



MEMORANDUM OF UNDERSTANDING

FOR

2018 - 2019

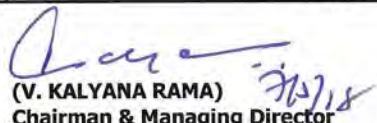
BETWEEN

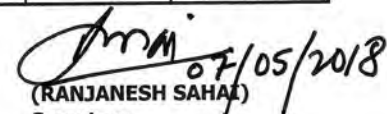
CONTAINER CORPORATION OF INDIA LTD.
(CONCOR)

AND

MINISTRY OF RAILWAYS

CONTAINER CORPORATION OF INDIA LIMITED								
Compulsory Parameters (PART-A)								
Sl:No:	Financial Performance Criteria	Unit	Marks	MoU Target for 2018-19				
				Excellent (100%)	VG (80%)	Good (60%)	Fair (40%)	Poor (20%)
1	Turnover: Revenue from Operations	Rs.in Cr.	10	6100	5900	5700	5500	5300
2	Operating Profit/Revenue from Operation: Operating profit as a percentage of Revenue from operations (Net).	%	20	13.80%	13.25%	12.75%	12.25%	11.75%
3	Return on Investment: PAT /Average Net Worth	%	20	8.50%	8.00%	7.50%	7.00%	6.50%
TOTAL			50					
Other Parameters (Part-B)								
Applicable to all Operating CPSEs except CPSEs in Finance Sector								
4	Capacity Utilisation: Total Container Handling (Lakh TEUs)	TEUs	10	37	35.5	34	33	32
5	Production Efficiency Parameters							
5(A)	Reduction in Time taken for handling of Trains in top 10 Terminals by volume of traffic handled over previous year (%)	%	4	5	4	3	2	1
5(B)	Increase in double stack trains over previous year (No. of trains/day)	No. of trains/day	3	15	12	10	8	6
6	CAPEX	Rs.in Cr.	8	750	700	675	650	625
7	Percentage of Value of CAPEX contracts/Projects running / completed during the year without time / cost overrun to total value of CAPEX contracts running / completed during the year	%	3	100	90	80	70	60
8	Reduction in Claims against the Company not acknowledged as debt (Overall)	%	3	8	6	4	2	1
9	Return (share of profit/loss) on Investment in Joint Ventures (Excl. HALCON)	%	5	6.75	6.65	6.60	6.55	6.50
10	Reduction in Loss in subsidiaries over previous year.	%	4	50	40	30	20	10
11	Human Resource Management:							
11(A)	Assessment of level in line with People Capability Maturity Model (PCMM) or its equivalent in the CPSE & placing the matter before the Board for taking a decision whether to go for up-gradation in level and, if yes, getting the approval for the timelines from the Board and if no, justifiable reason to be recorded in the Board Resolution (Date)	Date	4	15.12.18	15.01.19	31.01.19	15.02.19	28.02.19
11(B)	Online Human Resource Management Systems (HRMS) Implementation (consisting of online employee data administration, employee self-service, exit procedure, talent management, etc.) and its integration with finance.	Date	6	15.12.18	15.01.19	31.01.19	15.02.19	28.02.19
TOTAL			50					

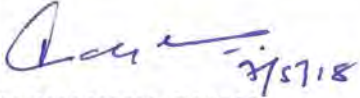

 (V. KALYANA RAMA)
 Chairman & Managing Director
 on behalf of
 Container Corporation of India Ltd.

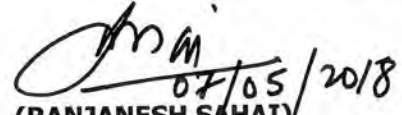

 (RANJANESH SAHAI)
 Secretary
 Railway Board
 on behalf of Govt. of India

(Rs. In Crores)

Detailed Chart of CAPEX for MoU 18-19 under "item no.:10"

Sl.No.	Name of Project	Cost of the Project	Date of completion of the Project	Milestone during the year in case of project is not be completed during the year	Date of Milestone	CAPEX during the year
1	Kathuwas (Alwar, Rajasthan)	493.17	12/2019	Terminal Development Works comprising of CC Block Pavement work, approach road and warehouse.	31.03.2019	20.20
2	Swaroopganj (Sirohi, Rajasthan)	102.13	12/2020	Terminal Development Works comprising of Earthwork, GSBC, WMM, DLC, Cross Drainage works, P.way works, external electrification.	31.03.2019	24.33
3	Barhi (Gannaur/Haryana)	346.32	03/2020	Terminal Development Works comprising of CC Pavement work, internal road, parking area, drainage system, admin building, electric sub station, boundary wall, warehouse, water supply work, gates, restroom, septic tanks, toilet blocks at both end of track, UG tank, security cabin, track work.	31.03.2019	18.82
4	Varnama (Vadodara)	343	12/2019	Terminal Development Works comprising of Earthwork, GSBC, WMM, DLC, Roads, Major Drain RCC Box, M-50 CC Paver Block, Supply of P.Way material & Linking of Railway Track, Administrative Building & Warehouse, Electrical Works.	31.03.2019	14.93
5	Nagpur (Mihan/Maharashtra)	305	03/2019	Terminal Development Works comprising CC pavement, M-50 grade CC paver block, warehouses, buildings and electrification works.	31.03.2019	11.86
6	Kakinada (West Godavari/Andhra Pradesh)	235	12/2020	Terminal Development Works comprising of earth work, approach road, CC pavement, road bridge, boundary wall, warehouse, admin building and electrification.	31.03.2019	12.00
7	Tihi (Indore/Madhya Pradesh)	174	08/2019	Terminal Development Works comprising of earth work, boundary wall, pavement, warehouse, administrative building, drainage system, external and internal electrification and allied works, manufacturing, supplying and laying heavy duty M-50 CC blocks for CC pavement.	31.03.2019	7.31
8	Balli, Near Madgaon (Goa)	40	03/2019	Terminal Development Works comprising of earthwork, boundary wall, pavement, warehouse, administrative building, drainage system, RCC bridge, external and internal electrification and allied works, manufacture, supply and laying heavy duty M-50 CC Blocks for CC pavement.	31.03.2019	8.69
9	Krishnapatnam (Andhra Pradesh)	70	12/2020	Terminal Development Works comprising of earth work, approach road, CC pavement, road bridge, boundary wall, warehouse, admin building and electrification.	31.03.2019	8.85
10	Mundra (Gujarat)	116.04	03/2020	Terminal Development Works comprising of earth work, approach road, CC pavement, road bridge, boundary wall, warehouse, admin building and electrification.	31.03.2019	10.45


(V. KALYANA RAMA)
CHAIRMAN & MANAGING DIRECTOR
CONCOR


(RANJANESH SAHAI)
SECRETARY
RAILWAY BOARD

Self Declaration/Certification by CPSE

It is hereby certified that the targets and actual achievements in respect of MOU parameters have been worked out as per MOU Guidelines by adopting the norms and definitions laid down in Guidelines for MoU for the year 2017-18 and onwards. In case, any deviation is found at any point of time, of appraisal of performance, DPE is free to evaluate the performance as per MOU Guidelines. CPSE has no right of claim in this regard.



(V.KALYANA RAMA),

Chairman & Managing Director
Container Corporation of India Ltd.