



Logistics with **Digital Advantage**

Introduction to 3PL capabilities_Chemicals

Agenda

20Cube at a glance

Chemical capability

Features of Facility

Next Steps

Team Introduction

Global Overview

Global Capabilities

India

Team



MAHESH NIRUTTAN
Group CEO

Ex. Board member and CEO South Asia CEO @ Agility. Grew revenue from 300mn to 1.6bn. Expanded South Asia office to 80 cities with 4000 employees.



S ANAND
CEO-ISC,EAF

Ex Executive Member @ Agility India. Founder of a services start-up where investor realized 37x in 5 years. Member of think-tank strategy teams in different business verticals of Godrej group.



K RAMAKRISHNAN
Director

20+ years of experience; With 20Cube since inception. Previous in in Agility, Panalpina in commercial role



RANJAN KEDIA
Director

Long experience of finance in Logistics industry. 15 years of experience; With 20Cube since inception. Member of The Institute of Chartered Accountants of India



KR RAO
Director – 3PL

30+ years of experience; With 20Cube since 2014. Previously with Agility in warehouse business as PnL head for west and also managed Transportation business.



SENTHIL KUMAR
Head – 3PL Commercial & Delivery

20+ years experience. Previously with was running IT Infra management role in 20Cube, Agility and other Logistics and Distribution companies



MOHIT WADHWA
Head –India Freight Business

20+ years of experience; With 20Cube since inception. Previous in in Agility in commercial role and before that Auto component industry.



TUSHAR NAIRI
GM - EAF

20+ years of experience in industry as Forwarder and also in Shipping line. Has been with 20Cube from 2012.. Was part of Agility and ran both procurement and PnL role



SARWAR AHMED
CEO Bangladesh

20+ years of experience; With 20Cube since inception. MBA Finance Masters of Commerce



KALUM AMARASEKARA
CEO - Lanka

25+ years of experience; With 20Cube since 2012. Previous Agility Sri Lanka.



VIKRAM KATRE
Business Head -ACE

MD of Omega Logistics. 16 years of experience; With 20Cube since inception. Indian customs G card with Power of attorney. Built specialized business of ACE



ARVIND RAMAN
Regional Financial Controller

Previously with Reliance and KPMG

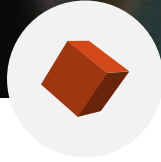


20Cube – Trade Made Easy



Technology driven

20Cube is a **new age logistics provider** that takes a technology driven approach to deliver a more modern and better logistics experience.



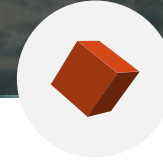
Integrated Services

They provide logistics services from **Purchase Order to Proof of Delivery**, supported by a proprietary, cloud-based collaborative platform that helps customer succeed



Extensive Know-how

Founded in 2012, the company has over 500 staff and is led by a team of **highly experienced international industry veterans** who have experience in growing and leading organizations in the logistics industry



Global reach

Incorporated in Singapore with global operations hub in Chennai, India. Global network, with own operational facilities across **10 countries and 55 locations**. Group revenues of US\$80M.

Blend of modern technology, centralized operating structure, and experienced team with extensive domain expertise



20Cube core belief

1. If You Can't Measure It, You Can't Improve It

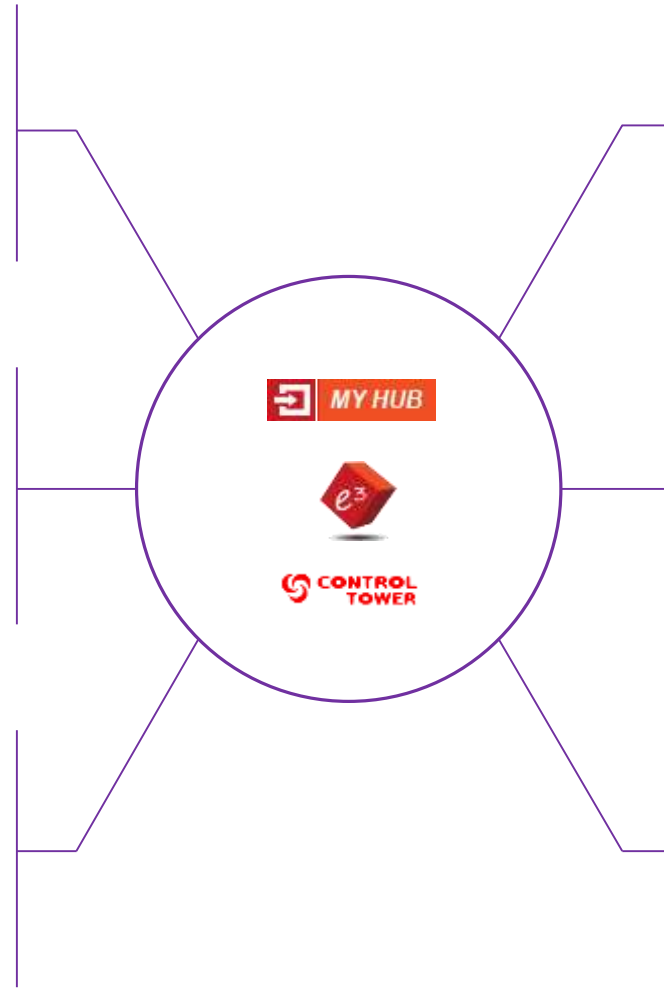
Digitization of end to end supply chain process is the only way to achieve absolute efficiency, productivity and waste elimination.

2. Upstream optimization solves downstream problems.

Real optimization of supply chain process and cost happens only when you gain control over upstream activities

3. Upto 30% Cost Saving is possible with End-to-End optimization

Meticulously End-to-End process optimization eliminates duplication, improves speed and saves upto 30% of indirect supply Chain.



4. Continuous Improvement

Continuous Improvement is required for sustainable improvement in products, services, or processes.

5. Proactive DSS vs Post-mortem Reports

Shift to proactive alerts, 24/7 visibility etc., to prevent disruption, manage by exception, save cost, reduce inventory, enhances sales dispatch etc.

