

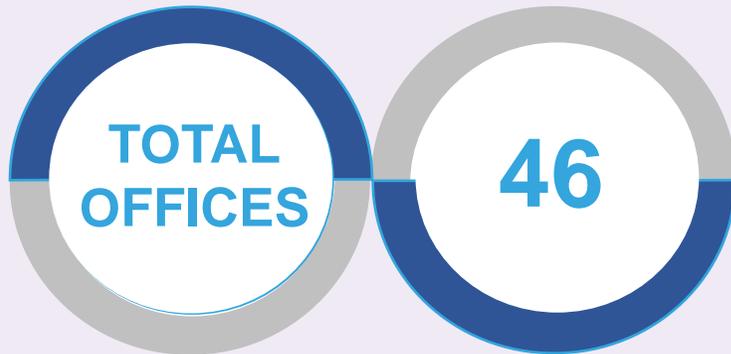
# AWOT GLOBAL LOGISTICS GROUP



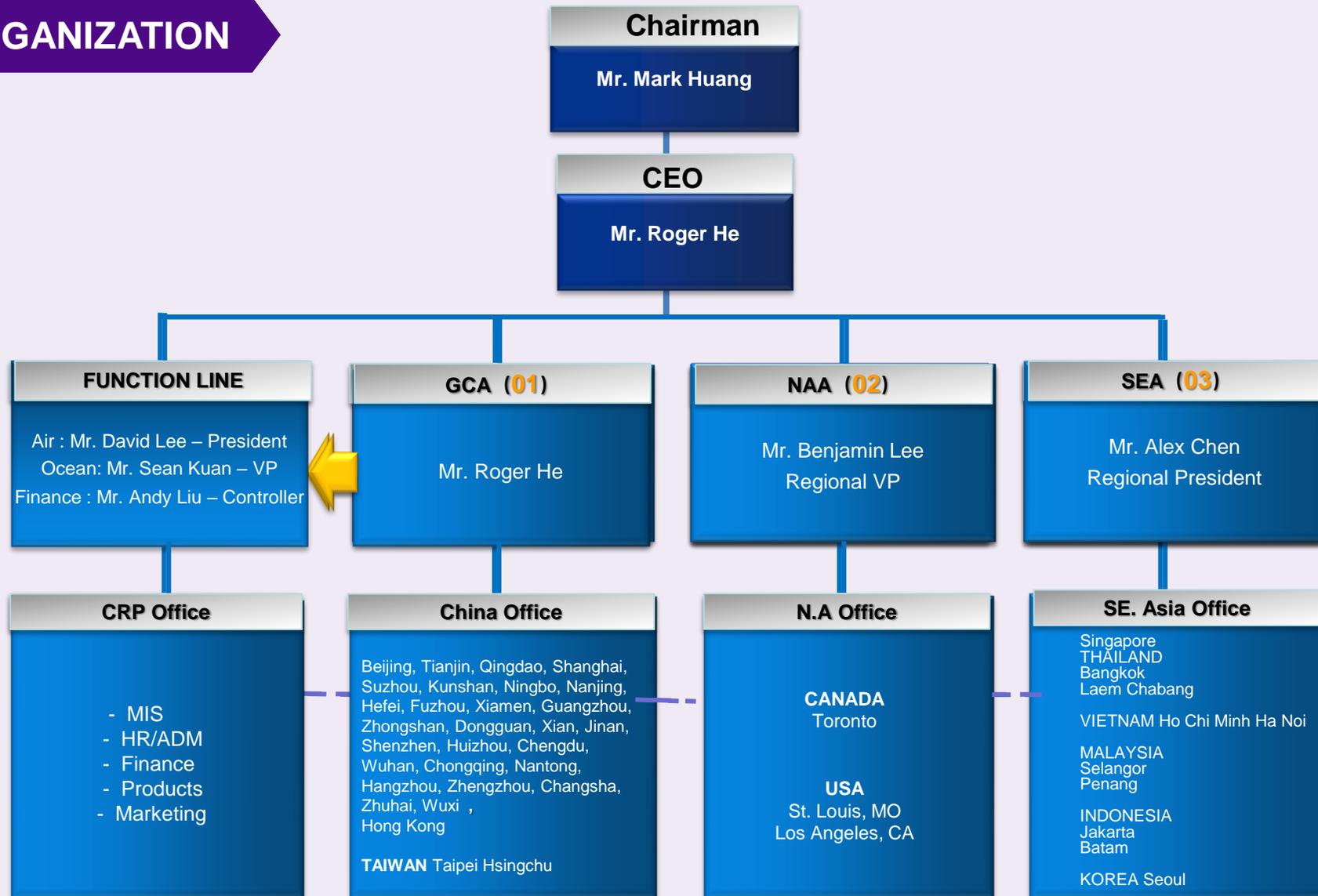
# AWOT GLOBAL LOGISTICS GROUP

- 01 Company History
- 02 Highlights
- 03 Partnership
- 04 Global Network
- 05 Service Scope
- 06 Operation Capability
- 07 MNC Development
- 09 IT Ability
- 10 License & Accreditation
- 11 Award & Recognition
- 12 Social Responsibility

