



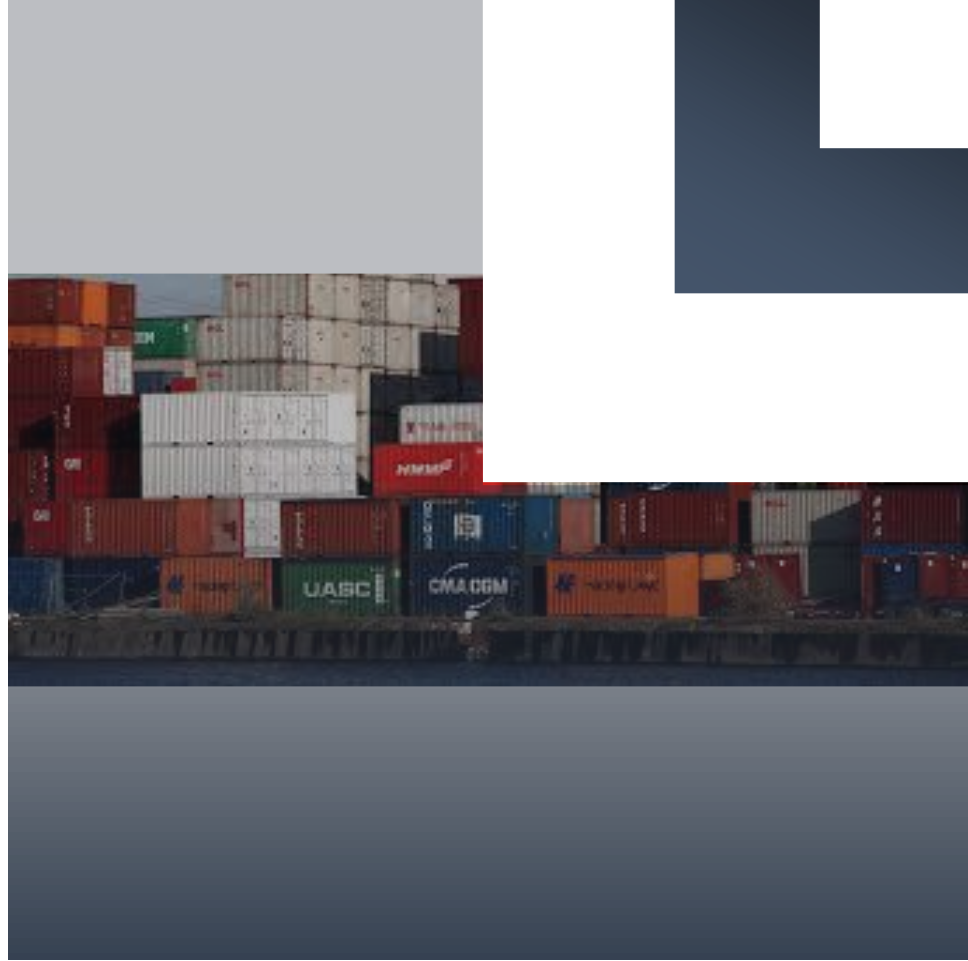
**INTERMODAL
EUROPE 2019**

MatchLog

Optimizing Container Logistics

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Founder and CEO



Common Problem Statements for Shipping Lines

Large Vessel Size

30% Vessel Space @ Empty
Containers

Turn around for Vessels at
Terminal

Market Status



Ecosystem
Aspiring for
Visibility



Ports Focused on
Efficiency –
Drayage &
Hinterland
Optimization



Early Days of
Platform Offering
Triangulation

Key Hurdle at Ports in India

DRAYAGE



7mn Annual
Trips In India



11mn Export Drop Off
Vehicles Exit Empty from Port



\$300mn Freight Loss
in Empty Run



\$100mn impacted in Port
Throughput & Productivity

Vehicles Common Pool and Matching Engine with TOS



Common Pool
Economics



Standardization of Freight
for Empty & Laden to CFS/
Empty Park



Reduction in Gate
Transactions for
Terminals



Higher utilization and
throughput for Port
Equipment

1.5 mn Trips

**Converting vehicles coming for Export
Drop Off's to Carry Empty/ Laden
container to CFS/ Empty Parks**

**\$10 mn
Mundra Port
Annual Savings**

Hinterland Container Optimization @ Matchlog

