



LEADING REGIONAL INTEGRATED LOGISTICS SOLUTIONS PROVIDER





- INTRODUCTION
- ITL CORE BUSINESS
 - Our business
 - Proven track record
- OUR VALUE PROPOSITION
- NATIONAL CHAMPION AT 2024

INTRODUCTION



- ITL Corporation was established in Vietnam since 2000 and now expanded to cover Indochina region including: Vietnam/Cambodia/Laos and Myanmar.
- ITL is one of the Top 500 biggest companies in Vietnam and Vietnam Top 50 the Best, with business covering comprehensive logistics & transportation industries: air/sea/land/rail...
- ITL has over 3,000 professional, young and aggressive team members; this is the main engine to grow our business into the future.
- ITL is transforming to be ready for the new future of an ever-changing industry through our Digital Transformation and at the same time building an extensive asset base thanks to its M&A strategy.



ITL CORE BUSINESSES



AVIATION SERVICES



FREIGHT MANAGEMENT



CONTRACT LOGISTICS



AIRPORT CARGO
TERMINALS & OPERATION



PORTS OPERATOR
& PORT LOGISTICS



RAIL TERMINAL
& SERVICES



OTHERS: ECOMMERCE /
PASSENGER SERVICES ...



ITL - PARTNER OF CHOICE



- **Trusted Partner Platform**

ITL is a trusted and proven partner for companies investing in Vietnam & Indochina

- **Market Expertise**

Leading Top 500 Company and Top 3 in Sector, touching a diverse range of business and regulatory areas

- **Organizational Network and Assets**

Ability to leverage early market entry to create competitive advantage through nationwide Network and Assets in 1st tier & 2nd tiers cities

- **Experienced Board and Management Team**

Enabling a quick and safe investment channel into Vietnam

- **Local Relationships and Know How**

Access to local resource for development



AVIATION SERVICES



ITL as Leading GSA

- Airlines Representation
- Airlines Cargo & Passenger General Sales Agent (GSA)
- Air Charter
- Ground Handling

- 22+** Number of Airlines that ITL Aviation and it's Affiliate JV Represent in Vietnam & Indochina
- 300+** Number of Flights that ITL Aviation & it's Affiliate JV handle /week in VN & Indochina
- # 1** Our position as truly leading GSA cover most Int'l Airport in Vietnam & Indochina

INT'L FREIGHT MANAGEMENT



Air Freight

Expedite services to worldwide destination
Airport to Airport / Door to Door
Soft & hard block space with Airlines

Sea Freight

FCL/LCL services by ocean to worldwide
Buyer Consolidation
FS & Bonded warehouse

Multi-modal Transport

Truck-Air / or Rail-Truck multi modal
License multi modal by Gov
Point to Point or Door to Door services

Customs brokerage

Customs brokerage license
E-customs EDI interlink with Custom dept.
Special cargo handling & IOR / EOR

CONTRACT LOGISTICS



Total Logistics Solutions:

- *Warehousing and Inventory management*
- *Distribution and Transportation*
- *Customized solution & Consultancy*
- *Special logistics vertical Retails / Cold Chain / VMI ...*

Best-in-Class WMS/ TMS system

Manage over 15 Distribution Centers with over 300,000 m² of warehouse space

**Operate over 200 light to heavy distribution trucks
(from 1.5 tons to 10tons capacity)**

Distribution network covering 54/64 provinces in Vietnam



Logistics Super Hub development in Vietnam

VSIP Bac Ninh – 60,000 m²



ICD Song Than – 50,000 m²



Logistics Super Hub development in Vietnam

LOGISTICS DA NANG – 20,000 m²



VSIP Binh Duong 1 – 20,000 m²
VSIP Binh Duong 2 – 15,000 m²



Sotrans Logistics Hub in Vietnam

Total area: 159,000 m²



TRUCKING – HAULAGE

- Trucking Full Truck Load (FTL)
- Trucking Less Than Truck Load (LTL)
- Distribution network nationwide
- Trucking Cross Border (VN - China / VN - Cambodia & Lao)
- License Multi-modal cross-border Truck Operator
- Operate over 300 Container Prime-Movers and +800 trailers
- Green and HSE approved
- Comprehensive TMS system (integrated with GPS - SMS alert - Track & Trace)
- Fully insured coverage



