

Freight Forwarding



Customs



Ground Transportation



Warehousing



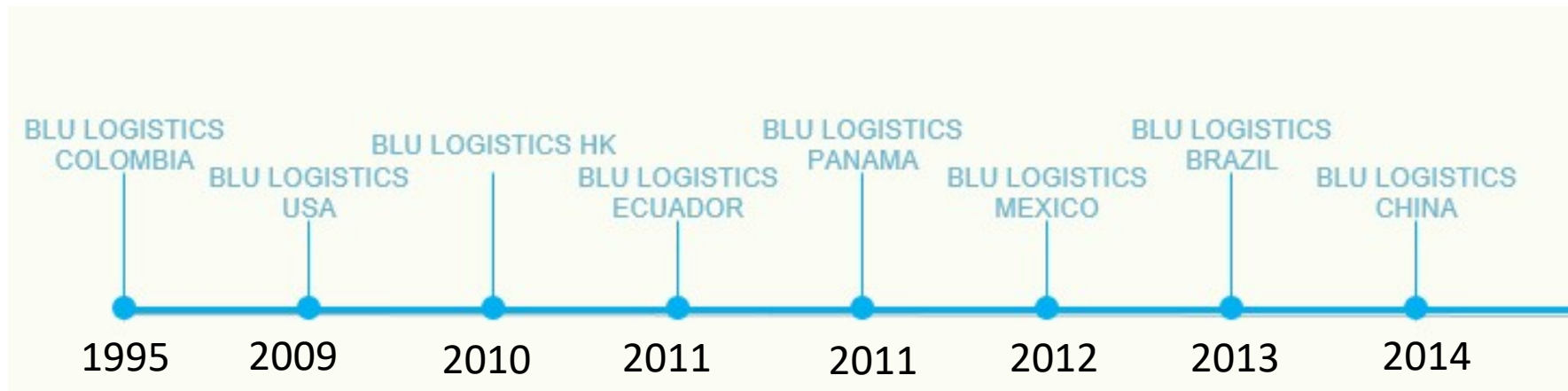
blu 
LOGISTICS

I N T E G R A T E D L O G I S T I C S S O L U T I O N S

WHO? WE ARE!

Blu Logistics offers Integrated Logistics Solutions

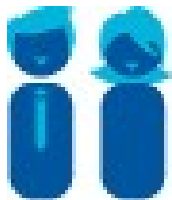
We started in Colombia & now in 9 more Countries



WHAT IS IMPORTANT TO US ?



OUR CUSTOMER: Our objective is a satisfied customer ALWAYS.



OUR PEOPLE: Our team is our most valuable asset.



SAFETY: Your cargo is valuable to us. We take precaution and necessary measures to know our clients and our strategic partners well.



TECHNOLOGY: We are constantly investing in technology for better tracking, better information flow, process improvement and cargo safety.

BLU LOGISTICS

- **Colombia:** Bogotá, Medellín, Cali, Barranquilla, Cartagena, Buenaventura, Pereira, Ibagué, Pasto, Bucaramanga & Sincelejo.
- **USA:** Miami, New York, Chicago, LA, Memphis, Saint Louis, Richmond, New River Valley, Houston & Greensboro.
- **Brazil:** Sao Paulo, Santos, Itajai, Curitiba, Recife & Salvador.
- **China:** Shanghai, Ningbo, Chongqing, Qingdao, Tianjin, Shenzhen. & Xiamen.
- **Panama:** Panama City, Colon Free Zone, Cocosolito & Tocumen International Airport
- **Mexico:** Mexico City & Monterrey
- **Ecuador:** Quito & Guayaquil.
- **Hong Kong:** Hong Kong

10 COUNTRIES
42 CITIES



External Networks

- **WACO**
- **WCA**

SERVICES WE OFFER



INTERNATIONAL TRANSPORTATION

- ✈ Exports
Airfreight
Seafreight
- ✈ Imports
Airfreight
Seafreight
- ✈ OTM
Multimodal
Transport
Operator



CUSTOMS BROKERAGE

- ✈ Import & Export
Customs Brokerage
- ✈ Bonded
Transportation

*Services provided by
BLU LOGISTICS
CUSTOMS BROKERS
SA LEVEL 1



INLAND TRANSPORTATION

- ✈ Urban & National
distribution - Courier
- ✈ Spot Freight &
Cash on Delivey
- ✈ FCL & LCL
Trucking
- ✈ Alloted
Vehicles



WAREHOUSING

- ✈ National
Storage
- ✈ Inventory
Management
- ✈ Enlistment &
Remanufacturing
- ✈ Free Zone
industrial
processes



PROJECT CARGO

Specialized Logistics for:

- ✈ Heavy-weight cargo
- ✈ Oversized cargo
- ✈ Break Bulk
- ✈ Project Cargo
- ✈ Lifting equipment

