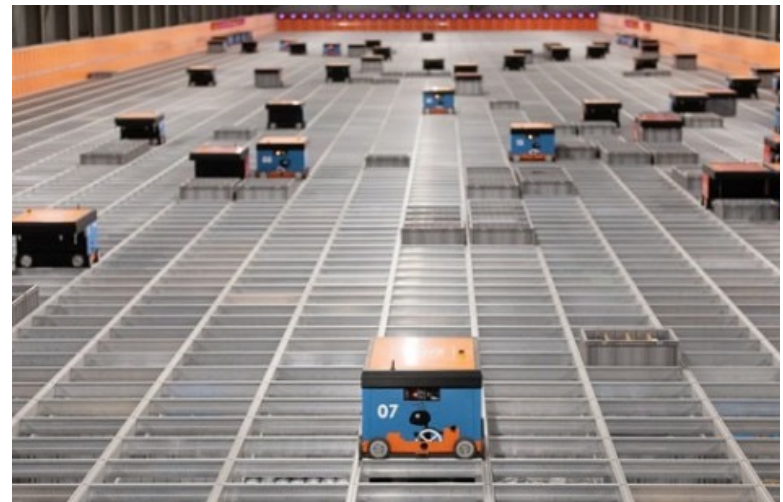


The future of e-commerce logistics



Joëlle Taylor
Sales & Market Development Director Europe



Jeroen Dekker
Managing Partner





From mouse click ...
... to delighted customer

fully integrated
e-commerce logistics



bpost group

... towards an international specialist in e-commerce logistics.



Expansion of our international network



Completion of our Benelux services



Realization of our fulfillment activities



We open new Active Ants and Radial sites across Europe expanding our network of fulfillment centers on the continent.



2012

2016

2017

2018

2019 - 2021



About Landmark Global

International
division
of bpost



1,500 employees



Driven by
customer
experience

Focus on
e-commerce

Over **150k**
deliveries
per day



We cooperate with trusted partners – Postal
and Alternative Delivery Services – to cover
more than **220 destinations**

We operate in **11 countries**
& over **25 locations**



How can we help you?

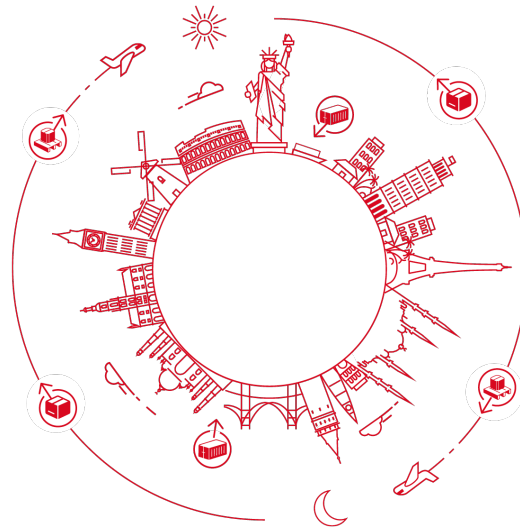
We deliver parcels and handle mail in **220 countries** with best-in-class service



We work continuously on **improving customer experience**



We build **customised solutions** to meet your requirements



We help with a hassle-free **customs experience**



We provide **1 seamless integration** to access a full suite of services to support your business



We offer flexible **return management** solutions in line with your policy

bpost group

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The Future of e-commerce logistics

JEROEN DEKKER

MANAGING PARTNER ACTIVE ANTS



ACTIVE
ANTS

E-COMMERCE
LOGISTICS

History: 1996 (25 years ago)



“We always overestimate the change that will occur in the next two years and underestimate the change that will occur in the next ten.”

- Bill Gates



Bankruptcies since 2015 in NL + BE

- Januari 2015: Schoenenreus
- April 2015: Miss Etam en Promiss
- 29 december 2015: DA
- 31 december 2015: V&D
- Februari 2016: Perry Sport en Aktiesport
- Januari 2016: Scapino
- Februari 2017: The Phone House
- September 2017: McGregor en Gaastra
- Januari 2018: Kijkshop
- Juni 2018: Men At Work
- Februari 2019: Intertoys
- Maart 2019: CoolCat
- Maart 2019: Op=Op Voordeelshop
- April 2019: Sissy-Boy
- Aug 2020: Brantano
- Aug 2020: Mega World/Blokker
- Mei 2021: Debenhams



2003 – two e-fulfilment companies in NL



MACA
L'ETIUM MEYERLLEN

Home Over Maca Artikelen Maca Bestellen Donderdag, 25 D

Wetenschappelijk onderzoek heeft aangetoond dat Maca het seksuele functioneren bij mannen én vrouwen verbetert. Maca verhoogt de productie van zaadcellen bij de man en de vruchtbaarheid van de vrouw, Maca gaat overgangsverschijnselen tegen. Maar uitzonderlijk genoeg, Maca doet meer. Voor zowel mannen als vrouwen, en zelfs voor kinderen is Maca heilzaam.

