



Panopa Logistik GmbH

Company Profile

1st of July 2011

Overview Panopa Group

- Turnover: € 200m p.a.
- Employees: 1,739
- Companies: 8
- Locations: 35
 - Germany 23
 - Poland 5
 - UK 2
 - France, Hungary, Czech Republic, Portugal, Austria each 1
- Warehouse space: 600,000 m²
- Output: > 4,500,000 to p.a.
- Turnover of parts: > 38.000.000 parts p.a.
- Trucks and trailers (owned): 250
- Transport orders: > 500,000 p.a.
- Transport volume: > 3,200,000 to p.a.



Panopa Group

Contract Logistics



- ➔ Supply chain management
- ➔ Procurement logistics
- ➔ Production logistics
- ➔ Warehouse logistics
- ➔ Distribution logistics
- ➔ Assembly
- ➔ Personnel management
- ➔ Value added services

Transport



- ➔ Own fleet of vehicles
- ➔ National and international overland and rail transport
- ➔ Project freight forwarding
- ➔ Industrial relocations
- ➔ Air freight
- ➔ Ocean freight
- ➔ Customs clearance

Fleet Management



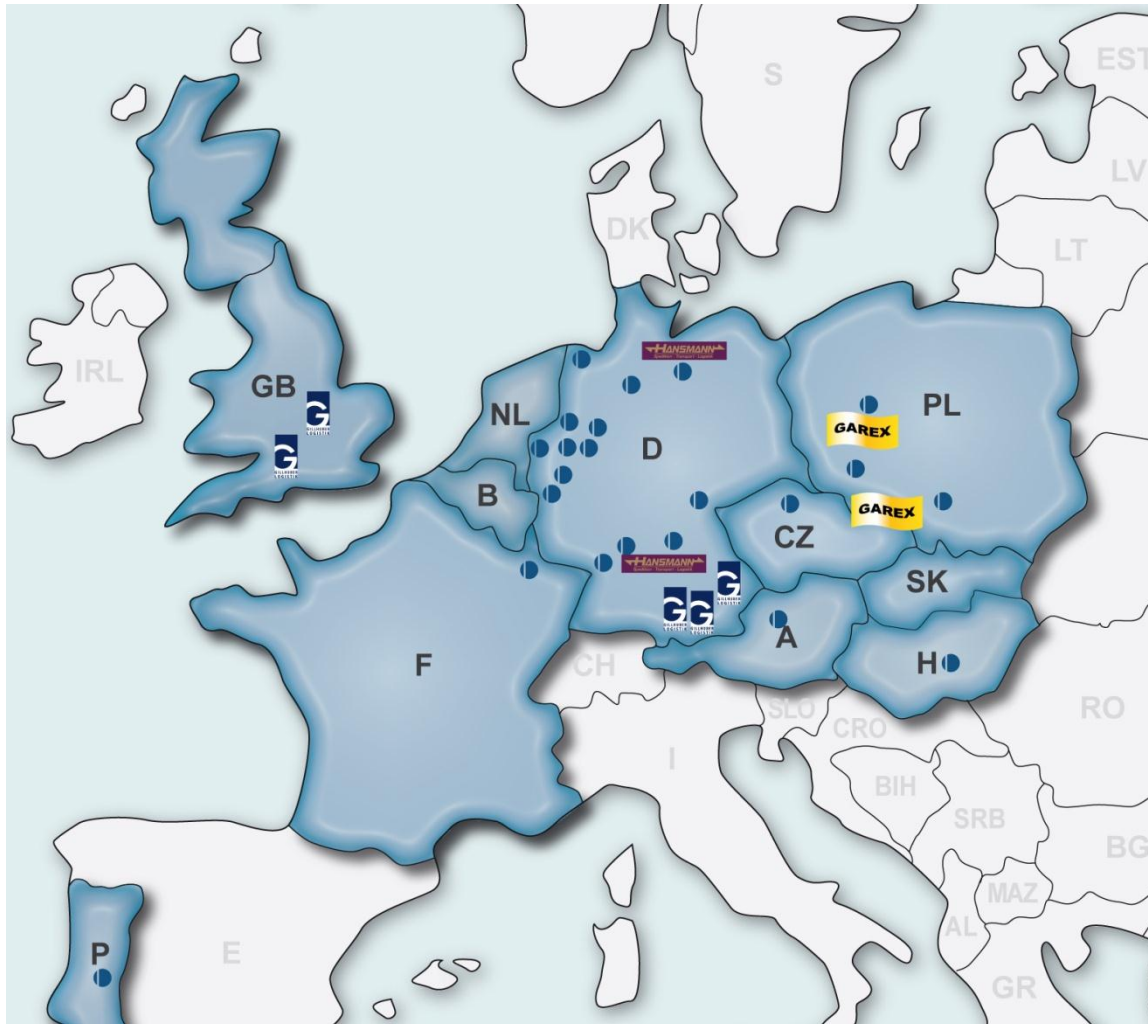
- ➔ Consulting
- ➔ Financing proposals
- ➔ Registration and vehicle delivery
- ➔ Fleet management
- ➔ Fuel and service card management
- ➔ Claims management

