

POST SHOW REPORT



CHARTERED INSTITUTE OF LOGISTICS AND TRANSPORT

The Business of Logistics: Discover Logistics Excellence
National Rail Museum, Chanakyapuri, New Delhi
22-23 November 2018

Organised By



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CILT INDIA EXPO 2018

The Chartered Institute of Logistics and Transport (CILT) India partnered with the Exhibitions India Group to organise "CILT India Expo" 2018, a premier transport and logistics event that addresses the entire supply chain of the logistics industry.

The two-day event covered all modes of transport, including road, rail, air, sea and inland waterways. Representatives from related Union ministries, government bodies, PSUs, as well as industrial enterprises, including manufacturing, retail, e-commerce, logistics, cold chain & warehousing, supply chain etc. participated in the conference where facts, figures, ideas and visions were shared to paint an enthralling picture of the hectic activity in the sector.

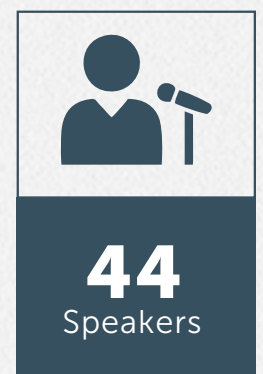
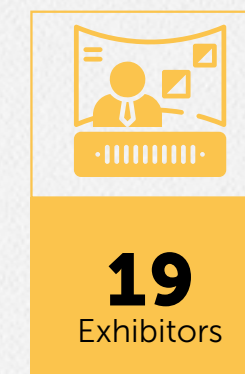
The highlight of the expo was an equal participation of PSUs and government enterprises alongside private players from varied fields such as construction, agribusiness, automotive, electronics, energy, e-commerce, multi-modal logistics operators, warehousing, IT solution providers, and passenger mobility as well as passenger hospitality organisations.

Visitors at the exhibition and conference was a mix of government officials, foreign delegates and representatives looking to expand business opportunities. The event provided an opportunity to forge new business relationships and gauge new technologies/ideas. An excellent media coverage and high visitor turnout ensured the success of the programme.



QUICK FACTS

- Indian logistics industry is estimated at \$160 billion, and expected to grow at over 10% annually to \$215 billion.
- The sector employs 22 million people.
- Indian Railways to increase track-related work to 9,000 km in FY2018-19.
- Ministry targets 12,000 km in FY2019-20.
- All India freight traffic movement is estimated at 2,800 BTKM. It is expected to increase to 13,000 BTKM by 2030.
- 100% electrification of all freight corridors by 2022.
- The Comprehensive Logistics Action Plan 2022 plans to lower the cost of logistics from 14% to 10% of GDP. The plan will save \$150 billion.
- Tech-focused logistics startups in India attract \$1.5 billion in investment.
- Warehousing industry to grow at 10% p.a.
- Cold chain industry to grow at 15% p.a.
- The roads network constitutes 60-65% of all transport in country.
- Up to 111 rivers declared as national waterways.
- Air cargo exports growing @ 10% p.a.



“The government is preparing an integrated logistics plan to fast-track movement of goods and reduce the transaction cost of businesses. Formulation of the plan is important as the cost of logistics for India is about 14% of its GDP as compared to 7-8% in developed countries

Shri Suresh Prabhu
Hon'ble Minister,
Ministry of Commerce &
Industry and Civil Aviation,
Govt. of India

”

“The logistics industry in India is evolving rapidly, riding on the infrastructure, technology and new entrants from service industry. We need to focus on improving logistics in India. Incorporating RFID is one such move. Blockchain can be used productively in the logistics sector as it is a digital concept that can replace the paper proof of ownership.

