

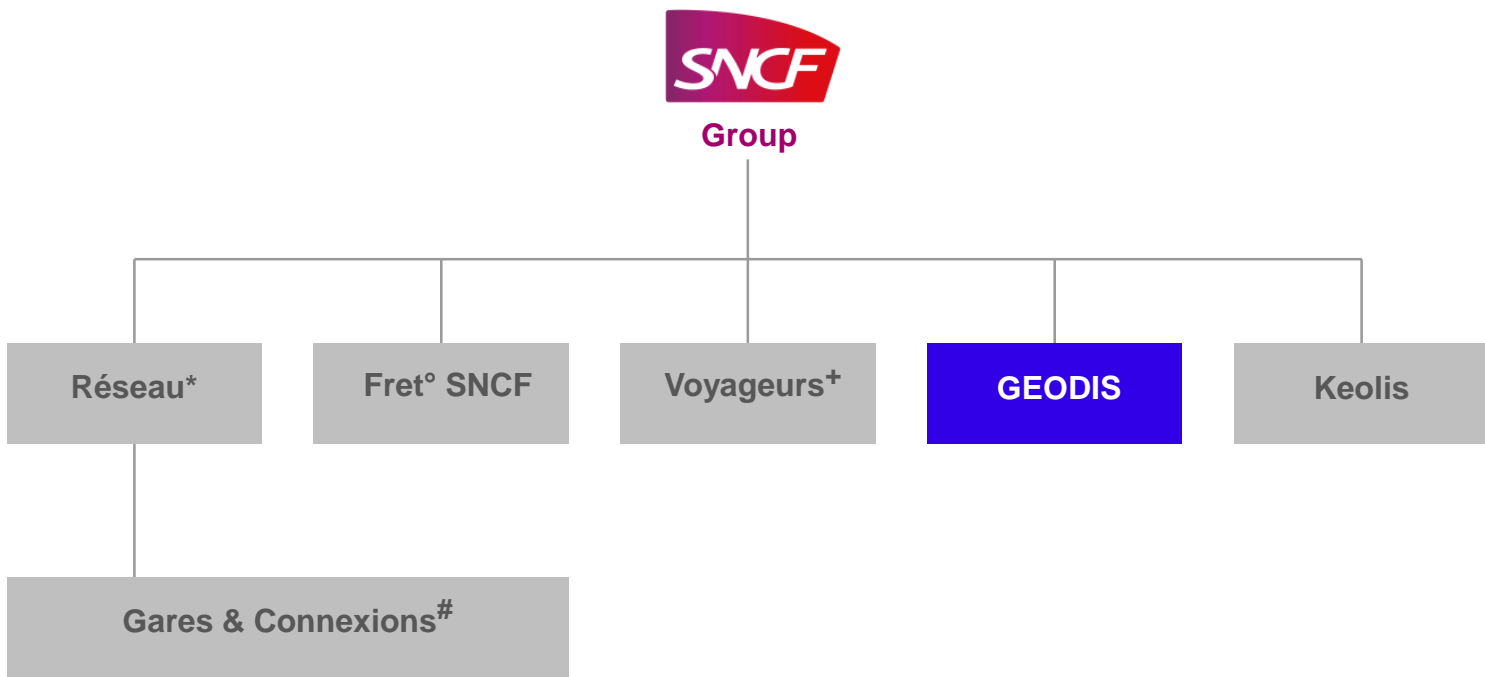


GEODIS

Contract Logistics Germany GmbH

Branch Hamburg

Owned by SNCF, A Stable Shareholder Easing Long Term Partnership



275,000
EMPLOYEES
€35.1Bn
REVENUE

33%
OF BUSINESS
THROUGH
INTERNATIONAL
MARKETS



41,816
EMPLOYEES
€8.2Bn
REVENUE

64%
OF BUSINESS
THROUGH
INTERNATIONAL
MARKETS

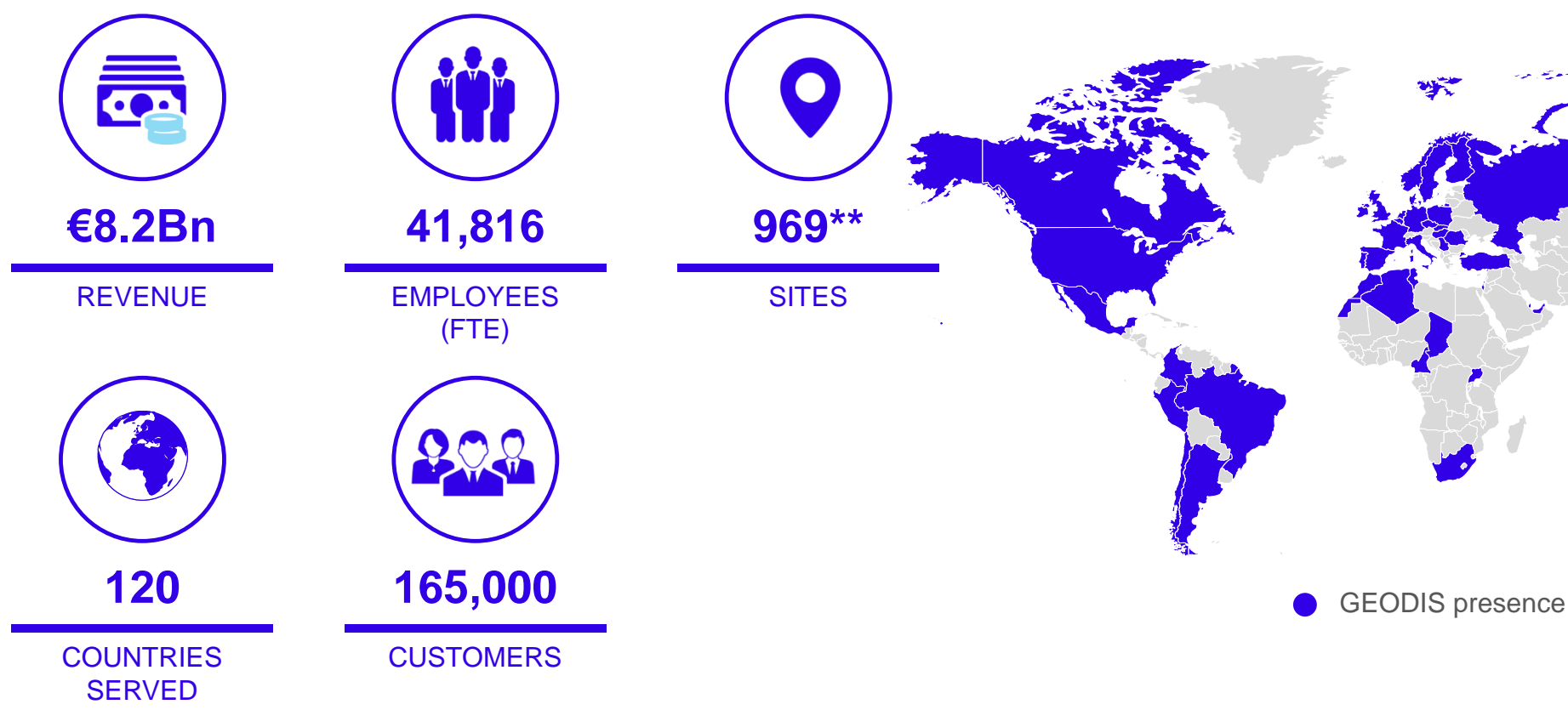
* Network / ° Rail Freight / + Passengers / # Railway stations

SNCF: France's national state-owned railway company.
2019 figures



GEODIS Footprint In The World – We Are Where You Are

Presence in 60+ countries in the world



