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## NEWS RELEASE

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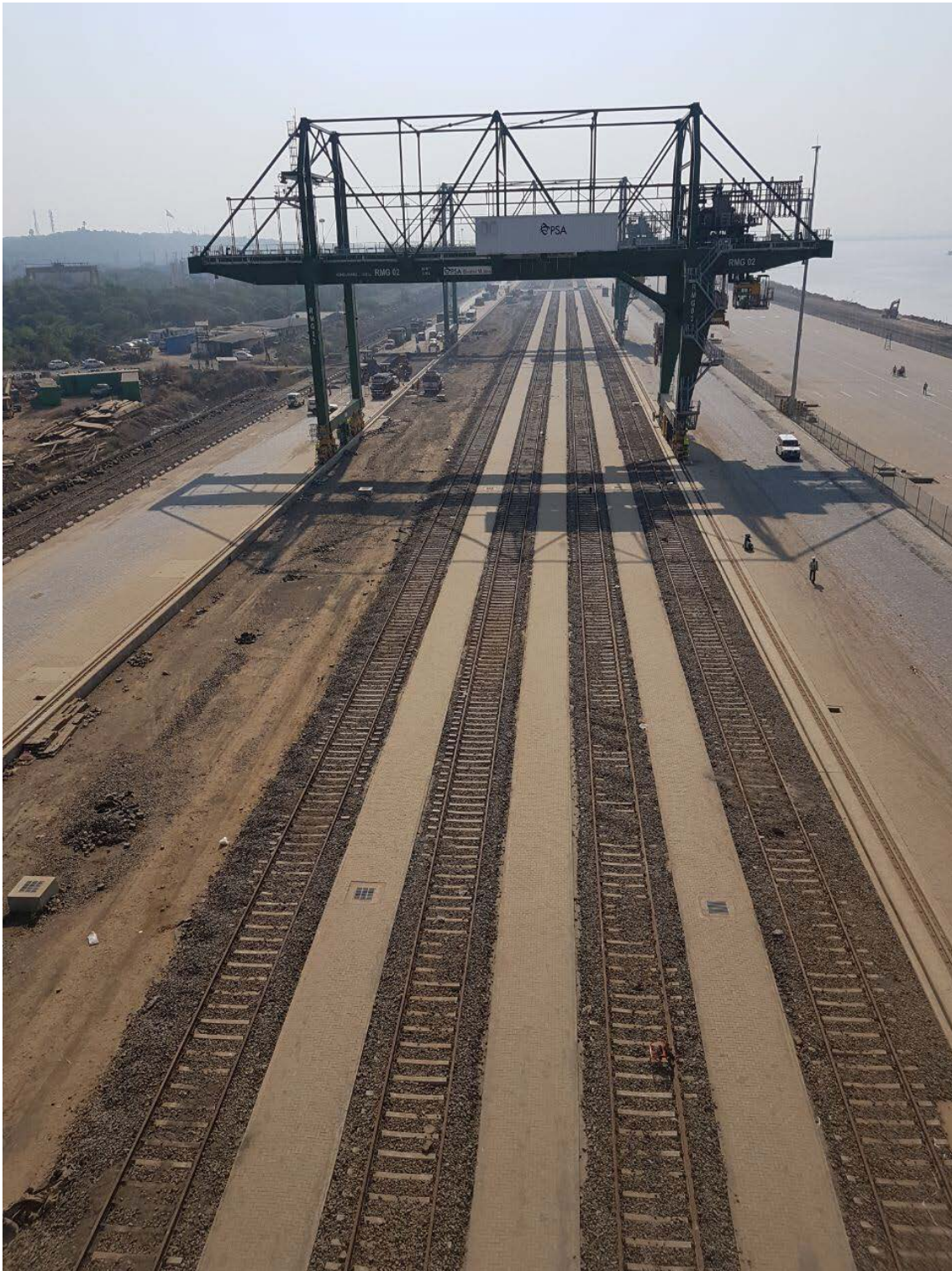
### **BHARAT MUMBAI CONTAINER TERMINALS PRIVATE LIMITED AND CONCOR CORPORATION OF INDIA SIGN MOU FOR THE HANDLING OF DEDICATED CONTAINER TRAINS**

Bharat Mumbai Container Terminals Private Limited ("BMCT") and Container Corporation of India ("Concor") today signed a Memorandum of Understanding ("MOU") to launch dedicated shuttle trains running between BMCT and Concor's Rail Transshipment Hubs ("RTH") at Kathuwas and Jakhwada to consolidate containers railed between BMCT and North and West India.

