

Ref: NCL/CS/2023-24/14

Date: May 30, 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.navkararfs.com

Thanking you,

For Navkar Corporation Limited



Deepa Gehani
Company Secretary & Compliance Officer
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.navkararfs.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@navkararfs.com*



Navkar Corporation Limited

Investor Presentation – May 2023





This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Navkar Corporation Limited** (the “Company”) are 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.

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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.



We are the Interchange

- Through offering of facility of cargo transit from one mode to another through service offerings across Container Freight Stations (CFS's), Private Freight Terminal (PFT), Inland Container Depots (ICD's), Multimodal Logistics Parks

We are integrated for Exim & Domestic Movement

- Privilege of having a favourable location that cater to the gateway port of Nhava Sheva (JNPT)
- Having own Private Freight Terminal, facility of on-site Customs clearances, Bonded warehouses
- Rail ICD – Morbi: Multimodal logistics park along with ICD Rail-PFT, equipped with 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

Financial Highlights

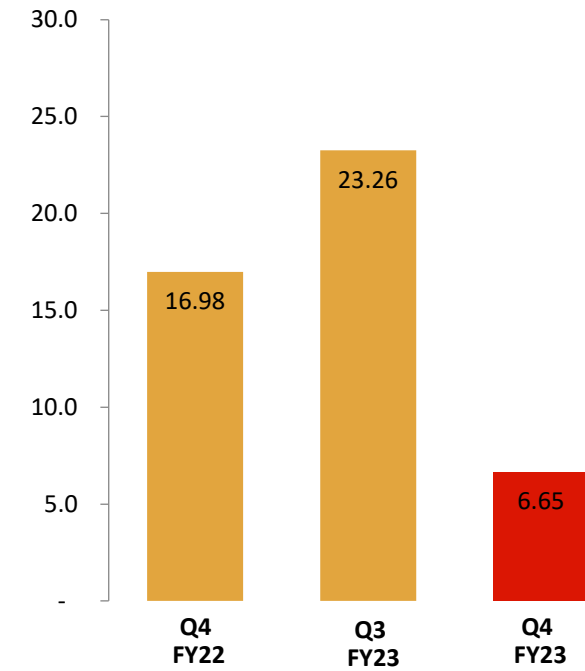
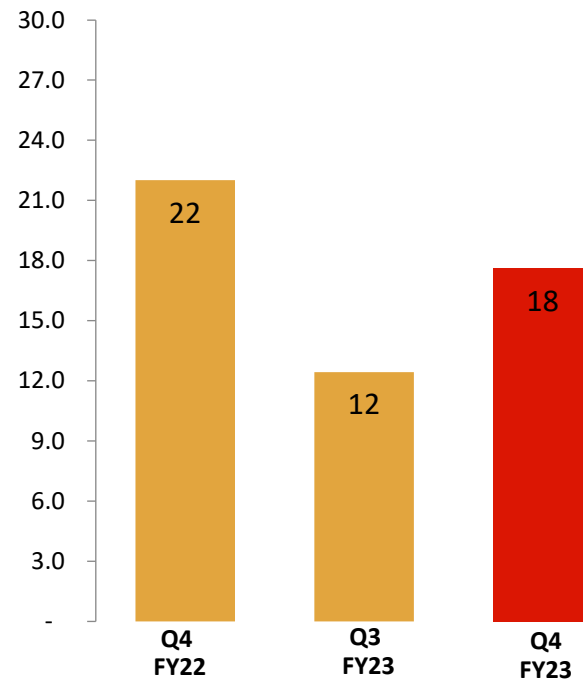
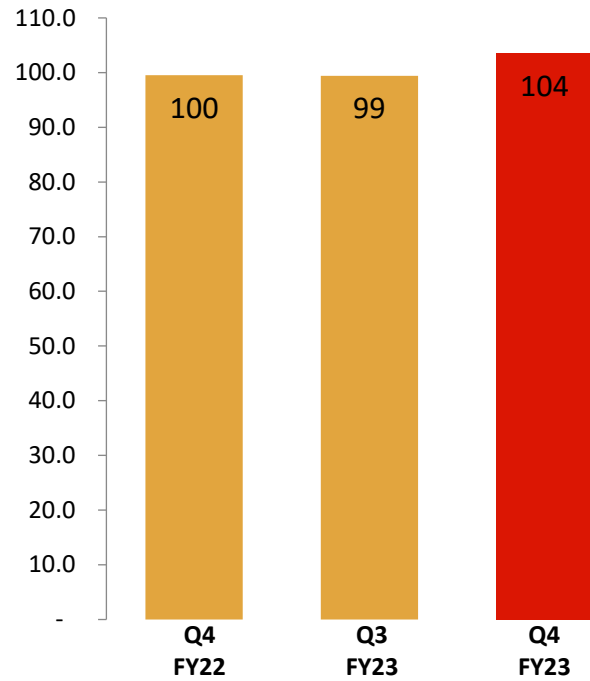


