



APANA LOGISTICS

APANA LOGISTICS LTD.

BUSINESS PROFILE



Your Cargo, Our Expertise



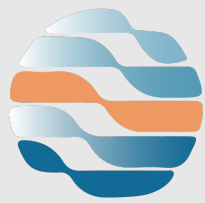
APANA LOGISTICS

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Introduction



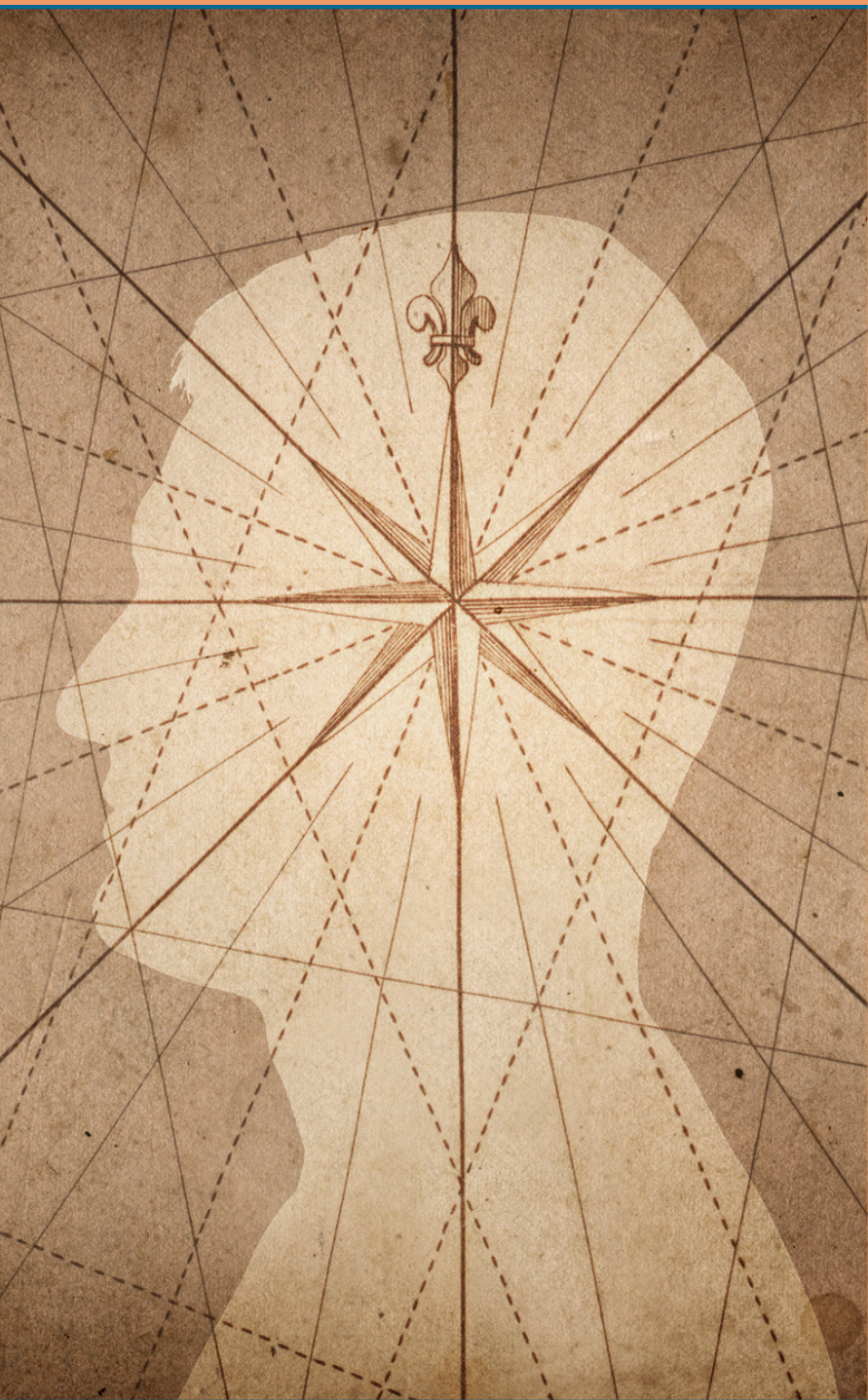
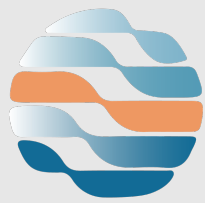
Vision

- ❖ Be a Global Leader in the Logistics Industry, known for our **COMMITMENT** to Excellence, Sustainability & Creating Value for our Stakeholders



Mission

- ❖ Deliver **WORLD CLASS** Logistics Services through Innovation, cutting-edge Technology and a Customer Centric approach



Our Values



Values

- ❖ Prioritize the **NEEDS** of our Clients, delivering Tailored Solutions with Precision & Care
- ❖ Ensure that our Operations are **DEPENDABLE**, with proactive Maintenance & a Dedicated Team to Minimize Downtime
- ❖ Continuously **INVEST** in advanced Technology & Infrastructure to stay ahead in the Competitive Logistics Landscape
- ❖ Conduct our business with the highest standards of **ETHICS** & Transparency, building Trust with our Partners & Clients



Our Journey

APANA LOGISTICS LTD.

