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.243.72cr

Holding Pattern

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

Listed

Price Rs 1245.10/- per share as on 31-03-2018

Status

Upgraded as "NAVRATNA" on 23rd July, 2014

Market Cap

30,345 Cr. NSE
31/03/18 closing

Dividend

Rs.3450 .37 cr including (Rs. 416.76 cr) for 17-18

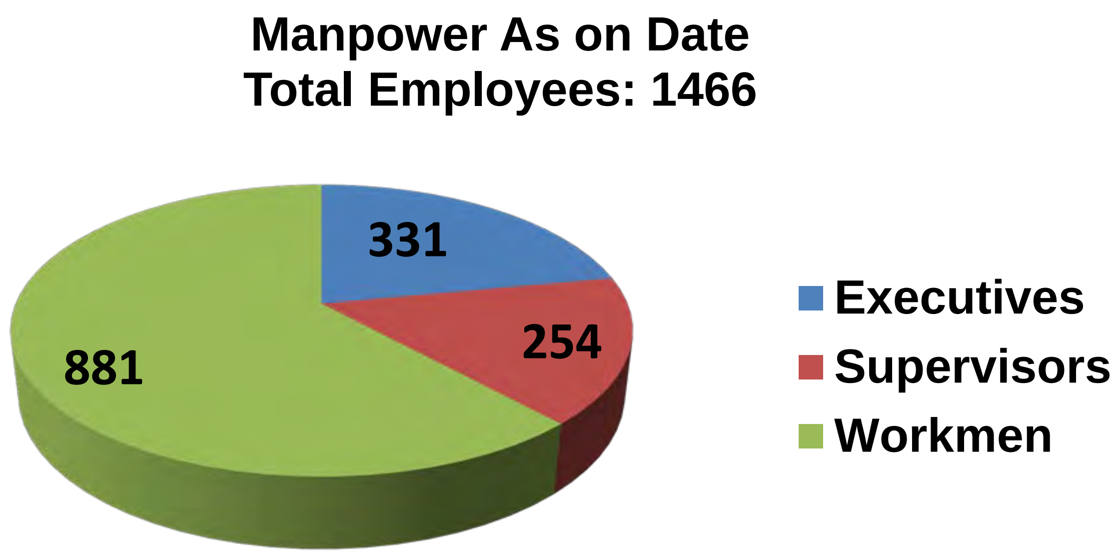
CONCOR / Organization Structure

Sh. V. Kalyana Rama
Chairman & Managing Director

- **Independent Directors**
  - Sh. Kamlesh Shivji Vikamsey
  - Sh. Sanjeev S Shah
  - Ms. Vanita Seth
  - Sh. Lov Verma
  - Sh. Anjaneya Prasad Mocherla
  - Sh. Deepak Shetty
- **Functional Directors**
  - Sh. P K Agrawal — Director (Domestic)
  - Sh. Sanjay Swarup — Director (Intl. Mktg. & Operations)
  - Sh. Rahul Mithal — Director (Projects & Services)
  - Sh. Manoj Kumar Dubey — Director (Finance)
- **Govt. Nominee Directors**
  - Sh. Sanjay Bajpai — ED Traffic (Co-ordination) Railway Board
  - Sh. M. K. Srivastava — ED TT (Freight) Railway Board
- **CVO**

CONCOR / The Organization

Financial Year	No. of Employees	Total Income	Employee Cost	PBT
2017-18	1473	6469.71 Crores	277.90 Crores	1392.65 Crores
		Total Income Per Employee	Employee Cost to Total Income	PBT Per Employee
		4.39 Crores	4.30%	95 Lakhs



