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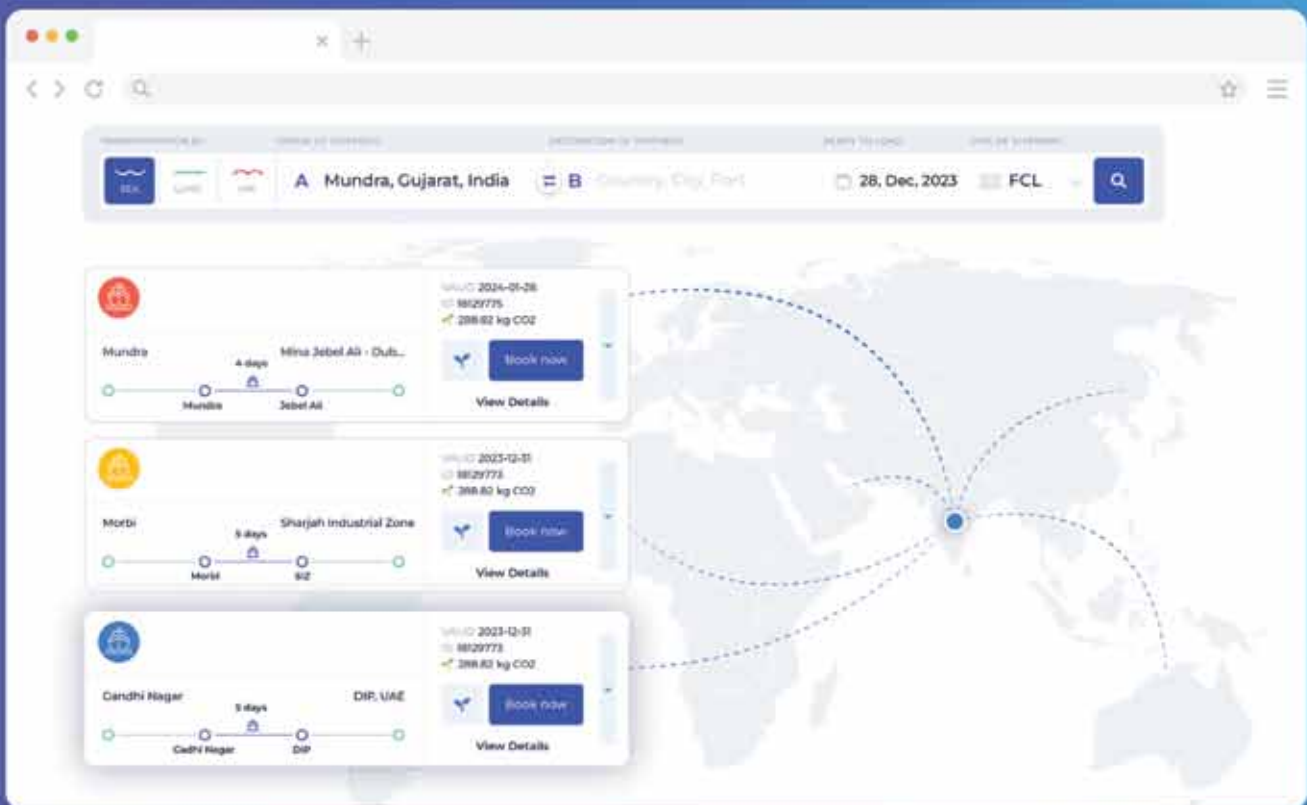
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### Booster dose for India's pharmaceutical exports



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# Delhi LG gives nod for SEZ, FTZ at IGIA

The SEZ will create a surge of economic activities through exports, warehousing, trading, and provisions for related services at the IGIA. It will also liberalise and reduce procedural complexities in terms of applications, licensing, clearances, and reduce red tape, apart from providing tax benefits to entrepreneurs.



Vinai Kumar Saxena, Lieutenant Governor, Delhi, has given his approval for setting up a SEZ and Free Trade Zone (FTZ), at the IGIA on an area of five acres. This move will give an economic boost to the Capital, the LG Office stated in a press release.

“Related to the cargo infrastructure and other allied activities, this SEZ/FTZ once operationalised will give a fillip to the logistics sector and catalyse the economic growth, apart from spinoffs for generating employment,” According to the LG Office. The LG approved the proposal taking note of the importance of developing an FTZ/SEZ at the airport hub, after ensuring that DDA gives a go-ahead for the same as per the provisions of MPD-2021.



“The Special Economic Zone would create economic activities through exports, warehousing, trading, and provisions for related services at the complex. It will also liberalise and reduce procedural complexities in terms of applications, licensing, clearances, reduce red tape, apart from providing tax benefits to entrepreneurs,” the release stated.

The Union Ministry of Civil Aviation has identified Delhi as a pilot air cargo hub which requires tier I, II and III level infrastructure, while DIAL has developed tier I and II infra-

structure by way of developing two cargo terminals and logistics centres at the airport, it will achieve tier III once an SEZ/FTZ comes up at the airport complex, the official release stated.

“DIAL proposed setting up of two multi-product SEZs at the IGIA over 2.02 hectares each (5 acres) and requested for the Delhi government’s recommendation under SEZ Rules, 2006. Thereafter, the Industries Department, Government of National Capital Territory of Delhi (GNCTD) sought clearance of the DDA in the matter,” the release stated. “Since the development of Delhi as per the Master Plan of Delhi

comes under the purview of DDA, the Industries Department vide its letter dated December 7, 2023, requested DDA to provide inputs on whether the development of such infra at the IGIA is permitted as per the Master Plan 2021,” the LG Office stated.

DDA letter dated January 3, 2024, after taking into consideration, traffic impact assessment and development control norms for transportation, laid

**This SEZ/FTZ once operationalised will give a fillip to the logistics sector and catalyse economic growth**

out in MPD-2021, conveyed its consent subject to regulations, laid down by the AAI, it stated. “After the LG’s approval, in principle consent/agreement of GNCTD along with DDA’s observations, will be conveyed to the Union Commerce Ministry,” the press release from LG’s Office stated.





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# Booster dose for India's pharmaceutical exports

India's contribution to the global pharmaceutical industry is truly remarkable. India is the world's largest supplier by volume of generic drugs and around 62% of the world's total vaccines are manufactured in India. With such robust manufacturing capabilities, Indian pharma firms have potential to increase exports globally.









Ritika Arora Bhola

India is the only country to have the highest number of United States Food and Drug Administration (USFDA)-approved facilities and plants outside of the USA. Gaining this approval provides pharma companies with many advantages such as establishing international credibility

## The Indian government's support has helped the sector grow, overcoming many challenges, and opening many opportunities to become a major pharmaceutical exporter globally

for their commitment to maintaining the highest quality standards, gaining clinical trial opportunities to develop new drugs that are cost-effectively manufactured. This gives them access to the USA pharmaceutical market, which will boost their global reach and export volumes. It is creating a positive impact on the global level with its commitment to manufacturing affordable and high-quality medicines.

The Indian government's support has helped the sector grow, overcoming many challenges, and opening many op-

portunities to become a major pharmaceutical exporter globally. According to Frost & Sullivan's latest report, there is an impact of the government initiatives on enhancing Indian pharmaceutical exports:

The Indian government launched Production Linked Incentive schemes to boost domestic manufacturing,

which strengthens localisation and increases pharmaceutical exports globally.

### Below are the PLI schemes that are related to the pharma sector:

**Focusing on domestic manufacturing:** The government has started implementing policies on critical key starting materials, drug intermediates, and Active Pharmaceutical Ingredients (APIs) to grow domestic manufacturing capabilities. The Indian government will invest ₹69.4 billion for a period of six years, until 2029-2030. The scheme aims to promote

domestic manufacturing of the 53 crucial KSMs, drug intermediates, and APIs by providing financial incentives. This will reduce dependence on imports, bring new investments, increase domestic production, foreign exports, and create new employment opportunities.

**PLI scheme for pharma (2021):** The Indian government will invest ₹150 billion over six years to enhance pharma manufacturing capabilities and offer incentives to diversify product offerings towards high-value segments. This will elevate the reputation of the Indian pharma sector, leading to stronger global partnerships, gaining access to new markets, increasing demand and boosting exports.

**Scheme for promotion of bulk drug parks:** Indian pharma firms depend on imported bulk drugs, which are used in manufacturing final medicinal products. This scheme addresses the issue and promotes the construction of three bulk drug parks in Gujarat, Andhra Pradesh, and Himachal Pradesh. These zones will boost local manufacturing of bulk drugs (APIs), drug intermediates, and KSMs. This will help reduce supply chain disruptions, increasing Indian

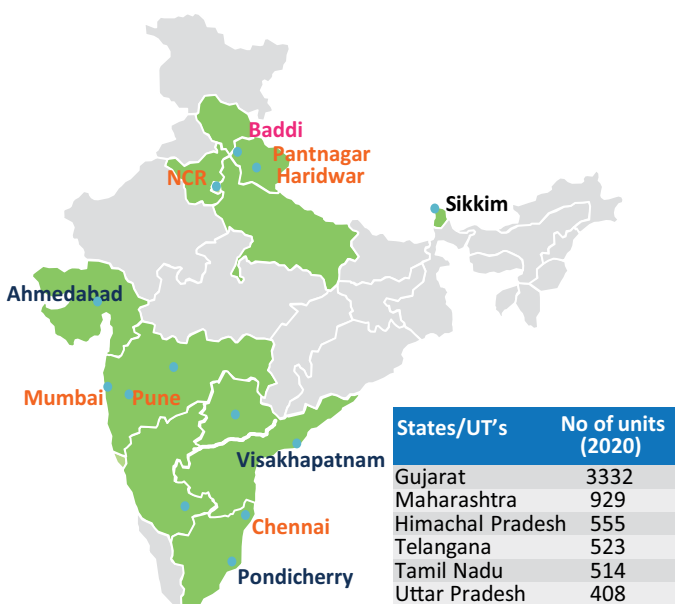


pharma exports, while ensuring low manufacturing costs, stable prices, and quality medicines.

speaks to experts on the current status of the pharma exports and government initiatives to boost it.

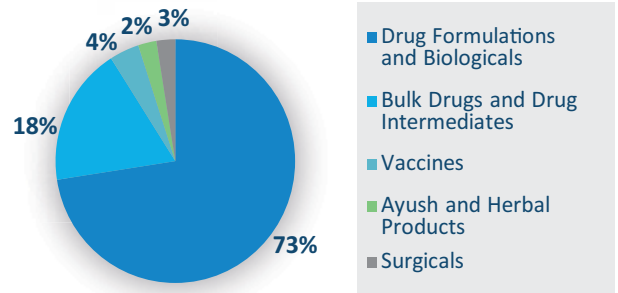
## AN OVERVIEW OF THE INDIAN PHARMACEUTICAL INDUSTRY

### Pharmaceutical Manufacturing Clusters In India



FROST & SULLIVAN

### India's Category-wise Pharmaceutical Exports Share (2022-2023)



- India exports pharmaceuticals to more than 200 countries.
- The United States receives almost 30% of all pharmaceutical exports, followed by Belgium, South Africa, and other nations.

1	Indian Pharmaceutical Market Size FY2022 (US\$ 50 billion)	2	Indian Pharmaceutical Exports FY22-23 (US\$ 25.3 billion)
3	Expected CAGR for export FY2020-FY2030 (~11-12%)	4	Foreign Direct Investments FY2000-FY2023 (US\$ 21.58 billion)

Source: IBEF, Frost and Sullivan Analysis





## Develop capability to enhance cross-border pharma e-commerce

“ I believe 70 to 75 per cent of generic drugs today are exported to Europe and the United States of America from India. Our pharmaceutical industry is doing a fantastic job and getting regular Food and Drug Administration approvals from the US Drug administrators. Go to any pharmacy abroad, you will find Indian generic drugs. The important factor is this development enables us to build cross border pharmaceutical e-commerce capabilities out of India. If we develop the capability of providing pharmaceutical e-commerce services, the world will recognise us, and that is what is needed. Domestic pharmaceutical industry would benefit greatly from this vision. We must develop our skills for product delivery to Europe and the USA in a controlled manner. That is where investment is needed from the Indian service providers to give good and safe pharmaceuticals to the world



**Tushar Jani**  
Group Chairman  
Cargo Service Centre

## Intensifying technology to enhance operational efficiency

“ India’s strategic positioning presents it as a potential global cargo hub, bolstered by a thriving economy, supportive policies, and ongoing infra advancements. ‘Make in India’ initiative, coupled with the China+1 strategy provides an avenue for increased global manufacturing shares. Initiatives, including export promotion schemes and FTAs aim to enhance competitiveness and market access for Indian exporters. Airline operators are poised for fleet expansions to augment cargo capacity. Cutting-edge technology such as AI, Blockchain is imperative for optimising cargo’s operational efficiency. Absence of wide-body freighter aircraft impedes access to long-haul destinations, while regulations and lack of coordination exacerbate delays in air cargo operations. Coordination among the stakeholders and addressing infrastructure deficits are crucial towards optimising India’s industry.



