



GEFCO MIDDLE EAST

VALUE IS CREATED
VIA COOPERATION

Automotive
LOGISTICS
MIDDLE EAST &
NORTH AFRICA



Partners, unlimited

Index

1. OVERVIEW
2. CHALLENGES AND SOLUTIONS FOR A PERFECT LOGISTICS: UAE CASE
3. CHALLENGES AND SOLUTIONS FOR A PERFECT LOGISTICS: KSA CASES
4. INNOVATION & TECHNOLOGY



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1

OVERVIEW



GEFCO GROUP

4.6

Billion Turnover

15,000

Employees

Middle East

15

Countries

290

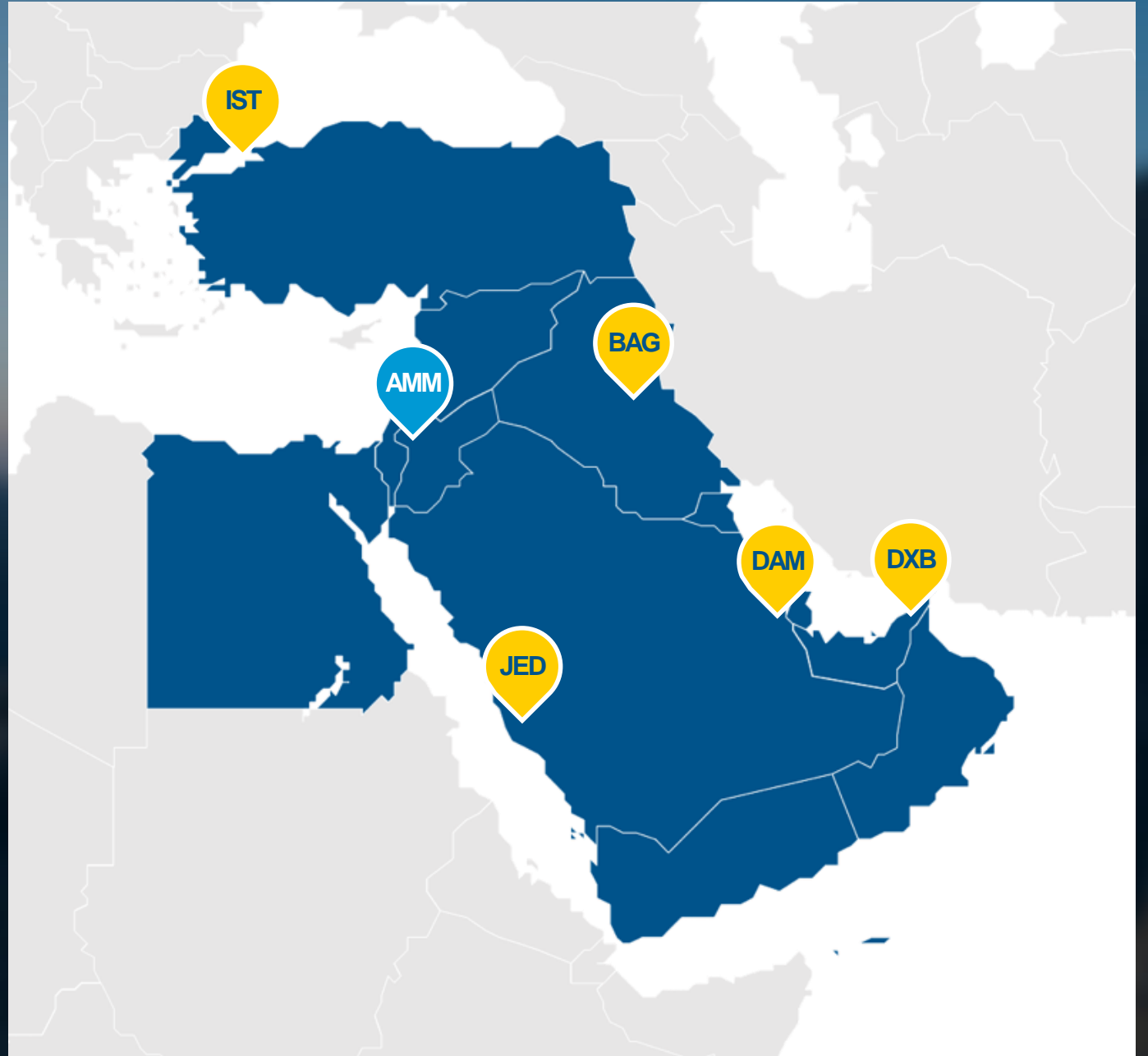
Employees

Regional Head Office
Turkey

ALS
JV in KSA



GEFCO Middle East



Finished Vehicle Logistics

Multimodal transportation of finished vehicles **from plants to customer** (and back)

End-to-end solutions

Added-value services

Integrator, operator & fleet manager services

113 compounds

Integrated Logistics Solutions

Overland & Contract Logistics

Management of transport flows, as well as **reverse logistics** for various industries