Shri. Avinash K. Srivastava,
Secretary, Ministry of
Consumer Affairs, Food & Public
Distribution

”

SUPPORTING GOVERNMENT INSTITUTIONS



Government of India
Ministry of Commerce & Industry
Ministry of Railways
Ministry of Shipping
Ministry of Skill Development
and Entrepreneurship



PARTICIPATING COMPANIES

- Agritech Equipment & Services Pvt. Ltd.
- ALP Nishikawa Co. Pvt. Ltd.
- Axis Communications
- Amity Global Business School
- Balmer Lawrie & Co. Ltd.
- BTC World
- B2B Technology
- Central Electronics Ltd. (CEL)
- Chhattisgarh Railway Corporation Ltd. (CRCL)
- Container Corporation of India Ltd. (CONCOR)
- Central Railside Warehouse Company Ltd. (CRWC)
- Central Warehousing Corporation (CWC)
- Crest Container Lines Pvt. Ltd.
- Centre for Railway Information Systems (CRIS)
- CG Power and Industrial Solutions Ltd.
- Chandan Corporate Consultants
- Cotton Corporation of India Ltd. (CCI)
- Dedicated Freight Corridor Corporation of India Ltd. (DFCCIL)
- Dezan Shira & Associates
- D'Link India Ltd.
- ESRI
- Finanza Professionals Pvt. Ltd.
- GATX India Pvt. Ltd.
- Gazelle
- Godrej Group
- Gujarat State Fertilisers & Chemicals Ltd. (GSFC)
- Gulftainer
- Hind Terminals Pvt. Ltd. (HTPL)
- Haridaspur Paradip Railway Company Ltd.
- HDFC Bank
- Indian Railway Catering & Tourism Corporation Ltd. (IRCTC)
- Inland Waterways Authority of India (IWAI)
- Indian Oil Corporation Ltd. (IOC)
- India Infrastructure & Logistics Pvt. Ltd.
- Indospace Development Management Pvt. Ltd.
- Ind-Swift Laboratories Ltd.
- Indian Maritime University
- Indifi Technologies
- Interport Group
- Jaigarh Digni Rail Ltd.
- Jute Corporation of India Ltd. (JCI)
- Konkan Railway Corporation Ltd. (KRCL)
- Konnected Mindz
- LID Publishing
- Maruti Suzuki India Ltd.
- Mazars Advisory LLP

- Ministry of Communications
- Ministry of Environment & Forests (MoEF)
- Ministry of Labour & Employment
- Ministry of Shipping
- Ministry of Electronics & Information Technology (MEITY)
- National Capital Region Transport Corporation (NCRTC)
- Nestle India
- Northern Railway
- Optima Insurance Brokers Pvt. Ltd.
- Pernod Ricard India
- Portexo Telematics
- PAN India Corporate Services
- RailTel Corporation of India Ltd.
- Reliance
- System Level Solutions (SLS)
- Sympar Associates
- Sysnet Global Technologies
- School of Planning and Architecture
- Transport Corporation of India Ltd. (TCI)
- Tecnomic Components Pvt. Ltd.
- Trimax IT Infrastructure & Services Ltd.
- VS&B Containers Group Pvt. Ltd.
- V K Gupta & Associates
- Vodafone
- Windsor India
- Yes Bank

“CILT (India) could play a leadership role in integrating the logistics and transport networks of South and South-East Asia for synergetic growth and development of the region.”

Mr. Dato Ts Abd Radzak Abd Malek
National President, CILT Malaysia and
President (Elect) of CILT International

LAUNCHES

Knowledge paper on “Leading Towards Logistics 4.0”

Global audit, accounting and consulting group, Mazars, unveiled a knowledge paper titled “Leading Towards Logistics 4.0”, on the side-lines of the conference. The paper analyses various investment projects and opportunities in the transport and logistics industry offered by Government of India. It discusses the factors driving the revolution of the sector and addresses the steps that need to be taken to gain from these changes. “This paper is designed to critically evaluate the current logistical backdrop and identify developments such as the GST, E-Way Bill, IoT, robotics, etc. that are reshaping the market, outlining the path ahead by adjoining the five key pillars,” said Mr. Bharat Dhawan, Managing Partner, Mazars India.



