

One
LOSCAM

Your Pooling Solutions Partner

| News Brief |

ISSUE 34



New Product Launch

Loscam Cross Border Pallet XPP-E1

Seamless cross border flow of goods by optimizing cross-border logistics

In response to the growing demand for cross border pallet pooling solutions, Loscam is delighted to introduce our latest product in the Thailand market. The XPP-E1 Cross Border Plastic Pallet is now available to expand our product and service proposition.

The XPP-E1 is made from Recycled Polypropylene, and its characteristics include lightweight, highly resistant to staining, low moisture absorption rate as well as being more robust and durable than standard one-way export shipment pallets. With its 4-way entry design, it provides flexibility of application for forklifts and handlifts.

“Our team continues to develop new products to meet the market’s needs for cross-border logistics packaging.” Somsak



Nattakrannuwat, General Manager of Loscam Thailand added, “with the launch of XPP-E1, we strive to help our customers better manage their cross-border logistics movements and provide cost-effective and sustainable logistic packaging solutions. The new XPP-E1 has many applications, not only in food and beverage, but also electrical and electronics, healthcare, retail, and in general any sector that have export operations.”

Know more about XPP-E1:

<https://www.loscam.com/en/products/loscam-cross-border-plastic-pallet-sea>



CEO Speaks

Since our establishment in 1942, Loscam has faced numerous challenges and as we confront each of them, we continue to better ourselves which led us to where we are today.

The past 2 years have been extremely difficult for everyone as the ongoing COVID-19 continues to pose threats in various areas of the economy and supply chains. In this time of uncertainty, Loscam put great emphasis on innovation to make sure that we do not miss out on any available opportunities. These include Loscam Live which is our new interactive track and trace portal introduced in 2021 to make tracking faster and easier than ever while increasing engagement with our customers.

As always, we will stay committed to our 'One Loscam' principles as we enter our 80th anniversary in 2022 and will continue to deliver the highest quality pooling solutions to our customers as well as being mindful of our employees' and local communities' wellbeing.

In 2022, we will continue to innovate and expand our product and service portfolio in order to further enhance our solutions and value to the industry.

Thank you for your support and we look forward to a good year ahead in 2022 for everyone.



Sirin Limpaitoon
Chief Executive Officer



We strive to achieve zero accidents and injuries across the board with the support of management and all employees.

Loscam 2021 Best Safety Performance Award (Q1-Q2)

The focus on safety is a priority for Loscam. We strive to build a culture of safety where our people share a single safety mindset. This year, Loscam launched a new Group Safety Campaign to further foster and inculcate the safety culture in our business.

A Group Safety Award is given to the team that demonstrates the best and most improved safety practices amongst the regions, territories or depots.

Following an indepth assessment based on strict criteria set, NSEA – Malaysia was

selected as the inaugural recipient of the 2021 Best Safety Performance Award.

The team in Malaysia was recognized and commended for their effort towards significant improvements and renewed strong commitment to safety and health, achieving zero accident/incident rate, as well as enhancing a safe working environment through their OH&S improvement program.

Congratulations to the Malaysian team and keep up the good work.

Loscam will continue to offer a wide range of safety and health training for all Loscam team members. We strive to achieve zero accidents and injuries with the strong support of management and all employees.



Take a fresh look at Loscam.com.

A newly designed website officially launched

It is with great pleasure that Loscam announces the completion of the website revamp project; the new site is officially launched on December 6. It is a more modern and user-centric design, highlighting our brand's logo prominently along with the red color scheme.

In line with the new visual, the website has been developed with an intuitive design to simplify the content consumption experience, allowing users to find all content and information more easily.

In addition to featuring Loscam's Pooling Solutions and products, the website also showcases the 12 networks our company operates. The website is also improved with new sections including news and events and Loscam's CSR initiatives. This allows us to present our brand's mission as

well as our experiences in pooling and returnable packaging with our customers and stakeholders.

The website revamp project was designed to offer visitors a meaningful experience and resonate with their business needs. It represents our pledge to keep innovating, sustainable and evolving along with our customers in the supply chains. To explore our new website, please visit: www.loscam.com



Loscam Online V6 and Loscam Live

Focusing on great customer experience with a new upgraded customer portal

We are thrilled to announce that Loscam ANZ team has completed the system upgrade of Loscam Online, an internet portal system developed exclusively for Loscam ANZ customers to track and reconcile all Loscam Hire Equipment movements as of April 2021.

LOSCAM ONLINE

By upgrading to Loscam Online V6, we aim to expand the features of the current platform, improve operational efficiency and proactively provide 7/24 customer support. The upgraded system has a more user-friendly system, allowing customers to access invoices and statements, account balances, transactions, copies of dockets and account analysis graphs and data more easily.



