



Director : Mr. Subhasish Chakraborty

Established : 1990

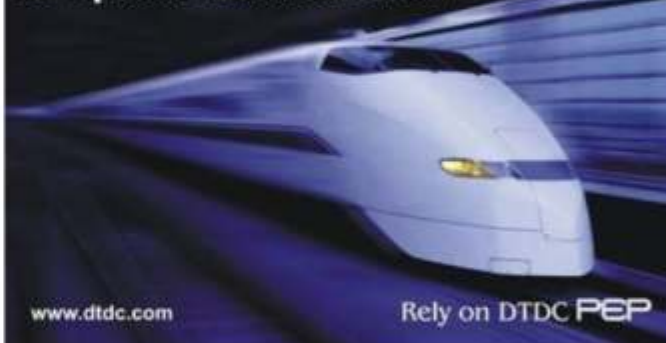
Products: DTDC offers products that address all logistics related, ranging from express documents to heavy cargo, from domestic premium products to International Delivery and from supply chain solutions to warehousing. DTDC was the first to introduce Premium Express Products that ensures time definite deliveries.

History: DTDC was established around the time when Indian communication scenario was witnessing a major change, amidst the growing demand for faster and better logistics services, the consumer's dissatisfaction towards the existing system (along with a few private organizations) with its various lacunae was also rising. It was then that a compelling need for private players, with significant reach and higher accountability took shape and on 26th July, 1990 DTDC was born.



00 National Economics Growth Times

For Speed & Assured Reach



At its inception the Chairman, Mr. Subhasish Chakraborty, realized that one of the key steps and challenges to success in the field of Courier was the creation of a sizeable network geographically. He decided to grow the company with the help of a unique franchise based business model that would allow it to build a large geographical reach in a relatively shorter period, as well as help realize the entrepreneurial dreams for many small time businessmen from all over the country, including the remotest parts. This model has since become the blueprint of DTDC's success, and the company continues to replicate it internationally.

Achievements: DTDC has been recognized and awarded by various organizations as one of the India top brands. It has been named an "Indian Power Brand" in the logistics space. Our Chairman and Managing Director Mr. Subhashish Chakraborty has been recognized extensively for his contribution to the industry, trade and economical development of the country. A glimpse of his achievement:

- 1) Entrepreneur of the Year Award for 2011
- 2) Global Golden Indian Award and Gold Medal for the year 2011 by Institute of Economic Studies.
- 3) Honourable Secretary in Express Industry Council of India since 2005 and is also a part of its top management committee.
- 4) Life fellow Membership of the Chartered Institute of Logistics and Transport, India Affiliated with CILT London
- 5) Board Member of ITM Institute of Financial Markets, Mumbai since 2008.

Market: DTDC has operated in the express and cargo segment of the logistics industry traditionally but today we are addressing the end-to-end needs of our customers by having made forays into Retail, Supply chain as well as International Freight forwarding. Geographically DTDC is present all over India, covering nearly all districts and tehsils amounting to over 10,000 pin codes. This makes DTDC the second largest logistics player in India, after India post. Apart from this DTDC services to over 240 international locations through its own offices, subsidiaries, joint ventures or business associates. The company has its own offices in US, UK, UAE, Canada, China, Singapore and master franchisees in Nepal, Myanmar, Bhutan, Sri Lanka, Bangladesh, Kenya and Australia.

Brand Value: As a brand DTDC constantly endeavours to become synonymous with the values of Reliability, Trust and Quality, in everything we do. We also uphold entrepreneurship and innovation as two of the most important values for our organization.

Recent Development: Recently DTDC became India's first Express company to have made an acquisition outside India, when it acquired a majority stake in the company Euro Star Express of UAE. It also became India's First Express Company to establish a joint venture in China. DTDC has already established offices in Beijing, Shanghai and Guangzhou in China.

Promotion: DTDC consistently focuses on activities and products that aim to realize its motto – 'Delivering



value by making life easy.' Keeping in line with this our retail venture - DTDC New World is being equipped with various convenience services and products in a neighbourhood store format. Additionally, DTDC has plans to meet the needs of niche client segments such as students and e-commerce portals more effectively.

Expansion Plans: DTDC plans to consolidate its international presence by keeping Middle East and South Asia as the nucleus. Additionally it will be increasing its reach in Australia and New Zealand. Domestically we plan to grow our market share by becoming one of the preferred service providers for growing sectors such as E-commerce in India.



Facilities for Staff: We pride ourselves as being one of the most closely knit, friendly and inclusive organization to work with. We have intra region cricket tournaments and have facilities for some indoor sports in our offices. Together we celebrate all festivals, our employee's birthdays and all important milestones at DTDC.

Mantras to become a successful entrepreneur: The most important mantra in entrepreneurship is to believe in yourself and to create a group of people around yourself who share your dreams. This helps increase your stakeholders and make it a collective movements. Use 110% of the resources that are available to you.

Corporate Social Responsibility: DTDC has always been a socially conscious organization. In 2011 we officially set up a foundation called Shri Subhashish Chakraborty Foundation. The foundation is already 10000 members strong and focuses on providing aid as well as volunteering social work in the fields of health, education, disaster relief, women empowerment and many others. We have recently helped organize donations for an ambulance to a centre for the elderly, "Nightingale" in Bangalore.

Salient Features: Mr. Subhashish Charaborty says, "I started DTDC with little to no financial support, no godfathers established in the business, no significant prior experience in the industry and no political background. All I had was very strong belief in my idea, and a will to execute it."