



Fourcee

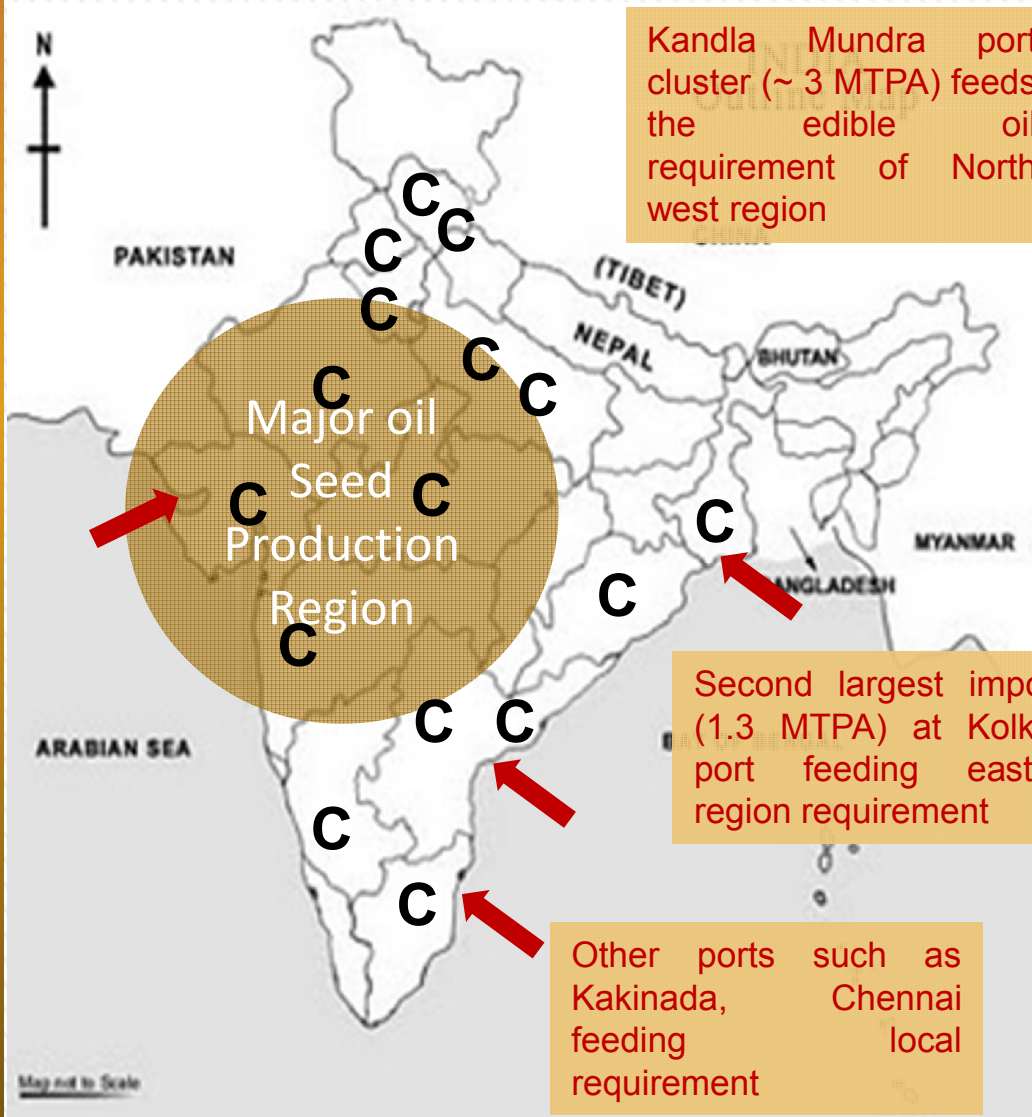
Infrastructure Equipments Pvt. Ltd.