Optimises administration & visibility of assets

LOSCAM LIVE

Loscam Live was also officially launched in conjunction with Loscam Online V6, a new track and trace system. Loscam Live is an integrated part of Loscam Online that facilitates the tracking and management of Loscam pooled assets.

It provides real-time visibility and tracking of shipping milestones used by Loscam to connect its returnable packaging equipment and Customer-owned assets across Australia and New Zealand via the OG network.

Learn more:
<https://www.loscam.com/en/why-loscam/solution/manage-suport>

Designed & Develop to track high value assets



LOSCAM Online+

Marks the official launch of Loscam Greater China's "Digitized Business" strategy



LOSCAM Online+ launch ceremony



Deputy General Manager of Loscam Greater China Ansen Gao, and Deputy General Manager of CMIT Yang Yulin signing strategic cooperation framework agreement

A new upgraded system has also been officially launched in Greater China following the launch of Loscam Online V6 of ANZ in April 2021. The LOSCAM Online+ launching ceremony was held in Shenzhen Shekou Science and Technology Building on November 1, 2021.

In the witness of Loscam Group CEO Sirin Limpaitoon and CFO Linda Tsui, an official start button symbolizing the launch of the LOSCAM Online+ platform was pressed by Loscam Greater China General Manager Tai Chingnam and Deputy General Manager Ansen Gao, and China Merchants International Technology Co., Ltd. (hereinafter known as CMIT) General Manager Wang Pei and Deputy General Managers Yang Yulin.

LOSCAM Online+ took 10 months from development, testing, and pilot runs to its official launch. The platform offers a comprehensive set of digitally integrated solutions to enhance palletized transportation and business services for customers. The launch of LOSCAM Online+ marks the Loscam Greater China begins its "Digital Business" strategy!

The ceremony also featured speeches by Ansen Gao, Deputy General Manager of Loscam Greater China, and Yang Yulin, Deputy General Manager of CMIT. Both Loscam and CMIT reviewed ten years of collaboration between the two parties and believe the launch of LOSCAM Online+ represents an important step forward in their continued cooperation.

Loscam's new platform serves not only as a key part of digitalizing its business and customer service, but is another successful example of CMIT's business innovation. Taking into account the rapid growth of China's palletized transportation process and Loscam's own business growth, Loscam and CMIT will continue to collaborate to further develop LOSCAM Online+ and maintain Loscam's customer experience to play a key role in promoting large-scale palletized transportation in China.



LOSCAM Online+ in WeChat Mini programs

LOSCAM

Australia & New Zealand



WE'RE AT
MEGATRANS

COME & VISIT US!

BOOTH #2408

14-16 AUGUST 2022

MELBOURNE CONVENTION
& EXHIBITION CENTRE

📞 1300 309 930

✉️ solutions@loscam.com

🌐 www.loscam.com



How Pallet pooling is in line with the goal of "Carbon Peak and Neutrality"

The article content is from China Logistics and Purchasing Magazine, author Zhang Yingchuan

Under the China's "Carbon Peak and Neutrality" strategy, the logistics industry as a "major carbon emitter" has carried out successive Supply-Side Reforms, such as optimizing the supply chain structure, promoting pooling and returnable packaging solutions, advocating eco-friendly packaging, and strongly advocating the use of renewable and "green" energy logistics transportation. These efforts are vital for reducing the carbon footprint of the logistics industry and building a green supply chain for upstream and downstream businesses.

With our position as a leading pooling solutions provider in the Asia-Pacific region, Loscam is dedicated to exploring and extending the scope of reducing carbon emissions, while focusing on pooling and pallet standardisation as our primary mission, and providing our unique pooling and returnable packaging solutions to different sectors of the market. In addition to reducing goods damage and logistics costs, it also enables manufacturers, retailers, logistics, and other companies to benefit from energy efficiency, emissions reduction, and supply chain optimization, creating a benchmark in the standardised logistic packaging field.



Mr. Scott Chi, Senior Director of Business Development of Loscam Greater China

Pallet pooling is in line with the carbon peak and neutrality goal

In a discussion about the significance of promoting the development of "carbon peak and neutrality", Scott Chi, the Senior Director of Business Development at Loscam Greater China, shared his thoughts with the reporter of the China Logistics and Purchasing Magazine, "In recent years, various industries have experienced industrial restructuring. As a result, the demographic dividend is slowly disappearing and the cost of resources has continued to rise in various aspects, including manpower, land, transportation, and storage. We are at an ideal time to advocate "Carbon Peak and Neutrality" The Logistics Industry's core value lies in its ability to save resources, reduce costs, optimize the industrial structure, and accelerate the quality and efficiency of the entire supply chain. It also promotes high-quality and sustainable development of the logistics industry."

