



# Logistics Engagement in a Global Market

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# Historical Perspective



**1999** Large ocean service provider



**2005** Market leader in deep sea ocean, several logistics operations in portfolio;  
Name change to Wallenius Wilhelmsen Logistics



**2010** Factory-to-dealer; an integrated value chain of products and services

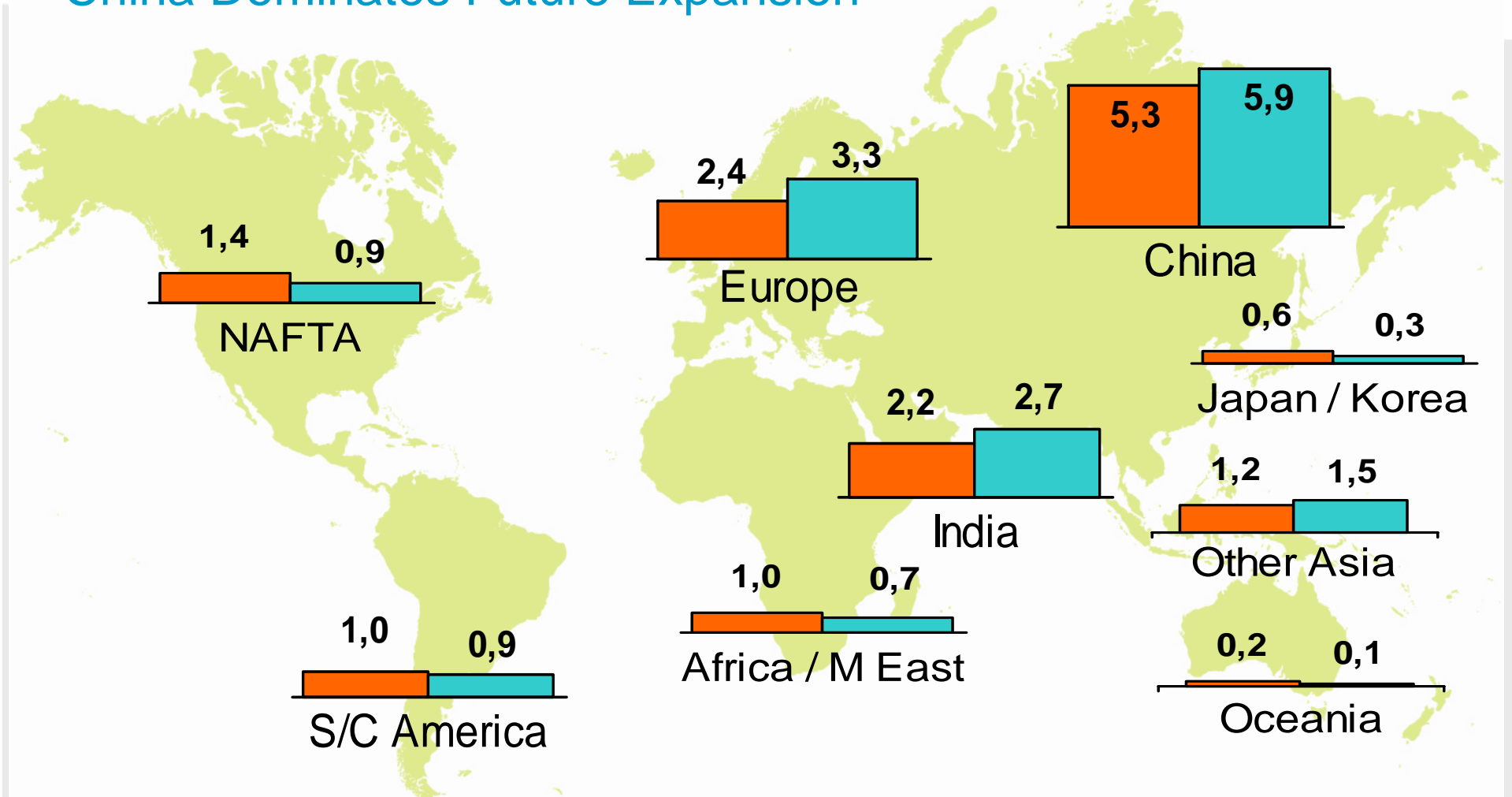
# Market Environment and Trends



- 1. Global spread of production facilities**
- 2. Increasing service demands**
- 3. Outsourcing of logistics activities**
- 4. Integration of logistics services within the supply chain**
- 5. Globalization of the supply chain**

