HTS Gr. in Indonesia Company Profile

- **PT. BERDIRI MATAHARI LOGISTIK**
- **PT. HITACHI TRANSPORT SYSTEM INDONESIA**
- **PT. VANTEC INDOMOBIL LOGISTICS**

A official agent of Hitachi Transport Group and Vantec Group

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1. Introduction of Hitachi Transport System, Ltd.

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1-1. Company Profile

(As of March 2017)

Corporate Name	Hitachi Transport System, Ltd. (HTS)
Founded	February, 1950
Head Office	Chuo-ku, Tokyo, Japan
Paid-in Capital	16.8 Billion Yen
Listed Market	Tokyo Stock Exchange (1st)
Revenues	665.4 Billion Yen(FY2016) (5.9 Billion U.S. dollars)*
Consolidated Employees	25,274
No. of HTS Group Employees	
Hitachi Transport	1,886
HTS Group (consolidated)	23,388
Mid & Short-term	22,665
HTS Group Network	Japan 25 (363 offices)
[No. of Companies (Offices)]	Overseas 88 (407 offices)



New Head Office

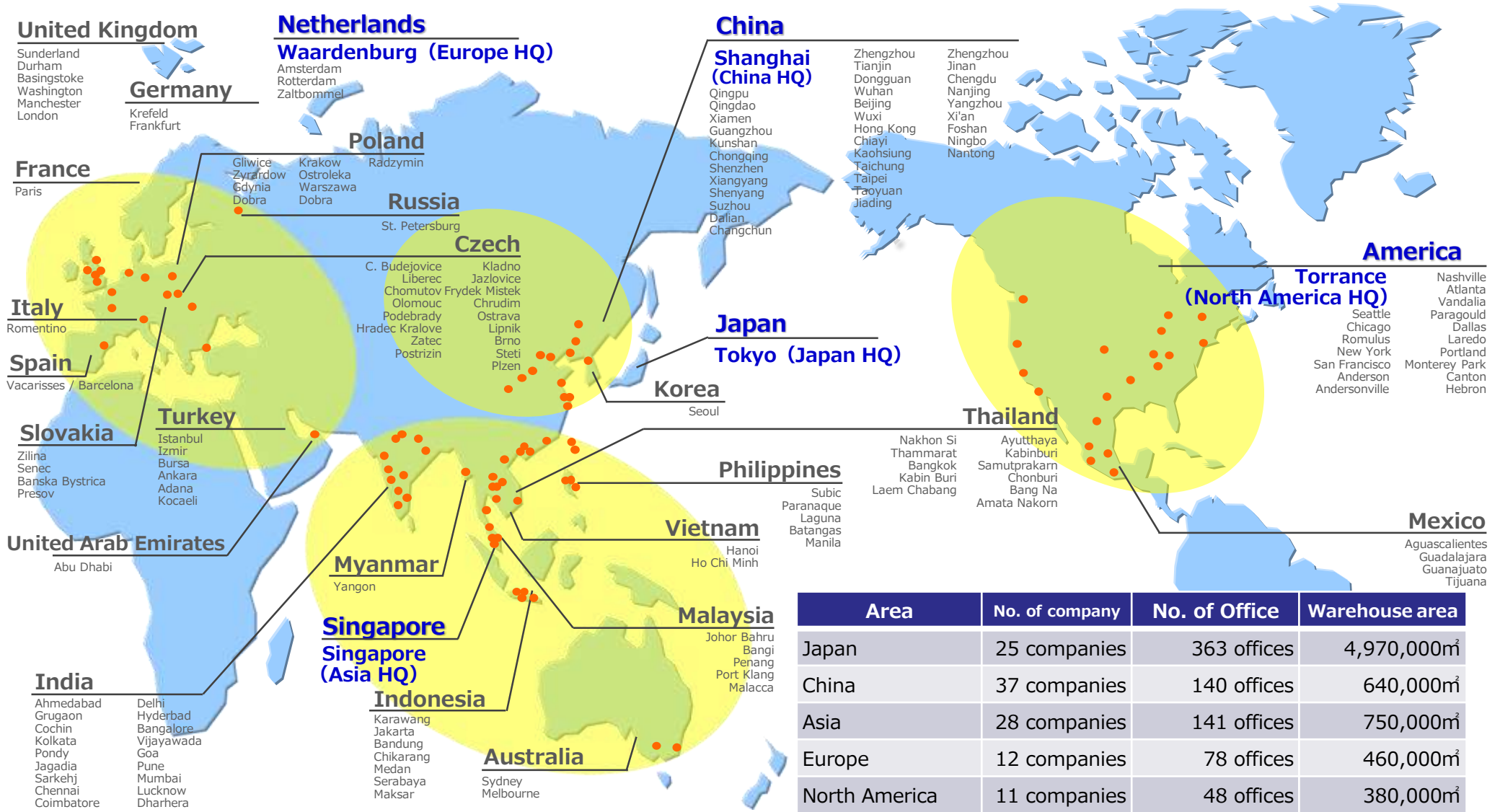
*U.S.dollar amounts have been translated from yen, for convenience only, at the rate of ¥112.19 =U.S.$1, the prevailing exchange rate as of March 31, 2017