As Scott Chi sees it, the promotion of a standard pallet pooling system aligns with the carbon peak and neutrality goal:

By continuously and repeatedly using recycled wooden pallets, compared to single-use pallets, the consumption of raw materials is reduced, the life cycle of the pallet is extended, and resource waste is reduced. As for Loscam's wooden pallets, the wood is sourced from sustainable forests, which is low-carbon, environmentally friendly, and sustainable. Additionally, modern pooling for pallets and other logistics containers is widely used in fast-moving consumer goods, e-commerce, and the emerging community group-buy sector. It significantly improves the efficiency of cargo turnover and bringing

green benefits to companies, such as inventory space saving, vehicle energy savings, and emission reduction, as well as leading to an increase in productivity and cost reduction in the supply chain.

Let's look at the consumer goods sector as an example. Consumer demand for goods gradually becoming more diversified and personalized, which results in small batches, fragmentation, and high frequency orders. Undoubtedly increase suppliers' transportation costs and indirectly impact retailers' restock times, facing the pressure of insufficient inventory. Moreover, fast-moving consumer goods companies have found that in order to maintain competitiveness in products and marketing, supply chains and logistics systems are increasingly important, not only by improving service quality and operational efficiency to support production and sales but also because they face the threat of rising labor costs and warehouse leasing cost. As a result, building an efficient supply chain system is critical for fast-moving consumer goods companies as a key element of their core competitiveness.

In a fast-moving consumer goods environment, upstream manufacturers no longer have to bear the costs of pallet procurement, manual handling, and loading and unloading after their goods are delivered; in the downstream retail sector, pooling pallets can help them avoid pallet flipping during cargo handover, increasing the efficiency of cargo loading and unloading. Since the cargo enters and exits the warehouse at a rapid pace, it will greatly reduce the amount of space occupied in the warehouse, as well as the amount of time spent loading and unloading. By moving cargo in and out at a rapid rate, it can greatly decrease warehouse space, reduce loading and unloading platform occupation, and reduce cost of pallets. Due to the speed at which cargo is loaded and unloaded, it can significantly reduce warehouse space use, decrease the location of the loading and unloading platforms and lower the cost of pallet use. Essentially, for logistics enterprises, by improving system efficiency of loading and unloading, it can improve the efficiency of vehicle turnover, and by establishing contact with multiple clients, it can enhance the integration of supply chain partners' logistics resources, reduce idle assets, and make use of spaces for return trips, Milkrun, and large-scale cross-docking. Scott Chi examined the value of pallet pooling.

We can also look at the e-commerce industry as another example. With the growth of e-commerce, pallets are increasingly needed for high-frequency, large-scale goods circulation. Due to the rise in e-commerce, pallets used for large-scale, high-frequency goods circulation have become increasingly popular in recent years. The imbalance between supply and demand caused by an excessive concentration of short-term pallet leasing demand has become a more acute issue during peak sales seasons like "11.11", "6.18" and the Spring Festival, which has sparked collaboration and cooperation between industry peer groups and assisted in revitalizing idle assets to meet customer demands. Palletized transportation and standardised pallet pooling systems have become effective solutions in such an environment. For Loscam recycled logistic packaging pooling solutions (such as standard pallets and fresh produce crates) are vital to promoting low-carbon green logistics and upgrading the unitized logistics container industry.



Two Exhibitions successfully go ahead as planned in Australia: Set to reconnect people in the supply chain

Australian Queensland team was proud sponsors and exhibitors of Banana Congress 2021 held in Sydney, Australia, between May 12th and 14th. Banana Congress is a national event of the Australian banana industry, held every two years.

Over the years, Loscam has participated in many Banana Congresses, displaying our unique pooling solutions and supporting the Australian Banana Industry. This year, The Australian banana industry's premier event is being held at the Cairns Convention Centre in the heart of the Tropical North Queensland, it recorded with well over 450 attendees, including growers and marketers. Loscam supports an estimated 75% of the total banana industry and has a dedicated depot in Tully (Nth QLD) to specifically support this segment.

"The event was a great success and also provided a great opportunity to meet face to face with existing customers but also promote our pooling business. This year, our booth design featured a special emphasis on one of our biggest CSR activities, the ANZ Pink Pallet Campaign, supporting the National Breast Cancer Foundation." said Irene Radford, Loscam State Manager Queensland, "the campaign attracted a lot of positive feedback about the campaign and it was good to engage our customers by showing them how Loscam supports charities for a good cause."



Following the exhibition in North Queensland, Loscam was proud to take part in its first Hort Connections Trade show 2021 during June 8-9th.