Edible Oil – Intelligent Logistics

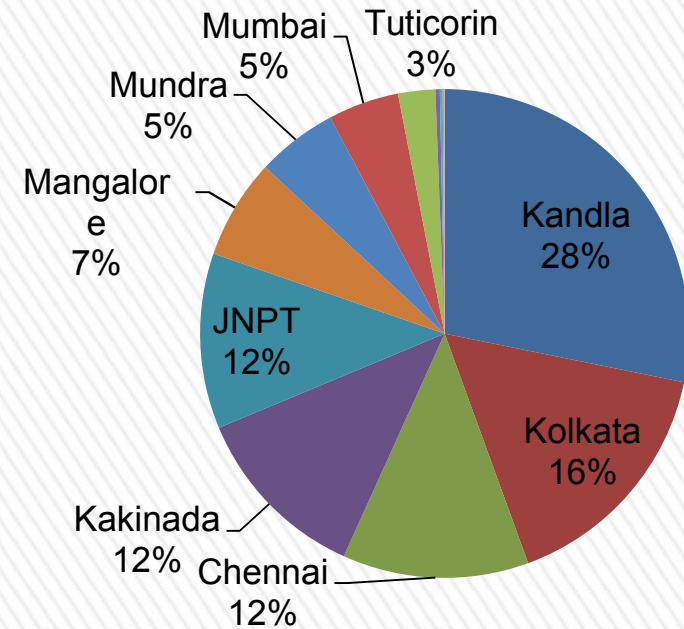
**Glob Oil 2011
Mumbai**

Edible Oil – Production and Consumption regions



C Edible oil consumption region

Ports share – Edible Oil Imports 2008-09



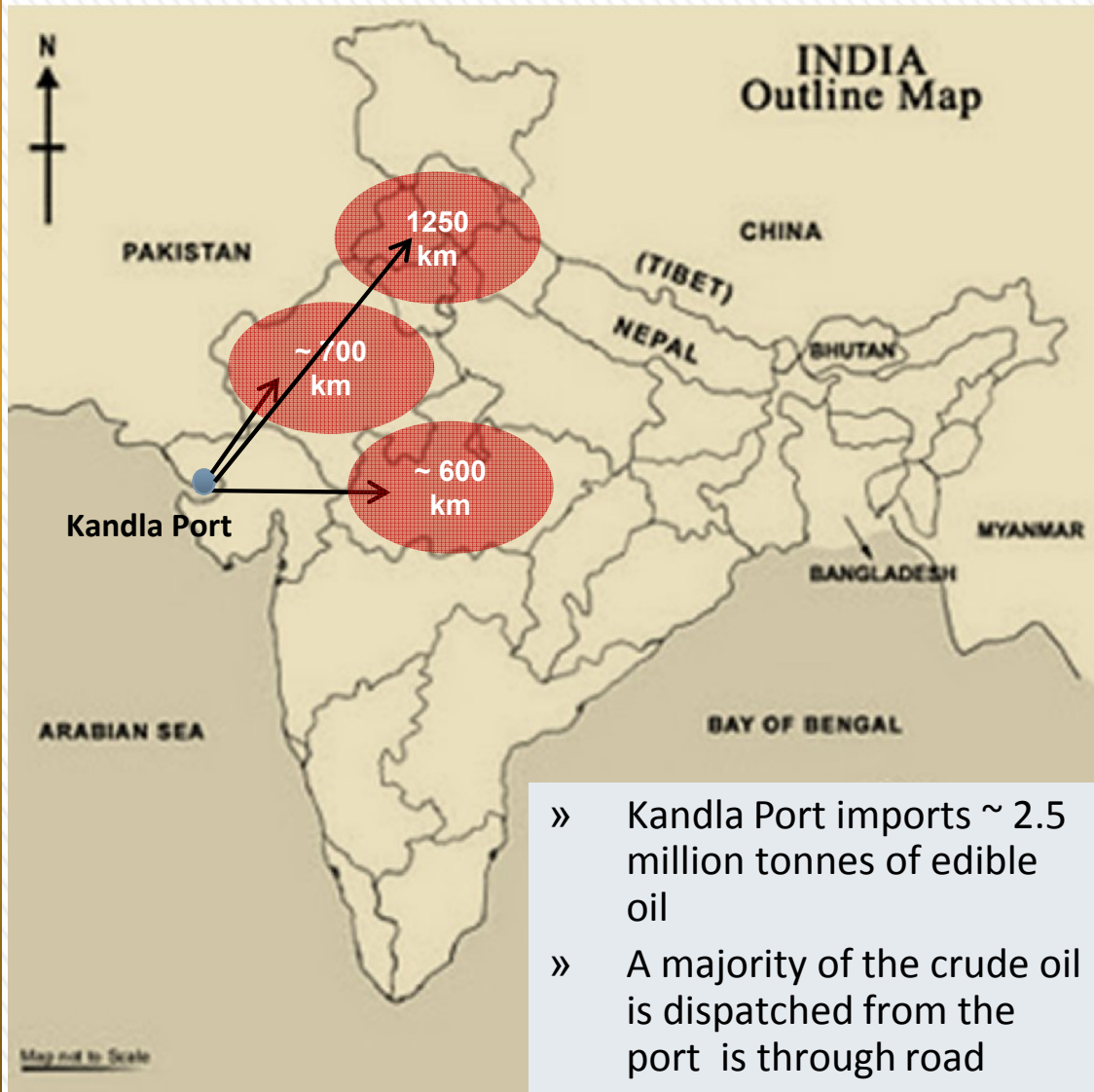
~ 50% of edible oil is imported at North-West ports of the country

