



IN THE NEWS

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Continental, One of the World's Top Automotive Suppliers, Adopts GXS Trading Grid®

GXS' Global B2B e-Commerce Platform Helps Continental Connect to Partners across the Globe

LONDON — December 16, 2009 — GXS™, a leading provider of business-to-business (B2B) e-commerce solutions, and Continental AG, one of the world's leading automotive industry suppliers, have announced an agreement that establishes GXS Trading Grid® as Continental's standard B2B electronic trading platform globally. Continental is deploying GXS Trading Grid to facilitate connectivity with partners in North America and Asia.

Continental is one of the five largest automotive suppliers in the world and the second largest in Europe, employing approximately 134,000 people at nearly 190 locations in 37 countries. As a supplier of brake systems, systems and components for the powertrain and chassis, instrumentation, infotainment, vehicle electronics, tires, and technical elastomers, the corporation contributes to enhanced driving safety and global climate protection. A fundamental part of Continental's business strategy is to research and track worldwide markets for new potential partners, especially when they can bring fresh innovation to the table. Continental now has approximately 5,000 partners across the globe with which they exchange electronic transactions such as invoices, delivery schedules, orders, advance ship notices (ASNs) and inventory reports. The company adopted GXS Trading Grid to enlarge its existing community of electronically-connected partners and to extend its B2B e-commerce network to partners in North America and Asia, including China, Korea and Malaysia.

“Working effectively in different regions of the world is vital, not just as part of an overall effort to drive down costs, but on a strategic level to tap into innovative thinking to help us deliver trend-setting innovation and high performance products,” noted Josef Radlbeck, EDI Department head at Continental's automotive division in Germany. “Providing an effective way to trade electronically with partners, wherever they are based and whatever their specific local requirements, is a business-critical step. Different regions of the world can sometimes present different challenges related to, for example, cost-sensitivity or lack of technical experience. In this global context, GXS Trading Grid provides us with a powerful, flexible and reliable platform to connect with business partners in both North America and Asia.”

Radlbeck continued, “GXS is now our preferred platform for exchanging very high volumes of logistics data across three continents.”

With more than €24 billion in revenue in 2008, Continental places significant focus on efficient electronic trading to increase profit margins and maintain exemplary response rates for its buyers. GXS Trading Grid enables Continental to

process ingoing and outgoing transactions quickly and efficiently without any interruption to the supply chain. This ensures no lost time in bookings and consequently no change to payment terms for Continental.

“The adoption of B2B e-commerce globally is gathering speed,” said Jon Keating, vice president of EMEA at GXS. “The question of how to trade electronically with partners in different markets is increasingly high on the agenda of Western companies. Lowering costs across the supply base has become a key strategic issue. With a strong footprint not just in North America but also in Asia, GXS is well-placed to help customers build effective solutions. For example, we are already supporting more than 2,000 companies in China, including Hong Kong, by automating their B2B processes from order to payment.”

GXS Trading Grid is a global B2B e-commerce and integration platform that supports the creation and adoption of on-demand supply chain management solutions for companies of any size. As the world’s largest electronic business community, GXS Trading Grid is used by more than 30,000 customers to exchange goods and services, gain visibility into global logistics operations and to synchronise product data. Trading Grid helps customers automate global trading communities by shielding complexity from rapidly changing standards, eliminating manual and duplicative processes and enabling the highest levels of B2B integration and collaboration.

With more than 40 years of automotive industry experience, GXS has one of the largest B2B networks in the world, supporting an unmatched automotive customer base that includes seven out of the top ten global OEMs, 86 percent of the world’s Top 100 suppliers, 90 percent of the top 20 suppliers in EMEA and 85 percent of the top 20 suppliers in ASPAC. GXS participates in a number of automotive industry bodies around the world including North America’s Automotive Industry Action Group (AIAG) and Europe’s Odette and Galia associations. GXS offers localised sales, consulting and technical support throughout the United States, EMEA and Asia.

About Continental

With sales exceeding €24 billion in 2008, the Continental Corporation is one of the top automotive suppliers worldwide. As a supplier of brake systems, systems and components for the powertrain and chassis, instrumentation, infotainment solutions, vehicle electronics, tires, and technical elastomers, the corporation contributes to enhanced driving safety and global climate protection. Continental is also a competent partner in networked automobile communication. The corporation currently employs approximately 134,000 people at nearly 190 locations in 37 countries.

About GXS

GXS is a leading global provider of B2B e-commerce solutions that simplify and enhance business process integration and collaboration among trading partners. Organisations worldwide, including more than 70 percent of the Fortune 500, leverage the on-demand services on GXS Trading Grid® to extend supply chain networks, optimise product launches, automate warehouse receiving, manage electronic payments and gain supply chain visibility. GXS Managed Services, GXS’ B2B outsourcing solution, empowers customers with the expertise, technical infrastructure and program support to conduct B2B e-commerce with trading partners globally.

Based in Gaithersburg, Md., GXS has an extensive global network and has local offices in the Americas, Europe and Asia-Pacific regions. GXS can be found on the Web at www.gxs.co.uk, <http://blogs.gxs.com/> and <http://twitter.com/gxs>.

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