CHEP

A Brambles Company

Helping the world
move more with less

Zero Waste World

About us

PRODUCER

MANUFACTURER

SERVICE CENTRE

RETAILER
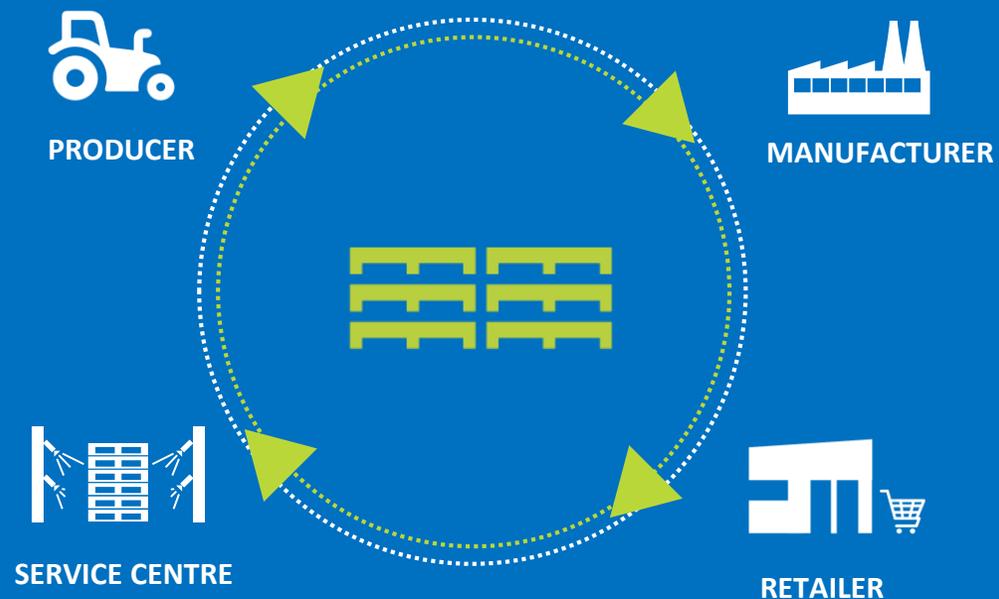
" *Our pioneering vision is built upon share and reuse. And this circular model defines not just how we do things but who we are.* "

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60 countries

12,500 people

>550 million platforms

850 service centres

$5.5 billion revenue

55,000 customers

Our structure

Brambles

"Connecting people with life's essentials every day"

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BXB DIGITAL — A Brambles Company

Wooden & plastic pallets & dollies

Automotive & Industrial FLCs & KLTs

Liquid & dry intermediate bulk containers & accessories

Stainless steel kegs

Delivering smarter and more sustainable supply chains

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1. Eliminating waste

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91%
Of world's plastic packaging isn't recycled

30%
Of world's food is wasted each year, but every $1 invested in food waste policies brings **$14 in return**

91%
Tonnes of paper and cardboard packaging were wasted in the EU alone between 2006 and 2015

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2. Cutting out inefficiency

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6%
Enhanced supply chain visibility can increase the level of demand-fulfilment by 4% to 6%

79%
Of companies with high performing supply chains achieve greater growth than their industry average

20%
Outpace by companies with integrated supply chains

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3. Eradicating empty transport miles

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78%

Of retailers see reducing road miles as a significant opportunity

20%

Of kilometres run by trucks in Europe are empty

120,000

The equivalent of 120,00 trips to the Moon

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People want more

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Europe's supply chains face their greatest challenges in living memory:

⬆ More online deliveries

⬆ More goods being transported

⬆ Consumer behaviour is changing rapidly

⬆ Increasing urbanization

The world needs less

Government and Society want a reduction in NOx and CO2

Estimated 25% of all Greenhouse Gas (GHG) emissions are generated by the Road Freight Sector

Trend to more frequent but smaller deliveries

UK currently 55,000 drivers short

Brexit 60,000 EU drivers in UK these drivers are now looking at alternative options

Average UK driver age 53 projected 250,000 to retire in next 20 Years Over 50s represent 47% of all drivers

Low margins

Logistics staff turnover 26% against a UK average 15%

Only 2% of employed drivers are under 25 compared to 12% of total employed population

Our Challenge

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Department
for Transport

Total amount of goods lifted in the twelve months period ending June 2018 by GB-registered HGVs operating in the UK

