



**To deliver value to its customers, DHL focuses on managing the supply chain factors that result from three key market trends, namely Globalization, Complexity and Increasing Competition.**

DHL has unprecedented worldwide presence in logistics, with the most comprehensive product portfolio and a focus on optimized logistics costs, which together deliver the maximum value to its customers.

## Globalization

As the global economy continues to develop, companies are facing increasing challenges to grow in developing regions and to source materials from lower cost economies. DHL's global coverage provides local logistics know-how and expertise in international supply chains. This has been proven to assist customers in realizing their maximum sales opportunities in new markets, and to minimize their cost of business through global sourcing.

## Supply Chain Complexity

As a company's supply chain becomes extended, it increases in complexity, requiring ever more sophisticated solutions and technology. DHL's supply chain professionals deliver the most comprehensive range of logistics products, managed using the most robust systems and processes in the industry. DHL releases its customers' management time to focus on core business, while providing timely information to make the most profitable decisions.

## Increasing Competition

Increasing competitiveness in a company's markets leads to a constant focus on margins, whilst at the same time, a continuous search for competitive advantage through innovation. Through its global scale and buying power, DHL helps its customers reduce their costs. In addition, DHL actively promotes the innovative use of supply chains to increase competitive advantage for its customers, applying cross industry best practice and optimizing each individual company's supply chain to meet the precise needs of its own customers.

"DHL Exel Supply Chain and DHL Global Forwarding manage our international inbound logistics operations including management of origin vendors, product consolidation, freight shipment and online purchase order tracking. DHL has demonstrated to us a proven knowledge of the industry, introduced new industry best practices and created measurable value in financial and process formats."

Richard Pooley  
Logistics Operations Director  
WH Smith





## Global Coverage and Expertise

- Worldwide team of people with local knowledge – all committed to the customer
- Logistics know-how and experience second to none
- Presence in over 220 countries
- Access to emerging, fast growing markets
- No. 1 in global contract logistics
- No. 1 in global air freight
- No. 1 in global ocean freight

## Comprehensive Range of Logistics Products

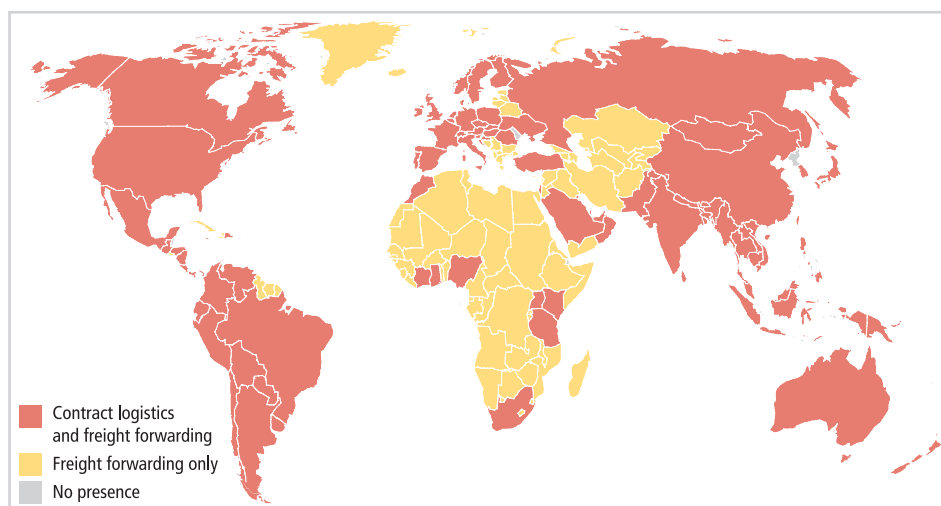
By understanding the needs of its customers, DHL's tailor-made solutions help companies to stay ahead of their competition through:

- a comprehensive portfolio of high-service products and offerings
- integrated offerings providing a one-stop-shop
- DHL Global Forwarding – Air Freight, Ocean Freight, Industrial Projects, Customer Program Management
- DHL Exel Supply Chain – transportation and warehousing, value added services, planning and optimization, supply chain consultancy
- additional capabilities in DHL Express, Global Mail and Finance.

## Cross Industry Best Practice

By sharing best practice between industries, customers receive the most up-to-date and innovative logistics solutions:

- Technology and Aerospace – managing the complexity out of worldwide, high-value supply chains
- Retail, Consumer and Fashion – international supply chain solutions from sourcing and samples management, incorporating global shipment, and delivery to consumers
- Automotive and Industrial – integrated supply chain solutions supporting product development and aftermarket response
- Life Sciences and Healthcare – total control of product inventory, source and status around the world.



For more information please visit [www.dhl.com](http://www.dhl.com)

**DHL**  
EXEL SUPPLY CHAIN  
GLOBAL FORWARDING