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.
Range of services

**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
- Großaspach
- Hagen
- Herten
- Krefeld
- Salzgitter
- Siegen
- Stuttgart
- Wetter
- Wilhelmshaven
- Wolfsburg

**International**
- Wien, Austria
- Most, Czech Republic
- Hambach, France
- Gliwice, Poland
- Półkowice, Poland
- Poznan, Poland
- Palma, Portugal
- Kecskemét, Hungary

**Germany**
- Ingolstadt
- Wolfsburg

**International**
- Oxford, Great Britain
- Swindon, Great Britain
Automobile Logistics Division

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

ThyssenKrupp Automotive Systems
Ein Unternehmen von ThyssenKrupp Automotive
Steel Logistics Division

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)
Spare Parts Logistics Division

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
Spare Parts Logistics Division

Image film
Location Herten

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
Location Herten

**Range of services**
Multi-User spare parts warehouse storage and worldwide 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.
Location Herten

Extension of the warehouse (planned for 2012)

- Ground storage
- Long goods
- Rack storage
- Wide aisle rack storage
- Dangerous goods
- AKL
- Very narrow aisle storage
- Locked area
- Goods issue
- Goods receipt

Extension 12,500 m²

Ground storage

= 12,500 m²

Ground storage

= 25,200 m²

37,700 m²

Panopa Logistik GmbH

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Location Frankfurt

Supplier World

Panopa spare parts center
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
Location Frankfurt

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

Layout – Final construction stage (20,000 m²)
Transport Organisation Division

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
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

- 1,000 – 1,200 orders a day
- 200 trucks and trailers per day
(>90% with subcontractors)
- Main equipment: low-liner tractors
- 250 drivers a day
- 250 mega-trailers a day
- 55,000 m³ transport volume per day
Gillhuber potentials – UK OEM

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
Gillhuber potentials - UK

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<th>OEM</th>
<th>Brand</th>
<th>Production site</th>
<th>Production capacity</th>
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Fleet Management

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
Planning and Consulting

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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