# COMPANY HISTORY



# AWOT ORGANIZATION



## HIGHLIGHTS

● Offices

46

● Employee

1100

Revenue  
**\$3207  
Million**

Shipments  
**+478,000**

Tonnage  
**+495,000**

TEU  
**+255,000**

## COMPANY CULTURE

- Building future with actions now.
- Accomplishing mission through team work.
- Recognizing dignity, integrity and trustworthiness.
- Exceeding customers' expectation by raising standards.
- Searching excellence via innovations.
- Creating win-win by way of self enhancement.



**PARTNERSHIP**



# PARTNERSHIP

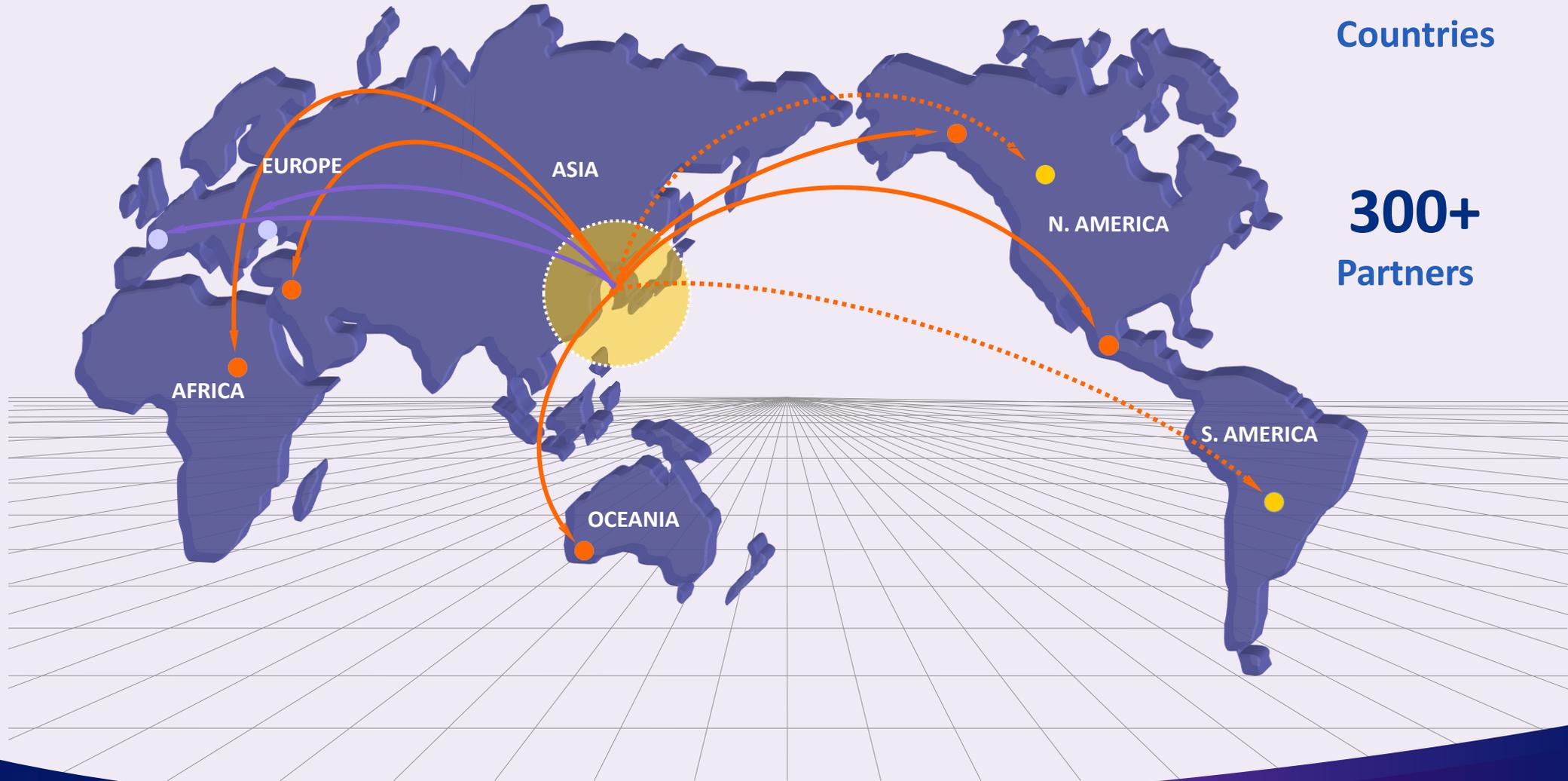


# GLOBAL NETWORK

## Agent Development

**100+**  
Countries

**300+**  
Partners



## General Services

- International air freight
- International ocean freight
- Cross border road freight
- Domestic transportation
- Bulk freight shipping
- Integrated logistic services
- Customs entry
- Cargo insurance



