

SGL Europe Logistic Services

Navigating your future

Sumitomo Global Logistics offers logistics solutions and business innovations to suit our customers' needs.



Sumitomo Corporation Group Company

We are :

- a member of the Sumitomo family with offices in Europe, Asia and U.S.A.

Handling Volume in 2008:

- 15,000 TEU + 50,000 Freight Tonnes

Financial Flash Report in 2008:

- Annual Turnover: € 31 millions
- Equity: € 1 million



< SGL Group Global Network >

Our global network consists of agents worldwide and our own offices in :

Asia

Sumisho-Global-Logistics (Japan)
Shanghai, Wuxi, Tianjing, Shenzhen,
Nanjing, Beijing, Hongkong, Thailand,
Vietnam, Indonesia, Philippine

Europe

SGL Europe GmbH
Düsseldorf (European HQ)
London

Czech Republic

U.S.A.

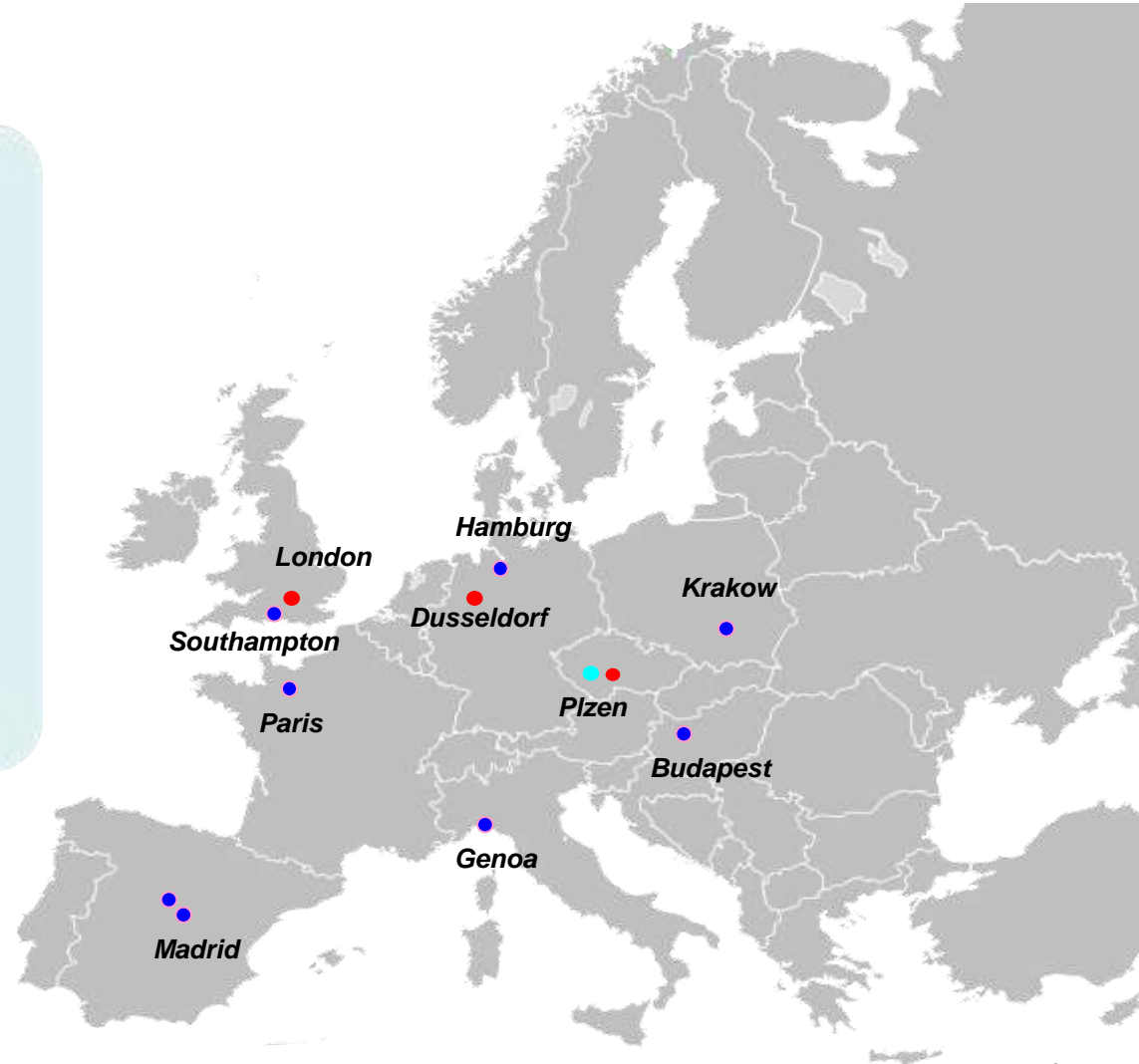
SGL (USA) Corporation
New York (HQ)
Los Angels
Seattle