5 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 2019 reports (Contract Logistics, Freight Forwarding, Road Transport, Express parcels), L'officiel des transporteurs Nov. 2018, and internal sources – Xerfi's annual logistics suppliers study.

Our Mission, Our Vision, Our Values



MISSION

We help our clients succeed
by **overcoming**
logistical constraints



VISION

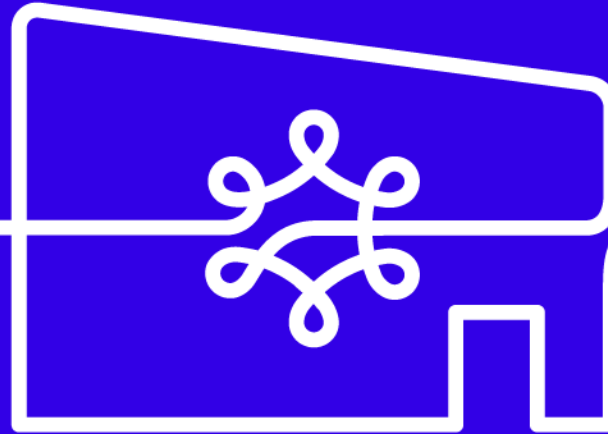
We are the **growth partner**
for our clients



VALUES

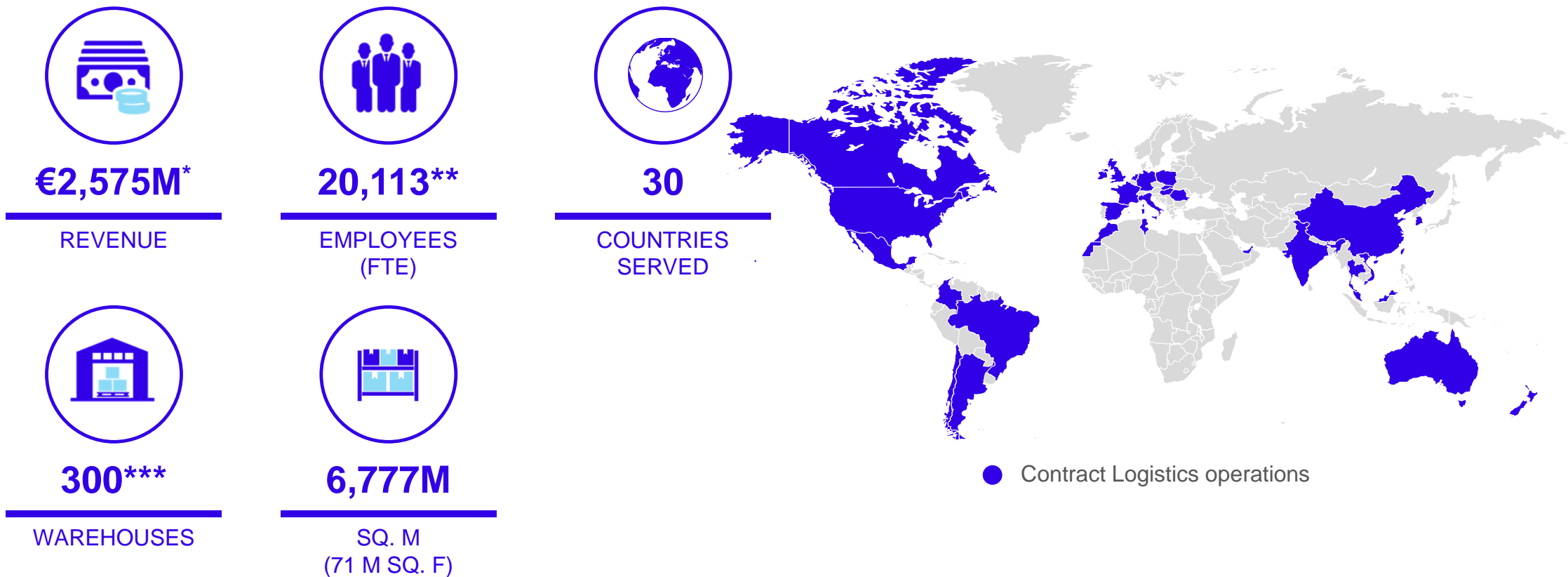
We are **committed** to our clients
We continuously **innovate**
We are **passionate**
We demonstrate **solidarity**
We build **trust**

