

DHL AUTO-MOBILITY E-COMMERCE

SETTING THE PACE OF CHANGE

E-commerce is revolutionizing the way people buy and there are massive opportunities for those who embrace it. With many automotive manufacturers gearing up to develop their own online sales, no-one is better placed than DHL to help you reap the rewards.



SEIZE THE OPPORTUNITY

Customers now demand greater convenience in almost everything they do – especially when it comes to purchasing. Today they expect the auto-mobility sector to deliver the same high levels of ease and responsiveness as they are used to in their other shopping experiences. As a proven expert and pioneer in e-commerce, DHL can help you make the transition to direct online sales to protect and even grow your market share.

* Frost & Sullivan and Roland Berger



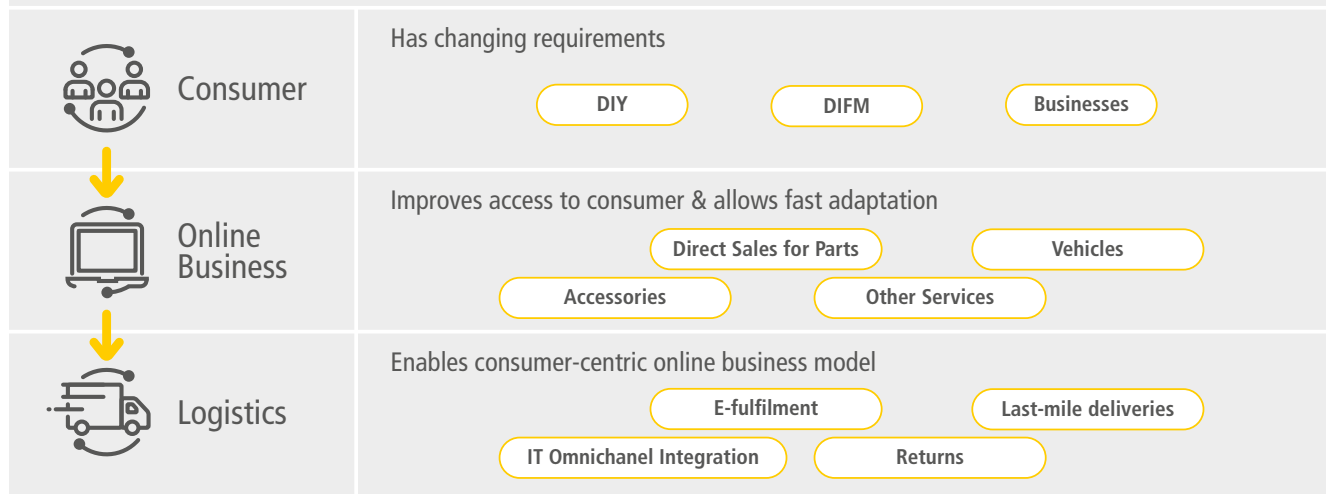
DRIVING CHANGE TOGETHER

Making the move to e-commerce not only benefits your end customers but also your organization. We know it delivers a wealth of advantages for auto-mobility companies. As well as putting you in direct contact with potential customers all around the world, e-commerce provides invaluable consumer insights and improves service capabilities across every touchpoint.



