

# HEADWAY PRESENTATION

HEADWAY JSC - VALUE ADDED LOGISTICS

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# VISION - MISSION



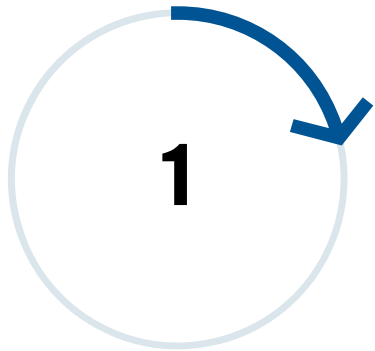
## Our Vision:

Become one of Vietnam's top logistics companies by providing customers with exceptional value added services, while striving to maintain high speed and agility to adapt to changes in business environment.

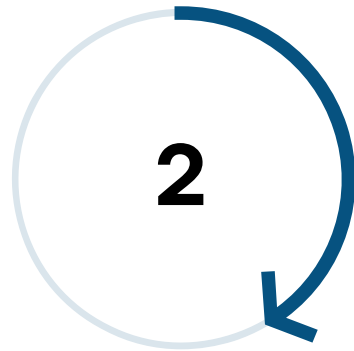
## Our Mission:

Build up a logistics company that delivers high value added services in order to create sustainable benefits for customers, employees, and shareholders.

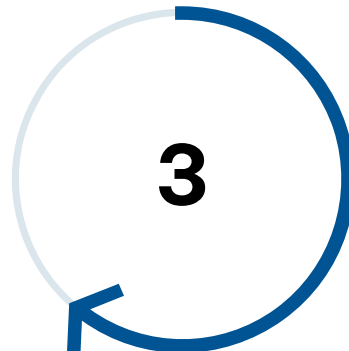
# CORE VALUE



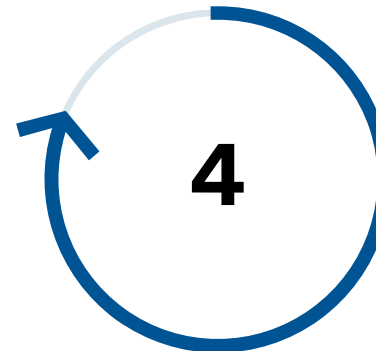
- Implementing policy of transparency, fairness and democracy.



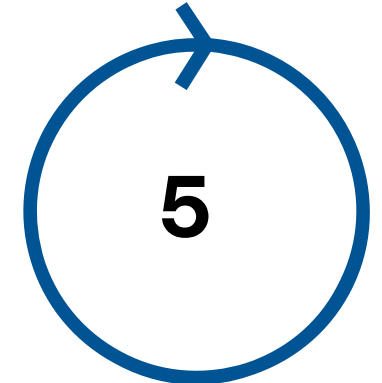
- Pursuing constant self-evaluation and improvement.



- Committing high responsibility for services provided to customer.



- Performing great spirit of responsibility and dedication in business.



- Conducting business with win-win cooperation.

# KEY FACTORS



## 20 years

20 years of experience in shipping and logistics sectors



## 101,441

Handling 101,441 TEU in 2022



## Number 1

N° 1 in Asia of Gold Star Line in 2022



## Number 1

N° 1 in Viet Nam for Perishable Logistics



## Number 1

N° 1 in Viet Nam for Automotive Logistics



## Number 1

N° 1 in Asia of CMA Group in 2022

# NETWORK



## 9 offices

9 offices and stations in Vietnam



## 5 continents

Asia, Africa, Australia, Europe, Americas



## 196 countries

China, Brazil, Japan, USA, Ghana, Guinea,..  
all over the world

2003

▶ Creation of Headway., Ltd  
1 offices – 6 persons

Rebranding Headway JSC  
9 offices – 142 persons

◀ 2022





**Network nationwide:**

1. Ho Chi Minh Office
2. Ha Noi Office
3. Da Nang Office
4. Chu Lai Office
5. Hai Phong Office
6. Quy Nhon Office
7. Dong Nai Office
8. Thanh Hoa Office
9. Hoa Lu Depot

# OUR SERVICES



## **Core Freight**

Road Freight  
Ocean Freight  
Air Freight  
Ocean - Air Freight



## **Integrated Logistics**

Automotive Logistics  
Perishable Logistics  
Cross Border Logistics  
Warehousing Service  
Customs Service  
Reefer Depot Service



## **Agency**

Shipping Agency Service  
NVOCC Agency Service  
Insurance Agency Service  
ECTN Agency Service





**HEADWAY**  
VALUE ADDED LOGISTICS

# ROAD FREIGHT

Solutions that meet your reliability, speed and cost requirements.

