



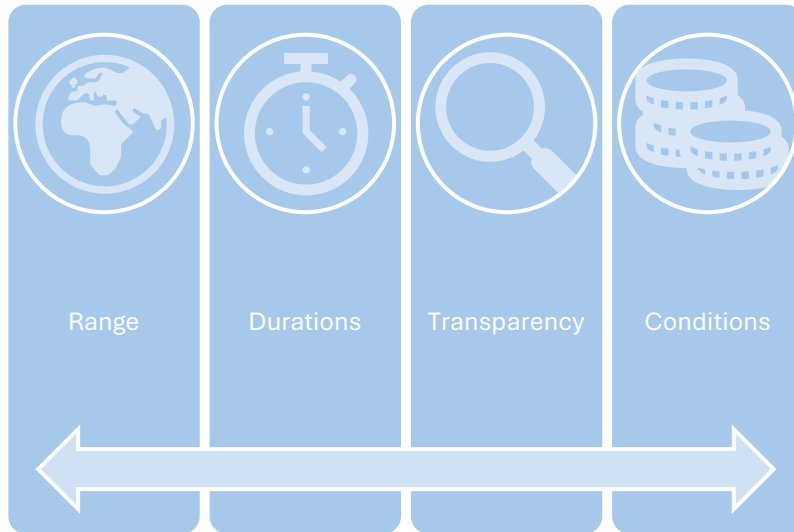
General cargo in the network. **Strong in competition.**

More reach. Additional routes. New business opportunities.

MARKET REQUIREMENTS

Customer expectations are rising

Network capability is becoming a competitive factor.



What matters is how you use network strength for your business.

The general cargo market is changing noticeably.

The general cargo market is changing. Today's industrial and commercial customers expect more than just transport from A to B: reliable transit times, consistent status information, stable processes and reach in Germany and Europe.

What customers expect today

- Reach in Germany and Europe
- Reliable transit times and stable processes
- Transparency through tracking and status data
- Competitive conditions with assured quality

For freight forwarders, this means

Those who can only meet these requirements to a limited extent on their own need high-performance network structures without giving up their own identity and entrepreneurial independence.

SIM CARGO SOLUTION

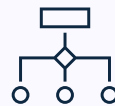
Where your own general cargo solutions reach their limits

a powerful network offers decisive possibilities!

sim cargo gives medium-sized freight forwarders access to an existing general cargo network for Germany and Europe.

Instead of building regions, IT structures and processes on their own, the partners use an existing system that combines reach, regional strength and regulated cooperation.

Mastering challenges together



Clear structures

Defined roles, regulated areas and standardized processes create reliability throughout the network.



Joint system force

The network creates reach, comprehensive services and system-supported processes that a single company alone could only set up at great expense.



Immediately connectable

The network, IT platform and operational processes are in place. The specific involvement is tailored to the role and requirements of the new partner.

Competitive pressure



Revenue potential



IT Requirements



Utilization



ECONOMIC BENEFITS

Your economic benefit as a sim cargo partner**Additional relations**

Access national and international transport via a Europe-wide network with over 260 freight forwarders.

Higher capacity utilization

24-hour use of the company's own vehicles possible by taking over main runs.

Additional sales

Expand your range of services and tap into new sales potential via existing network structures.

