APRIL 2025

SMART

INSIGHTS THAT MATTER TO YOU

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RECORD-BREAKING PORT PERFORMANCE

BIOTECH CARGO TO OMAN 🤡

CINE EQUIPMENT FOR THE SILVER SCREEN 🔗

EYE CHECK-UP CAMP & YELAGIRI DIARIES

SHIPPING. STRATEGY. **SMART MOVES.**

The latest from the world of global logistics and marine trade.

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ISSUE



Welcome to

Smart Marine's Exclusive Newsletter

Decoding Trade Shifts, Maritime Milestones & Global Logistics

In an era marked by shifting tariffs, trade tensions, and evolving maritime policies, this edition of Smart Marine's Exclusive Newsletter dives straight into the heart of today's shipping challenges—and tomorrow's opportunities.

This month, we unpack how global ports and shipping lines are navigating a wave of uncertainty while adapting to changing economic landscapes. From LNG-powered vessel orders in Asia to Iraq's strategic port development plans, the global maritime narrative is rich with transformation.

You'll discover insights from key industry movements, such as the Panama Canal's adaptive measures and the UAE's digital maritime ambitions set for 2025. Closer to home, we spotlight India's logistics surge—highlighting JNPA's record-breaking throughput and projections of market growth by 2029.

We're proud to showcase Smart Marine Logistics' successful handling of high-value cine equipment cargo for the film industry—demonstrating our versatility beyond traditional cargo. We also take a moment to celebrate **15 years of Smart Marine Lanka**, along with heartwarming glimpses from our **employee eye check-up camp** and the much-enjoyed **Yelagiri team trip**.

Packed with updates, achievements, and inspiration, this issue is a reflection of our journey forward—global in scope, personal at heart.

Thank you for being part of our story.

The Smart Marine Team

SMART MARINE

Seamless Logistics of Cinema Equipment

A Triumph for Collaborative Efforts & Dedicated Teamwork!



Smart Marine successfully facilitated the shipment of high-value cinema shooting equipment from **Tuticorin to Colombo**. Despite the short notice, the **Maxx Fortune Team** executed the operation flawlessly, ensuring smooth customs clearance, vessel loading, and timely delivery.

Tuticorin Operations

Maxx Fortune, led by Mr. Promod, coordinated customs clearance and vessel loading with precision. The CHA Team worked efficiently to handle the clearance and ensure the shipment was loaded onto the planned vessel on March 5, 2025.

Colombo Execution

Upon arrival, **Mr. Raj and the SML team** worked tirelessly with customs, overcoming logistical challenges to clear the shipment by **March 8-9**. Their dedication ensured a seamless handover to the cinema crew. A special commendation to Mr. Raj for his unwavering commitment under pressure—an outstanding effort!

Cinematic Milestone

The shipment was crucial for the filming of "Parasakthi 2025"

starring Sivakarthikeyan, Ravi Mohan, Atharvaa, and Sreeleela.

After the successful shoot, the **SML Team** had the honour of meeting **actor Sivakarthikeyan**, creating a truly memorable moment!

Smart Marine's Success Lay the Foundation for **Future Logistics Ventures Across Diverse Sectors!**



Eye Check-Up Camp for Employees

Let's Hear What Our Eyes Speak

Smart Marine Group, in collaboration with Lawrence & Mayo, organized a free Eye Check-Up Camp at their office premises on March 15, 2025. The initiative, aimed at promoting employee health and wellness, saw enthusiastic participation from Smartians, reinforcing the company's commitment to well-being.

Eye specialists from **Lawrence & Mayo** conducted a series of **comprehensive vision screenings**, ensuring employees received expert care. The check-up process included **objective and subjective refraction tests**, **colour vision assessments**, **muscle balance evaluations**, **and pupillary reaction tests**. Attendees also had access to personalized counselling for vision care.

A unique addition to the camp was the **spectacle** and sunglasses cleaning and servicing facility, allowing employees to maintain their eyewear in optimal condition.

With proactive wellness programs like these offering a valuable step towards health awareness, **Smart Marine Group** continues to **prioritize employee well-being**, setting new benchmarks for workplace health initiatives.





SML Celebrates 15 Years of Excellence!

February 25, 2025 – Smart Marine Group marks a significant milestone—15 years of innovation, resilience, and success!

Fifteen years ago, SML set sail with a **vision and mission** to redefine excellence in the shipping and logistics industry. Today, SML celebrates a journey filled with **challenges overcame**, **milestones achieved**, & **unwavering commitment to growth**.

