LOGISTICS+®

PASSION FOR EXCELLENCE

logisticsplus.com

IMPORTER OF RECORD (IOR) SERVICES

LOGISTICS PLUS INC.

Logistics Plus® is an experienced and reliable Importer of Record (IOR) and Exporter of Record (EOR) that works with importers and exporters around the world. As an IOR/EOR service provider, we facilitate the distribution of technology equipment globally while lowering costs and risks for our clients.

1

ABOUT LOGISTICS PLUS

WE'RE EXPERIENCED AND WELL RECOGNIZED

- Founded in 1996 by Jim Berlin to be a lead logistics provider for GE Transportation
- $500M+ privately held company headquartered in Erie, PA (USA)
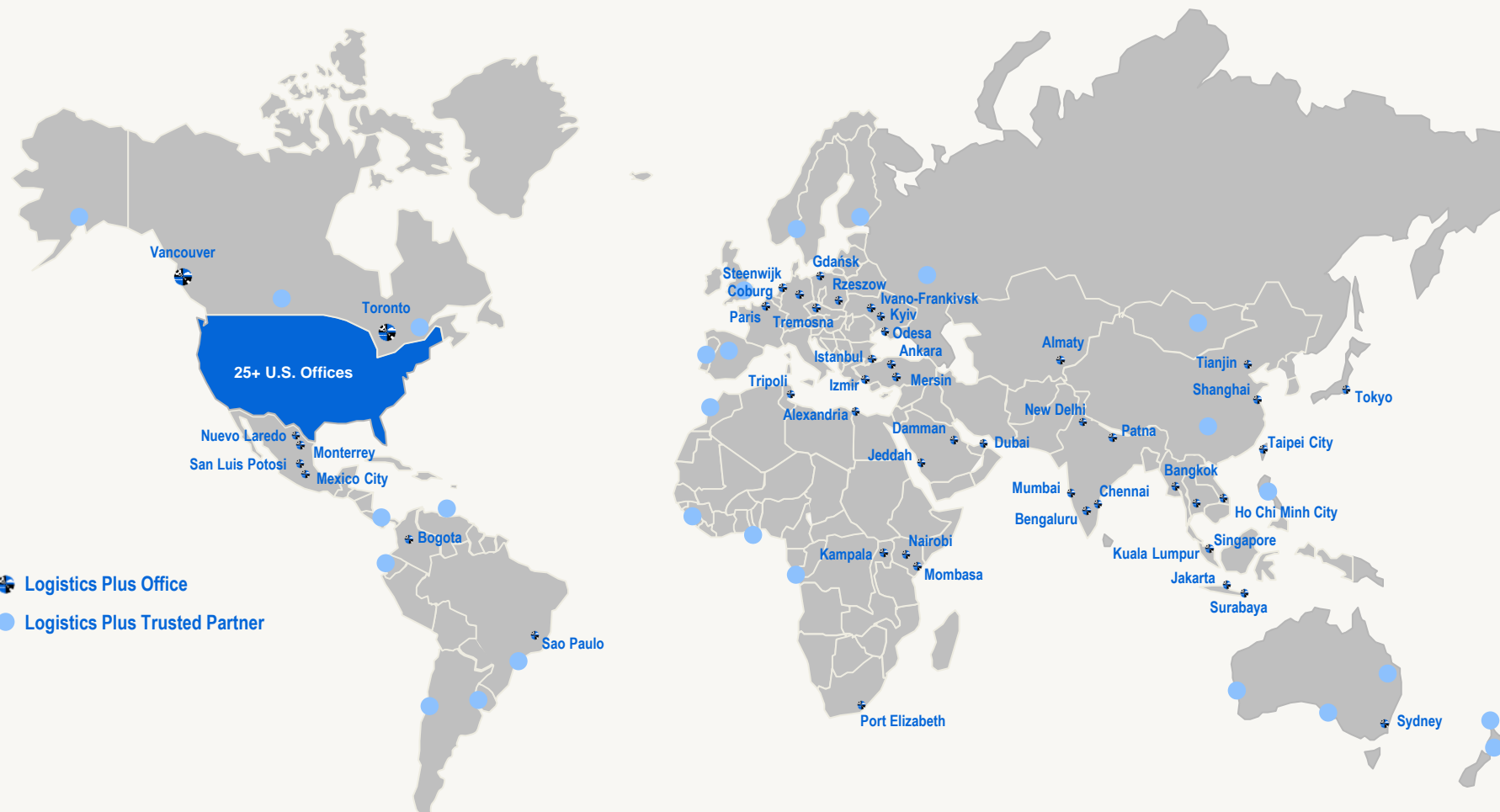- Many awards for entrepreneurship, growth, and service excellence

WE HAVE LOCATIONS AROUND THE WORLD

LOGISTICS⁺®

We have 1,000 employees located in 30+ countries worldwide

Vancouver
Toronto
25+ U.S. Offices
Nuevo Laredo
Monterrey
San Luis Potosi
Mexico City
Bogota
Sao Paulo

Steenwijk
Coburg
Paris
Gdańsk
Rzeszow
Ivano-Frankivsk
Kyiv
Tremosna
Odesa
Istanbul
Ankara
Tripoli
Izmir
Mersin
Alexandria
Damman
Jeddah
Dubai
New Delhi
Patna
Almaty
Tianjin
Shanghai
Tokyo
Taipei City
Bangkok
Mumbai
Chennai
Bengaluru
Ho Chi Minh City
Singapore
Kuala Lumpur
Jakarta
Surabaya
Kampala
Nairobi
Mombasa
Port Elizabeth
Sydney

