south asia's premier maritime business magazine

maritime gateway

AUGUST 2025 WWW.MARITIMEGATEWAY.COM ₹200

INTERVIEW

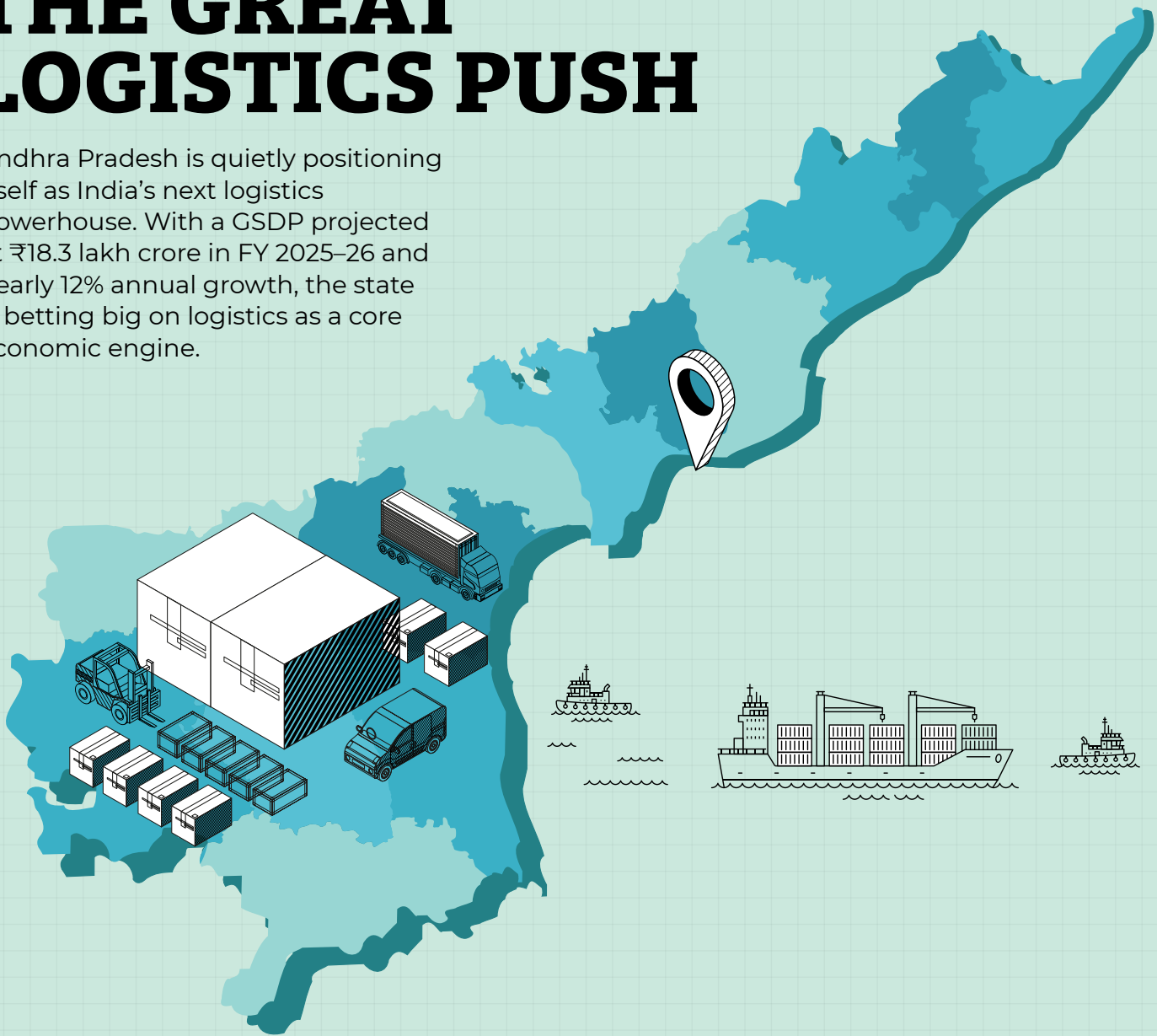
P L HARANADH, IRTS

Chairperson, Paradip Port Authority

ANDHRA PRADESH

THE GREAT LOGISTICS PUSH

Andhra Pradesh is quietly positioning itself as India's next logistics powerhouse. With a GSDP projected at ₹18.3 lakh crore in FY 2025–26 and nearly 12% annual growth, the state is betting big on logistics as a core economic engine.



JM BAXI
THE PORT SPECIALIST
PORTS & LOGISTICS

Nhava Sheva Distribution Terminal

Stronger | Smarter | Greener!

Now Handling Up to 45,000 MT Displacement – Bigger Vessels, Better Efficiency.

Experience the transformation at **Nhava Sheva Distribution Terminal**, the only multipurpose terminal at **Jawaharlal Nehru Port Authority** handling Steel, Project, Breakbulk, Liquid Cargo, and Containers. **Starting this August, we're ready to serve you better than ever!**

- **Upgraded displacement capacity from 32,500 MT to 45,000 MT** – enabling us to handle larger parcel vessels with ease and giving your cargo operations a distinct advantage.
- **Enhanced navigational safety** with advanced berthing aids and leading towers – now capable of receiving vessels up to **208 meters** in length, ensuring precision and smooth berthing.
- **An expanded 95,000 square meter yard,** with an additional **20,200 square meter** being developed to meet evolving customer needs and optimize cargo storage efficiency.
- **A 49,000 square feet covered warehouse** built for superior cargo protection and designed with **solar panel roofing,** reflecting our commitment to sustainability and reduced carbon footprint.
- These developments reinforce our pledge to offer **efficient, safe, and environmentally responsible cargo handling solutions to all our customers.**

This August, let Nhava Sheva Distribution Terminal be your gateway to future-ready logistics with unmatched precision and care.

Nhava Sheva Distribution Terminal Private Limited
Shallow Water Berth & Coastal Berth, Jawaharlal Nehru Port Authority,
Nhava Sheva, Uran, Navi Mumbai 400 707, Maharashtra

B: +91 98703 00093 | ops-nsdt@jmbaxi.com

Rethinking infrastructure status criteria for shipbuilding

The Finance Ministry's recent notification granting infrastructure status to large commercial vessels marks a bold step in recognising shipbuilding as a strategic industry. By opening access to long-term, low-cost funds, the move is intended to accelerate India's journey towards becoming a leading shipbuilding nation. However, the eligibility criteria–restricting benefits only to Indian-owned and flagged vessels of 10,000 GT and above, or Indian-built vessels of 1,500 GT or more–risks diluting the intended impact.

India's fleet is predominantly coastal in nature, with about 1,000 of the 1,550 registered ships engaged in coastal trade. More than half of these smaller vessels fall outside the defined criteria. This exclusion undermines the very backbone of coastal shipping and, more critically, sidelines the MSME shipyards that drive "Make in India" aspirations. These smaller yards thrive on orders for coastal vessels, tugs, and specialised craft. Without infrastructure benefits extending to this segment, their growth, competitiveness, and contribution to employment will be severely constrained.

What is especially concerning is the deviation from the consensus reached between stakeholders and the Ministry of Ports, Shipping & Waterways, which had recommended a more inclusive benchmark of 24 metres length or 500 GT. This recommendation was evolved after wide consultation but appears to have been overlooked in the final notification. Such disconnects risk eroding industry confidence in policymaking.

The government's intent is unquestionably proactive. The Maritime India Vision 2030 and Maritime Amrit Kaal Vision 2047 lay out ambitions for India to emerge as a global shipbuilding hub. Yet, for these visions to materialise, bureaucracy must align its understanding with ground realities. Policymakers need to go beyond broad strokes and grasp the nuanced requirements of coastal shipping and MSME yards.

A recalibration of eligibility criteria–at least for an initial five-year period–would offer vital support to domestic shipbuilders, enhance competitiveness, and reduce dependence on foreign-built vessels. Only then will India's shipbuilding policy truly bridge intent with impact.

R Ramprasad
Editor & Publisher
ramprasad@maritimegateway.com

south asia's premier maritime business magazine
maritime gateway

Editor & Publisher
R Ramprasad, ramprasad@maritimegateway.com

Associate Editor
A S L Narasimha Rao, narasimharao@maritimegateway.com

Assistant Editor
Kalpana Pandey, kalpana@maritimegateway.com

Contributing Editor: S K Pradhan

Design Consultant: Nagaraju NS, Designzone

Marketing & Sales
Satish Shetti, satish@maritimegateway.com, +91 99207 05534
Nikhil Doshi, nikhil@maritimegateway.com, +91 98369 96293

Digital Strategy
Harsha, harsha@maritimegateway.com

Digital Marketing Executive
Sanskriti Jain, sanskriti@maritimegateway.com

Head – HR & Events
Mayuri Tanna, mayuri@maritimegateway.com

IT & Administration: Kishore P V

Finance: Rakesh U

Client Relations
Madhukar, madhukar@maritimegateway.com, +91 93937 68383

Circulation & Subscription: Pavan

Maritime Gateway is printed and published by R Ramprasad on behalf of One Ocean Maritime Media Pvt Ltd, Plot No. 20, 2nd Floor, Capital Park Road, VIP Hills, Silicon Valley, Madhapur, Hyderabad, Telangana - 500 081

Printed at Kala Jyothi Process Pvt Ltd, Plot No.CFC-1&2, Survey No.18, E-City, SEZ, General Industrial Park, Raviryal and Srinagar, Maheswaram, Ranga Reddy District, Telangana – 501359.

Published at One Ocean Maritime Media Pvt Ltd, Plot No. 20, 2nd Floor, Capital Park Road, VIP Hills, Silicon Valley, Madhapur, Hyderabad, Telangana - 500 081

REGD. OFFICE: Flat No 32, Floor - 7, Building No. 3, Tata Mills CHS, Jagannathrao Bhatankar Marg, Parel, Mumbai, Maharashtra - 400012

CIN: U73100MH2024PTC424179

EDITOR: R Ramprasad

CONTENTS

AUGUST 2025

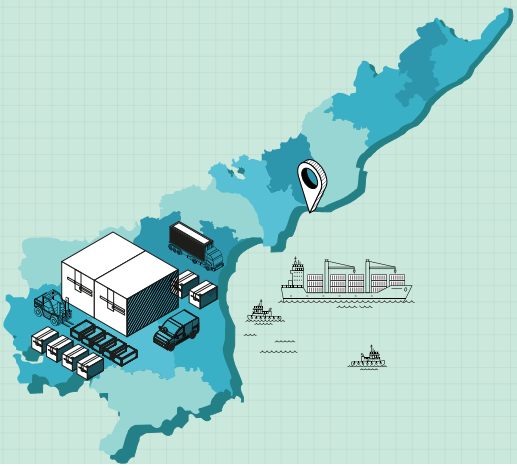
VOLUME 14 | ISSUE 12

RNI NO: TELENG/2009/30633

ANDHRA PRADESH

THE GREAT LOGISTICS PUSH

Andhra Pradesh is quietly positioning itself as India's next logistics powerhouse. With a GSDP projected at ₹18.3 lakh crore in FY 2025–26 and nearly 12% annual growth, the state is betting big on logistics as a core economic engine.



INTERVIEWS

SPECIAL FEATURE

कॉनकॉर
CONCOR

लॉजिस्टिक्स की बात, कॉनकॉर के साथ
THINK LOGISTICS, THINK CONCOR

हमारा लक्ष्य, ग्राहक मूल्य सृजन | Our Ethos: Customer Value Creation

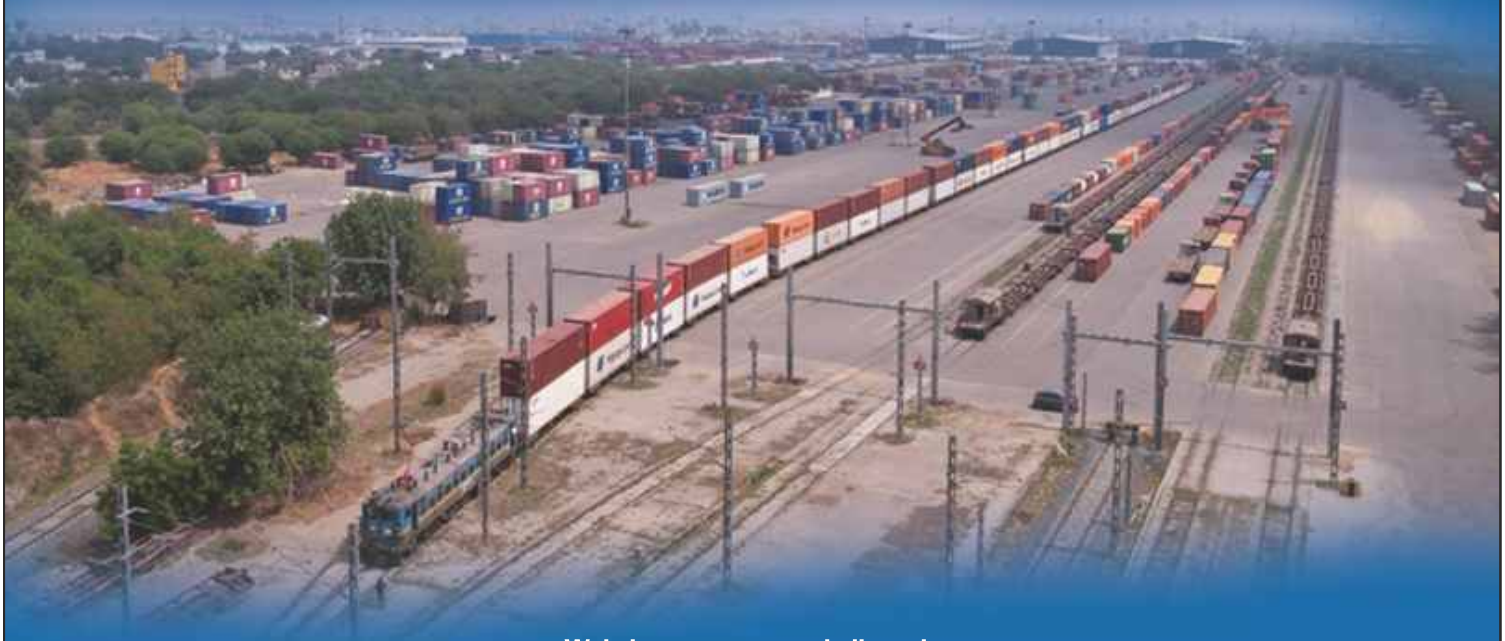
EK BHARAT SHRESHTHA BHARAT
एक भारत श्रेष्ठ भारत

IT INNOVATIONS

Warehousing & Distribution Logistics

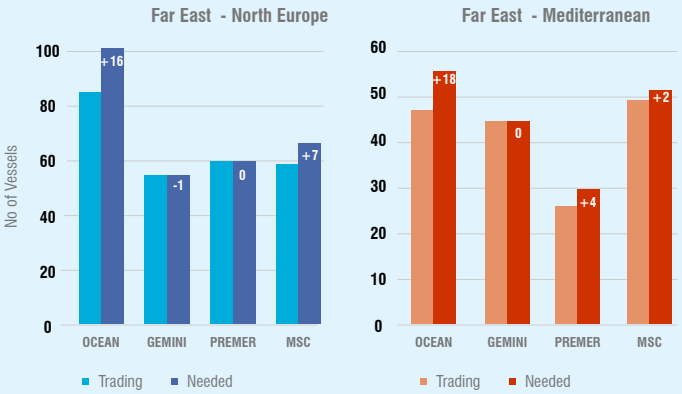
Cold Chain Logistics: Ensuring Fresshness

67 Terminals, 16 Multimodal Logistics Parks , 4 on DFC



Website: www.concorindia.co.in

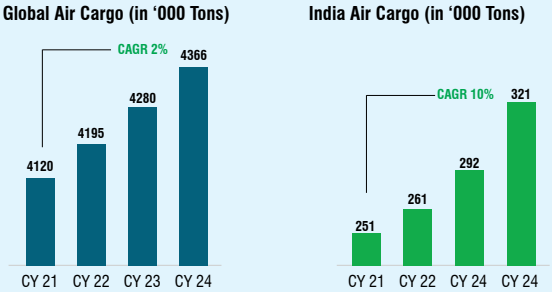
MISSING SHIPS IN THE FAR EAST - EUROPE TRADE



