



MEMORANDUM OF UNDERSTANDING

FOR

2016 - 2017

BETWEEN

CONTAINER CORPORATION OF INDIA LTD.  
(CONCOR)

AND

MINISTRY OF RAILWAYS

\*\*\*\*\*

Annexure-I

CONTAINER CORPORATION OF INDIA LIMITED

FORM-I

PART-A

Sl. No.	Evaluation Criteria	Unit	Wt.	MOU Targets 2016-17				
				Ex.	V. Good	Good	Fair	Poor
i	Capacity Utilisation: EXIM Container handling.	Nos. TEUs	8	2802800	2669333	2535866	2409073	2288619
		Domestic Container Handling.	Nos. TEUs	2	485869	462732	439595	417616
ii	A. Efficiency Parameters (Physical operations): Increase in average number of containers (in TEUs) handled per CONCOR owned wagons over the previous year	%	10	10	5	4	3	2
		B. Technology up-gradation: Implementing E-filing & KYC in no. of terminals	Nos	5	6	4	3	2
iii	Leveraging Net Worth: CAPEX	Rs Cr	15	1150	1000	950	900	850
		Monitoring Parameter: Percentages 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.	%	5	100	90	80	70
v.	Turnover for Operations: Revenue from Operations (Net of excise duty)	Rs. Cr.	5	6567.50	6254.76	5942.02	5629.28	5316.55
		Operating Profit/ Surplus: Profit Before Tax(excluding Other Incomes, Extraordinary and Exceptional Items)	Rs. Cr.	10	875	825	775	725
vii	Early signs of weakness: Reduction in Claims against the Company not acknowledged as debt, over the previous year in r/o CPSEs & others	%	5	5	4	3	2	1
		Marketing efficiency ratios	%	5	1.75	1.50	1.25	1.00
viii	A. Increase in % share of CONCOR in total container traffic carried by Indian Railways over the previous year	%	5	1.5	2	3	4	5
		B. Trade Receivables as percentage of Revenue from Operations (Gross)	%	5	4.20	3.33	2.70	2.13
ix	Return on Investment: a. Profit Earning CPSEs:	%	5	40.00	35.00	30.00	25.00	20.00
		i. Dividend /PAT	%	10	10.50	9.50	9.00	8.50
	ii. PAT / Net Worth or Shareholders Fund	%	5	4.20	3.33	2.70	2.13	1.60
		iii. Dividend/ Networth	%	5	4.20	3.33	2.70	2.13

MoU 2016-17  
Approved by IMC  
Signed

*[Handwritten Signature]*  
CONCOR

*[Handwritten Signature]*

# Annexure-I


x	Sector/ CPSE specific targets	Rs. Cr.		6	7	8	9	10
		2	3					
	Return from investment in Joint Ventures							
	To take a decision on the future of FHEL and completion of actions in line with the decision (within the control of the CPSE)							
	<b>Total</b>		<b>100</b>					

**Notes:**

- 1 The targets are based on Provisional figures submitted by the CPSE for 2015-16. In case of better performance, the difference between actual achievement for the year 2015-16 and estimates submitted by the CPSE, shall be added to the targets of 2016-17.
- 2 At the time of MoU Evaluation, wherever the figures are not verifiable from the Annual Report, verification of the same would be done on the basis of certification/ resolution by Board of Directors.
- 3 The targets decided in MoU are unconditional and no offset will be allowed in any condition. Further evaluation would be subject to compliance of additional eligibility criteria as contained in para 14.2 and 14.3 of MoU guidelines 2016-17.



