

# Strategic Partnerships Important Part of GLP China's Collaborative Platforms In The Logistics Eco-system

- ✓ GLP's collaborative platforms in the logistics eco-system aims to link partners and integrate resources to create strategic value for customers and the whole logistics industry
- ✓ Strategic partnerships with large China-domiciled companies form cornerstone of GLP's collaborative platforms in the logistics eco-system
  - Enhance GLP's solutions offering and 'Network Effect'
  - Strengthen GLP's customer base and land sourcing capabilities

<b>CIMC</b>	<ul style="list-style-type: none"> <li>• Leading China domiciled company specializing in providing modern transportation equipment and services</li> <li>• Work together to develop integrated logistics facilities and solutions</li> </ul>
<b>Bank of China</b>	<ul style="list-style-type: none"> <li>• One of the largest banks in China</li> <li>• Collaboration on supply chain financing and other solutions for GLP's customer</li> </ul>
<b>CMSTD</b>	<ul style="list-style-type: none"> <li>• Largest state-owned warehouse logistics provider</li> <li>• Equity investment and joint venture to develop an extensive logistics portfolio in premium locations across the country</li> </ul>
<b>COFCO</b>	<ul style="list-style-type: none"> <li>• Largest supplier of food &amp; agricultural products in China</li> <li>• Jointly advance China's food logistics infrastructure by improving quality and safety in the food industry</li> </ul>
<b>Guangdong Holdings</b>	<ul style="list-style-type: none"> <li>• One of the largest SOEs in Guangdong; the largest water services company in China</li> <li>• Co-develop facilities in strategic locations between key markets of Guangzhou and Shenzhen</li> </ul>
<b>Jinbei</b>	<ul style="list-style-type: none"> <li>• Leading SOE auto manufacturer; subsidiary of Brilliance Automotive, the JV partner of BMW in China</li> <li>• Co-develop facilities in Shenyang adjacent to BMW's assembly plant to serve the automotive industry</li> </ul>
<b>Sinotrans</b>	<ul style="list-style-type: none"> <li>• Largest state-owned logistics company in China</li> <li>• Collaborate to develop a national network of facilities</li> </ul>