



**GEODIS CL**  
**Germany GmbH**

**BRANCH HANNOVER**  
**2020**

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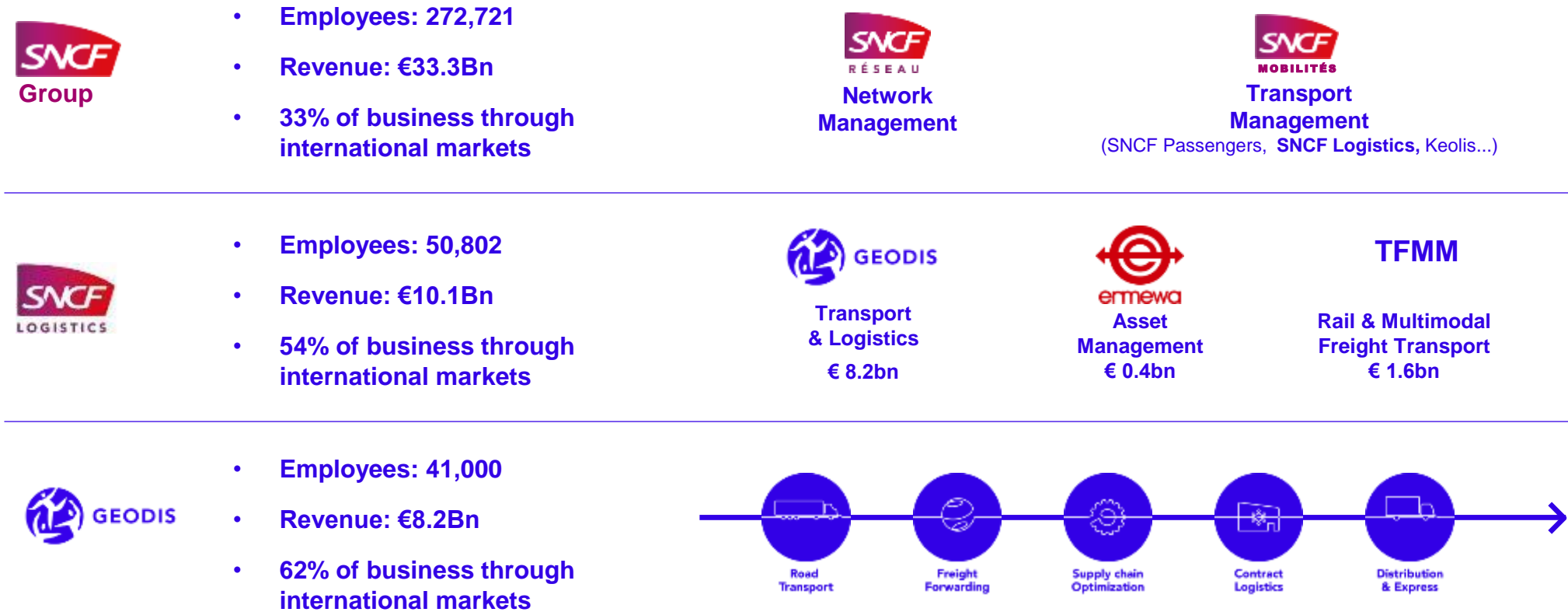
SHOWCASE

