

LOSCAM AND SUPER INDO

TOGETHER BUILDING A PALLETISED DELIVERY SUPPLY CHAIN NETWORK

REDUCE CARBON FOOTPRINT AND IMPROVE THE EFFICIENCY OF THE SUPPLY CHAIN



August 10th, 2023 - Loscam had the honor of hosting a joint event with Super Indo, one of the leading supermarket chains in Indonesia. The event theme "Palletised Delivery Simplified Your Supply Chain" was conducted in a business luncheon meeting format and took place at Hotel Mulia, Jakarta. Attending the event were more than a hundred manager-level executives from 32 different FMCG companies in Indonesia, including those in the food and beverage, personal care, oil, and food industries.

The objective of the event was to encourage Super Indo and Loscam's business partners to work collaboratively together towards higher adoption of palletised delivery to Super Indo and to expand pallet pooling to the wider supply chain network. It allowed both Super Indo and Loscam to share their respective experiences and successful case studies of palletised delivery, highlighting positive impact of palletisation in optimizing logistics operations and supporting sustainability in the supply chain. It also provided a forum for key stakeholders to connect and discuss supply chain improvement opportunities in the industry.

We were privileged to have Boudewijn van Nieuwenhuijzen, President Director of Super Indo, and Novi Wijayanto, GM Logistics of Super Indo as distinguish guest speakers who shared with participants their in-depth knowledge and valuable perspectives on further developing palletised delivery in Indonesia.

Super Indo to be the frontrunner in the development of logistic and supply chain standardisation.

"We as Super Indo, we operate over 220 stores, and we welcome over 5 million customers every month. They come to us for affordable prices, good quality of our products and most importantly they come to us for our freshness. Our supply chain is one



of the things that sets us apart from our competitors and it is something that we would like to invest in," said Boudewijn, President Director of Super Indo.

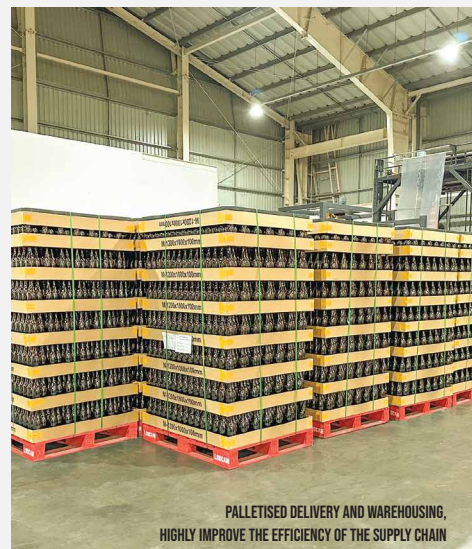
Citing statistics from the web, the transportation and warehousing sector grew nearly 16% in the first quarter of 2023, the highest growth sector in Indonesia and forecasted to grow a further 6%, supported by the e-commerce industry. Not to mention, with the geographic condition comprising 17,500 islands in Indonesia, the development of standardisation and connectivity of each sector in the value chain that prioritise effectiveness and efficiency is of utmost importance.

"We are here today, trying to organise a new ecosystem together with all of our partners, it is one of the ways we try to be the front-runners in the field of supply chain. When we look at better pooling systems, it is in our learning process and over time together with everyone in the supply chain, we will establish more efficient and effective processes. A better pooling system is also very much related with the goals of Super Indo in the field of health and sustainability, we want to reduce carbon emission as much as possible and improve the efficiency of the supply chain" said Boudewijn.

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Standardisation is very important in developing a green supply chain. Uneven distribution and logistics management between suppliers and customers causes high operation costs and is still one of the major challenges faced by companies in the supply chain.

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Loscam and Super Indo collaborate to take the center stage for the Indonesia Supply Chain modeling and optimisation



Sirin Limpaitoon, CEO of Loscam in his opening speech shared, "Loscam has been working with the industry on standardisation, palletisation and implementation of pooling for 80 years in Australia and 30 years in Southeast Asia. We have learned that the pooling system requires the cooperation of every single entity of the entire supply chain."

Novi Wijayanto, GM Logistic of Super Indo shared his view on the challenges faced by the industry and how it can be helped by pallet pooling, "The concept of pallet pooling is Sharing and Connected."

Novi further elaborated in detail the opportunity of the pallet pooling network, "there are 3 key parts which are Manufacturer, Retailer and Service Center. Loscam is the service center, and Super Indo is one of the retailers, we are connected with Loscam and Manufacturers by having same channels spread in FMCG industry, it provides the potential to collaborate for the pallet pooling mechanism."

