

CONquest 2026 – Business Forum & Northern India Multimodal Logistics Awards 2026 marked by significant insights, deserving accolades and fruitful networking



Mr Sanjay Swarup, IRTS



Mr Sagar R Kadu



Mr Harpreet Singh Malhotra



Mr Sachin Bhanushali

A crisp winter evening in the National Capital Region set the backdrop for *Exim India's CONquest 2026 – Business Forum and Northern India Multimodal Logistics Awards 2026*, the 17th edition of this flagship event, hosted on January 9, 2026 at the **Eros Hotel, Nehru Place, New Delhi**.

With the theme “**Growing Exim Trade, Infrastructure & Logistics in North India – The Way Ahead**”, the event delivered thought-provoking discussions, candid perspectives and forward-looking strategies. The evening seamlessly transitioned into an Awards Gala, brimming with anticipation and celebration, creating a memorable experience for the cargo and logistics fraternity.

Power-packed Business Forum

The Forum brought together a diverse spectrum of industry stakeholders, many of the leading lights of the fraternity from the region and beyond, as speakers, panelists and delegates, with shippers and consignees making a particularly strong presence.

Under the adept moderation of Mr Sachin Bhanushali, the panel explored critical dimensions of trade and logistics growth in Northern India. The engaging discourse kept delegates riveted, offering actionable insights and fresh perspectives on the sector's future trajectory.

Celebrating excellence – Awards & Felicitations

The excitement reached its peak during the **Northern India Multimodal Logistics Awards 2026**, where outstanding companies and individuals were recognised for their performance, innovation and leadership across nearly 40 categories.

The **Lifetime Achievement Award** was presented to industry stalwart **Capt. Ramgopal Ramachandran** of Red Eagle Shipping Agencies Pvt. Ltd.

Some organisations were honoured for their pivotal role in industry growth – **Dedicated Freight Corridor Corporation of India Ltd**, **Northern India Steamer Agents Association (NISAA)** and **Delhi Customs Brokers Association**.

Mr Vipin Vohra of Continental Carriers Pvt. Ltd. received special felicitation for his transformative contributions to India's logistics sector over five decades.

The **Awards Jury**, chaired by **Mr Arun Mohindra**, was also acknowledged for its dedicated efforts in ensuring fairness and credibility.

Adding a touch of fun, a **Lucky Draw** delighted attendees, with two winners walking away with exciting prizes.

Networking & beyond

As the evening drew to a close, delegates continued to connect over dinner, reinforcing CONquest's reputation as the premier platform for Northern India's cargo and logistics community. The event not only celebrated excellence but also fostered collaboration, dialogue, and a shared vision for the road ahead.

A summation of the insights shared at the Business Forum follows.

ILLUSTRIOUS PARTICIPATION

- Sanjay Swarup, IRTS, CMD, Container Corporation of India Ltd. (CONCOR)(Chief Guest)
- Shobhit Bhatnagar, IRTS, Director (OP & BD), Dedicated Freight Corridor Corporation of India Limited (Guest of Honour)
- Sagar R Kadu, Director Logistics, Department for Promotion of Industry and Internal Trade, Ministry of Commerce and Industry, Government of India (Guest of Honour)
- Commander Pawan Kumar, Regional Manager - Delhi NCR & Uttarakhand, Central Warehousing Corporation
- Harpreet Singh Malhotra, CMD, Tiger Logistics (India) Ltd.
- Sachin Bhanushali, Former Director & CEO, Gateway Distriparks Ltd & Advisor, FICCI Logistics Committee
- Sasi Nair, President, Northern India Steamer Agents Association & Senior Area General Manager – North India, CMA CGM Agencies (India) Pvt. Ltd.
- Elroy Rodrigues, Head – India Container Sales (Landside), Adani Ports & Special Economic Zone Ltd.
- Shridhar Subramaniam, Secretary, Northern India Steamer Agents Association & General Manager, KMTC India Pvt Ltd
- Parvinder Singh, MD, Hans Infomatic Pvt. Ltd.
- Siddharth Rai Trikha, Director, Samraat Indo Works Pvt. Ltd.
- Dr Girish Kumar Tuteja, Vice President & Global Head - Logistics, Uflex Limited



