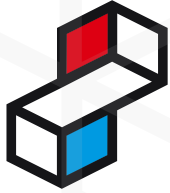


Digital freight papers and transformation

16. November 2022



Moderation of event



Mr. Malik Zeniti

Director at Cluster for Logistics Luxembourg



C4L Conference
**Digital Freight Papers and
Transformation of Supply Chains:
Quo vadis?**

Deloitte



**Wednesday, November 16th 2022
15:00 - 17:30
at Deloitte Luxembourg
20 Bd de Kockelscheuer, L-1821 Luxembourg**

Agenda of the day:

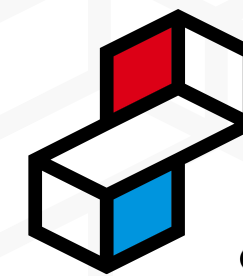
- 15:00 Welcome Note**
Christophe De Sutter, Leader Consumer & Energy and Ressources, Deloitte
- 15:05 “The economic outlook and what Luxembourg expects”**
Carlo Thelen, Director General of the Luxembourg Chamber of Commerce
- 15:10 Digital Transformation in Transport and Logistics Survey**
Malik Zeniti, Director, C4L
- 15:25 The upcoming EU 2020/1056 eFTI regulation and the e-CMR**
Rudy Hemeleers, Co-leader of the EU-eFTI Architecture Team of the Digital Transport & Logistics Forum
- 15:35 Keynote speech “The German Digital Delivery Note Project”**
Oliver Püthe, Lead Industrie Engagement, GS1 Germany
Stefanie Müller, Junior Manager Logistik + Supply Chain Management, GS1 Germany
- 16:05 Practical Case: Introducing Digital Solutions**
Stefano Capoferri, Head of Sales, and Danilo D’Aversa, General Manager, Gulliver
- 16:30 Update on advance in E-freight**
Mathieu Weber, VP Digital Sales & Marketing, Cargolux Airlines
- 16:45 Sustainability in Transport and Logistics**
Sylvain Santrisse, Director, and Dany Demarcy, Senior Manager, Deloitte
- 17:15 Recap followed by Networking opportunity and Drinks**

powered by



More Info and
Registration Link

www.c4l.lu/conference2022

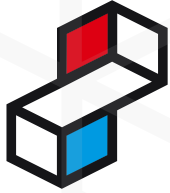


**CLUSTER
FOR
LOGISTICS**

LUXEMBOURG
**CHAMBER
OF COMMERCE**
LUXEMBOURG

ADDING VALUE IS THE KEY.

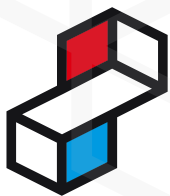
SINCE 2009



Welcome Note by the Host



Christophe De Sutter, Deloitte
Welcome Note
Leader Consumer & Energy and Resources



Conference Programme

- 15:00 Christophe De Sutter, Deloitte
Leader Consumer & Energy and Resources
- 15:05 Carlo Thelen, President at Cluster for Logistics
- 15:10 Malik Zeniti, Director at Cluster for Logistics
- 15:25 Rudy Hemeleers, Co-leader of the EU -eFTI Architecture
Team of the Digital Transport & Logistics Forum
- 15:35 Oliver Püthe, Lead Industrial Engagement, GS1
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& Supply chain management, GS1 Germany
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VP Digital Sales & Marketing, Practical Case: Gulliver
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Dany Demarcy, Deloitte, Senior manager
- 17:15 Recap followed by Networking opportunity and Drinks

Welcome Note

Welcome and Introduction

Digital Transformation in Transport and Logistics Survey

The upcoming EU 2020/1056 eFTI regulation and the e-CMR

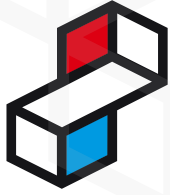
Key Speech

“The German Digital Delivery Note Project”