< SGL Europe GmbH Activities >

SGL Europe GmbH is taking care of :

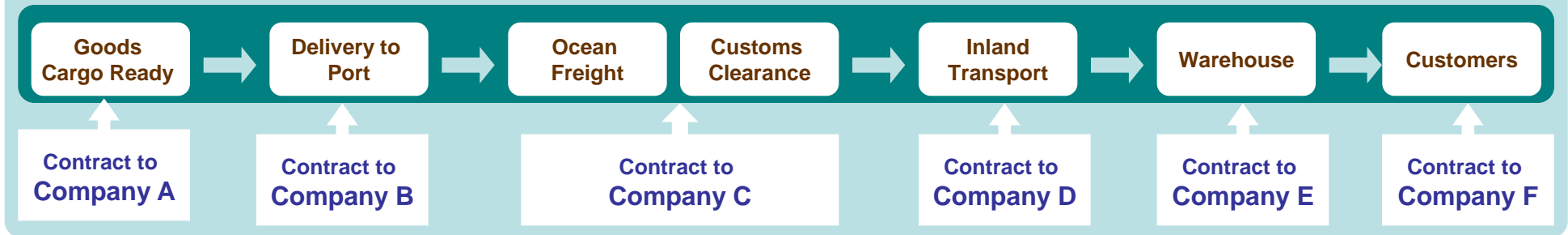
- European logistic services
- Import from / Export to Far East
- JIT operation with independent IT tool
- Parts procurement logistic operations



- Offices
- Warehouses
- Partners

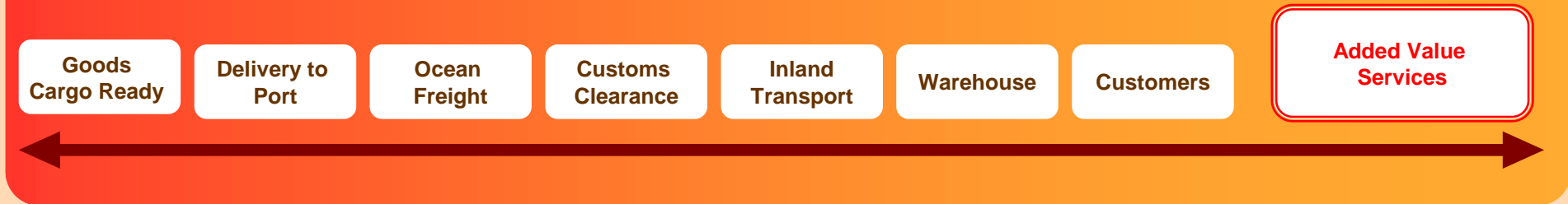
< Our strengths >

Existing multi vendor supplies



With our Services

Customers to benefit from SGL “ One Stop Shop ” Service



From goods collections to a completion of delivery,
 Reduced Administration and Improved communications

