

# **SAMPARK INDIA LOGISTIC PVT.LTD**

## **BUSINESS PROFILE**

Your Business... Our Concern...

Sampark Arena, 17/3 Mathura Road, Faridabad-121002 (Haryana), India

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Website: [www.rathigroup.info](http://www.rathigroup.info)

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An ISO 9001:2015, ISO 14001:2015, ISO 45001:2018 Certified Co.

## **1 Services Offered**

- Air Freight
- Train Freight
- Surface Freight
- Warehousing Service
- International Freight Service

## **2 Our Team & Management**

- **Sanjay P. Rathi** – Managing Director
- **Umesh Sharma** – Executive Director (Procurement & 3PL Business)
- **Pawan Sharma** – SVP (Strategic & SCM Innovation Centre)
- **Amit Srivastava** – SVP (Sales)
- **Manoj Thakur** – VP (3PL Business Sales)
- **Anil Periwal** – CFO
- **Pawan Vashishth** – VP (Transportation Business Operation)
- **Sanjay Mukherjee** – VP (Retail Sales)
- **Lucky Badhwal** – Head (HR & IT)

## **3 Values**

- Adaptability Mindset
- Accountability Culture
- Mutual Respect
- Collaborative Spirit

## **4 Our Core Values**

Our Commitment to offer the Best Solutions to our esteemed customers sets us apart. Our set of values reflects the keen desire of everyone in our organization to have a Positive Influence on our Success.

- Reliability
- Transparency
- Responsibility
- Ethics Commitment
- Collaboration
- Workplace Equality

## **5 Why Us**

### **5.1 Best in Class Leadership & Team**

Our adept team, comprised of highly tech-savvy professionals with years of dedicated practice and research in Modern Supply Chain, is equipped to expertly navigate and overcome any challenge within the industry.

### **5.2 Supply Chain Innovation & Solution Center**

Introducing an unprecedented industry-first concept where we meticulously understand, analyze, and tailor Supply Chain products for our clients, guaranteeing cost optimization, time efficiency, and operational excellence. Our pioneering approach has garnered accolades from numerous clients, recognizing the exceptional value delivered by our customized solutions.

### **5.3 Center of Excellence**

The Center of Excellence (COE) offers strategic guidance to SILPL and our clients on leveraging digital assets for the digitization of SCM functions. Additionally, the COE identifies and addresses bottlenecks, mitigates losses, and identifies areas for improvement through close coordination with relevant teams, ultimately enhancing overall results.

### **5.4 Unique Products & Services**

SILPL delivers tailor-made, innovative products and solutions to clients, featuring award-winning attributes such as industry-leading delivery times, premium service without the cost of air or train transportation, and a flawless track record of 100% success.

### **5.5 In House Digital Supply Chain Tool**

We provide web-based SCM tools such as Transport Management System, Warehouse Management System, Track & Trace, E POD, and Advance Notification System. Developed by SILPL's IT Team, these solutions are crafted through a fusion of our SCM Experts' experience and a profound comprehension of Modern Supply Chain dynamics.

### **5.6 24 X 7 Customer Support**

Sampark India Logistics boasts reliable 24/7 customer support, ensuring assistance is always at hand. Our dedicated team promptly addresses queries, resolves issues, and offers guidance around the clock. With a commitment to excellence, we guarantee seamless operations and prioritize customer satisfaction, providing peace of mind for all logistical needs.

### **5.7 Quick Reaction Team "QRT"**

The Sampark India Logistics QRT is a highly trained and agile team of logistics professionals equipped to handle emergencies, disruptions, and unexpected events with speed and precision. Whether it's a supply chain disruption, a transportation issue, or a sudden change in circumstances, our QRT is ready to spring into action at a moment's notice.

## **6 Pan India Presence**

Sampark India Logistics has an expansive network across India with hubs and branches.

- 4 Regional Offices

- 18 Hubs: Ludhiana, Gurgaon, Jaipur, Bhiwandi, Pune, Ahmedabad, Kolkata, Bangalore, Chennai, Hyderabad, Guwahati, Indore, Bhubaneswar, Patna, Siliguri, Chandigarh, Delhi, Mumbai
- 114 Business Units

Additional Coverage: Chandigarh, Delhi, Jaipur, Mumbai, Pune, Ahmedabad, Kolkata, Bangalore, Chennai, Hyderabad, Guwahati, Indore, Bhopal

## **7 Products & Services in Glance**

### **7.1 Air Freight**

Sampark India is one of the world's leading Air Cargo Services providers with an international as well as domestic network. We have strong alliance with all major airlines.

