



BCUBE CONNECT

Road, Rail, Sea & Air Transport

July 2019



>70 YEARS
of industrial
history



6.200 RESOURCES⁽¹⁾



2.8 MLN
Square meters of
managed areas
(of which 1.1
owned)



~630 € MIO
Turnover ⁽²⁾



~185 OPERATIONAL
SITES
in the world



>7 SECTOR
operations in
over 7 industrial
sectors

(1) Direct and indirect

(2) Turnover 2018

7.



2018 Ranking "The first thousand logistics operators"

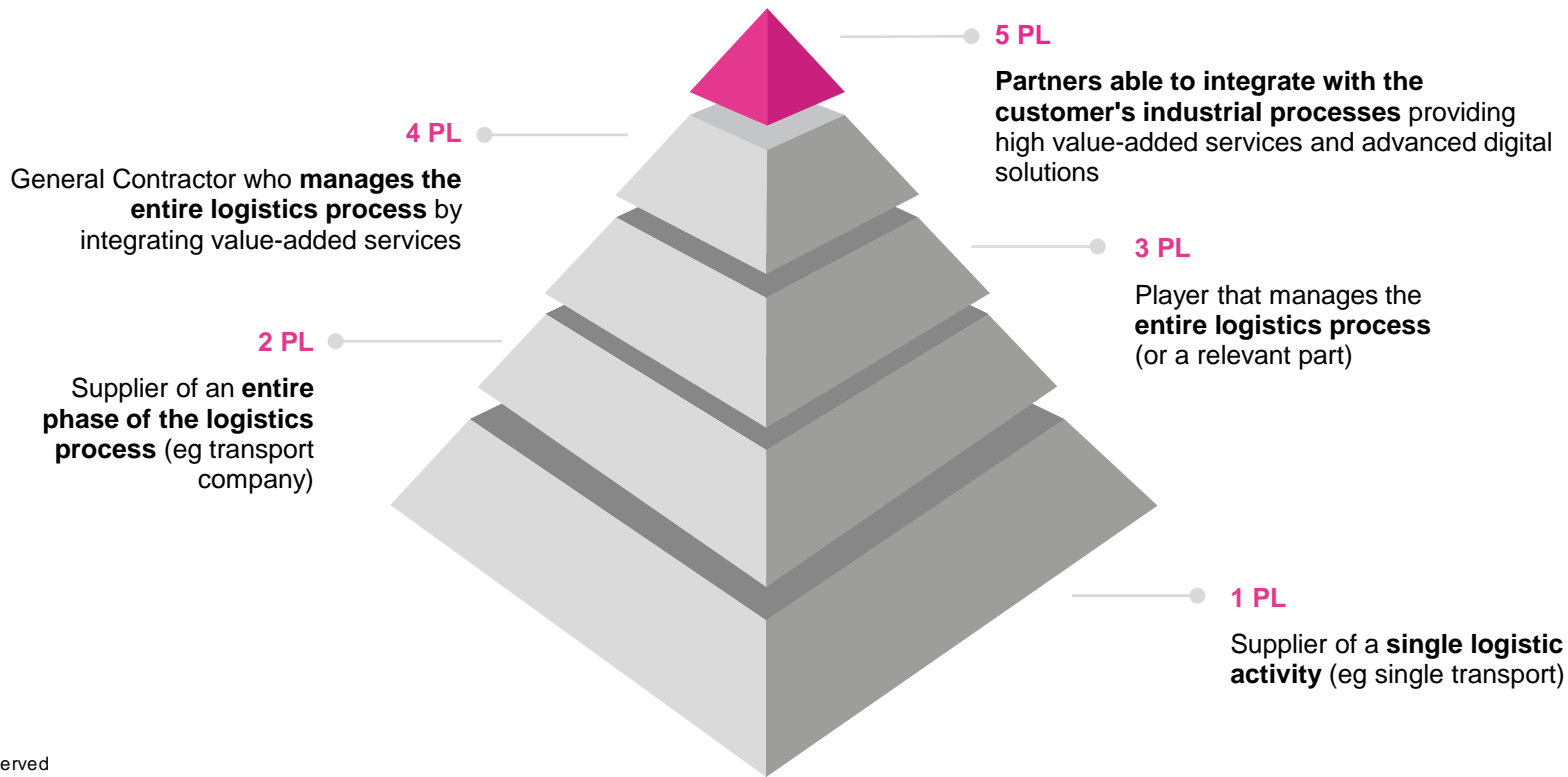
Il GIORNALE della LOGISTICA

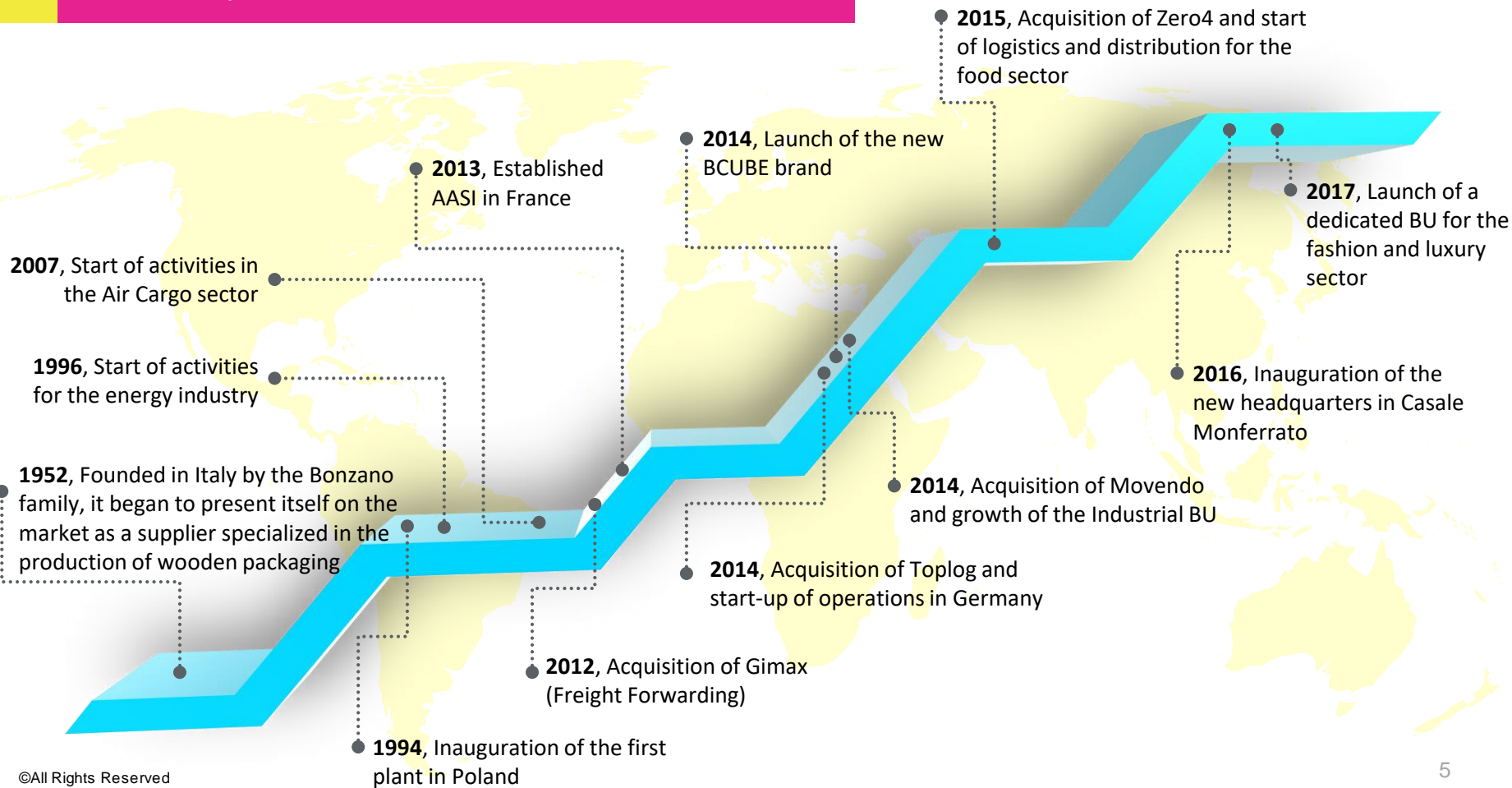
III CLASSIFICA DEI FORNITORI DI SERVIZI LOGISTICI

