

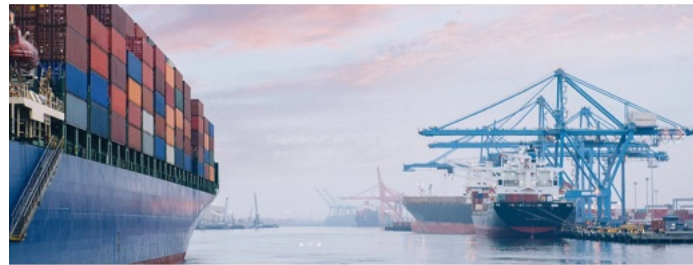


EAST-WEST LOGISTICS CO., LTD.



COMPANY PRESENTATION

Head Office East-West Logistics Co., Ltd.
10/1 Soi Farm Watana, Rama 4 Road, Prakhanong, Klongtoey, Bangkok 10110, Thailand.



<http://www.ewl.co.th>



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EAST-WEST LOGISTICS CO., LTD.

Established in 1977 EWL is one of the pioneer freight forwarding / logistics companies in Thailand.

Our business is managed via our Bangkok Head Office, Airport Office (terminal operations) and our Laem Chabang / Eastern Seaboard office.

1977

2024



Internationally EWL is a member of Hi-Tech Forwarders Network (HTFN) and are entirely independent with regards to our agency network decisions.

Despite a lot of changes seen in our industry and in Thailand, EWL has already maintained a top 10 position in the local market and remain a top agent with most carriers.

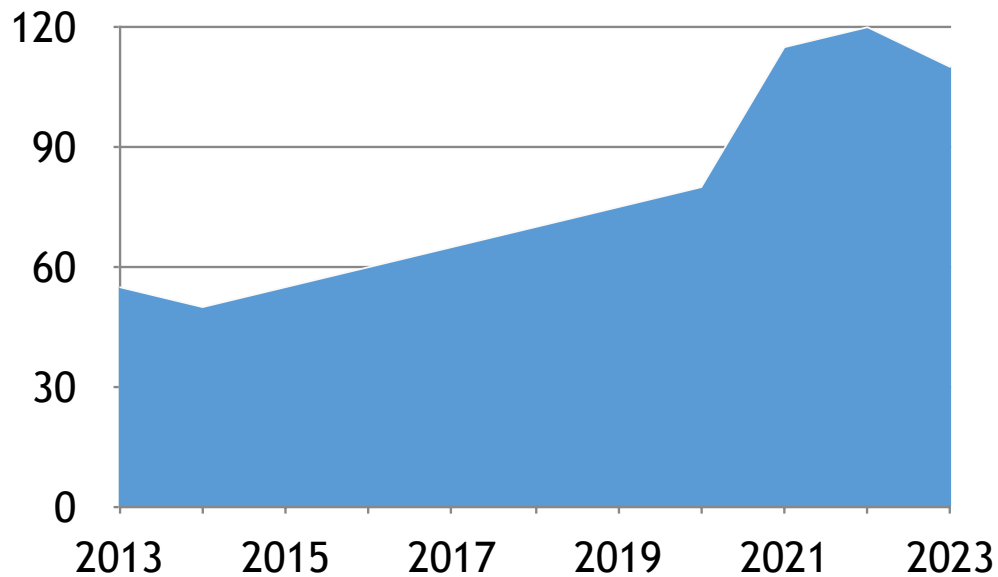


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EAST-WEST LOGISTICS CO., LTD.

Company turnover in USD (Million)



