

JUSDA India Profile

May 2021

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- Overview
- Global Network
- India Capability
- Case Studies

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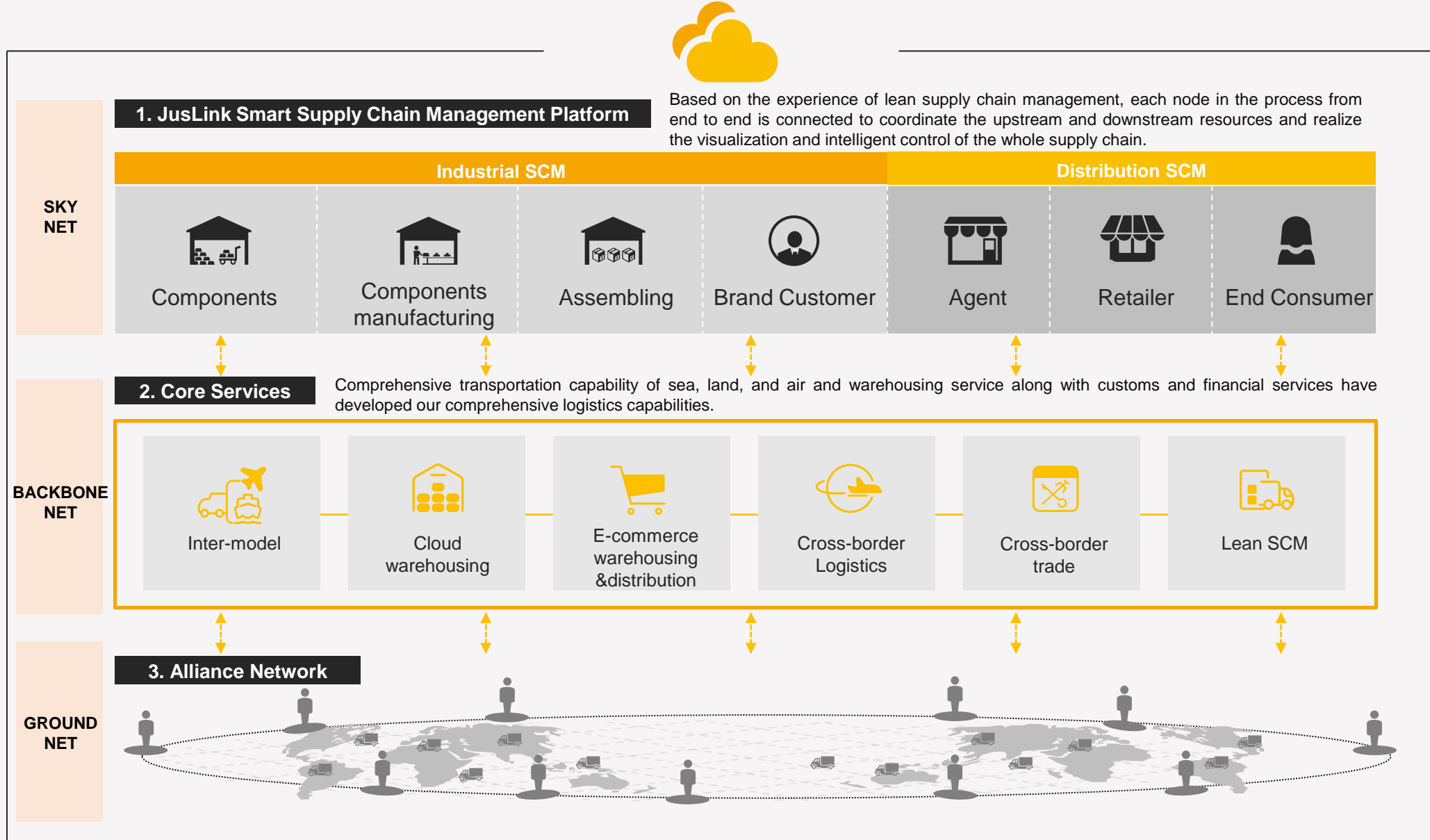
- Overview
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Committed To Becoming

**The World's Most Professional Technology
Supply Chain Management Platform Service
Company**

construct 3-net eco-system and realize supply chain process visualization and intelligent control end-to-end



Company Overview

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03 India Capability

04 Case Studies

01

Extensive experience in the lean management of an industrial manufacturing company

02

An integrated solution provider from Component to manufacture to Consumer(C2M2C)

03

JUSDA, an integrated platform with supplier enablement, makes success extendible and replicable from upstream to downstream in different industries.

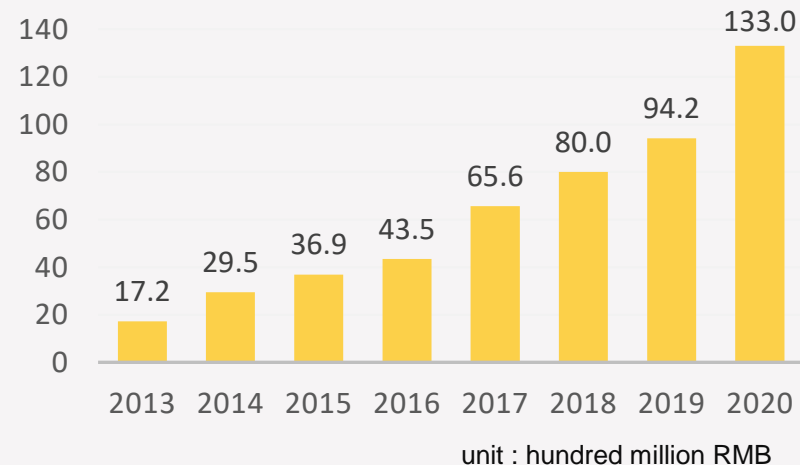
04

Global presence of 47 sole proprietorship and joint ventures, 150 operation centers, and 2,500,000+ square meters storage area.

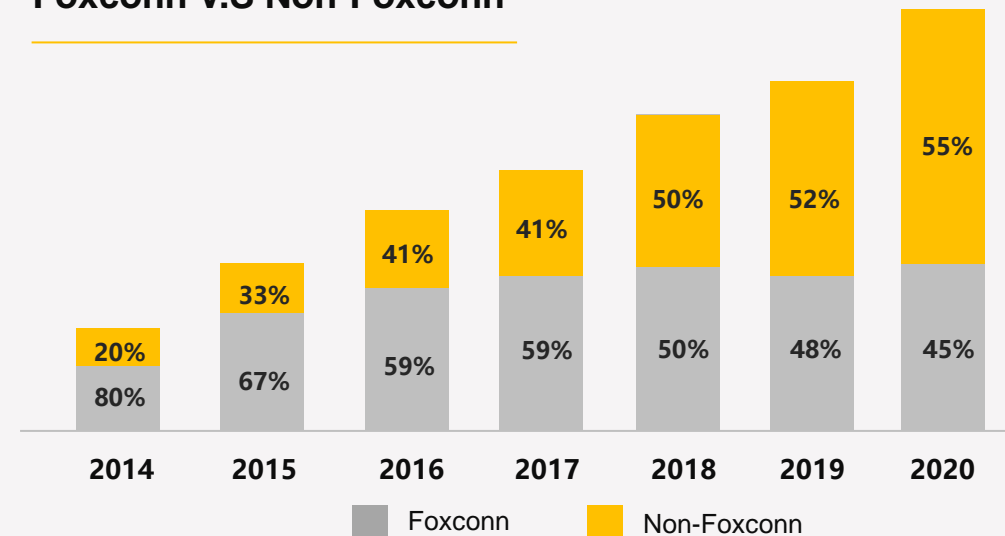
05

Supply chain logistics management platform service enterprise authorized by Foxconn Technology Group

