

CUSTOMER NEWSLETTER

From the MD's Desk....

Dear customers,

I am delighted to share that our port is acknowledged as the most efficient port in India by Global Container Port Performance Index (CPPI) 2021. This showcases we are in a right direction to serve our customers through our infrastructural capabilities and our skilled teams that are working in perfect sync. As part of "Gujarat Green Gateway" we are focusing on sustainable port operations. To this effect, we have commissioned 1,000 kWp DC solar power plant at the Port. The rooftop solar power project will help us in reducing carbon footprints to the tune of 1100 tons per year. Besides, being the first port connected to the DFC, we are more than ready to use the environment friendly and green DFC route to move the cargoes on northwest hinterland of India.

Presenting you the newsletter with detailed update on our port.

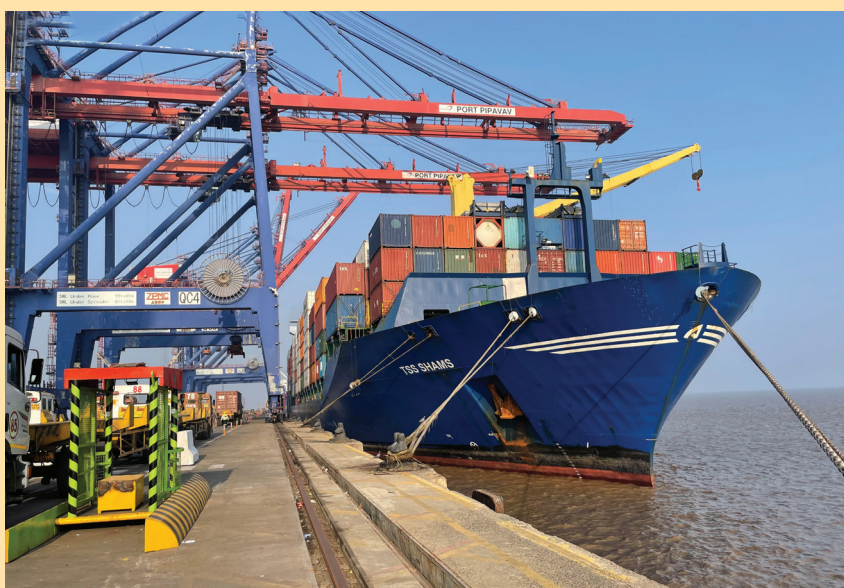
Jakob Friis Sorensen

MD APM Terminals Pipavav

APM Terminals Pipavav is the most efficient port in India

APM Terminals Pipavav is ranked as India's most efficient port in a recently published Global Container Port Performance Index (CPPI) 2021. The CPPI ranking is developed by the World Bank and S&P Global Market Intelligence. The Port is globally ranked 26th in CPPI 2021 with total points of 109.823.

This is a testimony of the Port's service capabilities, infrastructure, and customer centricity. We thank you all - our customers, and partners, for your continued trust in our services and capabilities. Your trust drives us to outperform, and we are committed to offer seamless trade experience to you all.



APM Terminals Pipavav received the first train from the ceramics heartland of Morbi

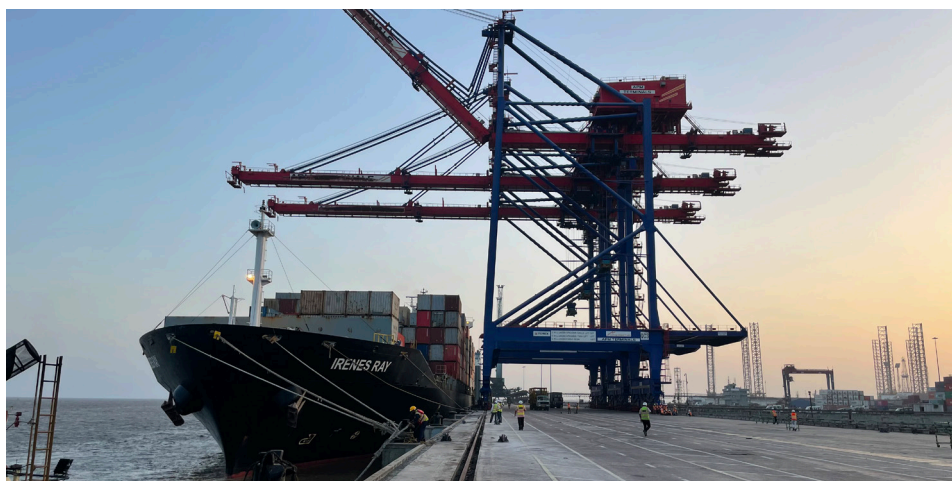
APM Terminals Pipavav, with its strategic location, is strengthening itself as the port of choice for connecting exporters from the northwest of the country. The port received the first train of the new rail service at the port that connects the exporters from the ceramics heartland of Morbi via Private Freight Terminal at Maliya. The export cargo moving on a rail service, is helping decongest roads and improving the speed-to-market by reducing the total transit time by 15%.