※Number of employees is excepted associates accounted for by the equity method.
※Number of companies is included SAGAWA EXPRESS.
※Number of sites is excepted SAGAWA EXPRESS.

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1-2. Gr. Network

(As of March 2017)

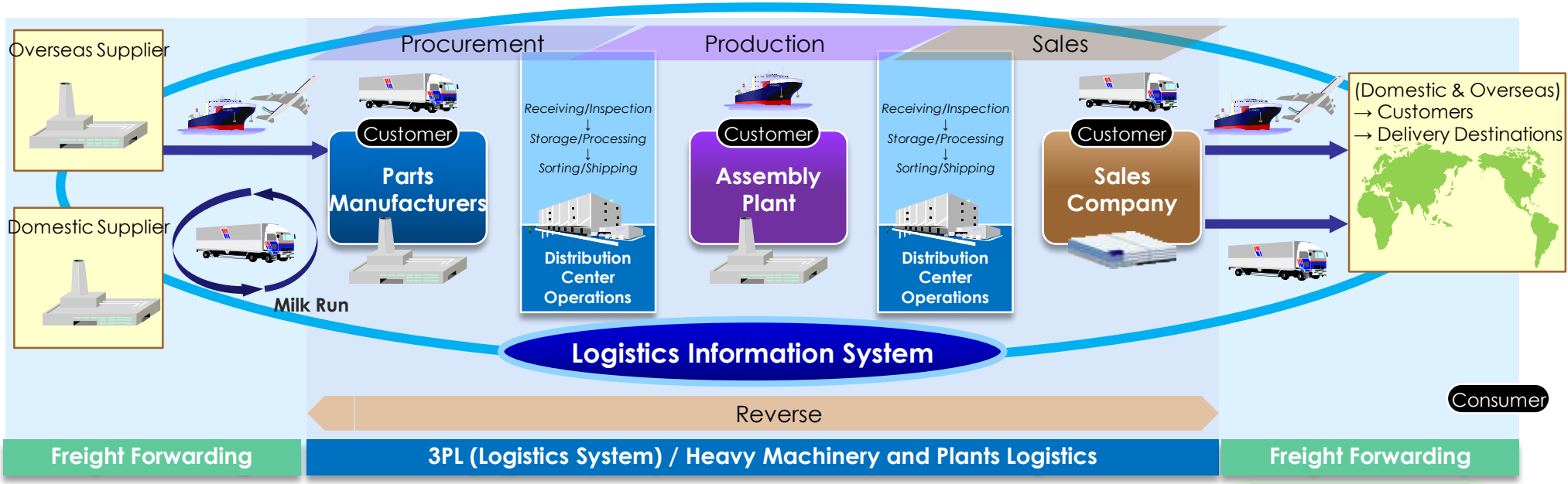


Area	No. of company	No. of Office	Warehouse area
Japan	25 companies	363 offices	4,970,000㎡
China	37 companies	140 offices	640,000㎡
Asia	28 companies	141 offices	750,000㎡
Europe	12 companies	78 offices	460,000㎡
North America	11 companies	48 offices	380,000㎡
Total	113 companies	770 offices	7,200,000㎡

※dots on above map are not put in all areas due to the map size

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1-3. Our Services



Forwarding





- Overseas WH management
- Import/Export handling
- NVOCC

3PL





- Total logistics service for procurement/production/ sales/recycle such as WMS system development and milk-run service.