# Net Growth in Automotive Production and Sales

## - China Dominates Future Expansion



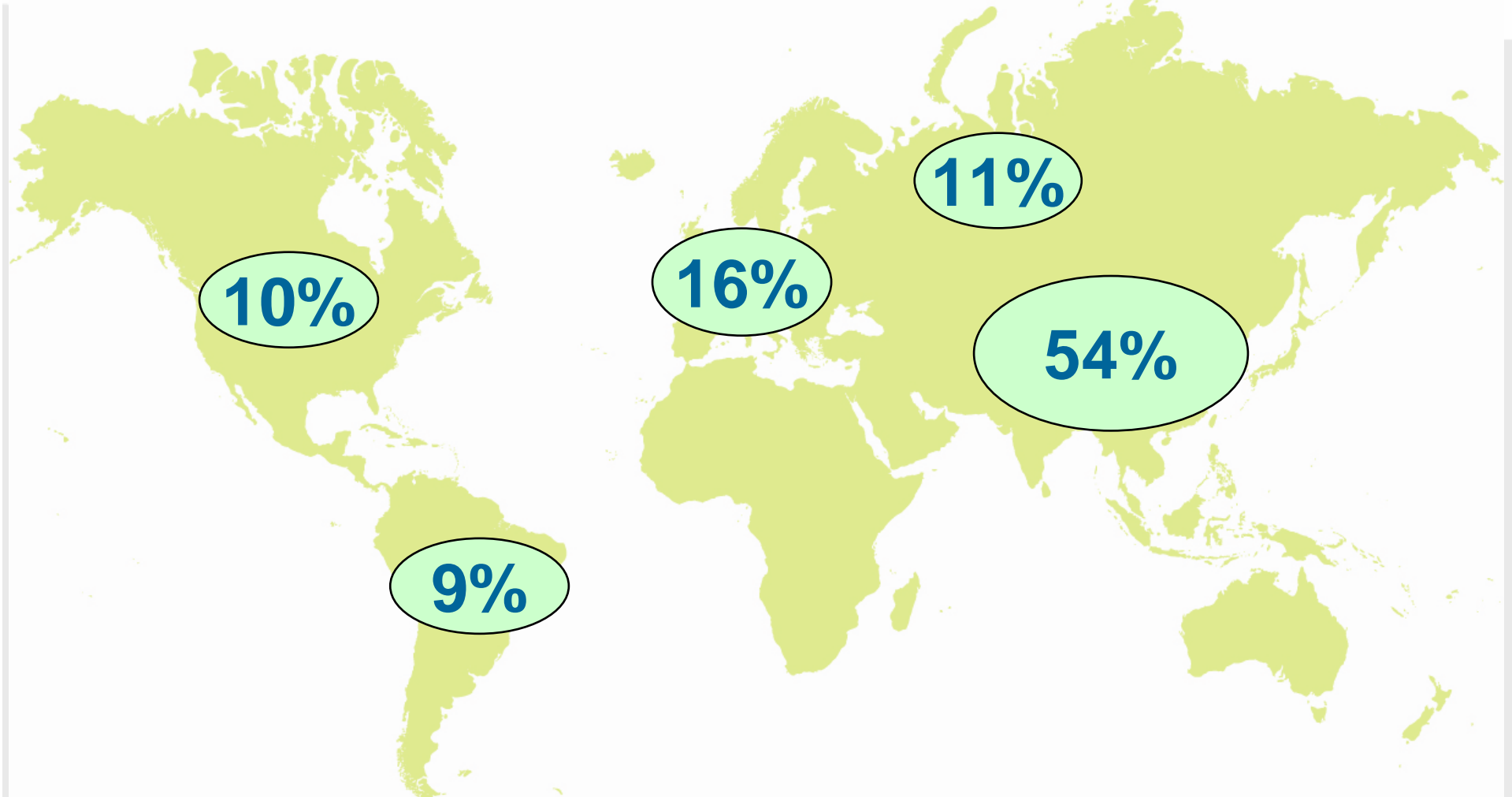
Net Growth 2006 → 2012 (Million Units)

