



**GEODIS**

**GEODIS CL  
Germany GmbH**

**BRANCH MALSFELD**

**2020**

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SHOWCASE

# GEODIS GROUP



# Owned by SNCF



- Employees: 272,721
- Revenue: €33.3Bn
- 33% of business through international markets



- Employees: 50,802
- Revenue: €10.1Bn
- 54% of business through international markets



- Employees: 41,000
- Revenue: €8.2Bn
- 62% of business through international markets



SNCF: France's national state-owned railway company  
2018 figures



# GEODIS Footprint

Presence in 60+ countries in the world



**€8.2Bn**

REVENUE



**41,244**

EMPLOYEES  
(FTE)



**969\*\***

SITES



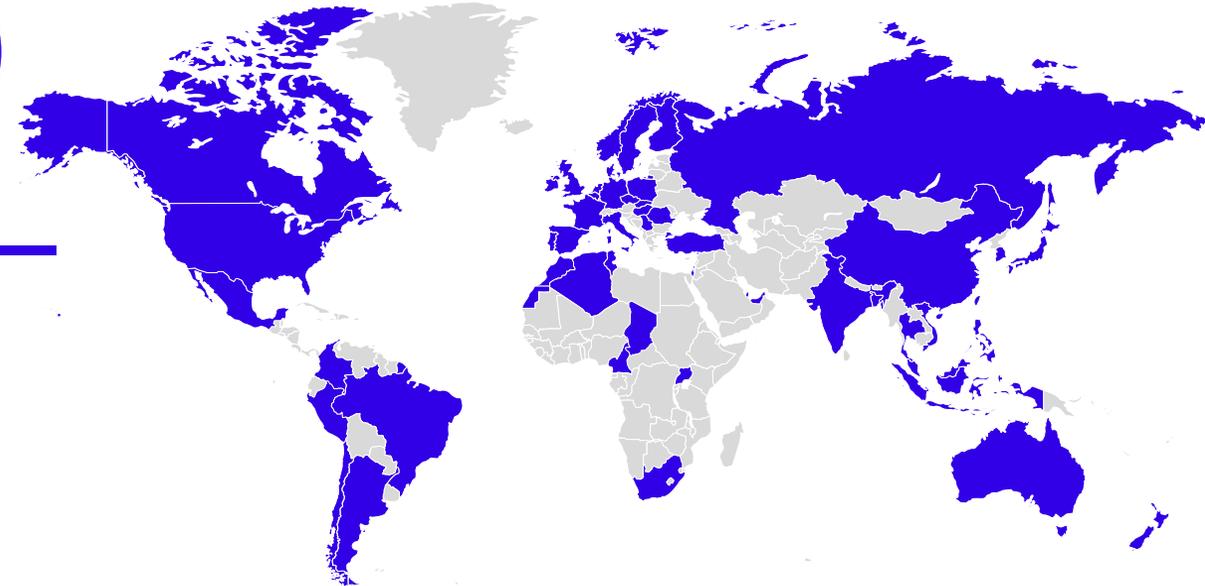
**120**

COUNTRIES  
SERVED



**165,000**

CUSTOMERS



● GEODIS presence

2018 figures

\*: FTE (Full Time Equivalent)

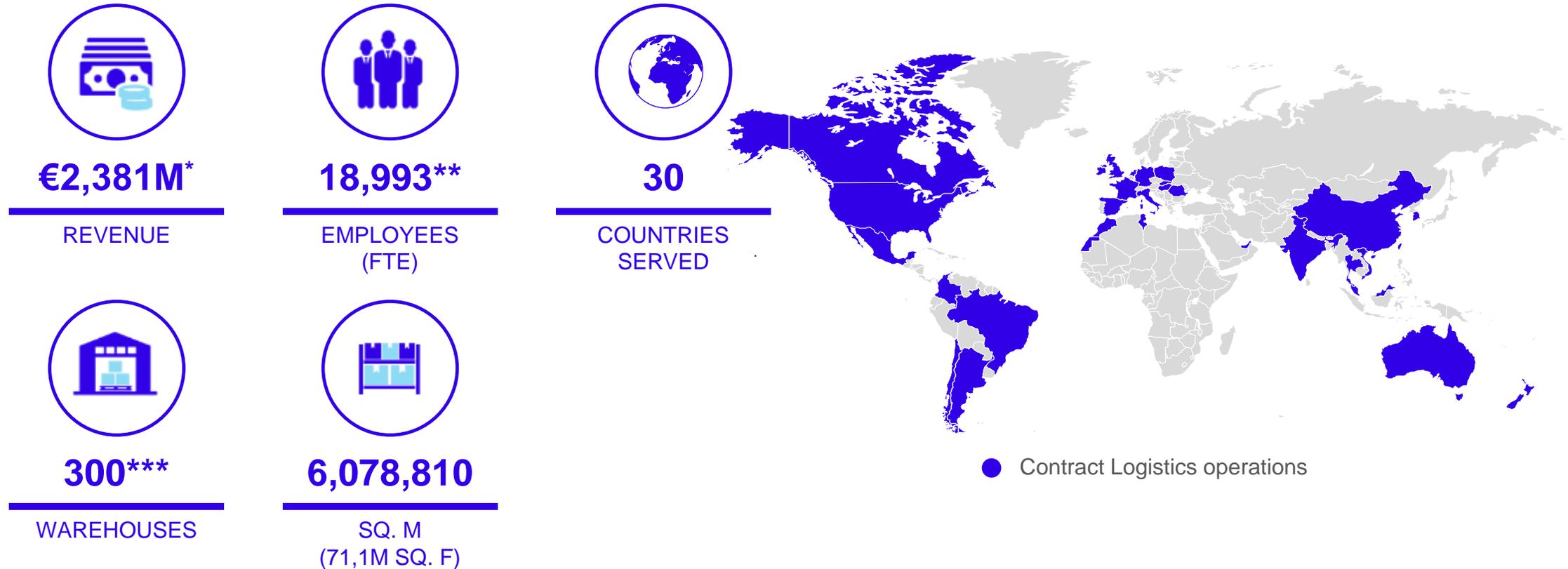
\*\* : (Warehouses, Agencies, Offices, Cross-dock platforms)

