NEW INITIATIVES

E-FILING AT EXIM LOCATIONS

E-Filing Software

E-Filing software is a web based application for EXIM locations being operational at Terminal/Inland Container Depot of CONCOR.

The objective of this software is to provide one platform for entire import/export trade to perform online all their commercial transactions with EXIM locations from anywhere. This will in turn provide the trade savings in terms of time, energy and at the same time faster clearance of containers.

Through this software, any importer/exporter/shipping agent can file his documents including billing and take necessary print out's. Various Queries and Reports are also part of this web based software to keep track of containers at every stage and also to find out due amount to be paid to CONCOR.

All registered users of this software should have digital certificate and electronic token for security and authenticity of documents filed.

Detailed registration process and user guide on functionalities of the software can be accessed through the following links.

- **e-filing Registration**
- **e-filing User Guide**
- **Terms and Conditions for Carriage of Cargo in Containers**

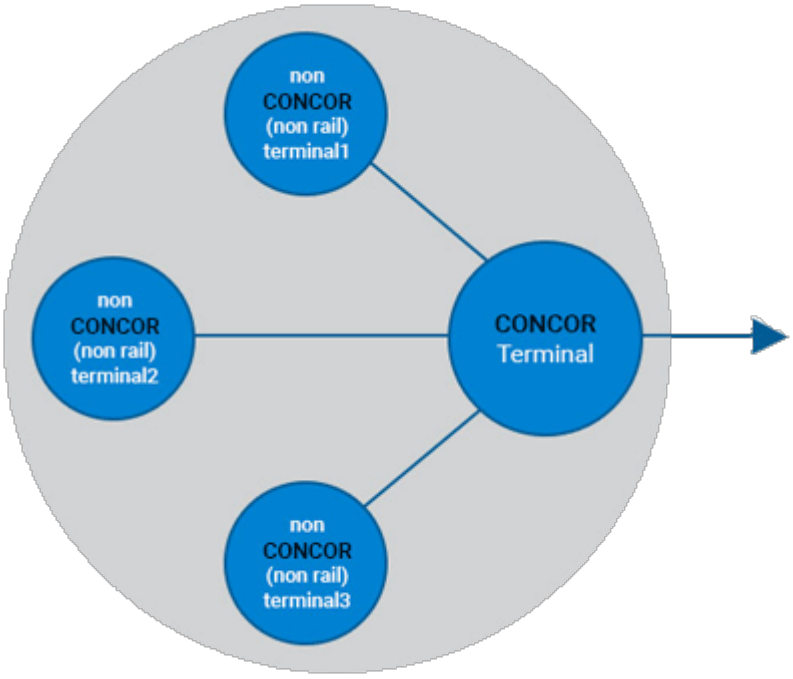
Hub and Spoke Services

CONCOR faces competition competition from private road operators primarily on the basis of price and transit time. The Company believes that it competes favorably with road transportation on the basis of price on movement of heavier cargoes over longer distances, although the truck operators may offer, among other things, greater flexibility with respect to the timing of shipments. Volvo trucks, with vastly reduced transit times as compared to conventional trucks, are challenging the rail transit times of **CONCOR** and are set to heighten competition.
In order to take full advantage of the rail linkages offered, while at the same time offering the reach and dependability of road services, the concept of "hub and spoke" operations is becoming more and more crucial to Company's operations. Hub and Spoke operations are feasible for both the international and domestic business segments. Such operations involve the linking of road or short lead rail shuttle services within defined catchment areas, to long lead point to point train services.

Presently, ICD Tughlakabad is one major terminal serving as a hub for terminals like Ludhiana, Moradabad, Panipat etc. Similarly, ICD Dadri also acts a Hub for facilities like SIDCUL, Panthnagar and ICD Agra.

In recent years, ICD Khatuwas too has emerged as an important Transshipment Hub between Northern India and Western ports of Mundra/Pipavav for Double Stack container rake movement. Scheduled shuttle services ply between ICD Tughlakabad/ICD Dadri and ICD Khatuwas. At Khatuwas, these containers are re-worked and Double Stack container rakes are then dispatched to Gateway Ports ensuring faster clearance.

Competition in the field of container handling is increasing, especially in the metropolitan ports. Several companies have started operations in ports. In the deep hinterland, private operators have set up various new terminals. However, as **CONCOR**concentrates on its hub-spoke strategy, these developments can become complementary to **CONCOR's** operations, as our competitors in the CFS business often become customers for transport of containers from and to gateway ports.



In the domestic arena as well, hub and spoke movements allow for a better utilization of transport potential and allow for long lead services to be generated on the basis of short lead traffic collections using road and rail shuttle services. This service can be especially useful for big corporates for whom production centers are concentrated in a single location, but distribution needs are national in scale. **CONCOR** has already successfully moved white cement as a commodity using this experiment, whereby the product has been distributed over various locations after being picked up from a single production center.

HUB & SPOKE

Transportation becomes seamless and "door-to-door" through Hub & Spoke