

Ref: NCL/CS/2024-25/72 Date: February 10, 2025

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 Ultimate Holding Company of Navkar Corporation Limited i.e. JSW Infrastructure Limited.

Pursuant to Regulation 46 of the Listing Regulations, the aforesaid information is also available on the website of the Company i.e. <a href="https://www.navkarcorp.com">www.navkarcorp.com</a>

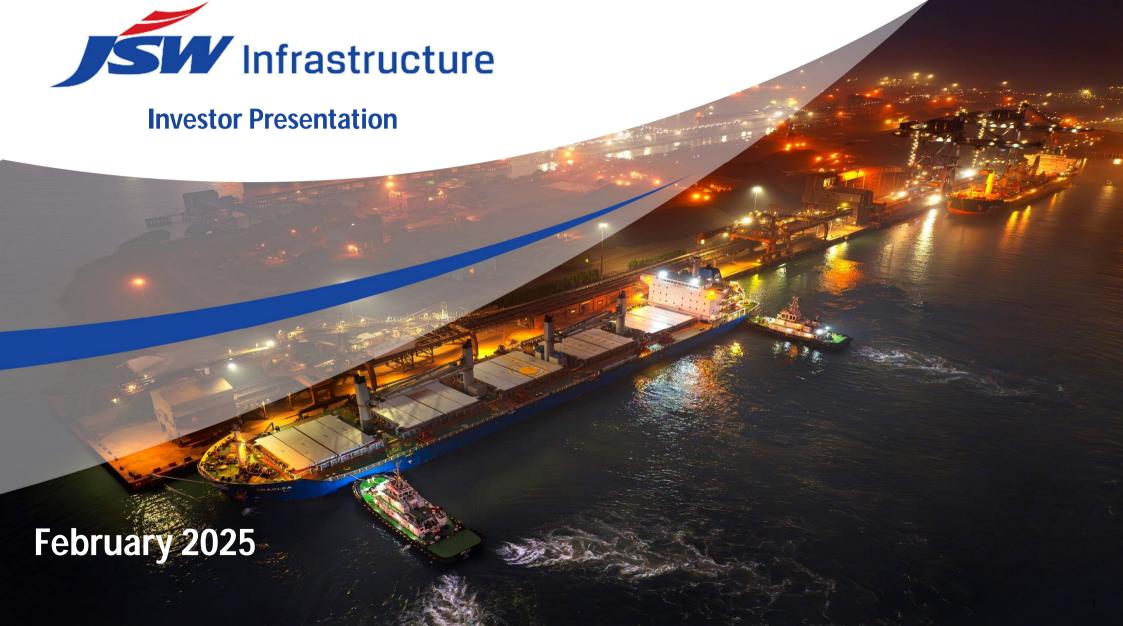
Thanking you,

For Navkar Corporation Limited



Deepa Gehani

Company Secretary & Compliance Officer



### **Forward Looking and Cautionary Statement**



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The Potential investors shall be in compliance with the applicable Insider Trading Regulations, with respect to the Company in reference to the information provided under this presentation.





# **Agenda**

**JSW Infrastructure- An Overview** 

Indian Economy & Strong
Fundamentals of Port Sector

**Growth Strategy and Key Project Updates** 

Q3 & 9M FY25 Operational & Financial Performance

**Robust Financials and Strong Balance Sheet** 

**Sustainability** 

To conclude

**Appendix** 





Amongst India's leading Conglomerates with a turnover of US\$24 Bn<sup>1</sup>



- India's largest steel producer
- Consol. capacity of 35.7<sup>2</sup> mtpa, growing to 43.5 mtpa by Sep'27
- Targeting 51.5 mtpa capacity by FY31
- Market Cap: ~US\$27 Bn



#### **Infrastructure**

- Second largest private port operator in India -174 mtpa capacity
- Strategically located Ports and Terminals on the west and east coast of India
- Equity listing in Oct 2023, current market cap of ~US\$6 Bn



### **Paints**

- Capacity of 170,000 klpa
- State-of-the-art plants in Karnataka and Maharashtra
- Targeting 800,000 klpa capacity by FY30



### **Ventures**

 Early-stage institutional venture capital fund investing in technology companies across Platform and SaaS businesses at pre-series A to series A stages

**Note**: Market cap as of Feb 05, 2025 | 1. As of FY24: mtpa: million tonnes per annum, GWh: Gigawatt hours, GW: Gigawatt, klpa: kilo litres per annum 2. 5mt capacity at Vijayanagar under commissioning





- Energy
- Power producer with 10 GW of generation capacity by FY25
- Targeting 20GW generation + 40GWh of Storage capacity by FY30
- Market Cap: ~US\$10 Bn



### Cement

- Capacity of 20.6 mtpa, growing to ~41 mtpa
- Lowest CO2 emission intensity in Indian cement industry and among major global companies
- Targeting 60 mtpa capacity



- 35% stake in JSW MG Motors India
- Plan to build largest EV complex in India
- Targeting 300k of PV and 100k of CV capacity by 2030

