



भारतीय कंटेनर निगम लिमिटेड  
Container Corporation of India Ltd.  
बहुविध संचारतंत्र कंपनी  
A Multi-modal Logistics Company  
(भारत सरकार का नवरत्न उपक्रम)  
(A Navratna CPSE of Govt. of India)

कॉन/आइआरसी/SE/104/Vol-V/

दिनांक : 04.03.2017

**Through E-mail & Online**

1. The Bombay Stock Exchange Ltd., Mumbai  
Phiroze Jeejeebhoy Towers, Dalal Street  
Mumbai-400001  
Code No.531344  
Fax : 022-22723121/3719/2037/  
2039/2041/2061/1072
2. National Stock Exchange of India Ltd.  
Exchange Plaza, 5<sup>th</sup> Floor, Plot No. C/1,G Block  
Bandra-Kurla Complex, Bandra (E)  
Mumbai-400 051  
Fax: 022-2659 8237/38

Dear Sir/Madam,

**Sub: SEBI (Listing Obligation & Disclosure Requirements) Regulations, 2015.  
(LODR)– Presentation made to the Analysts/ Institutional Investor**

Further to our letter of even no. dated 17.06.2016 regarding presentation to Analysts'/ Institutional Investors', please find enclosed copy of updated presentation which is also being placed on the website of the company.

This is for your information and record please.

Thanking you,

Yours faithfully,  
For Container Corporation of India Ltd.,

(Harish Chandra)  
Executive Director (Finance) & Company Secretary

CC:  
ED(MIS&CSR) for placing on website of CONCOR.



पंजीकृत कार्यालय : कॉनकॉर भवन, सी-3, मथुरा रोड, जसौला मेट्रो स्टेशन के पास, नई दिल्ली-110076 दूरभाष : 41673093, 94, 95 & 96, फैक्स : 41673112  
Reg'd. Office : CONCOR Bhawan, C-3, Mathura Road, New Delhi-110076, CIN : L63011DL 1985GC1030915  
Tel. : 41673093, 94, 95 & 96, Fax : 41673112, ई-मेल/E-mail : co.pro@concorindia.com, वेबसाइट/Website : www.concorindia.com

कंटेनर की बात, कॉनकॉर के साथ, Think Container, Think CONCOR



## Multimodal Logistics Professionals

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### CONCOR - THE COMPANY

- INCORPORATED - MARCH 1988
- OPERATIONAL - NOVEMBER 1989
- AUTHORISED CAPITAL - Rs.400 CRORE
- SHARE CAPITAL - Rs.64.99 CRORE  
(RECEIVED DURING 1988-89 TO 1992-93)
- CAPITAL POST BONUS - Rs.194.97 CRORE  
(BONUS ISSUE 1:1 IN APRIL,2008 & 1:2 IN SEP.2013)

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## DISINVESTMENT

YEAR	NO. OF SHARES	% SHARE
1994-95	13 mn	20.00%
1995-96	2 mn	3.05%
1998-99	9 mn	13.86%
2013-14	3 mn	1.29%
2015-16	10 mn	5.01%
2016-17	2.82 mn	1.44%
<b>TOTAL</b>	<b>39.82 mn</b>	<b>44.65%</b>

### PRESENT SHAREHOLDING

GOVERNMENT : 55.35%

FI/FII/OTHERS : 44.65%

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## CONCOR'S MISSION

**"TO PROVIDE RESPONSIVE, COST EFFECTIVE, EFFICIENT AND RELIABLE LOGISTICS SOLUTIONS TO OUR CUSTOMERS THROUGH SYNERGY WITH OUR COMMUNITY PARTNERS AND ENSURING PROFITABILITY AND GROWTH. WE STRIVE TO BE THE FIRST CHOICE FOR OUR CUSTOMERS. WE WILL BE FIRMLY COMMITTED TO OUR SOCIAL RESPONSIBILITY AND PROVE WORTHY OF TRUST REPOSED IN US."**

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## **CONCOR - BUSINESS**

**CONCOR'S CORE BUSINESS IS ORGANISED IN TWO MAIN SEGMENTS:**

➤ **EXIM BUSINESS SEGMENT COMPRISING OF OPERATING DRY PORTS (ICDs/CFSS) AND RUNNING EXIM TRAINS .**

➤ **DOMESTIC BUSINESS SEGMENT COMPRISING OF OPERATING DOMESTIC CONTAINER TERMINALS AND RUNNING DSO TRAINS.**

**APART FROM THE TWO CORE SEGMENTS, WE HAVE ALSO ENTERED THE SEGMENT OF PORT TERMINAL OPERATIONS THROUGH JV ALLIANCES.**

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## **DETAILS OF MOVABLE ASSETS**

