



TNT SHOWCASE

HI-TECH MANUFACTURER

*A leading Asian multinational hardware
and electronics corporation*



THE PEOPLE NETWORK

EFFICIENT DISTRIBUTION IS CRITICAL TO GROWTH IN THE EUROPEAN MARKET

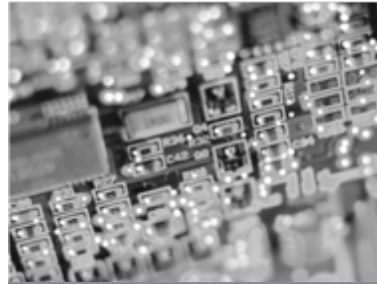
THE CHALLENGES



Short product shelf life, strong competition and volatile customers demand speedy and dependable distribution processes



End customers require more frequent shipments in smaller quantities, and apply more delivery conditions - time windows, day definite deliveries, etc.



The company's high value hi-tech products are vulnerable to theft and damage

TNT'S UNRIVALLED SERVICE POWERS DISTRIBUTION



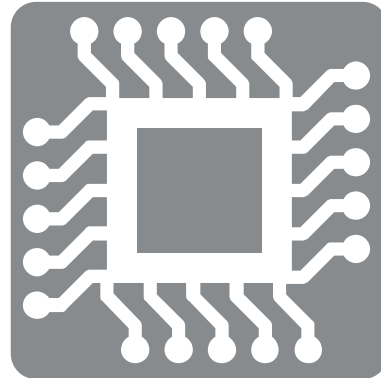
End-to-end delivery service from China to Europe

TNT DELIVERS SIGNIFICANT BENEFITS TO OUR CUSTOMERS

REDUCED COST OF CAPITAL
BY €850K for in-transit inventory due to best on-time delivery performance

REDUCED COST OF CAPITAL
BY €550K for in-transit inventory due to half a day faster transit times

REDUCE ADMINISTRATION COSTS AND LOSS OF SALES BY €500K due to very low loss ratio



OVERALL SUPPLY CHAIN
cost saving of €2.4m euro per year

REDUCE ADMINISTRATION COSTS BY €450K with the help from dedicated TNT customer service team

IMPROVED SHIPMENT VISIBILITY through proactive monitoring and deviation planning

WITH A COMPLETE SHIPMENT SOLUTION

1

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TNT collects shipments from several production locations in China

2

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Shipments are consolidated in China, delivered to TNT's Air Hub in Liege, BE and then to the IDE centre in Arnhem, NL

3

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At the IDE centre the shipments are cleared at once, de-consolidated, pass quality check, re-packaged, and labelled

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Shipments are consolidated for final delivery, as per the individual cons. detail, via the TNT road or air networks or direct FTL

5

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A dedicated customer service team monitors delivery and proactively activates service recovery, if necessary



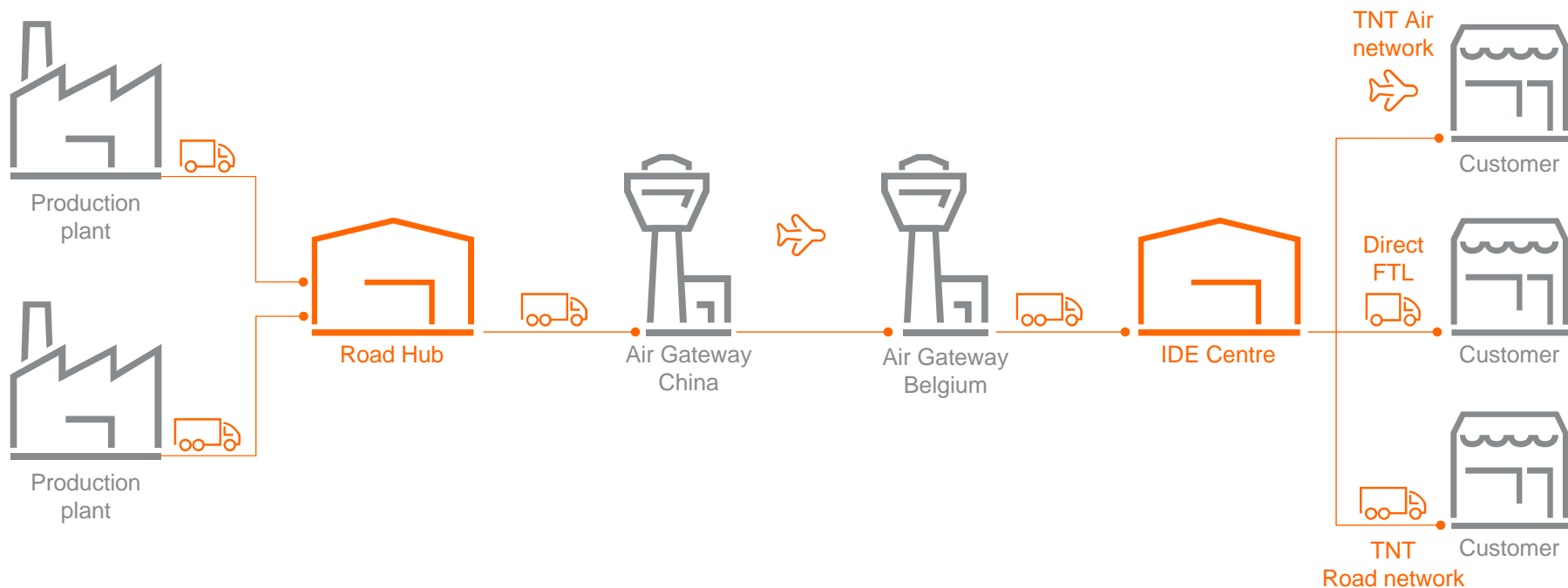
POWERED BY TNT'S UNIQUE IDE CENTRE, FAST NETWORK AND DEDICATED CUSTOMER SUPPORT



- > Dedicated customer service team offers **one single point** of contact with TNT
- > The team **proactively monitors** shipments from collection to delivery, **activates service recovery** if necessary and **provides the customer with complete visibility** over the shipping process
- > **A dedicated security manager** ensures processes adhere to the **highest security standards** and polices instilled by TNT and our customer
- > TNT's Integrated Direct Express (IDE) is the **engine of the distribution process** providing it with required speed and efficiency
- > TNT's integrated air and road network enables our customer to manage **seasonal volume peaks** and guarantees product security



TNT HELPS ITS CUSTOMER TO BRIDGE 9000 KM BETWEEN PRODUCTION IN CHINA AND END CUSTOMERS IN EUROPE AND OPTIMISE THEIR PRODUCTS DISTRIBUTION





THE PEOPLE NETWORK

THANK YOU