



# Annual Report 2020-21

## वार्षिक रिपोर्ट - 2020-21



### CONTAINER CORPORATION OF INDIA LTD.

(A Navratna CPSE of Government of India)

### A Multi-Modal Logistics Company



THINK CONTAINER, THINK CONCOR

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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.

**Thirty Third Annual General Meeting on Wednesday, 29<sup>th</sup> September, 2021 at 03.00 p.m.**

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

## **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)

Shri Manoj Kumar Dubey  
Director (Finance) & CFO

Shri Manoj Singh  
Director, w.e.f. 30.09.2020

Shri Rajesh Argal  
Director, w.e.f. 13.05.2021

Shri Jayasankar M.K.  
Director

Shri Manoj Kumar Srivastava  
Director, upto 18.09.2020

Ms. Vanita Seth  
Director, upto 19.09.2020

Shri Lov Verma  
Director, upto 19.09.2020

Shri Anjaneya Prasad Mocherla  
Director, upto 19.09.2020

Shri Ashutosh Gangal  
Director, upto 27.10.2020

Shri Deepak Shetty  
Director, upto 13.07.2021

## **COMPANY SECRETARY**

Shri Harish Chandra  
Executive Director (Finance) & Company  
Secretary

## **STATUTORY AUDITORS**

M/s S. N. Nanda & Co.  
New Delhi

## **BANKERS**

Axis Bank Ltd.  
Bandhan Bank Ltd.  
Bank of Baroda  
Bank of Maharashtra  
Bank of India  
Canara Bank  
City Union Bank Ltd.  
DCB Bank Ltd.  
Federal Bank Ltd.  
HDFC Bank Ltd.  
ICICI Bank Ltd.  
Indian Bank  
IndusInd Bank Ltd.  
Indian Overseas Bank  
Kotak Mahindra Bank Ltd.  
Punjab National Bank  
RBL Bank Ltd.  
State Bank of India  
Tamilnad Mercantile Bank Ltd.  
UCO Bank  
Union Bank of India

## **REGISTRAR & SHARE TRANSFER AGENT**

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



TEN YEARS FINANCIAL/ PHYSICAL PERFORMANCE

FINANCIAL PERFORMANCE

S. No.	PARTICULARS	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
1	Total Income (Including other Income)	4,377.49	4,743.38	5,356.27	5,944.44	6,239.21	5,805.36	6,459.75	7,216.14	6,753.52	6,670.44
	-Operating Income\$	4,060.95	4,406.16	4,984.55	5,585.23	5,921.73	5,516.12	6,157.16	6,881.91	6,473.79	6,384.96
	-Other Income	316.54	337.22	371.72	359.21	317.48	289.24	302.59	334.23	279.73	285.48
2	Expenditure (Incl. increase/decrease in stock)	3,037.35	3,358.59	3,882.69	4,277.30	4,583.35	4,304.17	4,681.36	5,101.94	4,798.86	5,352.10
3	Operating Margin (1-2)	1,340.14	1,384.79	1,473.58	1,667.14	1,655.86	1,501.19	1,778.39	2,114.20	1,954.66	1,318.34
4	Interest Expenses	-	-	-	-	0.15	3.66	0.09	0.74	36.07	33.96
5	Depreciation	158.49	172.71	189.33	372.69	347.76	351.82	392.65	424.58	513.00	521.92
6	Profit before Tax	1,181.65	1,212.08	1,284.25	1,294.45	1,307.95	1,145.71	1,385.65	1,688.88	1,405.59	762.46
7	Exceptional items	-	-	-	-	-	-	-	-	881.63	83.36
8	Profit before tax (after Exceptional items)	1,181.65	1,212.08	1,284.25	1,294.45	1,307.95	1,145.71	1,385.65	1,688.88	523.96	679.10
9	Profit after Tax	877.88	940.03	984.76	1,047.55	950.82	835.20	1,044.46	1,215.41	375.78	503.33
10	Other Comprehensive Income	-	-	-	-	1.24	(3.14)	5.70	(1.86)	(10.33)	(7.89)
11	Total Comprehensive Income	877.88	940.03	984.76	1,047.55	952.06	832.06	1,050.16	1,213.55	365.45	495.44
12	Dividend declared for the year	214.47	227.47	239.82	261.27	263.21	369.96	416.76	520.95	219.35	304.65
13	Profit & Loss Account Balance	4,842.12	5,422.82	6,028.53	6,574.15	7,205.43	7,597.35	8,042.77	8,915.39	8,574.68	8,663.35
14	General Reserve	634.33	728.33	761.81	866.57	945.26	1,031.06	1,087.22	1,147.83	1,185.41	1,235.74
15	Short Term Working Capital loan	-	-	-	-	-	-	-	700.65	-	-
16	Reserves & Surplus (13+14)	5,476.45	6,151.15	6,790.34	7,440.72	8,150.69	8,628.41	9,129.99	10,063.22	9,760.09	9,899.09
17	Fixed Assets (Gross Block)#	3,503.78	3,994.43	4,469.63	5,191.77	#3,147.34	4,067.62	4,733.21	5,703.81	7,037.93	7,822.69
18	Sundry Debtors	19.59	25.74	32.98	36.57	49.26	42.48	60.40	88.36	159.13	155.48

