

# **INDO - TRANS CORPORATION**

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## Who We Are



ITL is positioned to be the premier regional Indo China solutions provider for Integrated Logistics, Aviation Services, Warehousing, Freight Management and Distribution. By playing an essential role in our clients' businesses and delivering best-in-class value added services throughout the supply chain, we strive for complete customer satisfaction at all times. ITL is committed to delivering the highest quality service coupled with the highest level of integrity in everything we do.

ITL endeavors to stay ahead through enabling creative solutions and the development of new services and products to provide customers with unparalleled and innovative yet cost effective solutions. Our success is attributed to our employees and measured by the enrichment of the quality of life of our people. We also continue to aim to fulfill our social and civic responsibilities to the communities we serve.

ITL is the leading integrated regional South East Asia-focused logistics player. With offices in Vietnam, Singapore, Thailand, Cambodia, Myanmar and Laos, ITL is well positioned to meet the needs of our customers in this ever growing and dynamic region. Whether its Aviation and GSA Services, Warehousing, Distribution, Freight Management, Distribution, Local and Cross-Border Transport or other local and market specific value added services, ITL is the premier regional logistics solutions provider. By playing an essential role in our clients' businesses and delivering best-in-class value added services throughout the supply chain, we strive for complete customer satisfaction at all times. ITL is committed to delivering the highest quality service in Integrated Logistics, Aviation Services, Warehousing, Freight Management and Distribution coupled with the highest level of integrity in everything we do.

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## Facts & Figures

Total Number of Offices: 98  
Total Number of Countries Covered: 6  
Total Number of Cities Covered: 57  
Total Number of Employees: 1500

## Core Services

With a full range a freight management, value add and contract logistics services, ITL is well suited to meet our customer's needs and help our valued partners to achieve their business goals for best in class operations and growth. ITL is the leading airfreight providers in Vietnam and the Indo China region, representing 22 airlines in Vietnam is 22 and 5 in Laos, Myanmar and Cambodia. In addition we are able to provide traditional freight forwarding services in all capacities and this ability combined with trucking and door-to-door services enable us to provide unparalleled service in the region. These services include the following amongst others;

- Aviation and GSA Services
- Agency Representation and Services
- Freight Management (Air, Sea, Cross Border)
- Customs Clearance
- Warehousing and Distribution
- Value Added Services

## Global Partnerships

Developing top quality, sustainable and successful partnerships is a cornerstone of ITL's success. With this in mind, we continue to constantly review and fine-tune our network by teaming up with the most reliable partners throughout the world. We seek like-minded partners sharing the same philosophy and desire to for growth through the development of a greater reach globally built on uncompromising quality of service.

With a global viewpoint being the pulse of our business, we cooperate with partners that maintain the best and most reliable expertise and capability in their local markets. We strongly believe that having the right partner in another region reflects an extension of our company and can only add value to our serviceability and ITL's ability to provide our local customers with a wider range of options.