Logistics Plus Office

Logistics Plus Trusted Partner

OUR IOR SERVICES ARE ASSET BASED

LOGISTICS⁺

We offer IOR & EOR services in 50+ locations around the globe

Europe
- Belarus
- Czech Republic
- France
- Germany
- Italy
- Netherlands
- Poland
- Switzerland
- Ukraine
- UK

North America
- Canada
- Mexico
- Panama
- United States

South America
- Argentina
- Brazil
- Chile
- Columbia
- Ecuador
- Peru
- Venezuela

Asia
- Bahrain
- China
- India
- Indonesia
- Israel
- Kazakhstan
- Pakistan
- Philippines
- Qatar
- Russia
- Saudi Arabia
- Singapore
- South Korea
- Turkey
- Taiwan
- UAE

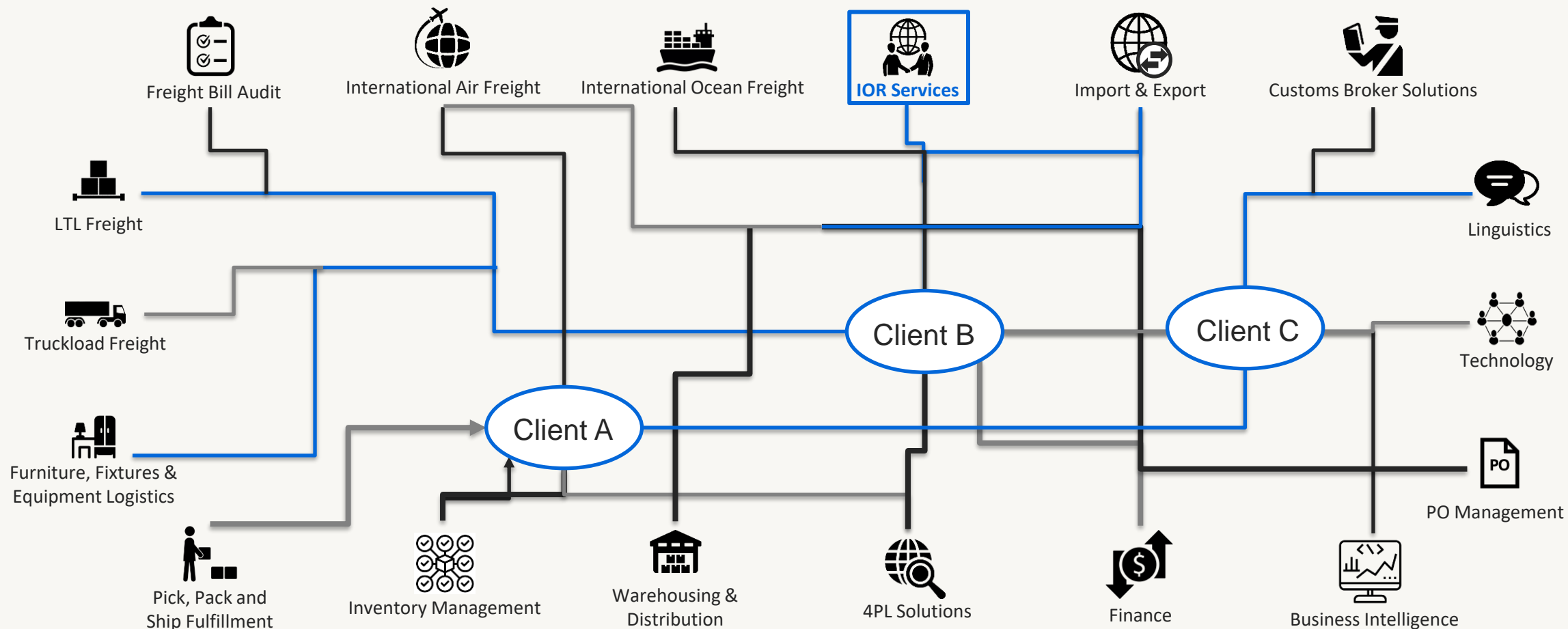**Oceana**
- Australia
- New Zealand

Africa
- Egypt
- Ethiopia
- Ghana
- Kenya
- Libya
- Morocco
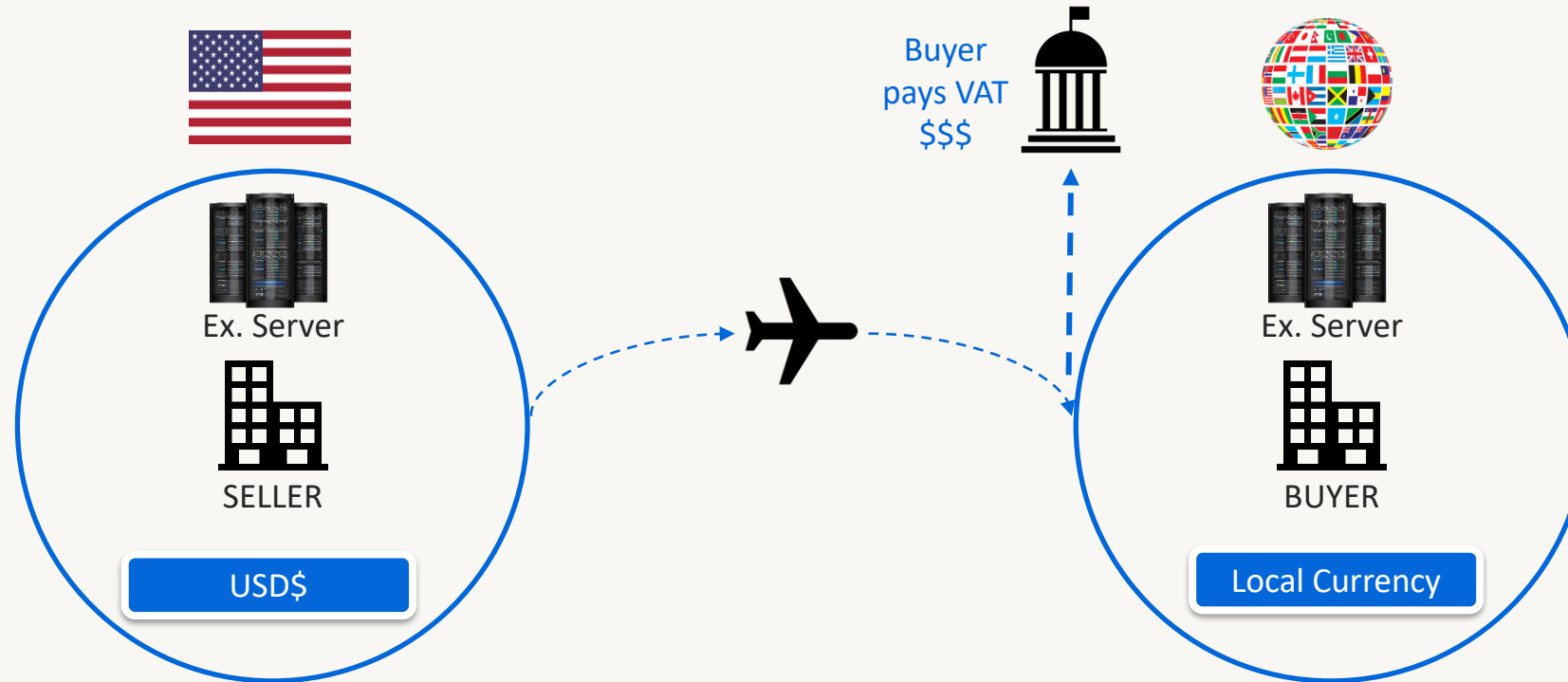- South Africa
- South Sudan
- Tanzania
- Uganda

+ More!

IN-HOUSE CAPABILITIES CREATE COMPLETE SOLUTIONS

LOGISTICS⁺®

Freight Bill Audit

International Air Freight

International Ocean Freight

IOR Services

Import & Export

Customs Broker Solutions

LTL Freight

Linguistics

Truckload Freight

Client B

Client C

Technology

Furniture, Fixtures & Equipment Logistics