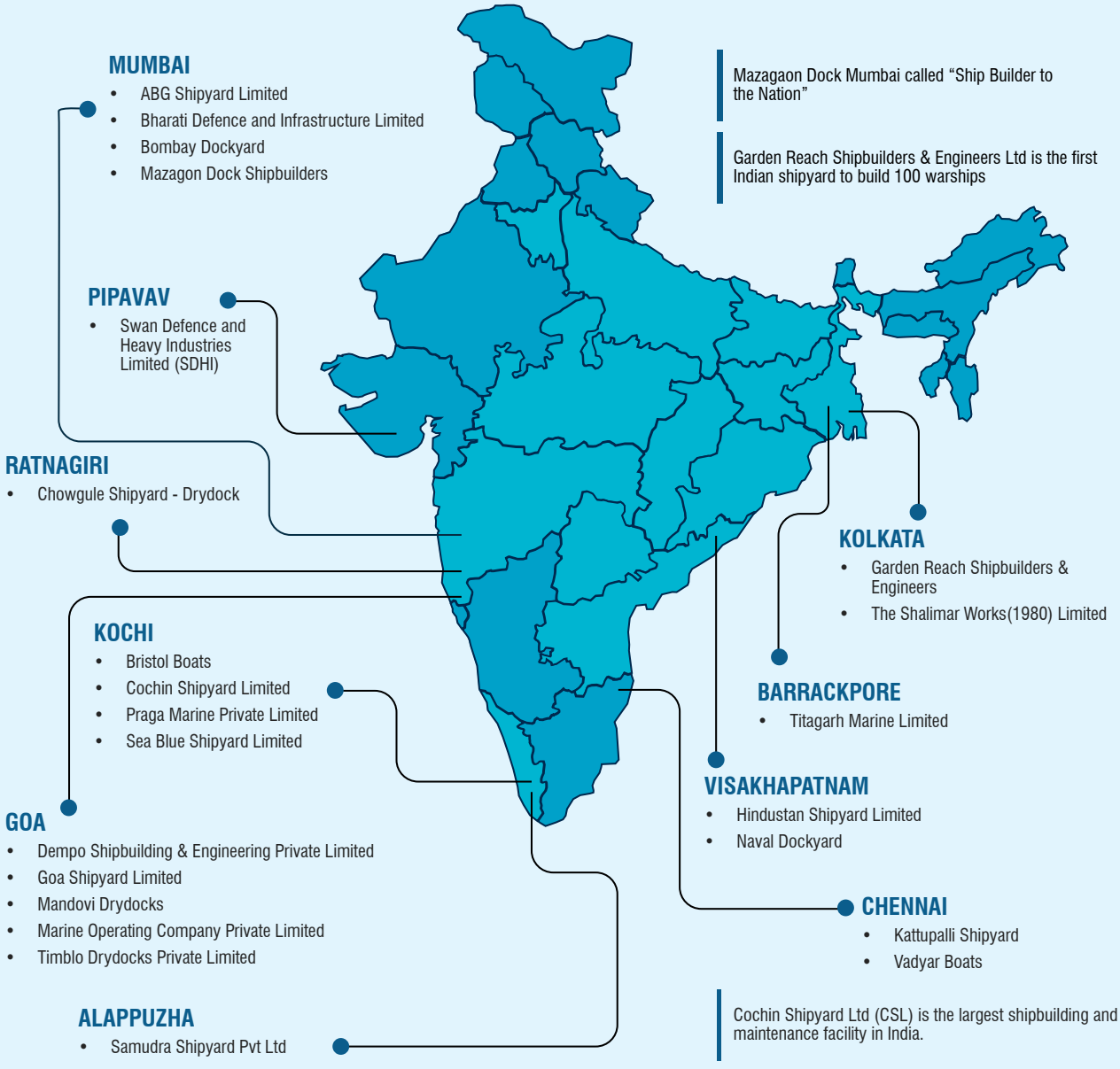
Courtesy: Alphaliner

GLOBAL & INDIA COLD CHAIN AIR CARGO MARKETS

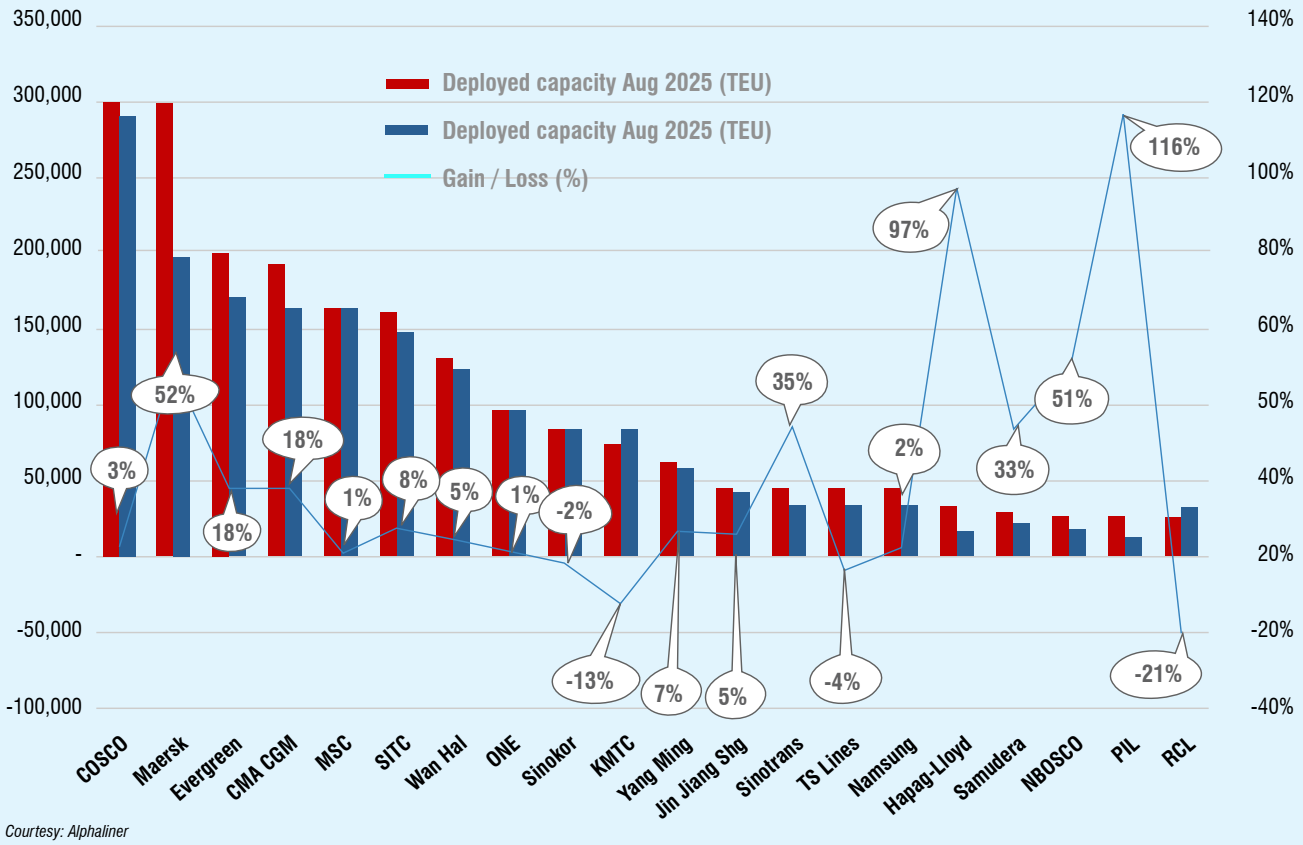
Global cold chain air cargo grew at 2% CAGR while India cold chain exports grew at 10% from 2021-24



SHIPBUILDERS AND SHIPYARDS OF INDIA



TOP-20 CARRIERS: INTRA-ASIA (EXCL. DOMESTIC) DEPLOYED CAPACITY



Courtesy: Alphaliner

BYD CAR CARRIERS

BYD EXPLORER NO.1
7000 Vehicles
Europe
Jan 15, 2024

BYD CHANGHOU
7000 Vehicles
Europe
Nov 29, 2024

BYD HEFEI
7000 Vehicles
Belgium
Jan 7, 2025

BYD SHENZHEN
9200 Vehicles
Brazil
Apr 27, 2025

BYD XIAN
9200 Vehicles
Europe
Jun 21, 2025

BYD CHANGSHA
9200 Vehicles
Europe
Jun 27, 2025

BYD ZHENGZHOU
7000 Vehicles
Southeast Asia
Jul 18, 2025

BYD JINAN
9200 Vehicles
Sep, 2025
(Expected)

BYD has been actively expanding its global presence–not just by building cars, but also by moving them itself.

To secure vehicle shipping capacity for its overseas markets, BYD has invested 5 billion CNY in building its own fleet, which currently consists of 8 vessels:

Explorer No.1: Capacity for **7,000** vehicles
BYD Changzhou: Capacity for **7,000** vehicles
BYD Hefei: Capacity for **7,000** vehicles
BYD Shenzhen: Capacity for **9,200** vehicles
BYD Xian: Capacity for **9,200** vehicles
BYD Changsha: Capacity for **9,200** vehicles
BYD Zhengzhou: Capacity for **7,000** vehicles
BYD Jinan: Capacity for **9,200** vehicles (soon to be delivered)

These vessels operate routes covering BYD's key overseas markets, including Europe (e.g., the UK, Belgium), Southeast Asia (e.g., Indonesia, Philippines), South America (e.g., Brazil), and Australia.

Once fully operational, the total annual transport capacity of the fleet is expected to exceed one million vehicles.

India's first fleet of EV trucks with swappable batteries flagged off at JNPA

The Union Minister of Ports, Shipping & Waterways (MoPSW), Sarbananda Sonowal flagged off India's first fleet of electric heavy trucks with swappable batteries at the Nhava Sheva Distribution Terminal in Jawaharlal Nehru Port Authority (JNPA). This made JNPA with the largest EV truck fleet in any of the India's ports boosting sustainable logistics. A heavy-duty battery swapping station was also commissioned. JNPA aims to convert 90 per cent of its internal heavy truck fleet of about 600 vehicles by December 2026. During the event, an MoU was also signed between JNPA and Isaac Centre for Public Policy (ICPP), Ashoka University, Delhi. This MoU is to create a reference framework for port authorities to determine tariffs from both cost benchmarking and port benchmarking perspectives, across various cargo types and commodities. A total of 50 trucks were flagged off, with the fleet expected to expand to 80 by the end of the year. Sarbananda Sonowal further added, "In recent months, JNPA has consistently been in the news for the right reasons–be it ranking among the Top 25 Ports globally in the World Bank's CPPI index, achieving records in container handling, or advancing key projects in the SEZ, digitalisation, and green energy."

Cabinet clears ₹69,725 crore shipbuilding and maritime development package

The Union cabinet announced a massive infrastructure boost for India's maritime sector with a ₹69,725 crore package, aimed at building indigenous shipping and shipbuilding capabilities. The Cabinet also cleared a ₹12,388 crore Ship Repair and Maintenance Incentive Scheme (SRMIS), aimed at creating world-class dry-docking and repair facilities across key ports. Officials said this would help India capture a larger share of the global ship repair market, which is currently dominated by hubs in Singapore, Dubai, and Colombo. On the policy front, a Maritime Single Window system will be rolled out to streamline approvals, licensing, and compliance requirements for shipbuilders and operators. This digital-first approach is expected to cut red tape, improve ease of doing business, and attract global partnerships in the sector. Further, ₹8,750 crore has been earmarked for technology infusion and R&D, including adoption of green propulsion systems, use of alternative fuels such as LNG, methanol, and hydrogen, as well as advanced hull design and automation. The move aligns with India's commitment to sustainable shipping and compliance with International Maritime Organization (IMO) decarbonisation norms.

Cochin Shipyard signs MoU with HD Korea for shipbuilding collaboration

Cochin Shipyard Limited (CSL) has signed a Memorandum of Understanding (MoU) with HD Korea Shipbuilding & Offshore Engineering (HD KSOE) for a long-term strategic collaboration in shipbuilding. The MoU was exchanged during the landmark event "*Samudra se Samriddhi* – Transforming India's Maritime Sector", inaugurated by the Prime Minister Narendra Modi at Bhavnagar, Gujarat. At the time of signing both MoUs, Union Minister of Port, Shipping and Waterways Sarbananda Sonowal and Union Minister of State Shantanu Thakur were present. Also, present were Jung Changin, Senior Vice President, Head of Global Business Management Division, Hyundai, and Madhu S. Nair, CMD, Cochin Shipyard Limited. This partnership seeks to combine CSL's legacy, infrastructure, and domestic expertise with HD KSOE's advanced technology and global experience, marking a significant step in strengthening India's shipbuilding capabilities. Under the MoU, CSL's 310-meter new dry dock which was inaugurated by Prime Minister of India on 17th Jan 2024 will be utilised to construct large vessels such as Suezmax tankers, container ships, and Capesize bulk carriers, with a capacity of up to six vessels annually. To support this, a dedicated Block Fabrication Facility (BFF) is planned at Kochi in approximately 80 acres.

MDL inks pact with Tamil Nadu to develop greenfield shipyard on east coast

Mazagon Dock Shipbuilders Limited (MDL) has taken a decisive step toward expanding its footprint to the country's eastern seaboard. The Mumbai-based public sector undertaking has signed a memorandum of understanding (MoU) with Guidance Tamil Nadu, the state's investment promotion agency, to explore the establishment of a new greenfield shipyard. The agreement was formalised on September 19, 2025, at an event hosted by the Ministry of Ports, Shipping, and Waterways in Bhavnagar, Gujarat. Details about the proposed shipyard's size, capacity, and investment commitments are yet to be disclosed. Under the framework of the MoU, MDL and Guidance Tamil Nadu will conduct feasibility studies, engage with stakeholders, and identify the operational and financial contours of the project. Officials indicated that consultations would cover aspects ranging from land allocation and connectivity to potential synergies with local industries and the defense ecosystem. For Tamil Nadu, the collaboration represents a potential boost to its maritime and defence manufacturing ambitions. The state has been positioning itself as a hub for advanced industries, including aerospace, shipbuilding, and renewable energy. A partnership with MDL could strengthen its credentials as a preferred destination for strategic investments.

SDHI and GMB ink landmark ₹4,250 crore MoU for shipbuilding

Swan Defence and Heavy Industries Limited (SDHI), India's largest shipbuilding and heavy fabrication company, has signed a landmark Memorandum of Understanding (MoU) with the Gujarat Maritime Board (GMB) for a strategic investment of ₹4250 crore. The partnership is set to modernise shipyard infrastructure, strengthen domestic supply chains and build a sustainable talent pipeline for India's maritime industry. This significant investment is a testament of SDHI's commitment toward India's maritime ambition. The ₹4250 crore investment will be deployed across three key projects at the shipyard in Pipavav Port, Gujarat, that is home to India's largest dry dock, with the capacity to build vessels up to 400,000 DWT. The partnership will infuse ₹3500 crore for capacity expansion at the shipyard, including slipways, jetties, additional cranes, block fabrication, and dredging. This will enhance the shipyard's capacity to meet global as well as Indian shipbuilding demand. A ₹200 crore world-class Centre of Excellence (CoE) for Maritime will come up at the shipyard to deliver a certified, industry-ready workforce of over 1,000 youth annually.

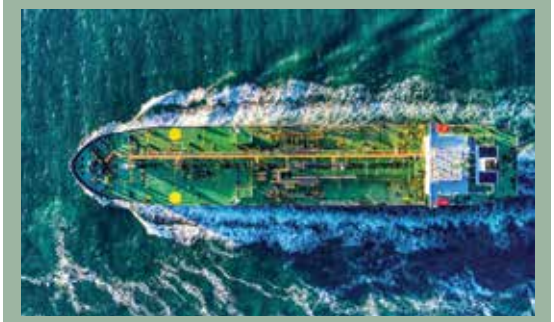
DHL renews 3.17 Lakh sq ft warehouse lease in Panvel

DHL Logistics has extended its lease for a 3.17 lakh sq ft warehouse in Panvel, within the Mumbai Metropolitan Region (MMR), at a monthly rent of ₹1.8 crore. The facility is part of the Ascent Free Trade Warehousing Zone (FTWZ), owned by CapitaLand India Trust (CLINT). Documents filed with Propstack, a real estate data platform, show that the lease renewal runs for five years, with an annual escalation of 5 per cent. DHL will initially pay ₹56.7 per sq ft per month and has deposited ₹14.11 crore as security. While the lease commenced on August 1, 2024, it was formally registered in August 2025. DHL Group, which operates across more than 50,000 locations globally, manages over 21 million sq ft of warehousing space in India. The Panvel facility adds to its expansive domestic network. CLINT, listed on the Singapore Exchange in 2007 as Asia's first India-focused property trust, owns and operates the FTWZ, which spans 30 acres. Strategically positioned 24 km from Jawaharlal Nehru Port Trust (JNPT), India's largest container gateway, the zone serves as a key logistics hub for western India's hinterland.

