



DSV India Contract Logistics

2015

Introduction

Global supplier of transport and logistics services

■ DSV countries

A strong global network

- Approximately 23,000 employees worldwide
- Own operations in more than 70 countries
- More than 400 branch offices, terminals and warehouse facilities
- International network of agents in countries where DSV is not present

One company – three divisions

- Air & Sea – global network
- Road – complete road-freight network in Europe
- Solutions – contract logistics services

A strong logistics partner

- Top 5 global freight forwarder
- Annual revenue 6.5 billion EUR
- Headquartered in Denmark and listed on Nasdaq OMX Copenhagen
- More information on DSV.com



We offer our services in the following countries

Argentina	Estonia	Kazakhstan	Philippines	Thailand
Australia	Ethiopia	Korea	Poland	Togo
Austria	Finland	Kenya	Portugal	Turkey
Bangladesh	France	Latvia	Romania	Uganda
Belarus	Germany	Lithuania	Russia	Ukraine
Belgium	Ghana	Luxembourg	Serbia	United Arab Emirates
Bulgaria	Greece	Malaysia	Singapore	United Kingdom
Canada	Hong Kong	Mexico	Slovakia	USA
Chile	Hungary	Morocco	Slovenia	Vietnam
China	India	Netherlands	South Africa	Zambia
Croatia	Indonesia	New Zealand	Spain	
Czech Republic	Iraq	Nigeria	Sweden	
Denmark	Ireland	Norway	Switzerland	
D. R. of Congo	Italy	Pakistan	Taiwan	
Egypt	Japan	Peru	Tanzania	



