कॉनकॉर
CONCOR

Azadi Ka Amrit Mahotsav

भारतीय कंटेनर निगम लिमिटेड
बहुविध संभारतंत्र कंपनी
(भारत सरकार का नवरत्न उपक्रम)

Container Corporation of India Ltd.
A Multi-modal Logistics Company
(A Navratna CPSE of Govt. of India)

CON/F&CS/IRC/STOCK EX/C.No:277/Note No:458/
Dated: 19.10.2022

1. The Bombay Stock Exchange Ltd., Mumbai (Through BSE Listing Centre)
   Phiroze Jeejeebhoy Towers, Dalal Street
   Mumbai-400001

2. National Stock Exchange of India Ltd. (Through NEAPS)
   Exchange Plaza, 5th Floor, Plot No. C/1,G Block
   Bandra-Kurla Complex, Bandra (E)
   Mumbai-400 051

Dear Sir/Madam,

Subject: Intimation of Roadshow(s) under Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

We would like to inform that CONCOR is in receipt of a communication from the Transaction Advisor of Department of Investment & Public Asset Management (DIPAM), M/s. Deloitte Touche Tohmatsu India LLP, that roadshow(s) are being organized by DIPAM with potential investors as part of disinvestment process of CONCOR. The roadshow(s) will be held during 19.10.2022 to 21.10.2022 in virtual mode, which will have representatives from DIPAM, Ministry of Railways and CONCOR.

In this regard, please find enclosed a copy of Company's presentation, which has also been placed on the website of the Company.

This is for your information and record please.

धन्यवाद।

भवदीय,
कृते भारतीय कंटेनर निगम लिमिटेड

HARISH CHANDRA Digitally signed by HARISH CHANDRA
Date: 2022.10.19 12:47:02 +05'30'

(हरीश चन्द्रा)
कार्यकारी निदेशक (वित) एवं क. स.

Copy to:
ED (SP&BD) : For kind information.
ED (P&S)/Area-II : for placing on website of CONCOR.

CONCOR / THE COMPANY

Incorporated

March 1988

Operational

November 1989

Authorised Capital

Original Rs.100cr; Now Rs.400cr

Paid-up Capital

Original Rs.64.99cr; Now Rs.304.65cr (Due to Bonus Issues)

