



The KUEHNE + NAGEL use of ICT as a leverage to Business development

Fotis Kyrillidis ,

Director

Thessaloniki Branch



E-POD – The Sindos Warehouse & Rail Terminal





Roadmap – 3 selected technologies which differentiate KN from the market

- The global Kuehne-Nagel :
 - KN Login
- Kuehne + Nagel in Greece :
 - ICT in Rail transportation
- What comes next:
 - A New generation e-POD.



The KN Group in Greece

- Headquarters in Athens
- 3 Branch offices in Aspropyrgos, Thessaloniki, Inofyta & Magoula
- Subsidiary company Proodos S.A. specialized in Rail transportation
- Participation in the shared capital of:
Sindos Railcontainer Services S.A.: 50% Kuehne + Nagel AE, 50% Gartner S.A.
- Current Number of employees: 660
- Total covered storage area of 125,000 m² over 14 sites in Aspropyrgos, Inofyta, Magoula & Sindos



Overview of business and Market Position in Greece

No. 1 in Rail transports from Europe to the Balkans

- Rail siding within the premises in Sindos consists of 7 rail tracks (total 2 km), which can accommodate 6 trains simultaneously and with possibility of unloading 90 wagons daily
- Train surveillance via tracking and tracing

No. 1 in Road logistics

- Road Charter with more than 21.000 truck departures per year
- Experts in full loads

No. 1 in Airfreight

- The only company in Greece specializing in shipspare logistics
- Strong partnerships with forwarders in Turkey for transit transports to U.S.A.