Northern region requires huge volumes of Crude Edible Oil to be transported for ~ 1200 kms because of its locational disadvantage



Source: IPA, SEA

Long lead bulk cargo moving on road – Kandla



- » Kandla Port imports ~ 2.5 million tonnes of edible oil
- » A majority of the crude oil is dispatched from the port is through road

Major routes ex Kandla

Description	North India	M.P.	Rajasthan
Kandla distance	~1250 km	~ 600 km	~ 700 km
Annual movement(tons)	~ 3,00,000	~ 3,00,000	~ 2,00,000
Road cost per tonne (Rs)	~ 2450	~ 1800	~ 1900
Rail cost per tonne (Rs)	~ 2100	~ 1650	~ 1725
Road tanker trips (20 tons) (Number)	15,000	15,000	10,000
Rail Trips (2500 tons)	~ 150	~ 150	~ 100



Challenges in road movement..

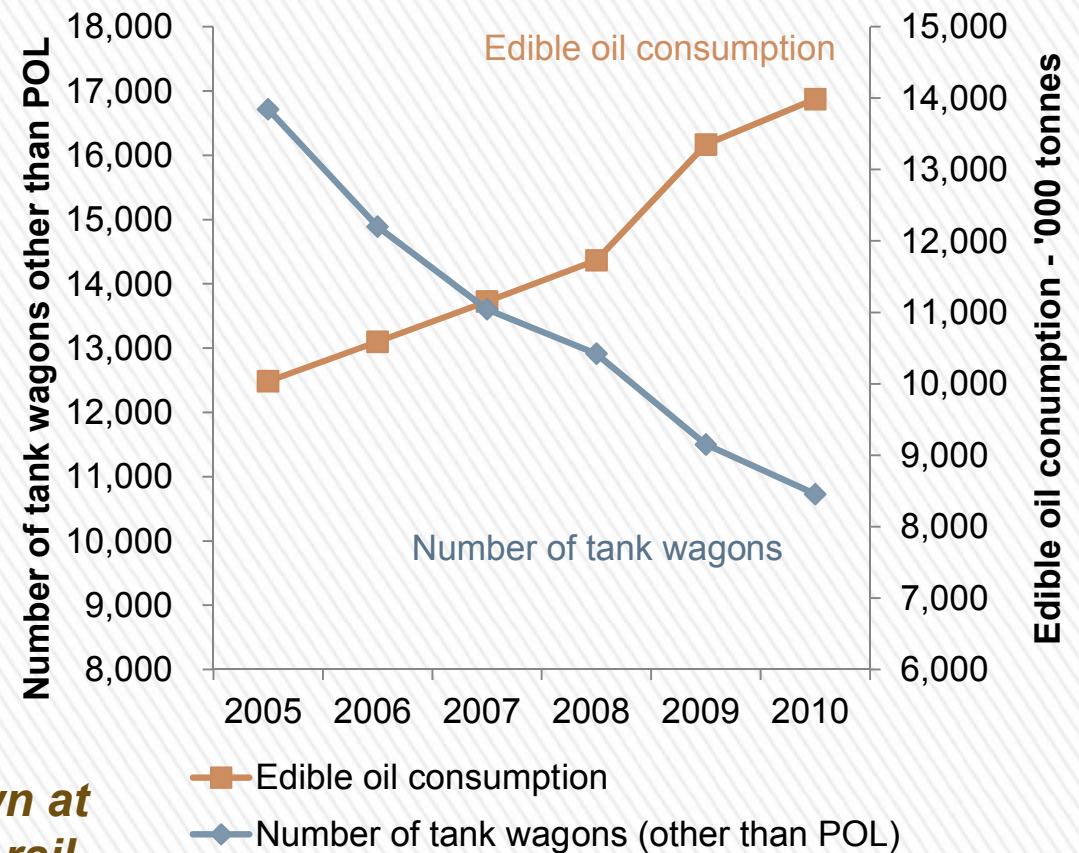
- » Possibility of cargo pilferage
- » Possibility of adulteration
- » Generally high transportation cost as compared to rail on long haul
- » In-transit visibility: Out of sight → Out of mind
- » Administrative Overheads