Maca heeft verschillende effecten, op vrouwen, mannen en kinderen.

Bestel nu voor EURO 19,95
Klik hier

Voor vrouwen kan Maca zorgen voor een:

- ✓ Verhoging van de vruchtbaarheid
- ✓ Stimulering van seksuele activiteit ([lees meer](#))
- ✓ Verlichting van de symptomen van de menopauze ([lees meer](#))
- ✓ Vermindering van pijnen bij ongesteldheid
- ✓ Verbetering van het uithoudingsvermogen
- ✓ Verhoging van het energiepeil

Voor mannen kan Maca zorgen voor:

- ✓ Vermindering van impotentie en erectiele disfuncties
- ✓ Stimulering van seksuele activiteit ([lees meer](#))
- ✓ Verlichting van de symptomen van de mannelijke overgang
- ✓ Verbetering van de hormoonbalans en het testosteronniveau
- ✓ Verhoging van de productie van mannelijk zaadvloeistof
- ✓ Vermindering van stress

Voor kinderen kan Maca zorgen voor:

- ✓ Verhelpt aandachts- en concentratieproblemen
- ✓ Maakt rustiger en alerter
- ✓ Heeft een gunstig effect op osteoporose en slechte bijnierfuncties

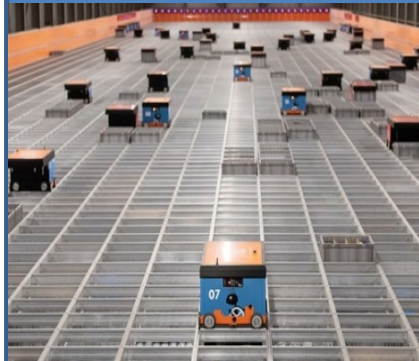
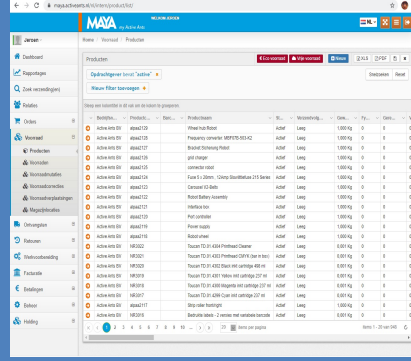
MACA heeft informatie en verkoopswaarschuwingen in Nederland, België, Duitsland, Engeland en Oostenrijk. Maar verspreid door heel Europa.