The rail service improves schedule reliability compared to road transportation and helps the exporters connect to their preferred ocean service without delays. With this new connection, APM Terminals Pipavav reinforces its offering as a reliable gateway for Gujarat's tiles and ceramics market.

The rail service was inaugurated by Mr. Sanjiv Garg, Managing Director – PRCL and Mr Amit Bharadwaj, Chief Commercial Officer – APM Terminals Pipavav, in the presence of representatives from Maersk, and other partners, including Aarya Ocean, CHAs, and several ceramic exporters and paper importers.



Weekly service Jade express added for transshipment cargoes



APM Terminals Pipavav secured a new weekly service Jade Express. Introduced by Maersk, Jade Express will connect Port Pipavav to Port Qasim. It connects Pipavav perfectly in time for the MECL service [west bound for the North America] and provides same day connectivity on the FI3 service [for the far east]. Through Jade Express service, we provide an additional mode to our customers to connect their containers to the global markets swiftly and safely.

Marketing tool

Click this link to view our latest marketing tools to understand our offerings to the trade

<https://www.apmterminals.com/en/pipavav/services/marketing-tools>

APM Terminals Pipavav achieves the highest berth productivity on OOCL



We are delighted to have created a new millstone of 153.52 PMPH on OOCL Luxembourg vessel on 10th June 2022. The service connects the port with ports of Colombo – Port Kelang – Singapore – Hongkong – Xingang – Pusan – Shanghai – Xiamen – Hong Kong – Shekou – Singapore – Colombo – Nhava Sheva.

We applaud our competent and skilled teams for working in perfect coordination to achieve this feat. Congratulations to team APM Terminals Pipavav.

APM Terminals Pipavav creates a new record of handling parcel size on PS3 service

We are delighted to share that APM Terminals Pipavav handled 5228 TEUs [3156 moves] on ONE ALTAIR of PS3 service. This is the highest parcel size on PS3 service surpassing our earlier record of 4,906 TEUs done in Oct'21 on the same service. Handling large parcel size at our port showcases excellent infrastructural capabilities leading to strong operational performance that helps us serving our customers in planning their supply chain. On this call, 75% of the containers were for / from hinterland (ICD's traffic) serving our customers in North consisting of many Auto majors.

The Japan flagged ONE ALTAIR measuring 332.15 meters LOA with dead weight of 95660 ton and can carry 9592 TEUs. The PS3 service is operated by ONE and connects port Pipavav with ports of Colombo, Kelang, Singapore, Laem Chabang, Cai Map, Los Angeles.



We are grateful to ONE for their trust in our infrastructure capabilities and connectivity to the hinterland and looking forward to a long business association with ONE.

Adding new customers in Non-Containers portfolio

We are happy to onboard new customers at the port - Mosaic India Ltd. [for fertilizers], SRF Ltd. [for coal] and Greenfield Derivatives Pvt. Ltd. [for Agri exports]. We received the first shipments from the new customers, and they have appreciated our efforts mainly in accommodating their cargoes despite severe storage capacity constraints experienced at all ports. This was made possible due to the impeccable planning and optimum utilization of existing storage capacity at the port.

We are all set to welcome new customers at our port.

APM Terminals Pipavav commissions captive solar power

As part of "Gujarat Green Gateway" the port focusses on zero carbon logistics. APM Terminals Pipavav commissioned 1,000 kWp (kilowatt peak) DC capacity solar power plant at the Port for sustainable operations. The rooftop solar power project will help in replacing around 10% of port's total energy consumption which will lead in reducing carbon footprints to the tune of 1100 tons per year.

