Invest in the future

Straight forward

Passionately commited

Challenge the status quo

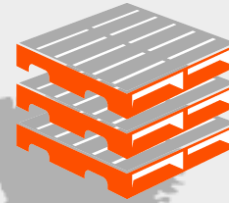Nedcargo

Wasteless Supply Chain

FFF2019
Freight Forwarders Forum

840 employees

32.000 Food & Beverage sku in storage

220.600 more than pallets in storage

30.000.000 consumers

Delivery 15.000 addresses

600.000.000 Euro's excise py

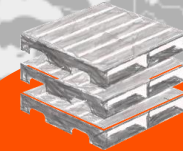Daily deliveries to retail & wholesale

Multi client warehousing

14.000.000 km transport by road

3.000.000 pallets & containers

Import & export 130 countries

Who needs a forwarder in 2030?

- Webservices, API's
  - Feed ERP systems
  - Replaces EDI
  - Costs are transparent
  - Replace need of human interaction
  - Give Track & Trace information
- Blockchain technology manages
  - Customs
  - Supply Chain Finance
  - Payments

But…

- Do we trust Facebook over a bank?

- Will countries ever agree about Blockchain standardization?

- Costs saving not using a forwarder is limited:
  - Average transport costs 10% of total product
  - Forwarder's average margin 10%
  - Cost savings <1%
  - And services need to be done….

- Manage Quality by experience

And... Forwarders can use new technology to add value

- Manage Supply Chain Finance

- Manage quality of suppliers

- Give insight in supply chain costs

- Fulfilment center, take over:
  - Order intake
  - Invoicing
  - Dunning, payments etc

- Pick-up the phone if needed...

- **The business model definitely will change!**

Thanks

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