



The right way forward!



www.smart-cargo.eu

Our Mission and Vision

Mission Statement

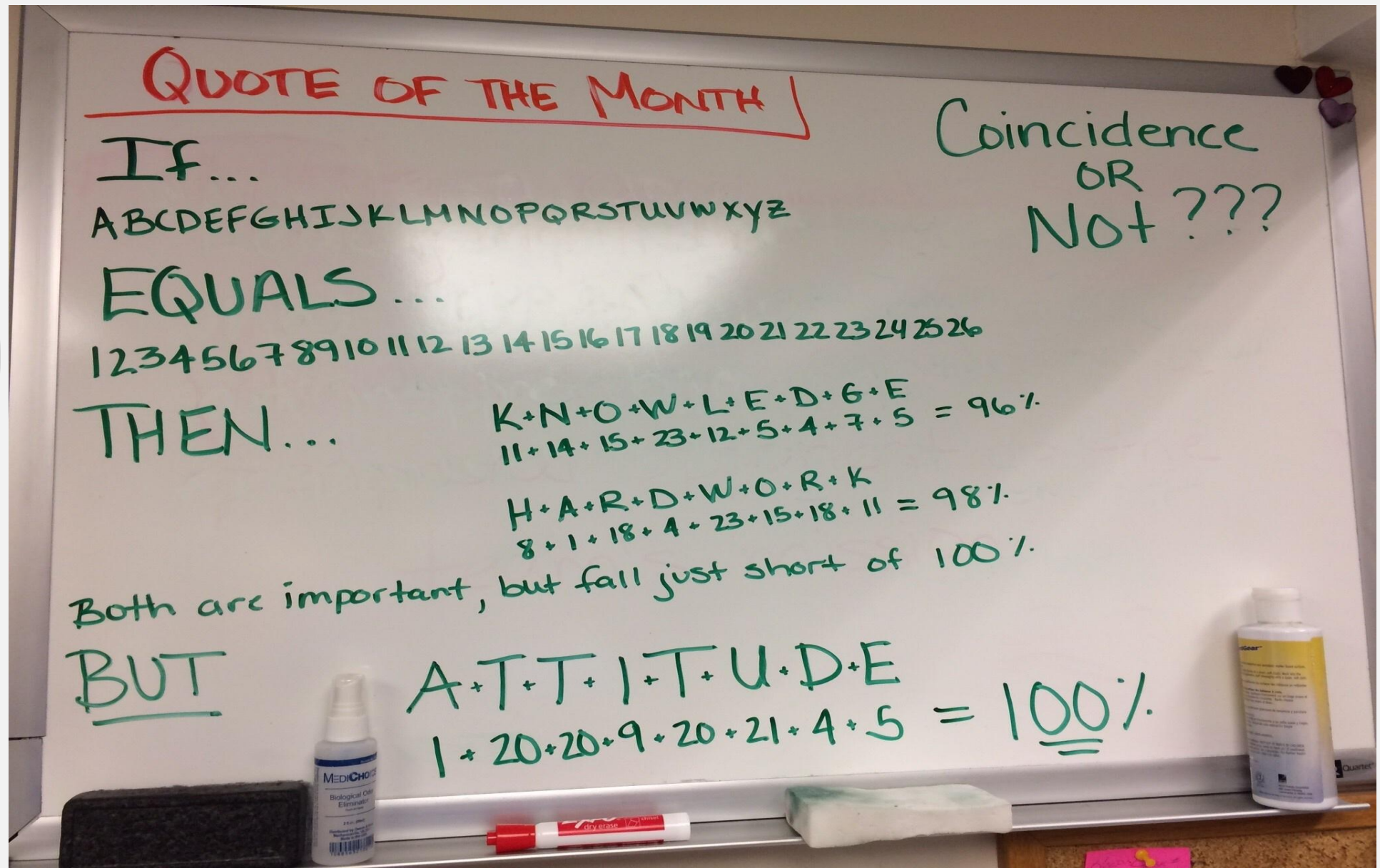
- We want to drive innovation and open minded approach in the forwarding and logistics industry.
- We want to embrace technology and progress, opening new horizons for modern relationship between the provider and the client, where mutual benefit is the name of the game, not immediate profit gained on each file.
- We want transparency, honest business approach and long term trust to be something we want to invest into, and something we want to be recognized for.
- We want to improve the supply chain process and make life easier for our clients, so that they can focus on delivering their values to their customers and end consumers.