**Pradeep Panicker**  
CEO  
GHIAL

## Necessary infrastructure created for pharma exports

“ Indian medical exports are likely to reach ₹75,000 crore in the coming days, and we can see pharma firms expanding their horizon globally. Terminal operators understand the need of pharma and created the necessary infra. Stakeholders are jointly working on maintaining the cold chain, while transferring cargo from warehouse to aircraft by using cool dollies and thermal blankets to avoid any excursions. The road link has improved at a high pace, making it possible for the non-metro stations to send their pharma products on reefer trucks to metro stations across India. Delhi, Mumbai, Hyderabad, and Bengaluru have facilities to handle pharmaceuticals and are planning to expand more in future.”



**Sanjeev Kapoor**  
AVP, Product  
Air India



## Govt, pvt sector investing in enhancing transportation infra

“ Substantial investments have been observed in India’s healthcare and pharma supply chain since COVID. The government has supported healthcare sector through Ayushman Bharat Digital Mission and Research-linked Incentive Scheme for promoting R&D in pharmaceuticals. They have resulted in an uptick in manufacturing, attracted investment, and encouraged consumption. India, known as ‘pharmacy of the world’, is poised for further growth. Public and private sector are investing in enhancing transportation infra. There is an integration of advanced tech such as GPS tracking, temperature monitoring systems, and remote-control mechanisms into reefer vehicles. This is geared towards improving efficiency of managing temperature-sensitive shipments, thereby optimising logistics operations.”



**Cyrus Katgara**  
Partner  
Jeena & Company

## Technology, skilled workforce minimise risks in pharma

“ At Delhi airport, Celebi has a pharma logistics centre. It has pre-cool facility and four chambers with temperatures from 15°C to minus 20°C and an annual capacity of 72,000 Metric Tonnes. Our cargo ops are certified by GDP and CEIV Pharma. Collaborating with our clients, we tailor our services as per their needs. Technology plays a role in optimising cold chain transportation of pharma. Training tailored for drivers and handlers reinforce the industry’s commitment to maintain safety and quality. Collaboration among the industry stakeholders within the pharmaceuticals supply chain is essential, implementing best practices in handling pharma and minimising risks. Utilising GPS systems, monitoring shipments and temperature ensures control over the integrity of the pharma products.”



**Kamesh Peri**  
CEO  
Celebi Delhi Cargo  
Terminal Management

## Quality deteriorates due to drivers, poor handling

“ Packaging of the medicines play a vital role in maintaining the quality and temperature at which these medicines need to be transported. Thermal blankets, gel packs, vac-q-techs and ‘enviro-tainers’ need to be used to maintain the desired parameters during transportation. While transporting, these trucks are detained for longer periods by regulatory bodies. Owing to the negligence of the drivers’ and regulatory agencies, the products’ quality deteriorates as they are handled inappropriately. Poor road infrastructure causes long transit times, and the bumpy ride impacts the quality of liquid formulations. As export from shippers reaches the terminals in the evenings, congestion caused by heavy incoming traffic leads to longer waiting periods.”



**Narayanan Kutty**  
VP, Airfreight & Pharma  
(India, Middle East & Africa), Flyjac Logistics  
(LOGISTEED Group, Japan)



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## Products high in value should be in controlled environment

“After the pandemic enveloped the globe, industry has become cautious of supply chain challenges. Coming to pharmaceuticals, India is moving towards complex molecules, which are low in volume but high in value such as biosimilars, biologics, cell and gene therapy. Since these products are new, they need to be secured under controlled environment till there is enough data available on the product’s stability. Our company is scaling up facilities, and the government is making efforts in improving infrastructure in all areas—airports, seaports, road, rail, freight flow, to link all industrial clusters and reduce logistics cost to single digits. Today, travel time between major metropolitan cities has come down to less than five days.”



**Ravi Kumar Tummalapalli**  
Managing Director,  
va-Q-tec India

## More work to be done in gateway & tier II, III airports

“Pharma and healthcare IPOs, which have been listed in Bombay Stock Exchange and National Stock Exchange since 2021, is an indication of increasing investments to scale up production. Airport cargo terminals in terms of brick and mortar are not important since they are not meant for storage and warehousing. There is more work to be done not only in gateway airports but also in tier II and III airports. A paradigm shift in deployment of reefer vehicles from traditional perishables to time-sensitive ones is seen. Monitoring and controlling temperature excursions during transportation continues to be a challenge. This can be handled by enhancing the knowledge of the drivers and providing power supply at the vehicle topping points enroute.”



**B. Govindarajan**  
Chief Operating Officer,  
Tirwin Management  
Services

## Firms reaching partnerships to augment pharma exports

“Globally, pharma sector is likely to grow phenomenally. To capitalise on this, the government is working on ‘Vision Pharma 2047’ to make India a global pharma hub, as the industry may reach US\$130 billion by 2030. Indian pharma firms are making efforts to expand exports by leveraging strategic partnerships with global industry players. These new investments will fund cutting-edge tech to increase production capacity and create new drugs through advanced clinical trials. The government will invest ₹150 billion over six years to enhance pharma manufacturing and diversify product offerings towards high-value segments. This will elevate the pharma sector’s reputation, leading to stronger global partnerships, increasing demand and boosting exports.”



**Soumya Sinha**  
Director, Supply Chain  
& Logistics, Middle East  
& South Asia, Frost &  
Sullivan

## Govt, exporters collaborate to optimise cold storage

“To address the challenges of distributing temperature-sensitive products, India has been implementing various strategies, including expanding cold storage facilities, transportation networks, and investing in advanced refrigeration technology to maintain the required temperature during storage. The government and stakeholders have collaborated to optimise storage solutions—cold storage units and refrigerated trucks. Improving multimodal connectivity to support transportation of time-sensitive shipments. They are investing in expanding the fleet of refrigerated vehicles, including trucks, trains, ships, and aircraft to ferry perishables safely. These facilities help in storing perishables during transit and ensure seamless transfer between different transportation modes. Infra development includes construction of cold storage facilities, off airport refrigerated warehouses, and distribution centers.”



**Vipin Vohra**  
Chairman  
Continental Carriers







## More facilities near airports to ramp up cross border trade

“ India plays a vital role in manufacturing of drugs. We are growing in double digits and will continue to do so for five more years. To grab this opportunity, industry is making a lot of investment. We have an integrated logistics park i.e. a single window arrangement for clearance. For instance, the facility to accommodate temperature-controlled material at Hyderabad airport. The industry is developing facilities near airports/ports to give an edge for cross border transport. We need to utilise cutting-edge tech so that live info can be accessed. Visibility is still a challenge. We have trained employees (white colour), but a lot needs to be done on product handling training to save costs.”



**Bharat Bhushan Rathi**  
Head, Logistics and Distribution, Mankind Pharma Limited

## India tops in moving pharma to global supply chains

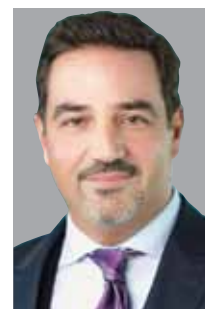
“ India is not only leading the way in pharma but is also leading in ensuring infrastructure and facilities are in place to move the sensitive products through global supply chains. Patients’ safety demands integrity and compliance of handling and moving pharma safely. Major Indian airports where pharma is ferried have industry and regulatory-complaint cold chain facilities. But it must be said then that this situation needs to be matched at every transit hub and destination point throughout the global network. Pharma. aero are doing well by promoting these needs globally and setting up a network of airports and supply chain partners. It is crucial when pharma is ferried, product integrity is not compromised.”



**Glyn Hughes**  
Director General  
TIACA

## Delhi, Mumbai, Hyd, B'luru are our vital pharma gateways

“ If we look at India specifically, the country represents 30-40 per cent of the international production of generic drugs and medicines to 200 countries. We are seeing increased flows out of India to the USA and Europe. For Etihad Cargo, Bengaluru, Mumbai, and Hyderabad are some of the important gateways commonly used out of India for pharma traffic. Hyderabad, for example, is a top healthcare and active pharmaceutical ingredients (API) commodity production and distribution area. We estimate up to 50 per cent of international flows are currently from this segment. Some of the commodities transported by air from Hyderabad require a temperature-controlled environment and advanced packaging solutions.”




**Fabrice Panza**  
Manager, Special Products, Etihad Cargo





# Air cargo flourishing with boom in future commodities

Air freight traffic rose by 3.2% in 2022-23, indicating a marginal growth. The industry is driven by high demand in e-commerce, pharma, manufacturing, electronics, and agro. Future growth can be facilitated by establishing advanced air cargo terminals, belly capacity expansion, and recruiting dedicated cargo freighters.

 Ritika Arora Bhola

Ever since COVID has hit the world, the demand for pharma and perishables have witnessed a surge. Industry leaders have learnt an important lesson—to be prepared for the worst and have contingency plans in place to survive.

The world knows pharma and perishables are the lone commodities, which were moving, when the world came to a standstill. The demand for pharma—medicines, clinical

equipment—and perishables would never see a downturn. These apart, import commodities comprise petroleum products, electronics, gold, silver, aluminium, copper, lead, nickel, zinc, crude oil, natural gas, cardamom, cotton, crude palm oil, kapas, mentha oil, rubber, and machinery goods and pulses and rice depending on the situation.

The air cargo industry has recently witnessed a high growth in transporting high-value goods, pharmaceuticals, and temperature-sensitive

**If we talk about future commodities, pharma & perishables take a lead followed by e-commerce, which has brought a revolution in logistics**

products, thereby focusing on the air cargo services in ensuring secure transportation followed by efficient deliveries at the click of a mouse.

If we talk about future commodities, pharma and perishables would take a lead followed by the e-commerce which has brought a revolution in logistics and contributed to its growth. Since 2020, e-commerce is flourishing. It is driving cargo growth incredibly. In the past, with internet penetration and exposure, e-commerce has reached the remotest areas, assuring same day and next day deliveries.

From 2020-2022, demand for consumer durables has  
*Contd. on next page* ▶





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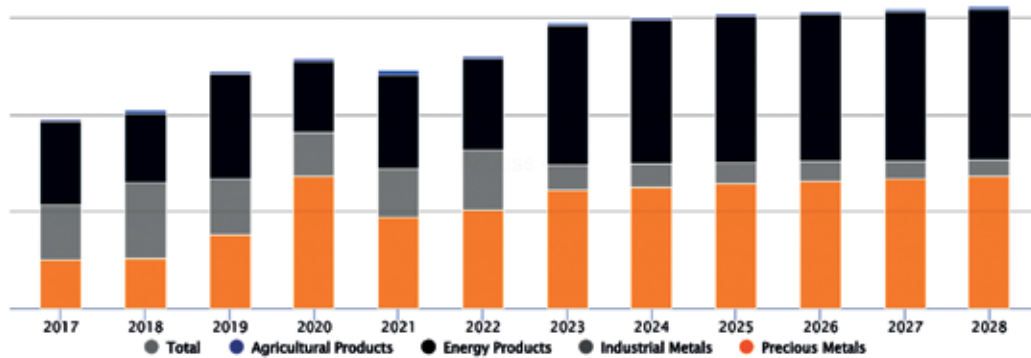
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## Value Development

NOTIONAL VALUE



Notes: Data shown is using current exchange rates and reflects market impacts of the Russia-Ukraine war.

Most recent update: Oct 2023

Source: Statista Market Insights

also increased significantly. Since 2023, the industry is witnessing demand for sustainable goods.

### GOVERNMENT INITIATIVES

The government's support in improving customs processes and collaboration across the

cargo supply chain could enhance efficiency and contribute to reaching the target of 10 MMT by 2030.

The Indian government is focusing on advancing cargo, logistics and e-commerce to boost economic development and making it a ₹5 trillion

economy. Developments such as infra boost, NLP, digitalisation, e-commerce regulations, customs reforms, support for startups, and GST implementation are reaffirming the same for the sector. These efforts align with 'Make in India' and 'Atmanirbhar Bharat', stressing self-reliance and

promoting a conducive environment for these sectors to thrive. It is vital to have rules and norms in place that could encourage exporters achieve optimal productivity in maximising exports.

We expect the government to drive essential regulatory reforms through the PM Gati Shakti Masterplan and National Logistics Policy to establish a global standard air logistics ecosystem as the PMGS' focus on infra development, pivotal in modernising transportation networks. The upgradation and modernisation of the airports located in the satellite towns need to be probed to derive the strategic advantages by the exporters.

**CJ DARCL** spoke to some freight forwarders to know in-depth about the current EXIM trade, trade policy changes and initiatives among others taken up by the government to enhance production and transportation capabilities and efficiencies.