■ Sales   
 ■ Production

Source: Global Insight <sup>5</sup>

# New H&H Equipment Plants

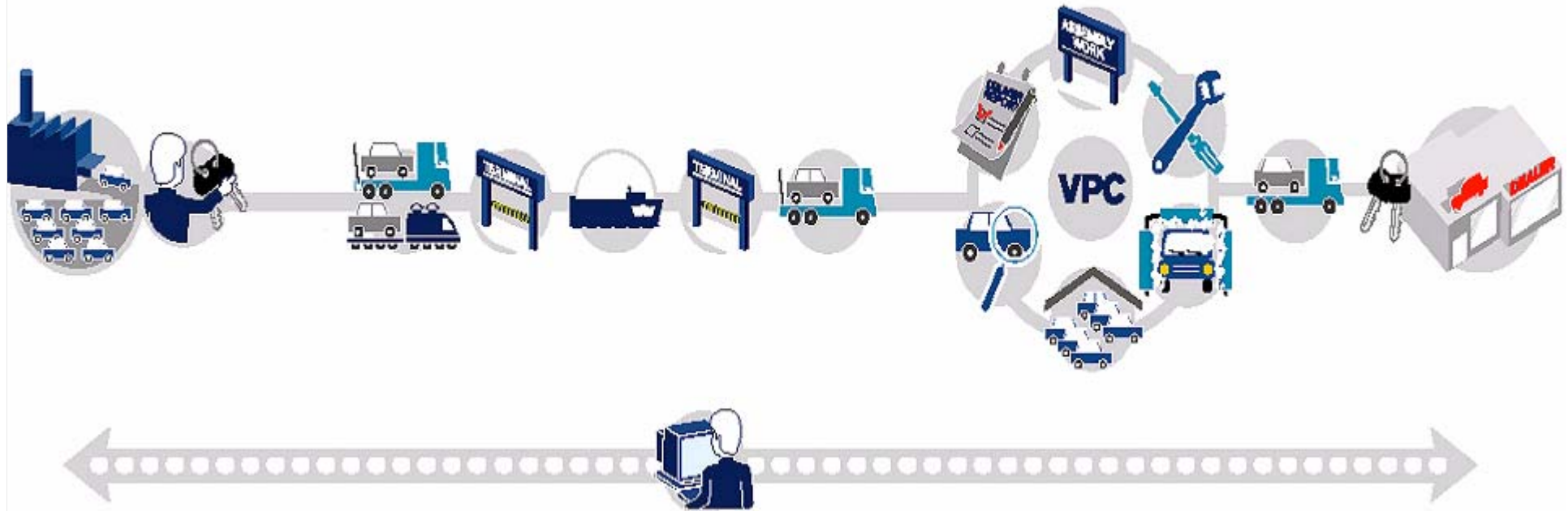
- Eastbound Shift to Meet Demand



*% Distribution of new H&H equipment plants by region*

# Servicing Our Customers

- Factory to Dealer



# Establishing a Global Network for Integrated Logistics Services



- **Ocean Services**
- **Technical Services**
- **Terminal Services**
- **Inland Distribution**
- **Supply Chain Management**



# Technical Services

- In-plant handling
- Port facility operations
- Processing and handling for vehicles and equipment
- Before market modifications and accessorizing
- Pre-delivery inspections and preventive maintenance
- Quality and claims management





# Terminal Services

- Network of yard facilities to balance volume spikes
- Management systems to maintain inventory
- Marshalling and shuttle services
- Long and short term storage
- Damage prevention measures
- Improve practices to create efficiencies
- Evaluate improvements for implementation
- Continual refinement



# Inland Distribution Management



- Transportation services of vehicles and industrial machinery
- Trucking, rail, barge and short-sea
- Vital as part of a fully integrated factory to dealer service



