

**SUPPLY CHAIN DISRUPTION:**  
A CRISIS YES,  
BUT AN OPPORTUNITY TOO

**ASIA:**  
THE HIGHWAY OF VALUE  
FOR GLOBAL LOGISTICS



**NETWORK  
MOVES & NEWS**

**BACK TO THE FUTURE?  
AIRLINE SECTOR POISED TO  
CHANGE POST-COVID-19**

Q4

WINTER  
2021

# CONTENTS



Brought to you by



**Global Media**

CREATIVE DIGITAL AGENCY



Jennifer Llanes



Patarasorn Jommawun



Shawn Stephen



Martin Degis



Tatiana Ageeva



Shruti Pandey



Borut Korošec



David Mills



Songpon Domethong



Charunl Patibut

**X2 Global Media**

Soi Paisingtoh, Rama IV Road,  
Klong Toey, Bangkok 10110

[www.x2globalmedia.com](http://www.x2globalmedia.com)

7

Q4 Members News

27

Q4 New Members

41


Supply Chain Disruption:  
A crisis yes,  
but an opportunity too

43

Asia:  
The highway of value  
for global logistics

47

Back to the future?  
Airline sector poised to  
change post-COVID-19



**Richard Overton**

CEO of X2 Logistics Networks

A MESSAGE FROM RICHARD

Dear X2 Colleagues,

Hello to all X2 members and welcome to our End of Year 2021 issue of our quarterly network newsletter and welcome to 2022!

**恭喜发财** Gōng xǐ fā cái to all of our members as we enter the year of the Tiger!

We have now said goodbye to the year of the Ox... After the steadfastness and resilience required to plough through 2021, fittingly symbolized the Chinese zodiac's Ox in 2021. Hopefully, the powerful Tiger is ready to roar this Chinese New Year... allowing for this year's Tiger to bring with it a sense of fearlessness and momentum, fostering opportunity and financial and entrepreneurial success. It has been said that the tiger also drives off household threats, quite timely given the COVID-19 variants that have plagued the World for too long... Hopefully, the Tiger will chase away the past and keep us all safe as we move into 2022 and beyond.

Again, thank you to all of you who have contributed to this issue with your news, projects and updates and interesting news of your individual business developments, examples of projects and work handled between members of all groups within X2 and for your industry updates.

I would also like to take this opportunity to welcome all new members of X2 and as we enter the New Year and I am looking forward to catching up with many of you during our 3rd Virtual Conference. I am equally as excited about finalising dates and location for our physical conference. Of which I hope to have a solution for us all soon.

As we have now entered 2022... I would like to Thank you everyone for all of your efforts and support to one another throughout the year. The success of X2 is built on the efforts of both our members and our teams. The X2 community has definitely allowed for support to one another and I am very happy to see new relationships being built despite the absence of our physical conference.

We would like to thank you most sincerely for your continued faith in us, and the team and we look forward to our continued relationships with as we enter 2022 and preparing ourselves for a much better year ahead!

X2 is not just a network ...it's a community ...it's a culture ...and we created it together!

Take care everyone ...and please do not hesitate to call, message and get in contact with me or the team!

Regards,

Richard



# X2022

**Virtual** CONFERENCE  
28 FEB - 9 MAR

**FREE FOR ALL X2 MEMBERS**

## X2 Zoom Forums

Monday **28<sup>th</sup> February**

**X2 ELITE MEMBERS**



- 2PM – 3PM (BKK time) – opening Zoom with Richard
- 3PM – 7PM (BKK time) – members forums\*

Tuesday **1<sup>st</sup> March**

**X2 ASIA GLOBAL MEMBERS**



- 2PM – 3PM (BKK time) – opening Zoom with Richard
- 3PM – 7PM (BKK time) – members forums\*

Wednesday **2<sup>nd</sup> March**

**X2 PROJECTS**



- 2PM – 3PM (BKK time) – opening Zoom with Richard
- 3PM – 7PM (BKK time) – members forums\*

Thursday **3<sup>rd</sup> March**

**X2 CRITICAL MEMBERS**



- 2PM – 3PM (BKK time) – opening Zoom with Richard
- 3PM – 7PM (BKK time) – members forums\*

Friday **4<sup>th</sup> March**

**X2 COLD CHAIN MEMBERS**



- 2PM – 3PM (BKK time) – opening Zoom with Richard
- 3PM – 7PM (BKK time) – members forums\*

## X2 1:1 Virtual Meetings

Monday **7<sup>th</sup> March**

**ALL NETWORKS** X2 1:1 SCHEDULER OPENS  
8AM (BKK time) – 1:1 Virtual Meetings



Tuesday **8<sup>th</sup> March**

**ALL NETWORKS**  
1:1 CONTINUES



Wednesday **9<sup>th</sup> March**

**ALL NETWORKS**  
1:1 CONTINUES  
CLOSES MIDNIGHT (BKK time)



Visit [virtual.x2conference.com](https://virtual.x2conference.com)

**Register Now!**

# Stay in touch with the **X2**Team,



**Richard Overton**

Founder & CEO  
X2 Group

[Connect](#)



## X2 Logistics Networks

The world's most professional freight forwarding network who believe quality of members creates differences.

[Follow](#)



**Jennifer Llanes**

Commercial and Accounting  
Manager X2 Group

[Connect](#)



**Patarasorn Jommawun**

Office Manager  
X2 Group

[Connect](#)



**Shawn Stephen**

Membership Services Executive  
X2 Logistics Networks

[Connect](#)



**Martins Degis**

Lead Graphic Designer  
X2 Global Media

[Connect](#)



**Tatiana Ageeva**

Membership Service Executive  
X2 Logistics Networks

[Connect](#)



**Shruti Pandey**

Digital Marketing &  
Membership Services  
X2 Logistics Networks

[Connect](#)



**Borut Korošec**

Account & Sales Executive  
X2 Logistics Networks

[Connect](#)



**David Mills**

Network Enhancement Executive  
X2 Logistics Networks

[Connect](#)



**Songpon Domethong**

Graphic Designer  
X2 Global Media

[Connect](#)



**Charunl Patibut**

Full Stack Developer  
X2 Global Media

[Connect](#)



**Connect**  
on



**LinkedIn**



## Social Follow



**X2 Logistics Networks**



**X2 Logistics Networks**



**X2 Logistics Networks**



## Fleet Line Shipping LLC Ships 2000 CBM Break Bulk Cargo

This week, our member Fleet Line Shipping has completed 2000CBM Break-Bulk Cargo delivery. It was shipped from Tianjin, China to Abu Dhabi. Their team is well experienced in handling over-dimensional, Break-Bulk, and RO/RO cargo. This is another accomplishment proving they are experts in the industry. Outstanding work!



## Eusu India ships to 18 destinations in one go!

Our X2 Projects member, Eusu India has executed 18 x 40' FR OOG from Nhava Sheva to various South East Asia destinations in one go. The services included destination port services as well as door delivery of the shipments. Each shipment was of different sizes which included a single piece of 45 tons loaded in an FR. Eusu Team managed smooth execution by arranging special types of equipment along with challenging sailing schedules. Bravo! Keep doing awesome! Best of luck with your future projects!



## MRC Shipping & Logistics Delivers McLaren 756LT

A new airfreight shipment is handled by MRC Shipping & Logistics LLC. This time, MRC Team managed McLaren 765LT and delivered it to the customer. Another accomplishment that shows MRC is dedicated to its clients and is willing to go the extra mile to ensure that they exceed your expectations. Inspiring work! Congrats!



## Solex Logistics 1st Charter Flight from Singapore to Milan

The first charter flight was recently managed by Solex Logistics from Singapore Changi Airport to Malpensa Airport Milan, Italy. The shipment included piping and fitting of a total of 103 pieces of giants, height 2.6 meters. It is a pleasure to see your team working with such passion. Brilliant job! Congrats to all of you!





## Milestone Guatemala New Office Opening

X2 Group would like to congratulate our member, Milestone Guatemala for opening your new office. We wish for never-ending success as you start running your business in your new place of work. Only best luck and success! Happy Wishing!



## Personal route risk management by Schneider & Peklar GMBH

We would like to share with you the amazing news by our member Schneider&Peklar from Austria!

Personal Route risk management for one of their VIP-Pharma Clients, the truck driver was none other than Valentin Peklar himself. Enjoying the trip from Vienna to Portugal and loving every second of it.

Well done Valentin, you truly have a service mind!



## Comark Project Cargo from Slovenia to Asia

Our new X2 Projects member, Comark a project cargo specialist from Slovenia and Croatia has handled 2 slots and 2 projects of a total of 19 x 40'ft roll trailers pre-carriage in the scope of work.

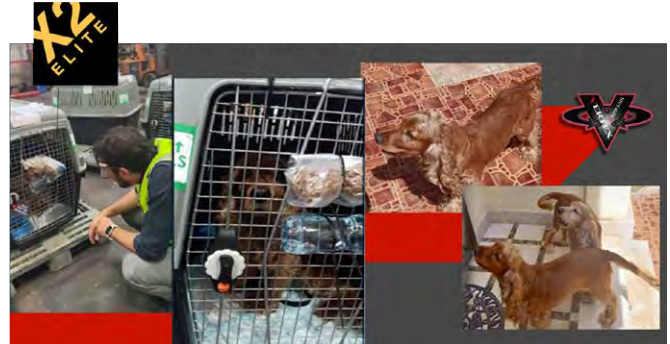
Comark Team loaded cargo on the vessel at the port of Koper for delivery to Vietnam and China. The project involved cargo packaging, securing, port handling, and sea freight.

X2 is impressed by your team's hard work and continued patience during this project. Wishing you all the best on your next one!



## Aries Global Logistics 37th Anniversary!

Congratulations to Aries Global Logistics 37th Anniversary! The team of 200+ dedicated professionals proved themselves as highly innovative with its special philosophy of handling every new shipment as your most important one. We look forward to many more successful years with you! Keep up the great work! Happy Anniversary!



## New Pet Cargo by Vertex Express

Vertex Express with its team of shipping experts recently handled pet shipment. They took care of every single detail to ensure animals are transported with extreme care and safety. The cargo was moved from Egypt to Amman Airport. X2 Group has always been confident in your professionalism and capabilities. Congratulations on your outstanding results!



## Happy 15 to Global Logistics Solutions!

X2 Logistics Networks is wishing many years of success and innovations to Global Logistics Solutions! Our X2 Asia Global member is a reflection of its founders' passion for innovative services and belief in ethical business practices, where the

continuous emphasis is placed on delivering the highest standards of customer satisfaction. Happy Anniversary and wishing good luck as you take on your new ventures!

