

Ref: NCL/CS/2023-24/64

Date: November 05, 2023

To,
The Manager
Listing Department
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort
Mumbai – 400001
Script Code: 539332

To,
The Manager
Listing Department
National Stock Exchange of India Limited,
Exchange Plaza, Plot No. C-1, G – Block,
Bandra Kurla Complex, Bandra (East)
Mumbai – 400051
Script Code: NAVKARCORP

Dear Sirs,

Sub : Announcement under Regulation 30 of SEBI (Listing Obligations And Disclosure Requirements) Regulations, 2015

In accordance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015, we enclosed herewith investor presentation released by the Company.

Pursuant to Regulation 46 of the Listing Regulations, the aforesaid information is also available on the website of the Company i.e. www.navkarcorp.com

Thanking you,

For Navkar Corporation Limited



Deepa Gehani
Company Secretary & Compliance Officer
Encl: As above



Navkar Corporation Limited

Investor Presentation – Q2FY24



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Company Overview





VISION

To create an environment of operational excellence in all that we do, pushing the boundaries of possibility with imaginative innovation and, in the process, becoming an acknowledged global leader in multi-modal logistics.



MISSION

Be the first choice for customers providing logistics solutions that address their needs in an ethical, transparent, and efficient manner. Enabling globally benchmarked practices in all our services to facilitate seamless transactions and optimal outcomes that benefit all stakeholders.

CORE VALUES



INTEGRITY

We are unbiased and consistent in all our dealings with employees, customers and shareholders



COMMITMENT TO DELIVER

We are fully committed to our business strategies, decisions, results and empowering our people, while acting with integrity and stepping up to challenges proactively



SERVICE ORIENTED

Customer centricity and customer satisfaction with our services remains our first priority and remains at the center of all that we do



CUSTOMER FOCUS

We understand the customers' needs thoroughly and are willing to walk the extra mile in everything we do to fulfil these requirements



EXCELLENCE

We focus on excellence in the logistics services we deliver to our customers



SUSTAIN OUR FINANCIAL HEALTH

Maintaining a debt free organization, increasing EBITDA, enhancing value delivery, through process excellence and agile solutions and increasing our core asset base via prudent and deliberate acquisitions



AGILITY

We strive to be agile in all our activities, anticipate customer needs and respond with speed and alacrity



TRUST

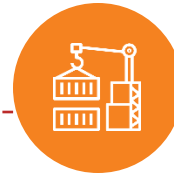
We work to enhance the trust of our customers in our services. We strive to bring innovative, responsive and sustainable solutions for the customers and other stakeholders



Established in
2008



Container Rakes - 7



Total Facilities
**3 CFSS, 1 ICD
& 2 PFTs**



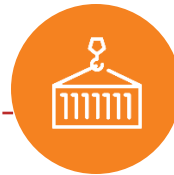
CTO License
Category 1



Employee Strength
470
(as on September'23)



Total Handling Equipment Owned
93



Owned Containers
2000+



Owned Trailers
693

We have evolved over the years



2006

- Commencement of operations at Ajivali

2008

- Incorporation of Navkar Corporation Limited
- Preeti Logistics Limited obtained notification for public bonded warehouse at Ajivali

2009

- Establishment of CFS at Somathane

2010

- Obtained notification for appointing public bonded warehouse at Somathane CFS as a public bonded warehouse
- Amalgamation of Preeti Logistics Limited into Navkar Corporation Ltd.

2011

- Approval for opening private rail siding at Somathane station (PFT)

2012

- Commercial notification of the private siding at Somathane as a brownfield private freight terminal

2014

- Obtained approvals for handling, receiving, storing and dispatching hazardous cargo for import and export at Ajivali CFS II and Somathane CFS

2015

- IPO
- Approval for setting up the ICD by NTL at Umargaon, Valsad district (near Vapi)

2017

- QIP of INR 1,450 Mn
- Approval for Rail Private Freight Terminal (PFT)
- Multimodal Rail logistics operations
- NCL and NTL merger

2020

- Received CTO Category II License (Container Train Operator)
- Two new BLC rakes acquired.
- Operating 12 exim rakes and 2 domestic rakes

2021

- In Principal Approval for setting up PFT near Morbi
- LOI from IMC for setting up an ICD at Manaba near Morbi
- Two Locomotives purchased to increase efficiency

2022

- Migration of existing PFTs under Gati Shakti Scheme
- 8 new BLC rakes Ordered.
- 1000 Tanks and Domestic Containers ordered
- Category – 1 CTO License for PAN India train Operations
- Sale of ICD – Tumb business to Adani

2023

- Company became debt-free as on March 2023
- Commencement of operations at ICD- Morbi





CFS

Navkar Corporation Ltd. owns three **Container Freight Stations (CFSs)** serving the gateway port of Nhava-Sheva. Our CFSs handle import and export containers, offering customs clearance services and also offer a variety of value additions for our customers. We own contemporary cargo and container handling, dedicated warehouses to meet customer needs, and container stacking yards. We provide end-to-end cargo and container services, including parking and repair facilities.



