

We Optimize Your Supply Chain

DEMATIC

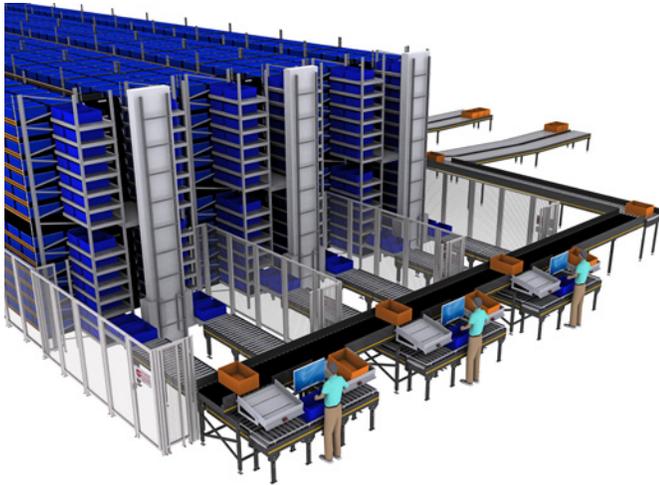


## Company Overview

**CONNECTED TECHNOLOGY SOLUTIONS FOR  
DISTRIBUTION, WAREHOUSING, AND MANUFACTURING**

# Operational Excellence for Production & Distribution Logistics

**DEMATIC IS A LEADING GLOBAL SUPPLIER OF INTEGRATED AUTOMATED TECHNOLOGY, SOFTWARE AND SERVICES TO OPTIMIZE THE SUPPLY CHAIN**



| PRODUCTION LOGISTICS        |
|-----------------------------|
| ▪ Inbound Materials Storage |
| ▪ Kitting                   |
| ▪ Intra-plant Delivery      |
| ▪ WIP Buffer Staging        |
| ▪ Finished Outbound         |

| DISTRIBUTION LOGISTICS   |
|--------------------------|
| ▪ Receive & Store        |
| ▪ Replenishment          |
| ▪ Order Fulfillment      |
| ▪ Consolidate & Sequence |
| ▪ Pack, Palletize & Ship |

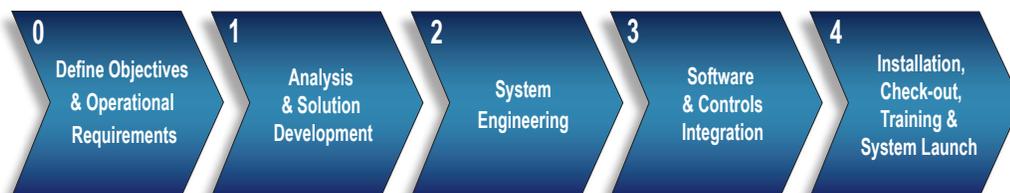
## RECEIVING TO SHIPPING SOLUTIONS

Dematic enables production and distribution operations to achieve efficiencies that provide a positive impact to supply chain performance. The results include smarter operations management, increased productivity, and real time control. We use a process improvement approach to streamline functions starting at receiving and extending to shipping. Dematic systems are engineered around strategic software which efficiently controls the flow of inventory and information.

Each solution is scalable and can be configured for low, mid or high rate applications and are appropriate for small, medium and large companies doing business in a variety of market sectors.

## DESIGN, BUILD, IMPLEMENT, SUPPORT

Dematic is your single source partner to manage and control the entire integrated engineering and implementation process. We are responsible for all aspects of system integration from defining the business objectives and solution development, to engineering, installation and long term support over the operational and physical life of the system. The implementation methodology includes these program phases (shown below):