Introducing Digital Solutions

Update on advance in E-freight

Sustainability in Transport and logistics



Opening Speech



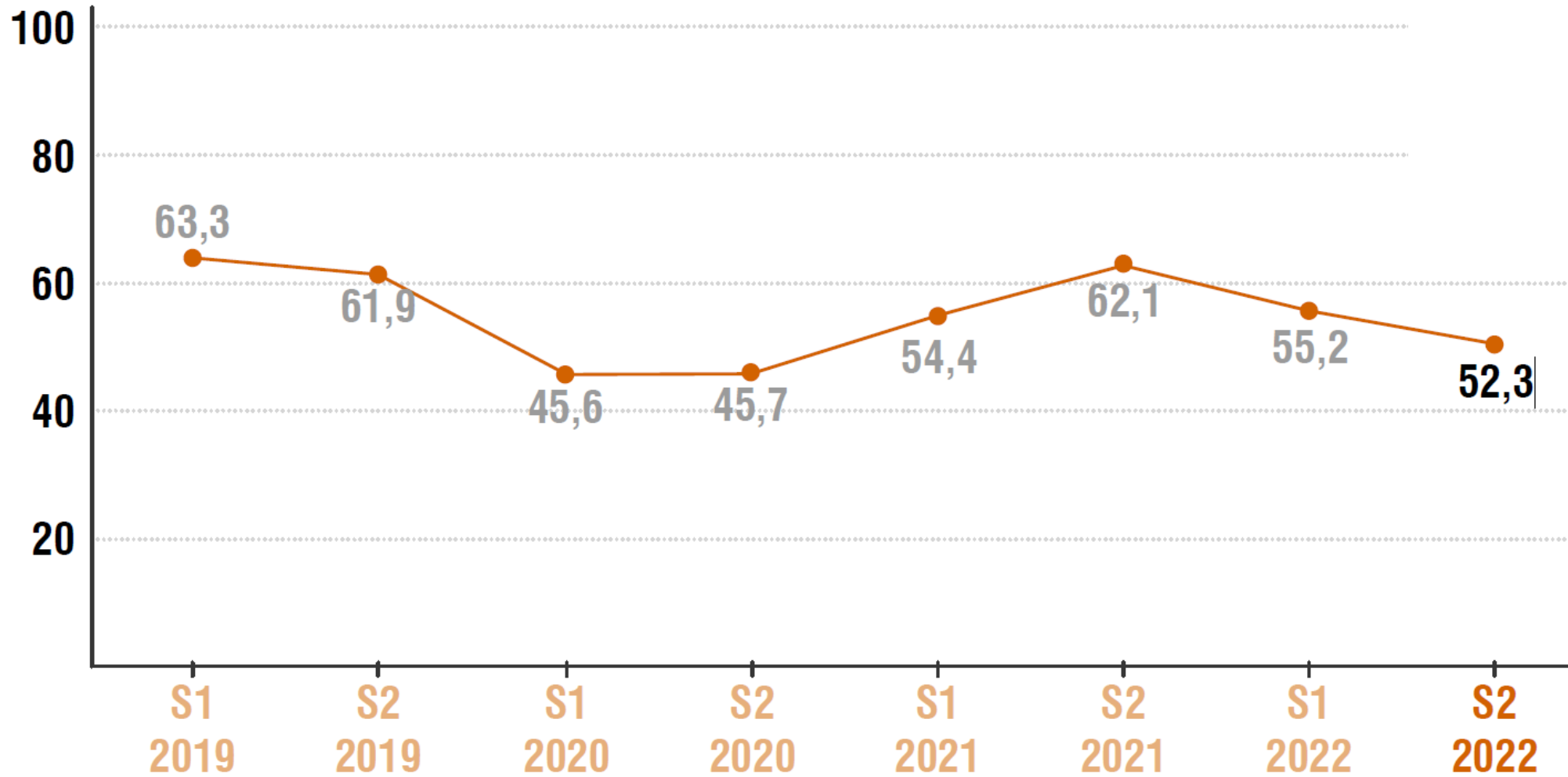
Mr. Carlo Thelen

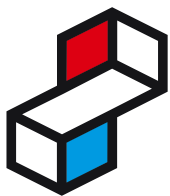
President of the Cluster for Logistics Luxembourg

Director General of the Chamber of Commerce

Welcome and Introduction

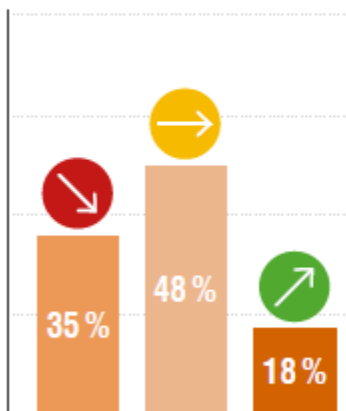
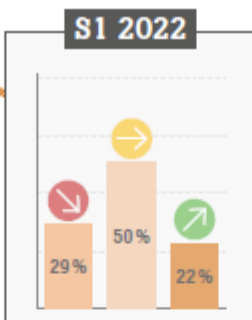
Évolution du score du Baromètre de l'Économie*





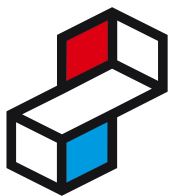
Rentabilité

Pour les 6 prochains mois :



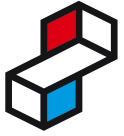
Subissant les effets de la crise géopolitique actuelle et de l'envolée des prix de l'énergie, plus d'1/3 des entreprises anticipe une dégradation de sa rentabilité au cours des six prochains mois, contre 18% qui présagent une amélioration. La part des entreprises qui anticipent une dégradation de leur rentabilité comparée à la part qui prévoit une amélioration est négative dans l'ensemble des secteurs, à l'exception des services financiers (+15%). Les entreprises voient rouge en particulier dans le secteur du commerce (41% des sondés s'attendent à une baisse) et de l'industrie (60%).