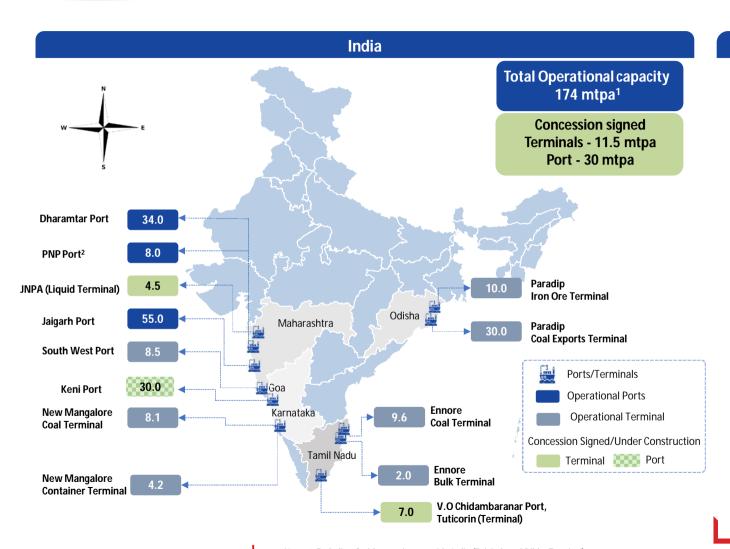


### **Sports**

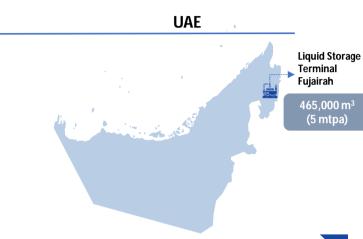
- High Performance Training centre at Vijayanagar and 4 satellite centres – trained Olympic medal winners
- Teams Owned: Delhi Capitals, Pretoria Capitals, Bengaluru FC and Haryana Steelers

### **JSW Infrastructure: Strategically Located Port Assets**





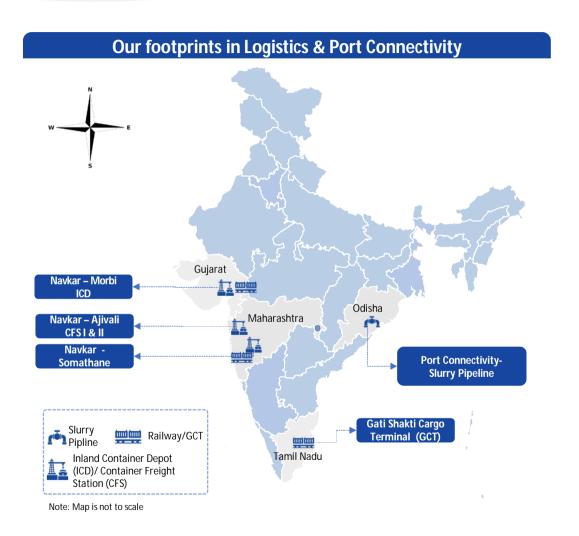
#### International



- O&M contracts at two dry bulk terminals in Fujairah
   (24 mtpa) and Dibba (17 mtpa) in UAE
- Locational advantage enhances sticky cargo profile that leads to lower transportation costs
- Strategic presence on West and East coasts of India
- Diversified presence ensures good connectivity to industrial hinterlands and mineral rich belts

# **Presence in Logistics & Port Connectivity**





### **Key Equipments**





2426+
Domestic standard containers

602
Trailers for last mile delivery





Rakes

RTG Cranes

Land Bank (Acres)								
Particulars	Developed	Undeveloped	Total					
Panvel Maharashtra	84	59	143					
Morbi, Gujarat	99	41	140					
Total	183	100	283					

# **Well Equipped Ports and Terminals with Multi-Modal Evacuation Channels**



Majority of the ports have the natural advantage of a deep draft, permitting direct berthing of larger vessels like cape size and post panamax vessels, and multi modal evacuation channels enabling us to provide customized supply chain solutions

### **West Coast**



- Berth Length: 2,319 meters
- Draft: 17.5 meters

Jaigarh Port

Capacity: 55.00 mtpa

#### **Dharamtar Port**



- Berth Length: 771 meters
- Draft: 5.0 mt. at berth pocket, 3.5 mt. at Amba river channel
- Capacity: 34.00 mtpa

#### **South West Port**



- Berth Length: 450 meters
- Draft: 14 meters
- Capacity: 8.50 mtpa

### **Paradip Iron Ore Terminal**



- Berth Length: 370 meters
- Draft: 16 meters
- Capacity: 10.00 mtpa

**East Coast** 



- Berth Length: 686 meters
- Draft: 15 meters
- Capacity: 30.00 mtpa

### New Mangalore Container Terminal



JSW Infrastructure Investor Presentation Feb 2025

- Berth Length: 350 meters
- Draft: 14 meters
- Capacity: 4.20 mtpa<sup>1</sup>

### **New Mangalore Coal Terminal**



- Berth Length: 315 meters
- · Draft: 14 meters
- Capacity: 8.07 mtpa

#### PNP Port<sup>2</sup>



- · Riverine Port with draft of 3.5 meters
- · Capacity: 8.00 mtpa

#### **Ennore Coal Terminal**



- Berth Length: 348 meters
- Draft: 16 meters
- Capacity: 9.6 mtpa

#### **Ennore Bulk Terminal**



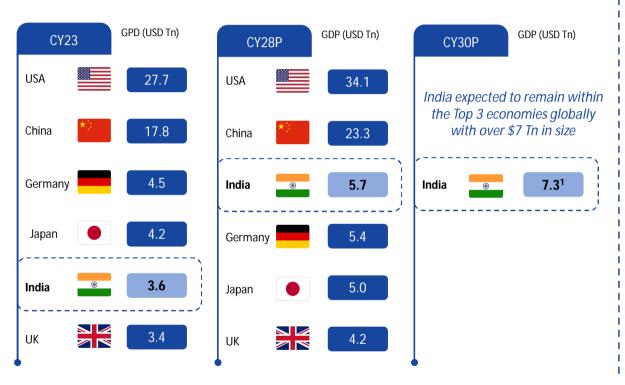
- Berth Length: 270 meters
- Draft: 14.5 meters
- Capacity: 2.00 mtpa



