



# KLINE LOGISTICS (PHILS.), INC. LOGISTICS INITIATIVES REPORT

February 19, 2025  
Dusit Thani Hotel  
Makati City



**"K" LINE LOGISTICS**

"K" LINE LOGISTICS (PHILS.). INC.



## Alan Kiel T. Irlanda

- Graduated from De La Salle University in 1997 BS Commerce major in Business Management
- Masters in Business Administration from DLSU in 2014
- Executive Dev’t Program on Supply Chain Management from ADMU Graduate School of Business in 2021
- Started working for K Line Philippines in their liner business in 1998
- Transferred to K Line Logistics Philippines in 2015 in the role of general manager
- Also directly involved in K Line’s vehicle storage and automotive logistics company, K Line Auto Logistics Philippines, Inc.



# Company Background

- K Line Logistics Philippines, Inc. (KLLP) is part of the Rayomar Group of Companies, a conglomerate that specializes in shipping, logistics, crewing and has diversified interests in trading, insurance, travel and hospitality
- KLLP was established as K Line Air Service in the Philippines in 1990
- ISO 9001-2015 certified
- Offices in Metro Manila, Laguna, Cavite, Batangas, Pampanga, Cebu and Cagayan de Oro
- Handles the Kawasaki Kisen Kaisha Ltd. Car Carrier shipping agency in the Philippines
- Employs over 100 staff nationwide



## Strategic Initiative: Expansion N. Luzon and VISMIN

- KLL traditionally has been involved in international freight forwarding, especially air freight
- Mostly Japanese clientele in import/export and manufacturing industries and focused on clients in the National Capital Region
- As early as mid-2010s, KLLP management already realized the potential of growing its reach to key locations such as Central Luzon, Central and Western Visayas, Northern Mindanao and Davao region showed constant growth [rates](#)
- Strategic shift for KLLP: expand our footprint outside of NCR and cater to other industries and Philippine companies, focusing food, construction materials and equipment, power generation and commodities for consumption [etc.](#)





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# Strategic Initiative: Expansion N. Luzon and VISMIN

- Enhanced our offices and added staff in our Cebu and Clark, Pampanga locations and opened our office in Cagayan de Oro



K Line Logistics Cebu Office and Staff  
In charge of Southern Philippines operations

[www.ph.klinelogistics.com](http://www.ph.klinelogistics.com)



K Line Logistics CDO office blessing  
Handling North Mindanao operations

K LINE LOGISTICS (PHILS.), INC. 2024

## **K LINE LOGISTICS (PHILS.) OPENS NEW BRANCH OFFICE IN CAGAYAN DE ORO**

**EXTENDING ITS FOOTPRINT ACROSS  
THE PHILIPPINES**

Cagayan de Oro City, Philippines – May 8, 2024  
– K Line Logistics, a globally recognized leader in logistics and supply chain solutions, proudly announces the opening of its new branch office in Cagayan de Oro. This new branch office underscores our commitment to expanding our footprint and enhancing our service offerings in the Philippines.

The Cagayan de Oro office will offer a full range of logistics services, including air and sea freight forwarding, warehousing, customs brokerage, and comprehensive supply chain management. This significant expansion is aimed at strengthening the company's domestic presence, enhancing service accessibility, and providing efficient logistical support to various businesses.

FOR MORE INFORMATION,  
PLEASE CONTACT:  
**UNIT A, 3F ALPHA SKY  
COMPLEX, TABLON,  
CAGAYAN DE ORO CITY  
088-3235358**

[www.ph.klinelogistics.com](http://www.ph.klinelogistics.com) [klp.cs@ph.klinelogistics.com](mailto:klp.cs@ph.klinelogistics.com) +63 882518454



## Strategic Initiative: Expansion N. Luzon and VISMIN

- Partnered with key domestic logistics providers, local agents in key secondary cities nationwide as well as our own Rayomar ecosystem to service customers comprehensively



K Line Auto Logistics Yard, Calamba Laguna

CBU storage and pre delivery inspection

Max capacity : 1,600 units

hub for domestic transfers and trucking to dealers





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# Strategic Initiative: Expansion N. Luzon and VISMIN



Cloud Synergy Logistics Inc., Silang Cavite

Warehousing services

Consolidation and cross docking capable

Domestic distribution hub

6 loading bays

Capacity 6,000 ++ pallet positions

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## Strategic Initiative: Expansion N. Luzon and VISMIN

- From 2020, we have seen the company’s expansion and new business outside NCR grow significantly
- For calendar year 2024, this initiative has contributed close to 20% of KLLP’s total net revenue
- KLLPs increased presence in said growing regions have also provided logistics support in the transport, storage and distribution of goods and services to the local population
- It has also given KLLP the opportunity to create more jobs in key areas and this plan to expand our network has brought about new partnerships that have helped unlock potential in previously untapped locations
- We understand the complexity of the logistics requirements in the Philippines but in the next 3 years we see domestic business as a key driver of our growth, likely at par with our international forwarding business





# END OF REPORT



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## Performance of Regional Economies, Growth Rates 2022-23

Region	Growth Rates in %	Region	Growth Rates in %
Philippines	5.5	Region 6	7.2
NCR	4.88	Region 7	7.3
CAR	6.9	Region 8	6.4
Region 1	7.1	Region 9	4.59
Region 2	6.2	Region 10	5.3
Region 3	6.1	Region 11	6.7
Region 4A (Calabarzon)	5.2	Region 12	3.5
MIMAROPA	4.7	Region 13	4.87
Region 5	4.58	BARMM	4.3

- Source : Philippine Statistics Authority



# Container Movement Data PH Ports

IMPORT			
	YTD 2024	YTD 2023	2024 Against
	Laden	Laden	2023 (%)
MICT	1,603,739	1,520,189	<b>5%</b>
SH	568,493	488,640	<b>16%</b>
SBITC	102,554	99,504	<b>3%</b>
BCT	130,043	136,474	<b>-5%</b>
CIP	194,800	200,149	<b>-3%</b>
VCT	4,466	-	<b>N/A</b>
MCT	101,155	83,674	<b>21%</b>
DICT	107,541	93,986	<b>14%</b>
SCIPSI	22,370	20,648	<b>8%</b>
TEFASCO	8,974	21,764	<b>-59%</b>
KTC	68,621	49,972	<b>37%</b>
TOTAL	2,912,756	2,715,000	<b>7.28%</b>

EXPORT			
	YTD 2024	YTD 2023	2024 Against
	Laden	Laden	2023 (%)
MICT	379,144	364,956	<b>4%</b>
SH	144,095	149,666	<b>-4%</b>
SBITC	45,936	46,795	<b>-2%</b>
BCT	39,395	32,323	<b>22%</b>
CIP	47,022	51,655	<b>-9%</b>
VCT	-	-	<b>N/A</b>
MCT	68,515	72,011	<b>-5%</b>
DICT	94,349	106,813	<b>-12%</b>
SCIPSI	37,557	38,172	<b>-2%</b>
TEFASCO	3,303	10,743	<b>-69%</b>
KTC	60,507	46,505	<b>30%</b>
TOTAL	919,823	919,639	<b>0.02%</b>

- Source : Association of Intl Shipping Lines
- Though Luzon ports still garner biggest share there is import vol growth in a number of ports in Mindanao
- Logistics companies can support growth in these areas by investing in logistics support or partnering with local groups