



# SINOTRANS-PLG LAOS LOGISTICS CO., LTD

## **Part 1: Sinotrans-PLG Introduction**

- a) **Sinotrans Limited (Hong Kong Entity)**
- b) **PIL Laos (Laos Local Entity/Subsidiary of PLG Group)**
- c) **AMZ Group (Laos Local Entity)**

## **Part 2: Products & Services**

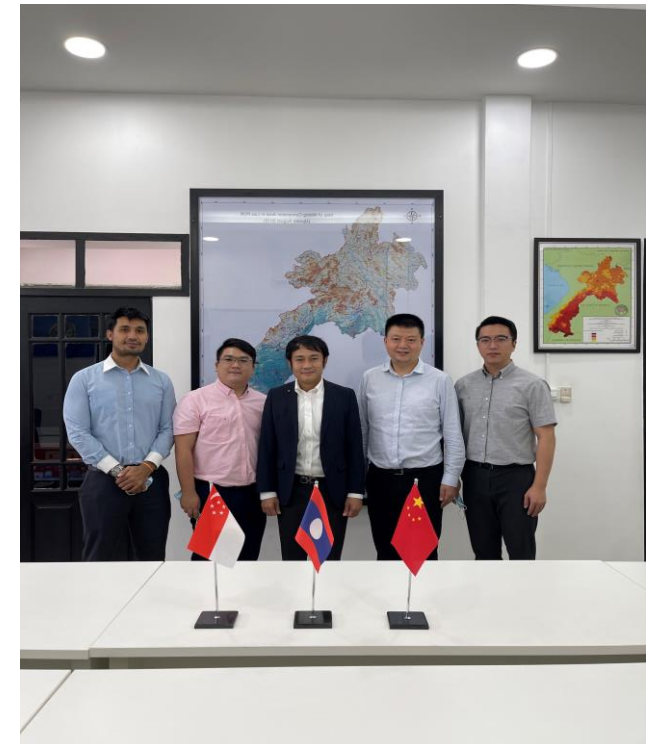
## **Part 3: Equipment & Facilities**



# Sinotrans-PLG Introduction

# Sinotrans-PLG Laos Introduction

In June 2021, Pacific Integrated Logistics together with Sinotrans (China) and AMZ (Laos) have jointly committed in setting up a Joint Venture company. This collaboration brings about resources and expertise from each individual shareholder to develop and increase the connectivity between Laos to its neighboring countries and globally.

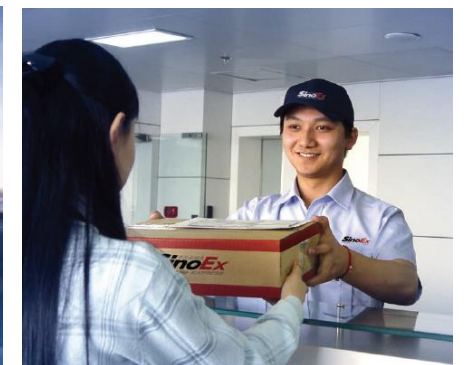


# Sinotrans Introduction



Founded in 1950, Sinotrans is a subsidiary of China Merchants Group and a unified operating platform and brand for China Merchants Group's logistics business. It is a pioneer in the foreign trade transportation and logistics industry of the new era in China.

Sinotrans Overseas Development Limited is a wholly-owned subsidiary of Sinotrans Limited. It is the unified operation and management platform for overseas business of the Sinotrans Overseas Development Limited.



# PLG Laos Introduction



Pacific Integrated Logistics Laos was founded in 2018 and is located in the heart of Laos, Vientiane. PLG Laos prides itself on its global multi-modal logistics solutions, providing extensive domestic and international freight forwarding operations, which include project shipment for both inbound & outbound.



# AMZ Group Introduction



AMZ Group is a conglomerate in Laos, with businesses in the following industries:

- Hotel and residences
- Restaurants and brewery food agricultural
- Logistics
- Duty free/trading/wholesale and retail
- IT solutions
- Construction
- Recruitment
- Gas
- Construction
- Mining
- Consulting
- Translation & Interpretation



# First Official Meeting

4<sup>th</sup> June 2021 marks the first official meeting between the 3 companies' management team.

The discussion and dialogues went well and all parties are looking forward to the setting up this joint venture.





