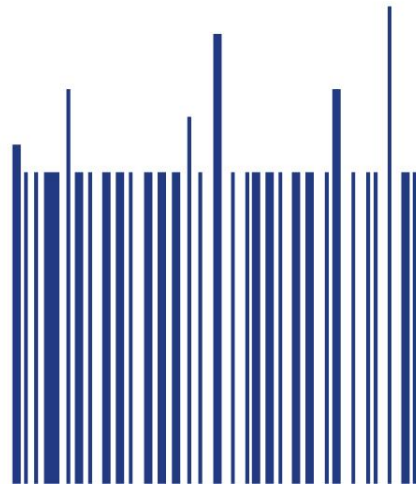




FDL GROUP

Your link to Logistics Innovation

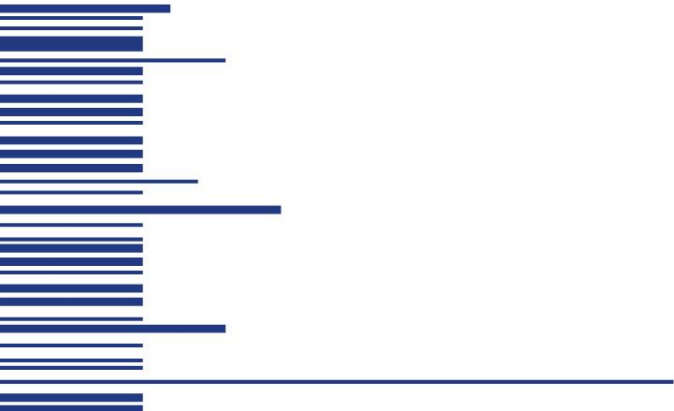


The Group



Services:

- Contract Logistics
- International Forwarding
- Transportation
- It/Is Services
- Sales Logistics
- E-shop Logistics
- Logistics Intelligence



We do:

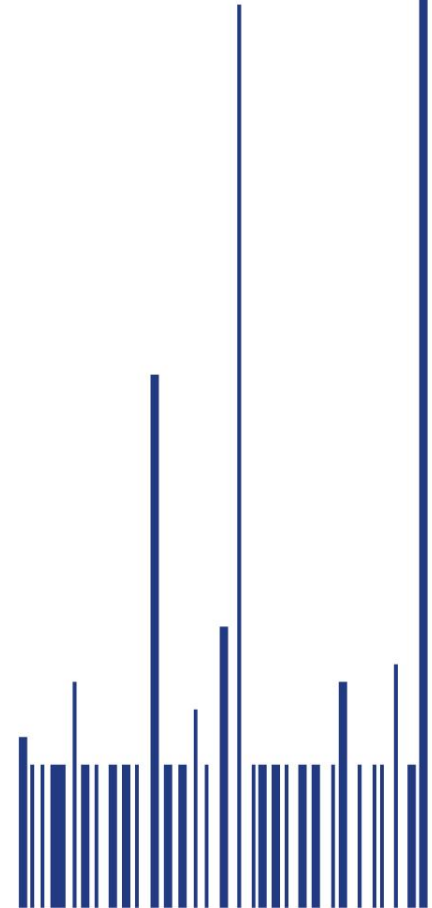
- ✓ Integrated logistics services /
end –to-end Supply Chain solutions /
Robotics Implementation

We provide:

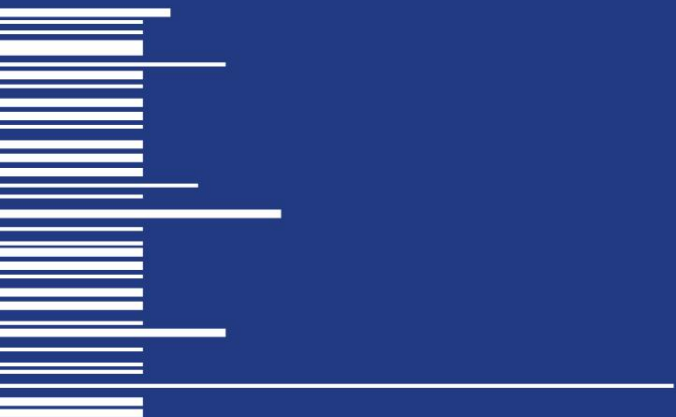
- ✓ Tailor-made solutions combining people,
systems, robots, procedures and services

We are:

- ✓ The only 3PL company listed in Athens
Stock Exchange Market



Milestones





Starting : 1997
Foodlink S.A. founded

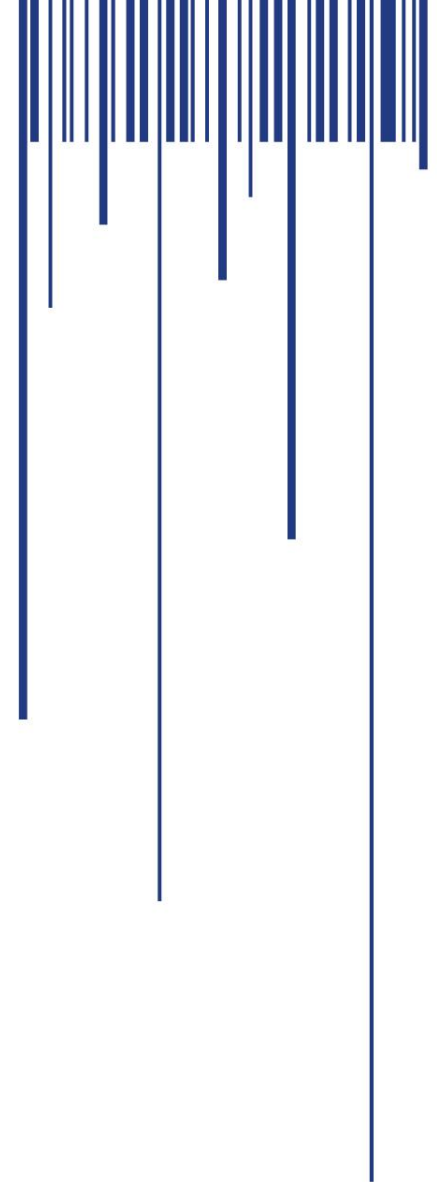


2000
Provision of end-to-end logistics services in Greece - Kraft Foods Hellas | Mondelez



2005
Penetration in the Telecommunications & Hi-Tech market - Wind Telecom

2002
First expansion of business portfolio - Makro C&C | The Mart





2009
Athens Stock Exchange –
Listed on the Alternative
Market



ATHEXGROUP
Όμιλος Χρηματιστηρίου Αθηνών



2008
FDL Group invests in the
development of fully
integrated LMS



2011
Expansion to international
forwarding | Acquisition of
VelosTrans S.A



2012
Initiation of operation in
Cyprus with Foodlink Cyprus
LTD

2014
Group fleet expanded to
50 trucks





2018

Acquisition of 75% of
DIAPO Ltd Cyprus |
Capital increase 3 mil.



2020

Geek+'s partners for
Greece & Cyprus



ATHINAIKI S.A.
LOGISTICS & TRANSPORT SERVICES

2021

Acquisition of 55% of
Athinaiki S.A.

2016

Expansion to e-commerce
activities | Trading
"IQOS" (new product of
PMI)



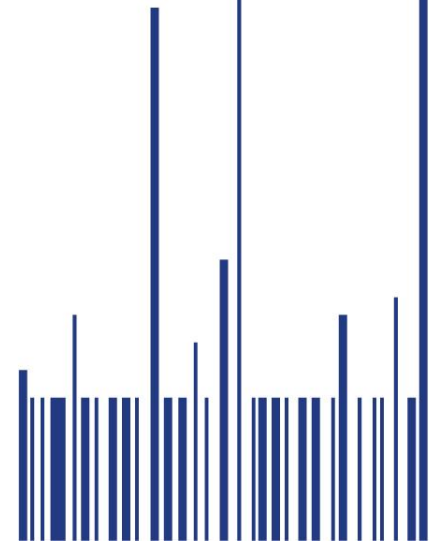
2019

New Collaboration to
sales Logistics activities



2020

Merge of Velostrans,
Transportlink & Expresslink
into Foodlink





Key Services





Contract Logistics Greece & Cyprus

Warehousing

Co-packing / Labeling

Crossdocking

Distribution

IT/IS services (LMS, TMS, RTMTO)

- ❖ Fully Integrated Logistics Management System
- ❖ Transportation Fleet Management
- ❖ RTMOTO (Android OS)/Order Delivery Status

Warehouse Locations

Athens

- ☐ Aspropyrgos
- ☐ Thesi Kyrillos (x2)
- ☐ Thesi Magoula
- ☐ Thesi Kakavi (x2)
- ☐ Magoula
- ☐ Mandra
- ☐ Loutsa
- ☐ Lakos
- ☐ Faliro