General DSV India facts and figures

Established in 2006

2014 Annual turnover

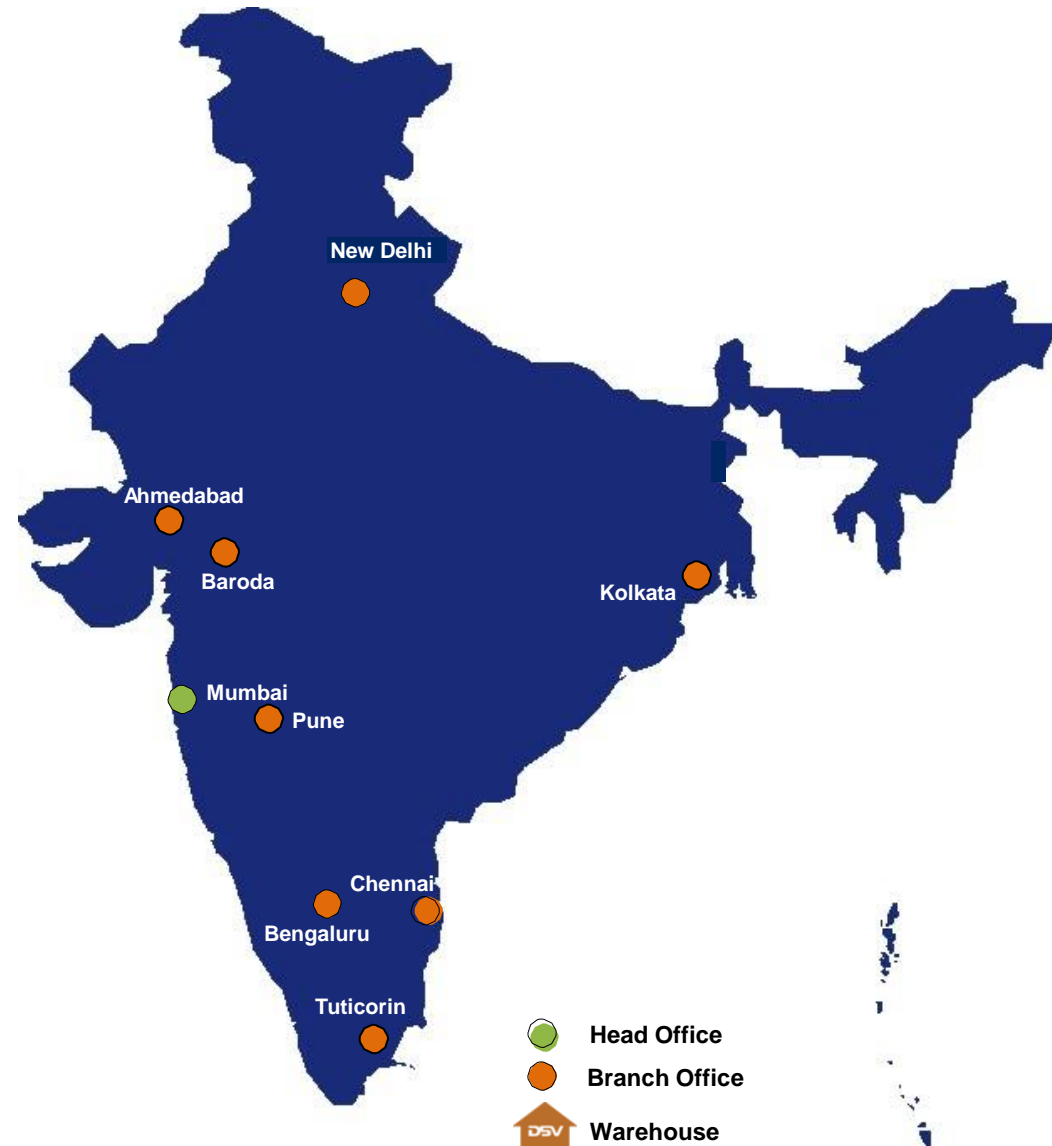
\$50 million

DSV India 2014 statistics

White collar employees: 230

Offices:

- Mumbai (HQ)
- Delhi
- Ahmedabad
- Baroda
- Pune
- Kolkata
- Bengaluru
- Chennai
- Tuticorin



DSV India Warehouse Locations

LOCATIONS

- Mumbai FTWZ - Panvel
- Mumbai (DTA) Bhiwandi
- Delhi FTWZ - Khurja
- Bangalore
- Delhi - Bijwasan
- Gurgaon



Services

- Inventory management
- Supply chain management
- In sourcing of logistics management
- Management of repair services
- Advanced warehouse and logistics facilities
- Packing and labelling
- Assembly and configuration
- Product customisation and testing
- Merge-in-Transit facilities
- Cross-docking
- Technical transportation
- Bonded warehouse
- Hazardous goods
- Value added services



DSV Contract Logistics offer

Infrastructural support through FTWZ allows you following benefits:

Import	Export	Re-export
Loaded container is picked up directly from port – no CFS, Ground rent charges.	Immediate export benefits (Duty drawback, DEPB Credits etc.) after entering FTWZ for export.	100% Income Tax exemption over profit attributed to value addition activities like packing, labeling, assembling etc.
24 / 7 customs clearance	Forward & reverse logistics	Exemption from Customs & Stamp duty.
Duty deferment up to 5 years	Procurement of the packing material entering the FTWZ will be treated as exports.	Country of origin / Identity of manufacture.
Exemption on Stamp Duty and Franking	Local Tax Exemption (e.g. CST, Sales Tax, Excise & VAT	Ability to leverage India as a Regional / Global Distribution Hub.
Service Tax exemption of 10.30 % on all services availed inside FTWZ	Service Tax exemption of 10.30 % on all services availed inside FTWZ	Service Tax exemption of 10.30 % on all services availed inside FTWZ
Possibility of Exemption of Special Additional Tax 4%, Value Added Tax and Central Sales Tax	Quality control capability prior to custom duty-payment.	-
Facility of re-invoicing	Facility of re-invoicing	Facility of re-invoicing



DSV Warehousing Activities

Activities	Explanation	Example
Warehousing/ Withholding on behalf on foreign suppliers.	<p>- Storing goods till domestic order is confirmed so that import duty can be saved for the time being and the same on entire consignment is not given at one go.</p> <p>- Storing of goods till re-export order is confirmed so that goods are stored without paying import duties and goods can be traded as per business requirements.</p>	<p>Applicable for any raw materials, components and finished goods.</p> <p>Purchase Order wise</p>
Kitting, consolidation & de-consolidation	Kitting of products before sale or consolidation or de-consolidation of goods.	Kitting of promotional products along with main products. Packaging of mouse, charging cable and software CDs, etc.
Packaging / labeling without processing	Packaging / labeling of raw material or finished goods.	Stationary, consumer goods, Automobile industry, etc.
Re export or Re invoice of goods – Damaged / Defected Item identification	In imports if goods are found damaged / defected or Re export / Re invoice it to same country or other country without paying any duties from FTWZ.	Fragile products, food items, etc...
Assembly of CKD or SKD parts	Various such parts also with various origin, can be assembled together to make a product.	Electronics, Automobile industry, consumer products, etc...
Exhibitions cum Sale Market	Display of items / Can be bought too as duty free. Public showing as art objects.	Global branded products, Jewellery, High end automobiles, High end consumer products, etc...