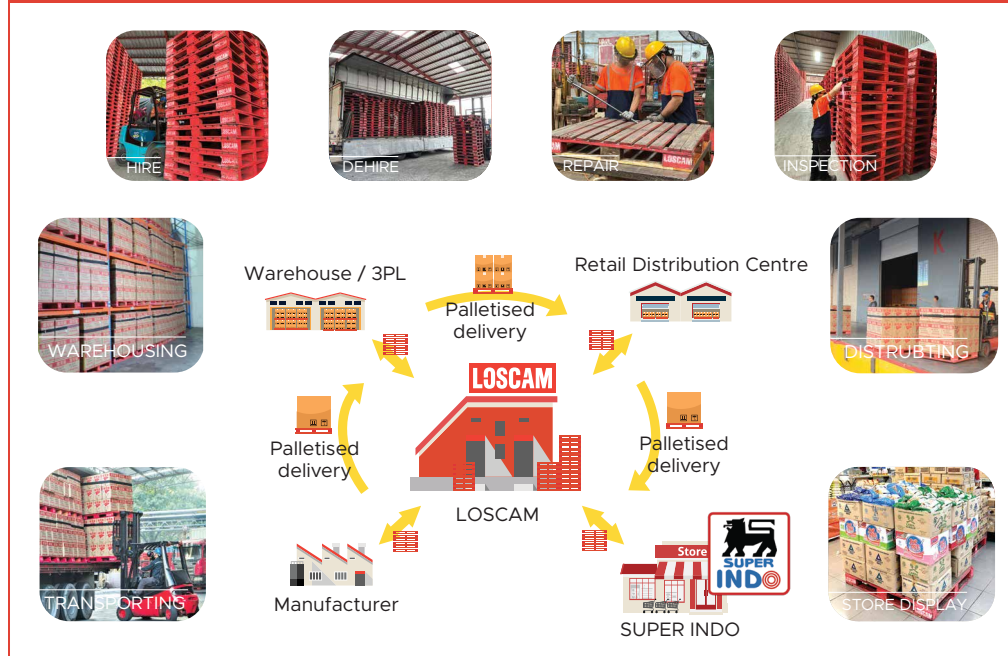
Novi stated while sharing that Loscam as the service provider has the capability and experience in providing customer pallet management systems and sufficient pallets to meet the fluctuations in pallet demand during peak seasons. By successfully setting up the Pallet Pooling Network, pallets are no longer a commodity, but "Pallet as a service". The entire supply chain will share and reuse the pallet based on the principle of the circular economy and every sector shares the benefits of the pooling mechanism.

Standardisation and Palletisation is the way forward for the Supply Chain: Learning the experience from the development of pallet pooling in SE Asia.

Kenny Tan, EVP of Loscam for Southeast Asia, shared the experience of pallet pooling development in some SE Asia countries. When Loscam first entered the SE Asia region in the 1990s, awareness of pallet hire, and pooling were low. Loscam worked together with some consumer goods industry stakeholders to promote and develop the pallet pooling concept.

In the year 2000, an ECR study undertaken in Thailand established that more than 80% of pallets in use in the consumer goods sector were of the specification 1 x 1.2m 4-way entry pallets. This provided the basis of determining

"The concept of pallet pooling is Sharing and Connected. Loscam as the service center, and Super Indo is one of the retailers, we are connected with Loscam and Manufacturers by having same channels spread in FMCG industry."



the standard pallet for the consumer goods sector with the follow up palletised delivery trials demonstrating positive cost benefit results in the adoption of a standard pallet for palletised deliveries.

In the same year in Singapore, Loscam worked with a key retailer and ECR Singapore on a trial using standard ECR pallets for deliveries to the retailer. The findings included palletised delivery simplified business processes, drove productivity improvement, reduced double handling and streamlined warehouse and distribution systems.

In Malaysia back in 2006, the standard pallet was already established. A sub working group under ECR was taking one step further working with the industry to promote further standardisation and streamline other processes in supply chain logistic operations to drive higher efficiencies and optimisation as it moves up the value chain.

"There are going to be pain points during the journey, but ultimately, it's about collaboratively working through together. We have seen the long-term benefits and value created. Things evolve with time, because every company and country are looking for growth, the ability to grow is to adapt and change." Kenny said.

Putting ESG at the center of Supply Chains: Reduce CO2 emission, impact to future generations, and maximize what goes into sustainability.

We are in the era of heightened awareness on sustainability and ESG. Palletised delivery is a sustainable circular model and a greener logistic solution via the building of a pooling network and ecosystem.

"A better pooling system is also very much related with the goals of Super Indo in the

field of health and sustainability, we want to reduce carbon emission as much as possible and improve the efficiency of the supply chain," said Nieuwenhuijzen. "Some companies will consider doing this for sustainability, some may do it for the generations after us, and some may do it for customers. At Super Indo, we do it for all 3 ingredients."

By plugging in every sector within the supply chain, sharing the same pallet pooling network, it can optimize truck capacity, benefit from milk run delivery, eliminate empty miles and this helps to minimize trucks on the road, ultimately reducing carbon footprint and achieve ESG goals.

Together, we can positively impact the Indonesia Supply Chain to drive unprecedented growth and efficiency.

Along with standardisation and palletised delivery, Daniel Bunnett, EVP of Loscam for Australia and New Zealand, gave a presentation on the latest innovation and solutions of Loscam, Loscam Track and Trace Solutions and a Gpak Case Study with a key account in Australia. "The evolution will continue beyond just our products, it is our technology, the services, the efficiency, and the support we provide. Loscam is more than just a pallet company. Our team in ANZ will support the business in Indonesia in developing various solutions moving forward," said Daniel.

Patrick Chan, Loscam VP of Emerging Markets wrapped up on the event, "It was a fantastic experience to have this joint event with Super Indo and to see so many participants come together. I want to extend our sincere gratitude to all honorary guests who made the event a great success. Together, we can drive further growth and deliver exceptional value for our supply chain in the future."

