

**Ref: NCL/CS/2022-23/72**

**Date: February 13, 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.navkarcs.com](http://www.navkarcs.com)

Thanking you,

**For Navkar Corporation Limited**



**Deepa Gehani**  
Company Secretary & Compliance Officer  
Encl: As above



# Navkar Corporation Limited

Investor Presentation – February 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

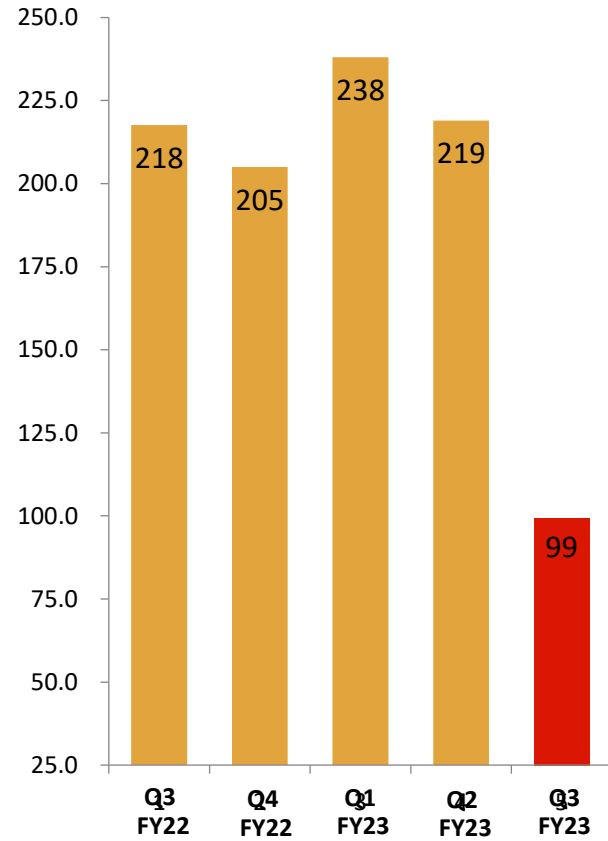
- Enhanced offerings like Multi-Modal Logistics Parks, Warehousing, Empty Container Depots, Cold Storage Chambers
- Consolidation of cargoes (LCL: Less than Container Load)
- Special arrangement for Hazardous Cargo's, inhouse Patho Lab
- Huge Area for parking & other ancillary services