Client A

Pick, Pack and Ship Fulfillment

Inventory Management

Warehousing & Distribution

4PL Solutions

Finance

PO Management

Business Intelligence

SELLING **IT HARDWARE** TO FOREIGN COUNTRIES IS COMPLEX

Buyer pays VAT $$$

Ex. Server

SELLER

USD$

Ex. Server

BUYER

Local Currency

SELLER:
- "Do I need to have a local business setup in that country?"
- "We're only set up as a vendor with the buyer's US entity – and it takes a long time to get set up as a vendor with their foreign entity…"
- "The buyer needs a sales order originating from the foreign country…"
- "The buyer is asking for certificates from the manufacturer…"
- "What kind of license do I need to export?"

BUYER:
- "We don't have a local presence in this country – how can we import?"
- "We've never worked with this vendor in this country – it could take months to get them set up"
- "How do we generate a PO from this country?"
- "What are we responsible for in terms of import compliance?"
- "We paid VAT upon importing – can we reclaim it? How?"
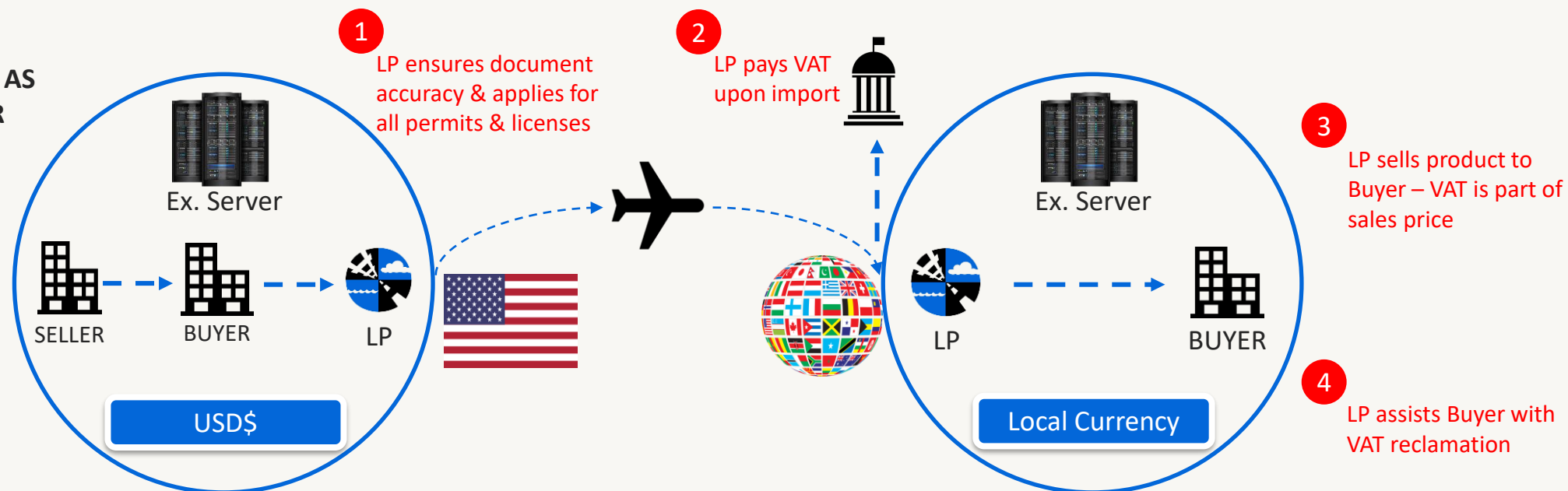
LOGISTICS PLUS TAKES ON ALL GLOBAL RESPONSIBILITY

