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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.

Thirtieth Annual General Meeting on Thursday, 20th September, 2018 at 04.00 p.m.

The Annual Report can be accessed at www.concorindia.com



10 YEARS FINANCIAL/PHYSICAL PERFORMANCE (YEAR WISE DATA)

FINANCIAL PERFORMANCE

(₹ in Crore)

S.NO	PARTICULARS	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18
1	Total Income (Including other Income)	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	6,469.71
	- Operating Income	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	6,167.12
	- Other Income	211.09	180.05	197.26	316.54	337.22	371.72	359.21	317.48	289.24	302.59
2	Expenditure (Incl. increase/decrease in stock)	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	4,684.32
3	Operating Margin (1-2)	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	1,785.39
4	Interest Expenses	-	-	-	-	-	-	-	0.15	3.66	0.09
5	Depreciation	115.91	135.10	145.23	158.49	172.71	189.33	372.69	347.76	351.82	392.65
6	Profit before Tax	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	1,392.65
7	Profit after Tax	791.20	786.69	875.95	877.88	940.03	984.76	1,047.55	950.82	858.02	1,049.04
8	Other Comprehensive Income	-	-	-	-	-	-	-	1.24	(3.14)	5.70
9	Total Comprehensive Income	791.20	786.69	875.95	877.88	940.03	984.76	1,047.55	952.06	854.88	1,054.74
10	Dividend declared for the year	181.98	181.98	201.48	214.47	227.47	239.82	261.27	263.21	369.96	416.76
11	Profit & Loss Account Balance	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	8,070.17
12	General Reserve	380.28	458.95	546.54	634.33	728.33	761.81	866.57	945.26	1,031.06	1,087.22
13	Term Loan	-	-	-	-	-	-	-	-	-	-
14	Reserves & Surplus (11+12)	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	9,157.39
15	Fixed Assets (Gross Block)	2,640.95	2,988.86	3,286.15	3,503.78	3,994.43	4,469.63	5,191.77	#3147.34	4,067.62	4,733.21
16	Sundry Debtors	15.72	17.64	17.27	19.59	25.74	32.98	36.57	49.26	42.48	60.40
17	Foreign Exchange Earnings	-	-	-	-	-	-	-	-	-	-
18	Share Capital	129.98	129.98	129.98	129.98	129.98	194.97	194.97	194.97	194.97	243.72
19	Capital Employed	3,507.20	4,100.33	4,962.42	5,557.11	6,073.22	6,426.30	6,687.68	7,314.45	7,712.65	8,199.80
20	Government Investment	82.00	82.00	82.00	82.00	82.00	120.49	120.49	110.73	106.84	133.56
21	Net Worth (14+18)	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	9,401.11
22	Profit Before Tax to Capital Employed (6÷19)	0.29	0.25	0.21	0.21	0.20	0.20	0.19	0.18	0.15	0.17
23	Operating Margin to Capital Employed (3÷19)	0.33	0.28	0.24	0.24	0.23	0.23	0.25	0.23	0.20	0.22
24	Profit after Tax to Share Capital (7÷18)	6.09	6.05	6.74	6.75	7.23	5.05	5.37	4.88	4.40	4.30
25	Expenditure to Income (2÷1)	0.69	0.71	0.70	0.69	0.71	0.72	0.72	0.73	0.74	0.72
26	Number of Employees	1,176	1,129	1,147	1,164	1,198	1,324	1,335	1332	1474	1,473
27	Income per Employee (1÷26)	3.09	3.44	3.52	3.76	3.96	4.05	4.45	4.68	4.00	4.39
28	Foreign Exchange Earnings Per Employee (17÷26)	-	-	-	-	-	-	-	-	-	-
29	Current Ratio	3.51	4.05	5.59	5.73	5.55	5.19	4.71	6.28	5.49	4.66
30	Debt/Equity Ratio (13÷21)	-	-	-	-	-	-	-	-	-	-
31	Investments	203.08	240.54	243.96	293.10	482.16	864.03	1,154.75	1,357.58	1,373.72	1,389.02

PHYSICAL PERFORMANCE (TEUs)*

1	International Handling	1854959	1882277	2018551	2136000	2152034	2361429	2621385	2475868	2641695	3001948
2	Domestic Handling	453273	538970	543746	468311	433652	507183	489371	448178	460516	529952
3	Total (1+2)	2308232	2421247	2562297	2604311	2585686	2868612	3110756	2924046	3102211	3531900

* 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

Shri Pradip K. Agrawal
Director (Domestic Division)

Shri Sanjay Swarup
Director (Intl. Marketing & Opn.)