**GEODIS GROUP**



**GEODIS**

# Owned by SNCF

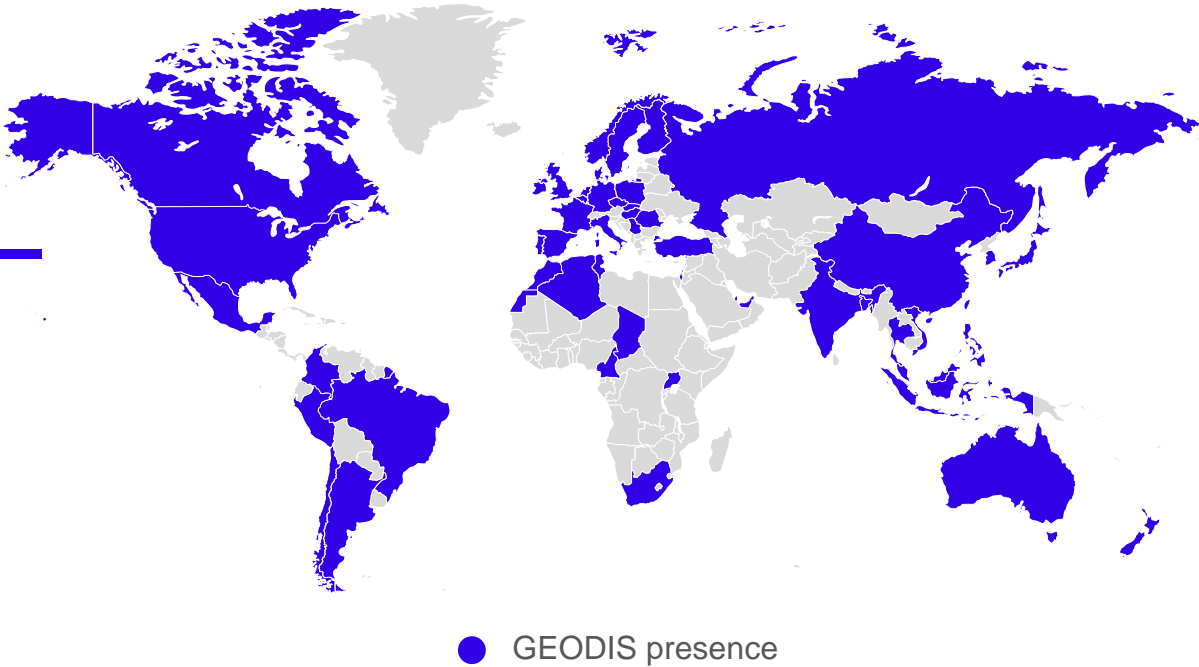
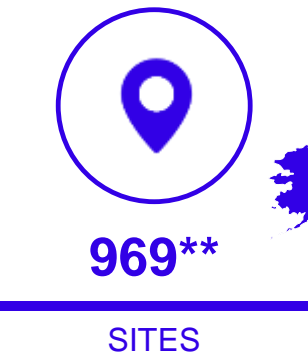


SNCF: France's national state-owned railway company  
2018 figures



# GEODIS Footprint

Presence in 60+ countries in the world



2018 figures  
\*: FTE (Full Time Equivalent)  
\*\*: (Warehouses, Agencies, Offices, Cross-dock platforms)