Plant/Heavy Transport



- Heavy/Plant transport



- Office/factory movement
- Install precision equipment

Green Logistics (Japan)



- Collect garbage/3R consultant

Logistics Engineering (Japan)

- Packing solution



- Logistics consulting

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2. Introduction of HTS Gr. in Indonesia

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2-1. HTS Gr. Company in Indonesia Outline

As of April 2018

Name	PT Berdiri Matahari Logistik [BML]	PT Hitachi Transport System Indonesia [TSID]	PT. Vantec Indomobil Logistics [VID]
Function	Forwarding	3PL	Automotive Logistic
Establish	Apr, 1996	Oct, 2013	Dec, 2011
Location	HQ : Jakarta Branch : Karawang, Surabaya, Semper, Airport(CGK) Semarang	HQ : Jakarta Branch : Surabaya, Cikarang	HQ : Purwakarta
Employee	665 persons (incl:10 Japanese)	351 persons (incl:6 Japanese)	180 persons (incl:2 Japanese)
Main commodity	Hitachi Group Goods Sanitary Goods	Sanitary Goods	Automotive
Main Business	Sea/Air Transport Exp/Imp. Heavy cargo	3PL/Warehouse Domestic Delivery	Automotive Logistics Warehouse

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2-2. HTS Gr Business Outline

■ Business categories in Indonesia

Item	Contents	Company
Sea Air Transport	・Export/Import Ocean/Air Transport (Container Vessel・Break Bulk Vessel・ RO-RO Shipment・NVOCC ・IATA Agent	BML
Custom Clearance	・PEB/PIB（Export/Import Declaration）by EDI ・(Invoice/Packing List）Document Support ・Consulting about License	BML
Domestic Transport	・3PL ・Warehouse, Cross-docking transport ・Domestic Transport（Truck・Feeder Vessel） ・Heavy cargo transport	BML TSID VID
Other	・Equipment Installation ・Packing for Export ・Automotive Logistics ・Inspection for Apparel	BML VID