Revenue

EBITDA

PAT

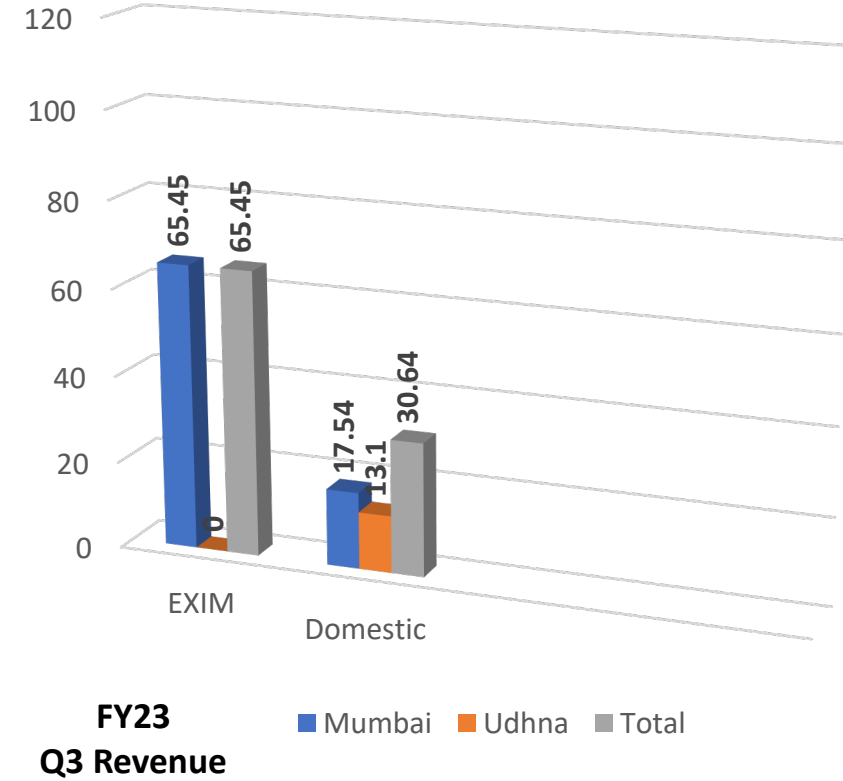
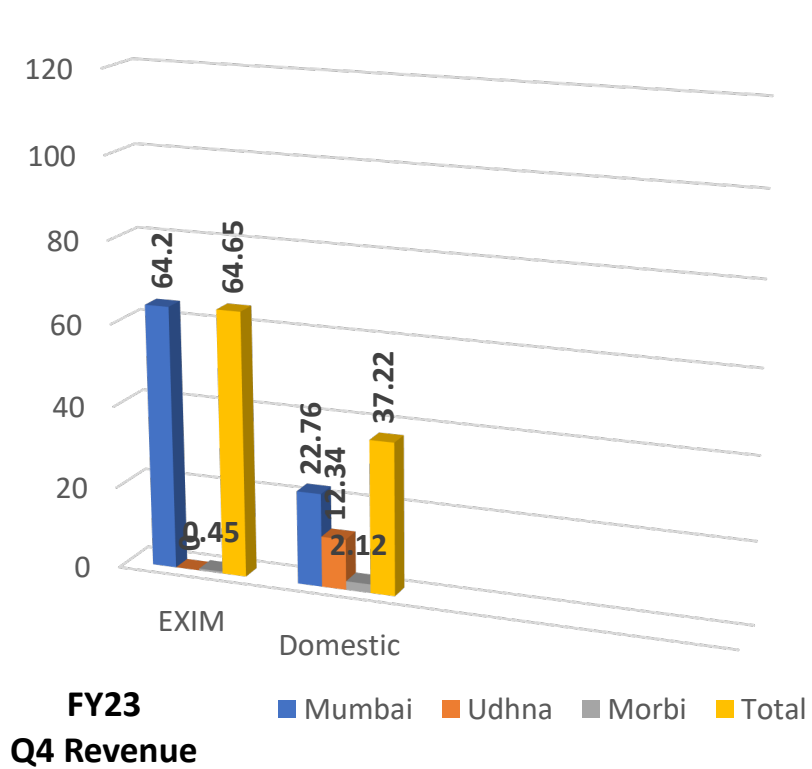
(In Rs. Crs.)



