

DANX - A PRESENTATION



A SHORT PRESENTATION OF DANX FOLLOWS

ABOUT DANX

- We are today the leading in-night logistics provider in Northern Europe with our own distribution network in all Nordic and Baltic countries - from Southern Denmark to Northern Finland. We cover all aspects of Spare Parts Logistics including in-night, FSL (Field Stock Location), traditional warehousing and the running of a widespread PUDO network. We service multiple branches of industry that all benefit from our innovative approach.
- Our company was originally created to meet the requirements of the highly demanding IT industry in need of a very high and consistent quality, in-night distribution, PUDO network, SWAP service and 24/7 spare parts centers.
- Every night 450 dedicated people guarantee the delivery of spare parts to more than 10.000 professional end-users. We do so with a plus 99% on-time performance and a 100% commitment to our company mission:

To create economic value and competitive advantages for our customers through innovative and effective logistics solutions.

HISTORY

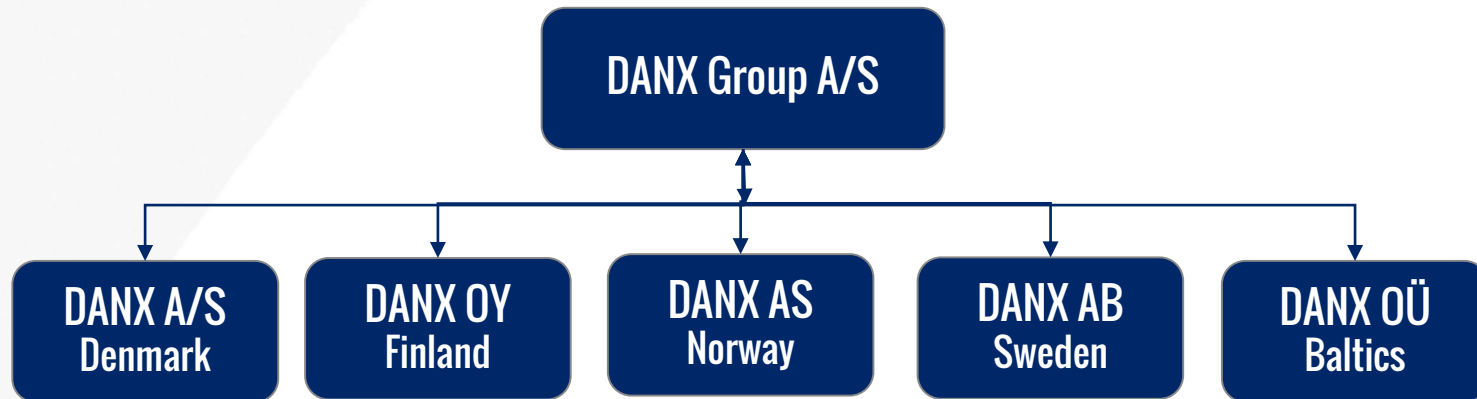
- In 1992 **Søren Gønge** decided to start his own business within his field of expertise - logistics. He wanted to bring a business into the world that was truly dedicated to quality and reliability. Out of this idea DANX was born – **D**ay **A**nd **N**ight **X**press – **DANX!**
- Shortly hereafter it became clear that particularly in-night distribution required such high standards in quality and reliability that a dedicated focus on just one product was necessary. DANX is a true pioneer and became the first **in-night** provider in Denmark.
- In 2003 Bob Thorhauge joined as part-owner with the clear goal to develop DANX into a Nordic company with a focus on spare parts – especially IT spare parts. In the following years DANX successfully established distribution networks in Norway, Sweden, Finland and in 2014 we added the Baltic countries to our extensive network.
- The well-established logistic network gave a good potential to enter into other industries like forklift, healthcare, agriculture, automotive, home appliances and other service oriented industries, and from 2003 until today DANX has organically grown with a yearly growth rate of between 20% and 80%.

DANX - FACT SHEET

- Proud provider to leading brands since
 - Turnover (14/15)
 - Average annual growth
 - D&B Credit Rating (2015)
 - HUBs
 - FSLs (2015)
 - PUDOs (2015)
 - 24/7 Control Towers
 - Drivers
 - Office & Warehouse staff
- 1992
 - 42.1 MEUR
 - 25%
 - AAA
 - 15
 - 28
 - 75
 - 9
 - 450
 - 170