## e-commerce, D2C, to exceed 10 bn shipments in future

“In India, commodities driving air cargo growth are perishables and pharma, especially due to their need to maintain freshness. India produces 400 million MT of perishables every year. High-value items such as electronics, automotive components, and textiles also contribute to air cargo volumes due to their demand. We anticipate a surge in demand for e-commerce shipments, driven by the growth of online retail platforms. India's e-commerce logistics domain, especially D2C, is likely to exceed 10 billion annual shipments by FY 2027-28. As international awareness and commitment towards sustainability grow, there will likely be an emphasis on eco-friendly transportation methods, leading to an increase in demand for air cargo services with a lower carbon footprint. We must maintain open communication channels with our suppliers and partners to address any emerging challenges.”



**Keku Bomi Gazder**  
Managing Director &  
CEO, Aviapro Logistic

## Automotive spare parts to drive air cargo growth

“Air cargo transportation of smartphones, laptops, and other high-end products, demanded by Indians, is likely to see significant growth. As India continues to emerge as a global hub for automotive manufacturing, the export of automotive parts and components could drive air cargo growth in the future. Since India is a major exporter of textiles and apparel, air cargo could play a crucial role in meeting the fast fashion demands of international markets. Since the healthcare sector continues to evolve, there could be growing demand for Indian medical devices and healthcare equipment, leading to increased air cargo shipments. The aerospace and defense industry in the country is growing, and the export of aerospace components may contribute to air cargo growth. In terms of cargo moving to and from India, besides the aforementioned commodities, other goods include engineering goods and chemicals among others.”



**Vipin Vohra**  
Chairman  
Continental Carriers

## Quotas, tariffs frequently disrupt the flow of goods

“Over the past some years, air cargo witnessed a shift in consumer preference towards durable goods, hinting at India's potential as an export hub in sectors such as e-commerce, FMCG, retail, chemicals and pharma. Aligned with its commitment to providing logistics solutions, CJ DARCL contributes to the industry by ferrying shipments worldwide and facilitating the supply chain of fragile, perishables, and other products. Trade barriers—tariffs and quotas—disrupt the flow of goods and materials, leading to delays in shipments, increased production costs, and uncertainty in sourcing essential materials. Businesses must navigate this landscape by employing strategic responses—diversifying their supplier base or reshoring production to mitigate these disruptions and ensure operational efficiency. Integration with exports controls exemplify interplay between PMGS, NLP, and Self-Reliant India.”



**Nikhil Agarwal**  
President  
CJ Darcl Logistics

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## Govt taking steps to set up global air logistics ecosystem

“India is a major exporter of pharma and farm products. Looking ahead, along with pharma, agriculture, and e-commerce, the development in the industry of EV vehicles, sustainable commodities, and digitalisation-driven commodities will also contribute to the air cargo. Innovations in processed food will have more scope in the global market. India’s position between major trade routes makes it an ideal transshipment hub for global cargo flows. The government is taking steps to improve the industry through PMGS and NLP, and set up a global standard air logistics ecosystem. India’s journey to become a major cargo hub involves planning, infrastructure investment, technological advancements, and sustainable practices. Enhancing airport facilities, ensuring efficient operations, increased freight capacity, simplified customs procedures, and digitization of documentation are some of the crucial steps.”



**Neetu Chadha**  
Associate Director  
Air Exports, WIZ

## ‘Make in India’ bolsters sectoral domestic production

“India’s air cargo growth is driven by global demand for pharma, perishables, and e-commerce goods. India’s prominence in pharma, a major contributor to air cargo, is evident in the Indo-US trade lane. Perishables, thriving in the Indo-Gulf route and cater to Middle East markets. e-commerce surging in India, intensifies the Indo-China trade lane, ferrying electronic goods and textiles. These trade lanes stress India’s role in global cargo movements. Beyond these specialized sectors, India’s diverse economy contributes to air cargo traffic with commodities such as textiles, automotive components, and engineering goods. The ‘Make in India’ initiative bolsters these sectors by promoting domestic production. As India’s trade policies evolve, the measures taken by the government, streamline regulations and develop infra in ensuring sustained air cargo growth across various commodities. Its initiative is anticipated to play a key role in shaping air cargo’s trajectory.”



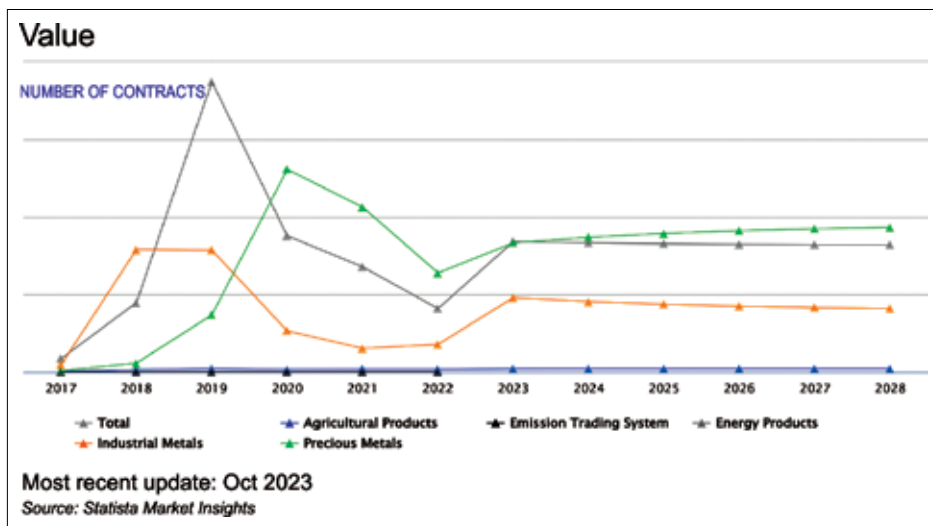
**Kritika Seth**  
Executive Director  
Allied Aviation

## Future growth in perishables, pharma & electronic goods

“Currently, the major commodities exported from India are pharma, perishables, electronic items, engineering goods, cereals, cotton yarn, iron, steel, automobile and machinery parts, mangoes, tea, coffee and finished leather goods. We foresee the future may witness enormous growth in exports of pharma, perishables and electronic items. India will also have substantial units manufacturing electronic and microchips. The major import commodities comprise petroleum products, electronic goods, gold and machinery goods apart from pulses and rice as and when the situation demands. The sector has recently witnessed a massive growth in export of transporting high-value goods, pharma, and temperature-sensitive items, thereby focusing on the vital role of air cargo services in ensuring seamless transportation. Disruptions in the supply chain have a direct and an indirect impact on inflation.”



**Sunil Kohli**  
Managing Director  
Rahat Cargo



## Technology & auto spare parts drive air cargo growth

“With businesses across various sectors relying on air cargo to move a wide range of products within and out of the country. Some of the products that currently drive air cargo growth include pharma, consumer durables, and e-commerce. The pharma industry is one of the largest globally, with a significant portion destined for global markets. Advanced technology, auto spare parts, and specialty manufacturing goods are some of the future-ready commodities that drive air cargo growth. They are poised for growth due to India’s expanding manufacturing capabilities and India’s global trade routes. Changing trade policies can impact international supply chains by changing tariffs, regulations, and trade pacts. The uncertainty may lead to increased costs and logistical challenges. It is imperative for the govts to provide clarity and stability through transparent trade policies.”



**Hitendra Mankani**  
CCO  
DB Schenker







## Commodities

Category	Constituents
Grains/Cereals	Rice, Basmati Rice, Wheat, Maize
Oils/Oilseeds	Castor Seeds, Groundnut Oil, Castor Oil, Mustard Seed, Soy Oil, Crude Palm Oil, Cottonseed, Etc.
Pulses	Chana, Tur Dal, Urad, Etc.
Spices	Pepper, Jeera, Turmeric, Red Chilli, Cardamom, Etc.
Metals	Aluminium, Nickel, Zinc, Iron Ore, Bauxite, Steel, Soda Ash, Rare Earth Metals
Fibres	Cotton And Jute
Metals and minerals	Gold, Palladium, Silver, Iron, Zinc, Platinum, Etc.
Energy Products	Brent Crude And Crude Oil, Natural Gas, Coal







## Govt platform to connect exporters, global stakeholders

“Currently, most of the cargo moving to and from India involves high-value commodities like electronics, pharmaceuticals, and perishable goods due to the need for speedy delivery and temperature control during transport. Indian trade policies have been evolving to enhance business and the economy. Recent initiatives demonstrate the country’s emphasis to become a major player in global trade and to facilitate better integration into the global trading system. The government has launched platforms such as Trade Connect ePlatform to link Indian exporters with global stakeholders. Foreign Trade Policy provides a framework for promoting exports and trade, aiming to improve India’s market share in existing markets and products, exploring new products and new markets. The government is focusing on promoting high-value-added exports where the country has a strong domestic manufacturing base.”



**Rohit Gupta**  
Country Manager  
Air & Ocean  
Rhenus Logistics India

## India can be export hub in IT, defence, pharma sectors

“Indian domestic air cargo market will be strong due to increased demand for consumer durables. In the time to come, India will become a big exports hub in IT, defence products, consumer durables, pharma and heavy lift industry will project growth. Social commerce is the practice of selling and buying products directly within social media platforms, such as Facebook, Instagram, or TikTok. Social commerce can leverage the power of social networks, influencers, and user-generated content to drive sales and awareness for brands. AI is reshaping e-commerce from back end of supply chain logistics to the front end. India exports pharma, tea, mangoes, coffee, spices, leather and leather goods among others while top Indian imports are crude oil, coal, diamonds, chemicals, among others. The job of trade policies is to regulate imports and exports to the benefit of the domestic economy.”



**Sharmila H. Amin**  
Managing Director,  
South Asia India,  
Bertling Logistics India

## Amending trade policies can impact supply chains

“The industry is witnessing a shift towards innovative products, reflecting the changing landscape of global trade and commerce. Cargo flow to and from India involves goods such as pharma, textiles, automotive components, and IT products. India imports machinery, electronic equipment, and oil. Air cargo plays a crucial role in ferrying time-sensitive products such as perishables and pharma, while sea transport handles bulk shipments. e-commerce has fuelled a surge in exports and imports. As India’s economy grows, the nature of cargo adapts to global demands. This movement reflects the nation’s role in the global supply chain, linking industries and markets worldwide. Amending trade policies can impact supply chains with shifts in tariffs, regulations, or trade pacts, disrupting supply routes, influencing production costs. Firms might re-evaluate suppliers and logistics, leading to localisation of supply chains.”



**JB Singh**  
Director  
MOVIN



# Distribution hub services launched by Bobba Logistics

Introducing efficient Distribution Hub Services from Bobba Logistics. Strategically located off NH-7 and still well within city limits, one gets location advantage with our DHS. Without compromising on quality, and well within one's timelines. Allow us to bring everything to you and your goods.

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and cold storage from Bobba Logistics. Strategically located off NH7 and still well within city limits, you get location advantage with our Distribution Hub Services. The Bobba Logistics Distribution Hub will be responsible for as following:

**Resourceful warehousing:** With sufficient space for storage, including both dry and cold storage, this solution is designed to benefit clients in Cost-cutting Operating expenses day-to-day expenses incurred by a business to maintain its ongoing operations.

**Spike management:** Our distribution hub is equipped to handle sudden or unexpected increases in demand for products or services, without any disruptions.

**Supply Chain Visibility:** End-to-end visibility in supply chain to optimise logistics and respond to changes economically, and scalability.



## HIGHLIGHTS

- ❖ **Operational front:** Advanced technology and automation to help optimise the supply chain, from storage, quality checks and order picking to delivery and cross docking
- ❖ **Inventory management:** Distribution hub provides better control and visibility over stock levels. This benefits in reducing excess inventory and minimising stockouts
- ❖ **Inventory updates:** Facilitating real-time Tracking, IOT, barcoding/RIFD for stock inventory, aids in monitoring your stock status, shipment locations
- ❖ **Order fulfilment:** Strategically located to serve markets trend efficiently. Our optimal proximity enables quicker order fulfilment, and reduces lead times, meeting customer demands and improving overall service levels.
- ❖ **Financial flexibility:** At Bobba Logistics, we have a Pay-As You-Store concept that aligns pricing with the storage used. This helps to get rid of the fixed costs of outmoded distribution hubs
- ❖ At our distribution hub, we provide solutions for Data Driven Decision for Spike movement in unpredictable market trends, along with a contingency plan for risk mitigation
- ❖ **Energy efficiency:** Our warehouse/distribution hub is eco-friendly, optimising resources ably.
- ❖ **Cross-docking:** Make use of our cross-docking facility to reduce the storage time and, therefore, speed up the distribution process





# ‘Shortage in SAF production even as demand increases’

Production incentives for SAF are the way forward to assist decarbonisation efforts. Constant change is never easy, but it is worth it when that change delivers 60 million tonnes of cargo, says **Brendan Sullivan, Global Head, Cargo, IATA**, at the recently concluded World Cargo Symposium.



