



## Presentation Kuehne + Nagel for EDIFICE – Part I

Gundula Hermelin , Andreas Reif

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## The Global Logistics Network

- Worldwide network - 900 locations in more than 100 countries
- Integrated service portfolio - approximately 60.000 employees
- 7 million m<sup>2</sup> warehousing space



## Market Position



### **Global No. 1 in Seafreight**

- Value creating service portfolio
- Leading the industry with IT-based solutions
- Strong partnerships with preferred carriers



### **Global Top 3 in Airfreight**

- Well positioned in the top league
- Cargo 2000 Phase II certified (first mover!)
- Strong partnerships with preferred airlines



### **Global Top 3 in Contract Logistics**

- Global infrastructure for global contract logistics coverage
- Dedicated and shared warehousing & distribution management
- Transportation management solutions



### **Top 6 in European Road & Rail Logistics**

- Focus on network services, LTL & FTL business
- Pan-European coverage of 38 countries
- Innovative intermodal solutions



# Comprehensive Global Logistics Solutions

## **Sea & Air Logistics**

- Seafreight
- Airfreight

## **Road & Rail Logistics**

- Road
- Rail

## **Contract Logistics**

- Warehousing
- Distribution
- Value added services

## **Special Services**

- Lead Logistics Solutions
- Project Transports
- Oil & Gas
- Emergency & Relief
- Beverage Logistics
- Hotel Logistics
- Forest Products
- Fairs & Exhibitions
- Perishable Logistics
- etc.

## **Insurance Brokerage**



Seafreight



## Service Portfolio

- Largest in global Seafreight
- Global LCL-network
- Standardized IT-System for consistent dispatch
- Guaranteed volume with preferred ocean carriers
- Express-Service for urgent shipments
- Worldwide customs clearance
- Handling of country specific licenses, list of origins and documents
- Intermodal transports by rail, truck and river shipping



## Kuehne+Nagel Seafreight

- In 2010 more than 2.945.000 TEU were handled by Kuehne + Nagel worldwide
- More than 7,500 seafreight specialists take care of your shipment
- KN Login controls your flow of commodity based on shipment, package and item
- Kuehne + Nagel provides you additional services as warehousing, distribution, packaging and insurance
- We are NVOCC, Blue Anchor Line with worldwide commitment insurance



## Airfreight



## Airfreight Facts & Figures

**Amongst top 3 global airfreight forwarders**

### **Global presence**

- over 300 airfreight offices
- over 3,700 well trained airfreight staff

### **Weekly Volume 2010 on average**

- 32,000 shipments
- 18,000 tons (= 180 x 747 freighters)

**First globally Cargo 2000 Phase 2 certified forwarder**

**Fixed capacities with prime carriers**

### **State-of-the-art IT solutions**

- planning, pro-active tracking & tracing under Cargo 2000 industry initiative, customer EDI links



# Airfreight Services

## Products

- **KN Express**
- **KN Expert**
- **KN Extend**
- **KN Extreme Fresh**
- **KN Extreme Climate**

## Special Airfreight Transport Services

- **Consolidation**
- **Charter Service**
- **Sea-Air Traffic**
- **Central Import Gateway**

