

2024 HEADWAY PRESENTATION

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VISION - MISSION



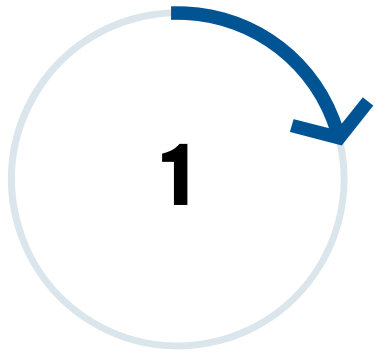
Our Vision:

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.

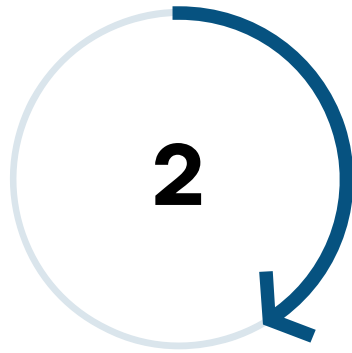
Our Mission:

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

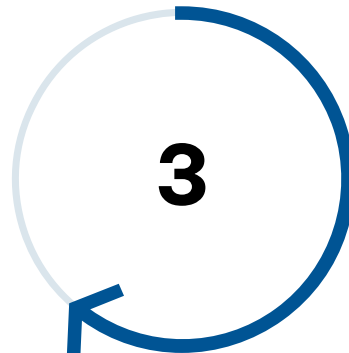
CORE VALUE



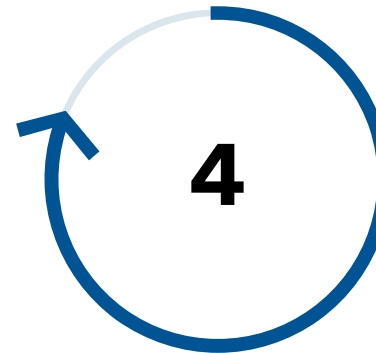
- Implementing policy of transparency, fairness and democracy.



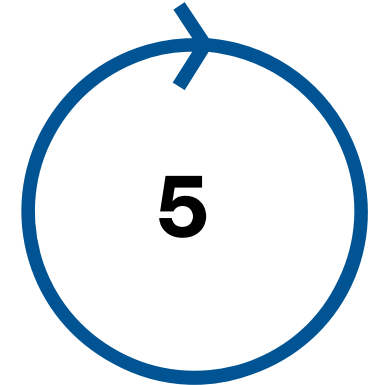
- Pursuing constant self-evaluation and improvement.



- 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



70,672

Handling 70,672 TEU in 2023



Number 1

N° 1 in Asia of Gold Star Line in 2023



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 2023

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 – 137 persons ◀

2024



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
Project Logistics
Warehousing Service
Customs Service
Reefer Depot Service



Agency

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



ROAD FREIGHT

Solutions that meet your reliability, speed and cost requirements.

Volume: **2,197 shipments**/ year (2023)



OCEAN FREIGHT

Reliable service that you can count on.
Volume: **70,672 Teus**/ year (2023)



AIR FREIGHT OCEAN - AIR FREIGHT

Fast, flexible & economic solutions that suit your needs.

Volume Air: **265,8 Tons**/ year (2023)



AUTOMOTIVE LOGISTICS

Excellent service that you can expect.

AUTOMOTIVE LOGISTICS

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



OUR SERVICES



Customer

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



Figures

- Over 15 years of expertise
- Transport 10,000 units in 2023
- Turnover over \$ 5.5M in 2023



Volume

- Air: more than 300 TON/annual
- Sea: 48,000 TEU/annual
- Road: 1,000 TEU/annual



