

AIR CARGO FORUM INDIA (ACFI) ANNUAL EVENT - CHANGING CONSUMPTION PATTERNS - TRANSFORMING SUPPLY CHAINS ON 24th FEBRUARY 2021

The 10th ACFI Annual Event on the theme of “Changing Consumption Patterns – Transforming Supply Chains” held on 24th February 2021, to celebrate the completion of its eight (8) successful years of service to the Indian air cargo logistics industry and to the nation. We believe that this conference has brought to the fore an International perspective and participation from Global Business Leaders who have discussed new trends and smart solutions to handle the Logistics supply chain under the new normal for better synergies which will build a resilient and robust Logistics Supply chain in the country, to support our vision of building an “Atmanirbhar Bharat.”

The virtual event was innovatively conceived and viewed more than 4000 viewers by the senior government/policymaker and key industry leaders including shippers globally. The event was aimed to benefit the air cargo industry in India and the deliberations of this event would serve the industry well and enhance the experience of our drive to make the air cargo industry a reliable and efficient enabler that would ensure the success of this seminar on Changing Consumption Patterns - Transforming Supply Chains globally.

The People Behind the Success of ACFI Annual Event - Following ACFI Members played important role in the planning, organizing, and successful proceedings of the event.

- i. Mr. Arvind Aggarwal the Chairman of ACFI Task Pillar, Event Management, and his team members played a very important role in planning & organizing ACFI Annual Event-2021 with the members of his team deserve congratulations and lots of thanks. In the inaugural session, he introduced all the important members i.e., Mr. Cyrus Katgara, President ACFI, Mr. Yashpal Sharma, Vice President, ACFI, Mr. Sanjiv Edward, Honorary Secretary, ACFI and his important members of Task Pillar, Event Management.
- ii. Mr. Yashpal Sharma, Vice President ACFI & Patron ACFI Task Pillar on Event Management for his support to Event Management Team. He proposed the vote of thanks to the dignitaries of the Government Session.
- iii. Mr. Cyrus Katgara, President, ACFI gave his welcome address in the Government Session.
- iv. Mr. Sanjiv Edward, Hon. Secretary ACFI gave an introductory address in the Inaugural Session.
- v. Mr. Avinash Razdan, Hon. Treasurer ACFI gave the vote of thanks at the concluding session of the event.

- vi. Ms. Parul Kulshreshtha Head-GMR Aviation Academy as the event host.
- vii. The ACFI Secretariat, IT Partner- sGate Tech Solutions and Skyways Support Team.



Opening Remark by Mr. Arvind Aggarwal along with his core team, thanked and welcomed all the participants for attending the virtual ACFI Annual Event 2021 from various cities of the country and abroad. The proceedings of the event was taken over by Ms. Parul Kulshreshtha, Head - GMR Aviation Academy and performed her event hosting activities successfully thereafter.

Introductory Address was given by Mr. Sanjiv Edward, Chief Commercial Officer, Delhi International Airport and Honorary Secretary, ACFI while welcoming the guests from the entire global air cargo logistics industry touched upon many achievements of the air cargo logistics industry also highlighted the positive changes brought by the pandemic in the human behavior from transactional type of relation to close human relations and coming out more strongly to deal with the crisis. In our area of activities, ACFI has tried to bring all the stakeholders of the air cargo logistics industry closer to come out of the pandemic situations in front of us.

The Key Note Address was delivered by Dr. Adil Malia, CEO & Partner, The Firm.

Welcome Address was given by Mr. Cyrus Katgara President ACFI.



Mr. Cyrus Katgara welcomed Mr. Hardeep Singh Puri the Hon'ble Minister of State (Independent Charge) Ministry of Civil Aviation, for sparing his valuable time out of his busy schedule and the air cargo logistics industry is obliged for his gracious presence as the Chief Guest on the ACFI Annual Event. He also welcomed Ms. Vandana Aggarwal, Sr. Economic Advisor - MoCA as the Guest of Honor and all the dignitaries and guests on this virtual ACFI Annual Event, on the theme, "Changing Consumption Patterns – Transforming Supply Chains". Mr. Cyrus also thanked all the valuable speakers from various parts of the country and overseas for their participation.

