

PANGEA

LOGISTICS NETWORK LTD

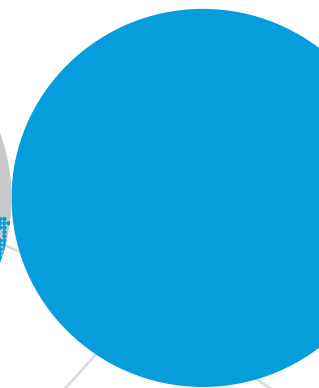
International network
of first class independent
freight forwarders

Worldwide coverage



www.pangea-network.com

PANGEA
by *panco* 



PANGEA
by **panco** 

01.

Join as an associate member and access

- + Reliable agents all over the world
- + The possibility to offer a real door to door service
- + Potential customers captured through the network
- + Inter-exchange of customers with other members of the network
- + Professional marketing recourses with global reach
- + More visibility in Internet thanks to our campaigns
- + International payments and transfers at lowest prices
- + Follow up system for the control of shipments and payments
- + A powerful technological platform for managing your operations
- + Limit of members per country to protect exclusivity
- + The prestige of belonging to a leading international network of forwarders



02.

Networking for independent freight forwarders

The independent freight forwarders have started regaining ground against the multinationals: for the first time in years, in 2014 the groups that lead the freight forwarder industry lost market share to the independent freight forwarders.

Does this change in trend mean that your company can now breathe freely? Unfortunately no: currently the five biggest freight forwarder companies control 44% of the global market. And they continue to grow by acquiring rivals...

Should this continue, in 30 years time half of the 100.000 independent forwarders will no longer exist! Given this reality, you should consider joining an international network of independent freight forwarders such as Pangea Logistics Network.

Our network offers you all the tools necessary for competing with the large global operators without giving up your independence. You will continue to enjoy the advantages of being a middle size forwarder operating, and at the same time you will have the benefits of forming part of a global network of leader agents.



“You will have the benefits of forming part of a global network”

> Multinationals market share

- + Top ten Freight Forwarders make up **44%** of the total market
- + This share is gradually increasing **1%** every year



PANGEA Logistics Network offers to small and medium sized forwarders the tools necessary to continue to be competitive. **JOIN US!**



Earn \$25 for each shipment

We recompense your collaboration with 25 \$ per shipment .
Cooperate with other members.
And everybody wins!



Improve your marketing!

Take your marketing to a new level. Access catalogues, business cards, logos, etc. Available exclusively for PANGEA members.



100% guaranteed cooperation

Develop relationships and business with strong agents in each local market.

Become a member, visit:
www.pangea-network.com

T +44 (0) 1277.800.047
info@pangea-network.com

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03.

What is PANGEA Logistics Network?

PANGEA Logistics Network is a global network of independent forwarders with agents all over the world.

