



Logistics with **Digital Advantage**

Introduction to Food & Pharma

Agenda

20Cube at a glance

Foods storage 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

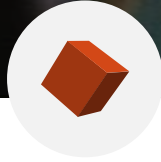


20Cube – Trade Made Easy



Technology driven

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



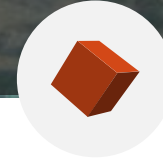
Integrated Services

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

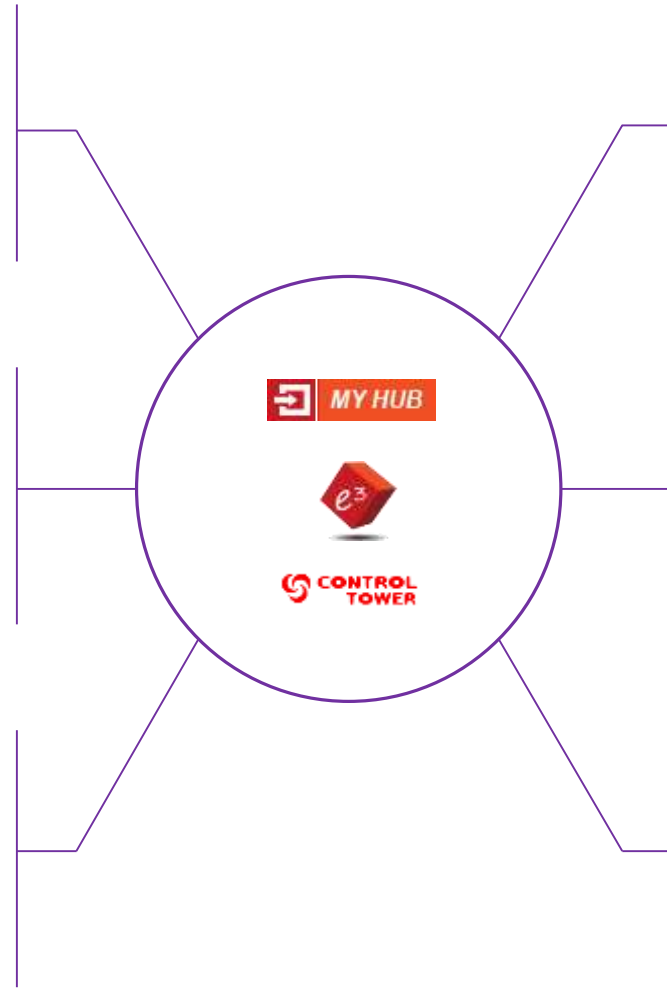
Digitization of end to end supply chain process is the only way to achieve absolute efficiency, productivity and waste elimination.

