

# वार्षिक रिपोर्ट 2016 - 17

## ANNUAL REPORT 2016 - 17



**Container Corporation of India Ltd.**

*(A Navratna CPSE of Govt. of India)*

*A Multi-modal Logistics Company*

*Think Container, Think CONCOR*





## मिशन

“हमारा मिशन अपने व्यावसायिक सहयोगियों और शेयरधारकों के साथ मिलकर कॉनकॉर को एक उत्कृष्ट कंपनी बनाने का है। अपने व्यावसायिक सहयोगियों के सक्रिय सहयोग से तथा लाभप्रदता एवं वृद्धि सुनिश्चित करके अपने ग्राहकों को अनुक्रियाशील, लागत प्रभावी, दक्ष और विश्वसनीय संभारतंत्र साधन उपलब्ध कराकर हम अवश्य ही ऐसा कर पाएंगे। हम अपने ग्राहकों की पहली पसंद बने रहने के लिए प्रयासरत हैं। हम अपने सामाजिक दायित्वों के प्रति दृढ़तापूर्वक प्रतिबद्ध हैं और हम पर जो विश्वास रखा गया है, उस पर खरे उतरेंगे।”

## MISSION

**“Our mission is to join with our community partners and stake holders to make CONCOR a company of outstanding quality. We do this by providing 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.”**





## लक्ष्य

“हम ग्राहक केंद्रित, निष्पादन प्रेरित, परिणामोन्मुख संगठन बनेंगे जिसका मुख्य लक्ष्य ग्राहकों को प्रतिलाभ दिलाना होगा।”

“हम संसाधनों का लाभप्रद उपभोग करने हेतु तथा उच्च गुणवत्ता वाली सेवाएं देने के लिए प्रयासरत रहेंगे और श्रेष्ठता हेतु मानक स्थापित करने के रूप में हमारी पहचान होगी।”

“हम परिष्कृत नवीन सेवाएं देने के लिए निरन्तर नए और बेहतर विकल्प खोजेंगे। ग्राहकों की सुविधा और संतुष्टि ही हमारा ध्येय होगा। हम अपने व्यावसायिक प्रतिस्पर्धियों से सीख लेंगे और श्रेष्ठता हेतु सदैव प्रयासरत रहेंगे।”

“हम अपने संगठन के लक्ष्यों और मिशन के समर्थन में परिमेय निष्पादन लक्ष्य निर्धारित करेंगे। हम अपने प्रतिस्पर्धियों के मुकाबले स्वयं ही मानक स्थापित करेंगे तथा अपने संगठन की उन्नति के लिए अपने व्यवसाय और परिचालन के सभी क्षेत्रों में एक संव्यावसायिक, सक्षम और समर्पित टीम के रूप में कार्य करेंगे।”

“हम व्यवसाय-सम्मत उच्चतम मानकों का अनुसरण करेंगे तथा उत्तरदायी निगमित हस्ती के रूप में सामाजिक दायित्वों का निर्वहन करते हुए व्यावसायिक समुदाय के लिए सामाजिक मूल्यों में अत्यधिक वृद्धि करेंगे।”

“हम अपने कार्याकालीन कार्यों में पूर्णतः सत्यनिष्ठा, ईमानदारी, पारदर्शिता और निष्पक्षता बनाएं रखेंगे। हम निजी जिंदगी में भी नैतिकता के उच्च आदर्श बनाए रखने हेतु प्रयासरत रहेंगे।”

## OBJECTIVES

“We will be a customer focussed, performance driven, result oriented organisation, focused on providing value for money to our customers.”

“We will strive to maximise productive utilisation of resources, deliver high quality of services, and be recognised as setting the standards for excellence.”

“We will constantly look for new and better ways to provide innovative services. We will aim for customer convenience and satisfaction, learn from our competitors and always strive for excellence.”

“We will set measurable performance goals to support the objectives and mission of our organisation and work as a professional, competent and dedicated team for the organization to achieve excellence in all areas of our business and operations by benchmarking ourselves with our competitors.”

“We will follow highest standards of business ethics and add social value for the community at large by discharging social obligations as a responsible corporate entity.”

“We will maintain absolute integrity, honesty, transparency and fair-play in all our official dealings and strive to maintain high standards of morality in our personal life.”



