



# MILESTONE

LOGISTICS



PRESS RELEASES

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## 1.-COMPANY HISTORY

Milestone Logistics is a business group which was born due to the necessity of achieving a professional success by its founder Santiago Fernández.

He comes from a family with much experience in the logistics world and in the port of Valencia. In 2013 he decided to found a company based on his own conclusions of more than 25 years working in this domain and focused on offering integral solutions regarding international and logistical transportation.



One of the factors of the company is key to success is its philosophy in order to see the world through its clients' eyes, taking into account where they have settled – whether they have settled in Hong Kong, Dubai, Mexico or Sidney- and where their goods go and come from.

Far from having an Europeanist perspective, Milestone Logistics takes into account every continent in order to “see the world from America”, “see the world from Asia” and “see the world from Europe”. In this way, the company is a continual learning process and adapts to its client needs wherever they are.

Thanks to this philosophy and global perspective, working methods are carried out in order to achieve a perfect transition with its clients, taking into account where they come from. Furthermore, this attitude ensures a permanent adaptation, which permits to attract clients successfully. The international standard, the capacity of adapting to local conditions and the business competitiveness of Milestone Logistics achieve its client requirements and the ones of the clients of its clients.

As logistics operator, Milestone Logistics is present in the main ports and airports of Spain and has significant international business strategic alliances. Its main headquarters are in Valencia, although it has offices in Madrid and Zaragoza as well as a logistics platform in the northeast of Spain in Palencia.



The company takes part in the organisation Cargo Connections, from which it is a founding member. Cargo Connections is an organisation formed by 113 companies of 64 countries and has its headquarters in Great Britain.

Its target is to provide access to a global network to the transportation agents so that they could carry out their professional activities in a safe and meticulous way under a strict code of conduct.

In order to achieve being a member of this association, the companies have to be selected due to their excellent reputation within the logistics domain and have to be recommended by another international member of the organisation.

Milestone Logistics is exclusively the unique logistics company in Spain which takes part in Cargo Connections.



## 2.-SERVICES AND PRODUCTS

**Milestone Logistics with its collaborative logistics alliance 360** offers integral **solutions to the whole supply** chain by carrying out the most advanced logistics techniques and processes, from receiving the goods at the point of origin to the final delivery.

Currently, the company has led this alliance with four strategic members in order to offer all the services regarding the supply chain under the umbrella brand “**Milestone 360**”. It offers full logistic services and solutions from whichever perspective of the logistic chain.

In this way, we offer **solutions concerning packaging engineering, warehouse logistics, international transportation and advanced** logistics consulting through the know-how of the 4 industries implicated in the supply chain. These solutions are carried out in a global and co-ordinated way by its members implicated in the 360 concept -**Alfilpack, Mulem and Gesprolog**- aiming at the concept of **Logistics 4.0**.

The advantages of this full service for our clients are the **reduction of the process** costs up to 50% and the shortening of delivery terms in the supply chain in order to increase productivity up to 50%. Thanks to these solutions, it has **achieved the process optimisation** and a higher competitiveness against competitors.





Therefore, “Milestone 360” has:

**-Packaging engineering 360.** A multi-material packaging is used since each packaging has its own features and some specific applications and since each supply chain needs a different packaging. Therefore, in the initial phase of the design, a thorough selection of the materials to be used such as corrugated cardboard, wood, PP, honeycomb, HDPE, EPE, flexible or other optimal combinations among them is done.

In this way, a service is offered which goes **beyond personalisation** and the custom-made packaging, in which 2D and 3D technologies are used with the ultimate tools in the pre-visualisation and prototypes.



In addition to **working with clients, they work in the clients’** houses in order to reduce costs regarding handling, storage and transportation and avoid the costs of over-packaging with services of in-house, packing or picking. Therefore, an integrated process is achieved, in which the in-house team is in charge of co-ordinating the weekly needs of packaging with the clients in order to manage the purchasing with the highest profitability.

Work is carried out in a connected way with the clients. Therefore, the evolution of the design and the packaging are followed with special attention before finishing the products in order to detect defects and to reduce the terms and costs concerning the design and the development.

- **Warehouse logistics 360.** Thanks to a high level of specialisation, the externalised logistics are managed. Many services are involved in this process such as the receiving goods, their identification, storage control and the added-value services in order to be distributed. Services of picking –automatic vertical warehouses- , tracking and tracing online, labelling or cross-docking are also involved as well as the management of inverse logistics.



