** to the entire WOF Summit audience.

This is an eye-catching and exclusive opportunity that will keep your company name **constantly in sight** throughout the event.



€ 35,000



SPONSORSHIPS & ADVERTISING

ALIGN YOUR BRAND WITH **WOF SUMMIT 2022**

Lanyard Sponsorship

An eye-catching and exclusive opportunity that will keep your company name constantly in sight throughout the event.



€ 8,000

Visitor Badge

One of the most visible sponsorship opportunities is the visitor badges required for entry into WOF Summit.



€ 8,000

Visitor Bag

This “walking advertisement” with a logo and information about your stand during the event will ensure excellent visibility of your brand during the event.



€ 8,000

SPONSORSHIPS & ADVERTISING

ALIGN YOUR BRAND WITH **WOF SUMMIT 2022**

On-Site Registration Area

Make a strong first impression on the event participants as a leading player within this market!



€ 8,000

Stage Sponsorship

Stage sponsorship offers excellent exposure, as it provides companies with the leading sponsorship benefits during the WOF Summit conference.



€ 15,000

Networking Lounge

An exclusive networking space for pre-booked meetings among the participants, with the possibility of partner branding.



€ 12,000

WOF Connect & Charity Sponsorship



**ÖSTERREICHISCHE KREBSHILFE
WIEN**

WOF Connect & Charity

An event strongly focused on networking, to ensure highly-visible branding. Make a bigger difference – **half of this sponsorship amount will go to those who need it the most.**



The Österreichische Krebshilfe-Krebsgesellschaft is an Austrian non-profit association and the umbrella organization of nine independent national associations.

The tasks of the Austrian Cancer Aid are informing the population on the subject of cancer prevention and educational work on prevention, early detection, advice and help for sick people and their relatives, advanced training for doctors, establishment of cancer aid advice centers and applied health research.

The association is financed by donations and President of the Austrian Cancer Aid has been Paul Sevelde since 2000.

€ 15,000 sponsorship fee
+ € 15,000 charitable contribution (tax deductible)

HOW CAN YOU MAKE A CONTRIBUTION?

1. Buy WOF Charity ticket
2. WOF Connect & Charity evening partnership
3. Make a contribution from the comfort of your home
(direct link to <https://www.krebshilfe-wien.at>)

SPONSORSHIPS & ADVERTISING

ALIGN YOUR BRAND WITH THE **WOF SUMMIT 2022**

Visitor Bag Inserts

Everyone looks forward to receiving a goody bag! Make direct contact with every single participant by inserting your advertising in the WOF Summit delegate bags.



€ 2,500

Brochure Advertising

An excellent and cost-effective way to reach a large number of potential customers within your target market. It is also a great way to have a presence, if you are unable to participate in other ways.



€ 500 - 1,000

Newsletter and WOF Magazine

A weekly newsletter is sent to our database of more than 20,000 unique users. Our platforms are packed with insights surrounding the latest news in logistics and supply chain management.

€ 300 - 600

WORLD-CLASS SPEAKERS INCLUDE



Karl Josef Haussteiner

Vice President Logistics
Worldwide,
Vishay Intertechnology, Inc.



Sebastian Kummer

Head of Institute of
Transport and Logistics,
WU (Wirtschaftsuniversität
Wien)



Lindgren Claes

Head of Customer
Fulfillment,
IKEA



Günther Ofner

Member of the
Management Board of
Flughafen Wien AG,
Vienna Airport



Zvi Schreiber

CEO,
Freightos



Robert Kunen

Vice President
Distribution & Customer
Service,
Air France KLM Martinair
Cargo



Rainer Schwarz

Managing Director,
DPD Austria



Jürgen Bauer

Member of the Board,
Gebrüder Weiss GmbH



Nikodem Dzik

Head Of Business Sales,
Storebox Holding GmbH



Discussion Panels



| Digitalization | | | Company | Position |
|----------------------------------|--------|-----------|-----------|------------------------------------|
| The Digital Air Cargo Revolution | Zvi | Schreiber | FreightOS | CEO/Moderator |
| | Robert | Kunen | KLM | VP Distribution & Customer Service |
| | Asitha | Udawela | Logenix | CEO |
| | József | Kossuth | BUD APT | Cargo Manager |