AIR CARGO TERMINALS



Saigon Air Cargo Express Center

Capacity: 100,000 tons through put



Hanoi Air Cargo Express Center

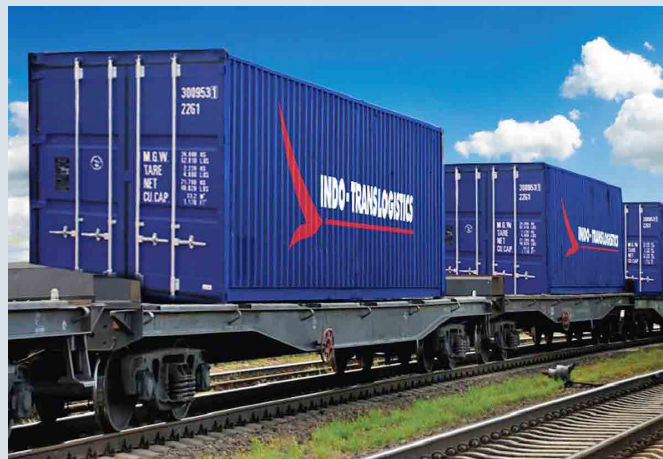
Capacity: 80,000 tons through put (in progress)

OUR CUSTOMERS



RAILWAYS TERMINAL & SERVICES

- **Ha Noi (Yen Vien) Railway Container Terminal**
- **Ho Chi Minh Terminal:** on feasibility study and proposal submission



Yen Vien Station



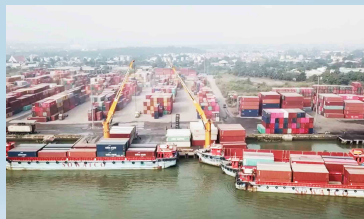
PORT & PORT LOGISTICS

- Leading Port & Port Logistics Company in Vietnam
- Operate the Port network in South Vietnam with through put close to 2 Mil TEU
- Target to expand to North Vietnam and Mekong Delta Region
- Leading Waterborne & Badging Operator to connect inland
- Ports & ICDs with Deep Seaport
- End to End solution



PORT-ICDS-DEPOT NETWORK

LONG BINH PORT



**SOWATCO
LONG BINH PORT**

SOTRANS ICD



TRUONG THO ICD

DEPOT SUOI TIEN



DEPOT SUOI TIEN

VICT PORT (37%)



**VIETNAM INT'L
CONTAINER TERMINAL**

DONG NAI PORT (+20%)



DONG NAI PORT

LONG BINH PORT

LONG BINH PORT (UPGRADE 2021)

- Total capacity : 1 Mil TEU
- Total size: 20 Ha
- Quay length : 550 m



ICD TRUONG THO

- Total area: 10 Ha
- Current 1 Piers with lengths: 412m.
Ship acceptance capacity up to 5,000 DWT
- Container through put : 450,000 TEU
- Equipment: 03 Crawler cranes 50tons/unit,
3 Reach Stackers for laden, 6 Reach
Stackers for empty and 10 container truck for
in-port shuttle
- Reefer container yard: 100 plugs
- Premium location to connect with all
HCM Ports & ICD



PORT & PORT LOGISTICS

VICT PORT JOINT VENTURE (ASSOCIATE)

- Total area: 20 hectares
- Current 4 Piers with lengths: 678m. Ship acceptance capacity up to 25,000 DWT
- Container through put (2020): 700,000 TEU
- Equipment: 7 Quay Cranes 45 ton container truck for in-port shuttles/unit, 10 RTG 50 tons/unit. 4 Reach Stackers/ 24 Reefer container yard: 440 plugs
- Premium location to connect with all HCM Ports & ICD



DONG NAI PORT (ASSOCIATE)

Cargo throughput in 2019: 9,881,328.957 MT

■ LONG BINH TAN PORT (CONTAINER PORT):

Total area: 24 ha.

Berth length: 300m

Maximum size of vessel acceptable: 5,000 Dwt.

■ GO DAU PORT (CONVENTIONAL PORT)

Total area: 54 Ha.

Berth length: 500

Maximum size of vessel acceptable: 30,000 Dwt.



SUOI TIEN DEPOT

DEPOT INFORMATION:

Total area: 4,3 ha.

24/7 SERVICES:

Provide empty containers.

Stock empty containers

Maintenance & repair service: checking, cleaning, repairing following IICL standard.

Manage Containers by CMS software – reporting container status by day, week, month to shipping line.



WATERBORNE TRANSPORT

- SOWATCO is the leading company in container barging transportation via inland waterways in HCM City and Mekong Delta Provinces.
- Main routines are internal HCM City, HCM City – Cai Mep deep seaport & HCM – Binh Duong, Dong Nai Province.
- Own fleet of over 30 river barges & tug boats
- 22 units of self propelled barges with capacity from 84 TEUs to 250 TEUs. Total capacity 2,300 TEUs each way. Loading capacity 5,000 tons.



