



## **EXEL AWARDED NEW LOGISTICS CONTRACT BY TRW**

*Aggressive growth strategy by TRW will be supported by Exel's automotive industry know-how and experience*

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(Bangkok, Thailand - 17 November 2003) Auto components and systems manufacturer, TRW Steering & Suspension in Thailand, has appointed Exel, the global leader in supply chain management, to develop a range of logistics support services for its manufacturing facility on Thailand's Eastern seaboard. TRW supplies automotive manufacturers, including GM, Auto Alliance and Nissan, with a wide range of components such as ball joints and steering linkages together with module assemblies.

Commenting on the announcement, Exel's Country Director in Thailand, Grant Enders said, "Exel's services will be critical in providing support to TRW's aggressive expansion programme as it aims to be the leading provider of automotive components and systems to Thailand's automotive industry. We are proud to be selected as its supply chain partner and will provide the industry know-how and value-added solutions to cater for this growth."

Exel will manage an in-plant facility at TRW for receiving parts and materials from suppliers, controlling inventory levels and stock accuracy. The Kanban System will also be introduced to manage supply and demand, with the objective of minimising stock holding.

TRW's system of broadcasting live data to all suppliers regarding model type, quantity of units, parts specifications, and other critical information will enable Exel staff to not only pick and prepare components, but also to gather these in the required sequence. This is critical to meet production requirements for both the built-up (CBU) pick-up trucks and the completely knocked-down (CKD) units.

Speaking about the partnership, P.R. Dhaamodharan, General Manager of TRW Steering & Suspension, Thailand said, "TRW is pleased to appoint Exel as one of our logistics partners for this business. We look forward to benefiting from Exel's global logistics best practices and know-how to meet the stringent quality, delivery and cost requirements of TRW."

Exel with its global capabilities and comprehensive network is taking a leading role in developing innovative solutions for its customers in Thailand's automotive sector. The contract award from TRW allows Exel to demonstrate the benefits and efficiencies third-party outsourcing brings to the automotive sector where reduced inventory, pull-demand principles and just-in-time production requirements have become crucial.

Best demonstrated practices can also be replicated from Exel in Europe and the Americas, where the company provides innovative supply chain solutions for inbound logistics, and service and replacement parts to many of the world's largest automotive manufacturers.

### Notes to Editors

Exel is the global leader in supply chain management, providing customer-focused solutions to a wide range of manufacturing and retail industries. Exel's comprehensive range of innovative logistics solutions



encompasses the complete supply chain from design and consulting through freight forwarding, warehousing and distribution services to integrated information management and e-commerce support.

Exel, a UK listed, FTSE 100 company, has turnover of Â£4.7 billion (over US\$7 billion) and employs around 67,000 people in 1,600 locations in over 120 countries worldwide. Exel's customers include over two thirds of the world's largest, quoted non-financial companies. More information is available at [www.exel.com](http://www.exel.com).

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