

Container Corporation

Estimate change	↔
TP change	↑
Rating change	↔

CMP: INR511

TP: INR590 (+16%)

Buy

Muted 1Q performance; DFC commissioning to drive volumes and earnings

Bloomberg	CCRI IN
Equity Shares (m)	762
M.Cap.(INRb)/(USDb)	388.8 / 4.1
52-Week Range (INR)	603 / 421
1, 6, 12 Rel. Per (%)	9/10/-11
12M Avg Val (INR M)	912

Financial Snapshot (INR b)

Y/E MARCH	2026	2027E	2028E
Sales	90.6	95.1	112.9
EBITDA	19.2	20.4	25.2
Adj. PAT	12.2	13.0	16.2
EBITDA Margin (%)	21.2	21.4	22.3
Adj. EPS (INR)	16.0	17.0	21.3
EPS Gr. (%)	(5.8)	6.2	25.1
BV/Sh. (INR)	169.2	177.1	187.0

Ratios

Net D:E	(0.3)	(0.3)	(0.3)
RoE (%)	9.7	9.8	11.7
RoCE (%)	10.1	10.3	12.0
Payout (%)	53.6	53.6	53.6

Valuations

P/E (x)	31.9	30.0	24.0
P/BV (x)	3.0	2.9	2.7
EV/EBITDA(x)	17.8	16.7	13.3
Div. Yield (%)	1.7	1.8	2.2
FCF Yield (%)	0.2	1.6	3.2

Shareholding Pattern (%)

As On	Jun-26	Mar-26	Jun-25
Promoter	54.8	54.8	54.8
DII	29.9	29.8	26.2
FII	7.9	8.3	12.7
Others	7.5	7.1	6.3

FII includes depository receipts

- Container Corporation's (CCRI) revenue stood flat YoY at INR21.5b during 1QFY27 (6% below our estimate). Total volumes grew 9% YoY to 1.4m TEUs, with EXIM/domestic volumes at 0.107m/0.33m TEUs, respectively (+10%/+6% YoY). Blended realization fell by ~8% YoY to INR15,333/TEU. EXIM/domestic realization stood at INR13,409/INR21,460 per TEU, respectively (-7%/-9% YoY).
- EBITDA margin came in at 20.2% (vs our estimate of 21.3%). EBITDA rose by 2% YoY to INR4.3b and was 10% below our estimate. APAT rose by 8% YoY to INR2.7b (10% below our estimate), in line with soft operating performance.
- Land license fee for 1QFY27 stood at INR1.12b. The Board has declared a dividend of INR1.6 per equity share, amounting to INR1.2b.
- CCRI reported a weak operating performance in 1QFY27, impacted by subdued scrap imports, which weighed on tonnage growth, along with lower lead distance and heavy rainfall in the Mumbai and Gujarat regions, adversely affecting margins. Realizations across both the EXIM and domestic segments remained under pressure due to the shorter lead distance. Growth was further constrained by intensifying competition, as the company continued to avoid low-margin business, resulting in a gradual erosion of market share. While 1Q was challenging, outlook remains bright with recent DFC commissioning. We largely maintain our FY27/FY28 estimates and would closely monitor the volume recovery following the commissioning of DFC connectivity. We expect revenue/EBITDA to register a CAGR of 8%/9% over FY26–28. **We reiterate our BUY rating with a TP of INR590, based on 16x FY28E EV/EBITDA.**

Key highlights from the management commentary

- Heavy rainfall in Mumbai and Gujarat disrupted operations during late 1Q and early 2Q, though the impact is expected to be temporary.
- West Asia geopolitical tensions had a limited impact during 1Q, except for weaker Morbi tile exports.
- Realizations were impacted by lower lead distance during the quarter, while weak scrap imports adversely affected tonnage and realizations despite higher container volumes.
- Management remains optimistic about sustained market share gains, margin expansion, and long-term road-to-rail modal shift, supported by DFC-led transit assurance.
- For FY27, CCRI has revised its guidance upwards to 18% growth in total volume (15%/25% growth in EXIM/domestic volumes).
- DFC was successfully commissioned in Jun'26. The rail coefficient at JNPT, currently at ~14.13%, is expected to rise to ~30% over the next three years, which is likely to drive strong growth in rail volumes.
- 1QFY27 originating volume for EXIM/Domestic stood at 0.56m/0.10m TEUs.

