Indonesia Buy Sell project

PDD - Schenker

16 August 2012

Agenda

- Project team
- * Timeline
- Pre-Shipment Inspection
- KGB and KBB Flow
- KGB and KBB Documentation

- Technical Scope
- Others
- * Q & A

Project team

- * BPR
 - * Bharat Nagarajan
 - Claudia Tan
- * Logistics
 - Yanshan Li
 - Osamu Yogi

- * IS&T
 - Lakshmi Narayan
 - Moumita Gupta
 - Sanker Hariharan

Timeline

*	PDD	with	Schenker
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* LOE timelines

Design and Development

* Integration Testing:

User Acceptance Testing

Regression testing

System Go Live **

17 Aug 2012

18 Aug - 31 Aug 2012

3 Sep - 5 Oct 2012

8 Oct - 22 Oct 2012 **

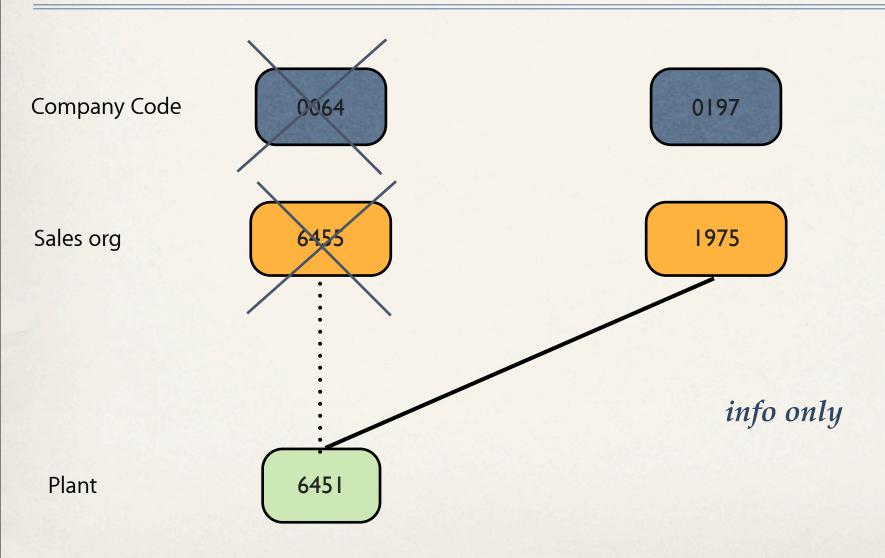
29 Oct - 15 Dec 2012

18 Dec - 31 Dec 2012

xx Jan 2013

Introduction

New Sales Org and Plant structure



Delivery Zone - Region Mapping

Region	Description	Transport.zone	
in grow	¥ ¥		
1	Irian Jaya	A	
2	Jawa Barat	A	
3	Jawa Tengah	A	
4	Kalimantan Barat	A	
5	Lampung	A	
6	Jawa Timur	В	
7	Jogyakarta	A	
8	Bali	С	
9	Sumatra Utara	D	
10	Sumatra Selatan	A	
11	Kalimantan Tengah	A	
12	Kalimantan Timur	E	
13	Bangka-Belitung	A	
14	Banten	A	
15	Bengkulu	A	
16	Sulawesi Tengah	A	
17	Nusa Tenggara Timur	A	
18	Gorontalo	A	
19	Jakarta	A	
20	Jambi	A	
21	Maluku	Α	
22	Maluku Utara	A	
23	Aceh (NAD)	A	
24	Sulawesi Utara	A	
25	Papua	A	
26	Riau	A	
27	Riau Islands	F	
28	Sulawesi Tenggara	A	
29	Kalimantan Selatan	A	
30	Sulawesi Selatan	A	
31	Nusa Tenggaa Barat	A	
32	Sulawesi Barat	A	
33	Sumatera Barat	A	
22	Other regions	A	

ID000002 - Jakarta

ID000003 - Surabaya

ID000004 - Denpasar

ID000005 - Medan

ID000006 - Balikpapan

ID000007 - Batam

Apple will send out all the above codes to Schenker;

