



KATOEN NATIE

SUPPLY CHAIN SOLUTIONS FOR
SPORTS,
LEISURE & TOYS



Katoen Natie, the supply chain specialist

As a long term, reliable partner for our customers, it is our mission to offer flexible, high quality logistic solutions and continuous improvement as a competitive advantage for our customers.

In a globalized and constantly changing world, we understand your need to react quickly to market changes. What was hot yesterday may be outdated tomorrow! Profitability increasingly depends on flexibility. Shorter product life cycles and complex supply chain requirements combined with the expanding product ranges make consumer products very challenging in terms of logistics.

This product rotation demands flexible organizations and fast reaction times. The most critical factor in creating long term success is ensuring that new products and product ranges are ready to be launched commercially. Volatility in customer orders, seasonal variations and economic cycles oblige logistics service providers to be highly dynamic, helping to support long-term profitability.

Meeting the logistics challenge

To meet your customer's demand and reach precise goals, good partnerships throughout the supply chain are essential. As a partner we are committed to fulfill all the needs of this dynamic market on a 24/7/365 basis. Seasonal variations can be a threat, but they can also be an opportunity when handled well. Efficient management in markets with high volatility is a significant challenge. By working with large, privately owned multi-customer platforms we can absorb seasonal variations in time, space and resources.

Katoen Natie shares this competitive advantage with you in order to:

- Increase quality
- Decrease throughput time
- Ensure absolute end-to-end reliability





Our core business: warehousing with added value and forward-thinking services

Whether you opt for a global or regional distribution center with or without an E-commerce activity, we have the tools to exceed your expectations when it comes to speed and quality of order fulfilment.

Our value-added services include:

- Testing and quality inspection
- Postponement (i.e. repacking, labeling, sorting, bundling & assembly module)
- Reconditioning and sampling
- Price and security tagging
- Shrink-wrapping and slip-sheeting
- Nationalization
- Tax representation
- Promotion set-up (displays and kitting)
- Repairs and refurbishment
- Return handling
- Spare parts management
- Cross-docking services



Our promise:

As your long term logistics partner operating in your market environment, we are driven to stay ahead of market trends and to come up with solutions before problems arise.

Our guarantee:

- A service-driven team with a customer care mentality
- Flexibility of people, space and equipment
- Expertise and know-how resulting in delighted customers
- On-time delivery with maximum responsiveness
- Neutral sourcing of carriers for an optimal transport solution
- Vertical integration of transport collection and deliveries
- Quality and performance-driven services to exceed your and your customer's expectations
- Industry-specific storage solutions tailored to your product and market needs



IT solutions and inventory management

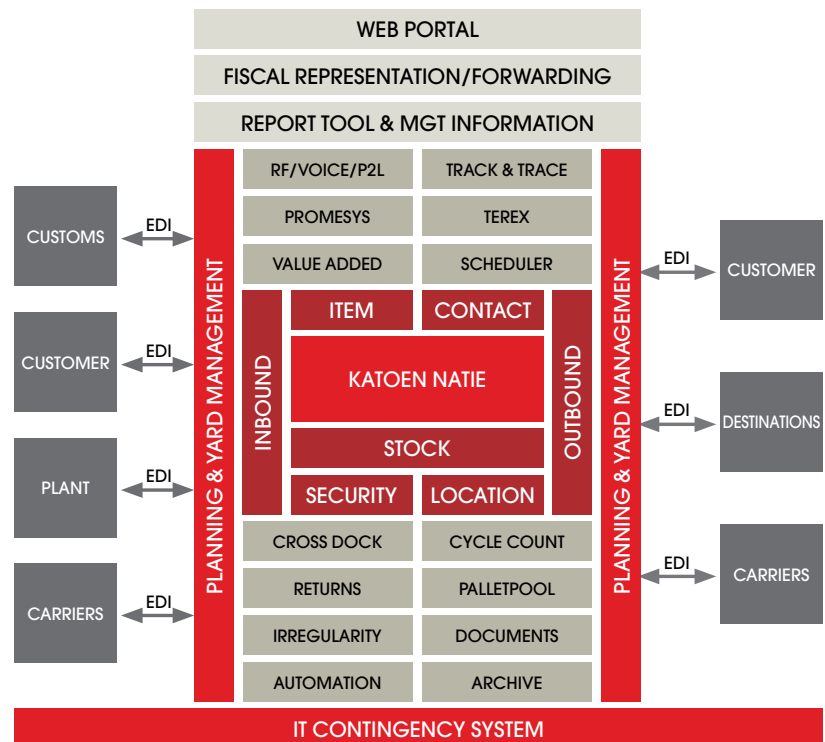
Our customized Warehouse Management System, developed in-house, provides all basic and advanced functionalities to manage your products. Processes are controlled by a strong WMS backbone tailored to cope with specific processes in your business. Tracking & tracing your products from inbound to delivery, and eventually returns, create full transparency for you, your customers and your shareholders.

