

Lalamove Picks Up Business with New Pick-Up Improvements



Corporate customers take advantage of better truck services as cut prices continue.

September 21, 2017, Bangkok - Hong Kong based on-demand delivery app Lalamove is reporting an upward trend in customers using its fleet of high-top pick-ups, particularly business customers seeking logistics solutions. Lalamove trucks are now standardized with high roofs and Lalamove signage whilst drivers wear Lalamove uniforms to not only enhance brand image but boost customer confidence in Lalamove driver services.

Lalamove currently has 150 active pick-ups in Thailand and a pool of 500 drivers in Bangkok alone, promising an efficient, fast and reliable service. All the pick-ups are closed truck designs to offer maximum protection goods in transit against damage. Meanwhile, new and existing drivers undergo regular training with company and industry updates to add to their professionalism and inspire greater reliability on their high-quality pick-up and delivery services from customers.

The latest developments come as Lalamove maintains its price-drop policy on pick-ups, announced in May 2017. The cut-price rate for trucks stands at THB450 with an additional THB15 per km for the first 100 kms, decreasing thereafter. Door-to-door delivery services are currently available within Bangkok as well as to Chonburi, Rayong, Chanthaburi and Nakhon Rachasima.

Chanon Klahan, Managing Director of Lalamove Thailand reveals that corporate customers are on the rise. "Logistics, and specifically last-mile delivery, is a growing industry and Lalamove is expanding to meet the expectations of this market. Our drivers accept jobs within 45 minutes or less and we also provide business customers with insurance for goods up to THB7,000. On top of this, we offer flexible packages for different delivery requirements which really appeals to businesses looking for a more customized approach."

Customers can also add a request for a driver's assistant to help with heavier or larger deliveries. Meanwhile, costs can be reduced further on multi-drop deliveries by booking through the Lalamove app (<https://pro.lalamove.com/th>) which generates the shortest and therefore most economical route.

Whilst Lalamove serves the domestic market, business delivery demands are growing with pick-ups transporting all types of goods from IT equipment to office furniture, medical supplies, spare car parts and industrial goods as well as gardening tools and equipment.

As a sign of mutual commitment to creating a solid Lalamove pick-up team, the company organized an activity day in August 2017 to meet and discuss with drivers how to better support them in achieving the highest-quality service. Lalamove jackets and truck stickers were handed out to add to the sense of team spirit and enhance brand image as Lalamove moves forward with its pick-up delivery services.

Lalamove operates the largest delivery service area across Asia with a presence in Hong Kong, Singapore, Bangkok, Taipei, Manila, Vietnam and 43 cities in China, employing over 50,000 drivers. Registered-user numbers have grown beyond 5 million in the past three years with around 25,000

drivers. In Thailand, downloads of the Lalamove app have exceeded 240,000.

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About Lalamove

Founded in 2013, Lalamove has grown to be Asia's leader in "on demand delivery" platform for iOS and Android users. Originally created to dramatically improve last mile deliveries by providing a more efficient and transparent way for users and drivers to connect, Lalamove now hosts the largest delivery service area across Asia with operations in Hong Kong, Singapore, Bangkok, Taipei, Manila, Vietnam and 43 cities in China with over 50,000 drivers. The number of registered users regionally has grown to more than 5 million in the past three years. In Thailand, the number of download is currently 240,000 with over 25 thousands of registered drivers.

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