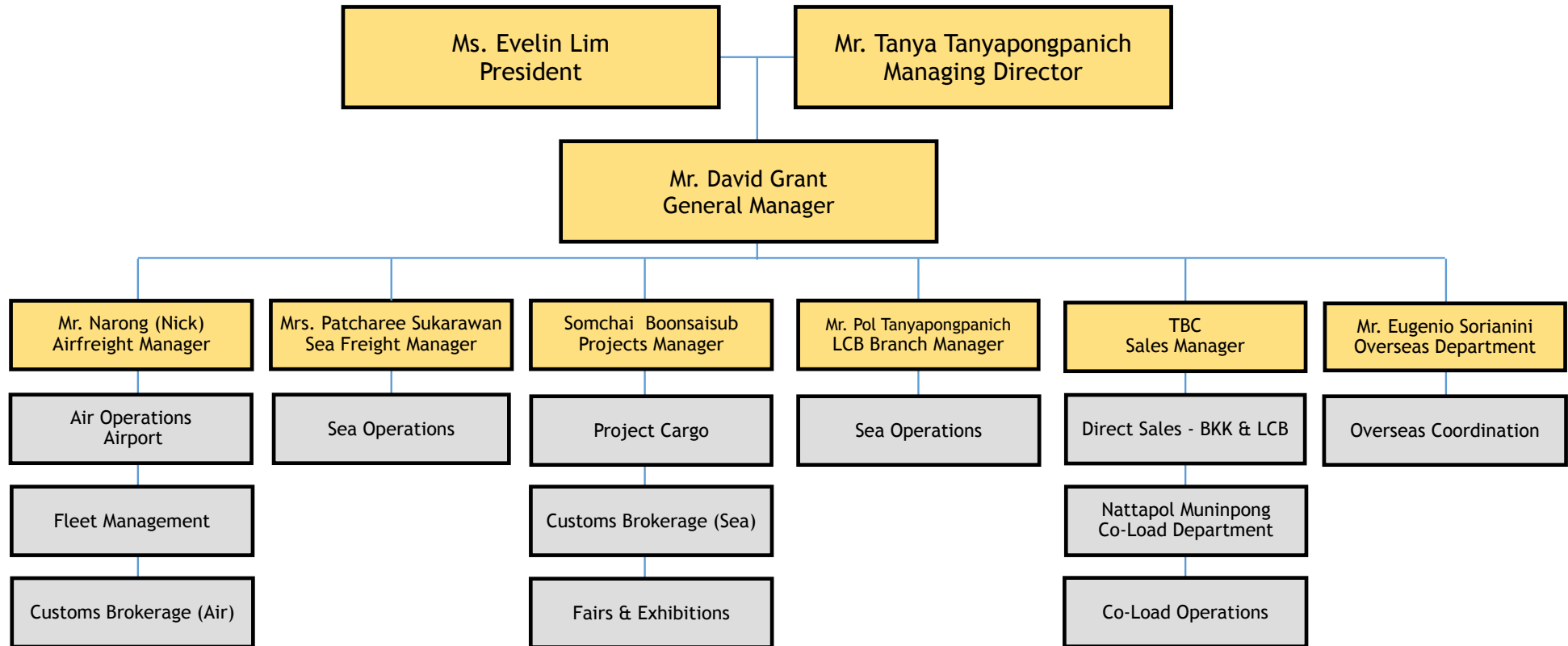
- ✈ Fully owned properties (HQ + Warehouse).
- ✈ Fully owned truck fleet.
- ✈ Fully owned and operated IT systems.
- ✈ AEO Certified & ISO Certified.
- ✈ Sales Turnover exceeding USD100m / Year.
- ✈ Complete Freight and Logistics Services.
- ✈ Fully established global network.
- ✈ Circa 180 staff, exc. Warehouse & Projects.



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EAST-WEST LOGISTICS CO., LTD.



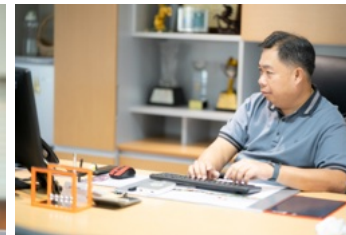
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EAST-WEST LOGISTICS CO., LTD.

- EWL is a pioneer of logistics and freight forwarding in the Thai Market.
- State of the art head office, with their own IT infrastructure and systems.



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EAST-WEST LOGISTICS CO., LTD.

EWL is an exclusive member of HTFN (Hi Tech Forwarders Network), one of the pioneer freight networks, founded more than 30 years ago.



EWL has also many independent agency agreements.

Many of our agents are market leaders and specialised in specific parts of the logistics industry.

Through our agent network we can provide comprehensive partner solutions for almost all vertical markets, including Automotive, Aerospace, Cool chain / Perishable, Consumer products, Electronic Components and On Board Courier / Express.



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EAST-WEST LOGISTICS CO., LTD.

HTFN Statistics

Global Position
Air freight
Top 20

Annual Turnover - USD \$2 Billion

Air Freight - 285,000 Tons

Sea Freight - 970,000 TEU

Offices Worldwide - 350

Employees Worldwide - 13,665

Countries Represented - 62

Members in association - 85

Global Position
Sea freight
Top 20

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EAST-WEST LOGISTICS CO., LTD.

Head Office & City Warehouse (BKK)

Management.

Air & Sea Freight Operations.

Customs Brokerage.

Cargo Loading & Handling.

Finance.

Sales & Marketing.

Transportation Management.

Airport Office

Operations & Ground Handling (24/7).

Customs Brokerage.

