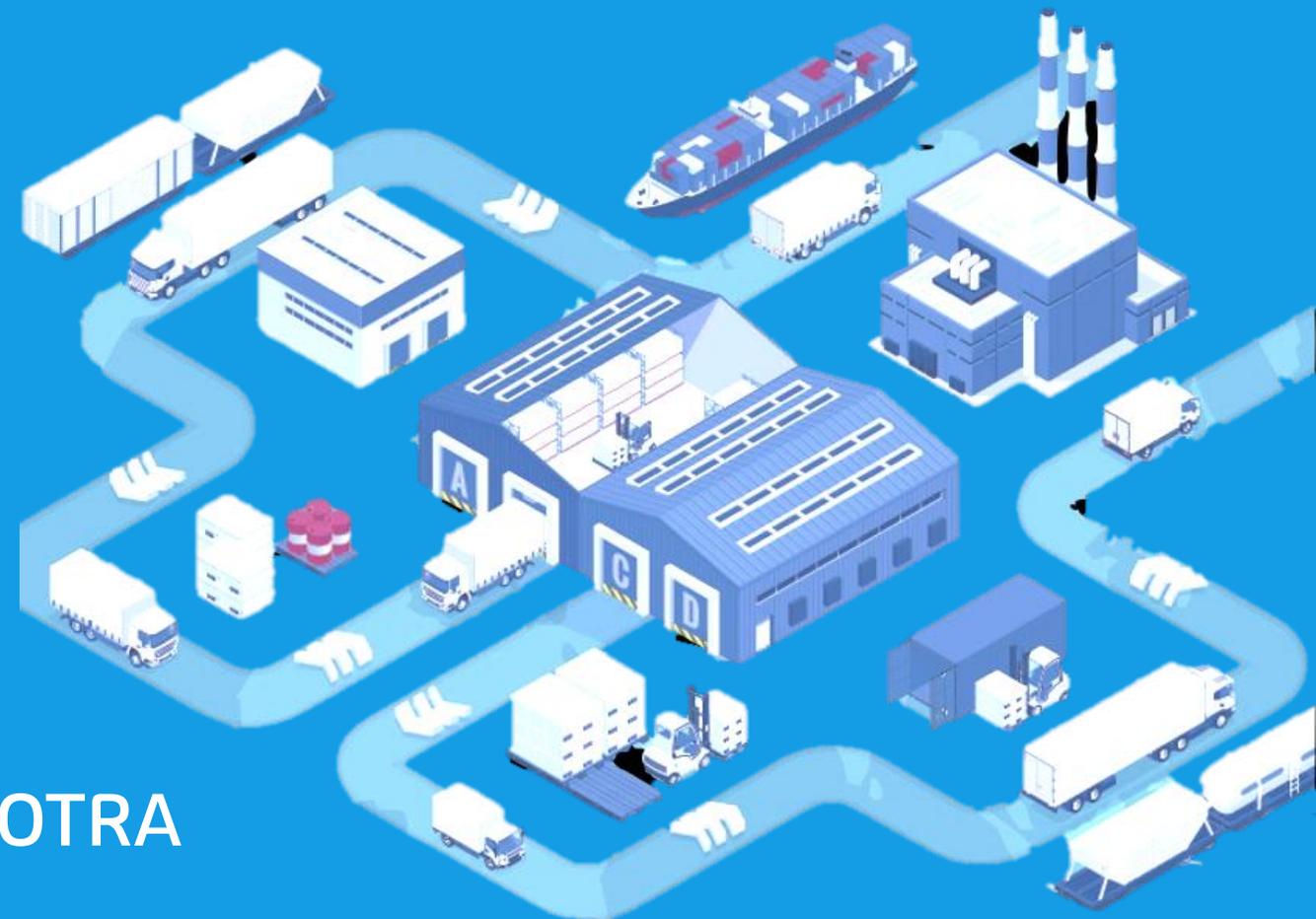




# Introduction of Overseas Logistics Network Service



Promising Enterprise team at KOTRA

# Overseas Logistics Network

## : Introduction

It depends on whether you have local safety stock?



