CONTAINER CORPORATION OF INDIA LTD. (CONCOR)

THINK LOGISTICS, THINK CONCOR



Corporate Presentation













मल्टी मोडल लॉजिस्टिक पा

Multi Modal Logistics Park





THE COMPANY



Incorporated

March 1988

Operational

November 1989

Authorised Capital

Original Rs.100cr; Now Rs.400cr Paid-up Capital

Original Rs.64.99cr; Now Rs.304.65cr (Due to Bonus Issues)

Holding Pattern

Govt.: 54.80%; Public (incl. FIIs):

45.20%

Listed

Price Rs 882.10 per share on NSE as on 31.03.2024 **Status**

Upgraded as "NAVRATNA" on 23rd July, 2014

Market Cap

Rs 53,746 Cr. NSE 31.03.2024 closing Dividend

Rs.7,120.99 Cr. including Final Dividend during FY 2023-24



PERFORMANCE HIGHLIGHTS: 2023 - 2024



Highest ever Turnover ₹9010.76cr

Ever highest Throughput:

4.72mn TEUs , 8.25% growth over 2022-23 (Last Year 4.36 mn TEUs)

Containerized Cargo Movement: Ever Highest (51.67 MT) Loaded & Moved

5540 Double stack Trains Moved

32.78% growth over Last Yr (Last year - 4097)

Highest ever PAT ₹1230.79 cr

CONCOR Ranked 248th

Among the top 500 companies in the coveted list of Fortune 500 companies of India.

Time Tabled Freight Express Train

Commenced Double Stack train operations from MMLP Dadri to Mundra Port

Deployed 90 LNG Trucks

Going for 200 more trucks in near Future

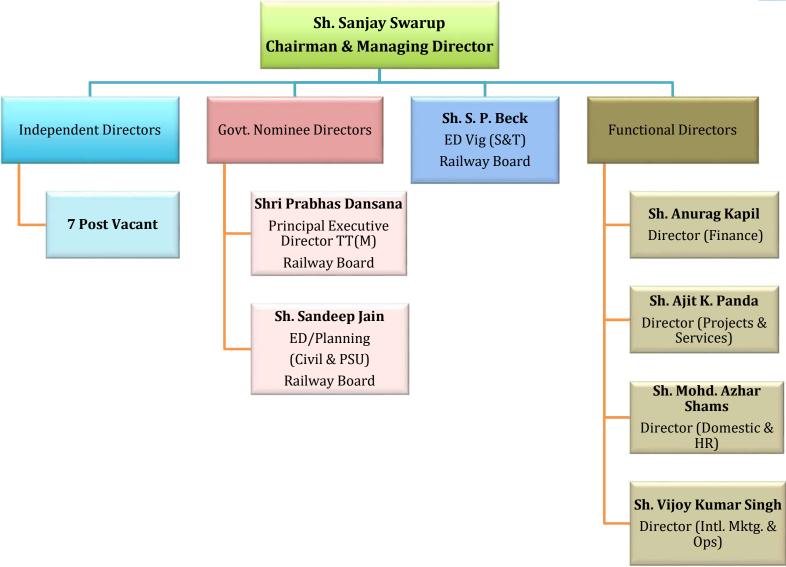
Infrastructure Additions

- Commissioned 14 New High Speed heavy capacity rakes (Total 377 Rakes)
- Procured 7,653 New Indigenously manufactured Containers Boost for 'Atma-Nirbhar Bharat' Mission (Total fleet of 44,378 Containers)
- New Terminals Jajpur, Kadakola and Paradeep



ORGANIZATION STRUCTURE



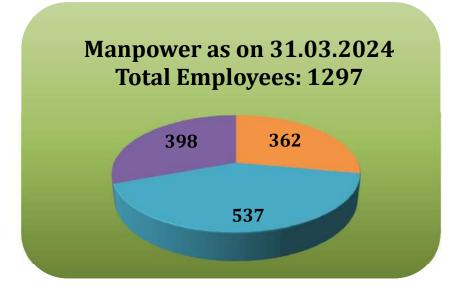




THE ORGANIZATION



Financial Year	No. of Employees	Total Income	Employee Cost	PBT
2023-24	1297	Rs.9010.76 Crores	Rs.462.82 Crores	Rs.1634.48 Crores
		Total Income Per Employee	Employee Cost to Total Income	PBT Per Employee
		Rs.6.95 Crores	5.14%	Rs.1.26 Crores