CONCOR / Subsidiaries & JVs

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

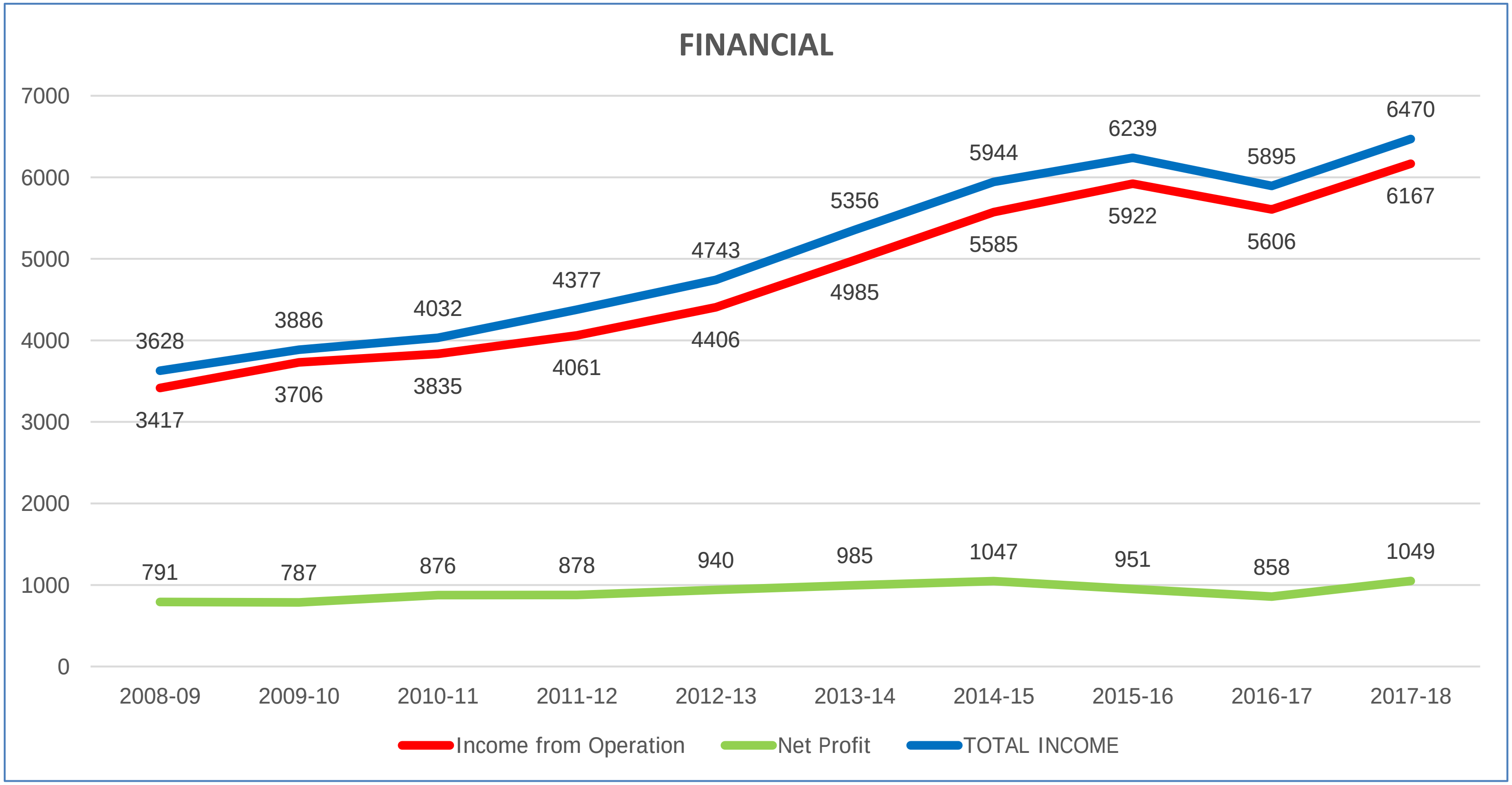
- **1 Subsidiary** for air cargo operations
- **1 Subsidiary** for temp controlled WH
- **2** Subsidiaries for MMLPs
- **4 JVs** for CFS operations
- **1 JV** for operating an ICD at Nepal
- **2 JVs** for operating port terminals in India
- **1 JV** for comprehensive logistics solutions
- **1 JWG** for Air Cargo Operations
- **1 JV** for development of rail connectivity

Major JV partners

- **Shipping lines** – MAERSK, CMA-CGM (French company), Transworld, All Cargo etc.
- **Logistics players** - Transport Corporation of India, etc.
- **International port terminal operators** – APM Terminals, DP World etc.
- Air Cargo Operations- Hindustan Aeronautics Ltd.

CONCOR / Performance

FINANCIAL



CAGR- 8 Yrs from FY’11: 6.09%

CONCOR Dividend Payments

YEAR	10-11	11-12	12-13	13-14	14-15	15-16	16-17	17-18
DIVIDEND PAID # (Rs. In Crore)	**201.47**	**214.47**	**227.47**	**239.82**	**261.27**	**263.21**	**369.97**	**416.76**
DIVIDEND AS A % OF EQUITY	**155%**	**165%**	**175%**	**123% ***	**134%**	**135%**	**152% $**	**171%**
DIVIDEND # AS A % OF NET PROFIT	**23%**	**24%**	**24%**	**24%**	**25%**	**33%**	**43%**	**39%**

