

MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding is made on this day of 28th Nov. 1996 between the Container Corporation of India Ltd. having its office at Kanishka Office Plaza, Ashok Road, New Delhi - 110001, India.

AND

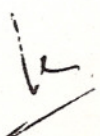

The Asian Institute of Transport Development, having its office at E-5, Qutab Hotel, New Delhi - 110016, India.

The Container Corporation of India Ltd. (CONCOR) is a Company engaged in the business of multi-modal transport. It was incorporated in 1988 with the following broad objectives :

- To carry on the business of multi-modal transport operators, general carrier of international and domestic cargo within India and abroad.
- To set up and manage consolidation and cargo handling terminals.
- To provide warehousing facilities in India and abroad.
- To provide technical know-how and management services in areas relating to multi-modal transport.

The Corporation became operational in 1988-89 and during the last seven years has emerged as a major multi-modal transport organisation for domestic as well as international containerised traffic and for providing support infrastructure.

The Asian Institute of Transport Development (AITD) is an inter-disciplinary centre for research, studies and training covering the transport sector as a whole. Besides meeting the national





requirements it also promotes inter-country co-operation in the Asia Pacific region. The main objectives of the Institute are :

- To sponsor, promote and co-ordinate studies and research in matters of transport policy, inter-modal systems and other related areas;
- To promote management and operational efficiency of transport services;
- To organise appropriate training programmes both at the institutional and individual levels;
- To foster regional co-operation in the transport sector.

Set up in 1990, as a non-profit-making autonomous body, the Institute has emerged as a centre of excellence in studies and training in the transport sector in the regional perspective of Asian countries. Its associate country members includes : Bangladesh, Bhutan, Cambodia, India, Indonesia, Iran, South Korea, Malaysia, Myanmar, Nepal Philippines, Sri Lanka, Thailand and Vietnam. At the national level it has established networking with research bodies, academic and technical institutions in the country.

The two organisations, viz., CONCOR and AITD, have developed expertise in their respective specialisation. CONCOR has gained experience as well as recognition in introducing and expanding inter-modal transport facilities in India to facilitate convenient, speedy and efficient means of transporting goods both within and outside the country. The AITD, being a research organisation with several Asian countries and transport organisations as its members, is carrying out in-depth studies on the transport infrastructural facilities in individual countries in the Asian region. The two organisations can, therefore, usefully co-operate with each other and work jointly in undertaking and implementing projects within and outside India. Specifically the organisations will mutually benefit through collaboration in the areas of research, training, trade facilitation and other aspects of modern multi-modal transport systems. To achieve these objectives it is agreed that :

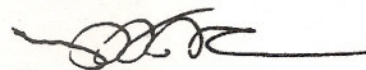


- (i) AITD will share its research studies with CONCOR in the area of multi-modal transport.
- (ii) AITD will provide its expertise to support CONCOR in activities relating to human resource development in areas of multi modal transport.
- (iii) AITD will draw on the expertise of CONCOR while undertaking studies involving particularly multi-modal aspects both at national and regional level.
- (iv) CONCOR will use the expertise of AITD to carry out studies relating to economic and financial aspects of their operations including in particular trade facilitation to promote container services.
- (v) Where necessary CONCOR and AITD will provide jointly consultancy services in the field of inter-modal transport.

The Memorandum of Understanding is signed at New Delhi this day i.e. Thursday, November 28, 1996.



(C.M. KHOSLA)
ASIAN INSTITUTE OF
TRANSPORT DEVELOPMENT
NEW DELHI



(S.K. SHARMA)
MANAGING DIRECTOR
CONTAINER CORPORATION
OF INDIA LTD.
NEW DELHI