



# East-West Logistics Co., Ltd

40  
YEARS



## Company Presentation



Version 1/2018





## COMPANY HISTORY

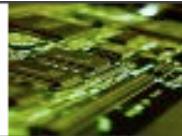
**40**  
YEARS

EWL was established in 1977 and is one of the pioneer freight forwarding / logistics companies in Thailand.

EWL is present only in Thailand, our business is managed via our Bangkok Head Office, Airport Office (terminal operations) and our Laem Chabang / Eastern Seaboard office).

Internationally EWL is a member of Hi-Tech Forwarders Network (HTFN), since more than 20 years. We are entirely independent with regards to our agency network decisions.

Despite a lot of changes seen in our industry and in Thailand, as a country, EWL has already maintained a top 10 position in the market and remain a top agent with most airlines.

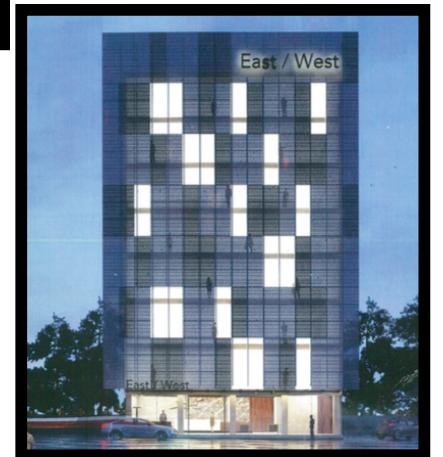
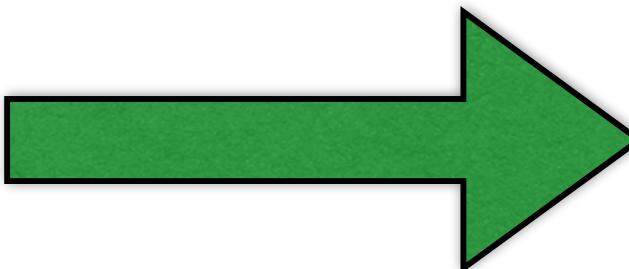




