

ACCESS ZG

CUSTOMER INFORMATION SHEET

Thank you for showing an interest in Access ZG - an international supply chain, freight and logistics management company, specialising in connecting with China & APAC markets.

Access ZG is a fourth party logistics (4PL) operator that provides services to importers, exporters & other parties involved with international trade. Services provided are across international supply chain management and arrangement & coordination of international freight services via a network of freight & logistics providers.

As was seen during the COVID time period, having strong partners is critical. Now that COVID supply chain disruptions have largely passed – other risks remain. Some major risks are international freight operators manipulating freight rates and service disruptions & various global conflicts. There are heightened chances of disruptions in the APAC region with constant increasing tensions around the South China Sea area where one third of global trade large passes through. There's extreme volatility in international freight contract and spot rate pricing that require a clear strategy to manage.

Developing supply chain resilience is the logistics theme of the decade and a principle that underpins Access ZG's range of services.



International logistics & supply chain management services

Consulting on and / or outsourcing your choice of aspect/s and decision making across the international supply chain:

- Advisory around your parameters & needs
- Support during periods of international supply chain disruptions
- Contract with freight & logistics providers signing facilitation
- Contract vs spot freight rates decision making
- Supply chain integration
- International freight
- Warehousing and distribution
- Software and data flows
- Supply chain risk management and planning
- Inventory management control
- Procurement
- China / APAC market access
- Other specific advisory

Pricing Structure & Options

A 'Service Offering Sheet' will be provided prior to any engagements, making clear the services to be offered & pricing. As you can appreciate each business' situation is unique and requires a consultation; please reach out to arrange one. Pricing is established & agreed upfront and set case by case. Pricing depends on many factors including scale of your operations, time required, complexity, value provided in terms of scope, resources, relationships etc



'Logistics provider procurement & coordination' service

Don't be limited to the resources & pricing of one logistics company. Access ZG will reach out to freight & logistics providers on your behalf across its supply chain & logistics partner network, as well as an ability to access hundreds of other World Cargo Alliance (WCA) qualified freight members. This reach allows best outcomes for individual needs - based solutions. Access ZG's existing cooperating partners are along the value chain, upstream & downstream and include both Asia based logistics providers as well as Australia / New Zealand providers.

Connect with suitable freight & logistics providers. Your business provides its supply chain & freight needs and concerns to Access ZG. This is then matched, in a similar way to the mortgage or insurance broker business model, with 'suitable providers'. You'll be given advice regarding existing provider/s in your supply chain and will have the option of maintaining logistics providers for elements that are viewed as important to remain. 'Suitable providers' are chosen based on their respective strengths and your preference regarding service, pricing, speed to act. 'Suitable providers' have services closely matched to your needs across ocean, air, rail, trucking, warehousing, customs & software. Get direct access to suit of overseas and local logistics providers & staff. Able to mix and match. Stay with or change providers for different aspects of the supply chain. Eg different local and overseas providers.

Overseas APAC providers can be the hardest part to navigate. Drop the language, cultural barriers via accessing a network of contacts and staff on the ground overseas that literally and metaphorically 'speak' the language of your import / export market. Issues with suppliers / buyers / overseas freight providers have better outcomes when dealing with a single point of contact with resources on the ground overseas, acting on your behalf.



