

COMPANY BRIEF

- Company Name: Best Roadways Limited**
- Pan India Road Transportation and Warehousing company
Head Quartered in New Delhi & Mumbai**
- Been in the business for over 30 years**
- Have owned fleet of over 1500 vehicles**
- 55 Branches**
- 1 Million square feet of owned warehousing space**

For more information, please visit our website www.bestroadways.com

PRODUCTS

- Full Truck Load
- Part Truck Load
- Express Truck Load
- ODC Cargo
- General Warehousing
- Customs Bonded Warehousing

For more information, please visit our website www.bestroadways.com

WHY BEST

- 100% Containerized Fleet Operations
- Cheaper than Air, Faster than Road (TM)
- Owned Infrastructure
- Extensive use of Technology
- Extensive Network Reach
- Established Team and Brand
- Young Workforce

ORGANIZATIONAL ETHOS



Vision and Mission Statements

OUR VISION

To be recognized as one of the most admired companies in our industry because of our commitments to clients, employees and business partners.

OUR MISSION

To create value to our clients by delivering innovative tailored solutions to move products and information more efficiently and effectively with the best people, systems and processes.

LARGEST FLEET OWNER



- 1500 Owned 32' ISO Containerized Trucks
- Retrofitted with door sensors and fuel tampering devices
- Significant Presence in Mumbai, Nhava Sheva & New Delhi
- Specially In-House Designed and Manufactured High Cube Containers for volumetric cargo
- High emphasis on driver and goods safety

NETWORK MAP

- ❑ **Head Office – New Delhi**
- ❑ **Corporate Office – Mumbai**
- ❑ **Cargo Hub – JNPT, Gurgaon**
 - ✓ Truck Terminals –
Nhava Sheva, Rewari
 - ✓ Owned Petrol Pumps
(IOCL & Reliance) – JNPT and Gurgaon
 - ✓ Regional Distribution Hubs–
Mumbai, New Delhi, Kandla/ Mundra,
Kolkata, Chennai, Bangalore
 - ✓ Pan India Branches



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AWARD WINNING EXPRESS DELIVERY MODEL

- Cheaper than Air, Faster Than Road™**
- Unprecedented Turn Around Times for Express Delivery**
- Super Express – 30 and 32 Hours Delivery on Select Routes**
- Trucks Move Non Stop 1500 Kms**
- 2-3 Drivers Per Truck**
- Market Leader in 36 Hour Express Service between New Delhi and Mumbai**

CLIENT TESTIMONIAL



DHL Supply Chain

Madhav Deshpande

Logistics Manager - Transport



Excellent Service

“Please accept this letter of gratitude for the excellent service your company has provide us over the past few years. As you know, in our business, time is of the essence in many instances with deadlines that need to be fulfilled.

Your Guaranteed Express Delivery model has done an outstanding job of helping our people meet their deadlines by delivering urgent consignments in a timely manner holding true to our expected delivery times. We look forward to our continued relationship with your company and people.”

INFRASTRUCTURE

- ❑ **1500 Owned Containerized Vehicles**
- ❑ **In House Fleet Management Centres (FMCs) – Rewari and JNPT**
- ❑ **At these centres – we provide**
 - ✓ Vehicle repairs and maintenance
 - ✓ State of the Art Driver Simulation Programme
 - ✓ Driver Welfare Services such as Grooming Salons, Health Checkups, Well Equipped Gymnasium
 - ✓ All Day Dining & Resting Facility
 - ✓ Drug & Alcohol Testing-: Comprehensive drug and alcohol tests are conducted before the start of every trip at the time of handing over the vehicle to the drivers.

USE OF TECHNOLOGY

- 100% GPS Enabled Fleet**
- Userfriendly Client Interface**
- Customer Can Book a Truck, Track a Truck, View Outstanding, Intimate for Delivery, Payment History, all through app**
- Round the clock updates on dispatch and delivery through SMS and email**
- Advance Planning and Scheduling (APS)**
- Patented Transport Management System**

COMPETITIVE ADVANTAGE

Commitment on Vehicle placement

- ✓ World class placement record of 99%

Extensive use of technology

- ✓ Reporting tools, round the clock customer updates, Customer Ordering App, Advanced Planning and Scheduling (ADS), 100% GPS enabled fleet

24x7 CCTV monitoring

- ✓ All operating units have CCTVs installed at strategic locations including the docks, entry and exits to drive compliance to the laid-out safety norms. The docks are also equipped with high-luminosity LED lights which provide light coverage inside the trucks during night shifts.

WORKER SAFETY

Safety gear:

- ✓ Staff has been provided with safety shoes (as per IS standards) and gloves to eliminate chances of physical injury in case of an accident.

Fatigue-free operations design

- ✓ Mechanised handling of consignments, and palletised storage and movement ensures that our staff have a fatigue-free environment to work in
- ✓ All the moving parts of a mechanical equipment are guarded and equipped with autobrakes to eliminate any chances of accidental mishap

QUALITY CONTROL

❑ Focus on efficiency, not speed:

- ✓ Emphasis on need to eliminate unscheduled stoppages and inefficiencies in driving as opposed to speeding to meet turnaround time
- ✓ Driver's performance-based incentive- linked to driving efficiency and not turnaround times
- ✓ Smooth and controlled driving is incentivized up to 60% of the base pay-out
- ✓ Monthly performance dialogues conducted with drivers highlighting their performance on various safety metrics such as average speed, over speeding and speed volatility

EXPERT TESTIMONIAL



Ramesh Kumar

Co Founder

TransportMitra.com

“Best Roadways has also distinguished itself as a reliable and energetic pioneer in the fields of leadership and management. Apart from operational excellence,

It invests a great deal of effort in promoting work safety.

