



M. PALLONJI  
GROUP OF COMPANIES



A CORPORATE PROFILE



## THRUSTING FORWARD WITH STRENGTH AND INTEGRITY

M PALLONJI GROUP of Companies was established in March 1950, primarily as a paint marketing company. Today, the companies of the M Pallonji Group, have several entities engaged in diverse activities. These include painting, dredging, stevedoring, logistics solutions, shipping, finance, investments, life insurance, automobile dealerships and manufacture of speciality coatings.

M Pallonji Group of Companies is synonymous with quality of service, guaranteed reliability and total customer satisfaction.

This corporate profile highlights the various fields in which it operates and illustrates some of the major jobs undertaken by the group's establishments.



## M PALLONJI & CO PVT LTD

M Pallonji & Co Pvt Ltd, the flagship company of the M Pallonji Group of Companies, founded over 90 years ago, is an ISO 9001:2015; 14001:2015 and 45001: 2018 company carrying out diverse business activities.



**M Pallonji & Co Pvt Ltd** understands the client's requirements and acts as a partner from concept to commissioning.

### Areas of operation

M Pallonji & Co Pvt Ltd offers industries a comprehensive bouquet of services and solutions:

- ▶ Industrial coating and painting
- ▶ Logistics, barging of coal and dry bulk cargoes from the mothership to the plant
- ▶ Abrasive blasting, Garnet, shot or copper slag and pneumatic chipping
- ▶ Acid-resistant tile lining
- ▶ Epoxy lining of structures
- ▶ Removal of marine growth on oil platforms, rigs and submarines

- ▶ Jetty construction and repairs; guniting works, onshore and offshore
- ▶ Shallow Water Grab Dredging
- ▶ Reclamation and construction of bunds
- ▶ Clean-energy generation facilities



The corporate office of the M Pallonji Group is at 44, Cawasji Patel Street, Fort, Mumbai where it owns **40,000 sq ft** of office space.



### Some of the company's clients

- ▶ Tata Group - Tata Power, Tata Steel, Tata Motors, Tata Chemicals
- ▶ Mazagaon Docks Ltd
- ▶ Mumbai Port Trust
- ▶ Maharashtra Maritime Board
- ▶ Rashtriya Chemicals & Fertilisers
- ▶ Oil and Natural Gas Corporation
- ▶ Reliance Industries
- ▶ Hindustan Petroleum Corporation
- ▶ National Fertilisers
- ▶ Ahmedabad Electricity Company
- ▶ Bharat Petroleum

### From concept to commissioning

M Pallonji & Co Pvt Ltd is a pioneer in its field, that has decades of experience in offering unique solutions to specific client requirements. The company acts as a partner, from concept to commissioning. The prime focus of the company is complete and comprehensive customer satisfaction. That's why the company has invested in the most modern machinery that is in step with the latest international technology and developments. This is supported by transparency in business transactions along with an in-built guarantee of quality and reliability.







## M PALLONJI LOGISTICS PVT LTD

M Pallonji Logistics Pvt Ltd, established in 2009, provides seamless logistical solutions and undertakes movement of all types of dry bulk and liquid cargo by water, rail and road.

### Seamless logistical solutions

M Pallonji Logistics Pvt Ltd undertakes lighterage operations for bulk cargo. The company owns a geared Panamax vessel and is trading the ship along the East Coast of India for a Government Utility company.

### Some of the company's most reputed clients

- ▶ Tata Power
- ▶ Rashtriya Chemical & Fertilisers Ltd
- ▶ Poompuhar Shipping Corporation Ltd / NTECL / TANGEDCO
- ▶ Aegis Carriers DMCC Dubai
- ▶ Aegis Business India
- ▶ PCL Shipping India Pvt Ltd
- ▶ Chettinad Cements
- ▶ Agarwal Coal

### Lighterage operations for dry bulk cargo

M Pallonji Logistics Pvt Ltd operates a large fleet of self-propelled barges undertaking lighterage operations for dry bulk cargo. It owns a Panamax dry bulker (MP Panamax 4) besides a fleet of self-propelled barges.

The company handles about 3 million MT of coal per year for a major power utility in Mumbai which involves unloading from the mother vessels. M Pallonji Logistics Pvt Ltd, through its group companies, has handled over 20 million tons of dry bulk cargo.

The company offers its clients cost-efficient, timely ocean transportation of cargo through their owned tonnage.

# M PALLONJI LOGISTICS SINGAPORE PTE LTD

Established in 2014, this company is a wholly-owned subsidiary of M Pallonji Logistics Pvt Ltd (India). The company owns and operates dry bulk vessels like Ultramax and Kamsarmax.

## Areas of operation

The company owns several bulk carrier vessels which are in tramping trade worldwide carrying various cargoes such as grains / alumina / steel products / scrap / coal / minerals such as chrome ore, iron ore concentrate etc.

