

**exelot**<sup>®</sup>  
Express it your way!



# About Exelot

Exelot provides a multi-vendor cross-border logistics platform for e-Commerce B2B2C



**2016**  
Founded



**30m+**  
Shipments Made



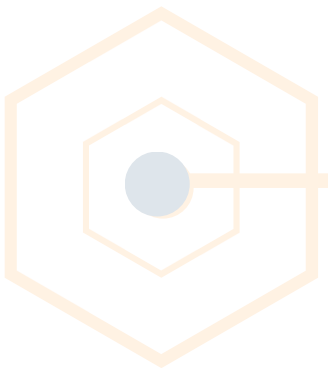
**70+**  
Partners Global



**No.1**  
Ecom Logistics Platform



**55 Experts**  
Global Team



# From Local to Global

## Cross-Border E-commerce Logistics





# Exelot

## Vision & Mission

**ex**cellent **e**commerce **lo**gistics **t**ech<sup>®</sup>

- Connecting e-commerce players to cross border markets
- Making e-commerce logistics chain quick, reliable & affordable
- Assisting e-shops to grow sales in international markets



# Clientele

Some of the Amazing Companies  
We Work With:

iHerb®



FedEx®



ShipEntegra

AliExpress™

SHEIN

Global e

whistl

# Countries

We Operate in the Following Destinations



USA



UK



UAE



France



Belgium



Netherlands



Luxembourg



Germany



Spain



Portugal



Italy



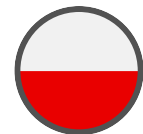
Czech Republic



Slovakia



Romania



Poland



Australia



Saudi Arabia



Oman



Kuwait



Qatar



Bahrain



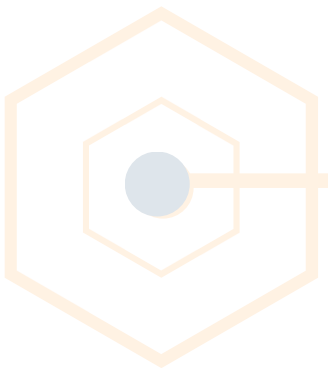
Singapore



Hong Kong



Greece



# Customer Experience

## Cross-Border Vs. Domestic Logistics



**Cross-Border**

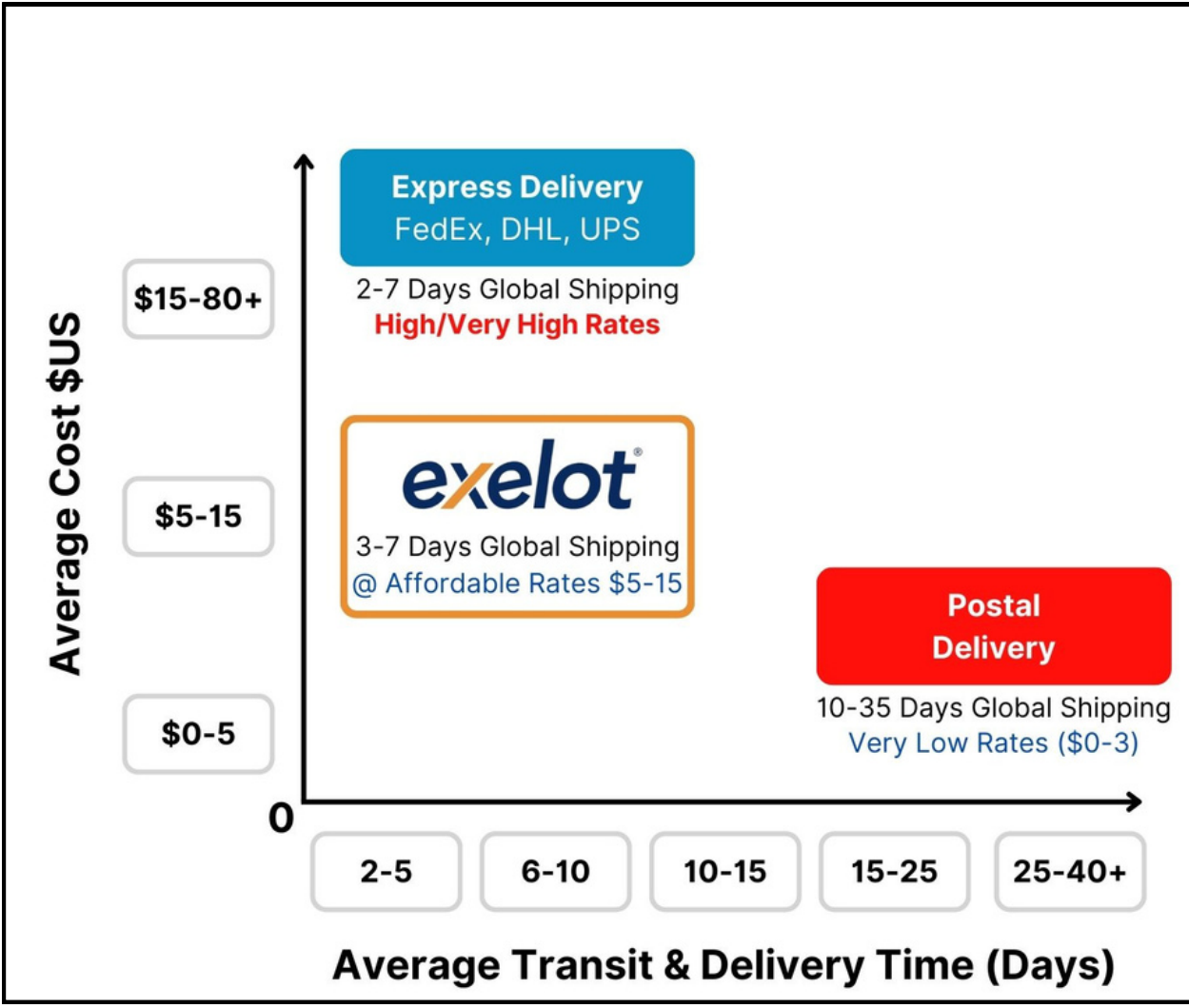
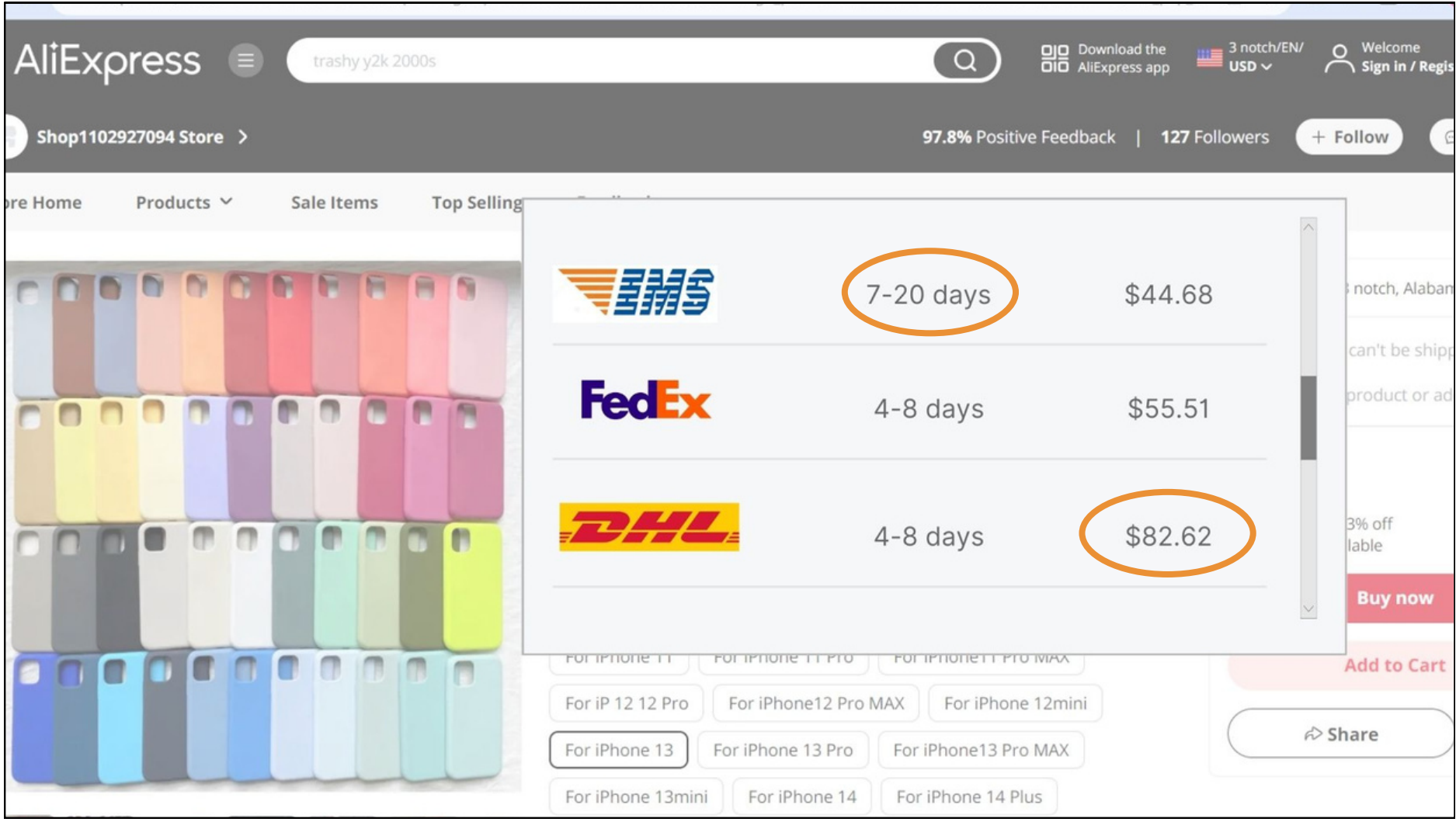
**vs**