TOTAL VOLUME 2017

174.541 TEUS

CHINA
44.740 TEUS

USA
43.097 TEUS

COLOMBIA
38.922 TEUS

BRAZIL
31.062 TEUS

MEXICO
7.574 TEUS

ECUADOR
5.544 TEUS

PANAMA
3.602 TEUS



OUR GLOBAL NETWORK

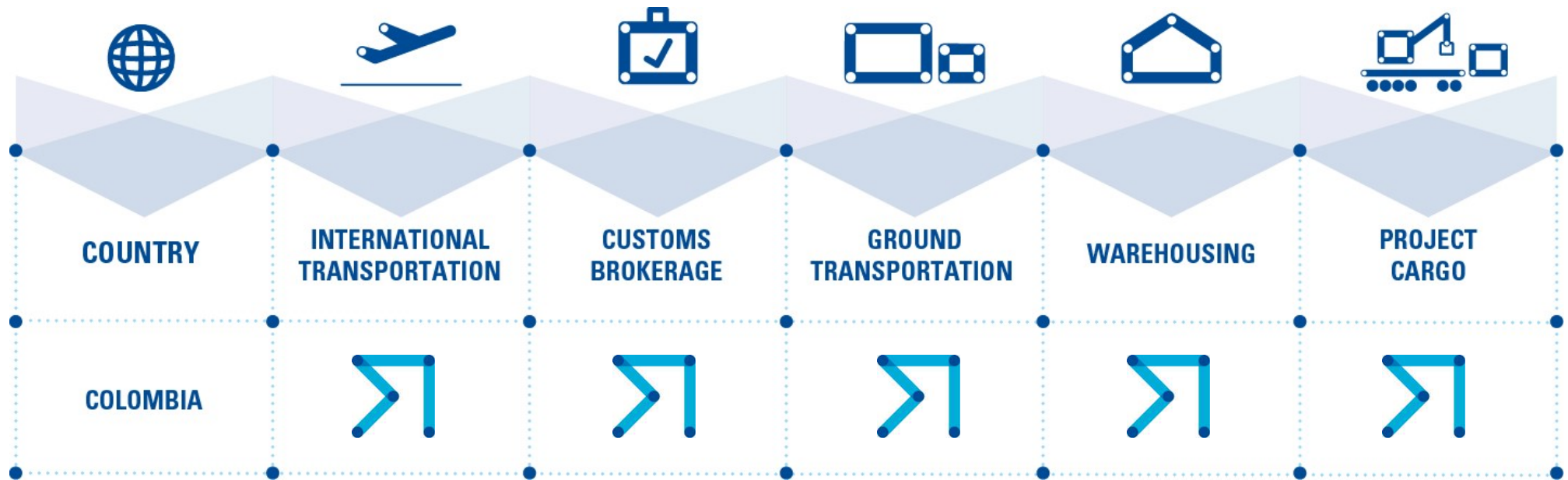


CAPITAL CITY	BOGOTA DC
LANGUAGE	SPANISH
AREA	1.141.748 km2
POPULATION	48.400.388 People
GDP PER CAPITA	USD 8800.00
CURRENCY	PESO (COP)