CT Bureau

Transparency in CO<sub>2</sub> emissions is critical as the air cargo industry makes progress towards net zero emissions by 2050. It will become a requirement and is being demanded by our customers who must report on their emissions, including to their stakeholders.

To be credible, the players should be consistent. Reason why IATA is developing CO<sub>2</sub> Connect for Air Cargo and partnering with the Smart Freight Center (SFC), in a collaboration that enables application of a unified methodology along the air cargo value chain for carbon emission calculations and reporting. CO<sub>2</sub> Connect for Cargo for calcu-

lating CO<sub>2</sub> emissions is powered by actual airline operational data and based on the industry-approved methodology. All governments need to support and strengthen the standards in Annex 18 of the Chicago Convention concerning the safe transport of dangerous goods. Updates to Annex 18 will clarify who is responsible for what within the supply chain. “We urge all the countries to adopt and implement these changes to Annex 18, thereby ensuring the safety and efficiency of air transport for HAZMAT,” Sullivan said.

These actions demonstrate how the issues associated with lithium batteries are being managed with better tracking and operational solutions.



**Brendan Sullivan**  
Global Head, Cargo  
IATA

“Offenders must not fail to declare lithium batteries in cargo or mail shipment or transport those which do not comply with UN test criteria, or not prepare the shipments compromise with the safety and security regulations,” Sullivan

added. The growth in ferrying pharma by air and the rise in e-commerce has led to an increase in demand for real-time tracking. Shippers, cargo handlers and stakeholders want to know the procedures for approval and use of tracking devices. The updated IATA Interactive Cargo Guidance provides a framework so that these devices can monitor quality and accuracy of time and temperature-sensitive goods.

## DIGITALISATION

“Of late, digitalisation is a blessing disguise for the industry. This has not happened as fast as possible. But progress is real. Inefficient paper-based, manual processes are being replaced with digital solutions

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in all aspects of cargo processes from tracking to customs clearance,” he said.

Some countries have made progress in implementing strategies to facilitate trade, streamline border operations, and manage goods flow. For example, Brazil’s adoption of IATA’s Advance Cargo Information digital standards has given pace to cargo release times—from five days to just five hours! The authorities estimate this digital shift could reduce manual cargo processing by 90 per cent. The increasing number of pre-loading advance cargo information initiatives highlights the importance of sharing accurate data within the air cargo supply chain.

introduction of solar and wind generation for electricity. Singapore is a good example. The government has recently taken steps to create a Sustainable Air Hub with a view to fostering SAF,” Sullivan remarked. “Initiatives such as CO<sub>2</sub> Connect, IEnvA and partnerships for SAF procurement exemplify the industry’s commitment to reducing its impact. For any industry to survive, change is essential. Constant change is never easy. But it is worth it when that change delivers 60 million tonnes of cargo, powers economies, improves peoples’ lives, and makes the world a better place,” Sullivan added.

Meanwhile, IATA and the SFC have announced a part-

## CARBON CALCULATIONS

“Our partnership with the SFC will help us give pace to development of CO<sub>2</sub> Connect for air cargo as the best tool for carbon calculations. This is important for the airlines and shippers and their customers who need accurate calculations based on real data to support their contributions to global decarbonisation efforts,” said Leger, while addressing at the recent World Cargo Symposium.

“A milestone has been reached and this took a long time in the making. The need for unified emissions data is stronger than ever, and this will enable cargo transport service purchasers to make

celerating our efforts in decarbonising the industry,” said Andrea Schoen, Director, Clean Air Transport Programme, SFC.

## PILOT PROJECT

IATA and SFC are working together with Kuehne+Nagel as a pilot customer for IATA CO<sub>2</sub> Connect for Cargo to ensure that the tool meets the requirements of freight forward-

**Transparency is vital to drive decarbonisation investments, encouraging synergetic action across the value chain**

ers and their customers. “As a freight forwarder, we can attest to the value that this collaboration will bring to the cargo industry,” said Fabiano Piccinno, Global Head, Sustainability Air Logistics, Kuehne+Nagel.

“We are happy to look forward to seeing this project pave the way for future sustainable solutions in aviation.” The SFC Clean Air Transport Programme comprises 50 members. It engages in collaborative action to support the aviation’s decarbonisation efforts.

## CO<sub>2</sub> CONNECT FOR AIR CARGO

IATA CO<sub>2</sub>Connect for Cargo is a carbon emission calculator for the shipments, using primary data from the airlines. It will be available from the Q4 of 2024. It considers airline-specific fuel burn from freighters and passenger aircraft carrying belly cargo, airline specific cargo load factors, and PLF to determine the correct ratio to attribute to belly cargo. The carbon data output thus provided will be aligned with IATA Recommended Practice 1678 and “we will provide additional output considering CO<sub>2</sub>e and CO<sub>2</sub>/tonne-kilometres in a bid to meet the requirements of shippers reporting in those metrics, Leger said. 🍀



## SUSTAINABILITY

Sustainable Aviation Fuel (SAF) is the cornerstone of the cargo industry’s decarbonisation efforts. There is no shortage of demand from airlines and shippers to use SAF. However, shortage of supply is the problem. “Production incentives are the way forward as we saw with the

nership to provide consistent and transparent carbon emissions calculations for air freight shipments. This is an important step for international air transport to advance its decarbonisation efforts, Frederic Leger, SVP, Commercial Products & Services, IATA, while addressing the recent WCS said.

well-founded and long-term decisions. Transparency is the key to drive decarbonisation investments, encouraging synergetic action throughout the value chain. Our partnership with the association will enable effective collaboration by building trust and exchanging info across the value chain which will help in ac-





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# Air cargo paving way for sustainable future: TIACA

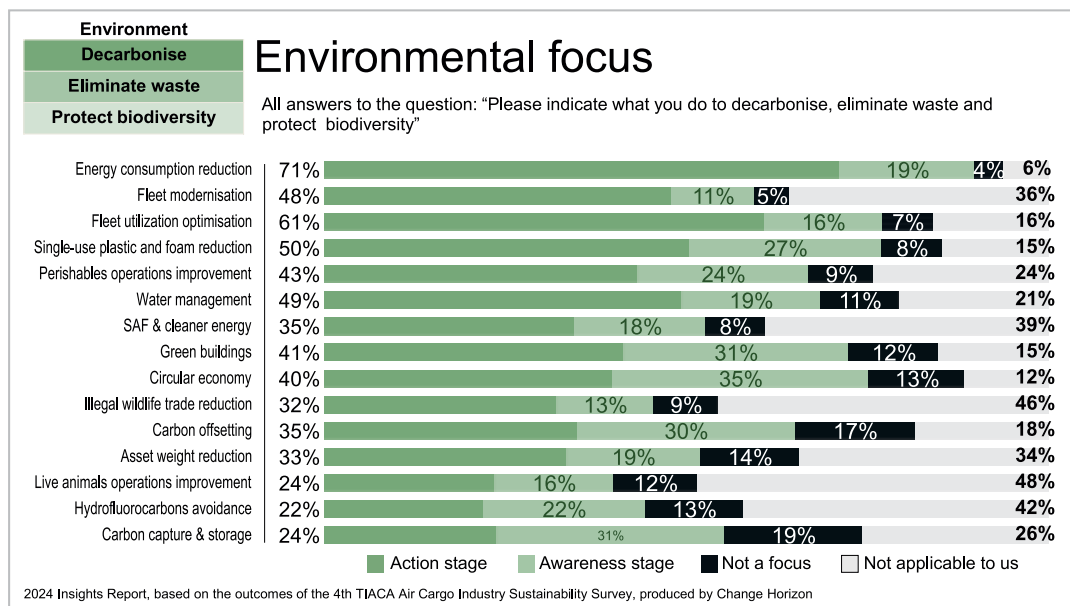
71% of airports confirm that they are transitioning to green buildings, while 79% are actively tackling their water management issues. Nearly 80% of them are also focusing on reducing their noise footprint, according to Insights Report, supporting TIACA’s Sustainability Programme and development of new projects.

CT Bureau

TIACA released the fourth comprehensive study undertaken on the air cargo industry’s sustainability position. The results compared to previous reports and published as the 2024 Insights Report, demonstrate the progress the industry has made towards a more sustainable future.

The Insights Report supports the association’s comprehensive Sustainability Programme focused on people, planet and prosperity supported by innovation and partnership.

The report showcases the work of the Sustainability Programme and the development of new projects that support a sustainable air cargo industry.



“The results of the TIACA’s Insights Report are encouraging and while we have made progress on the sustainability front; we still

have a lot of work to do. The report allows us to see how far we have come from the initial launch four years ago to where we are today, as well

as those areas that we need to put more focus on,” said Steven Polmans, Chair, TIACA. The highlights of the report are as follows:

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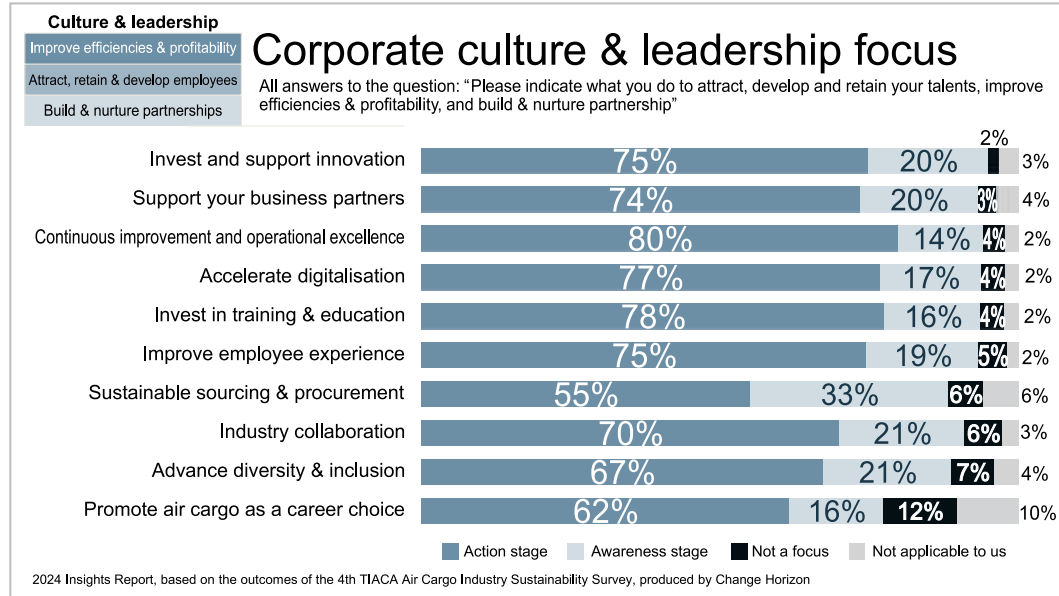
- As many as 91 per cent of the respondents confirm C-suite sustainability is supported by their CEO, 81 per cent by their CFO and 97 per cent highlight sustainability is more important than last year
- The report reveals companies see a clear connection between their ESG performance and their reputation (85%) and attractiveness (73%) but less so for their bottom line (39%)

- The pressure from the regulators keeps increasing year-on-year: only 37 per cent of the respondents in 2021 indicated regulatory pressure, while it is now 61 per cent, i.e. six points more than last year and 24 points compared to than the last year
- While 71 per cent have a sustainability strategy, this number hides the differences between the large (92%) and small-sized companies (46%)

- The air cargo industry first tackles efficiencies and operational excellence with innovation and digitalisation fuelling the modernisation efforts
- The air cargo industry continues investing in people through several training programmes (79%) and employee well-being (76%). As many as 70 per cent declare that they take action in order to advance their diversity and inclusion credentials



**Steven Polmans**  
Chair  
TIACA



**While the cargo industry has made progress on the sustainability front, we still have quite a lot of work to do**

- 71 per cent of airports confirm they are transitioning to green buildings, and 79 per cent are actively tackling their water management issues and 80 per cent are focusing on reducing their noise footprint

The report classifies the various aspects of



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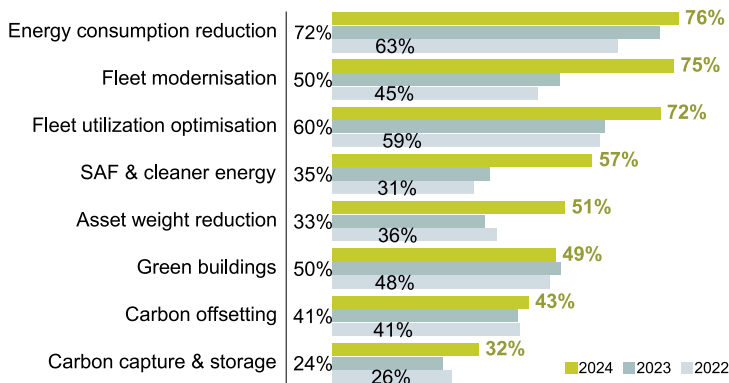
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## Industry focuses on its energy consumption to decarbonise, and reduce costs

How companies reduce (or plan to reduce) their carbon footprint



**76%** ↑+4

Of surveyed companies already reduce energy consumption in own operations



These figures reflect what respondents declared they are actively improving/reducing

2024 Insights Report, based on the outcomes of the 4th TIACA Air Cargo Industry Sustainability Survey, produced by Change Horizon



**Glyn Hughes**  
Director General  
TIACA

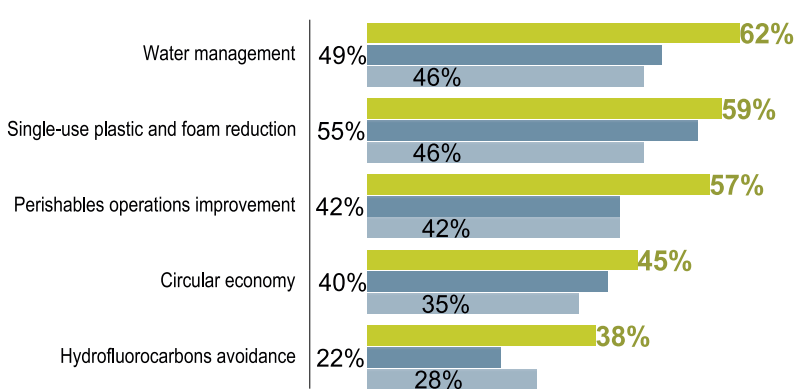
**The Insight Report states how vital sustainability has become in industry and supports our Sustainability Programme**

sustainability into three key areas—critical items to operate successfully, essential items to grow and a wide range of exemplary areas to differentiate. “The report underlines how vital sustainability has become within the industry and supports TIACA’s Sustainability Programme. As we continue our work on this front, we look for ways and means to help guide the industry towards a sustainable future. We look forward to launch of new projects that will continue to support the industry’s sustainability path, including Invest In Climate Action and Air Cargo Training Library platforms, likely to be launched this week,” Glyn Hughes, DG, TIACA, said.