I primi mille

POS. '18	POS. '17	RAGIONE SOCIALE	SEDE	PROV.	FATTURATO 2018	FATTURATO 2015	UTILE 2016	UTILE 2015	ROS 2016	ROS 2015	ROE 2016	ROE 2015
1	1	DHL (GRUPPO)	ROZZANO	MI	1.326.053.231	1.288.901.654	30.933.500	22.568.815	2,33	1,75	N.D.	N.D.
2	3	BARTOLINI SPA	BOLOGNA	BO	1.288.440.059	1.196.358.219	11.942.348	8.962.590	0,83	0,75	24,46	15,20
3	2	SAVINO DEL BENE (GRUPPO)	FIRENZE	FI	1.200.393.277	1.224.277.011	33.935.789	31.180.420	2,83	2,55	26,10	26,97
4	4	UNITED PARCEL SERVICE ITALIA SRL	MILANO	MI	701.239.281	653.238.294	8.461.039	12.052.203	1,21	1,84	12,39	20,14
5	7	FERCAM GROUP (CONS.)	BOLZANO	BZ	678.822.125	633.406.107	-9.209.854	12.007.840	-1,36	1,90	19,00	27,63
6	6	DSV SPA	PIOLTELLO	BZ	607.919.739	641.824.621	25.159.611	14.822.250	4,14	2,31	11,51	6,48
7	9	B-CUBE HOLDING SRL	CASALE MONFERRATO	AL	604.917.000	567.638.000	12.890.000	5.143.000	2,13	0,91	N.D.	N.D.
8	8	ARCESE TRASPORTI (HOLDING)	ARCO	TN	583.666.149	591.590.239	8.773.010	7.812.975	1,50	1,32	8,00	17,42
9	10	SCHENKER ITALIANA SPA	PESCHIERA BORROMEO	MI	582.685.320	555.753.298	6.964.534	2.098.033	1,26	0,38	10,46	3,52
10	12	SDA EXPRESS COURIER SPA	ROMA	RM	548.485.178	511.432.766	-28.870.367	-39.356.083	-5,26	-7,70	-316,30	-8.496,93
11	11	KUEHNE & NAGEL SPA	CALVIGNASCO	MI	526.863.607	539.705.739	8.950.596	3.718.584	1,70	0,69	61,15	39,54
12	13	J.A.S. JET AIR SERVICE SPA	SEGRATE	MI	434.998.317	453.567.882	132.409	766.534	0,03	0,17	0,56	3,26
13	15	HAVI LOGISTICS SRL	BOMPORTO	MO	422.091.120	391.857.103	2.821.163	2.751.859	0,67	0,70	40,25	37,58
14	14	GEDDIS (AGGR.)	MILANO	MI	420.043.805	406.054.000	6.629.933	10.139.000	1,58	2,48	N.D.	N.D.
15	18	GLS ITALY (RAGGR.)	SAN GIULIANO M.SE	MI	416.596.372	349.031.525	79.889.681	63.496.859	19,18	18,19	77,32	N.D.
16	16	CEVA LOGISTICS ITALIA SRL	ASSAGO	MI	387.296.391	389.679.564	-8.114.551	14.082.885	-2,10	3,61	-18,18	23,57
17	17	TRANSMEC GROUP (AGGR.)	CAMPOGALLIANO	MO	364.400.000	363.200.000	4.200.000	3.500.000	1,15	0,96	25,00	20,10
18	19	CONTSHIP ITALIA GROUP	MELZO	MI	332.515.000	326.633.000	28.110.000	10.355.000	8,45	3,17	14,70	6,00
19	20	ITALSEMPIONE SPA	VITTIUONE	MI	303.757.189	301.858.159	1.945.823	-12.326.846	0,64	-4,08	22,36	-182,44
20	22	S.O.M. SOCIETA' DISTRIBUIZ. MERCI	BOLOGNA	BO	288.694.104	274.632.835	15.042.447	11.872.306	5,21	4,07	14,86	12,96
21	23	DHL EXEL SUPPLY CHAIN ITALY SPA	SETTALA	MI	275.056.738	266.213.649	7.968.810	4.880.921	2,90	1,83	16,55	34,85
22	24	XPO LOGISTICS (GRUPPO)	SETTALA	MI	270.087.537	252.384.961	8.624.204	5.144.250	3,19	2,04	N.D.	N.D.
23	21	GRUPPO CFT-SILO SPA	FIRENZE	FI	262.587.512	276.498.694	-1.671.144	-536.761	-0,84	-0,19	N.D.	N.D.
24	26	ME-VI SRL	MILANO	MI	254.756.711	238.426.690	7.927.235	6.137.317	3,11	2,57	78,30	21,02
25	25	NUMBER 1 LOGISTICS (GRUPPO FISI)	PARMA	PR	249.588.457	249.243.579	282.882	168.814	0,11	0,07	1,05	0,82
26	30	STEF ITALIA SPA	SAN PROSPERO PARMENSE	PR	232.294.000	209.421.000	9.496.734	6.556.185	4,09	3,14	20,95	18,42
27	28	PACORINI (GRUPPO)	TRIESTE	TS	221.000.000	221.000.000	N.D.	N.D.	N.D.	N.D.	N.D.	N.D.
28	32	ITALTRANS SPA	SAN PAOLO D'ARGON	BG	201.443.132	190.871.214	6.664.669	5.983.415	3,31	3,13	16,92	17,18
29	27	NEXIVE SPA	MILANO	MI	196.889.875	231.070.587	-9.653.329	166.506	-4,85	0,07	-44,98	0,54
30	31	CONSORZIO LOG. PACCHI (POSTE)	ROMA	RM	196.588.629	201.719.000	N.D.	N.D.	N.D.	N.D.	N.D.	N.D.
31	33	CEMAT (MERCATALLA INTERMODAL)	MILANO	MI	190.582.145	189.551.404	4.801	1.435.653	0,00	0,76	0,01	3,06
32	36	CODOGNOTTO ITALIA (CONS.)	SALGAREDA	TV	190.004.492	164.623.932	1.555.986	2.183.618	0,87	1,33	N.D.	N.D.
33	35	GEFCO ITALIA SPA	PREGANNA M.SE	MI	179.180.350	177.393.918	2.351.046	49.976	1,31	0,03	15,80	0,40
34	37	DE VIZIA TRANSFER SPA	TORINO	TO	168.968.157	163.759.003	1.847.814	688.568	1,09	0,42	7,27	2,92
35	38	D.B. GROUP SPA (CONS.)	MONTEBELLUNA	TV	163.849.192	158.017.425	3.782.823	2.724.644	2,31	1,72	29,83	27,77
36	40	CAMPANIA TRASPORTI SRL	MARCIANISE	CE	160.115.514	147.499.212	5.671.518	4.930.084	3,54	3,34	17,74	18,40
37	43	ARCO SPEDIZIONI SPA	MONZA	MB	156.448.624	143.216.594	3.706.926	2.510.380	2,38	1,75	15,66	12,57
38	39	GIORGIO GORI SRL	COLLESALVETTI	LI	147.164.694	151.691.362	12.762.005	11.639.642	8,57	7,67	48,13	49,00
39	41	U. DEL CORONA & SCARDIGLI SRL	LIVORNO	LI	146.231.549	146.413.153	4.892.933	5.688.825	3,35	3,89	18,47	24,70
40	44	S.I.T.I.A.M. SPA	CORNALEDRO	MI	140.097.199	143.153.820	267.909	1.195.227	0,19	0,83	10,91	12,97
41	34	NAVIGAZIONE MONTANARI SPA	TRIESTE	TS	137.274.504	180.008.787	16.330.905	25.099.118	11,90	13,94	15,75	26,73
42	47	GRUBER LOGISTICS SPA	ORA	BZ	136.555.535	128.209.243	1.086.118	258.967	0,80	0,20	15,90	4,51
43	42	FRANCO VAGO SPA O.T.S	ARESE	MI	136.104.076	143.886.273	1.910.130	805.780	1,40	0,56	9,87	4,82
44	49	BERTANI TRASPORTI SPA	CASTIGLIONE D'ISTIV	MN	135.089.951	125.636.816	18.629.893	16.809.785	13,79	13,38	24,59	22,84
			C.S. ARIO D'ENZA	RE	133.653.454	114.736.102	2.142.588	911.421	1,60	0,79	13,05	6,39

