

कॉन/आइआरसी/SE/104/Vol-VII/  
दिनांक: 26.09.2023

1. The Bombay Stock Exchange Ltd., Mumbai (Through BSE Listing Centre)  
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Exchange Plaza, 5th Floor, Plot No. C/1,G Block  
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**Sub: Appointment of Shri Sanjay Swarup, Director (IM&O)/CONCOR to the post of CMD/CONCOR.**

**Ref: Our Letter of even No. 31.08.2023.**

Kindly refer to our above letter intimating about the order received from Ministry of Railways, Government of India for appointment of Shri Sanjay Swarup, Director (International Marketing & Operations), CONCOR to the post of Chairman and Managing Director/CONCOR. We would like to inform that as per the said order of Ministry of Railways and in terms of the applicable provisions, on the recommendation of Nomination & Remuneration Committee, the Board of Directors in its meeting held today, have appointed Shri Sanjay Swarup (DIN: 05159435), who is the existing Director (International Marketing & Operations), as Chairman and Managing Director (CMD) of CONCOR from the date of his assumption of charge of the post on or after 01.10.2023 and till 31.07.2026 (i.e. the date of his superannuation) or until further orders, whichever is earlier.

In compliance with SEBI Circular No.LIS/COMP /14/2018-19 dated 20.06.2018 and as per the confirmation received from Shri Sanjay Swarup, it is confirmed that he has not been debarred from holding the office of Director by virtue of any SEBI order or any other such authority. He has further confirmed that he holds 550 equity shares of CONCOR. His brief profile is enclosed.

This is for your kind information and record.

धन्यवाद।

भवदीय,  
कृते भारतीय कंटेनर निगम लिमिटेड,

(हरीश चन्द्रा)  
कार्यकारी निदेशक (वित्त) एवं क. स.



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### **SHRI SANJAY SWARUP**

Shri Sanjay Swarup is working as Director (International Marketing and Operations) in Container Corporation of India Limited (CONCOR), a Navratna CPSE under Ministry of Railways, Government of India. He 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).

Mr. Swarup has extensive experience of leadership roles in CPSE and Government, he is working as Director on the Board of CONCOR, a leading multimodal logistics company of India since September 2016 managing around 80% of Company's business: Marketing, Operations, Infrastructure development & Strategic planning.

He is an expert in design, operation & management of Dry ports & MMLPs and has got rich experience in Railway operations, commercial and I.T. functions. Mr. Swarup has designed/commissioned and operationalized 15 greenfield MMLPs (@INR 3 billion each), took several IT initiatives in the Company like KYCL/Logistics App/Digital workplace solution/AI based TMS and introduced innovative marketing strategies like business solutions/long term agreements/credit policy to make CONCOR the market leader. He was instrumental in running of Time tabled container trains and streamlined the Double stack container trains, thereby saving 48% expenses on empty flat wagons. He was actively involved in negotiations and signing of INSTC MoU/service agreement with JSC Russian Railways (RZDL), streamlined intermodal operations to Nepal & Bangladesh and was instrumental in operation & management of the only rail connected Dry port in Nepal. He organized export of multimodal cargo to Iran in CONCOR owned containers and introduced passive cooling technology in India in collaboration with a Japanese company. He also ensured Continuous cargo visibility to customers and chat based customer grievance system. He played a key role in Company's restructuring from 3-tier to 2-tier, bringing administrative efficiency and financial savings.

He has been trained at Maxwell School of Syracuse University (USA), Antwerp Port, Belgium and at several Institutes in India. Mr. 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).

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