## The air cargo industry is boosting its waste & water management efforts

How companies actively improve their waste & water management



**90%**

Of surveyed companies focus on eliminating single-use plastic and foam (action or awareness stage)

100% of companies in Asia are looking at the plastic issue!

**79%**

Of airports confirm they are actively managing, saving and protecting water. That is 17 points more than the industry average!

These figures reflect what respondents declared they are actively improving/reducing

2024 Insights Report, based on the outcomes of the 4th TIACA Air Cargo Industry Sustainability Survey, produced by Change Horizon

### FACTFILE

➔ This year’s report is compiled from nearly 300 responses from the industry covering airlines, airports, freight forwarders, ground handlers, shippers, equipment manufacturers, IT providers, and other bodies.



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# Estimates for selected major commodities for February 2024

## Trade: Export

Sl. No.	Commodities	Values in Million USD				% Change	
		FEB'23	APR'22- FEB'23	FEB'24	APR'23- FEB'24	FEB'24	APR'23- FEB'24
1	Tea	57.92	759.94	80.05	752.91	38.21	-0.93
2	Coffee	100.10	1010.98	146.07	1096.60	45.92	8.47
3	Rice	1035.21	10016.30	1053.95	9321.59	1.81	-6.94
4	Other cereals	116.89	1110.70	21.02	489.58	-82.02	-55.92
5	Tobacco	70.69	1124.00	111.86	1328.17	58.24	18.16
6	Spices	375.22	3404.21	430.91	3676.30	14.84	7.99
7	Cashew	32.57	323.52	28.13	310.26	-13.63	-4.10
8	Oil Meals	226.75	1341.92	170.87	1571.66	-24.64	17.12
9	Oil seeds	105.82	1162.86	145.73	1302.95	37.71	12.05
10	Fruits & Vegetables	360.94	2791.19	406.86	3220.40	12.72	15.38
11	Cereal preparations & miscellaneous processed items	218.53	2367.70	257.19	2581.53	17.69	9.03
12	Marine Products	531.27	7403.23	493.72	6846.80	-7.07	-7.52
13	Meat, dairy & poultry products	306.20	3647.80	422.05	4111.92	37.83	12.72
14	Iron Ore	309.58	1426.87	411.33	3643.92	32.87	155.38
15	Mica, Coal & Other Ores, Minerals including processed minerals	472.03	4672.18	399.48	4191.84	-15.37	-10.28
16	Leather & leather products	333.28	4407.93	333.22	3939.57	-0.02	-10.63
17	Ceramic products & glassware	309.49	3365.59	339.78	3900.69	9.79	15.90
18	Gems & Jewellery	3601.15	35212.02	3195.52	30087.70	-11.26	-14.55
19	Drugs & Pharmaceuticals	2055.97	22906.75	2513.32	25046.43	22.24	9.34
20	Organic & Inorganic Chemicals	2218.52	27620.07	2951.62	25576.50	33.04	-7.40
21	Engineering Goods	8577.49	96846.36	9941.37	98037.37	15.90	1.23
22	Electronic Goods	1936.54	20694.04	2997.94	25601.88	54.81	23.72
23	Cotton Yarn/Fabs./made-ups, Handloom Products etc.	877.17	9924.13	1026.93	10588.91	17.07	6.70
24	Man-made Yarn/Fabs./made-ups etc.	397.33	4472.54	431.74	4239.80	8.66	-5.20
25	RMG of all Textiles	1407.68	14742.71	1476.34	13059.35	4.88	-11.42
26	Jute Mfg. including Floor Covering	28.90	400.96	26.61	310.41	-7.92	-22.58
27	Carpet	98.95	1255.12	113.35	1266.14	14.55	0.88
28	Handicrafts excl. handmade carpet	115.34	1566.21	215.66	1522.91	86.98	-2.76
29	Petroleum Products	7839.43	89121.41	8237.40	78389.52	5.08	-12.04
30	Plastic & Linoleum	596.20	7652.29	728.22	7297.91	22.14	-4.63
	<b>Sub-Total</b>	<b>34713.16</b>	<b>382751.53</b>	<b>39108.24</b>	<b>373311.52</b>	<b>12.66</b>	<b>-2.47</b>
	<b>GRAND TOTAL</b>	<b>37013.70</b>	<b>409112.18</b>	<b>41402.54</b>	<b>394990.82</b>	<b>11.86</b>	<b>-3.45</b>

Note 1: Exports include Re-Exports.  
 Note 2: The figures for FEB'24 are provisional.  
 Note 3: Grand total is inclusive of component 'Other'

(Source: Ministry of Commerce & Industry, Government of India)



# Estimates for selected major commodities for February 2024

## Trade: Export

Sl. No.	Commodities	Values in Million USD				% Change	
		FEB'23	APR'22- FEB'23	FEB'24	APR'23- FEB'24	FEB'24	APR'23- FEB'24
1	Tea	478.44	6108.03	664.12	6235.81	38.81	2.09
2	Coffee	826.88	8078.36	1211.86	9070.42	46.56	12.28
3	Rice	8551.71	80339.28	8743.93	77104.43	2.25	-4.03
4	Other cereals	965.60	8928.99	174.42	4039.94	-81.94	-54.75
5	Tobacco	584.00	9004.40	928.07	10998.52	58.92	22.15
6	Spices	3099.63	27282.50	3574.95	30424.25	15.33	11.52
7	Cashew	269.06	2598.92	233.35	2568.51	-13.27	-1.17
8	Oil Meals	1873.19	10817.34	1417.60	13010.38	-24.32	20.27
9	Oil seeds	874.15	9348.62	1209.02	10783.07	38.31	15.34
10	Fruits & Vegetables	2981.63	22413.43	3375.47	26663.40	13.21	18.96
11	Cereal preparations & miscellaneous processed items	1805.27	18950.45	2133.77	21369.06	18.20	12.76
12	Marine Products	4388.77	59349.88	4096.09	56684.78	-6.67	-4.49
13	Meat, dairy & poultry products	2529.48	29192.97	3501.48	34052.45	38.43	16.65
14	Iron Ore	2557.35	11376.73	3412.57	30190.98	33.44	165.37
15	Mica, Coal & Other Ores, Minerals including processed minerals	3899.37	37391.82	3314.20	34695.77	-15.01	-7.21
16	Leather & leather products	2753.16	35298.26	2764.53	32600.75	0.41	-7.64
17	Ceramic products & glassware	2556.65	26971.05	2818.93	32280.46	10.26	19.69
18	Gems & Jewellery	29748.53	281921.60	26511.22	249148.39	-10.88	-11.62
19	Drugs & Pharmaceuticals	16984.03	183642.37	20851.39	207343.65	22.77	12.91
20	Organic & Inorganic Chemicals	18326.83	221138.88	24487.72	211703.53	33.62	-4.27
21	Engineering Goods	70857.33	775375.26	82477.20	811451.00	16.40	4.65
22	Electronic Goods	15997.50	166422.86	24871.99	211947.86	55.47	27.36
23	Cotton Yarn/Fabs./made-ups, Handloom Products etc.	7246.14	79345.40	8519.76	87644.86	17.58	10.46
24	Man-made Yarn/Fabs./made-ups etc.	3282.32	35799.88	3581.87	35089.52	9.13	-1.98
25	RMG of all Textiles	11628.60	118049.22	12248.22	108080.48	5.33	-8.44
26	Jute Mfg. including Floor Covering	238.73	3202.26	220.77	2567.78	-7.52	-19.81
27	Carpet	817.43	10048.17	940.37	10482.50	15.04	4.32
28	Handicrafts excl. handmade carpet	952.82	12532.68	1789.22	12606.16	87.78	0.59
29	Petroleum Products	64760.35	713616.65	68340.41	648979.43	5.53	-9.06
30	Plastic & Linoleum	4925.12	61192.29	6041.59	60409.13	22.67	-1.28
	<b>Sub-Total</b>	<b>286760.06</b>	<b>3065738.54</b>	<b>324456.09</b>	<b>3090227.28</b>	<b>13.15</b>	<b>0.80</b>
	<b>GRAND TOTAL</b>	<b>305764.61</b>	<b>3276284.84</b>	<b>343490.39</b>	<b>3269683.60</b>	<b>12.34</b>	<b>-0.20</b>

Note 1: Grand total is inclusive of component 'Other'.

Note 2: The figures for FEB'24 are provisional.

(Source: Ministry of Commerce & Industry, Government of India)

Contd. on next page ►

# Estimates for selected major commodities for February 2024

## Trade: Import

Sl. No.	Commodities	Values in Million USD				% Change	
		FEB'23	APR'22-FEB'23	FEB'24	APR'23-FEB'24	FEB'24	APR'23-FEB'24
1	Cotton Raw & Waste	34.69	1383.69	31.43	549.83	-9.40	-60.26
2	Vegetable Oil	1327.57	19430.88	931.40	13806.56	-29.84	-28.95
3	Pulses	188.50	1759.39	397.11	3174.14	110.67	80.41
4	Fruits & vegetables	211.67	2443.92	263.68	2678.68	24.57	9.61
5	Pulp and Waste paper	135.64	1947.44	135.64	1685.32	0.00	-13.46
6	Textile yarn Fabric, made-up articles	165.81	2434.30	185.08	2116.69	11.62	-13.05
7	Fertilisers, Crude & manufactured	679.92	16394.61	450.68	9939.02	-33.72	-39.38
8	Sulphur & Unroasted Iron Pyrites	26.69	330.36	11.75	194.41	-55.98	-41.15
9	Metaliferrous ores & other minerals	571.89	8429.15	819.65	8712.31	43.32	3.36
10	Coal, Coke & Briquettes, etc.	3129.75	46282.04	3194.99	35661.51	2.08	-22.95
11	Petroleum, Crude & products	16884.36	191396.24	16890.69	162619.40	0.04	-15.04
12	Wood & Wood products	518.53	6655.93	509.82	5894.29	-1.68	-11.44
13	Leather & leather products	71.81	955.67	56.76	858.62	-20.96	-10.16
14	Organic & Inorganic Chemicals	2307.32	30801.59	2022.45	24584.31	-12.35	-20.18
15	Dyeing/tanning/colouring materials	279.41	3561.79	280.51	4623.54	0.39	29.81
16	Artificial resins, plastic materials, etc.	1834.15	21314.66	1674.62	20456.20	-8.70	-4.03
17	Chemical material & products	965.55	11112.82	815.73	11880.50	-15.52	6.91
18	Newsprint	30.51	474.57	28.10	395.73	-7.90	-16.61
19	Pearls, precious & Semi-precious stones	2531.53	27680.59	2193.11	21346.35	-13.37	-22.88
20	Iron & Steel	1870.87	20674.65	2048.80	22111.11	9.51	6.95
21	Non-ferrous metals	1592.01	18132.91	1627.73	19568.61	2.24	7.92
22	Machine tools	359.73	4044.17	449.17	4423.67	24.86	9.38
23	Machinery, electrical & non-electrical	3853.53	41295.09	4104.66	44729.71	6.52	8.32
24	Transport equipment	2458.76	28250.92	2330.88	24188.63	-5.20	-14.38
25	Project goods	320.94	1496.01	32.50	1036.81	-89.87	-30.69
26	Professional instrument, Optical goods, etc.	570.36	6229.85	661.43	7012.18	15.97	12.56
27	Electronic goods	5636.34	70070.33	6943.95	82117.56	23.20	17.19
28	Medicinal & Pharmaceutical products	617.01	7403.62	661.07	7587.18	7.14	2.48
29	Gold	2630.34	31715.42	6150.31	44009.85	133.82	38.76
30	Silver	12.94	5224.11	1725.47	4621.74	13234.39	-11.53
	<b>Sub-Total</b>	<b>51818.13</b>	<b>629326.72</b>	<b>57629.17</b>	<b>592584.46</b>	<b>11.21</b>	<b>-5.84</b>
	<b>GRAND TOTAL</b>	<b>53581.50</b>	<b>655048.10</b>	<b>60112.51</b>	<b>620192.53</b>	<b>12.19</b>	<b>-5.32</b>

Note 1: Exports include Re-Exports.  
 Note 2: The figures for FEB'24 are provisional.  
 Note 3: Grand total is inclusive of component 'Other'

(Source: Ministry of Commerce & Industry, Government of India)





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# Softlink Global joins forces with IATA as strategic partner

This partnership with IATA marks a step forward for Softlink Global and the air cargo industry. Our company is tech-driven, and this partnership allows us to contribute to initiatives such as eFreight, One Record, and future projects under the IATA Strategic Partnership Programme, says **Amit Maheswari, CEO, Softlink Global**.



such as eFreight, One Record, and future projects under the IATA Strategic Partner umbrella,” Amit Maheswari, CEO, Softlink Global, said, while expressing his enthusiasm.