We have 11 offices in Colombia and 1683 employees

SERVICES WE OFFER IN COLOMBIA



ISO 9001:2008
ISO 14001:2004
OHSAS 18001:2007
BUREAU VERITAS
Certification

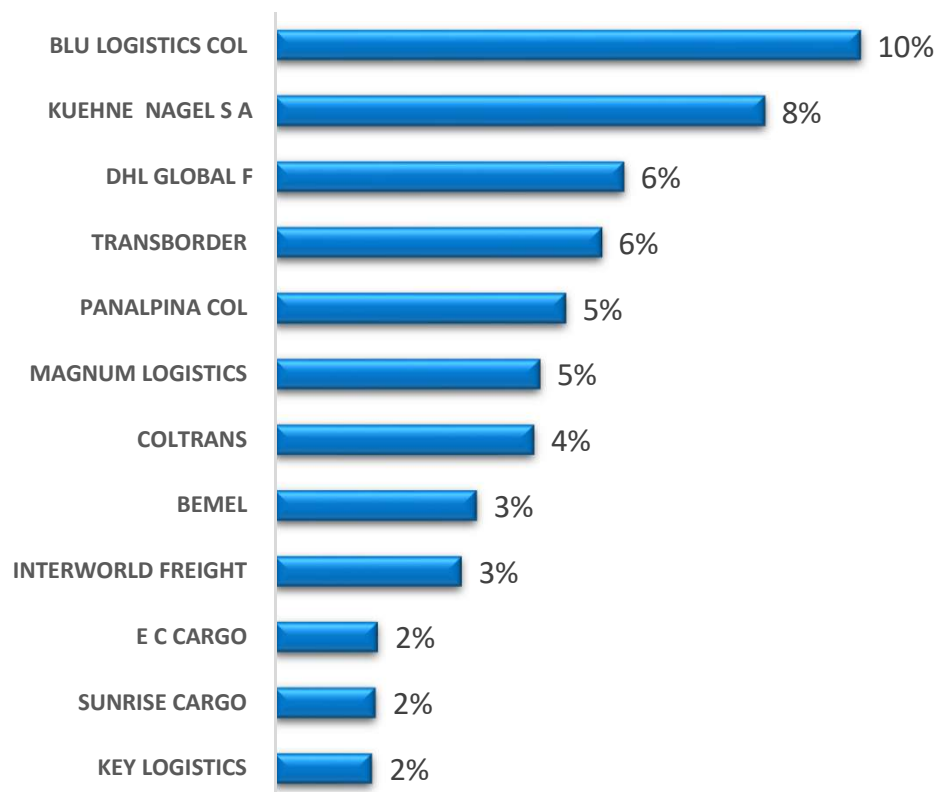




FREIGHT FORWARDING

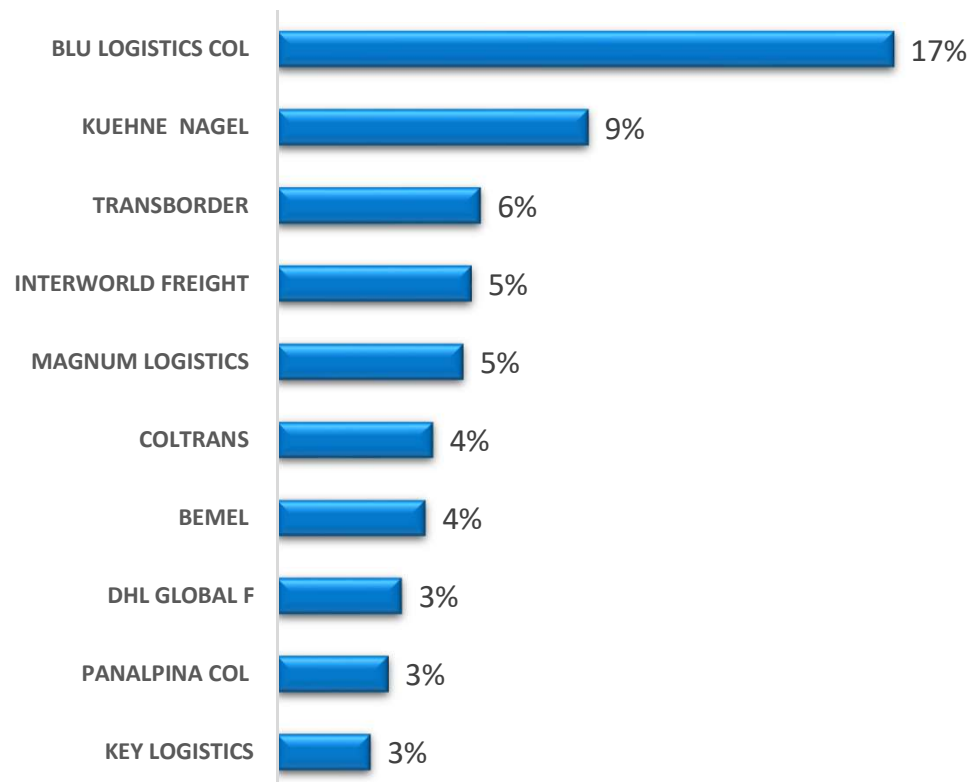
IMPO FCL COLOMBIA ALL TRADES 2017

TOP 12 COLOMBIA

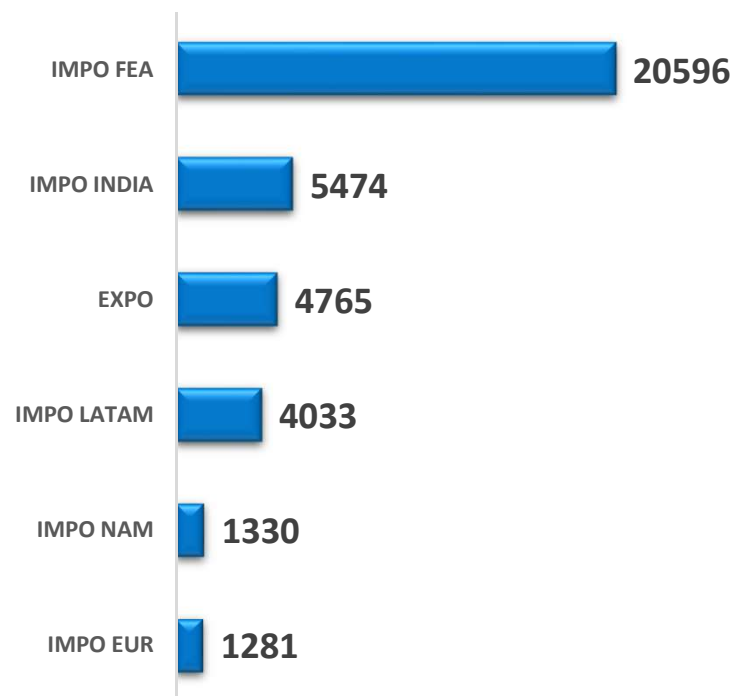


IMPO FCL COLOMBIA FROM ASIA 2017

TOP 10 COLOMBIA



PERFORMANCE FCL 2017 IN TEUS



- FarEast es our main traffic, 67% of the Blu Colombia Market
- 87% of our Total TEUS is Import cargo
- The main commodity in Air Expo are Flowers with 83% of the total.

	EXPORTS	IMPORTS	TOTAL
TOTAL FCL	4.765 TEUS	34.157 TEUS	38.922 TEUS
TOTAL LCL	2.907,38 CBM	34.126,79 CBM	37. 034,10 CBM
TOTAL AIR	15.655.824,92 KGS	1.242.417 KGS	16.898.241,92 KGS

COLOMBIA - MAIN CLIENTS IMPO FCL

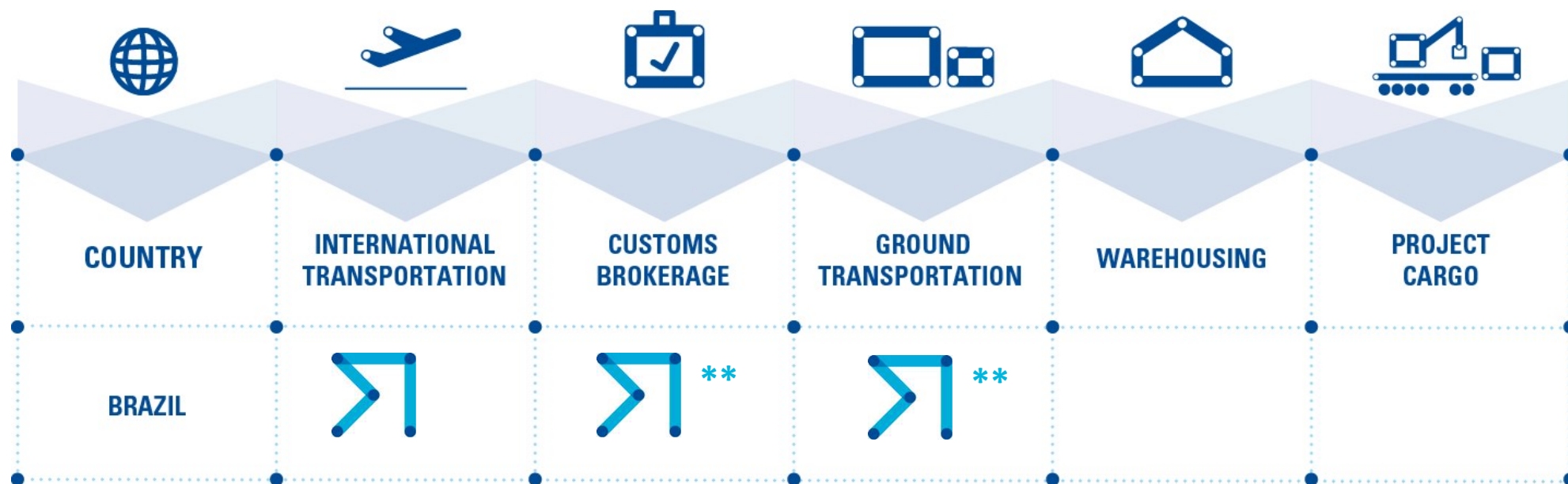


CAPITAL CITY	BRASILIA
LANGUAGE	PORTUGUESE
AREA	8.515.767 KM2
POPULATION	205.338.000 PEOPLE
GDP PER CAPITA	USD 9.312
CURRENCY	REAL (BRL)



