



Innovation and Technology from today to tomorrow



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Welcome to C&L

C&L TEC will accompany you on your way to the future.

Global Sourcing has fast become an important procurement strategy for international acting companies. A competitive company should be able to access effectively the so-called factor market (ground, labor, capital) at any time. The so-called global technical sourcing is the core area of the general global sourcing. This implies a lot of experience and established expert knowledge. This is a big problem for many companies of different size because they cannot handle the problem due to geographical and financial reasons.

C&L TEC offers you this global technical sourcing for german, korean, japanese, vietnamese and european-asiatic collaboration as well.

We carried out an internal restructuring in order to being able to offer you an effective and expert service. C&L TEC, the new department of C&L INT GmbH is responsible for the technical coordination which is separated into "technical sourcing", "consulting", "R&D", "marketing&distribution" and "logistic". C&L TEC combines the german drive of technical progress with the korean virtue of eagerness and militancy. C&L has targeted to become one of the most important european-asiatic technologyhubs.

Aachen, January 2012
Tay-Hoa Gilbert Choi



About the Company

Our goals

**Professionalism –
Global vision**



Global trade, distribution,
logistics and sales areas

**Environmental
Management – Agreement
with nature**

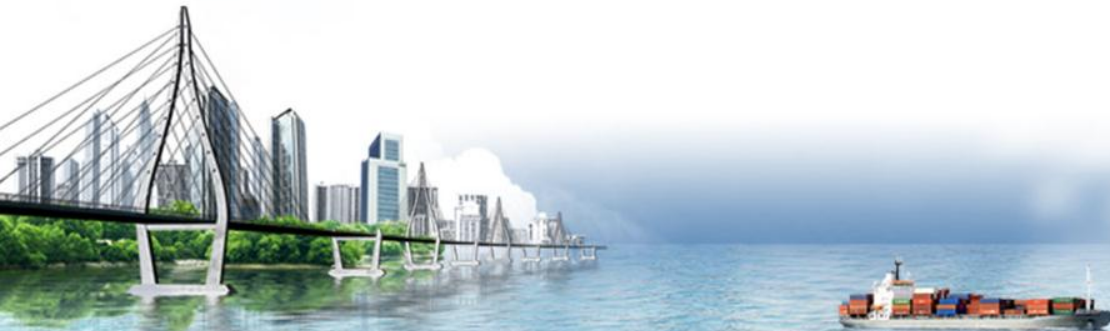


Man and nature in harmony,
leading environmental-oriented
management

**Customer Satisfaction –
Customer's needs**



Trust and confidence from
customers, respect and
Priority to the
customers



About the Company

Philosophy



Fair Trade!

Fair prices for customers and the guarantee for high quality products go hand in hand.



Win - Win!

Strengthening and promoting the partner's brand in domestic and national markets and working together towards one goal creating high added-value.



About the Company

History

2011

- Sourcing for innovative products from Asia to distribute in Europe
- Exclusive distributorship for Germany with CHIMEI
- Exclusive distributorship for Germany and distribution agreement for EU 5 (Germany, France, UK, Italy, Spain) with SamKwang, one of the biggest glass manufacturers in Asia
- Cooperation with CHOISTEC in Europe
- Distributor agreement with Herlag (Germany) for Korea, Japan and Vietnam
- Distributor agreement with Kettler (Germany) for Japan and other Asian countries
- Business Development and consulting for LG Electronics (Smart TV)

2010

- Sourcing for innovative products from Korea to distribute in Europe
- Business Development, Sourcing and Consulting for OBIGO
- Distribution and sales of innovative consumer products from Europe to Asia (f.e. Korea, Japan, Vietnam, ...)
- Earnest Business in Asia with a focus on South Korea, Taiwan and Japan
- Nano Silver business in Europe
- Earnest Organic Distribution Business
Officially Recognized Organic Distributor in Europe
Biorna Korea Trademark Application
Businesses Adjustment (retail, trade and technology division)



History

2009

- Organic Retail Division launched
- Consulting for Hyundai (Technology)
- Development of Organic and Natural integrated Brand Biorna
- Business Development and Sales for GloMind (Mobile)

2008

- Consulting and QM for LG Mobile
- C&L INT GmbH renamed
Completed development Biorna and European Trademark Application
- Consulting for Thyssen Krupp
- Consulting for WABS, Techno Moblie, etc.