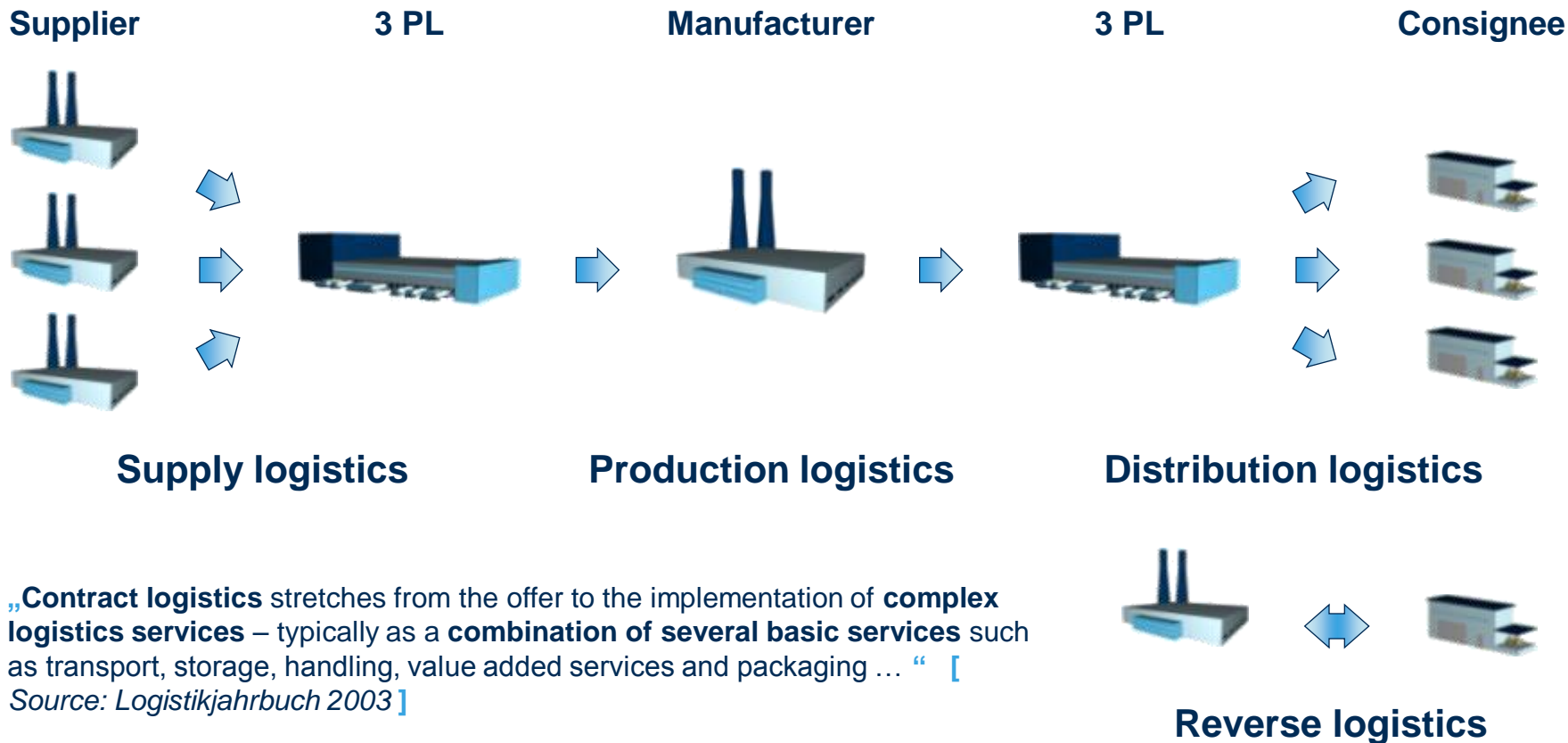
All Kuehne + Nagel airfreight shipments are planned, controlled and measured following Cargo 2000 procedures – we seamlessly monitor all shipments from door-to-door in our network.



## Contract Logistics



# Contract Logistics Overview



⇒ **Tailor-Made Warehousing and Distribution Services**



## Contract Logistics Business Fields

### Shared Warehousing

- Turn fixed costs into variable costs
- High performance
- Close Pan-European network



### Dedicated Warehousing

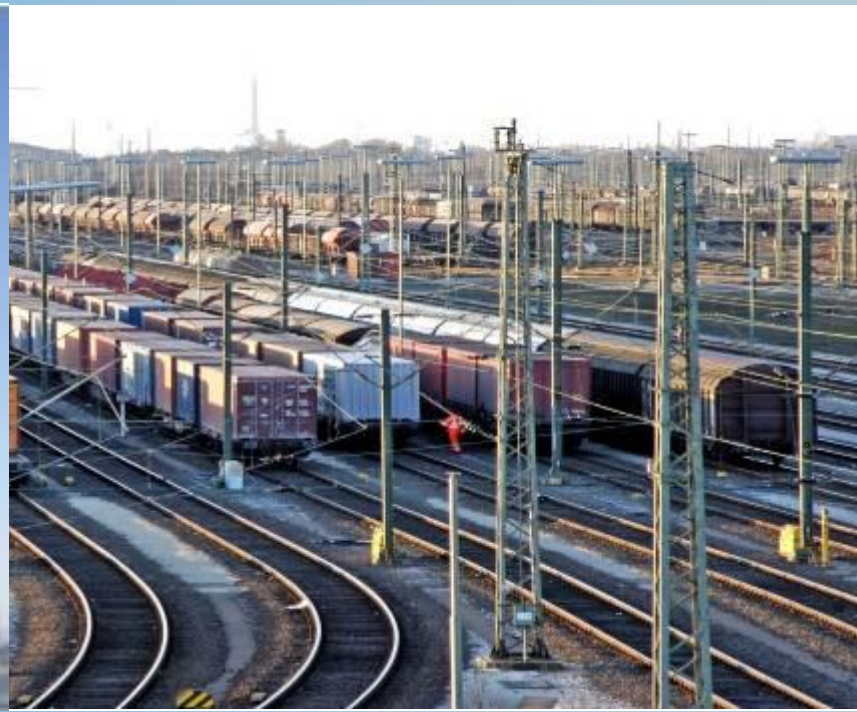
- Integrated and customised solutions
- In-house logistics



### Transportation

- Pan-European distribution network
- Standard Track & Trace systems
- Tailor-made distribution solutions



