



कॉनकॉर
CONCOR

भारतीय कंटेनर निगम लिमिटेड Container Corporation of India Ltd.

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

कॉन/आइआरसी/SE/104/V-IV/

दिनांक : 17.06.2016

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 th 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 17.02.2016 regarding presentation to Analysts'/ Institutional Investors', please find enclosed copy of revised 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)
Group General Manager (Finance) & Company Secretary

CC:

2. 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
Regd. Office : CONCOR Bhawan, C-3, Mathura Road, New Delhi-110076, CIN : L63011DL1988GOI030915
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.200 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	COLLECTION BY DDI	% SHARE
1994-95	13 mn	Rs. 100 Crs.	20.00%
1995-96	2 mn	Rs. 14 Crs.	3.05%
1998-99	9 mn	Rs.221 Crs.	13.86%
2013-14	3 mn	Rs. 199 Crs.	1.29%
2015-16	10 mn	Rs.1155 Crs.	5.01%
TOTAL	27 mn	Rs.1689 Crs.	43.21%
PRESENT SHAREHOLDING			
GOVERNMENT : 56.79%			
FI/FII/OTHERS : 43.21%			

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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

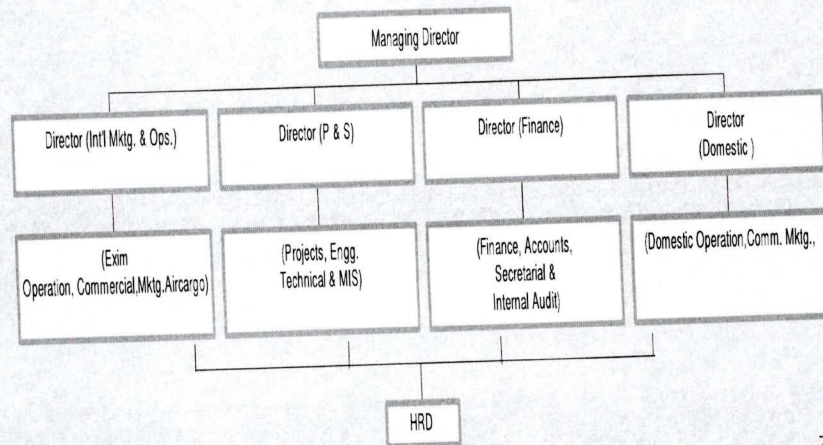
- No of Container Wagons - 13471
- No of Containers - 20944
- No of Gantry Cranes - 16
- No Reach Stackers - 52

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 two more Gantry Cranes, 20 no. of Reach Stackers and special purpose containers.

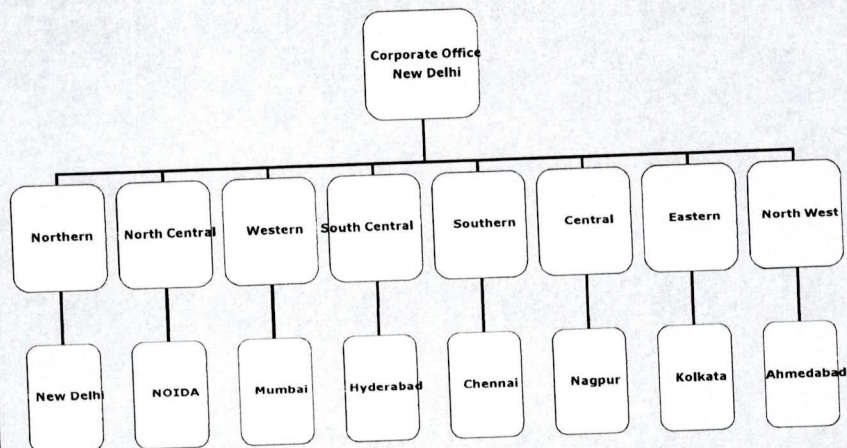
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FUNCTIONAL STRUCTURE



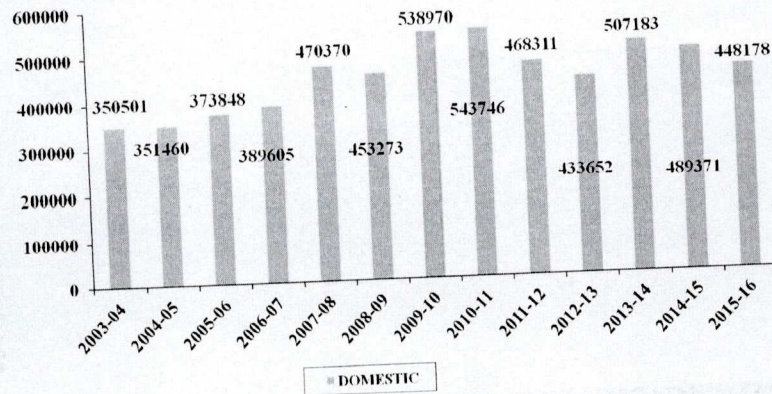
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GEOGRAPHICAL DIVIDE



