

Estimates: Container ID, Slot ID, Actuals: Dep. and Arr. Location,

Likelihood to change: ~100% Dummy bookings

Bulk: around 1 year ahead

Exchange format: Proprietary EDI

Open book policy on shipping prices between Geodis and SSAE is basis for nominating shipping line. Nomination results in a

~10% (Sandvik-Geodis-Shipping) ~100%->0% (Shipping-Yilport) over

PEXCO flow is relatively stable

Bulk: around 1 year ahead Rolling: frequent updates (Shipping-

Exchange format: Proprietary EDI Face-to-face

Sandvik negotiates transport slots with road operator RoadCarg@ Type: Road Estimates: Dep. Time. # Units Actuals: Dep. Location Task-to-task basis transport order Likelihood to change: ~50% Rolling, ad-hoc: ~1 week before Exchange format: Email

prognosis to transport providers ____ SandPlan GEODIS Control Wise Shipping Line Ship EDI Yilport Terminal

3, 173, 9x40'

4, 175, 9x40'

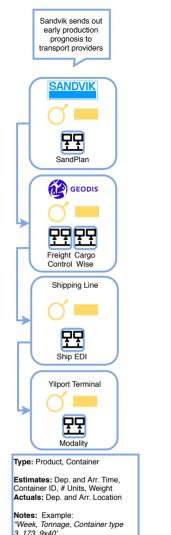
5, 105, 6x40' " Forecast is discussed every 2-3 weeks over phone (Sandvik-

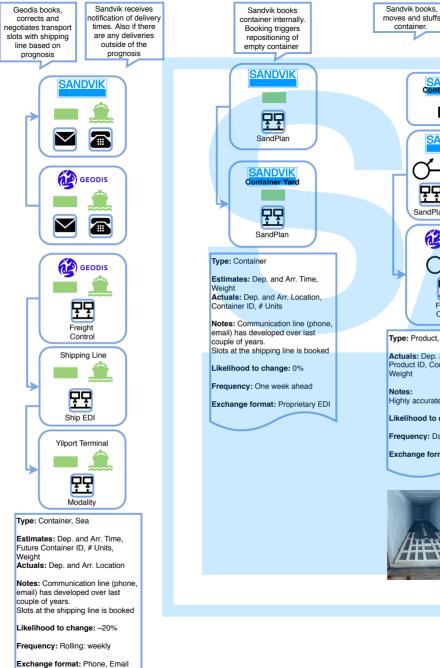
Geodis shares information with Shipping line who updates Yilpor email) has developed over last

