



MEMORANDUM OF UNDERSTANDING

FOR

2017 - 2018

BETWEEN

CONTAINER CORPORATION OF INDIA LTD.
(CONCOR)

AND

MINISTRY OF RAILWAYS

CONTAINER CORPORATION OF INDIA LIMITED
Compulsory Parameters (PART-A)

MoU Target for 2017-18

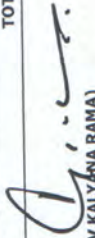
Sl:No:	Financial Performance Criteria	Unit	Marks	Excellent (100%)	VG (80%)	Good (60%)	Fair (40%)	Poor (20%)
1	Turnover: Revenue from Operations	Rs.in Cr.	10	6050	5750	5500	5200	5000
2	Operating Profit/ Revenue from Operation: Operating profit as a percentage of Revenue from operations (Net).	%	20	17.10	16.60	16.10	15.60	15.10
3	Return on Investment: PAT / Average Net Worth	%	20	10.80	10.20	9.60	9.00	8.40
TOTAL			50					


Other Parameters

(Part-B)

Applicable to all Operating CPSEs except CPSEs in Finance Sector

4	Capacity Utilisation: Total Container handling	TEUS	10	3347500	3190000	3100000	3000000	2900000
5	Production Efficiency Parameters							
5(A)	Running of Time Tabled Trains (Avg. Nos per week)	Nos	3	9	8	7	6	5
5(B)	Time taken for handling of Trains in top 10 Terminals by volume of traffic handled	Hrs	5	6	6.5	7.0	7.5	8.0
6	CAPEX	Rs.in Cr.	9	800	750	730	710	690
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	%	5	100	90	80	70	60
8	Reduction in Claims against the Company not acknowledged as debt, over the previous year.	%	5	5	4	3	2	1
9	Return (share of profit/loss) on Investment in Joint Ventures (Excluding HALCON)	%	3	3.80	3.60	3.40	3.20	3.00
10	HRM Related Parameters							
10(A)	On - Line submission of ACR/APAR in respect of all executives (E0 and above) along with compliance of prescribed timelines w.r.t writing of ACR/APAR (% of numbers of executives)	%	2	100	95	90	85	80
10(B)	On line Quarterly Vigilance Clearance updation for Senior Executives (E5 and above) (% of number of senior executives)	%	2	100	95	90	85	80
10(C)	Preparation of succession plan and its approval by Board of Directors (Date)	Date	2	30.09.17	15.10.17	31.10.17	15.11.17	30.11.17
10(D)	Holding of DPC without delay for executive (E0 and above level) %	%	2	100	95	90	85	80
10(E)	Talent management and carrier progression by imparting at least one week training in Centre of Excellence e.g IITs, IIMs, NITs, ICAI etc.(In India) (% of executives)	%	2	10	9	8	7	6
TOTAL			50					


(V.KALYANA RAMA)
 Chairman & Managing Director
 On behalf of
 Container Corporation of India Limited


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

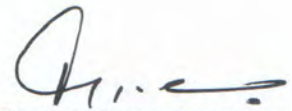
Detailed Chart of CAPEX for MoU 17-18 under "item no.x 'c'"

SI.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	03/2018	Terminal Development Works comprising of CC Block Pavement work, balance work of service building, drain work, retaining wall.	31.03.2018	41
2	Swaroopganj (Sirohi, Rajasthan)	164.61	03/2019	Terminal Development Works comprising of Earthwork, GSBC, WMM, DLC, Cross Drainage works, P.way works, external electrification.	31.03.2018	21.25
3	Vishakapatnam (Andhra Pradesh)	387.7	03/2018	Terminal Development Works comprising of Earth work, minor and major bridges, P-way linking, NH access works, CC pavement, warehouses & admin building and electrification.	31.03.2018	46
4	Barhi (Gannaur/Haryana)	346.32	03/2019	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.	31.03.2018	46.25
5	Vermama (Vadodara)	343.27	03/2019	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.	31.03.2018	42.25
6	Nagpur (Mihan/Maharashtra)	305	03/2019	Terminal Development Works comprising of boundary wall, railway track, CC pavement, M-50 grade CC paver block, warehouses, truck parking, road, buildings and electrification works.	31.03.2018	31.25
7	Kakinada (West Godavari/Andhra Pradesh)	234.5	03/2019	Terminal Development Works comprising of earth work, approach road, CC pavement, road bridge, boundary wall, warehouse, admin building and electrification.	31.03.2018	11.25
8	Naya Raipur (Chattisgarh)	206.71	03/2018	Terminal Development Works comprising of boundary wall, railway track, warehouses, CC pavement, M-50 grade CC paver block, truck parking, approach road, chain link fencing, high level platform, drain, buildings and electrification works.	31.03.2018	23.25
9	Tihi (Indore/Madhya Pradesh)	173.88	03/2019	Terminal Development Works comprising of earth work, boundary wall, pavement, warehouse, administrative building, drainage system, RCC bridge, external and internal electrification and allied works, supply of P-way material and laying and linking of railway track siding at New Yard, manufacturing, supplying and laying heavy duty M-50 CC blocks for CC pavement.	31.03.2018	35.75
10	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, supply of P-way material and laying and linking of railway track siding at New Yard, manufacture, supply and laying heavy duty M-50 CC Blocks for CC pavement.	31.03.2018	10.97



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 2017-18. 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.