Contract Logistics



Contract Logistics - Facts & Figures

Logistics operations in 30+ countries in the world



2019 figures

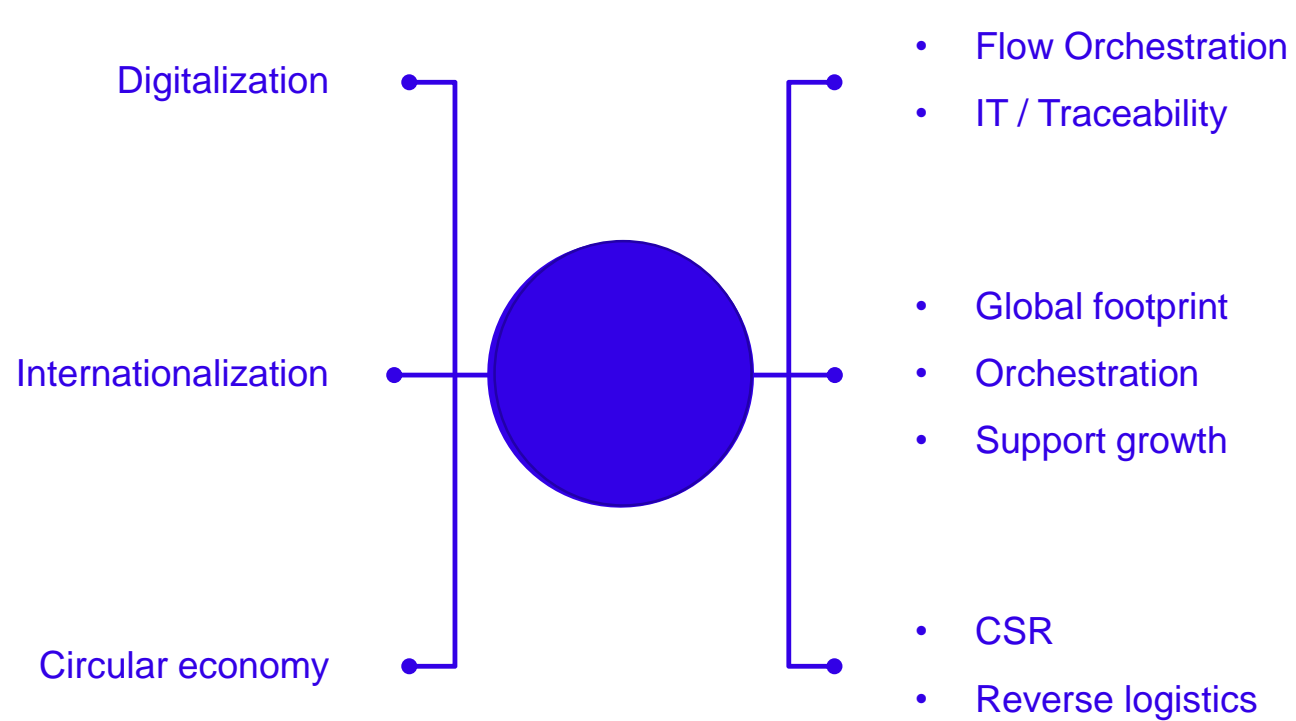
*: Revenue at LOB level (before eliminations) including Contract Logistics US

** : FTE (Full Time Equivalent)

*** : On-site logistics included

Market Trends

Market Trends



Logistics Impact

Contract Logistics Solutions

Tailor-made expert solutions to meet your market specificities

CORE SERVICES

Inbound and in-house logistics

- VMI management
- Kitting, packaging
- Sequenced / Line side delivery

Outbound logistics

- Order picking, seasonality management, quality control
- Co-packing / co-manufacturing, assembly and filling of displays
- Late differentiation