# 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.

@ Current Ratio from the FY 2015-16 onwards derived as per Ind-AS and for previous periods as per Old GAAP.

**PHYSICAL PERFORMANCE (TEUs)\***

\*Twenty Foot equivalent units



**SHRI V. KALYANA RAMA**  
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. 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.

As Chairman & Managing Director of CONCOR, he has piloted several new initiatives touching every aspect of CONCOR's working. CONCOR's structural reorganization was carried out to replace hierarchical organization with a flat two tier structure. E-office was successfully implemented to ensure a paperless ecosystem which was also faster, flexible and efficient. He introduced several new business initiatives such as container warehousing concept, First Mile – Last Mile services, bulk movement of commodities, incentivising empty container movement for export, extended gate facility etc. He was also instrumental in introduction of container train operations to Bangladesh. With an eye on the future, he introduced high carrying capacity (34T) ISO Containers and ensured first ever acquisition of 25 T axle load, high speed BLCS wagons (container flats). CONCOR has embarked on system enhancing IT initiatives such as Automatic Bill Payments, integration of ORACLE financials with commercial applications, implementation of e-billing and Mobile Apps for customers and employee grievance redressal.



**SHRI PRADIP K. AGRAWAL**  
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.

Under his leadership, Domestic Division of CONCOR has shown significant growth since July, 2016. The originating Domestic volume grew by CAGR 6.51% over last five years. There has been an overall improvement in the revenue per TEU, operating margin and profitability. Various new initiatives have also been taken by bringing new segment of traffic, introducing Corporate customers, bringing Business Associates Policy, etc. which has been able to attract more market share. The other new initiatives include Bulk loading cargo, Distribution Logistics, First Mile Last Mile (FMLM) services & Container Warehouse in CONCOR.

As in-charge of HR, he brought large number of new HR initiatives, introduced E-office and reorganized Company structure from three tier to two tier functioning. Effectively managed during pandemic period, without stoppage of work and maintained supply of essential commodities. Created new division of HSE (Health, Safety & Environment) to take care of health of employees & stakeholders during Covid-19.