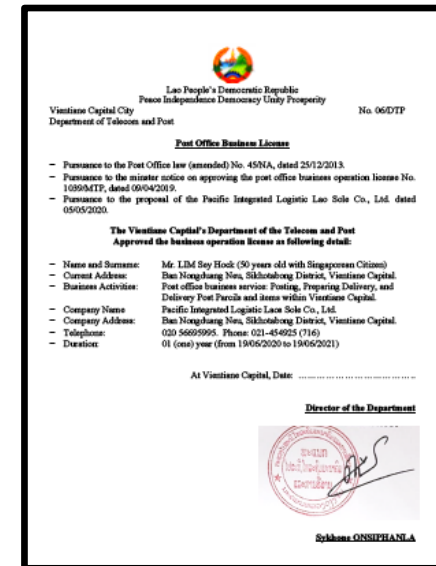
# 02 Products & Services

# Post Office License (Laos)

We provide low cost solutions for our customers to move items via post.

Our Post Office License allows us to:

- Provide courier services to, from and within Laos
- Plan for last mile delivery services for our customers
- Opportunities to collaborate with the e-commerce industry



# GSSA & Passenger Sales for China Southern Airline (CZ)

Appointed the passenger sales agent and GSSA for China Southern Airlines (CZ) in 2020 for Laos:

- Ensure full compliance with security and safety requirements as mandated by State Authorities
- Maximise cargo loads and achieve on-time performance by managing all incoming and outgoing flights
- Specialise in regional passenger and cargo transport, creating integration to achieve convergence in the air transport model



# Products & Services

## Railway Logistics

- Overseas trunk line agent of China-Laos Railway with transit customs declaration, and pre-station operation;
- Loading, unloading, short barge, preparation of Form D, E, COO, waybills and permits, etc;
- For Southwest China and South China international trains, our operations originate from the China-Laos railway and extend to Thailand, Malaysia, Myanmar, Vietnam, Cambodia and other neighbouring countries. We also provide comprehensive door-to-door service solutions.

## Cross-Border

- We provide fully trackable door-to-door, cross-border highway services to our customers. This is made possible through our customs clearance procedures at the border ports of Guangxi and Yunnan, as well as our international transportation services at various land ports in countries throughout the Indochina Peninsula. These activities complemented by the highly connected cross-border routes on the Indochina Peninsula, ensure comprehensive services for our clientele.

# Products & Services

## Multimodal Transportation

- We leverage key stations on the China-Laos and Laos-Thailand railways, cross-border routes in the Indochina Peninsula, and shipping hubs like Laem Chabang in Thailand or Haiphong and Da Nang in Vietnam, to provide our customers with comprehensive multimodal transportation services. Our operations in the region, which is well-integrated within our own network, enable us to deliver multimodal transportation services – including a blend of railway-highway, railway-seaway and international railway transport systems.

## Domestic Transportation

- We provide comprehensive distribution services throughout Laos, made possible by capitalising on our pre-station operations on the China-Laos Railway and storage consolidation efforts. In doing so, we effectively utilise the railway stations along the China-Laos route and our self-operated warehouses as critical nodes in our network.

# Products & Services

## Project Logistics

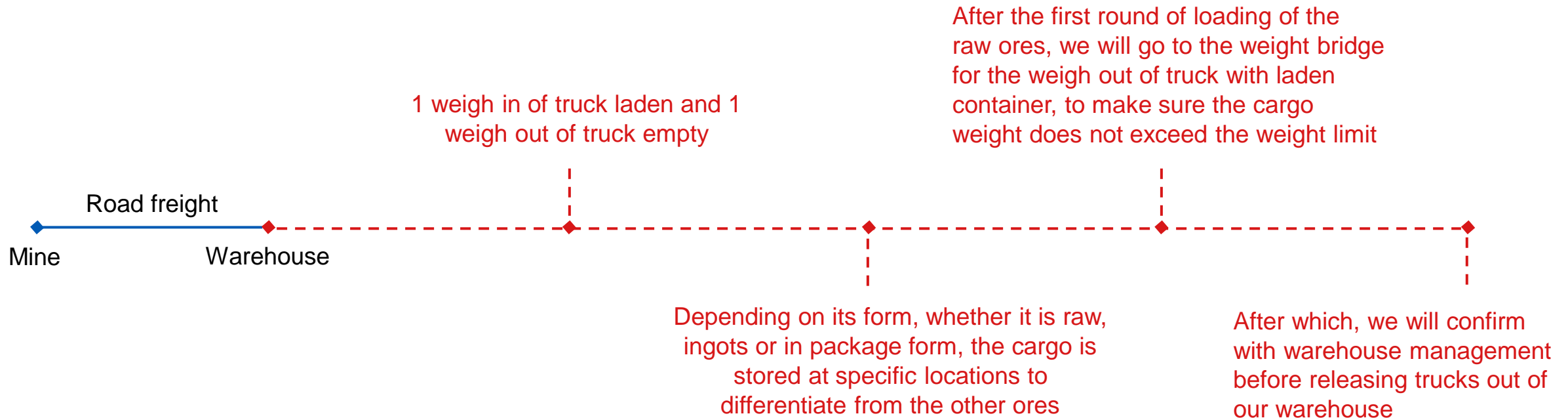
- Based on our rich overseas project logistics experience and comprehensive transportation safety management mechanism, we offer our partners a full-spectrum of project logistics services. This encompasses all stages from transportation, loading and unloading, warehousing, storage, on-site management, commercial and information management. We also offer specialty services such as conducting road surveys, special vehicle selection, lifting and reinforcement, transportation management, as well as risk control.