Revenue Highlights



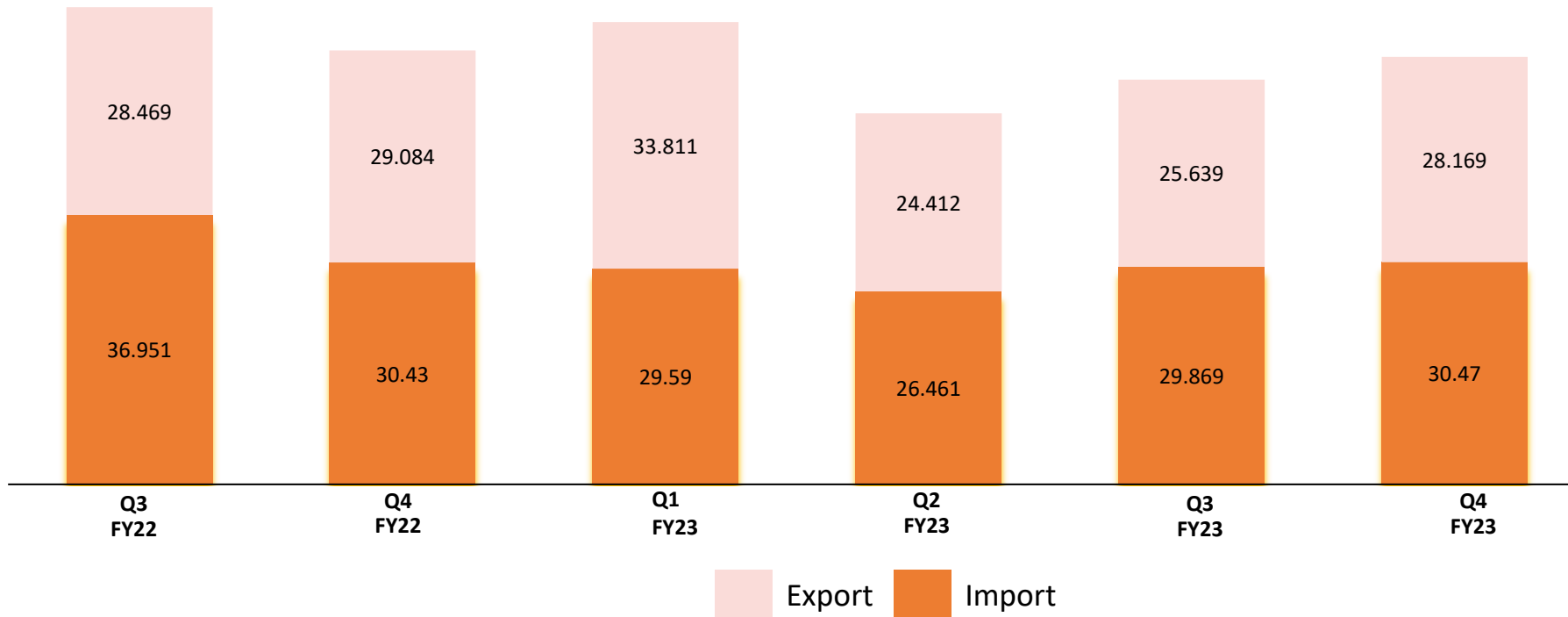
(In Rs. Crs.)





(Nos. of TEUs in '000)

