



CAPLINQ ORDER FULFILLMENT SERVICE

*Giving foreign suppliers a European presence **without** a European entity*



FOREIGN SUPPLIER EUROPE SUPPLY CHAIN PROBLEM SUMMARY

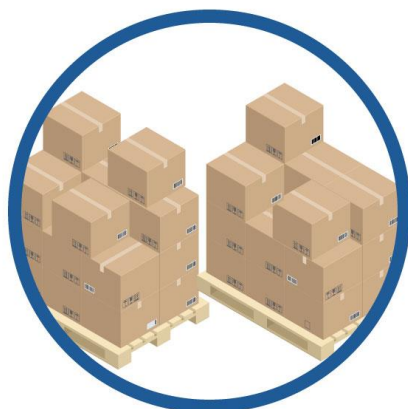
Does this sound familiar to you?

I CAN'T OFFER THE
INCOTERMS MY
CUSTOMERS WANT



*... I just want to offer my products **FOB**, or **EXW my factory**, but my customers want me to deliver the product **DDP**, like all their other European suppliers!*

LOGISTICS IS A **MAZE**
THAT WASTES **TIME**
AND **MONEY**



*... it seems the only one making money on these sales are **UPS**, **DHL** and the customs offices with all their administration fees.*

CUSTOMS, DUTY, VAT,
TAXES, **AACK!**



*... do I need to register a **European entity** in order to have a **European presence**?*

CUSTOMERS PAY **EUR**,
WE ONLY WANT **USD**



*... I pay **bank fees** on every payment that's wired to our bank from overseas, grrrrr. Oh well, I guess that's the **cost of doing business**.*

CAPLINQ SUPPLY CHAIN SERVICE

What is it in a nutshell? The 15 second elevator pitch.

**CAPLINQ
ORDER FULFILLMENT
SERVICE** IS



An incredibly efficient order fulfillment system

+





Specialized in chemicals, plastics, dangerous goods, perishables and aerosols

+



Specialized in importing, customs clearance and distribution throughout Europe

		
Leading-edge technology to manage inventory and reports	✓	✓
Experts in order fulfillment and distribution	✓	✓
Experts in chemicals & plastics	✓	✗
Experts in handling aerosols, dangerous goods & perishables	✓	✗
Warehouse temperatures at -40°C, -20°C, 5°C and room temperature	✓	✗
Experts in European customs clearance and minimizing duties and taxes	✓	✗
Fiscal representative capable of importing goods at production costs	✓	✗
REACH Only Representative capable of handling all specialty chemicals	✓	✗

CAPLINQ ORDER FULFILLMENT SERVICE

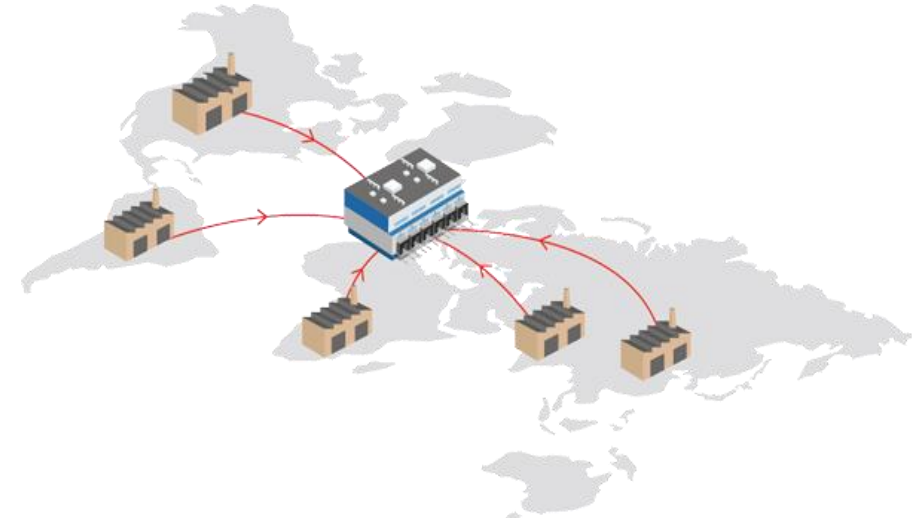
Puts foreign suppliers on a level playing ground with European suppliers

A EUROPEAN PRESENCE WITHOUT A EUROPEAN ENTITY



- ❖ Accept orders directly from European customers
- ❖ Customers pay in Euro, you receive in your currency
- ❖ Sell and ship directly from your European warehouse
- ❖ Keep a local stock to supply customers' JIT orders
- ❖ **All without requiring a European corporation or entity**

USE THE SAME TOOLS AND TECHNIQUES AS MULTINATIONALS



- ❖ Import into Europe against the production cost
- ❖ Offer customers prices **including all taxes and duties**
- ❖ European customers pay no VAT on sales price
- ❖ Sell direct to customers – no agents, no distributors
- ❖ **All from your company's foreign office**

CAPLINQ's Order Fulfillment Service **puts foreign suppliers on par** with European suppliers

CAPLINQ ORDER FULFILLMENT SERVICE

A customer **sales list price** for Europe without paying agents fees or commissions

GENERATE A EUROPEAN SALES PRICE LIST KNOWING EXACTLY YOUR COSTS



- ❖ A fixed price per product for shipping
- ❖ A fixed price per product for Pick & Pack
- ❖ A fixed price per product for storage
- ❖ **EXW factory price + logistics adder = DDP Europe price**

EUROPEAN CUSTOMERS PAY YOU DIRECTLY – NO AGENTS OR DISTRIBUTORS



- ❖ No agents fees, no distributor commissions
- ❖ Receive purchase orders directly from customers
- ❖ Invoice and get paid directly from customers
- ❖ **Sell directly on consignment to European customers**

Take your product sales price **EXW factory**, add a logistics adder and have a **DDP price** to all your European customers.

