

Ref: NCL/CS/2020-21/21

Date: September 03, 2020

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

Regd. Office: 205, 2nd Floor, J.K. Chambers, Sector-17, Vashi, Navi Mumbai-400 703

Corporate Office: 13th Floor, Goodwill Infinity, Plot No.E/3A, Sector-12, Near Utsav Chowk, Kharghar, Navi Mumbai-410210  
● Tel.: 022 3800 6500 ● Fax.: 022 3800 6509 ● [www.navkarcfs.com](http://www.navkarcfs.com) ● CIN: L63000MH2008PLC187146

Admin Office : Survey No.89/93/95/97, at Somathane Village, Kon-Savla Road, Taluka-Panvel, Dist. Raigad, Maharashtra-410206, India  
● T.+91-2143-662525 (100 lines) ● +91-2143-262028-32 ● F.+91-2143-262042 ● +91-2143-262011 ● E. [admin@navkarcfs.com](mailto:admin@navkarcfs.com)





# Navkar Corporation Limited

Investor Presentation – September 2020





This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Navkar Corporation Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.



# COVID IMPACT IN OUR BUSINESS



- The Novel Corona Virus that spread rapidly across the globe was named COVID-19 by the World Health Organization and declared as a pandemic. The effects of this were to enforce lockdowns - initially in few areas and then extended to states and even nationally. The lockdown in India began on March 22, 2020 and was continuing during the first quarter of the FY 2020-21. I am pleased to share that despite several challenges imposed by COVID-19, our overall performance has remained satisfactory. During lockdown, disruption in transportation were the key elements due to driver shortages. It has not been easy as we kept up the movement of goods from the ports and terminals into the CFS and across the country. Our team played a very important role, despite all the challenges, they actually delivered a fantastic result to the customers who were in dire need of evacuating cargo from the port into the CFS & ICD.
- The Company's management has made an assessment of impact on business and financial risks on account of COVID-19. Though, the impact of the Covid-19 pandemic on future business operation of the Company may be different from that estimated as at the date of approval of these financial results considering the uncertainty in overall economic environment, the management does not presume see any risks in the Company's ability to continue as a going concern and there is reasonable possibility of meeting its liabilities. During the period of quarter ending 30th June, 2020, there is observed a decrease in the revenue of the company and other consequential expenses owing to nation-wide lockdown for COVID-19. This is because of movement of containers containing cargo related to essential commodities was on priority during the lockdown and there was limited scope of movement of cargo related to non-essential commodities.

# Financial Highlights

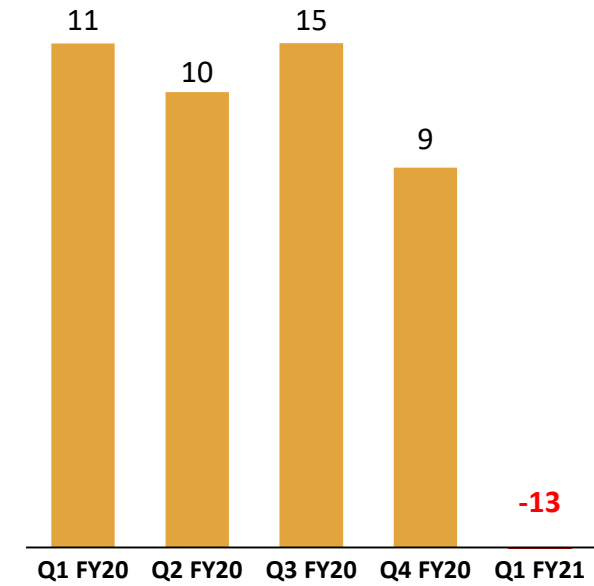
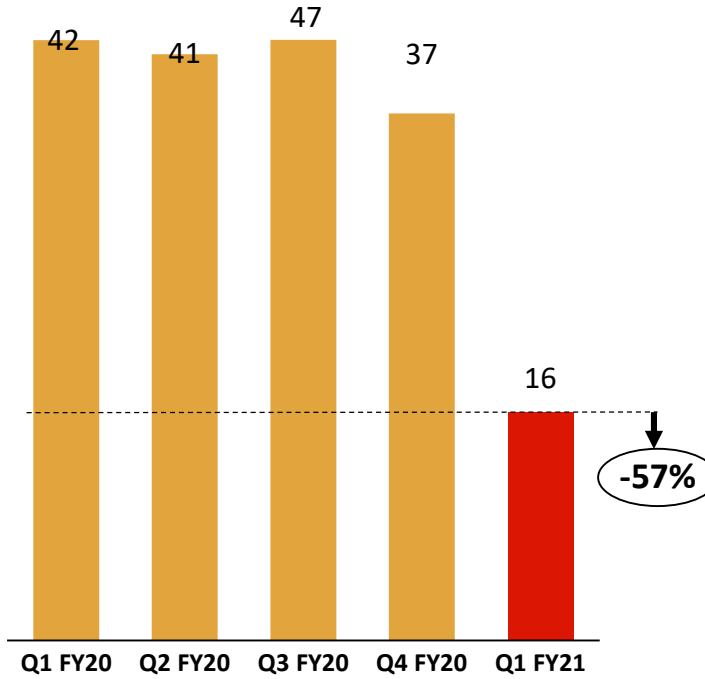
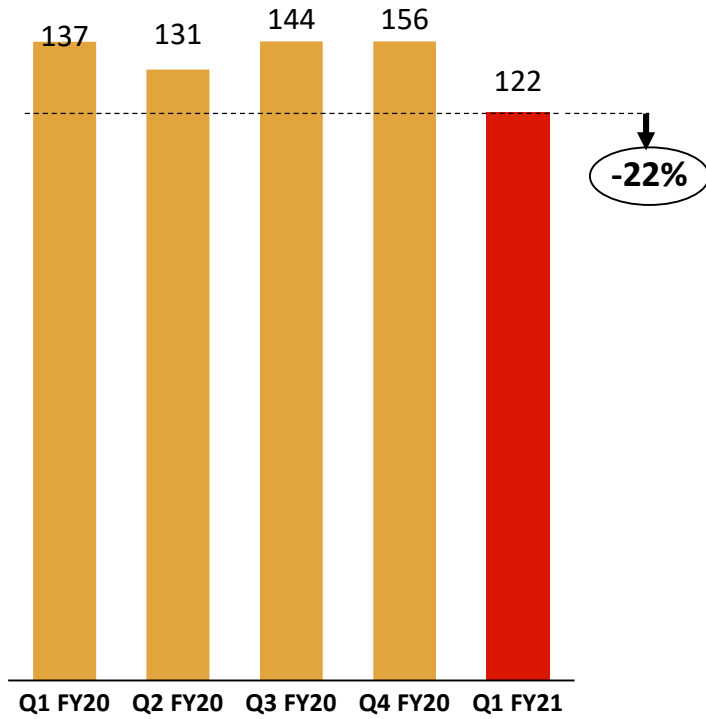