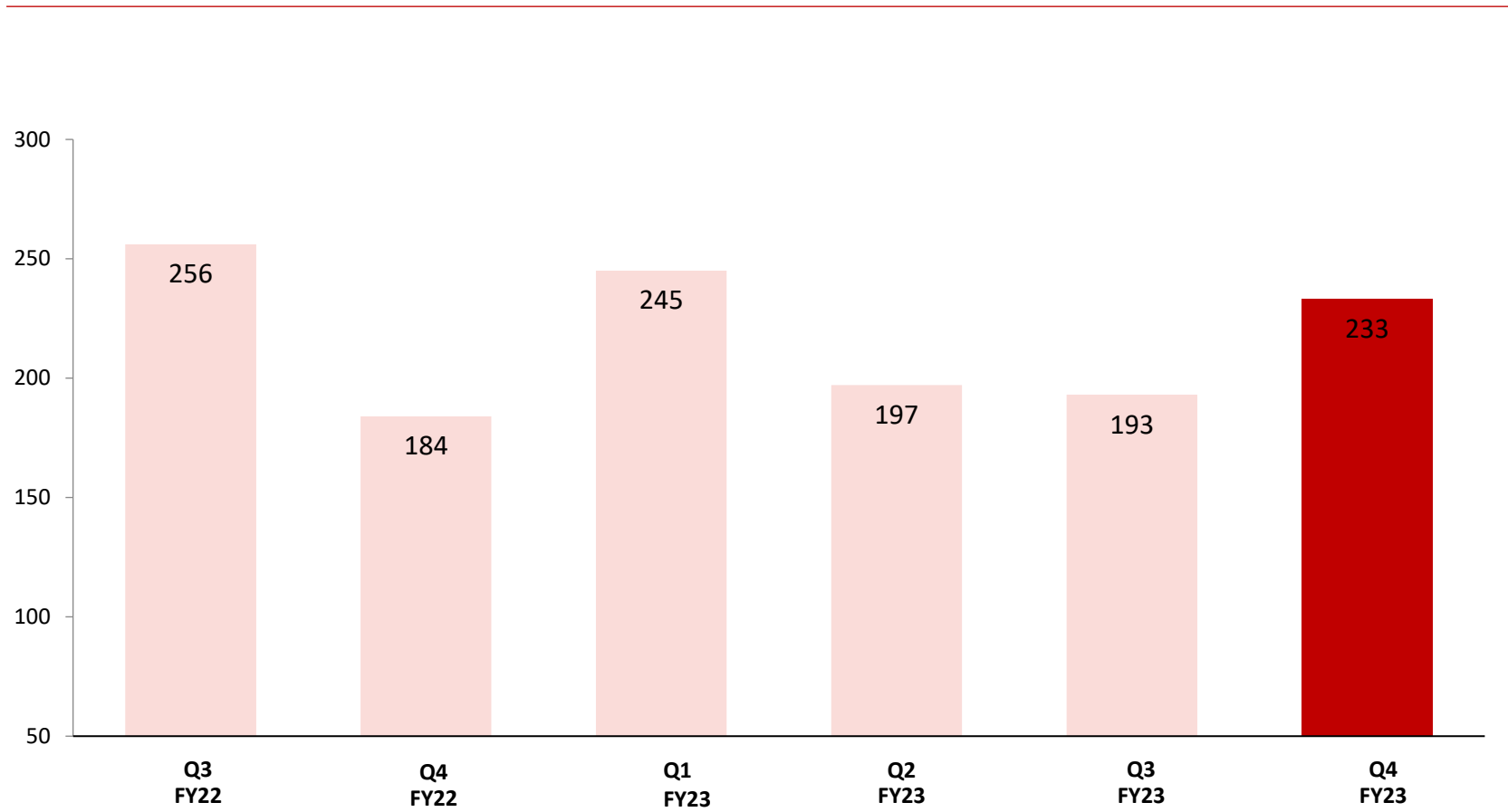
Mumbai





(Nos. of Trains)

Mumbai



P&L Statement – Q4FY23 & FY23



Particulars (Rs. Crs)	Q4 FY23	Q4 FY22	Y-o-Y	Q3 FY23	Q-o-Q	FY23	FY22	Y-o-Y
Revenue from Operations	103.55	99.52		99.39		441.52	453.14	
Other Operating Income	-	-		-		-	-	
Revenue from Operations (Net)	103.55	99.52	4.0%	99.39	4.0%	441.52	453.14	-2.6%
Operating Expenses	67.05	61.17		65.02		282.49	306.98	
Employee Expenses	6.21	2.85		8.59		24.68	18.08	
Other Expenses	12.66	13.49		13.34		47.59	38.41	
EBITDA	17.62	22.01	-20.0%	12.44	41.6%	86.76	89.67	-3.2%
EBITDA Margin	17.02%	22.12%		12.52%		19.65%	19.79%	
Other Income	2.86	0.53		3.35		8.16	2.82	
Depreciation	6.86	9.70		7.38		26.79	27.80	
EBIT	13.62	12.84		8.41		68.13	64.69	
EBIT Margin	13.2%	12.9%		8.5%		15.4%	14.3%	
Finance Cost	3.66	1.64		5.86		18.96	19.89	
Profit before Tax	9.96	11.19		2.55		49.16	44.80	
Tax	3.32	-5.79		-20.72		-4.77	7.04	
Profit after Tax	6.65	16.98	-60.8%	23.26	-71.4%	53.93	37.76	42.8%
PAT Margin	6.25%	16.97%		22.64%		11.99%	8.28%	

