

FESCO RUSSIA – INDIA LOGISTICS SOLUTIONS

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CEO DALREFTRANS

2024 SEPTEMBER 19

REFRIGERATED TRANSPORTATION



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» WE OFFER COMPREHENSIVE SOLUTIONS FOR PERISHABLE GOODS



COASTAL
TRANSPORTATION
(TG FESCO)



RAILWAY
TRANSPORTATION



INTERNATIONAL
FORWARDING



> 800 UNITS
SPECIALIZED ROLLING STOCK



> 5000
REFRIGERATED
CONTAINERS



OWN SVH IN THE PORT
OF VLADIVOSTOK



TRANSPORTATION IN
ONE REFRIGERATED
CONTAINER ALL THE
WAY FOLLOW- UP



CARGO INSURANCE
AND RESPONSIBILITY
FREIGHT FORWARDER



THE BEST DELIVERY
SPEED BY WORKING ON
ACCELERATED TRAINS


DALREFTRANS
INNOVATIVE COLD CHAIN

DALREFTRANS LLC CARRIES
OUT TRANSPORTATION OF
PERISHABLE GOODS AS
PART OF TG FESCO

THE ONLY OPERATOR
IN THE MARKET OF
REFRIGERATED
TRANSPORTATION, WHICH
CARRIES OUT DELIVERY
CARGO IN ALL DIRECTIONS
ON OWN ASSETS

» INDIA – RUSSIA HOLDS A LONGSTANDING AND TIME-TESTED PARTNERSHIP WITH EACH OTHER

- ◆ RUSSIA BECOMES INDIA'S FIFTH LARGEST TRADING PARTNER, INBOUNDS JUMP 5-FOLD
- ◆ MOSCOW HAS BECOME INDIA'S LARGEST SUPPLIER OF CRUDE OIL
- ◆ **\$15 Bn** INDIAN INVESTMENTS IN RUSSIA (ESTIMATED) IN 2022
- ◆ RUSSIAN OIL GIANT ROSNEFT ANNOUNCED A DEAL WITH INDIAN OIL TO SUBSTANTIALLY INCREASE OIL SUPPLIES TO THE FIRM

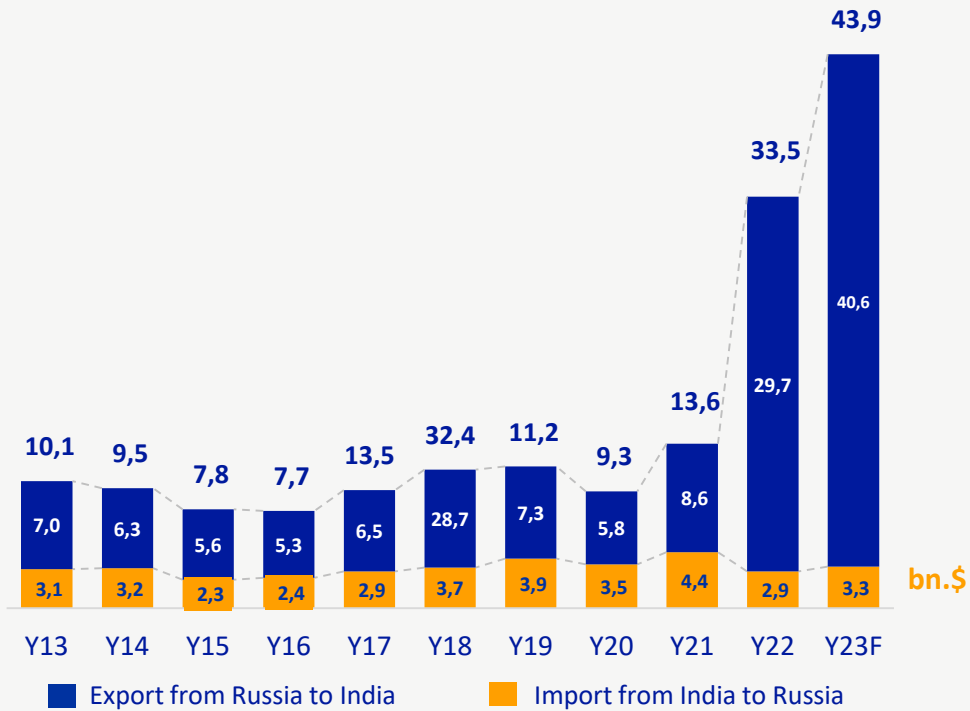


✓ THE SUDDEN JUMP IN **INBOUNDS** FROM RUSSIA, MAINLY **OIL AND FERTILIZERS**, WHICH BEGAN TO SURGE EARLIER IN **2022**, IS THE MAIN DRIVER BEHIND THIS INCREASE IN BILATERAL TRADE. **INDIA EXPORTS TO RUSSIA IS MAJORLY CONATIENERISED CARGO.**

