

## Overview



LOM LOGISTICS INDIA PVT LTD



EFFECTIVE  
PRECISE  
INNOVATIVE  
COMPETENT

LOM Logistics emerging as the most preferred  
Customers across global supply chain strategic partners...

... in India





## MESSAGE



We are living amidst exciting times where India is embarked on a journey to match up to its potential in economic progress and development. It is now counted amongst the few nations in the world with accelerating growth rates in excess of 6.5% not only in the last few years but also is expected to accelerate further in the coming years too.

India has been attracting FDI steadily and significantly from all parts of the world in all sectors. The new emphasis on manufacturing and skill development shall only help in faster growth thus leading to lot of manufacturing activity and movement of exports of goods and services. The increased expenditure towards enhancing and improving the infrastructure will act as a shot in the arm for the manufacturing sector across the country.

Logistics cost in India is approximately 14 per cent of GDP, while the number for most developed nations is about 9-10 per cent. On a 1.6 trillion GDP, this represents absolute value of inefficiency and therefore a logistics market potential of over \$65 billion. It is estimated that India burns nearly \$2.5 billion worth of fuel on account of trucks standing idle on state check-posts. Even with the poor road infrastructure and dis-organized trucking network in the country, roads currently account for approximately 65 per cent of the total freight transport, while rails have only 30 per cent market share. The biggest challenge India as an economy faces today, is the need for infrastructure, specially in the logistics space, to support our fast pace economy.

In this context, LOM Logistics India Pvt Ltd., takes great pleasure in offering its services in the area of logistics thus contributing towards the growth of the nation. LOM is one stop source for all worldwide moving services. Whether it's project cargo's, household goods, family pets, professional equipment or personal vehicles, we have the resources, expertise and global coverage, to plan and co-ordinate all the aspects of moving requirements. As the preferred supplier for various Fortune 100 companies and the first point of contact to increase supply chain efficiency in India, we are very proud of our reputation and always strive to maintain it.

With over 14 years in the market with huge cumulative experience has enabled us to earn the trust of our clients. We act as your extension and handle all the red tape and administrative work quickly and efficiently. We offer a bouquet of services tailor made to match your needs both in terms of cost as well as timely delivery with efficiency. It will be our pleasure to serve you.

**LIM HAN SUNG**  
**Managing Director**



# The Key Factors:

## Why customer Choose LOM?



- **Highly Knowledgeable, Capable and Dedicated Staff**
- **Credible and Responsible Image**
- **Reasonable and Competitive Price**
- **Our Priority to Customer Satisfaction**

# Our Strength:



- **Dedicated Service, Team work.**
- **Our experts in every department are most experienced and responsible staffs to meet the international working standard.**
- **Solution provider while handling Critical Situation to meet the deadline.**
- **We are driven by time bound for every subject.**
- **Excellent relations with Liners and Airlines to obtain best and competitive buying rate for imports and exports.**
- **Our Rapports with Liners, Airlines and CFS makes us easy faster while Customs clearance to obtain DO and documents required**
- **On time pre-advise, documents and payments.**

# LOM INDIA VALUE PROPOSITION



- **Specialized expert team to process documents and to obtain CEPA / FTA documents on time for exports. [Generalized System of preference – Certificate of Origin from the Government export inspection agency]**
- **Our Multi – modal transport, be it Sea, Air and Road, carry and deliver safely on time.**
- **Customs clearance experts team always meet the situation to comply by the law of the soil, even while handling critical issues, intimate in advance to our customer to submit the documents to be in order, if necessary!**

## OUR SUCCESS



- LOM Team spirit. Faster and cost-effective deliverance, **CS** people **C**ustomer **S**atisfaction people, always.
- A company's long-term success is strongly influenced by our employees' our internal motivation to work and to do a good job, inspired by LOM dedicated staffs.

LOM Logistics India Team – ***A Commitment to Excellence.***



### Air Freight services:

LOM will suggest the appropriate air services that is cost effective with timely delivery, according to your delivery schedule through support of LOM air freight experts, whether across the region or around the world.

**Advantage LOM** – competitive rates for your desired capacities and needs from the specific leading freight services. LOM provides value added services , Viz., packing, crating ,etc.



### Ocean Freight Services:

LOM reliably move your Ocean Shipments on an average of around 600 containers per month, from many destination across the globe, from and to India.