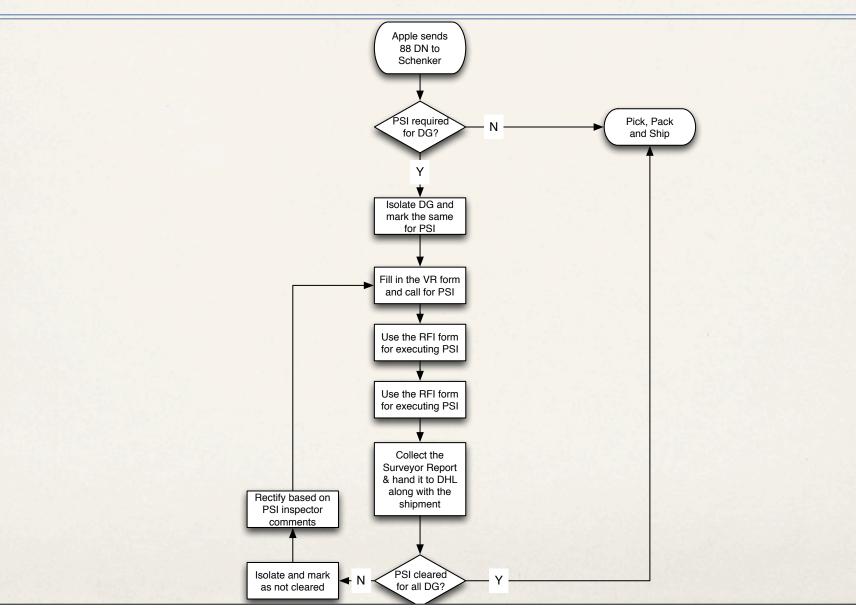
But operationally, Schenker has to generate MAWB for the Delivery zones that are live in operation at any specified point in time.

Pre-Shipment Inspection Details

Pre-Shipment Inspection @ AC hub

- * Strategic Products need to undergo PSI
 - Service iPad Whole Unit
 - Service iPhone Whole Unit
 - Service iPod Whole Unit

PSI process - flow

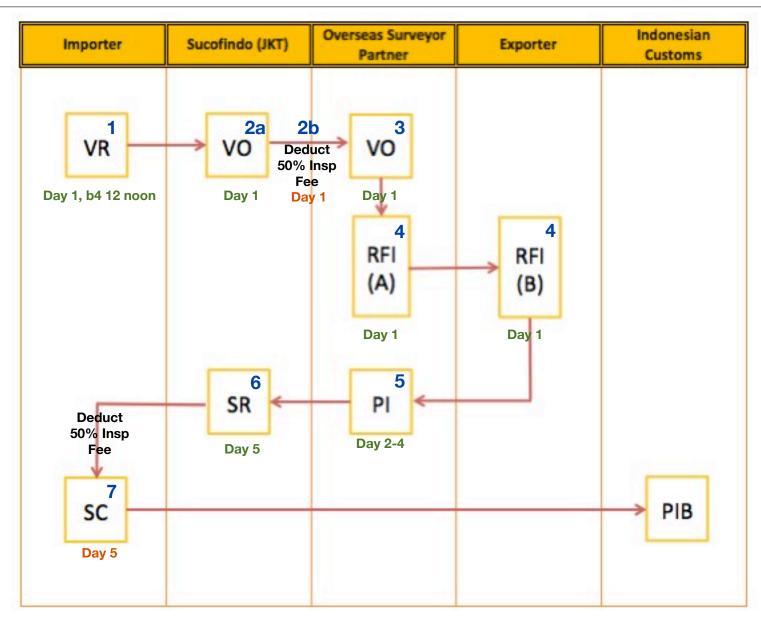


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PSI process - other details

- * PSI to be conducted 3 times a week as a result of DNs that are dropped 3 times a week for products requiring PSI
- Joint meeting with KSO Sucofindo and Apple on SOP to be organised in Oct
- * Ad-hoc charges to be paid to KSO Sucofindo

