



# Inventory Management Solutions

Introduction





# Agenda

## 01 Introductions & Overview

DSV IMS Introduction

## 02 DSV Panalpina

Global overview & Presence

## 03 IMS Business Models

VMI  
One Source  
Inventory sales



## IMS in a Brief

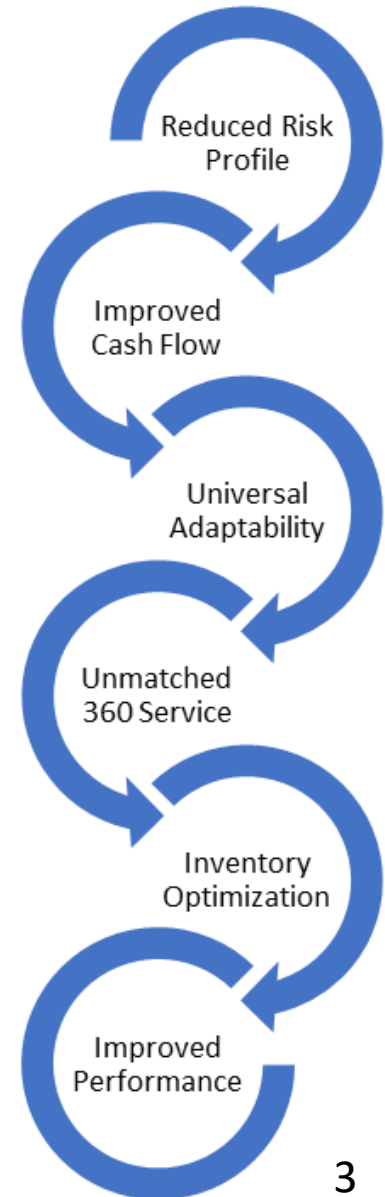
---

A fully owned subsidiary of DSV. Operation started in 2004 as a certified inventory management solutions provider focused on MRO (Maintenance Repair Operation).

DSV IMS provides a comprehensive vendor managed inventory (“VMI”) program that includes all MRO inventory planning, procurement, and financing.

Key value propositions are:

- Total cost reduction
- Reduce Complexity
- Increase efficiency
- Management focus on Core Business
- Comprehensive Service
- Increased Cash Flow



## DSV IMS in a snap-shot

30 CUSTOMERS  
GLOBALLY AND FROM  
6 INDUSTRIES

21,000 ORDER LINES  
FROM  
4,000 SUPPLIERS  
FROM  
68 COUNTRIES  
ON THE GLOBE

WE HAVE  
MORE THAN  
**12**  
OFFICES  
  
ALL OVER  
THE WORLD

.....Since.....

**2004**

**COMPANY**

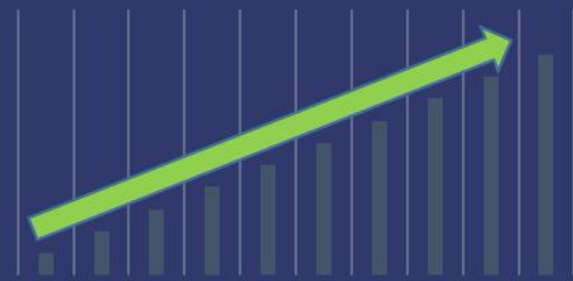
REVENUE OF ABOVE



MILLION  
**USD**



400% GROWTH  
IN THE PAST 5 YEARS



# What We Do

---

## Supply Chain Management Partners

- We work with advanced production facilities on supply chain and inventory management processes
- We help customers realize benefits and solutions around costs, cash flow, and operational challenges
- We work as a trusted advisor and a dedicated partner
- We are a transparent, single-source solution
- We always deliver a positive impact on processes, organization and the bottom line

# DSV Panalpina

## Global transport and logistics



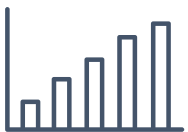
**55,000**  
Employees



**1,400**  
Offices and logistics  
facilities



**+80**  
Countries



**120**  
Billion DKK annual  
revenue



# DSV Panalpina

Fifth largest global freight forwarder

## Global operations



**55,000**  
Employees



**1,400**  
Offices and logistics facilities



**+80**  
Countries

## One company – three divisions



**Air & Sea**  
A global network



**Road**  
Overland transport in Europe, North America and South Africa



**Solutions**  
Contract logistics services worldwide

## DSV Panalpina



**Hedehusene, Denmark**  
Headquarters



**Nasdaq Copenhagen**  
No majority shareholder – 100% free float



**BBB+**  
Credit rating (S&P Global Ratings)



**Committed to being responsible**

Guided by  
**UN Global Compact & SDG**  
(Sustainable Development Goals)