We have 6 offices in Brazil and 92 employees

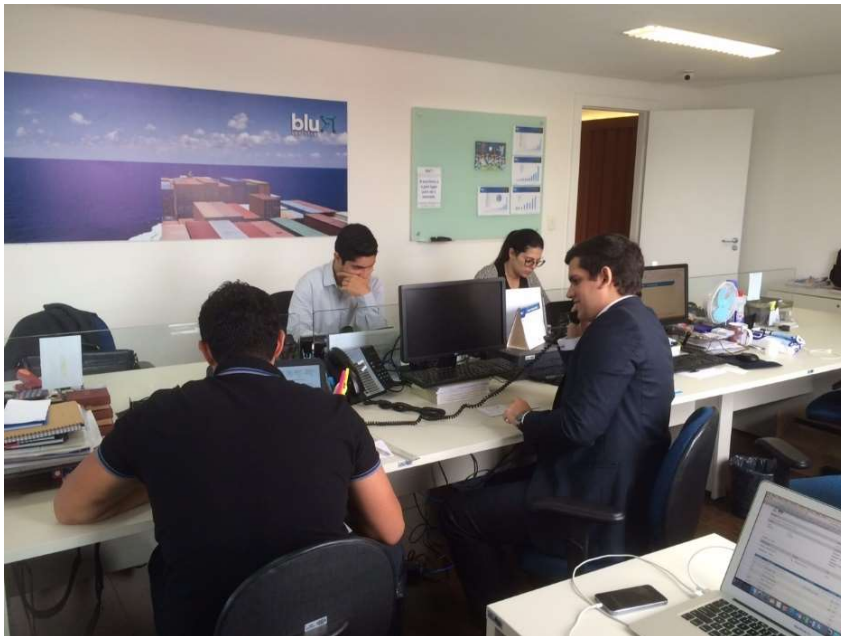
SERVICES WE OFFER IN BRAZIL



** Services Through Third Parties

BLU BRAZIL PERFORMANCE 2017

	EXPORTS	IMPORTS	TOTAL
TOTAL FCL	3.001 TEUS	28.061 TEUS	31.062 TEUS
TOTAL AIR	4.353 KGS	91.880,68 KGS	96.233,68 KGS
TOTAL LCL			346 SHIPMENTS



- We are FF # 2 from Far East.
- We are FF # 6 for all trades Impo FCL

BRAZIL – MAIN CLIENTS



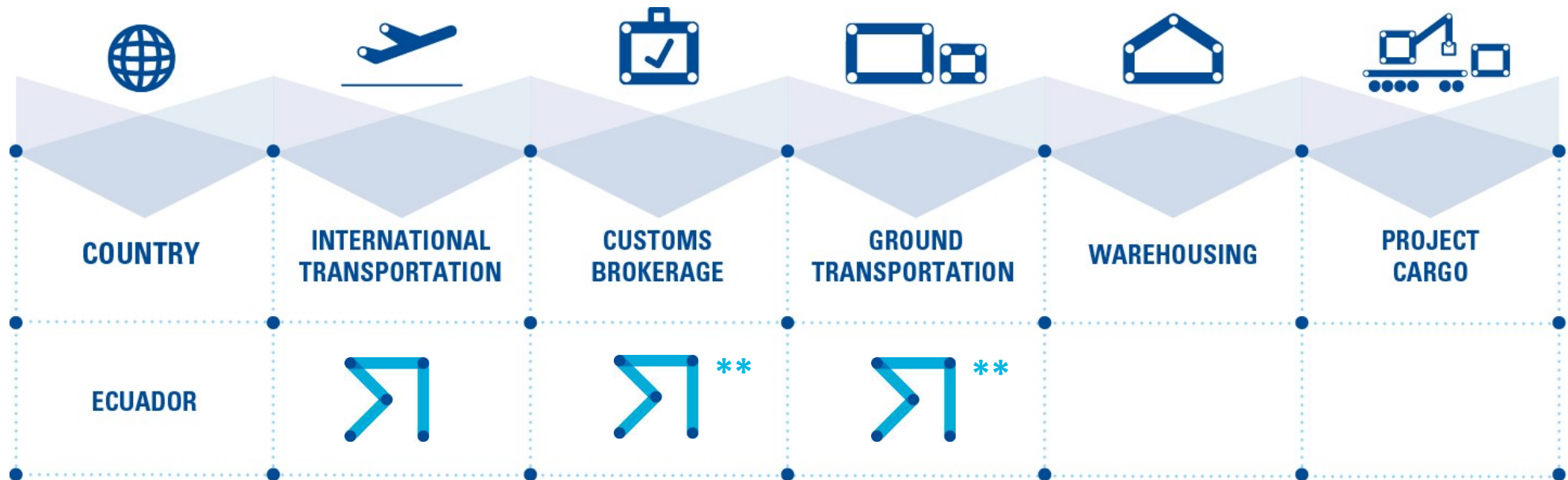
Portobello

CAPITAL CITY	QUITO
LANGUAGE	SPANISH
AREA	238.561 KM2
POPULATION	16.298.217 People
GDP PER CAPITA	USD 6002
CURRENCY	US DÓLAR (USD)



