

Trade Advisory - ICD Birgunj, Sirsiya Dryport to be operated by Pristine

13th July 2020

Dear Stakeholder,

It gives us immense pleasure reaching out to you today. We strongly feel that we are beginning a journey with you that will be mutually fruitful and enriching.

Pristine was the leading bidder for the contract of ICD Birgunj and has signed the Agreement with Nepal Intermodal Transport Development Board (NITDB). We shall be **taking over the Operations & Management of the ICD with effect from 7th August, 2020.**

We are very excited with this opportunity to be your service provider

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About Pristine

Pristine is India's leading end-to-end integrated logistics service provider with state-of-the-art terminal infrastructures backed with cutting edge technology. It is a multi-dimensional professional logistics services organization and is operating in entire gamut of logistics industry, providing services through owned asset. Pristine possesses ISO 9001:2015, ISO 14001:2015, BS OHSAS 18001:2007, C-TPAT certifications.

Pristine is into full spectrum of logistics services – PFT/ICD/Rail Terminal Operation, Rail & Road Transportation, EXIM & Domestic services, Warehousing Solutions, Reefer solutions, M&R Services, Forwarding Services, first mile last mile transportation, other value-added services.

Pristine Group also has Container Train Operation license (A 50 Crore Pan India License from India Railways to own and operate Container Trains for 30 years) and provide regular rail services across the Indian Railways network.

Key services offered by Pristine are –

Terminal Services – Terminals are where we handle our standard and value-added EXIM logistics and bulk/ break bulk services. Key services at terminal include –

- Railing solution for import and export containers
- Container and cargo operations, including those required for customs examination, weighing, delivery, railing, warehousing, etc.
- Transit and bonded warehousing solutions

Rail Services – Pristine possesses a pan – India License from the Indian Railways to operate container trains from anywhere in India to anywhere. Pristine currently operates with **35 container trains**

Warehousing and Custom Facility – Pristine operates **5,00,000 sq. ft.** of Bonded and non-bonded warehousing facilities. All the terminals of Pristine have facilities for customs' documentation, examination, processing and clearance along with EDI facility.

Freight Forwarding - Pristine offers non – asset-based solutions but is presently focusing on distribution and delivery logistics of commodities moving predominantly by rail. Through Freight Forwarding, Pristine has been serving Nepalese customers both in Export and Import Segment.

Maintenance & Repair of Containers – Pristine offers M & R services to Shipping Lines. It has developed high skill sets in this area and is most preferred repair partner of all the shipping lines.

Road Transportation - Pristine operates **300+ road vehicles** connecting shippers with various stakeholders including terminals. All our vehicles are equipped with GPS to provide real time information on the whereabouts of the vehicles

About our Joint Venture Partners – Valley Group

Valley Group, a Multi – Dimensional Nepalese Business Conglomerate is head quartered at Balaju, Kathmandu and operates in the industries of Poultry Feed, Automobiles, Fast Food Chains, Information Technology, Construction & Building Materials, Cold Chains, amongst others. Valley operates through it's 20+ SPVs all across Nepal and is a renowned household brand. Valley's aim is to build sustainable and attractive returns for shareholders and investment partners by managing and deploying capital in areas where the company sees opportunity and add value.

Pristine and Valley Group have come together to form a Joint Venture which shall be Operating ICD Birgunj.

Our Aspirations

ICD Birgunj is the leading Inland Port of Nepal, handling more than 50% of Containerised Cargo of the company along with substantial portion of Bilateral Bulk cargo originating from India. Being the only rail linked port of Nepal, Pristine realizes that ICD Birgunj has a large impact and pivotal role to play in the Nepalese Trade & Economy.

We intend to transform ICD Birgunj into a center of excellence for Bilateral and International Trade by offering opportunities to entrepreneurs, producers and sellers to be globally competitive.

A multi-pronged strategy will be put in place to achieve our business mission. Pristine aims to convert ICD Birgunj to a model showcase terminal with implementation of international modern practices which shall be introduced at the ICD. Pristine proposes to extend all its facilities provided at different terminals to our proposed venture in ICD Birgunj. Our Strategy will focus on –

- Operational Excellence for Cost & Time Optimization
- De-bottlenecking the terminal infrastructure
- User-friendly Customer Interface through Automation and Customer Relations
- Strong Liaison with stakeholders to ensure Process Efficiency
- Effective Management Information System for more systematic approach
- Use of modern IT techniques
- Proper Security Arrangements for reducing losses due to damage, pilferage, theft etc
- Proper planning vis-à-vis environmental impact to nurture long-term sustainability

Our intent is to create a value-based environment of pro-activeness, round the clock services while promoting the brand equity of the Terminal to the trade. When customers think of ICD Birgunj, the words “**integrity**”, “**teamwork**”, “**leadership**”, “**responsibility**”, “**passion**” and, of course, “**pristine**” should resonate in their minds. Our focus shall stretch beyond commercial business angles and extend without limitation to Environment & Safety Standards, Social



Development, Trade Empowerment & Wealth Creation and human resource development. All this, while transforming ICD Birgunj into a world-class trade facilitation center.

Commencement of Operations

We shall be taking over the Operations of ICD Birgunj w.e.f **7th August, 2020**.

Commercial Settlements

It is important to note the cut-off date of 6th August, 2020.

Your commercial relations with the present Operator, i.e., Himalayan Terminals Pvt Ltd., shall end on 6th August. Therefore, we request you to address all commercial matters such as dues, waivers, disputes, etc. with the existing Operator by and before 06/08/2020.

We (as the new Operator) shall be having a fresh relationship with all esteemed customers in terms of Services as well as Commercials from 7th August, 2020 for all matters pertaining to ICD Birgunj.

Please note that we shall not be liable for any commercial matters that occurred or was transacted, at ICD Birgunj, before 7th August 2020.

Reach out to us at

We are happy to address your queries & concerns and are available at the below contact details:

Pristine Valley Dryport Private Limited,

Registered Address: Ward No. 16, Nayabazar, Kathmandu Metropolitan City, Nepal

Site Address: ICD Birgunj, Ward. No. 25, Birgunj Nagar Palika, Nepal

Website: www.pristinelogistics.com

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**Sincerely,
Team Pristine Valley Dryport**