TERMINAL NETWORK



State wise breakup:

STATE	Nos.	STATE	Nos.
Andhra Pradesh	4	Maharashtra	5
Assam	1	Madhya Pradesh	4
Bihar	1	Odisha	4
Chhattisgarh	1	Punjab	6
Delhi	1	Rajasthan	6
Gujarat	8	Tamil Nadu	5
Goa	1	Telangana	2
Haryana	1	Uttar Pradesh	5
Himachal	1	Uttarakhand	1
Pradesh		West Bengal	4
Karnataka	3	Tripura	1
Kerala	1	Total	66





Strong Network of 66 Terminals

At Strategic Locations in the

Country

- > PURE EXIM: 4
- > PURE DOMESTIC : 24
- > STRATEGIC TIE-UPS: 3
- > COMBINED TERMINALS: 35



CONTAINER TERMINALS



ADMINISTRATIVE OFFICE	EXIM TERMINALS (4)	MIXED EXIM+DOMESTIC TERMINALS (35)	DOMESTIC TERMINALS (24)	STRATEGIC TIE- UP (3)	TOTAL
AREA-I (NORTH) (Serves Delhi-NCR, Haryana, Himachal Pradesh, Madhya Pradesh, Punjab, Rajasthan, UP & Uttrakhand)		1. Tughlakabad(Delhi) 2. Ahmedgarh - JVC -PLIL*** (MMLP) 3. MMLP, Barhi*** 4. Moradabad 5. Kanakpura(Jaipur) 6. Bhagat ki Kothi (Jodhpur) 7. Kathuwas (Neemrana)***(MMLP) 8. Dadri (Greater Noida)***(MMLP) 9. Pantnagar - JVC- SCICL***(MMLP) 10. Malanpur (Gwalior) 11. Agra East Bank (Agra) 12. Kanpur 13. Ravtha Road (Kota)	Phillaur (Ludhiana) Khemli (Udaipur) Suranassi Dhappar Nautanwa	1. PSWC Dhappar	21
AREA-II (WEST) (Serves Maharashtra, Gujrat, MP & Goa)		14. MMLP Balli 15. Mihan - Nagpur***(MMLP) 16. Daulatabad (Aurangabad)	6. Pithampur (Indore) 7. Turbhe (Mumbai) 8. Chhanni (Vadodara) 9. Gandhidham 10. GCT Jalna	2. Sukhpur(PFT) 3. GCT Dahej	18
AREA-III (SOUTH) (Serves Andhra Pradesh, Tamil Nadu, Karnataka, Chattisgarh, Kerala & Telangana)	Milavattan (Tuticorin) Harbour of Madras (Chennai)	25. Whitefield (Bangalore) 26. Irugur (Coimbatore)***(MMLP) 27. Tondiarpet (Chennai) 28. Vallarpadam 29. Naya Raipur***(MMLP) 30. Guntur 31. Sanathnagar (Hyderabad) 32. Vishakhapatnam (MMLP)***	11. New Mangalore Port (NMPT) 12. Nagulapally (Hyderabad)***(MMLP) 13. Krishnapatnam MMLP 14. Kakinada 15. Sriperumbadur 16. GCT Kadakola		16
AREA-IV (EAST) (Serves West Bengal, Odisha Bihar, Assam & Tripura)	,	33. Majerhat (Kolkata) 34. Amingaon (Guwahati) 35. Jharsuguda***(MMLP)	17. Fatuha (Patna) 18. Shalimar (Kolkata) 19. Durgapur***(MMLP) 20. Haldia 21. Balasore 22. GCT Paradip 23. Bodhjungnagar 24. GCT Jajpur		11

^{*} In additions to above, CONCOR is also providing services to trade from CRT's on pan India basis.

