

Ref: NCL/CS/2019-20/34

Date: November 15, 2019

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

To,  
The Manager  
Listing Department  
National Stock Exchange of India Limited,  
Plot No. C-1, G – Block,  
Bandra Kurla Complex,  
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.navkarcfs.com](http://www.navkarcfs.com)

Thanking you,

**For Navkar Corporation Limited**



**Deepa Gehani**  
**Company Secretary**

Encl: As above



# Navkar Corporation Limited

Investor Presentation – November 2019





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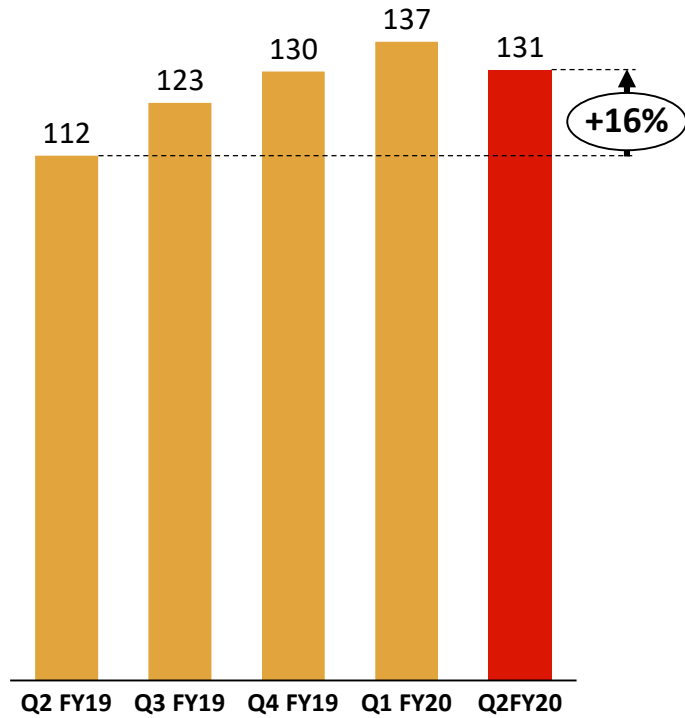
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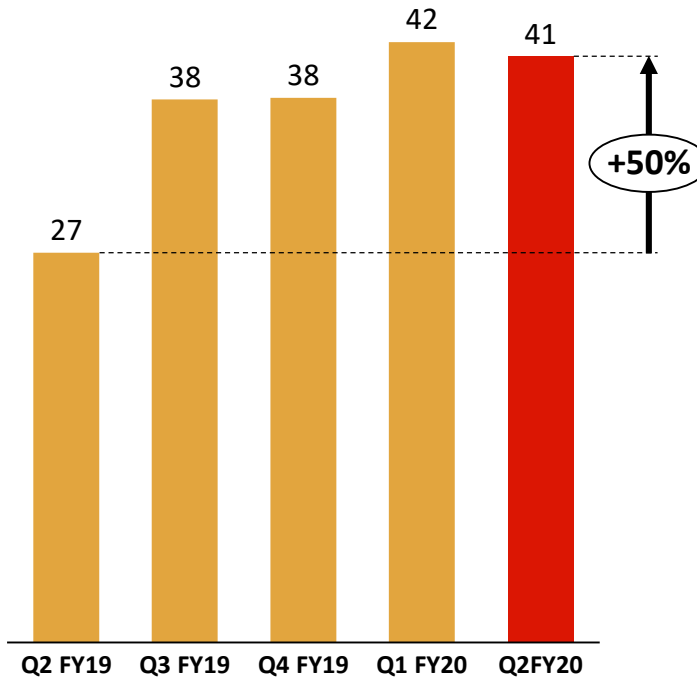


## Revenue

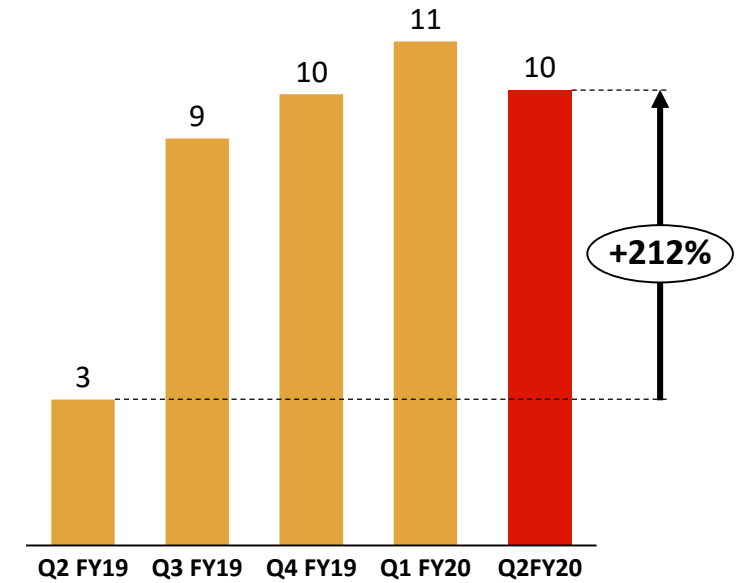
(In Rs. Crs.)



## EBITDA



## PAT

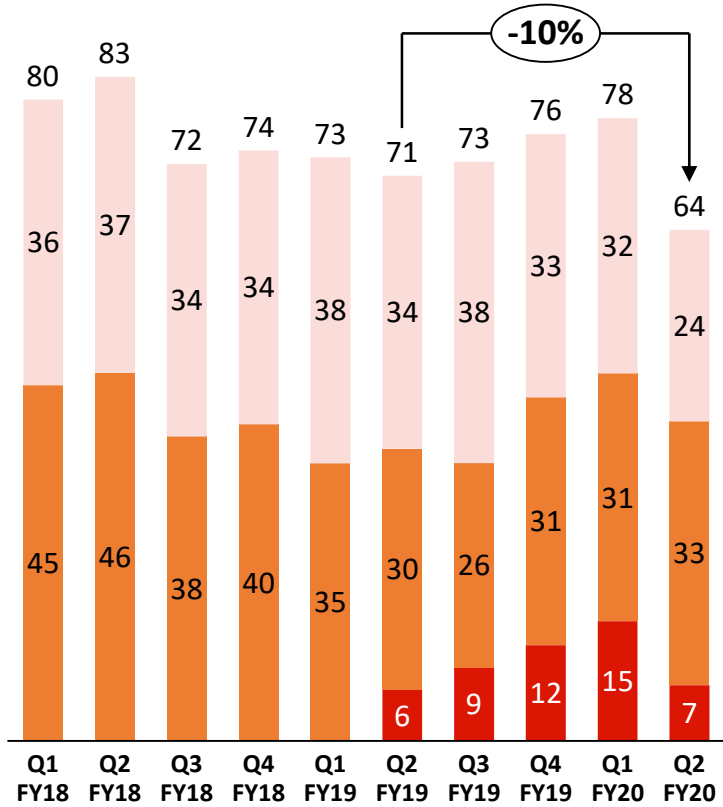


# Volumes : STABLE in CFS + INCREASE in ICD Tumb

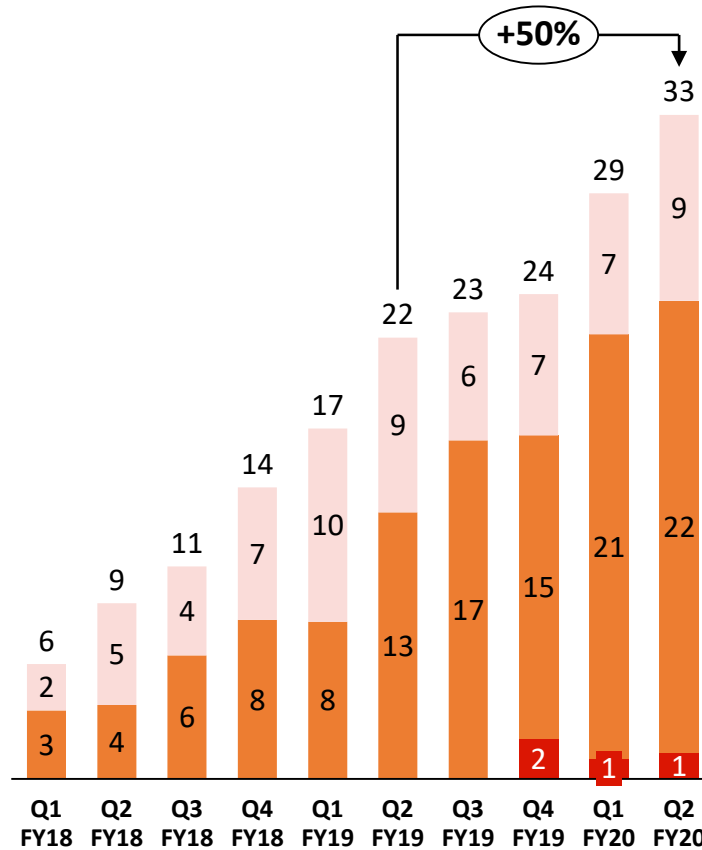


(Nos. of TEUs in '000)