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

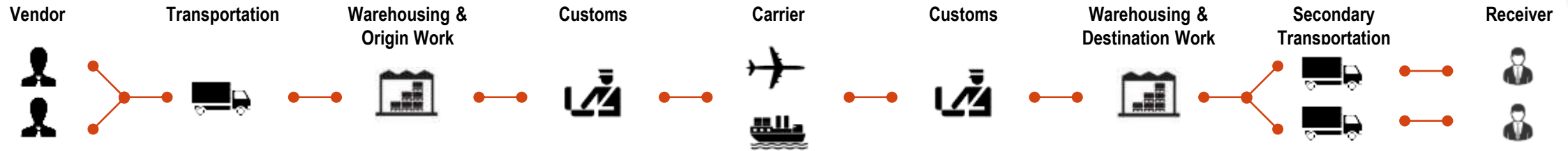


**Digitize transaction
End-to-end**

- 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

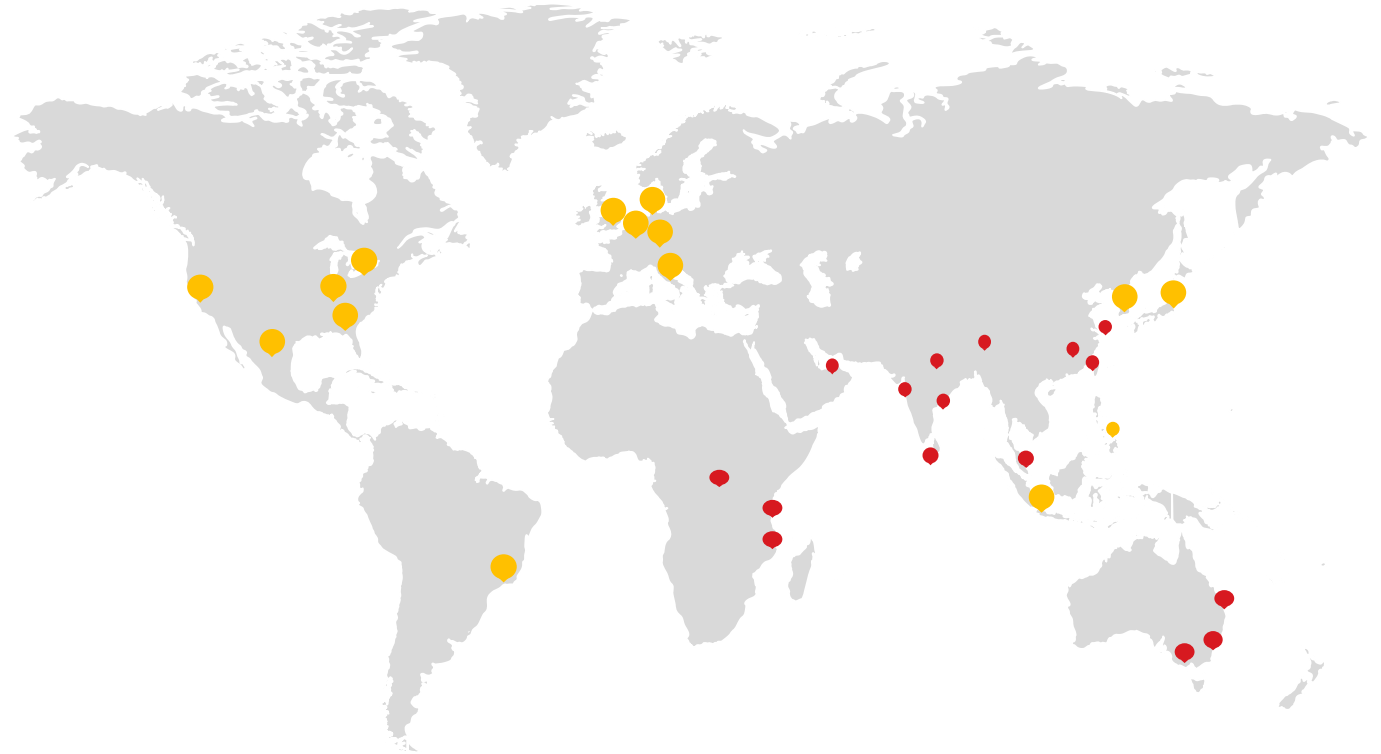
- Large MNC with HQ in Germany, Japan, Australia, India, etc
- Spare parts, White goods, Chemicals, Retail, Auto sectors
- Integrated solutions



