

Pain Solver and Value Innovator



- ◆ Global Logistics Cost Reduction and Supply Chain Risk Management
- ◆ IoT, BigData and Analytics, AI and Robot with BellaDati



Logistics Bank

01Jan,2017

【Logistics Bank/Logi Solution: Products and Services】

Logistics bank(LB) is the leading management/logistics consulting company specialized for Global Logistics Process Improvement in the end to end supply chain.

The prime products LB provide our customers such as shippers and 3PL providers are two-fold; One is **“Global Logistics Cost Reduction consulting”** for shippers. The other is **“Sales and Profit expansion consulting”** for 3PL and Global forwarders.

Furthermore, LB provides our customers with extensive consulting products and services to improve internal and external management system to increase organizational efficiency and effectiveness.

■New Innovative opportunities to create new products and service through IoT, BigData and Analytics, AI, Machine learning and Robot., etc

We have Global Partners such as BellaDati., etc.

◆KPI management on various industries such as Logistics, Retailer and Whole seller, Insurance, Health care., etc.

■Unlimited opportunities in the end to end supply chain process

There exists unlimited opportunities to improve the end to end supply chain.

These are redundant cost of bottleneck in the operation process, excessive cost of transportation, warehouse management and distribution, redundant cost of wrong selection of 3PL/Global forwarders, slow cash flow due wrong collection method of billing process, duplication of operation/management process, insufficient installation of IT management, inadequate management system related to ISO9001(Quality), ISO14001(Environmental), OHSAS18001(Health & Safety), ISO27001(Information), TAPA(Transport/warehouse security), BCP(Business Continuity Planning) and Risk Management, Mindset of management/employee, Organizational and cultural barriers, insufficient sales and service management, lack of marketing strategies

○Management/Logistics Consulting

- (1)Global Logistics Cost Reduction Methodology
- (2)3PL/Global Forwarders' sales & profit expansion
- (3)Supply Chain Risk Management Process
- (4)BCP installation into internal/external organization
- (5)IMS certification support (ISO 9001, 14001, OHSAS18001)
- (6)TAPA certification support
- (7)3PL/4PL Management (Domestic/Global)
- (8)Claim settlement management(Air & Sea transport)

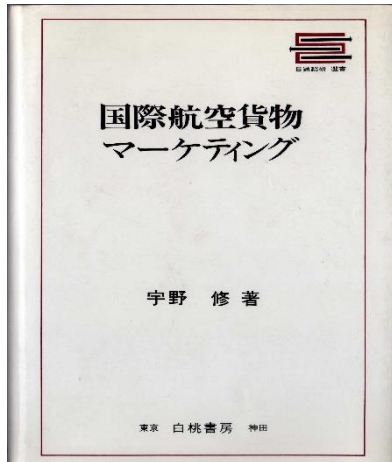
○Training and educational services

- (1)Logistics Quality and Value process for 3PL/Shipper (Sales training)
- (2)Logistics Marketing
- (3)Qualified Logistics Consultant
- (4)Logistics Service Management
- (5)Supply Chain Risk Management
- (6)Logistics BCP(Business Continuity Planning)
- (7)IMS internal auditors
- (8)Top management/middle management seminar

○Presentation/Consulting of IoT, BigData and Analytics, AI, Robot

【Books Written by Osamu UNO】

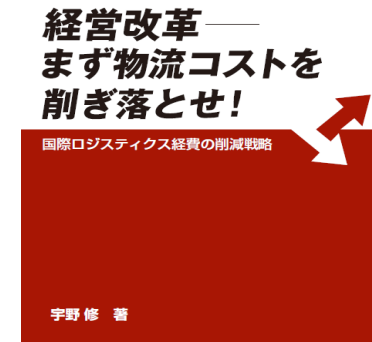
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| | Title | Publishing Company | Published in |
|-----|--|--------------------|--------------|
| <1> | International Air Cargo Marketing | Hakuto Publishing | 1993 |
| <2> | Sell ! Creation of Logistics Quality | Hakuto Publishing | 2003 |
| <3> | Management Innovation- Logistics cost cut is the first action | Japan Press | 2011 |