# CONTRACT LOGISTICS



# Contract Logistics - Facts & Figures

Logistics operations in 30+ countries in the world



2018 figures

\*: Revenue before elimination at GEODIS level including Contract Logistics US

\*\* : FTE (Full Time Equivalent) 23,667 Employees incl. temps

\*\*\* : On-site logistics included

# Activities Serving the Needs of the Entire Supply Chain



- Short and long distance road transport
- Multimodal transport
- Specialized transport
- Associated logistics
- Transport flow management



- Airfreight
- Ocean freight
- Multimodal freight
- Industrial projects
- Cargo Insurance
- Customs clearance



- Advisory
- Sourcing and Procurement
- Strategic outsourcing



- Warehousing and distribution
- Inbound and in-house logistics
- Outbound Logistics
- After-sales and returns logistics
- E-fulfillment



- Express
- Industrial Express
- Groupage
- Chartering



Road Transport

**#6** in Europe



Freight Forwarding

**#10** in the world



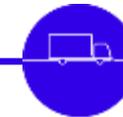
Supply chain Optimization

**#1** Global 4PL



Contract Logistics

**#6** in the world



Distribution & Express

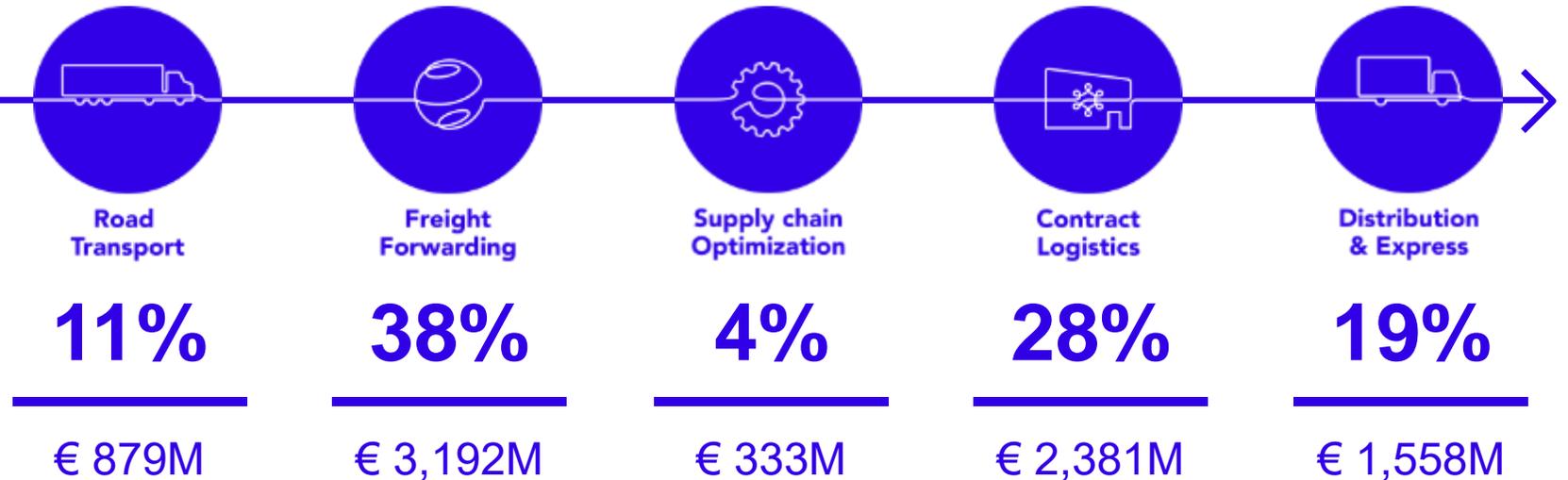
**#1** in France

Source: Transport Intelligence 2018 reports (Contract Logistics, Freight Forwarding, Road Transport, Express parcels), L'officiel des transporteurs Nov. 2018, and internal sources – Xerfi's annual logistics suppliers study.

