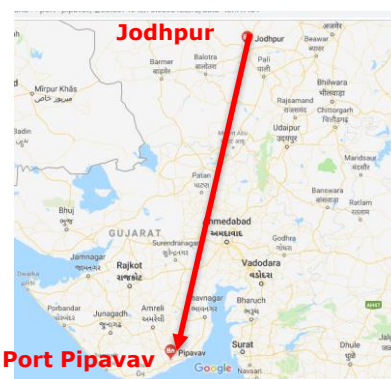




CUSTOMER NEWSLETTER

Weekly train service to the port commences

We are delighted to mention the beginning of a new weekly train connection from Rajasthan hinterland. CONCOR has started Weekly Train Service from ICD Jodhpur (BGKT) to Port Pipavav from February 2019. The weekly scheduled train will depart every Tuesday/Wednesday from ICD Jodhpur (BGKT) to reach Port Pipavav within 36 hours. The scheduled weekly service will give the Rajasthan hinterland, a quick access to the global market via Port Pipavav.



Turnaround time at the port

We continue to focus on leveraging technology and operational efficiency to facilitate swift cargo turnaround in a safe operating environment.

In 2018, our truck turnaround time was less than an hour and train average operational hours was less than 4 hours. This was possible due to various initiatives like digitizing form 13, dedicated reefer gate lane, seamless coordination with train operators, efficient planning and execution at the port

- TAT Truck < an hour**
- Avg train ops time < 4 hours**

Record double stack trains handled

We achieved a new milestone in handling the highest double stack trains in a month at our port. In January 2019, our operation team handled 199 double stack trains comprising 47074 TEUs in a month; surpassing our earlier record of handling 194 double stack trains. We are grateful to CONCOR and our customers for reposing their faith in our capabilities.

199 double stack trains in a month



Trade meet in Ahmedabad

APM Terminals Pipavav hosted a trade meet for “Refrigerated & Frozen Food” business in February 2019 in Ahmedabad. Around 25 customers from the reefer business attended the meet. The regional sales management welcomed the customers and briefed on port’s infrastructure and cargo handling capabilities for the reefer segment specifically the Reefer container cargo inspection chamber and dedicated Reefer gate lane. The forum provided the informal setting to network and discuss business related issues.



CSR News



APM Terminals Pipavav was honoured to receive Gujarat State CSR award 2019 for “Cohesive & Strategic CSR Partnership”. The award is presented in recognition for the project “Water & Natural Resources management for Sustainable Agriculture”. The award was handed over by Governor of Gujarat Shri. O P Kohli; who lauded the strategic initiatives and efforts of the company for sustainable CSR project.

Under the project, APM Terminals Pipavav initiated IT enabled information dissemination via an application called mkrishi. It also took into use humidity meter, audio video campaign to use advance technology for better crop management as well as demonstration of contemporary agricultural practices. The project focused on water conservation strategies through lift irrigation, check dams, ponds deepening etc. Approximately **75% farmers** in the project area spread across **34 villages**, adapted sustainable agriculture practices, leading to **increase in farming related income up to 20%**.

APM Terminals Pipavav [Gujarat Pipavav Port Ltd]

APM Terminals Pipavav is one of India’s leading gateway port for Containers, Ro/Ro (passenger cars), Liquid Bulk and Dry Bulk cargoes serving customers in the state of Gujarat with road and rail networks to India’s hinterland and northwest. The current annual Cargo Handling Capacity includes 1.35 million TEU Containers, 250,000 Passenger cars, 2 million metric tons of Liquid bulk and 4 million metric tons of Dry bulk. APM Terminals Pipavav is India's first public private partnership (PPP) port in India and 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.

Nurjaha Arora, Communications