Volume: **2.119 shipment**/ year (2022)





# OCEAN FREIGHT

Reliable service that you can count on.  
Volume: **101.441 teu**/ year (2022)





# AIR FREIGHT OCEAN - AIR FREIGHT

Fast, flexible & economic solutions that suit your needs.

Volume Air: **428,8 ton/ year (2022)**





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# AUTOMOTIVE LOGISTICS

Excellent service that you can expect.



# AUTOMOTIVE LOGISTICS

Solutions that meet your reliability, speed and cost requirements, include CKD, SKD & CBU Traffic



## Customer

- Kia, Mazda, Fuso
- Peugeot
- BMW, MINI COOPER



## Figures

- Over 15 years of expertise
- Transport 12,000 units in 2022
- Turnover over \$ 10,8M in 2022



## Volume

- Air: more than 300 TON/annual
- Sea: 55,000 TEU/annual
- Road: 9,000 TEU/annual



## Facilities

- 11 Container Trucks
- 12 Normal Chassis + 11 Gensets



# AUTOMOTIVE LOGISTICS

## SHIPPING CAR BY RORO



## SHIPPING CAR BY CONTAINER



20ft HC



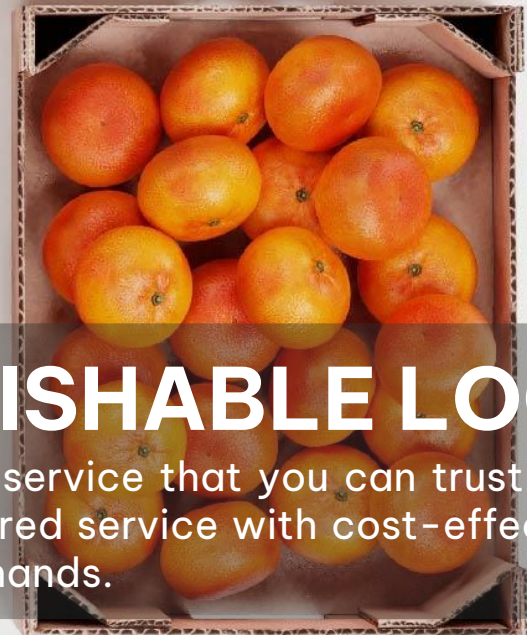
40ft HC



45ft HC







# PERISHABLE LOGISTICS

Tailored service that you can trust. We design and offer you tailored service with cost-effective solution to meet your demands.



# PERISHABLE LOGISTICS

Find the solution that fits your business needs for  
Fresh Fruit & Frozen Seafood



## Packing

- Correct materials and package
- Right stuffing technique
- Correct sealing and labeling

## Volume

- Air freight (100 Tons/annual)
- Sea freight ( 15,000 TEUs/annual)
- Road/Land (4,500 TEUs/annual)

## Facilities

- 50 truck with genset
- Dedicated reefer depot
- GPS truck control
- Dedicated Cold Warehouse

