

Press Release

Jan Dlouhý Appointed New Sales Director of GLS

Prague, October 16, 2025 – Jan Dlouhý, an experienced sales manager in the logistics industry, has been appointed the new Sales Director of GLS as of this week. His arrival further confirms GLS's growth ambitions as the company aims to become a market leader.

Jan Dlouhý brings with him 16 years of experience in building and leading sales teams across several logistics companies. Most recently, he served as Head of Strategy and KAM Director at PPL, where he was responsible for shaping corporate strategy and managing the sales department for over seven years. Prior to that, he held various roles in other logistics companies.

Earlier this year, GLS welcomed a new shareholder – EP Group, owned by Daniel Křetínský. With the new ownership, GLS has clearly expressed its ambition to grow and become a leading company in the Czech market. *"My main goal is to create an environment within the sales department that will allow us to move GLS among the top players in the market. The key to driving growth is not being afraid of change and embracing it with an open mind. It's not just about developing sales competencies or digitalization – it's also about fostering a culture of open communication and setting a new benchmark for what a modern sales organization should look like,"* said Jan Dlouhý upon taking up his new role.

Aged 36, Jan Dlouhý is married with two children. In his free time, he enjoys traveling, motorcycling, and mountain hiking in the summer, while in winter he relaxes in the sauna or snowboards in the mountains.

Since spring this year, GLS has been owned by EP Group, which acquired its parent company – International Distribution Services plc (IDS). *"The Czech market is one of our strategic priorities. We aim to grow rapidly and become the market leader in the medium term. This is not a short-term investment – our goal is to build GLS into the strongest brand in the market. GLS Czech Republic has the full support of its shareholders for further expansion,"* said Petr Pěcha, Managing Director of GLS Czech Republic.

The company's expansion strategy focuses on supporting Czech e-shops in their growth and on expanding its network of parcel shops and lockers. GLS currently operates around 1,300 lockers – four times more than two years ago – and plans to increase this number to at least 2,000 by March next year.

About GLS Group

GLS Group is one of the largest parcel delivery companies in Europe, with a strong presence in nearly all countries across the continent. GLS also operates through wholly owned subsidiaries



in Canada and on the U.S. West Coast. The company provides parcel services to customers in more than 50 countries.

The GLS network consists of 120 central and regional hubs and over 1,600 depots, supported by more than 36,700 delivery vehicles and 6,400 trucks. In addition to home delivery, GLS offers deliveries to over 110,000 parcel shops and 20,000 lockers.

In fiscal year 2024/25, GLS achieved a turnover of €5.9 billion and delivered 926 million parcels.