

# DHL TRADE FAIRS & EVENTS

## SPORT LOGISTICS



**DHL**

# OUR HOME: THE LOGISTICS COMPANY FOR THE WORLD

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# KEY FACTS ABOUT DEUTSCHE POST DHL

- ▶ More than 500,000 employees in more than 220 countries/territories (including nearly 60% outside Germany)
- ▶ 61m letters/3.9m parcels each workday in Germany/more than 28,000 sales outlets in Germany
- ▶ Group revenues<sup>1)</sup>: EUR 59.2bn  
Group EBIT<sup>1)</sup>: EUR 2.41bn  
Market capitalization<sup>2)</sup>: EUR 31.483bn
- ▶ ~ 753,000 international express shipments per day (2015) (Time Definite International) (+8.7% vs. previous year)
- ▶ 2.3m tons of air freight/2.9m TEU<sup>3)</sup> of ocean freight in 2014. No. 2 European road freight
- ▶ 13.7m square meters of warehouse space in contract logistics



1) Financial year 2015; 2) As of 12/31/2015; 3) TEU = Twenty-foot equivalent unit



# DHL TRADE FAIRS & EVENTS - OVERVIEW



## Global Business

- DHL TFE operates from dedicated TFE offices in 22 countries worldwide
- A worldwide community of experienced professionals
- Direct access to a corporate network larger than the UN, covering 220 global territories



## Operations

- Experience of 100 years in the exhibition and events industry
- One of few large global players with dedicated TFE services
- Over 200 employees handle more than 1,000 major events annually
- Catering for your exact needs – with scalable solutions from small corporate events to large international touring shows



## Offered Services

- Providing highly reliable, consistent, and secure transport – On time, every time.
- One single personal point of contact for all needs
- “One stop shop solution” – covering all transport modes, customs, storage, local handling, packing, installations, and consultancy