1992 Established the Company

2010 Established as an Eligible Vendor to MNC including **CONCOR, DP World, APM Terminal etc**

2021 Established **Pan India Presence** across various ICDs

Awarded prestigious contract at **CONCOR BALLI, Whitefield and at JNPT Port**
2023-24

2013 Awarded H&T Contract at **CONCOR ICD - Pithampur**

Company name changes to:
APANA LOGISTICS LTD.

2007

2017 Awarded H&T Contract at **CONCOR - DRT**

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Key Offerings

①

SINGLE WINDOW Multi Modal
Logistics Service

②

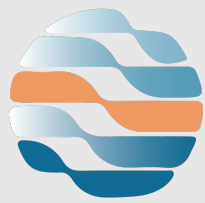
COMPREHENSIVE container
Handling & Transportation
solutions

③

3PL Services including
Warehousing & Distribution
Management

④

Cutting Edge Technology for
REAL TIME Tracking &
Monitoring



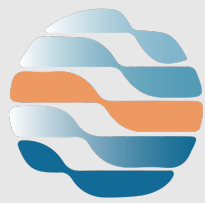
Handling & Transportaion

- ❖ We specialize in the **Efficient** handling and transportation of Containerized and Break Bulk cargoes.
- ❖ We provide **Seamless** Logistics solutions Tailored to customer specifications.
- ❖ Our **Fleet** includes cranes, Reach Stackers, Fork Lift Trucks, and Trailers.



Container Yard Operations

- ❖ With wide experience in yard operations across India, we consolidate material and stuff containers to facilitate Export/Import operations.
- ❖ Our Major Partnerships include working with Container Corporation of India Limited (CONCOR) at various ICDs.



Operations & Maintenance

- ❖ Our expertise in **Maintenance Services** ensures that Reach Stackers and Empty Container Handlers operate at peak performance.
- ❖ Our skilled technicians adhere to strict **Safety Standards & Regulatory Requirements** to maintain a Safe Working Environment.



Tech and Infrastructure

- ❖ We invest in **Cutting-Edge** Technology and Infrastructure to support our operations.
- ❖ Our **Integrated Systems** provide Real-Time Tracking and Monitoring of equipment, enabling proactive maintenance and complete visibility for our clients.



Our Reach

PRESENCE

Strong presence at **Major Ports**, **Container Freight Stations (CFS)** & **Inland Container Depots (ICD)** across Pan-India.

EXPERIENCE

Extensive experience in operating and managing terminal facilities of **CONCOR** and other major **CFS and ICDs across India**.



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Our Fleet

APANA LOGISTICS LTD.