Revenue



Foxconn V.S Non-Foxconn



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 - Global Transportation Network
 - Great China Network
- India Capability
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Global Network Overview

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155+

Locations Worldwide



1500+

International Routes



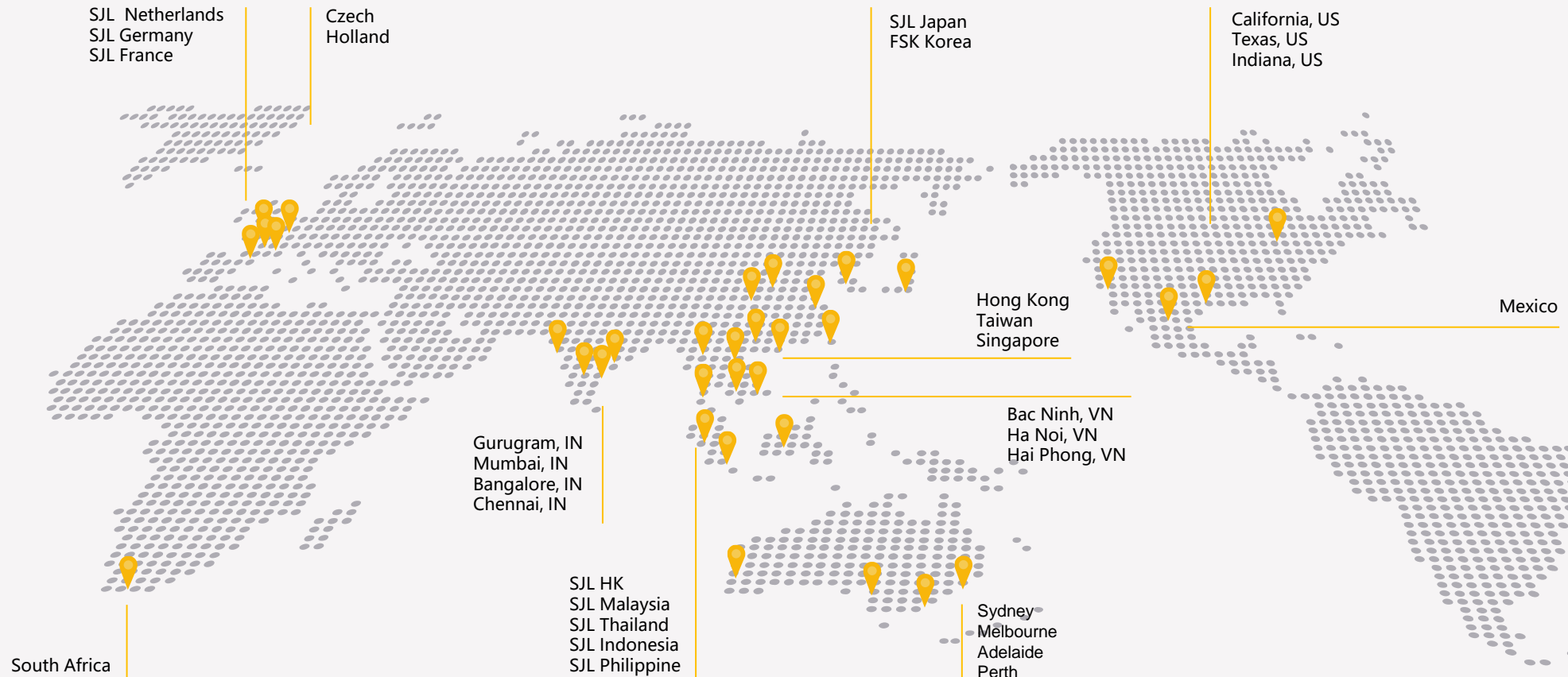
2,500,000M²

Warehouse Space



110+

Global Distribution Center



Global Network – Freight Shipping

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Air Freight

Annual Import & Export over **70,000 tons**

27 international airline partners

Cover over **100** countries, **500** cities



Rail Freight

Annual Export over **8,000 FEU**

Cover over **30** countries

7 major Eurasian Railways

