

# COMPANY PROFILE

LOM logistics India PVT LTD



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



# CEO 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



# Why customers choose LOM?



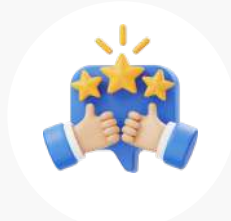
**Highly Knowledgeable, Capable and Dedicated Staff**



**Credible and Responsible Image**



**Reasonable and Competitive price**



**Our Priority is customer satisfaction**



# Our Strengths



## 1 - Dedicated Service

We prioritize delivering exceptional service with a focus on international standards to ensure customer satisfaction.



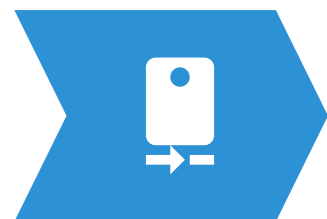
## 2 - Teamwork

Our highly skilled team is equipped to handle responsibilities effectively, ensuring smooth operations and seamless collaboration.



## 3 - Solution-Oriented Approach

Specialized in managing critical situations, we provide effective solutions to meet strict deadlines without compromise.



## 4 - Efficient Customs Clearance

Strong rapport with liners, airlines, and CFS ensures faster customs clearance and seamless documentation processing.



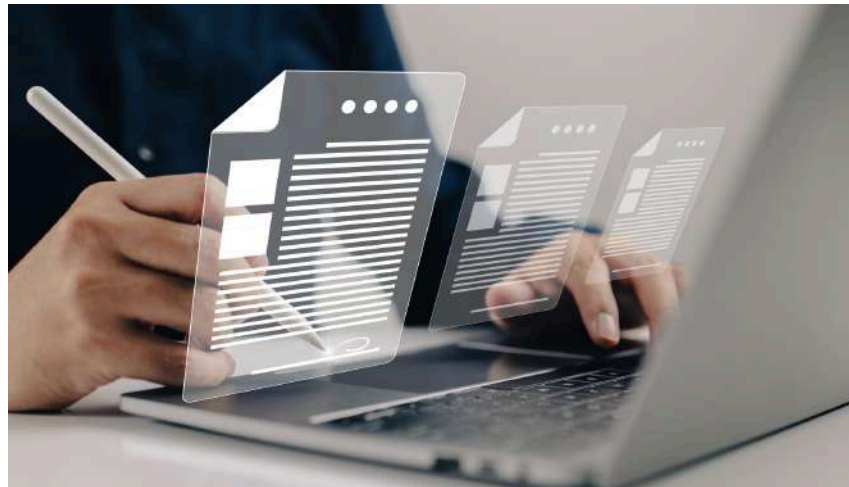
## 5 - Competitive Advantage

Our excellent relations with logistics partners enable us to secure the best rates for imports and exports, optimizing costs for clients.

# LOM India Value Proposition

## Expert Documentation Services

Our specialized team ensures timely processing of CEPA/FTA documents and Certificate of Origin, adhering to government regulations for smooth exports.



## Reliable Multimodal Logistics

We provide safe and punctual delivery through efficient Sea, Air, and Road transportation, meeting customer expectations with excellence.