CAPLINQ SUPPLY CHAIN IN EUROPE

Minutes from the sea/airport, hours from the customer

LOCAL WAREHOUSE MEANS LOCAL STOCK

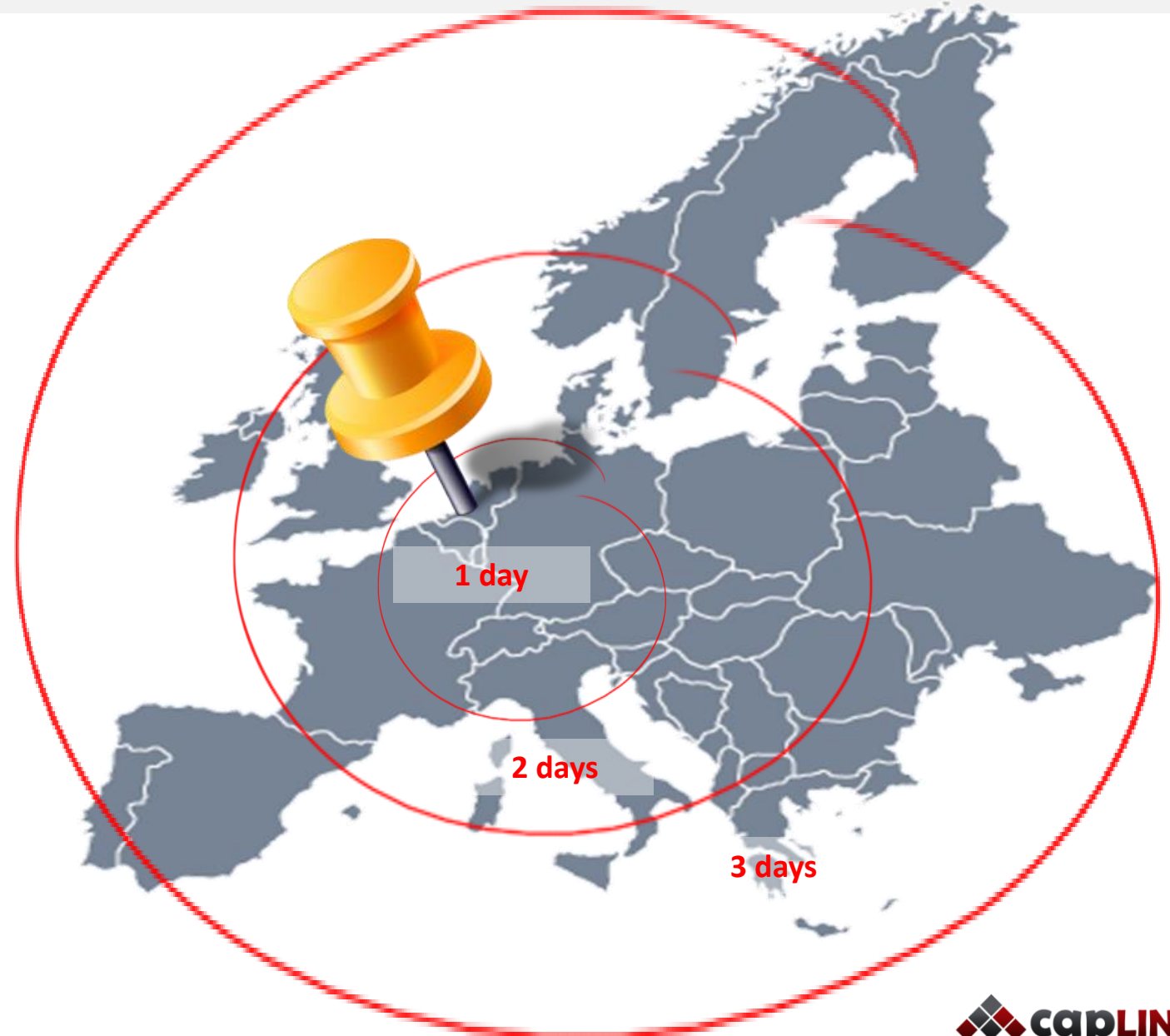
Given the choice, customers always prefer **local stock**.

If your competitors are European, unless you have a skilled market partner, **you won't be competitive**.

CAPLINQ can **deliver!**

75% of customers within 1 day
90% of customers within 2 days and
99% of customers within 3 days.

To your customers in EMEA,
this means local stock.



CAPLINQ SUPPLY CHAIN SUMMARY

Four-part, modular service made up of *inbound shipping, order fulfillment, last mile delivery & warehousing*

1 INBOUND WAREHOUSE SERVICE

BRINGING GOODS INTO EUROPE

CAPLINQ picks up goods EXW supplier factory and arranges all paperwork and shipping documents.

Supplier owns the goods until after they enter the EU. Supplier imports goods against production value or Cost of Goods Sold (COGS) price as a multinational would do.

2 ORDER FULFILLMENT SERVICE

AFTER GOODS HAVE ENTERED EUROPE

A European presence with a European entity. CAPLINQ does customer service, Pick & Pack, Customer Service & Order Process and returns.

Offer goods to customers EXW Rotterdam. No unexpected invoices. Customers don't pay extra duty charges and goods are available for purchase with no sales tax (VAT).

3 WAREHOUSING SERVICE

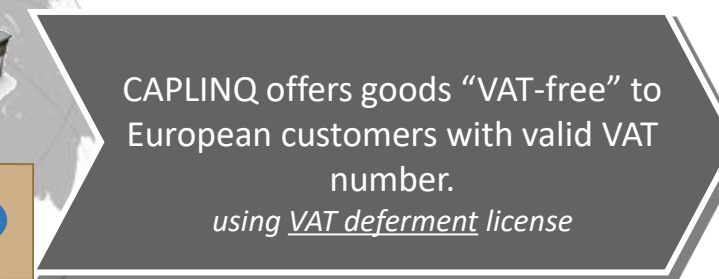
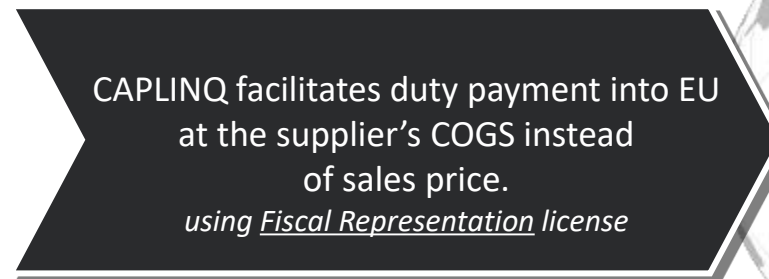
KEEPING GOODS IN EUROPE

Offer JIT delivery while mitigating a production line shutdown. Average 1-2 months stock available at **EXW Rotterdam** prices – duty already paid.