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### Important Communication to Members

Members are requested to convert their shares into electronic mode and register e-mail and Bank account details for better servicing. Please refer notes to AGM notice.

**Twenty Ninth Annual General Meeting on Wednesday, 20th September, 2017 at 04.00 p.m.**

The Annual Report can be accessed at [www.concorindia.com](http://www.concorindia.com)

## 10 YEARS FINANCIAL/PHYSICAL PERFORMANCE (YEAR WISE DATA)

## FINANCIAL PERFORMANCE

(₹ in Crore)

S.NO	PARTICULARS	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17
1	Total Income (Including other Income)	3,510.33	3,628.25	3,885.73	4,032.11	4,377.49	4,743.38	5,356.27	5,944.44	6,239.21	5,895.37
	-Operating Income	3,347.34	3,417.16	3,705.68	3,834.85	4,060.95	4,406.16	4,984.55	5,585.23	5,921.73	5,606.13
	-Other Income	162.99	211.09	180.05	197.26	316.54	337.22	371.72	359.21	317.48	289.24
2	Expenditure ( Incl. increase/decrease in stock)	2,455.49	2,486.10	2,744.04	2,828.60	3,037.35	3,358.59	3,882.69	4,277.30	4,583.35	4,359.28
3	Operating Margin (1-2)	1,054.84	1,142.15	1,141.69	1,203.51	1,340.14	1,384.79	1,473.58	1,667.14	1,655.86	1,536.09
4	Interest Expenses	-	-	-	-	-	-	-	-	0.15	3.66
5	Depreciation	106.34	115.91	135.10	145.23	158.49	172.71	189.33	372.69	347.76	351.82
6	Profit before Tax	948.50	1,026.24	1,006.59	1,058.28	1,181.65	1,212.08	1,284.25	1,294.45	1,307.95	1,180.61
7	Profit after Tax	752.21	791.20	786.69	875.95	877.88	940.03	984.76	1,047.55	950.82	858.02
8	Other Comprehensive Income	-	-	-	-	-	-	-	-	1.24	(3.14)
9	Total Comprehensive Income	752.21	791.20	786.69	875.95	877.88	940.03	984.76	1,047.55	952.06	854.88
10	Dividend	168.98	181.98	181.98	201.48	214.47	227.47	239.82	261.27	261.28	294.40
11	Profit & Loss Account Balance	2,752.78	3,251.95	3,747.47	4,301.29	4,842.12	5,422.82	6,028.53	6,574.15	7,205.43	7,620.17
12	General Reserve	366.15	380.28	458.95	546.54	634.33	728.33	761.81	866.57	945.26	1,031.06
13	Term Loan	-	-	-	-	-	-	-	-	-	-
14	Reserves & Surplus (11+12)	3,118.93	3,632.23	4,206.42	4,847.83	5,476.45	6,151.15	6,790.34	7,440.72	8,150.69	8,651.23
15	Fixed Assets (Gross Block)	2,244.24	2,640.95	2,988.86	3,286.15	3,503.78	3,994.43	4,469.63	5,191.77	#3147.34	4,066.03
16	Sundry Debtors	13.83	15.72	17.64	17.27	19.59	25.74	32.98	36.57	49.26	42.48
17	Foreign Exchange Earnings	-	-	-	-	-	-	-	-	-	-
18	Share Capital	64.99	129.98	129.98	129.98	129.98	129.98	194.97	194.97	194.97	194.97
19	Capital Employed	3,030.16	3,507.20	4,100.33	4,962.42	5,557.11	6,073.22	6,426.30	6,687.68	7,314.45	7,712.66
20	Government Investment	41.00	82.00	82.00	82.00	82.00	82.00	120.49	120.49	110.73	106.84
21	Net Worth (14+18)	3,183.92	3,762.21	4,336.40	4,977.81	5,606.43	6,281.13	6,985.31	7,635.69	8,345.66	8,846.20
22	Profit Before Tax to Capital Employed (6÷19)	0.31	0.29	0.25	0.21	0.21	0.20	0.20	0.19	0.18	0.15
23	Operating Margin to Capital Employed (3÷19)	0.35	0.33	0.28	0.24	0.24	0.23	0.23	0.25	0.23	0.20
24	Profit after Tax to Share Capital (7÷18)	11.57	6.09	6.05	6.74	6.75	7.23	5.05	5.37	4.88	4.40
25	Expenditure to Income (2÷1)	0.70	0.69	0.71	0.70	0.69	0.71	0.72	0.72	0.73	0.74
26	Number of Employees	1,134	1,176	1,129	1,147	1,164	1,198	1,324	1,335	1332	1474
27	Income per Employee (1÷26)	3.10	3.09	3.44	3.52	3.76	3.96	4.05	4.45	4.68	4.00
28	Foreign Exchange Earnings Per Employee (17÷26)	-	-	-	-	-	-	-	-	-	-
29	Current Ratio	3.54	3.51	4.05	5.59	5.73	5.55	5.19	4.71	6.28	5.54
30	Debt/Equity Ratio (13÷21)	-	-	-	-	-	-	-	-	-	-
31	Investments	155.36	203.08	240.54	243.96	293.10	482.16	864.03	1,154.75	1,357.58	1,373.71