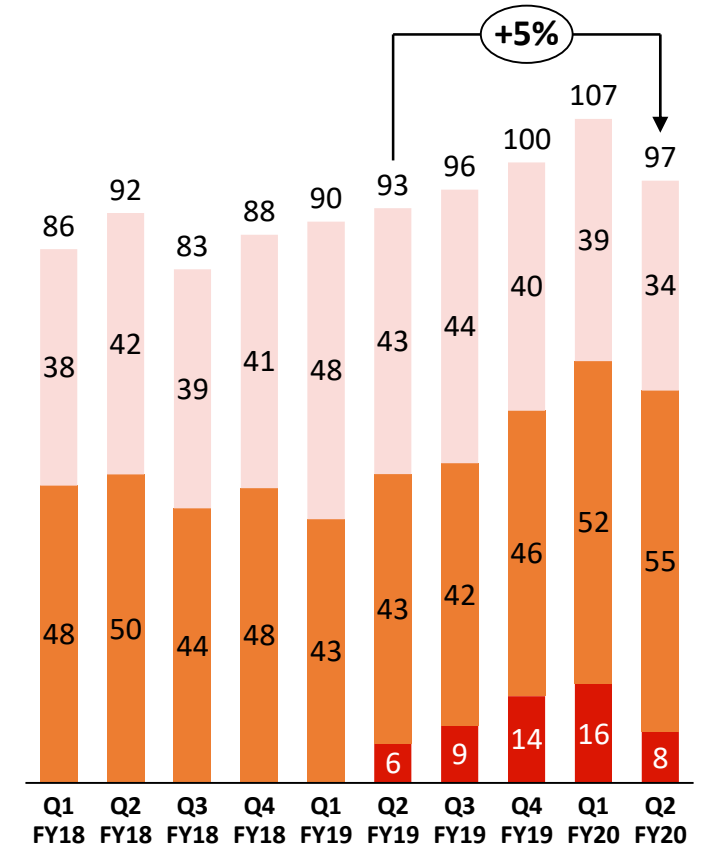
## Mumbai



## Vapi



## Total



Export
  Import
  Domestic

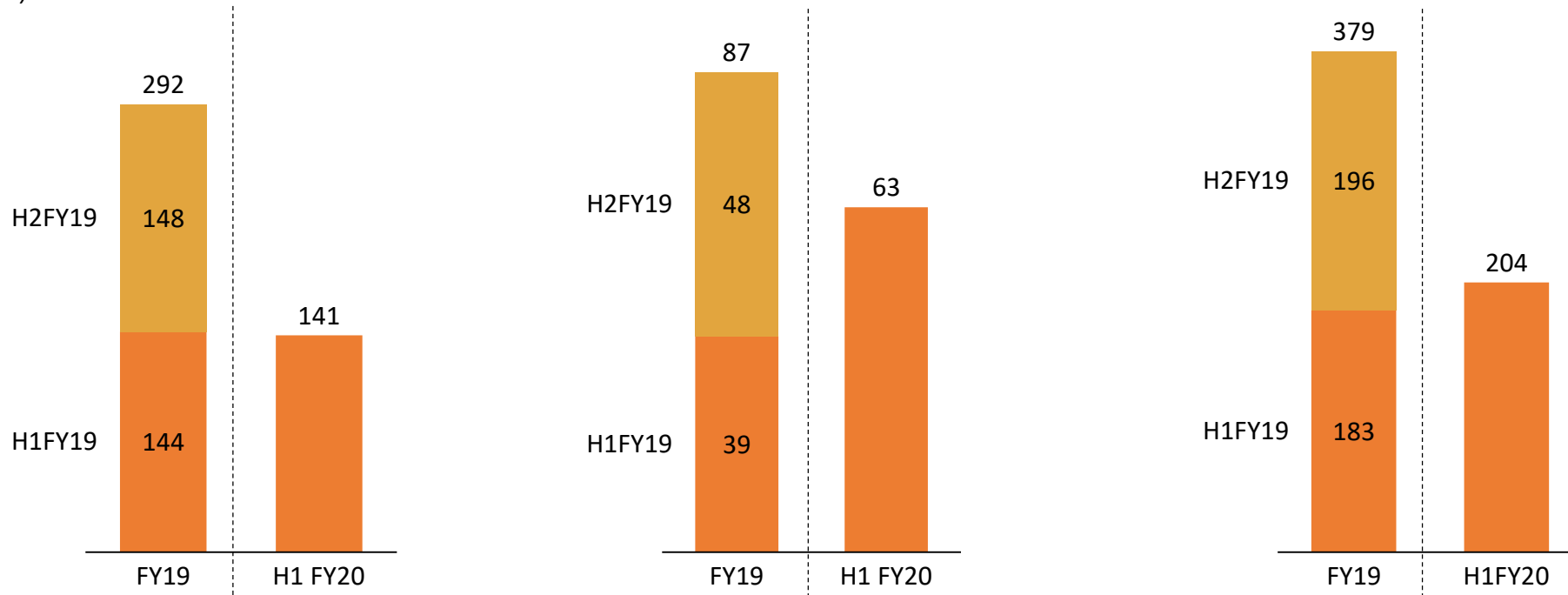


## Mumbai

## Vapi

## Total

(Nos. of TEUs in '000)



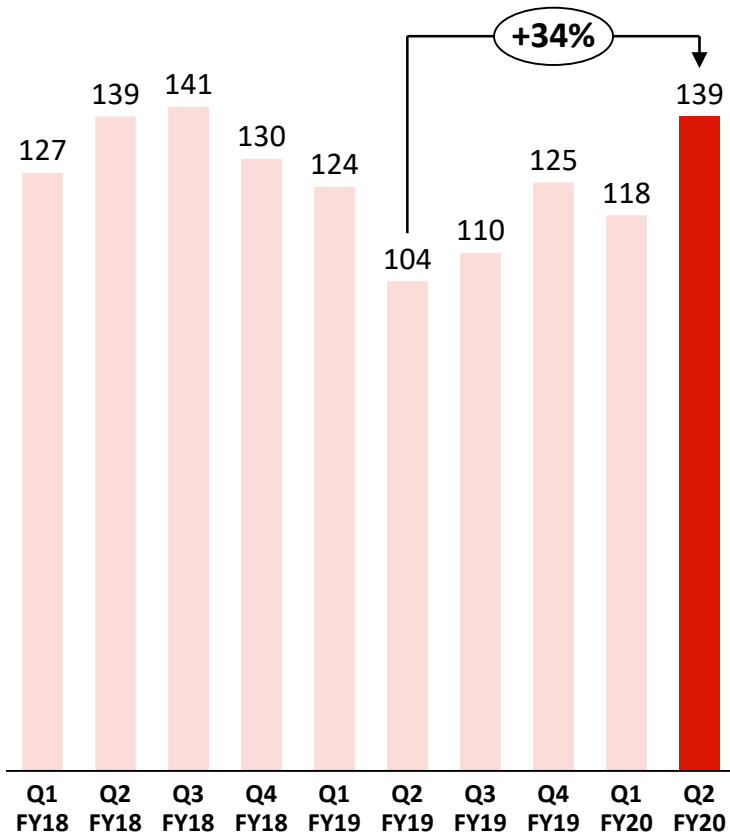
On track to beat last year volumes despite industry headwinds