## Revenue

## EBITDA

## PAT

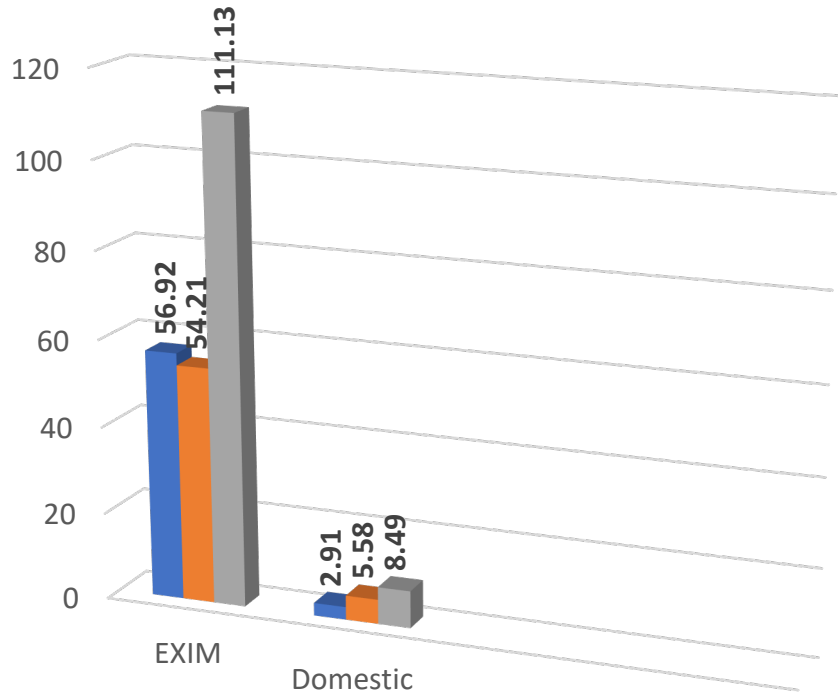
(In Rs. Crs.)



# Revenue Highlights

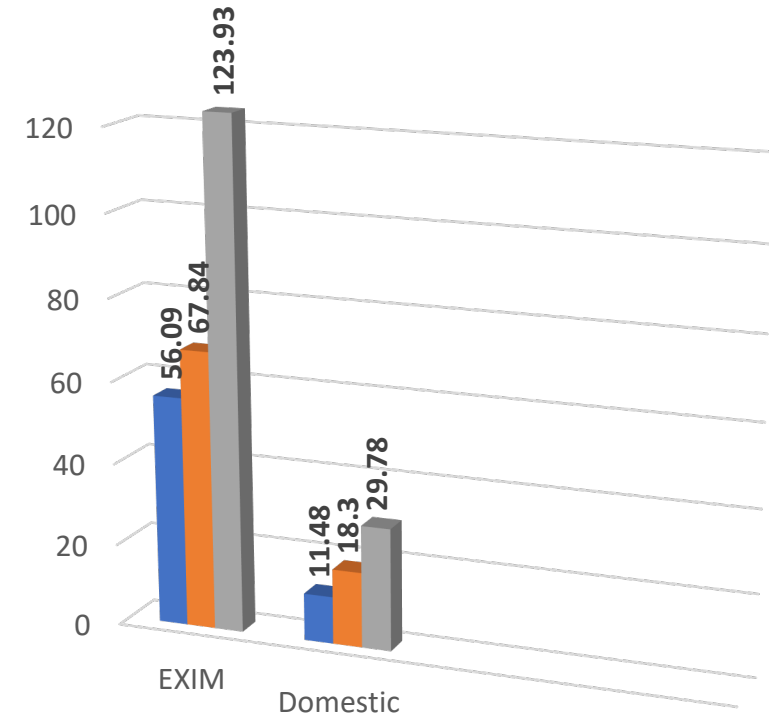


(In Rs. Crs.)



