

CONCOR / 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. FII):
45.20%

Listed

Price Rs 859.65
per share on NSE as
on 31.12.2023

Status

Upgraded as
"NAVRATNA" on 23rd
July, 2014

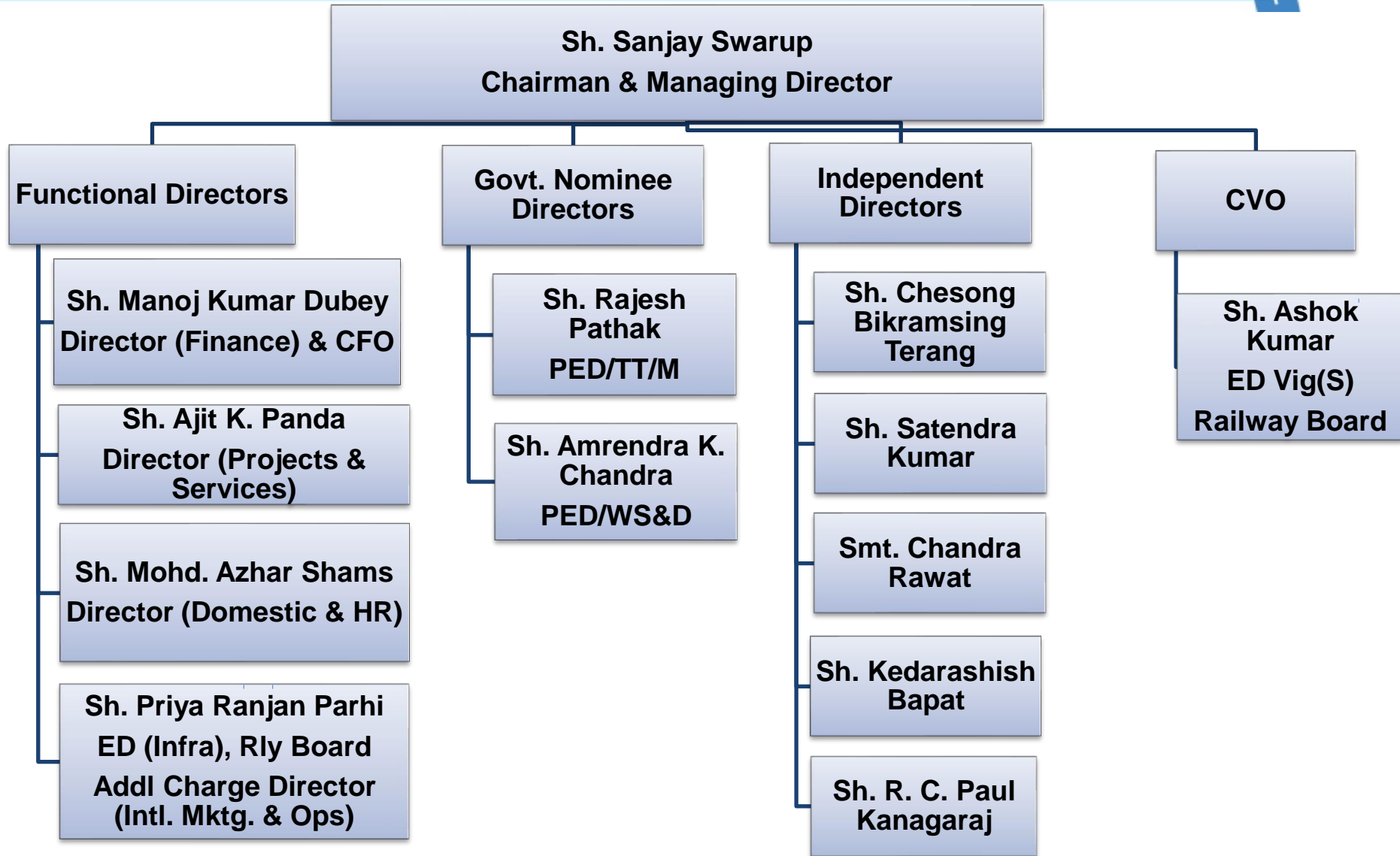
Market Cap

Rs 52,378 Cr.
NSE 31.12.2023
closing

Dividend

Rs.6,724.95 Cr.
including
2 interim
Dividend's 2023-
24

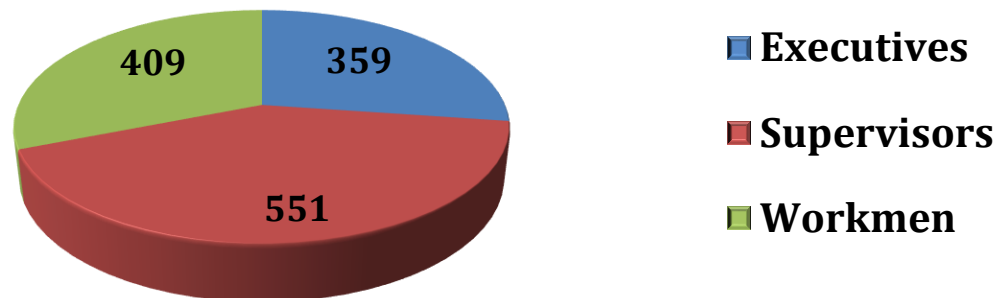
CONCOR / ORGANIZATION STRUCTURE



CONCOR / The Organization

Financial Year	No. of Employees	Total Income	Employee Cost	PBT
2022-23	1319	8427.42 Crores	427.36 Crores	1553.73 Crores
		Total Income Per Employee	Employee Cost to Total Income	PBT Per Employee
		6.39 Crores	5.07%	1.18 Crores

Manpower as on 31.03.2023 Total Employees: 1319



CONCOR'S TERMINALS NETWORK

❑ Existing Terminals : 64

- PURE EXIM : 4
- PURE DOMESTIC : 22
- STRATEGIC TIE-UPS : 3
- COMBINED TERMINALS: 35

State wise breakup :