Alok Deora - Research analyst (Alok.Deora@MotilalOswal.com)

Shivam Agarwal - Research analyst (Shivam.Agarwal@MotilalOswal.com)

Investors are advised to refer through important disclosures made at the last page of the Research Report.

Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

Valuation and view

- While 1Q was challenging, the outlook remains encouraging, supported by the recent DFC commissioning. The company expects rail coefficient to improve gradually at JNPT with DFC connectivity in place.
- We largely maintain our FY27/FY28 estimates and would closely monitor the volume recovery following the commissioning of DFC connectivity.
- We expect revenue/EBITDA to register a CAGR of 8%/9% over FY26–28. **We reiterate our BUY rating with a TP of INR590, based on 16x FY28E EV/EBITDA.**

Standalone quarterly snapshot

Y/E March	FY26				FY27E				FY26	FY27E	FY27	(INR m)
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	Var.
Net Sales	21,495	23,514	23,017	22,568	21,540	23,825	24,385	25,367	90,595	95,117	22,855	(6)
YoY Change (%)	2.5	3.0	4.5	-1.1	0.2	1.3	5.9	12.4	2.2	5.0	6.3	
EBITDA	4,265	5,688	5,059	4,203	4,361	5,075	5,316	5,636	19,215	20,388	4,868	(10)
Margins (%)	19.8	24.2	22.0	18.6	20.2	21.3	21.8	22.2	21.2	21.4	21.3	
YoY Change (%)	-1.3	-1.1	10.4	-3.0	2.3	-10.8	5.1	34.1	1.2	6.1	14.1	
Depreciation	1,570	1,427	1,490	1,488	1,463	1,510	1,540	1,593	5,976	6,105	1,500	
Interest	164	177	196	206	191	195	200	214	744	800	160	
Other Income	935	959	953	891	939	940	970	939	3,738	3,788	900	
PBT before EO expense	3,465	5,043	4,325	3,400	3,646	4,310	4,546	4,769	16,233	17,270	4,108	
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0	0	
PBT	3,465	5,043	4,325	3,400	3,646	4,310	4,546	4,769	16,233	17,270	4,108	
Tax	888	1,275	1,034	818	870	1,084	1,143	1,204	4,015	4,300	1,033	
Rate (%)	25.6	25.3	23.9	24.0	23.9	25.2	25.2	25.2	24.7	24.9	25.2	
Reported PAT	2,577	3,768	3,291	2,582	2,777	3,226	3,403	3,565	12,218	12,970	3,075	(10)
Adj PAT	2,577	3,768	3,291	2,582	2,777	3,226	3,403	3,565	12,218	12,970	3,075	(10)
YoY Change (%)	0.9	-4.9	-4.2	-14.5	7.7	-14.4	3.4	38.1	-5.8	6.2	19.3	
Margins (%)	12.0	16.0	14.3	11.4	12.9	13.5	14.0	14.1	13.5	13.6	13.5	



Key highlights from the management commentary

Operational highlights

- In 1QFY27, CCRI reported 9% YoY growth in total volumes to 1.4m TEUs, led by 10%/6% growth in EXIM/domestic volumes to 0.107m/0.33m TEUs, respectively. However, revenue was flat YoY at INR21.5b due to an 8% YoY dip in blended realization to INR15,333/TEU. This was attributed to a continuous decline in domestic and EXIM realizations, which were the lowest since FY12.
- Realizations were impacted by lower lead distance during the quarter, while weak scrap imports adversely affected tonnage and realizations despite higher container volumes.
- Heavy rainfall in Mumbai and Gujarat disrupted operations during late 1Q and early 2Q, though the impact is expected to be temporary.
- West Asia geopolitical tensions had limited impact during 1Q, except for weaker Morbi tile exports.
- Management remains optimistic about sustained market share gains, margin expansion, and long-term road-to-rail modal shift, supported by DFC-led transit assurance.
- DFC was successfully commissioned in Jun'26. The rail coefficient at JNPT, currently at ~14.13%, is expected to rise to ~30% over the next three years, which is likely to drive strong growth in rail volumes.
- Management clarified that it continues to avoid low-margin business, prioritizing profitability over volume growth.
- CCRI's land license fee (LLF) stood at INR1.12b in 1QFY27.
- The company targets 100 terminals and 70,000 containers by 2028.