4 LAST MILE DELIVERY SERVICE

BRINGING GOODS TO EUROPEAN CUSTOMERS

Offer "Delivered Duty Paid" (DDP) service to your European customers. CAPLINQ can arrange delivery to customer factory or customer can pick up the goods from the warehouse himself.



Our services are **modular**, meaning each service can be used **independently** of one another

YOUR ORDER FULFILLMENT CENTER IN EUROPE

A four-part, modular, service-based supply chain



1 Inbound Warehouse SERVICE

Freight forwarding from your factory to warehouse in the Netherlands.

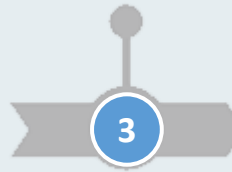
Includes fiscal representation.

Invoiced at time of shipment.

2 ORDER FULFILLMENT SERVICE

Customer service, picking, packing and order entry.

Invoiced per order¹



3 WAREHOUSE STORAGE SERVICE

Secured warehousing in temperature controlled environment.

Invoiced monthly based on total m³

4 LAST MILE DELIVERY SERVICE

From warehouse to customer dock

Invoiced at the time of shipping.



¹ Order fulfillment charge is triggered at the time of order entry, but the invoices are consolidated and invoiced monthly

1

CAPLINQ INBOUND WAREHOUSE SERVICE

What's included in the service?

CAPLINQ's inbound service is comprised of two parts:

1A INBOUND SHIPPING: Physically shipping the goods from factory to the European warehouse

1B WAREHOUSE ARRIVALS: Goods entry and registration into the warehouse

1A. CAPLINQ's INBOUND SHIPPING includes:

- ❖ **FISCAL REPRESENTATION¹** including customs clearance and duty payment²
- ❖ Fiscal representation and reporting
- ❖ Trucking from factory to port
- ❖ Shipping from FOB port to port in the Netherlands
- ❖ Trucking port to warehouse in the Netherlands
- ❖ (Optional) Additional Transport Insurance

1B. CAPLINQ's WAREHOUSE ARRIVALS includes:

- ❖ Unloading, palletizing (if necessary), racking & stacking
- ❖ Administration and Reporting



¹ Fiscal representation is the service that allows the supplier to import and pay duty into Europe without setting up a European entity. If supplier chooses not to use CAPLINQ's freight forwarding carrier, a fiscal representation fee of 0.75% of the import value is applied.

² The inbound shipping service includes the administration of the duty payment, but **not** the duty charge itself

CAPLINQ'S INBOUND SHIPPING SERVICE INFRASTRUCTURE

Cutting-Edge Logistics and Distribution Systems Save Money

CONTAINER SHIPPING



CAPLINQ has regular shipments of 40 foot containers traveling from overseas into Rotterdam. Yearly, CAPLINQ moves **more than 300MT** (metric tonnes) of specialty chemicals and plastics through the Rotterdam port.

AIR SHIPMENTS



Due to the volume of goods moved, CAPLINQ has **preferential rates** and arrangements with UPS, FedEx, DHL and others to move goods directly from the supplier's loading dock to the customer's receiving dock.

TRUCK FORWARDING



Every day, CAPLINQ takes orders and dispatches products from our Rotterdam warehouse to locations all over EMEA. **By refrigerated truck** (if needed), we can reach 99% of our customers **within 72 hours**.

CAPLINQ has **cutting edge logistics** and distribution systems that allow us to ship, custom clear and finally deliver the product to your customers **cheaper and faster** than either our suppliers or their customers.

1A

CAPLINQ'S INBOUND SHIPPING SERVICE RATES

*Inbound shipping charge is based on **service points**, **freight method** & **product class***



The inbound shipping charge is the rate we charge to service goods between any two geographical “**service**” points.

CAPLINQ can offer inbound shipping rates using either **sea freight** or **airfreight**.

The product class determines the specific **shipping and handling requirements** and impacts the inbound shipping charge.

CAPLINQ can handle cooled, frozen, dangerous goods, aerosols, chemicals and perishables.

*The inbound shipping rate is between the **suppliers' loading dock** and our **distribution centers** in Europe*

1A INBOUND SHIPPING INCLUDES FISCAL REPRESENTATION

How CAPLINQ saves money on *tax & duty*

CUSTOM CLEARANCE SPECIALISTS

- » CAPLINQ has a **fiscal representation license**. This allows foreign suppliers to operate as a multinational and import and pay duty against the **Cost of Goods Sold (COGS)** instead of sales price – a significant savings!
- » CAPLINQ uses **bonded warehouses**. Flexibility to determine if and when to import into EU (Particularly useful for countries such as Switzerland & Turkey)
- » CAPLINQ has a **license for VAT Deferment**
No need for your customers to pay VAT on goods



CAPLINQ *uses the legal techniques* known to multinationals *to save money* for smaller companies

OUR INBOUND SHIPPING SERVICE REDUCES DUTY CHARGE

What defines the **duty charge** paid on import? A simplified **example** to illustrate



Duty is levied on goods coming into the EU. Typically it's 6.5% of the **value** of the goods.

Value is typically determined by **sales price**, but CAPLINQ determines value by the **cost of goods sold (COGS)**.

“Whether the goods are worth \$1 or \$1MM, the tax authority demands that the value of the goods be declared and imposes a 6.5% duty”

How is the value of the goods determined?