After-sales and returns logistics

- Control, repacking, restocking
- Spare parts, repair, swap services
- Distribution to end-user
- Dismantling, remarketing, disposal

VALUE ADDED SERVICES

Pre-sales & after market technical services

- Specialized distribution, including assembly and pre-installation

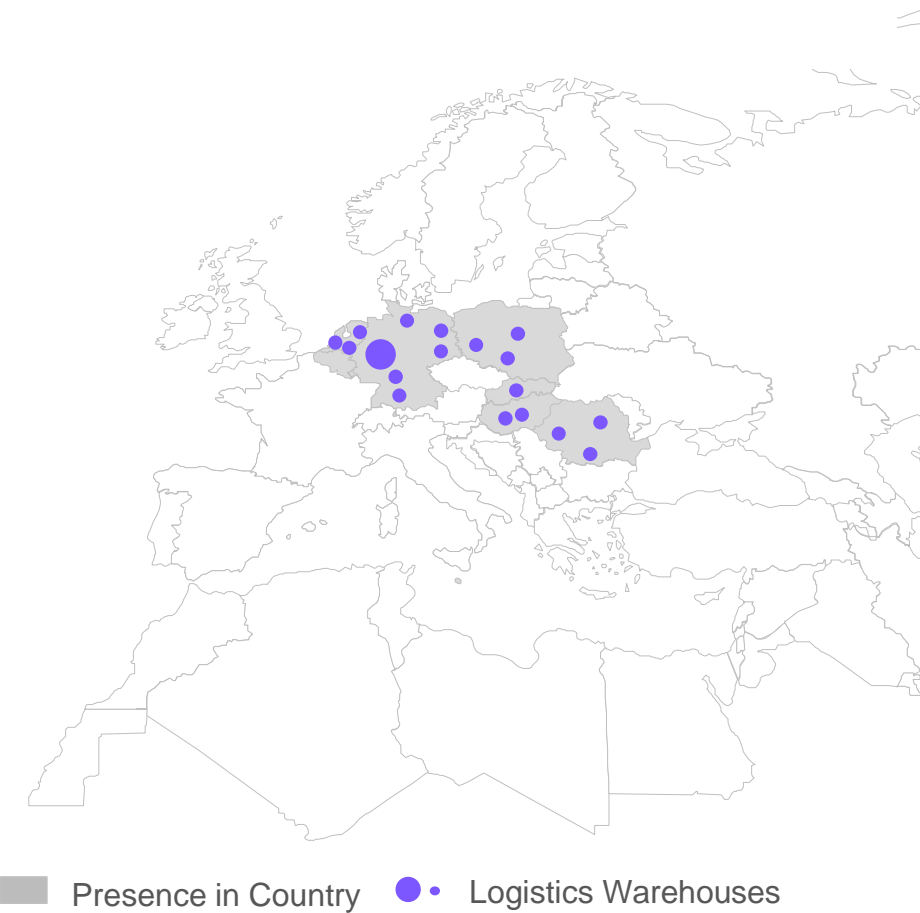
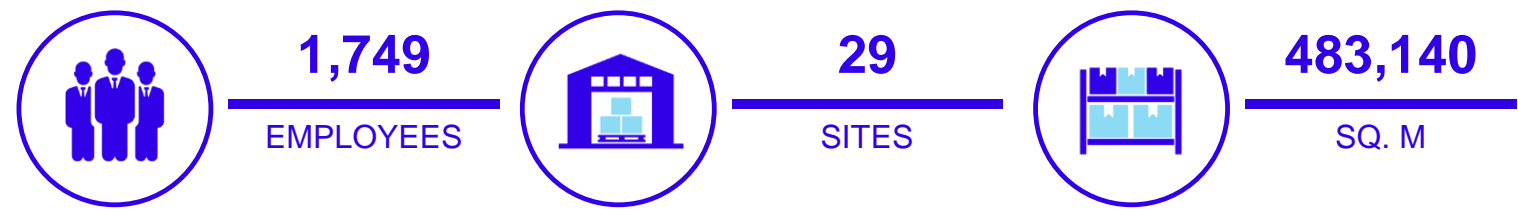
E-logistics, e-fulfillment

