

Kuehne + Nagel Greece - PROODOS S.A
Rail Logistics



Kuehne + Nagel – The Global Logistics Network

- Founded in Germany in 1890
- Internalisation began in the 1950's
- Worldwide network - 900 locations in more than 100 countries
- Integrated logistics service portfolio – more than 55,000 employees
- Over 7 million m² warehouse and logistics facilities



Comprehensive Global Logistics Solutions

Sea & Air Logistics

- Seafreight
- Airfreight

Road & Rail Logistics

- Road
- Rail

Contract Logistics

- Warehousing
- Distribution
- Value added services

Special Services

- Lead Logistics Solutions
- Project Transports
- Oil & Gas
- Emergency & Relief
- Beverage Logistics
- Hotel Logistics
- Forest Products
- Fairs & Exhibitions
- Perishable Logistics
- etc.

Insurance Brokerage

Rail Logistics

Facts & Figures in Greece

Rail Logistics

- Leading position in Greece and Europe
- Awarded from the Euro-Business Association in 1999
- Leading status in rail transport from Europe to Balkans
- Warehousing facilities and cross docking platform in Sindos

Dedicated Network Solutions

- Industry-specific approach

Services

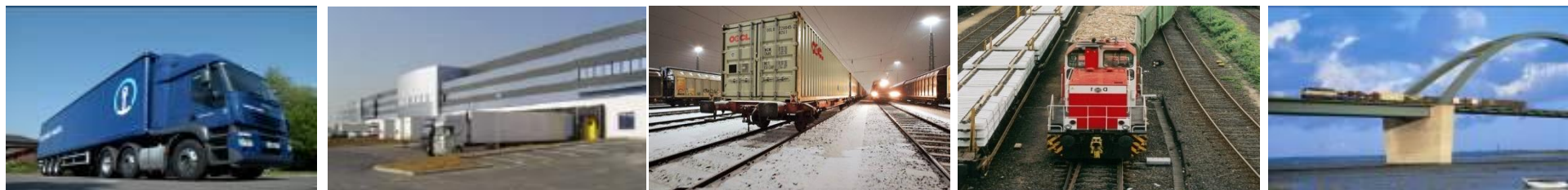
- Block trains
- Intermodal services
- Single and grouped waggons

Network

- Total coverage between Eastern and Western Europe with South-East Europe
- 6 junction points

Added Value Services

- Comprehensive network of offices with a dedicated team of 200 rail experts
- Product specialists at Rail Competence Centers
- Market leader in various segments
 - dangerous goods (excl RID cl. 1)
 - bulk traffic
 - out-of-gauge loads
- Neutrality in carrier-selection ensures optimal solutions for the customer
- Access to all state-run and private carriers