- ❖ **TYPICALLY:** Based on the Sales Invoice (Sales Price)
- ❖ **CAPLINQ:** Based on the Cost of Goods Sold (COGS)

	Typically	CAPLINQ
Value determined by	Sales Price	COGS
Value of goods	\$300	\$100
Duty paid (6.5%)	\$19.50	\$6.50
Difference	\$13.00/unit	

*This simplified version ignores that duty is also levied on **freight charges** (airfreight is also higher than seafreight) and **insurance**, but these only further support the case.*

1A CAPLINQ INBOUND SHIPPING RATES

CAPLINQ can offer **LCL** and **FCL** shipments with both **sea freight** and **airfreight**

Starting as low as
\$0.22/kg*



CAPLINQ's offers excellent **sea freight** and **airfreight** rates for every product class and from every foreign address to our fulfillment centers

Assumes goods are custom cleared in country of origin for export. If not, add \$250 per shipment



*If supplier chooses **not** to use CAPLINQ's inbound sea freight or airfreight service and uses their own carrier or account to ship to the warehouse, Then a fiscal representation fee of 0.75% of the "Import Value" of the goods is levied for the fiscal representation service.*



1B CAPLINQ WAREHOUSE ARRIVALS CHARGES

Inbound Warehouse charges depend on the item "Size Class" and "Product Class"

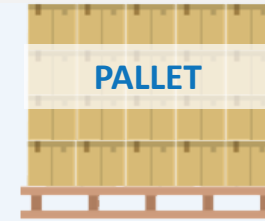
MAILBOX



PARCEL



PALLET



OVERSIZE



ITEM SIZE CLASS	MAILBOX FITS THROUGH MAIL SLOT	PARCEL UP TO 1/8 PALLET	PALLET STANDARD EURO PALLET SIZE	OVERSIZE EXCEEDS EURO PALLET SIZE
Product Details				
Maximum Dimensions (L x W x H in cm)	38 x 26.5 x 3.2 cm	75 x 55 x 45 cm	120 x 80 x 110 cm (incl. pallet)	> 120 x 80 x 110 cm (1 crate)
Maximum Billable Weight (in kg)	2 kg	68 kg	1000kg	> 1000 kg
Max Storage Volume (in cubic meters)	0.003 m ³	0.186 m ³	1.056 m ³	> 1.056 m ³



PRODUCT CLASS	Standard Goods (PCLRT) Room Temperature Storage				5°C Cooled Goods (PCL5C) 5°C Cooled Storage				Dangerous Goods (PCLDG) Room Temperature Storage				Regular Frozen Goods (PCL-20C) -20°C Frozen Storage				Deep Frozen Goods (PCL-40C) -40°C Frozen Storage			
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<i>Inbound Warehouse Charge (per item)</i>																					
Charge	Mailbox	Parcel	Pallet	Oversize	Mailbox	Parcel	Pallet	Oversize	Mailbox ²	Parcel ²	Pallet ²	Oversize ²	Mailbox ³	Parcel ³	Pallet ³	Oversize ³	Mailbox ⁴	Parcel ⁴	Pallet ⁴	Oversize ⁴	
		€0.20	€1.10	€3.75	€4.25	€0.30	€1.35	€4.75	€5.25	€0.40	€1.65	€5.75	€6.25	€0.40	€1.65	€5.75	€6.25	€0.50	€1.75	€6.75	€7.25

Items whose minimum dimension exceeds the minimum dimension of the category are automatically moved into the higher category
Items whose billable weight exceeds the maximum billable weight of the category are automatically moved into the higher category

CAPLINQ ORDER FULFILLMENT SERVICE

What's included in the service?

CAPLINQ's order fulfillment service includes:

- ❖ **VAT deferment (no 21% tax)¹**
- ❖ Accepting incoming order from customer or supplier
- ❖ Picking, packing and making order ready for shipping
- ❖ Weight handling (in the case of forklifts or special requirements)
- ❖ Making order ready for pickup or arranging delivery
- ❖ Acknowledging order and making packing slip*
** in the case of orders from customer directly*
- ❖ Handling customer inquiries
- ❖ Updating warehouse inventory levels
- ❖ Administrative and monthly report



¹ VAT deferment uses CAPLINQ's license to allow suppliers to sell goods to their customers **without** charging sales tax (VAT)

CAPLINQ ORDER FULFILLMENT FEES

Order Handling & Administration Charges, Pick & Pack, and Customer Service fees

	Standard Goods (PCLRT) Room Temperature Storage				5°C Cooled Goods (PCL5C) 5°C Cooled Storage				Dangerous Goods (PCLDG) Room Temperature Storage				Regular Frozen Goods (PCL-20C) -20°C Frozen Storage				Deep Frozen Goods (PCL-40C) -40°C Frozen Storage							
Order Handling & Administration Charges (per order)																								
	€ 5.00				€8.00				€85.00 ¹ ¹ Incl. IATA documentation				€15.00				€18.00							
Pick & Pack Charge (per unit)																								
Pre-packed items	€1.50				€1.95				€2.25				€2.10				€2.40							
Requires re-packing	Mailbox	Parcel	Pallet	Oversize	Mailbox	Parcel	Pallet	Oversize	Mailbox ²	Parcel ²	Pallet ²	Oversize ²	Mailbox ³	Parcel ³	Pallet ³	Oversize ³	Mailbox ⁴	Parcel ⁴	Pallet ⁴	Oversize ⁴				
	€3.50	€4.25	€7.75	€12.75	€3.95	€4.70	€8.20	€13.20	€60.00	€75.00	€125.00	€125.00	€125.00	€150.00	€200.00	€225.00	€225.00	€250.00	€325.00	€350.00				
													² Incl. repacking into DG packaging				³ Incl. repack w/ ice pack & insulation box				⁴ Incl. repack w/ dry ice & insulation box			
Pick & Pack Billable Weight Charge (per 100 gram/unit)																								
0 – 2 kg	€ 0.20				€ 0.26				€ 0.30				€ 0.28				€ 0.32							
2 kg – 10 kg	€ 0.05				€ 0.07				€ 0.08				€ 0.07				€ 0.08							
10 kg – 23 kg	€ 0.03				€ 0.04				€ 0.05				€ 0.04				€ 0.05							
23 kg – 68 kg	€ 0.01				€ 0.01				€ 0.02				€ 0.01				€ 0.02							
> 68 kg	No extra charge				No extra charge				No extra charge				No extra charge				No extra charge							