Paper on Skill Development

Two training modules, titled “Reading Material for Loco Drivers and Assistant Loco Drivers”, developed by CILT (India) for the Logistics Skill Council under the Ministry of Skill Development & Entrepreneurship, were released in the presence of Capt. T. S. Ramanujam, CEO of Logistics Sector Skill Council. He said, “We have taken the lead in creating apprenticeship under the National Apprenticeship Promotion Scheme as the pathway for the logistics sector. We have trained about a lakh plus skilled labour this year and placed about 68,000 work force, which results in a placement percentage of 54%. Now we want to scale this up to 80-90%”.

Highlight - Banking on Women Power in Logistics

One of the highlights of the conference was a presentation by Dr. Surendra Ahirwar, Director (Logistics), Ministry of Commerce, Govt. of India, on “Banking on Women Power in Logistics: Enabling the Able Workforce”. The presentation discussed some major issues faced by women employed in the sector. Some of the key take-aways of the presentation were:

- Low retention rate of women
- Difficult working conditions
- Low rate of training and development
- Harassment, bullying and gender-related violence
- Lack of on-road assistance
- High risk of mis-shaping on road



SHOWCASE



Blue Jay ▶ BluJay Solutions collaborates with business and technology experts to provide solutions that help improve efficiencies, minimise risk, and capitalise on customer growth opportunities. The company recently collaborated with research firm Adelante SCM to release a report, 'Competing on Customer Experience: The Driving Force Behind Supply Chain Innovation'.. Some of the observations were: Innovative companies prioritise customer experience; Outdated IT and siloed systems are holding organisations back; and, Blockchain, drones and driverless trucks are mostly hype.

CONCOR ▶ Container Corporation of India Ltd. (CONCOR) commenced operation in November 1989 when it took over the existing network of 7 ICDs from the Indian Railways. Today, it is the undisputed market leader with the largest network of 81 ICDs/CFSs in India. In addition to providing inland transport by rail for containers, it has expanded to cover management of ports, air cargo complexes and establishing cold-chain. Majority of CONCOR's terminals are rail-linked, with rail as the main carrier for haulage. Its terminals provide a number of facilities such as warehousing, container parking, repair facilities, and office complexes.



CRWC ▶ Central Warehousing Company Ltd. was created as part of the diversification activities undertaken by the Central Warehousing Corporation. Among the primary objectives of the company is to plan, develop, promote, acquire and operate raiiside warehousing complexes/ terminals/multi-modal logistics hubs for seamless supply chain management, both in India and overseas. While its total installed capacity is approx. 3.3 lakh metric tonnes spread over 19 locations, the Indian Railways has allocated 10 new locations for developing warehouses.

Currently, work of laying railway track in Pahleja in Bihar is going on, and a 20,400 MT capacity warehouse near Patna is expected to be ready soon.

DFCCIL ▶ Dedicated Freight Corridor Corporation of India Ltd. is an SPV set up under the Ministry of Railways to undertake planning, securing finances, construction and O&M of dedicated freight corridors for the Indian Railways to regain its market share of freight transport. The SPV plans to set up multi-modal logistic parks along the DFC to provide complete transport solutions to customers. During phase-I, DFCCIL will construct two corridors spanning about 2,800 km. The Eastern DFC will originate in Punjab, cross Haryana and UP, to terminate in Bihar. The Western DFC will start in UP, and traverse through Haryana, Rajasthan and Gujarat to end in Maharashtra.



Gratia ▶ Gratia Technology Pvt. Ltd. is a research company specialising in the emerging consumer electronics market, business technologies and innovations. The company provides innovative, creative products and solutions in cyber security, IP solutions, voice recognition domain and smart phone applications. Some of the core IT solutions provided by the company in the IT stream include: Enterprise cyber security solutions; HCMS; Attendance solutions; Call centre solutions; Application development; Data analytic solutions; Systems integration; GIS and project monitoring solutions.

