AIR FREIGHT DIGITALIZATION – A CRITICAL REVIEW

Prepared by
Dimerco Express Group

Shanghai, China

2018/5/14
SUBJECTS

- Is the industry ready to digitize effectively air cargo sales?

- Is technology a “disruptor” or an “enabler” for the traditional forwarder?

- How Dimerco digitalize as a global logistics service provider?
Is the industry Ready to DIGITIZE Effectively Air Cargo Sales?
Is the industry ready to digitize effectively air cargo sales?

Article - February 2018

Air-freight forwarders move forward into a digital future

By Manuel Bäuml and Ludwig Hausmann

Digital challengers can’t replace every step in the value chain, at least for now. But they will nonetheless transform it over time.

Source from: McKinsey & Company
Traditional air-freight forwarders face increased pressure from three directions to digitize.

- **Digital forwarding specialists offering solutions for 1 or 2 elements of value chain**
  - Information/booking platforms provide price and market transparency.
  - Data-based services (e.g., track and trace) provide transparency throughout the value chain.
  - Examples: Convoy, Fleetmatics

- **Digitization of traditional forwarders**
  - Digitization of all front- and back-end value-chain processes (core business and value-added services)
  - Example: Kuehne + Nagel

- **Carriers using digital technologies to win some smaller customers from forwarders**
  - Digitization cuts cost to serve.
  - Automated processes enable proactive, individualized customer service.
  - Examples: CMA CGM, Lufthansa, Maersk Line

**Digital forwarders providing relatively wide range of services**
- Automated processes cut intermediary costs.
- Increased market transparency for customers cuts prices once breakpoint volume has been reached.
- Examples: Amazon, Flexport

Source from: McKinsey & Company

www.dimerco.com
The Trend of Digitization in the Air Freight Forwarders Industry

In 2030, air-freight forwarders will

- Automate their operations significantly
- Digitizing much of their business model
- Collaborate extensively with adjacent value-chain partners

Transforming air-freight forwarders through digitization

- Successful companies will be specialists, offering advanced data-based solutions.
- All surviving forwarders will be more digitized by 2025 than they are today, and by 2030 they will be very digitized indeed.
- The better they leverage these technologies to reduce their internal costs and improve the customer experience, the better their chances of keeping or extending their share of the profits.
Digitization Challenges Six Sources of Value

Exhibit 2
Digitization will put almost all of the traditional air-freight forwarders’ sources of value at risk.

<table>
<thead>
<tr>
<th>Value sources for customers</th>
<th>Activities of new digital players</th>
<th>Example</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value-added services</td>
<td>Demand for better data will help digital platforms bundle volumes for simple and some complex products.</td>
<td>Freightos, 4flow</td>
</tr>
<tr>
<td>Bundling of volumes</td>
<td>By partnering with carriers, digital platforms provide this data more quickly and at lower cost.</td>
<td>Xeneta</td>
</tr>
<tr>
<td>Information on capacities, rates, and routing options</td>
<td>Over time, digitized vertical specialists will improve their track-and-trace offerings.</td>
<td>Port of Antwerp</td>
</tr>
<tr>
<td>Information on status and arrival times of shipments</td>
<td>High-quality data will help digital players improve the matching of demand and capacity.</td>
<td>Amazon</td>
</tr>
<tr>
<td>Physical consolidation</td>
<td>Digitization eliminates complexity only in part—for example, booking engines combine some stages for end-to-end product.</td>
<td>CMA CGM</td>
</tr>
<tr>
<td>Reduction of complexity</td>
<td>Source from: McKinsey &amp; Company</td>
<td></td>
</tr>
</tbody>
</table>

*Value source applies only to forwarders.

www.imerco.com
Is technology a "DISRUPTOR" or an "ENABLER" for the Traditional Forwarder?
Is technology a “disruptor” or an “enabler” for the traditional forwarder?

Increased automation is changing global production networks.