# Financial Highlights

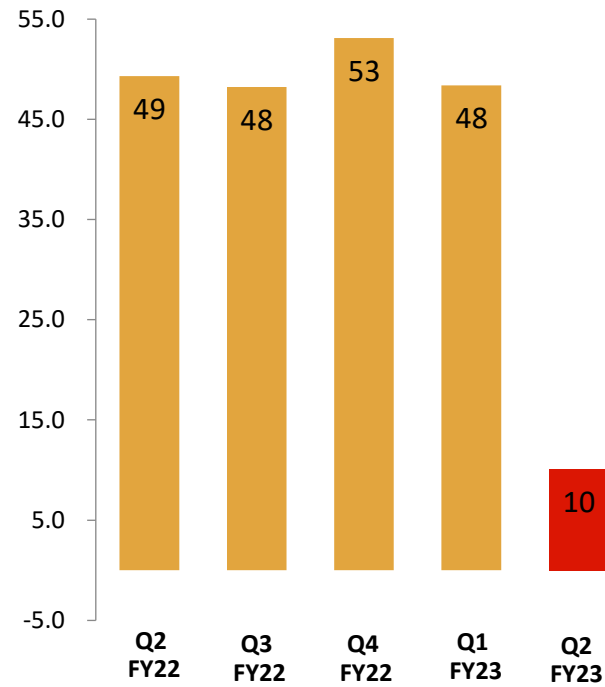


## Revenue

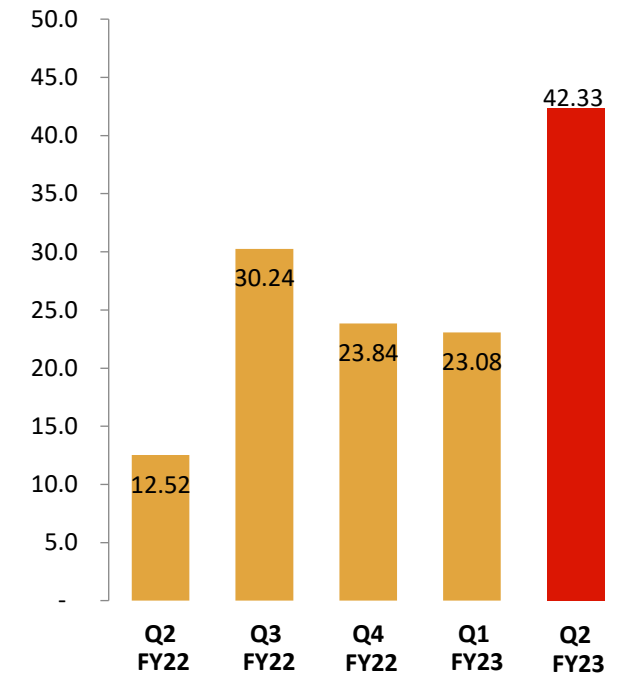
(In Rs. Crs.)



## EBITDA



## PAT

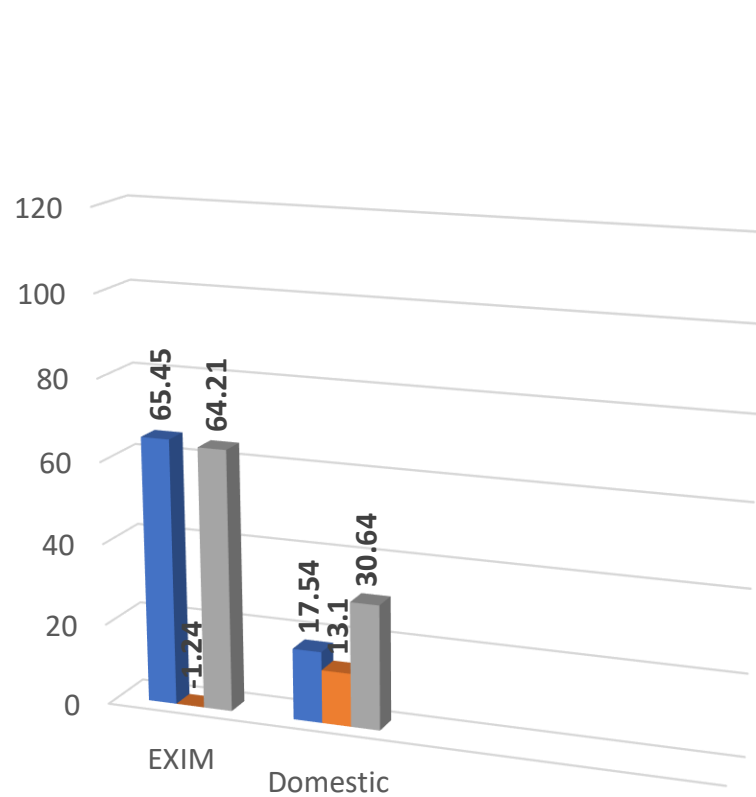


The turnover, EBITDA and PAT of current quarter represents result of continuous operations of company whereas the past period's figures display the performance of continuing and discontinuing operations of company. Hence, in comparison the figures seem quite lower.