A Heartfelt Thank You

Our **valuable customers and trusted partners** have been instrumental in this success. Your trust and collaboration have propelled us forward, and we look forward to an incredible journey together.





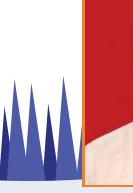




Star Performers of the Month

Congratulations, Team!









Mr. Anthony Jude Santhosh .P.J January 2025

Mr. B. Sakthivel March 2025

Smart Marine Group is proud to recognize our Star Performers for the months of **January to March 2025!**

Your dedication, hard work, and commitment have set a shining example for everyone. We celebrate your achievement and wish you continued success in the journey ahead. Keep up the great work and continue to inspire—shine on, Team!

SMART MIND GAME

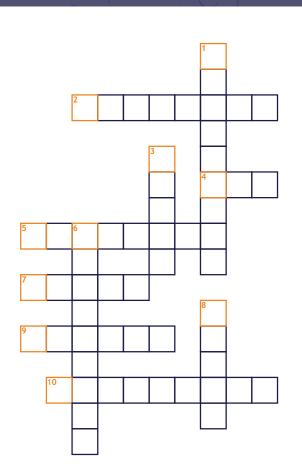
QUICK HINT FOR THE KEEN FINDER

ACROSS

- 2. Official document listing shipment details (8)
- 4. Document proving ownership of shipped goods. (4)
- 5. Carrier's return movement of cargo opposite to its primary route. (8)
- 7. Scheduled ship service with fixed routes. (5)
- 9. Seafaring crew area on a commercial ship. (6)
- 10. Rule for cost and risk transfer in freight. (9)

DOWN

- 1. Non-containerized general cargo. (9)
- 3. International treaty ensuring merchant ship safety. (5)
- 6. Final delivery point in the shipping chain. (8)
- 8. Emergency rescue beacon on ships. (5)



Setting the Sail along with time...

First wave gave us hope.

Next 18 tides gave us purpose.

Now, Entering 19th Year of Sailing with Favourable Winds.



Thank you Patrons, Vendors and Well-wishers.



Team Smart Marine Explores

YELAGIRI

A Journey of Nature, Bonding & Bliss

Yelagiri, Tamil Nadu – April 2025

In a refreshing break from the busy desks and boardrooms, the Smart Marine Group (SMG) team embarked on a two-day offsite to the scenic Yelagiri Hills, blending adventure, relaxation, and team bonding in a memorable corporate retreat.

The getaway began at dawn on Day 1, with the team departing from Chennai at 6:00 AM. A cheerful breakfast stop set the tone for the day. By mid-morning, the team had arrived at Yelagiri, welcomed by winding roads and cool breezes.

The team visited **Fundera Park** and enjoyed interactive experiences **with exotic wildlife.** Subsequently, participants checked into the **Peter's Park Resort**, enjoying a catered lunch before participating in **recreational poolside activities and team-building exercises.**

In the evening, the team ended the day with a lively **campfire evening, DJ music,** and a **cocktail dinner** under the stars. Colleagues let their hair down, danced, and showcased hidden talents in a relaxed, non-corporate setting.

Day 2 began with a guided trek through Yelagiri's natural trails, offering panoramic views. The team returned to the resort for breakfast and continued the day with thrill-seeking activities at the resort.

A peaceful stop at **Nilavoor Lake** added a serene touch to the adventure-filled day, indulging in boating at the **Yelagiri Boat House** and nature walks.



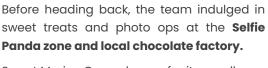












Smart Marine Group, known for its excellence in shipping and logistics, conducted the Yelagiri trip as part of its ongoing focus on employee engagement and well-being.

"This was more than a trip — it was an opportunity to reconnect, reflect, and recharge," said a team member. "We believe strong teams are built beyond office walls, and this retreat has certainly brought us closer."

With memories made and bonds strengthened, the **Yelagiri retreat** stands as a **testament to SMG's commitment** to nurturing a collaborative and positive work culture.













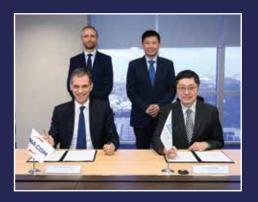




MPA Singapore & CMA CGM

Drive Decarbonization & Digital Innovation

The Maritime and Port Authority of Singapore (MPA) and CMA CGM Group have renewed their Memorandum of Understanding (MoU), strengthening collaboration on green shipping, digital innovation, and talent development.