Logistics Marketing Research Service By Logistics Bank

- ◆Market research: Market size by route, country, export/import, commodity, Carrier, forwarder, shipper and profitability.
 - ◆Product competitiveness research in Japanese market.
 - ◆Marketing environment/Market segmentation/Product Life Cycle/Forecasting/Product mix/Sales and service management.
 - ◆3PL market in Japan
 - ◆Logistics IT market(FMS,TMS, WMS, Visibility, LoT, eCommerce, Cloud, Big data., etc)
 - ◆Logistics compliance
 - ◆Risk management awareness by shipper/forwarder/carrier in Japan.
- We will conduct marketing research about overall logistics/supply chain management based on client demand.**
- Logistics Bank is a window/bridge to link Global Customers with Japanese customers.**

**Logistics Bank is looking for partners in Global market.
Please Join us to realize New Business Opportunities!!!**

◆Let's exchange business opportunities about :

- (1) 3PL business: LOGI SOLUTION, our partner is one of the prestigious 3PL consulting companies in Japan.
- (2) Logistics Bank has competitive skills to realize Global Logistics Cost Reduction and also Global Supply Chain Risk Management.
- (3) Logistics Bank has extensive experiences to install IMS(Integrated Management System such as ISO9001/140001/18001 and BCP/other logistics compliance.
- (4) IT business opportunities related to Logistics IoT and Logistics Software(TMS, FMS, WMS and Visibility.,etc), Big Data, Analytics, Insight report and AI.
- (5) Marketing research

Please email to:

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Osamu UNO

President, Logistics Bank and General Manager, Logi Solution.



Identification of customer's pain is the first action to realize Supply Chain Innovation

We must aware the Unlimited opportunities in the end to end supply chain.

LOGI SOLUTIONS and Logistics Bank Network will provide customers with realistic solutions in the Global and Domestic market.

Let's collaborate with us!!

Please email to:

uno-osamu@e-logisticsbank.com or o-uno@logi-solu.co.jp

Osamu UNO

President, Logistics Bank and General Manager, Logi Solution.

Shippers are now worrying about . . .

■ Shippers' awareness these day:

- 1. Global logistics/supply chain cost reduction in the factories/branches existing in the world.**
- 2. Efficiency improvement of operational process by making use of existing bottlenecks in the end to end supply chain.**