- Flyer – TAT (6 Hours)
- QSS – TAT (6 Hours)
- Express Air Cargo – TAT (Guaranteed Lead Time)
- Regular Air Cargo – TAT (As per schedule)
- Cargo Charter Services – TAT (Actual Hours)

### **7.2 Rail Freight**

As a reliable and experienced railway logistics service provider, we provide an effective way to convey your freight from one place to another along the railway line.

- Express Cargo - Premium Train
- Cargo - Express Train
- Economic Cargo - Millennium/Gen-Goods Train

### **7.3 Surface Freight**

Our Surface Freight Services and management solutions are among the leading ones in India because we provide efficient and reliable road transportation services for your freight.

- PTL - Prime Express
- PTL - Express
- ODC
- FTL - Express
- Project Cargo

**Delivery Models:** Door to Door, Door to Hub, Hub to Hub, Hub to Door

### **7.4 International Air & Ocean**

We provide complete NVOCC and full-service Ocean Freight Forwarding Full-Container-load (FCL)/Less-than-Container-load (LCL) solutions for Global trade.

- Air Freight
- Multi Modal Services

- Custom Clearance
- Ocean Freight
- Full-container-load (FCL)
- Less-than-container-load (LCL)

## **7.5 Warehousing Service**

We have complete expertise in Warehouse Operations Management, ranging from FG Warehouses to In-Plant Warehouse Operations Management. We have facilities ready to handle your supply chain, whether at the origin or destination.

- Raw material components warehousing
- Finished goods warehousing
- Part's warehousing
- In-plant warehousing
- Open stockyard warehousing
- Sorting Centers

## **8 Exclusive Offerings by SILPL**

### **8.1 Quicker Smart Service**

Sampark Indias Indigenously Designed Service, helping Industries achieve JIT deliveries.

- Guarantees same-day delivery within 360 minutes
- Managed by dedicated team with 24/7 live customer support
- Lesser Booking Lead Time
- 100% Guaranteed On-Time Service, else 100% Cash-back
- Live updates from pick-up till delivery
- Dedicated GPS Enabled along with escort backup for Pick-up and Delivery even during No-Entry Restrictions

### **8.2 Contract Manufacturing Service**

Sampark India Logistics provides crucial logistics support to manufacturers, aiding in operational streamlining and meeting client demands effectively.

- Supply Chain Optimization
- Vendor Management
- Quality Assurance
- Scalable Solutions

## **9 Key Milestones**

### **9.1 2013**

- Initial services offered: Air and Railway Freight

- Corporate Customer Added: 50
- Manpower Strength: 100
- Pin codes Covered: 500
- Awards:
  - Indian Leadership Award for Industry Development By: Global Achiever Foundation
  - Indira Gandhi Excellence Award By: International Business Council

## **9.2 2014**

- Started Integrated Inbound Logistics, Milk Run Collections & JIT deliveries
- Corporate Customer Added: 150
- Manpower Strength: 200
- Pin codes Covered: 1500
- Sales Growth Achieved: 100%
- Certificate of Excellence By: Indian Achievers Podium

## **9.3 2015**

- Corporate Customer Added: 400
- Manpower Strength: 250
- Pin codes Covered: 3100
- Sales Growth Achieved: 50%
- Awarded 'Bharat Nirman Award' By: Indian Organization for Commerce Industry

## **9.4 2016**

- Became ISO 14001:2004 certified
- State-of-the-Art ERP 'TMS' implemented
- Surface FTL Service launched
- Corporate Customer Added: 700
- Manpower Strength: 350
- Pin codes Covered: 5200
- Sales Growth Achieved: 35%
- India Cargo Awards - North & East By: DDP Pub. Pvt Ltd

## **9.5 2017**

- Surface PTL Service Launched
- Innovative Service QSS launched
- Corporate Customer Added: 950
- Manpower Strength: 400
- Pin codes Covered: 6300

- Sales Growth Achieved: 60%
- Owned Vehicles: 35
- Launch of Warehouse Services: 75000 Sq. ft
- Awards:
  - Zoom Delhi Everest Awards By: Zoom Delhi
  - Bharat Nirman Award By: Global Achiever Foundation

## **9.6 2018**

- Accredited with ISO 9001:2015 certification
- Corporate Customer Added: 1200
- Manpower Strength: 500
- Pin codes Covered: 7000
- Sales Growth Achieved: 40%
- Owned Vehicles: 55
- Warehouse space increased: 100000 Sq. ft
- Awards:
  - Pride of India Award By: Global Leaders Foundation
  - International Business Award By: ADF Media