Under the renewed agreement, CMA CGM will expand its fleet under the Singapore Registry of Ships, including four LNG-powered 23,000 TEU vessels. The group has committed \$20 billion towards ordering LNG and methanol-powered vessels, aiming for 153 alternative-fuel ships by 2029. The 'CMA CGM Iron,' its first dual-fuel methanol ship, made its maiden call in Singapore in March 2025.

The partnership also focuses on piloting alternative-fuel bunkering, launching an online carbon accounting registry, and boosting cybersecurity through secure ship-to-shore data exchanges. Collaborations with innovation hubs ZEBOX & PIER71 will further enhance Singapore's maritime tech

Additionally, CMA CGM will work with the Maritime Energy Training Facility (METF) to train seafarers on handling alternative fuels and offer internships, scholarships, and leadership development programs.

The MoU reinforces Singapore's status as a global maritime hub and supports CMA CGM's ambition to achieve Net Zero Carbon by 2050.

INTERNATIONAL NEWS



LNG Carriers Top Newbuilding Orders Across the Region

Qatar Gas Transport Co. Dominates GCC's \$7.2 Billion Newbuild Market in 2024. It has emerged as the top shipowner in the GCC with a fleet valued at \$11.9 billion, according to VesselsValue data. The company operates 36 live LNG and LPG vessels and has 30 more under construction. In February 2024, Nakilat made the region's largest newbuilding investment, ordering 15 Large LNG vessels from Samsung Heavy Industries for \$230 million each, totaling \$3.5 billion.

QatarEnergy follows closely with a fleet valued at \$8.57 billion and 33 large LNG vessels on order, while ADNOC Logistics & Services ranks third with a \$6.48 billion fleet and the largest number of vessels (76).

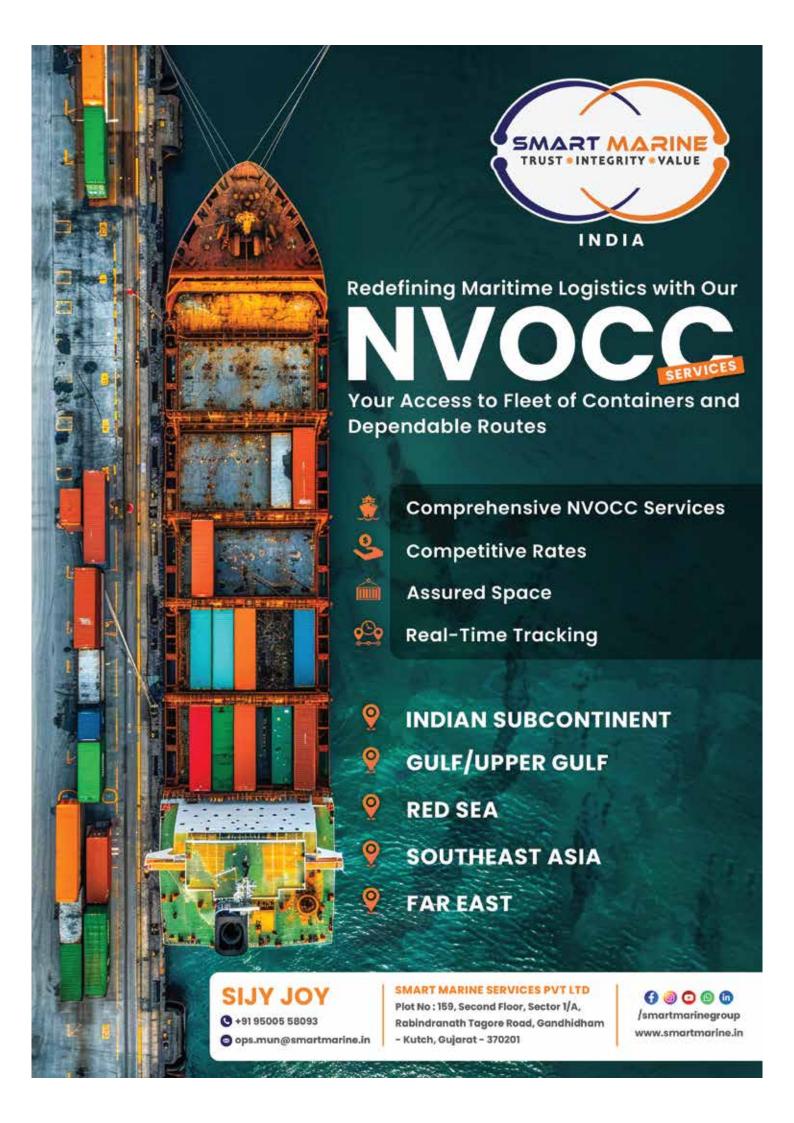
LNG carriers dominated 2024's vessel orders with 44 contracts totalling \$7.2 billion. LPG carriers and tankers followed, with 23 and 15 vessels ordered, respectively. Tankers, particularly, saw \$5 billion in transactions, driven by supply chain disruptions in the Red Sea.

