Paul Ribus General Manager, FANUC Benelux Andrea Scammacca Head of European Supply Chain, FANUC Europe

FANUC Logistic Conference

"Robotics and Al change the logistic landscape"



FAILURE



SUCCESS











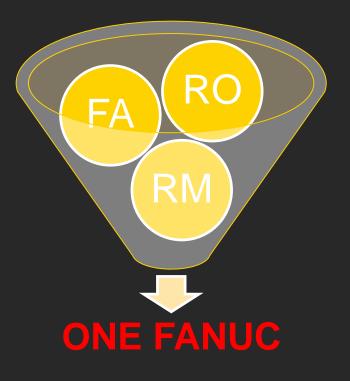
SHARE

FANUC

The new European Customisation and Distribution Center

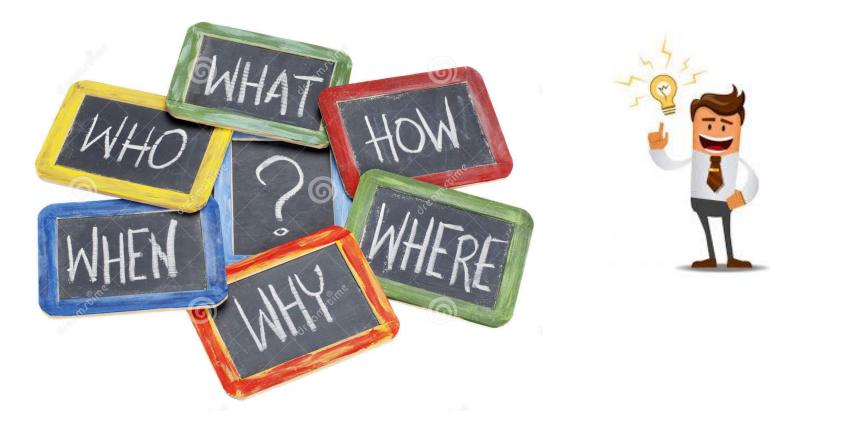
Contern, Luxembourg

FANUC MERGE BUSINESS GROWTH





Need of improvement



Does make sense to centralise our Customisation process?





DATA ANALYSED

Current Logistic flow and

volume were analysed

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Company FANUC Europe Corpora Commotify Robitis, Roboshot, Rol Place of Idelivery RTM CY OCEANFREIGHT (FCL)				Currency U	martin van hemertig brit vusen-log Reference CLFAM			artin van Hernert en-boistics.com :LFAN05032014 2-apr-2014	gistics.com v05032014		
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1	ROBO	TS									
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9			1 117	15.11% 13.13% 8.13%	1 395.47 1 213.57 608.74 636.69		113 163	10.1% 16.8% 37.9%		170.79 366.00 270.58 33.68	
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	Transit Automotive			268		150		118			

Key factors

The following key factors brought FANUC to choose Luxembourg as the most appropriate Country:

- Transport cost
- Warehouse and handling
- Labour Cost
- Center of Gravity Method



THE BLACK FOREST



CENTER OF GRAVITY (~300 Km from Luxembourg)

Supplier selection phase

FANUC



THE GOVERNMENT OF THE GRAND DUCHY OF LUXEMBOURG

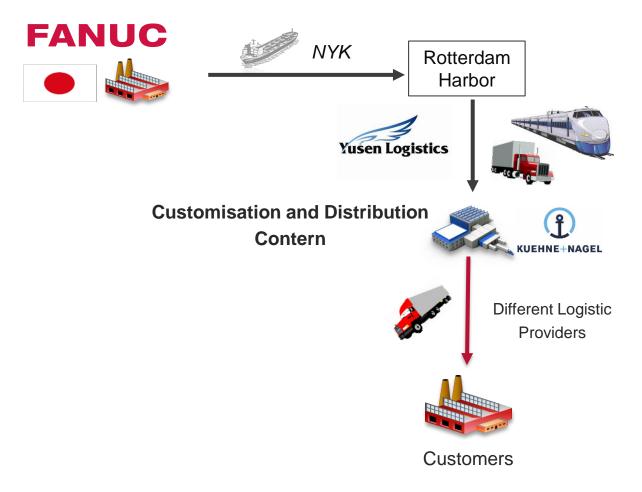
Ministère de l'Économie

Help to approach the Logistic key players in Luxembourg



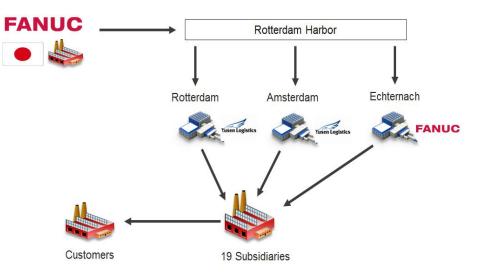
Professional support on their evaluation

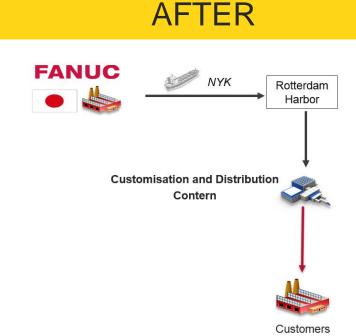
New Logistic flow for Robots and Robomachines



Logistic flow for RO, RM product and options

BEFORE





Customisations next target



FANUC

Thank you for your attention and we wish you a successful day