## Project Cargo Services

- Charter Flight
- GOH Container
- Exhibition Vehicles
- Live Plants and Animals
- Chemicals
- Jet Engines



### Charter to Meet Market Demand

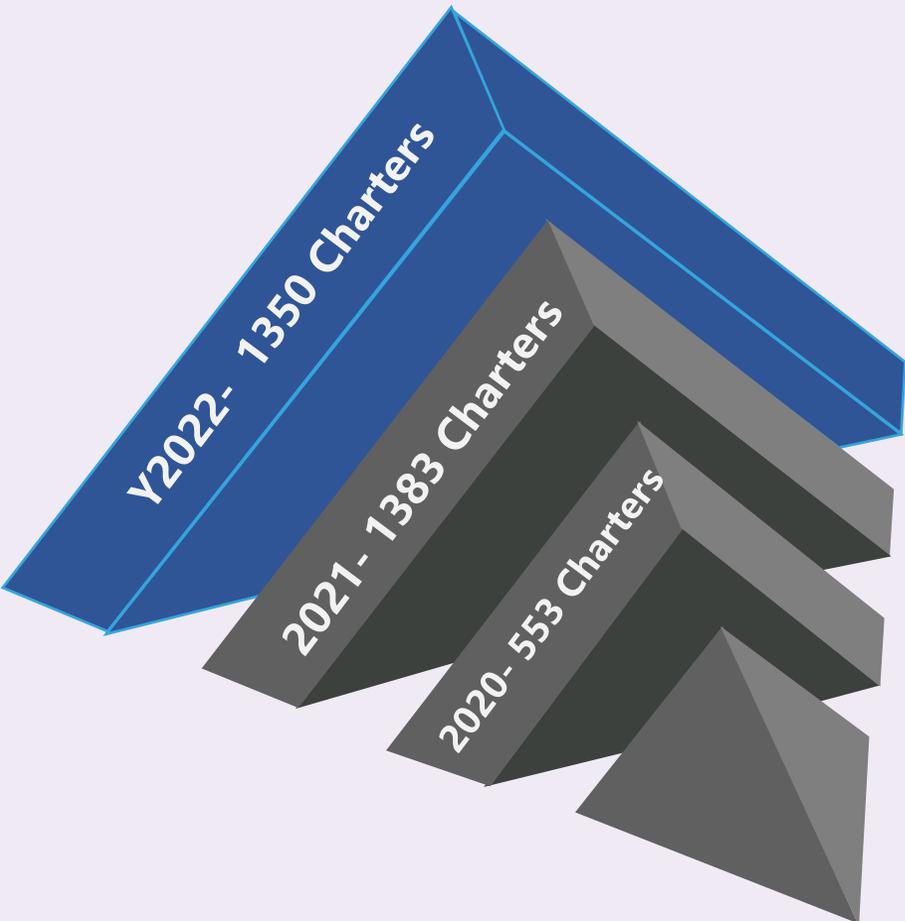
Air Charter program has been a great success and continues to be a “must have” service product in critical situations. It actually makes a name for us.

List below are some of the commodities we handle through charter flights:

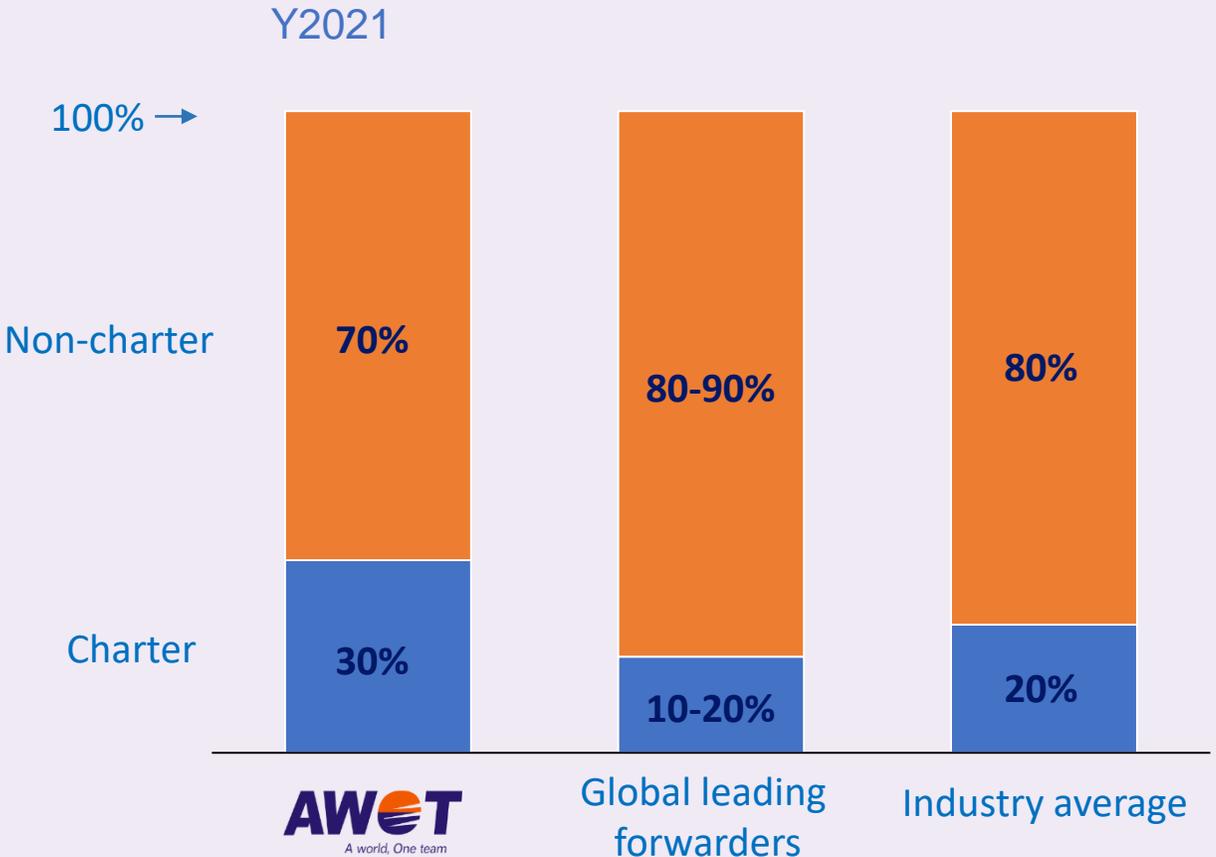
- General Cargo
- Odd size and / or heavy cargo
- Project (Automotive, AOG, Specialty car etc.)
- Health-care / medical supplies
- Hazardous Materials
- Critical demand



# Air Charter Program



# Proportion of chartered capacity for CN-US lane



Source: McKinsey report

## Major Hubs Operational Capabilities

### Airfreight Configuration

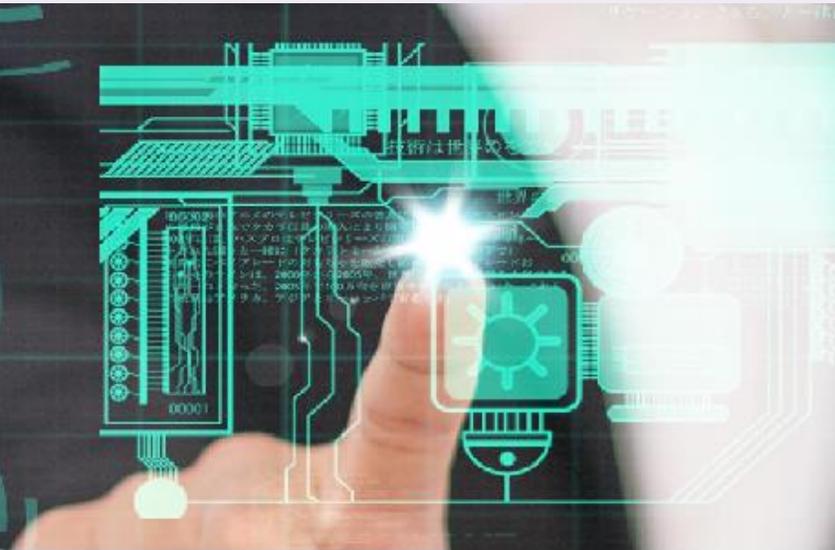
	CAN	SZX	HKG	SHA
Customer Service (staff#)	38	20	31	35
Production Management (staff#)	10	5	8	11
Airport/Warehouse Operation (staff#)	40	6	50	28
Customs Clearance (staff#)	8	3	5	9
Warehouse (Square Meter)	4500	4000	120000	6000
Forklift	8	3	30	6
Transferring Truck	9	3	15	8
CCTV 24hours	10	8	120	8



# MNC Development Task Force Team



## Semiconductor & Automotive



### Professional Service

- ✓ Dedicated team
- ✓ IT support
- ✓ Protection
- ✓ Solution provider
- ✓ SOP



Service quality is about “attitude”. We listen to, analyze and accommodate what customers look for.