33+ Trailers



5+ Forklifts

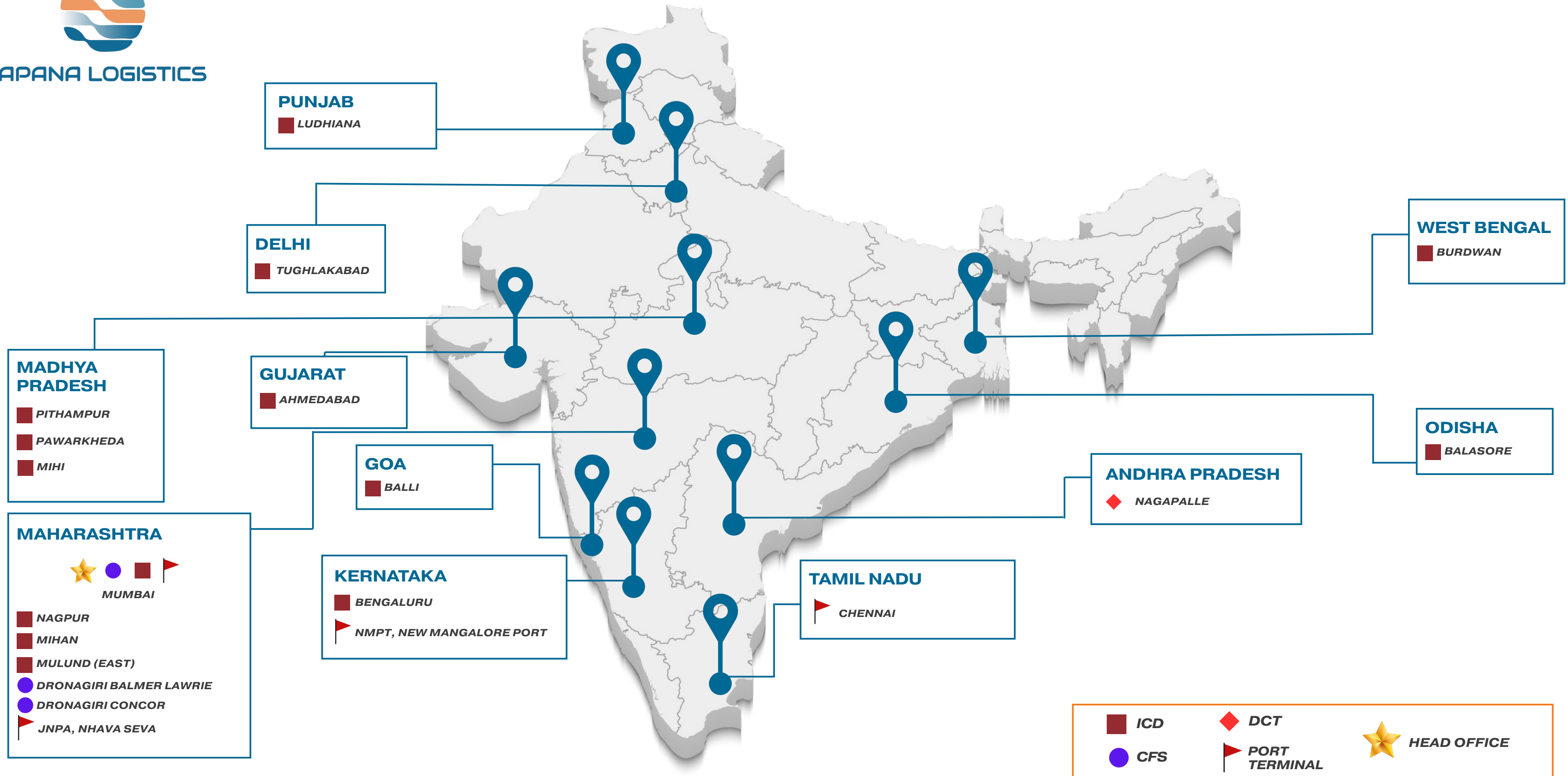


5+ Reach Stackers

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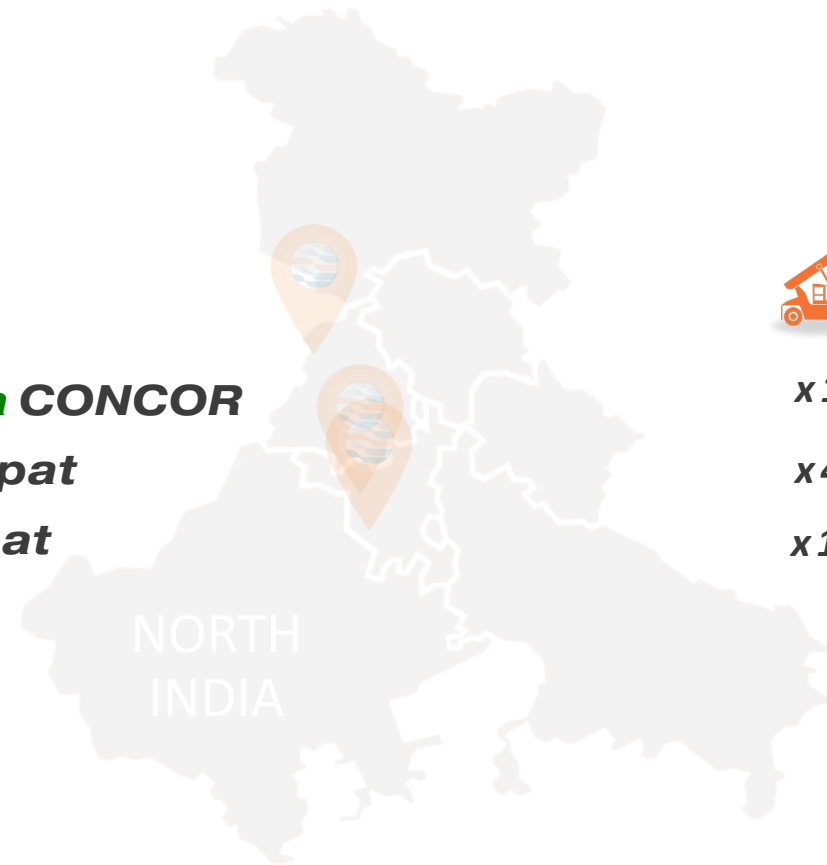


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- **RL ICD Ludhiana CONCOR**
- **D.P. World, Panipat**
- **J. M. Baxi, Sonipat**



NORTH INDIA



x1
x4
x1

- **RL CFS Dronagiri CONCOR**
- **CFS Dronagiri Balmer Lawrie & Co.**
- **MSWC CFS Dronagiri**
- **RL ICD Mulund (East) CONCOR**
- **RL ICD Nagpur CONCOR**
- **JNPA, Nhava Seva**
- **RL ICD Khodiyar CONCOR**
- **RL Ahmedabad CONCOR**
- **CONCOR Balli Goa**
- **RL Pithampur Terminal CONCOR**
- **D. P. World, Pawerkheda**