Customer Service (per month): For returns and order fulfillment customer correspondence

Customer Service (per month): For returns and order fulfillment customer correspondence

	Up to 25 orders/mo	25-50 orders/mo	50-75 orders/mo	75-100 orders/mo	100 orders+/mo
Monthly Fee	€ 30	€ 57	€ 81	€ 102	€ 120

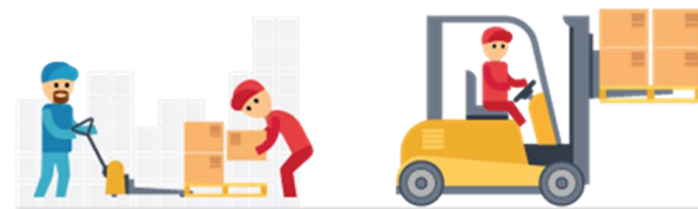
Other Services not listed (per hour): € 47.70/hour

Mailbox sizes are up to and including the maximum dimensions of 38cm x 26.5cm x 3.2cm

Parcel sizes are up to and including the maximum dimensions of 75cm x 55cm x 45cm

Pallet sizes are up to and including the maximum dimensions of 120cm x 80cm x 110cm (including pallet height)

Oversize items have dimensions that exceed a full pallet weight or dimensions



EUROPEAN WAREHOUSING SERVICE

Allows foreign suppliers to keep local stock, offer JIT delivery & sell on consignment

CAPLINQ's warehousing service include:

❖ NO MINIMUM QUANTITIES

- ❖ Includes warehouse space, security and electricity
- ❖ Warehouse storage rentals shall be calculated on a per item basis on quantities in the warehouse at the time of month end.
- ❖ All stationery and packaging materials are paid for by the customer. If CAPLINQ supplies any materials, cost price plus a 20% surcharge apply.
- ❖ Goods insurance is not included but can be arranged on request.



Any non-listed handling is possible (re-labeling, repacking, etc.) and will be charged at the hourly rate of €47.70/hour

CAPLINQ'S SUPPLY CHAIN INFRASTRUCTURE

Your European **order fulfillment center** is minutes from the sea/airport and hours from the customer

ROTTERDAM PORT

» EXPERIENCED BONDED WAREHOUSE

- Minutes from the Rotterdam Sea and Airport
- Extremely familiar with customs requirements and procedures
- Warehousing for many international customers

» EXTENSIVE COOL CAPACITY

- Capacity for 20,000 pallets, of which 5,000 can be cooled
- Cooled storage is 3-8°C with average temperature of 7°C
- Cooled storage capacity also at -20°C and at -40°C

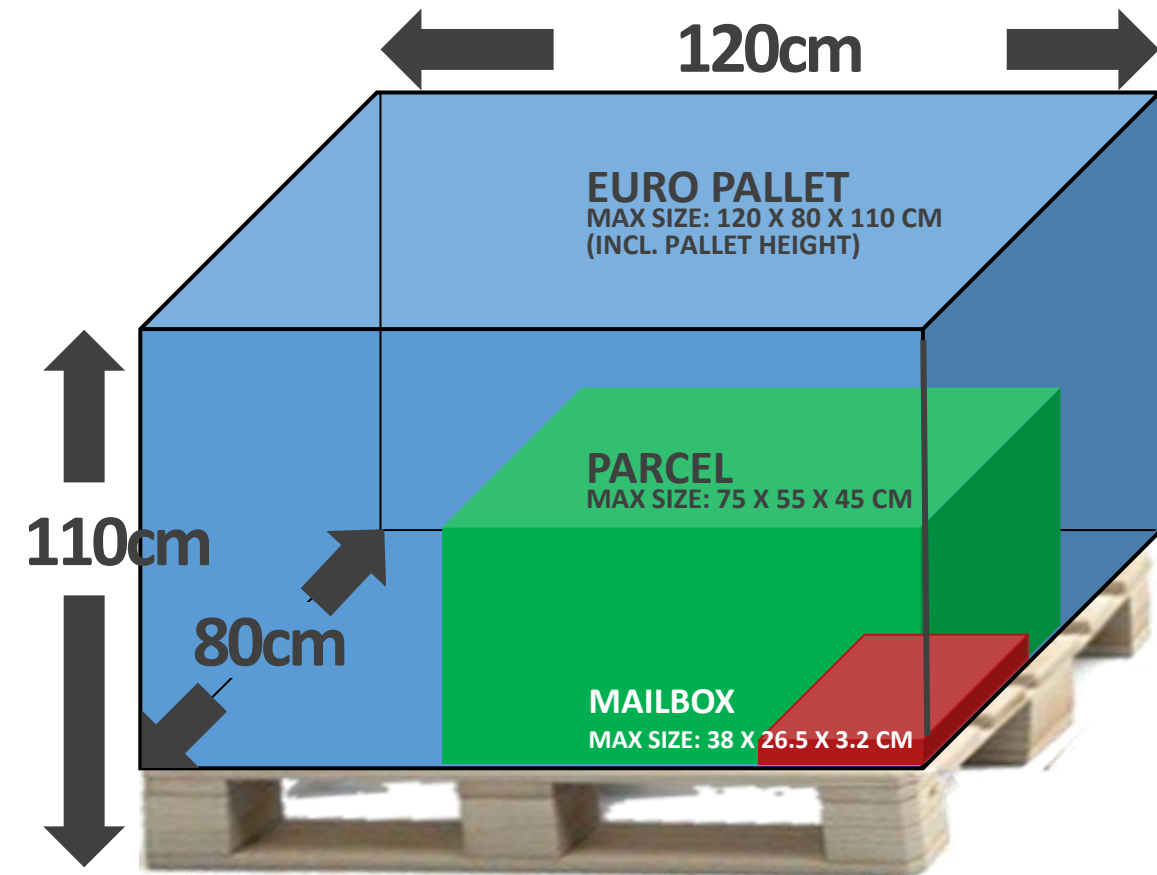
» FULLY AUTOMATED

- Capable of daily, weekly, monthly and live stock reports
- RFID implemented technology
- Despite technology, a human touch deals with real-life realities



CAPLINQ WAREHOUSE FEES

Scaled Storage Fees. How scalable storage fees are calculated.