Mormugao port declared India's first green port

Mormugao Port has become the first accredited green port in India under the Green Port Certification Programme. The announcement was made by Mormugao Port Authority (MPA) Chairman N. Vinodkumar at a roadshow ahead of India Maritime Week 2025. The certification comes a year after Mormugao became the first Indian port to offer incentives and tariff discounts to commercial vessels based on their Environmental Ship Index (ESI) scores. The initiative aligns with global efforts to reduce air emissions from shipping. As part of its green roadmap, the port has commissioned a 3 MW solar power plant, with plans to scale capacity to 5 MW. The project is being developed in partnership with the Goa Energy Development Agency (GEDA) to further reduce the port's carbon footprint. India Maritime Week 2025 will be held in Mumbai from October 27–31, with participation expected from over 100 countries.

Global divide deepens as IMO netzero framework heads for vote



The International Maritime Organization's (IMO) plan to introduce a Net-Zero Framework for global shipping has become a flashpoint of contention as member states prepare to cast their votes in October 2025. The framework, agreed in principle this April, proposes two cornerstone measures: a mandatory fuel standard for vessels and a pricing mechanism for greenhouse gas emissions.
Advocates have hailed the initiative as a landmark moment for maritime decarbonisation. The Getting to Zero Coalition–a network of more than 180 companies–urged governments to approve the package, warning that failure to act could inflict "serious negative consequences" on the industry. The coalition stressed that only a globally coordinated IMO regulation can deliver a transition that is "fair, efficient, and inclusive," adding that the groundwork for success already exists if governments can maintain the necessary political resolve.

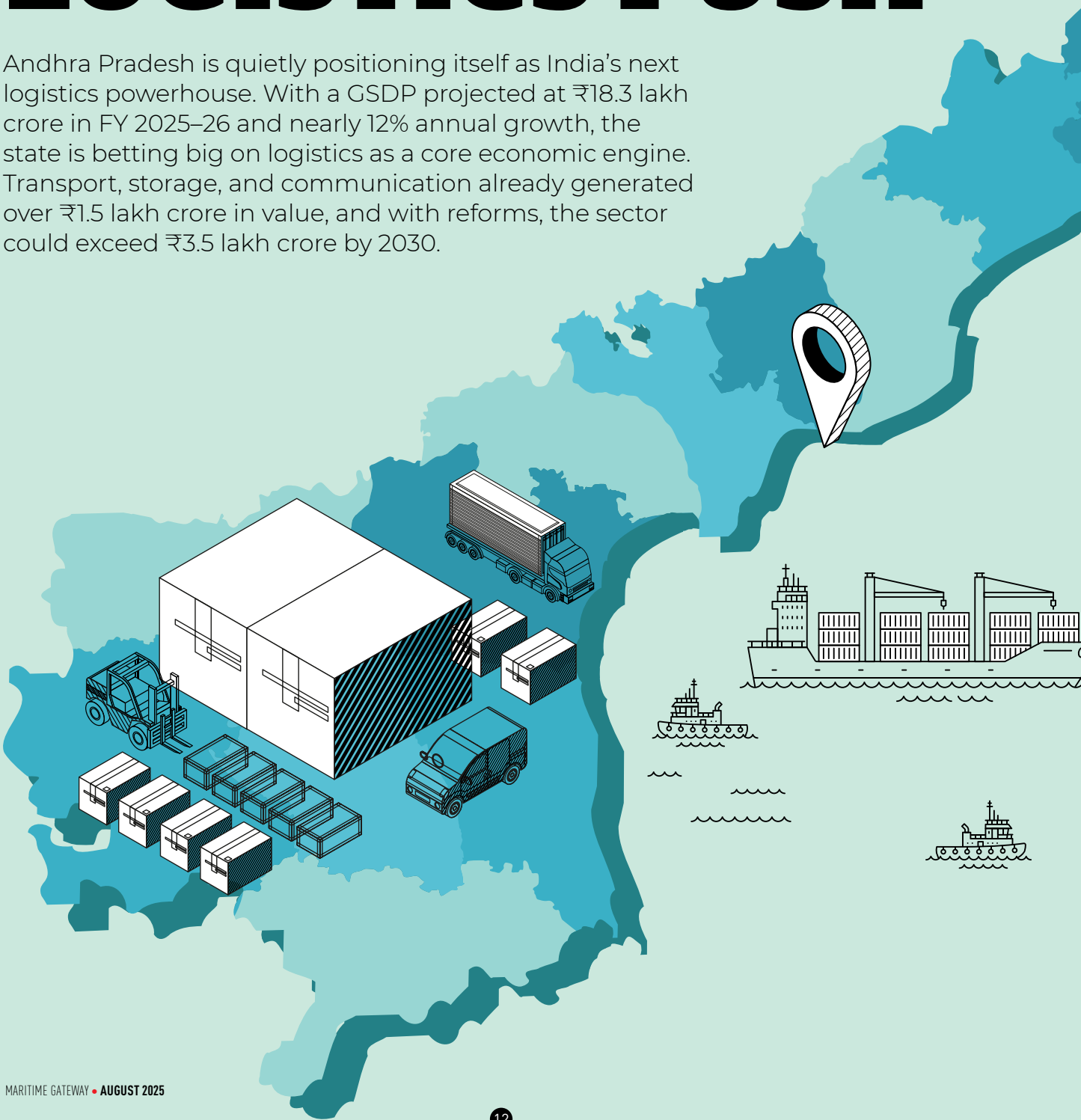
DP World expands capacity and green operations at Mundra

DP World has strengthened operations at the Mundra International Container Terminal (MICT) with the addition of a new state-of-the-art quay crane and three electric Rubber-Tyre Gantry Cranes (e-RTGCs), reinforcing Gujarat's position as a key trade hub. The new quay crane–capable of handling vessels up to 22 rows across–equips Mundra to serve some of the world's largest container ships with improved safety and efficiency. Featuring predictive maintenance, enhanced CCTV coverage, and energy-efficient drive systems, the crane is designed to boost reliability, precision, and productivity. With this deployment, DP World Mundra now operates eight quay cranes, raising its handling capacity to 1.56 million TEUs by 2027 and ensuring faster vessel turnaround times. The arrival of three new e-RTGCs, expanding the fleet to 31 units, is expected to cut Scope 1 and 2 emissions by 18.9 per cent and reduce noise levels. The investment aligns with India's *Harit Sagar* green port guideline.

ANDHRA PRADESH

THE GREAT LOGISTICS PUSH

Andhra Pradesh is quietly positioning itself as India's next logistics powerhouse. With a GSDP projected at ₹18.3 lakh crore in FY 2025–26 and nearly 12% annual growth, the state is betting big on logistics as a core economic engine. Transport, storage, and communication already generated over ₹1.5 lakh crore in value, and with reforms, the sector could exceed ₹3.5 lakh crore by 2030.



Andhra Pradesh is quietly scripting one of the most ambitious logistics stories in India. With a Gross State Domestic Product (GSDP) projected at ₹18.3 lakh crore (US$214 billion) in FY 2025–26, the state has been growing at nearly 12 per cent annually for a decade. Much of this momentum rests on the services sector, which contributes 39 per cent of the state's economy. Within this, logistics–though not reported as a standalone category–plays an outsized role. Transport, storage, and communication together account for 8–10 per cent of GSDP, translating to an economic value of about ₹1.5–1.8 lakh crore today.

This is not a peripheral service but a core economic engine. By 2030, Andhra Pradesh's economy is projected to reach ₹29–30 lakh crore. If logistics simply retains its current share, the sector will still be worth nearly ₹3 lakh crore. But with reforms that expand multimodality, strengthen cold chains, and accelerate digital integration, its share could climb to 12 per cent–creating a logistics economy worth over ₹3.5 lakh crore. That additional ₹70,000–₹80,000 crore in value every year represents the difference between incremental growth and transformative competitiveness.

Why the stakes are high

Logistics is more than trucks, ships, and warehouses–it is the bloodstream of trade, agriculture, and industry. For Andhra Pradesh, it directly underpins export-oriented sectors such as seafood, pharmaceuticals, and processed agriculture. A robust logistics ecosystem lowers transaction costs, reduces delays, and improves global competitiveness. Conversely, a weak one leaves exporters uncompetitive and farmers underpaid.

Nationally, India's logistics sector is expected to reach nearly 15 per cent of GDP by 2050. For Andhra Pradesh, the question is whether it will ride that wave or lag behind western and southern peers like Gujarat and Tamil Nadu, which have already built strong multimodal platforms.

Reform windows and risks

The state has no shortage of ambition. Its six-pillar logistics strategy focuses on rail-led multimodal integration, digital visibility, cold-chain expansion, responsive regulation, green logistics, and skills. But implementation will decide outcomes.

At one end, Andhra Pradesh could lift its logistics share to 12 per cent of GSDP by 2030, doubling its economic value and creating millions of new jobs. At the other, reforms could stall, leaving the sector stuck at ~8 per cent, with missed opportunities to plug into ASEAN and Indo-Pacific supply chains. The difference will show up not just in trade numbers but in fiscal health, farmer incomes, and investor confidence.

Digital gaps and visibility challenges

Despite early adoption of digital systems in ports and pioneering experiments like Drone City in Kurnool, the state still underperforms on basic indicators such as track-and-trace and cargo safety. Many warehouses, ICDs, and terminals are not connected through real-time digital platforms, leaving supply chains fragmented and opaque.

A state-wide logistics data platform with mandatory API integration for all licensed facilities could change this picture. Global benchmarks show that visibility systems reduce cargo dwell time, enhance safety, and increase trust among international buyers. Andhra Pradesh has a chance to move first in building such a platform.

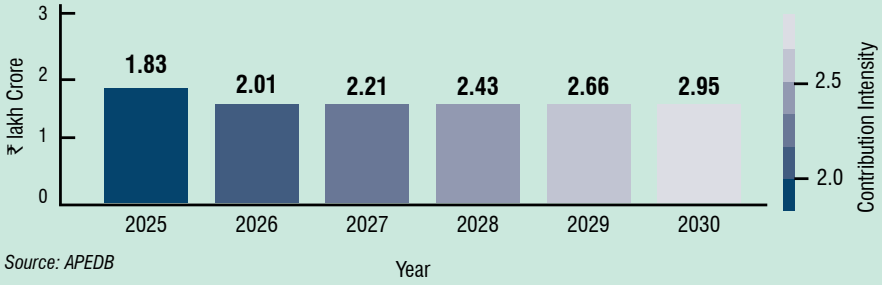
INDICATIVE ESTIMATES FOR ANDHRA PRADESH

Year	Estimated GSDP (Rs lakh crore)	Logistics Share (%)	Logistics Sector Size
2025-26	18.3	8-10	1.46-1.83
2030 (Proj.)	29-30	10-12	2.9-3.6

Source: APEDB

POLICY ANALYSIS : AP LOGISTICS CONTRIBUTION TO GSDP

Projected Logistics Contribution to Andhra Pradesh GSDP ($ Lakh Crore)



Source: APEDB

Andhra Pradesh Logistics Strategy

Strengths	Weaknesses	Opportunities	Threats
1053 km coastline, 6 ports + upcoming greenfield ports	Rail infra & terminals weak	Align with CLAP + PM Gati Shakti	Competition from Gujarat & Maharashtra
Strong in roads & warehousing	Poor first/last-mile (e.g, Kakinada, Yanam)	Growth in EXIM (seafood, pharma, agri-processing)	Global trade/geopolitical disruptions
Ease of government facilitation > national average	Weak Track & Trace, Cargo Safety	Expand digital logistics system	Delay in port/bypass projects (Kakinada)
MMLPs pipeline (Vizag, Orvakal, Kopparthy)	Poor Ease of Entry & Grievance Redressal	Skill development (APSSDC, logistics academies)	Workfroce shortages if unaddressed
Skilled manpower & competitive shipment pricing	Low adoption of green logistics	Green logistics adoption in ports	Climate risks & Weak sustainability practices
	Slow road speeds (-35 km/hr)	PPP for MMLPs, port upgrades, cold chains	
		Position AP as East Coast hub	

Source: APEDB

How Andhra Pradesh Slid - From Achiever (2023) to Fast Mover (2024)

Logistics Infrastructure	Logistics Services	Operating & Regulatory	Sustainability & Equity
Leads	**Leads**	**Leads**	**Leads**
Strong roads & warehousing	Competitive shipment prices	Strong govt.facilitation	Solar & electrification at Vizag, Krishnapatnam, Gangavaram
Upcoming MMLPs (Vizag, Orvakal, Anantapur, Kopparthy)	Skilled manpower & timeliness above avg.	Logistics given industry status	Women's participation above national avg.
Current Status	**Current Status**	Single-window clearances	**Current Status**
Rail infra & terminals weak	Weak in track & trace, cargo safety	**Current Status**	Weak state-wide green logistics commitment
First/last-mile bottlenecks (Kakinada, Yanam, Godavari Creek)	Dependence on roads, fragmented services	Ease of Entry below avg.	Initiatives fragmented, not scaled
Slide Factor	**Slide Factor**	No grievance redressal system	**Slide Factor**
Peers (Gujarat, Maharashtra) advanced faster with integrated connectivity	Gujarat, TN, Karnataka expanded digital systems, Safety, multimodal service quality	**Slide Factor**	Gujarat, Maharashtra, TN have systemic green logistics & inclusivity programs, widening the gap
		Peers strengthened regulatory responsive-ness, making Ap appear slower in governance execution	

Source: APEDB

Cold chains: The export Achilles Heel

Nowhere is the reform need sharper than in cold chains. Andhra Pradesh leads India in seafood exports and has strong pharmaceutical and horticultural sectors. Yet its cold-chain infrastructure is fragmented, with gaps in reefer transport corridors, port-based cold storage, and multimodal links. The result is avoidable spoilage, higher costs, and weaker competitiveness in global markets.

The solution lies in integrating cold-chain facilities with upcoming Multimodal Logistics Parks (MMLPs) and major ports. A coordinated expansion could directly boost export earnings while lifting farmgate prices for producers.

Ports: Strong capacity, weak connectivity

Visakhapatnam, Krishnapatnam, and Kakinada are among India's most capable ports, but last-mile connectivity and customs efficiency remain bottlenecks. Rail capacity into ports is often constrained, while clearance times remain uneven across terminals. New greenfield ports at Ramayapatnam and Bhavanapadu risk facing the same issues if multimodal integration is not hardwired from the start.

For a state with over 1,000 km of coastline–the second longest in India–these are critical concerns. Without seamless connectivity, Andhra Pradesh risks underutilising its port assets and losing cargo flows to rivals.

Governance and skills

A fragmented governance structure continues to slow progress. Multiple departments manage ports, roads, industries, and rail, creating overlaps and accountability gaps. Meanwhile, skill shortages among drivers, reefer operators, and warehouse managers add to inefficiency.

Reforms here are less about hardware and more about institutions. Clearer mandates,

faster grievance redressal, and stronger training pipelines could raise Andhra Pradesh's competitiveness scores.

Playing to strengths

Despite the challenges, Andhra Pradesh enters the logistics decade with enviable strengths. Its 1,053 km coastline makes it a natural maritime leader. It ranks third in cargo handling nationally and is investing heavily in new greenfield ports. It has formally recognised logistics as an industry, rolled out a single-window clearance system, and launched a dedicated state logistics policy.

The pipeline of multimodal logistics parks at Visakhapatnam, Orvakal, Kopparthy, and Anantapur promises to consolidate warehousing and intermodal functions, aligning with the national PM GatiShakti programme. On top of this, initiatives like Drone City and the Andhra Pradesh Drone Corporation give the state a unique head start in next-generation supply chain technologies.

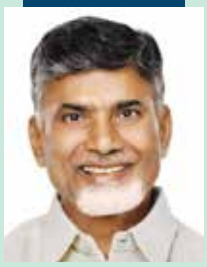
Weak spots in competitiveness

Yet weaknesses are real and measurable. Andhra Pradesh slipped from "Achiever" to "Fast Mover" in LEADS 2024, reflecting shortcomings in multimodal adequacy and regulatory responsiveness. Cargo evacuation remains clogged around Kakinada and Godavari Creek. Freight speeds average just 35 km/h, far below Gujarat's 47 km/h. Digitalisation lags, and the absence of effective grievance redressal mechanisms erodes investor confidence.

The risk is stark: without closing these gaps, Andhra Pradesh could remain a secondary logistics player despite its natural advantages.

Opportunities ahead

The opportunity matrix is rich. The PM GatiShakti framework offers a ready platform for integrating rail, road, and ports. Export-oriented sectors like seafood and pharma can anchor global trade flows if supported with logistics reliability. Digitalisation offers a low-cost, high-impact path to improve transparency. And green logistics–from electrified cargo-handling to renewable-powered ports–can both reduce costs and enhance resilience in a cyclone-prone state.