Growing faster in a network

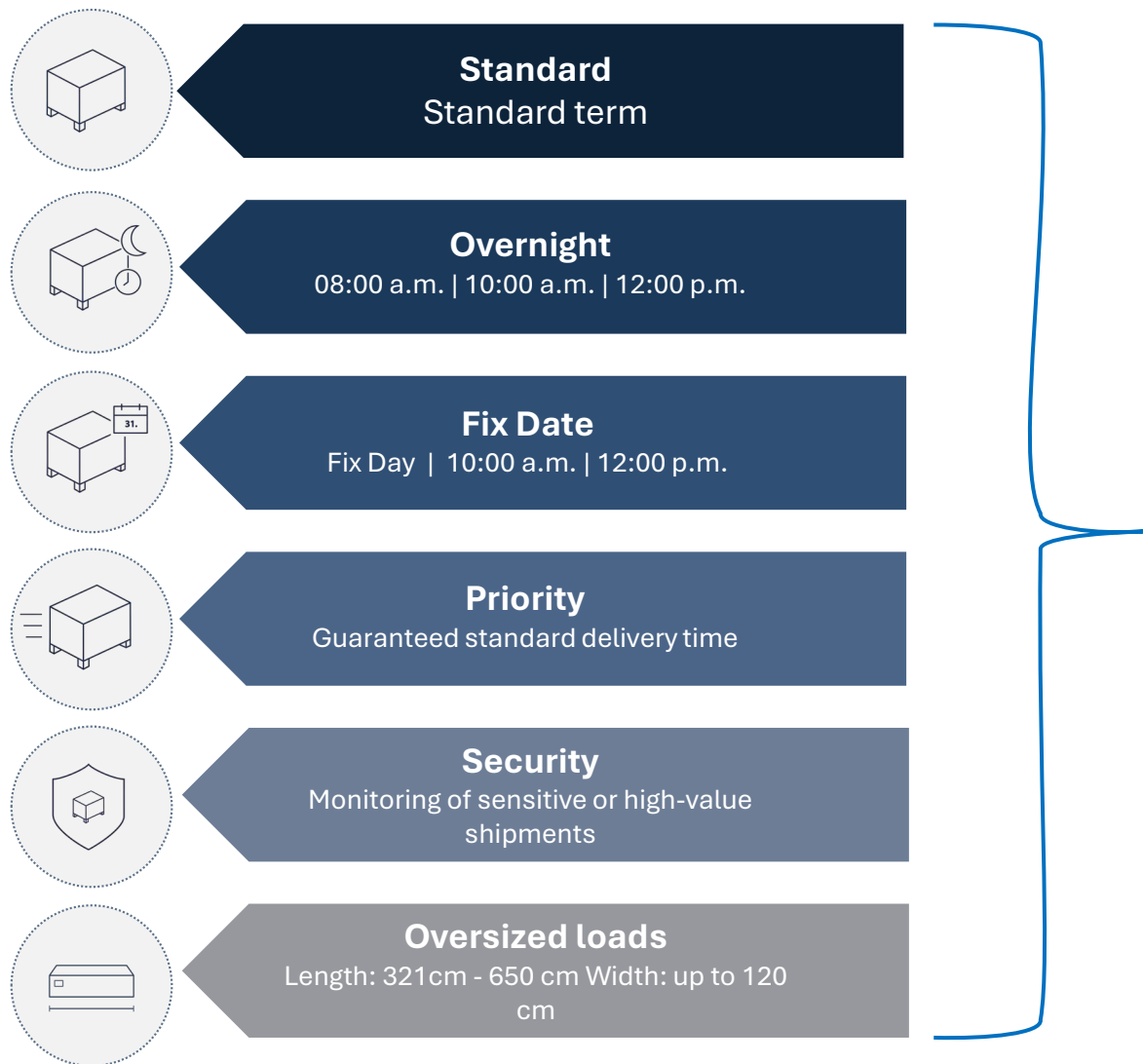
Expand your range of services and reach through existing network structures instead of lengthy self-construction.

Better procurement opportunities

Network effects create advantages in transport processing, bundling and system services.

Access to Europe

Direct access to a European network with over 260 depots, 19 TSP's and 37 receiving countries.



SIM CARGO SERVICE LEVEL

Optimal service for your customers

A lever for your sales!

Bookable in addition to service levels:

Network-wide service

- Notification
- Drop-off permit with photo ID
- Cash on delivery self-pickup
- Original paper delivery
- Original paper receipt
- Dangerous goods
- Lifting platform
- HVS

Quality Management

Quality is measured monthly and consistently controlled

Bonus-Malus-System

The delivery quality is evaluated and evaluated monthly for each receiving depot.



KPI-Reporting



Monthly delivery rates

The delivery performance of each depot is evaluated transparently.



Monthly turnover scan quotes

The quality of collection at the transshipment points is regularly reviewed.

Binding quality rules and infringement penalties



Undelivered service shipments



Missing POD-Upload



Transport risks



ADR violations

Controls in day-to-day business



Automatic anomaly messages

On request by e-mail:
In the event of delays, damage or other deviations, the system can automatically inform by e-mail, including order and depot data.



Photo-Proof App

If a shipment is scanned as damaged, the system requires a photo before continuing the process. This is automatically stored in the system.

① Every claim is recorded in the central Claim Manager, assigned to the respective custody account and fully documented until settlement. The current processing status can be traced at any time – without queries by phone or e-mail.



① Internal insurance solution

Every depot can join the SIM-CARGO insurance solution voluntarily: at a fixed monthly premium and with a deductible of 250 euros per claim.

Shipment tracking, status & tracking

Transparency for you and your customers

- Central system platform, available 24/7
- Each shipment is informed via status messages and the POD traceable
- Uniform barcode labels ensure seamless tracking throughout the network

 **Deviations are consistently recorded**

Internationally at the same level as nationally

There is also full track & trace, automatic status transfer and POD for international shipments. Our international partners are full partners in the system, not external service providers.



ENVIRONMENT

CO₂ emissions transparently documented for each shipment**CO₂ footprint for every shipment!**

- Emission values directly available
- Can be used for your own CO₂ balances
- Concrete values for customers and shippers

 **Measurable sales argument for you!**

sim cargo determines the CO₂ footprint of each shipment and provides the emission values via the system software.

**Better capacity utilization**

Bundled quantities and well-utilized main runs reduce environmental pollution and improve profitability.

Not a kilometer too much

Short travel distances and direct TSP traffic reduce unnecessary transport kilometres.

Short distances to the network

On average, the TSPs are less than 50 kilometers away from the nearest depot. This shortens lead times and saves resources.



THE NETWORK

How the sim cargo network works

sim cargo combines the services of independent freight forwarders via defined roles, fixed routing routes and common system processes.

Each partner contributes its strengths locally

Pick-up, feed-in, transshipment or delivery.

How network performance is created:

- 1. Contributing regional strength**
Depending on their role, the partners take care of collection, feeding, handling or delivery.
- 2. Highly structured system**
Defined transshipment points, fixed routing routes and clear responsibilities ensure the shipment flow.
- 3. Creating reach together**
The regional services of the partners are combined to form a general cargo network for Germany and Europe.



