



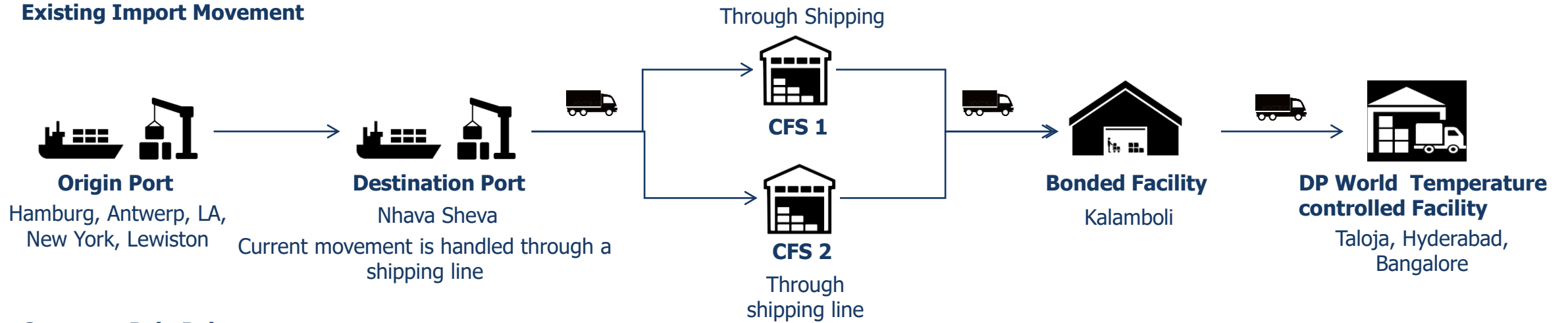
# DP World Solution Case Study

Creating the Future, **Now.**

## Opportunity Overview

- One of the major importer of brewery products in India is importing malt through DP World Nhava Sheva Port for distribution to major beer manufacturers such as Bira, White Owl, etc.
- Customer uses CFSs nominated by shipping lines. After clearance at CFS container goes to Kalamboli, Mumbai bonded facility for factory destuffing where cross-docking into domestic trucks is done and then it comes to DP World cold chain facilities at Mumbai, Hyderabad and Bengaluru

### Existing Import Movement



### Customer Pain Points

1

Lack of end to end visibility of cargo

2

Multiple Vendors

3

Multiple Handling

4

Lack of flexibility in choosing lines

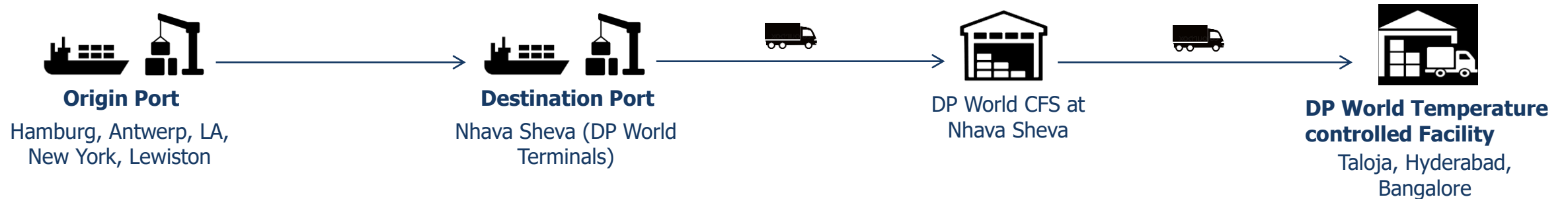
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Lack of flexibility in cross docking as operations were not done 24x7

## Solution provided by DP World and Future Opportunities

- DP World solution provides both CFS services and cross docking services at one facility i.e. inside our Nhava Sheva CFS thereby eliminating need of one entire leg of the supply chain and multiple parties coordination to ensure hassle free movement of cargo
- DP World along with the customer, is further evaluating opportunities for end to end solution

### Revised Import Movement



### Value Proposition for Customer

1

**Better visibility of cargo, from clearance, crossing and to warehouse**

2

**Single point contact (currently multiple parties for CFS, CHA, crossing activity)**

3

**Faster turnaround due to better liaisoning with customs**

4

**Flexibility to select lines as per need as CFS has been nominated by customer**

5

**Flexible timing of cross-docking backed by 24X7 operations**