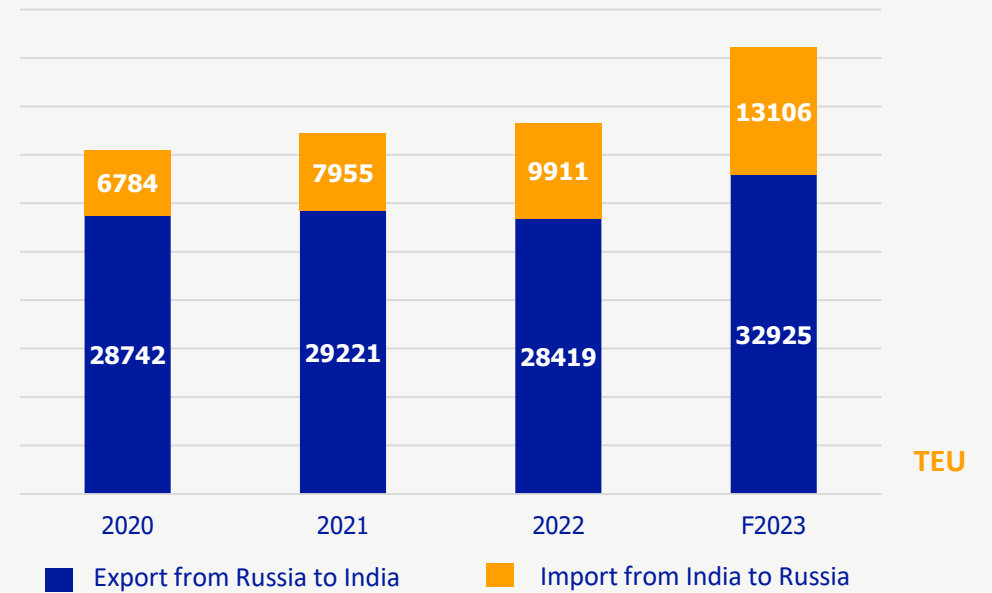
✓ IN INDIA, THE **TELECOMMUNICATIONS** SECTOR HAS ATTRACTED MOST INVESTMENTS FROM RUSSIA, WITH A **68% SHARE.**

INDIA'S SHARE IN THE CARGO TURNOVER OF RUSSIA INCREASED FROM 1.52% IN Y21 TO 5.02% IN Y22

RUSSIA — INDIA TRADE TURNOVER SHOWS GROWTH OVER THE LAST 2 YEARS



RUSSIA — INDIA CONTAINER TURNOVER DYNAMICS



MAJOR COMMODITIES ON THE INDIA – RUSSIA



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INDIA'S SHARE IN THE CARGO TURNOVER OF RUSSIA INCREASED FROM 1.52% IN Y21 TO 5.02% IN Y22



INBOUND TO INDIA FROM RUSSIA

- PAPER
- CHEM. NON-HAZARDOUS
- METALS
- RUBBER PRODUCTS
- STEEL PRODUCTS
- FIBER
- ASBESTOS
- TIMBER
- PLASTIC PRODUCTS
- MACHINERY/SPARES
- CARBON BLACK



OUTBOUND TO RUSSIA FROM INDIA

- ← TILES (ONLY FROM MUNDRA)
- ← RICE (ONLY FROM NHAVA SHEVA)
- ← CHEM. NON-HAZARDOUS
- ← MACHINERY / SPARES
- ← GUAR GUM PRODUCTS
- ← STEEL PRODUCTS
- ← PHARMACEUTICALS
- ← AGRI PRODUCTS
- ← RUBBER PRODUCTS
- ← GARMENTS
- ← TYRES WITH TUBES
- ← PLASTIC PRODUCTS
- ← POLYESTER PRODUCTS

INDIA AND RUSSIA. DEVELOPMENT OF TRADE AND LOGISTICS CHAINS



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INDIA IS ONE OF THE TOP 3 KEY PARTNERS OF RUSSIA IN FOREIGN TRADE OPERATIONS

FESCO INDIAN LINE EAST (FIL-EAST)