For example, the company initiates and leads Driver Incentive Program to encourage truck drivers to drive responsibly and Truck Quality Control Program to ensure that each truck is always in good condition.

From their contribution and involvement, Best Roadways Limited has recently achieved 12 millions Man-Hours without a Day Away From Work which believed to be the best in Transportation industry in our country”

WORLD CLASS FLEET MANAGEMENT



❑ Regular fleet maintenance and 24x7 alert-based monitoring:

- ✓ Inspections carried out at the start of each trip to ensure truck is in a safe condition to ply
- ✓ On-time scheduled maintenance- after running fixed kilometres, practised diligently
- ✓ Partner vendors regularly monitor all tyres and change them within specific time intervals
- ✓ Round the clock vitals monitoring of airbrake pressure, engine oil pressure, coolant level and temperature carried out to ensure ideal driving conditions
- ✓ Any alerts or exceptions are handled on priority through 24x7 control tower.

CLIENTBASE

FEW OF THE MAJOR MULTINATIONAL CUSTOMERS

INDIAN CUSTOMERS

3PL CUSTOMERS

PUBLIC SECTOR UNDERTAKING

				
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BEST WAREHOUSING

- Largest Customs Bonded Warehouse in JNPT
- Total Storable Area – 3,00,000 square feet under one roof
- Modern RCC facility with all safety and hygiene compliances
- C-TPAT, TAPA, ISO Certified

WAREHOUSING BENEFITS

- Close proximity to the port
- Direct savings of 50% in local transportation
- 40% cheaper storage rent than current market
- 50% cheaper Forklift handling cost
- Upto 30% cheaper manual labor cost
- Upto 20% cheaper Insurance
- Minimum commitment of 2 weeks than the standard 4 weeks

CLIENT TESTIMONIAL

Mr Harmesh Joshi – MD, Om Freight Forwarders Pvt. Ltd.

Specific project of JSW Steel and Essar Steel



“We had an herculean task of transporting 650 containers (TEU) and destuffing it into the Bonded Warehouse by Best Roadways.

Within a span of 5 days, they were able to accommodate all the containers for their local movement and storing it at their warehouse under one roof, thereby saving thousands of dollars in demurrage costs, and storage costs.

Their warehouse construction is world class and well maintained. Their handling equipments and labor force are well equipped to handle large scale operations”.

HIGH CREDIT RATING

- ✓ Crisil Credit Rating
- ✓ Long Term Grade- BBB+
- ✓ Short Term- A2

- ✓ Strong Financials
- ✓ Strong Market Position
- ✓ Strong Brand Recall

CREDIT RATING REPORT

Best Roadways Limited

May 2016

INSTRUMENTS RATED

Total Bank Loan Facilities Rated

Long-Term Rating

Short-Term Rating

(Refer to annexure for details on facilities)

RATING HISTORY

Date	Long-Term	Fixed Deposit	Short-Term	Rating Watch/Outlook
April 10, 2016	CRISIL BBB+*	-	CRISIL A2*	Stable

* Initial Bank Loan Ratings assigned

Rating Drivers

Strengths

- Established market position and its promoters' extensive experience in the domestic logistics sector
- Above-average financial risk profile marked by a moderate capital structure and comfortable debt protection metrics

Weakness

- Susceptibility of operating performance to intense competition in the logistics sector and to the overall level of economic activity

Rating sensitivity factors

- Working capital management
- Future capital expenditure (capex) and funding mix
- Sustainability of growth in revenues and operating margin



RATINGS

Rs.485.5 Million

CRISIL BBB+/
Stable (Assigned)

CRISIL A2 (Assigned)

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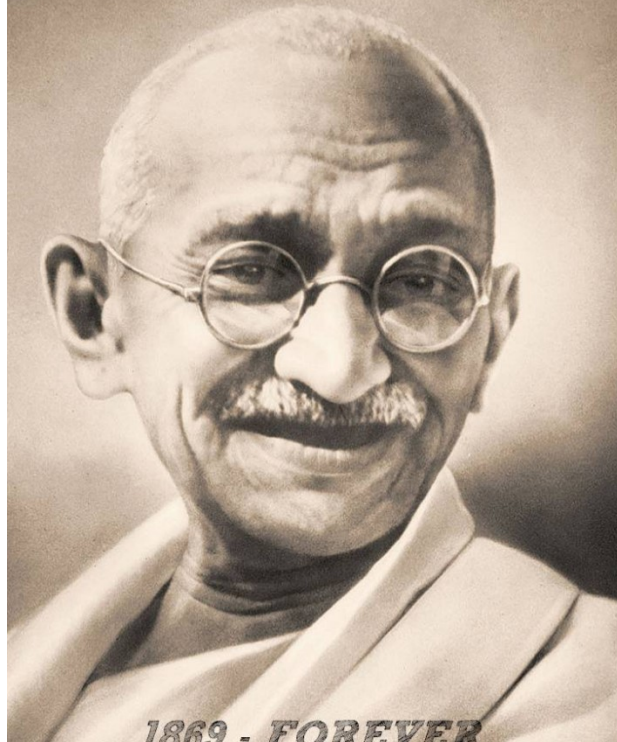
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THANK YOU

MAHATMA GANDHI



THE GREATEST MARKETER OF ALL TIME

"A customer is the most important visitor on our premises.

He is not dependent on us. We are dependent on him. He is not an interruption in our work. He is the purpose of it. He is not an outsider in our business. He is part of it. We are not doing him a favour by serving him. He is doing us a favour by giving us an opportunity to do so."