## COMPANY SUMMARY

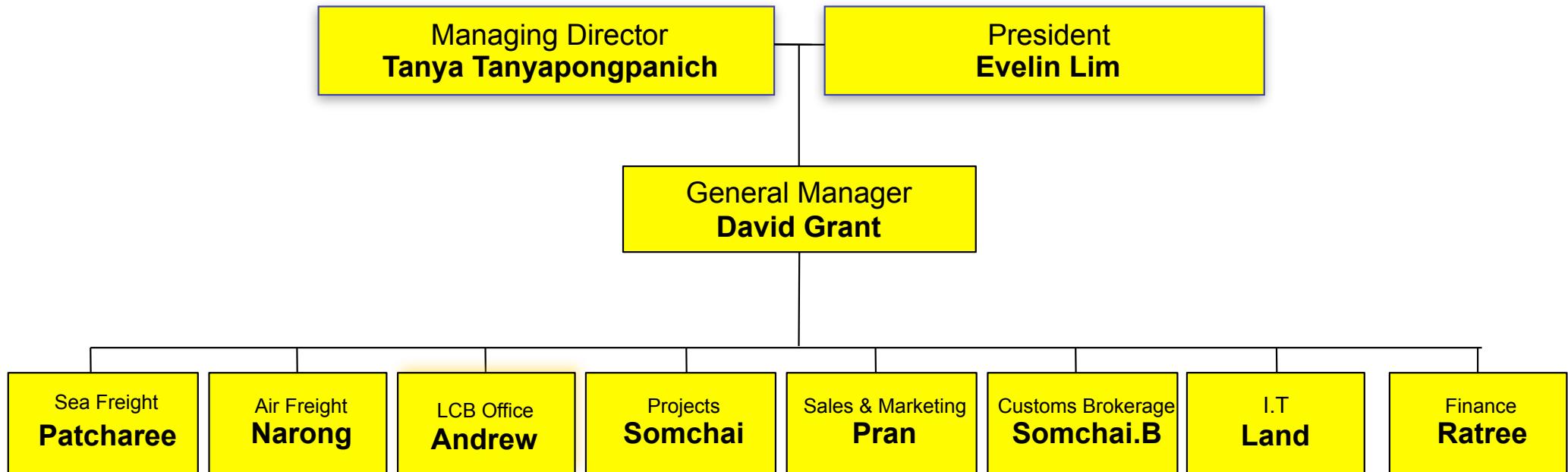


- Fully owned properties (HQ+ Warehouse)
- Fully owned truck fleet.
- Fully owned and operated IT systems.
- AEO Certified.
- ISO Certified.
- Sales Turnover **THB2 bn (USD75m) / Year.**
- Complete Freight and Logistics Services.





## ORGANIZATION CHART



### Specialized Sub Departments

Project Cargo  
Fairs & Exhibitions / Special Handling.  
Master - Loading / Sub agent Handling.  
Warehouse & Distribution.  
Perishable Cargo.  
Livestock Handling.

### Sales Resources

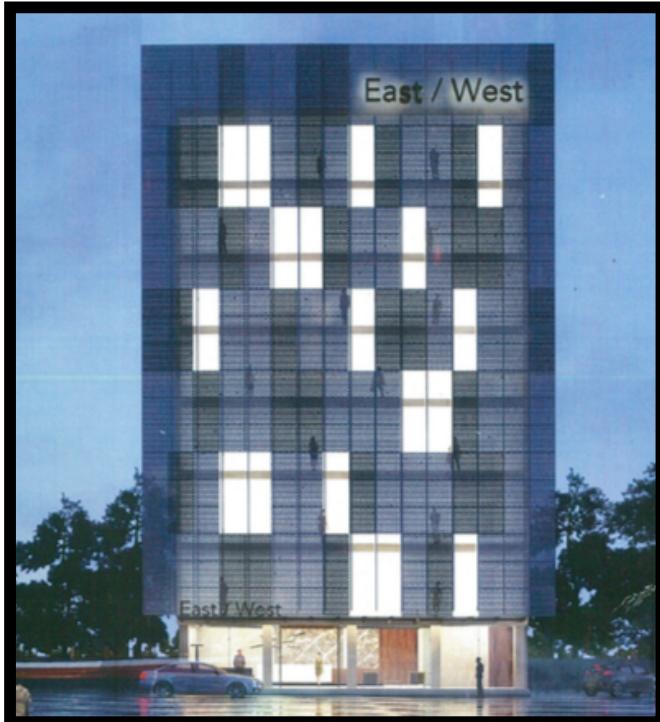
Head Office / Direct Sales - 6  
Head Office / Master Loading 2  
Laem Chabang / Direct Sales - 3  
Department Sales - 5  
  
Total Sales Resources - 16





## THE FUTURE OF EAST-WEST LOGISTICS

**40**  
YEARS



**"EWL is considered pioneer of logistics and freight forwarding in the Thai Market EWL demonstrates that it also leads with way, with a state of the art head office, with their own IT infrastructure and systems".**

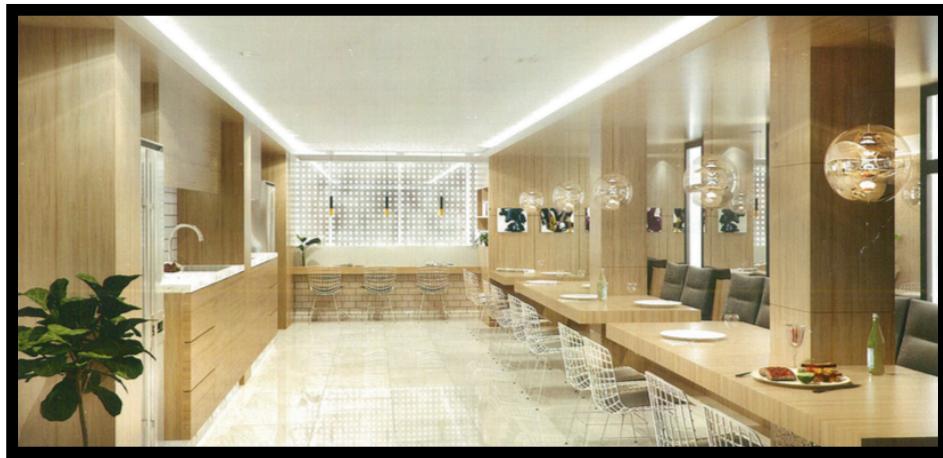
- » 2018 project with state of the art headquarters.
- » Construction started December 2017, scheduled for completion October 2018.