Holding Pattern

Govt.: 54.80%; Public (incl. FIIs): 45.20%

Listed

Price Rs 711.65/- per share on NSE as on 30.09.2022

Status

Upgraded as "NAVRATNA" on 23rd July, 2014

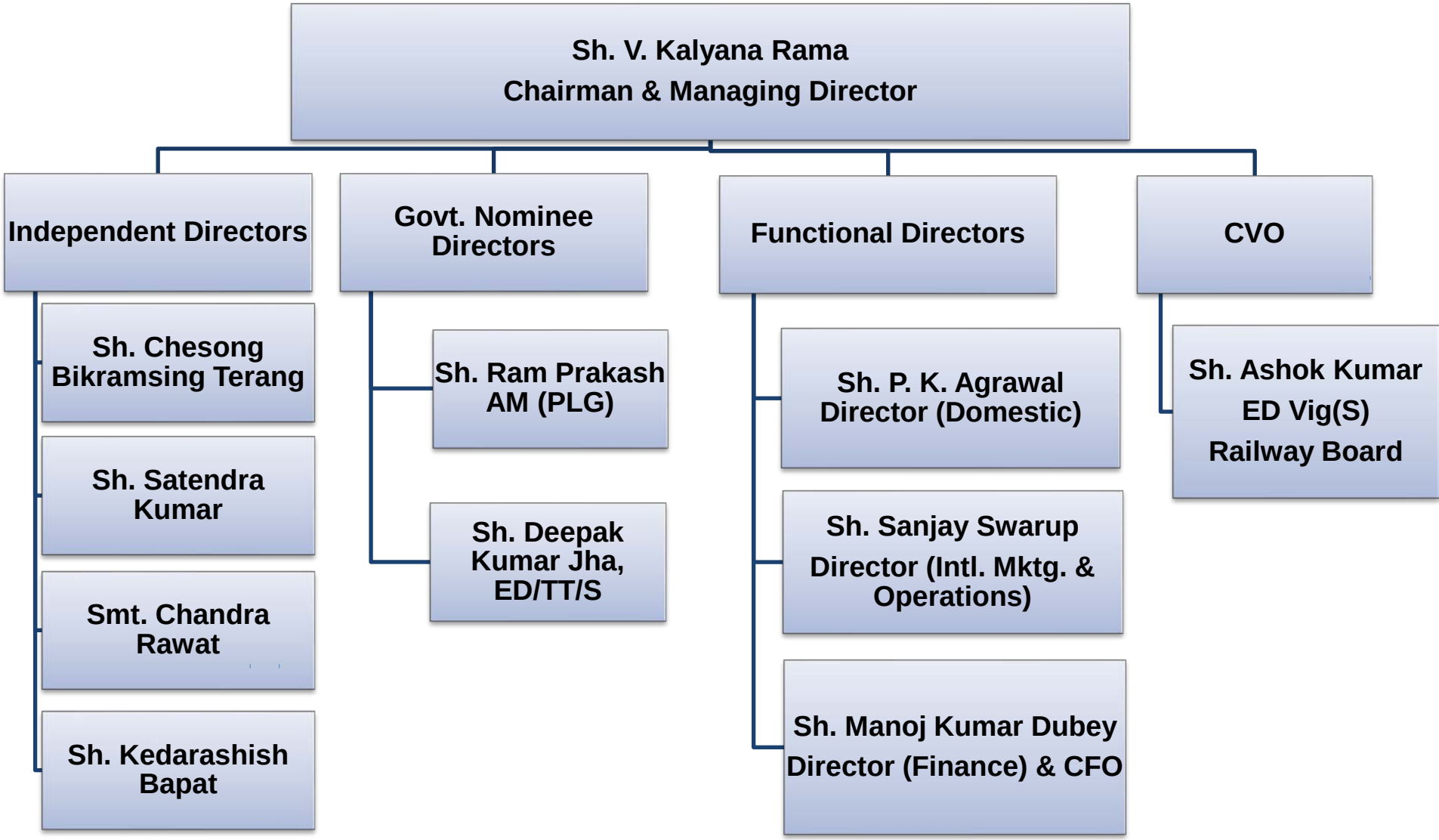
Market Cap

Rs 43,360 Cr. NSE 30.09.2022 closing

Dividend

Rs.5,871.94 Cr. including Interim dividend 2022-23

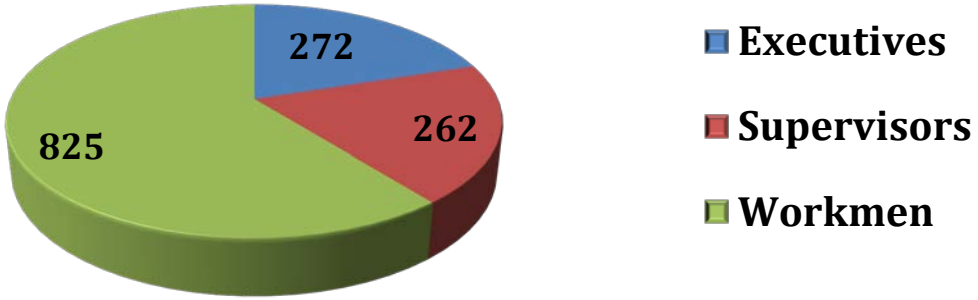
CONCOR / ORGANIZATION STRUCTURE



CONCOR / The Organization

Financial Year	No. of Employees	Total Income	Employee Cost	PBT
2021-22	**1359**	7857.58 Crores	415.60 Crores	1407.10 Crores
		Total Income Per Employee	Employee Cost to Total Income	PBT Per Employee
		5.78 Crores	5.29%	1.03 Crores

Manpower as on 31.03.2022
Total Employees: 1359



CONCOR's TERMINALS NETWORK

- Existing Terminals : 61

  - PURE EXIM : **6**
  - PURE DOMESTIC : **17**
  - STRATEGIC TIE-UPS : **2**
  - COMBINED TERMINALS: **36**

State wise breakup :

STATE	Nos.	STATE	Nos.
Andhra Pradesh	3	Maharashtra	4
Assam	1	Madhya Pradesh	4
Bihar	1	Odisha	3
Chhattisgarh	1	Punjab	6
Delhi	1	Rajasthan	6
Gujarat	8	Tripura	1
Goa	1	Tamil Nadu	5
Haryana	1	Telangana	2
Himachal Pradesh	1	Uttar Pradesh	4
		Uttarakhand	1
Karnataka	2	West Bengal	4
Kerala	1	**Total**	**61**

*MMLP Mundra, Gujrat, Combined Terminal commenced operations on 07.06.2021

* RTH Swarupganj, Rajasthan, Combined Terminal commenced operations on 27.10.2021

CONCOR CONTAINER TERMINALS

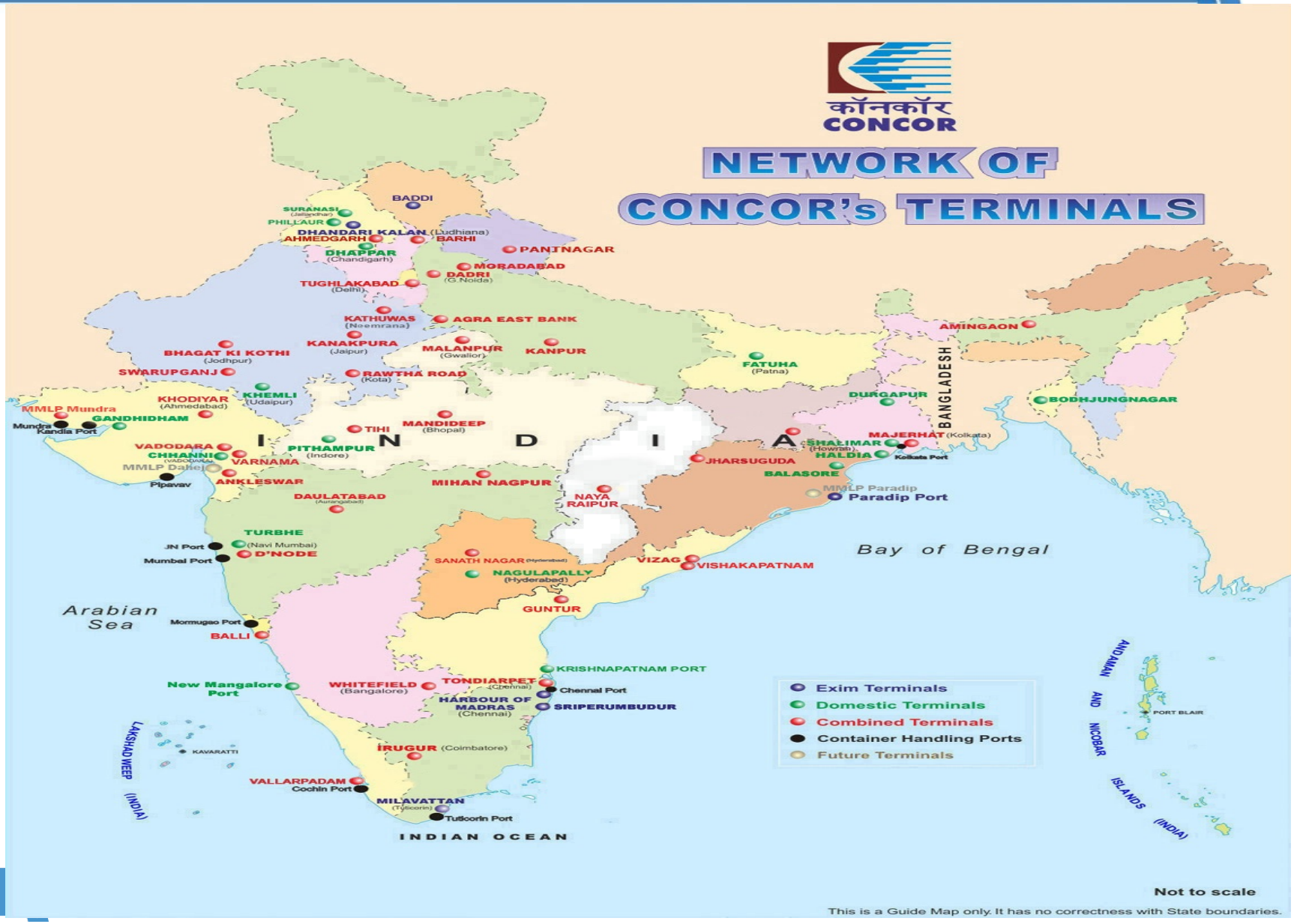
CONCOR CONTAINER TERMINALS					
CONCOR's AREA	**EXIM TERMINALS (6)**	**MIXED EXIM+DOMESTIC TERMINALS (36)**	**DOMESTIC TERMINALS (17)**	**STRATEGIC TIE-UP (2)**	**NO. OF TERMINALS (as on 31/03/2022)**