- **Automated production at factory**: Machines provide constant feedback on production capacity and information on shipment-production status.
- **Autonomous truck to warehouse**: Driverless trucks move goods to warehouses, with live transit-location updates via satellite link.
- **Automated warehouse**: Machines handle all operations, from picking to transporting goods, with continuous information flow on status of goods.
- **Predictive shipping**: Goods are dispatched from warehouses to stores and to online retail supply chains ahead of demand, based on anticipated demand.
- **Shipment rerouting by customer**: Via mobile phone, customer has ability to view order status and input a new delivery destination.
- **Last-mile delivery**: Drones perform last-mile delivery and return pickups.

Source from: McKinsey & Company
OVER 47 YEARS ON THE ROAD ......

Dimerco Logo Change

Capital: USD12,500
Rev. <USD500k
1971

1973
May 17
DFSTPE

1976
1st Overseas Office
Feb.1
DIMNYC

1984
USD43M

1985
USD34M

1986
USD491M
Shareholder Restructure

1989
USD518.9M

2000
USD524.0M

2007
USD386.5M

2008
USD510.3M

2009
USD560.05M

2010
USD477.2M

2012
USD501.18M

2013
USD576M

2014
USD501.18M

2015
USD560.05M

2016
USD489.6M

2017
USD501.18M

2018
USD576M

Target Revenue USD630M

Dimerco Information Technology Development

DIM System
DIMNYC

Dimerco Information Technology Development
USD518.9M

USD5240M

USD386.5M

USD510.3M

USD560.05M

USD477.2M

USD501.18M

USD576M

Target Revenue USD630M

www.dimerco.com
How DIMERCO "DIGITALIZE" as a Global Logistics Service Provider?
DIMERCO IT STRATEGY DEVELOPMENT HISTORY

Y1998 positioned as “Market Challenger”

1989
DIM System
Platform: DOS
System: DIM (Air) + Account Mate
Connection: Standalone + Intranet

2000
eChain
Platform: WINDOWS
System: eChain(Air/Sea) + PERA
Operation Module fully integrated with eFAMS
Connection: VPN

2009
Value+
Platform: WEB 2.0
System: Value+ with eFMS as 12375
Total Supply Chain Management Solution
Connection: VPN + Internet

2017
Value+ 3.0
Platform: WEB 3.0
System: Value+ 3.0 with app. as 15861
Mobile Smart Logistics Service
Connection: Cloud Networking

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FROM THE PAST TO THE FUTURE

In 2001, positioning as "Window based PC Networking" organization, and effective December 6, 2017, Dimerco Express Group marks another historical milestone to upgrade to "Web3.0 Cloud Networking with app." based "Mobile Smart Logistics Service Provider and Integrator."
Dimerco position as “Web 3.0 Cloud Networking with Mobile Smart Logistics Service Provider and Integrator”

“Keeping up the pace with the trend in The IoT (Internet of Things) Digital Age, effective December 6, 2017, Dimerco Express Group marks another historical milestone to upgrade from "Window based PC Networking" organization to "Web3.0 Cloud Networking with app." based "Mobile Smart Logistics Service Provider and Integrator" to better serve our worldwide customers.”

– Mr. Paul Chien, Founder and Chairman of Dimerco Express Group

Three Criteria to qualify that:
1. An integrated Supply Chain Management IT Platform
2. Running Web 3.0 & Mobile base Application

www.dimerco.com
TOTAL ORGANIZATION STRENGTH

VIRTUAL
Internet + Big Data
Mobile Device & App

REAL
Workforce + Global Network
COMPREHENSIVE IT CAPABILITY
Dimerco Value Plus System®

Upgrade to Web 3.0 through Cloud with below features:

- Expandability & Flexibility
- Reliability & Availability
- System Application Oriented

Business Intelligence
Control Promptly, Analyze Flexibility, Business Performance

Supply Chain Oriented
Integrate Sales, Operation, Accounting and Financial management, Cross Supply Chain, Create Benefit