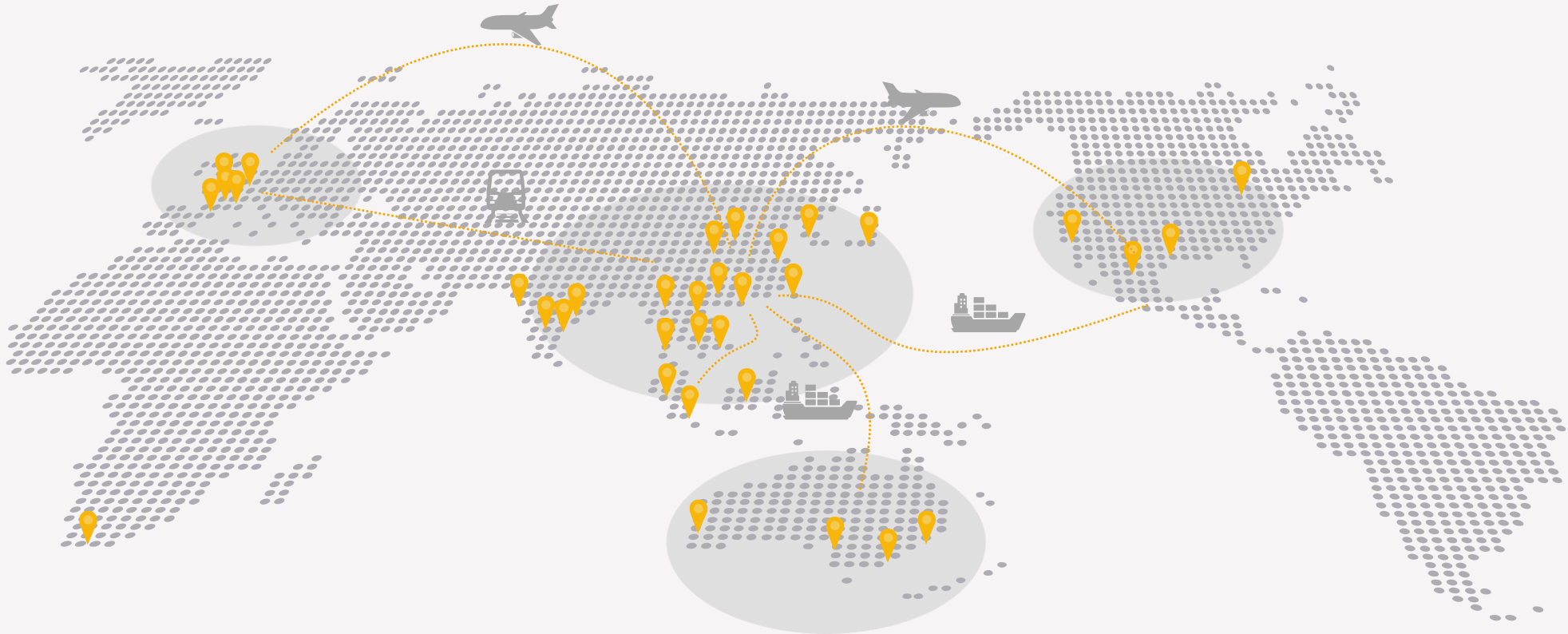


Ocean Freight

Service over **500** destinations

2,000+ routes

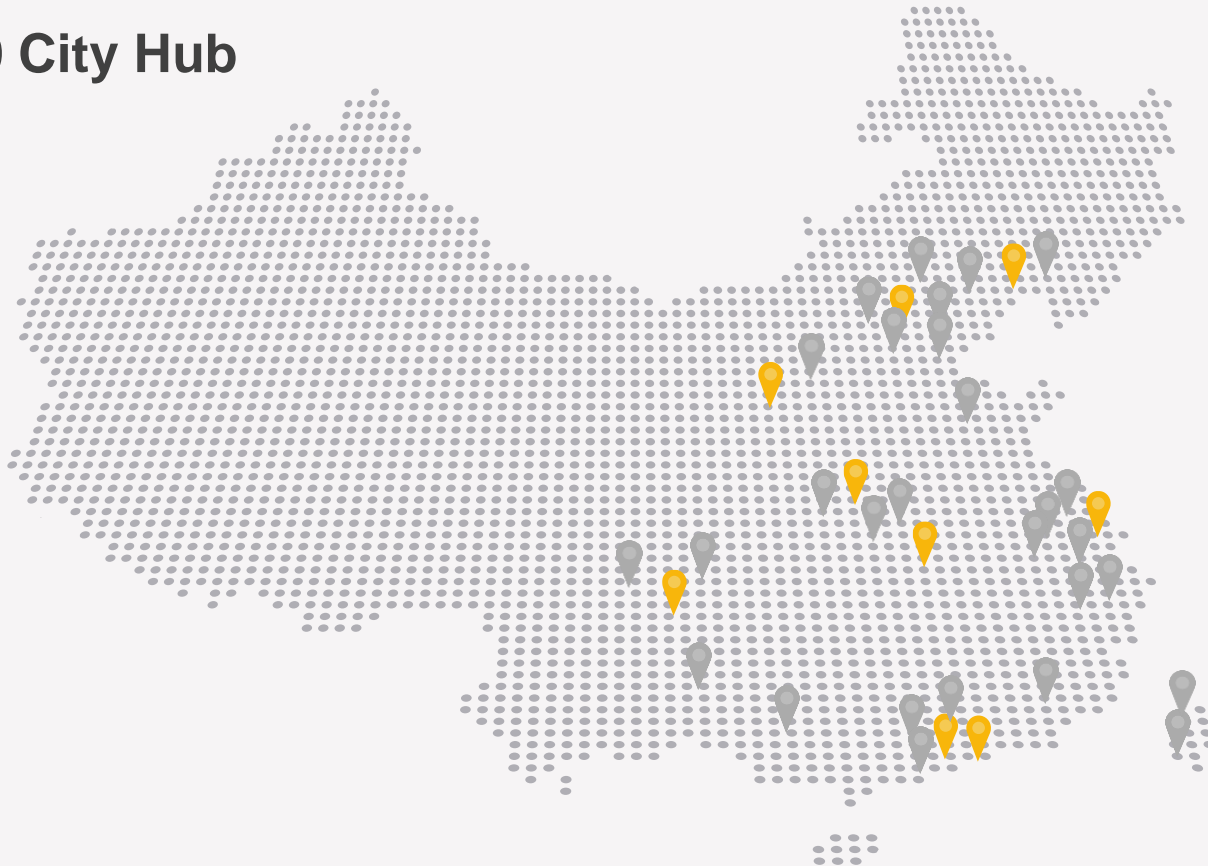
Container volume each year
150,000+ TEUs



9 Central Hub

Shanghai Beijing Shenzhen Shenyang Zhengzhou
Wuhan Chengdu Xi'an Guangzhou

30 City Hub



48 VMI Hub



300,000+
SKU management capability



10,000+
top customers



50 customs sites & over
1,000 in-house customs broker

Cross Border E-Commerce

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15

DC's across China
Main cities

Chennai
Mumbai
Delhi

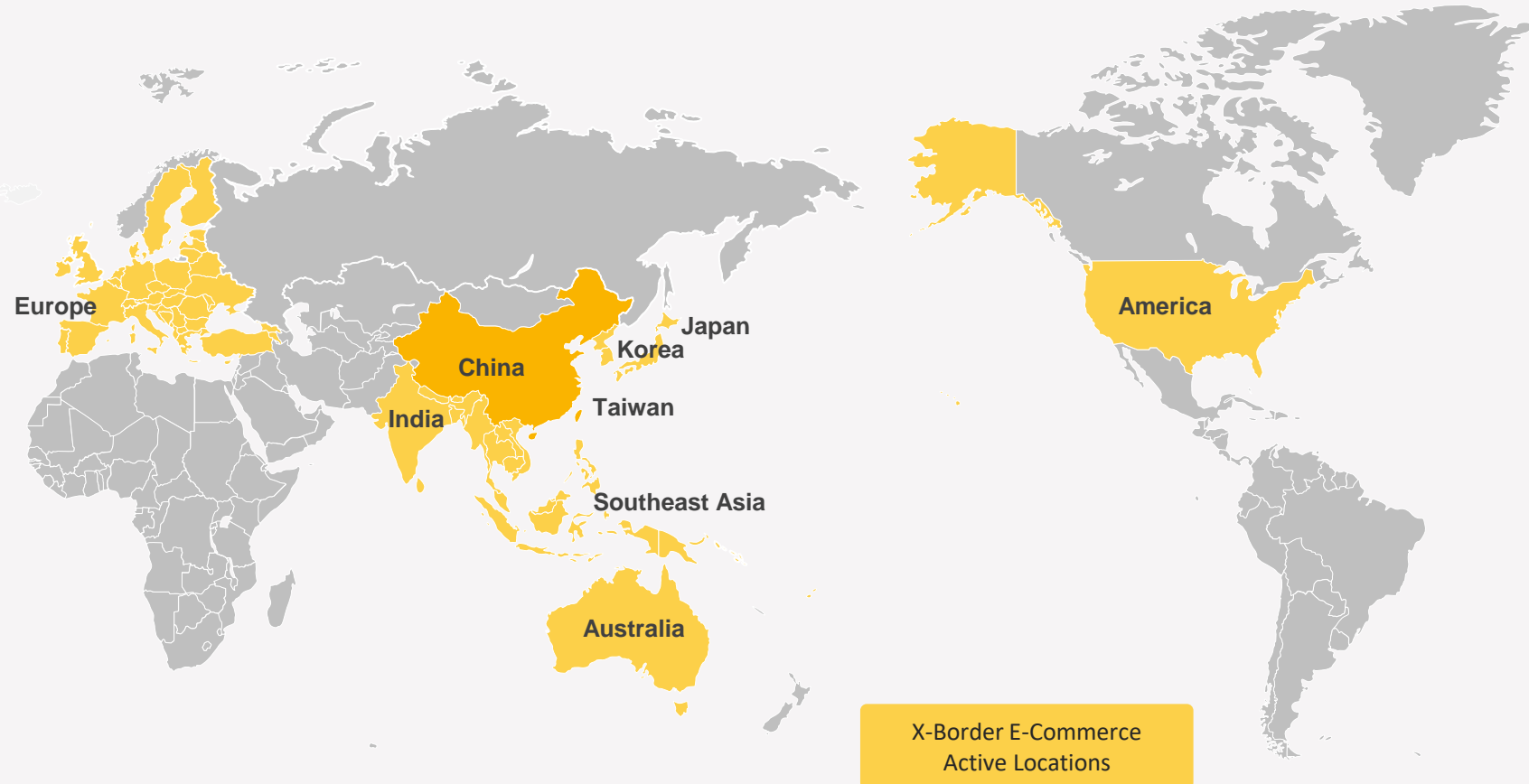
India Warehouses

Frankfurt
Amsterdam

EU Warehouses

Los Angeles

US Warehouse



Total trading volume:

4,193 tons

2015

60 local site

35 overseas site

Total trading volume:

22,680 tons

2019

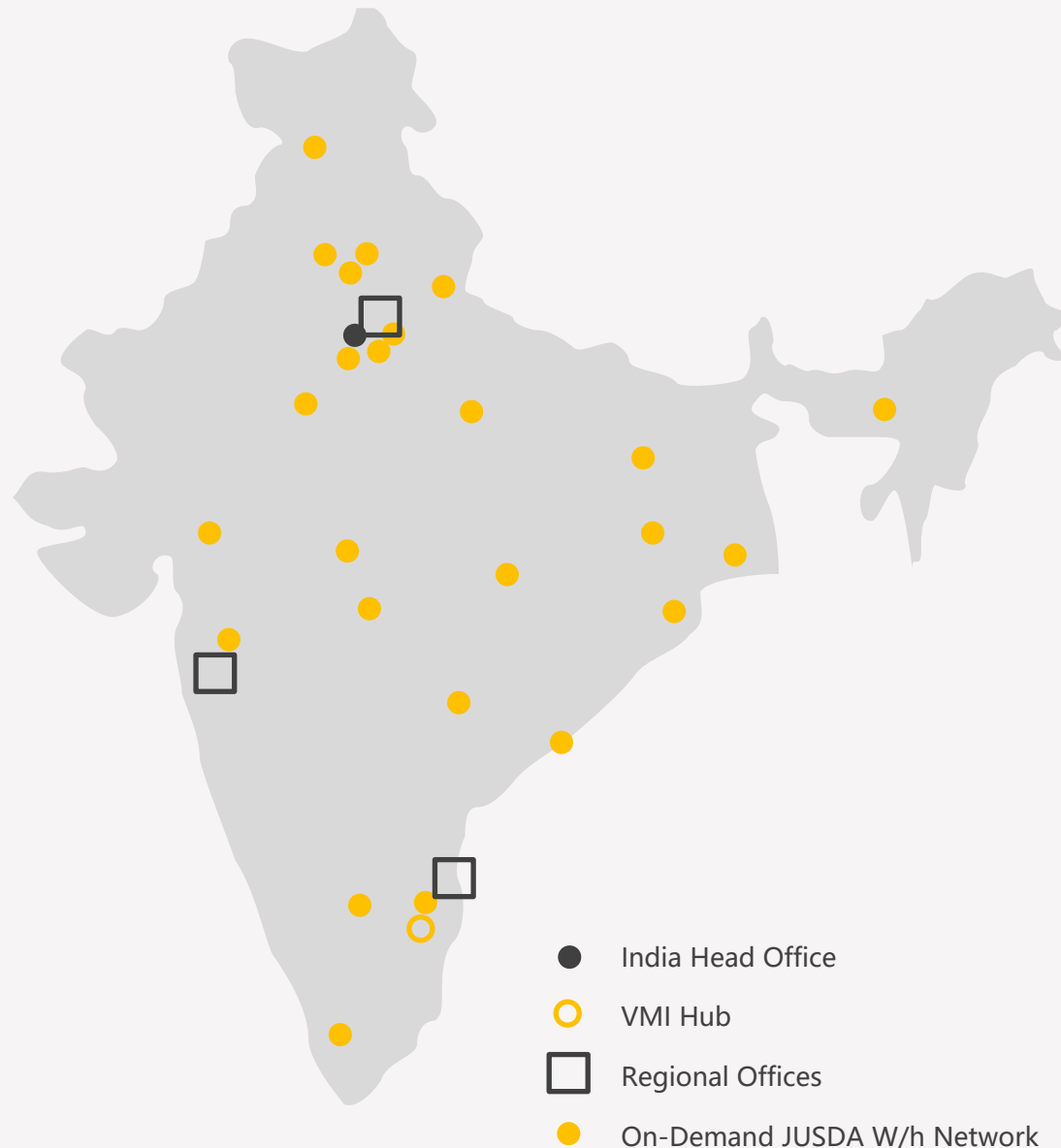
300 local site

100 overseas site

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- Overview
- Products
- Services
- Clients



JUSDA India – Global Capabilities, Local Execution, Customer Focus

Technology as key enabler for supply chain execution to ensure ease of doing business, visibility, competitiveness, and enhanced service levels

Focused Products:

- Supply Chain Enterprise Program
- Make in India SC Enablement
- Vendor managed Inventory (VMI) hub
- X-Border Ecommerce

Enabling Services:

- Global Freight Management
- Trade Compliance
- On-demand warehousing network
- Technology Driven Domestic Land Transport

Trade-lane focus

- CN-IN
- IN-US
- Intra Asia

75+ Direct Employees and 200+ Associates

SC Enterprise Program More Than 4PL

(more integrated, transparent & intelligent)

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JUSDA Supply Chain Enterprise Program

Focus on establishing a big data-driven intelligent supply chain that integrates “C2M2C” - all roles and processes

4PL (4th Party Logistics)—Service Integrator

Focusing on integration and optimization of 3PL resources and service system

3PL (3rd Party Logistics)—Contracted Supplier

Focusing on “to” - Process Flow

Trucking
3PL

Air Freight
3PL

Sea Freight
3PL

Warehousing
3PL

Brokerage
3PL

Integrator
3PL



Components



Components
Manufacturer



Assembler



Brand Owner



Distributor



Retailer



Consumer



Juslink is the '**Technology Supply chain Platform**' of Jusda. It's digitally-driven, intelligent manufacturing collaborative supply chain solution, to achieve commercial network collaboration & visualization between upstream & downstream activities.



- Multi-role coordination
- Collaboration online
- Break info. isolation
- Optimize operation of supply chain.



- Entire supply chain process visualization
- Potential risk & exception reduction
- Take measures in advance for anomalies



- Integrated solution of supply chain
- Logistics management optimization
- Reduce management cost