**Domestic**

# Market Situation

## Delivery times Vs. Price point

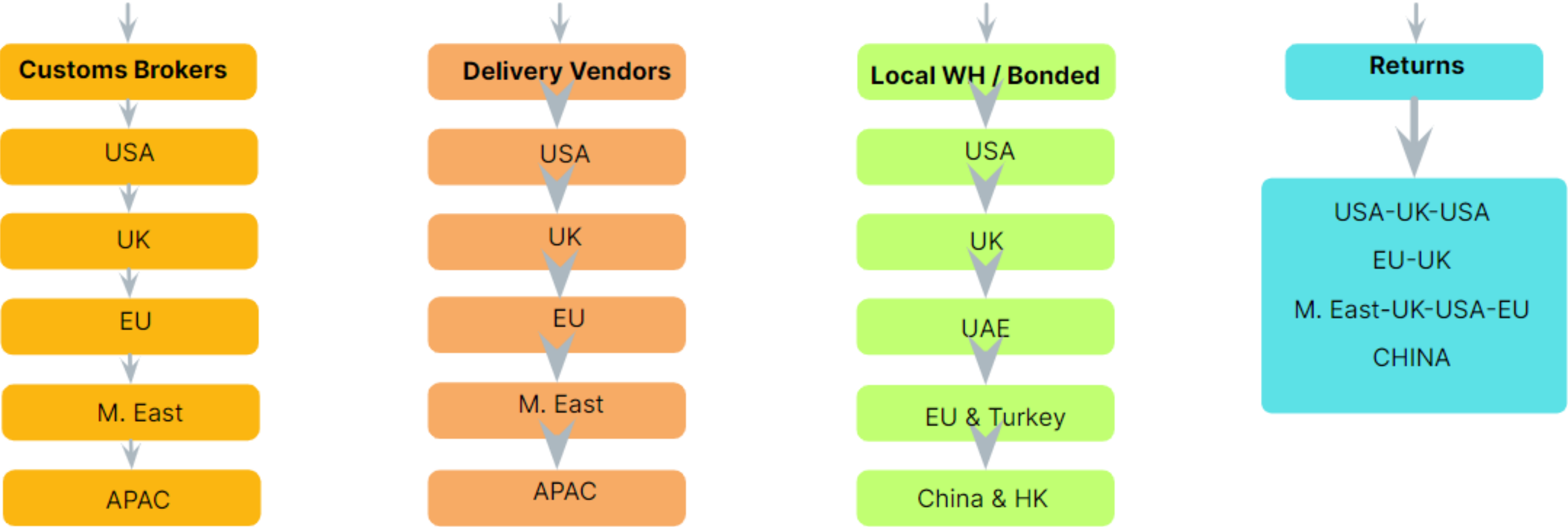




# Multi-Vendor Model

## A Flexible International Platform

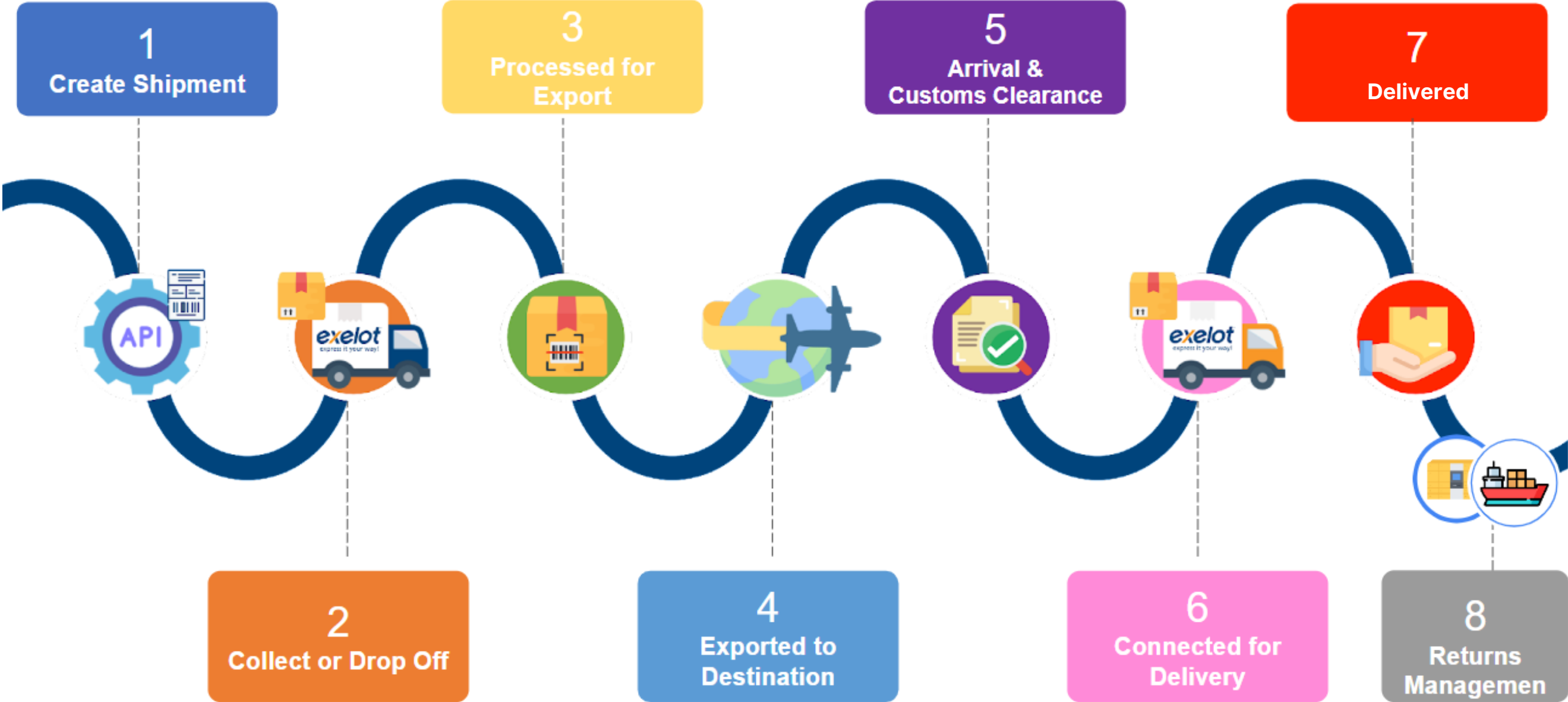
### Exelot Platform - International

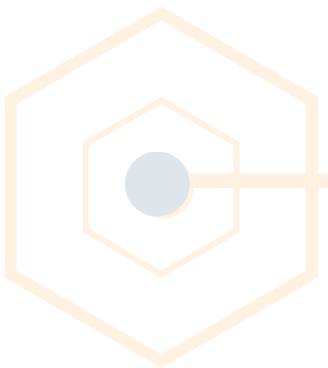


**Global Expansion: Launching New Destination Countries in 1 to 4 Weeks.**

# Parcel Journey

End to End System, Data & Service





# Logistics Data Management

## Orders, Labelling, Collection, Sorting & Export

### Seller's Process

Parcels Creation / Orders & Parcels Labeling



Pick Up Order / Drop Off



Collection from Seller by FML Vendor



Sortation in Hub to International Destinations

### Mark parcels to ship abroad

HMAS Number	Has Issues	Container
XL70499346		MH2230100000 05
XL70499346		MH2230100000 02
XL70499346		MH2230100000 05
XL70499346		MH2230100000 02
XL70499346		MH2230100000 05
XL70499346		MH2230100000 02
XL70499346		MH2230100000 05
XL70499346		MH2230100000 02



### Export

Select

- Clear all
- SPD
- OSOUTPUS
- Quash
- HTD
- HTD\_AS\_FIRST\_FILE
- HTD\_003SALE\_UK

Next List



### Get Label



### Control your batch & Parcel Search

Batch Search    Parcels Search

Date Batch Created: Last 3 Months

Batch type: Any Batch type

Creator/Provider: Any Creator/Provider

Parcel Status: Select parcel status


Batch name\*: 05 (Hqrd) [921-4397044] 2023/06/17...

