

CON/F&CS/IRC/STOCK EX/2017-18/Q3/5

Date : 05.03.2018

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, 5th 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 Investors.**

Further to our office letter No. CON/F&CS/IRC/STOCK EX/2016-17/ dated 01.06.2017 regarding presentation to Analysts/Institutional Investors, please find enclosed copy of the 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)
ED (F) & CS

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



Multimodal Logistics Professionals

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.243.72 CRORE

(BONUS ISSUE 1:1 IN APRIL,2008 & 1:2 IN SEP.2013,1:4 in April 2017)

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	3.89 mn	1.99%
TOTAL	40.89 mn	45.20%

PRESENT SHAREHOLDING

GOVERNMENT : 54.80%

FI/FII/OTHERS : 45.20%

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."

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.

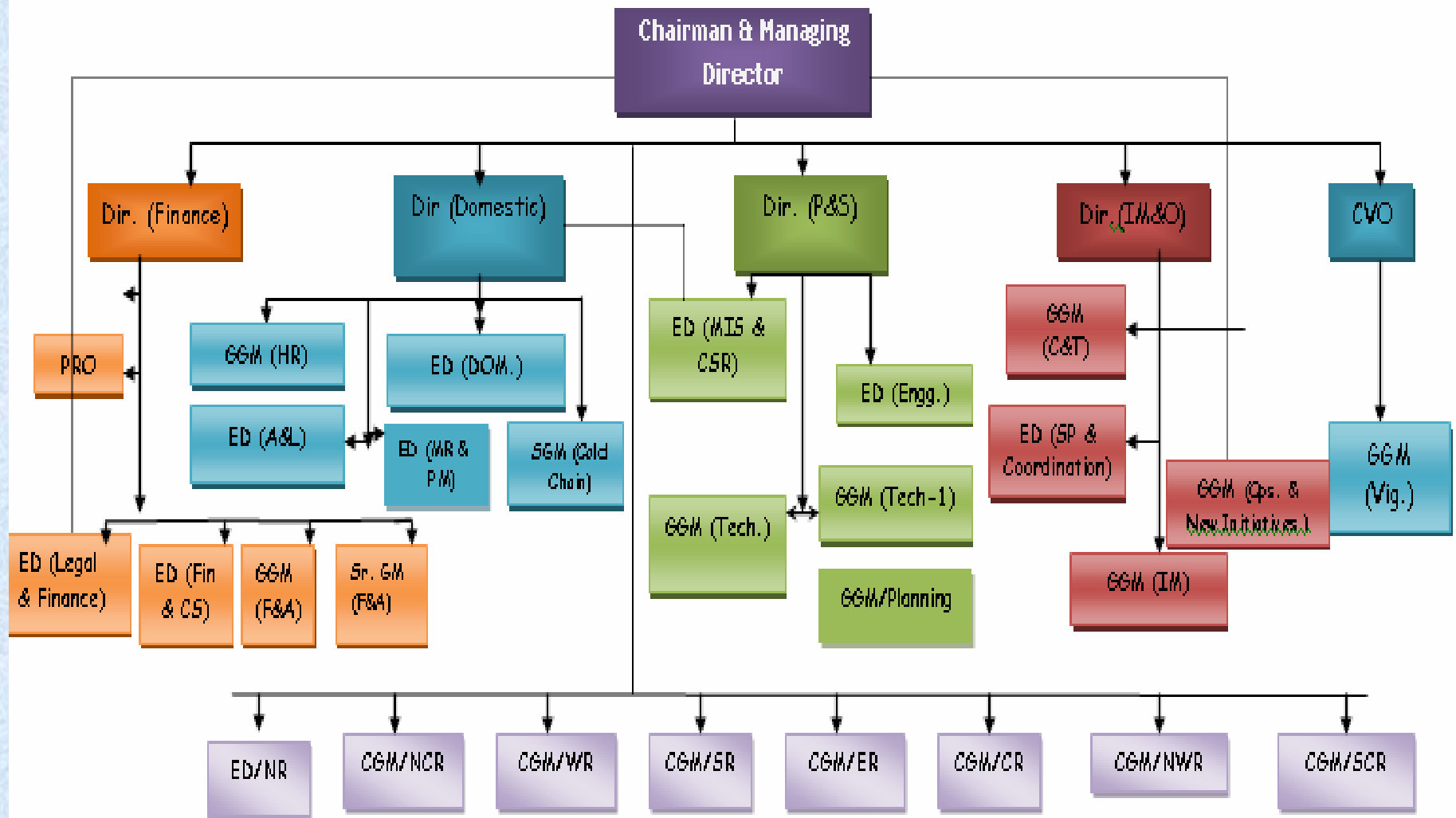
DETAILS OF MOVABLE ASSETS

- No of Container Wagons - 14489
- No of Containers (Owned) - 18728
- No of Gantry Cranes - 16
- No Reach Stackers - 78

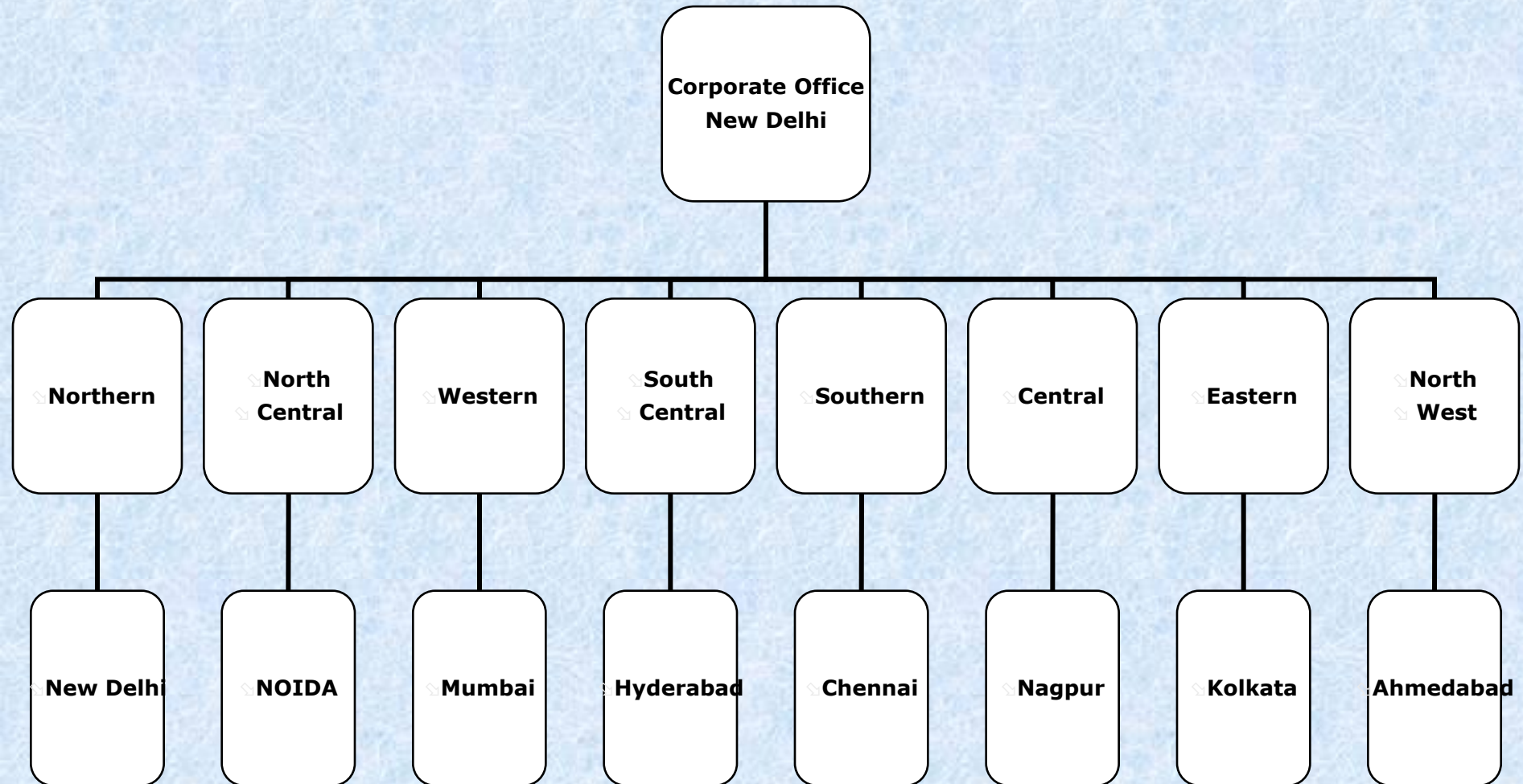
Company has been procuring wagons from IR workshops every year. Procured 11 rakes = 495 wagons during FY 2017-18.