Value Proposition



Collaboration

Multi-role on one Platform



Visualization

Supply Chain Information



Intelligence

Early Warning System



Optimization

Execution Efficiency



Guidance

Decision-making



Savings

Supply Chain Cost



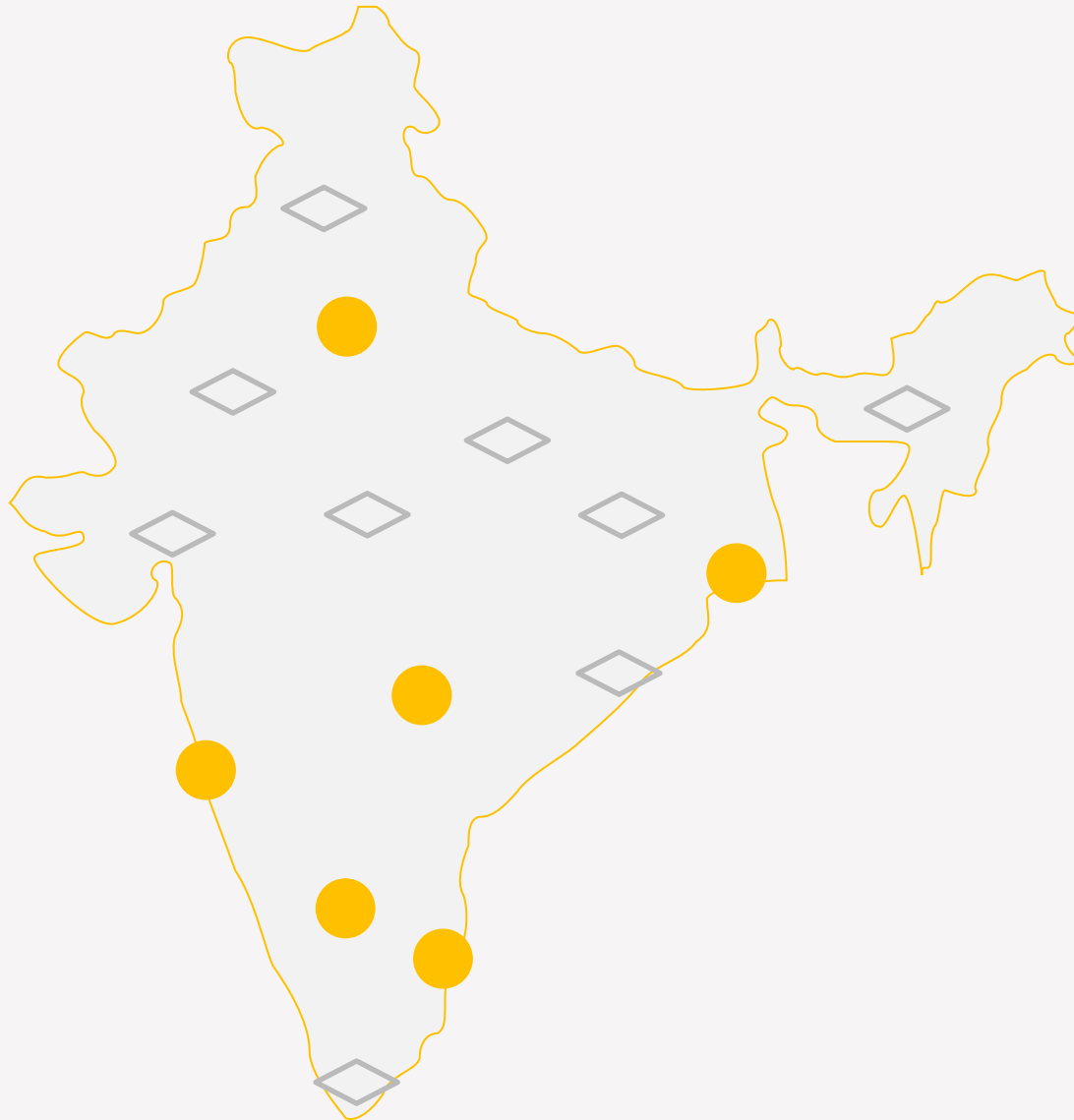
Make in India: Supply Chain Enablement

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Single Partner for Supply Chain Enablement across project set-up, manufacturing, sourcing, local distribution, and exports

Make in India/ Source from India Set-Up

- Location Analysis
- Advisory and Execution for Trade compliance for manufacturing and project set up
- Project Equipment Imports and Installation

Support Trade into and out of India

- Global Freight Capability
- Customs Compliance
- VMI Hubs
- FTWZ Warehousing

Distribution Capability

- Warehouse Network
- Trucking Services
- B2B/ LTL Services

Single platform, Juslink, for visibility across all modes, flows, and services

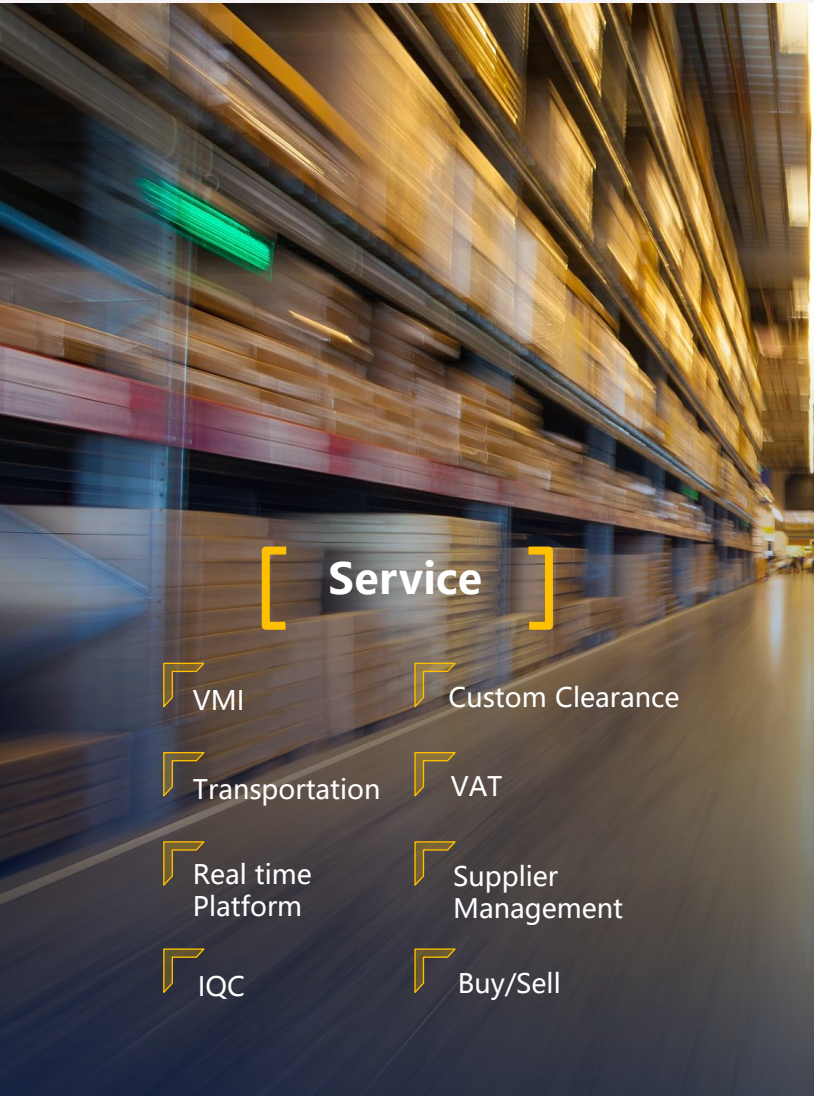
Vendor Managed Inventory

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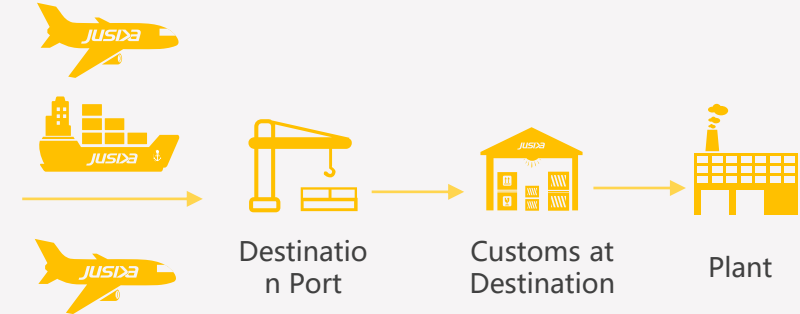
04 Case Studies



Traditional Operation



Raw material supplier



Multiple Suppliers

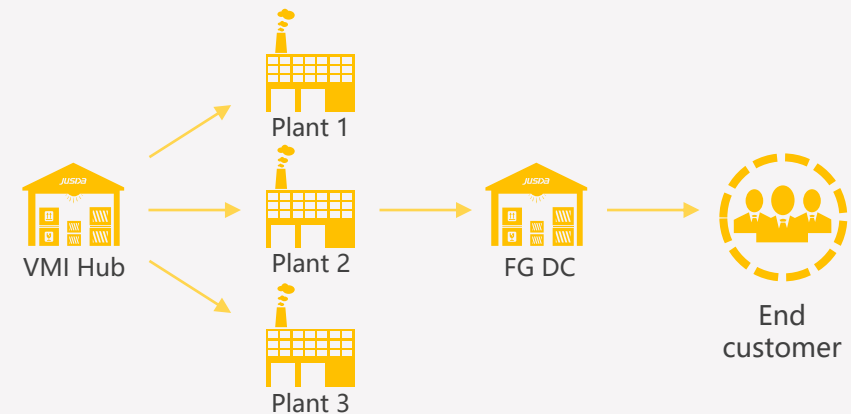
High inventory cost due to multiple warehouse

High cost, low efficient due to multiple handling

VMI Hub Operation



Raw material supplier



Simplify routing to optimize transportation

Save cost due to utilize warehouse

Less frequency in handling to improve efficiency

X Border E-Commerce Process Flow

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Illustration of Typical X-Border Movement (B2B2C for CN to IN)