CENTRAL INDIA



x2
x3
x2
x2
x1
x3
x2



x20
x15
x10
x10
x15
x2

- **RL Balasore Terminal**
- **RL MMSL Yard Super Smelter Ltd.**

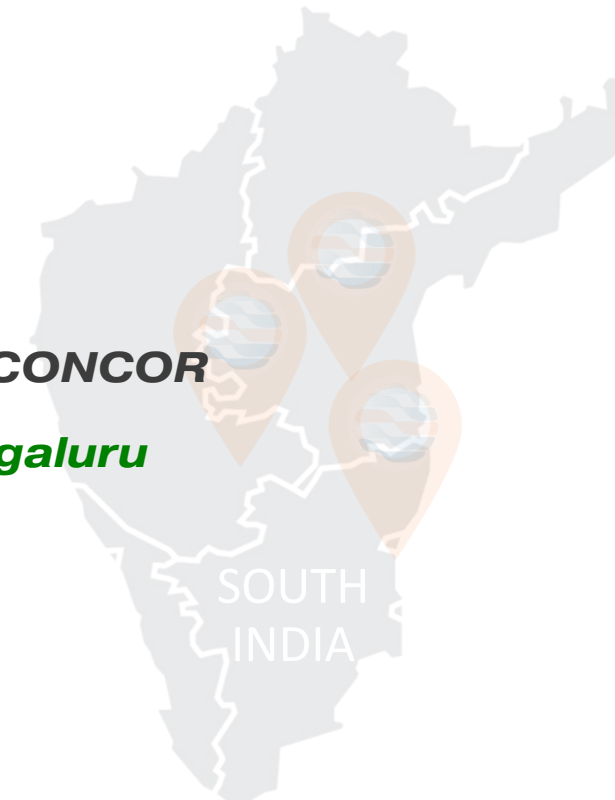


EAST INDIA



x1
x1

- **Chennai Port**
