

GREATER USAGE BY EXISTING CUSTOMERS

Panel: The customer experience

Product, Technology and Strategy Day – 4 May 2018



Freight Forwarders – large, global customer base

We provide solutions to a diverse group of logistics providers globally including 24 of the top 25



Source: Armstrong & Associates Top 25 Global Freight Forwarders List, ranked by 2016 logistics gross revenue/turnover and freight forwarding volumes.

Global 3PLs – 33 of the top 50 global 3PLs

The WiseTech Global group offers solutions domestically, multi-regionally and globally



Source: Armstrong & Associates Top 25 Global Freight Forwarders List, ranked by 2016 logistics gross revenue/turnover and freight forwarding volumes.

Representatives from leading customers



Shinji Miyoshi
Executive Officer
Yusen Logistics

Miyoshi-san started his career at a Japan-based global shipping company, with roles in national sales, key account and network management and product development, including overseas assignments in the UK and Brazil.

Miyoshi-san joined Yusen Logistics in 2012, holding senior management roles successfully developing ocean freight solutions in Japan. Moving to Amsterdam in 2013, Miyoshi-san was responsible for European product management and sales for five years.

Promoted to Executive Officer in April 2018, Miyoshi-san is responsible for corporate development and strategic investment based in Tokyo.



Håkan Nilsson
CEO
Zinnovate International

Håkan Nilsson has more than 20 years of experience in the global forwarding industry, including CIO at TNT Freight Management and CIO at GEODIS where he was instrumental in transforming the company into a world-leading operator through mergers and acquisitions, as well as through the implementation of cutting-edge IT solutions including CargoWise One.

Håkan established Zinnovate in 2013 to help large-scale logistics firms realise the full value of their IT investments. This Stockholm-based, leading European firm stands out from its peers for its bespoke IT service offerings, which combine efficient business processes with the very latest technological products.

Awarded Best CEO in the IT Management Logistics Industry.



Rob Cotter
IT Operations Manager
CT Freight

Recently appointed at CT Freight, Rob has worked in the international logistics sphere for over 30 years. He has held various management positions throughout his 15 years with global 3PL, MainFreight, and is a licensed customs broker.

Rob specializes in process driven improvements and customer integrations with an emphasis on measurement and challenging the way things are done.

Rob's wealth of knowledge and experience coupled with his communication skills has resulted in positive change management outcomes in the major projects he has been involved with.

Our Approach

Seamlessly connected supply chain solutions that deliver: efficiency, reliability and expertise.

Insight

Deep understanding of our customers needs

Reliability

Focus on delivering the highest quality levels

Long-term Value

A long-term, partnership driven perspective

310

Cities

43

Countries

543

Logistic bases



Over

22,600

Employees

2.47

Million sqm of warehouse space



Healthcare



Automotive



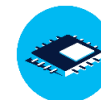
Aerospace



Retail



Food



Technology



Air freight

375,000

Ton (FY2017)



Ocean Freight

780,000

TEU (FY2017)



CargoWise One

150,000+

Shipments / Month

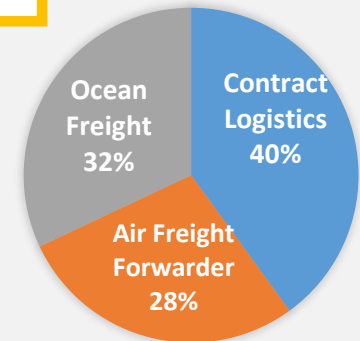


CargoWise One

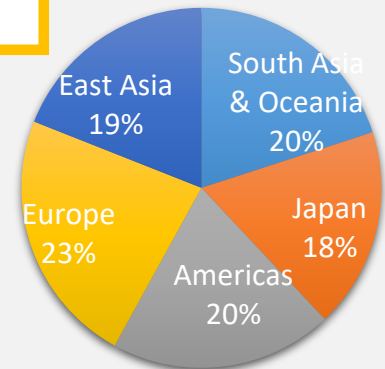
7,000+

Users

Net Sales by
Business
(FY2017)



Net Sales by
Regions
(FY2017)





ZINNOVATE

EUROPEANCEO



EXECUTIVE GLOBAL

Productivity | Strategy | Profitability

EUROPEAN BUSINESS
MAGAZINE

SupplyChain^{DIGITAL}



Zinnovate – Making Businesses Grow



How do companies best increase the performance of their business? We spoke to Håkan Nilsson, CEO of Zinnovate International, about their unique and disruptive digital and globalising IT and performance management consultancy.



"One of the globes leading innovators"



MarketWatch

Disruptive IT Consultancy Wins Business Worldwide Magazine Award



ZINNOVATE



Global Transport and Logistics





C.T. FREIGHT Pty Ltd
INTERNATIONAL FREIGHT FORWARDERS

SYDNEY / MELBOURNE / BRISBANE / CAIRNS / ADELAIDE / PERTH / NEW ZEALAND / SINGAPORE / LOS ANGELES / HOUSTON

- Provide logistics services for general and perishable freight with freezer and cool room facilities
- Air Freight, Sea Freight, Perishables, Customs, Express Cargo, Ecommerce Warehousing, Aviation logistics and Project Cargo
- Founded in 1981 by CEO Clive W Thomas
- Offices in all states in Australia + New Zealand, Singapore and USA



3PL WAREHOUSING

AVIATION LOGISTICS

SEA FREIGHT

PROJECT CARGO

PERISHABLES

AIR FREIGHT

ECOMMERCE

CUSTOMS

EXPRESS CARGO



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Challenges

- Rising Costs
- Cost Competitive Market
- Compliance Administration / Monitoring
- Integrity of Data
- Productivity Measurements
- Change Management



- #2 IATA agent in Australia
- Top 5 e-commerce forwarder in Australia
- 17th largest IATA agent globally

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WiseTech
GLOBAL