

CORPORATE

PEOPLE. FOOD. CONNECTION.

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A FULL-SUITE MARKET ENABLER FOR EVERY FOOD BUSINESS

DPO International is a leading specialised food distribution company with an established presence across Southeast Asia and China. We are a full-suite market enabler for food businesses looking to enter and expand into China, Indonesia, Malaysia, Philippines, Sri Lanka, Thailand, and Vietnam.

For 30 years, we have worked with both international and local food brands offering them our unrivalled experience and expertise in the food industry. Through our 4 dedicated divisions - Industry, Foodservice, Retail, and Consumer, we serve our partners and customers via 8 specialised services.

OUR VISION

To be Asia's leading full-service food distribution company.

OUR MISSION

To be the connection across all levels of Asia's food supply chain that fulfills our customers' needs, whatever they may be, through a comprehensive list of services that is supported by an in-depth knowledge of local markets.

OUR INDUSTRY EXPERTS

There is no better catalyst for societybuilding than gatherings around a table full of tasty food. It builds meaningful connections and sparks significant conversations.

> DANIEL PANS GROUP CHIEF EXECUTIVE OFFICER EXECUTIVE COMMITTEE



HARRY CHONG GROUP CHIEF FINANCIAL OFFICER EXECUTIVE COMMITTEE



INNEKE F. TJAKRADIDJAJA GROUP CHIEF COMMERCIAL OFFICER EXECUTIVE COMMITTEE



ARNAUD RONSE GROUP CHIEF TECHNOLOGY OFFICER EXECUTIVE COMMITTEE Effective global supply chain management is all about agility in responding to unprecedented changes.

TIFFANY NGUI SENIOR REGIONAL MANAGER

SUPPLY CHAIN MANAGEMENT

Our scientific & regulatory expertise with innovative capabilities navigate new development and uphold food safety and quality assurance for the food industry.

> LEONG HAN YIN SENIOR MANAGER SCIENTIFIC & REGULATORY AFFAIRS

 Marketing is all about imaginative yet well-crafted strategic communication.

AMANDA NG REGIONAL MANAGER MARKETING

OUR CORE VALUES

INTEGRITY.

We hold ourselves to the highest ethical standards. This means promises are always honoured, ensuring that trust is never eroded.

FORWARD-LOOKING.

We embrace technological advances and new methods of overcoming challenges, progressing with time and changes in the market while focussing on continuous and incremental improvements.

PROACTIVENESS.

We believe in taking charge of our own future and making the best of every situation. Every successful outcome is achieved through hard work and smart work.

DIVERSITY.

We respect the diverse cultures and lifestyles of our employees and stakeholders. We thrive on openness, understanding, and teamwork.

PEOPLE.

We recognise the value of people, not just our employees, but also individuals whose lives may be impacted by our business decisions, whether in big or small ways. Having the best interest of our stakeholders at heart, we are driven to always do and give our best to our business partners, customers, and the communities we are present in.



We emphasize the importance of effective rules, regulations, policies and practices in an organisation, and that they are understood and applied across all our offices.

> SIEW MEI REGIONAL LEGAL MANAGER FINANCE & LEGAL

 You don't build a business. You build people and then people build your business.

> MIKE LOW REGIONAL MANAGER HUMAN RESOURCES MANAGEMENT

COMMITMENT.

We remain committed to the communities we are present in, through our unwavering responsibility towards the environmental and social fronts.

ENHANCING THE FOOD SUPPLY CHAIN AT ALL LEVELS

OUR DEDICATED DIVISIONS

Our business is centred on connections across the food supply chain. We achieve this through our four dedicated divisions that effectively bring together all parties involved.from manufacturers to end consumers.

INDUSTRY

We collaborate with leading food manufacturers, using their innovative products in our labs to provide cutting-edge solutions to food businesses of all sizes.

