



मुंबई पत्तन प्राधिकरण  
Mumbai Port Authority



यातायातविभाग  
पोर्टभवन, एस.वी.मार्ग,  
बेलार्डएस्टेट, मुंबई-400 001  
Traffic Department,  
Port House, 1st floor,  
S.V. Marg, Ballard Estate,  
MUMBAI - 400 001.



No. TM/Z/1- 45

Date : 19.01.2026

**CIRCULAR**

To:

**(As per the list attached)**

Dear Sirs,

**Sub: Business Enhancement Scheme(BES)**

With a view incentivize the Port Users to plan and commit higher volumes and to attract additional cargo, the competent authority has approved the following scheme:

**2. The scheme consists of following five components:**

**A) Incremental Scheme for Cargo:**

Concessions shall be granted on the basis of the percentage increase in incremental cargo handled over the defined Average Baseline. The wharfage concessions shall be applied as per the following slabs:

Incremental Cargo handled (%)	Amount equivalent to Wharfage
10 - 20 %	30%
21 - 30%	40%
Above 30%	50%

This structure ensures that the concession is commensurate with the level of incremental cargo mobilised, thereby incentivising higher volumes.

i. Average Baseline tonnage:

For the purpose of the Business Enhancement Scheme, the Average Baseline tonnage shall be calculated as the actual cargo handled by the Port User during the period from 1<sup>st</sup> April 2025 to 31<sup>st</sup> December 2025 on MbPA, extrapolated for the entire financial year 2025-26.

ii. Eligible Cargo:

Only the incremental tonnage handled for period from 15<sup>th</sup> January 2026 to 31<sup>st</sup> March 2026, over and above the baseline, shall qualify for concession.

iii. Minimum Incremental Cargo Requirement:

To ensure meaningful cargo mobilisation, only those Importers and Exporters who achieve a minimum incremental cargo as tabulated above during the period from 15<sup>th</sup> January 2026 to 31<sup>st</sup> March 2026, beyond their average baseline tonnage, shall qualify for concession.

iv. Applicability:

- Concession applies on the principal amount and excludes GST.
- Group companies may be considered collectively subject to documentary proof.
- The scheme shall apply only to Importers and Exporters.

v. Advance Intimation:

Port users will be encouraged to share advance intimation before the commencement of the scheme to express their interest in participating. Sharing this information will help ensure a smoother and more convenient claim process at the end of the scheme.

**B) Incremental Scheme for Vessel GRT:**

Concessions shall be granted on the basis of the percentage increase in incremental GRT handled by the Vessel Agent over the defined Average Baseline Vessel GRT. The vessel-related concessions shall be applied as per the following slabs:

Incremental Vessel GRT handled (%)	Amount equivalent to <b>Port Dues, Composite Pilotage and Towage Charges</b>
10 – 20 %	10%
21 – 30%	20%
Above 30%	30%

This structure ensures that the concession is commensurate with the level of incremental cargo mobilised, thereby incentivising higher volumes.

i) Average Baseline Vessel GRT

For the purpose of this Scheme, the Average Baseline Vessel GRT shall be calculated as the actual GRT of vessel handled during the period 1<sup>st</sup> April 2025 to 31<sup>st</sup> December 2025, extrapolated for the entire financial year 2025–26.

ii) Eligible Cargo

- Only the incremental Vessel GRT handled during 15<sup>th</sup> January 2026 to 31<sup>st</sup> March 2026, over and above the baseline, shall qualify for concession.
- Only the vessels handling cargo at Indira Dock, Bunders, and vessels preferring lighterage operations and moving entire cargo to Docks and Bunders for storage and subsequent effecting delivery shall qualify for concession.

iii) Minimum Incremental GRT Requirement

To ensure meaningful cargo mobilisation, only those Vessel Agents who achieve a minimum incremental Vessel GRT as tabulated above during the period from 15<sup>th</sup> January 2026 to 31<sup>st</sup> March 2026, beyond their baseline Vessel GRT, shall qualify for concession.

iv) Applicability

- Concession shall be granted only on Port Dues & **on Composite Pilotage and Towage charges only.**
- Concession applies on the principal amount and excludes GST.
- Group companies may be considered collectively subject to documentary proof.
- The scheme shall apply only to Importers and Exporters.

vi. Advance Intimation

Port users will be encouraged to share advance intimation before the commencement of the scheme to express their interest in participating. Sharing this information will help ensure a smoother and more convenient claim process at the end of the scheme.