We are also in the process of acquiring 05 more Gantry Cranes, 49 no. of Reach Stackers and 10,000 containers including 6000 High Capacity containers of having Gross Weight of 34 T.

FUNCTIONAL STRUCTURE

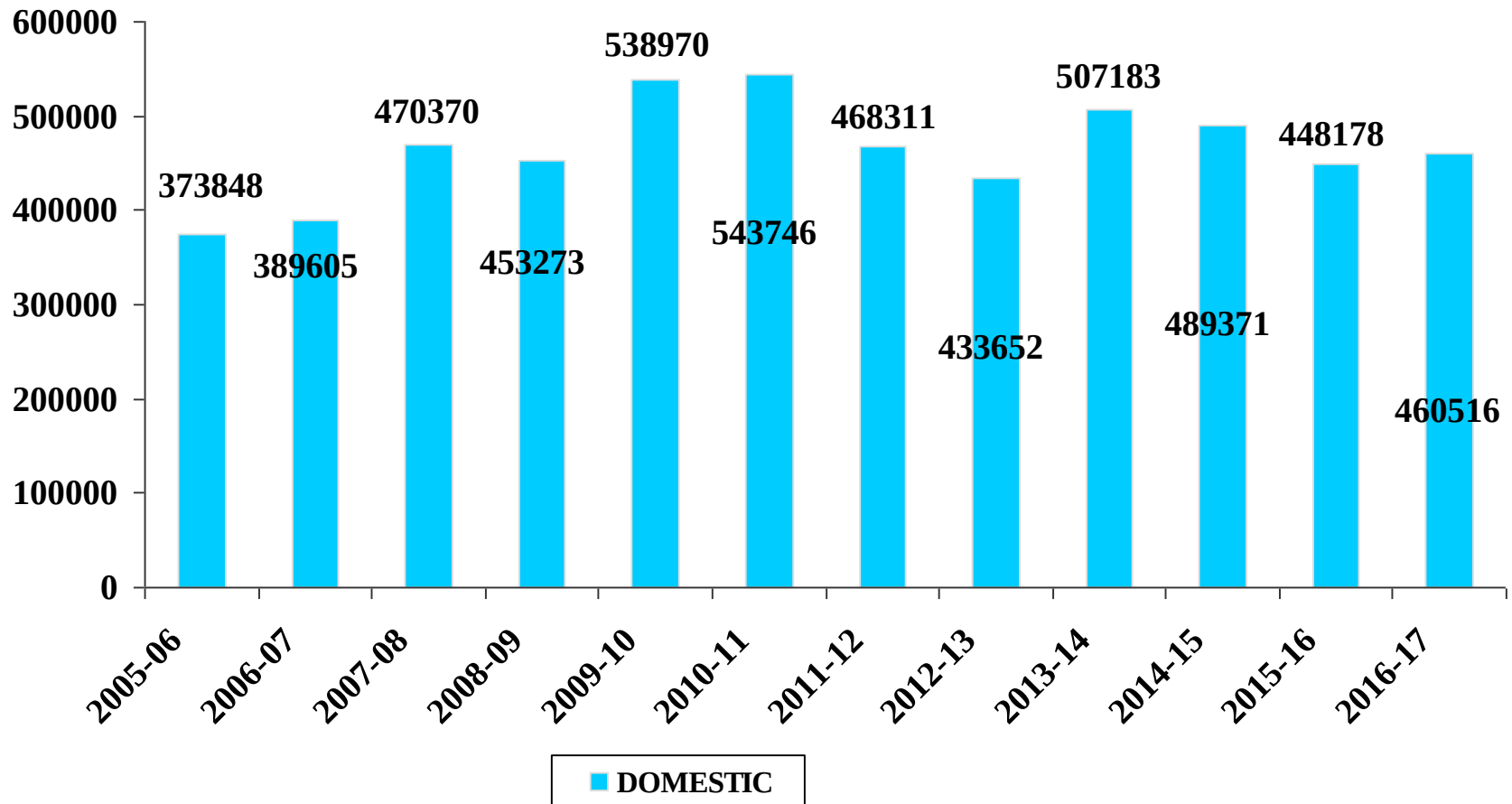


GEOGRAPHICAL DIVIDE



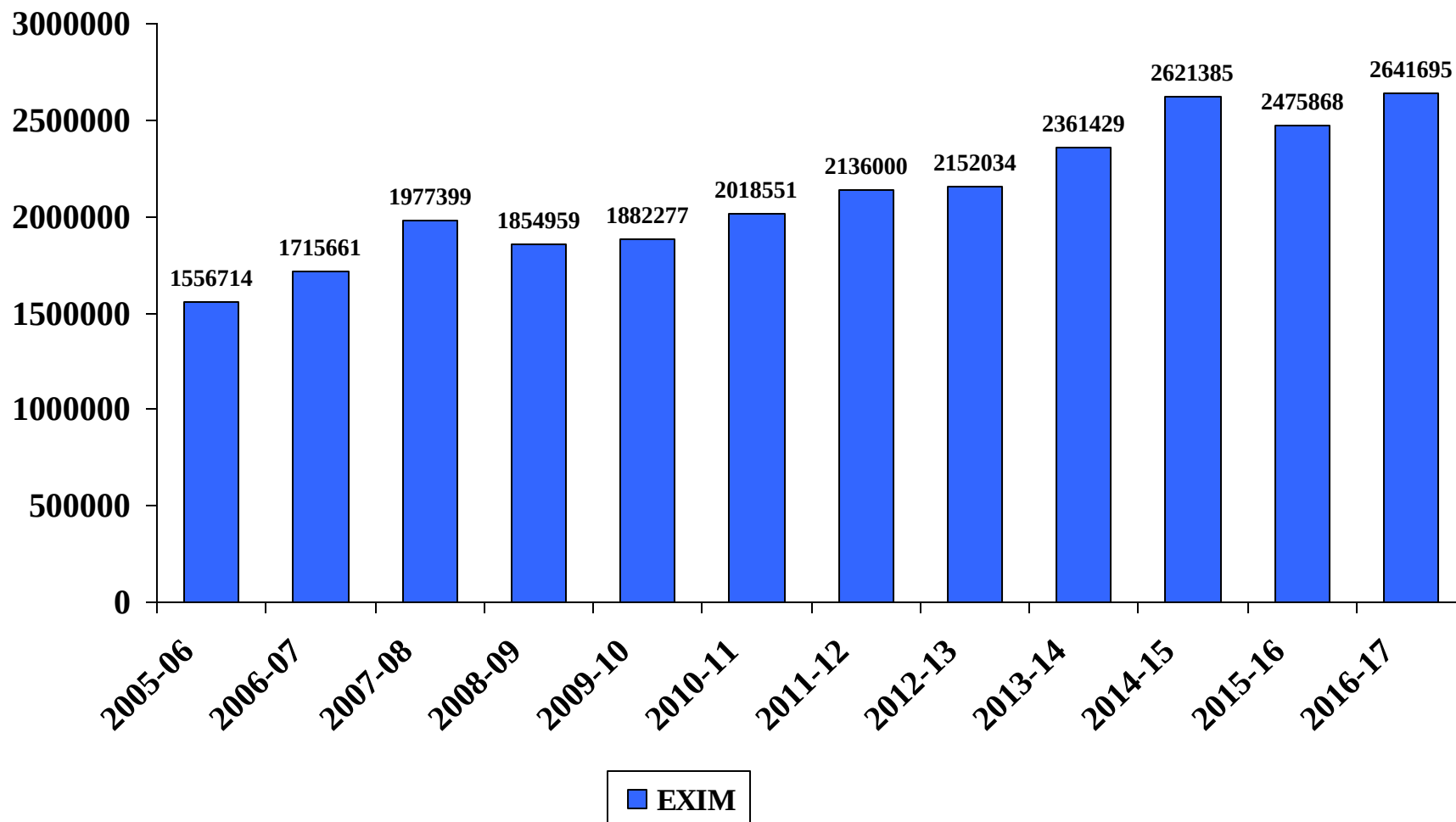
TRENDS IN DOMESTIC BUSINESS

HANDLING (TEUS)