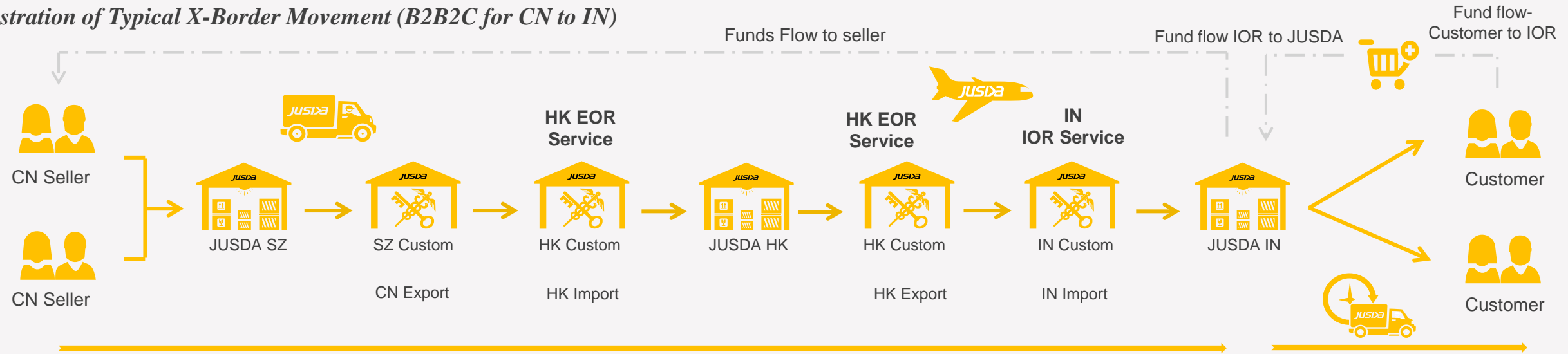
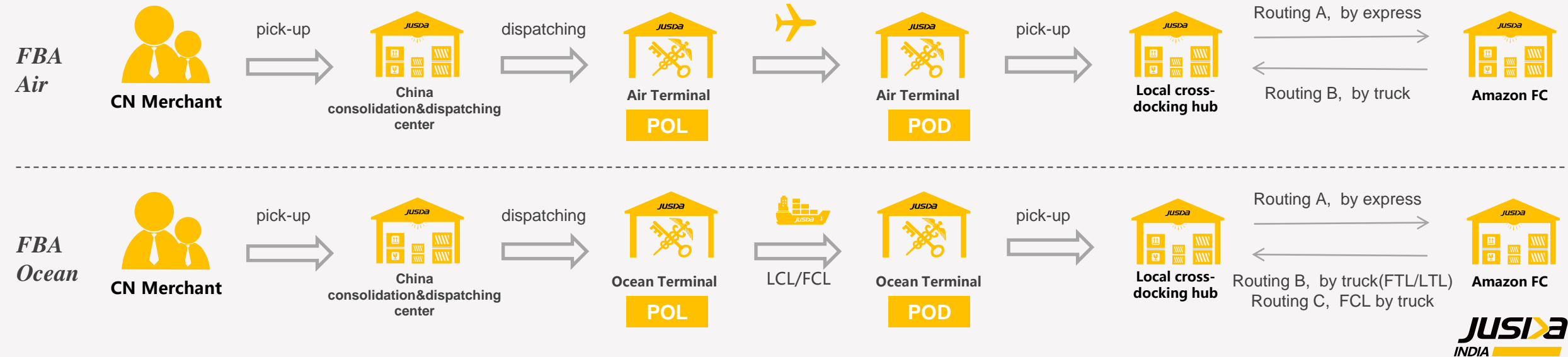


Illustration of Typical FBA Flow into USA





Project base Charter flight services



High Value cargo solution



Overweight/ Oversize cargo solution

Focus Lanes CN-IN, IN-US, Intra Asia, Asia-Africa





Container volume each year
4,000+ TEUs

**Control
Tower
Led**

**Buyer
Consolidation &
PO Management**

**Ocean Freight Program
FCL , LCL, Reefer
& Multi Modal**

- Door to door one stop services

- JIT Container yard management

- Pre-carriage & On-forwarding

- Intermodal Solutions (Sea/Air)

Focus Lanes CN-IN, IN-US, Intra Asia, Asia-Africa

Trade Compliance

- Correct Classification
- Supporting Documents
- Right Duty Payment based on Classification
- Single Partner for Services Across India
- 100% Compliant Services

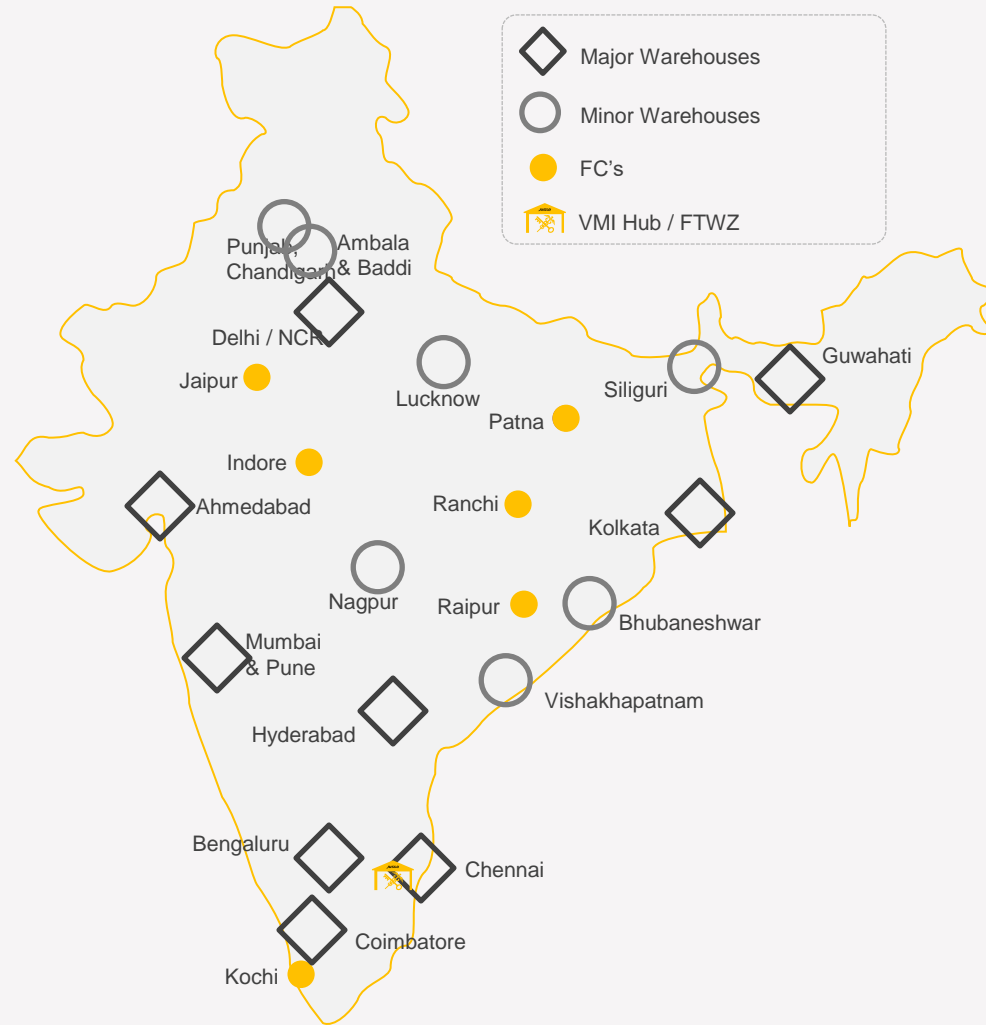
Project Set-up

- Licensing and utilization of various schemes based on EPCG, Advance License, IGCR, Duty Drawback etc.
- New and Second-Hand Machinery Import
- Panel of registered Customs CE's for valuation