AREA-I (NORTH) (Services are available in Delhi, Haryana, Himachal Pradesh, Madhya Pradesh, Punjab, Rajasthan, UP & Uttrakhand)	1. Dhandharikalan (Ludhiana) 2. Baddi	1. Tughlakabad(Delhi) 2. Ahmedgarh - JVC -PLIL*** (MMLP) 3. MMLP, Barhi*** 4. Moradabad 5. Kanakpura(Jaipur) 6. Bhagat ki Kothi (Jodhpur) 7. Kathuwas (Neemrana)***(MMLP) 8. Dadri (Greater Noida)***(MMLP) 9. Pantnagar - JVC- SCICL***(MMLP) 10. Malanpur (Gwalior) 11. Agra East Bank (Agra) 12. Kanpur 13. Ravtha Road (Kota)	1. Phillaur (Ludhiana) 2. Khemli (Udaipur) 3. Suranassi 4. Dhappar	1. PSWC Dhappar	**20**
AREA-II (WEST) (Services are available in Maharashtra, Gujrat, MP & Goa)		14. Balli 15. Mihan - Nagpur***(MMLP) 16. Daulatabad (Aurangabad) 17. Mandideep (Bhopal) 18. Dronagiri Node (Mumbai) 19. Tihi***(MMLP) 20. Varnama***(MMLP) 21. Khodiyar (Ahmedabad) 22. Vadodara (RCT) 23. Ankleshwar 24. MMLP Mundra 25. Swarupganj (RTH)	5. Pithampur (Indore) 6. Turbhe (Mumbai) 7. Chhanni (Vadodara) 8. Gandhidham	2. Sukhpur(PFT)	**17**
AREA-III (SOUTH) (Services are available in Andhra Pradesh, Tamil Nadu, Karnataka, Chattisgarh, Kerala & Telangana)	3. Milavattan (Tuticorin) 4. Harbour of Madras (Chennai) 5. Sriperumbadur	26. Whitefield (Bangalore) 27. Irugur (Coimbatore)***(MMLP) 28. Tondiarpet (Chennai) 29. Vallarpadam 30. Naya Raipur***(MMLP) 31. Guntur 32. Sanathnagar (Hyderabad) 33. Vishakhapatnam (MMLP)	9. New Mangalore Port (NMPT) 10. Nagulapally (Hyderabad)***(MMLP) 11. Krishnapatnam(Ph-1) MMLP		**14**
AREA-IV (EAST) (Services are available in West Bengal, Odisha, Bihar, Assam & Tripura)	6. Paradip Port (PSCT)	34. Majerhat (Kolkata) 35. Amingaon (Guwahati) 36. Jharsuguda***(MMLP)	12. Fatuha (Patna) 13. Shalimar (Kolkata) 14. Durgapur*** 15. Haldia 16. Bodhjungnagar 17. Balasore		**10**
GRAND TOTAL					**61**