Volumes

- EXIM volumes stood at 0.107m TEUs (+10% YoY) and domestic at 0.33m TEUs (+6% YoY). EXIM realization fell 7% YoY to INR13,409/TEU, while domestic realization fell 9% YoY to INR21,460/TEU.
- The originating volume for EXIM/domestic stood at 0.56m/0.10m TEUs.
- Rail freight margin stood at 27.81%.
- Plans to launch assured transit services between JNPT and North India from October 2026 are expected to accelerate road-to-rail cargo conversion.
- In 1QFY27, the company reported a market share of 54.0% in EXIM (up 90bp YoY) and 58.7% in the domestic segment (up 370bp YoY), taking the overall market share to 55.2%. While market share improved during the quarter, it has witnessed a marginal decline over the longer term due to the company's conscious strategy of avoiding low-margin business. Nevertheless, the gradual erosion also reflects intensifying competition from private players across the industry.
- Management sees a significant opportunity in cement container transport, as only ~10% of cement is currently transported by rail, with the balance moving by road. The company has signed MoUs with Ultratech and Adani Cement to transport 100,000 tons of cement per month, with each of them to tap this opportunity.

Other highlights

- Nepal volumes rose 61% YoY in 1QFY27, supported by an increase in train movements from 69 to 111. The company also commenced services to Biratnagar (via Jogbani), alongside the existing Birgunj route, further expanding its cross-border logistics network.
- CCRI had signed an MOU for developing and managing Common Rail handling operations at Vadhavn port, which is expected to get commissioned by 2030. Total project investment amounts to ~INR5b.
- The company's capex guidance for FY27 stands at INR9.45b.
- Market share as of June'26: JNPT – 62.6%, Mundra – 34%, Pipavav – 48.2%. The market share in Mundra declined due to increased competition.

Guidance

- For FY27, CCRI has revised its guidance upwards to 18% growth in total volume (15%/25% growth in EXIM/domestic volumes).
- Management has guided for strong revenue growth, targeting ~INR150b in FY29, driven by robust traction in both EXIM and domestic segments. EXIM revenue is expected to expand at ~15% CAGR through FY29, supported by WDFC commissioning, ramp-up in double-stack volumes from Ahmedabad and Jodhpur, and throughput from new terminals at Mandalgarh, Jajpur, and Kadakola. Domestic revenue is guided to expand at ~20% CAGR through FY29, aided by incremental volumes from cement tank container contracts with UltraTech, JK Cement, and Adani Cement.
- DFC was successfully commissioned in Jun'26. This is expected to significantly enhance volumes, particularly by shifting light cargo from road to rail.

Exhibit 1: Our revised forecasts

(INR m)	FY27E			FY28E		
	Rev	Old	Chg(%)	Rev	Old	Chg(%)
Net Sales	95,117	96,277	-1.2	1,12,871	1,14,271	-1.2
EBITDA	20,388	21,217	-3.9	25,159	25,285	-0.5
EBITDA Margin (%)	21.4	22.0	-60.3	22.3	22.1	16.3
PAT	12,970	13,612	-4.7	16,232	16,326	-0.6

Source: Company, MOFSL

Key exhibits
Exhibit 2: Financial summary (INR m)

