

NEWS FROM PORT PIPAVAV

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MD's message

Dear Customers,

I am excited to take on the onus as the Managing Director for APM Terminals Pipavav and be a part of the next phase of growth. My team and I are committed to operational safety and offering seamless trade experience to our customers. I am looking forward to strengthening meaningful association with you and together optimizing outcomes for all of us.

Girish Aggarwal,
MD, APM Terminals Pipavav (GPPL)



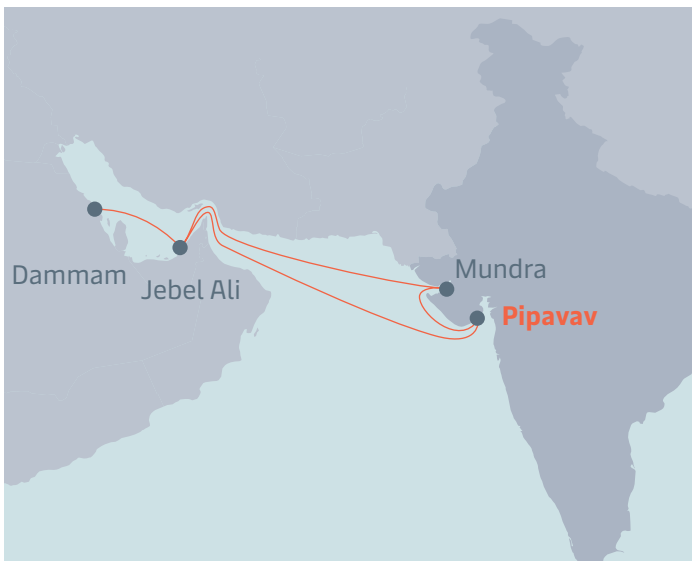
Girish Aggarwal



**NEW
SERVICE**

Shaheen Express: Connecting the India-UAE-Saudi Arabia corridor

To address the increase in demand for trade between Indian and Gulf markets, post signing of the India-UAE Comprehensive Economic Partnership Agreement, we, in partnership with Maersk and Global Feeders have started a weekly service to Gulf. The service will provide transit time of two days to Jabel Ali and 4 days to Dammam - one of the fastest service to the Gulf markets



APM Terminals Pipavav and Pipavav Rail Corporation Ltd. (PRCL) will leverage this new service to cater to the various ICDs in northwest hinterlands through Dedicated Freight Corridor. Electronic items, perishable foodstuff, textile, apparel, and chemicals are commodities which will primarily benefit from the new service.

'Shaheen Express' will rotate among the ports of Jebel Ali – Dammam – Jebel Ali – Mundra – Pipavav – Jebel Ali.



OPERATIONAL MILESTONES

When opportunities arise, we ensure to leave no stone unturned by optimally utilizing the yard space and resources.

Highest Crane Move per Hour (CMPH) of 2022



EM Astoria, an LOA vessel has 2 derrick cranes which add constraints to operate thus limiting the CMPH to an average of 23-25. However, on a day when EM Astoria happened to be the only vessel on that particular berth at that time, we leveraged for faster turnaround. We achieved a record-breaking 42.26 CMPH, which was highly appreciated by our client.

EM Astoria plies on our JADE service which is an ML feeder service connecting hot connection cargoes from Mundra to FI3.

Highest Port Moves per Hour (PMPH), Lowest Vessel Idle (LVI)



On OOCL Luxembourg, a container ship with a carrying capacity of 8,063 TEU, we set a record of 141.57 moves per hour. This resulted in lowest vessel idle of 48.15 minutes.

OOCL Luxembourg plies on our CIXA service, the far east route.



For operational challenges of the fertilizer industry

To support constructive outcomes for our customers, APM Terminals Pipavav hosted the Railway-Fertiliser Industry Co-ordination Committee Meet, a quarterly gathering of Fertilizer Association of India (FAI) and Western Railways. The meet was aimed at addressing the operational challenges and requirements of our customers from the fertilizers industry. The Western Railways extended their solutions for timely turnaround of cargo stock from western ports.



Key customers handling their business from Pipavav (IFFCO, KRIBHCO, NFL, RCF, MOSAIC) and the senior Western Railways team participated



QUARTERLY OVERVIEW

Non-container services



BULK

- With two wood pulp shipments from Grasim Industries in last quarter, we crossed a milestone of handling a total of over 200K MT of wood pulp so far. The wood pulp was moved from the port to two of the Grasim plants in South Gujarat
- We also secured new business in breakbulk with 9 shipments
- We successfully handled over 10,600 MT of guar gum, our second agri breakbulk shipment



LIQUID

- Handled the highest quarterly volume of 2022, ~339K MT
- A huge majority was imports
- Catered to cargoes from Indian Oil, Hindustan Petroleum and Bharat Petroleum among others including POL, chemicals, bitumen etc.
- LPG moved was transported by rail and non-LPG cargo by road



RORO

- Handled over 10,500 units which makes it the highest in a quarter in 2022
- Units included passenger vehicles and heavy military trucks from players like Maruti, Honda and Tata Advanced Systems
- Majority of it were exports
- While the passenger vehicles were brought into the port by road, the military trucks were brought in via rail



Serving customers based in Punjab territory efficiently

To expand our geographical reach, & re-establish our presence in Ludhiana, Pulkit Sharma has joined our commercial team for Punjab territory. Pulkit has a strong sales background of more than 12 years in supply chain & logistics and business development for EXIM Rail-ICD Volumes. He has managed a diverse client base of EXIM Key Accounts in the markets of Punjab and Himachal Pradesh – these include several reefer, yarn and newsprint customers.

Pulkit is an MBA in Marketing & International Business from Amity Business School, Jaipur & has experience of working at Gateway Distriparks, ICD-SAHNEWAL, Ludhiana for handling EXIM Sales.



Pulkit Sharma



SAFETY COUNTS
as on 31 Dec '22

[SAFETY POLICY](#) ▶

To know our value-offerings and how we support trade, [click here](#)

We will be happy to receive your feedback and suggestions about this Newsletter or our services. You can send an email to nurjaha.arora@apmterminals.com