Submit

# Labelling

## Enabling All Kinds of Labels for Domestic & Cross-Border

### Shop's receives label

GB  IL express it your way! FI110
 XLT103260988
<b>From</b> Book Depository Unit 5, Davy Way Gloucester, GL2 2DY, GB
<b>To</b> najmali kahana PO 20, elazar elazar, 9094200, IL
<b>Description</b> Books

### Over-labelled to last mile

EXELOT C/O MARK 3 DELIVERY SERVICE  
EXELOT C/O MARK 3 DELIVERY SERVICE  
147-02 181ST STREET  
SPRINGFIELD GARDENS NY 11413

PARCEL SELECT  
U.S. POSTAGE PAID  
UPS MAIL INNOVATIONS  
eVS

**Address Service Requested**

**SHIP TO:** PAVESH BRYAN 2ND  
PAVESH BRYAN 2ND  
APT 107  
1501 RHODE ISLAND AVE NW  
WASHINGTON DC 20005

 **UPS MAIL INNOVATIONS**  
MMID #: 802708304638258735  
PACKAGE ID #: XLT108006608

XOL 23.02.02 \*

**USPS TRACKING # eVS**

  
9261 2902 7119 9754 3477 1837 24

Ref1:XLT108006608



### Returns label

ASAF TEST  
ASAF TEST  
5701 AURA AVE  
TARZANA CA 913561152

NO POSTAGE  
NECESSARY IF  
MAILED IN THE  
UNITED STATES

USPS PARCEL RTN SVC

  
9202 3909 8998 5654 3401 5691 49

**PARCEL RTN SVC**  
UPS MAIL INNOVATIONS PERMIT NO. 77007

UPS MAIL INNOVATIONS RETURNS  
PARCEL RETURN SERVICE  
56935

M0441

XOLT 23.05.05.C21.NV18\*

Ref1:RXLT10050418  
Ref2:1000

Global   
express it your way!

  
GE288368168NL

# Managed Data

## MAWB, Batch & Package Layers

Batch Search Parcel Search

Date Parcel Created  
Custom Range: 03/04/2023 to 14/04/2023

Search

XLT Tracking Number/s

MAWB/s

Order ID/s

Last Mile Provider  
Select...

RAMB/s

Container/s

Carrier/Source  
Select...

Status  
Select...

Submit

Get Parcels:  
limit=10000&from\_date=1680516752000&to\_date=1681467152000&source=WHISTL

Export To Download Invoices Download Manifests Download Labels Add Status Remove Last Status Add To Batch Send to Last Mile Provider Refresh Status Send Message Edit Parcel Info Download Attachments

10000 Total Results Found (before filtering)  
Showing 1 to 50 of 10000 Results  
Selected 0 rows

MAWB Number	Has Issues	Container	Status	Status Date	Service Line	Buyer ID number	Payments	Upgrade SMS	Source	Value	Incoforms	Buyer Phone	Buyer Name
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	Select Service Line	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	Select Incoforms	<input type="text"/>	<input type="text"/>
9274890271199754 3403021997		JFC- H0023041918342 32	Delivered	23-04-26, 16:17:00 (UTC)	XLT	N/A	N/A	N/A	WHISTL	17.44	00U	+618-854-270	Lawrence
9274890271199754 3403023539	1	JFC- H0023041918342 36	Delivered	23-04-27, 16:08:00 (UTC)	XLT	N/A	N/A	N/A	WHISTL	41.34	00U	+618-854-270	Mark D.
9274890271199754 3478038623	1	JFC- H0023041918342 36	Message with package out for delivery	23-04-26, 10:30:00 (UTC)	XLT	N/A	N/A	N/A	WHISTL	20.04	00U	+618-419-861	Seth D.
9274890271199754 3478038487	1	JFC- H0023041918342 36	Delivered	23-04-26, 21:15:00 (UTC)	XLT	N/A	N/A	N/A	WHISTL	35.62	00U	+5314-282-940	Micha