Shri Rahul Mithal
Director (Projects & Services), w.e.f. 29.09.2017

Shri Sanjay Bajpai
Director

Shri Manoj Kumar Srivastava
Director, w.e.f. 30.04.2018

Shri Kamlesh Shivji Vikamsey
Director

Shri Sanjeev S. Shah
Director

Ms. Vanita Seth
Director, w.e.f. 21.09.2017

Shri Lov Verma
Director, w.e.f. 21.09.2017

Shri Anjaneya Prasad Mocherla
Director, w.e.f. 21.09.2017

Shri Deepak Shetty
Director, w.e.f. 14.07.2018

Maj. Gen. (Retd.) Raj Krishan Malhotra
Director, upto 16.06.2017

Shri S.K. Sharma
Director, upto 26.09.2017

Dr. P. Alli Rani
Director (Finance), upto 03.10.2017

Shri Prabhas Dansana,
Director (w.e.f. 27.10.2017 upto 18.04.2018)

COMPANY SECRETARY

Shri Harish Chandra
Executive Director (Finance)
& Company Secretary

STATUTORY AUDITORS

M/s Arun K Agarwal & Associates
New Delhi

BRANCH AUDITORS

M/s More V & 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 Thacker Butala Desai
Mumbai

M/s Manmohan Singh & Co.
New Delhi

M/s MAP & Associates
New Delhi

BANKERS

Andhra Bank

Axis Bank Ltd

Canara Bank

Central Bank of India

Citi Bank

Corporation 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

Vijaya Bank

YES Bank Ltd

Registrar & Share Transfer Agent

M/s. Beetal Financial & Computer
Services (P) Ltd., New Delhi



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
(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 done M.A., LLB and MBA (Finance). 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.



Director
(Intl. Marketing & Operations)

Shri Sanjay Swarup took over as Director (International Marketing & Operations), CONCOR w.e.f. 01.09.2016. 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. He 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.

BOARD OF DIRECTORS OF CONCOR

Director
(Projects & Services)

Sh. Rahul Mithal is from the Indian Railways Service of Mechanical Engineers (SCRA 1985 Batch). He has had a long stint of more than 20 years in various key positions in Indian Railways. He has a wide exposure of various aspects of Design and Maintenance of Rolling Stock and Handling Equipment and has held various key assignments of Operations and Maintenance in the Railways. In the last 6 years in CONCOR, he has been closely associated with the Planning, Execution and Monitoring of various mega Projects and has played a key role in drafting the Strategic Plan : Vision 2020 of the Company. He also holds the additional qualification of MBA (Finance) from Jamnalal Bajaj Institute of Management Studies, Mumbai and is a Fellow of the Institution of Mechanical Engineers (UK) and a Chartered Engineer registered with the Engineering Council (UK).



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.



Director

Shri Manoj Kumar Srivastava, Executive Director/Traffic Transportation (Freight), Railway Board, is an officer of the Indian Railway Traffic Service of 1988 batch. He is a Post-Graduate in Geology and has vast experience in Railway Operations, Commercial working and General Administration. He has worked at various senior positions in the Indian Railways which include Dy. COM/FOIS, Dy. COM/Goods, Sr. DOM at Moradabad, Director (Co-ord), CFTM at Northern Railway and ED/PP and is presently posted as Executive Director/Traffic Transportation (Freight), Railway Board. He has held the key charges of passenger operations, freight operations and general administration on Zonal Railways.



BOARD OF DIRECTORS OF CONCOR



Director

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.

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.