Hort Connections is a combination of the AUSVEG National Horticulture Convention and PMA Fresh Connections. During the 2 day event, over 2000 delegates visited the event with around 200 local and global supply chain partners, this year the trade show focused on "Sustaining the Future of Fresh", exploring the many ways we as an industry can grow more with less, whether it be through technology, labour solutions, or just general financial and environmental sustainability.

Loscam Australia team as an exhibitor of the event displayed and promoted Loscam's returnable packaging products, and highlighted our new Track and Trace solution on the LB750 foldable bin.

"The show was a success, with several people interested to learn more about our latest innovation and our pooling models. This is a wonderful opportunity to deepen our brand awareness among the industries, meeting contacts with different market segments, as well as to explore other supplier trade show displays with the latest automation innovation in the supply chain industry." Said Shane Jamieson, State Sales Manager of Australia Queensland.



Know More about Loscam Foldable Bin (LB750): <https://www.loscam.com/en/products/bins-foldable-bin>





Loscam Vietnam team supports the restoration of flood-damaged school in Central Vietnam

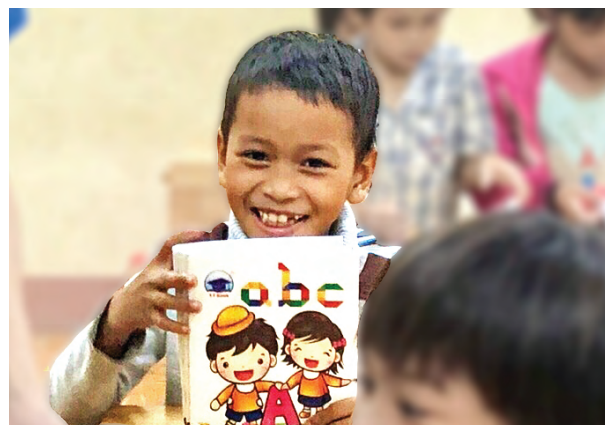
Five provinces in Central Vietnam were devastated by a series of storms and tropical depressions 2020. The two provinces in the center of Vietnam most negatively impacted by flooding and landslides were Quang Tri and Quang Ngai, resulting in the disconnection of telecommunications networks and destruction of infrastructure, houses, schools, livestock, and crops. Many families were negatively impacted, as well as children who were exposed to disease were facing disruption to their education and nutritional consequences.

In response to the national spirit of "The leaves protect the tattered ones", Loscam Vietnam organized two charity activities in November 2020 and February 2021 to support the community affected by the floods.

The first charity project in November 2020 was the donation of rice to the people of Quang Ngai severely affected by the floods. The second project in February 2021 included a financial donation and activity work to help build the Xa Ry Kindergarten School of the Van Kieu ethnic minority.

In addition to our company's donation, the Vietnam team took part in the construction process of the school, such as painting the walls, planting trees, and cleaning up the school. The team also helped distribute donation items, including stationery packs, food packs, second hands clothes, and storybooks to the students.

Ms. Lan-Anh DoThi, General Manager of Vietnam mentioned, "This was a meaningful social activity for us. Our colleagues were proud to get the chance to take part in helping the children get back to school as early as possible. It was an unforgettable and enriching experience and we will continue supporting our local community by helping people in need."





LOSCAM PINK PALLET CAMPAIGN 2021

As we wrap up 2021, we are very thankful of our customers' participation in the 6th year of our Loscam Pink Pallets Campaign. We thank all those that sent in a registration, purchased some merchandise and shared in our support of the breast cancer foundations.

#Loscampinkpallet





Loscam Indonesia celebrates its 25th Anniversary: pandemic doesn't stop the wheel of the pallet pooling business

As Asia Pacific's leading pallet pooling service provider, Loscam established its presence in Indonesia in 1996, and this year marks the Silver Jubilee of Loscam Indonesia. This is also a very special year for the country as it copes with the global health crisis.

Even though it is not the ideal time for celebration, the pandemic does not stop us from being grateful to have reached 25 years of successful business in Indonesia, despite the pandemic.

Thanks to the support of every valued customer and team member, Loscam has become known



as a team of highly competent, customer-centric and result-oriented experts in pallet pooling. Today, Loscam is the market leader in providing pooling solutions for returnable packaging equipment in seven ASEAN markets.

"To all our employees, customers and stakeholders, thank you for your continuous support to Loscam Indonesia. Our team is prepared to work out our best to face the challenges of the supply chain and make sure that we overcome this global pandemic in good shape." Said Patrick Chan, Loscam Vice President of Emerging Market. "Happy 25 years of Loscam Indonesia!"