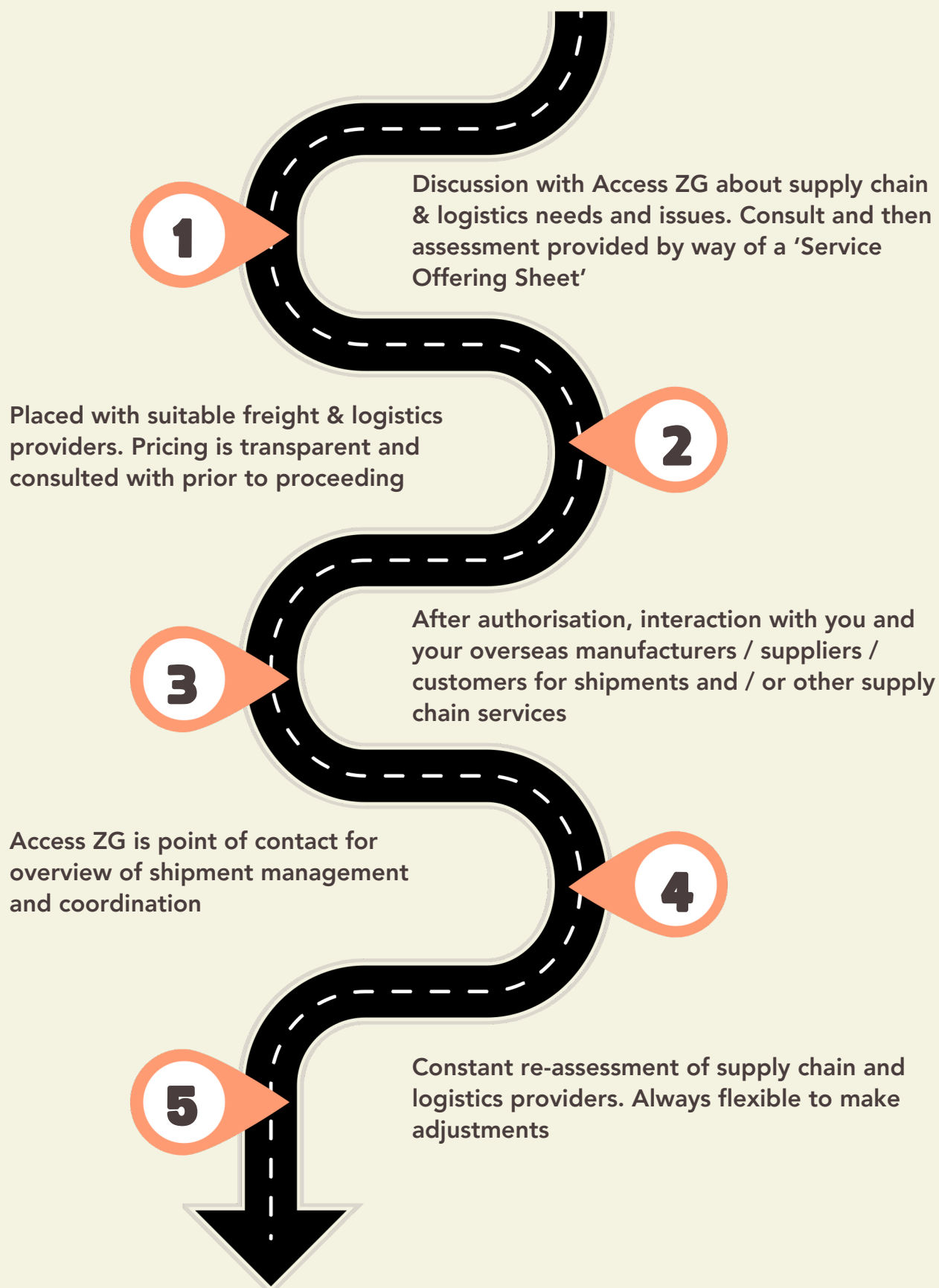
Logistics offices here have limited information about what's really going on overseas regarding specific issues relevant to you. Get deep overseas source insights and knowledge via Access ZG's internal & close contacts overseas. In Australia / New Zealand, different providers also have varying strengths and ways of operating here & interacting with overseas providers.

As an example of Access ZG's service; an importer customer is assisted with buyer (consignee) / seller (shipper) streamlining of orders, coordination of freight, management overview advise etc and optional additional supply chain services. Issues with suppliers and other parties including disputes have better outcomes with access to connections in the relevant country, acting on your behalf. Relieving customer pain points is the priority.

In a similar way as how it generally works with a mortgage / insurance broker, you have the option of being placed with freight & logistics providers and have a personal point of contact to manage for you. Access ZG has no ownership connection with any providers, so there's more choice and flexibility and less bias in choosing providers that may not be of most benefit to the customer.