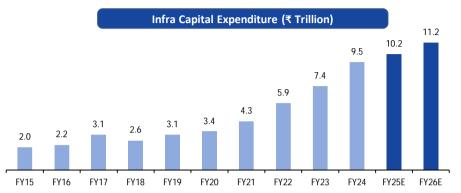
## **Indian Economy Poised to Grow**



### India on Track to be 3<sup>rd</sup> Largest Economy with a Size Of \$7 Tn+



#### **Government's Thrust on Infra Capex**



### Flagship Govt. programs to drive large scale infra improvements



• National Infrastructure Pipeline

\$1.3 Trillion + investment planned from FY20-25 to develop infrastructure



Bharatmala

65,000 kms+ of highways/roads connecting 550 districts



• Sagarmala

\$80 Bn+ planned for port modernization



UDAN

120 new airports planned



PM Gatishakti

Various Multi-model connectivity projects being evaluated

### **Indian Port Sector - Strong Fundamentals**





7,500+ km of coastline and 5,000 km of navigable waterways



Maritime routes contribute 95% of India's trade volume



India has 12 major and 200+ non-major ports with a capacity of ~2,700 mtpa



Aspiration to Quadruple port capacity to 10,000 mtpa by 2047



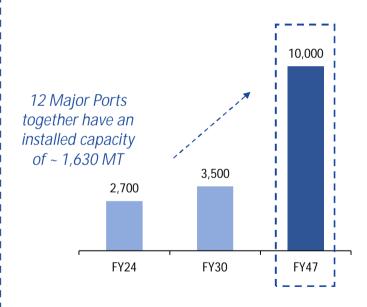
Maritime India Vision (MIV) 2030 has identified key interventions across 4 areas to Develop best-in-class Port infrastructure

- o Brownfield capacity augmentation;
- o Developing world-class Mega Ports;
- Development of a transshipment hub in Southern India; and infrastructure modernization



Adoption of the Landlord Model: Huge Opportunity for the Pan India Private Terminal Operators: Total Cargo handling Capacity of 12 major ports is ~1,630 mtpa

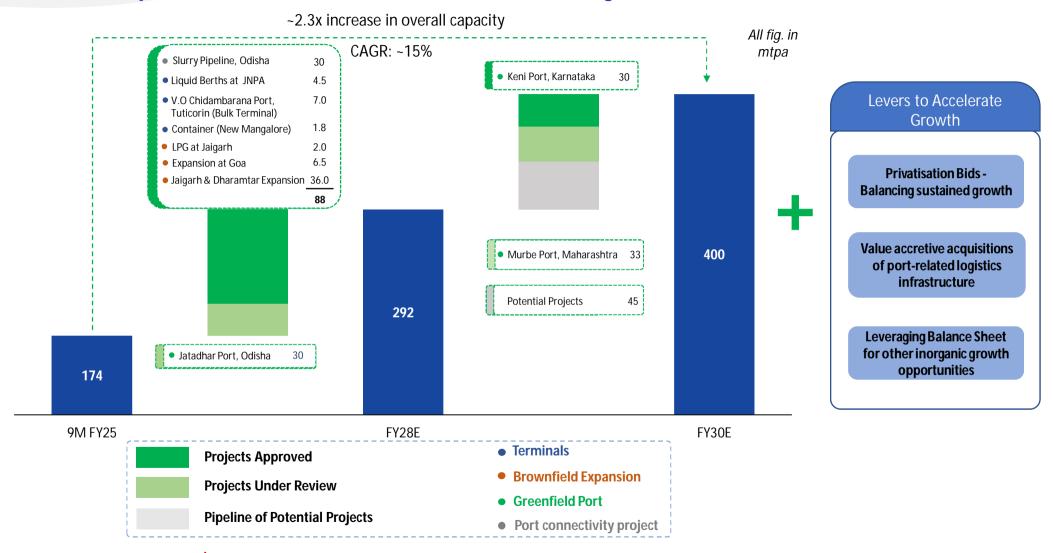
### Port capacity to Quadruple to 10,000 mtpa by 2047





### 2030 Road Map for Growth and Value Creation for Port Segment

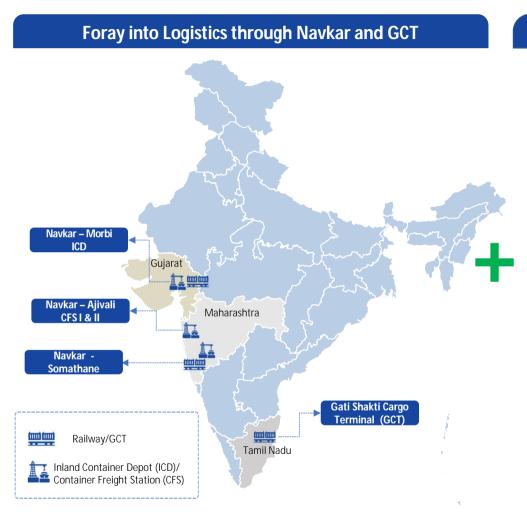




JSW Infrastructure Investor Presentation Feb 2025

### 2030 Road Map for Logistics segment





### **Growth Strategy**

#### 1. Greenfield ICDs

Leverage JSW Group's diverse business locations (Steel, Cement, Paints, etc.) to set up railway sidings and infrastructure for storage, bagging/stuffing and other value-added services

### 2. Partnerships/Associations

Partner/ Collaborate with operators and third-party customers to drive business growth and expansion.

