

**Nivella®**

**VON**

**edel**  
SOLINGEN

**buthe**

SEIT 1992  
**chromolit**  
MEISTERSERIE

**Nosta Lux**

**KüchenMeister**

**carrera**

**DOMO**  
TAVOLA

★★★★★  
**Steinberger**

**easyclean**  
4you

**COOKWORLD**  
MANUFACTURERS & EXPORTERS  
OF STAINLESS STEEL KITCHENWARE  
AND NON-STICK COOKWARE

**AVEX**

KOLIBRI  
DESIGN IN GERMANY

**C'est la vie**

**Royal County of Berkshire**  
POLO CLUB

SANTA BARBARA  
POLO & RACQUET  
CLUB

**Olympia**  
— seit 1899 —

**ICH  
WEISS  
WAS**

**Ronja und Finn**

**Siggie Blitz**

KARL ■ MÜLLER

**PLAYBOY**

UNIVERSO

**Klex**

**paletti**

**BELLAVISTA**





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■ Headquarters, exhibition centre and warehouse



# SILAG Group

About us  
Vision  
Key data  
Organs  
Groups of companies  
Trademarks and publishing brands  
Warehouse and capacities  
Strategic positioning  
Product presentation  
Rating  
Guaranteed marketability  
Employees

We are a European trading house with headquarters in Langenfeld on the A3 motorway. Our core business deals with trading in daily consumer goods. One of our strengths is the marketing of licensed products and branded articles as well as our own private brand products.

With a network of 3000 to 4000 branches, SILAG Handel AG supplies both renowned retailers and also national and international wholesale operations. Through the development of custom-made concepts, we act as a strategic partner of the trading industry by controlling goods quotas without sales risks.

## **Vision**

### **Enhance successful strategies**

In order to take advantage of our market opportunities on a long-term basis, we must also grow, using our innovative strength to the fullest so that we can improve our profitability. In this regard, we are already working on future solutions so that we may continue to support the trading industry as an attractive business partner.

Due to the concentration within the German trading structure as well as the significant overlap in the range of articles offered, there is a great need for innovative products that the trading industry can innovative products that the trading industry can dispense without any risk from repurchase guarantees. SILAG Handel AG offers such business models and optimizes them permanently in close cooperation with its business partners.



## SILAG Group in numbers

SILAG Group	2013	2014	2015	2016	2017
Overall Performance in K € (Revenues and other operational income)	109,503	97,518	89,754	86,638	48,580
Equity Ratio	61 %	61 %	64 %	57 %	68 %
Balance Sheet Total in M €	150,3	151,9	150,2	170,2	140,5

## Overview

### ■ Board

Chairman	Siegfried Lapawa
Board member	Hans-Hermann Lapawa
Board member	Thomas Becker

### ■ Supervisory board

Chairman of the supervisory board	Bernd Wilz Lawyer, Parl. State Secretary a.D.
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### ■ Managing directors of affiliated companies

SILAG Media AG	Siegfried Lapawa
HeliJet Charter GmbH	Siegfried Lapawa
Luftrettung Sauerland gGmbH	Thomas Becker / Markus Hennecke
NIVAG Handelsgesellschaft mbH	Hans-Hermann Lapawa

### ■ Managing directors of related companies

SILAG Investment GmbH	Siegfried Lapawa
SILAG Objekt Langenfeld GmbH	Siegfried Lapawa
SILAG Objekt Sonnefeld GmbH	Siegfried Lapawa
SILAG Logistik GmbH	Siegfried Lapawa
Hotel Gräfrather Hof GmbH	Siegfried Lapawa / Thomas Becker
EVEX Fahrzeugbau GmbH	Siegfried Lapawa

### ■ Auditor

Franz Reißner Treuhandgesellschaft mbH  
Auditing Company

## Organs

The SILAG Group basically consists of the following companies:

**SILAG Handel**  
AKTIENGESELLSCHAFT

**SILAG**  
Trading Far East Ltd.

**SILAG**  
Media AG

Handelsgesellschaft mbH  
**NIVAG**

**SILAG**  
Objekt Langenfeld GmbH

**SILAG**  
Investment GmbH

**SILAG**  
Objekt Sonnefeld GmbH

**SILAG**  
Logistik GmbH

 HeliJet Charter GmbH

  
GRÄFRATHER HOF  
HOTEL • RESTAURANT  
★ ★ ★ ★ ★



The SILAG Group consists of both affiliated and related companies that are to some extent active in the SILAG's business operations or make some contribution outside of the core activities.

### Everything under one roof

Under the umbrella of the SILAG group of companies are combined various trademarks and publishing brands that have achieved a high level of recognition for various items and classes of goods. The brand policy of SILAG Handel AG is designed to give corporate identity to the individual classes of goods of a great variety of levels of price and quality, with a high degree of market recognition.