## Major Commercial Customers by Industry



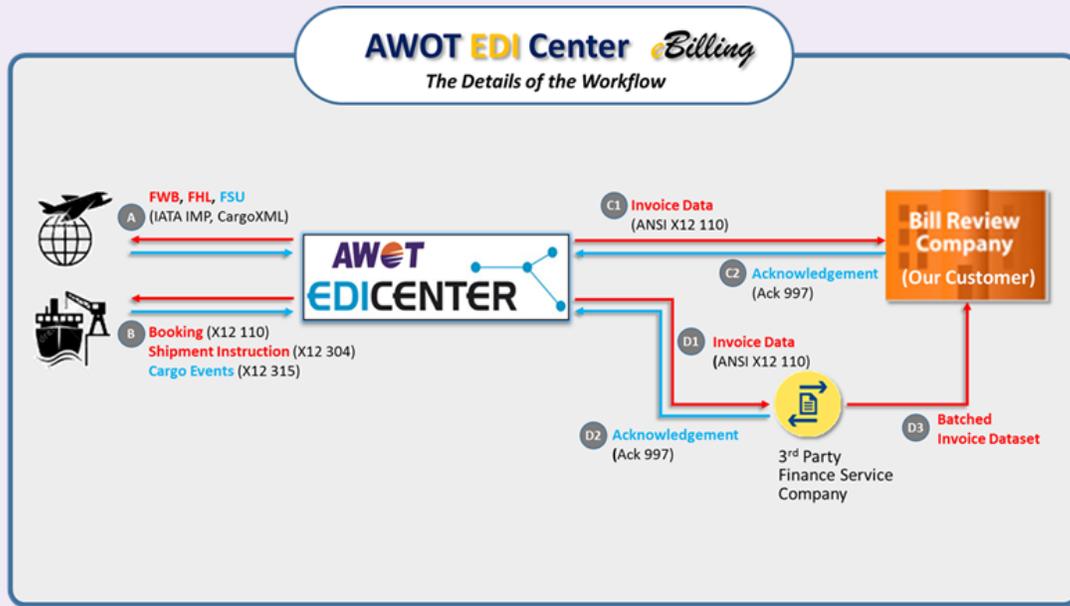
Semi-conductor / EMS / Electronic Distributor/ e-Commerce

## Major Commercial Customers by Industry



Telecommunication / Automotive/ others

# STRONG IT CAPABILITY



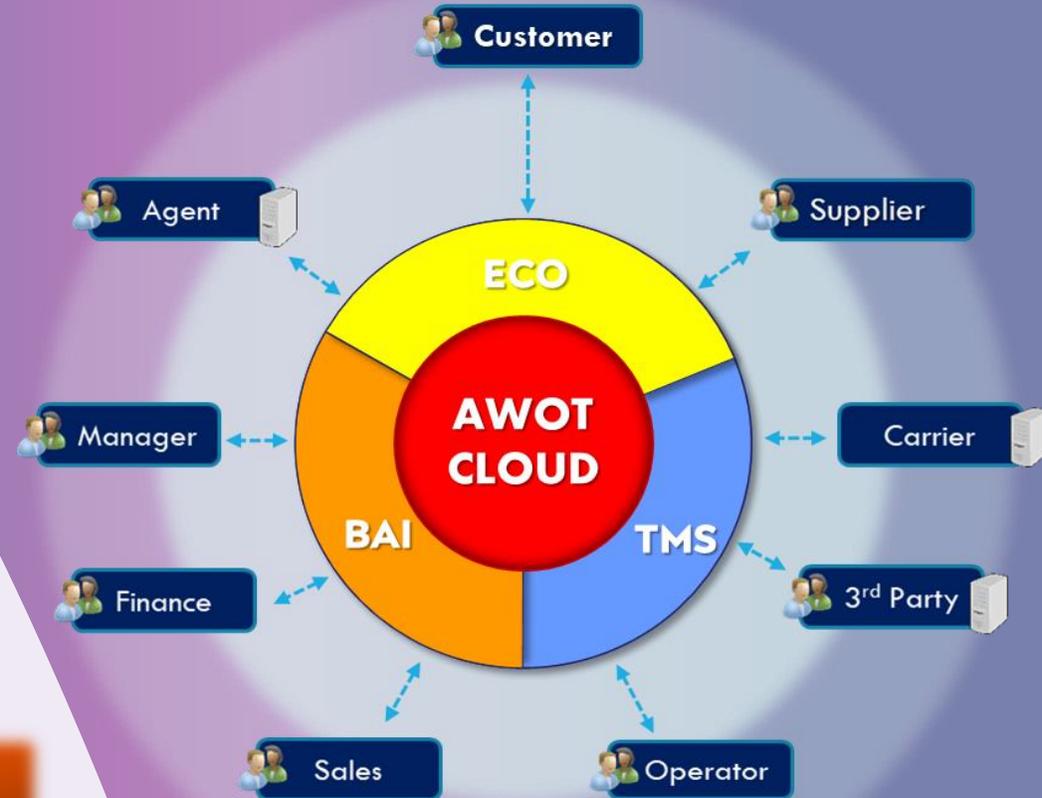
*Connected*

*Integrated*

*Collaborated*

## AWOT CLOUD Service Platform

- Automated tracking and tracing of shipments
- Electronic data interchange (EDI)
- Electronic document management
- Online booking and tracking
- Analytics and business intelligence
- Integration with other systems
- Cybersecurity
- Mobile-friendly platform