Full- & part- load transport and **customized time-critical solutions**

Network of **133 agencies**

Air & Sea

Air, sea & rail freight forwarding solutions

TCS (time critical solutions)

IPC (industrial project cargo)

Event & project logistics

185 offices

Industrial Services

Packaging, flow optimization, planning & monitoring

Light assembly services

Deep integration into clients' production process

2

Challenges and solutions for a perfect logistics UAE CASES



HOW TO REACH IRAQ

CHALLENGES

Main challenges

- Timing
- Security
- Multiple stocks
- Documentation
- Hidden charges
- Fragmented service providers
- Liability

Multiple routes

Option A
via Turkey

Option B
via Jordan

Option C
via Dubai

Option D
direct call



ROUTE TO IRAQ

GEFCO MULTIPLE SOLUTIONS

Hub in Dubai

- Storage in Dubai
- Flexible solution in multi-user facility
- Free Zone benefits

Documentation handling

- Customs clearance in all borders
- Certificates and legalizations
- End-to-end solution with GEFCO offices at origin and destination

Multiple routes

Option A

- ROAD transportation from Dubai to Baghdad via Kuwait
- 6 days lead time door to door

Option B

- SEA freight from Dubai Jebel Ali port to Umm Qasr port
- 6 days lead time door to door

Option C

- SEA freight from Dubai Jebel Ali port to Mersin port
- ROAD transportation from Mersin port to Kurdistan
- 14 days lead time door to door



DKD/CKD SOLUTION

GEFCO services

- **Dismantling and packaging up parts of a vehicle** for shipment to other assembly plants
- **Custom packaging design** for spare parts and frame for the body by selecting the right material
- **Sea worthy packing** for optimal fastening and protection of parts, cardboard, foam, plastic



3

Challenges and solutions for a perfect logistics
KSA CASES



ALS

ARABIAN LOGISTICS SOLUTION

JV partnership in KSA

for Automotive Logistics
Services

GEFCO
expertise
and international
network along with
Almajdouie
capabilities
in KSA for a unique
solution

Outsourcing
by multi-user
FVL company is
**a big
innovation
in KSA!**

A GREAT SYNERGY TO FACE CHALLENGES

- GEFCO successful penetration in Saudi market
- Important reduction of logistics costs for MLC and Quality Standards improvement
- Presence in the market of a neutral player expert in logistics services for Automotive



ALS

THE FIRST INTEGRATED FLV COMPANY IN KSA

Current operations

- Based in Dammam, KSA
- Operation in whole KSA
- Customer
Importer of Hyundai and Changan in KSA
- Dammam
350,000 sqm yard
expandable to 500,000 sqm
- Jeddah
Yard of 100,000 sqm
- PDI facility
- Custom Clearance
in house
- Transportation services
inbound & outbound

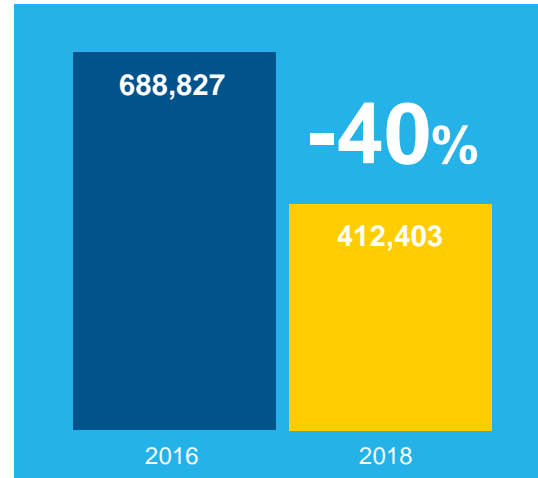


WHY THE OUTSOURCED MODEL?



Supply chain optimization

- Improvements of Lead times
- Quality Standard implementation
- **Supply chain engineering**



Cost efficiency

- Full visibility of logistics costs
- **Clear responsibility for damages/claims**
- Flexibility and variable cost structure



Reliability & quality of service

- **Strong expertise in the automotive business**
- Respect of vehicles security, integrity and lead times
- Value added services



Visibility

- Full set of KPI's
- **Full visibility of the supply chain**
- IT dedicated solutions

4

INNOVATION & TECHNOLOGY

Automotive
LOGISTICS
MIDDLE EAST &
NORTH AFRICA



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AUTOMOTIVE

THE GAME IS CHANGING...

