



openLogi

Trial project in Indonesia

Small E-commerce (EC) sellers face challenges

No available space

- ↓ Exponentially growing business needed more new items stored somewhere

Insufficient resources

- ↓ Higher domestic/international shipping volume required more time and resources

Logistics = bottleneck

- ↓ Unscalable logistics operation became blocker for business growth

Flexible scalability

- ↑ Available space across multiple warehouses enables flexible storage/shipping adjustment

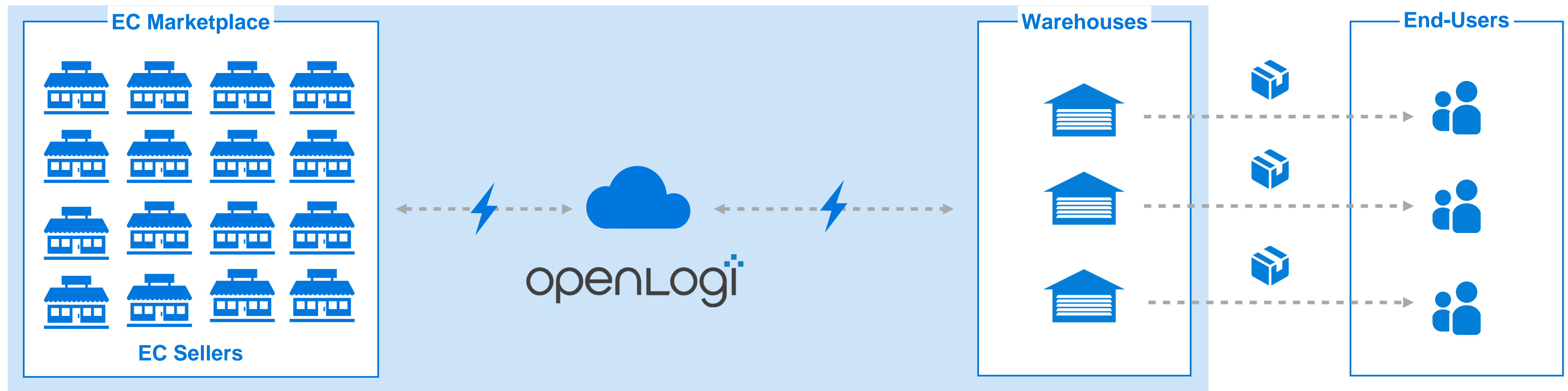
No worry about resources

- ↑ Full automation from order management to shipping control via API

Logistics = Business driver

- ↑ Outsourcing + automation changes bottleneck into competitive edge

Simple and easy-to-use outsourcing for small EC sellers



- OPENLOGI (OPL) Warehouse Management System works for available space across multiple warehouses.
- OPL provides fulfillment and courier delivery services as small EC sellers are required, with clear visibility into the process.
- OPL optimizes supply and demand connecting value chains via seamless system integration (API).

Our Success in Japan



5,000+ EC sellers



20 warehouses



300%+ YoY monthly growth

Simple and easy-to-use outsourcing for small E-commerce (EC) sellers

EC marketplace

The logo for Bukalapak, featuring the word "Bukalapak" in white text on a red rectangular background.The logo for Shopee, featuring a white shopping bag icon with a red "S" and the word "Shopee" in white text on an orange background.The logo for Tokopedia, featuring the word "tokopedia" in green lowercase text on a light gray background.

Warehouse

The logo for Shipper, featuring the word "shipper" in red lowercase text with a red diamond icon.The logo for VIP PLAZA, featuring the words "VIP PLAZA" in white uppercase text on a black rectangular background.The logo for PT. ILC LOGISTICS, featuring the letters "ILC" in a blue circle, "ITOCHU Group" in small blue text, and "PT. ILC LOGISTICS" in black uppercase text.

Shipment API / Hub

The logo for Shipper, featuring the word "shipper" in red lowercase text with a red diamond icon.

Courier delivery

The logo for JNE EXPRESS, featuring the letters "JNE" in large blue font with a red swoosh, and "EXPRESS" in smaller blue font below it.The logo for TIKI, featuring a red globe icon and the word "TIKI" in blue uppercase font.The logo for J&T EXPRESS, featuring the letters "J&T" in large red font with a red swoosh, and "EXPRESS" in smaller red font below it.The logo for GOJEK, featuring the word "GO" in black, a green motorcycle icon, and the word "JEK" in black.