Order-to-cash

Customs



Contract Logistics Footprint in NECE



■ Presence in Country ● Logistics Warehouses

Contract Logistic Germany



1.065
employees



16
Sites
incl. HQ
Frankfurt/Main



255.000 m²
surface



€130 m
revenue 2019



Investor in People
ISO 9001
ISO 14001
OHSAS 18001/45001
GE-ES
AEO
TAPA FSR A



- Logistics Locations
- Headquarter Germany
- Technical Service Center



GEODIS
KEEP RISING

Contract Logistics Footprint in Germany

CORE SERVICES

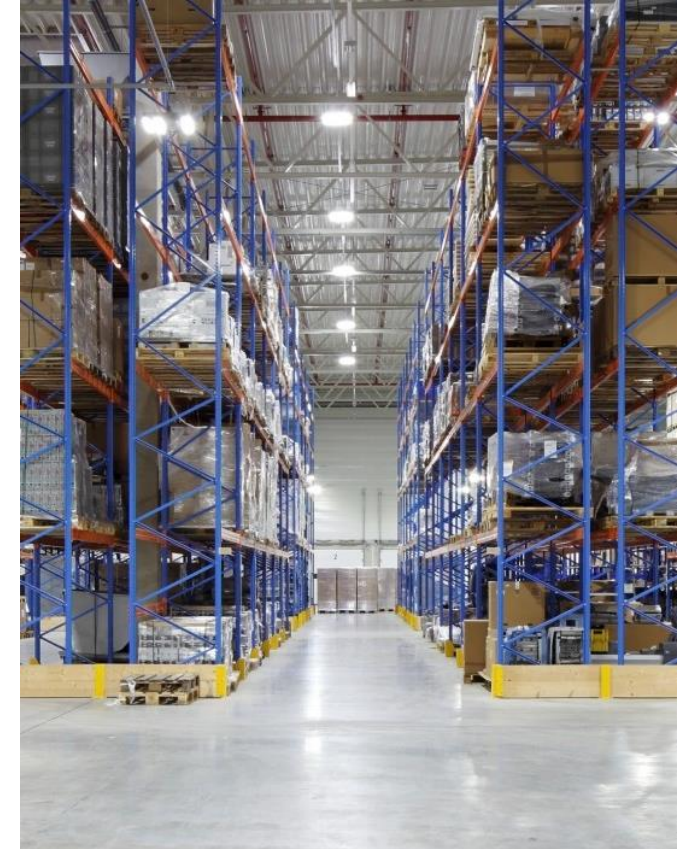
- Warehouse logistics (VMI, inventory management, Kitting, (re)packaging)
- Spare parts logistics
- Flow consolidation
- End-to-end solutions
- Transportation management
- Domestic and European distribution network
- Carrier management
- Customs & Foreign Trade

VALUE ADDED SERVICES

- After sales and reverse logistics: refurbishing, remarketing
- Testing and Quality control
- E-fulfillment
- Customs brokerage services
- Promotional logistics
- Spare parts management
- Co-Packing
- Kitting & Set building

CUSTOMER BENEFITS

- Speed-to-market solutions
- Customers can concentrate on their core business
- Ensuring compliance with regulations
- Management of seasonal businesses
- Handling strong peak season impacts
- Management of volumes' growth
- Increase value during product life
- State of the art WMS



Contract Logistics Footprint in Germany

Country Competencies

Certifications

- ISO 9001
- ISO 14001
- OHSAS 18001/45001
- Investors In People and GE-ES
- AEO – C
- IFS Certificate – Lüdinghausen
- TAPA FSR A
- TÜViT Trusted Process Certificate - Nieder-Olm

Specialized Solutions by Vertical Market



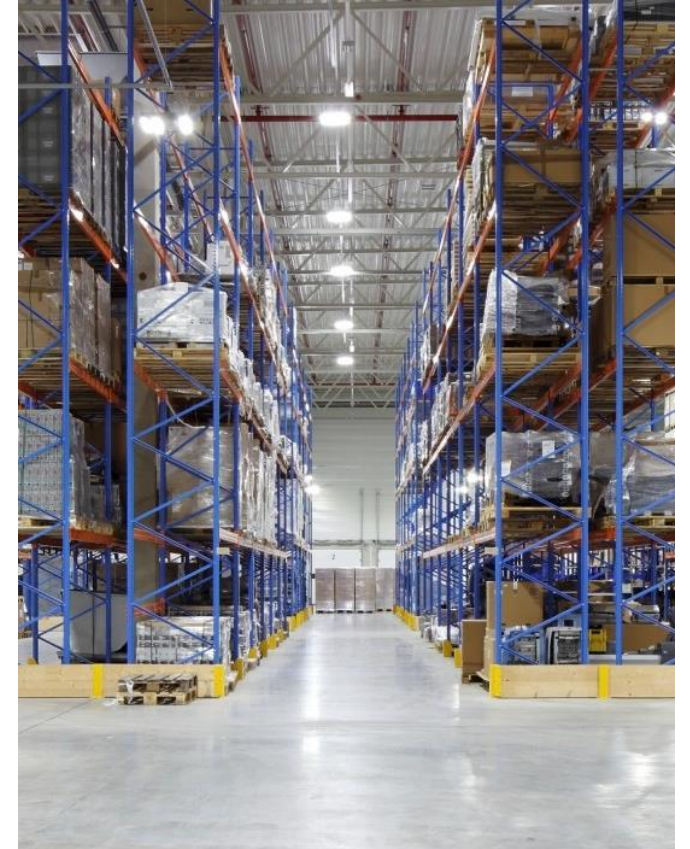
- 2 Asset Recovery Centers for High-Tech products
 - Compliance testing, quality control
 - Pre-assembly, repackaging, kitting
 - Repair, repackaging, dismantling, remarketing, disposal, reporting
 - Roll-out
 - Installation on customer site



- E-fulfillment
- Co-packing, Kitting, Promotional logistics, Repacking
- Returns management



