



‘Exploring the Potential Business Opportunities in Indian Maritime Sector & Making AatmaNirbhar India’
















Knowledge Partner



OVERVIEW: MARITIME INDUSTRY











SECTOR PERFORMANCE

-  India's Port sector comprises of 12 major and 200+ non-major ports along the 7,500 Km coastline and vast network of navigable waterways of 5,000 Km.
-  JNPT and Mundra Port rank #33 and #37 respectively, featuring in the list of top 40 global container ports.
-  Maritime routes contribute to 95% of the India's trade volume and 65% of the trade value
-  Top 4 commodities, namely POL, coal, iron ore and containers contribute 90% of traffic volume. Traffic handled by Indian ports was 1.2 bn MT, which is anticipated to reach 2.5 bn MT by FY 2030.
-  Eight-fold increase in Major Ports capacity from 173 MTPA in FY 1993-94 to 1,535 MTPA in FY 2019-20
-  19% growth (CAGR) in cargo volumes over the last 5 years for Inland Waterways
-  PPP projects taken up in the maritime sector have been immensely successful, with 36 projects being operational with 358 MTPA capacity attracting approximately USD 3.87 billion investment, and 16 projects currently under implementation with 131 MTPA capacity and drawing ~USD 1.26 billion investment.
-  Operationalized Port Community System (PCS) is a centralized web-based platform interconnecting all Major Ports, enabling seamless data flow between various stakeholders through common interface.
-  40% reduction in average turnaround time with 25% increase in average ship berth-day output over last 5 years.
-  India's ranking in Trading Across Border (TAB) parameter of Ease of Doing business (EoDB) has improved 12 places from #80 to #68, owing to simplification and digitization of procedures.
-  India ranks #2 in ship recycling and #21 in ship building in the world.
-  India ranks amongst the top 5 countries for supplying trained manpower, with 17% growth in seafarers over the last 3 years.
-  35% growth in Indian cruise industry over the last 3 years.













MARITIME INDUSTRY – VISION

-  Recently published Maritime India Vision 2030 document includes a 10-year plan for infrastructure creation and improvement of services.
-  Sagarmala program and Sagartat Samridhi Yojana includes more than 1,000 projects for infrastructure creation.
-  Arth Ganga and Jeeban Dhara Brahmaputra programs launched for holistic development of inland waterways.
-  About 40 greenfield and brownfield PPP projects have been identified for investor offering.
-  Island development plans offer attractive investment opportunities.
-  All ports have been planned for conversion to green port, offering opportunities in LNG /CNG / Electric vehicles
-  Seaplane services in islands and waterbodies is an emerging subsector in the maritime industry
-  Upgradation and creation of cruise terminals, Ro-Ro / Ro-pax jetties are planned for development.





INCENTIVES FOR INVESTMENT

-  Up to 100% foreign direct investment allowed under automatic route for port development and ship building activities.
-  Tax holiday of 10 consecutive years offered for infrastructure development in ports and inland waterways
-  Financial assistance amounting to 20% of contract price to Indian shipyards for contracts signed between 2016 and 2026, for promoting Indian shipbuilding industry.
-  Exemptions in customs duty and central excise duty for inputs used in ship building and ship repair.
-  Infrastructure status provided for ship building for facilitating domestic loans at competitive rates.
-  Viability gap funding offerings for PPP projects, up to 40% of project cost.
-  Port tariff discount offerings for coastal shipments.
-  Special discounted rates for calling cruise vessels on Indian ports.



AREAS OF INVESTMENT

- | | |
|-----------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  Port Modernization, Port Mechanization and New Port Development |  Ship building, ship repair and ship recycling |
|  Hinterland connectivity |  Port-based industrial development |
|  Inland waterways and coastal shipping |  Port-based smart cities |
|  Cruise Tourism |  Green initiatives in ports |
|  Ro-ro and trans-shipment |  Maritime cluster |
|  Liquid cargo transportation |  Indian build, Indian flagged & Indian Owned ships get ROFR in PSU's cargo |



AGENDA

DAY 1 | 2nd MARCH, 2021

MAIN PLENARY HALL		SEPARATE HALLS
Session 1	Developing world class Ports	Break Out Session 1: Manpower Development- Skilling in Maritime Sector-Seafarers
Session 2	• Shipbuilding • Ship Recycling • Ship Repair	Break out Session 2: Shipping- Latest Trends, Future post Pandemic
CEO's Forum Discussion of CEOs with the Hon'ble Minister (PSW)		