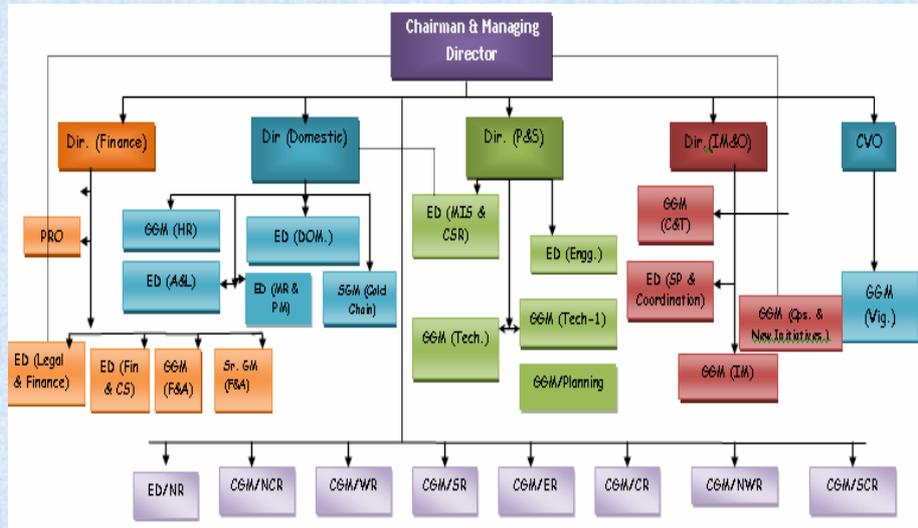
- No of Container Wagons - 13773
- No of Containers - 21762
- No of Gantry Cranes - 16
- No Reach Stackers - 72

Company has been procuring wagons from IR workshops every year. Procured 08 rakes = 360 wagons during FY 2015-16.

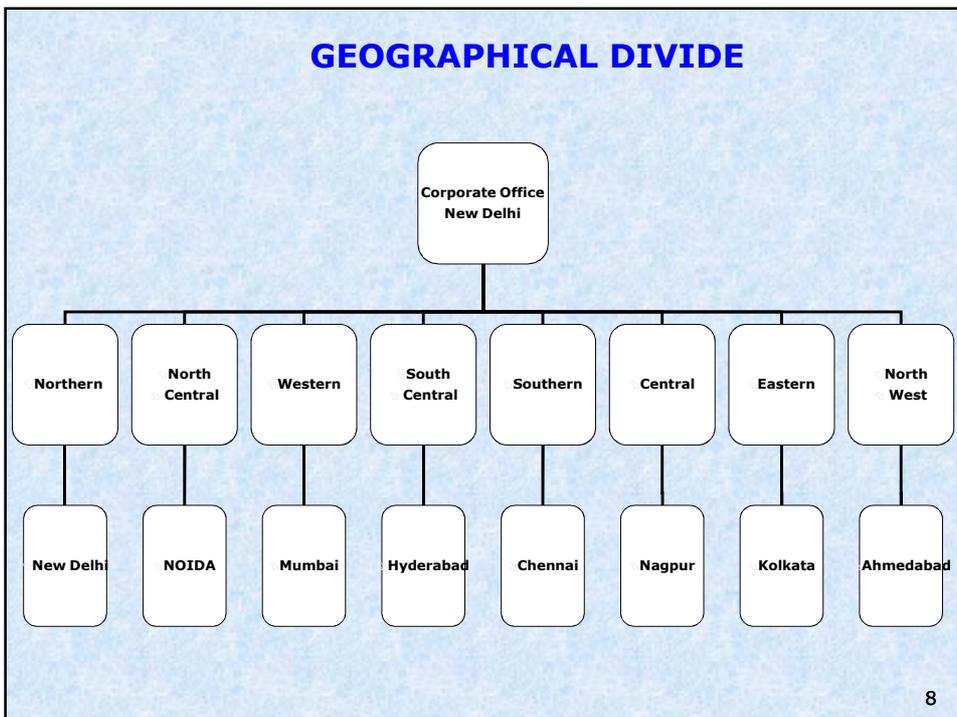
We are also in the process of acquiring 05 more Gantry Cranes, 06 no. of Reach Stackers and special purpose containers.