> **Andhra Pradesh has the geography, the intent, and the will. With entrepreneurs' partnership, we will build the most efficient, green, technology-driven logistics hub on India's East Coast—creating prosperity for our people and competitiveness for our businesses.**

N CHANDRABABU NAIDU
CHIEF MINISTER OF ANDHRA PRADESH

Risks to navigate

But risks run parallel. Gujarat and Tamil Nadu are racing ahead with multimodal integration and industrial-port linkages. First- and last-mile bottlenecks remain high-cost pain points. Overreliance on road freight leaves the system vulnerable to fuel volatility and emissions penalties. Climate risks–cyclones, flooding, and heat stress–pose growing threats to port and coastal infrastructure. Unless resilience standards are built into planning, these could erode long-term competitiveness.

Vision 2030: Closing gaps with speed

The state government has set ambitious targets for 2030: cut logistics costs from 15.7 per cent of GSDP to 8 per cent, expand port handling capacity to 350 million tonnes, double multimodal corridors to 2,000 km, and operationalise 10 logistics parks. Half of logistics operations are targeted to become green, and employment is projected to double to 20 lakh jobs.

These targets are not abstract–they directly address weaknesses flagged in LEADS 2024, from rail inadequacy to digital shortfalls. If achieved, they would firmly establish Andhra Pradesh as a national logistics leader.

Vision 2047: From throughput to maritime clusters

Looking further ahead, Andhra Pradesh has its eye on India's centenary of independence. The long-term vision shifts from being a cargo throughput corridor to becoming a maritime-industrial cluster. By 2047, the state hopes to host one of the world's top 20 ports, capture 20 per cent of India's cargo, and account for a quarter of the nation's shipbuilding and repair.

Crucially, resilience and sustainability will underpin this vision. With one of India's most climate-exposed coastlines, Andhra Pradesh cannot afford to treat green logistics as optional. Embedding resilience standards into port design, coastal planning, and inland transport will be central to competitiveness.

The road ahead

Andhra Pradesh's logistics future is balanced on a knife edge–its natural advantages and bold policy targets offer a platform for transformation, but execution risks remain high. The next five years will be decisive.

(This article is based on inputs from a strategy paper jointly prepared by the Global Forum for Sustainable Transformation (GFST), Andhra Pradesh Economic Development Board (APEDB), and Andhra Pradesh Maritime Board. The lead author is Prof. S. Vijay Kumar, Senior Consultant, with contributions from GFST members Dr. Srinivas Raju, Shaik Adil Akram, and G. M. V. G. K. Bangaru Raju.)

With a 1,053 km-long coastline, Andhra Pradesh (AP) stands at the heart of India's maritime growth story. Blessed with deep natural harbours, strategically located ports, and strong hinterland connectivity through road, rail, and inland waterways, the state has steadily transformed into one of the country's most critical gateways for global trade. Today, nearly 30 per cent of cargo handled on India's east coast flows through AP's ports, while the state is rapidly positioning itself as a hub for shipbuilding and allied industries.

Andhra Pradesh's strategic maritime advantage

Few Indian states can match Andhra Pradesh's maritime potential. Its coastline is the second longest in India, spanning over 1,053 km and dotted with more than 50 coastal and creek sites suitable for port and shipbuilding activity. The state's ports offer deep drafts of up to 18 meters, enabling them to dock some of the world's largest bulk carriers and container vessels.

The east coast's rising prominence in India's trade is evident—40 per cent of the nation's maritime cargo moves through it, and AP's ports alone account for almost a third of this volume. The state also benefits from excellent hinterland connectivity, with national highways, dedicated freight corridors, and railway lines linking the ports to major industrial and agricultural regions in central and southern India. Additionally, inland waterways promise to further strengthen cost-efficient cargo movement in the future.

Complementing large commercial ports, Andhra Pradesh is also building four fishing harbours to boost coastal economy and small-scale maritime trade. Importantly, the state government has adopted a vision of having a port, shipyard, or fishing harbour at least every 50 km along the coast, reinforcing its ambition of creating an integrated maritime ecosystem.

Operational ports and cargo performance

Currently, Andhra Pradesh has six operational ports with a combined annual capacity of around 330 million metric tonnes per annum (MMTPA). These are supplemented by four greenfield ports under construction, which together will add another 353 MMTPA capacity in phases.

Gangavaram Port

Gangavaram Port is one of AP's deepest and busiest ports, handling 37.24 MMTPA in FY 2023–24. Imports dominated the cargo mix, with 26.72 MMTPA of dry bulk, while exports accounted for 10.20 MMTPA of dry bulk. The main commodities handled include coal and iron ore, making the port a critical gateway for power and steel industries.

Kakinada Anchorage Port

A relatively smaller facility, Kakinada Anchorage Port handled 2.44 MMTPA in 2023–24, almost entirely export-driven. Rice exports

Reimagining future
From ports to prosperity

This article examines the current landscape of AP's maritime infrastructure, port performance, and the emerging opportunities in port-led development and shipbuilding.

formed the bulk at 2 MMTPA, alongside 0.44 MMTPA of cement. The port's role in supporting agri-based exports underlines its importance to local farming communities.

Kakinada Deep Water Port

The deep-water port at Kakinada handled 17.93 MMTPA during FY 2023–24. Imports included 3.4 MMTPA of liquid bulk and 9.1 MMTPA of dry bulk, while exports totaled 5.23 MMTPA. Fertilizers, edible oil, and coal are the mainstay commodities, highlighting its role in energy and agriculture-linked trade.

Rawa Port

A specialized facility, Rawa Port handled 0.65 MMTPA, entirely export-driven, with crude oil forming the principal cargo.

Krishnapatnam Port

The largest cargo handler in the state, Krishnapatnam Port managed 59.19 MMTPA in FY 2023–24. Imports were led by dry bulk (49.75 MMTPA) and liquid bulk (2.25 MMTPA), while exports included 5.04 MMTPA of dry bulk and containerized cargo of 0.43 MMTPA. Fertilizers, edible oil, and coal dominate its cargo basket. The port's scale makes it a cornerstone of AP's maritime economy.

Upcoming greenfield ports

To sustain long-term growth, Andhra Pradesh is building four world-class greenfield ports, which together will transform cargo handling capacities and expand industrial opportunities.

Ramayapatnam Port

Scheduled to be operational by April 2026, Ramayapatnam Port will initially handle 34 MMTPA (Phase 1), eventually scaling up to 138.54 MMTPA (Phase 2). With 4 berths, a waterfront of 2.96 km, and draft depths of up to 20 meters, the port will handle commodities such as granite, coal, fertilizers, edible oil, iron, cement, and containers.

Machilipatnam Port

Expected to commence operations by November 2026, Machilipatnam Port will support an initial 35.12 MMTPA capacity, expandable to 115.97 MMTPA. It will have 4 berths with a waterfront area of 2.18 km. Commodities like granite, agri-products, coal, fertilizers, and containers will be the key focus.

Mulapeta Port

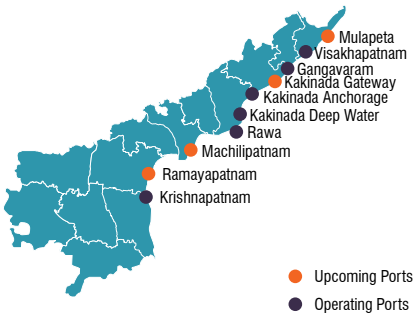
Targeted for commissioning in April 2026, Mulapeta Port will begin with 23.5 MMTPA capacity and expand to 83 MMTPA. With a draft of up to 19 meters and the ability to host vessels up to 120,000 DWT, it is designed to handle coal, edible oil, containers, limestone, fertilizers, agri-products, and iron ore.

Kakinada Gateway Port

Slated for operations by July 2026, this port will add 16 MMTPA capacity with 3 berths along a 1.73 km waterfront. Commodities planned include coal, cement, alumina, limestone, and steel products.

Together, these greenfield projects reflect AP's target of

HIGH-CAPACITY OPERATIONAL PORTS POWERING AP'S ROLE AS LEADING TRADE HUB



KRISHNAPATNAM PORT

CARGO HANDLED (2023-24): 59.19 MMTPA

IMPORTS: Liquid Bulk: 2.25 MMTPA
Dry Bulk: 49.75 MMTPA

Transshipment: 0.48 MMTPA;
Container: 0.38 MMTPA

EXPORTS: Dry Bulk: 5.04 MMTPA;
Break Bulk: 0.34 MMTPA

Container: 0.43 MMTPA; Transshipment: 0.51 MMTPA

Main Cargo Handled: Fertilizer, Edible Oil, Coal

KAKINADA DEEP WATER PORT

Cargo Handled (2023-24): 17.93 MMTPA

IMPORTS: Liquid Bulk: 3.4 MMTPA,
Dry Bulk: 9.1 MMTPA
Break Bulk: 0.1 MMTPA, **Container:** 0.1 MMTPA

EXPORTS: Dry Bulk: 2.98 MMTPA
Break Bulk: 1.91 MMTPA
Container: 0.34 MMTPA

Main Cargo Handled: Fertilizer, Edible Oil, Coal

GANGAVARAM PORT

Cargo Handled (2023-24): 37:.24 MMTPA

IMPORTS: Dry Bulk: 26.72 MMTPA
Break Bulk: 0.11 MMTPA

EXPORTS: Dry Bulk: 10.20 MMTPA
Break Bulk: 0.22 MMTPA

Main Cargo Handled: Coal, Iron

RAWA PORT

Cargo Handled (2023-24): 0.65 MMTPA

IMPORTS: Nil

EXPORTS: Crude Oil: 0.65 MMTPA

Main Cargo Handled: Crude Oil

KAKINADA ANCHORAGE PORT

Cargo Handled (2023-24): 2.44 MMTPA

IMPORTS: Nil

EXPORTS: Rice: 2 MMTPA: **Cement:** 0.44 MMTPA

Main Cargo Handled: Rice, Maize, Cement

POTENTIAL LOCATIONS SUITABLE FOR SHIP YARDS IN AP

Site	Land Area	Draft Depth	Recommended Yard Size
Dugarajapatnam	2,000 Acres	Deep (>14m)	**Large Yard** (>0.5M GT)
Machilipatnam	~500 Acres	Moderate (~10m)	**Medium Yard** (0.1-0.5M GT)
Bhavanapadu	~300 Acres	Shallow (~8-10m)	**Small Yard** (<0.1M GT)

Source: APEDB

expanding port capacity to over 99 MMTPA by 2026 and more than 350 MMTPA by 2047, aligning with India's long-term maritime vision.

Shipbuilding and repair opportunities

Beyond cargo handling, Andhra Pradesh is emerging as a strong candidate to anchor India's shipbuilding ambitions. The global shipping industry is expected to grow steadily, with demand for cargo vessels, offshore platforms, and green-fuel-enabled ships rising. India has set its sights on expanding its share in global shipbuilding, and AP's natural advantages position it as a frontrunner.

Several locations along the state's coast are suitable for setting up shipyards of varying capacities:

- **Dugarajapatnam:** With 2,000 acres of land, deep drafts exceeding 14 meters, and scope for a large yard (>0.5 million GT capacity), this site is ideal for building large vessels.
- **Machilipatnam:** Around 500 acres with ~10-meter drafts, suitable for medium yards (0.1–0.5 million GT).
- **Bhavanapadu:** About 300 acres with 8–10-meter drafts, suited for small yards (<0.1 million GT).

Additionally, the state's coastal salt lands are being evaluated for ancillary shipbuilding activities such as boat repair, maintenance, and component manufacturing. This approach would create clusters of integrated maritime industries, generate large-scale employment and drive innovation.

Driving India's maritime future

Andhra Pradesh is more than just a maritime state–it is becoming the backbone of India's port-led economic growth. Its operational ports are already handling significant volumes across energy, agriculture, and industrial commodities. Upcoming greenfield ports promise world-class infrastructure capable of serving next-generation shipping needs. At the same time, shipbuilding opportunities position AP as a vital contributor to India's ambition of becoming a global shipbuilding hub.

By 2047, when India celebrates a century of independence, Andhra Pradesh's ports are projected to handle over 350 MMTPA of cargo, while its coastline could host multiple shipyards and fishing harbours, supporting not just trade but also industrial and blue economy development.

With the right policy support, investments, and global partnerships, Andhra Pradesh is on course to script a new chapter in India's maritime story–where ports, shipyards, and fishing harbours collectively power economic prosperity.

Andhra Pradesh Logistics Corporation

A unified gateway

Andhra Pradesh has long enjoyed natural advantages in logistics–its coastline, ports, and industrial base. Yet the system has been hampered by institutional fragmentation.

Andhra Pradesh, with its coastline, ports, and industrial base, has natural advantages in logistics. However, institutional fragmentation has long hindered performance. Ports are managed by the Department of Ports, roads by Roads & Buildings, railways by Indian Railways, and industrial corridors by the Industries Department–creating overlaps, delays, and accountability gaps. National assessments such as LEADS 2024 have identified this lack of coordination as a structural bottleneck that risks weakening the state's competitive edge.

To address this, the Government of Andhra Pradesh established the Andhra Pradesh Logistics Corporation (APLC) in June 2025 as the state's nodal logistics body. Designed as a single-window investor interface and systems integrator, APLC coordinates multi-agency projects under GatiShakti and Sagarmala, manages the state logistics data platform with national integration, structures PPP and green investments, enforces time-bound grievance redressal, and publishes quarterly performance scorecards on corridor efficiency and service reliability. By combining convening authority with operational responsibility, APLC fills a long-standing void in logistics governance.

APLC draws inspiration from proven models such as the Gujarat Maritime Board and Tamil Nadu's Guidance Bureau, as well as international benchmarks like PSA Singapore and the Port of Rotterdam Authority–entities that integrate ports, industry, and digital systems under professional management and statutory authority.

For credibility, APLC must be backed by statute and governed by a multi-stakeholder board representing government, industry, and experts. Transparency can be ensured through public dashboards, independent audits, and direct reporting to the Chief Minister's Office to align with state priorities.

The state's logistics reform agenda rests on six pillars–rail-led multimodal integration, digital backbone, responsive regulation, green logistics, human capital, and performance management–with APLC as the institutional anchor.

The immediate priority is rail-led multimodal integration, aiming to reduce logistics costs from 15.7 per cent to 8 per cent of GSDP by 2030. Phase I (2025–27) targets last-mile port–rail connectors and PPP terminals at Visakhapatnam, Orvakal, Kopparthy, and Anantapur; Phase II (2027–30) will expand MMLPs, standardise tariffs, and promote green logistics.

Historic Rise

P L Haranadh, IRTS, Chairperson, Paradip Port Authority, has driven capacity expansion, technology adoption, container growth, and sustainability measures, positioning the port as a key hub. In this conversation, he shares insights on performance, strategy and future plans.

Paradip Port became India's top cargo-handling port in FY2024-25. What were the key highlights of this achievement?

Crossing the 150 MMT mark for the first time reflects our focus on capacity building. Over the past three years, Paradip Port recorded a 9 per cent CAGR, higher than the sector's 6 per cent average. We also achieved the highest berth productivity of 34,303 MT per day, nearly double the national average, and handled almost one-third of India's coastal cargo. With the highest rake-handling capacity, Paradip Port reaffirmed its leadership.

What is your cargo handling target for FY2025–26, and how do you plan to meet stakeholder expectations?

We have set a target of over 160 MMT for FY2025–26. Strategic initiatives include expanding coastal shipping and advancing digital transformation. New business measures such as frozen tariffs until 2026, reduced charges for incremental cargo, and rewards for berth performance are being introduced. Cargo flows are diversifying, with westward coal movement to Maharashtra and Gujarat now boosting coastal shipping.

How is Paradip Port leveraging technology to improve efficiency and ease of doing business?

We are implementing the Enterprise Business System (EBS), National Logistics Portal (NLP-Marine), and Sparsh for integrated operations. Paradip Port currently processes the highest financial transactions on NLP-Marine among major ports. We are piloting India's first AI-based yard and storage management system and finalizing a Vessel Traffic Management and Information System (VTMIS) to streamline vessel movement.

Container throughput grew by 111 per cent year-on-year. How do you plan to sustain and scale this growth?

Our focus is on building a strong container ecosystem. The existing 5 MTPA container terminal under PPP has improved efficiency. We offer the lowest Vessel Related Charges (VRCs), with up to 75 per cent discounts for container vessels, and free scanning facilities. A Multimodal Logistics Park by CONCOR is operational. Global liners like MSC have started direct services, and we are developing a new container berth with 2 lakh TEU capacity under PPP, now at an advanced tendering stage.

What are the major infrastructure augmentation projects underway at Paradip Port?

The Western Dock Project (25 MTPA) will enable Cape-size vessels with an 18.5-metre draft and is targeted for Phase I completion by 2026. We are mechanizing four

berths, developing four new ones, and building a dedicated 4 MTPA green berth for green hydrogen and ammonia exports. Connectivity is improving through a 2.4 km flyover-cum-road, contributions to the 8-laning of Paradip–Chandikhol NH-53, and expansion of rail sidings to handle 100+ rakes per day.