## Some of the company's most reputed clients

- ▶ Western Bulk Carriers (WBC) Norway
- ▶ Bulk Handling Handymax
- ▶ A/S (Klaveness), Oslo

## Customer-first

M Pallonji Logistics Singapore Pte offers its customers seamless transportation of various bulk cargoes in a timely and safe manner



**Seamless transportation**  
of various bulk cargoes in a  
timely and safe manner





## M PALLONJI SHIPPING PVT LTD

M Pallonji Shipping Pvt Ltd, established in 2006, is an extension of the existing marine activities of the group that is involved in bulk material handling and has a fleet of barges undertaking lighterage operations in Mumbai port.



The company's strong engineering orientation enables it to be extremely **cost effective**.

### Areas of operation

M Pallonji Shipping Pvt Ltd has a fleet of geared Panamax vessels, the MP Panamax series. It is in the process of replacing older tonnage with new, modern, efficient ships. M Pallonji Shipping Pvt Ltd is expanding rapidly, specifically to cater to the ever-increasing demand for coal for the power sector in India. The company also charters ships to meet spot requirements.

### Some of the recent projects executed by the company:

- ▶ Successfully executed long term Contract of Affreightment (COA) with a power utility company for the shipment of about 3m MT coal per year from Indonesia to Mumbai. In addition to coal, the company also handled half a million tons of fertiliser.
- ▶ The company undertook shipping of limestone from the Arabian Gulf to the East Coast of India.
- ▶ M Pallonji Shipping also ships iron ore from India to China.

### Some of the company's clients

- ▶ Tata steel
- ▶ Tata NYK
- ▶ Norvic Shipping
- ▶ Poompuhar Shipping/NTECL
- ▶ Tata Power Company Ltd
- ▶ Jaldhi Overseas
- ▶ Aegis Carriers DMCC
- ▶ JITF
- ▶ Kisan International Trading FZE
- ▶ Mega Holding
- ▶ SICAL Logistics
- ▶ Essar Shipping.

### Engineering for economy

The company's strong engineering orientation enables it to be extremely cost-effective. An emphasis on safety, quality of life and concern for the environment, ensure that the fleet is maintained in good condition. End customers are assured of the safety of their cargo. The company offers its clients cost-efficient and timely ocean transportation of cargo through their owned tonnage.



## M PALLONJI SHIPPING SINGAPORE PTE LTD



A wholly-owned subsidiary of M Pallonji Shipping Pvt Ltd (India), all the vessels in its fleet are Singapore flagged. The company was established in 2008 to provide seamless shipping solutions to its customers. The company has diversified into the liquid segment of shipping and owns and operates MR Tankers.

### Delivering the best value

Modern communication systems, together with practical knowledge, enable the company to provide value to its customers by exceeding their expectations. M Pallonji Shipping Pte Ltd provides the most reliable and efficient shipping solutions at the most competitive price.



## PALLONJI INVESTMENT AND FINANCE PVT LTD



The company was established in 1976 to look after the interest and finance of the M Pallonji Group of Companies. Subsequently, to ensure quality in its painting and coating contracts, it adopted a backward integration approach; from the raw material stage to manufacturing paints, to contracting and standing guarantee for the work executed. Today, it manufactures high-quality paints and coatings. The company's AquaEpoxy and Kenitex brands are the go-to brands for customers who want quality and durable coatings.

### Kenitex

### AquaEpoxy

#### AquaEpoxy

Manufactured under exclusive licence from ACME, a division of Insulating Materials Incorporated, USA. This licence has been granted to only six other corporations in the world. Aquaepoxy coating materials are a range of water-based epoxy emulsions. Available in a variety of formulations, these unique coatings find specific applications for buildings, concrete and masonry dams, seamless floors, bridge decks, silos, dock ramps and many others.

#### Kenitex

Kenitex is a textured formulation manufactured under licence from Kenitex Chemicals AG, Switzerland. Kenitex has many advantages, the most important being a guaranteed life expectancy of 10 years or more. This coating is 25-30% thicker than any other conventional painting. It has excellent adhesion quality, and since it absorbs sound, is also used for acoustic purposes.

#### Some of the company's clients

- ▶ Bhabha Atomic Research Centre
- ▶ Tata Iron and Steel Co. Ltd
- ▶ Rashtriya Chemicals & Fertilisers Ltd
- ▶ Leela Kempinski
- ▶ Tata Electric Companies

#### Quality first

The company's integrated manufacturing facility at the west-coast town of Vapi in Gujarat is the source of these two highly popular brands. The products have been applied on various commercial high-rise buildings in Mumbai, many cooling water pipelines and concrete chimneys of major power plants. The Public Works Department has also used these products for the bridge spanning the Thane Creek to Vashi in Maharashtra.



## PALLONJI COATINGS PVT LTD

Pallonji Coatings Pvt Ltd was incorporated in 1993, to strengthen the Group's backward integration process and assist the flagship company in sourcing the requirements for top quality paints and primers on an immediate basis.

### Areas of operation

Pallonji Coatings Pvt Ltd is completely geared to manufacture thousands of litres of paint per day and at very short notice, without sacrificing the quality of the paint.





