

FATHI TLATLI

- President, Global Auto-Mobility Sector,
- DHL Customer Solutions & Innovation
- **Digitalization of the Auto industry**



Powering the future Automotive-Mobility value chain

Fathi Tlatli, President Global Automotive sector
DHL Customer Solutions & Innovation





Sustainable Development



Continued Globalization



Digitalization



BUSINESS MODELS



PRODUCTS



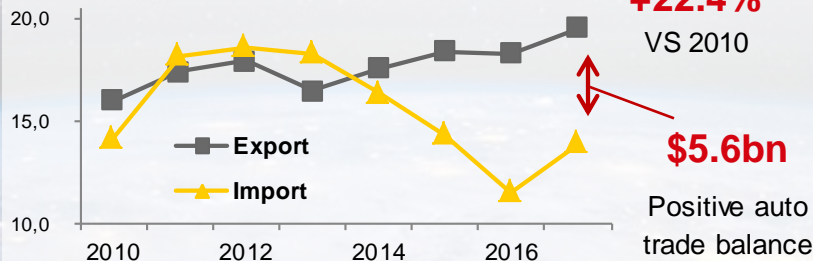
PROCESSES



Globalization is the cornerstone of **Automotive** and **Logistics** integration



South Africa Automotive trade (\$Bn)



1st
Passenger Vehicle market
in Africa

>50%
Local PV production exported

Towards a more global industry supported by transparent and integrated supply chains



Multi Tier
visibility &
Risk
management



E2E
integrated
solutions

Logistics will support Automotive achieving its sustainable transformation



**Greener automotive products and supply chains
call for smarter logistics solutions**



Battery Logistics



Green Real Estate



Burn less / Burn clean

Digitalization is fostering collaboration between Automotive and Logistics industries



Digitalization is transforming the Automotive world and impacts the way we do and operate businesses



Automotive E-commerce



Digital Supply Chain Transformation

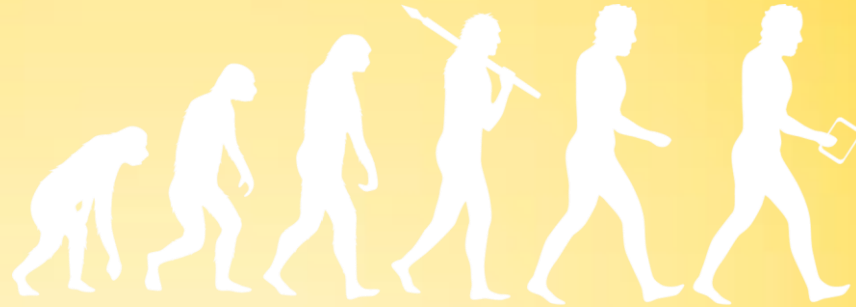


Connected Driving



>50%

Year 2000 Fortune 500 companies
out of the 2017 ranking



4th Industrial revolution
Digital Darwinism



DHL Digital Transformation Strategy



**Technology
exploitation**



Leveraging **digital technologies** to
**optimize our current operations &
process**



**Business
exploration**



Tapping into **new digital business**
models supported by **emerging
technologies**