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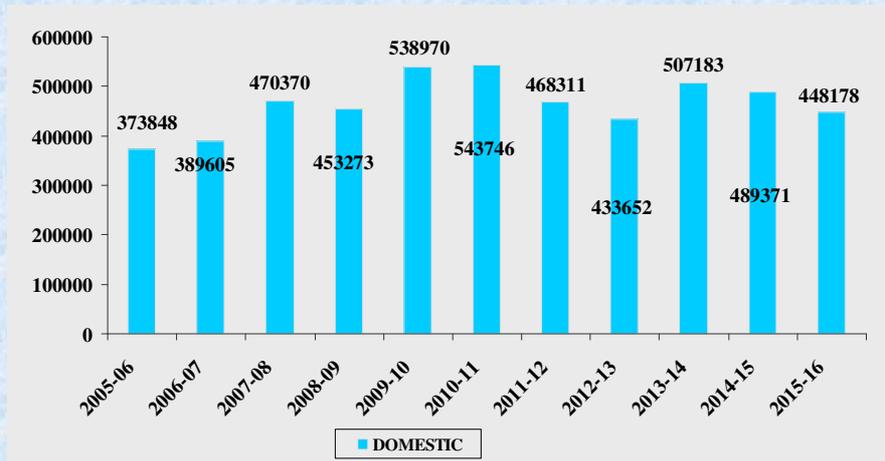
# FUNCTIONAL STRUCTURE