STATE	Nos.	STATE	Nos.
Andhra Pradesh	4	Maharashtra	4
Assam	1	Madhya Pradesh	4
Bihar	1	Odisha	3
Chhattisgarh	1	Punjab	6
Delhi	1	Rajasthan	6
Gujarat	8	Tamil Nadu	5
Goa	1	Telangana	2
Haryana	1	Uttar Pradesh	5
Himachal Pradesh	1	Uttarakhand	1
Karnataka	3	West Bengal	4
Kerala	1	Tripura	1
		Total	64

*Kakinada, Andhra Pradesh, Warehouse commenced on 19.12.2022

CONCOR CONTAINER TERMINALS

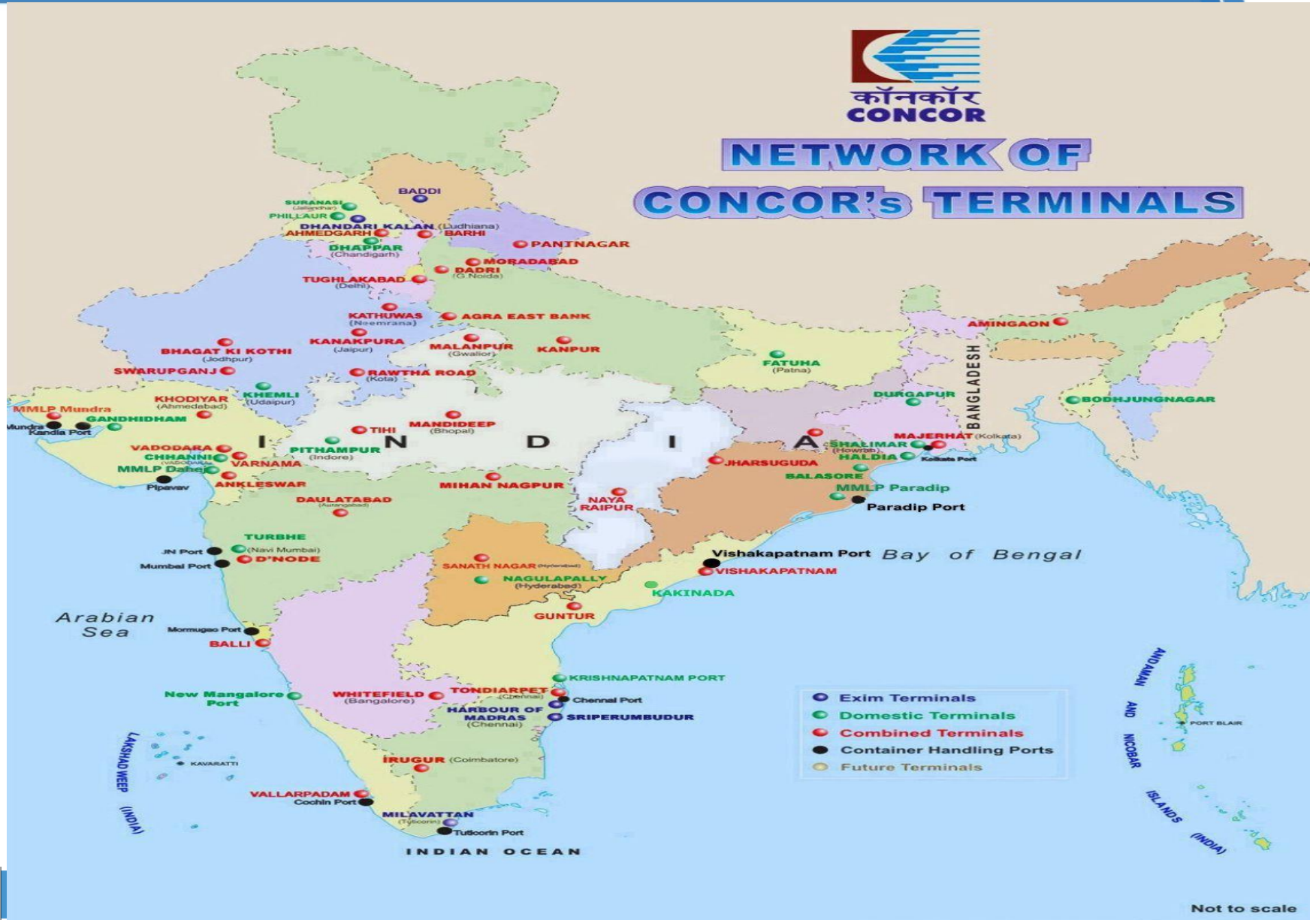
CONCOR CONTAINER TERMINALS					
CONCOR's AREA	EXIM TERMINALS (4)	MIXED EXIM+DOMESTIC TERMINALS (35)	DOMESTIC TERMINALS (22)	STRATEGIC TIE-UP (3)	NO. OF TERMINALS (as on 28/11/2023)
AREA-I (NORTH) (Services are available in Delhi, Haryana, Himachal Pradesh, Madhya Pradesh, Punjab, Rajasthan, UP & Uttrakhand)	1. Dhandharikalan (Ludhiana) 2. Baddi	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)	1. Phillaur (Ludhiana) 2. Khemli (Udaipur) 3. Suranassi 4. Dhappar 5. Nautanwa	1. PSWC Dhappar	21
AREA-II (WEST) (Services are available in Maharashtra, Gujrat, MP & Goa)		14. MMLP Balli 15. Mihan - Nagpur***(MMLP) 16. Daulatabad (Aurangabad) 17. Mandideep (Bhopal) 18. Dronagiri Node (Mumbai) 19. Tihi***(MMLP) 20. GCT Varnama 21. Khodiyar (Ahmedabad) 22. Ankleshwar 23. MMLP Mundra 24. Swarupganj (RTH)	6. Pithampur (Indore) 7. Turbhe (Mumbai) 8. Chhanni (Vadodara) 9. Gandhidham	2. Sukhpur(PFT) 3. GCT Dahej	17
AREA-III (SOUTH) (Services are available in Andhra Pradesh, Tamil Nadu, Karnataka, Chattisgarh, Kerala & Telangana)	3. Milavattan (Tuticorin) 4. 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)***	10. New Mangalore Port (NMPT) 11. Nagulapally (Hyderabad)***(MMLP) 12. Krishnapatnam MMLP 13. Kakinada 14. Sriperumbadur 15. GCT Kadakola		16
AREA-IV (EAST) (Services are available in West Bengal, Odisha, Bihar, Assam & Tripura)		33. Majerhat (Kolkata) 34. Amingaon (Guwahati) 35. Jharsuguda***(MMLP)	16. Fatuha (Patna) 17. Shalimar (Kolkata) 18. Durgapur*** 19. Haldia 20. Balasore 21. GCT Paradip 22. Bodhjungnagar		10
GRAND TOTAL					64

* 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 in the main Ports - JNPT, Mundra, Pipavav, Cochin , Kolkata etc.