Automated
Integrate Operation Process, Deliver on-line information, Economize on paper, Protect the earth

www.dimerco.com
# PATENT APPLICATION APPROVED

<table>
<thead>
<tr>
<th>Patent</th>
<th>CYM (Consolidation Yield Management System)</th>
<th>Data Synchronization Method</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Country</th>
<th>Date</th>
<th>No.</th>
<th>Country</th>
<th>Date</th>
<th>No.</th>
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</thead>
<tbody>
<tr>
<td>Taiwan</td>
<td></td>
<td></td>
<td>US</td>
<td>Sep. 30, 2014</td>
<td>US 8,850,074 B2</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Taiwan</td>
<td>Jun. 1, 2014</td>
<td>I 439873</td>
</tr>
</tbody>
</table>

www.dimerco.com
Dimerco Value Plus System®– CLOUD NETWORKING BY WEB 3.0 BASED LOGISTICS SERVICE PLATFORM

www.dimerco.com
Dimerco Value Plus System®
FEATURE HIGHLIGHTS

• Supply Chain Orientation
  Integrates sales activity, operations, accounting, and financial management across the Supply Chain in the transportation and logistics industry for management efficiency and customer service excellence.

• Web 3.0 based collaboration on Cloud Networking with Applications
  Eases deployment, connectivity, accessibility, ensures high performance and service reliability, as well as reduces carbon footprint by taking advantage of energy efficient technology.

• Business Intelligence
  Centralizes the data control mechanism to improve data quality, with dynamic and flexible analysis reporting tool for customizable reports.

• Automation
  Preserves natural resources by reducing paperwork through the automation of integrated work flow and processes across the Supply Chain.

• Customer Focused
  Collaboration Service Platform as well as Data Integration capabilities for seamless connectivity with our esteemed customers.

www.dimerco.com
DIMERCO EXPRESS GROUP PROFILE
DIMERCO AT A GLANCE...

- Full-Service Air, Ocean, Customs Brokerage & Logistics Company
- Near 50 years of Int'l Logistics Services
- Y2017 USD 576 Million
- Over 2,000 Employees worldwide

- Global Presence with Asia Pacific Focus
- Supply Chain Management IT System
- Financial Stability: Public Listed Company
- Industry Solution Expertise

www.dimerco.com
“Be the Most Competitive Global Transportation & Logistics Service Provider, Integrator & Consultant”

First introduced in Y2003
DIMERCO MISSION

- A Chinese Company going international, allowing all productive employees & strategic partners regardless of their races & religion to participate and enjoy the growth of the company and to share the prosperity.
- To fully understand customers’ needs and to utilize all available technology & resources to pro-actively & creatively advise & provide the services to our customers for the growth of our business together.
- To learn ways to improve our competitive edge at all times in order to establish the most competitive transportation & logistics service company.

www.dimerco.com
CORPORATE POSITION & DEVELOPMENT

1971-1984
Taiwan Based Air Freight Transportation Service Provider

1985-1995
Asia Pacific Based Air and Ocean Freight Transportation Service Provider

1996-Present
Global Logistics and Transportation Service Provider

www.dimerco.com
CURRENT POSITIONING

"Your China & ASEAN Logistics Specialist"

First introduced in Y2014
DIMERCO CORE COMPETENCY

- Professionalism
- Teamwork
- Flexibility
CARRIER PARTNERSHIP

AIRLINES PARTNERSHIP

- Cathay Pacific
- China Airlines
- Eva Air
- Korean Air

SHIPPING LINES PARTNERSHIP

- CMA CGM
- Cosco Shipping
- Hapag-Lloyd
- Hyundai Merchant Marine Co., Ltd.
- KMTC
- Maersk

(Remark: Trademark belongs to the respective owner)

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VALUE TO CUSTOMER

- Supply chain management (SCM) & logistics management knowledge for logistics service solution
- Self-Developed IT Innovative Applications SCM based IT logistics, operation management & service platform integration capability with copyright registration
- Risk Management with Sound Financial
- Strategically placed global network with extensive marketing & sales outlets in China and Asia Pacific
- Organization built with Core Competences: Professionalism, Teamwork & Flexibility
- Strategic partnership with airlines, ocean liners & alliances

www.dimerco.com
WORLDWIDE SERVICE NETWORK & MARKET FOCUS
GLOBAL PRESENCE WITH CHINA & ASEAN FOCUS

China, Asia Pacific, North America & Europe:
300+ service outlets in 61 countries (150 owned offices in 17 countries)