The distinguished speakers and panelists were (from left) Dr Girish Kumar Tuteja, Mr Parvinder Singh, Mr Sasi Nair, Mr Harpreet Singh Malhotra, Mr Sachin Bhanushali, Mr Shobhit Bhatnagar, Commander Pawan Kumar, Mr Elroy Rodrigues, Mr Siddharth Rai Trikha and Mr Shridhar Subramaniam

The Business Forum captivated with engaging perspectives from influential speakers and panelists

Sasi Nair, President, Northern India Steamer Agents Association & Senior Area General Manager – North India, CMA CGM Agencies (India) Pvt. Ltd. (Opening Remarks)

Mr Sasi Nair emphasised that North India is critical to India ex-im story, being a key driver of the country's export ambitions and a major consumption point for imports. North India is not just a market, it is a powerhouse of manufacturing, agriculture, services and entrepreneurship. He called for seamless connectivity, smart infrastructure, simplification of processes and policies, and partnership and trust across the value chain to further enhance the region's potential. While dedicated freight corridors, new expressways, multimodal logistics parks, port connectivity and port efficiency, and modern ICDs and CFSs are reshaping cargo and logistics, the next phase of growth will demand even more capacity, coordination and collaboration, he stressed. He lauded India's economic and ex-im trade growth last year despite the challenging global scenario, which clearly shows the resilience, determination, adaptability and diversified portfolio of the country's business. He expected growth to continue in 2026.



Sachin Bhanushali, Former Director & CEO, Gateway Distriparks Ltd & Advisor, FICCI Logistics Committee (Moderator delivering Theme Presentation)

Mr Sachin Bhanushali highlighted that North India has a pride of place in intermodal and international trade, enabled by its industry and vast hinterland serviced by a number of logistics facilities. He touched upon the importance of DFC connectivity to Nhava Sheva, which will allow the Mundra and Nhava Sheva port clusters to compete with each other for the benefit of the trade. The WDFC is unlikely to get congested, he said. The time taken for transportation should come down as a result so that every container connects to the vessel without getting rolled over. Besides, reduction in logistics cost will be a key driver for the competitiveness of the hinterland. On electronic integration of the complete process, he made the point that it has to ensure filing of information only once in a correct and verified manner, which then becomes available across the supply chain through the information flow, driven by integrated processes where machine learning, artificial intelligence and large-language models help in making the entire process much more humane and easily manageable.



Harpreet Singh Malhotra, CMD, Tiger Logistics (India) Ltd. (Keynote Address)

Mr Harpreet Singh Malhotra pointed out that the biggest challenge facing logistics companies in North India is that cargo is moving away from ICDs to the ports. Industries are moving to the ports. He attributed this to the cost factor. We have been talking of reducing the overall shipment time and bringing down logistics cost. But is that really happening, he asked. Are all the ICDs profitable? Is there overcapacity in the region? We are building capacity and infrastructure, but the important thing is to ensure that the cargo is held back in North India, he emphasised. He also called for a PLI scheme for the service sector, for logistics, opining that the government should look into some of the challenges plaguing the sector. He highlighted how China has been able to move away from the impact of the tariffs by shifting production to other countries. India is booming, no doubt, despite the challenges, and the focus is on growth. We all want to be part of that growth, he underscored.



Shobhit Bhatnagar, IRTS, Director (OP & BD), Dedicated Freight Corridor Corporation of India Limited (Guest of Honour)

Mr Shobhit Bhatnagar disclosed what the cargo and logistics trade had been wanting to hear for long, that the Western Dedicated Freight Corridor (WDFC), connecting Dadri to Jawaharlal Nehru Port Authority (JNPA), is likely to become fully operational up to JNPA by the end of February 2026. Track laying on the final stretch—from around Vaitarna to the port—has been completed, while signalling and electrical works are currently in progress. He noted that the completion of this section will enable double-stack container train operations till JNPA, along with improved long-haul rake movement. He also highlighted the corridor's 25-ton axle load capability, which provides an additional 11 tons per wagon and 500 tons per rake, thereby facilitating reduced logistics cost. The fully operational Eastern Dedicated Freight Corridor is seeing increased utilisation, he added.



