BARRIERS TO THE BUSINESS FUNCTIONING OF THE DOMESTIC COURIER INDUSTRY IN SRI LANKA



M. Zaharan Ismadeen 199177C

Research submitted in partial fulfillment of the requirements for the degree of Master of Business Administration in Supply Chain Management

Department of Transport and Logistics Management

University of Moratuwa Sri Lanka July 2021

DECLARATION OF ORIGINALITY

I declare that this is my own work, and this thesis/dissertation does not incorporate without acknowledgement any material previously submitted for a degree or diploma in any other University or institute of higher learning and to the best of my knowledge and belief it does not contain any material previously published or written by another person except where the acknowledgement is made in the text.

UOM Verified Signature

Signature:

Date: 9th July 2021

M. Zaharan Ismadeen

COPY RIGHT STATEMENT

I hereby grant to University of Moratuwa the non-exclusive right to reproduce and distribute my thesis/dissertation, in whole or in part in print, electronic or other medium. I retain the right to use this content in whole or part in future works (such as articles or books).

UOM Verified Signature

Signature:

Date: 9th July 2021

M. Zaharan Ismadeen

STATEMENT OF THE SUPERVISOR

The candidate has carried out research for the MBA in Supply Chain Management in the Department of Transport and Logistics Management of University of Moratuwa under my supervision.

Signature of the supervisor:

Date:

Dr. Yapa Mahinda Bandara

ABSTRACT

A supply chain interconnects the global and local partners, suppliers, organizations in strategic level. Knowledge of supply chain management is becoming wisdom in future trends, forecasting, and providing the competitive edge in an organization's success. Logistics plays the vital part in moving tangible movements, information, and cash on upward and backward in the entire supply chain. Logistics is accountable for all sorts of movements of goods in all modes of transportation and sizes.

As one of the main players in the logistics industry, domestic courier services are connecting the rural economies to urban and the urban businesses to rural. Domestic courier services directly and indirectly help and assure the safe, reliable speed movements of business and personal goods. It helps its customers to focus on their core business activities and take the responsibility of connecting the last mile deliveries. Due to the development of e-commerce, domestic courier services adding value to collecting the cash sales and the reverse logistics part as well.

This research identified the barriers to business functioning of the domestic courier industry in Sri Lanka. Further it describes the importance of the domestic courier industry in Sri Lanka. Additionally, the need for standardized, united and the competitiveness of the domestic courier industry in Sri Lanka. This study was initially conducted by interviewing the domestic courier industry experts, getting the relevant information from the management level staff in the domestic courier industry through questionnaire. Collected information was transformed into a data set. Then data has been analyzed by using Principle Component Analysis in Exploratory Factor Analysis Method.

Key words: Supply chain Management, Logistics management, third party logistics, domestic courier industry.

ACKNOWLEDGEMENTS

Firstly, I would like to thank my research supervisor Dr.MahindaYapaBandara, Senior lecturer of Transport and Logistics Management, University of Moratuwa, Sri Lanka, for helping me in every step of the way throughout this research. His vast experience and knowledge in the field of academic research and using analytical tools was a very great contributing factor to carry on this research.

Also, I am grateful to professor Amal Kumarage, Eng. Nishal Samarasekera, Dr.IndikaSigera and all the lecturers who taught me on the Supply chain management MBA at the University of Moratuwa. In addition, I thank all the academic staff in the University of Moratuwa.

Further I thank my batch mates of the University of Moratuwa who shared their knowledge and experience and helped me throughout this MBA in supply chain management.

In addition, I would like to thank my work colleagues, seniors, juniors, managerial staff, experts in the courier industry and friends from the courier industry in Sri Lanka for sharing their opinion about the courier industry.

Finally, I would like to thank my wife for helping me complete this research.