# Activities Complemented by a Global Accounts Approach

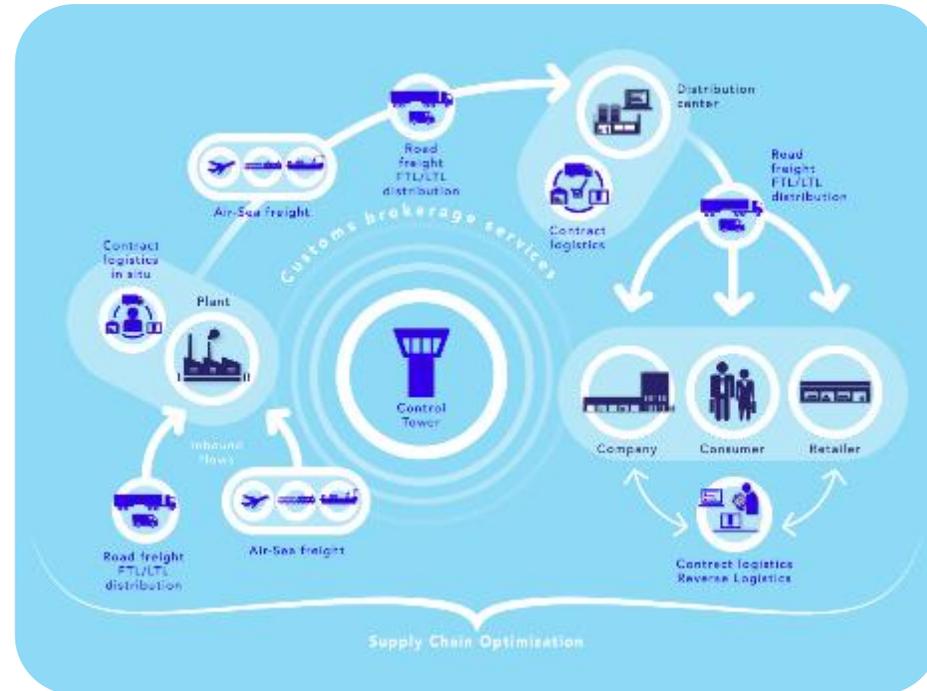
## GLOBAL ACCOUNTS

managed at corporate level, across activities and geographies

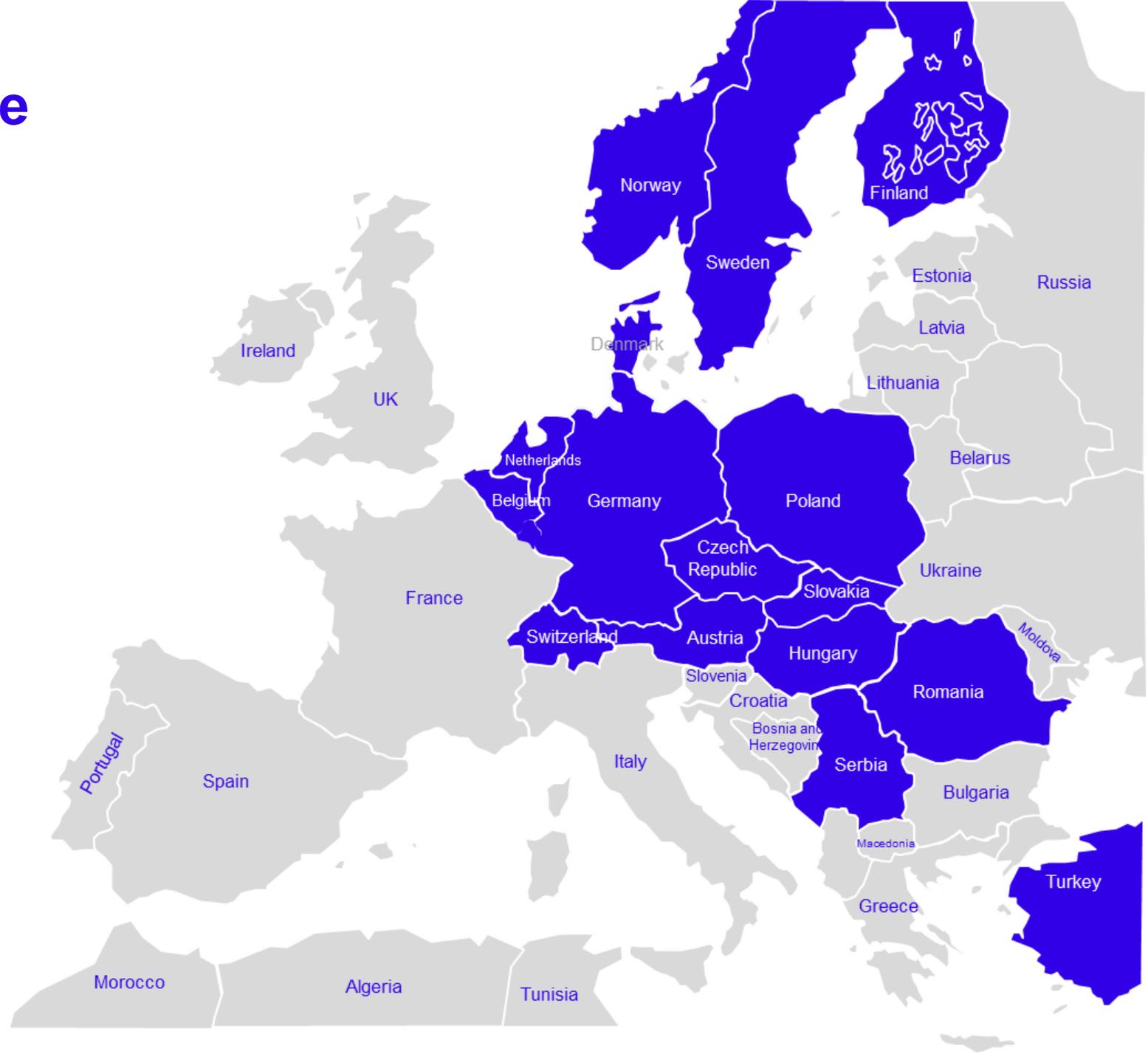


# What we do

- Our core competency is to optimize your supply chain every step of the way.
- To achieve this, our five lines of business apply their expertise covering supply chain optimization, intercontinental transportation and customs clearance, road freight transportation, warehousing management and distribution.
- We manage parts or all of the supply chain through our owned assets or through selected partners.



