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EXIM INDIA - Your Partner in Progress

The mega cargo & logistics extravaganza **CTL BHP International Expo & Conference 2025 set for grand opening tomorrow**

Exim News Service
 MUMBAI, March 9
THE wait is finally over! Exim India's CTL BHP International Expo & Conference 2025, the 15th edition, is all set to commence tomorrow, Tuesday, March 11, at the majestic Jio World Convention Centre, Bandra Kurla Complex, Mumbai. The highly-anticipated two-day (March 11-12) mega show is expected to be a landmark in the industry, drawing in over 100 exhibitors and an estimated 10,000 attendees from India and worldwide.

Registration begins at 10.15 am and the expo will be inaugurated at 10.30 am. The Inaugural Session of the conference commences at 11 am.

Key Highlights

- **Exhibitors:** Over 100 exhibitors showcasing the latest advancements in cargo and logistics products, technology



11th - 12th March 2025
 Partner: Jio World Convention Centre, Bandra Kurla Complex, Mumbai

and services.

- **Attendees:** Approximately 10,000 industry professionals, stakeholders and enthusiasts from India and abroad.

- **Conference Sessions:** Eight sessions featuring prominent head-honchos, professionals and thought leaders from the cargo and logistics sector as speakers and panelists.

- **Value Additions:** Specialised sessions including Heavy-lift Workshop and Hazchem Masterclass.

The comprehensive conference agenda covers every aspect of shipping, cargo, logistics and more, including the perspectives of leading shippers, and will see
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'I want SJ Logistics to be a 5PL, a global MNC'

—Rajen Shah, CMD, SJ Logistics (India) Ltd

From a Chartered Accountant handling key responsibilities at leading firms to founding a listed logistics company that has been making its mark in providing comprehensive end-to-end solutions, it has been a journey of perseverance and resolve for Mr Rajen Shah, Chairman and Managing Director of SJ Logistics (India) Ltd. With SJ Logistics all set to be a prominent presence at the CTL BHP 2025 mega exposition and conference beginning tomorrow, Mr Shah dwelt on the company's journey thus far and its future plans in an interaction with Exim India.



SJ Logistics (India) Limited

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Mr Rajen Shah, CMD, SJ Logistics (India) Ltd



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CTL BHP International Expo & Conference 2025

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participation from a veritable who's who of the fraternity, renowned industry experts, as well as prominent officials associated with government entities and regulatory authorities. The conference will offer attendees a golden opportunity to gain in-depth knowledge and insights on the current scenario, the latest trends and key innovations shaping cargo movement and logistics.

The theme of the conference is 'Transformative Era in Shipping & Logistics – The Indian & Global Perspective'.

Adding further value to the event, the conference will host specialised programmes such as a **Heavylift Workshop** and **Hazchem Masterclass**, conducted by leading domain experts. These will provide attendees with hands-on training and the

latest information on the modalities of handling heavy and hazardous cargo, underscoring the event's commitment to elevating industry standards.

CTL BHP International Expo & Conference 2025 is thus set to be an ideal platform for attendees to witness the best on display, listen to industry stalwarts, and engage with stakeholders and professionals from far and wide. The event presents a unique avenue for networking, forging partnerships and staying abreast of the latest developments in the cargo and logistics sector.

As the industry gears up for this grand gathering, Mumbai is poised to become the epicentre of logistics services, innovation, perspectives and knowledge over the next two days.

Prominent trade bodies extend support to CTL BHP 2025

Event also has the backing of MoPSW & IPA

Exim News Service

MUMBAI, March 9

ALMOST all of the leading trade bodies associated with cargo and logistics have extended their support to *Exim India's* CTL BHP International Expo & Conference 2025, the 15th edition, on March 11-12, 2025 at the Jio World Convention Centre, Bandra Kurla Complex, Mumbai.