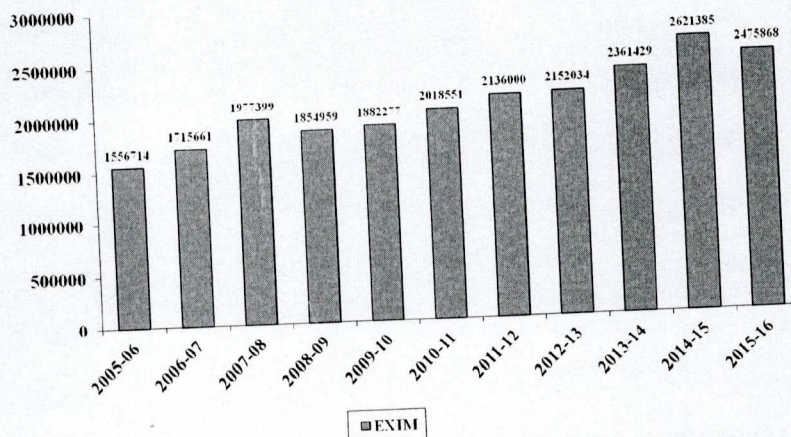
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TRENDS IN DOMESTIC BUSINESS HANDLING (TEUS)



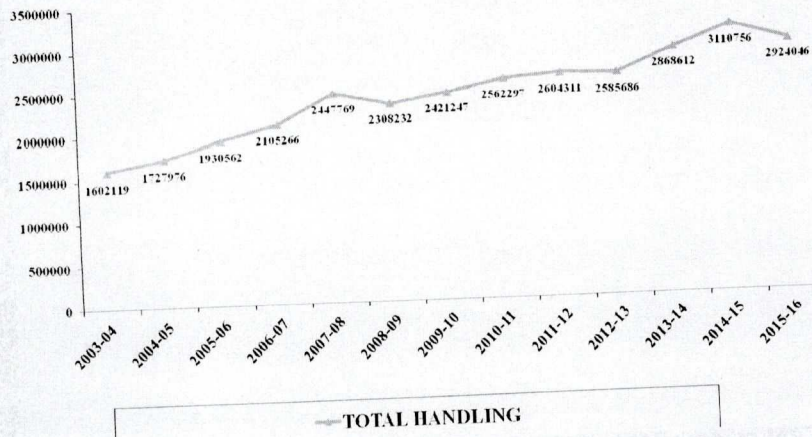
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TRENDS IN EXIM BUSINESS HANDLING (TEUS)



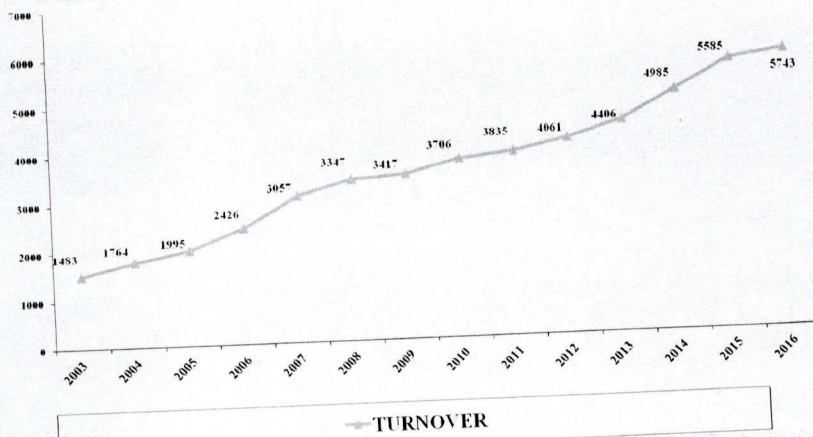
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THROUGHPUT THROUGH THE YEARS (IN TEUS)



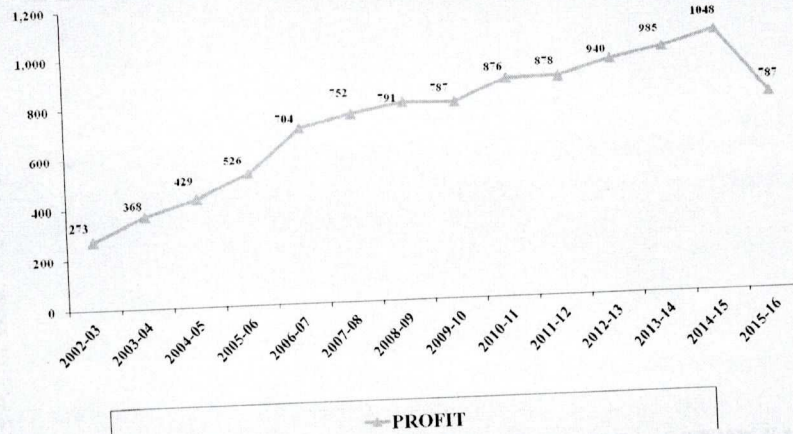
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TURNOVER OVER THE YEARS INCOME FROM OPERATIONS (IN Rs. CRORES)