< Our Logistic Services >

Ocean Freight

Air Freight

Land Transport



**Consulting
&
Advising Services**

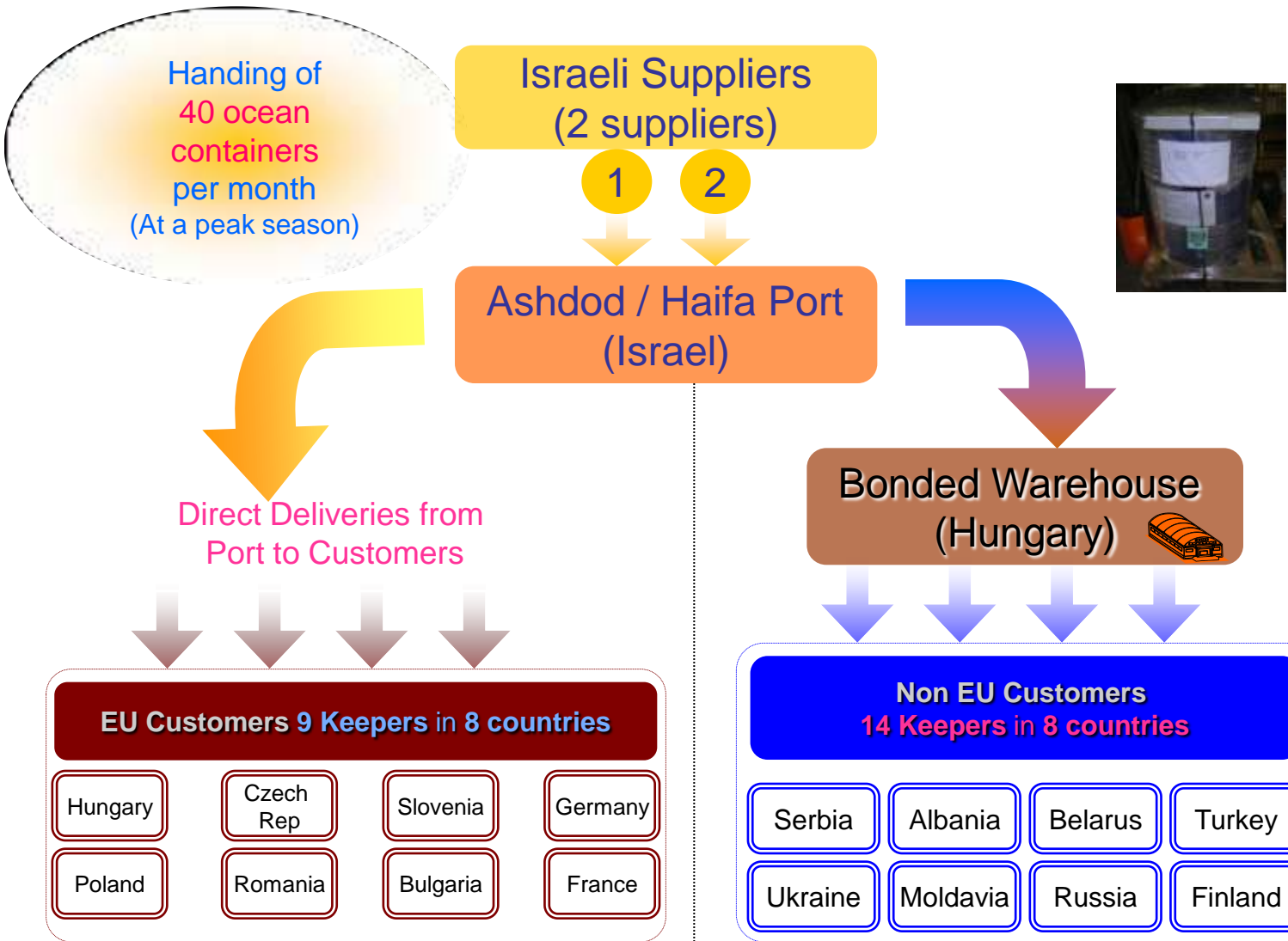


Additional services

**Supply Chain
Management**

**Value Engineering
&
Lean Logistics**

< Our Business Model 1 > Pan-European Agri-Chemical



SGL Services

- Ocean Freight
- Inland Haulage (Rail and Road)
- Handling of Dangerous goods
- Warehouse & Inventory Management
- JIT deliveries & Suppliers management

