



Business Highlights

Key Business Initiatives -:

I. ISL/Shipping:

- 1) Highest quarterly contribution in last 10 Years and Highest PAT in last 8 Years.
- 2) ISL Star completed 3 voyages and MV Subarnarekha completed her 2nd voyage in Nov'21
- 3) Signed 2-year contract with M/s Chettinad Logistics Pvt Ltd, for shipping of coastal coal on ISL Star.
- 4) In Dec'21, MV Subarnarekha had its 1st port call in India at Paradip port.



IIa. TKM Germany, India & China (FF)

Germany:

- 1) Achieved 123% Revenue and 194% EBT over planned.

India:

- 1) Handled 18 TEUs & 11 MTs import shipments on account of non-Tata customers in Kolkata.
- 2) Ocean export shipment of 365 TEUs for TSML & 69 TEUs for TSLP handled successfully.
- 3) New customer acquisition - Parsey Logistics, Chennai
- 4) Started operating in new lane Nhava Sheva-Jeddha and moved 3x40HC along with CFS and Customs clearance for Himadri Chemicals

China:

- 1) TKM China handled good sea freight volumes ~ 120 TEUs (nomination from TKM Germany)
- 2) Increase in Sea Freight exports nomination from Gmbh A/c TSL – 120Teus
- 3) Increase in Direct Sales A/c Auro Pharma – 35Teus (projects) /Delsey – 40Teus, added new lanes for NTACO with 14Teus on Door-to-door deliveries.



II b. Integrated Logistics Services (CHAIL, WH)

1) CHAIL:

- a. Started clearance of Tata Steel (erstwhile TSBSL) shipments from 15-Dec-2021.
- b. First time Customs clearance of 1021 MT of HRC for Bangladesh through Barge from Hemnagar. Hemnagar is the Inland waterways customs border of West Bengal (India) and Bangladesh.
- c. 150% increase in covered warehouse (current: 55000 Sq mtr) with 6 new contracts bagged during the quarter

2) Warehouse:

- a. Obtained Central Warehouse contract (14,400 sq mtr-covered) in TSK through competitive bidding. With this, warehousing vertical is operating at ~ 65,000 sq mtr covered space. Operation began from 01-Jan-22.

III. Railways:

- 1) SFTO: Best -ever performance with 50 loads and a loading volume of 0.17 Mn MT.
- 2) LTTC Target for 35% slab achieved.
- 3) 14 New destinations (under LSFTO policy) approval from Indian Railways.
- 4) GPWIS made good contribution in Railways bottom-line with 1140 loads.



IV. Ports & MLS:

- 1) TSK team has acknowledged and appreciated the efforts of Paradip team for Cyclone preparedness (Jawaad) towards cargo safety and quality.
- 2) Three years ports work order received for Haldia (other berths) and Paradip

V. SCM (Pravesh doors & Jorhat Assam WH):

- 1) 8470 units handled at Hyderabad Warehousing. This is the highest ever volume achieved. Similarly, at Zirakpur, highest ever volume of 3410 units achieved.