DAY 2 | 3rd MARCH, 2021

MAIN PLENARY HALL		SEPARATE HALLS
Session 3	Coastal Shipping, Hinterland Connectivity and Multi-modal logistics hub	Break Out Session 3: Opportunities in Maritime Financing and Insurance
Session 4	Water Transport- Promoting Cargo and Passenger Movement, Opportunity for Sea Planes	Break Out Session 4: Bulk Cargo Transportation: Focus on liquid Cargo
Session 5	Port-linked Industrialization – Building Port Cities and Maritime Clusters	Break Out Session 5: Green and Sustainable Maritime Sector

DAY 3 | CHABAHAR DAY | 4th MARCH, 2021

MAIN PLENARY HALL		SEPARATE HALLS
Session 6	Development of Port Infrastructure: Unleashing Opportunities	<ul style="list-style-type: none">• Accelerating project development by attracting private and public sector' investments• Measures to increase port utilization and freight movement• Development of multimodal Infrastructure• Addressing concerns of port equipment suppliers• Addressing gap in financing
Session 7	Boosting Business through Trade Promotion and Regional Connectivity	<ul style="list-style-type: none">• Enhancing regional connectivity for business development• Showcasing economic opportunities and port's operational capacities• Investment and collaboration for region's development• Role of INSTC in development of Chabahar Port• Opening up of economic opportunities for business community

Multiples Break Out Sessions: Investment Opportunities in Indian Maritime States



EVENT COMPONENTS



INAUGURAL

Dignitaries inaugurate the event followed by keynote



ROUNDTABLES

CEOs* and Investors Forum



COLLOQUIUM

Knowledge sharing sessions, keynotes/ thematic sessions & plenary/parallel sessions - state, sector focus



MEETINGS

Business lounges and meeting rooms for B2B, G2B & G2G meetings



VALEDICTORY SESSION

Declarations / MOU(s) / white papers



VIRTUAL EXHIBITION

Exposition of 3 days for marine industry and related sectors

*By invitation only

EXHIBITOR PROFILE

- Cargo Handling - Logistics Service Providers
- Port Safety & Security
- Ship Maintenance & Engine Overhaul Companies
- Sea Traffic control & Sea Space Management Equipment
- Dredging Companies
- Ship Design, Engineering and Ship Building
- Port and Waterways Engineering
- Fleet Management & Inspection Agencies
- Marine Technology & Services Providers
- Port Authorities
- Port and Terminal Equipments & Services
- Marine Engineering & Equipments
- Cargo Handling Equipments
- Ship Builders and Ship Designers
- Maritime Research & Educational Institutes
- Navigation & Communication Systems
- Offshore Engineering - Oil Rig Companies
- Dredging Equipments
- Maritime Institution & Services
- Shipping Companies - Owners & Managers
- Port Construction & Facilities
- Safety, Rescue, Survival & Security Equipments
- Propulsion Systems - Pumps & Valves
- Ship Engine & Component Manufacturers
- Shipping Personnel Providers/HR Consultancy
- Trade Association - Export/Import Councils
- Navigational Equipments & Aids
- Electronics/Communications & IT
- Financial Institutions
- Yachts/Luxury Boats
- Research & Development
- Ship Owners
- Ship Repairing Companies
- Security Agencies
- Ship Inspection & Surveys
- Terminal Operators
- Ship Operation Equipment
- Indian Navy and Coast Guards
- Cruise Liners
- Ship Operation & Management
- Shipyard Equipment Suppliers
- Offshore Technology

VISITOR PROFILE

- Shipping Lines
- Ship owners
- Port Authorities & Services
- Ship Builders & Repairs
- Cargo & Container Terminal Operators
- Classification Societies
- Ship Registrars & Consultants
- Financiers & Insurers
- Legal Professionals
- Distributors & Agents
- Freight Forwarders & Government Agencies
- Navy & Police Coast Guards
- Maritime Crewing / Manning /Recruitment Agents
- Naval Architects & Designers
- Offshore Suppliers & Services
- Port and Maritime Agents
- Public Administrators
- Ship Chandlers
- Ship operators & Shippers
- Logistic Companies
- Ship Managers
- Workboat Builders

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- Maritime Crewing / Manning /Recruitment Agents
- Naval Architects & Designers
- Offshore Suppliers & Services
- Port and Maritime Agents
- Public Administrators
- Ship Chandlers
- Ship operators & Shippers
- Logistic Companies
- Ship Managers
- Workboat Builders





PARTICIPATION CHARGES

Participation Category	Indian Companies	Foreign Companies
Exhibition Booth	INR 30,000	USD 600

*18% GST applicable

#For sponsorship opportunities, please get in touch with the below mentioned contacts.

For More Details & Participation

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