Planning and Consulting



- ➔ Holistic logistics concepts
- ➔ Analysing and designing corporate processes taking into account logistics and economic criteria

Locations of Panopa Group



Germany

Bischofsheim
Bochum (2x)
Dinkelsbühl
Dortmund (2x)
Duisburg
Ginsheim
Großenlupnitz
Hagen
Herten
Krefeld
Salzgitter
Siegen
Stuttgart
Wetter
Wilhelmshaven
Wolfsburg

International

Wien, Austria
Most, Czech Republic
Hambach, France
Gliwice, Poland
Polkowice, Poland
Poznań, Poland
Palmela, Portugal
Kecskemét, Hungary



International

Poznań, Poland
Gliwice, Poland



Germany

Garching
Neufahrn
Regensburg

International

Oxford, Great Britain
Swindon, Great Britain



Germany

Ingolstadt
Wolfsburg

Key Figures

- Warehouse space: > 400,000 m²
- Locations in Europe: 12
- Turnover of parts: > 20,000,000 parts p.a.
- Employees in Europe: > 1,500

Range of Services

- Holistic logistics concepts
- Sequencing
- Preliminary module assembly
- JIT/JIS transportation
- Line feeding including empties management



Key Figures

- Warehouse space: 130,000 m²
- Locations in Europe : 7
- Material turn over: > 4,900,000t p.a.
- Employees in Europe: > 210

Range of Services

- Warehouse management for steel manufacturers
- In-house transport
- Production supply
- Dispatch management (road, rail, sea)



SSAB
SWEDISH STEEL

DEUTSCHE EDELSTAHLWERKE
Providing special steel solutions



ThyssenKrupp VDM
Ein Unternehmen von ThyssenKrupp Stainless



ThyssenKrupp Nirosta
Ein Unternehmen von ThyssenKrupp Stainless



Duferco



Key Figures

- Warehouse space: 56,000 m²
- Locations in Europe: 4
- Turnover of parts : > 1,800,000 p.a.
- Employees in Europe: > 180

Range of Services

- Management of spare parts warehouses
- Multi-User concepts
- World-wide stock networking
- Dispatch management
- Customs clearance and country of origin control, import and export
- Transport coordination to site of installation



Range of Services

- Management of spare parts warehouses (365 days per year, 24 hours per day)
- Multi-User concepts
- World-wide stock networking
- Stock optimization solutions
- Dispatch management
- Customs clearance and country of origin control, import and export (AEO-F)
- Transport coordination to site of installation
- World-wide Container shipping (Project shipments)
- Maintenance and preparation of online-catalogues (spare parts and advertising)
- Logistics control- and benchmark systems
- EDP-Template on Basis of SAP-LES

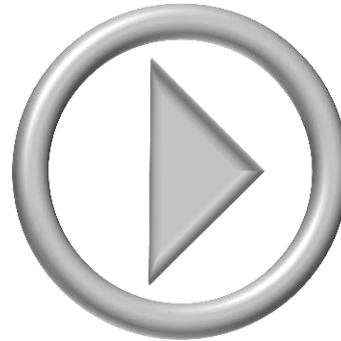


Customer value

- ➔ Extensive branch knowledge: Specialised in spare parts logistics (niche strategy)
- ➔ Product- and parts-know-how
- ➔ Detailed knowledge of processes and customer requirements