En diminution
 Stable
 En augmentation



Evolution of the price of diesel in Luxembourg in 2022





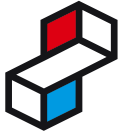
Our board: New vice-president

Representative for POST Courier



Mario Treinen
Director of POST Courier





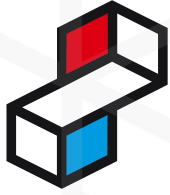
New board members: Industry

Representative for B Medical Systems



Andrea Scammacca
Chief Operating Officer
B Medical Systems
Hosingen



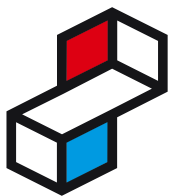


The Cluster for logistics



Malik Zeniti, Manager C4L

Digital Papers & Transformation in Transport and Logistics



Challenges of the logistics industry



Integrated last-mile delivery

- Customer-orientation
- Omni-channel, cold chain, overnight delivery
- Flexibility, Accuracy & Rapidity
- Prepared to react to volatility



Digitalization in logistics

- Process optimization through TMS
- Platform integration
- Logistics 4.0



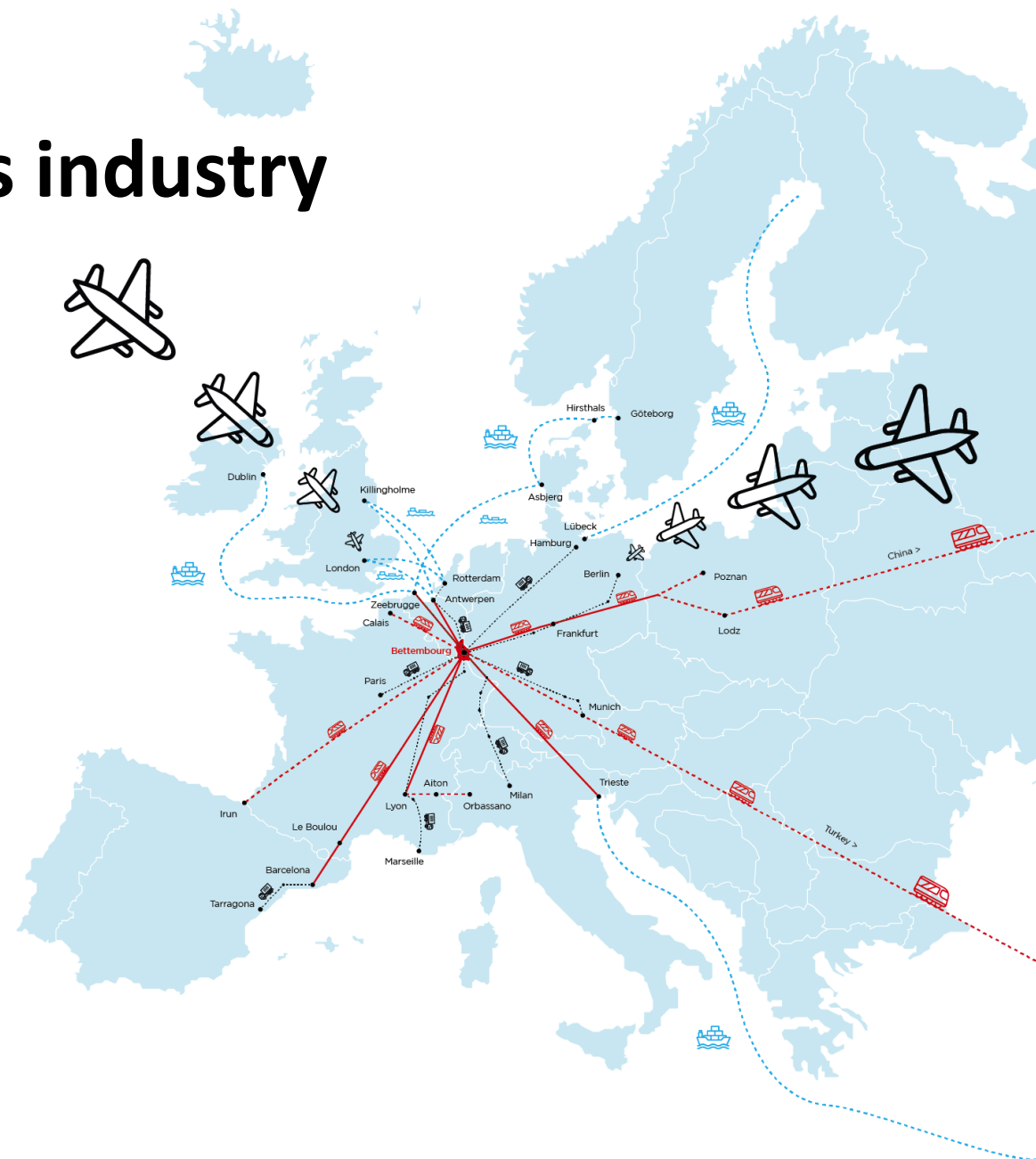
Sustainable logistics

- Low-carbon transport driven by international regulations (COP24)
- eco-friendly trucks and light trucks