CEO SPEAKS



Sirin Limpaitoon
Chief Executive Officer

Sustainability is the development strategy the Company has always adhered to. As environmental issues become increasingly important to consumer and business owners, there is growing demand for supply chains to adopt more sustainable approaches and effective ESG strategies.

In Loscam, resource and energy conservation, emission reduction and efficient use of natural resources are features incorporated into our products, business models and operations to improve supply chain efficiency and long-term sustainability.

In 2023, Loscam further strengthened the implementation of our pooling business in the ASEAN region with the implementation of ESG KPIs, including Environmental and Social Governance System launch and internal training on sustainability financing to improve our business ESG performance.

In the middle of this year, we launched our Whistleblowing Policy with a

supporting platform that provides a protected environment for our employees and related third parties to report any unethical matters. We also expanded our product range and services for the SEA region, by introducing our IBC Bulk Containers Product Series into the Thailand market.

Looking ahead to 2024, industries are expected to promote new green initiatives and low-carbon development in day to day operations. At Loscam, we will continue to incorporate green initiatives in our operating markets that drive long term sustainable equipment pooling for our customers and supply chain partners.

We look forward to further collaboration with more partners and stakeholders to advance the logistics industry, bringing more sustainable and innovative products and solutions for the supply chain and across the industry.

Loscam Board of Director, Senior Managing Director of Trustrar Capital Mr. Derek Wang visits Wang Noi Super Depot in Thailand



MR. DEREK WANG

On 25th April 2023, one of our Loscam Board of Directors, Mr. Derek Wang, Senior Managing Director of Trustrar Capital (formerly known as CITIC Capital Partners), made a site visit to Wang Noi Super Depot located in Ayutthaya, Thailand. He was accompanied by Loscam Group CEO, Sirin Limpaitoon and EVP for SEA, Kenny Tan, and given a tour and briefing of the depot operations by Loscam Thailand GM, Somsak Nattakrannuwat and Head of Regional Operations for SE Asia, Kusol Kiatsommart. The Loscam team also presented key insights of the Thailand business, outlining its performance management, market information, environment, and forward-looking assessments.

As part of the tour, Mr. Wang witnessed the live operations in Loscam SEA's largest 24/7



DEPOT VISIT AT WANG NOI SUPER DEPOT IN THAILAND

depot, equipped with semi-automatic pallet repair lines that manages the highest throughput amongst our depots in Thailand. The team walked through the unloading, sorting, repair, painting and related operational processes. Mr. Wang showed a great interest in understanding the value that Loscam brings to the supply chain. Somsak shared, "Loscam Thailand started operations with less than 10 employees and has since grown to over 500 team members today, along the way establishing itself as the leading pooling solutions provider in Thailand."

Sustainability has long been a priority for businesses in supply chain, and reusable

logistic packaging has played a major part towards such initiative. Sustainable packaging isn't only about using recycled material or less packaging but also optimisation of equipment flows and efficiencies in the supply chain to achieve minimal environment waste impact.

Somsak added, "We continue to see growth in pooling and will expand our service offering and network in Thailand. We are also in the process of expanding our product offering and bringing more innovation to further enhance and deliver quality service to our customers. Working together with our valued customers and partners, we are confident the industry will achieve supply chains that are more resilient and sustainable in the future."

ANZ ROADSHOW 2023: BREAKING DOWN BARRIERS AND FOSTERING A SENSE OF BELONGING IN THE WORKPLACE



DURING JULY 2023, DANIEL BUNNETT, EVP OF LOSCAM ANZ, CONDUCTED A REGIONAL ROADSHOW.

The roadshow travels across 13 of our depot facilities and includes every shift and employee of Loscam Australia and New Zealand. Participation of these sessions saw varying sized team, from as many as over a hundred in our larger depots like our ones in New South Wales and Victoria, to as small as 4 team members from our Tully depot in North Queensland. The purpose of the annual roadshow is a great opportunity to provide a general business update, whilst also for Daniel to recognize many service awards and other achievements in person.

Daniel first started the initiative over 10 years ago and spoke about the differences over the years. The roadshow many years ago could be completed in just over a week, however with the business growth across both Loscam Australia and New Zealand and the expanded operation networks across the regions, it now takes a full three weeks to meet every shift and team member.

We caught up with Daniel to give us an update about his 2023 Roadshow, he shared with us the impact and insights of his 3-weeks journey.

WHICH ISSUES WILL BE THE FOCUS OF THE 2023 ROADSHOW'S KEYNOTE SPEECHES?

It does vary a lot across offices and departments but for me the most meaningful and engaged discussions are generally around staff safety and wellbeing. Our operational environments are hazardous with many risks present. As a training tool, I always share CCTV footage of mishaps or near misses. Thankfully, these mishaps are becoming less common, but we can never become complacent.

HAS THE ROADSHOW HELPED TO IDENTIFY ANY PRIMARY BARRIERS AND HOW TO PITCH FOR A SOLUTION?

In my opinion, our business cannot effectively be run from a helicopter viewpoint and it's both complex and unique. It demands direct engagement with local teams and customers. This is a major factor why we have maintained local state/country teams that interact with local customers on a daily basis and can respond quickly to requests. It is imperative that the employees working in our regional offices have close ties to the markets we serve.