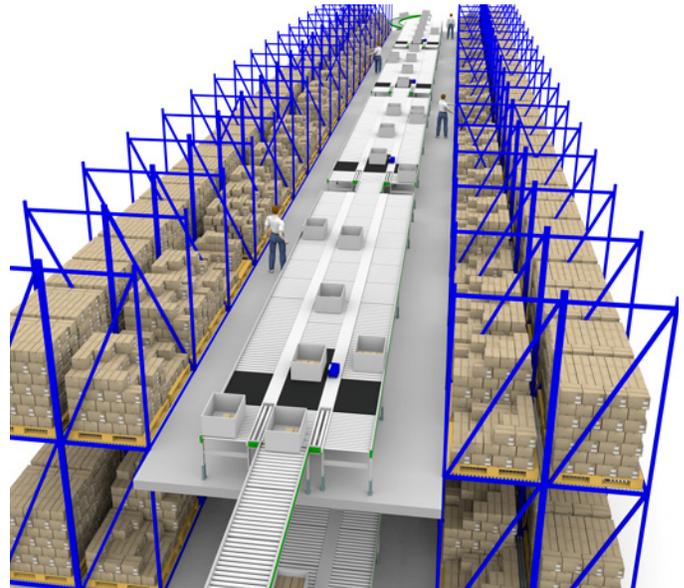
## EXPERTISE BY INDUSTRY SECTOR

Each automated system is built on a standard foundation and then tailored to meet the operational requirements of your business and industry sector. We design special attributes into each intra-logistics system to accommodate the unique requirements and business drivers of your industry sector. For example, systems for food/ beverage producers and grocery retailers often include temperature controlled high density storage to maximize space utilization, while increasing labor productivity, ergonomics and safety. Meanwhile, retailers implement fulfillment systems that efficiently accommodate Omni-Channel demands, small to large order sizes, faster order processing and peak demand. Modular and scalable system solutions are built for the performance demands of the 12 market sectors shown on the cover.

“ Performance optimizing software continuously evaluates resource utilization and dynamically adjusts/prioritizes work flows to reduce cycle time, labor and unit cost.”

## SOLUTION DEVELOPMENT ENGINEERING

The key aspects of an integrated system are the solution design and the operating plan. Our refined practical design methodology ensures that projects have a compelling business case and deliver the results that are expected. To develop a solution, Dematic uses an agnostic approach with an operations focus. It includes current state analysis, operations planning, and strategic/tactical planning. The solution for your operation will include process improvements, best practice logistics methods, performance optimizing software, and material handling technology.



## STRATEGIC SOFTWARE OPTIMIZES PERFORMANCE

The core ingredient in a Dematic integrated system is the Warehouse Execution Software (WES) that directs operational processes from planning to execution. The WES is modular by function and efficiently manages the activity, inventory and material flow with a focus on labor, processes, speed, and accuracy. With holistic, real-time visibility, analytics and insight across your operation, you can make dynamic decisions that result in smarter logistics management and timely execution of events.

## RETURN ON INVESTMENT

Dematic solutions have a compelling business case, thus producing a strong return on investment. The ROI is created by reducing the operational requirements you want less of, while optimizing and increasing attributes that are in demand:

**Reduce:** space requirements, fulfillment time, labor costs, errors, transactions

**Optimize:** material/information flow, processes, activities inventory management

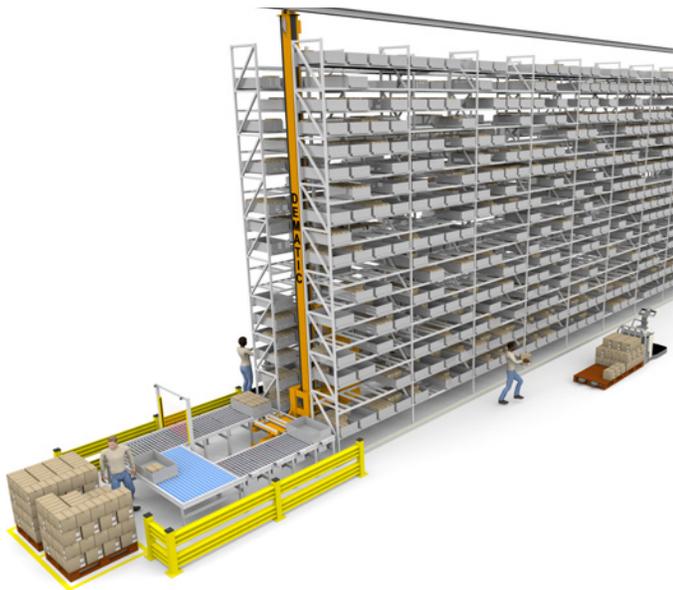
**Increase:** throughput, accuracy, ergonomics, safety, profits

