

CONCOR

The Logistics Professionals

18th May, 2011

CONCOR - THE COMPANY

- INCORPORATED - MARCH 1988
- OPERATIONAL - NOVEMBER 1989
- AUTHORISED CAPITAL - Rs.200 CRORES (INCREASED FROM Rs. 100 cr. IN MARCH 08)
- PAID-UP CAPITAL - Original Rs. 64.99 CR.; Now Rs. 129.99 CRORES
- HOLDING PATTERN - MOR 63%; PUBLIC INCL FIIs 37%; LISTED
- DISINVESTMENT THRICE - DURING 1994-95, 1995-96 AND 1998-99
- LISTED COMPANY - IN NSE AND BSE (Price in range of 1150 – 1250 Rs. Per share)
- STATUS - SCHEDULE 'A' MINI RATNA; CLEARED BY APEX COMMITTEE FOR NAVRATNA STATUS

YEAR	NO. OF SHARES	COLLECTION	% SHARE
1994-95	13 mn	Rs. 99 Crs.	20.0%
1995-96	2 mn	Rs. 14 Crs.	3.1%
1998-99	9 mn	Rs.225 Crs.	13.9%
TOTAL	24 mn	Rs.338 Crs.	37.0%

CONCOR's FUNCTIONS

- Logistics support to Export/Import (EXIM) & Domestic Traffic.
- Coordinate Containerised Rail Movements across the country.
- Provide Warehousing facilities.
- Design/Construct, and operate Dry Ports/Inland Container Depots (ICDs) & Domestic Terminals in India.
- Operates Port terminals in collaboration with International Port Operators.
- Significant player in the multi-modal transportation services.

CONCOR- BUSINESS

- **CONCOR'S CORE BUSINESS IS CHARACTERISED BY TWO IMPORTANT ACTIVITIES, DIVIDED IN TWO MAIN STREAMS OF EXIM AND DOMESTIC TRAFFIC:**
 - **TERMINAL OPERATIONS: OPERATING INLAND PORTS (ICD/CFS) AND DOMESTIC CONTAINER TERMINALS ALL OVER INDIA.**
 - **RAIL AND ROAD LOGISTICS SERVICE PROVIDER: ORGANISING RUNNING OF EXIM AND AND DOMESTIC TRAINS.**

CONCOR TERMINALS AND THEIR REGIONAL DISTRIBUTION

- EXIM pure 17; Domestic Pure 12; Combined 32
- NORTHERN INDIA – 19
- SOUTHERN INDIA – 14
- WESTERN INDIA – 14
- EASTERN INDIA – 09
- CENTRAL INDIA – 05
- TOTAL – 61

