

Annual Report 2022 - 23



A large, light gray illustration of a crane or tower structure, positioned on the left side of the page. It features a tall vertical tower with a lattice structure and a horizontal arm extending to the right, ending in a hook mechanism.

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Corporate Information

BOARD OF DIRECTORS

Shri Rajiv Agarwal
Director & Chairman of the Board

Capt. B. S. Kumar
Independent Director

Dr. Jose Paul
Independent Director

Shri Nikhil Naik
Nominee Director

Shri Bhaven Bhatt
Non-Executive Director

Shri Amit Bapna
Non-Executive Director

KEY MANAGERIAL PERSONNEL

Shri Ankush Goyal
Manager and Chief Financial Officer
(up to July 10, 2023)

Shri Perumal Konar
Manager and Chief Financial Officer
(w.e.f. July 11, 2023)

Shri Bhawani Shankar Thanvi
Company Secretary

AUDITORS

MSKA & Associates,
Chartered Accountants Floor 2,
Enterprise Centre,
Nehru Road, Near Domestic Airport,
Vileparle (East), Mumbai 400099,
Maharashtra, India.

REGISTRARS & TRANSFER AGENTS

Data Software Research Company
Private Limited 19,
Pycroft Garden Road,
Off Haddows Road, Nungambakkam,
Chennai 600006.
Tel: + 91 44 2821 3738, 2821 4487
Fax: +91 44 2821 4636
e-mail: essar.ports@dsrc-cid.in

AUDIT COMMITTEE

Capt. B. S. Kumar (Chairman)
Dr. Jose Paul
Shri. Nikhil Naik

STAKEHOLDERS' RELATIONSHIP COMMITTEE

Shri. Rajiv Agarwal (Chairman)
Capt. B. S. Kumar
Dr. Jose Paul
Shri. Nikhil Naik

NOMINATION AND REMUNERATION COMMITTEE

Shri. Rajiv Agarwal (Chairman)
Dr. Jose Paul
Capt. B. S. Kumar
Shri. Nikhil Naik

CORPORATE SOCIAL RESPONSIBILITY COMMITTEE

Shri. Rajiv Agarwal (Chairman)
Dr. Jose Paul
Capt. B. S. Kumar
Shri. Nikhil Naik

REGISTERED OFFICE

Salaya Administrative Building 44 KM,
P. O. Box No.7, Salaya, Taluka Khambhalia,
District Devbhumi Dwarka, Jamnagar,
Gujarat 361 305, India.
Tel: +91 2833 664440 - Fax: +91 2833 661366
e-mail: epl.secretarial@essarport.co.in

CORPORATE OFFICE

Essar House, 11, K. K. Marg, Mahalaxmi,
Mumbai 400 034, Maharashtra, India.
Tel: +91 22 6660 1100 / 4001 1100
Fax: +91 22 2354 4330
e-mail: epl.secretarial@essarport.co.in



Chairman Message

Factors that drive the Global Economy

The business environment is facing a myriad of challenges. The Global economy faces unprecedented challenges of increasing debt burden, high inflation, disruptions in global supply chains, burning issue of the moment Russia – Ukraine war and its impact, geopolitical tensions, which all play a major role on how global supply chains will evolve.

In the coming era of supply chain disruptions and infusion of new technologies, infrastructure and service levels must keep pace to deliver the desired results. India can be a solution as an alternate manufacturing hub to the world. However, the same will need support of policy and speed of implementation.

At the same time Carbon-neutrality with energy transition will see adoption of green infrastructure with sustainability at the core (mechanized terminals, hydrogen & green economy and EV will gain prominence). In the wake of this our Ports and Terminals need to be ready for this shift with multimodal connectivity, green ports with integration of renewable energy, hydrogen transportation through Ammonia and digitization of supply chain.

We are focused on reinvesting in our existing operations and in **building new assets, with more efficient, carbon neutral and new-age technologies**, which will be sustainable and aligned to Essar's theme of **Energy Transition**.

Indian Ports Sector performance and what's in store?

Ports infrastructure investments particularly have a significant influence on a nation's GDP and

competitiveness. Indian Government has been playing significant role in boosting the maritime sector and has taken several measures to promote efficiency of ports through various policy initiatives.

During 2022-2023, on all India basis Indian Ports handled ~1445 MMT of cargo registering a growth of ~9.5% where the Indian Major Ports handled ~790 MMT of traffic, with a growth of ~10.4%. The year also saw JNPT becoming the first 100% landlord port of the Country.

