

# HMSS LOGISTIC

**"Your Trusted Partner in Global Trade & Logistics"**

Comprehensive Import-Export Solutions |  
Customs Clearance | Freight Forwarding



## About Company

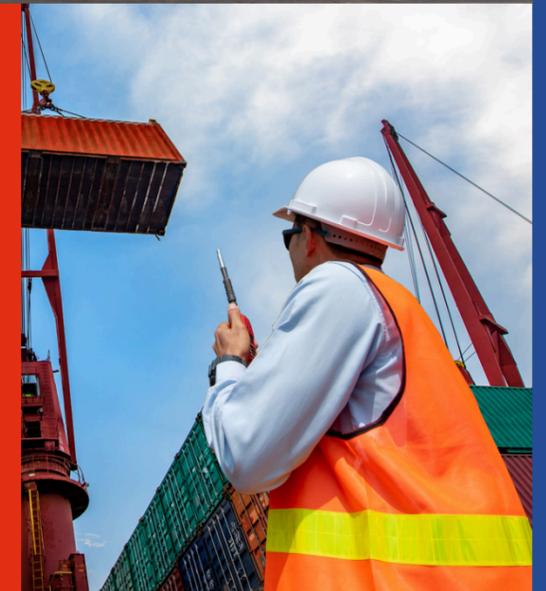
With 65 years of experience, **HMSS Logistic** has been a trusted name in the field of import and export consultancy and logistics services. Our deep-rooted expertise and commitment to excellence have enabled businesses to navigate the complexities of global trade with confidence and efficiency.

Over the decades, we have built a strong reputation for providing seamless, end-to-end solutions, ensuring compliance with international regulations, streamlining supply chains, and facilitating smooth cross-border transactions. Our dedicated team of professionals leverages decades of industry knowledge to offer customized services that meet the evolving needs of businesses worldwide.

At HMSS Logistic, we take pride in being more than just a service provider—we are a strategic partner in your success. Whether you are a startup looking to enter international markets or a well-established enterprise seeking to enhance operational efficiency, we are here to support your journey with reliability, precision, and unparalleled expertise.



“  
*we make  
shipping big  
stuff looks easy*”