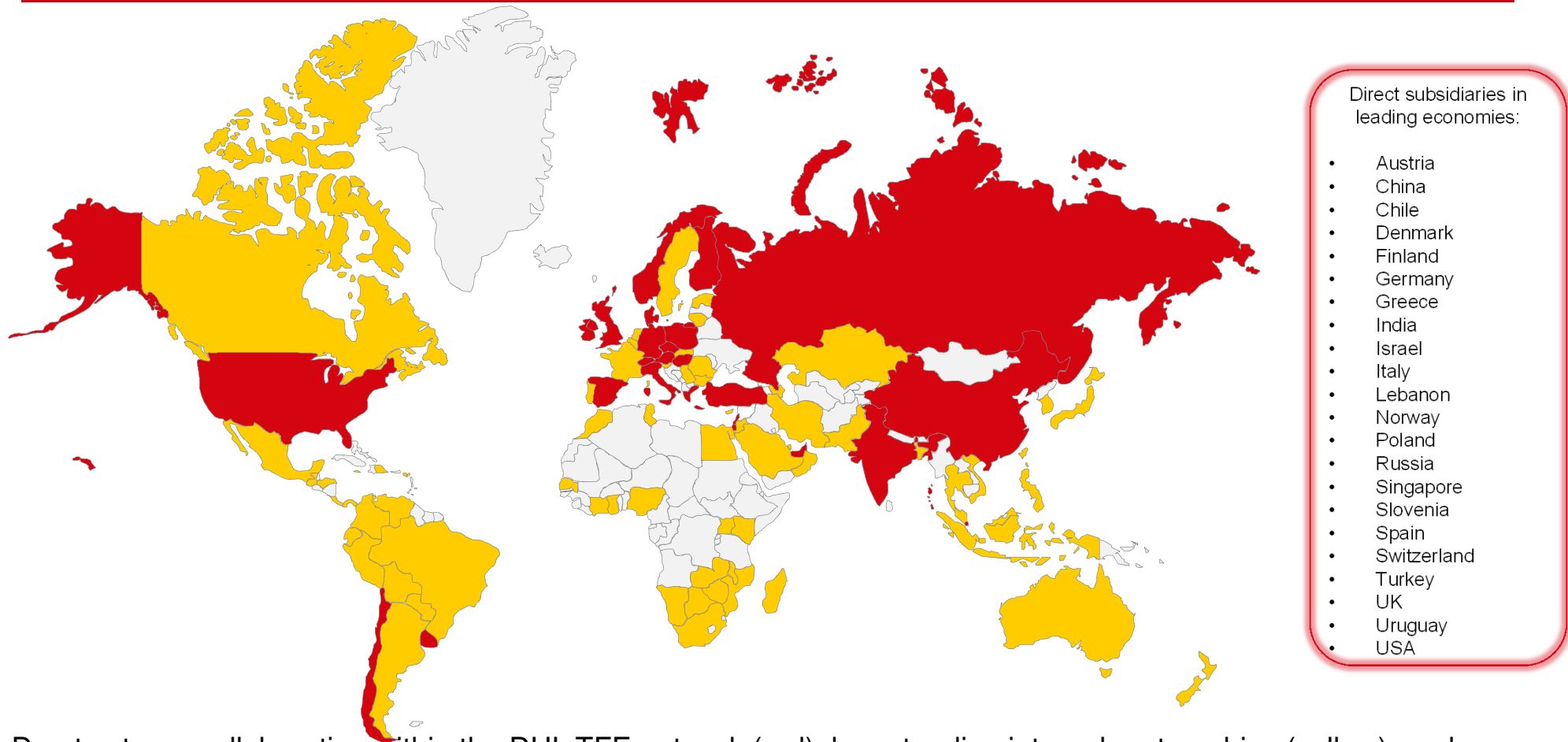


## Strategy & Mission

- Exceeding our customers' expectations and creating the most suitable complete logistics solution in one hand.
- We will either find a way or make one – Always going the “extra mile” for our customer.
- Great Show. Strong Crew.



# GLOBAL TFE NETWORK



Due to strong collaboration within the DHL TFE network (red), longstanding internal partnerships (yellow), and local experts (white) we assure a **global coverage in every corner and on every venue of the world!**

# DHL TRADE FAIRS & EVENTS

On-Site Services & Event Storage



Automotive



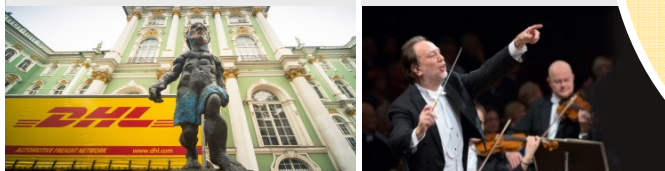
Sports



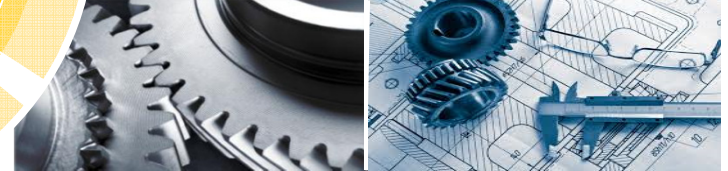
Energy



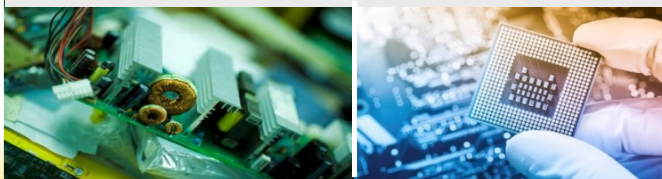
Fine Arts & Concerts



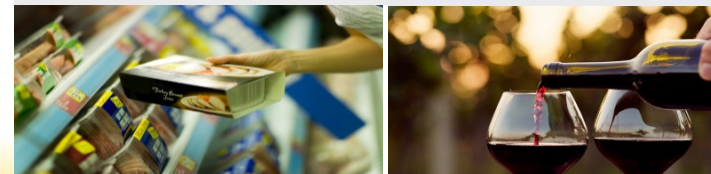
Engineering & Manufacturing



Technology



Food



**Sector  
Expertise**



# SERVICE PORTFOLIO

## Infrastructure



We accompany you! Wherever your customers and suppliers need us - we are already there

- Our **specialists** are located at all major **exhibition centers** in Europe
- We are **official forwarder** of several venues worldwide - there we offer the **full range of services**
- **Unique understanding** of customer/market sector requirements

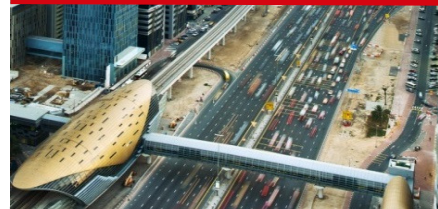
## Reliability and Quality of Services



We help you preserve and deliver the highest quality to your customers

- **One partner** with the ability to provide the most **extensive product offering**
- Experience in handling and shipping of **exceptional shipments**
- **Full service** approach before, during and after the fair or event
- **Permanent and worldwide presence** on-site at fairs & exhibition grounds