#### ■ Private labels of SILAG Handel AG

#### ■ Licensed products of SILAG Handel AG

#### ■ Private labels of SILAG Media AG – Books, sound carriers and games



### Diverse and extensive

The company's diverse and large-size warehouses, such as Sonnefeld near Coburg in Bavaria, with a logistics area covering 180,000 m<sup>2</sup>, also offer potential for renting out storage space to third parties.

Besides the leasing of surface area, SILAG Handel AG offers to manage these areas for other companies and thus make optimum use of opportunities that are tied to location. Pools of employees of up to 500 people, plus the use of manufacturing facilities and warehouse equipment, make it possible to develop rapid and flexible logistics solutions.



■ Langenfeld, Liebigstraße – Headquarters  
38,509 m<sup>2</sup> site – 45,000 pallet spaces



■ Solingen, Gräfrather Straße – Picking und shipping  
15,000 m<sup>2</sup> site – 12,000 pallet spaces



■ Mülheim, Neustadtstraße – High-bay warehouse and cold storage  
39,000 m<sup>2</sup> site – 40,000 pallet spaces



■ Solingen, Wuppertaler Straße – 18,000 pallet spaces



■ Sonnefeld near Coburg – Logistical storage area,  
75,000 m<sup>2</sup> storage area – 180,000 m<sup>2</sup> site – 175,000 pallet spaces

### **Sophisticated individual concepts**

The daily challenge for SILAG Handel AG is to develop sophisticated individual concepts, e.g. by taking into account the rapid improvement of liquidity, the optimal management of the sales areas, and the operational support and integration of our partners into the product development processes. At the same time, we promote ecological, economic and social sustainability, always with the goal of providing solution-oriented support in the form of added value so as to obtain guaranteed gross profits.

### **Innovative products and services**

Major success factors of this business model, besides that of having an excellent reputation, are: the know-how acquired over many years using the sales channels with a unique network - both in procurement as well as in final disposal; high liquidity; and eminent logistics resources.

Our innovative products and services and our strong market position with an international orientation guarantee rich prospects for company development. Our employees are the key to the success of our company. Our mission statement aimed at a mutual understanding of responsibility, integrity, team-work and professional competence reflects the way that interpersonal relationships are formed on a daily basis.

### **Creating unique selling points**

Outstanding performance characteristics such as low prices, a high product quality and a wide and deep range of products form the solid basis in a challenging environment. In addition, patented and protected items plus a variety of diverse and generally well-known private brand names are unique selling points. One of our strengths is the marketing of licensed products and branded articles as well as private brand products. Not only do our trading partners profit from this, but more importantly so does the end customer, who expects an up-to-date range of products in order to satisfy his needs rapidly and efficiently and with a range of options.





■ Exhibition and presentation centre of SILAG Handel AG



Paramount in a sustainable and future-oriented company strategy is the expansion of SILAG Handel AG's corporate divisions and projects to include system provider management in the form of a European trading house. In this connection, we think it is important to put even more emphasis on establishing our identity, our creation of unique selling points, with our customers in the wholesale sector. The premises at Langenfeld have been redesigned with this in mind.

The high-quality features of our products and brands can be experienced live under real conditions on our spaciouly designed presentation floors in an exhibition area covering 1,100 m<sup>2</sup>. New options for presentation enable demonstration of a specific range of solutions, such as action plans, special product combinations for product themes, or sales arrangements tailored to the customer.

SILAG Handel AG's action programme, with its great variety and depth of articles and options, makes it unnecessary for our customers to take shopping trips to the Far East and to explore for new procurement markets.



■ Showroom product range SILAG Handel AG



■ Showroom product range SILAG Handel AG

### Rating: "very good"

Assessing the creditworthiness of business partners becomes increasingly important when there is teamwork. For this purpose, besides one's own evaluations, assessments by external rating agencies, which include economic as well as general framework conditions and qualitative factors in their rating, can also be of help. SILAG Handel AG has been certified with the best credit ratings by pertinent rating companies - good conditions for good business relationships.

At the same time, we always work on improving ourselves. Our commitment is to being "Very good" instead of just "good".

We demonstrate to our business partners that they can trust us and don't have to fear any risk of default. Apart from making them feel good, this helps to save on costs, as hedging instruments can be largely dispensed with.





## Investment eligibility for the 18th time

SILAG Handel AG has once again successfully proven its financial capability. The German central bank has once again – as in previous years – awarded the grading decision “notenbankfähig” (eligible for investment).

This high-ranking rating method requires intensive examination of the annual financial statements and takes into account additional criteria, such as current business development and industry comparison values. SILAG Handel AG has been graded as fully eligible. This rating has been awarded only to a few companies in North Rhine Westphalia. As a result of this, SILAG Handel AG has, among other things, been able to continue to operate successfully on the market.

Examination of eligibility by the German central bank is a generally accepted and qualified business assessment. The rating is highly valued in financing matters and initial business contacts, as it builds trust and provides security. The eligibility is reviewed annually and therefore always includes current events. Trust and security are invaluable basic requirements. SILAG Handel AG is therefore leading the way by good example and supporting the demand for greater economic transparency in the area of wholesale.