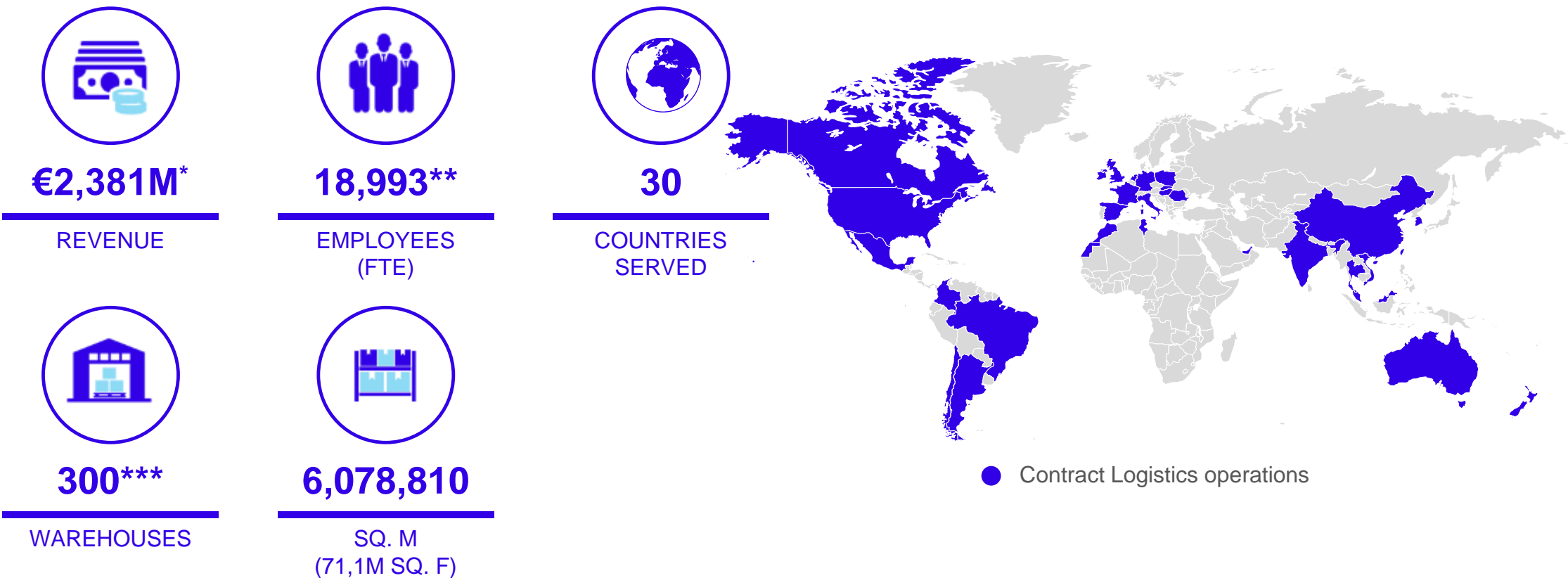


# CONTRACT LOGISTICS



# 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



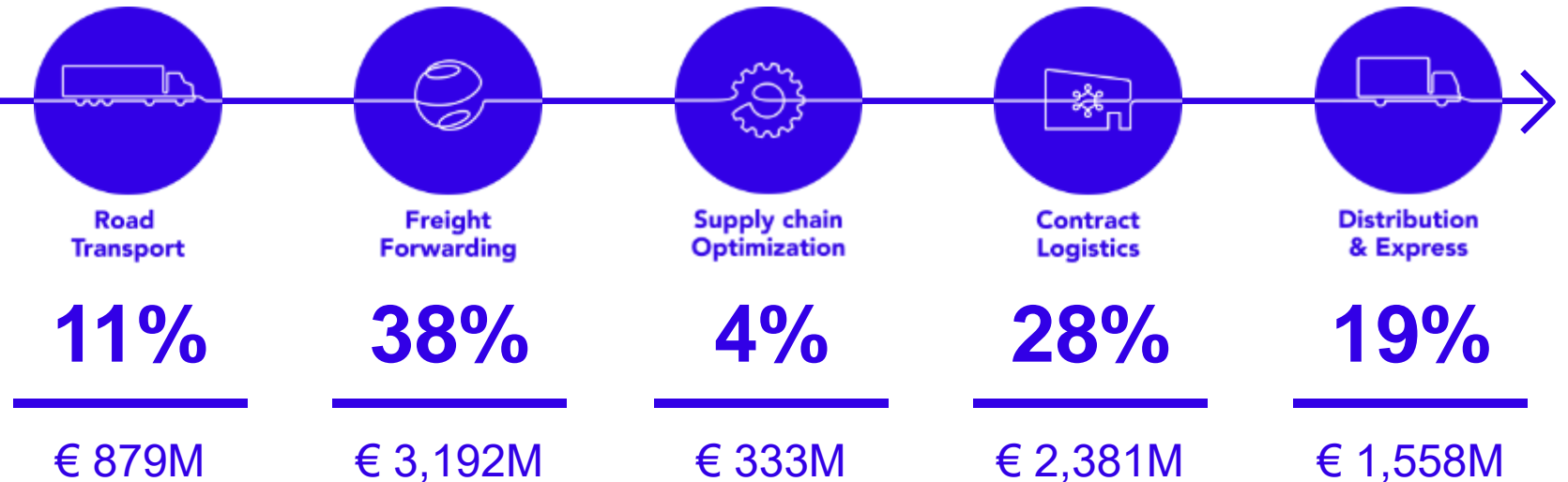
Source: Transport Intelligence 2018 reports (Contract Logistics, Freight Forwarding, Road Transport, Express parcels), L'officiel des transporteurs Nov. 2018, and internal sources – Xerfi's annual logistics suppliers study.