**FY21**  
**Q1 Revenue**

■ Mumbai ■ Vapi ■ Total



**FY20**  
**Q4 Revenue**

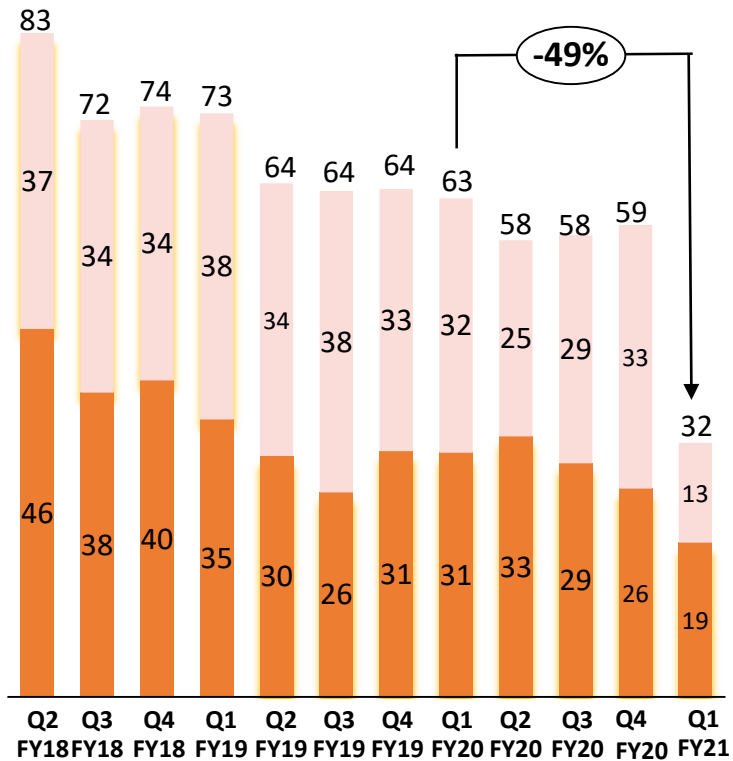
■ Mumbai ■ Vapi ■ Total

# Volumes : DECLINED in CFS + STABLE in ICD Tumb

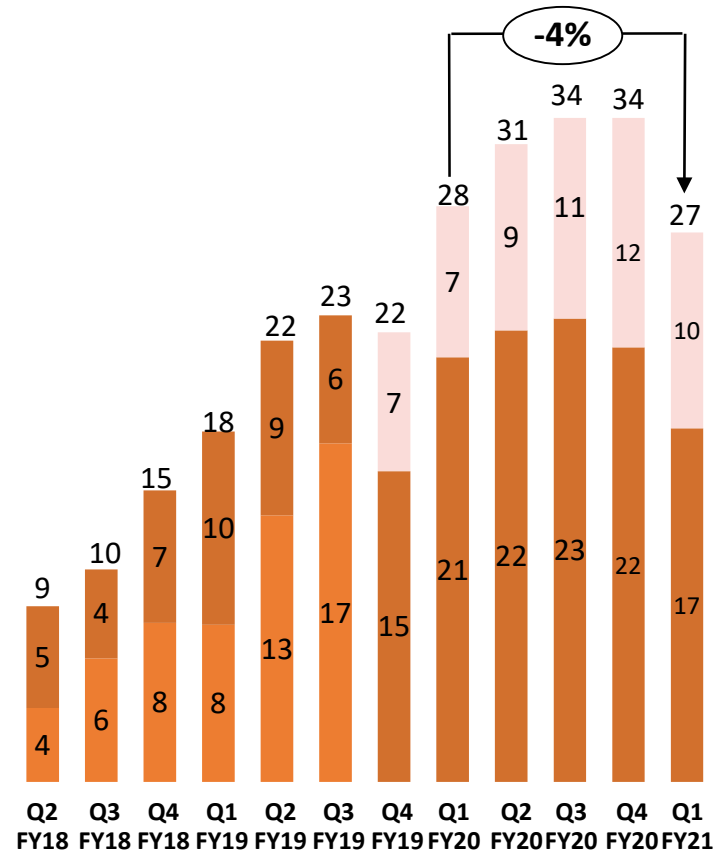


(Nos. of TEUs in '000)