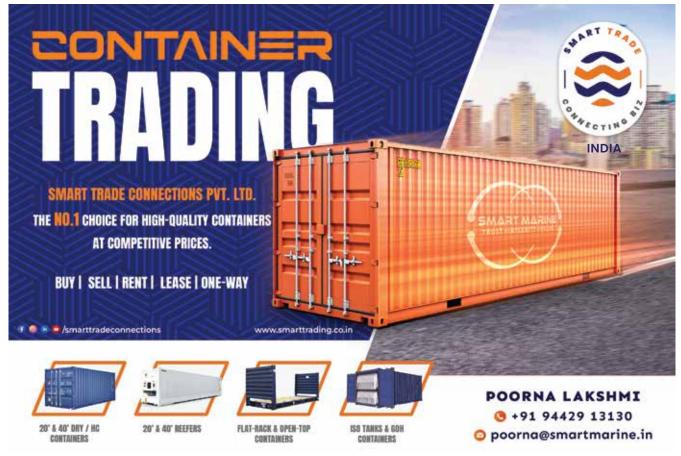
Among major spenders, Nakilat invested \$7.2 billion across 30 vessels. AW Shipping committed \$1.9 billion for 13 VLEC and VLAC vessels, while QatarEnergy spent \$1.84 billion on eight large LNG ships scheduled for delivery between 2027 and 2028.

As investments ramp up, the GCC is solidifying its role as a global shipping powerhouse, particularly in LNG and tanker operations.

Iraq Shortlists 11 Firms for Grand Faw Port Operation

Iraq has shortlisted II shipping firms, including China Merchants Port Group, Evergreen, CMA CGM, MSC, Adani, ICTSI, Cosco, and ABM Global Shipping, to compete for the operational contract of the Grand Faw port. The port aims to start operations in 2026 and handle 3.5 million containers by 2028. It will create a shorter transportation Corridor between the Middle East and Europe.





Panama Canal Board Approves Watershed Lake

The Panama Canal Board of Directors has officially approved the resources required to construct a new lake in the middle course of the Indio River Watershed. This initiative falls under the Canal's Water Projects Program, designed to guarantee a reliable water supply. Construction is expected to take approximately six years, marking it as one of the largest public investments of the decade.



UAE Set to Launch Maritime Preload Cargo Info System in June 2025

New MPCI Program Aims to Improve Maritime Cargo Security and Efficiency

The United Arab Emirates will launch the Maritime Preload Cargo Information (MPCI) system in June 2025, making it mandatory for shipping lines and freight forwarders to submit container cargo information in advance.

The program, implemented under Federal Law #52 of 2022, enables preloading compliance and risk checks through the ICP-NAIC platform, which issues cargo status codes such as ACT (Accepted), DNL (Do Not Load), and RFI (Request for Information).



Starting March 2025, all freight forwarders, shipping lines, and their agents must register with the NAIC system to submit filings. The submission of the carrier eBL and house eBL will be compulsory, depending on the role of the logistics stakeholder.

The MPCI is expected to streamline cargo operations, boost national security, and position the UAE as a more efficient global maritime gateway.

Project Cargo Logistics

Insights from Breakbulk Middle East

Leading project cargo shippers emphasized the importance of customized, flexible logistics strategies at the recent **Breakbulk Middle East** main stage session during feb 10-11, 2025.

Daniel Duus, Global Head of Logistics at thyssenkrupp Uhde, highlighted a hybrid model involving both single-service contracts and end-to-end freight forwarders, depending on project scale. While the model ensures close collaboration, Duus acknowledged that flexibility suffers when supply chain issues arise.