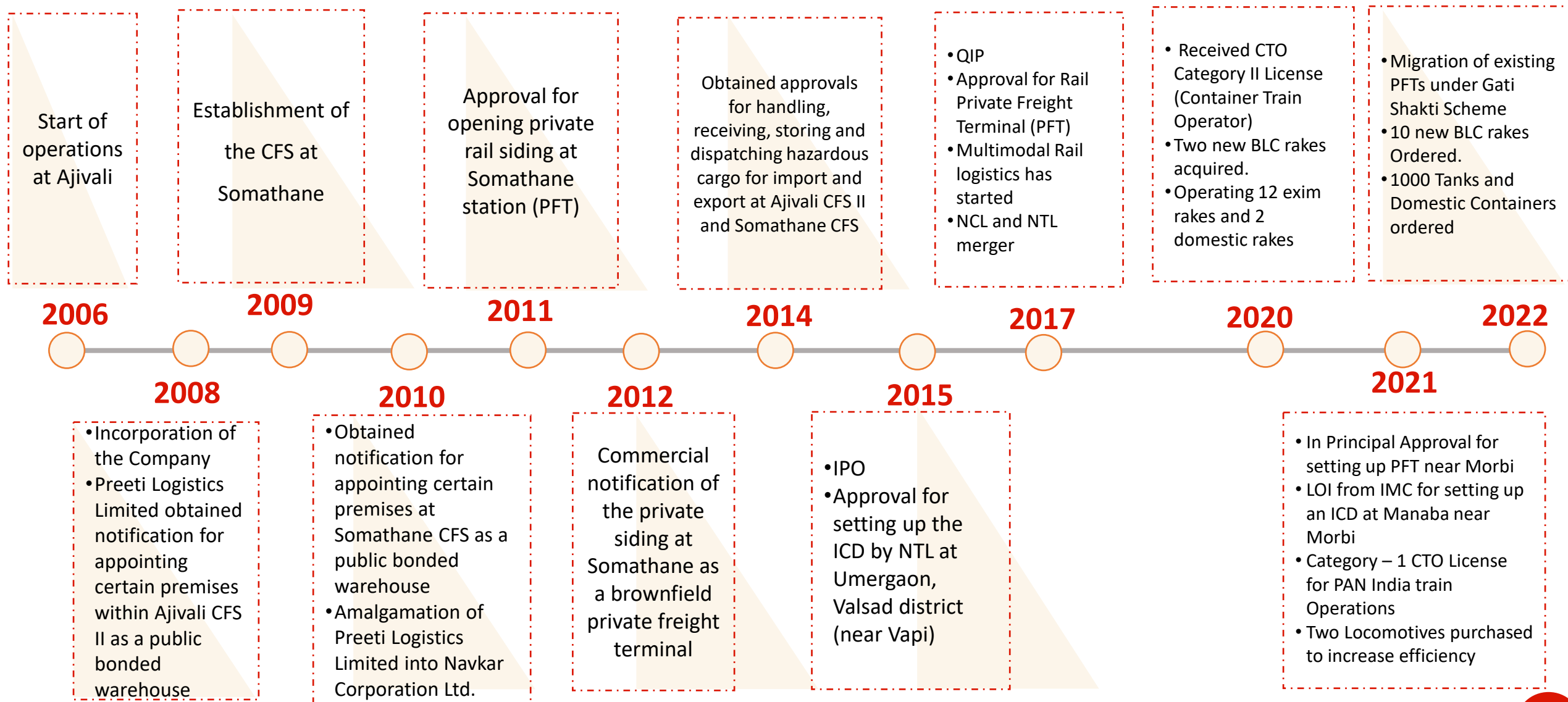
Balance sheet



Particulars (Rs. In Crores)	Mar-23	Mar-22
ASSETS		
1. Non Current Assets		
Property, Plant and Equipment	1579.70	2194.12
Capital Work-in-Progress	53.77	98.08
Investment Property	49.16	49.16
Intangible Assets	24.21	22.21
Financial Assets		
Others	2.60	11.16
Income Tax Assets (Net)	0.33	5.32
Deferred Tax Assets (Net)	28.14	26.29
Other Non Current Assets	108.89	38.85
Sub Total – Non Current Assets	1846.80	2445.19
2. Current Assets		
Inventories	1.98	8.39
Financial Assets		
Trade Receivables	29.86	90.73
Cash and Cash Equivalents	91.48	2.99
Other Bank Balances other than cash	-	0.01
Loans	1.00	0.34
Others	0.22	5.00
Current Tax Assets (Net)	0.22	0.50
Other Current Assets	93.90	80.47
Sub Total – Current Assets	218.65	188.43
Total Assets	2065.45	2633.62

