

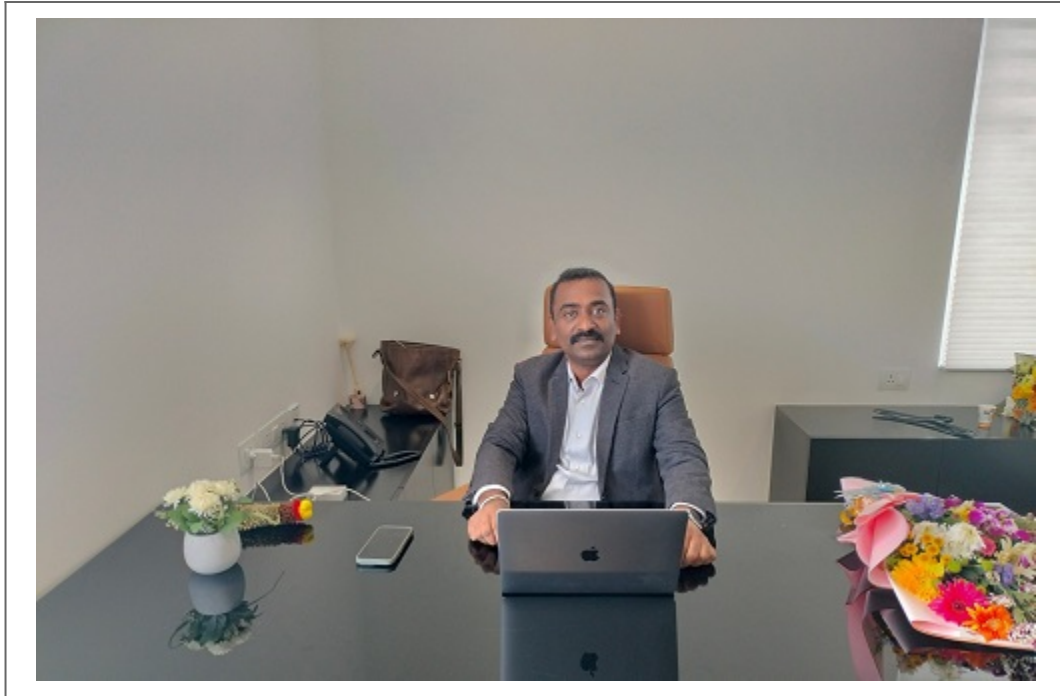
Glottis Logistics Aligns Expansion with Budget's Infrastructure Push

Category: Business

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Chennai-based Glottis Logistics is aligning its expansion strategy with the infrastructure-led thrust outlined in Union Budget 2026–27, betting that improved freight connectivity and customs modernisation will shape the next phase of India's trade growth.



Ramkumar Senthilvel, Promoter and Managing Director, Glottis Logistics

With capital expenditure set at INR 12.2 lakh crore for FY27, the Centre has reinforced its commitment to multimodal logistics integration, port-linked industrial corridors and inland freight networks. For organised logistics operators, these investments are expected to gradually reduce structural costs and improve transit predictability – key variables in an increasingly volatile global trade environment.

Glottis, which provides end-to-end ocean, air and road freight services along with customs brokerage and warehousing solutions, handled over ~110,000 TEUs in FY25 and served nearly 1,900 clients across renewable energy, engineering, high-technology and commodity sectors.

In FY25, the company reported a Debt-to-Equity ratio of 0.23x which signals strong balance sheet health enabling aggressive growth pursuits, and through its disciplined capital deployment and operational efficiency has delivered Return on Equity (ROE) of 57.4% and Return on Capital Employed (ROCE) of

73.1%.

Building on that base, Glottis has outlined capital expenditure of approximately INR 130 crore toward acquiring trailers and container assets. The objective is to increase owned capacity, reduce dependence on third-party equipment and strengthen execution control across trade corridors.

*"Budget 2026–27 may not announce large short-term incentives, but it strengthens the backbone of trade through infrastructure and customs efficiency," said **Ramkumar Senthilvel, Promoter and Managing Director, Glottis Logistics.** "For logistics companies, predictability and execution will increasingly determine competitiveness. Aligning capital allocation with structural reforms is essential for sustainable growth."*

The government's emphasis on dedicated freight connectivity, coastal shipping and multimodal integration is expected to benefit asset-backed operators that can optimise routes and improve utilisation rates. Expansion of logistics infrastructure into Tier-II and Tier-III clusters may also support distributed manufacturing growth, potentially broadening cargo flows beyond traditional metropolitan gateways.

Alongside physical infrastructure, customs digitisation measures – including electronic cargo sealing, expanded non-intrusive inspection systems and extended duty deferment for Authorised Economic Operators – aim to shorten clearance timelines and ease working capital pressures for exporters and intermediaries.

Industry executives note that time compression in border processes can be as significant as freight cost reductions, particularly as global supply chains adjust to geopolitical shifts and sourcing diversification.

Glottis has continued to expand its footprint across industrial corridors, including the launch of a new Ahmedabad branch in January 2026 to align with western port-led growth zones. The company has been delivering steady performance, supported by diversification across transport modes and strong regional trade linkages.

While global trade volumes remain uneven due to inventory corrections and demand shifts, infrastructure-led reforms are expected to strengthen India's long-term export competitiveness. For logistics operators, the transition signals a shift from incentive-driven growth to efficiency-led scale.

Infrastructure investment may not generate immediate stimulus-driven gains. But over time, it reshapes cost structures, execution reliability and global positioning. For Glottis Logistics, the strategy is clear: invest in assets, maintain balance-sheet discipline and align expansion with a trade ecosystem increasingly defined by operational strength rather than incentives.

About Glottis Logistics

Glottis Logistics is a global freight forwarding and supply chain solutions provider, headquartered in Chennai, India. Founded in 2004, the company brings over two decades of expertise in delivering reliable and efficient logistics services across air, sea, and land transport.

With a skilled and dedicated team, Glottis Logistics offers end-to-end logistics support, including freight forwarding, customs clearance, warehousing, 3PL solutions, and multimodal transport. The company's integrated solutions are designed to simplify complex supply chain challenges and ensure secure, on-time deliveries for businesses of all sizes – from local enterprises to global enterprises.

Leveraging a strong pan-India network and global partnerships, Glottis Logistics combines operational precision with transparency and customer-focused service to drive performance and growth in domestic and international trade.

Website: www.glottislogistics.in.