## EWL HQ, FROM OCTOBER 2018

**40**  
YEARS





**EWL NETWORK**

**40**  
YEARS

- » EWL is represented by HTFN (Hi Tech Forwarders Network), an exclusive agency Network that EWL have been a member for over 25 years.
- » EWL has also many independent agency agreements. Many of our agents are market leaders and specialized in specific parts of the logistics industry. Through our agent network we can support automotive, aerospace, cool chain logistics, consumer products, electronics, etc. etc.



**HTFN**  
GLOBAL LOGISTICS PARTNER





## HTFN NETWORK

**EWL THE EXCLUSIVE MEMBER FOR THAILAND, MORE THAN 20 YEARS!**



# **HTFN**

GLOBAL LOGISTICS PARTNER

- Total Annual SALES USD: \$2,000,000,000
- Total Kilos AIR FREIGHT: 270,000,000
- Total TEUS OCEAN FREIGHT: 970,000
- Total Number of Owned OFFICES WORLDWIDE: 350
- Total Number of Global EMPLOYEES: 8,500
- Total Global FACILITIES in Square Meters: 1,300,000

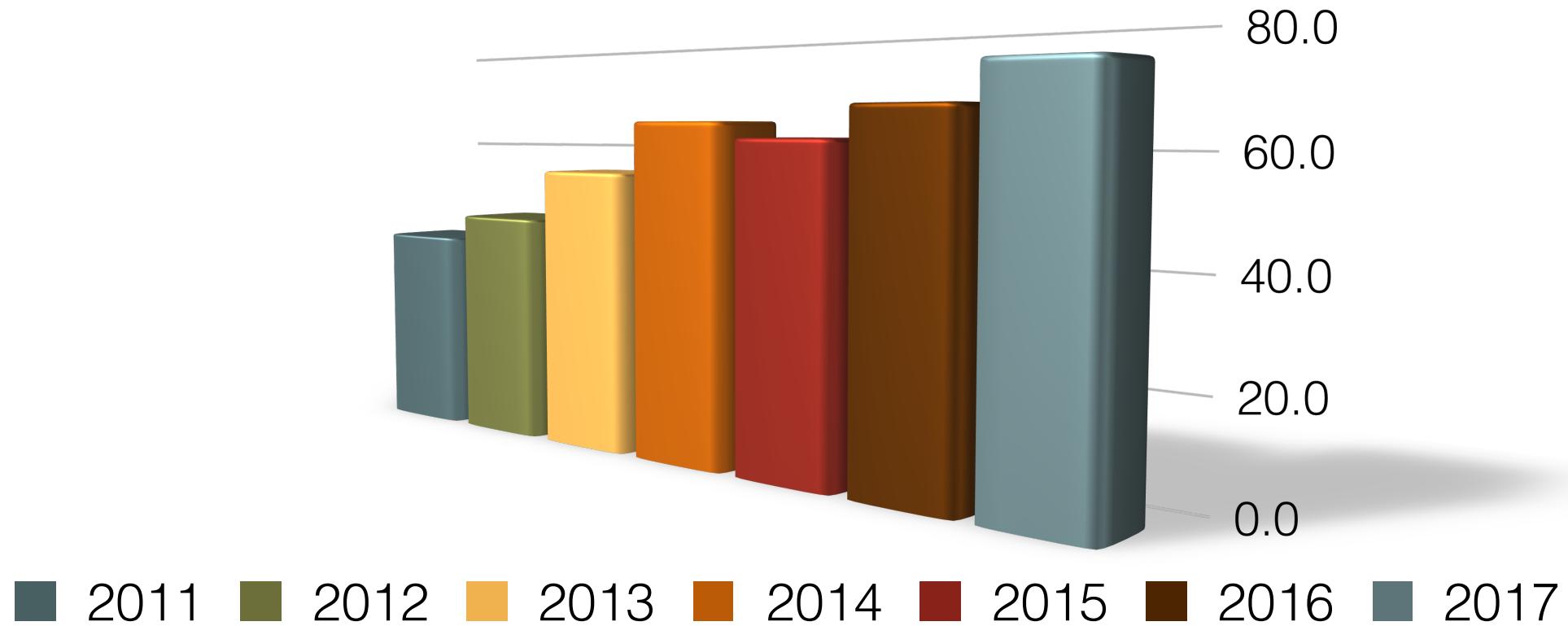
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## EWL TURNOVER 2011 - 2017