*** All are MMLPs & having Private Freight Terminals (PFTs) as per IR policy

MAP OF CONCOR'S TERMINAL



CONCOR / SUBSIDIARIES & JWGS

6 successful Subsidiaries/JWGs : Five of them are functioning at present and in one is yet to start, all contributing to the growth of core business of CONCOR

FUNCTIONAL



- **1 Subsidiary** for Air cargo operations- CONCOR Air Ltd
- **1 Subsidiary** for temp controlled WH – Fresh & Healthy Enterprises Ltd.
- **2 Subsidiaries** for MMLPs- PLIL (CONWARE), SCICL (SIIDCUL)
- **1 JWG** for Air Cargo Operations- HALCON
- **1 JWG** with GIDC - Gujarat Industrial Development Corporation.

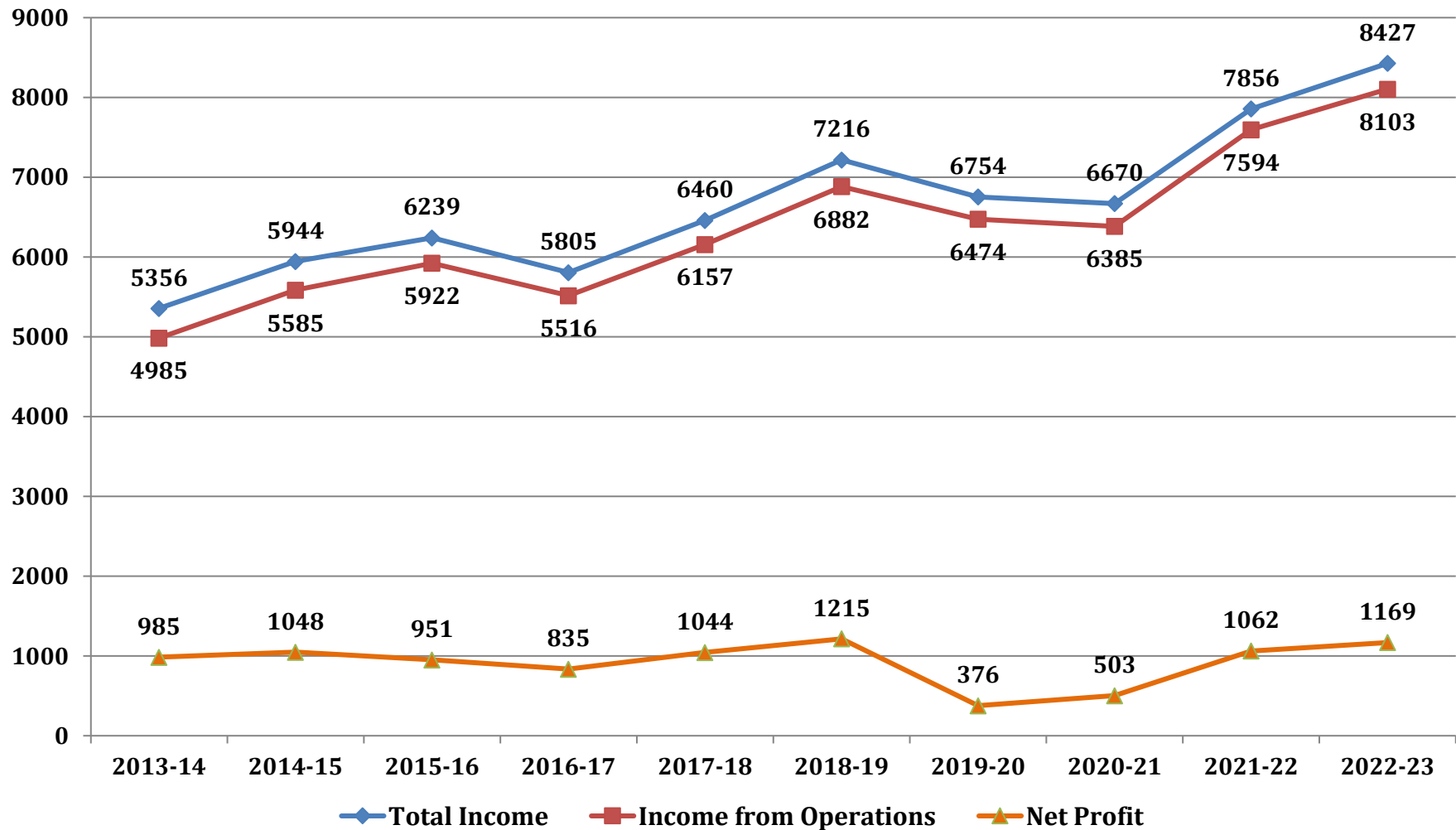
CONCOR / JVs

10 successful Joint Ventures are functioning at present, all contributing to the growth of core business of CONCOR

- Star Track Terminals Pvt Ltd : M/s APM Terminals India Pvt Limited.
- Transworld Terminals Dadri Pvt Ltd : M/s Transworld Terminals Pvt. Ltd.
- CMA CGM Logistics Park Pvt Ltd: M/s CMA CGM Agencies.
- All Cargo Logistics Park Pvt Ltd: M/s AllCargo Logistics Ltd.
- Gateway Terminals India Pvt Ltd: M/s APMT terminals (AP Moller – Maersk)
- 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.
- TCI- CONCOR Multimodal Solutions Pvt Ltd: M/s Transport Corporation of India Ltd.
- 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.
- Himalayan Terminals Pvt. Ltd. (HTPL), Nepal.
- Container Gateway Ltd: M/s Gateway Rail Ltd.

