

## Core Business

**CONCOR's** core business is characterised by three distinct activities, that of a carrier, a terminal operator, and a warehouse operator.

### Carrier

Rail is the mainstay of **CONCOR's** transportation plans & strategy. Majority of **CONCOR** terminals are rail-linked, with rail as the main carrier for haulage. Facilities are, however, provided for first and last mile transportation by road also. As rail is price-competitive over long distances, the price advantage can be passed on to clients, thus allowing for flexible and competitive pricing. The rail link also plays a major role in decongesting our ports and the road corridors that lead to these ports.

Though rail is the mainstay of **CONCOR's** transportation plan, some **CONCOR** terminals are exclusively road-fed as well. Road services are mostly in the form of supplementary services to provide the door to door linkages having carried the bulk of long lead by rail. However, where ever it is operationally or economically a superior option, road is used as an alternative to rail as well.

### Terminal and CFS Operator

**CONCOR** started operations in November 1989 with 7 Inland Container Depots (ICDs). We have since extended the network to a total of 79 terminals, of which 14 are export-import container depots, 7 strategic tieups and 22 exclusive domestic container depots and as many as 36 terminals perform the combined role of domestic as well as international terminals. ([terminal map](#))

**CONCOR's** customs bonded Inland Container depots are **dry ports** in the hinterland, and serve the purpose of bringing all port facilities including Customs clearance to the customer's doorstep. The terminals are almost always linked by rail to the Indian Railway network, unless their size or location dictates that they be linked by road. The rail links enable us to facilitate the moving of large volumes over long distances in the most cost effective manner.

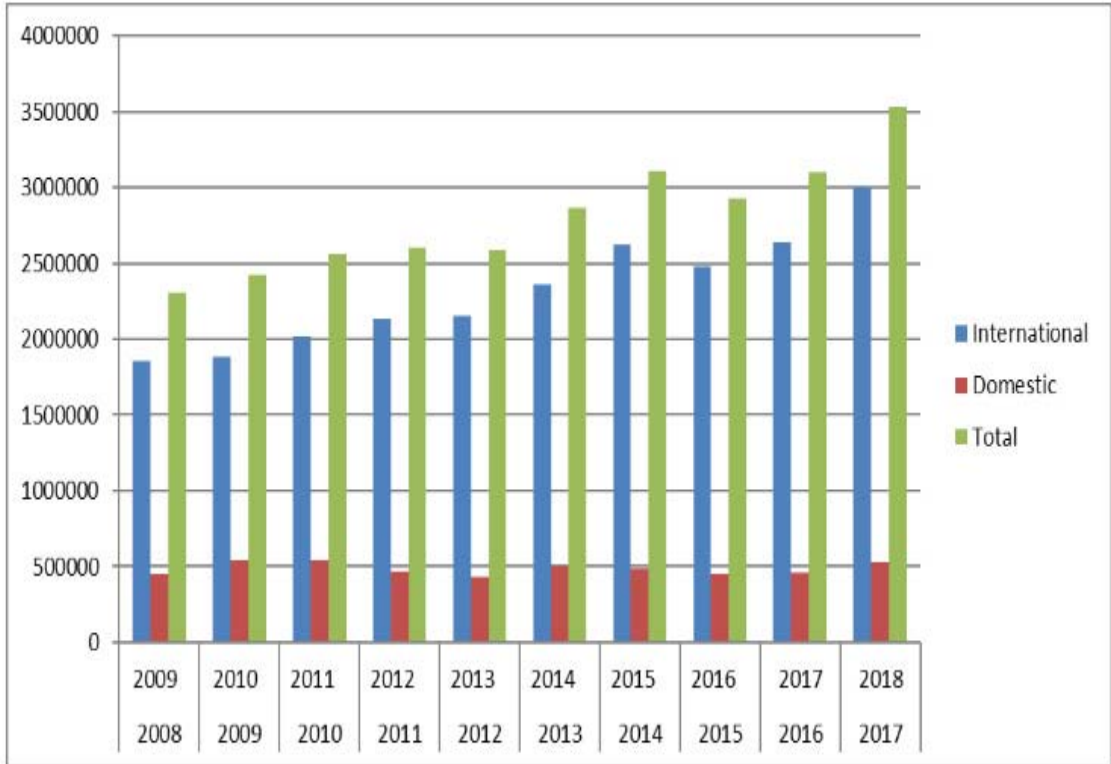
**CONCOR's** terminals provide a spectrum of facilities in terms of warehousing, container parking, repair facilities, and even office complexes. As CFS operator, **CONCOR** adds value to the logistics chain by offering value added services such as

- Transit warehousing for import and export cargo
- Bonded warehousing, **enabling** importers to store cargo and **take partial deliveries**, thereby deferring duty payment
- Less than Container Load (LCL) consolidation, and reworking of LCL cargo at nominated **hubs**
- Air cargo clearance using bonded trucking

In the area of domestic business door pick up and door delivery services are the most popular. We also use our terminal network to plan hub and spoke movements that allow single customers to move cargo to multiple locations at a single time, with **CONCOR** taking care of the distribution and re distribution requirements.

The key value we offer is the provision of a single-window facility co-ordinating with all the different agencies and services involved in the containerized cargo trade, from Customs, Gateway Ports, and Railways, to road hauliers, consolidators, Forwarders, Custom House Agents and shipping lines. To achieve a high degree of customization, we offer packages designed to provide the most cost-effective combination of road and rail. This enables us to offer services which can be individually tailored to every customers specifications, minimizing customers own efforts.

## Performance Figure



Sno.	From	To	International	Domestic	Total
1	2008	2009	1854959	453273	2308232
2	2009	2010	1882277	538970	2421247
3	2010	2011	2018551	543746	2562297
4	2011	2012	2136000	468311	2604311
5	2012	2013	2152034	433652	2585686
6	2013	2014	2361429	507183	2868612
7	2014	2015	2621385	489371	3110756
8	2015	2016	2475868	448178	2924046
9	2016	2017	2641695	460516	3102211
10	2017	2018	3001948	529952	3531900

## FINANCIAL