Proposal



Visibility of Container to Hinterland



Fitment of Container for Export Matching



Seamless EDI exchange with Shipping Line



Easy to Use Workflow with Digitization & Transparency

Triangulation – BULLWIP to CONWIP Model

\$300 bn

**Solving the Problem
of Wastage**



\$1 per day on faster
TAT for container
management



\$100 per container on
Empty Repo

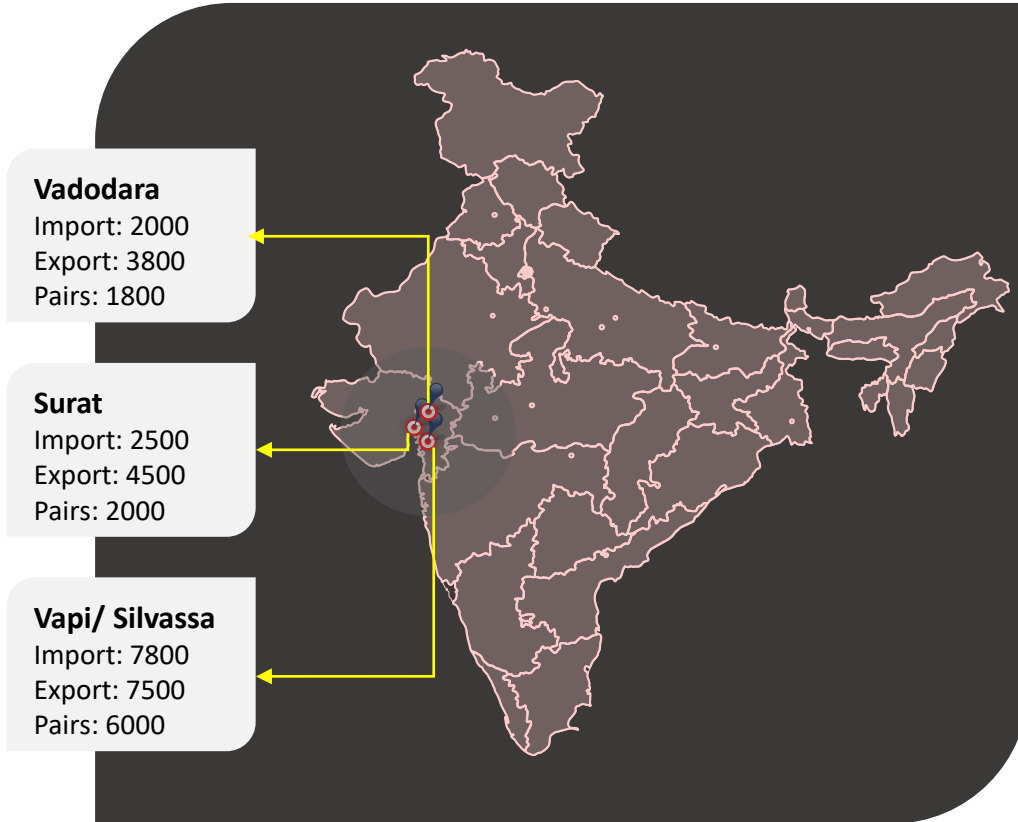


1000 KM of empty
run of container saved
in hinterland for cycle



\$450 per container
cycle in hinterland
saved

Case Study – Hinterland Triangulation @ Hazira Port



Current Scenario

- Per cycle Empty KM @ 350
- Volume @ 42000 trips
- Current Triangulation @ 2%

Savings @ 50% Triangulation

- Freight Earned per month @ \$1 mn
- TAT reduced per container @ 18 days
- Empty Reduced per month @ 1000

Triangulation

COA

msk

MSK

Import Month

january

January

Imports

MSK

40 2.02K

20 0.65K

Exports

MSK

40 2K

20 1K

Import Locations



Importing Cities



Exporting Cities



Import Export Dwell (Days)

48.20K

Miles Wasted (Import)

431K

Miles Wasted (Export)

220K

Total Freight Wasted (INR)