The network at a glance

19

TSP

Strategically placed main transshipment points form the operational backbone of the network.

260+

Depots

Regional depots ensure collection, feed-in and delivery in Germany and Europe.

2

Markets

The network connects the German core market with numerous European target regions.

Germany

13 TSPs and 180 depots form a strong operational basis for national general cargo transports and connections to European routes.

Europe

Around 60 international partners create access to European procurement and distribution markets.

Germany: the operational backbone of the network

13 TSPs bundle the flow of goods

Strategically placed transshipment points connect the German regions and create the basis for high-performance main runs.

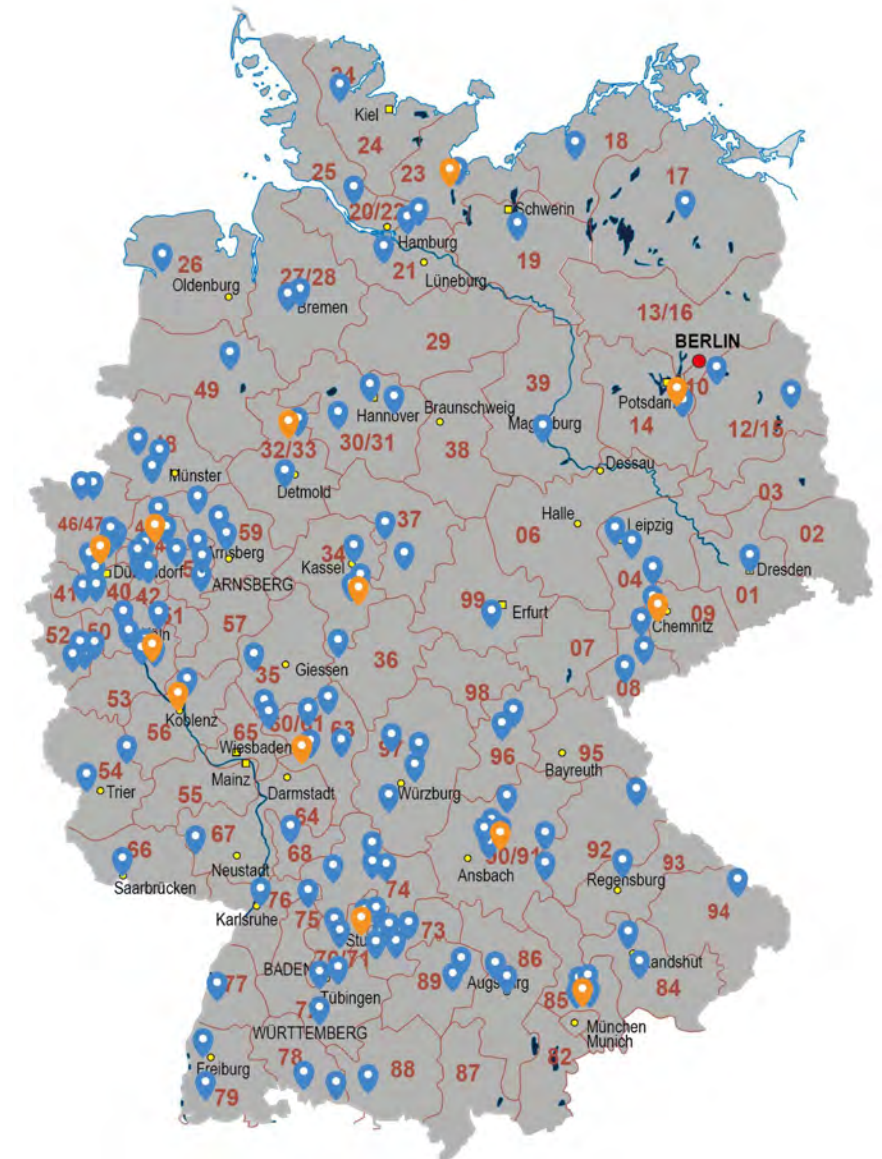
180 depots secure regional presence

Of these, 95 depots take care of collection and delivery in their own area.

Directly connected to Europe

The German core network is connected to the European system partners and enables continuous national and international general cargo traffic.

A dense German network combines regional strength with European reach.