Our Vision – that is how we want to grow

We envision ourselves as an agent of change for the forwarding and logistics industry in Poland.

- Change, where the „cost plus” of adding multiple margins is not the name of the game any more.
- Change, where long term vision of relationship is driven by innovative and industrialized operating approach, providing both the clients and our partners stability and transparency for growth and investment.
- Change, where the profit is coming out of our continuous drive for efficiency and process improvement, not from adding multiple margins or covering our profits in the complexity of our offering.
- Change, where we see ourselves as a spark of that new, modern approach, which is pushed and driven by globalisation and hard drive for cost control anyway, and focuses on the end benefit for all parties. Benefit that is shared in a just and fair way, not based on an immediate gain of now and here.

Our vision - everything is possible with the right ATTITUDE

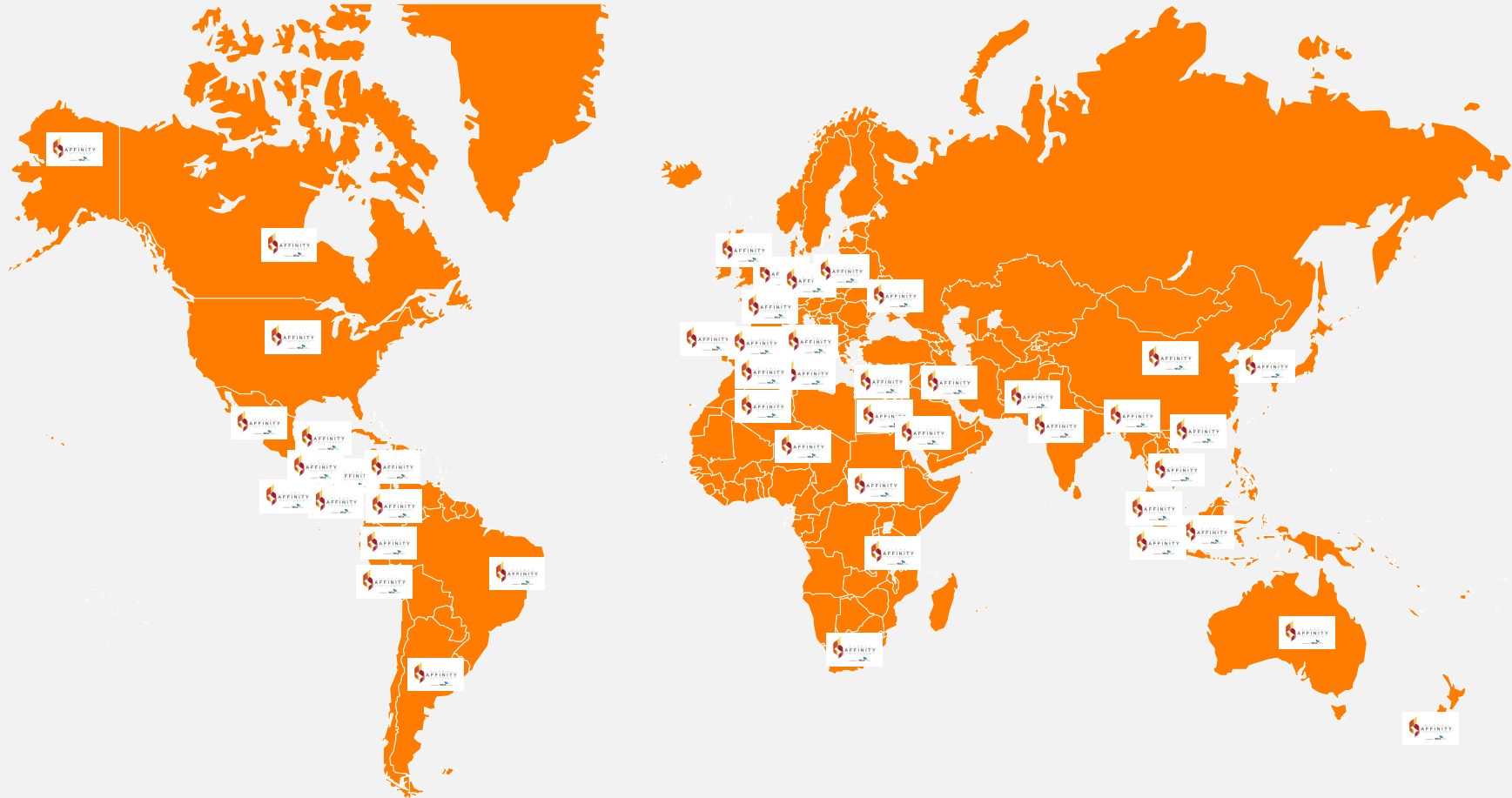


SMART's global coverage

- SMART is part of the global network of independent forwarders, Global Affinity Alliance, grouping over 200 companies in more than 100 countries. Cooperation in the network is based on Code of Ethics, financial guarantees and insurance policies, which ensures very high level of quality and trust.
- Through independent choice of the most flexible agent and offer in a given country, SMART can guarantee the best service, shortest transit times at optimal and always actual cost.