6. Technology investment critical for Digitalization

Appropriate IT and ITES capability is critical for digitization that improves internal productivity and provides significant advantage to customer

20Cube Business model



**Customer Centric
Organization**

- Branch focus only on customer, Cargo and compliance
- More face time + Solution capability + Digitizing every stage of logistics transaction has huge scope of value creation
- Continuous learning of every changing customer needs and service expectation



**Central Processing
Hub**

- Centralized service unit for end-to-end accountability
- Consistent service across all geographies
- High productivity & Lower execution costs
- Superior and consistent customer experience

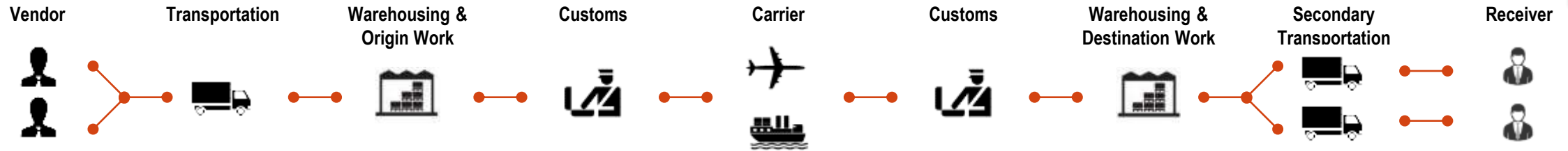


**Digitize transaction
End-to-end**

- Digitize every event from purchase order to delivery/return for every transaction at SKU level
- Drive efficiency, productivity using the data
- Make better decisions with instant access to information and at latter stage out put of analytics & AI
- **Data is more valuable than GOLD!**

End-to-end Integrated Logistics Solution Provider

20Cube is the orchestrator of a logistics movement from factory to end-consumer



Order Management

- PO receipt
- Shipment Booking
- Price Quotation
- Order Confirmation
- Carrier Booking

- Quick response
- Exception management

Inventory Management

- LCL Consolidation
- Packaging & Re-packaging
- Palletization
- Labelling / Bar-coding
- Country sourcing
- Warehousing

- Just-in-time
- Pick & Pick at strategic location

Port Handling & Clearance

- Pick-up execution
- Custom Clearance
- Console formation
- Stuffing execution
- House BL
- Statutory fillings
- Dispatch

- Pro-active tracking
- Indirect cost serving

Freight Management

- Air and Sea
- Time Definite
- Season charters
- Cargo supervision

- Risk mitigation against volatility

Secondary Transportation

- Part truck load
- Merge in-transit
- Fulfillment services
- Last mile delivery
- POD management

- Aiding decision making process for customers

Third Party Logistics

- Warehousing
- VAS
- Inventory
- Reverse logistics

- Central Service
- Collaboration

Value Proposition



Saves money



Hassle Free Experience



Progressive, reliable partner



Emerging market network



Services offered

Fully owned company in 10 Countries offering :

- International Freight (Air/Ocean)
- Customer Clearance
- Warehousing
- Domestic trucking/ Last Mile delivery
- Customized solutions
- Digital Solutions



Profile of clients

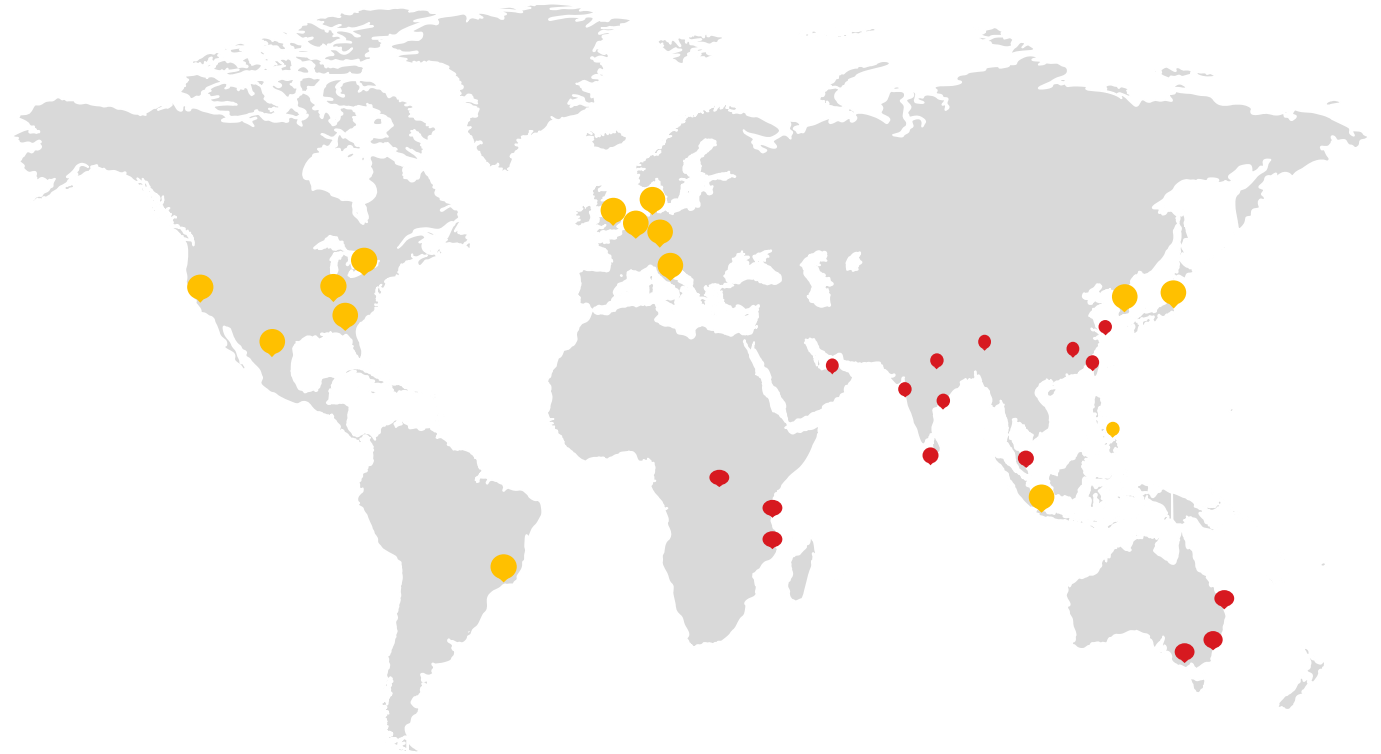
- Large MNC with HQ in Germany, Japan, Australia, India, etc
- Spare parts, White goods, Chemicals, Retail, Auto sectors
- Integrated solutions