PFTs

Navkar Corporation Ltd. operates two **Private Freight Terminals (PFTs)** i.e. private railway terminals for handling Freight Trains. These terminals are to serve MMR (Mumbai Metropolitan Region) located at Somathane (Panvel) and to serve Saurashtra Region of Gujarat with an increased focus of Morbi located at Wadharva (Morbi). Our Rail Terminals are capable to handle all types of cargo trains ranging from trains for Steel cargo, Bulk cargo, Bagged cargo, Containerized cargo and Automobiles.





ICD and MMLP

Navkar Corporation Ltd. owns one **Inland Container Depot (ICD)** at Vadharva near Morbi. The ICD is part of the **Multimodal Logistics Park** capable of Warehousing (Domestic and Bonded), Multi Modal Transportation, Storage yard for empty and laden containers and storage and handling of various types of cargo ranging from bulk, block, palletized, liquid, Hazardous and Reefer cargos.



CTO

Navkar Corporation Ltd. Owns Category 1 License issued by Indian Railway for operation of Container train on Indian Railway Network on PAN INDIA Basis. We own 6 container trains of heavy duty payload on ownership basis in addition to operations of rake on lease basis time to time. Our rakes are deployed on EXIM and domestic circuit and giving regular frequency from Ports and industrial hubs.





Seamless Cargo Transit Services

Comprehensive cargo transit services are provided, allowing for the seamless transfer of goods between multiple modes of transportation at Container Freight Stations (CFs), Private Freight Terminals (PFTs), Inland Container Depots (ICDs), and Multimodal Logistics Parks.



Comprehensive Facilities at Prime Locations

We are strategically located to serve gateway ports of Nhava Sheva and Mundra. We are equally well positioned to service the logistics requirements of industries in our vicinity. Our facilities in Mumbai and Gujarat are essentially multimodal logistics parks, offering comprehensive single point solutions for a wide variety of logistics requirements.



Diverse Logistics Solutions

Our bouquet of services includes multi-modal logistics, warehousing, empty container depot services, cold storage, cargo consolidation (LCL), dedicated storage and handling of hazardous cargo, in-house plant and quarantine laboratory, parking space, and auxiliary value adding services.



Commodity Specific Expertise

Being practitioners of Logistics for almost two decades, we have developed expertise in handling of specific cargoes. Agricultural commodities for export, Heavy Machinery for import and Steel Coils for rail transit are some of the commodity for which we have developed our own subject matter expertise in handling, regulatory compliances, documentation etc.