## Innovation and Tailor-Made Solutions



We anticipate your needs while setting standards for the industry

- **Customized relationship management programs** that mirror client organizational needs
- **Providing specialized services**, e.g. Project management, booth conceptualization, customs clearance, on-site handling, delivery / storage / set up / pick up

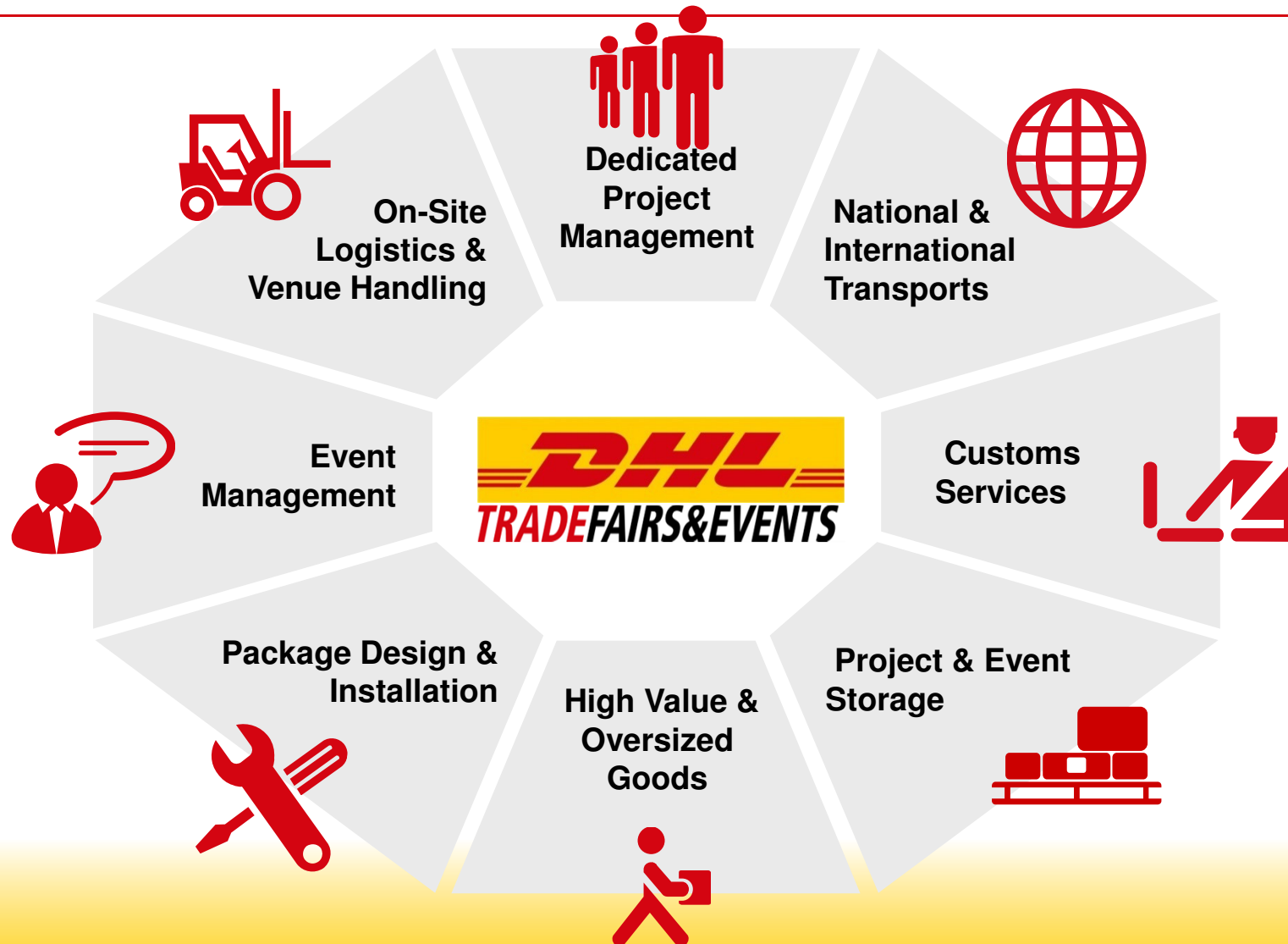
## Industry Expertise and Know-How



Our experts are at your service to provide you with state-of-the-art service

- Dedicated network of **experienced operations personnel**
- **Global expertise** teamed with **local knowledge** – we deliver the right integrated solution

# DHL TRADE FAIRS & EVENTS





# REFERENCES

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## Higher – Faster – Further – Better

**Bahrain Air Show** is a key event of the aviation industry in the Middle East. After 2014, DHL TFE has been the **Official Logistics Provider** again for Bahrain Air Show 2016. For both events we have been trusted with the transport and delivery of various airplanes and parts up to the booth, playing a crucial part in the exhibitions' success.