** CONCOR also has offices for service facilitation at the Ports - JNPT. Mundra. Pipavav. Cochin . Kolkata etc.

MAP OF CONCOR'S TERMINALS







COLLABORATIONS & DIVERSIFICATION:





SUBSIDIARIES

Sr No	Name of Company	Partner	% Share	Category
01	Punjab Logistics Infrastructure Limited	Punjab State Container and Warehousing Corporation Limited (CONWARE)	51	MMLP
02	SIDCUL CONCOR Infra Company Limited	State Infrastructure & Industrial Development Corporation of Uttarakhand Ltd	74	MMLP
03	FRESH & HEALTHY ENTERPRISES LTD.	WHOLLY OWNED	100	COLD CHAIN
04	CONCOR AIR LTD.	WHOLLY OWNED	100	AIR CARGO OPERATION

JWGs

Sr No	Name of Company	Associate	% Share	Category			
01	HALCON	Hindustan Aeronautics Ltd	50	AIR CARGO OPERATION			
02	ANOTHER JWG (GICON) HAS BEEN FORMED WITH M/s GUJARAT INDUSTRIAL CORPORATION FOR OPERATION OF MMLP AT DAHEJ.						



COLLABORATIONS & DIVERSIFICATION:

(SUBSIDIARIES, JVs & JWGs)



JVs

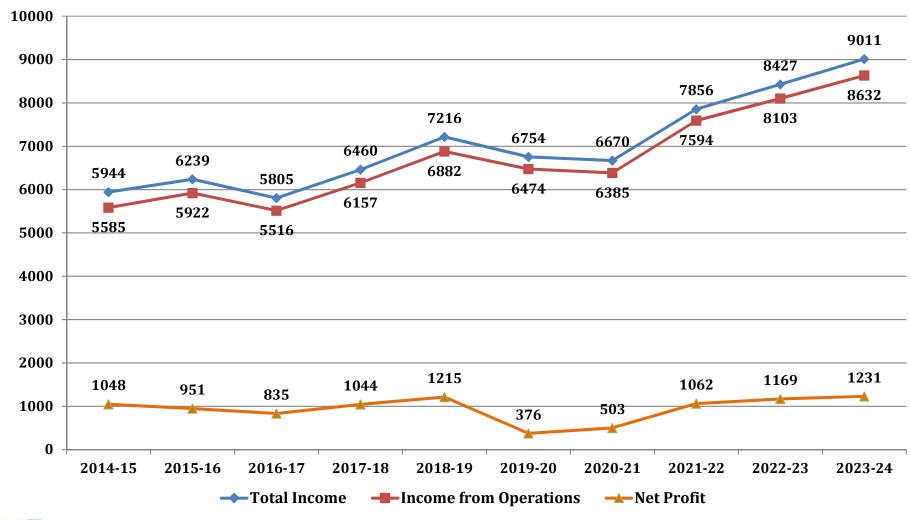
Sr No	Name of Company	Partner	% Share	Category
01	Star Track Terminals Pvt Ltd	M/s APM Terminals India Pvt Limited.	49	CFS Operation
02	Transworld Terminals Dadri Pvt	M/s Transworld Terminals Pvt. Ltd.	49	CFS Operation
03	CMA CGM Logistics Park Pvt Ltd:	M/s CMA CGM Agencies India Pvt Ltd.	49	CFS Operation
04	All Cargo Logistics Park Pvt Ltd:	M/s AllCargo Logistics Ltd.	49	CFS Operation
05	Gateway Terminals India Pvt Ltd	M/s APMT terminals (AP Moller – Maersk)	26	Port Operation
06	India Gateway Terminals Pvt Ltd	M/s Hindustan Ports Pvt Ltd, M/s Chakiat Infrastructure & Investment Pvt Ltd & M/s Transworld Shipping Services Pvt Ltd	11.87	Port Operation
07	TCI- CONCOR Multimodal Solutions Pvt Ltd	M/s Transport Corporation of India Ltd.	49	End to End Logistics
08	Angul Sukinda Railway Ltd:	M/s Rail Vikas Nigam Ltd, M/s Jindal Steel & Power Ltd., Odisha Industrial Infrastructure Development Corporation, Govt of Odisha & Odisha Mining Corporation Ltd.	26	Rail connectivity
09	Himalayan Terminals Pvt. Ltd. (нтр.)	Interstate Multimodal Transport Pvt Ltd Nepal & Nepal Transit & Warehouse Co. Ltd.	40	ICD Operation at Nepal
10	Container Gateway Ltd	M/s Gateway Distriparks Ltd.	49	ICD Operation