# 3. Gati Shakti Multi-Modal Cargo Terminal (GCT) – Asset light model as land is provided by the Railways

Participate in the upcoming GCT bids, following the successful bid for GCT at Arakkonam, Chennai.

### 4. Inorganic Opportunities

Acquiring CFS and ICD businesses, akin to the acquisition of Navkar Corp.

### **FY30 Targets**

Revenue (Crore) ₹8,000



**EBIDTA (Crore)** ₹ 2,000

CAPEX (FY25-30)

₹ 9,000 Crore

### **Key Project Updates (1/3)**



### **Terminals**

#### V.O. Chidambarana Port, Tuticorin

- Concession agreement signed in July 2024
- Construction of 7mtpa berth to handle dry bulk cargo , estimated Capex of ₹600 crore
- Mobile Harbour Cranes (MHC) delivered at site
- Expected completion by Q4 FY26

### JNPA (Liquid Terminal)

- Concession agreement signed in April 2024
- Two liquid cargo berths with total capacity of 4.5mtpa, estimated capex of ₹100 crore
- 40% of pipelines delivered and 25% of pipelines under installation
- Interim operations commenced in November 2024, 90,000 tonnes liquid edible oil handled
- Completion by Q2 FY26

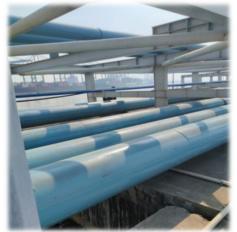
### **Expansion at Mangalore Container**

- Capacity Expansion from 4.2 to 6mtpa
- Estimated Capex ₹150 crore
- Yard design and infrastructure engineering works underway
- Mobile Harbour Cranes procured
- Expected completion by Q2 FY27





MHC delivered at Tuticorin





JNPA site image

## **Key Project Updates (2/3)**



### **Brownfield Expansion**

### LPG at Jaigarh

- Capacity 2mtpa
- Estimated Capex ₹900 crore
- Civil work completed
- Berth construction and LPG terminal is under progress
- Targeting completion by January 2026

### **Expansion at Goa**

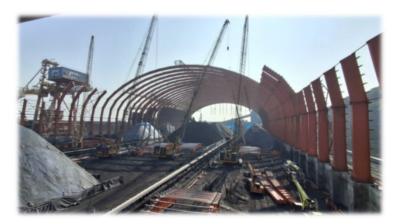
- Capacity expansion to 15mtpa from 8.5 through the Construction of Covered Shed
- Estimated Capex ₹150 crore
- Work in full swing, will be completed by March 2025

### **Expansion at Dharamtar & Jaigarh**

- Capacity Expansion 36mtpa at Dharamtar (21mtpa) and Jaigarh(15 mtpa), on the back of expansion of 5mtpa Steel-making capacity of Anchor customer at Dolvi
- Estimated Capex ₹2,359 crore
- Enquiry/Tender floated for Equipments & Conveyors
- Berth Construction & Dredging work in progress
- Targeting completion by March 2027



LPG construction at Jaigarh Port



Cover shed work in full swing at South West Port, Goa

### **Key Project Updates (3/3)**



### **Greenfield Port**

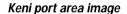
#### **Keni Port**

- All weather 30mtpa greenfield multi-cargo, direct berthing, deep water commercial port
- Concession agreement signed with Karnataka Maritime Board in Nov 2023
- Estimated Capex ₹4,119 crore
- Terms of Reference for environment clearance has been granted
- Construction is to be completed in three and half years and commercial operations are to commence in FY 2029

#### **Jatadhar Port**

- Concession agreement expected to be signed during Q3 FY 2025
- Capacity 30mtpa
- Estimated Capex ₹3,000 crore
- 1.7 million cubic meter (CBM) dredging completed
- Commercial operations expected in early FY 2028







Dredging work underway at Jatadhar

### Port connectivity projects

### **Slurry Pipeline Project (30 mtpa)**

- 302KM Slurry pipeline in Odisha Nuagaon to Jagatsinghpur
- 200km of welding and 164km of lowering completed
- Consideration upto ₹1,900 crore, Estimated Capex ₹4,000 crore
- Commercial operations are expected to commence by April 2027
- Shareholders of JSW Steel and JSW Infrastructure have approved the transfer of the slurry pipeline project.



Setting up slurry pipeline



### Q3 FY2025 Highlights





- Total Cargo Handled of 29.4 MT in Q3 FY25 and 85.7 MT in 9M FY25
  - Strong growth of 11% YoY in 9M FY25
  - Third-party customer share of 49% in Q3 FY25 vs 39% in Q3 FY24
- Interim operations commenced at JNPA (Liquid Terminal), At Tuticorin, it is expected to commence during Q4FY25.

Cash and Bank balance of ₹4,845 Crore and Gross Debt of ₹5,672 Crore (as of 31st Dec 2024)

Cargo handling capacity at the Mangalore Coal Terminal has been increased to 8.1 MTPA, up from 6.7 MTPA and PNP Port has been increased to 8 MTPA, up from 5 MTPA.



