CONNECTING YOUR TECH NETWORK

mmmmm



CONTENTS

Partnering with us	03
Shipping with us	04
Optimise your inbound operations	06
Entering new markets	08
Going direct	10
Reduce your inventory handling costs	12
After market services	14
Offsetting your emissions	16
Contacts	



At DHL Express we can support your business by:



01

MAXIMISING **YOUR SALES**

Our door-to-door timed delivery services enable you to reach your international sales channels with the speed your customers demand.

We have extensive experience in international e-commerce, helping you to increase your conversion rates and basket values.

02

PROTECTING **YOUR SHIPMENTS**

Our TAPA certification can support your business by:

- Protecting your intellectual property from theft
- Safeguarding your components from counterfeiters
- supply chain

PARTNERING WITH US

UNDERSTANDING YOUR NEEDS

Working with many of the world's leading consumer electronics brands, contract manufacturers, component producers and distributors, we understand that innovation is key to maintaining your competitive edge in the fastpaced world of technology.

03

Providing safe and secure transit

of your goods throughout your

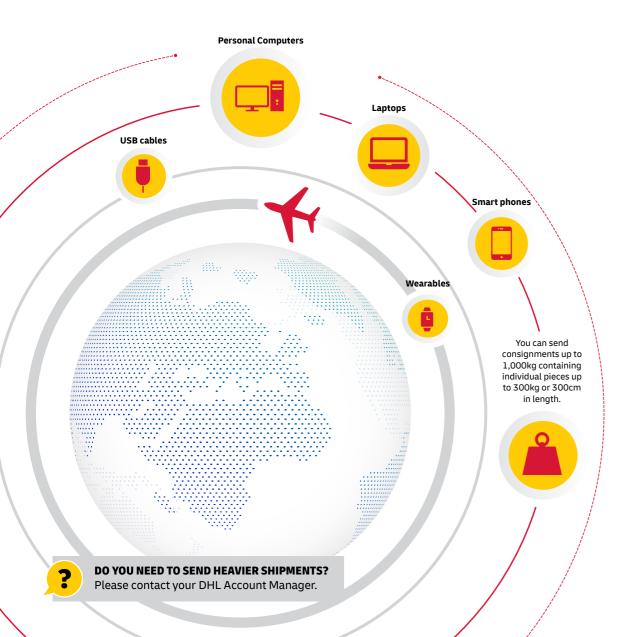
TAILORING YOUR CUSTOMER EXPERIENCE

Our On Demand Delivery service enables your engineers, inventors, procurement teams and consumers to receive goods at their convenience in over 100 international markets.

SHIPPING WITH US

MAINTAIN YOUR COMPETITIVE EDGE

Whether you're a consumer electronics brand, distributor or contract manufacturer, we know that speed is vital in connecting your consumers, designers, engineers or procurement teams to the latest technology.





OPTIMISE YOUR INBOUND OPERATIONS

Our import services give you fast and reliable delivery to Belgium and Luxemburg.

BUILD A FAST, SECURE & RESILIENT SUPPLY CHAIN

If you're a a Belgian or European contract manufacturer or distributor we know that the majority of your components or finished products will be sourced from Asia. Our market-leading import services combined with our knowledge as a Certified International Specialist can benefit your supply chain in several ways:

- Fast inbound delivery to your production facilities, distribution centres or retail stores
- Supporting just-in-time manufacture, avoiding downtime and optimising your inventory
- A consistently reliable service, reducing disruption and building reliance in your operations.

FAST INBOUND DELIVERIES

Enhance your inbound supply chain operations with a choice of timed international services to suit your needs.



EXPRESS 9:00

-0

Your most time-critical import shipments delivered before 9am on the next possible working day.

- Available from over 120 countries and territories to selected post codes in Belgium and/or Europe.
- 2 delivery attempts as standard.
- Money-back guarantee* in the unlikely event of a late delivery.
- Suitable for individual pieces up to 30kg and multi-piece shipments up to 300kg.

EXPRESS 12:00

Your most time-critical import shipments delivered before 12 noon on the next possible working day.

- Available from over 120 countries and territories to selected post codes in Belgium and/or Europe.
- 2 delivery attempts as standard.
 - Money-back guarantee* in the unlikely event of a late delivery.
 - Suitable for individual pieces up to 70kg and multi-piece shipments up to 300kg.

EXPRESS WORLDWIDE

Deliver your urgent import shipments anywhere in the world to Belgium before the end of the next possible working day.

- Available from over 200 countries and territories to selected post codes in Belgium and/or Europe.
- 2 delivery attempts as standard.
- Suitable for individual pieces up to 70kg and multi-piece shipments up to 1000kg.



OUR SERVICES IN ACTION

Example:

A Belgian Distributor orders components from supplier based in South East Asia for inbound delivery to three UK distribution centres.