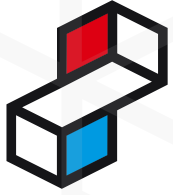


Workforce and job market

- Training of talented logistics experts who can help shape this change
- Lack of truck drivers
- Increasing wages and competition for workforce, working hours, safety & security



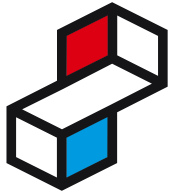
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Digital Transformation in Transport and Logistics Survey






Picture from preparation of event 2019



Results & proposed Actions from the Digital Transformation Survey

A = Action

 <p>91% actively drive digitalization projects</p> <ul style="list-style-type: none"> 50% have already implemented specific digitalization projects 27% are planning the implementation 14% are evaluating pilot projects 	<p>Main Use Cases</p> <table border="1"> <tr> <td>Operational Efficiency</td> <td>Transportation Planning Processes (28) Digital Freight Documents (21) Warehouse operations (12)</td> </tr> <tr> <td>Service Quality</td> <td>Tracking & Tracing (27) Customer Service (17)</td> </tr> </table>	Operational Efficiency	Transportation Planning Processes (28) Digital Freight Documents (21) Warehouse operations (12)	Service Quality	Tracking & Tracing (27) Customer Service (17)	 <p>Main Technologies</p> <table border="1"> <tr> <td>AI</td> <td>Advanced Analytics and Artificial Intelligence Solutions (21)</td> </tr> <tr> <td>IoT</td> <td>Internet of Things based Solutions (18)</td> </tr> <tr> <td>None</td> <td>Some companies seem to look at technologies they develop themselves (11)</td> </tr> </table>	AI	Advanced Analytics and Artificial Intelligence Solutions (21)	IoT	Internet of Things based Solutions (18)	None	Some companies seem to look at technologies they develop themselves (11)
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AI	Advanced Analytics and Artificial Intelligence Solutions (21)											
IoT	Internet of Things based Solutions (18)											
None	Some companies seem to look at technologies they develop themselves (11)											



Main barriers of driving digitalization projects

- 66%** Indicate having a lack of time or conflicting priorities **A** Action: Provide tailored support to our member companies regarding identified digitalization priorities to save the time of own research.
- 33%** Indicate having a lack of internal expertise **A** Action: Integration of digitalization expertise into school education DT Logistics, Bachelor in Logistics, etc.
- 1%** Indicate having a lack of financial expertise



Top priorities of support initiatives for C4L members

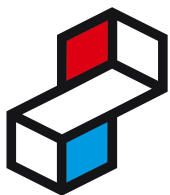
- 51%** Knowledge sharing organized by industry associations (e.g., Digital Workshops, Conferences, etc.) **A** Action: Organize digital workshops with experts on hot topics of digital transformation in logistics
- 36%** Consulting Support for developing digitalization projects (e.g., Luxinnovation)
- 21%** Startup Events (e.g., C4L Matchmaking Events) **A** Action: Maintain and extend startup matchmaking events to the needs of our members



64% have not benefited from support initiatives

- 50%** have not been informed about existing initiatives
- 23%** too much effort to benefit from initiatives
- A** Action: Develop joint information campaigns about support initiatives in the ecosystem MECO, Luxinnovation, C4L, etc.