Facilities

- 11 Container Trucks
- 12 Normal Chassis + 11 Gensets

AUTOMOTIVE LOGISTICS

SHIPPING CAR BY RORO



SHIPPING CAR BY CONTAINER

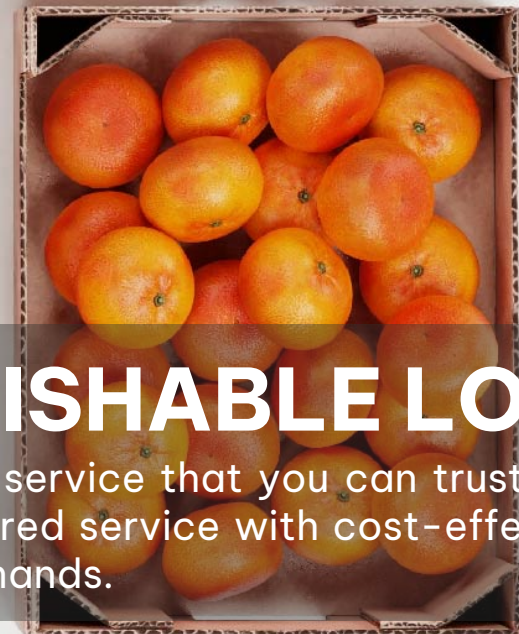


40ft HC



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

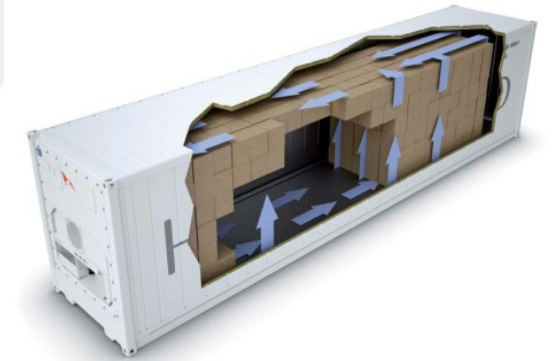
Volume

- Air freight (100 TON/annual)
- Sea freight (22,700 TEU/annual)
- Road/Land (4,500 TEU/annual)

Facilities

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

PERISHABLE LOGISTICS



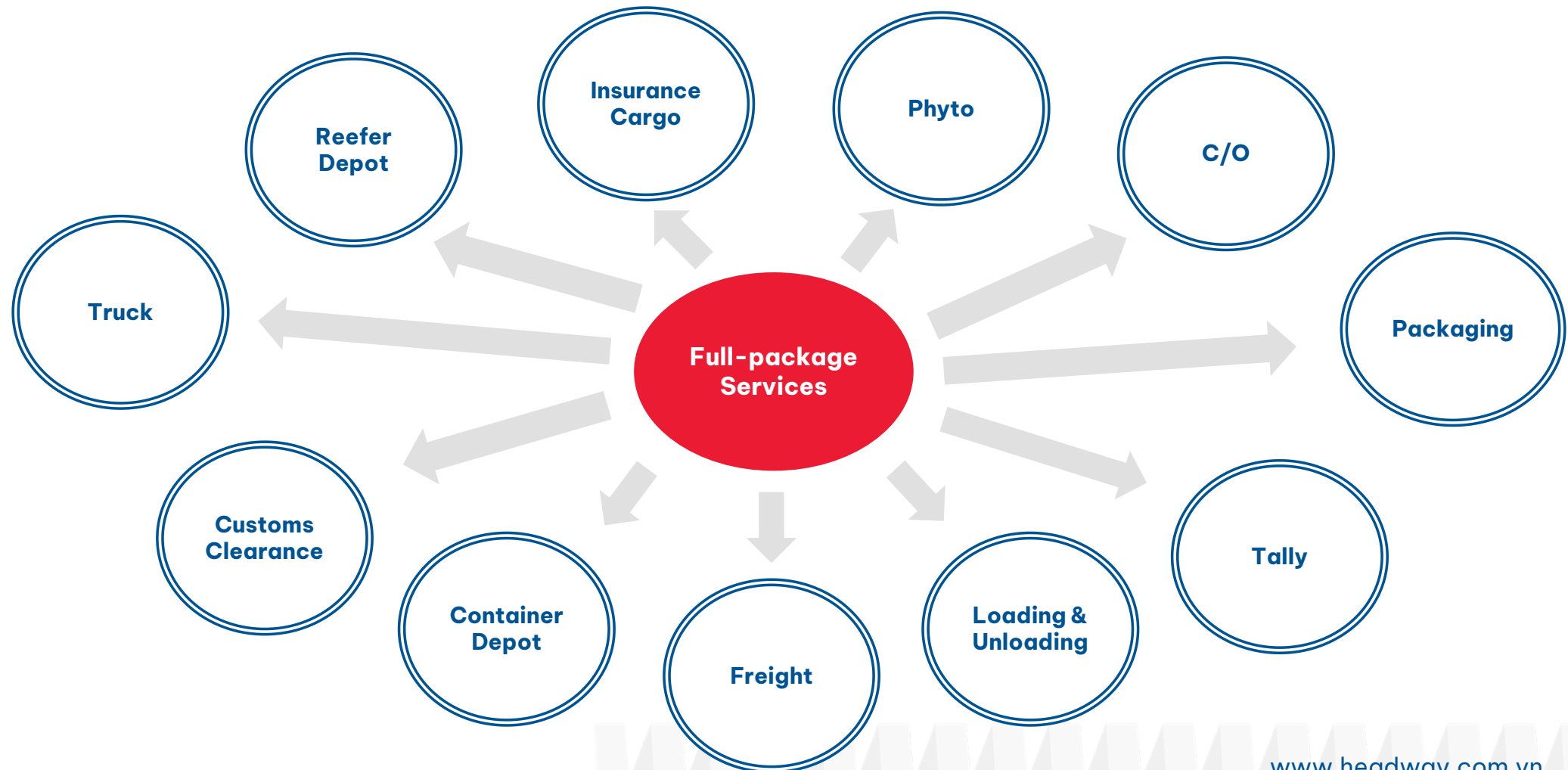
Documents

- 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.



