



Philosophy of Tomorrow: Mindset Changing towards Green

The Global Lead Logistics Provider



Christoph Thünemann
ECR Baltic Form - October 2009



To rely on assured Supply Chain - like an automated Water Supply ...

The Global Lead Logistics Provider



“As demand arises at the customers....

... supply turns on and off automatically, ...

... but the point of sales need not to care where the goods come from!”

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Years of experience

October 2009

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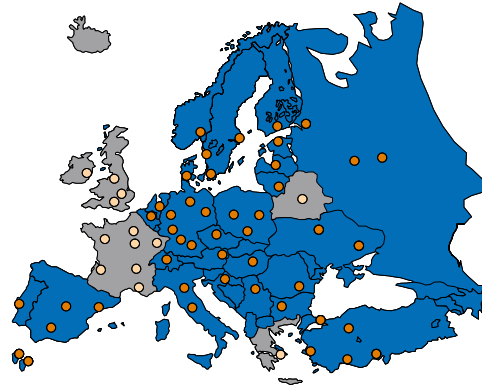
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... we are integrated in Supply Chains across Europe ...

The Global Lead Logistics Provider

- 32 European Countries served
- 43 Distribution Centers
- 561 Own Trucks
- 4,799 Employees
- 5,755 Delivery Points
(incl. 4,160 McDonald's Restaurants)
- 3,3 bn € Sales (incl. goods)



708.896

Deliveries per year

- HAVI Logistics Distribution Center
- Partner Company Distribution Center

October 2009

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Status: 12/08



... of Strategic Customer groups!

The Global Lead Logistics Provider

3
Customer groups
1
concept

Food Service Chains

Convenience



Restaurants



Catering



Selected customers

October 2009

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The HAVI Logistics Guideline to Corporate Culture is our green basis.

High priority in terms of our:

- Cultural beHAVIour &
- Environmental Awareness and
- Sustainability communications



First European logistics company with
ISO 14001 certification &
Eco Management and Audit Scheme (EMAS)
validation.



since 2000

Latest news:
planning of a European wide
environmental certification

HAVI LOGISTICS CONVERTS ITS VEHICLE FLEET TO AME BIOFUEL

PUTTING USED COOKING OIL IN THE TANK

In Austria we've been filling up the tank with it since 2002. Now our companies in Germany, Hungary and Sweden are following this lead. We're talking about AME (acid methyl ester), a biodiesel manufactured from used cooking oil. The oil used to make French fries for example ends up in the tanks of our trucks, where it makes a huge contribution to fighting global warming.

**WIR FAHREN
MIT BIODIESEL**



since 2000

Today 35% of the total
consumption consists
of renewable fuels

CO₂ for cooling units = CO₂ neutral cooling

- practically silent
- extremely fast cooling of the loading spaces
- long lifetime of cooling aggregates,
- minimal maintenance costs for the aggregates
- no FCHCs / FHCs as coolants

Frigoblock – Generator technique cooling

- 50% higher “cold achievement” at – 20°C
- 600 kg weight reduction
- 50% less fuel consumption
- 50% reduction of maintenance
- Significant noise reduction
- Saving potential lifetime cost – 25%



INTERMODAL TRANSPORT: OUR KEY TO SUSTAINABLE LOGISTICS

For intermodal transport, HAVI Logistics has developed a unique solution. The combination of rail and road transport offers the most sustainable and cost-effective way to transport goods across Europe.

Advantages:

- Reduced CO₂ emissions
- Lower fuel consumption
- Reduced maintenance costs
- Increased capacity
- Faster transit times
- Reduced risk of damage
- Lower overall costs

Train - truck: a winning combination

At HAVI Logistics, we combine the strengths of rail and road transport to create a sustainable and cost-effective solution for your business. Our intermodal transport services offer the best of both worlds: the reliability and capacity of rail, combined with the flexibility and speed of road transport.

Advantages:

- Reduced CO₂ emissions
- Lower fuel consumption
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- Increased capacity
- Faster transit times
- Reduced risk of damage
- Lower overall costs

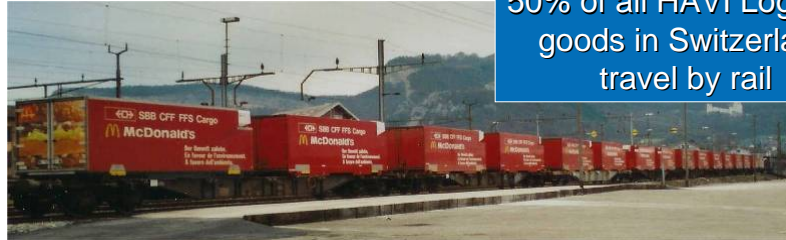
HAVI Logistics Switzerland: Mobiler (Rail & Road)



Am Güterbahnhof in Köln wird unser Anhänger ...

... per Kran auf die Bahn verladen ...

... und über die Schienen nach Italien transportiert.