- **RL DCT Nagapalle CONCOR**
- **ICD Whitefield Bengaluru**



SOUTH INDIA



x1
x4



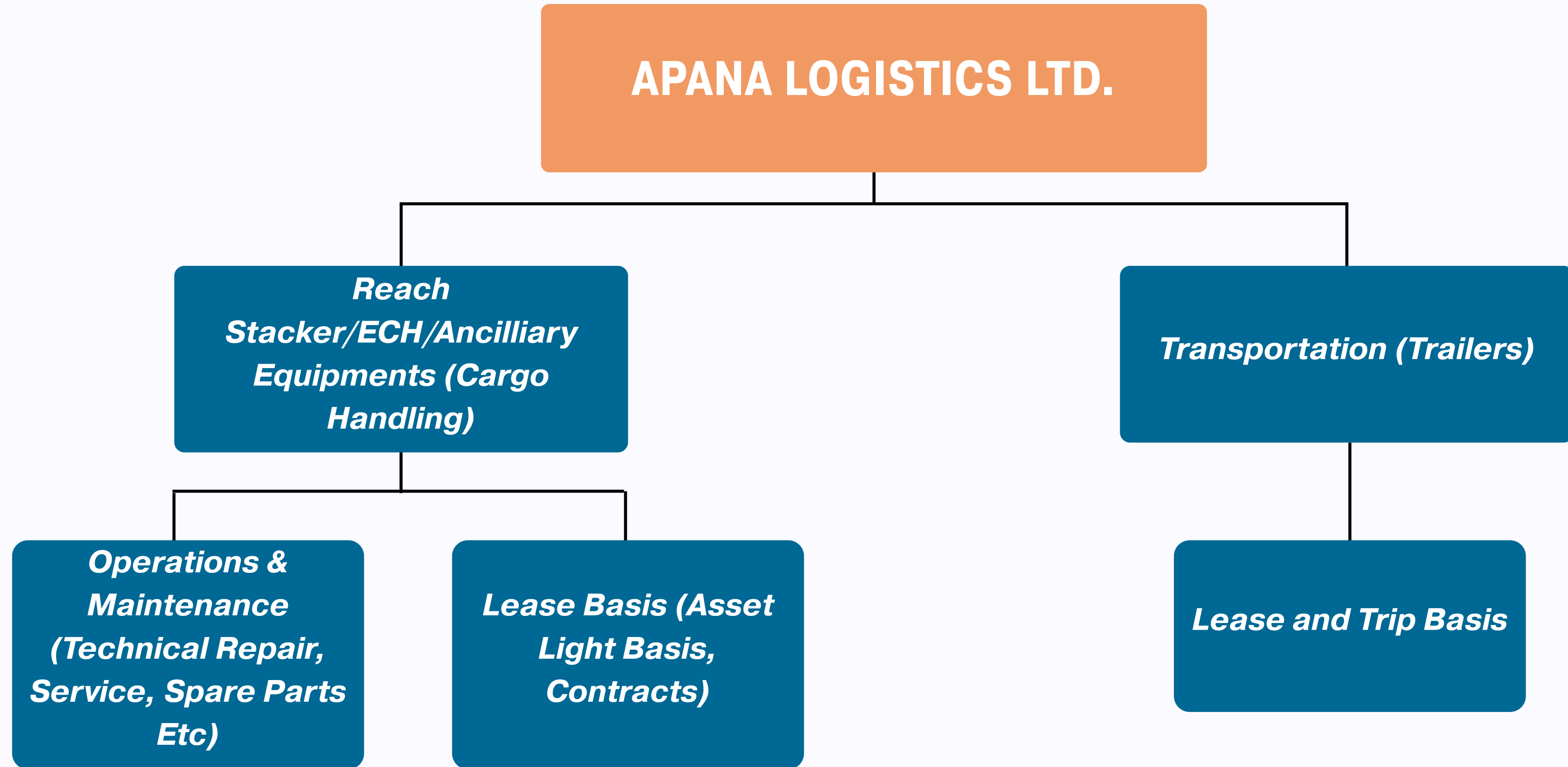
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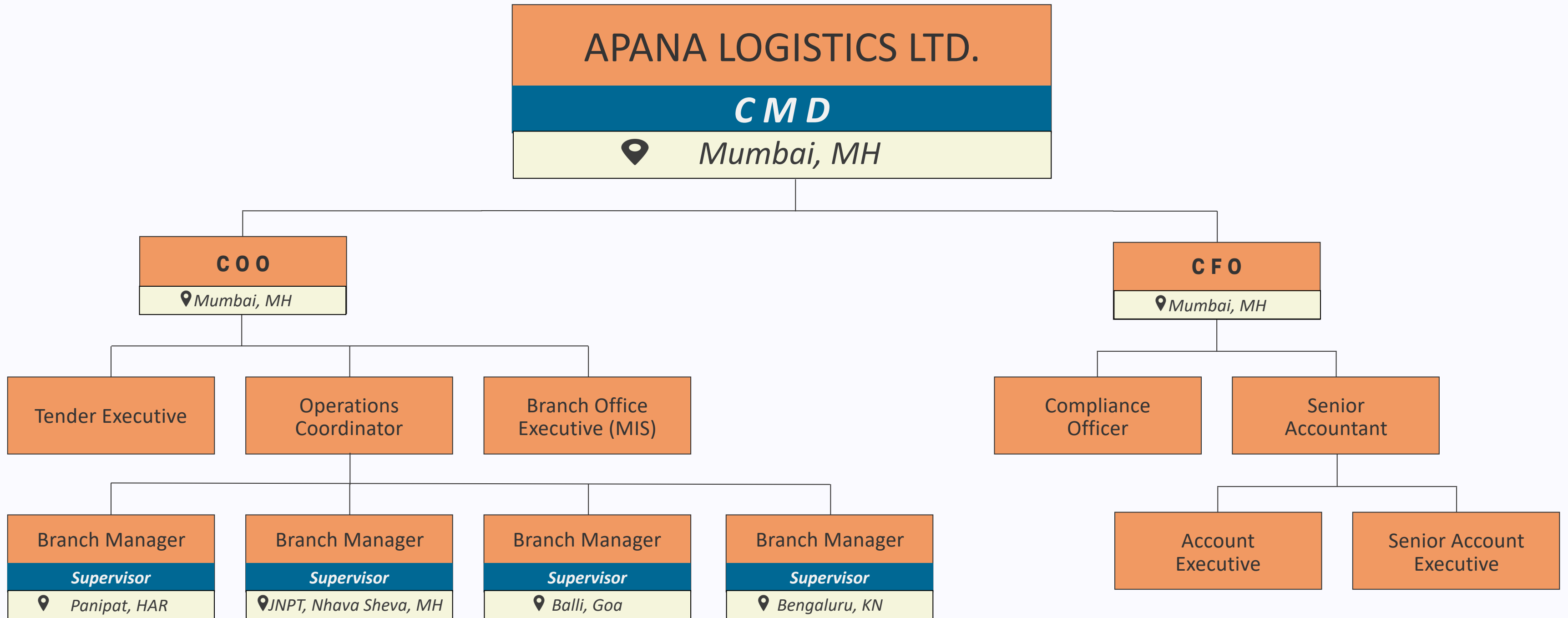