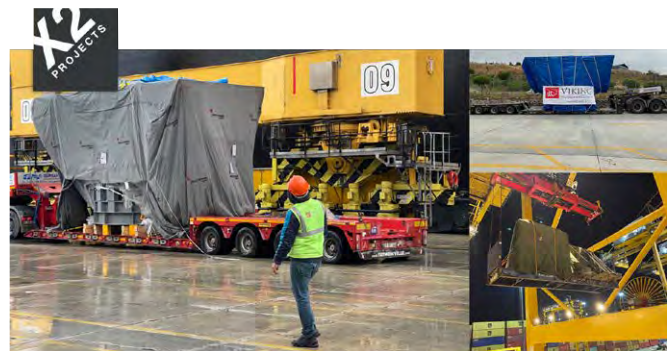
# Members News



**50 MT X 2 UNITS  
NHAVASHEVA TO TURKEY**

## Seashell Logistics Makes Delivery of Furnaces

Seashell Logistics is glad to announce the execution of 50 Mt X 2 Furnaces (LOT 1) from the West coast of India to Turkey. Their continuous innovation and relentless pursuit of excellence and efficiency show a strong position in the region. Looking forward to more great projects from the team! Congratulations on getting the deal done!



## Viking Project Logistics Completes Shipment of Steel Frame Furnace

Viking Project Logistics has recently performed the delivery of 2 x BB + 3 X 40'FR + 2 X 40'HC of Steel Frame Furnace from FOB Tekirdag Port to Kocaeli. It was done as job site by 5 low beds and 2 standard trucks. The service also included lashing and securing & tarpaulin operation at the port of Tekirdag due to the damaged tarpaulin of goods. Viking team moved the Steel frame with dimension 2 pcs - 711,2 x 393,7 x 457,20 – 49100 kgs & 10.5 x 4.6 x 4.2 mt – 18500 kgs from port of Tekirdag to Kocaeli Job site. After that, the cargo was sent by Indian agency. Congratulations on another accomplishment! Your commitment to work brings the best results! Well done!



## Seashell Logistics Takes Mining Machinery from ECI to Indonesia

Our X2 Projects member, Seashell Logistics was involved in one more Milestone Shipment of 3600 Mt / 12700 cbm of Project cargo of Mining Machinery. This shipment was moved from ECI to Indonesia. The details included 150 Mt X 5 units + 78 Mt X 21 units along with General Cargoes and accessories. This is another example of an amazing job group! Fantastic results from your team this year! Congratulations!



## Woodland Group Acquires 50% Share of Worldwide Book Services

Congratulations to our X2 Elite member Woodland Global on their successful acquisition!

Woodland Group and Worldwide Book Services (WBS) are delighted to announce the strengthening of their alliance with Woodland Group having successfully acquired 50% of the UK logistics company. This move marks the combined forces becoming the strongest supply chain suppliers to the media and publishing industry across the globe and their combined substantial volumes further improving their joint service offering across east and west Europe, and Russia.

Having forged a very close working relationship with WBS over more than 10 years, delivering book and media solutions to joint clients such as Amazon since 2007, Woodland Group was recently offered the opportunity to buy out Simon Taylor and acquire half the business. Managing Director David Burnham remains 50% shareholder and will partner with Woodland Group to develop and grow opportunities through their shared network, global coverage, and client database, strategically strengthening their already well-established presence in the media & publishing industry and further enhancing their international capabilities.

“Our vision is to combine the specialist skills and experience of Worldwide Book Services with the strength and quality of Woodland Group to become the ultimate leader in delivering international media logistics. Thanks to the involvement of Woodland Group, we now have the ideal combination of skills, experience, and resources to bring a new standard

of service to booksellers, publishers, printers and the wider industry.”, David Burnham, MD of WBS, commented.

WBS and Woodland Group unite their considerable resources, assets and reach across warehousing and fulfilment, customs, air, ocean & European road freight capabilities. Together they will deliver true global coverage, developing opportunities through WBS’ strengths across Scandinavia with daily export consolidations and its owned services in and out of Russia and Woodland Group’s owned locations across the UK, Ireland, Asia, mainland Europe and USA, and dedicated media air solutions through its airport hub at Heathrow, London, UK. Woodland Group recently invested considerably into dedicated customs teams across the two continents, who will be joined by the combined force of teams on the ground delivering local support and expertise. This will allow Woodland Group and WBS to deliver leading solutions on US to UK and EU routes in both directions and meet the growing demand for personalised supply chain management solutions post-Brexit.

Clients and partners will benefit from the two companies’ continued investment into fully integrated IT systems and digital platforms, with WBS and Woodland Group looking to unite resources to further optimise respective offerings. With WBS’ 50,000 sq ft distribution centre in Wickford, Essex added to Woodland Group’s existing fulfilment locations, they will now be able to rely on more than 1 million sq ft of dedicated warehousing across the UK, USA, and mainland Europe to become the ultimate leader in international media logistics and distribution. Kevin Stevens, Chairman and CEO of Woodland Group, added: “WBS and Woodland Group are a great fit. We look forward to jointly furthering our purpose of creating opportunity for our teams, clients, partners and suppliers whilst focusing on delivering sustainable supply chains into the future.”



## AGX Philippines Completes Clark Railway Project

Warmest congratulations to our X2 Elite and Consolidators member, AGX Philippines! Their professional team has recently completed the Manilla - Clark

Railway equipment deliveries project. Another successful customer-centric approach led to another great achievement in your company history! Amazing results! Keep going!



## Cargo Services Delivers from China to Spain

Our Asia Global member, Cargo Services well known for its commitment to service quality and determination in excellence, manages another great shipment. 315 Ton with dimensions of 7mx7mx2m was transported from China to Algeciras, Spain. Unbelievable work from your team! Keep it up and congratulations!



## NTC Logistics Moves The Bust of Mahatma Gandhi

Big congratulations to NTC Logistics which transported a 10 MT bust of Mahatma Gandhi, made of metal, from Isha Foundation in Coimbatore to New Delhi

airport. NTC General Transportation team's coordination ensured its safe transportation and prompt delivery on time. Their efforts have made the bust to be installed at the New Delhi airport as planned. It is really admiring that your team could complete the project as per the time deadline. Keep this spirit forever in your company! Remarkable work!



## Seashell Logistics Ships One of The Landmark Project of Heavy Mining Equipments

X2 Logistics Networks is proud to share this news about Seashell Logistics and their landmark project from ECI of Heavy Mining Equipments. Special thanks go to the Key Client Paradip Port Trust, BBC Chartering, and Vessel agent for putting trust in the team's capabilities for heavyweight and volume shipping movements. The shipment dimensions included 17000 cbm of Equipment, with 150 Mt X 4 unit + 197 Mt X1 unit + 110 X 3 unit + 126 Mt X 1 unit with 78 Mt X 28 units and accessories. Very well done to you guys! Admiring work and congratulations on your project completion!



## AIRSEA Forwarders India Urgent Hospital Equipment Delivery

AIRSEA Forwarders has delivered four boxes of hospital equipment from Milan, Italy to Chennai, India. The shipment later was distributed to the India Institute of Medical Sciences in Guntur within a 96-hour deadline. Congratulations to everyone for your amazing success in the recent project! Keep this motivating spirit in your company!



## Sobel Can Handle Oversized Cargo with Personalized service

Our X2 Member Sobel Network Shipping can offer personalized Project Cargo handling which includes Flat Rack Security Inspections for the Intended Voyage Professional and Packaging to Ensure Adequate Security for the Cased Cargo.

Anyone that needs a professional and fully dedicated team to assist you in the USA with the Project handling Sobel Network Shipping is the right address.

Nice to see you active in all the aspect of Freight Forwarding Sobel.



## Shiftco Shipping - The Excellence Company of The Year by Business Connect Magazine

Transforming the industry with its robust logistics leadership

Logistics is the backbone of seamless supply chain

operations. A credible and efficient logistics management can allow businesses to render best-in-class product delivery services to their end-customers that eventually improve the business growth. In this direction, relying on an industry leader could make a huge difference to any business and Shiftco Shipping and Logistics India Pvt. Ltd. has proved it in the most relatable way.

Mr Gopi R, CEO of Shiftco, was in an exclusive conversation with our team where he touched upon several aspects of this business venture. We believe this elegant read will be enjoyable as well as fascinating for our global readership.

### A BRIEF INTRO

Shiftco Shipping is a reliable freight forwarding and logistics company that has created a niche for itself in

# Members News

Indian markets. It has pioneered extraordinary logistics solutions across the globe that have expanded its elite clientele and empowered its endeavors sophisticatedly. The cornerstones of its business values are — Proactivity, alacrity, and solicitous attitude. The unrivaled reputation of the company is the result of these unique core values.

It all started 7 years ago with the humble beginnings of Shiftco. Primarily, the company focuses on designing and creating opportunities for people who are passionate about the industry or those seeking career advancement opportunities. Apart from this, it has been dedicated to ensuring cost-effective solutions to meet Global customer requirements in which they have excelled through the years.

The company caters to the need of a wide range of sectors such as— Automobile, telecom, engineering, Pharmaceuticals & FMCG to name a few. Over the past years, they have also had a few OEM associations that transformed into a long-term business relationship, owing to their cost-effectiveness and multifaceted solution modules.

## TEAM BUILDING

Shiftco is built upon the ideology that organizations become strong or weak as per their team's adeptness. For better team building, they are heavily converged on hiring individuals who have unwavering zeal to grow. The CEO opines that this is a crucial step towards creating a team with members who understand the company's culture. A team that will not only put strenuous efforts towards the growth of the company but also invests in personal development. To keep them motivated, the management ensures regular SWOT analysis, this is then used to bring about changes in the processes and overall functioning of the company.

## ABOUT ITS INDIVIDUALITY

Unlike others, the company doesn't prioritize cost over quality or client relationships. They never try to cut corners and this speaks volumes about their superior standards. There is no compromise when it comes to quality, they are willing to bear extra costs rather than

fall back on commitments. The level of dedication to this notion is such that at times, the company had to pay double their quotation to get the job done. They took it to the whole next level by paying it on their own without burdening the clients.

Additionally, the company fervently values the relationships with their end clients, where it not only considers their requirements but also, pays heed to its business partners. All of this stands on the belief that customers need solutions instead of mere forwarders alongside channel partners who look for a long-lasting association.

## R & D

Being an active part of an ever-changing industry has been insightful as well as challenging for Shiftco. And in this journey, R&D carves a varied definition. They perceive Research and Development as Review and Development.

"It simply means that we pay close attention to our employees and focus on their development. Instead of KPIs, we focus on KRAs and SOPs. This formula has brought us this far and we are sure it will help us achieve greater feats in future," -Gopi R.

## TECHNOLOGY PENCHANT

The process has been the crucial factor to logistics companies and for Shiftco, an impeccable development of supply chain process is resistant to global market change and challenges have been their key differentiating factor. Here, every individual strives to serve the global platform to the needs of the clients that come the best out of their ability. Moreover, the organization keeps itself abreast of the latest developments in the industry to reduce transit time and increase the ease of shipping.

## MAINTAINING THE SERVICE QUALITIES

This industry demands reliable vendors and external resources to get ahead with efficient operations. In view of this, they maintain a consistent review relationship with their partners to allow effortless functioning. Here, their dedicated teams are not just trained in industry

# Members News

basics, but also excel in end-customer support services. Constant training and development sessions for their staff, partner review programs, and hands-on approach allow the company to ensure the highest service qualities in their targeted market.

