

कॉन/F&CS/IRC/Stock Ex/2016-17/
दिनांक : 15.12.2016

1. The Bombay Stock Exchange Ltd., Mumbai
Phiroze Jeejeebhoy Towers, Dalal Street
Mumbai-400001
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

Code No.531344
Fax : 022-22723121/3719/2037/
2039/2041/2061/1072

Fax: 022-2659 8237/38

Dear Sir/Madam,

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

Pursuant to applicable provisions of SEBI (LODR) Regulations, 2015, please find enclose the transcript of meetings held as per following schedule:

Date & Time	Representative	Venue	Particulars of investor/meeting
*08.12.2016 11:30 a.m.	Sh. V. Kalyana Rama, Chairman and Managing Director	CONCOR Bhawan, C-3, Mathura Road, Opp. Apollo Hospital, New Delhi - 110076.	Investor Meet. (Ref:Annexure-1)
*07 th & 08 th December 2016	Dr. P. Alli Rani, Director (Finance) and Md. Azhar Shams, Group Gen. Mgr. (IM & Operations)	Singapore	Investor Meet. (Ref:Annexure-2)
*09.12.2016	Dr. P. Alli Rani, Director (Finance) and Md. Azhar Shams, Group Gen. Mgr. (IM & Operations)	Hong Kong	
15.12.2016	Dr. P. Alli Rani, Director (Finance) and Md. Azhar Shams, Group Gen. Mgr. (IM & Operations)	CONCOR Bhawan, C-3, Mathura Road, Opp. Apollo Hospital, New Delhi - 110076.	Investor Meet. (Ref:Annexure-3)

*Refer our letter of even no., dated 05.12.2016 regarding schedule of meeting.
This is for your information and record please.

Thanking you,

Yours faithfully,
For Container Corporation of India Ltd.,

(Harish Chandra)
Executive Director (Finance) & CS
CC : ED (MIS&CSR) for placing on website of CONCOR.

Transcript of the Investor meet of Principal Global Investors (Hong Kong), DSP Merrill Lynch Limited, (A subsidiary of Bank of America Corporation), with CMD, CONCOR

1. *Has the de-monetization drive of the Government of India, had an effect on CONCOR's business?*

We will have to wait till the end of the third quarter to analyse the results of the same. It might have had a temporary effect on the Domestic business on the first mile and last mile due to the temporary cash crunch.

2. *Will CONCOR be able to maintain its projected growth for this year? How much growth can you foresee for EXIM and Domestic?*

We will maintain our growth forecast. I am still hoping to touch 8% growth in volumes. For EXIM my target is 9% and for Domestic 2% volume growth.

3. *What gives CONCOR the confidence that this growth rate will be achieved in the remaining period this FY?*

CONCOR is now doing more double stack movement than before which will improve our profitability. While the customer pays the same rate as in case of single stack, for the second stack the Rail Freight cost is 50% of the first stack, so that we can pass on some benefit to customer. Besides we are making a lot of efforts to improve the volumes.

4. *What will be the effect of DFCCIL and GST on CONCOR's business? Please could you explain in detail?*

CONCOR is the only Company in the logistics sector which started early and planned MMLPs (Multi Modal Logistic Parks) in and around the DFC alignment. If you look at the geographical map of India you will find at least 6 MMLPs of CONCOR very strategically planned to take advantage of the DFC alignment. Dadri, Khatuwas, Varnama, Swaroopganj, Ludhiana and Phulehra are a few of such terminals. I am told that by 2019 DFC will become functional. We will be able to run double the length of trains (from 686 meters to 1500 meters) and that too double stack, which means that instead of 90 TEUs we will be able to run 404 TEUs on one train. The time taken for train movement which is between 64 to 72 hours will come down to 16 hours. Therefore you can assess its give CONCOR 16 times advantage.

5. *What is the average speed of a goods train right now and after DFC what will it be?*

The goods train on the Indian Railway Track runs on different speeds in different sectors. So the average speed is between 22 to 24 kmph. With DFC it will be average speed of around 65 kmph.

6. *So are you expecting a hike in tariff?*

It is difficult to predict as of now. Most probably the pricing will evolve on its own depending on the business.

7. *What is the advantage of MMLP such as Khatuwas?*

Khatuwas is handling good business being a major transshipment point. It is point from where double stack is operated. For example, 6 trains going towards the port can become 3 trains with double stack being operated and improving our profit margins. Besides Khatuwas is very well located and is capable of generating its own business.