# Supply Chain Management

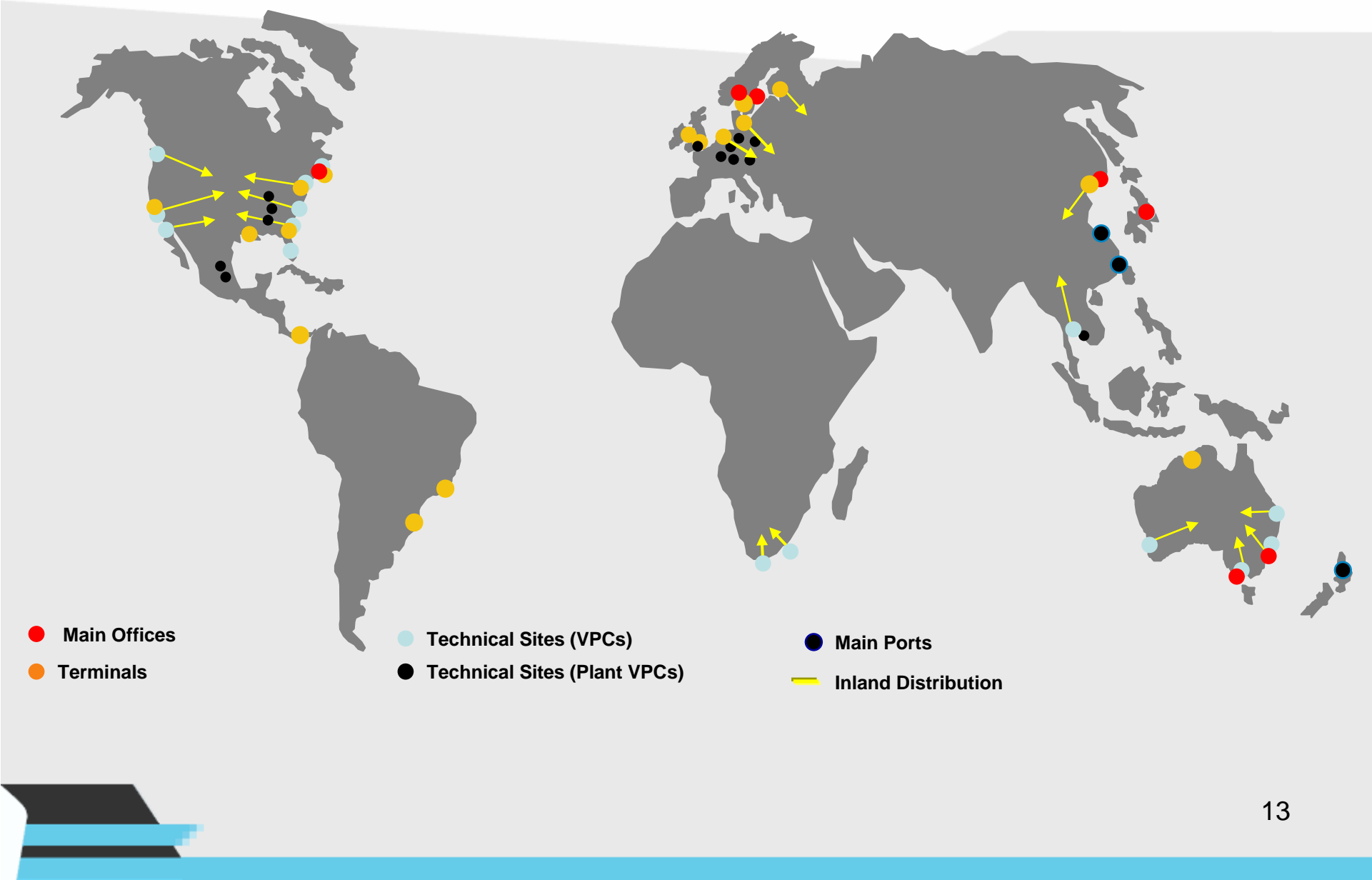


- Management and optimization of the service from factory to dealer, or parts thereof
- Visibility and alerting throughout the cargo flow
- Performance measurement and control
- Financial and administrative services
- Quality and continuous Improvement