SERVICES PROVIDED AT TERMINALS

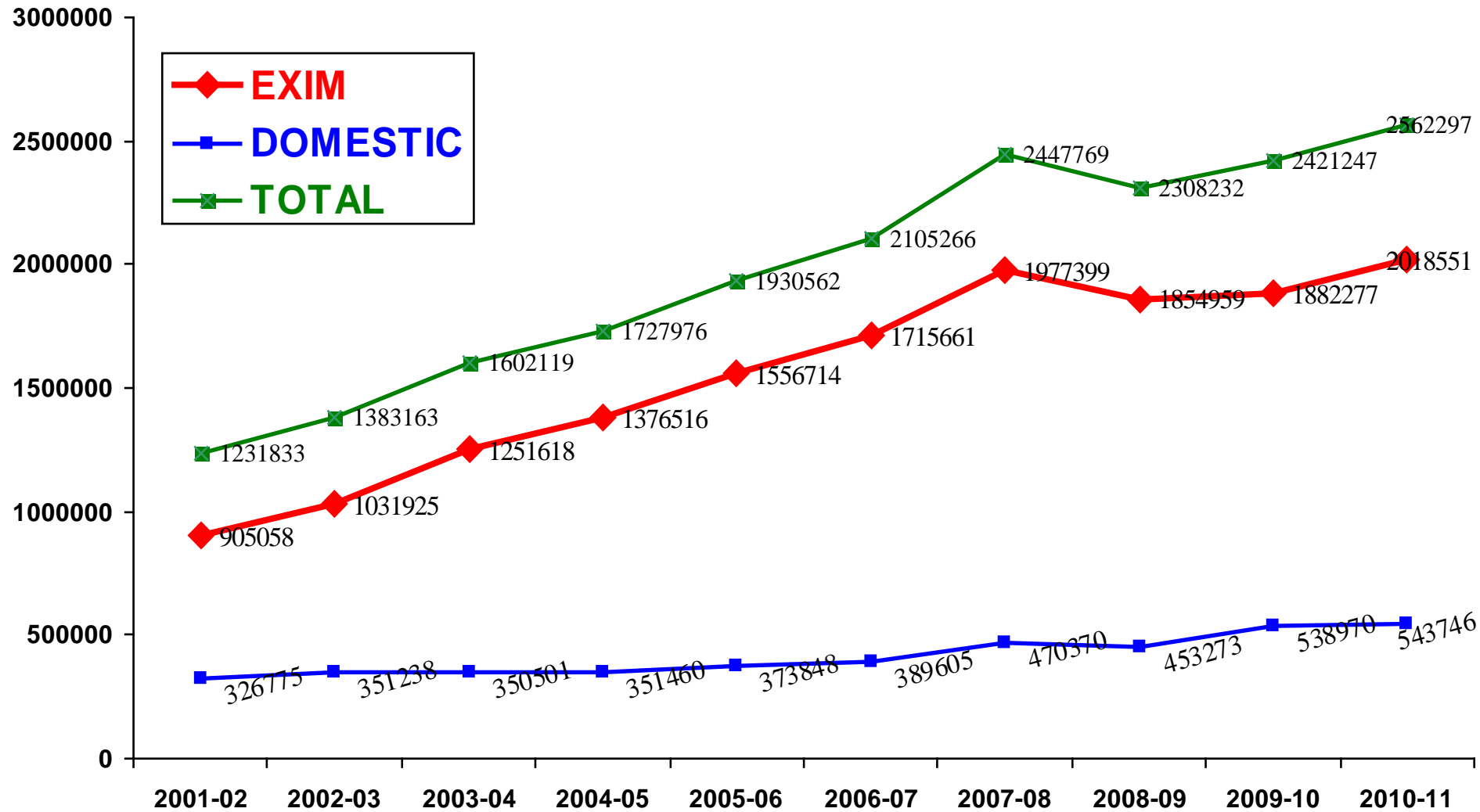
- **Train Handling**
- **Stacking of Containers**
- **Customs clearance of Import/export cargoes**
- **Warehousing of cargo (transit, bonded, LCL consol, multi-stack, specialised AC, Air)**
- **Associated Value Added Services**
- **Door to Door Solutions**

Key Performance Parameters

Parameter	2009-10	2010-11
Throughput (TEUs)	24,21,247	25,62,297
Total Income	₹ 3885.73 cr	₹ 4000.02 cr
Gross Margin	₹1141.69 cr	₹ 1196.03 cr
Profit After Tax	₹ 786.69 cr	₹ 830.10 cr
Dividend Paid	₹ 181.98 cr 1	₹ 97.49 cr (interim) 7