1.39
Billion tonnes of goods lifted

150
Billion tonne km of goods moved

18.8
Billion km travelled

BUT ▶
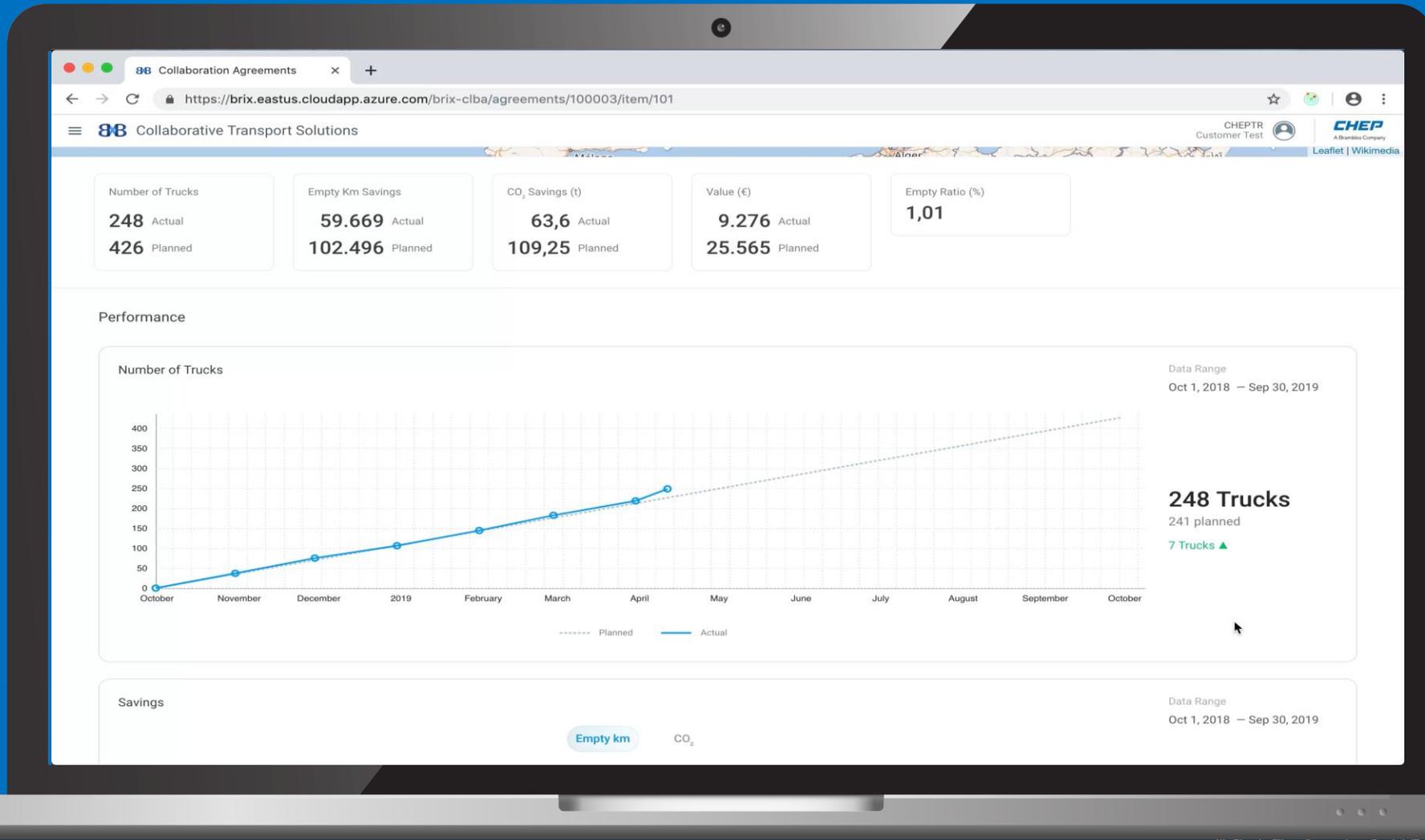
29.8%
> 5,559bn kms of journeys are empty

£5,5bn
£0.30 per km
Est cost of wasted journeys travelled annually

How CHEP uses customer declaration data to create value

How CHEP helps to track progress

What difference did it make?

Mahou ★★★★★

Example of a project with Mahou and 13 partners: ▶

13	6	370
Collaboration partners involved	Figures shared savings	Of CO_2 emissions eliminated

3,700	337,000
Trucks involved and secured	Kms of empty miles saved

DANONE

Example of Multi modal cross border with Danone: ▶

2	6	381
Collaboration partners involved	Figures customer savings	Tonnes of CO_2 emissions eliminated

811	476,000
Trucks replaced by empty wagons	Kms of empty miles saved

Europe Figures
YTD 2018 / 19

UK Figures
YTD 2018 / 19

Europe		UK
145	Customers already signed up to CTS	**24**
2,900	Tonnes of CO_2 emissions avoided	**1,050**
47,379	Trucks saved	**13,250**
2,900,000	Kms of reduced empty truck journeys	**1,050,000**

CHEP Collaborative Transport Solutions also helps clients network with others in the industry, improve their understanding of flows, learn from other supply chain providers, and increase internal negotiation power.