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	enjay		GLENCORE	
									
		CYIENT							

Source: Company information

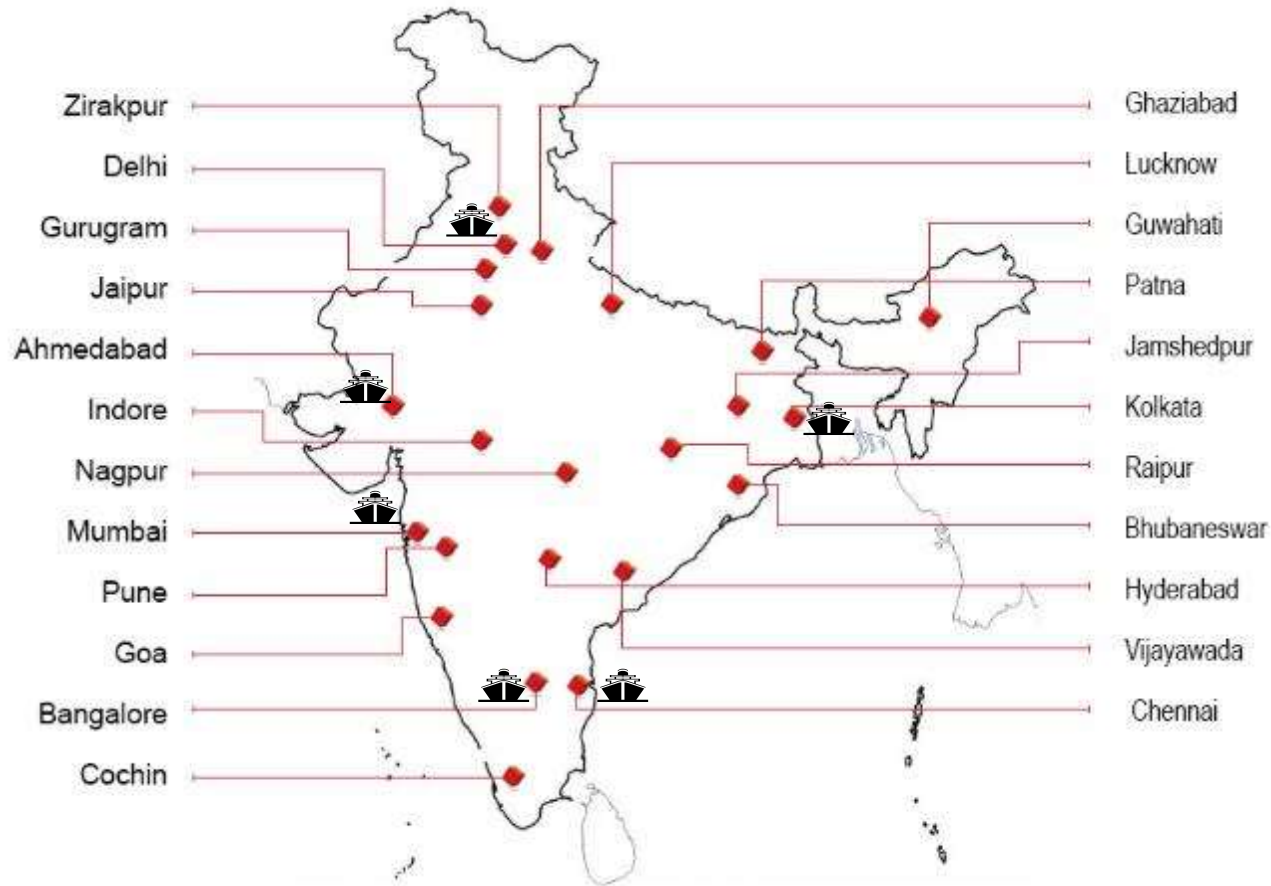




20Cube India



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

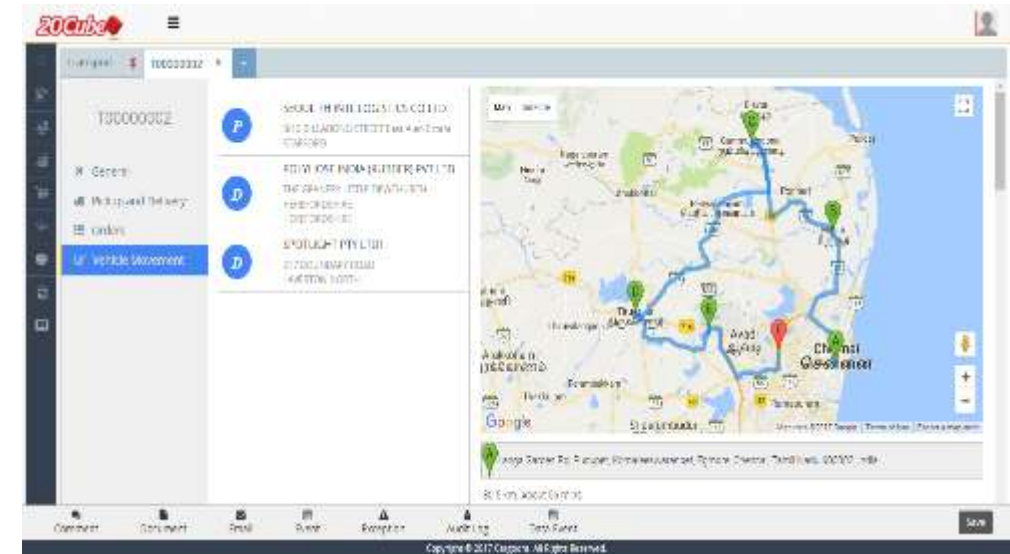
Overseas deliveries of centralized services

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

Foods storage capability

Features of this Facility

Next Steps

Association

Operation

Value Addition

HSE & Continuous improvements

Current Association



Client

Operation

Uniqueness