Customer's Benefits

- One Stop Shop Service

< Our Business Model 2 > Pan-European Beverage Distribution

Customer's Benefits

- Real time stock monitoring in our WMS
- One Stop Shop Service

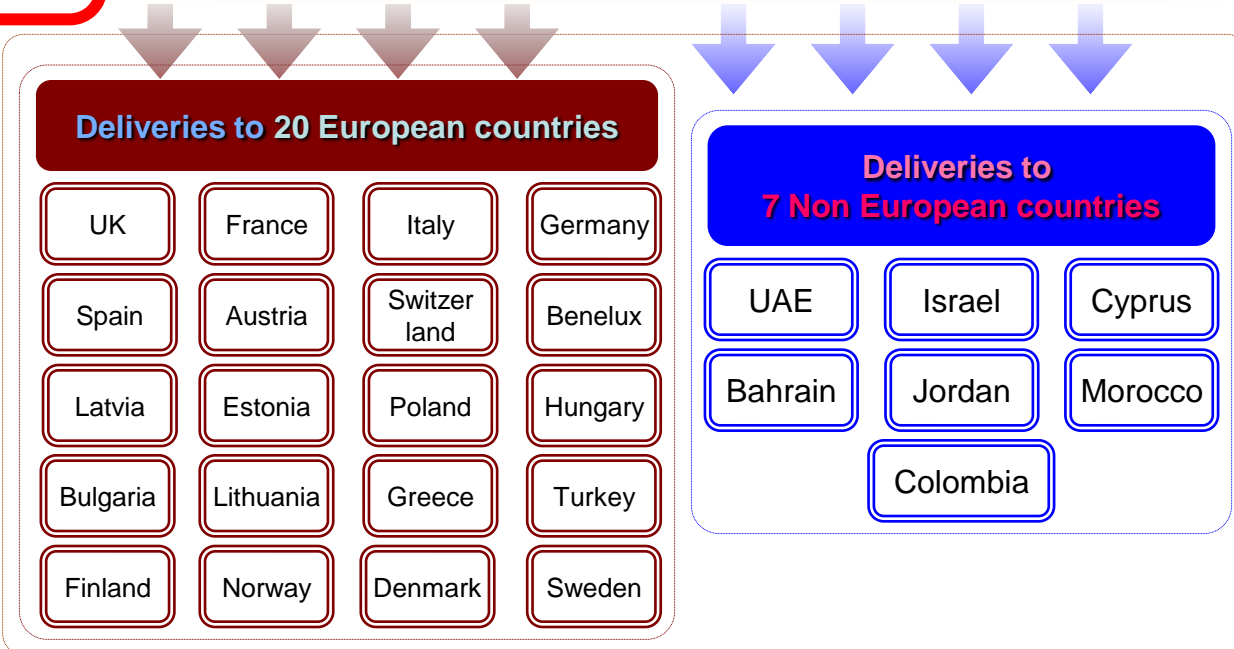
Beverage production in Czech Republic



Warehouse (Czech Republic)



We manage an average of 250 trailers of traffic per year.