## PHYSICAL PERFORMANCE (TEUs)\*

1	International Handling	1977399	1854959	1882277	2018551	2136000	2152034	2361429	2621385	2475868	2641695
2	Domestic Handling	470370	453273	538970	543746	468311	433652	507183	489371	448178	460516
3	Total (1+2)	2447769	2308232	2421247	2562297	2604311	2585686	2868612	3110756	2924046	3102211

\* Twenty Foot Equivalent Units

# As per the IND AS, Net Block of Fixed Assets as on the date of transition i.e. 01.04.2015 has been considered as Gross Block and Assets re-classified.

## COMPANY INFORMATION

### BOARD OF DIRECTORS

**Shri V. Kalyana Rama**

Chairman & Managing Director

**Dr. P. Alli Rani**

Director (Finance)

**Shri Pradip K. Agrawal**

Director (Domestic Division)

**Shri Sanjay Swarup**

Director (Intl. Marketing & Opn.)

**Shri S.K. Sharma**

Director

**Shri Sanjay Bajpai**

Director

**Shri Kamlesh Shivji Vikamsey**

Director

**Shri Sanjeev S. Shah**

Director

**Maj. Gen. (Retd.) Raj Krishan Malhotra**

Director, upto 16.06.2017

### COMPANY SECRETARY

Shri Harish Chandra

Executive Director (Finance)

& Company Secretary

### **Registrar & Share Transfer Agent**

M/s. Beetal Financial & Computer

Services (P) Ltd., New Delhi

### STATUTORY AUDITORS

M/s Arun K Agarwal & Associates

**New Delhi**

### BRANCH AUDITORS

M/s P. Mukherjee & Co.

**Kolkata**

M/s Suri & Siva

**Chennai**

M/s Surana Maloo & Co.

**Ahmedabad**

M/s Agrawal & Kedia

**Nagpur**

M/s R K Reddy & Associates

**Hyderabad**

M/s RAV & Co.

**Mumbai**

M/s V. Sahai Tripathi & Co.

**New Delhi**

M/s Arun Singh & Co.

**New Delhi**

### BANKERS

Axis Bank Ltd

Canara Bank

Central Bank of India

Corporation Bank

Citi Bank

DCB Bank Ltd

HDFC Bank Ltd

ICICI Bank Ltd

IDBI Bank

Indian Bank

IndusInd Bank Ltd

Punjab National Bank

Ratnakar Bank Ltd

Standard Chartered Bank

State Bank of India

United Bank of India

YES Bank Ltd

## BOARD OF DIRECTORS OF CONCOR



Chairman  
& Managing Director

Shri V. Kalyana Rama is the youngest to become Chairman & Managing Director of Container Corporation of India Ltd. (CONCOR), a Navratna PSU under Ministry of Railways. He is a Mechanical Engineer with ICWAI (Inter). He is an Indian Railway Traffic Service (IRTS) officer of 1987 batch. He had worked in BHPV & BHEL before joining Indian Railways. Prior to joining Board of Directors of CONCOR as Director (Projects & Services), he held various assignments such as Executive Director, Chief General Manager in CONCOR. He had held various challenging assignments in his career with Indian Railways. He has been professionally trained in Railways and multi modal transport logistics. He was instrumental in development of container depots in South Central and Southern regions of CONCOR. He has been involved in all the developmental planning and operational activities of EXIM and Domestic cargo at the various dry port terminals of CONCOR. He was also Chief Executive Officer, M/s Infinite Logistics Solutions Private Limited now M/s TCI CONCOR Multimodal Solutions Private Limited, a Joint Venture of CONCOR. He has wide experience in the field of Engineering, System design, Railway & multi modal logistics operations and Project planning and commissioning.



