



CONCEPT NOTE



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Indian Economy on the Rise: Opportunity for Small-Medium-Sized Freight Forwarders & Courier Operators

The Indian economy is experiencing a significant upswing, positioning itself as one of the fastest-growing major economies in the world. India's economic growth story is one of resilience, opportunity, and transformation. As the world's fifth-largest economy, India is projected to grow at a rate of 6-7% in the coming years as per leading rating agency Moody's report. This growth trajectory, fuelled by a strong resurgence in key sectors like manufacturing, technology, e-commerce, and logistics, presents an immense opportunity for small and medium-sized enterprises (SMEs). For small and medium-sized enterprises (SMEs), especially those operating in the logistics and freight forwarding sector, this economic boom offers an unparalleled opportunity to expand and flourish.

According to the IMF, India's GDP is set to touch \$5 trillion by 2025, and this growth is underpinned by massive infrastructural developments, burgeoning consumer demand, and increased export volumes. With the logistics sector growing at a rate of 10.5% per year, SMEs and small scale courier / express operators have an unprecedented chance to align themselves with this wave of progress, driven by key government reforms, infrastructural developments, and an increasing focus on digitization. With initiatives like Make in India and Atmanirbhar Bharat (Self-Reliant India), the government has set the stage for businesses to scale new heights. These initiatives have led to increased domestic production, a surge in exports, and a boom in the logistics and freight industry, which play a pivotal role in supporting India's growing trade volumes.

Additionally, for small and medium-sized freight forwarding and courier agents, this means a growing market and more opportunities to capitalize on. However, to stay competitive and tap into these opportunities, it is essential for these businesses to innovate, expand their network, and strengthen partnerships with key players across different sectors who have the capability to offer key Logistics solutions.

Skyways Group's Commitment to Industry Growth - Empowering SMEs with strong Logistics Solutions:

As one of India's most established logistics conglomerates, Skyways Group, founded over 41 years ago, has been a guiding force in the country's logistics landscape. With its deep-rooted expertise in Air freight, Ocean freight, Fairs & Exhibition logistics, Express, First & Last mile logistics (Deliveries), LCL consolidation, movement of dangerous goods, livestock and Healthcare Logistics, Skyways Group has been a pillar of support for businesses looking to expand their logistics capabilities globally.

Over the years, Skyways Group has established itself as an LSP for other LSP's (Logistics Service Providers), playing a pivotal role in supporting logistics

companies by offering them access to its extensive resources, expertise, competitive pricing, carrier capacity and a strong global network. By acting as a trusted partner, Skyways enables other logistics providers, especially small and medium-sized companies, along with small-scale courier businesses to enhance their service capabilities across air, ocean, and surface transport.

Through specialized services like freight consolidation, express logistics, and advanced technology solutions, Skyways empowers these LSPs to scale up their operations, reduce costs, and enter new markets. This collaborative approach ensures that even smaller logistics service providers can offer comprehensive solutions to their customers, driving growth and efficiency within the entire logistics ecosystem.

Skyways Group, as a leading logistics service provider, has been instrumental in empowering small and medium-sized freight forwarders and courier companies by creating tailored solutions that help them scale their businesses. Through its extensive expertise in air, ocean, and road transport, as well as its cutting-edge technology platforms, Skyways enables these smaller players to diversify into new product offerings and verticals, such as ocean freight, air freight, and surface

Key Requirements to Accelerate Growth of Our Business Partners:

To establish and grow their business, SMEs and courier partners need to focus on several key areas. Below are the critical requirements for their success, with detailed explanations for each:

Sales Capabilities:

SMEs and courier companies need to develop strong sales teams and strategies that can effectively market their services. This includes understanding customer needs, targeting the right markets, and creating competitive pricing models. Sales efforts should be aligned with industry trends and customer demands to attract new business and maintain long-term relationships.

Access to Carrier capacity :

Key to growth of business is to have access to Airline, Shipping Line and Integrator capacities. The SME logistics companies need to offer access to their customers to uninterrupted and assured carrier capacity, in order to move their business seamlessly.

Global Logistics Network:

Building a robust domestic and international logistics network is essential. SMEs need reliable partners and carriers to provide seamless, end-to-end delivery solutions. Expanding their service reach into multiple geographies will help increase market share and tap into new revenue streams, allowing them to compete with larger logistics service providers.

Financial Management:

Effective financial management ensures business sustainability and growth. SMEs must implement sound financial strategies, including managing cash flow, optimizing costs, securing funding, and investing in profitable opportunities. Financial health allows them to scale operations, invest in new technologies, and expand infrastructure as needed.

IT & Technology Infrastructure:

Modern logistics heavily relies on technology. SMEs need advanced IT systems to manage shipments, track deliveries, optimize routes, and ensure real-time visibility for customers. Implementing logistics software like Transportation Management Systems (TMS), Warehouse Management Systems (WMS), and Customer Relationship Management (CRM) can improve operational efficiency, reduce errors, and enhance customer satisfaction.

Robust Logistics Infrastructure:

Developing the physical and technological infrastructure to support business operations is critical. SMEs and courier partners need adequate warehouses, distribution centres, and vehicle fleets. Investment in technology for inventory management, automated sorting, and last-mile delivery will also enhance their service capabilities.

Operational Efficiency:

Streamlining operations is key to providing reliable and cost-effective services. SMEs should focus on optimizing supply chain processes, reducing transit times, and improving delivery accuracy. Efficient operations help minimize delays, lower operational costs, and provide a superior customer experience.