Sea Transport

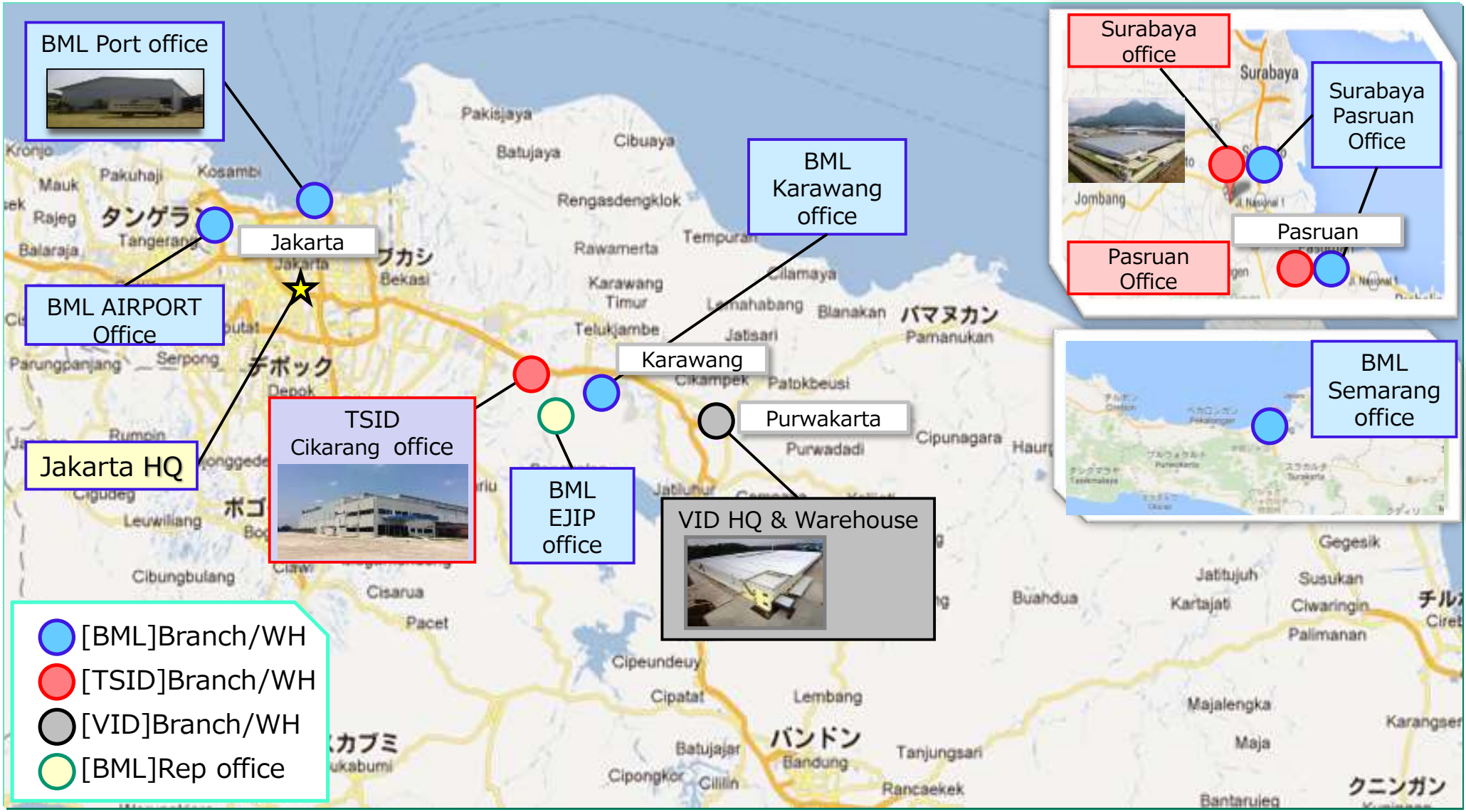

Air Transport


Heavy Cargo


3PL/Warehouse

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2-3. Location in Indonesia



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2-4. Introduction of Warehouse

■HTS Gr Warehouse in Indonesia

Area		Current Space	Remark
East Jawa	Surabaya	75, 000m2	1F: 50, 000m2, 2F: 25, 000m2
West Jawa	Cikarang	40, 000m2	1F/2F: each 20, 000m2
	Purwakarta	26, 000m2	1F:26, 000m2
	Jakarta	2, 500m2	1F:2, 500m2
	Sub Total	68, 500m2	–
Total		143, 500m2	–

■[TSID]East Jawa Logisitcs Center : Japanese Employee, 24h Security



Location	Surabaya, Mojokerto Industry Area
Floor Space	75, 000m2
Construction	Steel Frame (Raised Floor)
Equipment	Dock Leveler:17dock Berth:35berth
Main Cargo	Sanitary Goods
Security	24/7manned monitoring security


Storage Area


Loading Dock

We will expand Service Area and Space at all times to meet the customer demand

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2-5. Introduction of Warehouse

■HTS Gr Warehouse in Indonesia

■[TSID]Cikarang Distribution Center ： Japanese Employee, 24h Security



Location	Cikarang, Delta Silikon1 Industry Area
Floor Space	40, 000m2
Construction	Steel Frame (Raised Floor)
Equipment	Dock Leveler：26dock Berth：38berth
Main Cargo	Sanitary Goods
Security	24/5manned monitoring security


Storage Area


Loading Dock

■[VID]Purwakarta Distribution Center ： Japanese Employee, 24h Security



Location	Purwakarta , Kawasan Industry Area
Floor Space	26, 000m2
Construction	Steel Frame (Raised Floor)
Equipment	Dock Leveler：8dock Berth：30berth
Main Cargo	Auto parts
Security	24/6manned monitoring security


