





India to be amongst the fastest growing economies; Growth in manufacturing and consumption demand driving the need for logistics service



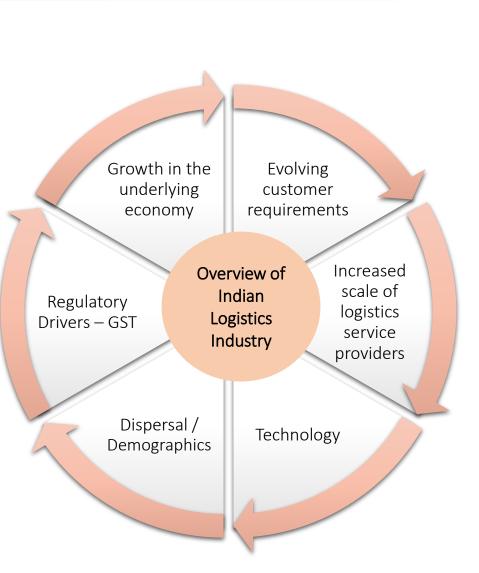
Opportunity to optimize logistics spend as industry is 2x less efficient than US and China; Unorganized participants constitute ~85% of the logistics demand

GOODS AND SERVICES TAX

GST expected to improve performance of all logistics sub sectors; GST likely to create multiple opportunities



Organizations are increasingly focusing on their core competencies, while outsourcing crucial and complex operations, such as IT and Supply Chain.







All figures in INR Crore

FSC's Target Segments Expected To Grow at 15-20% CAGR

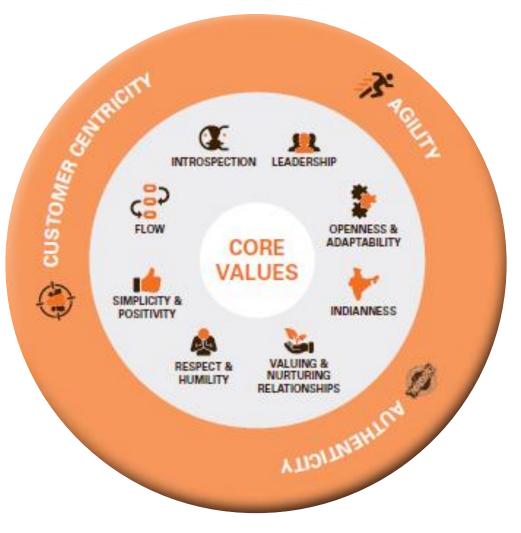


## PURPOSE

We add velocity to our customers' aspirations.

# VISION

To be a ₹ 10,000 crore company by partnering with consumer-facing **businesses** offering them agile, reliable and integrated supply chain solutions through our world-class, technology-enabled infrastructure.





### **Integrated Service Offering**



#### **Contract Logistics**

Warehousing, distribution and value-added services



#### **Express Logistics** Point-to-point, full and part truck-load, time-definite transportation services



#### **Temperature Controlled**

Cold-chain warehousing & transportation for perishable products

### Amongst India's largest organized third-party logistics operators

Comprehensive solutions for supply chain requirement At forefront in introducing new standards of technology & automation in the Indian logistics industry

Pan-India Supply Chain Network Diverse customer base across many sectors; Longstanding relationship with Future entities

Asset Light Business Model Well positioned to cater to the shift to pan-India distribution pursuant to GST implementation

## **Strong Presence in Fast Growing Consumption Sectors**







85-90% of the business is driven by the consumption-driven sectors.



Primary Issuance: 37,89,350 shares at INR 664 per share amounting to around INR 252 crores Nippon Express to Acquire 22% Stake Proceeds to be used for capital expenditure, working capital related requirements and other general corporate purposes Secondary Purchase of 14.63% stake from institutional investor(s) Business Collaboration Agreement; Nippon to deploy personnel on secondment basis for Business **Development** activities Governance Rights: 1 Board Seat, Observer Status on Audit Committee

Transaction has received all necessary approvals including Competition Commission of India, Stock Exchanges in India and FSC Shareholders

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Nippon Express and FSC have signed a Business Collaboration Agreement for exploring synergies between the two organizations and leveraging each other's capabilities.

Nippon Express to offer FSC's integrated and high quality service offering to Japanese and other foreign customers

FSC to offer Nippon Express' global logistics services to Indian customers

Nippon to introduce latest / global technologies and process improvements / Kaizen activity at FSC

Both the companies have agreed to formalize a Steering Committee and Synergy Creation Office; Nippon Express will depute its representatives to operate alongside FSC's management



Let's aspire to become India's leading logistics player, capturing opportunities arising from remarkable growth in the Indian logistics industry NAMASTE