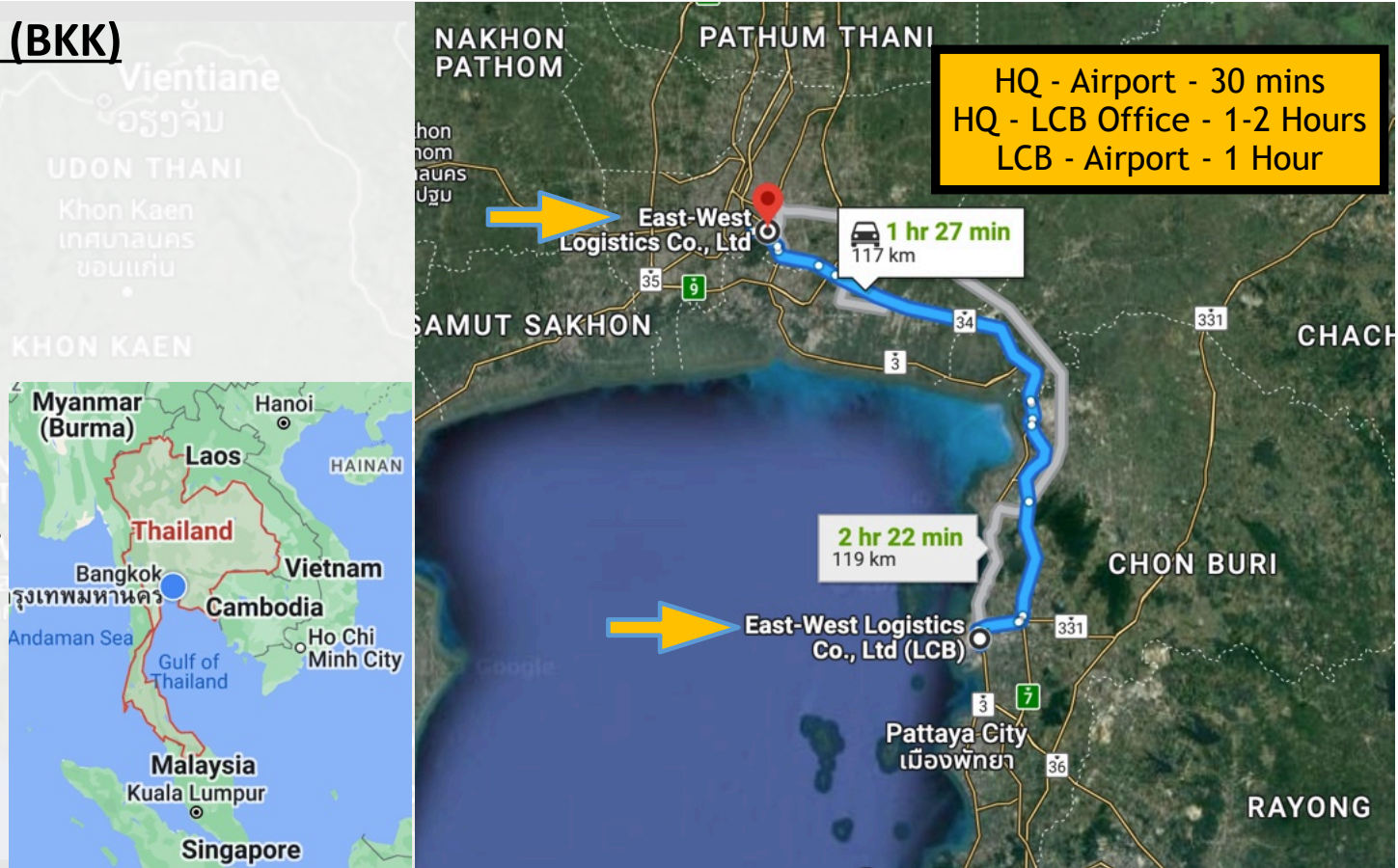
Laem Chabang Office

Sea Freight Operations.

Customs Brokerage.

Project Handling.

Warehouse & Logistics Services.



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EAST-WEST LOGISTICS CO., LTD.

AIR EXPORT 1,000 Tons/month

26% Europe
43% Asia Pacific
20% North America

11% Rest of the world

AIR IMPORT 300 tons/month

12% Europe
55% Asia Pacific
15% North America

18% Rest of the world

SEA EXPORT 550 TEU/month

18% Europe
45% Asia Pacific
15% North America

21% Rest of the world

SEA IMPORT 250 TEU/month

12% Europe
58% Asia Pacific
10% North America

20% Rest of the world

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EAST-WEST LOGISTICS CO., LTD.

MAIN COMMODITIES & PRODUCTS OF THAILAND

TRADITIONAL COMMODITIES

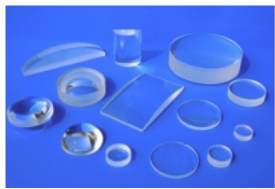
Perishable Cargo
Textiles & Garments
Footwear

GROWTH COMMODITIES

Automotive
Electronics
Consumer Products

SPECIALIZED COMMODITIES

Aerospace
Pharma
Healthcare



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EAST-WEST LOGISTICS CO., LTD.