## ■ Licenses and Accreditation

- Business license
- CAAC certificate
- Chamber Of Commerce membership
- IATA and CASS membership
- NVOCC certificate
- WCA membership
- Certified DG cargo operation
- TT Club
- AEO certificate
- ISO certificate
- C-TPAT certificate

### CAAC



### NVOCC



### Business License



### WCA Membership



## AWARD & RECOGNITION

\* Ranked and recognized by Armstrong & Associate, Inc, an international third-party logistics market research organization. We are very honored and proud to have received the following awards:

### 13rd place

- top 20 global air freight forwarders 2021 by Armstrong & Associate, Inc (A&A)

### 18th place

- top 20 global freight forwarders 2021 by Armstrong & Associate, Inc (A&A)

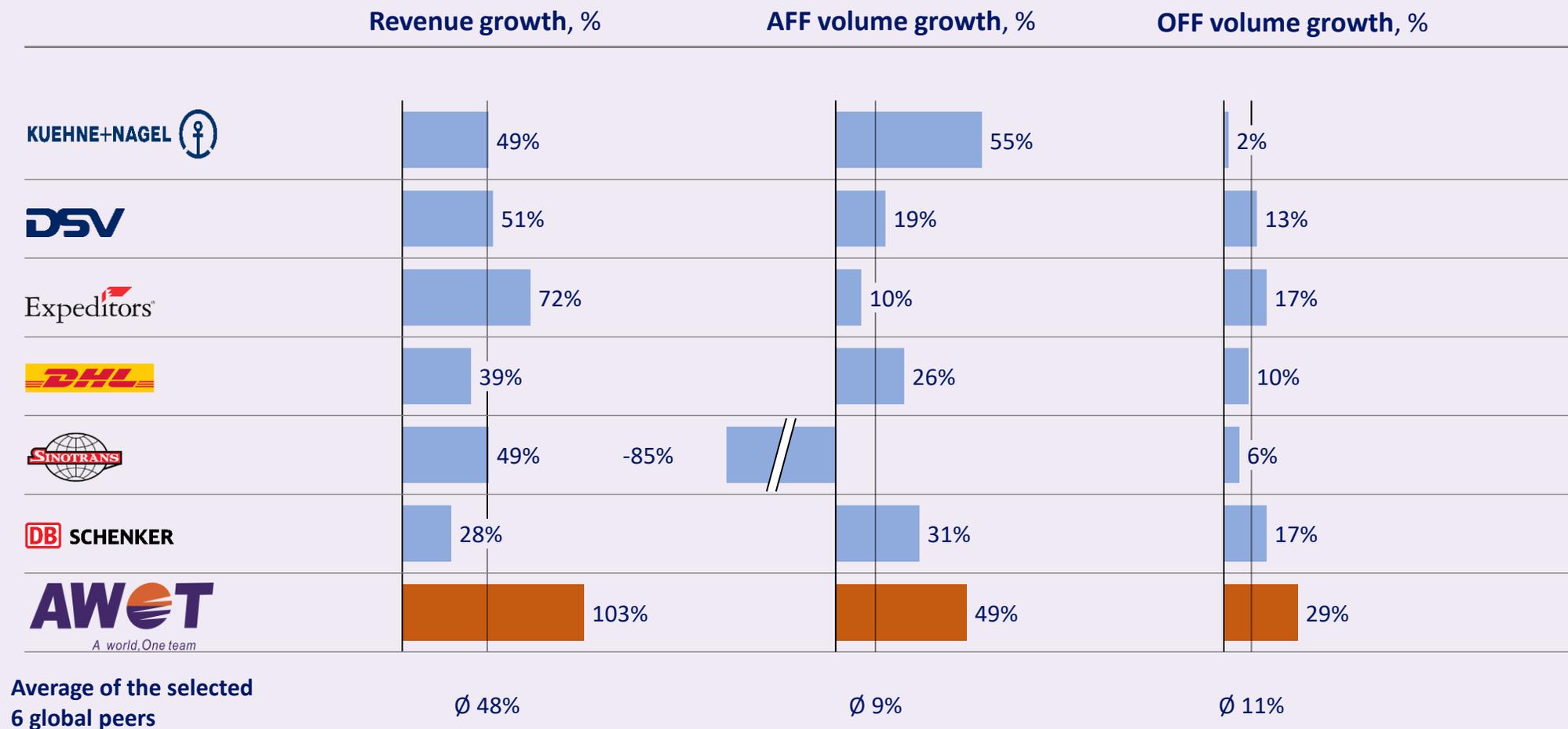


A&A's Top 25 Global Air Freight Forwarders List  
Ranked by 2021 Air Metric Tons

A&A Rank	Provider	2021 Air Metric Tons*
1	Kuehne + Nagel	2,220,000
2	DHL Supply Chain & Global Forwarding	2,096,000
3	DSV	1,510,833
4	DB Schenker	1,438,000
5	Expeditors	1,047,200
6	UPS Supply Chain Solutions	988,880
7	Nippon Express	971,763
8	Sinotrans	804,000
9	Kintetsu World Express	728,534
10	Bolloré Logistics	656,000
11	Hellmann Worldwide Logistics	652,100
12	Kerry Logistics	520,415
13	AWOT Global Logistics Group	486,216
14	CEVA Logistics	474,000
15	CTS International Logistics	416,190
16	Yusen Logistics	410,000
17	...	...
18	...	...
19	...	...

# AWOT has been growing at a faster pace comparing to global peers

- 2020-2021 group level business growth benchmarking



Source: McKinsey report

# PARTNERS' VOICES

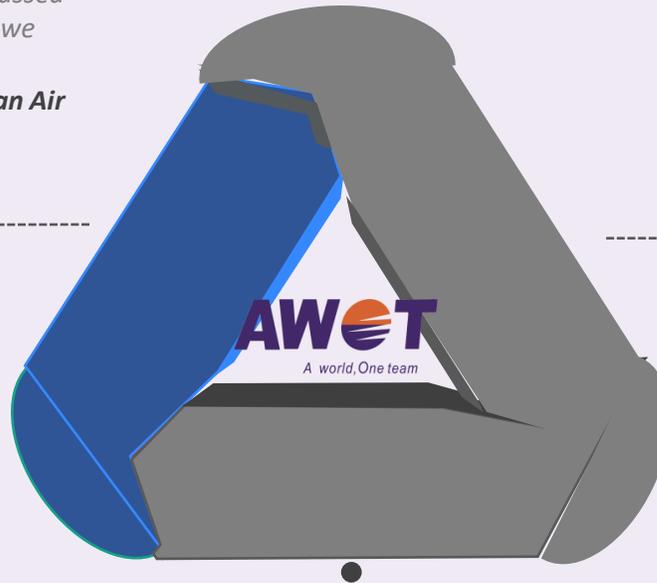
“ ” We have formed strong strategic relationship in the past... switching to more flexible capacity can of course be discussed to achieve win-win for both of us. At the end of the day, we view Soar as our great partner with two-way support.

– Korean Air