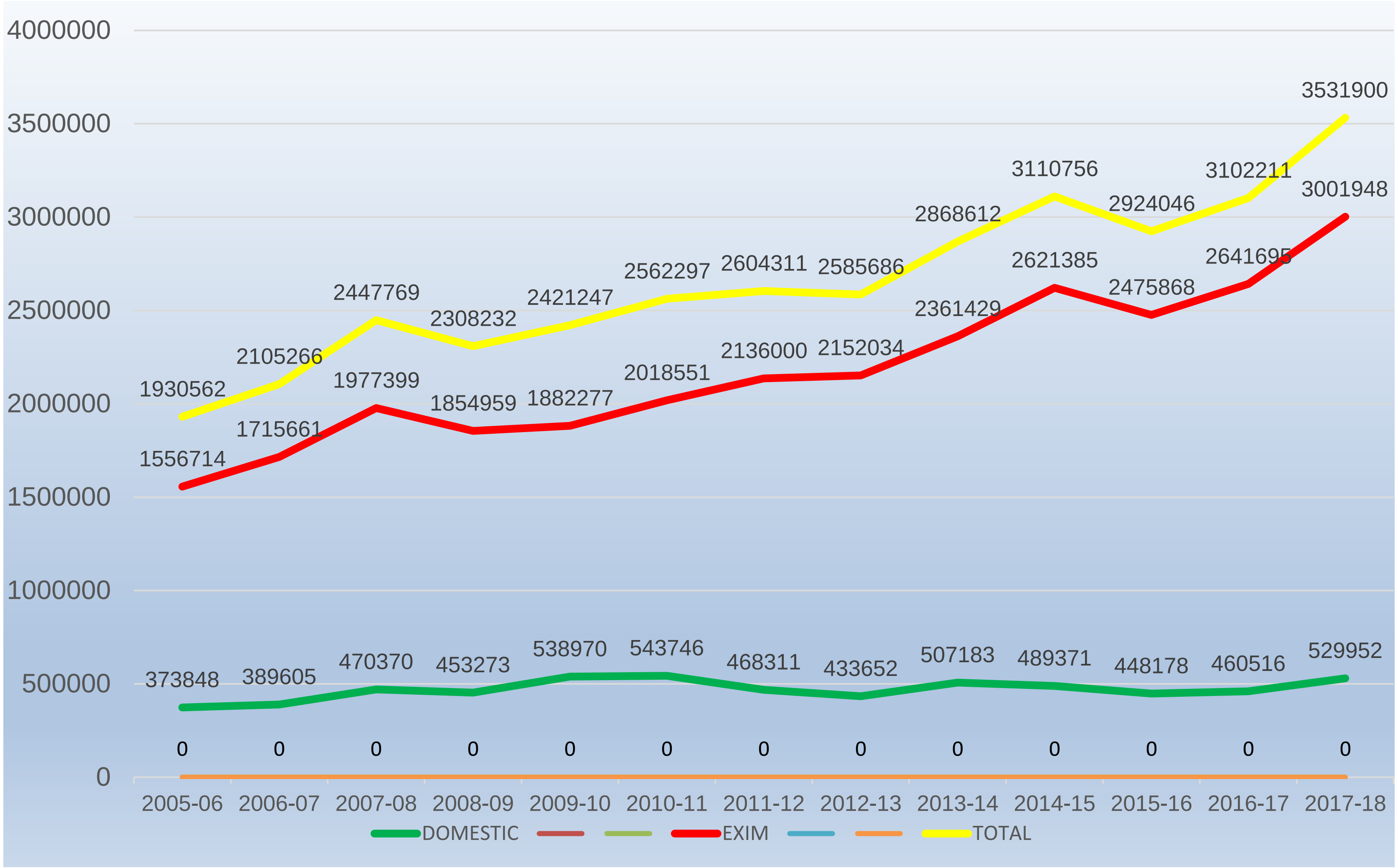
***POST ISSUE OF BONUS SHARES ON THE RATIO OF 1:2**

 # Excluding Dividend Distribution Tax.

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

CONCOR / Performance

PHYSICAL

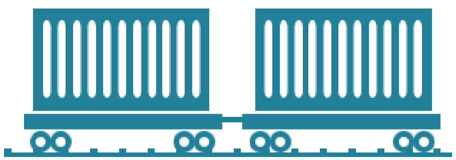


CONCOR / Performance / Key Performance Parameters

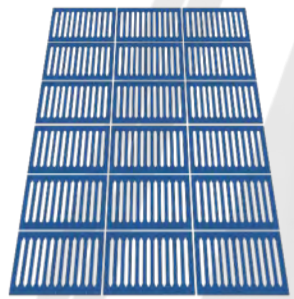
	FY' 2015-16	FY' 2016-17	FY' 2017-18
EXIM HDLG (TEUs)	24,75,868	26,41,695	30,01,948
Domestic Hdlg (TEUs)	4,48,178	4,60,516	5,29,952
Total Hdlg (TEUs)	29,24,046	31,02,211	35,31,900
Optg Income (Rs.crs.)	5921.73	5606.13	6167.12
Total Income (Rs. crs.)	6239.21	5895.37	6469.71
Profit After Tax (Rs. Cr.)	950.82	858.02	1049.04
NSE Market Cap as on 31st March (Rs Cr.)	24,242 as on 31-03-16	24,834 as on 31-03-17	30345 as on 31-03-18
Tonnage Mn MT(tfc. by Rail) CONCOR Railways	33.40 46.18	34.70 47.60	39.97 54.31
Market share CONCOR %	72%	72.90%	73.60%
Net Worth	8345.66	8846.20	9401.11
Capital employed	7314.45	7712.65	8199.80
Dividend (In Crs)	263.21	369.97	416.76
Bonus Shares Issued	Apr '08- 1:1, Sep '13-1:2, Apr '17- 1:4		