MAILBOX

MAX CHARGEABLE VOLUME: 0.0032 M³

$$\text{MAX} = \text{MAX}$$

PARCEL

MAX CHARGEABLE VOLUME: 0.1856 M³

$$\text{MAX} = \text{MAX} + \text{DIFFERENCE}$$

0.0032 M³ + 0.1824 M³

EURO PALLET

MAX CHARGEABLE VOLUME: 1.056 M³

$$\text{MAX} = \text{MAX} + \text{DIFFERENCE}$$

0.1856 M³ + 0.8704 M³

OVERSIZED

NO MAX. CHARGEABLE VOLUME: > 1.056 M³

$$\text{MAX} = \text{MAX} + \text{DIFFERENCE}$$

1.056 M³ + DIFFERENCE

The maximum chargeable volume is the maximum chargeable volume of the smaller Size Class + the difference in volumes between the current and smaller Size Class

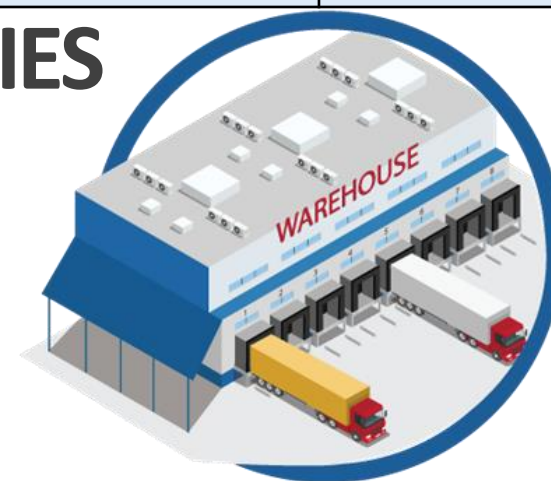
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CAPLINQ WAREHOUSE FEES

Scaled Storage Fees. Fees per cubic meters per month or part thereof.

	Standard Goods (PCLRT) Room Temperature Storage	5°C Cooled Goods (PCL5C) 5°C Cooled Storage	Dangerous Goods (PCLDG) Room Temperature Storage	Std. Frozen Goods (PCL-20C) -20°C Frozen Storage	Deep Frozen Goods (PCL-40C) -40°C Frozen Storage
Scaled storage fee in cubic meters per month or part thereof					
0 – 0.0032 m ³ (max Mailbox size)	€ 30.-/m ³ (max €0.10/mo)	€ 120.- /m ³ (max €0.39/mo)	€ 150.-/m ³ (max €0.48)	€ 600.-/m ³ (max €1.93)	€ 1,200.-/m ³ (max €3.87)
0.0032 m ³ – 0.1856 m ³ (max Parcel size)	€ 20.-/m ³ (max €3.74/mo)	€ 60.- /m ³ (max €11.33/mo)	€ 100.-/m ³ (max €18.72/mo)	€ 110.-/m ³ (max €22.00)	€ 500.-/m ³ (max €95.07)
0.1856 m ³ – 1.056 m ³ (max Pallet size)	€ 8.-/m ³ (max €10.71/mo)	€ 14.-/m ³ (max €23.52/mo)	€ 30.-/m ³ (max €44.83/mo)	€ 7.-/m ³ (max €28.09)	€ 400.-/m ³ (max €443.22)
>1.056 m ³ (Oversized: > than Pallet)	€ 6.-/m ³ (> €10.71/mo)	€ 8.-/m ³ (> €23.52/mo)	€ 18.-/m ³ (> €44.83/mo)	€ 5.-/m ³ (> €28.09)	€ 6.-/m ³ (max €0.48)
Optional: Continuous Temperature Monitoring Reports PDF Output Temperature Reports sent every 3 months					
	N/A	€7.-/month	N/A	€10.-/month	€12.-/month

NO MINIMUM ORDER QUANTITIES



Mailbox sizes are up to and including the maximum dimensions of 38cm x 26.5cm x 3.2cm

Parcel sizes are up to and including the maximum dimensions of 75cm x 55cm x 45cm

Pallet sizes are up to and including the maximum dimensions of 120cm x 80cm x 110cm (including pallet height)