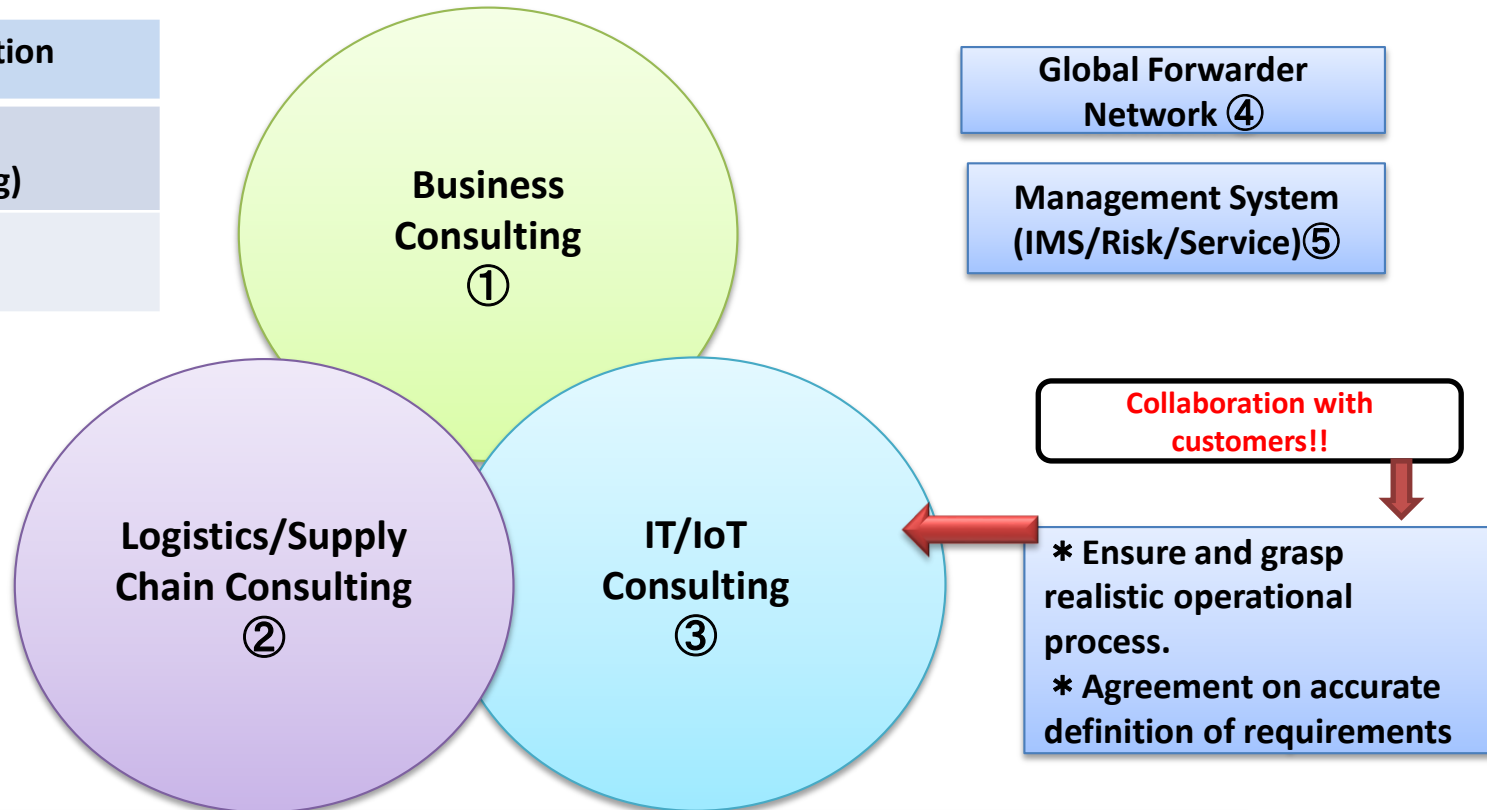
■ Shippers' pain:

- 1. Shipper's Logistics manager does not know how to improve the problem.**
- 2. There are few logistics consultants specialized for solving the issues.**
In the first place, shippers are obliged to ask IT soft vendors to provide the presentation about FMS, TMS, WMS, Visibility., etc.

However, there exist concept gap between shippers and IT software vendors. This will result in no solution to the cost reduction and efficiency improvements.

FIVE(5)Solution Mix by Logi Solution and Logistics Bank

| | |
|---|----------------------------------|
| 1 | Pain Identification |
| 2 | Solution Box (Brain storming) |
| 3 | Solution Mix |



Improvement :
ROA(Return On Assets) and
ROE(Return On Equity)

FIVE(5)Solution Mix by Logi Solution and Logistics Bank

Business Consulting

- *Management strategies
- *Product strategies
- *Account Development
- *Service Management
- *Communication Management

Global Logistics/Supply Chain Consulting

***Partnership agreement with Experienced Risk management company in the USA**

- *Our partner who has extensive experiences and knowledge is very famous for Supply Chain and Logistics Risk Management in the USA.