The matchless service standards put forth by them is the result of its customers' reliance and faith in its offered services. Today, its global customer number has crossed 150 and it will keep proliferating day by day for which all the credit goes to Shiftco's team and its ceaseless efforts.

## SUSTAINING THE COVID SCENARIO

Adaptability has been the lesson that everybody learned from the covid-19 crisis and Shiftco avidly harmonized with it. Indeed, plans will never be implemented as per the roadmap and during such unprecedented times, we should learn to have some patience. The company was agile and took this period as an opportunity to modify its operations and improve its functionality. As operational challenges propelled them to come up with innovative problem-solving approaches, they developed business resiliency in the most sophisticated manner.

## CULTIVATING AN EBULLIENT CULTURE

Shiftco nurtures the idea that employees are the most precious asset of any company and they ensure their well-being and development. In line with this notion, they conduct input sessions, organize team-building activities and also have an in-house counselor. Furthermore, they conduct a beneficial mentorship program where staff members can easily approach senior executives for better insights into the industry or any personal or professional query.

## RESOUNDING SUCCESS

When asked to reveal the achievements made by them so far, Mr Gopi R affirms that what started as 3 employees has now become a company with 100+ talented heads. Within 7 years of its journey, it has included top airlines and shipping lines under its service umbrella to meet global associations. So far, witnessing surging growth across the verticals like Aero Space and Critical shipping solutions, Shiftco is gradually scaling

the heights of exemplary success.

Also, the business has expanded from the headquarters in Chennai across the country to fully operational overseas offices in — Sri Lanka and Bangladesh. In the upcoming years, they are in the process of establishing 2 new overseas offices. They aspire to establish a steadfast global presence across the world where they will be tapping into several other verticals. Many philanthropic activities are also underway.

## AN OVERWHELMING MESSAGE

"Greatness can be achieved only if you are willing to take the first step". – CG

"Opportunities are present in all shapes and sizes, harnessing them and making them work in your favor is totally up to you. No one but yourself can be blamed for a missed opportunity". – Gopi R



## Viking Project Logistics Breakbulk Operation from Germany to Turkey

Our Projects member, Viking team has executed a breakbulk operation of 5100 tons steel coils from Germany to Turkey. The delivery was performed from Beckum, Germany to Balikesir, Turkey. The commodity included 2 x roll body and shaft. The dimensions were 465 cm x 272 cm x 274 cm/ pieces. The whole weight was 65.500 kg / pcs. Congratulations on always evolving and inspiring other members! Well performed operation!





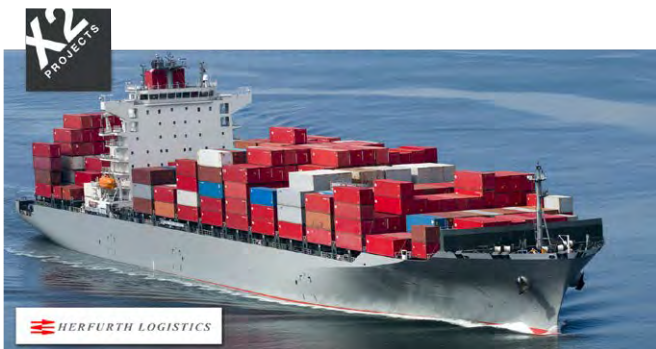
## Vector Global Logistics Secures IATA Certification

Congratulations to our X2 Elite member - Vector Global Logistics for securing their IATA Certification! This accreditation will now allow them to further support clients through the air and expedited shipments. Vector Team is standing by and ready to safely transport your precious cargo! X2 is pleased to see you grow and accomplish wonderful achievements!



## Seashell Logistics Breakbulk Execution of Beer Tanks

Our Projects member, Seashell Logistics has executed another breakbulk shipment of beer tanks for breweries from Nhava Sheva to Mombasa. 18 meters length tanks on CMA CGM Vessel MV were transported on a deadline. Thanks to Soumen KAR, Ashish MANDHANE for their support from their client for nominating the Seashell team for this project. Another great accomplishment from you guys! Best wishes for your continued success!



## Herfurth Logistics Moves 10 Storage Tanks from Turkey to Cameroon

Our X2 Projects member, Herfurth Logistics Izmir moved 10 units of storage tanks shipment from Ankara, Turkey to Douala, Cameroon. The scope also included packing, lashing, inland, and ocean

transport. The dims of each tank were 11,50 x 3,80 x 3,80 m LWH and 22 tons each. This shipment was managed under only one booking. Well done on this successful project execution! May you continue to prosper and expand more in your endeavors for the success of your business!



## Oxen Cargo Guide: 10 Minutes to Master Brazilian Import Duties and Taxes

Our X2 Asia Global member, Oxen Cargo has recently published a guide on the most common question that comes to shore by foreign freight forwarders - How import taxes in Brazil are calculated? Download it for free by clicking on this link: <https://sk941.infusionsoft.com/Download?Id=9293>



## Viking Project Logistics Executes Another Shipment

Viking Team has shipped 2 roll bodies and a shaft from Germany to Turkey. The total shipment weight of 65.5 tons with 465 cm X 272 cm X 274 cm was handled professionally and with no delays. Regardless of the weight, type, and distance of the load, Viking Team is always there for customers to deliver the best service. Perfecto and bravo! Congratulations!



## From Slovenija to Kazakhstan 58 special modules in 1 year

We are delighted to share the latest news from our X2 Projects member Comark d.o.o Slovenija which completed delivery of total of 4 lots - 58 special modules in 1 year.

These e-houses were moved from Slovenia via Port of Koper to Aktogay in Kazakhstan. The largest units were 24 meters long, 5 meters wide, 4,20 meters high and 75 tons heavy.

The project itself was a big challenge as they had to measure the route all the way to Koper to pass under bridges with critical height and length. Comark had to remove traffic signs & close the traffic to allow cargo to pass. There were also no available special trailers as such for the largest units they had to bring it from abroad. Cargo was loaded on special river vessels in Port of Koper and sailed all the way via the Russian waterway system to Port of Aktau in Kazakhstan. E-houses are used as electric power generators for the Kaz Minerals mine plant in Aktogay.

Well done team

# Members News



## Turk Logistics Delivers 10 Units of Transformers

For many years Turk Logistics and Turk Heavy Transport have been continuously involved in the deliveries of Transformers in the Kingdom of Bahrain. On November 13, 2021, Turk Team has completed the delivery of 10 Units of Transformers from two different clients. The shipment weight ranged from 143 Ton to 205 Ton.

During the arrival of the shipment in Bahrain, the team received the transformers from the ship hook and placed them on the stools support to complete the customs formalities, on a later date it was rolled directly from the port to the barge and the same method was performed during discharge at the private jet. From a jet to the project site cargo was transported by road using Multi Axle Hydraulic Low bed. At the project site, the Jacking and skidding methods were used to place the transformer on the pad. There were two barging operations to complete the deliveries. The main challenges included the Ministry's approvals and technical aspects. Thanks to Turk Team's diligent work and professional planning, the transformers were delivered on time and safely.



## Woodland Group Delivers Airtime at Unbeatable Rates

As one of the top airfreight agents by carrier market share, Woodland Group is able to build to ULD Consol level to gain the best pricing from airlines.

Thanks to the Group's buying power and onsite screening capabilities, network members can benefit from very preferential pricing on regular despatches.

For instance, in Singapore, Woodland Group currently has 7 to 8 PMCs departing its airfreight facility over 3 to 4 despatches, all direct on Singapore Airlines. Having been appointed logistics supplier to the largest book distributor for the third consecutive year following a rigorous tender process, the Group continues to build on routing and is able to offer some unbeatable rates.

Routes that may benefit members:

SINGAPORE - 20,000kgs by air each week - Direct

DEL - 20,000kgs by air each week - Direct

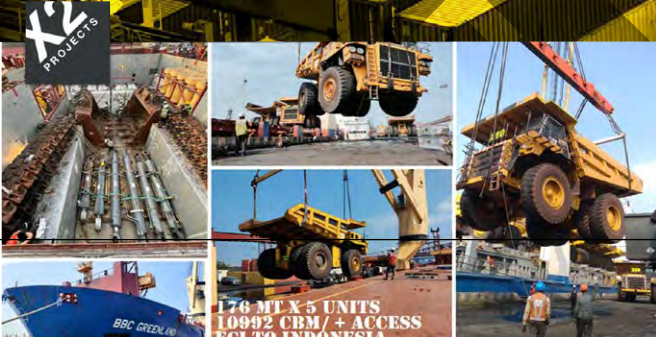
SYD - 12,000kgs by air each week

JNB - 18,000kgs by air each week - Direct

JFK - 15,000kgs by air each week - Direct

ORD - 15,000kgs by air each week - Direct.

If you would like further information, please contact the Woodland Team.



## One More Landmark Shipment from Seashell Logistics

Seashell Logistics would like to announce another Landmark shipping movement of around 5200 Mt and approx 11000 cbm on MV. BBC Greenland, Voyage 1 from ECI to Indonesia. The shipment consisted of HEMM Equipment's where main units of Dump trucks were of 176 Mt X 5 units along with general cargo and accessories. Surely this could not have been possible without the assistance of Vessel agent #Paradip port and the most supportive carriers #BBC Chartering. Seashell Team acknowledges the support of all stakeholders for their co-operation and coordination to make a smooth sailing. Warmest congratulations on your accomplishments! Your team sets an amazing example!



## EAS International Shipment from China to Spain

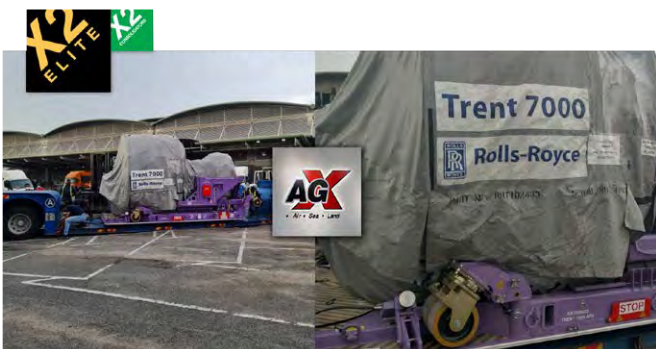
We are delighted to share the latest news from our X2 members, EAS International. EAS team in Poland has done a successful shipment from China to Spain.

The description of the shipment provided by the team is,

- Shipment: 24 tons for 24 pallets
- Solution: Air from PEK to FRA, Road from FRA to BCN
- Transit time: 11 days - Door to Door which includes repackaging and economy service

Repackaging has been done to protect against damage during transport. Strengthening pallet units with particular focus on corners pallets. EAS experts are available 24/7 to provide you with the best solution for emergencies.

Well done team.



## AGX Logistics Malaysia Ships from Malaysia to Singapore by Land

X2 Logistics Networks is proud to announce AGX Logistics Malaysia has performed a shipment of an

airplane engine Trent 7000 from Kuala Lumpur International Airport to Singapore Changi Airport by land. So upbeat to see your diligent work bringing about such project completion! Well done to every one of you!