Dimerco Network
Alliance Network

- Canada
- United States
- Netherlands
- China
  (Over 70 offices country-wide)
- Rest of Europe
- UK
- Korea
- Middle East
- Rest of Southeast Asia
- South America
- Mexico
- India
- Vietnam
- Indonesia
- Malaysia
- Singapore
- Thailand
- Cambodia
- Philippines
- Taiwan
- Japan
- Australia

<table>
<thead>
<tr>
<th></th>
<th>China</th>
<th>Asia Pacific</th>
<th>North America</th>
<th>Europe</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Own offices</td>
<td>77</td>
<td>50</td>
<td>18</td>
<td>5</td>
<td>150</td>
</tr>
</tbody>
</table>
## Logistics Warehouses in Selected Locations

Hong Kong, Shanghai, Beijing, Tianjin, Shenzhen, Singapore, Jakarta, Taipei, Los Angeles, San Francisco, New Jersey & Chicago

<table>
<thead>
<tr>
<th>Region</th>
<th>Dimerco Express Group</th>
<th>Alliances</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td># of countries</td>
<td># of service outlets</td>
</tr>
<tr>
<td>Asia</td>
<td>12</td>
<td>125</td>
</tr>
<tr>
<td>China &amp; Hong Kong</td>
<td>1</td>
<td>77</td>
</tr>
<tr>
<td>Others</td>
<td>11</td>
<td>48</td>
</tr>
<tr>
<td>North America</td>
<td>2</td>
<td>18</td>
</tr>
<tr>
<td>Central and South America</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Europe</td>
<td>2</td>
<td>5</td>
</tr>
<tr>
<td>Oceania</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>Africa &amp; Middle East</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>17</strong></td>
<td><strong>150</strong></td>
</tr>
</tbody>
</table>

Remark: Dimerco own offices including the representative offices, JVs & affiliates

Apr. 2018
**DIMERCO EXPRESS GROUP COMPANY LIST**

- **Dimerco HQ Office (CRP)**
  - **North East Asia Region (NER)**
    - Dimerco Express Corporation
    - Diversified Freight System Corporation
    - Dimerco Express (Korea) Corp.
  - **South East Asia Region (SER)**
    - Dimerco Express (Singapore) Pte. Ltd.
    - Dimerco Express (Malaysia) Sdn. Bhd.
    - Dimerco Express (Thailand) Co. Ltd.
    - Dimerco Express (Philippines) Inc.
    - Dimerco Vietfracht (JV) Co. Ltd.
    - P.T. Uniair Indotama Cargo
    - Dimerco Express (Australia) Pty. Ltd.
    - Dimerco Express (India) Pvt. Ltd.
    - Straits Continental Logistics Co. Ltd.
  - **North America Region (NAR)**
    - Dimerco Express (Canada) Corp.
    - Dimerco Express (U.S.A.) Corp.
    - Diversified International Service Logistics System Corp.
    - Dimerco Customs Brokerage Services Co. Ltd.
  - **Greater China Region (GCR)**
    - Dimerco Zhongjing International Express Co. Ltd.
    - Dimerco International Transportation (Shanghai) Co. Ltd.
    - Diversified International Transportation (Shanghai) Co. Ltd.
    - Dimerco International Logistics (Shanghai) Co. Ltd.
    - Diversified Transportation (CHINA) Co. Ltd.
    - Dimerco International Logistics (Shenzhen) Co. Ltd.
    - Dimerco Air Forwarders (H.K.) Ltd.
    - Diversified Freight System Ltd.
    - Diversified Transportation (HK & China) Co. Ltd.
    - Yuhang International Logistics(Dalian) Co. Ltd.
  - **Europe Region (EUR)**
    - Dimerco Express (U.K.) Ltd.
    - Dimerco Express Netherlands B.V.