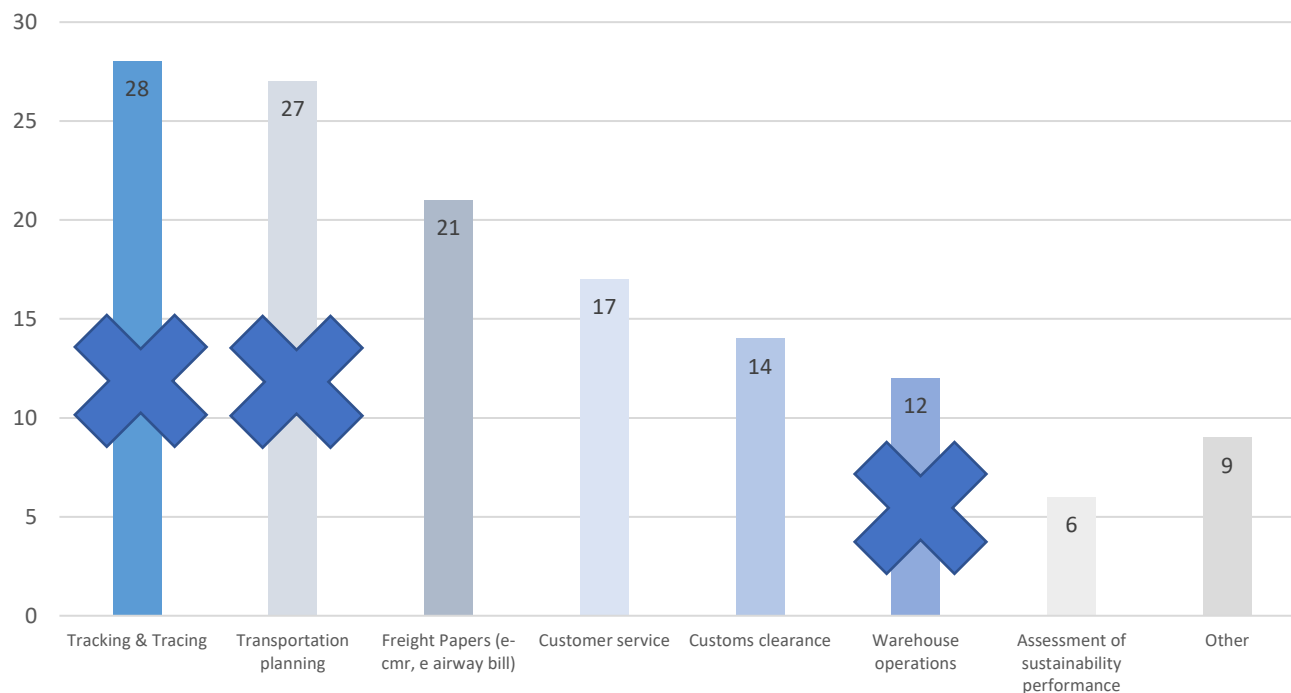
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Which subjects to address in our conference?

Survey performed in collaboration with Ministry of Economy:

Which of the following do you consider as the **main use case(s) for the digital transformation** of your transport and logistics processes?

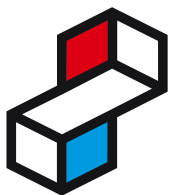


Learning from study

Use cases added
Cybersecurity, Procurement



THE GOVERNMENT
OF THE GRAND DUCHY OF LUXEMBOURG
Ministry of the Economy

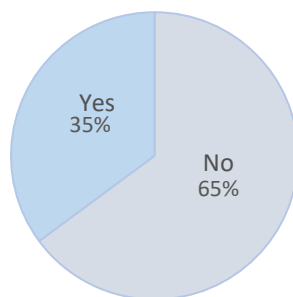


Handling and processing of data

Data Strategy | **Sharing Data Key** | Challenges of Data Collection

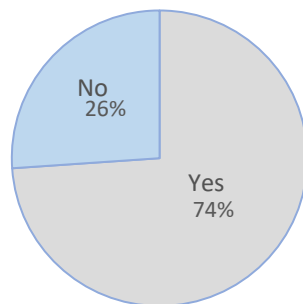
Does your company systematically collect and process data in order to evaluate and predict certain operational processes?

n = 37

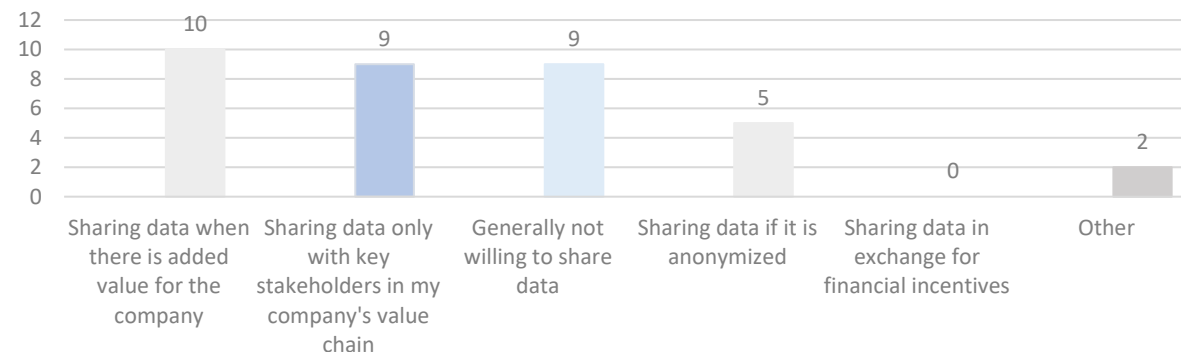


If so, has your company a defined data strategy to ensure the collection, use and governance of data?