CONCOR / A Quick Snapshot

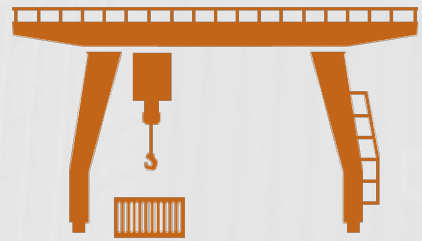
Movable Assets



14754 Container Wagons

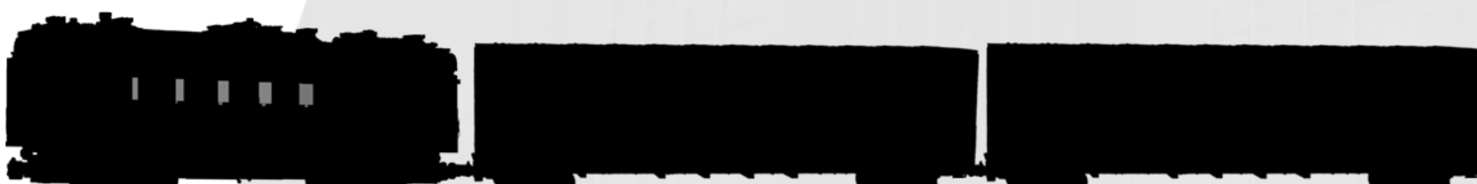


23810 Containers



16 Gantry Cranes

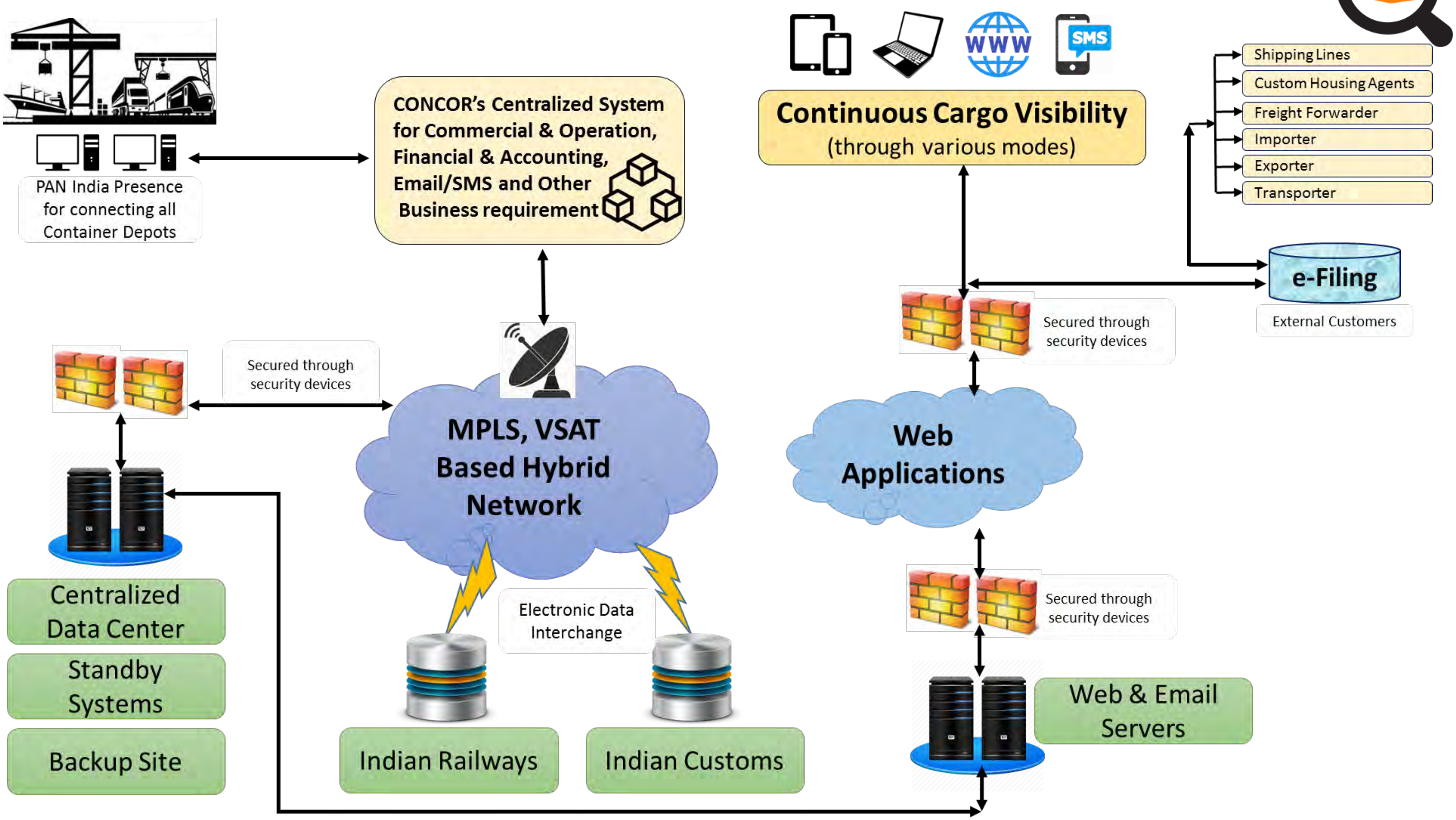
70 Reach Stackers (RST)



Procuring around 600 wagons from IR workshops every year in last 5 years
Procured 14 rakes = 600 wagons during 2017-18
In the process of acquiring 49 Reach Stackers and 10,000 Containers including 6000 thousand high capacity containers and 4925 wagons including 4525 high capacity wagons.