- ➔ Integrated Multi-User concepts
- ➔ Combining standardisation and individualisation
- ➔ Utilisation of synergies in all business areas (Staff, IT, Infrastructure)
- ➔ Balancing seasonal deviations
- ➔ Accounting fair according to input involved

Image film





Key data

Storage space

25,200m²

Number of ramps

5 Goods receipt

5 Goods issue

Storage height

10.5 m

Conveyor technique

for stillages and pallets

Equipment

7 narrow aisle stacker

3 low lift pallet trucks

3 reach trucks

4 front forklift trucks

6 other forklift trucks

Employees

85

Operating time

24 h / day,

365 days p.a.

IT

SAP, LES, AEB-Assist

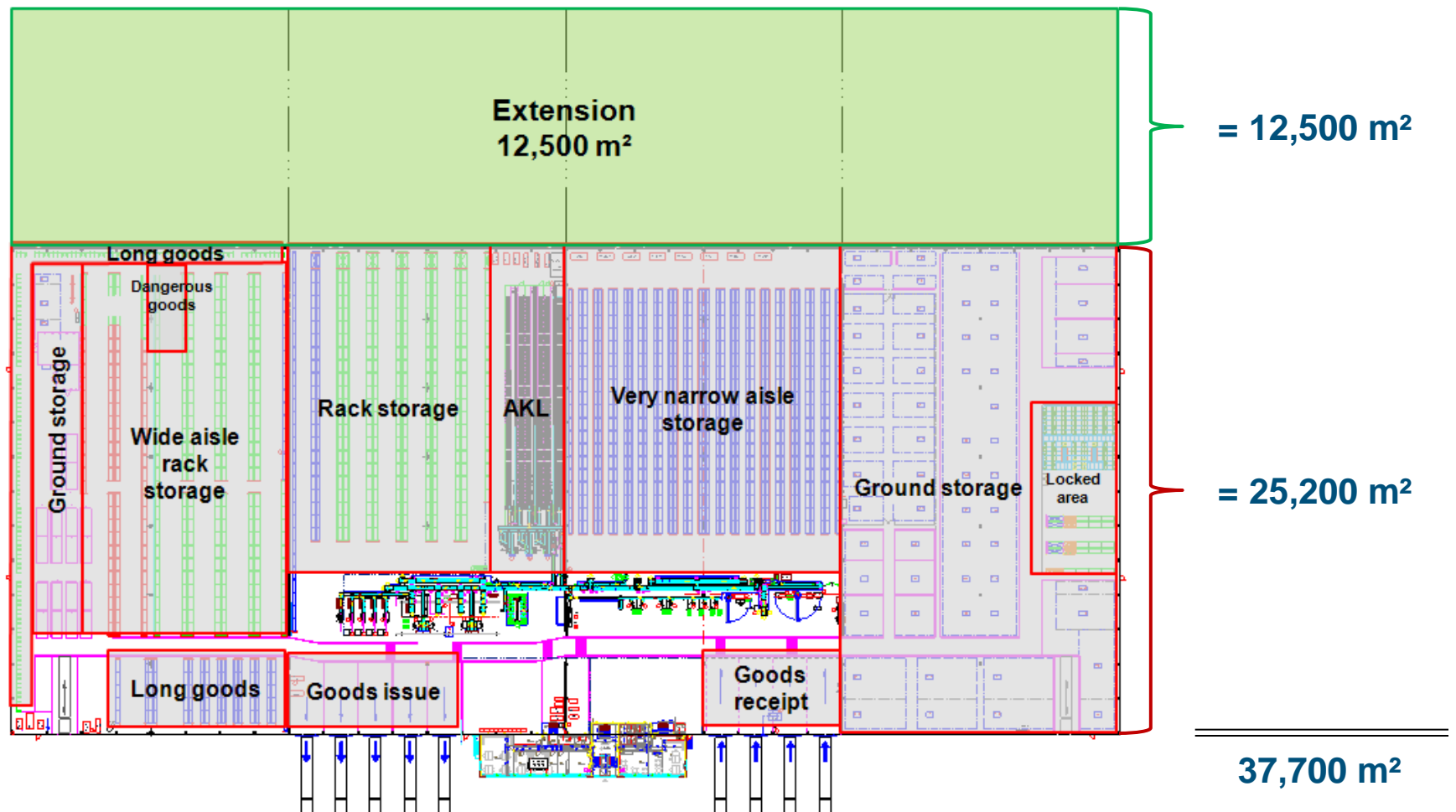


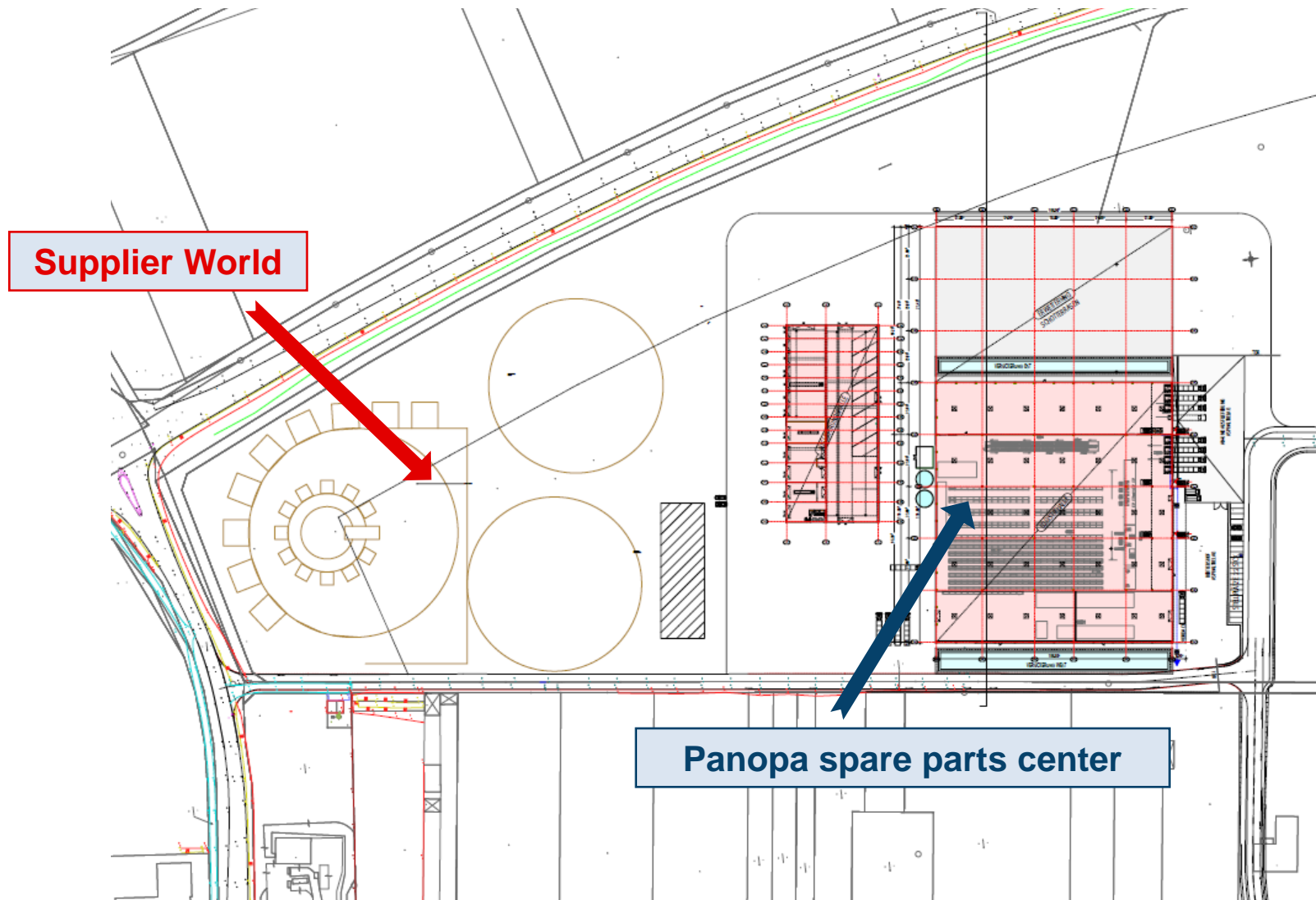
Range of services

Multi-User spare parts warehouse storage and world wide dispatch of spare parts

- ➔ **Range of articles** approx. 80,000 parts