## **9.7 2019**

- Launched Project Cargo and ODC Services
- Corporate Customer Added: 1400
- Manpower Strength: 550
- Pin codes Covered: 8500
- Sales Growth Achieved: 20%
- Owned Vehicles: 85
- Warehouse space increased: 150000 Sq. ft
- Awards:
  - Best Leaders Award By: Bizox Media Network
  - Best Logistics Service Provider By: Promoting Achievements Foundation
  - Best Logistics Service Provider By: Intellectual Peoples Foundation

## **9.8 2020**

- Launched International Services
- Corporate Customer Added: 1500
- Manpower Strength: 650
- Pin codes Covered: 9000

- Sales Growth Achieved: 45%
- Owned Vehicles: 110
- Warehouse space increased: 250000 Sq. ft
- Leaders Awards By: Bizox Media Network Pvt Ltd

#### **9.9 2021**

- Corporate Customer Added: 1750
- Manpower Strength: 700
- Pin codes Covered: 12000
- Sales Growth Achieved: 36%
- Owned Vehicles: 150
- Warehouse space increased: 300000 Sq. ft
- Awards:
  - Iconic Logistic Brand of India 2021 By: Midday Group in Dubai
  - Logistic Partner for FILMFARE OTT AWARDS 2021
  - Leaders Award by Bizox Media

#### **9.10 2022**

- Corporate Customer Added: 1800
- Manpower Strength: 725
- Pin codes Covered: 13000
- Owned Vehicles: 95
- Warehouse space increased: 350000 Sq. ft
- Launched Contract Manufacturing Division
- Acquired Fretex Logistics Solutions – An East Based LSP
- Awards:
  - Best Multimodal Transport & Logistics Company in India Cargo Awards 2022 By: DDP/CargoTalk
  - Certificate of Appreciation from MST, for CSR activities
  - Best Multimodal Transport & Logistics Company in India – Leadership Award - Udaan 2022 by Honble Deputy CM, Haryana

#### **9.11 2023**

- Corporate Customer Added: 1900
- Manpower Strength: 775
- Pin codes Covered: 14000
- Sales Growth Achieved: 43%
- Owned Vehicles: 85



- Warehouse space increased: 400000 Sq. ft
- Launched the Retail Division – Roadex
- Preferred Logistics Service Provider By HMCL
- Opened a Skill Development Centre in Rural part of Rajasthan

## **10 Corporate Clients**

- TATA
- HONDA
- MARUTI
- TOYOTA
- Mahindra
- Flipkart
- Shahi Exports
- ROYAL ENFIELD
- BOSCH
- VIP
- Ashok Leyland
- YAMAHA
- HERO
- PRESTIGE
- EICHER
- DR. Reddy's
- Butterfly
- BHEL
- OLA Electric
- Hamded
- OKAYA
- DS Group
- SCHAFFLER
- RELIANCE
- Morris Garages
- UNITED COLORS of BENETTON
- WABCO
- LOMBARDINI
- VE Commercial Vehicles

## 11 Client Testimonials

- **Umesh Beriwal**, General Manager, TAFE Motors and Tractors Ltd:  
We have used Sampark India as our domestic cargo services providers for the year 2016-17. Services are good & Satisfactory & continue their services.
- **Saboo**, Schaeffler India Limited:  
Thanks to all the team members who has given their support 24x7
- **Gaurav & Manish**, Vimalan SRIRAMULU:  
It was really an excellent coordination and support rendered by Sampark, right from Booking/Pick up until shipment reached to the Hosur plant.
- **A. Selvam**, Deputy Manager, Leyland Deere Pvt. Ltd.:  
We really greeting the way Sampark India response at the time of criticalness & at the time when we need. Its been a great experience.
- **Niranjan Dhobale**, Logistics, Hyundai:  
Great experience of your freight service. Professional Team with having spirit to work for 365\*7\*24.
- **Venugopal. R**, Sr. Manager, AFS Inbound Operations, Mahindra Logistics Limited:  
Absolutely phenomenal service making every delivery an unforgettable experience! Good Job!, Keep it up!

## 12 Breaking New Ground: Case Study

### Unveils Remarkable Success Story:

Introducing SILPL's groundbreaking supply chain innovation cell, led by top-tier industry professionals. This dedicated team conducted in-depth research into the supply chain operations of a leading client with multiple distribution centers. Through innovative thinking and meticulous planning, they engineered a pioneering solution that has reshaped industry standards.

### 12.1 What We Did

- Understand Business & Analyzed
- Introduced concepts like cross-dock loading
- Strategically located warehouses near centralized hubs & last mile destinations
- Designed TMS solution for this unique SCM Model

### 12.2 What We Got

- Optimizing last-mile delivery routes and their transportation cost
- Revolutionized logistics efficiency
- Reduced client's warehousing costs almost to Zero
- Significantly reducing primary transportation expenses
- Bolstered SILPL's profitability through the provision of professional services
- Exemplifies our commitment to delivering unmatched value and driving transformative change within the logistics industry
- After the successful implementation of this model, we'll market our unique concept and innovation cell to drive further growth

## 13 Financial Overview

### 13.1 Consistent Growth Trend Reflected in Revenue Statement

Particulars	2021 (Audited)	2022 (Audited)	2023 (Audited)	2024 (Provisional)	2025 (Projected)	2026 (Projected)
Sales	134.04	131.71	188.17	181.47	235.00	300.00
Other Income	0.20	0.06	0.36	0.10	0.50	0.50
Operating Expenses	104.63	103.98	135.08	141.56	185.00	235.00
GP	29.61	27.79	35.45	40.01	50.50	65.50
Manpower	8.52	10.13	12.02	16.26	18.00	21.00
Overheads	14.20	10.18	14.71	11.44	15.00	18.00
EBIDTA	6.89	7.48	8.72	12.31	17.50	26.50
Interest	2.11	1.85	2.18	3.15	3.25	3.00
Depreciation	1.94	1.90	2.33	2.20	2.25	2.30
Net Profit Before Tax	2.84	3.73	4.21	6.96	12.00	21.20
Provision for Tax	0.80	1.21	1.27	1.75	3.02	5.34
Net Profit After Tax	2.04	2.52	2.94	5.21	8.98	15.86

### 13.2 Growth Metrics

Metric	2021	2022	2023	2024	2025	2026
Sales Growth (%)	NA	-1.74	42.87	-3.56	29.50	27.66
GP (%)	22.09	21.10	18.84	22.05	21.49	21.83
EBIDTA (%)	5.14	5.68	4.63	6.78	7.45	8.83
PBT (%)	2.12	2.83	2.24	3.84	5.11	7.07
PAT (%)	1.52	1.91	1.56	2.87	3.82	5.29

### 13.3 Sales

- 2021 (Audited): 134.04
- 2022 (Audited): 131.71
- 2023 (Audited): 188.17
- 2024 (Provisional): 181.47
- 2025 (Projected): 235.00
- 2026 (Projected): 300.00

### 13.4 PAT %

- 2021 (Audited): 1.52
- 2022 (Audited): 1.91
- 2023 (Audited): 1.56

- 2024 (Provisional): 2.87
- 2025 (Projected): 3.82
- 2026 (Projected): 5.29

### **13.5 EBIDTA**

- 2021 (Audited): 5.14
- 2022 (Audited): 5.68
- 2023 (Audited): 4.63
- 2024 (Provisional): 6.78
- 2025 (Projected): 7.45
- 2026 (Projected): 8.83

## **14 Future Strategies**

### **14.1 Trailer Made Premium Product**

Presenting our exclusive premium solution for top 10 road routes, engineered to elevate profitability while drastically reducing transportation expenses and delivery durations for customers. Surpassing conventional methods like air transport, it will deliver unmatched efficiency and cost savings to the customers.

### **14.2 Loss Mitigation**

Elimination of identified loss factors by increasing major route yields through adding new loads, ensuring a balanced mix of bulk and volumetric shipments.

### **14.3 Payables Management**

Reducing customer payable days through by review, enhanced follow-up, streamlined invoicing, and reinforced credit policies.

### **14.4 Strategic Sales Expansion**

Elevating sales via a personalized pick-and-choose model, precisely tailored to businesses' needs, fostering exclusive profitability and driving overall growth.

## **15 Key Facts**

- 14,000+ Serving Pin Codes
- 29 State Presence
- 114 Business Units
- 1900+ Corporate Clients
- 750+ Samparkians Workforce
- 50% Confirmed Space in Airlines
- 400,000 Sq. ft. Warehouse Space
- 85+ Self Owned Fleet
- 250+ Leased HCVs & LCVs
- 24x7 Customer Support
- 98% Customer Retention Presence

- 6 Hours Quicker Smarter Service
- SLA 100% in Air, Train, WH & International; Above 95% in PTL - Surface
- Entire Logistics Solutions under one Roof

## **16 Contact Information**

### **SAMPARK INDIA**

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### **Certifications:**

- ISO 9001:2015
- ISO 14001:2015
- ISO 45001:2018

### **Thank You**

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