Current Challenges in rail

- » Edible oil industry is geographically fragmented and consolidation may be required for rake load
- » Issues in rake and wagon availability
- » More focus on Petroleum products
- » Cargo compatibility with previous cargo residue in tank wagons; Wagons offered on As-Is basis

While edible oil consumption has grown at the rate of 6% during 2005 to 2010, the rail wagons for the carriage have actually declined at the rate of 9% during the same period



Source: Indian Railways, Dr. B.V. Mehta - SEA

Here comes the logistics solution for edible oil....



Logistics solution - Fourcee

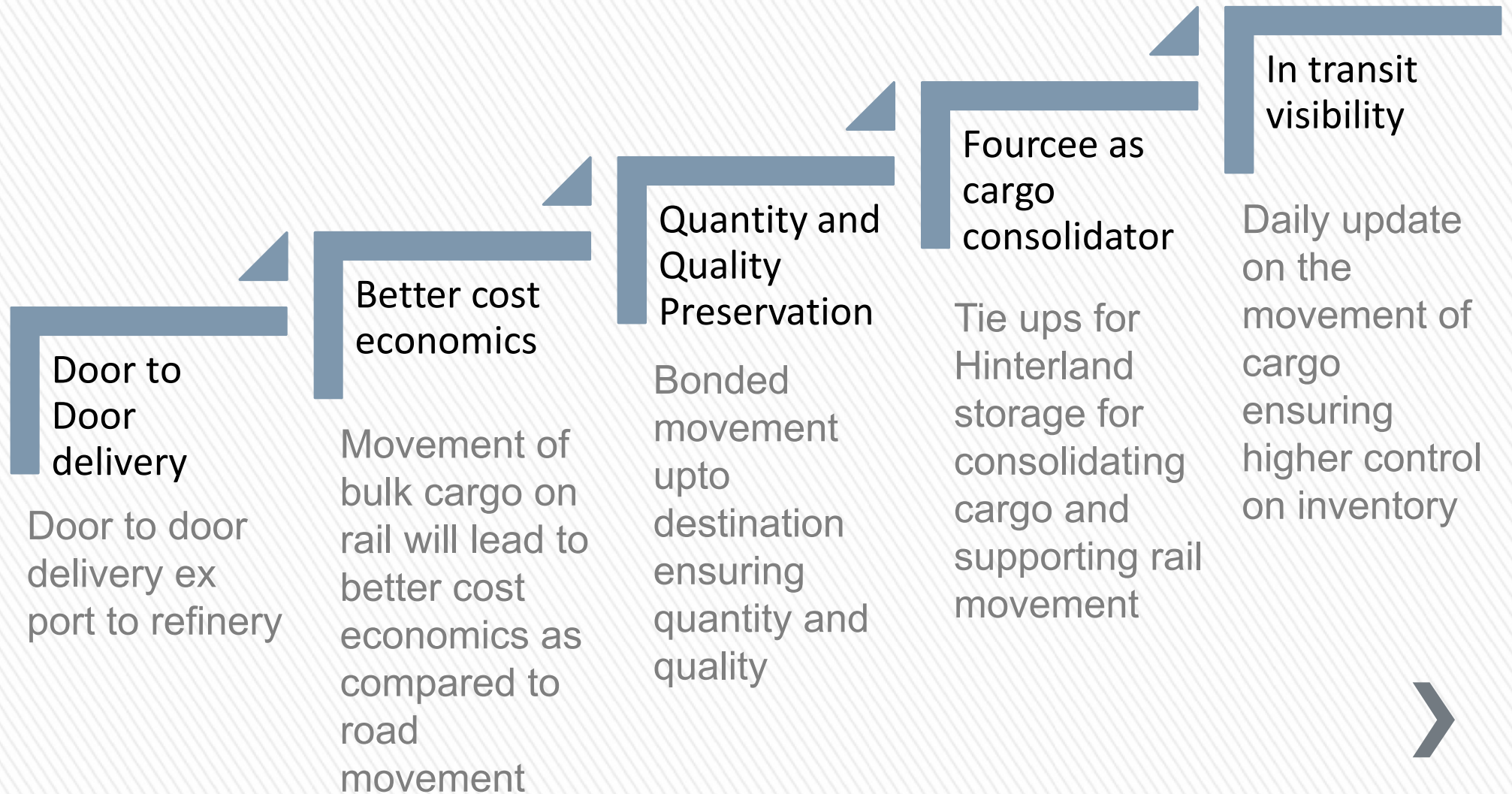
First and only license holder for edible oil with Indian Railways