Storage Area

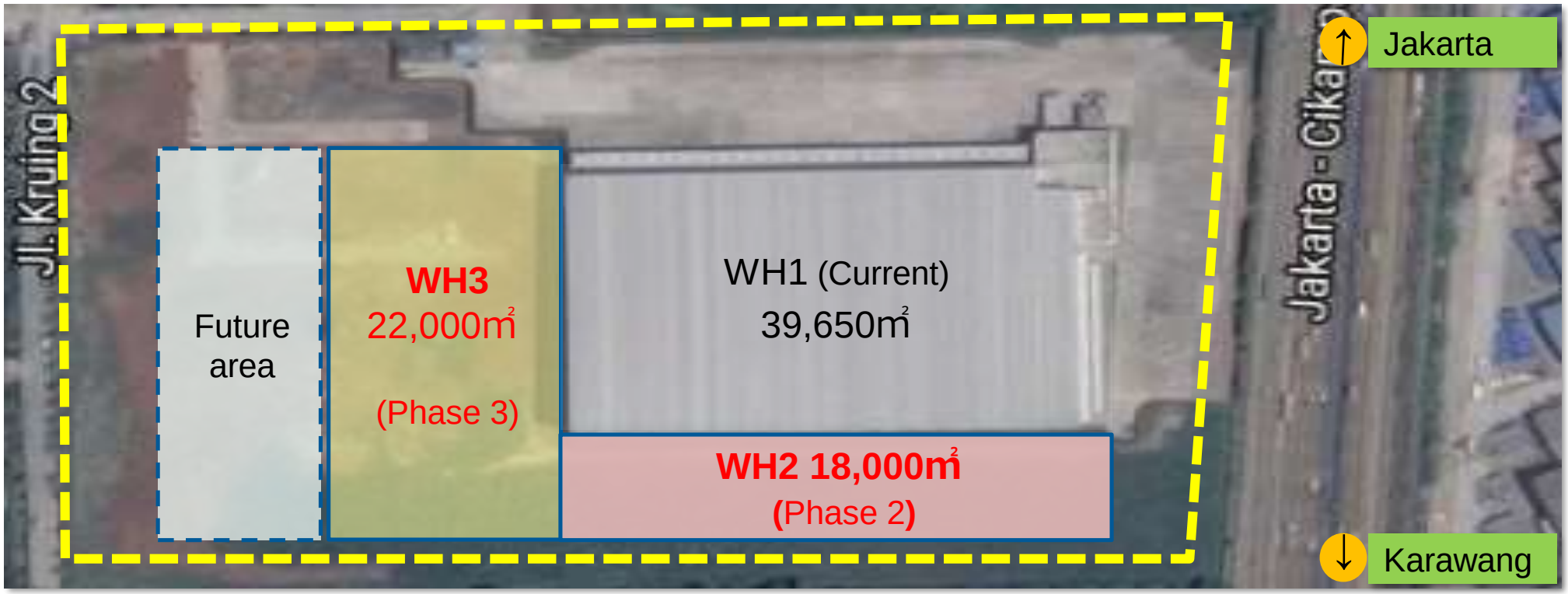

Loading Dock

We will expand Service Area and Space at all times to meet the customer demand

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2-6. Introduction of Warehouse

■ HTS Gr Warehouse explanation in West Java



Expansion is possible

■ Phase 2 : Expansion of **18,000m2 Warehouse Ⅱ** is possible

■ Phase 3 : Further expansion of **22,000m2 Warehouse Ⅲ** is possible

➡ Expecting to have **additional PLB area** in West Java

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2-7. Introduction of Warehouse

■ HTS Gr available Warehouse space in East Java



Currently **15,000 m2** is available (Including PLB area)
Spot storage as well as small amount are available.

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2-6. Introduction of Warehouse

■ Strengths and features

	Item	Contents
1	Operation system	・Over 100 persons for huge warehouse operation with management by Japanese employees ⇒Handle with volume increase at peak season
2	Flexibility	・24 hours 360 days operation ⇒Accommodate to various operation hours
3	Extensibility	・Expandable warehouse at East & West Java ⇒Provide warehouse according to customer needs
4	Hygiene	・Exclusive QC team for hygiene management ⇒Keep clean environment with epoxy and 5S *5S:Sort, Straighten, Shine, Standardize, Sustain
5	Security	・Security for 24 hour 365 day, CCTV installation ⇒Prevent stock loss from products theft
6	Operation ability	・Unique inspection and training for forklift operation ⇒High productivity and operation quality