ARE THERE ANY STANDOUT FEATURES THAT DISTINGUISH THE 2023 ROADSHOW FROM THE OTHERS?

It was wonderful to meet a lot of our new hires who had lately joined our team, as Covid had momentarily interrupted our roadshows. There was an abundance of encouraging input regarding their first impressions and passion for the Organization. I know we have something special at Loscam but hearing it from so many newly joined family members does count for a lot.

DO YOU HAVE ANY MESSAGES YOU'D LIKE TO SHARE WITH US?

There is no doubt the process of visiting 13 facilities and presenting to multiple shifts over 3 weeks is taxing. Technology allows me to do this remotely or even do a single business update, record and allow staff to view in their own time. This would save significant time and money. However, what is sacrificed is the ability to meet our team members, share a coffee, hear of their experiences good or bad and cover their questions. By being present it creates familiarity and comfort which enables meaningful communication. On this basis alone I will ensure it's a commitment that will continue.

**"We take our Safety Serious
Because of our People"**

LOSCAM, GOES BEYOND PALLET RENTAL: ADDING VALUE TO THE SUPPLY CHAIN

THE TREND FOR FOLDABLE IBC CONTAINERS IS INDICATING STRONG GROWTH

Loscam started as a pallet business in Australia in 1942, with the business growing rapidly working collaboratively with customers mainly from the FMCG, food manufacturing and grocery retail sectors. To bring more value to a wider diverse supply chain, Loscam increased its focus in exploring new innovative products and solutions to meet different market needs as well as to create further efficiencies in the supply chain.

Starting from the 1990s, Loscam Australia's product portfolio expanded from pallets to bulk containers like rigid bins, Gpak stillages, and intermediate bulk containers (IBC). Given the potential and market demand for bulk containers in key sectors like food & beverages, pharmaceuticals, and automotive, returnable packaging has provided an alternative to traditional forms of equipment by providing safe and hygiene bulk packaging solutions that ensure the integrity and safety of products. Cost savings and operational efficiency are driving the adoption of such products from Loscam.

In early 2023, Loscam carried out a strategic product launch project to bring our IBCs and solutions to the SEA region.

EQUIP THE TEAM WITH KNOWLEDGE: MAP PRODUCT TRAINING TO THE CUSTOMER JOURNEY

With the ANZ team's extensive experience in bulk containers and solutions of over 30 years in the market, our ANZ team conducted a cross-country product study tour for our SEA team. Country managers and sales team from Thailand, Malaysia, Myanmar and Indonesia, including our corporate team from Hong Kong participated in a 5-day Loscam Bulk Containers Study Tour in Australia.



ANZ team introducing IBC 16



Australia Hampton Park Depot
IBC and Pallets on truck

The 5-day tour was an intensive training program, incorporated with informative product walkthroughs, depot tours, customer and vendor site visits as well as live demonstrations of daily operation procedures. The tour aimed to educate and share experience with SEA teammates on the company's bulk containers, and provide the team with an in-depth understanding of the full scope of Loscam ANZ's products and services, including product features, value and benefits.

PASSION AND DEDICATION SPARK INNOVATIVE PRODUCTS & SOLUTIONS

The tour kicked off with an extensive product training session at Hampton Park, Melbourne, one of the busiest depots for Loscam Australia managing a wide range of product operation, including wooden and plastic pallets, IBCs, GPAK and foldable bins.

The Australia team included State Managers, Customer Solutions Team, Operations Team and our Product Repair Specialists who participated in the tour to support the product with walkthroughs and demonstration session. Apart from learning about the products, the Australian team also shared their experience with customers, and how our products and services provide better solutions to market alternatives.

Another valuable session was presented by Daniel Burnett, EVP of Loscam Australia and New Zealand. He shared the history of Loscam's product milestones and his invaluable experience with us. "One very important element for the success in all our product launches of Loscam, we always look for a product that is able to be pooled. We make sure the product is fit for the entire supply chain, from upstream manufacturers to warehousing and 3PLs, to downstream retailers."

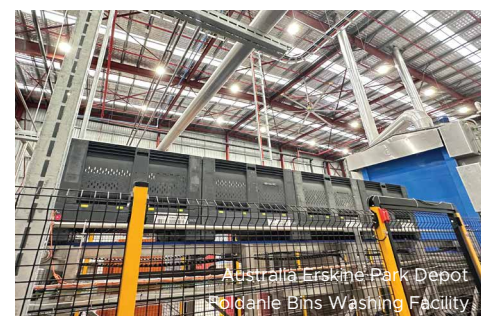
PLANT TOUR AT LOSCAM'S CUSTOMER SITES: REAL PRODUCT EXPERIENCE IMPLEMENTS EFFECTIVE PRODUCT KNOWLEDGE AND OPERATIONS MANAGEMENT.

The team also organized three customers' site visits, including to two of Australia's leading brands at their factory and a one raw material manufacturer's factory. These visits allowed the team to witness live demonstration of how an IBC goes from loading to unloading, filling to discharging, and transporting in the value chain. The insights gained from these visits was invaluable, allowing the team to build deeper and better understanding of the product usage in customer's daily operation.

The SEA team is grateful to the Australia team for arranging a comprehensive and valuable study tour which provided a solid foundation to the SEA team as it moves to launch such products in their local markets.