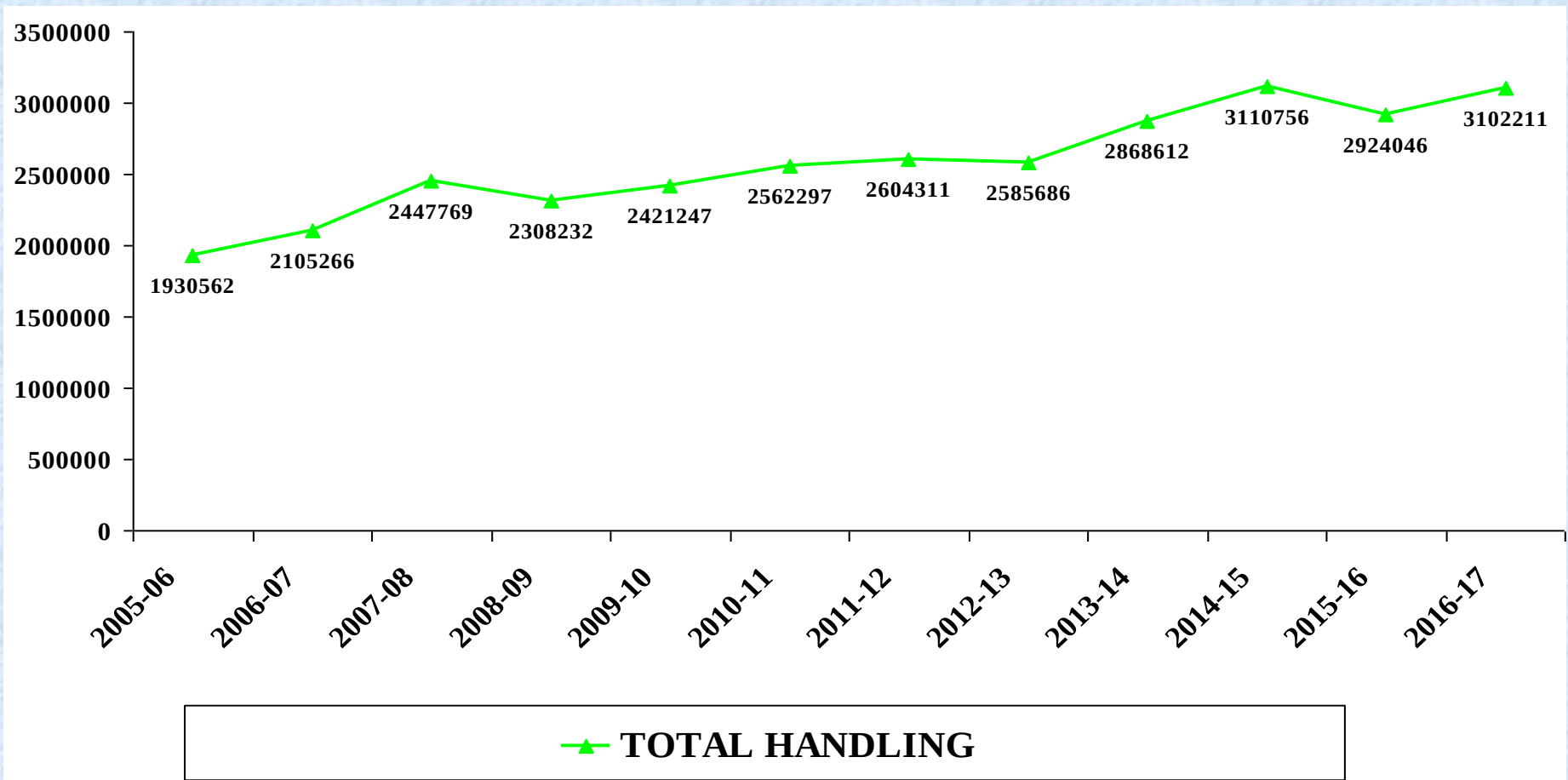
TRENDS IN EXIM BUSINESS

HANDLING (TEUS)