# End to End Tracking

## From Ordered to Delivered

### Tracking History

	Status	Date ↑ ↓
+	Delivered	23-04-19, 15:24:00 (UTC)
+	Messenger with package out for delivery	23-04-19, 11:08:00 (UTC)
+	Package in local facility	23-04-19, 10:57:00 (UTC)
+	Package in regional facility	23-04-19, 01:21:00 (UTC)
+	Enroute to regional facility	23-04-18, 16:08:00 (UTC)
+	Package being processed	23-04-18, 11:26:00 (UTC)
+	Package being processed	23-04-18, 05:16:00 (UTC)
+	Package being processed	23-04-17, 23:37:00 (UTC)
+	Package received for processing	23-04-17, 22:49:00 (UTC)
+	Package released from customs	23-04-17, 09:27:00 (UTC)
+	Package is at Exelot hub: MARK 3 JFK	23-04-15, 21:34:00 (UTC)
+	Package landed in JFK	23-04-15, 15:05:00 (UTC)
+	The package is ready for air freight.	23-04-15, 07:51:00 (UTC)
+	Package flight details received	23-04-14, 17:21:09 (UTC)
+	Package arrived to preflight warehouse: LHR	23-04-14, 11:32:44 (UTC)
+	Package details received	23-04-13, 20:51:50 (UTC)

Parcel details for: XLT109677555 (WHISTL) | MAWB: 125-54643890 | HAWB: 92419902711997543402911281 | Last mile provider: UPS-USA

**Info** ✓

Status: Delivered  
Value: 7.25 USD  
Order ID:  
Description: 1x DRAMA OUT: THE COMPLETE SERIES  
Weight: 0.13 Kg  
Container: JFK-MBPHG0230414130105  
Customs Agent:  
Customs Bonded:  
Service Line: XLT\_MEDIA

**Batches (3)**

UPS-USA (Last Mile) 2023/04/14, 15:30:07 [MKS-UK-UPS-USA-2023-04-14T15:30:079332]  
MARK3 (forwarder) 2023/04/14, 11:08:07 [Director- MARK3\_2023-04-14T11:08:07]  
2023/04/14, 17:21:09 [MARK3\_125-54643890\_3A (Flight)]

Show Batch History

**Ship To** ✓

Name: Trevor Bartram  
Contact Person: Trevor Bartram  
Email: trevor\_bartram@yahoo.com  
Phone: 02089630226  
Street: 28 Columbus Road  
Street2:  
City: Boylston  
State/District: MA  
Country: US  
Zip: 01505  
Updated By: whistl@partners.exelot.com  
Updated At: 23-04-13, 20:51:50 (UTC)

Show Prior Buyer History

**Payments**

Add Collect

**Ship From**

Name: Renewaves.com Limited

**Communications**

None

**Extra Data**

None

**Vendor Statuses (17)**

Parcel Delivery Status: Delivered

Show Vendor Statuses

**Item List (1)**

Show Item List

**Issues (1)**

Show Issues

**Status History (16)**

	Status	Date ↑ ↓
+	Delivered	23-04-19, 15:24:00 (UTC)
+	Messenger with package out for delivery	23-04-19, 11:08:00 (UTC)
+	Package in local facility	23-04-19, 10:57:00 (UTC)
+	Package in regional facility	23-04-19, 01:21:00 (UTC)
+	Enroute to regional facility	23-04-18, 16:08:00 (UTC)
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+	Package being processed	23-04-18, 05:16:00 (UTC)
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+	Package released from customs	23-04-17, 09:27:00 (UTC)
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+	Package flight details received	23-04-14, 17:21:09 (UTC)
+	Package arrived to preflight warehouse: LHR	23-04-14, 11:32:44 (UTC)
+	Package details received	23-04-13, 20:51:50 (UTC)

HTML Email Notifications

SMS Notifications

Social Outreach

Localized [Multi-language]

# End to End Tracking

## Supporting All Communication Channels

The screenshot shows the myexelot website interface. At the top, there is a search bar with the text "Track a Parcel" and a magnifying glass icon. Below this, the myexelot logo is displayed on the left, and navigation icons for Tracking, Support, Account, and Time Zone (GMT +2 V) are on the right. The main section is titled "Track your Shipment" and features a search input field containing the tracking number "XLT123456789". Below the search field, it indicates "1 Parcel found. Tracking shown below:". A table shows the current status: "Parcel Reference: XLT123456789", "Status: Shipment Arrived", and "Status Time: 15 Aug 2023, 11:01". A journey progress bar shows the shipment is "Ready for Collection". A "Shipment History" table lists events from 07 Aug to 15 Aug. A callout box titled "Your Shipment has arrived!" provides collection details for "Tel-Aviv - Digital Center" and a table of opening hours.