DSV Warehouse – Strategically located in Mumbai



Location Benefits

- Just 24 kms from Nhava Sheva port
- 80 kms from Mumbai city via National Highways
- Easy connectivity to inter state highways
- Well connected by Rail network, just 3 km away

World Class Infrastructure and Set-up

- World-class Warehouses of 13M height with G+6 palletized racking system, super-flat flooring & state-of-the-art Material Handling Equipments (MHEs).
- Dedicated & customized Office space & area for Value Added Services (VAS) within the Warehouse.
- Mezzanine storage area with temperature controlled HVAC system & optional humidity control
- Designed as per Seismic Zone 4 requirements.
- Container Yard (CY) with Pavement Quality Concrete (PQC) flooring for stacking containers in a G+5 stacking system using state-of-the-art Rubber Tyre Gantry Cranes (RTGCs) & Reach Stackers.
- Over Dimensional Cargo (ODC) Yard with Paver-Block flooring for storage of cargo that cannot be stored in the Warehouse.



FTWZ Security Features

- **Central Operations Control Centre (COCC) :**
Monitor & controls entire pan-India infrastructure on a 24x7x365 basis from one single location.
- **Centralized CCTV Monitoring :**
with around 20 CCTV Cameras per warehouse & capacity to store up to 50 days of footage.
- **Centralized Access Control :**
Remotely manages & restricts entry to facilities with the provision to quarantine specific areas within the Warehouse.
- **Centralized Fire Alarm Monitoring :**
Integrated with CCTV, Access Control & IP Telephony to enable real-time fire detection and to notify key stake holders in case of any emergency.
- **Integrated Building Management System (IBMS) :**
Monitors entire facility by Cisco, supported by Evacuation & Announcement system for emergencies by Bosch & CCTVs. Also the Global Access Control Systems & Edwards Branded Fire Detection System provided by GE Security.
- **Security Infrastructure :**
Security personnel & supervisory staff undertakes physical checks of all manpower (CCTV systems, access enabled turnstiles) & vehicles (by CCTVs, boom barriers) entering the FTWZ.



International Standards

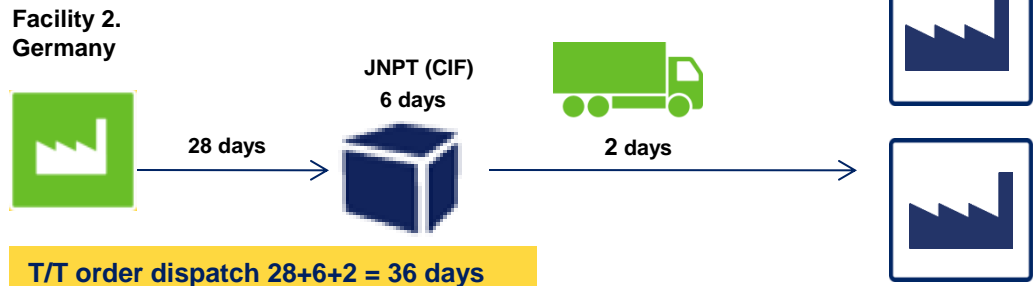


FTWZ – A Case Study

Key Facts

Company ABC	Has a manufacturing facility in Germany and China. Export machinery parts to several buyers in India.
Facility 1	Based in China, routes weekly shipments by sea to X buyers in India.
Facility 2	Based in Germany, routes weekly shipments by sea to X buyers in India.

