



Empire Logistics

“Crossing Borders, Creating Pathways”

Building the Leading Cross-Border Trade & Logistics Network Across BBIN & ASEAN



ASSET-LIGHT | TECHNOLOGY ENABLED | MULTI-COUNTRY PRESENCE

India • Bangladesh • Nepal • Bhutan • Malaysia



Company Overview

2021

Founded to simplify cross-border logistics across South Asia

OPERATING FOOTPRINT

India Entity— Empire GLS PVT LTD.

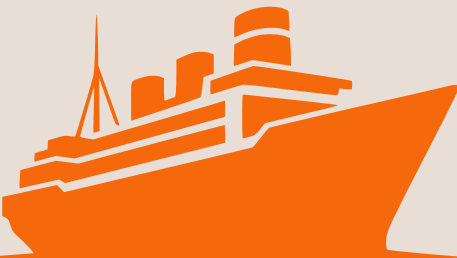
Bangladesh Entity — Empire Inland Logistics Bangladesh

Malaysia Entity — Empire Exim (M)SDN.BHD

Strategic presence — India, Bangladesh, Nepal, Bhutan, Malaysia

Global partner ecosystem

“We don’t just sell freight, we deliver solutions.”



ASSET-LIGHT / NETWORK-BASED / SCALABLE

OUR SERVICES

ROAD FREIGHT | OCEAN FREIGHT |
AIR FREIGHT | CUSTOMS CLEARANCE | 3PL
SOLUTIONS | PROJECT CARGO HANDLING

Founders

Anish Kar

FOUNDER
DIRECTOR

Sumon Nath

CO-FOUNDER
DIRECTOR

Our Story

Empire Logistics was founded with a vision to solve cross-border logistics disruptions in early 2020s. Later the company expanded its geographical service area in BBIN region. Later we expanded our wings in the ASEAN region with established presence in Malaysia.

We don't just sell freight, we deliver solutions.



Problem Statement

01 Detained Trucks

Delayed clearances and Customs Misdocumentation

02 Unorganized Stakeholders

Transporter, forwarder, broker, agent and warehouse

03 Low visibility

Complex documentation and limited tracking

04 Cost leakage

High Landing cost and unreliable communication

05 Lack of Transparency

Low Transparency between stakeholders

OUTCOME

Stretched transit times

Delayed Payments

Trade Hampers

Higher costs

Poor Customer experiences

Disputes between Importers & Exporters

We don't just sell freight, we deliver solutions.

Our Solution

One partner. Multiple countries. End-to-end execution.

**1 Operating as a bridge between
the organized client base &
Unorganized Stakeholders**

**2 100% Transparency
Guaranteed**

**3 Eased Customs compliance
& documentation**

**4 Ensuring Client Reliability
on both sides**

**5 Tracking, visibility
& operational control**

6 Tech based client relations

We don't just sell freight, we deliver solutions.

The Opportunity

Regional trade is accelerating. Logistics remains fragmented.

MOMENTUM

BBIN and ASEAN corridors are rising in manufacturing, exports, imports and cross-border trade.

THE GAP

Multiple providers, border inefficiencies, customs complexity and low shipment visibility leave no single accountable operator.

Empire Logistics represents itself as an Umbrella delivering one stop solutions, bypassing interactions with multiple stakeholders & making trade hassle free for clients.



We don't just sell freight, we deliver solutions.

Why Empire Wins

01 **BBIN specialization**

Deep South Asian trade expertise

02 **Asset-light scale**

Scale without fleet ownership

03 **Bangladesh presence**

Embedded in a high-growth corridor

04 **Multi-service offering**

Road, air, ocean, customs & trade

05 **LoadBazaar technology**

Visibility and digital operations

06 **Flexibility on taking complex decisions**

Exploring new route expansions & Freight Corridors making us different from the giants

We don't just sell freight, we deliver solutions.