## Main Business models

---



**01**  
**VMI**  
Vendor Managed  
Inventory

IMS main service model  
comprehensive service package -  
purchasing, sourcing, planning &  
financing



**02**  
**One Source**  
Super Supplier  
model

Advanced purchasing and  
sourcing. DSV IMS as a single  
source to all purchasing activity  
(no planning and financing)



**03**  
**Inv. Resale**  
Sale obsceneness  
Inventory

Selling excess and dead  
inventory for customers -  
revenues are generated upon  
success and as a percentage of  
the final price.



## VMI - Vendor Managed Inventory

---

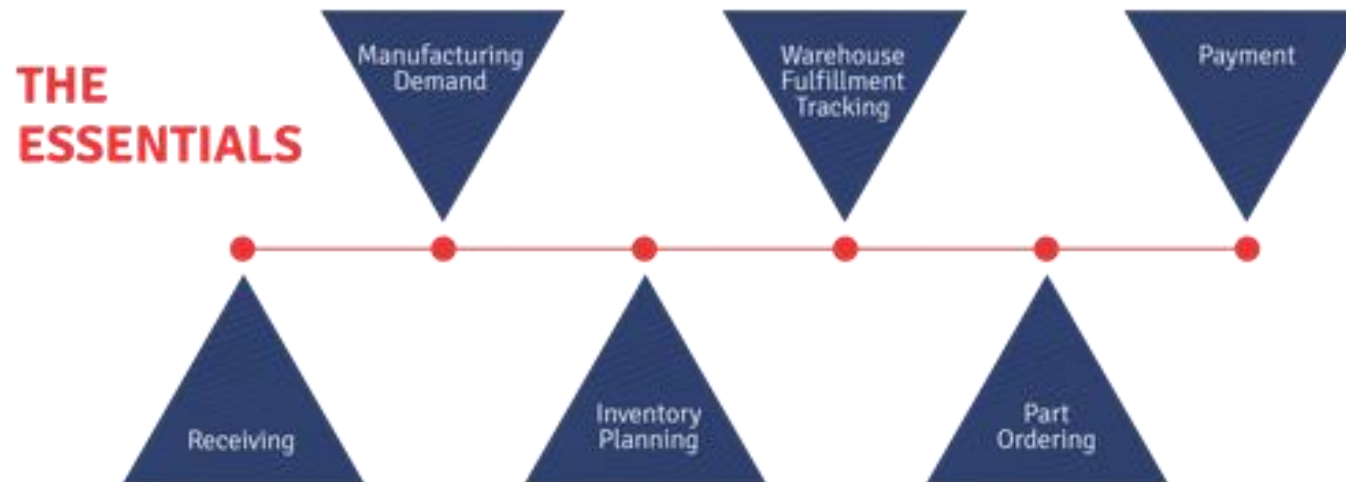
- Holistic operational End to End solution for inventory management.
  - Clear KPI based contract
  - Planning, Purchasing & Sourcing and direct cost savings
  - Suppliers Management - Full SRM
  - Inventory optimization & efficiency (EOH, Obsolescence management, availability, risks)
- Fees are paid upon consumption
  - Financing fees included in consignment services
  - 3 "O" - One supplier, One invoice, One currency
- Full Logistics services
- Global umbrella & network
- One Agreement
- Years of experience in highly regulated environments
- Fully transparent solution (IMS is not a distributor)
- Optimizing and reducing Total Cost of Ownership