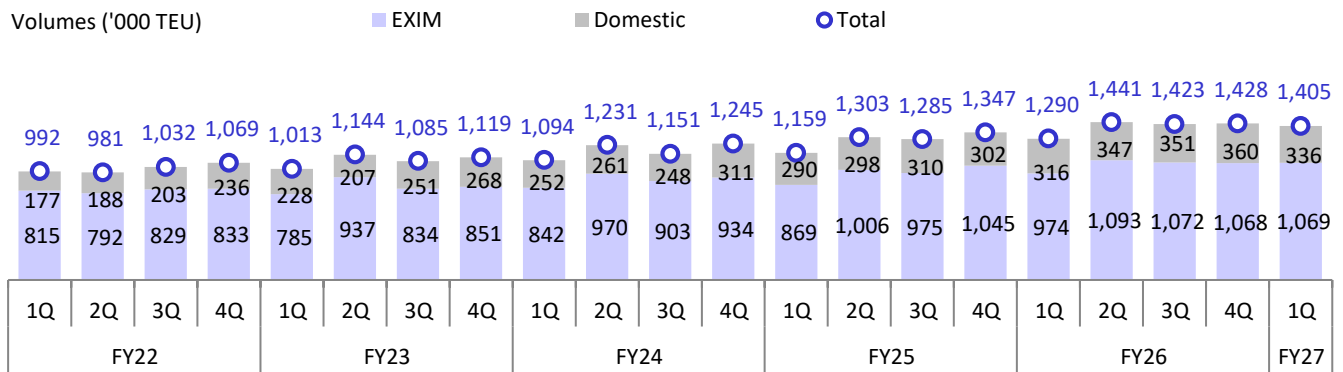
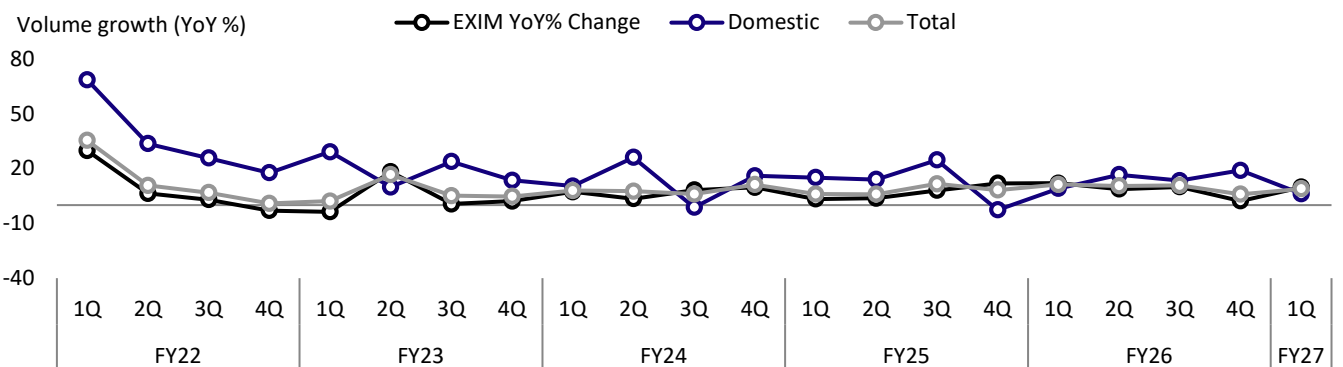
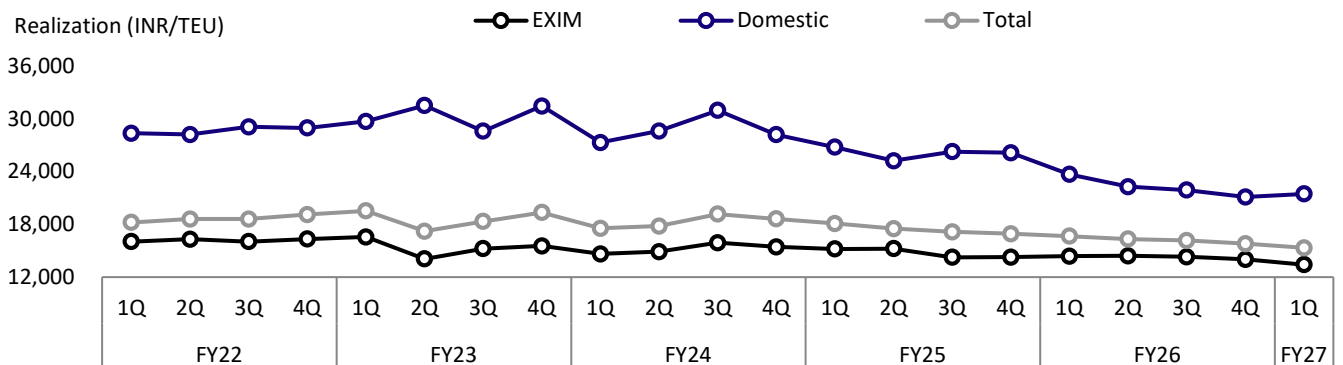
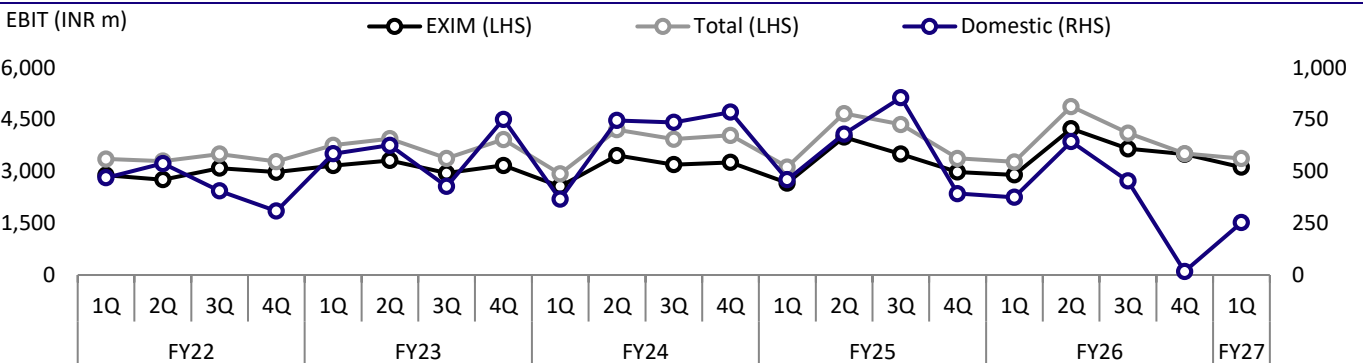
	1QFY26	2QFY26	3QFY26	4QFY26	1QFY27	YoY (%)	QoQ (%)
Net Sales	21,495	23,514	23,017	22,568	21,540	0%	-5%
Terminal & Service Charges	12,012	12,604	12,641	12,858	12,020		
Employee Expenses	1,463	1,155	1,250	1,326	1,135		
Other Expenses	3,757	4,067	4,068	4,181	4,025		
EBITDA	4,265	5,688	5,059	4,203	4,361	2%	4%
EBITDA margin (%)	20%	24%	22%	19%	20%		
Depreciation	1,570	1,427	1,490	1,488	1,463		
EBIT	2,694	4,261	3,569	2,715	2,899		
Interest	164	177	196	206	191		
Other Income	935	959	953	891	939		
PBT	3,465	5,043	4,325	3,400	3,646	5%	7%
Total Tax	888	1,275	1,034	818	870		
Tax rate (%)	26%	25%	24%	24%	24%		
PAT	2,577	3,768	3,291	2,582	2,777	8%	8%
EPS (INR)	3.4	4.9	4.3	3.4	3.6	8%	8%

