



## Blue Water Logistics Limited

### Business Updates

**Hyderabad, 1<sup>st</sup> September 2025** – Blue Water Logistics Ltd (BWL), a Hyderabad-based logistics company with nearly two decades of expertise, specializes in delivering end-to-end project logistics, supply chain management (SCM), warehousing, and comprehensive logistical support across sea, air, and land. The company's core competencies include freight forwarding, project management, warehouse operations, transportation, and distribution, ensuring seamless and integrated solutions for its clients, has announced key business updates.

#### **ISO Tank Fleet Strengthened for Chemical Logistics in the NVOCC segment**

- BWL now operates a total of 814 ISO tank containers which carry liquid cargo, with 106 leased cum purchased and the remainder long-term lease.
- These specialized intermodal containers support safe, bulk movement of liquid cargo aligning with our Non-Vessel Operating Common Carrier (NVOCC) service model.
- By expanding its ISO tank containers, Blue Water Logistics enhances its capacity to transport complex liquid cargo efficiently and safely in international trade.

#### **Strategic Air Cargo Partnership with Turkish Airlines**

- Blue Water Logistics has entered an exclusive cargo partnership with Turkish Airlines Cargo to carry air shipments from India to international markets.
- Under this Freightler agreement, BWL receives fixed cargo space and preferential pricing on Turkish Airlines routes, ensuring priority access and competitive rates for air freight.
- By securing this exclusive cooperation, Blue Water Logistics strengthens its global logistics network and cost-competitiveness in air cargo, ensuring faster, more reliable export shipments for its clients.

#### **Expanded 40-Foot Trailer Fleet for Domestic Operations**

- Blue Water Logistics has purchased 20 new 40-foot container trailers raising its total trailer fleet from 25 to 45 units to haul containers for domestic pick-up and delivery.
- These heavy-duty trailers enable Blue Water to directly collect export containers from inland exporters, reducing dependence on third-party carriers and boost annual sales in the coming fiscal year.
- This expanded trailer fleet not only improves on-time collection and dispatch of export and import cargo across India but also bolsters Blue Water's freight-forwarding and export and import business by streamlining its end-to-end supply chain.

#### **Experienced Leadership to Strengthen Core Business Functions**

##### **Kavita Sabnis – General Manager**

- Over 20 years of experience in shipping and logistics, with the last decade focused on ISO tank logistics, operations, and sales.
- Proven expertise in contract negotiations, fleet management, and regulatory compliance, ensuring cost efficiency and global service excellence.



- Strong track record in business development, market expansion, and leading high-performing teams across international markets.

**Vinay Soni – Vice President North India**

- Seasoned logistics and supply chain professional with over 30 years of experience in managing shipping operations, customer relationships, and business strategy across global markets.
- Proven expertise in export/import operations, market analysis, and team leadership, ensuring operational excellence and business growth.
- Strong track record in developing strategies, driving profitability, and leading high-performing teams for major logistics companies in India and abroad.

**About Blue Water Logistics Ltd**

Blue Water Logistics Limited is a leading integrated logistics service provider offering comprehensive solutions across sea, air, and land. The company delivers end-to-end services in project logistics, supply chain management (SCM), warehousing, and specialized logistical support. With deep domain expertise, Blue Water Logistics caters to diverse requirements including freight forwarding, project management, warehouse operations, transportation, and distribution, ensuring seamless and efficient movement of goods for clients worldwide.

**Safe Harbour Statement**

Any forward-looking statements about expected future events, financial and operating results of the Company are based on certain assumptions which the Company does not guarantee the fulfilment of. These statements are subject to risks and uncertainties. Actual results might differ substantially or materially from those expressed or implied. Important developments that could affect the Company’s operations include a downtrend in the industry, global or domestic or both, significant changes in political and economic environment in India or key markets abroad, tax laws, litigation, labor relations, exchange rate fluctuations, technological changes, investment and business income, cash flow projections, interest, and other costs. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

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