YEARLY PERFORMANCE (Rs. In Crore)



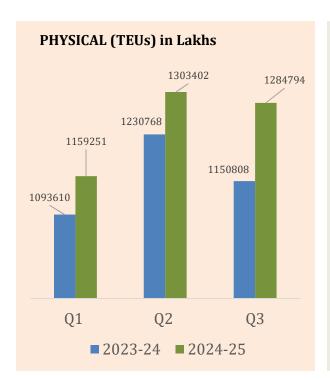
FINANCIAL

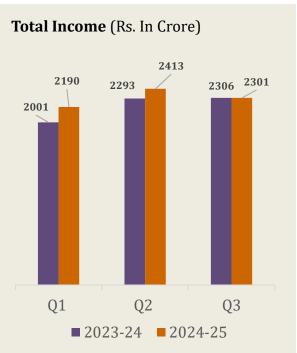


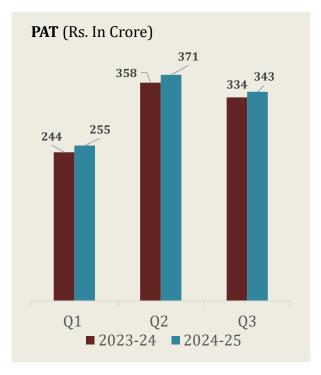


QUARTERLY PERFORMANCE











DIVIDEND



YEAR	14-15	15-16	16-17	17-18	18-19	19-20	20-21	21-22	22-23	23-24
DIVIDEND PAID # (Rs. In Crore)	261.27	263.21	369.97	416.76	520.95	219.35	304.65	548.36	670.22	700.69
DIVIDEND AS A % OF EQUITY	134%	135%	152% \$	171%	171% @	72%	100%	180%	220%	230%
DIVIDEND # AS A % OF NET PROFIT	25%	33%	43%	39%	43%	58.37%	60.53%	51.62%	57.33%	56.93%

Excluding Dividend Distribution Tax.

\$ POST ISSUE OF BONUS SHARES IN THE RATIO OF 1:4

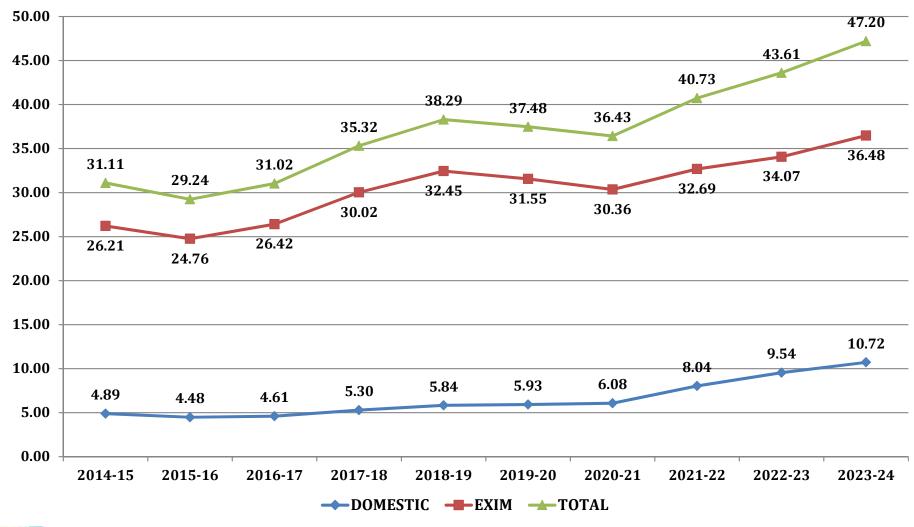
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PERFORMANCE (TEUs in Lakh)



