Yusen Logistics (Italy) S.p.A.

A Company Profile
Yusen Logistics Global - Mission Statement

- **Mission**
  - Contribute to global economic development and maximize corporate value by earning the trust of our customers through sophisticated, quality logistics services

- **Vision**
  - Be a global logistics provider with world-class scope and service quality

- **Values**
  - **Customer-Centric**: Everything we do is focused on the needs of our customers, wherever they are located and whatever their requirements might be
  - **Quality / On-Site (Gemba) - Oriented Management**: We relentlessly pursue quality and aim for constant improvement, with structured Kaizen programs
  - **HR-Oriented Management**: We seek to motivate our employees, recognizing that they are who delivers our services
  - **Environmental Management**: We strive to preserve the environment while fulfilling our corporate social responsibility
Yusen Logistics Global

- 475 operations branches providing a global logistics network
  - Americas    – 64 operating units    – 280,000m²
  - Europe      – 78 operating units    – 630,000m²
  - South Asia/Oceania – 177 operating units    – 940,000m²
  - East Asia   – 86 operating units    – 240,000m²
  - Japan       – 70 operating units    – 70,000m²

- 2014 - 2015 revenue - US$ 3.84 billion (€3.51 billion)

- 2014 - 2015 assets - US$ 1.19 billion (€1.09 billion)

- 20,038 employees world wide

- 2,160,000 m² warehouse space
Yusen Logistics Global Coverage

Europe
- 78 Locations
- 630,000m²

East Asia
- 86 Locations
- 240,000m²

Japan
- 70 Locations
- 70,000m²

South Asia & Oceania
- 177 Locations
- 940,000m²

Americas
- 64 Locations
- 280,000m²

Number of Employees: 20,038
Locations: 475
Warehouse space: 2,160,000m²
Contract Logistics, Air, Ocean and Land Transportation

**Air Freight Forwarding**
- Flexible schedules-JIT transportation
- Extensive global networks
- Strong connection with major airlines
- IATA approved agent
- Dedicated transportation
- Cargo Security Management & Compliance
- Transportation quality

**Ocean Freight Forwarding**
- FCL & LCL Services
- Special Container & Special/Conventional Vessel
- Buyers Consolidation Service
- Partnership with global-regional carriers
- Extensive global networks
- Special commodities handling

**Land Transportation/Road Freight**
- Inbound collection service
- Cross dock
- Reverse Logistics
- Dedicated & Shared Users Distribution

**Contract Logistics/ Warehousing**
- Inbound
- Storage
- Stock management
- Picking and packing
- Reworking
- Outbound

**Total Logistics Solutions**
Supply Chain Solutions in a Changing World

- Yusen Logistics tailors its services to create robust and cost effective solutions
- Ensuring the timely flow of raw materials, components and finished products – regardless of where they are sourced – as they move through the supply chain
- Rolling out networks to serve supplier bases in emerging markets to mirror clients’ changing sourcing patterns
European Locations

- 78 operating centres across Europe
- 2014 - 2015 revenue - US$ 860 million (€785 million)
- 4,000 employees
- 630,000 m² warehouse space
Focus on Italy
Certifications, licences and procedures represent our strong will to provide to all our partners the best service ever.

- Implemented an Organization, Management and Control system compliant to Italian Law 231/2001, focused on Corporate Administrative Responsibility.
YL-IT Facilities

Arluno Warehouse structure

WAREHOUSE: 30,000 m², equipped and safe, dedicated to the handling and storage of high value commodities. Loading docks and specialized areas for direct or 3-party transport management. Bonded warehouse

CONTROLLED TEMPERATURE CELL (5° - 18°): 2000 m² dedicated to sensitive or particular materials

CONNECTIONS: next to highway A4 – 29km from Milano

Romentino Warehouse structure

WAREHOUSE: 24,000 m², dedicated to apparel: footwear, accessories, sportswear and products destined to retail and mass market. In house simplified Customs procedure

CONNECTIONS: next to highway A4 – 50km from Milano
Core Services – Air Freight Forwarding

- **Transportation quality**
  - Avoid risk of cargo damage, breakage, theft
  - Own built ULDs within Yusen facilities
  - Pre-loading cargo assures quality, maintaining lead times

- **JIT Transportation**
  - JIT delivery through global logistics network, with dedicated information system for time critical cargoes

- **Specialised transportation**
  - Expertise for large-scale manufacturing equipment, medicines and food
  - Temperature and humidity control