Sustainability has become critical in port operations. What ESG initiatives is Paradip Port implementing?

We are targeting 100 per cent mechanization by 2030 to curb emissions, supported by covered conveyors. A 10 MW solar plant is being developed to meet 60 per cent of electricity demand through renewables by 2026. Under the Green Tug Transition Program, hybrid and green tugs are being procured, and shore-to-ship power is being extended to cargo vessels. We also operate zero liquid discharge STPs and integrated waste management systems.

> **Our focus is on building a strong container ecosystem. The existing 5 MTPA container terminal under PPP has improved efficiency. We offer the lowest Vessel Related Charges (VRCs), with up to 75 per cent discounts for container vessels, and free scanning facilities to reduce turnaround time.**

How important has stakeholder coordination been in Paradip Port's progress, and how will this continue?

Multi-stakeholder coordination has been central. Fast-tracked clearances and synchronized planning have helped overcome bottlenecks. We are institutionalizing frameworks through digital platforms and participation in PM Gati Shakti. We are also preparing for India Maritime Week 2025 roadshows to showcase projects and investment opportunities.

Paradip Port recently signed significant MoUs with the Government of Odisha. What is their strategic importance?

The two MoUs worth ₹46,200 crores are for the development of Bahuda Major Port and a shipbuilding hub at Mahanadi Mouth. Bahuda is planned as a greenfield 150 MTPA major port with an estimated ₹ 21,500 crore investment–poised to become India's 14th major port. The shipbuilding and ship-repair complex, at about ₹24,700 crore, creates a strategic manufacturing base on the east coast.

What are the next steps for these major projects?

Immediate steps are execution-focused. We're constituting joint working groups, moving to project structuring and SPV formation, and commissioning DPR and statutory studies. We will lock multi-modal connectivity under PM Gati Shakti, prepare land and waterfront master-planning, and design PPP and transaction frameworks to achieve early-stage works and attract private capital.

GRSE
Building for the nation and beyond

In this interview, **Cmde PR Hari, IN (Retd.) Chairman & Managing Director, Garden Reach Shipbuilders & Engineers Ltd (GRSE),** highlights how the shipyard, with a ₹21,700 crore order book, is strengthening India's naval self-reliance through frigates, ASW crafts, and survey vessels, while expanding globally with green-tech ferries, commercial cargo ships, and research platforms.

Could you provide an overview of GRSE's current order book, recent production milestones, and strategic priorities?

It is on record that GRSE's order book value was ₹21,700 crore as on 30 June 2025. Our first Advanced Guided Missile Frigate under the Navy's Project 17A - Himgiri has been delivered. We have also delivered the first Anti-Submarine Warfare Shallow Water Craft (ASW SWC) to the Navy, which has been commissioned and is in service as INS Arnala. This is the first warship of that class to be delivered to the Navy. It is also the largest waterjet craft to be used by the Indian Navy. The second ASW SWC, named Androth, has also cleared the Contractors' Sea Trials successfully and is ready for delivery. The remaining six warships of this class have been launched and are being outfitted. Also, three ships of the Sandhayak class of Survey Vessels (Large) have been delivered.

Apart from the six ASW SWCs, two P 17A Advanced Guided Missile Frigates and one Survey Vessel (Large) are also at various stages of outfitting. Four Next Generation Offshore Patrol Vessels are in their pre-outfitting stage. All of these are warships.

Apart from these, we are building eight multi-purpose cargo vessels for a German client, four research platforms for various ministries under the Government of India and 13 hybrid ferries for the Government of West Bengal.

How prepared is GRSE–both in terms of infrastructure and design capabilities–to enter and compete in this space?

Designing and building a warship is the most complex exercise for any shipbuilder. As you are aware, GRSE has established itself as an expert in the field of warship building by delivering over a century of warships. This is something that no other shipbuilder in the country has been able to achieve. Once a shipyard has

that kind of expertise in warship building, it can handle all kinds of orders and that is what GRSE is currently doing.

In 2023, we delivered an ocean-going passenger-cum-cargo ferry to the Cooperative Republic of Guyana. This ferry, the first such foreign order to be handled by a shipyard in India, was built and delivered within contractual timelines, despite the challenges of Covid-19 pandemic. As I mentioned, we are now building eight multi-purpose cargo ships for a German firm. These are specialised vessels that would be carrying windmill blades on their decks.

We have also made a very successful foray into the world of green tech in shipbuilding. We have already designed and built a Next Generation Zero-Emission Ferry named 'Dheu' and delivered it to the Government of West Bengal. This is the largest vessel of its kind to be built and operated in India. Now, we are building 13 hybrid ferries for them. The keels of these vessels have already been laid.

India has set ambitious targets for domestic shipbuilding under its Atmanirbhar Bharat vision. How do you see GRSE contributing to these long-term goals across both defence and commercial sectors?

Yes, we are actually enthused by this initiative of the Government to promote India's shipbuilding sector. Self-reliance in defence shipbuilding was the aim for quite some time now. Today, all orders of the Navy are being handled by Indian shipyards and GRSE is playing an important part in this.

As mentioned, we are now handling 14 orders for the Navy. These include four Next Generation Offshore Patrol Vessels. GRSE has also emerged as the lowest bidder for the Navy's Next Generation Corvettes. We are expecting more orders from the Navy and Coast Guard.

GRSE is also fast emerging as a favoured destination for those on the lookout for commercial and specialised platforms. We have already received orders for four research vessels from the DRDO, Ministry of Earth Sciences and the Geological Survey of India. These research vessels used to be procured from abroad in the past. Now, we are building them in the country with a high indigenous content.

We have also made a very successful foray into the world of green tech in shipbuilding. We have already designed and built a Next Generation Zero-Emission Ferry named 'Dheu' and delivered it to the Government of West Bengal. This is the largest vessel of its kind to be built and operated in India. Now, we are building 13 hybrid ferries for them. The keels of these vessels have already been laid.

GRSE is actively expanding its global footprint and exploring international collaborations. How do these partnerships support GRSE's growth strategy?

GRSE is now participating in global tendering processes for all kinds of vessels on a regular basis. We are happy that the shipyard is today globally recognised as one that can build advanced platforms and are expecting more orders.

Recently, we signed a Memorandum of Interest (MoI) with Carsten Rehder Schiffsmakler und Reederei GmbH & Co KG, Germany, for which we are building the eight cargo vessels. This MoI is for four additional 7,500 DWT multi-purpose vessels with hybrid propulsion systems and compliant with the latest cybersecurity regulations.

GRSE also signed a Memorandum of Understanding (MoU) with Dubai-based Aries Marine for the joint identification and development of offshore orders. While Aries will help in the design, GRSE will build the platforms.

We have also signed an MoU with Kongsberg Maritime, Norway. This is in anticipation of a Request for Proposal (RFP) for a Polar Research Vessel for the National Centre for Polar and Ocean Research (NCPOR), under the Ministry of Earth Sciences (MoES), Government of India.

What steps are being taken to stay ahead in sustainable shipbuilding?

As I have mentioned, we have already built and delivered a zero-emission ferry that is now operational. We are also building 13 ferries that will run on hybrid propulsion systems. We are also exploring the possibility of introducing green tech on larger platforms. Not on warships, but commercial vessels.

The German company that I mentioned earlier is also interested in four 7,500 DWT ships with hybrid propulsion. This provides us more opportunities in the green energy segment.

For this, we are looking to collaborate with start-ups and academia as well as MSMEs.

How is GRSE leveraging advanced technologies in ship design, construction, and lifecycle management?

At GRSE, we have already incorporated technologies such as Artificial Intelligence (AI), Robotics, Virtual Reality and IoT. We believe in keeping abreast with the latest technology in shipbuilding as this is essential, not only for warships, but also commercial platforms that are getting more advanced by the day.

Powering the East Coast logistics

OSL's four decade journey

Orissa Stevedores Limited (OSL), founded in Cuttack, Odisha, has grown over four decades into a leading end-to-end logistics service provider with a strong footprint across the East Coast.

At the helm, Mahimananda Mishra, Founder of OSL Group, continues to guide the company through a transformative phase, diversifying into inland waterways, ship repair, tank farms, container freight stations, and multimodal logistics parks. With India's trade volumes expanding and government initiatives like Sagarmala and Maritime India Vision 2047 opening new opportunities, OSL is positioning itself as more than just a service provider–it is becoming a full-spectrum logistics partner.

A pan-East Coast footprint

OSL began with stevedoring and gradually built an expansive service portfolio covering cargo handling, warehousing, customs clearance, freight forwarding, vessel chartering, bunkering, intra-port transportation, and private freight terminals. Today, its network spans ports from Kolkata to Tuticorin, making it one of the few truly pan-East Coast operators.

In FY2025, OSL handled 105 million metric tonnes of cargo, cementing its place among the country's top private logistics operators by volume. Its clientele includes leading steel plants, fertilizer manufacturers, coal traders, and pellet producers, many of whom rely on OSL for integrated services that cover the entire supply chain–from plant to port and vice versa.

"Our focus has always been on offering seamless, end-to-end solutions that save time, reduce costs, and give clients confidence," Mishra notes. "By constantly augmenting infrastructure at key ports and investing in new facilities, we ensure our service offering remains relevant and competitive."

Strategic forays into port infrastructure

Unlike several private logistics players, OSL has historically been cautious about full-fledged port ownership. Instead, it has pursued selective infrastructure projects that complement its service offerings.

OSL was one of the lead promoters of Gopalpur Port, helping steer its expansion before strategically reducing its stake. The company today operates the West Quay-6 berth at Visakhapatnam Port on a Design-Build-Finance-Operate-Transfer (DBFOT) basis, while actively evaluating new opportunities in captive and commercial terminals.

Perhaps the most ambitious of its infrastructure bets is the planned integrated facility near Paradip for ship recycling, building, and repair. With an investment of about ₹3,000 crore, this phased project will start with a 40-acre ship repair yard capable of servicing both commercial and defence vessels. This initiative aligns with India's growing need for indigenous ship repair facilities and dovetails with the government's push for self-reliance in defence and maritime infrastructure.

Inland Waterways: Reviving a forgotten route

If OSL's port initiatives look to the future, its revival of the Mahanadi Waterway reconnects with the past. Riverine trade once thrived in Odisha but had been dormant for nearly a century. OSL, with strong government support, brought this route back to life.

In May 2022, the company inaugurated a dedicated riverine jetty for IFFCO, enabling gypsum transportation via Inland Water Transport (IWT). Since then, OSL

has also moved over-dimensional cargo (ODC) along the Mahanadi, proving its ability to handle complex, non-standard cargo in challenging conditions.

The journey was not without obstacles. Depth issues at several patches, inadequate navigation aids, and dredging requirements remain bottlenecks. "With systematic dredging and improved navigation infrastructure, the Mahanadi can become a reliable, cost-effective, and green alternative to road and rail," Mishra asserts. This experiment offers a glimpse of how inland waterways can ease congestion on India's stretched highways and railway corridors.

Diversification as a growth engine

OSL's diversification strategy is driven by the recognition that logistics in India is no longer about handling cargo alone. Customers demand integrated solutions, value-added services, and reliable infrastructure. To meet this demand, OSL has announced several projects:

- Tank Farm at Paradip for POL (petroleum, oil, lubricants) storage and handling.
- Multimodal Logistics Park (MMLP) and Mini SEZ at Chandikhol, envisioned as an integrated hub for warehousing, manufacturing, and distribution.
- Five Private Freight Terminals (PFTs) across Odisha and neighbouring states to improve last-mile evacuation and hinterland connectivity.
- Private Container Freight Station (CFS) at Paradip, a ₹50 crore facility capable of handling 50,000–60,000 TEUs annually in its first phase, scheduled for commissioning in Q3 2025.

The Paradip CFS, in particular, addresses a longstanding gap in Odisha's container infrastructure. Currently, much of the state's outbound container cargo is routed through Vizag or Haldia, adding costs and inefficiencies. OSL estimates its CFS could reduce logistics costs by 30–40 per cent, benefiting industries such as steel, fertilizers, textiles, engineering goods, and perishables.

> **Our focus has always been on offering seamless, end-to-end solutions that save time, reduce costs, and give clients confidence. By constantly augmenting infrastructure at key ports and investing in new facilities.**
>
> **MAHIMANANDA MISHRA**
> FOUNDER OF OSL GROUP

OSL Group at a Glance

Cargo Handling (FY2025)

105 million metric tonnes across East Coast ports

Clients: steel plants, fertilizer majors, coal traders, pellet manufacturers

Infrastructure Investments

Ship Recycling/Repair/Building Facility (Paradip): ₹3,000 crore (phased, 40 acres, commercial + defence vessels)

First Private CFS at Paradip: ₹50 crore, 50,000–60,000 TEUs annually, commissioning Q3 2025

Multimodal Logistics Park & Mini SEZ (Chandikhol): Details under planning

Five Private Freight Terminals: Strategically located to boost hinterland connectivity

Tank Farm at Paradip: storage and handling of POL products

Containerisation Push

30% of container cargo at Vizag & Haldia originates in Odisha

Positive year-on-year growth in Odisha's container cargo

CFS expected to reduce transport costs by 30–40%

Waterways Milestone

Revival of Mahanadi Waterway after nearly a century

IFFCO gypsum transport + ODC cargoes

Future potential dependent on dredging and navigation upgrades

INNOVATION IN MOTION
THE STARTUPS SHAPING TOMORROW

by Kalpana Pandey

The logistics sector, vital for economic growth, demands urgent solutions to inefficiencies in order to unlock the nation's full potential. Behind this constant movement lies a web of inefficiencies: clogged ports, fragmented infrastructure, manual paperwork, and unpredictable delays. The logistics and maritime sectors–critical arteries of the Indian economy–have long struggled with deep-rooted, systemic challenges.

Some of the most common issues deeply rooted in the maritime industry, especially in India and South Asia, are connected to fragmented infrastructure. Inefficient supply chain, port congestion and delays, lack of digitisation along with manual paperwork, limited visibility across freight journey, inefficiencies in first-mile and last-mile logistics, and environmental issues together have created a web of problems that needs to be untangled meticulously and with care, if India is to become a gateway to maritime business on the global map.

India needs to create a strong barrier against problems ranging from the Red Sea issue, to natural interruptions. The Red Sea crisis led to a probable spike of 30 per cent in freight cost, apart from leading to rerouting, delays and further issues that created a whirlwind of economic and logistical loss for the nation.

AI is a promising addition to the digital ecosystem. With IoT, blockchain, and automation evolving by the minute, this information can be harnessed in the right direction to overcome various shortcomings. According to a TeamLease Digital study, nearly half of organisations in key industries have adopted AI, with 48 per cent being the number in FY 2024. In the maritime and logistics industry, AI can be the catalyst that propels us ahead, provided it is used in a sustainable context. It can aid in predictive analytics for shipment tracking, route optimisation, port automation, smart warehousing, demand forecasting, and reducing human error and time wastage.

The startups in focus include the ones that are providing answers to some of the issues we have mentioned. With innovative solutions and a will to bring forth the best for the industry, they are confident in their future within this ecosystem. The future is promising from within, as reports have detailed that Indian GenAI startups raised $524 mn in Jan-July 2025, the highest in five years.

By speaking with founders of logistics startups, we discovered unique solutions tackling these core industry challenges. Their work represents a pivotal shift, offering innovative approaches that promise to boost India's efficiency, sustainability, and global impact.

BLURGS AI
HONING THE INTELLIGENCE LAYER FOR MARITIME SECURITY AND TRADE

ROSHAN RAJ
CO-FOUNDER & CEO, BLURGS AI

Blurgs AI is built on a forward-looking vision–and in our conversation with co-founder Roshan Raj, it became clear just how sincerely that vision is being executed. From its 2020 origins at IIT Madras to its positioning today in geospatial and drone-based intelligence solutions, Blurgs AI is charting multiple strategic directions–each backed by rigorous research, long-term ambition, and clear intent.

What began in 2020 as a defense-focused venture–building platforms now deployed along India's coastline–has evolved into a dual-use technology company poised to modernize global maritime operations.

As Roshan puts it, Burgs AI aims to be the "Google Maps" of maritime spaces. They want to be the go-to option for all things logistics. The young and diverse crew is a plus, as they are not afraid of doing things a little differently.

Journey from 2020 until now

A brainchild of IIT Madras alumni, Blurgs AI has multiple wins under its belt. In 2022, they won DRDO's Dare2Dream award for their commitment to "advancing India's defense tech." They were felicitated at the Nasscom Emerge 50 event as the best startup in November 2023. BEL procurement occurred in January 2024 – the company delivered an advanced maritime domain awareness system, solidifying India's defense force with new AI technology.

