

Indian Bunker Market



Presented by:
Chandan Samaiyar
Chemoil Adani

Overview

- **Changing Scenario**
- **Indian Ports**
- **Gujarat Ports**
- **Bunker supply at Gujarat Ports**
- **Bunker supply at other Indian Ports**
- **Future Outlook**

Indian Bunker Market

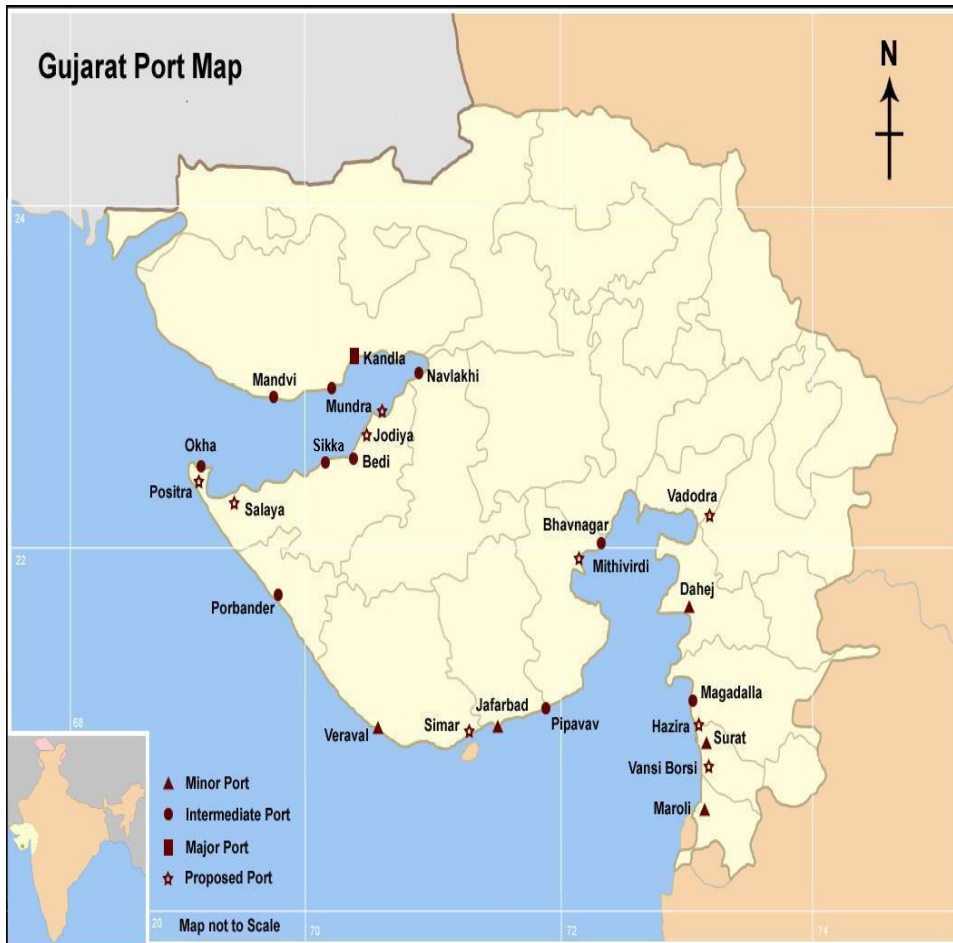
2006	Today
380cst not available	380cst available
Specs as per Indian Specs	Specs as per ISO 8127:2005
Bonded Bunker volume : 0.20 million mt	Bonded Bunker volume : 1.20 million mt
Very high prices	Competitive Price
Inadequate infrastructure	World class infrastructure
Supplier – Only State owned oil company	Private sector playing active role as bunker supp
High taxes	Reduced / waived taxes
Fixed fortnightly price	Daily variable price

Indian Port Scenario



- Coastline of 7515 KM
- 12 Major Ports (State Owned)
- Kandla, Mumbai, JNPT, Goa, Mangalore, Cochin, Tuticorin, Chennai, Ennore, Vizag, Paradeep & Haldia
- Mundra Emerging as Major Ports
- 4 Intermediate Ports
- Kakinda, Gangavaram, Krishnapatnam & Nagpatnam
- 183 Minor Ports

Gujarat Ports



- Major ports in Gulf of Kutch are Kandla and Mundra
- Other ports include Sikka, Navlakhi, Vadinar & Bedi
- Important ports in Gulf of Khambat are Pipavav, Dahej, Magadalla & Hazira