## PALLONJI LEASING PVT LTD

Pallonji Leasing Pvt Ltd, a Non-Banking Finance Company (NBFC), registered with the Reserve Bank of India (RBI) commenced business in 1991. The company's main activity is to finance the purchase of passenger and commercial vehicles, barges and other equipment under its innovative Hire-Purchase, Lease and Loan schemes.



Financing **passenger** and **commercial vehicles**

### Areas of operation

A vast majority of customers of vehicles and other assets depend on loans to fund the acquisition of these assets. Pallonji Leasing Pvt Ltd provides asset-backed finance, addresses the client's business concerns, and customises structures as well as schemes, tailored to individual needs at competitive rates.

### Building relationships

The company's dedicated workforce, equipped with sophisticated information technology, provides superior service and builds a strong relationship, besides achieving total customer satisfaction. The company's repeat customers are evidence of brand loyalty. With new opportunities being created, Pallonji Leasing Pvt Ltd has diversified into non-fund and other advisory businesses.

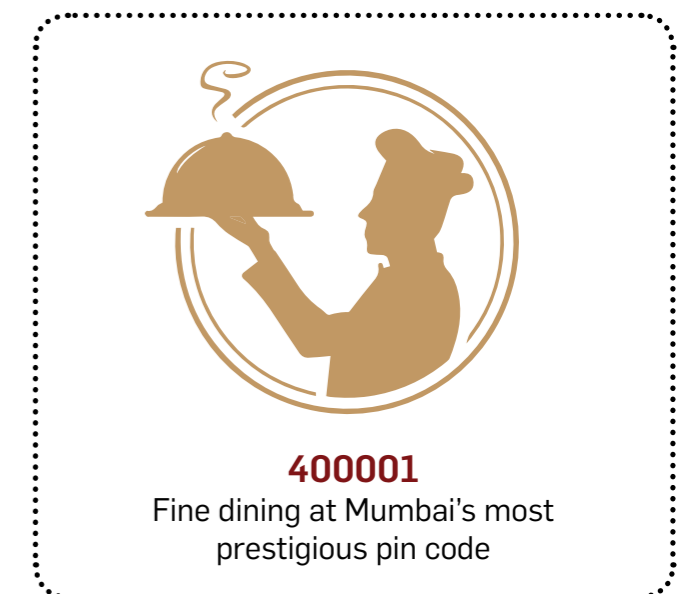


## OHNICIO PVT LTD

Established in 2018, Ohnicio is a wholly-owned subsidiary of M Pallonji Logistics Pvt Limited which operates in the hospitality business. It runs various restaurants where one can marvel at the refinement of the properties and savour the gastronomy of chefs, who, like real artists of taste, share their gastronomical creations.

### **A curated culinary experience**

The company's newest brand, At 32, sets itself within the foremost pin-code of South Mumbai. Designed as a multistorey culinary experience, At 32 adds a highly-needed zing to India's busiest business district. Every floor is curated by world-renowned chefs and designers. Each level an experimental vision that sets its sights on becoming the neighbourhood's go-to landmark. At 32 is one of those rare collaborative brands, where experience is the product itself. One that makes you feel right at home.



**400001**

Fine dining at Mumbai's most prestigious pin code



## STERLING MOTORS

Sterling Motors is an affiliate member of the M Pallonji Group of Companies. It is one of the original authorised dealers for all products manufactured by Tata Motors Ltd, since 1960.

### **Areas of operation**

Sterling Motors has its large 3-S dealership establishments, covering Sales, Service and Spares, in Nashik, Solapur and Ahmednagar districts.

### **Driving customer delight**

Sterling Motor continuously endeavours to provide the best possible after-sales service and maintain customer relations.



## MP OFFSHORE PVT LTD

The company owns and operates offshore vessels like platform support vehicles, workboats, anchor handling tugs etc.



## PNB METLIFE INDIA INSURANCE CO LTD

MetLife India Insurance Co Pvt Ltd was established in 2001 with MetLife, M Pallonji and The Jammu & Kashmir Bank Ltd as the principal shareholders. M Pallonji continues to be an investor and significant shareholder.

### Areas of operation

MetLife India took a quantum leap in 2013 after inducting Punjab National Bank (PNB) as a majority stakeholder. PNB MetLife brings together the financial strength of MetLife Inc along with the credibility and reliability of Punjab National Bank. The vast distribution reach of PNB together with the global insurance expertise and product range of MetLife makes PNB MetLife a strong and trusted insurance provider.

### Protection and retirement products

PNB MetLife provides a wide range of protection and retirement products through their agency sales of financial advisors and bank partners, and also provides access to Employee Benefit plans for hundreds of corporate clients in India. M Pallonji continues to be a substantial shareholder with board representation in PNB MetLife.



Serving customers in over **7000** locations across **India**



# THE M PALLONJI GROUP BASIC

PROMISE

PERSEVERANCE

PERFECTION

PERFORMANCE

The M Pallonji Group of companies takes justifiable pride in translating precept into practice. The group's growth and proven track record have been built on its corporate philosophy of providing service of a quality comparable with the best in the world. It is grounded on a foundation of faith, and a tradition of trust. This is a business group whose strength lies in its roots.



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