Own Office (55 Locations)



Outsourced Agent (100 locations)



2011

Year of incorporation

10

Countries

55

Locations

412

Employees

2.1 Mn sqft

Warehouse facilities



Clients

20Cube – key clients

							B/S/H/		
					pepperfry	emjay		GLENCORE	
									
		CYIENT							

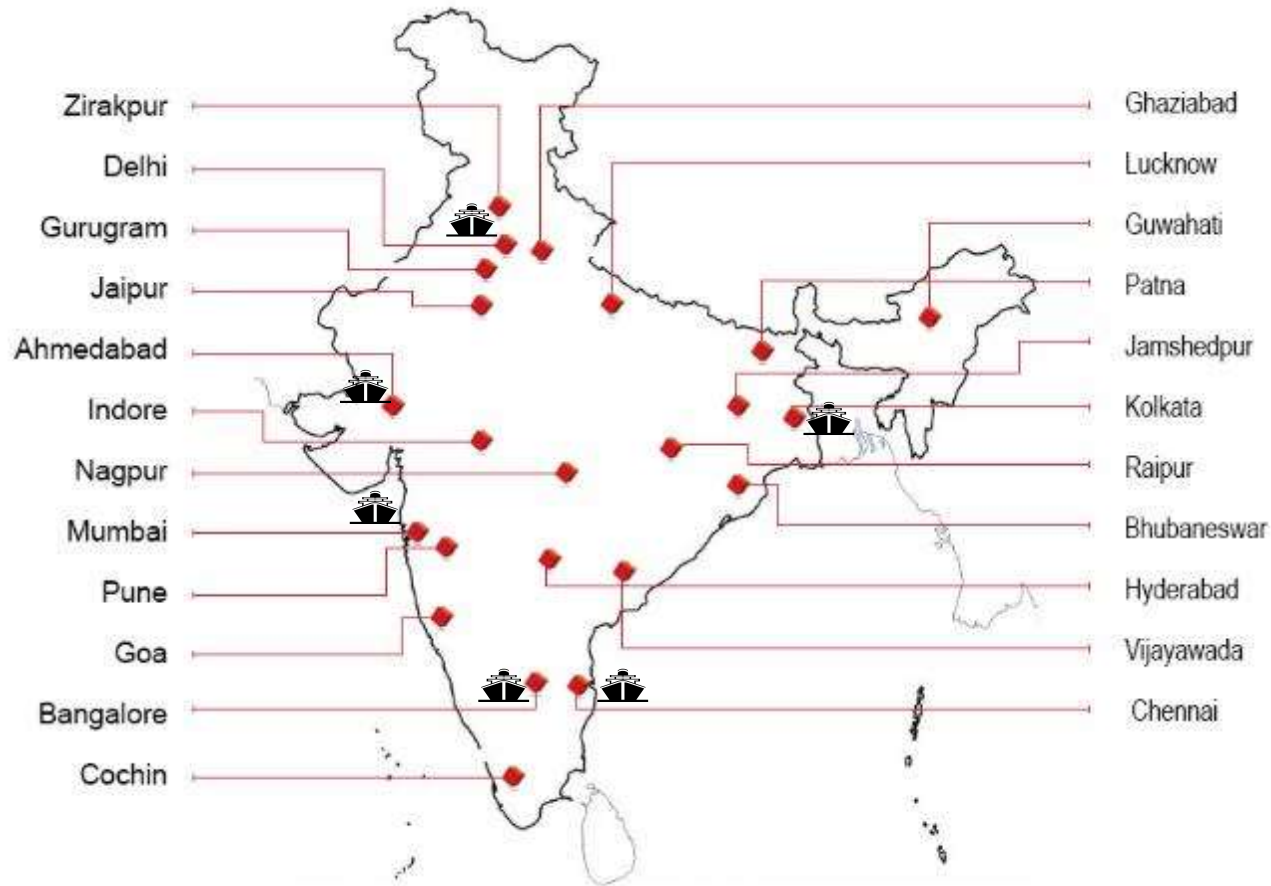
Source: Company information






20Cube India



20Cube India Footprint



-  Warehouse Locations
-  Proposed Warehouse Locations
-  International freight forwarding offices

International Freight

- ◆ Pan India offices for International freight forwarding
- ◆ Own Licences - Customs, IATA, Multimodal Transport
- ◆ Full-service management - Road, Air, Sea And Sea/Air Freight Forwarding Products
- ◆ Rail Services For Export, Import And Domestic Containerized Cargo, Integrated With Road Transportation, Customs Clearance, Transit And Bonded Warehousing, Refrigerated Container Facilities

Warehousing

- ◆ Access to 2.0 million Sq. Ft. Warehouse Space include temp cons
- ◆ Pallet Management and Space Optimisation
- ◆ Stuffing and De-stuffing, Pick & Pack Services
- ◆ Fulfillment Services
- ◆ Shrink Wrapping, Kitting, Labeling, Repacking
- ◆ Inventory Management
- ◆ Continuous Improvement Through Operational Excellence
- ◆ HSE and statutory Compliance

National Transport Alliances

- ◆ FCL Cartage, LCL & Airfreight Transport
- ◆ Solution & Consulting
- ◆ Truck Standardization And Maintenance

