



Building seamless delivery, point-to-point, across the region

25 AUGUST, 2023 | COURTYARD BY MARRIOTT, MADURAI

This summit provides a gateway to the vast expertise and wealth of knowledge through a series of discussions and facilitates the knowledge exchange and dialogue to help build better business processes. Successful organisations and businesses come together to transform individual ideas into collective knowledge.

- Contribute to sharing of information
- Create new knowledge needed for their businesses and work flows
- Share knowledge leading to innovation and growth

The summit is designed to bring to the fore the best thinking, experience and expertise on cutting-edge approaches and will showcase innovative business processes around the world. Through formal discussions with senior officials from government, representatives and members of business communities, participants will gain an understanding of the key issues, problems, possible solutions and new approaches.

Finally, the summit will collectively deliberate and come up with recommendations to concerned authorities to bring about necessary changes to the system. Further, participants can continue to communicate and share the new knowledge across their national, regional, and local networks to help build better businesses.

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EXPORT ORGANISATIONS**  
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MOVE TOWARDS SMART, EFFICIENT  
AND COST EFFECTIVE END-TO-END  
SUPPLY CHAIN

THIS IS THE PLACE FOR YOU.

**CARGO CONNEXIONS CONCLAVE, 2023** is a unique platform where key business, political and academic leaders, who bring diverse perspectives and a shared commitment to improve trade and business, are invited to debate and deliberate on the most pressing issues of our time.

Striving to bring about the much needed changes in the sector, this half-day conference, organised by India Seatrade in association with the Federation of Indian Export Organisations (FIEO), will focus on issues related to freight transportation, cargo evacuation, emergence of logistics hubs, importance of 3PL, contract logistics, business innovation and technology adaption. This forum will voice industries' concerns and arrive at feasible suggestions and recommendations.



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## Time to move ahead

Cargo and logistics form the backbone of the supply chain but has been constantly disregarded and often orphaned by the powers that be. This prolonged negligence has resulted in the attendant costs rising exorbitantly – amounting to more than 50 per cent of the total logistics costs. Time is ripe for a renaissance to take place so as to transform Indian logistics into a globally competitive sector. At a policy level, there is an urgent need to make freight transportation more trade-friendly.

Dedicated EXIM and domestic freight policies can improve efficiency along the supply chain. The poor infrastructure setup in India has affected the industry severely in terms of increased time and costs. Cargo evacuation from ports to ICDs is still a tediously slow process.

Apart from connectivity, enhancing efficiency in logistics services calls for a serious thought. Services of professional third-party service providers are largely underutilised leading to a need for introspection by both the users and service providers on the scope and benefits. Last, but not the least, logistics services providers need to be updated with latest technological innovations and advancements. Although this is happening at a rapid pace, much more needs to be done.

This half-day conference will consist of four focused and highly structured panel discussions on the following topics:



## Who should attend?

All stakeholders of inland logistics including:

- = Road transport operators
- = Container rail operators
- = Multimodal transport operators
- = Exporters / importers
- = Freight forwarders / cargo consolidators
- = Custom house agents
- = ICD / CFS operators
- = 3PLs / 4PLs
- = Warehousing service providers
- = Shipping lines
- = Investment firms / private equity companies
- = Industry consultants
- = Associations / Trade bodies
- = Bureaucrats from Ministries of Railways, Shipping, Road Transport, Commerce and Finance
- = Other stakeholders



## Benefits of participation

- = Gain latest insights on inland transport and logistics from the opinions and viewpoints of industry experts and policy makers.
- = Opportunity to interact with panelists and express your views on the pressing issues of the industry
- = Participate in the review of the latest regulatory developments in India's transport and logistics sector
- = Gain insights on customer-centric logistics business models
- = Interact and network with the industry colleagues & policy makers.
- = Being in a confluence of who's who in the industry, visibility matters
- = Be a part of nation-building process

## PROGRAMME AT A GLANCE

01:00 - 02:00 pm

Registration / Guests Arrival

02:00 - 02:10 pm

Welcome Address

02:10 - 03:30 pm

Session One:

**Managing Container Supply Chain - Shippers Perspective**

03:30 - 03:45 pm

Refreshment Break

03:45 - 05:15 pm

Session Two:

**Connecting to Gateway Ports - Optimizing Time & Cost**

05:15 - 05:30 pm

Refreshment Break

05:30 - 07:00 pm

Plenary Session:

**Changing Face of Southern India Shipping - What to Expect?**

07:00 - 07:15 pm

Closing Remarks & Felicitation

07:15 - 07:30 pm

Vote of Thanks

07:30 pm onwards

Networking and Dinner

### Business Session One:

- Tamil Nadu government's industrial policy and the emergence of industrial clusters in and around Madurai?
- What promise does National Logistics Policy hold for the shippers and trade in general?
- How will the fluctuating ocean freight rates impact the exporters?
- Is the hinterland in and around Madurai well connected by rail, road to the nearest seaport?
- With containerisation gaining traction, has Madurai witnessed the emergence of the eco system that facilitates container cargo?
- Are the cargo owners in and around Madurai tailoring their hinterland strategies to suit least cost and efficient options keeping sustainability in mind?

### Business Session Two:

- Can coastal shipping help Madurai trade to move their cargo in a cost effective manner?
- How reliant are rail and road transport to nearby gateway ports? What are the bottlenecks?
- How is PM Gati Shakti bringing an impact in the improvement of connectivity infrastructure?
- In terms of cargo movements, are the trade seeing any new ways to boost their supply chain?
- Are ports and terminals demonstrating customer friendly initiatives to support Madurai cargo owners?

### Plenary Session:

- The Central government has taken several initiatives in the past nine years to tap India's vast coastline and waterways to support and facilitate logistics needs of the trade. But, has these initiatives really transformed the logistics sector and improved India's competitiveness on the global stage?
- What promise does the National Logistics Policy hold for the development of the logistics industry as a whole?
- While the slowing global and Indian economy has cast a gloom all round, how is shipping in Southern India faring?
- Are things looking up for Southern India compared to the western part of the country?