# Activities Complemented by a Global Accounts Approach

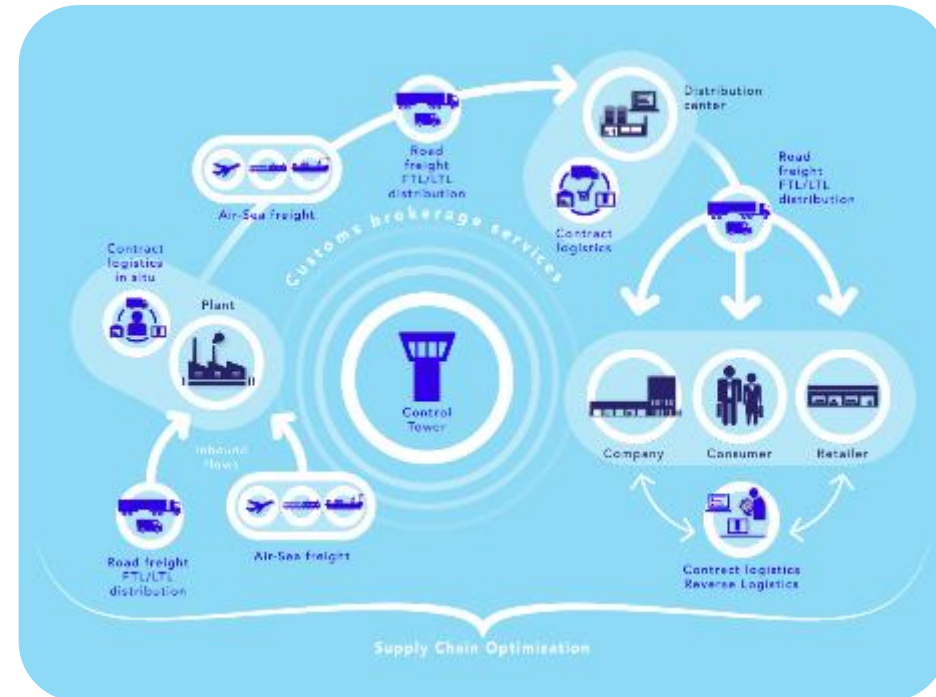
## GLOBAL ACCOUNTS

managed at corporate level, across activities and geographies

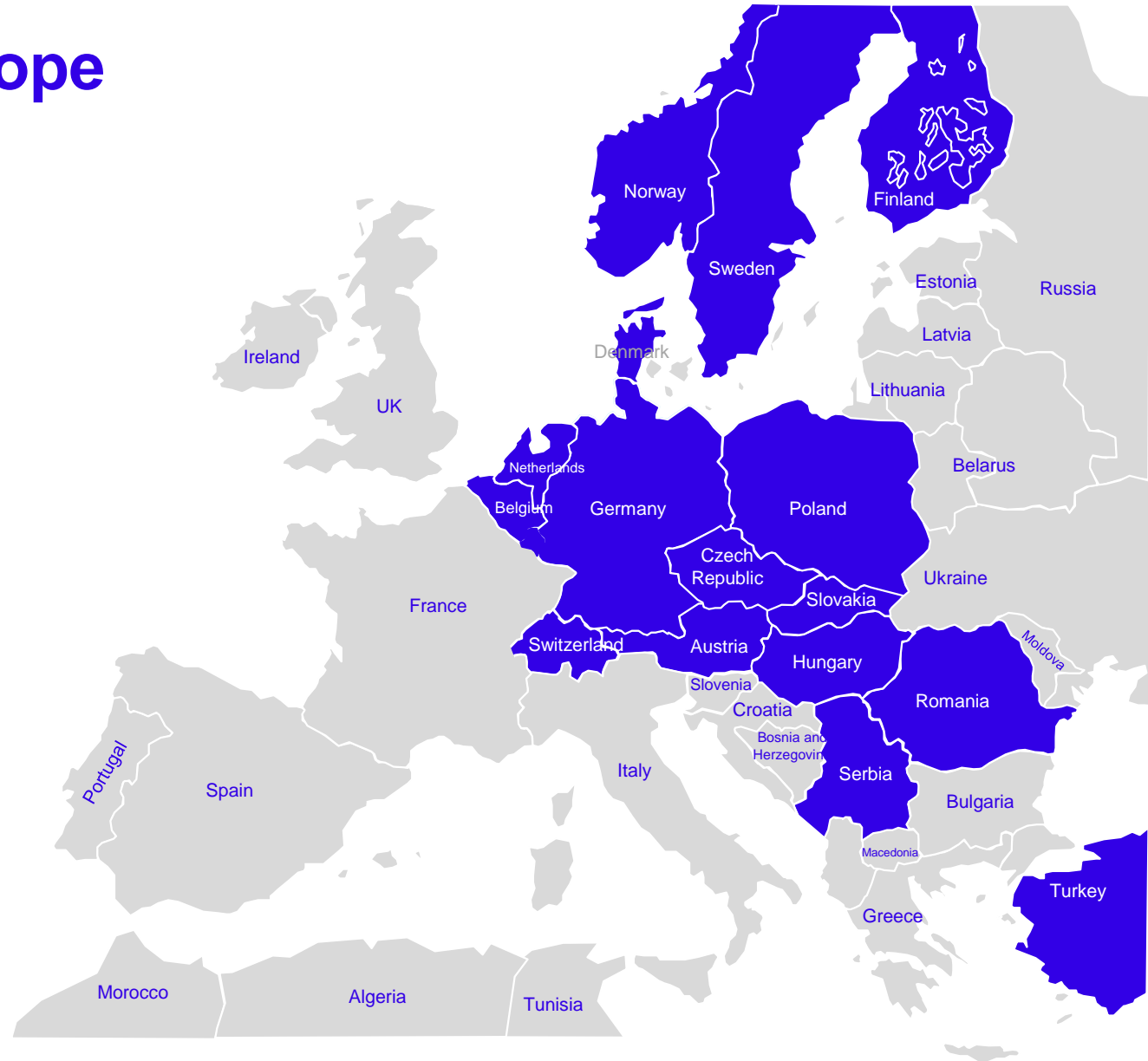
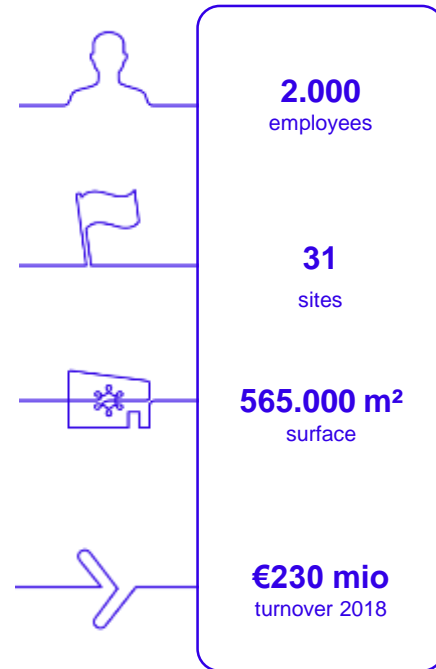