# PFT Movement: Led by Vapi

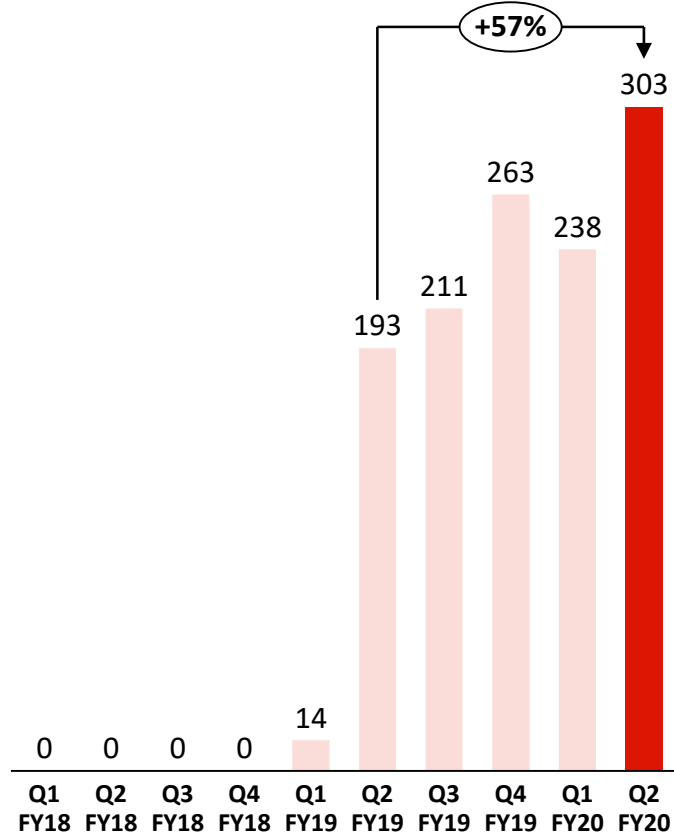


(Nos. of Trains)