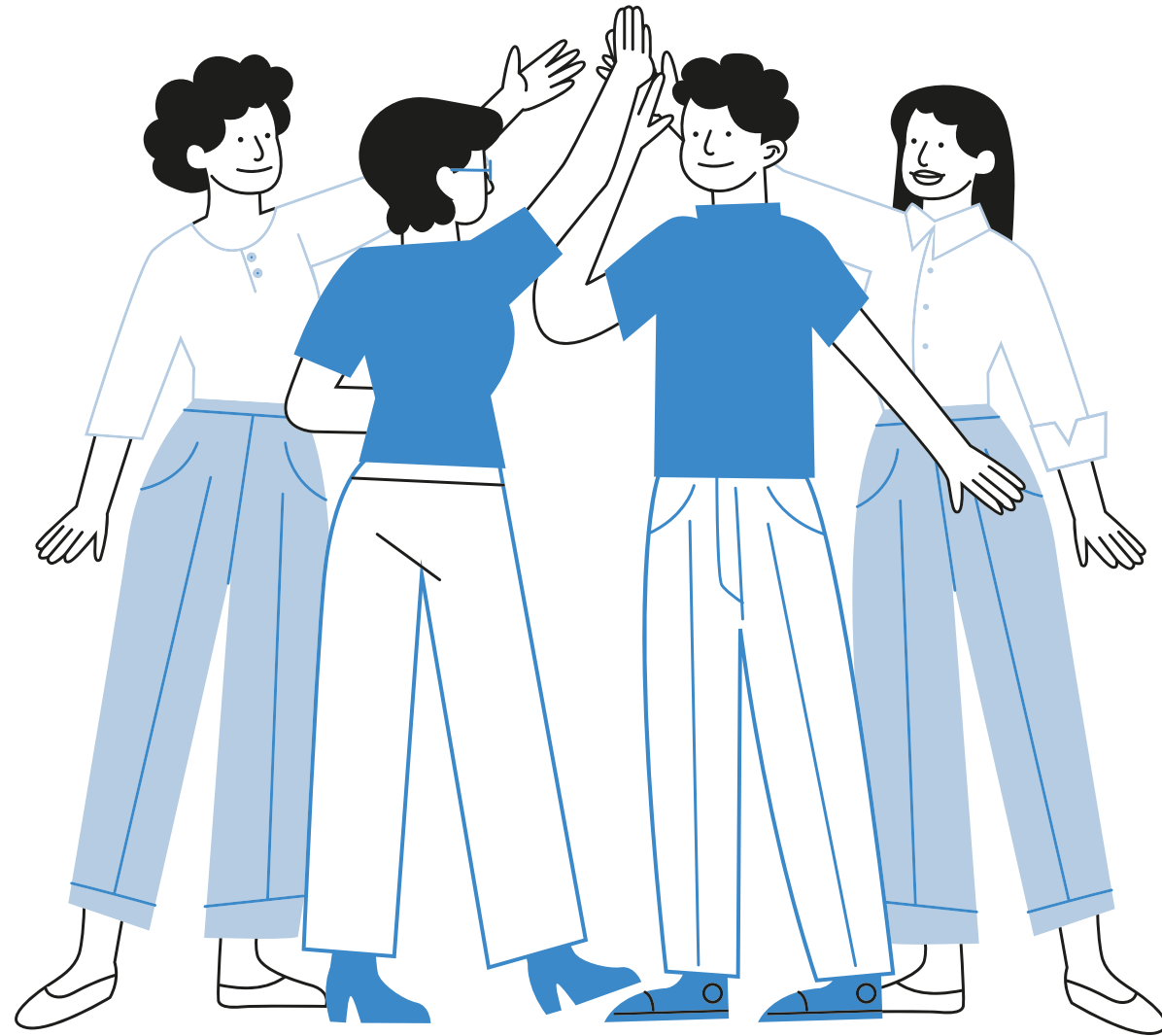


## Proactive Customs Compliance

Our experienced customs team navigates complex regulations, guiding customers to ensure documents are in order and addressing critical issues seamlessly.



# Our success



## Team Spirit and Efficiency

Our team embodies unmatched dedication, delivering faster and cost-effective solutions while ensuring customer satisfaction at every step.



## Employee-Driven Success

LOM's long-term success stems from our motivated staff, who are inspired to excel and committed to maintaining the highest standards of service.

# LOM logistics India Team - A COMMITMENT TO EXCELLENCE

# Our Services

01

## Air Freight Services

LOM ensures cost-effective and timely air freight services tailored to your delivery schedule. Our experts leverage leading freight providers to offer competitive rates and desired capacities. Value-added services like packing and crating are also available.

02

## Ocean Freight Services

LOM efficiently manages ocean shipments, handling around 600 containers monthly to and from India. With strong ties to ocean carriers, LOM ensures reliable space allocation at competitive rates, offering services such as Full Container Load (FCL), Less than Container Load (LCL), consolidation, and break bulk booking.