With the eligibility, SILAG Handel AG is also able to execute large-scale projects through electronic bond issue on the level of current base rates of interest.



### **Versatile company, great employer**

In addition to the wide range of products for our customers, we want to provide our employees with an innovative, future-oriented working environment. Our products and services, together with our strong market position with its international orientation, promise rich prospects for company development.

In addition, we need employees who want to change and grow together with us. Our employees are the key to the success of our company. That is why we put great emphasis on talented, motivated and highly skilled people. In addition to these criteria, it is also important to provide qualified training courses.

One indicator is the fact that the apprentices of the SILAG Group are regularly among the best in the federal state of North Rhine-Westphalia. SILAG's lean and efficient corporate structure, coupled with the extremely diverse business environment, helps our employees to continue to be able to gain new qualifications and broaden their experiences.



# SILAG Handel AG

SILAG Handel Aktiengesellschaft

Wholesale

Research and development

Market research

Product development

Sales

Trading partner

Warehouse and logistics

Goods flow management

Real estate

### Key competencies

The group delivers integrated and highly flexible concepts and is a system supplier at all trading levels. These approaches have been developed to keep to a minimum the potential of business partners to copy, so that the sales potential stays within the respective network of companies.

The objective is the optimal management of the sales area of each trading house.

The SILAG Group has always guaranteed success and continues to do so not only by taking into account the individual interests of business partners, but more particularly by taking into consideration the requirements of the market and a fast response to market changes.

SILAG is thus able to take on new tasks in an efficient and flexible manner without any difficulties. Know-how acquired over the course of many years, high liquidity, a high level of logistics resources and the best of reputations all ensure that SILAG is the contact partner of choice for the trading industry.

KNOW-HOW – The basis for TRUST and SUSTAINABILITY		
<p>More than 30 years of experience in the development of integrated, highly flexible concepts using an analysis that is process-oriented, efficient and sustainable.</p> <p>Our Success Story!</p>		
<b>BRANDS „MADE IN GERMANY“</b>	<b>BEST-PRACTICE SOLUTIONS</b>	<b>STRONG NETWORK</b>
<p>We study and develop new, marketable, patented products and create brands that kindle customer needs. You too should be a part of this!</p>	<p>With consistency of performance, we take responsibility for complete solutions from a single source.</p> <p>Fast, custom-made, experienced, committed, reliable, service-oriented!</p>	<p>We are constantly looking for opportunities to extend our cooperation with other market leaders and to continue improving the range of offerings for our customers.</p>
<b>PRODUCT VARIETY</b>	<b>CREDITWORTHINESS</b>	<b>LOGISTICS RESOURCES</b>
<p>We procure our goods globally and offer a range that is both broad and deep. Innovative, internationally oriented and at competitive prices.</p> <p>We review our portfolio constantly and critically in terms of market demands.</p> <p>Operative flexibility creates efficiency and improves profitability.</p>	<p>High and stable liquidity through consistent efficiency and attention to cost makes us a reliable partner with an excellent reputation. At the same time, investments can be made and profitable growth can be sustained.</p>	<p>High storage capacities with a high level of automation and the latest innovative technology ensure swift availability at the strategically important locations. Here, customer benefits, security and efficiency stand shoulder to shoulder with responsibility for the environment and for society.</p>

### **Wholesale is the hub for procurement and sales**

Sustainable competitive advantages are secured by continuous further development of patent items, products with a registered design protection, in-house design products and also the development of products with unique selling points.

Market development and brand management are accompanied at the same time by market research activities and market observations in close cooperation with the purchasing department, with the aim of consistently establishing the products on the market and publicising them.

SILAG Handel AG is thus able to offer its customers and trading partners top-quality products and individual, custom-made concepts that have already been tested on the market, with unique selling points and competitive advantages, the preference and the objective here generally being on the development of products with the coveted "Made in Germany" seal of quality.

**Research and  
development**

**Market research**

SILAG Handel AG has been able to secure extensive rights to many products. Licence agreements with decade-long durations ensure the long-term success of SILAG Handel AG and its business partners.

In addition to the established “Carrera” and “Royal County of Berkshire POLO CLUB” brands, licence rights to the world famous “Olympia” brand have also been acquired. The portfolio is rounded off with the development of a comprehensive saucepan patent and the relaunch of the “Nivella” and “Küchenmeister” brands.

Occupation of the prestigious brand culture is a guarantee of success in the corporate strategy and enables SILAG Handel AG to develop products in continuing large volumes in line with market requirements, and to produce and position products on the market using its own brands.

With the development of its own products, SILAG Group is taking a new, promising direction. The “Royal County of Berkshire POLO CLUB” and “Santa Barbara Polo & Racquet Club” brands are used primarily on sports textiles for the active man/woman and should supplement the broad branded sports range of SILAG Handel AG. The own brand range, “Welt von Carrera” (World of Carrera), has a prestigious position in the outdoor, garden, leisure, DIY and household goods areas and will also be sustainably expanded in the future.