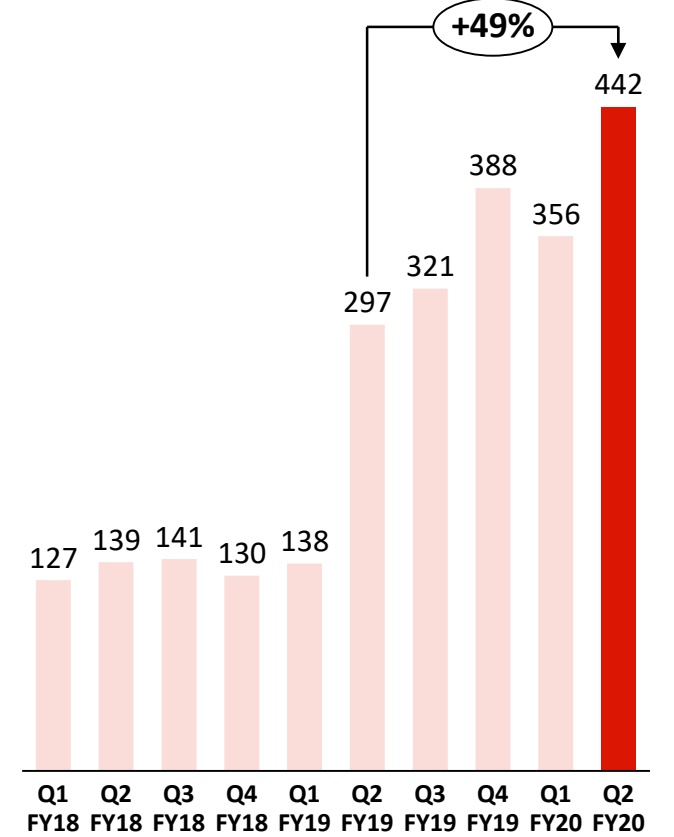
## Mumbai



## Vapi



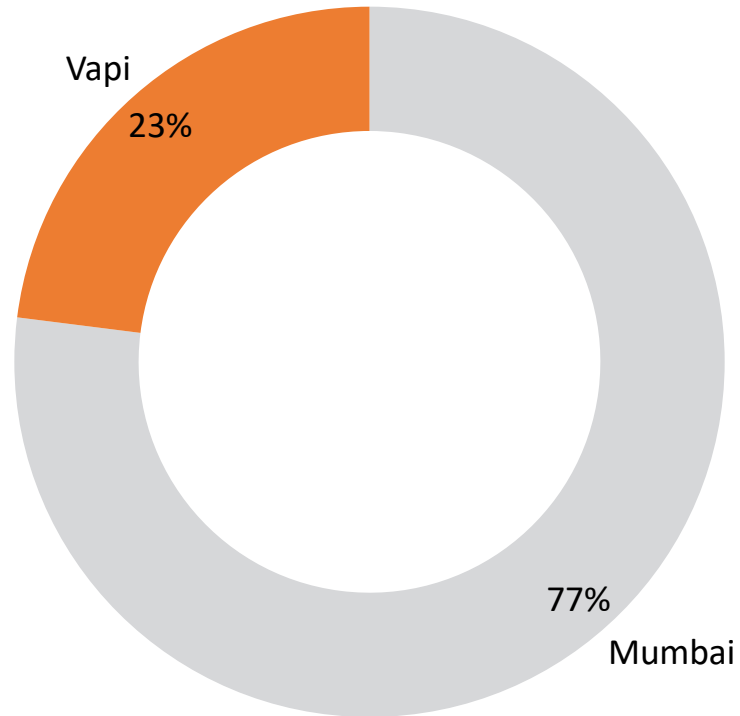
## Total



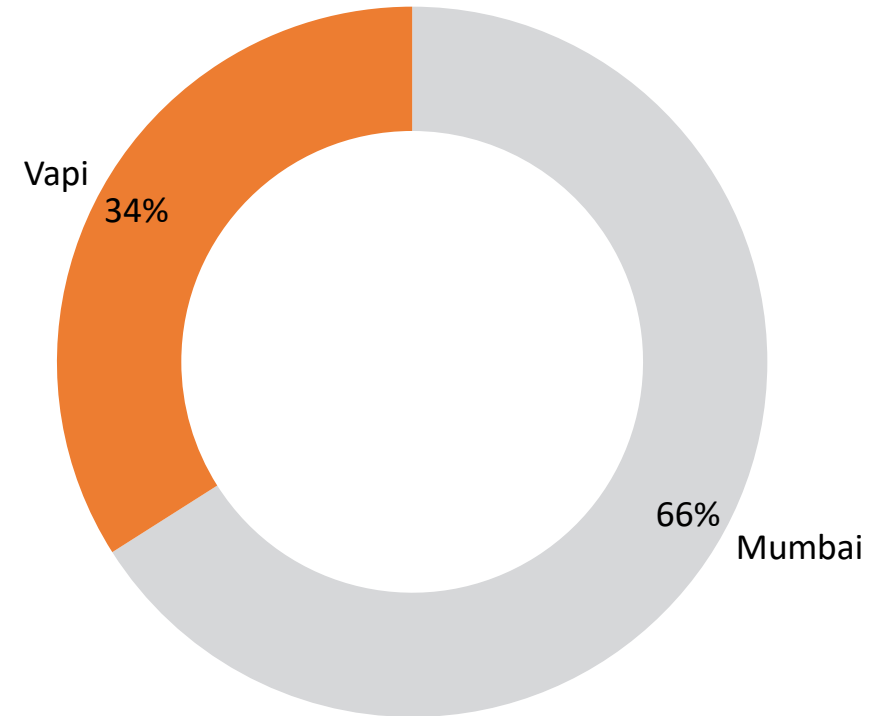
# Change in the Volume Mix



**FY19 - % TEU's handled**



**Q2FY20 - % TEU's handled**





# P&L Statement – Q2FY20



Particulars ( Rs. Crs )	Q2 FY20	Q2 FY19	Y-o-Y	Q1 FY20	Q-o-Q	H1FY20	H1FY19	Y-o-Y
Revenue from Operations	130.5	112.1		136.5		267.0	229.1	
Other Operating Income		-		-		-	-	
<b>Revenue from Operations (Net)</b>	<b>130.5</b>	<b>112.1</b>	<b>16%</b>	<b>136.5</b>	<b>-4%</b>	<b>267.0</b>	<b>229.1</b>	<b>17%</b>
Operating Expenses	63.0	55.3		70.2		133.2	103.1	
Employee Expenses	9.6	9.8		9.2		18.8	19.5	
Other Expenses	17.0	19.8		15.2		32.2	29.8	
<b>EBITDA</b>	<b>40.9</b>	<b>27.2</b>	<b>50%</b>	<b>41.9</b>	<b>-.3%</b>	<b>82.8</b>	<b>76.7</b>	<b>8%</b>
<b>EBITDA Margin</b>	<b>31.3%</b>	<b>24.3%</b>		<b>30.7%</b>		<b>31.0%</b>	<b>33.5%</b>	
Other Income	0.1	0.4		0.2		0.3	0.9	
Depreciation	10.7	10.1		10.6		21.3	20.0	
<b>EBIT</b>	<b>30.3</b>	<b>17.5</b>	<b>73%</b>	<b>31.6</b>	<b>-4%</b>	<b>61.9</b>	<b>57.6</b>	<b>8%</b>
<b>EBIT Margin</b>	<b>23.2%</b>	<b>15.6%</b>		<b>23.2%</b>		<b>23.2%</b>	<b>25.1%</b>	
Finance Cost	12.1	11.0		11.9		24.0	20.4	
<b>Profit before Tax</b>	<b>18.2</b>	<b>6.5</b>	<b>180%</b>	<b>19.7</b>	<b>-7%</b>	<b>37.9</b>	<b>37.2</b>	<b>2%</b>
Tax	8.1	3.2		8.3		16.4	3.7	
<b>Profit after Tax</b>	<b>10.1</b>	<b>3.3</b>	<b>207%</b>	<b>11.4</b>	<b>-9%</b>	<b>21.5</b>	<b>33.4</b>	<b>-35%</b>
<b>PAT Margin</b>	<b>7.8%</b>	<b>2.9%</b>		<b>8.3%</b>		<b>8.1%</b>	<b>14.6%</b>	
Other Comprehensive Income	0.2	0.1		-0.3		-0.1	0.0	
<b>Total Comprehensive Income</b>	<b>10.3</b>	<b>3.3</b>		<b>11.1</b>		<b>21.4</b>	<b>33.5</b>	



Particulars (Rs. Crs.)	Sep-19	Mar-19
Assets		
<b>Non-current assets</b>	<b>2,208.7</b>	<b>2,154.5</b>
Property, Plant and Equipment	1,930.0	1,907.0
Capital Work In-Progress	140.6	121.5
Intangible Assets	1.7	2.0
Intangible Assets under development	0.0	0.0
Investment Property	49.2	49.2
<b>Financial Assets</b>		
Others	5.6	6.1
Income Tax Assets (Net)	0.8	2.6
Deferred Tax Assets (Net)	46.9	56.6
Other Non-Current Assets	33.8	9.4
<b>Current assets</b>	<b>143.5</b>	<b>138.8</b>
<b>Financial Assets</b>		
Trade receivables	72.4	69.5
Cash and cash equivalents	2.3	6.2
Loans	0.8	0.7
Other	5.4	4.4
Bank balances other than (iii)	0.0	4.3
Inventories	10.3	9.3
Current tax assets	0.0	0.1
Other Current Assets	52.2	44.3
<b>TOTAL - ASSETS</b>	<b>2,352.2</b>	<b>2,293.3</b>

Particulars (Rs. Crs.)	Sep-19	Mar-19
Equity & Liabilities		
<b>Equity</b>	<b>1775.5</b>	<b>1754.2</b>
Equity Share capital	150.5	150.5
Other equity	1625.0	1,603.6
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>	<b>367.0</b>	<b>379.9</b>
<b>Financial Liabilities</b>		
(i) Borrowings	359.8	373.6
Provisions	7.2	6.4
<b>Current liabilities</b>	<b>209.7</b>	<b>159.2</b>
<b>Financial Liabilities</b>		
Borrowings	54.5	43.1
Trade Payables	24.1	18.6
Other Financial Liabilities	118.5	90.2
Other Current Liabilities	11.8	6.8
Provisions	0.6	0.5
Current tax liabilities (Net)	0.1	0.0
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>2352.2</b>	<b>2,293.3</b>

# Cash Flow Statement

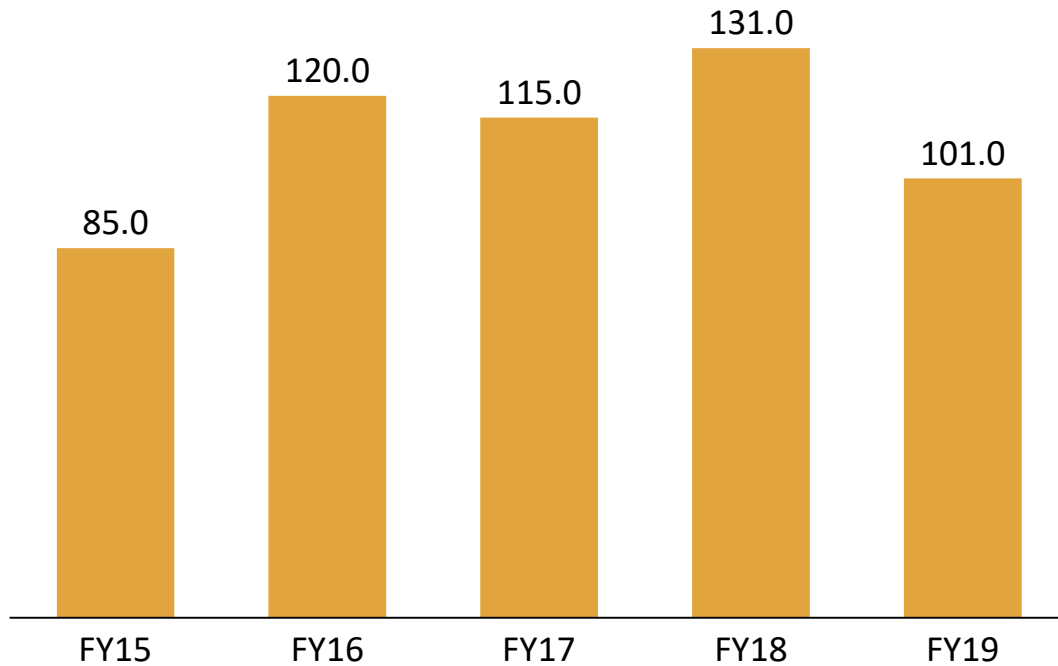


In Rs. Crs	Half Year ended 30-Sep-19	Half Year ended 30-Sep-18
Profit before tax	37.9	37.2
<i>Adjustments</i>	48.8	47.2
Operating Profit Before Working Capital Changes	86.7	84.4
<i>Change in operating assets and liabilities</i>	-24.0	-45.9
Cash generated from operations	62.6	38.5
<i>Income taxes paid</i>	-4.7	-17.0
<b>Net cash inflow from operating activities (A)</b>	<b>57.9</b>	<b>21.5</b>
<b>Net cash inflow/(outflow) from investing activities (B)</b>	<b>-58.8</b>	<b>-94.3</b>
<b>Net cash outflow from financing activities (C)</b>	<b>-3.0</b>	<b>68.9</b>
<b>Net increase/(decrease) in cash and cash equivalents (A+B+C)</b>	<b>-3.9</b>	<b>-4.0</b>
<b>Cash and cash equivalents at the beginning of the year</b>	<b>6.2</b>	<b>9.6</b>
<b>Cash and cash equivalents at the end of the year</b>	<b>2.3</b>	<b>5.6</b>

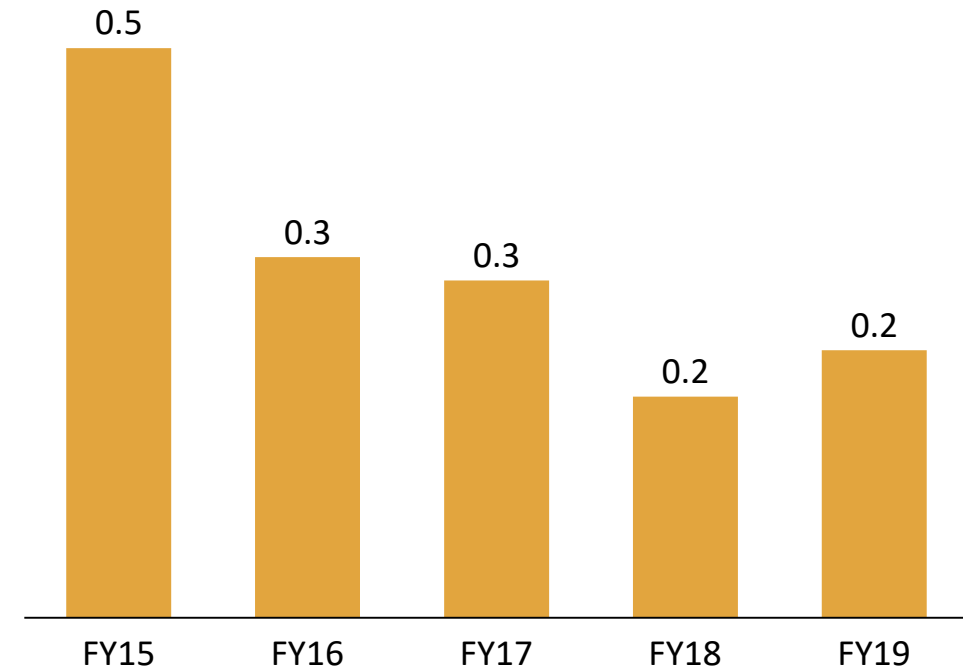
# Strong Cash generation in business continues