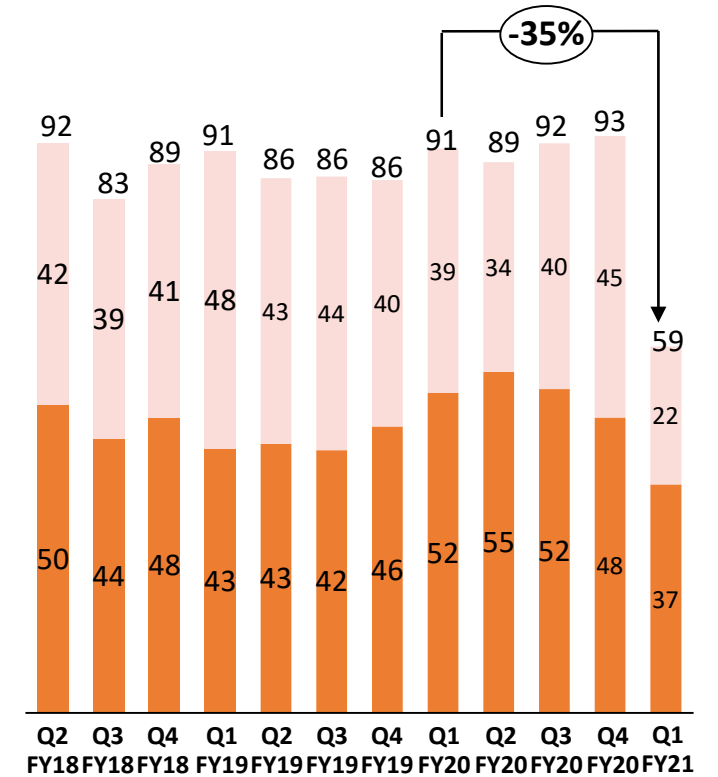
## Mumbai



## Vapi



## Total



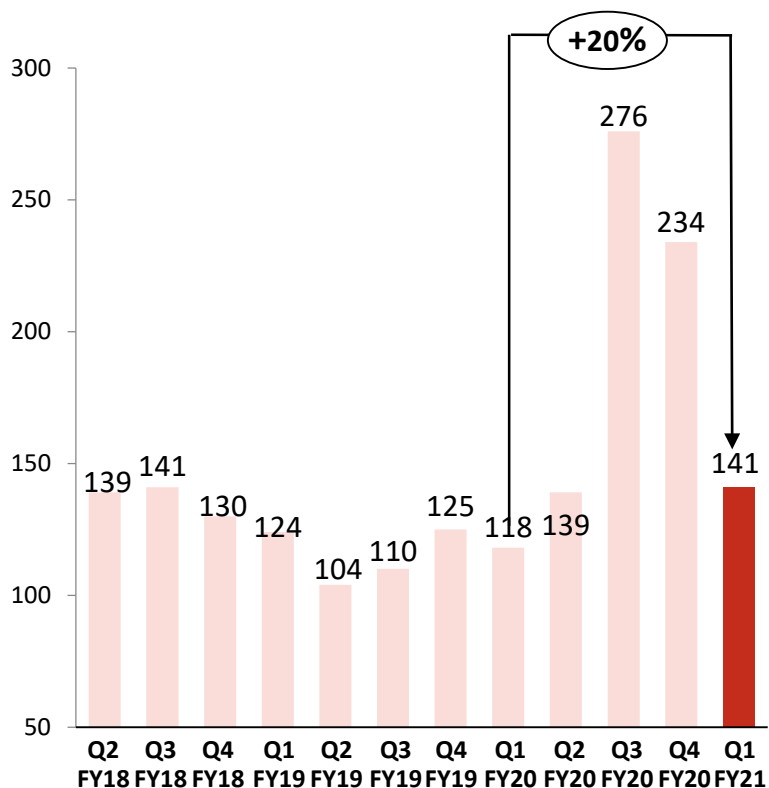
Export Import

# PFT Movement: Led by Vapi

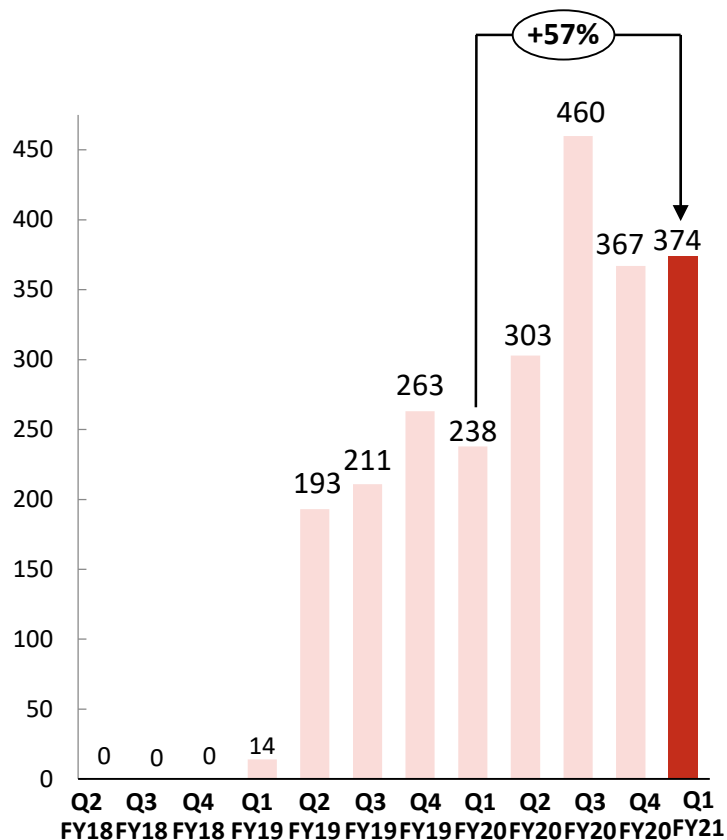


(Nos. of Trains)