50% of all H&A VI Logistics goods in Switzerland travel by rail

H&A VI Logistics truck with Mobiler and Container stops along the side of the railway car.

The Container is lifted and pushed onto the railway car.

The Container is placed on the railway car.



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- Powered with natural gas
 - Corresponding with biogas currently produced from McDonald's "waste"
- Compliance with strict exhaust emission standards for a EEV
 - ✓ Over-complies the new Euro 5 exhaust standard
- Reduction of:
 - ✓ 25 % CO₂ emissions (Natural gas used)
 - ✓ 90 % CO₂ emissions (Biogas used)
 - ✓ 98 % soot particles (Compared to diesel engine with particle filter)
- Perfect combination of environmental friendly **rail and road distribution** like in Genève region / Switzerland



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Advantages of the HAVI Logistics

EuroCombi & 2 level truck

In comparison to standard trucks:

- Transportation of over **50% / 30%** more volume per kilometer
- Reduction of the density of goods traffic on the roads
- Possibility of reduction of transport cost of about **25%**
- Reduction of CO₂ emissions



- ✓ Euro 5 engines
- ✓ State of the art insulation
- ✓ Frigoblock generator cooling
- ✓ Low fuel consumption

Route Planning

- Fluctuation of volumes
- Special route plans (holidays)
- **Exact & efficient calculation of different scenarios**
- Short-term order (-changes)
- Integration of new stops

Telematics

Objectives	Measures
Costs & Env. <ul style="list-style-type: none"> • Reduce km driven • Reduce drivers hours • Reduce fuel consumption 	(act/plan comparisons) (act/plan comparisons) (analyzing truck data)

Company car policy

Definition of maximum CO₂ value per company car category

Field Service cars – EConetic

Best-in-class CO₂ emissions for conventional power train technology of just 115 grams (g) per km



“People transport”

Electric powered for “flexible“ employees
Environmental friendly “people transport” to new DC location in the Netherlands



- Environmental friendly cooling liquids: e.g. Ammonia

NH₃

- Dehumidifier

ensures that the cooling aggregates in the deep-freeze store does **not ice up**

- At the same time fulfill all HACCP-guidelines in a more **energy-saving** manner





IN OSUNA WE GET THE ENERGY FOR OUR DEEP-FREEZE STORES FROM THE SUN

PHOTOVOLTAICS - FREEZE WITH THE SUN

Photovoltaic technology is an environmentally-friendly alternative for generating electricity. First of all Spain with more than 2,500 hours of sunshine every year, is one of the best places for harvesting energy using solar panels. As an especially environmentally-friendly company that acts sustainably, HAVI Logistics naturally adopted this eco-innovation. At the end of 2008 the corner stone was laid for a photovoltaic system to be installed on the roof of our Distribution Center in the Spanish town of Osuna.

- **HAVI Logistics Environmental Services b.v.** total recycling services for customers in Netherlands & Belgium since 1993

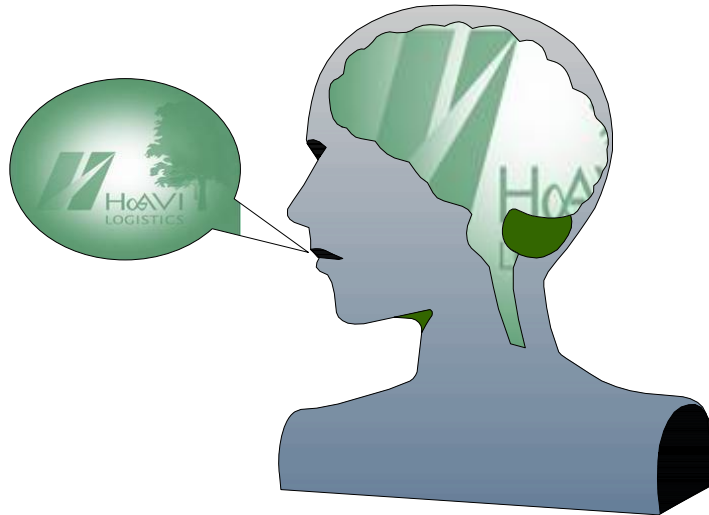


- Recycling services in all other European countries, e.g. Baltic's:
 - Glass bottles
 - Plastic & PET (bottles)
 - Cardboard



- **HAVI Logistics Germany & VEOLIA** waste management concept for 1.300 McDonald's Restaurants in Germany





“Constant Strengths – Active Improvement”
HA VI Logistics
Employee survey 2009

Greatest Strengths

- Customer orientation and service quality
- **Social responsibility, environmental protection**
- Work security / health protection
- Tidiness and cleanliness

- “**Green Teams**” are established in various DC – direct contact
- National and international **employee newspapers / -letters** with green section
- **Blackboards** “Green Teams”
- **Intranet** with green sections – English and translation in various languages
- Environmental **posters**



- **Green tips** – for job and at home
- **Environmental quiz**
 - Implement environmental topics as part of daily business life
 - Attractive for employee
 - to use good ideas at home
 - win nice prizes
- Regularly **environmental trainings** e.g. new employees training, monthly team meetings, etc.
- **Green objectives** (in line with EMAS targets)

