



BUSINESS PLAN · INDIA

Container Freight Station (CFS/ICD) Operation

Container handling, bonded warehousing & customs facilitation

LOGISTICS

AISEVAK.IN · BY ABL DIGITAL TECHNOLOGIES

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This document is confidential and prepared for planning purposes. All financial figures are illustrative model assumptions for an Indian MSME context and must be validated against live quotes, local rates and professional advice before any investment or borrowing decision.

1. Executive Summary

This plan sets out a **Container Freight Station (CFS) / Inland Container Depot (ICD) Operation** in India — a facility near ports (CFS) or inland (ICD) that handles import/export containers: receipt, storage, customs examination, stuffing/de-stuffing (consolidation/deconsolidation), bonded warehousing, and container movement to/from ports. It decongests ports and offers importers/exporters a place for customs clearance and cargo handling, earning handling, storage, and ground-rent revenue.

India's containerised trade is large and growing, and CFS/ICDs are essential infrastructure that decongest ports and enable clearance. This is a **highly capital-intensive, infrastructure-grade** business (land, yard, equipment, bonded warehouse, systems) typically undertaken by well-capitalised promoters or JVs — this plan frames a smaller/partner-linked CFS operation and its economics.

Given the capital intensity, the promoter plans a **partner/JV or leased-facility model**, seeking working/opex funding of **₹30.0 lakh** (₹12.0 lakh promoter + ₹18.0 lakh term loan for equipment/opex; land/yard via lease/partner), targeting **₹55 lakh** revenue in Year 1 and **₹1.4 crore** by Year 3. (Full owned-infrastructure CFS/ICD requires far larger capital and approvals.)

2. Business Description, Vision & Legal Structure

Concept: A container-handling and bonded-warehousing facility that decongests ports and gives trade a place to clear customs, handle and store containerised cargo efficiently.

Vision: To be a reliable CFS/ICD serving the region's containerised trade.

Mission: Handle containers safely and efficiently, enable smooth customs clearance, and minimise dwell time.

Legal structure

- **Private Limited** — required for the capital, approvals, customs bonding and contracts of a CFS/ICD.

Reality note: CFS/ICD is infrastructure-grade — requiring large land, yard, reach-stackers/cranes, bonded/customs-notified warehouse, IT (ICEGATE), approvals (customs notification, CONCOR/port linkages) and substantial capital. This plan assumes a **leased/partner facility + equipment** model to keep it feasible; a fully owned CFS needs a much larger, separate capital plan and approvals.

3. Promoter & Ownership

Led by a promoter with port/logistics/CFS experience and trade relationships, ideally with a facility partner or lease. Delivery uses yard operations, customs-bond compliance, equipment operators, and IT/documentation staff. Year-one ownership rests with the founder(s)/company; ownership and profit-sharing are editable inputs, subject to approvals and partners.

4. Market Analysis — India

Containerised EXIM trade is large and growing, and ports need CFS/ICDs to decongest and enable clearance. Government push on logistics infrastructure, multimodal and inland movement supports demand. The market rewards efficient, well-located facilities with fast handling and low dwell time; it is capital-intensive with high barriers.

Demand drivers

- **Containerised EXIM trade** growth.
- **Port decongestion** needs.
- **Customs clearance & examination** at CFS.
- **Inland movement & multimodal** push.
- **Bonded warehousing** demand.

Market sizing (illustrative framing)

Layer	Definition	Indicative scale
TAM	Container handling for India EXIM	Very large
SAM	Reachable containers via the facility's location	Focused
SOM (Yr 1-3)	Containers handled (TEUs) per year	Growing

Target segments

- Importers/exporters & CHAs.
- Freight forwarders & shipping lines.
- Consolidators (LCL).
- Bonded-storage users.

5. Competition & Competitive Advantage

Landscape: established CFS/ICD operators, port terminals, and CONCOR facilities. The firm competes on location, handling efficiency, dwell time, service, and customs facilitation.