Hoofdkantoor:
F. Heidsieck 7, bus 10
2018 Antwerp BELGIË
031 25 000 340 370

www.maca.nl
www.maca.co.uk
www.maca.de
www.maca.paru.pl
www.maca.duitsland.de



2010 start of Active Ants



Growth



Software



Mechanisation



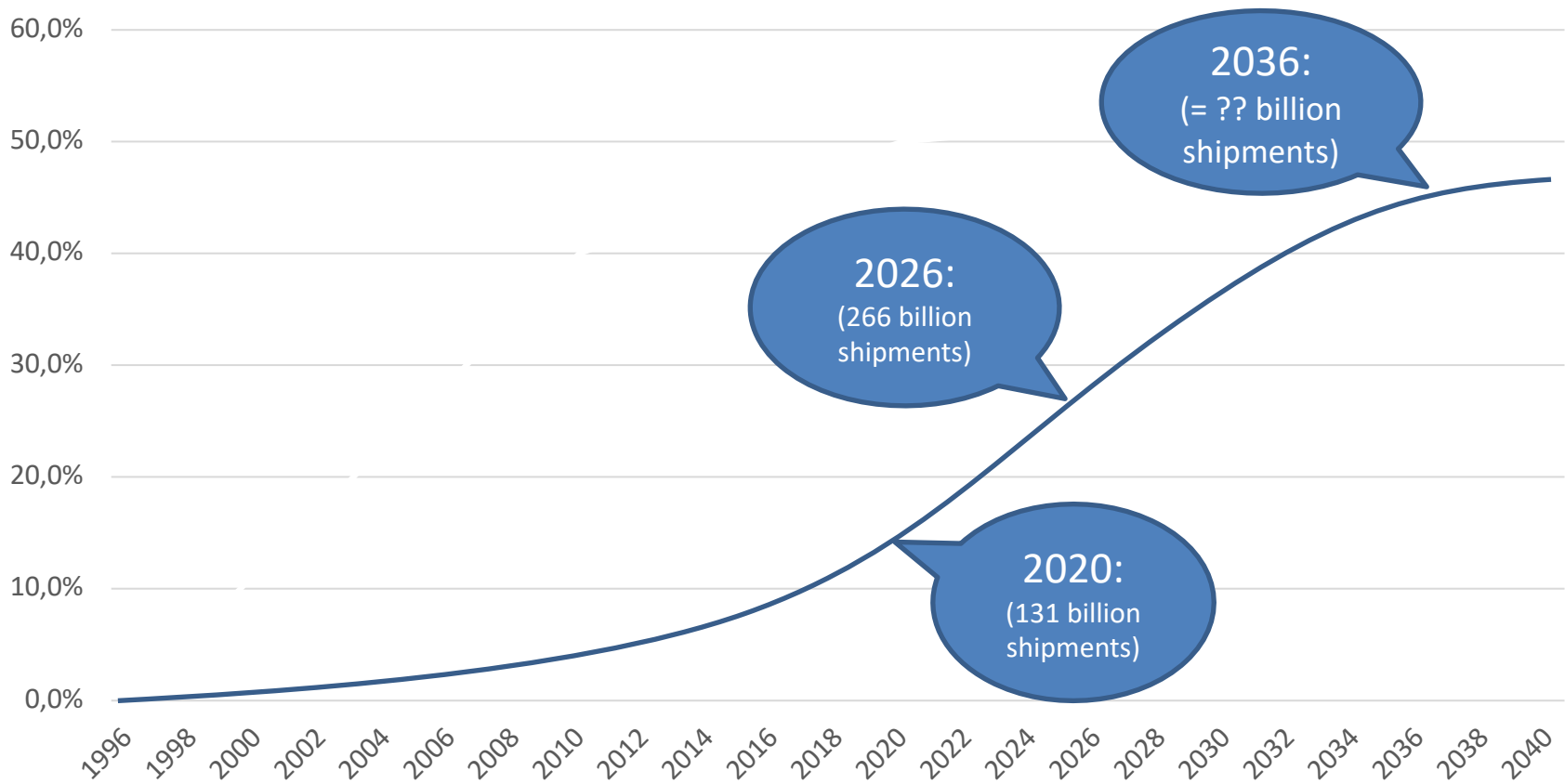
People



Enthusiastic. Solid. Innovative.

Market will double in coming 6 years!!

% online products / total sales of products



Source:





The market is exploding.

Future: mostly automated

E-fulfilment

- Receiving goods
- Warehousing
- Orderpicking
- Packing
- Shipping
- Returns



APM Terminal – Rotterdam port





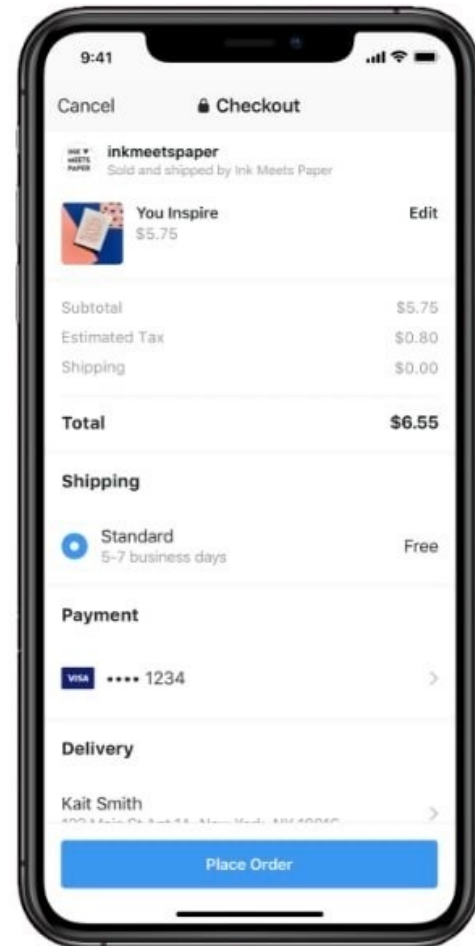
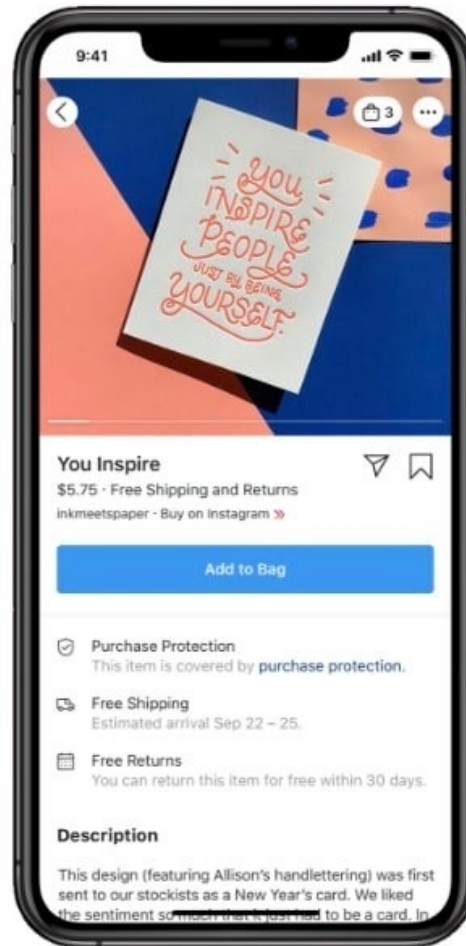