The Biz Model





Organization Chart



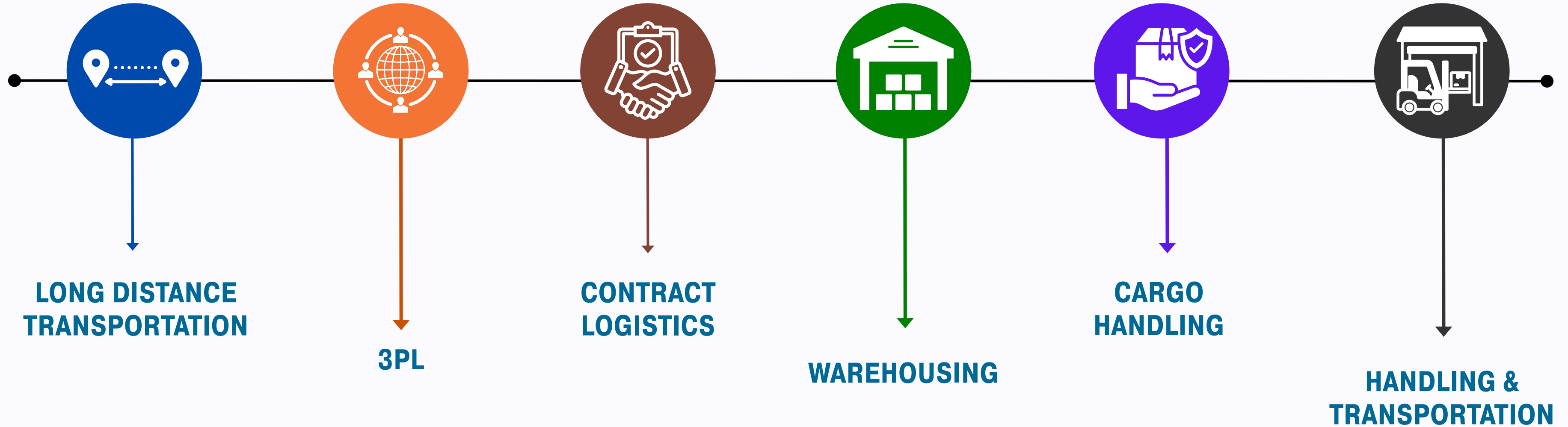
*All staff members of APANA LOGISTICS LTD. are located at Mumbai, MH



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OUR SERVICES

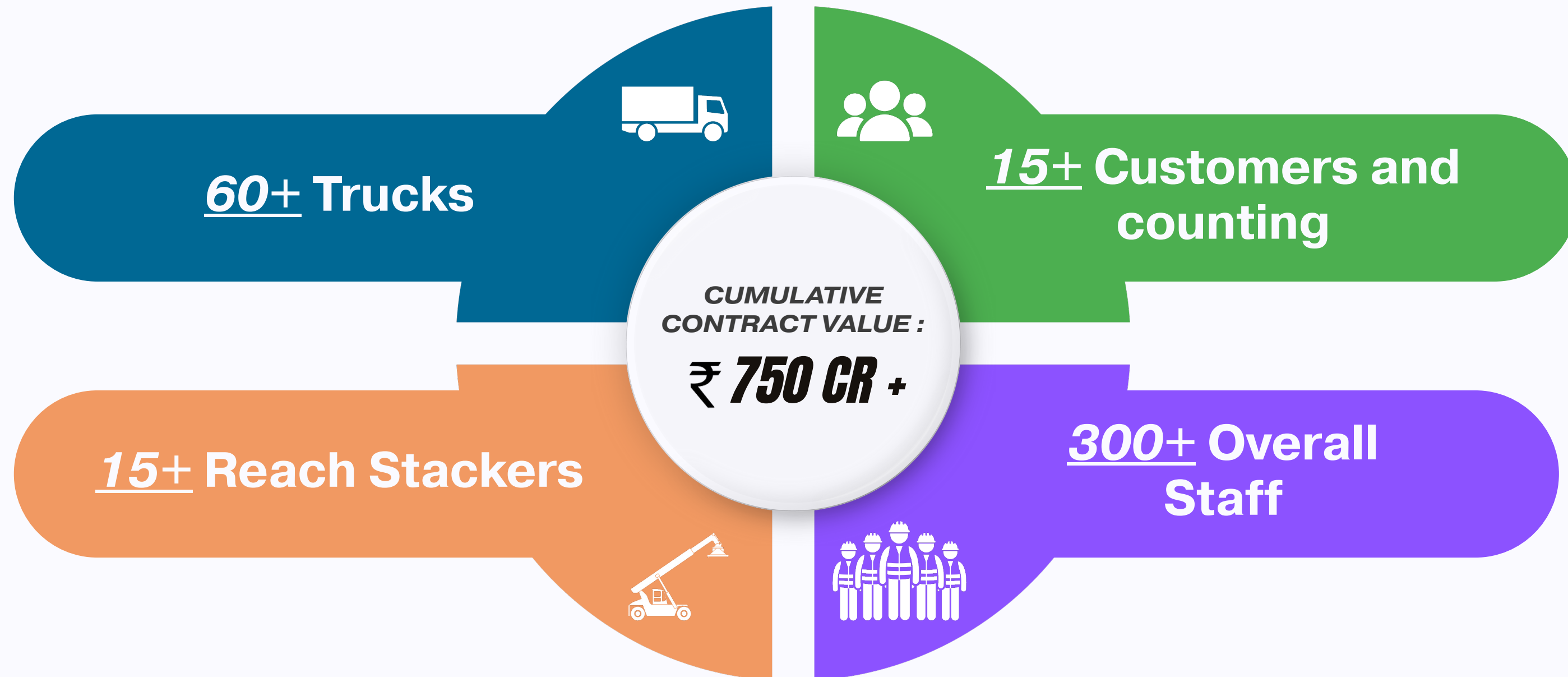
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ECOSYSTEM





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OUR OFFERINGS

REACH STACKER

OEM:



TYPE:

Diesel/Electric

EMPTY CONTAINER HANDLER

OEM:



TYPE:

Diesel

TYPE:

Diesel/Electric

OEM:



FORKLIFT



TYPE:

Diesel

OEM:



TRAILER



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SWOT Analysis

| | Helpful (to achieving the objective) | Harmful (To achieving the objective) |
|--|--|---|
| Internal Origin (attributes of the Organisation) | <ul style="list-style-type: none"> • OEM Relationships (Sany, Kalmar etc.) • Representation on Pan India basis • Awareness of OEMs Processes • Technical & Financial capabilities • Adaptability / Tailor-made Solutions • Domestic & International Player | <ul style="list-style-type: none"> • Lack of International Branding • Challenge of Attracting Experienced Talent • Career Visibility for Future Employees • Limited Customer Profile |
| External Origin (attributes of the Biz Environment) | <ul style="list-style-type: none"> • Easy Market Penetration • End to End Player • Expanding Geographical Presence • Growth of Indian Economy & Trade • Growing Acceptance of Multi-OEM equipment | <ul style="list-style-type: none"> • Intense Competition • Larger Market Player's with International exposure • Low Margin Operators • Buyer's Market • Policy Decision's by Customers |

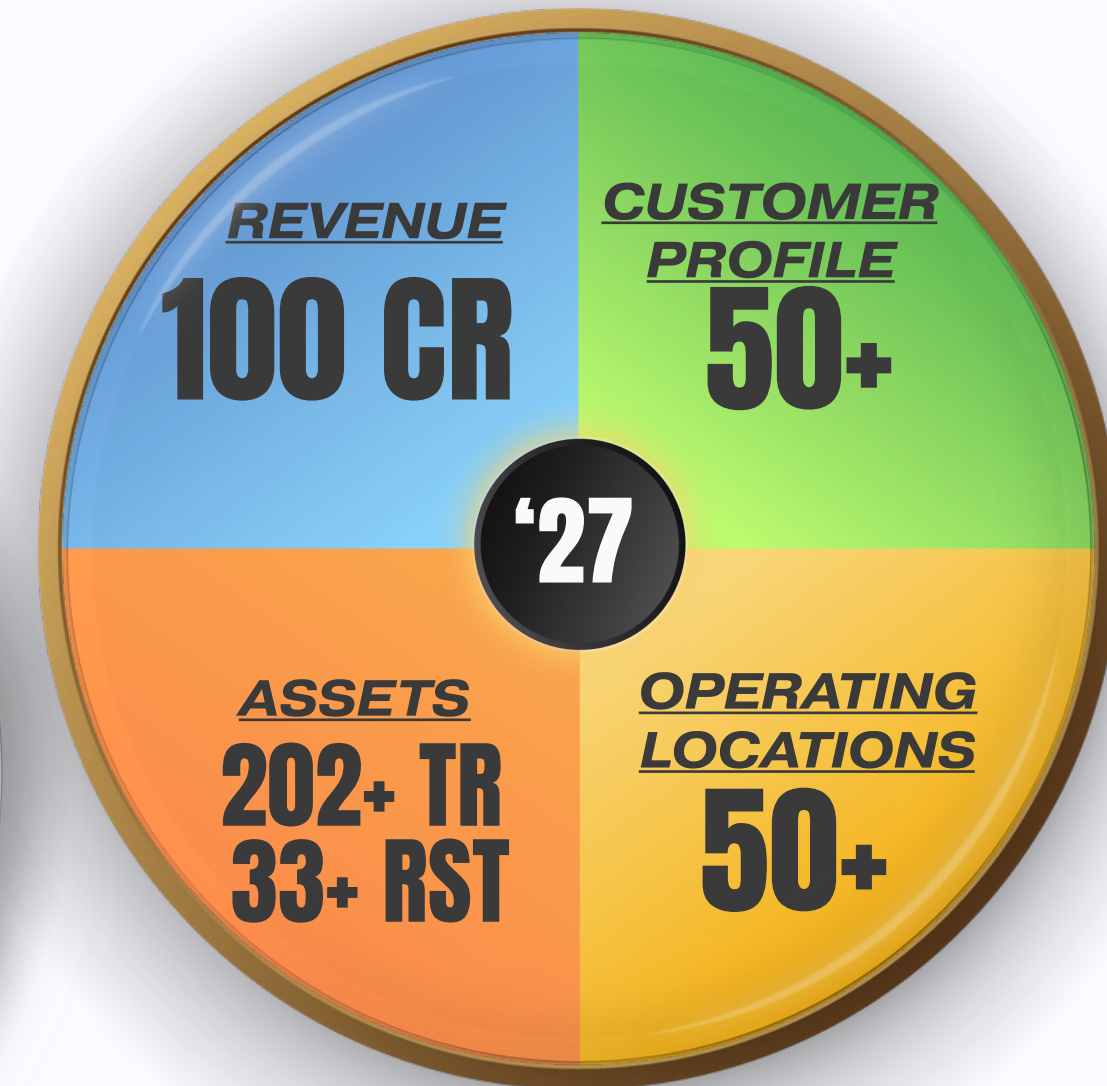
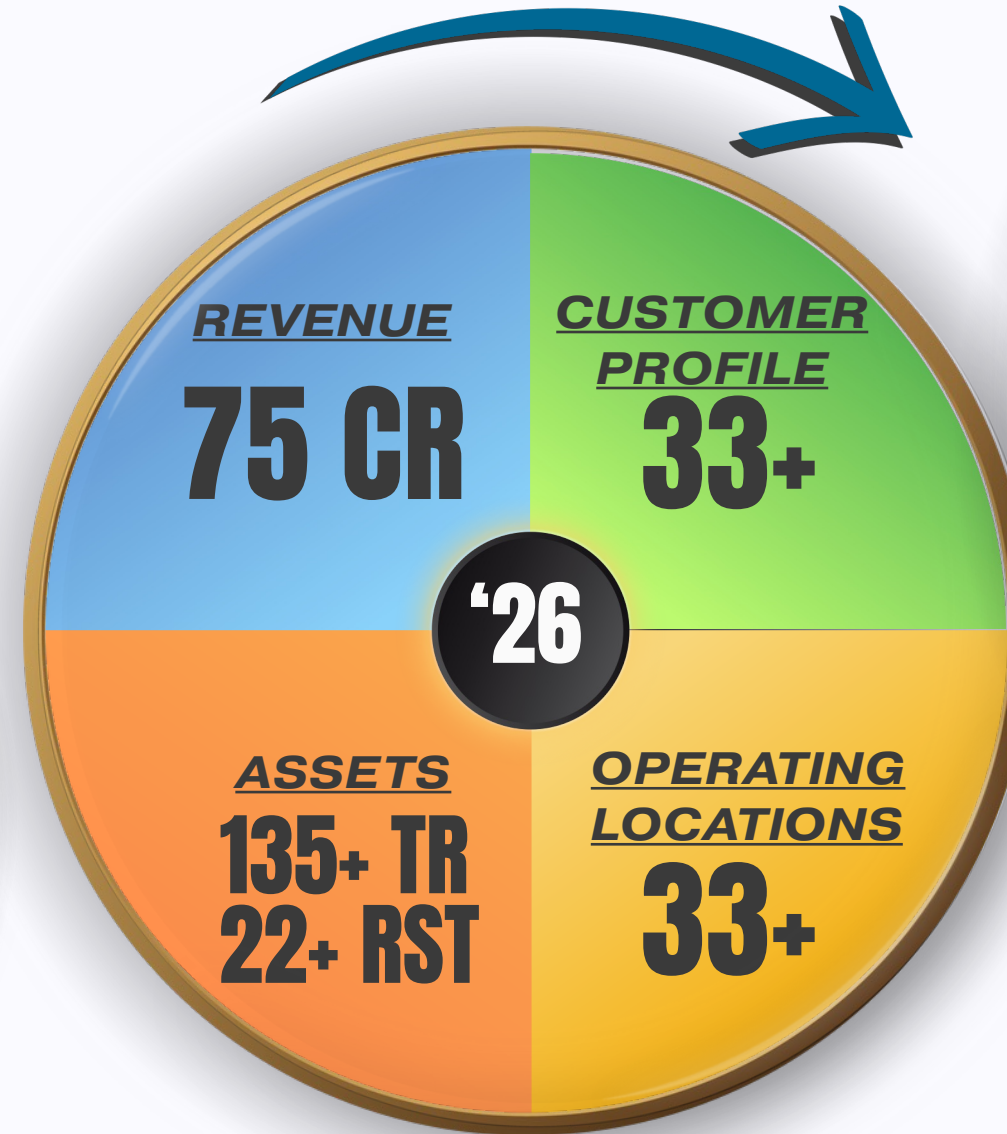


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The Future Roadmap



| | '25 | '26 | '27 |
|---------------------|-----|-----|-----|
| REVENUE | 66% | 50% | 33% |
| CUSTOMER PROFILE | 50% | 50% | 50% |
| OPERATING LOCATIONS | 50% | 50% | 50% |
| ASSETS | 50% | 50% | 50% |



Index:
 TR - Trailers
 RST - Reach Stackers

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Our Clientele

DOMESTIC



SEABIRD
MARINE



Siyaram's

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INTERNATIONAL



MAERSK



DP WORLD



ZIM



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APANA LOGISTICS

***THE WAY
FORWARD***

**ROAD TO
SUCCESS**

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The Way Forward

- ❖ Request For Appointment
- ❖ Present Apana Logistics Capabilities
 - Bouquet of Services
- ❖ Understand the Client's Requirements
 - Pain Points
 - Tailor Made Solutions
- ❖ Commercial Discussion
 - Create Win-Win Situation
- ❖ Sign Agreements
- ❖ Start Execution Works





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A background image showing two hands in white business suits shaking hands, symbolizing agreement or partnership. The text "THANK YOU!" is overlaid on the hands.

**THANK
YOU!**

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