



# Cross Border Solution

Presentation | 10 August 2022



**Cross border sourcing of raw materials is extremely complex, unstructured and Ipsum ? for a manufacturer!**

**Ipsum ?** face these challenges while importing raw materials



Even a **large manufacturer** with high bargaining power have to liaise with multiple suppliers across geographies for Raw Material sourcing

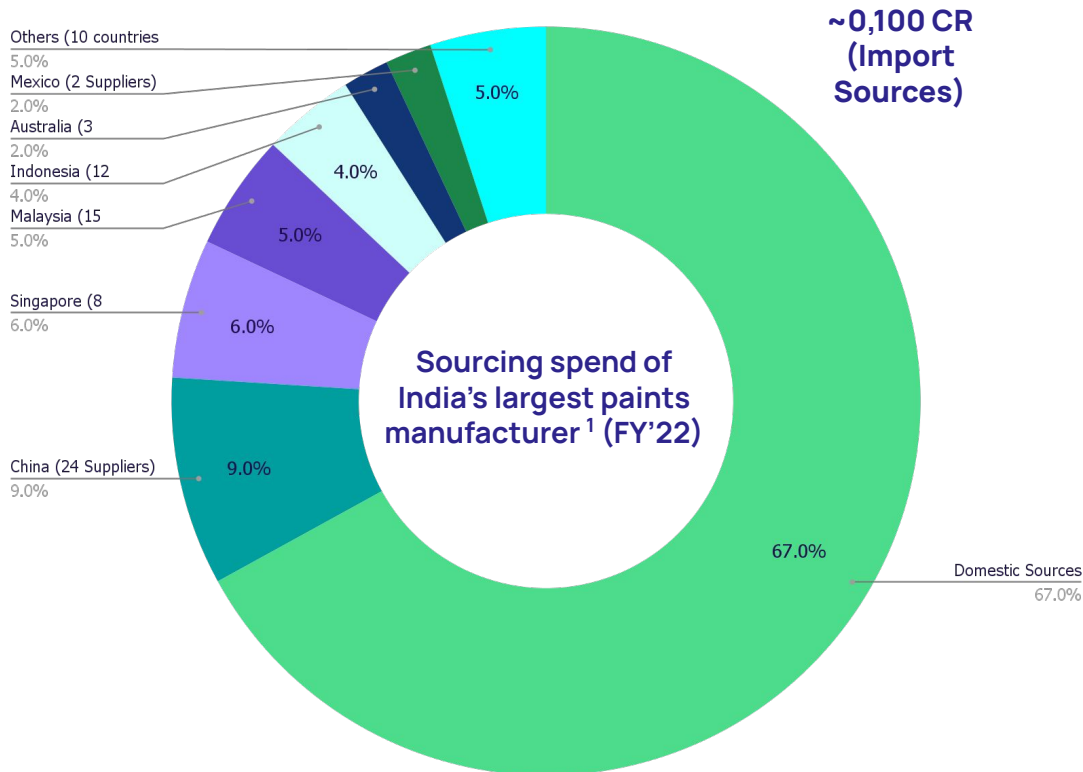
## SMEs face steeper challenges

This Indian large paints manufacturer typically deals with **~00 suppliers** across **00 countries** for **~00%**<sup>3</sup> of annual procurement (~INR 00000 CR)

Sources:

1, 2 DGFT

1, 3 Listed large paints manufacturers' annual report FY22





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**Lack of an integrated discovery to-delivery** solution, while ensuring quality & price

Why do we need for **tech-led disruption**

\* DGFT

\*\* Listed large paints manufacturers' annual report FY22

# What is Ximkart?

**Ximkart is a one-stop  
cross-border Lorem Ipsum is  
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and typesetting industry  
manufacturers**