- ➔ **Turnover** approx. 400,000 p.a.
with approx. 1,500,000 Picks
- ➔ **Capacity AKL** 235,000 stillages (small parts)
- ➔ **Capacity pallets rack** 27,464 storage positions
- ➔ **Capacity long goods** 154 running meters rack
- ➔ **Capacity ground stock** approx. 7,770m²
- ➔ **Order buffer** 1,000 spaces
- ➔ **Operating time** 24 h / day,
365 day p.a.

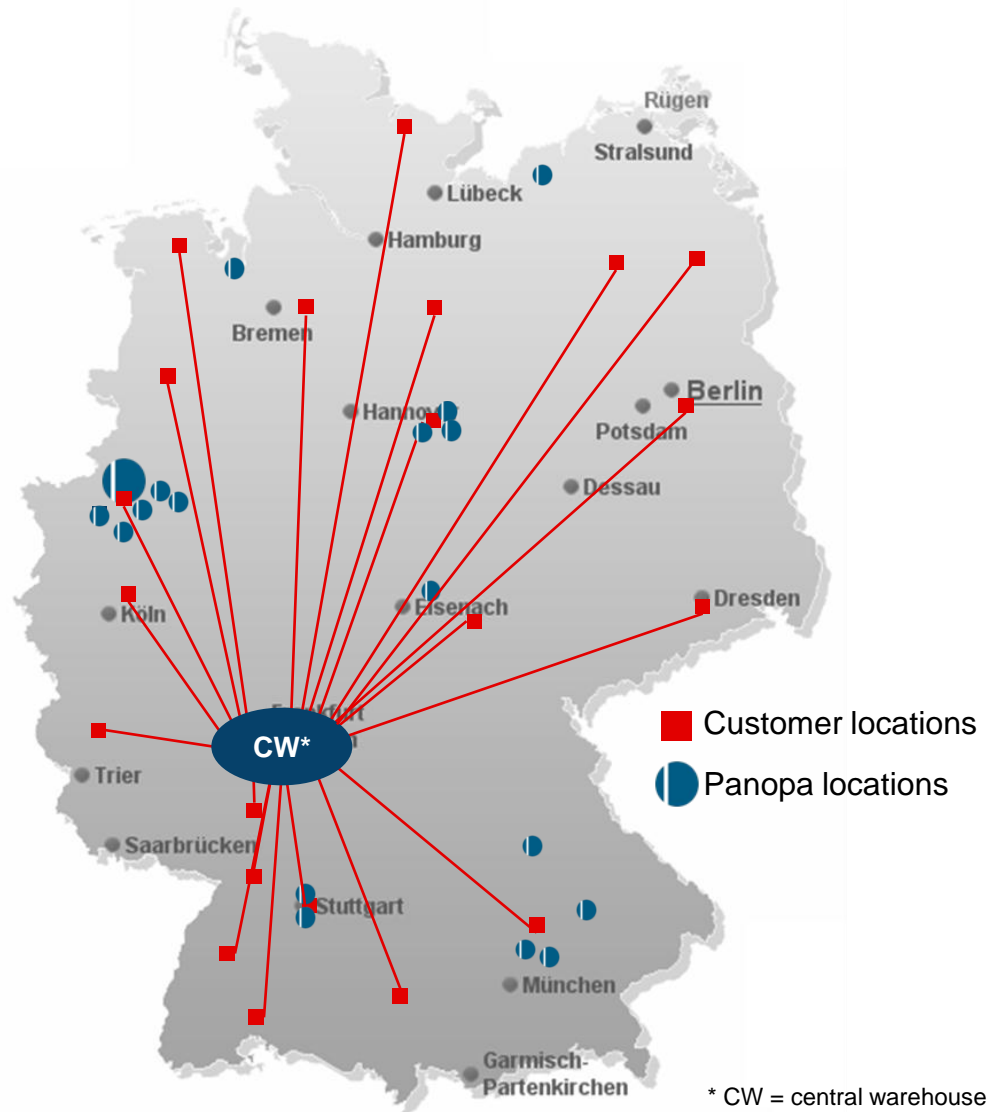
Extension of the warehouse (planned for 2012)