* In additions to above, CONCOR is also providing services to trade from CRT's on pan India basis.

** CONCOR also has offices for service facilitation in the main Ports - JNPT, Mundra, Pipavav, Cochin , Kolkata etc.

*** All are MMLPs & having Private Freight Terminals (PFTs)/Gati Shakti Cargo Terminals (GCTs) as per IR policy

MAP OF CONCOR's TERMINAL



CONCOR / SUBSIDIARIES & JWGS

6 successful Subsidiaries/JWGs : Five of them are functioning at present and in one is yet to start, all contributing to the growth of core business of CONCOR

FUNCTIONAL

- **1 Subsidiary** for Air cargo operations- CONCOR Air Ltd
- **1 Subsidiary** for temp controlled WH – Fresh & Healthy Enterprises Ltd.
- **2 Subsidiaries** for MMLPs- PLIL (CONWARE), SCICL (SIIDCUL)
- **1 JWG** for Air Cargo Operations- HALCON
- **1 JWG** with GIDC - Gujarat Industrial Development Corporation.

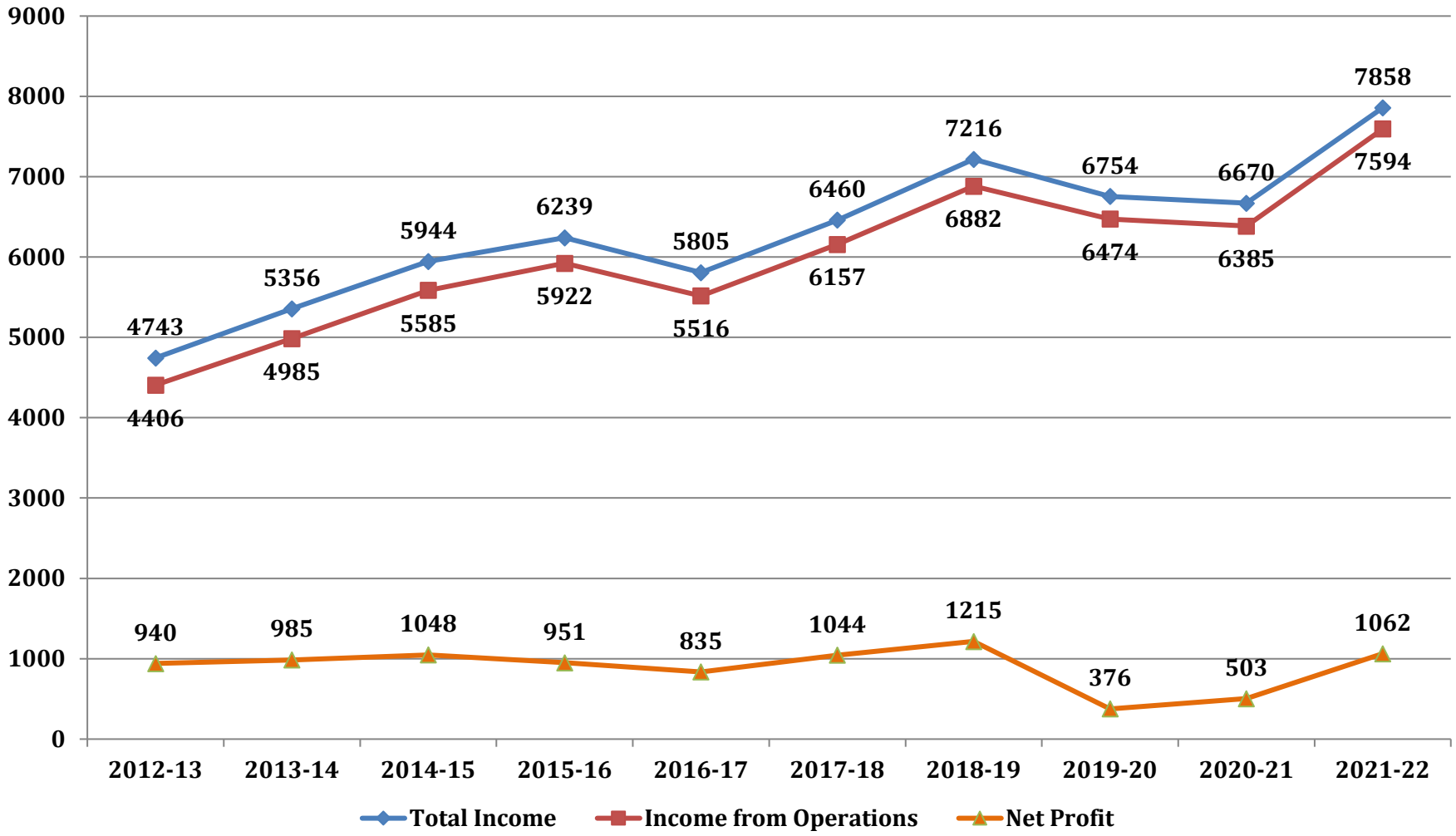
CONCOR / JVs

10 successful Joint Ventures are functioning at present, all contributing to the growth of core business of CONCOR

- Star Track Terminals Pvt Ltd : M/s APM Terminals India Pvt Limited.
- Transworld Terminals Dadri Pvt Ltd : M/s Admec Logistics Ltd.
- CMA CGM Logistics Park Pvt Ltd: M/s Ameya Logistics Pvt Ltd.
- All Cargo Logistics Park Pvt Ltd: M/s All Cargo Logistics Ltd.
- Gateway Terminals India Pvt Ltd: M/s APMT terminals (AP Moller – Maersk)
- India Gateway Terminals Pvt Ltd: M/s Hindustan Ports Pvt Ltd, M/s Chakiat Infrastructure & Investment Pvt Ltd & M/s Transworld Shipping Shipping Services Pvt Ltd.
- TCI- CONCOR Multimodal Solutions Pvt Ltd: M/s Transport Corporation of India Ltd.
- Angul Sukinda Railway Ltd: M/s Rail Vikas Nigam Ltd, M/s Jindal Steel & Power Ltd., Odisha Industrial Infrastructure Development Corporation , Govt of Odisha & Odisha Mining Corporation Ltd.
- Himalayan Terminals Pvt. Ltd. (HTPL), Nepal.
- Container Gateway Ltd: M/s Container Gateway Ltd.

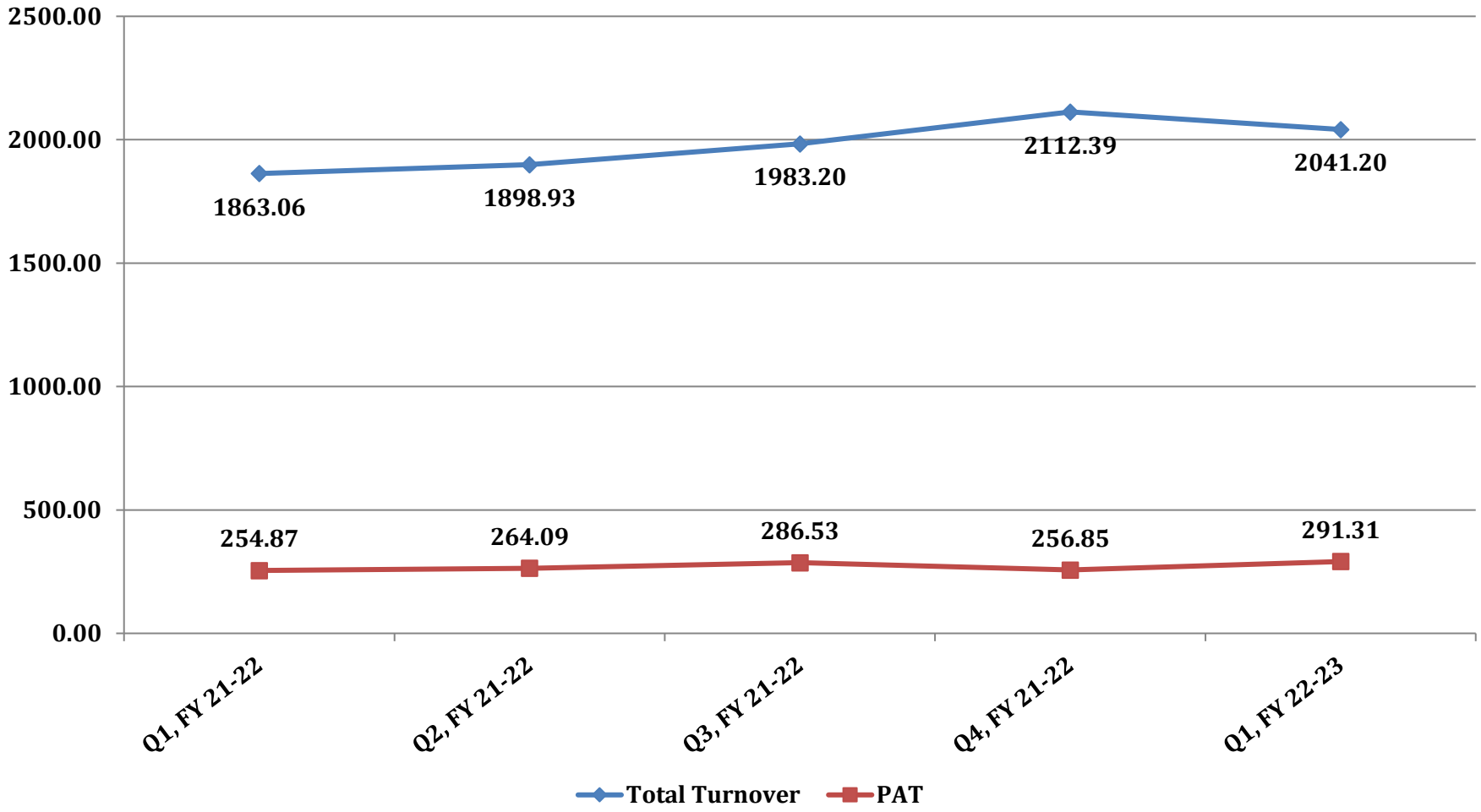
CONCOR / PERFORMANCE (Rs. In Crore)