PHYSICAL





KEY PERFORMANCE PARAMETERS



Цоод	FY'	FY'	FY'	
Head	2021-22	2022-23	2023-24	
EXIM HDLG (TEUs)	32,69,026	34,06,864	36,48,076	
Domestic Hdlg (TEUs)	8,03,899	9,54,267	10,71,908	
Total Hdlg (TEUs)	40,72,925	43,61,131	47,19,984	
Optg Income (Rs. Cr.)	7594.45	8103.4	8632.49	
Total Income (Rs. Cr.)	7857.58	8427.42	9010.76	
Profit After Tax (Rs. Cr.)	1062.34	1169.08	1230.79	
NSE Market Cap as on 31 st March (Rs. Cr.)	40,954	35,354	53,746 as on 31-03-2024	
	as on 31-03-2022	as on 31-03-2023	as on 31-03-2024	
Tonnage Mn MT(tfc. by Rail)	47.69	48.99	49.11	
Net Worth (Rs. Cr.)	10,777.30	11,244.98	11,812.34	
Capital employed (Rs. Cr.)	9,251.18	9,722.52	10,406.46	
Dividend (Rs. Cr.)	548.36	670.22	700.69	
Bonus Shares Issued	Apr '08- 1:1, Sep '13-1:2, Apr '17- 1:4, Feb'19 -1:4			



CONCOR INFRASTRUCTURE IN THE SERVICE OF NATION: A QUICK SNAPSHOT OF MOVABLE ASSETS (as on 27/05/2024)





17,967 Container Wagons



10 Gantry Cranes



44,492 Containers



20 Fork Lifts



108 Reach Stackers (RST)



24 Shunting Engines

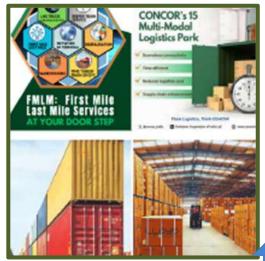


100 LNG Trucks



CUSTOMER-CENTRIC FOCUS AREAS











Green & Sustainable Logistics: LNG/Solar/ Rail/ Paper Less Working











Collaboration with Market Leaders

TOTAL LOGISTICS SOLUTION



A BOUQUET OF SERVICES UNDER A SINGLE WINDOW



Rail Transportation



1st/Last Mile Service



Warehousing



Stevedoring



Customs Facilitation/ Documentation



Palletization /Lashing/Choking/ Fumigation



95% Movement by Rail, 4 MMLPs connected on DFC



Providing end to end logistics service through Mobile App



4 mn sqft warehouse space across the country







Other Value added services

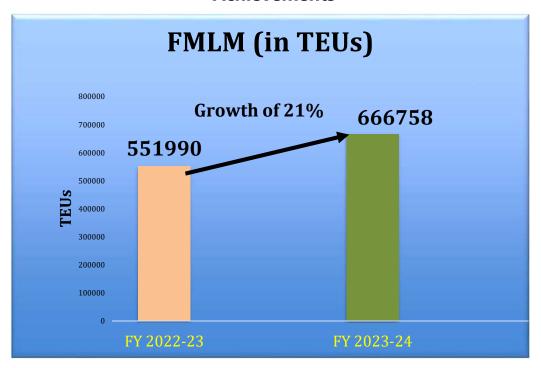


FIRST MILE LAST MILE(FMLM) SERVICES



- At present CONCOR's share in total 1st/Last mile transportation at our terminals is 25%.
- Our target is to increase this share to 50% by the end of 2024 -25

Achievements





WAREHOUSING



Total warehouse space: 4 mn sqft

Types of warehouses: Transit, Bonded, Cold Chain, Domestic

Value added services being provided in the warehouses















OTHER VALUE ADDED SERVICES



• CONCOR provides several Value Added Services such as Customs facilitation, Fumigation, Palletization, Lashing, Stevedoring, Metal scanning etc to the customers under single window











Palletization Services 1436









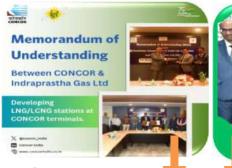
Volume in 2023-24

in TUEs

GREEN & SUSTAINABLE LOGISTICS











Deployed 100 LNG fueled trucks for road transportation services for customers. 7865 TEUs moved in FY 23-24. Another 200 such trucks likely to be inducted soon.