Koichi Kaizu of Japan's JGC Corporation echoed the preference for single contractors but noted exceptions in mega-projects where separate providers are needed for offshore and onshore tasks. He raised concerns about price volatility in long-duration EPC contracts and the industry's ongoing struggle to retain skilled personnel.

Markus DeJonge of ADNOC Logistics & Services listed safety, decarbonization, and AI readiness as top priorities but pointed to asset availability as a major industry hurdle. He too highlighted the staffing gap that persists post-COVID.



The discussion also underlined a shift in procurement values. "Competitiveness is essential," Kaizu noted, "but credibility and accountability are more important in the long run." DeJonge stressed the significance of regional expertise, especially in navigating complex regulatory landscapes like the UAE.

Moderator **Stephanie Schooley**, GM of DSV Project Logistics at NEOM, summed it up: "Competitive pricing is expected, but true value comes from **custom solutions**, **flexibility**, **and service excellence**. The right logistics partner not only solves problems—but often helps prevent them."



<u>Strengthening the Middle East's Biotech Sector</u>

MSC Brianna, a container vessel operated by Mediterranean Shipping Company (MSC), has successfully delivered six massive fermenters, each weighing 62.7 tonnes, from India to Oman. The shipment, totaling 3,000 cubic meters, was transported via MSC's Upper Gulf Service route, departing from Mundra and Nhava Sheva and arriving at Port of Sohar.

Precision Handling – Heavy-lift cargo transported efficiently via MSC's global container network.

Biotechnology Expansion – The fermenters will be installed in the Middle East's first biotechnology manufacturing facility.

Strategic Route Optimization – Leveraging MSC's Upper Gulf Service for seamless delivery across the Arabian Sea.

By successfully executing this complex logistics operation, MSC continues to reinforce its expertise in handling oversized and specialized cargo, supporting critical industrial growth in the Middle East.





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REGIONAL —NEWS—

JNPA Sets New Benchmark Surpasses 7 Mn TEUs

Jawaharlal Nehru Port (JN Port), India's leading container gateway, has achieved a major feat by surpassing **7.05 million TEUs** in **Calendar Year 2024**, reflecting a **10.94% year-on-year growth** from 6.35 million TEUs in 2023.

The momentum continues in the current financial year 2024–25, with 5.37 million TEUs handled between April and December 2024, showing a 13.01% growth over the same period last year.

This milestone reflects JN Port's consistent commitment to excellence in port operations, infrastructure upgrades, and customer service. Under the leadership of **Mr. Unmesh Sharad Wagh, IRS,** Chairman of JNPA, the port is reinforcing India's role in global maritime commerce.

Commitment to India's Maritime Vision 2030

JNPA is committed to:

- Expanding capacity to maintain India's global maritime hub status.
- Strengthening port efficiency through advanced logistics and automation.
- Enhancing global trade connectivity for seamless international shipping.

Exim Transtrade (India) Pvt. Ltd. stands ready to support businesses in leveraging this growth for enhanced logistics and trade facilitation.

India's Logistics Market Poised for Significant Growth by 2029

The Indian logistics industry is set for robust growth, with projections indicating an increase from \$317.3 billion in 2024 to \$484.43 billion by 2029, achieving a CAGR of 8.8%. This surge is attributed to significant infrastructure investments and modernization initiatives. However, the sector faces challenges, as logistics costs constitute 16% of India's GDP, surpassing the BRICS nations' average of 11%.

Port of Tanjung Pelepas Breaks National Record - 12 Mn TEUs

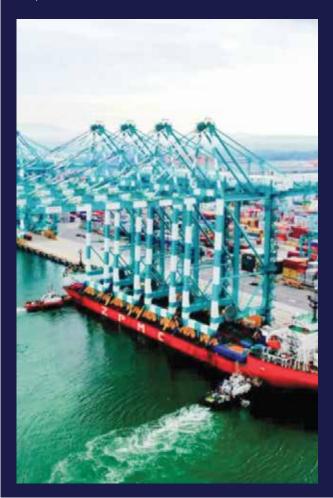
Port of Tanjung Pelepas (PTP) has made history as the first container terminal in **Malaysia** to surpass 12 million TEUs in a single year, reaching a total of **12,253,309 TEUs** in **2024**. This milestone beats the terminal's previous record of 11.2 million set in 2021.

Chairman Tan Sri Che Khalib Mohamad Noh described 2024 as "extraordinary," crediting PTP's resilience and innovation for its success. CEO Mark Hardiman emphasized that PTP maintained high productivity without congestion, despite global supply chain challenges.