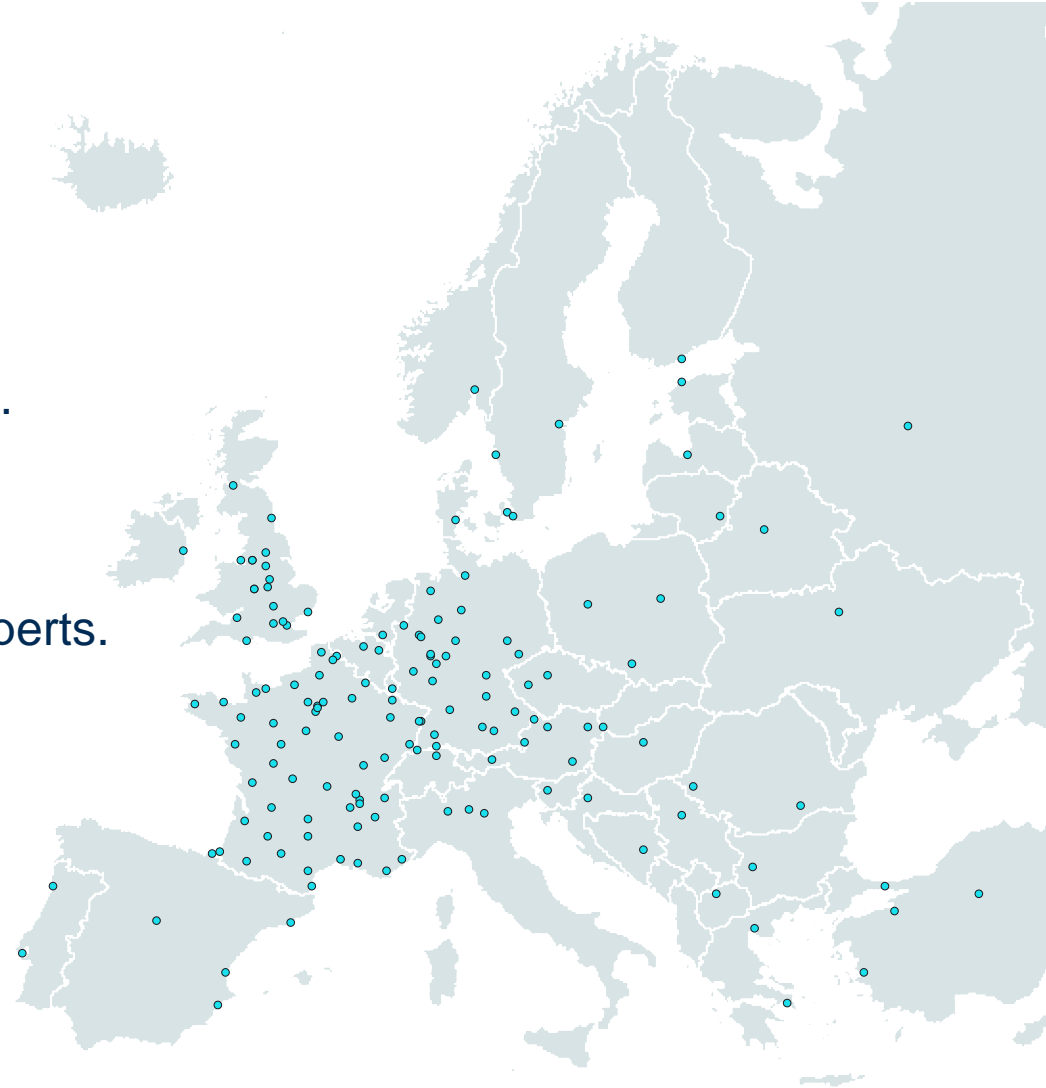


## Road & Rail Logistics



## Road Logistics Locations Europe

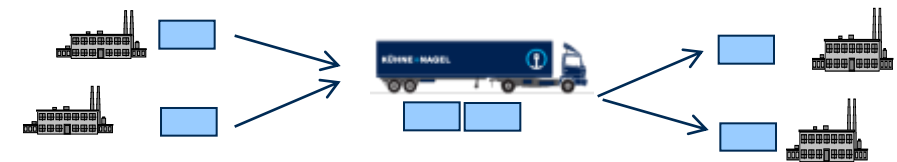
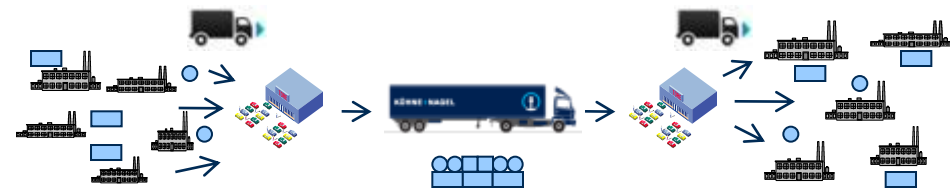
- More than 150 locations.
- Network for more than 40 countries.
- One partner for all countries.
- More than 6.000 Road Logistics experts.
- Local knowledge + global network.