# Overseas Logistics Network

## : Introduction



### Korean ginseng & Instant food – KOREA HANINHONG CO., LTD.

- 2011** Established KOREA HANINHONG CO., LTD.  
Opened 1<sup>ST</sup> Store in Hong Kong
- 2017** Opened 9<sup>th</sup> stores, and joined KOTRA Overseas logistics network
- 2018** Opened 10<sup>th</sup>~17<sup>th</sup> stores  
**2019** (saved 62% logistics costs)
- 2020** Grow into the largest Korean food distributor in Hong Kong

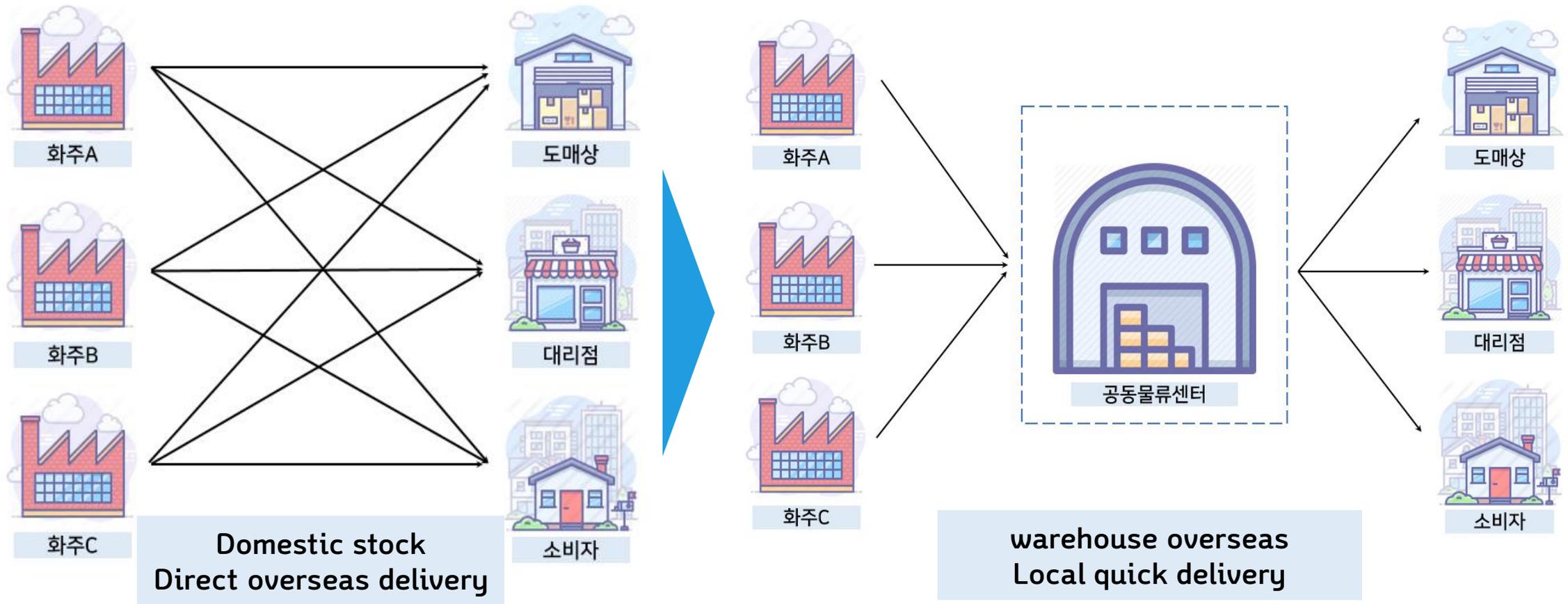
**COVID-19, What if they didn't have local stock?**

2020 (\$)	2019 (\$)	2018 (\$)	2017 (\$)	2016 (\$)	2015 (\$)
2,862,605	4,976,577	4,267,013	3,511,995	2,013,113	1,827,819

# Overseas Logistics Network

## : Introduction

### What if you use Overseas Logistics Network



# Overseas Logistics Network

## : Introduction

### Overview

- ✓ A service provided for small and medium-sized companies, which find difficulty in establishing their own distribution centers overseas, jointly use warehouse of local KOTRA partner logistics companies.

### Application & Support period

- ✓ Application period : Year-round(On first come, first served basis)
- ✓ Support period : From the start date of the agreement **to Nov.30 of the same year**
- ✓ Service recruiting in 2021 starts **from December,2020**

# Overseas Logistics Network

## : Introduction

### Eligible targets

- Small and medium-sized domestic companies that need a distribution center in the application area (Including sourcing import of raw and subsidiary materials)
  
- Companies that have difficulties about high logistics costs and need local delivery systems to broaden their export areas.
- Companies that need local fulfillment service and is under processing in overseas online sales through Amazon, Alibaba, Shopee, Q10
- Companies who hope to broaden their market through local stock.
- Companies participating in local exhibition frequently.