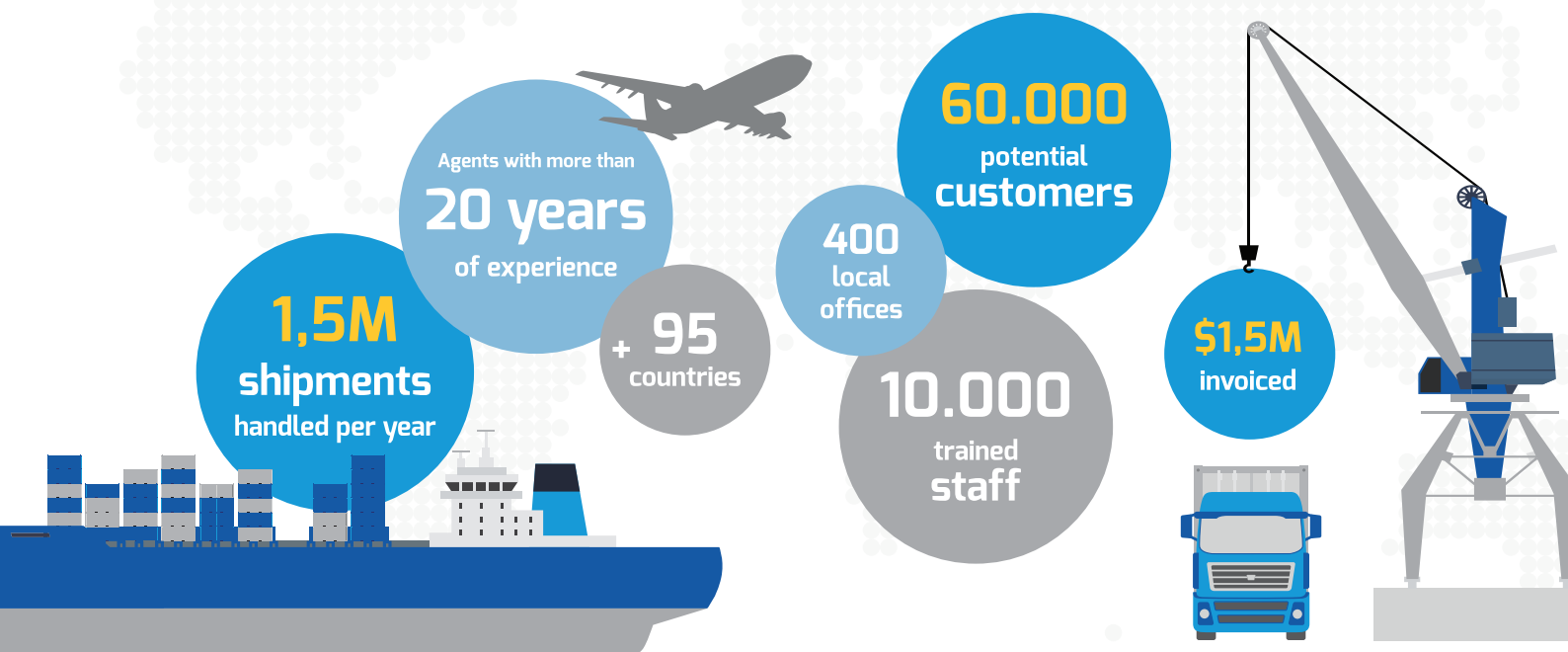
Our aim consists of promoting collaboration between member companies in order to gain competitiveness on the present market.

At present we have members in +95 countries, which converts us into one of the major international networks of forwarders that exists.

However, what really differs us from other networks is the wide range of services that we offer to help you to impulse your business; the strict selection of members that we carry out so that only worthy agents are incorporated and the close cooperation that we impulse between companies that make up the network.

> What does PANGEA offer?

- | | |
|---|---|
| + Business opportunities all over the world | + Useful tools and functions on our website |
| + Active collaboration between members | + Support on your activity development |
| + Powerful marketing for your company to be known | + No barriers or conditions for your business |
| + A limited exclusivity (max. 4 members per country. No over-loading) | + Competitive annual quota. Minimum obligations |



04.

Membership services

It is no secret that to compete in the present market, dominated by the big transport multinationals, is becoming more and more difficult. The international network of transport companies PANGEA offers your business the tools needed in order to survive in the sector of global transport.

Elite members

This assures that each member of our network is a valuable agent for generating business.

Worldwide door-to door coverage

By counting on 400 agents in over 95 countries you will be able to offer your customers a real door to door transport service to any destination in the world. Furthermore, we reward you with 25 dollars credit for each shipment made through the network.

Members directory

Have access to a complete and up to date database with the information and contacts of all the members of PANGEA Logistics Network. In this way, you will be able to look for the agents that exist in the zone that you are interested in and see their details before contacting them.

Shipment monitoring system

Real-time control and monitoring of shipments made by road, sea or air through our network by means of an advanced online application. It allows you to monitor operations, invoices, payments, etc. and to receive automatic notifications through e-mail.

Sales leads management system

Through a specially designed tool, receive/send the contacts of potential customers and details of potential business. Working confidentially with your partners to gain new business and customers from competitors.

Message Center

Exclusive communication system between members to perform fluid and safe communication within the network for better doing business together. Facilitates work communications between agents when exchanging business opportunities, requesting estimates, quoting, managing shipments, etc

Advanced IT solutions

As a member of PANGEA Logistics Network, you will benefit of advanced technological solutions to improve the efficiency of your internal processes (sales, operations, tracking, invoicing, etc.).