# Contract Logistics North East Central Europe



# Contract Logistics Germany

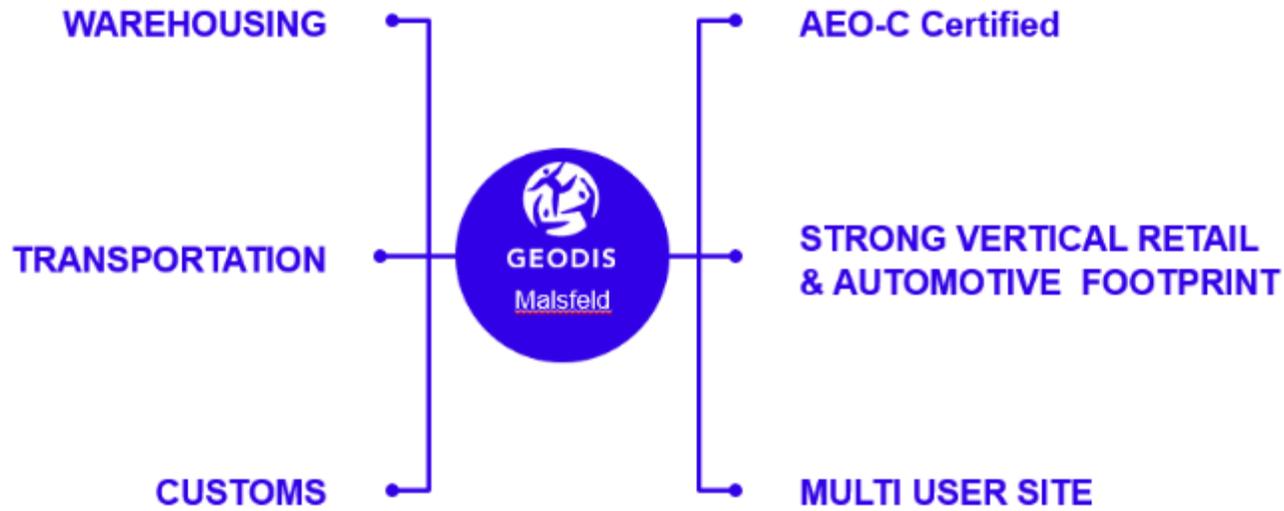
-  approx. **1,500** employees
-  **16** sites
-  **258,000 m<sup>2</sup>** surface
-  **€133 m** revenue 2018
-  **Investors In People**  
ISO 9001  
ISO 14001  
OHSAS 18001  
GE-ES  
AEO  
TAPA FSR A



-  Headquarters
-  Warehouse
-  Technical Center



# GEODIS in Malsfeld Germany



# GEODIS in Malsfeld Germany



## BRANCH

- Region: Northern Hesse
- Storage pallets: 45.000
- Campus: Multi-user
- Warehouse height: 10,5m
- Docks IN/OUT: 32
- Vertical footprint: Retail, Automotive and others
- Special: Double deep pallet high bay



