



RAAZIO

Logistics & Supply Chain
Management



Table of Contents

About Raaziq

Introduction

Management Team

Services

Key Industries/Customers

Other Services

Awards & Recognitions

Pictorials



About Raaziq



Introduction

Established in 1974 as a customs clearing agent at Lahore. However 4 decades of foresight and leadership has made Raaziq a potent force in national and international logistics.



Mission

- To develop a truly global and “Best in Class” logistics network connecting Pakistan to the world in a highly dynamic and technologically advanced manner.
- As an Industry Leader in Pakistan, Raaziq endeavors to deal with its customers in an extremely reliable, efficient, ethical and environmentally friendly manner.
- We strive to create an inclusive environment that encourages teamwork and adds value to the professional and personal growth of our employees.



Employees & Customers

Over 2,200 employees and over 20,000 customers.



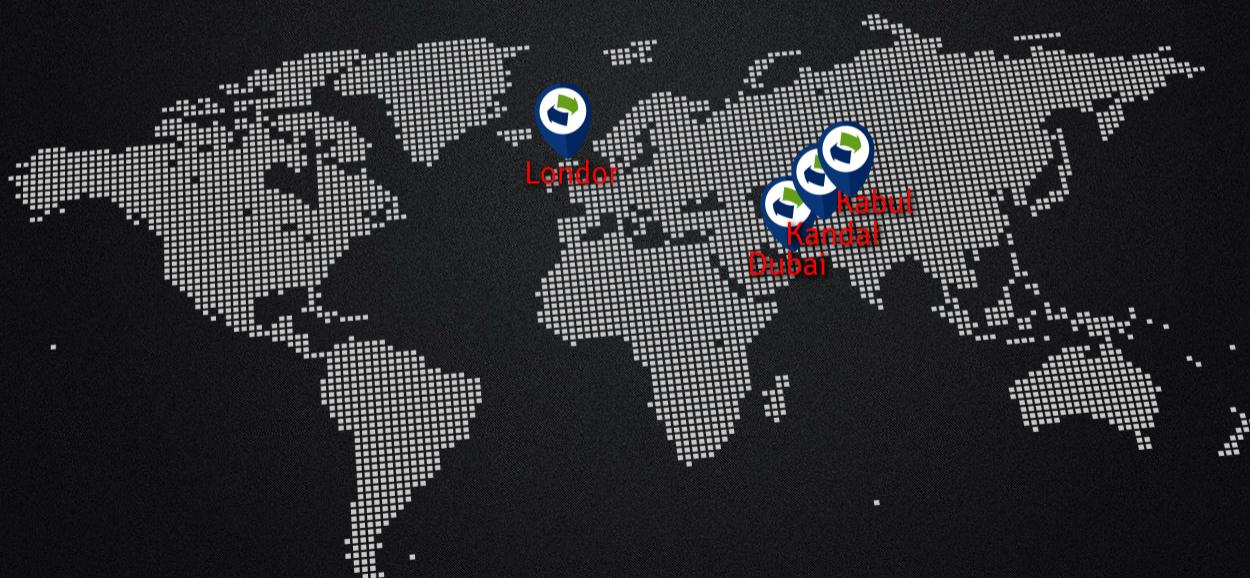


Local Network





International Network





Management Team



Muhammad Ammar Khan
CEO



Muhammad Mikail Khan
CEO



Tariq Mahmood Mian
Vice President
Head of Imports
Affiliation with Company:
26 Years



Hasen Mahmoud
Vice President
Head of Exports
Affiliation with Company:
20 Years



Management Team



Capt. Anwar Karim
Executive Director
Head of Transportation
Affiliation with Company:
12 Years



Syed Rehan Rizvi
Executive Director
Head of Customs Clearance
Affiliation with Company:
22 Years



Abdul Mateen
Executive Director
Head of Warehousing & Projects
Affiliation with Company:
16 Years



Services

Freight Forwarding



➤ Briefly Quantified:

- 27,000 complex multimodal moves over 6 continents.
- 20,000 tons of airfreight moves to and from Pakistan.
- Only operator with its own facility at port Qasim.
- Regional and Global Alliances with logistics partners.

➤ Services:

- Logistic engineering capability for fast growing Domestic and changing global supply chain.
- Key account Managers (KAM) at the HO and Branch level.
- Project planning and execution capability.
- Time sensitive exhibition and relief cargo Logistics.
- Govt and Defense Contract Management.
- Only Leading Halal Certified service provider.
- 24/7 freight management of LCL and FCL traffic to and from Pakistan with real-time cargo and information management.
- Dangerous Cargo handling and shipping.