# PERISHABLE LOGISTICS



## Documents

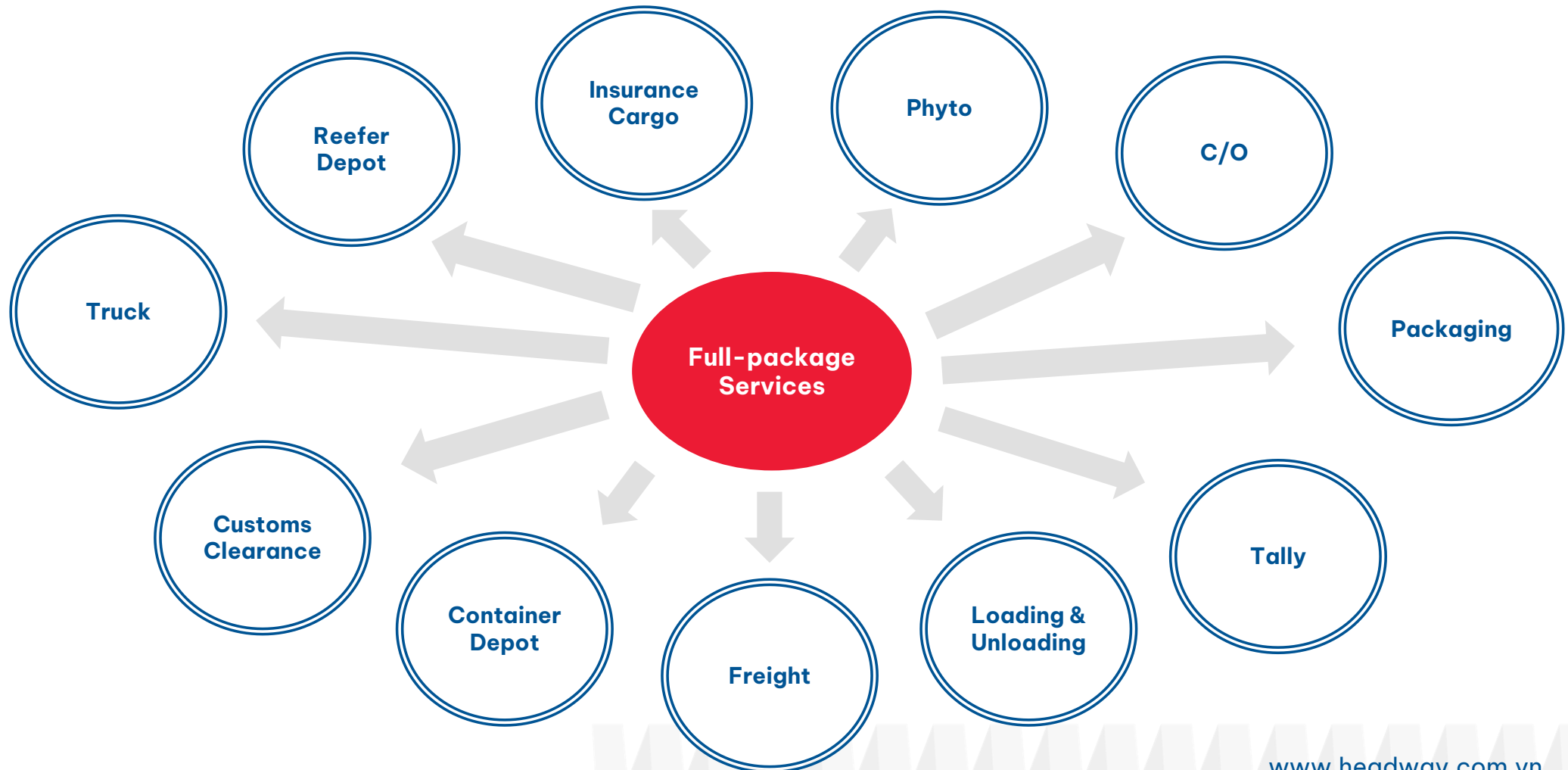
- Phytosanitary application
- Certificate of origin application
- Insurance application



## Procedure

- Right Set-Temperature
- Correct balance of atmosphere
- Right control humidity level
- Correct stuffing

# INTEGRATED LOGISTICS SERVICES







# CROSS BORDER SERVICE

Fast and cost – effective solution that you can benefit.



# CROSS BORDER SERVICE

Find below solution that fits your business needs



## Solution

- Door-to-door solutions.
- All-inclusive competitive rate.

## Packing

- Service package for customs clearance, Phyto, Cert of Origin.
- Online track and trace.

## Facilities

- Temperature-controlled facilities like truck with genset and reefer depot.
- Cool chain management system.
- Control tower for temperature, ventilation, equipment check.

# CUSTOMS SERVICE

Reliable service for all customs procedures and compliance with local regulations and policies



## Customs clearance declaration full-services

- Customs clearance for import/export, temporary import and re-export, transits.
- Management of commercial documents.
- Estimate of cargo import tax or duty.
- Customs regulatory update.
- Customs classification and identification of origins.
- Customs code or ID set-up for new entity /company.