LOM with strong relationship with ocean carriers can obtain reliable space allocation at competitive rates,

- FCL / [Full Container Load]
- LCL [Less than Container Load]
- Consolidation and Break Bulk Booking



### Customs Clearance:

LOM experts will handle your customs clearance process - quick and effective, to reduce compliance risk and minimize cycle time. Our clearing team will ensure to pay appropriate duties on tariffs.



### Warehousing:

LOM sources right kind of warehouse space for your business needs. control your inventory and maximise your distribution potential.

Get your preferred and flexible locations and services as your desired needs.

- FTWZ
- ICD
- General warehouse
- Customs Bonded warehouse

LOM with a strong local presence in India, can extend support to expand your supply chain around the globe, now you are with one of the best Logistic service provider in the country.

LOM provides you comprehensive Logistics services within India.



## Project Cargo:

LOM Logistics India can be a key to your successful project delivery. Cargo that needs to move from one site, to another place, whether it's locally or globally, is often oversized and out-of-gauge. Transportation of construction equipment, machinery, and other materials are now at your timely reach!!

Yet to stay competitive by taking LOM advantage of its Service and their expertise with their delivery options for your large industrial equipment. Whether you need heavy haul trucking / bulk break shipment, we move anywhere in India we carry your shipment across the world. LOM Logistics India Services has the quality solutions to meet your needs.



# LOGISTICS, FREIGHT SERVICES & CAPABILITIES



- > Air Freight
- Air Freight
- Ocean Freight
- Customs Clearance
- Project Cargo
- Relocation Service
- FTWZ

Member of :



**LOM** - A Comprehensive logistics solutions provider



**A Foreign Entity Can  
open up in Indian Market... !!**

**... FTWZ best Source !!**

**Welcome  
to**

**LOM FTWZ**

**It's a deemed foreign territory**



# What are the opportunities for foreign entities through FTWZ



## The Opportunities for Foreign Entities through LOM FTWZ

**LOM FTWZ** ...It's a deemed foreign territory, FTWZ is also dry port in the country

- IEC (Import Export Code) is not required for registration to operate from FTWZ
- Foreign Entities, not holding any office / establishments in India. Foreign entities need not possess registered documents from Regulatory Authority of Government of India, Company affairs to make a stock point

***Big Opportunity to create Market in India !***

- International customers' in specific, can have their direct stock point in India, for Indian market as well as to focus on neighbouring countries, viz., Bangladesh / Sri Lanka / Myanmar / Nepal !!

Continuation of ...

## **The Opportunities for Foreign Entities through LOM FTWZ**

- Customized warehouse to suit various kinds of Products
- Foreign entities have their opportunity to start their Exim Business in India within a day or two by Just registering with us at LOM FTWZ.
- One stop customs clearance resource for Import and Export of Goods
- Deferred duty payment – up to desired period of importer/ consignee!!!
- Temporary removal of Cargo for Exhibitions/ Demonstrations can be availed without paying Customs Duty and replace the Cargo back to the Zone with in a period of 120 days
- LOM – FTWZ offers timely and cost – effective delivery of shipments to customers’.



KEY BENEFITS OF [FTWZ] Free Trade Zone - Chennai

Accelerate Advantage from LOM "FREE TRADE WAREHOUSING ZONE" [FTWZ] over Customs Bonded Warehouse [CBC]

Sl. No	Particulars	"FTWZ"	"Customs Bonded Warehouse"
1	Port Status	Deemed Port with FTWZ - Port code (INC JJ6) foreign territory in Indian Soil.	Do not posses any Port status
2	Assessment of bill	as per SEZ Act. File IGM under FTWZ PORT code (INC JJ6) move the goods direct from Air port / Sea port for LCL from CFS transfer the consignment to <b>LOM FTWZ without assessment for duty and file Warehouse Bill Of Entry without duty payment and store the goods at LOM FTWZ</b>	File Warehousing Bill Of Entry and assessed for Customs Duty, prior to movement to the customs bonded warehouse
3	Duty Deferment Bond	<u>No need to execute</u> Double Duty Bond	<u>Need to execute</u> Double Duty Bond
4	(NFE) Net Foreign exchange earning	Mandatory to be NFE under SEZ act of 2006	Not required to be NFE by bonded warehouse operators