EDI permits real-time monitoring of all activities. Following the market trends, our IT solutions support a wide range of E-commerce functionalities.



Our WMS toolbox:

- Stock visibility and availability across your entire supply chain
- Serial number & lot number traceability
- Batch and multi-order picking
- Piece, inner box, box or pallet picking
- Order consolidation
- Automated conveyor technology
- Returns and reverse logistics
- Cycle count and wall-2-wall
- Pallet pool and transport management
- Excess stock analysis
- Customs management
- Vendor-managed inventory
- E-commerce functionalities





Operational excellence and continuous improvement, the keys to efficiency

We are committed to work worldwide according to the same standards and sharing the best practices throughout our different locations. Inspired by Lean Management Methods, Six Sigma, Kaizen, TQM and value stream mapping, we have developed our in-house Continuous Improvement Plan. Translating operational improvement into objective figures enables us to measure and follow up improvements on different levels.

Our Continuous Improvement Plan is our engine to reinvent ourselves everyday, reacting on the new situations we encounter, trying to take the most out of it.

When implementing a project, Katoen Natie has a dedicated approach to safeguard the same high level of quality. For every startup we provide our Business Operations Startup Support (BOSS) team. Our BOSS team is dedicated to make the startup as smooth as possible, leading to a flawless transition for your company, your subcontractors and your customers.

With more than 150 years of experience in logistic processes, we are able to provide high end solutions for the most complicated business cases. Customer delight is our target. By taking the decision to outsource

your logistic activities, you will be able to devote your time to your core business: product development, production and – most important – sales & promotion.

We don't like problems, we offer solutions before problems arise.





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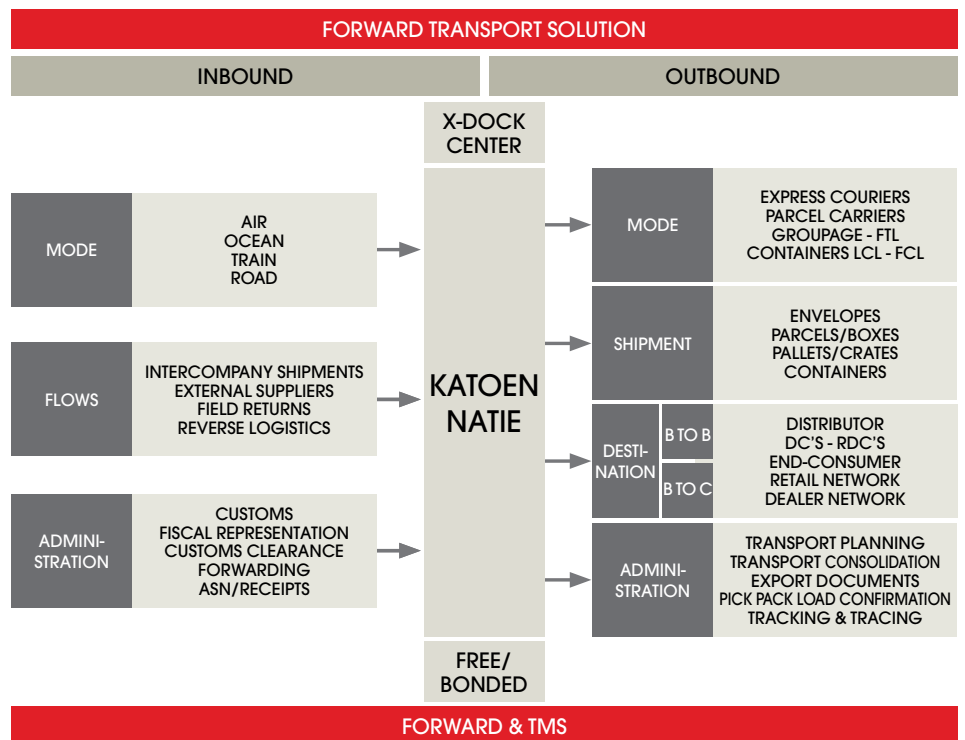
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Forwarding, customs and transport solutions

To ensure excellent delivery performance to your customer, Katoen Natie provides transport solutions in co-operation with professional carriers. These carriers are carefully selected based on their performance and their distribution network in each country. This means that different transporters may be selected, depending on the required service, country and/or type of goods to be transported.

Katoen Natie provides the total supply chain solution of forwarding, customs services, storage, handling and distribution. Delivery quality and reliability of the shipments are constantly monitored. Deviations are reported, in order to take the proper measurements or actions.

The selected carriers are integrated into our WMS system to ensure that, once packed, the goods are correctly identified. The labels generated allow full tracking & tracing as of the moment of dispatch up to the point of delivery.





Commitment
Customer focus
Flexibility



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