



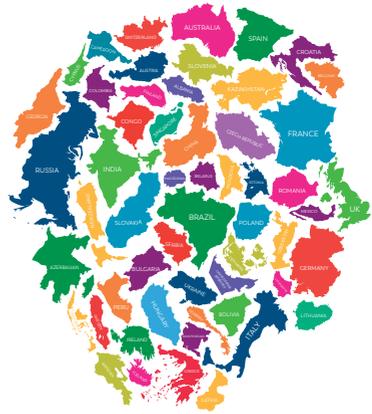
## Solutions Beyond Logistics

No matter how far our customers aim to go, we are always right beside them. We envisage to see the world from their perspective and help them identify the best way of organizing their logistics activities.

This results in tailor-made, unique solutions to fit our customer's profile, often going beyond pure logistics. Reducing total go-to-market cost, creating long-term added value. In each activity, making sure we use the right resources.

That's our objective. Because our creativity and flexibility have no boundaries.

**We shape the world to fit their profile.**



## Our vision

**CREATE** opportunities for the supply chain of the future together with our customers.

**OFFER** innovative tailor-made solutions adding value to our customers' core supply chain.

**ENABLE** our customers to stay focused on their core business and help solve their challenges in complex markets.

# Secured Transportation of High Value Cargo

## Introduction

Supply chain security is one of the biggest business disruptors for manufacturers and logistics service providers.

Cargo losses, damaged brand reputation and negatively impacted customer loyalty, can result in risks to public and employee safety, and lead to lost productivity, complex and costly recovery processes and increased insurance premiums.

Innovation and globalization in supply chains are getting more complex and sensitive to all kinds of risks. Theft and damage during transport disrupt the supply chain and risk management has become an absolute necessity.



**By challenging current market standards – armed guards - Ahlers presents an alternative answer in the increasing need for security, with a comprehensive total approach including a state-of-the-art solution for monitoring and security of your high-valuable goods transportation.**

Research shows that the true cost of loss – once all recovery, production replacement and insurance costs are factored in – can be 5 up to 7 times the value of the stolen goods. As well as increasing in number, attacks on supply chains are becoming increasingly violent and sophisticated. In your drive for supply chain resilience, however, there's no need to work alone.

Source: TAPA Incident Information Service (IIS)



## About Ahlers

**Founded in 1909 in the Port of Antwerp**, Ahlers currently employs over 650 members of staff and **operates in 3 regions (Europe, CIS, Asia)** helping customers to drive future growth in complex markets, supported by a worldwide partner network and offices in key locations.

## Our services

We offer unique solutions, either because they include multiple activities in a novel way (such high security without armed guards) or because they involve taking over non-core work such as data entry or customer service processes, adjacent to logistics.

**By rethinking how activities are done and by whom, we work closely with each customer to ultimately reduce their total go-to-market cost.**

- End-to-end sustainable supply chain solutions.
- Warehousing offering in several regions in Russia and bonded warehouse in Saint Petersburg.
- Management of complex global projects, tailor-made with a dedicated team.
- Secured transportation of theft-sensitive goods and our own state of the art developed solution.
- Trade facilitation and after-sales services.
- Innovative smart data tools for supply chain visualization and optimization.

## How do we do this

- **We enable our customers to stay focused on their core business.** We create and manage innovative solutions that add value and solve their supply chain challenges in complex markets.
- Deliver **consistency** through excellent customer experience supported by a **dedicated team**, understanding **your local and global needs**.
- Our **expertise** in addressing complex markets. For over twenty years. Ahlers has acquired specialized knowledge in transporting high value cargo by road in Russia and CIS.
- **We are creative and innovative.** With our **next generation monitoring and security solution**, we provide the highest standard in secured transportation creating a safe route-to-market for your theft-sensitive products.



Did you know that Ahlers runs annually more than 8500 secured transportations and has over **20 years' specialized knowledge** in transporting **high-value cargo** by road and rail in **Eastern Europe, Russia, and CIS?**



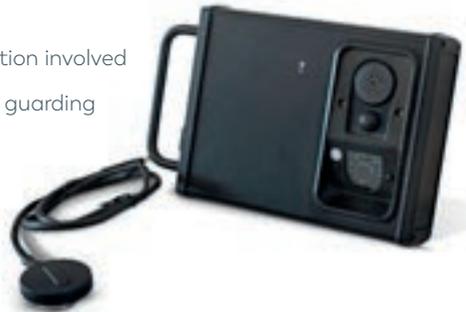
## Our mission

### We secure your route to market.

Prevent cargo theft and loss during transportation. Provide the highest security standards delivering goods door-to-door. Reducing the dependency of human interaction while realizing significant cost savings.

