



PRIVATE AND CONFIDENTIAL

Any use of this material without the specific permission of Entrego is strictly prohibited



## **1 Entrego Overview**

Background, Ownership & Organization

## **2 Products & Services**

Client Profile

## **3 Technology-Enabled Last Mile**

## **4 Network Capacity & Geographic Footprint**



A technology-driven  
end-to-end fulfillment and  
logistics solutions provider  
in the Philippines



## Ownership Structure



**60%**



**40%**

### Key Milestones:

**2013 - Entrego started as the in-house logistics platform of Zalora Philippines**

**2016 - Ayala buys 49% of Zalora Philippines**

**2017 - Zalora's in-house logistics platform spun-off as Entrego**

**2018 - Entrego starts operations**

**Entrego leverages experience in e-commerce logistics, focus on technology, and a diverse team of experts to build a next generation logistics provider rooted in the Philippines**



**Express Parcel Delivery**

Delivery of parcels, premium documents, and bulky items for B2C and B2B clients with extensive value-added services



**Freight Forwarding**

Domestic freight forwarding via air, land, and sea



**Fulfillment & Contract Logistics**

Design, development, and operation of dedicated and multi-client fulfillment centers and cross-docking facilities nationwide.

Since its opening to external clients in 2018, Entrego has become a trusted logistics partner for a diverse set of clients

### Entrego's 2018 Portfolio of Clients

---



Finance & FinTech



Telecoms & Media



e-Commerce



Pharmaceuticals



Retail



Automotive



FMCG



Education



Construction

## Exploring Logistics Solutions for Finance & FinTech Clients

- Basic delivery services
  - Card products
  - Premium documents
  - Statements and other documents
  - Annual stockholder meeting materials
  - Dividend checks
- Delivery & distribution
  - Marketing materials & premium items from central office to branches or bank customers
  - Seasonal gifts and premium items
- Payment collection

## Exploring Logistics Solutions for Finance & FinTech Clients

- Bulk transfer & distribution
  - Documents from branches to central operations or processing center
- Central warehouse for bank documents and materials
- Collection & retrieval: bank documents from customers (corporate & retail)
- Complete mailroom services - on-site or offsite
  - Receiving, processing, sortation, distribution & storage
  - Pouch and Mail Distribution - internal & external



# Last Mile Delivery Performance enabled by integrated last mile technology

## Technology is at the core of Entrego's Operations



### Tech-Enabled Fleet

All delivery personnel are equipped with **GPS mobile devices**, using smartphones as flexible and low cost devices



### Operational Visibility

Enables **tracking of delivery agents** in the field, and full visibility of delivery performance



### Advanced Analytics

Data feeds **automated dashboards** covering all aspects of service performance

# All delivery agents are equipped with GPS mobile devices for live tracking and e-pod

Live order tracking and updates for all deliveries through Rider Application and Control Center



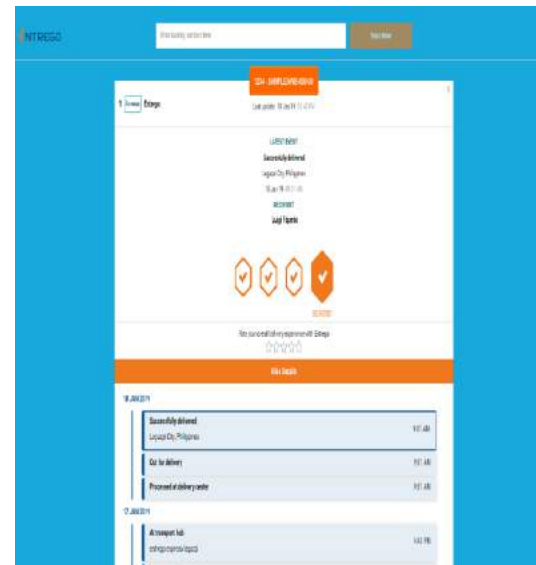
Real-time management of rider performance

# Strong technology backbone provides full visibility to Entrego control center, corporate clients, and end-customers

## Control Center Dashboards for performance monitoring



## Live Tracking for end-to-end visibility



# Key Salient Features with LMD Solutions

## Visibility & Reliability

- Generate and send the report to client on a specified agreed cut-off
- Only nominated email of the client can receive the report
- All reports are password protected
- Report captures all the dates and status of all the attempts made
- The report provides link to the actual signature of the recipient