Container's repair and maintenance



Container storage



Reefer monitoring



Bonded warehousing facility



Cargo handling service



Over dimensional cargo handling



Facilities for hazardous cargo



Domestic warehouse facility





RTG Crane – 6



Owned Rakes – 6



Reach Stacker – 28



Domestic Containers – 2000+



Wheel Loaders – 2



Locomotives – 2



Forklift – 50



Hydra – 4



Trailers – 445



Side Shifters – 3

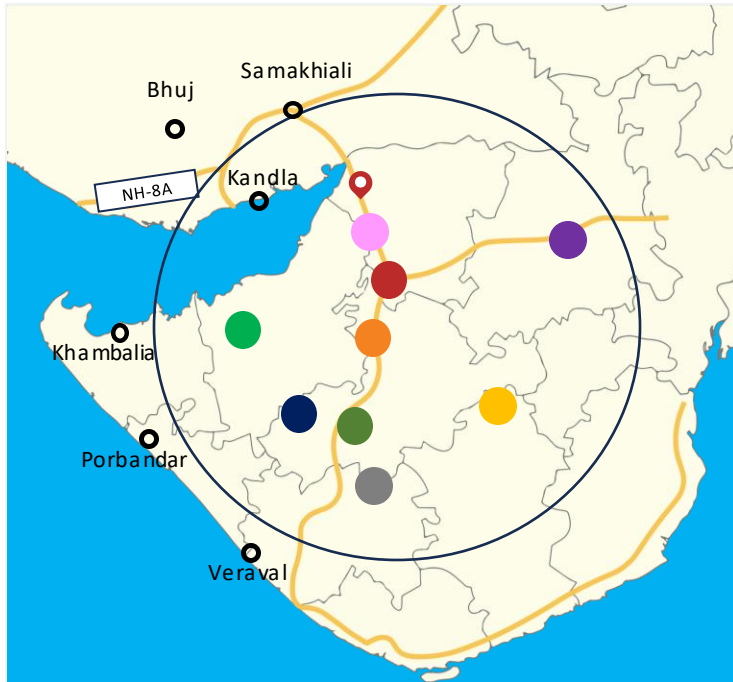




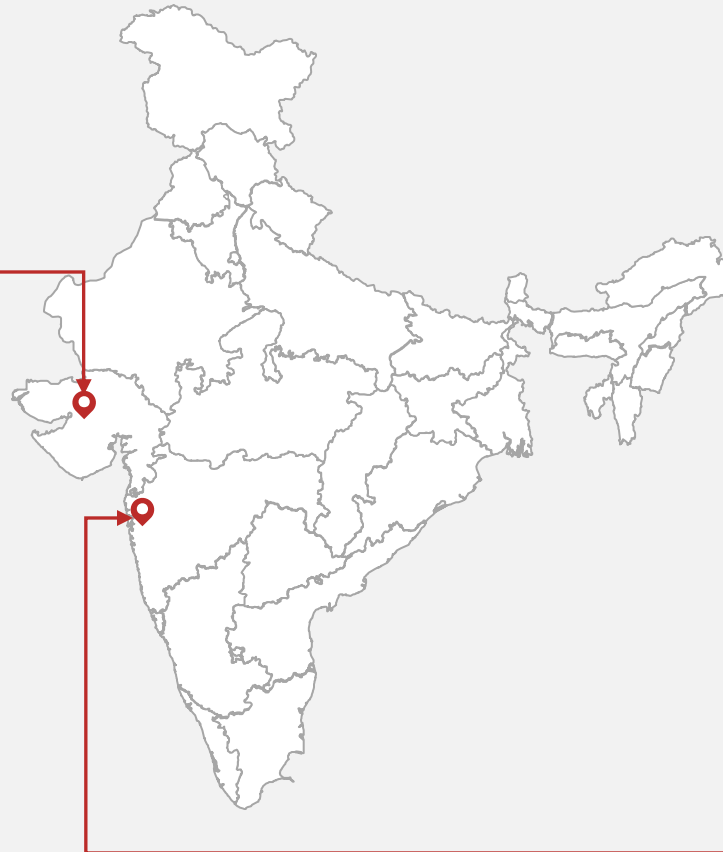
Enhancing EXIM and Domestic Trade Efficiency



Strategically Located Facilities



	Industrial Cluster	Distance from ICD
●	Morbi	33 Km
●	Wankaner	60 Km
●	Rajkot	97 Km
●	Gondal	138 Km
●	Jasdan	153 Km
●	Jetpur	167 Km
●	Lodika	127 Km
●	Jamnagar	132 Km
●	Surendranagar	110 Km



Industrial Cluster	Distance from CFS
JNPT	33 Km
Bhiwandi	50 Km
Chakan	90 Km
Khopoli	35 Km
Mahad	133 Km
Nashik	220 Km
Pune	130 Km
Vapi, Silvassa, Dadra	210 Km
Wada	100 Km





Particulars
Operational Since
Land Area
Area Custom Notified
Bonded Warehouse
Reefer Points
Domestic Warehouse
Rail Yard
Hazardous Cargo
Connectivity

NCL III (Somathane)
May 11, 2009
55 Acres
8,24,678 sq. ft.
33,141 sq. ft.
52
100,000 sq ft
15 Acre
✓
Rail and Road

NCL II (Ajivali)
May 12, 2008
24 Acres
4,28,400 sq ft
27,641 sq. ft.
24
20,000 sq ft
-
Road