FINANCIAL



CONCOR / QUARTERLY PERFORMANCE (Rs. In Crore)

FINANCIAL



DIVIDEND

YEAR	12-13	13-14	14-15	15-16	16-17	17-18	18-19	19-20	20-21	21-22	22-23 (Interim)
DIVIDEND PAID # (Rs. In Crore)	227.47	239.82	261.27	263.21	369.97	416.76	520.95	219.35	304.65	548.36	121.86
DIVIDEND AS A % OF EQUITY	175%	123% *	134%	135%	152% $	171%	171% @	72%	100%	180%	40%
DIVIDEND # AS A % OF NET PROFIT	24%	24%	25%	33%	43%	39%	43%	58.37%	60.53%	51.62 %	41.83%

Excluding Dividend Distribution Tax.

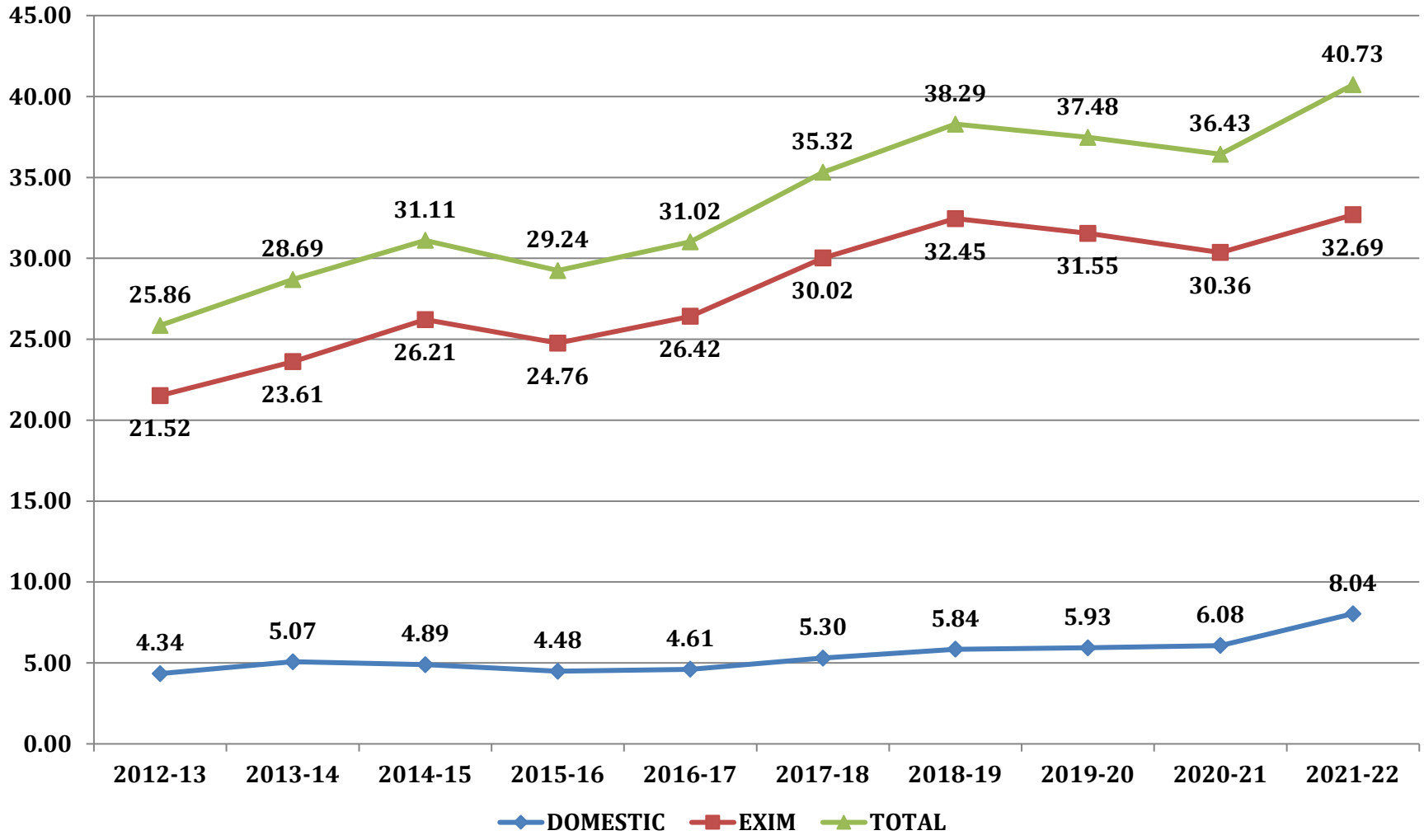
*POST ISSUE OF BONUS SHARES IN THE RATIO OF 1:2