LP is a full-service international supply chain company – we have a global presence and we provide boots-on-the-ground local knowledge for every transaction

Ex. LOGISTICS PLUS AS EOR/IOR PROVIDER

1 LP ensures document accuracy & applies for all permits & licenses

2 LP pays VAT upon import

3 LP sells product to Buyer – VAT is part of sales price

4 LP assists Buyer with VAT reclamation

Ex. Server

SELLER BUYER LP

USD$

Ex. Server

LP BUYER

Local Currency

Buyer issues PO for IT equipment to **Seller** in the US – **Seller** gets to sell locally to a US client in $USD

Seller buys Global Logistics Services from **LP**

LP acts as reseller and exporter on behalf of the **Seller**

Seller does not have to deal with responsibility of exporting, licensing, obtaining product certificates etc.

Buyer does not have to deal with import compliance, obtaining product certificates, licensing, etc.

LP will assist **Buyer** with VAT reclamation where applicable
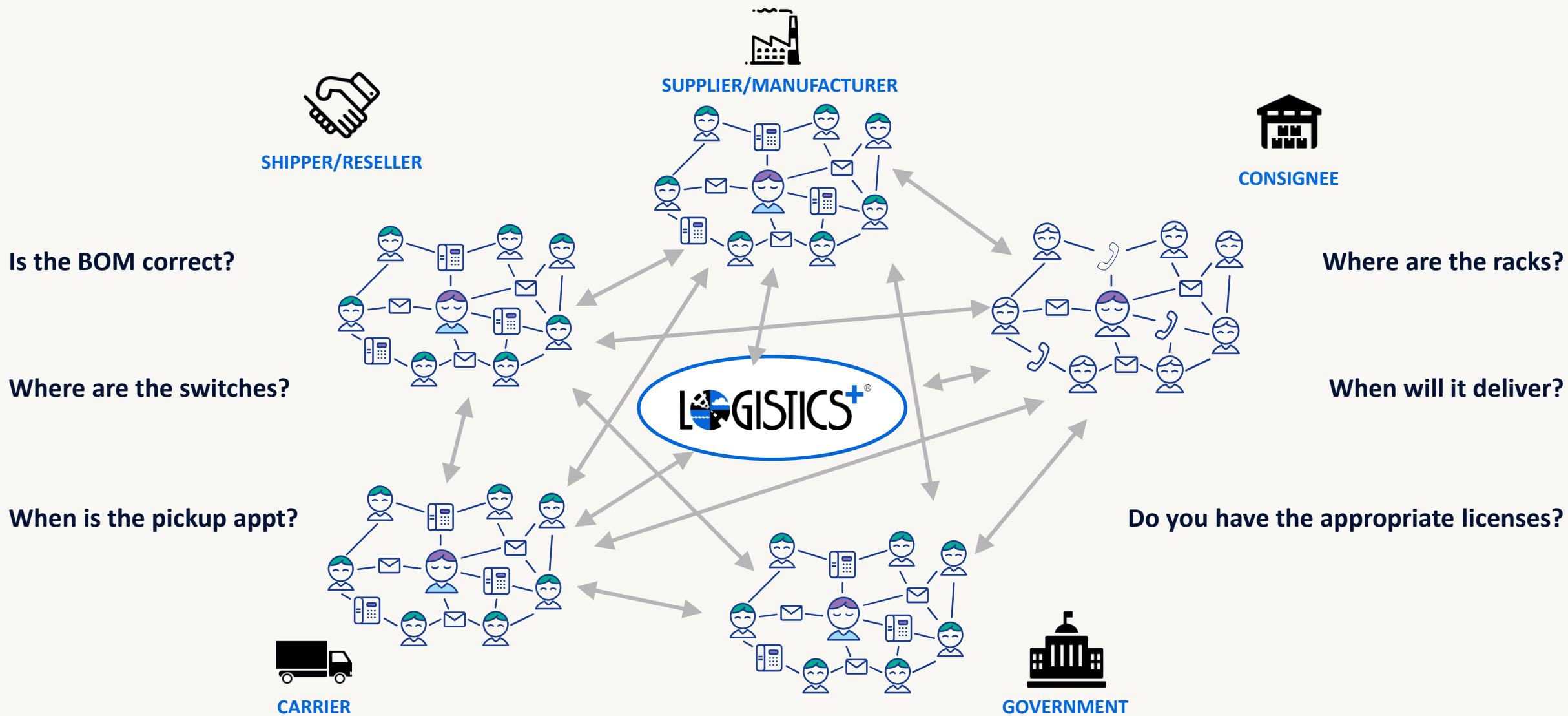
WE PROVIDE COMPLETE DOOR-TO-DOOR IOR SERVICES

