

Press release

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BHS Logistics continues internationalization and invests in broaden geographical coverage and expand the transport business

In 2023, national and international logistics markets were under pressure from a combination of geopolitical turmoil and severe macroeconomic conditions, as well as overcapacity. BHS Logistics has focused on adapting the activity to demand and at the same time investing in strengthening the company and expanding the business for an expected increased growth in the future. The company entered into a number of new customer agreements and expanded its European coverage during the year and now has 24 European partners.

The weakened markets resulted in a decline in net sales in BHS Logistics of 15% to DKK 586 million in 2023 compared to the previous year. After significant investments in organization and competencies, the operating profit amounted to DKK 13 million in 2023 against DKK 51 million in 2022, which was positively impacted by a sale of a property. The development was satisfactory in light of the market situation and the investments made for future growth, and BHS Logistics expects to increase revenue and earnings in 2024.

As part of its international growth strategy, BHS Logistics acquired Swedish forwarding agent First Cargo in January 2024 to further strengthen coverage in the Nordics and Europe. First Cargo and BHS Logistics complement each other in terms of market with First Cargo's main markets in Sweden, Spain, Italy and Portugal, and BHS Logistics' strong position in Denmark, the Nordic region, Germany and the Benelux countries.

"We have invested in a stronger presence in the markets and are now well covered in Europe with strong positions where we want to be. We have recently started a dedicated traffic to and from Turkey covering the entire Nordic region, and thus our map of Europe is filled," says Morten Studsgaard, owner and CEO of BHS Logistics.

In addition to the geographical expansion, BHS Logistics has also expanded the transport business with several recruitments and upscaling, including in the new Sea & Air business, which will be established in 2024 and will build on the existing services within sea and air transport. With more equal modes of transport, the company can offer customers more solutions and expanded coverage. BHS Logistics has many years of experience in handling and transporting containers by sea and covers import and export worldwide. Now efforts in air freight are being intensified, with a primary focus on imports in the first place.

"We are already spanning Sea & Air much wider and have gained several new customers for transport from, for example, North Africa and the Far East. The acquisition of First Cargo this year has accelerated this development, as it is of great importance to sea and air customers that we now have home markets in Denmark, Sweden and Spain," says Morten Studsgaard.

BHS Logistics has invested widely in increasing the organization's capabilities, including in pharma transport, which is developing positively and where the company is a market leader and has allocated two-thirds of its refrigerated trailers. The company has also strengthened the organization and management system and hired a new Chief Operating Officer and is in the process of recruiting a Chief Commercial Director for a newly created position. Finally, investing in a new IT system has freed up resources and can handle more business and create more value for customers in the form of better reporting. The total number of employees amounts to 350 following the acquisition of First Cargo.

Further information:

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About BHS Logistics (www.bhslogistics.dk)

BHS Logistics is a modern transport company with experience from 1946 and 350 skilled employees focusing on the customers' wishes and needs for large capacity and flexibility as well as safe storage, handling and transport of goods by land, sea and air. The company has a total of 570 tractors, vehicles and trailers and covers the Danish market and internationally from its own offices and logistics centres in Rønne, Køge and Hasselager and via the freight forwarding company First Cargo with its own offices and terminals in Gothenburg, Malmö and Madrid. In addition to the transport and logistics tasks, BHS Logistics negotiates and services trucks and buses through its subsidiary, BHS Service Center A/S.