IRCTC ▶ Ministry of Railways set up Indian Railway Catering and Tourism Corporation Ltd. to hive-off the entire catering and tourism activity of the railways to the new SPV. However, with increasing demand for door-step ticket availability, IRCTC introduced Internet Rail Reservation facility at Delhi, Chennai, Bangalore, Kolkata and Mumbai, to be extended to Hyderabad, Pune and Ahmedabad. IRCTC has now diversified into non-railway segments, which include budget hotels, food kiosks & parks, etc. Its catering and facility management division provides 'single window' solutions for catering, housekeeping, security, laundry, ITES and horticulture services to government organisations, corporates/educational institutions.



Konkan Railways ▶ Konkan Railway Corp. Ltd. (KRCL) was set up in July 1990 as the first Build-Operate-Transfer (BOT) concept implemented by the Indian Railways. The 741 km line, which connects Maharashtra, Goa and Karnataka, commercially introduced the roll on-roll off services in India for easy transport of thousands of trucks from one end to another. The PSU has tied-up with CONCOR to set up a multi-modal logistics park at Balli railway station. Some projects currently in the pipeline are complete route electrification, up to 46 km of track doubling, construction of new stations and loop lines, and construction of a Rolling Stock Component Factory.

Maruti Super Carry ▶ Leading automobile company, Maruti Suzuki India Ltd. showcased its mini truck 'Super Carry', at the event. The vehicle, available in both CNG and diesel models, is highly suited for inclusion in any logistics fleet for last mile delivery purposes. Other features include up to 1,600 kg loading capacity, lighter steering and LSPV braking system for effective braking based upon load condition. Super Carry has been recognised as the 'Commercial Vehicle of the Year' and 'SCV of the Year'.



RE Rogers ▶ RE Rogers is an integral part of the international trade exhibition industry where it has represented several national/international organisations. On the freight side, RERI offers turnkey projects starting from delivery of goods to the destination, and subsequent return to point of origin. The services include: Handling pre-documentation with shipper; Collection and processing of documents from airline/shipping lines; Loading/unloading at airport/port, including transport to relevant site; Customs clearance and delivery to final point; and finally sending back the shipment.



Sagarmala ▶ The ambitious Sagarmala Programme initiated by the Government of India in 2015, promotes port-led development in the country. In 2016, the Hon'ble Prime Minister released the National Perspective Plan (NPP) for comprehensive development of India's coastline and maritime sector. The vision is to reduce the logistics cost for EXIM and domestic trade with minimal infrastructure investment. Its major components are: Port modernisation & new port development; Port connectivity enhancement; Port-linked industrialisation; and coastal community development.

SLS ▶ An integration specialist, System Level Solutions provides innovative solutions spanning intellectual property, hardware/software design and manufacturing. The company offers a range of specialised design tools, IP cores and products that help the client achieve a winning product, ready for market launch. One of the company's core areas is Asset Tracking that automates Asset 24/7 for real-time visibility and high-level business intelligence about customer assets. The Nebulae platform, along with the insights provided by the Orion Data Network, helps client regulate his assets.



VE Commercial ▶ VE Commercial Vehicles Ltd. was promoting its cutting-edge vehicular and carrier technology. This Volvo Group and Eicher Motors joint-venture brings together global leadership in technology, quality and safety, while maintaining standard environmental guidelines. The product line includes a complete range of Eicher-branded trucks and buses, VE Powertrain, Eicher's components business, as well as sales and distribution of Volvo trucks within India.

Bangladesh is surrounded by land from three sides, mostly by India, and road transportation is an integral part of the logistics and freight transactions between the two nations. While Bangladesh has opened its ports to India, both nations are co-operating in every possible way to improve logistics between the two.

Shri M. A. Kadir
MD, Interport Maritime
Ltd., Bangladesh

The two-day exhibition and concurrent conference sessions were the meeting ground for those involved in the business of logistics, transport, cold chain management, supply-chain etc., providing excellent opportunities to the participants to promote their brand and solutions. The expo provides a platform to explore possibilities of entering into joint-ventures and business collaborations.