Railfreight –PROODOS

Our network

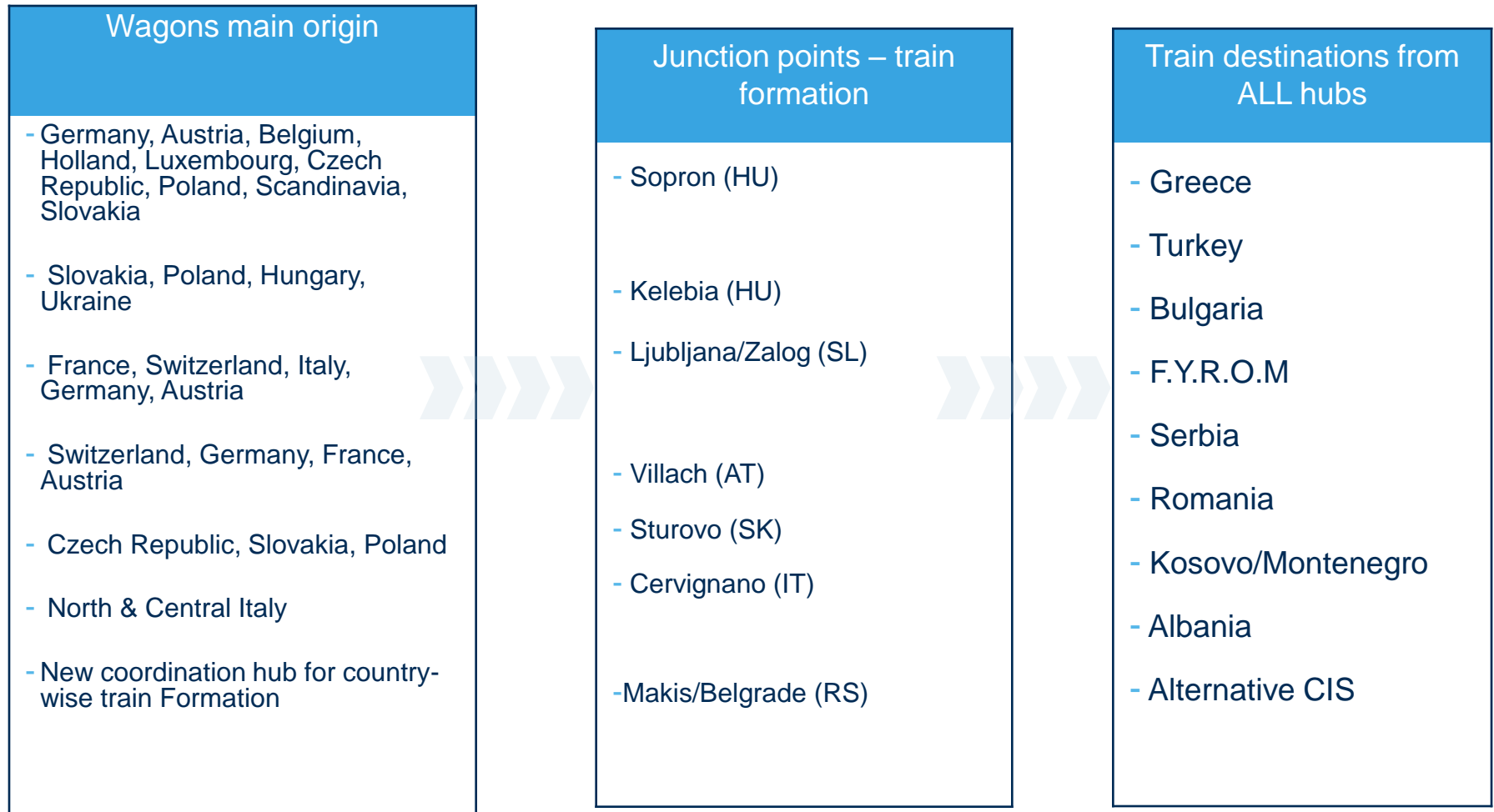
- Connects Western and Eastern Europe with South-East Europe.
- 7 junction points for optimal consolidation of single wagons.
- Cross-docking warehouse network and operational offices/agencies in each country of Eastern Europe





Railfreight –PROODOS

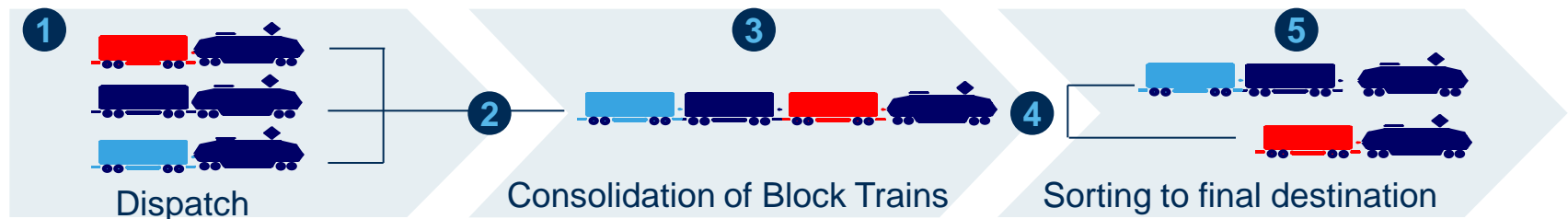
Network



Railfreight –PROODOS

Process

- 1 Single wagons/ wagon groups are dispatched from any place in central Western and Eastern Europe and then sent to one of our hubs.
- 2 Single wagons/ wagon groups are then joined together to form a block train
- 3 The block train is then dispatched to the destination country
- 4 After the arrival of the block train to the destination country the wagons are sorted out and cargo is delivered to the final location
- 5 Wagons dispatched to the final destination