Exhibit 3: Segmental revenue and profitability

	1QFY26	2QFY26	3QFY26	4QFY26	1QFY27	YoY (%)	QoQ (%)
Revenue (INR m)							
EXIM	14,008	15,774	15,332	14,972	14,335	2%	-4%
Domestic	7,487	7,739	7,685	7,597	7,205	-4%	-5%
Total Segment Revenue	21,495	23,514	23,017	22,568	21,540	0%	-5%
Segmental EBIT							
EXIM	2,900	4,239	3,658	3,501	3,123	8%	-11%
Domestic	375	644	454	17	254	-32%	1374%
Total	3,275	4,883	4,112	3,518	3,376	3%	-4%
EBIT Margin (%)							
EXIM	20.7%	26.9%	23.9%	23.4%	21.8%		
Domestic	5.0%	8.3%	5.9%	0.2%	3.5%		
Total	15.2%	20.8%	17.9%	15.6%	15.7%		

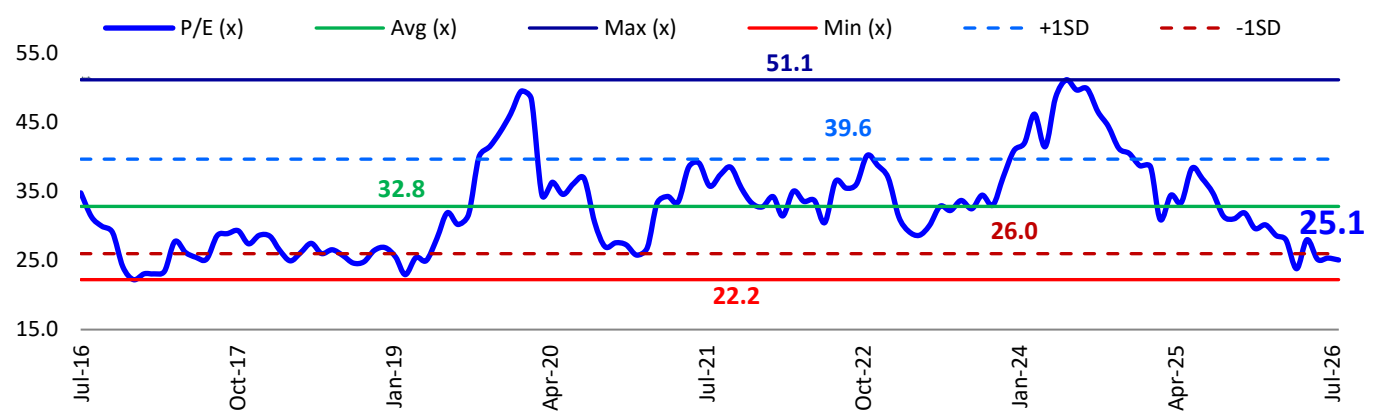
Exhibit 4: Realization snapshot

	1QFY26	2QFY26	3QFY26	4QFY26	1QFY27	YoY (%)	QoQ (%)
Volumes (TEU)							
EXIM	9,73,875	10,93,453	10,72,145	10,68,283	10,69,082	10%	0%
Domestic	3,16,226	3,47,271	3,51,121	3,59,819	3,35,739	6%	-7%
Total	12,90,101	14,40,724	14,23,266	14,28,102	14,04,821	9%	-2%
Realizations (INR / TEU)							
EXIM	14,384	14,426	14,300	14,015	13,409	-7%	-4%
Domestic	23,676	22,286	21,888	21,112	21,460	-9%	2%
Total	16,662	16,321	16,172	15,803	15,333	-8%	-3%
EBIT (INR/TEU)							
EXIM	2,978	3,877	3,412	3,277	2,921	-2%	-11%
Domestic	1,186	1,855	1,293	48	755	-36%	1480%
Total	2,539	3,389	2,889	2,464	2,403	-5%	-2%

Exhibit 5: Quarterly EXIM and domestic volume trends ('000 TEU)

Exhibit 6: Quarterly EXIM and domestic volume growth YoY

Exhibit 7: Quarterly EXIM and domestic per TEU realization trends (INR/TEU)

Exhibit 8: Quarterly EXIM and domestic EBIT trends (INR m)


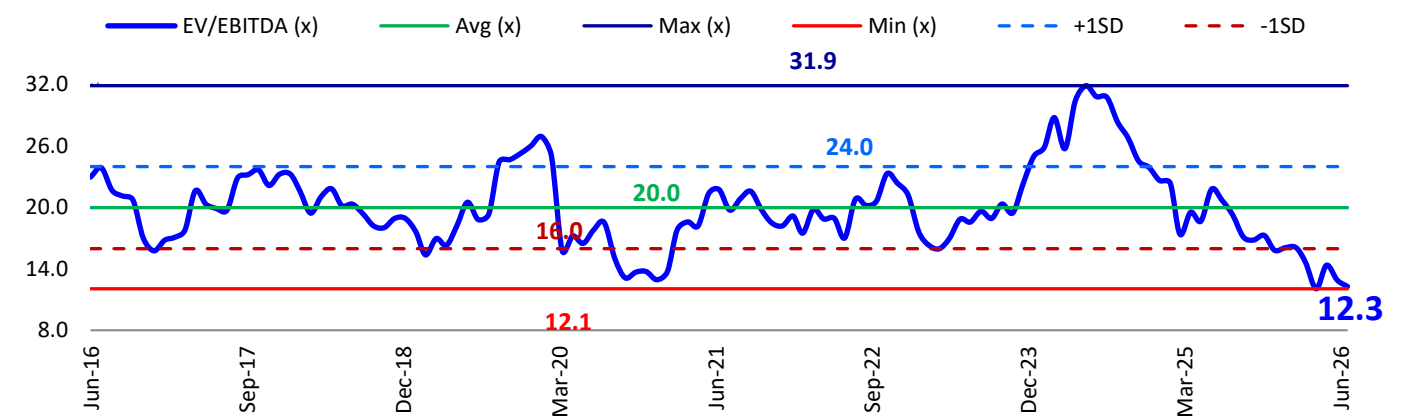
Source: MOFSL, Company

Exhibit 9: One-year forward P/E (x)