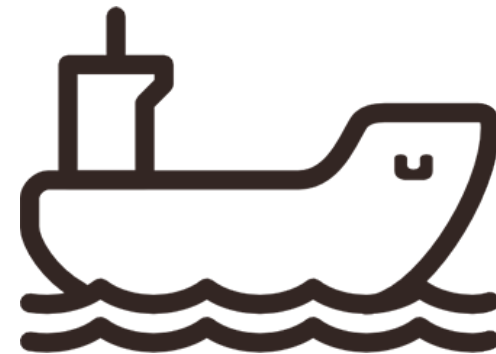
SMART – Global Coverage

SMART
CARGOSOLUTIONS





SMART - Products



Airlines – Partners of SMART

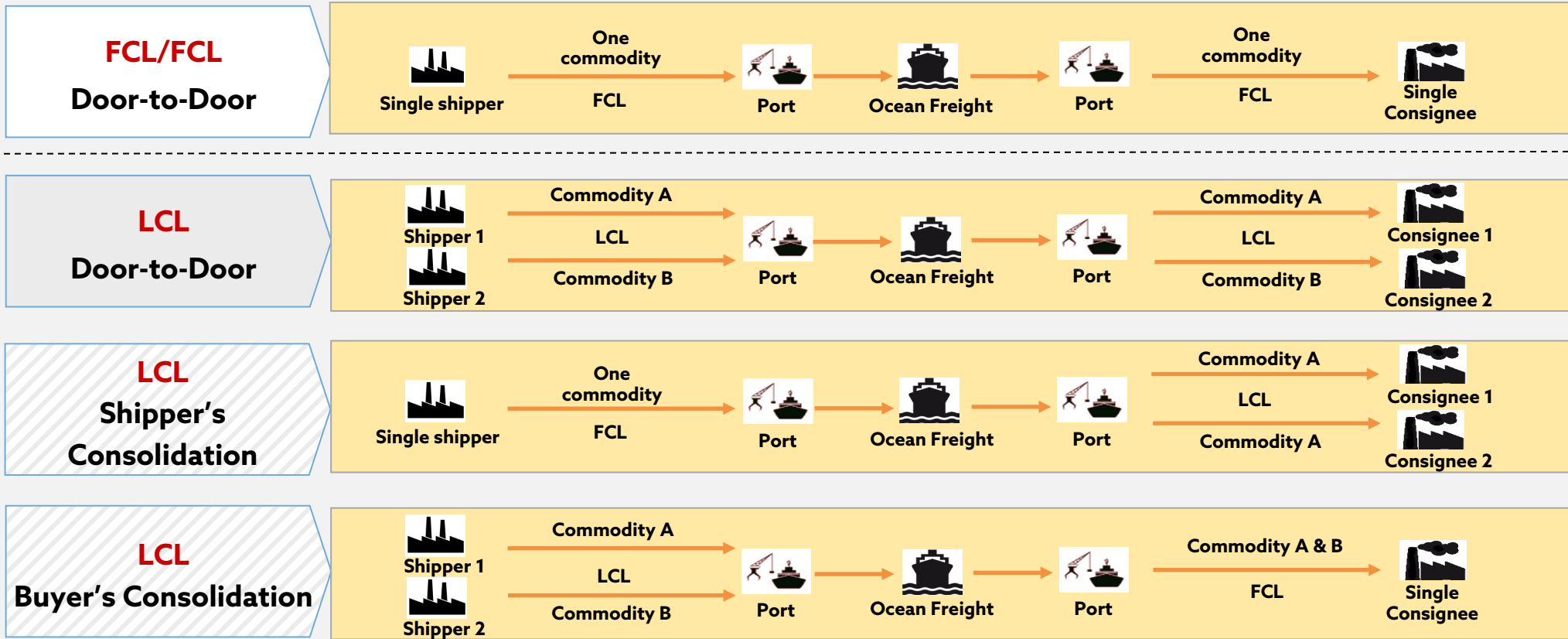


Airlines and GSAs

- ➔ SMART cooperates with all airlines present on the Polish market and offering cargo movements, directly or through their agents (GSA's).
