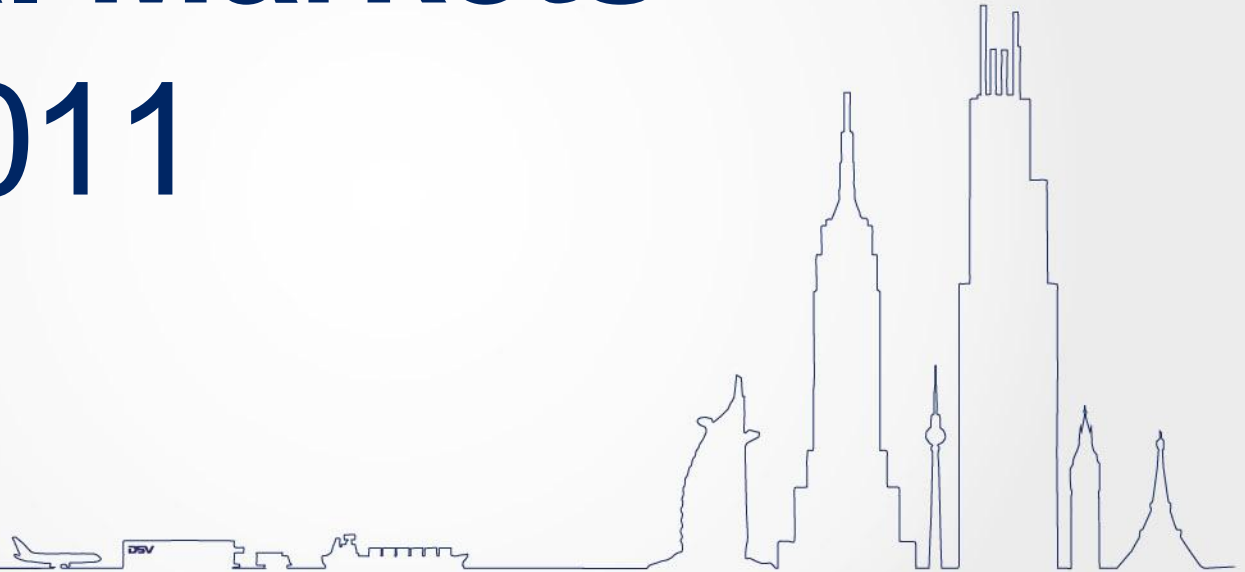


# Capital Markets Day 2011

Meet DSV  
in Action



**The terminal in Horsens – and the services  
Division Manager Michael Dal, DSV Road A/S**

Capital Markets Day  
6 September 2011

**DSV**

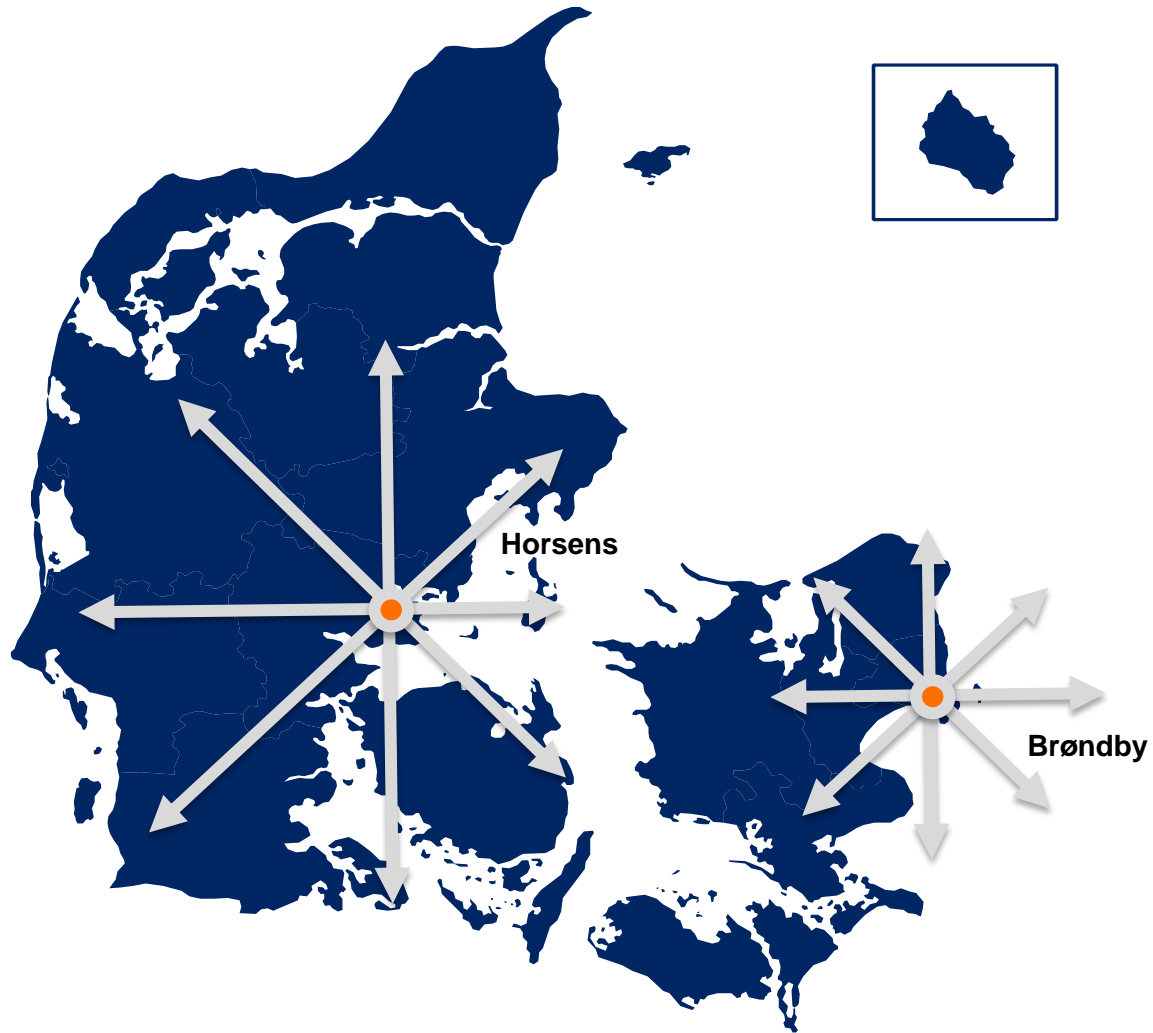
# Agenda

1. Terminals in Denmark
2. Horsens Terminal – facts and figures
3. The services in Horsens
4. Typical work flow for a Road shipment
5. Q&A

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# Terminals in Denmark



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# Terminal in Horsens – facts and figures

- 11,000 m2 offices
- 32,500 m2 cross-dock terminal
- 31,000 m2 logistics warehouse
- + 500 employees
- + 10,000 consignments handled every day
- More than 200 daily departures to destinations in all major industrial areas in Europe
- + 600 trucks loaded/unloaded every day



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# The terminal in Horsens – background

- 11 smaller DSV terminals have been consolidated into one unit
- All divisions present at the same location
- Geographic location perfect for covering Western Denmark
- Business process optimisation supported by IT tools is an important part of the story

## Productivity and efficiency is key

- Economies of scale – larger and fewer terminals and logistic facilities are the way forward
- Leverage on uniform and stringent input from customers/subcontractors
  - More than 95% of all shipments in Horsens are booked electronically
  - Data are reused in all IT systems enabling more work flow automation
- Utilise the facilities outside traditional peak hours (morning and late afternoon)
  - Night distribution
  - Handling of sea- and airfreight during the day