PROJECT LOGISTICS

The best solution for project shipments including Out-of-Gauge and Heavy lift cargoes.

PROJECT LOGISTICS



Project Logistics Solution

- Pre-feasibility study.
- Road surveys.
- Consulting on local law and legal restrictions.
- Budget costing.
- Design a tailor-made solution for transport & lifting.
- Extensive network with authorities (road permits, police escorts).

PROJECT LOGISTICS

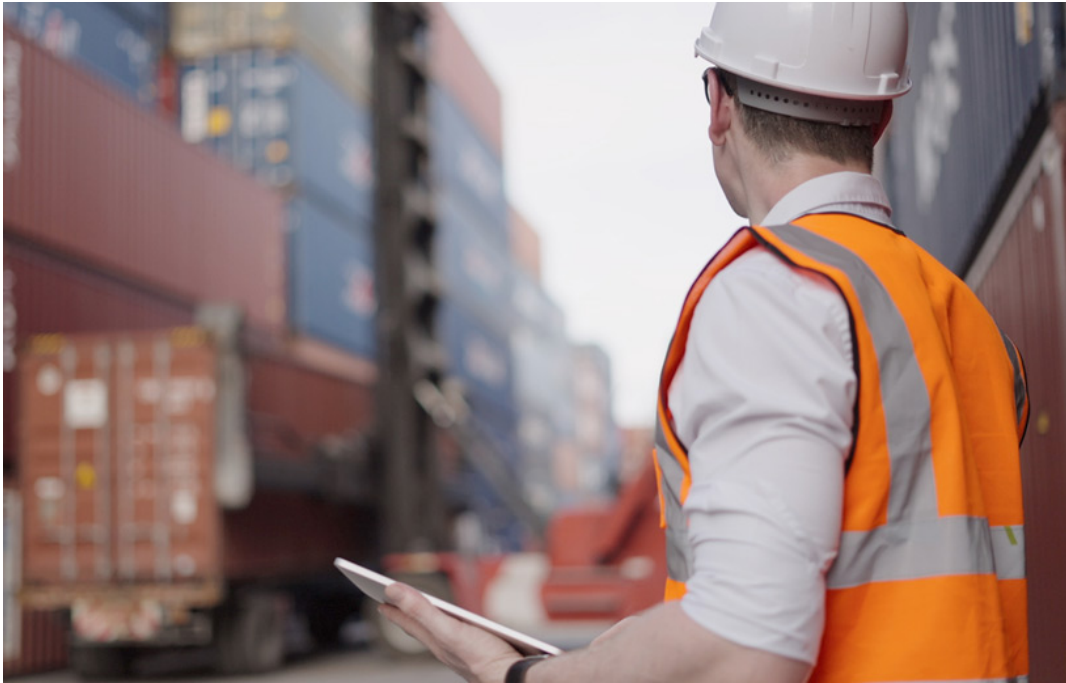


Project Logistics Solution

- Engineering study and monitor at any stage of execution phase.
- Management of Customs clearance and any other regulatory compliance subject.
- Specialized low bed transport and Heavy Lift.
- Shipping with different options: Special containers, Barging, Liner service, Chartering, Breal Bulk vessel, Heavy Lift vessel, ...

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

Location

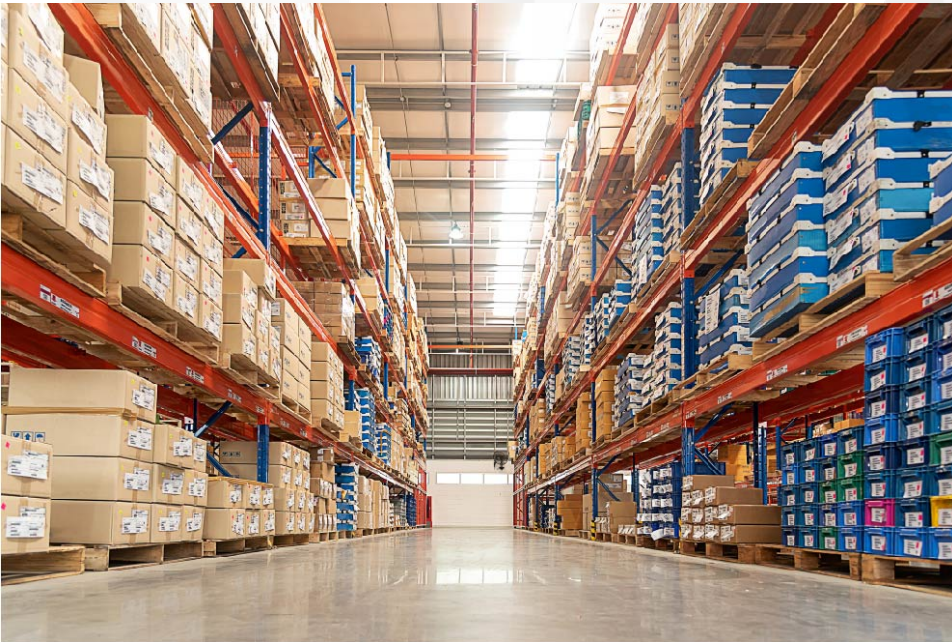
- Reefer depot location is close to Cambodia-Vietnam Border.
- Reefer depot location is close to Hochiminh port.