Customs Clearance



➤ **Briefly Quantified:**

- 30,000 + Annual clearance jobs handling.
- Having expertise in handling Break-Bulk and Specialized Cargo require direct deliveries from the vessel.
- Export cum Import of Repair and shipments, Machinery shipments, Temporary import and export of Exhibition cargo etc.

➤ **Services:**

- A well-known and a reliable name in Customs Clearance serving Trade Industry of Pakistan since 1974.
- Complete Project handling starts from advisory from planning and costing.
- Experienced and qualified staff having full command and knowledge of handling all types of cargo.
- Customers included renowned multinationals in different sectors like Automobile Assemblers, Power Generation Units, Telecom, FMCG, Retail Chain Stores, Pharma, Textile etc.
- Bonded cargo Movement to upcountry.
- Awarded number clearing agent by Pakistan Customs.
- Time definite service.



Multimodal Transport



➤ Fleet Details

- 164 + trucks in all size configurations
 - 129 + 40ft Trailers
 - 35 + Distribution Vans

➤ Services:

- Intercity Transport covering all cities in Pakistan.
- Intracity Specialized Transport services delivering at Multiple Points.
- FTL (Full Truck Load) and LTL (Less than Truck Load) Services.
- Transparent, Visible & Efficient “Track & Trace” Facility.
- ERP Connectivity with all customers.

➤ Maintenance & Workshops

- Self-Managed maintenance of fleet.
- Specialized engine maintenance.
- Large self-operated inventory of parts for instant and timely maintenance.



Temperature Sensitive Logistics



➤ Fleet Details

- 125 + Refrigerated Trucks
 - 35 + Refrigerated Trucks (40ft)
 - 90 + Refrigerated distribution vans “different sizes”

➤ Other Equipment:

- 80 + Imported Clip-on & Under-slung Generator sets (Power Pack).
- In transit Location & Temperature monitoring equipment.
- Temperature logging equipment.

➤ Services:

- Intercity Temperature Sensitive Transport covering all cities in Pakistan.
- Intracity Specialized Temperature Sensitive Transport services delivering at Multiple Points.
- Specialized Export and Import Cold Chain Services (FTL/LTL).
- Multi Temperature Cross Docking in all major cities.
- Transparent, Visible, Efficient and real time “Track & Trace” and Temperature Monitoring.
- Consultancy Service.



Warehousing & Stock Management



➤ **Briefly Quantified:**

- Over 1,000,000 square feet opened and covered area Nationwide.
- 40,000 pallet positions nationwide.
- Over 300,000 tons being handled every month.
- International quality certifications i.e. ISO & HSS.
- Most advance Material Handling Equipment (Reach Stackers, Forklifts, Power Pallets etc).

➤ **Services:**

- Self developed WMS; integrating with all major ERPs.
- 24/7 manning and CCTV coverage.
- Comprehensive order process management system.
- Open, covered and high value cargo storage.
- Diverse menu of Value added services.
- Facility management, Consultancy and 4PL services.



Afghan Transit Trade



➤ **Briefly Quantified:**

- Experience of over 14 years.
- Owned offices at Kabul and Kandahar.
- Over 150,000 TEUs handled since 2005.
- Biggest pool of owned Custom Bonded Trucks.
- Comprehensive systems developed in line with military best practices.
- Receiver of various appreciations/ awards locally and Internationally.
- Exclusively handled all of UK, Dutch, and Spanish MOD's cargo to/ from Afghanistan.
- Providing customers a delivery system which is Prompt, Reliable, Predictable, Secure & Responsive.
- Handling all government & private major infrastructure development projects in Afghanistan.

➤ **Services:**

- Clearance and transportation service to/ from all cities in Afghanistan.
- Container inspection, Warehousing, Packing and Logistic consultancy services.
- Optimized road and rail solutions to CIS countries via Iran, Afghanistan and China.
- GPS “tracking and tracing” solution, Risk assessment, Customized reporting through Transport Management System.

Information Technology & Solution Development



➤ Technological Capability

- Own "ERP" Development.
- Data Management.
- Continuous Process Improvement (BPR).
- Successful EDI Implementation with SAP, Oracle, I Supply.
- ERP Integration with tracking devices for route management and across country visibility.
- First company in Pakistan to EDI with INTTRA (Global Shipping Platform).



