



# Kuehne + Nagel Greece

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Forum Trade USA

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# Agenda



- 1. Kuehne + Nagel in the world & the region* 1'
- 2. Kuehne + Nagel Greece* 4'
- 3. Perishables* 1'
- 4. Acquisition CFI in the US* 1'
- Thank you* 1'



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*Kuehne + Nagel  
in the world &  
the region*

# The Global Logistics Network



**Worldwide network –**  
more than **1.300** locations in over  
**100** countries

**Integrated service portfolio –**  
approximately **76,000** employees

Turnover of  
**CHF 22.220 Mio. CHF**  
**million**  
in 2017

# 125 Years of Logistics Excellence



Kuehne + Nagel has **evolved** from a traditional international freight forwarder to a leading global provider of **innovative** and **fully integrated** supply chain solutions.



1890

- Founded in Bremen, Germany by August Kuehne & Friedrich Nagel



1950 - 2000

- International Expansion, Acquisitions and Organic Growth



2010

- The world's largest logistics provider in terms of combined air- and seafreight revenue



Today

- More than 100 countries, 1,300 locations, approx. 76,000 employees
- 10,6 million m<sup>2</sup> warehousing space

Source: Transport Intelligence



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*Kuehne + Nagel  
in Greece*

# Kuehne + Nagel Greece

## Facts & Figures



- Founded in **1946**
- Headquarters: **Athens**
- Branch office: **Aspropyrgos & Thessaloniki**
- **302** dedicated **employees**
- Warehousing capacity of **51,300 m<sup>2</sup>**
- Certifications: **ISO 9001 & 14001 & 18001 & 13485**
- **Global Footprint Carbon Calculator**
- Ministerial Decree **1348/2004**
- **AEO-F**
- KN Certification **Pharma** Branch GXP for international transport

# Kuehne + Nagel Greece

## Sea- & Air- freight Services



### Seafreight Services



- Less-than -Container Load (LCL)
- Full Container Load (FCL)
- Intra Europe / Short Sea Shipping
- Pre- and On-Carriage services for transportation of goods
- Special Handling & Project cargo
- Express-Service options for time-critical shipments
- Door-to-Door, Port-to-Port Delivery, Customs Clearance services

### Airfreight Services



- Well established department based directly at the Athens Int'l Airport
- Main focus on Aerospace, Military, Engines, Pharmaceuticals, Live Animals, Perishables, Marine Logistics
- 24 hours AOG
- Dedicated Marine Logistics Desk
- Dedicated pickup/delivery service



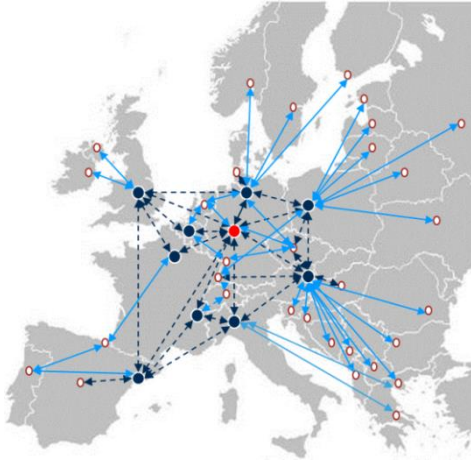
# Kuehne + Nagel Greece

## International & Intermodal Services



### Groupage Network

Pan-European connections  
Pan-Hellenic domestic coverage within 24-72h



### FTL & LTL Services

Direct coverage in Greece & Europe  
Short Lead Times  
Dedicated Subcontractors  
Intermodal (Truck + Rail)



### Specialized Networks

Food  
Pharma  
Hi-Tech



# Kuehne + Nagel Greece

## Insurance Services & Integrated Logistics



### Insurance Services

**NACORA**  
International Insurance Brokers

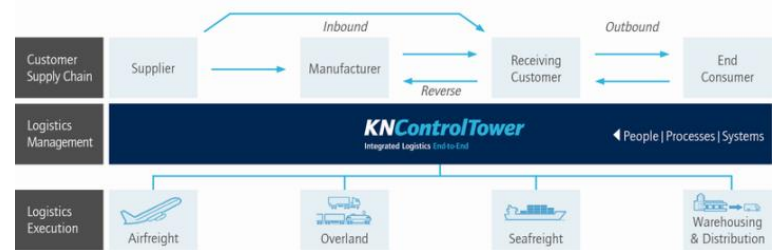
- Global General Insurance Brokers specialized in logistics solutions
- Nacora developed innovative commodity and industry specific cargo insurance products for its clients, that provide best cover at all logistics stages
- No additional administration; use of advanced integrated e-insurance Kuehne + Nagel solutions