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.



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[®]

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.

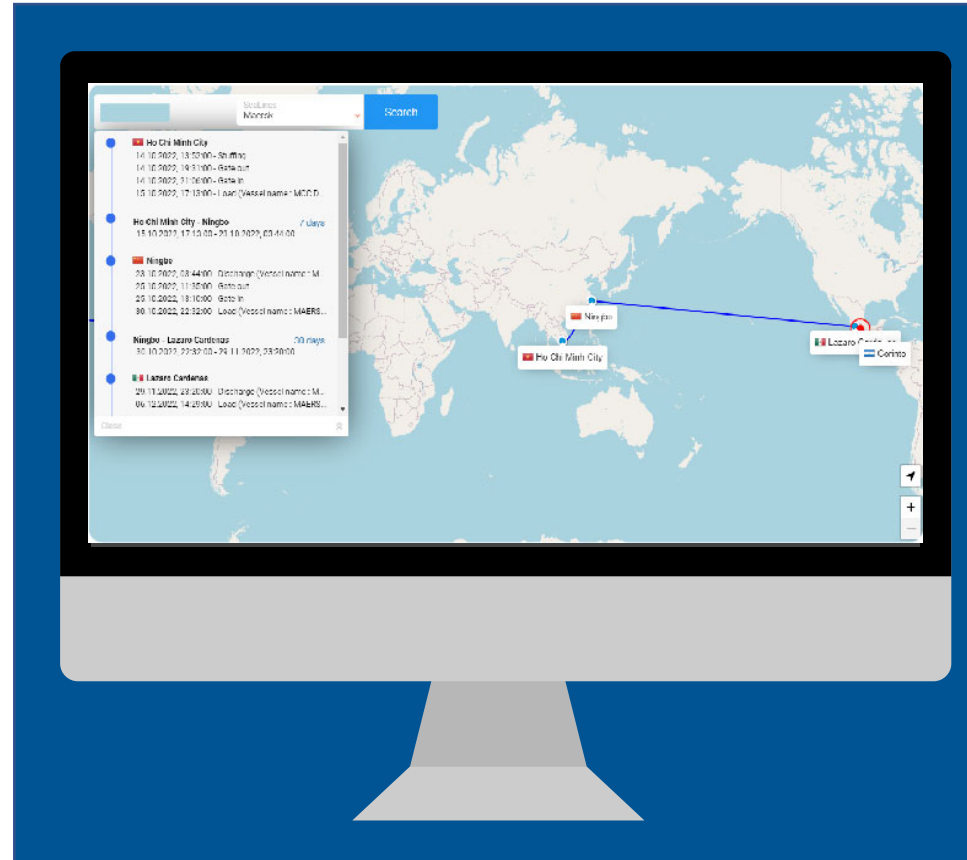
- ❑ Quotation Management
- ❑ Pricing Management
- ❑ OPS Management
- ❑ Accounting Management
- ❑ Insures Management
- ❑ Bonus Management
- ❑ Partner Management
- ❑ Support Management
- ❑ Culture Management
- ❑ System Management
- ❑ Files Management
- ❑ Report Management

TRACKING YOUR SHIP

Step 1: Access web link: www.headway.com.vn

Step 2: In the menu bar, click select “Cargo Tracker”.

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 our news at <https://headway.com.vn/en/news>

BLOOD DONATION

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

MAJOR SPONSOR

- ❑ As sponsor for SCMission 2023, B-Lead 2023, Aiesec 2023 – competition for student.
- ❑ Major Sponsor for HCM City Export 2023, Logistics Summit 2023, Charity Golf 2023,...



HEADWAY KEY CONTACTS

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THANK YOU

Any questions?

You can contact us via +84 28 22 00 55 66 – Email: info@headway.com.vn