KEY BENEFITS OF [FTWZ] Conti....			
Sl. No	Particulars	"FTWZ"	"Customs Bonded Warehouse"
5	Movement from Customs Gateway	Goods from Customs sea port / Airport to LOM FTWZ will be a direct transshipment process without assessment by customs, by this turn around time will be less	Movement of consignments from Sea Port / Airport to bonded warehouse are subject to assessment at Customs Gateway
6	Overseas customer can create a stock point LOM to be their custodian	as per SEZ Act, an overseas supplier / buyer in India can now create a stock point / distribution hub without any regulatory documents in India	Not permissible
7	Consolidation of goods from various country / supplier	Consolidation of Goods various country / Suppliers are allowed as a cross border transition hub	Not permissible
8	Storage and duty assesment period	Goods are permitted to be kept in LOM FTWZ without assessment for duty as long as the Validity of LOM LOI with Ministry of commerce ( <u>Interest on Duty not applicable</u> )	Not permissible beyond one year may be subject to approval from the Customs Authority - Interest on duty will be levied after 90 days of storage



## KEY BENEFITS OF [FTWZ] Conti....

Sl. No	Particulars	"FTWZ"	"Customs Bonded Warehouse"
9	Temporary Removal of Cargo	Permissible for 90 to 120 days (You can remove cargo temporarily and move to exhibition venue) Submit proof of participation, need to bring back to FTWZ after Exhibition	Not permissible
10	Customs clearance process for DTA - (Domestic Tariff Area)	all process are done within FTW Zone <b>payment of duty to be made pertaining to the part of quantity moved to DTA</b> [ you can pick up from one BL / Many Invoice , similarly from many BL /In one Invoice to make single DTA Clearance.	all customs process are located at customs house which is away from the bonded facility.
11	Customs clearance proces for export /re-export	Hassle-free process under single window within the FTW Zone	have to go though same process at Customs House which is away from the facilities, all these TAT will be in addition to the process time in FTWZ
12	Foreign currency	have an edge over the bonded goods to raise invoice in foreign currency which will be safe to avoid conversion loss	all invoice to be made in INR only



## KEY BENEFITS OF [FTWZ] Conti....

### Save from CFS charges for FCL consignments if FTWZ facilities availed

Sl. No	Particulars	"FTWZ"	"Customs Bonded Warehouse"
1	20 ft. Container	<u>Not required to move to CFS</u> hence you will save from Rs.11,000 to Rs.14,000	Required to move to CFS hence you will have to pay CFS Charges from Rs.11,000 to Rs.14,000
2	40 ft Container	<u>Not required to move to CFS</u> hence you will save from Rs.17,000 to Rs.19,000	Required to move to CFS hence you will have to pay CFS Charges from Rs. 17,000 to Rs. 19,000
3	File BoE and Duty payment	file Warehouse BoE and duty deferment to enhance your working capital	file BoE within 24 hours move to CFS and pay Duty within 24hours or else penalty levied as per customs norms.



## ABOUT –FTWZ

The Free Trade and Warehousing Zones (FTWZ) is a special category of Special Economic Zone and is governed by the provisions of the SEZ Act and the Rules. FTWZ is designated as a deemed foreign territory and are envisaged to be integrated zones.

The Free Trade & Warehousing Zones (FTWZ) shall be a special category of Special Economic Zones with a focus on trading and warehousing.

The Objective of Such a Zone to create trade related infrastructure to facilitate import & Export .

FTWZ offer services such as speedy delivery of cargo, one-stop for Customs clearance capability; integrated solutions, such as packing management, sorting, inspection, re-invoicing, strapping and kitting, assembly of complete and semi-knocked down kits, and taxation benefits.

### OBJECTIVE

The objective of FTWZ is to create trade-related infrastructure to facilitate the import and export of goods and services with freedom to carry out trade transactions.

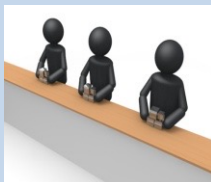
### CONCEPT

FTWZ would be a key Link in Logistic and Global Supply chains – servicing both India and the Globe as International Trading Hubs.