## Road Logistics Services

Road Logistics Services	Road Logistics Products
Groupage	<ul style="list-style-type: none"> <li>• KN Euro-Line</li> <li>• KN Euro-Line Time-Definite</li> <li>• KN Euro-Line Express</li> <li>• KN Euro-Line Express 12</li> <li>• KN Euro-Line Climate-Neutral</li> <li>• KN Parcel</li> </ul>
LTL – FTL	<ul style="list-style-type: none"> <li>• KN Euro-Direct</li> </ul>
Specialised Networks	<ul style="list-style-type: none"> <li>• KN Pharma-Line</li> <li>• KN Protect-Line</li> <li>• KN Installation-Line</li> <li>• KN Expo Services</li> <li>• KN Chilled-Line</li> </ul>



*Dedicated concepts for goods with extraordinary requirements.*

## Groupage network development in Europe

Strengthen the market position by constant growth:

- Step by step expansion of daily linehaul connections
- HUB system as the „back-bone“ of the network
- Reduction of door-to-door leadtimes

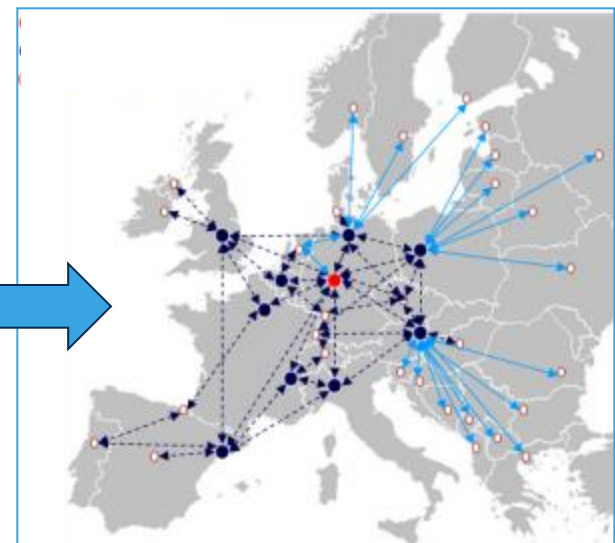
**Phase 1**



**Phase 2**



**Phase 3**





KN Login – tracking and tracing



## Logistics used to be complicated...



### Logistics requirements:

- Processes running efficiently and accurately
- Transparency for all parties
- Need-driven information
- Easy and uncomplicated access to information

### Goals of logistics:

The entire company works

- ! flexible
- ! productive
- ! considerate to resources and assets
- ! cost efficient



The correct answer is KN Login!