DANX GROUP

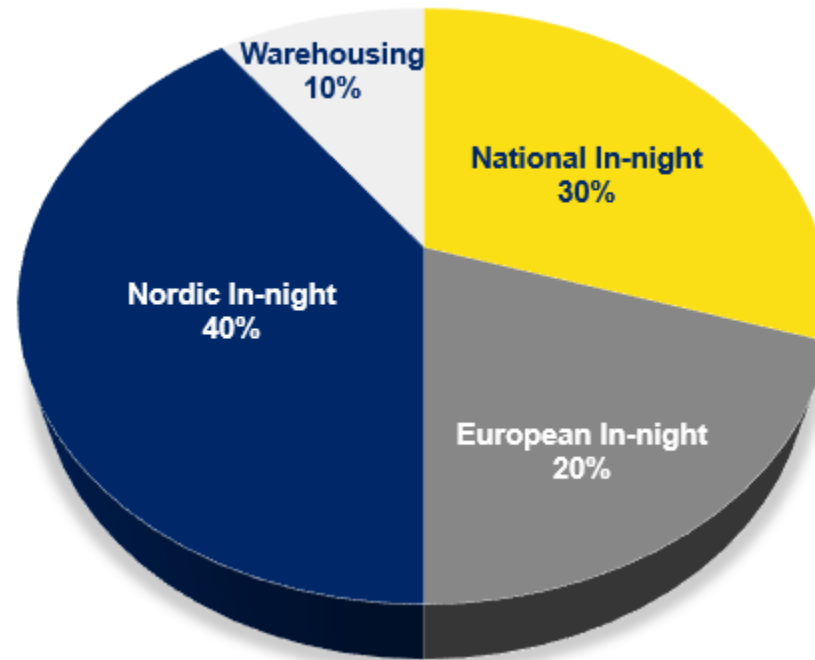
100% OWNED BY THE MANAGEMENT



Operates as one company - as one family

DANX SERVICES

DEDICATED TO SERVICE LOGISTICS



OUR PRODUCTS - DISTRIBUTION

- **National and Nordic in-night**

Our core business is in-night distribution which means that we deliver pre 7 in the morning in the Nordic countries directly into the boot of more than 6000 service vans, work shops and other pre-defined delivery points.

DANX specializes in both national distribution and also distribution cross the Nordic borders with an on-time delivery guarantee of +99 %.

- **European in-night**

DANX has multiple in-night flows from Holland, Belgium and Germany to all of the Nordic and Baltic countries. Where the large international express companies are priding themselves with a 24-hour service, DANX offers the same service in only 12 hours. In order to cover our large geographic region from Central Europe we use evening flights from e.g. Düsseldorf Airport. We cover Southern Sweden with fast vans, and out of warehouses in Hamburg and Hannover we have a system to cover most of Sweden and Southern Norway including Oslo even without using flights.

- **Cost-efficient in-night**

DANX also provides a cost-efficient 36 H European flow where we send up the spare parts with our trailers and deliver the parts during the night – day 2.

OUR PRODUCTS - LOGISTIC SERVICES

FSLs, PUDOs and warehousing

DANX has a second to none infrastructure in the Nordics of FSLs (Field Stock Location) with time-critical spare parts enabling urgent deliveries 24/7. We also provide an extensive PUDO network (Pick Up - Drop Off) as well as more traditional warehouses (RDC) where we pick parts during the day and send out for in-night delivery in the evening.

In an FSL we guarantee a pick-time of less than 15 minutes within office-hours and less than one hour during nights and weekends. Technicians can either pick-up parts at the FSL or we can send the parts urgently by courier vans directly to the technician already working on a customer's site. We have 28 FSLs strategically placed all over Scandinavia and the Baltics.

PUDO is a manned drop-point where we hand out parts to technicians and receive their return parts. In IT Spare Parts Logistics there is often a return percentage of 90% where it is critical that a qualified PUDO staff can ensure that the correct parts are returned to the mother company. Many of our customers work with service providers and they often do not know what exact technician will be assigned for an on-site repair. In such cases spare parts can be dispatched to one of our PUDO's near the end-customer and a technician can pick up his parts just before his on-site repair. We operate more than 75 PUDOS in Scandinavia and the Baltics.

DANX'S IN-NIGHT FLOWS FROM EUROPE

- We have multiple feeder flows from Holland, Belgium and Germany to our Nordic and Baltic in-night network – and new routes are being built whenever the need arises
- Others pride themselves with 24h service – DANX operates much faster with 12h service out of Europe to the Nordics
- We combine commercial evening flights with our road network – later departure, earlier delivery



GENERAL HIGH-SPEED NETWORK

Example flow to Denmark



Example flow to Norway



THE BENEFITS OF IN-NIGHT DISTRIBUTION

Our in-night setup gives our customers several benefits:

- In-boot delivery so technicians spend time on repairs not logistics - in our view technicians should spend time on repairs - not waiting for spare parts to become available.
- In our experience a technician can in average manage 1-2 repairs more once a company starts using DANX's in-night services. The same applies to deliveries for garages; if a spare part is available already in the morning, the repairs can start at once. If the part is only delivered during the day, the repair will most likely not take place until next day.
- Cost-reductions by reducing or closing Nordic warehouses: With the possibility of in-night distribution directly from Holland, Germany and Sweden it gives our customers a drastically improved availability of spare parts without large investments in local warehouses.



PROUD PROVIDER FOR LEADING BRANDS



WINCOR
NIXDORF



Canon



HONDA
The Power of Dreams



FIAT
SOCIETÀ PER AZIONI



DAIMLER

HYUNDAI



JOHN DEERE

AGCO
Your Agriculture Company

GRENE



KOMATSU

LIEBHERR

TOYOTA

MATERIAL HANDLING

Rocla

JUNGHEINRICH

Linde

STILL



**GILBARCO
VEEDER-ROOT**

B/S/H/

SIEMENS
medical

gorenje

Miele

Electrolux

nsn



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