AIRWAY BILL	DATE TAGGE	ATTE MPT	RECIPIENT SIGNATURE	RECIPIENT NAME	RELATIONS HIP TO	COMPANY ADDRESS	DELIVER Y CITY	DELIV ERY	1ST FAILED ATTEMPT	1ST FAILED REASON	2ND FAILED ATTEMPT	2ND FAILED REASON	3RD FAILED ATTEMPT	3RD FAILED REASON	DISPA TCH	DELIVE RY
0054-123456-789	2018-12-27	1	<a href="https://www.fareye.co/img/2018-12-27/28/email_1234565.jpg">https://www.fareye.co/img/2018-12-27/28/email_1234565.jpg</a>	Mae Leonardo	CUSTOMER	11 Dela Cruz St., Novaliches, Quezon City, Manila	quezon city	Delivered								
0054-123456-789	2018-12-27	1	<a href="https://www.fareye.co/img/2018-12-27/28/sign_sample.jpg">https://www.fareye.co/img/2018-12-27/28/sign_sample.jpg</a>	Butch Jauregue	Brother	26F, V Fith Building, 5th Ave., corner 32nd St., BGC, Taguig	quezon city	Delivered								
0054-123456-789	2018-12-22	2	<a href="https://www.fareye.co/img/2018-12-22/28/sign_sample.jpg">https://www.fareye.co/img/2018-12-22/28/sign_sample.jpg</a>	Vanni Gerlan	CUSTOMER	123 Bagong bayan St. Quezon City	Quezon City	Delivered	2018-12-20 21:05:3	Courier did not have enough time to deliver the package					2018-12-18	
0054-123456-789	2018-12-22	3	<a href="https://www.fareye.co/img/2018-12-22/28/sign_sample.jpg">https://www.fareye.co/img/2018-12-22/28/sign_sample.jpg</a>	beng Varon	Wife	456 Sanman Magtungo lot 2 block 3 Bagong Bagan, Manil	Manila	Delivered	2018-12-22 11:06:4	Courier did not have enough time to deliver the pack.	2018-12-26 11:43:19	Customer was not available during delivery			2018-12-18	

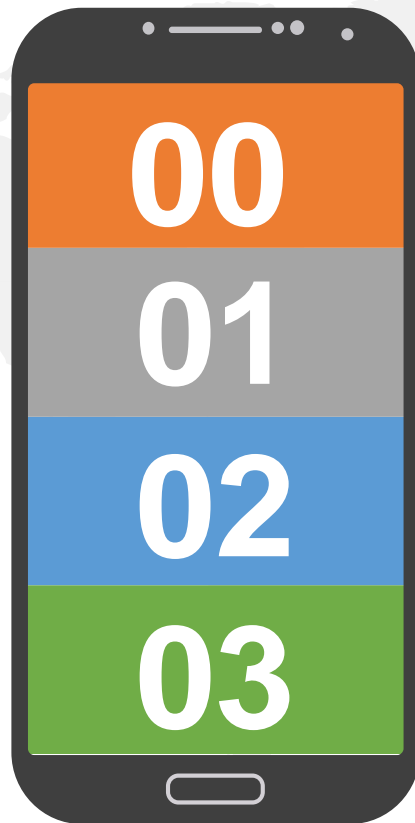
Link on the report direct you to the actual signature captured during the delivery



# Key Salient Features with LMD Solutions

## Communication & Collaboration

- System masked SMS sent to customers
- Ability to have customized SMS based on client name



## SMS ALERT

Hi! We received your [Company] package 0079-123456-2345 and the shipment is on its way. To Track your package, go to [entrego.com.ph](http://entrego.com.ph)



Hello! Your [Company] package 0079-123456-2345 is scheduled to be delivered today. To Track your package, go to [entrego.com.ph](http://entrego.com.ph)



Hi! Your [Company] package 0079-123456-2345 was successfully delivered today. Thank you!