Oversize items have dimensions that exceed a full pallet weight or dimensions

2/3 CAPLINQ ORDER FULFILLMENT & RT STORAGE FEE - EXAMPLE

Standard Product Class: Prepackaged items with room temperature storage



PCLRT

- Non-dangerous good
- Room temperature storage

SMALL PACKAGE



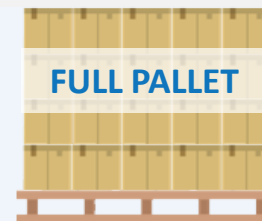
STANDARD BOX



¼ PALLET



FULL PALLET



TRANSPORT CRATE



	MAILBOX FITS THROUGH MAIL SLOT MAX: 38 X 26.5 X 3.2 CM	PARCEL UP TO 1/8 PALLET MAX: 75 X 55 X 45 CM	PALLET UP TO AND INCLUDING A FULL PALLET MAX: 120 X 80 X 110 CM (INCLUDING PALLET HEIGHT)		OVERSIZE EXCEEDS EURO PALLET SIZE EXCEEDS MAX 120 X 80 X 110 CM
Product Details					
Billable Weight (in kg)	0.30 kg	15 kg	76.8 kg	750 kg	1100 kg
Dimensions (L x W x H in cm)	30 x 20 x 2.5 cm (640/pallet)	60 x 40 x 25 cm (16/pallet)	120 x 80 x 25 cm (4/pallet)	120 x 80 x 110 cm (1 pallet)	200 x 100 x 140 cm (1 crate)
Storage Volume (in cubic meters)	0.0015 m ³	0.06 m ³	0.24 m ³	1.056 m ³	2.8 m ³
Order Handling & Administration Charges (per order)					
	€ 5.00	€ 5.00	€ 5.00	€ 5.00	€ 5.00
Pick & Pack Charge (per unit)					
Prepacked items	€ 1.50	€ 1.50	€ 1.50	€ 1.50	€1.50
Pick & Pack Billable Weight Charge (per 100 gram/unit)					
0 – 2 kg (€0.20/100g)	€ 0.60	€ 4.00	€ 4.00	€ 4.00	€ 4.00
2 kg – 10 kg (€0.05/100g)	-	€ 4.00	€ 4.00	€ 4.00	€ 4.00
10 kg – 23 kg (€0.03/100g)	-	€ 1.50	€ 3.90	€ 3.90	€ 3.90
23 kg – 68 kg (€0.01/100g)	-	-	€ 4.50	€ 4.50	€ 4.50
> 68 kg	-	-	-	-	-
TOTAL PICK & PACK CHARGE (PER UNIT)	€ 2.10	€ 11.00	€ 17.90	€ 17.90	€ 17.90
# of items ordered (example)	3 Units	3 Units	3 Units	3 Pallets	3 Crates
TOTAL ORDER FULFILLMENT CHARGE	€ 11.30	€ 38.00	€ 58.70	€ 58.70	€ 58.70
	(3 x €2.10 + €5.00)	(3 x €11.00 + €5.00)	(3 x €17.90 + €5.00)	(3 x €17.90 + €5.00)	(5 x €17.90 + €5.00)
Scaled storage fee in cubic meter per month or part thereof					
0 – 0.003 m ³ (€30.00/m ³)	€ 0.05	€ 0.10	€ 0.10	€ 0.10	€ 0.10
0.003 m ³ – 0.186 m ³ (€20.00/m ³)	-	€ 1.13	€ 3.74	€ 3.74	€ 3.74
0.186 m ³ – 1.056 m ³ (€8.00/m ³)	-	-	€ 0.34	€ 6.87	€ 6.87
> 1.056 m ³ (€6.00/m ³)	-	-	-	-	€ 10.46
TOTAL STORAGE FEE (PER UNIT/MONTH)	€ 0.05/month	€ 1.23/month	€ 4.18/month	€ 10.71/month	€ 21.17/month

2/3 CAPLINQ ORDER FULFILLMENT & -20°C STORAGE FEE - EXAMPLE

Standard Product Class: Prepackaged items with -20°C temperature storage



PCL-20C

- Non-dangerous good
- Frozen (-20C) storage

SMALL PACKAGE



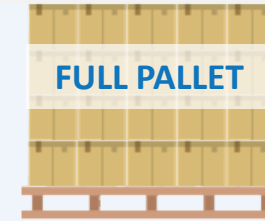
STANDARD BOX



¼ PALLET



FULL PALLET



TRANSPORT CRATE



	MAILBOX FITS THROUGH MAIL SLOT MAX: 38 X 26.5 X 3.2 CM	PARCEL UP TO 1/8 PALLET MAX: 75 X 55 X 45 CM	PALLET UP TO AND INCLUDING A FULL PALLET MAX: 120 X 80 X 110 CM (INCLUDING PALLET HEIGHT)		OVERSIZE EXCEEDS EURO PALLET SIZE EXCEEDS MAX 120 X 80 X 110 CM
Product Details					
Billable Weight (in kg)	0.30 kg	15 kg	76.8 kg	750 kg	1100 kg
Dimensions (L x W x H in cm)	30 x 20 x 2.5 cm (640/pallet)	60 x 40 x 25 cm (16/pallet)	120 x 80 x 25 cm (4/pallet)	120 x 80 x 110 cm (1 pallet)	200 x 100 x 140 cm (1 crate)
Storage Volume (in cubic meters)	0.0015 m ³	0.06 m ³	0.24 m ³	1.056 m ³	2.8 m ³
Order Handling & Administration Charges (per order)					
	€ 15.00	€ 15.00	€ 15.00	€ 15.00	€ 15.00
Pick & Pack Charge (per unit)					
Prepacked items	€ 2.50	€ 2.50	€ 2.50	€ 2.50	€ 2.50
Pick & Pack Billable Weight Charge (per 100 gram/unit)					
0 – 2 kg (€0.28/100g)	€ 0.84	€ 5.60	€ 5.60	€ 5.60	€ 5.60
2 kg – 10 kg (€0.07/100g)	-	€ 5.60	€ 5.60	€ 5.60	€ 5.60
10 kg – 23 kg (€0.04/100g)	-	€ 2.10	€ 5.20	€ 5.20	€ 5.20
23 kg – 68 kg (€0.01/100g)	-	-	€ 4.50	€ 4.50	€ 4.50
> 68 kg	-	-	-	-	-
TOTAL PICK & PACK CHARGE (PER UNIT)	€ 3.34	€ 15.80	€ 23.40	€ 23.40	€ 23.40
# of items ordered (example)	3 Units	3 Units	3 Units	3 Pallets	3 Crates
TOTAL ORDER FULFILLMENT CHARGE	€ 25.02	€ 62.40	€ 85.20	€ 85.20	€ 85.20
	(3 x €3.34 + €15.00)	(3 x €15.80 + €15.00)	(3 x €23.40 + €15.00)	(3 x €23.40 + €15.00)	(5 x €23.40 + €15.00)
Scaled storage fee in cubic meter per month or part thereof					
0 – 0.003 m ³ (€600.00/m ³)	€ 0.90	€ 1.80	€ 1.80	€ 1.80	€ 1.80
0.003 m ³ – 0.186 m ³ (€110.00/m ³)	-	€ 6.27	€ 20.13	€ 20.13	€ 20.13
0.186 m ³ – 1.056 m ³ (€7.00/m ³)	-	-	€ 0.38	€ 6.09	€ 6.09
> 1.056 m ³ (€5.00/m ³)	-	-	-	-	€ 8.72
TOTAL STORAGE FEE (PER UNIT/MONTH)	€ 0.05/month	€ 8.07/month	€ 22.31/month	€ 28.02/month	€ 36.74/month