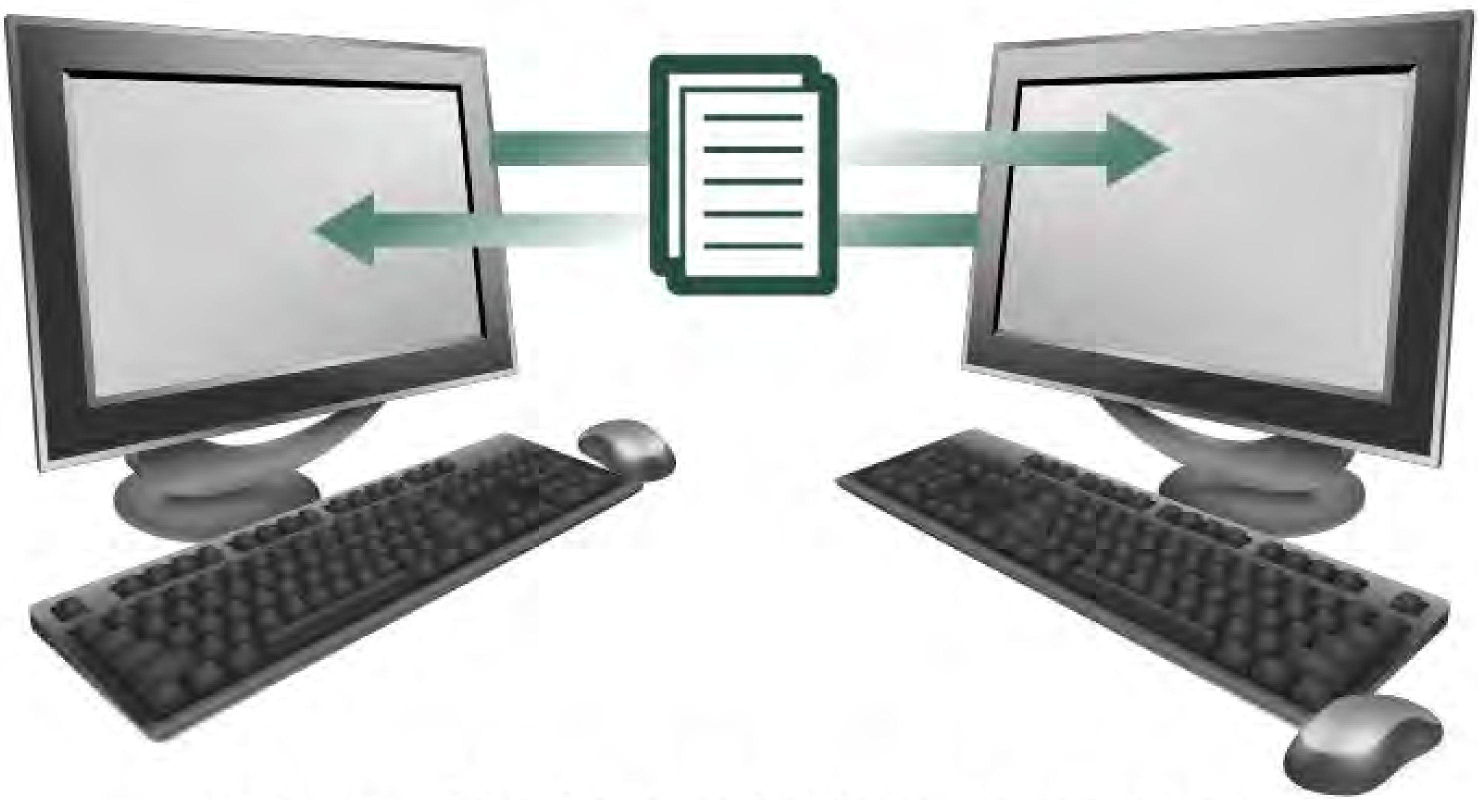
CONCOR / Technology the Bedrock

The IT infrastructure of CONCOR gives continuous cargo visibility to all its stakeholders



