

RAIL INDIA CONFERENCE 2016

Key Initiatives taken by CONCOR for Container growth



Sanjay Swarup
GGM, CONCOR

New Delhi, 22nd January, 2016



Setting the Context

- **INDIA:** 7th largest country with 2nd largest population size
- Largest & Sustained Democracy for over six decades
- GDP – Around US\$ 2 trillion, set to grow at 7-8% per annum
- Railway network
 - More than 60,000 kms of tracks
 - Carries more than One Billion MT cargo every year
- Overall Port Container Throughput of 11 million plus TEUs
 - But just 1.6% of global volumes
 - Very low rail share ~ 20%

Government of the day – Has infrastructure and growth agenda



Containerization in India

- India handled 11.53 million TEUs (175 million tons) at all Ports in 2014-15.
- Major ports handled 8 million TEUs registering a growth of **6.71%** (Indian Ports Association).
- **Mundra** and **Pipavav** ports handled **2.64** and **0.79 Million TEUs** registering growth of **14%** and **15.45 %** respectively over the previous financial year.
- Rail share of EXIM containerized traffic between gateway ports and hinterland ICDs was 38.38 million tons (22%).
- Container traffic (48.83 MT) accounted for **4.45% of the IR's freight** basket of 1097.57 MT.
- CONCOR handled 3.11 million TEUs (36.19MTs) in 2014-15 at its vast network of 63 terminals spread across the Country.