Following were the main important points of his address;-

- i. The overall logistics cost in India is 14%, however, the good news is that the logistics cost by air is 1 to 8% of the CIF value. Therefore, in relative terms, Air cargo is the cheaper mode of transportation.
- ii. Air cargo provides speed to market, zero inventory/warehousing cost, low financing cost, and zero loss of sale. A good example is Apple on the high end and Zara on lower-end both using Air Cargo to succeed. Both are immensely successful companies.
- iii. Going paperless is ACFI's favorite subject. COVID pandemic restrictions have fast-tracked the digital process overnight. What we couldn't achieve in the last 20 years, we achieved in the last few months.
- iv. The 99% of Customs Brokers are doing their bonafide job and coming out clean. However, there may be a fraction of agencies who may not be compliant and this happens in every industry. ACFI's plea to Customs is to look at Custom broker as your partner as the future trend is a collaboration which is much more important than accusations.

Address by the Guest of Honor Ms Vandana Aggarwal Sr. Economic Advisor MoCA- Ms Vandana Aggarwal thanked ACFI for organizing this event on such an apt theme relevant to the current situation. She said that Cargo has been one of the favorite subjects of her department in the ministry always.



The main highlighting points of the address of Ms. Vandana Aggarwal was as under;

- National Air Cargo Policy Outline- One of the unique features were the accomplishments of action plans during COVID period. The contribution of ACFI & other associations was immense.
- Promoted Open Sky Policy- for Imbedding Indian trade system & the requirement of creating transshipment facilities and operation of dedicated freighters.
- Creation of Infrastructure facilities at the airports of the country gone more than 3 times of actual cargo volume moving from and to India.
- Could not provide budgetary support to aviation fraternity /industry to mitigate the losses incurred due to COVID pandemic because of the financial constraints of the government.

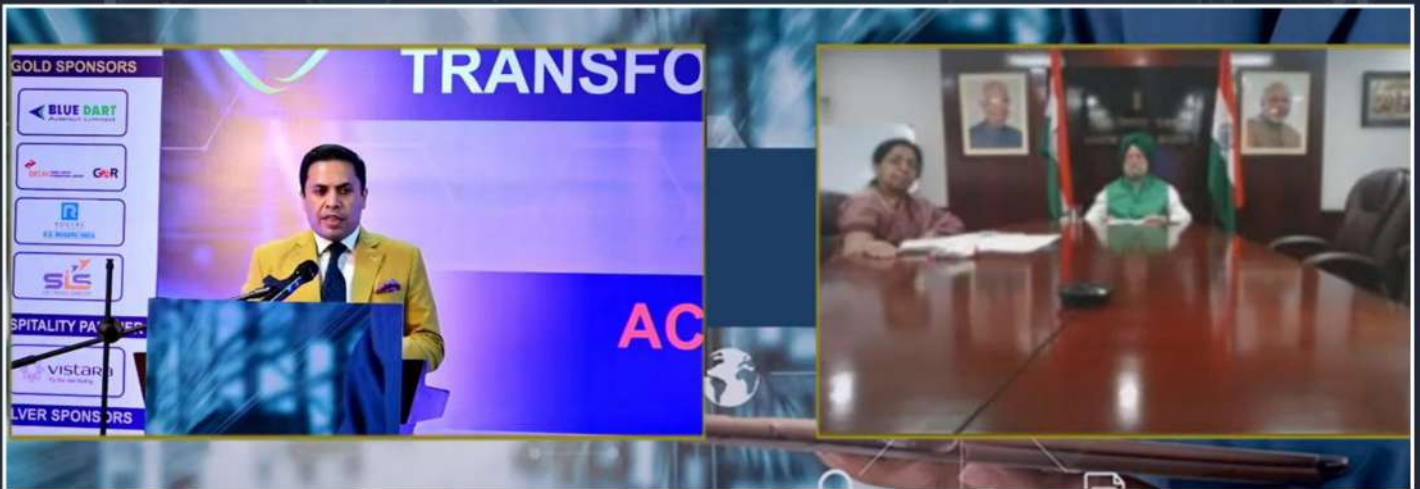
Address by the Chief Guest Mr. Hardeep Singh Puri, Hon'ble Minister of State (Independent Charge) Ministry of Civil Aviation.