PSI Blanket VO Process



Legend:

VR = Verification Request

VO = Verification Order

RFI (A) = Request for Information (template)

RFI (B) = Request for Information (filled by Customer)

PI = Physical Inspection

SR = Surveyor Report

SC = Surveyor Certificate

PIB = Import Declaration (Pemberitahuan Import Barang)

Work Instructions

- 0. Setup Blanket VO (every 6 months renewal) and Deposit Account with KSO
- 1. Before the verification of the imported goods commenced, the importer must fill and submit the Verification Request (VR) on a legal business letter.
 - Scanned copy of documentation can be submitted
 - a) Verification Request
 - b) Proforma Invoice
 - c) Packing List

b & c need to be signed by those authorised to sign (EOR/origin freight forwarder/hub provider). Company stamp is not required.

2. a. The Verification Order (VO) will be issued on the same day given that the VR and all the necessary and accurate data were submitted before 12 PM. If the documents were submitted after 12 PM, the VO will be issued in the afternoon or on the next day.

Blanket VO Process

VO will be based on the Blanket VO. Each export city will have their own blanket VO. Report to monitor quantity deducted for each SKU. Once VO is used up, apply for new. Do not need to complete utilizing.

- b. Make 50% payment of the inspection fee to KSO via bank account transfer. Report to monitor payments of the inspection fee and top-up the deposit when needed
- The VO will be send to the Executing Office abroad after the verification fee already been paid and confirmed.
- 4. The KSO Executing Office abroad then in turn will send Request For Information (RFI) to the exporter regarding the data and the information needed to commence the verification.
- 5. When the date of verification is already decided, the Executing Office abroad will send surveyor to carry out the task at the place appointed by the exporter. What is being checked?
 - Comparison between invoice and packing list versus actual shipment based on Content and Quantity. Product description needs to match with the product inside the box and the quantity
 - Inspection will fail if the actual shipment does not aligned with HS code listed and regulated by Ministry of Trade as well as the product description and quantity
 - There is no standard percentage of the number of cartons being inspected. However, it is highly likely that 1-2 cartons (pretty boxes) will be opened
 - If the cartons are opened, mark either by sticker or by stamp are pasted onto the cartons depending on the surveyor partner company
- The Executing Office will then issue Surveyor Report based on the result of the finding. The report will be the guideline for the Executing Office to issue the Surveyor Report which is supported by Final Documents (Final/Commercial Invoice, Packing List, Shipping Details, Lab Test, Certificate of Origin, Declaration of Origin, etc from the exporter). Without the Final Documents, Surveyor Report cannot be issued.
 - a) Proforma Invoice
 - b) Packing List
 - c) Draft Bill of Lading/Airway Bill

The Surveyor Certificate will be issued immediately after the Final Documents were received and approved.

7. The Surveyor Certificate will be sent to the importer's address or taken directly by the importer at KSO Office, Jakarta.

a. Verification Request (VR)

PRODUK NAMA	-	COST TO		MIAN SMIT	
Sefer to the terms Mr. I'll-make/Mel/	A conditions of "Management	VEHICLES AND PER	ALDERSON MODES	DOPIN (MPRIL)) DOPIN OF	COUNTY THAT SHAPE
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Address					
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b. Verification Order (VO)