# What we do

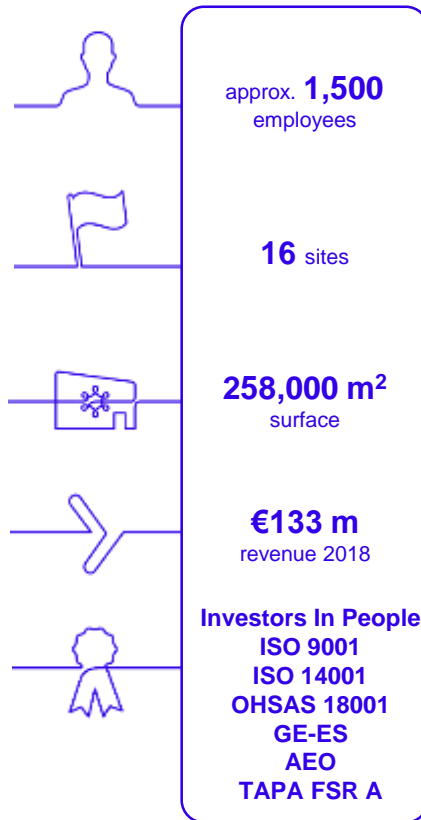
- Our core competency is to optimize your supply chain every step of the way.
- To achieve this, our five lines of business apply their expertise covering supply chain optimization, intercontinental transportation and customs clearance, road freight transportation, warehousing management and distribution.
- 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



- Headquarters
- Warehouse
- Technical Center



# EXAMPLE - Branch Hannover Germany



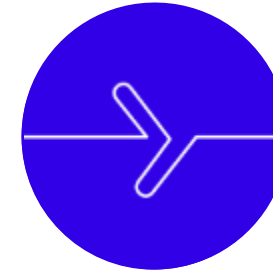
## BRANCH

- Region: North Germany
- Space: 21,000 m<sup>2</sup>
- Campus: Multi-user
- Warehouse height: 13 m
- Docks IN/OUT: 40
- Vertical footprint: Industry, Automotive
- Equipment: Convey system
- Special: Spare part distribution  
Automotive



## TEAM

- Employees: 100
- Service: Contract Logistics
- Service: Transportation
- Service: Customs
- Certifications: ISO9001, 14001, OHSAS18001,  
AEO, GE-ES, IIP