Core offerings and finding a footing in the competitive space

Defense has been the crux of Blurgs AI. The most significant association for the company is with the Defense and Port Authorities. The Ministry of Ports, Shipping & Waterways, too, has taken notice of them. Significant projects on the horizon include work in inland waterways and penetrating the shipping market within the next year.

Blurgs AI also provides solutions in multiple other areas – ports and dockyards, vessel operations, fishing and environment, offshore assets, and marine insurance.

Entry and expansion

Blurgs AI understands that maritime is a customer and relationship-driven industry. They believe in building trust and assuring clients of their credibility by maintaining transparency regarding their working model. Furthermore, partnerships with operational players and local companies will support international expansion and compliance with data privacy regulations.

Funding and path ahead

By March 2025, Blurgs AI had closed in the first round of funding.

Key Data

Year founded: 2020

Founders: Roshan Raj and Avinash Kori

Funding status: Funded by AWS Space Accelerator, Grants

Own investment: NA

Amount raised till date: NA

Sales figures in past one financial year (In lakhs): ₹67.6L as on Mar 31, 2023

Website: https://www.blurgs.ai/

AWS Space Accelerator has been significant in this journey. Currently bootstrapped with project-based funding, the company conducts an ongoing funding round aimed at completion soon.

Roshan Raj is optimistic about the future of Blurgs AI because of the dedication the team has shown. Predicting the growth, he talks about how maritime trade has evolved significantly, with a 6x growth in vessels and trade volumes over the last 25-30 years, and expected growth of 3-4x in the future. The anticipated total growth of 24-25x over the next 50 years highlights the need for an intelligence layer in the maritime sector. This layer is what Blurgs AI aims to permeate.

PIERSIGHT
FROM PIER TO THE SKY, A PIERCING VISION

GAURAV SETH
CO-FOUNDER, PIERSIGHT

When we sat to discuss the company with Gaurav Seth, one of the initial observations was about how clever the name PierSight is. Founded in 2023 along with Vinit Bansal, the company is located in Ahmedabad. Gaurav is an ex-ISRO scientist, who carried forward his learning and integrated it in the maritime industry. PierSight is an Indian space technology company working on a constellation of satellites to monitor global maritime activity. Its system combines Synthetic Aperture Radar (SAR), which can capture images through clouds and darkness, with the Automatic Identification System (AIS) that tracks vessel data. This integration allows the company to detect ships in all conditions, including those that switch off their AIS transponders to avoid detection.

Solutions backed by technology

By providing real-time information on port congestion and enabling ports to plan for just-in-time ship arrivals, the company aims to reduce delays and increase turnaround efficiency. It also notes that ships often require hull inspections, which typically occur after long waiting periods before docking. PierSight believes this idle time can be better utilized for maintenance, drawing a parallel to the optimized pit stops in Formula 1 racing. Gaurav emphasizes that a ship is a constantly revenue-generating asset which can benefit significantly from such efficiency gains.

PierSight's constellation is designed to provide global ocean coverage with 30-minute revisit times and low-latency data delivery. Users can receive near real-time updates on vessel movement and maritime incidents. By relying on radar rather than optical sensors, the system is less affected by weather or time of day. The company also highlights cost advantages, claiming its service can operate at a fraction of the expense of existing Earth observation solutions.

The company's solutions target a range of maritime challenges. These include unreported or unlawful activity at sea, particularly from "dark ships," oil spills and their detection to limit environmental damage, EEZ monitoring, insurance to assess and mitigate risk, and commercial shipping as well.

Market positioning and further on

Global interest in ocean monitoring is increasing due to the rise of illegal fishing, oil spill risks, and heightened security concerns at sea. Its focus on merging radar imagery with AIS data adds an extra layer of reliability compared with systems that rely solely on one data type.

By building a satellite network "Made in India, for the world," PierSight is aiming to establish itself as a key player in maritime intelligence. If it can deliver on its promises of frequent, affordable, and actionable insights, the company could become an important part of how governments and industries monitor and manage the oceans in the years to come.

Key Data

Year founded: 2023

Founders: Vinit Bansal and Gaurav Seth

Funding status: 3 seed rounds, 11 investors

Own investment: NA

Amount raised till date: ₹7000 lakhs

Sales figures in past one financial year (In lakhs): ₹130 lakhs (as on Mar 31, 2024)

Website: https://piersight.space/

VOLTEO MARITIME
FROM EXCEL SHEETS TO SUPERPOWER – SAILING THROUGH PAPERWORK

SURENDRA LINGAREDDY
CO-FOUNDER, VOLTEO MARITIME

When we sat down with Surendra Lingareddy, co-founder of Volteo Maritime, it became clear that everything the company is doing is tied to a single mission: to make seafaring, and the maritime industry at large, hassle-free and truly digital.

How it all began

A software engineer by training, Surendra was once far removed from the sea and its complexities. That changed in 2016, when he attended a maritime event in Visakhapatnam. What struck him was not just the scale of operations, but the persistent challenges seafarers face–particularly around record-keeping and data archiving.

"I understand why software is built–it's for people to get a better experience. At the end of the day, that's what our product is supposed to be," he reflects.

The turning point came in 2017, when the Andhra Pradesh government backed his team's vision, sparking a chain of developments that led to the creation of Volteo Maritime. What began as a consulting exercise for the government soon grew into a mission to reimagine maritime operations in the digital age.

By 2020, Surendra had immersed himself in the workings of vessels–floating factories that are technologically advanced but administratively archaic. Despite

> **I understand why software is built—it's for people to get a better experience. At the end of the day, that's what our product is supposed to be.**

cutting-edge machinery onboard, much of the workflow still revolved around paper logs and Excel sheets. After hearing the same frustrations repeated across the industry, the team decided it was time for a solution.

Breaking through

Volteo Maritime's growth has been shaped by spotting pain points and designing solutions. As Surendra puts it: "We started with resolving fatigue in a seafarer's eyes. Every line of code we write is designed to make life easier onboard. We don't just build features–we aim for outcomes that transform lives at sea."

Today, Volteo's platform integrates electronic logbooks, checklists, noon reporting, and permit-to-work systems into one seamless digital suite. Customers can pick individual tools or adopt the entire package. Once digitized, data is instantly shared with shore teams, reducing administrative burdens by up to 30 per cent for both ship and office staff.

The right crew and backing

Building such a solution required not only innovation but also strong partnerships. Volteo Maritime secured Eastern Pacific Shipping–one of the world's leading shipowners–as both an investor and customer. They also gained recognition through Techstars, further accelerating their journey.

Now headquartered in Singapore and focusing on regional coasts, Volteo Maritime is on track to reshape vessel operations management–sailing past paperwork and steering the industry toward smarter, simpler, and more human-centered technology.

Key Data

Year founded: 2019

Founders: Surendra Lingareddy, Anindya Chakraborty

Funding Status: NA

Own Investment: NA

Amount Raised till date: ₹280 lakhs

Sales figures in past one financial year (In lakhs): NA

Website: https://volteomaritime.com/

DOCKER VISION CHARTS COURSE FOR SMARTER PORTS WITH AI-DRIVEN AUTOMATION

PRAJITH NAIR
CEO OF DOCKER VISION

Founded in Kochi, India, in 2021, Docker Vision is an AI-driven product company focused on port automation. Its flagship solution, docR, is a Gate Automation Software that seamlessly integrates with any Terminal Operating System (TOS) or third-party platform, making it highly adaptable and scalable.

We sat down with Prajith Nair, CEO, and Dr. Asha Pillai, Chief Strategy Officer at Docker Vision, to learn more about their journey and how they're shaping the future of intelligent port operations.

What challenge in the shipping and logistics ecosystem are you solving? What makes your solution stand out?

As a startup, our biggest challenge has been establishing credibility through successful first-time deployments and securing our early clients. However, our AI-powered OCR technology delivers up to 98 per cent accuracy, works with a wide range of camera systems, and can be implemented rapidly, which gives us a strong competitive edge. Our solutions are cost-effective, scalable, and seamless, enabling measurable improvements in operational efficiency and automation readiness for our clients.

What inspired the idea? What have been some breakthroughs along the way?

The inspiration came from our diverse backgrounds and the shared belief that AI can transform port operations by improving visibility and efficiency. A major breakthrough came in 2023, when our system achieved 95 per cent accuracy–a milestone that marked the beginning of our product's market rollout.

I come from an electrical engineering background with over 14 years of experience in hardware, sensors, and automation systems. My co-founder, Athira, brings 9 years of expertise in data science, computer vision, and deep learning, including real-time projects involving autonomous vehicles. Another founding team member contributes 25 years of shipping industry experience. Together, our collective expertise bridges technology and maritime domain knowledge–the cornerstone of Docker Vision's success.

Who are your primary customers, and how are you adapting your solution to meet the evolving logistics landscape in India and beyond?

We're grateful to DPW Kochi and MIV Logistics for supporting our product trials. Our focus is on mid-sized terminals handling over 200,000 containers annually, where automation can deliver immediate operational benefits. Our in-house AI development team enables us to offer customised, client-specific solutions, ensuring adaptability as port operations and logistics continue to evolve in India and globally.

How are you approaching market entry and expansion?

We've received encouraging feedback from our pilot deployments and market trials. Regions such as the Gulf and Africa have shown particularly strong interest in our technology. Looking ahead, our expansion roadmap includes Africa and Southeast Asia, regions experiencing rapid port modernisation and growing demand for smart automation.

Have you secured any funding? What does your roadmap look like going forward?

Our initial funding came through the Sanchi Connect Accelerator Program, which brought two venture capital partners on board–Thinkuate and SeaFund. We raised ₹50 lakhs in funding, followed by a ₹1 crore grant from the USHUS Program, a collaboration between IIT Madras and Cochin Shipyard Limited.

Key Data

Year founded: 2021

Founders: Prajith Nair and Athira Muraleedharan

Funding Status: ₹50 Lakhs investment, ₹1 crore grant from the USHUS Program

Own Investment: NA

Amount Raised till date: Over ₹62 Lakhs in funding

Sales figures in past one financial year (In lakhs): ₹150 Lakhs

Website: https://dockervision.com/

AIM LOCATE GLOBAL POSITIONING STARTUP

MICHAEL A OLSEN
CHAIRMAN, AIM LOCATE

In shipping and logistics, the toughest challenge often isn't moving goods across borders but ensuring they reach the right doorstep. Last-mile delivery is slowed down by unclear or incomplete addresses–missing house numbers, unnamed streets, inconsistent postal codes, or vague directions tied to landmarks. These gaps increase costs, delay operations, and weaken service reliability.

Aim Locate, founded by Michael A Olsen, offers a solution designed for scale. The company has created an addressing system that gives every point on the planet a unique 8-digit code, accurate to one meter. Derived from latitude and longitude, the code can be generated through GPS, mobile networks, browser data, or by marking a spot on a map. Unlike earlier systems that relied on complex alphanumeric codes or unique words, Aim Locate's format is simple, interoperable, and built to work alongside existing addresses–making it easier for governments, businesses, and citizens to adopt.

The startup journey – Travelling across the globe

The idea first took shape in Liberia, where civil unrest had destroyed land records and created widespread issues in property identification. Olsen and his team developed their patented digital address system to restore order, mapping the country in the process. The model later spread to other African nations and drew attention from India Post, which tested it as part of its Digipin project. These early trials confirmed the system's practicality and scalability.

Aim Locate realised the potential of their product and expanded to further places. Aim Locate's main customers are government agencies that use the system as infrastructure for logistics, delivery, and citizen services. The applications extend beyond deliveries into land records, property tax collection, insurance, and banking. It also fills gaps for migrant workers and residents of informal settlements, where traditional addressing is often unreliable or missing altogether. Aim Locate has ongoing projects throughout Africa, India, and the South Pacific.

Roadmap ahead

In terms of expanding the business, Aim Locate has completed pilots with organisations including the Karnataka State Remote Sensing Applications Centre (KRSAC), India Post, the Government of Delhi, and the Brihanmumbai Municipal Corporation (BMC). A web application is already available, APIs are ready for integration into existing platforms, and a mobile app is being developed. The company has also gained validation from institutions such as IIT Tirupati, MapMyIndia, and IIC Technologies, and has partnered with data providers like Excel Geomatics.

Financing the idea

Funding so far has come through bootstrapping and backing from Amtech Group, but Aim Locate is now seeking larger investments to support scale-up and deeper collaboration with governments and industry.

Aim Locate's strength lies in simplifying one of the most crucial issues related to shipping turning fruitful. It promises to be a practical tool for efficient delivery worldwide. The 8-digit code system can sum up our address history, and package it reliably for last-mile logistics.

Key Data

Year founded: NA

Founder: Michael A Olsen

Funding status: Through bootstrapping and backing from Amtech Group

Own investment: NA

Amount raised till date: NA

Sales figures in past one financial year (In lakhs): NA

Website: https://aimlocate.org/

AUTOMAXIS REDEFINING GLOBAL TRADE WITH BLOCKCHAIN AND AI

PRATIK SHARMA
COO, AUTOMAXIS

Srishti Sharma and Pratik Sharma came together with the early conceptualisation of Automaxis after they noticed the holes in the fabric of the supply chain, which made the entire process harder and tiresome than it had to be.

Started in 2017 in Hyderabad's IIIT, Automaxis recognised the challenges regarding interconnectivity and internal supply chain pretty quickly. Automaxis relies on the principle of being the "single source of truth" at all points. Their solution provides exporters, importers, financial institutions, and various chambers of commerce a secure, AI- and blockchain-powered environment to handle critical trade documents such as invoices, bills of lading, and certificates of origin.

Finding an answer for hassle

FDP Connect is an innovative product, which as the company puts it is "for the issues faced by the Exporters and Importers in the cross-border trading transactions." The usual method of going about this procedure for exporters and importers involves running behind a lot of people, waiting for the green light, and maintaining an intensive record, almost always on paper. Automaxis integrates it all in a one-stop-solution design for the entire journey of documentation.

The digitisation of bills of lading, along with Certificate of Origin and every other piece of information that should be on board ensures efficiency, and also puts forth a sustainable solution. Presently, around 95 per cent of the paperwork ends up being actually on paper; that is quite a few steps behind in this ever-moving world that lives inside the screen.

Clients and the changing landscape

Automaxis approached various Chambers of Commerce with their product, and once it was put to use, the feasibility made them switch to it. Automaxis currently works with BCIC, CICU, ASMECHEM Chamber of Commerce & Industry of India, and various others, including Chambers of Commerce in Goa and Vizag. With such names backing them up, the road ahead looks promising.

As Pratik puts it, "what we are digitising and ensuring is that there is a safe and secure ownership transfer getting done."

The European Union's CBAM and UDR frameworks are reshaping how businesses view transparency. Seeing that, Automaxis has been actively developing solutions such as the Digital Product Passport. It focuses on creating track-and-trace mechanisms that reveal the full provenance of a product. This ensures that stakeholders can access reliable data. These innovations are also closely tied to the rapid global shift toward MLETR (Model Law on Electronic Transferable Records) compliance. As more countries adopt this framework, the legal pathway for digital documentation becomes stronger. With MLETR paving the way, critical trade documents like the Bill of Lading can now be digitised and securely transferred, ushering in a new era of efficiency, legality, and sustainability in international commerce.

In December 2024, Automaxis earned recognition from ULIP, a key stakeholder of Bharat Trade Net. Automaxis has relied mostly on grants and their inner circle for the funding aspect. They have a path ahead which is paved with possibility, and they are ready to take up on the challenge.

Automaxis Key Data

Year founded: 2017

Founders: Srishti Sharma, Pratik Sharma

Funding status: Relying on grants and self-finance

Own investment: NA

Amount raised till date: NA

Sales figures in past one financial year (In lakhs): NA

Website: https://autom-axis.com/

ASIA PACIFIC MARITIME

APM

25 - 27 MARCH 2026

The 19th Edition
Marina Bay Sands, Singapore
Level 1 & Basement 2
Halls A, B, C, D, E & F

FUTURE OF VESSELS SOLUTIONS FOR TOMORROW

SHIPBUILDING & MARINE • WORKBOAT
OFFSHORE • PORT TECHNOLOGY
ELECTRIC & HYBRID

The Proven Maritime Exhibition with 35 Years of Excellence

APM 2024 KEY NUMBERS

6
exhibition halls across 27,000 sqm

18
official pavilions

15,717
unique trade visitors from Asia

710
exhibitors from 31 countries/ regions

ELECTRIC & HYBRID POWER

Powered by Asia Pacific Maritime

NEW IN 2026

Discover the Latest in Maritime Technologies & Sustainable Solutions

Supporting Partners:

CHARIN

Maritime Battery Forum

ZESTAS

@asiapacificmaritime

www.apmaritime.com

Built by
RX
In the business of building businesses

Endorsed by
aif
Approved International Fair

Supported by
MPA SINGAPORE
SINGAPORE EXHIBITION & CONVENTION BUREAU

Held in
SINGAPORE
Passion Made Possible

Gold Sponsor
WEICHAI

EASYLANE LOGISTICS WITH A DRIVER-FIRST APPROACH

ARYAMAN SHUKLA
CO-FOUNDER, EASYLANE

Easylane has positioned itself as a tech-enabled logistics aggregation platform with a mission to transform one of India's most fragmented industries. Pitched as "Uber for long-haul logistics," the company connects small truck owners with manufacturers, offering timely, cost-effective, and efficient transport solutions. At its core, Easylane is a driver-first organization. With a background in law and a passion for making accessibility the base of logistics, Aryaman Shukla laid down what Easylane is doing, and why it is something that can change the landscape of long-haul logistics.