| | | | | |
|--|-----------|--------------|-------------------------|---|
| Winning in supply chain management - why digitalization matters. | Christoph | Grasl | WOF | Moderator |
| | Markus | Holzapfel | Lenzing AG | Regional Supply Chain Manager Europe & America |
| | Karl | Haussteiner | Global Logistics Vishay | VP |
| | Bernhard | Schmaldienst | Transporeon | Director Operations - Freight Procurement & Audit |
| | Daniel | Prutti | RHI Magnesita | Global Log Manager |
| | Johannes | Mikula | CH Robinson | Regional Director Europe East |

| | | | | |
|--|---------|-------------|-------------------------|---|
| Resilience of Global Supply Chains: Challenges & Solutions | Walter | Hoolzhammer | Port of Antwerp | Moderator |
| | Igor | Secardi | IVE.at | Deputy Director for International Affairs & Markets |
| | Dmitriy | Ioffe | ECU Worldwide | Global CCO |
| | Manfred | Seyer | Makita Werkzeug GmbH | Operations Manager |
| | Ian | Jenkins | Charles Kendall Freight | Director - Global Trade |

Discussion Panels



| E-Commerce | | | Company | Position |
|--|----------|---------------|----------------------------|--|
| The impact of the growth of e-commerce and the challenges for the last mile logistics | Johannes | Braith | Storebox Holding | CEO & Co-Founder |
| | Claes | Lindgren | IKEA | Head of Customer Fulfillment |
| | Rainer | Schwarz | DPD Austria | Managing Director |
| | Jürgen | Bauer | Gebrüder Weiss | Member of the Board |
| | Wolfgang | Grausenburger | Post AG | Head of the Marketing Department |
| | Davor | Sertic | Vienna Chamber of Commerce | Chairman of the Transportation and Traffic |

| | | | | |
|---|--------|------------|---------------|-----------------------|
| Sustainable Logistics & Last Mile Challenges | Zora | Kosorinska | LPP | Site manager |
| | Michal | Grochowski | LOT | Cargo & Mail Director |
| | Peter | Menky | DoDo | CCO |
| | Simona | Kijonkova | Packeta Group | CEO |
| | Petra | Dobrocka | byrd | CCO & Co-Founder |
| | | | | |

Discussion Panels



| Green Deal | | | Company | Position |
|---|-----------|--------------|----------------------------|---|
| Future of sustainable logistics and industrial real estate | Christoph | Grasl | WOF | Moderator |
| | Günther | Ofner | Vienna APT | CEO |
| | Franz | Kastner | CBRE | Head of Industrial & Logistics Real Estate Austria |
| | Karl | Brückner | CTP | Country Manager Austria |
| | Georg | Stadlhofer | Drees & Sommer in Austria | MD |
| | Bernd | Lieber | Sonnenkraft Kioto Solar | Head of Business Development Austria, Switzerland and South Tyrol |
| | Peter | Umundum | Post AG | CEO |
| “Fit for 55”: delivering the EU’s 2030 Climate Target on the way to climate neutralit | Robert | Galbavy | WOF | Moderator |
| | Alexander | Klacska | WKO | Chairman of Transport and Logistics |
| | Marian | Raluca | IRU | Director EU Advocacy |
| | Ralf | Schweighöfer | DHL Express Austria | MD |
| | Viktor | Lippai | Maersk Logistics Solutions | Area Product Manager East Europe |

