

# DHL REEFER FOODS

## “COOL” END-TO-END SUPPLY CHAIN

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Hong Kong Seaport Alliance Webinar  
– Tapping into the fast growing fruit markets -  
Hong Kong Nov 2020



# Agenda

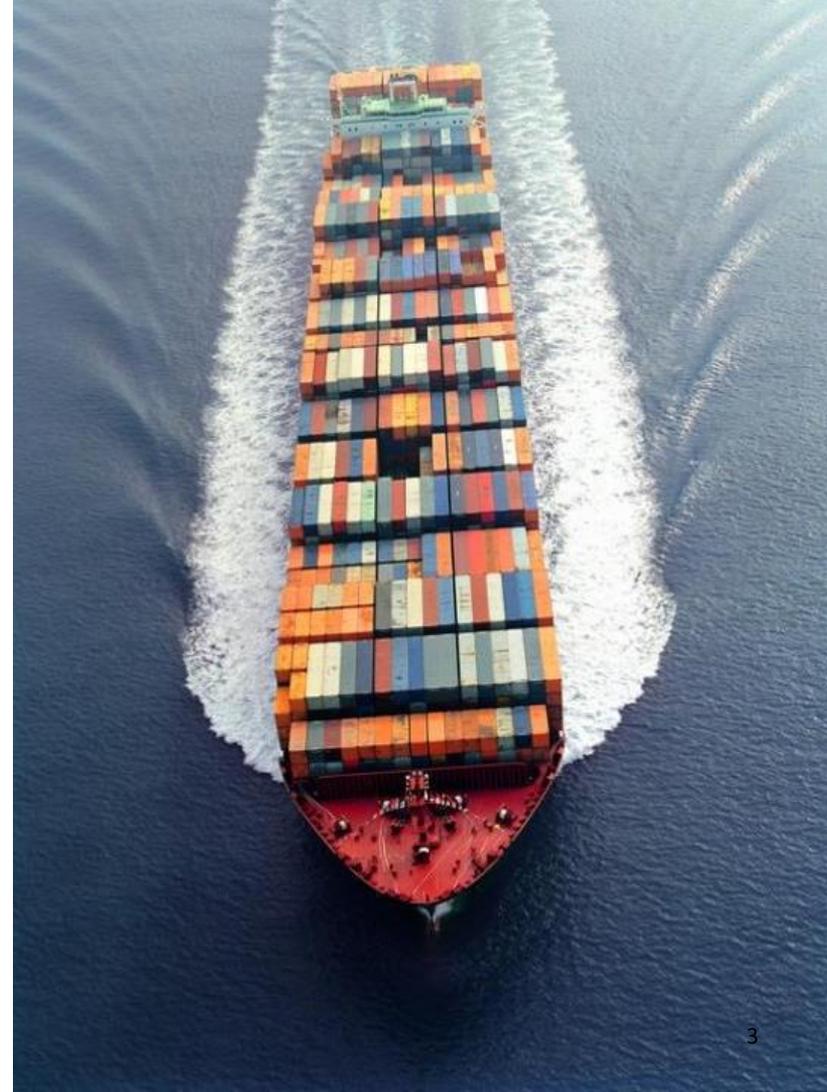
- 1. Why shipping your reefers with DHL?**
- 2. What we do?**
- 3. What can we do for you in HKG?**
- 4. What can we do for you from Origin**
- 5. Let's start a conversation**

## Why shipping your Reefer with DHL?

Reefer containers are specialized equipment to care for sensitive cargo not only by controlling temperature but as well humidity and other aspects of the atmosphere within the container. It requires product knowledge and expertise.

For steamship lines it represents the most valuable asset besides the vessel itself and needs special maintenance. Steamship lines' core business is to operate and manage the port to port transport of those and other containers.

**DHL Reefer Foods** provides refrigerated ocean freight solutions, from straight forward port to port to complete end-to-end solutions, designed and supervised by a global team of reefer logistics experts within the DHL network that know your products and care for the equipment that protects your cargo.



## DHL Global Forwarding – your Reefer Partner

- DHL Global Forwarding offers a wide range of dedicated solutions for the Food and Perishables industry. Our guaranteed end-to-end cold chain control solution ensures we deliver products in the best and freshest conditions.
- Cold chain experts in 5 continents handle all types of perishables and sensitive food products from -30°C to +30°C across our worldwide network.
- Global network, global Brand, global service
- Experts in Freight Forwarding since 1815
- Global No. 2 Freight Forwarder ocean freight
- Global volume and space protection with all major carriers



# DHL Global Reefer Network



## Specific Reefer Foods Solutions

### DHL Reefer Solutions

- From more traditional Freight Forwarding to real end-to-end logistics solutions, within the global compliant DHL network.
- One point of entry for all reefer destinations, one same type of invoicing and reporting. Reducing the complexity of the management for the customer.
- DHLi; online door to door visibility tool, and more tailor made supply chain management tools.
- Ocean Secure; remote monitoring solutions tracking critical aspects of the cargo.
- Buyers Reefer Consolidation Services
- DHL Cargo Insurance for temperature sensitive products



# The control of the fresh perishables supply chain is colorful

The top model (red) shows the traditional fragmented supply chain structure which is still dominant in most markets.

The two below models (green & yellow), show a total supply chain that is controlled out of origin or by the final consignee.

Most markets are trending towards these models.

Exporter, Importer or Wholesaler controlled (multiple intermediaries)



Elimination of intermediaries, Growers or Retailers taking ownership of the supply chain



# What's in it for you?

## Our Value Proposition



We **enable** producers and retailers to better control their overseas perishables supply chain from door-to-door.



By offering **replicable end-to-end refrigerated logistics solutions**, from multiple origins, to multiple destinations within the global DHL network, providing visibility, food safety and compliance.