- ➔ GSA – **General Sales Agent** – independent company, representative of the airline on a given market, selling services of usually more than one airline. We work with all GSA's present on the Polish market.

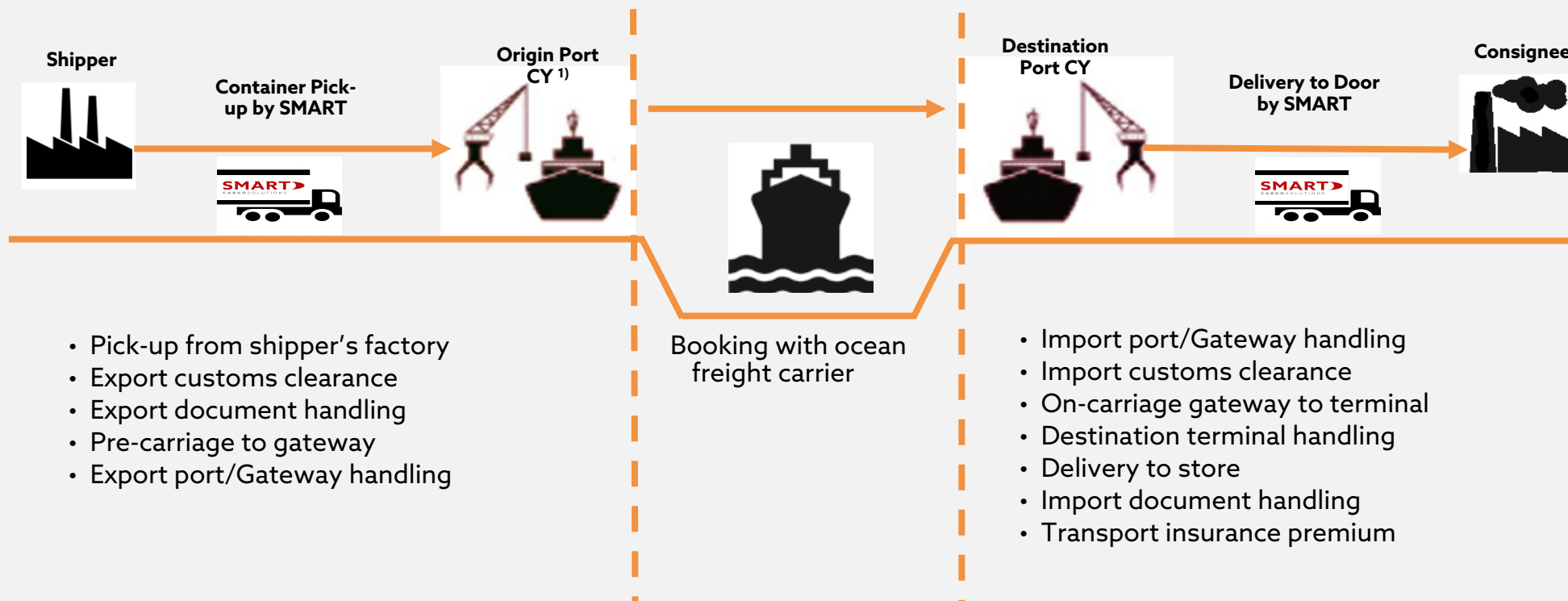


Ocean Freight – full service offering



Full Container Load (FCL)