Gujarat Ports: Fuel Supply

- **Products available are :**
 - 1. IFO 380cst (RMG 380)**
 - 2. IFO 180cst (RME 180)**
 - 3. MGO (DMA)**
- **Specification: ISO 8217: 2005**
- **Supply comply Annex VI Protocol of MARPOL 73/78**

Gujarat Ports: Fuel Supply

- **Supply at Mundra by pipeline**
- **Simultaneous bunker supply during cargo operation**
- **Supply at Kandla, Sikka, Vadinar, Navlakhi and Bedi by barge only**
- **3 to 4 days notice required for Barge scheduling**
- **Supplies at other ports can be arranged with 7 days notice during fair weather**

Gujarat Ports: Fuel Supply

- **Price: Improving competitiveness against other international ports however changes on daily basis.**
- **MSDS handed over before bunkering**
- **Drip sampler used for sampling**

Infrastructure: Mundra

- **Storage Tank**
 1. **IFO: 4 x 15000 MT & 3 x 3000 MT**
 2. **MGO: 1 x 15000 MT & 1 x 3000 MT**
- **12” bunkering pipeline at all 12 jetties at Mundra Port**
- **Pumping rate of 250 MT per hour**
- **Simultaneous two bunker supplies at a time**

Infrastructure: Mundra

- **Dedicated barge berth at Mundra Port**
- **Barges:**
 - 2 of 3000 MT**
(Double Hull, Twin Screw, 250 MT per hour)
 - 1 of 1350 MT (100 MT per hour)**
 - 3 of 500 MT (100 MT per hour)**

Other Indian Ports: Fuel Supply

Mumbai	52 million mt Cargo
Traffic	2000 vessels per year
Product	IFO 380, IFO 180, MGO
Specification	RMG/Indian Specs/DMA
Supply Mode	Barge with capacity of 1500 MT
Limitation	Barge loading by tank trucks
Price	Fortnightly for IFO 180 & MGO; Daily for IFO 380



Other Indian Ports: Fuel Supply

Chennai	57 million mt Cargo
Traffic	2000 vessels per year
Product	IFO 380, IFO 180, MGO
Specification	RMG/RME/DMA
Supply Mode	Barge with capacity of 1000 MT
Limitation	Anchorage supply during Fair weather
Price	Fortnightly for IFO 180 & MGO; Weekly for IFO 380; Competitive



Other Indian Ports: Fuel Supply

Vizag	64 million mt Cargo
Traffic	2400 vessels per year
Product	IFO 380, IFO 180, MGO
Specification	RMG/RME/DMA
Supply Mode	Barge with capacity of 1000 MT
Limitation	Very High Price due to VAT
Price	Fortnightly for IFO 180 & MGO; daily for IFO 380



Other Indian Ports: Fuel Supply

Haldia	54 million mt Cargo
Traffic	2000 vessels per year
Product	IFO 180, MGO
Specification	RME/DMA
Supply Mode	Barge with capacity of 1200 MT
Limitation	380cst not available
Price	Fortnightly for IFO 180 & MGO; Competitive

Other Indian Ports: Fuel Supply

- **JNPT – No arrangement for bunker supply**
- **Goa – Limited bunker at jetty by tank truck.
High price / Indian specs**
- **Mangalore – Limited bunker at jetty by tank truck.
High price / Indian specs**

Other Indian Ports: Fuel Supply

- **Cochin – Barges available / Moderate price / 180cst, MGO with Indian specs**
- **Tuticorin – Limited supply by Tank Truck / High price / 180cst , MGO with Indian specs**
- **Paradeep – Limited supply by Tank Truck / Very high price / 180cst, MGO as per Indian Specs**

Indian Bunker Market: Trends

- **Paradigm shift is taking place in Indian bunker market**
- **The conventional method of supply by truck is being replaced by world class infrastructure**
- **Prices are becoming competitive**
- **ISO specs are being made available at all ports**



Indian Bunker Market: Outlook

- **Proactive Government - Tax exemptions under consideration.**
- **Bunker industry has emerged as potential industry for growth.**
- **Infrastructure is being improved.**
- **380cst is being made available at major ports.**
- **Higher capacity barges are being introduced.**
- **Prices are becoming Competitive.**



Thank You



CHEMOIL ADANI