Parcel Reference	Status	Status Time
XLT123456789	Shipment Arrived	15 Aug 2023, 11:01

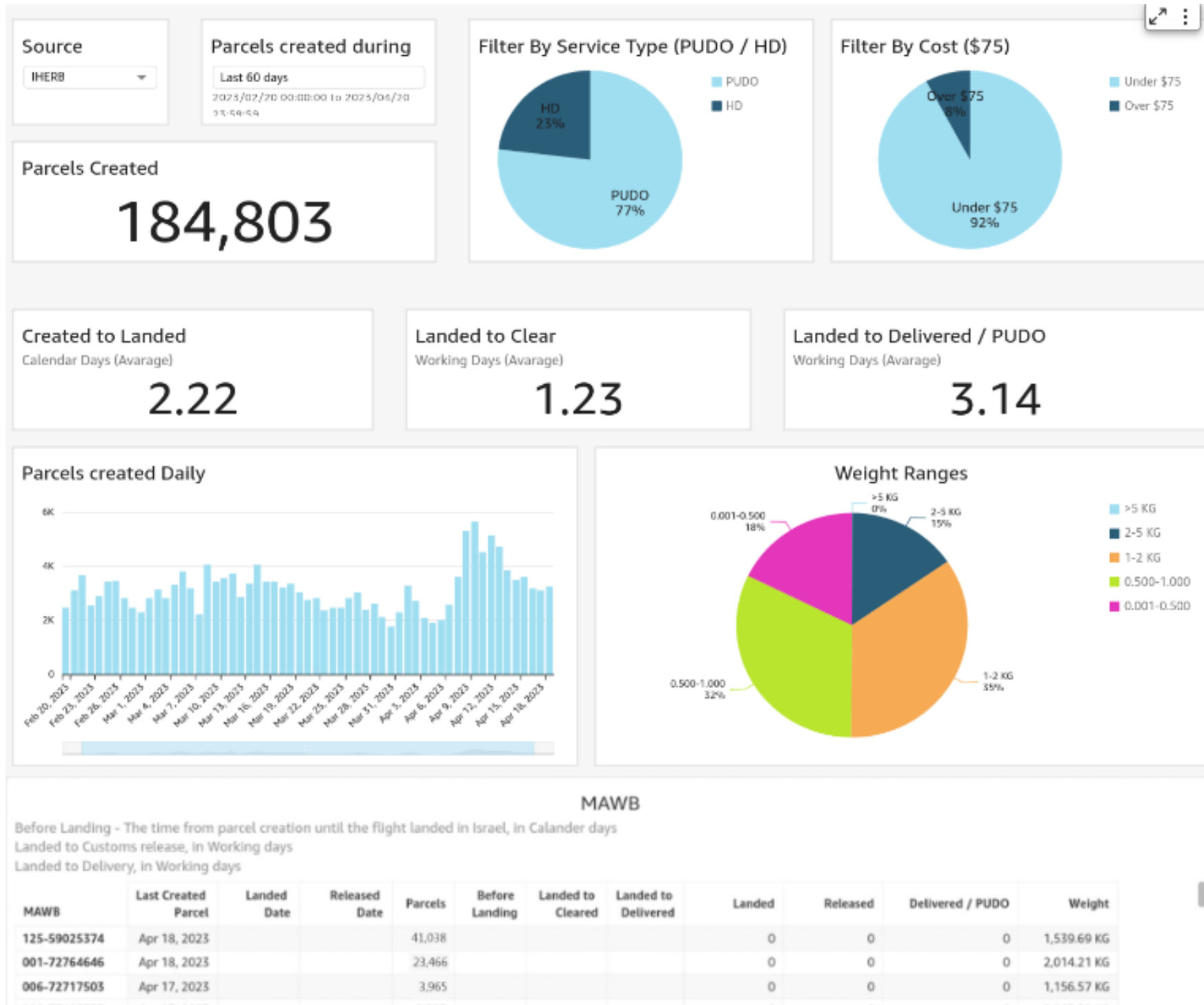
Date / Time	Event
15 Aug 2023, 11:01	Shipment Arrived! Your shipment has arrived at the collection point (Tel-Aviv - Digital Center)
13 Aug 2023, 17:19	Shipment Held: Security Check
12 Aug 2023, 15:08	Shipment Held: Pending recipient documentation to clearance
12 Aug 2023, 09:47	Clearance Process Started
11 Aug 2023, 16:22	Flight Arrived At Destination
10 Aug 2023, 08:14	Flight Departed
09 Aug 2023, 10:26	Shipment Received
07 Aug 2023, 21:38	Shipment Created