In 2016 our 3 on-site delegates and their staff handled more than 100,000 to of material in all shipment sizes – anything from parcels to airplanes. Our dedicated quality service have been awarded with further nominations for the next shows.



# REFERENCES

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## DHL on the Fast Lane



DHL Trade Fairs & Events is the official logistics provider for **MotoGP™** and handles the whole logistic for the Moto GP at various venues worldwide.

We are responsible to ensure that all equipment arrives to the various destinations worldwide just in time. It requires a lot of pace, precision, and teamwork in order to supply the most efficient and fast logistics.

60 tons of electronic equipment and high value bikes need to be transported, handled and delivered properly and accurately for every event, constituting its own logistics-race after the main event.



# REFERENCES

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“Celebrating the art of football!”

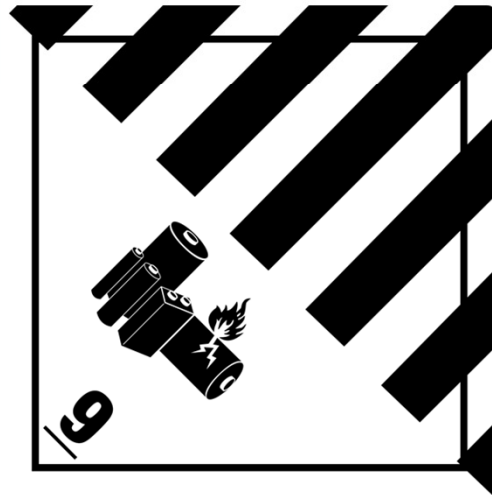


During the whole course of **UEFA Euro 2016** in France, DHL Trade Fairs & Events has been the **Official Logistics Partner** of **UEFA** and the **German National Team**.

Warehousing, transport, and delivery according to all customer requirements before and after the championships have only been one part of our work. By transporting the very critical and important team equipment – from the players' jerseys to the kitchen equipment of the team's cooks – we have been able to pay back the trust put in our services. During the knockout phase we have constantly been on stand-by, in order to guarantee timely reverse logistics in case of a defeat.



# BATTERIES



## PRIMARY LITHIUM BATTERIES

## FORBIDDEN FOR TRANSPORT ABOARD PASSENGER AIRCRAFT



# BATTERIES – HOW TO IDENTIFY

Each manufacturer of batteries need to have a so called

**MSDS – Material Safety Data Sheet or PSDS – Product Safety Data Sheet**  
**Number 14 is called Transport Information and includes the UN number**

14. Transport Information	
Label for conveyance	For the single cell batteries and multicell battery packs that are non-restricted to transport, use lithium-ion batteries inside label. For the single cell batteries and multicell battery packs which are restricted to transport (assigned to the Miscellaneous Class 9), use Class 9 Miscellaneous Dangerous Goods and UN Identification Number labels. In all cases, refer to the product transport certificate issued by the Manufacturer.
UN number	UN 3090
Shipping name	Lithium Batteries
Hazard classification	Depending on their equivalent lithium metal content, some single cells and small multicell battery packs may be non-assigned to Class 9 (Refer to Transport Certificate)
Packing group	II
IMDG Code	9033
CAS	
EmS No.	<u>4.1-06</u>
Marine pollutant	No
ADR Class	Class 9

# BATTERIES - NEW SITUATION AS PER JANUARY 1ST, 2017

Effective 01 January 2017 the new Lithium Battery Mark (handling label) and the new Class 9 hazard label for Lithium Batteries will become effective

UN3480 & UN3090			
Section I, IA		Section IB	Section II

UN3481 & UN3091		UN3481 > 5kg	
Section I	Section II	Section I	Section II

## Reference:

[https://www.afklcargo.com/GB/en/common/cg\\_content/lithium\\_batteries.jsp](https://www.afklcargo.com/GB/en/common/cg_content/lithium_batteries.jsp)