### ACTIVITY

- Warehousing for various kinds of products
- Handling and Transportation, Machine Handling Equipment,
- All related utilities – telecom, power, water, etc.,
- One stop clearance of Import and Export of goods

## PERMISSIBLE VALUE ADDED SERVICES



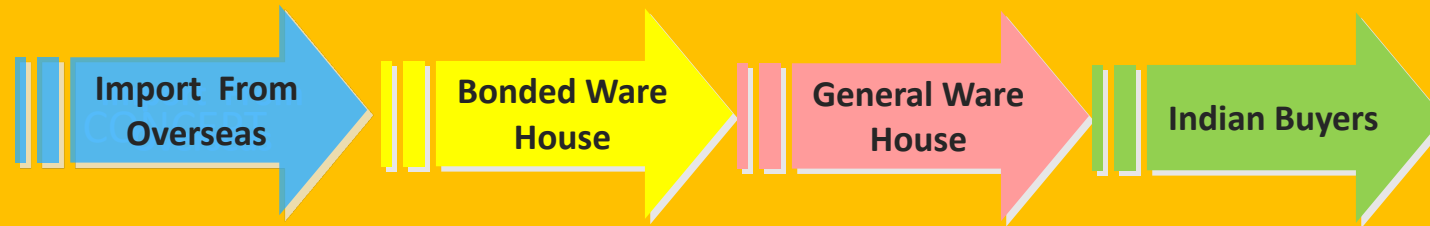
### Value Added Services

- Package management
- Quality Check
- Reverse logistics, Re-invoicing
- Kitting of CKD and SKD kits
- Pick & pack, Kitting
- Bar-coding
- Labeling & Re-labeling, MRP
- Bottling
- Polishing
- Display

## CASE STUDY – IMPORTS

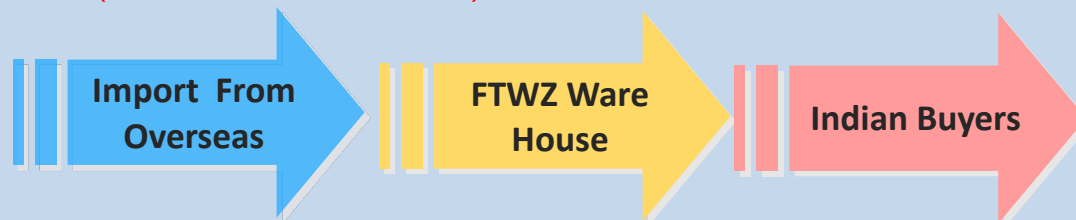
### GENERAL WAY

- Shipments moved in to Bonded Warehouse in Chennai, India
- Material cleared to General Warehouse after **Paying 100% Customs duty.**
- **VAS (Value Added Services) Not allowed.**



### FTWZ WAY

- Shipments moved in to FTZ in Chennai, India
- Deliveries to end customers made directly from FTZ
- Payment of duty and compliance to allied acts only when the goods move out of FTWZ into DTA
- Unlocking Working Capital due to deferred duties
- Eliminating need for General warehouse & improving efficiency in Supply Chain Operation's.
- **VAS (Value Added Services) Unlimited**



## CASE STUDY – EXPORTS

### GENERAL WAY

- Each exporter from India exporting directly to Overseas buyer
- **Buyers solely depend on exporter for quality of export products**
- **Multi vendor consolidation VAS (Value Added Services) CKD, SKD and kitting NOT PERMISSABLE .**