**One network access for
37 receiving countries**

19 TSP
Main transshipment
points

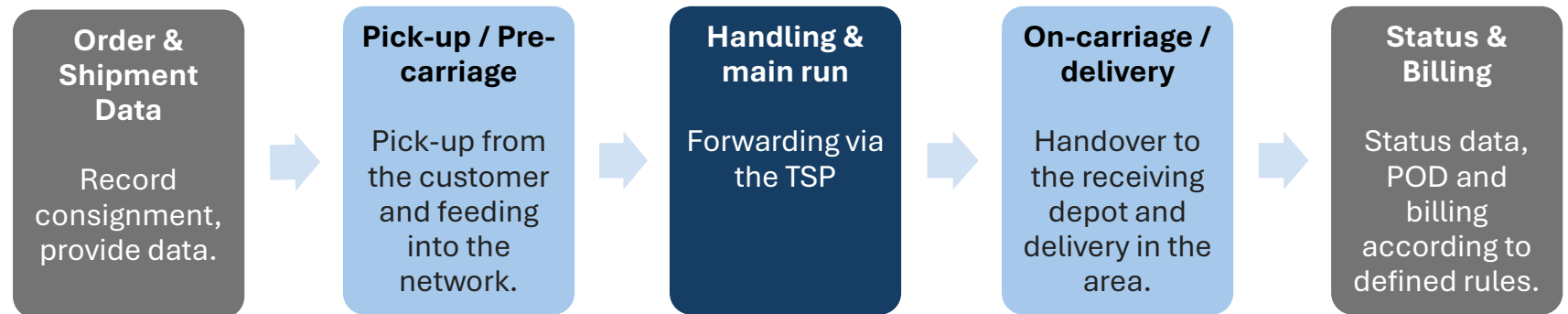
260+ Depots
Local coverage

From order to delivery: Clear responsibilities at every step

Each shipment runs via defined routing routes, clear responsibilities and system-supported status data, from the local partner to delivery in the destination area.

Capture. Feed. Forward. Deliver.

From order to delivery: the consignment run



Clear processes instead of individual coordination for each show.

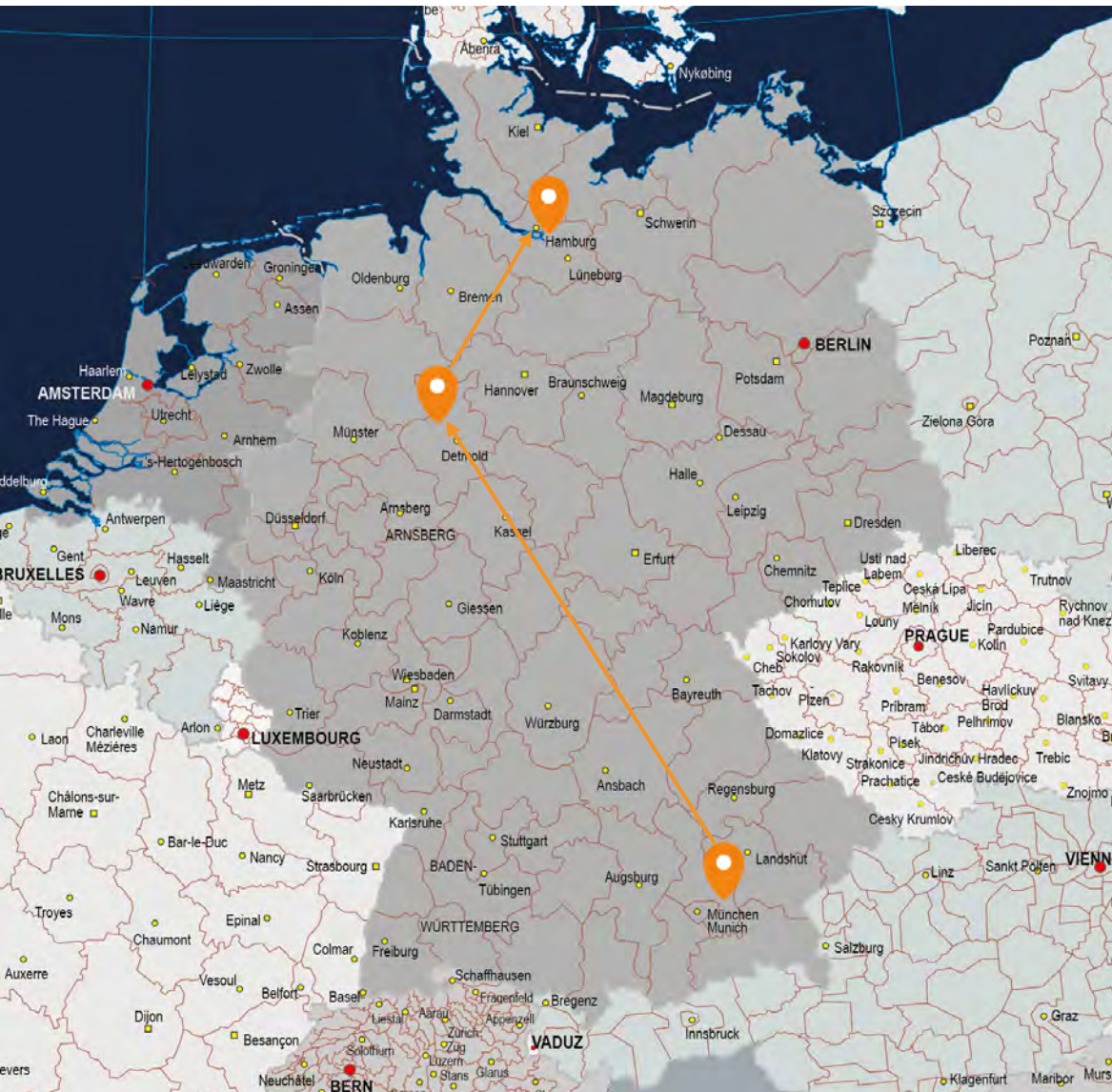


From an access point you get full access to the complete European Network.