<http://www.iata.org/whatwedo/cargo/dgr/pages/lithium-batteries.aspx>

# DHL TRADE FAIRS & EVENTS – ISO CERTIFICATION

## Certification ISO 9001:2008

### **DHL TRADE FAIRS & EVENTS**

is certified to ISO 9001:2008

- Exhibition activities in Germany and the world
- Consulting and planning in transportation services
- Customs formalities
- Worldwide return transports and transfers of exhibits and standbuilding material
- Worldwide logistical coordination and onsite delegations at the exhibition sites and venue (door-to-door service)
- Recertification in 2015



# DHL TRADE FAIRS & EVENTS – AEO CERTIFICATION

## Simplification of customs clearance through the AEO- status

### **DHL TRADEFAIRS&EVENTS**

is certified as AEO (Authorised Economic Operator) since  
**June 19th, 2012**

Your benefits regarding goods handling:

- the AEO- status represents an international seal of quality
- enjoy privileged treatment regarding the inspection of goods and documents
- acceleration of the authorization process due to standardized criteria
- acknowledgement outside of the EU leading to an increased security of the overall supply chain in the future

Europäische Gemeinschaft



AEO-Zertifikat

DE AEOF 116805 (Nummer des Zertifikats)	
<b>1. Inhaber des AEO-Zertifikats</b> DHL Trade Fairs & Events GmbH EORI-Nummer: DE 4370872 Nr. der amtl. Eintragung: HRB 65545 UST-IDNr(n): DE 811113705	<b>2. Erteilende Behörde</b> Hauptzollamt Köln Stolberger Str. 200 50933 Köln

Der in Feld 1 genannte Inhaber ist

**Zugelassener Wirtschaftsbeteiligter**

☐ - Zollrechtliche Vereinfachungen  
☐ - Sicherheit  
☒ - Zollrechtliche Vereinfachungen / Sicherheit

**3. Tag, ab dem das Zertifikat wirksam ist:**  
**19.06.2012**





# CORPORATE RESPONSIBILITY: OUR PURPOSE

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As the world's leading logistics company, our approx. 500,000 employees, together with our customers, enable global trade in over 220 countries and territories, and empower people to enjoy better lives.

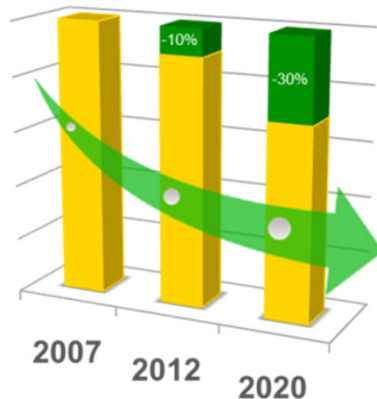


 We connect people and improve lives

# GO GREEN – PROTECTING THE ENVIRONMENT

Deutsche Post DHL Group was the first globally operating logistics company to set itself a concrete CO<sub>2</sub> efficiency target

## CO<sub>2</sub> efficiency target



We aim to improve our CO<sub>2</sub> efficiency including subcontractors by 30 % by the year 2020, compared to our 2007 baseline.

## Improving CO<sub>2</sub> efficiency



### Fleet



### Real Estate



### Network

## Burn less

- Aerodynamics
- Engine Modifications
- Hybrids

- Energy-efficient lighting, heating and air conditioning

- CO<sub>2</sub>e-efficient network planning
- Efficient transport routing
- Modal shift solutions

## Burn clean

- Alternative Fuels
- Electric Vehicles (powered by green electricity)

- Electricity from renewable sources

# SOCIAL RESPONSIBILITY – LEVERAGING OUR EXPERTISE

Our activities are based upon strategic Corporate Programs and supported by the volunteering efforts of our employees.

## GoHelp



**DRT**



DHL Disaster Response teams:  
Professional logistics support at airports  
to ensure speedy, efficient supply chains  
after natural disasters

## GoTeach



**SOS Childrens V.**



Employees support young people  
mastering the transition to the world of  
work by sharing experience and  
expertise

## Instruments



**Global Volunteer Day**

Mobilize our employees worldwide to  
address local social and environmental  
needs with a partner organization



**GARD**

Empowered lives.  
Resilient nations.

Get Airports Ready for Disaster:  
Workshops to train airport employees and  
representatives of disaster management  
authorities



**Teach For All**

Teach For All

Financial support and volunteering efforts  
to support teaching participants and  
students in underserved schools



**Living Responsibility Fund**

Promote and acknowledge  
extraordinary volunteering efforts,  
employees can apply for financial  
support





# Great Event. Strong Team.

[sport-logistics@dhl.com](mailto:sport-logistics@dhl.com)  
[www.dhl-tfe.com/services/sportevents](http://www.dhl-tfe.com/services/sportevents)