BCUBE is a **leading logistics player in integrated supply chain management** and is positioned as a **5PL operator** providing integrated logistics services with the processes of its customers





- Material collection and milk run
 - Warehouse planning and procurement**
 - Delivery stock for raw materials
 - Transit Point Management
 - Custom clearance
- Dedicated or multi-customer warehouses**
 - Purchase materials for third parties
 - Part by part
 - CKD
 - Logistic support in remote areas**
- Warehousing, line service
 - Spare parts management
 - Maintenance room distribution services
 - Picking and Kitting**
 - Value-added services: welding, sandblasting, painting, pre-assembly cutting
 - Kit carts design
 - Quarantine area management
- Engineering and production of wood, metal, plastic, shrink packaging
 - Preservation of materials** and anti-corrosion treatments
- Shipments by sea, air and by land
 - Intermodal solutions
 - Custom clearance
 - Oversized transport**



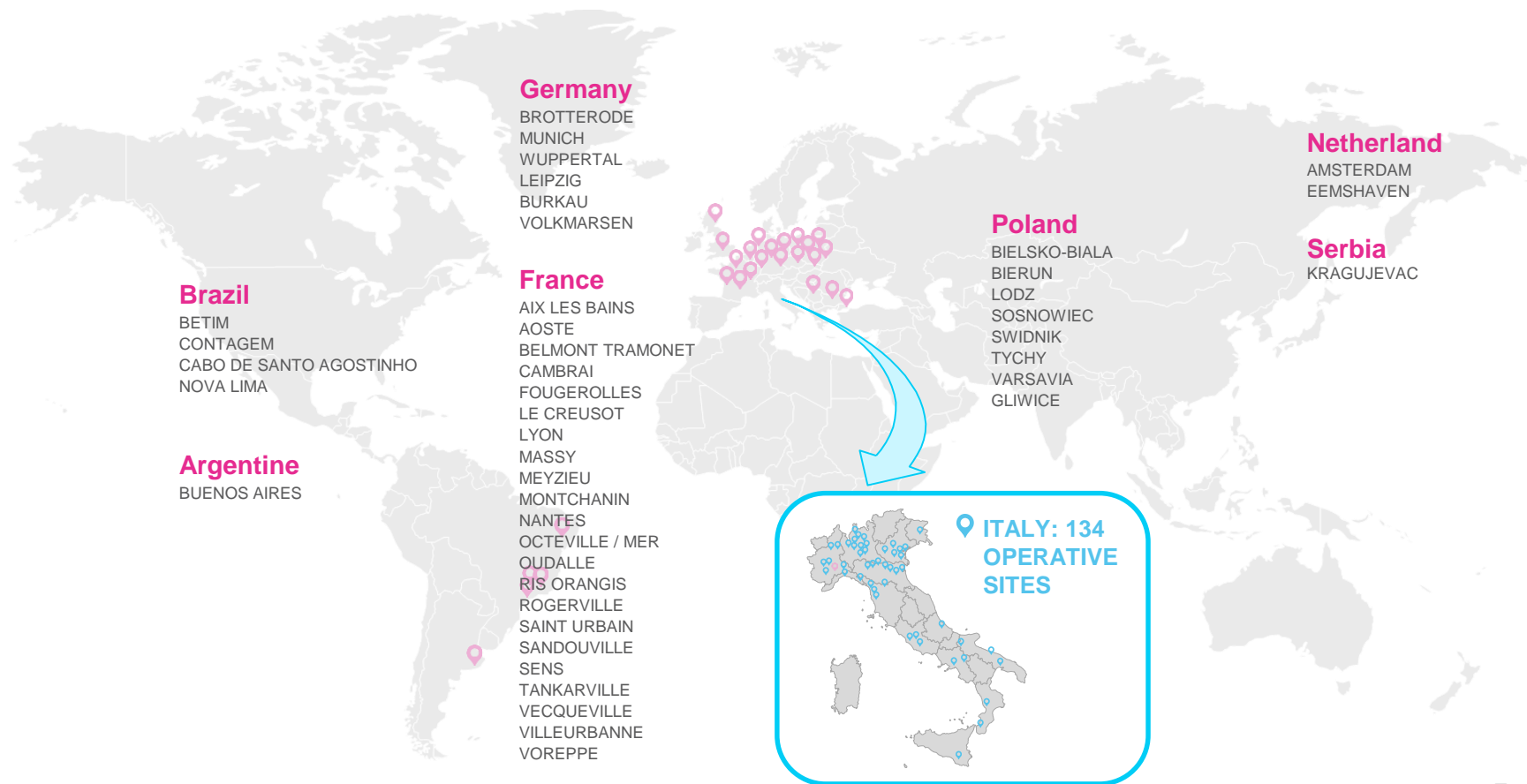
Cultural and methodological approach focused on optimization and continuous improvement



