

One World Logistics Pvt. Ltd.

Sector: Logistics

Key Metrics

	FY19	FY20	FY21E
Revenue (Rs Cr)	2.81	15.07	35.05
Number of Shipments (Lakhs)	9.5	47.9	127.3

Board of Directors & Management

Board of Directors	Makarand Prabhakar Pradhan
	Sanjiv Arvind Potnis
	Shrikant Damodar Nibandhe
Professional Management	Prashant Rane
	Kapil Yadav

Established in 2010, One World Logistics Private Limited (One World) is a well-established company in India's logistics industry. Through a robust network and wide geographical reach (over eight states across India), the Company has built a sustainable and growing logistics business. The Company has delivered over 1.32 crore shipments so far.

One World Logistics is a wholly owned subsidiary of Total Transport Systems Ltd (TTSL). TTSL is a Mumbai-based specialist in consolidation of export cargos, deconsolidation of import cargos, full container loads and air freight from India to worldwide destinations.

One World has a thorough and well-structured corporate governance and management structure from senior management through managers, supervisors and delivery associates.

Clientele...

One World Logistics caters to a wide range of business across India. Since October 2018, the Company started last mile delivery service for Amazon, Flipkart, FedEx.

Service Offerings...

- **Last Mile** – Same Day Delivery (SDD) mainly for e-Commerce and food deliveries within city municipal limits with a weight limit of 2 kgs.
- **Rural Mile** – This includes – building delivery stations in tier-II cities (e-commerce and reverse pickups within taluka limits, up to 2 kgs weight); E-Commerce reference centres (creating awareness with local marketing and catalogue promotions at taluka level for online companies)
- **Rural B2B** – deliveries within same GST state – LTL, FTL

Business Model...

- **Station Partners (SP)** – These are stations owned by the Company at place where shipments from eCommerce players are received for last mile delivery. One World has 70 SP's across Karnataka, Rajasthan, Maharashtra, Gujarat and Madhya Pradesh, Himachal Pradesh, Punjab, Jammu & Kashmir, Telangana
- **Station Less Station Partners (SLSP)** – These comprise the stations owned as captive arms by e-Commerce players. The Company picks shipments from these warehouses for final deliveries. One World has 100 SLSP's across Maharashtra, Gujarat, Rajasthan, Delhi NCR, Tamil Nadu, Karnataka and Telangana.

Technological Prowess...

One World has an ERP integrated into its system, developed for management reporting, back up and data analytics. The system has a desktop version as well as a mobile (SaaS) version.

Quarterly Shipments and Revenues:

Particulars	Q3FY20	Q4FY20	Q1FY21	Q2FY21	Q3FY21E	Q4FY21E
Shipments (in Lakhs)	16.1	15.8	11.3	31.8	48.0	36.2
Revenue (Rs. Cr.)	5.47	4.77	18.00	22.00	30.00	14.00