# Our Services

03

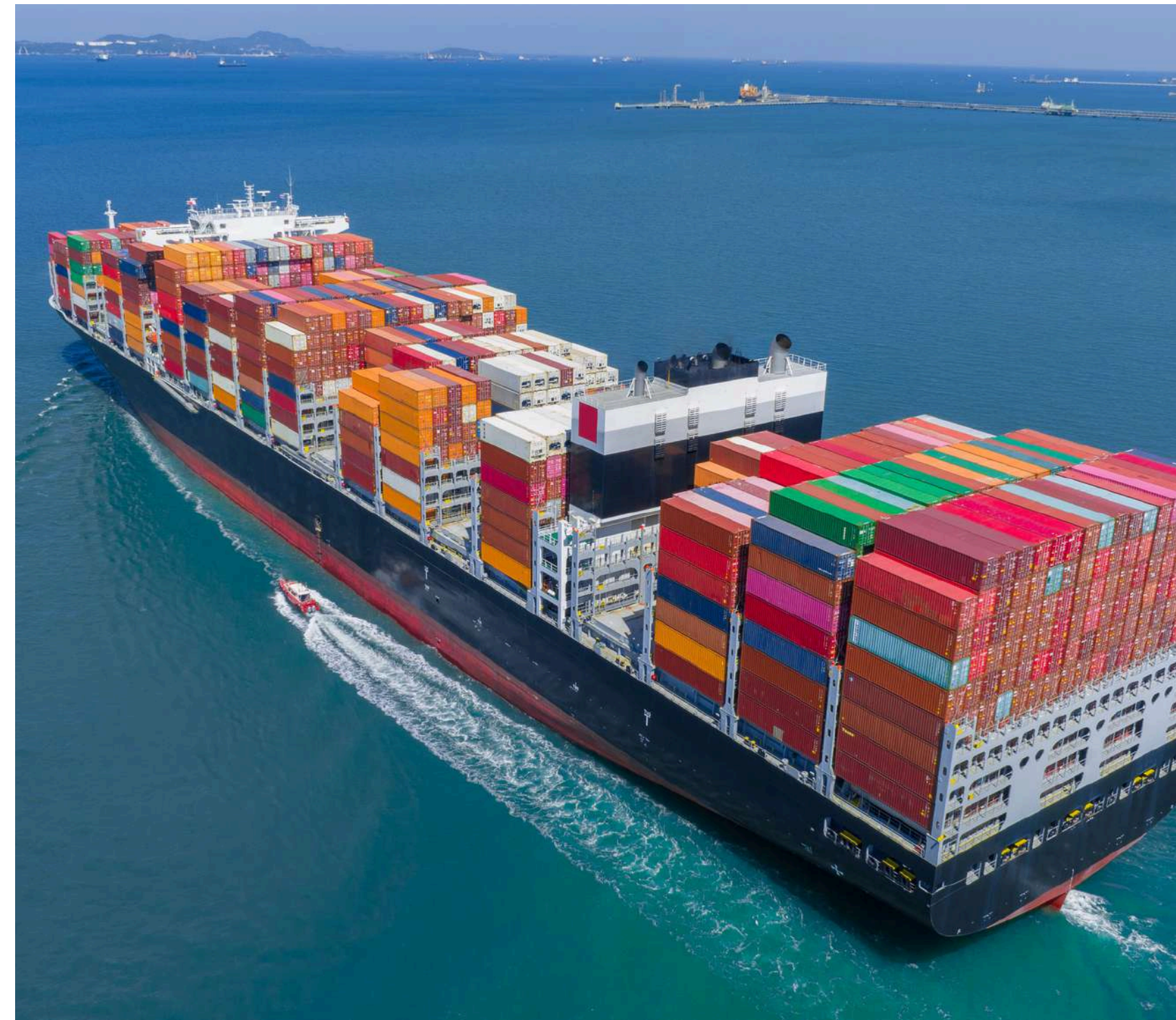
## Customs Clearance

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.

04

## Warehousing

LOM sources the ideal warehouse solutions tailored to your business needs, including FTWZ, ICD, general, and customs-bonded warehouses. With a strong local presence in India, LOM supports supply chain expansion globally while offering comprehensive logistics services across the country.



# Project Cargo

LOM Logistics India ensures successful project delivery by efficiently transporting oversized and out-of-gauge cargo, including construction equipment, machinery, and industrial materials, locally and globally. With expertise in heavy haul trucking and break bulk shipments, LOM provides competitive, reliable services to move your cargo anywhere in India or across the world. Their tailored solutions ensure timely and effective delivery for all your large industrial equipment needs.



# Welcome To LOM FTWZ

A Foreign Entity Can  
open up in Indian Market... !!  
... FTWZ is the best Source !!





# What are the opportunities for foreign entities through FTWZ?



# Opportunities

## Deemed Foreign Territory

- FTWZ is considered a foreign territory within India, providing global trade benefits.
- Functions as a dry port, enabling seamless trade operations.

## No Regulatory Documentation

- Foreign entities can operate without registered documents from Indian regulatory authorities.
- No need for approvals from the Ministry of Corporate Affairs or other governing bodies.

## Access to the Indian Market

- Significant opportunity to penetrate and create a presence in the growing Indian market.
- Ideal for international businesses targeting Indian customers.



## Simplified Registration Process

- No Import Export Code (IEC) required for operating from FTWZ.
- Easy setup for businesses to commence operations.

## Stock Point Setup for Foreign Entities

- Foreign companies without a physical presence in India can establish stock points.
- Provides a direct distribution hub for Indian operations.

## Regional Market Expansion

- Expand operations to neighboring countries: Bangladesh, Sri Lanka, Myanmar, and Nepal.
- Use FTWZ as a strategic base for regional distribution.

# Other Advantages with LOM FTWZ



## Customizable Warehousing

Warehouses tailored to accommodate various types of products.



## Quick Start for Foreign Businesses

Foreign entities can begin Exim operations in India within 1-2 days by registering with LOM FTWZ.



## Simplified Customs Clearance

One-stop resource for seamless import and export customs clearance.