Shri Shanti Narain
National Chairman
CILT India

CONFERENCE AGENDA

PROGRAMME

Day 1: 22nd November, 2018

Inaugural: Logistics -a game changer for the global economy

Session 2: Transport - Infrastructure Development

Session 3: Warehousing & Packaging

Session 4: Skill Development in Logistics Sector

Day 2: 23rd November, 2018

Session 1: Integrated Logistics

Session 2: Big Data Analytics and IoT in Logistics

Session 3: Multimodal Transportation

Session 4: Valedictory



Integrated logistics is the need of the hour. As an example, in India, cement logistics cost is 23-25% whereas the global benchmark is 12-15%. Interventions to reduce the cost include developing cement-integrated warehouse terminals for bulk and bagged.

Shri Anant Swarup
Joint Secretary, Logistics, Ministry
of Commerce and Industry

The Ministry is working on several projects, including construction of dedicated freight corridors to cut logistics time and cost to industry. To improve efficiency, it is working on bridging infrastructure gap, doubling rail tracks, electrification of tracks, and construction of separate corridors for freight.

Shri Ashwani Lohani
Chairman, Railway Board

SPEAKERS

Shri Shanti Narain, National Chairman, CILT India
Shri Ashwani Lohani, Chairman, Railway Board
Mr. M. A. Kadir, MD, Interport Maritime Ltd., Bangladesh
Shri Avinash K. Srivastava, Secretary, Dept. of Consumer Affairs, Ministry of Consumer Affairs, Food & Public Distribution, Govt. of India
Shri Suresh Prabhu, Hon'ble Union Minister of Commerce & Industry and Civil Aviation - Govt. of India
Shri Prem Behl, Chairman, Exhibitions India Group
Shri Vinod Asthana, Ex- MD, CRWC Ltd.
Shri Arun Kumar Shrivastava, MD, Central Warehousing Corporation
Dr. Satyaprasad Bhattacharya, General Manager - R&D, UFlex Industries
Dr. Hanish Sinha, Head - R&D, National Bulk Handling Corporation Pvt. Ltd.
Shri Sukanta Dey, MD - Sdela Telecom, Ex-CXO, Unilever, Pepsico and AT&T
Shri Vipin Jain, COO, CSC India
Capt. T. S. Ramanujam, CEO, Logistics Sector Skill Council
Dr. Surendra Ahirwar, Director (Logistics), Ministry of Commerce, Govt. of India
Mr. Julian Michael Bevis, Sr. Director-Group Relations, A.P. Moller-Maersk Group
Shri Raghuram Talluri, Co-founder & CEO, LoadShare Network
Shri Tamil Rajan, Founder, Cloudhandz.com
Shri Anil Gupta, Former CMD, CONCOR Ltd.
Mr. Joseph Lim, Sales Director, BluJay Solutions
Shri Anant Swarup, Joint Secretary (Logistics), Dept. of Commerce & Industry

Shri Sanjay Swarup, Director International Marketing, CONCOR Ltd.
Shri Ashish Gupta, Regional Logistics Head, Shell India Markets Pvt. Ltd.
Mr. Dato' Ts Abd Radzak Abd Malek, President, CILT International
Shri Mukesh Nigam, MD, Centre for Railway Information Systems (CRIS)
Shri Urmik Shah, Software Manager, System Level Solutions Pvt. Ltd.
Shri Chandan Verma, Data Analytics & Machine Learning Consultant, Gratia Technology
Smt Anjali Goyal, Principal Executive Director (Accounts) Indian Railways
Shri Sandeep Kumar, Managing Partner, Konnected Mindz
Shri Murali Rajagopalan, MD-India, Mobilogix Inc
Shri Sharat Misra, Advisor, Deloitte
Shri Arunendra Kumar, former Chairman, Railway Board, Indian Railways
Shri Sachin Bhanushali, CEO, GRFL
Shri Ranbir Saran Das, Chairman & CEO, Ultra PRT UK
Shri Dinesh Kumar, MD, Asia Aviation Associates
Dr. Sanjay Gupta, Professor of Transport Planning & Head, School of Planning & Architecture
Shri V. N. Mathur, former Member (Traffic), Indian Railway
Mr. Dato' Ts Abd Radzak Abd Malek, President, CILT International
Shri Shanti Narain, National Chairman, CILT India
Shri Sanjiv Garg, Additional Member, Railway Board