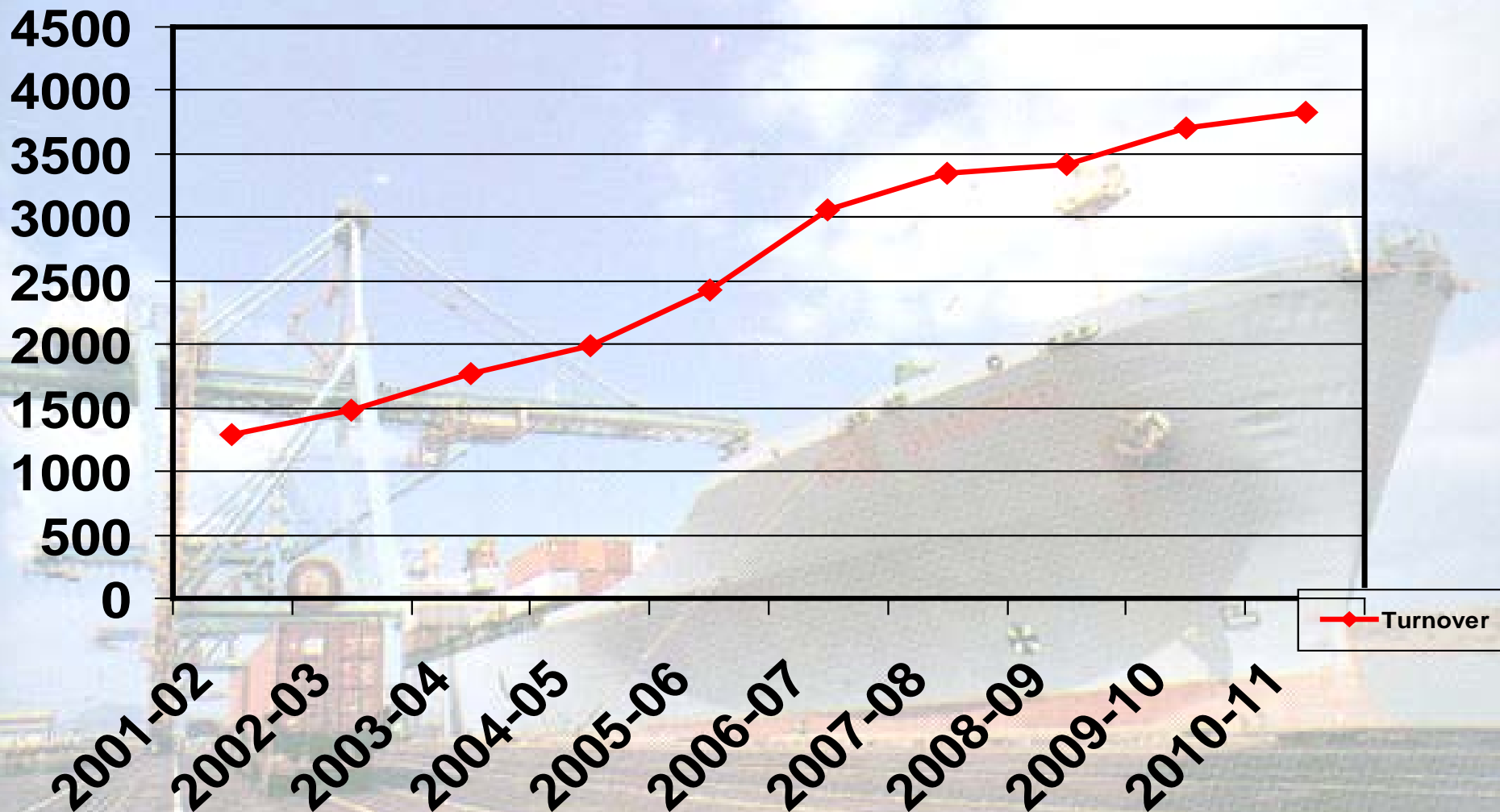
TRENDS IN BUSINESS

HANDLING (TEUS)



TURNOVER OVER THE YEARS

INCOME FROM OPERATIONS (In Rs. Crores)



Company's Efficiency

- **Total throughput (Exim & Domestic) in FY'11 up by 5.83%.**
 - **7.24% in EXIM despite Global meltdown.**
- **Operational revenue up by 3.26%.**
- **Remained Market leader in Container Logistics despite five years of intense competition.**
- **This has been possible on account of:**
 - **Innovative marketing efforts & Dynamic pricing**
 - **Curbing of operating costs – Deployment of Company owned equipment**
 - **Reduction of margins for improving competitiveness**

Certifications/Awards

- **ISO-9000 -2008 Quality Systems Certifications**
- **ISO/IEC-27001-2005 for establishing an Information Security Management System (ISMS).**
- ***Received the coveted MoU Excellence Awards for 05 consecutive FY'05 to FY'09***
- **Received the prestigious Dun & Bradstreet - ROLTA - Corporate Awards -2008, 2009 & 2010**
- **Accredited with “AAA” rating by CARE - *Best Credit Quality, Highest Safety for timely Debt Service Obligation.***
- ***Numerous other awards for best ICD operator, etc.***

TOP 500 RANKING BY ECONOMIC TIMES 2010

Category	Turnover	Net Profit
Overall	161	85
Transport & Logistics Sector	3	1

TOP 100 RANKING BY Financial Express 2010

Overall	74
Market Cap	58
Net Worth	57
Gross Profit	53

CONCOR share in Overall Container movement (MT of Container Traffic)

	2008-09	2009-10	2010-11
Carried by IR	29.66	34.36	36.86
Carried by CONCOR <i>(%age share of IR traffic)</i>	24.36 (82.13%)	26.60 (77.41%)	27.75 (75.28%)
Carried by other CTOs <i>(%age share IR traffic)</i>	5.30 (17.87%)	7.76 (22.59%)	9.11 (24.72%)
	1		14

DETAILS OF MOVABLE ASSETS

- **No of Rakes/Wagons – 240/10,777**
- **No of Containers – 15,579**
- **No of Gantry Cranes – 14**
- **No Reach Stackers – 60**

