



## **EXPLORING STRATEGIC PARTNERSHIPS** to achieve synergy in cargo operations

Optimizing infrastructure for business excellence





**MARG**  
**karaikal port**

Mid-way between the Chennai & Tuticorin ports,  
on the 680 km south-east coastline.

## About MARG Karaikal Port

Awarded under BOT basis by the Government of Puducherry in 2006, MARG Karaikal Port is a strategically located premier, hi-tech, all weather port on the South East coast of India (Keezha Vanjore Village, Karaikal ) with a sizable primary hinterland. It is the only all weather, deep water, multi- commodity port between the Chennai port & Tuticorin ports on this 680 km coastline having the unique advantage of being served by 4 national highways and rail connectivity through 3 private railway sidings. Notably, MARG Karaikal Port is the only port in India to have in-house logistic solutions & dredging facility.



With the region around the port envisaged to attract more than USD 10 billion of investments in the next decade, MARG Karaikal Port has fast emerged as the trade gateway of Central Tamil Nadu & Puducherry. The Port has completed Phase 1 & II development with 5 berths & a capacity of 21 MMTPA. Work is on to increase the capacity to 28 MMTPA by converting the coal berth to a fully mechanised berth.

## Strong Fundamentals

- Best-in-class operation metrics
- Blue-chip , cross-industrial client base
- 4 PE investors
- Strategic location & seamless rail / road connectivity
- Servicing a hinterland with diverse industrial hubs & cargoes
- Higher efficiencies through advanced mechanized operations
- Storage area of 6,85,000 m<sup>2</sup>, including 10 closed warehouses



## Diverse cargo-mix

MARG Karaikal port is a multi-cargo port and currently handles all types of cargo in bulk form (coal, fertilizer, sugar, gypsum, agricultural products), break-bulk form (bagged cement, bagged sugar, steel plates/pipes, project cargo), liquid cargo(crude oil, edible oil & crude palm oil) and containers.



Project Cargo



Agro Products



Cement



Bulk Coal



Containers



Chemical Fertilisers



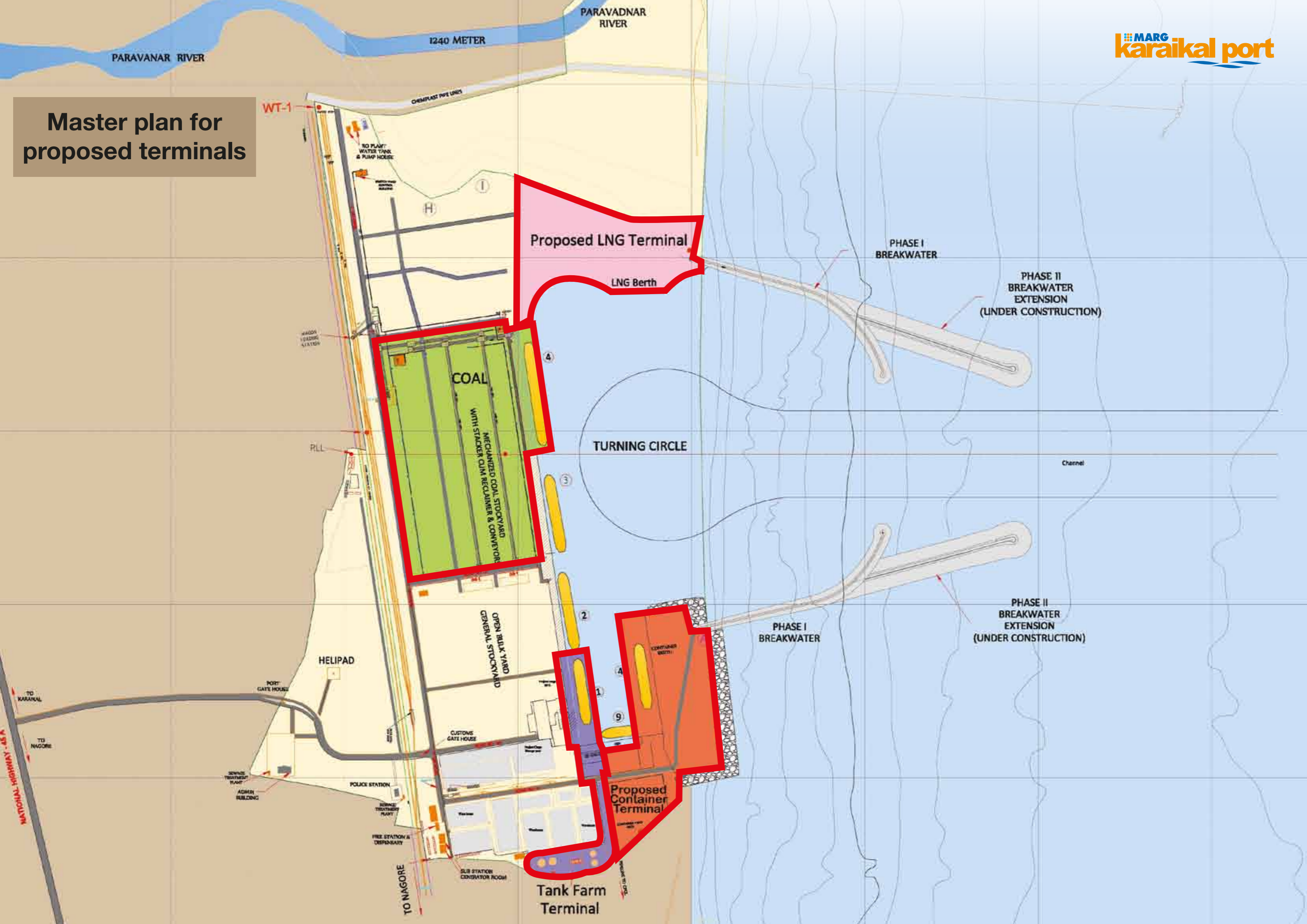
# TERMINALISATION

Exploring strategic partnerships for synergy in cargo operations.