Signed MoU with M/s IGL & M/s IOCL for setting up of LNG infrastructure at CONCOR's terminals. Solar Panels already installed at ICD Dadri as a pilot project.

Signed MoU with M/s NVVN for creation of infrastructure to generate solar power at CONCOR's terminals.



95 % Cargo moved by Train (less emission of CO2)

100% paper less work

(e-office solutions)





COLLABORATION WITH MARKET LEADERS











Aims to leverage the strengths of both organizations respective infrastructure and experience to enhance the "ease of doing Business"





- Signed MoUs with leading freight forwarders M/s
 DB Schenker and M/s PSA MESA for bringing
 greater supply chain efficiency & bringing down the
 Logistics cost.
- In order to leverage infrastructure strength of both PSUs, CONCOR and CWC have signed MoU to collaborate in areas of mutual interest.



USE OF CUTTING-EDGE INFORMATION

TECHNOLOGY







AUTOMATATION

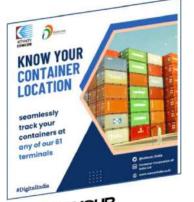
OF CONTRACT
MANAGEMENT/BILLING



AI BASED TERMINAL MANAGEMENT



e FORWARDING NOTE



KNOW YOUR CONTAINER LOCATION (KYCL)



e FILING FACILITIES FOR CUSTOMERS



eOFFICE: DIGITAL WORKPLACE SOLUTION



EMPLOYEE SELF SERVICE PORTAL HRMS



e-LOGISTICS MOBILE APP

कॉनकॉर CONCOR

- Mobile app for First Mile & Last Mile Services that offers a unified digital platform for both service providers and customers, enhancing 'Customer Value Creation' across various transportation services.
- ★ Fully automated and paperless operations save valuable time and reduce costs.
- Container Movement through
 Mobile App 1426 TEUs in FY
 23-24







AI BASED TERMINAL MANAGEMENT SYSTEM





Automated gate solutions



Al-powered rail and wagon mapping



Real-time container location and job tracking



Al-driven warehouse operations management

GATE

- Container number, ISO code
- · Hazard classification
- Damage and deformities
- Seal count
- Truck license plate number

RAIL

- Wagon number & position
- Container number, ISO code
- · Hazard classification
- Damage and deformities
- Seal count

YARD

- Accurate container location tracking
- Accurate event capture
- CHE & ITV identity and tracking
- Yard job assignment

WAREHOUSE

- Cargo loading /unloading count
- Inbound/outbound cargo tracking
- Space allocation
- · Equipment utilization

AUTOMATED

Data collection to Decision making

INTEGRATED

Operational task to Business process

INSIGHTS

Management insights to Operational analytics

26

TERMINAL AUTOMATION BY AI/ML



Increased Data Accuracy Increased Traceability

60%
Reduction in emissions

Enabling swift informed decisions

Improved customer service level

Ease of doing business

Better Safety for Cargo

Higher security and safety

Improved transparency

Ease of data analysis



KNOW YOUR CONTAINER LOCATION (KYCL)

कॉनकॉर CONCOR

- ➤ Know Your Container Location system provides location of a container lying at any of the CONCOR terminals to the customer.
- ➤ To capture container locations online in the yard, Wireless Hand held RDT's (Radio Data Terminals) have been provided at all major terminals.
- ➤ Locations are captured as and when a container is moved from one location to other within the terminal right from arrival to departure.
- ➤ Facilitates customer round the clock to track their containers through CONCOR's website.







DIGITAL WORKSPACE SOLUTION: eOffice

aŭ naŭ t

- ★ CONCOR is among the pioneer PSU's for implementation of e-Office System.
- ★ This has facilitated paperless office by replacing physical file movement/approval in electronic mode.
- Enhanced/Increased transparency, efficiency productivity and decision making.
- ★ Effective utilization of resources, space, efforts, cost and also environment friendly.