APM Terminals Pipavav has initiated many projects aimed at conserving the environment and utilising resources in optimum way through the philosophy of 'reduce, reuse and recycle'. In the last few years, the Port has reduced considerable carbon emissions through development of green belt, replacement of conventional high-power lights with LED lights, using e cars, reusing treated wastewater for plantation of more than 2.5 lakhs trees and mangroves plantation in over 600 hectares in Gujarat.



HPCL commenced LPG rake movement from the port

Hindustan Petroleum Corporation Ltd. [HPCL] has been associated with us for a long time. The customer traditionally moved the LPG by road. However, looking at the advantage of LPG rake service at the port that moves LPG safely, quickly and environment friendly way; HPCL has finally commenced cargo evacuation by rakes using Port's LPG Rail Infrastructure Facility.

With this, we are now serving all 3 PSUs IOCL

[Indian Oil Corporation Ltd.], BPCL [Bharat Petroleum Corporation Ltd.] & HPCL [Hindustan Petroleum Corporation Ltd.] in evacuation of their cargoes by train from our port.



APM Terminals Pipavav Participated in NISAA

APM Terminals Pipavav participated in NISAA business forum in Delhi in April 2022. The event was organized in person after almost 3 years. Around 150 people participated in the forum from logistic, supply chain and from the Government agencies. Mr. Jakob Friis Sorensen, MD participated in the panel discussion titled as "Is Logistics Industry Ready to Contribute to the 5 Trillion Vision of the Government by 2025?" He spoke about the challenges faced by the trade since 2019 and how the various industry players are relentlessly working together to address this with the help of Government. He reiterated the crucial role of DFC in making the movement of cargoes safe, quick and economic. The ideas and thoughts shared in the discussion were very constructive.



APM Terminals Pipavav relocates to a new office in Ahmedabad

Delighted to share that we have moved to a new office in Ahmedabad at B-908, Westgate Business Tower, S.G. Highway. The new office is spacious, vibrant, has good road connectivity for easy approach and is in the vicinity of our customers. The previous office, 104, Matrix Building, Makarba, Corporate Road, Ahmedabad stands closed now.

The office premise was inaugurated by Mr. Jakob Friis Sørensen, MD, APM Terminals Pipavav in presence of customer representatives from MSK, CMA CGM, ICD Sanand, ICD Viramgam- GRFL, Vega Industries (Exporter) and APM Terminals employees.



Customer Speaks



M/s ONE Line appreciated port's customer centric approach for uninterrupted service and continuous support. The line felicitated our team by offering a trophy.

Inauguration of Mobile Health Unit for locals

We launched **Mobile Health Unit** to provide basic health facilities to the community living around the port. This is port's 4th CSR based mobile unit including Mobile Vet Clinic, 24x7 Advance Life Support Ambulance and Mobile Science & Maths Lab. Mobile Health Unit is equipped with basic diagnostic facilities to diagnose basic health related ailments that can be treated immediately. The health unit also provide treatment for acute minor ailments to the community so they do not have to travel far for the treatment.



The Mobile Health Unit was inaugurated by COO, Captain P K Mishra on 1st May celebrating Gujarat Foundation Day in presence of village leaders, port officials, and a few NGO partners.



Safety Update

We complete **1283 days** of safe operations at the port with zero fatality and Lost Time Incidents (LTI) as on 30th June 2022.

APM Terminals Pipavav [Gujarat Pipavav Port Ltd.]

APM Terminals Pipavav is one of India's leading gateway port for Containers, Dry Bulk cargoes, Liquid Bulk and RoRo (passenger cars) serving customers in the state of Gujarat with road and rail networks to India's northwest hinterland. The current annual cargo handling capacity includes 1.35 million TEU Containers, 4 million metric tons of Dry bulk, 2 million metric tons of Liquid bulk and 250,000 passenger cars. APM Terminals Pipavav is India's first public private partnership (PPP) port and the first port to be connected to the DFC in India; is a part of the APM Terminals global terminal network.

We will be happy to receive your feedback and suggestions about this Newsletter or our performance on nurjaha.arora@apmterminals.com

Nurjaha Arora, Communications.

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