ENGINEERING
Customized logistics solutions and continuous research of innovative technologies



Development of software solutions to support the entire supply chain





Casale Monferrato

Alatri
Albenga
Alessandria
Anagni
Anzio
Bari
Barlassina
Bentivoglio
Biella
Bologna
Bolzaneto
Buttrio
Cagliari
Calcio
Calvignasco
Caorso
Casavatore
Casole D'elsa
Castagnole delle Lanze
Castellanza
Cervia
Cesena
Cinisello Balsamo
Colico
Cologno al Serio
Colzate
Concorezzo
Coniolo
Cortemaggiore
Cremona
Dalmine
Desio
Drosso
Ferrara
Firenze
Fiumicino

Foggia
Genova
Gioia del Colle
Grazzano Visconti
Grugliasco
Guasticce
La Spezia
Lallio
Lecce
Livorno
Lonate Pozzolo
Marostica
Massa
Massalengo
Melfi
Melfi
Mezzomerico
Milano
Milano Ballestra
Modena
Monselice
Montale
Mozzagrogna
Nerviano
Nola
None
Novara
Noventa di Piave
Oderzo
Olbia
Osimo
Palermo
Pantigliate
Parma
Pastrengo
Pescara
Piedimonte San Germano

Pieve Emanuele
Pollenzo-Bra
Pomigliano D'Arco
Ponte Valleceppi
Portogruaro
Regello
Ricengo
Rivalta di Torino
Robegano di Salzano
Roma
Sala Bolognese
San Benedetto
Tronto
San Grato
Scomigo di
Conegliano
Segrate
Sesto Fiorentino
Sesto San Giovanni
Soragna
Stezzano
Tavazzano
Tavullia
Trento
Treviso
Tribiano
Tronchetto
Trontano
Truccazzano
Udine
Usmate Velate
Venaria
Verona
Vibo Valentia
Villanova d'Asti
Viterbo
Voghera

**CONSUMER & DOCUMENT MANAGEMENT**

Luxottica, Osram, Technogym, Taffarello, Keter, UBI, Intesa Sanpaolo, UniCredit, Credite agricole, Banca Popolare di Sondrio, Carigese, FCA Bank,

**AIR CARGO**

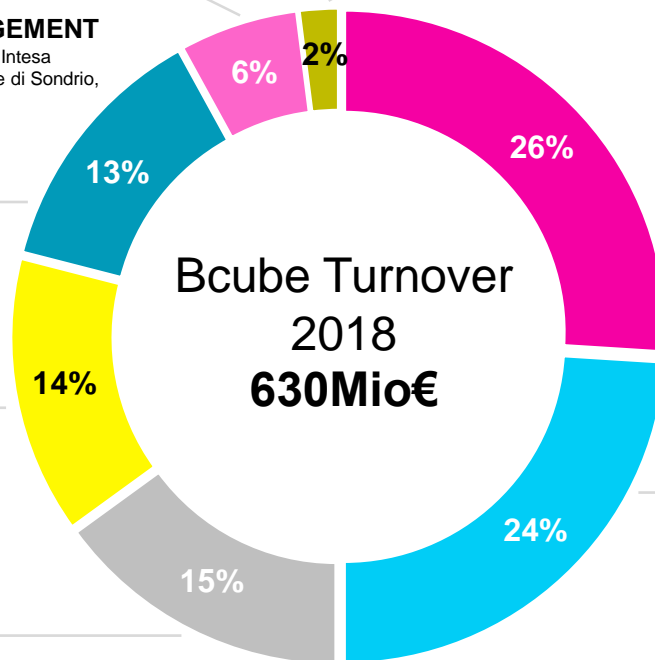
Lufthansa, British Airways, Air China, Tap Portugal, Swiss, Silkway

**FOOD & BEVERAGE**

Granarolo, Fileni, Citterio, Lindt, Bonduelle, Divella, Greci, Nestlè, Gruppo Italiano Vini, Bisol desiderio e figli

**TRANSPORT & FREIGHT**

CNHi, FCA, I-Fast, Piaggio, Denso, Saint Gobain, Michelin, Brembo, Unilever, Nestle, Cooper

**FASHION & LUXURY**

Bulgari, Linclalor, Slam, Miroglio, Oberalp

**AUTOMOTIVE**

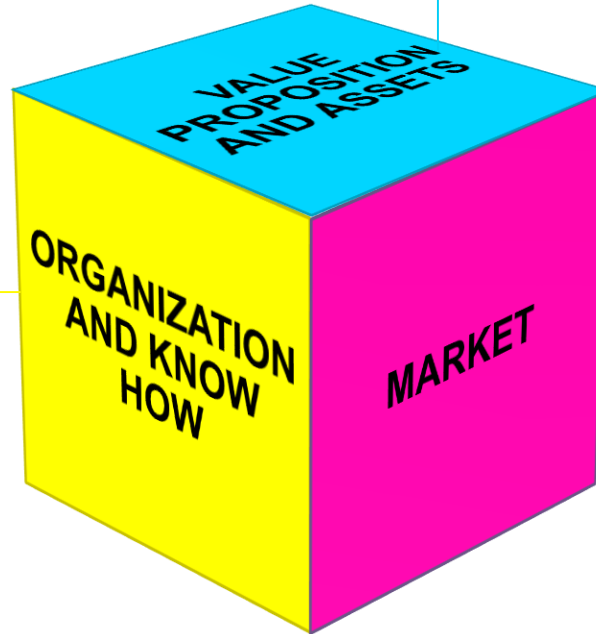
CNHi, FCA, Ford, Volkswagen, Porsche, Daimler, Denso, Suzuki Maruti, Piaggio, Delphi, Magneti Marelli, Brembo

**INDUSTRIAL & ENERGY**

GE, ABB, Tenova, Danieli, Ansaldo Breda, Ingersoll Rand, Siemens, Alstom, Cameron, Ansaldo, General Dynamics



- **Technical know-how** acquired through years of experience in the logistics sector
- **Important investments** made to develop skills in the field of **lean logistics** in order to gain significant experience in the rationalization of logistics flows, bringing important benefits to the customer
- **Top level management** with significant and consolidated experience in the sector
- **Short decision chain** that streamlines the governance process and offers the company greater flexibility and faster reaction times



- **Supply of integrated services along the entire supply chain**, including value-added services that are closely interconnected with the customer's production processes
- Ownership of fully functional **logistics facilities** located in **strategic locations**



- **Consolidated presence** in industrial sectors with complex and articulated logistics flows, providing support to numerous players at every stage of the logistics chain
- **Diversified presence** in different sectors with particular focus on markets with high development potential
- **Long-term consolidated relationships** with relevant customers, leaders in their respective reference markets