₹ 2,60,36,280

Import to Export Conversion Ratio

90.49%

Average Import Export Dwell (Days)

19.94

Triangulation

COA

msk

MSK

Import Date

01-01-2019

31-01-2019



Export Date

01-01-2019

31-01-2019

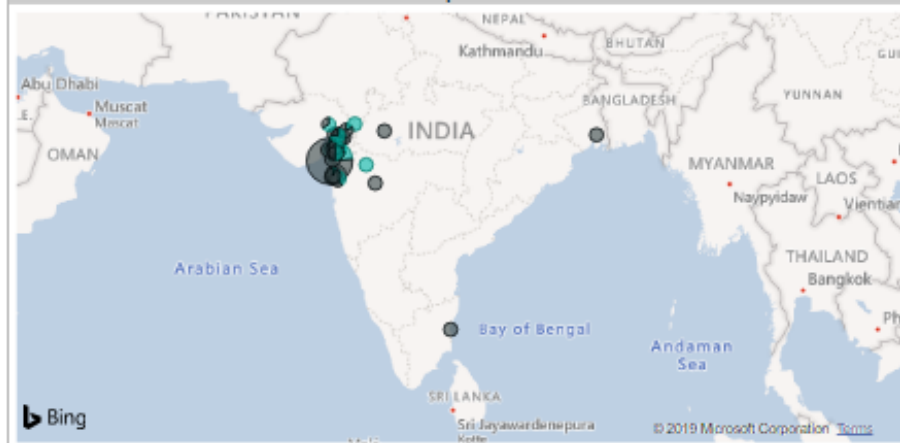


Imports



SIZE ● 20 ● 40

Exports



SIZE ● 20 ● 40

20 Feet Cont

637

40 Feet Cont

1955

20 Feet Cont

257

40 Feet Cont

1015

Triangulation

COA

msk

MSK

Import Date

01-01-2019

31-01-2019



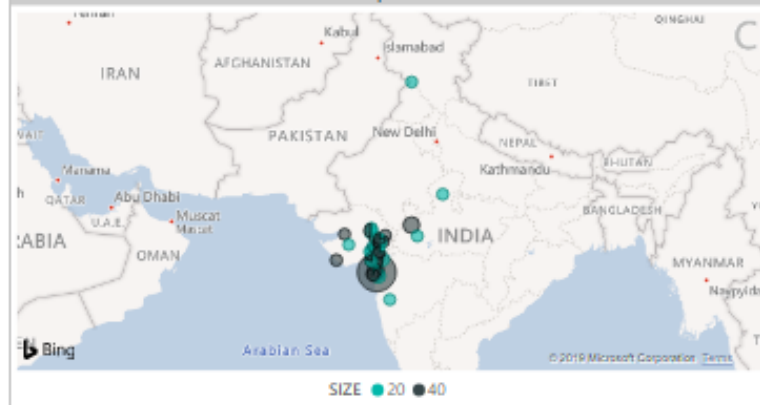
Export Date

01-01-2019

31-01-2019



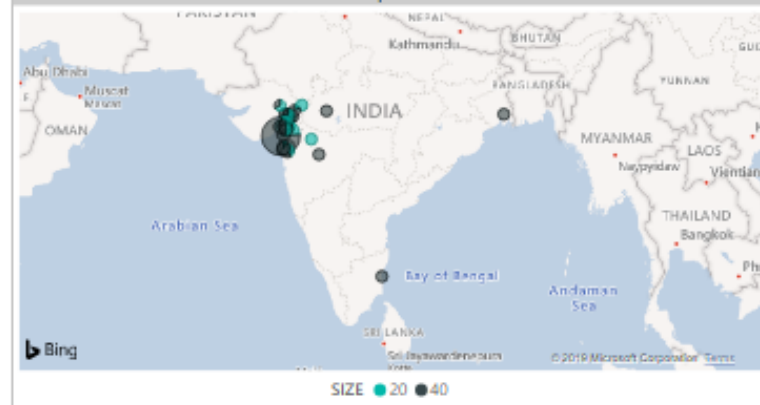
Imports



Import Distance

420K

Exports



Export Distance

87K

Cycle Empty Run

283K

Thank You



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