CONNELL

- Operating out of Padgha as RDC of 65000 sqft, managing Food. Pharma division of Connell Bros.
- Temp con storage up to -18 Deg as reqd. for sensitive products
- Doing Last mile delivery for clients.

Allana
...since 1865

- Operating regional warehousing Bangalore.

AB | MAURI

Global Expertise, Local Knowledge. **We know baking!**

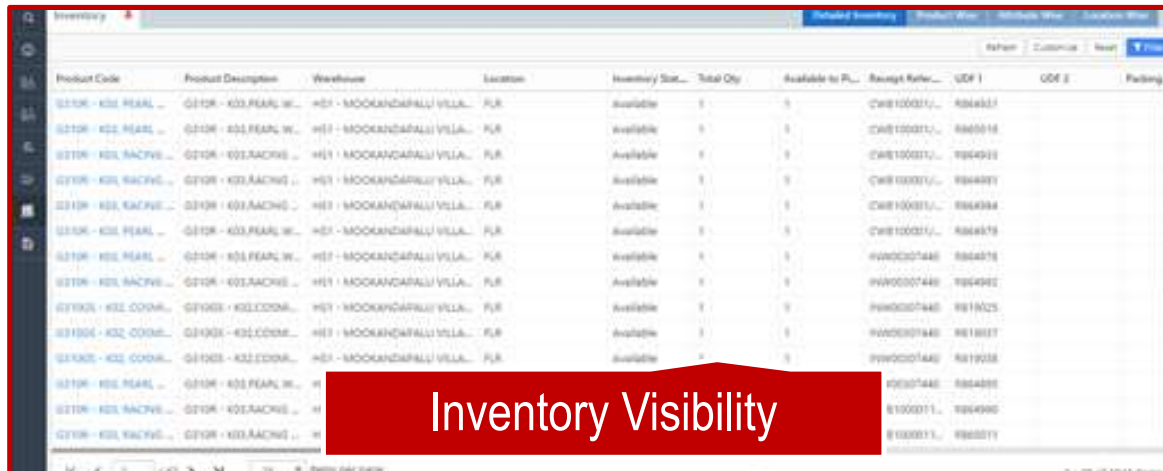
- Operates regional Warehouse at Bhiwandi.
- These are bakery products (additives)



- Managing Sellerflex operation from Bangalore.
- Omni Channel deliveries within Strict time line