IT Consulting

- *Partnership agreement with Experienced IT company in the USA and BellaDati**

- * Our partner has excellent skills and knowledge about IT industry in vertical sectors.
We can provide ;
- *SaaS/Cloud application and On premise .
- * IoT, eCommerce development.
- *FMS,TMS, WMS, Order management, Supply chain Event, Big data, BI and Analytics, Freight forwarding, Customs.

IMS(Integrated Management System) Consulting

- *We will support IMS(ISO9001, 14001,OHSAS18001)installation and certification support.
- *BCP installation
- *TAPA certification

Collaboration with Global forwarders with extensive network

- We will introduce Global forwarders with extensive network with cost /quality/visibility competitiveness.

Unlimited opportunities in the supply chain

「End to End Supply Chain Process」

| Sales/ Order | Procure ment | Conver sion | Storage | Air & Sea Transport | Airport/ Port | Distributi on | Custome rs |
|-----------------|-----------------|----------------|---------|------------------------|------------------|------------------|---------------|
|-----------------|-----------------|----------------|---------|------------------------|------------------|------------------|---------------|

COST

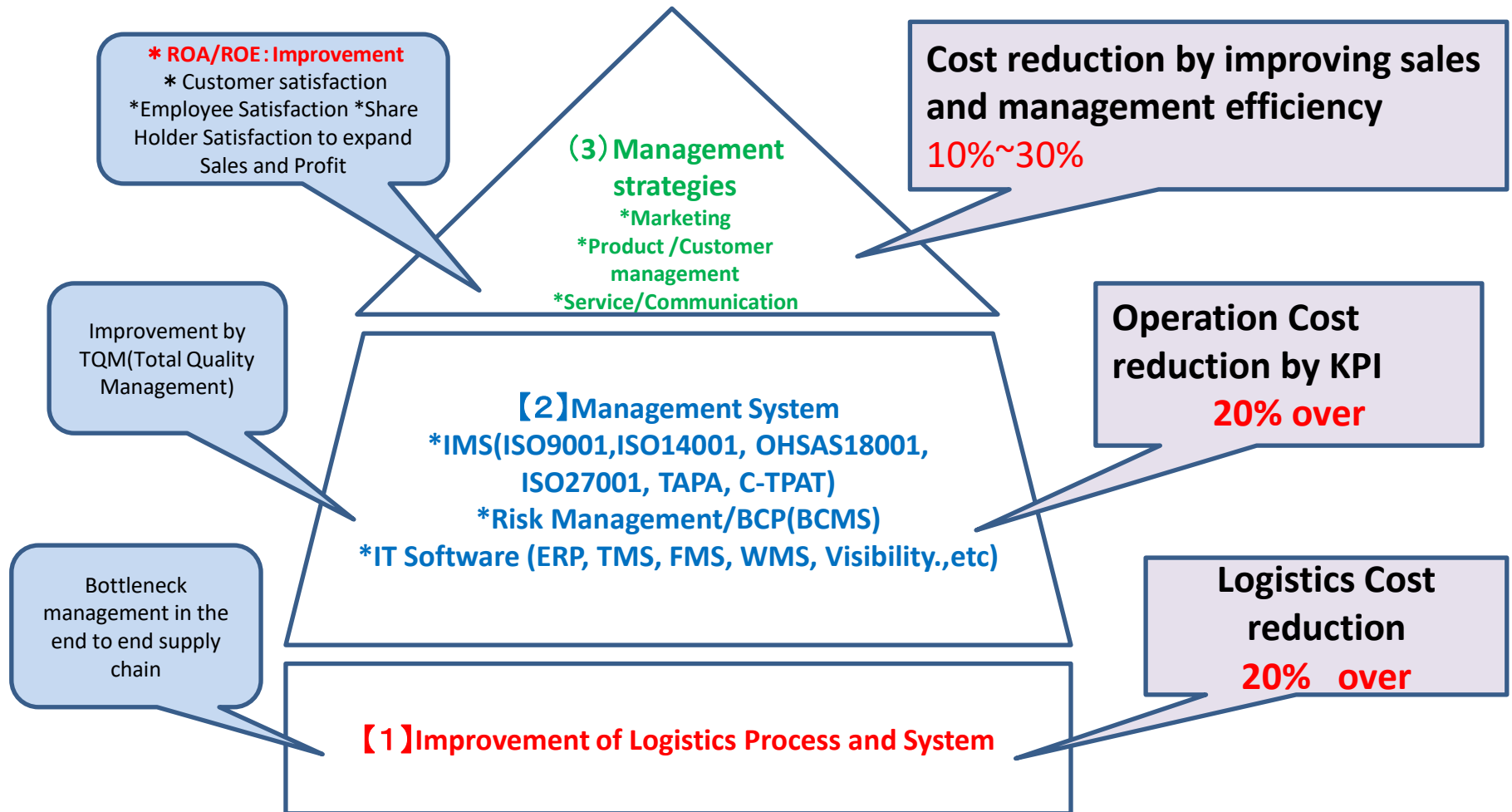
Air and Ocean rates reduction through RFP/RFQ is not real method to decrease supply chain cost. There are unlimited cost reduction opportunities in the end to end supply chain. Real Supply Chain Innovation start with identification of cost reduction opportunities.

