

## JOINT VENTURE

# Concor, TCI tie up to offer cargo transport

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Logistics firm **Transport Corp. of India Ltd** (TCI) and state-run container train operator **Container Corp. of India Ltd** (Concor) have started a joint venture to offer clients both road and rail carriage of cargo.

TCI will hold a 51% stake in

the joint venture, **Infinite Logistics Solutions Pvt. Ltd**, with Concor taking the rest. Infinite Logistics will transport goods on Concor's railway containers and TCI's truck fleet.

"By floating Infinite Logistics, we can jointly offer complete transport solutions, including first- and last-mile connectivity," said Vineet Agarwal, executive director, TCI, without disclosing

financial details of the tie-up.

Other logistics firms such as **Gateway Distriparks Ltd**, **Boxtrans Logistics (India) Services Pvt. Ltd**, **Hind Terminals Pvt. Ltd** and **Adani Logistics Ltd**, have opted for licences to run container trains, while TCI has stayed away; the Concor tie-up will help it plug that gap.

Initially, the venture will invest in basic infrastructure, spe-

cialized business, working capital and a customized container fleet. "We have decided to invest ₹30-40 crore into basic infrastructure over the next three years. It will be a combination of debt, equity and internal accruals," said Anil Gupta, managing director of Concor. "In terms of revenue, we can look at at least ₹100 crore."

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