Transcript of the Investor meet of Principal Global Investors (Hong Kong), DSP Merrill Lynch Limited, (A subsidiary of Bank of America Corporation), with CMD, CONCOR

8. *How do you view Swaroopganj with respect to CONCOR's business?*

Swaroopganj is the first point where the traffic from 3 ports will merge. To run the train on DFC about 400 TEUs have to be congregated. So Swaroopganj will become a major consolidating hub for distribution and where traffic from 3 ports will merge viz Mundra, Pipava and JNPT.

9. *By double stack operation, are you able to address the problem of empties?*

Yes, certainly. Empty running is a function of inter-port balancing of traffic. Since for the second stack 50% cost of the rail freight is charged from CONCOR it helps to offset the loss. Empty repo is a requirement between Mundra and Pipava also. For example, Mundra has more exports and Pipava has more imports.

10. *Who are the customers of CONCOR and do you have rate bargaining?*

For imports, shipping lines are our customers. For exports the exporter is our customer. Our rates are not negotiable. It is a published tariff which you can view even on the CONCOR app. We have an arrangement with shipping lines through which we can give volume discounts.

11. *What is the importance of Hazira in CONCOR's business?*

Not much is coming by Rail. We ran some trains from Ahmedabad earlier and we may start again.

12. *What is your CAPEX plan? Is Road your major competitor?*

We had a plan of Rs 6000 crores for the 12th plan (FY 2012-13 to 2016-17). By the end of first half year of FY 2016-17 we have already spent a cumulative sum of Rs 4386 crores. This CAPEX has primarily gone towards land acquisition, terminal development, equipment etc. In the next 5 year plan we will have similar financial targets. I don't see Road as a competitor but like to view it as a partner in business to evolve Rail-Road bridging solutions.

Thank you.



CONTAINER CORPORATION OF INDIA LIMITED

Ref.No.CON/DF/Investors Meetings_abroad/2016/ Date : 13th December 2016

Subject : Investor interactions at Singapore and Hong Kong.

Dr.P. Alli Rani, Director (Finance) and Shri Mohammad Azhar Shams, GGM/IM & Ops. have met the officials of the following companies at Singapore and Hong Kong during the period from 07th to 09th December 2016 :-

7TH & 8TH DECEMBER 2016 – SINGAPORE

- KOTAK MAHINDRA (UK) LTD. (SINGAPORE BRANCH)
- STEWART INVESTORS
- TREE LINE ADVISORS (SINGAPORE) PTE.LTD.
- NIKKO
- INDEA CAPITAL PTE LTD.
- ENAM ASSET MANAGEMENT
- RELIANCE
- TOKIO MARINE ASSET MANAGEMENT INTERNATIONAL PTE.LTD.
- SUNDARAM ASSET MANAGEMENT
- MAYBANK
- MISSION HOLDINGS MANAGEMENT
- IDEN INVESTMENT ADVISORS PVT.LTD.
- COMGEST

9TH DECEMBER 2016 – HONG KONG.

- KARST PEAK CAPITAL LTD.
- MYRIAD ASSET MANAGEMENT
- HAMON
- ASIYA INVESTMENTS
- SMAI
- SUMITOMO MITSUI ASSET MANAGEMENT (HONG KONG)LTD.
- SAMSUNG
- HILL HOUSE CAPITAL MANAGEMENT LTD.

The discussions were around the presentation uploaded in the CONCOR's website.


(MOHAMMAD AZHAR SHAMS)
GGM/IM & OPS.


(DR. P. ALLI RANI)
DIRECTOR (FINANCE)

Copy to : ED/F&CS – For necessary action please.

CONTAINER CORPORATION OF INDIA LIMITED

Ref.No.CON/DF/Investors Meetings/2016/

Date : 15th December 2016**Subject : Meeting with Investors/Analysts.**

Dr.P. Alli Rani, Director (Finance) and Shri Mohammad Azhar Shams, GGM/IM & Ops. have met Ms Lavina Quadros and Mr.Rahul Murkya of M/s.Jefferies India Pvt.Ltd., on 15th December 2016 at 11:30 a.m. in the Chamber of Director (Finance), Container Corporation of India Ltd., CONCOR Bhawan, C-3 Mathura Road, Opp.Apollo Hospital, New Delhi – 110 076.

The discussions were around the presentation uploaded in the CONCOR's website.



(MOHAMMAD AZHAR SHAMS)
GGM/IM & OPS.



(DR. P. ALLI RANI)
DIRECTOR (FINANCE)

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