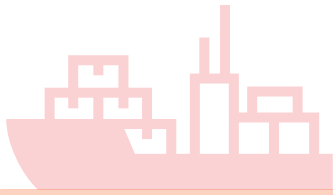
As India charts its way to USD 5 trillion economy and more, the focus will be on reducing logistics cost & enhancing efficiency, thereby improving India's competitiveness in the world economy and positioning India as global manufacturing & services hub.

Company Performance

Salaya Bulk Terminal Limited (SBTL) is the holding company of Essar Bulk Terminal (Salaya) Limited (EBTSL). EBTSL operates a 20 Million Tonne Port facility in Salaya Gujarat. SBTL has recorded revenue of INR 125 Cr. in FY 23 for cargo handling of ~2.0 MMT. The facility had low capacity utilization due to lower off take from key customers. Further this year Essar Bulk Terminal (Salaya) Limited repaid its lenders and became debt free. The Management is focused on improving capacity utilization, driving operational efficiencies and optimizing of operations to drive growth in cargo volumes and revenues.

Power Sector, Coal Imports and Salaya Outlook

Over the next few decades as Energy Transition happens in India and the renewable energy share in the overall energy mix is expected to rise. However, as India makes Energy Transition the coal imports is expected to continue at the existing Industries and Power Plants securing cargo flow from existing customers at Salaya. Salaya Terminal will act as a gateway for the Saurashtra Region as being the only all-weather deep draft dry bulk port terminal in the region.



The Terminal is located in Refinery and Petro Chemical hub of India and enjoys integration with Power Plants which are expected to provide the based demand. It also has proximity to Soda Ash plants, Ceramic Manufacturing Hub of India, Other Manufacturing Industries and Gas pipeline which will provide significant upside for cargo and customer diversification. The outlook and opportunity for the Terminal is bright. **With huge expansion potential (particularly with Energy Transition at core) the facility has potential to be a mega trading and marine hub on the west coast of India.**

Committed to Health, Safety & Environment

The Company is focused on developing and operating assets that are environmentally friendly and offer world class infrastructure. The Company has an exemplary track record in health, safety and environment. The fact that it has achieved zero Loss Time Injury (LTI) during

the year shows the benchmarked safety protocols in its operations.

Transformation and Creation

We endeavor to create value for our stakeholders. I would like to express my sincere gratitude to the Board of Directors for their support and guidance, and to all stakeholders for their unwavering support during the year. We are well-positioned to continue to deliver value propositions through our state of the art services and end to end logistics solutions which will also ensure the growing needs of the economy are met. Let's begin our transformation journey.

Stay safe | Be Committed | Remain Focused

Rajiv Agarwal
Chairman

SALAYA BULK TERMINALS LIMITED – DELIVERING LOGISTICS EXCELLENCE

Salaya Bulk Terminals Limited (“the Company”) having (CIN: U61100GJ2014PLC078242) was incorporated on January 10, 2014 under the provisions of the Companies Act 1956. The registered office of the Company is located at Salaya Administrative Building, 44 KM, P. O. box 7, Taluka Khambaliya, District Dev Bhoomi Dwarka, Jamnagar, Gujarat 361305. Principal place of business of the Company is located at Salaya, Gujarat. The Company specializes in development and operations of ports and terminals for handling bulk and general cargo. The Company through its subsidiary Essar Bulk Terminal (Salaya) Ltd. (EBTSL) has developed a dry bulk port facility at Salaya in Gujarat with a capacity of 20 Million Metric Tonnes per annum.

The Company positively impacts the lives of all stakeholders including employees and the communities living close to its facilities. Community initiatives aim to enhance livelihoods through programs focused on entrepreneurship, education, empowering women, infrastructure, environment and health. It sees involving community leaders as key to success. Essar has transformed the neighboring areas of its operations by planting thousands of trees, laying water pipelines and improving ground water retention. Essar generates direct and indirect employment for thousands of people in the region it operates. The Company adheres to stringent Health, Safety & Environment standards wherever it operates.

- The Company is now focused on reinvesting in its existing operations and in building new assets, with more efficient, carbon neutral and new-age technologies, which will be sustainable and aligned to Essar’s theme of Energy Transition.
- Diversifying cargo profile and expansion at Salaya Port is planned with Railway connectivity, Green Energy (LNG & Green Ammonia) and clean commodities handling being next steps.
- The Company is incorporating digital transformation and technology to provide its customers with a sustainable competitive edge.

SALAYA TERMINAL (20 MMTPA – OPERATIONAL):

The Company through its subsidiary Essar Bulk Terminal (Salaya) Ltd. (EBTSL) has developed a dry bulk port facility at Salaya in Gujarat with a capacity of 20 Million Metric Tonnes per annum. The facility is a world-class marine infrastructure project with a state-of-the-art material handling facility. In addition to the cargo handling services the facility also provides marine services such as tugs and pilotage.