#### Q3 FY25

- Total Revenue of ₹1,265 Crore up 24% YoY
- EBITDA of ₹670 Crore up 20% YoY
- PAT of ₹336 Crore up 32% YoY
- Strong Balance Sheet, net debt of ₹827 Crore

  - Rated as "Low Risk" by Sustainalytics for Environmental, Social, and Governance (ESG)



- Great Indian IPO of the Year (BSE/NSE) at the Great Indian IPO Summit and Awards
- South West Port, Goa received two Grow Care India Excellence Awards:
  - Environment Excellence Gold Award Environment Protection (Ports) 2023
  - Corporate Social Responsibility Excellence Platinum Award 2023



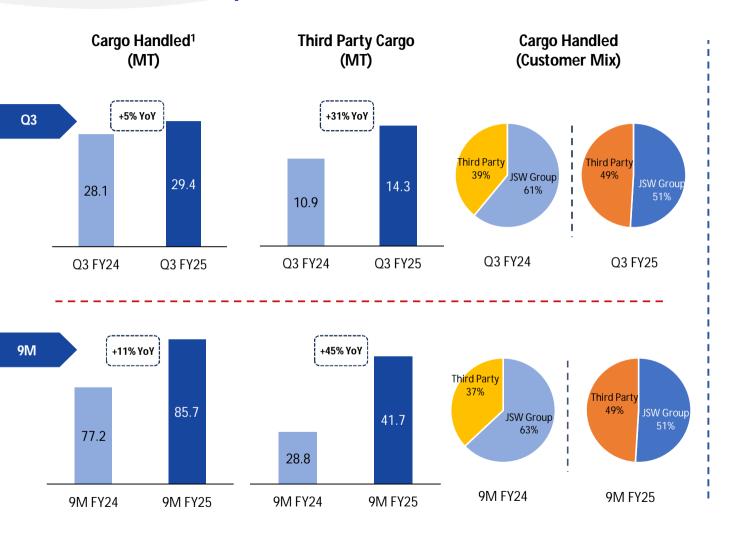


- Total Revenue of ₹3,457 Crore up 22% YoY
- EBITDA of ₹1,885 Crore up 22% YoY
- PAT of ₹1,006 Crore up 21% YoY

MT- Million tonnes

### Q3 & 9M FY2025: Operational Performance - Ports





### **Key Drivers - Q3 FY25**

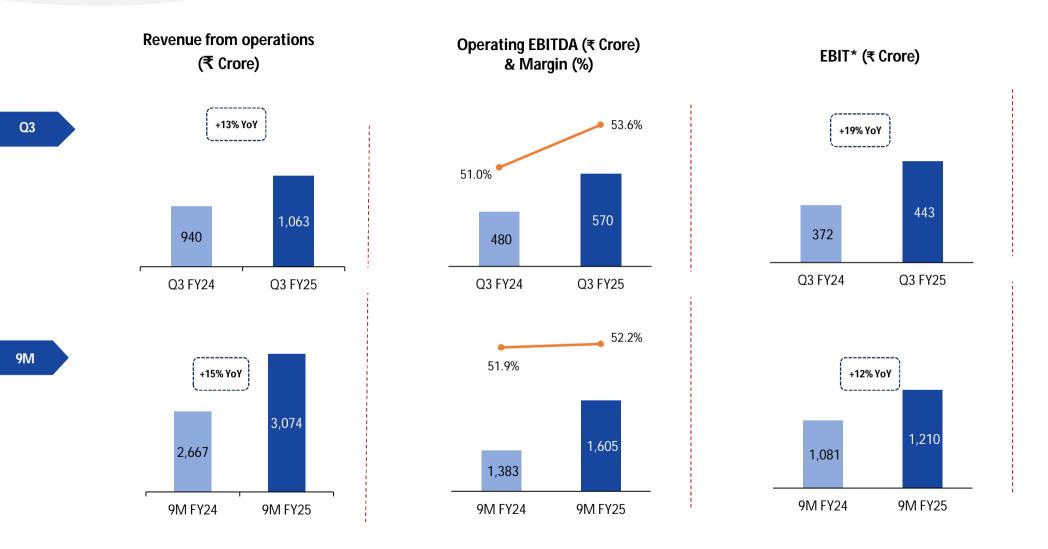
- Total Cargo Handled of 29.4 MT, growth of 5% YoY
  - Increase in capacity utilization at the coal terminal at Paradip.
  - Acquired assets (PNP and Liquid Terminal, UAE) contributed to the growth
  - The growth was partially offset by lower cargo volumes in the Iron Ore terminal of Paradip.
- Third-party cargo grew by 31%, the share of thirdparty cargo volume stood at 49% in Q3 vs 39% a year ago

### **Key Drivers – 9M FY25**

- Total Cargo Handled of 85.7 MT, growth of 11% YoY
- Third-party cargo grew by 45%, the share of thirdparty cargo volume stood 49% in 9M vs 37% a year ago

