
MEDIA RELEASE

15 May 2019**PSA'S BHARAT MUMBAI CONTAINER TERMINALS AND
CHENNAI INTERNATIONAL TERMINALS HOLD HYDERABAD TRADE MEET**

PSA International's subsidiaries Bharat Mumbai Container Terminals Private Limited (BMCT) and Chennai International Terminals Private Limited (CITPL) hosted a trade meet at Hyderabad, India on 10 May 2019. This is the first time port operators from Mumbai have visited Hyderabad to hold a trade meet.

The trade meet was attended by around 80 exporters, importers, freight forwarders, shipping lines and trade associations. The event was also a successful business networking session for the trade fraternity, and a platform for active discussions on meeting the varying business needs of shippers.

In his opening address, Mr Mike Formoso, Managing Director, PSA India, said, "I am pleased to welcome the trade community to BMCT and CITPL's first trade meet in Hyderabad. Through this event, we hope to raise the awareness of the PSA terminals operating in India and to hear firsthand from the trade members on their requirements and experiences for ports. I look forward to creating further avenues for collaboration through the discussions at this event."

The trade meet showcased the state-of-the-art facilities and the services provided by both BMCT, the newest terminal in Jawarharlal Nehru Port, and CITPL, the most productive terminal on the east coast of India.

Mr Sivakumar K, General Manager, BMCT, said, "As the newest terminal in the Jawarharlal Nehru Port (JNP), BMCT has added much needed capacity and operational flexibility to meet the trade's demands. BMCT provides class-leading productivity levels, superior facilities in the form of a dedicated access route and 1,000 metres of continuous wharf length for vessel berthing, and unique service advantages such as having no restrictions on move count, including on Reefers and Out-of-Gauge (OOG) containers. With a growing market share, BMCT is fast becoming a game-changer for the Indian logistics sector, with a further advantage as the only terminal in JNP that can handle the 1.5km double stack capable Dedicated Freight Corridor (DFC) trains."

Capt T Madhanmohan, General Manager, CITPL, shared, "CITPL is the busiest, most efficient and leading container terminal on the eastern coast of India, thanks to its excellent infrastructure, connectivity and services. In addition, CITPL's unique on-dock

rail siding allows it to provide timely rail connectivity for its customers, and to serve the hinterland in a better and more cost-efficient manner.”

An interactive Q&A session followed by dinner summed up the event. The trade community was very appreciative of PSA India directly engaging them, showing its willingness to work together with the trade to find effective solutions.

Mr Ahmed Shaik, Branch Manager, Ocean Network Express (ONE) and General Secretary, Hyderabad Steamer Agents Association (HYSAA), said, “This is the first trade meet by a terminal operator from Mumbai, to engage the trade partners in Hyderabad and to explain to us the various initiatives. I look forward to the expansion of the Hyderabad - Chennai trade lanes, and to take advantage of the seamless connectivity and services offered for reefer cargo from Hyderabad to BMCT.”

Officials from the Container Corporation of India Ltd. (CONCOR) highlighted that both CONCOR Hyderabad and BMCT were working on possibilities of dedicated trains with fixed schedules which would benefit the trade tremendously. They encouraged the trade to work together with CONCOR to increase the cargo moved by rail in lieu of road to take advantage of cost and time efficiencies.

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About PSA's Bharat Mumbai Container Terminals

PSA's Bharat Mumbai Container Terminals (BMCT) is located in Jawaharlal Nehru Port (JNP) in Maharashtra, India's largest and premier container gateway. The terminal is equipped with the latest technology to offer customers fast turnaround of their vessels and is also well-connected by major highways and rail networks to key markets in Maharashtra, Gujarat, and the National Capital Region of India. It serves the important industrial and manufacturing centres and cities in Northwest India, as well as India's largest hinterland with a population in excess of 400 million. BMCT's Phase 1 development has a quay length of 1000 metres and the deepest berths at JNP, capable of handling super post-panamax vessels. When fully completed, the terminal will have a berth length of 2,000 metres.

About PSA International

PSA International (PSA) is a leading global port group and a trusted partner to cargo stakeholders around the world. With flagship operations in Singapore and Antwerp, PSA's portfolio comprises a network of over 50 coastal, rail and inland terminals in 17 countries. Drawing on the deep expertise and experience from a diverse global team, PSA actively collaborates with its customers and partners to deliver world-class port services alongside, develop innovative cargo solutions and co-create an Internet of Logistics. As the partner of choice in the global supply chain, PSA is "The World's Port of Call". Visit us at www.globalpsa.com.

****Note to Editors: PSA dropped the name of "Port of Singapore Authority" in 1997 when it became a corporatised entity. The company should be referred to as "PSA International Pte Ltd" or "PSA".***

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Photos