$ POST ISSUE OF BONUS SHARES IN THE RATIO OF 1:4

@ POST ISSUE OF BONUS SHARES IN THE RATIO OF 1:4

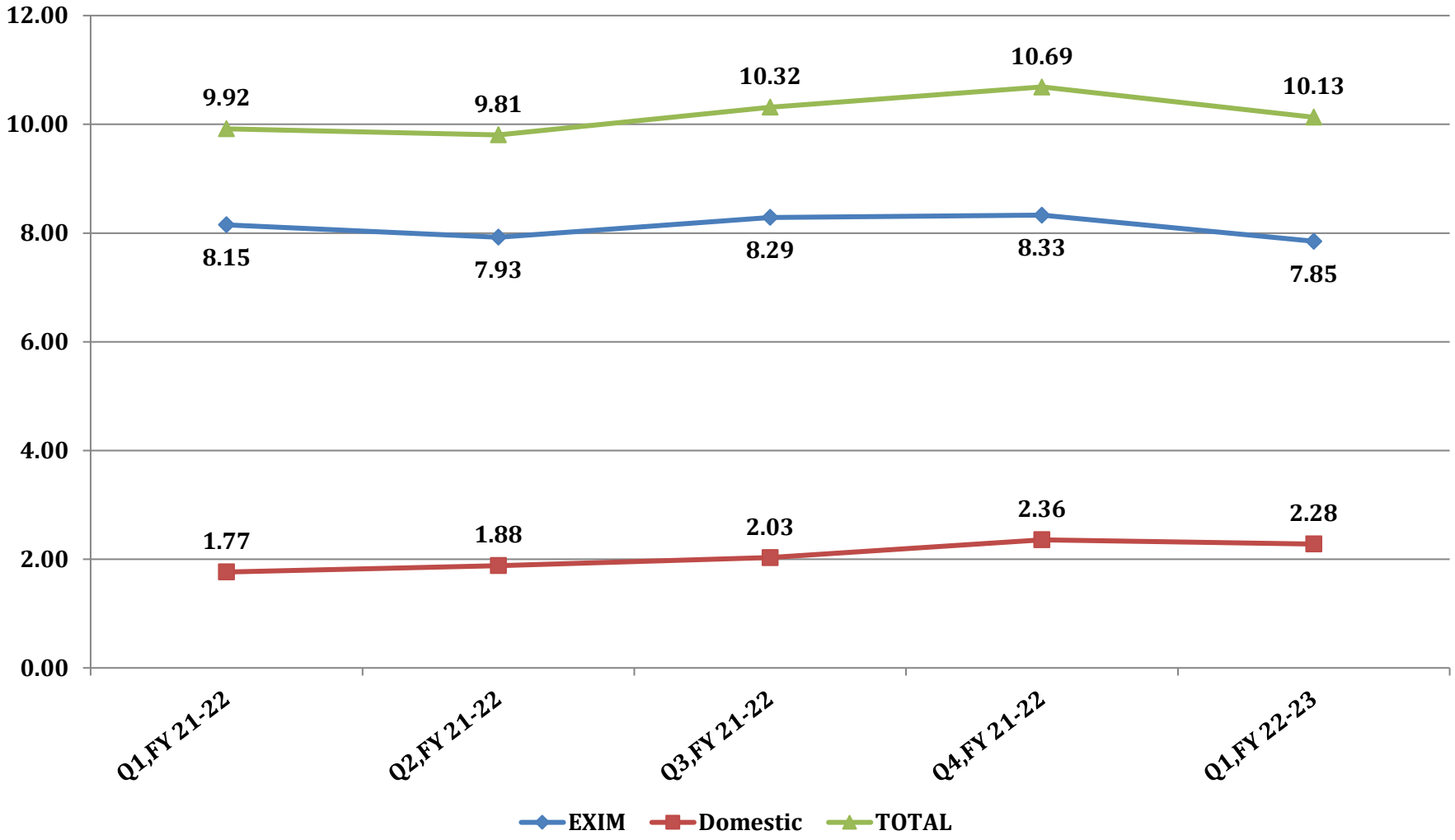
CONCOR / PERFORMANCE (TEUs in Lakh)

PHYSICAL



CONCOR / QUARTERLY PERFORMANCE (TEUs in Lakh)

PHYSICAL



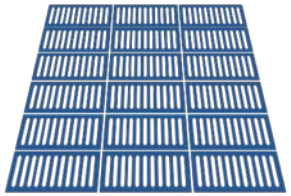
CONCOR / KEY PERFORMANCE PARAMETERS

	FY' 2019-20	FY' 2020-21	FY' 2021-22
EXIM HDLG (TEUs)	31,54,596	30,35,794	32,69,026
Domestic Hdlg (TEUs)	5,93,162	6,07,536	8,03,899
Total Hdlg (TEUs)	37,47,758	36,43,330	40,72,925
Optg Income (Rs. Crs.)	6473.79	6384.96	7594.45
Total Income (Rs. Crs.)	6753.52	6670.44	7857.58
Profit After Tax (Rs. Crs.)	375.78	503.33	1062.34
NSE Market Cap as on 31st March (Rs. Crs.)	20207 as on 31-03-2020	36,435.80 as on 31-03-2021	40,954 as on 31-03-2022
Tonnage Mn MT(tfc. by Rail)			
CONCOR	40.43	42.02	47.69
Railways	61.22	63.23	74.38
Market share CONCOR %	66.04	66.46	64.12
Net Worth (Rs. Crs.)	10064.74	10203.74	10777.30
Capital employed (Rs. Crs.)	8606.12	8654.29	9251.18
Dividend (Rs. Crs.)	219.35	304.65	548.36
Bonus Shares Issued	Apr '08- 1:1, Sep '13-1:2, Apr '17- 1:4, Feb'19 -1:4		

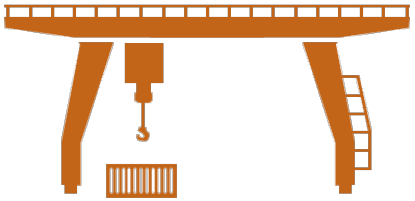
CONCOR : INFRASTRUCTURE / A QUICK SNAPSHOT

Movable Assets

16641 Container Wagons



37054 Containers



14 Gantry Cranes

108 Reach Stackers (RST)

- Order for 3445 nos. of BLCS Wagons have been placed on Railway Workshops and 1035 on trade, out of which total 1400 Wagons Supplied.
- In-Process: Up-gradation of load carrying capacity of existing 8560 BLC Wagons into BLCM and conversion of Twin Pipe in existing 3662 BLC/BLCM/BLL wagons from Railway Depot.
- Under the ambit of Make-in-India & Aatmanirbhar Bharat, developmental order for 1000 Containers each have been placed on M/s Braithwaite & M/s BHEL.
- Developmental orders have been placed on four indigenous container manufacturers for another 6000 Containers.
- CONCOR has also placed an order supply of 10,000 Containers (Single Order) on indigenous container manufacturers.

CONCOR : IT INITIATIVES

1. Know Your Container Location (KYCL).
2. Automation of Contract Management / Billing
3. Digital Workplace Solution : eOffice
4. eReverse Auction for Road Transportation – eLogistic App

CONCOR : IT INITIATIVES Contd…

KNOW YOUR CONTAINER LOCATION (KYCL)

- Know Your Container Location system provides exact location of a container lying at any of the CONCOR terminals to the customer.
- To capture container locations online in the yard, Wireless Hand held RDT's (Radio Data Terminals) have been provided at all major terminals.
- Locations are captured as and when a container is moved from one location to other within the terminal right from arrival to departure.
- The information gets updated online round the clock in CONCOR Commercial systems and is available to all customers for their container tracking through CONCOR website or through CONCOR Mobile App.