And much more ...

Enjoy other tools and exclusive advantages such as marketing support, direct communication with the network agents, news bulletins and attendance at the global assemblies of PANGEA Logistics Network for making contacts.

05.

Promote cooperation

It is easy: offer shipments to other members and they will invite you to participate in theirs. Furthermore, PANGEA gives you 25 dollars credit for each shipment that you route through our network.

A rewarded cooperation

In PANGEA we encourage members to collaborate and we offer all the tools needed for doing so: communications, follow-up applications, online payments, etc.

Additionally if you enter our circle and collaborate with other agents, we reward you with 25 dollars credit for each shipment that you have made through our network directly discounted from your annual membership fee.



A secure cooperation

The solvency of our members is contrasted by strict acceptance procedures.

The PANGEA Shipment Monitoring System includes an exclusive tailor-made section for the monitoring and management of invoices and payments between Members. This is a preventive system to avoid late payments and optimize credit risk within the Network.



"Route and get routed.
Participate in the loop"

06.

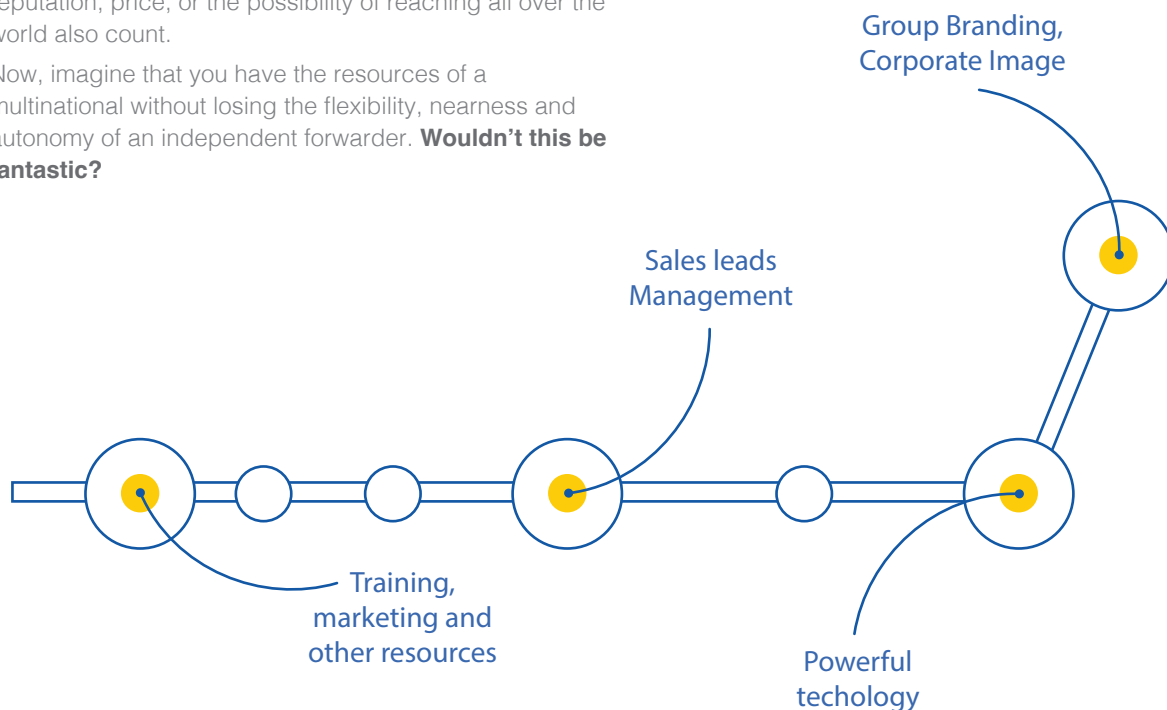
Compete with the multinational transport companies

If you feel that you are in an inferiority of conditions at the time of disputing customers with the large global companies, being part of PANGEA gives you all you need for doing so without losing the benefits of your independence.