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## Vision & Mission



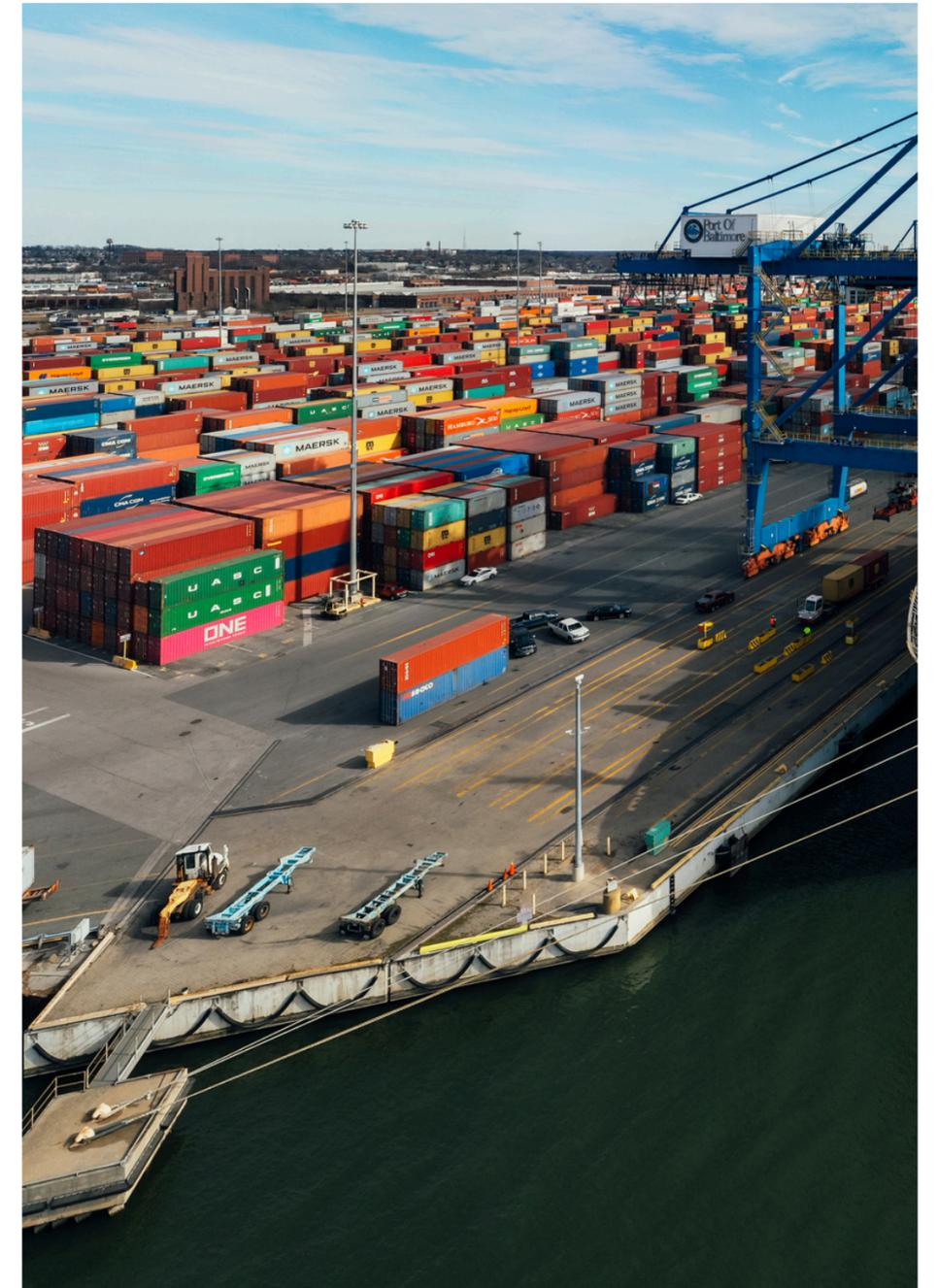
### Vision

To be a globally recognized leader in import and export consultancy and logistics solutions, empowering businesses with seamless, efficient, and innovative trade services that drive international growth and success.



### Mission

At HMSS Logistic, we simplify global trade through expert import-export consultancy and efficient logistics solutions. Our commitment to compliance, reliability, and cost-effective services ensures seamless cross-border transactions, helping businesses expand with confidence.



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# Market Problem



**Complex regulatory compliance and frequent policy changes**



**Tedious documentation leading to delays and errors**



**Logistical inefficiencies causing shipment bottlenecks**



**Challenges in customs clearance and high duty costs**



**Uncertainty in international trade regulations affecting business operations**

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## Solution

- **Expert import-export consultancy** to ensure compliance and minimize risks
- **Streamlined documentation support** for hassle-free transactions
- **Efficient logistics management** to prevent delays and optimize costs
- **Seamless customs clearance** with expert handling of duties and regulations
- **Tailored trade solutions** to help businesses expand globally with confidence



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# Target Market

HMSS Logistic serves a diverse range of businesses engaged in international trade. Our target market includes:



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## Market Size

As of 2024, global trade has reached unprecedented levels, with the total value of imports and exports approaching \$33 trillion, marking a significant increase from previous years.

[unctad.org](https://unctad.org)

In the same period, India's international trade has also seen substantial activity. In October 2024, India exported goods worth \$39.2 billion and imported goods totaling \$66.2 billion, resulting in a trade deficit of \$27 billion for that month.

[oec.world](https://oec.world)



These figures underscore the dynamic nature of both global and Indian markets, highlighting the critical role of efficient import-export consultancy and logistics services in facilitating seamless international trade.

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# Service Overview

At HMSS Logistic, we offer a comprehensive range of import-export solutions to ensure smooth, efficient, and compliant global trade operations. Our expertise covers every aspect of customs clearance, regulatory compliance, and logistics management, making international trade hassle-free for businesses.

## Our Key Services:

 <b>Export Services</b> Complete export support, including documentation and logistics.	 <b>Import Clearance</b> Smooth handling of customs, duties, and documentation.	 <b>Customs Clearance</b> Fast, compliant clearance for all shipments.	 <b>Project Import Clearance</b> Specialized services ensuring policy compliance.	 <b>Project Export Clearance</b> Complete export support, including documentation and logistics.	 <b>Certification &amp; Compliance</b> End-to-end solutions for large-scale exports.
 <b>Legal Solutions for Clearance</b> Complete export support, including documentation and logistics.	 <b>Bonding &amp; Debonding</b> Smooth handling of customs, duties, and documentation.	 <b>Transportation &amp; Logistics</b> Fast, compliant clearance for all shipments.	 <b>All Port Registration &amp; Licensing</b> Specialized services ensuring policy compliance.	 <b>Specific Company Port Registration</b> Complete export support, including documentation and logistics.	 <b>International Freight Forwarding</b> End-to-end solutions for large-scale exports.