ANZ team introducing Foldable Bins



Australia Erskine Park Depot
Foldable Bins Washing Facility

LOSCAM BRINGING NEW BULK CONTAINER SOLUTIONS TO THE VIETNAM AND THAILAND LEADING LOGISTIC EXHIBITION

The LogiMAT | Intelligent Warehouse (2023)

Increasing supply chain sustainability with innovative logistic packaging and Pooling Solutions



LogiMAT | Intelligent Warehouse was held in Impact Exhibition & Convention Center Bangkok from 25 to 27 October 2023. The event returned bigger than ever, with a doubling of exhibition space to cater to more than 100 local and foreign brands and companies across various industries. Loscam Thailand exhibited at the 3-day event, displaying and introducing Loscam Intermediate Bulk Containers (IBC) I6 and I8 for the first time at the exhibition.

The exhibition attracted high traffic of visitors. Loscam promoted our pallet and other equipment pooling solutions, demonstrating how it can deliver efficiency and optimisation in the supply chain.

During the event, we received interest in our standard Wooden pallet, and explained how it can be a fit for automation and ASRS operations, one of the main supply chains trends in Thailand. Several exhibitors at the exhibition were automation / ASRS service providers. This is amongst the focus of companies to be less labour intensive, learning from the disruption of labor shortage during the pandemic. Accounting for market demands, our wooden pallet plays a major role with its high quality, standard size and durability facilitating stable load and safe workflow in daily logistics operations.

In Thailand, many companies still use one-way pallets and face the high cost of purchasing pallets. Cost of timber is expensive and expected to continue increasing due to its scarcity. Not to mention single-use wooden pallet are usually made from low quality timber and result in many operational and logistic inefficiencies and waste including non optimisation of space/storage and product damage being the main ones.

The use of reusable, repairable and recyclable packaging allows a much longer service life and enables significant "source reduction". It helps customers to achieve the goals of a green supply chain as well as to reduce their overall environmental impact by replacing single use pallets and containers in their supply chain.

Intermediate Bulk Containers provide superior performance and durability. Demonstrate significant environmental benefits and commitment to sustainability.

Loscam foldable containers are part of our pooling solution models. It provides an alternative to customers transporting liquids as well as machinery and automobile parts. During the exhibition, customers showed keen interest in our IBCs, and our team demonstrated the product's usage, explaining the benefits to our visitors. The team received large amounts of positive feedback and interest for our IBCs.

Loscam IBCs are equipped with features that reduce handling, loading and unloading, and with the usage of our liner bags it has higher hygiene and protection during the filling to decanting process. Customers were also impressed with the foldable side wall which makes the filling and decanting process easier while reducing product waste. In addition, our IBCs are equipped with a four-way entry pallet bottom and collapsible function, it can be piled up to save truck space for reverse logistics. The product features are designed to offer process efficiency, saving labor time at all stages, reducing logistics costs and environmental impact ultimately to maximize customer's benefits.



Loscam IBCs are repairable. It's unique and innovative design allows parts to be replaceable, optimizing the life span of the product. It outperforms competing rigid IBCs, and other single use load carriers in the market in terms of environmental impact, including fossil fuel use, greenhouse gas emissions, and water use.

The team is immensely proud to bring Loscam Foldable IBC containers and pooling solutions to the Thailand market. The benefits are not limited to customers but also the environment with our commitment to sustainability, driving a more efficient, seamless eco-supply chain.



Vietnam International Logistics Exhibition (VILOG) 2023

Contribute to a sustainable supply chain: Moving Products with repairable and reusable packaging

Loscam participated in The Vietnam International Logistics Exhibition 2023 (VILOG) from 10-12 August 2023 at Saigon Exhibition and Convention Center, Hochiminh City. It featured 345 booths by 250 companies from 22 countries and territories, displaying products, services, and the latest technology in the field of logistics, IOT, transport and forwarding, and warehouse systems.

The event marked Loscam's first time showcasing Loscam bulk containers IBCs in Vietnam. It provided the opportunity for the team to meet customers, demonstrate our products, and showcase our supply chain pooling solutions.

The logistics industry in Vietnam is one of the fastest-growing in the Asia-Pacific region. By providing value-added pooling solutions, Loscam can help companies optimize their operations, reduce costs, and improve efficiency by streamlining and navigating through bottlenecks in the supply chain.

"The global economy is undergoing one of the weakest paces of growth in 2023, however, there are a number of



companies that are still growing and expanding their businesses, from trading companies to manufacturers and businesses offering new services." said Hoa Do, Sales Manager for Loscam Vietnam.

Loscam is one of the leading pooling companies in Asia Pacific region. Our pooling solutions can assist customers in transitioning to a greener and more sustainable supply chain.

Hoa added, "Vietnam, with the potential to become one of the global leading manufacturing hubs, and with rapid growth of logistics supply chain, we are confident that Loscam's products and pooling solutions will enable our customers to optimize their supply chain operations and achieve more effective and efficient logistics management for their supply chain."