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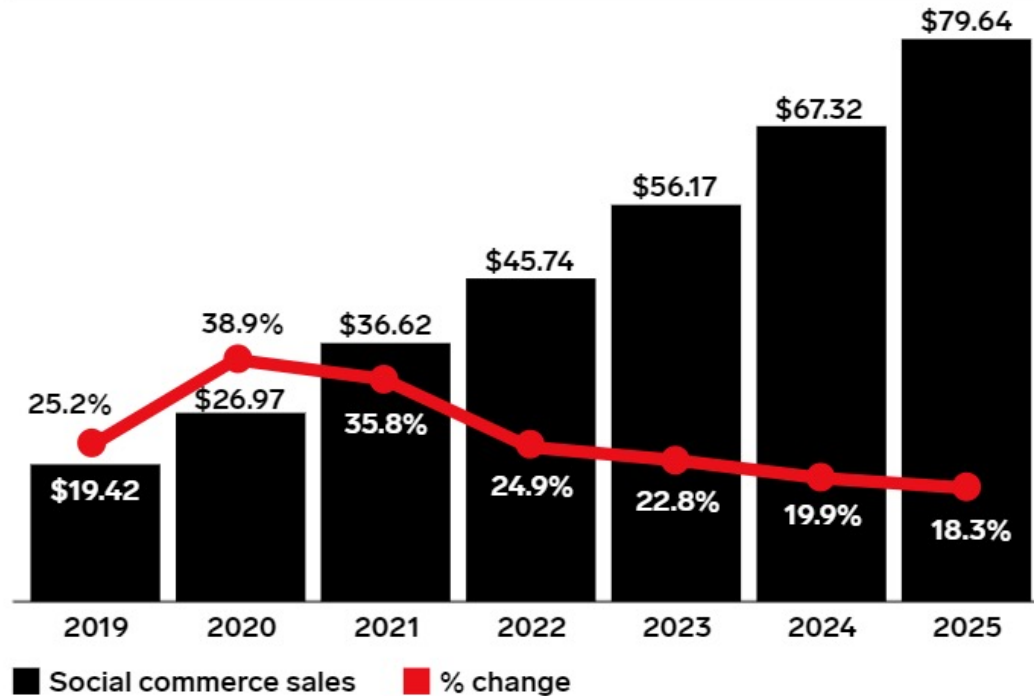
E-COMMERCE
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Social Commerce



Social Commerce

US Retail Social Commerce Sales, 2019-2025
billions and % change



Note: includes products or services ordered via social networks (such as Facebook, Instagram, Pinterest, WeChat, Line, VK, and others) regardless of the method of payment or fulfillment; excludes travel and event tickets, tips, subscriptions, payments, such as bill pay, taxes or money transfers, food services and drinking place sales, gambling and other vice goods sales

Source: eMarketer, May 2021

266527

eMarketer | [InsiderIntelligence.com](https://www.insiderintelligence.com)



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suspiciousantwerp.com



Instagram

Zoeken



suspiciousantwerp 

Volgen



887 berichten

306k volgers

426 volgend

Suspicious Antwerp®

Kleding (merk)

BLACK FRIDAY: UP TO 50%.