NCL I (Ajivali)
May 18, 2006
10 Acres
1,35,156 sq. ft.
-
16
-
✓
Road

Tangible and Intangible benefits

- **Location** – Strategic location at the junction of road leading to Pune and Goa cluster resulting in saving of INR 3,500 per container for first mile transportation in Exports and Last Mile Transport in Imports as the travel distance reduces by 30Km
- **Rail Connectivity** – Rail Mode of Agro export bound for CFS gives a direct cost saving of 35% to 50% for 300 and 500 Km respectively
- **Long Haul connectivity** – With rail connectivity long haul cargo can be easily connected to the gateway port using Rail Network
- **Port Congestion** – Movement of EXIM containers between port and CFS using rail during port congestion resulting in direct cost saving in port ground rent, shipping line detention, faster clearance thus overall reduction in inventory carrying cost
- **Containers Repairs** – Availability of containers at the CFS premises removes the cost of picking up containers for stuffing at CFS
- Reduction in Carbon footprint



Morbi ICD	
Operational Since	Jan 18, 2023
Land Area	140 acres
Custom Notified Area	1,045,440 sq. ft.
Installed capacity	200,000 TEUs (p.a.)
Hazardous Cargo	✓
Connectivity	Rail and Road
Bonded Warehouse	1,10,000 Sq. Ft.
Domestic Warehouse	Under Construction



Customer Value Proposition



- Reduction of cost of Import and Export because of Rail Transportation
- Reduction of turn around time
- Reduction of Warehousing and Storage cost
- Extra free time in port for import and export containers

- Extended gate-in cut-off for export containers
- Proximity to customer factory reduces operational inefficiencies in transportation
- Single point export / import solution for enhanced customer experience
- Reduction in carbon footprint pursuant to increased rail coefficient

Capability

ICD Morbi is perhaps unmatched by any other ICD in India in terms of operational capability. With three Rubber Tyre Gantry Cranes supported by a battery of Reach Stackers and smaller handling equipment, we have the capability of storing 4,500 plus TEUs in the custom notified yard and upwards of 4,000 TEUs in the empty yard. The rail yard is having 4 rail sidings on a fully concreted yard. We are capable of handling python trains that stretch up-to 1.5 km in length by virtue of the size of the yard. Our ICD greatly contributes to increasing the rail coefficient for exim cargo originating in Western Gujarat, in the process reducing transportation cost significantly and reducing the carbon footprint.

Services



The ICD facility provides our clients with extensive bonded warehousing spread over 50,000 sq. ft. Domestic warehouse of 100,000 sq. ft. under construction

The facility is equipped with an extensive equipment bank and is enabled with the latest technology like EDI connectivity, integrated ERP, RFID enabling tracking of containers, GPRS tracking of vehicles in real-time, gate automation and warehouse & inventory management systems

These facilities combined with our CTO and PFT networks enable a range of customized services for export and import



Domestic Logistics	
Service Portfolio	Multimodal Transportation (Rail & Road), Warehousing and cargo Handling
CTO License (Category II / Category I)	April 2019 / June 2022
PFT Notification (Somathane / Morbi)	March 2012 / February 2023
Rail Yard	15 Acre + 22 Acre (Somathane & Morbi)
No. of Rail Sidings	3 + 4 (Somathane & Morbi)
Owned Railway Assets	6 Rakes & 2 Locomotives
Domestic Warehouse	100,000 sq. ft (Somathane & Ajivali) + 100,000 sq. ft. under construction in Morbi
Hazardous Cargo	✓



Customer Value Proposition



- Cost reduction with conversion of road transportation to rail transportation over long haul distances
- Single point logistics solution for customers
- Increased safety of cargo during rail transportation and also during handling – standardized handling systems, concreted and paved rail yard

- Contemporary warehousing and storage solutions customizable to customer / cargo specific needs
- Material availability for customers on demand without the uncertainty of long-haul transportation
- Innovative solutions offered to complex logistics problems
- Reduction of carbon footprint

Business Overview

We have developed an expertise in multimodal transportation and warehousing for a diverse basket of commodities. We specialize in movements for major manufacturing industries by complete trainloads and now also making smaller loads movement from manufacturers and distributing to the retail market and end users. Our movements are primarily done using our own pool of domestic containers, on our own rakes with first mile / last mile connectivity using our own fleet of trailers, We are also utilizing the sidings at our PFTs for handling external trains. We are capable of handling trains with cargo of steel coils & slabs, bulk commodities, bagged commodities, containers and automobiles. We have warehousing offerings to suit the assortment of cargos handled at our PFT, be it off our own or third party trains.