**40**  
YEARS



Figures in USD million





## EWL OFFICE LOCATIONS

**40**  
YEARS

**EWL Head Office (Bangkok)**

**EWL City Warehouse**

**EWL Airport Office**

**Laem Chabang Office**





## OFFICE FUNCTIONS



### EWL Head Office (Bangkok)

Management.  
Accounts.  
Sales & Marketing.  
Operations Sea (BKK Port) + LCL  
Operations Air (Import & Export).  
Warehouse Management.

### Laem Chabang Office

Sales & Marketing, Eastern Seaboard.  
Sea Operations, Laem Chabang Port.  
Warehouse Management.

### EWL Airport Office

Customs Brokerage (Air Cargo).  
Free Zone / Transit Cargo.  
Cargo Loading and Shipment Consol.

All details can be found at [www.ewl.co.th](http://www ewl co th)





## EWL CARGO STATISTICS



### AIR EXPORT

1,200 tons /month

26% Europe  
43% Asia Pacific  
20% North America.

11% Rest of the world.

### AIR IMPORT

400 tons /month

12% Europe  
55% Asia Pacific  
15% North America.

18% Rest of the world.

### SEA EXPORT

650 TEU / month

18% Europe  
45% Asia Pacific  
15% North America.

21% Rest of the world.

### SEA IMPORT

380 TEU / month

12% Europe  
58% Asia Pacific  
10% North America.

20% Rest of the world.