## CONNECTIONS

- Airport: 2 km (Hannover)
- Highway: 5 min (A2)
- Harbour: 8 km





# 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



Intersnack

### 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



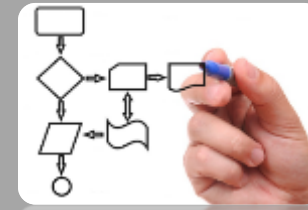
# Transportation Management

## 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	





# 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*

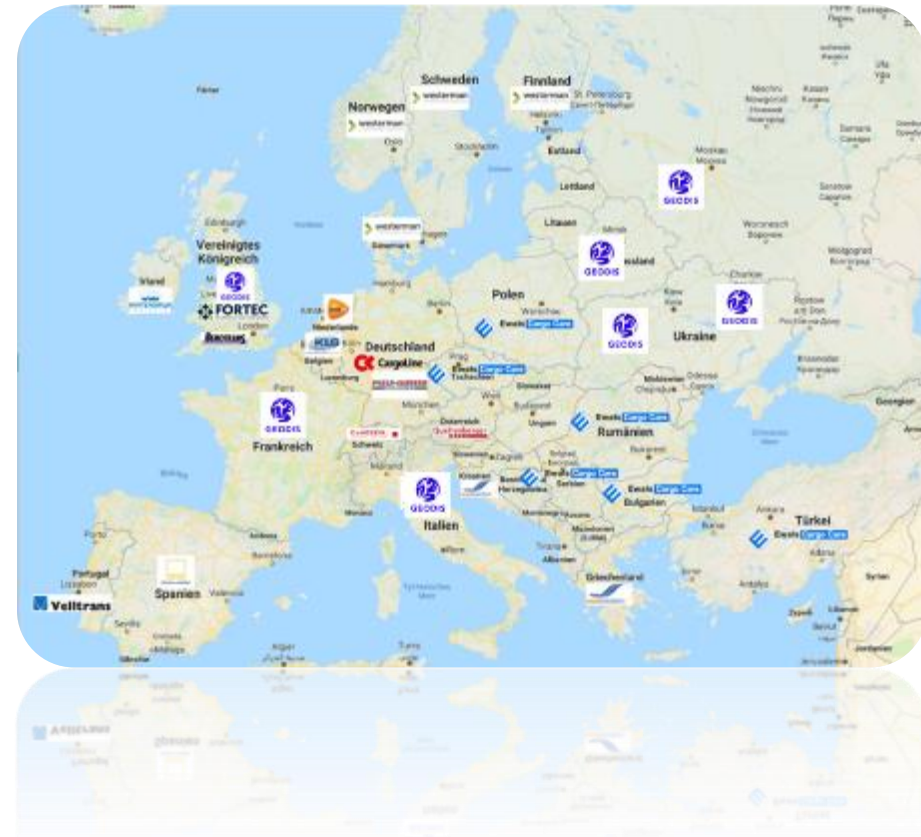


# European Network



## 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



# Total Quality Management



Norm for Quality Management System