PROGRAM VERIFIKASI ATAU PENELUSURAN TEKNIS IMPOR PRODUK TERTENTU



VERIFICATION ORDER

: 20230319 VR No. VO No. : X.14.033119 : 14/06/2012 VO Date IMPORTER Apple Indonesia EXPORTER Name Name : APPLE COMPUTER SOUTH ASIA PTE LTD Contact : DANIEL WIRAWAN / HERRY Contact : EMILE VAN MUIJLWIJK Address : KOMP.MITRA BAHARI JL.PAKIN BLOK C Address : NO. 7 ANG MO KIO STREET 64 KAV NO 12 PENJARINGAN - PENJARING : SINGAPORE JAKARTA UTARA : 65-6480-6620 Phone : 021-6905050 EXT.119 : 65-6481-2907 Schenker will receive this and use the E-Mail NPWP No. VO number to fill up the RFI form Status API/APIT : 090305261-P IP/IT No. : 01.09.2068 IT Expiry : 31/12/2012 MPIK NPIK Expiry : 15/12/2014 : 1.09.03.07.91017 : USD 120,000,000.00 Total Value Inco Term : FOB Method of Transport 1 AIR -Loading Port Date : 24/06/2012 : CHANGI Discharge Port : SOEKARNO HATTA Proforma Invoice No. : SES/SGP/12/05/00001 Date No. ES Code Goods Description Origin 1.8517120000 CELLULAR PHONES (APPLE) 330,000.00UNI Remarks

SUPPLIE NAME: SCHENKER SINGAPORE (PTE) LTD

CONTACT: XU WEI KAI

ADDRESS: NO. 6, CHANGI SOUTH ST 2 LEVEL 6, XILIN DISTRICENTRE SINGAPORE 486349

SINGAPORE

TEL: +65 63775830, +6563775827, FAX: +65 63775829

PARTIAL SHIPMENT: ALLOWED

c. Request for Inspection (RFI)



Schenker needs to fill up this RFI form for Physical Inspection purposes

L. NAME AND ADDRESS OF PRODUCES, OF SETTLEMENT PROPES Phone No. ; 6 and ; Fee Ma. ; Garbel Person ;	15 / 07 /20 11 25. HOPICTOR DATE HEQUESTED 17 15 / 07 /20 11			
o Toph o Pursu U.J. o Final .	# POL: OF: #20 FOL OF: #40 FOL OF: #40 FOL OF: #50 FOL OF: #50 FOL OF THE POLICE OF TH			
12. TERMS OF DELIVERY / INCOTEINS 6 EXW 6 FOR 6 CFR 6 CFF 6 CRes Deficing	13, EXEMPLENT 6 Dins 6 Air 6 Road 6 Roak 8 Offer (specify)			
14. MARKER & DATE OF CONTRACTIPROFORMACHDER.				
PTSESCHENAD16489801.	CONTRACT : APRE CONTH ASIA PEE LTD THE COMES ON GO PROMOTER LEGISTICS MANAGER PROMOTER SENSAPORE			

d. Surveyor Report



KSO SUCOFINDO - SURVEYOR INDONESI. (SINGAPORE BRANCH) ACRA P07266E susal : acio@aingart.com.ag



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e. Surveyor Certificate



f. Surveyor Sampled Label

g. Surveyor Pallet Label



Sampled & OK @ pallet level for PGI

**SO SUCOFINDO - SURVEYOR INDONESIA*

KGB Flow

Delivery Sort Code Consolidation

8 Delivery Sort Codes are identified to classify service parts. The classification is based on 3 parameters:

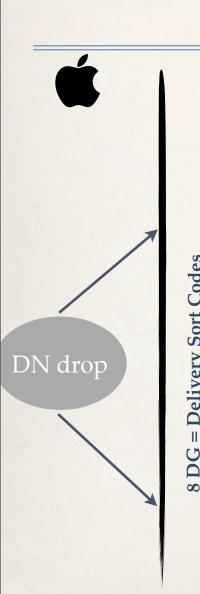
- Wifi
- Dutiable
- Requiring Pre-Shipment Combinations

Details in the Technical Slides

* Each Delivery Sort Code will have a different DN i.e. 2 Delivery Sort Codes will not be mixed in a single DN

Delivery Handling @ the Hub

88 deliveries dropped from Apple to be consolidated into 48 MAWB



Schenker

6 POEs - (illustrative grouping of ASP Ship To across 6 POE)

	ST1	ST2	ST3	ST4	ST5	ST6	ST7	ST8	ST9	ST10	ST11
D1	1	2	3	4	5	6	7	8	9	10	11
D2							•			21	22
D3							•			32	33
D4		·		# of DN drops					•	43	44
D5		.7								54	55
D6										65	66
D7				•						76	77
D8	•			•	•		•	85	86	87	88