### Integrated Logistics Services



- Single point of contact for supply chain management giving greater Visibility.
- Our logistics control centres deliver operational excellence – optimising transport and warehousing costs.

#### END-TO-END MANAGEMENT THROUGHOUT YOUR SUPPLY CHAIN





### Core Services

- Dedicated Warehousing
- Shared Warehousing
- Bonded Warehousing
- Distribution Services
- Logistics Engineering Services
- Ambient Warehousing
- Cross Docking
- Project Management
- Experts in Retail, FMCG, High Tech and High Value products

### Value Added Services

- Product labelling and tagging
- Customs clearance
- Co-packing
- Barcode processing
- Voice picking capabilities
- Returns management
- Products quality checks/testing
- Firmware upgrade



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*Perishables*





# Perishables Airfreight Tonnage CEE – 2017



**KNFreshChain**  
Air Perishables



**CENTRAL / EASTERN EUROPE (CEE)**

			
FOOD	FISH	FRUIT	CHOCOLATE
2016: 415 ton	2017: 788 ton	Growth: 90 %	

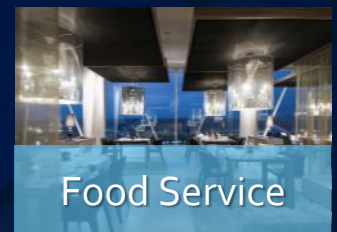


## KN FRESHCHAIN – SPECIALISED AIRFREIGHT SOLUTIONS, TAILORED TO YOUR PERISHABLE PRODUCTS

Kuehne + Nagel offers a range of end-to-end services that cater to your shipping needs. All shipments are planned and controlled according to the strictest criteria to ensure your cargo reaches its final destination in the best condition.

- Special packaging solutions
- Shrink-wrapping
- Temperature-controlled palletisation and packaging
- Repacking, labelling and barcoding





Industry Solutions | Special Services



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*Acquisition CFI*  
*USA*





## Commodity Forwarders Inc. (CFI) – the perishables specialist in USA

Employees:	500+
2016 gross rev.:	190+ million USD
HQ:	Los Angeles
No. of offices:	14 home offices across USA
A/f tonnage 2016:	63.325t int. + 39.172t dom.



### CFI is certified with:

- IATA
- FMC NVOCC
- C-TPAT
- HACCP
- TAPA
- TSA Certified Cargo Screening Facility
- TSA as an Indirect Air Carrier (IAC)

# Commodities handled from CFI



Commodity Forwarders Inc. handles a wide variety of commodities. From shipping flowers to the Hawaiian Islands to exporting frozen beef to Singapore, CFI is dedicated to handling any of your temperature controlled needs.

- **Dairy** Milk and Byproducts, Soft and Rare Cheeses, Yogurt, Butter, Ice Cream, etc.
- **Protein** Frozen and Fresh Seafood, Beef, Pork, Poultry...
- **Produce** Fresh Strawberries, Cherries Asparagus, Lettuce, Stone Fruit...
- **Misc.** Pharmaceuticals, Flowers, Tradeshow and Sample Shipments
- **Bakery** Breads, Specialty Cakes, Confectionary, Cereals...
- **General Frozen** Appetizers, Pizzas, Vegetables, Deserts, etc.

# Why Kuehne + Nagel



Global company with  
local knowledge

High level of Compliance

A Single Point of Contact  
(SPOC) for your Supply Chain  
needs

High financial stability

*Increased Customer Service*

Fulfillment of Quality and Security  
Standards

Process standardization on a global  
basis (Best practices & productivity  
benchmark)

Permanent proactivity and  
Continuous Improvement (KNPS)

Innovative technologies and tools

KPI and Performance commitment



We are the extension of your business



**Thank you!**

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