LOGISTICS+®

PEOPLE

Global presence, local knowledge, dedicated team of subject matter experts

LOGISTICS+®
IOR SERVICES

PROCESSES

Coordination of complex international transactions, regulatory compliance & licensing, white glove ops
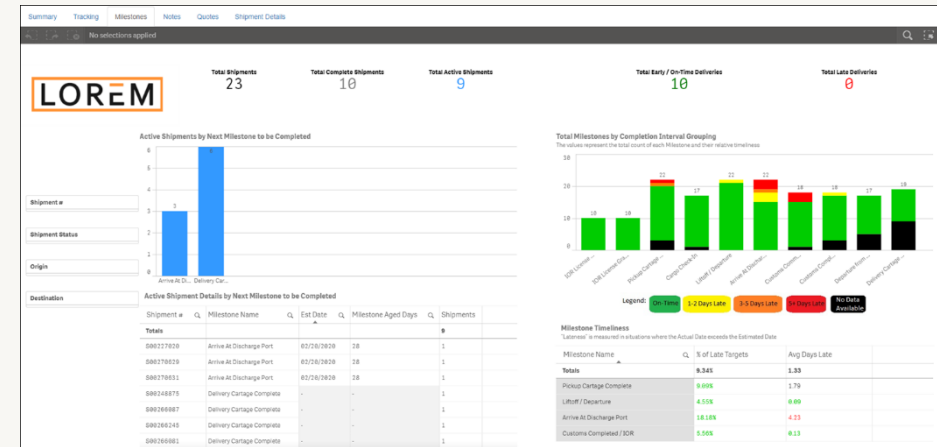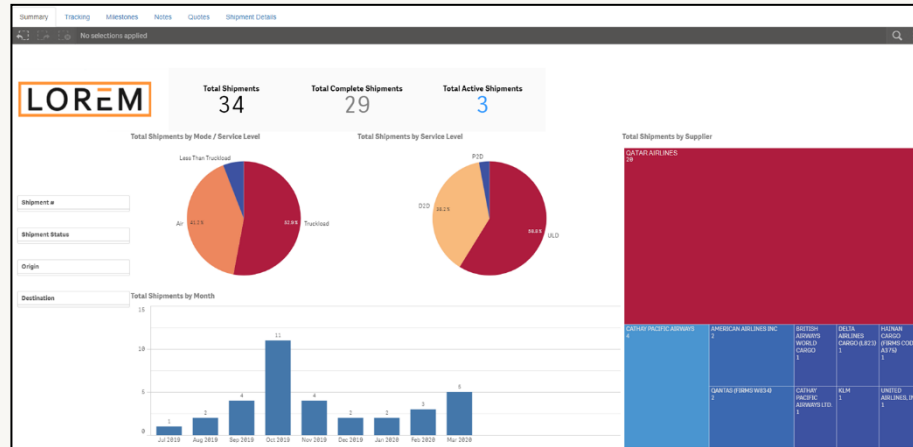
TECHNOLOGY

Global trade management system, end-to-end supply chain visibility, data security, business intelligence
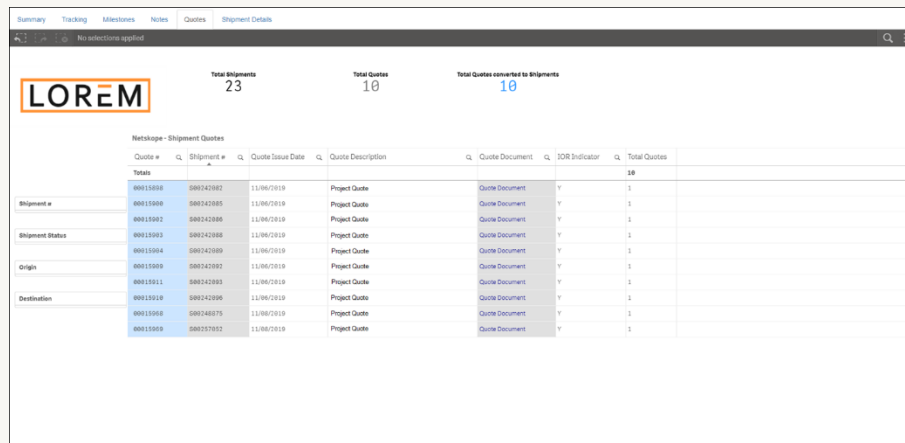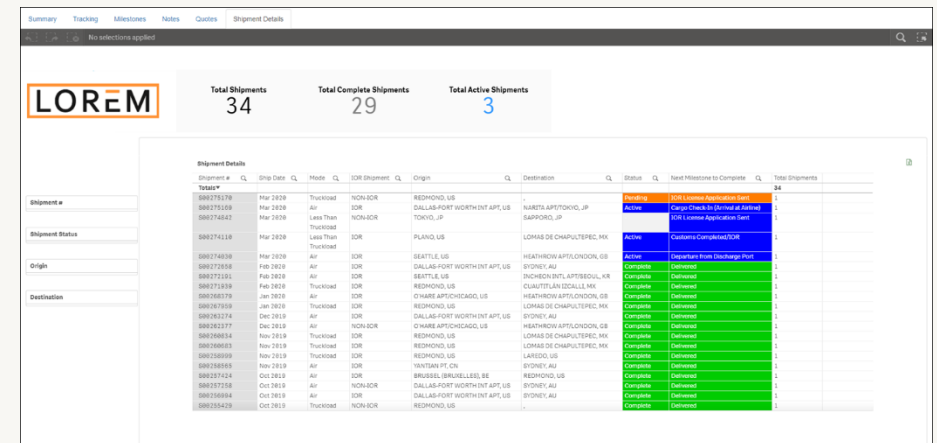
CENTRALIZED DASHBOARDS PROVIDE VISIBILITY