Day	Opening Hours
S	10:00 - 19:30
M	10:00 - 19:30
T	10:00 - 19:30
W	10:00 - 19:30
T	10:00 - 19:30
F	10:00 - 15:00
S	-

The screenshot shows a text message from Exelot. The header includes the Exelot logo and the text "Text Message 22 Oct 2022, 12:00". The message body contains the following text: "Dear customer, the shipment you ordered from abroad (tracking number XLT996138149) is now on its way to Israel via Exelot Ltd. In order to release it from customs, an adult's identity card (over the age of 18) must be updated. A minor must show the ID card of one of his parents. In order to provide the necessary information and avoid unnecessary charges and delay in the release of the shipment, please click on the attached link <https://public.exelot.com/SMS/Over100/60c3087c5e8681fd223f0383540> to track the shipment: <https://my.exelot.com/public/track/> Best regards, Exelot".

# Analysis - Shop's View

## Comprehensive Business Analytics



**Quick Transit Time**  
**From Order to Delivered**  
**3 -7 days**



# Assisting E-shops to Grow Sales

## From Order to Delivery & Returns

### I. MANAGING & TRACING END-TO-END SHIPMENTS GLOBALLY:

- ✓ ISSUE LABELS FOR DOMESTIC & CROSS BORDER
- ✓ FIRST MILE MANAGEMENT INCLUDING:
  - PICK UP & DROP-OFF
  - CONSOLIDATIONS & SORTATION
- ✓ FREIGHT
- ✓ TERMINALS & CLEARANCE
- ✓ BONDED & REGIONAL HUBS
- ✓ CUSTOMS CLEARING
- ✓ FINAL MILE SORTING & DISPATCHING
- ✓ DELIVERY TO HOME, PUDO, LOCKERS
- ✓ TRACKING END-TO-END

### II. RETURNS SERVICE

### III. A UNIQUE BACK-OFFICE & ANALYTICS TO OVERSEE END-TO-END OPERATIONS



# An Ultimate Solution

## One Stop Shop for e-Commerce Logistics

Streamline your shipping needs delivering a faster, cheaper, and more reliable service than traditional postal services



### FAST DELIVERY

Exelot's solution enables quick & reliable delivery; 3-10 days, vs the usual 15-40 days



### OPTIMIZED SOLUTION

All processes are optimized  
For a winning solution



### COST EFFECTIVE

Very competitive rates  
20%-50% lower than express prices



### LAST MILE & RETURNS

Methods of delivery with high visibility supported by an advanced multi-vendor model



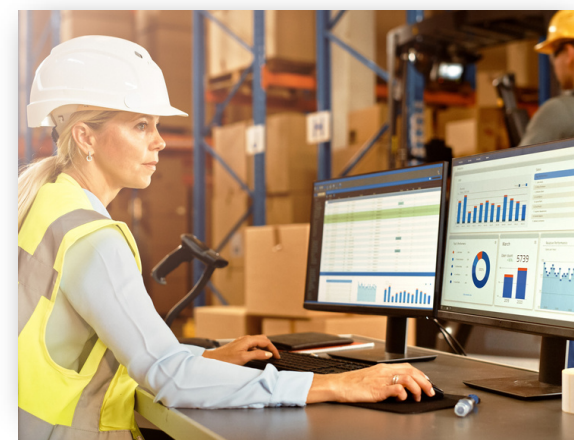
### TRACK AND TRACE

Parcels are tracked and traced anytime, anywhere from order to delivery



### ECOMMERCE GROWTH

Exelot's solution increases customer satisfaction, enabling growing sales



# Testimonials

## What Our Customers Think About Us

**whistl**



Whistl International have used the services of Exelot UK for over a year now for our most important lane to the USA with a number of products. I can say their service has been top class. From the initial onboarding through to go live their attention to detail and communication was excellent. Whistl is not an easy customer and we expect a very high quality of service in all areas and touch points at the best possible price. Exelot have more than met the challenge and delivered



**Nick Frazer**  
Carrier Development Director



ENTERPRISE  
CARRIER  
MANAGEMENT



We have worked with Exelot for a couple of years , the service they provide is very good and priced competitively, perfect for eCommerce distribution to the USA. They are customer focused, well organised and easy to deal with



**David Pasley-Smith**  
Head of International Sales



# Thank You For Listening

**exelot**<sup>®</sup>

## UNITED KINGDOM

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