Supply chain without FTWZ



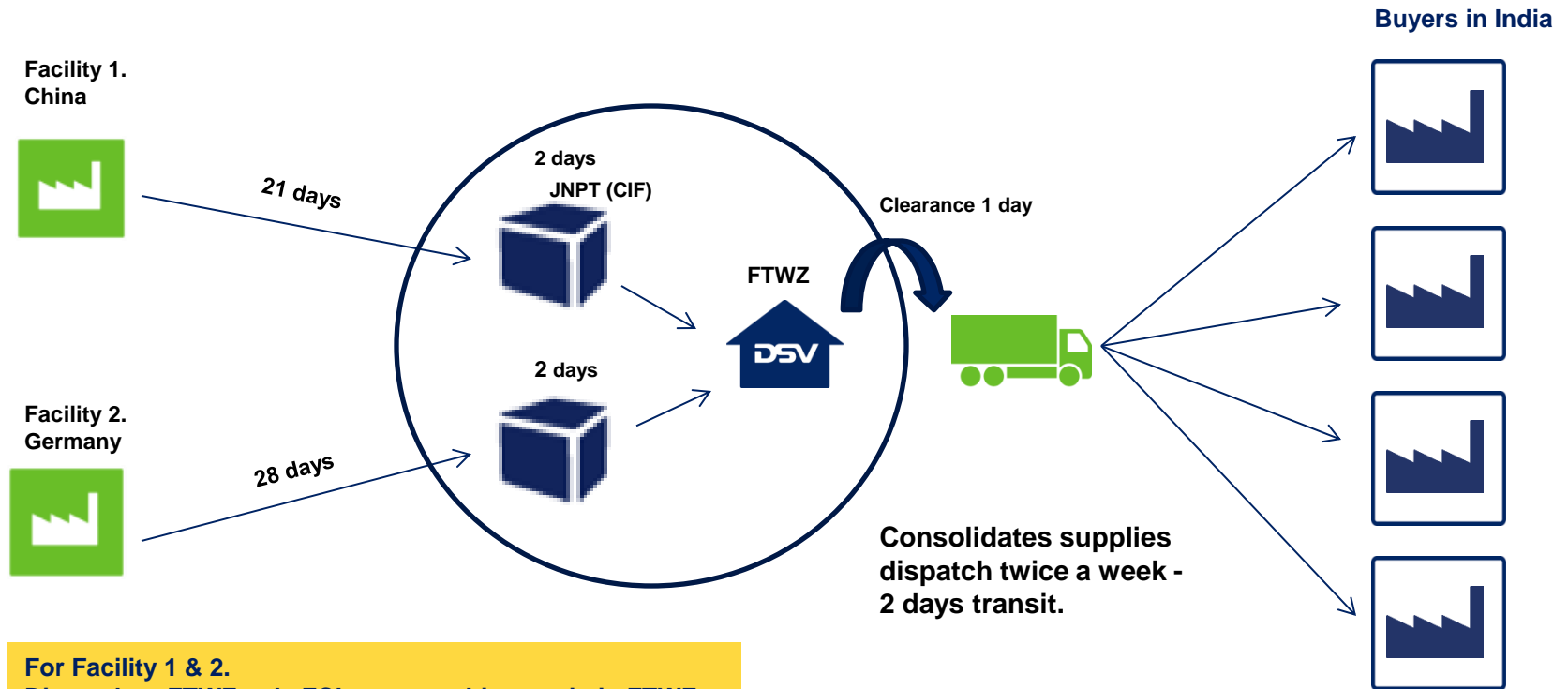
Challenges with this traditional model

- Long transit time from initial order placement
- Slow demand response
- Origin buffer stock at facilities (inventory cost)
- Higher flow of shipments/LCL
- Higher transportation costs
- Higher risk for damages
- No quality inspection prior to final delivery
- Higher clearance costs
- No origin product mix / consolidated delivery

FTWZ – A Case Study

Integrating the FTWZ with ABC's overall supply chain to India.

Supply chain with FTWZ



For Facility 1 & 2.
Dispatch to FTWZ only FCL – ownership remain in FTWZ

Deliver ex. FTWZ , after order placement - 3 days.
Ownership change ex. FTWZ or after door delivery.

FTWZ – A Case Study : Allows following benefits

- **Fast response time from buyer placing order till delivery/transfer of ownership. Hence closing competitor window.**
- **Reduced number or LCL/shipments from overseas by re-supply FTWZ through FCL containers.**
- **Reduce overseas transportation cost.**
- **Quality assurance prior to dispatch eliminate possibility of rejection post duty payment, thus avoiding reverse logistics.**
- **Reducing inventory cost by relocating buffer stock to India.**
- **Easy balancing of inventory for products required to be returned or re-exported.**

- **Supplier maintained inventory in the FTWZ where ownership remain until transferred to buyers.**
- **Provision to pay duty at the time of dispatch, with flexibility of 24x7 custom clearance, release working capital for seller and buyer.**
- **Besides overseas warehouse becoming redundant, other benefits include end-to-end visibility to ABC, reduction in air shipments and high costs related handling.**
- **ABC can choose to sell and deliver mixed products from various origin/facilities – by consolidating or semi-sample at \ FTWZ.**
- **Less risk for damages and pilferage during transport from overseas.**



Why is DSV the right partner?

Flat Organizational Structure

- ✓ Proactive involvement of Senior Management
- ✓ Innovative and flexible people
- ✓ Global key account structure
- ✓ Single point of contact

Strong Global Presence

- ✓ Solid financial background
- ✓ One-stop-shop model
- ✓ Independency of divisions

Quality First Approach

- ✓ Long-term commitment focus
- ✓ Reliable partner

Special Services

- ✓ Cargo Supervision
- ✓ Port and Road Surveys
- ✓ Logistics feasibility studies





Thank you

For more details you can log into our website www.dsv.com/in