SUMMARY VIEW: AGGREGATE INFO FOR EXECUTIVES

ROUTES VIEW: TREND ANALYSIS FOR MANAGERS

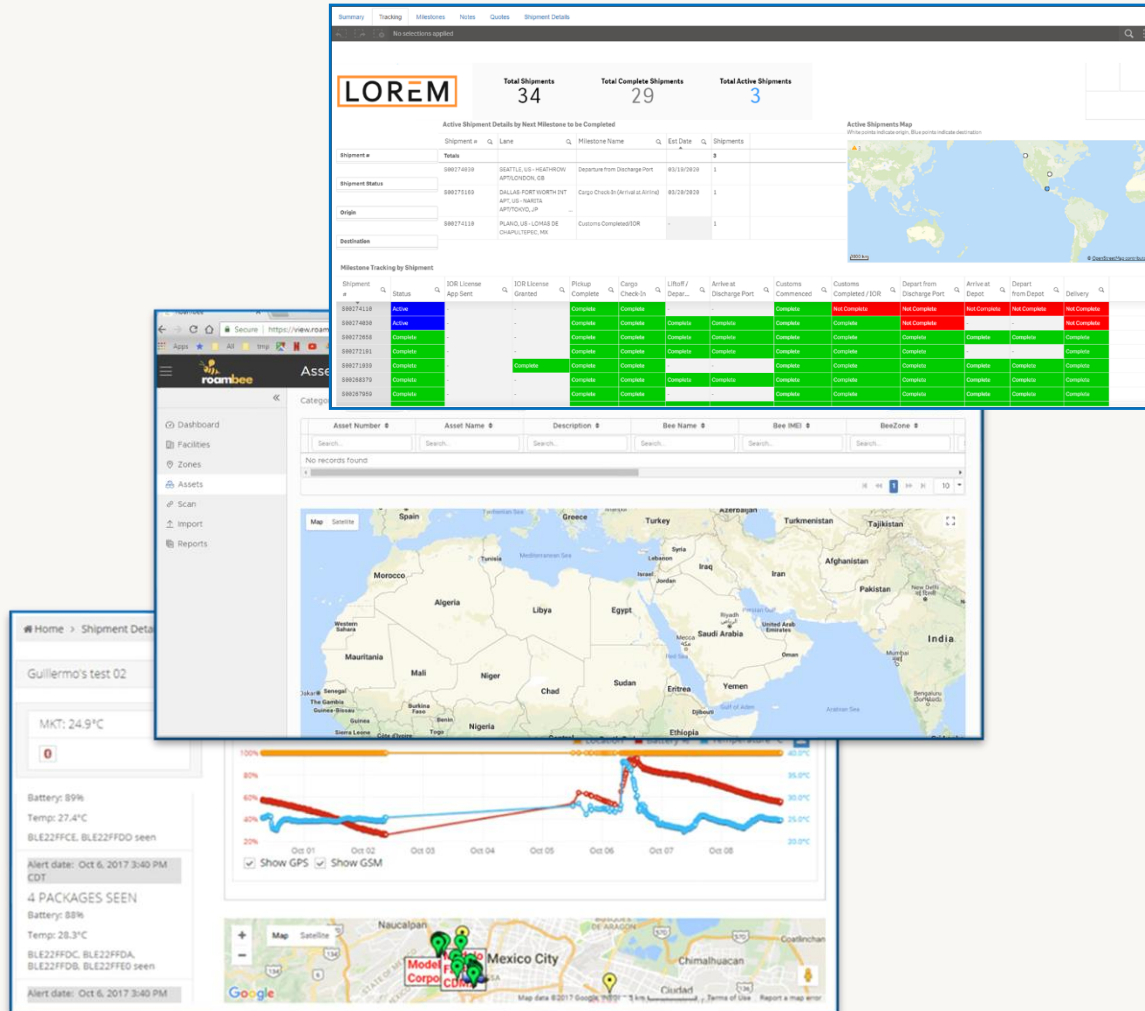## QUOTES VIEW: OPPORTUNITY DATA FOR COORDINATORS

DETAILS VIEW: SHIPMENT LEVEL INFO FOR OPERATORS

# REAL-TIME STRATEGIC ASSET TRACKING VIA GPS

Worldwide real-time location and condition monitoring for assets and the supply chain

- Enterprise-class IoT. Sensors for location, temperature, humidity, shock (impact), light exposure (container opened), tampering (attempted device removal), tilt, GSM jamming, and air pressure.