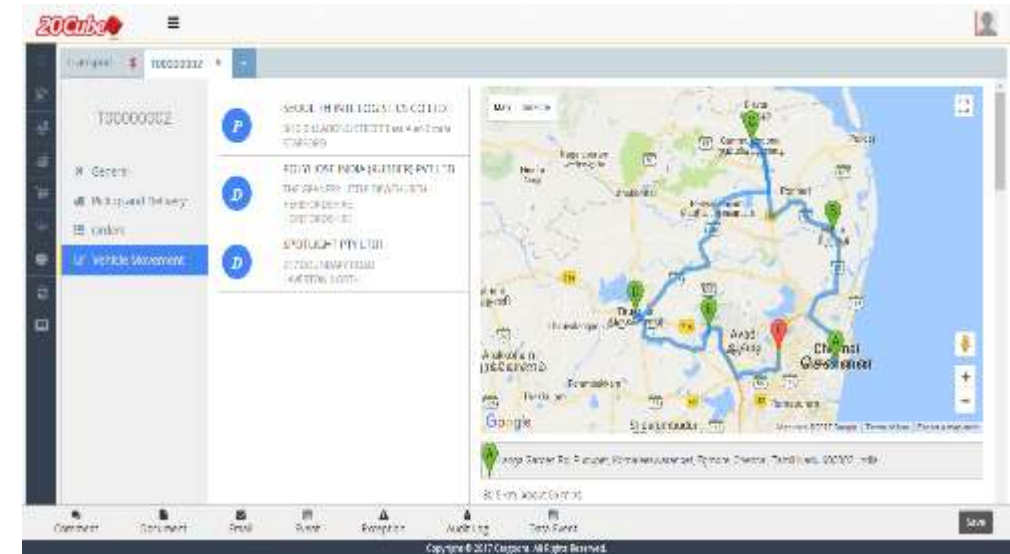
Overseas deliveries of centralized services

200+ Team Members

- ◆ Operations
- ◆ Customer Service & Sales
- ◆ Consultancy
- ◆ Support Centre



Distribution / Last mile Delivery



Executing over 100 tons of secondary distribution

Fleet of dedicated and variable vehicles

Last mile milk run delivery within radius of 100 kms

Upcountry distribution FTL & PTL via associate vendor

Reverse logistics for client service center

GPRS tracking

Mission is to provide an amazon buying experience to brick & mortar customers



Agenda

20Cube at a glance

Chemical capability

Features of this Facility

Next Steps

Association

Operation

Value Addition

HSE & Continuous improvements








Current Association



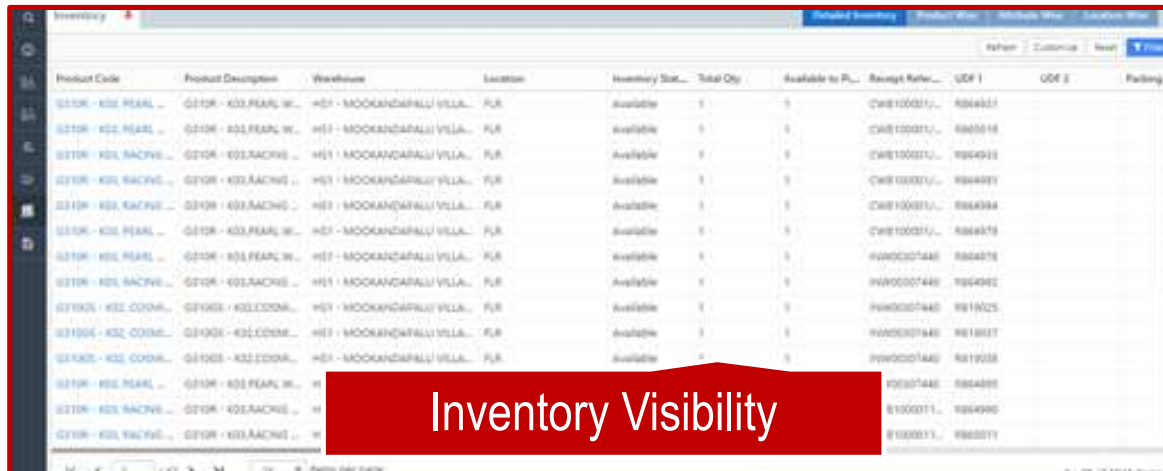
Client

Operation

Uniqueness

	<ul style="list-style-type: none"> ◆ Gurgaon & Bangalore operations.(total PP 4500) 	<ul style="list-style-type: none"> ◆ Flexible and agile by supporting business at any hour to make sure inward and outward happens as per business need ◆ <u>Complied warehouse- Legal/ EHS perspective</u> ◆ Storage facilities as per <u>Compatibility Matrix norms</u> ◆ <u>Inventory ageing report</u> to sales organisation for liquidation ◆ <u>Value added services under same roof.</u> <ul style="list-style-type: none"> ◆ Packing change ◆ Relabelling ◆ Bar code snickering ◆ Export palletization ◆ Shrink wrapping ◆ In house WMS which can <u>integrate to any ERP</u> for two way data interface ◆ <u>Integrated last mile Distribution solution including track and trace</u> ◆ <u>Flexible cost structure</u> for easy calculation (Per week/ Per pallet Or per KL)
	<ul style="list-style-type: none"> ◆ First 3PL warehousing with 20Cube catering to Ghaziabad. In transition from CnF model to 3PL with 20Cube Pan India. 	
	<ul style="list-style-type: none"> ◆ First 3PL warehousing with 20Cube at Nagpur. ◆ Highest throughput facility in Maharashtra 	
	<ul style="list-style-type: none"> ◆ North regional warehouse at Gurgaon. ◆ Chemical complied facility with 400 PP temp.con 	
	<ul style="list-style-type: none"> ◆ Bhiwandi warehouse with PCB compliance 	
	<ul style="list-style-type: none"> ◆ Starting operations from 450 PP expanded business to 2100 PP in span of 3 yrs. (Export Palletisation) 	
	<ul style="list-style-type: none"> ◆ Bhiwandi, Pune, Chennai locations are managed having Decanting facilities 	