Logistics stakes

**Digital
revolution**

37%
of people are
**ready to buy
a car online**

**New
business
models**

35%
of used cars
transactions
are **B2B2C**

**New
mobility
experience**

x3
car sharing
user by 2020

GEFCO develops a **smart, mobile, scalable & collaborative** “PHYGITAL” solution to fulfill your **customers experience** & to ease the use/management of the car

MOVEECAR

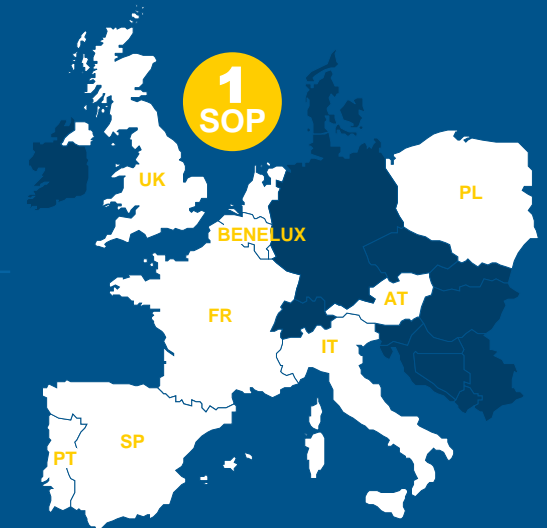


400K
used car operated
in 2018

32
compounds

**Strong
buying
power**
in Finished
Vehicles Logistics
transporation

22
workshops



TECHNOLOGY

MOVEECAR INNOVATIVE OFFER



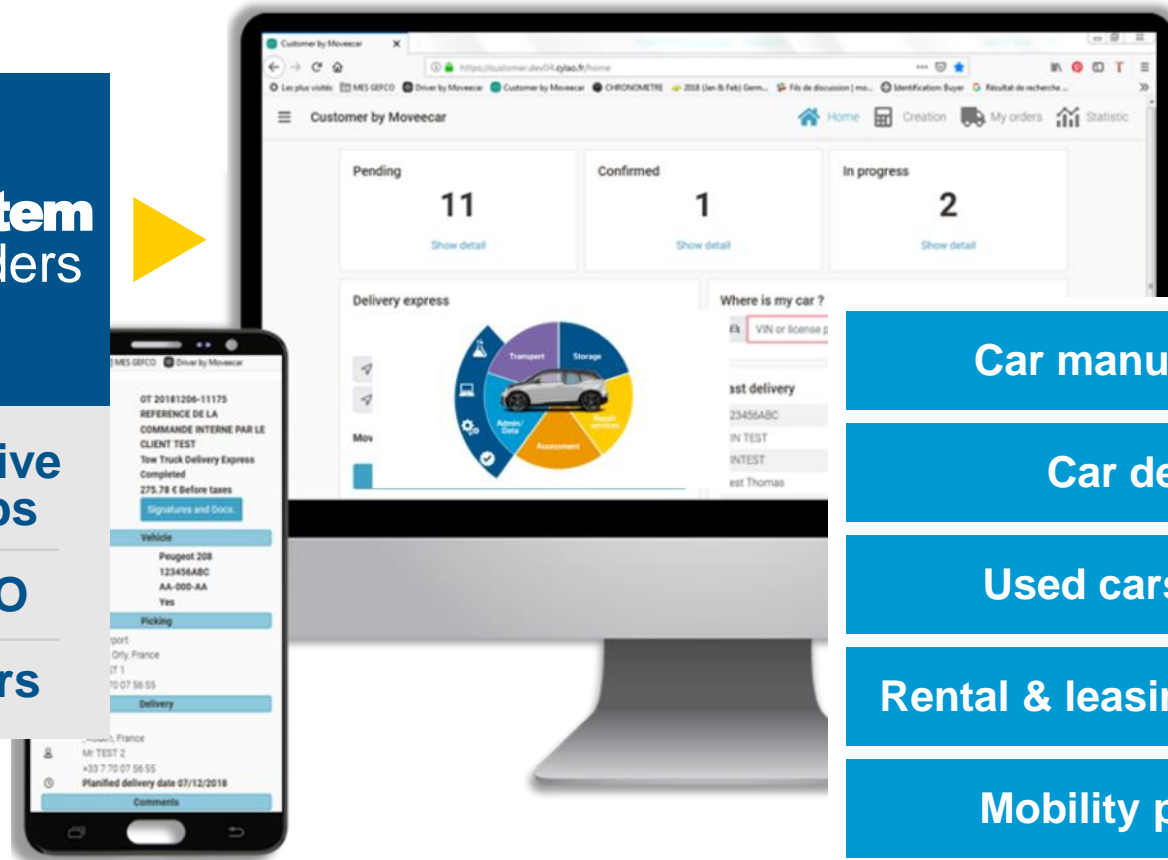
- Moveecar is a GEFCO subsidiary in charge of providing digital services for Automotive logistics
- Moveecar is one single platform to deal with:
 - compounds management
 - vehicles transportation management from factories to dealers
 - vehicles preparation and transformation
 - used cars services: remarketing process

Ecosystem
of providers

Innovative startups

GEFCO

Partners



Car manufacturers

Car dealers

Used cars traders

Rental & leasing companies

Mobility providers