The Chief Guest Mr. Hardeep Singh Puri, Hon'ble Minister of State (Independent Charge) Ministry of Civil Aviation, addressing to ACFI members & distinguished participants appreciated ACFI for choosing the apt and the relevant theme of ACFI Annual Event-2021. Following some of the important issues were among the highlights of Mr. Puri's address to the members enthusiastically awaiting to listen the address of the Chief Guest:-



- From 25th Mar'2020 the entire country faced Total lockdown due to the COVID-19 pandemic causing the shutdown of country's economic activities witnessing 23.9% contraction in the Indian economy during the initial period of this crisis.
- All the sectors of economic activities have been affected seriously including the Civil Aviation sector but the air cargo logistics segment of the Indian Aviation sector has been resilient.
- A degree of optimism has come up from IMF that in 2021-22 Indian economy will bounce back with 11% growth.
- Government gives full assurance to all the members of the air cargo logistics industry about the support of the government for the growth of country's economy and such type of events organized by ACFI will help to our growth story.

Vote of thanks was given by Mr. Yashpal Sharma, Vice President, ACFI.



Mr. Yashpal Sharma, Vice President, ACFI proposed the vote of thanks to Mr. Harpreet Singh Puri the Chief Guest and Ms. Vandana Aggarwal the Guest of Honor of the ACFI Event along with the guests present who were eagerly listening to the words of wisdom from these dignitaries. He said that it's heartening to know from Mr. Puri's inspiring words about the future growth in the aviation sector particularly in the air cargo and his full assurance to this industry. Mr. Puri's words of wisdom and assurances have been heard by the whole Indian air cargo industry stakeholders and also by the global industry through this virtual event.

BUSINESS SESSION - 1 ON "CHANGING TRENDS IN E-COMMERCE VALUE CHAIN"

This session was moderated by Ms. Tulsi N. Mirchandaney, Managing Director, Blue Dart Aviation & Board Member of ACFI. Following were the Panelist of Speakers of 1st Business Session:-

- i. Mr. Tushar Jani, Chairman, Cargo Service Center India Pvt. Ltd.
- ii. Mr. Sanjiv Gupta, CEO (Cargo), SpiceJet Ltd
- iii. Mr. Ajith Pai, COO, Delhivery
- iv. Mr. Bhushan Patil, Founder, Multiply Ventures
- v. Mr. Parameshwaran Nath, Head Regulatory Affairs India, PayPal INC



BUSINESS SESSION-2 ON "FUTURE TREND IN FASHION & RETAIL-2021 & BEYOND"

This session was moderated by Mr. Yashpal Sharma, MD, Skyways Air Services and Vice President, ACFI with a diverse list of panelists across the world. Following were the Panelist of Speakers of Business Session 2:-

- i. Ms. Kirsten de Bruin, Senior Vice President, Cargo Sales and Network Planning, Qatar Airways
- ii. Mr. Sameer Khatri, Managing Director, DSV Air & Sea Pvt Ltd
- iii. Mr. Max Philipp Conrady, Senior Vice President (Cargo), Frankfurt Airport Services Worldwide
- iv. Dr. Anil Chinnabhandar, Sr Vice President, Landmark Group
- v. Mr. Prediman K Koul, Executive Director, Jeena & Company



BUSINESS SESSION-3 ON " ELECTRONICS INDUSTRY'S EVOLVING SUPPLY CHAIN"

This session was moderated by Mr. Glyn Hughes, Director General, TIACA having an unparalleled track record over the last many years, driving change in the air cargo industry and promoting its value to governments, partners across its value chain. The diverse list of the panelist of speakers from across the world was as under;

- i. Mr. Peter Penseel, Chief Operating Officer Airfreight, CEVA Logistics
- ii. Dr. Pramod Sant, Vice President - Head of Import/ Export and Customs, Siemens Limited
- iii. Mr. J. Florian Pfaff, Vice President Asia Pacific, Lufthansa Cargo AG
- iv. Mr. Raveen Pinto, Vice President - Aviation Business, Bangalore International Airport Limited
- v. Mr. George John, Supply Chain Operations, CISCO



Finally at the closing point of the event Mr. Avinash Razdan, CEO, Delhi Cargo Service Center Pvt. Ltd. & Hon. Treasurer ACFI proposed a vote of thanks to all the dignitaries from the government, trade, delegates, speakers, members of the ACFI, valuable sponsors, the organizing team members of this event, IT partner sGate, representatives of various cargo news media, moderators of the sessions, the event host, the ACFI Secretariat, the thousands of viewers across the world and finally the ACFI Board members under the leadership of President ACFI Mr. Cyrus Katgara under whose able leadership this event was successfully completed.