Discussion Panels



| HR | | | Company | Position |
|--|-----------|-------------|---|-----------|
| Human Resources – Logistics Leadership of Tomorrow | Christoph | Grasl | WOF | Moderator |
| | Julia | Fallman | Quehenberger Group | HR Head |
| | Sebastian | Kummer | Vienna University of Economics and Business | Proffesor |
| | Jakob | Haussteiner | University of Applied Sciences | Student |
| | Šimon | Hána | Prague University of Economics and Business | Student |
| | Adrienn | Boldizsar | Budapest University of Technology and Economics | Student |

| Women in Supply Chain | | | Company | Position |
|--|----------|-------------|------------------------------|---|
| Opportunities and Challenges for Women in Supply Chain | Sandra | Eitler | FH BFI Vienna | Professor / Moderator |
| | Michaela | Svrčková | MSC | MD SR/CR/AU |
| | Marina | Klostermann | Forto Germany | Director Key Account Management |
| | Sylvia | Kleimann | CEVA Logistics | Head of Commercial Marketing Eastern Europe |
| | Sabine | Eisses | DHL Global Forwarding Europe | SVP Marketing & Sales |

Sold Keynotes



| | | | |
|---------|---------|------------------|--------------------------------|
| Rene | Droese | Budapest Airport | CEO |
| Melanie | Prange | E-conomix | Member of the Management Board |
| Miloš | Mervart | Metrans | CCO |
| Julien | Lalande | FM Logistic | Platform Director |
| Peter | Menky | DoDo | CCO |

Conference programme



| 9:00 | 9:15 | 10:15 | 10:40 | 11:05 | 12:00 | 13:00 | 13:25 | 14:20 | 14:45 | 15:45 |
|----------------|---|-------------------------------|-------------------------------|--|-------------------------|----------------------------|--|---------------------------------|---|--|
| Opening Speech | Winning in supply chain management - why digitalization matters - Bernhard Schmaldienst | Morning Coffee Break (jingle) | Keynote - Rene Droese BUD APT | The Digital Air Cargo Revolution - Zvi Schreiber | Business Lunch (jingle) | Keynote - Peter Menky DoDo | Future of sustainable logistics and industrial real estate-Christoph Grasl | Afternoon Coffee Break (jingle) | The impact of the growth of e-commerce and the challenges for the last mile logistics - Johannes Braith | Logistics Leadership of Tomorrow - Christoph Grasl |

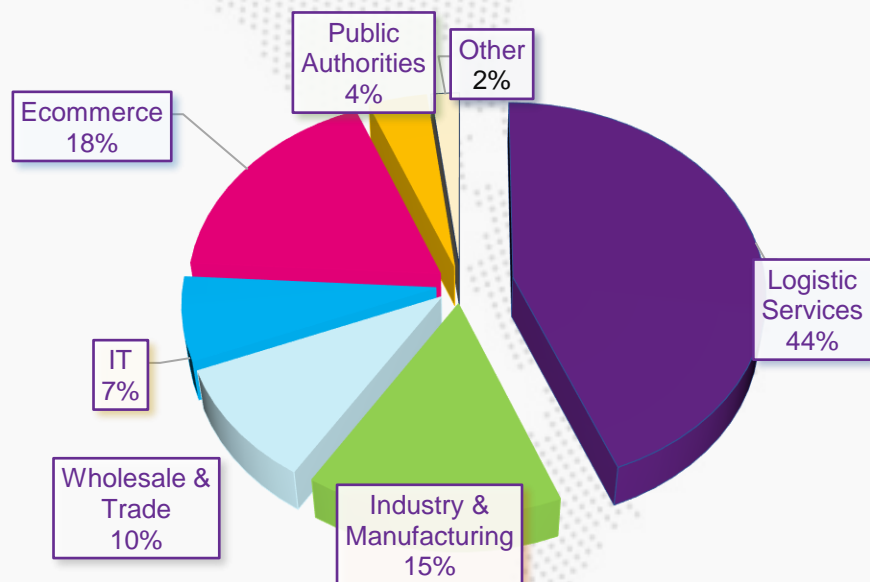
| 9:00 | 10:00 | 10:20 | 10:40 | 11:40 | 12:00 | 13:00 | 14:00 | 14:20 | 14:45 | 15:10 |
|--|---------------------------------|-------------------------------|--|----------------------------------|-------------------------|--|---------------------------------------|---------------------------------|---------|---|
| "Fit for 55": delivering the EU's 2030 Climate Target on the way to climate neutrality - Klacska Alexander | Keynote - Miloš Mervart Metrans | Morning Coffee Break (jingle) | Sustainable Logistics & Last Mile Challenges - Zora Kosorinská | Keynote E-conomix Melanie Prange | Business Lunch (jingle) | Opportunities and Challenges for Women in Supply Chain - Sandra Eitler | Keynote - Julien Lalande FM Logistics | Afternoon Coffee Break (jingle) | Keynote | Resilience of global supply chains: Challenges and solutions- Walter Holzhammer |