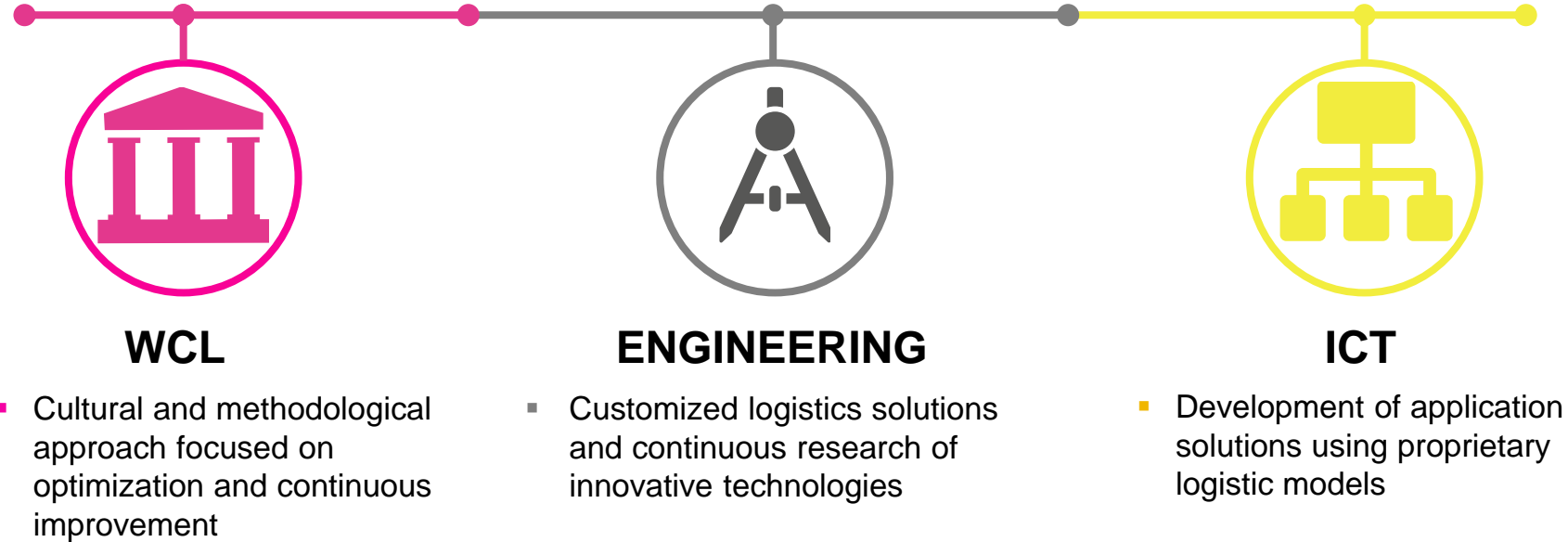


WCL is not only a productive efficiency tool, but a methodology that involves all processes and involves the adoption of a **new cultural approach**



BCUBE is the only **member of the WCM Association** for the logistics sector

All activities are carried out by a specialized team of logistics engineers, process analysts and IT experts







02. BCUBE CONNECT



DISTRIBUTION



RAIL



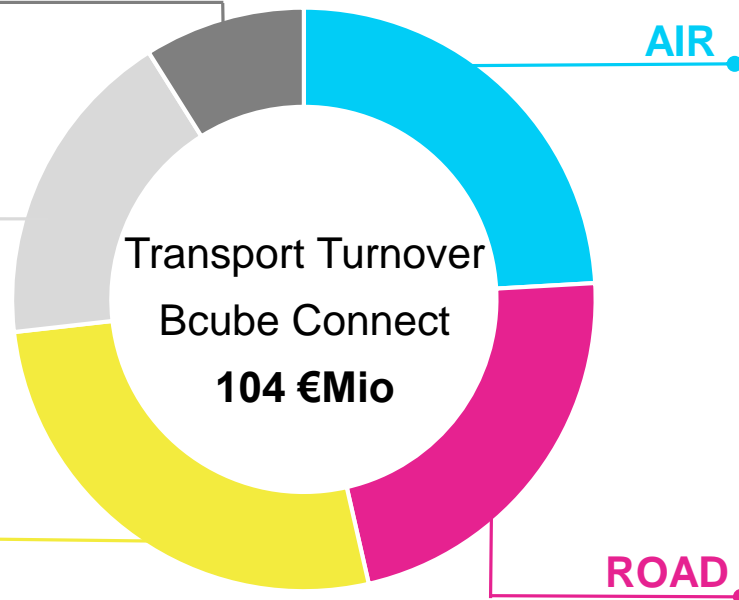
SEA



AIR



ROAD



FACTS AND FIGURES

900

vehicles (owned by
company and partners)

1,6

MIO
shipment by road/year

88,0

MIO
Kms covered by road/year

≈ 350

FTL/day



ROAD TRANSPORT

Services

Design and management of rational and efficient logistics network:

- Material collection: milk-run, FTL, LTL, groupage
- Line haul
- Intermodal solutions
- Urgent services and “door to door” distribution
- Reverse Logistics
- ADR material transportation
- Temperature controlled transportation

DESIGN/ NETWORK MANAGEMENT

- Network and transport management
- Route Planning
- Milk Run Engineering
- Partnership / Optimisation

VALUE ADDED SERVICES

- Optimal load calculation
- Saturation
- Tracking on line – POD
- Help Desk

OPERATIONS AND EXPEDITING

- Transport Program Elaboration
- Management of Load Orders
- Follow-up and trip closure





COLLECTION AND CONSOLIDATION OF THE MATERIAL

carried out according to the “Milk Run” logic, which makes it possible to rationalise the flows of material by planning itineraries according to predetermined frequencies, routes and time schedules.

INTERMODAL SOLUTIONS

Management and coordination of multimodal transport services with integrated solutions designed to ensure maximum efficacy and flexibility in terms of goods handling. Leader on the routes to and from Italy and Poland, Bcube develops specific projects to do with the Silk Road



FTL, LTL, GROUPE

Management of full and partial loads, also by consolidating goods collected from different suppliers, always with a view to rationalising the loads and optimising transport costs, by identifying the solutions that will meet customer requirements most effectively.

DOOR TO DOOR, WHOLESALE, RETAIL, CE.DI

Development of goods distribution solutions, ranging from chain stores to retailing



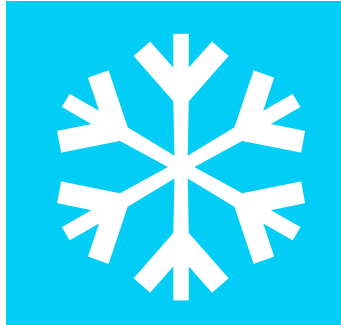
EXPRESS AND URGENT SERVICES

Solutions to meet urgent transportation requirements, always offering the highest standards in terms of speedy delivery, service quality, optimised transport flows, shipment traceability and monitoring systems

BCUBE is able to develop design solutions and executive plans to perform any transport task



Oversized and
very heavy loads



Loads requiring
controlled
temperatures



Dangerous goods
(ADR)

adopting technologically advanced vehicles and equipment, fully in keeping with the provisions provided for by the applicable regulations.