**C) New Importer/Exporter**

To attract new business to Mumbai Port Authority and encourage trade entities that have not handled cargo at MbPA in the preceding three months (1<sup>st</sup> October 2025 to 31<sup>st</sup> December 2025), it is proposed to extend a separate concession structure based solely on the tonnage handled during the period from 15<sup>th</sup> January 2026 to 31<sup>st</sup> March 2026. The following tonnage-based concession is proposed:

Cargo handled (MTs)	Amount equivalent to Wharfage Concessions
20,000 – 30,000	30%
30,000 – 40,000	40%
Above 40,000	50%

The Importer/Exporter shall be requested to submit a request, whereafter the details submitted by the Importer/Exporter shall be verified by MbPA.

The Importer/Exporter availing this scheme [**at (C)**] shall not be considered for scheme at **(A)** above.

Advance Intimation:

Port users will be encouraged to share advance intimation before the commencement of the scheme to express their interest in participating. Sharing this information will help ensure a smoother and more convenient claim process at the end of the scheme.

**D) 50% concession in Composite Pilotage and Towage charges for every 5<sup>th</sup> call payable to Vessel Agent handling vessels berthed in Indira Dock.**

To encourage increased vessel calls, 50% concession in composite pilotage and towage charges shall be granted on every 5<sup>th</sup> vessel call handled during the period from 15<sup>st</sup> January 2026 to 31<sup>st</sup> March 2026.

This concession shall be extended only to Bulk/Break Bulk vessels handled in Indira Dock and vessels preferring lighterage operations and moving entire cargo to Docks and Bunders for storage and subsequent effecting delivery.

This concession shall not be applicable to:

- RoRo Vessels
- Vessels berthed at JD/PP
- Vessels berthed at Anchorage

The concession amount shall be exclusive of GST. This incentive is intended to encourage repeated calls. Thus, 5<sup>th</sup>, 10<sup>th</sup>, 15<sup>st</sup>, 20<sup>th</sup> ..... calls of the vessel are eligible for the said benefit.

Both category B (Incremental Vessel GRT concession) and category D (concessions in composite pilotage and towage on every 5<sup>th</sup> vessel call) are independent and separate incentives under this scheme. Eligibility and concession under each category shall be assessed individually based on fulfilment of the respective conditions, and the applicability of one shall not be linked to or affect eligibility under the other.

**E) 25% Discount on Storage Charges**

To support trade under the Business Enhancement Scheme, cargo handled during the period from 15<sup>th</sup> January 2026 to 31<sup>st</sup> March 2026 shall be permitted storage in outlying areas at 25% discount on storage charges as per provision 3.3 (A)(II) of SOR.

**F) Claim Process:**

- Concessions will be processed upon submission of claim in the prescribed format.
- Copies of formats to be submitted by the beneficiaries of the scheme to MbPA are attached.
- Group companies may be considered collectively subject to documentary proof.
- Importer, Exporter and vessel agents will have to certify that details submitted in the claims are correct, in case of any mis-declaration, they shall be liable for any action, as decided by Mumbai Port Authority, including rejection of claim.
- Last date of submission of claims will be 30<sup>th</sup> April 2026. Claims received after the due date shall not be considered on any grounds/reason.

**G) Exclusion Clause** Users already availing benefits under any special MoU or existing incentive scheme during this period shall remain ineligible for BES.

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**H) Certification**

Incremental volumes must be documented and certified by the Traffic Department.

**I) Pre-Audit**

Final release of concessions shall be subject to mandatory audit verification.

**J) Miscellaneous**

In case of any additional specific requirement received from the Importer/Exporter or Vessel Agent, the same will be considered for review and its implementation.

**K) Validity** The scheme will be extended to the Tonnage/GRT handled during the period from 15<sup>th</sup> January 2026 to 31<sup>st</sup> March 2026.

3. It is requested to give wide publicity among your members to avail the above scheme.

Yours faithfully,



19.01.2026

(VIPIN MENOTH)

TRAFFIC MANAGER

D.A. Formats