Product examples:



■ Chromolit hybrid cooking system



■ Carrera Solinger knives





■ Carrera Greenmaster water technology and garden product range



■ Carrera Professional tools





■ Carrera small ironmongery pack



■ Carrera power glue



■ Carrera safety equipment



■ Carrera precision mechanics set





## **“Nivella” and “Nivella Exclusive Line”**



- Nivella silverware “Rondine”, “Spaten”, “London” and “Milano”
- Nivella Premium thermos flask

- Nivella Exclusive Line



## Product range “Steinberger”

Our TÜV-certified and LGA award-winning Products:



★★★★★  
**Steinberger®**



## “Chromolit hybrid cooking system” Product range

### 1 lid – 3 functions!

**Boiling – Steam cooking – Pressure cooking.**

The patented cooking system is multifunctional and extendable. The key element is the lid, which can be converted in a few movements, such that it allows the broadest range of cooking types. The pans and lids in one range can be combined with one another. This means that the 3-in-1 hybrid cooking system can be supplemented as desired with a hybrid saucepan plus glass lid from the range in a different height.



Chromolit hybrid saucepan  
6,5l 🍴 20,4 cm



Chromolit hybrid saucepan  
with glas lid  
6,5l 🍴 20,4 cm



Chromolit hybrid saucepan  
with glas lid  
5,5l 🍴 20,4 cm



Chromolit hybrid saucepan  
with glas lid  
3,0l 🍴 20,4 cm

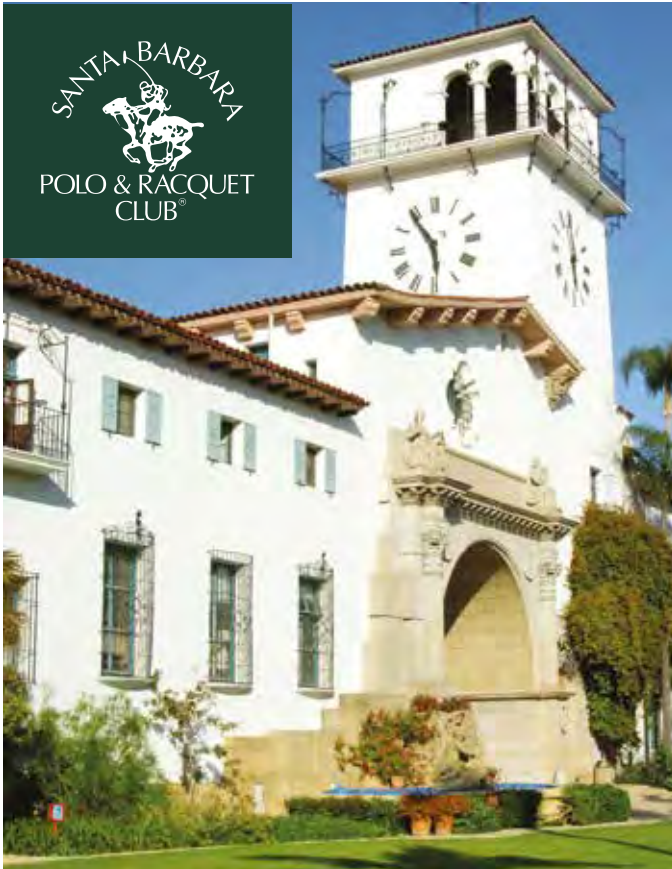


Chromolit hybrid saucepan  
with glas lid  
4,5l 🍴 20,4 cm

SEIT 1932  
**chromolit** **3in1** **HYBRID**  
KOCHSYSTEM



Brand range “Santa Barbara Polo & Racquet Club”







■ Luxury blanket

**Premium brand sports assortment**





***Olympia***<sup>®</sup>

— seit 1899 —

FASHION



**Umbrella brand for style & quality**

From 1896 to 1906, the largest and probably most beautiful department store in Europe emerged on Leipziger Platz in Berlin. The “Marmorlichthof” – the central sales hall – spanned by two monumental bridges, gilded lamps and artistically designed tiles showcased its high-quality products.

From clothing, jewellery and books through modern appliances and photography to souvenirs and stationery: everything that modern society had to offer was available to buy. Art exhibitions and a tearoom invited visitors to linger and allowed shopping and pleasure all in one. The proprietors were the Wertheim family.

The trademark rights for the Olympia word/image mark were registered with the German patent and trademark office in 1899. The rights remained in the Wertheim-Hertie-Karstadt group of companies until 2017. The Olympia trademark is therefore one of the oldest registered trademarks in Germany.

The Wertheim family used the trademark for its own products, as an umbrella brand for a high-quality product portfolio: fashion items, fabrics, linen, technical equipment, stationery and even food were sold under the new Olympia brand – which always promised creativity & innovation.

**Wertheim –  
Europe’s biggest  
department store**

**The “Olympia” brand**



Profitable conceptual solutions for all commercial stages

On the basis of customer relationships that have been built up, maintained and constantly developed over the years, SILAG Handel AG serves renowned retail groups and mail order companies as well as recognised wholesale businesses.