Our sales departments:

- Baby food
- Bakery & Cereals
- Beverages
- Confectionery
- Dairy
- Fruits, vegetables & spices
- Health food



- Oils & fats
- Ready-to-eat & ready-to-cook food
- Snacks

Animal nutrition

regulatory support.

Our sales departments:

Catering & canteens

Entertainment facilities

Transports

HORECA industry and related

Coffee shops, cafes & bakeries

Hotels, restaurants, bars & bistros

QSR (Quick service restaurants)

FOODSERVICE

We provide a world-class foodservice supply chain management for the businesses, including logistics and

Our sales departments:

- Specialty shops
- Dry & wet markets
- Sports & recreation centres
- Wholesalers & traders

MORE THAN A FOOD DISTRIBUTOR

Our capabilities and expertise stretch beyond distribution. We listen to the needs of our customers and are ready to fulfill customised order requests.



FOOD.

Food is our medium and our means for touching people's lives. It is our business and our forte. In our ambition to be the leading food distribution company in Southeast Asia, we strive to be at the forefront of all levels within the food supply chain, from purchasing of ingredients from manufacturers, to shipping, storing, selling, distributing, marketing and developing new product innovations.

RETAIL

We distribute global food brands to regional retailers, and are able to introduce new foreign brands via comprehensive marketing strategies.

 Healthcare & wellness providers Convenience stores & petrol kiosks Hypermarkets & supermarkets

CONSUMER

We assist partners in reaching their full online potential with a comprehensive e-enablement facility, ensuring consistent brand experiences for customers anytime, anywhere.

Our sales departments:

Lazada

- Shopee
- Tokopedia
- Qoo10
- PGMall
- PGMall
- Bukalapak
- BIGBox Asia
- and many more...

Our clients' requirements are as diverse as the cultures and communities we operate in. We understand the need for a tailor-made solution to transform your business objectives into reality. Our eight services are backed by our FBi team, made up of professionals in each respective field, ready to help you achieve your goals.

OUR 8 SERVICES



WE BUY

- Product Sourcing
- Market Entry Assessment
- Price Negotiation
- Production Auditing
- Payments Processing

HALAL

WE COMPLY

Label Review
Product Registration
Halal Application
Local Regulations
Import/Export Documentation



WE SHIP

- Transport Documentation
 Packaging Advise
 Customs Clearance
- Haulage To Port Of Loading (POL)
- Shipment To Port Of Discharge (POD)



WE STORE

Demand Planning
Haulage To Warehouse
Incoming Cargo Handling
First-Expired-First-Out (FEFO)

Order Picking



WE INNOVATE WE MARKET

- In-store Promotions
- Social Media Management
- Product Seminars & Tastings
- LabellingScientific Support

• Localised Food Concepts

Customised Formulation

Customised Packaging

Materials Design Services
 Application Demo

FBi refers to our Food & Beverage Intelligence team. Consisting of experts from 8 Specialised Services, we are ready to provide you with solutions whether it is bringing new food innovations to life, navigating regulatory requirements or exploring new distribution channels.

CONNECTION.

"Food Brings People Together". No other expression rings truer at DPO International. As a cross-border organisation with our footprint in communities across Southeast Asia and China, we position ourselves as the link between players in the food industry. This includes manufacturers, foodservice, retailers and consumers. Additionally, our ties with local authorities is key in our ability to connect international partners to the local markets.

TAILORED TO YOUR NEEDS

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WE SELL

- Dedicated Sales Teams
- Sales Progress Reports
- Local Currency & Payment Credit
- Online Sales



WE DISTRIBUTE

- Last Mile Delivery
- Order Processing
- Cold Chain Management
- Complaints Management
- Cash Collection



Our vast logistics network, made up of more than 35 warehouses located in 7 countries across Asia, means that you will have access to an unrivalled distribution solution wherever you need your goods to be. Strategically located close to population concentrations, our network of distribution hubs allows for shorter transportation distances, thus reducing carbon emissions and ensuring food products and ingredients reach their destination quicker, fresher, and whenever you need them.