# WAREHOUSING SERVICE REEFER DEPOT SERVICE

Tackle the congestion or bottleneck at major border or port gateway in Viet Nam.



# REEFER DEPOT SERVICE

Tailored service with a cost-effective solution to meet your demands



Headway – Hoa Lu Depot, Binh Phuoc Province



Headway – Le Thanh Depot, Gia Lai Province

## Location

- Reefer depot location is close to Cambodia-Vietnam Border.
- Reefer depot location is close to Hochiminh port.

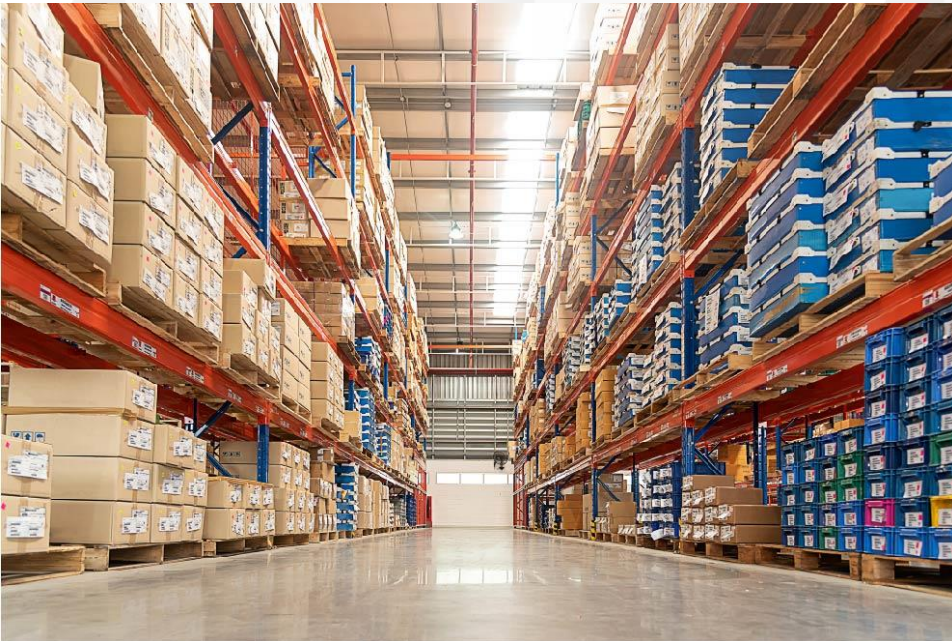
## Solution

- Management system for reefer container 24/7/365.
- Maintenance & Repair (M &R) service.
- Competitive storage solution for reefer containers.



# WAREHOUSING SERVICE

The competitive warehouse solution for your shipments



- Dedicated team for customs clearance.
- Warehouse Monitoring system 24/7/365.
- Quality control.
- Stock visibility in real-time.
- Labeling and conditioning service.
- Pick-pack service.





# SHIPPING AGENCY NVOCC AGENCY

It's good combination of local agency expert with internal shipping line.





**CHUBB®**

# ECTN AGENCY CARGO INSURANCE AGENCY

Trustworthy agent that you can cooperate with. Excellent cargo insurance agent that keep your business safe.

## HEADWAY JSC – THE APPOINTED AGENT TO ISSUE ECTN & CARGO INSURANCE



ECTN – Electronic Cargo Tracking Note

- ❑ We have been appointed agent to issue ECTN (Electronic Cargo Tracking Note) for more than 10 years.
- ❑ We have been appointed to be tier-1 cargo insurance agency Chubb Viet Nam.

**CHUBB**<sup>®</sup>

### ECTN Agency Service

- Certificate issuance for Burundi-The Central African Republic-Chad.
- Certificate issuance for Ghana-Guinea (Conakry)-Guinea-Bissau.
- Certificate issuance for Mali-Niger-Senegal.

### Cargo Insurance Agency Service

- Insurance consultancy service for shipment or project
- Dedicated cargo insurance team 24/7/365
- Tailored insurance policy and solution with all-inclusive competitive package, save time and cost.