Cash PAT ( Rs. Crores)



Improved Debt to Equity Ratio to **0.2x**





## We are the Interchange

- Cargo transit from one mode to another through service offerings across Container Freight Stations, PFT, Inland Container Depots, Multimodal Logistics Parks

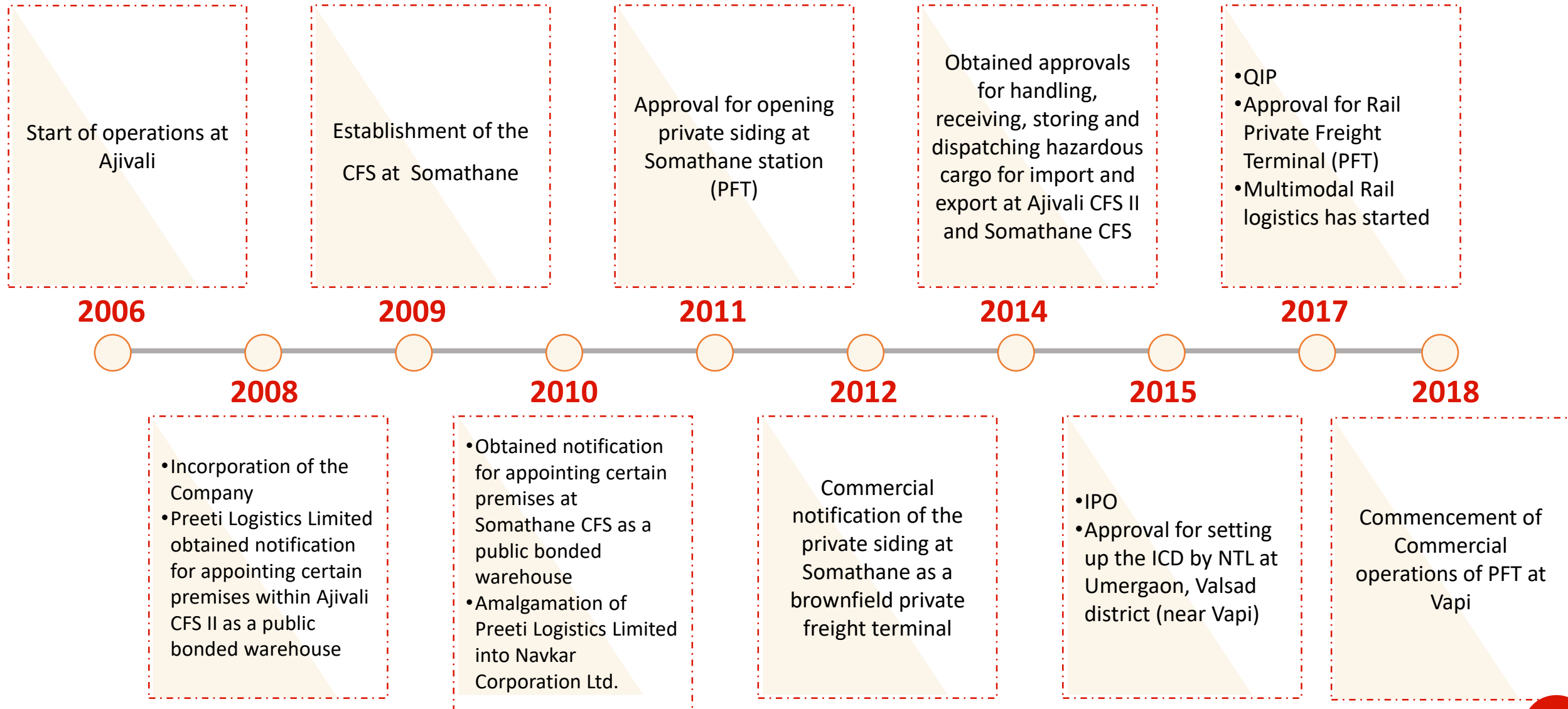
## We are integrated for Exim & Domestic Movement

- Privilege of a great location that cater to the gateway port of Nhava Sheva (JNPT)
- Own PFT, on-site Customs clearances, Bonded warehouses
- Rail ICD – Vapi: Multimodal logistics park along with ICD Rail-PFT, unique combination of services under one roof

## Delivering value at every turn

- Enhanced offerings like Multi-Modal Logistics Parks, Warehousing, Empty Container Depots, Cold Storage Chambers
- Consolidation of cargoes (LCL: Less than Container Load)
- Special arrangement for Hazardous Cargo's, inhouse Patho Lab
- Huge Area for parking & other ancillary services

# Key Milestones





**Shantilal Jayavantraj Mehta**  
*Chairman & Managing Director*



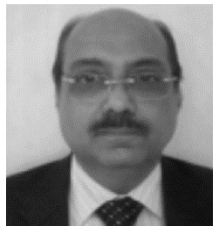
**Nemichand Jayavantraj Mehta**  
*Whole-time Director*



