

Business Highlights

Key Business Initiatives -:

I. ISL/Shipping:

- 1) H1 Performance:
 - a. Tonnage of 3.79 Mn MT– Highest in 7 years
 - b. Revenue – Highest in 8 years; 60% increase from last year
 - c. Contribution – Highest after 10 years; 60% increase from last year
 - d. PAT - Highest after 10 years; 60% increase from last year
- 2) ISL Star completed 4 voyages in Sep'21.
- 3) MV Subarnarekha finally got delivered on 15th Sep'21 at Manila. subsequently ISL delivered the vessel to Tongli Shipping PTE Ltd, Singapore on period charter for a minimum period of 12 months.
- 4) Cargo performance
 - a. Coal was the major cargo with a volume of 0.40 Mn MT



IIa. TKM Germany, India & China (FF)

Germany:

- 1) Bagged a 17 Tons air freight order ex Frankfurt to Kolkata, shipper SMS a/c TSL.
- 2) Highest monthly contribution through handling of 148 no. of air shipments.
- 3) Bagged a new account, total 21 TEU's, for their Exports into India

India:

- 1) Focus on Non TSL group continues with acquisition of new customer - Himadri Chemicals added with 13 TEUs outbound and 4 TEUs inbound.

China:

- 1) Direct Sales – Third Party Business
 - a. A/c Hwear Exports - Bagged +20Teus of Buyer consolidation boxes, with decent yield +100CBM LCL exports from China
 - b. A/c Delsey France: Secured +20Teus towards a new lane to Europe
 - c. A/c Aurobindo Pharma: Sold +10Teus towards Refer Containers, mainly to India

II b. Integrated Logistics Services (CHAIL, WH)

1) CHAIL:

- a. Highest ever volume (16556 CBM) of Project Shipment cleared from Vizag Port immediately upon discharge from vessel without any Vessel Detention, Port Demurrage & cargo damage.
- b. Initiated filing LCL (LCL-Less than Container Load) BOE (Bill of Entry) for Bonded Warehouse post taking necessary clearance from Customs. This will help in maximizing duty deferment benefits for TSL.

2) Warehouse:

- a. Infrastructure upgradation done in order to optimize bonded warehouse utilization at Jamshedpur.
- b. New Work Order (WO) received from TSL for Material Handling at TSK project site.

III. Railways:

- 1) SFTO: 44 loads in SFTO with a loading volume of 0.16 Mn MT.
- 2) GPWIS: 124 loads with total loaded volume of 0.5 Mn MT.



IV. Ports & MLS:

- 1) Highest volume achieved in Third Party Steel Exports since inception of Berth # 12. During H1, we exported a total quantity of 1.46 Lakh MT of Steel a/c Jindal Steel & Power Limited (JSPL) and JSW for the first time since inception of Berth # 12(now Berth#13). It also truly represented integrated team effort, as TMILL also secured CHA and Agency business for the above JSPL vessel.
- 2) Yet another valued proposition in terms of end-to-end logistics was given to Tata International Limited by lifting pig iron from Tata Metaliks Kharagpur and exporting through Berth #13.
- 3) Highest Third Party (Non TSL) tonnage achieved in Dry Bulk and Break Bulk – with a volume of 3,21,594 MT out of 1,010,605 MT volume handled at Berth #13. It amounts to 31.8% of total volume handled, previous best was 1,67,231 MT (19% of total volume) achieved out of 8,79,173 MT in H1 of FY 21.
- 4) Highest average discharge rate of 22,181 MT/DAY was achieved in the month of May21 in MV Mahavir (A/C Tata Metaliks, Total quantity -31,500 MT, Cargo-Limestone/Pyroxenite). Previous best was achieved in MV Genius SW with an average discharge rate of 21,831 MT/DAY in FY18. (A/C Tata Steel, Cargo-Dolomite, Total quantity-26000mt).
- 5) Overall Ports: Volume handled 596K MT
- 6) Better Cargo Mix at Berth #13: Steel handled 79K. It includes handling 57k billets for Third Party Business.
- 7) Handled highest no. non-TSL vessel calls in H1: 52 (Previous best 50 in FY20)