Ximkart's integrated solution is to simplify import sourcing for buyers globally

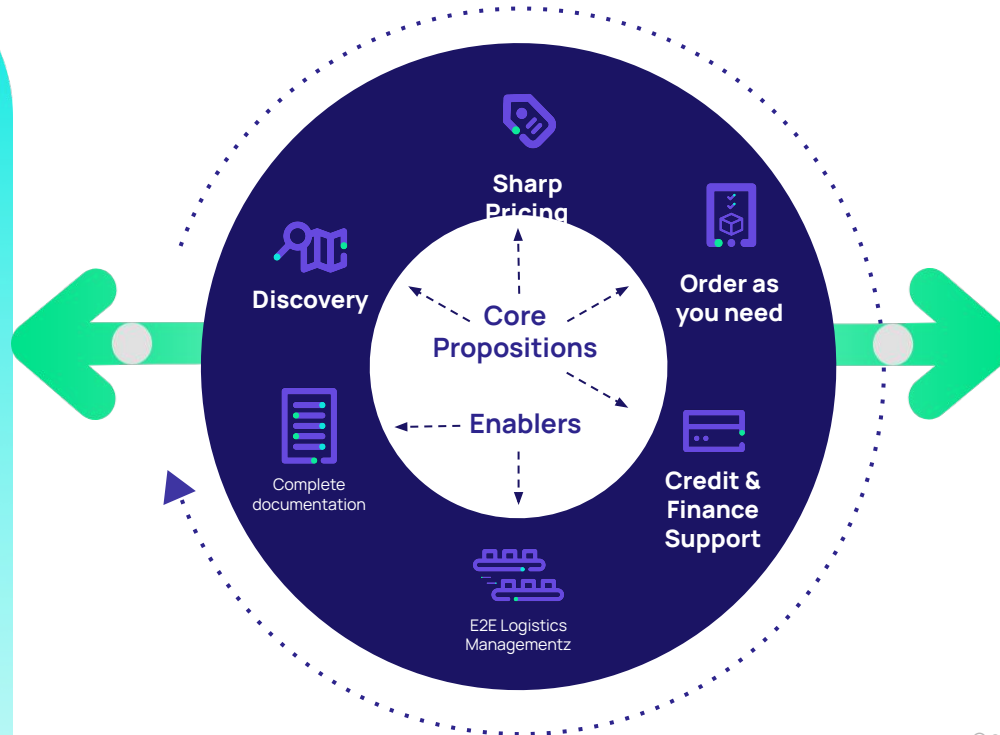
A Full stack Procure-to-Pay (P2P) platform

## Buyers

In Geography A

### What's in it for Buyers?

- One-stop procurement partner for all import needs
- Get exactly what you order
- Better credit terms – unblocks working capital
- Complete transparency & visibility



## Seller

In Geography B  
Why do sellers partner with us?

- Access to newer global markets
- Launch new products in new geographies
- Sell more!!
- Security of Payments

## Our TG



**A.**

Lorem Ipsum ?  
Lorem Ipsum ?

## Our Capabilities



**B.**

Lorem Ipsum ?  
Lorem Ipsum ?

## Our Margins



**C.**

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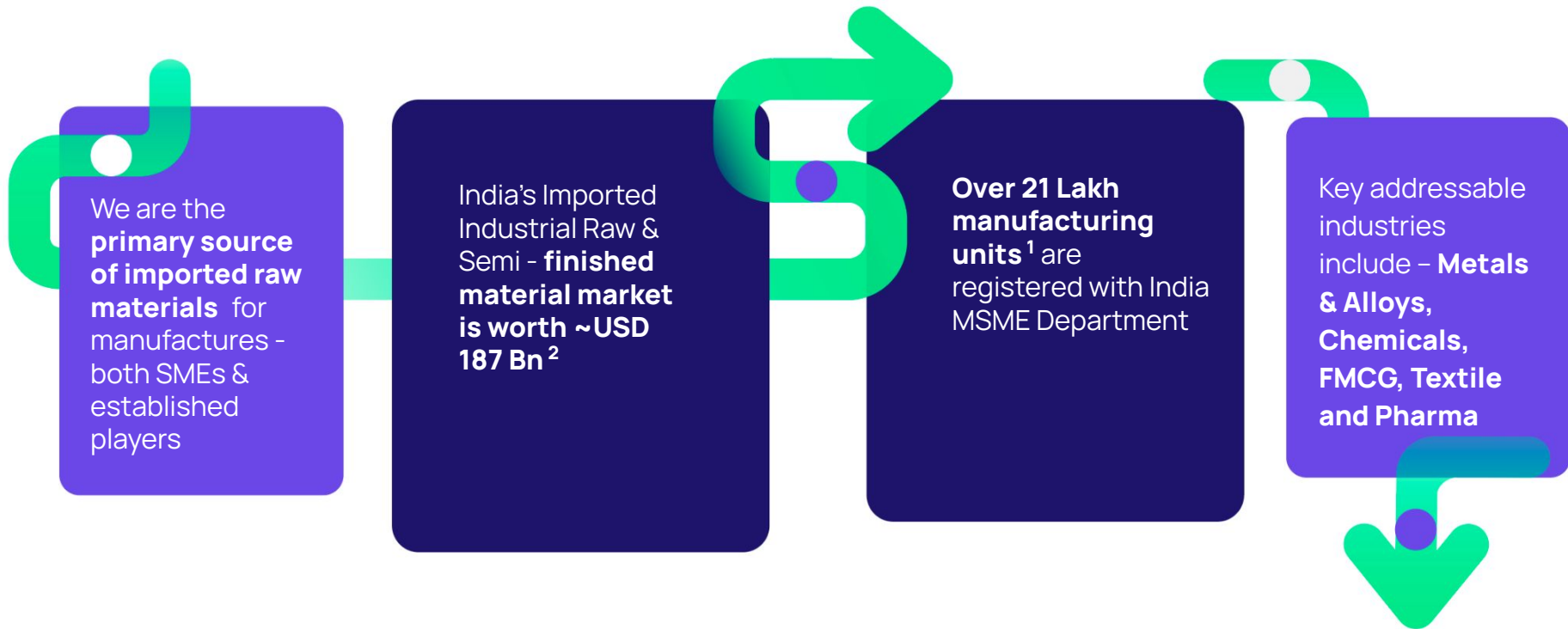