- Real-time alerts via SMS, email & dashboard, including changes in ETA, deviation from assigned routes, notifications on crossing user-defined waypoints, temperature thresholds breached, package tampering, goods dropped or tipped, etc.

- Analytics and reporting – "heat maps", aggregate shipment or asset data, statistical data (distribution/deviation from averages or means), transporter/lane performance, etc.

ALL DOCUMENTS ARE STORED & ACCESSIBLE ONLINE
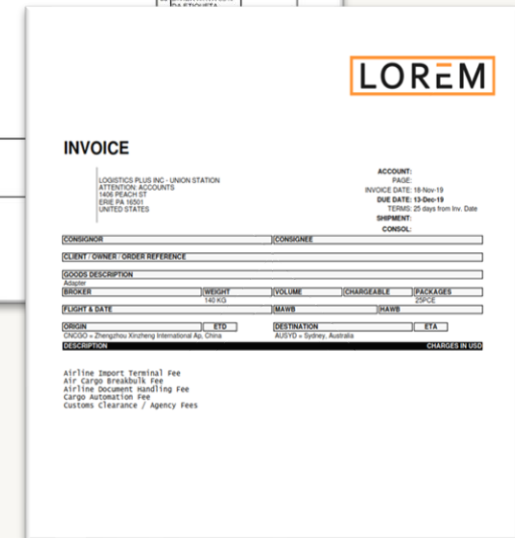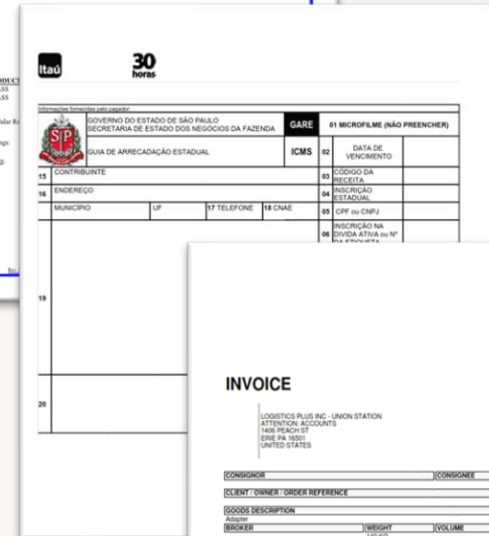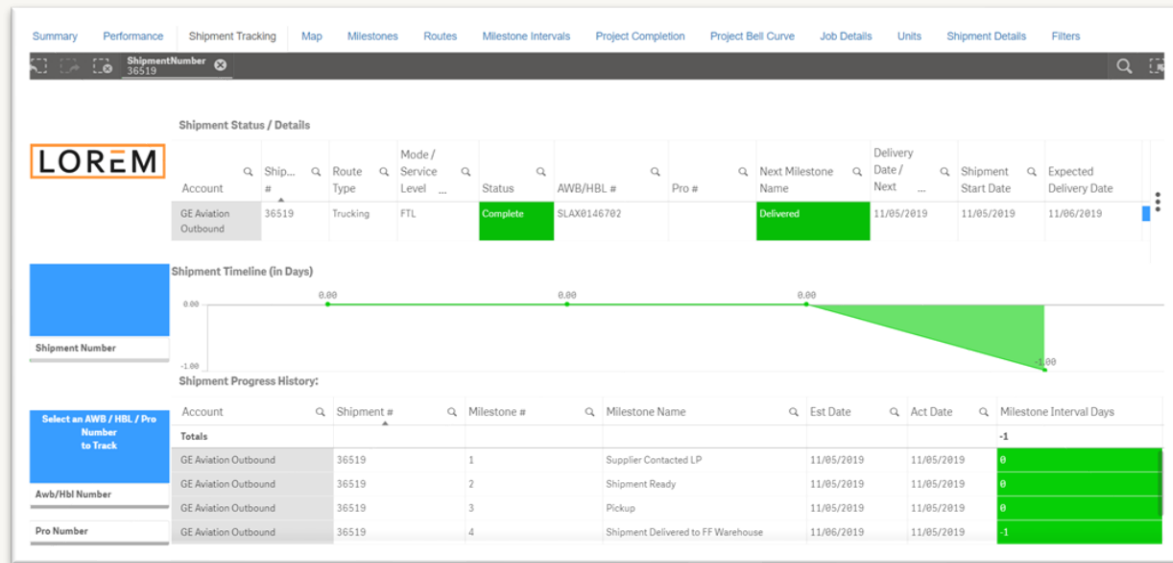
IOR SERVICES FOCUS ON **TAX OPTIMIZATION**

LOGISTICS+®

Full Server Rack

Shelter/Casing

Blade

Hard Drive

Switch

High-value computer servers are one of the many examples of multi-component goods:

WE PERFORM DUTY / TAX OPTIMIZATION
- LP specialists determine least-cost method of classification for specific countries
- Duties are paid on kits, components, or final assembled server depending on optimal cost

WE PERFORM PRODUCT CONFIGURATION
- Our team assembles server components (shelter, blades, hard drives, etc.)
- We install firmware and configure for end-users
- Full server rack is delivered to destination as a turn-key product

