Freight Exchanges
Opportunities and Challenges
IRU GOODS TRANSPORT COUNCIL (CTM)
07. November 2013, CH-Geneva
Agenda

- Short introduction referent and company
- Opportunities with TC Truck&Cargo®
- Challenges of spot market places

Referent:
Marcel Frings
Chief Representative
Director Sales & Business Development
TimoCom Soft- und Hardware GmbH
Marcel Frings

- Now: Chief Representative, Director Sales & Business Development
  1st Head of Key Account Management

- DACHSER GmbH & Co. KG
  Key Account Manager

- ABX LOGISTICS (Deutschland) GmbH
  3rd Head of Projectmanagement
  2nd Projectmanager
  1st education to freight forwarding agent

- Bachelors of Arts
  Faculty of Business > Transport and Logistics, Cooperative State University Mannheim
The company TimoCom Soft- und Hardware GmbH

- Founded: 1st of April 1997
- Head office: Düsseldorf (Germany)
- Turnover 2012: 48.2 Million EUR
- 387 international employees
- Acting in 44 European countries
- In 24 European languages
- Provider of
  - The tendering platform TC eBid®
  - The TimoCom transport barometer
  - The calculation and tracking solution TC eMap®
  - And the market leading freight exchange TC Truck&Cargo®
- Partner of various associations
Figures of 2013

- Increase the number of employees from 336 to 387
- Customer satisfaction is according to survey in 2012 at 94.3%
- TC Truck&Cargo® five times in a row best brand 2009 till 2013
- Up to 450,000 freight and vehicle exchange offers - every day
- New Record at 30.09.2013: 471,946 freight and vehicle offers.
- More than 100,000 users in daily work.

**New in 2013!** TC eMap® - The powerful route calculation and tracking solution

- the 3-in-1 solution for more efficiency and security
- Different telematics systems in one application
- Information flow between business partners is considerably faster and more efficient
Customer number / origin

Total customer growth

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</table>

Proportion of total

- DE: 12015
- PL: 4772
- HU: 2316
- FR: 1245
- NL: 1209
- SI: 1171
- IT: 1168
- CZ: 1159
- AT: 1088
- SK: 964
- ES: 704

Rest: 5103
47,0 Mio. freight and vehicle offers have been published in TC Truck&Cargo® in 2012. In the current year 2013 the offers increased by 13,9%.
Structure of placing freight via the internet – contract business vs. spot market

Transport platforms
- Virtual platforms for exchanging and placing freights and truck capacities on the internet.
- The traffic management of the future
  - Keyword: Environment, minimising CO2
  - Keyword: cost pressure (diesel/toll costs)
  - Back up capacities
  - Reducing process costs
  - Increasing efficiency

Contract business
- Strategical e-sourcing tool
- Tendering platform for long-term transport contracts
- Calculated prices

Spot market
- Operational tool
- Freight exchange for daily business
- Short reaction time
- Daily prices by supply and demand
TC Truck&Cargo® offers:

- Up to 450,000 freight and vehicle offers daily
- More than 100,000 users from 44 European countries
- Attractive and transparent monthly flat rate of 139.90 €
- 4-week free trial without any obligations
- Various closed-user-groups for different associations and its members
The Closed User Group (CUG)

- Internal exchange of offers for members of an association
- Specified time frames can be defined individually, followed by automatic transfer of offers to the open exchange

The advantage to you
Important information and/or a time advantage!

The CUG is an exchange inside the freight and vehicle exchange TC Truck&Cargo®.
The percentage of empty trips in the German transport industry remains high

Development of empty kilometres of german trucks
1998 - 2010

Current and future challenges for the industry:

- Fuel costs
- CO2 emissions
- Toll costs

Important:
Urgent need to reduce empty kilometres

Source: Bundesamt für Güterverkehr, Köln; Kraftfahrt-Bundesamt, Flensburg und Berechnungen des BGL Stand: September 2011
The usage of a freight and vehicle exchange brings many advantages and improves the operating result.