Services



- Contemporary warehousing conforming to the needs of the cargo assortment enhances value delivery to customers.

- Cement silos with capacity exceeding 3,000 MT
- Warehousing spanning 100,000 sq. ft. at Panvel
- 100,000 sq. ft. warehouse under construction at Morbi



- Innovative facilities and infrastructure to support a wide assortment of cargos.

- Specially constructed tank containers for movement of Cement
- Cement silos for storage and innovative cement transfer system for loading onto cement carriers for distribution
- Reinforced containers for carriage of steel
- Innovative rail handling to enhance efficiency & effectiveness of operations



- A Comprehensive range of cargo handling systems, complemented by our sizeable fleet of owned and vendor owned vehicles supports the handling and first mile / last mile connectivity requirements

Private Freight Terminal – Somathane



Location	Serving Area	Cargo Handled	Operational Since	Number of Lines	Capacity to handle	Services offered	Resources Deployed
Somathane	Khopoli, Kalamboli, Taloja, Bhiwandi, Mumbai and nearby Industrial Area	Iron and Steel, Cement, Fertilizer, Agri Commodity, various commodity in Containers and Automobile	2012	3	90 Trains per Month	Access to trains, Handling of cargo, Export stuffing, Storage of domestic cargo, Mechanical, pneumatic and manual transfer of cargo	4 Reach Stacker, 20 Trailers for internal transfers, Open yard for stacking laden/empty containers, warehouse, Silos and 75 Trailers for first and last mile transport



Private Freight Terminal – Morbi



Location	Serving Area	Cargo Handled	Operational Since	Number of Lines	Capacity to handle	Services offered	Resources Deployed
Vadharva	Morbi, Maliya, Gandhidham, Anjar, Rajkot	Cement, Iron and Steel, Salt, Tiles and various commodities in Containers	2023	4	300 Trains per Month	Access to trains, Handling of cargo, Export stuffing, Storage of domestic cargo, Mechanical, pneumatic and manual transfer of cargo	4 Reach Stacker, 20 Trailers for internal transfers, Open yard for stacking laden/empty containers, warehouse and 75 Trailers for first and last mile transport





Shantilal Jayavantraj Mehta

Chairman & Managing Director

- With over decades of experience as Chairman and Managing Director, he guides diverse aspects of the company, from management to long-term strategy.
- Under his leadership, the company excelled, receiving accolades like "CFS of the Year" for its achievements



Nemichand Jayavantraj Mehta

Whole-Time Director

- With over decades of experience in CFS and ICD operations, he's been a Whole Time Director since the company's start.
- His leadership significantly influences the company's policies, vision, strategy, and long-term growth, driving its success.



Jayesh Nemichand Mehta

Whole-Time Director

- With over a decade of logistics experience and a diverse project portfolio in CFS and ICD, he serves as the Whole Time Director, contributing to business development and process innovations.
- He holds a Diploma in Strategic Leadership Development from IIM Bangalore.



Dinesh Jain

Whole-Time Director

- With over 20 years of logistics experience, he's been associated with the organization since inception and has been a key contributor to its success
- He has been instrumental in critical activities like IPO, QIP, mergers, and operations across CFS, ICD, and Rail Terminals.



Pooja Hemant Goyal

Non-Executive Independent Director

- She serves as an Independent Women Director, bringing a legal perspective to the company's leadership.
- With a master's degree in law and over 13 years of legal industry experience, she offers valuable insights and knowledge to the organization.



Ashok Kumar Thakur

Non-Executive Independent Director

- With over 40 years of banking sector experience and a master's degree in commerce, he serves as a Non-Executive Independent Director.
- He has held leadership roles at Union Bank of India and served as Chairman at Rewa Siddhi Gramin Bank before becoming an Independent Director on the company's board in January 2017.



Atul Kumar

Non-Executive Independent Director

- With 35+ years in banking, known for integrity and ethical leadership, he joined as an Independent Director on May 29, 2023.
- The first-ever Chief Ethics Officer in Indian banking history, he holds a bachelor's degree in arts from Awadh University.



Sandeep Kumar Singh

Non-Executive Independent Director

- He's been a Non-Executive Independent Director since August 23, 2018, with a diverse background spanning media and organizations like ASSOCHAM and AC Nielsen.
- He notably reshaped SABe TV and launched Sahara Samay channels, demonstrating his strategic prowess in the media industry.