DHL

To Indonesia

Delivery Consolidation

88 deliveries dropped from Apple to be consolidated into 48 MAWB

- * Consolidate all DNs by the POE
- Enter the Baby Airway Bills belonging to the first POE one by one in the EzShip system
 - Generate the MAWB after entering all the Baby AWB #
- Repeat the process for the second POE

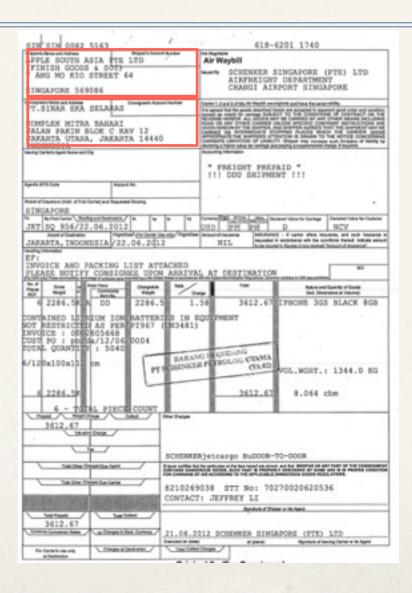
Batch job run timings - Finalized as 3 p.m. cut off daily for Indonesia

* 1500

KGB documentation

* The Sold To on the KGB shipping label will be changing to Apple Indonesia

HAWB



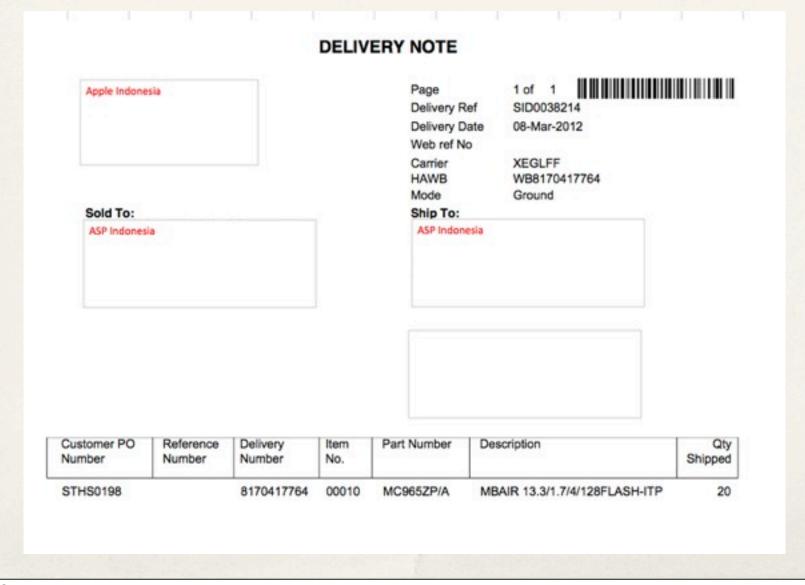
KGB Invoice



Packing List

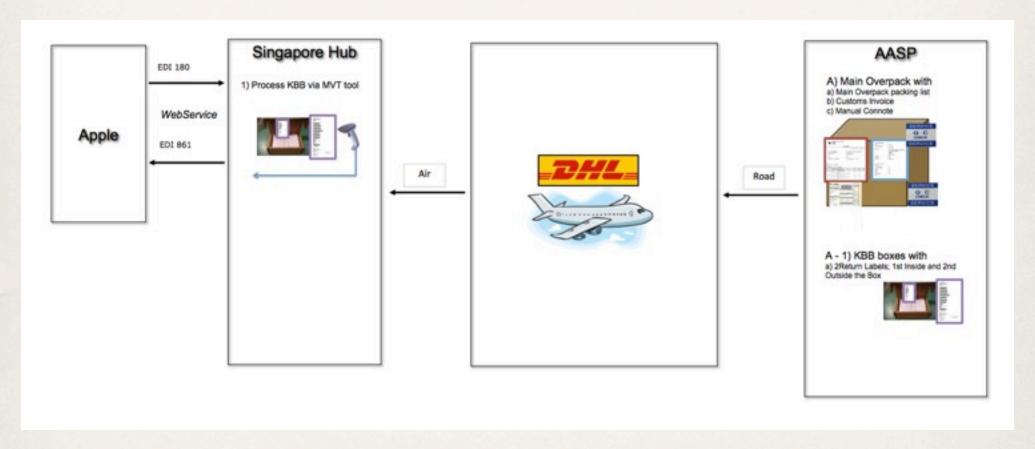


Delivery Note



KBB Flow

KBB Return Flow



All the Return Documentation shown are printed at the ASP

KBB Return Documentation

- Consolidated Packing List

Packing List

Date : 03/08/11 Ship Date

Delivery Address : Apple South Asia Pte Ltd

Clo Schenker Singapore Pte Ltd No. 6 Changi South Street 2 Level 6

Singapore 486349

Ship From Address ASP Contact Details?

Shipper / Courier : DHL
Tracking # : 123T

Contact : Mayank Jain

of Single Packed

Parts

of Overpacks : 1
Total # of boxes : 1
Length(cm) : 10

 Length(cm)
 : 100

 Width (cm)
 : 100

 Height(cm)
 : 100

 Total Weight(kg)
 : 100

Notes

Consolidated Packing List at Over-box level

KBB Return Documentation

- KBB Return Traveller

Apple South Asia Pte. Ltd. C/o Schenker Singapore Pte Ltd No 6 Changi South Street 2, 6 Floor 486349 ZZ iPad 2, 3G, 32GB, Black, Vietnam CompTIA Code F4A - Display issue CompTIA Modifier B Ship-To: 0000677504 PT. HIDUP GAYA DIGITAL JL RIAU NO 16 A - C, MENTENG JAKARTA 10350 19 Warranty Claim Type LI - Apple Limited Warranty Return Status Known Bad Board Reference Number Weight 0.6894675 KG