ERP

Enterprise  
Resource  
Planning

CRM

Customer  
Relationship  
Management

## CRM-INTEGRATED ERP SYSTEM MANAGEMENT

**CRM-integrated ERP software explicitly designed for Headway's needs.**

- Quotation Management
- Pricing Management
- OPS Management
- Partner Management
- Support Management
- Culture Management
- Accounting Management
- Insures Management
- Bonus Management
- System Management
- Files Management
- Report Management




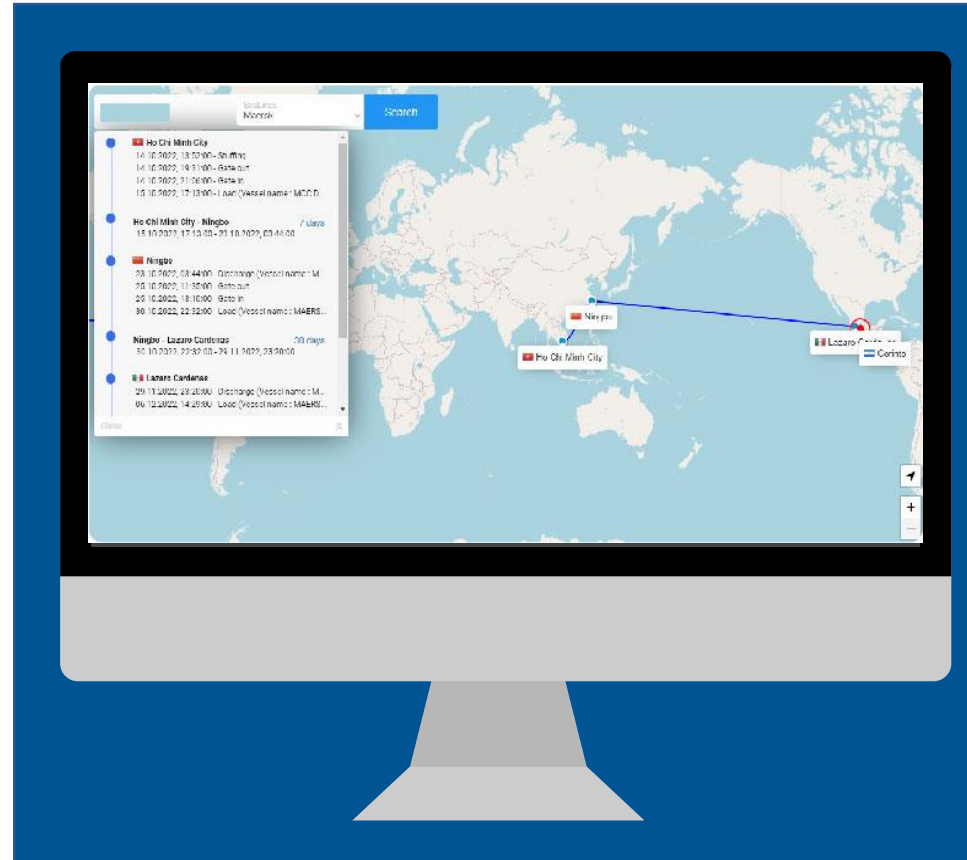


## TRACKING YOUR SHIP

Step 1: Access web link: [www.headway.com.vn](http://www.headway.com.vn)

Step 2: In the menu bar, click select “Tracking your ship”.

Step 3: Type the container number, and click the button  to show search results.



# HEADWAY SOCIAL ACTIVITIES



## CHARITY DONATION

- ❑ Charity fund “Headway - Share the love” takes place every year.
- ❑ Giving gifts to difficult household & studious children, lonely old people.
- ❑ Donate your clothes to the poor.
- ❑ Support treatment costs for children’s cancer hospitals.

👉 For more images at [www.headway.com.vn/en/photo-album](http://www.headway.com.vn/en/photo-album)

## BLOOD DONATION

- ❑ Join humanity blood donation program at the local hospitals.

## MAJOR SPONSOR

- ❑ As sponsor for Vietnam Young Logistics Talent 2022 – competition for student.
- ❑ Major Sponsor for VN Shipping & Logistics Tennis Tournament.





# HEADWAY KEY CONTACTS

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Felix Nguyen (Mr.)	Managing Director	felix@headway.com.vn
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Zoe Nguyen (Mrs.)	Logistics Manager	zoe@headway.com.vn

# THANK YOU

**Any questions?**

You can contact us via +84 28 22 00 55 66/ + 84 28 22 00 77 66