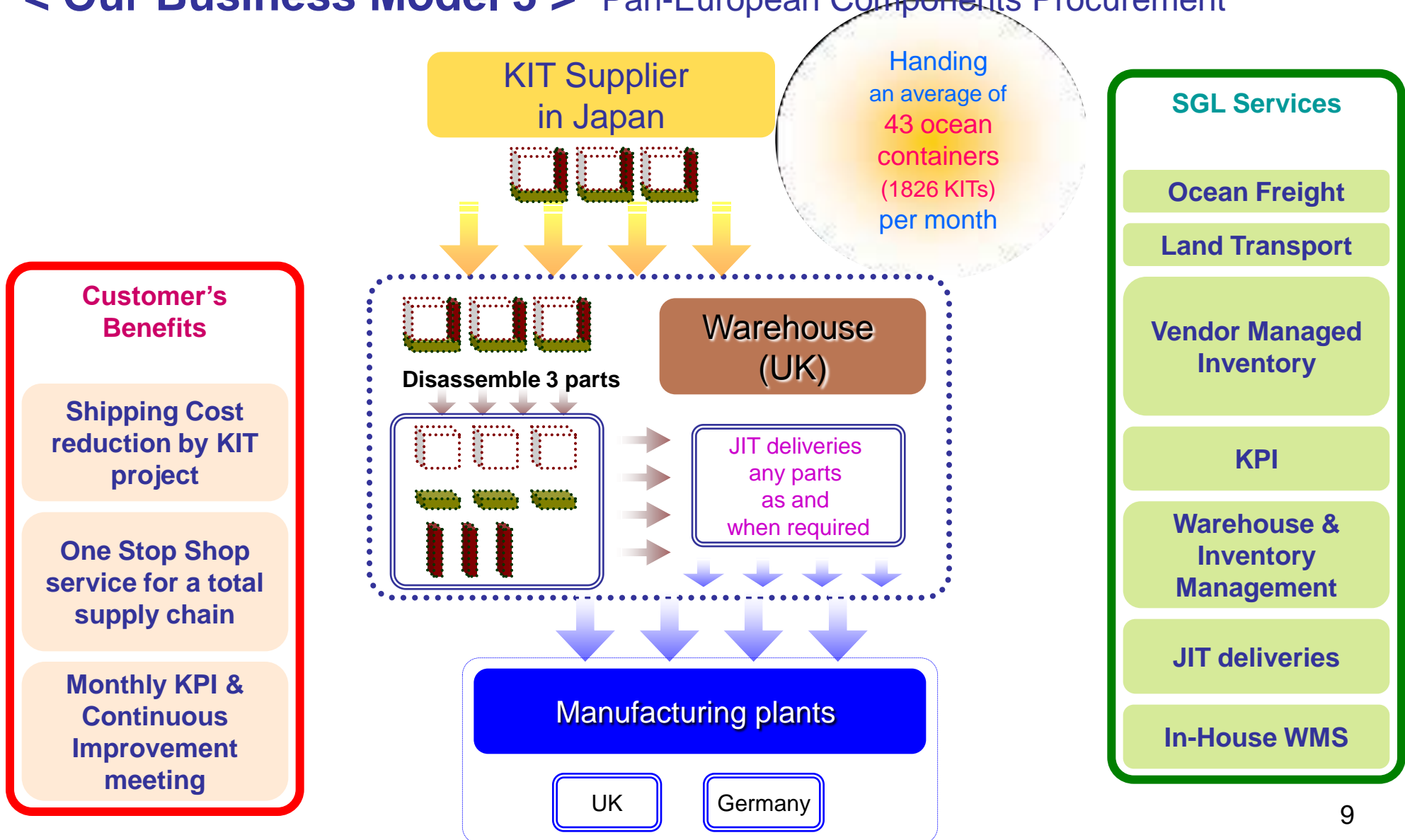


SGL Services

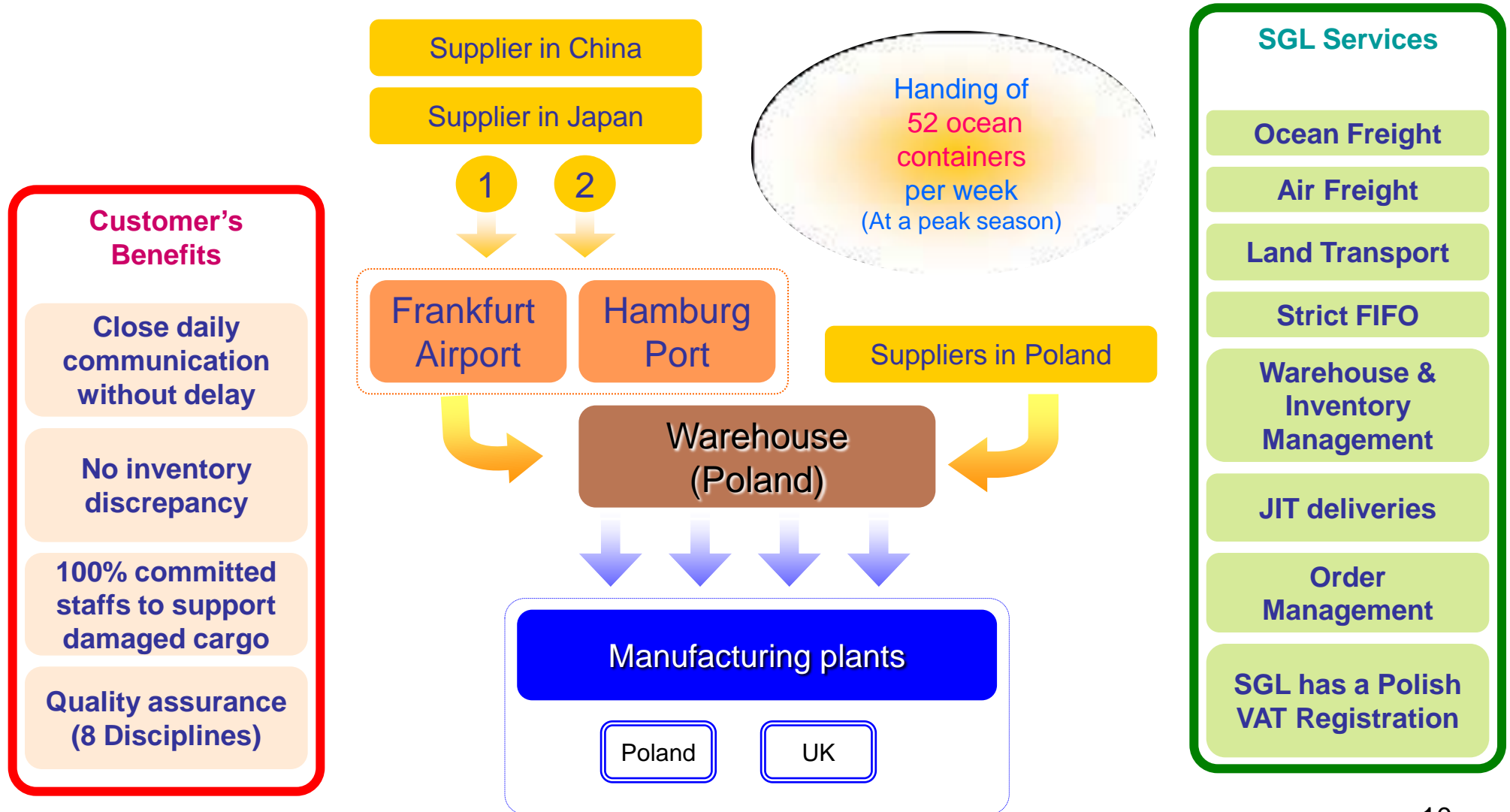
- Ocean Freight
- Air Freight
- Land Transport
- Warehouse & Inventory Management
- JIT deliveries
- In-House WMS