CONCOR : IT INITIATIVES Contd…

Automation of Contract Management / Billing

- Automation of Contractor Billing
- Online submission of Invoices by Contractors through Digital Signatures
- Automatic Storing of invoices in Document Management System
- Automatic Creation of Payments in Oracle Financial (ERP)
- Payments will be made to Service Providers electronically.

CONCOR : IT INITIATIVES Contd…

Digital Workplace Solution : eOffice

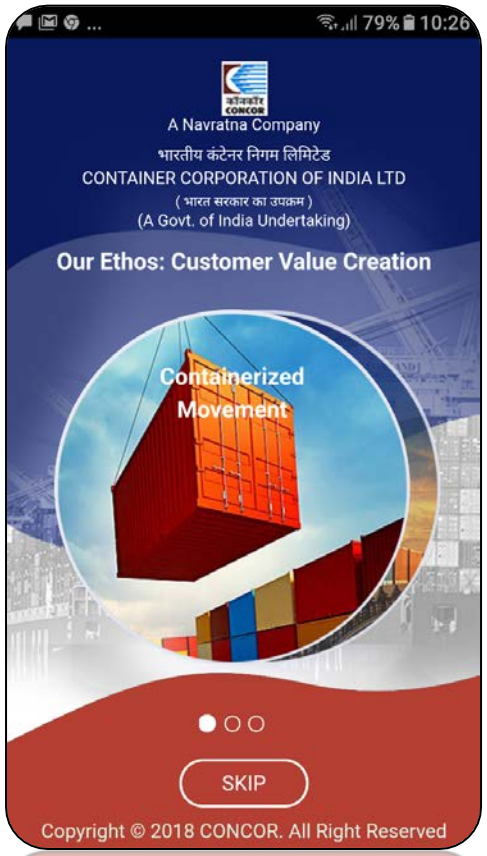
(Paperless Office Functioning)

- Step towards paperless office by replacing physical file movement / approval in electronic mode
- Enhance / Increase transparency, efficiency, productivity and decision making
- Minimize processing delays and saves spaces, time, manpower effort and money and environment friendly.

CONCOR : IT INITIATIVES Contd….

Multivendor System – e-Logistics App

- End to End Logistics-Customers can choose their vendors through the App.
- **First Mile & Last Mile** : To provide single Digital Platform for Service Provider and Customer for Transportation, Cargo Handling etc. for better 'Customer Value Creation'
- Customers can do their Export and Import related activities without visiting CONCOR's terminals.
- Paperless functioning will save precious time and cost.

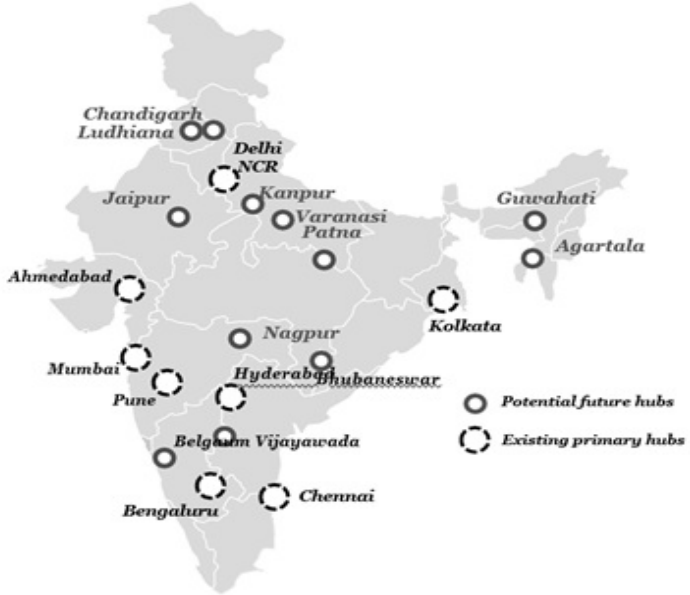


CONCOR : GOING AHEAD

- DISTRIBUTION LOGISTICS & WAREHOUSING
- CONTAINERISED BULK MOVEMENT
- FMLM SERVICES
- BUSINESS SOLUTION SERVICES
- OTHER AREAS

Distribution Logistics and Warehousing

- Warehouse is a central point for Distribution Logistics.
- CONCOR is having 4 Million Sqft of Warehouse space, serving mostly EXIM Customers.
- To expand the Warehouse Footprint and also to develop Distribution Logistics, CONCOR identified potential locations through M/s PwC Consultant.
- M/s PwC identified 21 locations for developing DL Nodes through PPP Model.
- Each location is expected to add 1 million sqft of Grade A warehouse and which will add upto appx. 25 Million sqft under the CONCOR brand.
- These locations are -



Salient features of DL Nodes and Warehousing

- Private Partner will be the Owner/Lease Holder of the Land.
- He will construct 1 Million Sqft of Grade-A Warehouse.
- He will deploy Man & Materials for Loading/Unloading & Transportation activities.
- The facility will be run with the CONCOR Brand name.
- Invoices will be generated through CONCOR.
- Revenue will be shared between CONCOR and Private Partner, as per the Open Bid.
- CONCOR will develop Railway Siding and the amount will be recovered in 15 years through EMI.
- CONCOR will assure the Private Partner with 70% occupancy of Grade-A Warehouse (because the location is identified by M/s PwC with the potential for huge Warehouse demand).
- The facility will be run initially for 30 years which will be extended by another 30 years on mutual Terms & Conditions.

GROWTH AREAS IDENTIFIED

CONTAINERISED BULK MOVEMENT

- Bulk Loading of Cement, Food Grains, Liquid Cargo through Container Liners.
- CONCOR has already started Transporting Food Grains of FCI, ITC in Container Liners.
- For FCI, movement is done from Punjab to Gujarat.
- For ITC, movement is done from Rajasthan to Telangana and Maharashtra.
- In the Liquid Cargo, Edible Oil is transported from Mumbai to Kolkata.
- LES (Liquid Raw Material for Toothpaste) is also transported from Ahmedabad to Kolkata in Container Liners.
- CONCOR commenced transportation of Bulk Containers through Container Liners.
- Bulk Cement handling facility commissioned at ICD/IRUGUR.

