



## Our Asia Pacific Network

The IDS Group has built an extensive Asian network of offices and operations covering our three core businesses of Marketing, Logistics and Manufacturing. Behind this business network, it is our People and Technology Infrastructure that drives Visibility, Velocity and Value. Our business model is designed for scalability and reliability, and capable of supporting rapid business expansion.

- In Logistics we have a comprehensive network which includes more than 50 strategically located distribution centers and depots across Asia. This is well complemented by our deep and extensive in-country transportation and international logistics network.
- In Marketing we have well established multi-channel distribution networks across Asia covering hypermarkets, supermarkets, convenience stores, as well as mom-and-pop stores and corner groceries. Our healthcare channels cover hospitals, pharmacies and clinics.
- In Manufacturing we have centers of excellence that produce Food & Beverage, Home & Personal care and Health & Beauty products. We focus on responsive, demand-driven production and provide manufacturing know-how with stringent quality control and assurance.



## Integrated-Distribution Services

# Our Value Proposition

### A Menu of Services along the Value-Chain



- A strong Logistics offering as the fundamental enabler, integrating the Value-Chain from Manufacturing to Marketing Services
- A Menu of Services along the Value-Chain underpinned by a deep and extensive Asia-Pacific Logistics and Technology Infrastructure
- A One-Stop Solution of Flexible & Responsive “Plug & Play” from our Menu of Services enabling us to customize services for the local, regional or global needs of our customers

We see distribution not just as the marketing and selling of brands but more as a “Menu of Services” comprising clearly defined, distinct and tangible offerings of value-add. This means that we position our deep and extensive Asia-Pacific Logistics Network as the fundamental enabler of our business. Coupled with our sophisticated regional IT infrastructure, Logistics connects seamlessly with our other two core businesses of Marketing and Manufacturing to form an end-to-end Value-Chain that covers the entire process from procurement of raw materials to delivery of finished goods to end consumer.

In working with our customers, we keep a flexible and responsive “Plug & Play” approach, allowing IDS to customize meaningful offerings from our Menu of Services to meet the local, regional or global needs of our customers. We can provide one or more services to our customers, and at the same time integrate them together when any customer requires a one-stop integrated-distribution solution. We call our holistic approach Value-Chain Logistics.