Process flow of Access ZG's 'Logistics provider procurement & coordination' service



Pricing Structure & Options

| Sourcing, Support & Issues Handling | Complete Service Package | Sourcing & Placement Only |
|---|---|---|
| ✓ Access to a suit of logistics providers | ✓ Access to a suit of logistics providers | ✓ Access to a suit of logistics providers |
| ✓ Sourcing providers | ✓ Sourcing providers | ✓ Sourcing providers |
| ✓ External representation with providers | ✓ External representation with providers | ✗ External representation with providers |
| ✓ Coordinated supply chains | ✓ Coordinated supply chains | ✗ Coordinated supply chains |
| ✓ Issues management | ✓ Issues management | ✗ Issues management |
| ✗ Shipment management | ✓ Shipment management | ✗ Shipment management |
| ✗ Ongoing strategic advisory | ✓ Ongoing strategic advisory | ✗ Ongoing strategic advisory |
| ✗ Planning & assessment meetings | ✓ Planning & assessment meetings | ✗ Planning & assessment meetings |
| ✗ Asia based international freight broker optional add-on | ✓ Asia based international freight broker optional add-on | ✗ Asia based international freight broker optional add-on |

Choose from three servicing options that best suit your needs:

Complete Service Package service option has two pricing options:

- An all inclusive monthly price with no additional charges for individual shipment coordination
- A lower monthly price and fixed 'coordination fee' for each individual shipment

Sourcing, Support & Issues Handling service option has two pricing options:

- An all inclusive monthly price with no additional charges for each issue resolution
- A lower monthly price and fixed charge for each issue resolution

Sourcing & Placement Only service option

An alternative option for customers wanting purely placement with suitable logistics providers with no ongoing Access ZG advantages support afterwards. Includes an advisory type report. An upfront sourcing & placement fee will be quoted.



Broker Service Add-On service option

This is an overseas in- country Asia based international freight brokerage service option. Access services of an experienced Access ZG staff with connections to hundreds of freight forwarders, shipping lines & airlines. This staff member leads Asia international logistics networking events in China and can access vast resources and information unavailable here. This is of particular value in this rapid international freight rate change environment.

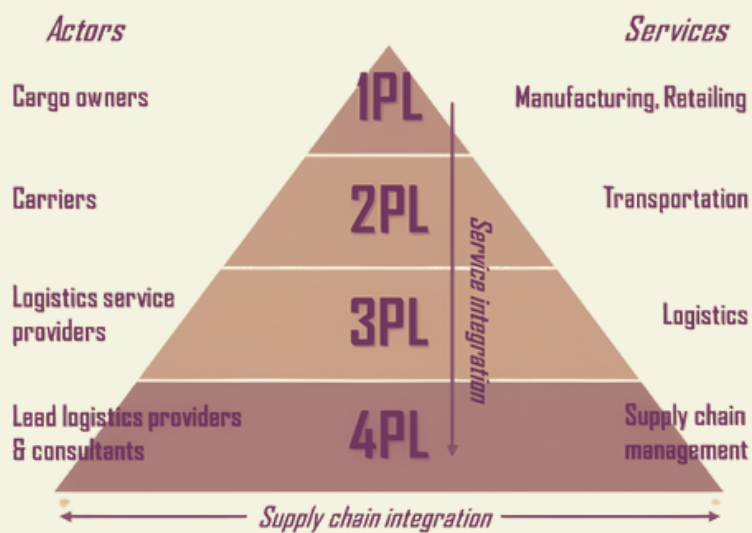
Still enquire and discuss for service options where you intend on maintaining all or a majority of your logistics service providers.

A 'Service Offering Sheet' will be provided prior to any service agreement, making clear the services to be offered & pricing. As you can appreciate each business' situation is unique and requires a consultation; please reach out to arrange one. Pricing is established & agreed upfront and set case by case. Pricing depends on many factors including scale of your operations, time required, complexity, value provided in terms of scope, resources, relationships etc.



Fourth party logistics (4PL)

With a 4PL, the customer doesn't have to worry about managing relationships with multiple vendors or making decisions on logistics. There is no need for a 100% internal / a full in-house logistics department or the need to build logistics capabilities, freeing up more time for customers to focus on their business.



Some academic terms:

First party logistics (1PL) are shippers/ manufacturers / wholesalers/ retailers / importers/ exporters Second party logistics (2PL) are the direct owners of aircraft, vessels, trucks, rail etc Third party logistics (3PL) are freight forwarding shipment services

Fourth party logistics (4PL) services may include a single partner that advises and manages the supply chain by overseeing the combination of warehouses, shipping companies, freight and agents etc., impartial advice, data flow, procurement & inventory management....



Founder of Access ZG

Jeff has the advantage of having lived in Asia, knows the local logistics style & cultural business environment, He remained during harsh COVID lockdowns, whilst China was largely shut off from the world, building connections, partners & knowledge, for your benefit.

CONTACT

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