**Captain Dinesh Gautama**  
*CEO & Whole-time Director*



**Pooja Hemant Goyal**  
*Non-Executive Independent  
Director*



**Ashok Kumar Thakur**  
*Non-Executive Independent  
Director*



**Sandeep Kumar Singh**  
*Non-Executive Independent  
Director*



Mr. Shantilal J Mehta  
*Chairman*



Mr. Nemichand J Mehta  
*Whole-time Director*

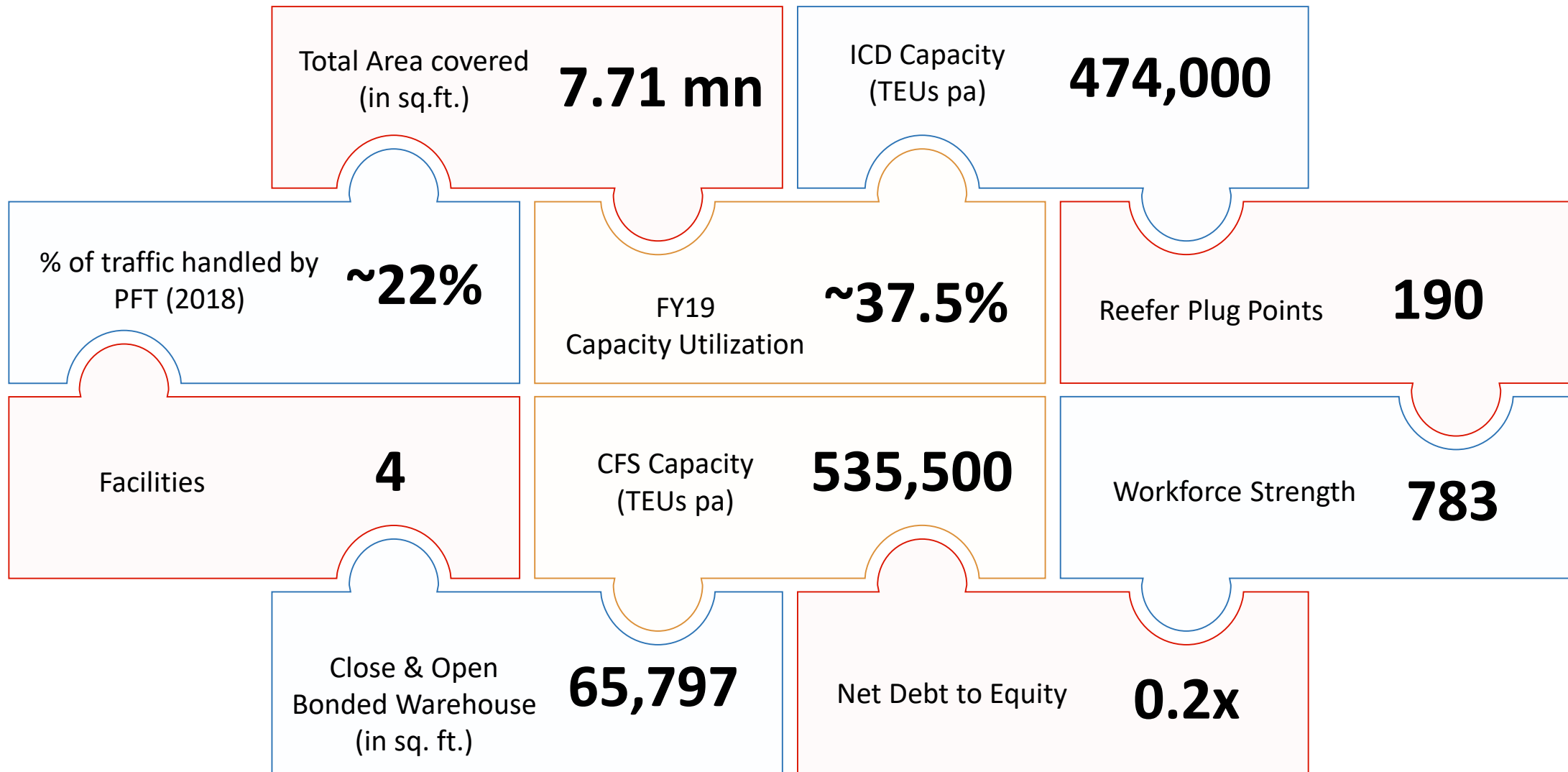


Captain Dinesh Gautama  
*CEO*



Mr. Anish Maheshwari  
*Chief Financial Officer*







Trailers: 843



Kalmar: 23



Forklift: 55



JCB: 3



Hydra: 5



Tractor: 3



Tanker: 2



Hywa: 3



Fire: 1

**Total Equipment Bank of 850+ Vehicles**



## Consolidation

Earmarked 1,18,000 sq. ft. area for consolidation of LCL containers



## Project Cargoes

- Well equipped to manage all over dimensional cargoes and out of gauge cargoes
- Constant cargo monitoring capabilities through surveillance systems to manage hazardous cargoes



## Warehousing

- Requirement for warehousing prior shipment
- Packaging, fumigation, barcoding, packing, labelling are carried out at warehouses



## Empty Container Storage

- Ability to store more than ~5,000 TEUs of empty containers
- Coupled with a maintenance & repair setup assists shipping lines for a quick turnaround of containers



## Buffer Yard

- 5,000 Sq. ft. area designated as buffer area
- Facility dedicated to factory stuffed containers awaiting customs clearance
- Assists exporters in saving time and transportation cost



## Customs & Plant and Quarantine facility

- 1.63mn sq ft. notified as a customs area
- Customs facility for the examination and clearing of cargo
- Units setup for inspection and approval of agro cargo at Somathane CFS



## Cargo at controlled temperature

- 92 Reefer plug points at the CFSs
- Temperature Controlled chamber at Ajivali CFS II, ~500 m<sup>3</sup> capacity

# Facilities Strategically Located



## Tumb ICD:

Capacity: 474,000 TEU's

## Ajivali I CFS:

Capacity: 25,000  
TEU's

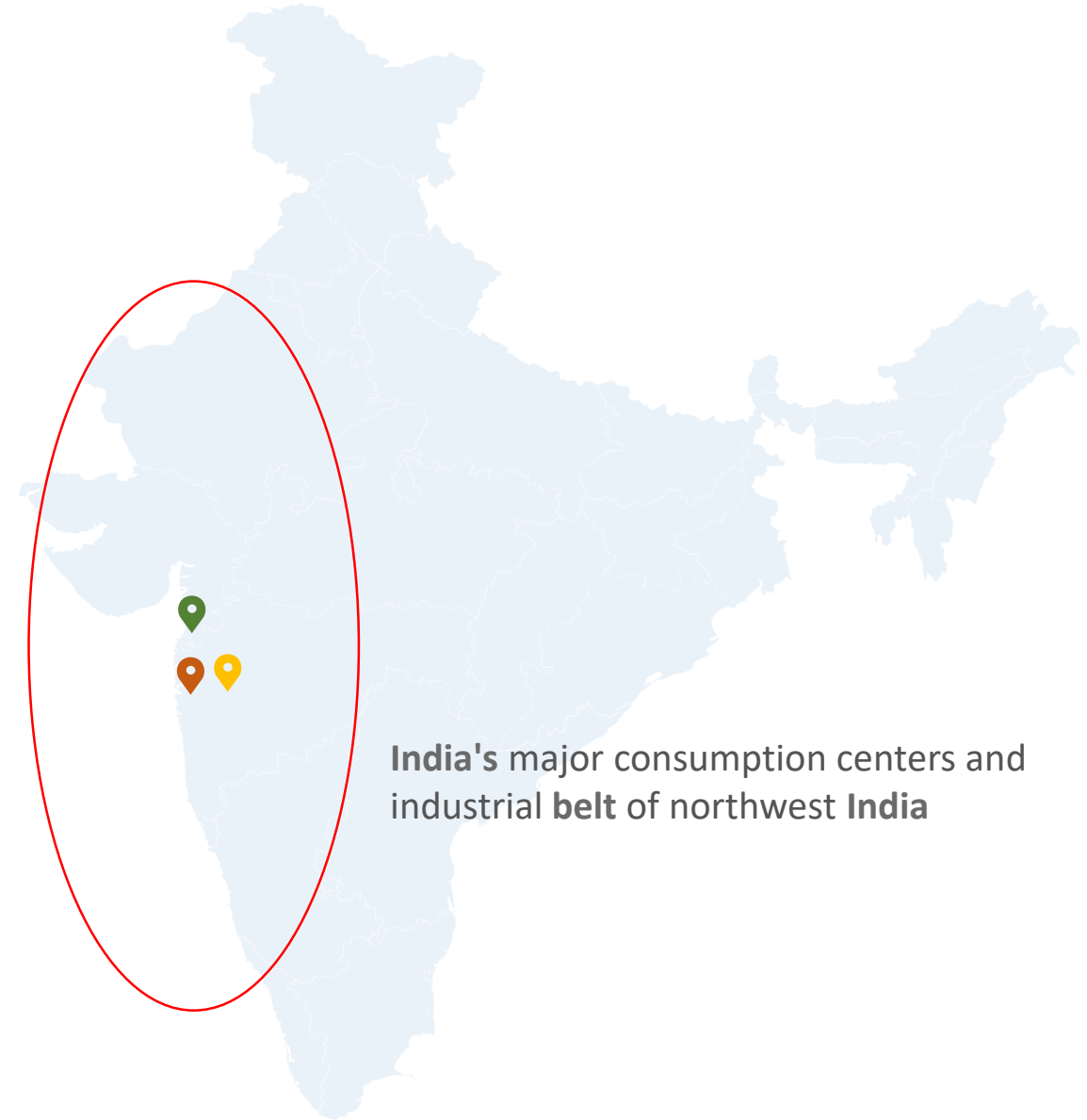
## Ajivali II CFS:

Capacity: 65,000  
TEU's

## Somathane CFS:

Capacity: 445,500  
TEU's

✓ Centre of India along with Rail PFT's



India's major consumption centers and industrial belt of northwest India

# CFS with Private Freight Terminal



Particulars	Somathane	Ajivali CFS I	Ajivali CFS II	
Operational Since	May 11, 2009	May 12, 2008	May 18, 2006	
Land Area	61 Acres	24 Acres	10 Acres	
Area Custom Notified	1,073, 224.25 sq. ft.	135,156 sq. ft.	428,400 sq. ft.	
Installed Capacity per annum	445,500 TEUs	25,000 TEUs	65,000 TEUs	
Bonded Warehouse	33,141 sq. ft.	-	27,641 sq. ft.	
Reefer Points	52	16	24	
Temperature controlled chambers	-	-	500 m <sup>3</sup>	
Hazardous Cargo	✓	-	✓	
Connectivity	Rail and Road	Road	Road	
Private Freight Terminal	✓	-	-	
				<div data-bbox="2109 268 2497 654" data-label="Text"> <p>Total Capacity <b>535,500 TEUs</b></p> </div> <div data-bbox="2109 716 2497 1102" data-label="Text"> <p>Capacity Utilization <b>55%</b></p> </div>



Particulars	Vapi ICD
Operational Since	Apr 14, 2016
Land Area	90 acres
Area Custom Notified	575,283.40 sq. ft.
Installed Capacity per annum	474,000 TEUs
Bonded Warehouse	5,000 Sq. ft.
Reefer Points	100
Temperature controlled chambers	-
Hazardous Cargo	✓
Connectivity	Rail and Road



Private Freight Terminal
<ul style="list-style-type: none"> <li>▪ Somathane PFT operational since 2012</li> <li>▪ Vapi PFT operational since 2018</li> <li>▪ Link between Somathane CFS to Somathane Railway Station and Tumb ICD to Sanjan Railway Station</li> <li>▪ Provides cargo Transport between JN Port and several inland destinations</li> <li>▪ Rail volumes contribution increased to 22% in FY18; further expected to increase to 25-30% in the medium term</li> </ul>

