

4th Logix India, 2023 Mumbai | 27th to 29th March, 2023



Inaugurating 4th Edition of Logix India,2023 (L-R) Mr. Shankar Shinde, Chairman, FFFAI, Dr. Ajay Sahai, DG & CEO, FIEO, Ms. Nadia Abdul Aziz, President, NAFL, UAE, Dr. A Sakthivel, President, FIEO, Mr. Paresh Mehta, Regional Chairman, FIEO (WR) and Mr. Shantanu Bhadkamkar, Immediate Past President, AMTOI

FIEO under the aegis of the Department of Commerce, Ministry of Commerce & Industry, Govt. of India organised 4th edition of Logix India, 2023 at Mumbai from 27th to 29th March, 2023. The 4th Logix India, 2023 comprised of activities such as One to one Buyer Seller Meet, Exhibition & Conferences.

The 4th edition of Logix India, 2023 started under the theme “Logistics Multiplier for India” at Mumbai with a grand inauguration session attended by over 100 Overseas Buyers from 30+ countries namely Australia, Bahrain, Bangladesh, Cambodia, Ethiopia, Ghana, Israel, Kazakhstan, Kenya, Kuwait, Lao, Moldova, Myanmar, Nepal, Oman, Panama etc. along with Indian EXIM Community, Stakeholders from the logistics sector on 27th March, 2023.

Shri Piyush Goyal, Hon'ble Minister of Commerce & Industry, Government of India in his message applauded FIEO for organising the 4th edition of LOGIX INDIA from 27th - 29th March 2023 at Mumbai and showcasing the business potential of India's logistics sector. Shri Goyal went on to emphasize that 4th LOGIX INDIA 2023 shall enable preparation of a unified vision for accelerated and efficient logistics operations in India. He further added that progress of logistics sector holds an immense value for Indian economy and would increase exports, generate employment and give the country a significant place in the global supply chain. Reducing the cost of logistics is therefore critical to achieving India's goal of becoming a developed country by 2047. In this endeavor PM GatiShakti, will help bring down logistics costs tremendously. All highways, railways, ports, and airports will be mapped on GatiShakti, which

would help in building seamless connectivity networks and creating a positive impact on the logistics ecosystem. Shri Goyal offered warm compliments to the 4th LOGIX INDIA 2023 participants and shared his high hopes that the participants build enduring and profitable relationships at the show.

Shri Nitin Gadkari, Hon'ble Minister of Road, Transport & Highways, Government of India in his Message congratulated FIEO on taking the lead role in developing India's Logistics mind-space and welcome all Overseas and Indian participants at 4th LOGIX INDIA 2023 scheduled from March 27-29, 2023 at Mumbai. Shri Gadkari further informed that India's logistics sector is transforming from a 'point-to-point' model to a 'hub-and-spoke' model, which involves railways, highways, inland waterways and airports, to put in place an effective transportation grid. Indian Government is committed to reduce the national logistics cost to 9% of GDP by 2024. This will not only boost business prospects domestically, but also help the country attract more export orders. He wished 4th Logix India a grand success.

Addressing the Gathering during the Inaugural Session, Dr. Ajay Sahai, DG & CEO, FIEO mentioned, "Logistics sector is one of the fastest growing sectors in India particularly after the introduction of GST and this trend will continue with the growth in e-tailing and rising consumption in Tier 2 and Tier 3 cities. He highlighted the need for large logistics companies providing value-added and end to end logistics solutions and sought partnerships, joint ventures and 100% overseas FDI which is a prime objective of Logix."

Dr Sahai said the correct transportation mix with focus on railways followed by road and coastal shipping should be the long term objective of the country. 50% of the transportation should be by Railways, 30-35% by road and 15-20% by coastal shipping. He also said that while the turn - around time at the major ports have increased but it is still very long when compared with less than 12 hours turnaround at DUBAI, Singapore, Shanghai and Colombo port.



Seen on the Dais during the Inaugural Session(L-R): Mr. Ashish Jain, Dy. Director General, FIEO, Dr. Ajay Sahai, DG & CEO, FIEO, Mr. Shankar Shinde, Chairman, FFAI, Ms. Nadia Abdul Aziz, President, NAFL, UAE, Dr. A Sakthivel, President, FIEO, Mr. Paresh Mehta, Regional Chairman, FIEO (WR) and Mr. Shantanu Bhadkamkar, Immediate Past President, AMTOI

Welcoming the distinguished guests and overseas delegates, Dr. A Sakthivel, President, FIEO said, "Supply chains are complex and sensitive as they depend on always-changing customer demands. A supply chain cannot ensure high value if it is without effectively organized transport. For this reason, logistics is one of the most crucial factors in the quality of any supply chain"

The FIEO President, also highlighted, "India's logistics ecosystem is now ready for a major transformation. India's PM GatiShakti and National Logistics Policy (NLP) 2022 shall ensure a new era of planning, coordinating, storing, and moving resources like people, raw materials, inventory, equipment, etc., from one location to another, from the production points to consumption, distribution, or other production points."