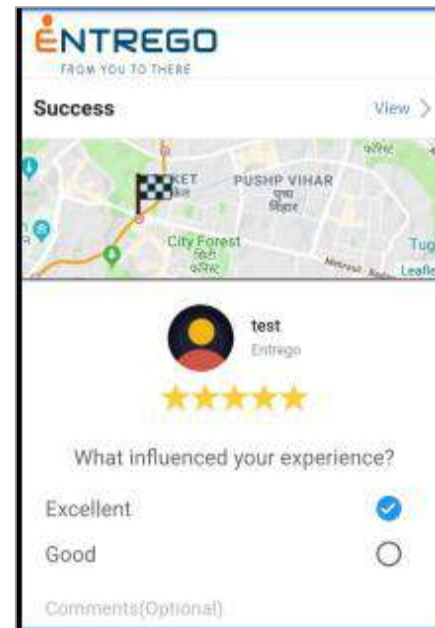
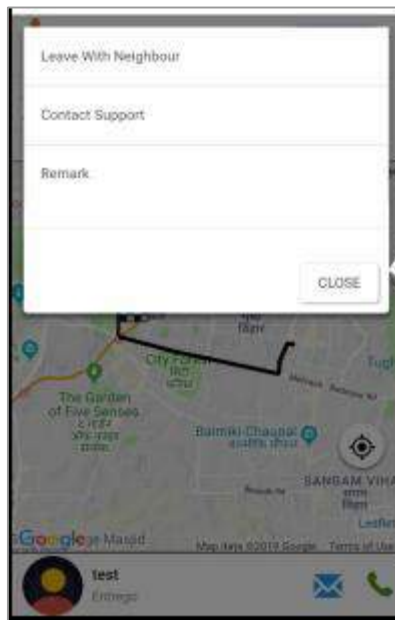
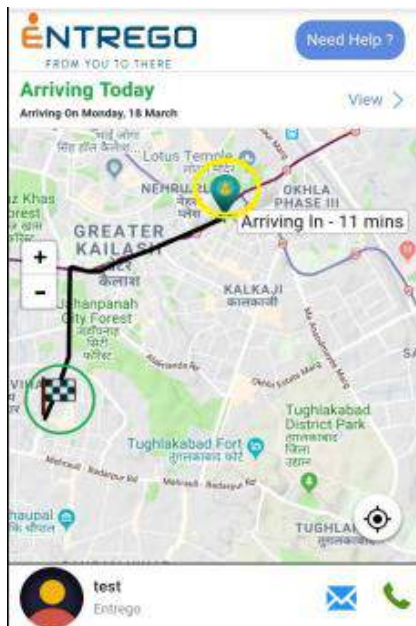


Hi! Your [Company] package 0079-123456-2345 was not delivered today. We redeliver on the next working day. To track your package go to [entrego.com.ph](http://entrego.com.ph). For delivery inquiries, contact us at [entrego.com.ph/contact](http://entrego.com.ph/contact)



## Upcoming Feature: Customer Connect (Q2)

1. Live rider tracking and updates to end customer like tracking of Uber/Grab
2. Dynamic ETA, 'Leave with Neighbour' feature, Reschedule notification feature, Chat with rider without number sharing feature, capture customer's experience.

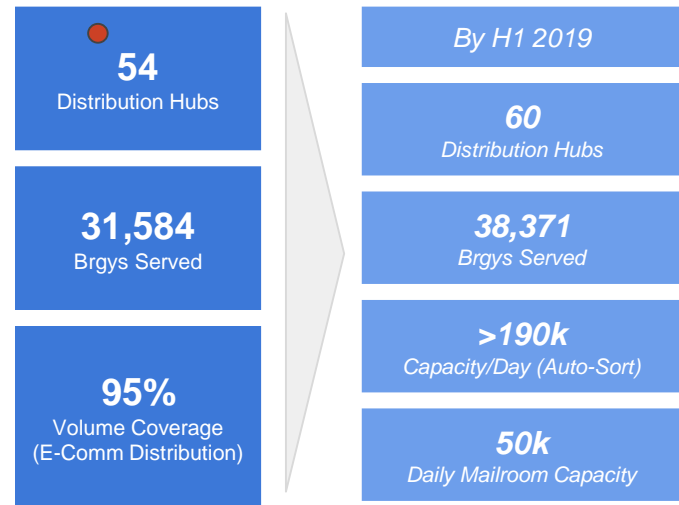


Real-time Customer Connect without sharing customer's personal info like mobile number