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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
Total Container traffic carried by IR (in MMT)	41.07	43.60	48.83	45.60
Traffic carried by CONCOR (in MMT)	30.62	32.93	36.19	33.40
%age Share of CONCOR	74.55	75.53	74.11	73.25

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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 31 st March (Rs Cr.) closing in NSE	24,242		

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CONCOR'S DIVIDEND PAYMENTS

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

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

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Financial Performance during FY 2015-16

Description	INR in Crores	in Million USD (*)
Total Revenue	6087.24	918.34
Profit After Tax	786.93	118.72
Dividend	263.21	39.71
Equity Share Capital	194.97	29.41

(*) Conversion performed @ USD Referral rate of RBI of Rs.66.285 prevailing as on 31.03.2016.

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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 12th 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 11 SUCCESSFUL JOINT VENTURES CREATED DURING THE LAST FIVE YEARS :-

- **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 RAIL CONTAINER SERVICES.**
- **ONE JV FOR COMPREHENSIVE LOGISTICS SOLUTIONS.**
- **ONE JV FOR AIR CARGO OPERATIONS.**
- **ONE JV FOR DEVELOPMENT OF RAIL CONNECTIVITY IN THE STATE OF ODISHA.**

OUR MAJOR JV PARTNERS INCLUDE :

- a) **MAJOR SHIPPING LINES LIKE MAERSK, CMA-CGM, TRANSWORLD, MSC ETC.**
- b) **MAJOR LOGISTICS PLAYERS LIKE TCI, SEAWAYS SHIPPING ETC.**
- c) **OTHER PUBLIC SECTOR/ GOVT. UNDERTAKINGS LIKE HAL, PSWC 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 1.9 MILLION TEUs IN 2011 AGAINST TOTAL 9.9 MILLION TEUs HANDLED AT INDIAN PORTS.**
- ✓ **THE JV PORT TERMINAL AT VALLARPADAM (IGTPL) 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 : 64

PURE EXIM - 14; PURE DOMESTIC - 14

COMBINED TERMINALS: 36

TERMINALS PLANNED IN THE NEXT 1-2 YEARS :

- SRIPERUMBUTHUR, TAMIL NADU
- JHARSUGUDA IN ODISHA
- NAYA RAIPUR IN CHATTISGARH
- VARNAMA IN GUJARAT
- BARHI IN HARYANA

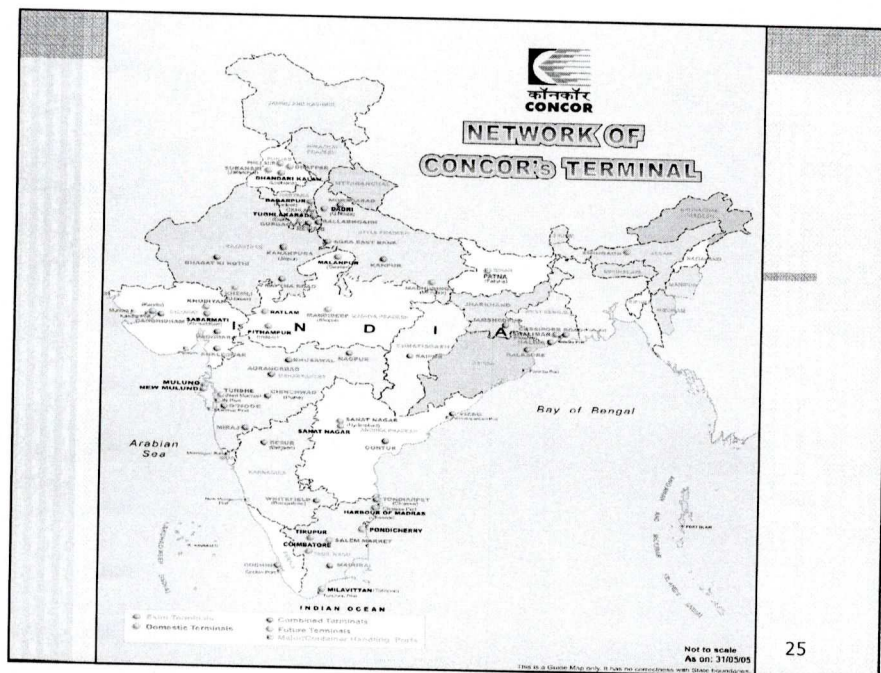
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CONCOR's Terminal Network...Contd

State wise breakup :

STATE	Nos.	STATE	Nos.
Mahrashtra	8	AP	3
Gujarat	6	Haryana	3
Tamilnadu	6	Delhi	2
UP	5	Karnataka	2
Rajasthan	5	Orissa	2
Punjab	4	Telangana	2
MP	4	Others	8
WB	4	Total	64

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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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