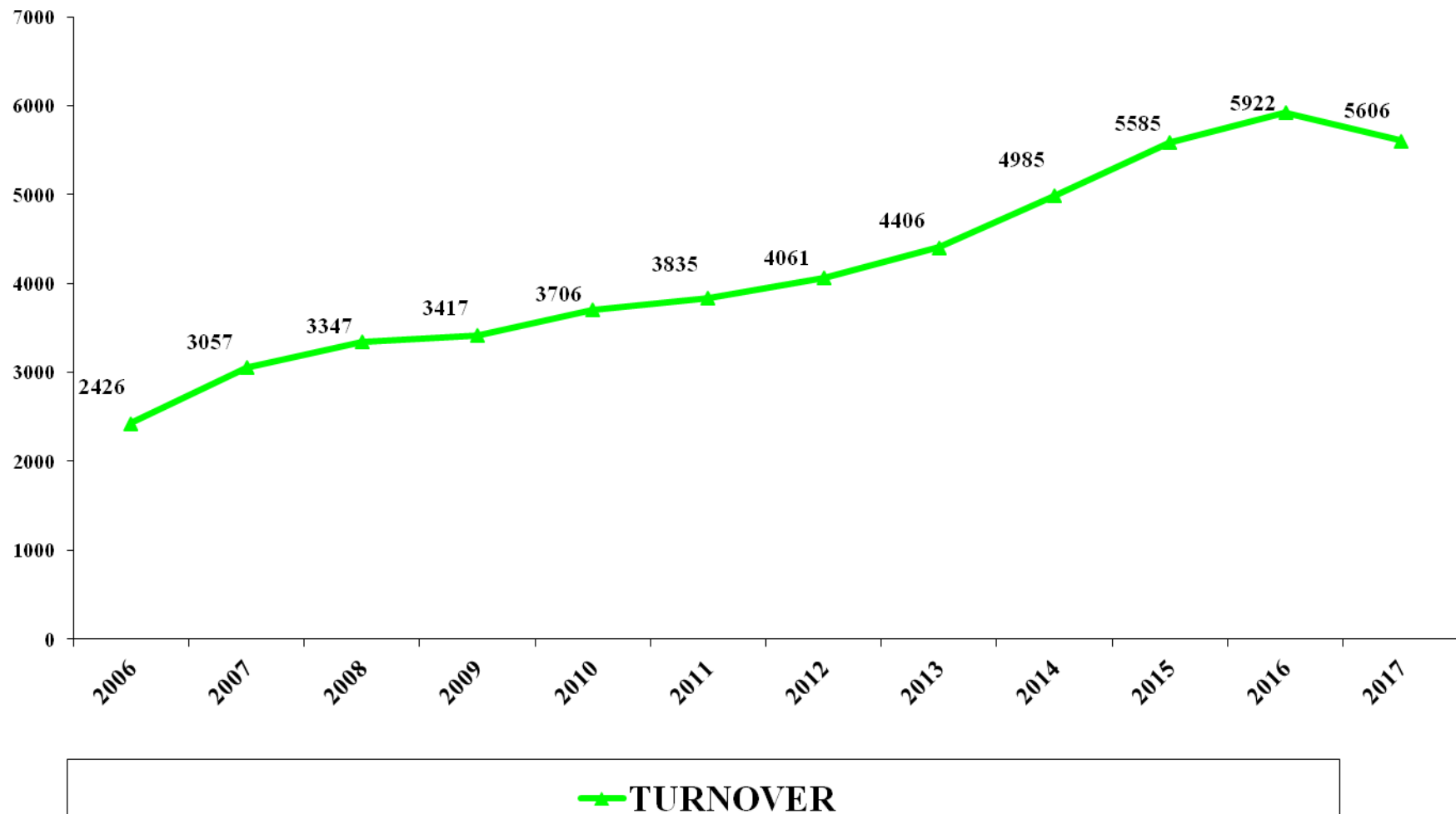
THROUGHPUT THROUGH THE YEARS

(IN TEUs)