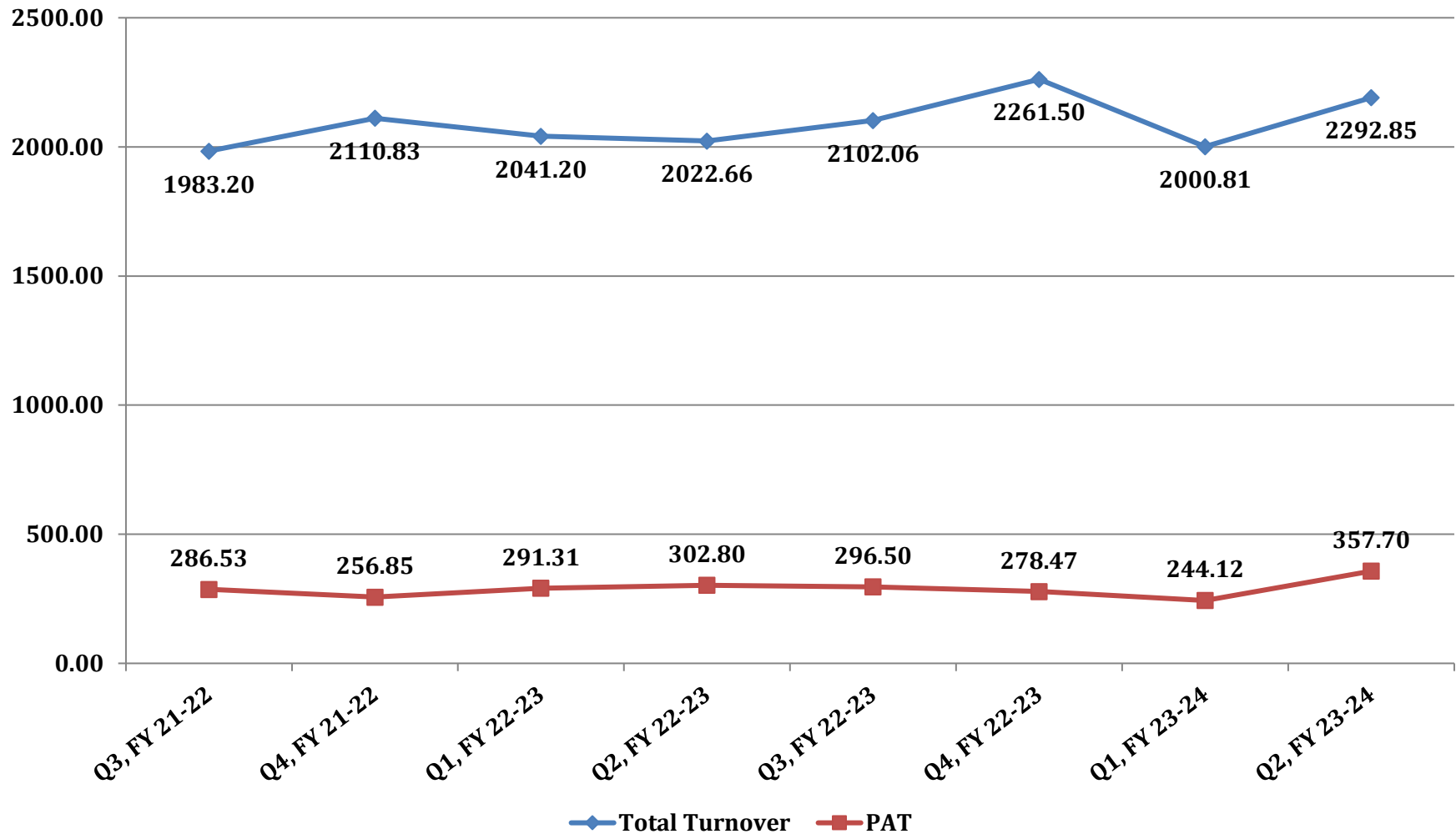
CONCOR / YEARLY PERFORMANCE (Rs. In Crore)

FINANCIAL



CONCOR / QUARTERLY PERFORMANCE (Rs. In Crore)

FINANCIAL



DIVIDEND

YEAR	14-15	15-16	16-17	17-18	18-19	19-20	20-21	21-22	22-23	23-24 (upto Q2)
DIVIDEND PAID # (Rs. In Crore)	261.27	263.21	369.97	416.76	520.95	219.35	304.65	548.36	670.22	304.65
DIVIDEND AS A % OF EQUITY	134%	135%	152% \$	171%	171% @	72%	100%	180%	220%	100%
DIVIDEND # AS A % OF NET PROFIT	25%	33%	43%	39%	43%	58.37%	60.53%	51.62%	57.33%	50.62%