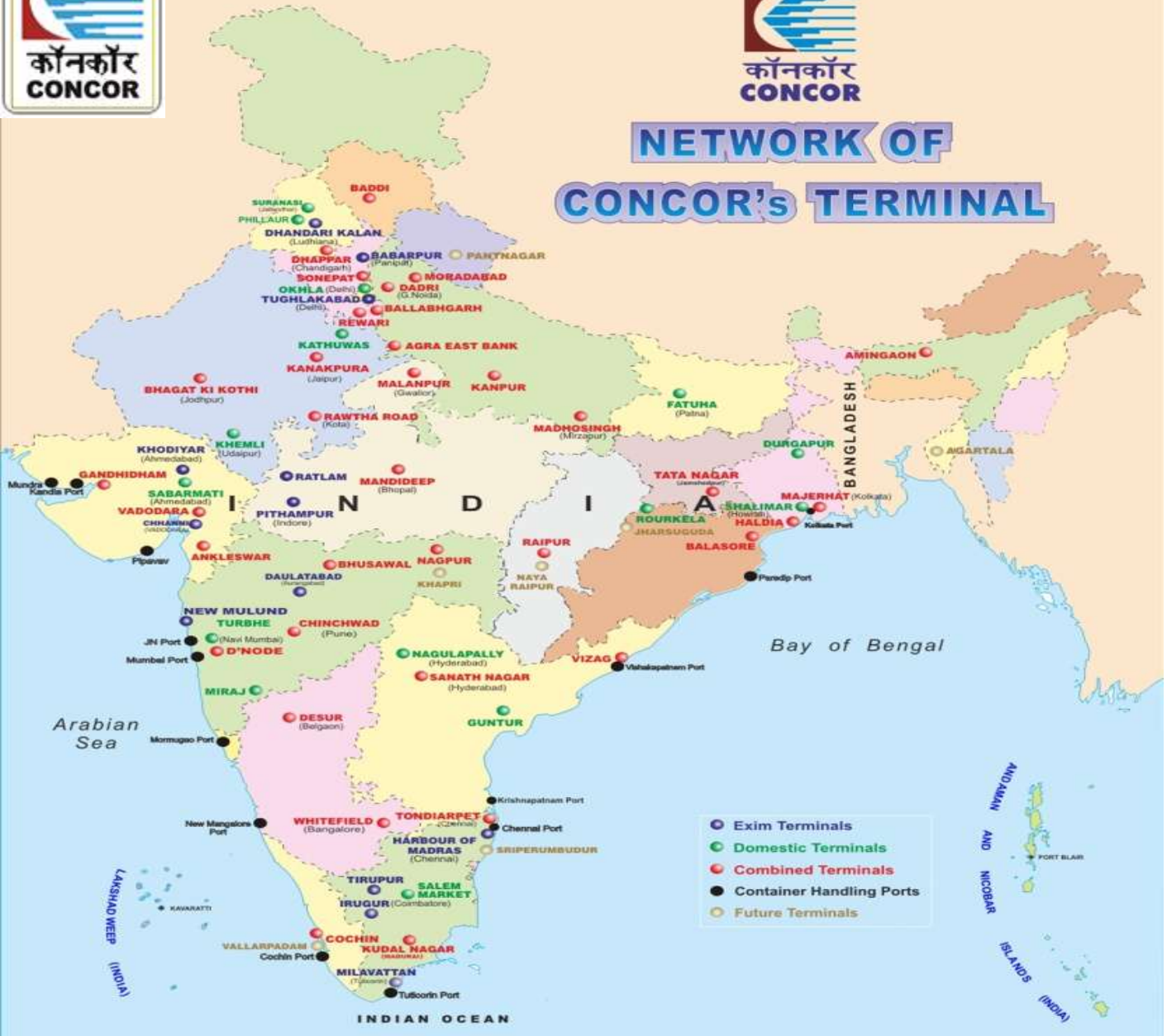
NETWORK OF CONCOR'S TERMINAL

Total -63 Terminals throughout India

Pure Dom – 15

Pure Exim – 13

Combined- 35



- Exim Terminals
- Domestic Terminals
- Combined Terminals
- Container Handling Ports
- Future Terminals

Not to scale

This is a Guide Map only. It has no correctness with State boundaries.



SERVICES PROVIDED AT TERMINALS

- Train Handling
- Container Storage
- Customs facilitation
- Warehousing of cargo (transit, bonded, LCL etc)
- Associated Value Added Services
- Door to Door Solutions



DETAILS OF MOVABLE ASSETS

- Rolling stock - 295 rakes
- No of Containers -20984
- No of Gantry Cranes - 17
- No Reach Stackers - 53

Company has been procuring around 750 wagons from IR workshops every year in last 5 years.

We are also in the process of acquiring five more Gantry Cranes and special purpose containers



CONCOR's Robust IT Systems

- VSAT based network extended over 64 locations
- Terminal Management Systems for
 - EXIM
 - Domestic
 - ERP for Finance & HR
 - Data Warehouse Module for Commercial Applications
- E-Payment of RR to IR through TMS
- Web enabled Customer Feedback
- Facility for e-filing of documents
- Online container tracking on CONCOR system
- KYC (Know Your Container) in some terminals
- SMS based container tracking



Future Ahead: MMLPs

- **To harness the potential of development of DFC and expansion of Port capacity**
- **Value addition centre for cargo**
- **Just in Time Inventory management for customers**
- **All facilities at the doorstep of customers**
- **Synergies between various stakeholders in the logistics chain**



Facilities in MMLPs

- **Rail access for container trains for movement in both EXIM and Domestic sectors.**
- **Inland Container Depot / Domestic Container Terminal facilities**
- **Warehousing**
 - Transit
 - Bonded
 - Cold Chain etc
- **Access to Indian Railway freight wagons for loading/unloading of bulk cargo under the PFT policy.**
- **State of art operational and handling facilities like Reach stackers, cranes, Forklift trucks and trailers for internal transfer and local and long distance transportation.**
- **Fully paved area with separate entry and exit gates with sufficient supply of electricity and water.**
- **Customized IT application for the state of art facilities of operations and storage.**
- **Management functions covering a wide array of value added services along location to make use of synergies.**
- **Other customer facilitation services**



CONCOR's plans for MMLPs

- **Coming up at 15 locations**
- **Along Western and Eastern DFCs and Feeder Routes**
- **In Rajasthan, Punjab, Uttarakhand, Andhra Pradesh, Odisha, Maharashtra, Tamil Nadu and Uttar Pradesh**