Director

Shri Sanjeev S. Shah is Science Graduate & Fellow member of The Institute of Chartered Accountants of India (ICAI). He also qualified as CFE (Certified Fraud Examiner) from ACFE, USA and CFrA (Certified Forensic & Audit Analyst) from CFPI, USA. He is Proprietor of Shah Sanjeev & Associates, Chartered Accountants, Baroda.

He is a Practicing Chartered Accountant over 25 years of experience in areas of Mergers & Acquisitions, Financial Due Diligence, Forensic Audit, Business Valuation & Acquisition strategies, Merchant Banking, Structured Finance & Information Security. Mr. Shah has presented Research Papers on "Virtual Learning" at II World Summit on Information Society held at Bilbao, Spain organized by United Nations, "Corporate Governance" held at London by World Council for Corporate Governance and on "Smart Phone and Identity Theft" published in "INFORMANT" magazine by National White Collar Crime Center (www.nw3c.org) established by US enforcement agencies viz. FBI, Homeland Security, DOJ USA.

Shri Sanjeev S. Shah had served as SEBI nominated Independent Director (ID) at Vadodara Stock Exchange & also as ID with some other Listed/Private Companies, Arbitrator with Vadodara Stock Exchange, Chairman of Baroda Branch of ICAI, Hon. Member of National White Collar Crime Research Consortium, sponsored by FBI, USA, Member of Regional Advisory Committee of Central Excise & Customs, Baroda Range, Govt of India. Presently he is a member of Managing Committee of Federation of Gujarat Industries (FGI), Baroda.

BOARD OF DIRECTORS OF CONCOR



Director

Ms. Vanita Seth, a familiar name in the Women Rights oriented work front, hails from Jodhpur, Rajasthan. An active member of Bharatiya Janata Party, she is the Former Women President of BJP Women Wing, Rajasthan. Her leadership qualities were utilized in the state for the activities like 'Beti Bachao Beti Padhao' movement. She is a member of a number of organizations like Social Welfare Board of India, Telephone Advisory Board and Devasthan Vibhag, Govt. of Rajasthan. Some of her key roles include providing telephone and internet connection in the remote areas of Rajasthan and also the renovation of many temples in Rajasthan.

The holder of a Masters Degree in Political Science as well as in Rajasthani, she had presented her thesis for Masters in Rajasthani.

An avid reader, she has herself conducted more than six mock parliaments in various girls colleges across the state. The potential of hers and the mettle have been proven in her fight against social injustice for women and fight for women rights. She is into full-fledged social services from last 15 years and has created a niche when it comes to Women empowerment in rural areas.

She has also cleared the Prelims of RAS and is waiting for the signature role to mark her presence in the fields of social and political welfare of women.



Director

Shri Lov Verma is an officer of the Indian Administrative Services of the 1978 batch, U.P. Cadre with over 37 years experience, including 3 years as Secretary to Government of India. He did M.A. in Political Science from University of Lucknow and M.A. in Rural Development from University of Reading, UK. He played a seminal role in the successful campaign for eradication of Polio, introduction of free third line treatment for HIV/AIDS patients and the mainstreaming of accessibility issues for persons with disabilities in India. While handling delivery of health services, he was engaged with issues of financing, personnel, creation of infrastructure and extensive co-ordination with multilateral agencies in the field of public health. While in service, he also led the following delegations:

2013: Chaired the UNAIDS Program Coordination Board in Geneva, Switzerland.
 2014: Led Indian delegation to Sydney and Manila with regard to eradication of Malaria under the Asia Pacific Leaders of the Malaria Alliance.
 2014: Leader of the Indian delegation to the first Global Health Security Agenda Commitment Development Meeting in Helsinki, Finland.

He superannuated on January 31, 2016 as Secretary to Government of India, Department of Empowerment of Persons with Disability, Ministry of Social Justice & Empowerment.



BOARD OF DIRECTORS OF CONCOR



Director

Shri Anjaneya Prasad Mocherla has done M.Sc. Statistics from Andhra University and also did MBA Banking and Finance from IGNOU. Acquired professional qualifications like CAIIB and CRB from Indian Institute of Banking and Finance and became Fellow member of the same Institute.