We have 2 offices in Ecuador and 20 employees

SERVICES WE OFFER IN ECUADOR

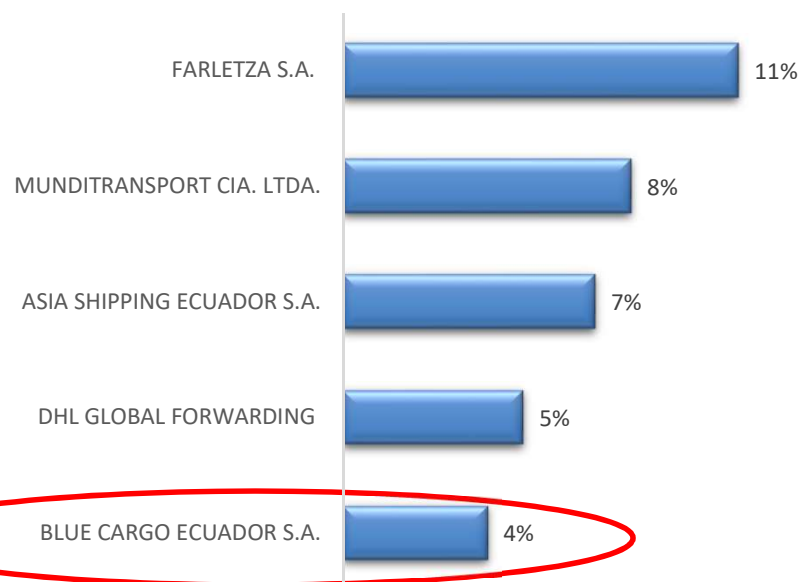


BUSINESS ALLIANCE FOR SECURE COMMERCE

** Services through third parties

TOTAL MARKET ECU FCL 2017

TOP 5 ECUADOR IN TEUS



PERFORMANCE 2017

	EXPORTS	IMPORTS	TOTAL
TOTAL FCL	422 TEUS	5.122 TEUS	5.544 TEUS
TOTAL LCL	32,18 CBM	826,89 CBM	859.07 CBM
TOTAL AIR	728,54 KGS	65391,72 KGS	66120,26KGS



Asia is the Main with 51% of the Ecuador Market.

ECUADOR – MAIN CLIENTS

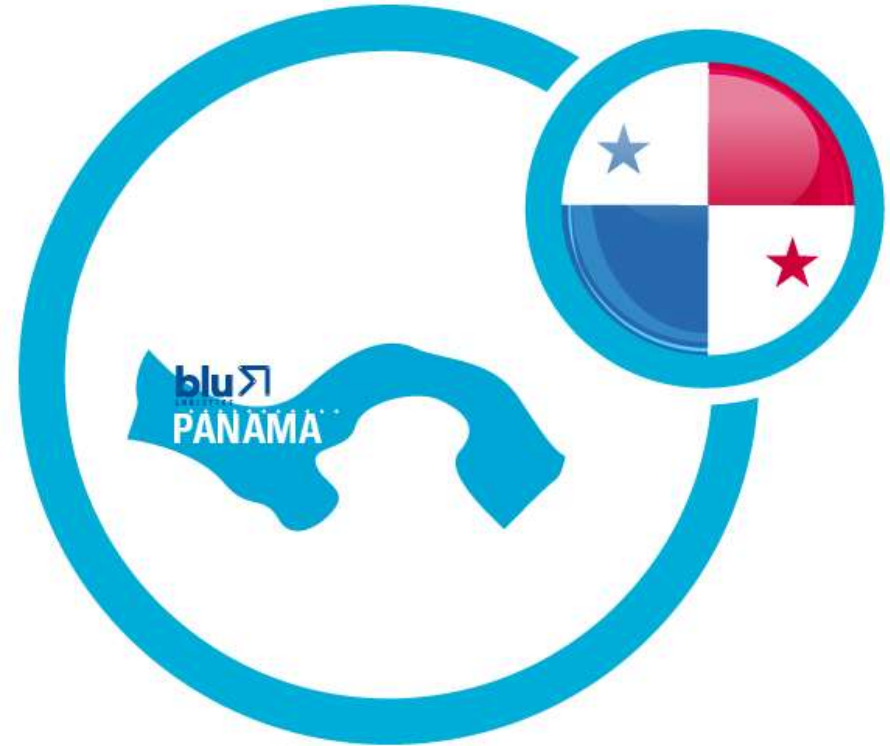


MEGAPROFER S.A.
PROVEEDOR FERRETERO



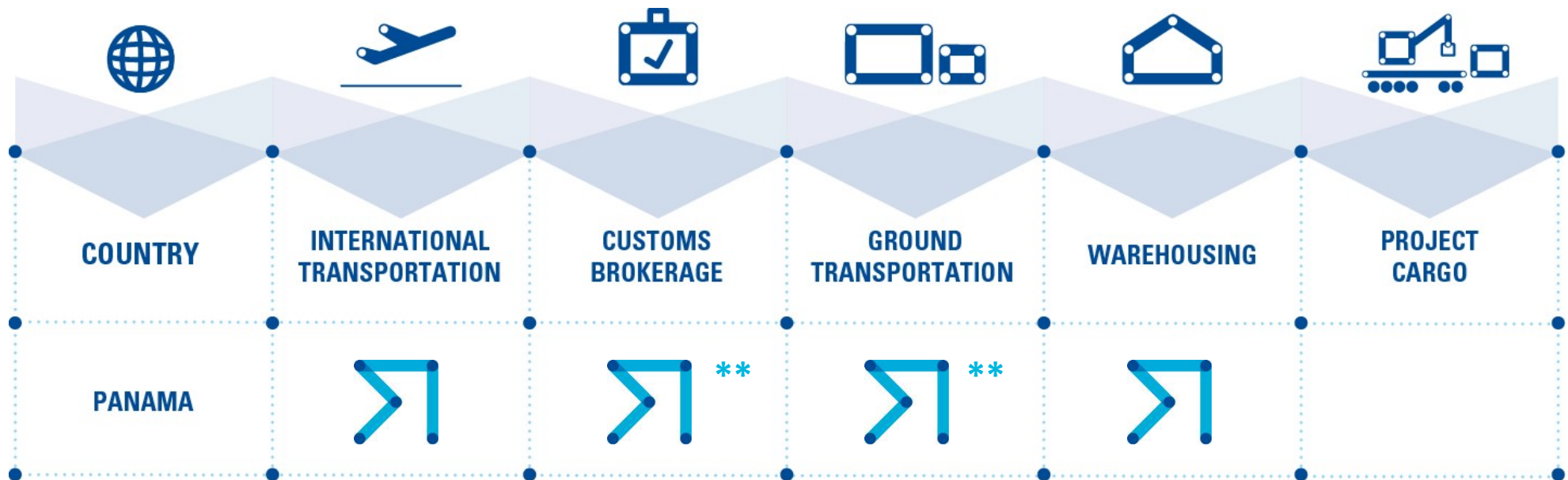
PANAMA

CAPITAL CITY	PANAMA CITY
LANGUAGE	SPANISH
AREA	74.177 Km2
POPULATION	3.929.141 People
GDP PER CAPITA	USD 12.744
CURRENCY	US DÓLAR (USD)