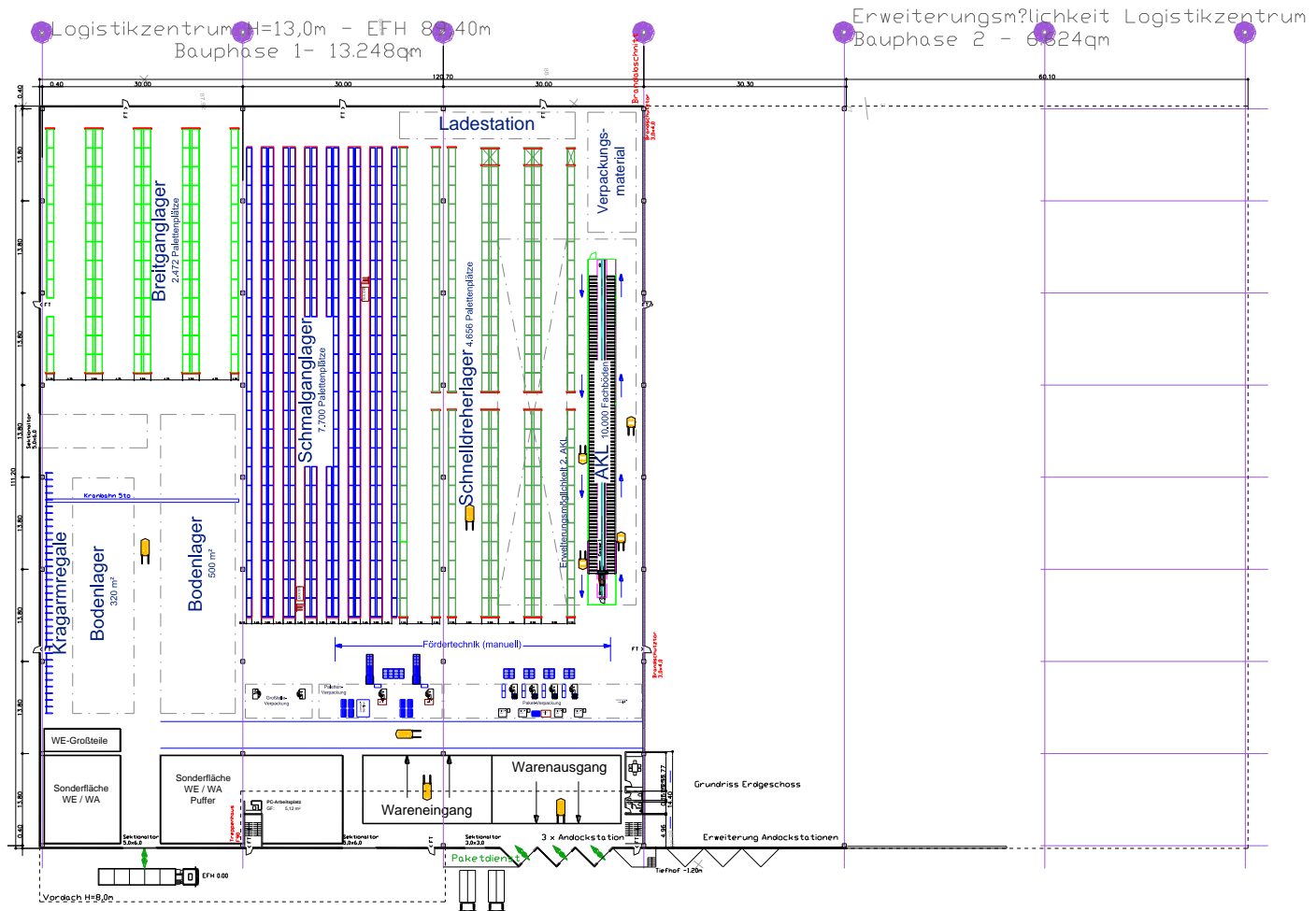


New project

- Spare parts logistic for Kiesel:
 - 52,000 incoming goods items p.a.
 - 310,000 order items p.a.
 - 45,000 articles
 - 6,000 m²
- Multi-User spare parts warehouse
 - 1st construction stage: 10,000 m²
 - Final construction stage: 20,000 m²