Dr. Sakthivel during the address made a special mention of programmes implemented for improvement of connectivity and infrastructure. Projects/Programmes like Sagarmala, Bharatmala will add up on India's Transformation towards seamless Logistics Chain. President, FIEO with utmost optimism mentioned that, "With efforts like Logix India, Logistics Cost in India will meet the global benchmark by 2030 by reducing the cost from 14-18% of GDP to global practice of 8%"

Further, Dr. A Sakthivel, President, FIEO, Dr. Ajay Sahai, DG & CEO, FIEO, Shri Paresh Mehta, Regional Chairman, FIEO (WR), Ms. Nadia Abdul Aziz, President NAFL, UA, Mr. Shankar Shinde, Chairman, FFFAI and Mr. Shantanu Bhadkamkar, Immediate Past President, AMTOI inaugurated the 4th Edition of Logix India, 2023 at Mumbai.

Ms. Nadia Abdul Aziz, President, NAFL from UAE appreciated FIEO in creating a global platform for Logistics Sector in India. Ms. Nadia also mentioned that being one of the strongest upcoming economies India much needed this event and will indeed go a long way in enhancing India's global linkages.

Shri Shankar Shinde, Chairman, FFFAI congratulated FIEO and all participants for being part of the 4th edition of LOGIX India. Shri Shinde further extended his courtesies to FIEO for organising this global platform and bring the world of logistics value chain together enabling this to not just be the logistics multiplier but also logistics simplifier platform in India. He also expressed his happiness and gratitude to all supporting partners for making LOGIX India a success.



Dr. A Sakthivel, President, FIEO, Mr. Shankar Shinde, Chairman, FFFAI, Ms. Nadia Abdul Aziz, President, NAFL, UAE, Mr. Paresh Mehta, Regional Chairman, FIEO (WR) and Mr. Shantanu Bhadkamkar, Immediate Past President, AMTOI seen during the lamp lighting session



Ms. Nadia Abdul Aziz, President, NAFL, UAE greeting Dr. A Sakthivel, President, FIEO with a token of gratitude

Shri Paresh Mehta, Regional Chairman, FIEO(WR) while delivering the vote of thank on the momentous occasion mentioned, "Importance of logistics in the import and export business is irrefutable and is one of the most important aspects to the success of any international business. For any exporter, logistics is as important as getting goods to their destination – on time, within budget, and undamaged – is critical.

Regional Chairman, FIEO (WR) said," While you focus on manufacturing and creating top-notch products and the best service possible for your customers. Let an established, quality-oriented logistics company handle the rest."

On Day 2 of the 4th Logix India, 2023 started with a Plenary Discussion on "Creating Global Logistics Linkages with India", delivering the Opening Remarks Dr. A Sakthivel, President, FIEO stated, "There is dire need for sector specific development of the logistics ecosystem involving all stakeholders- service providers, government & customers. Identifying the elements of logistics such as transportation/ warehousing/ packaging/ customs & documentation also need specific interventions and attention."

Speaking upon the competitive edge India will possess in supply chain, President, FIEO said," With the US taking a lead in bypassing China. India will play a very active role in such a supply chain as it has the necessary capacity and capability to replace China in such a value chain."

Dr Sakthivel also highlighted, "The new concept of "near shoring" and "friend shoring" will integrate India more with countries in South Asia, South East Asia and the Middle East. Increasing engagement through aggressive FTAs are intended both to provide better market access to our exports and attract FDI particularly in 15 Sectors covered under the Production Linked Incentive Scheme. The QUAD partnership with US, Japan and Australia in the East and US, Israel and UAE in the West is a major indicator of new linkages which the logistics sector should also recognize and proactively move in that direction."



Dr. A Sakthivel, President, FIEO welcoming distinguished guests, speakers and panelists during the Plenary Session



Distinguished Panelist on the Dais (L-R) Mr. Peter Lietner, Transpacific Logistics. Australia, Mr. Dushyant Mulani – Chairman Elect, FFAI, Dr. A Sakthivel, President, FIEO, Mr. Vinayak Azaad, IRS, Member (Traffic), Inland Waterways Authority of India, -Mr. Huseyin AYDIN - Commercial Attaché, Turkish Consulate General in Mumbai, Mr. Malcolm Dsouza, Director Airfreight, Jeena & Company, Mr. Remington Taliaferro Panamá Pacifico, Panama

The National Logistics Policy launched by the Govt. of India, in 2022 was also touched upon by the FIEO President, stated four major initiative of the policy i.e. Integration of Digital Systems for 7 Departments, Unified Logistics Interface Platform, Ease of Logistics to ensure transparency & accessibility and System Improvement Group for monitoring of logistics projects.”

During the Plenary Session on Day 2 of Logix India at Mumbai other dignitaries present were Mr. Peter Lietner, Transpacific Logistics. Australia, Mr. Dushyant Mulani, Chairman Elect, FFFAI, Mr. Vinayak Azaad, IRS, Member (Traffic), Inland Waterways Authority of India, Mr. Huseyin AYDIN, Commercial Attaché, Turkish Consulate General in Mumbai, Mr. Malcolm Dsouza, Director Airfreight, Jeena & Company, Mr. Remington Taliaferro Panamá Pacifico, Panama.