**Login + relax.**

The amazing and easy Logistic Platform





**Quality, Environment + Safety**



# Quality, Environment and Safety management by Kuehne + Nagel

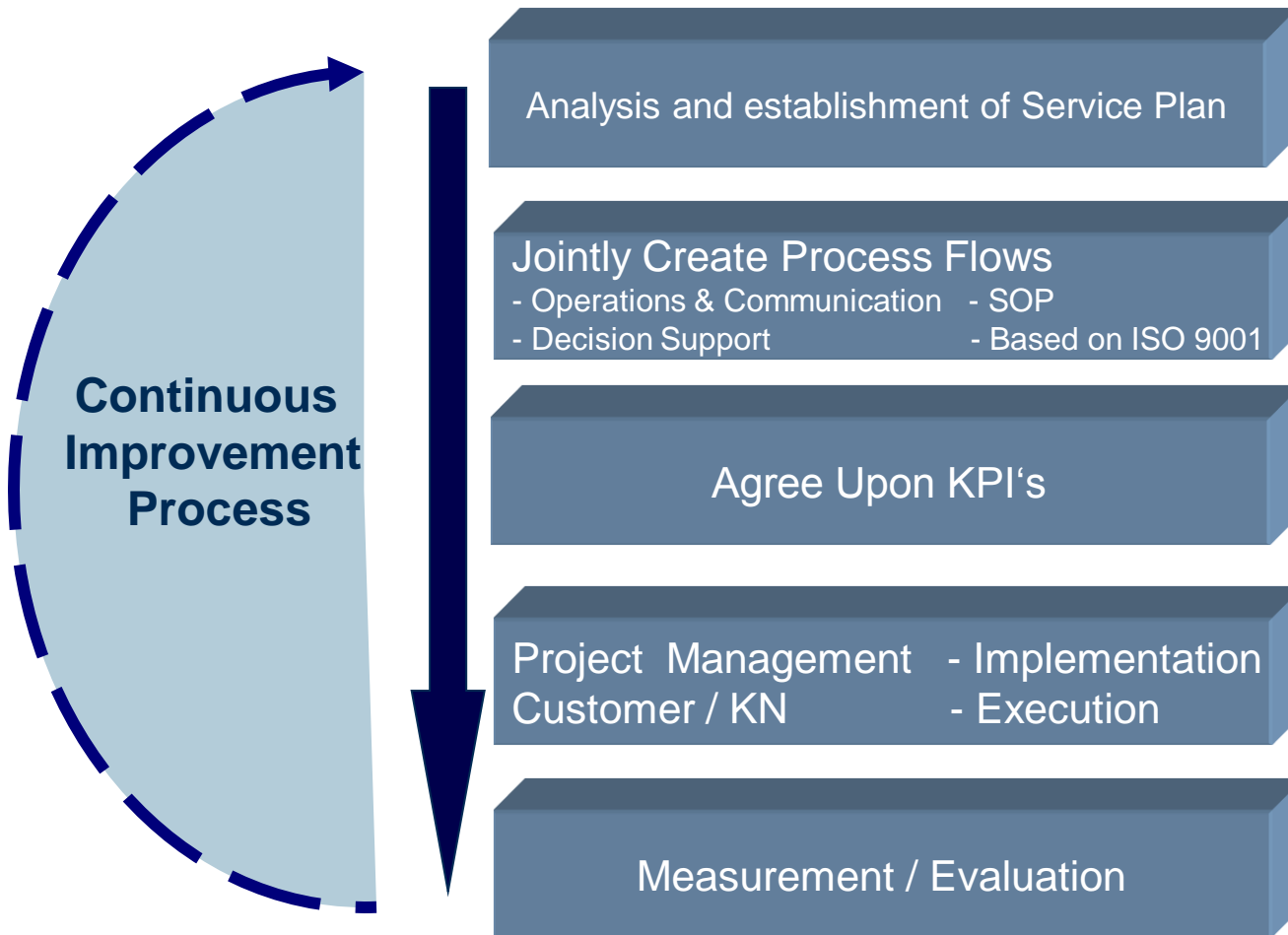


- ISO 9001: quality management
- ISO 14001: environmental management
- OHSAS 18001: Occupational Health & Safety Assessment Series
- SQAS: Safety and Quality Assessment System
- AEO = Authorised Economic Operator (security management)