EMINENT SPEAKERS



Shri Suresh Prabhu
Hon'ble Union Minister of Commerce & Industry and Civil Aviation, Govt. of India



Shri Avinash K. Srivastava
Secretary, Dept. of Consumer Affairs, Ministry of Consumer Affairs, Food & Public Distribution, Govt. of India



Shri Ashwani Lohani
Chairman, Railway Board



Mr. Dato' Ts Abd Radzak Abd Malek
President CILT International



Mr. M. A. Kadir
MD, Interport Maritime Ltd., Bangladesh



Shri Arun Kumar Shrivastava
MD, Central Warehousing Corporation

Dr. Surendra Ahirwar
Director (Logistics), Ministry of Commerce, Govt. of India



Ms. Anjali Goyal
Principal Executive Director (Accounts) Indian Railways



Mr. Julian Michael Bevis
Sr. Director-Group Relations, A.P. Moller-Maersk Group



Mr. Joseph Lim
Sales Director, BluJay Solutions



Capt. T. S. Ramanujam
CEO, Logistics Sector Skill Council



Shri Sanjiv Garg
Additional Member, Railway Board



The last couple of years have seen significant developments in this industry, which is reflected in its global rankings. The expo aims at drawing attention on improving the efficiency of the multimodal system of freight focusing on road, rail, sea, air, waterways, including warehousing, and to reducing waste related to transport of goods.

Shri Prem Behl, Chairman, Exhibitions India Group

I must take this opportunity to congratulate the organizers for a punctual event, which was well organized and attended by a cross section of the logistics and maritime industry. The trade requires similar events in the future as well to showcase and highlight issues pertaining to our industry and to take remedial actions towards the same.

Mr. Xerrxes Master Vice President, AMTOI

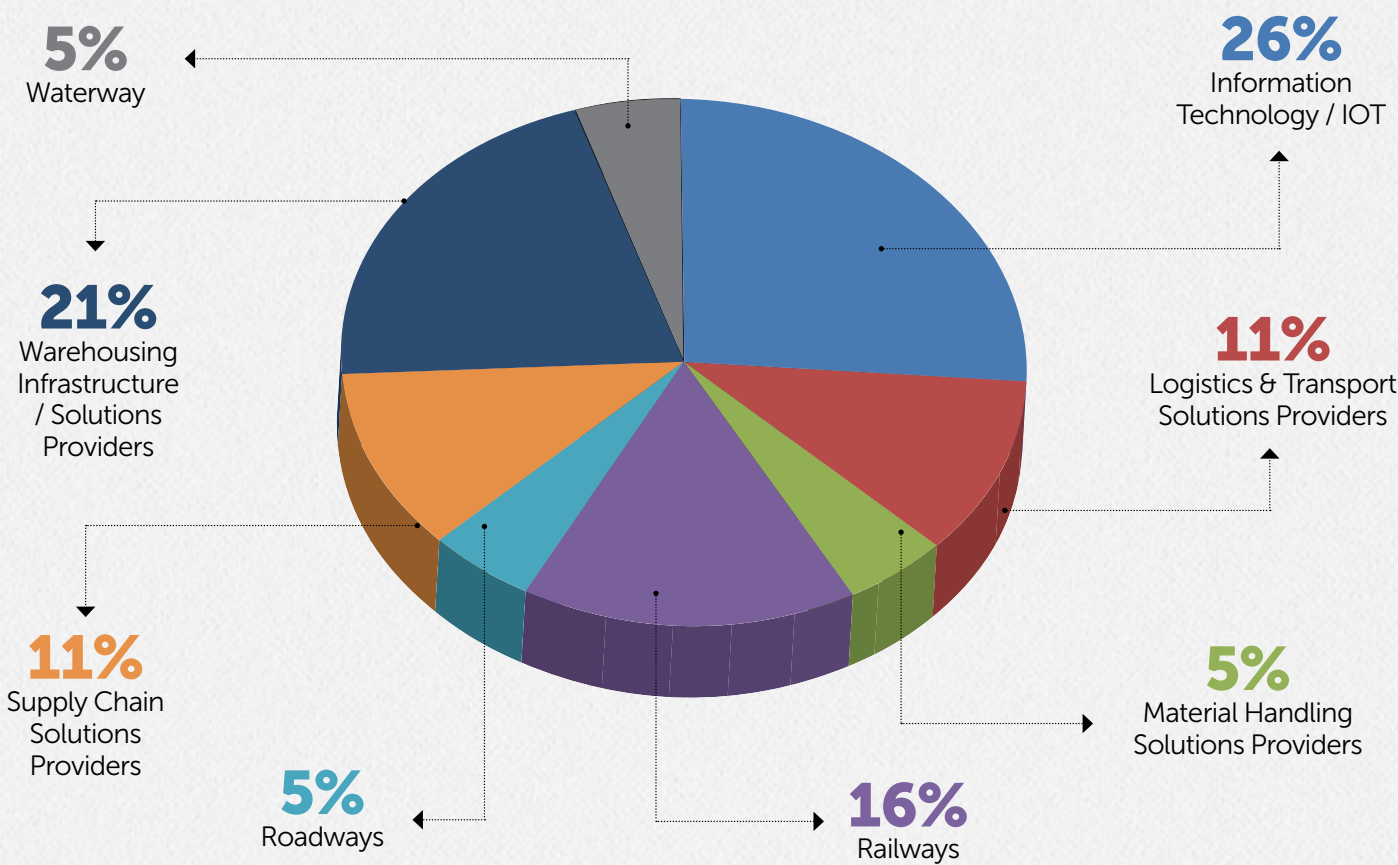
Logistics is an opportunity and a challenge. Logistics costs are 14% of GDP in India. The reason is the variety of service providers who keep margin for their themselves. Hence, we need to bring in integrated logistics.