## What we do

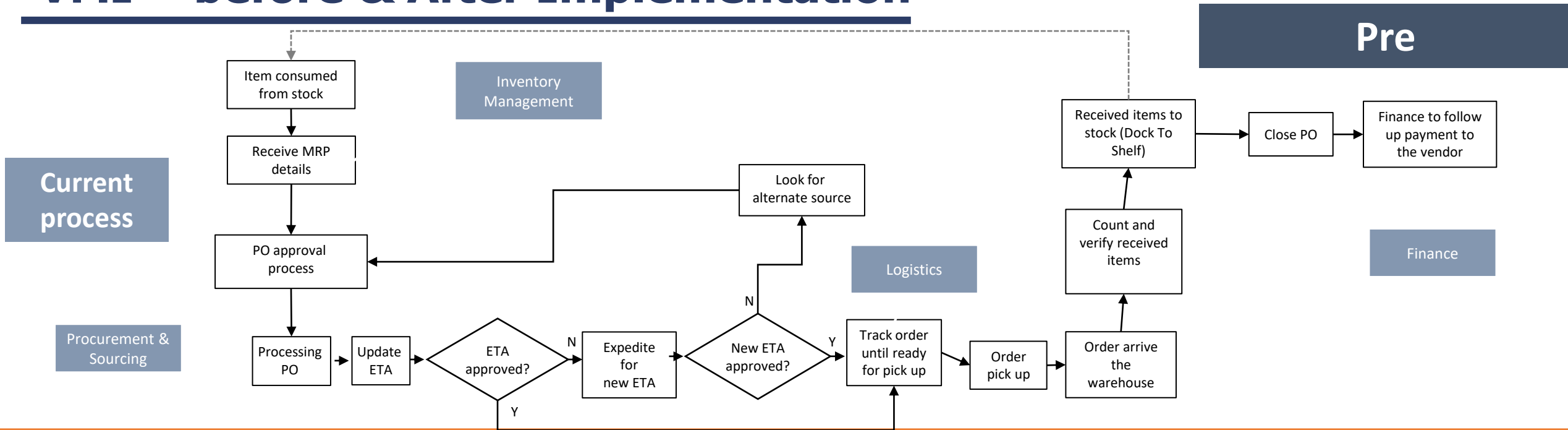
---

### We work to ensure that:

- Parts are always available - whenever manufacturing needs to pull inventory for a project or tool-downtime
- Inventory levels are proactively optimized
- One P.O. is placed to IMS for all parts and IMS splits the orders for multiple suppliers
- Ordered parts are received on time at the best price and best quality
- All inventory pulls are consolidated into one single invoice, from us to you - that's all you get each month



# VMI - before & After Implementation

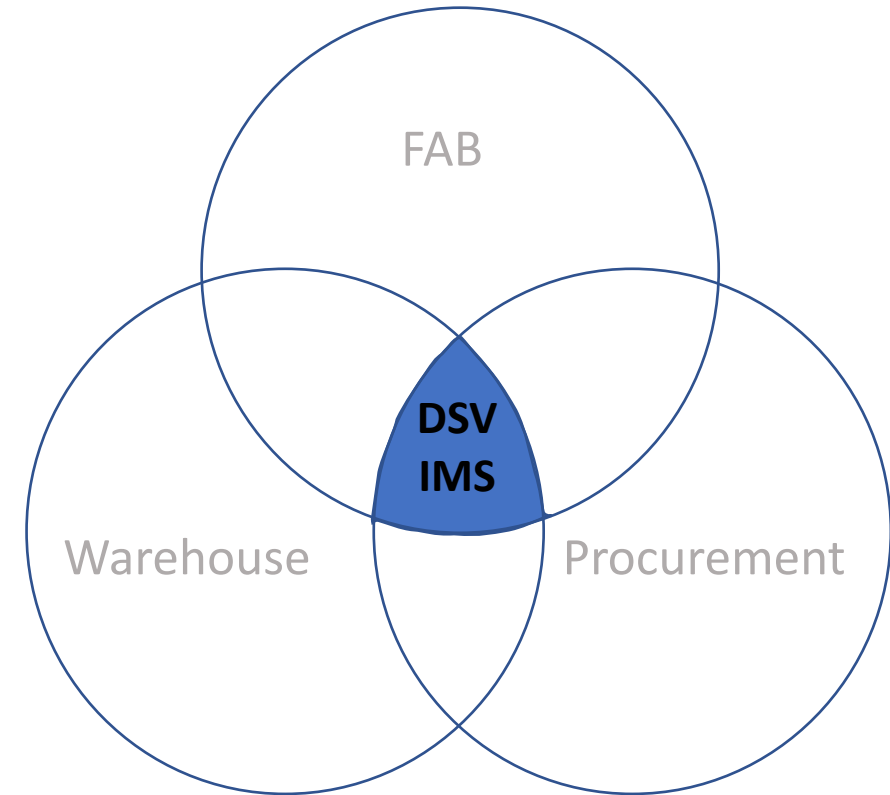


## What We Do

---

### We work to ensure that:

- When production needs to pull inventory, they can
- Parts are always available
- Inventory levels are proactively right-sized
- One PO is placed to IMS for all material and IMS splits the orders for multiple suppliers
- Ordered parts are received at the correct sites on time
- All inventory pulls are consolidated into one single invoice, from us to you – that's all you must manage each month