SERVICE FROM INDIA TO VLADIVOSTOK



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KEY ADVANTAGES



Dry and Refrigerated container shipments



FESCO Block trains to various Russia inland destinations



Minimal terms of cargo handling at terminals



Regular schedule

**BASED ON STEADY
RELIABLE &
REGULAR SERVICE**

TRANSIT TIME AND TARIFFS

FROM NHAVA
SHEVA TO

TRANSIT
TIME,
DAYS

VLADIVOSTOK

28

MOSCOW

40

NOVOSIBIRSK

37

YEKATERINBURG

38

KRASNOYARSK

36

IMPORT TO ST.PETERSBURG



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DEVELOPMENT OF MARITIME ROUTES

TO ST.PETERSBURG FROM	TRANSIT TIME, DAYS
VIZAG	50
CHENNAI/KATUPALI	47
TUTICORIN	44
COCHIN	42
NHAVA SHEVA	39
MUNDRA	22

- WEEKLY SERVICE FROM OUTPORTS TO MUNDRA
- ONLY 1 T/S ON THE WAY
- NO CALLS AT EU/SANCTION LIST COUNTRIES
- REASONABLE TRANSIT TIME












IMPORT TO NOVOROSIYSK



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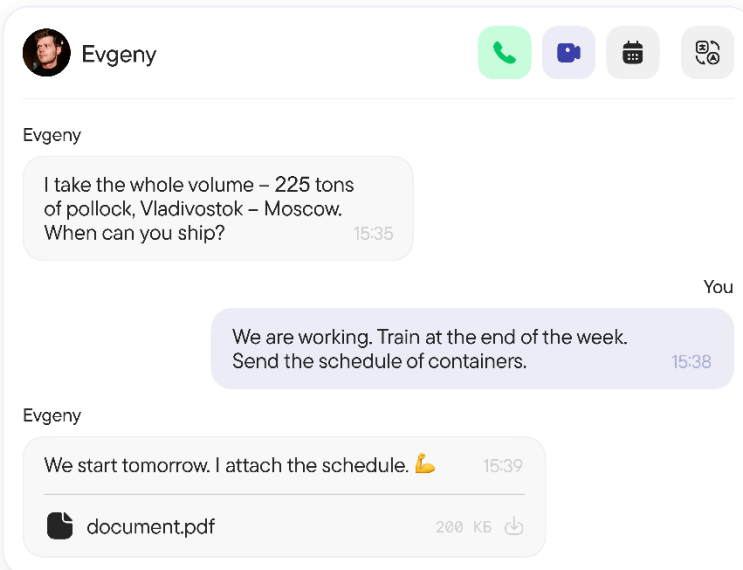
DEVELOPMENT OF MARITIME ROUTES

TO NOVOROSIYSK FROM	TRANSIT TIME, DAYS
VIZAG  	46
CHENNAI/KATUPALI   	43
TUTICORIN 	40
COCHIN 	38
NHAVA SHEVA      	21
MUNDRA 	17

- DIRECT CALL FROM NHAVA SHEVA AND MUNDRA
- WEEKLY SERVICE FROM OUTPORTS TO MUNDRA
- ONLY 1 T/S ON THE WAY FROM OUTPORTS
- NO CALLS AT EU/SANCTION LIST COUNTRIES
- REASONABLE TRANSIT TIME



FishStat



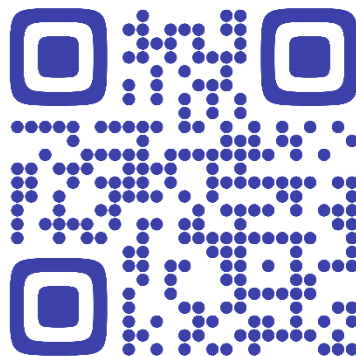
FISHCHAT

An effective tool for communication between participants in the fishing industry



Audio and video calls to FishChat, meeting planning functionality and built-in translator

fishstat.ru



All fisheries services in one place

B2B ecosystem of the fisheries industry

FishStat ecosystem



Auction trades



Complex logistics services



Sale of fish and seafood



Integration of services: EDMS*, CAC**, Audio-Video calls



Community of fishery professionals



Promotion tools, advertising and media



Price analysis and catch volume statistics



Storage services, cold storage terminals and warehouses

*EDMS – Electronic Document Management System

**CAC – Checking and Analysis of the Counterparty



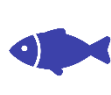
>150

companies are already working with us



>500

active members



>500000

tons of fish – sales volume through FishStat



>4500

million total value of all contracts

THANK YOU!



CONTACT US

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Multi-channel toll-free number in Russia

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