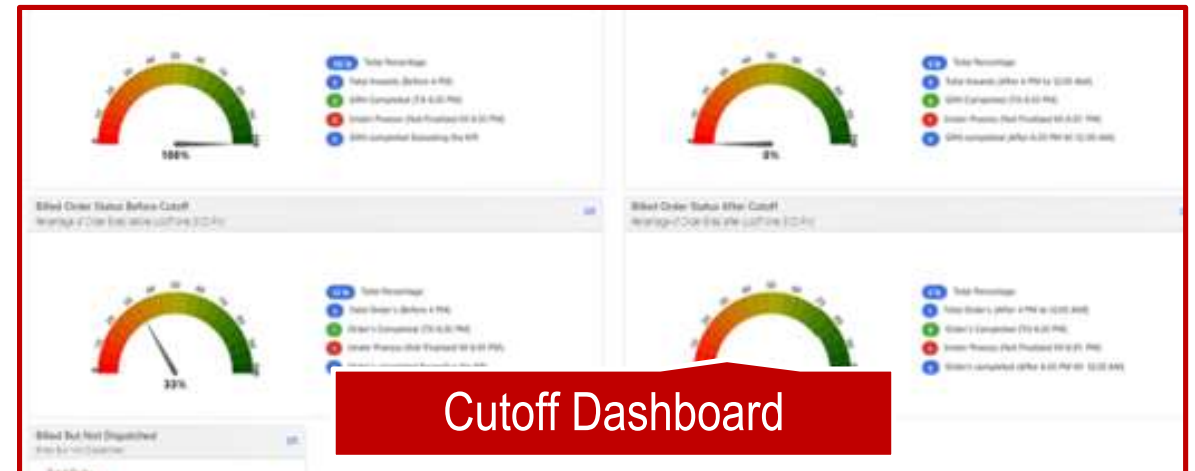
Portal tracking various performance KPIs



The screenshot displays an 'Inventory' table with columns: Product Code, Product Description, Warehouse, Location, Inventory Stat., Total Qty, Available to Pl., Receipt Ref., UDF 1, UDF 2, and Packing C. The table lists multiple entries for products like K01 PEARL, K01 RACHS, and K02 COOM, all showing 'Available' status.

Product Code	Product Description	Warehouse	Location	Inventory Stat.	Total Qty	Available to Pl.	Receipt Ref.	UDF 1	UDF 2	Packing C
Q1106 - K01 PEARL	Q1106 - K01 PEARL W.	H01 - MOOKANDARALLU VILA.	PUR	Available	5	5	CWB1000011	8864831		
Q1106 - K01 PEARL	Q1106 - K01 PEARL W.	H01 - MOOKANDARALLU VILA.	PUR	Available	5	5	CWB1000011	8864818		
Q1106 - K01 RACHS	Q1106 - K01 RACHS W.	H01 - MOOKANDARALLU VILA.	PUR	Available	5	5	CWB1000011	8864919		
Q1106 - K01 RACHS	Q1106 - K01 RACHS W.	H01 - MOOKANDARALLU VILA.	PUR	Available	5	5	CWB1000011	8864891		
Q1106 - K01 RACHS	Q1106 - K01 RACHS W.	H01 - MOOKANDARALLU VILA.	PUR	Available	5	5	CWB1000011	8864994		
Q1106 - K01 PEARL	Q1106 - K01 PEARL W.	H01 - MOOKANDARALLU VILA.	PUR	Available	5	5	CWB1000011	8864879		
Q1106 - K01 PEARL	Q1106 - K01 PEARL W.	H01 - MOOKANDARALLU VILA.	PUR	Available	5	5	FW000007448	8864818		
Q1106 - K01 RACHS	Q1106 - K01 RACHS W.	H01 - MOOKANDARALLU VILA.	PUR	Available	5	5	FW000007448	8864902		
Q1106 - K01 RACHS	Q1106 - K01 RACHS W.	H01 - MOOKANDARALLU VILA.	PUR	Available	5	5	FW000007448	8864925		
Q1106 - K01 RACHS	Q1106 - K01 RACHS W.	H01 - MOOKANDARALLU VILA.	PUR	Available	5	5	FW000007448	8864937		
Q1106 - K01 RACHS	Q1106 - K01 RACHS W.	H01 - MOOKANDARALLU VILA.	PUR	Available	5	5	FW000007448	8864938		
Q1106 - K01 PEARL	Q1106 - K01 PEARL W.	H01 - MOOKANDARALLU VILA.	PUR	Available	5	5	FW000007448	8864880		
Q1106 - K01 RACHS	Q1106 - K01 RACHS W.	H01 - MOOKANDARALLU VILA.	PUR	Available	5	5	FW000007448	8864980		
Q1106 - K01 RACHS	Q1106 - K01 RACHS W.	H01 - MOOKANDARALLU VILA.	PUR	Available	5	5	FW000007448	8864911		

Inventory Visibility



Cutoff Dashboard



CCTV Footage



The screenshot displays a 'KPI Tracker' dashboard showing a detailed view of a specific order. The order details include:

- Order ID:** MA9 - IN - CHENNAI REDHILLS WH [20CUBE]
- Client Code:** JOHNSONMAA
- Client Name:** JOHNSON CONTROLS - HITACHI AIR CONDITIONING INDIA LIMITED C/O 20CUBE LOGISTICS
- Transporter Code:** SRIMURMAA
- Transporter Name:** SRI MURUGAN AGENCIES
- Purpose:** ORD
- Vehicle Type:** 20 Feet
- Vehicle ID:** TN-97-Z-5195
- Vehicle Name:** MURUGAN
- Vehicle Number:** 6380940485
- Assign To:** WH_USER
- Create / Attach Pick:** No Description
- Due Date:** a day due - 07 Jun 2020 2:37 AM
- ORD #:** OWDD00422042
- 102213 - 05 Jun 2:37 AM**
- Status:** Entered
- Date:** 05-Jun-2020