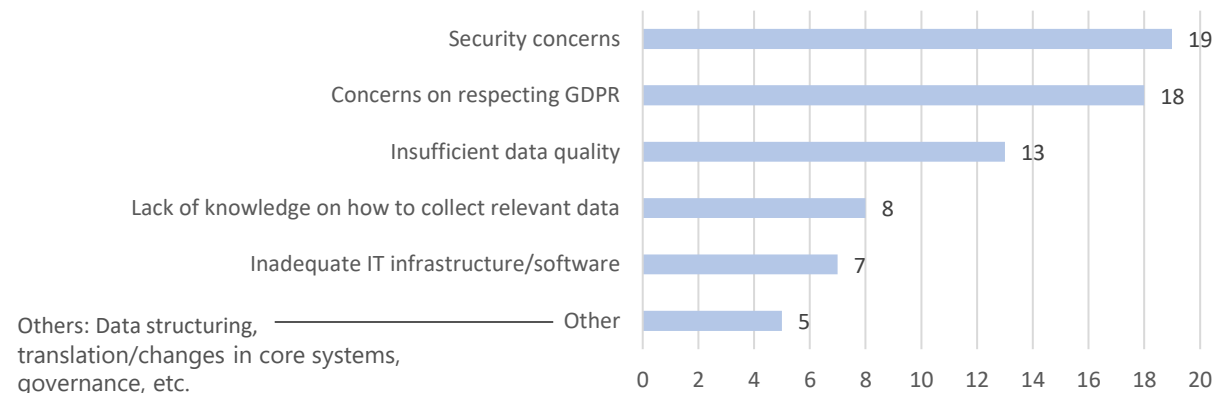
n = 23



How do you rate your company's willingness to share data?

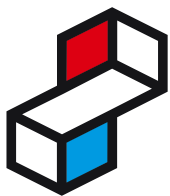


What do you see as the key challenges around data collection and processing?



n = 34

Multiple Answers were possible

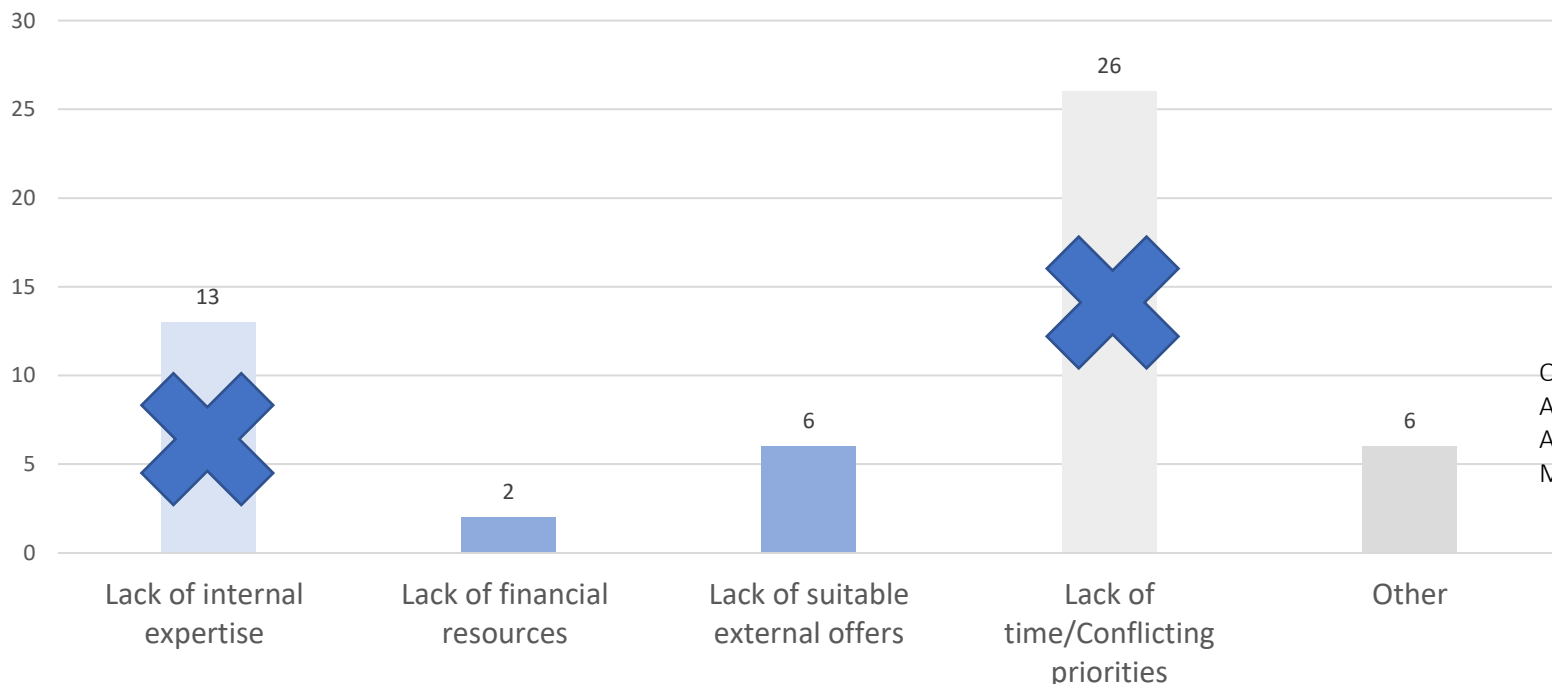


Barriers to digital transformation to address?