We have 3 offices in Panama and 201 employees

SERVICES WE OFFER IN PANAMA



** Services Through Third Parties

PANAMA - WAREHOUSING

- Colon Free Zone warehouse (bonded) with 2,000,000 sqf
 - Airport warehouse with 10,000 sqf
 - Panama City warehouse with 48,000 sqf



PANAMA – VALUE ADDED SERVICES

➤ Supplier's Packaging Quality control

➤ Product quality control by doing 10% random check of the product to identify non-sellable items and reduce potential claims and/or losses.

➤ Product composition labelling

- Autoadhesives
- Embroided
- Thermal-adhesive

➤ Re-packing and Palletization

➤ Bar Code Labelling

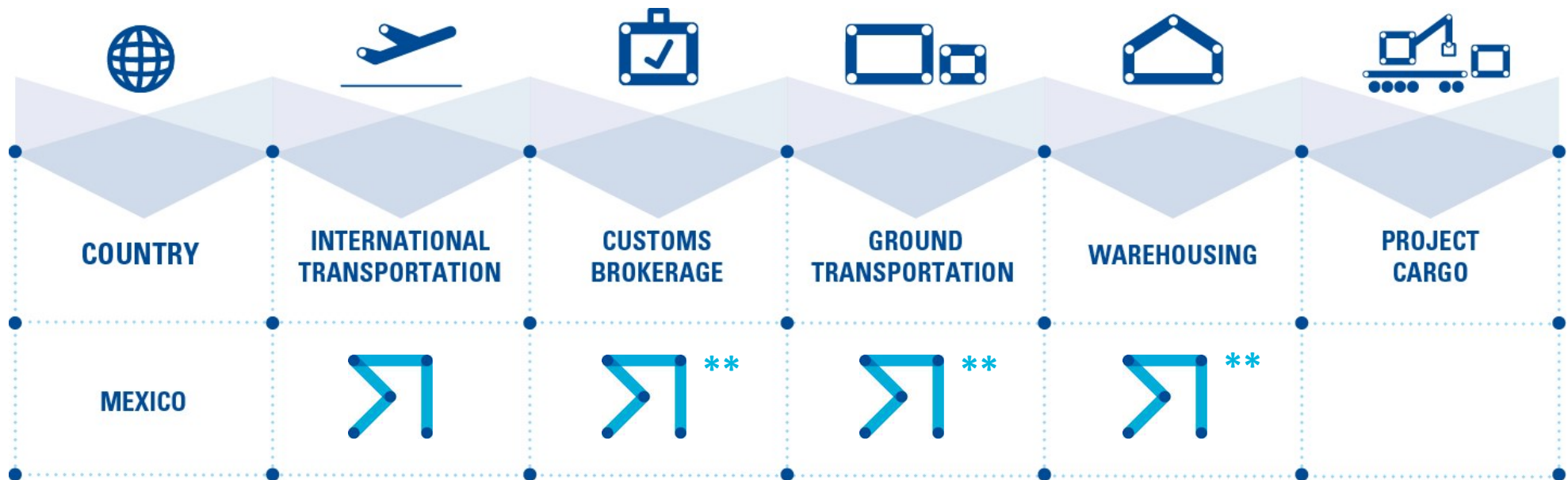


CAPITAL CITY	MEXICO CITY
LANGUAGE	SPANISH
AREA	1.972.550 Km2
POPULATION	119.530.753 People
GDP PER CAPITA	USD 10.174
CURRENCY	PESO (MXN)



We have 2 offices in Mexico and 30 employees

SERVICES WE OFFER IN MEXICO



** Services through third Parties

BLU MEXICO PERFORMANCE 2017

	EXPORTS	IMPORTS	TOTAL
TOTAL FCL	2.342 TEUS	5.232 TEUS	7.574 TEUS
TOTAL LCL	748.576 CBM	1.209.207 CBM	1.957.783 CBM
TOTAL AIR	38.932,59 KGS	129.157,19 KGS	168.089,78 KGS



