



कॉनकॉर
CONCOR

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

भारतीय कंटेनर निगम लिमिटेड
Container Corporation of India Ltd.

बहुविध संभारतंत्र कंपनी
A Multi-modal Logistics Company
(भारत सरकार का उपक्रम)
(A Govt. of India Undertaking)

CON/F&CS/IRC/STOCK EX/2016-17/03

Date : 07.12.2016

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,

Ref. : CON/F & CS/IRC/STOCK EX/2016-17/02 dated 05.12.2016

Sub: Disclosure under Regulation 30 of SEBI (Listing Obligation & Disclosure Requirements) Regulations, 2015.

Pursuant to applicable provisions of SEBI (LODR) Regulations, 2015, please find enclosed transcript of meeting held on 6th Dec., 2016 of Shri V. Kalyana Rama, CMD and Shri S. N. Mathur, GGM (F &A) with officials of M/s. Matthews Asia Pacific Tiger Fund, San Francisco through Nomura Financial Advisory & Securities India Pvt. Ltd.

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.



पंजीकृत कार्यालय : कॉनकॉर भवन, सी-3, मथुरा रोड, जसौला मेट्रो स्टेशन के पास, नई दिल्ली-110076 दूरभाष : 41673093, 94, 95, & 96, फैक्स : 41673112

1. *How do you see the progress of CONCOR in the coming years and what is the CAPEX plan of CONCOR?*

CONCOR is on the right path of progress. In the 12th Five-year plan period (Fiscal 12-13 to 16-17) the Company had set an ambitious target of creating infrastructure through targeted CAPEX plan of Rs.6000 crore. Till end of the first Half-year 2016-17 out CAPEX has touched Rs. 4400 crores approximately. A major part of our CAPEX has gone into building Multi-modal Logistic Parks meant to roll out single window logistic solutions. With the new infrastructure we would be expanding into warehousing, auto-carriers and other value-added services.

2. *In case the economy does not pick up how would depreciation of Capital affect your Company?*

Depreciation would certainly affect the profits; however, other areas are being developed of the value chain which will give returns and off-set this effect.

3. *How will DFCCIL make a difference to revenues of CONCOR?*

Our terminals are strategically planned in and around the DFC, the north most being Ludhiana, , Dadri etc. With DFC the train speeds will go up and time-table trains will be possible. My counter-part in DFCCIL informed me that by June 2019 it should become functional. Once it becomes functional we would be running longer trains and faster trains with double stack. This would be the turning point for our Revenues.

4. *How is the return on MMLP's planned in terms of investment? Could you explain with the example of Khatuwas?*

The MMLPs are planned after doing a lot of futuristic analysis. Dadri was planned to off-load TKD; but Dadri developed its own business and TKD continued. Khatuwas has become a major trans-shipment point. The Gross Block of Fixed Assets as on 30.10.2016 is Rs.265.85 crores. In the first HY of 2016-17 the income has been Rs. 80.38 crores. Due to its strategic location, it is attracting fresh business. Its catchment area extends right upto Rohtak-Bhiwani, Hisar, Alwar etc.

5. *How is CONCOR prepared for competition?*

Depends what kind of competition we are talking about. If we talk about the road, I look at it from a different point of view. We would like to become a partner of the road and seek rail-road bridging solutions; however in case of private competitors in our business, I would only say that our share for the last several years has been steadfast between 75% - 72% which is due to our infrastructural strength. When GST comes, we are well prepared with rail connected ware-houses since it will see change in warehousing patterns.

**Transcript of the Investor meet of Matthews, Asia Pacific Tiger Fund, San Francisco, with CMD,
CONCOR**

6. *How does double stack effect empty running?*

Double stack off-sets the effect of empty running since for the second-stack we have to pay Railways only 50% of the cost of the first stack. So definitely to that extent we get compensated. Empty running is the result of port-imbalances and CONCOR is making great efforts to minimize the same. However, at times it becomes necessary to run empties due to Port imbalances.

7. *Is there a likelihood of Indian Railways increasing haulage charges?*

It is always a possibility but to increase the same the Railways too does its analysis and looks at the market conditions.

8. *Is there any news of Indian Railways itself entering into the Container Business?*

The Indian Railways had initially set up CONCOR with the intent of taking over the Container business which itself forms a very small part of Indian Railways revenues. However I have no such information.

9. *What was the turnover of CONCOR last year?*

It was Rs.6000 crore

10. *Has demonetization affected CONCOR?*

Yes in the domestic business it has but we are yet to assess the extent of the same.

Thank you