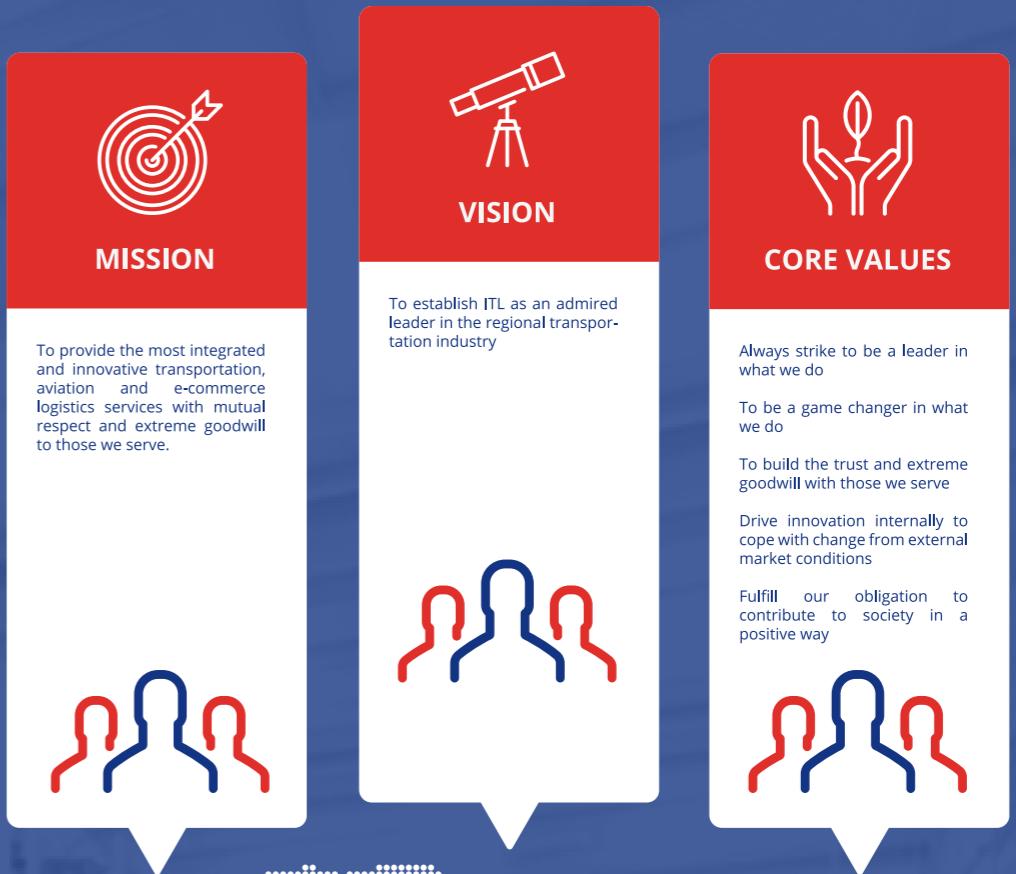
## Our Network

Our head office is located in Ho Chi Minh City and we have more than 30 branch offices across Vietnam. Regionally we have offices in Cambodia, Laos, Myanmar, Singapore and Thailand.

## Corporate Social Responsibility

At ITL, maintaining the highest ethical, social and environmental standards are essential to maintaining the trust of our employees, customers, partners and suppliers. Underpin the decisions we make every day.

Whether it is the environment community or our employees, we know that we have the responsibility to demonstrate our commitment to these three areas and bring positive change for current and future generations.



# Aviation **SERVICES**



ITL Aviation services operate with a wealth of experience using proven success-driven methodology in the region. ITL Aviation's core differentiator is our ability to deliver flexibility and reliability at the highest standard of expertise for 24/7 Real-Time Customized Logistic Solutions.

ITL Aviation provides a one stop shop service to any airline seeking to improve its presence and operation in our markets. Our services cover:

- Cargo GSSA
- Charter and Brokerage
- Ground handling and ramp services
- Flight support
- Interline and Finance

ITL Aviation Cargo and our affiliates operate as both General Sales & Services Agent (GSSA) and General Sales Agent (GSA) offering a full range of services on behalf of 22 world's most reputable airlines in Vietnam and Indo-China such as Thai Airways, Qatar Airways, AirBridgeCargo, Jetstar Airlines, Ana Cargo, AirFrance, Thai Air Asia, Jeju Air.... In addition, we handle cargo services for 200 plus flights per week in Vietnam and Indo-China...