### A total solution covering all stages of transportation:

- Flexible and mobile security device
- Installed within 5 minutes
- Track & trace in real time 24/7
- Tracking capabilities: audio, video, sensors to control temperature and humidity
- Reducing risk due to less human interaction involved
- Recurring savings compared to physical guarding
- Own 24/7 monitoring center
- Providing smart data analytics
- Insurance approved
- EAC and CE Certified



### Helping you solve challenges:

- Ensure public and employee safety
- Reduce theft impact on product availability and brand image
- Rule out supply chain disruption
- Save time on replacing stolen cargo
- Avoid increasing insurance premiums
- Limit human interaction

# Secured Transportation of High Value Cargo

## Security Leaders

Customer needs, technology and criminals will not stand still. Supply chain security will continue to change and every day, a different challenge presents itself. Security issues can be of a different nature, such as theft of goods but also risk due to human interference and concerns regarding trust.

**Leaders must be vigilant about evolving threats and create opportunities to improve efficiency and minimize the risk across the supply chain.**



**Our Safe-T solution can help you to minimize risk from a public and employee point of view.**

## Finance Leaders

Supply chain security must be cost-effective. There is no point in spending more to protect cargo, compared to loss caused. However, the real cost of loss of a shipment may be as much as 5 to 7 times the value of the shipment alone. Factors increasing loss include the time and effort to replace the shipment. Opportunity costs can be driven from lost sales due to out of stock.

**Our Safe-T solution can help you to achieve considerable savings compared to physical guards.**

## Supply chain security must be cost-effective.

- Time and effort saved for domestic transport and expediting goods across borders
- Lower risk and business impact throughout the supply chain
- Competitive advantage for new business through proof of systematic secured transportation of your high value goods
- Reassurance for your stakeholders and investors
- Potential to reduce associated expenses, such as supply chain insurance premiums

## Technology Leaders

Supply chain security calls for more physical security technologies such as seals, global positioning and other sophisticated locating and tracking applications as well as sensors used for detection.

Then there is a need for geofencing to secure routes. Secure systems to send automatic, real-time notifications whenever a trailer moves in or out of preapproved coordinates, allowing fleets to proactively react to possible cargo theft.

Based on sensors and analytics, collected data allows a carrier to know if idle and/or dwell time is occurring in a safe place or not. Knowing where the hotspots are in terms of cargo theft based on historical data is also used for route planning



**Our Safe-T solution is based on innovative, best-of-breed technologies, designed to stay ahead of challenges with preventive measures.**

## Customer service Leaders

Secured transportation of theft-sensitive goods is critical to the achievement of customer service, and overall supply chain effectiveness. Proper precautions must be taken to protect cargo from loss due to theft. We also envisage a further rise in theft and robbery attempts on vehicles, especially with goods that are difficult to trace.

**Each loss of cargo not only poses a great threat to on-time delivery, but also creates challenges for customer satisfaction.**



**Our Safe-T solution helps you to ensure on-time delivery and takes away your concerns of customer loyalty and product brand due to theft.**

## Supply Chain Leaders

Concerns about security requirements are not only limited to cargo theft, but can cause major disruption in customer production schedules, the added costs, delays in deliveries which ultimately can lead to poor customer satisfaction.

The assessment of personal and organizational relationship characteristics that exist between supply chain partners can help improve efficiency and effectiveness of security efforts.

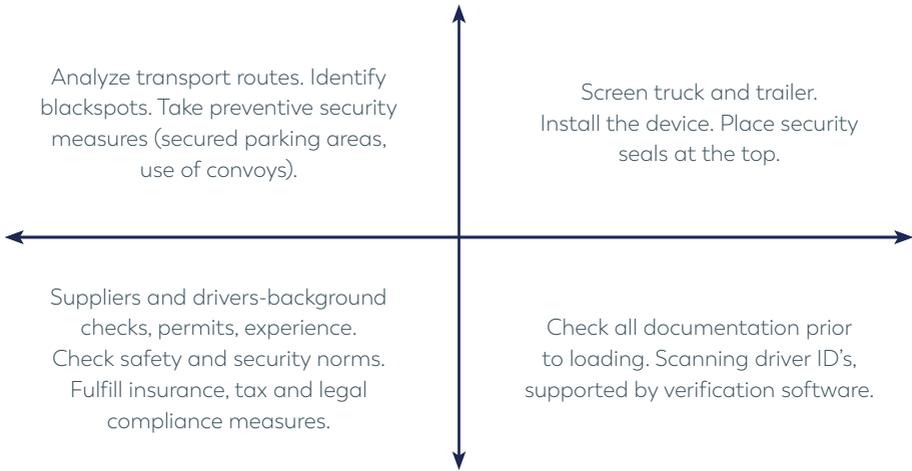
Strengthened security requirements force supply chain partners to have the capability to take new security precautions, especially for high value goods.