**Through their participation in various IATA work groups, strategic partners gain a unique insight into priorities of the airlines**

CT Bureau

Softlink Global, a leading provider of innovative logistics solutions and developer of the acclaimed Logi-Sys TMS, announced a new role as the company joins the IATA Strategic Partnerships Programme. It al-

**With a focus on cutting-edge tech solutions and natural language processing, the firm aligns with IATA's vision**

lows the company to provide know-how and expertise in digital and interactive cargo stream. The official signing ceremony took place at the recently held IATA World Cargo Summit.

## SMARTER AIR CARGO FUTURE

This strategic partnership



Amit Maheswari, CEO Softlink Global and Willie Walsh, Director General, IATA

marks a step forward for both Softlink Global and the air cargo industry. Softlink Global, already serving a vast client base, brings its renowned technological expertise to the table. With a focus on cutting-edge solutions such as Blockchain, Cloud Computing, Artificial Intelligence, Machine Learning, and natural language processing, Softlink Global aligns perfectly with IATA's vision for a digitally driven future.

“We welcome Softlink Global to the IATA Strategic Partnerships Programme and look forward to their contribution to air cargo’s digitalisation. It is a priority across the whole value chain,” Willie Walsh, Director General, IATA, said.

“This is the right direction for us. We are a tech-driven firm, and this partnership allows us to actively contribute to critical initiatives

## EXPANDING GLOBAL REACH

Softlink Global sees this partnership as an opportunity to expand its global reach, particularly in the lucrative European market. By actively collaborating with IATA and its members, Softlink Global aims to further its mission of empowering the air cargo industry with cutting-edge technology and solutions

The IATA Strategic Partnerships Programme is an important platform for the aviation solution providers to build as well as strengthen relationships with significant industry stakeholders.

Through their participation in various IATA work groups, strategic partners gain a unique insight into priorities of the airlines and can be recognised for working together with IATA in serving the air transport industry.



# Boosting warehouse safety by sectional overhead doors

Gandhi Automations' sectional overhead doors provide heat insulation and sound proofing thus improving the working conditions on the premises and saving energy. The products are affixed with a CE mark making them reliable and safe.



**G**andhi Automations offers a new range of sectional overhead doors & dock shelters for all industrial and commercial needs.

**Porto:** They are suited to any architectural environment—from modern and traditional industrial buildings to fine commercial buildings. Since these doors slide vertically, they blend in with the building's architectural features. Porto doors are built to ensure flexibility of use which, in turn, ensures a hassle-free

**The two vertical cushions have overlapped anti-friction limpets allowing for up and down heavy friction**

and accurate replacement of old doors. Their size ensures more available space inside and outside the premises. Depending on the building's structure and the requirement a choice can be made from a standard lift, vertical lift, horizontal lift, low headroom, or inclined lift. Porto range comprises a series of track systems, panel options and safety features. Glazed doors provide excellent lighting and vision into the building where required.

**Max Vista:** Max Vista Sectional Overhead Doors are ideal for industrial and commercial buildings. The doors



are made with a combination of aluminum panels and transparent acrylic, giving them a distinctive look. These doors make the environment bright as it allows natural light to pass through the large clear areas.

**Sustainable Dock Shelters:** Gandhi Automations offers dock shelters installed to seal the gap between the building and the vehicle in such a way that when the sectional overhead door is opened for goods and personnel are protected against the harsh weather conditions outside. Dock shelters provide a seal between the internal and external environments, thus assisting in the reduction of energy consumption.

**Retractable Dock Shelters:** With their efficiency, the shelters grant a constant payback of the investment. These are available for dock level installation or for ground level

installation for the protection of doors without dock. The front panels are made of high resistance PVC reinforced with a double weaving of polyester, which work like a spring to seal the vehicles of different sizes.

**Cushion Dock Shelters:** Due to their high insulation factor, these dock shelters are ideal for controlled temperatures. The three cushions are made of elastic polyurethane foam, covered with PVC coated polyester fabric, supporting the vehicle pressures, and sealing the three sides, including the space between the vehicle's opened rear doors and sides. The two vertical cushions have continuous overlapped anti-friction limpets allowing for the up and down heavy friction of the vehicle especially during loading. It is available with fixed or adjustable horizontal top cushion, adjustable to the different vehicle heights.

**Inflatable Dock Shelters:** These shelters are the best solution for insulating and improving the working environment. They can be inflated with a fan and can create a perfect insulation between the vehicle and the loading bay, sheltering from cold, rain, wind also dust and humidity. The dock shelters are made of polyester fabric, PVC covered, a material resistant to bad weather conditions.

## FACTFILE

- ➔ The shelters are installed to seal the gap between the building and the vehicle.
- ➔ They can be inflated with a fan and can create insulation between the vehicle and the loading bay.



# DIAL transships 8,000 MT of Bangladeshi cargo in an year

GMR-led Delhi International Airport Ltd (DIAL) strengthens its position as Southeast Asia’s leading cargo hub and transships 8 lakh kg of Bangladeshi cargo in a year. The first batch of transshipment cargo left Delhi airport in March 2023. Since then, Delhi airport has helped tranship Bangladeshi cargo to Spain, Netherlands, France.



CT Bureau

**G**MR Airports Infrastructure Limited led Delhi Airport has achieved a significant milestone by transshipping over 80 lakh kgs of Bangladeshi cargo to international destinations in the last one year. This achievement not only cements Delhi Airport’s status as the foremost Cargo hub in Southeast Asia and largest cargo airport in the country, but also catalyses a favourable domino effect throughout the aviation industry. The transshipment facility for Bangladeshi cargo first began on February 26, 2023, paving the way for a faster and cost-effective route of shipping export cargo internationally. Since then, Delhi Airport has helped tranship over 80 lakh kgs (8000 MT) of readymade garments to European nations includ-



**Sanjiv Edward**  
CEO, Cargo  
GMR Airports

ing Spain, Netherlands, and France. The European Union is the second-largest export destination for Bangladeshi apparel, followed by UK and Canada. The first batch of cargo, which left Dhaka on February 26, 2023, arrived at Delhi Airport on March 3, 2023, and proceeded for its destined location in Spain on March 5, 2023.

The Government of India’s approval on February 7, 2023, allowing Delhi International Airport Limited (DIAL) to serve as a Cargo Transshipment hub between Bangladesh and other global destinations,

**Delhi airport is the first and only one in India to have as many as 12 dedicated freighter parking bays**

has significantly boosted international ties and the national economy. This decision has not only reduced shipment costs for manufacturers but has also led to a daily increase in the export of international cargo via Delhi Airport, covering a

spectrum of products, from ready-made garments (RMG) and handlooms to footwear, leather products, jute products, and pharmaceuticals.

The success of transshipment has not only marked a significant milestone in fostering economic growth and international cooperation but has also triggered positive developments in the aviation sector. The Bangladesh cargo influx into Delhi has motivated airlines to enhance their capacity at Delhi Airport, providing Indian exporters with more options in terms of capacity, destinations, and economically beneficial choices.

Understanding the need for quick turnaround time for Cargo, Delhi Airport has installed 28 dual view X-ray machines for international general cargo processing.





Keeping in mind the increasing cargo inflow, five extra x-ray machines have been augmented for handling Bangladesh cargo to avoid any congestion for General Cargo. State-of-the-art cargo facility at Delhi Airport, connects businesses to 67 international locations and has handled 5.17 lakh MT of international cargo between April 2023 and January 2024.

Commenting on the development, Sanjiv Edward, CEO, Cargo, GMR Airports, said, "Delhi airport has been playing a pivotal role in enhancing the bilateral trade ties between India and Bangladesh, particularly in facilitating the seamless export of Bangladeshi cargo to global markets. This achievement of transshipping over 5.17 lakh MT of international cargo in a year marks a significant milestone in our commitment to fostering economic growth and international co-operation. The state-of-the-art transshipment facility at Delhi Airport has not only paved the way for a faster and cost-effective route for shipping export cargo but has also positioned Delhi Airport as a key international cargo hub, bridging the gap between East and West."

Delhi airport is the largest cargo hub airport in the

South Asia region, with two integrated cargo terminals having an annual cargo handling capacity of 1.8 million MT, which is scalable to 2.3 million MT. The cargo handling capacity of the Delhi International Airport gives it a unique position to help cater to manufacturers and suppliers internationally, and especially in Southeast Asia for a faster and cost-effective way to ship their cargo across western nations.

Apart from its ability to handle massive cargo loads,

the Delhi airport is equipped with state-of-the-art handling equipment, advanced screening systems, efficient storage and processing facilities, paperless processes, etc. providing efficient cargo handling services for international as well as domestic cargo.

The cargo terminals of the Delhi International Airport have a world-class infrastructure with GDP-certified temperature-controlled facilities for handling temperature-sensitive cargo. The temperature-controlled

cargo facilities have the capacity to handle over 1.5 lakh metric tonnes per annum. These facilities have state-of-the-art temperature-controlled zones with separate cool chambers ranging from 20°C to 25°C. In terms of air-side infrastructure, Delhi airport is the first and only airport in the country to have 12 dedicated freighter parking bays, providing ample capacity for the airlines to move cargo to and from the airport. In fact, the cargo apron can do three nose load operations seamlessly at a single point in time. 📌







(Left to Right) Sharad Agarwal, CEO, AIESL, and Salil Gupte, President, Boeing India, and South Asia, exchanging files after the agreement. (Standing Left and Right) Vumlunmang Vualnam, Secretary, Union Ministry of Civil Aviation, and Vikram Dev Dutt, Director General, Directorate General of Civil Aviation, look on

# For maintenance training, Boeing ties up with AIESL

This collaboration with AIESL supports the development of Boeing's customer-focused capability in the region. By partnering with AIESL, Boeing will be investing in the future of aircraft maintenance capability in India and it will nurture local talent to support the growth of the indigenous MRO industry.



CT Bureau

Boeing and AI Engineering Services Limited (AIESL) have partnered to enhance aircraft maintenance training in India. Boeing will provide training materials, aids, and instructor support to help ensure standardisation of AIESL training programmes. AIESL will provide infrastructure and instructors, while securing Civil Aviation Regulation 147 approval from the Indian regulatory authority to conduct maintenance training for customers.

"The collaboration with AIESL strengthens and supports the development of Boeing's customer-focused capability in the region," said Chris Broom, Vice President,

Commercial Training Solutions, Boeing Global Services. "By working together, we anticipate Boeing and AIESL will be well positioned to provide high-quality maintenance training, while contributing to the overall safety and efficiency of aviation in India."

"By partnering with AIESL, we are investing in the future of aircraft maintenance capability in India. This collaboration demonstrates our commitment to nurturing local talent for supporting the indigenous MRO industry's growth," said Salil Gupte, President, Boeing India, and South Asia.

"The tie-up with Boeing on maintenance training in the fastest growing aviation

market will go a long way in supporting industry requirements. AIESL would be able to

**AIESL will provide infra and instructors, while securing Civil Aviation Regulation 147 nod from the regulatory authority**

support training requirements for 100 engineers each year going forward," Sharad Agarwal, CEO, AIESL, said.