Elroy Rodrigues, Head – India Container Sales (Landside), Adani Ports & Special Economic Zone Ltd. (Panelist)

Mr Elroy Rodrigues highlighted that Mundra Port is augmenting its terminal and rail infrastructure, which will enhance its capacity to 10 million TEUs. He also pointed out that the DFC has significantly reduced the transit time from the port to NCR, enabled double-stack connectivity, boosted volumes, brought down costs and ensured reliability. The number of double-stack trains has increased significantly. In a month, Mundra handles around 800 container trains, of which 75% are double-stack, both ways. The DFC has facilitated more efficiencies for the CTOs. There is better turnaround, loading of more containers, which has brought in efficiency and probably reduction in operating costs. Mundra's rail business is on the ascent and is projected to grow steadily, he added.



**Shridhar Subramaniam, Secretary,
Northern India Steamer Agents Association &
General Manager, KMTC India Pvt Ltd (Panelist)**

Mr Shridhar Subramaniam said that from the point of view of the shipping lines, the geopolitical situation has been the single biggest factor impacting volatility. Traditionally, the freight dynamics was in terms of the demand or capacity. But geopolitics has today entered the equation in a big way. For example, the Red Sea crisis has been one of the biggest factors influencing freight volatility in India. Carriers having to take a detour meant longer transit times, impacting vessel availability, fuel and operational cost, as well as schedule integrity. Trade between India and Europe has not really spiked that much, but the freight has moved. This is a key example of how the geopolitical scenario affects freight, he said. Geopolitics has also resulted in supply chains getting fragmented and becoming more regional. This is where initiatives like the India-Middle East-Europe Economic Corridor (IMEC) gain relevance, as countries are actively looking to de-risk the regional routes and over-dependence on a single corridor. It means new freight lanes will emerge and multimodal integration will now become more important, he added.



**Commander Pawan Kumar, Regional Manager -
Delhi NCR & Uttarakhand,
Central Warehousing Corporation (Panelist)**

Commander Pawan Kumar began by highlighting that CWC is today a multimodal logistics solutions provider with good warehousing space, rakes, wagons, and a vast network of open road transportation services. On the role of warehousing in the larger ecosystem of logistics, he said it is moving from the concept of storage to speed, a value enabler where the aim is to reduce the number of handlings, offer services like sorting and packaging in an evolving scenario where people are asking more for visibility and reliability. North India in particular is seeing tremendous growth in Grade A warehousing, where IT infrastructure/technology plays an integral part, with physical infrastructure more integrated and mapped into the digital ecosphere so that there is increased visibility, reliability and transparency for the customer. Regarding the poor quality of many warehouses, he made the point that India is a price-sensitive and fragmented market where there are small players who do not focus on modernisation, digitisation and standardisation. But things are improving, with customers demanding quality and world class facilities coming up.



**Parvinder Singh, MD,
Hans Infomatic Pvt. Ltd. (Panelist)**

Mr Parvinder Singh pointed out that while the core work of logistics is still being done with traditional software, the advent of AI is making the processes faster, simpler and less cumbersome for the logistics service provider and other stakeholders. We are now entering the Agentic AI era where the AI actually does the work, not just fetches the information. It gathers and crystallises the information, in a matter of seconds, round the clock and presents the results to logistics service providers as well as their customers. Errors will come down, it will be much faster, and the human resources freed will be re-deployed. One will not be making them redundant. They will have to be retrained so that they also understand what is AI, what it does, and move on to something new. But the question is will the trade pay for these technological benefits? India is a price-sensitive market where there is a reluctance to pay, the general preference being to get things for free, he added.