Commissioned in FY 2017 – 2018, the facility’s proximity to the Jamnagar petrochemical cluster assures its access to potential customers such as manufacturing units and refineries, thermal power plants, soda ash plants, coal traders and bauxite exporters in the region. Sufficient land is available for the expansion and customization of storage areas for different commodities and as per customer needs.

The facility is capable of handling capsize ships and is integrated to feed the coal supply to two Power plants in the region facilitating in generation of 1710 MW. It is capable of handling commodities like coal, coke, bauxite, limestone, fertilizer etc. and has flexibility to both import & export cargo. The stock yard integrated with Salaya Port Terminal is 50 Km away (towards Okha Highway) from Jamnagar and well connected with Jamnagar – Okha State Highway.

The facility has 385 meters long jetty and is equipped with Screw Unloaders, Ship Loader, closed conveyor systems ~12.8 km, Stacker cum Reclaimers and sufficient Stockyard Capacity with eco-friendly Dust Suppression and Extraction Systems which enable efficient handling of cargo. Sufficient Land available for expansion and customizing storage area for different commodities/customers.



SALAYA: GATEWAY FOR INDUSTRY & TRADE IN SAURASHTRA REGION

Only deep draft facility of Saurashtra (Gujarat) for handling of dry bulk commodities.

<p>★</p> <p>20 MMTPA Capacity</p>	<p>★</p> <p>Up to 14.5 m operational draft at the terminal capable of handling post panamax/ capesize vessels</p>	<p>★</p> <p>Revenue recorded for cargo handling of ~1.99 MMT in FY23</p>	<p>★</p> <p>Integrated with more 1700 MW of Power Plant capacity in the region</p>
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DESCRIPTION

A world-class marine infrastructure with environment friendly state-of-the-art material handling facilities for dry bulk cargoes at Salaya, Gujarat, India ensuring efficient Ship Turnaround and economies of scale to the customers. Salaya is the only all-weather direct berthing port in southern part of Gulf of Kutch for Post Panamax/ Cape Size Vessel. Jetty is capable of handling 20 MMTPA of dry bulk cargo.

The jetty is located in the Salaya Harbour, which is naturally protected by two islands – Kalubhar Tapu and Dhani Bet. Proximity to Jamnagar Petrochemical Cluster gives the terminal access to the potential customers in the region- Manufacturing Units & Refineries, Thermal Power Plants, Soda Ash Plants, Coal Traders and Bauxite exporters. Salaya port facility is capable of mechanized handling of both export and import cargo through same conveyor system.

The facility was commissioned on 07th December 2017.

With huge expansion potential the facility has potential to be a mega trading and marine hub on the west coast of India.



SERVICES

Dry Bulk Cargo Handling

Facility is equipped with the best in class mechanized handling system for handling various dry bulk cargo like coal, pet coke, limestone, clinker, bauxite etc. It has high speed ship unloaders and ship loaders, mechanized handling at berth & conveyor for transport to mechanized storage yards.

Marine Services

EBTSL extends all kind of marine & vessel related services on demand to the vessel.

FACILITIES

- **Marine Infrastructure**

- 385 meters berth that can accommodate cape vessels
- 14.5 meters draft alongside berth
- Naturally sheltered harbour
- 3 Nos. dedicated tugs for vessel movements.
- 1 Floating crane & 4 barges & tugs for lighterage operations at anchorage
- VTMS: The terminal also operates on VHF channels 16 and 69.

- **Cargo Handling Facilities**

- Mechanized cargo handling at berth
- For Imports - 2 X 2500 TPH ship unloaders
- For Export - 1 X 1500 TPH ship loader
- 15 km fully mechanized conveyor system
- 3 X Stackers cum Reclaimer (2500/1800 TPH each)
- 1 X Stackers cum Reclaimer (4500/1800 TPH each)
- 6 Weighbridges of 60 MT each.
- Fleet of Equipment for cargo compaction, intercarting, stacking and loading.

- **Storage Facilities**

- Separate yards for imports & export cargo
- Storage space for 15 Lakhs+ MT cargo
- Space for further yard development available as per requirement
- Water sprinklers & Fire Fighting systems

- **Other Facilities**

- 24 X 7 security & CCTV access on request
- Desk space to customer representative on request
- Coal screening facilities available



CERTIFICATIONS



CONNECTIVITY



ROAD:

Dedicated corridor is available for cargo movement connecting port to the state highway which is 4 Km away from port.

EBTSL is 50 KM from Jamnagar & 140 KM from Rajkot.