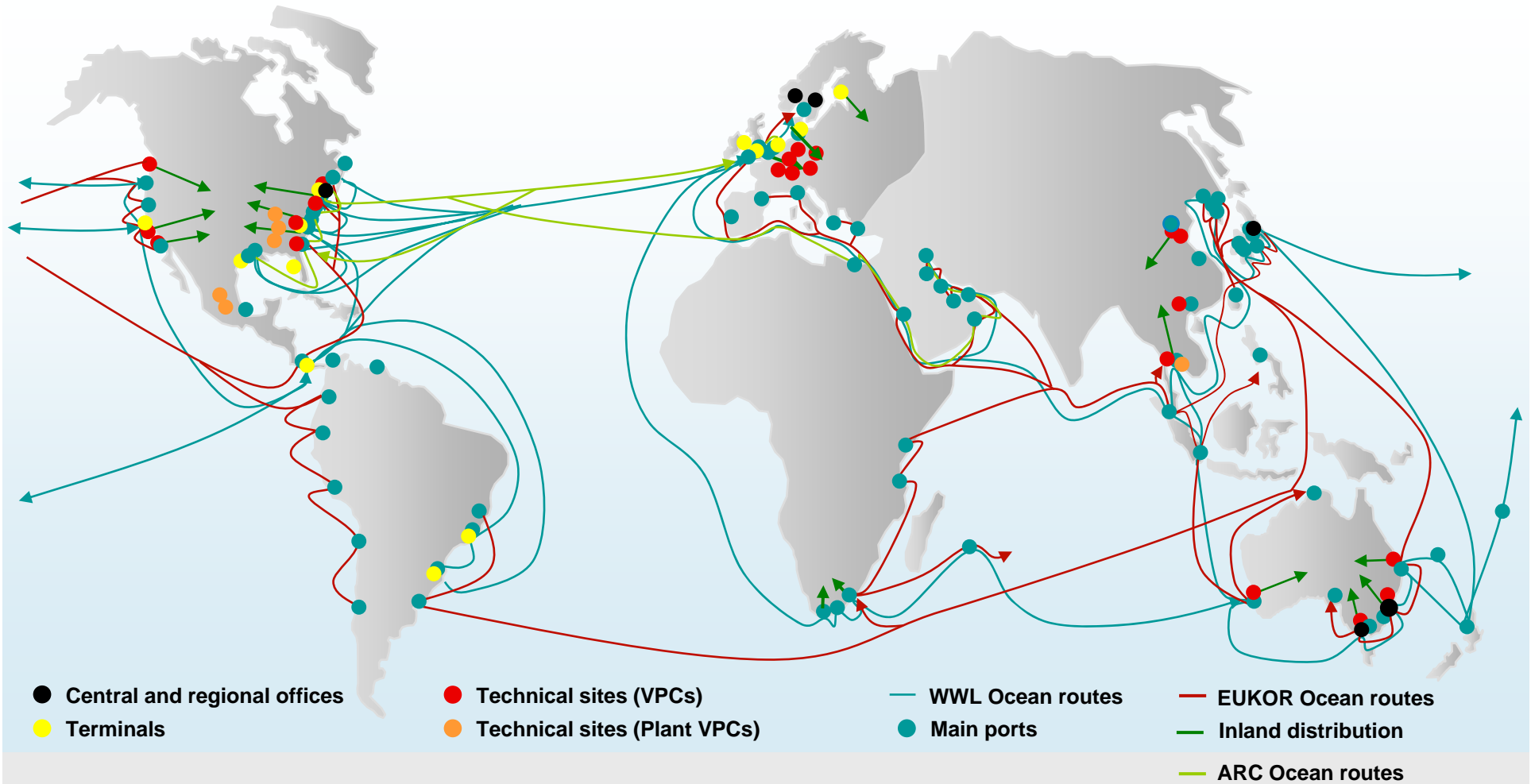
# Logistic sites

- development since 1999

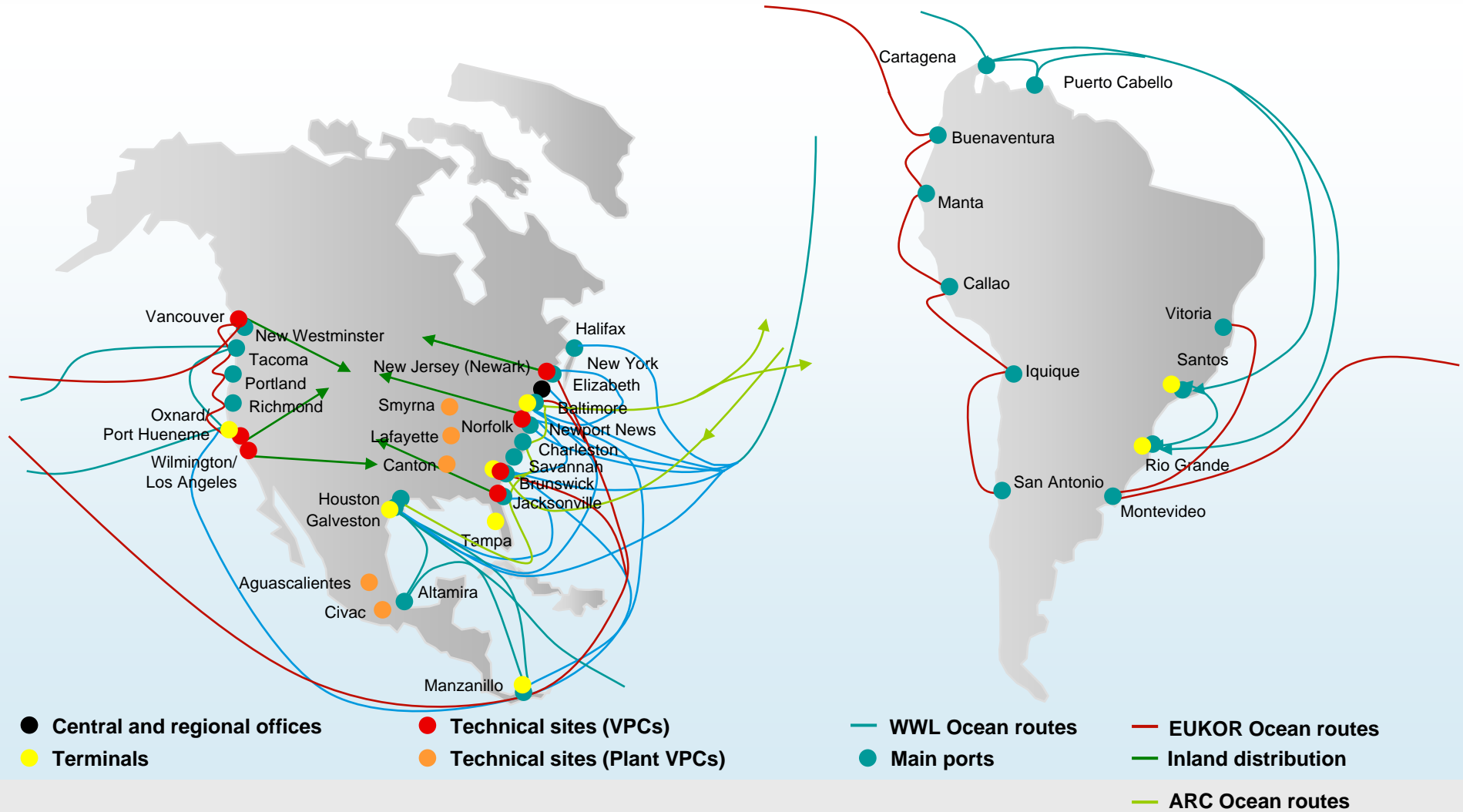