## Deferred Duty Payments

Flexible payment terms for customs duties as per importer/consignee requirements.



## Temporary Cargo Removal





Cargo can be temporarily removed for exhibitions or demonstrations without paying customs duties and returned within 120 days.















## Cost-Effective & Timely Delivery

Efficient and economical shipment delivery to customers, meeting timelines.

# Why Choose LOM FTWZ Over Customs Bonded Warehouses?









Particulars	FTWZ		Custom Bonded Warehouse	
 Port Status	Deemed Port Status with Port Code (INC JJ6).	✓	No Port Status.	⚠
 Assessment of bill	Simplified customs clearance under SEZ Act.	✓	Lengthy duty assessment process.	⚠
 Duty Deferment Bond	<b>No Double Duty Bond required.</b>	✓	Requires Double Duty Bond execution.	⚠
 Compliance	Mandatory NFE (Net Foreign Exchange) earnings as per SEZ Act of 2006.	✓	Requires Double Duty Bond execution.	⚠

# Why Choose LOM FTWZ Over Customs Bonded Warehouses?

Particulars	FTWZ	Custom Bonded Warehouse
 <b>Movement from Customs Gateway</b>	Direct transshipment from sea/airport to FTWZ <b>without customs assessment</b> , saving time. 	Requires customs assessment at the gateway, leading to longer turnaround times. 
 <b>Stock Point for Overseas Customers</b>	Overseas suppliers/buyers can set up a stock point or distribution hub without regulatory documents under SEZ Act. 	Not allowed to set up a stock point or distribution hub. 
 <b>Consolidation of Goods</b>	Permitted to consolidate goods from various countries/suppliers as a cross-border transition hub. 	Consolidation from multiple countries/suppliers is not permitted. 
 <b>Storage and Duty Assessment Period</b>	Goods can be stored <b>without duty</b> assessment for the validity period of the LOI (no interest on duty applicable). 	Storage beyond one year requires customs approval; interest on duty is levied after 90 days. 



# Why Choose LOM FTWZ Over Customs Bonded Warehouses?

Particulars	FTWZ		Custom Bonded Warehouse	
 Temporary Removal of Cargo	Permitted for 90-120 days for exhibitions; proof required; must return after.	✓	<b>Not allowed.</b>	
 Customs Clearance for DTA	Done within FTWZ; duty paid for moved quantity; flexible BL/invoice combinations.	✓	Done at customs house, away from the warehouse.	
 Customs Clearance for Export/Re-export	Single-window, seamless process within FTWZ.	✓	Requires customs house visits, adding time.	
 Foreign Currency Transactions	Invoices can be raised in foreign currency, avoiding conversion loss.	✓	Invoices must be in INR, with conversion loss risks.	

# About FTWZ

Free Trade and Warehousing Zones (FTWZ) are specialized economic zones governed by the SEZ Act, designed to act as integrated hubs for trading and warehousing. They function as deemed foreign territories with the objective of creating infrastructure to facilitate imports and exports while offering a range of streamlined services like customs clearance, cargo management, and tax benefits.