- Inventory reduction and parts availability



Branch



GEODIS Vertical Market

Core Competencies



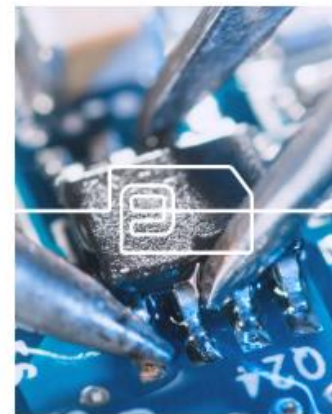
Retail



FMCG



Automotive



High Tech



Transportation

Retail Core Competencies

RETAIL

- Flexible and fast business start-up
- Short decision-making processes
- Dealing with a large number of article numbers
- Picking and shipping packages with multiple item numbers
- Dealing with peaks with more than 500 temporary workers
- VAS quality inspection including checking for forgeries, co-packing, advertising logistics, repackaging, re-labeling
- Engraving, gift sets, product measurement,
- Returns management
- Parcel sorter, pick tower / mezzanine
- In-house developed WMS with omni-channel solution
- National and international parcel / pallet shipments
- Customs warehouse, IT customs application, import, export, statistical reporting



GEODIS
KEEP RISING



GEODIS

FMCG Core Competencies

FMCG

- 22 years of experience in the storage and transportation of FMCG products
- Special warehouse for packaged (dry food) food
- Household, body and health products
- Capacity of 100,000 pallet spaces for FMCG
- Dealing with health products according to the GDP rules
- Permission to store water-endangering goods (grades 1-3)
- Co-packing activities and display construction

Automotive Core Competencies

AUTOMOTIVE

- Spare parts logistics
- Service Assumption of customer service and first level support for leading automobile manufacturers (dealers)
- Supply chain management of the inbound flow
- Integration of customs and transport processes
- Flexible communication flows
- Working in the customer IT system
- Use of self-developed IT solutions
- Management of in-night deliveries for spare parts
- Flexible in personnel management
- JIS / JIT
- Production supply

High-tech Core Competencies

HIGH TECH

- Flexible and fast business start-up thanks to short GEODIS decision-making processes
- Certified waste disposal company
- Remove, select and disassemble parts
- Third-party marketing / resale of used equipment through resale by GEODIS
- TAPA-A.
- Safe / security transaction
- Repair & revision
- On-site service



GEODIS
KEEP RISING



GEODIS

Transportation Core Competencies

TRANSPORTATION

- Daily departures to German retailers
- 120 own trucks for domestic retail sales
- State-of-the-art fleet with IFS certification and GPS equipment
- Group network access to IDS and CargoLine with > 5,000 trucks



GEODIS
KEEP RISING



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



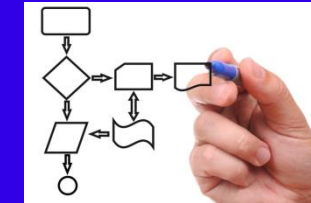
Transportation Management

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**



Boxtrailer	41	
Tautliner	44	
Euro-Trailer (37 FP)	14	
Megatrailer	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

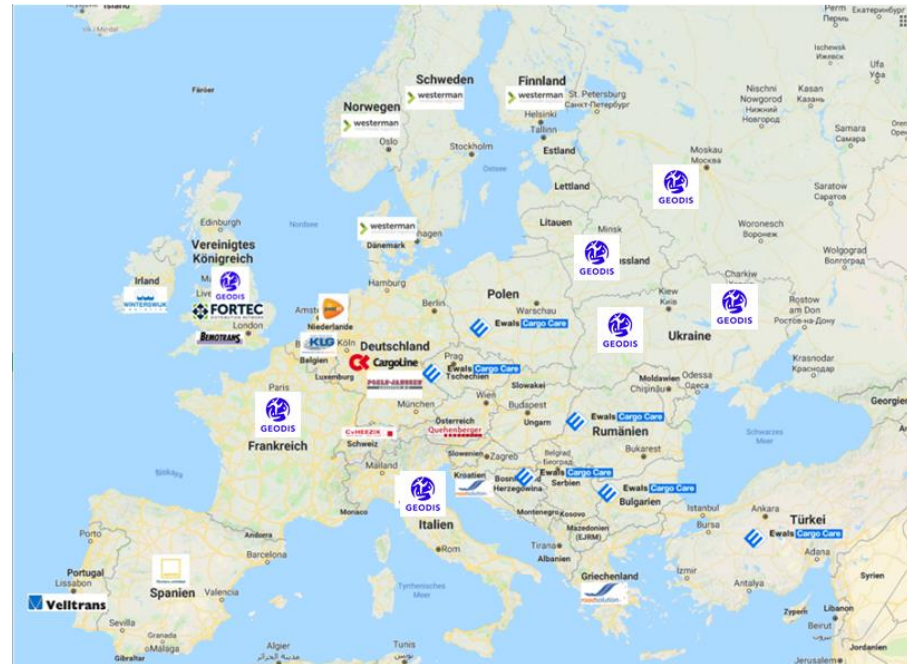


Blue bar = Loading points; Yellow circle = Unloading points

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



CUSTOMS



Customs

- All customs & foreign trade activities can be performed, considering the customer needs and the associated location
- GEODIS Rodgau is the central organization for GEODIS Germany with respect to Customs & Foreign Trade
- GEODIS Logistics sites with customs activities:
 - ✓ Hamburg
 - ✓ Rodgau (Magstadt)
 - ✓ Nieder-Olm
 - ✓ Duisburg
 - ✓ Duesseldorf
 - ✓ Luedinghausen
 - ✓ Berlin
 - ✓ Malsfeld



European Customs offer - Germany

Customs Expertise

- NCTS (New Computerized Transit System) – T1/T2
- Statistical Reporting (Intrastat)
- Excellent relationship to authorities, skilled team with continuous training
- Process design in conjunction with operations/customers and customs
- Internal reporting
- IT Customs Application >>ASSIST4<< supporting all ATLAS Modules
 - Interface from customer application possible (e.g. SAP)
 - Manual data entry
- Import
 - e.g. Single customs declaration, simplified procedure, suppl. declaration, bonded warehouse
- Export
 - e.g. Export declarations, Certificates of origins etc.