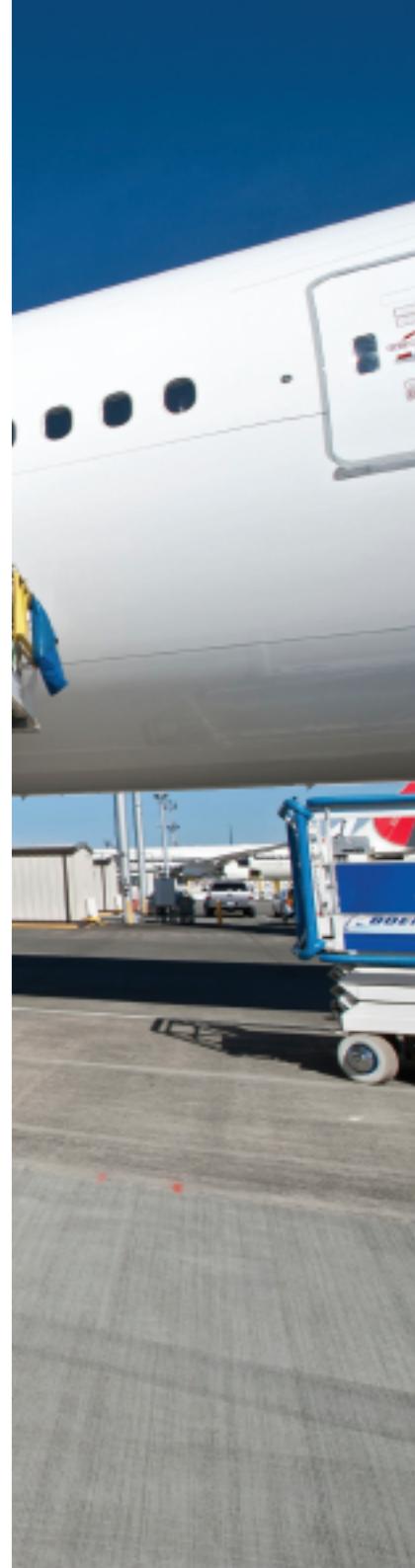
# Market Leading **AIR FREIGHT PROVIDER**

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With the leading air freight market capacity from Vietnam and the Indo China region combined with our market leading position in aviation and GSA services, ITL is a premier provider of air freight service in the region. In addition to competitive rates, ITL understands that our clients demand safe, secure and swift handling of their cargo. We are confident in having a very reliable and well-known worldwide network of agents combined with our highly experienced team trained and certified in air cargo handling, security procedures and processes.

We provide air freight services including but not limited to Airport-to-Airport, Airport-to-Door, Door-to-Airport and Door-to-Door options customizable to our customer's needs.

Our extensive reach in air freight is further portrayed in the diversity of our ability to provide special handling such as barcode scanning, perishables, dangerous goods, cold room cargo, garment on hanger and other customized services such as heavy lift and charters.





# Excellence in **SEA FREIGHT SOLUTIONS**

ITL provides you with the most reliable, trouble-free, on time seafreight services to complement your supply chain demands. Our network coverage includes a full range of services including Less-the-Container Load (LCL), Full Container Load (FCL) and Buyers Consolidation (CFS) in all trade lanes. In addition, ITL offers full service EOR (Exporter of Record) and IOR (Importer of Record) services to its customer base as required.

We offer a full range of export services to a vast global network of destination ports. With our dedicated team of responsive staff, we take pride in servicing our vertical market customers such as global fashion retail companies by providing them with buyer's own consolidation and freight management services with the most efficient volume-cost expectation.

In addition, we offer best-in-class service capabilities for import requirements. ITL has a leading market advantage to combine services to offer a seamless in-house door solution managed directly by our experienced team from cargo arrival, customs clearance, warehousing if required and final delivery to the destination.

ITL offers customer specific solutions to fit every size of customer, from small to global organizations. With our local expertise, we put the world at our customers' fingertips in a reliable, secure, flexible and service oriented environment via our global network and strong carrier relationships.



# Road and Domestic **TRANSPORT**

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With an owned fleet of over 180 container prime movers and 250 chassis, centralized in 3 main transport hub centers in South, Central, and North Vietnam, ITL brings value you to your doorstep through our high quality road transport solutions.

We offer best-in-class service and continually invest in our fleet and operation to meet the increasing demands of customers and the market. In addition, ITL operates the leading visibility offering in the market, offering a comprehensive and integrated Transportation Management System (TMS) – GPS – SMS e-alert and Track and Trace solution. This brings value to our customers by both improving service and reducing total cost to serve.

Our trucking services include:

- Full Truck Load (FTL)
- Less Than Truck Load (FTL)
- Nationwide Distribution Network
- Cross Border Transport
- License Multi-modal cross-border truck operator
- Full insurance coverage
- Integrated solution offerings including warehousing and distribution, freight management and customs services

Our customers include some of the world's largest FMCG companies globally as well as leading manufacturers and importers in Vietnam. Across our customer's requirements – road, rail, long-haul, short-haul, hub or pure distribution, ITL is a leading asset based road service provider in Vietnam.