Artist impression of MMLP





View of Integrated Gate Complex at MMLP, Kathuwas





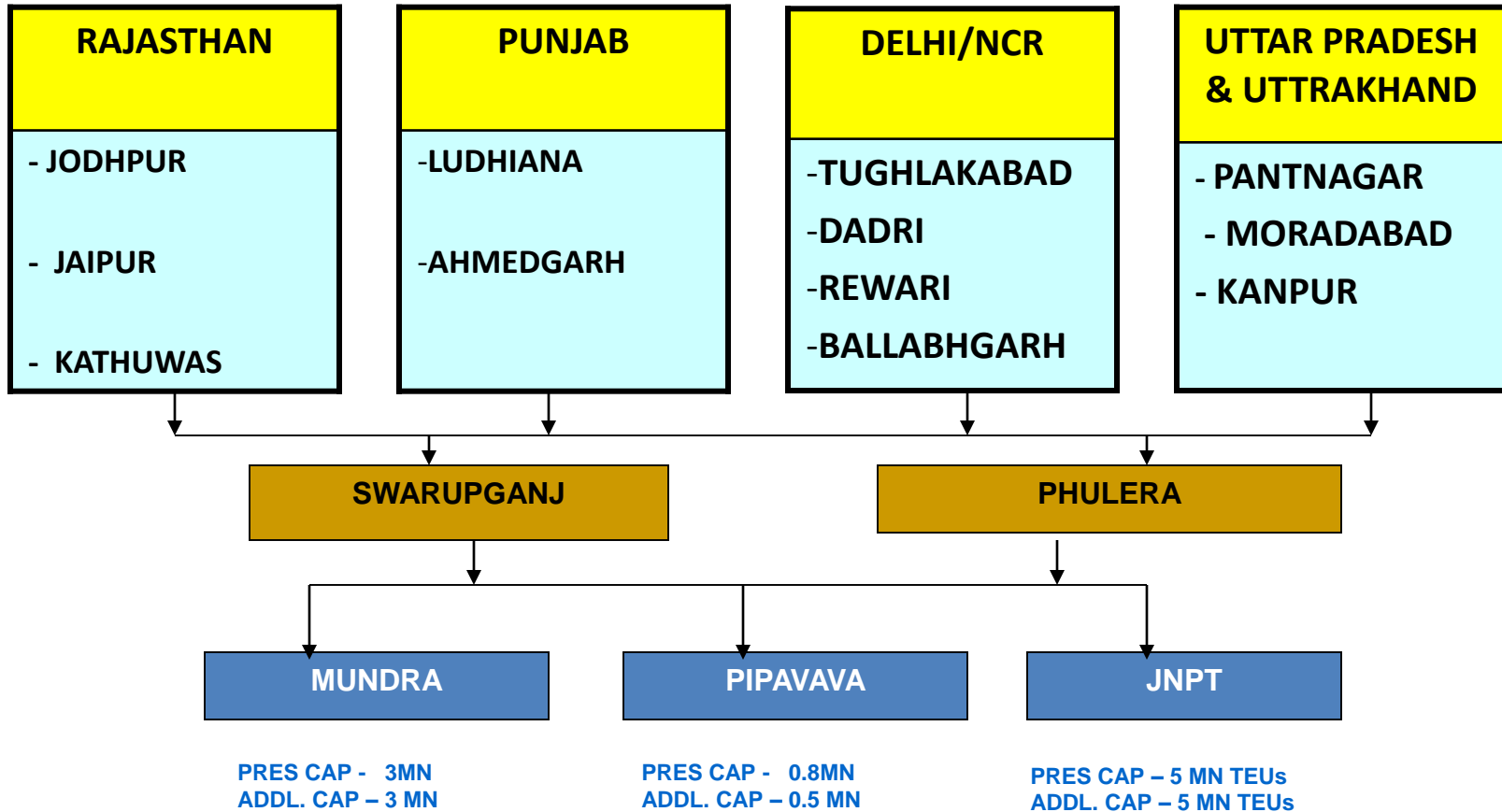
View of Rail Handling Lines at MMLP, Kathuwas




Rail Transshipment Hub

- In DFC system trains carrying capacity to quadruple and costs to come down (400 TEUs per train)
- But Aggregation of single origin-destination will become time consuming
- CONCOR developing Rail Transshipment Hubs for re-aggregation of containers dispatched from Ports and Dry Ports
- Thereby decongesting the three main western Gateway ports - particularly JNPT
- And making services cheaper and quicker for the Customer
- RTHs planned at Swarupganj and Phulera in Rajasthan along Western DFC

RTH - Pictorial Version



 HINTERLAND DRY PORT

 RAIL TRANSHIPMENT HUBS

 GATEWAY PORTS

THANK YOU

sanjays@concorindia.com