Cost elements in the end to end supply chain

| | |
|--|--|
| ●Cost by redundant process | ●No installation of track & trace visibility system |
| ●Cost by redundant transport and storage | ●Management and employee's mindset |
| ●Cost by unskilled inventory management | ●Organization's cultural barriers |
| ●Inadequate money collection process | ●Lack of Sales and Marketing management |
| ●Duplication of operational process | ●Lack of Service management |
| ●Inadequate IT management process | ●No implementation of KPI and BI |
| ●No installation of IMS(Integrated Management System (IMS:ISO9001,ISO14001, OHSAS18001, ISO27001) | ●Unskilled Leadership/ Empowerment and Evaluation system |
| ●No installation of Risk Management (ISO22301 /BCP(BCMS/AEO/C-TPAT/TAPA) | ●No implementation of 3PL management with consulting function |

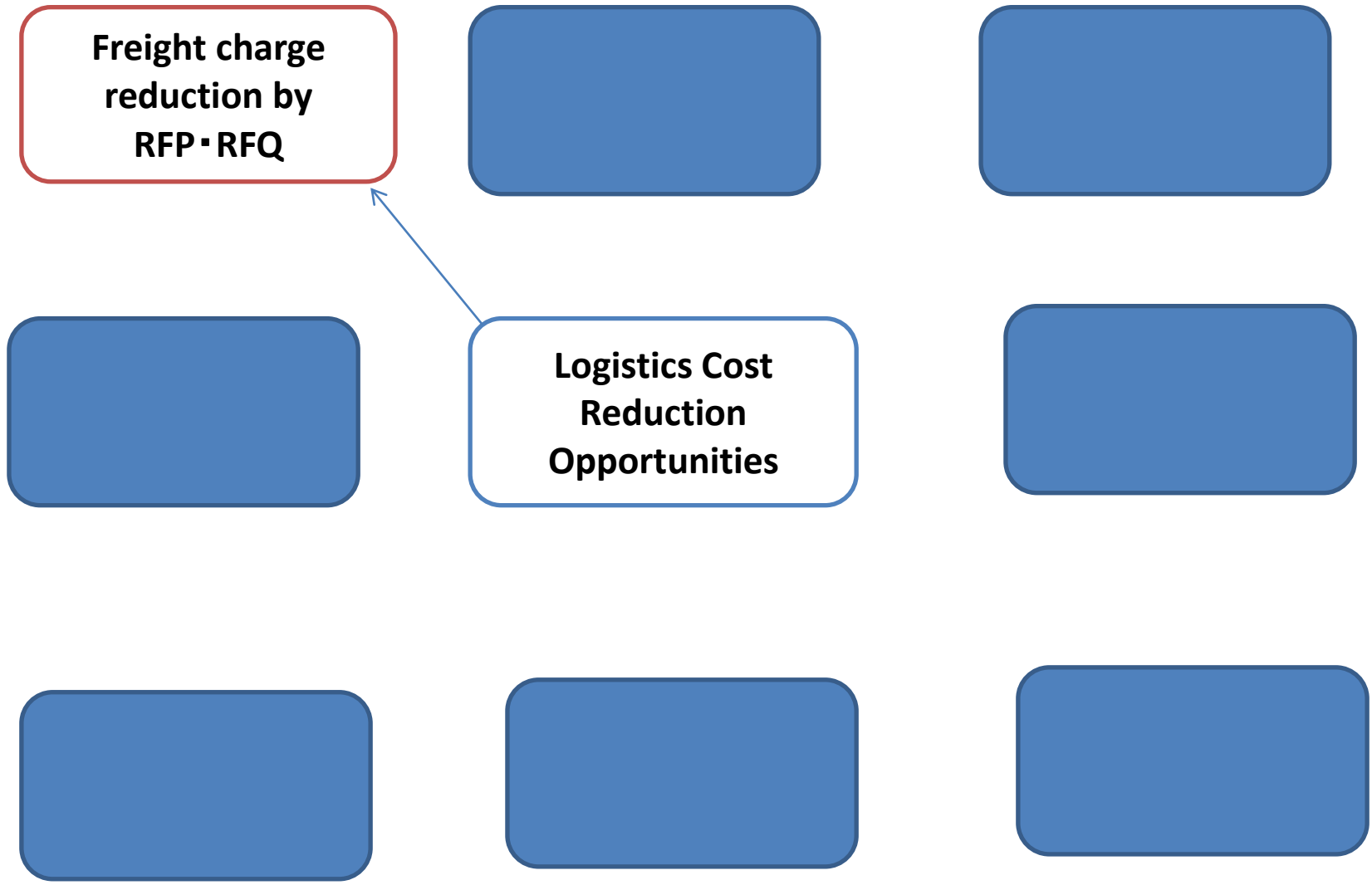
Process to Management Innovation by cutting the cost