< Our Business Model 3 > Pan-European Components Procurement



< Our Business Model 4 > Electronic modules



< Our Business Model 5 > Our Czech Warehouse

Logistics Policy: Extended Production

Around 400 part numbers

1. Heijunka, Leveled activities at every process
2. Standard Operating Procedure
3. Synchronised Logistics with Production lines
4. Quality controlled by customer



Operation flow



< Our Business Model 5 > Our Czech Warehouse

Customer's Benefits

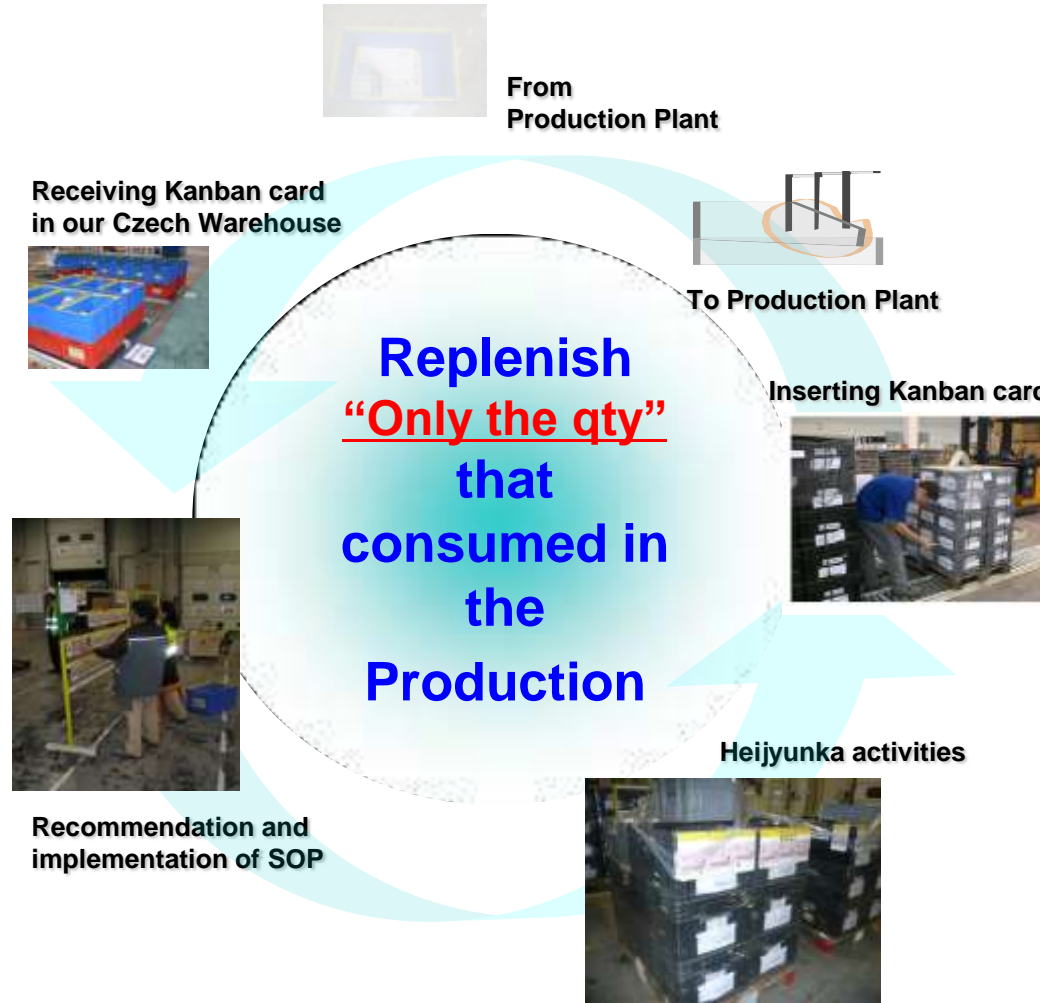
Production Stability

Reduced Inventory

Inventory Correctness

Greater Quality Management

Improved Information Management



SGL Services

Ocean Freight

Air Freight

Land Transport

Supplier management

Warehouse & Inventory Management

Heijunka

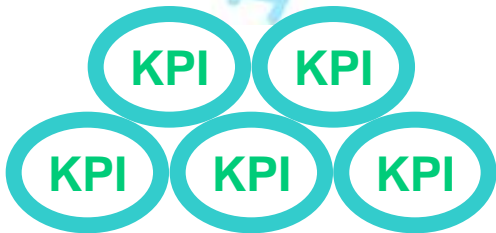
JIT deliveries

KANBAN management

In-House WMS

< Our Business Model 5 > Example of 2 way KPI discussions

Company's Goals & Objectives



Proposal of Reducing Lead Time

3. Shorten lead time of shuttle operation

Now, we are operating the shuttle as 1-10-1, and now planning with DDC's logistics to change it to 1-10-2, so that the lead time to be improved.

Operation schedule of our warehouse

Based on the below TO DO LIST, we agreed with DDC's logistics to start the new operation from 19 September 2008.

The lead time from MH receiving to shuttle dispatch which is currently 4-5 hours will be reduced to approx. 3 hours.

Proposal of Packaging Improvements

5. Proposal of packaging improvement (2)

We propose packaging improvement for reducing the risk of material damage. Here is the sample of our proposal against STEEL SHEET.

Proposal of packaging improvement for STEEL SHEET

Proposal of packaging for the improvement of LHM coils

Current packing style

After improvement style

The improvement project plan of P&G, the use of materials to improve the quality of LHM coils, and the improvement of the quality of LHM coils.

Continuous Improvement "KYT (Kiken Yochi Training)"

1. KYT (Kiken Yochi Training)

As you reported, we have created the KYT activity from last month. This would be the most useful thing. Please to check one operation about the proper safety operation, and only including good and also, avoidance of working point of view.

Proposal of Leveled Activities (Heijyunka)

1. Leveled receiving / Time slot setting

We have set the TIME SLOT for AMP / PER / DKR / SCE / ATP / ESSA / MIK / MAS.

We are now keeping a record of actual unloading time, and tracking the time difference between set time and actual time. We of course find that the delivery time is not so stable yet.

On the other hand, leveled receiving situation has been getting better comparing with the beginning of this year, and the lead time from truck arrival to the completion of QC has been reduced.

We are still standing on the starting phase, and have to analyze the record. We are planning to have review meeting with DDC's logistics and suppliers after a couple of month when we can check the actual record of a few months.

Customer's Benefits

Metrics to evaluate Company's long term goals

Monthly KPI & Continuous Improvement meeting

**We are here to
“ Support and Assist ”
our Customers’ Business activities**

We hope to start a new and long term partnership with you.

If there are any queries, please contact me

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We look forward to hearing from you soon.