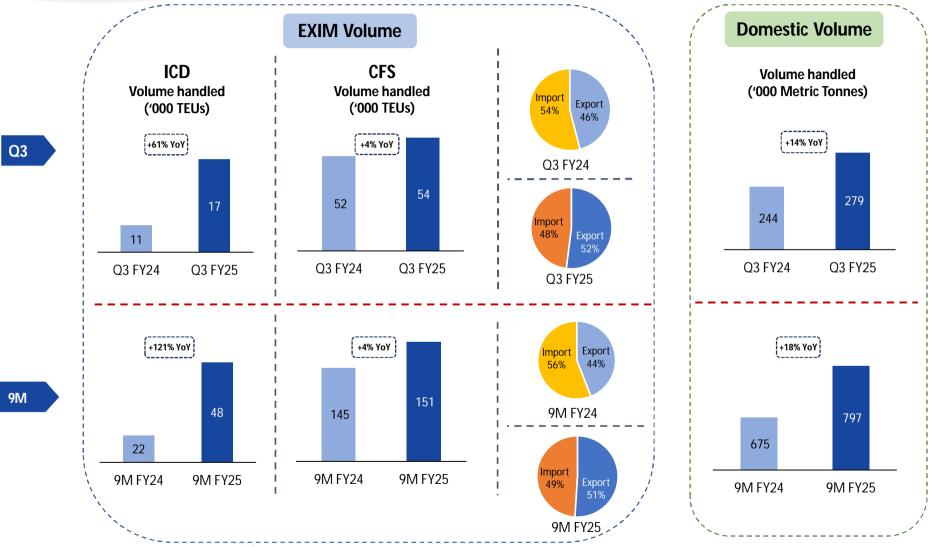
### Q3 & 9M FY25 - Financial Performance - Ports





### Q3 & 9M FY2025: Operational Performance – Navkar Corporation Ltd





**Note**: ICD - Morbi, CFS - Somathane and Ajivali I & II and PFT/Rail - Morbi, Somathane and Udhana \*TEUs – Twenty-foot Equivalent Units

# Q3 & 9M FY2025: Financial Performance – Navkar Corporation Limited

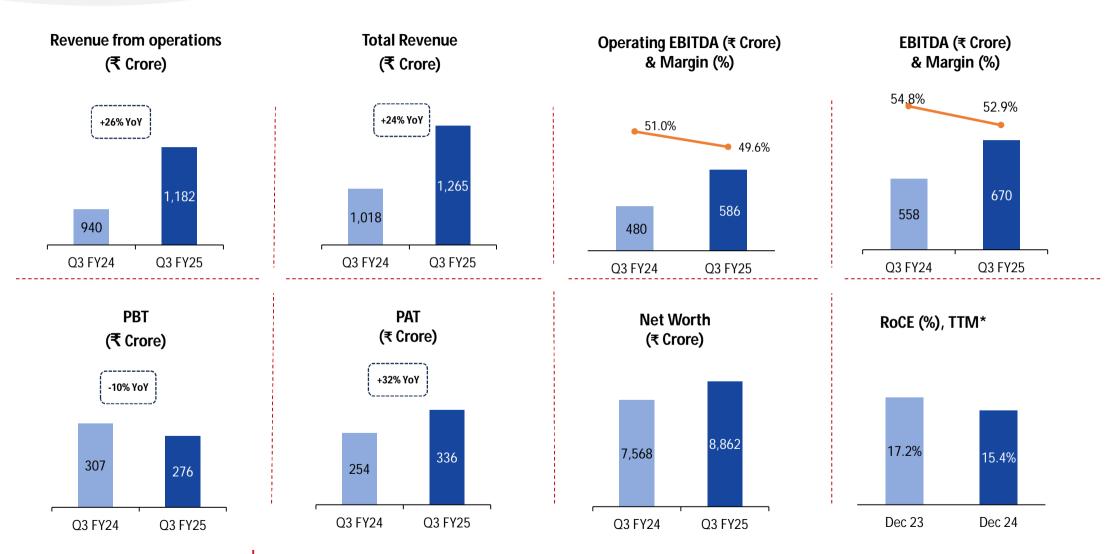


Particulars (₹ in crore)	Q3 FY24	Q3 FY25	9M FY24	9M FY25
Revenue from Operations	116.8	129.5	316.9	380.2
Other Income	4.2	0.4	5.4	4.6
Total Income	121.1	129.9	322.4	384.8
EBITDA	16.6	7.8	47.8	28.7
Depreciation	11.1	12.7	29.5	37.9
Finance Cost	5.3	5.1	8.3	16.3
Profit/Loss before Tax	0.2	(10.1)	10.0	(31.7)
Tax Expenses	7.7	1.3	11.6	(4.9)
Profit/Loss after Tax	(14.8)*	(11.4)	(9.0)*	(26.8)

<sup>\*</sup>Including loss from the discontinued operations Rs. 7.3 crore

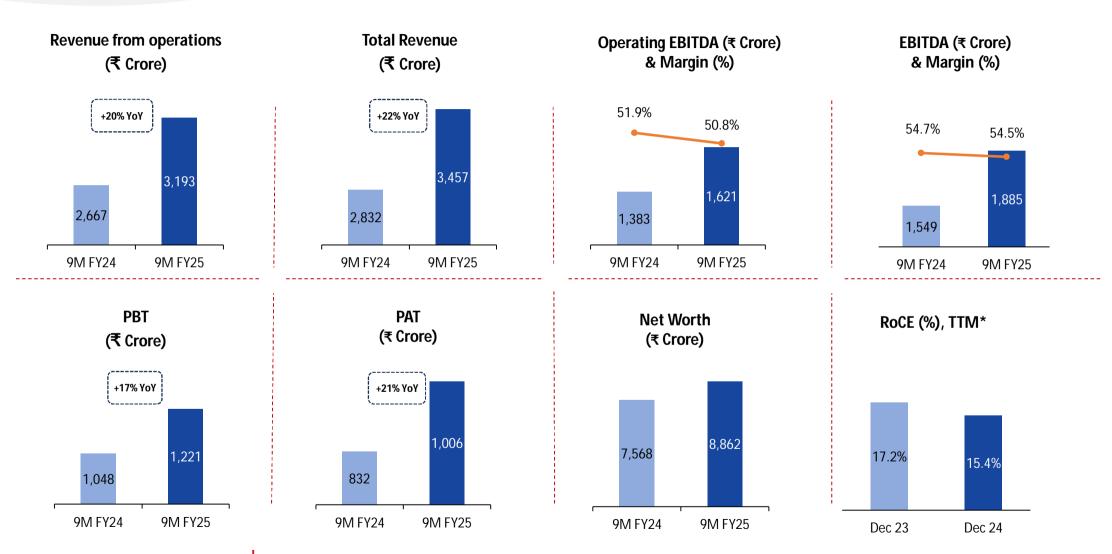
### **Q3 FY25 – Consolidated Financials & Key Performance Indicators**