- **Smartphone generation learns warehouse workflow in short time.**
- **PC skills for business task has not met expectation.**
- **API economy is coming, but need time to receive benefits.**

Accelerate investment in IT infra & literacy training for small business drives Indonesia's competitive edge in the digital economy.

[Policy Proposal for Indonesian government]

- **Provide broadband Wifi and PC access across cities and suburbs.**
- **Enforce big corps, internet giants and gov agencies to create public APIs.**

OPENLOGI for ASEAN region

- **Hold meetups with commercial associations for small EC sellers.**
- **Develop warehouse owners' entrepreneurship by OPL biz model.**
- **Market research in other ASEAN countries.**



openLogi

Official launch in Indonesia

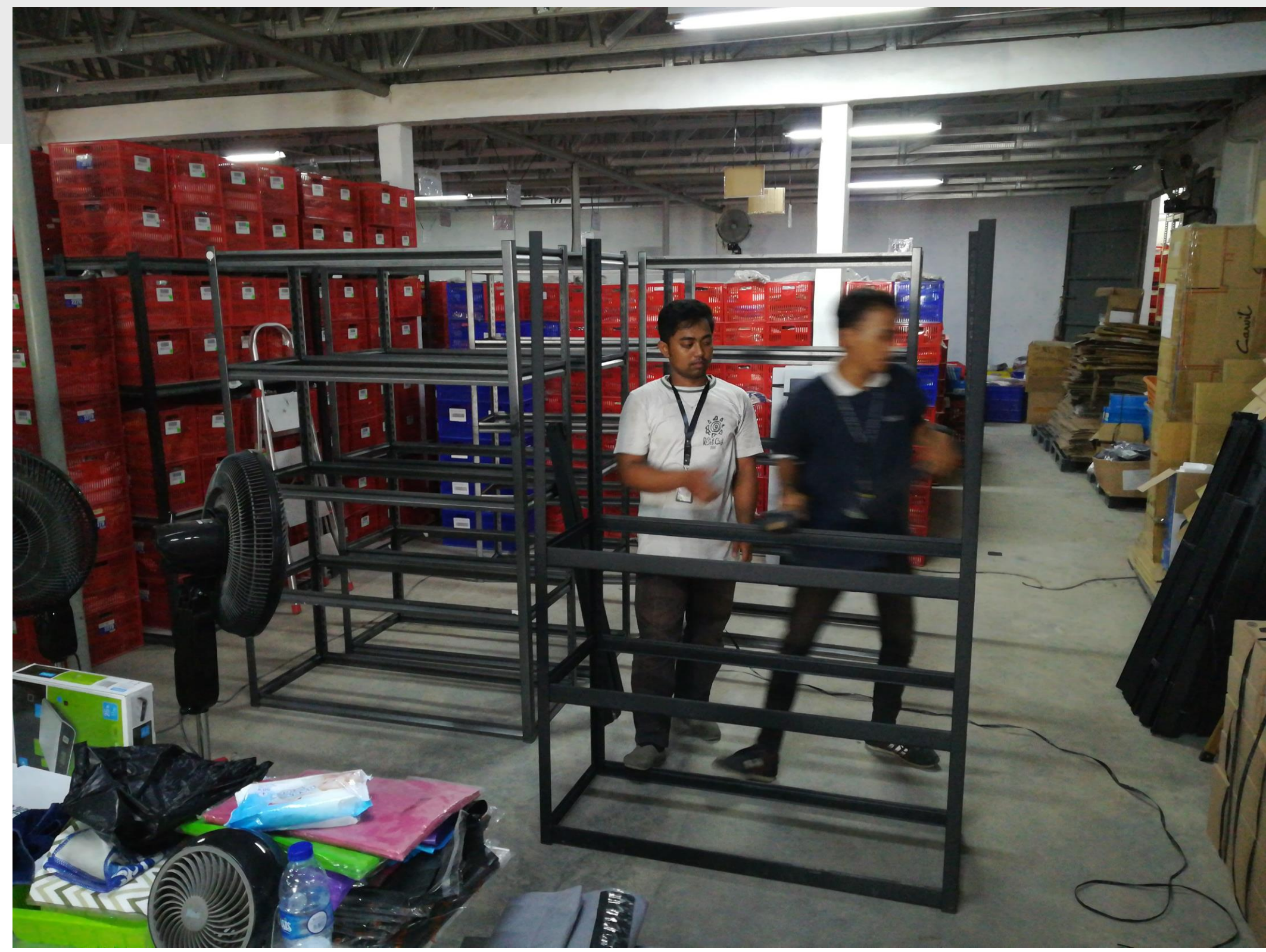
Summer 2019

APPENDIX

Small EC sellers' inventory before OPENLOGI (OPL)