- **Flexible and agile by supporting business at any hour to make sure inward and outward happens as per business need (peak load & Off peak load management)**
- **PO to POD management** (International freight to LMD at consumer in one go!)
- All **Legal Compliances** are in place
- **Integrated last mile Distribution solution including track and trace**
- In house **Quality Check Team to provide 100% quality control** before any dispatch.
- **In house WMS which can Integrate to any ERP for two way data interface**
- **Inventory ageing report to sales organisation for liquidation**
- **Value added services under same roof.**
 - Packing change
 - Relabelling
 - Reverse Logistics

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	8864916		
Q1106 - K01 RACHS	Q1106 - K01 RACHS W...	H01 - MOOKANDARALLU VILA...	PUR	Available	5	5	FW000007448	8864902		
Q1106 - K02 COOM	Q1106 - K02 COOM W...	H01 - MOOKANDARALLU VILA...	PUR	Available	5	5	FW000007448	8819025		
Q1106 - K02 COOM	Q1106 - K02 COOM W...	H01 - MOOKANDARALLU VILA...	PUR	Available	5	5	FW000007448	8819037		
Q1106 - K02 COOM	Q1106 - K02 COOM W...	H01 - MOOKANDARALLU VILA...	PUR	Available	5	5	FW000007448	8819038		
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	8864900		
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 order details and KPIs. The order is for MA9 - IN - CHENNAI REDHILLS WH [20CUBE]. The KPIs are shown as a bar chart with values ranging from 0 to 100.

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
TN-97-Z-5195
MURUGAN
6380940485