FACTS AND FIGURES

52 **KMS**
of railway terminals (owned by the company)

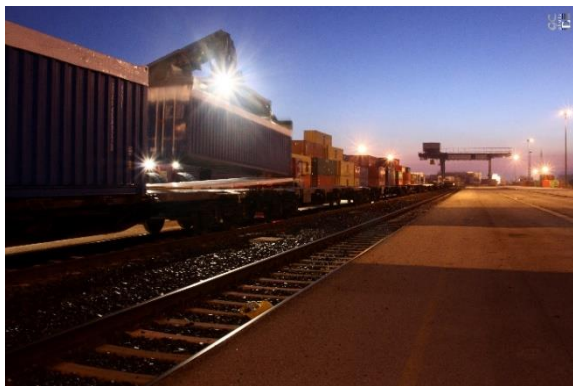
130.000 shipments by rail/year

150 wagons/week

25.000 **KMS/WEEK**
track rail



RAIL TRANSPORT



Servizi offerti

- Door-to-door service, x-dock, deposit and value added activities
- First and last mile road connection
- Custom declaration
- T&T of deliveries, EDI exchange through our TMS

Intermodal Network

- More than 400 complete trains managed in 2017 for about half a million of km of rail distance covered
- About 360 ktons/year of rail traffic handled in our own terminals in Italy and Poland
- Two main routes in import/export between Italy and eastern European countries
- Cooperation with our partners to enlarge European Network coverage
- Utilization of conventional wagons and intermodal swap bodies



FACTS AND FIGURES

31

international projects
moved in last 5 years

> 15.000

shipments handled per year

> 650

active customers



Servizi

- Seafreight
- Airfreight
- Import & export to worldwide destinations
- FCL & LCL
- Project cargo
- Ship chartering
- Logistics and installation at job site
- Custom clearance – bonded warehouses – VAT deposit



Figure Chiave - SEA

- Southeast Asia, the Far East and the Indian subcontinent: 5,700 TEUs/year
- American continent: 5,800 TEUs/year
- EMEA & African continent: 3,800 TEUs/year
- Egypt: 1,500 TEUs/year



Figure Chiave - AIR

- Southeast Asia and the Far East: 425,000 kg/year
- American continent: 303,000 kg/year
- EMEA & African continent: 203,000 kg/year





FACTS AND FIGURES

133.000 shipments by sea/year

5.000 TON goods shipped/day

1.000 TEU shipped/week

SEA TRANSPORT

Services

- **Import-Export management** to and from all world countries
- **Customs procedures** with the Customs Agency
- **Warehousing and management** of goods stored in the country of destination, but not yet cleared through customs
- Operational management of **goods not subject to VAT.**
- Receipt and shipment of goods coming in or leaving fiscal warehouses
- International shipments **“Free On Board”**



Key sectors



DEFENCE



FOOD & WINE



HIGH TECHNOLOGY



INDUSTRIAL



ENERGY OIL
& GAS



ART & MUSEUM

FACTS AND FIGURES

145

VEHICLES

including tractors, goldhofer models with hydronic steering system, trailers and semi-trailers



SERVICES

- Feasibility studies
- Management of documents and authorizations for special management
- Transport organization in Italy and abroad
- Definition of the techniques for handling and anchoring the load
- Loads with customized packaging
- Constant monitoring of the journey
- Lift
- Storage of semi-finished and finished products
- Logistics and installation on site





FEASIBILITY STUDIES

In collaboration with many national and international agencies, before planning our activities our technicians carry out simulations with the aid of computer programs, CAD and inspections on the road layout

MOVIMENTAZIONI INDUSTRIALI

- route planning
- programming and optimization of loads
- management of all documentation and authorization procedures to carry out transport in total safety pianificazione dei percorsi





LIFTING LOADS

Complete lifting solutions, whether conventional or highly innovative. Studies to ensure maximum safety and efficiency during the lifting process. Equipment regularly maintained and inspected by means of resistance tests.

HYDRAULIC MOVEMENTS

Hydraulic handling of goods ranging from 10 Ton to 500 Ton (Transformers - Metal structural work, turbines, alternators, etc.)



FACTS AND FIGURES

870 vans

10 **HUB**
covering the entire
national area

> 500.000 shipments per year



DISTRIBUTION



Services

- Design and management of dedicated networks for each type of service; scheduled and on demand
- Design, implementation and management of criminal records.
- Tailor made services for every need
- Dedicated portal per customer
- Full track and dashboards customized for each customer
- Specialized and dedicated customer assistance

Key numbers

- 10 hubs covering the entire national area.
- 660 dedicated vehicles engaged daily in last mile services
- 85 vehicles engaged in point to point line services

BCUBE Logistics Platforms

- | | |
|----------------------|------------|
| ▪ Torino | ▪ Ancona |
| ▪ Asti | ▪ Roma |
| ▪ Milano | ▪ Napoli |
| ▪ Padova | ▪ Bari |
| ▪ Verona | ▪ Lecce |
| ▪ Bologna (main Hub) | ▪ Palermo |
| ▪ Firenze | ▪ Catania |
| | ▪ Cagliari |



UBI < > Banca

EREBIAN®
SOLUZIONI PER L'UFFICIO

BancaIntesa

CARGĒAS
ASSICURAZIONI

BANCA SELLA

SWATCH GROUP

CRÉDIT
AGRICOLE

BANCA DI PIACENZA
LA NOSTRA BANCA

PRESTITALIA
Gruppo UBI < > Banca

nexi

STAPLES®
MondOffice

Banca
Patrimoni
Sella & C.

Banca Popolare
di Sondrio

FCA BANK

IWBank
PRIVATE INVESTMENTS



Each regional network is integrated into the Bcube national network that is able to serve the whole territory in 24 hours, relying on services of primary lines currently operating both with owned vehicles and with dedicated supplier vehicles



BCUBE NETWORK

- 89 primary lines
- 43 interregional lines
- 660 secondary lines
- 2,700 square meters of available areas (extendable if necessary)