Help increase run-rate of CFS by:

**5,000 TEUs** (per month)



01

Clearance is close to your factories

02

20 major shipping Lines already using Tumb

03

Reduced lead time for exports/imports

04

LCLs and FCLs

05

Consolidate and hub your exports or imports

06

Ability to handle ODCs and OOGs

07

Nhava Port or Hazira Port?  
– Choice is yours

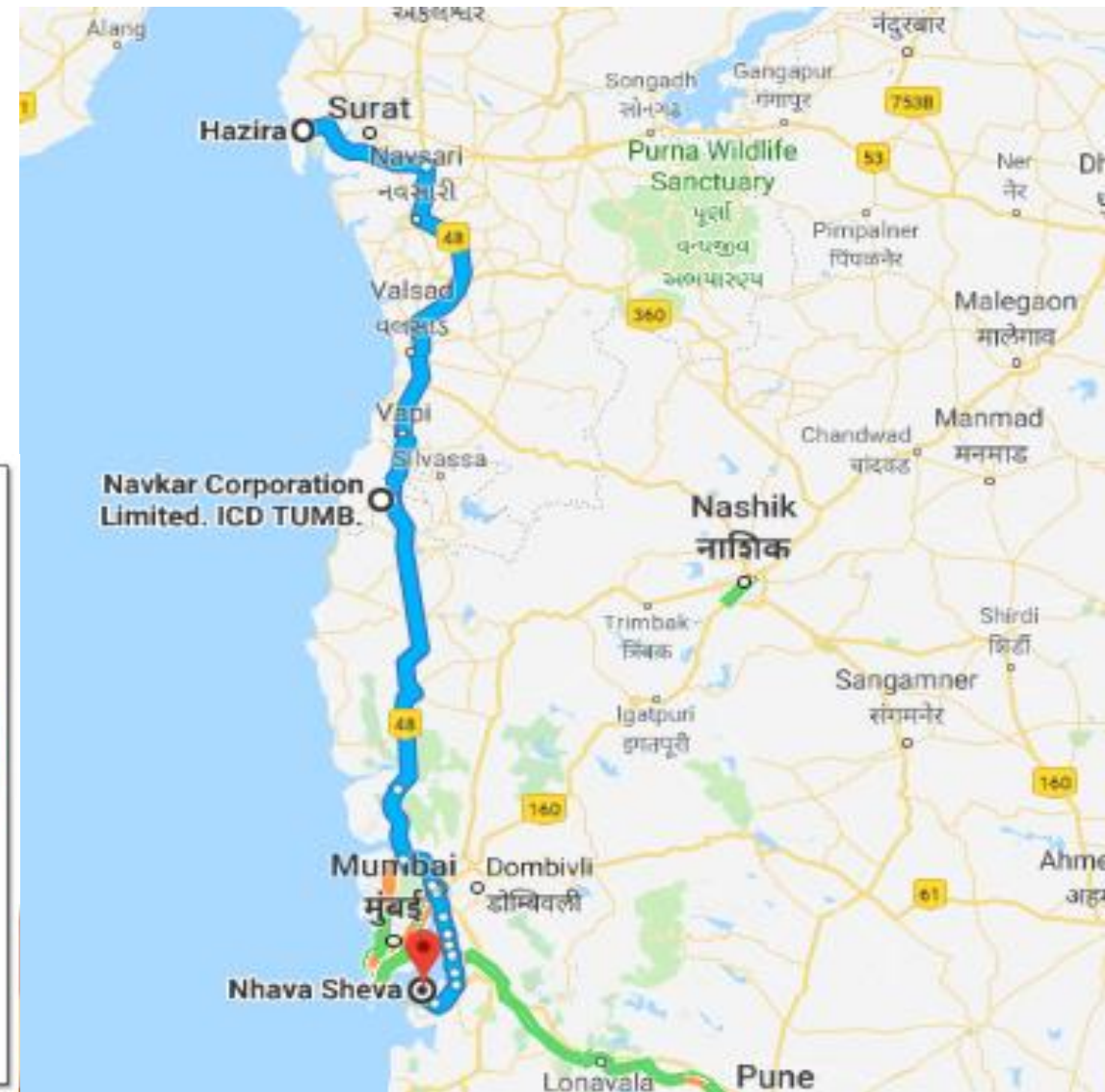
08

Flexibility and Ability – For your benefit

# Strategic Location-Access to Hinterlands of Western Belt

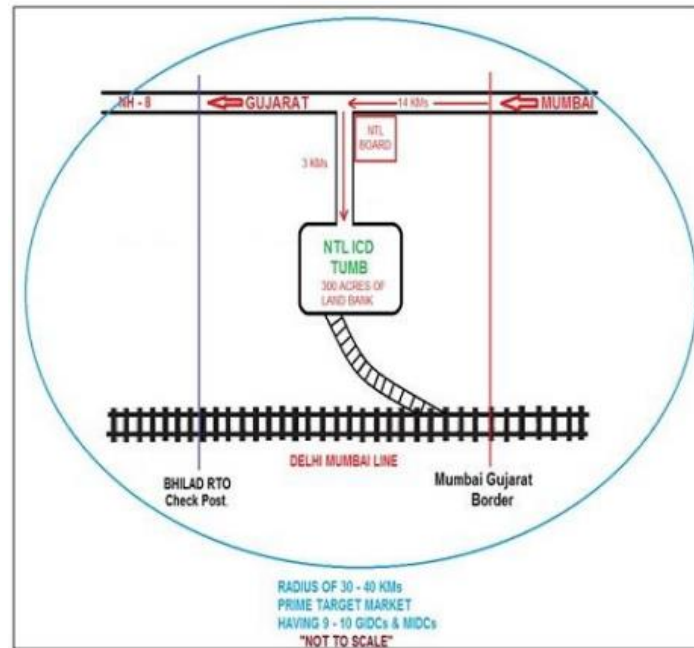


- ✓ Strategically positioned between Hazira Port (166 KMs) and Nhava Sheva Port (186 KMs) & its 236 KMs from Dahej Port
- ✓ NTL ICD TUMB serves both the ports with equal efficiency and effectiveness
- ✓ Surrounded with thousands of industrial units of GIDCs & MIDCs
- ✓ Railways planning double stack container DFCC on this route