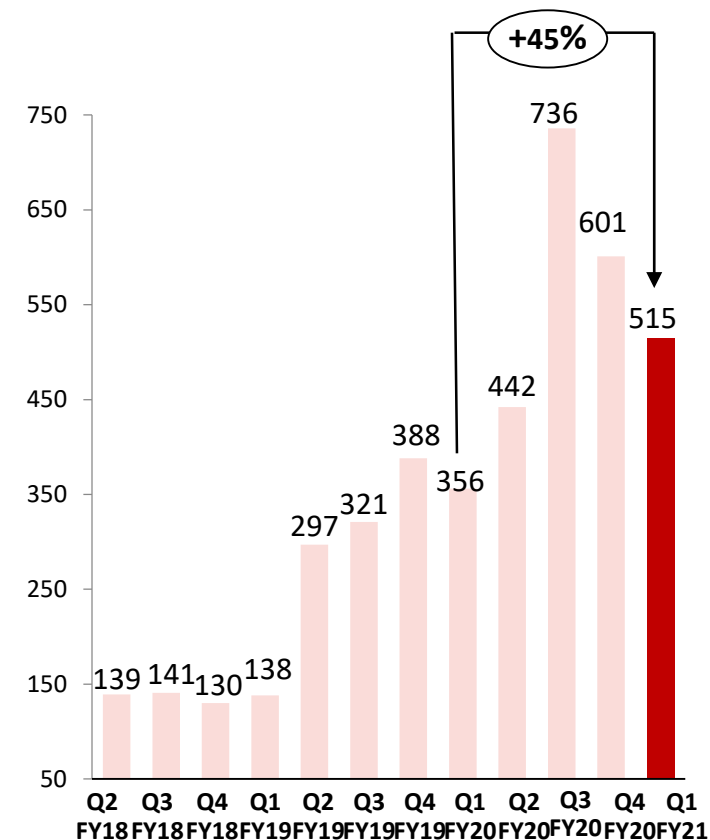
## Mumbai



## Vapi



## Total





# P&L Statement – Q1FY21



Particulars ( Rs. Crs )	Q1 FY21	Q1 FY20	Y-o-Y	Q4 FY20	Q-o-Q
Revenue from Operations	121.5	136.5		155.8	
Other Operating Income	-	-		-	
<b>Revenue from Operations (Net)</b>	<b>121.5</b>	<b>136.5</b>	<b>-10.9%</b>	<b>155.8</b>	<b>-22.0%</b>
Operating Expenses	81.1	70.1		94.1	
Employee Expenses	8.9	9.2		7.7	
Other Expenses	15.6	15.4		17.3	
<b>EBITDA</b>	<b>15.9</b>	<b>41.8</b>	<b>-61.9%</b>	<b>36.7</b>	<b>-56.6%</b>
<b>EBITDA Margin</b>	<b>13.1%</b>	<b>30.8%</b>		<b>23.5%</b>	
Other Income	-0.1	0.0		0.2	
Depreciation	11.6	10.5		10.0	
<b>EBIT</b>	<b>4.2</b>	<b>31.3</b>	<b>-86.5%</b>	<b>26.9</b>	<b>-84.4%</b>
<b>EBIT Margin</b>	<b>3.4%</b>	<b>23.0%</b>		<b>17.3%</b>	
Finance Cost	14.1	11.9		12.4	
<b>Profit before Tax</b>	<b>-9.9</b>	<b>19.4</b>	<b>-</b>	<b>14.5</b>	<b>-</b>
Tax	2.9	8.3		5.9	
<b>Profit after Tax</b>	<b>-12.8</b>	<b>11.1</b>	<b>-</b>	<b>8.6</b>	<b>-</b>
<b>PAT Margin</b>	<b>-10.5%</b>	<b>8.1%</b>		<b>5.5%</b>	



## 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

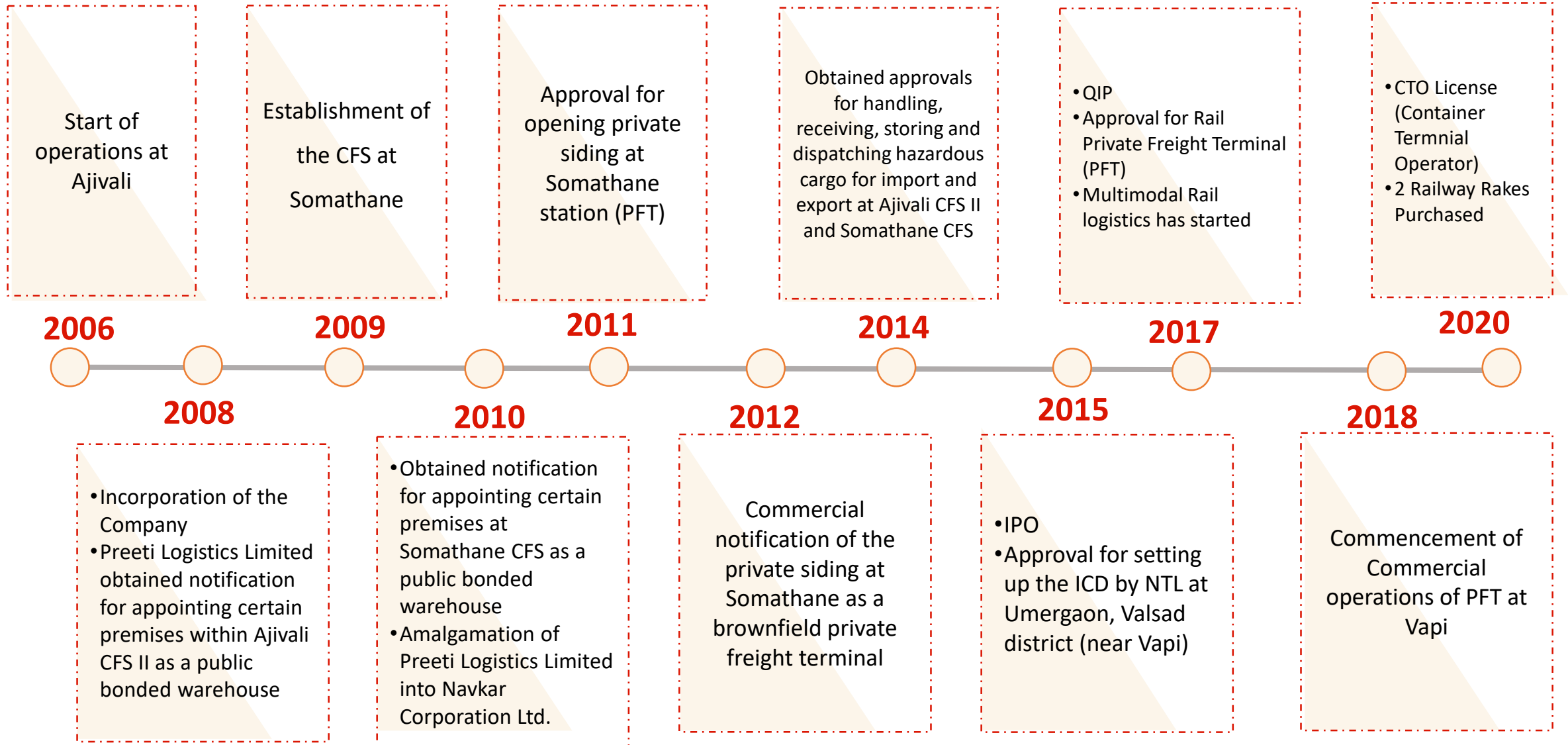
## We are integrated for Exim & Domestic Movement