## TEAM

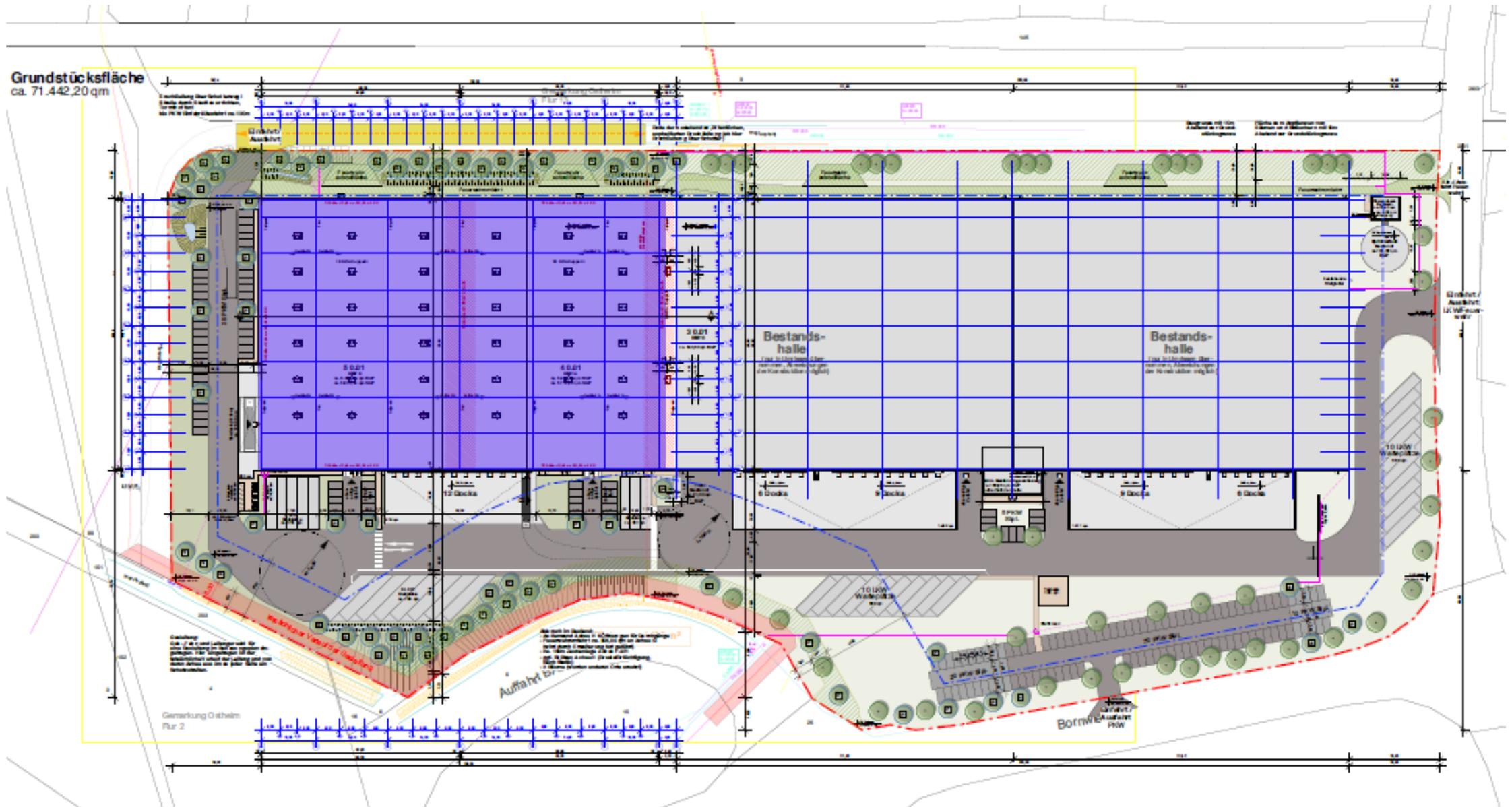
- Employees: 120
- Service: Contract Logistics
- Service: Transportation
- Service: Customs
- Certifications: ISO 14001, 9001: 2000-12, OHSAS 18001, AEO C



## CONNECTIONS

- Airport Kassel-Calden 45 km
- Container Terminal 7km
- Motorways A7, A4, A44, A38

# GEODIS in Malsfeld - Layout



# IMPRESSIONS

GEODIS in Malsfeld



GEODIS

# TRANSPORTATION



# Transportation Management

## Success factors

### FMCG EXPERTISE

- ✓ Expertise in the FMCG market and with deliveries to retailers
- ✓ Clear focus to further expand our footprint in FMCG
- ✓ Thanks to own trucks and existing traffic, strong synergies, which will be shared with our customers
- ✓ Experienced drivers and operational experts, that are in daily exchange with all relevant retailer markets in Germany