BMCT will designate the Kathuwas and Jakhwada RTHs as BMCT's inland extended gateways for North and West India whilst Concor will ensure competitive rail freight costs and transit times between BMCT and the RTHs in addition to providing competitive pre / on-carriage rail options. The aggregation of all North and West India-destined boxes onto a single train at BMCT in the gateway port of JNPT will enhance train utilisation . At the same time, Concor will also be given priority handling of its trains at BMCT. The speedy transshipment at Concor's RTHs will ensure boxes reach their destination on time. The end result is that shipping lines using BMCT's rail terminal can enjoy a higher service level overall at a much more competitive cost.

BMCT's rail facilities will be the largest in India and the only on-dock Dedicated Freight Corridor ("DFC") compliant facilities in JNPT, capable of handling 1.5km long, 360 Twenty-foot Equivalent Unit ("TEU") container trains on completion of the DFC.

Concor and BMCT will also provide two further enhancements to the service offering. Firstly, Dronagari Rail Terminal ("DRT") will be designated as a Direct Port Delivery ("DPD") point for longer stay import boxes, removing traffic from the roads and providing a more effective evacuation option. Secondly, BMCT will work in partnership with Concor to offer shipping lines domestic repositioning of their empty containers, a service currently not available at terminals in JNPT due to the lack of capacity.



BMCT's railyard

Mr Kalyana Rama, Chairman and Managing Director of Concor, said, "The percentage of rail cargoes handled at JNPT, despite the benefits of rail versus road, has continued to decline to a figure of 12% recently. Concor has made significant investments in Multimodal Logistics Hubs and Rail Transshipment Hubs in several locations to extend its market reach and service offering to the trade, complementing BMCT's investment in its rail facilities. By working together to provide superior service levels and offerings via our RTHs, we have no doubt that rail percentage in JNPT



will see a major upswing with the commissioning of BMCT and we aim to see 35% of volumes at BMCT handled by rail once the DFC is completed.”

BMCT’s CEO Mr Suresh Amirapu, said, “Concor and BMCT are partnering alongside each other to open a new chapter in the handling of rail containers at JNPT. This partnership between India’s largest and most advanced rail container terminal facility at BMCT and with Concor, India’s largest container train operator, will bring a significant enhancement in service levels to the trade. We also eagerly await completion of the DFC to unleash the full benefits of our facility.”



BMCT is nearing completion

## **ENDS**

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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. 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. The development of BMCT, JNP's fourth container terminal, will cater to the ever-increasing demand for container handling capacity, boost export / import trade and increase economic activities between India and other countries. When BMCT is fully completed, it will have a berth length of 2,000 metres and the deepest berths in JNP to handle large super post-panamax vessels. It will also be equipped with the latest technology and equipment to offer customers fast turnaround of their vessels. BMCT is well-connected by major highways and rail networks to key markets in Maharashtra, Gujarat, and the National Capital Region of India. Phase 1 of BMCT is expected to commence operations by end of 2017.

### **About PSA International**

About PSA International As one of the leading global port groups, PSA participates in around 40 terminals in 16 countries across Asia, Europe and the Americas with flagship operations in PSA Singapore Terminals and PSA Antwerp. PSA strives to continue growing its port network alongside its shipping line customers and become the preferred partner to port stakeholders across the world. Employing the finest talents in the industry, PSA delivers reliable and best-in-class service to its customers and develops win-win relationships with its partners. As the port operator of choice in the world's gateway hubs, PSA is "The World's Port of Call". Please visit us at [www.globalpsa.com](http://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".*