# GEOGRAPHICAL DIVIDE

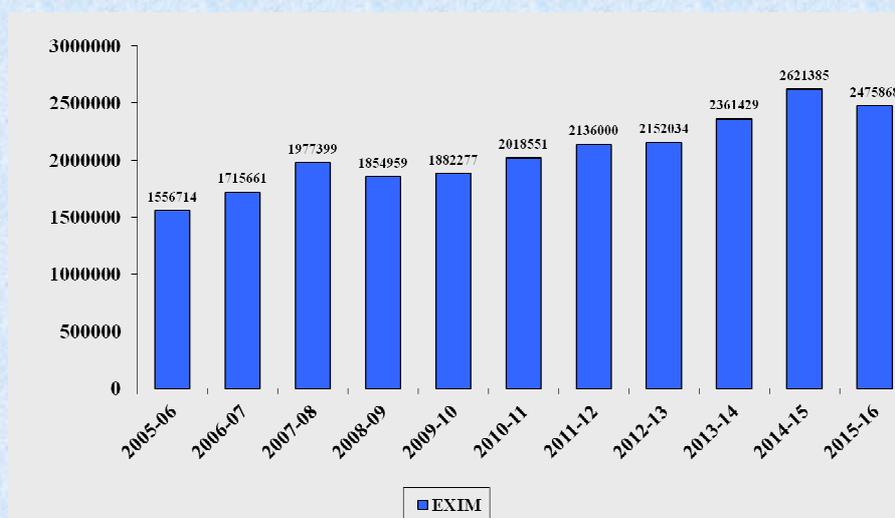


## TRENDS IN DOMESTIC BUSINESS HANDLING (TEUS)



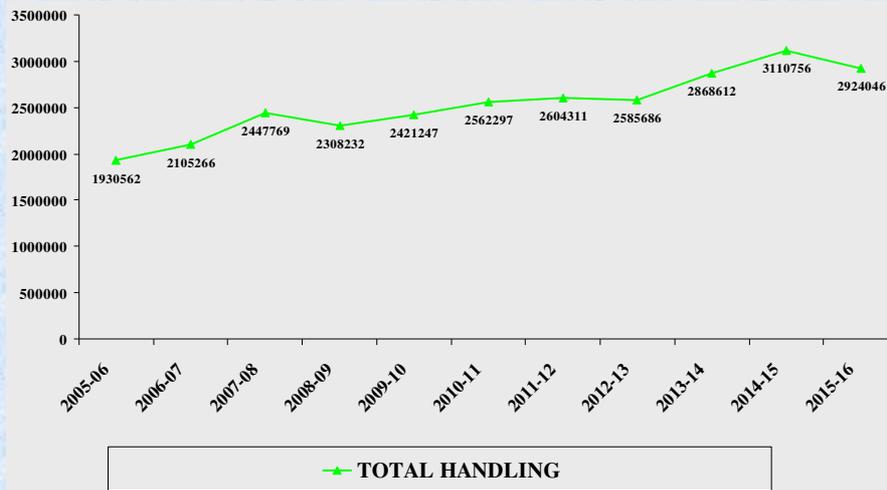
9

## TRENDS IN EXIM BUSINESS HANDLING (TEUS)



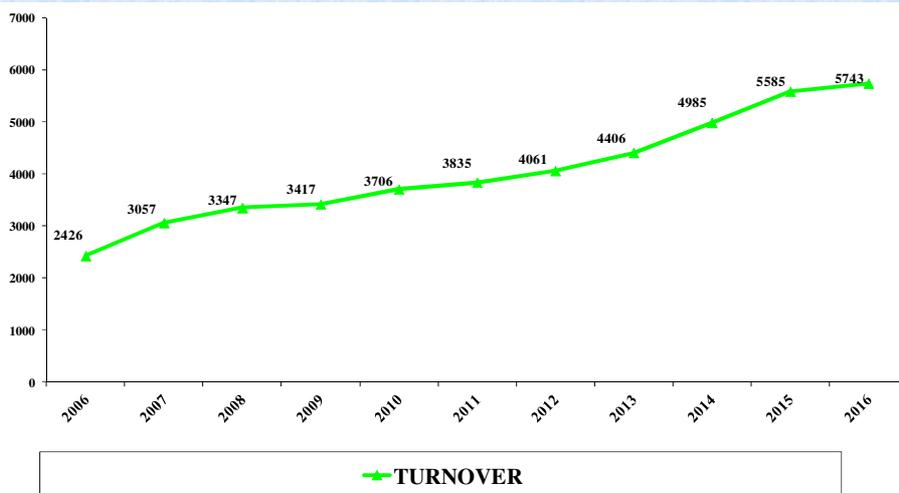
10

## THROUGHPUT THROUGH THE YEARS (IN TEUs)



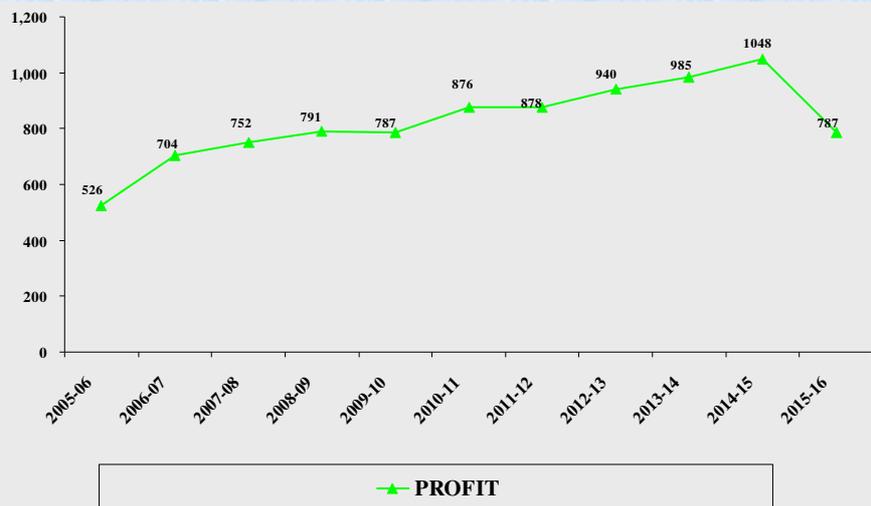
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## TURNOVER OVER THE YEARS INCOME FROM OPERATIONS (IN Rs. CRORES)



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## NET PROFIT THROUGH THE YEARS (IN RUPEES CRORES )



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## Market Share in Containerised Traffic

	2012-13	2013-14	2014-15	2015-16	2016-17 (Upto Dec 16)
Total Container traffic carried by IR (in MMT)	41.07	43.60	48.83	46.18	35.01
Traffic carried by CONCOR (in MMT)	30.62	32.93	36.19	33.40	25.46
%age Share of CONCOR	74.55	75.53	74.11	72.33	72.72