SMART Ocean Freight FCL Door-to-Door

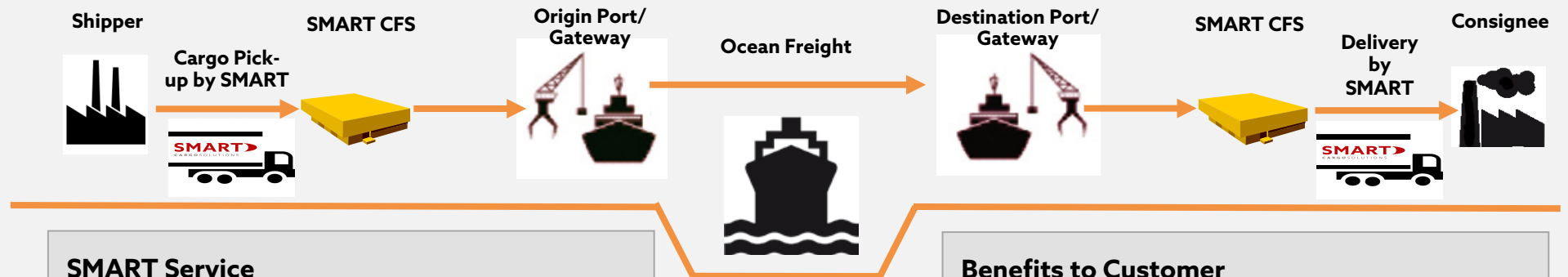


1) CY= Container Yard

Less than a Container Load (LCL)



SMART Ocean Freight FCL Door-to-Door



SMART Service

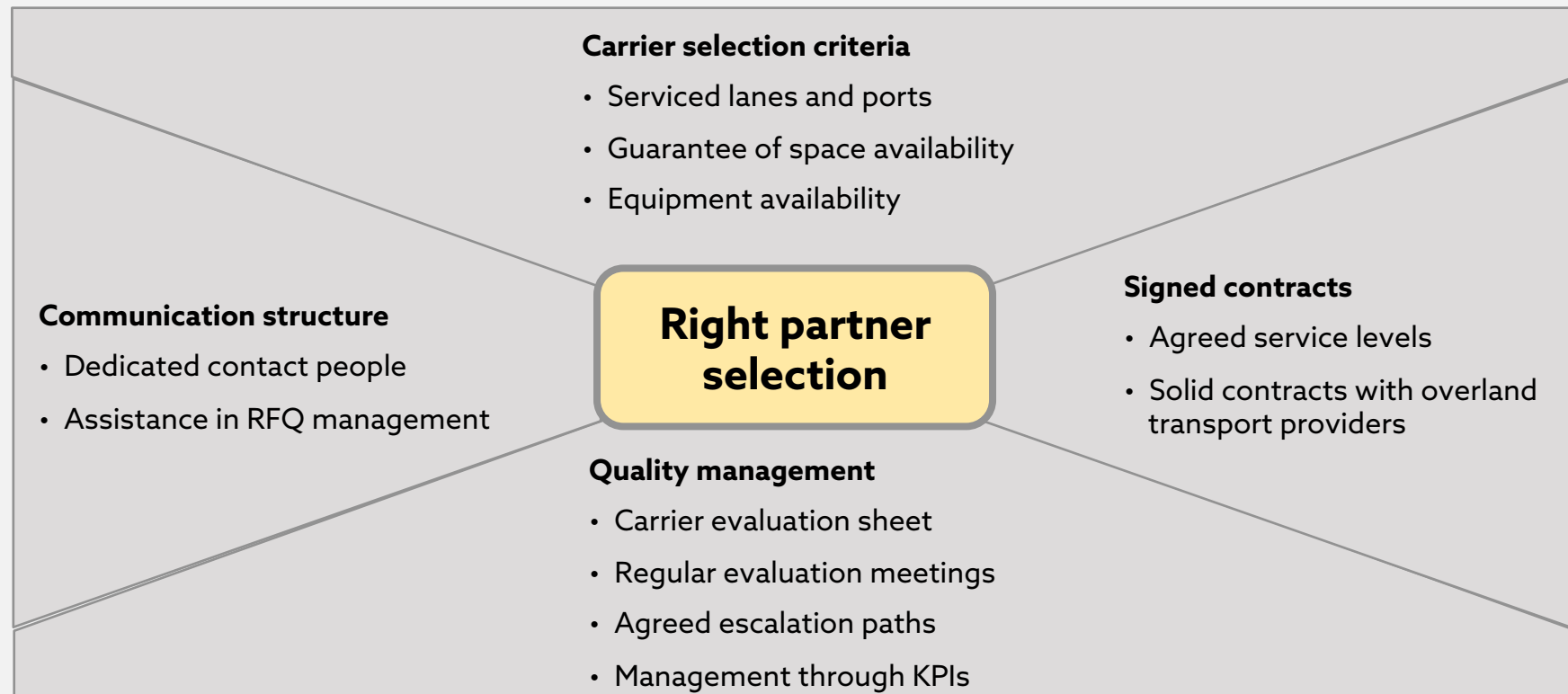
- Consolidation of shipment received from one supplier for shipping by ocean freight to **world wide destinations**
- **Tally and Stuffing** LCL cargo into container
- Provide **24/7 security service** in CFS Warehouse
- Export customs clearance
- Shipped as booked, weekly guaranteed service, own operated services