Our TG

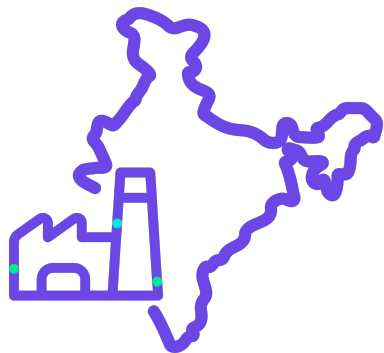
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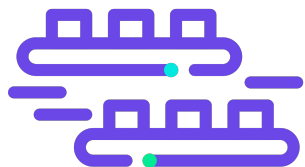




## India's Import landscape

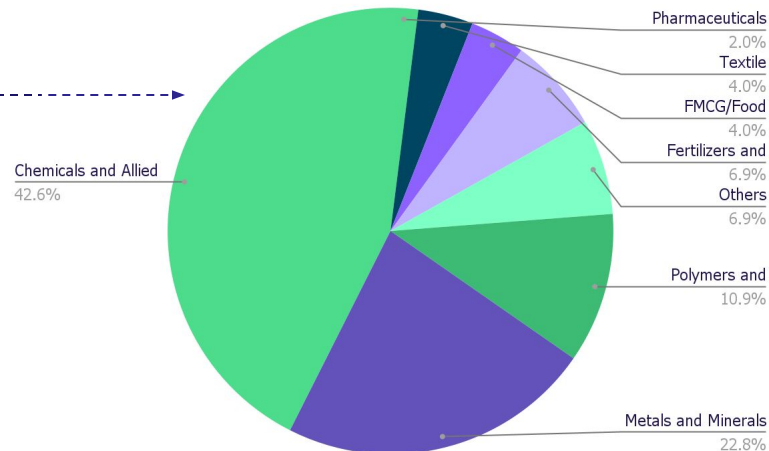


**Cohort of over 00 Lakh manufacturing units <sup>1</sup>**  
registered with MSME Dept.  
consume this raw material

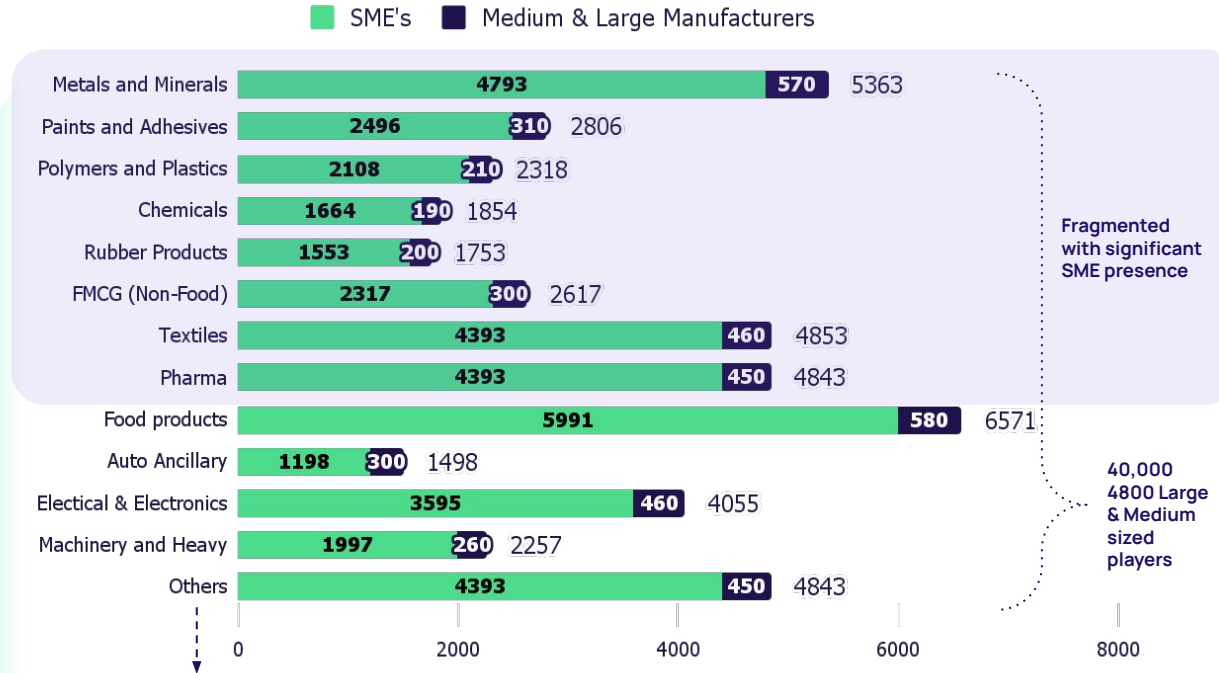
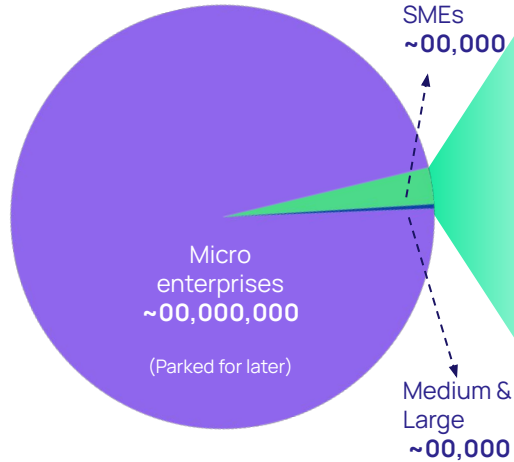