ENTERING **NEW MARKETS**

7810810188118 B181

Our export services enable you to enter new international markets fast.

MAXIMISE YOUR SALES

In a world where product life cycles are becoming shorter, margins are tighter and your customers are demanding the latest innovations, you cannot rely on the domestic market to grow your business. By partnering with DHL Express you can expand your business to over 220 markets around the globe, enabling you to maximise your sales beyond BELUX.



GET YOUR TECH IN THE FAST LANE

Reaching your international customer base, distribution centres or dealer networks couldn't be easier - we have a range of fast and secure delivery services tailored to your needs.

EXPRESS 9:00

Deliver your most time-critical shipments before 9am on the next possible working day. Available to selected post codes in 34 countries and territories.

- 2 delivery attempts as standard.
- Money-back guarantee* in the unlikely event of a late delivery.
- Suitable for individual items up to 30kg and multi-piece shipments up to 300kg.

EXPRESS 10:30

Deliver your most time-critical shipments to the USA before 10.30am on the next possible working day.

- 2 delivery attempts as standard.
- Money-back guarantee* in the unlikely event of a late delivery.
- Suitable for individual items up to 30kg and multi-piece shipments up to 300kg.

EXPRESS 12:00

Deliver time-critical shipments before 12 noon on the next possible working day.

- Available to selected post codes in 75 countries and territories.
- 2 delivery attempts as standard.
- Money-back guarantee* in the unlikely event of a late delivery.
- Suitable for individual pieces up to 70kg and multi-piece shipments up to 1,000kg.

EXPRESS WORLDWIDE

Deliver your urgent shipments anywhere in the world before the end of the next possible working day.

- Available to more than 220 countries and territories.
- 2 delivery attempts as standard.
- Suitable for individual pieces up to 70kg and multi-piece shipments up to 1,000kg.

FOR LESS URGENT TECH

DHL Economy Select DH is the ideal choice for less urgent shipments, with door-to-door delivery throughout Europe within a defined number of business days.



DO YOU WANT TO ENTER NEW MARKETS? Please contact your DHL Account Manager.

*Additional terms and conditions apply see mydhl.express.dhl/be for details

DOWNLOAD OUR SERVICE & RATE GUIDE

Download our Services & Rate Guide 2021 to find out more about our services.







GOING Direct



INCREASE YOUR BASKET VALUES AND CONVERSION RATES

We can support your business by conducting a comprehensive website health check of your e-commerce channels to ensure you enter the most profitable international markets. We'll also help you optimise your site for Express deliveries.



MAXIMISE YOUR PROFITABILITY

The growth of international e-commerce has disrupted the traditional models of reaching your customers. You can leverage our expertise in B2C and B2B e-commerce by optimising your omnichannel approach, selling direct to your customers to protect your margins and profitability.

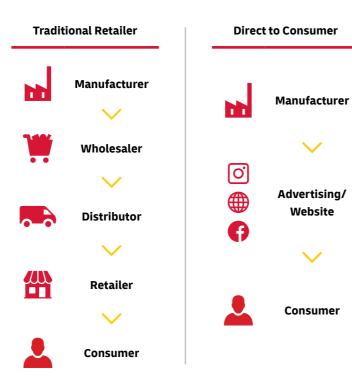
TAILOR YOUR DELIVERY EXPERIENCE

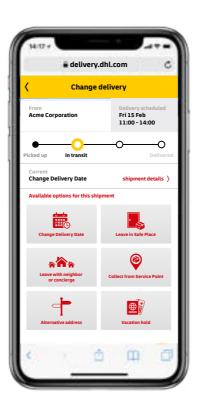
•

Whether your customers are designers, inventors, procurement teams or consumers they all value fast and flexible delivery.

Our On Demand Delivery Service provides six^{*} re-delivery options, enabling your customers to receive their components or finished goods at their convenience.

TRADITIONAL RETAILER VS DIRECT TO CONSUMER







Scheduled Delivery



Leave with neighbour or concierge







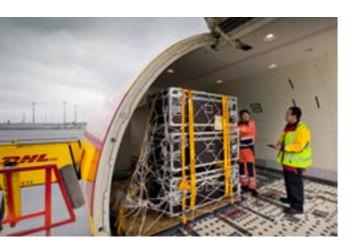
DO YOU WANT TO OPTIMISE YOUR E-COMMERCE CHANNELS? Please contact your DHL Account Manager.

REDUCE YOUR INVENTORY HANDLING COSTS

By consolidating your tech with DHL's Express Break Bulk Service you can reduce your inventory handling costs. DHL will separate your tech shipments before they are delivered to your customers, eliminating the need to store your consignments before they are despatched into your markets.