Transit Security & Technical Services



➤ **Vigilance Teams:**

- Dedicated vigilance Teams meant for security on all route(s) of operations in Pakistan.
- Very strong relationship with all LEAs in Pakistan.

➤ **Staging Stations:**

- Staging Stations/Checkpoints on strategic locations almost every 100 miles on entire route(s) of Operation for the fleet and cargo safety.
- Locations include Karachi, Hyderabad, Moro, Sukkur, Janpur, Lodhran, Multan, Chichawatni, Lahore, Ternol.

➤ **Quick Response Teams:**

- Quick response teams on all routes of operation
- Capability to quickly respond in any situation at any place.

➤ **Monitoring and Operation Control Room:**

- 24/7 monitoring and operational control room in Karachi & Lahore.

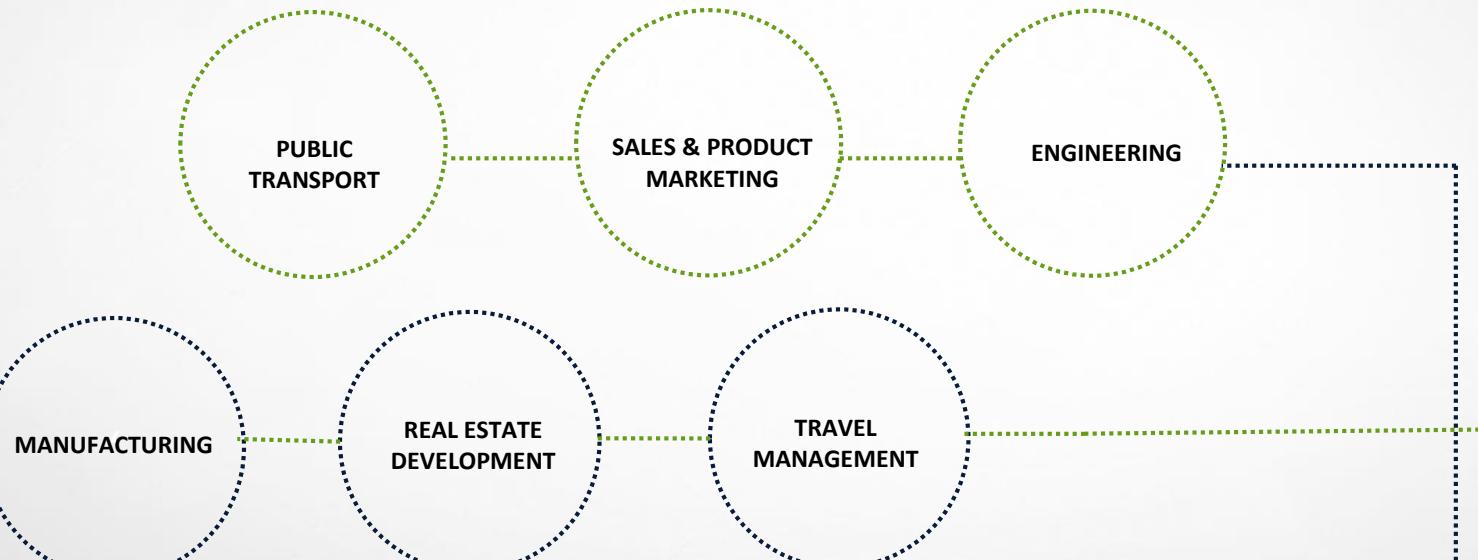


Supply Chain Consultancy



- Customized Supply Chain Solutions for specific business needs from Consultancy and Design of services to the final delivery process at the door.
- Utilization of logistical expertise to create best in class industry specific solutions.
- Broad set of services drawing on our very own resources in the areas of Transport, CHA, Warehousing, Software Development & Customization to deliver value across the entire Supply Chain.
- End to end visibility, transparency and cost-efficiency .

OTHER SERVICES





PUBLIC TRANSPORT



Government:

- Awarded Contract for Exclusively operating feeder buses in Multan and Rawalpindi by PMA (Punjab Masstransit Authority).
- Initial deployment of 200 + buses (potential for scalability according to public demand).
- Project entails procurement, operations & maintenance of buses.
- Entire operations being managed through “in house” capability.