Survey performed in collaboration with Ministry of Economy:



What is the main barrier for driving digital transformation processes in your company?



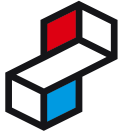
Learning from study:

Lack of talents and/or (internal) expertise?

Other: e.g., Lack of compliance, Acceptance of change management, Acceptance of employees, Complexity, Many involved stakeholders, etc.



THE GOVERNMENT OF THE GRAND DUCHY OF LUXEMBOURG
Ministry of the Economy



ACTIVITIES: INNOVATION & DIGITIZATION

8th Start-up event for Start-ups on Transport & Mobility 21.9.22

5 Start-ups presented their pitch to around 40 guests at the House of Start-Ups. Support by LUXKO (who represented 2 Korean Start-ups) and Startups.lu



with the partnership of



HOUSE OF STARTUPS

presented by the Luxembourg Chamber of Commerce



Startups.lu

Register and find the Start-up presentations on www.c4l.lu/startups2022

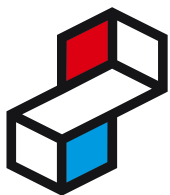
C4L and CorpPearls
8th International Start-up
Matchmaking Event
21st September 2022 13:00 - 15:30

- > 13:00 - Welcome by C4L and CorpPearls with Sandwich Lunch
- > 13:15 - Presentation of Startups.lu and LUXKO
- > 13:30 - Start-Up Pitches with Q&A
- > 14:30 - Matchmaking Sessions Networking and Drinks
- > 15:00 - Best Pitch Award Ceremony

Venue:
House of Startups
9, rue du Laboratoire - L-1911 Luxembourg

- Find new solutions to supply chain challenges
- Listen to live pitches of start-ups that developed an innovative solution to a problem
- Become a reference customer, partner-up, finance, scale-up
- Stay up-to-date with innovative potential solutions under development





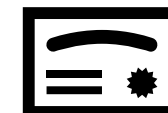
New Members

Following companies have acquired a C4L membership for 2021



Premium Members

- Hamlet Consulting



Company Members

- Gulliver



- Transports Haesaerts



- Motrac



- Voyages Emile Weber





New company member

Haesaerts Luxembourg

HAESAERTS LUXEMBOURG is a European pioneer in chemical tank transport with emission reduction of our trucks.

In 2022 they put the first H² DUAL FUEL driven truck “on the road” for chemical tank transport with the support of LUXINNOVATION and the Luxembourg government.

HAESAERTS LUXEMBOURG is a division of HAESAERTS INTERMODAL and member of ALTREA LOGISTICS.

Director: Luc Haesaerts
lhaesaerts@haesaerts.lu

Rue FONTEBIERG 3
L-3381 LIVANGE

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Lean & Green Award Ceremony 2022

Lean & Green Label

...for joining the Lean & Green initiative in 2022 and defining an eligible action plan that allows to save at least 20% of CO₂e emissions in the next 5 years.



Lean & Green 2nd Star

...for having demonstrated savings of at least 30% of CO₂e emissions on transport and logistics activities over the past 7 years as part of the Lean & Green program.