CONVEYOR:

Dedicated integrated conveyor for cargo movement to the nearby power plants.



AIR:

45 KM from Jamnagar airport & 140 KM from Rajkot airport.

RAIL:

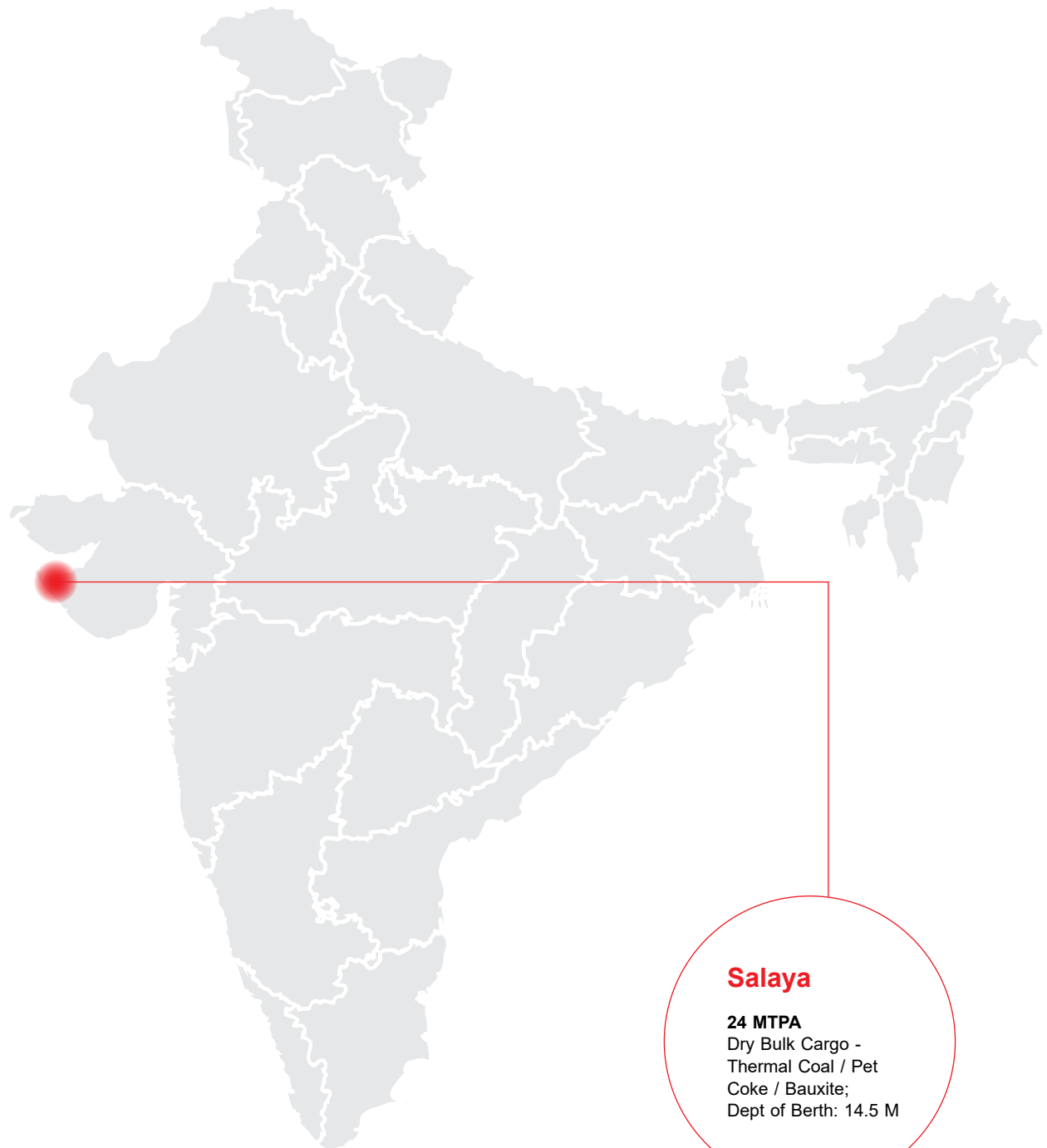
Salaya is located approximately 14km from the Jamnagar-Okha line. Rail connectivity to the port is in progress and alignment has been finalised.

Public railway siding at Moti Khavdi (24 Km) is available for rake loading.



MILESTONES IN 2023

- Cumulative cargo handling crosses 15.65 MMT of Cargo since commissioning
- Cumulative ships handled crosses more than 163 Nos since commissioning
- Concluded repayment of INR 1,040 Cr. to lenders





Salaya Bulk Terminals Limited

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Mumbai - 400034