## Integrated Trade Hubs

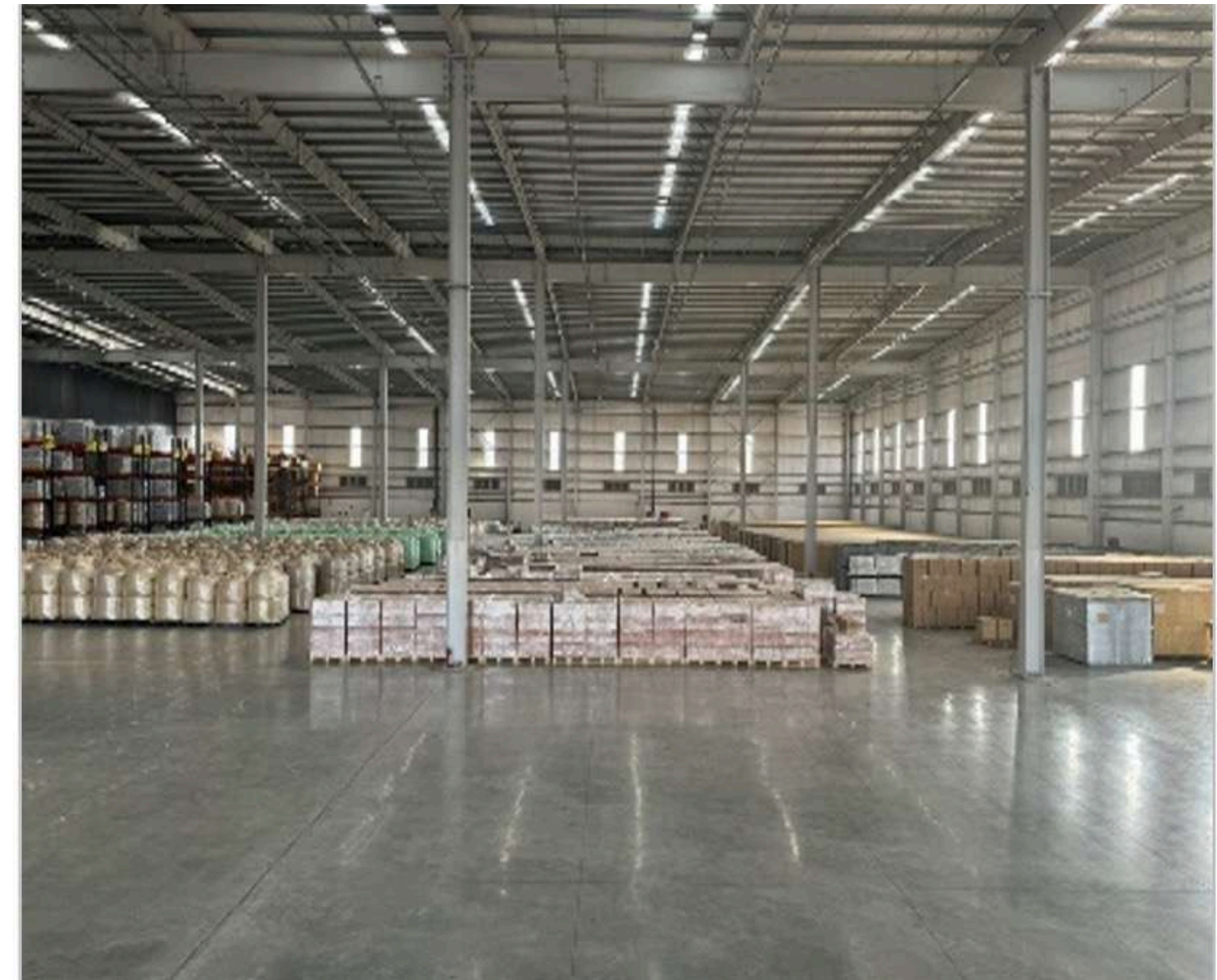
FTWZs are special zones focused on trading and warehousing, operating under the SEZ Act as deemed foreign territories to support global commerce.

## Facilitating Trade Infrastructure

These zones aim to provide essential infrastructure for seamless import and export processes, reducing complexity for businesses.

## Comprehensive Services

FTWZs offer speedy cargo delivery, single-point customs clearance, and integrated solutions like packing, sorting, inspection, re-invoicing, and taxation benefits.



# FTWZ Goal



Free Trade and Warehousing Zones (FTWZ) are pivotal for global supply chains, acting as key international trading hubs. Designed to streamline the import and export of goods, FTWZs offer state-of-the-art infrastructure, comprehensive services, and end-to-end trade facilitation.

## Objective

FTWZ aims to create a robust infrastructure that simplifies trade processes, ensuring the seamless import and export of goods with operational freedom.

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## ACTIVITIES

FTWZs encompass warehousing, handling, transportation, and equipment management, ensuring smooth trade operations and efficient logistics.

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## Concept

Serving as strategic links in global logistics, FTWZs connect domestic and international markets, solidifying their role as international trade hubs.

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## Utilities & Services

FTWZs provide essential utilities like telecom, power, and water, alongside one-stop clearance for imports and exports, creating a streamlined trade ecosystem.