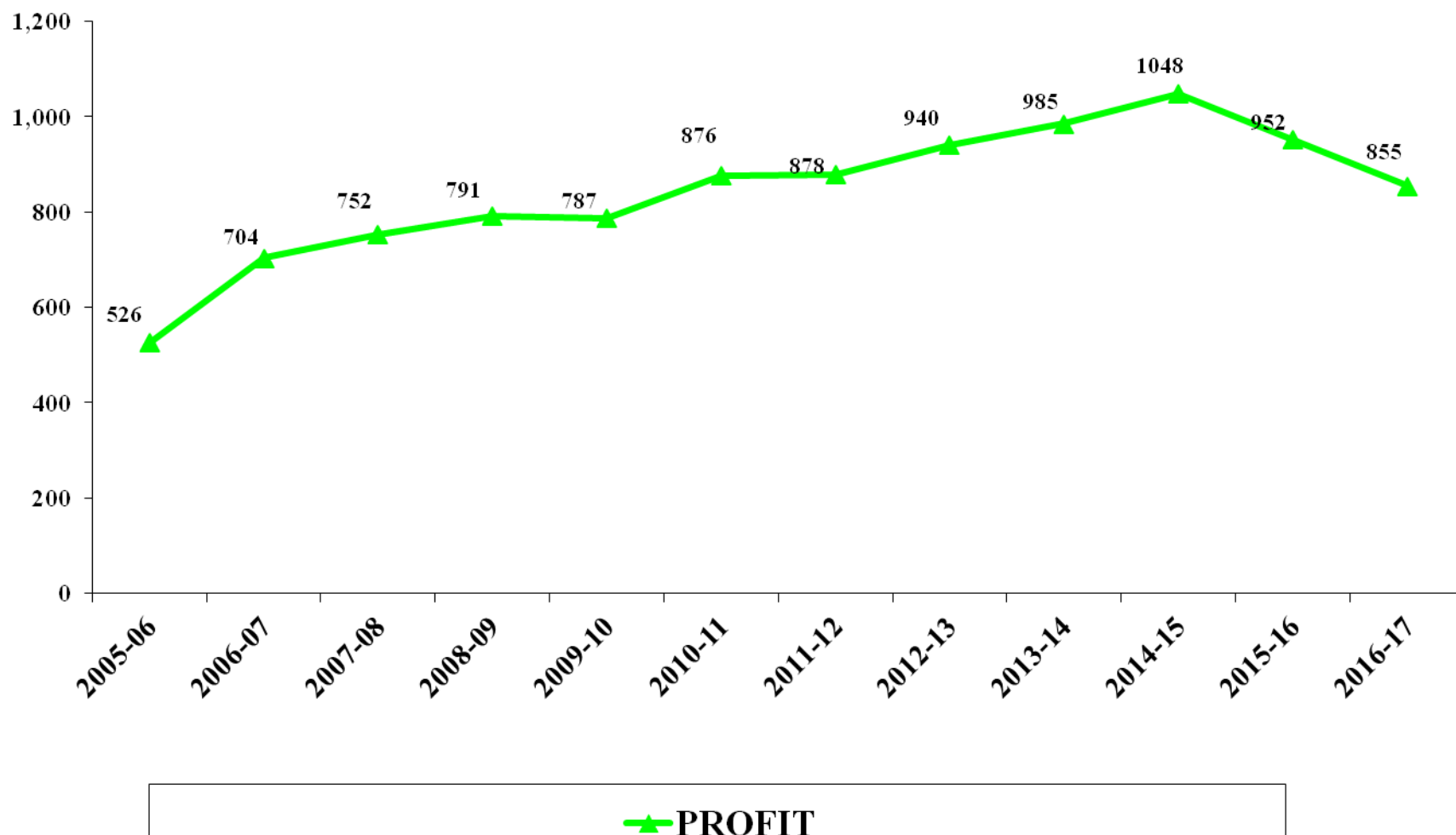
TURNOVER OVER THE YEARS

INCOME FROM OPERATIONS (IN Rs. CRORES)