The impressive list of supporting organisations is as follows:

- ★ Federation of Freight Forwarders' Associations in India (FFFAI)
- ★ Brihanmumbai Custom Brokers Association (BCBA)
- ★ Association of Multimodal Transport Operators of India (AMTOI)
- ★ All-India Liquid Bulk Importers & Exporters Association (AILBIEA)
- ★ Container Freight Station Association of India (CFSAI)

★ National Association of Container Freight Stations (NACFS)

★ Container Shipping Lines Association (India) (CSLA)

★ Consolidators Association of India (CAI)

★ Hydraulic Trailer Owners Association (HTOA)

★ Indian Private Ports & Terminals Association (IPPTA)

★ Bombay Overseas Freight Brokers Association (BOFBA)

★ ICC Shipping Association

They are some of the prominent entities driving and administering the shipping, cargo, logistics and transportation business in the country, whose inputs are also sought by the policymaking and regulatory authorities to better facilitate the trade.

Senior office-bearers of these organisations will be making their presence felt at the event, many with their perspectives

as speakers and panelists at the conference. Given their knowledge, experience and expertise, participants can look forward to gaining valuable insights from their pertinent views and opinions.

Ministry & IPA support

As highlighted earlier, CTL BHP 2025 has also received official support from the **Ministry of Ports, Shipping & Waterways (MoPSW)** and the **Indian Ports Association (IPA)**.

This wide-ranging espousal is testament to the event's stature as one of the premier congregations of the maritime, cargo and logistics sector in India and South Asia, with its comprehensive focus through an extensive exposition and elaborate conference/training programmes spread across two days. It has over the years become a must-attend for all in the fraternity, drawing participation from India, the region and across the globe.

Ocean freight tendering adapting to a new era: Survey

Exim News Service

OSLO, March 9

A POLL carried out during a Xeneta industry webinar has revealed 6 in 10 businesses have changed their approach to ocean freight tendering in 2025.

The webinar was hosted by Emily Stausbøll, Senior Shipping Analyst, and Thorsten Diephaus, VP Strategic Alliance, to discuss whether traditional tender strategies are still fit for purpose in a global market impacted by massive geo-political and economic uncertainty, as per a Xeneta communique.

It elaborated:

12% of those taking part in the survey said they have completely changed tendering approach this year, with a further 48% stating they have made a partial change.

Diephaus said: "When I look at the good old tender strategy from the last two decades, the time has come to throw it away, make it different and adapt it to the new reality."

Diephaus highlighted the market

turmoil since the beginning of 2024, primarily due to conflict in the Red Sea. For example, long term rates on the trade from the Far East to North Europe remain up more than 50% since 1 January 2024.

He said: "Shipping has always been volatile, but with these massive price movements the question is, does it make sense to agree a 12-month rate for every trade and every volume? Or do we need to be more flexible?"

Suitable strategy

"What is right strategy? People need to answer that for themselves, but you need to be close to the market and define a strategy that suits you best."

One of the new strategies being adopted across the industry is **index-linked contracts, which track the market against rules agreed between the freight buyer and seller.**

The case for this type of contract has become more compelling due to the situation in the Red Sea. If a lasting ceasefire sees a large-scale return of

container ships to the region, it could see spot rates – and therefore also long term rates – collapse in 2025.

However, the situation in the Middle East remains far from certain.

Stausbøll told the webinar: "When I'm talking to customers and we get on to indexing, we're seeing interest increase on the shipper, freight forwarder and carrier side."

"We have seen in the poll results that not everybody can do it or maybe it's just for one or two trades, but it's definitely something that's getting traction in the market."

"It is then the data underlying it that's going to be important. You need that solid data, and then you can figure out the mechanism, when it gets adjusted, what it gets adjusted to, and whether I have a floor and ceiling to limit my problems."

"You can't prepare for everything, you don't know what's coming next, but you can make your supply chains that little bit more robust and that little bit more reliable when things go wrong."