**Furthermore**, the Lean philosophy and its tools are incorporated by reducing the costs and by improving the productivity up to 40%. In addition to the specialisation and the work experience of components regarding the Kanban production plant, the cosmetic and pharmaceutical industries, the food industry with health certificate and the campaigns of e-commerce in the retail domain.

-**International transportation 360.** Here, the most efficient solutions are searched in order to transport goods by sea, land or air and it is relied on professionals with high experience in trade and tax management.



**Transportation by air** has the fastest services with the most important international air-lines since our company has the integrated ERP system with the main technologic logistic platforms.



This system reduces the delivery terms of the goods since it is connected with the main logistic companies. Every client has a piece of information regarding their goods at every moment; this achieves reducing the administrative costs, together with the information flow among modules, due to automatic sending of notices and documents to clients and suppliers, achieving reduction in the processes.

The **transportation by sea** offers a huge range of services in multi-modal transportation through the offices in Spain and the international company network from China to the USA passing through Saudi Arabia, Africa and Mexico. This network allows us to optimise the logistic flows in the whole chain.

The **transportation by land** ensures a direct and safe delivery for those goods with the highest flexibility in order to answer the demands in the market. The whole supply chain together with the most advanced logistic and process techniques is achieved at the goods reception from the point of origin to the final delivery.

**-Advanced logistic consulting 360.** Here, it is offered a rationalisation in order to increase competitiveness of the final product. Therefore, this service is focused on the **operational costs in order to improve the service levels** and to face changes in the logistic processes by

taking actions such as the optimisation in the supply chain, the infrastructure design, the logistic support, operations or the organisational audit.



### 3.-PERSONNEL TEAM

Milestone Logistics' Personnel Team works mainly from the headquarters in Valencia and from the external offices too. **The commercial, financial and operational departments are managed from the main office.**

The value of the personnel team is a high **vocation for the clients**, which can be seen in the commitment to the **quality and the excellence** of all the actions it carries out. Furthermore, Milestone Logistics' personnel have a lot of **experience in the logistic domain**, which can be seen by solving unexpected problems and knowing how the supply chain functions.

Next to these features, Milestone Logistics' personnel are **pro-active** since they look for a way to continuously improve their standards with the clients and they work in a co-ordinated way in whichever part of the world.

The main office in Valencia has a huge capacity of making decision due to the flexibility of the personnel. The number of our **personnel** allows us to make decisions fast among a few people in order to solve problems and to adapt to our clients' needs.



## 4.-MILESTONE LOGISTICS IN THE WORLD

Although our company has the headquarters and its main offices in Valencia, it is commercially **present nationally and internationally through its strategic partners in the main logistical poles.**

Milestone Logistics has vital importance and is represented in the cities of **Bilbao, Barcelona, Madrid** and **Zaragoza** as well as the region of Castilla León in Spain, the zones in the **Middle East** with the main office in China, in **Central America** –the Dominican Republic and Mexico- and in the **USA**.



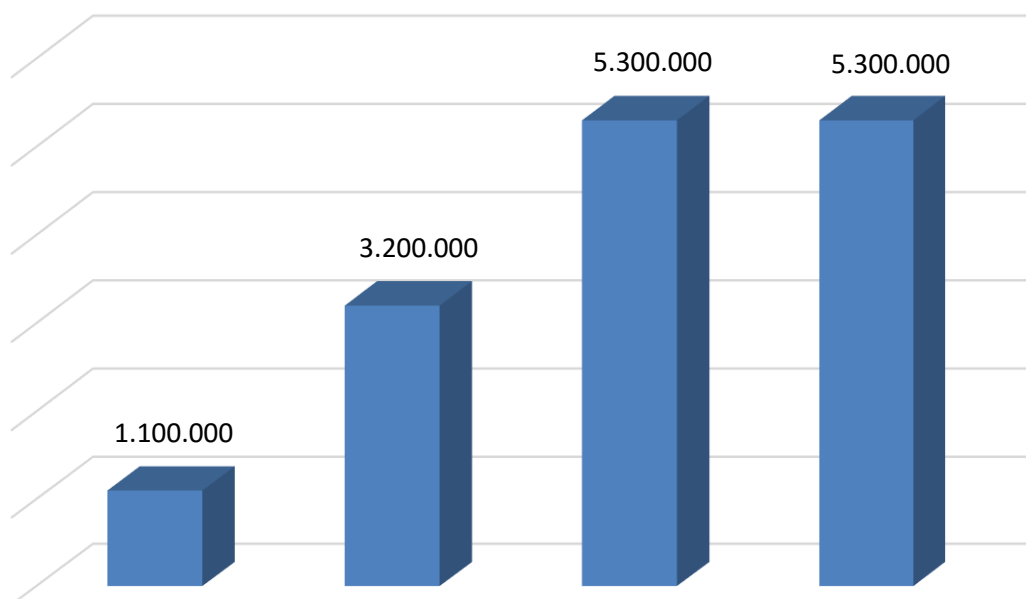
In the international domain, Milestone Logistics acts with its strategic partner *Kronoz International* in the Mexican trade **fair Expo CIHAC**, the fair in Latin America with 500 exhibitors regarding the technological products and innovations in the construction industry.