He joined Andhra Bank in 1978 as Probationary Officer and worked in various capacities in various places and further, as General Manager in charge of Mumbai Zone covering Maharashtra, Gujarat, Goa and Madhya Pradesh. In 2011 Ministry of Finance, Govt of India appointed him as Executive Director of Syndicate Bank and he then retired from its service on 30th Nov 2014. He has wide experience as board member and has been actively involved in board deliberations. He has headed various sub-committees of the board. He presided over the Board meetings in the regular vacancy of CMD and had driven the Bank to new milestones of business. At board level, he ensured good corporate governance, compliance to regulatory guidelines and good risk management practices. At operations level he had overseen all functions of the bank like Planning, Branch Expansion, HR, Recovery Management, Balance sheet, Audit and Accounts, Inspection and Credit, etc. He was an active member of many functional committees of the bank, including ALCO, Risk Management Committee, Investment committee, etc. He is interested in banking related subjects and contributed articles to banking journals and BANCON. Post retirement he was appointed as a member of Interview Committee for selection for top management cadre of a PSB.



Director

Shri Deepak Shetty was a senior career civil servant in the Government of India. He was a direct recruit member of the 1980 batch of the Indian Revenue Services (Customs and Central Excise). He had multiple official assignments in his career spanning 36-1/4 years. In his first central deputation stint, he was the Additional Textile Commissioner in the office of the Textile Commissioner, Govt. of India at Mumbai for 5 1/4 years from 1996 to 2001. In his second central deputation term, he had served as the Joint Director General of Shipping and then on a continuum as the Director General of Shipping, Govt. of India, at Mumbai--cumulatively for about 6 consecutive years from 2011 to 2016. He was eventually empanelled and posted as the Secretary to the Government of India--the highest rank in the civil services in India.

He had successfully dealt with and resolved numerous international issues, including in global forum such as the United Nations, International Maritime Organisation, INTERPOL, Contact Group on Piracy off the Coast of Somalia etc.

He has rich all-round expertise in maritime, law enforcement, legal, crisis management, personnel, human resource development, transparency, business process engineering & automation matters, inter-alia.

He is a highly decorated civil servant, having bagged numerous awards and commendations at the national, regional and international levels, throughout his service career. Illustratively, he is the recipient of the Presidential Award of Appreciation Certificate for a Specially Distinguished Record of Service on the occasion of the Republic Day, 2002, Commendation for Meritorious and Sincere Services Rendered, bestowed on the International Customs Day, 2002 etc. He has also been honoured by the Hon'ble Minister for External Affairs, Govt. of India, Hon'ble Minister for Maritime and Foreign Affairs, Govt. of Seychelles, Director (Maritime Security), INTERPOL, amongst others, for his outstanding contributions to multiple global level issues.

LETTER FROM CHAIRMAN AND MANAGING DIRECTOR

Dear Fellow shareholders,

Greetings !

It is my privilege to communicate with you through my second letter after I took over as Chairman and Managing Director of CONCOR.

As per report of International Monetary Fund (IMF) global economy grew at 3.8% during the year 2017 whereas the GDP in India grew at 6.7% during 2017-18. With various inspiring steps taken by the Government in the past such as Make in India, Digital India, Creation of Infrastructure, Sagarmala Project and Implementation of GST etc. the growth momentum in the Indian Economy is likely to continue.

Your Company's business is majorly dependent upon overall global and EXIM trade of the country. It was yet another year of low growth rate of global economy and the geopolitical uncertainties are continuing. In the EXIM trade of the country due to higher imports, the trade gap is widening. In this external environment with our focused approach, right strategies and hard work & dedication of our team, CONCOR has performed well during the year 2017-18.

In the year 2017-18, Indian Railways registered growth of 4.77% in originating loading of cargo, from 1,108.79 million tonnes in 2016-17 to 1,161.66 million tonnes in the current year. The originating containerized cargo transported by rail increased from 47.60 million tonnes in 2016-17 to 54.31 million tonnes in 2017-18, an increase of 14.10%. The containers handled at all ports of the country registered a growth of 11.63% from 13.16 million TEUs in 2016-17 to 14.69 million TEUs in 2017-18.