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Apr. 2016
CHINA & HONG KONG
VALUE PROPOSITION
- Market Entry: in 1991
- Current 77 Offices
- Int’l Class A & Domestic Air Cargo Licensed
- NVOCC Licensed
- C-TPAT Certified
REGIONAL OPERATION HUBS DEVELOPMENT

Air Hubs: SHA, CAN, BJS, CTU, XMN & HKG
Ocean Hubs: SHA, CAN, NBO, XMN, TAO, TSN, SZX & HKG
Sea/Air Hubs: SHA, CAN, NBO, XMN, TAO, TSN, HKG & SZX

Aug. 2017
DOMESTIC TRANSPORTATION DEVELOPMENT

Domestic Transportation Operation HUBs set in Beijing, Shanghai, Guangzhou and Shenzhen.

Service Products

<table>
<thead>
<tr>
<th>48hrs</th>
<th>24hrs</th>
<th>12hrs</th>
<th>36hrs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Door To Door (Deferred)</td>
<td>Door To Door (Premium)</td>
<td>Port To Port (Time Definite)</td>
<td>Air Freight to/from Hong Kong via Shenzhen</td>
</tr>
</tbody>
</table>

Apr. 2016

www.dimerco.com
## CUSTOMS RELATED LICENSES & FACILITIES

<table>
<thead>
<tr>
<th>License &amp; Facilities</th>
<th>In-Charge Dept.</th>
<th>BJS</th>
<th>TSN</th>
<th>TAO</th>
<th>SHA</th>
<th>XMN</th>
<th>CAN</th>
<th>SZX</th>
<th>SIA</th>
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<tr>
<td>Customs Brokerage License</td>
<td>General</td>
<td>Y</td>
<td>Y</td>
<td>Y</td>
<td>Y</td>
<td>Y</td>
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<td>Administration</td>
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<tr>
<td>Customs Bonded Warehouse</td>
<td></td>
<td>Y</td>
<td>Y</td>
<td>N</td>
<td>Y</td>
<td>N</td>
<td>N</td>
<td>Y</td>
<td>N</td>
</tr>
<tr>
<td>Customs Supervised Truck (GPS)</td>
<td></td>
<td>Y</td>
<td>Y</td>
<td>N</td>
<td>Y</td>
<td>N</td>
<td>N</td>
<td>N</td>
<td>N</td>
</tr>
<tr>
<td>Inspection &amp; Quarantine Brokerage License</td>
<td>China Entry-Exit</td>
<td>Y</td>
<td>Y</td>
<td>N</td>
<td>Y</td>
<td>N</td>
<td>Y</td>
<td>Y</td>
<td>N</td>
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<td></td>
<td>Quarantine</td>
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<td>Bureau</td>
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</tbody>
</table>

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SOUTH EAST ASIA
VALUE PROPOSITION
DIMERCO SOUTH EAST ASIA PRESENCE

- Philippines 1978 (40 yrs)
- India 2012 (6 yrs)
- Indonesia 1989 (29 yrs)
- Australia 1994 (24 yrs)
- Thailand 1988 (30 yrs)
- Cambodia 2014 (4 yrs)
- Vietnam 2008 (10 yrs)
- Malaysia 1984 (34 yrs)
- Singapore 1980 (38 yrs)
- Myanmar 2013 (5 yrs)
- Brunei 1993 (25 yrs)
- Philippines 1978 (40 yrs)
- Vietnam 2008 (10 yrs)
- Cambodia 2014 (4 yrs)
- Indonesia 1989 (29 yrs)
- Australia 1994 (24 yrs)

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COMPREHENSIVE LOGISTICS SERVICES & ALTERNATIVE SERVICE SOLUTION
Dimerco Express Group provides multiple services that included both Dimerco Express (DIM) focuses on air freight services and Diversified Freight System (DFS) focuses on ocean freight services. The company coordinates the dual-brand strategy with our customized services including transportation, logistics, cargo insurance, import/export customs and inspections, domestic China transportation, cross-border road freight in Asia, Central European cross-border railway and cross-border e-commerce.
ALTERNATIVE SERVICE SOLUTION: CROSS-BORDER TRAIN / ROAD FREIGHT

