



EWALS CARGO CARE

Company presentation

Zagreb, 02. March 2018



Ewals Cargo Care Adria

ABOUT US



- Ewals is founded in 1906 by Alfons Ewals in Tegelen. (today, still after 100 years, 100% family owned and led by the 4th generation of the Ewals family)
- a turnover of more than 600 M€, 2,500 employees
- it has pioneered in the field of intermodality, equipment, ICT and customized concepts
(implementing intermodal train concepts in the 80's and introducing the MEGA trailer concept in the 90's)
- with its fleet size of 3000 MEGA Huckepack XLS trailers it combines road, rail and ferry transport modalities into strategic corridors throughout Europe.



Ewals is able to guarantee capacity where needed and where it has the best value. It uses dedicated partners to balance the network and grow into new areas.

Ewals chooses to have a strong local presence. We feel it is important to speak the local language, understand the local culture and have the local market knowledge available to service your needs (today in 17 European countries...=
Ewals is there where its customer is!

CONTINUING THE EWALS LEGACY



Working together with customers and partners on **performing today** and **co-creating for tomorrow**

EWALS is working together with its customers and partners to perform in the best possible way. Efficient with a pro-active attitude and know-how, with a strong sense of entrepreneurship.

Also in co-creating new products and services. Working together, in a long term relationship, searching for solutions is what at the end brings value.

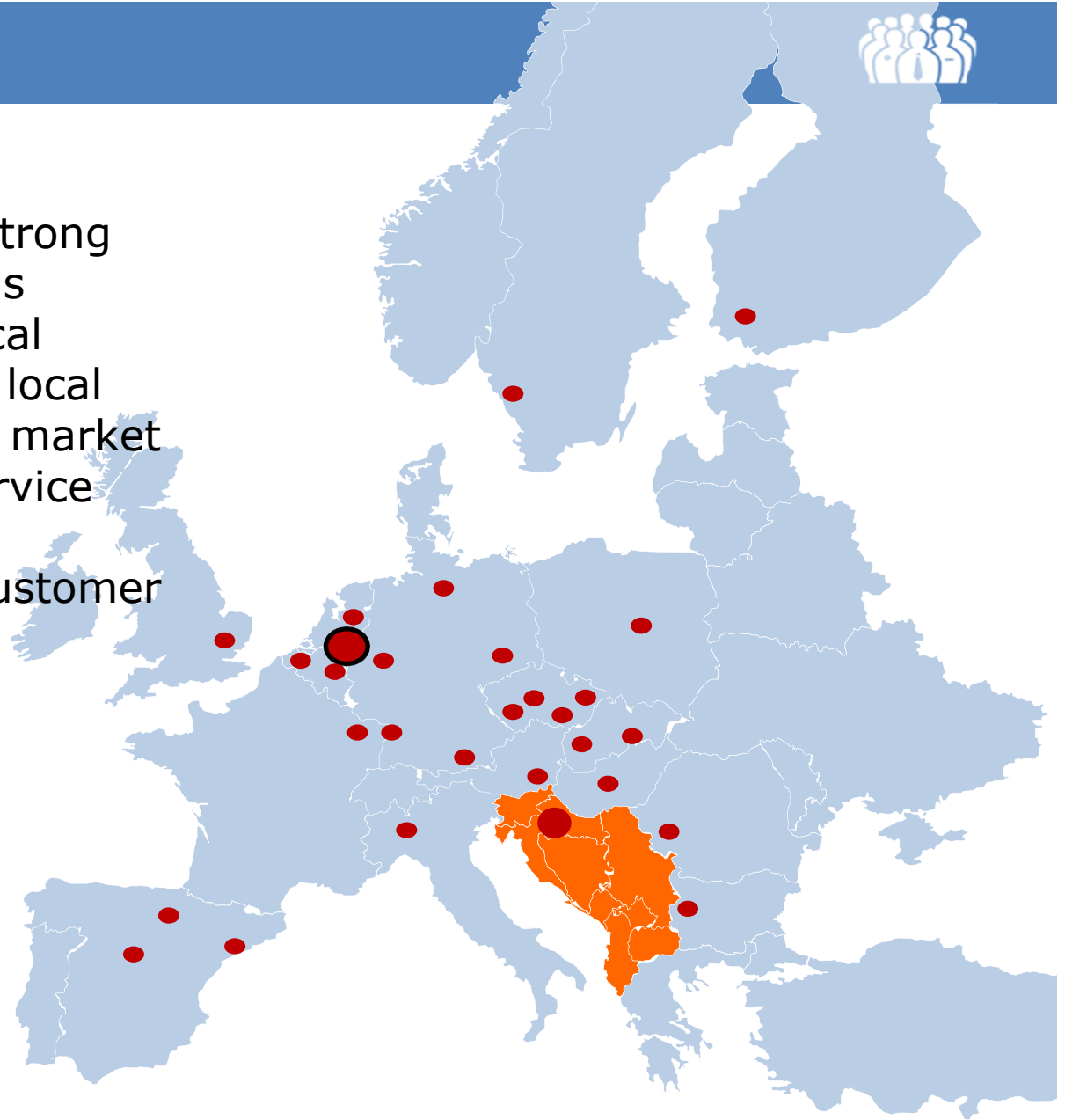
That is where we believe in and stand for. This is the basis of our existence.



