## Contents

- About Vanderlande
- Servitization today
- What about the Future?
About Vanderlande
Development Vanderlande

Vanderlande is a leading global company in the field of material handling systems, with a focus on engineering and integration services. The company was founded in 1949 and is headquartered in The Netherlands. It has offices in France, Belgium, Spain, Germany, and the UK, with its focus on automated material handling systems. Vanderlande currently employs more than 4,500 people and is present in more than 105 countries, executing over 260 projects at the same time.

In 1988, Vanderlande began its journey with an initial net sales of 0 in millions of Euros. Over the years, the company has seen significant growth, with net sales reaching 1,200 in millions of Euros in 2015. This growth is indicative of the company’s strong focus on engineering and integrator services, Europe + IT project management and supply chain systems.

Outlook is positive growth for Vanderlande, currently one of the most important suppliers of automated material handling systems in the world.
About Vanderlande

- Airports: 36%
- Warehousing: 22%
- Parcel: 22%
- Life-cycle services: 20%
What we see...

- >> Certainty
- >> Complexity
- << Costs
Mission statement

WE IMPROVE

COMPETITIVENESS OF OUR CUSTOMERS

VALUE-ADDED

LOGISTIC PROCESS AUTOMATION
How to differentiate?
Our life-cycle services

Asset services
Asset

Certainty in your technical performance

Logistic services
Process

Excellence in material handling logistics

Business services
Business

Future proof your business success
Our life-cycle services solutions

Asset services
- Maintain
- Support

Logistic services
- Operate
- Optimise

Business services
- Participate
- Consult

12 April, 2017
# Our life-cycle services products

<table>
<thead>
<tr>
<th>Asset services</th>
<th>Logistic services</th>
<th>Business services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Support</td>
<td>Optimise</td>
<td>Consult</td>
</tr>
<tr>
<td>'Empowering your maintenance team'</td>
<td>'Expertise for your system operations'</td>
<td>'Overcoming your business challenges'</td>
</tr>
<tr>
<td>Maintain</td>
<td>Operate</td>
<td>Participate</td>
</tr>
<tr>
<td>'Keeping your system in excellent condition'</td>
<td>'Focus on your core business'</td>
<td>'Shaping business advantage together'</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Support</th>
<th>Operate</th>
<th>Consult</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hotline</td>
<td>Optimise</td>
<td>Asset management consulting</td>
</tr>
<tr>
<td>Correct</td>
<td>Operate</td>
<td>Managed services</td>
</tr>
<tr>
<td>Prevent</td>
<td>Optimise</td>
<td>Intralogistics consulting</td>
</tr>
<tr>
<td>Inspect</td>
<td>Operate</td>
<td>Finance</td>
</tr>
<tr>
<td>Prevent</td>
<td>Optimise</td>
<td>Managed services</td>
</tr>
<tr>
<td>Prevent</td>
<td>Optimise</td>
<td>Managed services</td>
</tr>
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<td>Optimise</td>
<td>Managed services</td>
</tr>
</tbody>
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- **Asset services**
  - Support
  - Maintain
  - Inspect
  - Spare parts
  - Educate
  - Performance monitoring

- **Logistic services**
  - Optimise
  - Operate
  - Life-cycle planning
  - Process optimisation
  - MHS operations

- **Business services**
  - Consult
  - Participate
  - Intralogistics consulting
  - Finance
Industry segments: Life-cycle services (over 100 site-based teams)

Europe
- > 32 site locations
- > Around 470 FTEs

North America
- > 39 site locations
- > Around 450 FTEs

South America
- > 5 site locations
- > Around 80 FTEs

Africa
- > 3 site locations
- > Around 60 FTEs

Eastern Europe
- > 6 site locations
- > Around 90 FTEs

Middle East
- > 3 site locations
- > Around 60 FTEs

Asia Pacific
- > 13 site locations
- > Around 170 FTEs

- On-site locations
What about the future?
Thank you!