Who doesn't value their "lifelong" transport company, that they know very well, that is near them, that they are on friendly terms with and with whom they do deals with a handshake? No multinational can ever compete with this!

Nonetheless, when it is a matter of competing with the large global companies, this closeness to the customer is not always enough: other aspects such as brand reputation, price, or the possibility of reaching all over the world also count.

Now, imagine that you have the resources of a multinational without losing the flexibility, nearness and autonomy of an independent forwarder. **Wouldn't this be fantastic?**



07.

Receive more business and customers

As a multinational transport group, PANGEA has access to customers and business opportunities worldwide.

We redirect these “leads” to the most active agents so that they can profit by the contacts.

> How does PANGEA attract customers for it's members?

- + High traffic corporate website: more than **60.000 visits** a year
- + Appearance in the **first positions** of main searching engines
- + Positioning campaigns on main searching engines (**50.000 \$ per campaign**)
- + **Direct contact** with exporters/ importers worldwide

In PANGEA we understand that any transport company expects direct repayment for the investment that joining our network supposes. This repayment arrives not only by means of the interexchange of customers with other members, but also through business opportunities that we look for worldwide.

We channel the latter towards members that can attend the requests and then they take charge of directly managing the offers and orders.

With this aim, we carry out an active task of promoting the network as an international transport group with industrial customers, exporters, importers, etc. This task comprises brand promotion activities, web positioning, presence in forums of the sector and analysis of market tendencies. All of this for you to benefit from.



08.

PANGEA global meeting

The PANGEA annual meeting is when all the network members get together. This is not just another forwarders conference: it's a unique and unrepeatable event where you get to promote your company, make valuable contacts, establish business relations and explore interesting opportunities. So if you only plan to attend one global event this year, the PANGEA annual meeting is the one for you.

> Attending the Pangea annual meeting allows you to:

+ Participate in a **high-level global meeting** in the freight sector

+ Discover an **exclusive destination** that is carefully chosen for each edition

+ Have meetings **with PANGEA members** of special interest to you

+ Enjoy a **parallel program** of leisure and team building activities

+ Strengthen ties, explore synergies, close commercial agreements and access **business opportunities** that only occur in an event of this type

+ Feel part of PANGEA and experience the **unique atmosphere of the meetings**

We strongly recommend attendance. From our experience we know that it is essential to participate in each year's meeting in order to make valuable relationships between members and really succeed from your membership.



Reasons for attending the annual meeting

Profitability

You will make more contacts in one single event than in all the rest of the year.

Visibility

Your presence will encourage other members to invite you to take part in their shipments.

Efficiency

Face to face meetings optimize your time and speed up results.

Business

You will leave the meeting with commercial opportunities ready to develop.

Reliability

We plan everything carefully so that everything runs perfectly during the event.

Comfort

Enjoy a world-class resort, hotel and facilities.



"The annual event you can't afford to miss"

PANGEA
Global Meeting
2017 Ho Chi Minh,
Vietnam
26-28 Sept



PANGEA
Global Meeting
2012 Barcelona
Spain

PANGEA
Global Meeting
2013 Bangkok,
Thailand

PANGEA
Global Meeting
2014 Kuala Lumpur
Malaysia

PANGEA
Global Meeting
2016 Abu Dhabi,
UAE



PANGEA
Global Meeting
2015 Barcelona,
Spain

09.

The next Step: Become a member

The procedure for joining PANGEA Logistics Network is very simple:

01

Fill in the inscription

Fill in the inscription form that can be found on www.pangea-network.com or ask for it by telephone to +44(0)1277.800.047 or on info@pangea-network.com

02

Evaluate your candidature

Once we receive your application, we proceed to evaluate your candidature, to do so we could ask you for more information or references about your company.

03

Accepted application

If your application is accepted, you only have to pay an annual fee and you will become part of our network for one year. There are no other hidden costs.

04

Receive your documentation

You will receive documentation as a member of the network, including user name and password for accessing the Members Area of our website.



"Now you will be able to
enjoy the advantages for
impulsing your business"
Get started!





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International Network of first class independent freight forwarders

Worldwide coverage



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