Optimal Solution

By linking major locations in Europe, Southeast Asia and China
- Faster than Sea Freight
- Cheaper than Airfreight

Distribute Cargo in 36 cities of 14 countries in Europe

Cross-Border Train Freight (CBTF)
Westbound Weekly Departure

- XI’AN 14-20 Days
- ZHENGZHOU 16-18 Days
- SHANGHAI 20-22 Days

Multi-transportation from KR, JP, TW, HK via CN to Europe

Exclusive routing and on time delivery
No more delays with our innovative delivery schedule and solutions.

Cross-Border Road Freight (CBRF)

www.dimerco.com
A multimodal combined transportation route back and forth between Eurasia that depends on mainly the railway goods transportation has successfully been opened to Europe with 18 days in the whole route. We are banded together with ground logistics corporations in Kazakhstan, Russia, Lithuania, Germany and Latvia, and open much more special routes according to market demands. And 96 containers in 20 feet or 48 containers in 40 feet can be transported in every special route.

**Advantages**
- Fast and high efficiency
- Multimodal transport seamless joint
- Door to door transportation capacity
- High reliability
- Competitive price
- Environmental protection

**Main Lane**
- Zhengzhou- Hamburg/ Munich
- Shanghai- Poznan/ Hamburg
- Xi’an- Mala/ Hamburg

**Other Lane**
- Chengdu- Tilburg
- Chongqing- Duisburg
- Shenyang- Hamburg
- Wuhan- Hamburg/Duisburg/Lyon

**Transit time**
- **Price**: 70% cheaper than Air freight
- **Security**: GPS positioning monitor
- **Train**: 20 days faster than Ocean freight

www.dimerco.com
CBRF Service Features:
- 24/7 Command Center Tracking and Surveillance
- 45’ HQ Containers & Air Suspension Trailers
- Closed-Circuit Television (CCTV) Camera
- Panic Button and Immobilizer
- Lift-On/ Lift-Off (LOLO) of Containers at Border Gates
- Inland Clearance Depot (ICD), Free Zone (FZ) and Bonded Logistics Park (BLP) Hubs at Strategic Locations

CBRF Service Offering:

<table>
<thead>
<tr>
<th>Type/Service</th>
<th>Feature</th>
<th>Frequency</th>
<th>Rate Structure</th>
</tr>
</thead>
<tbody>
<tr>
<td>LTL</td>
<td>Loose Shipment</td>
<td>Scheduled Departures</td>
<td>Min &amp; Flat / Kg</td>
</tr>
<tr>
<td>FTL</td>
<td>Buyer Consolidation</td>
<td>Scheduled Departures</td>
<td>All-in rate per consol box + local charges</td>
</tr>
<tr>
<td>FTL</td>
<td>Chartered Truck</td>
<td>On request basis</td>
<td>Per 20’, 40’, 45’ container</td>
</tr>
</tbody>
</table>
COMPREHENSIVE LOGISTICS SERVICES
CARGO INSURANCE SERVICE

Cooperated Insurance Company:
American International Group Insurance Company (AIG)

- Cover domestic and international transportation insurance
- Professional customer service team, provide convenient and quick compensation service
- Plentiful international and domestic transportation service experience, provide your totally logistics solution
Dimerco continually strives to be the most competitive global transportation & logistics service provider, integrator & consultant, with legal compliance expertise worldwide for supply chain optimization and security.

DIMERCO
INDUSTRY EXPERT

We Provide Logistics Solution Tailor-Made For Individual Customer!

Dimerco provides customized services for customers around the world from 50+ leading industries.