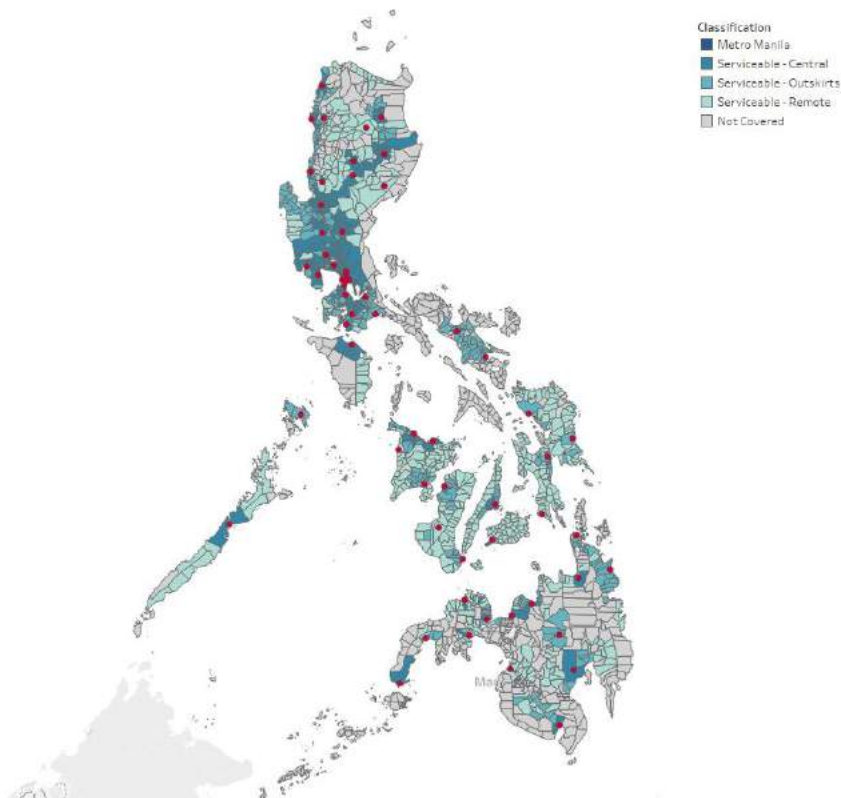


## Entrego covers the Philippine archipelago through 54 distribution centers in all metro areas, with continuous network expansion to build further capacity

### 2019 Geographic Coverage & Expansion

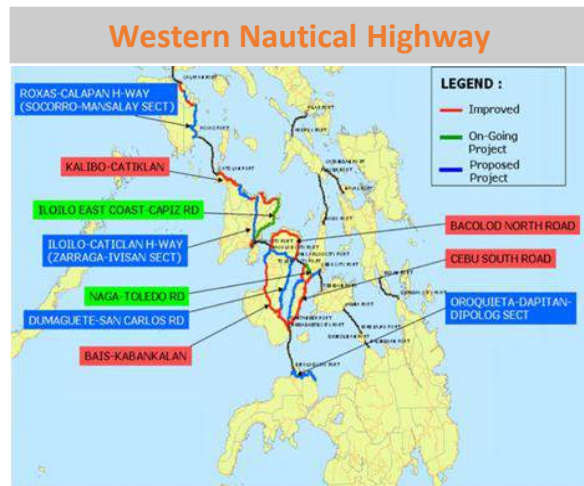


Phase 2 Expansion target is to cover 38,370 barangays by the end of Q2



# Regular RORO Line haul 3x a week to VisMin via 3 major routes

## Line Haul expansion to 3 major RORO routes



From Batangas city, Oriental Mindoro Day 1, Western Visayas 2nd Day , Negros Island 3rd day Region and Zamboanga Peninsula 4th Day (Avg lead time 4 to 7 days)



From Luzon, Sorsogon Day 1, Masbate 2nd Day, Central Visayas 3rd Day, Camiguin 4th Day and Cagayan De Oro 5th Day (Average lead time 4 to 8 days)



Luzon Luzon to Masbate Day 1 , and Southern Leyte 2nd day, Dinagat Island 3rd Day, and Surigao Del Norte 4th Day (average lead time 4 to 5 days)



## Secured multiple partnerships across air, roro and sea routes

### Extensive Air freight routes

- Established Block Space Agreement via PAL for 4 ports
- Forged Partnership with Air Swift Airlines (MNL- El Nido)
- BSA with Cebu Pacific Airlines covering all ports



### Sea Freight- and RORO-capable routes as an alternative and economical means of transport for Visayas and Mindanao

- San Nicholas Shipping and Atienza Shipping accreditation and loading via break bulk (MNL- CRN)



# Manage end-to-end fulfilment for all partner retailers from a 14,100 sqm built-to-suit multi-user facility in MCX



## MCX Multi-Client Warehouse

### Prime Location

Muntinlupa-Cavite Express (MCX) tollway exit connecting to South Luzon Expressway (SLEX); Located close to both Airport (24 km, 35mins) and Manila port (29 km, 45mins)

### High Capacity

Total of 14.1k sqm at full expansion

## Key Services

### Flexible set-up to match client's needs

Flexible multi-user warehouse with effective racking and conveyor system for fast moving goods (Mezzanine and Pallet positions)

### Safer Storage

MCX will be a state-of-the-art facility including seismic-built racking and a highly secured compound

## Built-to-Suit Multi-User Facility | Optimized Storage | Integrated Delivery



## Built-to-suit warehouse option with effective racking & conveyor system designed for fast-moving goods and increased operational efficiencies increased operational efficiency



Aside from the standard pallet racking system, Entrego can provide a mezzanine style racking option optimal for picking/packing, and kitting scenarios.



- MCX facility provides integrated fulfillment services that can be built to meet client's requirements
- In order to meet the need for flexibility, speed and efficiency of an on-demand order fulfillment center with less space & manpower cost, a multi-level mezzanine with modular racks, conveyors and sortation solutions will be utilized
- This set-up will result in increased process productivity, decreased operational & storage cost and improved customer service levels





PRIVATE AND CONFIDENTIAL

Any use of this material without the specific permission of Entrego is strictly prohibited