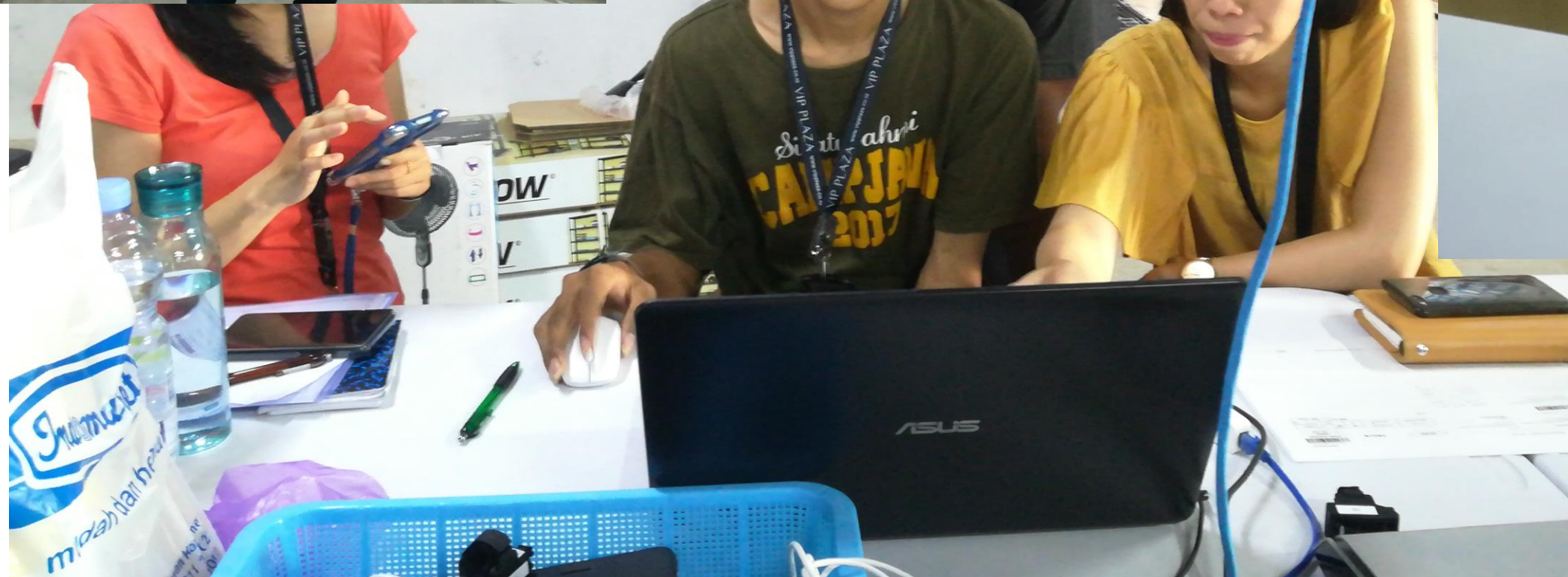
Set up OPL warehouses



Set up OPL warehouses



OPL training session for local workers



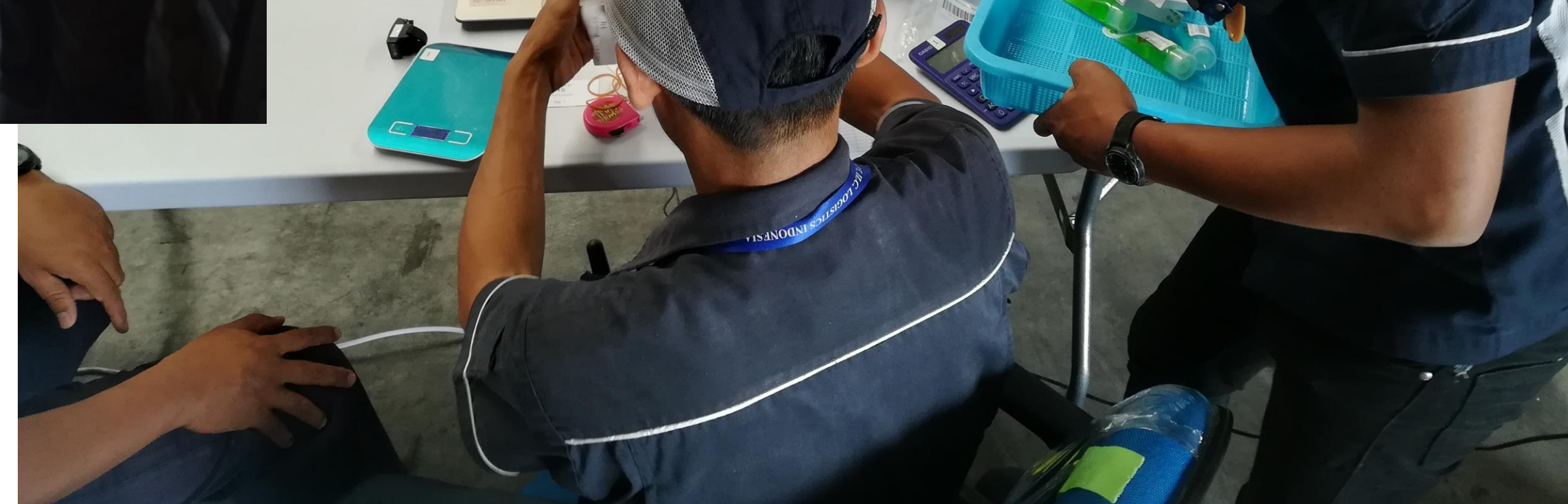
Receive EC sellers' inventory



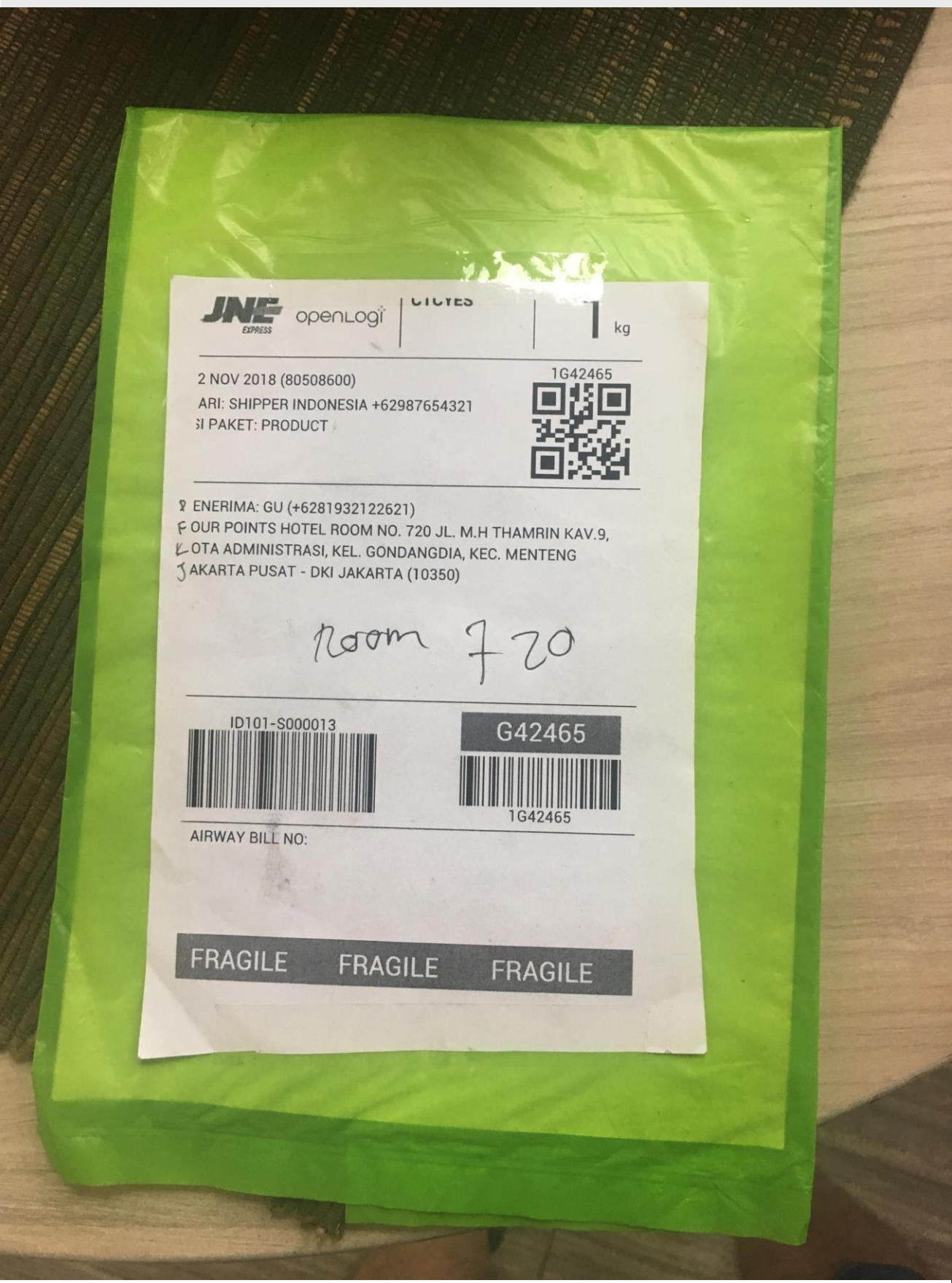
EC sellers' inventory in OPL storage



Prepare for shipment



Ship items to end-users



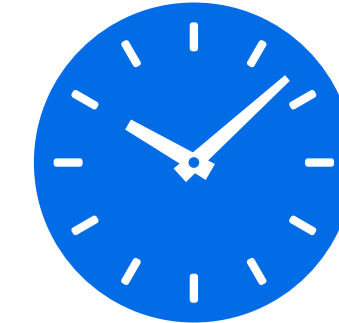
Major benefits for small EC sellers