## Mass Commodity Logistics

- We provide professional and reliable bulk transportation logistics, prioritising the quality and safety of your goods. Our effective transit solutions encompass cross-border land transportation, intermodal transport that links railways with highways and seaways. Additionally, our extensive services cover cargo loading and unloading, transportation, management of export documents, customs clearance and freight booking for sea transportation.

# Products & Services

## Mass Commodity Logistics Process:



# Launch of Thai-Laos Rail Route

Successfully launched our first sea-rail multimodal freight train from Laem Chabang (Thailand) to Thanaleng, Laos PDR on 20<sup>th</sup> July 2021.

We believe this is the first step towards establishing key rail links particularly since operations on the China-Laos railway will commence soon.



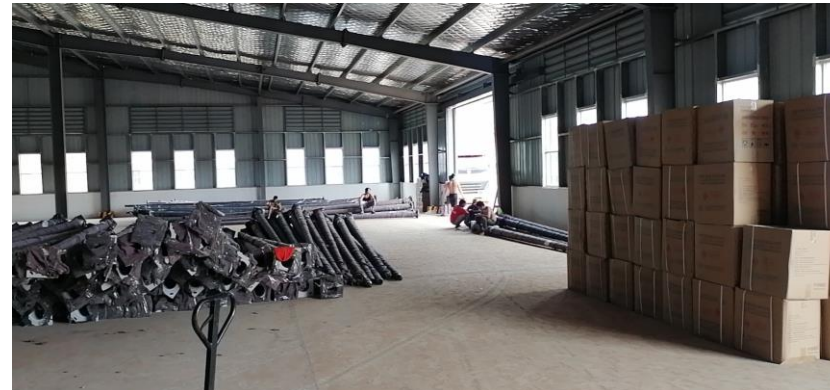


# Saysettha EZ Project

Secured our first project shipment for Saysettha EZ during the JV preparatory period.

We provided a one-stop integrated solution for the customer – which includes:

- Freight
- Transportation Management
- Un-loading at destination warehouse.



# CS Energy – Hydro Dam Project

CS Energy – Hydro dam project in Sekong

The challenge in this project lies in the steep and uneven mountainous terrain for delivery, especially since the cargoes were heavy.

This delivery also happened during COVID-19, which required close coordination with the respective government departments for safe and timely delivery.



# 03 Equipment & Facilities

# Vientiane Container Management & Warehouse Logistics Centre

A modernised comprehensive logistics park specialising in the handling of raw commodities.



## Strategically located:

- 4.8km to Vientiane South station of the China-Laos railway
- 10km to Thanaleng dry port
- 14km to First Thai-Lao Friendship Bridge



**Current total land size: 11 hectares**

# Vientiane Container Management & Warehouse Logistics Centre

## Container Management Services

- Checking of containers
- Container repair
- Washing of containers
- Reefer container pre-trip inspection (PTI)
- Storage of dry and reefer containers
- Stuffing and unstuffing
- Lifting of containers

## Warehouse Management Services

- Stuffing and unstuffing
- Freight drayage
- Transit and storage management of raw minerals, agricultural products, textile and machinery

## Contract Logistics Services

- VMI storage and transportation
- Local transportation
- Import
- Repackaging and other value added services

# Vientiane Container Management & Warehouse Logistics Centre

## Warehouses

4 warehouses are completed and in use



**Total size:**  
15500 sqm

## Container Yard

Divided into dry and cold container yards



**Total size:**  
16000 sqm, 5000 TEUs

### Reefer Container Yard:

- First phase of reefer container yard was completed with 3 charging grid sets
- Powers up to 36 reefer containers simultaneously

# Vientiane Container Management & Warehouse Logistics Centre

## Transportation Equipment:

- Over 80 prime movers
- 45 ton reach stackers
- 3.5 ton forklifts
- 5 ton excavators
- 120 ton truck scales



# | CONTACT US



[www.sinotrans.com](http://www.sinotrans.com)



[www.plg-logistics.com](http://www.plg-logistics.com)



[www.amzgp.com](http://www.amzgp.com)