Shipment example

Spain to Denmark via the sim cargo network

Date	Action	Sim cargo location	Location
05.06.	Pick-up on site	-	48001 Bilbao, ES
05.06.	Goods receipt	V-Depot 308	20303 Irún, ES
05.06.	Forwarding	V-TSP 48	20303 Irún, ES
05.06.	Forwarding	TSP 10	56070 Koblenz, DE
08.06.	Goods receipt	TSP 10	56070 Koblenz, DE
08.06.	Forwarding	E-TSP 32	32457 Porta Westfalica, DE
09.06.	Goods receipt	E-TSP 32	32457 Porta Westfalica, DE
09.06.	Forwarding	E-Depot 249	24976 Handewitt, DE
10.06.	Goods receipt	E-Depot 249	24976 Handewitt, DE
11.06.	Delivery & POD	-	9240 Nibe, DK



Shipment example

Within Germany via the sim cargo network

Date	Action	Sim cargo location	Location
15.06.	Shipment task	-	85716 Unterschleißheim
15.06.	Pickup	V-Depot 898	85716 Unterschleißheim
15.06.	Forwarding	V-TSP 26	85716 Unterschleißheim
15.06.	Goods receipt	V-TSP 26	85716 Unterschleißheim
15.06.	Forwarding	E-TSP 32	32457 Porta Westfalica
16.06.	Goods receipt	E-TSP 32	32457 Porta Westfalica
16.06.	Forwarding	E-Depot 620	20539 Hamburg
16.06.	Goods receipt	E-Depot 620	20539 Hamburg
16.06.	Delivery & POD	-	22043 Hamburg

International strong: sim cargo Ibérica

The Iberian Peninsula is an example of how sim cargo builds up international relations in a structured way:

with strategic TSPs, local depot coverage and clear connections to adjacent markets.



Strategic network points

TSPs in Barcelona, Madrid and Irún create the operational basis for international connectivity and national distribution.

Plannable area coverage

Within Spain, the structure allows coverage within 48 hours.

More international connectivity

The connection to Spain, Portugal, Balearic Islands, Canary Islands and Morocco expands the possibilities for system partners and customers.

In the heart of Europe: sim cargo Austria

Due to its location between Germany, Italy and Central and Southeastern Europe, Austria is an essential part of the SIM CARGO network.

with strategically located TSPs, local depot coverage and clear connections to many adjacent markets.

Strategic network points

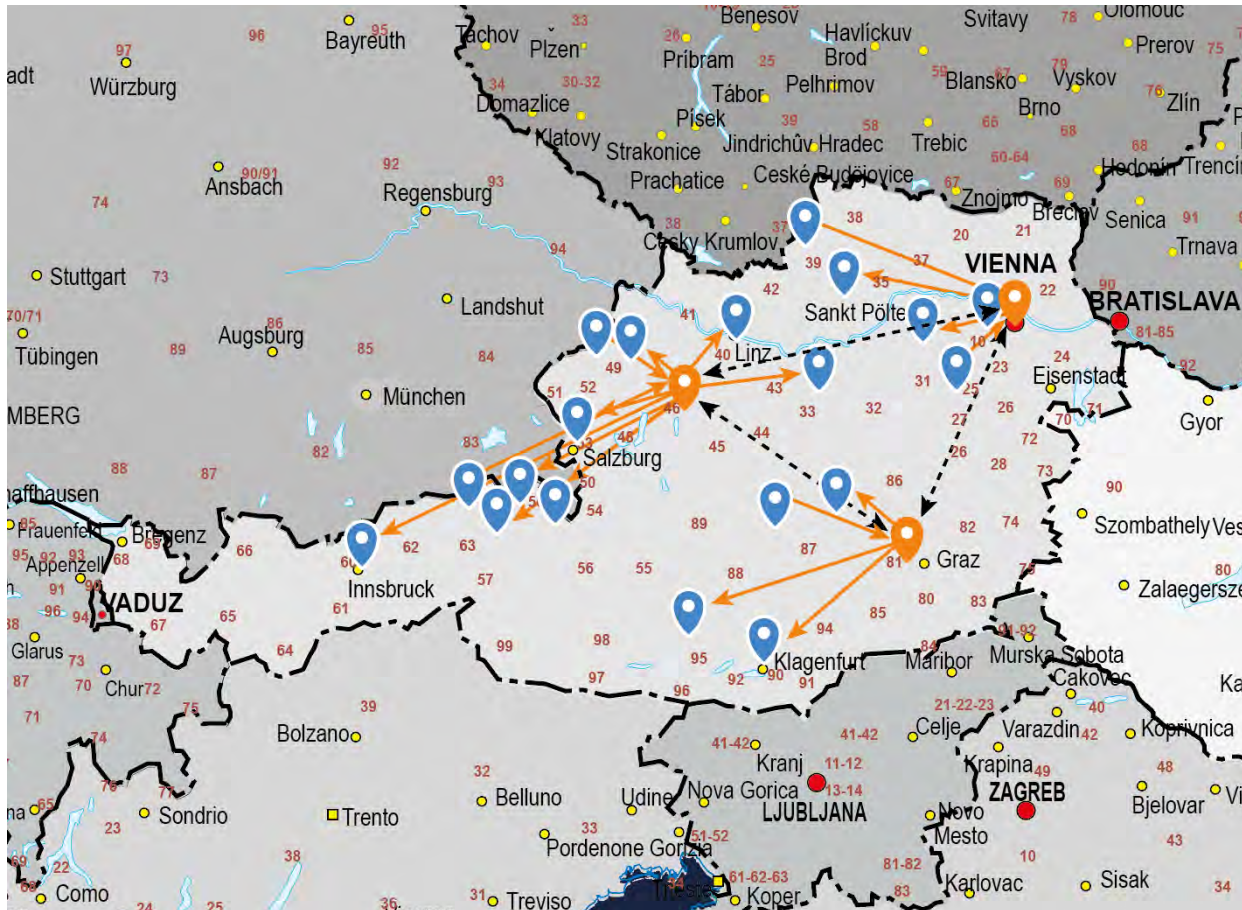
The TSPs in the Vienna, Graz and Gmunden area bundle the regional shipment volumes and feed them to national and international transports.