LIST OF ACRONYMS

- CEP: Courier, express and parcel
- HR: Human resource
- UPS: United parcel services
- FedEx: Federal express
- ICT: Information and communication technology
- COD: Cash on deliveries
- POD: Proof of deliveries
- EC: Economic barriers
- FC: Financial barriers
- OC: Operational barriers
- HR: Human resource barriers
- TC: Technological barriers
- RC: Regulatory barriers
- SC: Social barriers
- EV: Environmental barriers
- CS: Customer service barriers
- TH: Threat from other industries

TABLE OF CONTENTS

DECLA	ATION OF ORIGINALITY	1
COPY R	IGHT STATEMENT	2
STATEMENT OF THE SUPERVISOR		3
ABSTRA	ABSTRACT	
LIST OF	ACRONYMS	6
LIST OF	TABLES	10
CHAPTER ONE		12
1.0	INTRODUCTION	12
1.1	Research problem	13
1.2	The main objective of this research	14
1.3	Scope of the research	14
1.4	Significance of the study	14
СНАРТ	ERTWO	16
2. LITERATURE REVIEW		16
2.1 E	ackground to the literature	16
2.2 5	upply Chain Management	19
2.3 L	ogistics Management	20
2.4 Third Party Logistics Services		20
2.5 0	2.5 Overview of the World Courier Industry	
Figu	e 1: Courier, express and parcel (CEP) market size worldwide between2009-2024	23
2.6 0	Overview- The courier industry in Sri Lanka.	24
Та	ble 1: The courier companies operating in Sri Lanka	25
Та	ble 2: Market size and growth of the Domestic Courier Industry	26
2.7	Changing face of Courier industry with the development of e-commerce industry	29
Figu	Figure 2: Retail e-commerce sales worldwide from 2014-2020	
2.8 E	Domestic Courier Industry Characteristics and Issues	31
CHAPTER THREE		36
3. RESEARCH METHODOLOGY		36

	3.1	Research design	37
	3.2	Population and Sample for the Research	38
	3.3	Data collection	38
	3.4	Data analysis and presentation	39
	3.4.1	Descriptive Statistics	39
	3.4.2	Exploratory Factor analysis	39
	3.4.2.1	Communalities	40
	Table 4	4: Communalities	41
	3.4.2.2	Reliability	41
	Table !	5: Reliability Statistics	42
	3.4.2.3	Sample adequacy	42
	Table (5: KMO and Bartlett's Test	42
	3.4.2.4	Factor Rotation	43
C	CHAPTER	FOUR	46
	4. DAT	A ANALYSIS AND RESEARCH FINDINGS	46
	4.1	Descriptive statistics	46
	Table 8	3: Barriers of the efficiency questionnaire with the mean value	47
	4.1.1 P	Pricing	48
	4.1.2 A	Adopting ICT infrastructure	48
	4.1.3 0	Collecting and Managing Cash on Deliveries	48
	4.1.4 N	Aanaging riders	49
	4.1.5 L	abour shortage	49
	4.1.6 T	he courier service considered as essential services in an emergency situation	49
	4.1.7 T	hreat from other industries	49
	4.2.1 S	cree plot	52
	Table :	10: Rotated component matrix	53
	4.2.1 F	Regulatory challenges (RC)	54
	4.2.1.1	. Labour law	55
	4.2.1.2	Traffic law	55
	4.2.3 0	Operations challenges (OP)	57
	4.2.4 E	conomic challenges (EC)	59
	4.2.5 F	inancial challenges (FC)	60

8

4.2.6 Human Resource challenges (HR)		60	
4.2.7	4.2.7 Threat from other industries (TO)		
4.2.8 Social challenges (SC)		61	
4.3.2	Necessity of a trade association	64	
CHAPTER FIVE		66	
5. CONCLUSION, RECOMMENDATION AND FUTURE RESEARCH DIRECTIONS		66	
5.1	Conclusion	66	
5.2	Recommendation	67	
5.3	Limitation of the study	68	
5.4	For future research direction	68	
REFERENCES			
Annex 1: Pilot – Interview transcript		75	
Annex II: Questionnaire		77	
Annex 2: Data Analysis Output		79	

LIST OF TABLES

Table 1:	The courier companies operating in Sri Lanka	25
Table 2:	Market size and growth of the Domestic Courier Industry	26
Table 3:	Thematic Analysis of the Interview Transcript	37
Table 4:	Communalities	41
Table 5:	Reliability Statistics	42
Table 6:	KMO and Bartlett's Test	42
Table 7:	Operationalization of the research	45
Table 8:	Barriers of the efficiency questionnaire with the mean value	47
Table 9:	Total variance	51
Table 10:	Rotated component matrix	53
Table 11:	Opinion of industry personnel on business prospect for courier Industry	63

LIST OF FIGURES

Figure 1: Courier, express and parcel (CEP) market size worldwide between2009-2024	23
Figure 2: Retail e-commerce sales worldwide from 2014-2020	30
Figure 3: Scree plot	52