Benefits to Customer

- Key Performance Indicators
- SMART controls the full supply chain,
- Visibility through BoxTrax web access
- Cost efficient mode of transport for smaller shipments
- Schedule Driven Time Defined Deliveries

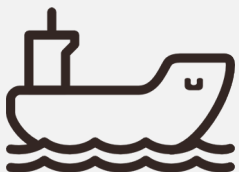
Ocean Freight

SMART Ocean Freight assures highest quality of service through close cooperation with its partners – global and local



Shipping lines - Partners of SMART

SMART
CARGOSOLUTIONS



K"LINE
KAWASAKI KISEN KAISHA, LTD.

m
SC


MÆRSK

OOCL

 **UASC**
الاتحاد العربي للتجارة البحرية

★★★★★
ZIM70
SINCE 1945

 **NYK LINE**
NIPPON YUSEN KAISHA

 **YANG MING LINE**

MOL

 **CMA CGM**

 **Hapag-Lloyd**

 **APL**


China Shipping

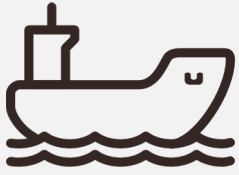
 **韓進海運**
HANJIN SHIPPING

 **EVERGREEN**

HAMBURG SÜD

 **COSCO**

HMM
HYUNDAI MERCHANT MARINE CO., LTD.



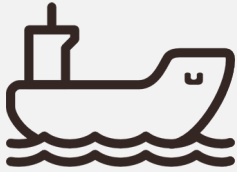
IT Capabilities

- We are working on a very easy to use, versatile and robust IT system – Boxtop
- Boxtop has the web interface called BoxTrax, which enables our customers safe and full access to their shipments and data 24/7:
 - Shipment tracking (also down to PO# level), with the possibility of traffic lights warnings
 - Warehouse inventory management
 - Access to all shipping documents online
 - Online order entry, defined very flexibly in terms of data needed – 24/7 possibility of placing orders that are automatically captured by the system to be processed
 - Chat function with SMART employees – captures all communication on file/shipment level. Any issues in the future – no need to search for the various e-mails on the topic, everything is in one place under the file/reference number
 - Excel reports directly from the website – fully customizable
- All data kept on our own servers, safe and sound with double back up options. No cloud security risks.