# Overseas Logistics Network

## : Introduction

### Support Services

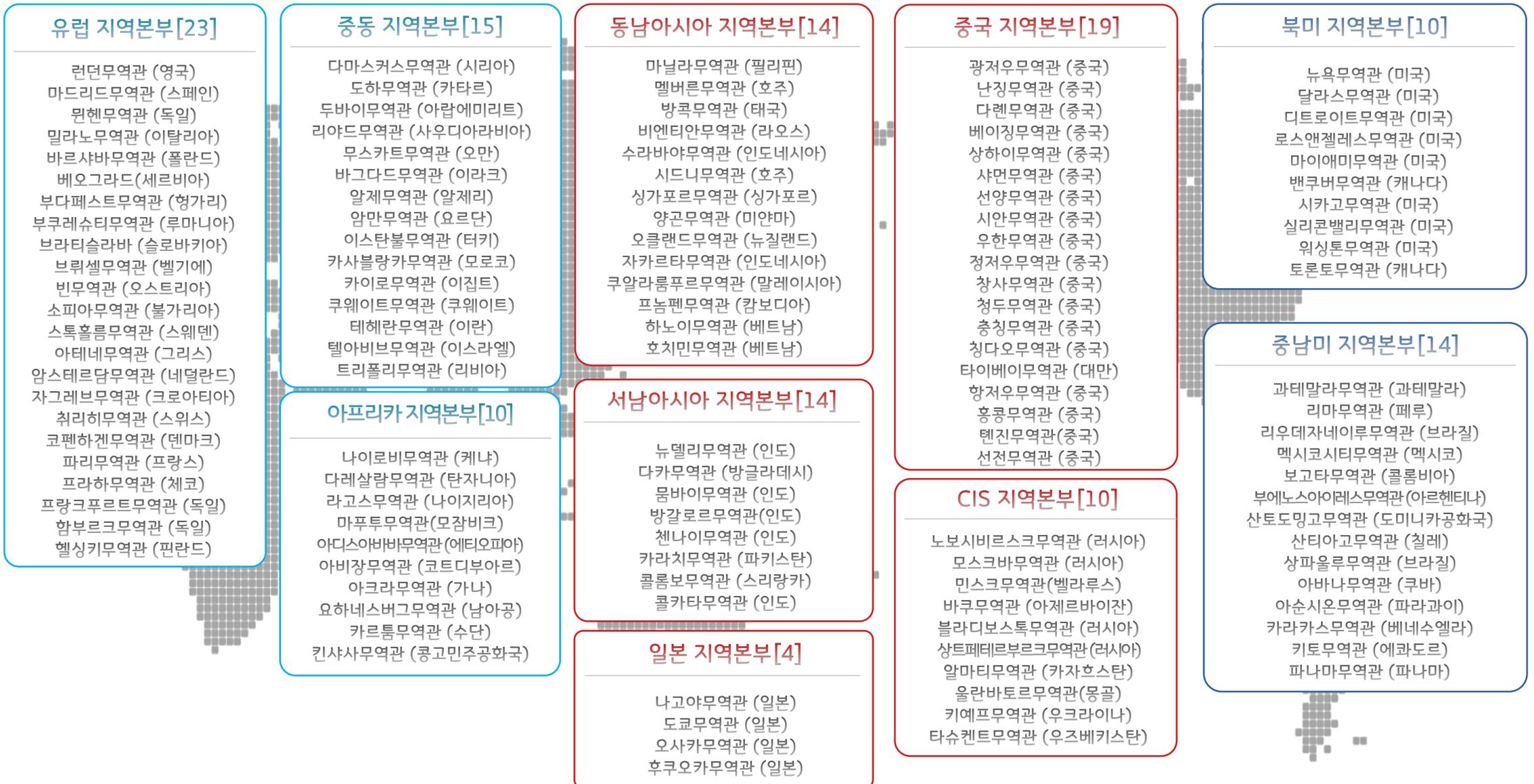
- ✓ Fulfilment services such as storage in local warehouses overseas, loading, unloading, packaging, delivery, return, customs clearance, import agency, etc.
- ✓ Required to be stored in the warehouse
- ✓ All areas where Korea Business Centers are located; can apply for up to 5 centers



# Overseas Logistics Network

## : Introduction

**All areas where Korea Business Centers are located !**  
**84 countries, 127 overseas offices**



Exceptions : Certain countries where service is unavailable due to local restrictions such as Iran, Libya, Syria, Cuba, Kuwait and Ghana