# IT Support Services

---

Keeping inventory management simple: no need to change your existing business systems



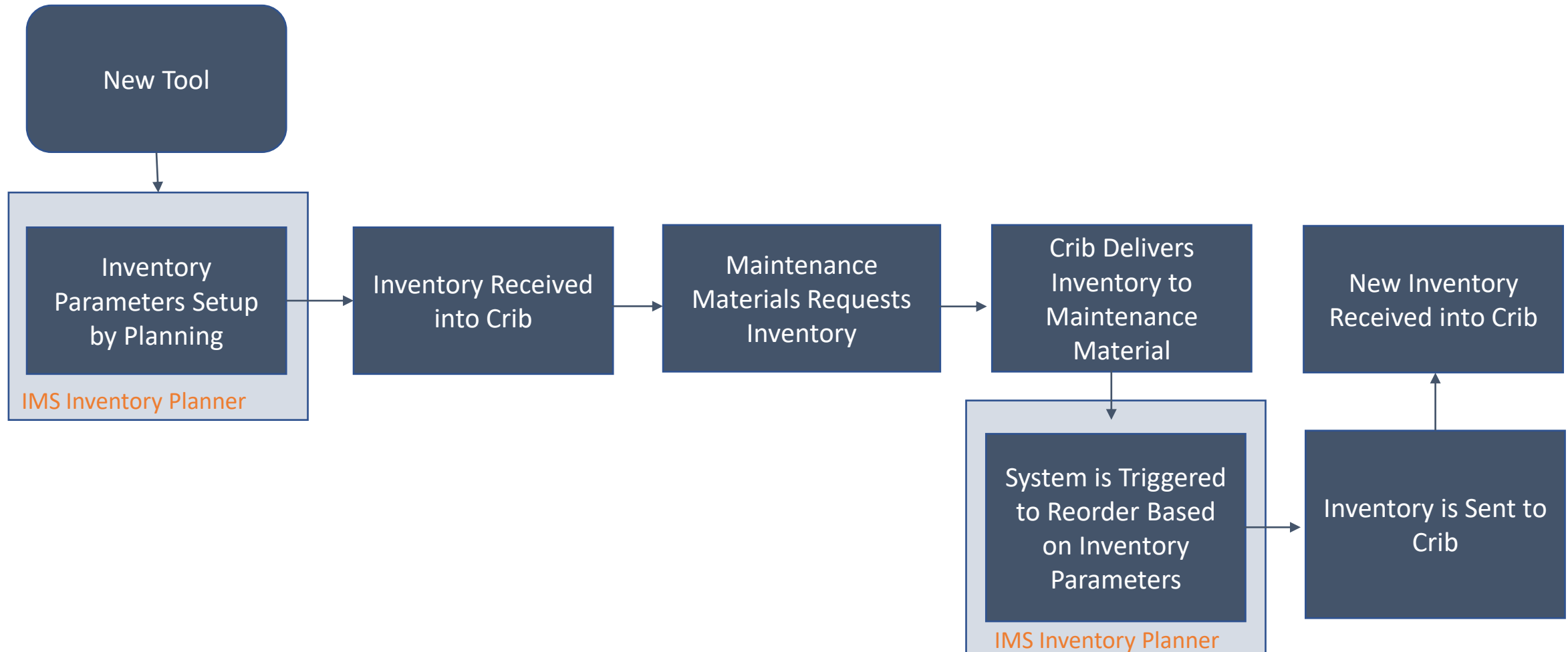
## Why It Matters

---

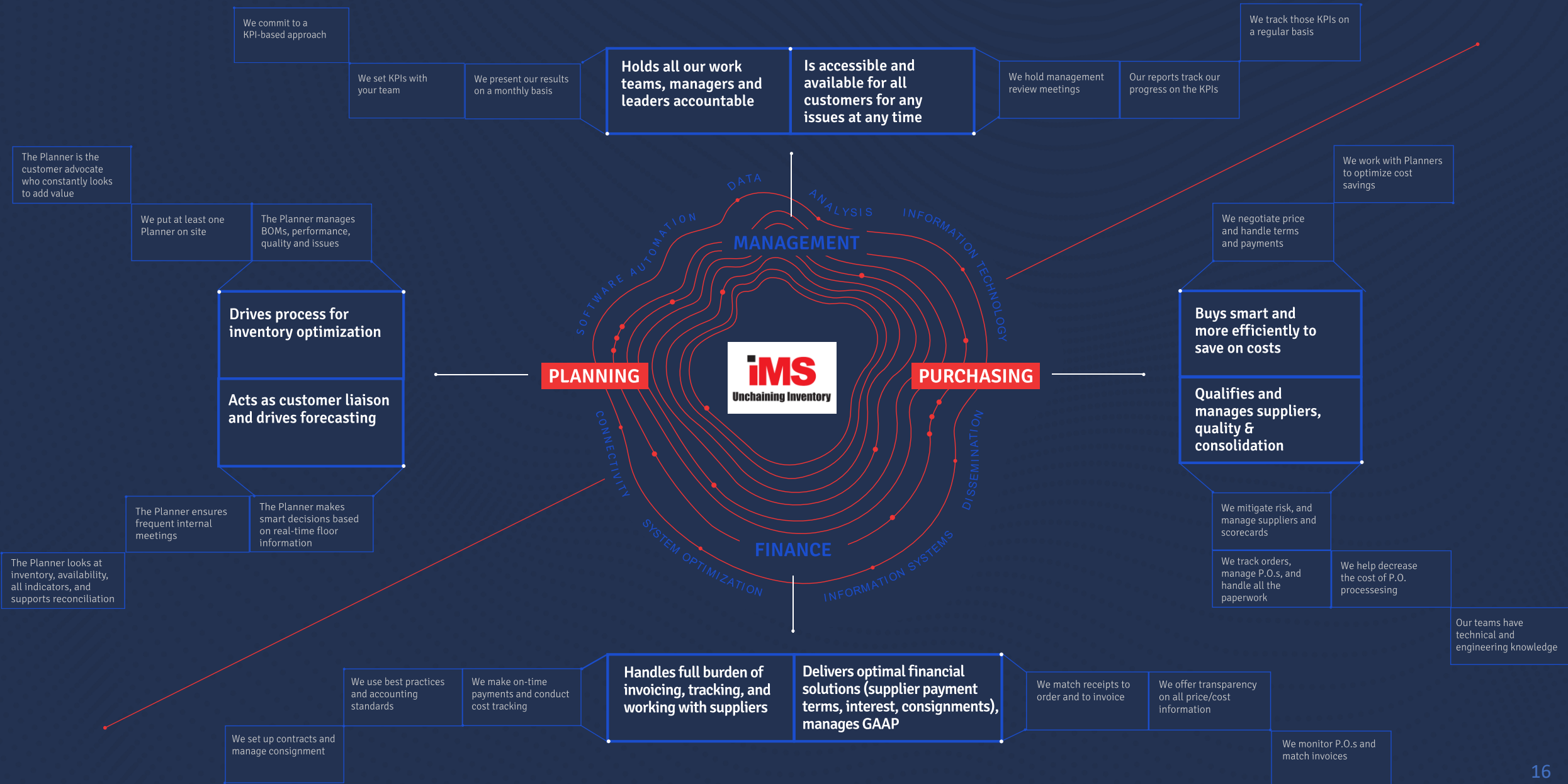
- We reduce cost at a tangible level
- We reduce your risk profile
- We increase your competitiveness
- We bring support for downtime and shortages
- You have more resources to put elsewhere
- You achieve peace of mind



## Where IMS Fits



# How It Works:





## IMS One Source

---

Leverage worldwide logistic and supply chain capabilities to consolidate purchasing activities to targeted segments and companies

- Leveraging worldwide network of vendors, presence and capabilities
- Working with over 12,000 vendors around the globe
- Consolidate procurement transactions, adding professional value
- Focus industries and segments where we have network and skills
- Sub product of VMI solution and solid penetration position
- Defense Offset services

# Inventory Resale

---

- **IMS global team includes more than 50 planners & buyers providing global coverage.**
- **The procurement teams includes Order Fulfillment Buyers, Shipment Expeditors, Cost-Savings Specialists and Sourcing Professionals.**
- **Our sourcing team is made up of experienced professionals, each with diverse expertise, dedicated to allocating as many competitive sources as possible possible.**
- **Our worldwide customer based enables us to reverse source locally and around the globe for potential suppliers and buyers.**
- **IMS delivers resell services for many industries and items.**



Thank You