Particulars (Rs. In Crores)	Mar-23	Mar-22
EQUITY AND LIABILITIES		
Equity		
Equity Share Capital	150.52	150.52
Other Equity	1826.00	1731.62
Sub Total - Equity	1976.52	1882.14
LIABILITIES		
1. Non Current Liabilities		
Financial Borrowings		
Borrowings & Other Financial Liabilities	43.92	538.34
Provisions	7.28	7.48
Sub Total – Non Current Liabilities	51.20	545.82
2. Current Liabilities		
Financial Liabilities		
Borrowings	-	36.40
Lease Liabilities	0.04	6.14
Trade Payables		
Total outstanding dues of micro enterprises and small enterprises	1.52	2.62
Total outstanding dues of Creditors other than micro enterprises and small enterprises	24.72	15.75
Other Financial Liabilities	4.03	132.12
Other Current Liabilities	3.20	6.57
Provisions	4.22	6.06
Current Tax Liabilities (Net)	-	-
Sub Total – Current Liabilities	37.73	205.66
Total Equity and Liabilities	2065.45	2633.62

Key Milestones





COMMENCEMENT OF OPERATIONS

The Company has received Customs Notification No. 01/2023/CCP/JMR dated 28-02-2023 for the commencement of operations of Inland Container Depot(ICD) of Navkar Corporation Limited situated at Village Vadharva, Taluka-Maliya, Dist Morbi w.e.f. 01st March, 2023.

New ICD- at Manaba, latest pictures of ICD development





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*



Jayesh Nemichand Mehta
Director



Mr. Shantilal J Mehta
Chairman



Mr. Nemichand J Mehta
Whole-time Director



Mr. Arun Sharma
Chief Executive Officer



Mr. Anish Maheshwari
Chief Financial Officer

Equipment Bank



RTG Crane: 6



Trailers: 445



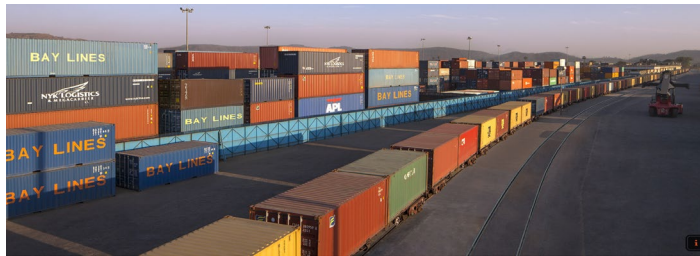
Locomotive: 2



Reach Stacker: 28



**Forklift: 50
Side Shifter 3**



Rail Tracks: 3 in Mumbai & 4 in Morbi



Bulk Tanks: 360



Owned Rakes: 6



Tanker: 10



Hywa: 14



Fire: 1



Hydra Crane: 4



TRACTOR: 4



JCB: 2



Single Interface for our Clients (Multi-Modal 3PL)



Bulk Cargo Movement

Using infrastructure of Navkar in strategic locations, movement of cargo in bulk by Indian Railway and private trains



Dedicated Freight Corridor



- Vapi & Panvel PFTs Connected to DFCC having Early Mover Advantage on the (Delhi – Mumbai Industrial Corridor)



Project Cargoes

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



Warehousing – Domestic and Bonded

- Domestic and Exim Warehouses
- Requirement for warehousing prior shipment
- Packaging, fumigation, barcoding, packing, labelling carried out at warehouses
- Open and closed Bonded Warehouses



Consolidation

- 1,18,000 sq. ft. area for consolidation of Export Cargoes



Buffer Yard

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



Customs & Plant and Quarantine facility

- Customs facility for the examination and clearing of cargo
- Units setup for inspection and approval of agro cargo at Panvel CFS



3 PL

- Customized Solution
- Complex solution including IMPORT. EXPORT, Warehousing and Transportation
- Cross-docking, hub & spoke movement and value addition in warehouse
- Domestic Rail solution
- Seamless flow of information



Empty Container Storage and Repair

- Ability to store ~10,000 TEUs of empty containers
- Coupled with maintenance & repair setup which assists shipping lines for a quick turnaround of containers

Facilities Strategically Located



Morbi ICD:

Capacity: 200,000 TEU's

Ajivali I CFS:

Capacity: 25,000
TEU's

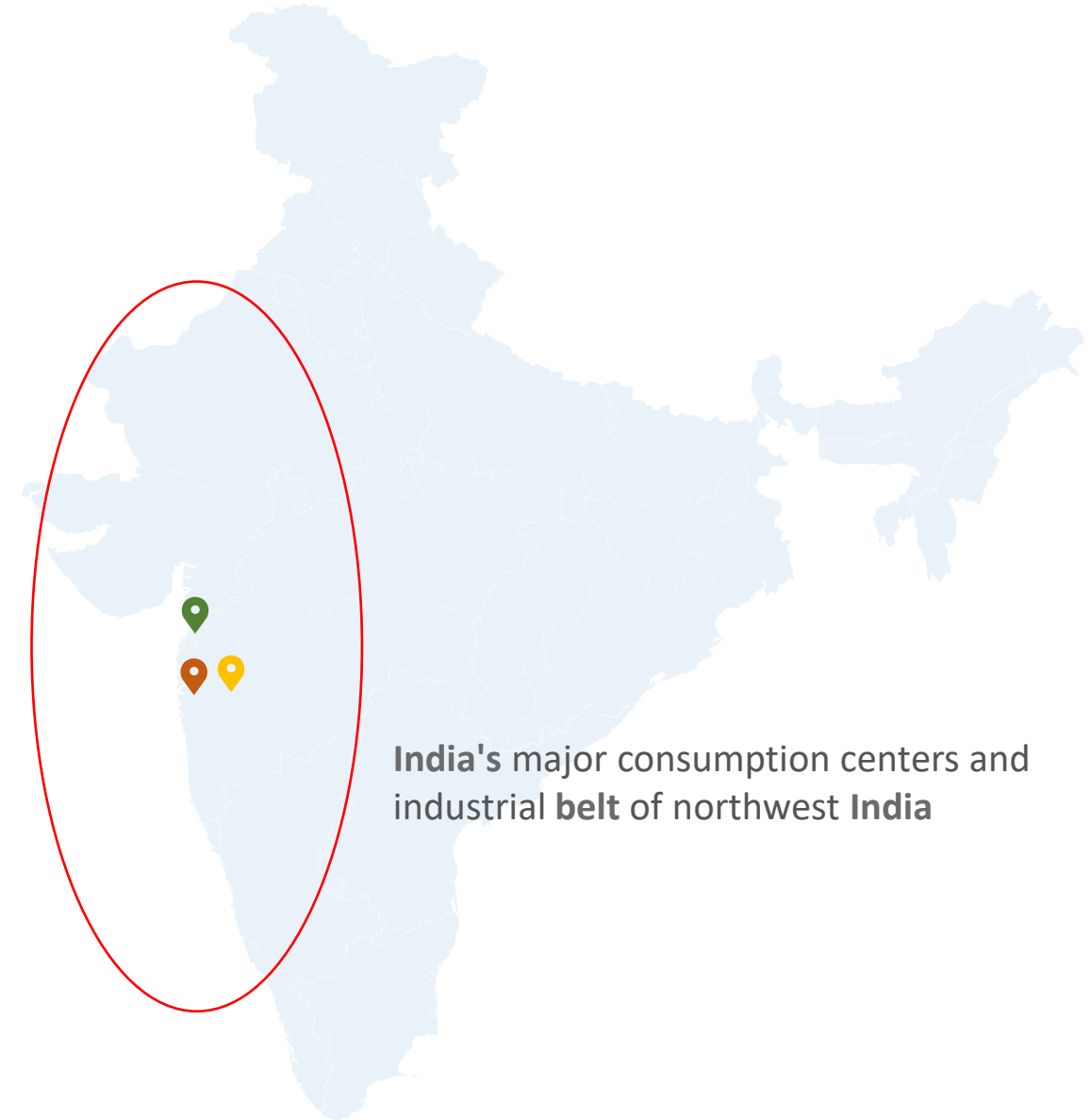
Ajivali II CFS:

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



Particulars	Somathane	Ajivali CFS I	Ajivali CFS II	
Operational Since	May 11, 2009	May 12, 2008	May 18, 2006	
Total Land Area	61 Acres	10 Acres	24 Acres	
Area Custom Notified	1,073, 224.25 sq. ft.	135,156 sq. ft.	428,400 sq. ft.	
Combined 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	
Rail Yard	15 Acre	-	-	
Domestic Cargo Yard	12 Acre	4 Acre	8 Acre	
Temperature controlled chambers	-	-	5,000 sq. ft.	
Hazardous Cargo	✓	-	✓	
Domestic Warehouse	80,000 Sq. Ft.	-	-	
Connectivity	Rail and Road	Road	Road	
Private Freight Terminal	✓	-	-	

535,500

TEUs

Total Capacity

Morbi ICD & Private Freight Terminal



Particulars	Morbi ICD
Operational Since	Jan 18, 2023
Land Area	142 acres
Area Custom Notified	1,045,440 sq. ft.
Installed Capacity per annum	200,000 TEUs
Bonded Warehouse	-
Reefer Points	-
Temperature controlled chambers	-
Hazardous Cargo	✓
Connectivity	Rail and Road



Private Freight Terminal
<ul style="list-style-type: none">▪ Somathane PFT operational since 2012▪ Link between Somathane CFS to Somathane Railway Station and Morbi ICD to Vadharva Railway Station▪ Provides cargo Transport between JN Port and several inland destinations

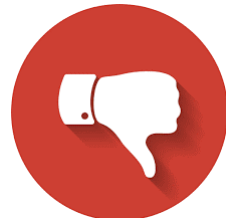


- Delivery of the containers directly from the port terminals
- Containers hauled to factories without taking to the CFS