- Asia is the Main trade in Impto
- Latam is the Main trade in Expo

MEXICO – MAIN CLIENTS



Oster



Sunbeam

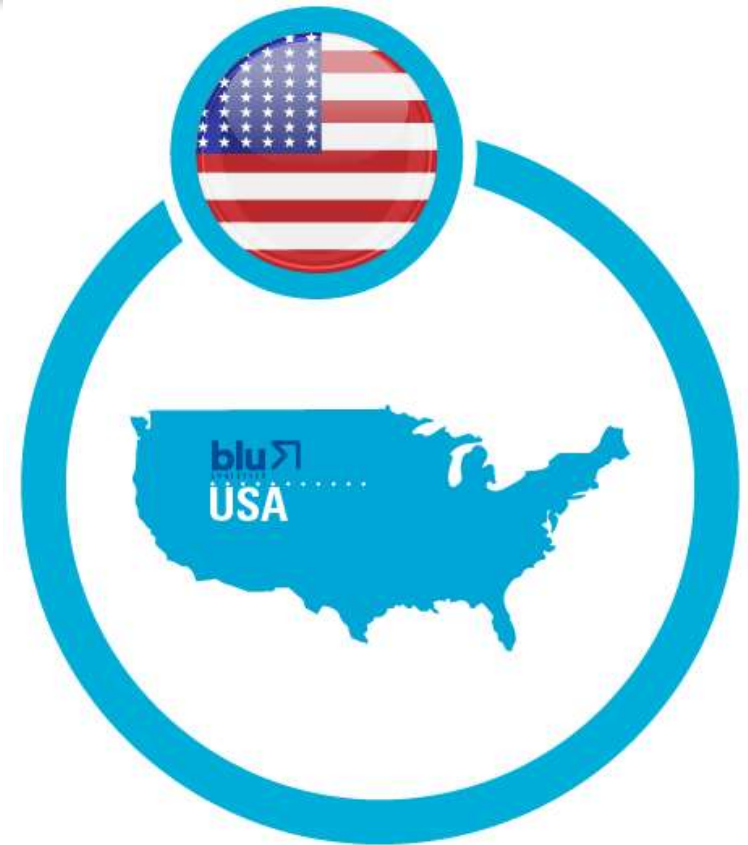


BRENNTAG



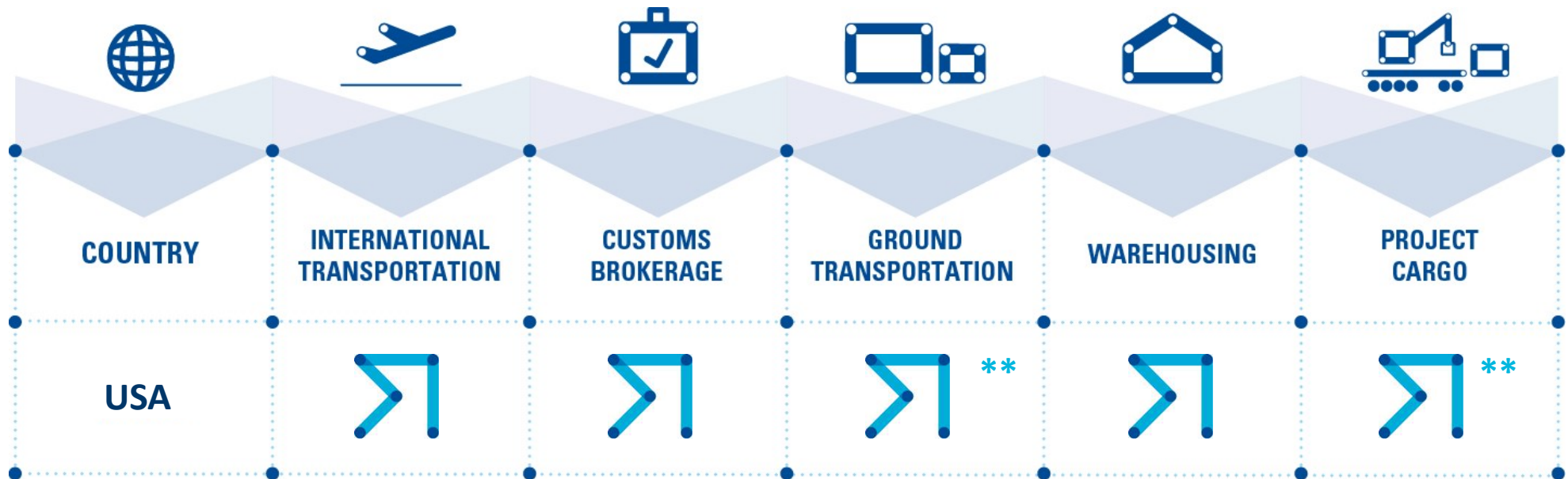
Panasonic

CAPITAL CITY	WASHINGTON DC
LANGUAGE	ENGLISH
AREA	9.857.306 Km2
POPULATION	322.369.319 People
GDP PER CAPITA	USD 54.629
CURRENCY	DORAL (USD)



We have 9 offices in USA and 100 employees

SERVICES WE OFFER IN USA



** Services through third parties

FREIGHT FORWARDING USA RAKING

We are the # 65 NVO for global impo to the US
Transpacific Eastbound imports, we are the #57 NVO

* These numbers do not include imports that we're not on Blu HBL's due to coloadng. These numbers will be significantly higher for 2017

BLU USA PERFORMANCE 2017

	EXPORTS	IMPORTS	CROSS	TOTAL
TOTAL FCL	4.755 TEUS	37.977 TEUS	365 TEUS	43.097 TEUS
TOTAL LCL	7.114,6 CBM	23.407,3 CBM	4.453,5 CBM	34.975,4 CBM
TOTAL AIR	816.032,7 KGS	610.409,5 KGS	24.265,70 KGS	1.450.707,9 KGS



BLU MIAMI WAREHOUSE SERVICES



MIAMI WAREHOUSE

35,000 SQFT. OF WAREHOUSE SPACE

- Fully Bonded
- 12 Dock Doors
- Fully Secured 24/7
- Storage
- Pick & Pack
- Cross Docking
- Consolidation Services
- Quality Control Services
- Drive Up Ramp
- Fully Sprinkler