## Congratulations on the Successful Project Cooperation Bright Lines Cargo & Daf & Co. Logistics

Our Asia Global members Bright Lines Cargo Ltd of Sofia, Bulgaria, and Daf & Co Logistics In Genoa, Italy have partnered together to deal with a very demanding job.

The shipment consisted of two military shipments, destined to Rades port in Tunisia and Cartagena, Colombia.

After checking all options, it was decided to ship from Genoa port and the first leg to be done by road from Sofia to Genoa.

The initial concern was obtaining permission by the Italian authorities to move military equipment through Italy, but this was something that Marco Schimenti at Daf handled promptly and without issue.

Bright Lines arranged to load 155 tons, 629M3 at the suppliers premises in Bulgaria and the trucks then proceeded to Genoa without problems on the way.

On arrival at Genova port, Daf unloaded the goods from the trucks and held in its warehouse while the relevant documents were processed for customs clearance.

The goods were then stuffed into the export containers and ultimately loaded on the export vessels bound Colombia and Tunisia.

These shipments were successfully done and met the customer's expected deadlines including full FTL to FCL

The deadlines were met despite the existing problems of unpredictable liner pricing, unsure space and equipment availability.

Tanya at Bright Lines has expressed her great satisfaction of the performance and professional approach of Marco and Daf and this shipment has created not only a working relationship, but a friendship. Both partners have worked together professionally and ethically which is what our Network is all about!



## End To End Specialist Fleet Line Shipping

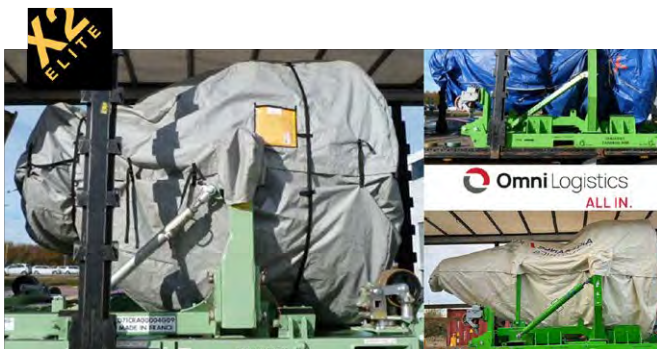
X2 Logistics Networks is thrilled to announce Fleet Line Shipping has successfully completed delivery of a Demag AC700. The whole weight amounted to 120 tons. The door-to-door shipment traveled from Abu Dhabi, UAE to Doha, Qatar. Congratulations and X2 wishes your team all the success in the world for your future achievements!



## Bulk Transport by DAP Cargo Line in alliance with Ruca Logistics

Our X2 Elite member, DAP Cargo continues to operate and strengthen the services. In the middle of all complexities occurring in the recent months in maritime logistics, DAP Team has delivered 337 tons with 400 cbm of big bags from Tianjin, China to the Colombian port in Barranquilla collaborating with Ruca Logistics.

Outstanding performance during the execution!  
Congratulations on this brilliant work!



## Omni Logistics Moves Engines

Our X2 Elite member, Omni Logistics has recently moved 3 engines on a door-to-door basis. When it comes to aerospace movements, Omni Aviation Team will ensure your logistics needs are met with high professionalism. Congratulations to all involved in this project! Amazing work folks!



## From Egypt to the Netherlands 12 ton spring Onion handled by 2HM

We are delighted to share that our member from Slovenia 2HM Logistics has stepped into a new venture within the Perishables industry, recently securing the business for weekly cargoes of 12 tone spring Onion, with the origin of Egypt and its final destination Poeldijk Netherlands under temperature-controlled (+1 °C) solutions from the start.

The cargo was first shipped in the Reefer container from its origin Egypt and delivered to port of Koper, where was reloaded to a Temperature controlled Semi-Trailer Truck which took the cargo to the Netherlands.

The fastest connection from Egypt to Northern Europe is through the port of Koper. Every Cargo can be handled from Damietta port-Koper in 4 days, and 1.5 days to the Netherlands or any Northern Europe countries, so the door to door can be handled in incredible 7 days.

If anyone needs fast solutions from the Middle East to Europe contact 2HM which can find a fast solution for any Cargo with its highly professional team!

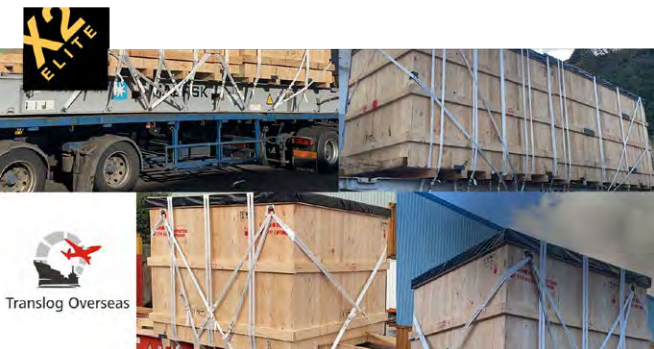
Keep on rocking 2HM!

# Members News



## Comark Team Coordinated Police Patrol Boat

X2 Logistics Networks is thrilled to announce our Comark member's recent project! This time Comark Team has coordinated the transport of a police patrol boat with the following dimensions 30.00 long x 5.60 wide x 7.00 high = 80.50 tons heavy. The transport was made from Port of Koper (Luka Koper) to the historical military museum in Pivka. It took 10 hours and 80 kilometers to arrive at its destination point. Due to 7 meters height, they had to remove telecommunication cables, disconnect two electric power transmission lines and block complete traffic on a highway. Another achievement unlocked! Wonderful job!



## Translog Overseas Project Shipment

We are delighted to share that our X2 Elite member Translog Overseas project team has shipped 3x40'FR from Bizkaia to Brazil as part of a project. As specialists, the team covered all the areas from work laying, loading, and transporting the cargo.

X2 is very proud of the achievement of our members. Good Work team!

**Departure - Arrival**  
Ankara - Iskenderun Limak Port

**Load Specifications**  
16 X Caisson - LxWxH/GW - 30.30 m x 5.30 m x 1.65 m / 48 tons

**Moving Story (Case Study)**  
Organized with 8 lowbed vehicles from Ankara, a total of 16 pieces of Caisson, each measuring 30.30 m X 5.30 m X 1.65 m and weighing 48 tons, were shipped to Limak Port in Iskenderun, then again We have carried out the loading of the ship to the ship including the loading, lashing/securing ,which belongs to Viking Project Logistics.

Ankara - Iskenderun Limak Port Project

**VIKING**  
PROJECT LOGISTICS

## Viking Project Logistics leading the way in Project Logistics

We are pleased to share that our X2 Projects member Vikings has done another project shipment of 16 pieces of Caisson, 48 tons each were organized with 8 low-bed vehicles from Ankara, and were delivered to Iskenderun Limak Port. The loading and lashing/securing operations of the Caissons were also handled by Viking Project Logistics.

In this operation; Vikings provided its customer with inland transportation, road permits and escort service, on-board lashing-securing service, port storage service, and loading service.

Great Work Viking Project Logistics.



## Stay Time-Critical with Airfocus

Click to watch the video: <https://www.youtube.com/watch?v=itUTLBpsfMk>



## 2HM Logistics achieves a big Milestone in its journey by receiving IATA Certification

We are pleased to announce that our X2 member 2HM Logistics receives long-awaited and well-deserved IATA accreditation!

They have proved to be a leading expert in the transportation of dangerous cargo and objects and receiving IATA accreditation certainly proves it.

Expansion and new opportunities are just around the corner and new business milestones are yet to be made.

Congratulations from all of the team at 2 Logistics Networks!



## Options for success in a digital logistics industry

A series of short-term and long-term recommendations to help enterprises thrive in a digital logistics industry.

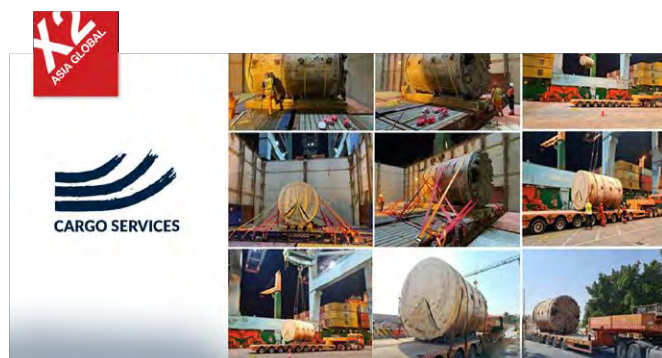
There are a number of concrete investments in digital capabilities that will form the building blocks of a successful digital logistics business. These are divided between shorter-term 'no regret' capabilities, which a logistics firm needs to remain competitive, and bold plays, which are longer-term investments that may revolutionize a company's strategy.

We raise three key questions for logistics industry leaders and stakeholders to consider and address:

Should the industry continue to invest in scaling their existing closed platforms or should they be adding new business models such as crowdsourced platforms and analytics as a service?"

How can logistics stakeholders incentivize faster implementation of shared warehouse and transportation capacity to reap significant societal and customer benefits?

Logistics contributes 13% of all emissions globally. How can industry stakeholders quickly agree on developing safe and trustworthy approaches to more environmentally friendly technologies such as autonomous trucks and drones?



## Cargo Services Group Takes Special Equipment to Spain

Our X2 Asia Global member, Cargo Services Group has executed another shipment! One piece of special equipment weighing 64 tons plus 4R was delivered to Spain. The project dimensions were 6 x 2.4 x 2.4. Excellent execution and wish your team to scale more success in your business!





## Nora Global Logistics Delivers Crop Sprayers from the Netherlands to Turkey

One of the great examples of a well-formed team is our X2 Elite and Projects member, Nora Global Logistics. This week they've handled a project shipment of 4 crop sprayers. The dimensions included 900\*310\*395 x 4 and 13500 kgs. Nora Team made land transportation from the Netherlands to the port of Zeebrugge. Later, they brought it to Autoport by RORO and delivered the products to Ceylanpinar, Turkey by road. Congratulations to Nora Team! You guys did some truly brilliant work!



## Florida Trade Consolidators Ships from USA to Colombia

X2 Logistics Networks is excited to share amazing news on a shipment done from one of our X2 Projects and Consolidators member. This week, Florida Trade Consolidators has managed a shipment of a drill. The route took from Phoenix Arizona, USA to Cartagena, Colombia. Perfect execution and incredible work! Congratulations!



## 3 LNG Tanks Delivered by Viking Projects

X2 is happy to announce the successful execution of 3 LNG tanks delivery handled by Viking Projects! The total weight of 100 tons was loaded from Bursa, Orhangazi to Izmir, Nemport. Viking Team managed all stages of the operation such as loading, lashing and securing, and tarpaulin with great devotion. Congratulations to all of you! This achievement would be an inspiration for everyone!