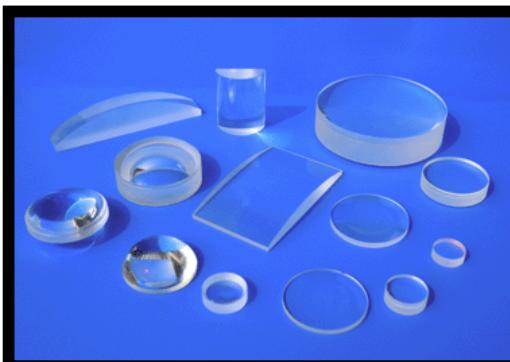
## TYPICAL PROJECTS

**Events & Festivals**  
**MASS Transit system**  
**Oil & Gas related**  
**Pipeline**



## TYPICAL GROWTH INDUSTRIES

**Aerospace**  
**Automotive**  
**Computer components.**  
**Electronic Consumer Products**  
**Healthcare Products**



## TYPICAL TRADITIONAL INDUSTRIES

**Foodstuffs,**  
**Textiles & Garments**  
**Footwear**  
**Flowers**



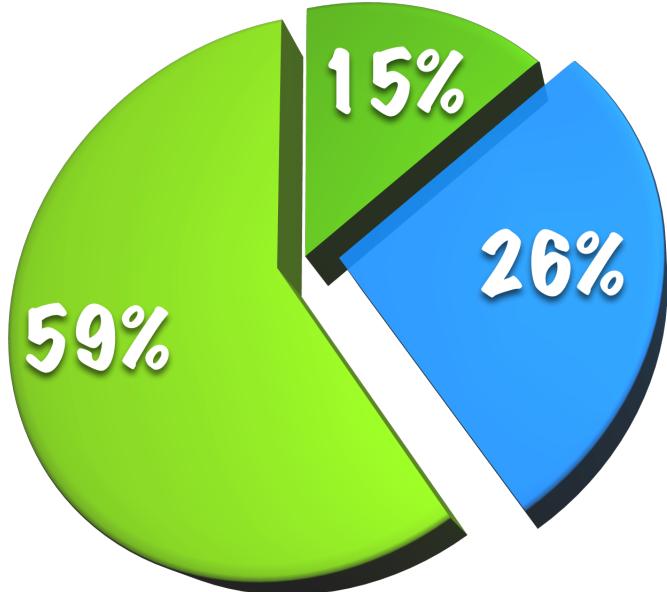


## THAILANDS AIR EXPORT STATISTICS



### ● IATA Area 1

U.S.A - 85%.  
Canada - 5%  
South America - 5%



### ● IATA Area 2

Germany - 20%.  
Netherlands - 13%  
U.K - 10%  
U.A.E - 7%  
ES, IT, CH - 3 %

### ● IATA Area 3

Japan - 22%.  
China - 18%  
Hong Kong - 16%  
South Korea - 6%  
Singapore 5%  
India - 5 %  
Taiwan - 4%

Country Volume: - 600,000 tons per year.

EWL Volume, 14,400 tons per year  
EWL's current air export - 2.1% market share.





## CO-LOAD SALES AND OVERSEAS RATES SUPPORT



### EWL RATES PROGRAM

Web Access for all overseas agents.

Display of rate options, routings and “logic” carrier guidance.

Access to reports of your business activity.

Extended CRM for sales campaigns.

Tracking reports.

Links to various web tools, for operational support.

24/7 Airport operation to support all client needs.

 **EWL: Agent Portal**

Home About FlightTrack Register Contact Us Terms of Use

User Name:   
Password:

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Executed in: 0.81 seconds.







## EWL RATES PROGRAM



**EWL: Agent Portal**

RateMaster  
boonpen@thi-group.com

**Rates**  
Search real-time rates from BKK to any destination.

**Departures/Arrivals**  
See real-time departures/arrivals for any airport worldwide.

**Schedules**  
Browse published schedules arriving/departing worldwide airports.

**Flight Status and Tracking**  
Search for flight status and tracking data by flight number.

**Statistics**  
Your usage statistics.

**Documents**  
Various published documents from airlines and service providers.

**Pending Invoices**  
Review outstanding invoices to your company.

**Shipments**  
Current and historical information concerning your shipments.

Carrier	Rating	Info	Effective	MIN	-45	+45	+100	+250	+300	+500	+100
IATA				700.00	40.00	30.00	30.00	30.00	30.00	30.00	30.00
3K	B	⚡️	31-Mar-2018	700.00	40.00	28.00	22.00	22.00	22.00	22.00	22.00
3K	B	⚡️	31-Mar-2018	1,030.00	42.00	32.00	32.00	32.00	32.00	32.00	32.00
3K	B	🏆	31-Mar-2018	700.00	40.00	16.00	15.00	15.00	14.00	14.00	14.00
3S	B		31-Mar-2018	700.00	41.00	34.00	18.00	18.00	17.00	16.00	15.00
8K	B		31-Mar-2018	700.00	41.00	34.00	18.00	18.00	17.00	16.00	15.00
8K	B		31-Mar-2018	700.00	41.00	34.00	18.00	18.00	17.00	16.00	15.00

## KEY FEATURES

Rate search, in **USD** or **EUR**.

Rates shown with fuel/security and “all in”

“Most used” and “Preferred” carrier display.

SCR/GCR and Service level searches.

Terminal and Handling Fee display.