Asset base of over 2300 tank containers

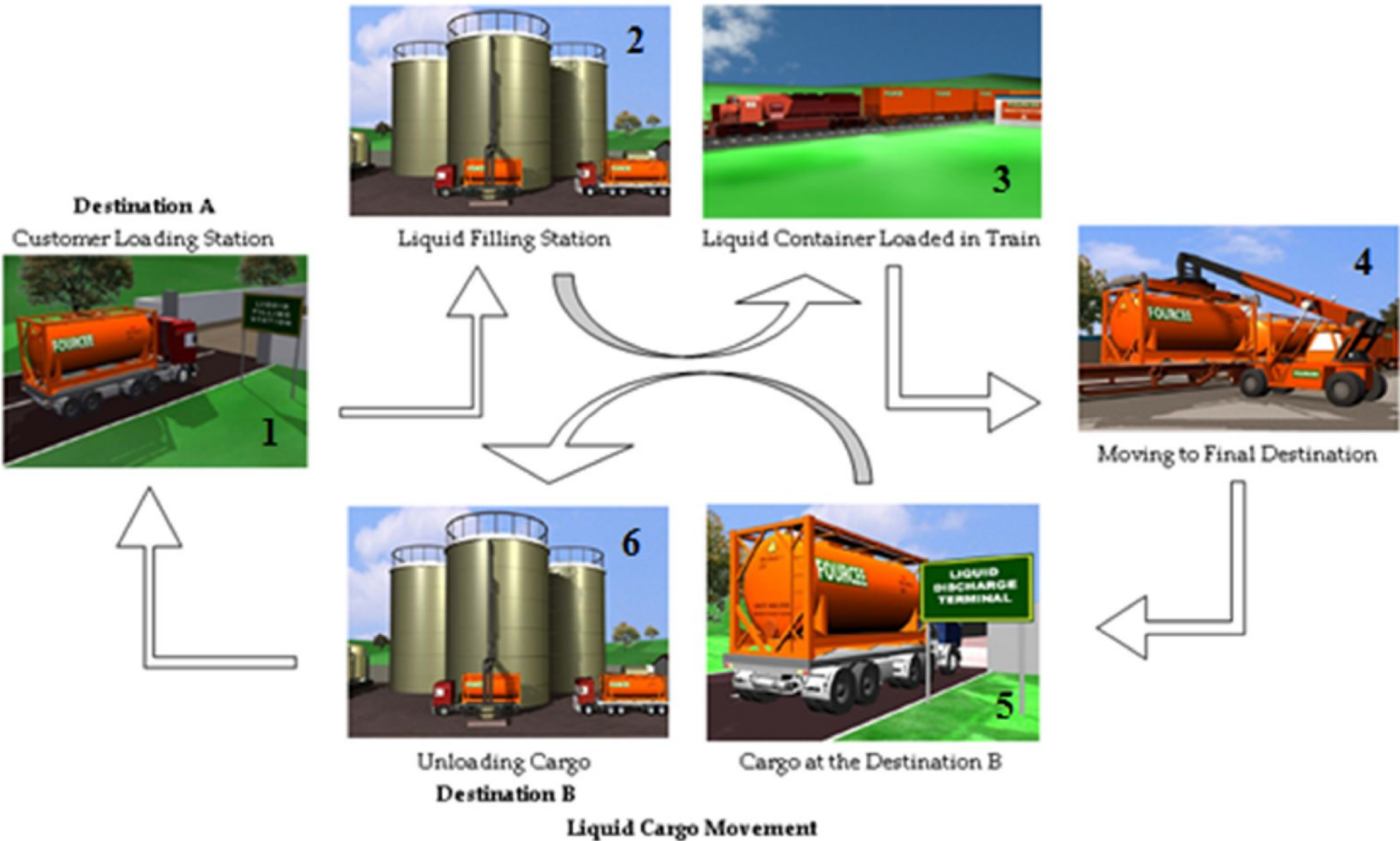
One of the largest players in Asia



Salient Features – Fourcee logistics solution



Typical Rake Operations – Fourcee



A long, straight road stretches into the distance under a cloudy sky. The road is flanked by golden fields, and a single tree stands on the right side. The sky is filled with large, white clouds, and the overall scene is bathed in a warm, golden light.

Thank you

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