# Indochina **CROSS BORDER TRANSPORT SOLUTIONS**

In the Indochina region, despite its complex borders, the development of the regional economy has brought increasing logistics demand for cross border trade. ITL Indochina infrastructure and local expertise underpin its market leading strength in the region. This allows us to support a wide range of cross border solution offerings built on our network, allied partners and asset investment. Today, ITL has an existing extensive and growing capability and licensing to operate our own assets directly within the region, maintaining service control and reducing risk for our customers. We are fully license and direct asset operators currently in 3 key Indochina markets:

- Vietnam - China
- Vietnam - Laos
- Vietnam - Cambodia

We are a fully licensed and insured operator across our key markets in Indochina.

# Total **LOGISTICS SOLUTIONS**

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We focus on delivering total logistics solutions customized to our customer's requirements. Through our meticulous approach to solution design and execution, we have gained the necessary experience and trust that is recognized by our valued customers. This is evident from our growing blue chip customer base within Vietnam and Indochina. From basic pick and pack and warehousing and distribution services to the more complex vendor hub, cross-dock, and reverse logistics, we have what it takes to take on your logistics needs.

ITL makes complex requirements look simple with our full range logistics menu:

- Logistics Distribution Centers (LDC)
- Bonded Warehousing
- Inventory Management
- Distribution and Transportation (DNT)
- Customs Brokerage
- Importer of Record (IOR)
- Exporter of Record (EOR)
- Customized Value Add Services

ITL's logistics success is characterized by its extensive coverage in all areas of logistics and our attention to detail aimed to completely satisfy our customers. With our relentless approach to innovation, product enhancement and KPI management, ITL can truly offer you a whole new spectrum of total logistics leaving you to focus your investment and resources on your core business activities.





# Project CARGO

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Since 2016, ITL has cooperated with Vietranstimex, the leading Project Transport and Logistics company in Vietnam, to offer specialized domestic and worldwide transport services of heavy-lift and door to door project cargo.

Vietranstimex owns and operates an extensive fleet of conventional and specialized over-dimension and lift transport facilities ranging from conventional lifting devices, prime movers and trailers to latest generation equipment in special cargo handling. The company covers every aspect of specialized transport services both domestic and internationally including warehousing, transport, customs brokerage and freight management services via road, air and sea.



## Warehousing and **DISTRIBUTION**

ITL is one of the leading warehousing companies in Vietnam, warehousing services are at the core of our supply chain management solutions. We operate over 08 strategically located warehouses with over 80,000 m<sup>2</sup> of warehouse space across North and South Vietnam, making us one of the largest providers of warehousing services in Vietnam.

All of our facilities are fully equipped and meet international standards including:

- CCTV and fully secured operations
- Direct links to customs as required
- Dock levelers dedicated for container trucks
- Best in class Warehouse Management Systems (WMS)

Our unique WMS can be tailored to suit specific customer requirements. Our WMS's flexibility allows modifications to suit the warehouse service needs of individual customers, including product data and inventory management.

ITL's integrated capability enables us to offer a full suite of services; the warehouse handling, operations management, customs clearance, full range trucking and distribution services an awful range of value added services based on our customers' needs.



# ITL's Regional Presence

ITL is the leading integrated regional South East Asia-focused logistics player. With offices in Vietnam, Singapore, Thailand, Cambodia, Myanmar and Laos, ITL is well positioned to meet the needs of our customers in this ever growing and dynamic region. Whether its Aviation and GSA Services, Warehousing, Distribution, Freight Management, Distribution, Local and Cross-Border Transport or other local and market specific value added services, ITL is the premier regional logistics solutions provider. By playing an essential role in our clients' businesses and delivering best-in-class value added services throughout the supply chain, we strive for complete customer satisfaction at all times. ITL is committed to delivering the highest quality service coupled with the highest level of integrity in everything we do.

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# Why partner **WITH ITL?**

## AWARDS



TOP 500 LARGEST ENTERPRISES IN VIETNAM



TOP 100 VIETNAM TRUSTED BRAND



TOP 20 VIETNAM LOGISTICS ENTERPRISES BY  
VLA-2014



TOP 50 VIETNAM BEST ENTERPRISES



TOP 1 VN 3PL COMPANY IN 2014 BY VIETNAM  
LOGISTICS ASSOCIATION

## ASSOCIATIONS