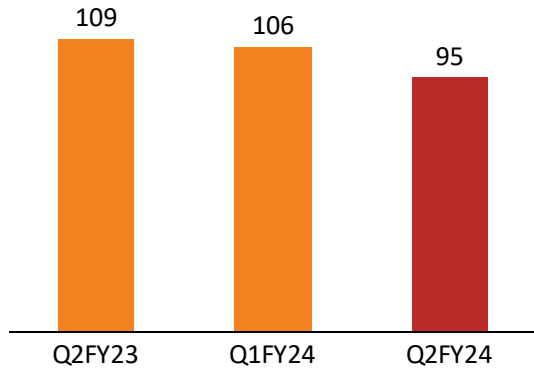
Financial & Operating Highlights





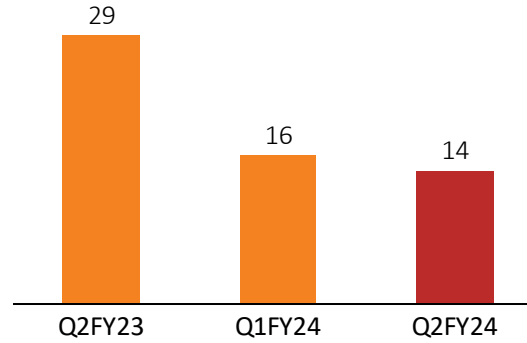
Revenue from Operations

Quarterly



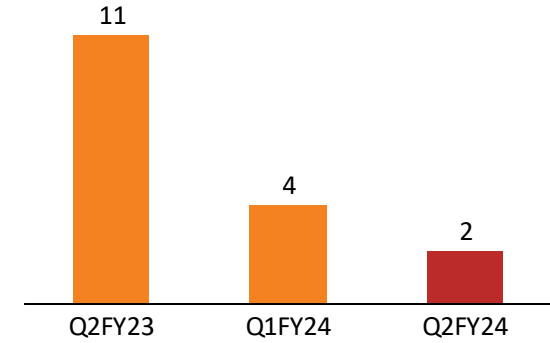
EBITDA & EBITDA Margin

26% 15% 15%

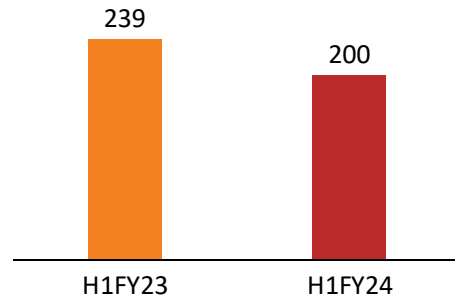


PAT & PAT Margin

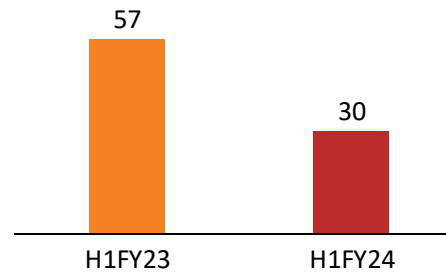
10% 4% 2%



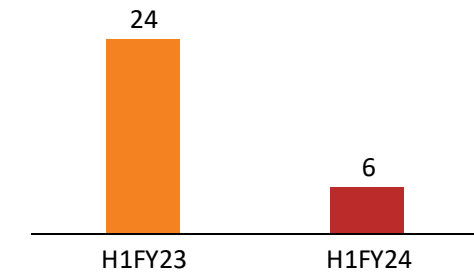
Yearly



24% 15%



10% 3%



Q2 & H1FY24 Profit & Loss Statement



Particulars (₹ in cr)	Q2FY24	Q2FY23	Y-o-Y	Q1FY24	Q-o-Q	H1FY24	H1FY23	Y-o-Y
Revenue from Operations	95	109	-13%	106	-10%	200	239	-16%
Operating Expenses	59	68		68		127	150	
Gross Profit	36	42	-14%	38	-6%	73	88	-17%
Gross Profit Margin	38%	38%		36%		37%	37%	
Employee Expenses	9	5		9		19	10	
Other Expenses	12	8		13		25	22	
EBITDA	14	29	-50%	16	-9%	30	57	-47%
EBITDA Margin	15%	26%		15%		15%	24%	
Other Income	1	1		0		1	2	
Depreciation	10	6		9		18	13	
EBIT	6	23	-76%	7	-25%	13	46	-72%
EBIT Margin	6%	21%		7%		6%	19%	
Finance Cost	2	5		1		3	9	
Profit before Tax	4	19	-81%	6	-44%	10	37	-73%
Profit before Tax(%)	4%	17%		6%		5%	15%	
Tax	1	7		3		4	13	
Profit After Tax from continuing operations	2	11	-81%	4	-43%	6	24	-76%
PAT (continuing operations) Margin (%)	2%	10%		4%		3%	10%	
Profit After Tax from discontinuing operations	0	12		0		0	23	
Profit After Tax (inclusive of discontinuing operations)	2	23		4		6	47	
EPS (As per Profit after Tax)	0.14	0.74		0.25		0.39	1.60	