RATES SEARCH

AIR PROCUREMENT



LIVE
Ad-Hoc's

Carrier
Performance

Criteria

☐ Quote to multiple ports

Adhoc Permissions

Carrier	ORG	DES	Category	Express	Rating	Currency	Remarks	Modifier	Manual		
ALL	BKK	Select Terminal	LAX	Find code	GCR	NO	ALL	THB	YES	NET/NET	

Desired flight date: 13/03/2024

- ☒ Show all valid rates
- ☐ Show only preferred carriers
- ☐ Show only promotional rates
- ☒ Show PTS Data
- ☒ Search adhoc rates
- ☐ Prepare rates as quotation

Search

Adhoc Rates Master File Rates Most Used Airlines Most Used Agent Upcoming Shipments

12/02/2024 to 13/03/2024 Update Export

Historical Billing Shipment planning

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EAST-WEST LOGISTICS CO., LTD.

KPI MONITORING



Shipment 15/08/2023 BKK → IST 235-2877 9693

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Archive

Quantity	Quantity Type	Actual M3	Gross Weight	Volume Weight	Chargable Weight
1	PA	1.12	143	187.2	188

Shipment No	HAWB	FLIGHT	COMMODITY				
AE2308-0279-01	EWL0039467	TK059	AUTOMOTIVE PART:PLASTIC BUCKLE LOWER				
ETD Date	ETD Time	Load Date	FROM:	BKK	SUARNABHUMI AIRPORT		
15/08/2023	07:50	14/08/2023	TO 1:	IST	ISTANBUL ATATURK AIRPORT	BY 1:	TK059
ETA Date	ETA Time	Clear Date	Original Booking: TK059:15/08/2023--:				
15/08/2023	14:00	14/08/2023					

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EAST-WEST LOGISTICS CO., LTD.

SEA PROCUREMENT

Day to Day Pricing.

- 1) Analyse partner contract options.
- 2) Compare to prepaid spot pricing.
- 3) Establish carrier payment terms (PP/CC).

Long Term Pricing

- 1) Review volume and flow of traffic.
- 2) Consider partner agent contracts and evaluate possibilities for long term pricing.
- 3) Preferential tariffs based on volume.



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EAST-WEST LOGISTICS CO., LTD.

PROJECT HANDLING

1. Sumitomo

BTS Red Line rail project

2. China Petroleum

Gas Pipe projects

3. CP Group

Air Charter handling live cows

4. Wellspun

Pipeline project on behalf of PTT/Thailand

5. Asiatique/Bangkok

Ferris Wheel Importation

6. Theme parks

Water parks (4 in total)

7. Motorsport Racing

Chang International Stadium - Buriram

7. BMW

Spare part & car body distribution.



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EAST-WEST LOGISTICS CO., LTD.

UNIQUE LOGISTIC HANDLING EXAMPLES

EWL has a long history of handling unusual shipments in Thailand.

Our team have a vast experience in handling shipments that need 'out of the box' thinking.

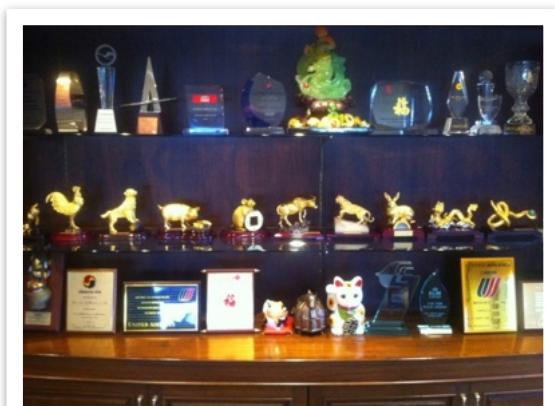


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EAST-WEST LOGISTICS CO., LTD.

CERTIFICATIONS & COMPLIANCE (ISO / AEO)

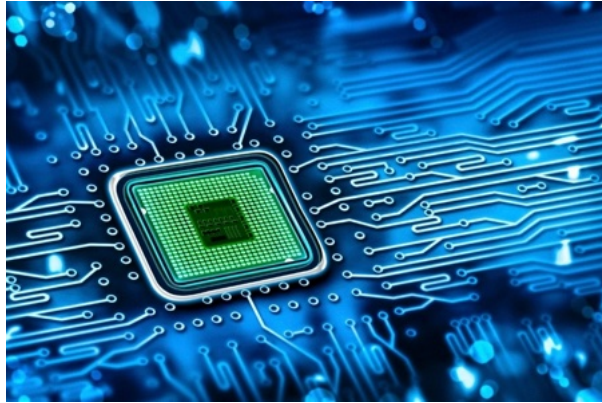


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EAST-WEST LOGISTICS CO., LTD.

THANK YOU !



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