26/11 12PM CET.

www.suspiciousantwerp.com



Autonomous Deliveries

2 Million

October 2021

1 Million

January 2021

500,000

June 2020

100,000

August 2019

5,000

Sept. 2017

50,000

April 2019




2015 2016 2017 2018 2019 2020 2021 2022

Popular Products

 220,000 Coffees

 203,000 Bottles of Milk

 107,000 Pizzas

 55,000 Bananas



2.7M miles travelled


Equal to 109 journeys around the earth

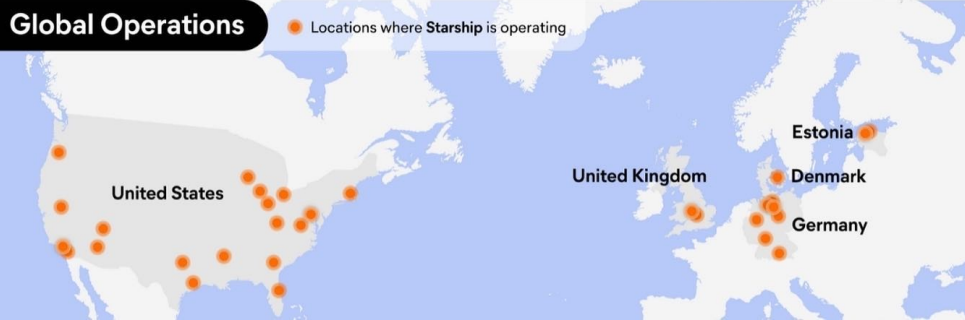


90,200

Road crossings per day

Global Operations

 Locations where Starship is operating



Enthusiastic. Solid. Innovative.

Customer Loyalty with **BasketPic™**

BasketPic™

A photo of your order through email

Extra Touch Point

With your consumer

Less Questions

For your Customer Service

Free online Exposure

Extra Quality Insurance

For you and your Customer

Dear Jeroen,

The order you've placed on our web shop has been picked and will be packed as soon as possible. You can find the [BasketPic™](#) of your order below this message. You can share it on social media by using the buttons underneath the photo.



As soon as your order is in transit, we'll send you another email. Depending on your order you'll find a [track&trace](#) code in this email.

Best regards,
4Gold



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Cross Border

Facts & Figures

#1

Cross-border e-commerce is **growing** at nearly twice the rate of domestic e-commerce in most EU countries.



Robotization - Goods To Man



The Future of Warehousing

- Snel en foutloos orderpicken
- Efficiënt ruimtegebruik
- Diefstalpreventief
- Stofvrij
- Milieuvriendelijk
- Eenvoudig uitbreidbaar
- Zichzelf optimaliserend

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MAGAZINE



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E-COMMERCE
LOGISTICS

Print to box



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Logistics integrated in the customer journey

- **Before: Logistics happened prior to the customer journey**
- **Now: Logistics starts together with the customer journey**
- **Logistics as marketing tool**



Who sees the future knows which steps to take today..!



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E-COMMERCE
LOGISTICS



Jeroen Dekker

Managing partner / founder

Active Ants – e-commerce Logistiek

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www.activeants.com

<https://www.linkedin.com/in/jeroendekkeractiveants/>

**ACTIVE
ANTS**

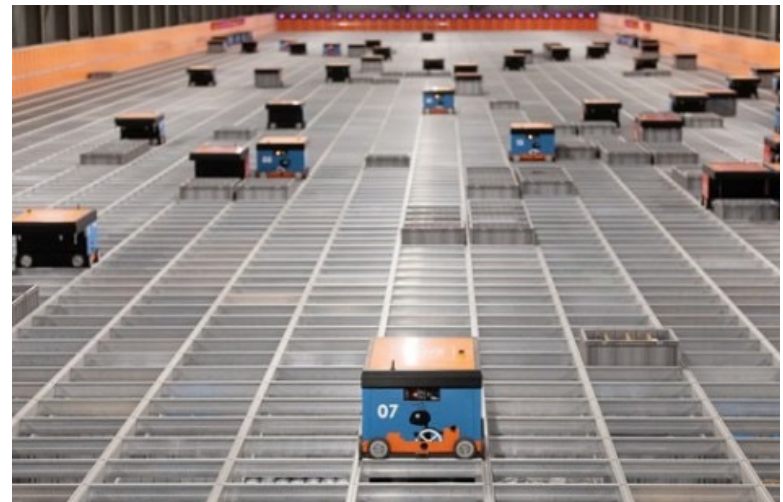
E-COMMERCE
LOGISTICS

CBEC Forum , Liège December 1

Thanks for listening!



Joëlle Taylor
Sales & Market Development Director Europe



Jeroen Dekker
Managing Partner