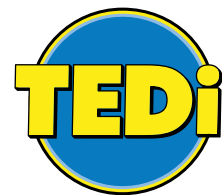
Due to SILAG Handel AG's wide business spectrum, offers can be submitted and projects can be implemented for nearly all classes of goods. We take responsibility for complete solutions from a single source - from the design of the packaging concept right through to the submission of the goods at the POS. Not only do we offer the best value-based products at competitive rates but we are also a strategic partner at your side with ideas and solutions that not only secure advantages over the competition but also help you with establishing an image and with strategic positioning in the market on a long-term basis.

Meeting the challenge of successfully implementing trade margins for all commercial stages makes the company stand out as a highly competent business partner. Through the development and expansion of new business fields and the implementation of best-practice solutions at every stage of the value-added chain, we are always able to act comprehensively and with solutions in mind to keep our promise of offering personal service to the customer!

#### Our permanent range of products at a glance:

- Accessoires
- Books
- Electronic devices
- Gardening items
- Household goods
- Home textiles
- Cosmetics and beauty products
- Multimedia
- Furniture
- Shoes
- Toys
- Sport items
- Home textiles
- Tissue products
- Tools
- Food





### Professional logistics

Another unique selling point with the SILAG Group is that we have maximum storage capacity for implementing large-scale projects. The Warehouse and Logistics business units form the link between the procurement sources and the distribution channels so as to create potential for success as quickly and efficiently as possible.

A high level of automation and the latest technology in the supply chain in IT, handling, packaging, stocking and transport afford the customer far-reaching cost advantages. By combining the main process chains, duplication of logistical activities is prevented. Transport units are coordinated, thus reducing the handling costs.

### SILAG logistics in numbers:

- 5 Locations
- up to 500 employees
- 200,000 m<sup>2</sup> of storage space
- 290,000 pallet spaces
- 100 trucks are employed daily
- 300,000 pallet movements (in/out, annually)





**Innovative product concepts**

The SILAG group of companies offers a complete and intelligent in-house goods flow management system that is probably the only one of its kind in Germany. The handling is consolidated at the Logistics Centre in Langenfeld.

One of the most important points in industry and trade is the efficient creation of value using innovative product concepts and using the goods cycle in terms of supporting ecological, economic and social sustainability.

In five independent plants/production facilities in Langenfeld, Solingen and Mülheim a. d. R., SILAG Handel AG has up to 500 employees working on the intelligent, systematic regeneration of inactive capital in the form of surpluses from trading. This involves returning from the retailer anything from socks to coffee roasters or flat-screen TVs to a condition fit for resale to our customers - from repackaging the individual product, which sometimes involves removal of the brand identifiers and label of origin, to bundling various products or product groups in marketable, highly attractive sets of price category displays.



### Sustainable projects

The SILAG Group has been successfully active as a project developer, property developer and investor over the past several years. In this business field, we have designed specialised retail parks and centres (for third parties as well as for ourselves), secured appropriate funding, acquired and purchased suitable sites, set up the premises and rented them, or handed them over ready to use to operating companies and/or investors.

In March 2001, the SILAG Group was awarded the contract for the acquisition of eight buildings of the branch offices of the Federal Bank. In 1998, the SILAG Group had already acquired the former reserve bank in Solingen. Since then, the branch offices have been remodelled and have become attractive commercial properties.

Since 2009, the historic Tückmantel building, famous both in and beyond the city limits of Solingen, has been completely and carefully refurbished, with great attention to detail, and has been converted into an attractive residential and office building. The Tückmantel building, which is now known as a “Traditionshaus”, has been expanded by adding a new building with the address, Am Neumarkt 3, which matches the historic building. For this undertaking, we were awarded the Monument Preservation Award 2012.



- Above: one of our commercial properties (Netto store, Berlin)
- Left: „Traditionshaus“ in Solingen
- Below: some of the reserve banks (Soest, Remscheid and Minden)



# SILAG companies

SILAG Media AG  
Gräfrather Hof GmbH  
HeliJet Charter GmbH  
SILAG Objekt Sonnefeld GmbH  
SILAG Objekt Langenfeld GmbH  
NIVAG Handelsgesellschaft mbH  
SILAG Logistik GmbH  
SILAG Investment GmbH

### Knowledge is affordable

In 2008, the trademark and name rights of publishing house Karl Müller GmbH (Cologne, established in 1967) were transferred to the ownership of SILAG Media AG. In addition to the resulting acquisition of significant brands as well as constant establishment and introduction on the market, SILAG Media AG deals with the new development and production of books, sound recordings and games in a very successful and above all consumer-oriented way.

### Bestselling knowledge CD in Germany

Under the motto “we make knowledge affordable”, SILAG Media AG is currently able to report sales of over 3 million sound recordings (equivalent to 15x platinum) and 74 different knowledge topics with the series “I KNOW SOMETHING – Albert E. Explains the World”.