Assign Task

Create / Attach Pick
No Description

a day due - 07 Jun 2020 2:37 AM
WH_USER

ORD # OWD00422042
102213 - 05 Jun 2:37 AM

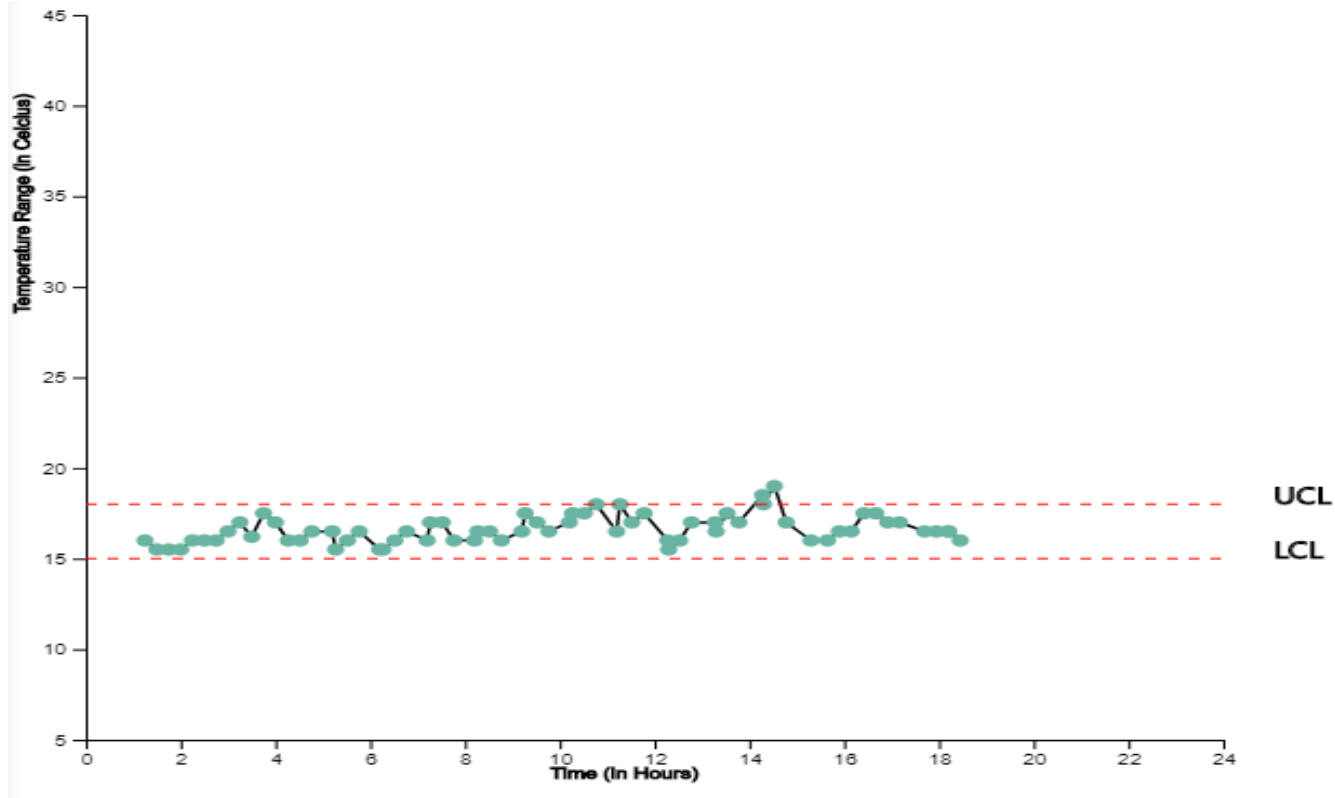
Entered

05-Jun-2020

KPI Tracker

20Cube | My Hub + WMS – Temperature Control Warehouse System

- Live Tracking feed of Temperature data to the customer
- Any Exception can be sent to the customer by Mail
- Data Logger report on daily basis for the temperature
- Alert system to trigger notifications when temperature crosses beyond the set limit
- Live dashboard for Temperature tracking
- Our IOT device tracks temperature every 15 minutes
- LCL and UCL can be configured depending upon the customers requirement
- The live Temperature data of the facility will be captured by the IOT devices installed in the warehouse
- The Data from the IOT device is captured into My hub



Time	Temperature	Unit	Variance	Status
11:01 AM	16.5	C	0	In Range
11:16 AM	18	C	0	In Range
11:31 AM	17	C	0	In Range
11:47 AM	17.5	C	0	In Range
12:02 PM	15.5	C	0	In Range
12:17 PM	16	C	0	In Range
12:32 PM	16	C	0	In Range
12:47 PM	17	C	0	In Range
01:02 PM	16.5	C	0	In Range
01:17 PM	17	C	0	In Range
01:32 PM	17.5	C	0	In Range
01:47 PM	17	C	0	In Range
02:02 PM	18	C	0	In Range
02:17 PM	18.5	C	0.5	Not in Range
02:32 PM	19	C	1	Not in Range
02:47 PM	17	C	0	In Range
03:02 PM	16	C	0	In Range
03:39 PM	16	C	0	In Range
03:54 PM	16.5	C	0	In Range

Customer Name	Customer Code	Min Range	Max Range
HENKEL ADHESIVE TECHNOLOGIES INDIA PRIVATE LIMITED	HENADHTEC	15	18
HENKEL ADHESIVE TECHNOLOGIES INDIA PRIVATE LIMITED	HENADHTEC	17	24