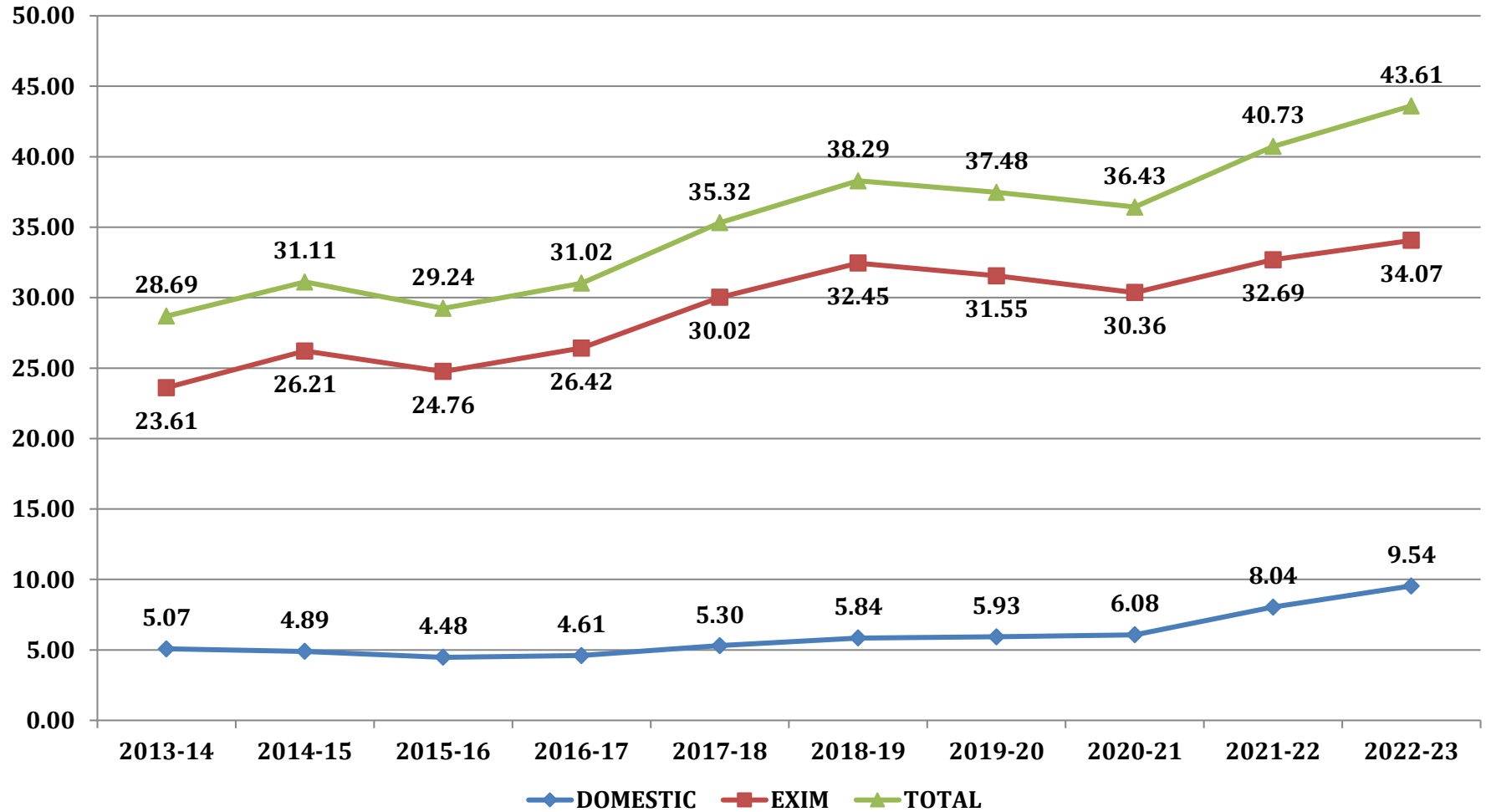
Excluding Dividend Distribution Tax.

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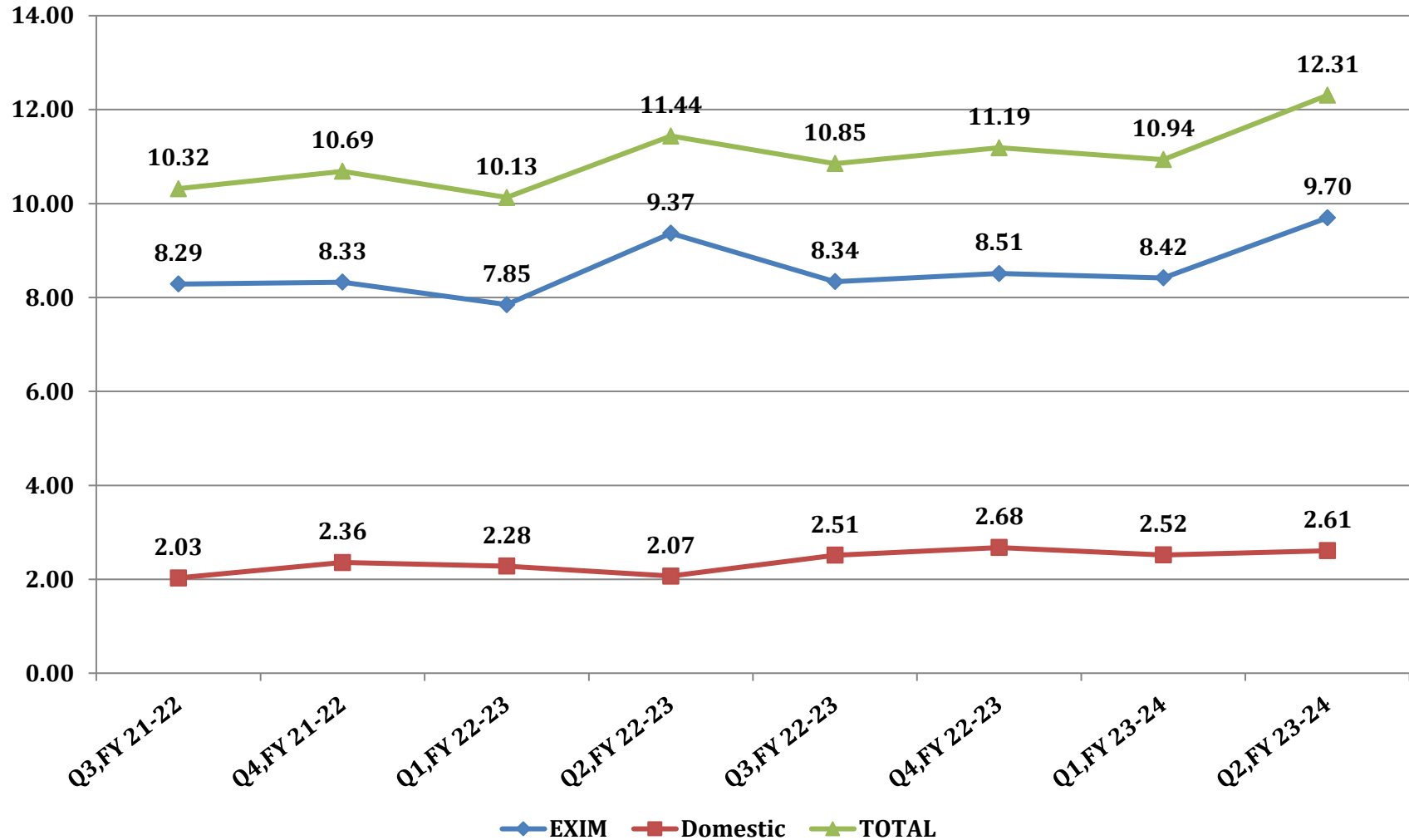
CONCOR / YEARLY PERFORMANCE (TEUs in Lakh)