Storage area



CCTV image



5S patrol



We can provide our logistics service with flexible operation with high quality

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2-7. Services ①Forwarding

■ Forwarding Volume

1）Ocean Transport （Monthly volume）

Monthly Ave 2017

Origin	Export Import	Custom Clearance	Volume(TEU)				
			Japan	China	Asia	Other	Total
Jakarta	Export	140	192	33	189	107	521
	Import	185	326	81	326	195	928
	Total	325	518	114	515	302	1, 449
Surabaya	Export	76	66	0	562	118	746
	Import	22	8	0	108	498	614
	Total	98	74	0	670	616	1, 360
Total	Export	216	387	43	539	298	1, 267
	Import	207	334	81	434	693	1, 542
	Total	423	721	124	973	991	2, 809

2）Air Transport (Monthly volume)

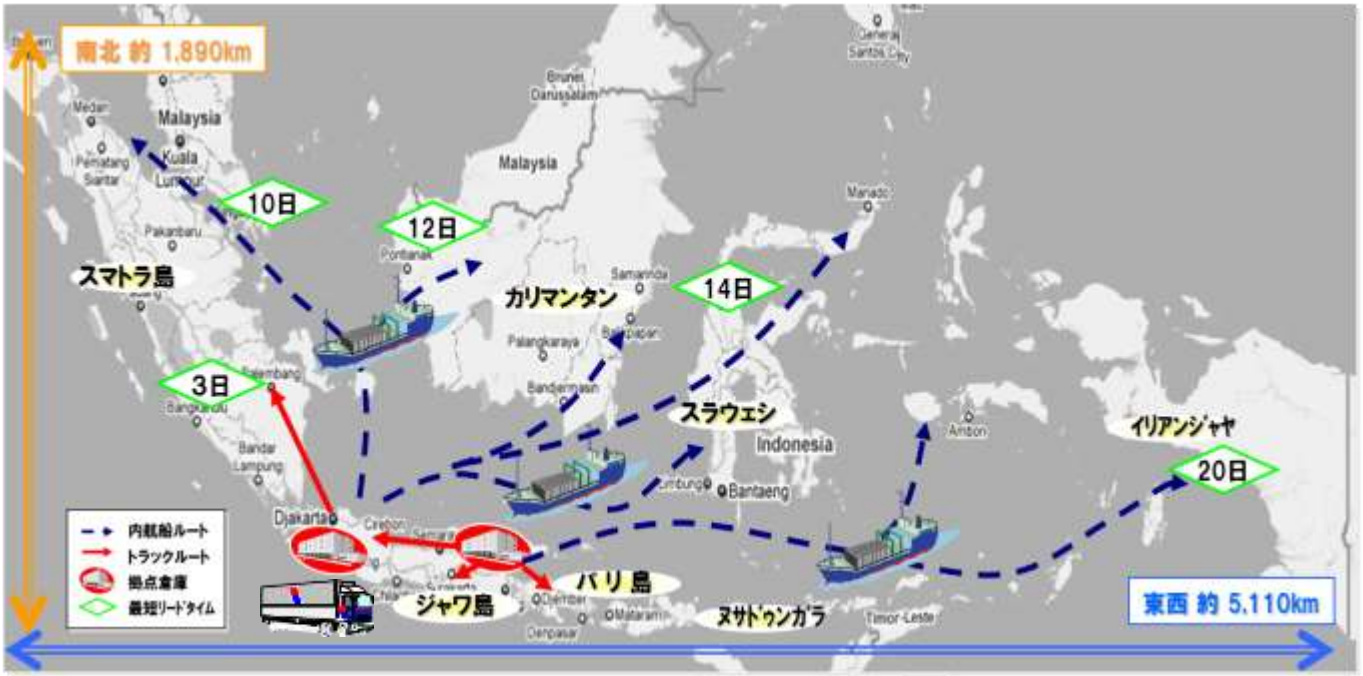
Monthly Ave 2017

Origin	Export Import	Custom Clearance	Volume(ton)				
			Japan	China	Asia	Other	Total
Jakarta	Export	269	250	25	40	35	350
	Import	381	270	15	30	5	320
	Total	650	520	40	70	40	670
Surabaya	Export	15	5	0	5	0	10
	Import	10	5	0	3	0	8
	Total	25	10	0	8	0	18
Total	Export	284	255	25	45	35	360
	Import	391	275	15	33	5	328
	Total	675	530	40	78	40	688