Overcoming the challenging external environment, your Company has delivered good performance during 2017-18. It has transferred by rail 39.97 million tonnes of cargo volume in 2017-18, an increase of 15.19% over previous year. It handled physical volume of 3.53 million TEUs, registering a growth of 13.85% over the previous year. In the EXIM and domestic segments, the volumes handled were 30,01,948 TEUs and 5,29,952 TEUs, an increase of 13.64% and 15.08% respectively over the previous year. During the year, it achieved a gross turnover and net profit of ₹6,470 crores and ₹1,049 crores respectively. The net worth of your Company increased to ₹9,401 crores from ₹8,846 crores in the previous year. The handling volumes, gross turnover and net profit for the year 2017-18 were the highest ever achieved by the Company in a year.

The long term business outlook for the logistic sector is positive and therefore creation of infrastructure is need of the hour to meet the industry requirements in future. During the year, the company has spent an amount of around ₹857 crores toward capital expenditure mainly on creation of new terminals, expansion of existing ones and acquisition of wagons & container etc. Development of several Multi Modal Logistics Parks (MMLPs) across India is being done, which will result in business growth through substantial augmentation of handling capacity, locational advantage, value added services and exposure to other segments of value chain.

With rising competition particularly from the road sector, our endeavor is to retain our market share in rail containerized transportation as well as creating new business verticals. Your Company believes in sustainable and responsible growth and is taking innovative steps in marketing and meeting customer's expectations towards reliable and cost effective services. We continue to expect good results from double stack running from Mundra/Pipavav Ports to Khatuwas and vice-versa which has not only helped in containing the cost of empty running but has also helped in enhancing rail co-efficient & made our services more competitive.

In order to expand the business of our Company & to move towards the provision of complete logistics services, your Company has formulated strategies which include setting up of MMLPs at vantage locations along the Dedicated Freight Corridors (DFCs) and major industrial states, setting up Private Freight Terminals (PFTs) with road bridging solutions venturing internationally, extensive use of information technology, setting up extended gateway facility, providing value added services i.e. cross docking, wrapping, labelling, palletisation, bar coding and mobile app etc. We are following a focused approach and have plans in place to implement the strategies so as to move on the path of higher growth trajectory in the times to come.

Your company is well poised to reap the benefits from the opportunities emerging from GST implementation and eyeing new business avenues in the field of warehousing, e-commerce and 3PL etc. We are committed to provide best quality services to our customers and our ethos is "Customer Value Creation".

Your company believes that signs of economic recovery coupled with growth in manufacturing sector, which is likely to gain impetus with the Make in India initiative will give boost to our growth plans. The large number of Industrial Parks, SEZs etc. being established by State Governments and Ports offer your Company an excellent opportunity for



serving as logistics partner for the states/industrial estates through arrangements of mutual benefits. There is tremendous business potential for providing logistics services in air cargo, automobile sector, food supply chain management, distribution logistics, integrated logistics & manufacturing zones (ILMZ) and coastal shipping, which are also areas of diversification and the Company has already taken steps to move into such areas.

The Company is committed for digital transformation to leverage our IT capabilities to achieve the competitive advantage. It has taken many IT initiatives, which include providing continuous cargo visibility to its customers through mobile app., SMS facility and our interactive website.

Your Company has always followed transparent practices in doing its businesses particularly in the areas of Corporate Governance and its Social Responsibilities, which has created an environment of trust among all its stakeholders. The CSR initiatives taken by the Company in the field of education, health, environment sustainability and skill development etc. have touched and positively impacted the lives of many underprivileged people across the country. An amount of ₹16.22 crores was spent on various CSR projects during the year.

I would like to thank you for the unstinted support and trust in the Company. I would also like to place on record my sincere appreciation for Company's Board of Directors and Ministry of Railways for their continued guidance and support. I would like to express my gratitude to all our shareholders, esteemed customers and our business associates for having reposed faith in our efforts, which has helped us to earn their confidence. I want to assure you that the talented, dedicated and highly motivated team of CONCOR will take the Company to new pinnacles of success in the future.

With best wishes,

Date:21.08.2018
Place: New Delhi

Sd/-
(V Kalyana Rama)
Chairman and Managing Director