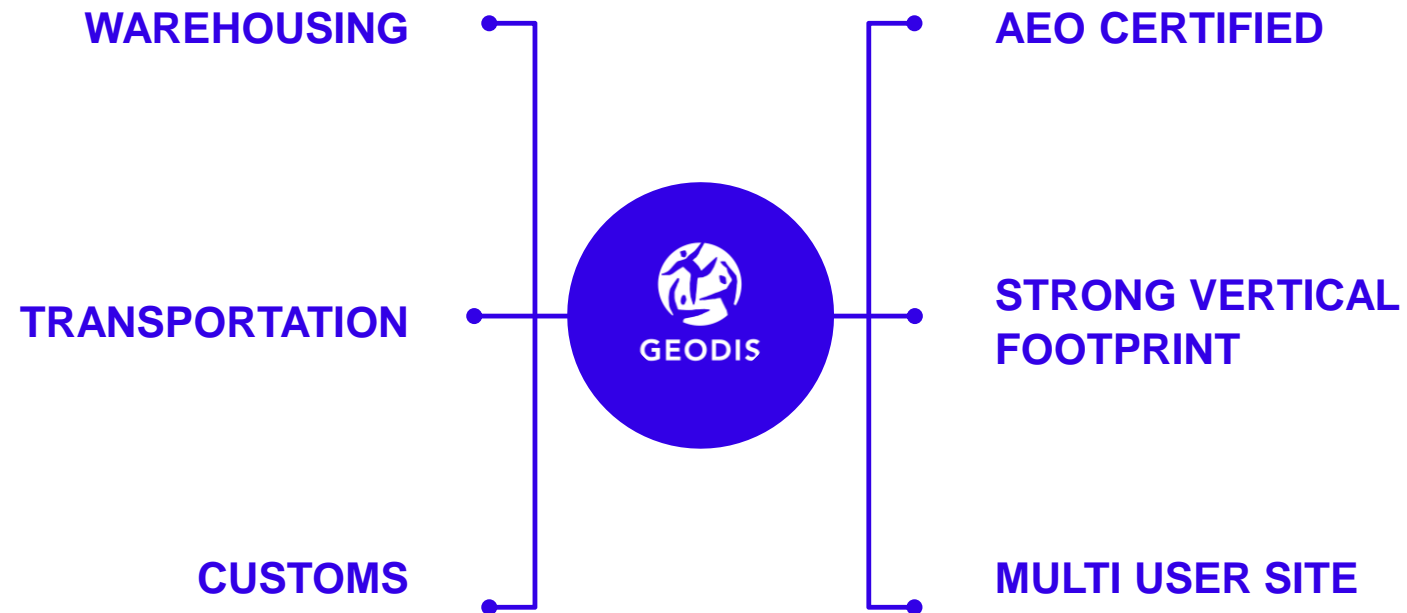
European Customs offer - Germany

Customs Expertise

- Member of different Customs & Foreign Trade Associations
- Dedicated team to manage C&FT
- Single Points of contact towards customers
- Support in all customs related items including audit support and consulting
- Set up of Internal controls and compliance testing
- Set up of Disaster Recovery Plans
- Management System
- Regular exchange with GEODIS C&FT Central, Paris
- ISO 9001 / ISO 14001 certified
- AEO-F certified

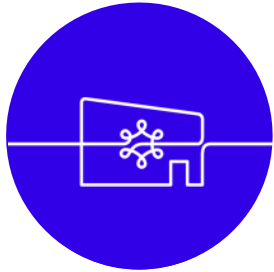


EXAMPLE - Branch Hamburg Germany



EXAMPLE - Branch Hamburg

Germany



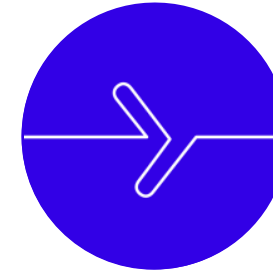
BRANCH

- Region: North Germany
- Space: 25.000 m²
- Campus: Multi-user
- Warehouse height: 10,5 – 12,20 m
- Docks IN/OUT: 24
- Vertical footprint: FMCG, Retail
- Equipment: convey system
- Special: custom and warehouse with expandable warehouse space



TEAM

- Employees: 148
- Service: Contract Logistics
- Service: Transportation
- Service: Customs
- Certifications: ISO9001; 2000-12, 14001, OHSAS18001, AEO-C

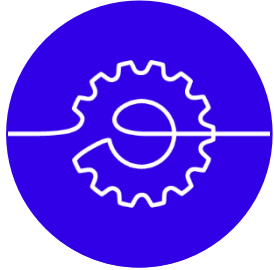


CONNECTIONS

- Airport: 42 km (Hamburg)
- Highway: 5 min (A1, A7)
- Harbour: 30 km (Hamburg)



EXAMPLE - FOOTPRINT & CORE COMPETENCIES



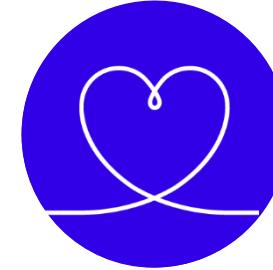
OPERATION KEY FIGURES

- Inbound & outbound
- Pick & Pack
- Customs
- Transportation
- Fulfilment
- Returns
- Multi user site
-
- Etc.