No. 2 in Contract Logistics

- Privately operated distribution network of mainland & the islands

Increasing share in Seafreight

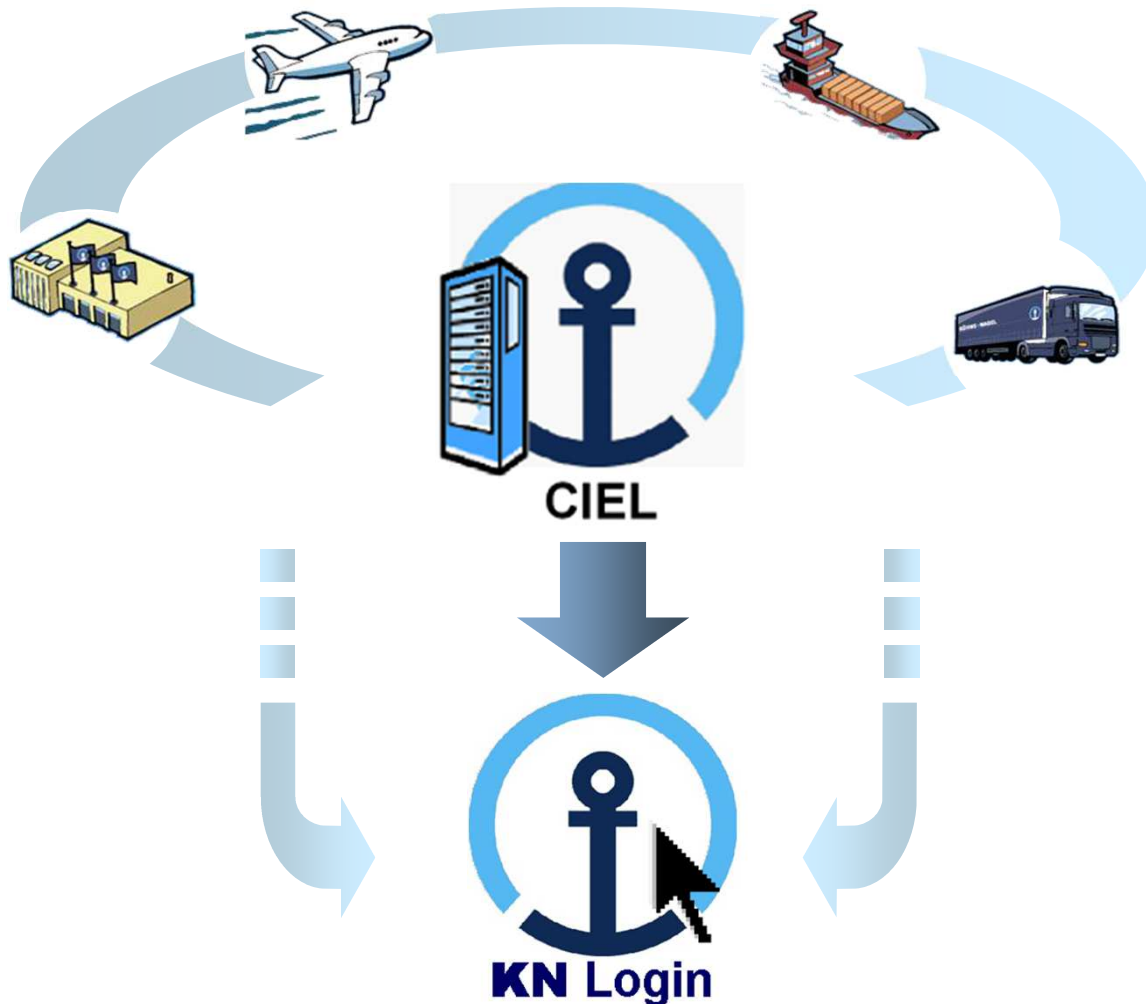


The Role of ICT within the Company

- ~1000 IT specialists worldwide
- ICT of Kuehne+Nagel applies to areas:
 - Business Integration (8 Mio. EDI Messages exchanged per month)
 - Visibility consisting of
 - Internet Presence
 - KN Login
 - Intranet
 - Business Intelligence & reporting (over 7.500 users)
 - A broad Operational Applications landscape



KN Login – part of visibility Applications Suite



(1) **Operational Applications like CIEL** – connect to the corporate data pool used for visibility

(2) **The Data Pool stores** - status data from all the transportation parts : Sea, air, rail, road

(3) **Other data** – are also integrated like financial or documents

(4) **KN Login** – offers a Web-based window to view and manage transportation across carriers & modes

(4) **KN Login** – Enables carriers and supply chain partners to directly input information



Visibility – KN Login

SHIPMENT DETAIL SCREEN - SEAFREIGHT

KN and Prime Reference Information

Origin Number + Nagel Reference	4250-0200-004 015
Destination Number + Nagel Reference	1430-0377-005 031
Order Number	2455021

Planned and Actual Cargo Flow Statuses

Status Event (planned/actual)	Date	Time	Location	Remarks	Alert
Ready at Supplier	10 Apr 2008	13:08	Xiamen	SHEPERS APPANGOMENT	
Arrived at CY	18 Apr 2008	08:12	Fuzhou	EX CMOU	▲
Expanded Vessel Sailing	12 Apr 2008		Fuzhou		
Revised Vessel/Voyage	15 Apr 2008		Fuzhou		
Loaded on Board	15 Apr 2008	21:45	Fuzhou	EX CMOU	◆
Shipped on Vessel	15 Apr 2008	21:45	Fuzhou		
Arrived at Front Port/Port	19 Apr 2008	08:27	Xiamen	EX CMOU	
Departed from Transit Port/Port	19 Apr 2008	11:58	Xiamen	EX CMOU	
Expected Arrival	13 May 2008		Liverpool		

Document and Information Flow Statuses

Status Event	Date	Time	Location	Remarks	Alert
Booked by Supplier	06 Apr 2008	09:40	Xiamen		
BL, DL Issued	16 Apr 2008	17:45	Xiamen		
Import File Updated	16 Apr 2008	18:53	Liverpool		

Shipping Information

Ocean Vessel	CMA COM DOMONORNI	Voyage	FMT 409V
Port of Loading	Fuzhou	Pre carriage by	SHU YU WU 36 4318
Port of Transshipment	Xiamen	E.T.S.	15 Apr 2008
Port of Discharge	Liverpool	E.T.A.	15 May 2008
Place of Delivery	Manchester	E.T.A.	16 May 2009
Terms of Delivery	FOB FUZHOU	Insurance	Not arranged by KN
Discharge type at Transport	Clear		

Container Information

Movement	Container Type	Container No.	Seal No.	Plas.	Weight (kg)	Volume (cbm)	Alert	Last Status	Status Date / Time
CVCY	20 ft Container	TRU8049195	8002582	582	4,212.40	26.419		Expected Arrival Place of Delivery	15 May 2008
Total	1 Container(s)			582	4,212.40	26.419			

- With KN Login, we offer one single Web based visibility solution for all our services and products
- Overview and detail screens for orders, shipments, and inventory
- Offers monitoring and altering capabilities
- A highly customizable user interface makes it an effective working environment for internal and external users alike

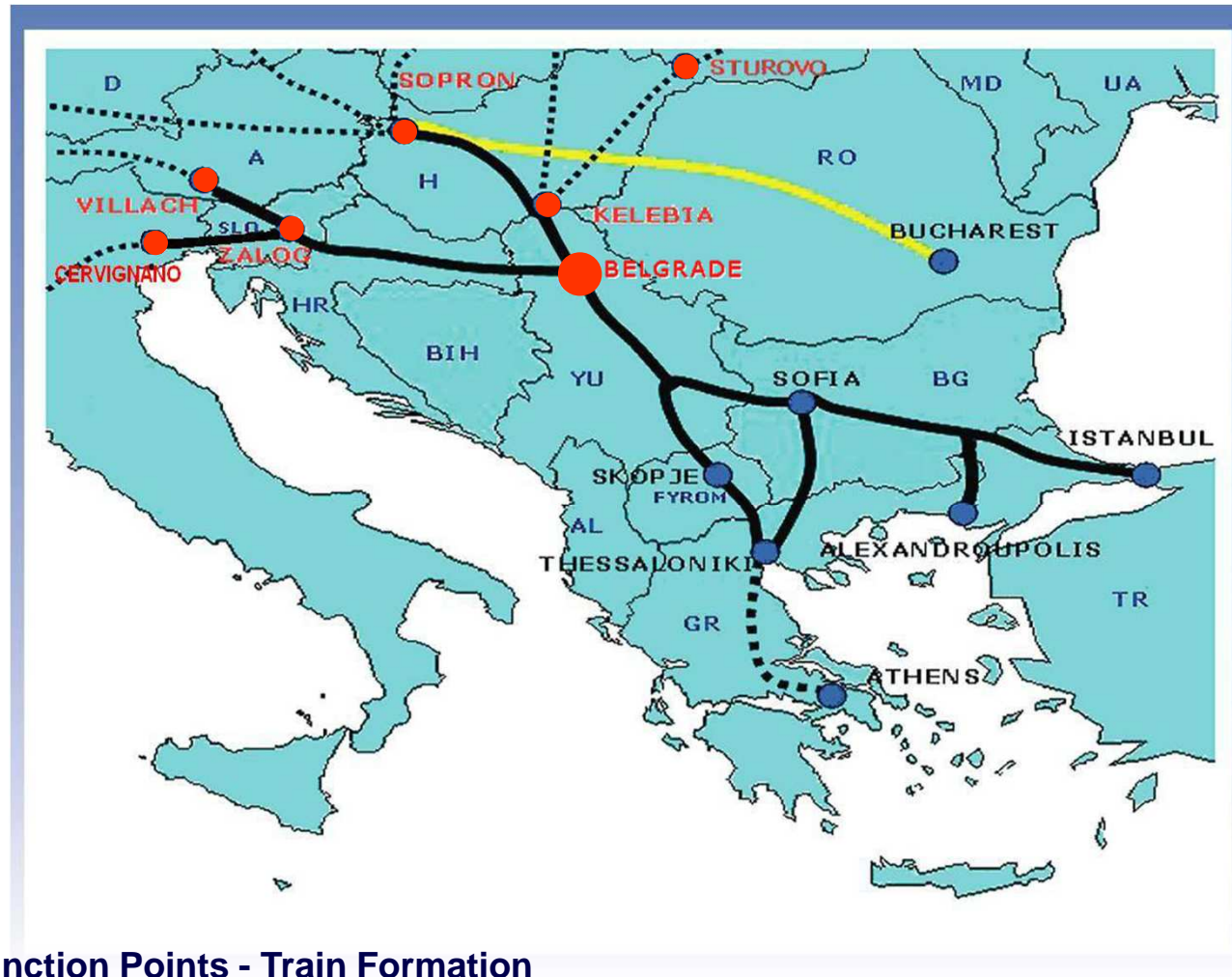


Tracking & Tracing - Rail Transportation

- Kuehne + Nagel has presence in Rail through Proodos S.A.
- Proodos S.A. started its activities in railfreight in 1946 and in 1997 implemented a new train system, which has been adopted by the competition.
- Wagons coming from different European countries are formed into trains in 6 junction points and without any intermediate stops are destined to Beograd station in Makis' junction point, where trains are formed country-wise, per destination.
- The fact that we have the ability of cargo trans-shipment within our premises allow us to offer door to door service without further interference.
- Today we set in motion more than 3,500 trains with 2,300,000 freight-tons annually



Tracking & Tracing - Rail transportation



- Junction Points - Train Formation
- Final Destination

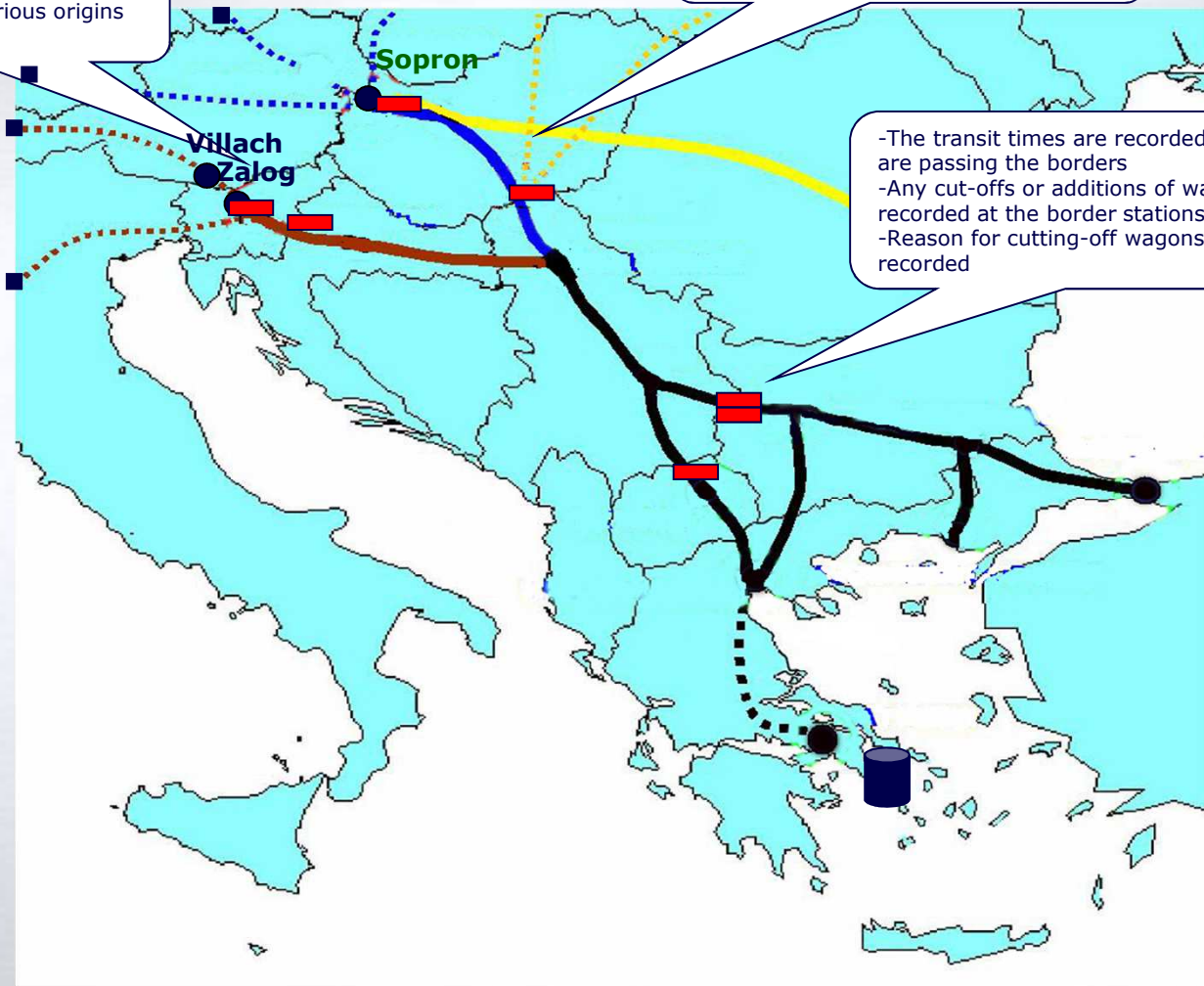


How T&T functions – Graphical overview

Block Trains are being created from wagons coming from various origins

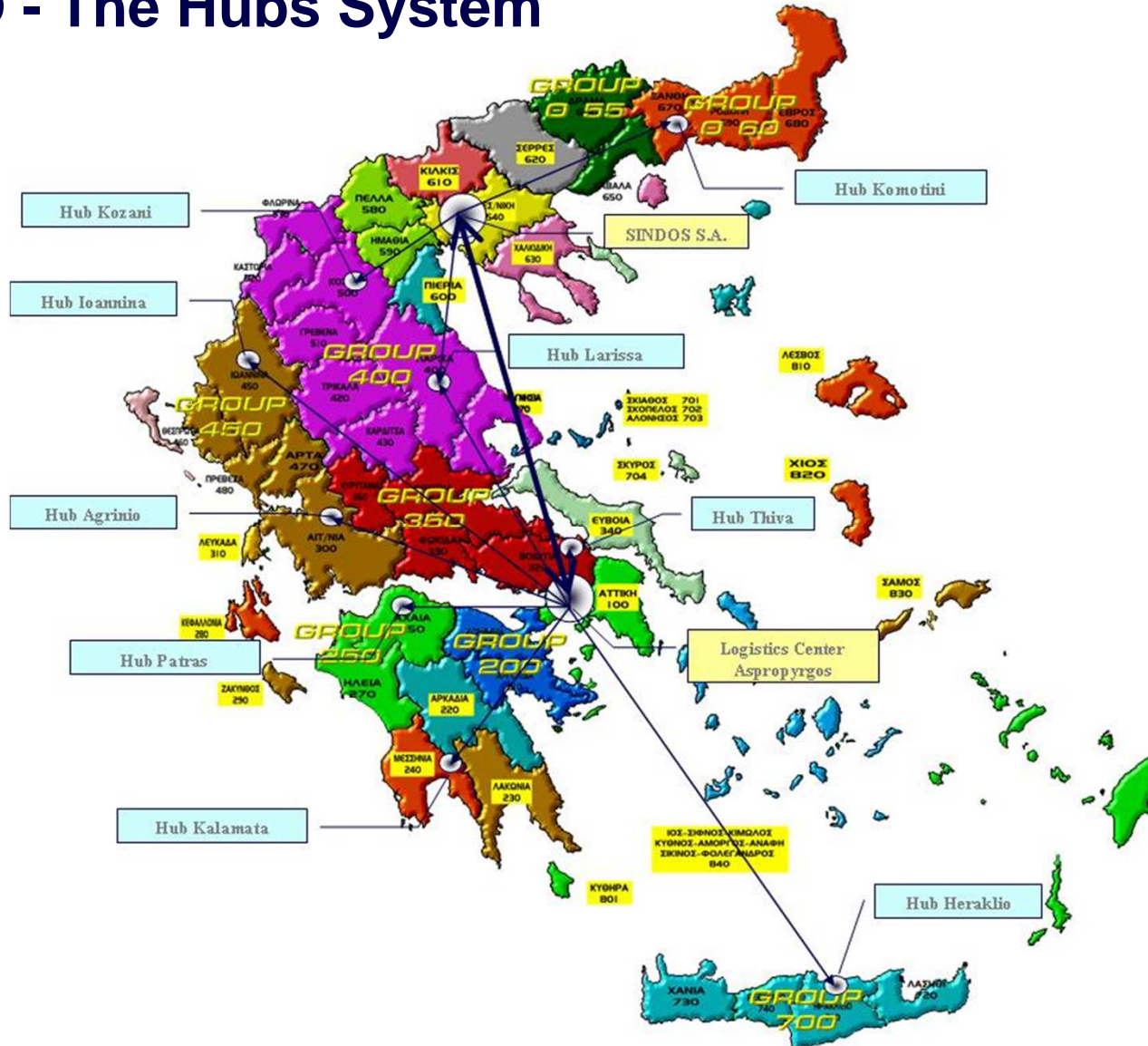
-Wagons Lists are sent to initiate transactions, by departure of trains from the Hubs