Since November 2011, SILAG Media AG has also been authorised to use the registered FSC® Chain-of-Custody trademark for the production and retail of media products. Products with the FSC® seal go through an often long chain of different stages of retail and processing – the so-called product chain – which is reviewed by accredited certification bodies, from forest edge to final consumer.



Das Zeichen für verantwortungsvolle  
Waldwirtschaft

*“In a broad sense, the Forest Stewardship Council® (FSC®) is the worldwide support for responsible forest management. To this end, in an international framework directive, the FSC® has formulated ten principles and criteria, which represent the*

*pillars of environmentally compatible, socially acceptable and economically viable forest handling” (FSC® Germany).*







- Albert E. – I KNOW SOMETHING!  
74 different knowledge topics on CD

- Fun learning with Albert E. or Siggie Blitz –  
Learning software for preschool or primary school



- Frame puzzles



- Siggie-Blitz  
determination blocks



- Friend books –  
Memories of kindergarten and school days



- Children's learning games  
and colouring books with a carry handle



- Children's colouring books  
and painting posters



- Children's puzzles and puzzle books

- Children's learning games



### One-of-a-kind advertising space at the A3

The façade of the headquarters' warehouse has been developed into an optimal location for a "highly conspicuous" advertising space with a nation-wide reach. At an impressive size of around 500 m² and a daily traffic frequency of some 162,000 vehicles, we can offer the biggest motorway location in Germany, on the A3 motorway between Cologne and Düsseldorf. Its large surface area attracts an exceptionally high level of attention due to both its stand-alone position and its optimal visibility. We are able to reach customers for 14 seconds, even when they are driving by at 120 km/h.

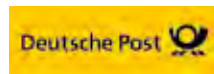
### Location characteristics

- The advertising location is open and visible to motorists from afar on the three-lane A3.
- One of the most frequented motorways in Germany between the motorway junctions Cologne and Düsseldorf (daily traffic frequency: approx. 162,000 vehicles)
- Largest advertising space on any motorway in Germany
- Visibility of the location at a speed of 120 km/h: approx. 14 seconds over a distance of 2.5 km
- Stand-alone position in the direction of Düsseldorf
- GTKC = approx. 2.8 m contacts / 28 days (Weighted daily chance of contact)
- GRP = 62 (Gross Rating Point)



## XXL facade advertising - Outdoor media

### References











The company Hotel Gräfrather Hof GmbH brings together all our catering and hotel activities.

Hotel Gräfrather Hof with its adjoining guesthouse in the 4-star sector has over 100 hotel rooms in the standard and business category as well as four luxuriously equipped suites. The portfolio of the first-class hotel is rounded off by FLORIAN restaurant as well as the “Library” conference room for up to 12 people and the wellness and fitness area in the basement with high-quality cardio equipment, two saunas, an “ice grotto”, a relaxation room with heated loungers as well as exquisite massage rooms.

Likewise situated on Gräfrather Markt, “Hotel zur Post” operates with 13 rooms in the 3-star sector as well as a restaurant for family celebrations and conferences for up to 60 people.

Hotel business is gained from the local and international market and benefits from the trade fair venues of Cologne and Düsseldorf as well as the internationally renowned Solingen companies. The diverse, individual hotel portfolio and the location on Gräfrather Markt with its unique, historic surroundings attract not only business visitors but also conference guests and weekend travellers to Solingen-Gräfrath. The leisure and cultural opportunities in Solingen stand out for their international fame and diverse possibilities.

In addition, with its traditional regional cuisine, “Gräfrather Klosterbräu” brew house operated by the company is located directly in Solingen-Gräfrath and offers space for up to 120 people.

In January 2012 with an investment sum of 1.5 m EUR, the city’s former town hall and theatre was opened to the public again. The present “Kloster-Saal”





(Monastery Hall) adjoining Gräfrather Klosterbräu offers space for up to 199 people in its location, facilities and ambience and is ideal for family celebrations, weddings, corporate events, cabaret theatre, sophisticated product presentations and many other events.

Brew house catering establishment “Alt Ohligs”, which is likewise affiliated to the company, is located in the district of Solingen-Ohligs. Its menu is also characterised by selected regional cuisine. The brew house likewise offers space for up to 120 people. The regular annual event calendar makes it a popular and busy meeting point for young and old alike!

Inspired by the focus of the SILAG corporate philosophy, all the business premises are characterised by unique features, which produce a clear competitive advantage and therefore have a positive effect on price.

As such, the beer for all catering establishments is brewed by 2018 German master beer sommelier Dr. Markus Fohr according to his own recipe. The investment in Lahnsteiner Brewery could further intensify this cooperation.

With our own Galloway stock, most of the meat comes from our own production. Various investment holdings allow optimal purchasing conditions and result in the processing of fresh products.

With our 70 motivated employees and trainees, we practise the philosophy of Hotel Gräfrather Hof GmbH: “Every guest with us is a special guest and deserves the best service”.