**Siddharth Rai Trikha, Director,
Samraat Indo Works Pvt. Ltd. (Panelist)**

Mr Siddharth Rai Trikha talked about the importance of being proficient in end-to-end logistics on a global scale. More than the ocean trade rates, shippers are concerned about the network a freight forwarder has overseas, the ability to execute shipments from end-to-end; pick-up in Egypt, delivery in Jakarta, pick-up in China, delivery on a specific zip code in the UK. On Indian service provides matching their MNC counterparts, he said that though the MNCs have the advantage of offices and networks all around the world, Indian companies are quite tenacious and enterprising and utilise their local, ground level knowledge well. They develop a deep and personal relationship with the customer, and are able to provide good services and keen competition to MNCs all around the world. Given the fast-paced advances taking place in technology, he called on business owners to keep upscaling, learn new skills and develop networks worldwide. Because that is what customers are now looking for.



**Dr Girish Kumar Tuteja,
Vice President & Global Head - Logistics,
Uflex Limited (Panelist)**

Dr Girish Kumar Tuteja said that given India's growing export ecosystem, with expanding FTAs, tighter global regulations and rising sustainability expectations, cargo and logistics stakeholders are judged on the basis of their reliability, speed and environmental responsibility. On flexible packaging, he pointed out that it is becoming a strategic component in India's export, ensuring compliance and also enhancing the brand's acceptance in the global market. Flexible packaging is lightweight, and are high-value films that have a longer shelf life and contribute to reduced costs for exporters. Regarding shippers' expectations from logistics service providers, he emphasised that shippers need end-to-end visibility of their cargo and a single platform to obtain all the information.



Northern India Multimodal Logistics Awards 2026 acclaims excellence among companies and individuals from across the spectrum

Lifetime Achievement Award



**Capt. Ramgopal Ramachandran,
 Red Eagle Shipping Agencies Pvt. Ltd.**

Sea Port of The Year (For Northern India)



**Adani Ports & Special Economic Zone Ltd.
 (Mundra)**

Container Shipping Line of The Year: North India - America Trade Lane



Hapag-Lloyd

Container Shipping Line of The Year: North India - Europe Trade Lane



Maersk

Container Shipping Line of The Year: North India - Far East Trade Lane



ONE - Ocean Network Express

**Container Shipping Line of The Year:
North India - Africa Trade Lane**



Maersk

**Inland Container Depot & Rail Operator of
The Year (Public)**



Container Corporation of India Ltd.

Inland Container Depot & Rail Operator of The Year (Private) - Multiple Locations



**Gateway Distriparks Limited
(Based on Volume)**



**Pristine Logistics & Infraprojects Pvt. Ltd.
(Based on Growth)**

**Inland Container Depot & Rail Operator of
The Year (Private) - Specific**



Delhi Inland Container Terminal

NVOCC of The Year



Muskan Container Lines Pvt. Ltd.

Container Freight Station Operator of The Year



**CMA CGM Logistics Park (Dadri) Pvt. Ltd.
(Based on Volume)**



**Allcargo Logistics Park Pvt. Ltd.
(Based on Growth)**

Freight Forwarder of The Year - Sea Cargo (Export)



Divya Shipping & Clearing Services Pvt. Ltd.
(In GP Segment)



SPJ Cargo Pvt. Ltd.
(In Reefer Segment)

Freight Forwarder of The Year - Sea Cargo (Import)



Globus Transitos Pvt. Ltd.

LCL Consolidator of The Year



EMU Lines Pvt. Ltd.

Customs Broker of The Year - Sea Cargo (Import)



Indo Global Freight Express Pvt. Ltd.
(Based on Volume)



Cosmo Shipping Services Pvt. Ltd.
(Based on Growth)

Customs Broker of The Year - Sea Cargo (Export)



HAH Intl Shipping Pvt. Ltd.