SIRIN LIMPAITOON, CEO OF LOSCAM (MIDDLE) VISITED AT THE SHOW



SIRIN AND THE EM - TAIWAN TEAM AT THE BOOTH

The 28th Taipei Int'L Logistics & IoT Exhibition

Loscam demonstrated their unique Pallet Pooling Solutions and their high-quality pallet series

Taipei Logistics is a major trade show in Taiwan that focuses on logistics and the Internet of Things (IoT). This annual event was a 4-day event, from 23rd to 26th August 2023. The event highlighted the latest advancements in logistics and cold chain technology, covering a complete industrial chain brought together 92 leading brand exhibitors from both domestic and international logistics sectors, attracting over 135K visitors. Loscam successfully exhibited in the event, showcasing our high-quality reusable logistic packaging and pooling solutions.

Patrick Chan, VP of Loscam Emerging Marketing shared to us, "The event offered a productive environment for us to present our products and services to the key players in Taiwan's logistics and cold chain industry. Loscam has been participating in the event annually, which has been a great platform for us to establish a close connection with our customers, to further discuss about the latest developments and the pain points of daily operations in their supply chain, and working on customized pooling solutions for customers, laying a strong foundation for a future partnership."

"We also learned from the event that many industry specialists are highly interested in our repairable plastic pallet. Depending on the extent of the damage, it can be repaired at a much lower cost than replacing the entire plastic pallet by



replacing the damaged parts without having to discard the equipment. Additionally, the design of our PP2 withstands impact in many different and harsh transport and warehouse environments, which also facilitates greater efficiency in supply chain management."

Loscam Repairable Plastic Pallet (PP2) has a high-performance specification, it is manufactured with high-quality recycled polymer, molded with an anti-slip surface and comprises multiple components – a nestable and stackable heavy-duty plastic pallet, making it hard to break but easy to repair. It is also designed to fit for the automated storage and retrieval system (ASRS), to offer customers an alternative of using a high standard of hygienic, safe and robust plastic pallet. Ideal for high reuse in the most demanding environments.

LOSCAM Continues to Support the Sustainable Development of The Banana Supply Chain



Loscam was once again proud to be the primary partner and the exhibitor of the 2023 Australian Banana Industry Congress. The biennial event, 2023 Australian Banana Industry Congress was held last month in North Queensland Australia from May 17 – 19. More than 450 industry experts from around the nation gathered at Cairns Convention Centre to bring together growers, wholesalers, marketers, researchers, and suppliers in the value chain to discuss ensuring sustainable development for Australian Banana Industry.

Since Loscam first developed its Tully facility in 2006 to support the nation's most loved yellow fruit, Loscam has been closely working with banana growers, logistic companies, and those involved in the industry over the years. North Queensland accounts for approximately 94 percent of the nation's banana production, where we have a strong customer base and continuously collaborate with customers to support their supply chain, remove barriers, and improve the global supply chain disruption of pallet supply.

Irene Radford, Loscam State Manager for Queensland Australia was thrilled about the success of the 3-day event, "It was a great time to catch up face to face with Loscam customers and people in the supply chain, to share market updates, ideas and the challenges faced by the industry over the past years of the pandemic time. By meeting up with the key accounts customers we are able to address and understand the challenges occurring in the supply chain. We are continuing to work tirelessly in ensuring our customers' confidence around ongoing reliable pallet supply in the pool, and also to unlock more value for our customers as we build upon our already deep relationships across the nation's banana industry."

Looking forward, Irene said although the challenging times of the pandemic are still not over, the team continues to maintain existing interventions in ensuring the existing customer base is best protected and offering new innovative alternatives for various customers' needs. "We're currently working with a valued

customer interested in our latest LB750 Foldable Bin fitted with the IoT OG network track and trace device." Irene is excited about the upcoming trial for the customer with their downstream manufacturer plant. She added, "Loscam's Track and Trace Solution not only provides live location details but also accurate detail of the supply chain environment including temperature and shock sensing. For our customers who are using our bins for transporting their frozen bananas, our devices can be set up with alerts when temperatures rise or fall outside a particular range. Customers will benefit from the ongoing improvement like cost and connectivity, with the aim of assisting our customers to achieve a sustainable cost-effective, and efficient daily operation management."

The 2023 Australian Banana Congress has provided great networking opportunities for the stakeholders and experts of the industry to connect and gain insights on market updates. With the focus on ensuring a sustainable and profitable future for the banana industry, to continue to make bananas the country's favourite yellow fruit.

Hong Kong Pink Walk 2023: Pink Walk for Breast Health



Corporate team wearing Pink to step up for Breast Health

On October 15, Loscam Corporate team took part in the Hong Kong Breast Cancer Foundation's (HKBCF) yearly signature fundraising event, Pink Walk 2023.