Historical Profit & Loss Statement



Particulars (₹ in cr)	FY22	FY23
Revenue from Operations (net of taxes)	453	442
Total Revenue	453	442
Operating Expenses	307	282
Total Raw Material	307	282
Gross Profit	146	159
Gross Profit Margin (%)	32%	36%
Employee Expenses	18	25
Other Expenses	38	48
EBITDA	90	87
EBITDA Margin (%)	20%	20%
Other Income	3	8
Depreciation	28	27
EBIT	65	68
EBIT Margin (%)	14%	15%
Finance Cost	20	19
Exceptional Items/Share from Associates	0	19
Profit before Tax	45	68
Profit before Tax(%)	10%	15%
Tax	7	-5
Profit After Tax from continuing operations	38	73
PAT (continuing operations) Margin (%)	8%	17%
Profit After Tax from discontinuing operations	29	19
Profit After Tax (inclusive of discontinuing operations)	67	92
EPS (As per Profit after Tax)	2.51	4.85

Balance Sheet



Equity & Liabilities (₹ in Cr)	Sep'23	Mar'23
Equity		
(a) Equity share capital	151	151
(b) Other equity	1,832	1,826
Total Equity	1,983	1,977
Non - Current Liabilities		
Borrowings	138	44
Lease liabilities	0	0
Provisions	7	7
Total Non - Current Liabilities	146	51
Current Liabilities		
Borrowings	36	0
Lease liabilities	0	0
Trade payables		
(a) total outstanding dues of micro enterprises and small enterprises	3	2
(b) total outstanding dues of creditors other than micro enterprises and small enterprises	12	25
Other financial liabilities	0	4
Other current liabilities	4	3
Provisions	4	4
Total Current Liabilities	59	38
Total Equity and Liabilities	2,187	2,065

Assets (₹ in Cr)	Sep'23	Mar'23
Non - Current Assets		
Property, plant and equipment	1,698	1,580
Investment property	49	49
Capital work-in-progress	145	54
Intangible assets	23	24
Financial Assets		
Others	6	3
Income Tax Assets (Net)	0	0
Deferred Tax Assets	26	28
Other non-current assets	29	109
Total Non - Current Assets	1,977	1,847
Current Assets		
Inventories	2	2
Financial Assets		
(i) Trade receivables	59	30
(ii) Cash and cash equivalents	16	91
(iii) Bank balances other than above	0	0
(iv) Loans	1	1
(v) Other current financial assets	0	0
Other current assets	129	94
Current Tax Assets	2	0
Total Current Assets	210	219
TOTAL ASSETS	2,187	2,065

Note: Rounded off to the nearest whole number; Numbers are net of discontinued operations

Cash flow Statement



Equity & Liabilities (₹ in Cr)	Sep'23	Sep'22
Cash Flow from Operating Activities		
Profit before Tax from continuing operations	10	37
Profit before Tax from discontinuing operations	0	46
Adjustment for Non-Operating Items	22	25
Operating Profit before Working Capital Changes	31	108
Changes in Working Capital	-4	-24
Cash Generated from Operations	28	83
Less: Direct Taxes paid	-4	-8
Net Cash from Operating Activities	24	76
Cash Flow from (used) in Investing Activities	-227	240
Cash Flow from (used) in Financing Activities	127	-308
Net increase/ (decrease) in Cash & Cash equivalent	-76	7
Add: Cash and cash equivalents as at beginning of the period	91	3
Cash and cash equivalents as at end of the period	16	10