Customs Broker of The Year - Air Cargo



P. S. Atree & Company Pvt. Ltd.

Freight Forwarder of The Year - Air Cargo



Skyways Air Services Limited

Freight Forwarder of The Year - Project Cargo



deugro Projects (India) Pvt. Ltd.

Transport Operator of The Year (Container / Multicargo)



**Majha Transport LLP
(In Container Segment)**



**Nisha Roadways Pvt. Ltd.
(In Multicargo Segment)**

Cargo / Marine Surveyor of The Year



Master Marine Services Pvt. Ltd.

IT Service Provider of The Year (Cargo & Logistics)



Hans Infomatic Pvt. Ltd.

Customs Broker of The Year - Moradabad Region



EMM GEE SHIPPING SERVICES

Freight Forwarder of The Year - Ludhiana Region



V. R. Logistics Limited

Freight Forwarder of The Year - Jaipur Region



WeFreight India Pvt. Ltd.

Award for Export Excellence (Shipper)



Suzuki Motorcycle India Private Limited

Supply Chain & Warehousing Company of The Year



FIBS Logistics India Pvt. Ltd.

Dynamic Entrepreneur of The Year



**Mr. Vishal Singh,
Indolog Logistics Pvt. Ltd.**

Award For Import Excellence (Consignee)



Jakson Engineers Limited

Logistics Company of The Year



Central Warehousing Corporation

Dynamic Logistics Personality of The Year



Mr. Sachin Bhanushali

Most Promising Sports Logistics Provider of The Year



Combined Logistics Solutions Private Limited

**End-To-End Logistics Solution Provider
of The Year**



Contrans Cargo Pvt. Ltd.

Award for Excellence in Smart Logistics



FERCAM India Pvt. Ltd.

Woman Professional of The Year



**Ms. Samta Kamra,
DP World**

Emerging Freight Forwarder of The Year



Seven Seas Container Lines (OPC) Pvt. Ltd.

Young Logistics Professional of The Year



**Mr. Archit Garg,
Alwick Logistics Pvt. Ltd.**

Fast Growing Freight Forwarder of The Year



Aaryam Cargoways Pvt. Ltd.

Dynamic Logistics Professional of The Year - Shipper



**Dr. Girish Kumar Tuteja,
Uflex Limited**

*Congratulations
to all the
winners!*

FELICITATIONS

Mr Vipin Vohra, Continental Carriers Pvt. Ltd.



For his transformative and defining role in India's logistics sector across half a century

Dedicated Freight Corridor Corporation of India Limited



For bringing about a fundamental transformation in rail freight logistics in India

Northern India Steamer Agents Association (NISAA)



For its significant contribution to shipping and logistics facilitation in North India

Delhi Customs Brokers Association



For its key role as an enabler of seamless ex-im trade

JURY FELICITATION

JURY CHAIRMAN

- ★ Mr Arun Mohindra, Director, Om Shailshuta Logistics Pvt. Ltd.

JURY MEMBERS

- ★ Mr Devendra Singh Bhadoria, President, Delhi Customs Brokers Association
- ★ Mr Ravi Chauhan, Senior General Manager – North, Yang Ming Line India Pvt. Ltd.
- ★ Mr Ashish Sindhwani, Vice President – Sales & Business Development, Associated Container Terminals Ltd.
- ★ Mr Vijay Pratap Singh, Managing Director, Threeline Cargo India Pvt. Ltd.



The Awards Jury was felicitated by Mr Sagar R Kadu (left), Director Logistics, Department for Promotion of Industry and Internal Trade, Ministry of Commerce and Industry, Government of India. The Jury Members present were (from right) Mr Vijay Pratap Singh, Mr Arun Mohindra and Mr Devendra Singh Bhadoria

LUCKY DRAW WINNERS



Mr S. Srikumar
(Goodrich Maritime Private Limited)



Mr Avtar Rana
(Inext Logistics & Supply Chain Pvt. Ltd.)



Some of the award winners





Thank you...



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a Grand Success !!!

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