■ FLORIAN restaurant



■ Guesthouse “Alte Schule”



■ Guesthouse in the marketplace



■ Hotel “Zur Post”



■ Alt Ohligs brew house



■ Gräfrather Klosterbräu brew house



■ Kloster-Saal

### Catering in a different way

Hotel Gräfrather Hof GmbH provides high-quality facilities with lots of style. The historic market waggons, handcrafted in the traditional manner, are impressive with their precision work, timeless design and the latest technological fittings. All waggons are unique and highly versatile - both outdoors and indoors.



■ Ice-cream waggon



■ Cocktail waggon



■ Mulled wine waggon



■ The champagne waggon in our "Kloster-Saal"





■ Wine wagon



■ Beer wagon



■ Currywurst wagon



■ Cigar wagon



■ Field kitchen



■ Hot dog wagon



■ Pay wagon



■ Coffee wagon



■ Oxen grill



■ Detail of the champagne wagon





#### Charter flights and more

HeliJet Charter GmbH based in Dortmund currently runs two Sikorsky S-76 and one Learjet 35 in commercial flight operations. In the helicopter department, with its Sikorsky S-76, the company provides the scientific flight operations of the German Federal Institute for Geosciences and Natural Resources (BGR). The German Federal Institute for Geosciences and Natural Resources is the central geoscientific consulting institution of the German federal government. A further core business area is aerial advertising with mega-aeroplane banners. HeliJet Charter GmbH holds the 2011 world record here with a banner area of 5,000 m<sup>2</sup> and the 2012 world record with a banner area of 5,107 m<sup>2</sup>.

HeliJet is the only company in Germany to offer barrier-free travel by helicopter. Furthermore, HeliJet advises on helicopter purchases and on setting up heliports.

In the aeroplane department, HeliJet has operated a Learjet 35 since 2016. The modern jet is used worldwide. It meets the highest standards with respect to speed and reliability, and it complies with the strictest noise protection regulations.

Each pilot has extensive flying experience and holds the instrumental flight rating. All the captains have over 2,000 hours (some over 10,000 hours) of flying experience. All the aircraft are maintained to the highest standards exclusively by well-known German companies.



**Technical features of the Sikorsky S-76 Helicopter:**

- Exclusive cabin amenities for 6-7 passengers for VIP flights
- Special equipment for flights for disabled people (wheelchairs)
- Passenger flights with up to 12 passengers
- Cabin freight up to 1.2 t
- External load up to 1.2 t (appropriate lifting tackle is available)
- Sky advertising with XXL sky banners
- Rescue winch with a lifting capacity of 272 kg and a rope length of 60 m
- Emergency floats to be deployed in the water

**Technical features of the Learjet 60:**

- Five fully articulated Business Class seats, Conference Seat Arrangement with tables, couch, air show, video/audio entertainment, separate on-board toilets with washbasin
- Travel speed: 840 km/h
- Range: max. 4,450 km
- Capacity: 7-8 people



## **SILAG Objekt Sonnefeld GmbH**

### **Logistics and distribution centre in Bavaria**

Since 2006, SILAG Sonnefeld GmbH has owned a logistics and distribution centre in the Free State of Bavaria with a remarkable contiguous storage space of approx. 75,000 m<sup>2</sup>

Thanks to the professional services and the storage space that are offered, we were able to persuade big companies and company groups to establish their worldwide spare-parts depots in Sonnefeld. We have thus been able to achieve optimal capacity utilisation of the property. The growing goods traffic in the administrative district of Upper Franconia caused both by the eastwards expansion of the EU and the constant demand for functional warehouse spaces has led to new plans for the expansion of the spaces only one year after acquisition of the property. SILAG Objekt Sonnefeld GmbH has not only invested in its own property but has also constructed its own access ways and built roads in cooperation with the community in order to guarantee smooth arrivals and departures of suppliers without having to direct the increased transport by lorry through the town of Sonnefeld.

## **SILAG Objekt Langenfeld GmbH**

### **Commercial property with a future**

This commercial property, acquired in 2006, is in a central location of North Rhine-Westphalia between Cologne and Düsseldorf and is the current head office of SILAG Handel AG and its affiliated and related companies.

The property, known not least for its unique advertising banners next to the A3, consists of approx. 1,650 m<sup>2</sup> of modern office space on a surface area of 38,509 m<sup>2</sup> for the entire administration of the group of companies and approx. 37,000 m<sup>2</sup> (approx. 210,000 m<sup>3</sup>) of storage space with the corresponding recreational areas.

In 2007, an adjacent property approx. 4,750 m<sup>2</sup> in size had already been acquired, which gives us the necessary scope to maintain our growth at the location and to be prepared for potential expansions. Both properties are kept by SILAG Objekt Langenfeld GmbH as a holding company.



## **Services**

NIVAG Handelsgesellschaft mbH is a company that provides services of all kinds external to the core business of SILAG Handel AG. This involves taking on a range of tasks from many different sectors.