Director  
(Finance)

Dr. P. Ali Rani, Director (Finance) completed her education in economics at the university level in a M. Phil Degree in economics. Subsequently she acquired twin Post Graduate Degrees in Management specializing in Finance & Marketing and PhD in Economics. Her career began with the Indian Economic Service (IES), a specialized cadre of the Government of India recruited to conduct economic analysis in the Central Ministries and adjunct offices. Subsequently, she joined the Indian Railway Accounts Service in 1986, a specialized cadre for handling the Finances of the Indian Railways. She joined the Telecom Sector in the early years of her career and spent six years in the sector initially in the DoT and the last two years in BSNL. She once again joined the Railways in 2001 but this time as part of its Corporate Business, taking over as Group General Manager/ Finance of CONCOR. Subsequently elevated as Executive Director, she was elected to the Board of Directors of the company in the year 2009 by the Public Enterprises Selection Board (PESB) and took over as Director Finance of the company.



Director  
(Domestic Division)

Shri Pradip Kumar Agrawal has taken over the charge of Director (Domestic Division) from 1st July, 2016. He belongs to Indian Railway Traffic Service. He has worked for Indian Railways for more than 17 years on various important assignments, both at Divisional and Zonal Headquarter level covering operations, commercial, marketing and safety of Indian Railways. He joined Container Corporation of India Ltd. (CONCOR) in the year 2006 as GGM (Ops)/Western Region, thereafter, worked as Chief General Manager, Western Region for four years. During his tenure, he has successfully managed Container Train Operations for the Region which includes JN Port and various CFSS and ICDs in the Region. He has also worked as Chief Executive Officer for APM Terminals, Mumbai (GTIPL) for five years before joining as Director (Domestic Division), CONCOR.

During his tenure as CEO/GTIPL, he has taken various landmark initiatives towards improving productivity, efficiency and safety of the terminals. He has simplified various operating procedures in the terminal and pioneer in introducing paperless gate-transactions, which was a step towards ease of doing business. The Terminal has also consecutively achieved performance of 2 million TEUs p.a. and recognized as best Container Terminal by the maritime fraternity during last five years.

## BOARD OF DIRECTORS OF CONCOR



Director  
(Intl. Marketing &  
Operations)

Shri Sanjay Swarup took over as Director (International Marketing & Operations), CONCOR w.e.f. 01.9.2016. He has done B.E. (Honours) Electronics & Communication from IIT Roorkee (formerly University of Roorkee) and PG Diploma (MBA) in Public Policy & Management from IIM Bangalore. He belongs to IRTS 1990 Batch and has worked in BHEL before joining Indian Railways. He has held various challenging assignments in his career with Indian Railways and CONCOR. He has served as Chief Manager in Tughlakabad and Dadri, largest and second largest terminals of CONCOR. He has introduced innovative marketing policies like Volume based incentives, Credit policy and Agreements with large customers that have helped in increasing the business of CONCOR. He has been instrumental in intermodal services in our neighbouring countries. Shri Sanjay Swarup has rich experience in Railway Operations, Commercial, Safety and I.T. He has expertise in design, operations, marketing and management of Container terminals in India. Prior to joining as Director, he was holding the post of Executive Director (International Marketing) in Corporate Office, CONCOR.