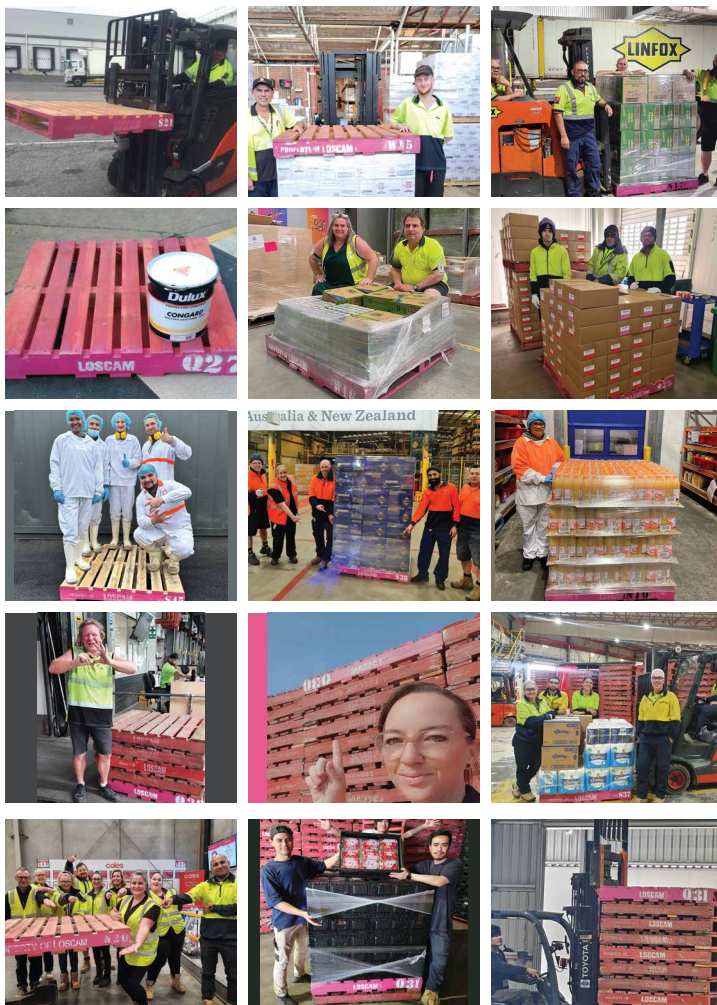
Nearly 2,000 people participated in the pink walk, and our team that brought along their pink-clad family members successfully finished the walk.

The team is thrilled to be able to support the work of HKBCF and help more women become free from the threat of breast cancer, which will contribute to the development of a better and healthier Hong Kong. It was an incredible and meaningful Sunday charity walk.

#LOSCAMPINKPALLET 2023



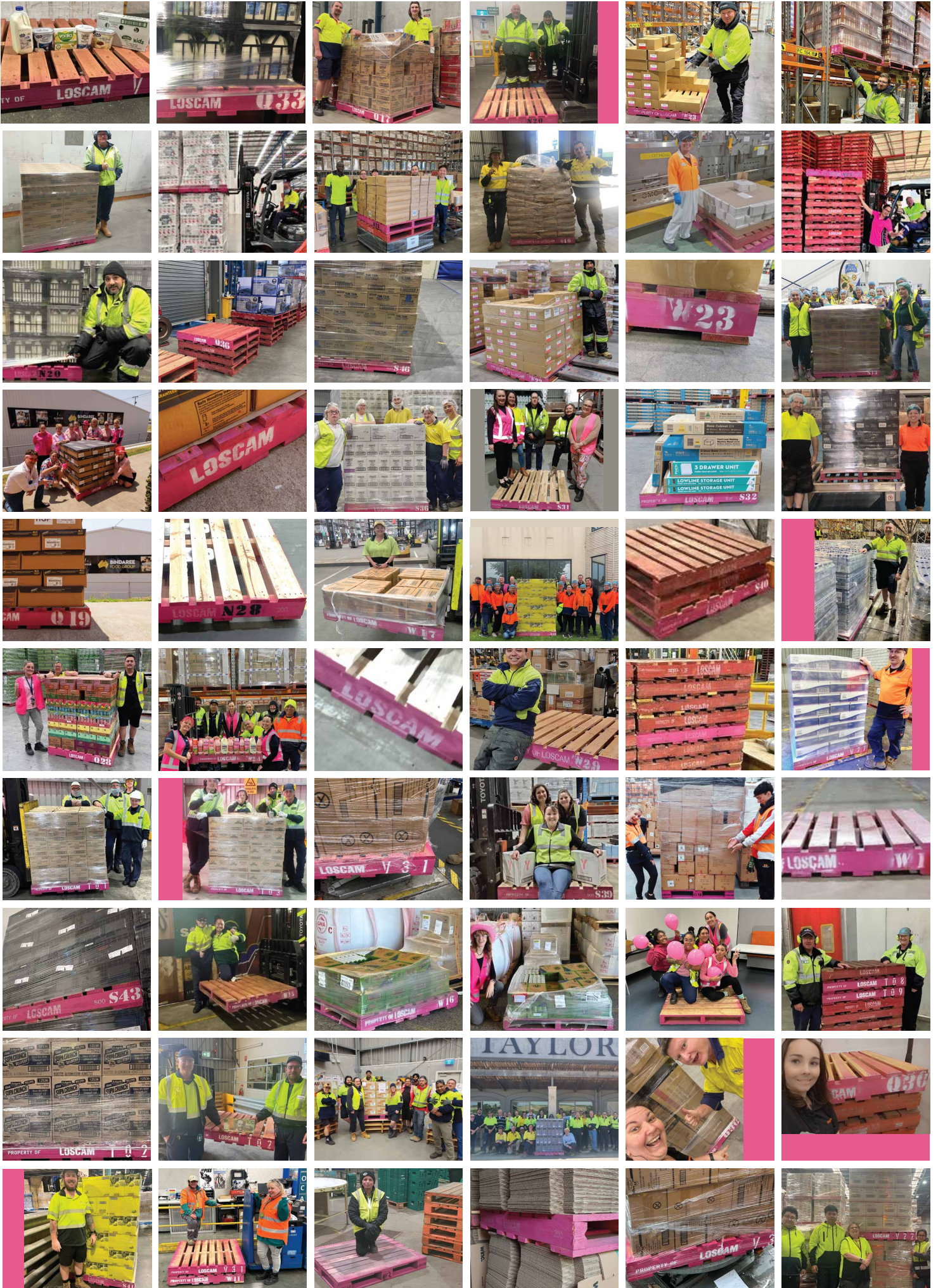
Marks 8 years in the fight against breast cancer THANK YOU FOR YOUR SUPPORT