| EXPAND FUNCTIONALITY  | MAXIMIZE PRODUCTIVITY   | IMPROVE PERFORMANCE  |
|---|---|--|
| <ul style="list-style-type: none"> <li>More SKUs</li> <li>Store friendly</li> <li>Sequenced</li> <li>Multi-channel</li> <li>Storage capacity</li> <li>Mixed case pallets</li> </ul> | <ul style="list-style-type: none"> <li>Labor</li> <li>Ergonomics</li> <li>Processes</li> <li>Cube utilization</li> <li>Inventory turns</li> <li>Operating efficiency</li> </ul> | <ul style="list-style-type: none"> <li>Pick rates</li> <li>Pick accuracy</li> <li>Perfect order</li> <li>Processing time</li> <li>Space utilization</li> <li>Inventory accuracy</li> </ul> |

### DEMATIC AT A GLANCE

- Design, build, implement, support
- System integrator, solution provider
- Intra-logistics, within the 4 walls of a facility
- Non-biased, data driven, operations approach
- Software optimizes material & information flow
- Manual, mechanized, & automated configurations
- Point solutions, & receiving-to-shipping solutions
- Process improvements, software & automation
- Solutions, sub-systems, modules, components
- Responsibility for system performance





“Modular solutions bring agility and scalability to your operation.”

## SUPPORTING YOUR OPERATING PLAN

Whether the system you implement is a small “point” solution or a fully integrated receiving-to-shipping solution, we support your operating plan for the long term. As your business changes and grows, your Dematic system needs to do the same. We’ve design it to be scalable, flexible, and modular in order to adapt to your changing operational requirements.

For daily operational support, plan on using the dedicated lifecycle support services from Dematic such as technical phone support, online training courses, or the spare parts website. To keep your system operating at peak performance levels, consider contract or resident maintenance services. To replace worn-out equipment, or upgrade controls and software to current versions, consider the modernization services.

## ABOUT DEMATIC

Dematic is a leading supplier of integrated automated technology, software and services to optimize the supply chain. Dematic employs over 6,000 skilled logistics professionals to serve its customers globally, with engineering centers and manufacturing facilities located around the world. Dematic is one brand under the KION Group of companies and has implemented more than 6,000 integrated systems for a customer base that includes small, medium and large companies doing business in a variety of market sectors.

Implementation of a Dematic system allows users to reduce processing time and operating costs, increase inventory/order accuracy, maximize the use of facility space, improve labor productivity and ergonomics, while offering real time control, visibility and operational insight.

A typical Dematic system solution has a modular software platform to direct processes starting at inbound receiving and extending to outbound shipping. However, stand-alone point solutions focused on specific functional areas of the operation, such as order fulfillment, are common. Dematic engineers each system as a modular, flexible, scalable solution to accommodate changing activity profiles, average to peak capacity and future growth.

Headquartered in Atlanta, Georgia, Dematic is a member of KION Group, a global leader in industrial trucks, related services and supply chain solutions. Across more than 100 countries worldwide, the KION Group designs, builds and supports logistics solutions that optimize material and information flow within factories, warehouses and distribution centers. The company is the largest manufacturer of industrial trucks in Europe, the second-largest producer of forklifts globally and a leading provider of warehouse automation.

## COMPANY FACTS

- **Profile:** System integrator, solution provider
- **Global Headquarters:** Atlanta, Georgia, USA
- **Locations:** 25 countries worldwide
- **Employees Worldwide:** 6,000
- **Systems Installed:** 6,000