

PASSIONATE ABOUT YOUR PRODUCT AVAILABILITY



THE PEOPLE NETWORK

04 May 2015

HIGH TECH COMPANIES FACE A COSTLY LOGISTICAL STRUGGLE



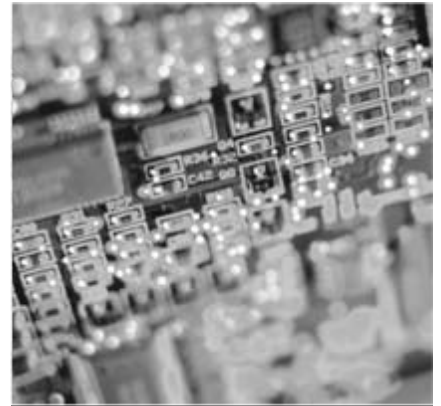
Competition is strong, product's shelf life is very short, new products should be launched swiftly to the market



Production sites (OEMs) and end customers are separated by thousands of kilometres, but require day definite transportation service



Customers require more frequent shipments in smaller quantities, and apply more delivery conditions - timed delivery, pedestrian areas, etc.



High value products are vulnerable to theft and damage

DELAYS COST MONEY, TIME AND BUSINESS



- > **Large in-transit inventory** comes at a cost
- > **Fines** for missed delivery slots and **high insurance premiums** for lost shipments add up

- > Slower delivery times and a lack of stock availability in stores damage sales, **especially for new product launches**
- > **Complaint handling and customer enquiries** require time and money

WHAT CAN WE DO FOR YOU?

WE CAN HELP YOU!

REDUCE INVENTORY PIPELINE COSTS

by faster and more reliable delivery



REDUCE THE LIKELIHOOD OF FAILED DELIVERY PENALTIES

due to transportation related issues



REDUCE LOSS OF SALES

by improving product availability



REDUCE ADMINISTRATION COSTS

by handling less carriers and less customer claims



DELIVERED BY EUROPE'S WIDEST AND FASTEST ROAD NETWORK



Connects **45 European Countries** daily



On **92% lanes** faster or equal to competition



Optimised for **parcels** and **pallets up to 1000 kg**



Delivers to **20%** more destinations in Europe **within 48 hours***



Daily pick up and day definite deliveries



Offers **more options** for first and last mile delivery



*on comparable service

WITH THE WIDEST RANGE OF SERVICES AND DELIVERY OPTIONS

We offer unique range of services and delivery options via one contact compared to any other integrator or freight forwarder:



Combination of network and special services



Dedicated collection and last mile delivery combined with transportation through the TNT network



Combined pallets and parcels collected and delivered at once including dangerous goods

In addition, we are the only integrator to offer specific customer delivery options for express deliveries by road e.g. book a time slot, timed deliveries, etc.

WITH ENHANCED SECURITY AND NEW PRODUCT LAUNCH EXPERIENCE

TNT CONSTANTLY DEMONSTRATES A **LOWER LOSS RATIO** THAN THE HI TECH INDUSTRY AVERAGE

- TNT is the **first integrator** to achieve TAPA A security certification
- We offer **central, cross regional security management** to control the shipping process from door to door
- TNT has over **20 years of experience** helping market leading Hi Tech companies to bring new products to market



COMPLEMENTED BY BEST IN CLASS, INDUSTRY SPECIALIST DESKS



Dedicated customer service teams have better local planning capabilities leading to 2-5% better service performance



These teams are empower to perform service recovery at our cost and in-transit service upgrades, if necessary



No internal divisions, we offer multiple modes of transport and the widest range of services via one contact



Lower threshold for priority customer status and use of the specialist desk



THE PEOPLE NETWORK

THANK YOU