

## **SBU Details**

Balmer Lawrie has eight business units – **Logistics Infrastructure, Logistics Services, Cold Chain, Travel & Vacations, Industrial Packaging, Greases & Lubricants, Chemicals and Refinery & Oil Field Services** with offices spread across the country and abroad.

**Logistics: (Services, Infrastructure and Cold Chain):** With state-of-the-art Container Freight Stations for storage and handling of containerised and sensitive cargo, and expertise of clearing and forwarding of air and ocean freight through a pan India network of branches and global associates, Balmer Lawrie is a leading player in providing total logistics solutions to its esteemed clients. The Company is one of the oldest Customs House Agents in India. With pan India Cold Chain Units and own fleet of Temperature Controlled Vehicles (TCVs), Balmer Lawrie provides on-stop shop Cold Chain Logistics solution through its brand 'Logicold'.

**Major Services Offered:** Door-to-door Freight Forwarding (Air & Sea), Custom Brokers, Project Logistics, Container Freight Stations, Multi Modal Logistics Hub, Integrated Check Posts, Centralized warehouse at AMTZ and Cold Chain Logistics (Cold Chain Units and TCVs)

**Travel & Vacations:** Balmer Lawrie is one of India's foremost Travel & Vacations Company and services all the needs of today's Traveler. Balmer Lawrie enjoy the trust and experience of over a century in the travel domain and a leader in Corporate Travel Management. "Vacations Exotica" Balmer Lawrie's holiday brand, offers a wide range of innovative an specially designed holiday packages for all kinds of travellers With a wide network of branches spread across India an through associates in foreign countries, and a team of hand-picked travel professionals, Balmer Lawrie caters to a large number of institutional and retail customers round the clock. The B2C portal for ticketing, visa, insurance, hotels and other services in [www.vacationsexotica.com](http://www.vacationsexotica.com).

**Major Services Offered:** Travel Planning, Ticketing, Foreign Exchange, Hotels, Self-Booking Tool for corporates, Inbound and Outbound Tourism, Cruises Self-Drive options, Rail & Customised Holidays, Group Tours MICE (Meetings, Incentives, Conferences & Exhibitions) insurance and visa.

**Industrial Packaging:** Balmer Lawrie is the largest manufacturer of Steel Barrels in India and is the trend setter in the industry in terms of quality and technology. The company has six state-of-the-art barrel manufacturing plants, all ISO certified and strategically located across the country for rendering world class service to customers. Balmer Lawrie has a long list of loyal clientele, both domestic and multi-national companies, who are themselves leaders in their respective segments like lubricants, speciality chemicals, agro-chemicals, food and fruit processing etc. The loyalty has been developed over years of dedicated services and innovative packaging solutions meeting the ever-changing requirements of customers. The SBU continuously works on design and development of new products and packaging solutions to stay ahead of competition.

**Major Products:** Plain Steel Drums, Lacquer Lined Drums, Composite Drums, Galvanized Drums, Aseptic Drums, Tall Barrels, Conical Drums, Necked-in Drums etc.

**Greases & Lubricants:** Balmer Lawrie has been a market leader in Speciality Greases & Lubricants. A pioneer in grease manufacturing, its pan India manufacturing facilities including state-of-the-art plant at Silvassa produce the "Balmerol" brand lubricants, which cater to the core sectors of the economy including Railways, Defense, Steel, Mining and Automotive. Its R&D Centre also known as the "Applications Research Laboratory" (ARL) located at Kolkata is amongst the best in India. The focus of ARL has not only been to provide tribological solutions but also to develop new generation lubricants,

especially bio-degradable and environment friendly products. Balmer Lawrie has strengthened its focus on the retail market and has a robust pan India distribution network.

**Major Products:** Automotive, Industrial and Speciality Lubricants and Greases

**Chemicals:** Based on indigenous technology, Balmer Lawrie today manufactures and markets a wide range of chemicals under the brand "Balmol" for the Leather, Agro and Textile Industry at its modern manufacturing facility at Chennai. All its products meet the REACH norms. A highly competent team of Leather Technologists with support of the Product Development Centre provide customized solutions to the Leather Industry. Balmer Lawrie has done pioneering work in indigenizing the manufacture of leather chemicals which were hitherto imported, thereby providing cost effective end-to-end solutions to the Leather Industry. Today Balmer Lawrie is the leader in Synthetic Fatliquor and has a major presence in Syntans, Beamhouse and Finishing Chemicals As a part of strategic growth initiative, the SBU has forayed into textile, agro and speciality chemicals. The Company is a member of the Leather Working Group, which promotes sustainable and environment friendly business practices within the leather industry.

**Major Products:** Synthetic and Semi Synthetic Fatliquors, Synthetic Tanning Agents, Leather Auxiliaries and Finishing Chemicals

**Refinery and Oil Field Services:** Balmer Lawrie provides a range of Refinery & Oil Field Services with access to state-of-the-art technology in mechanized sludge cleaning hydrocarbon recovery. The focus is on providing environment friendly services centred on prevention and recovery of hydrocarbon wastes. Other services include composite repair of pipelines & tankages and storage tank services including designing of special tanks, inspection and testing of tanks, vapour recovery from tanks etc.

**Major Services Offered:** Mechanised Tank/Lagoon/Lagoon Sludge cleaning,  
Balmer Lawrie also grew inorganically through various JVs over the period of time.

#### **Joint ventures:**

**Balmer Lawrie (UAE) LLC, Balmer Lawrie – Van Leer Ltd, AVI-OIL India Pvt. Ltd., and PT Balmer Lawrie Indonesia**

#### **Subsidiary:**

**Visakhapatnam Port Logistics Park Limited (VPLPL)**