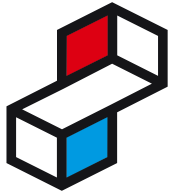


LEAN & GREEN Awards 2022

and the winners are

Eurogaume, Karp-Kneip,
LuxairCARGO





New Talents

New Logistics Technicians were awarded in October 2022

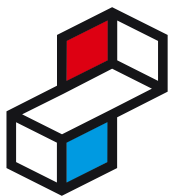
We love logistics

Best DT Logistics 2022

Chiara Dewans, apprenti chez Arthur Welter

Marvin Charpentier, apprenti chez Sales-Lentz

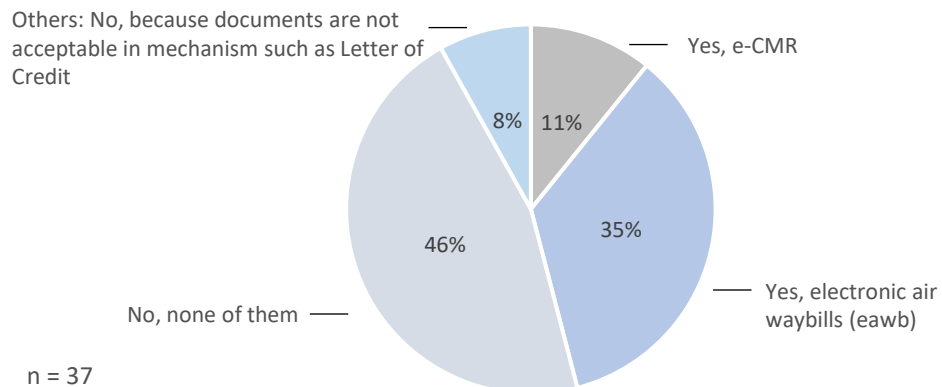




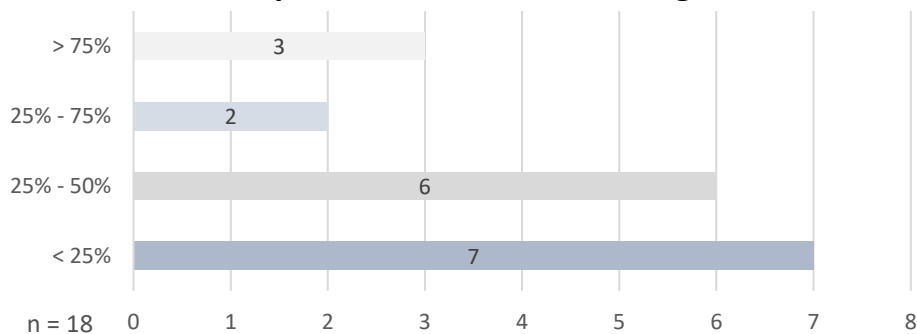
Electronic delivery notes Survey from June 2022

Usage of Electronic delivery notes

Does your company already work regularly with electronic delivery notes?

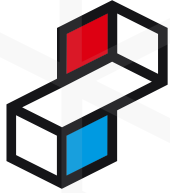


If so, how large is the share of electronic paperless freight documents compared to conventional freight documents?



If not, why are digital delivery notes not yet being used by your company?

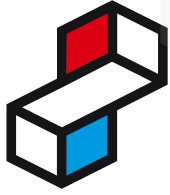




The upcoming EU 2020/1056 eFTI regulation and the e-CMR



**Rudy Hemeleers, Co-leader of the EU -eFTI
Architecture Team of the Digital Transport
& Logistics Forum**



Keynote speech: “The German Digital Delivery Note Project”



Oliver Pütke
Lead Industry engagement



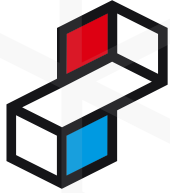
Stefanie Müller,
Jr. manager Logistik
+ Supply chain management

Powered by

GS1 Germany

CLUSTER FOR LOGISTICS

BVL⁷ CHAPTER
LUXEMBOURG



Practical case: Introducing Digital Solutions

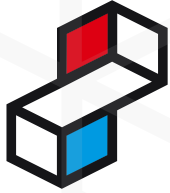


Mr. Stefano Capoferri
Head of Sales



Mr. Danilo D'Aversa,
General Manager

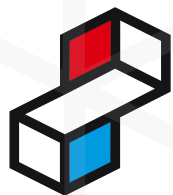
Gulliver Luxembourg



Update on advance in E-freight!



Mr. Mathieu Weber
VP Digital Sales & Marketing
Cargolux Airlines



Sustainability in Transport and Logistics

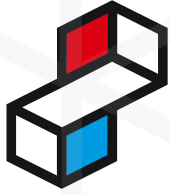


Mr. Sylvain Santrisse
Director



Mr. Dany Demarcy
Senior Manager

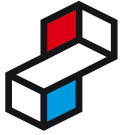
Deloitte Luxembourg



Conference Recap



Malik Zeniti, Manager C4L Digital Papers & Transformation in Transport and Logistics



Project Idea 2023 „Logistics on Tour!”

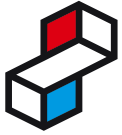
Initiative to enhance image of logistics for apprenticeship to „inspire“ in Logistics

DIH ON TOUR *is back 2022*
INDUSTRY 4.0 COMES TO YOU

Map locations: Lëntzweiler, Hosingen, Wiltz, Fridhaff, Potaschberg, Steinsel, Contern, Pétange, Dudelange.

Tour dates:
20-22 sept.
27-29 sept.
04-06 oct.

LUXEMBOURG DIGITAL INNOVATION HUB



Upcoming Events: November Conference

Transport & Logistics May 2023

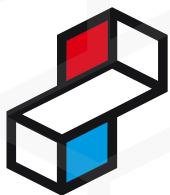
09.–12. May 2023

**Trade Fair Center
Messe München**

**C4L proposes to organise
an event „Logistics Night“
on:**

Wed 10 May 2023

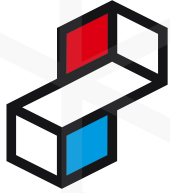




A big thank you to our partners



CLUSTER FOR LOGISTICS



Contact C4L Team



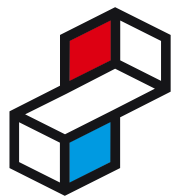
Malik Zeniti
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Philippe Scholten
Logistics Development Advisor
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Ronny Wolff
Communications Assistant
ronny.wolff@c4l.lu
Tel: +352 423939 - 848



Luxembourg Hub offer

ADDING VALUE IS THE KEY

Logistics,

When people get used to the supply chains disrupt, and how this changes our life!