The problem at hand, and the solution

The founders identified early on that drivers are the backbone of logistics, who often work 16 to 18 hours a day, receive delayed payments, and lack the means to grow as entrepreneurs. Alongside co-founder Vishal Kanodia, Managing Director of the Kanodia Group and Kanodia Cement, Aryaman sought to change these realities. Easylane built its platform not only to optimize logistics for manufacturers but also to empower drivers. Incentives for children's education, vehicle maintenance, and capped eight-hour driving shifts are just some of the measures that reflect its driver-first ethos. Coupled with timely payments, these efforts allow drivers to work with dignity while supporting their families.

Easylane leverages technology to cut costs for clients. Its platform provides end-to-end visibility, with GPS and chip-based tracking supported by a dedicated driver app. The system eliminates paperwork entirely, ensuring digital security and reducing operational time by 10 to 15 per cent. For large manufacturers, the benefit extends beyond efficiency. By offering a single point of contact for accountability, Easylane reduces complexity and delivers a smoother, more reliable logistics experience.

Easylane's in-house AI optimises return load opportunities, enabling small fleet owners to earn more on their return journeys while reducing costs for manufacturers. Its commitment to prompt payments helps drivers meet EMIs, cover vehicle maintenance, and sustain their households–solving a critical pain point.

Current clientele – Businesses that are for the long run

Currently, Easylane has carved a strong niche in the commodities sector, particularly cement, steel, coal, and fly ash. Its client roster includes industry leaders such as UltraTech Cement, Adani Cement, HCCM, Bhuja, and Kanodia Cement. By focusing on the cement industry, where localisation and monopolies often limit opportunities for smaller players, Easylane has been able to create meaningful change. Through return load optimisation, it has doubled earnings for fleet owners while reducing costs for manufacturers.

While cement remains the immediate focus, the company's platform is sector-agnostic. Easylane has already worked with clients such as Coca-Cola and Rajaratnam Wires, proving its ability to handle a diverse range of commodities. Its growth strategy is clear: dominate one sector at a time, beginning with cement, before expanding into other industries.

Easylane takes pride in being a company that has the privilege of "word of mouth" publicity. The company's expansion has been entirely organic. With more than 350 vendors already on its platform, the company has managed to create a strong foothold pan India.

Key Data

Year founded: 2024

Founder: Aryaman Shukla

Funding Status: Secured 3 rounds of funding

Own Investment: NA

Amount raised till date: NA

Sales figures in past one financial year (In Lakhs): NA

Website: https://easylane.co.in/

5 REASONS TO SUBSCRIBE

TO SOUTH ASIA'S NUMBER 1 MARITIME MAGAZINE

- ✓ It is South Asia's most-widely read maritime publication
- ✓ It covers all issues of importance related to Ports, Shipping and Logistics
- ✓ It offers insightful analysis
- ✓ It reflects industry opinion
- ✓ It's a complete package for readers on maritime sector

TARIFF

ONE YEAR SUBSCRIPTION

12 ISSUES ₹**2,400**/-
Shipping Charges Extra

Yes, Maritime Gateway, is one-of-its kind maritime business magazine in South Asia that has become a vital source of information for all ports, shipping and logistics players in the maritime industry. This Magazine addresses key issues and provides insights through analytical articles, comments and features. News, Port Scan, Interviews, Region Update, Technology, Policy, Equipment, Education are some of the regular incisive sections.

Join the Growing Community!

SUBSCRIBE TODAY!

Fill the form & mail

Scan & Pay with BHIM UPI QR
ONE OCEAN MARITIME MEDIA

oommpl@kotak

kotak Kotak Mahindra Bank

BHIM UPI

☐ payment enclosed ☐ send invoice (please tick your choice of subscription)

Name .....

Address .....

.....

City ..... PIN / ZIP ..... State .....

Country ..... Tel ..... Fax .....

e-mail .....

I am enclosing a Cheque/DD No .....

drawn on ..... (specify bank) dated .....

favouring One Ocean Maritime Media Pvt. Ltd. (payable at Mumbai) for Rs. .....

amount in words .....only.

South Asia's premier maritime business magazine

maritime gateway

One Ocean Maritime Media Pvt Ltd
Plot No. 20, 2nd Floor, Capital Park Road
VIP Hills, Silicon Valley, Madhapur
Hyderabad - 500081, Telangana
e-mail: subscribe@maritimegateway.com

All payments in Indian Rupees (INR) to be made in favour of **'One Ocean MaritimeMedia Pvt Ltd'** through A/C payee Cheque / DD payable at Mumbai.
Our NEFT/RTGS Details are: KOTAK MAHINDRA BANK, BKC Branch, Mumbai, India. **Current A/c. No. 9749254514; IFSC Code: KKBK0001405; MICR Code: 400485121**
All Payments in US Dollars (US$) to be made as Wire Transfers in favour of **'One Ocean Maritime Media Pvt Ltd'** Bank and wire transfer details will be provided on request.

for subscription related queries, please call:
Pavan: +91 8500858201

Maritime Gateway publishes 12 issues a year. Maritime Gateway may also publish occassional and special issues. Maritime Gateway cover price is ₹200/-. Please allow 6-8 weeks for commencement of your subscription. All enquires to be addressed to One Ocean Maritime Media Pvt Ltd. directly. All disputes subject to the exclusive jurisdiction of competent courts in Hyderabad only.

Scaling with strategy
CJ Darcl crosses ₹5,000 crore milestone

In this interview, **Ishant Agarwal, President of CJ Darcl Logistics Limited,** discusses how a combination of strategic initiatives and operational improvements drove the company's milestone achievement.

In FY2024–25, CJ Darcl crossed the ₹5,000 crore turnover mark. What key strategies and operational shifts contributed most to this growth momentum?

Crossing a turnover of ₹5,100 crore in FY2024–25 is a significant milestone for us. This growth has been driven by several strategic initiatives. Our asset-right model has enabled seamless delivery networks across India. We have expanded our delivery locations, strengthened our position as a Non-Vessel Operating Common Carrier (NVOCC), and embraced advanced technology across our operations. Additionally, our warehousing footprint has grown, and we have deepened our focus on sustainability — factors that are increasingly valued by our clients.

Our long-standing relationships with vendors and customers remain a cornerstone of our success. We serve a wide range of industries including automotive, construction, FMCG, apparel, and pharmaceuticals. As India accelerates its manufacturing ambitions through the Make in India initiative, we plan to leverage CJ Korea's patented Technology, Engineering, Systems, and Solutions (TES) to bring automation and globally benchmarked practices to India. We are also exploring further investments in multimodal infrastructure,

especially in rail terminals.

India's logistics sector is projected to grow to $380 billion by 2025–26. What is CJ Darcl's roadmap to remain a leading player in this rapidly evolving ecosystem?

Our roadmap is anchored on four key pillars. First, we are expanding our multimodal logistics infrastructure, including the development of advanced terminals to improve long-haul efficiency and reduce costs. Second, we are growing our network of high-throughput warehouses to enable faster and more efficient distribution.

Third, we are investing in cutting-edge digital technologies such as supply chain analytics, automation, and alternate fuel solutions to align with our green logistics goals. Lastly, to strengthen last-mile connectivity, we have increased our delivery locations to approximately 7,000 across India, supported by a market fleet of over 9.5 lakh vehicles. This comprehensive approach positions us well to meet the future needs of our clients.

Could you share specific examples of AI-driven or automation-based innovations that have led to tangible improvements in operational efficiency, fulfilment rates, or customer experience?

Any data or metrics to quantify the gains would be valuable.

Technology is central to how we operate. We have implemented AI-enabled dashcams across our fleet to monitor driver behavior in real time. These systems issue alerts for safety-related concerns such as drowsiness, harsh turns, or yawning. This has significantly reduced fleet-related accidents.

In addition, our intelligent fleet management systems support predictive maintenance by reducing idle time and ensuring optimal vehicle utilization. We also operate digital control towers that offer centralised oversight, enabling us to detect potential bottlenecks, anticipate disruptions, and manage complex operations more efficiently. These innovations have elevated our fulfilment accuracy and improved customer satisfaction.

What percentage of your fleet is currently green, and what are your targets for FY2025–26? How have clients, regulators, or partners responded to your ESG commitments?

Sustainability is deeply embedded in our operations. While the infrastructure for long-haul EV adoption is still evolving, we are in discussions with multiple OEMs to explore alternate fuel options. In the short-haul segment, we have piloted electric vehicles in Bengaluru for intra-city logistics and are actively evaluating results.

Our goal for FY2025–26 is to significantly scale up our green fleet. Beyond vehicles, we have deployed safety solutions such as Advanced Driver Assistance Systems (ADAS) and Driver Fatigue Monitoring Systems (DFMS) to reduce accidents. We are also installing solar panels at our facilities and have initiated rainwater harvesting.

A unique initiative is our emissions tracking on invoices–each shipment includes a record of carbon emissions generated from pickup to delivery. This has received positive feedback from clients who view it as a tool to manage their own ESG performance.

With a stronghold in multimodal transport and project logistics, CJ Darcl plays a key role in critical sectors like steel, energy, and infrastructure. How are your integrated logistics offerings helping clients improve supply chain resilience, reduce cost, or enhance delivery timelines? Could you share a recent client success story that underscores your value proposition?

With over four decades of experience, we offer end-to-end integrated logistics that include multimodal transportation, warehousing, freight forwarding, project logistics, and value-added services. This integration removes the need for multiple vendors, enhances visibility, and strengthens resilience by relying on our diversified asset base and trained workforce.

A recent example is our movement of bulk oil from Mumbai to Kolkata, NCR, and Chennai. Instead of traditional ISO tank containers, which often suffer from limited availability and involve multiple vendors, we used flexi bags. By handling the entire operation through a single window, we addressed the container availability issue and delivered the shipment efficiently from first to last mile. This approach saved time, reduced cost, and streamlined the customer's supply chain.

How do you see Indian logistics aligning with these global shifts? What major disruptors or enablers do you foresee over the next 2–3 years that could reshape the future of multimodal and integrated logistics in India?

India is undergoing a logistics transformation driven by infrastructure and policy reforms such as PM Gati Shakti, Bharatmala, Sagarmala, and the National Logistics Policy. These initiatives will increase the share of multimodal logistics by minimising idle times, reducing empty miles, and lowering environmental impact.

Currently, the sector is fragmented with dominance by small fleet owners. However, the growing emphasis on ESG compliance among businesses will accelerate the shift toward integrated service providers. Over the next 2–3 years, technology will be a key enabler. Predictive analytics, demand forecasting.

Kuehne+Nagel

Where technology meets sustainability

In this interview, **Satyam Magon, Cluster Head – Sea Logistics, India, Sri Lanka & Maldives at Kuehne+Nagel,** highlights how the Indian Ocean corridor–spanning India, Sri Lanka, and the Maldives–is emerging as a strategic trade hub, driven by infrastructure investments and shifting supply chains.

What are the key trends currently transforming the logistics and freight forwarding landscape?

The logistics and freight forwarding landscape is being reshaped by a combination of global, geopolitical, and technological forces. Ever-evolving globalisation patterns, international relations, and geopolitical shifts are impacting trade flows, while disruptions such as conflicts, port congestion, and natural disasters are putting supply chain resilience to the test.

At the same time, digital transformation including AI, IoT, and data analytics is enabling greater visibility, predictive planning, and operational efficiency. Sustainability is also emerging as a critical priority, with companies and regulators demanding more sustainable, carbon-conscious logistics solutions. Together, these trends are driving a shift toward more agile, resilient, and future-ready supply chains. Alongside this, the continued boom in e-commerce is raising customer expectations for speed, agility, and innovation in last-mile delivery models.

From a strategic perspective, these shifts are not just challenges to navigate but opportunities to lead. By embracing digital innovation, investing in sustainable practices, and building more resilient supply chains, the industry can create long-term value for customers while reinforcing its pivotal role as a driver of global trade and economic growth.

India, Sri Lanka, and the Maldives together form a critical trade corridor in the Indian Ocean. What are the major opportunities and challenges you see for sea logistics in this region?

The Indian Ocean corridor is rapidly emerging as a strategic trade hub. With shifting geopolitics and proactive government initiatives, we are already witnessing production gradually moving from the Far East to the Indian subcontinent. This opens significant opportunities for the region to integrate more deeply into global supply chains and position itself as a preferred logistics hub.

Infrastructure development is central to unlocking greater efficiency across the supply chain, from ports and hinterland connectivity to road networks. Large-scale government investments in port modernisation, multimodal logistics, and industrial corridors are steadily strengthening this foundation. These advancements come at a time when globalisation and geopolitical dynamics are reshaping supply chain priorities. For this corridor, resilience and agility are becoming even more critical. By the end of this decade, the Indian Ocean corridor is on track to become one of the most resilient and competitive trade regions globally.

What are your top three priorities for strengthening sea logistics in your cluster over the next 3–5 years?

Our first priority is to invest in building talent and skills that will define the next phase of sea logistics. We are committed to developing a highly capable, motivated, and future-ready workforce, one that combines domain expertise with digital fluency and a strong customer mindset. This is not just about capacity but about cultivating leadership and capabilities that can scale with the industry's transformation.

Second, we are focused on leveraging operational excellence to deliver customer excellence. By embedding digitalisation, automation, and sustainability into our processes, we aim to create agile, transparent, and resilient

supply chains that consistently deliver superior value for our customers.

Finally, our ambition is to be the trusted partner of choice for sea logistics in this region. This means working closely with our customers to expand capabilities while setting new standards in efficiency, sustainability, and customer-focused innovation. We have a clear strategy, and we are committed to supporting businesses across India, Sri Lanka, and the Maldives not only in adapting to change but also in shaping a stronger future.

What new technologies or digital platforms do you see redefining sea freight operations in the next five years?

Artificial Intelligence is set to transform sea freight operations over the next three to five years. While documentation and administrative tasks currently require significant time, AI will increasingly automate these processes, reduce errors and improve efficiency. Beyond documentation, AI will enable predictive arrivals, demand forecasting, route optimization, and risk management, making operations faster, more reliable, and resilient.

At the same time, Internet of Things (IoT) technologies will provide real-time visibility into container locations, temperature, humidity, and cargo conditions, enhancing supply chain transparency and safety. Automation in port operations and autonomous navigation technologies will streamline loading, unloading, and vessel movement, while green shipping solutions, including alternative fuels, wind-assisted propulsion, and energy-efficient vessels, will reduce environmental impact.

How is Kuehne + Nagel positioning itself to support India's growing role as a global manufacturing and export hub?

Kuehne+Nagel is strategically positioned to support India's emergence as a key global manufacturing and export hub. We are expanding our presence across multiple locations, bringing operations closer to customers and sourcing points, which allow us to understand their challenges firsthand and deliver tailored, high-impact solutions.

Leveraging our global footprint and leadership in sea logistics, we are focused on creating sustainable, resilient, and efficient supply chains that meet the evolving needs of India's manufacturing and export sectors. We are also investing in state-of-the-art CFS and operational facilities to handle increasing volumes while ensuring reliability and service excellence.

Our approach combines local proximity, global expertise, and technological innovation, enabling us to support India's growing role in global trade while helping customers achieve scalable, future-ready logistics solutions.

What steps is Kuehne + Nagel taking to reduce its environmental impact and lead the way in green logistics?

Kuehne+Nagel is committed to driving aggressive decarbonization and setting the benchmark in more sustainable logistics. In sea freight, we offer fully climate-neutral solutions across LCL, FCL, and intra-Asia FCL services, offsetting 100 per cent of CO_2 emissions through verified, nature-based projects. Beyond offsets, we are collaborating with carriers on alternative fuels, such as biofuel blends, and actively participating in the Global Maritime Forum's "Getting to Zero" coalition to accelerate the adoption of zero-emission shipping technologies.

Internally, we prioritize low-emission operations through initiatives like green corridors and low-emission vessel selection, optimising container flows to reduce empty moves and shifting suitable volumes from road to coastal barges.