NET PROFIT THROUGH THE YEARS

(IN RUPEES CRORES)



Market Share in Containerised Traffic by rail

	2012-13	2013-14	2014-15	2015-16	2016-17
Total Container traffic carried by IR (in MMT)	41.07	43.60	48.83	46.18	47.49
Traffic carried by CONCOR by rail (in MMT)	30.62	32.93	36.19	33.40	34.70
%age Share of CONCOR by rail	74.55	75.53	74.11	72.33	73.07

OVER THE YEAR ANALYSIS

	April -Mar. (2016-17)	%age CAGR (Ten Years)	% CAGR (Five years)
EXIM (TEUs)	26,41,695	4.41	4.34
Domestic (TEUs)	4,60,516	1.69	(0.34)
Total (TEUs)	31,02,211	3.95	3.56
Tonnage (MMT)	34.70	4.47	4.06
Optg Income (Rs.crs.)	5,606.13	6.25	6.66
Total Income (Rs. crs.)	5,895.37	6.50	6.13
Profit After Tax	858.02	2	(0.46)
Contribution to IR (Rs crs.)	3,338.94		
Market Capitalisation as on 31 Mar17 (Rs Cr.) closing in NSE	24834		

CONCOR'S DIVIDEND PAYMENTS

	09-10	10-11	11-12	12-13	13-14	14-15	15-16	16-17
DIVIDEND PAID (Rs. In Crore)	181.98	201.47	214.47	227.47	239.82	261.27	263.21	369.97
DIVIDEND AS A % OF EQUITY	140%	155%	165%	175%	123% *	134%	135%	152% \$
DIVIDEND # AS A % OF NET PROFIT	23%	23%	24%	24%	24%	25%	33%	43%

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

Excluding Dividend Distribution Tax.

\$ On Post Bonus Capital.

Note: Interim Dividend of Rs. 234 Cr. @96% paid for 2017-18 in Feb., 2018.

Financial Performance

Description	2015 -16 INR in Crores	2016 -17 INR in Crores	2017 -18 (Upto Dec'17) INR in Crores
Total Income	6239.21	5895.37	4788.20
Profit After Tax	950.82	858.02	755.40
Dividend	263.21	369.97	*
Equity Share Capital	194.97	194.97	243.72

*** Interim Dividend of Rs. 234 Cr. @96% paid for 2017-18 in Feb., 2018.**

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%
2016-17	92.5%

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.**
 - **MOBILE APPLICATION AS A CUSTOMER FRIENDLY INITIATIVE FOR EASE OF DOING BUSINESS**

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**

CONCOR's TERMINAL NETWORK

EXISTING TERMINALS : 68

PURE EXIM - 13; PURE DOMESTIC - 17

COMBINED TERMINALS: 37; RCT: 1

TERMINALS PLANNED IN THE NEXT 1-2 YEARS :

- **SRIPEREMBUDUR, TAMIL NADU**
- **BODHJUNGNAGAR (TRPURA)**
- **VARNAMA, GUJARAT**
- **BALLI (KRCL), GOA**
- **SWARUPGANJ, RAJASTHAN**
- **BARHI, HARYANA**
- **KRISHNAPATNAM, ANDHRA PRADESH**
- **NEW MANGALORE PORT, KARNATKA**
- **KADAKOLA, KARNATKA**
- **KAKINADA, ANDHRA PRADESH**
- **PARADIP, ODISHA**

CONCOR's Terminal Network...Contd

State wise breakup :

STATE	Nos.
Mahrashtra	9
Gujarat	6
Tamilnadu	5
UP	5
Rajasthan	5
Punjab	5
MP	5
WB	4

STATE	Nos.
AP	4
Haryana	3
Delhi	2
Karnataka	2
Orissa	3
Telangana	2
Others	8
TOTAL	68



कॉनकॉर
CONCOR

NETWORK OF CONCOR TERMINALS



Not to scale

This is a Guide Map only. It has no correctness with State boundaries.

THANK YOU