Dimerco is listed as a vertical industry expertise in Technology by A&A*

INDUSTRY SOLUTION – CROSS-BORDER eCOMMERCE (CBeC) (3/3)

- Tailor-made Tracking for e-Commerce

1. Sales Order to DIMLAX
2. DIMLAX to DILHKG
3. Warehousing Process
4. Delivery Order Integrated with Courier Partners
5. Milestone Feedback by Partners
6. Customized Web tracking with Mobile Device Support

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GLOBAL AIR PERFORMANCE RECOGNITIONS (1/2)

EXPERTISE
Performance Recognition by Leading Transportation Organizations

- Ranked #24 Y2016 Air Freight Tonnage Top 25 Global Freight Forwarders by Armstrong & Associates
- “Top 10 Asia Pacific 3PLs” in Air Freight Forwarding Volume by Armstrong & Associates

Airfreight Forwarder of the Year 2017 & 2016 by Air Cargo Week

(Remark: Trademark belongs to the respective owner)
GLOBAL AIR PERFORMANCE RECOGNITIONS (2/2)

Recognized as Airfreight Forwarder of the Year 2017 & 2016

Source from Air Cargo Week. Also Published by Air Cargo Week in 2017 & 2016
GLOBAL OCEAN PERFORMANCE RECOGNITIONS

EXPERTISE
Performance Recognition by Leading Transportation Organizations

Y2016 Ocean Freight Volume Top 50 Forwarders by Datamyne

Y2015 & Y2016 Top 50 Ocean Freight Forwarders by Transport Topic

( Remark: Trademark belongs to the respective owner)
OTHER RECOGNITION (1/2)

Recognized on Award Finalist by Lloyd's Loading List (Sep.) and British International Freight Association (Oct.) in 2017

Source from Lloyd's Loading List, Link: https://maritimeintelligence.informa.com/events/awards/global-freight-awards/finalists

Source from BIFA, Link: https://www.bifa.org/finalists/finalists-2017

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OTHER RECOGNITION (2/2)

Recognized as Emerging Supply Chain Provider 2016

Source from India Cargo in Aug. 2016. Also Published by Cargo Talk in Sep. 2016
INNOVATIVE IT CAPABILITY & DIMERCO VALUE PLUS SYSTEM®
SUPPLY CHAIN SOLUTION

WE MAKE YOUR JOB EASIER!

Data Integration Capability

Real-Time Visibility

Reporting & Analytics with Dimerco Collaboration Service Platform

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COMPREHENSIVE IT CAPABILITY (1/2)

DIMERCO IT COMMITMENT

Visibility
- Supply Chain information / milestone Track & Trace
- Event Management & Notification
- Shipment Document Sharing capability
- Customize Reporting & Analysis Service

Collaboration
- Data Integration (ex. EDI) capability with all involved parties
- Collaboration Service Platform (CSP) via internet access
- Initiative on IATA e-freight Project to support paperless shipment. As of July 2017, Dimerco is ranked at:
  No. 8 by e-AWB penetration during Jan. to Jul. 2017 of Top-50 freight forwarder groups

Optimization
- Standardized Operation System with Local Applications
- Continuous Process Integration & Automation
- Supply Chain Flow Control Mechanism
- Reporting Management Tools

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COMPREHENSIVE IT CAPABILITY (2/2)

ELECTRONIC DATA INTERCHANGE (EDI)

- PO Management
- Advance Shipping Notice
- Customs and IATA eFreight
- Shipment Status Updates
- Warehouse Management
- Paperless Invoice Billing
- Custom-made Web Tools and Solutions
### DATA INTEGRATION WITH CUSTOMER & PARTNER

- **EDI (Electronic Data Interchange) Projects**

<table>
<thead>
<tr>
<th>Type/Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
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<tbody>
<tr>
<td>Customer</td>
<td>8</td>
<td>11</td>
<td>23</td>
</tr>
<tr>
<td>Carrier</td>
<td>1</td>
<td>1</td>
<td>1</td>
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<tr>
<td>Strategic Alliance</td>
<td>1</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td><strong>Total</strong></td>
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<td>13</td>
<td>26</td>
</tr>
</tbody>
</table>

- **EDI Customer Revenue Contribution (USD)**

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>7 M</td>
<td>17 M</td>
<td>70 M</td>
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