- 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



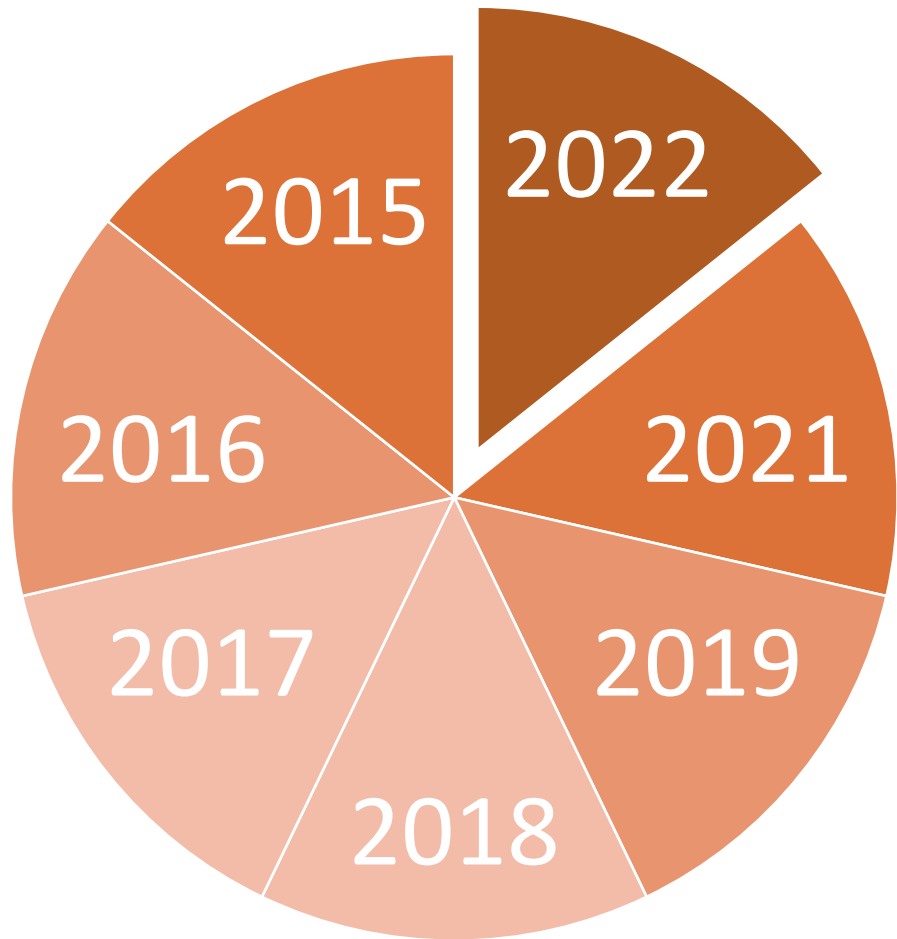
Impact to Navkar

- 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

2019

CFS of the Year 2019, Awarded to the CFS based upon its growth, and volume during the Year

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

2021

CFS of the Year 2021, Awarded to the CFS based upon its growth, and volume during the Year

2022

CFS of the Year 2022, Awarded to the CFS based upon its growth, and volume during the Year



Strategic Location

- ICD/Multi-modal logistics park/CFS strategically located close to NHs and connected to JNPT, Hazira and Mundra Port by road as well as through PFT



Modern Infrastructure

- Total Area: 10.32 mn. sq. ft., of which 2.68 mn. sq. ft. is notified customs area
- Panvel CFS installed capacity: 535,500 TEUs pa
- Morbi ICD installed capacity : 200,000 TEUs pa
- Operates over 600 Commercial Vehicles and Commercial Equipments with RFID and GPS tracking systems



Experienced Management Team

- Combined logistics experience of several decades
- Instrumental in designing & implementing operational strategies efficiently




Leveraging Future Growth Opportunities

- PFT operations resulting in cost reductions and volume growth, after DFCC it will be more cost effective.
- Focus on multi-modal domestic container movement post DPD at JNPT to leverage existing infrastructure



Customized Solutions

- Services like packing, labelling, bar-coding, palletizing, fumigation etc. are offered
- Repair & maintenance services are provided for container resulting in quick TAT



Strong Clientele Relationship

- Most of our shipping & custom house clients are satisfied and are repeat customers
- Diversified portfolio: Import - 57%, Export - 43%, volume as on 31st Dec, 2022

For further information, please contact:

Navkar Corporation Limited

CIN: L63000MH2008PLC187146

Mr. Anish Maheshwari

Chief Financial Officer

anish@navkarcfs.com

www.navkarcfs.com