With HMSS Logistic, businesses can focus on growth while we handle the complexities of international trade with precision, compliance, and efficiency.

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## Unique Selling Proposition

HMSS Logistic is your all-in-one logistics solution, ensuring timely delivery and unmatched customer satisfaction. We go beyond standard services by solving complex logistics challenges that others can't, including customs clearance, compliance, freight forwarding, and port registrations. With a customer-centric approach, deep industry expertise, and a commitment to efficiency and reliability, we streamline global trade while ensuring seamless operations and compliance.

At HMSS Logistic, we don't just move goods—we solve logistics challenges with efficiency, reliability, and expertise that set us apart in the industry.



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## **Competitive Landscape**

The logistics and import-export industry is highly competitive, with numerous players offering freight forwarding, customs clearance, and compliance services. However, many providers offer fragmented solutions, leading to inefficiencies and delays.



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## How HMSS Logistic Stands Out



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## Team & Infrastructure



Managing Person  
25+ years in logistics, leads  
strategy, expansion, and  
compliance.



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## Support Team & Workforce

### 10+ In-House Employees

Managing core operations,  
customer service, and regulatory  
documentation.

### 10+ In-House Employees

Working across designated ports  
for customs clearance, freight  
handling, and logistics  
coordination.

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## Infrastructure & Port Presence

We have a strong operational infrastructure across major ports in India, ensuring efficient handling of import-export logistics:



**Gujarat Ports** (Mundra, Kandla, Pipavav) – Major hubs for international cargo movement.

**Chennai Port** – A key gateway for South India's trade, handling containerized and bulk shipments.

**Kolkata Port** – Crucial for trade with Southeast Asia, ensuring smooth inland and coastal logistics.

With a highly skilled team and strategic port presence, HMSS Logistic guarantees efficient, timely, and seamless global trade solutions.

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## Revenue Model

HMSS Logistic operates on a multi-stream revenue model, generating income through various service offerings in the import-export and logistics sector. Our structured pricing ensures cost-effectiveness while maintaining high-quality services.

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### Service-Based Revenue

- Customs Clearance Fees – Charges for handling import and export customs documentation, duties, and legal compliance.
- Freight & Transportation Charges – Revenue from domestic and international freight forwarding, including air, sea, and land transport.
- Project Import & Export Clearance Fees – Specialized pricing for large-scale project-based logistics.
- Bonding & Debonding Charges – Fees for managing bonded warehouse goods and customs clearance.

### Service-Based Revenue

- Annual Compliance & Legal Advisory – Recurring revenue from businesses subscribing to compliance, certification, and legal consultancy.
- Port Registration & Licensing Fees – One-time and renewal-based fees for registering businesses at ports.

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# Market Strategy

## Digital Marketing & Online Presence

SEO-driven website, social media engagement, and targeted ads to enhance visibility.

## B2B Networking & Partnerships

Collaborations with trade associations, freight companies, and export councils to drive business growth.

## Global Expansion

Establishing regional offices, multilingual support, and expanding services into new international markets.

## Industry Events & Trade Shows

Participation in expos, seminars, and workshops to showcase expertise and connect with potential clients.

## Customer-Centric Approach

Custom solutions, 24/7 support, and referral rewards for top satisfaction.

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# Fund Deployment Plan

A well-structured fund deployment strategy ensures efficient operations, financial stability, and business scalability. HMSS Logistic allocates funds strategically across key areas to optimize working capital and maintain a contingency reserve for unforeseen challenges.

## Working Capital Allocation (70% of Total Fund)

- Operational Expenses (30%) – Salaries, administrative costs, rent, and daily business operations.
- Logistics & Transportation (20%) – Freight charges, vehicle maintenance, and warehousing.
- Customs & Compliance Services (10%) – Import-export licensing, documentation, and legal fees.
- Technology & Digital Infrastructure (10%) – IT systems, tracking software, and automation tools.

## Contingency Fund (30% of Total Fund)

- Emergency Logistics & Delays (15%) – Unforeseen transportation delays, supplier disruptions, or urgent shipments.
- Regulatory & Legal Compliance (10%) – Unexpected policy changes, penalties, or legal disputes.
- Crisis Management & Business Continuity (5%) – Economic downturns, currency fluctuations, or force majeure events.

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# Thank you

## For all your attention

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