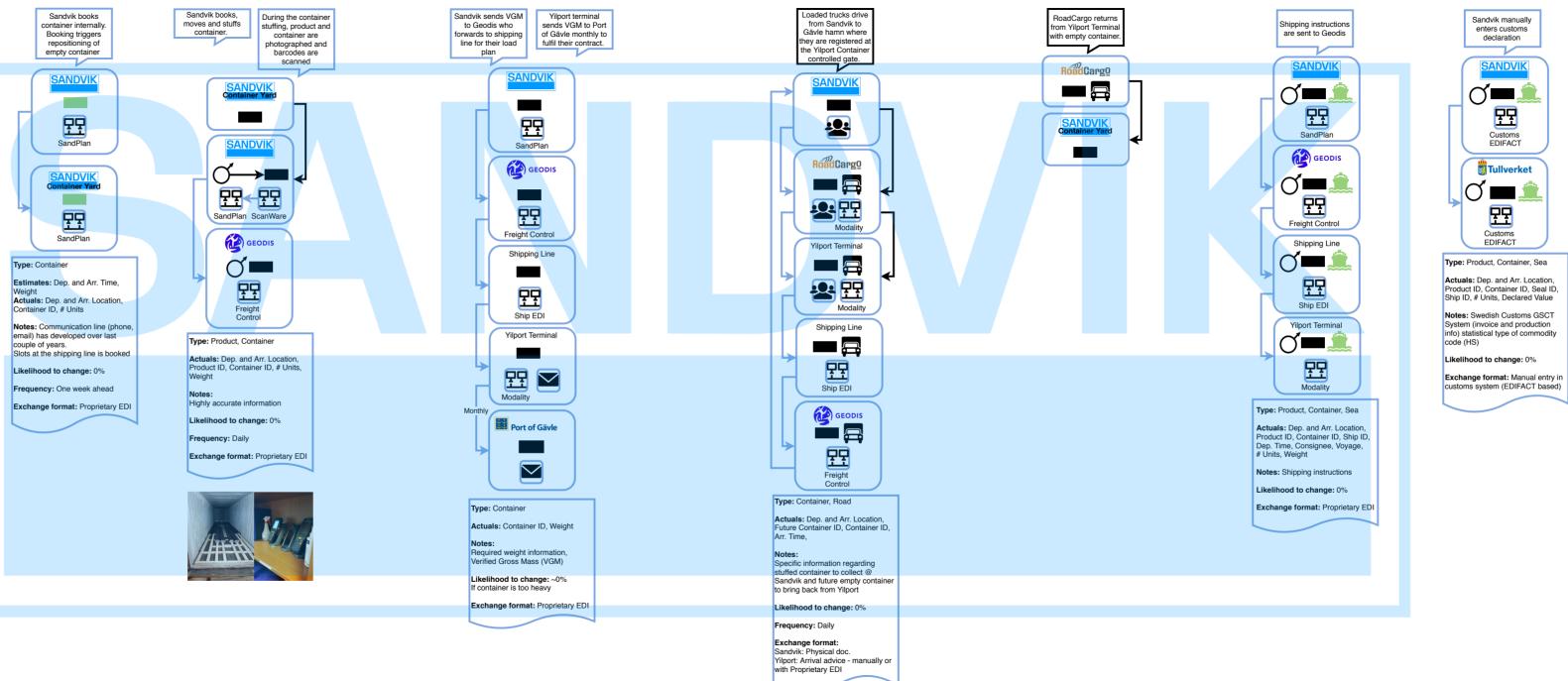
Likelihood to change: ~50%

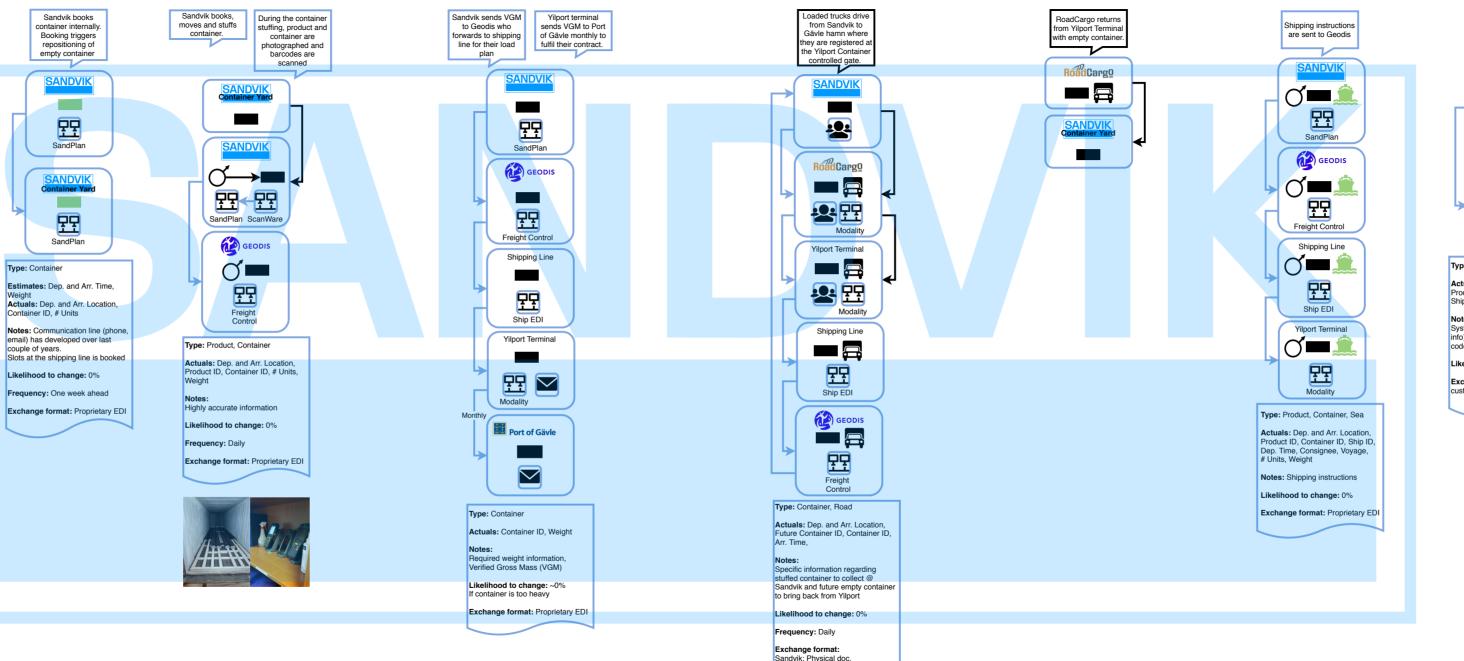
Rolling: monthly or bi-monthly

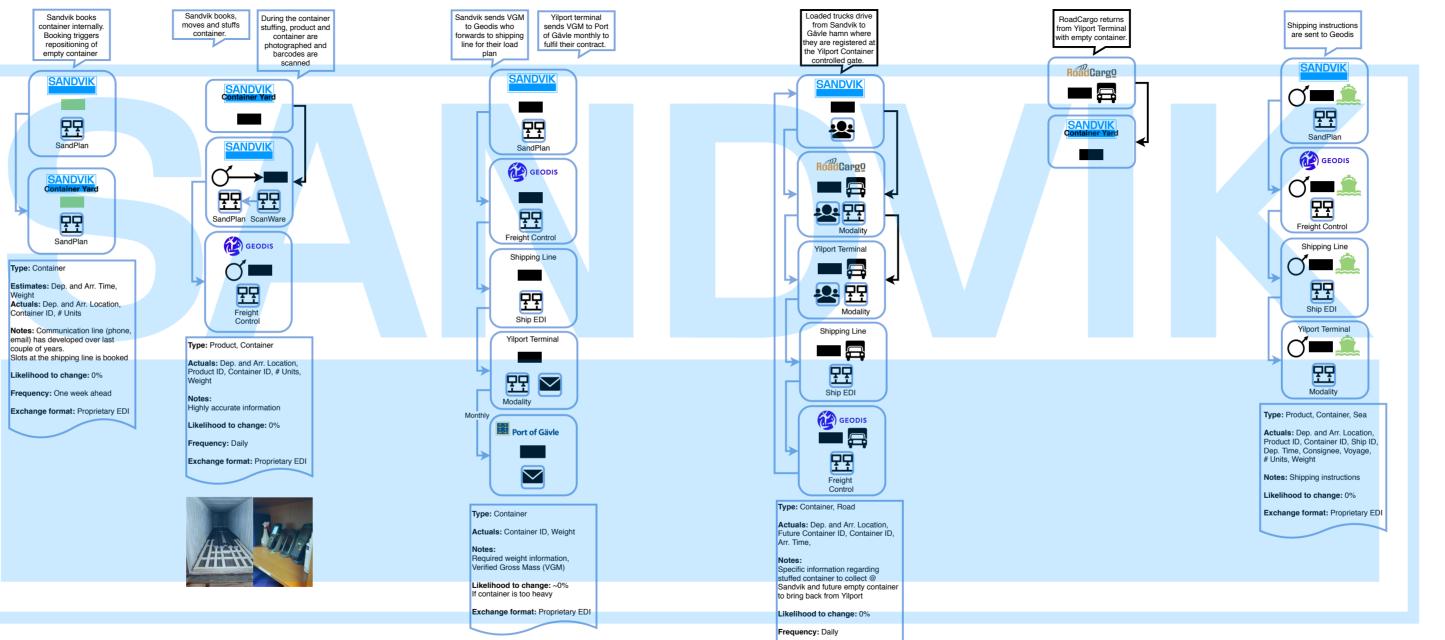
Exchange format: Proprietary EDI

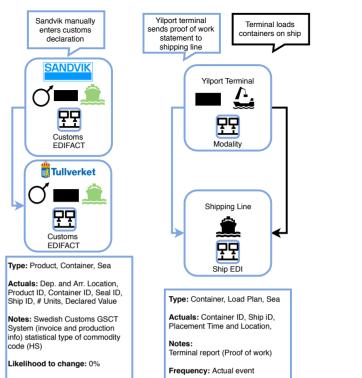




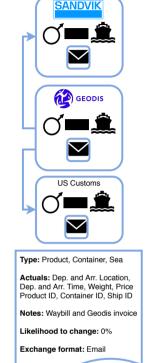








Exchange format: Proprietary ED



Geodis creates and

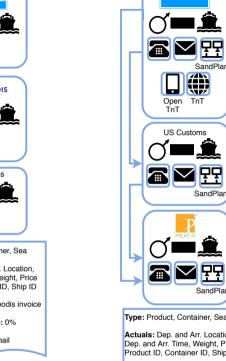
sends wavbill and

their invoice to

Sandvik, Geodis

forwards to US

customs



Type: Product, Container, Sea Actuals: Dep. and Arr. Location, Dep. and Arr. Time, Weight, Price Product ID, Container ID, Ship ID

Wavbill is sent by

Sandvik to US Import

Admin. US Import

notifies transport

planner and PEXCO

US Customs

Notes: Waybill and Geodis invoice

Exchange format: Phone, Email. Online TnT, Proprietary EDI