## Seashell Logistics Moves Your Cargo from India to Indonesia

This week, X2 is thrilled to announce one more voyage for Projects & Hemm on MV. DAGAT Mas was performed by Seashell Logistics. 176 Mt X 4 units + 105 Mt X 6 units along with additional general cargo and accessories are destined from east Coast India to Indonesia on time! Kudos Team Seashell for the execution of the 4th LOT in a row of this Project with 10500 cbm. Perfecto Seashell Team! Keep going and achieving!

# Members News



## Royale International on A Life-Saving Mission

Our X2 Critical member, Royale International has contributed to a memorable, life-saving mission by arranging delivery of bone marrow for a child in urgent need of a transplant. The logistical requirements were extremely complex and challenging. Please click here to view their Life Sciences Case Study!

<https://lnkd.in/eCyM9GZQ>

Congratulations to the entire team for your unbelievable performance and wonderful achievement! Your team just shows the true meaning of coordination, hard work, and professionalism!



## EAS Poland Celebrates their Anniversary

We are pleased to inform you that the EAS International office in Poland celebrated its second year anniversary. We at X2 are proud of you and congratulations on your achievement.



## Qualitair & Sea Lojistik New Office Opening

Sending lots of good wishes to Qualitair&Sea Lojistik on the new office opening! Our warmest greeting of congratulations!

As you start your business in your new office, only best luck and success will fill in your new place of work.



## Collect School Supplies with EAS International Morocco

X2 Logistics Networks is excited to share the charitable contribution of EAS International! Their team in Morocco was able to collect a huge amount of school supplies to celebrate their examen and encourage them. "Giving is not just about making a donation. It's about making a difference." - EAS Team. Incredible work! On Santa's good list!



## Teknik Movers 18th Anniversary

We are happy to share the news that our X2 Elite member, Teknik Movers celebrated its 18th anniversary. We wish you more success and many more such achievements to come.

Congratulations from all at X2!



## MPK Freight Manages Project Mine Trucks for Kitwe

This month, MPK Freight was contacted by EUSU Logistics India Pvt Ltd to facilitate Project Logistics of 2 x Mine Trucks destined to Kitwe, ZAMBIA.

The whole weight amounted to 31,060.00 kgs. The 2 x Mine Trucks shipment was exported and moved from Nhava Sheva on 1 x 40 Flat Rack each for Port of Destination port of Beira, MOZAMBIQUE

to the final destination and delivered to Tongguan Mines Construction Ltd, Kitwe, Zambia. The Project Logistics involved the following: Beira Port Clearance, Port Handling, Unpacking from Flat Racks, Loading Operations on Low Bed Trailers, Processing Transit Clearance for Mozambique, Zimbabwe and entry Transit into Zambia, and Transportation of the 2 x Mine Trucks, Road Freight from Beira Sea Port to Unloading site in Kitwe, Zambia. At Beira Sea Port, for the unloading operations one MPK Freight's inspector was present to ensure that goods are handled with due care and attention, for checking and reporting on Condition of Goods, Quantity of Packages, Accuracy, and correctness of shipment including color specifications. The Project Logistics got closed once the consignee certified receipt of goods in good and marketable condition by issuing a specialized Signed Receipt Note. Congratulations on the excellent job! Your team deserves top recognition!

# Be Visible! Send us Your News

[memberships@x2logisticsnetworks.com](mailto:memberships@x2logisticsnetworks.com)





# New Members

## Airborne Global Logistics Co., Ltd.

📍 China, Guangzhou

[www.airborne-log.com.cn](http://www.airborne-log.com.cn)



## TEC Cargo Italia S.R.L.

📍 Italy, Milan

[www.teccargoitalia.it](http://www.teccargoitalia.it)



## Lozen Management Logistics

📍 Mexico, Monterrey

<http://lozen.com.mx>



## 2hm Logistics

📍 Slovenia, Koper

[www.2hm-logistics.com](http://www.2hm-logistics.com)



## Merzcargo Forwarding

📍 Spain, Barcelona

[www.merzcargo.com](http://www.merzcargo.com)





# New Members

## Element Logistic

📍 Turkey, Izmir

[www.elementlojistik.com.tr](http://www.elementlojistik.com.tr)



# New Members

## Chiron Cargo International Co, Ltd.

📍 China, Guangzhou

[www.chironcargo.com](http://www.chironcargo.com)



## Global Star Logistics (GSL)

📍 China, Shanghai

[www.gslcn.com](http://www.gslcn.com)



## Braanker Logistics

📍 Netherlands, Rotterdam

[www.braanker.com](http://www.braanker.com)



## Polfrost Internationale Spedition Sp. z o.o.

📍 Poland, Warsaw

[www.polfrost.com.pl](http://www.polfrost.com.pl)





## New Members

### EDESSOY Maritime & Project

📍 Turkey, Izmir

[www.edesso.com](http://www.edesso.com)



### M&M Militzer & Münch Turkey

📍 Turkey, Mersin

[www.mumnet.com](http://www.mumnet.com)



### Zenith International Freight Limited

📍 United Kingdom, Bradford

[www.zen-intl.co.uk](http://www.zen-intl.co.uk)



## New Members

### Shotto Logistics Limited

📍 Ghana, Tema

[www.shottogroup.com](http://www.shottogroup.com)



### Atlas Line Co., Ltd

📍 Thailand, Bangkok

[www.atlas-line.com](http://www.atlas-line.com)





## New Members

### EAS Poland

📍 Poland, Warsaw  
[www.eas-intl.com](http://www.eas-intl.com)



## New Members

### AL.MO SRL

📍 Italy, Bergamo  
[www.almologic.com](http://www.almologic.com)



### 2hm Logistics

📍 Slovenia, Ljubljana  
[www.2hm-logistics.com](http://www.2hm-logistics.com)



### Morarte Internacional

📍 Spain, Molina De Segura  
[www.morarte.es](http://www.morarte.es)



### QuickShipper

📍 Turkey, Istanbul  
[www.quickshipper.eu](http://www.quickshipper.eu)



# New Members

## Chiron Cargo International Co, Ltd.

📍 China, Guangzhou

[www.chironcargo.com](http://www.chironcargo.com)



## Carisma Logistics

📍 Egypt, Cairo

[www.carismalogistics.com](http://www.carismalogistics.com)



## S.A. Consultants & Forwarders P. Ltd.

📍 India, New Delhi

[www.sagroupindia.com](http://www.sagroupindia.com)



## Express World

📍 Morocco, Casablanca

[www.expressworld.com.tn](http://www.expressworld.com.tn)



## Pro Freight Solutions (PFS)

📍 Morocco, Casablanca

[www.pfs.ma](http://www.pfs.ma)





# New Members

## Zenith International Freight Limited

📍 United Kingdom, Bradford

[www.zen-intl.co.uk](http://www.zen-intl.co.uk)





Welcome  
**Stephen Yeo**

- Dashboard
- Company Profile
- Member Search
- Member Expiry
- Documents
- Financial Protection System**
- Overdue Invoice Rankings
- Temporarily Removed from FPS
- Resolution Center
- Hall of Shame
- Departed Members
- Announcements
- News Submission
- X2 Pay



# How to be Financially Protected by X2 Network!

We provide Financial Protection for every X2 member  
In order to be financially protected, you have to upload the invoice in our FPS system.

Follow these 3 easy steps:

1. Login to your dashboard on your X2 Network website
2. From the left menubar open the Financial Protection System
3. Click "Enter Invoice" button and fill out the form

Now your shipment is financially protected!

For any assistance on invoices that have been paid and still reflect as unpaid, please contact [memberships@x2logisticsnetworks.com](mailto:memberships@x2logisticsnetworks.com)  
If you would like to edit an invoice please click on the invoice number, update and then save changes.

0 Paid Invoices      0 Outstanding Invoices      0 Overdue Invoices

Paid Invoice       Delete Invoice

Invoice No. \_\_\_\_\_

Invoice Issued to \_\_\_\_\_

\*Please be aware you are only allowed to upload your invoice in the system within 5 days of its issuance.

Issue Date \* 2020-01-31 \_\_\_\_\_

Due Date \* 2020-01-31 \_\_\_\_\_

Currency \_\_\_\_\_ Amount Due \_\_\_\_\_

X2  
PAY



# FIGHT FRAUD WITH X2 PAY

**Smart Freight Forwarders  
Working Together Under One  
Financial Umbrella**



If you are not looking for a way to eradicate the risk of fraud from your business and save money at the same time, then we suggest you stop reading this now...

**For all those intrigued logistics professionals,  
we give you X2 Pay!**

A simple member to member payment system that has never heard of a bank fee, does not discriminate between nationalities, has no hidden charges, and offers immediate payment in real time.

...And did we mention it mitigates all risk of fraudulent email attack against your business.



X2  
PAY

The future is safer and cheaper  
The future is X2 Pay



# Save Your **Money** Save Your **Time**

[www.x2payonline.com](http://www.x2payonline.com)





# What are the limitations?

Even when some policies use the term “all-risks” it does not mean that it will provide complete protection.

Certain types of cargo can be excluded, as well as some destinations (or restricted), or coverage is relegated to a specific service (for example, transport must be carried out with special temperature recordings).

It's also very important that the shipper precisely document the cargo value in case of incident (loss or damage). For these reasons it's important to examine the details when taking out an insurance policy for a shipment.

## + All Risk Coverage

Such coverage provides extensive protection against damage or loss due to external factors. At the difference of a more limited coverage, it will for example, protect the shipper against:



Pilferage



Heavy weather



Leakage



Breakage

Although the above perils are covered under some “All Risks” policies, there are exclusions under all risk coverage which may apply, in particular:



Improper packing



Rejection of goods by customs



Inherent vice



A I R P A R T N E R

Providing the fastest freight  
solutions worldwide, 24/7  
via air charter and OBC



+ AIRCRAFT CHARTER  
+ PART CHARTER

+ TIME CRITICAL FREIGHT  
+ ON-BOARD COURIER

LONGSTANDING OFFICIAL X2 CHARTER PARTNER

+49 221 966 933 00 | [freight@airpartner.com](mailto:freight@airpartner.com) | [airpartner.com/freight](https://airpartner.com/freight)

# Digitalizing End to End Logistics Service Globally



**4,500+**  
CLIENTS

**25+ YEARS**  
OF EXPERIENCE

**45+**  
COUNTRIES

**1,00,000+**  
SATISFIED USERS

**20+**  
PARTNERS



**SOFTLINK**  
Simplifying Operations

📍 India | US & America's | Europe | Middle East | South East Asia | Sri Lanka & Maldives  
☎ +91 22 4034 0000 / +1 201 771 3017 / +63 2835 5602  
✉ info@softlinkglobal.com 🌐 www.softlinkglobal.com



**CONSOL**FREIGHT

# Revealed: 4 Simple steps to convert your website into a 24/7 sales-person, in less than 5 days.

Imagine what would it be like to double your sales in the next few months, while cutting out costs and enhancing operational efficiencies.

Do you find yourself struggling with excel sheets and piles of papers when trying to create a quote for your client?

Are your clients becoming more demanding?

## **Step 1.**

Digitize your contracts and customize rates for each client.

## **Step 2.**

Enhance your digital presence.

## **Step 3.**

Automate your sales process.