# Continuous Improvement Process





## Kuehne + Nagel Part II

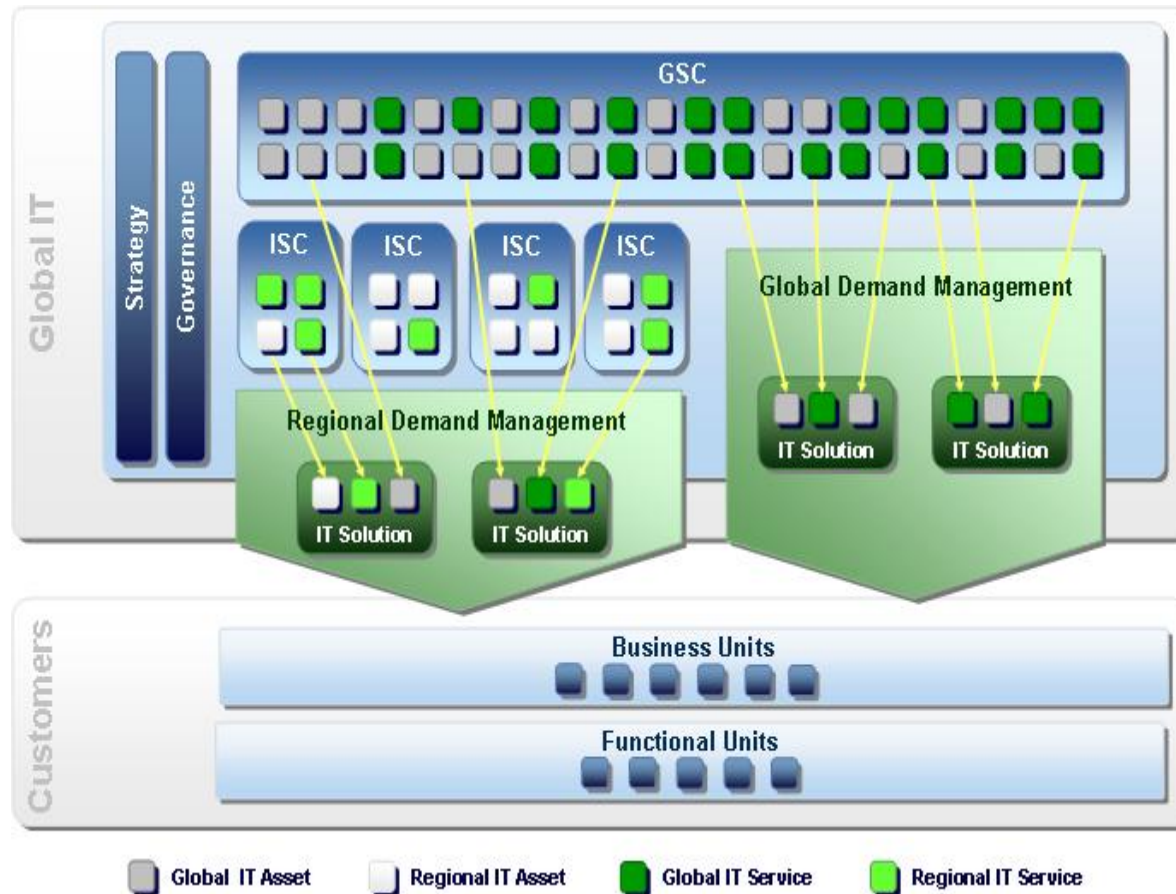
**B2B Activities & Strategy**

**Reason for Joining EDIFICE & our Contribution**





# General IT Strategy: To be a Service-Oriented IT





# Integration Strategy



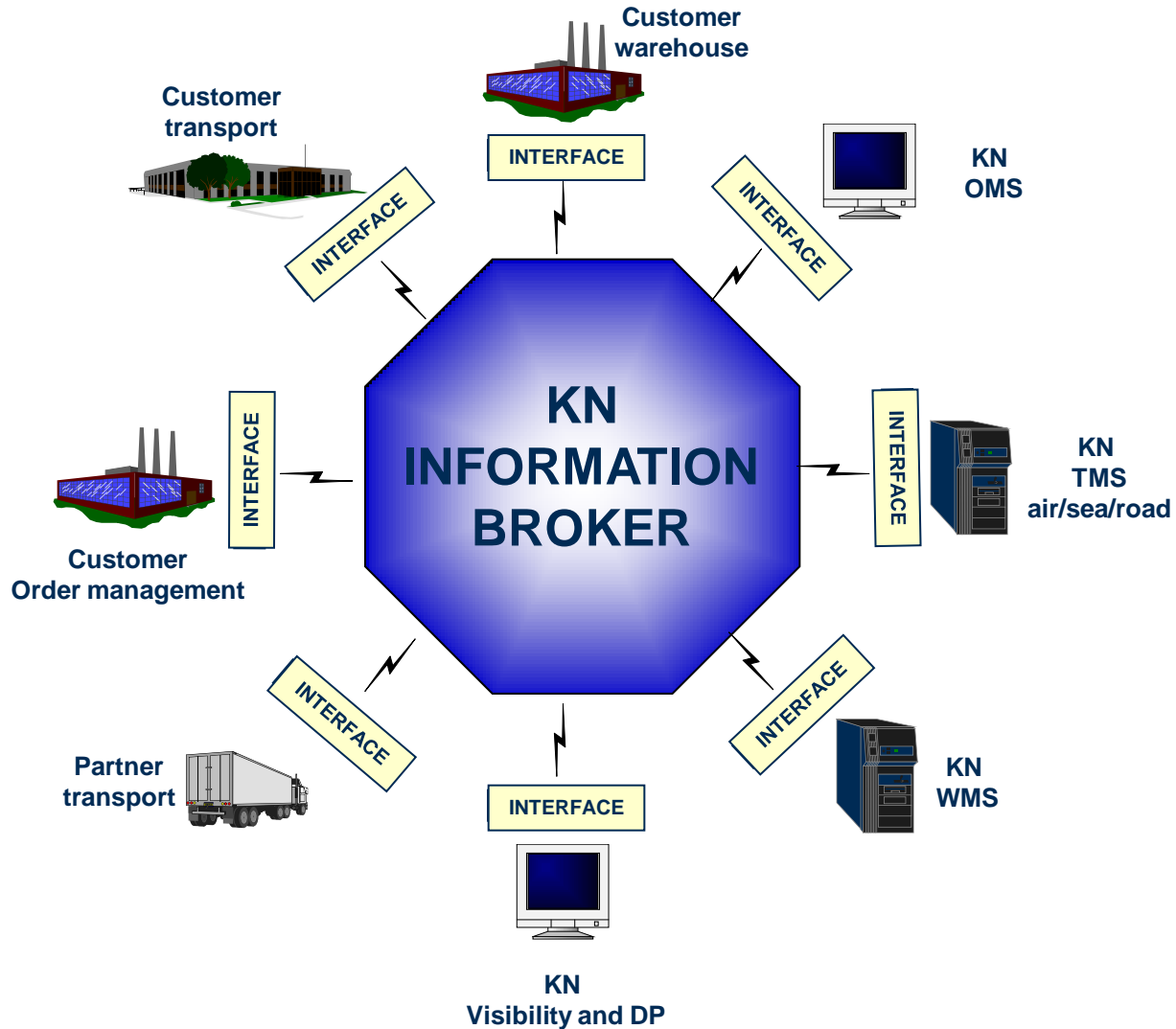


## B2B Strategy

Our strategy is to provide any solution  
our customer requires by  
considering the best technology and  
standard.



# B2B Integration: General Approach





## Deployed B2B Standards / Solutions

### Data Formats

- EDIFACT
- ANSI X.12
- Individual Flatfile / CSV
- iDoc and iDoc XML
- XML
- RosettaNet Pips

### Communication Types

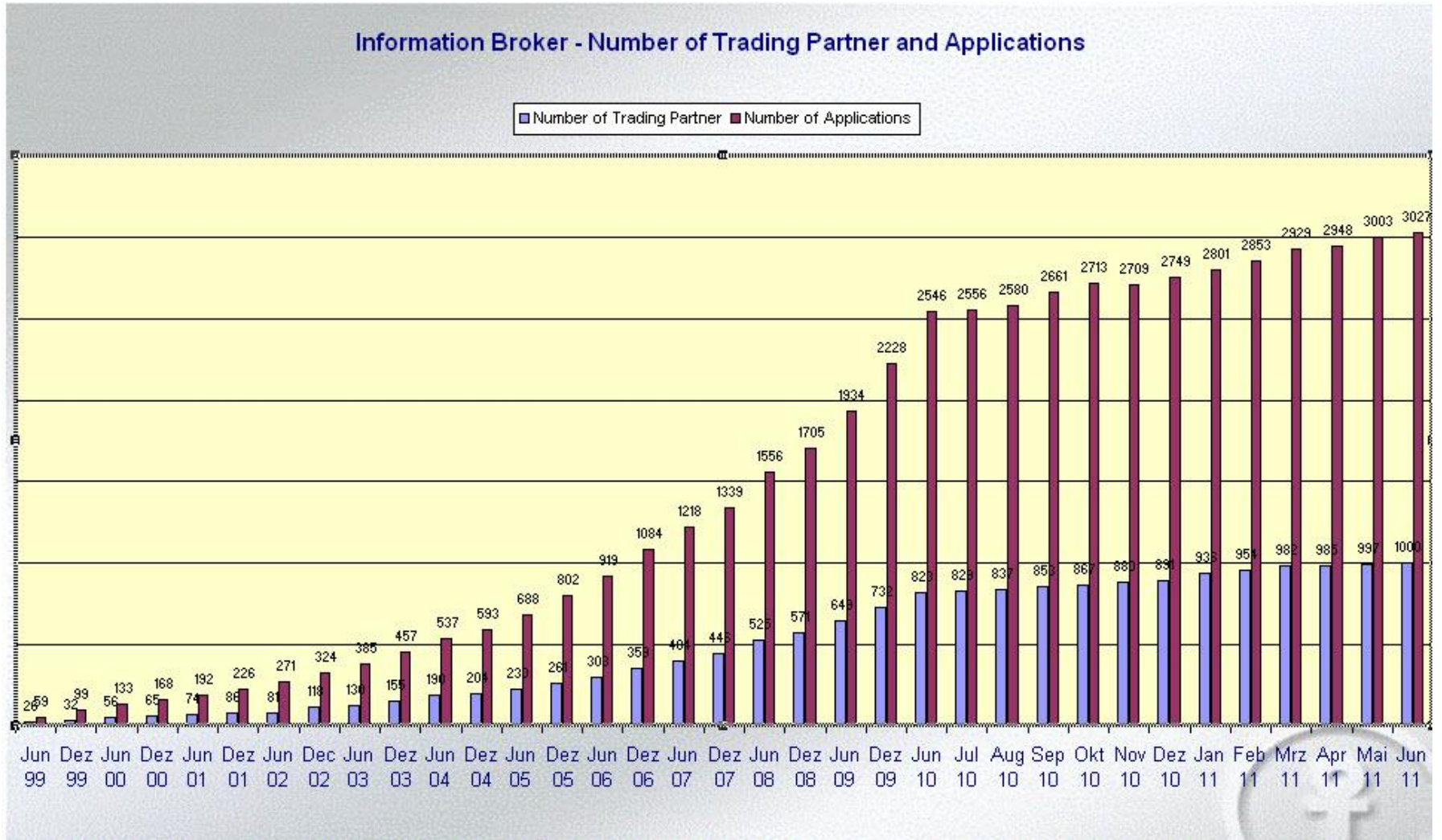
- s(FTP)
- AS2
- OFTP
- HTTP(s) / SOAP
- RosettaNet Framework
- VAN (GXS, X.400)

### Business Processes

- Purchase Order
- ASN
- Transport Order
- Status Message
- Invoice
- Manifest
- Unloading Report
- Warehouse Order
- Despatch Advice
- Receive Advice
- Stock Image /Update / Move
- Shipping / Packing Confirmation
- PDF transmission
- ...