- 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



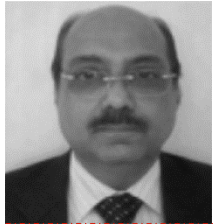
# Experienced Board Of Directors



Shantilal Jayavantraj Mehta  
*Chairman & Managing Director*



Nemichand Jayavantraj Mehta  
*Whole-time Director*



Ashok Kumar Thakur  
*Non-Executive Independent  
Director*



Pooja Hemant Goyal  
*Non-Executive Independent  
Director*



Sandeep Kumar Singh  
*Non-Executive Independent  
Director*



# Management Team



Mr. Shantilal J Mehta  
*Chairman*



Mr. Nemichand J Mehta  
*Whole-time Director*



Mr. Anish Maheshwari  
*Chief Financial Officer*

# Equipment Bank



Trailers: 940+



Kalmar: 23



Forklift: 59



JCB: 2



Hydra: 4



Tractor: 4

Railway Rake: 2



Tanker: 2



Hywa: 3



Fire: 1

**Total Equipment Bank of 940+ Vehicles**

# Single Interface for our Clients



## 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



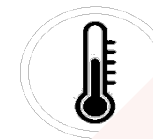
## Buffer Yard

- 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



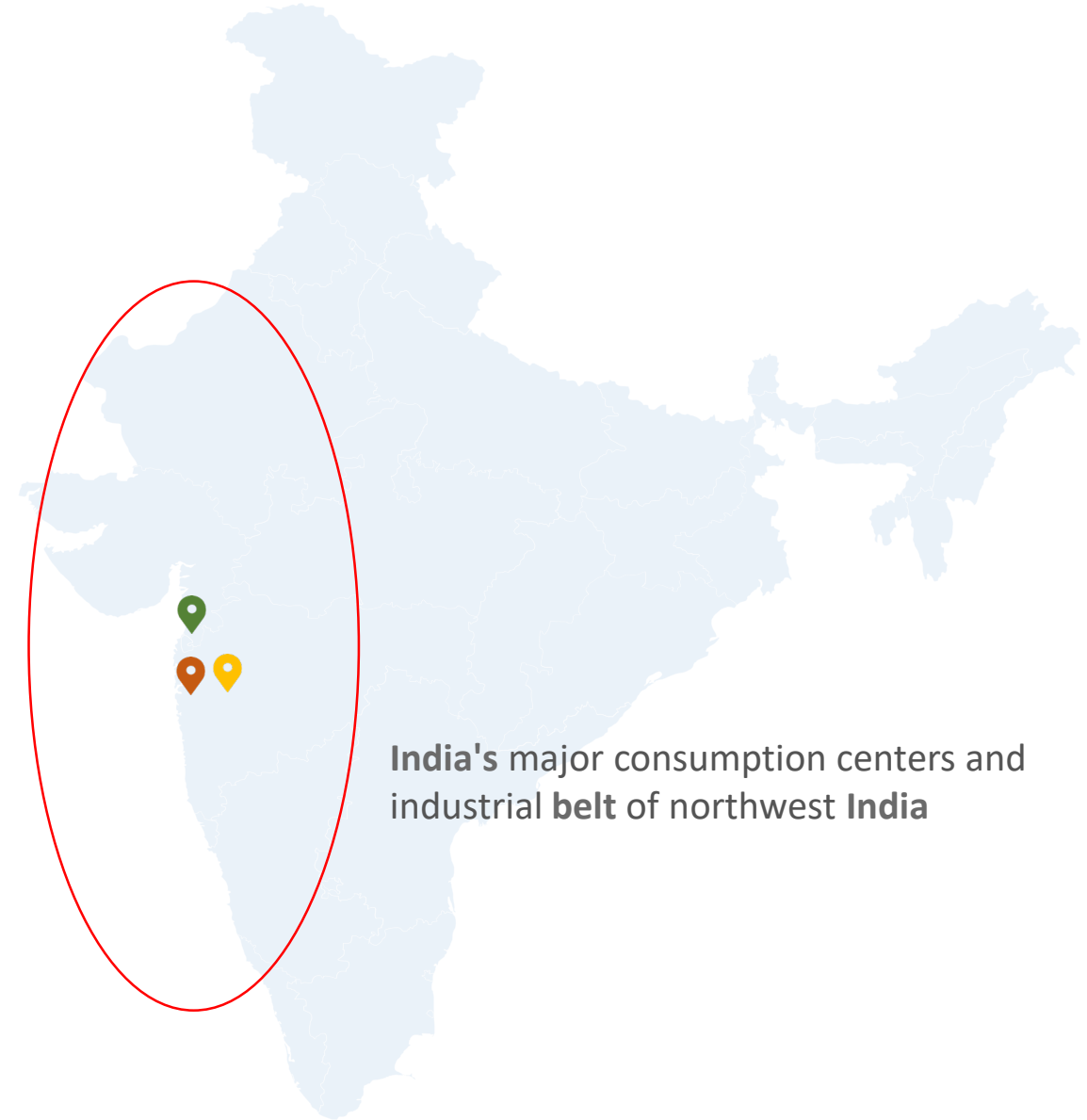
**Tumb ICD:**  
Capacity: 474,000 TEU's

**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





# 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	✓	-	-	
				<b>535,500 TEUs</b> Total Capacity

# Vapi ICD & Private Freight Terminal



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 75% in FY20.</li></ul>

# ICD Tumb – Game Changer



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

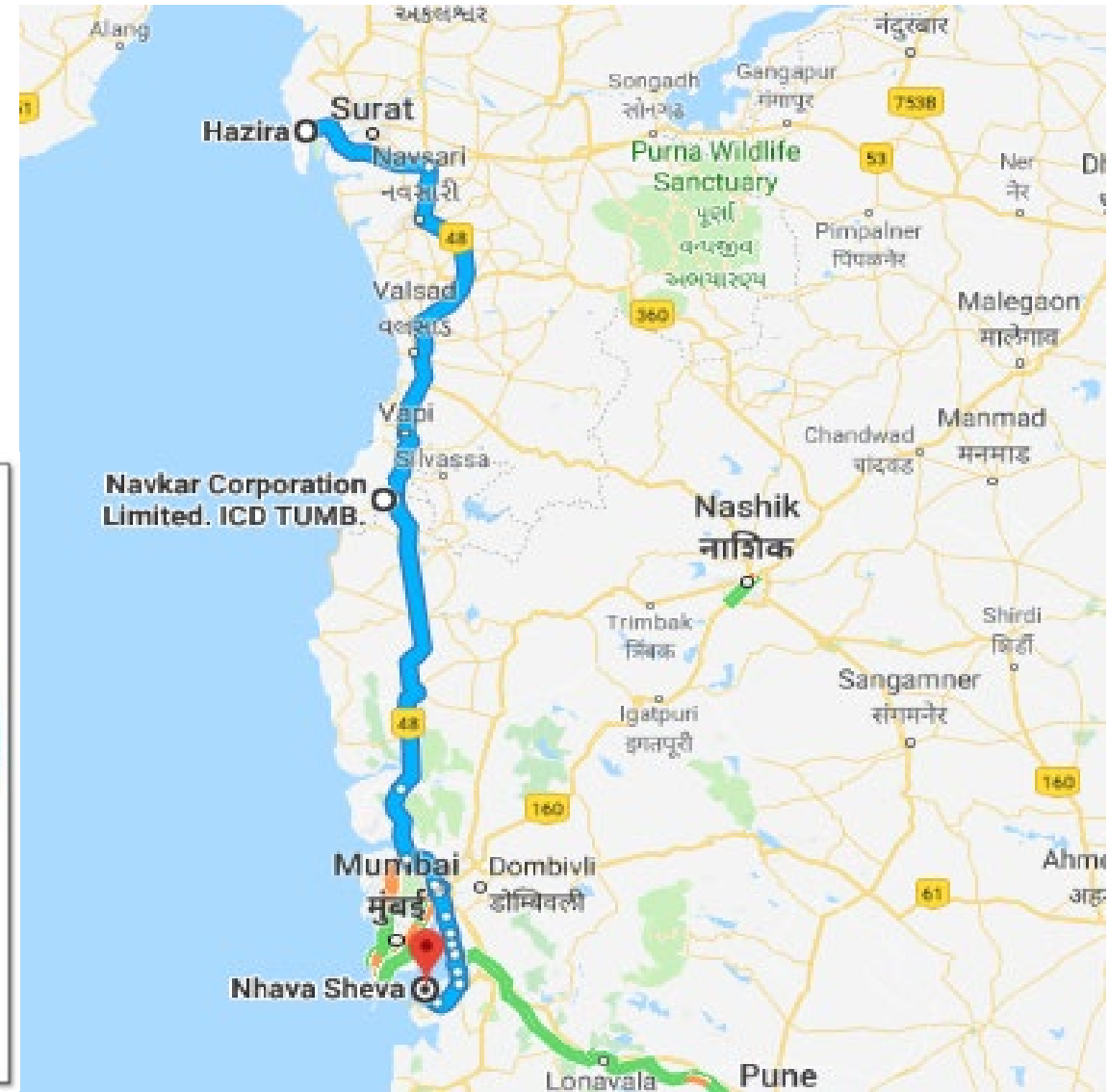
08

Flexibility and Ability – For your benefit

# Strategic Location-Access to Hinterlands of Western Belt

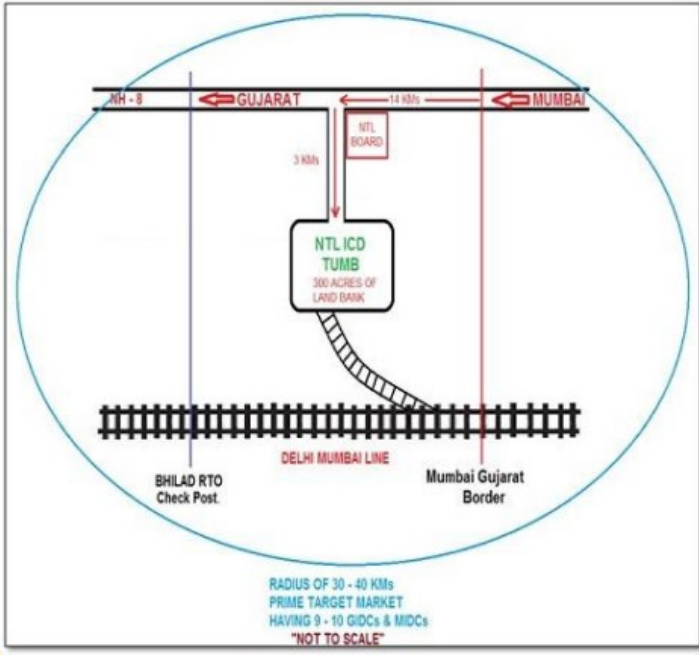


- ✓ Strategically positioned between Hazira Port (166 KMs) and Nhava Sheva Port (186 KMs) & its 236 KMs from Dahej Port
- ✓ NTL ICD TUMB serves both the ports with equal efficiency and effectiveness
- ✓ Surrounded with thousands of industrial units of GIDCs & MIDCs
- ✓ Railways planning double stack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