CONSOLIDATE YOUR TECH

DHL Express Break Bulk is ideal when you need to send many tech shipments to different customers located in the same country or customs union.



THE BENEFITS



Accelerate your customs clearance Improve customs clearance processing time by switching from many individual

customs entries to a single entry.



Reduce your customs fees Reduce costs of multiple import and export customs clearance fees, as well as duty and tax management fees.



Maintain control Keep inbound invoices confidential.

DHL EXPRESS BREAK BULK IN ACTION

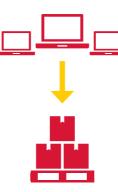
Example: the Belgian Division of an Asian consumer brand wants to import laptops for the Belgian and/or European market from Japan.

01

Individual shipments details are prepared using one of our shipping apps. All the individuals laptops with their waybills are assigned to a single master waybill for the consolidated shipment.

02

Customs Clearance is processed in the name of the designated Importer of Record located in Belgium.





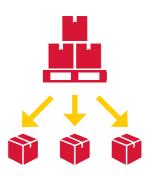


03

Once the consolidated shipment clears Customs at the destination. the shipment is broken down into individual laptop consignments at the DHL Gateway in Belgium.

04

DHL delivers the individual laptops to Belgian or European consumers to various locations within Belgium and/or Europe.







DO YOU WANT TO CONSOLIDATE YOUR TECH? Please contact your DHL Account Manager.

AFTER MARKET SERVICES

ENHANCE YOUR AFTER MARKET EXPERIENCE

Do you offer your customers warranties and repairs? If so, you can benefit from DHL's Collect & Return Service. The service offers:



An all-inclusive solution covering booking, one, two or three-leg transportation, monitoring and billing



An easy-to-use service for your call centre agents

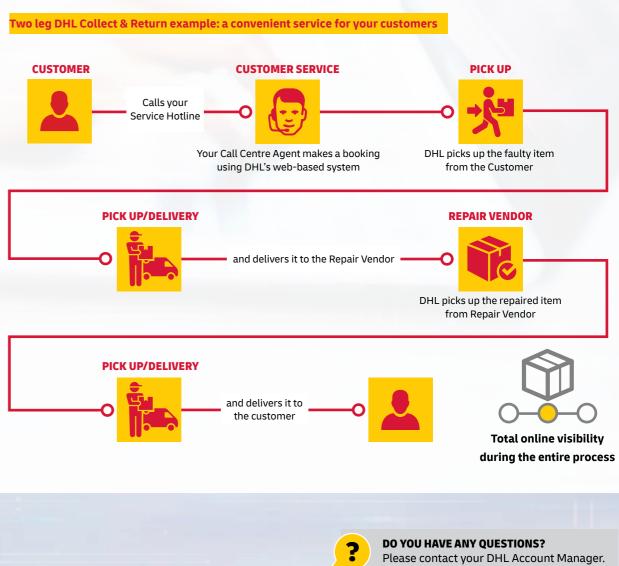


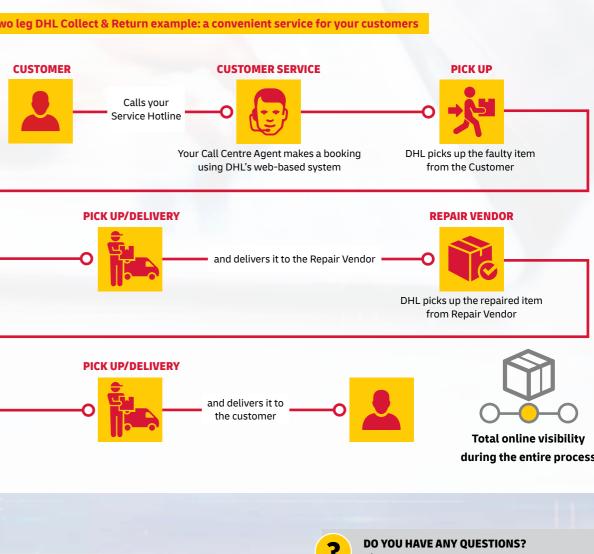
Secure and professional handling

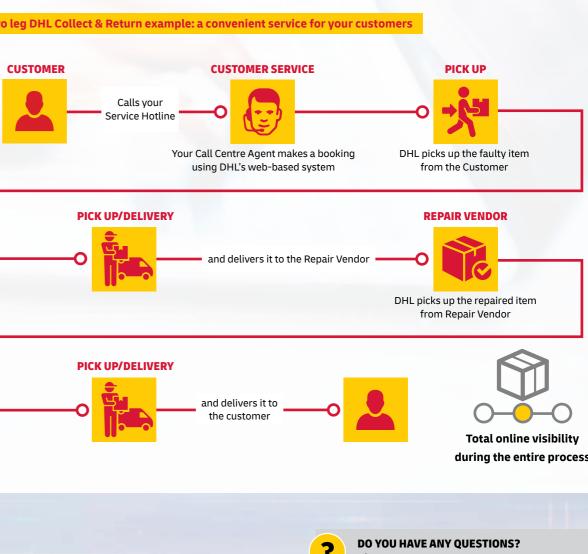


Full visibility with customer tracking reference

DHL COLLECT & RETURN







Connecting your tech network 15



OFFSETTING YOUR EMISSIONS

A GROWING ENVIRONMENTAL CONCERN

We understand that you and your customers are becoming more environmentally conscious. Our GoGreen programme can:



Support your sustainability strategy



Help you demonstrate your environmental commitment to your customers and shareholders



Make a positive environmental impact by neutralising the CO2 emissions from your shipments



OUR GOGREEN SOLUTIONS

Our GoGreen Climate Neutral service is ideal when you would like to offset the emissions from your outbound and inbound consignments. Selecting the service allows you to:

- Reliably calculate your CO₂e emissions
- Offset the CO₂ emissions from your shipments travelling by air or road
- Neutralise your CO₂ emissions through approved environmental protection programmes
- Show credibility that the entire process is verified by an independent body accredited by the Société Générale de Surveillance (SGS).

MONITOR & ANALYSE YOUR CARBON FOOTPRINT

GOGREEN CARBON FOOTPRINT REPORT

Custor	mer:	I	ABC] Customer			Reportin	n Derin											
								a:	01.01.3	1014-3	1.03.201	4		DHL E	xpress Conta	at:		n Smith /04/2014
Οv	erview o	of total	Custom	er Car	bon	Footprint at D	HL	Expr	ess (1	/2)								
_								•										
CD.e1	Emissions					- h			ustomer Carl	bonFoo	tprint							
	-	TtW[int]	TtW[inS]	ww.				at DHL	EXPRESS									
-	The	254.00	74%	307.				24		1	-							
-	-	80.42	23%	99.				34	3.33 to	nnes	5 CO2	e itw	1					
	and the second second	8.91	3%	10.						-			-					
Total		343.33	100%	417.	.72			41	7.72 to	nnes	5 CO ₂	e WtW	1)					
						,												
CD.#1	Emissions-Pro	ducts and Serv	icesData			COsel	Emissio	ns-per1	Tradelane [in	it]								
C0.e1	Emissions - Pro	ducts and Serv	lices Data Distance	COurtob	al Şet]	CDiel	Emissio	ns-per AM		it]	AP			Ð	м		EU	
CO.el				COue toto Ttw	al (int) wew	CO.e1	Emissio Trav	AM		it] Tew		# Shipments	Tsw		# Shipments	TEW	EU	# Shipm
CO.el		Billedweight	Distance			CD.e1		AM				# Shipments O	TtsW 0.0			ты 14.5		# Shipm 296
	# Shipments	Billedweight (jint)	Distance (Joken)	TSW	wew		TOW	AM WEW	# Shipments	TOW	wew		0.0	ww	# Shipments		ww	





Tracking and analysing your carbon footprint is an essential part of your sustainability strategy. We can support you with our GoGreen reporting options, giving you the level of detail you need.

GOGREEN CARBON ESTIMATE REPORT

Season DATE Content Recent phenet 0.1.21.4 Distance Overview of total Customer Carbon Footprint at DHL Express Diameter results Diameter results Diameter results EXP Product Scope TDL TDD, DDI TW ¹⁰ [nt] TW ¹⁰ [nt] [NS] Diameter results C02 Emissions Billiod weight (int) 1.97 Distance (intm) 0.24 2% Distance (intm) 1.927/344 Diameter results Diameter results Diameter results	1	Customer	r Carbon Estima	te Report		_Z	HL
Shipment results CO2e Emissions EXP Product Scope TDI, TDO, DDI # Shipments 2,081 Billed weight (int) 1.97	Custom	r: [ABC] Customer	Reporting Period:	Q1, 2014			ct: John Sle 1/1/201
EXP Product Scope TDL TDD, DDI # \$\sigma\$ product Scope TDL TDD, DDI # \$\sigma\$ sigma\$ product Scope 2.081 Billed weight[int] 1.97 Difference[int] 2.5%	Ove		arbon Footprint at	DHL Express			3.
# Shipments 2,081 9.86 96% Billed weight (in t) 1.97 0.24 2%					CO2e Em	11	
Billed weight (in t) 1.97 0.24 2%					and the same	 	
					Contract of the local division of the local		0.29
					10.00		0.29
Weight per shipment (in kg) 0.94 Total 10.30 100%					Total	 	12.49

CONTACT US

DHL International Woluwelaan 151 1831 Diegem

For further information, please visit **dhlexpress.be/** or call our Customer Services team on **02 715 50 50**.