INNOVATION

- Mobile Workstation
- Sorter
- Special MHE
- e-Logistics



CORE COMPETENCIES

- Organize HR and People Management up to 500 people
- Management Peak seasons
- Etc...



Certifications

GLOBAL CERTIFICATIONS



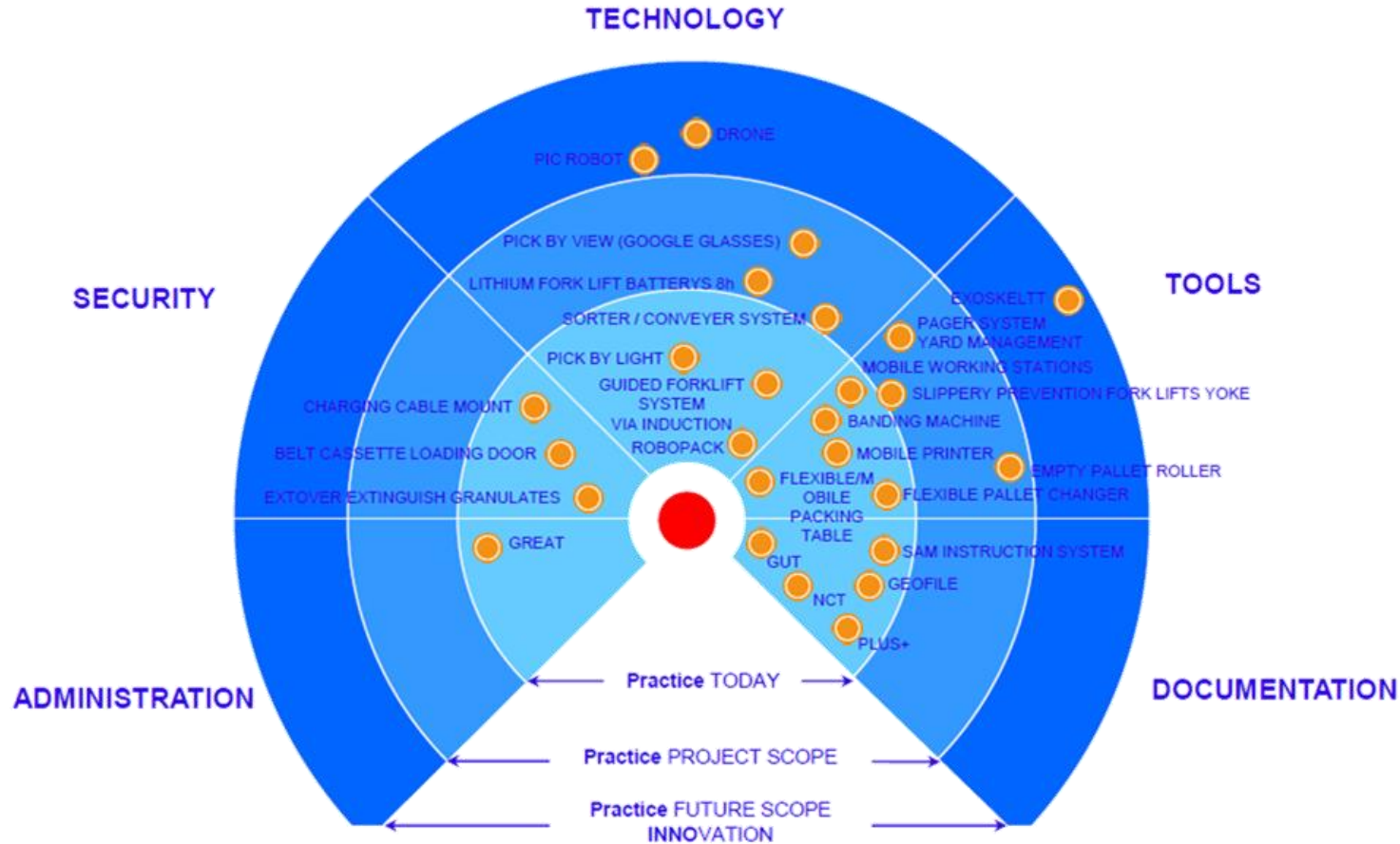
LOCATION- SPECIFIC CERTIFICATIONS



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

How can Innovation boost your business

GEODIS GCL Germany Solution Radar





Markus Mathey
Area Sales Manager
Contract Logistics

GEODIS CL Germany GmbH
Im Freihafen 14
47138 Duisburg / Germany
Tel.: + 49 (0) 203 808 99 8190
Mob.: + 49 (0) 151 215 888 14
E-Mail: markus.mathey@geodis.com

Thank you

Follow us on:

