



\$72.61K

Total Income

30

Consignors

32

Consignees

12

Origin Countries

14

Destination Countries

Direction

All

2020

2021

Home

Income

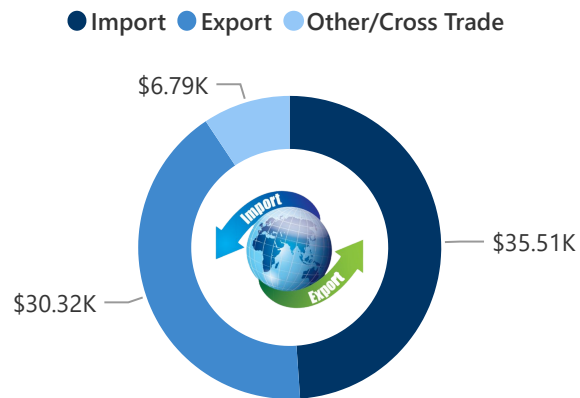
Expenses

Profit

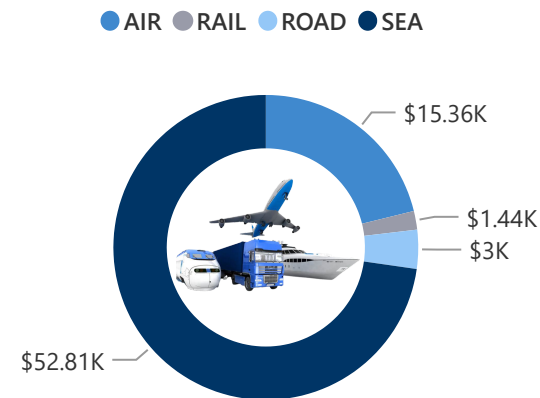
Shipments

Insights &  
Recommendations

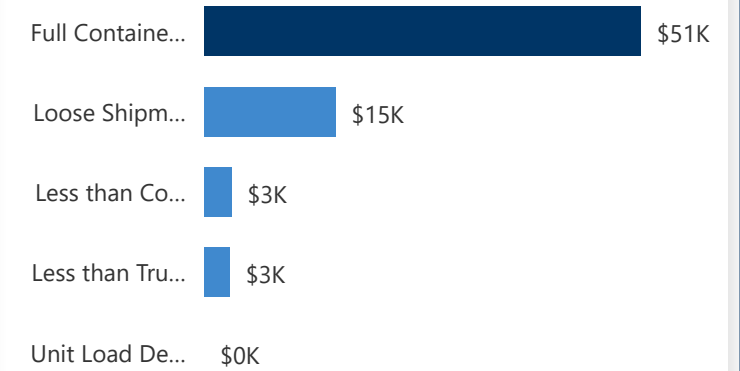
### Income by Direction



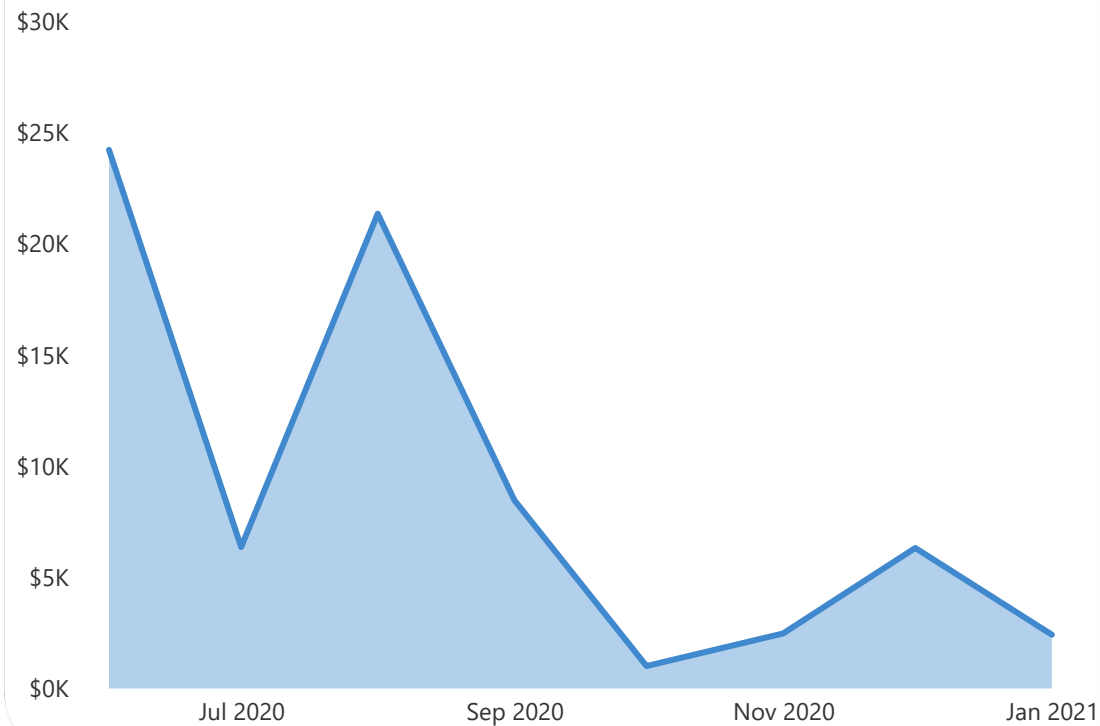
### Income by Transportation mode



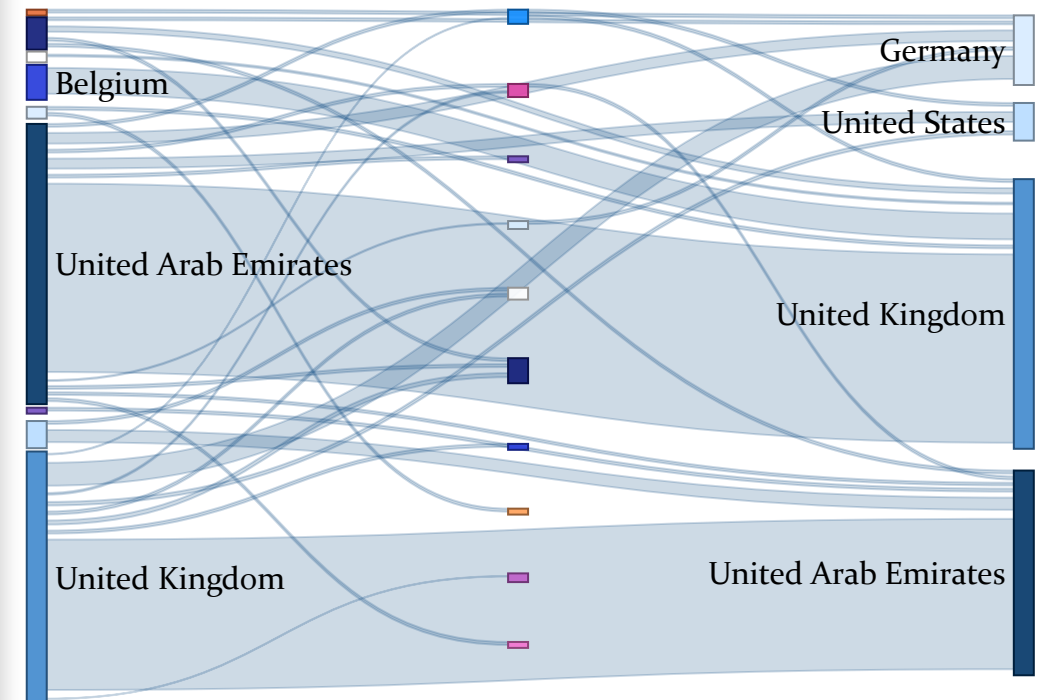
### Income by Container Mode



### Income by Months & Year



### Income by Origin and Destination Countries





\$39.77K

Total Expenses

30

Consignors

32

Consignees

12

Origin Countries

14

Destination Countries

Direction

All

2020

2021

Home

Income

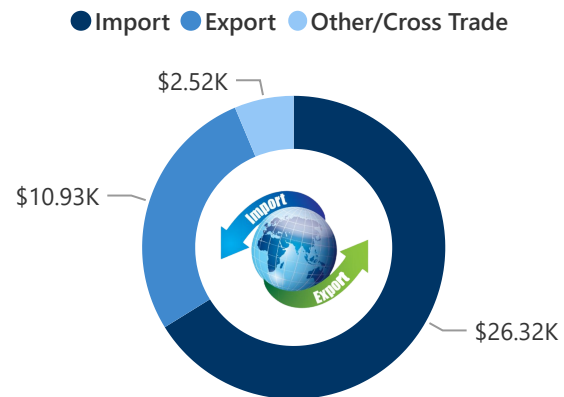
Expenses

Profit

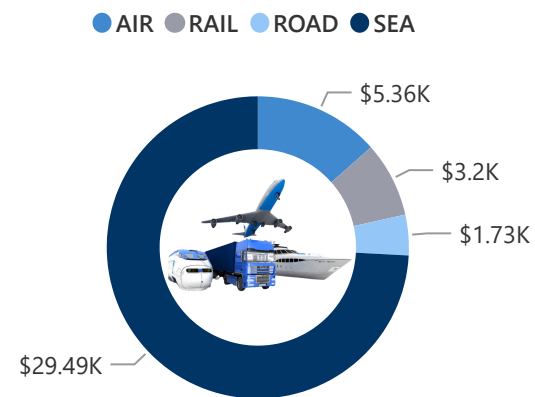
Shipments

Insights &  
Recommendations

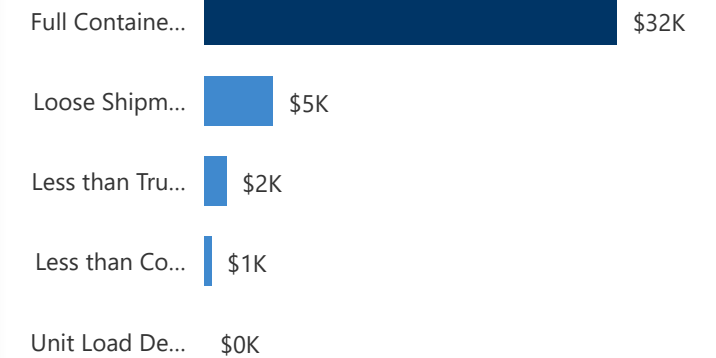
### Expenses by Direction



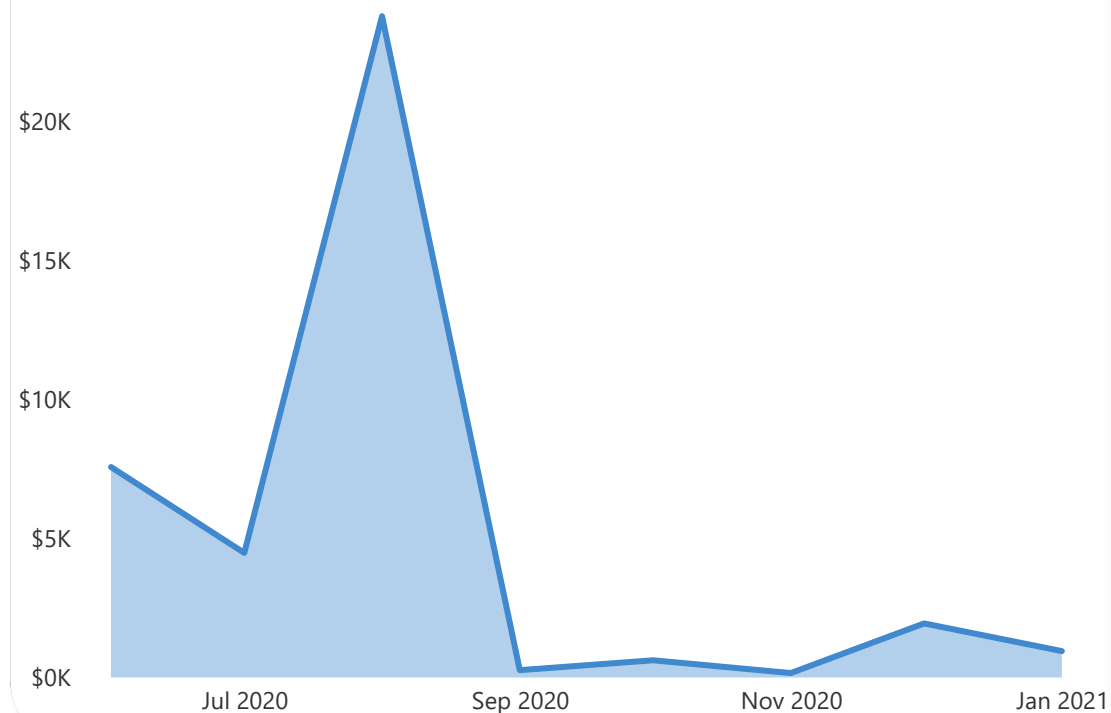
### Expenses by Transportation mode



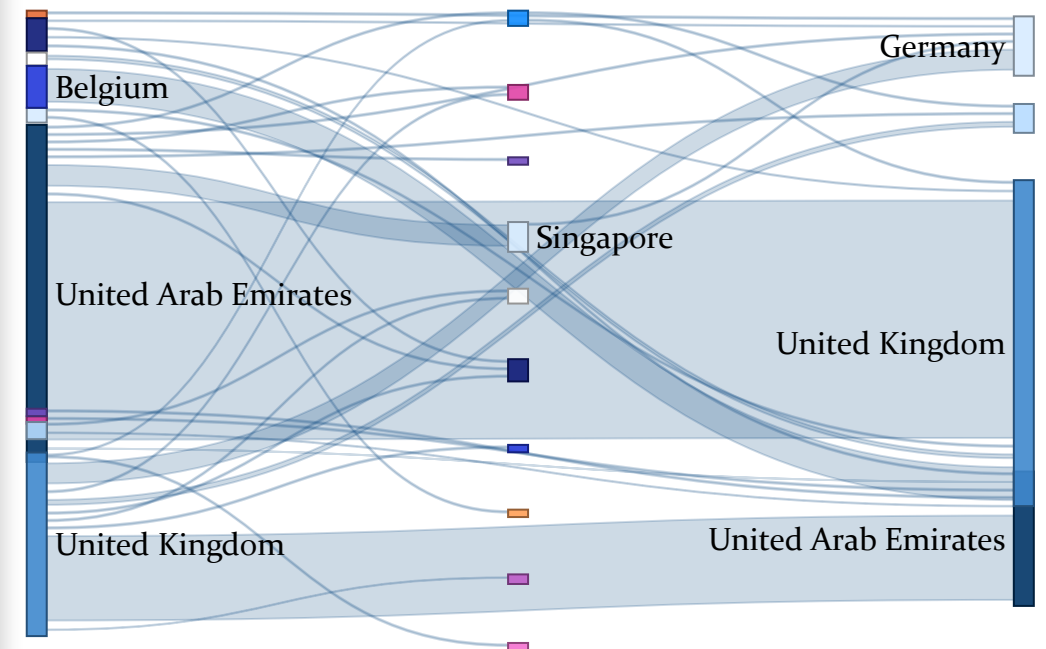
### Expenses by Container Mode



### Expenses by Months & Year



### Expenses by Origin and Destination Countries





\$32.84K

Total Profit

30

Consignors

32

Consignees

12

Origin Countries

14

Destination Countries

Direction

All

2020

2021

Home

Income

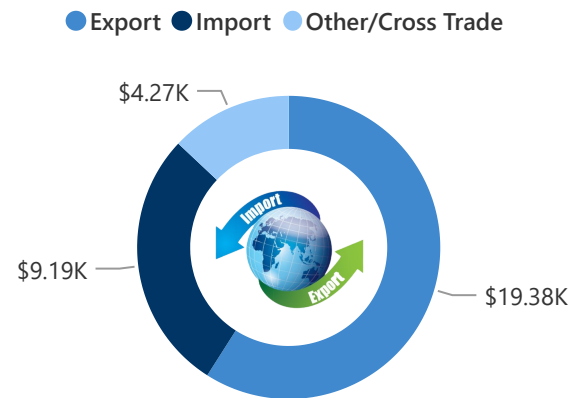
Expenses

Profit

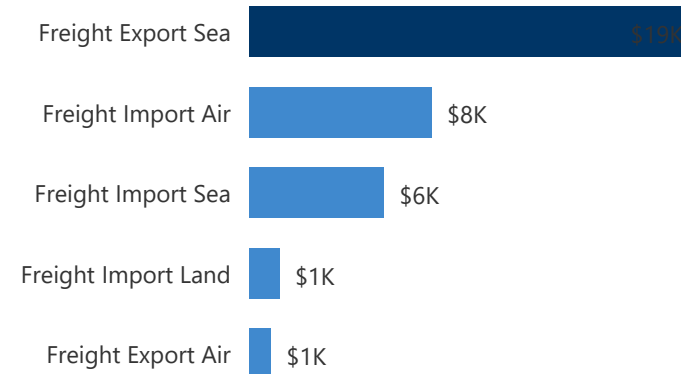
Shipments

Insights &  
Recommendations

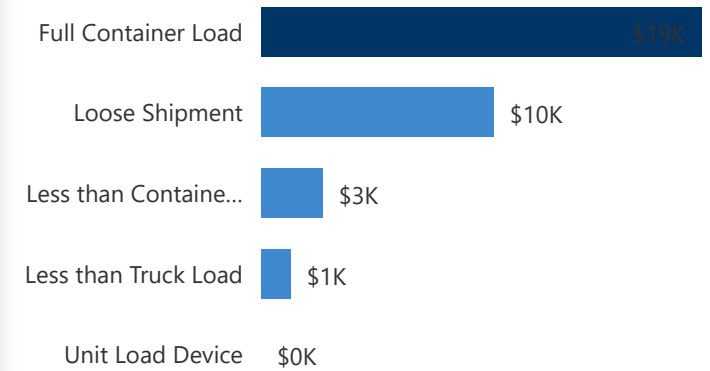
### Profit by Direction



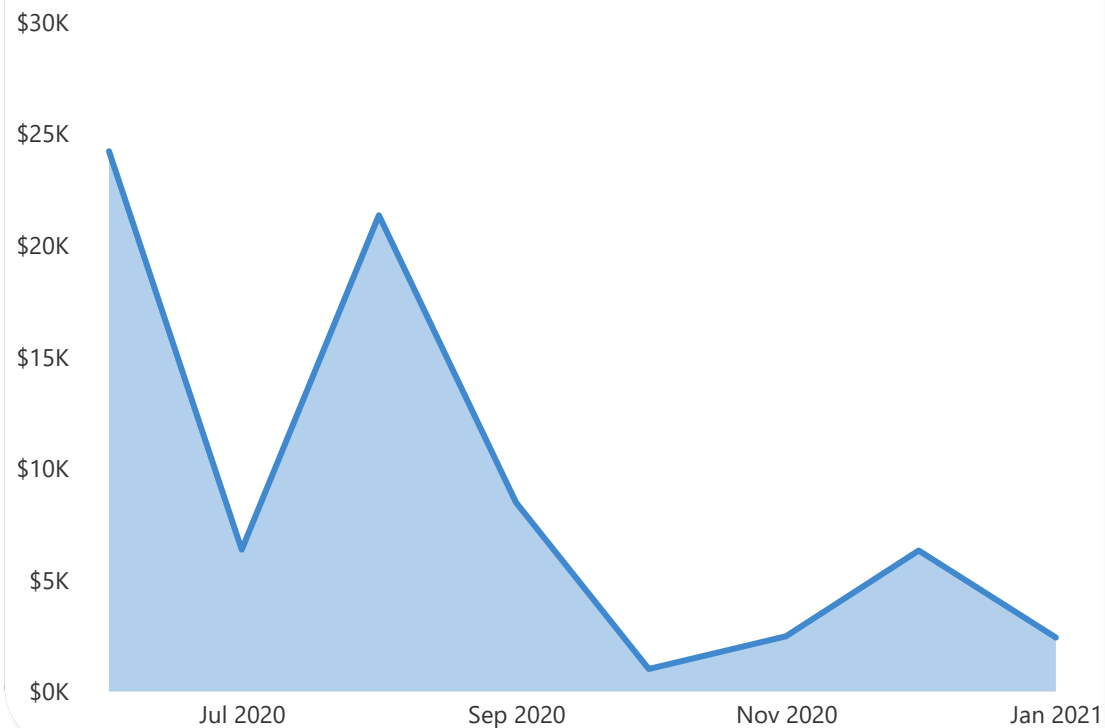
### Profit by Job Department



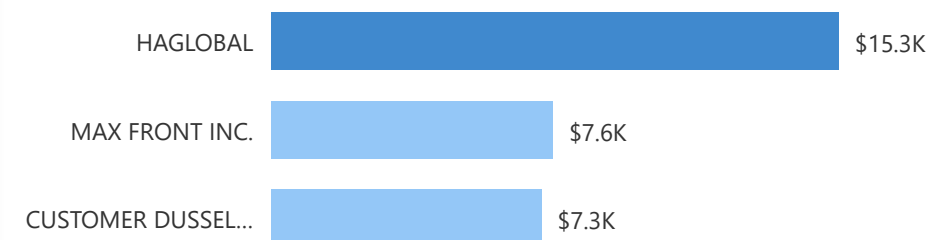
### Profit by Container Mode



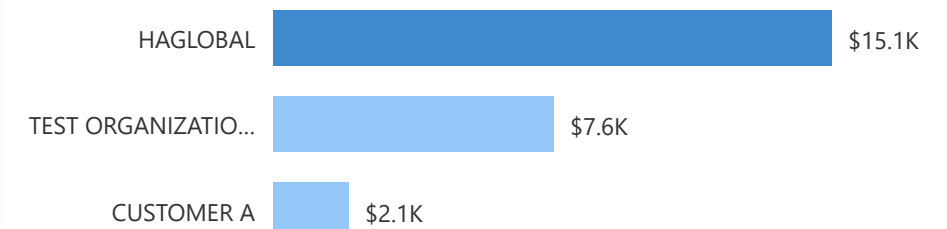
### Profit by Months & Year



### Profit by Consignee



### Profit by Consignor





224

Shipments

11K

Total Volume

179K

Total Weight

12

Origin Countries

14

Destination Countries

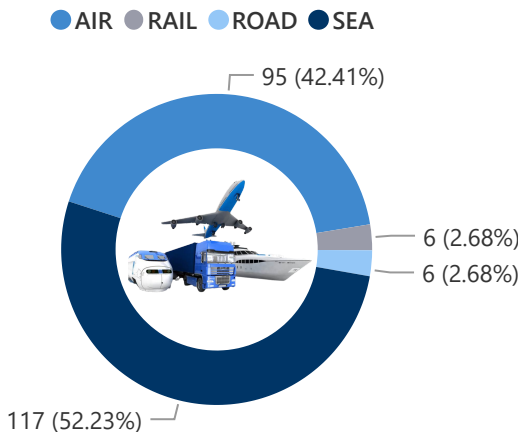
Direction

All

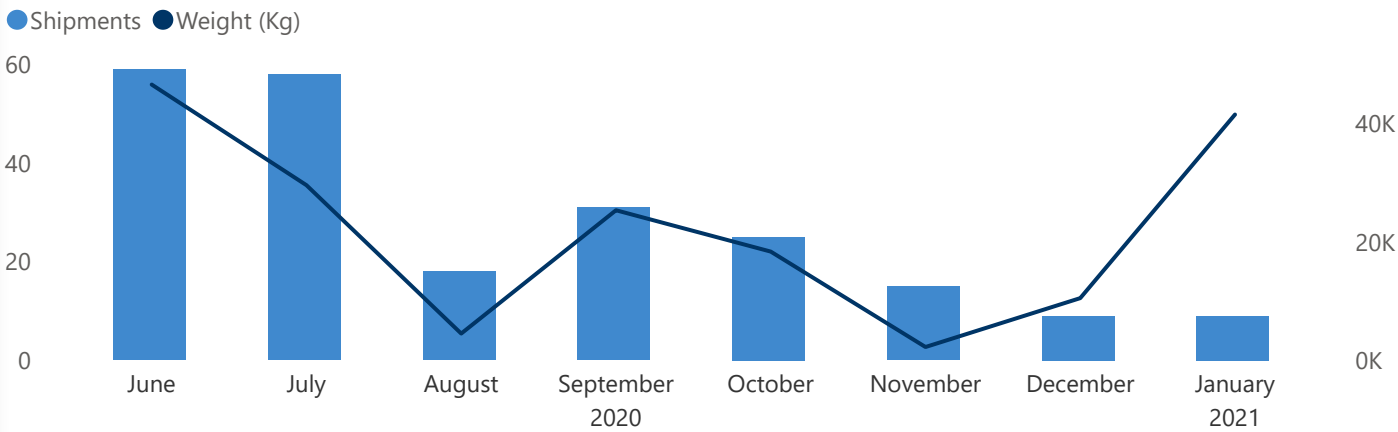
2020

2021

Shipments by Transportation mode



Total Shipments and Weight by Months



Shipment ID	Year	Transportation Mode	Origin Country	Destination Country	Consignor Name	Consignee Name	Container Mode
SCDEO00001817	2020	SEA	United Kingdom	Australia	CUSTOMER A	AUSTRALIA DEMOM COMPANY	Full Container Load
SCGB00001753	2020	SEA	United Kingdom	United Arab Emirates	CUSTOMER	ATMS & INTERNATIONAL FZCO	Full Container Load
SCGB00001755	2020	SEA	United Kingdom		HAGLOBAL	test	Full Container Load
SCGB00001756	2020	SEA	United Kingdom	United Arab Emirates	HAGLOBAL	HAGLOBAL	Full Container Load
SCGB00001757	2020	SEA	United Kingdom	Germany		CUSTOMER DUSSELDORF	Full Container Load
SCGB00001758	2020	RAIL	United Kingdom	United Arab Emirates		HAGLOBAL	Full Container Load
SCGB00001763	2020	SEA	Belgium	United Kingdom	MY BE CUSTOMER	CUSTOMER	Full Container Load
SCGB00001770	2020	SEA	United Arab Emirates	United Kingdom	HAGLOBAL		Full Container Load
SCGB00001771	2020	SEA	United Kingdom	United Arab Emirates	HAGLOBAL UK	DUMMY ORGANIZATION PH	Full Container Load
SCGB00001775	2020	SEA	United Kingdom	United Arab Emirates	CUSTOMER	HAGLOBAL	Full Container Load
SCGB00001779	2020	SEA	United Arab Emirates	United Kingdom	CUSTOMER	CUSTOMER	Full Container Load
SCGB00001788	2020	SEA	United Arab Emirates	United Arab Emirates	ATMS & INTERNATIONAL FZCO	DUMMY ORGANIZATION PH	Full Container Load
SCGB00001789	2020	SEA	United Kingdom	United Arab Emirates	ATMS & INTERNATIONAL FZCO	DUMMY ORGANIZATION PH	Full Container Load
SCGB00001790	2020	SEA	United Arab Emirates	United Arab Emirates	ATMS & INTERNATIONAL FZCO	DUMMY ORGANIZATION PH	Full Container Load



Home

Income

Expenses

Profit

Shipments

Insights &  
Recommendations

INSIGHTS:

- The **Total Income** generated is **\$72.61K**.
- The **Total Expenses** is **\$39.77K**.
- The **Total Profit** is **\$32.84K**.
- **HAGLOBAL** is the best **Consignee** and **Consignor**, generating **\$15.3K** and **\$15.1K** respectively.
- **81.25% (182)** of the total shipments **originated** from **United Arab Emirates (UAE)** and **United Kingdom (UK)**.
- **71.65% (167)** of the total shipments were **delivered** to **United Arab Emirates (UAE)** and **United Kingdom (UK)**.
- **52.23% (117)** of our shipments were transport by **SEA**, **42.41% (95)** were transported by **AIR** while **2.68% (6)** were transported by **RAIL** and **ROAD** respectively.
- The **Highest Income (\$24.2K)** was generated in **June 2020** while the **highest expenses (\$23.7K)** was utilized in **August 2020**.
- The **SEA** transportation mode generated the **Highest Income (\$52.81k)** followed by **AIR** which generated **\$15.36K Income**. **ROAD** and **RAIL** generated **\$3K** and **\$1.44K** income respectively.
- A total of **\$35.51K Income** was generated from **importation**, while **\$26.32K Expenses** was spent on **importation**.
- A total of **\$51K Income** was generated from **importation**, while **\$32K expenses** was utilized on **importation**.
- A total of **\$32K Expenses** was utilized on **Full Container Load**, and it generated a **total Income of \$51K**, accruing a **total profit of \$19K**.



RECOMMENDATIONS:

- **Focus on Expanding Operations in UAE and UK:** Given that a significant portion of shipments originate from the UAE and UK, consider investing in strengthening operations, building strategic partnerships, and enhancing customer relationships in these regions. This can help capture a larger market share and increase revenue.
- **Leverage the Success of SEA Transportation:** Given that SEA transportation mode generated the highest income, consider leveraging this success by further optimizing and expanding sea freight services. Enhance partnerships with ocean carriers, negotiate better rates, and improve transit times to attract more customers seeking sea transportation solutions.
- **Capitalize on Importation Opportunities:** Since a significant portion of the revenue is generated from importation, focus on streamlining and enhancing import processes. Invest in efficient customs clearance procedures, establish strong relationships with customs brokers, and provide end-to-end solutions to importers to capture a larger share of the import market.
- **Strengthen Relationship with HAGLOBAL:** Given that HAGLOBAL is identified as the best Consignee and Consignor, focus on nurturing and expanding the partnership with them. Offer personalized services, prioritize their shipments, and explore opportunities for collaboration or long-term contracts to solidify the relationship and drive mutual growth.
- **Expand Service Offerings:** Explore opportunities to expand the range of services offered by the company. For example, consider providing value-added services such as customs consulting, warehousing solutions, or supply chain consulting. This can attract customers seeking comprehensive logistics services and contribute to revenue growth.
- **Monitor and Optimize Full Container Load (FCL) Operations:** Given that FCL generated significant income and profit, closely monitor and optimize FCL operations. Analyze factors contributing to the success, such as pricing strategies or customer satisfaction, and replicate those practices. Continuously assess operational efficiency, negotiate favorable rates with carriers, and seek opportunities to increase FCL volumes.
- **Optimize Importation Operations:** Since importation accounts for a significant portion of the income and expenses, focus on streamlining import processes. Improve customs clearance efficiency, strengthen relationships with customs brokers, and provide end-to-end import solutions. Seek opportunities to reduce import-related expenses without compromising service quality.
- **Diversify Client Base:** While HAGLOBAL is a valuable client, it's important to diversify the customer portfolio to reduce reliance on a single client. Develop targeted marketing strategies to attract customers from various industries and geographical locations. Invest in sales efforts to expand the customer base and capture new market segments.