**(ANIL K. GUPTA)**  
Chairman & Managing Director  
On behalf of  
Container Corporation of India Limited

**MoU 2016-17**  
**Approved by IMC**  
Signed 



**(R.K. VERMA)**  
Secretary  
Railway Board  
On behalf of  
Government of India

Anna-II

Details of 10 Critical Projects to be monitored

S. No.	Location	Approx Area allotted/applied ( in acres)	Sanctioned Project Cost (₹ in Crores)	Proposed Exp. in 2016-17 (₹ in Crores)
1	Kathuwas	280.07	493.17	77.18
2	Swaroopganj	384	471.82	20.25
3	Vishakhapatnam	97.98	387.7	152.25
4	Barhi	71	300	51.25
5	Vernama	146.15	343.27	92.25
6	Nagpur ( near Khapri Rly Station )	109.3	305	90.25
7	Jharsuguda	27.41	95	27.18
8	Naya Raipur	112.95	206.71	57.25
9	Tihi	90	173.88	40.25
10	Krishnapatnam	142	70	11.25
	Total	Total	2846.55	619.36

8/11/17  
CONCOR



FORM- I (Applicable for ALL CPSEs except CPSEs Under Closure/ Under construction) PART-B TREND ANALYSIS

Sl. No.	Evaluation Criteria	Unit	Financial Year						
			2016-17	2015-16	2014-15	2013-14	2012-13	2011-12	
			Projected (VG)	Actual					
i.	Capacity Utilization (Based on Part A)	Nos TEUs							
	(a) EXIM Container Handling		2669333	2475868	2621385	2361429	2152034	236000	
	(b) Domestic Container Handling		462732	448178	489371	507183	433652	463311	
ii.	Efficiency Parameters (Physical operations)- Based on Part A								
iii.	CAPEX	Rs Crore	1000	1057.82	1036.73	1147.83	739.63	415.01	
iv.	Paid-Up Share Capital	Rs Crore	194.97	194.97	194.97	194.97	129.98	129.98	
v.	Accumulated Reserves	Rs Crore	8382.54	7910.86	7440.72	6790.34	6151.15	5476.45	
vi.	Net worth	Rs Crore	8577.51	8,105.83	7635.69	6985.31	6281.13	5606.43	
vii.	Borrowings (shown in Non-current Liability)	Rs Crore	0	0	0	0	0	0	0
viii.	Borrowings/Net Worth	%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
ix.	Percentages 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 (wherever applicable)	%							
x.	Revenue from Operations (Gross)	Rs. Crore	6254.76	5,742.58	5573.70	4984.55	4406.16	4060.95	
xi.	Revenue from Operations (Net of excise duty)	Rs. Crore	6254.76	5,742.58	5573.70	4984.55	4406.16	4060.95	
xii.	Profit before Tax	Rs. Crore	1128.56	1,060.97	1294.45	1284.25	1212.08	1181.65	
xiii.	Other Income - Interest	Rs. Crore	245.77	290.02	323.05	305.86	297.66	258.74	
	- Dividend		8.74	8.17	6.03	6.13	6.87	3.32	
	- Others		49.72	46.47	41.66	59.73	32.69	54.48	
	- Total		304.23	344.66	370.74	371.72	337.22	316.54	



xiv.	Extraordinary Items	Rs. Crore	-0.67	-0.63	-0.12	0	0	0	0
xv.	Exceptional Items	Rs. Crore	0	0	0	0	0	0	0
xvi.	Profit before Tax (excluding Other Extraordinary and Exceptional Items)	Rs. Crore	825	716.94	923.83	912.53	874.86	865.11	
xvii.	Profit After Tax	Rs. Crore	815.01	786.93	1047.55	984.76	940.03	877.88	
xviii.	Revenue from Operations (Net)/Total Expenses (excluding extra ordinary/ exceptional items, if shown separately and Tax (Income Tax) Expense)	%	115.19	114.27	119.87	122.41	124.77	127.07	
xix.	Closing Inventory of finished goods	Rs. Crore	NA	NA	NA	NA	NA	NA	NA
xx.	Closing Inventory of Work-in-progress	Rs. Crore	NA	NA	NA	NA	NA	NA	NA
xxi.	Sale of Products (Net of Excise duty)	Rs. Crore	NA	NA	NA	NA	NA	NA	NA
xxii.	Number of days of Inventory of finished goods and Work-in-progress to Sale of Products (Wherever applicable)	No. of Days	NA	NA	NA	NA	NA	NA	NA
xxiii.	Trade Receivables of over 6 months	Rs. Crore	16.41	4.92	3.81	5.81	5.30	5.15	
xxiv.	Trade Receivables (Total)	Rs. Crore	125.1	37.51	36.57	32.98	25.74	19.59	
xxv.	Trade Receivables as percentage of Revenue from Operations (Gross)	%	2.00	0.65	0.66	0.66	0.58	0.48	
xxvi.	Cash and Bank Balance	Rs Crore	2241.58	2387.07	2592.05	2555.25	2920.22	2761.5	
xxvii.	PAT/ Net worth	%	9.50	9.71	13.72	14.10	14.97	15.66	
xxviii.	Dividend/PAT	%	35.00	33.45	24.94	24.35	24.20	24.43	
xxix.	Dividend/Net Worth	%	3.33	3.25	3.42	3.43	3.62	3.83	
xxx.	Claims against the Company not acknowledged as debt	Rs Crore							
	By Central Government Departments		1845.56	927.15	926.70	427.97	374.28	311.87	
	By State Departments of Local Bodies		21.29	21.29	20.90	5.69	17.41	17.72	
	By CPSEs		6.83	6.83	6.33	5.38	1.06	1.04	
	By Others		342.71	342.71	433.54	430.59	451.59	473.69	
xxxi.	CPSE specific/Sector specific (List all from Part A)	%							
xxxii.	Resources Raised		Nil	Nil	Nil	Nil	Nil	Nil	
xxxiii.	Surplus Redeployed		471.68	470.14	733.66	704.18	674.7	628.62	