E-COMMERCE

Consumer-driven and responsive value chain

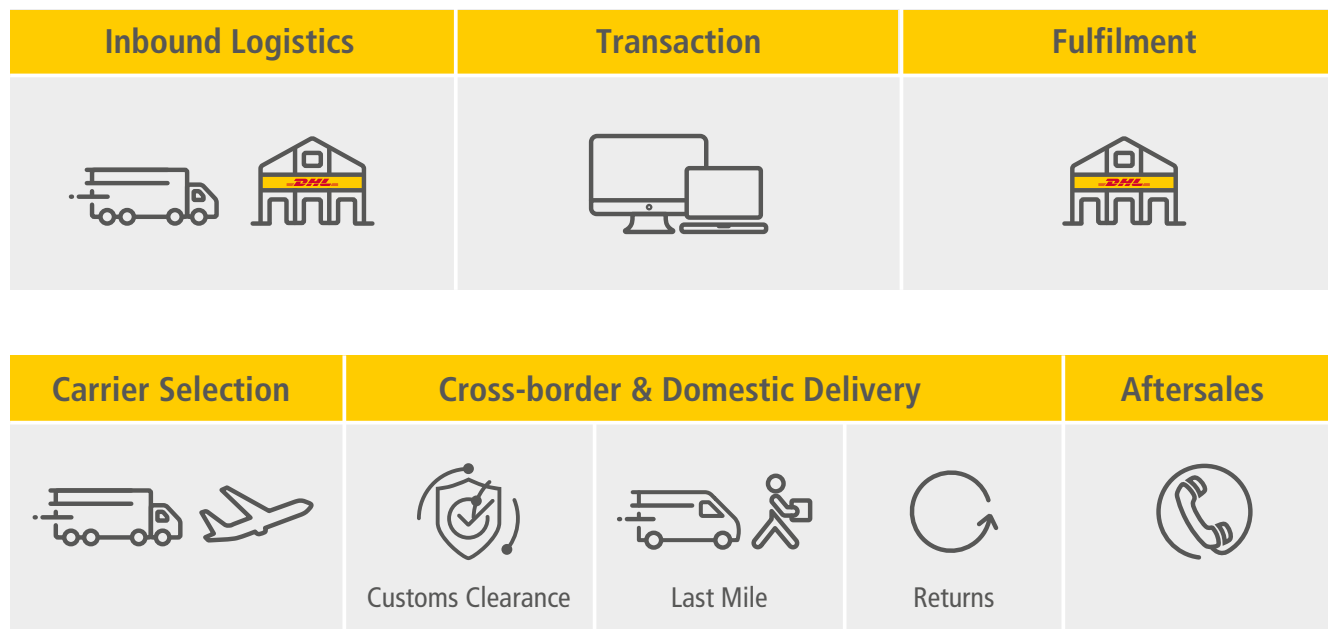


E-COMMERCE ENABLES YOU TO

- Reach consumers directly
- Service changing customer needs by leveraging new technologies in the marketplace
- Remain competitive
- Access new markets

WE'VE BEEN MASTERING E-COMMERCE FOR YEARS

We deliver a full end-to-end service that includes everything from front-end software integration to flexible warehousing and e-fulfilment centers to last-mile delivery. We even handle returns too.



BE READY FOR THE CHANGE

Benefits of e-commerce

- Increase customer proximity and convenience
- Achieve greater flexibility and control by developing an independent online channel

How we can help

- Easy integration with e-commerce platforms for direct access to DHL shipping services
- Domestic B2C distribution out of dealerships in key auto-mobility countries
- Broad portfolio includes solutions for merchandise, aftermarket parts and accessories, and much more



A PROVEN PARTNER

DHL is one of the world's most experienced logistics partners. We already work with a wealth of online retail giants and have succeeded in transferring this knowledge and experience to benefit our auto-mobility customers. Change is coming and, by working together with DHL, you'll prepare and position your organization for success in the years ahead.

WE OFFER YOU:

An extensive worldwide network

We have the skills, scale, and connections to create a seamless global supply network. Our extensive network ensures reliable delivery anywhere in the world.

Real partnership

We're not simply here to advise. At DHL, we have the skills and experience to help you create and deliver a seamless e-commerce experience – using any and every mode of transport.

Constant innovation

Auto-mobility e-commerce is in its infancy. We can help you lead and benefit from our own pioneering work in e-Facilitations, e-Fulfilment and last-mile delivery, sharing our knowledge of e-commerce platform integration.

A proven suite of solutions

We know what works in e-commerce through constant trial, testing, and refinement in partnership with online retail giants and pioneering auto-mobility players. These solutions are already available and ready to go.

TAILORED SOLUTIONS

If we haven't already created the solution you need, we'll invent it with you. Thanks to our extensive global network and local knowledge, we have the insight and expertise to tailor the exact service you require.

WE'LL HELP YOU SHAPE THE JOURNEY AHEAD

Learn more about e-commerce and understand how other industries are responding to trends by contacting your dedicated sales manager.

Read our other publications on **battery logistics** and **warehouse of the future in auto-mobility**.

Discover the latest trends and innovations by taking a personalized tour at one of our **DHL Innovation Centers** located in Germany, Singapore, and Chicago, USA.

For more information, contact us at **auto-mobility@dhl.com**

WE NEVER STOP

DELIVERING EXCELLENCE TO THE AUTO-MOBILITY INDUSTRY

The future belongs to those who think ahead. Innovation is more important than ever. DHL aims to be the auto-mobility industry's most trusted global partner for high-quality logistics solutions and innovations addressing the supply chain challenges of today and tomorrow.

CONNECTING

...sharing our unparalleled global reach.
Bringing your company closer to customers, suppliers, and partners across all markets in over 220 countries and territories around the world.

INNOVATING

...adding to your competitive edge.
Carefully tracking the most significant technology, business, and social trends to assess their impact and explore their benefit to your business.

POWERING

...accelerating your business growth.
Driving the industry forward to help tackle the key challenges of our times, we're your proactive partner ready to help you reap the rewards of business growth.

PIONEERING

...keeping you ahead of the curve.
Taking the lead as a logistics trailblazer to help you and us stay at the forefront of the auto-mobility industry.