# Products and Services

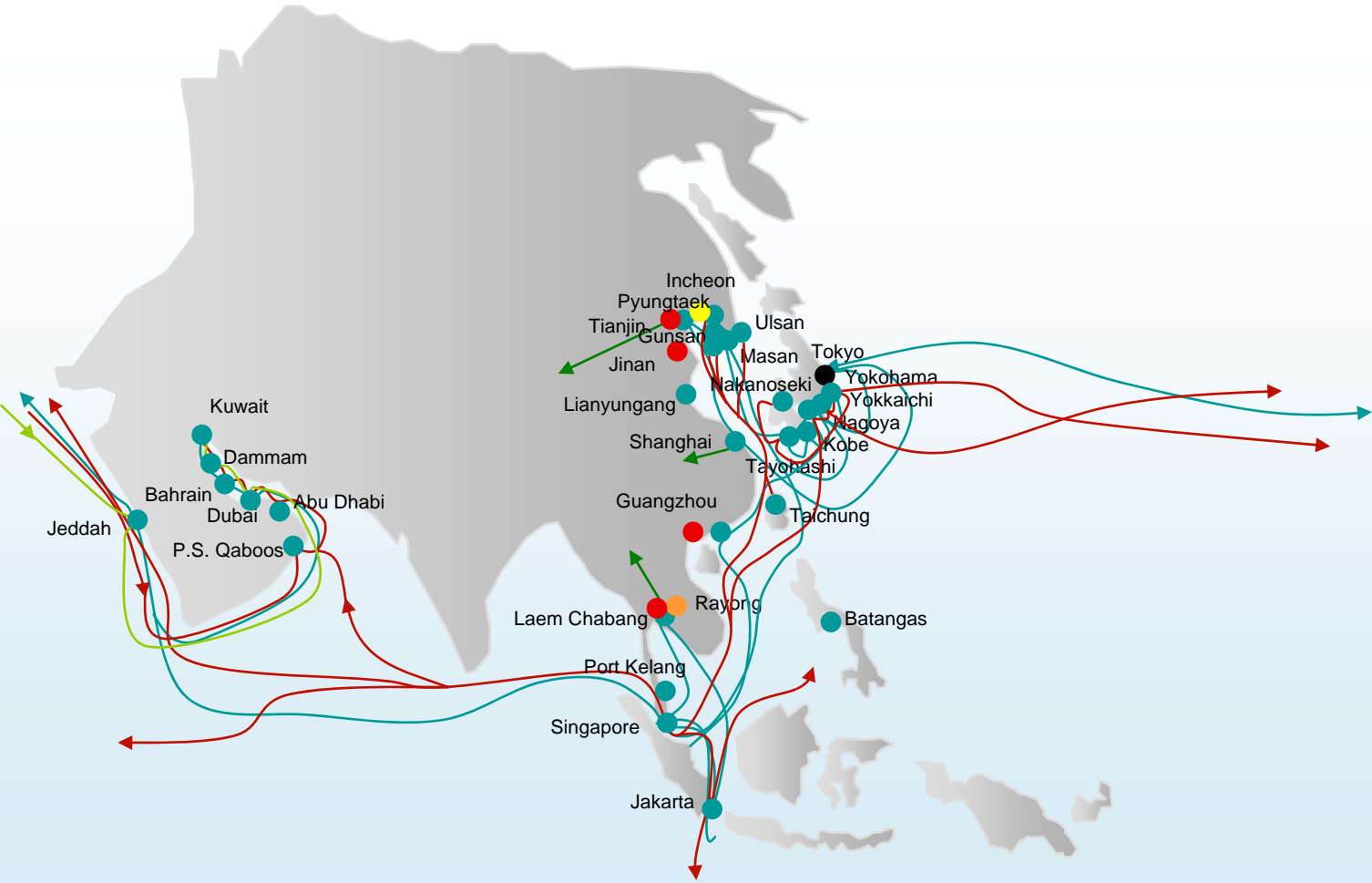
- a seamless ocean and land-based network