-The transit times are recorded while trains are passing the borders
-Any cut-offs or additions of wagons are recorded at the border stations
-Reason for cutting-off wagons are recorded





E-POD - The Hubs System



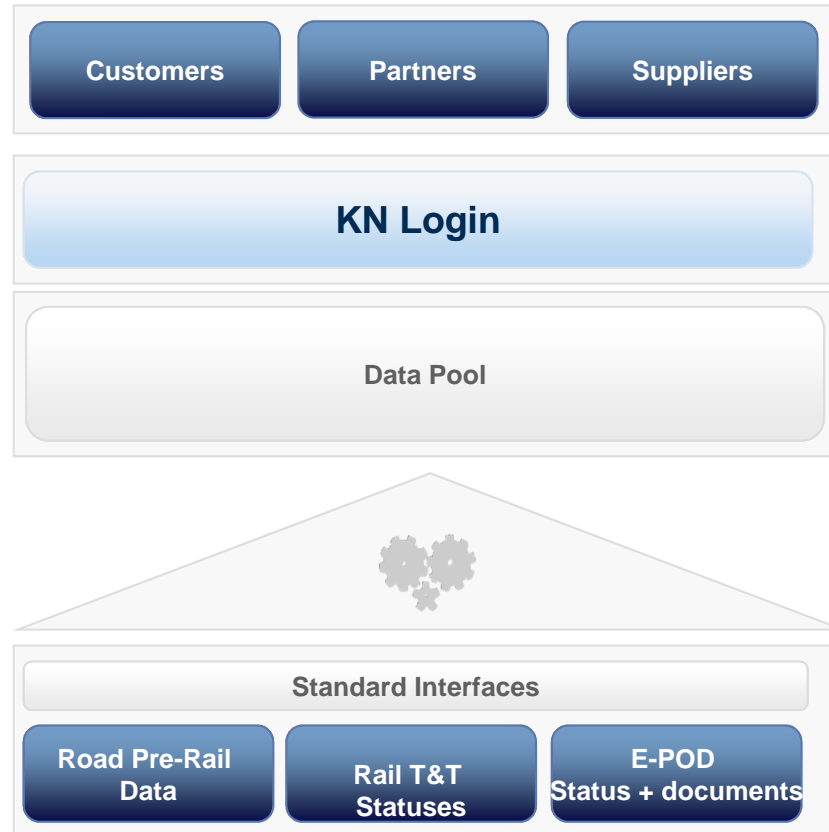


E-POD going to the next level

- So far with the existing technologies/Network capabilities mostly structured data could be transferred back to the WMS
- Upon delivery additional status data are entered in the WMS
- Even though smart methods exist the hard copies have to be scanned and linked upon return to the Warehouse.
- New technologies enable new capturing methods not available before
- New possibilities are opened to supplement the tracking & tracing data with the scanned images of the delivery note as a fool proof of the delivery
- A new next level e-Pod solution will be deployed in 2010.



How KN-Login, T&T and e-POD integrate



- Pre-Rail Road Data are sent to KN Data Pool
- Any combination of protocols and formats is mapped to an internal standard format
- Rail T&T data are transferred to Data Pool
- Documents and last mile statuses are transferred to Data pool
- Data are visible to customers, partners and suppliers through KN Login



Thank you for your attention