Basic regulations





Incoterms 2010

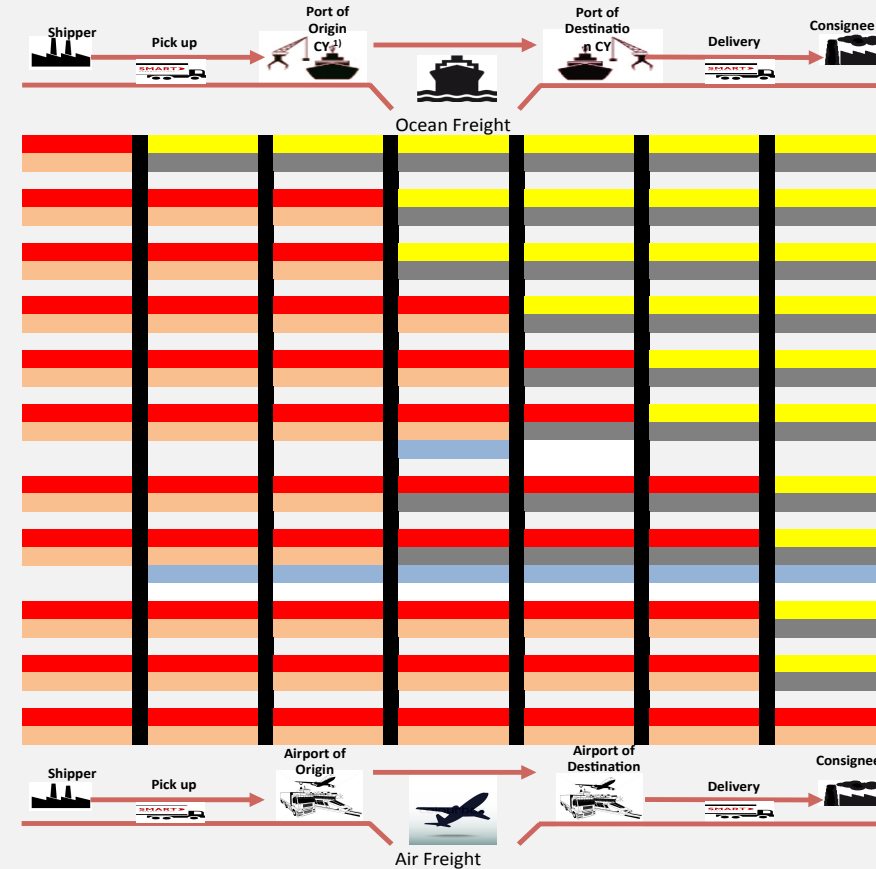


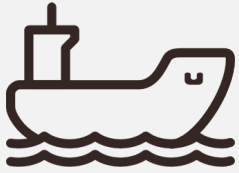
Incoterms 2010

EXW	Ex Works	named place
FCA	Free Carrier	named place
FOB	Free On Board (OFR only)	named port of loading
FAS	Free Alongside Ship (OFR only)	named port of loading
CFR	Cost and Freight (OFR only)	named port of destination
CIF	Cost Insurance and Freight (OFR only)	named port of destination
CPT	Carriage Paid To	named place of destination
CIP	Carriage and Insurance Paid To	named place of destination
DAT	Delivered At Terminal	named terminal of destination
DAP	Delivered At Place	named place of destination
DDP	Delivered Duty Paid	named place of destination

Legend

	Seller's Cost
	Buyer's Cost (Consignee)
	Seller's Risk
	Buyer's Risk (Consignee)
	Duty of the Seller to arrange for CARGO insurance





Insurance

- SMART operates basing on OPWS 2010 (Polish General Forwarding Rules).
- We have full Forwarder's Liability Insurance (OCS) for up to 1M PLN per occurrence, covering also substitutional carrier's insurance.
- We are offering very attractive CARGO insurance premiums, which liberates the customer from any worries about their cargo in transit.
- Being part of the GAA network (Global Affinity Alliance) we are also an agent of All World Shipping (AWS), operating as **NVOCC** (**N**on **V**essel **O**perating **C**ommon **C**arrier). This is an additional assurance for our customers that the safety and security of their cargo is in the center of our attention as much as our own and that we will care for it 24/7/365.