**India's Imported Industrial Raw & Semi-finished material market is worth ~USD 187 Bn <sup>2</sup>**

Type of Goods	Imports - FY22 (USD MN)	% Share
Petroleum	2,76,521	45%
<b>Raw Materials</b>	<b>00,431</b>	<b>00%</b>
Finished Goods - Electronics	74,414	12%
Machinery/ Equipments	51,863	8%
Transportation Systems	11,064	2%
Defence	5,138	1%
FMCG Goods	3,804	1%
Other goods	2,040	0%
Apparel and Lifestyle goods	776	0%
<b>Grand Total</b>	<b>0,13,052</b>	<b>00%</b>



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Other manufacturing industries like Auto, Cement, Defence are un-addressable now due to significant consolidation

### Key addressable industries include

Metals & Alloys

Chemicals

Textile

Pharma

FMCG

Our  
Capabilities

# B.O

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### Lorem Ipsum

- Sourcing from top global manufacturers: Eliminating layers
- Supply consolidation at source
- New alternate products/ brands



### Lorem Ipsum

- Forward stocking of key SKUs
- Local strong trading partners for hyperlocal fulfilment



### Lorem Ipsum

- Comprehensive product offerings<sup>1</sup> in each industry to cover higher share of customer's RM needs



### Lorem Ipsum

- Robust QC process at source, partnership w/ testing labs
- Work with top & trusted sellers



### Lorem Ipsum

- Strong working relations with global manufacturers
- Volume consolidation by taking stock positions



### Lorem Ipsum Lorem Ipsum

- Supplementary tech-tools for improving customer experience
- Inventory management tools
- Re-ordering & demand planning tools Dashboards for spend analytics.

Sources :

1. All products required for AI Alloy industry offered; Products covering 70% of purchase value offered for Paints industry

Our Margins

# C.O

Lorem  
Ipsum



## How much margin will we make? And how does it compare with the existing landscape?

Core Margin/ Competency Area

Sr No.	Key Margin Drivers	Ximkart's Expected Margin	Large Traders	Manufacturers With Direct Imports
1	Core B2B Imported margins in Commodity play	Upto 0 % (KAM) 00 - 00 % (MSMEs)	0 - 0%	
2	Direct sourcing from top manufacturers: eliminating multiple layers of trade intermediaries	Upto 0 %	-	Upto 0 %
3	Supply consolidation at source leading to volume based discounting with sellers	Upto 0 %	-	-
4	Offer Credit/ financing VAS to end-use buyers in 4-5 cash conversion cycles annually	0 - 0 %	-	-
5	Value Add Integrations: Tap Indirect/ Secondary import markets by acquiring value add manufacturers	00-00 %	-	-
6	ML driven tools to strategically predict pricing and take positions	00 - 00 %	00 - 00%	-
Net Margin Advantage for XimKart over conventional importers		00 - 00 %		Strategic and Selective

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\*Selective use case for Silicon metal