2007

- K-mall online Shopping for sale (Management reform and expanding business sector)

2006

- Aircraft Catering Asian Food Supply Business

2005

- The first Asian Internet shopping mall K-mall launched in Europe (Handling for food and non-food, manufactured goods and other household goods)

2004

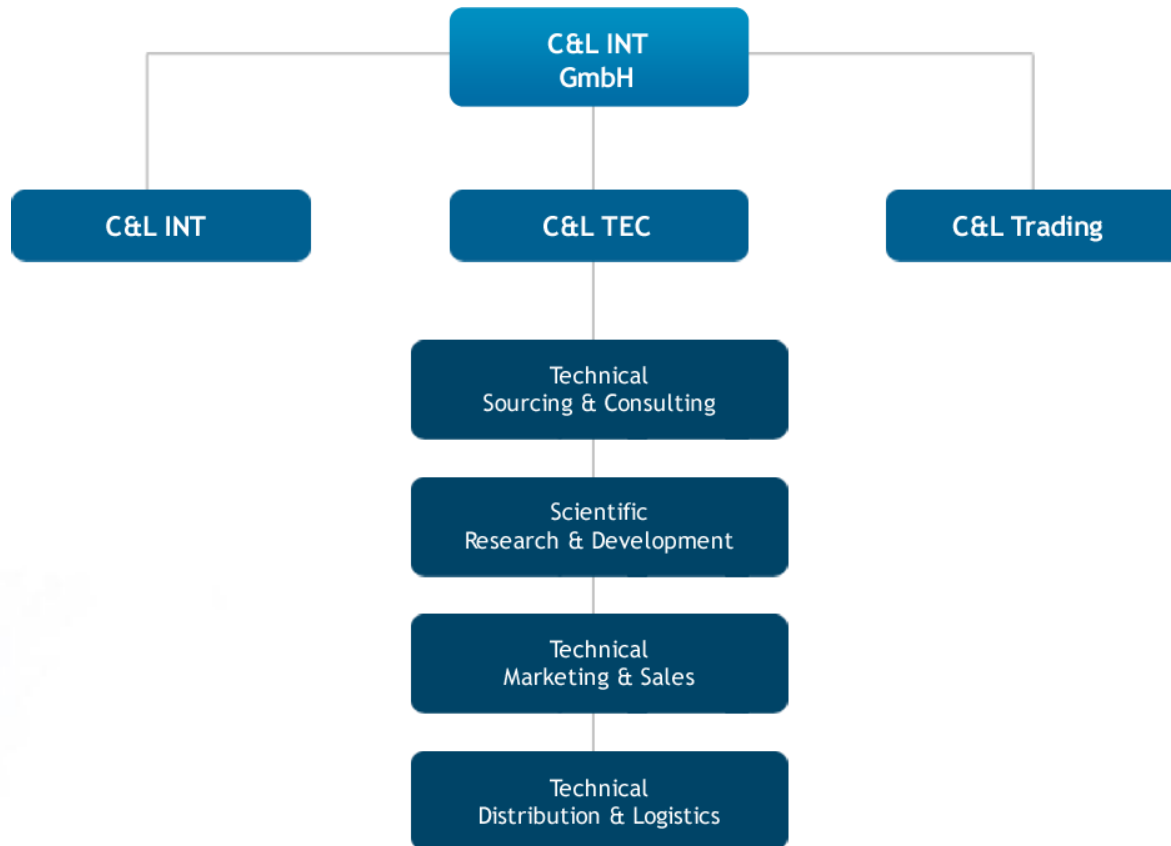
- C&L Europe e.K (Officially registered with the local distribution business in Germany)

2001

- C&L founded



Company Structure



C&L Group



C&L Trading



- NB distribution, Development & Distribution
- OEM & ODM
- PL / PB
- Cooperations

C&L International



- Biorna
- Development department: organic products
- OEM & ODM
- Raw materials

C&L Technology



- Technology Sourcing
- Research & Development
- Technical Sales
- Technology Distribution & Logistics