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# The services in Horsens

## Road – national and international

- Groupage
    - Shipments up to 1,500 kg – as a main rule
    - Domestic and cross-border delivery within 24-48 hours
    - Delivery within one to five days all over Europe
    - High frequency
    - Short transit time
    - International (40%) approx. 4,000 consignments
    - Domestic (60%) approx. 6,000 consignments
  - Part loads
  - Full loads
- } Not via terminal

## Sea

- LCL (Less than Container Load) – pickup, consolidation, distribution
- FCL (Full Container Load)– loading, unloading, distribution



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# The services in Horsens

## Air

- Consolidation of cargo – building of ULD (unit loading device)
- Pickup and distribution of cargo
- The terminal meets strict airfreight security regulations

## Projects

- Separate department handles project-related transport services
- Certified to handle MOD (Military of Defence) business

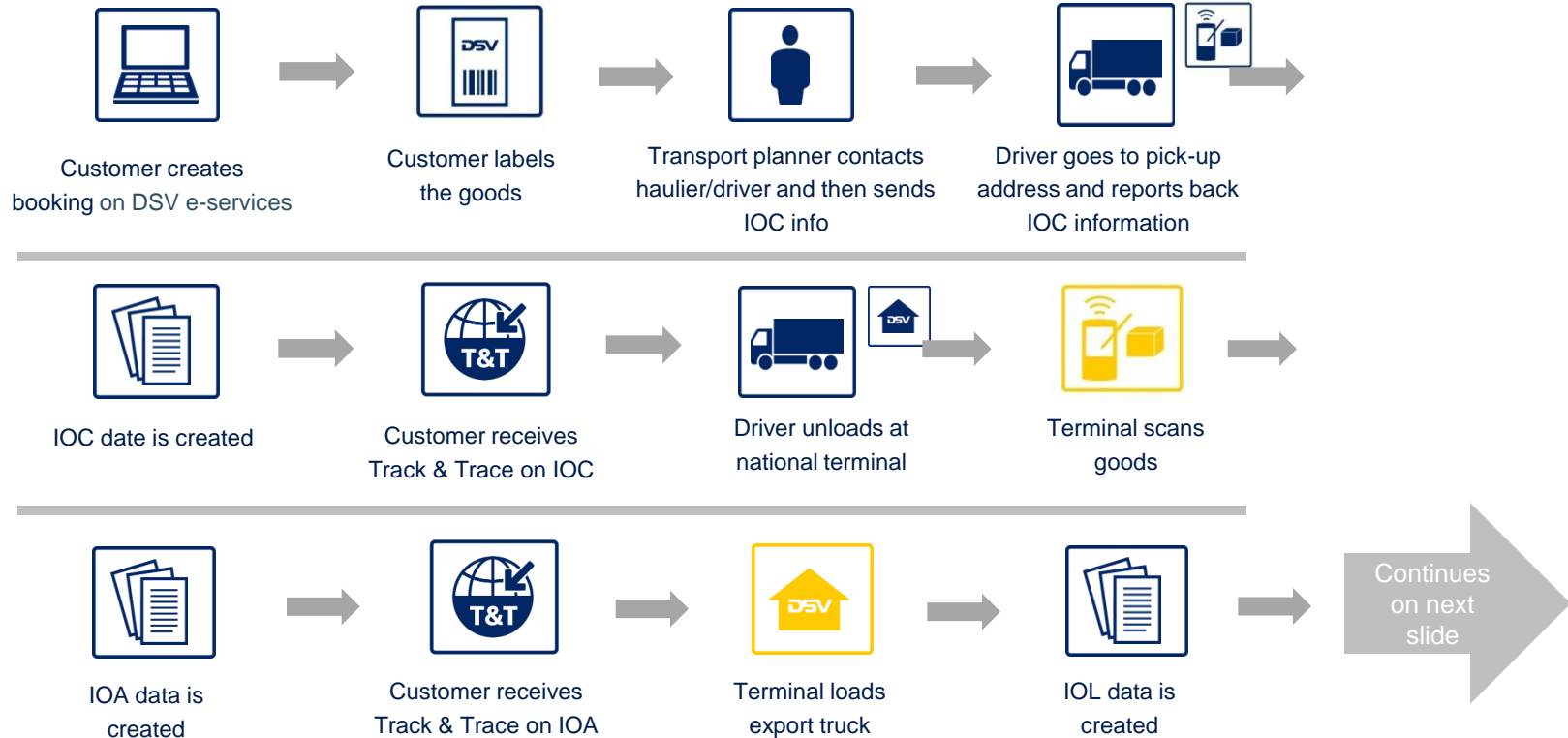
## Solutions

- 31,000 m2 high-end warehousing
- Close cooperation with Road and Air & Sea
- Short lead-time (time to market)

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# Work flow in Road – Groupage (via terminal) – 1/2



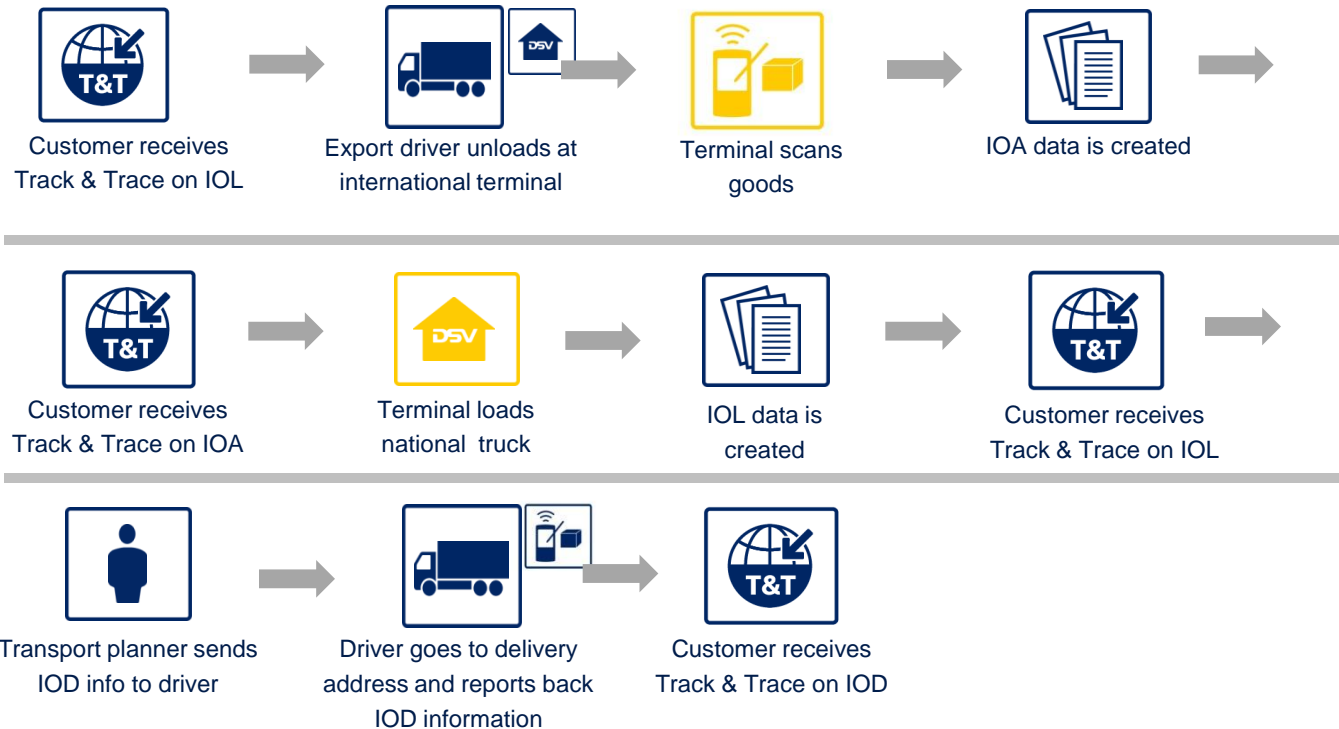
**IOC** = Information of Delivery, **IOL** = Information of Leave scan, **IOA** = Information of Arrival scan