PROVEN TRACK RECORD



Vietnam Value 2022



TOP 500 Biggest Companies
in Vietnam 2022



VNR's TOP 50 Vietnam The Best 2022



Top 20 Vietnam Logistics
Enterprises by VLA



TOP 10 Most Reputable Logistics Companies
in Vietnam 2022



Best Companies to Work For In Asia 2022



TOP 50 Corporate Sustainability Awards 2022



Sao Khue - Morning Star Award 2022



Asian Technology Excellence Awards 2022



GFA Label Leaf Level Three



KEY CUSTOMERS

SAMSUNG

SEKO

MASAN
GROUP



WANEK
FURNITURE COMPANY LIMITED



VINFAST

 **Electrolux**


Unilever

TTI

Ashton
Furniture Consolidations LLC



MAERSK

 **LG**
Life's Good

 **DKSH**

VALUE PROPOSITION

COMPREHENSIVE
INTEGRATED/
END2END
SOLUTION

NETWORK
COVERAGE
MAJOR CITIES +
2ND TIER / 3RD
TIER CITIES

STRONG
ASSET BASED
IN PREMIUM
LOCATIONS

SOLID
PLATFORM
WITH
+ 45 YEARS
HISTORY OF
SUCCESS

FUTURE
READY WITH
TECHNOLOGY
TRANSFORM



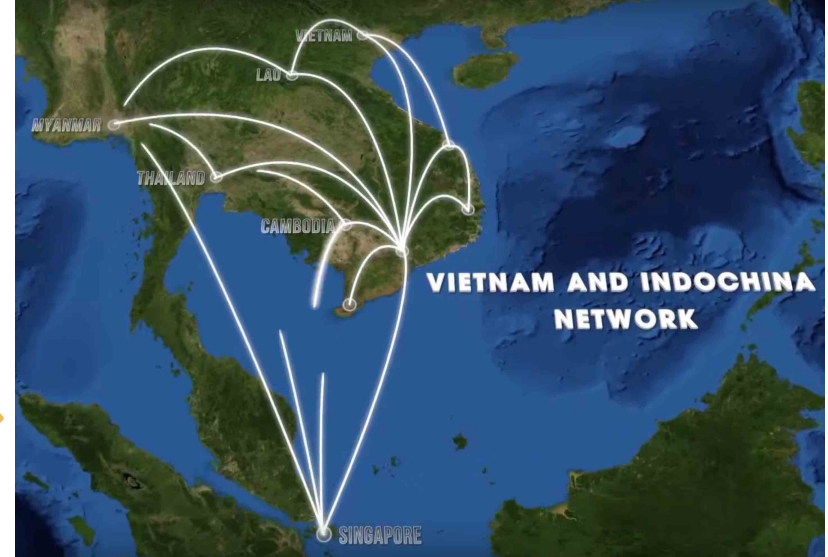
VALUE PROPOSITION

INDOCHINA FOCUS

One Belt One Road strategy (OBOR): VN will be gateway from China to Indochina and SEA

- Logistics network by Road / Rail / Air to connect China with Indochina and SEA
- OBOR strategy focus on Infrastructure and that support the strategy of ITL on Logistics Asset Investment and connection plan in VN and Indochina

Target market segment of over 200 Mil inhabitant & consumer base



- Replicate the success of VN services into Indochina
- Invest into Logistics Asset and cross border connection in the region
- Taking the leading role of regional Champion

INDOCHINA FOCUS



Cambodia
Aviation
Freight Management
Contract Logistics
Cross Border connection



Myanmar
Aviation
Freight Management
Contract Logistics
Cross Border connection



Lao
Aviation
Freight Management
Contract Logistics/ ICD
Cross Border connection



Thailand
Aviation
Cross Border Connection

OUR FUTURE at 2024



Top 1 Airline GSA in Vietnam & Indochina
Air network cover both Int'l & Domestic



Top 3 biggest Freight Management in VN with over US\$ 150 Mil Top line



Top 3 Rail operator in VN and to connect with China rail network



Top 3 biggest 3PL in VN with

- US\$ 100 Mil top line
- Triple the size of total w/h over 700,000 m²
- Triple the size of distribution fleet over 500 trucks



Top 3 biggest Port and Port Logistics in South VN



Most integrated Logistics company in VN & Indochina with Digital Transformation

NATIONAL CHAMPION 2024

- **Strategy to be Logistics Champion in Vietnam & Indochina to serve the industry and region better**
- **The only integrated Logistics Player with full services in the market, covering**
 - Air
 - Rail
 - Ecommerce X-border
 - Sea
 - Road
 - Warehousing
- **Focus on Logistics Assets development on**
 - Port Logistics facilities
 - Rail Logistics facilities
 - Air Cargo Terminal
 - Warehouse/Logistics Park facilities
- **Pedigree Partners and oversea network to support for local Champion strategy**
UPS / CEVA / KEPPEL / SING POST / MITSUBISHI / AIR LOGISTICS....
- **Target to SME (97% market segment) to support over 600,000 SME enterprises in VN to have efficient logistics connection**



NATIONAL CHAMPION 2024

THANK YOU