### FMCG NETWORK

- ✓ >130 own dedicated trucks for domestic retail distribution
- ✓ State-of-the-art fleet with IFS certification and GPS equipped
- ✓ Network access to IDS and CargoLine with > 5.000 trucks
- ✓ Cooperation with longstanding partners with > 500 trucks
- ✓ Part of the KoLoS network with > 3.600 trucks



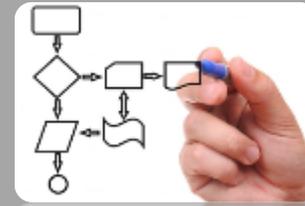
# Transportation Management

## Success factors

### SOLUTION DESIGN

- ✓ Transport Engineering
- ✓ Design Tools
- ✓ Network Management
- ✓ Transport Solutions

Analysis and modelling  
Conclusion and selection  
Continuous optimization  
Implementation of solution



### TRANSPORT MANAGEMENT SYSTEM

- ✓ GEODIS own transport management system: ZENITH
- ✓ Standard interfaces to customers and carriers
- ✓ Connected to GSP system in the truck
- ✓ Milestone-Tracking
- ✓ Transport planning and management
- ✓ Web access for customers
- ✓ Dual-Data-Center Solution



# GEODIS FMCG Network

GEODIS has its own fleet, dedicated to the FMCG-Retail market:

- ✓ **IFS certified** (Score 95.8)
- ✓ **German-speaking and experienced drivers** for the FMCG and Retail market
- ✓ **All trucks GPS** equipped
- ✓ **Scalable fleet >40%** from 95 to 135 trucks based on seasonality
- ✓ Usage of **various innovative trailer-types** based on customer demand (e.g. Eurotrailer with 37 FP, Megatrailer, XL)
- ✓ All trucks minimum **Euro6**

<b>Boxtrailer</b>	41	
<b>Tautliner</b>	44	
<b>Euro-Trailer (37 FP)</b>	14	
<b>Megatrailer</b>	21	




## ZERTIFIKAT

Hiermit bestätigt die Zertifizierungsstelle

DQS CFS GmbH

(akkreditiert für Zertifizierungen nach den IFS Logistics und Vertragspartner des IFS-Standardsystems), dass die logistischen Aktivitäten von



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 Julius-Nagel-Straße 6  
 85348 Lohngöhausen  
 Deutschland  
 (UID-Nr. 42424)

für den Zertifizierungsbereich:  
 Durchführung von nicht temperaturgeführten Transportleistungen von versackten Gütern und Mehrwegpacks für die Lebensmittelindustrie

die Forderungen über

IFS Logistics

Version 2.1, März 2014

auf Höherem Niveau erfüllen



# Domestic Network



## A state-of-the-art Road network:

- ✓ Domestic Distribution Network
- ✓ Pre-advice, slot time management
- ✓ Monitoring & tracking
- ✓ POD management
- ✓ Performance metrics and reporting
- ✓ Pallet exchange
- ✓ Performance analysis and pro-active implementation of corrective actions
- ✓ Driving continuous improvement



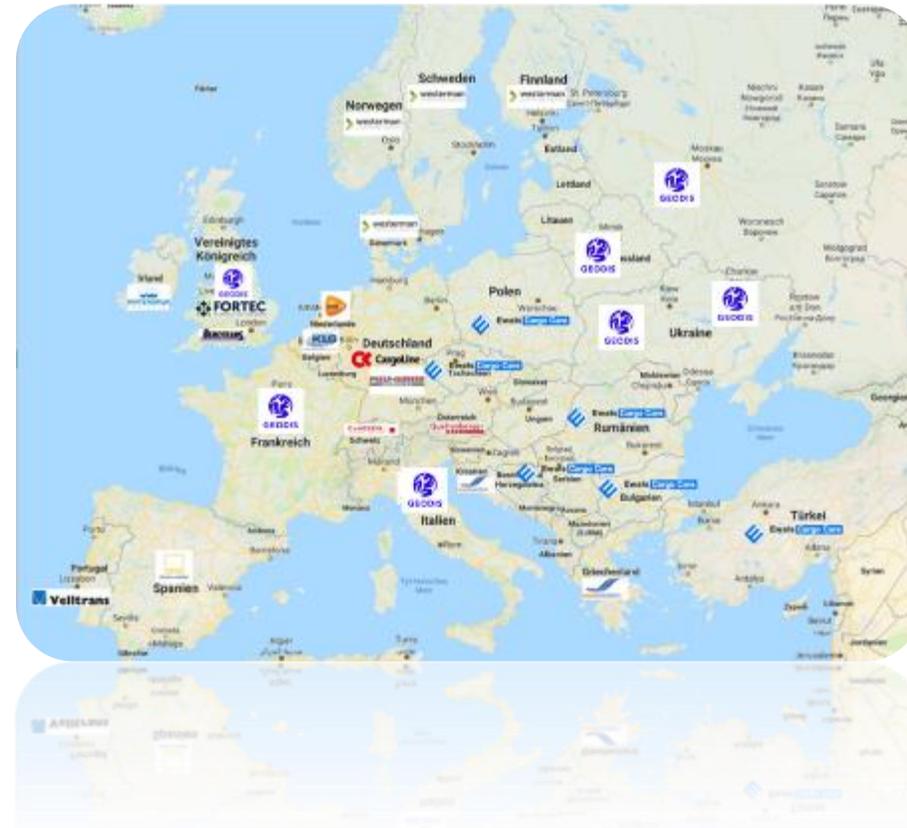
*Blue bar = Loading points; Yellow circle = Unloading points*