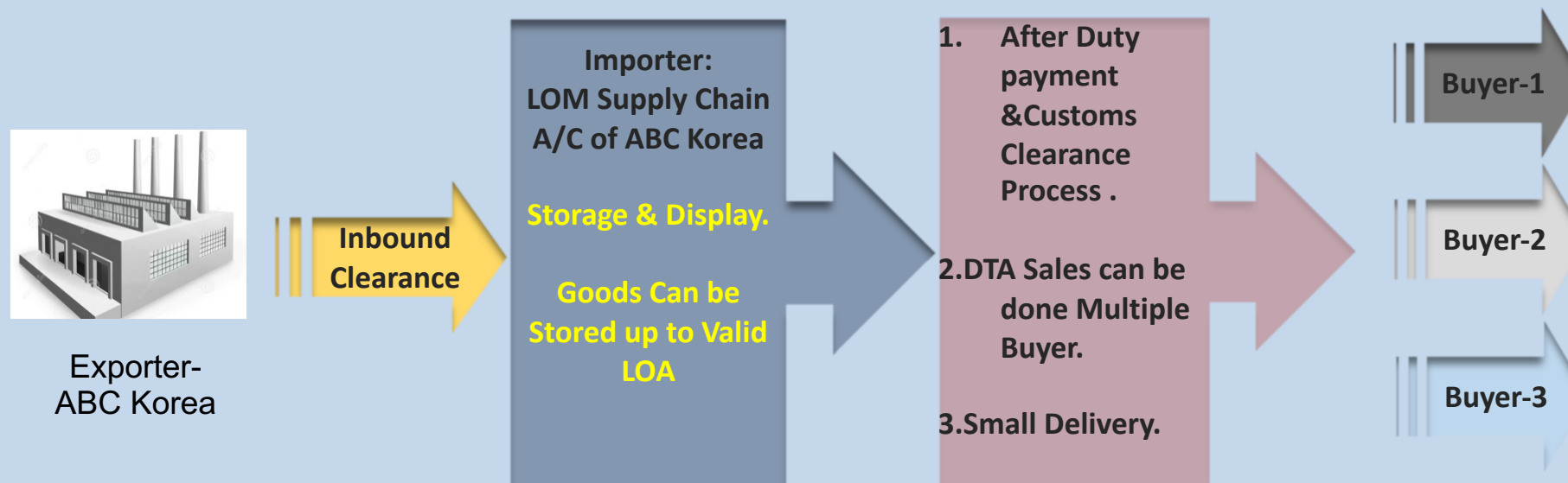
### FTWZ WAY

- Exporters exporting to FTZ
- Multivendor consolidation at SKU/Shipment level done in FTZ **VAS (Value Added Services) CKD, SKD and kitting PERMISSABLE**
- **VAS (Value Added Services)** within FTZ including quality Checks etc.,





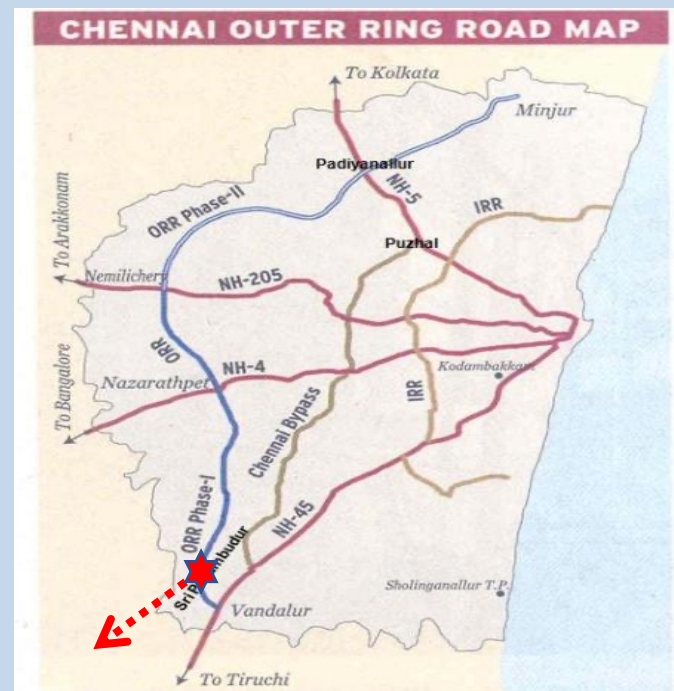
## CASE STUDY –IEC NOT MANDATORY



- Foreign Company's can import the goods without Investment/Own Branch in India .
- On behalf of them can use LOM FTWZ (Unit Holder) IEC [Import & Export Certificate].



**LOM – FTWZ : Storing Capacity of \*80,000 sq. ft  
4,000 pallet position / cold storage 750 sq.ft**



**LOM FTWZ – \*offers COLD STORAGE, for multi products,**

- Location : Near Chennai, Sriperumbudur.
- Notified SEZ with in-house Customs Clearance Facility for all industry sectors.
- 32 Km From Chennai Air port.
- 38 Km From Chennai Sea Port.
- India Largest telecom Cluster & 7<sup>th</sup> of the largest Auto Cluster at close Proximity.



## LOM LOGISTICS INDIA PVT LTD

### (HEAD OFFICE)

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## LOM SUPPLY CHAIN INDIA PVT LTD – FTWZ

### FREE TRADE WAREHOUSING ZONE

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MANNUR VILLAGE, SRIPERUMBUDUR KANCHIPURUM DIST,  
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***We look forward to serve you  
and  
Assure you of our best cooperation and support at all times  
Thank You.***