The firm's edge

- **Location & port/rail linkage.**
- **Handling efficiency & low dwell.**
- **Customs facilitation & bonding.**
- **Service & documentation.**
- **Value-added (consolidation, storage).**

6. Services & Pricing

Service	Income model	Basis
Container handling	Per container/TEU	Handling charge
Ground rent / storage	Per container/day	Recurring
Stuffing / de-stuffing (LCL)	Per container	Handling
Bonded warehousing	Per unit/month	Recurring
Customs examination facilitation	Per container	Service
Transport (port-CFS)	Per move	Freight

Handling and ground-rent/storage per container drive revenue; consolidation, bonded storage and transport add income. Throughput and dwell management drive economics.

7. Go-to-Market — Marketing & Sales

- **Shipping-line & forwarder tie-ups** for container routing.
- **CHA & importer/exporter relationships.**
- **Port/rail linkage & efficiency reputation.**
- **Consolidation & bonded-storage offers.**
- **Trade-body networks.**

Growth model

Secure container routing (lines/forwarders) → handle efficiently with low dwell → grow throughput & value-added. Location, linkages and efficiency drive volume.

8. Operations Plan

- **Facility:** yard, bonded/customs-notified warehouse, and handling equipment (reach-stackers/forklifts), with IT (ICEGATE/EDI).
- **Process:** container receipt → yard storage → customs examination → stuffing/de-stuffing → clearance → dispatch/transport → records.
- **Compliance:** customs bonding, security, and CFS/ICD regulations; documentation accuracy.
- **Efficiency:** throughput, dwell-time reduction, and equipment uptime.
- **Capacity:** yard/warehouse + equipment scale with throughput; partner/lease model manages capex.

Facility economics

Lever	Driver	Impact
Throughput	Containers/month	Revenue
Dwell time	Efficiency	Ground rent
Equipment uptime	Maintenance	Handling
Value-added	Consolidation/bonded	Margin
Utilisation	Yard/warehouse	Economics

9. Regulatory, Licences & Compliance (India)

- **Customs notification/approval** for CFS/ICD; bonded-warehouse licence; security; ICEGATE integration.
- **Company incorporation;** PAN/TAN; GST; port/rail linkages; land/lease and building approvals.
- **Compliance:** customs regulations, security, documentation accuracy, and safety.
- **Data protection** aligned to the DPDP Act; secure handling of trade/customs data.

10. Organisation & Manpower Plan

Role	Yr 1	Yr 2	Yr 3
Promoter / Facility Head	1	1	1
Yard ops & equipment operators	5	9	14
Customs-bond & documentation	2	3	4
Sales / Admin	1	2	3
Total	9	15	22

11. Implementation Timeline & Milestones

Phase	Timeline	Milestone
Setup	Month 0-4	Facility (lease/partner), approvals, equipment, ICEGATE, linkages
Launch	Month 4-7	First containers handled; customs bonding live
Traction	Month 7-14	Throughput & value-added grow; break-even nears
Scale	Year 2	More lines/forwarders; capacity
Growth	Year 3	High throughput; recurring handling book

12. Financial Plan (Illustrative — lease/partner model)

All figures are illustrative model assumptions for an Indian context, shown so the promoter can replace them with live rates. Assumes leased facility + equipment; a fully owned CFS needs far larger capital. They are not projections of guaranteed results.

12.1 Project cost & means of finance (equipment/opex)

Capital requirement	₹
Handling equipment (margin/lease)	12,00,000
Facility fit-out, IT & ICEGATE	5,00,000
Bonding, security & approvals	4,00,000
Lease deposits & pre-operative	5,00,000
Branding, BD & setup	1,00,000
Working-capital buffer	3,00,000
Total equipment/opex cost	30,00,000
Promoter contribution	12,00,000
Term loan (equipment/opex)	18,00,000

Note: land/yard/warehouse assumed leased or via partner; a fully owned CFS/ICD requires substantial additional capital and approvals not covered here.