Salonica

- ☐ Syndos (x2)
- Cyprus**
- ☐ Larnaka (x2)
- ☐ Pafos
- ☐ Limassol
- ☐ Latsia
- ☐ Dali

Hubs

- ☐ Ioannina
- ☐ Larisa
- ☐ Lamia
- ☐ Patra





Contract Logistics Greece & Cyprus



Fleet in numbers

- ☐ 160 own trucks & vans
- ☐ 200 partner's trucks

Multiple storage warehousing

- ☐ Pallets
- ☐ Boxes / Crates
- ☐ Big Bags
- ☐ Part cargo/Groupage (LCL)
- ☐ Containers
- ☐ Loose cargo

Warehouses of all temperature ranges

- ☐ Dry
- ☐ Frozen
- ☐ Chilled
- ☐ Conditioned





International Forwarding



Road Freight

Sea Freight

Air Freight

Added Value Services

- Cross Docking
- Customs Clearance & Formalities
- Insurance

We are an ideal partner for comprehensive global logistics services offering world-class land, ocean and air transportation expertise.

Providing a diverse range of integrated solutions fully tailored to meet all your needs.

We ensure the very finest in:

- ☐ Full Truck Load (FTL)
- ☐ Less-than-Truck Load (LTL)
- ☐ Less-than-Container Load (LCL)
- ☐ Temperature-Controlled Truck Load



Spain

Portugal

France

U.K.

Netherlands

Belgium

Italy

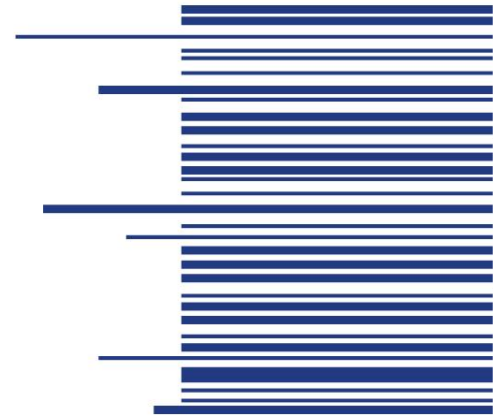
Germany

Cyprus

Poland



E-shop Management



Back Office & Operation

Document Management

Financial Handling

Courier Services

IT / IS Services

IQOS
WIND

Back Office & Operation

- ☐ Picking
- ☐ Packaging
- ☐ Customer Help Desk
- ☐ Real Time status Order

Document Management

- ☐ Contracts & Signatures
- ☐ Customer Identification

Financial Handling

- ☐ Recipient pays on delivery

Courier Services

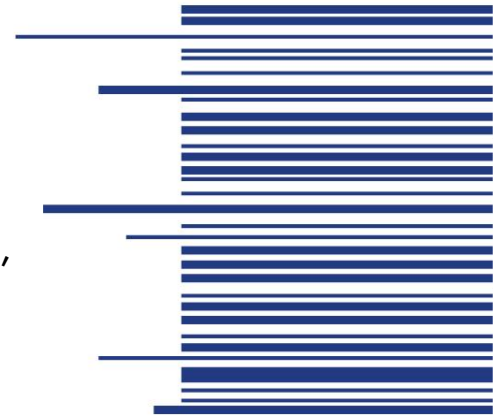
- ☐ Same Day & Next Day delivery
- ☐ Swap orders (give & take)
- ☐ Special date & Time order delivery

IT / IS Services

- ☐ Real Time Inventory



Sales Logistics



To meet our clients needs, we designed a new sales logistics strategy. Keeping the “old” traditional Logistics Services such as storage and distribution of goods, we went a step further and embraced the order management and merchandising with aim to unite customers and internal operations.

The major difference
between us and a commercial company is:

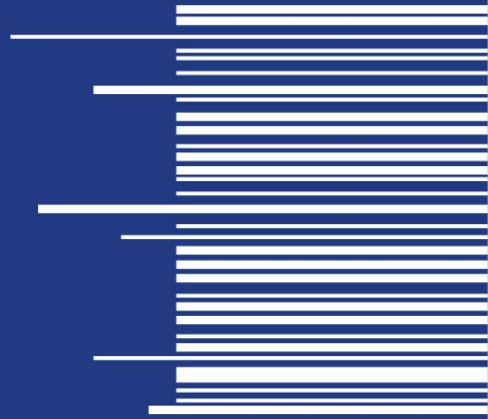
FDL GROUP:

- ✓ Order entry
- ✓ Reserve monitoring
- ✓ Storage
- ✓ Distribution
- ✓ Invoicing
- ✓ Billing
- ✓ Planning

COMMERCIAL COMPANY:

- ✓ Commercial deals



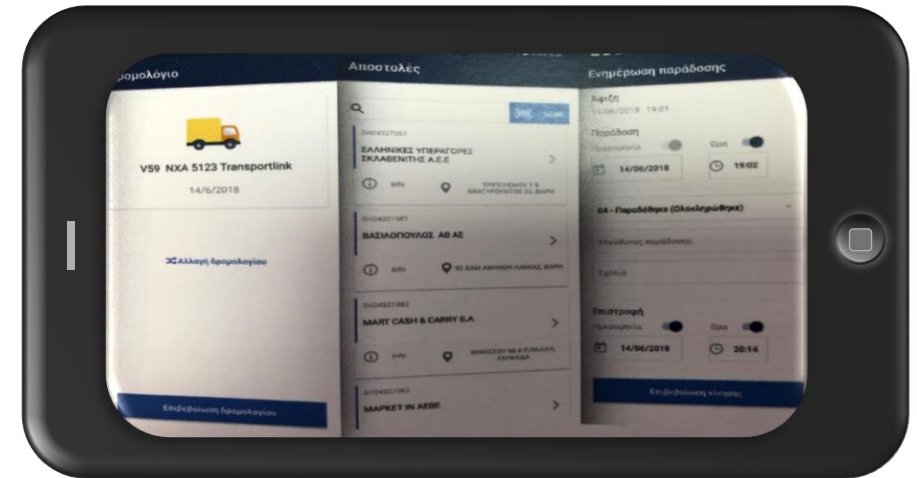


Logistics Intelligence



RTMOTO is a smartphone application for Android OS, already used in many commercial vehicles in Greece & Cyprus offering:

- ❑ Optimization of supply chain management (real time delivery status per order, partial or non-delivery information per product code)
- ❑ Effective customer service with real time information on the delivery status of orders
- ❑ Route trace recording, data collection on trip duration, distance calculation of CO2 emissions
- ❑ Route design optimization using data such as trip duration and waiting time per delivery point



Utilities :

- ❑ Google Maps
- ❑ Online/Offline usage
- ❑ Friendly interface

Paperless Logistics

Full paperless & “communicationless” procedures

- ☐ Paperless order from client
- ☐ Choose picking list straight from rf/voice
- ☐ Automatic assignment to picker with priority zone
- ☐ Picking lists updated by supervisor remotely
- ☐ Flexible picking process (Picking list hold & release)
- ☐ Use RT Moto for Real Time Monitoring on Truck & Orders
- ☐ Paperless delivery
- ☐ electronic invoicing

Competitive Advantage

For us:

More Efficient

Easy transaction- delivery

Benefits users (CS- Drivers)

Easy to use

Environmentally Friendly

For you:

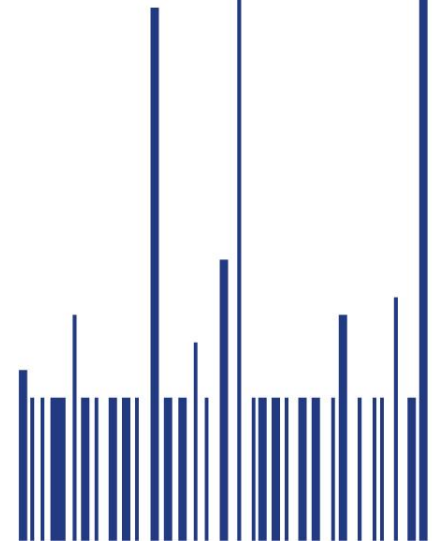
Easy access

Self Monitoring of Deliveries

No need for archiving DN

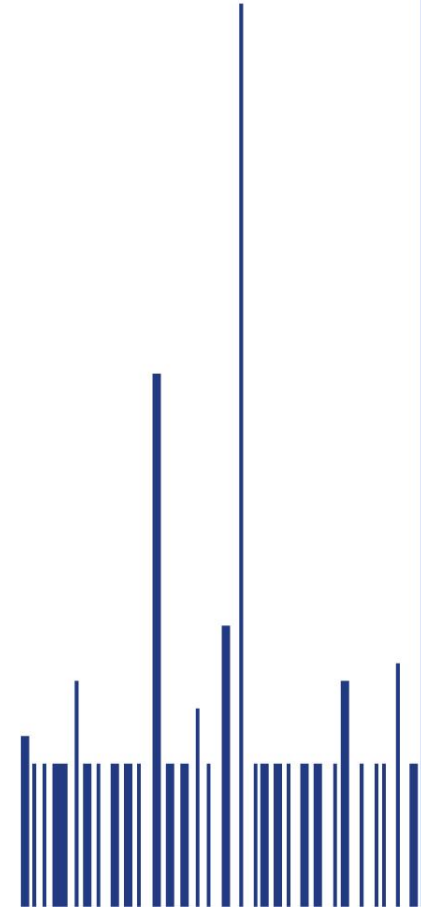
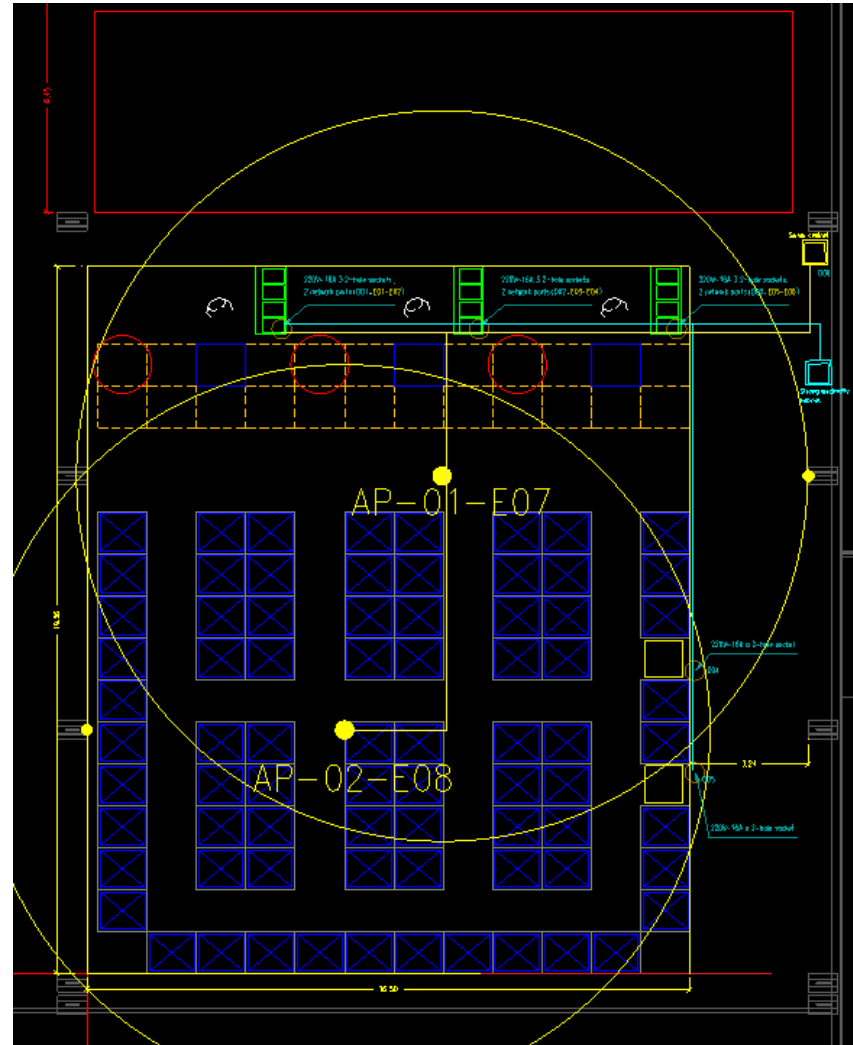
Positive Brand Impact

Environmentally Friendly



“Goods-to-person” automation

FDL GROUP IS
THE FIRST TO
BRING THE
ROBOTIC
PICKING SYSTEM
“GOODS-TO-
PERSON” TO ITS
WAREHOUSE



Robots – Automation

AI - Advanced System algorithms



- Automatic finding of optimal route.
- Automatic charge management of robots
- Continuous analysis and automatic position optimization (Heatmap - Heat analysis)
- Optimizing picking by order placement
- Dynamic order management