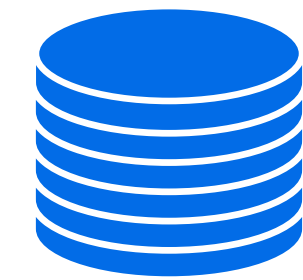
Quick start
Ready in 2 minutes



Scalability

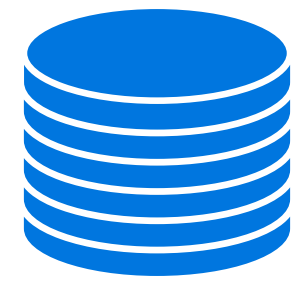


Save time & money

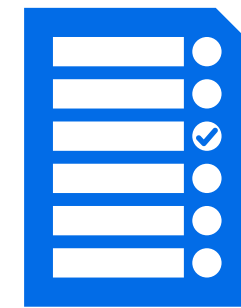


Pay-as-you-go
No fix cost

Major benefits for warehouses



Monetize empty space
without
sales efforts
/ admin cost



Standardize various
workflow/tasks across
multiple clients

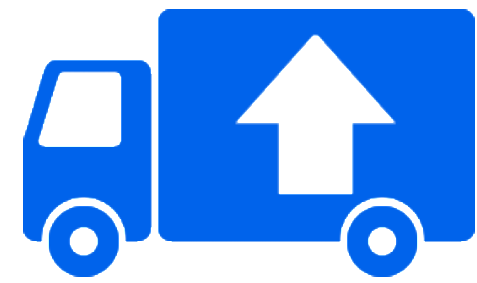


Simple
Easy-to-use
WMS

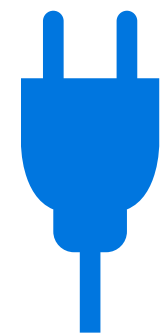


Less training time
for employees

Major benefits for courier delivery service



Aggregate numerous pickups and optimize loading rate



Seamless data connection via API

OK

Fewer shipping mistakes



More revenue opportunity

Major benefits for EC marketplace

OPENLOGI creates good user experience



EC sellers receive better reviews



**EC marketplace acquires more sellers & buyers
with good retention rate**