**Our Safe-T solution is developed to take away logistics headaches and avoid disruptions in your customer production schedules so that you can rely on your forecast.**



# Ahlers Safe-T Solution

## Steps we take



## Solution components



## How our Security Device works

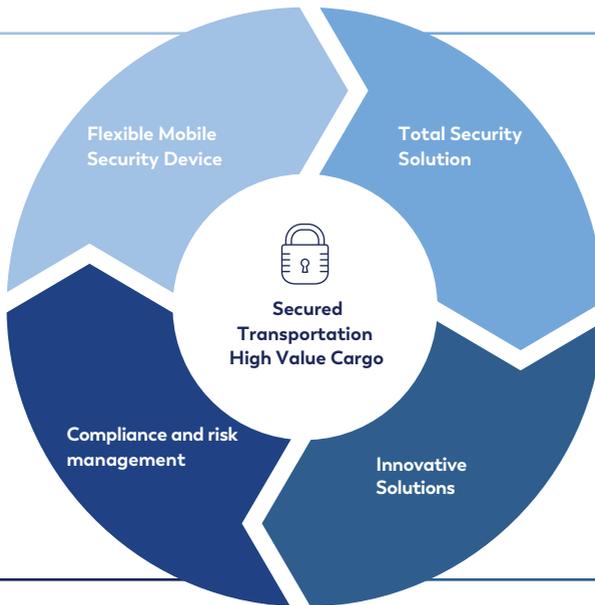


Prepare → Install → Maintain

## Functionality Safe-T Solution

- **Audio and video** - Activated automatically or through the dispatch monitoring center.
- **Uncoupling** - Detects when tractor removed from trailer.
- **Sound alarm** - Sensor activation upon intrusion.
- **Camera** - Automated picture transmission from intruders.
- **Geofencing** - Determining geographical boundaries (restricted routes, route corridors, parking access).
- **Detection sensors** - Control intrusion, sensors for humidity and temperature control.
- **Heartbeat control** - Signal activated when heartbeat from the driver is elevated (next release).
- **Panic button** - Placed on the bracelet and smartphone.
- **Speed control** - Immediate detection when the driver deviates from allowed driving speed (real-time) or stops.
- **Smart dashboard** - Transport Data Analytics.

- Fits multiple types of transport
- Flexible in terms of how much, when and where you need it
- Installed within 5 minutes
- Cost-effective compare to physical guarding
- Before, during, after transport
- Visibility and monitored at all points of transportation
- 24/7 cargo and driver monitor
- Preventive security measures (secured parking areas, use of convoys)



- Specially developed system for checking agents & transport partners
- Reducing the risk of human interference
- Minimized risk of public and employee safety
- Insurance, tax & legal compliance
- IoT and geofencing - connected device, real time data capture, intervention if required
- Tracking, audio, video functionality, sensors for humidity and temperature control
- Analysis of transport routes, identifying blackspots
- Affordable state-of-the-art equipment built with revolutionary technology partners

## Benefits of working with Ahlers



### VISIBILITY

Monitored  
before-during-after  
transportation



### END-TO-END SERVICE

Risk Management,  
On-time delivery of  
products



### COST REDUCTION

Cost effective, compared  
to physical guarding



### EXPERTISE

20+ years expertise  
transporting theft-  
sensitive cargo.  
Innovation at the forefront



### PROACTIVE

Technology investments  
for prevention of cargo  
theft



### FLEXIBILITY

Multiple types of transport;  
how much and when you  
need it



## About us

For more than 110 years Ahlers has been helping clients all over the world.



We work closely with our customers to deliver tailor-made solutions that help them conquer new markets and increase their market share.



Stefan Van Doorslaer  
CEO



## Contact us

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