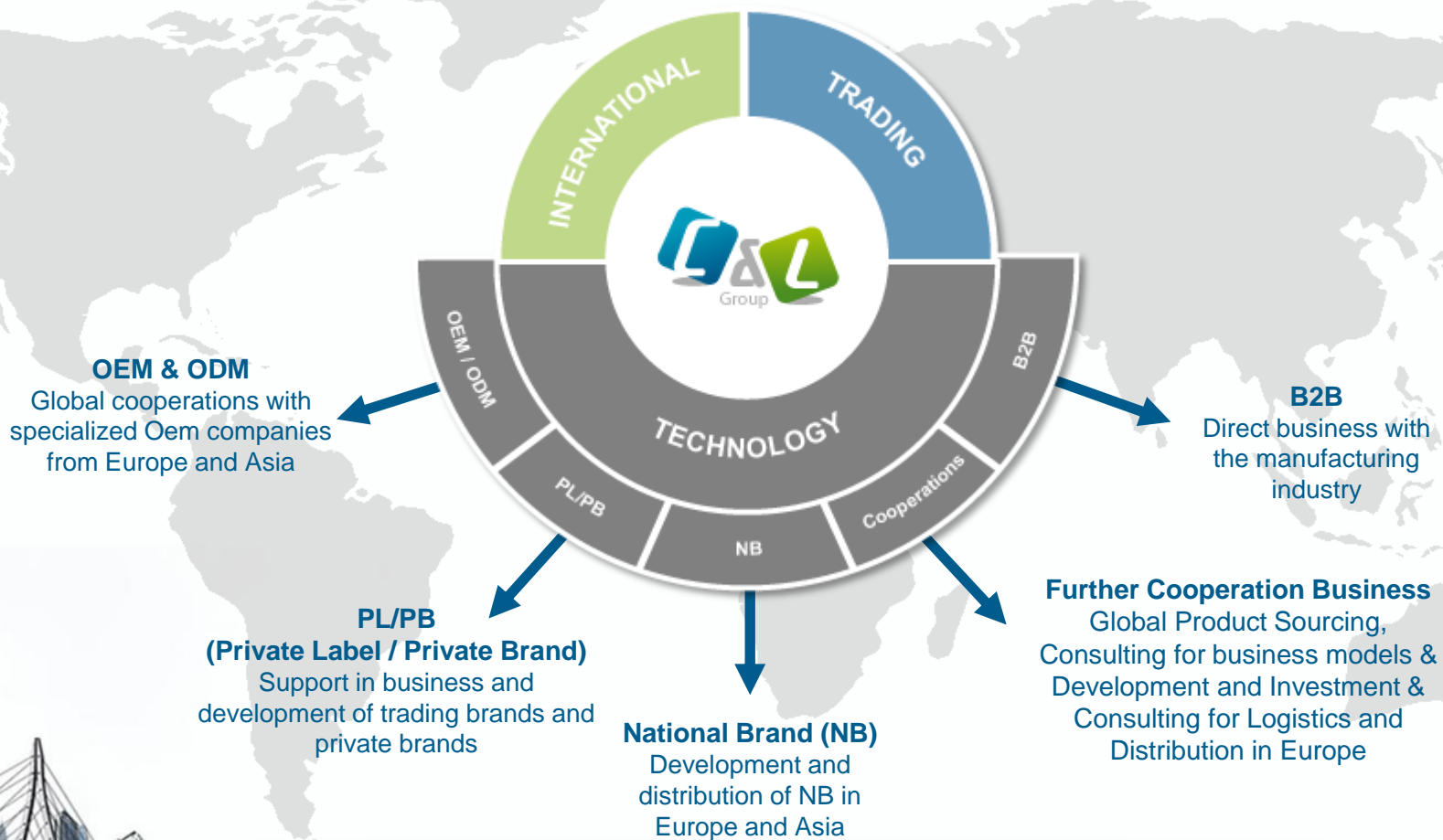
C&L TEC Divisions

C&L TEC business areas

In order to offer a perfect service which is specific to every partner, C&L INT GmbH is organized by divisions. The main part of the company business are import and export businesses for NB products, OEM & ODM, as well as PL / PB distribution, raw materials, Marketing & Distribution.



C&L TEC Divisions



About the Business

OEM & ODM Business

Production for renowned european companies: a profitable business based on the usage of famous brands. Global benefit due to combination of asiatic manufacturing technology with european selling experience.