## **Step 4.**

Manage and Process Bookings coming from your website in a dashboard.

## **BOOK A FREE CONSULTING SESSION**

[Offer Exclusive for X2 Members]:

How to transform your website into a business generator in 5 days.

» [messages@consolfreight.com](mailto:messages@consolfreight.com)



# INTELLIGENT MANAGEMENT

We effectively manage on your behalf so you can relax and focus on your life.



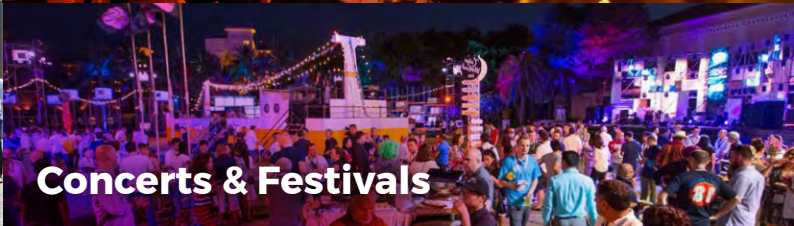
**Network Management**



**Grand Balls**



**Conferences**



**Concerts & Festivals**



**General Meetings**



When an operation is working efficiently it is more productive and is producing greater benefits for all stakeholders.

With every One Monocle project we strive to provide our clients with the best returns, tangible and intangible.



# Supply Chain Disruption: A crisis yes, but an opportunity too

We're in a perfect storm with the global supply chain—and 2022 is shaping up to be even more challenging.

We're in a perfect storm with the global supply chain—and 2022 is shaping up to be even more challenging. The reality is that most companies lack the critical capabilities needed to overcome this disruption and ensure their supply chains are resilient, relevant and responsible.

They currently don't have the right level of visibility into their full supply networks to see disruption as it's unfolding and they struggle to predict and meet demand for their products and services.

## Global growth is at stake

This is bad news for the global economy. According to a new research study, "Accenture: C-Suite Reactions to the Supply Chain Crisis," not only will some businesses fail to meet basic needs, 88% of surveyed C-suite executives believe that the expected outcome from supply chain disruption will be continued price increases, causing consumers to cut spending just as businesses are hoping to make good on the losses of 2020.

Perhaps of most concern is that one-third (33%) of leaders believe the crisis could last for as long as three years.

Maintaining stakeholder trust is key to mitigating potential losses. Customer expectations will remain high, and companies that fail to deliver against these expectations will lose brand capital. That's why business leaders are already acting to address the threats posed by supply chain disruption. According to our research, top company actions include ordering supplies earlier than previously (43%), creating new contingency plans to limit the effects on the business (43%), and restructuring supply chains and inventory management processes (42%).

## Opportunities in digital backed by Cloud

However, beyond the immediate measures that businesses will take now to lessen the pain of disruption, there are medium-to-long term changes that will yield value. Just as COVID-driven remote working



improved the way many businesses operate for the better, so too will changes to supply chain management that arise as a result of the current crisis.

Chief among these is the adoption of data-driven technology and the Cloud. Thanks to advances in digital technology, businesses can for the first time weigh up every supply chain decision against a rich set of factors. Indeed, the intersection of automation, AI and robotics will enable businesses to build digital twins of their multi-tier supply networks and subject these models to stress tests and “what if” scenarios.

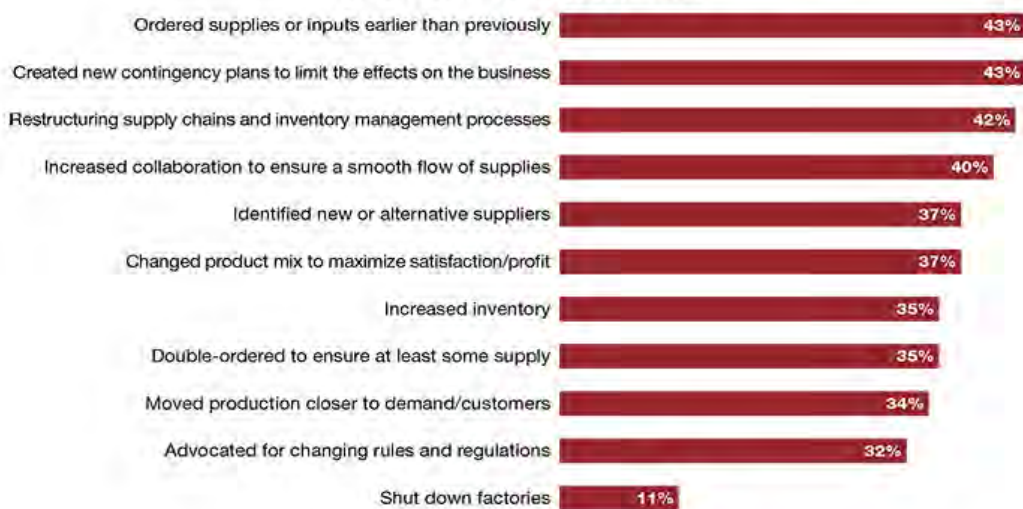
Doing so will uncover weak links and vulnerabilities in the supply chain and allow these to be addressed by, for example, switching partners or bringing manufacturing closer to home. Such an approach could also ensure that only a limited percentage of a critical item passes through the same supplier, port, or route, helping to build resilience.

It’s a transformational way of running supply chains, and one that will make them more resilient, more relevant to customer demands, and sustainability practices. Significantly, our research suggests that it’s a model that many leaders expect to adopt: 79% of the people we spoke to said that the increased use of automation, AI and robotics to create full visibility is a likely outcome of the current disruption.

The Cloud is critical for this digital thread—providing vast amounts of computing power, with a simple, flexible and affordable data and digital architecture, that opens up myriad possibilities for the supply chain—and enables leaders to manage service levels and cost, build in resilience and ensure responsible operations.

### C-Suite leaders are taking action to manage supply chain issues

BUT APPROACHES VARY BY COMPANY



Real-time data analytics will also provide greater flexibility to follow changes in demand. By setting up supply chain control towers and empowering managers with real-time demand and supply planning and digital management tools, businesses will be able to keep their finger on the pulse of customer requirements and ensure that goods are getting to where demand is highest. Such capabilities will prove particularly useful during periods of peak demand, such as what businesses experienced in this most recent holiday season.

That digital thread, underpinned by the Cloud, consists of weaving multiple integrated technologies throughout your operations, so your people—in conjunction with AI and analytics—can predict and monitor the consequences of almost every action in real-time.

## Looking ahead

Supply chain leaders are figuring out how to go beyond just responding to but also thriving in this new reality. A digital foundation underpinned by the Cloud will be what allows them to concurrently handle fluctuating demand, the need for resilience, the pressure to manage costs and calls for greater responsibility for society and the environment.

The companies that scale their investments in digital and Cloud will be best placed to meet the expectations of customers and drive strong growth.

Source: Accenture



## Asia: The highway of value for global logistics

Logistics—a bright spot in a global economy still recovering from the pandemic—presents many opportunities in Asia. How can stakeholders make the most of them.

As with most other industries, the COVID-19 pandemic has transformed global logistics in profound ways. But unlike most other industries, the decline in economic activity during the pandemic has not affected global

logistics too negatively. The consumption of goods—and thus the corresponding logistics needs—has been left relatively unaffected.

This article reports that while the COVID-19 pandemic has accelerated the growth of global logistics, it has also widened the gap between the sector's leaders and laggards. The market is becoming more dynamic, with many new start-ups providing increasingly intense competition. In response, legacy players are acting to consolidate strength with M&A activity or scale up operations by going public. This is especially true of the Asia market, where all indicators point to the continent's recovery outpacing the rest of the world's in the next year. The continent is expected to account for 57 percent of the growth of the global e-commerce logistics market between 2020 and 2025.

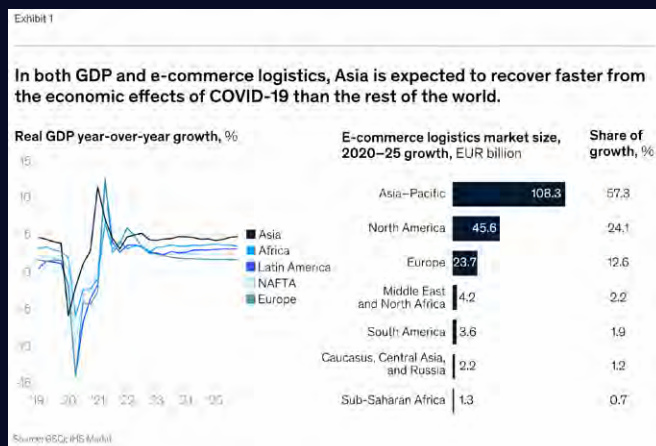
This may make Asia the single-most-important region for global trade and logistics activities going forward.

Whatever their role in the logistics ecosystem—a global logistics operator, a local specialist, an e-commerce player, or a logistics real-estate player—companies could seize opportunities now and act quickly to capture value. Those that leverage this window of opportunity to create a lasting competitive advantage and a strengthened market position will emerge from the pandemic as leaders.

## The pandemic has catalyzed the growth of global logistics but polarized leaders and laggards

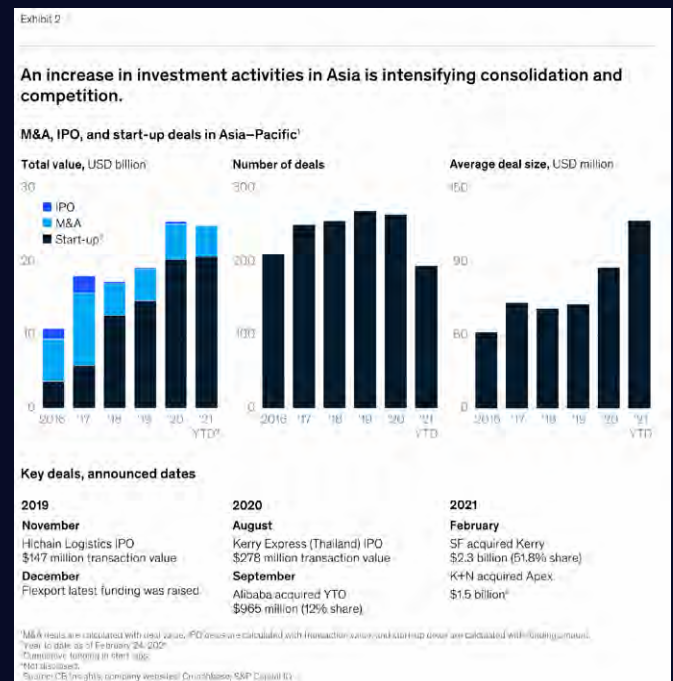
While the pandemic caused severe and sudden supply-chain disruptions in its initial months, the crisis has also yielded opportunities for the logistics industry and its subservice lines, such as cross-border e-commerce logistics. The pandemic accelerated e-commerce adoption, perhaps irrevocably. According to our COVID-19 retail-recovery survey, online penetration is now likely to remain six to 13 percentage points above pre-COVID-19 levels. While this puts greater pressure on global logistics, it also presents a huge opportunity, as consumer goods and retail make up almost half of the logistics market. The logistics industry has outperformed most other sectors during the crisis.