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## OVER THE YEAR ANALYSIS

	April -Mar. (2015-16)	%age CAGR (Ten Years)	% CAGR (Five years)
EXIM (TEUs)	24,75,868	4.75	4.17
Domestic (TEUs)	4,48,178	1.83	(3.79)
Total (TEUs)	29,24,046	4.24	2.68
Tonnage (MMT)	33.40	5.02	5.59
Optg Income (Rs. crs.)	5,742.58	9.00	8.41
Total Income (Rs. crs.)	6,087.24	9.35	8.59
Profit After Tax	786.93	4.11	(2.12)
Contribution to IR (Rs crs.)	3,644.71	11.03	10.77
Market Capitalisation as on 28 Feb17 (Rs Cr.) closing in NSE	23707		

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## CONCOR'S DIVIDEND PAYMENTS

	09-10	10-11	11-12	12-13	13-14	14-15	15-16
<b>DIVIDEND PAID (Rs. In Crore)</b>	181.98	201.47	214.47	227.47	239.82	261.27	263.21
<b>DIVIDEND AS A % OF EQUITY</b>	140%	155%	165%	175%	123% *	134%	135%
<b>DIVIDEND # AS A % OF NET PROFIT</b>	23%	23%	24%	24%	24%	25%	33%

\*POST ISSUE OF BONUS SHARES ON THE RATIO OF 2:1

\*\* Interim Dividend for 2016-17 has been recommended by company @96% amounting to Rs. 187.18 crore.

# Excluding Dividend Distribution Tax.

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### Financial Performance

Description	2015 -16 INR in Crores	2016 -17 (Upto Dec 16) INR in Crores
Total Revenue	6087.24	4278.22
Profit After Tax	786.93	523.24
Dividend	263.21	187.18*
Equity Share Capital	194.97	194.97

Interim Dividend for 2016-17 has been recommended by company @96% amounting to Rs. 187.18 crore.

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### **HOW OUR CUSTOMERS HAVE RATED US**

**(RESULTS OF ANNUAL CUSTOMER SATISFACTION SURVEY  
DONE BY AN INDEPENDENT OUTSIDE AGENCY.)**

YEAR	CUSTOMER SATISFACTION INDEX
2007-08	81.0%
2008-09	87.5%
2009-10	90.3%
2010-11	87.9%
2011-12	88.5%
2012-13	89.7%
2013-14	90.4%
2014-15	91.1%
2015-16	91.8%

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## **CONCOR during 12<sup>th</sup> Five Year Plan** *(Fiscal 12-13 to 16-17)*

### **Planned Expenditure : Rs.6000 Crs**

- **Land Acquisition – Rs 1300 crores**  
till 2010 – facilities over 1600 acres of land (incl. IR lease)  
post 2010 – acquiring another 1600 acres in 15 locations
- **Terminal Development - Rs 2700 crores**  
Up-gradation of existing facilities  
New Logistics Parks Development
- **Equipment – Rs 1700 crs**  
Modern container flats & spl. purpose wagons  
Containers & Related equipment
- **Other Ventures – Rs 300 crs**  
Air Cargo  
Shipping  
Investment in new lines

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## **ON THE FOREFRONT OF I.T.**

- **SPECIAL FOCUS ON IMPROVING CUSTOMER SERVICES BY USING IT INITIATIVES LIKE**
  - **'WAN' CONNECTIVITY - ESTABLISHED IN ALL TERMINALS DEDICATED V-SAT NETWORK.**
  - **ISMS CERTIFICATION FOR CONCOR AS A WHOLE.**
  - **CUSTOMISED DTMS AND ETMS ERP's - IMPLEMENTED IN ALL DEPOTS.**
  - **FINANCIAL ACCOUNTS AND INFORMATION ARE MAINTAINED ON LATEST VERSION OF ORACLE FINANCIALS ERP.**
  - **WEB ENABLED CUSTOMER INTERFACE OPERATIONALISED.**
  - **ALL COMMERCIAL PROCEDURES STANDARDISED AND SIMPLIFIED.**
  - **PILOT PROJECTS FOR e-FILING AND e-PAYMENTS STARTED.**
  - **ISO CERTIFICATIONS OBTAINED FOR KEY TERMINALS/REGIONAL OFFICES/CORPORATE OFFICE.**

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## **GROWING THROUGH THE JV ROUTE**