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# Case Study - Imports

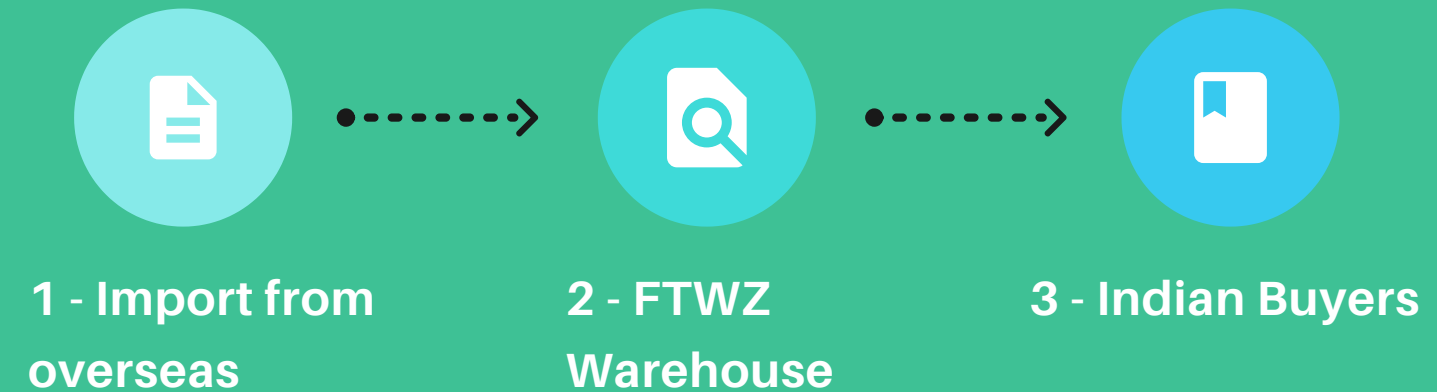
## General Way

- Shipments moved into a Bonded Warehouse in Chennai, India.
- Materials cleared to a General Warehouse after paying 100% customs duty.
- Value-Added Services (VAS) are not allowed.



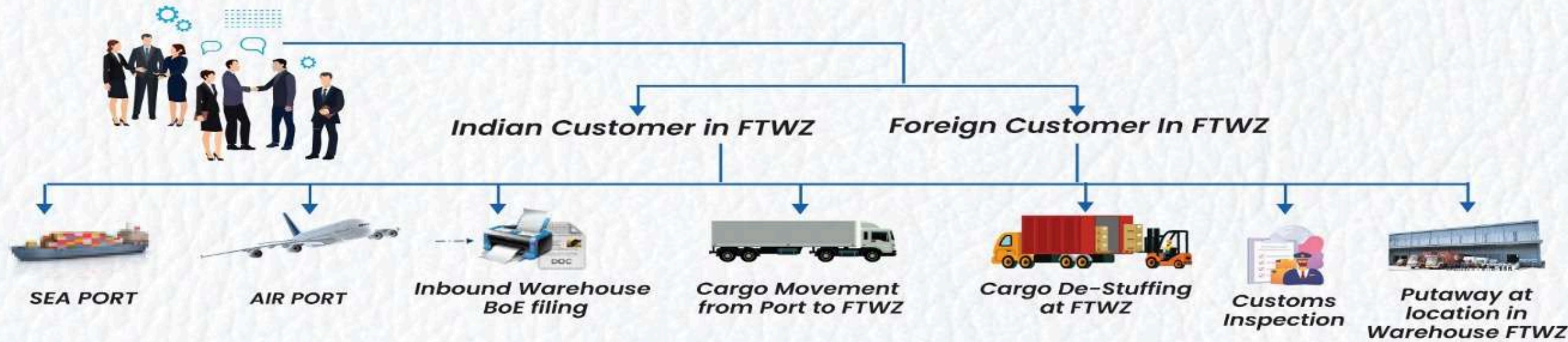
## FTWZ Way

- Shipments moved to FTZ in Chennai, India.
- Deliveries made directly to end customers from the FTZ.
- Duties and compliance apply only when goods move from FTZ to DTA.
- Deferred duties help unlock working capital.
- Eliminates the need for a General Warehouse, improving supply chain efficiency.
- Unlimited Value-Added Services (VAS) available.



## IMPORT FTWZ – INBOUND PROCESS MODULE

### Overseas Supplier



Import- Inbound flow process

### FTWZ IMPORTS – OUT BOUND MODULE DTA (Domestic Tariff Area)



Import- Outbound flow process

### Zone to Zone Transfers from FTWZ under Bill of Export .



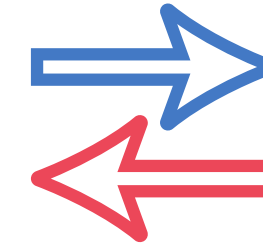
Zone to Zone / EUO Units - TRANSFER Export Flow Process