Short distances in the country

16 depots ensure reliable regional pick-up and delivery as well as a fast connection to the European network.

Connection to neighboring markets

Direct connections to Germany, Italy and the markets of Central and Southeastern Europe are established via Austria.



Regional density

Short distances. Noticeable advantage.

Short journey to the transshipment point



The dense TSP and HUB structure keeps the path to feed-in short. This noticeably reduces the upfront costs.

Flexibility for feeders



In the case of fluctuating daily volumes, no daily delivery is necessary. Pure feeders adjust their delivery to their actual volume.

Quick information



Questions about a shipment are answered promptly, even for shipments abroad, without waiting days for your response.

i Pallet account

Every pallet exchange is booked transparently on your personal pallet account on a daily basis. This gives you full control and minimal administrative effort.

Reliable processes need three basics



Fixed structures

Defined roles and responsibilities create a uniform process across all partners involved.



Defined routing

Fixed routing routes control the shipment flow with the support of the system and in a comprehensible manner.



Standardised processing

Common processes and data standards ensure uniform processing throughout the network.

THE NETWORK EFFECT

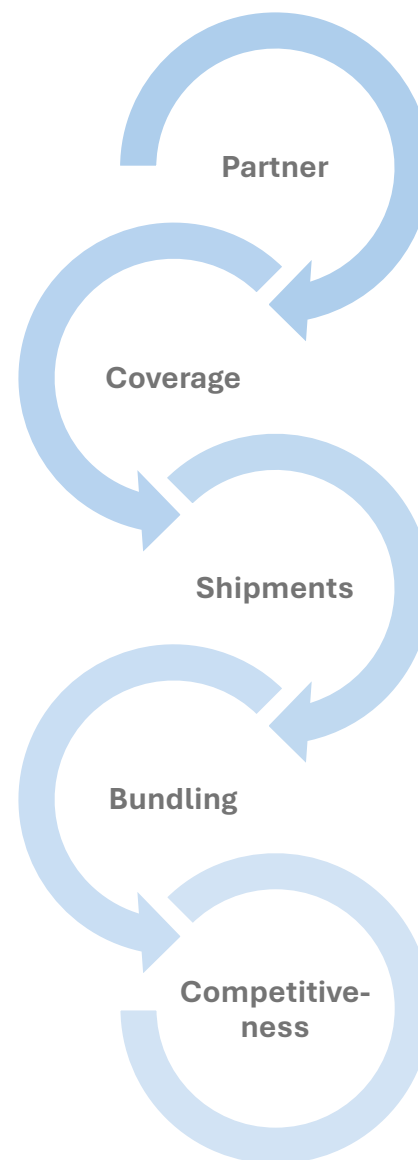
Denser coverage strengthens relations and capacity utilisation

The denser the network, the greater the benefit

sim cargo thrives on the performance of its partners.

The more strong freight forwarders participate, the better shipments can be bundled, routes condensed and pre-carriage and onward carriage efficiently organized.

This not only strengthens sim cargo as a system, but also each individual partner in the competition.



Network effect for all parties involved

More partners

lead to more regional coverage.

More shipments

lead to better bundling.

Better bundling

Leads to more efficient main runs.

More efficient main runs

strengthen the competitiveness of the entire system.

Together, the system force is created that individual freight forwarders can hardly build up on their own.

Your possible role in the sim cargo network

Depending on the region, infrastructure, shipment volumes and capacities, different tasks in the network can be considered. Together, we check which role suits your company operationally and economically.

i Operationally, sim cargo refers to VDepot, EDepot, TSP and system headquarters. For partner contact, we translate these functions into understandable roles here.

Possible roles

Regional Territorial Partner

You will take care of pick-up and delivery in a defined area and contribute your regional capabilities to the network.

Feed-in partner

You feed your own shipments into the network and expand your offer to include national and European general cargo routes.

Receiving / delivering partner

You take over shipments from the network and deliver them in your delivery area.

Strategic system partner

They contribute area, quantities and operational structures to the further development of the network in the long term.