USA – MAIN CLIENTS



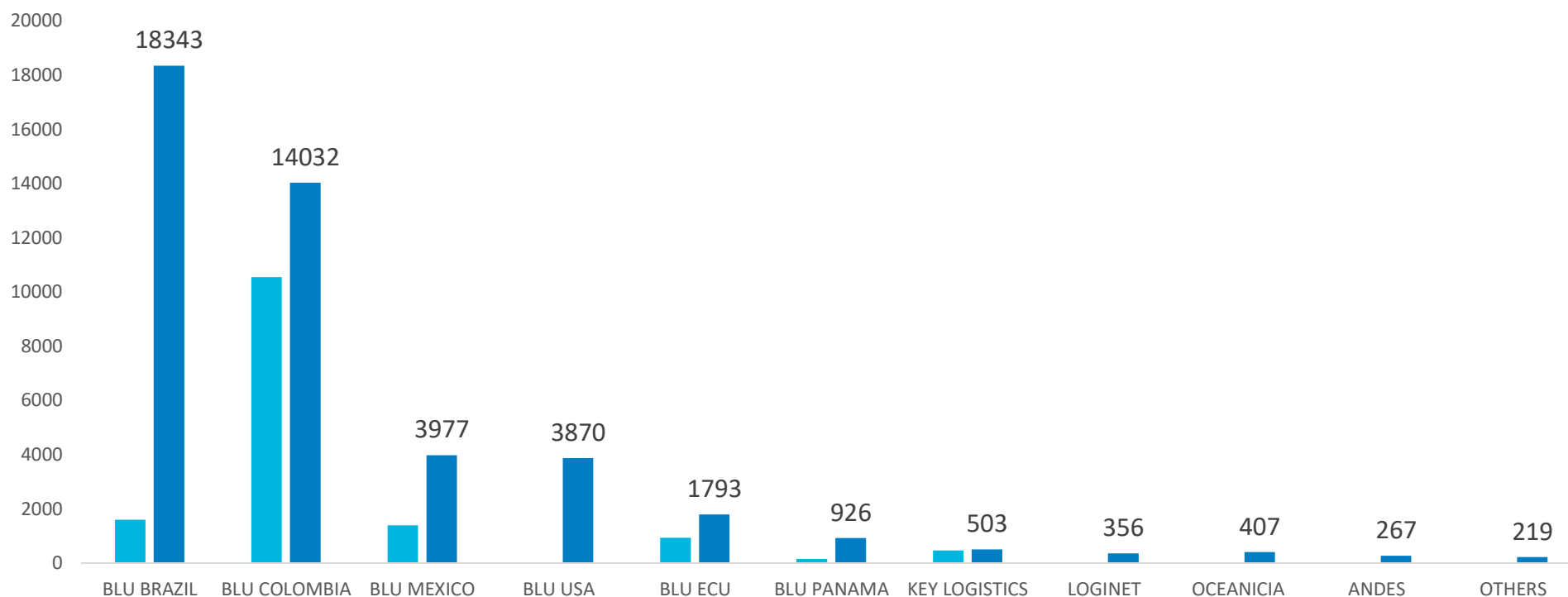
CAPITAL CITY	BEIJING
LANGUAGE	STANDARD CHINESE
AREA	9,596,961 km2
POPULATION	1,376,049,000 People
GDP PER CAPITA	USD 8154.00
CURRENCY	RENMINBI, YUAN (CNY)



We have 7 offices in China and 142 employees

EXPO CHINA FCL PER COUNTRY 2017

* IN TEUS



2014/15.163 TEUS vs 2017 / 44.740 TEUS

We grew 195% more than last year

EXPORT PERFORMANCE 2017

TOTAL FCL

TOTAL LCL

TOTAL AIR

EXPORTS

44.740 TEUS

11.193,003 CBM

146.533,80 KGS



CHINA – MAIN CLIENTS



Global Import & Export

BRENNTAG



LONCIN

Bestway



XIZI
OTIS

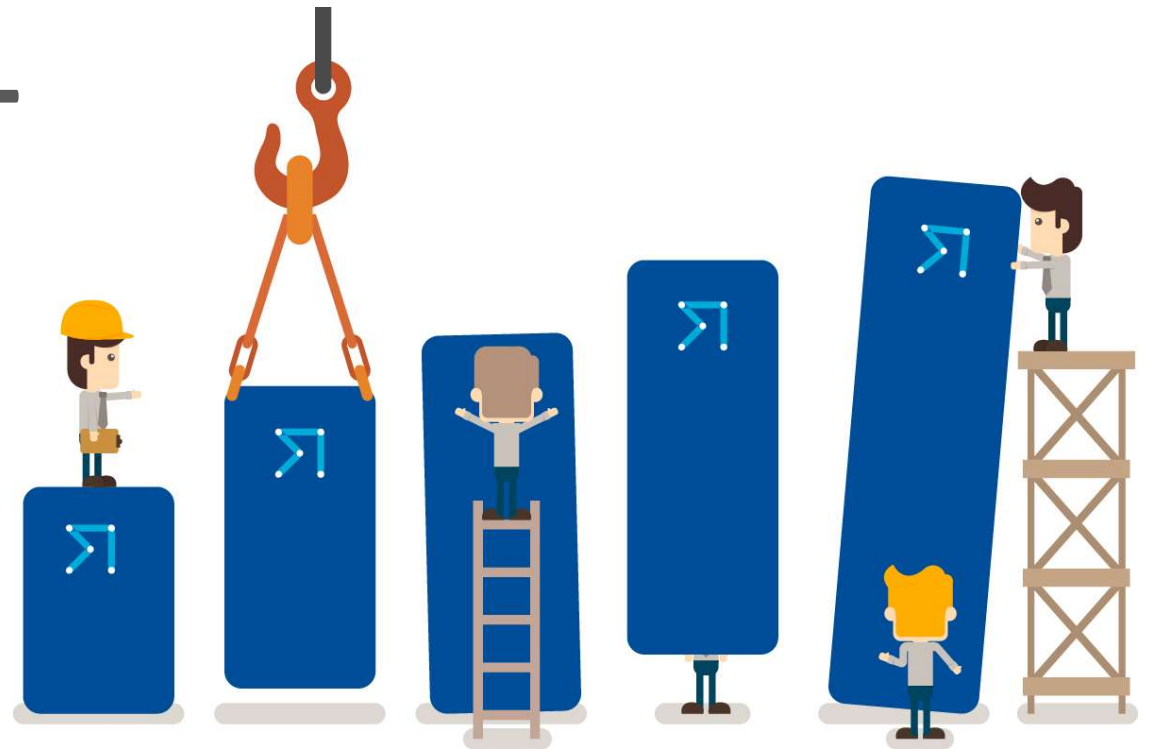
JAM SOUNDTM
by James Electronic

Jonoon 中能

HENGJI AGRICULTURAL

WE CAN PROVIDE

PROCUREMENT
CENTER



WHAT WE HAVE?

- Tariff Classification.
- Daily carrier FAK negotiation
- Rates and Contract management distribution
- Spot Rate and Long Term NAC negotiation
- Market Analysis & Intelligence
 - ✓ Weekly market Loading Factors
 - ✓ Supply & Demand Analysis
 - ✓ Blank Sailings Program Analysis
- Booking/Allocation/Space Management
- Performance Management
- Carrier selection optimization
- Origin/Destination Stakeholder Management
- Commercial Development / Key Clients





Thank You