- Management Innovation start off with cutting Logistics Cost -

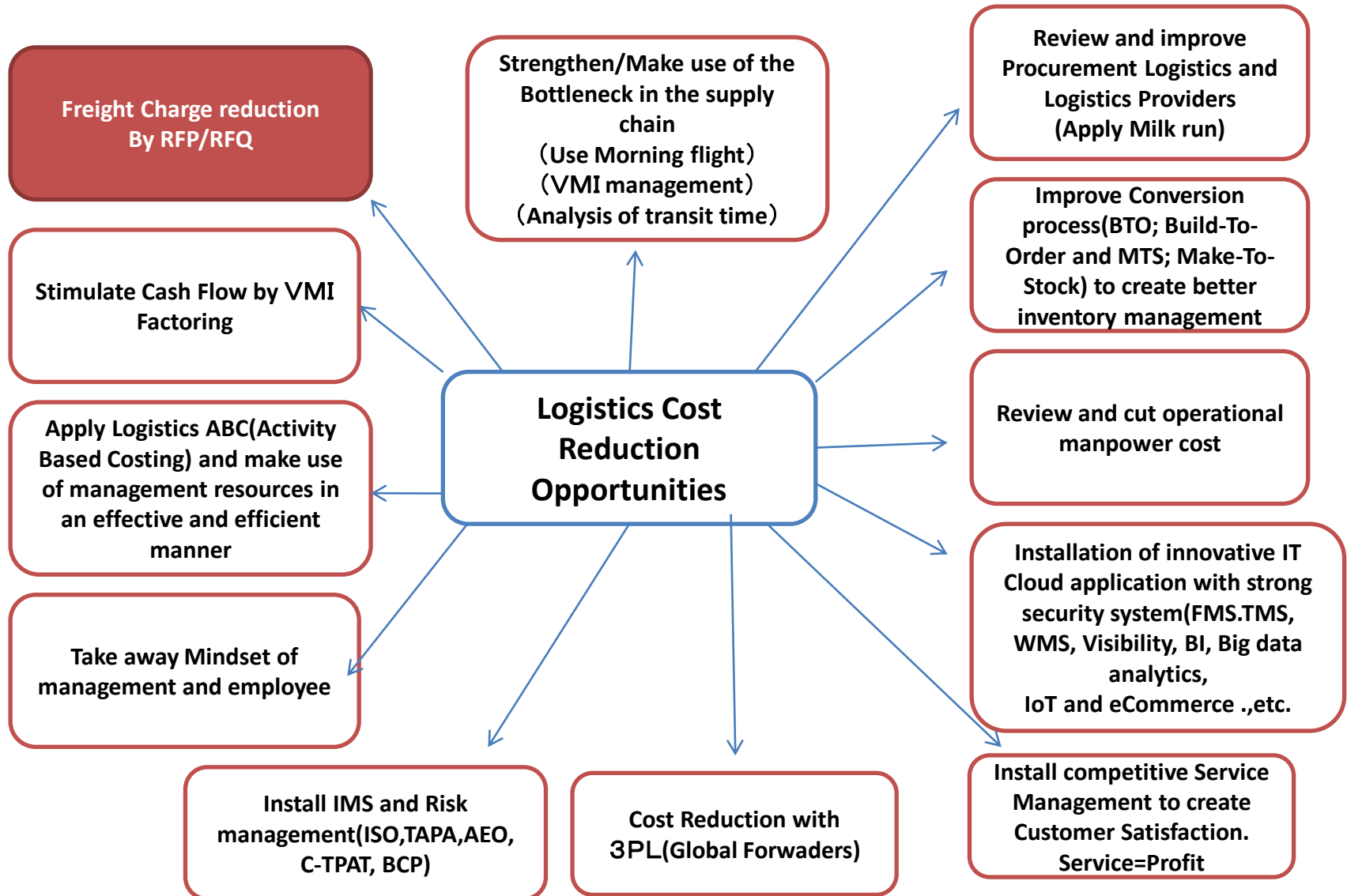


Global Logistics Cost Reduction Mix

◆ RFP and RFQ are not enough to reduce the Supply Chain Cost



Unlimited Global Logistics Cost Reduction Mix



Logistics/Supply Chain Cost Cut Matrix

[illegible]

Compliance in the logistics industry:

- Act on Service of Cargo Transportation by Automobiles.
- Cargo Forwarder Service Act
- Customs Business Act.

Installation of Risk Management

- Risk Management
- BCP (Business Continuity Plan)
- Cargo Indemnification(Claim)

■ SOX Act

(Japanese version)

* The Japanese Sarbanes-Oxley Act aims to enhance internal control of firms in Japan.
* Accounting Audit System.

■ IFRS

Compliance in the logistics industry

International Carriage Compliance:

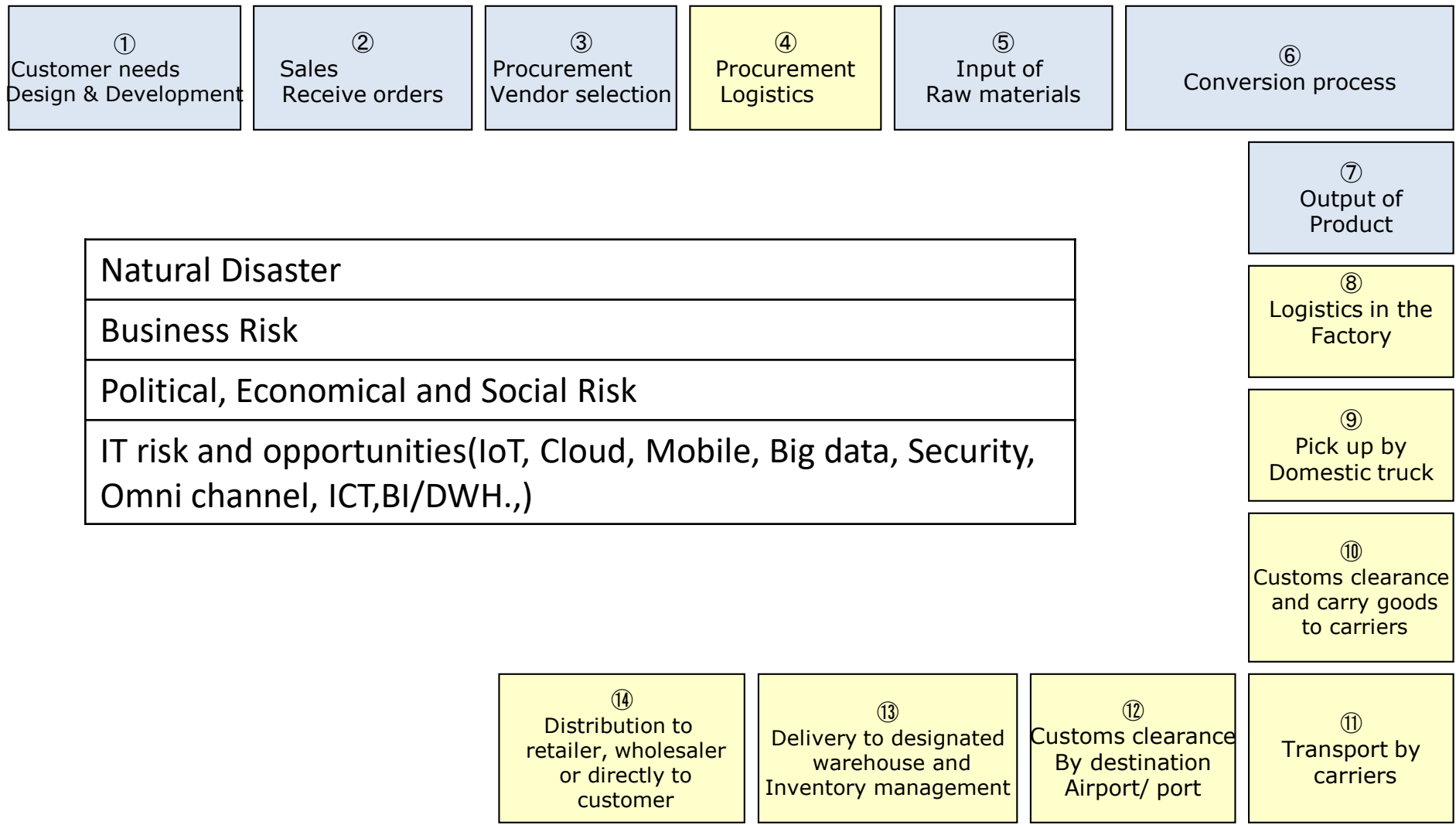
- IATA Regulation
- IATA Dangerous Goods
- Warsaw Convention
- Montreal Protocol No.4
- Hague Protocol
- Hague Visby(Sea cargo)
- Marine Transportation Act
- Condition of Carriage

IFRS: International Financial Reporting Standards

Global Management System :

- ISO9001 (QMS)
- ISO14001 (EMS)
- ISO27001 (Information)
- OHSAS18001 (OH &S)
- TAPA (Transported Asset Protection Association)
- KS/RA (Known Shipper/Regulated Agent)
- AEO (Authorized Economic Operator)

Global Logistics: Risk in the End to End Supply chain



【Role of Risk Management Department】