# Revenue Highlights

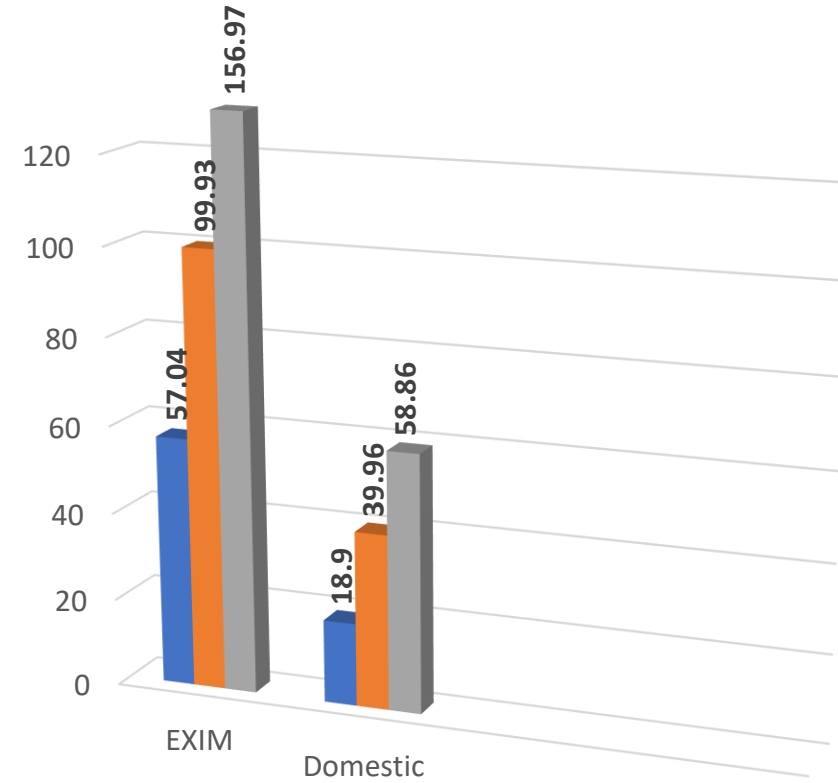


(In Rs. Crs.)



**FY23**  
**Q3 Revenue**

■ Mumbai ■ Vapi ■ Total



**FY23**  
**Q2 Revenue**

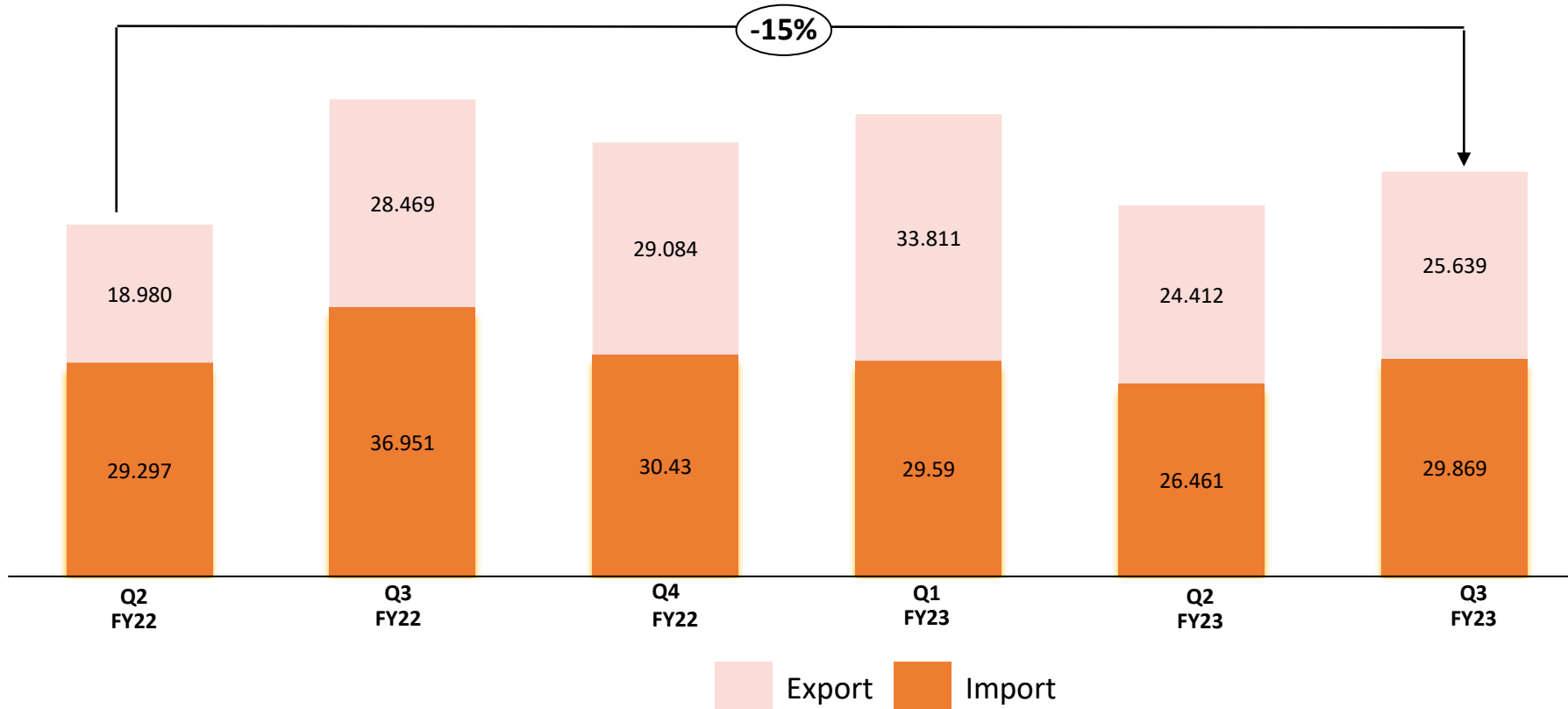
■ Mumbai ■ Vapi ■ Total

The EXIM of current quarter represents result of continuous operations of company whereas the past period's figures display the performance of continuing and discontinuing operations of company. Hence, in comparison the figures seem quite lower.