Network 1

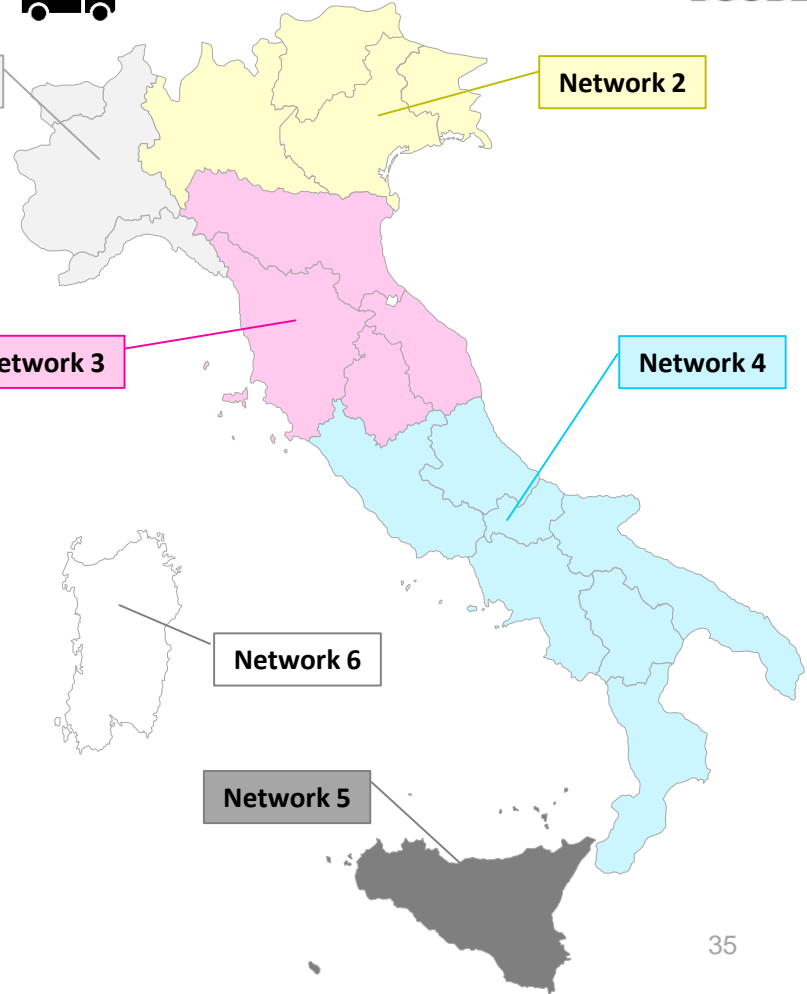
Network 2

Network 3

Network 4

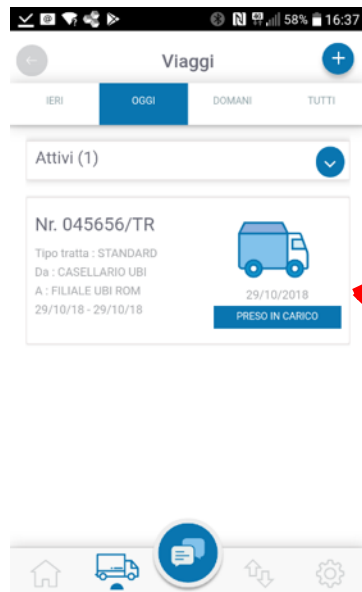
Network 6

Network 5

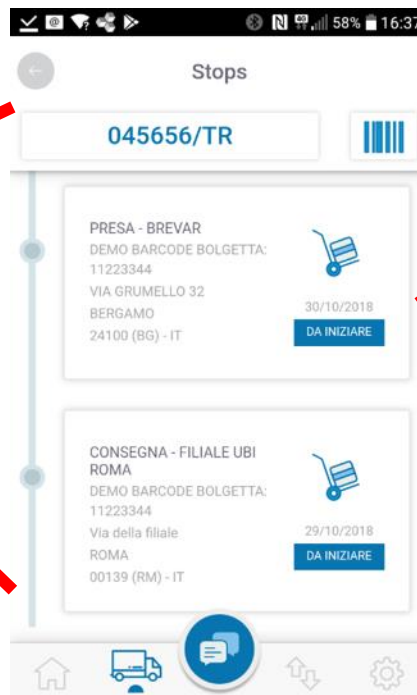




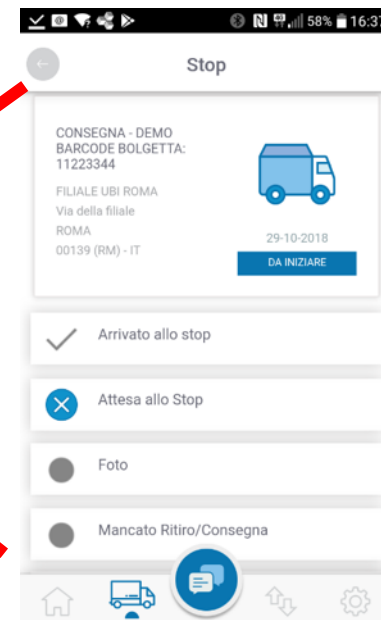
Travel list assigned to the driver



Stop travel list (outlet, hub, deposit, delivery)



Association of events on pick-up / transit / delivery



TARGETS

**SERVICE LEVEL**

Track & Trace
in real time

COST SAVING

The project involves the organization of a **Control Tower** that collects the transport requests of all customers and identifies each inbound and outbound synergy.

SOLUTIONS



The Control Tower will use the information system of BCUBE **GESPE** for the organization of milk run suppliers and customer deliveries.

Through the **web app** it will be possible, for authorized users (BCUBE / Suppliers and Customers) to query the system to check the progress of shipments (**track & trace**)

ACTIONS



Installation, initialization and training **BCUBE GESPE** computer system.

Transport Management System



Transport PLANNING Module

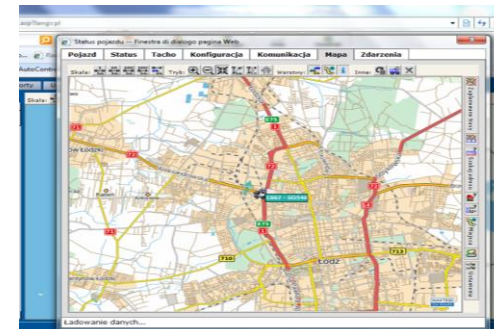
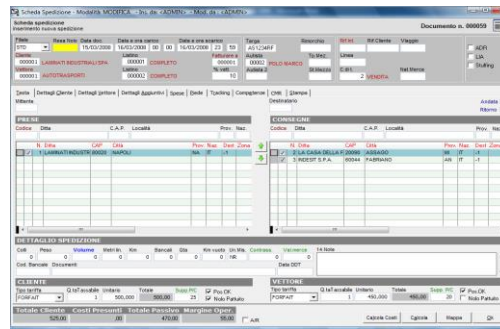
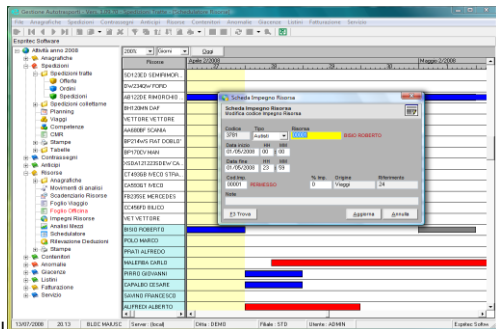
- Transport orders management
- Feasibility check
- Requirements definition
- Transport mode definition
- Booking

Transport EXECUTION Module

- Loads optimization
- Vehicles allocation
- Transport document management
- Start of transport
- Trip value

Transport MONITORING Module

- Customized reporting
- Real Time information
- QR code Management
- On line Reporting
- T&T