Among its 2024 highlights:

- 14,036 quayside moves in 12 hours (Sept)
- Over 1 million TEUs handled for 7 consecutive months
- Highest monthly volume of 1.1 million TEUs (July)
- Implementation of Navis N4 4.0 terminal system
- Ranked 5th globally in port efficiency (CPPI 2023)

Looking ahead, PTP plans to build on this momentum by investing in infrastructure, ESG initiatives, and digital transformation to meet growing demand in 2025 and beyond.





Surge in GCC Tanker Purchases, **LNG and Bulkers**

The Gulf Cooperation Council's second-hand and newbuild market remained robust in 2024. Tankers led the pack - 156 transactions totalling USD 5 billion. LNG carriers were the next most active segment. Purchases of 12 vessels - predominantly large LNG ships averaging 11 years of age—amounted to USD 1.8 billion. Bulk carriers rounded out the top three with 51 sales valued at USD 772 million. Smaller Handy, Supra, and Ultramax ships dominated bulker volumes (≈ 69%), while Panamax/Kamsarmax vessels accounted for roughly 18% and Capesizes for 13%.

Top Ship Types bought by GCC in 2024

by Numer of Vessels

























In the intricate world of international trade, one thing is certain: unpredictability has become the new norm. With trade wars re-escalating, new tariff threats looming, and freight markets reacting at lightning speed, shipping companies, port operators, and global manufacturers are being forced to rethink long-standing strategies.

Such last-minute efforts weren't isolated. Businesses across Europe and Asia attempted to fast-track exports before "Tariff Day" took effect, highlighting a larger truth: modern supply chains aren't built for sudden shocks.

SHIPPING COSTS SOAR HIGH

Global freight markets responded in kind. According to shipping analytics firm Xeneta, spot rates for shipping a 40 ft container from China to the US west coast surged 16% to \$383 on April 1. Meanwhile, air cargo from Vietnam to the US rose 8% during the same week, and rates from China rose 5%.

Peter Sand, Xeneta's Chief Analyst, stated, "When chaos strikes, carriers often seize the opportunity to hike prices."

In the face of erratic pricing, many US importers chose to delay long-term shipping contracts—typically signed in March-April—to avoid getting locked into volatile rates. Instead, they're relying on the spot market for flexibility, adding further pressure to already-strained logistics networks.

CONGESTED PORTS & IDLE INVENTORY

The uncertainty is already piling up—literally. Bremerhaven, one of Europe's major car-handling ports, has seen a build-up of unsent vehicles. Both Jaguar Land Rover and Audi halted exports to the US as 25% auto tariffs loomed without inclusion in the 90-day tariff reprieve. The port's operator, BLG Logistics, reported rising inventory, though it maintains sufficient capacity—for now.

This scene is echoed at other ports worldwide, which are bracing for delays, changes in routing, and increased congestion as companies pivot sourcing strategies in real time.

A LOOMING TRADE DIVERSION

The EU and the UK now face the unintended consequences of US-China trade tensions. With Chinese exporters rerouting goods originally meant for the US, ports like Antwerp-Bruges have seen an influx of Chinese-made electric vehicles, raising concerns about product dumping—when surplus goods are sold at heavily reduced prices.

While this may benefit consumers short-term, it poses serious risks to local manufacturing sectors. "If we don't act, we risk becoming a dumping ground," warned lan Worth, customs director at Crowe. That could undercut domestic industries and derail efforts to re-shore production.

THE \$1 MILLION PORT FEE

As if global trade needed another hurdle, the U.S. Trade Representative (USTR) has proposed a \$1 million port fee per call for ships built in China—a move designed to revive American shipbuilding. But with Chinese-built ships comprising the majority of the global fleet, critics warn the policy could have catastrophic impacts.

"If passed, this could reduce port calls, hurt dockworker jobs, and disrupt US exports—especially in agriculture," trade associations caution. The USTR is



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🚯 🗓 🙃 /fsldubai2015 www.fsldubai.com currently reconsidering the proposal, TARIFFS ON INDIAN GOODS but the mere suggestion has rattled carriers and traders alike.

TARIFFS TROUBLE ON BRICS

Among the hardest hit by the U.S. tariffs are the BRICS nations - Brazil, Russia, India, China, and South Africa. These emerging economies hold strategic positions in global supply chains.