2/3 CAPLINQ ORDER FULFILLMENT & -40°C STORAGE FEE - EXAMPLE

Standard Product Class: Prepackaged items with -40°C temperature storage



PCL-40C

- Non-dangerous good
- Frozen (-40C) storage

SMALL PACKAGE



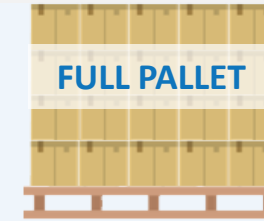
STANDARD BOX



¼ PALLET



FULL PALLET



TRANSPORT CRATE



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> 1.056 m ³ (€5.00/m ³)	-	-	-	-	€ 8.72
TOTAL STORAGE FEE (PER UNIT/MONTH)	€ 0.05/month	€ 8.07/month	€ 22.31/month	€ 28.02/month	€ 36.74/month

CAPLINQ LAST MILE DELIVERY SERVICE

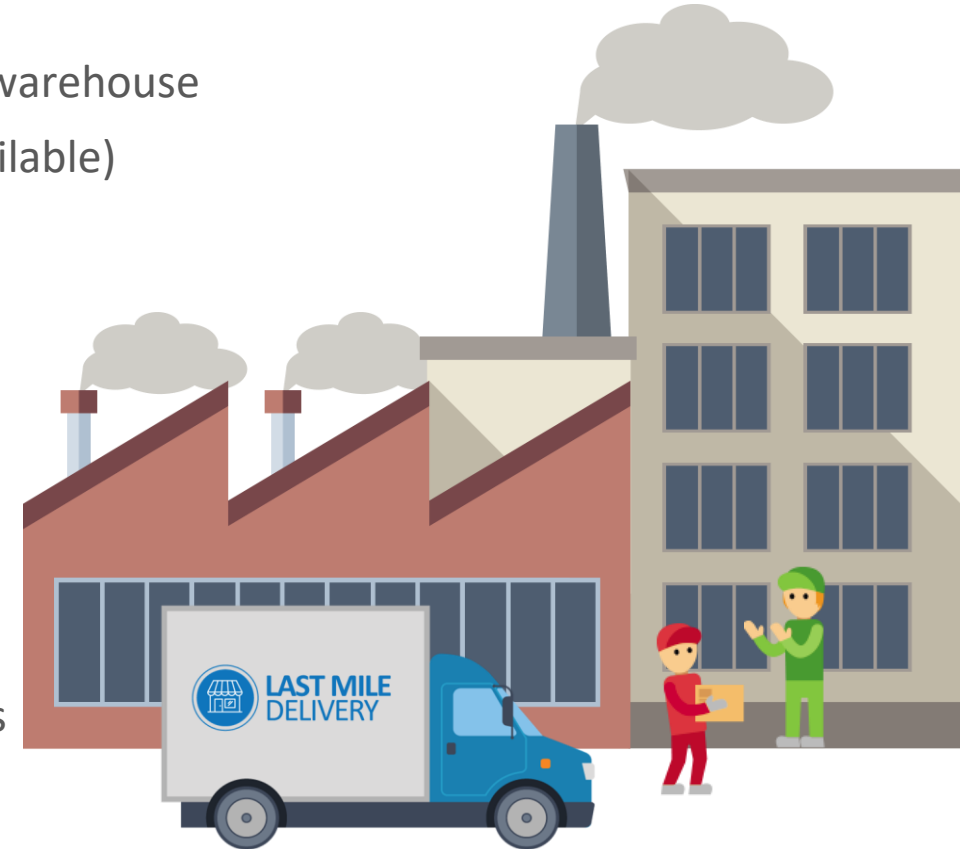
Delivering the last mile from the warehouse to the European customer

CAPLINQ's last mile delivery service:

- ❖ Gives customer option to have goods shipped, or to pick it up from the warehouse
- ❖ Is typically paid by customer, not supplier (though this option is also available)

CAPLINQ's last mile delivery service includes:

- ❖ Door-to-door delivery of any product in the warehouse
- ❖ Shipping conditions as required by the product class
- ❖ No need to pay any duties or administrative charges
- ❖ Competitive delivery rates using CAPLINQ's discount rates
- ❖ 75% of Europe deliveries within 24 hours, 99% delivered within 72 hours



In case customers do not wish to use our last mile delivery service and choose to pick up their goods at the CAPLINQ's warehouse or to ship using their own carrier's account number, a pick up fee of €15 per order will apply.

CAPLINQ ORDER FULFILLMENT GLOSSARY

Definitions of CAPLINQ's order fulfillment terms

Product Class

A group of product properties that define the specific product handling requirements for transportation and storage.

Billable Weight

The greater of the gross weight and dimensional weight. Used to determine the inbound shipping rate and order fulfillment fee.

Mailbox, Parcel, Pallet and Oversize sizes

The size of the products in question.

- Mailbox: Up to & incl. max dimensions of 38cm x 26.5cm x 3.2cm
- Parcel: Up to & incl. max dimensions of 75cm x 55cm x 45cm
- Pallet: Up to & incl. max dimensions of 120cm x 80cm x 110cm
- Oversize: Dimensions that exceed a full pallet weight or dimensions

Duty Charge

Is the amount of import duty being levied by the customs office on the goods being imported into Europe. This can range from 0% to 20%. A typical rate on many products is 6.5% (as used in the examples). This is a charge and cannot be reclaimed by the European customer.

VAT (Value Added Tax)

Is the sales tax of goods within Europe. This rate can vary between 17% and 27% depending on the member state. CAPLINQ can offer products with no VAT to businesses in the EU with a valid VAT number.

Order Handling and Administration Charges

A single fee charged **per order** to process the order. This is different depending on the product class.

Pick & Pack Billable Weight Charge

A **base rate** is charged per unit to pick and make ready for delivery. **Billable weight charge** is charged per unit based on the total weight. Rates are different depending on the product class and size.

Own Carrier Pickup Fee: If customers pick up the order themselves, this rate is charged to the customer for using their own carrier. If we do the last mile delivery, this fee is waived.

Logistics Adder

The sum of the inbound shipping charge, the Pick & Pack charge and the Customer Service & Order Process fee. It does **not** include duty or last mile delivery.