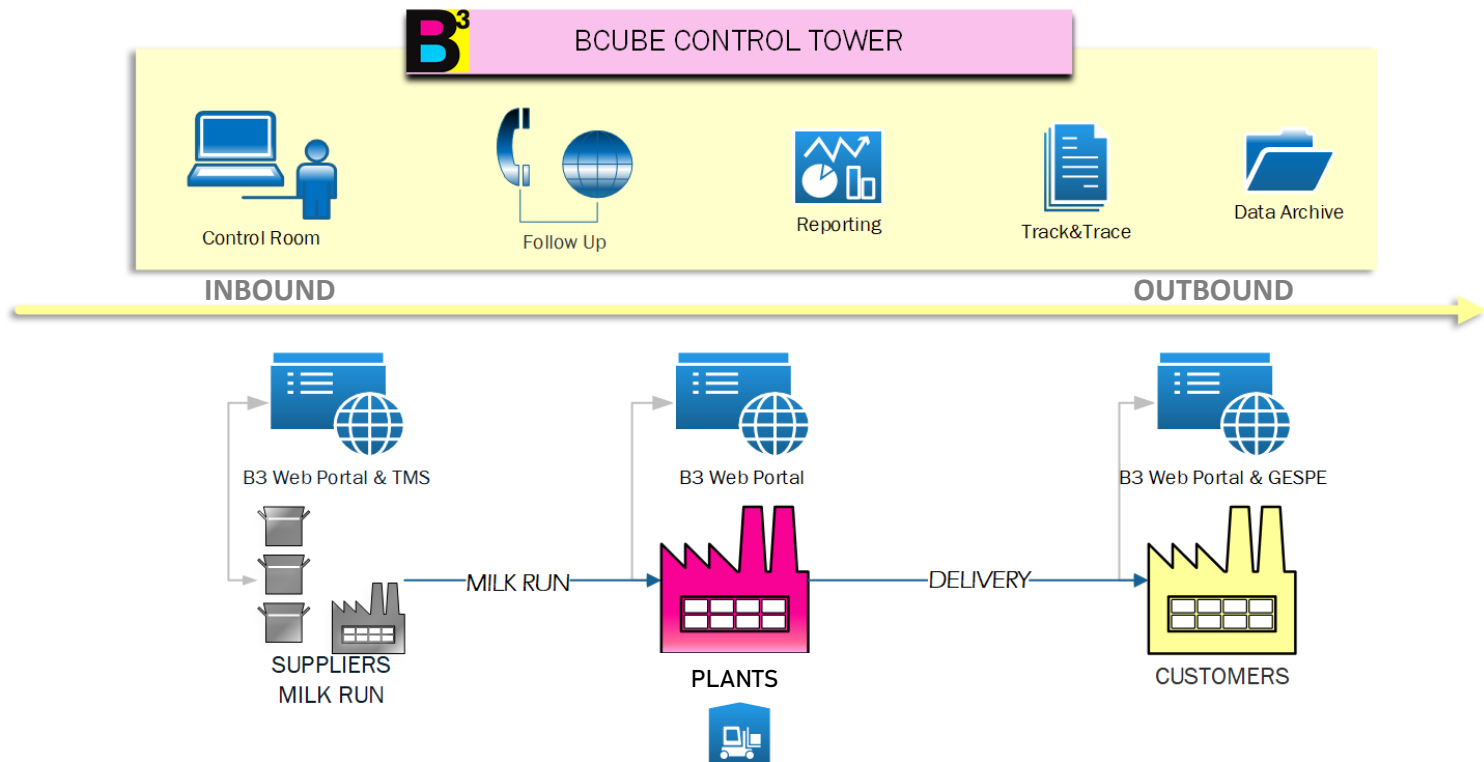


Transport Management System

PoD and T&T tools

Shipments tracking will be performed using Android and IOS mobile devices. The App allows to track the shipment, take pictures and attached signed POD. All the information will be available on web portal

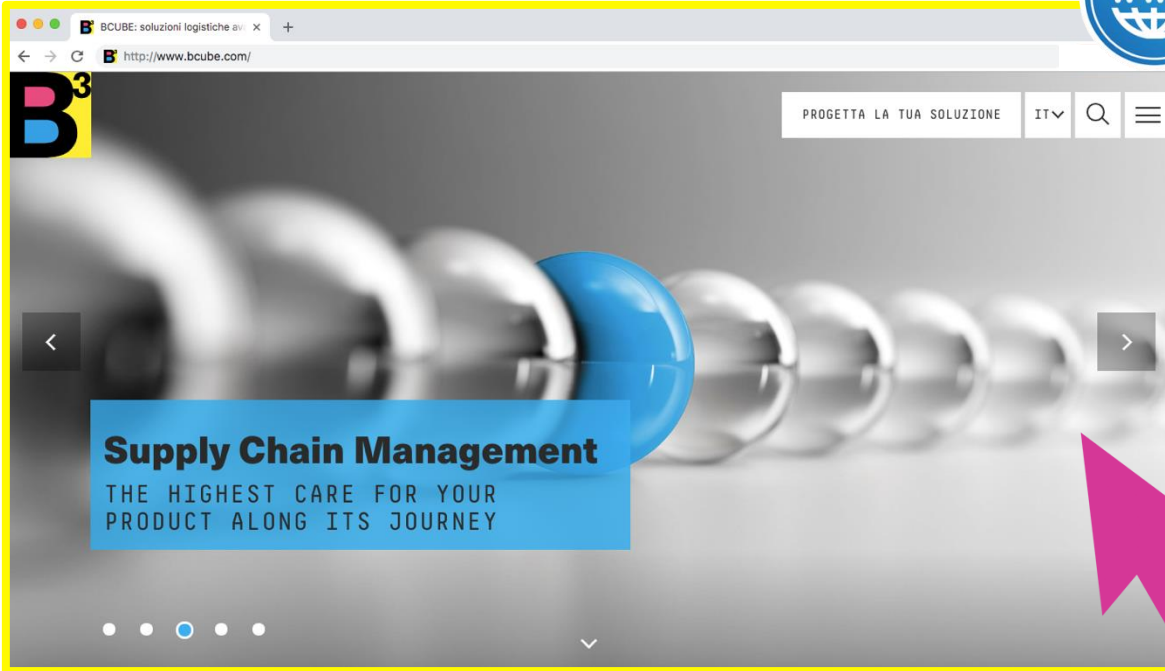




Certifications are a guarantee of an ongoing commitment by BCUBE to ensure customer satisfaction and safety.

- Quality Certification: **UNI EN ISO 9001:2008**
- Quality Certification Aerospace Sector: **UNI EN 9120:2010**
- Environment Certification: **UNI EN ISO 14001:2004**
- Occupational Health and Safety Assessment Series: **OHSAS 18001:2007**
- **FITOK**: in charge of the IPPC/FAO in Italy on the use of Phytosanitary Mark
- **ENVIROTAINER**: Ground Services Award
- **IATA**: International Air Transport Association
- **IATA CEIV Pharma** (Fiumicino e Malpensa)
- **FIATA**: International Federation of Freight Forwarders Associations
- **ENAC**: Italian Civil Aviation Authority





Watch the introductory video



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