The benefits

CO2 emissions reduced by thousands of tonnes

Secure Transport Capacity

Real-world financial savings

Significantly reduced empty truck journeys and half loads

Foster networking with key players

Europe Figures
YTD 2018 / 19

UK Figures
YTD 2018 / 19

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An E2E opportunity
Double Stacking

EMPTY SPACE

1.6m – 1.8m

2.7m
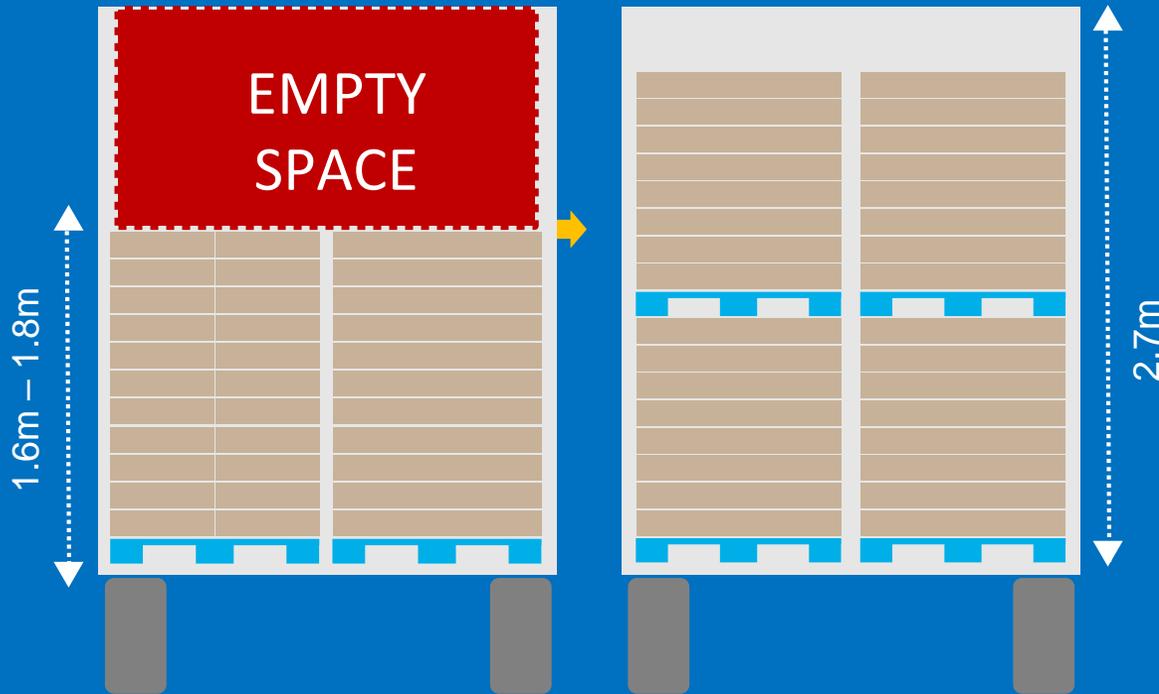
+ **30%** more product per truck
+ **30%** lower transport cost
+ **30%** fewer trucks

Applicability:

+ Weighing out (20%)

+ Order sizes (30%)

**The other 50%
- Why not already?**

+ Product damage

+ Retail acceptance

+ Just not the standard…

It is already the standard in Sweden & Finland

The voice of the customer

"
We need to collaborate to obtain efficiencies.
"

"
We need to have a trusted partner to enable collaboration.
"

"
We need to start collaboration in a quick and easy way, identifying the size of the price.
"

"
Logistics collaboration has been talked about for years as being the key to unlocking many of the problems in our supply chains. Yet hardly anyone is doing it. Because the complexities involved in aligning logistical flows make even exploring collaboration incredibly difficult and expensive.

Is it truly possible for us to establish collaborative relationships with both customers and suppliers?

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Here's what we need…

✓ Shared understanding   ✓ Trust   ✓ Mutual benefit   ✓ Risk sharing

These are some of the benefits we could share in…

Reducing environmental impact	Financial savings	Cost avoidance	Continuity of Supply	Improved service levels

This could result in…

More resilient supply chain
Competitive advantage

So….

Given benefits of collaboration why is it so hard to implement.
What can we do to implement at pace.

Thank you.