AUTOMATION OF CONTRACT MANAGEMENT BILLING



 Online Submission of Invoices by Contractors through Digital Signatures round the clock through CONCOR's integrated digital platform (https://ebillingconcorindia.com/emb)





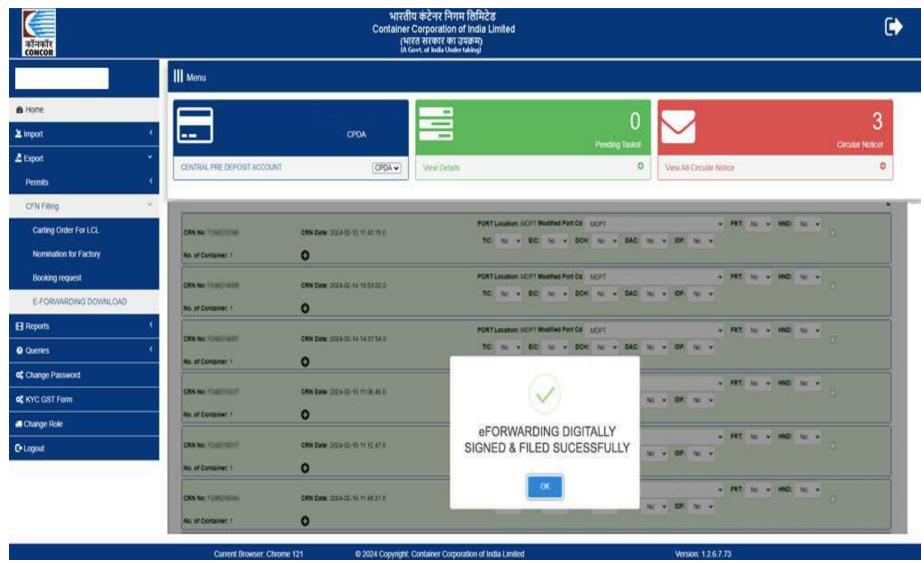
- Integrated with Financial Accounting System(ERP).
- Integrated with GeM Portal
- Online Payments are being processed/ paid to Contractors.





e-FORWARDING NOTE FOR STAKEHOLDERS







e-FILING SYSTEM FOR EXIM OPERATIONS



e-Filing System for EXIM Operations is available round the clock and can be accessed through www.ccilweb.com through digital Signatures

Portal is integrated with Icegate,Railways etc.



- ★ Stakeholders such as Shipping Lines, Exporters, Importers, CHAs, Freight Forwarders, and Joint Ventures (JVs) are provided with an e-filing option enabled by digital signatures for conducting online transactions.
- Integrated e-filing platform saves time and cost & increase transparency and efficiency



EMPLOYEE SELF-SERVICE PORTAL (HRMS)



- ★ User-friendly Employee Self-Service Portal
- ★ System based on workflow and prevalidation
- ★ Online application and approval features
- ★ Integrated with centralized facial recognition biometric attendance system at all locations, validated for salary and leave (compensatory off)
- ★ Linked with online vigilance clearance system
- ★ Accessible via web and mobile platforms





NEW INITIATIVES



- •BULK CEMENT MOVEMENT IN TANK CONTAINER
- •INTERNATIONAL NORTH-SOUTH TRANSPORT CORRIDOR (INSTC)
- •PASSIVE COOLING TECHNOLOGY THROUGH ICE BATTERY
- WAREHOUSING THROUGH PPP MODEL
- •COASTAL MOVEMENT/INLAND WATERWAYS



BULK CEMENT MOVEMENT IN TANK CONTAINER





✓ Cement companies can plan loading/unloading of cement either at their production/ consumption point or in/out Silos.

✓ Pneumatic Loading/ Unloading. No pit required

✓ Tank can be handled at container siding

✓It will reduce multiple handling and wastage of cement.

✓Entire mode is costeffective and environment friendly.



INTERNATIONAL NORTH-SOUTH TRANSPORT CORRIDOR (INSTC)



Introduction to INSTC (International North-South Transport Corridor)

- > INSTC is a 7200km long multi-modal network of sea, rail, and road routes for carrying cargo from India to Russia via Iran, and CIS countries
- The INSTC agreement was signed in the year 2002 by India, Russia and Iran.