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# Work flow in Road – Groupage (via terminal) – 2/2

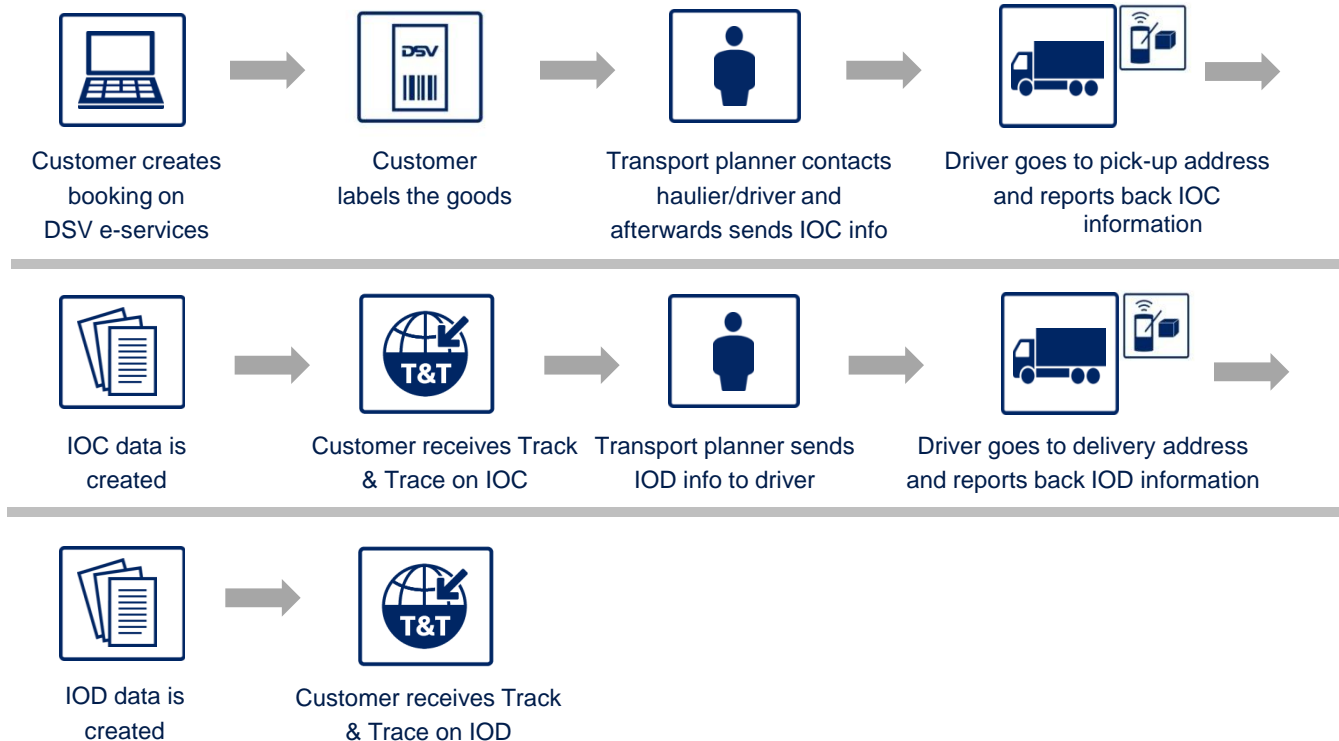


**IOC** = Information of Delivery, **IOL** = Information of Leave scan, **IOA** = Information of Arrival scan

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# Work flow in Road – full and part load (Door – Door)



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# Q&A



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