Source: Company, MOFSL

Exhibit 10: One-year forward EV/EBITDA (x)



Source: Company, MOFSL

Financials and valuations

Standalone – Income Statement

Y/E March (INR m)	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Total Income from Operations	75,945	81,034	86,325	88,634	90,595	95,117	1,12,871
Change (%)	18.9	6.7	6.5	2.7	2.2	5.0	18.7
Total Expenditure	58,661	62,613	67,029	69,648	71,379	74,729	87,712
As a percentage of Sales	77.2	77.3	77.6	78.6	78.8	78.6	77.7
EBITDA	17,284	18,421	19,296	18,986	19,215	20,388	25,159
Margin (%)	22.8	22.7	22.4	21.4	21.2	21.4	22.3
Depreciation	5,298	5,541	6,009	5,628	5,976	6,105	6,697
EBIT	11,986	12,880	13,287	13,357	13,239	14,283	18,462
Int. and Finance Charges	546	570	653	695	744	800	600
Other Income	2,631	3,240	3,783	4,652	3,738	3,788	3,838
PBT bef. EO Exp.	14,071	15,550	16,416	17,314	16,233	17,270	21,700
EO Items	-1	-13	-71	-333	0	0	0
PBT	14,070	15,537	16,345	16,981	16,233	17,270	21,700
Current Tax	3,805	3,840	3,983	3,778	3,906	4,300	5,468
Deferred Tax	-358	6	54	483	110	0	0
Tax	3,447	3,847	4,037	4,261	4,015	4,300	5,468
Tax Rate (%)	24.5	24.8	24.7	25.1	24.7	24.9	25.2
Reported PAT	10,623	11,691	12,308	12,720	12,218	12,970	16,232
Adjusted PAT	10,624	11,700	12,361	12,970	12,218	12,970	16,232
Change (%)	81.1	10.1	5.7	4.9	-5.8	6.2	25.1
Margin (%)	14.0	14.4	14.3	14.6	13.5	13.6	14.4

Standalone – Balance Sheet

Y/E March (INR m)	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Equity Share Capital	3,047	3,047	3,047	3,047	3,808	3,808	3,808
Total Reserves	1,04,727	1,09,403	1,15,077	1,20,448	1,25,089	1,31,106	1,38,636
Net Worth	1,07,773	1,12,450	1,18,123	1,23,495	1,28,897	1,34,914	1,42,444
Deferred Liabilities	0	0	0	0	0	0	0
Total Loans	0	0	0	0	0	0	0
Capital Employed	1,07,773	1,12,450	1,18,123	1,23,495	1,28,897	1,34,914	1,42,444
Gross Block	83,987	88,760	98,258	1,09,616	1,21,667	1,31,667	1,41,667
Less: Accum. Deprn.	30,079	35,369	40,911	46,539	52,515	58,620	65,317
Net Fixed Assets	53,908	53,391	57,347	63,076	69,152	73,047	76,350
Capital WIP	7,482	8,128	8,782	8,460	8,987	8,987	8,987
Total Investments	14,356	14,425	13,336	13,336	12,664	12,664	12,664
Curr. Assets, Loans, and Adv.	51,365	56,063	58,462	57,671	58,858	60,688	68,442
Inventory	307	372	499	497	519	533	625
Account Receivables	1,761	2,131	3,295	3,944	4,797	4,232	5,022
Cash and Bank Balance	28,879	30,479	32,389	35,622	33,642	36,024	42,896
Loans and Advances	20,419	23,081	22,279	17,609	19,899	19,899	19,899
Curr. Liability and Prov.	20,244	20,356	20,526	19,300	20,763	20,471	23,999
Account Payables	4,236	3,770	2,875	2,281	2,488	2,447	2,872
Other Current Liabilities	14,428	15,150	16,149	15,490	16,874	16,623	19,725
Provisions	1,579	1,436	1,501	1,530	1,401	1,401	1,401
Net Current Assets	31,122	35,707	37,936	38,370	38,095	40,217	44,443
Appl. of Funds	1,07,773	1,12,450	1,18,123	1,23,495	1,28,897	1,34,914	1,42,444