EWALS'S OFFICES



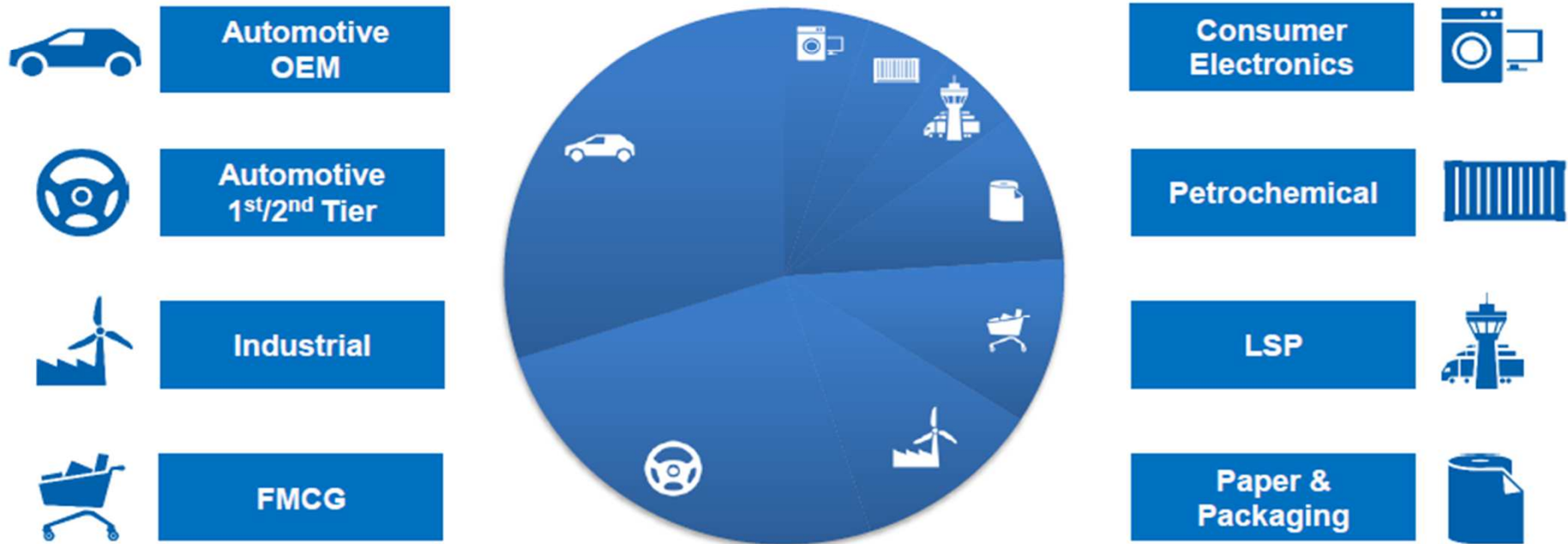
Ewals chooses to have a strong local presence. We feel it is important to speak the local language, understand the local culture and have the local market knowledge available to service your needs.
Ewals is there where its customer is!



17 countries
2.000 Employees
800 Drivers



SEGMENTING THE MARKET



Ewals works in almost all industry segments. Automotive inbound is the biggest part (65%). Due to the introduction of the MEGA trailer it gave us a big growth in that industry in the last 2 decades. Nowadays Just-in-time (JIT), low inventories and supply chain optimisations is part of our DNA to serve all industries.