# European Network



## A state-of-the-art Road network:

- ✓ European Distribution Network
- ✓ Pre-advice, slot time management
- ✓ Monitoring & tracking
- ✓ POD management
- ✓ Performance metrics and reporting
- ✓ Carrier Management
- ✓ Performance analysis and pro-active implementation of corrective actions
- ✓ Driving continuous improvement



# CERTIFICATIONS



# Certifications

## GLOBAL CERTIFICATIONS

**ISO 9001**  
Quality Management



**OHSAS 18001**  
Security Management



**ISO 14001**  
Environmental Management



**IATF 16949**  
Automotive Quality Management



**ISO 22000**  
Food Management



**AEO (Authorised Economic Operator)**  
Customs



## LOCATION-SPECIFIC CERTIFICATIONS

(Certipharm,  
TAPA, ISO 500001,  
ISO 13485...)

# Total Quality Management



Norm for Quality Management System



Norm for Environmental Management System



Norm for health and safety management system



Norm for handling packed goods



Norm for handling consumer packed medical devices.



IFS Norm for transport of non-temperature-controlled food.



Our customers benefit from the



AEO Full: Norm for Customs & Foreign Trade, incl. License Type E



Norm, from European and international companies established, for gender equality



Norm achieved in 2015, ensuring employee satisfaction and continuity



Norm for general rules related to hygiene and product-safety, work and storage methods



Norm for general rules related to a wholesale distributor of healthcare products



Norm for general rules related to a wholesale distributor of Animal Pharmaceuticals OTC



TAPA FSR 2017 TSR Level 1, 2, 3



# Sustainable Excellence and Performance

## STS QSE

In order to reach its goals, GEODIS Logistics defines, communicates, implements and continuously improves an STS QSE program. It is in line with its values and ensures its system is compliant and efficient. It is based on 7 Golden rules:

- Make it easy for the client to do business with us
- Win, retain and develop profitable clients
- Always deliver a perfect service
- Get paid for what we do
- Recruit, develop and retain quality people
- Ensure the safety of our people everywhere and at any time
- Be a good citizen

The strong involvement of our employees contributes each day to the respect of these commitments



### STS

Total Satisfaction of the Stakeholders (clients, employees, shareholder, partners, society as a whole)

### QSE

Insurance of Quality, Security and Environmental protection proven by international and sector-specific certifications:  
ISO 9001, 14001,  
OHSAS 18001

# INNOVATION



# Goals of our innovation strategy



# Our innovation strategy focuses on business impact

- Cognitive and artificial intelligence



- Networked world: IOT



- Virtual reality



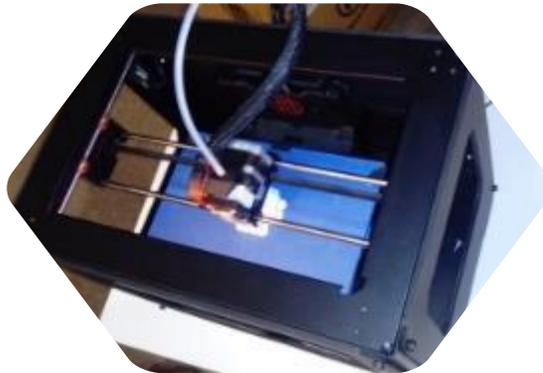
# Our innovation strategy focuses on business impact