Financial and valuations

Ratio analysis

Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Basic (INR)							
EPS	13.9	15.4	16.2	17.0	16.0	17.0	21.3
Cash EPS	20.9	22.6	24.1	24.4	23.9	25.0	30.1
BV/Share	141.5	147.6	155.1	162.1	169.2	177.1	187.0
DPS	7.2	7.2	7.2	7.2	8.6	9.1	11.4
Payout (%)	51.6	46.9	44.6	43.1	53.6	53.6	53.6
Valuation (x)							
P/E	36.6	33.3	31.5	30.0	31.9	30.0	24.0
Cash P/E	24.4	22.6	21.2	20.9	21.4	20.4	17.0
P/BV	3.6	3.5	3.3	3.2	3.0	2.9	2.7
EV/Sales	4.6	4.2	4.0	3.8	3.8	3.6	3.0
EV/EBITDA	20.0	18.7	17.8	17.9	17.8	16.7	13.3
Dividend Yield (%)	1.4	1.4	1.4	1.4	1.7	1.8	2.2
FCF per share	12.2	13.3	9.7	13.7	1.2	8.3	16.2
Return Ratios (%)							
RoE	10.1	10.6	10.7	10.7	9.7	9.8	11.7
RoCE	10.5	11.0	11.1	11.2	10.1	10.3	12.0
RoIC	16.3	16.6	16.3	15.4	14.3	14.2	17.8
Working Capital Ratios							
Asset Turnover (x)	0.7	0.7	0.7	0.7	0.7	0.7	0.8
Inventory (Days)	1	2	2	2	2	2	2
Debtor (Days)	8	10	14	16	19	16	16
Creditor (Days)	38	31	21	17	18	18	20
Leverage Ratio (x)							
Current Ratio	2.5	2.8	2.8	3.0	2.8	3.0	2.9
Net Debt/Equity	-0.3	-0.3	-0.3	-0.3	-0.3	-0.3	-0.3

Standalone – Cash Flow Statement

Y/E March (INR m)	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
OP/(Loss) before Tax	14,070	15,537	16,345	16,981	16,233	17,270	21,700
Depreciation	5,298	5,541	6,009	5,628	5,976	6,105	6,697
Interest and Finance Charges	-1,302	-1,667	-2,428	-3,241	-2,994	-2,988	-3,238
Direct Taxes Paid	-3,568	-4,251	-4,255	-1,550	-4,015	-4,300	-5,468
(Inc.)/Dec. in WC	-1,003	-1,219	-1,946	-847	-1,704	260	2,645
CF from Operations	13,496	13,942	13,725	16,971	13,496	16,348	22,336
Others	-90	-117	-33	-319	0	0	0
CF from Operations incl. EO	13,406	13,825	13,692	16,652	13,496	16,348	22,336
(inc.)/dec. in FA	-5,945	-5,723	-7,809	-8,300	-12,578	-10,000	-10,000
Free Cash Flow	7,461	8,101	5,883	8,352	917	6,348	12,336
(Pur.)/Sale of Investments	595	-82	1,018	0	672	0	0
Others	1,858	-231	-41	2,286	3,738	3,788	3,838
CF from Investments	-3,492	-6,036	-6,832	-6,014	-8,169	-6,212	-6,162
Issue of Shares	0	0	0	0	762	0	0
(Inc.)/Dec. in Debt	0	0	0	0	0	0	0
Interest Paid	0	-1	-1	-2	-144	-200	0
Dividend Paid	-4,874	-7,311	-6,702	-7,311	-6,550	-6,953	-8,701
Others	-893	-1,079	-1,343	-1,775	-600	-600	-600
CF from Fin. Activity	-5,767	-8,392	-8,047	-9,088	-6,532	-7,753	-9,301
Inc./Dec. in Cash	4,146	-603	-1,187	1,550	-1,205	2,382	6,872
Opening Balance	24,732	31,082	33,576	34,072	34,847	33,642	36,024
Closing Balance	28,879	30,479	32,389	35,622	33,642	36,024	42,896

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Nainesh Rajani

Email: nainesh.rajani@motilaloswal.com

Contact: (+65) 8328 0276

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Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj

Agarwal, Email Id: na@motilaloswal.com, Contact No.:022-40548085.

Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com
Mr. Neeraj Agarwal	022 40548085	na@motilaloswal.com
Mr. Siddhartha Khemka	022 50362452	po.research@motilaloswal.com

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