ENHANCING SAFETY, SECURITY, QUALITY



- Safer, stronger & more secure
- Shorter loading process
- Less risk of theft
- Less risk of stoppage at borders
- Limited personal liability
- Less missing parts



Ewals is a pioneer when it comes to equipment development. Already in the early 90's Ewals created together with a customer and supplier the MEGA trailer. With an internal height of 2,96 m and 100 m³ capacity it has become a standard in the market. In 2011 the MEGA trailer has been further developed into the MEGA Huckepack XL version, applying the latest safety standards and intermodal capability.

2016: 1.500 XLS trailers
2019: 3.000 XLS trailer



Ewals Cargo Care Adria



Next standard

ANTICIPATING DEVELOPMENTS



Driver shortages

- in the next future we see that there will a shortage of drivers and salaries will rise. Therefore we stimulate intermodal developments and taking care of the driver and subcontractors to guarantee and keep capacity

Changing legislations

- implementation of minimum wages throughout Europe, stricter cabotage rules, the migrant situation are all factors that bring uncertainty. Ewals flexibilizes operations by its multi-port approach, triangular intermodal corridors and dedicated solutions

Claims policy

- we see that various stakeholders (e.g. shippers, insurance companies) increasingly apply stricter contract conditions. This is a threat. We as Ewals invest in training programs, learning and sharing and promote co/creation to avoid mutual liabilities



Increased connectivity

- the world is digitalizing around us and sharing of data and information is becoming easier and required. Integration of systems will become more important. Ewals invests therefore in EDI connections with our stakeholders, stimulate usage of portals and implements for example the Driver Communication Gateway (DCG).

Business intelligence

- increase usage of big data for optimization purposes and trend analyses. Tactical Engineering Solution (TES) as well as Tableaux (reporting- dashboard technology) are products that Ewals uses

Collaboration

- true innovation comes from long term engagements with various stakeholders. We see this long term engagement as a tool to reduce total supply chain costs





- „ONE STOP SHOP” communication
- Flexible and available service
- Timely exchange of information
- Visibility
 - *Cleaning transport data*
 - *Visualise processes*
- Optimisation
 - *Footprint costs analyses*
 - *What if scenarios*
- Control
 - *Dynamic planning*
 - *Support in non-core activities*