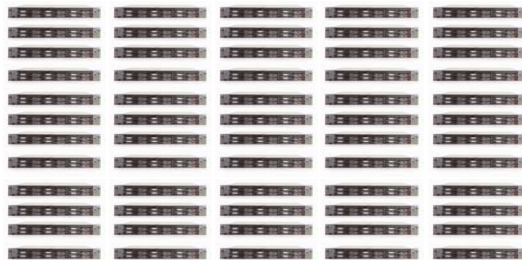


Welcome information & Customer service handout for customer outlets will be offered in digital form:

- USB stick for starter package
- WebLog – our web-based ordering and information tool



Electronic invoicing
Frontrunner. Latvia & Lithuania



150 DL380 Servers

are consolidated to

6 DL585 Servers

We avoid the CO₂ emission of:

33,06 kg per hour

793,56 kg per day

23.806,80 kg per month

285,68 tons per year

- E-Mail “claim”
IT'S EASY TO BE GREEN:
Protect the environment, think before printing.
- Extensive use of **A-lex – The HA VI Logistics virtual lexicon:** central information storage & reduction of print outs
- Extensive internal promotion of **virtual meeting** opportunities (net meetings)
- **Virtual** classroom for international **training** (avoid travel cost & km)



Avoid

Reduce

Recycle

Avoid

The **HAVI Logistics environmental mug** for every employee:

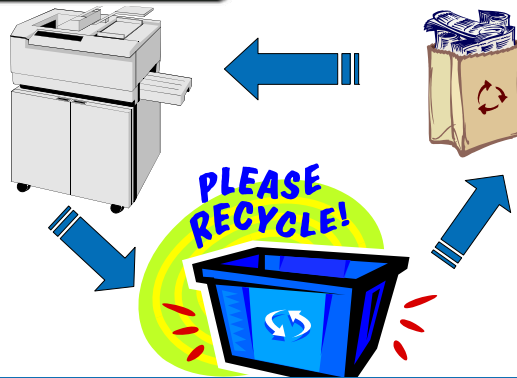
- less paper
- less plastic
- creating awareness



Reduce



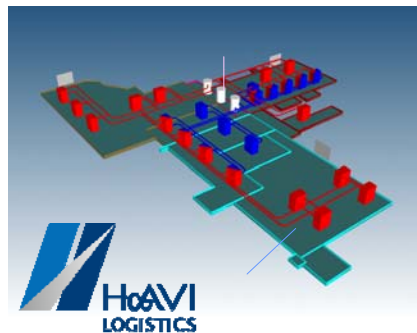
Recycle



Paper-Recycling

and use of environmental friendly business papers

Recycle



Also for
HAVI
Logistics
HQ



Energy recycling through Heat Recovery Systems

Solid basis for environmental management.

Main focus on the following environmental key figures:

- Energy consumption
- CO2 emission

Key figure definitions and calculation scheme

Key figure	Unit	Calculation	Scope of calculation	Calculation scheme	Calculation scheme	Calculation scheme	Calculation scheme
Environmental key figures							
1.001	Energy consumption	Energy consumption (kWh) / (Weight (kg) * Distance (km))	Weighted average of all energy consumption (kWh) for all vehicles and modes of transport	Weighted average of all energy consumption (kWh) for all vehicles and modes of transport	Weighted average of all energy consumption (kWh) for all vehicles and modes of transport	Weighted average of all energy consumption (kWh) for all vehicles and modes of transport	Weighted average of all energy consumption (kWh) for all vehicles and modes of transport
1.002	CO2 emission	CO2 emission (kg) / (Weight (kg) * Distance (km))	Weighted average of all CO2 emission (kg) for all vehicles and modes of transport	Weighted average of all CO2 emission (kg) for all vehicles and modes of transport	Weighted average of all CO2 emission (kg) for all vehicles and modes of transport	Weighted average of all CO2 emission (kg) for all vehicles and modes of transport	Weighted average of all CO2 emission (kg) for all vehicles and modes of transport

The overall objective is **employee motivation** as well as **encouraging desired behavior of employees** based on given regularly **driver trainings**

Decrease Fuel Consumption	✓
CO2 Efficiency	✓
Increase of safety	✓
Employee Retention	✓
Customer Satisfaction	✓
Identification of training needs	✓

Latest green News!

Recipient (saving split):
 - Drivers (group) 1/3
 (phase II: individual driver)
 - DC 1/3
 (other employees)
 - Company 1/3

Type of incentive (for driver):
 - Cash or goods

- **Innovations** in the field of Environmental activities
- Fulfillment of customer **expectations and targets**
- being recognized as environmental **pace setter** in the logistics industry

Be **Pacemaker**
"IT'S EASY TO BE GREEN"

Please get further information

www.havi-logistics.com

and in our brochure:

IT'S EASY TO BE GREEN



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