**AS MANY AS 12 SUCCESSFUL JOINT VENTURES (INCLUDING TWO SUBSIDIARIES) ARE FUNCTIONING AT PRESENT**

- **FOUR JVs FOR ICD/CFS OPERATION AT DADRI.**
- **ONE JV FOR OPERATING AN ICD IN NEPAL.**
- **TWO JVs FOR OPERATING PORT TERMINALS IN INDIA.**
- **ONE JV FOR COMPREHENSIVE LOGISTICS SOLUTIONS.**
- **ONE JV FOR AIR CARGO OPERATIONS.**
- **ONE JV FOR DEVELOPMENT OF RAIL CONNECTIVITY IN THE STATE OF ODISHA.**
- **TWO JVs (SUBSIDIARY) FOR DEVELOPMENT AND OPERATIONS OF MMLP**

**OUR MAJOR JV PARTNERS INCLUDE :**

- a) **MAJOR SHIPPING LINES LIKE MAERSK, CMA-CGM, TRANSWORLD, MSC ETC.**
- b) **MAJOR LOGISTICS PLAYERS LIKE TCI.**
- c) **OTHER PUBLIC SECTOR/ GOVT. UNDERTAKINGS LIKE HAL,PSWC & SIDCUL ETC.**
- d) **INTERNATIONAL PORT TERMINAL OPERATORS LIKE APM TERMINALS, DP WORLD ETC.**

**ALL JVs CONTRIBUTING TO THE GROWTH OF  
CORE BUSINESS OF CONCOR**

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## **PERFORMANCE OF JVs/SUBSIDIARIES**

- ✓ **FOUR JV CFSs AT DADRI OPERATIONAL AND HAVE CONTRIBUTED TO 70% OF THROUGHPUT WHICH HAS GROWN BY 40%.**
- ✓ **THE JV PORT TERMINAL AT JNPT ( GTIL ) IS FULLY OPERATIONAL AND HAS ACHIEVED FULL CAPACITY IN FIRST YEAR. MOST BEST CONTAINER TERMINAL. HANDLED 1.86 MILLION TEUs IN 2015 AGAINST TOTAL 11.97 MILLION TEUs HANDLED AT INDIAN PORTS.**
- ✓ **THE JV PORT TERMINAL AT VALLARPADAM ( IGTP ) HAS COMMENCED OPERATIONS.**
- ✓ **THE JV (HIMALYAN TERMINALS) IS OPERATING THE BIRGUNJ ICD IN NEPAL FOR OVER TEN YEARS & REGULARLY PAYING DIVIDENDS.**
- ✓ **CONCOR HAS BEEN WORKING AS HANDLING OPERATOR OF DOMESTIC AS WELL AS INTERNATIONAL AIR CARGO TERMINAL AT MUMBAI AIRPORT THROUGH ITS SUBSIDIARY COMPANY i.e. CONCOR AIR LIMITED.**

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## **CONCOR's TERMINAL NETWORK**

**EXISTING TERMINALS : 66**

**PURE EXIM - 12; PURE DOMESTIC - 16**

**COMBINED TERMINALS: 37; RCT: 1**

**TERMINALS PLANNED IN THE NEXT 1-2 YEARS :**

- VISAKHAPATNAM , ANDHRA PRADESH
- NAYA RAIPUR IN CHATTISGARH
- MIHAN, NAGPUR (MAHARASHTRA)
- SRIPEREMBUDUR, TAMIL NADU
- BODHJUNGNAGAR (TRPURA)
- VARNAMA, GUJARAT
- BALLI (KRCL), GOA
- VALLARPADAM, KERALA
- SWARUPGANJ, RAJASTHAN
- BARHI, HARYANA
- KRISHNAPATNAM, ANDHRA PRADESH
- JHARSUGUDA, ODISHA
- TIHI, INDORE
- AHMEDGARH, PUNJAB
- NEW MANGALORE PORT, KARNATKA
- KADAKOLA, KARNATKA

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## **CONCOR's Terminal Network...Contd**

**State wise breakup :**

STATE	Nos.	STATE	Nos.
Maharashtra	8	AP	3
Gujarat	6	Haryana	3
Tamilnadu	6	Delhi	2
UP	5	Karnataka	2
Rajasthan	5	Orissa	3
Punjab	4	Telangana	2
MP	5	Others	8
WB	4	TOTAL	66

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## Newly released policies of Indian Railways

- PFT Policy - Private Freight Terminal Operator Policy
- SFTO Policy - Special Freight Train Operator Policy
- Auto & Ancillary Hubs Policy
- AFTO Policy - Automobile Freight Train Operator Policy
- ATT Service - Assured Transit Time Service
- R3i Policy - Railways' Infrastructure for Industry Initiative Policy

**THANK YOU**

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