COLD-CHAIN CHAMPIONS

Maintaining suitable conditions for food in the Southeast Asian climate can be challenging. A specialist of cold chain management, we ensure that temperature-sensitive food products are kept in optimal temperature, humidity, and air quality throughout the entire distribution process from shipping to storing and delivery.

FrozenChilledA/CDry (Ambient)Specific Temperature	re
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OUR EMPHASIS ON AN EFFECTIVE SUPPLY CHAIN

TRACEABILITY

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The ability to identify, track and trace a product as it moves along the supply chain is vital in complying with regulations and minimising risk.

HYGIENE Maintaining hygienic conditions as food passes through various locations from origin to destination reduces risk of contamination.



QUALITY CONTROL

Quality control in the supply chain is critical for maintaining a competitive edge in the marketplace and reducing operating costs.



FEFO

Our First-Expired-First-Out practice ensures products reach end users before its expiry date, thus reducing wastage.

P CONNOISSEURS OF FOOD CONNECTIONS



OUR HOMEGROWN BRANDS

DPO International came across as

a professional and reliable business partner

who we could work with to expand our food service business in Malaysia. Their wide market coverage and strong sales team has helped us to gain good results in the first year of partnership.



GROWING THROUGH PARTNERSHIPS

We have had the opportunity to journey with some of the most prominent companies in the food industry. Here's a sampling of what they have to say.

DPO International has played an exceptional role in BENEO's expansion into Asia Pacific since we began working together over 20 years ago. Our relationship has since burgeoned into

a strong partnership with full trust in each other.

We look forward to celebrating future milestones together.



DOMINIQUE SPELEERS Executive Board Member

Since 2018, our partnership with DPO International has helped us

develop a local sales and distribution system

and regulatory support for our customers. We now have locally trained teams in Malaysia, Indonesia, Philippines, Thailand, and Sri Lanka.



REMI REGUERO Business Development & Technical Director DPO International has been a partner of Hexagon Nutrition for over 18 years. If I have to describe them in a single word, it would be

> "trustworthy". HEXAGON NUTRITION[®] Managing Director

We are very happy to have DPO International as our partner. They are well connected, have market intelligence and are

experts in their fields.

All these lead to a very successful partnership.



DPO International is a highly valued distributor in Malaysia for us. In the last financial year (2021/22), we recognise their contribution to our Ovomaltine brand in Malaysia with a

> 100% revenue growth. the highest among Ovomaltine International Markets.



VIKRAM KELKAR

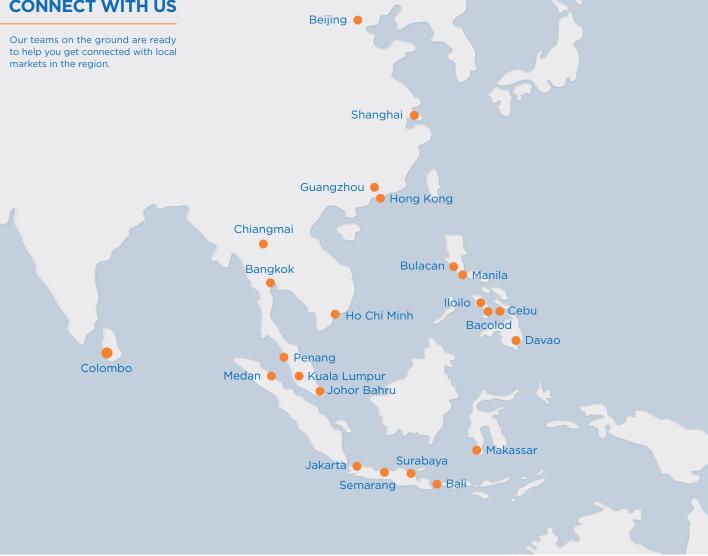
CHRISTIAN SCHINK

Global Food Division Manager

KIEN SOO

Export Manager





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