## Strong Carrier Relations

“ ” Soar has strong fulfillment track records with us, and we view our relationship in a long-term perspective. Therefore, more flexible arrangements can be discussed based on our strong foundation.

– China Airlines



“ ” There are some KAs with demands on lanes we don't have much capacity. Soar is able to help us on these lanes with their strong access to capacity

– Operation manager, global FF player

“ ” Not only us, but other top global FF players prefer stable relationships with only selective FFs for ease of management. Soar has been working with us for many years, and is always helpful during busy seasons to help us secure capacity

– Logistics manager, global FF player

## Industry Reputation For Co-loading

“ ” Soar has strong presence and reputation in the south. Given their great relationship with China Southern airlines and Korean Air, Soar is able to secure capacity for us on a timely basis

– Operation manager, Local FF player

## Strong Service Mindset & Emergency Handling Capabilities

“ ” Soar's operations staff are willing to go extra mile to help us resolve any problems... they would adjust their invested resources with higher agility whenever needed

--- Logistics manager, a local KA in Auto parts industry

“ ” Soar has strong operational execution for their domestic sections; however, services delivered by their overseas agencies could vary a lot, as they do not always have strong control over their service levels

--- Logistics manager, an international KA in Electronics industry

“ ” Soar's strong access to capacity supports for TCC requests so that products can get delivered on time

--- Operations manager, an international KA in Electronics industry

### Scholarship Programs

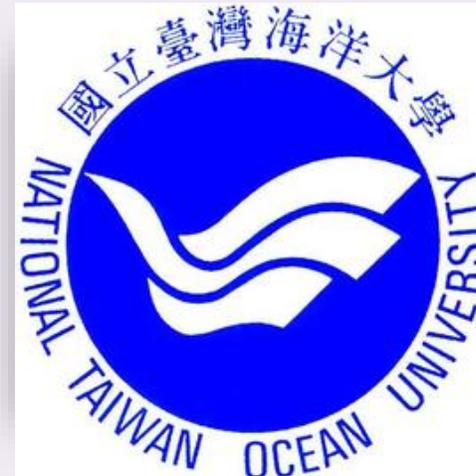
In association with Jiangsu Maritime Institute, a college specializing in maritime educations in China where thousands of students graduate and become a major workforce for the industry,

AWOT provides full scholarship to dozen of students who are academically strong and financially less fortunate every year.