To bring about synergy in cargo operations and thus enhance the volumes, MARG Karaikal Port is looking to enter into strategic tie-ups/partnerships with various cargo owners, ship owners, traders & other interested operators.



Master plan for  
proposed terminals



## Advantage Terminalisation

- Ensures minimum guaranteed cargo, mitigates risk of slowdown
- Better returns for investors – higher volumes/ higher berth utilization
- Rapidly increases utilization levels – enhances cargo traffic to match the immediate capacity of 28 MTPA
- Ease in Port Management – from operational & technical stand-point
- Opportunity – neighboring ports, Chennai and Tuticorin operating at peak levels
- Scope for developing new terminals for further capacity expansion
- Manifests an overall efficiency in the supply chain



Terminalisation in our scope will involve entering into strategic tie-ups / partnerships with various cargo owners / ship owners / traders / other interested operators to bring about synergy in cargo operations thus enhance volumes.

MARG Karaikal Port is keen to venture into terminalisation with prospective clients by inviting them to utilize the available infrastructure or to develop new infrastructure. **It is planned to lease out the terminals through tailor made customized models.**

With companies dealing in Coal, Fertilisers, Agri products, Liquid cargoes, Containers & LNG keen to collaborate with us various terminal options are being explored on priority.

## Berth no.4 - Coal terminal

With back up area & mechanized coal handling system to be used for Coal Terminalisation.

### Coal Terminal

Capacity upto 10MMTPA

#### *Existing infrastructure*

- One berth 380m long x 35 m width
- Depth alongside (-)14.5 mtrs
- 2 x Ship unloaders 2000MT/Hr capacity each
- Conveyor system – 4000 MT/hr capacity
- 2 x stacker cum reclaimers – capacity 4000/2500
- Wagon loading system with in-motion weigh bridge
- Truck loading system with weigh bridge
- Existing cargo potential – 5MMTPA



## Proposed berth no.6 - LNG terminal

To be built on the northern side with little back up area , to be used for LNG terminalisation.

### LNG terminal

Capacity – 3 MMTPA rampable to 5 MMTPA

#### *Existing infrastructure*

- Undeveloped area of around 150 acres, north of the port suitable for both land based & FSRU based LNG terminal
- Rampable port facilities
- Pipeline network of 260 kms (GAIL's cauvery basin network) running just outside port.
- Current market demand of over 1 MMTPA & future demand of about 3.5MMTPA by 2018



## Proposed berth no.10 - Container terminal

To be built with back up container yard to be used for container terminalisation.

### Container Terminal

Capacity – 5MMTPA (0.4MMTEU)

#### *Existing infrastructure*

- Container yard about 70000 sq.m
- Mobile harbor crane to unload containers from vessel
- Demand of 0.37MMTEU by 2018, presently the port is handling containers in a small scale using Mobile Harbour cranes
- Reach stackers – 2 nos
- Berth of 160 mtrs X 20 mtrs. Space to construct another 300 mtrs long berth.
- Depth alongside (-)12.0 mtrs – can be extended to (-)14.5 at new berth.
- Common weigh bridges
- Common rail siding



## Berth no.1

Alongwith back-up area & tank farms to be used for liquid cargo terminalisation.

### Liquid terminal

Capacity – 2.5 MMTPA rampable to 7 MMTPA depending on cargo mix

#### *Existing infrastructure*

- Berth of 230 mtrs x 21 mtrs
- Depth alongside (-)14.5mtrs
- Crude unloading arm 12" with pipeline directly to CPCL tank.
- Existing crude oil demand of 0.4MMTPA.
- Fire fighting facilities as per OISD
- Pollution control equipments.
- Unloading hoses for Edible oil
- Edible oil tank farm with 4 tanks (2 x 3800cu.m + 2 x 5700 cu.m)
- 6 nos. truck loading stations for edible oil
- Existing edible oil demand of 0.2 MMTPA



Karaikal Port is considering various terminalisation options that can be customized to suit the investors depending on the terminal of choice.

However, the basic arrangement for terminalisation should consist of:

- Upfront fee
- Revenue sharing
- Usage fee for marine & other utilities
- Concession period
  - 15 - 25 years (negotiable)
  - Transfer back to port operator at the end of concession period
- On reaching 70% capacity utilisation the port operator can develop further facilities for same cargo with preference given to the existing terminal operator
- Service level agreements
- Participation in management of shared services
- Minimum guaranteed cargo per annum
- Compliance with all statutory regulations

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