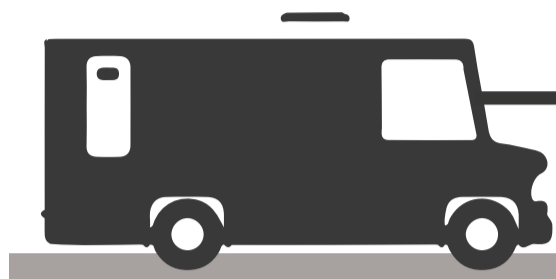


Reverse logistics and supply chain of core brokers

Remanufacturers

Customers = Whoever is interested



Pick-up is arranged by remanufacturer

Sending wrong cores can be an expensive mistake

<1% rejection rate

Results in low rejection rates

Selection by extensive trial period

Core brokers

Service they provide to customers:

Core bank

Core refinery

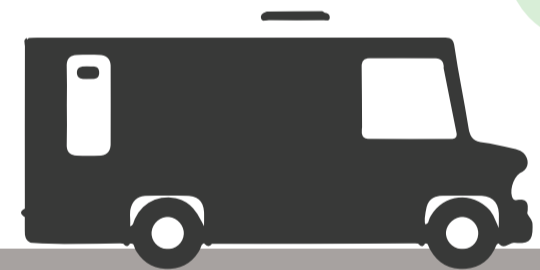


Price is very sensitive to supply and demand
Remanufacturers have stable partner portfolio

Limited partners with extensive expertise

Quality grades
OE numbers

Core brokers communicate remanufacturer's criteria and OE numbers to their suppliers

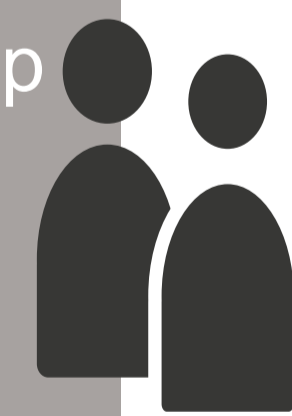


Goods are sent by supplier or picked up by core broker

- Buying right part is more important than logistics of getting the part
- Amount of parts varies: 5-200 parts in one go.

Goods are bought through physical meet-ups (and later from stock-lists)

- Physical meet-ups help to create a personal relationship with the supplier
- To ensure quality
- Also to educate suppliers on what the criteria are



Occasionally whole batches are rejected

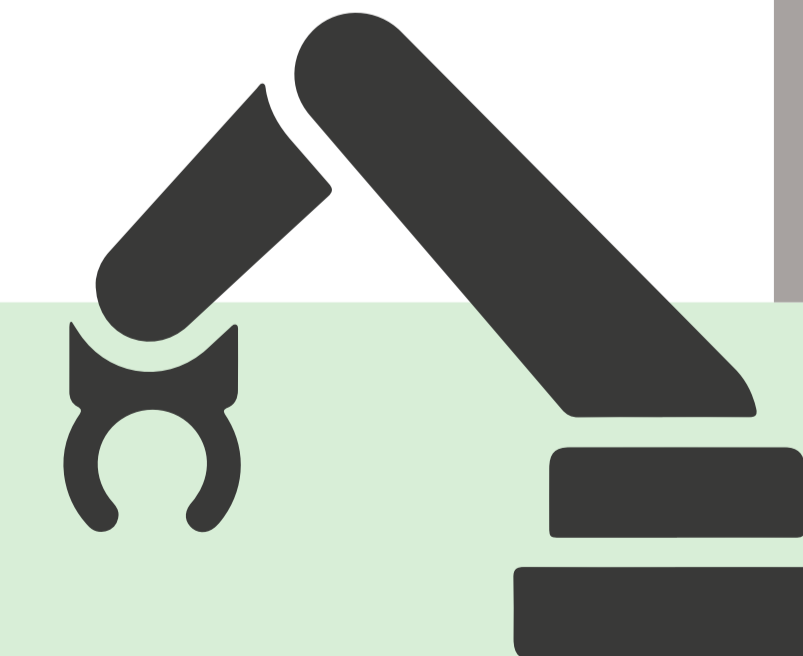
- This leads to a closer selection of suppliers

Personal relationship, built up over a long time

- Creates the opportunity to discuss criteria



Suppliers = Wherever there is interesting material



Service points

Scrapyards

Trading companies

Other core brokers