MAXIMISE YOUR BUSINESS NETWORK

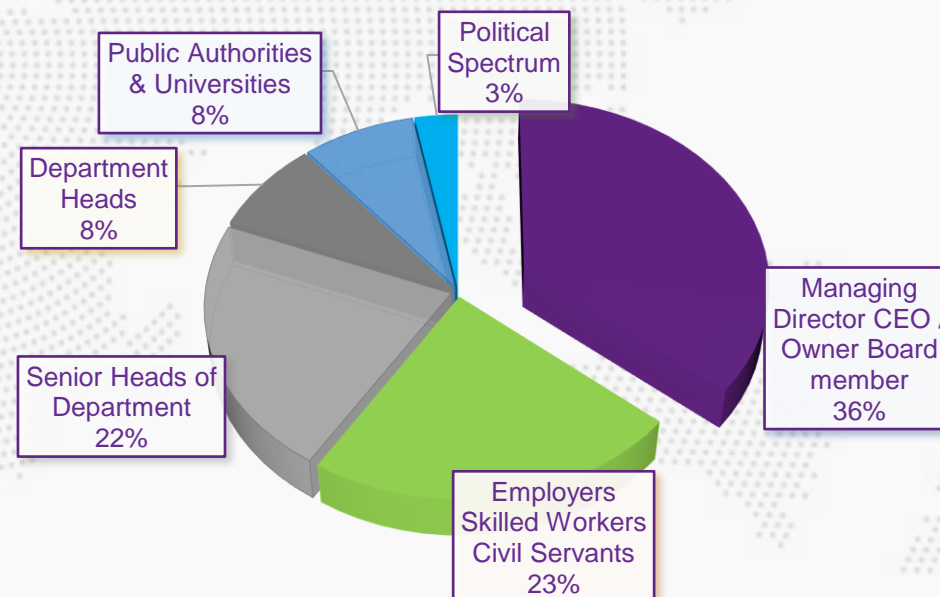
WOF SUMMIT 2022 is edging closer to the 500 visitors target.

An ideal platform to increase your company's visibility, maximise your network and expand partnerships.

Visitor structure by economic sector* (in %)



Visitor structure by position* (in %)



RESERVE YOUR STAND

STANDARD STAND

Standard WOF Summit Roll-Up banner display stand with a presentation table and chair.

Rolled-up dimensions: 80 x 210 cm

Price: € 2,099.00 (1 x VIP ticket included)



MODERN STAND

The clean simple design will make your graphics stand out on a large surface. Includes a telescopic wall, presentation table, chair and a display stand.

Wall dimensions: 300 x 240 cm

Price: € 2,999.00 (2 x VIP tickets included)



FLEXI STAND

A flexible wall does not only have to be straight, but can also take on various shapes: U, L or S. Includes a flexi wall, presentation table, display stand and 2 x chairs.

Wall dimensions: 400 x 240 cm

Price: € 4,099.00 (4 x VIP tickets included)



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FREIGHT NETWORKS

 **INTERNATIONAL**
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KargoHaber
taşımacılık-lojistik



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IN THE HEART OF EUROPE

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Thank you for
your attention

WOF Group s.r.o.
BRATISLAVA – SLOVAKIA



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