



Indian roots. Global reach.



Commodities

Coal Products

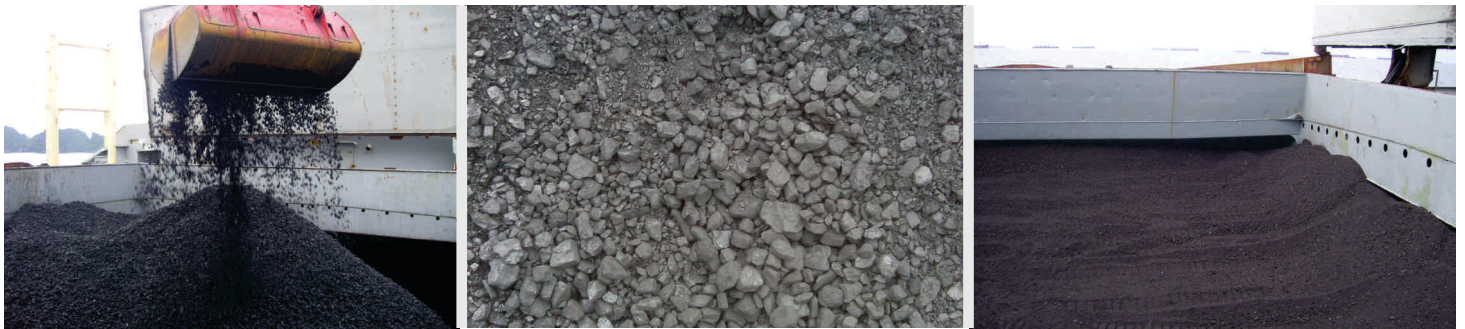
Introduction

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 over three million metric tons 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 originate 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.

Coking Coal

In the year 2008, Sara entered into the business of importing various grades of coking coal to Paradip Port on East Coast of India. The material was sold on high seas as well as local sales to various traders and end users (coke oven plants) in the state of Orissa. This was followed by coking coal and pulverised coal injection (PCI) shipments to Northern China steel mills. We have leveraged on our relationships with steel manufacturing end users in China to establish our presence in the market.

List of some of the Coking Coal shipments executed by Sara International Ltd.:

Vessel	Cargo	Quantity	Load Port	Discharge Port
MV TARSUS	Burton Hard Coking Coal	49292 MT	DBCT, Australia	Paradip, India
MV SUNFLOWER	Low Ash Met Coke	10998 MT	Savona, Italy	Paradip, India
MV AL JABER	Low Ash BF Coke	10072 MT	Savona, Italy	Paradip, India
MV PAOLA	Met Coke	21994 MT	Cam Pha, Vietnam	Paradip, India
MV POLARIS MELODY	Metallurgical Coal	33583 MT	Mobile Port, USA	Paradip, India

Above data till Oct 2012.



Thermal Coal (Non-Coking Coal)

In the year 2011, the company entered into the arena of supplying Thermal coal from Indonesia to various customers in China. It expanded its operations through its fully owned subsidiaries Sara Minerco Pte Ltd in Singapore and Sara Minerco DMCC in Dubai. In the same year, the company set up its office in Jakarta for managing the procurement of coal from various miners and traders.

Thereafter in 2012, the company ventured into imports of South African coal at Kandla Port in West Coast of India, and established our marketing presence using the high-seas sales and local stock and sale models. We have been supplying to major cement plants in north India, both directly as well as through traders.

List of some of the Thermal Coal shipments executed by Sara International Ltd.

Vessel	Cargo	Quantity	Load Port	Discharge Port
MV PACIFIC EMERALD	Indonesian Coal	47616 MT	S.Kalimantan	Taichang, China
MV YU LAN HAI	Indonesian Coal	61800 MT	S.Kalimantan	Zhangzhou, China
MV PERTH I	South African Coal	50180 MT	Maputo	Kandla, India
MV TYPHOON	South African Coal	49325 MT	Maputo	Kandla, India

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