ROLLING STOCK ACQUISITION

- **Total of 9309 BLC/BLL wagons as on 31/03/2011**
- **In 2010-11, 545 wagons (12 rakes + 5 units) were procured from IR workshops**
- **Supply in Pipeline:**
 - *GOC Workshop, S.Rly – 690 wagons*
 - *Jamalpur Workshop, E.Rly – 700 wagons*
- **Procurements approved:**
 - *675 wagons for which open tender has been floated*
 - *1000 wagons approved by CONCOR BOD in Jan'11*

IMPORTANT PROJECTS EXECUTED

- (I) Inland Container Depot, Dadri (Greater Noida)**
- (II) Container Terminal, Dronagiri Node (Mumbai)**
- (III) Inland Container Depot, Tughlakabad (Delhi)**
- (IV) Inland Container Depot, Whitefield (Bangalore)**
- (V) Inland Container Depot, Tondiarpet (Chennai)**
- (VI) Inland Container Depot, Sanathnagar
(Hyderabad)**

Projects on Anvil

- **Development of Multi Modal Logistics Parks (MMLPS) which will function as ICD, DCT, Rail Bulk Terminal & Warehousing Zone all in one**
- **First Phase**
 - Nagalapully, Hyderabad
 - Khodiyar, Ahmedabad
 - Khatuwas, Rajasthan
 - Jharsuguda, Orissa
 - Quila Raipur, Punjab
- **Second Phase**
 - Dankuni, West Bengal
 - Sriperumbudur, Chennai
 - Kalinganagar, Orissa

CONCORs Robust IT Systems

- **VSAT based network extended over 64 locations**
- **Terminal Management Systems for**
 - **EXIM (ETMS, CCLS)**
 - **Domestic (DTMS)**
 - **ERP for Finance (Oracle Financials) & HR (RAMCO)**
 - **Data Warehouse Module for Commercial Applications**
- **E-Payment of RR to IR through TMS**
- **Web enabled Customer Feedback**
- **Facility for e-filing of documents**

- All applications implemented on Centralized Based Architecture
- Deployed through Citrix over VSAT based network
- Complete Automation of Business Processes
- To Facilitate Customers

APPLICATIONS (Contd...)

- **Operations System**
- **Track and Trace System**
- **Container Repair System**
- **Data Warehousing of ETMS/CCLS systems**
- **Online Vigilance Clearance System**

Customer Facility at Terminals

- ❑ Enquiry Screen
- ❑ Touch Screen
- ❑ Central PDA facility
- Through Centralized online systems, Central PDA Facility has been provided to customers
- Refunded Amount can be transferred to their PDA through system
- PDA balance enquiry can be accessed anytime.

USER INTERFACE

For customers, various facilities available on CONCOR's Website i.e. 'www.concorindia.com' are :

Container Track and Trace - Status of any container lying at any of our ICD's or in transit can be searched through our website www.concorindia.com

Freight Rates

Feedback System 'Customer Feedback Facility'

Automated E-Mail

All registered customers are sent automatic E-Mails on daily basis regarding :

- List of Containers Departed
- List of Containers Arrived
- List of Containers Destuffed
- Detailed Pre Deposit Account (PDA) statement.
- TDS Statement
- Advance Statement of Containers Booked

Web Queries (EXIM)

Various Container related queries available under this interface are :

- Container Details**
- Shipping Line wise Inventory**
- List of containers Arrived**
- List of containers Departed**
- Container Activity Record**
- Import Container Query**
- Export Container Query**
- PDA Balance Enquiry**

STRATEGIC VISION

- Continue to be the leading player in India for rail based inter-modal services.
- Be the leading “Third Party Logistics Services” provider of India with all inclusive logistics capabilities.
- Integrate rail, road, sea and air cargo logistics and operate multimodal cargo hubs in India.
- Emerge as a strong Terminal Operator for ports, inland depots, air cargo hubs.
- Extend operations in foreign countries and emerge in the league of international operators.

CONCOR wishes to continue exploiting growth opportunities and has drawn up a growth agenda