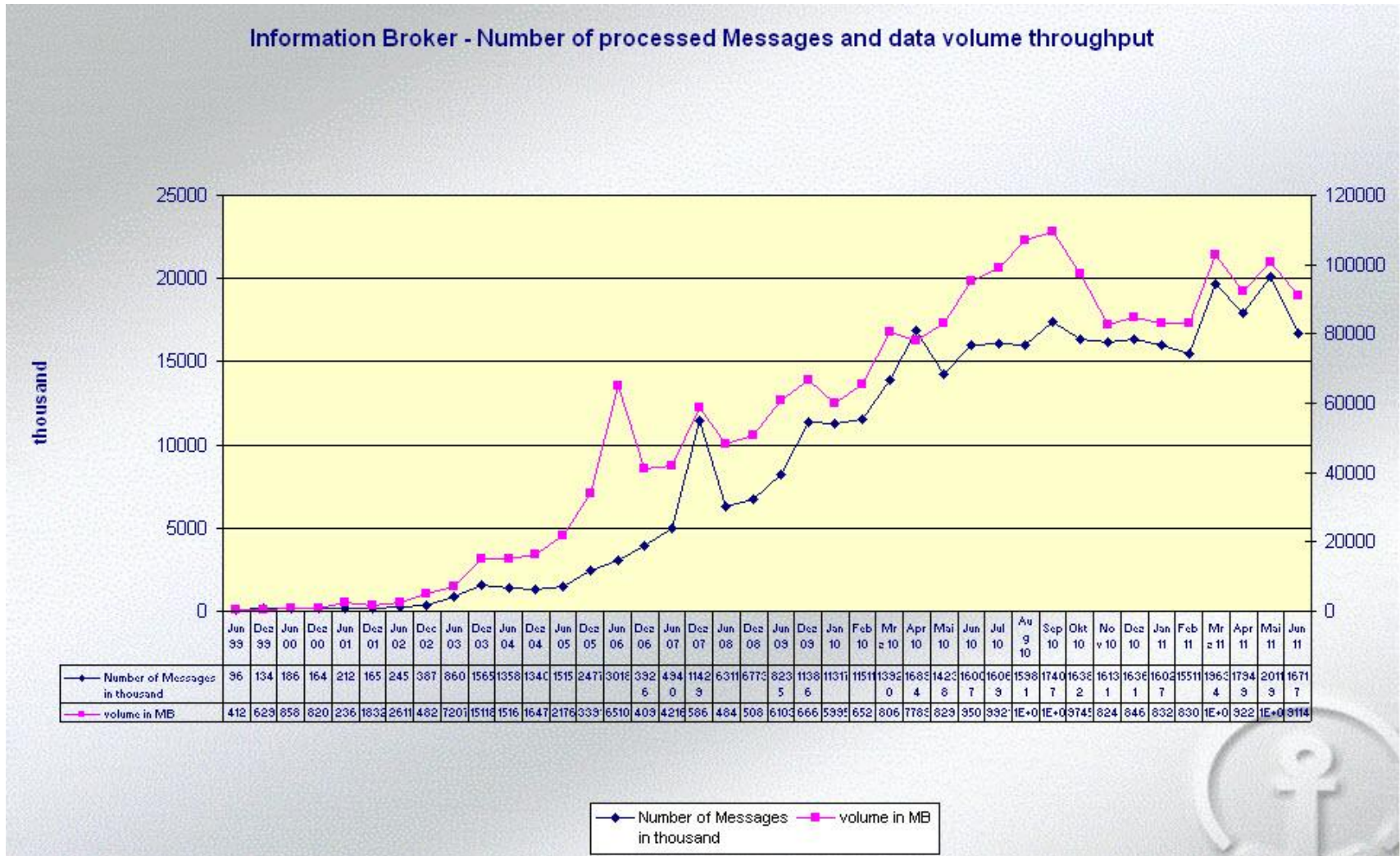


# Number of Trading Partner and Applications





# Number of processed Messages and Data Volume

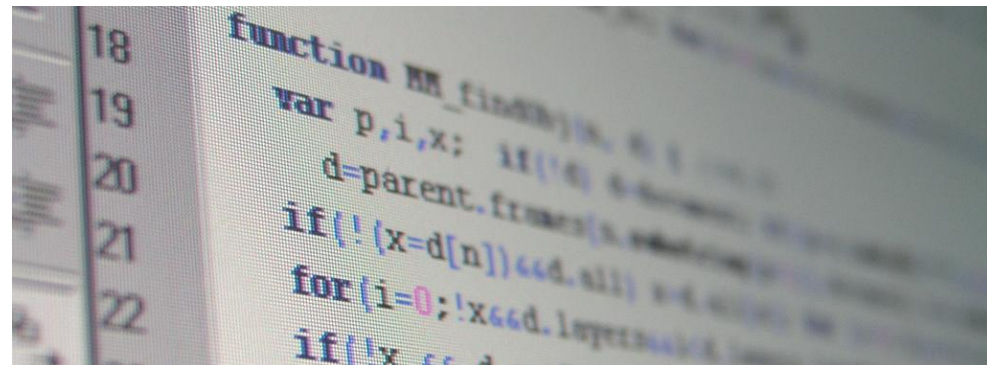




## Reason for Joining EDIFICE

is to simplify, improve and speed up B2B integration by

- Collaboration
- Usage & Development of B2B standards
- Technology & Knowledge share
- Exchange of experiences
- Networking



## What may we contribute to EDIFICE ?

We will help to improve the quality of the B2B integration within EDIFICE by

- Sharing our knowledge & experience
- Participating plenaries
- Using common standards
- Supporting to develop new standards
- Joining groupgs





Thank you for your attention.

We look forward to joining EDIFICE.

