



shiplyst

YOUR SHIPPING CATALYST

[www.shiplyst.com](http://www.shiplyst.com)

# Our Team understands Logistics



## Manish Singh

Co-Founder & CEO

- Serial Entrepreneur
- Comes from a Family of Exporters
- 13 years of experience in Logistics Technology
- B.E. in Information Technology
- 7 figures exit.



## Sharad Kumar

Co-Founder & CEO

- Freight forwarder for over a decade.
- MBA in Foreign Trade.



## Mehul Doshi

Co-Founder & CTO

- Serial Entrepreneur
- Spent over 14 years building enterprise applications for Logistics industry
- B.E. in Computer Science.
- 7 figures exit.

# Market Differentiator

- **Early mover advantage:** Only handful of digital freight providers in India.
- **Relationships & Partnerships:** Top shipping lines and are customers already part of the marketplace.
- Fully automated platform resulting in up to **6x operational efficiency.**
- **Managed Marketplace:** Best of marketplace and digital freight forwarding.

# Summary

## About Us



40+ years of Logistics & Technology experience of Founding Team



HQ: San Francisco, US with office in Mumbai, India & Bangalore, India



Logistics & Technology Team of 30+

**shiplyst**  
Your shipping catalyst

## 12 months Company Statistics



Containers Shipped in Thousands



Customers & Shippers: 800+



GMV: Mid 7 Figures (USD)



Q-o-Q growth: 50%+



Repeat Orders: 90%

## Differentiator & Advantages

### Differentiator

- Early mover advantage
- Relationships & Partnerships in India
- Six Ops. efficiency
- Managed Marketplace

### Advantages

- Cost Savings
- Transparency in pricing
- Integration Supply Chain platform
- Automation resulting in efficiencies in supply chain

## Managed Marketplace for Ocean Freight

## Customers





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# International Logistics from India - Complicated & Broken

**122 Hours\***

Average freight  
quote time

**6**

Vendors  
Involved

**27%\*\***

Higher logistics cost  
in India

\*Mystery Shopper Survey – Dec 2019

\*\*Indian Foundation of Transport Research and Training

# Shiplyst: Managed Ocean Freight Marketplace

**Few Seconds**

Average freight  
quote time

**1**

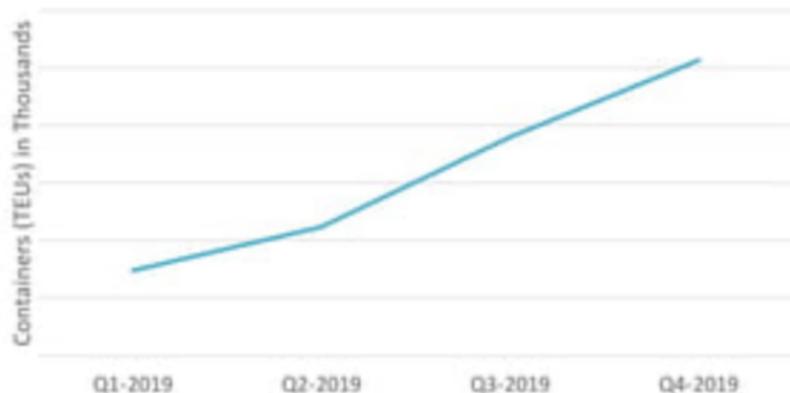
Single  
Platform

**10%**

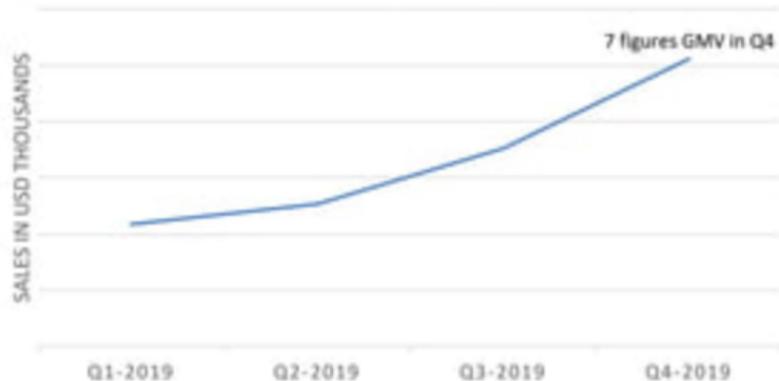
Freight cost  
Savings

# Strong Growth

NO OF CONTAINERS (TEUs) SHIPPED



GMV (USD)



## Key Metrics

- Quarter-on-Quarter growth: **50%+**
- Repeat Orders: **90%+**

TEUs = Twenty Equivalent Units

# Our Market Is Growing

- Global Freight forwarding is **\$164bn** market.<sup>[4]</sup>
- Indian Freight forwarding is **\$11bn** market.<sup>[2]</sup>
- Total Addressable Market in India: **\$5.5bn**.<sup>[3]</sup>
- Market in India is growing at **6% CAGR**.<sup>[1]</sup>

[1] Transport Intelligence, [2] ET, [3] FIEO, [4] Market Watch

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## Managed Marketplace for Ocean Freight

### Differentiator & Advantages

#### Differentiator

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#### Advantages

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- Transparency in pricing
- Integration Supply Chain platform
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### Customers





Thank You.

Recognized Under



As Seen In



Manish Singh

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