Service Promise

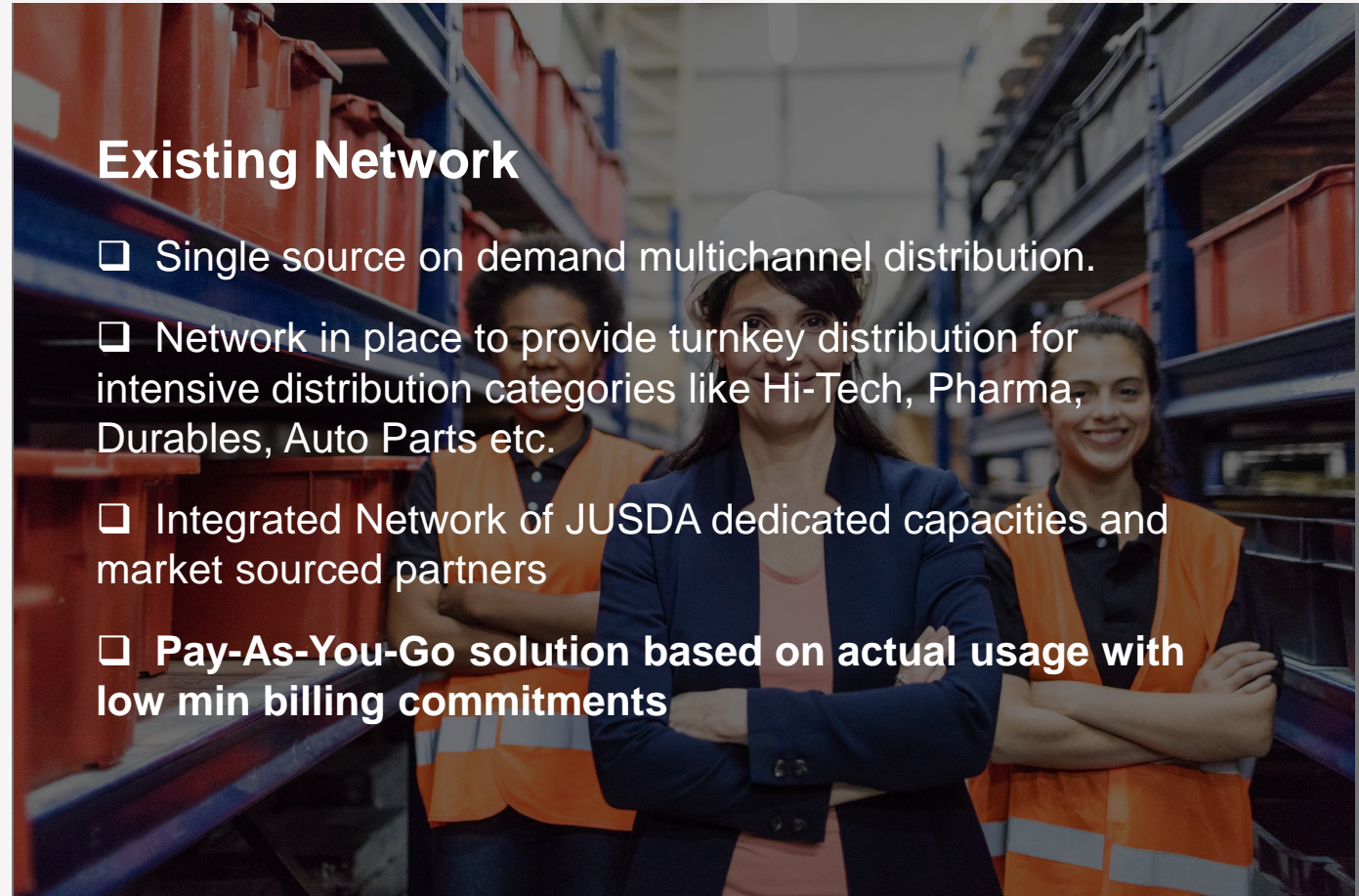
- RM, SKD, CKD, FG Imports and Exports
- Identification and optimization basis all available schemes and notifications
- Local Teams and SMEs to support execution and advice
- Direct Port Delivery, Direct Port Exports, Bonded Warehouses, FTWZ clearance etc.

Supporting Trade Compliance for Make in India, X-Border Ecommerce, VMI etc.



Existing Network

- ❑ Single source on demand multichannel distribution.
- ❑ Network in place to provide turnkey distribution for intensive distribution categories like Hi-Tech, Pharma, Durables, Auto Parts etc.
- ❑ Integrated Network of JUSDA dedicated capacities and market sourced partners
- ❑ **Pay-As-You-Go solution based on actual usage with low min billing commitments**



Capabilities

Free Trade Warehousing Zone

- VMI / CMI - JIT Deliveries
- Consolidation & Duty Deferment

VMI / CMI Operations

- JIT Production Support for Import Parts
- IQ Checks
- Shelf Life & FIFO Management

E2E - B2B PAN India Distribution

- Avoid Intermediate Reg.Distributors
- E2E Visibility & Effective Cost Reduction
- Reduce Inventory

1,500+
Managed Vendors

PAN INDIA Service

**Committed to
Superior Customer
Experience**

**High Standard's in
Safety & Quality**



50,000+
Verified Trucks

**Special Focus on
75+ Industrial &
Tier 1/ 2 Cities**

- **Guaranteed placement & TAT**
- **Control Tower Led Approach**

- **< 0.5% Damage Ratio**
- **In-transit Insurance ***
- **Safety Locks**
- **Trained Drivers**

Golden Routes

- North Cluster ↔ West Cluster
- West Cluster ↔ South Cluster
- South Cluster ↔ North Cluster
- North Cluster ↔ East Cluster
- West Cluster ↔ East Cluster
- South Cluster ↔ East Cluster

Value Add's

- 100% End to End Visibility
- Auto Discrepancy Alerts
- E-POD's with in 5 Days
- E-Invoicing with in 7 Days
- Auto Indent Creation.

Service's

- High Value/Sensitive Cargo Solution
- All Types of Closed Body Vehicle & Ex-Im Cntrs

26,000+
Pincodes Served

75+
National & Regional Specialist
partners on Single Platform

**Single Technology Platform
for
E2E Execution & Visibility**

**Industry First
Simplified and Transparent
Charges across 26K+ Pincodes**

Jusda First 10,600+ Pincodes
Scheduled Service

Jusda Next 16,200+ Pincodes
Extended Service

Industries Served

- Hitech Companies
- Mobile Handsets
- Pharmaceuticals / Medical Devices
- Automotive Parts
- Consumer Durables
- Fashion & Apparels

Value Add's

- 100% End to End Visibility
- Auto Discrepancy Alerts
- E-POD's with in 5 Days
- E-Invoicing with in 7 Days
- Auto Indent Creation.

