



Indian roots. Global reach.



Commodities

Chrome Ore & Concentrate

Introduction

Sara Group is India's leading business conglomerate with interests in commodities, textiles, infrastructure development and ports. With a dedicated team of over 1500 employees and offices in Beijing, Dubai, Zagreb, Belgrade, Cleveland and Johannesburg, the company is continually identifying new business opportunities in India and the world over.

Over the years the group has built on its strengths and transformed itself into a powerful commodities trader. Today specialized and professional teams manage its portfolio ranging from ores and minerals, steel and metals, coal and energy to agriculture.

Having had a sizeable presence in the textiles business for over 15 years, it is today one of the top three terry towel producers in India. Under Sara Textiles Limited, the group is a dominant exporter of home furnishings to Eastern Europe, making it one of the group's key markets.

Infrastructure is one of the core areas of growth for the group as it is for India, and it plans to be a key driver in the industry through the development of world-class ports and rail infrastructure. Under various special purpose vehicles, the group is developing logistics infrastructure projects including but not limited to ports, coastal shipping through to jetty's and floating crane's.



Commodities

Commodities form a core part of the group's growth strategy. This is driven by our extensive experience in the business, our belief that a smooth supply chain of commodities is a critical driver of economic growth and that we are on a cusp of medium to long term growth cycle in India and China specifically and Asia in general.

Over the years, we have learnt the value in delivering the raw material needs of our customers across product groups on time and this is the reason that we manage approximately 2.5 million Mts of dry bulk over the following commodity groups: Ores and minerals; Coal products; Steel products and Agriculture.

Our ores and minerals business works within the steel making complex, catering to steel making raw materials such as iron ore and chrome ore. Our iron ore business originates product from India, Australia and South America and ships the same to end users and large trading houses in China. Our marketing function is managed from our Shanghai office, where we aim to delivery a minimum of 70% of our supply to end users. All iron ore is shipped in bulk using our own chartered vessels which are managed by our in house shipping teams. Our commitment to quality allows us to offer to our customers payment options linked to the discharge port results, as and when required. In 2011-12, Sara managed to supply over 1 million metric tons of iron ore to China.

The coal business spreads its wings from the steel making sector through to the power sector. Coking coal and PCI coals are supplied to steel plants and metallurgical coke producers in India and China and metallurgical coke is supplied to pig iron and ferro alloy producers in India. The thermal coal business focusses on the cement and power industries where we original coal from Australia, Indonesia and South Africa for supply to China and India. The last finical year saw Sara manage over 1.2 million Mts of coal product supplies.

In the steel segment, we are one of India's leading traders of raw and finished steel. Our product range includes billets and blooms, wire rods and hot rolled coils, pipes, galvanized steel and stainless steel. The industries the group supplies to include manufacturers of tools, fasteners, electrode wire, wire mesh, pipe and tubes, construction and shipbuilding.

Food is essential across geographies and therefore, our agricultural focus is on supplying grains, pulses and sugar to customers in India, Middle East and South East Asia. The products are originated from locations as diverse as Canada, Brazil, Ukraine and India.

Chrome Ore and Concentrate

Sara Group has established a 100% owned subsidiary in the Balkans leading the group's efforts in Chrome origination and mining in the Balkan region. We have been actively marketing Chrome from our own mines and 3rd parties to serve Ferro Chrome and steel customers in China and India.

Captive Mining

We have won tenders and signed concession agreements for various mines in this region. Currently we are in the process of developing these mines and will commence production by Q3 2012. We are aiming to mine 15,000 tons of Chrome Ore per month.

We own our involved in both underground and open pit mining and have our own excavators, dumpers, drilling machines, loaders, cranes etc. for all the mining activities.

Third party origination

Our team, presence and infrastructure allows us to support a number of small, fragmented miners around the Balkan's from the perspective of getting their product to market. This is a mutually beneficial arrangement where small miners can obtain market rates and Sara can build of tonnages.

Logistics & Quality Control

Our dedicated sourcing and logistics team ensure complete control of the supply chain from the mine head to the discharge port so that our customers can be assured of a predictable outcome when they are working with us. We have people present while the ore is being transported from the mine to the load port; at the load port to supervise the sampling and loading into containers and the mother vessel. We have our own stack yard at the load ports to ensure that no mixing of cargo happens and we have complete control on what we are shipping.

Since Sara International is an ISO 9001:2000 certified company, the subsidiary also has documented procedures for sampling and chemical analysis. Sampling is done at three stages – first at the mine head (pre-sampling), then at the port stack yard (stack sampling) and thirdly at the time of container loading (loading sampling). We work with all reputed international quality control agencies such Alfred H Knight, Mitra SK etc.

Products

We are able to provide consistently supply Chrome Ore in the grades of 36 – 52% Cr₂O₃. The typical specifications of our ore is as follows:

Grade	46/44 grade	44/42 grade	42/40 grade	40/38 grade	38/36 grade	36/34 grade	34/32 grade	32/30 grade
Cr ₂ O ₃	46% (44%min)	44% (42%min)	42% (40%min)	40% (38%min)	38% (36%min)	36% (34%min)	34% (32%min)	32% (30%min)
SiO ₂	15% max	15% max	16% max	16% max	17% max	17% max	18% max	18% max
Al ₂ O ₃	9% max	9% max	10% max	10% max	11% max	11% max	12% max	12% max
MgO	18% min	18% min	18% min	18% min	18% min	18% min	18% min	18% min
Cr:Fe	2.80:1	2.80:1	2.70:1	2.70:1	2.60:1	2.60:1	2.50:1	2.50:1
P	0.010%	0.010%	0.010%	0.010%	0.010%	0.010%	0.010%	0.010%
S	0.030%	0.030%	0.030%	0.030%	0.030%	0.030%	0.030%	0.030%
Moisture	4.00% max	4.00% max	4.00% max	4.00% max	4.00% max	4.00% max	4.00% max	4.00% max
Size 10-300mm	80% min	80% min	80% min	80% min	80% min	80% min	80% min	80% min

Besides ore, we are also able to provide Chrome Concentrate in grades of 46 – 52% Cr₂O₃ with fines of less than 1mm.



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