Norm for Environmental Management System



Norm for health and safety management system



Norm for handling consumer 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

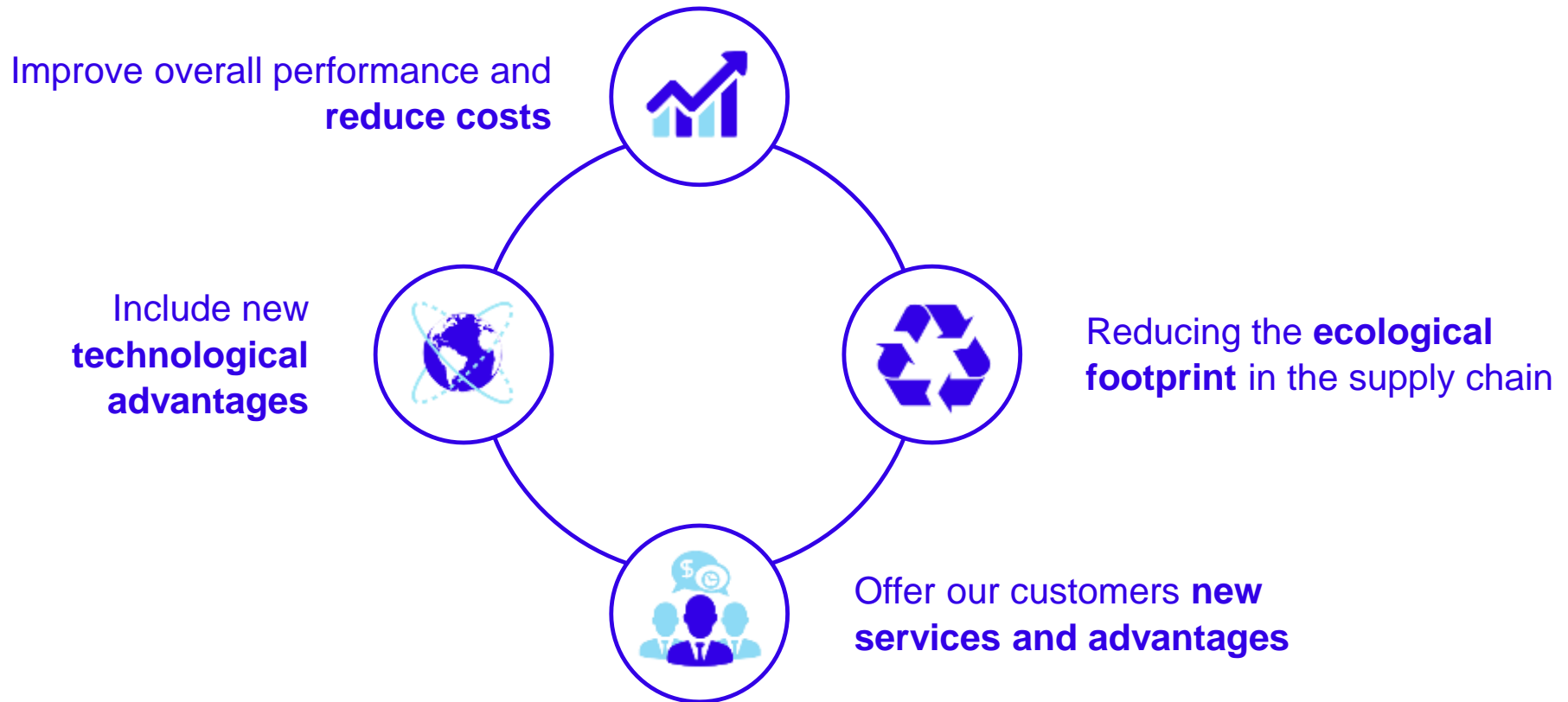


# INNOVATION





# Goals of our innovation strategy



# Our innovation strategy focuses on business impact

- Cognitive and artificial intelligence



- Networked world: IOT

- Virtual reality



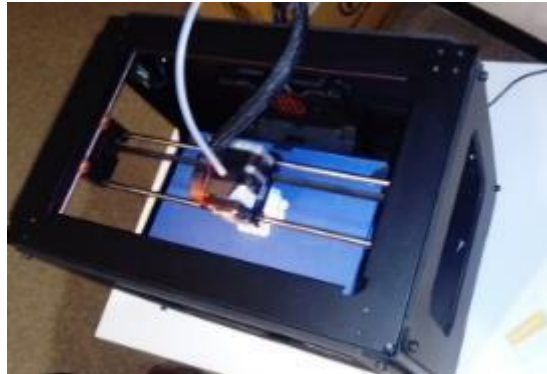
# Our innovation strategy focuses on business impact