## **SILAG Logistik GmbH**

### **Warehouse & logistics**

Silag Logistik GmbH operates five warehouse locations and logistics sites in Langenfeld, Solingen, Sonnefeld and Mühlheim a. d. R. Up to 500 employees work in the areas of internal planning, organisation, monitoring, handling and inspection of the entire flow of goods and its associated information flow. This starts with the supplier, passing through the internal value-added chain of the integrated sorting and packaging operations, stocking and commissioning and continues all the way up to delivery to the customer.

## **SILAG Investment GmbH**

### **Asset management**

SILAG Investment GmbH administers the main sources of wealth potential of the individual subsidiaries.

**How to contact SILAG**

■ Address

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■ Court

Commercial register No.: 56019, District court Düsseldorf  
VAT No.: DE 811660602

■ Board

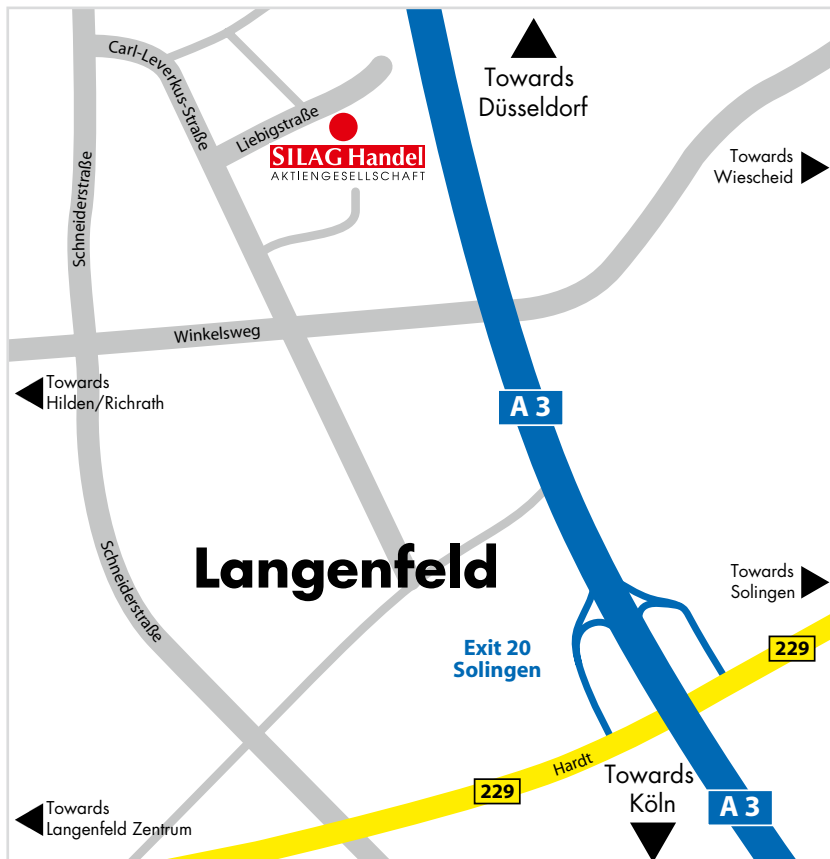
Siegfried Lapawa (Chairman)  
Hans-Hermann Lapawa (Board)  
Thomas Becker (Board)

■ Supervisory board

Chairman of the Supervisory Board Bernd Wilz  
Lawyer, Parl. State Secretary a.D.

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### Coming from Düsseldorf

Take the A46 in the direction of Köln/Wuppertal. After approx. 10 km, when you reach the Hilden motorway junction, change onto the A3 in the direction of Köln/Frankfurt a. M.. At the Solingen exit, turn right and continue to the right onto the B229 in the direction of Langenfeld. After approx. 1 km, turn right at the traffic light into Schneiderstraße. At the Winkelsweg crossroads (after approx. 1.3 km) turn right again and after approx. 500 m drive left into Carl-Leverkus-Straße. Turn right at the second street into Liebigstraße. SILAG Handel AG is located at the end of the street on the right.

### Coming from Cologne

Drive onto the A3 in the direction of Oberhausen. At the Solingen exit, turn right and continue to the right onto the B229/Hardt in the direction of Langenfeld. After approx. 1 km, turn right at the traffic light into Schneiderstraße. At the Winkelsweg crossroads (after approx. 1.3 km) turn right again and after approx. 500 m drive left into Carl-Leverkus-Straße. Turn right at the second street into Liebigstraße. SILAG Handel AG is located at the end of the street on the right.



**SILAG Handel AG**

[www.silag.de](http://www.silag.de)

**Hotel Gräfrather Hof GmbH**

[www.hotel-graefratherhof.de](http://www.hotel-graefratherhof.de)

**Gräfrather Klosterbräu Brew House**

[www.graefratherklosterbraeu.de](http://www.graefratherklosterbraeu.de)

**Alt Ohligs Brew House**

[www.altohligs.de](http://www.altohligs.de)

**HeliJet Charter GmbH**

[www.helijet-charter.de](http://www.helijet-charter.de)









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