

---

**OBJECTIVE**

To help businesses unlock growth potential through strategic planning & execution, focused market development, Policy Advocacy, financial modelling and P & L optimisation for effective decision making.

---

**OVERVIEW**

Accomplished executive leader with 30 years of experience scaling businesses across multiple industry sector. Strategic advisor to promoters to identify growth opportunities and execute strategic business plans (\$1B+). Proven expertise in scaling operations, building operational team, optimizing profitability, and driving policy initiatives to support sustainable expansion.

---

**SECTOR / CONTRIBUTION****Ports**

In-charge of leading development of strategy and commercial negotiation for Long Term customer contracts & Sub-Concession agreements; In addition, facilitated financial closures of projects valued + \$50million onwards

---

**Logistics**

Entry strategy for business expansion into Rail business. Private rake movement for steel and cement sector, warehousing for steel consumables.

---

**Terminals**

Led a team for successful two stage bidding for cargo terminal in Indian & Overseas ports.

---

**Chemicals**

Led a project development for sugar mill and bagasse based paper plant in India for a corporate group

---

**Infrastructure**

Developed strategic for development of Bulk foodgrain Silos

---

**Energy**

Stakeholder engagement with Government entities and regulators in the state of Gujarat.

---

**CAREER HIGHLIGHTS****Business Expansion & Leadership**

Scaled up railway business for Tata Steel's TMILL (JV) from inception to 70 rakes within eight years, achieving sustainable profitability.  
Lead Railway business with P & L ownership, managing US\$ 35m annual turnover.

---

**Strategic Planning & Growth Leadership**

As Head (Liquid handling and storage) of Adani Ports & SEZ- increased EBITA margin from 75% to 85%.  
Led M&A assessment to acquisition of Hazira port in Gujarat and Dhamra in Odisha as part of business expansion initiatives  
Partnered with Price Waterhouse Coopers (PwC) to assess international expansion, leading to successful acquisition of Abbot Point Coal Terminal.

---

**Diversification & New Ventures**

Played a key role in Indo-Gulf's diversification (Aditya Birla Group Company) from fertilizer to Copper Smelter, evaluating at-least 15 alternative opportunities.  
Successfully bagged India's first bulk foodgrain storage under PPP model – US\$ 80mn investment.

---

**Policy Advocacy & Stakeholder Management**

Engaged with Indian Railways to influence policy frameworks for business scalability.  
Managed regulatory approvals and stakeholder relations with Gujarat Maritime Board (GMB) and led successful contract negotiations.

---

Anurag Garg Email: [Garg\\_anurag@yahoo.com](mailto:Garg_anurag@yahoo.com); Mobile +91 8335006699 (India)

<b>Vendor Development</b>	Introduced Tata capital as a Rake leasing company to break the duopoly of existing players. Reduced rake leasing cost by 3 – 5%
<b>Port Concessions &amp; Agreements</b>	Finalised Sub-concession for two separate Container Terminal JV in Mundra Port; Sub-concession with PLL and Shell Hazira respectively for non-LNG port
<b>Project Monitoring &amp; Execution</b>	Supervised project monitoring cell for US\$ 250mn Copper Smelter in Gujarat & US\$ 100 m Adani Mundra Port – Greenfield Projects.
<b>Project Development &amp; Land Acquisition</b>	Key contributor to the development of Sugar cum bagasse based paper mill Project in North Indian overseeing the Identification of land to be acquired; Environmental approvals; stakeholder engagement with Indian Sugar Mills Association.

### **Business Dev / Long Term Contracts**

\* 15 Year contract with Welspun pipes for handling all kinds of steel in Mundra Port – US\$ 3 Mn. Annual Revenue

\* 15 year contract with Maruti – Suzuki for car exports from India – US\$ 5.0 Mn. Annual Revenue.

\* 20 Year plus contract with HPCL – Mittel for Crude oil handling at Mundra Port– US\$ 15 Mn. Annual revenue.

\* 25 Year coal handling contract with Tata Power for their Ultra Megal Power Plant at Mundra – Annual Revenue US\$ 30 Mn

\* 15 year contracts with Tata Steel and Dalmia Cement for operating private rakes on Indian Railway network. – Annual Revenue US\$ 50 Mn.

### **ORGANIZATIONS WORKED FOR**

<b>S.N.</b>	<b>Organization</b>	<b>From</b>	<b>To</b>	<b>Designation</b>
1	Swan LNG Ltd.	Aug'24	Nov 24	Sr V.P. (Projects & Advocacy)
2	TMILL (Tata Steel)	May'15	Jul'24	VP (Railways)
3	Kalpataru Projects International Ltd	Dec'13	May'15	VP (Business Dev) in MD Office
4	Adani Ports & SEZ	Apr'01	Nov'13	VP (Liquid Business Head)
		Feb'98	May'99	Mgr (Project Monitoring)
5	Hindalco / Indo-Gulf Fertilzers	Feb'97	Feb'98	Mgr (Project Monitoring)
		Jul'92	Jan'97	Asst. Mgr (Projects)

### **EDUCATION**

PGDBM (Two Year Full time) from **Indian Institute of Management (Kozhikode)**

M.S. (Electrical) From Louisiana State University (**USA**) - **Scholarship recipient.**

BE (Electrical) from **Indian Institute of Technology (Roorkee)** – Graduated with Honors.