# Overseas Logistics Network

## : Introduction

### 200 cooperative logistics companies

Guangzhou Hoolink	LOGI SERVICIOS	PODDAR TRANSPORT CORPORATION PRIVATE LIMITED	DB SCHENKER MAROC
Rohlig Korea	CNC WORLDWIDE DEL PERU S.A.C.	VYOMA Logitech Pvt.Ltd	GSI Logistics
KERRY EAS LOGISTICS LIMITED CHENGDU BRANCH	Global Cargo Panama	G&B INTERNATIONAL	UPS Saudi Arabia
Chengdu SLC Supply Chain Management Co., Ltd	FLEXNET DEL ECUADOR CIA. LTDA.	Global Capital Resources	GAC (Gulf Agency Company Ltd)
Guangzhou Vanhang Imton Supply chain Co.,Ltd	태웅로직스	HANARO One Way	GWC
산동범아	F.Santos	IMPEX GLS	United Logistics
청도덕생가	MARDOM	NALARA	Fridenson
청도윤형풍국제무역	Frederic Schad	LOGOS	Segon
산동중해천국제물류	렉스원(Lexone) B.V	KCC	APMDC
신화국제물류유한공사	Orphee Beinoglou	CGETC	BowaGate Global Ltd
Jiangsu Yishun 국제물류	세중해운	AIF	6Digits Cargo Company
맥스 로지스틱스	Greencarrier	LaKlara	삼성 SDS
HUNAN DECON SUPPLY CHAIN CO., LTD	Lee Global GmbH	ALOM	Bollore Logistics Ltd
Henan Meiya Supply Chain Management Co.,Ltd	Scan Global Logistics (Finland) Oy	Total Express	Agility
Hangzhou Haicang Technology Co.,Ltd.	TIBA	Binex Line	MOVIS(UPS Côte d'Ivoire)
하나로 TNS	Tradegate	Khan Trans Inc	DHL Côte d'Ivoire
범한 판토스	ACC CARGO EUROPE SRL	NSA Logistica S.A.	M-Aviation Services Co. Ltd,
CENTRAN INTERNATIONAL CORP(CIC)	Tiger GmbH	LK GLOBAL SA	
PT CJ Logistics Indonesia	월드아시아 로지스틱스	I.H Hunter	Inter Decision LLC (IDL)
CJ 대한통운	DSV Panalpina	HAISON SHIPPING & TRANSPORT	에코비스
코렉스해운항공	한솔로지스틱스	Portserco Logistic JSC	(주)페트콤
MYANMAR BLUE OCEAN AGENCY	EUROSPED JSC	Advantis Freight (Pvt) Ltd	Mashkomplekt
YCH Group	MTL Europe Sp. z o.o.	FELB Korea	(주)서중물류
LOTTE Logistic	UI Global Logistic	Kundi Logistics (Private) Limited	ECOVICE INTERNATIONAL LLC
PTV CO., LTD	KUEHNE-NAGEL	Hanaro Logistics Pvt Ltd.	UNICO LOGISTICS BAKU LLC
세방비나	DAHO solution. s.r.o	Momoe Technologies Pvt Ltd.	TELS (TransEuropean Logistic Services)
아이온카고	Albatros logistics, s.r.o.	KGL Network	UNICO GLOBAL ULUS.TAS.LTD.STI
PNL GLOBAL LOGISTICS	청조해운항공(CJ LOGIX INC)	LOM LOGISTICS INDIA PVT LTD	FMI
현대 글로비스	(주)아이엠엑스	Taewoong Logistics Pvt.Ltd.	Naouri Group
MOVEMEX SYSTEM	SAFETY SKY INTERNATIONAL		

# Overseas Logistics Network

## : Introduction

### Participation Fee

(corporate share 30% : government share 70%, including VAT)

Participation fee(A)	Government support(B)	Total support (A+B)
0.3	0.7	1
0.6	1.4	2
0.9	2.1	3
1.2	2.8	4
1.5	3.5	5
1.8	4.2	6
2.1	4.9	7
2.4	5.6	8
2.7	6.3	9
3	7	10

Participation fee(A)	Government support(B)	Total support (A+B)
3.3	7.7	11
3.6	8.4	12
3.9	9.1	13
4.2	9.8	14
4.5	10.5	15
4.8	11.2	16
5.1	11.9	17
5.4	12.6	18
5.7	13.3	19
6	14	20

(Choose one of 20 options, Unit : KRW Million)

# Overseas Logistics Network

## : Application Procedure

### 1. Application : H/Q

- Online application through KOTRA webpage (www.kotra.or.kr)  
(KOTRA's webpage>Customized Service> Overseas Logistics Network)
- 'Non-corporate members' must convert to 'corporate member' status to apply for service

### 2. Review support availability : Overseas office

- According to character of business, we give a connection with a partner company
- The decision is made in consideration of the storage capacity, handling capacity, etc.

### 3. Notification of results and Payment guide : H/Q

- Choose one of 3 options : Deposit without a bankbook, credit card, virtual accounts
- Payment within 7 days

### 4. Conclusion of online contract : Overseas office

- Completing the online contract and sending the mail
- Approving the contract on KOTRA website

### 5. Start of business support

- From effective date (to expiration date)

2weeks

# THANK YOU

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