KPI Tracker

Chemicals: Supply Chain Challenges in India

Cost Suitability

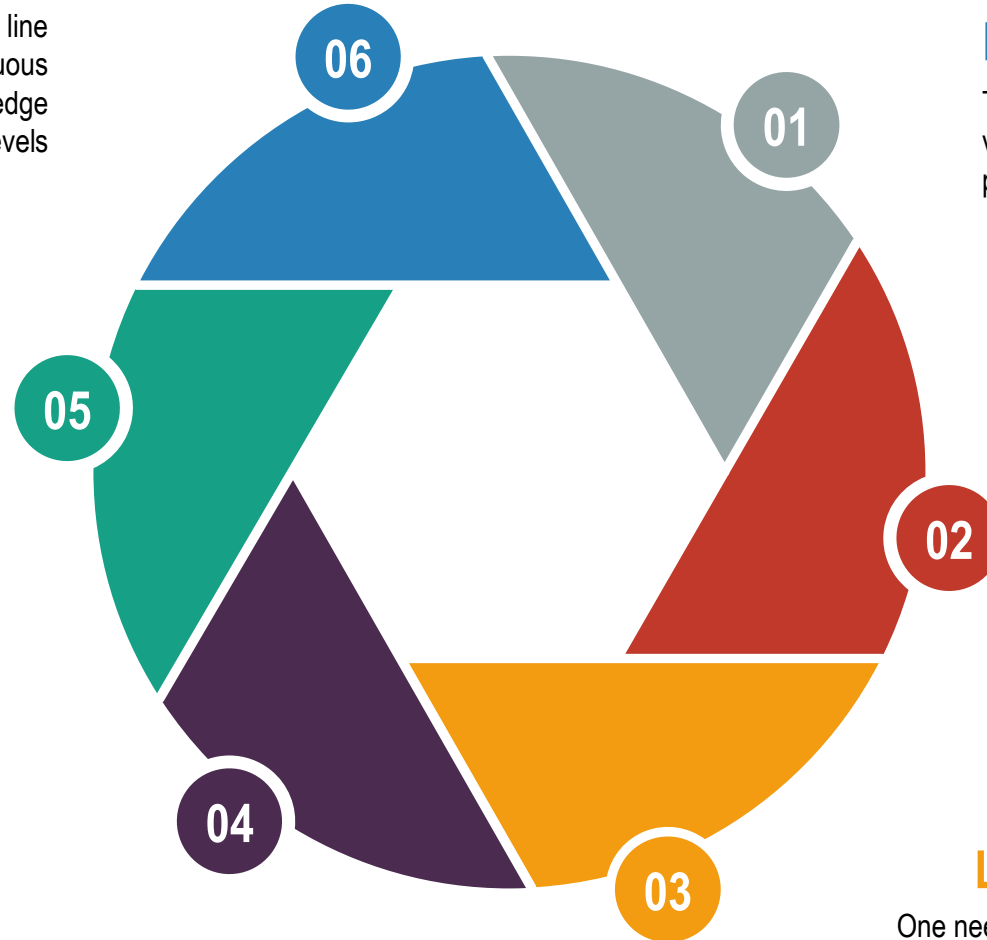
Intense competition leads to bottom line **pressure**. Innovation and continuous improvement on costs leveraging knowledge and technology rationalizing Inventory levels and transportation

Visibility = Control

Many continue to suffer higher costs due to poor supply chain visibility.

FEFO/ FIFO

Manage the inventory with expiry details, Batch wise manner. So that right products get out at right time. And Sales organization will have clear views on Near expiry material.



EHS & Infrastructural Need

The infrastructure plays vital role in accommodation various classes of chemicals. Depend on Classes and properties of chemicals it need to segregated and storage.

Safe Delivery

The need to be very much safety cautious in terms of handling the Cargo., delivering SAFE to end user

Legal Compliance part

One need to have all the list of compliances in place before act.

Case Study

A leading global supplier of advanced adhesive solutions operates in five categories: AIL (Adhesive), AIS, HSTPL (Cleaning Agent), DG Kit & AI.

Challenges

- Multiple stakeholders and unorganized CHA management
- Zero inventory monitoring of damaged and expired products
- Inaccurate inventory details

Solution

- Strategically located state-of-the-art warehouse equipped with modern facilities in accordance to clients requirements
- Introduced WMS (MyHubPlus) for complete visibility of products ageing & exception management, including inward and outward customized reports
- MyHubPlus tracks the complete inventory in real time available in the warehouse

Results

- Achieved multi-fold operational efficiency
- With exception management in place, identifying errors and issues became seamless. The customer could easily drill-down to the root-cause and do a complete analysis.
- With regular and timely reports available in hand, customer can take sound decisions, favorable to business.



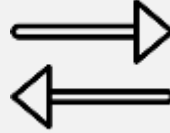
Chemicals Operations



Value Added Services



Store Deliveries



Reverse Logistics



Re-Packing



Shrink Wrap



Labeling



Dealer/Distributor Delivery



Bar-code Stickering



QC & Inspection



Stock Transfer delivery

Value Added services- (Re-Bagging, Export Palletisation, Decanting, Pick-Pack)