### 9M FY25 - Consolidated Financials and Key Performance Indicators





<sup>\*</sup>TTM- Trailing Twelve Months

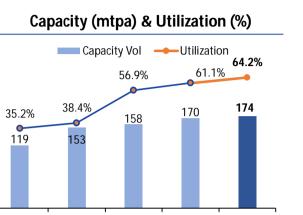


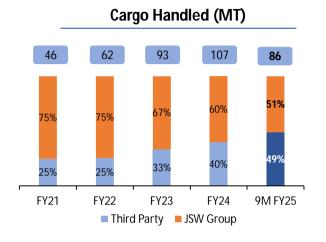
### **Robust Operational and Financial Metrics**

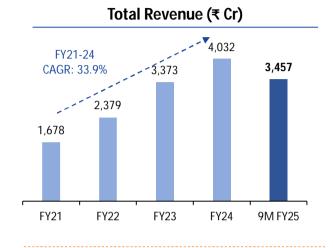
FY24

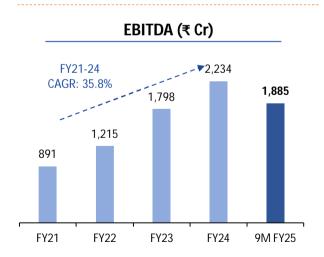
9M FY25



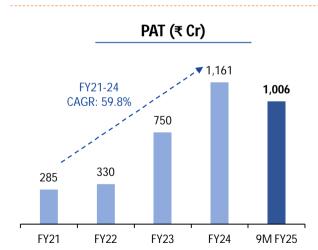




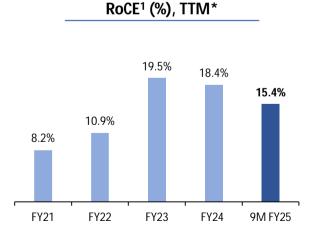




FY23



practice followed by the relevant Port Authorities. Consequently, the FY24 cargo is now 2MT instead of 1.4 MT earlier.



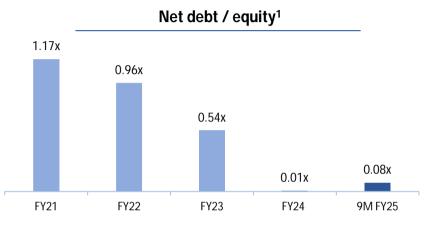
FY21

FY22

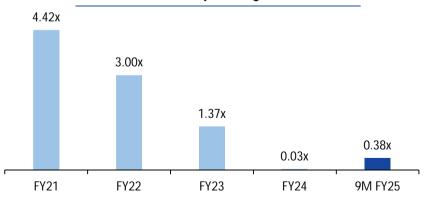
### **Strong Balance Sheet**



### **Well-Positioned to Pursue Growth Opportunities**



### **Net debt / operating EBITDA<sup>2</sup>**



### Raised capital at competitive rates



In January 2022, issued a USD 400 million 4.95% sustainability-linked senior secured notes due in 2029



#### **International Ratings**

- ✓ Fitch: BB+ / Positive
- ✓ Moody's: Ba1/Positive



### Domestic Ratings

✓ CARE AA+/ Stable



### **Sustainability Strategy**



### 16 Focus Areas



#### Climate Change:

- **Curtail direct GHG emissions and achieve Net-Neutrality by 2050**
- Aligned with India's Nationally Determined Contributions targets for reduction in Emission Intensity as per Paris Accord
- 15% reduction in CO₂e emission intensity by 2025-26 (vs. base year 2020-21)
- 35% reduction in CO<sub>2</sub>e emission intensity by 2030-31 (vs. base year 2020-21)