- Robotics



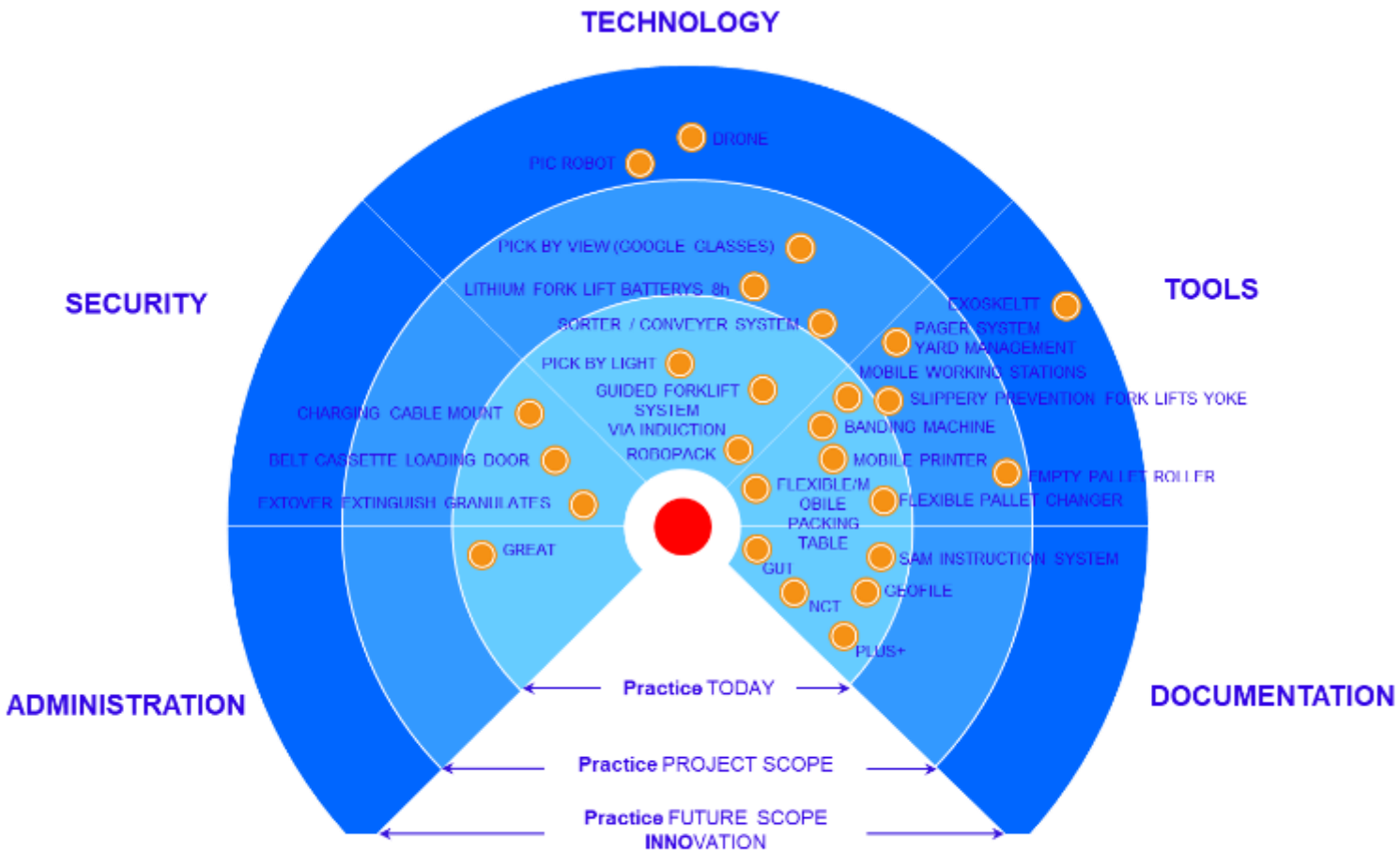
- Big Data & Cloud

- 3D Printing



- Drones

# GEODIS CL Germany - Solution Radar





# SHOWCASE





# EXAMPLE – Spare parts management

SHOWCASE: Leading Automotive manufacturer

## LOCATION

Hannover

## SEGMENT / PRODUCT

Automotive / spare  
parts

## KEY FACTS & FIGURES

Storage GEODIS

- 21,000 m<sup>2</sup>
- Up to 70,000 SKUs
- 8,000 outbound lines per day
- 2,300 dealers



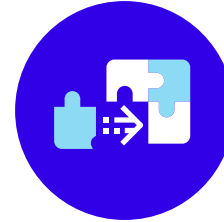
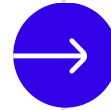
# EXAMPLE – Spare parts management

SHOWCASE: Leading Automotive manufacturer



## CUSTOMER CHALLENGES

- Management of Regional Distribution Center for Germany, Denmark, Sweden, Norway, the Netherlands
- Strong KPI requirements
- Return management – Dealer network
- European expansion



## OUR SOLUTION

- Daily stock orders
- Customer service management
- Receiving and counting material
- Put away by replenishment in RF
- Picking with picking slips
- Packing of big pieces (body parts)
- Dispatch of small pieces in RF to dealers
- Shipping & Cross-docking
- Key encoding
- Return management

# EXAMPLE – Spare parts management

SHOWCASE: Leading Automotive manufacturer



## CUSTOMER BENEFITS

- High availability of requested spare parts 1,5 million parts on stock
- Strong service levels
- Supply of customer dealers throughout Germany, Denmark, Sweden, Norway, the Netherlands



## VALUE CREATION

- Warehousing of spare parts for 6 brands
- Single point of contact

# THANK YOU!

Follow us on:



# Your contact

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