- Robotics



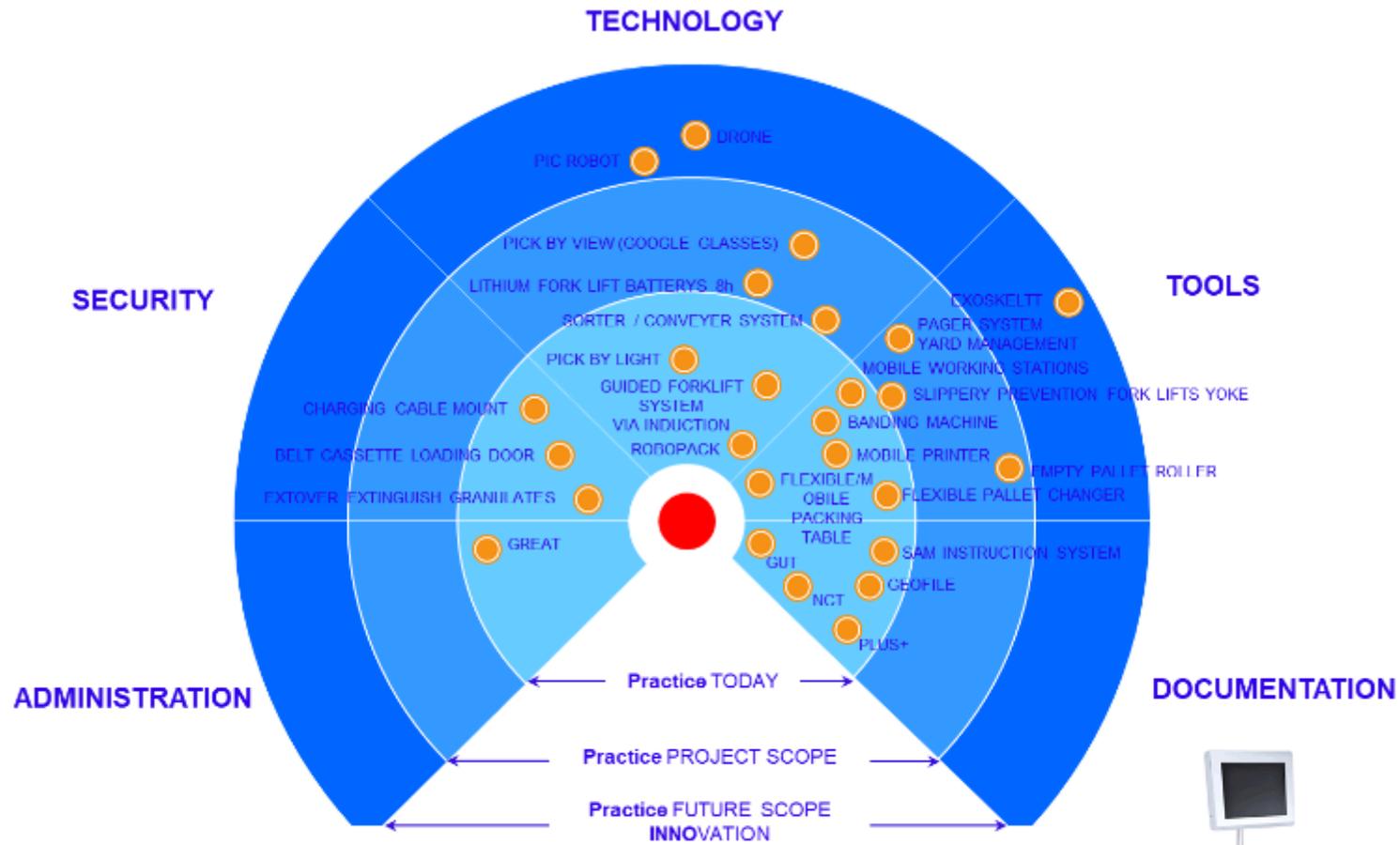
- Big Data & Cloud

- 3D Printing



- Drones

# GEODIS CL Germany - Solution Radar



# SHOWCASE



# E-COMMERCE

SHOWCASE: International leading e-commerce player

## LOCATION

Malsfeld (close to Kassel), Germany

## SEGMENT / PRODUCT

- Different products retail
- FMCG (Non-Sortable)

## KEY FACTS & FIGURES

Storage GEODIS

- 16,700 sqm almost fully dedicated
- Approx. 9 mio revenue p.a.
- up to 250 FTE
- 3 + 2 year contract
- 16,700 SQM
- 33,000 SKU
- 1 item = 1 Box
- 2,1 M outbounds



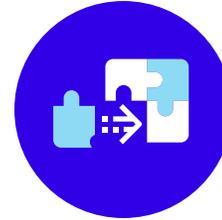
# E-COMMERCE

SHOWCASE: International leading e-commerce player



## CUSTOMER CHALLENGES

- Short timeline (start with Q4 - peak 2016)
- High flexibility
- High variation (day-, week- and year-related peaks)
- High density
- Labor intensive



## OUR SOLUTION

- Inbounds
- Warehousing with narrow-aisle racking and flex-zone-concept
- Pick and pack with high level picking and an automated sorter-solution
- Customized packaging and gift wrapping
- Outbounds for B2C-distribution

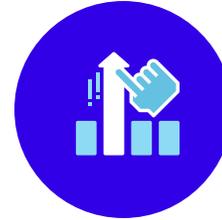
# E-COMMERCE

SHOWCASE: International leading e-commerce player



## CUSTOMER BENEFITS

- Short-term implementation
- Maximum density
- High performance level
- Possibility of extension onsite



## VALUE CREATION

- Operating margin increase thanks to reduced warehousing costs
- Dynamic and efficient management of logistics operations

# THANK YOU!

Follow us on:



# Your contact



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