PHYSICAL



CONCOR / QUARTERLY PERFORMANCE (TEUs in Lakh)

PHYSICAL



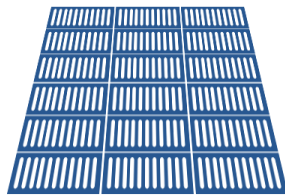
CONCOR / KEY PERFORMANCE PARAMETERS

	FY' 2020-21	FY' 2021-22	FY' 2022-23
EXIM HDLG (TEUs)	30,35,794	32,69,026	34,06,864
Domestic Hdlg (TEUs)	6,07,536	8,03,899	9,54,267
Total Hdlg (TEUs)	36,43,330	40,72,925	43,61,131
Optg Income (Rs. Crs.)	6384.96	7594.45	8103.4
Total Income (Rs. Crs.)	6670.44	7857.58	8427.42
Profit After Tax (Rs. Crs.)	503.33	1062.34	1169.08
NSE Market Cap as on 31 st March (Rs. Crs.)	36,435.80 as on 31-03-2021	40,954 as on 31-03-2022	35,354 as on 31-03-2023
Tonnage Mn MT(tfc. by Rail)			
CONCOR	42.02	47.69	48.99
Railways	63.23	74.38	79.45
Market share CONCOR %	66.46	64.12	61.66
Net Worth (Rs. Crs.)	10,203.74	10,777.30	11,244.98
Capital employed (Rs. Crs.)	8,654.29	9,251.18	9,722.52
Dividend (Rs. Crs.)	304.65	548.36	670.22
Bonus Shares Issued	Apr '08- 1:1, Sep '13-1:2, Apr '17- 1:4, Feb'19 -1:4		

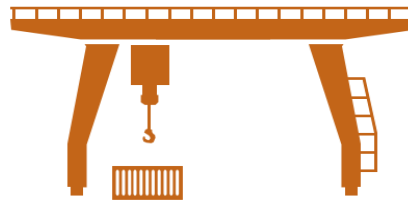
Movable Assets



16,731 Container Wagons



37,074 Containers



14 Gantry Cranes



108 Reach Stackers (RST)

- Order for 3445 nos. of BLCS Wagons have been placed on Railway Workshops and 1035 on trade, out of which total 1490 Wagons Supplied.
- In-Process: Up-gradation of load carrying capacity of existing 9470 BLC Wagons into BLCM and conversion of Twin Pipe in existing 4934 BLC/BLCM/BLL wagons from Railway Depot.
- Under the ambit of Make-in-India & Aatmanirbhar Bharat, developmental order for 1000 Containers each have been placed on M/s Braithwaite & M/s BHEL.
- Developmental orders have been placed on four indigenous container manufacturers for another 6000 Containers.
- CONCOR has also placed an order supply of 10,000 Containers (Single Order) on indigenous container manufacturers.

CONCOR : IT INITIATIVES

1. [Know Your Container Location \(KYCL\).](#)
2. [Automation of Contract Management / Billing](#)
3. [Digital Workplace Solution : eOffice](#)
4. [eReverse Auction for Road Transportation – eLogistic App](#)
5. [Upgraded HRMS and Employee Self Service Portal](#)
6. [Solution by AI System](#)

CONCOR : IT INITIATIVES Contd...



KNOW YOUR CONTAINER LOCATION (KYCL)

- Know Your Container Location system provides exact 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.
- The information gets updated online round the clock in CONCOR Commercial systems and is available to all customers for their container tracking through CONCOR website or through CONCOR Mobile App.



CONCOR : IT INITIATIVES Contd...

Automation of Contract Management / Billing

- Automation of Contractor Billing
- Online submission of Invoices by Contractors through Digital Signatures
- Automatic Storing of invoices in Document Management System
- Automatic Creation of Payments in Oracle Financial (ERP)
- Payments will be made to Service Providers electronically.



CONCOR : IT INITIATIVES Contd...



Digital Workplace Solution : eOffice

(Paperless Office Functioning)

- Step towards paperless office by replacing physical file movement / approval in electronic mode
- Enhance / Increase transparency, efficiency, productivity and decision making
- Minimize processing delays and saves spaces, time, manpower effort and money and environment friendly.

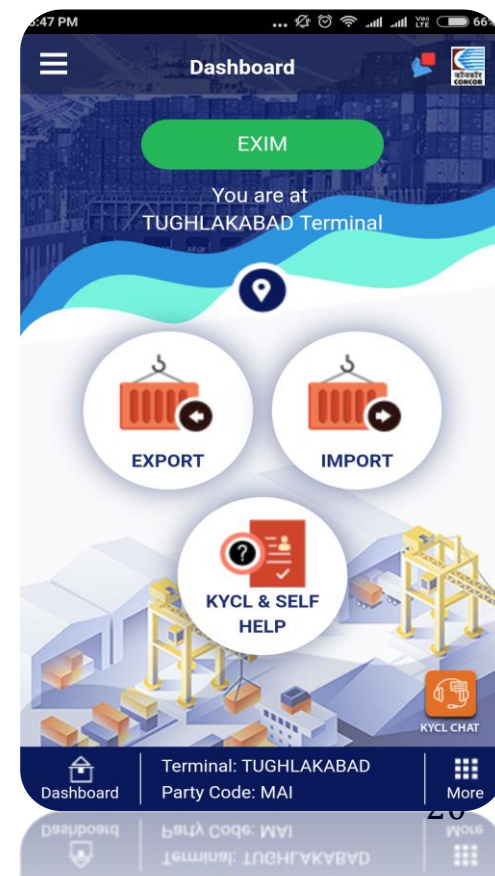
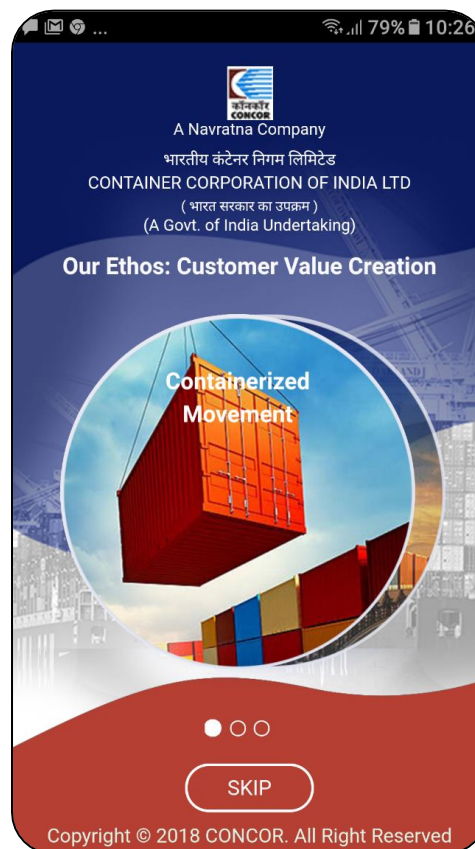


CONCOR : IT INITIATIVES Contd....



Multivendor System – e-Logistics App

- End to End Logistics-Customers can choose their vendors through the App.
- **First Mile & Last Mile** : To provide single Digital Platform for Service Provider and Customer for Transportation, Cargo Handling etc. for better 'Customer Value Creation'
- Customers can do their Export and Import related activities without visiting CONCOR's terminals.
- Paperless functioning will save precious time and cost.



CONCOR : IT INITIATIVES Contd....

Upgraded HRMS and Employee Self Service Portal

- Employee Self Service Portal for ease of access
- Workflow and pre-validation based System
- Online Apply and approving Options
- Integrated with Centralized Face Based Biometric Attendance System installed at all Locations, validated for Salary , leave (Comp off)
- Integrated with Online Vigilance clearance System
- Web & Mobile Based (view) System



CONCOR : IT INITIATIVES Contd....

Terminal Automation using Artificial Intelligence/Machine Learning

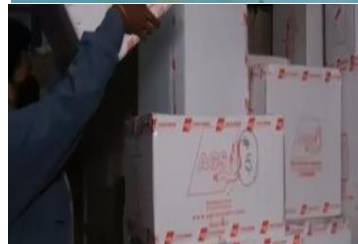
- Improve accuracy in Data collection
- Reduce insurance premium
- Reduce environmental impact
- Enable swift, informed decisions
- Improve customer service level
- Reduce manual pilferage
- Increased safety and security
- Improve transparency
- Ease of Data analysis



Solution by AI system



Cargo Count : 3



Gate Process Automation

Rake Process Automation

Yard Process Automation

Warehouse and cargo Process Automation

Customs Examination Module

- Automatic capture of Container Info: Number, ISO Code, Hazard category, Vehicle No ,No. of Seals, etc. at Gate.
- Automatic yard position allotment/ direction

- Automatic capture of Container Number, ISO Code, Hazard category and pendency generation at Rake side.
- Automatic yard position allotment/ direction

- Automatic capture of Container location in yard
- Automatic Gantry crane job allocation
- Automatic directions to trailer for movement

- Automatic warehouse space utilization
- Automatic cargo counting
- Automatic tally sheet preparation

- Automatic capture of seal intactness
- Counting of sample cargo

CONCOR : GOING AHEAD

- DISTRIBUTION LOGISTICS & WAREHOUSING
- CONTAINERISED BULK MOVEMENT
- FMLM SERVICES
- BUSINESS SOLUTION SERVICES
- OTHER AREAS

Distribution Logistics and Warehousing

- Warehouse is a central point for Distribution Logistics.
- CONCOR is having 4 Million Sqft of Warehouse space, serving mostly EXIM Customers.
- To expand the Warehouse Footprint and also to develop Distribution Logistics, CONCOR identified potential locations through M/s PwC Consultant.
- M/s PwC identified 21 locations for developing DL Nodes through PPP Model.
- Each location is expected to add 1 million sqft of Grade A warehouse and which will add upto appx. 25 Million sqft under the CONCOR brand.
- These locations are -



GROWTH AREAS IDENTIFIED

CONTAINERISED BULK MOVEMENT

- Bulk Loading of Cement, Food Grains, Liquid Cargo through Container Liners.
- General Purpose containers are used for bulk loading/unloading cement into the Bulklers, Silos or Bags.
- CONCOR has started Transporting Food Grains of FCI and ITC in Container Liners.
- System Developed by CONCOR is very flexible and can set up at any location within 3-4 weeks, with no additional Capex required from Cement Industry.
- CONCOR has started operations for M/s KCP Cement, JK Lakshmi Cement, Birla Cement, Kesoram Industries Ltd., Bharti Cement etc at various locations.
- CONCOR is working towards complete automation to bulk operation for higher productivity.

LNG Trailers:- Exploring use of LNG Trailers to further reduce transportation/handling cost of Cement and carbon emission.

CEMENT LOADING/UNLOADING FROM SILO



GROWTH AREAS IDENTIFIED

FMLM SERVICES

- FMLM App developed with end-to-end Logistics support to customers by strengthening and providing FMLM connectivity at reasonable rates through competitive bidding.
- In addition to container movement, movement of bulk/break bulk cargo in trucks/vehicles has also been started to cater the needs of customers.
- FMLM Logistics are provided through Empanelled Vendors. Availability of multiple vendors at terminal is meant for healthy competition.
- At present FMLM services are being offered at all the CONCOR terminals/locations including ad-hoc locations such as TU, PJCR, SCLS and MLGH in addition to the JV terminals of PLIL and SCICL.
- During the FY 2022-23, total 5,51,990 TEUs moved under FMLM with total revenue of Rs.240.43 Crores.
- Bulk/Break Bulk Cargo moved under FMLM at the terminals of Tihi, CMLK, MLAR, DER, TNPM, IGCS,CMCN,WFD & AMJ. Total 41,720 MT of bulk/break cargo moved during FY 2022-23.
- Composite billing has been implemented at CMCK.
- During FY 2022-23, both way loaded (BWL) movement started at CPC,TAPG & MLPB to ensure cost effectiveness with optimum utilization of resources

GROWTH AREAS IDENTIFIED

Business Solution Services

Objective:

- To provide single window solution for all the logistics requirements of the customers in cost effective & efficient manner to bring down total logistics cost at our terminals.
- To provide services for all activities pertaining to **Customs, Cargo & Container facilitation** at reliable & reasonable rates by the way of competitive & transparent bidding among the empanelled “**Service Providers**” on a digital platform.