Dependable Partners: SMEs and courier partners must build strong relationships with dependable logistics service providers, carriers, and suppliers. These partnerships are crucial for ensuring timely and secure deliveries, expanding service offerings (such as ocean and air freight), and providing end-to-end logistics solutions. Reliable partners enable businesses to manage risks better and offer comprehensive services to their customers

By addressing these areas, SMEs and courier partners can position themselves for long-term growth, enhance customer satisfaction, and compete more effectively in the logistics industry. Skyways Group is constantly innovating to help its partners grow. Skyways Group works with SME logistics companies and acts as their support system by creating all above solutions to provide them with the deep industry expertise and technological prowess which they need in today's fast-paced market, such as visibility in supply chains through GPS tracking, digital freight management platforms, and state of art express logistics solutions.

SLS Accelerate 2024: A Platform for Growth and Collaboration

In line with its philosophy of fostering growth among its business partners, Skyways Group is organizing SLS Accelerate 2024, an industry-inclusive event aimed at bringing together leaders from across the logistics and freight forwarding spectrum. This event is designed to provide small and medium-sized agents with insights, connections and know-how they need to thrive in India's booming economy and become a bigger Logistics player in times ahead.

At SLS Accelerate 2024, senior global leaders from various verticals such as Airlines, Shipping Lines, Integrators, Airports e-commerce, technology and others will address over 600 business partners of Skyways Group, along with over 250 + team members of the organization on a single platform. Additionally, we will have a presence of colleagues from the media fraternity as well at the event. This diverse representation of industries highlights the interconnectedness of modern logistics and underscores the importance of collaboration to accelerate business growth.

The event will focus on several key areas:

Exploring Synergies: Through discussions and presentations, SMEs will learn how to better collaborate with large enterprises like Skyways Group and its global

partners. By identifying mutual synergies, businesses can optimize their operations, expand their service offerings, and tap into new markets.

Market Insights and Trends: Industry leaders will share insights on emerging market trends, technological advancements, and regulatory changes that will shape the future of logistics. This will enable SMEs to stay ahead of the curve and innovate their business models accordingly.

Growth Opportunities: With the Indian economy on the rise, there is a growing need for efficient logistics solutions across sectors such as manufacturing, pharmaceuticals, retail, and e-commerce. SLS Accelerate 2024 will offer an in-depth analysis of these opportunities and guide SMEs on how to capitalize on the rising demand for logistics services in these sectors.

Expanding Global Reach: As India becomes a more significant player in the global economy, international logistics opportunities will continue to grow. Skyways Group's global network, which spans across 8 countries, provides SMEs with the perfect platform to expand their footprint internationally. At the event, discussions will focus on how SMEs can leverage this network to scale their operations beyond Indian borders.

Self-Growth: The various discussions and presentations shall give you deep know-how for growing your own business. The knowledge of growing from a smaller logistics player to becoming a global logistics giant shall help you and other SME logistics players attending the event to envision a solid growth journey.

Skyways Group's Philosophy: Growing Together

The core of Skyways Group's philosophy is simple yet powerful: Growing Together. By empowering their business partners, Skyways ensures that growth is not a one-way street but a collective journey towards success. Every new step Skyways takes, whether it's expanding into new geographies or launching innovative services, is done with the goal of helping their partners thrive.

The group's consistent focus on fostering relationships, providing training and resources, and delivering tailored logistics solutions has created an ecosystem where small and medium-sized freight forwarders can increase their wallet

share and reach new levels of success. SLS Accelerate 2024 is a reflection of this philosophy, serving as a catalyst for future growth and collaboration in the industry.

As India's economy continues its upward climb, the logistics sector stands at the heart of this growth, connecting businesses with markets and ensuring the seamless movement of goods. For small and medium-sized freight forwarders, this is the perfect time to scale up operations, innovate, and strengthen partnerships.

In essence, Skyways Group's 'Growing Together' philosophy isn't just about business growth—it's about building a community where every partner, regardless of size, can realize their full potential and contribute to the larger mission of shaping the future of logistics. In line with this philosophy, sKart Global Express Pvt Ltd, a subsidiary of Skyways Group has launched the SAARTHI Program, a unique initiative designed to empower entrepreneurs providing logistics services in Tier 2, 3, and 4 cities. As our esteemed business partners, they not only represent the sKart brand and its diverse services but also play a crucial role as last-mile pick-up and delivery agents in specific pin codes. The program aims to increase the range of logistics solutions available to our business partners and is critical in enabling them to better serve their MSME customers.

Conclusion:

With Skyways Group's unwavering support and initiatives like SLS Accelerate 2024, SMEs have a unique opportunity to align with industry leaders, gain access to global markets, and accelerate their growth in tandem with India's economic rise. By leveraging the group's expertise, extensive network, and strategic vision, small and medium-sized logistics businesses can confidently chart their path towards a more prosperous future.

In summary, SLS Accelerate 2024 is more than just a growth platform—it's a catalyst for an industry-wide collaboration. By bringing together established players and SMEs, this initiative sets a new tone for how the logistics sector can come forward to support and uplift small and medium-sized businesses. It goes beyond short-term growth; it's about creating long-lasting impact. At its core, SLS Accelerate 2024 aims to foster a collaborative ecosystem where both large corporations and smaller enterprises work hand in hand to scale, innovate, and succeed.



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India

Bangladesh

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Moving With You