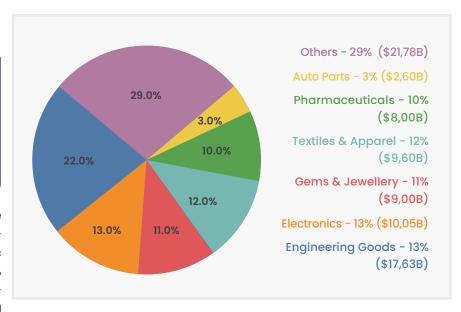
Country	Base Tariff	U.S. Discounted Tariff
China	68%	34%
India	52%	26%
South Africa	60%	30%

Despite the high base tariffs, these discounted rates reflect ongoing diplomatic negotiations and economic interdependencies. For India, the 26% tariff-though notable-is not devastating due to the structure and resilience of its export sectors.

India exported approximately \$78.66 billion worth of goods to the U.S. in FY 2023–24, making up about 18% of its total merchandise exports. Here's how the major sectors stack up:

While the 2025 Reciprocal Tariffs introduce additional layers of cost and complexity, they are not a game-changer for India's U.S. export trade. The impact is largely confined to specific sectors, and India retains strategic advantages-from cost competitiveness to exemption in critical areas.

SECTOR-WISE INDIAN EXPORTS TO US



These figures reflect a diverse export portfolio of India, with sectors like pharmaceuticals and engineering goods.



RIPPLE EFFECTS ACROSS INDUSTRY STRATEGIC SHIFTS IN SUPPLY CHAIN TRADE IN THE AGE OF UNCERTAINTY

The tariffs have caused spot shipping rates to surge, particularly on transpacific routes. According to Xeneta, spot container rates from Asia to the U.S. West Coast have increased by 50% in the past month. This spike is attributed to companies rushing to import goods before tariffs take full effect, leading to congestion at ports and increased demand for shipping services.

Air freight has also been impacted, with short-term contract costs from Vietnam to the U.S. jumping by 8% in early April. These rising costs are squeezing profit margins and forcing companies to reconsider their supply chain strategies.

In response to the tariffs, businesses are exploring alternative sourcing options. Countries like Vietnam and India are emerging substitutes potential Chinese manufacturing, although establishing new supply chains is a complex and time-consuming process. The removal of the de minimis exemption for Chinese goods under \$800 has further complicated matters, affecting and e-commerce platforms small-scale importers.

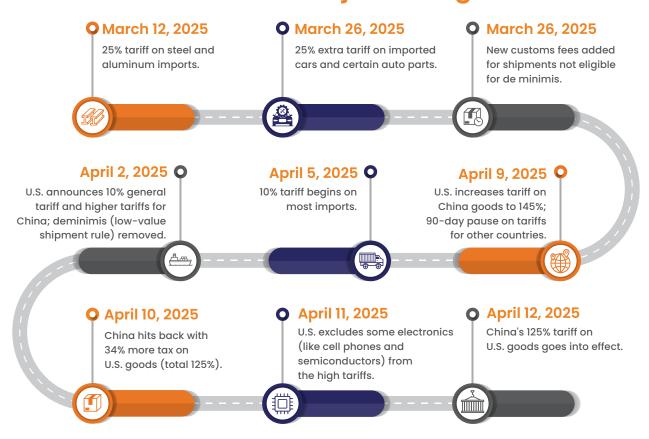
Companies like Lindt & Sprüngli have already begun adjusting their logistics, shipping extra stock to Canada to avoid retaliatory tariffs. Similarly, Jaguar Land Rover and Audi have temporarily halted exports to the U.S., leading to increased vehicle stockpiles at European ports.

Global trade thrives on predictability - but today's environment offersanything but. Tariff policy is no longer just a trade issue—it's a geopolitical strategy, an industrial policy, and a consumer pricing challenge. In this fragile moment, the resilience of the global supply chain will be tested again and again.

As we head into the second half of 2025, the only certainty is uncertainty. Industry leaders, compliance professionals, and experts logistics must stay informed, nimble, stay and collaborate closely with trade counsel and customs brokers.

In an interconnected world, one tariff can shift tides across continents. The question is: Are you ready to Navigate the Current?

Timeline of Major Changes



Smart Mind Game
ANSWER

Breakbulk 2. Manifest 3. SOLAS 4. BOL 5. Backhaul 6. Consignee
 Liner 8. EPIRB 9. Bridge 10. Incoterms