# Value Added Services



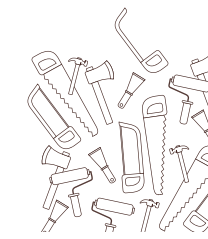
● Labelling and Re-labelling MRP



Reverse logistics



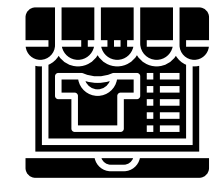
Bottling



● Kitting of CKD and SKD kits



Polishing



Display



Pick, pack and kitting



● package management



Quality check

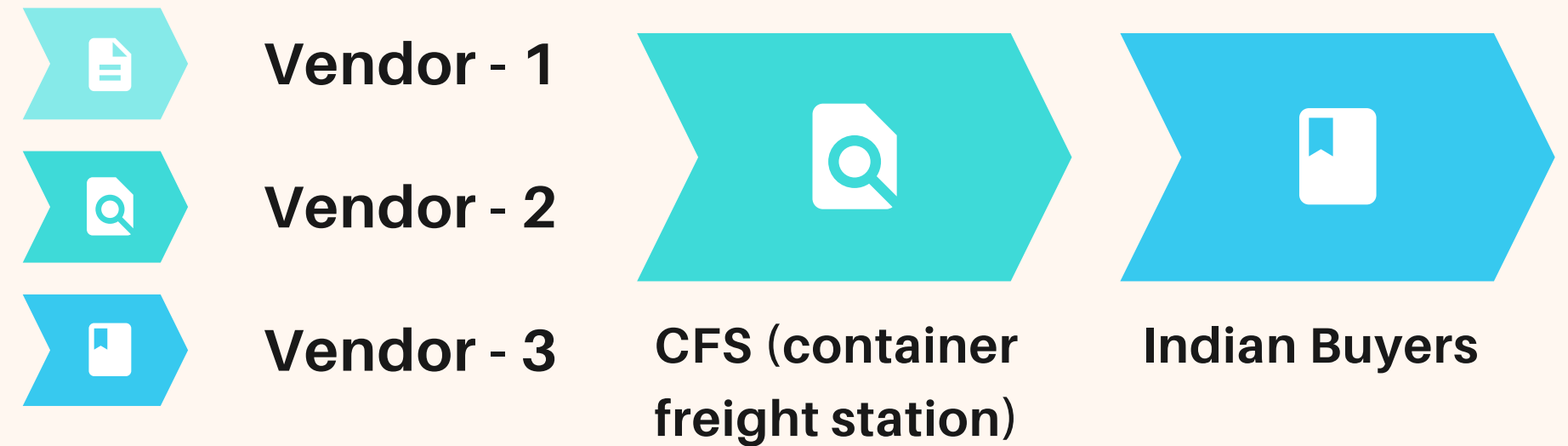


Barcoding

# Case Study - Exports

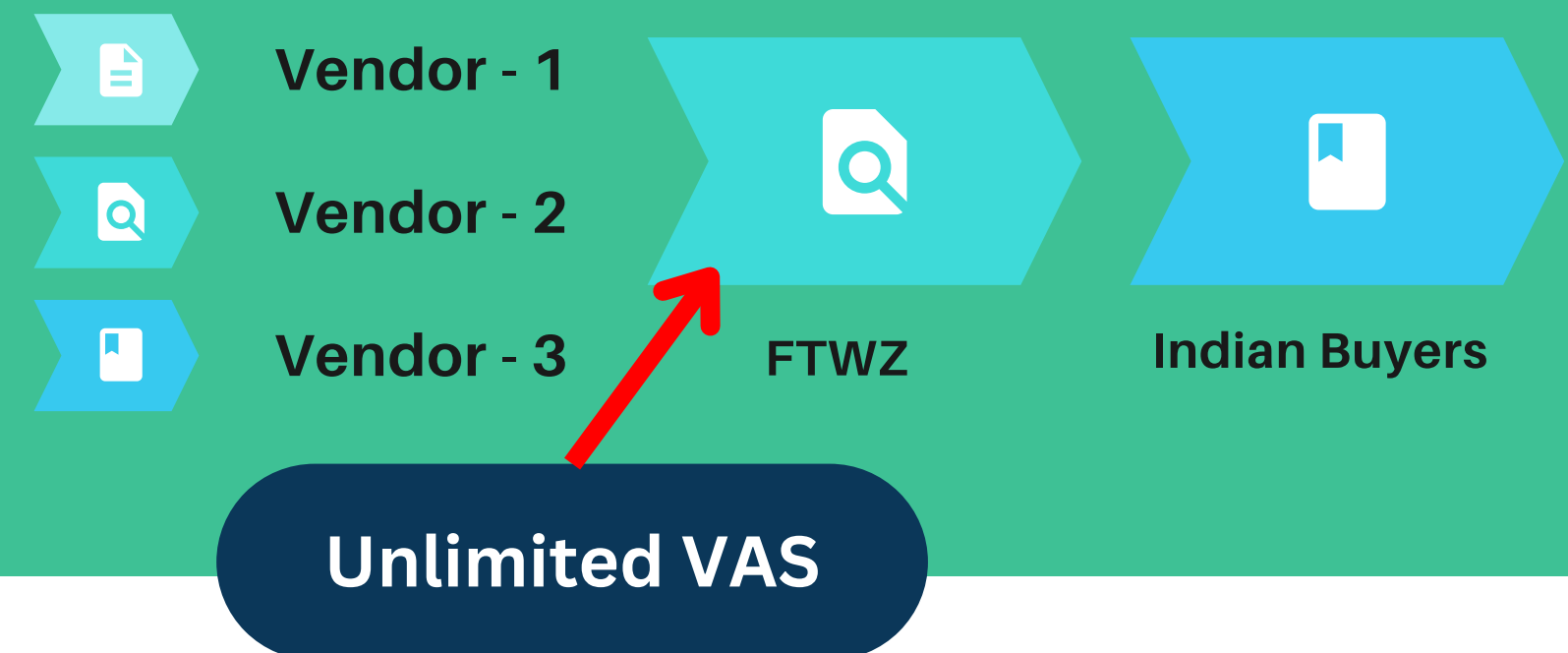
## General Way

- Exporters in India export directly to overseas buyers.
- Buyers rely solely on exporters for product quality.
- Multi-vendor consolidation and VAS like CKD, SKD, and kitting are not permitted.