HSE & Quality process

Annexure 1

20Cube



HSE – In pursuit of Excellence with Safety



Injury
Incident



Security briefing, HSE practices, First aid training, Awareness - Mock drill



Security briefing, HSE practices, First aid training, Awareness - Mock drill



HSE & Legal Compliance

Gram Panchayat NOC

Weight & Measurement

PF & ESIC

Fire Noc

Electrical Safety




Electrical Safety

Earth Testing Report

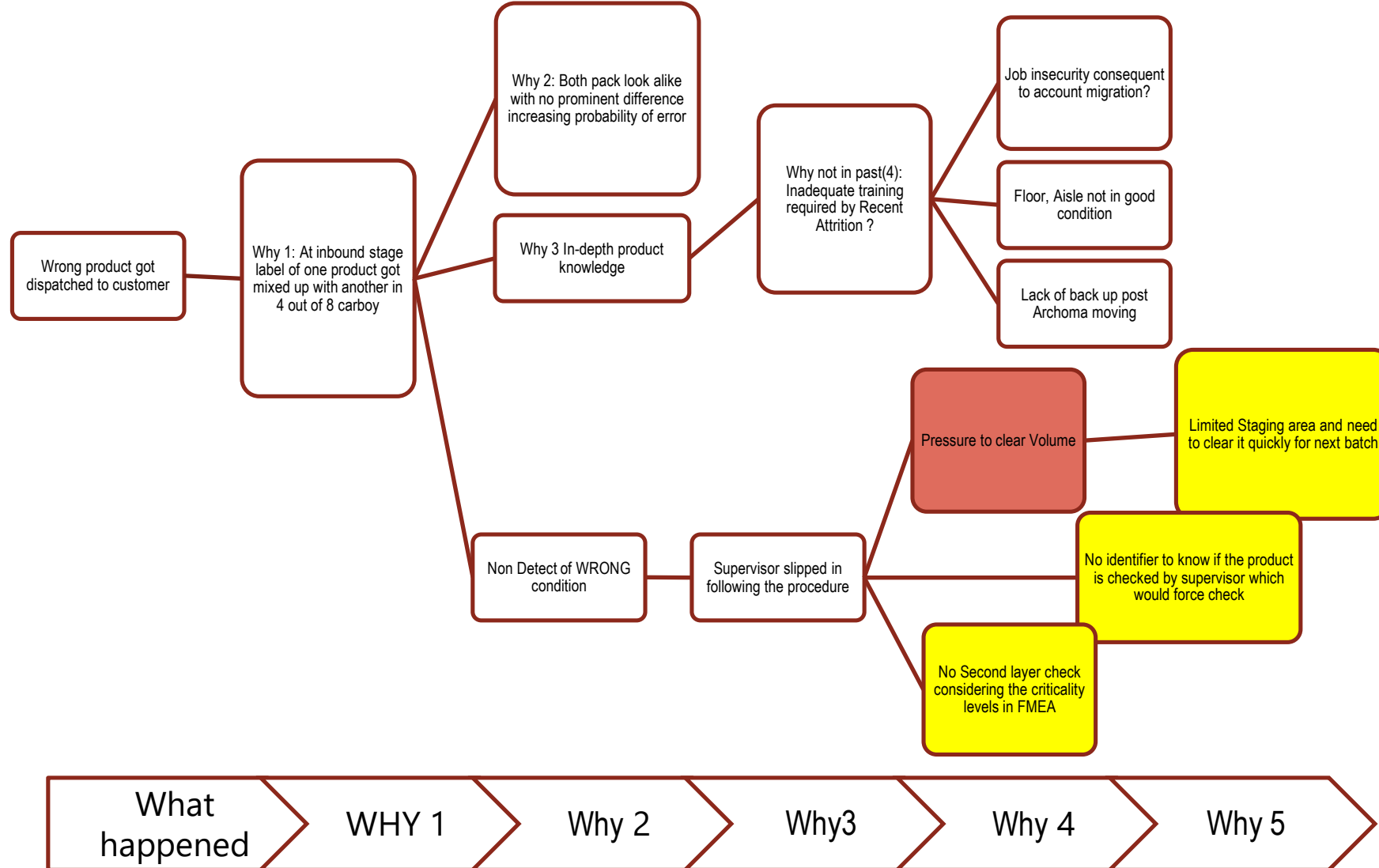
EI Permission

Quality & Continuous Improvement

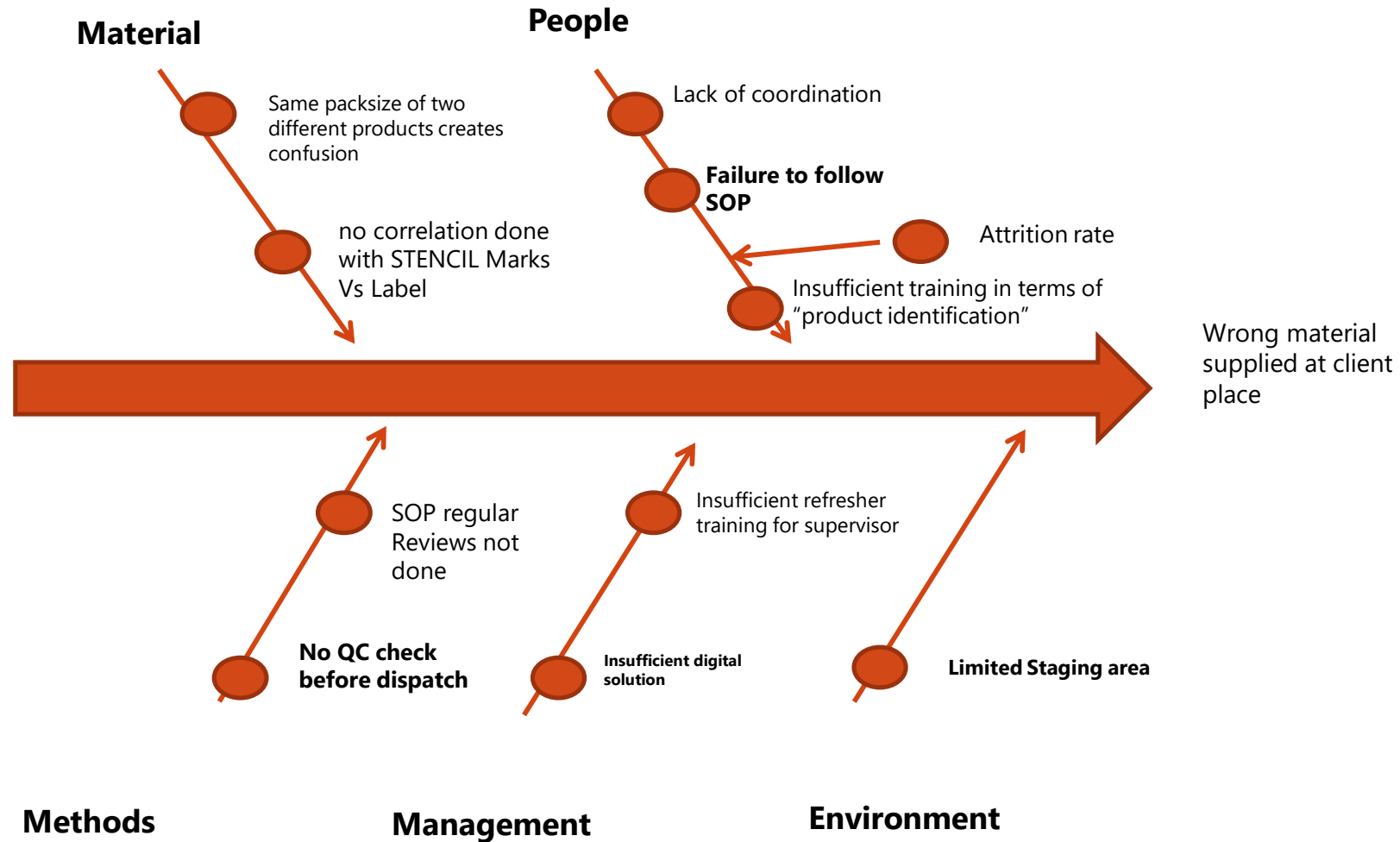


 Leave it to us	"KAIZEN IDEA SHEET"	Kaizen No:- 20CUB/IND/KZN-03				
Kaizen Theme:- Fire Extinguisher Stand	Kaizen Idea:- To Provide stand of sufficient height to keep FE above Ground	Zone Coordinator:- Seetharamu HK				
		Team Leader:- Elamurugan				
Problem Status: Access for Handling FE is difficult.	Counter Measure:- 1) Measurement for FE stand is taken, 2) fabricated FE stand as per the quantity. 3) Keep FE at designated area marked with Red color circle near Aisles.	Team:- Suresh , Vishwanath				
Problem Analysis:- (why-why Analysis) <div>1. FE handling is very difficult & Blocked</div> <div>↓</div> <div>2. it is mounted on 7 ft height, and some</div> <div>↓</div> <div>3. Space requirement from client.</div> <div>↓</div> <div>4. FE can be shifted to new place near aisle marking.</div> <div>↓</div> <div>5. one can't keep FE on ground. it will get rusted.</div> <div>↓</div> <div>6. Some support or provision to keep it above ground level</div>	Before:- (pictorial representation)  	Start Date:- 22.06.13		Completion Date:- 25.07.13		
		<div>Result Area</div> <div>↓ ↑</div>	Before	Target	After	