TSP Operator

They operate a regional transshipment point, bundle shipment volumes and play a central role in the main and gateway traffic.

What roles are there in the network?

Role	Task	Meaning for the partner
System partners / Depot	Regional partner in the network	Brings its own regional strength and benefits from the overall system
VDepot / Dispatchdepot	Feeds shipments from your own region into the network	Can provide customers with domestic and European general cargo solutions
EDepot / Receiving depot	Takes and delivers consignments from the network	Receives additional quantities for its own delivery area
TSP	Bundles, sorts and forwards shipments	Ensures structured main runs and plannable handovers
sim cargo System Headquarters	Provides structure, IT, processes, rules and clearing	Creates uniform standards and regulated cooperation

Customer protection through fair rules

Your customers remain yours

Customer relationships remain protected. The network only strengthens your business.

Your area can be planned

Defined delivery areas create clarity and security for your regional development.

Partnership on an equal footing

sim cargo sees itself as a system provider and partner, not as a competitor.

Transparent rules of the game

Clear roles, processes and agreements form the basis for long-term cooperation.



Controlled. Regulated. Fairly billed.

The **system headquarters** controls the network structure, main routes, processes and rules so that many partners become a reliable system.

System HQ



Advisory Board

The **advisory board** of the system partners represents the interests of the partners and brings in the network perspective.

Clear rules and standards

Defined roles, processes, tariffs and responsibilities create transparency and planning security for all parties involved.

You elect the advisory board and you can also actively stand for election!

Central Clearing

sim cargo takes care of the system-wide billing of all shipments. All services are billed centrally on the basis of predefined tariffs and fees. The head office creates performance-related invoices and credit notes for all partners. This reduces the effort in the company's own operations and ensures transparent, comprehensible and fair processing within the network.

More than a network: **A community!**

sim cargo does not only live from processes and IT.

The real success factor is the people behind the network. Regular personal exchange, joint events and active cooperation create trust, promote new ideas and strengthen the partnership far beyond day-to-day operations.



Personal contacts

Regular events create trust and direct contact persons across the network.



Share experience

Benefit from the exchange with medium-sized freight forwarders from Germany and Europe.



Actively shaping the future

As a system partner, you contribute your experience and shape the future of the network.



Developing together

New ideas, requirements and developments are created together with the network partners.

Physically strong. Digitally connected.

sim cargo connects partner TMS, status data, POD, documents and Network processes in a central system platform.



Freight forwarder platform

EQSped bundles shipment data, status information, PODs and documents in a central system platform.