Director

Shri Shailendra Kumar Sharma, Executive Director (Rates) Railway Board, an officer of the Indian Railway Traffic Service 1990 batch, joined Indian Railways in 1991. He is a Post-Graduate in Economics from Punjab, School of Economics Chandigarh. He has had vast and varied experience in Railway Operations, Commercial working, Public Relations & Vigilance. He was also Chief Public Relations Officer as well as Chief Vigilance Officer on Northern Railway. He was also Secretary of Indian National Commission for Co-operation with UNESCO when he was Director in Ministry of HRD. Before joining Railways he worked as an Officer in Reserve Bank of India. He joined as Executive Director Traffic Commercial (Rates) on 7th March, 2016. He has held the key charges of freight and commercial operations on Zonal Railways.



Director

Shri Sanjay Bajpai, Executive Director/Traffic (Co-ordination), Railway Board, an officer of the Indian Railway Traffic Service 1991 batch, joined Indian Railways in 1992. He is a Post-Graduate in Economics from Allahabad University. He has had vast and varied experience in Railway Operations, Commercial working, General Administration. He was also Deputy GM/G and Secretary/GM/Northern Railway as well as Chief Passenger Transport Manager on Northern Railway. He joined as Executive Director Traffic Co-ordination on 1st June, 2016. He has held the key charges of passenger operations, freight operations and general administration on Zonal Railways.

## BOARD OF DIRECTORS OF CONCOR

Shri Kamlesh Shivji Vikamsey is a Senior Partner of Khimji Kunverji & Co, Chartered Accountants since 1982, a firm registered with the Institute of Chartered Accountants of India & in practice since 1936, having over 79 years of experience in the areas of Auditing, Taxation, Corporate & Personal Advisory Services, Business & Management Consulting Services, Due diligence, Valuations, Inspections, Investigations, etc.



Director

Presently he is appointed as member of Independent Management Advisory Committee (IMAC) of International Telecommunication Union (ITU), Geneva, Switzerland; Appointed as a member of External Audit Committee (EAC) of International Monetary Fund (IMF), Washington D.C., United States of America; Audit Committee of United Nations Children's Fund (UNICEF), New York, USA; Appellate Authority constituted under section 22A of the Chartered Accountants Act, 1949; Member at MAT - Ind AS Committee of CBDT; also on the Board of several Listed Public & Private Limited Companies as Independent Director and Chairman of Audit Committee and trustee and Treasurer, Global Vipassana Foundation, an internationally renowned Trust which has constructed Global Pagoda in Mumbai.

In the Past he has been President, The Institute of Chartered Accountants of India (ICAI); President, The Confederation of Asian and Pacific Accountants (CAPA); Board Member, International Federation of Accountants (IFAC); Member & Chairperson of Audit Advisory Committee of United Nations Development Programme (UNDP), New York; Member, Steering Committee of United Nations for Comprehensive Review of Governance and Oversight within the United Nations, and its funds, programme and specialized agencies; Member, Appellate Authority constituted under section 22A of the Chartered Accountants Act, 1949.

Maj. Gen. (Retd.) Raj Krishan Malhotra was commissioned into the infantry (JAT Regiment) in 1971 and had the good fortune to actively take part in the 1971 Indo-Pak war. Recognition by the President of India include award of the Ati Vishisht Sewa Medal (AVSM) and Vishisht Sewa Medal (VSM). He has been significantly involved in either planning or participating at various levels of operational engagements by the Indian Army. He was responsible for the Interim National Command Post during the Indian response to Tsunami. His responsibilities included monitoring and coordinating the effort towards Humanitarian Assistance and Disaster Relief. Later as the Assistant Chief of Integrated Defence Staff, he formulated the first Long Term Prospective Plan for the three Services so as to provide basic inputs to the Defence Acquisition Committee (DAC). He was responsible for conducting the first multi-national exercise in India in which 35 countries participated. He has visited USA, Japan, and Singapore as a part of Government delegations. He has been the member Secretary of a National Level Task Force on Indegenisation of Defence Products and improvement of processes and policy. He has also been the chief functionary for reviewing and reorganisation of various establishments for improving efficiency and effectiveness. His academic qualifications include an MPhil and MSc.



Director

He also raised the Centre of Joint Warfare Studies (CENJOWS) and was its first Executive Director. He subsequently joined the Prime Minister's Office (PMO) as a part of the National Security Council Secretariat (NSCS) and remained there for nearly eight years.

He ceased to be a director of CONCOR due to his sudden and untimely demise on 16.06.2017.