KBB Return Traveler - on each of the KBB

Receiving will be done under plant 6451 through the current process; No change in process here

Operations Details

- * Hub SOP Setup
- Handover SOP to DHLE

Q&A



Other changes Post PDD kick off

* Post PDD meeting certain important information and changes that are documented in the slides below.

Sold From, Sold To and Ship To details

* As per the latest Business Narrative signed off by Yanshan on the 13th of September - pic below.

Shipping Doc Type	Sales Org(Sold From) / Data from	Sold To/Data from	Ship To/Data From		
Invoice (Consolidated)	Sales Org 6410/ LMD	Sold to 1975 / LMD	Apple Indonesia /		
	(Apple South Asia)	(Apple Indonesia)	(Apple Indonesia)		
[EDI Segment]	[where N901 is '4B']	[where N101 is 'A9']	[where N101 is 'A9']		
Packing List (Consolidated)	Sales Org 6410/	Sold to 1975 /	Apple Indonesia /		
	(Apple South Asia)	(Apple Indonesia)	(Apple Indonesia)		
[EDI Segment]	[where N901 is '4B']	[where N101 is 'A9']	[where N101 is 'A9']		
Delivery Note	Sold to 1975 /	ASP Indonesia /	ASP Indonesia /		
	LMD	940	940		
	(Apple Indonesia)	(end customer address)	(end customer address)		
[EDI Segment]	[where N101 is 'A9']	[where N101 is 'SO']	[where N101 is 'ST']		

Change in the Delivery Sort Code Indicators

We have changed the Delivery Sort Code Indicator from before. Please find the new DG indicators as in the diagram below.

For PSI items: second character = '1'

Strat / PSI	Dutiable	WiFi	Old DG	Revised DG	Attributes
~	~	~	DPDW	1111	All
~	~		DPDQ,	2110	Strat Dutiable
~		~	DPØH	3101	Strat WiFi
~	2		DPOD	4100	Strat Only
	~	~	™	5011	Dutiable WiFi
	~		20 00	60 1 0	Dutiable Only
		~	900W	7001	WiFi Only
	70		D000	8000	None

Applicable for PSI Process described earlier