Benefits of INSTC (Subject to lifting of all sanctions)

- > Shorter Distance and Faster Deliveries: In Comparison to the existing sea route via the Suez Canal, the INSTC route is shorter and less time-consuming.
- Green Mode of Transportation: The INSTC route consists of Sea cum Rail mode which is greener mode compared to Sea cum Road mode.
- ➤ <u>Increased trade volume between member nations</u>: Through the INSTC route, the connectivity with the landlocked Central Asian republics can be improved, thereby increasing the volume of trade.
- Possible synchronization with Baltic, and Nordic corridors: This route can be further extended to the Scandinavian countries like Norway, Finland, Denmark, Sweden etc in future.

Role of CONCOR

- Signed a Service Agreement with RZD Logistics (Joint Stock Company of Russian Railways) for the movement of containers via INSTC.
- As per the above agreement, CONCOR will deploy its Container in the INSTC route for the movement from Indian Gateway Ports to Russia.
- > The mode of transport will be via Sea up to the Iranian Gateway port and move via rail mode from the Iranian port to Moscow





PASSIVE COOLING TECHNOLOGY THROUGH ICE BATTERY



Concept/Benefits of ICE BATTERY (IB) Technology

- Developed by M/s INNOVATION THRU ENERGY COMPANY LIMITED (ITE), Japan, IB Technology is an environmentally conscious substitute for Dry Ice and Diesel driven Refrigerated Truck.
- Multi-Temperature controlled system for preservation of Pharma/Agri products and other temperature-sensitive products.
- Technology is compatible with 20ft /40ft containers thus facilitating multi-modal movement through land/sea mode.

CONCOR'S tie up with M/s ITE, Japan

- MoU signed and 13 containers taken on lease
- Movements carried out in various parts of the country and product being marketed aggressively jointly with team of M/s ITE





WAREHOUSING THROUGH PPP MODEL



- Development of modern warehousing infrastructure to meet the growing demand for storage & distribution space of various industries including ecommerce, FMCG, etc
- Facilitating public private partnerships for the development, operation & management of state-of-the-art warehouses through JVs/Concession Agreements on BoT/other suitable models to leverage expertise & investment of private sector
- ➤ Eol floated in March 2024 for inviting proposals from the stakeholders. More than 30 prominent companies have shown interest.





COASTAL MOVEMENT/INLAND WATERWAYS



COASTAL SHIPPING

- > CONCOR's entry in Coastal Shipping eco-system is expected to widen the outreach & help in providing single-window seamless service to customers utilising multiple modes of transport.
- > Discussions initiated with major stakeholders for connecting cargo originating in Northern India with Southern parts of the country.

INLAND WATERWAYS

- ➤ As per Maritime Vision 2030 Target of Modal Share of Inland Water Transport (IWT) is 5% for 2030 and 7% for 2047.
- ▶ Increase in traffic handled on National waterways: 30.41 MMT in FY 2014-15 to 126.15 MMT in FY 2022-23.
- > 13.22 Lakhs Tonnes of Foodgrains have been transported in last three years.
- > CONCOR is exploring the feasibility of movement of Foodgrain from Varanasi to Tripura through National Waterway 1 & 2.





LEADING SOCIETAL CHANGE







Health Camps at different locations of CONCOR for stakeholders.



Procurement of medical equipments for PHCs/CHCs etc. at Chandauli, Uttar Pradesh



Development of infrastructure facilities at Ara, Bhojpur Bihar.

LEADING SOCIETAL CHANGE







Skill training at Tuticorin, TamilNadu and Tughlakabad, New Delhi





Open outdoor GYM machine in Motihari, East Champaran district of Bihar





CONCOR RANKED 269 AMONGST

INDIAN COMPANIES





"A customer is the most important visitor on our premises. He is not dependent on us. We are dependent on him. He is not an interruption of our work. He is the purpose of it. He is not an outsider of our business. He is part of it. We are not doing him a favour by serving him. He is doing us a favour by giving us the opportunity to do so."

- Mahatma Gandhi



THANK YOU





OUR ETHOS

Customer Value Creation

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