Market Opportunity

A gateway for emerging Asian trade corridors

MARKET DRIVERS

Increasing regional trade

Cross Border 3PL Solutions

China + 1 manufacturing shift

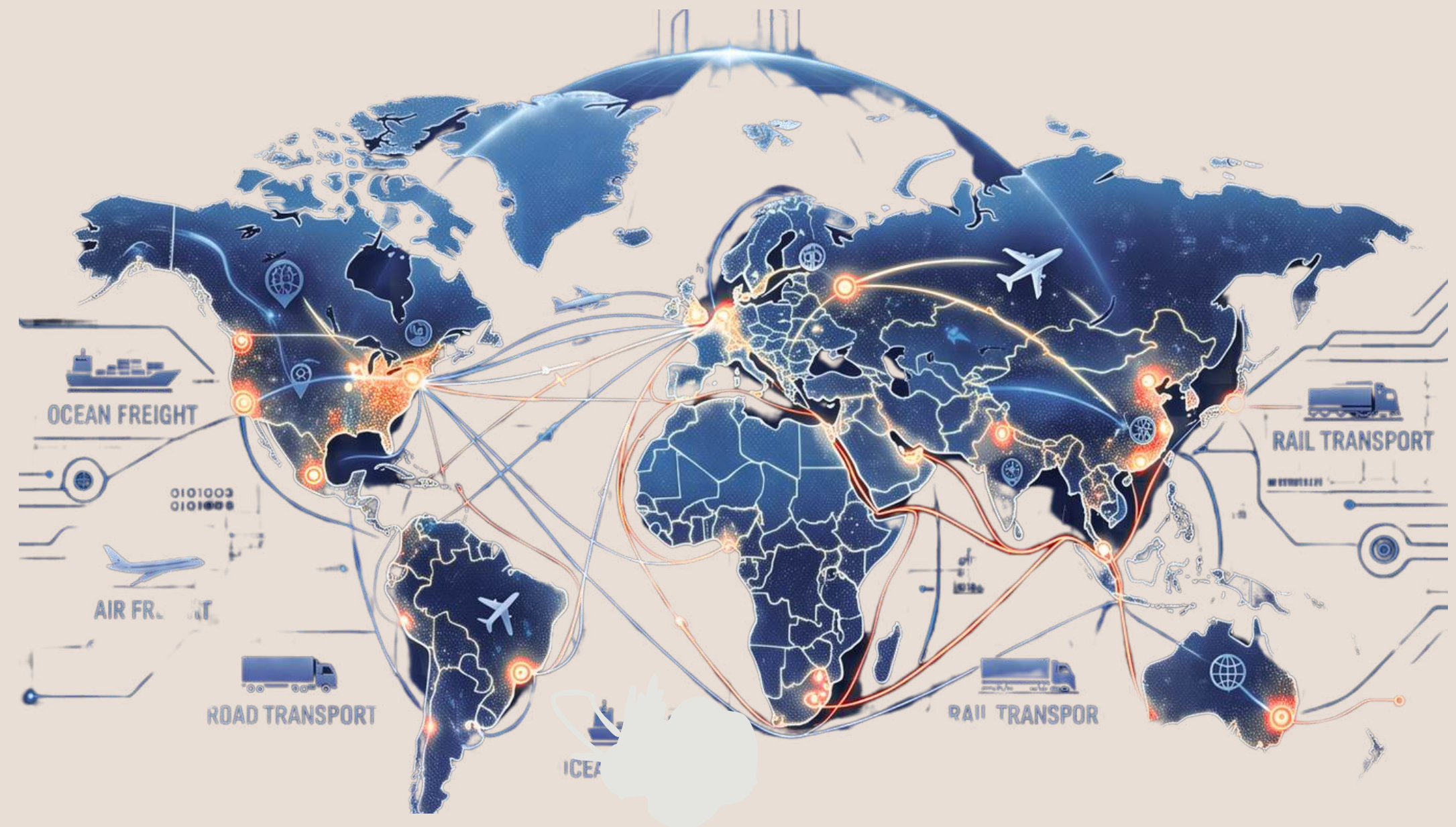
Bangladesh export growth

India-ASEAN connectivity

Demand for integrated logistics

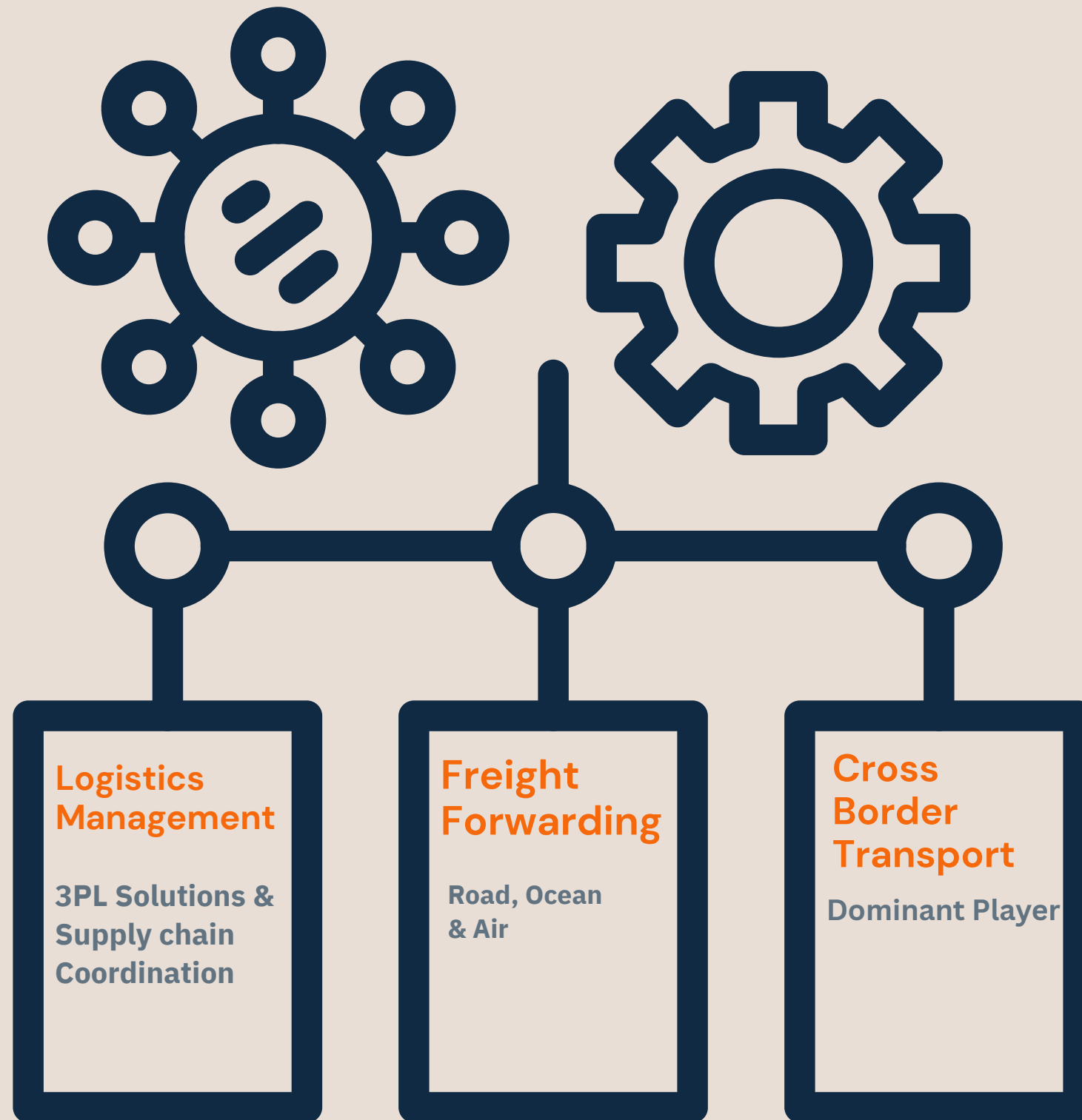
LONG-TERM VISION

Preferred logistics gateway connecting BBIN and ASEAN



We don't just sell freight, we deliver solutions.

Business Model



We don't just sell freight, we deliver solutions.

WHY ASSET-LIGHT?

- Lower capital needs
- Rapid scale-up
- Geographic expansion
- Strong operating leverage
- Higher ROIC

Traction & Achievements



MULTI-COUNTRY EXECUTION • GROWING CUSTOMER BASE • STRONG VENDOR ECOSYSTEM

We don't just sell freight, we deliver solutions.

Growth Strategy

01 BBIN leadership

Strengthening India–
Bangladesh, Nepal, Bhutan

Exploring new pathways and
establishing reliable
connectivity across BBIN

02 Freight Forwarding expansion

Expansion of Air, ocean
and global agency
network through out
Europe, Middle East &
South Africa

03 ASEAN connectivity

Malaysia and ASEAN
Expansion

Ready to launch
infrastructure in the
upcoming IMT Trade
route

04 Technology-led efficiency

Automation, visibility and
digital operations

Load Bazaar ERP

We don't just sell freight, we deliver solutions.