# Region Americas

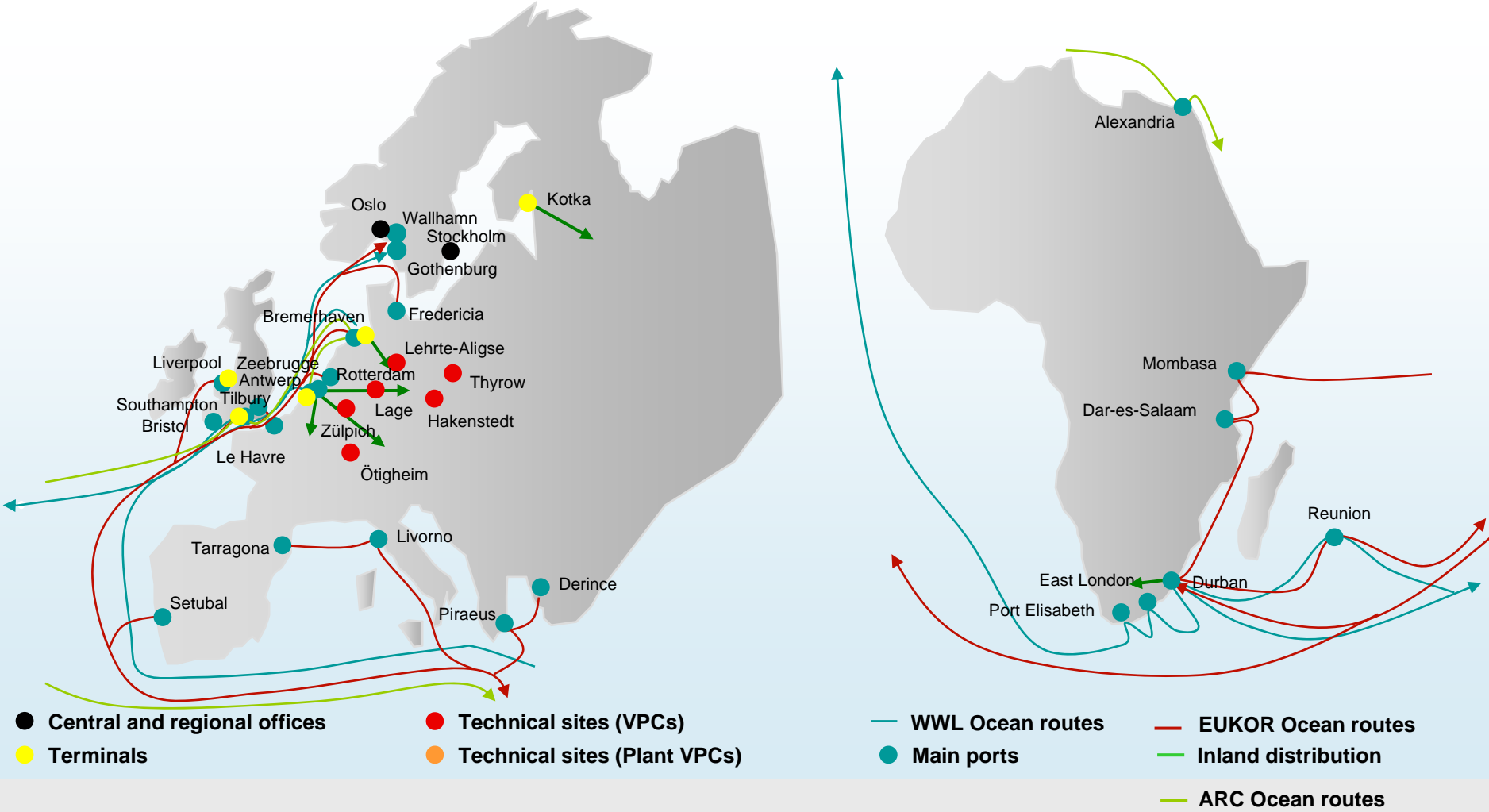


# Region Asia

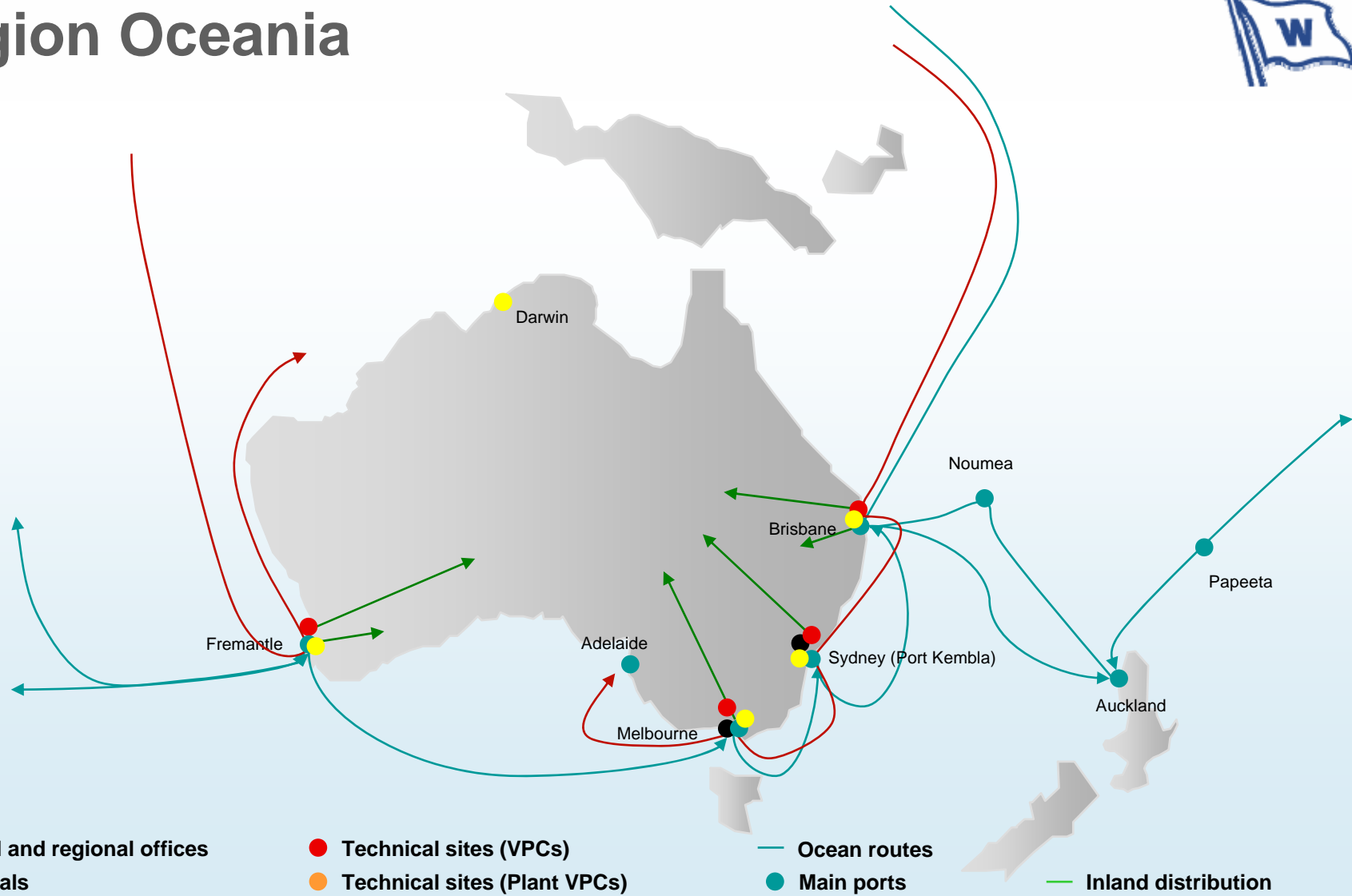


- Central and regional offices
- Terminals
- Technical sites (VPCs)
- Technical sites (Plant VPCs)
- WWL Ocean routes
- Main ports
- EUKOR Ocean routes
- Inland distribution
- ARC Ocean routes

# Region Europe/Africa



# Region Oceania



# Key Figures



Products / Services	Number of units*
Technical Service Throughput	2.500.000
Terminal Throughput	
- Auto	675.000 units
- High & Heavy	4.930.000 m <sup>3</sup>
- Non-Containerized Cargo	925.000 m <sup>3</sup>
Inland Distribution Management	1.700.000



\* WWL figures only