"Collaboration between OEM expertise such as Boeing's and local capability such

as that of AIESL, is integral to our vision for a sustainable and competitive aviation and MRO industry. By working together in aircraft maintenance, we strengthen our position on the global stage," Vumlunmang Vualnam, Secretary, Ministry of Civil Aviation, Government of India, said.

"Partnership between an aircraft manufacturer and a maintenance training organisation augur well for budding engineers who would undergo trainings according to best training aids, standards and practices, in conformity with the prescribed regulatory framework, raising safety standards in maintenance in the long run," emphasised Vikram Dev Dutt, Director General, DGCA. 🇮🇳



# Embracing globalisation's resilience and promise: DHL

The DHL Global Connectedness Report finds globalisation is an influential force that has reshaped our world and has further great potential. Expanding markets and fostering opportunities empower individuals, businesses, and nations to flourish in unique ways, says **John Pearson, CEO, DHL Express**.

**D**HLE Express along with New York University's Stern School of Business organised an event in Delhi to release 'DHL Global Connectedness 2024' report to track how flows of trade, capital, information, and people move around the world and measures the globalisation of 181 countries and territories.

The report reveals globalisation reached a record high in 2022 and remained close to that level in 2023, despite a series of global shocks over the past decade, including the pandemic, Russia-Ukraine and Israel-Gaza conflicts, the USA-China trade dispute, and the United Kingdom's withdrawal from WR. The evidence rebuts the notion the growth of global flows has gone into reverse. Trade growth played a crucial role in boosting international connectedness.



John Pearson, CEO DHL Express, said, "The findings of the DHL Global Connectedness Report dispel the notion of globalisation of reversing course. Far from being a mere buzzword, globalisation is an influential force that has profoundly reshaped our world and has further great potential. Expanding global

markets and fostering opportunities empower individuals, businesses, and entire nations to flourish in unique ways. Embracing globalisation allows us and our customers to forge a promising future, fostering an increasingly interconnected world, more prosperous for all—and poised for further growth."

The report also affirmed the considerable potential to continue growing international flows. It pegs the world's current level of globalisation at only 25 per cent, on a scale from 0 per cent (meaning no flows cross national borders) to 100 per cent (borders and distance have ceased to matter at all).



# Ensuring safe, reliant & future-centric solutions

Foreign investment in warehousing sector plays a significant role in reflecting global recognition for India's growing logistics market and preference for Grade A warehouses. These factors contribute to the need for Grade A warehousing facilities across India, says **Anshul Singhal, Managing Director, Welspun One Logistics Parks.**



Ritika Arora Bhola

## Factors that have bolstered the demand for Grade A warehousing facilities across India?

Rapid expansion of e-commerce has necessitated warehousing infrastructure to meet the storage and distribution requirements of online retail operations. There has been an emphasis on supply chain optimisation among businesses, with a functional campus offering advanced technology integration, modern design, and strategic locations in a bid to support streamlined logistics operations.

Govt initiatives aimed at infra development, such as the creation of DFCs and industrial parks, have contributed to this demand by improving linkage and accessibility. Foreign investment has played a crucial role in reflecting international recognition of India's growing logistics market and the preference for Grade A warehouses due to their adherence to global quality and safety standards. Urbanization and evolving consumer preferences have further fueled the demand, as

businesses seek to accommodate changing distribution needs in densely populated areas. These factors contribute to this requirement for Grade A warehousing facilities across India, reflecting the evolving needs of businesses in a competitive market environment.

## How do you rate infra for storage, handling, transportation and, locations for Grade A facilities?

It varies across regions and modes of transport, but overall, there have been improvements in recent years. The development of DFC corridors, ports modernisation, and investments in logistics parks have enhanced India's capabilities in cargo storage and handling. But challenges such as congestion, last-mile connectivity, and infra gaps still exist and need to be addressed

for further improvement. In terms of preferred locations for smart, automated, and Grade A facilities, it depends on various factors such as market demand, cost considerations, and accessibility. Urban cities have a higher demand for such facilities due to their proximity to major markets, transportation networks, and skilled labour pools. Urban areas offer better linkage and infra support. Delhi, Mumbai, Bengaluru and, Chennai are popular choices due to their market presence, transportation networks, and access to skilled labour.

Developing cities such as Pune, Ahmedabad, Hyderabad, and Coimbatore are also gaining prominence, driven by factors such as lower real estate costs, infra, and incentives for industrial development. Emerging logistics hubs such as Nagpur, Ludhiana, and Indore are attracting attention for their location, linkage, and

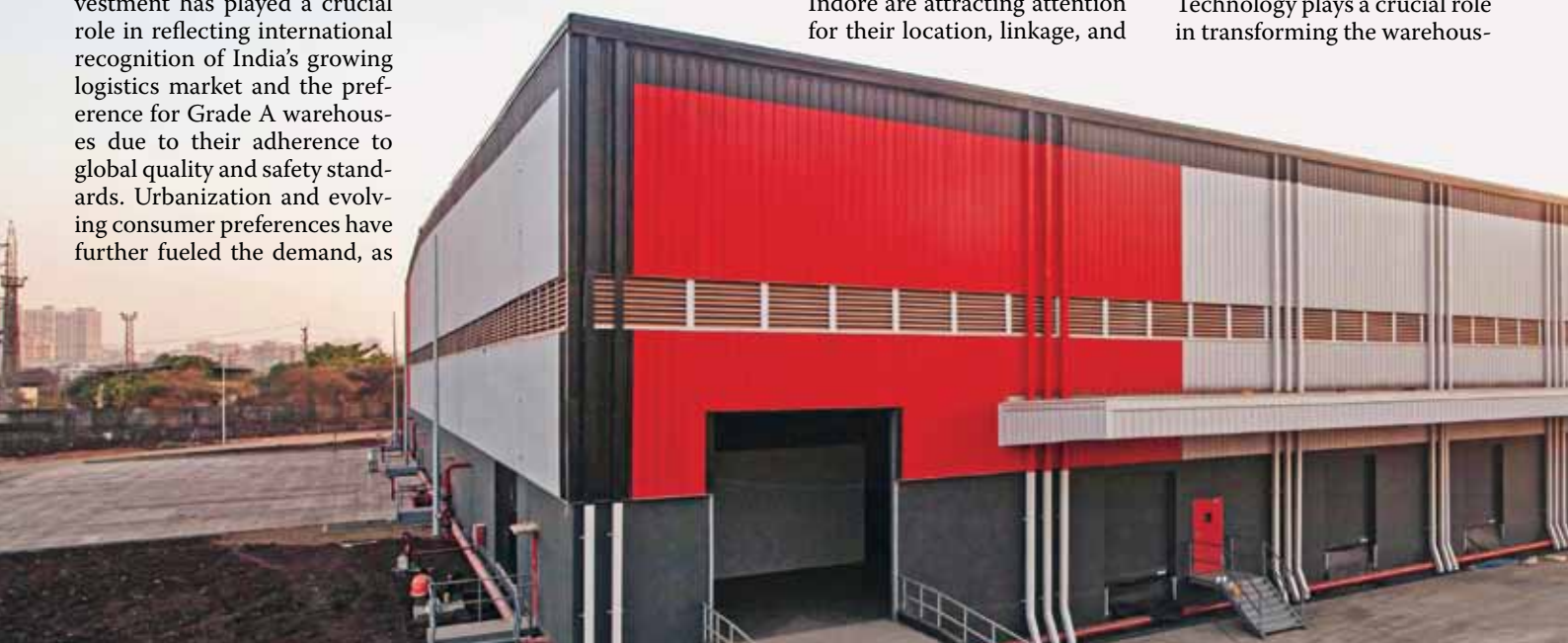


**Anshul Singhal**  
MD  
WOLP

potential for growth in warehousing and logistics. With focus on initiatives such as 'Make in India' and development of industrial corridors, linking tier II and III cities has become viable.

## How much has WOLP invested in technology in warehouses/logistics parks?

Technology plays a crucial role in transforming the warehousing





ing sector, serving as a catalyst for innovation, efficiency, and competitiveness. In today's rapidly evolving business environment, where customer expectations are soaring and supply chains are becoming complex, technology offers indispensable solutions to address key challenges faced by warehouse operators. By leveraging advanced technologies such as IoT, AI, robotics, automation systems, and data analytics, warehouses can optimise their operations, streamline processes, and enhance overall productivity. Technology empowers warehouses to adapt to changing market dynamics, and maintain a competitive edge.

We have provided client-driven solutions to many brands across 3PL, retail, e-commerce, and up-and-coming unicorns/start-ups. Our industrial and logistics parks are future-ready to adapt to the latest trends and technologies, to enable our tenants to optimise their business operations. In the case of a reputed 3PL client, we designed the first-ever building with four-side docking, which enables a high throughput—a major requirement for 3PL firms.

We set up an efficient uni-flow traffic management system to ease the movement of large vehicles within the premises. Automated sorters were set up to reduce time spent on labour-intensive tasks within the warehouse. Truck aprons were designed to accommodate 60 feet vehicles, with strict adherence to global compliance across health, safety, and legal as part of our preamble. This helped create more predictable business patterns with

little room for disruptions that could arise due to non-compliance practices. In another example, we helped design a major Grade-A hub that serves about 33 stores across MMR for a large retail customer. To ensure the highest standard of safety, an underground fire tunnel was designed and



A warehouse in Farukhnagar

incorporated to ensure inventory was stored in the safest condition. For our future warehouses, we are now looking at designing facilities based on demand from new sectors such as EVs that will cater to a new set of requirements. We are exploring automated parking systems at the park level, the IoT, and AI-based vehicle recognition which can enable smoother park-level operations. Through digitalisation and automation, we have streamlined processes across various functions, from procurement to customer service, resulting in reduced errors and increased productivity. Pioneering new-age initiatives, we introduced India's first domestic warehousing AIF and an in-

vestor portal that has set new standards for transparency in the private equity domain, offering our investors instant access to their comprehensive investment information. With features such as document repository and investment dashboard, investors and all our stakeholders can easily track

trated on 'first mile' locations near tier I and II cities, investing in six projects within one-and-a-half years in Delhi NCR, Bengaluru, Chennai, and Lucknow. Building on this success, our Fund II was launched with ₹2,000 crores, raising over ₹1,800 crores since March 2023, setting a benchmark in

their investments and monitor project progress.

### What are your current projects/new facilities to facilitate growth?

WOLP is the first to provide domestic investors the oppor-

India's real estate investment landscape. Fund II focuses on "new generation warehousing and industrial assets", including in-city, mid-mile, FTWZ/SEZ facilities, agro, and to meet changing economic needs and ensure superior investor returns. Currently, we

**For our future warehouses, we are looking at designing facilities based on demand from new sectors such as electric vehicles to cater to a new set of requirements. The IoT, and AI-based vehicle recognition enable smoother park-level operations**

tunity in India's burgeoning warehousing sector, addressing a significant market gap. Despite attracting US\$5.4 billion from institutional investors in recent years, domestic investors lacked an institutional avenue for participation. Through the launch of India's first Alternative Investment Fund focused on warehousing development, we provided access to this asset class. With a commitment to compliance and governance, our Fund I raised ₹500 crore, demonstrating performance across a diverse portfolio spanning five key cities. Fund I concen-

possess an active pipeline of 550 acres, translating to 12.3 MM sq. ft. of development potential. Over the next five years, we aim to expand our portfolio to 20-25 MM sq. ft. across leading tier I and 2/3 cities. Our investment strategy emphasises adaptability for evolving market demands. By addressing the growing demand for urban logistics, especially from sectors such as e-commerce and rapid delivery services, our deployments aim to cater to diverse demand segments, including e-commerce, grocery, pharma, and cold storage. 🚀





# ACCD's Annual Ball: A night of celebration & networking

Air Cargo Club of Delhi (ACCD) organised this year's Annual Ball recently, which was attended by members of the air cargo community. The gala event showcased spectacular performances by artists and afforded an opportunity to network, while the attendees partook delicious food, wine and danced to foot-tapping music.









# Digital transformation vital to enhance efficiency

By fostering alliances, we expand our reach and capabilities, further propelling our growth trajectory. Yet, our unwavering commitment to delivering value to our customers remains our driving force. This approach ensures service, transparency, and assurance in all aspects of the supply chain, says **Vir Kotak, Founder, Propelor**.



CT Bureau

## Tell us about the genesis of your operations in the Indian market?

Factors such as globalisation, complex supply chain networks and evolving customer demands underscore the need for innovative solutions to bolster operational efficiency and address sustainability chal-

lenges head-on. It was this recognition in order bridge these gaps that spurred establishment of Propelor. Today, Propelor is a full suite logistics service provider for freight solutions whose purpose is to build momentum for all by making freight future-ready.

At Propelor, we have developed a proprietary digital platform fortified with cutting-edge advancements

such as AI, ML and predictive analytics to address challenges such as lack of visibility, inefficient processes, and limited access to accurate information across multi-modal transportation channels.

Propelor grants clients micro-level visibility across the supply chain and enables real-time transit tracking to ensure high cargo visibility and guaranteed delivery times.