Financial Projection Post Investment

1st Year projection with asked funds

₹21.6 Cr
Projected revenue

1st Year projection with
asked funds

₹1.44 Cr
Gross profit

Profit after deduction of
direct expenses

₹38 Lakh

EBIT

Profit after deduction of
all indirect Expenses



WORKING CAPITAL → SALES ENGINE → FORWARDING → REGIONAL SCALE

More capacity unlocks volume, expanded services and market penetration compound operating leverage.

We don't just sell freight, we deliver solutions.

Use of Funds

TARGET RAISE

₹5Cr

\$550,000 Approx

Accelerate scale, improve margins and expand the regional footprint.

35% Working capital

20% Sales & business development

15% Freight forwarding expansion

15% Technology development

15% Regional network expansion

We don't just sell freight, we deliver solutions.

LoadBazzar Platform



Key Driver for Domestic Growth

SAAS Product | Currently in BETA Testing Phase

Developed Specifically to target SME & MSME fleet owners, Brokers & all stakeholders in the logistics industry

Building the trade infrastructure layer across BBIN & ASEAN

Investment Opportunity

A scalable platform at the intersection of trade growth, logistics fragmentation and digital execution.

■ High-growth logistics market

■ Asset-light scalable model

■ Forwarding expansion potential

■ Technology-enabled operations

■ Strong BBIN positioning

■ Clear path to scale

We don't just sell freight, we deliver solutions.

Why Now?

The corridor is
Expanding Rapidly

We will be positioned to grab the
first movers' advantage

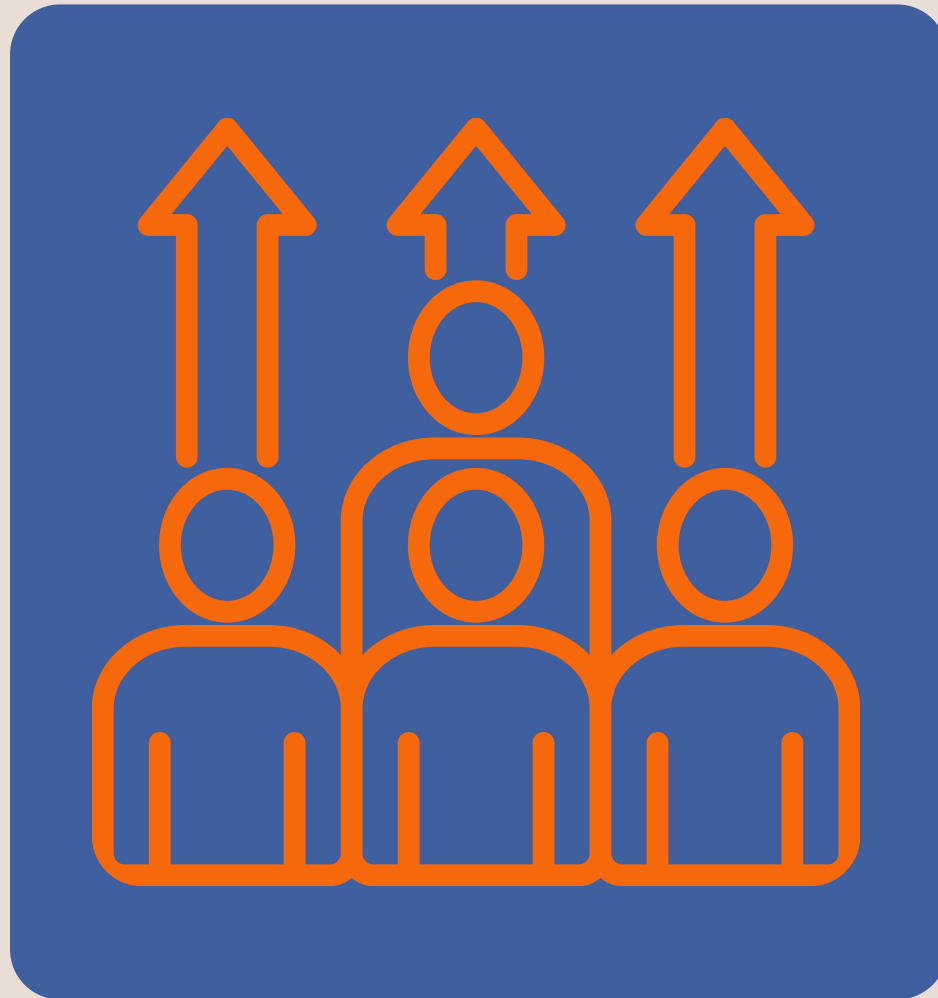
Empire is positioned at the convergence of six structural catalysts.