**SHRI SANJAY SWARUP**  
Director (International Marketing & Operations)

Shri Sanjay Swarup has done his B.E. (Hons.) – Electronics and Communication Engineering from IIT Roorkee and PGDM (Public Policy and Management) from IIM Bangalore. He belongs to 1990 Batch of Indian Railway Traffic Service (IRTS). His more than three decades career spans a range of assignments in Public Sector and Government. He started his career in Bharat Heavy Electricals Ltd. (BHEL) and worked there for more than 4 years. Thereafter, he has worked with Indian Railways in various areas like Operations, Commercial, Safety and Information Technology functions. He has worked in Container Corporation of India Ltd. (CONCOR) in various capacities in Operations and Management of Dry Ports, International Marketing, Commercial and Operations at Pan India level. He has rich experience in the design of Dry Ports and Multi Modal Logistics Parks (MMLPs). He is deeply involved in the Strategic Planning function of the Company. He has been trained at Maxwell School of Syracuse University (USA), Antwerp Port, Belgium and at several Institutes in India. Shri Sanjay Swarup has presented number of papers in leading National and International conferences in the areas of Multi Modal Logistics, Dry Ports and Supply Chain Management. He is life member of Chartered Institute of Logistics and Transport (CILT), Asian Institute of Transport Development (AITD), Centre for Transportation Research and Management (CTRAM) and All India Management Association (AIMA).





**SHRI RAHUL MITHAL**  
Director (Projects & Services)

Shri Rahul Mithal is from the Indian Railways Service of Mechanical Engineers (SCRA 1985 Batch). He 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).

He is the functional Director incharge of the Projects & Services wing of CONCOR, comprising of the Civil, Electrical, Mechanical & IT departments, responsible for the design, planning & execution of all the Projects.

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. He was associated with a number of large-scale modernization projects which involved an in-depth analysis of the existing infrastructure, assessing the requirements and executing the work while not affecting the current operations.

In the past more than 10 years in CONCOR, he has played a key role in the design of mega MMLPs and ensuring the timely construction of more than 20 MMLP/Warehousing projects.

Many of the above projects involved the extensive use of IT and he has been associated with a number of digitization initiatives for CONCOR.



**SHRI MANOJ KUMAR DUBEY**  
Director (Finance)

Shri Manoj Kumar Dubey took over as Director (Finance) & CFO, CONCOR w.e.f. 31.10.2018. He has done under graduation and post-graduation from the Hindu College of the University of Delhi. Before clearing Civil Service in very first attempt and joining IRAS of 1993 batch, he worked with UTI for two years in blazing the trail in the arena of educating and assimilating rural masses into various lucrative schemes of Mutual Funds. He has done MBA from Indian School of Mines, Dhanbad and was conferred the overall Silver Medal for the batch 2011-13 from the then President of India for topping the batch.

A recipient of National Award for outstanding service at Minister of Railways level in the year 2011 and he has paved the path in Indian Railways in ushering - payment of salaries almost 100% through Bank, e-Tendering, e-Auction, payment of the contractor/ supplier through RTGS/NEFT, computerization of bill passing / pension settlement and PF etc. Attained several milestones in systems improvement and contributing phenomenally in operations, incentives and staff posting policy. He has vast experience of Train Operation Management and Freight Loading Mechanism having worked as Head of Finance of three major loading divisions of Indian Railway viz., Dhanbad, Asansol and Mughalsarai for nearly fifteen years.

Being entrusted as Director/Executive Director in PPP Directorate and Finance Commercial Directorate in Railway Board for last five years, Shri Dubey has been associated in many prestigious projects like setting up of Loco Factories through PPP/FDI for Indian Railways at Madhepura and Mahrora; has been functioning pivotally in High Speed Rail of Indian Railways, and that in Dedicated Freight Corridor of Railways as key financial advisor to Infrastructure Directorate. He has also developed expertise in Tariff structuring of freight and passenger trains as well as for catering and tourism contracts at strategic level. He has the experience of drafting many Cabinet Notes and has vast experience of International Competitive Bidding for Mega Projects. Shri Dubey was in the Board of Directors of a Joint Venture Company of General Electricals of USA and IR, Alstom of France and IR, and a Joint Venture Company of NMDC, SAIL and Indian Railways.

Apart from excelling in professional responsibilities, he has been equally active in the field of Promotion and Administration of Sports as well as Indian Classical Dance and Music. He has been the Manager/ Government Observer in many an Overseas Global Tournament.