Food Products: Supply Chain Challenges in India

Cost Suitability

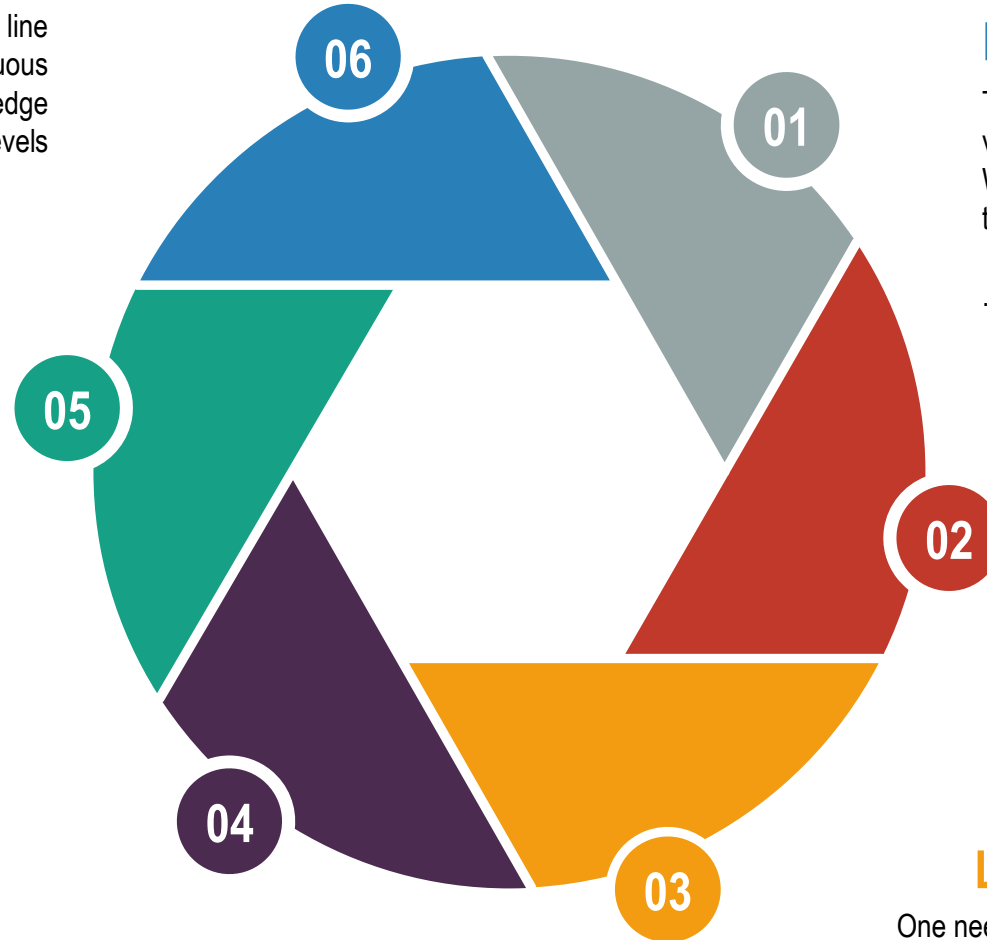
Intense competition leads to bottom line **pressure**. Innovation and continuous improvement on costs leveraging knowledge and technology rationalizing Inventory levels and transportation

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 food products. We do store right from HDR to Floor storage & Ambient temp. to -ve temp.

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.

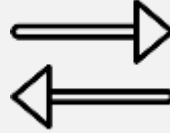
Food and Pharma Operations



Value Added Services



Store Deliveries



Reverse Logistics



Re-Packing



Shrink Wrap



Labeling



Dealer/Distributor Delivery



E-com Deliveries



QC & Inspection



Stock Transfer delivery

Value Added services (Packing and Scanning)



Value Added services (Re-Bagging, Export Palletisation)



Handling with Care (Mechanised Handling)



Agenda

20Cube at a glance

Foods Storage capability

Features of Facility

Location

Infrastructure

Next Steps

Facility



Facility panoramic view



Pharma / Food Storage



Sample Lab- Set Up





Inventory Storage- Ground Area



Temperature Control Storage (up to -17 Deg)



Cold Room – Storage & Material Handling



Ambient Temp controlled storage



HSE & Quality Continual Improvement

(Annexure-1)



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



	"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			
			Result Area	↓	↑	Before	Target	After
			Productivity (time)	↑		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.				

Quality in Daily life - Tool Box Meeting before starting Operation



◆ Previous day

◆ issues

◆ Pendency

◆ Today plan

◆ Despatches

◆ Safety topic

◆ Appreciation



20Cube

Thank You