Growth capital turns timing into regional advantage.

We don't just sell freight, we deliver solutions.

- 01 BBIN Trade growth
- 02 Bangladesh manufacturing expansion
- 03 India's plan to make secondary manufacturing Hub
- 04 Increasing ASEAN connectivity
- 05 Expansion to the next Power house era
- 06 IMT Trade Route Expansion

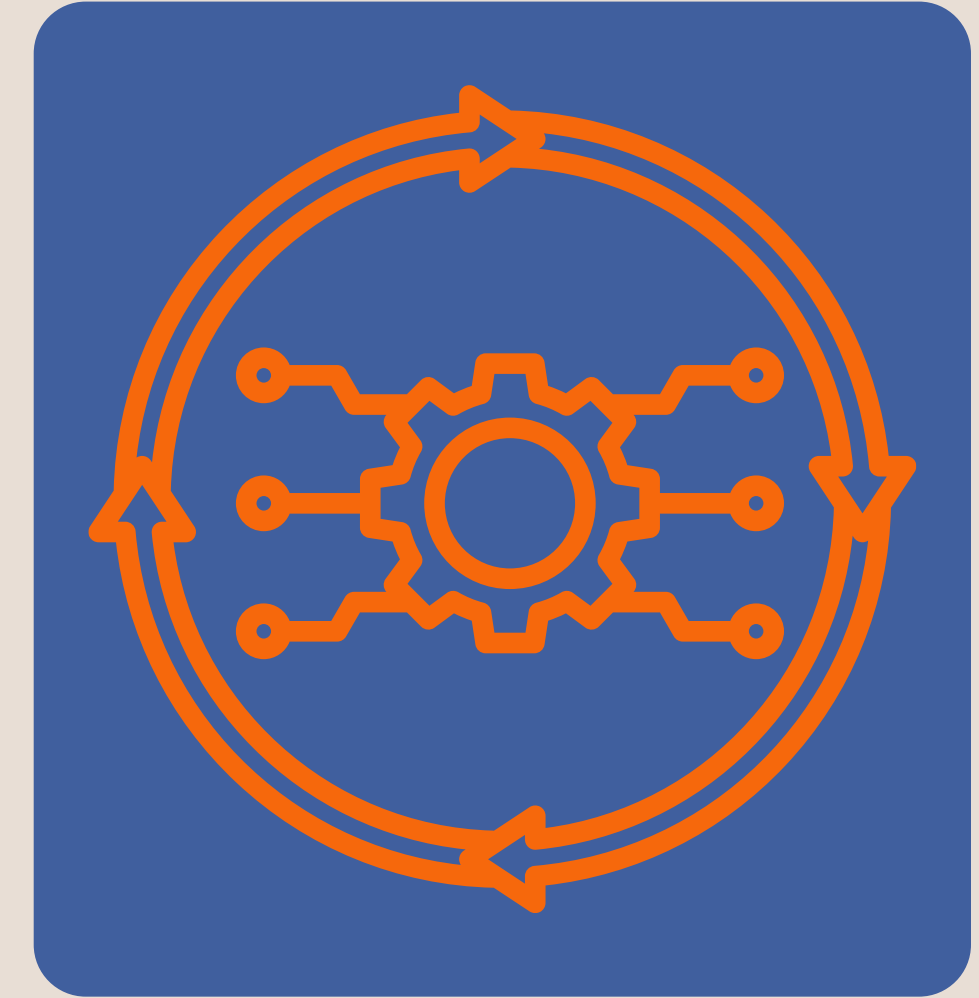
Modernizing the Workforce



Actively recruiting young talent to bring fresh ideas, digital skills, and high energy to our growing team.



Tech Enabled and data driven operations



AI Intergration to streamline operations

Leadership Team

Vision: To build South Asia's first tech enabled logistics ecosystem



Anish Kar

Founder & Director

Logistics entrepreneur and BBIN trade specialist leading strategy, growth and cross-border business development.



Sumon Nath

Co-Founder & Director

Operations leader driving network development, business execution and market expansion.

Building the trade infrastructure layer across BBIN & ASEAN