IT ASSET DISPOSITION (ITAD) SERVICES

LOGISTICS+®

Ex. Server

CLIENT → **LP**

R$
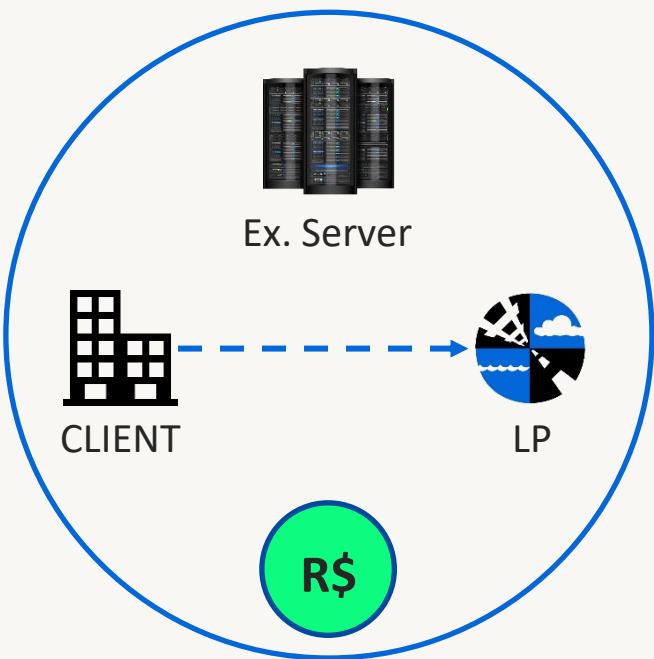
Client sells to Logistics Plus in foreign currency

Ex. Server

USD$
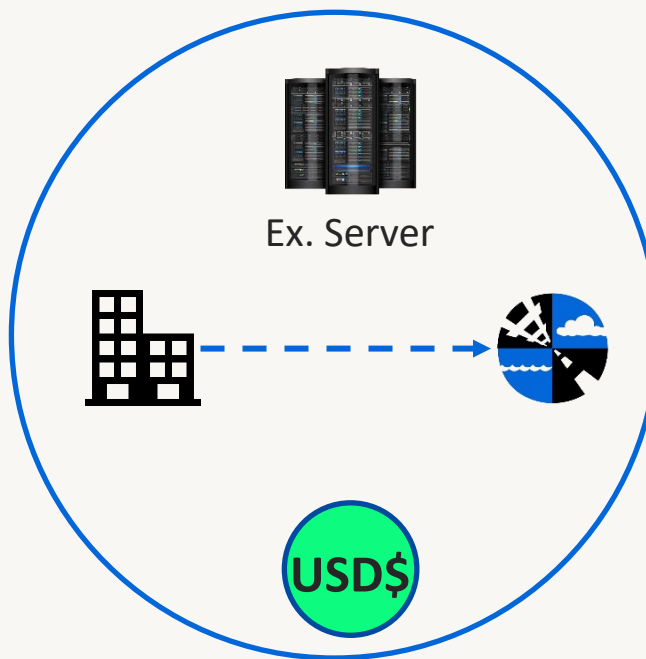
Logistics Plus sells goods back to client in home currency

Goal:
- Get end-of-service goods out of a foreign country and return them back to the home country

Problem:
- An Exporter of Record (EOR) transaction needs to take place with the foreign country to indicate the total depreciation amount of the goods
- Goods must be sold in foreign country's currency

Solution Option 1 – Return:
- Logistics Plus buys the goods in the foreign country currency, handles all compliance, imports the goods back into the home country, then sells the goods back to the client in the home country currency

Solution Option 2 – Destroy:
- If change of ownership is an issue in the foreign country, goods can be destroyed in accordance with foreign country's regulations (in many cases, IT kit destruction certificates are required)

ENTERPRISE-CLASS INFORMATION SECURITY

LOGISTICS+®

LP SYSTEMS & DATA ARE SECURE AND FLEXIBLE

- Cargowise One – SOC 1 & 2 compliant WMS / TMS
- Cloud-based access with multi-factor authentication
- Customizable visibility restrictions / user permissions – control what information is available to specific parties:
    - Supplier Names, Customer Names, Business Partner Names
    - Sales Information (Commercial Invoice)
    - Bill of Materials and Cost Information
- Customizable process flows to match Client's process requirements
- Two-directional system integration with Client systems (warehouse receipts, warehouse orders, shipment confirmations, shipment status, etc.)

PRODUCTS ARE HANDLED IN SECURE FACILITIES

- Warehouses are access controlled
- 24x7 CCTV
- Layered burglar protection
- Clean rooms where sensitive assembly, kitting and software configuration is completed
- Product serialization control, asset tagging, RFID tagging can be applied on both inbound and outbound freight

LET US IMPROVE YOUR GLOBAL SUPPLY CHAIN EFFICIENCY!

Logistics Plus Inc. | 1406 Peach Street | Erie, Pennsylvania 16501 USA

Phone : **+1.866.LOG.PLUS** (+1.866.564.7587)

Email : **ior@logisticsplus.com**

Website: **logisticsplus.com**

 facebook.com/LogisticsPlus

 twitter.com/LogisticsPlus

THANK YOU!

logisticsplus.com/testimonials