



Maritime Economic Development Workshop

Brent Lindstrom
June 28, 2013



NEOVIA

Living, breathing logistics

Neovia

Platinum Equity
65%

Caterpillar
35%

1986

Caterpillar Logistics Services was established

Aug 1st, 2012

Platinum Equity acquired 65% of the shares of Caterpillar Logistics Services

Nov 1st, 2012

Caterpillar Logistics Services was rebranded Neovia

June 21, 2013

Acquisition of MIQ Contract Logistics

We embrace complexity

3

so you can enjoy simplicity.

For companies facing complex logistics challenges

Neovia is the global, integrated logistics service provider

That enables our customer's success by continuously reducing the cost of their supply chain

Through nimble, state-of-the art solutions, designed and implemented by professionals with unparalleled expertise in all facets of supply chain optimization

Our heritage

4

Caterpillar

- We are leveraging Caterpillar's 80+ years of operational and global distribution expertise
- We were founded in 1986 as Caterpillar Logistics Services with the intention of providing logistics to Caterpillar as well as external customers (3PL)
- We have grown substantially over the last decades to become one of the leading global contract logistics companies

Global presence

5

6 Continents 25 Countries 97 Customer Locations Shipping to 190+ Countries



Capabilities

6

SERVICE PARTS

MRO

MANUFACTURING LOGISTICS

INDUSTRY VERTICALS

Automotive

Industrial

Aerospace
& Defense

High
Technology

Health
Care

Oil &
Gas/Mining