Ewals processes 5.000 orders per day



OPTIMIZING THE SUPPLY CHAIN

Products and services

Network design and optimisation studies

Transport Order Management

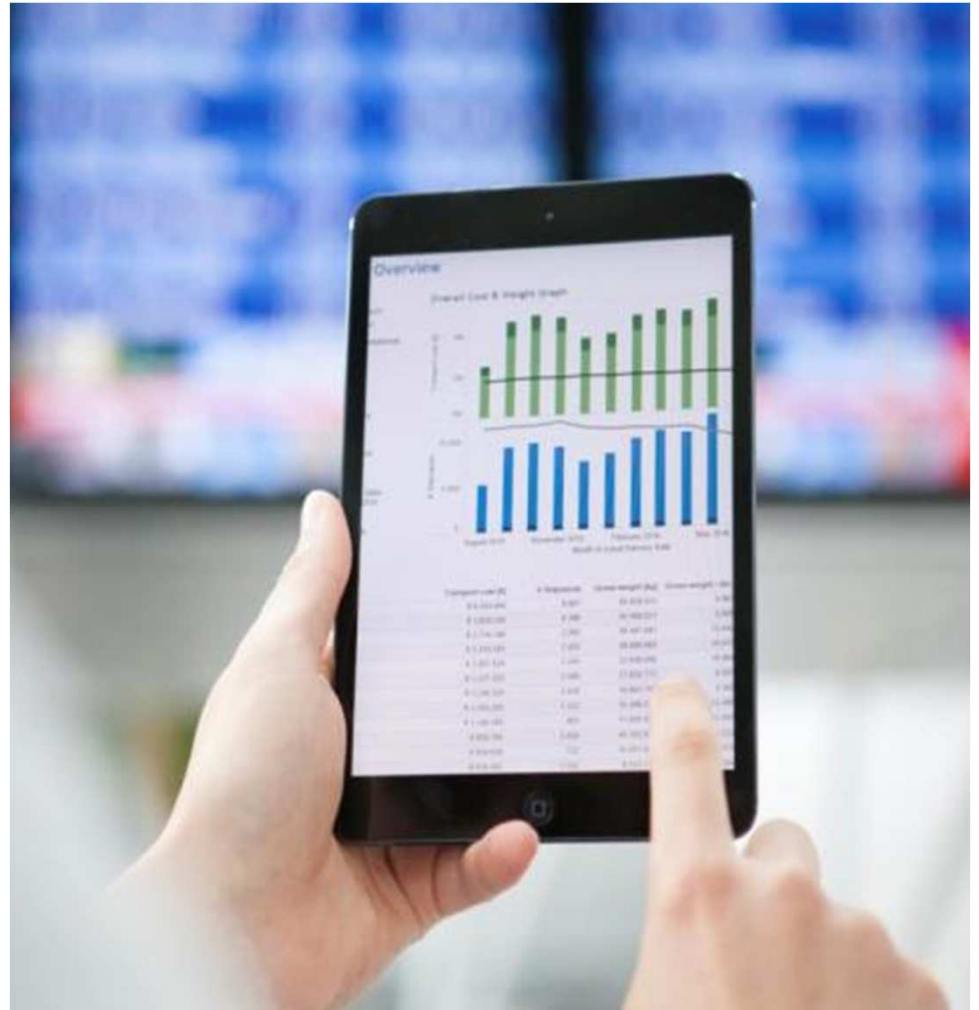
Carrier Management

Value Added Services (VAS)

Dedicated Solutions

Global Solutions

Returnable Packaging Management



YOUR CONTACTS



NAME	FUNCTION	PHONE	MOB	E MAIL
Sergej Golijanin	Senior dispatcher	+385 1 3669962	+385 99 5267 988	sergej.golijanin@hr.ewals.com
Silvija Čurčinac	Senior dispatcher	+385 1 3669964	+385 99 3849934	silvija.curcinac@hr.ewals.com
Michel Kundich	Junior dispatcher	+385 1 3669963	+385 99 3849933	michel.kundich@hr.ewals.com
Denis Gavranić	Adria Area operations Manager	+385 1 3669958	+385 99 4736 592	denis.gavranic@hr.ewals.com
Tin Simonić	Adria Area BDM & Sales Manager	+385 1 3669959	+385 99 1995 650	tin.simonic@hr.ewals.com

WHERE YOU CAN FIND US?

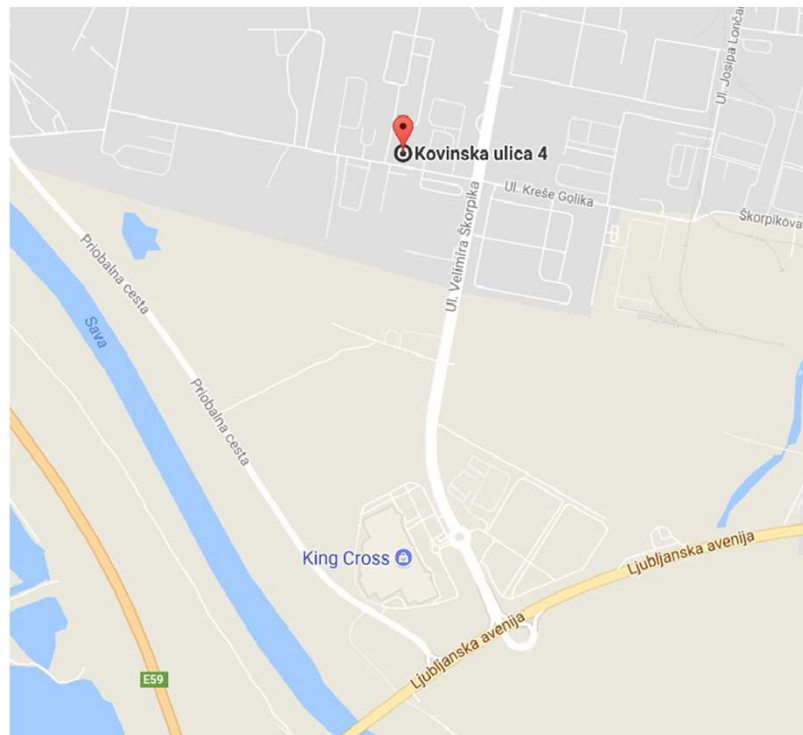
LOCATION

EWALS Cargo Care Adria d.o.o.

Kovinska 4A, 10090 ZAGREB

VISIT US:

www.ewals.com



Thank you for your attention

www.ewals.com



Ewals Cargo Care