Commercial:

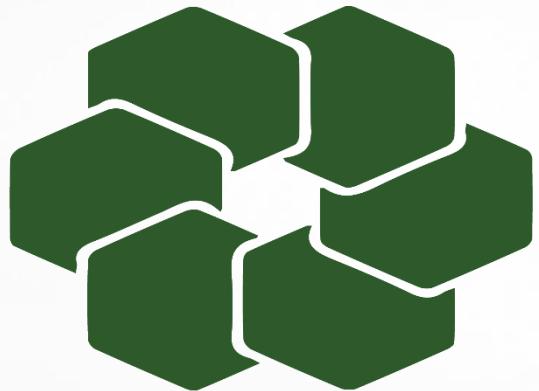
- Intercity Transport Project development in advance stages.
- Initial deployment of 20 premium quality buses to service all major cities of Punjab.
- Project Launch date March 2020.
- Specific focus on both Passenger Transport and Cargo Services.



SALES & PRODUCT MARKETING



- 4 top multinationals on board in the first year of operations including Shell & Reckitt Benckiser.
- Distribution setup in all major commercial cities of Pakistan.
- Dealing in diverse categories i.e. Lubricants (B2C), Food, Beverages, HPC .
- Using variety of channels i.e. HORECA, General Trade & Wholesale, IMT & LMT, Super Stockist, Sub Distributors and Home Deliveries across the country.
- Stock Ordering according to current demand and future forecast.
- Display on shelf as per planogram & Layout, Merchandising, POS Material for Impactful visibility.
- Advertising & Promotions, Market Surveys, Competition Watch, Analysis & Reporting.
- Cash collection and credit recoveries.



REANA
ENGINEERING

ENGINEERING



- Exclusive 3s Partnership with China Hi Tech Company in Pakistan since May 2016 for Bonluck Buses, Kama Trucks, Jove Construction & Earth Moving Equipment.
- Eventual aim of relationship is technology transfer and setting up manufacturing plant in Pakistan.
- Expecting to deliver core competencies in the following areas:
 - a. Highly developed sales capability due to sales excellence over 4 decades.
 - b. Strong foothold in the local market geographically and technically due to:
 - i). Having offices in all major cities.
 - ii). Operating an owned fleet across Pakistan and Afghanistan of 500 + trucks with "self-managed" maintenance capability .
- Huge potential for internal consumption due to YoY fleet growth of 20% .

RIE

MANUFACTURING (LEAD RECYCLING, BATTERY & FILTER MANUFACTURING)



- 1st in Punjab & 3rd in all over Pakistan in terms of production capacity.
- Main Products include Refined, Antimonial and Reclaimed Lead.
- Capable of producing customized products as per customer requirements.
- Supplying to all the leading names AGS, EXIDE, VOLTA & Millat .
- Supplying to Army for Military installations.
- Compliant with all health, safety & environment laws.
- Working in industrial trade Zone with a Qualified & Professional Team.
- Battery Manufacturing Plant setting up in advance stages.
- Filter Manufacturing Plant setting up in process.



THE ENTERPRISE

REAL ESTATE DEVELOPMENT



- 520,000 square feet of covered area in Lahore and 87,000 square feet in Karachi.
- 180,000 square feet of premium corporate offices facility both in Lahore and Karachi.
- Over 20 large/Multinational organizations portfolio.
- 37,000 square feet covered area for Business Hotel
- 3.2 Mega Watt backup Power Generation capacity.



TRAVIZIA[®]

THE PREMIUM TRAVEL EXPERIENCE

TRAVEL MANAGEMENT



- IATA , DTS and TAAP certified Travel Management.
- GDS systems to operate IATA accredited license facility (Amadeus and Galileo).
- Ticketing , Visa , Tours (religious and recreational), hotel bookings and travel insurance services .
- International vendors in more than 20 countries to deal with travel management arrangements and operations (land arrangements).
- Key account managers to deal with corporate clients.
- Customized international group tour management expertise.
- 24/7 customer support service.

Key Industries/Customers

Textiles



Power



F&B



Cement



Fertilizers / Sugar





Key Industries/Customers

Health Care/Pharma



FMCG



Johnson & Johnson

L'ORÉAL



Bata



Key Industries/Customers

Defense



Oil & Gas



Schlumberger

pride-forasol



Aid Agencies





Awards & Recognitions



Logistics Service Provider of the Year



Best Export Performance Award



SAARC Country Achiever Award



Brand of the Year Award



Achievement Award



Performance Award





Awards & Recognitions



Best Export Performance Award



Brand of the Year Award



Brand of the Year Award



Brand of the Year Award



Best Freight Forwarder Award





Warehouses





Ammiza Fleet





TS & TS Fleet/ Equipment





Workshop/Maintenance





Material Handling Equipment



Value Addition





Value Addition (Cont.)