Benefits of Freight Exchange:

- Turnover
- Costs per loading metre

Benefits for the customer:

- Profit increase
- Planning in seconds
- Easy to use
- Access to thousands of freight and vehicle offers in the Europe
- Contact with potential new business partners across Europe

- Search of freight and vehicle europewide
  - Increase capacity utilization

- Reduction empty kilometres
  - Increase Profit
TimoCom transport barometer

- The transport barometer reflects current freight and vehicle supply and demand within the European road transport market.
- Powerful tool for determining market price
- Serves as a basis for negotiation for the European road transport industry
- Online and a print version in major European magazines and specialist press
- Free access via www.portatio.com or iPhone and Android

TimoCom transport barometer
the practical tool providing more insight and transparency

<table>
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<tr>
<th>Route</th>
<th>Freight in %</th>
<th>Vehicle in %</th>
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<tbody>
<tr>
<td>GB &gt; PL</td>
<td>60</td>
<td>40</td>
</tr>
<tr>
<td>GB &gt; HU</td>
<td>38</td>
<td>62</td>
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<tr>
<td>GB &gt; BG</td>
<td>65</td>
<td>35</td>
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<td>GB &gt; FR</td>
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<td>60</td>
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<td>GB &gt; ES</td>
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<tr>
<td>PL &gt; GB</td>
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<td>10</td>
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<td>HU &gt; GB</td>
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<td>98</td>
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<tr>
<td>BG &gt; GB</td>
<td>27</td>
<td>73</td>
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<tr>
<td>FR &gt; GB</td>
<td>48</td>
<td>52</td>
</tr>
<tr>
<td>ES &gt; GB</td>
<td>57</td>
<td>43</td>
</tr>
</tbody>
</table>

1 = Main transport barometer: shows the average value (freight in correlation to vehicle space) for all routes within Europe
2 = Freight in %
3 = Vehicle space in %
4 = Key
5 = Specific country routes, e.g., from GB to PL
6 = Return route from PL to GB
7 = Period: Date from / to
Challenges

- 200,000 transports per year are affected by cargo thefts
- European losses of over eight billion euros announced by TAPA
- Previously mainly single offenders – today "cargo theft" is a lucrative business for organized crime
- Nowadays thefts are executed by organized gangs often on order
Challenges of cargo theft

- Fantasy companies
- Misuse of identity
- Takeover of a clean company with "180 degree turn"
- Infiltrate "false" staff
TimoCom’s safety net TC Secure

New customers

Access check

Customer Controlling

IT Security

Customer

Security check

TC CashCare

TC Login

Truck&Cargo®
eBid®
Profile®
eMap®
Access check

- Generally, only companies that have existed for at least 6 months are granted access to the exchange
- Examination of important business documents prior to signing a contract
- Verification of every new customer
- Permanent customer controlling even once a contract has been signed
TC Login

- Receive a personal security key when downloading TC Login
- Advantage: convenient access to our system
- Advantage: activation for authorised users only
- Advantage: no combination of user name / password susceptible to spyware!
IT Security

- ECB•S certified, energy-saving datacentre
- 24/7 monitoring and operating with our own IT department
- Multiple redundant internet connections
- Powerful firewall and multi-layer anti-virus systems
- In the last twelve months, our products were available 99.56% of the time, 365 days a year, 24 hours a day – and this figure already includes planned downtimes for maintenance work!
TimoCom CashCare

- Since 2003, debt collection service (with official admission)
- Competent legal advice and assistance
- Support from native speaking staff
- Rigorous and quick collection of outstanding payments
Security Check

- Your security check to avoid cargo theft - EU campaign from TimoCom and SCHUNCK
  This checklist helps protect your company against fraud
- Your business partner verification checklist
  Up front the most important rules for clean business
- Cost free service TimoCom Identity
  Play it safe by checking in advance
Five partners,…

Landeskriminalamt Niedersachsen
www.lka.niedersachsen.de

HDI-Gerling Industrie Versicherung AG
www.hdi-gerling.de

TimoCom Soft- und Hardware GmbH
www.timocom.com

Teleroute Deutschland GmbH
www.teleroute.de

VSW Norddeutschland e.V.
www.vswn.de
...one mission

- Education and awareness about the increasing risk
- Development of practical counter-strategies
- Active support for the implementation of security measures
Means of prevention and education

- Brochures and checklists serve as guidance for companies in freight forwarding, transportation and logistics.
- Theme: technology, organization, behavior
- Target group: driver, dispatcher, owner
- Structure of the safety recommendations from minimum to maximum criteria
Checkliste für Unternehmen

Informationen für Unternehmer

Informationen für Disponenten

Informationen für Fahrer

Checkliste für Fahrer
Matches freight and vehicle!