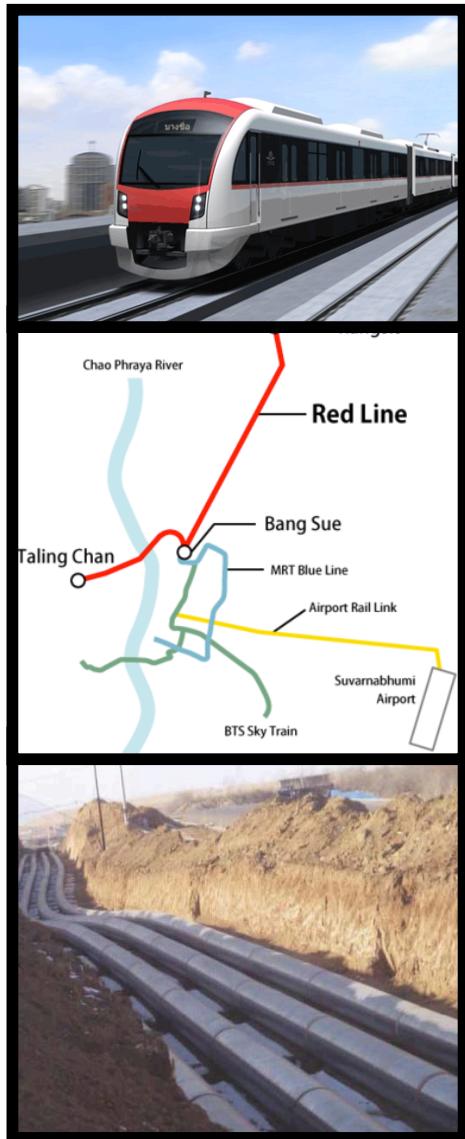
Print options to pdf/excel.

Advance rate option.



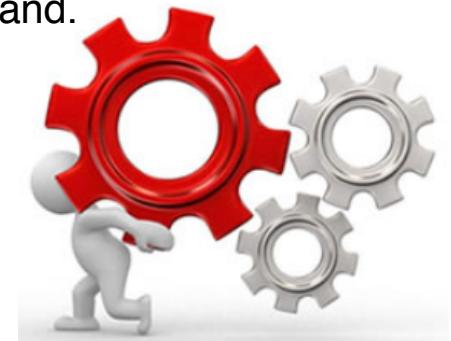


## PROJECT & SPECIALIST ACCOUNTS



### RECENT EWL PROJECTS

1. **Sumitomo.** BTS Red Line rail project.
2. **China Petroleum.** Gas Pipe projects.
3. **CP Group.** Air Charter handling live cows
4. **Wellspun.** Pipeline project on behalf of PTT / Thailand.
5. **Asiatique/Bangkok.** Ferris Wheel Importation
6. **Theme parks (various).** Water parks (4 in total)
7. **Hitachi.** Cross Border Thailand to China.





## EWL SPECIALITY SHIPMENTS



"EWL has a long history of handling unusual shipments in Thailand. Our team have a vast experience in handling shipments that need 'out of the box' thinking".



CNN Waterpark





## EWL CERTIFICATIONS

**40**  
YEARS

ISO



19



## ACHIEVEMENTS & MILESTONES



Established 1977, as one of the “first” registered logistics companies.

First forwarder to air charter of Durian (Hong Kong, in 1980's).

Founder member TAFA.

Founder member of TIFFA.

HTFN Agent of the Region. 2009/10/11.

HTFN Agent of the year 2013.

Top 10 IATA Ranking in Thai market since 1977.

Top 5 agent within Singapore Airlines 12 consecutive years.

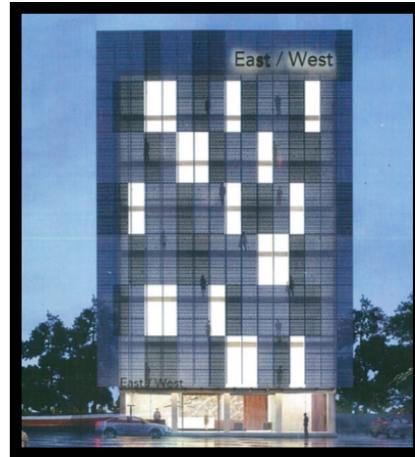
Top 3 agent with Cathay Pacific, 5 consecutive years.

2011 - BFS Founder forwarder award.

2014 - AEO Certified, all offices.

2014 - Customs broker department, ISO Certified.

2018 - Agreement for major renovation to EWL HQ.





40  
YEARS



ขอขอบคุณ / THANK YOU