Layout – 1st construction stage (10,000 m²)



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Key Figures

- ➔ Trucks: 1,000 thereof 250 owned
- ➔ Locations in Europe: 9
- ➔ Transport orders: > 500,000 p.a.
- ➔ Employees in Europe: > 300

Range of Services

- ➔ Multiple freight forwarder of the year (Volkswagen Transport + AUDI)
- ➔ Local forwarder for several OEM's
- ➔ JIT / JIS transportation
- ➔ LTL (less truck load) and FTL (full truck load) transports
- ➔ Transport permit for all European Countries
- ➔ International transports in eastern Europe, Scandinavia, Great Britain and Germany



DEUTSCHE EDELSTAHLWERKE
Providing special steel solutions



ThyssenKrupp Steel



ThyssenKrupp GfT Gleistechnik
Ein Unternehmen von ThyssenKrupp Services



EISENMETALL
Handelsgesellschaft



EZM EDELSTAHLZIEHEREI MARK



Duferco

ThyssenKrupp Nirosta

Ein Unternehmen von ThyssenKrupp Stainless



STEMCOR

Entire transport logistics for an UK OEM

- ➔ 100 – 150 orders per day
- ➔ 20 – 25 suppliers involved
- ➔ 100 trucks and trailers per day
- ➔ Main equipment: low-liner with megatrailer
- ➔ 12,000 m³ transport volume per day



Inter plant transportation

- g
- ➔ 1,000 – 1,200 orders a day
 - ➔ 200 trucks and trailers per day
(more than 90 % with subcontractors)
 - ➔ Main equipment: low-liner tractors
 - ➔ 250 drivers a day
 - ➔ 250 mega-trailers a day
 - ➔ 55,000 m³ transport volume per day



Plants in the UK



- ➔ MINI Plant Oxford:
 - ➔ Approx. 4,500 employees
 - ➔ Production (2008): 240,000 cars p.a., 800 cars p.d.
- ➔ Plant Swindon:
 - ➔ Main supplier of pressings and sub-assemblies for MINI
 - ➔ Approx. 1,000 employees



Warehouse Swindon
















Transport Swindon - Oxford



Gillhuber potentials - UK



OEM	Brand	Production site	production capacity
	Mini	Oxford	238.995
	Rolls-Royce	Goodwood	771
DAIMLER	Mercedes-Benz	McLaren	182
	Bentley	Crewe	8.873
	Toyota	Burnaston	255.462
	Jaguar	Castle Bromwich	62.789
	Jaguar / Land Rover	Halewood	84.840
	Land Rover	Solihull	144.641
	Ford	Southampton	79.587
	Opel	EllesmerePort	88.501
	Opel	Luton	93.696
 	Renault / Nissan	Luton	
	Nissan	Sunderland	381.112
	Morgan	Malvern Link	605
	Honda	Swindon	249.912
	Aston Martin	Gaydon	7.018
	Rover	Birmingham	
	TVR	Blackpool	
	PSA	Ryton	

Management of company vehicles

Range of services

- ➔ Fleet controlling
- ➔ Vehicle procurement and registration/deregistration
- ➔ Planning and consulting
- ➔ Concluding framework agreements with leasing, insurance and mineral oil companies
- ➔ Fuel card management
- ➔ Claims adjustment
- ➔ Invoicing and auditing of accounts
- ➔ Progress control (inspection, tyre change, etc.)
- ➔ Car rental
- ➔ Tyre service



Fields of competence

- ➔ Planning, development, simulation and realization of Holistic logistics concepts (material and information flow)
- ➔ Analysis and optimization of complicated process chains under logistic and economic points of view
- ➔ Planning and preparation of service proposals
- ➔ Planning support of the Panopa locations
- ➔ Planning and simulation of logistic process flows





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