In the national domain, Milestone Logistics has been present in the event Logistics Madrid due to its **speciality of logistic consulting**, where logistic leaders gather in order to check up on the offers in the logistics and transportations areas.

## 5.-MILESTONE LOGISTICS IN FIGURES.

From the early beginning of our company and despite its short period of life, the evolution regarding the billing figures has been constant and has been growing from its foundation in the middle of 2013.

### BILLING EVOLUTION



EUROS

From May to December in 2013, Milestone Stone had a total income of €1.1 million in total. In 2014, the turnover of the whole tax year reached € 3.2 million, which represented a growth of 47.7% in the previous tax year, taking into account that 2013 was not a full tax year.

In **2015**, the company reached **€5.3 million**, which represented a growth of 41.1% in the year 2014 and this practically meant doubling the results.

In 2016, due to a generalised price decrease in international transportation which had a negative and aggressive impact in the global logistic domain, the company achieved the same results in billing and consolidating.

In this way, **the quantity of orders and operations has grown approximately 15% in the year 2015**. Therefore, the services by sea stood out since they represented 72.72% of the profit in 2016. This is followed by the importation by sea with a profit of 21.87% and the exportation by air with 1.50%.

Therefore, the **evolution of the number of containers** transported yearly has been positive for the last 4 years achieving **8.000 containers moved in exportation** as well as importation in 2016.

Milestone Logistics is experiencing a **process of technologic implementation** by using a new management system and ERP has a direct **connection with the ports** and shipping lines as well as with the main agents implicated in the logistical processes such as customs and Tax Agency.

This fact impacts directly on the clients, to whom we offer a higher flexibility and efficiency and tracking and tracing services. This means **reducing the delivery times**, a constant online access at every moment to information regarding the clients' goods and orders.

Within our quality policy, Milestone Logistics controls all its actions strictly and thoroughly before teaming up with its partners, **demanding the standardisation of all its suppliers according to the national and international laws** and the regulations of each country.



## 6.-CORPORATIVE SOCIAL RESPONSIBILITY ACTIONS

Milestone Logistics understands and works on the active and voluntary contribution in order to improve the company financially as well as to ensure a good atmosphere to work in. In this way, it is actively implicated in actions and associations which also have the same aim.

**AVAPACE** is an association which is formed by people who suffer from cerebral palsy or an encephalopathy and by their relatives. It is a non-profit organisation founded in 1972 in order to ease the hardships of those affected and their relatives. It aims at improving these people's quality life and advocating their essential rights.



Since 2015, Milestone Logistics takes part in the **initiative “One Day Yes”**. It is a project which has materialised in the construction of a school in Lamu (Kenya) by recycling plastic and glass bottles. The school is now on the way to becoming self-sufficient.

In this way, the main aim is that 28 children who have found their home, family and chance to learn in this school, could continue learning in the future. For this aim, the organisation makes the European population aware of this situation and makes them aware of the Swahili culture and the happy Africa through speeches, photo exhibitions, conferences in schools or in auctions.



Committed to the value of sports, Milestone Logistics actively collaborates with young people in order to offer them a healthy lifestyle so that they could become professional sportsmen and sportswomen in the future.



Under this premise, Milestone Logistics sponsors the football team **UE Gandía** and cycling races such as the *Circuito BBT del Alto Palencia* in the city of Caudiel in Castellón.

In addition, Milestone Logistics also sponsors the basketball team **ATS Club Deportivo Elche**. It has more than 150 basketball players in female and male teams. 6 of the teams are playing in the Federated League and 5 in the School League.

Here the standard sport is combined with the adapted sport since it is the only basketball team in the region of Alicante which organises a league of adapted basketball aimed at people with functional disability by over 33%. It also has a team which takes part in this league. The club is a member of the Spanish Basketball Federation and the Adapted Sports Federation of the Region of Valencia.



## 7.-CONTACT AND MASS MEDIA

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