Achievements

- Customs clearance of 14,199 TEUs was arranged in FY 2022-23 through empanelled vendors at 18 terminals. This includes TP processing of 216 TEUs at CCJS for third country imports of Nepal.
- Border crossing documentation of 5249 TEUs was also covered for Nepal bound containers at KoPT, HDCG & RXL.
- Fumigation, Palletization, Lashing activities done under Business Solution of 1818 TEUs in FY 2022-23.
- Total Business Solutions Volume was 16017 TEUs in FY 2022-23 with Collection of Rs.1.7 Crores.



OTHER AREAS

- Offshore presence in Neighboring countries.
- Agency/Freight Forwarding Business.
- INSTC as an alternative mode to Europe/Russia.
- Increasing double stack movement.



CONCOR / LEADING SOCIETAL CHANGE



Health Camps at different locations of CONCOR for stakeholders.

CONCOR / LEADING SOCIETAL CHANGE



Construction of Asha ANM Training Centre and distribution of Medical Vans at Shravasti, Uttar Pradesh.



Supported with medical beds to old age home at Bandhwari village in Haryana and rejuvenation of pond in Sonipat, Haryana.

CONCOR / LEADING SOCIETAL CHANGE



Construction of Primary Health Centre /Community Health Centre at Chandauli in Uttar Pradesh



Supporting towards education of underprivileged children & students in Delhi and Varanasi,UP

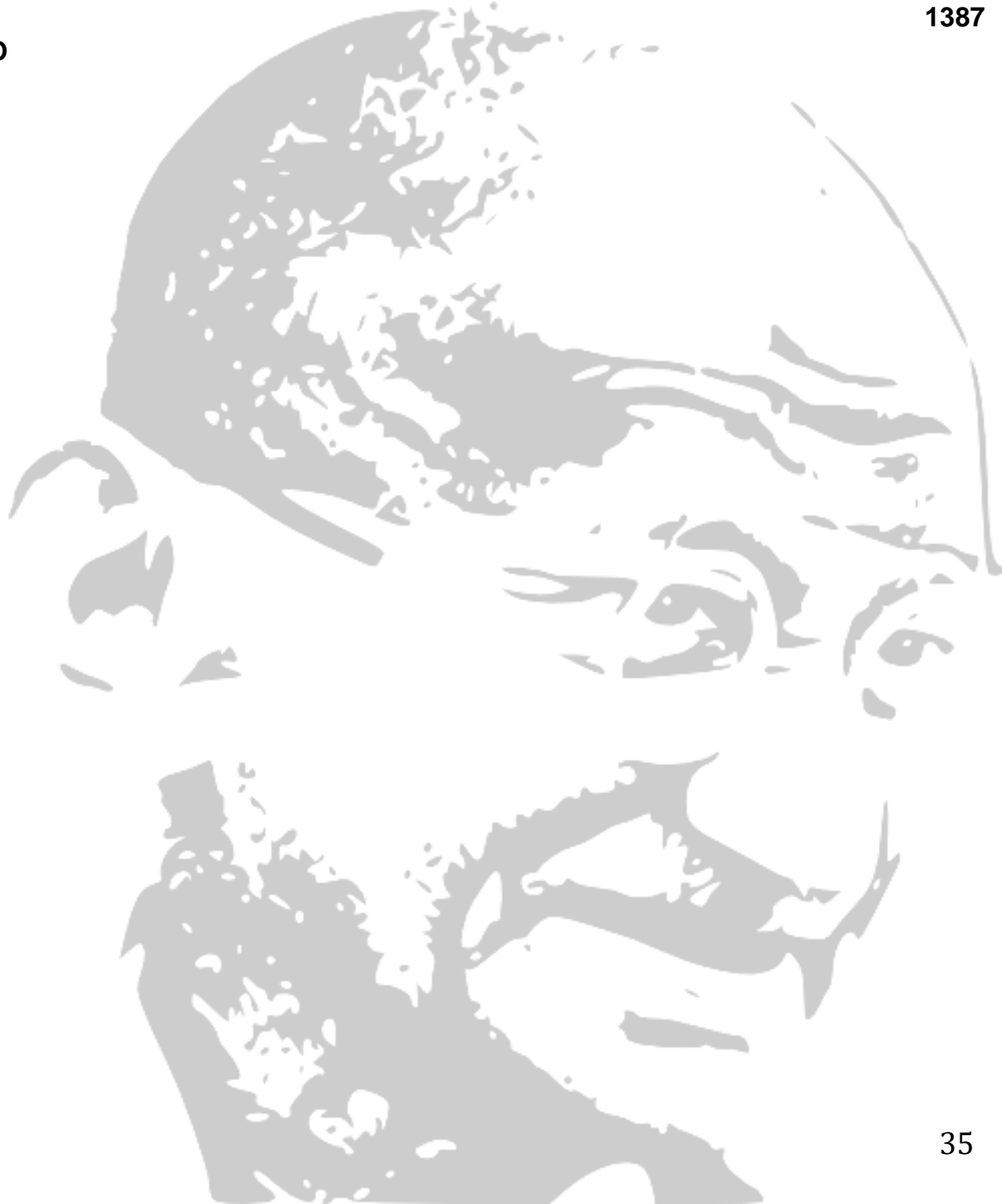
CONCOR RANKED
AMONGST

FORTUNE[®]
500

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



OUR ETHOS

Customer Value Creation