



Round Table Meeting for Freight Forwarders - 13 July 2019 (Saturday)

Introduction

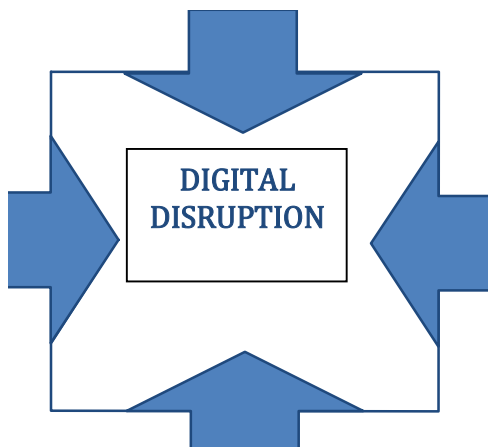
Market size of the logistics sector in India is estimated to be USD 160 billion, which is expected to grow to USD 215 billion in the next two years especially after the implementation of GST.

Sector employs over 22 million people and is growing at the CAGR of 7.8% from last 5 years.

Indian freight forwarding industry is pegged at USD 10 billion* industry, by some estimates 50% freight is managed by global forwarders & balance by Indian forwarding companies.

High fragmentation, i.e. a large number of service providers with comparable strength

Digital is changing everything!
Today most large carriers & global forwarders are busy adopting the new wave of **Digital Revolution**



High demand for direct shipper-carrier engagement, i.e. 1:1 commercial relationships with no intermediary

High commoditization, i.e. a high degree of similarity among service offerings

Digital Freight Forwarding

Driving Value Through Digital



Digital Freight Forwarding Models

Marketplaces Matching

Demand with Supply

Digital Players

Digital Freight Forwarders Platform



Traditional Model Challenges



- High Quotation Turnaround Time
- Manual operations resulting in inordinate delays and errors
- High and non-transparent Freight charges
- Real time visibility of the entire supply chain
- Lack of Bird's eye view across the organisation
- Data analysis for decision making
- Container rollovers adds to substantial delays

Business Model – Platform Co-Ownership

Direct Stake of Freight Forwarder in the Venture

Higher volumes will provide necessary leverage to get better rates from carriers

Ability to find new customers & **Increase Business** many fold

Opportunity to **Automate Processes** at low cost

Ability to have **Global Presence**

Digital Platform – Solution

Dashboard provides a summary of current shipping activities: Shipments, Booking, Quote, Tracking, in Progress and Outstanding invoices.

Shipment stores information of shipment about active and completed.

Quotation stores all new and existing quotes with various filter options and analysis.

Product capture details of the product including SKUs and bulk products can be added via excel upload feature.

Supply Chain Network feature allows Shippers to access information about their Suppliers, Warehouse and Manufacturers.

Billing facilitate all the invoices accessible at single platform to make the payment, download and see detailed item-wise break-up.

Analytics provides structured data about supply chain channeled into powerful reporting and analytics.

User Profile/Roles helps to provide an access and responsibilities to various users.

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