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2-8. Services ②Domestic transport

■ Wide delivery network throughout Indonesia



<Strong points>

- Delivery network for whole area
- Broad network with haulers
- Delivery capacity at peak season
- Traceability

Monthly Ave 2017

(Origin)		Volume (Mobile)							
		W.Jawa	C.Jawa	E.Jawa	Sumatera	Kalimantan	Sulawesi	Others	Total
Jakarta	Truck	2,143	325	230	388			8	3,094
	Vessel				100	37	14		151
	Subtotal	2,143	325	230	488	37	14	8	3,245
Surabaya	Truck	191	458	781				15	1,445
	Vessel			14		115	127		256
	Subtotal	191	458	795		115	127	15	1,701
Total	**Truck**	**2,334**	**783**	**1,011**	**388**			**23**	**4,539**
	Vessel			**14**	**100**	**152**	**141**		**407**
		2,334	**783**	**1,025**	**488**	**152**	**141**	**23**	**4,946**

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2-9. Services ③Owned vehicle operation

■ Owned vehicle

40F HC Trailer

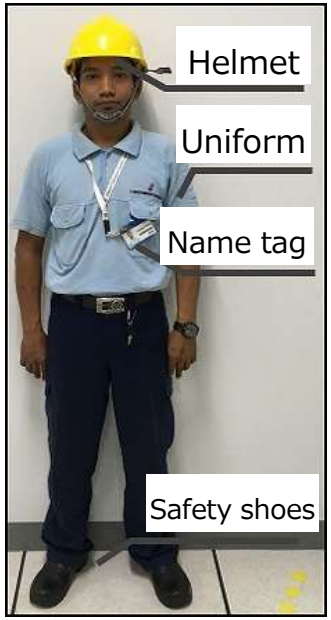


Wing box 10ton



Safety equipment with Japanese standard : Bumper, Side marker, Rear monitor, Back buzzer *Regular inspection by manufacturer

■ Exclusive driver





Safety first to prevent accident wearing helmet under operation

Training



Regular meeting



■Training and regular meeting

・Raising risk awareness…Training through movie & practice

・Sharing information…Unifying information including PIC

Our professional drivers will handle your product with care

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2-10. Services ③Owned vehicle operation

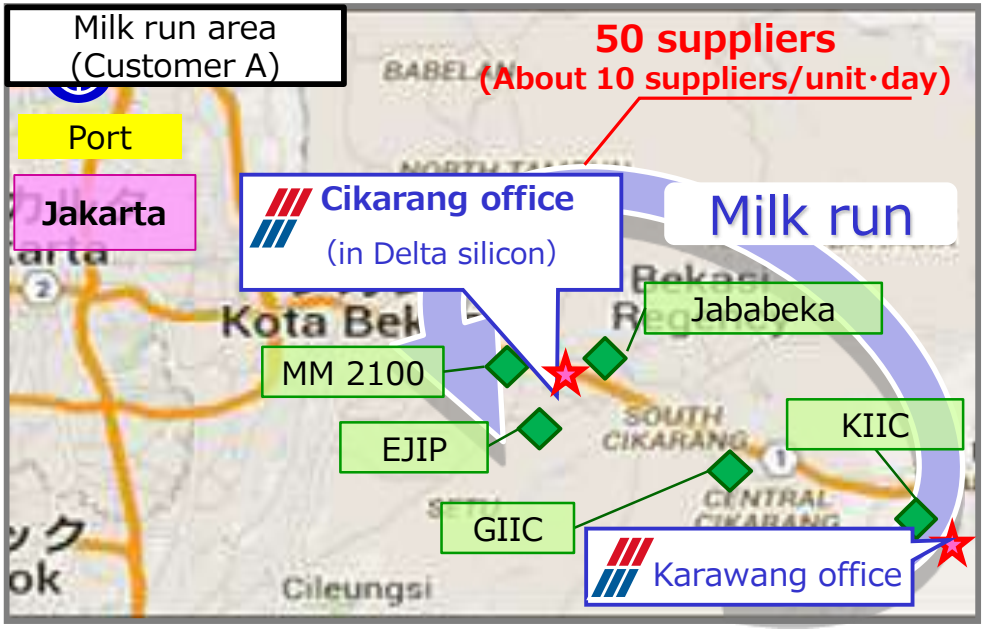
■ Line haul of East-West Java







■ Milk run transport



<Strong points>

Vehicle	Install GPS on all vehicles ⇒**Visualize tracking･operation status in real time**
Management	24H operation managed by dedicated PIC ⇒**Correspond any trouble timely**

