

# SMART LOGISTICS SUMMIT & AWARDS

HYDERABAD 2018

A **maritime gateway** event



## HYDERABAD: ROBUST LOGISTICS INFRA FOR SUSTAINED GROWTH

FRIDAY, 3RD AUGUST 2018  
PARK HYATT, HYDERABAD



Steps are being taken to turn Hyderabad into a logistics hub. Ten more logistics parks will be constructed around Hyderabad to facilitate smooth transportation of goods.

- **KT Rama Rao**  
Hon'ble Minister for IT, Industries, MA & UD, NRI Affairs

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Hyderabad is the hub when it comes to pharma manufacturing and exports from India, with the state contributing over 35 per cent of India's drug manufacturing. The production of food grains in the state of Telangana this year is expected to be the highest since the formation of the state. This agriculture year (2017-18) it is estimated to be around 95.01 lakh tonnes, about five lakh tonnes more than the output achieved last year. The economic growth in the state has surpassed the national average.

Sustaining this growth requires robust logistics infrastructure and this puts greater demand on warehousing and movement of cargo by sea and air. The second edition of SLS Hyderabad will bring together industry leaders and several stake holders to discuss issues in the supply chain, particularly warehousing. Deliberations will also focus on understanding the pain points of air cargo movement.



## PROGRAMME

- 10:30hrs onwards : Registrations

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- 11:00hrs - 13:00hrs : Business Session 1  
Logistics and Storage Needs of Pharma Industry: Best Possible Solutions

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- 13:00hrs - 14:00hrs : Lunch

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- 14:00hrs - 16:00hrs : Business Session 2  
Time and cost efficiency in logistics: Challenges of Landlocked State

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- 16:00hrs - 16:30hrs : Coffee Break

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- 16:30hrs - 18:00hrs : Business Session 3  
Air cargo – Infrastructure and cargo handling issues

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- 18:00hrs - 19:00hrs : Networking over Cocktail

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- 19:00hrs - 20:30hrs : Smart Logistics Awards

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- 20:30hrs : Networking Cocktail Dinner



## > DISCUSSION TOPICS

### SESSION I - Logistics and Storage Needs of Pharma Industry: Best Possible Solutions

- Installed capacity and demand in the region
- Pharma companies expectations from cold storage
- Issues with cold storage services
- Ideal cold storage facility as per the market needs
- Optimum temperature requirements for pharma products
- Warehouses need to understand nature of pharma products stored
- Lack of skilled workforce at warehouses
- Pain points in services offered by seaports
- How to improve pharma export/import on east coast?

### SESSION II – Time and cost efficiency in logistics: Challenges of Landlocked State

- Concor offering reefer services
- Alternate gateway ports for Telangana. Time and cost related issues
- Current trends in warehousing
  - Warehouses growing larger in size
  - Multi-client warehousing on the rise
  - Use of warehouse management system and RFID

- Role of dry ports in swift cargo movement
- Diversified Cargo of Telangana Region – Cement, Granite, Solar Panels, Furniture etc. – Servicing them
- Location, infrastructure and equipment at warehouses
- Efficient warehousing can bring down cost of logistics
- Cargo clearance at warehouses during peak business periods
- Training of staff to operate automated warehouses
- Pain points in the industry:
  - Poor road infrastructure and connectivity
  - Fragmented nature of the industry
  - IT penetration is abysmal
  - Paucity of warehouses serving agribusiness
- Is the warehousing sector evolving to meet the requirements of e-commerce boom?
- Future growth will be from tier III & IV cities. Are we ready to serve them?

### SESSION III – Air cargo – Infrastructure and cargo handling issues

- The disconnect between airlines and ground handling agents
- Airlines should understand pharma companies requirements on each trade corridor
- Certification and skilling of ground handlers
- The key challenges in air cargo industry and how to face them?
  - Improving capacity utilisation
  - Boosting operational efficiency
  - Complex legacy systems
  - Need for better data availability/visibility
  - Improving customer relations
- Harmonisation of Customs and security regulations. What needs to be done?
- Over dependence on just one category (pharma exports)
- Opportunity in untapped commodities such as agri products, fresh fruits, meat and solar products.
- Concerns of time sensitive cargo exporters – seeds, agri-commodities.
- Do we have enough air freight stations to handle the growth in cargo traffic?
- Safety and security in international cargo





Optimal logistics solutions like Ocean2Door bring value to importers and exporters, incorporating transparency and cost efficiency through digitalisation

- **Vinita Venkatesh**  
 Director, Krishnapatnam Port Container Terminal & Managing Director Ocean 2 Door India Pvt Ltd



Logistics is given the least importance in the industry, so the logistics cost are high, hampering the competitiveness of the industry.

- **Madan Mohan Reddy**  
 Chairman, PHARMEXCIL



Airport is the hub where all parts of the supply chain meet. All the gaps that risk temperature sensitive cargo need to be plugged.

- **Hemanth DP**  
 COO, GMR Hyderabad International Airport



Logistics cost of the industry that stood at 44 per cent of the total product cost needs to be brought down.

- **Ravinder Reddy**  
 Director Marketing Bharathi Cement Corporation Pvt Ltd

FOR  
 SPEAKING SLOT

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