Shri Anil Gupta Former CMD, CONCOR

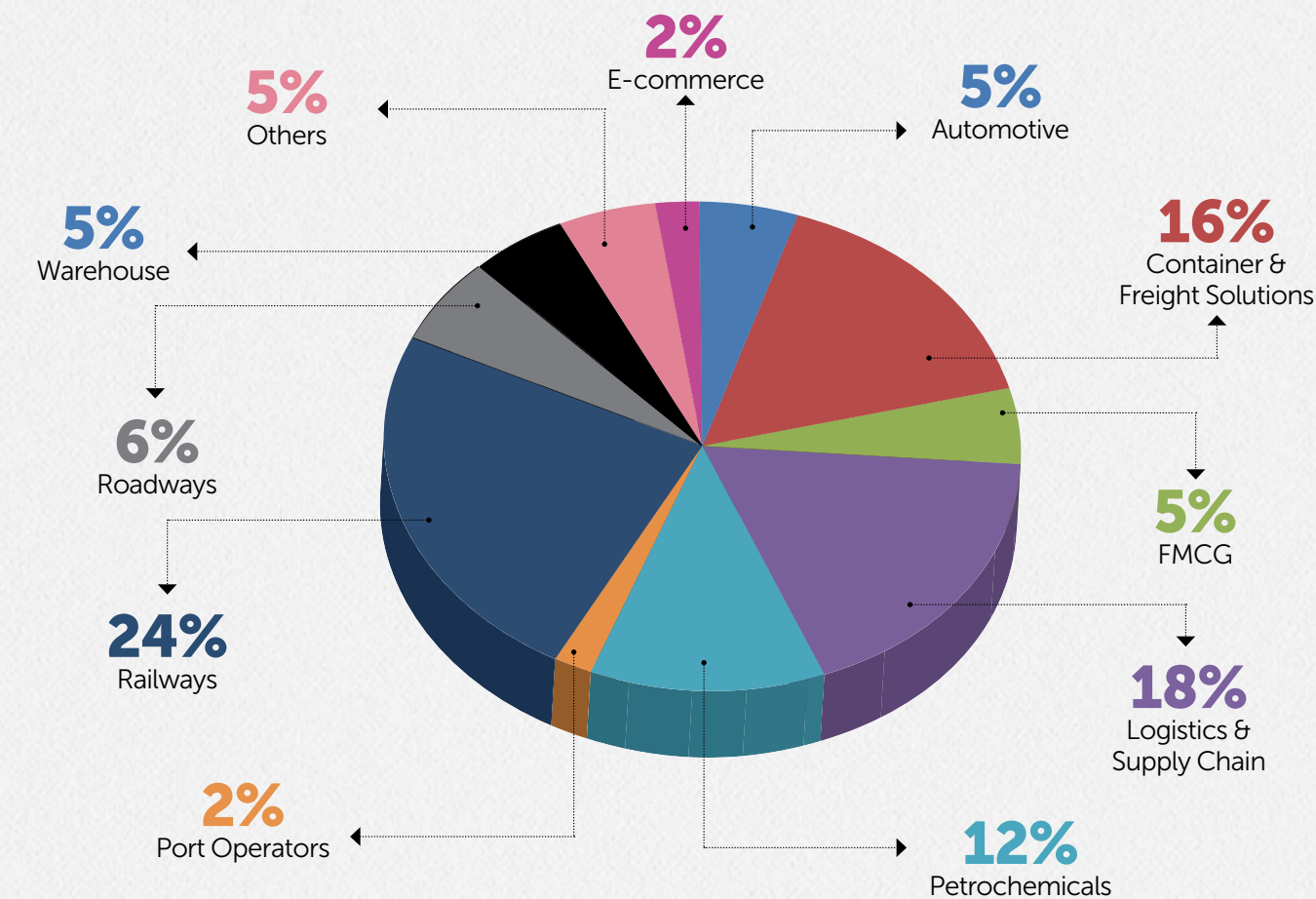
Hearty congratulations to the entire CILT and management teams for the flawless organisation of this very useful and apt seminar for transport and logistics sector of our country.

Shri. Anurag Sachan MD, DFCCIL

EXHIBITION DEMOGRAPHICS



DELEGATE DEMOGRAPHICS



CILT India is a useful tie-up of two important service providers in the industry. At its best implementation, it is a Win:Win situation for both parties.

Mr. Vinod Kaul,
Senior VP (Media),
All India Transporters'
Welfare Association
(AITWA)

It was a pure delight to partner up with CILT! Not only was the show a tremendous success, but the professionalism shown by Management Team was equally impressive! The interest level of the attendees was very high and we spoke to many qualified prospects who appreciated our IoT capabilities. We certainly expect to be back.

Mr. Urmik Shah,
Software Manager, SLS

MEDIA CAMPAIGN



Leading media at CILT India 2018 Expo

- ANI News
- Business Standard
- Business Today
- DNA
- Dainik Jagran
- Deccan Chronicle
- Financial Express
- Mid-day
- Money Control
- Nav Bharat Times
- New Indian Express
- Punjab Kesari
- Rashtriya Sahara
- The Hindu Business Line
- The Pioneer
- The Statesman
- The Times of India
- Times Now News



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Organisers



**The Chartered
Institute of Logistics
and Transport**

CILT is a non-profit organisation involved in promotion and development of logistics and transport sector. Founded in the United Kingdom in 1919, it provides a source of authoritative views for communication to government, industry and the community. CILT is currently operating in 31 countries globally and has over 30,000 logisticians as its members. CILT-India was formed in 1993 and has more than 2,000 practicing professionals besides 35 corporate organisations as its members.

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EIG is a trade promotion organisation creating opportunities for investments, joint ventures and technology transfers through the platform of international exhibitions and conferences with allied businesses in consulting, travel, etc. The organisation acts as an interface between businesses, government, academia, society, media, etc. Founded in 1987, EIG is committed to providing satisfaction to its customers by organising quality and focused international trade shows through exceptional services, employee involvement, market intelligence and continual improvement.

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