<Strong points>

Flexibility	Adjust to any change/additional of pickup ⇒**Flexible respond**
Loading plan	Loading plan with consideration of product size/weight and pickup order ⇒**Low damage･High operating quality**

We will provide highly value-added transport service with our experienced operation

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2-11. Services ④Bonded logistics center

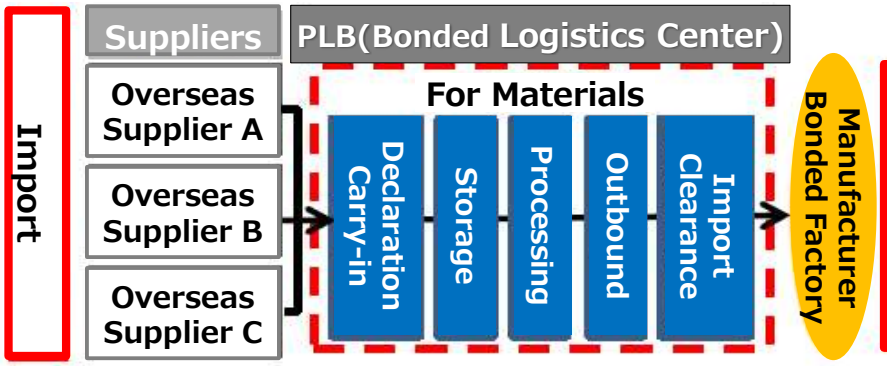
- New logistics service with PLB warehouse (Storage/In-Out handling/Delivery/FWD)
- Acquired PLB license in May 2018 (First acquisition in East Java among Japanese companies)
- 5, 000m2 at Surabaya warehouse for PLB space

[Additional change]

- Available to keep stock for non-resident in Indonesia(so far prohibited)
- Available to keep stock for 3years(so far 1year)
- Available to storage for finish goods(so far material only)

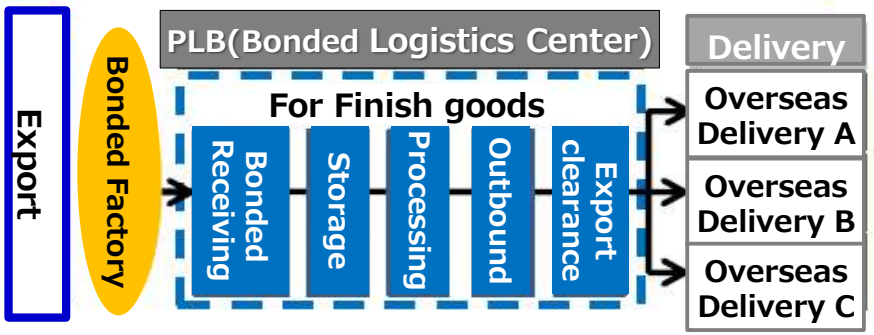
＊ PLB : Pusat Logistik Berikat

■Outline of PLB service and Merits



Merit for Importer

- Expect efficiency of cash flows
  → Unnecessary to have materials as resident stock
- Unnecessary to have operation & budget at overseas for supplier (in case of VMI)
- Tax subject to outbound product from PLB



Merit for Exporter

- Expect efficiency of cash flows
  → Unnecessary to have finish goods as resident stock
- Available to storage products (manufactured in advance) at outsourced warehouse (Effective usage of factory space)
- Available to storage and deliver export product for multiple customers

Introduction of Website ⇒ http://www.hitachi-transportsystem.com/jp/news/20180529.html
PLB ⇒ https://www.jetro.go.jp/world/reports/2017/02/6113df49e0e4008f.html
VMI ⇒ http://www.e-logit.com/words/vmi.php

In any needs regarding to PLB services, Please contact following.

sales@hitachitransport.co.id

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Contact Information

If you have any inquiry,
Information request or any need
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