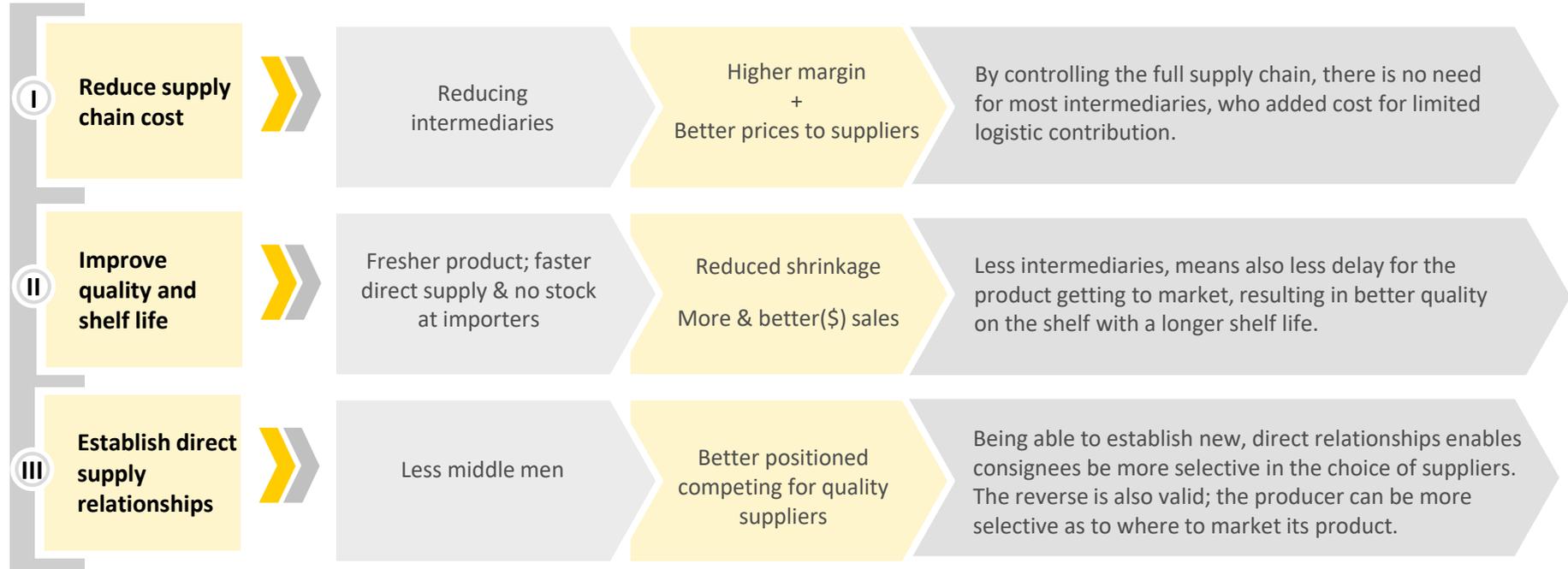


Where necessary, **tailor made supply chain services** as e.g. vendor management, data integration, and control towers can be integrated in the solutions.



# Your Benefits

We help to:



## In Hong Kong, for your storage and distribution

<b>Warehouse Space</b>	20,000 sqft
<b>Features</b>	<ul style="list-style-type: none"><li>✓ Chilled storage</li><li>✓ Frozen storage</li><li>✓ Cold store license</li><li>✓ QC room</li><li>✓ Clear ceiling height: 2.5m</li><li>✓ Floor loading: 2,000 kg/sqm</li><li>✓ 2 cargo lifts</li><li>✓ 1 loading bay</li></ul>
<b>Security &amp; Safety Standards</b>	<ul style="list-style-type: none"><li>✓ 24 hours CCTV monitoring</li><li>✓ Fire alarm and fire sprinkler system</li></ul>
<b>Operating Hours</b>	Mon to Fri, 8:30 am – 5:30 pm, Sat: 8:30 am – 16:00 pm
<b>Geographical location</b>	<ul style="list-style-type: none"><li>✓ 10 minutes to sea terminals</li><li>✓ 30 minutes to airport terminals</li><li>✓ 45 minutes to China border</li></ul>



## Your Commodities are our Expertise

### ex Asia Pacific

movements of **fresh fruits**, mainly tropical fruits like **bananas, coconut, durian and citrus**, but also **apples or vegetables**. major movements in particular **ex Thailand, Philippines, Malaysia and Australia**

### ex Europe:

fresh products include **apples, pears** but also dairy products such as **eggs**. more and more **citrus** are moving and of course traditional **meat**. key countries included are mainly **Spain**, but also **ex The Netherlands and Belgium**.



### ex Middle East / Africa

commodities like **citrus fruits or dates** are our main volumes ex Middle East/Africa, from countries like **Egypt, South Africa , Turkey or UAE**. other vegetables such as **tomato capsicum, beans and potato** also from **Morocco or Senegal**.

### Ex Americas:

key fruits handled are **avocado, melon, cherries, plums and apples** from LATAM countries such as **Mexico, Chile and Peru**. from NAM; also here main dairies such as eggs, but mainly fruits like **citrus, cherries, plums and Apples** originated in USA.

## Why choose Reefer Foods from DHL?

- Specific Reefer solutions; Ocean Secure, Insurance, Buyer Consolidation, etc.
- Your shipment handled within the Global DHL Reefer network.
- Cold chain logistics expertise and deep knowledge of the food markets.
- Multi carrier solutions that provide more flexibility and competitiveness.
- Globally largest logistics company
- Global leaders in ocean freight shipping.
- IT solutions providing visibility and control
- The possibility to access new markets through the DHL network.





**Passionate Freight Forwarders since 1815.**