

Techno Economic Viability of Coal Berth Mechanization Project (S)

Logistics

REGION

India

CLIENT SITUATION

- The client is one of the premier export finance institution in India
- One of their client is implementing a coal berth modernization project at a leading port in India
- Before sanctioning the facility, the client wished to do a Techno Economic Viability (TEV) study for the project and invited Avalon Consulting to conduct the study

CONSULTING SERVICES

Market assessment, new product conceptualization, new product design & features inputs

OUR APPROACH

- Initial discussions with the Client to understand the project concept & limitations (if any) and study of any available documents with the Client
- Detailed secondary research
 - Information gathering through paid databases and extensive internet research
 - Export and import data for the targeted port and competing ports
 - Review of Avalon's databases and past projects for all relevant information
- Primary interviews with key stakeholders of the port, stevedores, customers of the port, traders etc.
- Employed Avalon IP p-TEAM model that takes into account the economic activity in the hinterland, impact of competing port and infrastructure facilities to determine the future traffic projections
- Avalon's proprietary excel based detailed financial feasibility model was used to evaluate the feasibility of the project

OUR RECOMMENDATION/IMPACT

- O-D analysis for coal cargo and identification of the current customers in the hinterland
- Assessment of competing ports
- 15 year traffic projections for coal cargo which the port handled
- Traffic estimate had Base scenario and Optimistic scenario to factor in the potential risks
- Review of port infrastructure and operations, and estimation of the occupancy levels and stockyard requirement for the projected traffic
- Financial feasibility for the project