Post plenary session, the first conference was on Creating Global Linkages with India - Outbound Opportunities moderated by Mr. Xerrxes Master, President, AMTOI with other eminent speakers namely Mr. Chandrasekar R, CEO, Blackstone Shipping UK Ltd, UK; Ms. Sharmila Amin - Bertling & Mr. Haresh Lalwani – Sun Logistics.

Another panel discussion on the topic “Making India a Global Hub - Challenges & Opportunities” was moderated by Mr. Tej Contractor – President, IIFF (Indian institute of Freight Forwarders) with other panelists being Mr. Vinod Sharma, Hon Secretary, FFFAI; Mr. Daljit Singh Kohli - India Representative, Port of Antwerp & Ms. Nadia Abdul Aziz, President NAFL, UAE.

The final session of Panel discussion on Day 2 was on Logistics Technology Update moderated by Mr. Prashant Seth, Jt. DDG, FIEO with eminent panelists being Mr. Manish Singh, Co-founder & Chief Product and Technology Officer, Matchlog; Mr. Lakshminrusimham Vemuganti, Co-founder and CTO, Realvariable Digital Asset Services Pvt Ltd & Mr. Binai Thoppil, Director and COO, ODeX India Solutions Pvt. Ltd. The sessions were organised along with a Comprehensive Exhibition and Buyer Seller Meets with around 100 buyers from 30 countries.



B2B Meeting in progress



B2B Meeting in progress

Day 3 of the 4th Logix India, 2023 began with a Panel Discussion on “Reducing Logistics Transaction Costs – Planning Ahead, amongst panelist during the session were Moderator: Dr. Nirav Thakker, Executive Committee Member, FFFAI while other key speakers included Dr. Ambrish Kumar, Founder & CEO, Zipaworld; Ms. Hla Hla Yee, Myanmar International Freight Forwarder Association; Mr. Sufal Roongta, Co-Founder and CBO, Intoglo & Ms. Devi James Melchior, Senior Vice President – Logistics, Kerry Indev Logistics Private Limited.

Addressing the gathering during the Valedictory Session, Shri Paresh Mehta, Regional Chairman, FIEO (WR) stated, "The world is moving towards becoming one large family, the volume of international trade has risen due to lifting barriers to international trade, increasing foreign investors and technological developments. Barriers such as customs taxes, quotas and capital controls that separate national economies have gone down; services, workforce and capital become faster and easier to move between countries. Without logistics, it is impossible to be successful in marketing, production, and international trade. In advanced industrial societies, logistics competence is of great importance and customers expect products they bought will be delivered as promised."



Unveiling the 5th Edition of Logix India during the Valedictory Session (L-R): Mr. Ashish Jain, Dy. Director General, FIEO, Mr. Shankar Shinde, Chairman, FFAI, Mr. Paresh Mehta, Regional Chairman, FIEO (WR), Mr. Sharad Kumar Saraf, Past President, FIEO and Ms. Nadia Abdul Aziz, President NAFL, UAE

During the valedictory session, the dignitaries including Mr. Ashish Jain, Dy. Director General, FIEO, Mr. Shankar Shinde, Chairman, FFAI, Mr. Paresh Mehta, Regional Chairman, FIEO (WR), Mr. Sharad Kumar Saraf, Past President, FIEO and Ms. Nadia Abdul Aziz, President NAFL, UAE unveiled the 5th Edition of Logix India.

Proposing the Closing Remarks for the 4th Logix India, 2023, Shri Sharad Kumar Saraf, Past President, FIEO mentioned, "The value of efficient logistics in the international trade is non-debatable and is very critical in the growth and success of your company. From designing customized freight spend management services, supply chain consulting, and providing both domestic and international transportation options, established third-party logistics companies can seamlessly manage all your logistics needs. This can also include value-added services such as warehousing, fulfilment, and distribution. Experienced providers have also invested the capital to streamline their entire process, which would be cost prohibitive and require an immense level of expertise to try to replicate within your own company." Shri Saraf concluding the closing remarks highlighted that, "In order to increase the efficiency in business operations, companies will have to Adopt Digitization, Benchmarking of Standards, Invest in Logistics Infrastructure for competitive advantage and economic growth"

Shri Sharad Kumar Saraf applauded all the stakeholders and overseas counterparts for making 4th Logix India, 2023 a grand success. He also extended his special thanks to Blackstone, Odex, Zipaworld, Emirates Shipping, Real Variable & the Partner State of Govt. of Madhya Pradesh for supporting the event. He also extended tokens of gratitude to Logistics insider & Cargo Connect; Media partners for 4th LOGIX INDIA.



Group Photo with the Overseas Delegates



Group Photo of Team Logix India, 2023

The 4th edition of LOGIX INDIA 2023 concluded with much success bringing all foreign as well as Indian counterparts at one platform and enabling facilitation of stronger & smoother movement of logistics across the globe. The overall meetings captured were over 3400 across the 3 days of the event with the no of Indian companies participating crossed the 100 mark and also gathered over 600 trade visitors.

The show was once again the largest platform in India witnessing participation of around 100 companies from 30 countries in the segment.