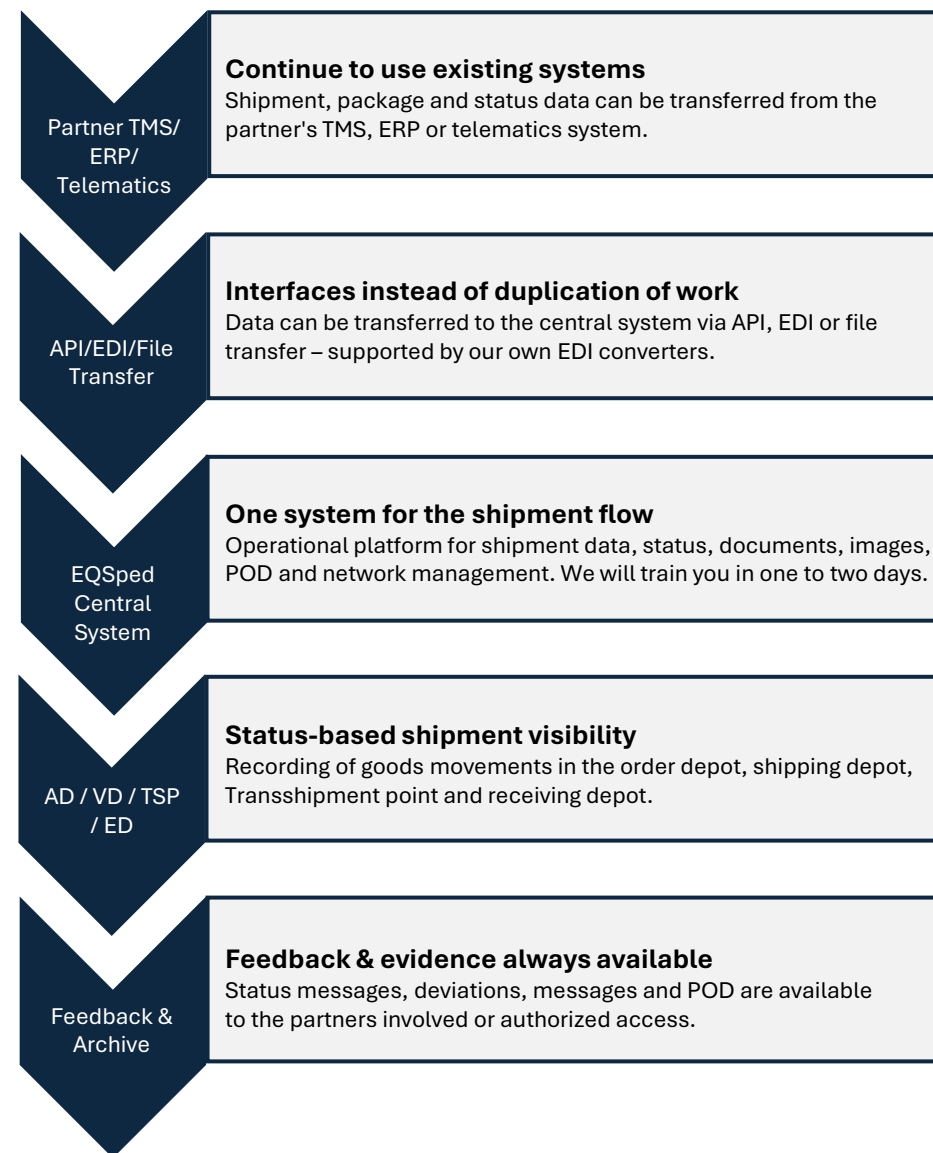
Interface capability

Partner TMS, ERP and telematics systems can be connected via API, EDI or file transfer.



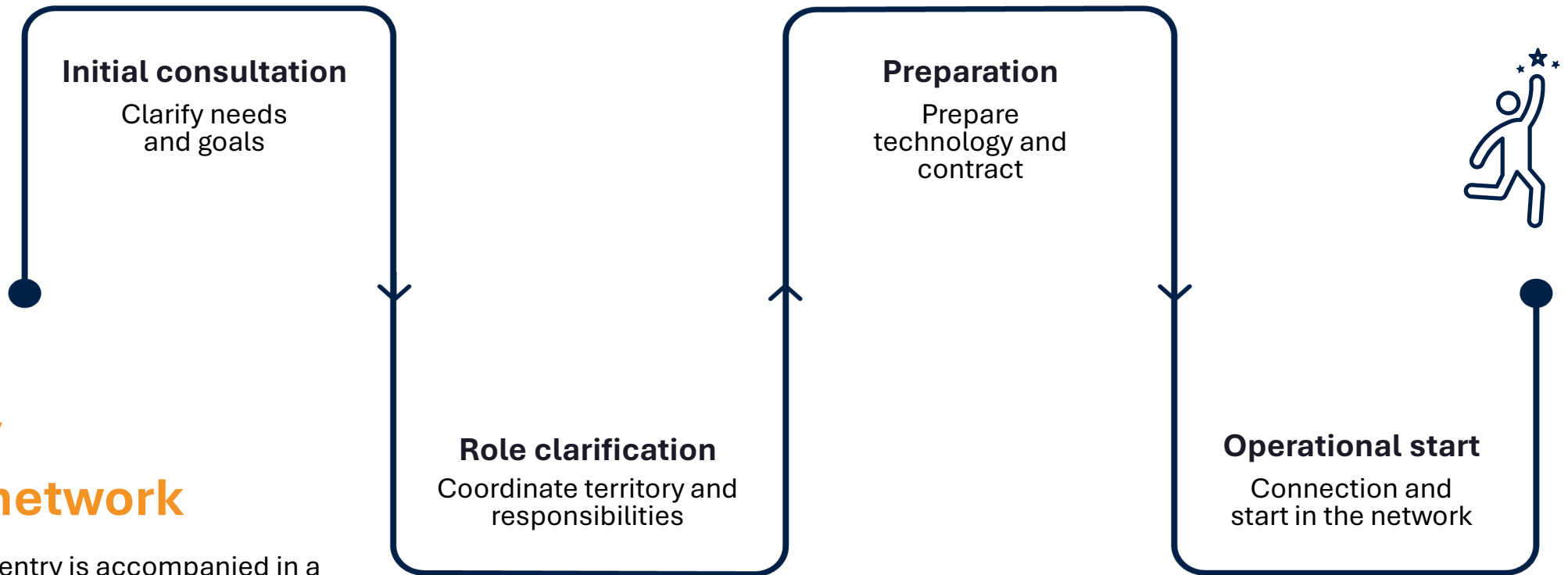
Tracking & Status Data

All transport steps are documented on a status-based basis and made traceable for authorized partners. Proof of delivery is digitally transmitted or scanned, archived and made available to the participating depots.



Your way into the network

At sim cargo, the entry is accompanied in a structured way, from the first contact to the operational start.



A short-term start is possible if the operational, technical and contractual requirements are met. Together we check what suits your company.

Your network fit: four questions to get started

Together, we will check what role your company can play in the sim cargo network and which entry makes sense.

1

Region & Area

In which area are you active? What capacities or regional strengths can you contribute to the network?

2

Shipment volume

What general cargo volumes are you currently moving - nationally and internationally?

3

Relations & Goals

Which routes do you serve today and which ones would you like to develop in the future?

4

Partner Role & Technology

Which partner role fits your structure? Which IT systems do you use?

Would you like to know whether sim cargo is a good fit for your company?

In a non-binding initial meeting, we clarify together:

- which partner role fits your structure
- which regions and relations are relevant
- What requirements are necessary to get started
- which schedule is realistic

Not a standard offer, but an open conversation about what is possible for your company within the sim cargo network.

Arrange a meeting now:



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