## Solutions to Complex Logistics Needs

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





# Logistics Solution - Importers



## Previous Model



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



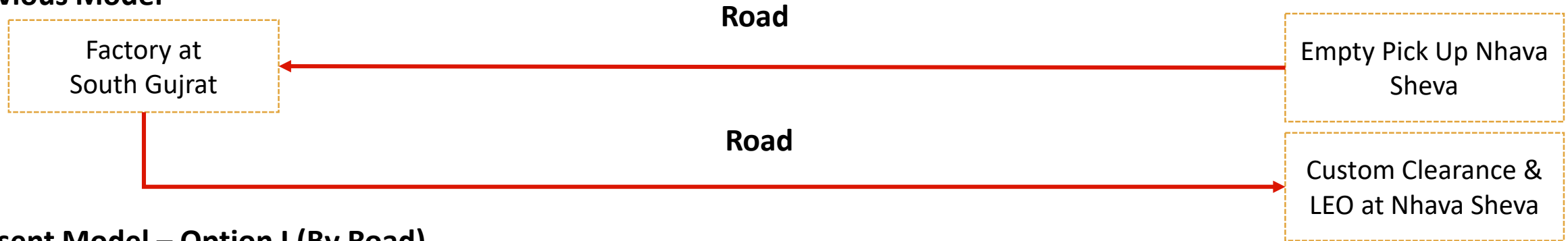
## ICD Present Model – Option II (By Rail)



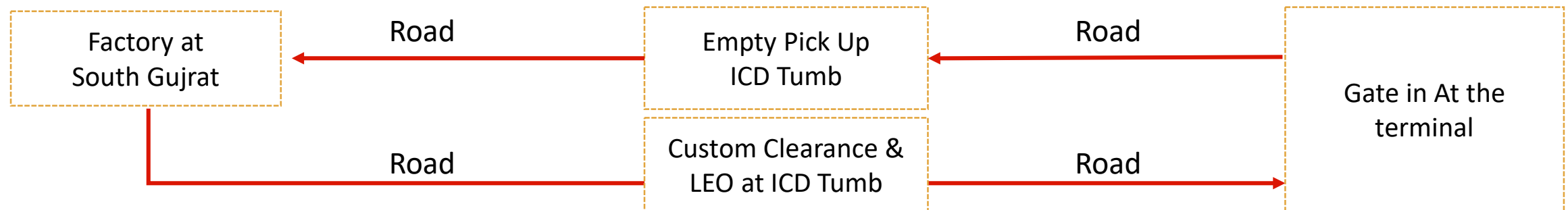
# Logistics Solution - Exporters



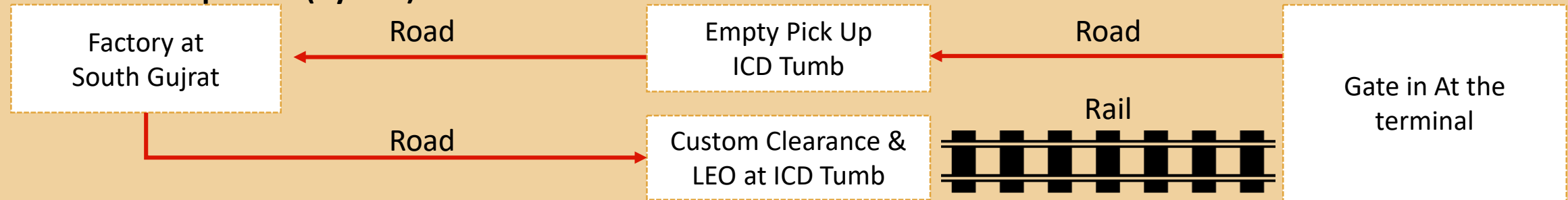
## Previous Model



## Present Model – Option I (By Road)



## Present Model – Option II (By Rail)



# 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

- 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

- 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**



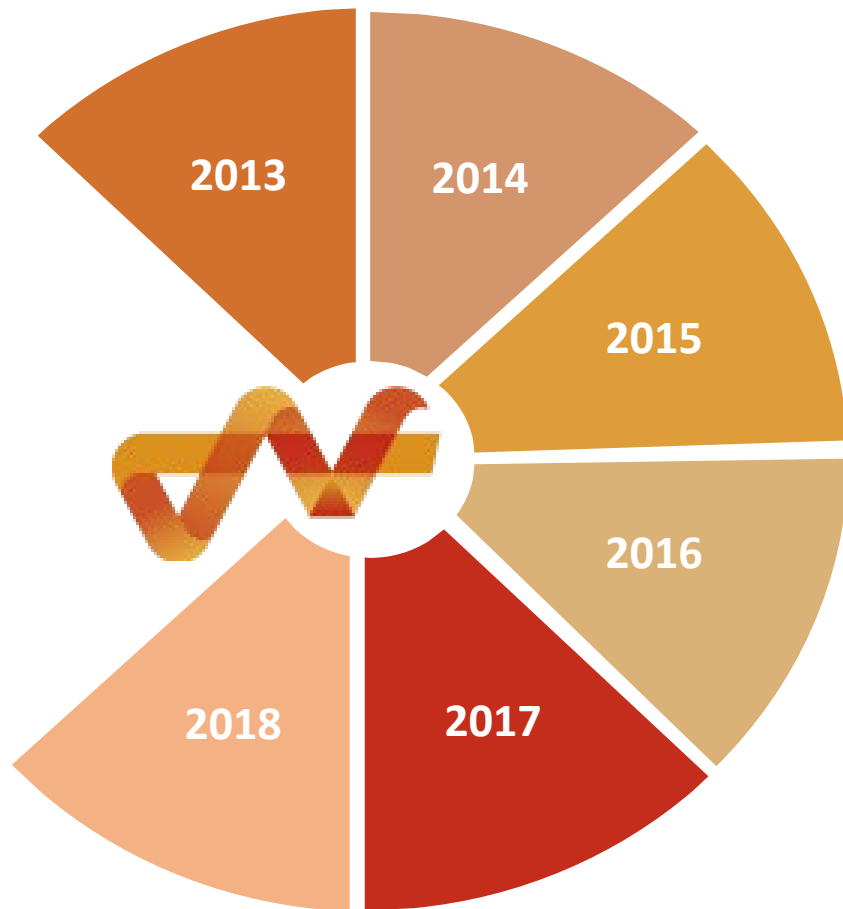
**Impact  
to Navkar**

- **~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

# Awards & Achievements



## 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:**

**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)