	<div>Productivity (time)</div>	↑	Time wastage	no search time	Time saved	
	Quality					
	Cost					
	Delivery					
	HSE	↑	Block due to material stacking	FE should not block	Easy access	
Env						
Morale						
Root Cause:- Provision to keep FE above ground level	Results:- Fire extinguishers are easily accessible and free from any obstacle.	Scope & Plan for Horizontal Improvement:- This kaizen can be implemented for all WHs, so that FE s will be easily accessible.				

Case study on CAPA - Incident Analysis



Case Study on CAPA - Fish Bone Analysis



Agenda

20Cube at a glance

Chemical capability

Features of Facility

Next Steps

Location

Infrastructure

HSE

Facility

20Cube 



DG Classes we deals with

- ◆ **Class 3**
- ◆ **Class 4**
- ◆ **Class 5**
- ◆ **Class 6**
- ◆ **Class 8**
- ◆ **Class 9**



Advance Safety Equipment



Advance Safety Equipment



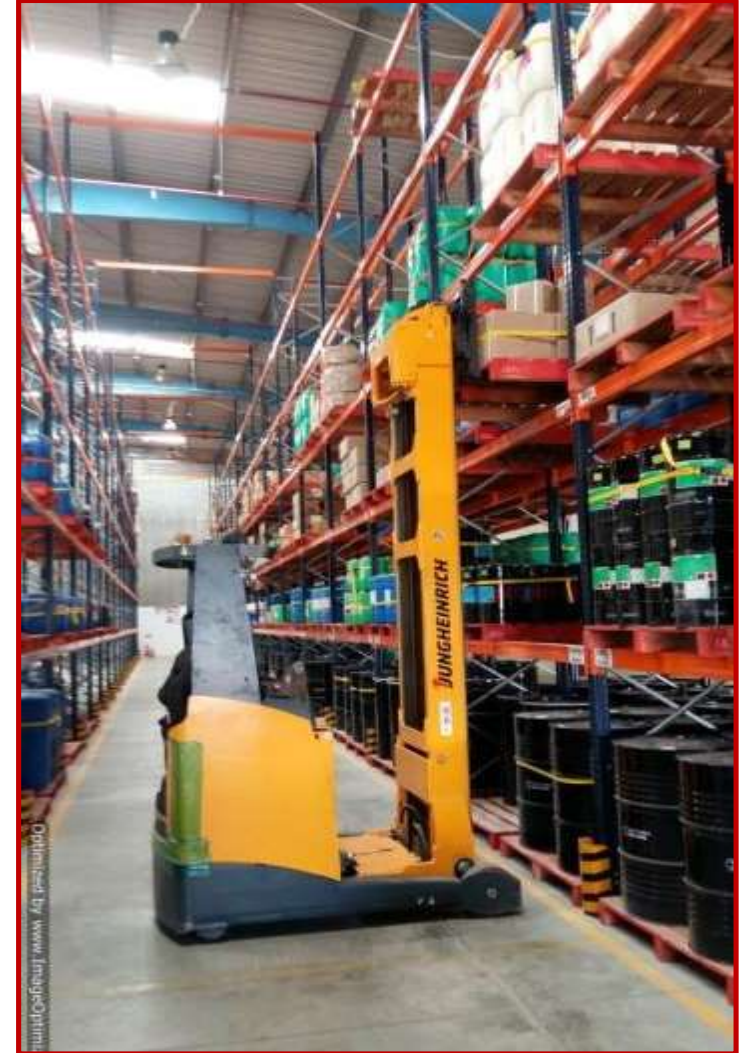
Warehouse – Chemical Trench



Cold Room 20 to 25 degree



Warehouse – MHE's





20Cube

Thank You

20Cube warehousing & Distribution Highlights



Ability to scale up

- ◆ Added 1 mn sqft in 1 year
- ◆ Scaled from 5 up 25 location within 25 days



Spares part capability

- ◆ Serving spares in 25 cities for all India distribution
- ◆ 4 large clients for spares parts management and achieving delivery TAT



BMW puts its faith on 20Cube

- ◆ Big brands deepen relationship eg., BMW enhanced from Motorcycle & overflow warehouse to a 6 year contract for managing 2.5 Lac facility
- ◆ BSH renewed our 5 year contract for another 5 years and enhanced contracted space by 4 times



Growing at fast pace

- ◆ 160% growth in revenue, area managed and customer base
- ◆ Plan to add 2 mn sqft in next 12 month

