



Automotive Solution-driven providing visibility, reliability and competitiveness.

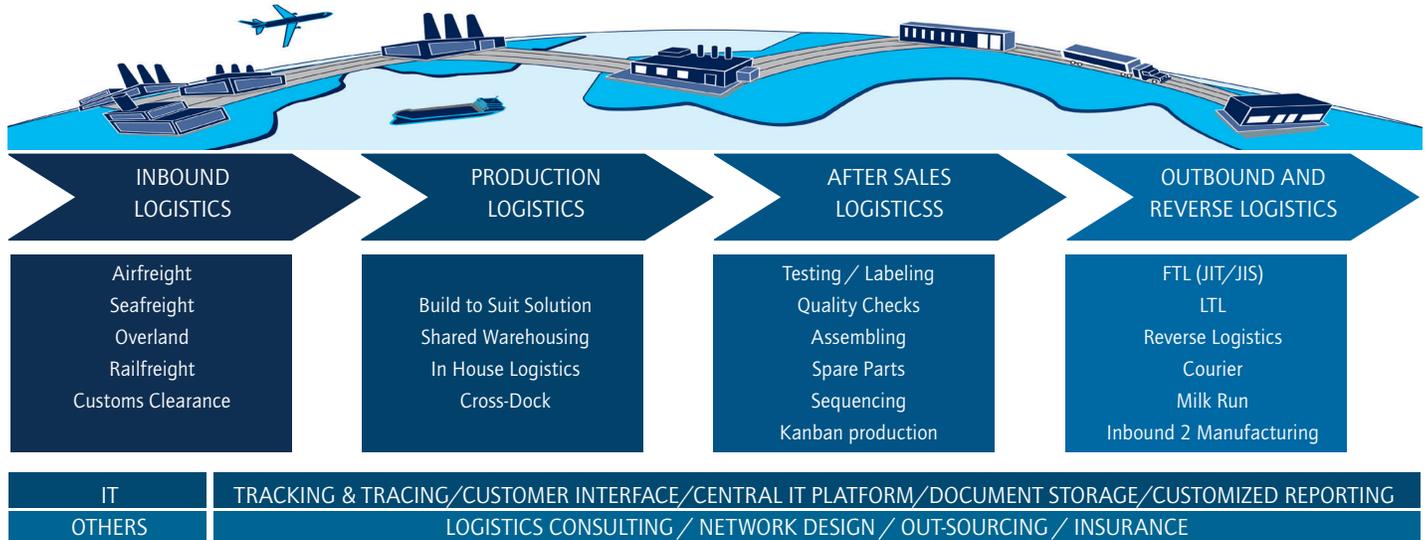
The automotive industry employs some of the most sophisticated supplier networks in the world. Automotive manufacturers demand leaner, more efficient supply chains to support new model development and shorter product life cycles.

With a strong global presence, operational excellence, partnership with premium carriers and an important customer base, Kuehne + Nagel creates value across the automotive industry via the extensive global network, industry expertise and powerful technology. Since 1890 Kuehne + Nagel has been serving some of the world's largest and most respected companies in the Automotive Industry, always providing new and effective solutions for their supply chain management.

With the support from the global automotive competence center and the Global Vertical Key Account Structure, Kuehne + Nagel has a Strategic Customer Development Program in place which allow us to serve Global Accounts effectively. Also, our Lead Logistics Solutions can help you to leave the logistics in the hands of our experts and focus on your core-business.

While we are operating as a strategic extension of your team, Kuehne + Nagel will also help you turn your supply chain into a state of art-model by:

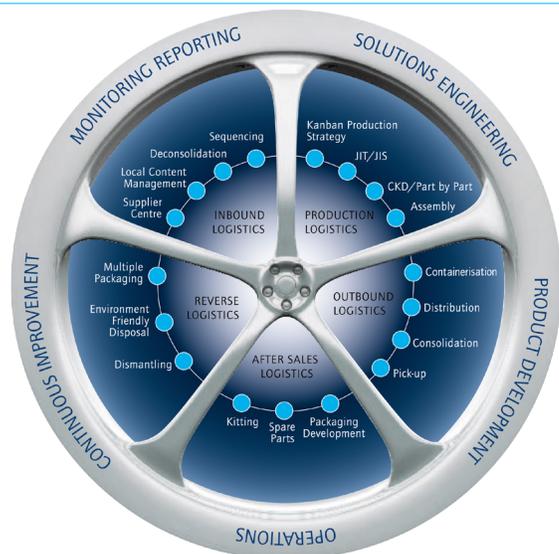
- Designing tailor-made supply chain solutions integrating our extensive product-portfolio and reducing your landed costs.
- Providing you full visibility of your floating inventory, allowing you to make decisions faster/more accurate.
- Operational excellence and lean process in order to improve your cash-to-cash cycle times.
- Continuous improvement on the process with a constant follow-up according to key indicators to the operation and establishment of improvement projects.
- Strategic Pricing and Cost Avoidance.





INTEGRATED SOLUTIONS INCLUDES VARIOUS PRODUCT CAPABILITIES

- Supply Chain Design and Collaboration (planning/execution).
- Complete project moves of production equipment (incl. disassembly and assembly at destination).
- Sea freight and airfreight services.
- Export and import customs clearance solutions.
- Inbound sequencing and supplier center.
- Material management system (MMS).
- Vendor's managed inventory.
- After market solutions.
- Domestic distribution.
- Reverse logistics.
- Lead logistics solutions (4PL).
- Web based visibility and monitoring solutions / Reporting.
- Specialized value added services
- Production logistics and line feeding activities.
- Tailor-made packaging solutions including design and execution.



INTERNATIONAL TRANSPORTATION

- **Seafreight.** To keep flexibility, our Blue Anchor Line offers almost limitless access to the world's cargo-movers. Our high cargo volume insures secure favorable rates with many leading shipping lines and cost effective service for our business partners. Our shipment volumes, together with strong partnership with "Class A" carriers, give you access to multiple sailings per week for raw materials and finished products transportation as well as special projects capabilities (finished cars, machinery, etc).
- **Airfreight.** Reacting short-term to changing markets and seasonal swings in cargo capacity. As an airline without aircraft, we have mastered the higher art of airfreight management. Kuehne + Nagel offers a variety of service levels based on time and cost parameters. We use top carriers on the fastest available flights, providing expedite solutions for automotive industry considering services for time-sensitive cargo.
- **Overland.** Kuehne + Nagel transborder offers you a complete range of transportation services modeled for seamless integration with your customers' strategies. Kuehne + Nagel transborder is your single source logistics solution for shipments between Canada, United States, Mexico and Central America. Ensuring consistency and reliability in our service, only quality "Class A" carriers are utilized, underscoring Kuehne + Nagel's commitment to providing the highest level of service available (milk runs, cross dock, oversize freight and material recovery for expedite single freight).
- **Insurance.** Our in-house insurance broker aim to provide modern, cost-effective and flexible products, with customized solutions and concepts suiting each individual need – all backed by professional, fast and non-bureaucratic claims and underwriting services worldwide.

CONTRACT LOGISTICS

- **Warehouse Management.** Kuehne + Nagel offers for warehousing needs the right solution. With our global network of shared and dedicated warehouses we can ensure that your products are stored where they need to be. Consistently high quality levels, scalability and moderate capital investments are further characteristics of Kuehne + Nagel's warehouse solutions.
- **Distribution.** Our non-asset-based model assures the right solution is based on your needs, not ours. Strategic alliances with leading Mexican providers of overland transportation services enable Kuehne + Nagel to offer a single-source overland transportation solution for full truck loads, small packages and less-than-truckload shipments, supporting on network design and optimization.

ABOUT KUEHNE + NAGEL

With over 61,500 employees at 900 locations in more than 100 countries, the Kuehne + Nagel Group is one of the world's leading logistics companies. Its strong market position lies in the seafreight, airfreight, contract logistics and overland businesses, with a clear focus on providing IT-based lead logistics and supply chain management services.