LINER CONCEPTS

GROWTH AREAS IDENTIFIED

FMLM SERVICES

- A FMLM App developed with end-to-end Logistics support to customers by strengthening and providing FMLM connectivity at reasonable rates through competitive bidding.
- In addition to container movement, movement of bulk/break bulk cargo in trucks/vehicles has also been started to cater the needs of customers.
- FMLM Logistics are provided through Empanelled Vendors. Availability of multiple vendors at terminal is meant for healthy competition.
- At present FMLM services are being offered at 51 locations which include 03 ad-hoc locations of TU, PJCR and MLGH in addition to the JV terminals of PLIL and SCICL.
- During the FY 2021-2022 total 5,28,194 TEUs moved under FMLM with total revenue of Rs.190 Crores.
- Bulk Cargo Movement started under FMLM during the FY 21-22 at the terminals of Tihi, CMLK, MLAR, Mihan and Irugur. Total 4101 MT of cargo moved during FY 21-22.

GROWTH AREAS IDENTIFIED

Business Solution Services

Objective:

- To provide single window solution for all the logistics requirements of the customers in cost effective & efficient manner to bring down total logistics cost at our terminals.
- To provide services for all activities pertaining to **Customs, Cargo & Container facilitation** at reliable & reasonable rates by the way of competitive & transparent bidding among the empanelled **"Service Providers"** on a digital platform.

Achievements

- Customs clearance of 8511 TEUs was arranged in FY 2021-22 through empanelled vendors at 16 terminals. This includes TP processing of 1429 TEUs at CCJS for third country imports of Nepal.
- Border crossing documentation of 2160 TEUs was also covered for Nepal bound containers at KoPT and HDCG.
- As a humble beginning, Fumigation, Palletization Lashing work started under Business Solution Model at some terminals in FY 2021-22.
- Total Business Solutions Volume was 8562 TEUs in FY 2021-22 with Collection of Rs.91.89 lakhs.

OTHER AREAS

- Offshore presence in Neighboring countries.
- Agency/Freight Forwarding Business.
- INSTC as an alternative mode to Europe/Russia.
- Increasing double stack movement.

CONCOR / LEADING SOCIETAL CHANGE

Covid-19 vaccination camps at Dadri, UP, Tuglakabad & Badarpur, Delhi

CONCOR / LEADING SOCIETAL CHANGE

Distribution of medical equipments at Chennai, Mumbai, Delhi & Ahmadabad etc.

CONCOR / LEADING SOCIETAL CHANGE

Construction of Gymnasium at Waltair Division in Visakhapatnam and Danapur division in Bihar.

Supporting towards education of underprivileged children in Delhi and Varanasi. UP

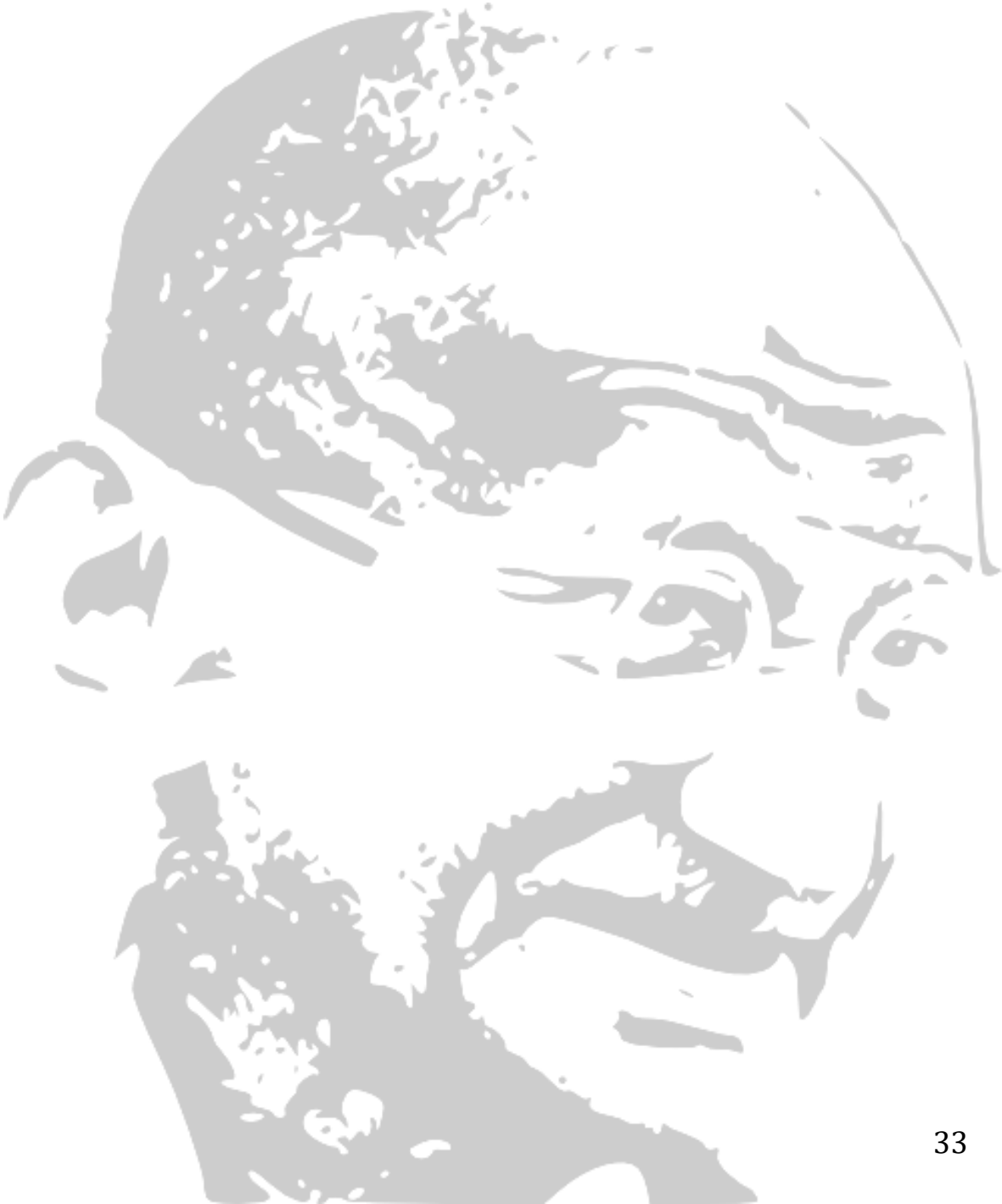
CONCOR RANKED
AMONGST

FORTUNE® 500

INDIAN COMPANIES

“A customer is the most important visitor on our premises. He is not dependent on us. We are dependent on him. He is not an interruption of our work. He is the purpose of it. He is not an outsider of our business. He is part of it. We are not doing him a favour by serving him. He is doing us a favour by giving us the opportunity to do so.”

- Mahatma Gandhi



OUR ETHOS

Customer Value Creation