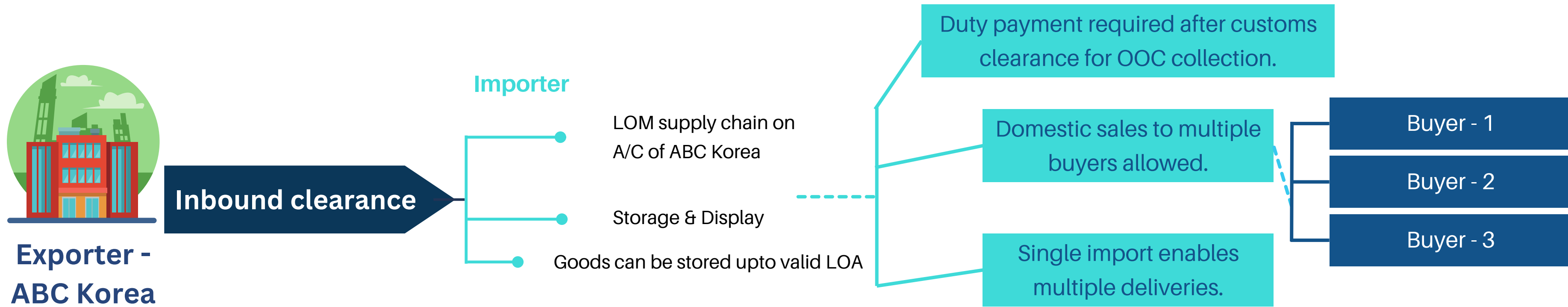



## FTWZ Way

- Exporters ship goods to the FTWZ (Free Trade Warehousing Zone).
- Multivendor consolidation at SKU/Shipment level is done within the FTWZ.
- VAS (Value Added Services) like CKD, SKD, and kitting are permitted.
- Additional services like quality checks are also available in the FTWZ.

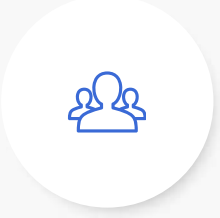


# Case Study - Overseas companies - IEC not mandatory

### Simplification

Foreign companies can import goods into India without the need to set up an office, hire staff, or establish a branch.



### Compliance

Eliminates the need for companies to possess their own regulatory documents, simplifying compliance requirements.

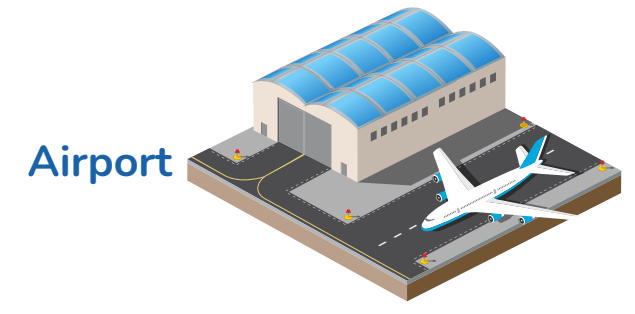
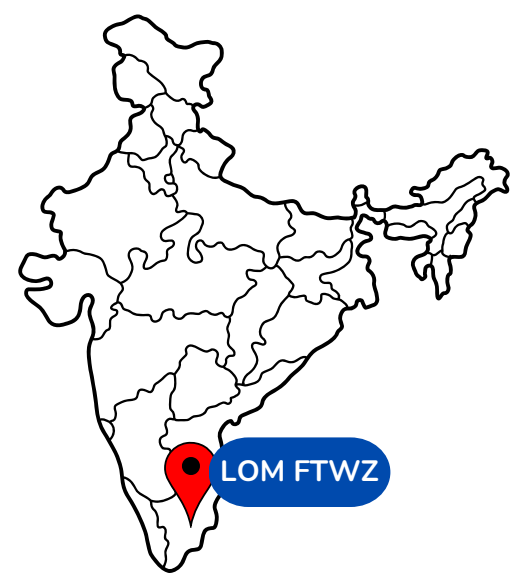


### Partnership

Partnering with LOM allows access to FTWZ facilities and the use of LOM's IEC (Import & Export Certificate) for hassle-free import/export processes.



# LOM FTWZ



**Location: Sriperumbudur**

# Contact Us

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