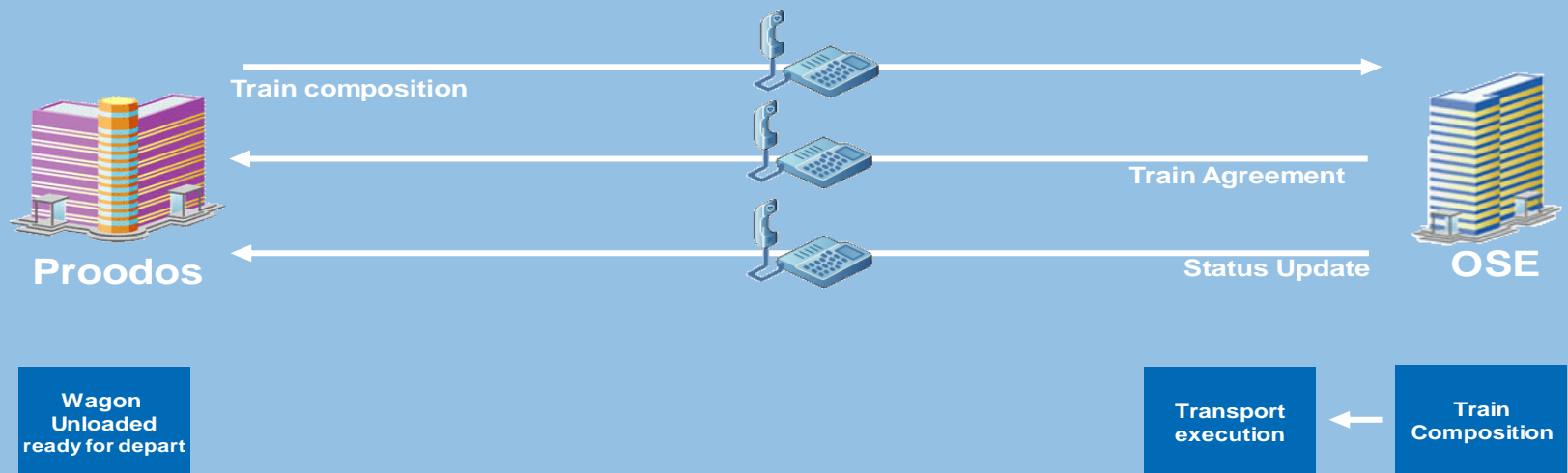
Industries where specific sector knowledge is needed

- Machinery/Plant Construction
- Automotive
- Fast Moving Consumer Goods
- Wood and Wood Products
- Steel and Products thereof
- Construction Material
- Chemicals
- Paper



FREIGHTWISE

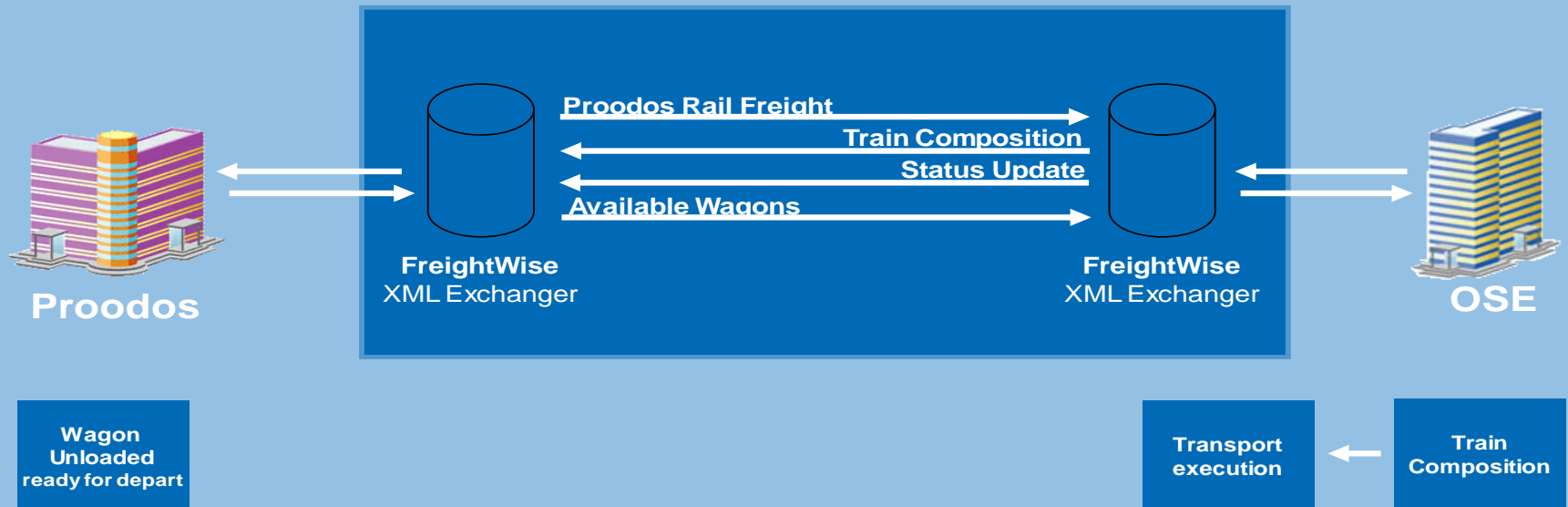
Rail Transport Proodos rail freight via OSE rail network Previous Situation





FREIGHTWISE

Rail Transport from PROODOS to OSE rail network FREIGHTWISE Solution





Thank you for your attention