Consumer
Durables

SUPPLY CHAIN STRATEGY

Network Design

Channel Strategy

Asset Planning

SUPPLY CHAIN DESIGN

Transportation
Modeling

Inventory
Simulation

Facility
Design

Business Process
Engineering

Systems &
Technology

EXECUTION

Order
Management

Materials
Management

Transportation
Management

Distribution

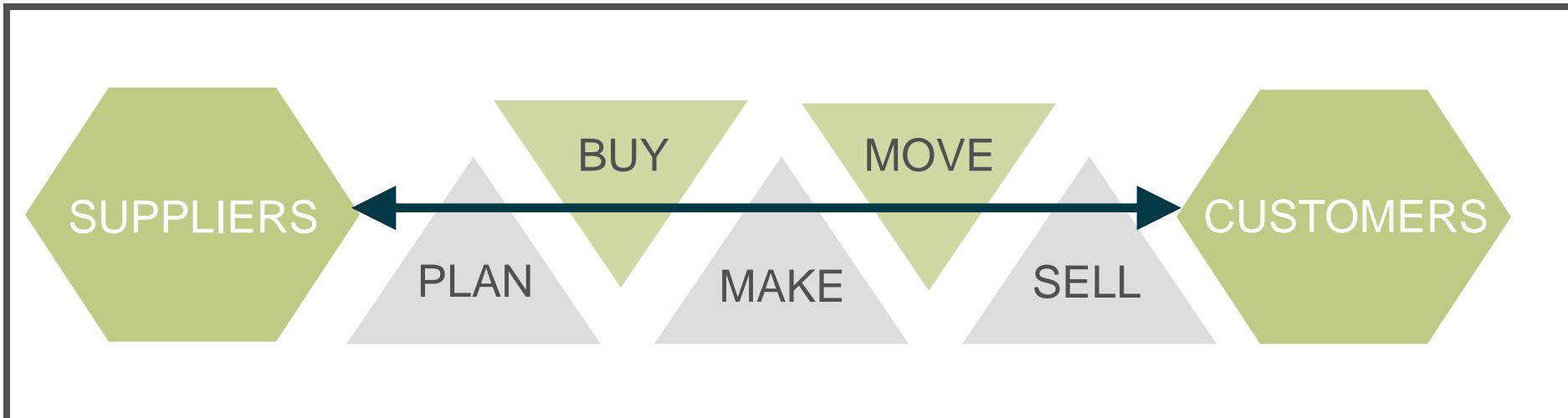
Reverse
Logistics

Business
Support

End-to-end value chain services

7

Your needs, our responsiveness and expertise shape your integrated solution

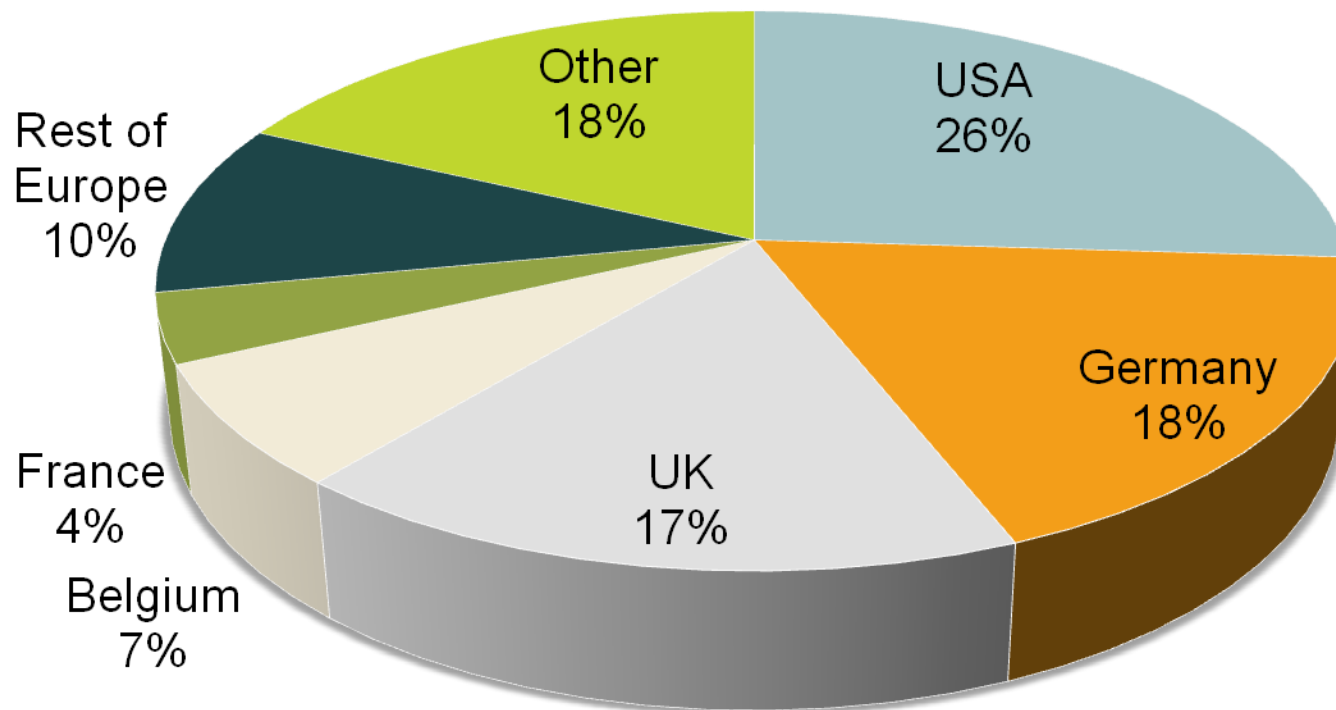


Supply chain strategy and design • Systems and technology • Services

Achieve a competitive advantage and improve your business performance.

Sales by country

8



Clients

9



BOMBARDIER
AEROSPACE



DAIMLER

ERICSSON



EAT•N



HARLEY-DAVIDSON

Honeywell



Manitowoc



MOBIS
driving science

NEWMONT

RAPIDPARTS INC.



VOLVO

Why use a 3PL?

10

Better – Faster - Cheaper

- With less risk (for our customer)
- Flexibility to shift with business needs
- Creativity based on based experience and cross market experiences
 - Remove Waste

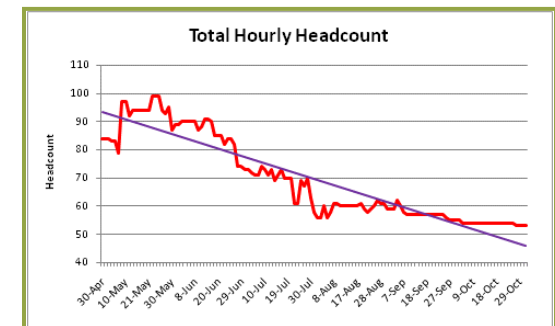
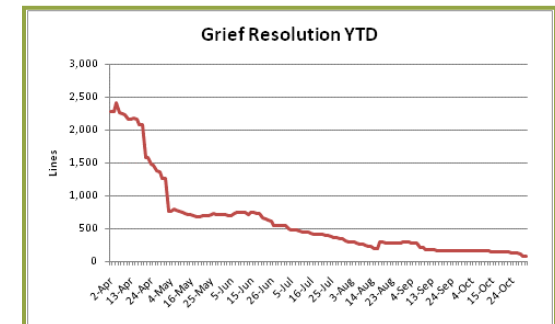


June 2012



September 2012

Results of implementing lean processes



Customer benefits

11

- **Reduction in capital spend**
- **Improved efficiencies**
- **Improved optimization**
- **Control**
 - Operations
 - Inventory
 - Information
- **Flexibility**
 - Speed to market
 - Access to knowledge
 - Move to variable cost structure

