

पोल आन्टोनी

अध्यक्ष

PAUL ANTONY

CHAIRMAN

MCL-MEM'S OFFICE

Inward No. 1874/23



Date:.....

Marked to:.....

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E: 30 DAYS

DO No:TM/Trade Promotion/2012 dated 23-4-2012

F: TO FILE

कोचिन पोर्ट ट्रस्ट

विलिंगडन आइलैंड कोचिन 692000, भारत

COCHIN PORT TRUST

WILLINGDON ISLAND COCHIN - 692 000, INDIA

I am happy to inform you that Cochin Port increased its throughput by 12.4% to 20 million tonnes in 2011-12 and expects to further increase this to 50 million tonnes in 4 years time. This growth is expected to come from the expansion project of Kochi Refinery, increases in throughput from the already commissioned International Container Transshipment Terminal, the commissioning of the LNG terminal and some other projects.

Since the "Emerging Kerala" event is planned in September, 2012 I am listing out these new projects for possible inclusion in your events:

- A 4 million tonne per annum General Cargo Berth
- A Ship Repair Yard with 45 acres of land and 850 metres of waterfront
- A 102 acre Free Trade Warehousing Zone
- A 4 million tonne per annum Liquid Cargo Terminal in Puthuvypeen
- A 1 million tonne per annum Cement Bagging Plant

I am also happy to inform you that we are seriously considering a proposal from your company, Malabar Cements Ltd.(MCL), to set up a logistics hub on 8 acres of land in the Port that will help MCL to procure its raw materials and other requirements from around the globe. The plans ultimately involve around 200 vessel calls a year, also making construction of a dedicated berth necessary; this could bring MCL Section 80IA Income tax benefits also. Apparently MCL has only an 8% share in the cement market in Kerala; the Kerala market is widely acknowledged to offer a Rs.20-50 per bag premium over other State markets, and Cochin Port itself has 2 cement bagging plants of companies trying to cash in on this premium. Therefore, I feel that the MD, MCL, Shri Padmakumar's idea of investing in this logistics hub will help moderate the cement prices in the State and benefit both the Government as well as the people of Kerala by helping to make construction cheaper. This project could also be a key "Emerging Kerala" event.

*Regards,*

Yours sincerely

*Paul Antony*  
PAUL ANTONY

Shri V. Somasundaran, IAS  
Addl. Chief Secretary,  
Industries Department,  
Government of Kerala,  
Secretariat,  
Thiruvananthapuram

✓ Copy to: Shri Padmakumar, MD, MCL