### Internship programs

Programs are made available to students with different majors any where there is an AWOT office in the country.



### Career Opportunity

Many of the scholarship recipients and internship programs students have chosen to start their careers with us.

# SOCIAL RESPONSIBILITY

- Donation to Zhengzhou Red Cross Society for Zhengzhou floods
- Canada/China/Singapore office delivers anti-epidemic supplies

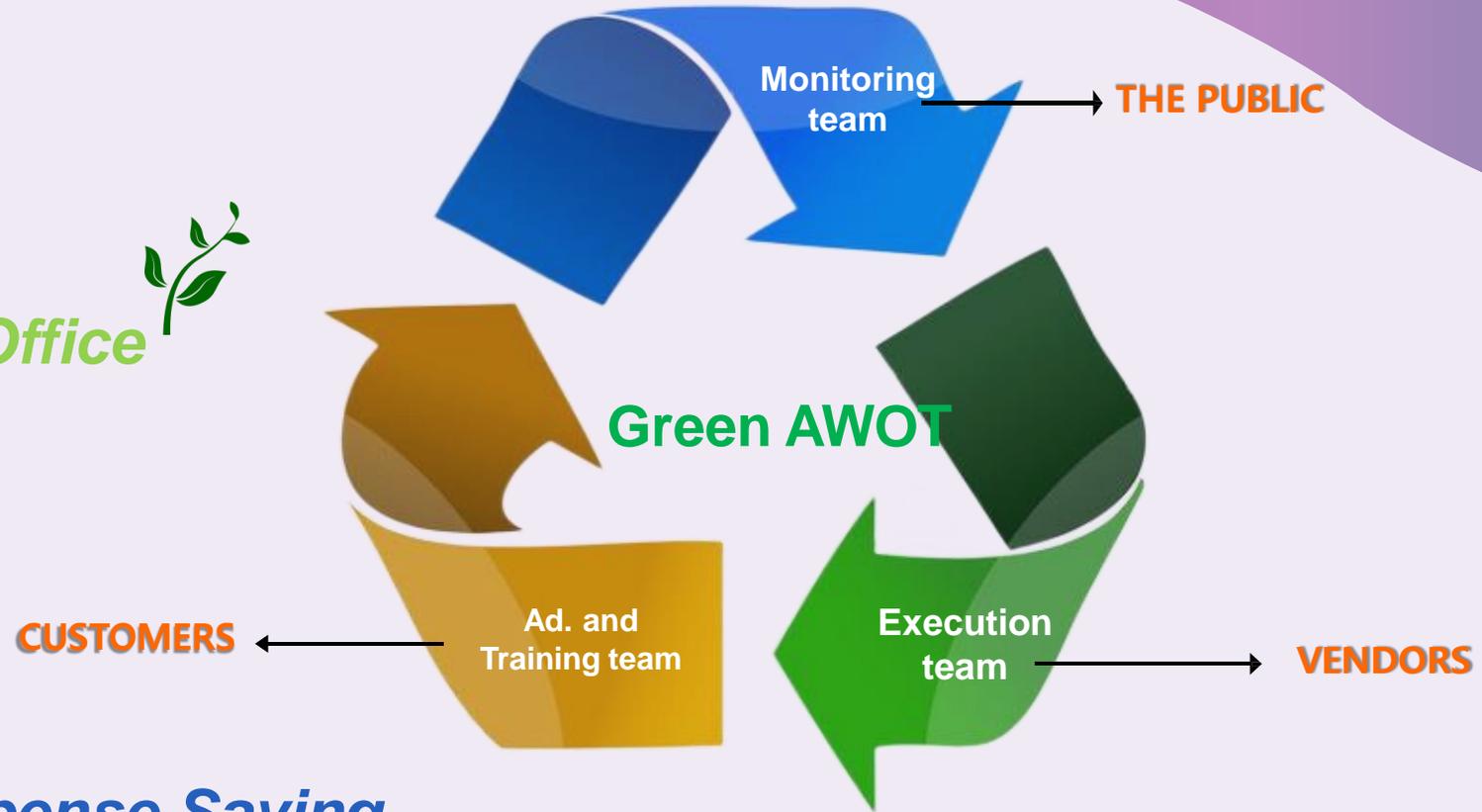


- Sponsor the National Golf Games Champion



# SOCIAL RESPONSIBILITY

☐ *Green Office*



☐ *Expense Saving*

☐ *Energy conservation & Carbon reduction*

☐ *Social Responsibility*



**THANK YOU!**

**Your Best Logistics Specialist in Asia**