Growth agenda for existing markets

Setting up new logistics parks/hub terminals

Increasing capacity of existing hinterland terminals

Optimization along the transport chain

Increase container wagons

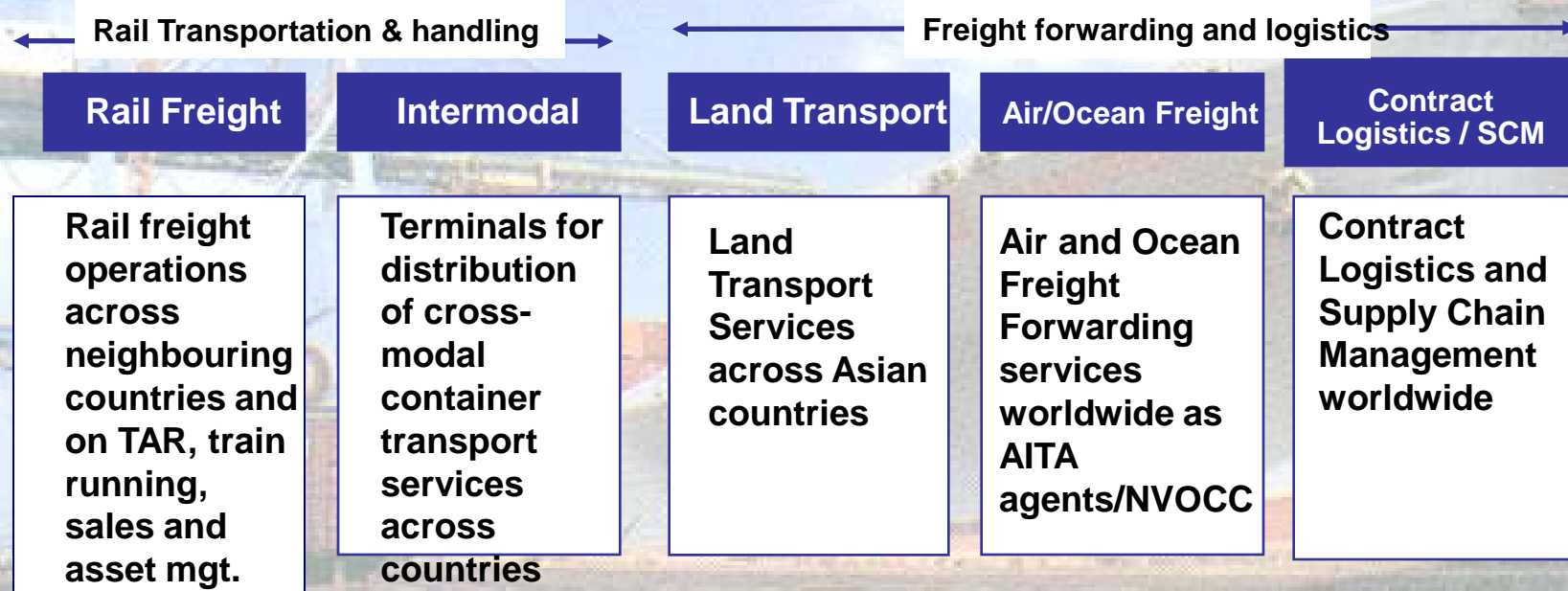
Internal reorientation for Inter-modal

Development opportunities in new markets

Terminal Joint Ventures for port and inland terminals

Intermodal Joint Ventures for global markets i/c Bangladesh

To be a leading global player in the transport and logistics market



CONCOR – Challenges Ahead

- Shipping Lines have been performing badly with major lines suffering losses and growth expected to be slow in the next few quarters also.
- The EXIM trade growth had been sluggish in FY10.
- FY 11 witnessed growth in later part of the year, however there was a heavy imbalance of Exports and Imports.
- The above problems of EXIM industry resulted in:
 - Mushrooming of Port side Container Freight Stations to enable quick repo of containers out of country.
 - Reduced Hinterland movement of Containers by Rail
- To retain the Rail Share, there will be a continuous need to reduce the tariffs to keep it competitive vis-à-vis road

Performance vis-a-vis Competition

To summarise:

- **CONCOR has managed to retain a lion's share of the container business moving through IR despite intense competition and unethical practices of the new CTOs**
- However, there has been a reduction of IR share in Port handling of EXIM traffic which is affecting the growth rate. This is on account of resistance by Lines to move containers to hinterland due to economic issues.

AREA OF CONCERNS & REMEDIAL ACTIONS

- A more cohesive view of the Hinterland Container Logistics issue by GOI.
 - IMC clearance for portside CFSs to be regulated.
 - Consider formation of a joint committee of Department of Commerce (Ministry of Commerce & Industries) and IR to curb proliferation of the port side CFSs (JNPT 27, Chennai 27, Vizag 4, Mundra 14, Pipavav 4, Tuticorin 13).
- Possible measures for prevention of monopoly by the Shipping Lines.
- Stricter implementation of Road transportation regulations – control on overload running.
- Clear differentiation between traffic which is additional business for IR and diversion from IR's traditional business. This will also help IR in retaining/increasing share of rail business.



THANK YOU