**Enhanced
Customer
Service**

Figure 3: Shippers Continue to Experience Measurable Benefits From Use of 3PL Services

Results	All Regions	
Logistics Cost Reduction (%)	13%	
Inventory Cost Reduction (%)	9%	
Logistics Fixed Asset Reduction (%)	25%	
Order Fill Rate	Changed From	70%
	Changed To	79%
Order Accuracy	Changed From	80%
	Changed To	87%

Source: 2012 16th Annual Third-Party Logistics Study

Definition

12

Council of Supply Chain Management Professionals

- "a firm [that] provides multiple logistics services for use by customers. Preferably, these services are integrated, or bundled together, by the provider. Among the services **3PLs** provide are transportation, warehousing, cross-docking, inventory management, packaging, and freight forwarding."

Figure 1: Global 3PL Revenues for 2010

Region	2010 Global 3PL Revenues (US\$ billions)
North America	149.1
Europe	165.1
Asia-Pacific	157.6
Latin America	27.5
Other Regions	42.3
Total	541.6

Source: Armstrong & Associates, 2011

~ 50% controlled by
top 100 companies



Neovia

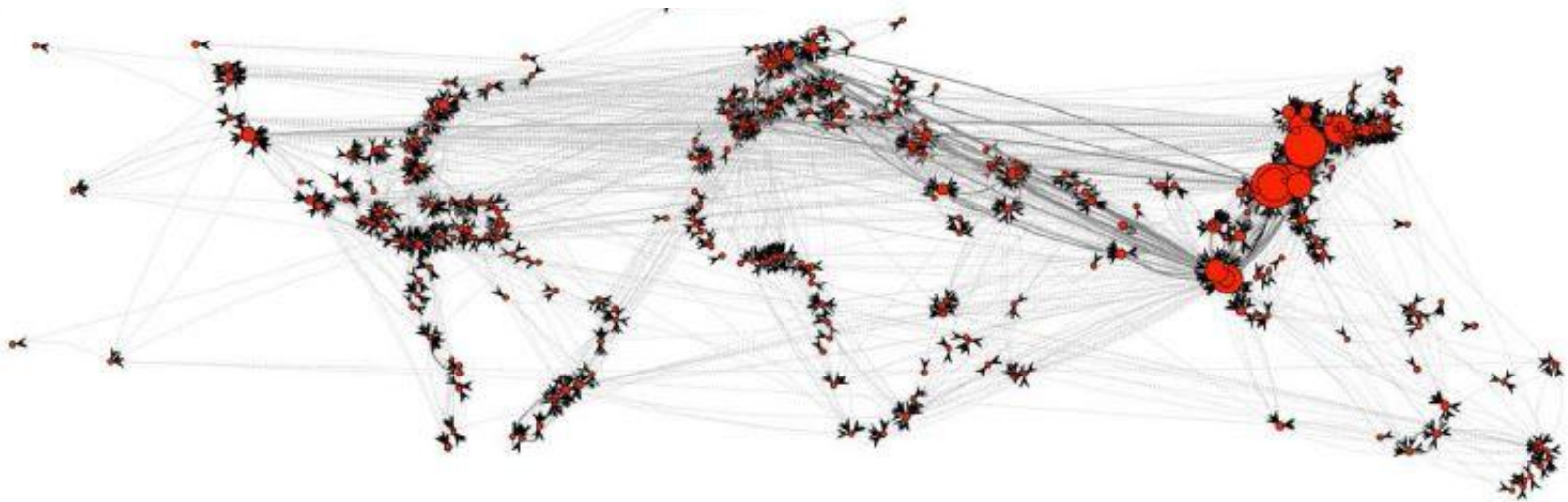
Information is King

13

Global network of container shipping

The global network of container-shipping

John J. BARTHOLDI III, Pisit JARUMANEEROJ, and Amar RAMUDHIN
The Supply Chain & Logistics Institute
Georgia Institute of Technology



409 ports and 2,312 links

Areas of opportunities

14

Creativity

- Look for areas to remove waste
 - Non competitive customers leveraging each other's supply chains strengths
- Value added services
 - Academic Support, Business Services, Import/Export Assistance, Information or Technology infrastructure
- Communicate strengths
 - 3PLs / Supply Chain managers are people which means they have tendencies
- Infrastructure Investments
 - Reduce up-front costs and or time to get up and running
 - Talent Force
- Understand why people use you today
 - Find more just like them

Thank You

15

Contact Information

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