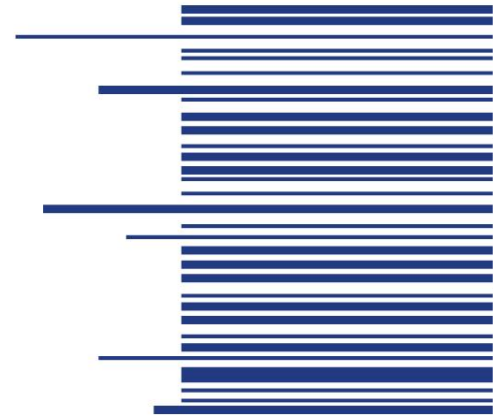


Lift Load : 1.000 kg
Empty max. speed: 2 m/s
Fully loaded max. speed: 1,6 m/s

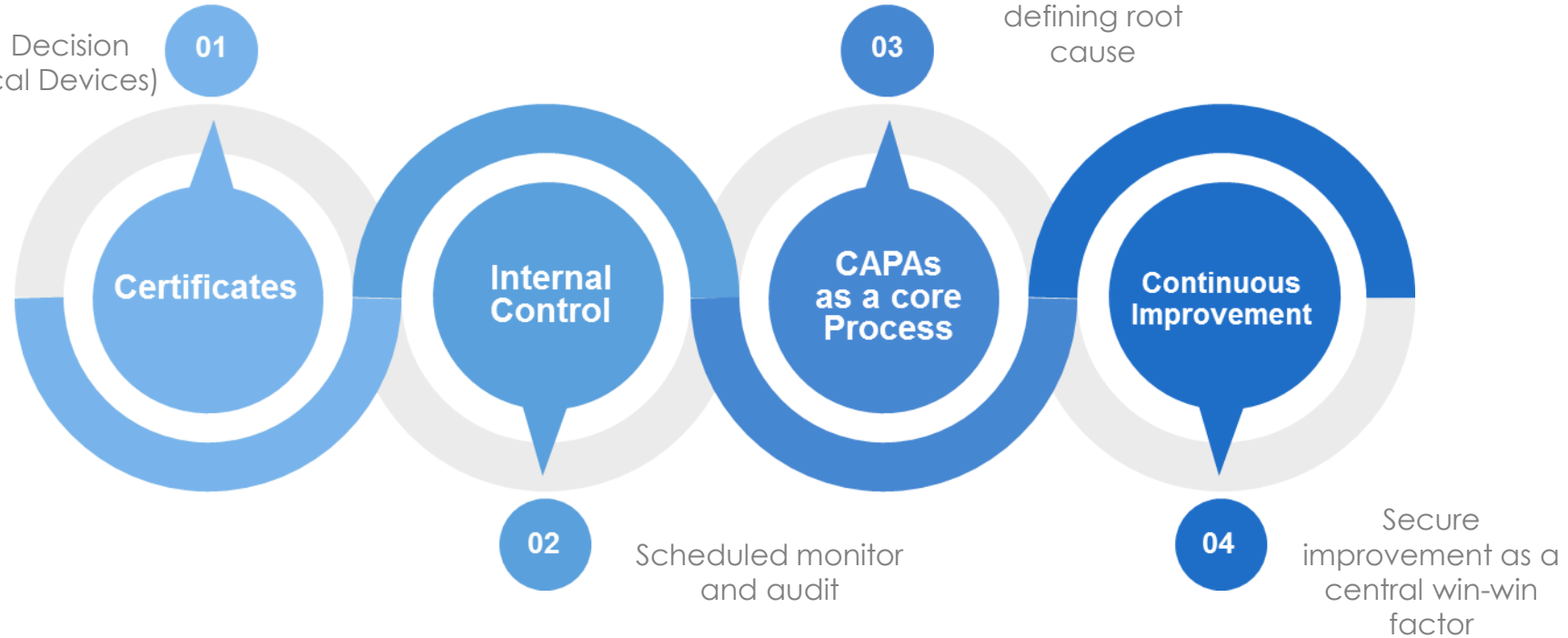
18 Robots - 3 Working Stations - 76 Racks - 2 Charging Areas

Quality

FDL Group invests in Quality
Quality is a dynamic factor for business development



EN ISO 9001:2015
EN ISO 22000:2018 (HACCP)
TAPA FSR
Attestation acc.to Decision
No1348/04 (Medical Devices)



Logistics Portfolio





FMCG



BESTSELLER®



Retail
Wholesale



Beverages



Hi Tech



Tobacco



Energy



LOGISTICS



FMCG



Retail
Wholesale



Pharmaceutical
Cosmetics



Various



F
O
R
W
A
R
D
I
N
G



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