Web Enabled Customer Interface

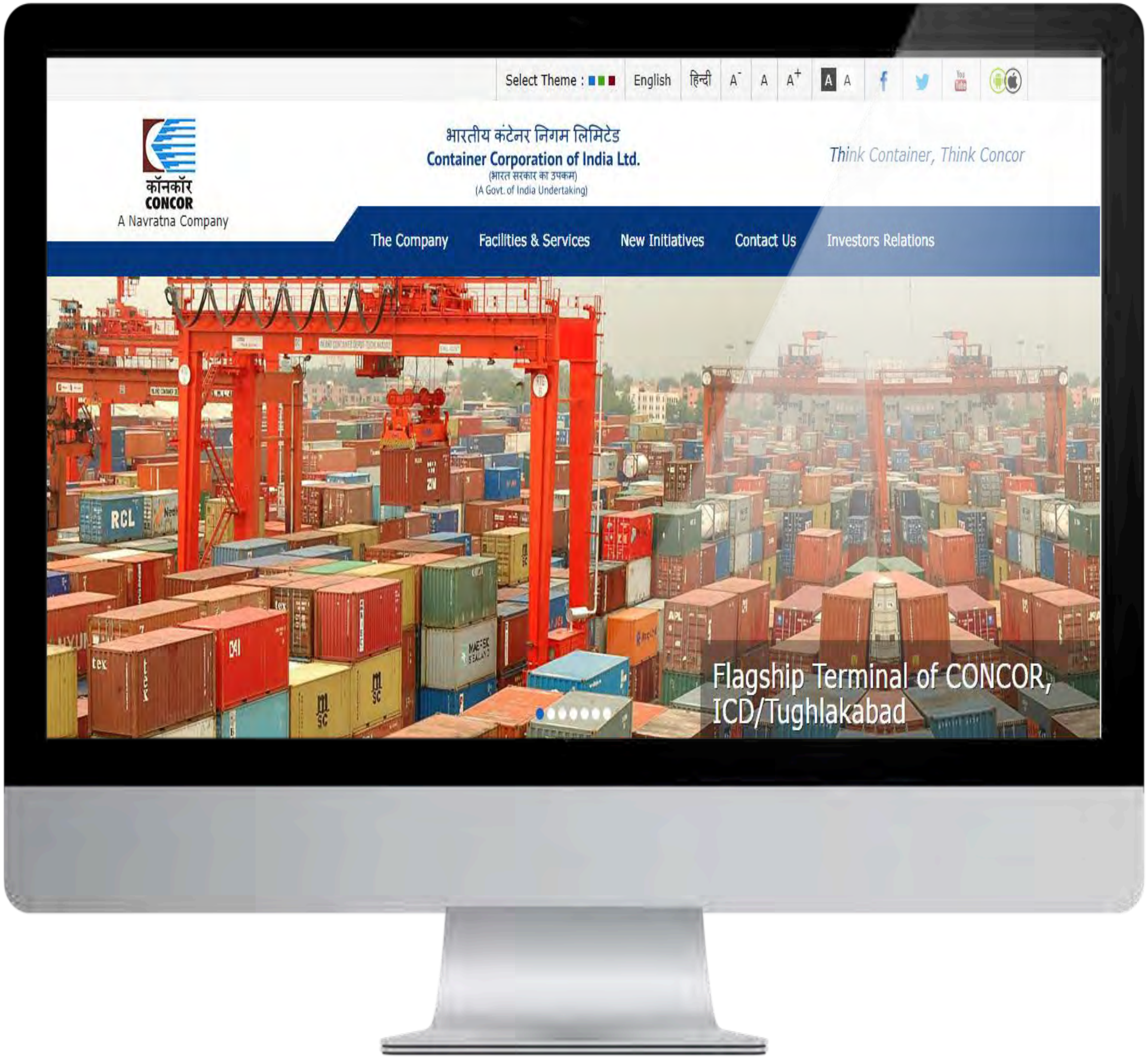
Electronic Data Interchange: EDI



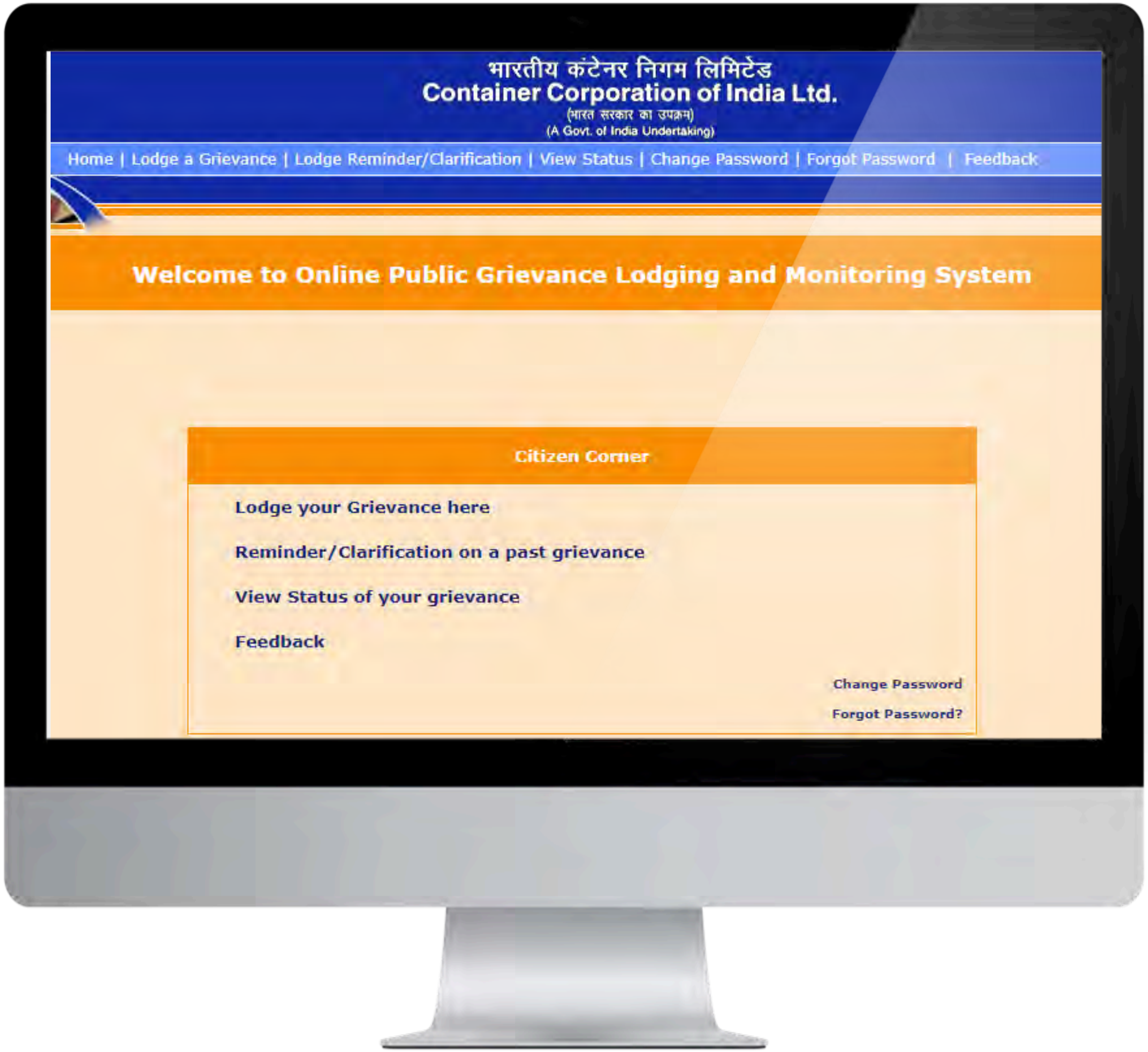
Automated business to business transactions:
no manual processing required.