## Solutions to Complex Logistics Needs

- *Congestion*
- *Empty Yards & M&R*
- *Hub and Spoke*







## Previous Model



## ICD Present Model – Option I (By Road)

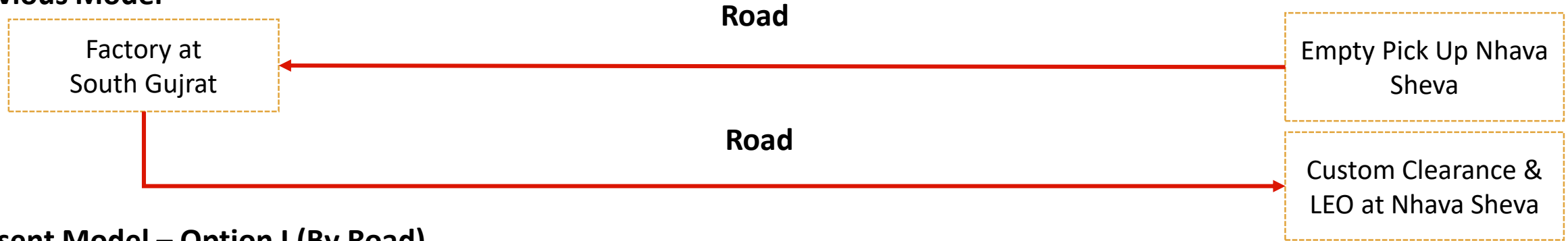


## ICD Present Model – Option II (By Rail)

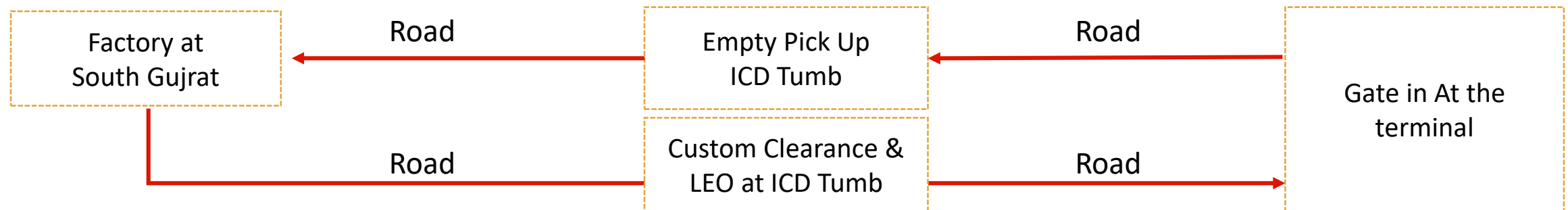




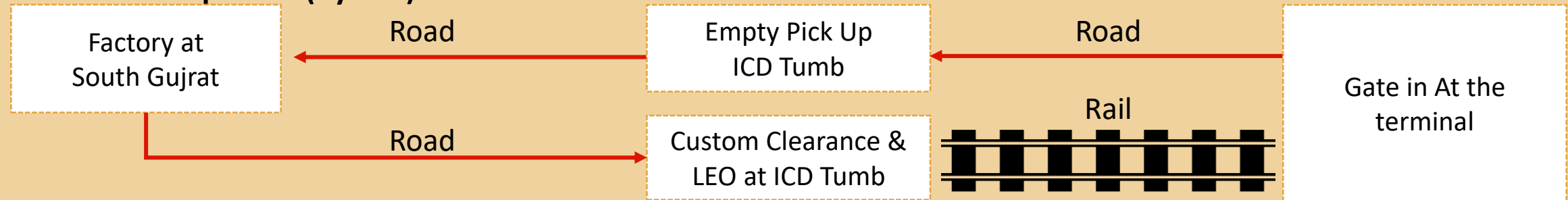
## Previous Model



## Present Model – Option I (By Road)



## Present Model – Option II (By Rail)



## Changing Business Dynamics

### Organised Logistics Sector

- Industry in Consolidation mode

### Introduction of Direct Port Delivery (DPD)

- Significant Impact of the CFS Business
- Volumes Drop

### Operationalization of ICD Tumb - Vapi

- Vapi Operationalized in FY17
- Increased Volume Pickup

### Strengthened Balance sheet

- Fund raise by way of QIP of Rs. 144 Crores to repay debt
- Debt to Equity : 0.2X in FY19
- Cash PAT of Rs. 101 Crs. in FY19
- ROCE to Improve : Operating Leverage to Play Out



# Introduction of Direct Port Delivery : Battle for Boxes

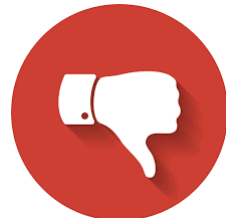


- Delivery of the containers directly from the port terminals
- Containers hauled to factories without taking to the CFS

- Assured clearance of cargo in less than 48 hours under DPD
  - ✓ Average time of seven days if routed through a CFS

- Helps to:
  - ✓ Reduce dwell time
  - ✓ transaction cost
  - ✓ Logistic cost

- Containers to be evacuated from the terminal within 48 hours, failing which the container is moved to a designated CFS



## Introduction of DPD



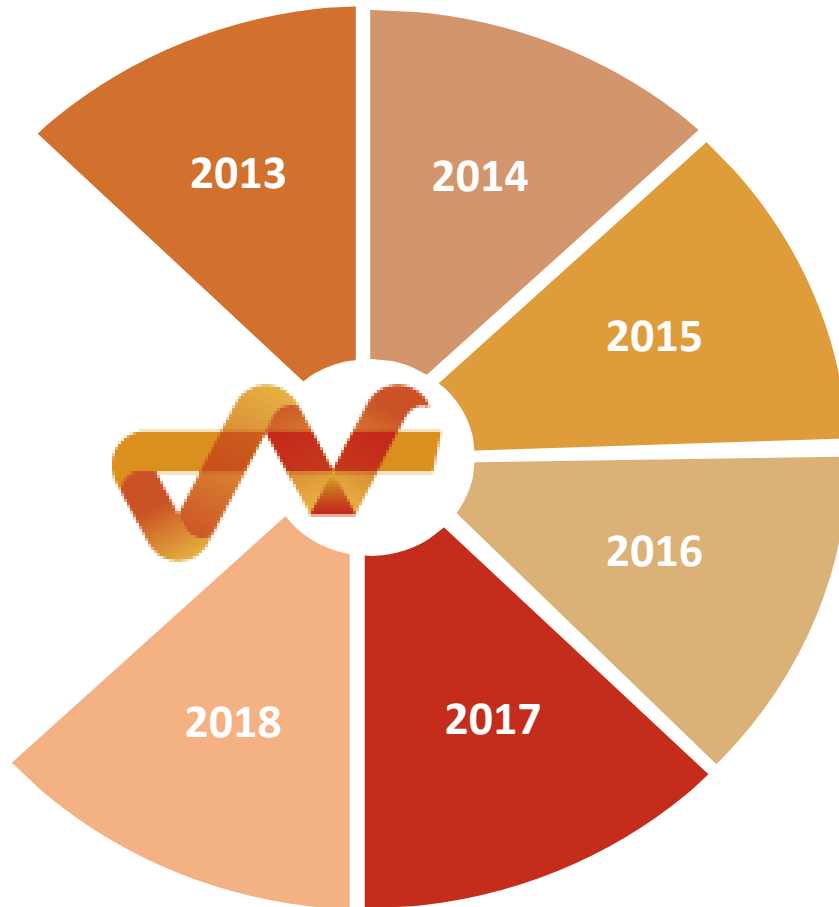
## Impact to Navkar

- Non-cleared & damaged containers are by default moved to a JNPT-owned CFS
  - ✓ Since April 2018, customs have allowed all CFS to handle these damaged containers which account for **10-20%** of all DPD containers

- **~65%** -DPD containers are resent to CFS
  - Because non-clearance within 48 hours
  - Voluntarily by importers

CFS's handle about **70% imports and 30% exports**, as close to 70% exports move directly to port

Government is encouraging **private participation in rail freight** among other initiatives to help clear the DPD cargo within 24 hours which is visible in the improving PFT operations



## 2013

Awarded Certificate of Merit by the World Customs Organization, in 2013

## 2015

Winner of ICC Supply Chain Excellence Award 2015 in the category of CFS Management from the Indian Chamber of Commerce

## 2017

Awarded for highest import deliveries of containers from JNPT during the year 2017-18 by Jawaharlal Nehru Port Trust

## 2014

Winner of Container Freight Station Operator of the Year Award 2014 at the 5th All India Maritime and Logistics Awards

## 2016

Container Freight Station Operator of the Year (Specific) at the 7th All India Maritime and Logistics Awards 2016

## 2018

CFS of the year 2018, awarded to the CFS based upon its growth, and volume during the financial Year



## Strategic Location

- CFS' strategically located close to NHs and connected to JNPT through PFT, providing good connectivity to interior parts of the country
- JNPT, Chennai port and the Mundra port handle 75% of India's total container traffic



## Modern Infrastructure

- Total Area: 7.71 mn sq. ft., of which 2.21 mn sq. ft. is notified customs area
- CFSs installed capacity : 535,500 TEUs pa
- Tumb ICD installed capacity : 474,000 TEUs pa
- Strong Equipment Bank of 850 vehicles
- Operates 798 trailers with RFID and GPS tracking systems



## Experienced Management Team

- Team of skilled & qualified professionals enables to identify new opportunities
- Helps in implementing business strategies & to continue to build on track record of handling container freight



## Leveraging Future Growth Opportunities

- PFT operations resulting in cost reductions and volume Growth
- Focus on domestic container movement post DPD at JNPT to leverage its infrastructure
- Container volume in India is expected to be 2 times by 2020, driven by EXIM trade



## Customized Solutions

- Services offered like packing, labelling, bar-coding, palletizing, fumigation etc.
- Provide repair & maintenance services for containers, which results in quick turnaround time for the transportation of containers
- Have more than 10,000 TEUs of empty containers to store



## Strong Clientele Relationship

- Strong established relationships with shipping lines & customs house
- Diversified portfolio as Export contributed 35%, Import - 57% and domestic 9% of our total cargo volume, respectively



**For further information, please contact:**

**Company :**

**Navkar Corporation Limited**  
CIN: L63000MH2008PLC187146

Mr. Anish Maheshwari  
Chief Financial Officer  
[anish@navkarcfs.com](mailto:anish@navkarcfs.com)

[www.navkarcfs.com](http://www.navkarcfs.com)

**Investor Relations Advisors :**

**Strategic Growth Advisors Pvt. Ltd.**  
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