

Values accumulation

1) *From a Freight Forwarders Liability perspective*

- ⇒ Risk exposure vs Legal and Regulatory Environment
- ⇒ Difficulty in getting the value transported except in case of :
 - Shipper's interest insurance requested by customers
 - Custom brokerage services

Risk management / Adjustment of limit insured

- ⇒ Via the Transport Management System (WW operational IT system dedicated to Freight Forwarding « NEC GEN »)
- ⇒ Data analysis / BI providing each year WW informations about :
 - weight transported / year (TEUS) , per type de container (Average & Max Gross Weight per container) , nbre of container & Max and average gross weight per vessel)
- ⇒ Case-by-case handling for Industrial Project activities

2) *From a Shipper's interest perspective*

- ⇒ IT WW System provided by the broker consolidating the value
- ⇒ Specific request to capture the value per vessel (post analysis)

Track and trace

1) IRIS (Intelligent Real-time Information System) – Geodis TMS Module

- All in one Freight Management application combining :
 - ⇒ Order Management (end to end visibility)
 - ⇒ Online booking tools
 - ⇒ Track and trace

Given : Real time information, full visibility on Supply chain operation

TRACK & TRACE

- ⇒ Customer can search the shipment with different criteria
- ⇒ Different levels of visibility
- ⇒ get shipment milestone door to door (10 events)

Track and trace

2) External services

- Devices work in principal the same way:
 - ⇒ Position by GPS or GSM
 - ⇒ Sensors for temp, shock, light, humidity, etc.
- Main providers of Geodis :
 - ⇒ Onasset for Air
 - ⇒ MOST for Ocean/rail/Road
 - ⇒ Contguard Ocean/road (more all in service)

What differ is more technology components for the devices, in terms of battery capacity, antenna for signals, backend system functions

Driver is security aspect and more and more request for these type of services in RFQs as well.

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- Pricing : different from Providers
- Lack of volume to obtain competitive price

Thank you (33pt)



GEODIS

We logistic your growth