The COVID-19 pandemic has accelerated the polarization of leaders and laggards in the logistics industry. The biggest challenge faced by the logistics industry is less about the demand and more about the supply side. Companies that are best able to mobilize operations and assets to serve their customers consistently and resiliently will be the ones to capture a disproportional share of value. Companies that are able to steal a march on their competitors will quickly outstrip them, and it will be increasingly difficult for the laggards to make up the growing distance.



## Asia is fast becoming the global hub of the logistics industry

To grow and stay competitive, logistics players have realized that Asia will likely be the single-most-important addition to their business portfolios. Asia is projected to recover faster than other regions economically and will be at the center of all logistics activity—both in growth and investment. With regard to growth, Asia will contribute about half of the world’s trade growth by 2030. Trade growth between Asia and the rest of the world will contribute about 55 percent, with intra-Asia trade growth making up the rest. The Asia e-commerce logistics market will account for 57 percent of total market growth from 2020 to 2025 (Exhibit 1). Industry players will, therefore, need to reconfigure their networks if they aim to capture these opportunities. Additionally, many Asian countries can expect extraordinary growth in their domestic economies. GDP growth in Asia is expected to be 4.5 percent, more than double the world’s average of 2.0 percent. By 2025, 30 percent of world consumption will be in Asia. While China, Japan, and India will remain the largest logistics markets in Asia, India, Indonesia, Vietnam, and Thailand show the highest growth potential.



## Start-ups are heating up the competition, while legacy players are actively consolidating strength

In the past 12 months, the global logistics market has outperformed many other sectors. Mergers and acquisitions and start-ups attracted about \$25 billion in just the first quarter of 2021 in Asia, surpassing the annual figures from 2016 to 2019 (Exhibit 2). In the face of increasing competition from more new start-ups, fast movers have already taken decisive actions to stake a stronger position in the region. Investment activities

have created momentum for logistics assets, and both industry players and investors have been involved. With the right injection of capital, we can expect legacy players to accelerate efforts to capture more of the market by means of M&A activity. As scale begets scale, smaller and weaker players may find themselves becoming increasingly vulnerable.

We project that global companies with a strong logistics presence in Asia or those with a robust Asia-focused logistics plan will continue to perform better than their more conservative peers. Missing out on Asia will mean not only missing out on the opportunities Asia provides but also losing relevance when it comes to matching the demands of global customers, since Asia plays such an integral part in global supply chains.

## Seizing the logistics opportunity in Asia

While we see competition intensifying rapidly, it's important to emphasize that the logistics opportunity in Asia is still up for grabs. Although the window is narrowing, there is still time for players that move quickly to benefit.

### Four tactical moves

Companies could use four drivers to consolidate their strengths: M&A, IPO, captive-function carve outs, and strategic investments (Exhibit 3).

Exhibit 3

**Logistics players in Asia can make four tactical moves to consolidate their strengths.**

M&A	IPO	Captive-function carve outs	Strategic investments
<ul style="list-style-type: none"> <li>•To quickly enter a new market</li> <li>•To expand business portfolios</li> <li>•To enhance capabilities</li> </ul>	<ul style="list-style-type: none"> <li>•To raise money from investors for expansion and operation optimization</li> </ul>	<ul style="list-style-type: none"> <li>•To drive higher enterprise value by making logistics a market-facing business and scaling</li> <li>•To enhance brand presence and partner with other companies</li> <li>•To concentrate on major business</li> </ul>	<ul style="list-style-type: none"> <li>By PE/VC           <ul style="list-style-type: none"> <li>•To raise money from investors for expansion and operation optimization</li> </ul> </li> <li>By tech players           <ul style="list-style-type: none"> <li>•To codevelop/integrate offerings</li> <li>•To engage in logistics ecosystem</li> </ul> </li> </ul>

\*Private equity/venture capital  
Source: Crunchbase, S&P Capital IQ

- M&A.** Both global players and local champions have been active in M&A to expand their Asian networks as quickly as possible. In a context where speed is a competitive advantage, M&As provide a way for companies to quickly enter a new market and expand their business portfolios as they beef up their capabilities. Kuehne+Nagel expanded its Asia presence with the acquisition of Wira Logistics, an Indonesian logistics company, for \$2 million in 2018. It also acquired Apex International for \$1.5 billion in 2021 to strengthen its Asia air-freight-forwarding (AFF) network and capabilities. Meanwhile, it sold the major part of its UK contract-logistics portfolio to XPO Logistics, indicating an attempt to recycle capital to fund growth in its Asia

network. In the meantime, SF Express, China's leading express-delivery company, acquired Kerry Logistics at \$2.3 billion in 2021 to expand its network in container logistics, freight forwarding, and express in Southeast Asia.



- Going public.** Emerging local leaders in fast-growing countries have been successful at IPOs, which are a way to raise money to invest in the expansion of the business and optimize operations. While raising money from private equity certainly remains an attractive option, there may be some advantages to going public. First, as companies are required to meet stringent standards and undergo strict audits as part of the due-diligence process, IPOs instill greater confidence in investors and customers and open up more funding options at later stages and at cheaper rates. Second, there is a low risk of losing control, as the company is drawing from a larger pool of shareholders rather than one or two investors. Third, an IPO tends to inject a higher level of liquid equity in a relatively short period of time to allow company leaders to manage their company without too many constraints. Kerry Express raised \$278 million from an IPO in Thailand in December 2020, and Mahindra Logistics has achieved a P/E ratio of 51.5x with its IPO in India in 2017, almost double that of its international peers.



- Captive-function carve outs.** Parent conglomerates can carve out their logistics business units to drive higher enterprise value and enhance their brand presence by selling their services to other companies at scale. This has become a trend in Asia. Firms like Mahindra Logistics and TVS Supply Chain Solutions (TVS SCS) have converted their logistics business units into third-party logistics firms and reaped the benefits. Mahindra Logistics raised about \$129 million in its IPO, while TVS SCS has been raising private capital at attractive valuations over a period of time (raising about \$114 million). We believe this trend may continue, considering the value it has generated for proprietors of large businesses. Furthermore, a focused strategy, aggressive talent, and capital infusion are likely to shorten the cycle of carve-out-to-value capture to a few years. China Eastern Airline carved out its logistics business, Eastern Air Logistics (EAL), to pilot a mixed ownership in the national civil-aviation sector and plans an IPO as an integrated-logistics service provider to raise about \$350 million. SpiceXpress, the cargo arm of the Indian budget carrier SpiceJet, is also reported to be preparing an IPO soon. These companies will be able to use the influx of liquidity to make bolder plays in the market.

- Strategic investments.** Over the past five years, private equity (PE) and venture capital (VC) have made financial investments of approximately \$37 billion in Asia. Temasek Holdings' investment in SCOMMERCE, Warburg Pincus' investment in Rivigo and Stellar Value Chain Solutions, and CDPQ's investment in TVS SCS are funding expansion and optimization of operations. Likewise, tech players are making multiple strategic investments through direct investments, start-up accelerator programs, and VC arms to engage in the logistics ecosystem. Google, for instance, has backed India's Dunzo with \$40 million in funding to codevelop new products and solutions as well as rapidly build existing portfolios with new-business models and test applicabilities at scale.

The core belief driving these activities is that there is going to be significant growth and value creation in logistics over the three- to five-year horizon and that the Asia logistics market in particular will be more vibrant and more competitive than it has ever been. Pursuing inorganic growth will help companies capture that opportunity.

Source: McKinsey & Company





# Back to the future? Airline sector poised for change post-COVID-19

As they look beyond the pandemic, airlines need to grapple with five new realities—and devise strategies to adapt.

It's difficult to overstate just how much the COVID-19 pandemic has devastated airlines. In 2020, industry revenues totaled \$328 billion, around 40 percent of the previous year's. In nominal terms, that's the same as in 2000. The sector is expected to be smaller for years to come; we project traffic won't return to 2019 levels before 2024.

Financial woes aside, the pandemic's longer-term effects on aviation are emerging. Some of these are obvious: hygiene and safety standards will be more stringent, and digitalization will continue to transform the travel experience. Mobile apps will be used to store travelers' vaccine certificates and COVID-19 test results.

Other effects, though, are more profound. Unlike the 2008 global financial crisis, which was purely economic and weakened spending power, COVID-19 has changed consumer behavior—and the airline sector—irrevocably.

This article will explore five fundamental shifts in the aviation industry that have arisen from the pandemic. For each of these shifts, we also issue a call to action. By responding to these shifts decisively now, carriers should be able to look beyond the pandemic and adapt to the long-term realities of COVID-19.

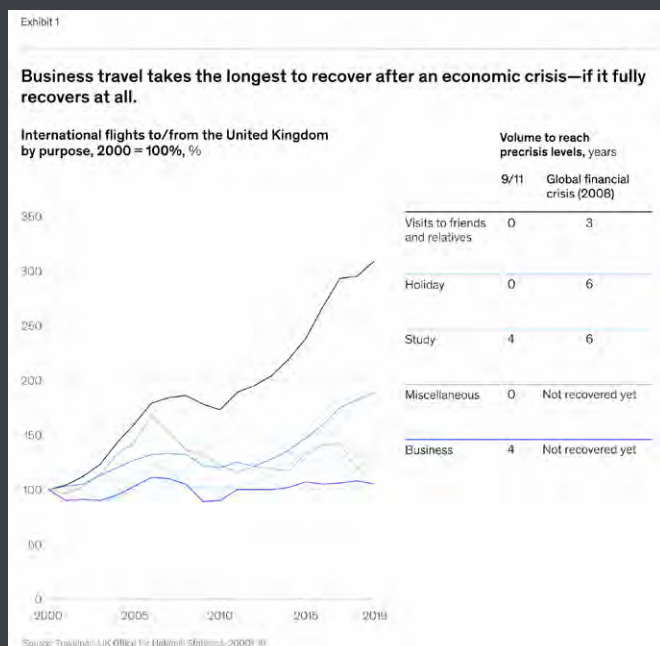
## 1. Leisure trips will fuel the recovery

Business travel will take longer to recover, and even then, we estimate it will only likely recover to around 80 percent of prepandemic levels by 2024. Remote work and other flexible working arrangements are likely to remain in some form postpandemic and people will take fewer corporate trips.

In previous crises, leisure trips or visits to friends and relatives tended to rebound first, as was the case in the United Kingdom following 9/11 and the global financial crisis (Exhibit 1). Not only did business trips take four



years to return to precrisis levels after the attacks on the World Trade Center but they also had not yet recovered to pre-financial-crisis levels when COVID-19 broke out in 2020. Therefore, we expect that as the pandemic subsides, the rise in leisure trips will outpace the recovery of business travel.



Some carriers are highly dependent on business travelers—both those traveling in business class and those who book economy-class seats right before they need to travel. While leisure passengers fill up most of the seats on flights and help cover a portion of fixed costs, their overall financial contributions in net marginal terms are negligible, if not negative. Most of the profits earned on a long-haul flight are generated by a small group of high-yielding passengers, often traveling for business. But this pool of profit-generating passengers has shrunk because of the pandemic.