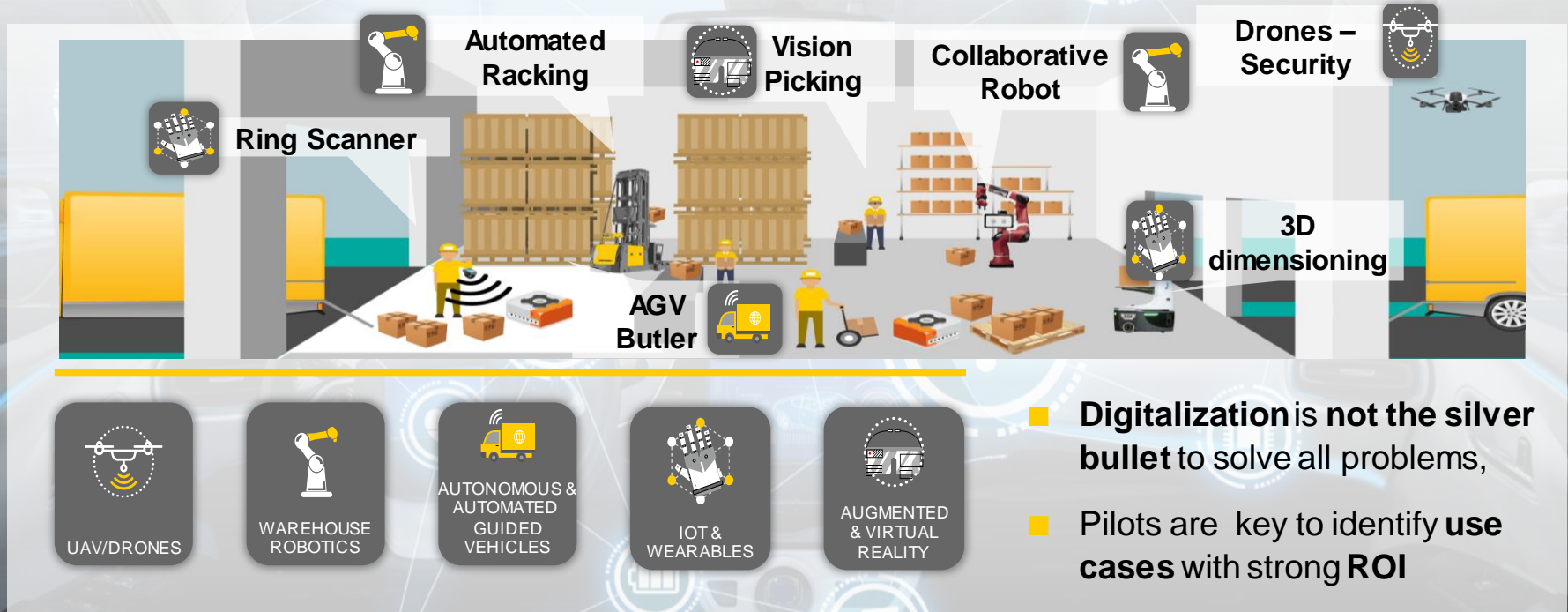


**Culture &
enablers**



Fostering **innovative mindset** in our
organizational structure

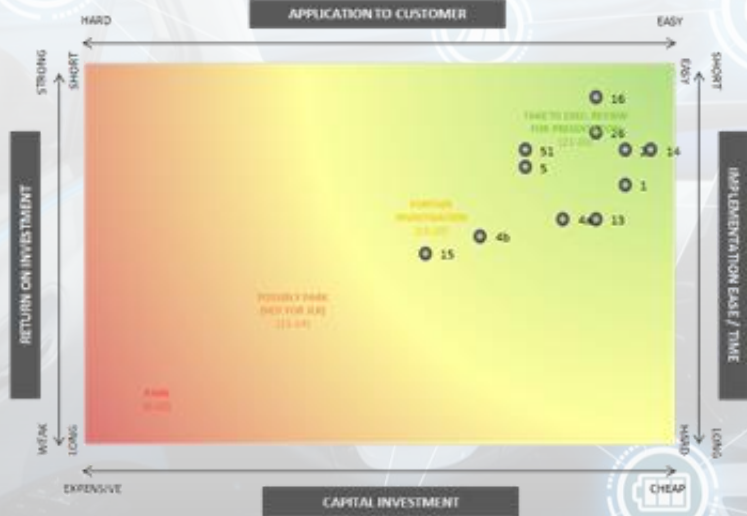
The **Automotive Warehouse of the future** leverages a **broad range of technologies**



Bringing **relevant technologies** that add value to our customers



Site-specific Technology Assessment Graph



Clearly defined set of criteria's aligned with our customers



Capital Investment

Implementation
Complexity

Return on
Investment

Business Case
Benefits

AGV powered E-commerce fulfilment center for Auto



 GREYORANGE



Customer/Supplier/Tech partner collaboration developing an innovative way to fulfill automotive e-commerce orders

PROJECT SCOPE

- **Small parts** (bearings, brakes parts, etc...)
- **High turnover** and fast delivery targets
- **Multi-customer** fulfillment center
- **Full WH management**: receive, put away, storage, pick and pack
- More than **16,000 parts picked per day**

SOLUTION:

“Goods to man” Autonomous butler

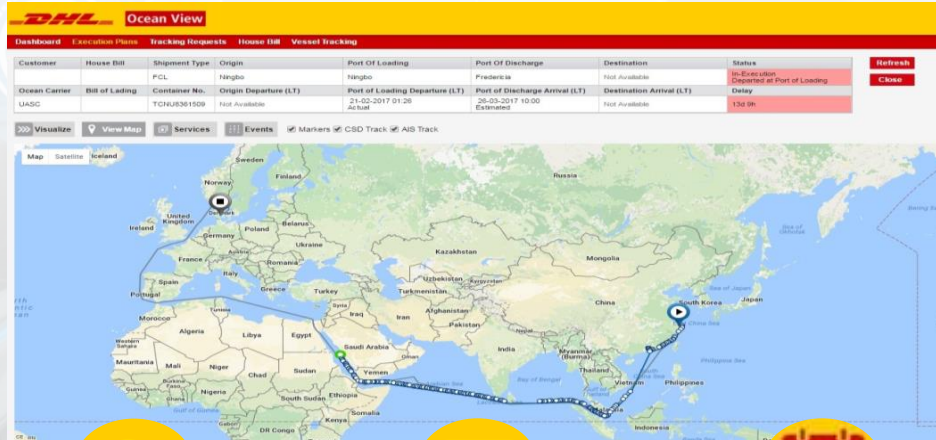


- **Butler system** for high velocity parts
- Easy **re-configurability** of hardware & software
- Provides the **required flexibility** and **agility** for eCommerce business

Ocean View & Secure are key Value Added Services for high value goods in a changing automotive industry



Ocean/Air View



Multiple Data source consolidation & hourly updates of cargo location



Web based tool with intuitive user interface & easy shipment overview



Intelligent forecasting based on TMS, carrier data & cargo location

Ocean/Air Secure



Container Integrity

Monitoring of opening of the container doors during the trip in addition to location monitoring



Container Condition

Monitoring of several parameters : Temperature, humidity, light etc. in addition to location monitoring through GSM and/or GPS

Container Security

Monitoring of door opening with notification by e-mail, SMS or call to prevent cargo from theft or fraud.

Harnessing the power of **data analytics** to manage **Supply Chain risks**



RESILIENCE360



- Unique **risk management solution**, enabled by **big data analytics**
- **Visibility** across the entire supply chain
- **Real-time notification** of potential **disruptions**



**Supply Chain
Visibility**



**Risk & Incident
Monitoring**



**Risk & Impact
Assessment**



**Transparency &
Compliance**



Supply Watch
Big Data based
Supplier monitoring



**R360
Analytics**



OBJECTIVES:

- ▶ Respond **more quickly** and efficiently to **supply chain disruptions**
- ▶ Establish **telematics tracking** of trucks across its **inbound network**
- ▶ Prevent material flow **imbalances** & parts **inventory redundancy**

CHALLENGES:

- ⚡ Increasingly complex **SC geography**
- ⚡ Further **customization/ Vehicle variants**
- ⚡ Higher **customer expectations**

During the earthquake in Umbria, Italy, Ford was able to see how it might impact both tier-1 and tier-2 suppliers, helping it to decide quickly how to mitigate supply shortages.

“We were able to gain this information in just 2 hours versus what in the past would have taken up to 48 hours”

Dirk Willmann
Ford of Europe MP&L Director
2qYEARS | FORD EUROPE

Leveraging new ideas from outside and inside the company



Plug & Play Partnership

- Partner of 2 programs in **Supply Chain and Mobility** (Startup Autobahn)
- Funelling **external ideas** from both **automotive** and **logistics** industries



Start-up Lab

- **Internal startup** incubator program
- Aims at financing, providing resources and **supporting innovative ideas**



DPDHL 2017 CEO Award



77460XTL

HAVE A DHL TRUCK VISIT YOUR SCHOOL
email talking.tacs@dhl.com

DHL UK FOUNDATION
Delivering a better future
www.dhlukfoundation.org

GOGREEN

Environmental protection with DHL



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***“It is not the strongest or the most intelligent
who will survive but those who can best
manage change.”***

Charles Darwin