12.2 Projected Profit & Loss (3 years)

Particulars	Year 1	Year 2	Year 3
Container handling	28,00,000	52,00,000	72,00,000
Ground rent / storage / bonded	18,00,000	36,00,000	50,00,000
Stuffing/de-stuffing & transport	9,00,000	16,00,000	18,00,000
Total revenue	55,00,000	1,04,00,000	1,40,00,000
Facility lease & utilities	15,00,000	18,00,000	21,00,000
Salaries & ops	15,00,000	27,00,000	38,00,000
Equipment, fuel & maintenance	7,00,000	12,00,000	16,00,000
Bonding, security, IT & admin	6,00,000	9,00,000	12,00,000
Interest on term loan	2,00,000	1,55,000	95,000
Total expenses	45,00,000	67,55,000	87,95,000
Net profit (before tax)	10,00,000	36,45,000	52,05,000
Net margin	18.2%	35.0%	37.2%

12.3 Unit economics & break-even

- **Per container:** handling + ground rent above facility/equipment cost; dwell time drives ground-rent yield.
- **Operating leverage:** high fixed cost (lease/equipment) spreads over throughput — margins scale.
- **Break-even:** a threshold container throughput — reached around month 10–14.

12.4 Projected Cash Flow — Year 1 (quarterly, illustrative)

Particulars (₹)	Q1	Q2	Q3	Q4
Opening balance	3,00,000	1,85,000	2,10,000	3,40,000
Collections	10,00,000	13,00,000	15,50,000	16,50,000
Operating outflows	10,50,000	12,10,000	13,60,000	14,60,000
Loan EMI	65,000	65,000	60,000	60,000
Closing balance	1,85,000	2,10,000	3,40,000	4,70,000

Cash builds as throughput rises; facility lease/equipment is the major fixed cost. The buffer covers approvals/setup and the ramp to steady throughput.

12.5 Key Performance Indicators to Monitor

- **Throughput:** containers/TEUs handled; utilisation.
- **Dwell:** average dwell time; ground-rent yield.

- **Efficiency:** equipment uptime; handling productivity.
- **Economics:** revenue per container; value-added share.

13. Funding Requirement & Bankability

Equipment/opex ask: **₹18.0 lakh term loan** against ₹12.0 lakh promoter contribution — equipment is financeable; facility via lease/partner. Year-1 net profit ~₹10.0 lakh against annual debt service of ~₹5.0 lakh gives a **DSCR above 2.0**, strengthening with throughput. Note: a fully owned CFS/ICD needs substantial additional capital, approvals and typically project finance/JV.

13.1 Funding utilisation (equipment/opex)

Use of funds	₹	% of total
Handling equipment	12,00,000	40%
Fit-out, IT, bonding & approvals	9,00,000	30%
Lease deposits & setup	6,00,000	20%
Working-capital buffer	3,00,000	10%
Total	30,00,000	100%

14. Risk Analysis & Mitigation

Risk	Mitigation
Capital intensity & approvals	Lease/partner model; phased capex; JV where needed
Low throughput / fixed cost	Line/forwarder tie-ups; location; efficiency
Customs/bonding compliance	Expertise; documentation accuracy; security
Equipment breakdown	Maintenance/AMC; spares; uptime
Trade-cycle downturns	Diversified cargo; value-added; efficiency

15. SWOT Analysis

Strengths Essential infrastructure; recurring handling + ground rent; operating leverage; high barriers.	Weaknesses Very capital-intensive; approvals; throughput-dependent; location-critical.
Opportunities EXIM & multimodal growth; port decongestion; bonded storage; logistics push.	Threats Established operators; port terminals; trade cycles; capital needs.

16. Recommended AiSevak Tools for This Business

This operation would use AiSevak's Logistics vertical tools in delivery:

- **Container ops:** throughput/dwell, yard-utilisation, customs-bonding and documentation tools.
- **Finance:** Unit-Economics, Working-Capital and project/DPR tools (Finance vertical) for capex/approvals.
- **Practice:** Business Plan and Break-even tools to model the CFS/ICD.

17. Key Assumptions & Notes

- Assumes leased/partner facility + financed equipment; a fully owned CFS/ICD needs much larger capital & approvals.
- Throughput and dwell drive economics; customs notification/bonding and linkages are prerequisites.
- Term-loan interest ~11% p.a.; equipment-backed; large capex may need project finance/JV.
- Customs/security compliance and location are foundational; figures exclude GST where applicable.

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No signup needed to explore; each tool guides you step by step.

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