# Annex III

Major Expenses												
1.	Rail Freight Expenses	3945.26	3644.71	3239.65	2952.48	2579.93	2316.57					
2.	Road Freight Expenses	133.54	123.37	134.43	128.49	119.53	124.03					
3.	Handling Expenses	229.54	212.05	217.84	200.57	163.62	142.11					
4.	Land License Fee	113.71	105.03	117.77	113.32	95.98	93.82					
5.	Other Operating expenses	135.62	125.29	121.07	117.92	97.90	99.64					
6.	Staff Cost	177.73	153.88	157.92	123.51	107.23	99.91					
7.	Administrative Expenses	311.52	296.69	288.50	246.40	194.40	161.27					

xxxiv.

MEMORANDUM OF UNDERSTANDING (2016-17)  
BETWEEN CONTAINER CORPORATION OF INDIA LIMITED (CONCOR)

&

MINISTRY OF RAILWAYS

1. MISSION AND OBJECTIVES OF CONCOR

1.1 CONCOR - CORPORATE MISSION

- ❖ The mission of the company is to join its community partners and stake holders to make CONCOR a company of outstanding quality.
- ❖ To provide responsive, cost effective, efficient and reliable logistics solutions to its customers through synergy with community partners and ensuring profitability and growth.
- ❖ To be the first choice for its customers. The company also remains firmly committed to its social responsibility and prove worthy of trust reposed in it.

1.2 CONCOR - CORPORATE OBJECTIVES

- ❖ To be a customer focused, performance driven, result oriented organization, focused on providing value for money to its customers.
- ❖ To maximise productive utilisation of resources, deliver high quality of services and be recognised as setting the standards for excellence.
- ❖ To constantly look for new and better ways to provide innovative services. It will aim for customer convenience and satisfaction, learn from its competitors and always strive for excellence.

  
CONCOR





- ❖ To set measurable performance goals to support the objectives and mission of the organisation and work as a professional, competent and dedicated team for the organisation to achieve excellence in all areas of business and operations.
- ❖ To follow highest standards of business ethics and add social value for the community at large by discharging social obligations as a responsible corporate entity.
- ❖ To maintain absolute integrity, honesty, transparency and fair play in all its official dealings and strive to maintain high standards of morality.

## **2. PERFORMANCE ASSESSMENT TARGETS AND THEIR DETERMINATION**

Enclosed as Annexure-I.



(ANIL K. GUPTA)

**CHAIRMAN & MANAGING DIRECTOR  
CONCOR**



(R.K.VERMA)

**SECRETARY  
RAILWAY BOARD**

Annexure - V

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 MOU Guidelines for the year 2016-17. In case, any deviation is found at any point of time, DPE is free to evaluate the performance as per MOU Guidelines. CPSE has no right of claim in this regard.



(Anil K. Gupta)  
Chairman & Managing Director  
Container Corporation of India Ltd.