The company's data-driven approach not only streamlines operations but also helps anticipate potential disruption and provide personalised customer support. This approach ensures exceptional service, transparency, and assurance in every aspect of the supply chain.

In doing so, Propelor acts as digital version of a traditional forwarder, where the







**Vir Kotak**  
Founder  
Propelor

front end and back end of the multimodal global transportation, cutting across different sectors, is digitized, thereby providing businesses of all sizes an accessible and cost-effective path for global goods transportation needs.

This marks the first time in the industry that a platform is democratising access to world-class freight and logistics services through state-of-the-art technology and assured value delivery. Propelor today, represents a new era

in logistics, where innovation meets industry expertise to shape the future of freight logistics in India and beyond.

### What are the challenges for start-ups in the logistics world?

In the logistics industry, start-ups face myriad challenges demanding deft navigation. Amidst the competitive landscape and regulatory complexities, establishing credibility is paramount. Our industry operates traditionally, relying heavily on manual processes, but the Propelor is leading a change towards digitization. Trust must be earned among businesses that have been operating with traditional norms, therefore, showcasing our USP becomes imperative. Our agility in embracing technological advancements keeps us at the forefront, ensuring we stay ahead of the curve.

However, this journey is not solitary, strategic partnerships and investments play pivotal roles. By fostering alliances, we expand our reach and capabilities, further propelling our growth trajectory. Yet, our unwavering commitment to delivering unparalleled value to our customers remains our driving force. As we continue to navigate this dynamic landscape, innovation remains our guiding principle, enabling us to carve our niche amidst the industry giants.

### How crucial is tech and sustainability in today's times?

In today's ever-evolving landscape, the intertwining of technology and sustainability stands as the cornerstone of progress within the logistics realm. With an aim to achieve an ambitious target of US\$2 trillion in total exports by 2030, the imperative for digitalisation becomes indisputable. This digital transformation is not just a choice; it is a necessity. Key technological innovations such as Artificial Intelligence, data analytics, IoT, and Blockchain are revolutionising multiple sectors, and are set to lead the way forward in each industry. Enhancing the overall customer experience is going to be a key



focus in the coming years, and technology will play a key part in providing tailored and personalised solutions to enable the same. At Propelor, we are harnessing the power of digitalisation, unlocking efficient optimisation and automation capabilities, and driving operational excellence, while meeting the dynamic demands of customers.

**This marks the first time in the industry that a platform is democratising access to world-class freight and logistics services through technology**

With growing environmental concerns, sustainability has become a critical focus for the logistics industry, as they not only mitigate environmental impact but also contribute to cost efficiency and long-term viability. At Propelor, our commitment to sustainability is not merely an option, it is a moral obligation. By embracing eco-friendly practices, we mitigate our carbon footprint and uphold our responsibility to the planet. From optimising routes to reduce emissions to investing in renewable energy solutions for our operations, Propelor is dedicated to fostering a greener, more sustainable future for the logistics industry and beyond. In essence, technology and sustainability are not just trends; they

are guiding principles, guiding us towards a future of innovation, efficiency, and environmental stewardship.

### What are your expansion plans or projects on the anvil?

As we chart our course for expansion, we remain steadfast in our commitment to unlocking new horizons and driving value for our stakeholders. Apart from plans to scale up operations in the Western and Southern India, we aim to strategically expand across high-growth international markets such as Vietnam, Indonesia, Philippines and Kingdom of Saudi Arabia in the Middle East. We are, therefore, focusing on leveraging technology muscle and operations capabilities for capturing emerging opportunities and strengthening our presence in key regional hubs.

Over the next four years, our company aims to enhance technology investment, prioritise direct integration for cost-effective management, strategically invest in analytics, pursue inorganic expansions mainly through acquisitions, and gear up analytics as a critical driver of decision-making with planned investments. Additionally, we are gearing up to integrate generative AI in our operations, aligning with our vision for future innovation and technological advancement. Propelor is primed to lead the charge into a future defined by expansion, innovation, and enduring success. ✨





# Avians' fire-resistant rolling shutters: Ensuring fire protection

Avians' rolling shutters are built to withstand fire for a set amount of time, giving people time to escape and firefighters to control the fire. Customers can choose the size, materials, and finish that suits their building. Since Avians' shutters can handle extreme conditions, they last a long time.



CT Bureau

In today's world, safety in buildings is a top priority. When it comes to fire safety, Avians Fire Rated Rolling Shutters are a key player in making buildings safer. These shutters act as a barrier to stop the spread of fire and smoke in commercial and industrial spaces. We will explain why Avians rolling shutters are so important for fire safety.

The fire-rated rolling shutters are specially designed to keep fire and smoke from spreading within a building. Avians is a well-known company that makes these shut-

ters. We have customised it to meet different safety needs.

## KEY FEATURES


- 1. Fire resistance:** Avians' rolling shutters are built to withstand fire accidents for a set amount of time, giving people enough time to escape and firefighters time to control the fire.
- 2. Safety standards:** The firm ensures their shutters meet strict safety rules and get certified by the right authorities.
- 3. Customisable:** Customer/s can choose the size, materials, and finish that suits their building/s.
- 4. Durability:** Since the Avian fire rated rolling shutters

can handle extreme conditions, they last a long time.

- 5. Close automatically:** The shutters close automatically when a fire is detected thereby reducing the chance of mistakes.
- 6. Maintenance:** The company not only helps with regular maintenance but also provides guidance to make sure they work when needed.

The rolling shutters help to contain fire in the affected area and stop the fire from spreading. When fire mishaps occur in commercial and industrial spaces, the shutters offer a defence against damage and protect the assets.

The additional time these shutters provide can save lives by giving people more time to evacuate during a fire. Many building codes and insurance companies require that these rolling shutters are kept in certain places.

In conclusion, the fire rated rolling shutters are an essential part of fire safety in modern buildings. The shutters act not only act as a strong defence against fire mishaps, but also keep people safe and help buildings meet safety regulations among others. These shutters are not just products; they are a commitment to safety during fire accidents. 



# Logix India 5.0 sparks dialogue

The 5<sup>th</sup> edition of Logix India, a flagship logistics event organised by the Federation of Indian Export Organisation (FIEO) with the support of Ministry of Commerce and Industry, GoI was held recently in Mumbai. The show provided a platform for the experts to discuss solutions to enhance supply chain efficiency.





# Industry stalwarts meet at LogiMAT India 2024

LogiMAT India 2024 was held in Greater Noida recently. Held by Messe Stuttgart India, the event offered insights into future of logistics, and collaborations to drive logistics and supply chain industry. The event presented overview of the latest trends, face-to-face interactions, lead generation and business conversions.









# New MPLC opens in Mumbai by Flyjac Logistics

Kaneko Toshihiro, Chief Consul, Consulate General of Japan, inaugurated the new MPLC. The complete functioning of the latest facility and related business processes can be monitored and controlled through an Artificial Intelligence-based control tower that ensures speedy and efficient execution.



The new MPLC in Mumbai

Flyjac Logistics opened Multi-Purpose Logistics Centre (MPLC) in Mumbai. Flyjac is working on setting up multipurpose logistic centres in all Indian metros at a total cost exceeding ₹700 crores. This latest facility in Taloja, Navi Mumbai, setup at an investment of ₹300 crore, is spread across 5 lakh square feet, sitting on a parcel of 22 acres of land.

This is the company's second MPLC, after the maiden facility in Chennai. These MPLCs are aimed at offering improved efficiency and sustainability in serving Flyjac's esteemed customers to meet their Integrated Logistics needs in the coming times.

Flyjac officials said the new facility is equipped with automation technologies such as Auto Truck Unloading, Automatic Battery-operated Pallet Trolleys to enhance overall efficiency of Logistics operations.

Additionally, the complete functioning of the warehouse and related business processes can be monitored and controlled through an Artificial Intelligence-based control tower, that ensures speedy and efficient execution. The infrastructure at the MPLC has been set up in a manner that can be scaled up for future requirements in warehousing, trucking and technology. The MPLC inauguration was done by



Dr. Yasukata Fukahori, Consul General, Consulate General of Japan lighting the inaugural lamp

Kaneko Toshihiro, Chief Consul, Consulate General of Japan and Zaiki, Operating Officer, Business Development HQ, LOGISTEED, Japan, Bharat Kaushal, MD Hitachi India, A.V. Ravikumar, CEO

& MD, Flyjac Logistics, Flyjac founding members, were present. A.V. Ravikumar said, "Flyjac would continue to uphold their founding values of – 'Customer Delight, Self-development and Social Welfare.'"



(Centre) Kaneko Toshihiro, Chief Consul, Consulate General of Japan and (Left) Zaiki, Operating Officer, Business Development HQ, LOGISTEED, Japan and AV Ravikumar, MD, Flyjac Logistics cutting the ribbon of the new MPLC.





# Need to stabilise air cargo costs during Red Sea crisis

Shippers and forwarders are a worried lot as their first quarter budget has completely disappeared. The ongoing Red Sea turbulence has had a direct impact on the Indian air freight business. Many companies are anticipating a stabilisation in air freight costs.



The Indian air freight sector is currently suffering from extreme instability, and all freight forwarding firms are dealing with uneven air movement.

Shippers and forwarders are dissatisfied as their first quarter budget has nearly disappeared. The ongoing Red Sea trouble has had a direct impact on the Indian air freight business.

Many companies are anticipating a stabilisation in air freight costs. However, it appears that Red Sea and Blue Sky are fighting it out to find a midway solution—an equator.

Listed below are several elements and variables influencing the Indian Air Space market.

1. A sudden increase in demand for air freight because of the Red Sea situation.

**Other cargo, including pharma vaccines and medications, account for around 35 to 40 per cent of the belly capacity**

2. With financial year in India coming to a closure, more dispatches than in the second quarter of the year.

3. The USA and European Union markets have a strong demand for Indian mangoes. By February-end, mango exports have climbed to 600–700 tonnes weekly.

4. Since mangoes are profitable business and have strong loadability, airlines prefer to ferry them.

5. Mangoes season will close in May-end or the second week of June in 2024, other cargo, including vaccines and life-saving medications, account for as much as 35 to 40 per cent of the belly capacity.

7. The next products are the rapidly expanding e-commerce and courier industries, which are in great demand and require precise delivery from premium-rated businesses.

8. Newspapers and other perishable products as well as some unusually shaped and expensive products, come next.

9. The last possibility is general cargo with a minimum capacity of 25 per cent of the belly hold.

10. This makes up a significant portion in all air-

craft. General cargo rate (GCR) is still waiting in the queue to make an airline reservation. At present, with the airline revenue management system auctions off, the highest bidder receives the first available space out of the origin airport.



**Parag Malaviya**  
National Airfreight Manager  
India, Crane Worldwide Logistics

*(The views expressed are solely of the author. The publication may or may not subscribe to the same)*



# Cutting-edge technology focus at FTCCI meet

Federation of Telangana Chambers of Commerce and Industry (FTCCI) hosted the 2<sup>nd</sup> edition of International Conference on Shipping and Logistics recently. Meela Jayadev, President, FTCCI delivered the welcome address. Vishnu Vardhan Reddy, Special Secy, VC & MD, TSIIIC, Govt of Telangana, was the chief guest.









# Movements

## DRIVER LOGISTICS

India



**Naveen Kolathur** has joined as the new CEO of Driver Logistics, marking an addition to the leadership team of one of India's fastest-growing logistics firms. He joins with an experience of 28 years of leadership experience in logistics.

## ALLCARGO GATI LIMITED

India



**Sanjay Khiyani** has joined Allcargo Gati Ltd. as the Deputy CIO. This move is aligned with the firm's commitment to optimising the tech infra. Apart from playing role in budgeting, he will be looking over software development & delivery.

## FLYJAC LOGISTICS

India



**Veteran Narayanan Kutty** has joined Flyjac Logistics (LOGISTEED Group, Japan) as its VP, Air Freight & Pharma (India, Middle East and Africa). Kutty is armed with over 40 years of experience in pharma and global forwarding industry.

## ALVAREZ & MARSAL

India



**Pankaj Bhagat** joined as the new MD, Alvarez & Marsal, to spearhead its infra and capital projects (INFRA sector) expertise/capabilities expansion in India. He specialises in giving advise on infra, engineering and construction, among others.

## EMIRATES SKYCARGO

UAE



**Nabil Sultan** joined as the executive VP, Passenger Sales and Country Management, left Emirates SkyCargo. He took over the new role on March 1. He has worked for Emirates for 33 years, with experience across the operations of the business.

## ETIHAD AIRWAYS

UAE



**Stanislas Brun** has been appointed as the VP, Cargo, Etihad Airways. He will oversee Etihad Cargo's commercial operations. Brun joins Etihad Cargo from Geodis, where he oversaw the ops of logistics and supply chain solutions.

**Coming Soon**

**INDIA CARGO AWARDS 2024**

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