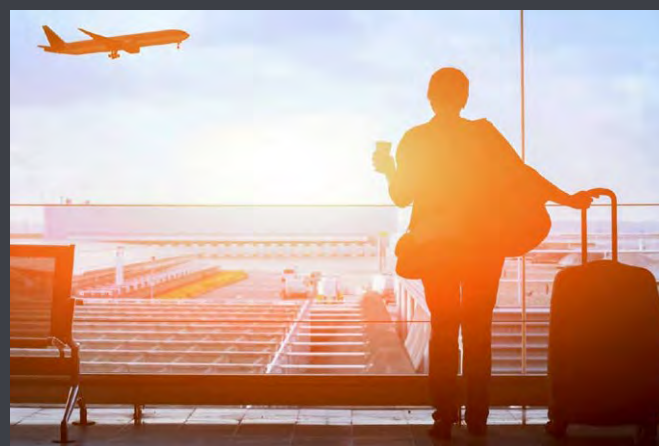
## The call: Revisit flight economics

Airlines should reevaluate the economics of their operations, especially long-haul flights. First, a smaller contribution from business traffic could necessitate a different pricing logic. For example, today most carriers price point-to-point nonstop flights at a premium. Travelers who value time over price—mostly business travelers—book these nonstop flights. Leisure travelers, even those traveling in premium classes, are more price sensitive and may choose an indirect routing. This large gap between nonstop pricing and connect pricing may need to narrow.

Second, lower business traffic may require network changes. Airlines added many flights over the past few years between hubs and smaller cities, using small-size

widebodies such as the Boeing 787. These flights work because of the high-yielding business demand. With business demand subdued, economics favor larger aircraft flying less frequently. Airlines may find that larger aircraft such as Airbus A350s or Boeing 777s—which have lower unit costs—become the base of the long-haul network.

Third, airlines may also look at reconfiguring the layout of their cabins to address the increased share of leisure traffic. At the simplest level, lower business-class demand may warrant smaller business-class cabins. Taking this further, products may shift to better cater to premium-leisure passengers, such as growth of premium-economy cabins or development of business-class seats more suitable for traveling as couples or groups.



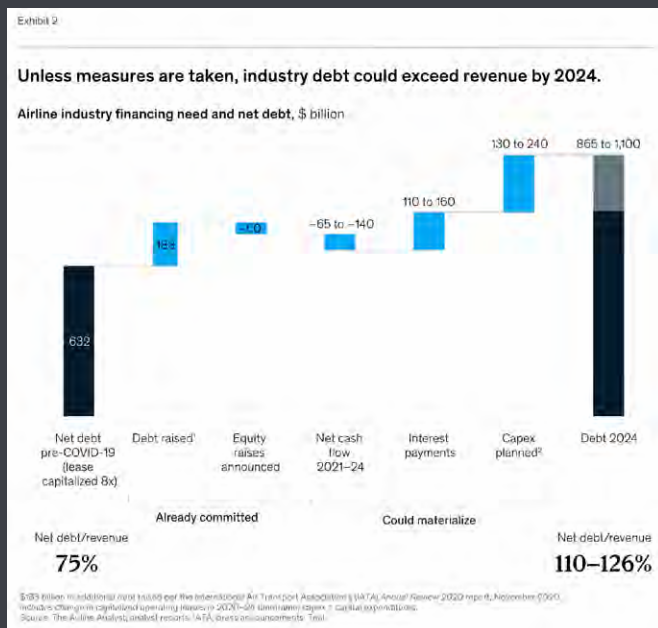
## 2. Staggering debt levels will lead to ticket price increases and a larger role for government in the sector

Many airlines have had to borrow huge sums of money to stay afloat and cope with high daily cash burn rates. Tapping into state-provided aid, credit lines, and bond issuances, the industry collectively amassed more than \$180 billion worth of debt in 2020,<sup>1</sup> a figure equivalent to more than half of total annual revenues that year. And debt levels are still rising (Exhibit 2). Repaying these loans is made even harder by worsening credit ratings and higher financing costs.

These costs will need to be recouped. Therefore, we'll likely see ticket prices rise. By our estimates, this could amount to a rise in ticket prices of about 3 percent, assuming a ten-year repayment window for only the additional debt taken on.

Furthermore, when demand for air travel returns, it will likely outpace supply initially. We see a glut of latent demand of people eager to travel. It will take time for airlines to restore capacity, and bottlenecks such as delays in bringing aircraft back to service and crew retraining could lead to a supply-demand gap, resulting

in higher short-term prices.



In many cases, airline rescue efforts come in the form of government bailouts—with strings attached. We're seeing a reemergence of, or increase in, the level of state ownership and influence. In Europe alone, TAP Air Portugal, Lufthansa Group, and Air Baltic all received state aid combined with an increase or reintroduction of government shareholdings.

### The call: Be a constructive collaborator

As the state becomes a more active player—whether as a creditor, a direct shareholder, or as part of the board—airlines will find themselves having to deal more closely with the authorities. Instead of seeing this as a necessary restriction to access much-needed funds, airlines can treat it as an opportunity to shape how the sector evolves with a key stakeholder.

Airlines can work with regulators to set standards across a gamut of issues. These could include committing to reductions in greenhouse-gas emissions in return for more labor flexibility; increasing the cash-on-hand requirements to make airlines more resilient against future shocks; more balanced value sharing between airlines and other sectors such as airports; or changes in the ownership caps to allow greater inflows of foreign capital, reducing the reliance on state capital further down the road.



### 3. We will see a greater disparity of performance among airlines in the future

Some airlines have responded to the pandemic by restructuring for greater efficiency; others are merely muddling through. Occasionally, this is linked to state-aid programs, which may reduce the incentive for much-needed measures such as cost, organizational, and operational restructuring. Airlines that are not proactively transforming risk failing to set the business up for longer-term structural value creation.

As such, we're seeing some airlines pull ahead. Before COVID-19, an airline boasted an ROIC well ahead of the overall industry's rate of 5.8 percent. Not only did its stronger position pre-COVID-19 enable it to navigate the crisis thus far without taking on government loans of the scale relative to other airlines, it also made it possible for it to restructure to emerge with an even more competitive cost base.

Another group of carriers that have an opportunity to transform their business are airlines that have access to a restructuring process, such as Chapter 11 in the United States. These carriers can renegotiate midlife leases, shed excess debt, and emerge leaner. They will be fierce competitors going forward.

### The call: Aim higher when it comes to IT and digital investment

Becoming better can necessitate investment. Even though many airlines find themselves in financial straits, we recommend investing more in IT and digitalization, not less. Before the pandemic, airlines spent roughly 5 percent of their revenue on IT. This is relatively low compared with other sectors. By means of comparison, the retail industry spends around 6 percent on average, and financial services 10 percent.

Airlines could consider stepping up IT and automation investment now. For example, airlines can respond to the quicker recovery of domestic and short-haul flights by investing in direct sales and owning the customer relationship. Relationships with IT and distribution providers could be reexplored. Carriers can also invest in the customer experience—such as making check-in and boarding processes more seamless—and support services—from revenue accounting to invoicing—to drive the next level of efficiency. Beyond this, the next horizon is analytics, which involves, among other efforts, using data in smarter ways to enhance decision making, requiring some investment but yielding significant payoffs.

## 4. Aircraft markets may be oversupplied for some time to come

In the years before COVID-19, aircraft OEMs ramped up production in the anticipation of continued growth. This has led to a glut in aircraft availability. Furthermore, some carriers have returned relatively new aircraft to lessors, such as Norwegian Air Shuttle when it exited the long-haul market. Prices for used-aircraft leases have plummeted and are likely to remain lower. For instance, the monthly lease rate of a 2016 vintage Boeing 777-300ER aircraft was around \$1.2 million in 2019. In 2020, the rate fell to less than \$800,000. New aircraft are rumored to be available at even deeper discounts.

### The call: Act countercyclically now, if you can

If finances permit, carriers can consider acting countercyclically: locking in orders for new aircraft or confirming operating leases now when demand is low. Aircraft are a significant expense for an airline, making up 10 to 15 percent of a carrier's cost base. As lease rates and OEM pricing fluctuate with supply and demand levels, inking deals during a crisis could allow carriers to enjoy a cost advantage for years to come.



## 5. Air freight will see undersupply for some time

Over the past ten years, low cargo rates and the unprofitability of the cargo business have led many airlines to relinquish or scale back their dedicated cargo freighter fleets. However, cargo has been a lifeline for the aviation industry during COVID-19. Before the pandemic, cargo typically made up around 12 percent of the sector's total revenue; that percentage tripled last year. Based on data from the Airline Analyst, only 21 (down from 77 in 2019) of the airlines around the world that disclosed their operating performance achieved

positive operating profits for the third quarter of 2020, traditionally the industry's most profitable quarter. Among these 21 airlines, cargo revenue accounted for 49 percent of total revenues on average.

During the pandemic, e-commerce sales soared while many passenger flights—which are responsible for delivering around half of total air cargo—were grounded. As a result, cargo yields increased by about 30 percent last year. As commercial flights gradually return, belly supply will increase, although not to pre-COVID-19 levels for at least a few years, as the industry is expected to stay smaller than before the pandemic for several years.

### The call: Bring back freighters, carefully

In response to the high demand and low supply of air freight right now, carriers could investigate short- to medium-term opportunities to boost their cargo services. Airlines can enhance their flexibility through measures such as increasing the deployment of so-called freighters, or passenger airplanes that are used to transport cargo. Airlines may look at freighter conversions, especially as their passenger fleets reduce in number.

Airlines need to be agile. Rushing headlong into developing and maintaining a large freighter fleet again comes with risk. Airlines need to grow cargo in an agile way that allows for quick adjustments; pursuing such a play should be seen as part of a wider theme of establishing a more flexible production setup. High fixed costs combined with unpredictable demand levels outside an airline's control increase the need for airlines to be able to scale down supply nimbly.

The impact of the COVID-19 pandemic is far from over. There is some relief to be found in various parts of the world now that vaccinations have begun, but the road to recovery for air traffic will take several years. The shape of the post-COVID-19 airline sector is becoming clearer and holds lessons for airlines today. Multiple longer-running trends have been accelerated, such as digitization and the phasing out of less efficient aircraft. Burdened by debt, many carriers have depleted their cash reserves. But the forecast is not without bright spots. Travel will become greener and more efficient, and people are itching to travel again for holidays. Taking steps now will help airlines thrive in this transformed sector.

Source: McKinsey & Company

**Only the one who will change  
Will be the one who survives**



Branding  
Graphic Design  
Social Media





We bring  
Your vision to life



## X2 GROUP

---

 +66 2 822 7453

 [info@x2group.com](mailto:info@x2group.com)

- X2 Logistics Networks
- X2 Conference
- X2 Pay
- X2 Cargo Protect
- X2 Vendors
- X2 Freight
- X2 Global Media
- One Monocle
- Stitch and Dandy