At the start of October, Loscam kicked off the annual signature charity event “#Loscampinkpallet” Campaign for the eighth year running in ANZ, our community fundraising initiative has backed the global campaign “Pink October” to fight against breast cancer and increase awareness in the local community.

With the support of our CSR committee and all the ANZ team members including our operation teammates, we are all thrilled to see a massive increase in the number of customer sightings of our pink pallets in their supply chains, along with increased merchandise sales during the Loscam Pink Pallet 2023 campaign.

There was great excitement and thankfulness among our ANZ CSR Committees to see how the campaign has continued to generate awareness and support for the Nation Breast Cancer Foundation of ANZ.



LOSCAM Recognition Program Thanks!



EVP AWARD WINNER: STEPHANIE BRACKEN



SAFETY AWARD WINNER: POLLIE TALOTO



LRP AWARD NOMINEES AND AWARDEES OF 2023 WITH LOSCAM SENIOR MANAGEMENT TEAM

ANZ EVP and Safety Awards Winners Announced: Honoring Professional Excellence

The Loscam EVP Award was first established in 2013, ten years ago, as a sincere way for the business to express its gratitude to its employees for their outstanding performance. Because safety has been such a major priority over the years, Loscam ANZ has introduced a new safety award for the team this year. This is significant because it will help our personnel, and anyone involved in operations, understand how vital safety is. The winners of the EVP and Safety Awards were revealed on a Wednesday evening in Melbourne Australia.



Loscam EVP of ANZ, Daniel Bunnett

Loscam EVP of ANZ, Daniel Bunnett kicked off the annual LRP Celebration Ceremony with an opening speech, "This is always my favorite night of the year for Loscam. First of all, the initiative of this EVP Award is to recognize some high performance within our organization. And this is also an evening that celebrates our amazing diversity and brings team members and their partners from various cities and departments together."

Daniel also expressed his gratitude to the team, "our nominees are amazing contributors to our business, and they have distinguished themselves in a number of

different ways. Whether through continued dedication, loyalty commitment to Loscam, and extraordinary custom focus, finding an innovative solution to a problem, improving efficiency, saving money, making sure our workplace is safe, as well as showing a great can-do attitude. We do really value these qualities, and the evening is our small way of saying thank you."

On the night, it is always an honor to have Loscam CEO, Sirin Limpaitoon and Loscam CFO Linda Tsui as the important guests. Sirin was delighted to meet the ANZ team again personally, after 4 years of COVID disruption. "It was a great time to see how our business not only survived the crisis, but to see it growing stronger than ever before. Great people always deliver great results."

EVP AWARD WINNER: STEPHANIE BRACKEN, SALES EXECUTIVE FOR MANUREWA, NEW ZEALAND.

The Loscam 2023 Annual Recognition EVP Award recipient, Stephanie Bracken, Sales Executive for Manurewa, New Zealand. Stephanie is well-deserved for her excellent work on securing one of the biggest users of IBCs in New Zealand. The account has reached in both New Zealand and Australia, Stephanie has received high recognition from customer, acknowledging her hard work in building strong trust and has made the transition seamless. Stephanie has shown great strategic focus in her work and terrific alignment to our other product focus and demonstrated her understanding of the importance of IBCs to ongoing success. Stephanie accepted the award from Daniel with great gratitude and share the praise for the outstanding collaborative teamwork that took place in both Australia and New Zealand.

SAFETY AWARD WINNER: POLLIE TALOTO, SHIFT SUPERVISOR FOR ERSKINE PARK DEPOT, NSW, AUSTRALIA

Pollie Taloto has received the EVP – ANZ 2023 Safety Award, for his swift actions in responding safely to a fire at the Erskine Park Depot, applying his training to select the correct fire extinguisher to put the fire out safely. This lessened the damage to property, kept all the employees safe. Pollie made all the correct decisions in his actions, kept a cool head when needed, and no doubt his actions and quick, decisive thinking avoided a potentially catastrophic safety incident.

CONGRATULATIONS TO OUR 2 AWARDEES, LOSCAM CONTINUES TO PLACE GREAT IMPORTANCE ON ITS PEOPLE, AS WE STRIVE TO BUILD A BETTER WORKPLACE.

Daniel wrapped up the celebration ceremony, "it was a pleasure to host the nominees and their partners in Melbourne and was wonderful to see the hard work of the team recognized. We congratulate all those who received thanks awards and the finalists who joined us at the event. The committee and I look forward to hearing of the continuing great work of the Loscam ANZ team and seeing many more thanks nominations!"



Loscam SMT and ANZ Regional and States Managers Team