Goodyear Dunlop EMEA

Logistic Footprint
and
Outsourcing Strategy
Team Vision

Deliver superior logistic services to our internal customers and explore opportunities with external business partners
Goodyear Dunlop EMEA sold in 2011

- Commercial Tires > 4.8 Mio
- Consumer Tires > 68 Mio
Tire Factories in EMEA

15 factories in 7 countries

- Germany
- Poland
- France
- Luxembourg
- Slovenia
- Turkey
- South Africa

- Amiens
- Lux
- Montlucon
- Sava
- Debica
- Izmit & Adapazari

South Africa
Uitenhage
Warehouses

➢ Strategic Warehouse

1. Factory Warehouse
   ➢ Stores only product produced in the factory that is connected to
   ➢ Serves other warehouses, OEM’s and big customers with FTL

2. Regional Distribution Center
   ➢ Stores all SKU’s
   ➢ Serves other warehouses, all customers with C-items and customers in a geographical area as an LDC

➢ Level of Out-Sourcing
   ➢ All manual activities
   ➢ Managing staff
   ➢ Building if NOT on-site

➢ Kept In-house
   ➢ Definition and monitoring of KPI’s
   ➢ IT solutions
   ➢ Building Specs
   ➢ Major processes
Warehouses

➢ Tactical Warehouses

➢ Local Distribution Center
  ➢ Stores limited no of SKU’s (Hermes philosophy)
  ➢ Serves customers in a defined geographical area within 24 hours with small deliveries (< 2 tons)

➢ Level of Out-Sourcing
  1. Building
  2. All manual activities
  3. Processes
  4. Managing staff

➢ Kept In-house
  ➢ Definition and monitoring of KPI’s
  ➢ IT solution if not available
Goodyear Dunlop does not own Trucks and currently we do not intend to invest in Trucks
Transport

Strategic Transport (managed by GY DU - performed by providers)

- Long-haul
  - Sea Freight
  - International Road Transport
  - Inter Plant Transport
  - Warehouse to X-Dock
  - Local Full Truck to Customer

Tactical Transport (managed and performed by providers)

- Radial Distribution
  - From a local warehouse or X-dock to customer (less the truckload)
Questions ?