Appendix



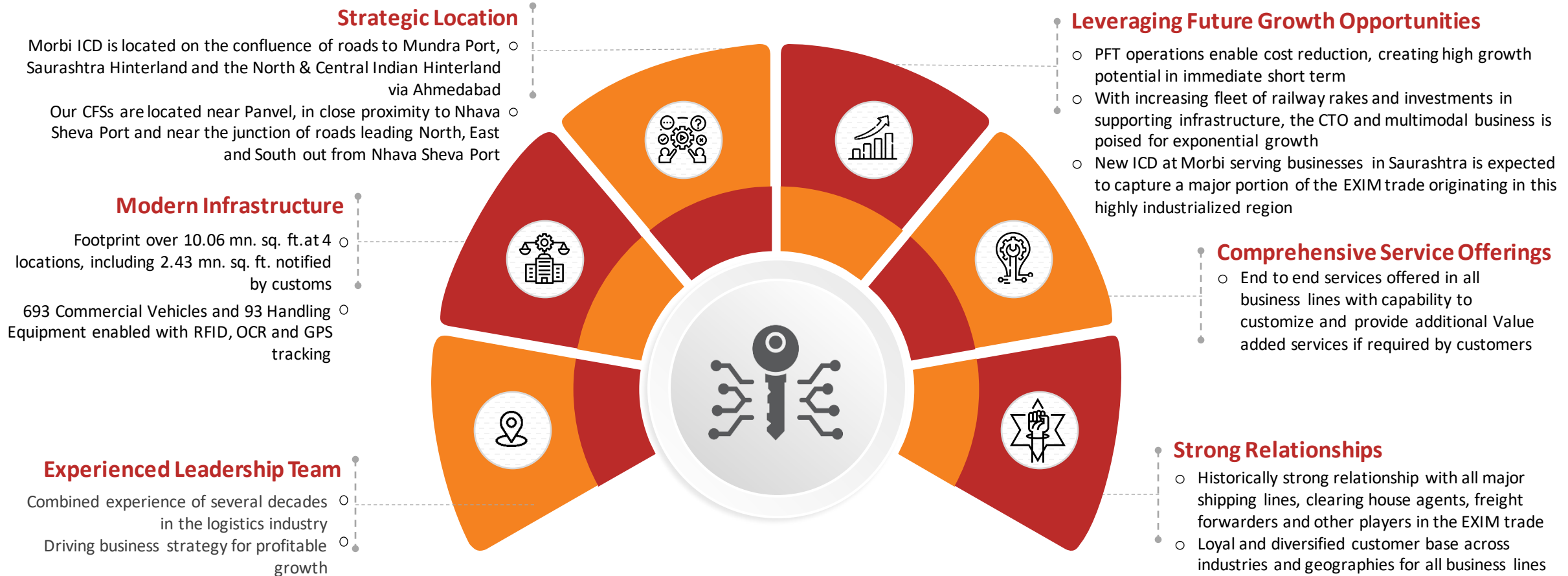


- Awarded Certificate of Merit by the World Customs Organization, in **2013**
- Winner of ICC Supply Chain Excellence Award **2015** in the category of CFS Mgmt. from Indian Chamber of Commerce
- Awarded for highest import deliveries of containers from JNPT during the year **2017-18** by Jawaharlal Nehru Port Trust
- CFS of the Year **2019**, Awarded to the CFS based upon its growth, and volume during the Year
- CFS of the Year **2021**, Awarded to the CFS based upon its growth, and volume during the Year
- CFS of the Year **2022**, Awarded to the CFS based upon its growth, and volume during the Year



Key Strengths & Way Forward







Growth Potential

Indian container traffic growth is poised to drive higher demand for transit hubs like CFS and ICD. These facilities will play a pivotal role in containerizing break bulk cargo and handling customs operations, benefiting from India's increasing trade volumes and ongoing cargo containerization trends



Logistics Advancements

The logistics sector has been granted infrastructure status, simplifying access to funds. A National Logistics Policy is in the works to enhance integration and knowledge sharing. Plans are advancing for the Western and Eastern Dedicated Freight Corridors



Growing EXIM Trade

The surge in India's EXIM trade is expected to continue, entailing persistent augmentation in container traffic in the years to come. Container freight stations form an important part of the EXIM supply chain, and their role in managing and sustaining such growth will be crucial



Railway Promotion

Private freight terminals are the entity assist the domestic movement in containerized and non-containerized form. New focus in promoting rail movement has come in the form of Gati Shakti Scheme



Technology Advancement

In today's global landscape, ease of doing business equates to the speed of operations. The sector is evolving as startups and established players utilize technology to enhance cargo visibility, digitize documentation, and improve pricing transparency



For further information, please contact:

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Thank You