

Jamshedpur
February 23, 2012

TRF and Schade, Germany join forces to offer higher capacity yard equipment in India

TRF Limited, a Tata Enterprise and Schade Lagertechnik GmbH have signed a strategic co-operation agreement to give TRF the exclusive right to manufacture and market Schade's yard equipment in India. This agreement aims to fulfil the need for higher capacity Stackers, Portal Scraper Reclaimers, Circular Storage Systems as well as Wagon Tippers, to meet the ambitious growth plans made by the Indian infrastructure industries such as power, steel, ports, cement, mining, etc. Under this agreement, Schade, Germany will provide TRF the necessary know-how, assistance and key components for making higher capacity yard equipment and thus ensure the success of this collaboration.

Commenting on this strategic partnership, Mr. Sudhir Deoras, Managing Director, TRF Ltd said that, *"We have worked with Schade in the past and together we would be able to delight our customers"*. TRF and Schade have worked together over the supply and installation of Asia's first and biggest radial stacker reclaimer at NSPCL's thermal power plant at Bhilai.

Speaking on this occasion, Mr. Karl-Heinz Fiegenbaum, Managing Director, Schade said that, *"We have been looking out to join hands for the Indian market with a well established and capable equipment manufacturer serving the local bulk materials handling sector."*

In this sense it is of advantage to have tied-up with TRF being an expert company in this field for the benefit of our joint future clients in India. "

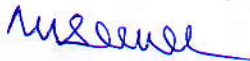
The cooperation agreement allows TRF to sell Schade's equipment in India. The dual advantage of producing the high capacity bulk material handling equipment at a comparatively lower cost in India, at TRF's Jamshedpur plant, and the application of technical expertise from Schade will give Indian infrastructure industries access to world-class German technology at competitive prices.

Schade, Germany has almost 130 years experience in bulk material handling equipment and has supplied more than 600 machines worldwide. As a member of the AUMUND Group with subsidiaries and affiliates in England, France, Poland, Switzerland, Brazil, India, China, Hong Kong, Special Administrative Region of China Republic and the USA, Schade enjoys the benefit of a global network combined with large product range and high expertise. The alliance will also create opportunities for the cross-fertilisation of technical capabilities and pave the way for transfer knowledge, especially best practices and expertise within the two companies.

Over the last five decades, TRF has emerged as a pioneer in solutions for material handling equipment and processing systems required in the infrastructure development. TRF has extensive experience in the design, supply and installation of bulk material handling equipment including the design, manufacture and erection of stackers, reclaimers and wagon tipplers. TRF Limited also undertakes turnkey projects for infrastructure development industries such as power and steel plants, port, cement, chemical and mining.

(Rajen Sahay)
Head, Corporate Communications
TRF Limited

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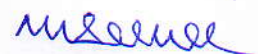
TRF Ltd is a pioneer in engineering and supply of material handling equipment and systems for five decades. TRF has recently acquired Hewitt Robins Fraser Limited, UK to enhance its scale of bulk material equipment and make a more meaningful presence in both European and Indian markets and the sub-continent. It also has business interest in automotive applications. The company's subsidiary, York Transport Equipment (Asia) Pte Limited, Singapore is engaged in the business of production and distribution of trailer undergears, with market presence in 27 countries. York Transport Equipment (Asia) Pte Ltd has four manufacturing facilities world wide, including one in India. TRF has also set up Adithya Automotive Applications Limited, an automotive applications unit under a joint venture in Lucknow. More recently, TRF acquired the Dutch Lanka Trailer (DLT) Manufacturers Limited, Sri Lanka. DLT is a world-class trailer manufacturing company and has manufacturing facilities in Sri Lanka, Oman and India. It exports trailers to as many as 30 countries.

Enclo: Photo with caption:

Agreement signing between TRF Ltd and Schade, Germany. Standing from left to right: Mr. Michael Wieland - General Manager-Sales, Schade, Mr. Biswajit Shaw - Head Business Development, TRF, Mr. Karl-Heinz Fiegenbaum- Managing Director, Schade and Mr. Matthew Jones, Sr Sales Manager-Schade in Germany.



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