Tailor Made Service's

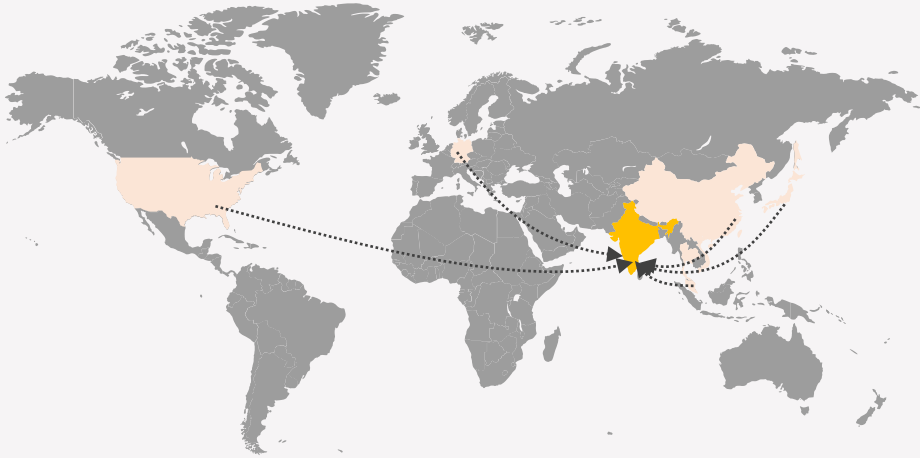
- High Value/Sensitive Cargo Solution
- Contamination free Solution.
- Control Tower Lead Approach
- Contractually Committed TAT.
- Shipping platform across Service providers

Electronics	Pharma	FMCD	e-Commerce	Automotive	Building Materials	FMCG	Industrial /Packing
       	      	     	    	   	  	  	 

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[1] Time sensitive high value supply chain



Highlights:

- ✓ Shipments via Air and Sea
- ✓ Multiple Gateways from China (*SHA, BJS, KMG, QDG, SZX*) & HKG
- ✓ TAT: Air Shipments
 - VN : 4 days
 - CN : 3 to 4 days
- ✓ DG and Non-DG shipments

Complexity:

- ❑ 600+ shipments, 500+ tons per month, 150+ suppliers, 7 Origins
- ❑ Multiple terms (Ex works, FOB, FCA etc)

Approach:

- ❑ Partnership approach, rolling forecasts, planning with Customer supply chain team and vendors to project bottlenecks and resolve
- ❑ Use of multiple partners, regular reviews with partners to identify improved solutions and opportunities

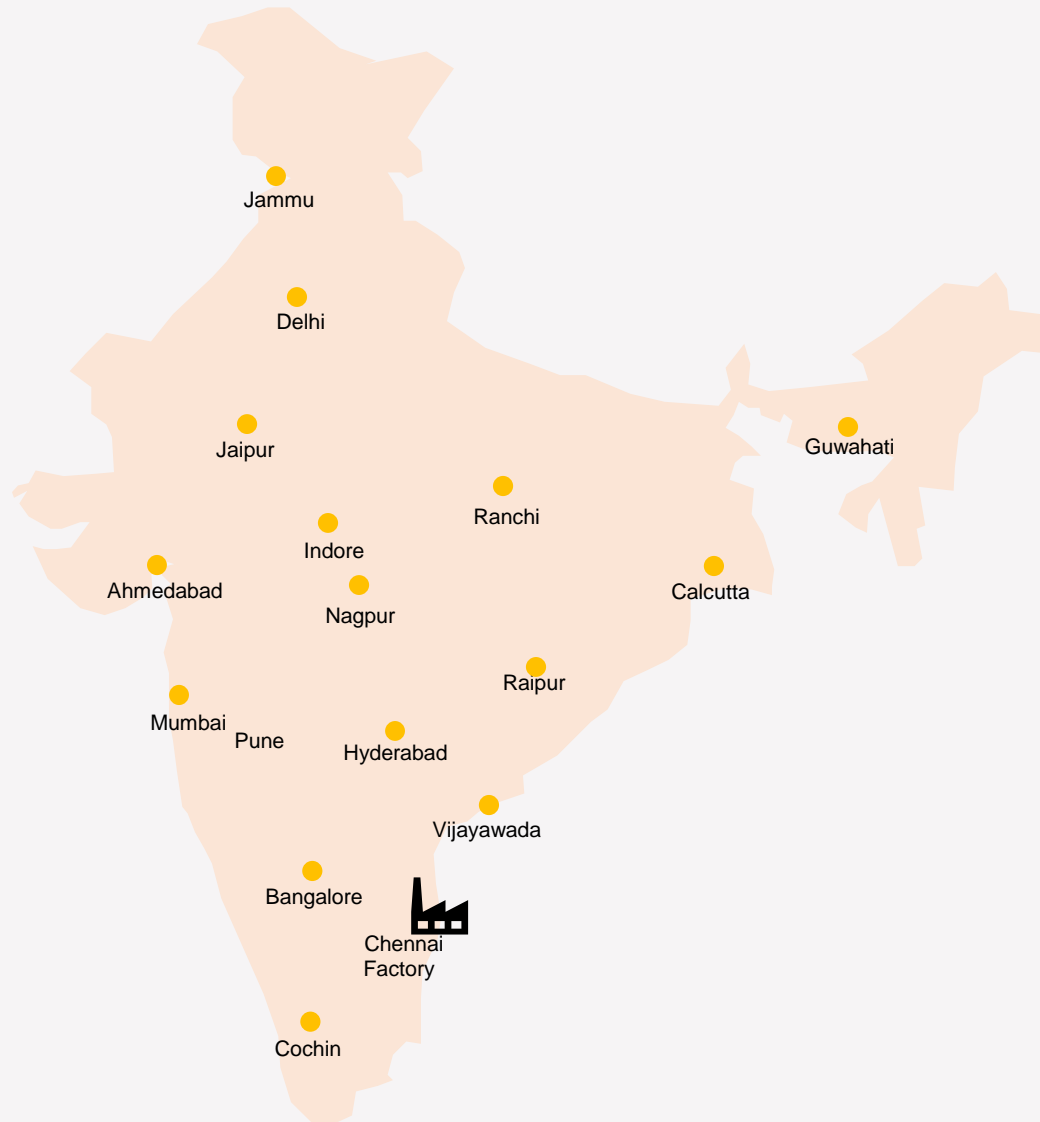
Key Initiatives Taken:

- ❑ Assess material flow
- ❑ Optimize Gateways and Incoterms
- ❑ Change Modes (Air to Sea) & use of Multimode Shpts for cost efficiency.
- ❑ Decongest tight lanes, manage and secure capacity, improve packaging
- ❑ Use global relationships to secure pricing

Result:

- ❑ Improved speed and **reduced TAT by 1-2 day** on average across all air lanes
- ❑ **18 Month Journey** leading to **50% cost reduction & Annual saving > USD 10 M**

[2] Leading Mobile phone brand with 5% market share



Complexity:

- ❑ **Volume** : Ramping up from zero to 1 million phones in 3 months & to 2 million phones in additional 6 months
- ❑ **Reach**: Moving from 25 customer delivery doors to about 300 doors in 3 months & 600 doors in 6 months
- ❑ **Service Level**: Average TAT reduced from 48 hrs to less than 24 hrs

Achievements:

- ❑ Transition from National distributor model to direct to B2B model within 3 months on PAN India level
- ❑ Take-over of entire network of 23 warehouses under JUSDA management
- ❑ Introduced 15+ regional LSPs for delivering the cargo across 900+ cities
- ❑ Flat per phone fee delivered charged to the customer with no minimum chargeable
- ❑ < 0.05% Shipment Damages

KPIs Delivered:

- ❑ **97% of phones delivered within 24hrs with additional 5% delivered within 48hrs.**

Value Delivered:

- ❑ Single platform for Pan-India B2B deliveries
- ❑ Reduction in inventory and working capital

A photograph of a warehouse worker wearing a white hard hat and a light blue long-sleeved shirt, jumping between two high metal shelving units. The shelves are filled with large, wrapped packages. The worker's arms are outstretched, and their legs are in mid-air, suggesting a playful or energetic action.

“Do what you do best
and outsource the rest.”

Peter Drucker, Management Consultant and Author

THANK YOU

MORE THAN YOUR EXPECTATION

 www.jusdaindia.com