- **Cargo Security management and compliance**
  - TAPA and AEO certification
Core Services – Ocean Freight Forwarding

- Worldwide network of ocean carriers as NVOCC, plus extensive services offered by partners across NYK

- FCL Service
  - Choice of schedules, transit times and price options as NVOCC
  - Customs clearance and door to door delivery

- LCL Service
  - Worldwide service
  - Fixed date shipping schedules for import LCL cargo from Europe and Asia

- Special Container & Special cargo
  - Specialised sea cargo container service

- Buyers Consolidation Service
  - Unified management to purchase logistics from several suppliers
  - Reduced supply costs and lead times
Core Services – Contract Logistics

- Lead Logistics Partner for a wide range of companies, offering high levels of integration into customers’ processes
- Expertise in developing practical, robust solutions
- Comprehensive range of warehousing and distribution services including e-fulfillment, specialist warehousing and secure distribution on a national, European and international basis
- Added value services, tailored to customers’ specific needs:
  - Packing
  - Repack
  - Quality control
  - Product configuration
Core Services – Land Transportation

- Inbound collection services
  - Inbound transport solutions to best match customer requirements
  - Milk-run collections into manufacturing
  - International forwarding into distribution centres

- Crossdocks
  - Streamlining transport lanes between multiple origins and destinations
  - Optimised frequency and truck / container utilisation

- Reverse logistics
  - Complete returns process designed to minimise costs

- Dedicated & Shared User Distribution
  - Vehicle / journey monitoring by satellite
  - Full incab communications and technology
Italian distribution – Network & IT tools

Organization and Services
- Directly managed to North regions
- With 3PL to Centre and South regions
- 100% control by GPS
- Dedicated deliveries
- Home delivery and big Retailers
- Technical courier
- Special equipment, if needed
- ADR transport
- Full Track&Trace

Yusen Logistics uses SGA.NET as its Transport Management System
Main capabilities
- Manage all deliveries to final destinations
- Label all the outbound goods
- Plan consolidated shipments
- Route optimization
- Manage Dangerous Goods Deliveries
- Track & Trace
- EDI Interfaces
- IOD/POD
- Returns pickups
- Cash on Delivery
- Pallet management
- Undeliverable goods notifications
Core Services – Warehousing

- High quality warehousing in strategic locations throughout Europe and globally
- Value added services
  - Product configuration / future proofing
  - Packing and repacking
  - Raw materials supply / finished goods warehousing
  - E-fulfilment
  - Technical returns

Yusen Logistics Italy uses SCALE, a WMS from Manhattan Associates
- Latest version of SCALE in production use – SCALE 2012
- Full Management of inbound and outbound activities
- Controlling Inventory (Quantities, LOT numbers, Serial numbers, Expiry dates,..)
- Optimizing goods movements
- Providing up-to-date information to the Customer
Core Services – Origin Cargo Management

- Complete end-to-end solutions
  - Origin cargo management
  - Carrier management
  - Destination management

- Solutions including global inbound and outbound flows, complex inter- and intra-country movements with extreme demand peaks

- Throughout the entire process, from purchase order to final delivery, Yusen prides itself on outstanding levels of service and quality

- State-of-the-art information systems enabling flexibility, control and clear communication. Global tracking and enhanced visibility
Yusen Logistics

Approach
Solution Design

- Dedicated teams – logistics analysts, industry specialists and experienced operators – take projects from initial data analysis through solution design, planning and resourcing, liaising step by step with the client at every step.

- Structured project management ensuring smooth implementations delivered on time, while continuous improvement programmes provide a clear focus and incentive for cost reduction and service enhancement initiatives.

- Experienced planning teams throughout Europe
  - Customer liaison
  - Data analysis
  - Routing / scheduling / warehouse layout and operation
  - Evaluation of alternative solutions
  - Innovation
  - Re-engineering of existing operations
Client Relationships

- Experienced Personnel
  - Dedicated contract managers to understand clients’ strategy
  - Experienced and stable workforce
  - Highly trained staff throughout operations

- Long Term Strategic Partnerships
  - Innovative & pro-active
  - Working with customers and stakeholders across the whole supply chain
  - Inclusive relationships

- “Can-do” attitude
  - Excellent track record, delivering on our commitments
  - Strong management team
Contract Approach – Yusen Excellence System

- Tailored solutions to meet customer requirements
- Pro-active, hands-on management culture
- Not prescriptive
- Innovation / continuous improvement
- Yusen Excellence System – “YES”
- Rewards linked to performance
Thank You