OEM (Original Equipment Manufacturing) process



ODM (Original Development & Design Manufacturing) process



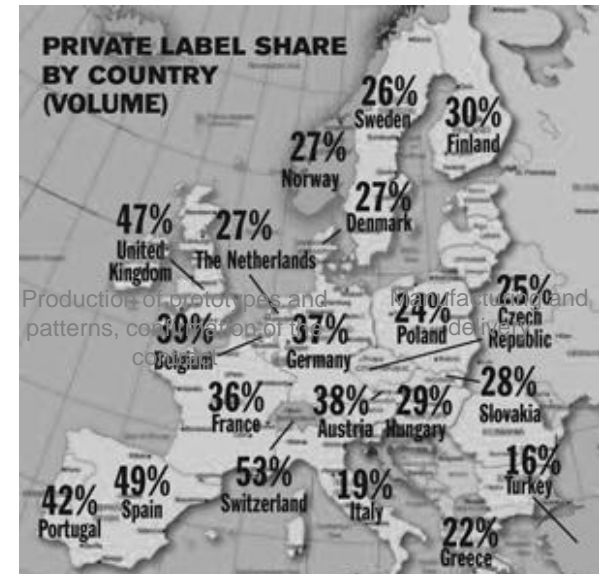
About the Business

PL/PB Business

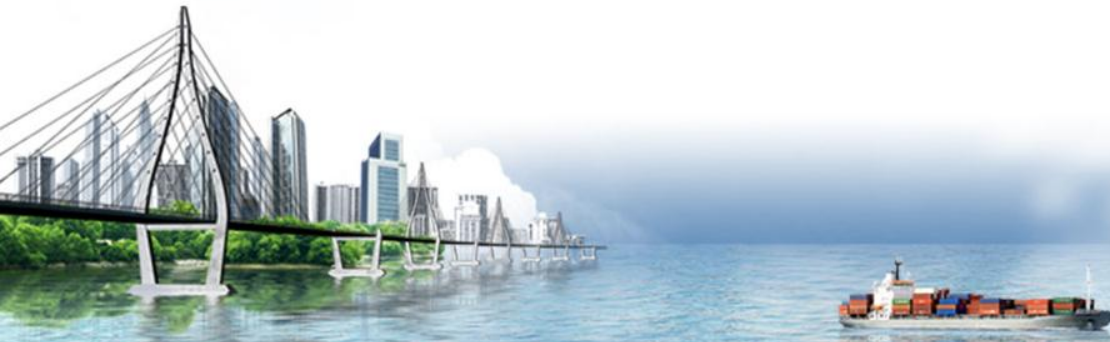
Trading brands and private brands in Europe have a market share of 50%, with an increasing tendency. Therefore PL/PB represents an important business model.

We offer support of the production, as well as complete solutions, reaching from the development of the product to the marketing service.

- Production service
- Partial development and production services
- Overall service: development, production, marketing



Source: plma



About the Business

NB (National Brand) Business

C&L TEC works as a bridge leading NB into the European market.

STEP 1

Analysis and selection:

Fully developed market analysis methods enable an optimal choice of brands and products which are ideally suitable for the European market

STEP 2

Exclusive contract:

Elaboration of a fair exclusive contract for the strengthening of the brands of our partners in Europe

STEP 3

Adaption:

Goal-oriented adaption of the products and distribution channels to the particular national/regional markets in consideration of technical and linguistic requirements

STEP 4

Product establishment:

Our immense marketing resources as well as the huge diversity of distribution channels enable an ideal placement and establishment of the products

STEP 5

Continuing analysis and control:

Protection of the business success by means of trading goods management, as well as continuing analysis of the market situation

About the Business

Further Cooperation Business

Additionally we offer wide continuative services. These services range from investment and development consulting to distribution services and logistics services. A solution-driven master plan is the base for successful business.

- Agency cooperation
- Individual consulting models
- Solutions for investment, distribution, logistics and development requirements

B2B

Raw-materials from all over the world are delivered directly to the producers in Europe. Direct delivery and vending to the manufacturing industries in Germany and Europe and memberships in the industrial, business and trade association offer a good access.

- Sourcing of raw-materials
- Direct contact to the manufacturing industry



Location



Infrastructure

Harbours

- Rotterdam
- Antwerp

Airports

- Maastricht
- Cologne / Bonn
- Düsseldorf



Business Area



Technology Sourcing



Research and development



Consulting



Marketing



Technology Distribution

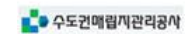
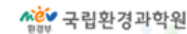


Technology Logistics



About the Business

References



Thank you for your attention.



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