CONCOR / Technology the Bedrock

Informative Website

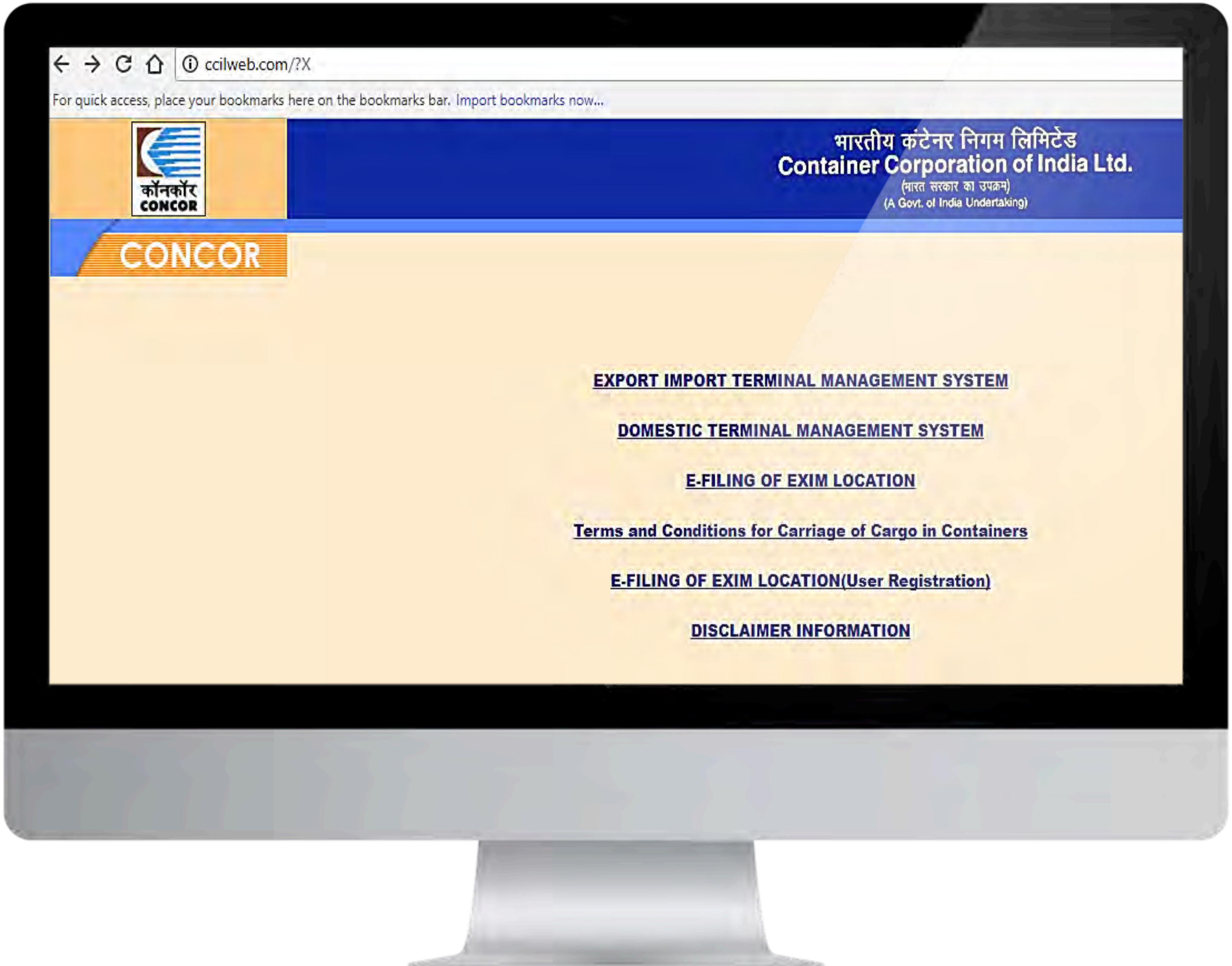


Web Enabled Public Grievance Redressal



CONCOR / Technology the Bedrock

ERP System



KEY ACTIVITIES

- Partnership in Govt. initiatives.
- Skill Development, Health and Sanitation, Solar energy
- Assistance to the marginalized Farming Community.
- Green initiatives
- Constructing classrooms and toilets in schools of Haryana, Odisha, Rajasthan and Maharashtra.
- Support for education of poor children.
- Various other activities such as Health Camps, construction of Class Rooms, Toilets, Swachh Bharat Abhiyaan, Solar Lights and Skill Development Training Programmes.