**Biodiversity**: No Net Loss for Biodiversity



Waste Water: Strive for Zero Liquid Discharge



Water Resources: Reduction in fresh water consumption



Waste: Strive for 100% solid waste utilization



Making our World a Better Place



Social Sustainability



Considerations



Indigenous People



Human Rights



Labour Practices & **Employment** 



Employee Health, Safety & Wellbeing



**Emissions** 



**Business** Ethics



Cultural Heritage



Energy

Aligned to **National &** International **Frameworks** 











### **Governance and Oversight By Board-level Business Responsibility and Sustainability** Committee

Independent Directors

Mrs. Ameeta Chatteriee

Mr. Nirmal Kumar Jain

Executive Directors Mr. Rinkesh Roy

Mr. Lalit Singhvi

### Reporting







FY 2021

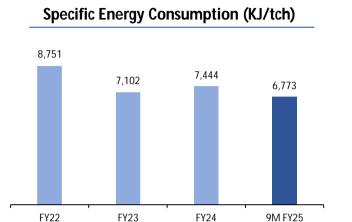
FY 2022

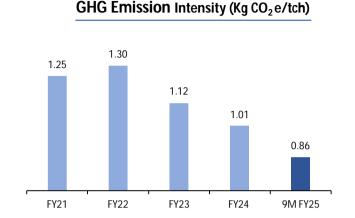
FY 2023

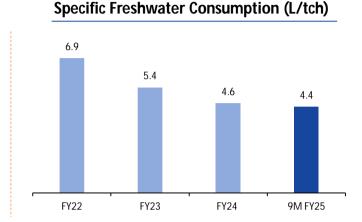
FY 2024

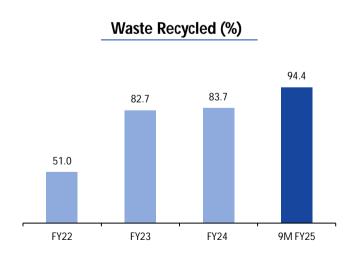
# **Sustainability - Key Performance Indicators**

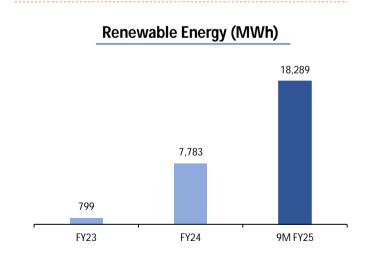














### **Our Commitment to Society**



### **Key Intervention Areas**













Development





### Health and Nutrition



- 10,700+ people reached through community health camps
- 8,800 people reached through vision screening camps

#### **Education**



• **762 students awarded** JSW Udaan Scholarships



#### Water, Environment and Sanitation



200 women everyday utilizing a toilet at Paradip beach

### Flood Relief Support



4,000 families supported with ration supplies in Ennore

### To Conclude





JSW Infrastructure is the second largest private port operator in India with 174 mtpa capacity



Strategically located assets with well equipped Ports and Terminals with Multi-Modal Evacuation Channels



Well placed to reap the benefits of the growing Indian economy, massive infra build, strong cargo growth potential and limited competition in the sector



Growth Strategy of low-cost brownfield expansion, developing high-margin greenfield ports with clear visibility of group Cargo and benefits of Government's Privatization drive. Increasing capacity to 400mtpa by FY30.



Scaling up logistics business to achieve topline of ₹8,000 crore by FY30.



Track record of Robust Operational and Financial Metrics



Strong balance sheet to pursue value-accretive organic and inorganic growth



# **Key information- Cargo Handled**

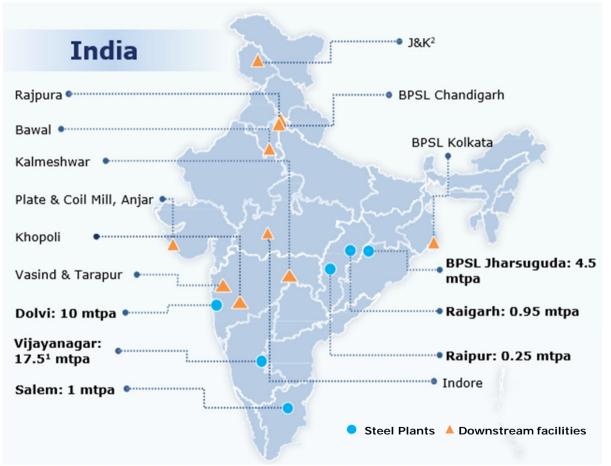


		(MT)				
Legal Entity		Q3 FY 24	Q3 FY25	9M FY24	9M FY25	FY24
JSW Infrastructure Limited	Standalone	0.8	0.4	1.9	1.9	2.7
JSW Jaigarh Port Limited	Jaigarh Port	5.7	5.1	16.6	14.9	21.5
JSW Dharamtar Port Private Limited	Dharamtar Port	6.3	6.0	19.1	17.0	25.1
South West Port Limited	Goa	1.9	1.7	5.3	4.6	7.2
JSW Paradip Terminal Private Limited	Paradip, Iron Ore	3.9	2.8	9.1	9.2	12.4
Paradip East Quay Coal Terminal Limited	Paradip, Coal Exports	4.1	4.9	11.6	13.6	16.8
Ennore Coal Terminal Private Limited	Ennore Coal	2.3	2.3	6.7	7.3	9.3
Ennore Bulk Terminal Private Limited	Ennore Bulk	0.4	0.5	1.1	1.2	1.5
Mangalore Coal Terminal Private Limited	Mangalore Coal	1.8	1.7	3.6	4.6	4.8
JSW Mangalore Container Terminal Private Limited	Mangalore Container	0.7	0.6	2.0	1.8	2.6
PNP Maritime Services Private Limited	PNP Port	0.1	1.5	0.1	4.2	1.3
JSW Middle East Liquid Terminal Corp <sup>1</sup>	Liquid Terminal UAE	0.1	2.0	0.1	5.4	2.0
JSW JNPT Liquid Terminal Private Limited	JNPA	-	0.1	-	0.1	-
Total Cargo Handled		28.1	29.4	77.2	85.7	107.0

### **Strong Anchor Customer: JSW Steel**



# Most Geographically Diversified Steel Producer in India JSW steel



- India's largest steel producer
- Consol. capacity of 35.71
   mtpa, growing to 43.5
   mtpa by Sep'27
- Targeting 51.5 mtpa capacity by FY31

