MOL Europe BV
Region South East
Monthly Country
Game plan calls
& Performance reviews

Atilla Hanci
Regional Sales Manager
Region South East

Stephen Dragonetti
General Manager Turkey,
& Representative
Region South East

MOL
Count On MOL.

Country: Ukraine   Reporting (Current) month *<June 2016>*

Game Plan Forecast

Comments

TRADE PERFORMANCE ALL CARGO TYPES

TRADE	BOUND	Game Plan Target	Previous Month*	Current Month*	Next Month*
ASIWMDTG	E	50	0	0	0
ASIWMDTG	W	17	0	0	0
EUROCETG	E	0	0	0	0
Total		67			

TRADE PERFORMANCE REEFER

TRADE	BOUND	Game Plan Target	Previous Month*	Current month*	Next Month*
ASIWMDTG	E	5	0	0	0
ASIWMDTG	W	2	0	0	0
Total		7			

customer developments, competition, issues, gain/loss, aob per trade:

- *Please advise any specifics*
-
-

*Average teu per week

KEY PERFORMANCE INDICATORS: OPERATIONS • ENVIRONMENTAL • CUSTOMER SERVICE • SAFETY • EDI

Instructions (informative)

Report is to be sent 24hrs before the scheduled call please

Flash report covers 3 months period with combination of past performance (previous Month) and future volume predictions (current month and next month).

In current example, reporting month and the call is scheduled on June 2016. Related months are May (previous), June (current), July (next) 2016.

Game plan targets, previous-current-next week volumes are in teu per week. Game plan is agreed within Region South East as part of annual game plan and sales plan setting process previously.

All cargo type is including dry, reefer and lds cargo. Reefer is mentioned separately for the purpose of reviewing on reefer performance (already included in all cargo).

LDS business is a tangible target for MOL and the region. ASIWMDTG/W target is in place for regular weekly volumes to secure. LDS (special equipment business development is well required)

BEX success is critical in monitoring weight/teu on both EB/WB
BEX needs reefer cargo both on EB/WB
UAM needs better performance on EB