CONCOR / Leading Societal Change

Health Camp

PCC Ghazipur

CONCOR Super 30

Solar Light

Hand-pump Installation

CONCOR / Leading Societal Change

Construction of classrooms

Community Toilets

Skill Development

CONCOR / Leading Societal Change

- The company has been steadily increasing its CSR spend. A total of Rs. 114.70 crores contributed till FY’18 as under:
  - FY’11 – Rs. 1 Cr
  - FY’12 – Rs. 5.38crs.
  - FY’13 – Rs. 6.16crs.
  - FY’14 – Rs. 10.44crs.
  - FY’15 – Rs. 20.56crs
  - FY’16 – Rs. 30.96crs.
  - FY’17 – Rs. 24.45crs.

Total Spend on CSR in F.Y. 2017-18
Rs. 15.75 Crore

CONCOR's TERMINAL NETWORK

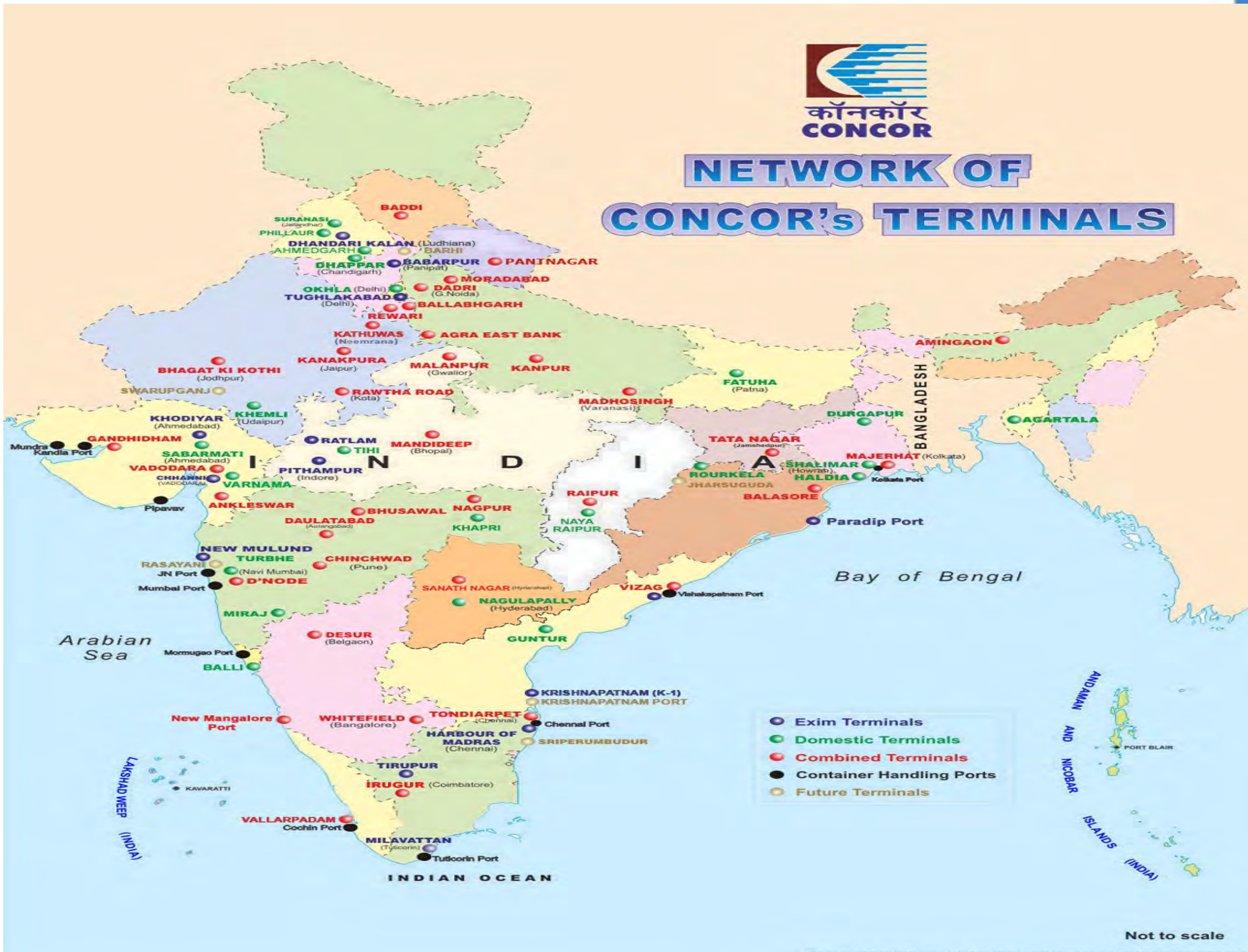
- EXISTING TERMINALS : **81**
  - PURE EXIM : **14**
  - PURE DOMESTIC : **23**
  - STRATEGIC TIE-UPS : **8**
  - COMBINED TERMINALS: **36**

State wise breakup :

STATE	Nos.
Maharashtra	9
Gujarat	7
TamilNadu	5
UP	5
Rajasthan	5
Punjab	5
MP	5
WB	4
Assam	1
Bihar	1
Chattisgarh	2

STATE	Nos.
AP	4
Haryana	3
Delhi	2
Karnataka	3
Orissa	4
Telangana	2
Goa	1
Himachal Pradesh	1
Jharkhand	1
Kerala	1
Uttarakhand	1
Tripura	1
Total	**73**

MAP OF CONCOR's TERMINAL



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%