Freightify
Smart freight, simplified

In this interview, **Raghav Vishwanathan, Founder of Freightify**–a SaaS platform for freight forwarders transforming logistics pricing and quotations–shares his vision, innovations, and key trends shaping the future of freight forwarding.

What is the primary purpose of Freightify's SaaS platform?

At Freightify, our mission is to empower freight forwarders with the right technology to remain competitive in a rapidly changing logistics environment. I started the company after realising that much of the freight forwarding process, especially around rate management and quotations, was still handled manually. Our platform brings all this fragmented data together into one unified interface. It works much like Expedia or Booking.com, but for ocean freight. Forwarders can search, compare, and send quotes with greater speed and accuracy. This helps them save time, reduce errors, and win more business.

What challenges did Freightify face in its early stages?

One of the biggest hurdles was gaining access to reliable carrier rate data at scale. Carriers shared rates in different formats such as PDFs, Excel sheets, and even emails, with very little standardisation. We invested significantly in building tools that could parse and normalize these diverse inputs. Collaborating with early customers helped us co-develop a solution that fit into their real-world workflows. That experience taught us how important usability and adaptability are, beyond just having advanced technology.

How has technology transformed the freight forwarding industry?

Technology has brought about significant change. We have moved from a time when many forwarders were hesitant to adopt digital tools to a stage where they are actively seeking ways to digitise operations. Automation, real-time visibility, and better data management have enabled faster decision-making and reduced operational errors. Now, with the growing use of artificial intelligence, the transformation is accelerating even further.

How does Freightify enhance operational efficiency and cost savings for freight forwarders?

We create value on both cost and revenue fronts. On the cost side, we help pricing teams become more efficient. Without Freightify, teams often spend hours sifting through spreadsheets and checking multiple websites. With our platform, they get all the information in one place, cutting down a process that used to take up to 48 hours to just two minutes.

On the revenue side, speed is critical. The faster a forwarder can respond to a quote request, the higher the chances of winning that business. Freightify enables forwarders to be among the first to quote, giving them a strong competitive advantage.

What major trends are shaping the future of freight forwarding?

One of the most significant trends is the growing influence of artificial intelligence. AI is no longer just a buzzword. It is being applied in real use cases where it automates and improves core operational functions. Another trend is the shift away from outdated systems. Many forwarders still rely on tools developed decades ago. The next wave of logistics platforms will be cloud-native, AI-powered, and designed to integrate seamlessly with day-to-day workflows.

Where do you see the next big disruption in the industry coming from?

The biggest disruption will come from fully integrating AI into everyday freight operations. I am not referring to basic chatbots or dashboards, but to digital workers that can carry out actual tasks.

CEO Roundtable
Industry Leaders Share Vision for Andhra Pradesh

Andhra Pradesh Chief Minister N Chandrababu Naidu chaired the CEO Roundtable on September 2 during the East Coast Maritime and Logistics Summit (ECMLS) 2025, jointly organised by Global Forum for Sustainable Transformation (GFST) and Maritime Gateway at Varun Beach, Novotel Hotel, Visakhapatnam. He interacted with CEOs, senior bureaucrats, and public representatives.

Ramprasad Ravi Editor and Publisher, welcomed the Chief Minister and introduced 62 CEOs from the maritime and logistics sectors, urging leaders to share suggestions to make Andhra Pradesh a global logistics hub.

Capt. Deepak Tewari CEO, MSC India & Chairman, CSLA, said shipping lines see a huge opportunity in shipbuilding, ship repair, and dry docking in Andhra Pradesh. He suggested allocating 200–300 acres for manufacturing quay cranes and terminal equipment, currently imported from China. He also highlighted prospects in ship recycling, turning scrap steel into a "green cycle." He proposed rail-road connectivity between Vadhvan Port and an AP port to create a land bridge system.

Capt. Alpesh Abhay Sharma COO, J M Baxi Ports & Logistics, said Vizag Container Terminal can be a gateway for Far East cargo to North India if rail connectivity improves. He urged resolving policy issues preventing Bangladesh cargo from reaching Vizag. He noted World Bank data that every 1,000 containers create 9–11 jobs, and Vizag has 1 million TEUs spare capacity.

Ashish Rajgarhia Executive Director, Essar Ports said Essar, with 60 MTPA capacity across India, UK, and Indonesia, is keen to reinvest in Andhra Pradesh. The company is also venturing into green fuels and EVs to transform logistics.

Amit Malik CEO, Adani Gangavaram Port Ltd, said Adani operates Gangavaram and Krishnapatnam ports, targeting 9200 MT throughput this year. He sought state support for road connectivity alongside central support for rail. He urged access to Nepal cargo under the India-Nepal RSA treaty.

Capt. Vivek S Anand President, Seabird Marine Services proposed creating a maritime think tank and a network of marinas to generate employment and revenue.

Ravikanth Yamarthy CEO, Logistics Sector Skill Council of India suggested setting up a logistics university in AP to integrate vocational and academic programmes. He highlighted driver shortages, urging the government to establish driver training centres.

Ketan Kulkarni, MD & CEO, Allcargo Gati Ltd said his ₹20,000-crore group operates in 180 countries and is committed to AP, where it runs 1 million sq. ft of warehousing. He praised the state's logistics vision.

Dr Sharmila Amin, MD, Bertling Logistics India Pvt Ltd highlighted her

role in freight forwarding within project logistics, particularly for large-scale infrastructure projects such as refineries and power plants. She emphasised that her primary concern lies in improving connectivity to the state.

Dr G Sambasiva Rao MD, Sravan Shipping Services Pvt Ltd, said his group operates three CFSs and is the largest in warehousing. He advocated for women in logistics and an air cargo facility in Vizag. He also urged Industrial Area Local Authority (IALA) status for AP ports.

Sanjiv Edward Group CEO, Cargo & Logistics, GMR Airports, sought amendments to the open skies policy to allow foreign airlines "double-dipping" into AP airports. He emphasised the need for integrated multimodal logistics hubs connecting Bhogapuram Airport, Vizag Port, and industrial corridors, comparable to Dubai and Singapore. He also recommended irradiation facilities near airports for mango exports and aqua quarantine centres for shrimp imports.

Capt. Nishit Joshi, SVP, CFSAI speaking on behalf of Hind Terminals, a part of the Sharaf Group, Dubai, highlighted the company's commitment to expanding its footprint in India's logistics sector. He noted that Hind Terminals currently operates multiple logistics parks across the country and has identified strategic locations in Andhra Pradesh for future investments to develop a modern logistics park.

Vijoy Kumar Singh Director, CONCOR, said they are expanding terminal and warehousing, as well as first mile and last mile connectivity solutions in AP.

David Eggleston Deputy Consul-General, Australian Consulate General, Chennai, said that Australia and India are working under a framework agreement with strong complementarities, particularly in entrepreneurship and joint initiatives. He identified skills development as a key area, noting that several Australian institutions are keen to collaborate in the maritime sector.

Satish Lakkaraju CEO, NexGen Logistics, urged industry status for logistics and open sky policy to attract global carriers and investments. He emphasized the potential of drones in cargo delivery, stating that hydrogen-powered drones can make operations both sustainable and cost-effective. Without traffic constraints, drones can complete more sorties, improving efficiency in the logistics sector. He added that his company, Garuda Vega, is keen to adopt drone-based logistics solutions and is ready to collaborate with the Andhra Pradesh government to advance this initiative.

ECMLS 2025 Day 1

East Coast Opportunities and Regional Trade Connectivity

From L to R: **Sameer Bhatnagar,** Global Head of Ports, KPMG India, **Tarkesh Tiwari,** Vice President, Essar Ports Limited, **Sagar Kadu,** Director (Logistics Division) DPIIT, Ministry of Commerce and Industry,GoI, **C M Muraleedharan Nair,** India Area Director, Unifeeder Group, **Shouvik Mandal,** CEO, Apeejay Infralogistics

The first panel discussion, titled **"Opportunities and Challenges on the East Coast",** underscored the region's potential as a logistics and maritime growth hub, with emphasis on coastal shipping, port diversification, and enabling policy frameworks. While coastal trade is expanding, it currently accounts for only 7–8 per cent of India's cargo movement, far below its potential. To scale up to 18–19 per cent, the sector requires stronger infrastructure, seamless multimodal connectivity, and sustained policy push.

From L to R: **Ramprasad Ravi,** Editor & Publisher, Maritime Gateway, **Praveen Adithya C.V,** IAS, CEO, APMB, **Akash Singla**, IRS, Joint Commissioner, Customs House of Visakhapatnam, **Dr G Sambasiva Rao**, MD, Sravan Shipping Services, **Capt Alpesh Abhay Sharma,** COO, Container Business, J M Baxi Ports & Logistics, **G Gayatri**, IRTS, Area Head - Southern Region, Concor, **Durgesh Kumar Dubey,** IRTS, Vice Chairman, VPA, **Amit Mallik,** CEO, Adani Gangavaram Port, **Ravikanth Yamarthy,** CEO, Logistics Sector Skill Council of India

The panel discussion titled **"Andhra Pradesh Special Session — Global Logistics Hub"** highlighted efforts to strengthen the East Coast logistics ecosystem by driving efficiency, enhancing connectivity, aligning policies, and building skilled manpower. Ports in Andhra Pradesh are modernising operations with technology and automation, while the AP Maritime Board is pushing for integrated port-led infrastructure development. CONCOR is expanding multimodal capacity, and Customs is advancing digital systems to streamline processes.

From L to R: **Rajan Sharma,** General Secretary, Nepal India Chambers of Commerce and Industry, **Capt Sudeep Banerjee,** Senior Vice President & Terminal Head, VCT, **Mohan Kumar,** CEO, Sical Multimodal and Rail Transport, **Anita Barik,** IRTS Cluster Head, Concor, **Ashish Gajurel,** Executive Director, NITDB, **Naresh Kumar Aggarwal,** Sr Vice President, Nepal Freight Forwarders Association, **Ted Muttiah,** Chief Commercial Officer, SAGT, **N Krishna Kumar,** Senior Vice President - South Region, MSC Agency (India)

A parallel session titled **"Cargo Movement across Borders: India, Nepal, Sri Lanka"** brought together senior representatives from government, industry, and trade to deliberate on regional connectivity and trade facilitation. The session examined cargo movement challenges across South Asia, particularly along the India–Nepal and India–Sri Lanka corridors, while also exploring future opportunities. Speakers identified bottlenecks in customs processes, restrictive policies, and gaps in multimodal connectivity as major hurdles to seamless cargo flows.

From L to R: **Samir J Shah,** Director, Jeena & Company, **Amlan Bora,** Chief Representative South Asia, Port of Rotterdam, **Vijoy Kumar Singh,** Director - International Marketing & Operations, Container Corporation of India, **Ketan Kulkarni,** Managing Director & Chief Executive Officer, Allcargo Gati Ltd, **Sunil Vaswani,** Executive Director, Container Shipping Lines Assn, **Lalit Bohra,** IRTS, Divisional Railway Manager, Waltair Division, Indian Railways, **Capt Vivek Anand,** President , Seabird Marine Services Pvt Ltd

The plenary session **"Transforming Coastline into Global Trade Lifeline"** stressed reducing India's logistics cost from 14 per cent of GDP through partnerships and green initiatives. CONCOR outlined CFS, MMLP, and sustainable equipment expansions. Panelists highlighted inland inefficiencies over port numbers, urging a national strategy. MSC India emphasised leveraging the 7,000 km coastline with hub-and-spoke models, connectivity, and low-carbon logistics.

ECMLS 2025 Day 2

Air Cargo, Digital Transformation, and Global Trends in Ports & Terminals

From L to R:**Tummalapalli Ravi Kumar,** MD, Envirotainer, **Satish Lakkaraju,** CEO, NEXGEN Logistics, **Burra VR Vijay Bhaskar,** Director, SCM Pfizer Healthcare India Limited, **Avinash Razdan,** CEO, Delhi Cargo Service Center Pvt Ltd **Sanjiv Edward,** CEO - Cargo and Logistics GMR Group, **Sushil Dugar,** COO, Logistics Services, Balmer Lawrie & Co. Limited

The second day of ECMLS opened with a panel discussion titled **"Air Cargo; Cold Chain; Pharma Logistics",** which examined India's potential to emerge as a leading global cargo hub by addressing infrastructure gaps, policy hurdles, and digitalization needs. Panelists compared India's trajectory with global benchmarks such as Singapore and Dubai, stressing the urgency of building certified pharma and cold chain hubs and developing seamless multimodal corridors connecting airports, seaports, ICDs, and CFSs to enhance efficiency and global competitiveness. The discussion emphasised that pharma and perishable logistics require highly specialised solutions, including minimising handling points, ensuring cost-effective and innovative packaging, developing runway-adjacent warehousing for quick transfers, and facilitating night-time exports to maximise global reach. Digital visibility was underscored as a game changer, with calls for real-time tracking, IoT-enabled monitoring, and a nationwide Cargo Community System to strengthen transparency, reliability, and customer confidence. Despite the promise, significant policy bottlenecks remain.

From L to R: **Sridhar Seshadri,** Director, Global Foresight & Innovation, GFST, **Vinay Koka,** Head of Sales & Partnership ISC, ODeX Global, **Surendra Lingareddy,** Founder & CEO, Volteo Maritime, **Abhishek Baheti,** Co-Founder & CBO, MatchLog Solutions.

The second panel discussion, **"Smart Logistics – How AI and IoT are Transforming Logistics",** brought together eminent speakers to explore how technology and policy can reshape supply chain efficiency and resilience. The session emphasized bridging gaps between academia, startups, and industry to accelerate the adoption of digital innovations. MatchLog Solutions showcased its platform that cuts empty container runs by matching import containers with export demand, reducing both costs and emissions. Already handling over 5,000 containers monthly, the platform is powered by AI-based surveys and a repository of more than 35 million images. Volteo Maritime highlighted the digitisation of port operations through computer vision, OCR, and AI tools to reduce paperwork, enhance compliance, and shorten vessel turnaround times, supported by advances in ship connectivity and computing power. ODEX Global presented its digital documentation and payment platform, which processes ₹60–70 crore daily, and unveiled an AI-driven email-reading tool to automate filing processes for greater speed and accuracy. Panelists stressed the need for driver-first design, transparency, and trust-based standards to minimise repetitive documentation.

The third and final panel discussion of Day 2, titled **"Global Trends in Ports and Terminal Management"**, brought together distinguished industry leaders to share insights on evolving practices shaping the maritime and port ecosystem. The session featured **Chantharan Ramasamy,** Country Manager – Singapore, CAVOTEC, who provided perspectives on advanced technologies and automation driving smarter, greener port operations. **Avinash Kalse,** Head of HSSE (Health, Safety, Security & Environment), APM Terminals, emphasized the growing importance of safety, sustainability, and resilient terminal

operations in a rapidly changing global trade environment. **Ravikanth Yamarthy,** Chief Executive Officer, Logistics Sector Skill Council of India, highlighted the urgent need to build a skilled workforce aligned with future-ready port and logistics requirements. Collectively, the panel examined global best practices and their relevance to India's ports sector.

SMART PORT 5.0
DIGITALIZATION

INSPIRING NETWORKS
SURAJ INFORMATICS

- HMI-Proximity Warning and Alert System
- Remote Crane Management System, RCMS
- Traffic and Parking Management
- Fuel Management System
- Locationing Solution
- Object identification and counting
- Crowd Management,
- IT Infrastructure and Data Centre
- Design and Implementation
- Assets and Inventory Management
- Bespoke Solutions
- Mobility Solution
- Video Surveillance & Entrance Management
- Visitor Management System
- AI & IoT Platform
- Smart Ports 5.0 System
- Terminal Automation System
- Digital Twin
- Gate Operating System
- Truck OCR
- Rail OCR,
- Crane OCR
- WMS
- YMS
- Unmanned Weighbridges

Contact Us
91-22-40309800

info@surajinformatics.com
www.surajinformatics.com

facebook.com/surajinformatics
twitter.com/surajinfo001

E 203, Tower No 7 CBD Belapur,
Navi Mumbai 400614.

allcargo

INGENUITY IN MOTION

IN LETTER
IN SPIRIT
IN ACTION

Accelerating Growth

Taxation Simplified (GST 2.0)

Modernising Infrastructure

Amplifying Consumption

Nurturing Indigenisation

Innovation & Digitalisation

Renewing Energy

Building Resilience

Harnessing Skills

Assuring Welfare

Reinforcing Security

BHARAT is ready to make the move on the global stage.
We stand ready to bolster this endeavor.

International Supply Chain | CFS-ICD | Ground Express | Consultative Logistics | Industrial & Logistics Parks

letspartner@allcargologistics.com www.allcargologistics.com