(Nos. of TEUs in '000)

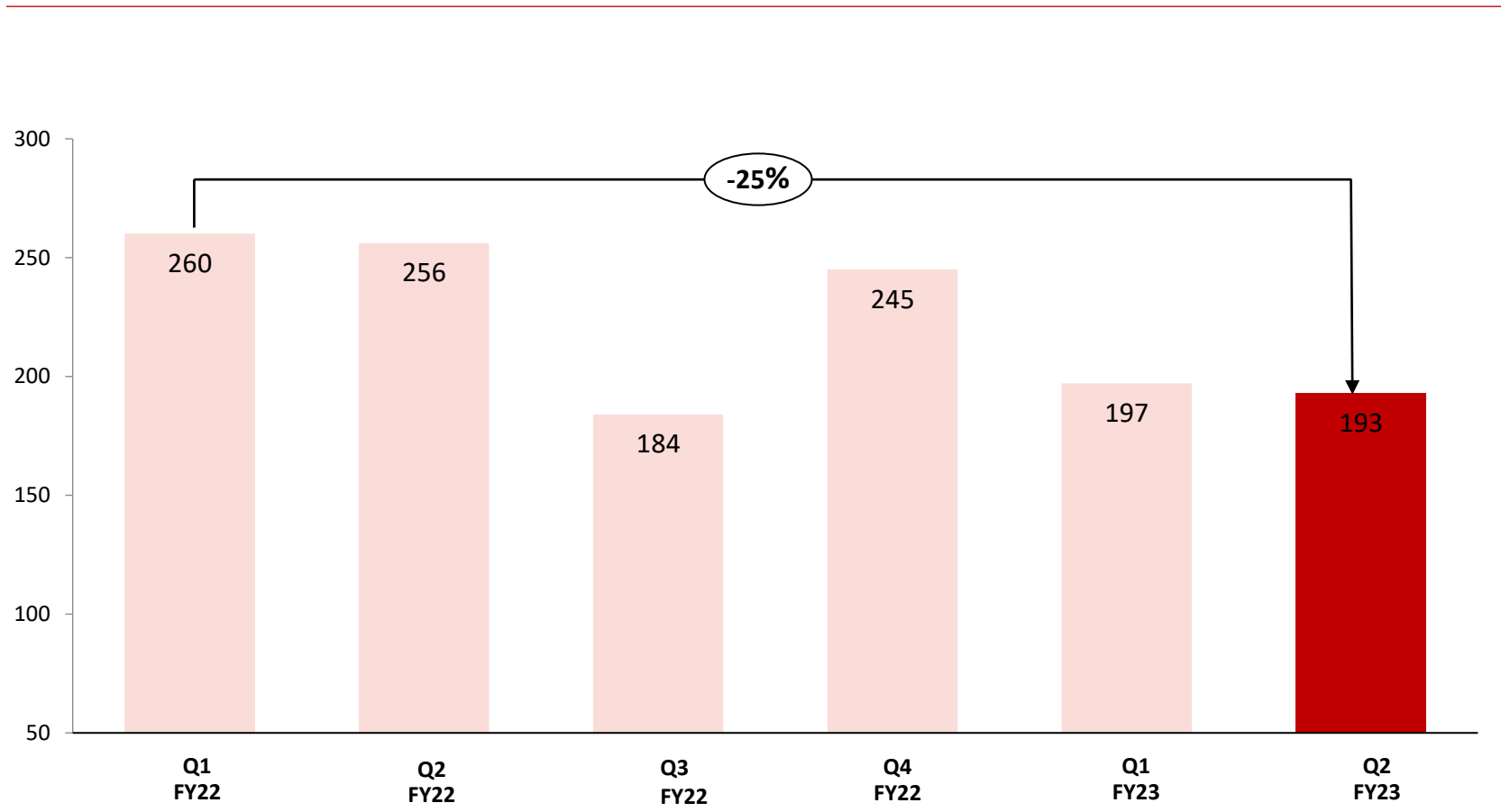
### Mumbai





(Nos. of Trains)

## Mumbai





# P&L Statement – Q3FY23

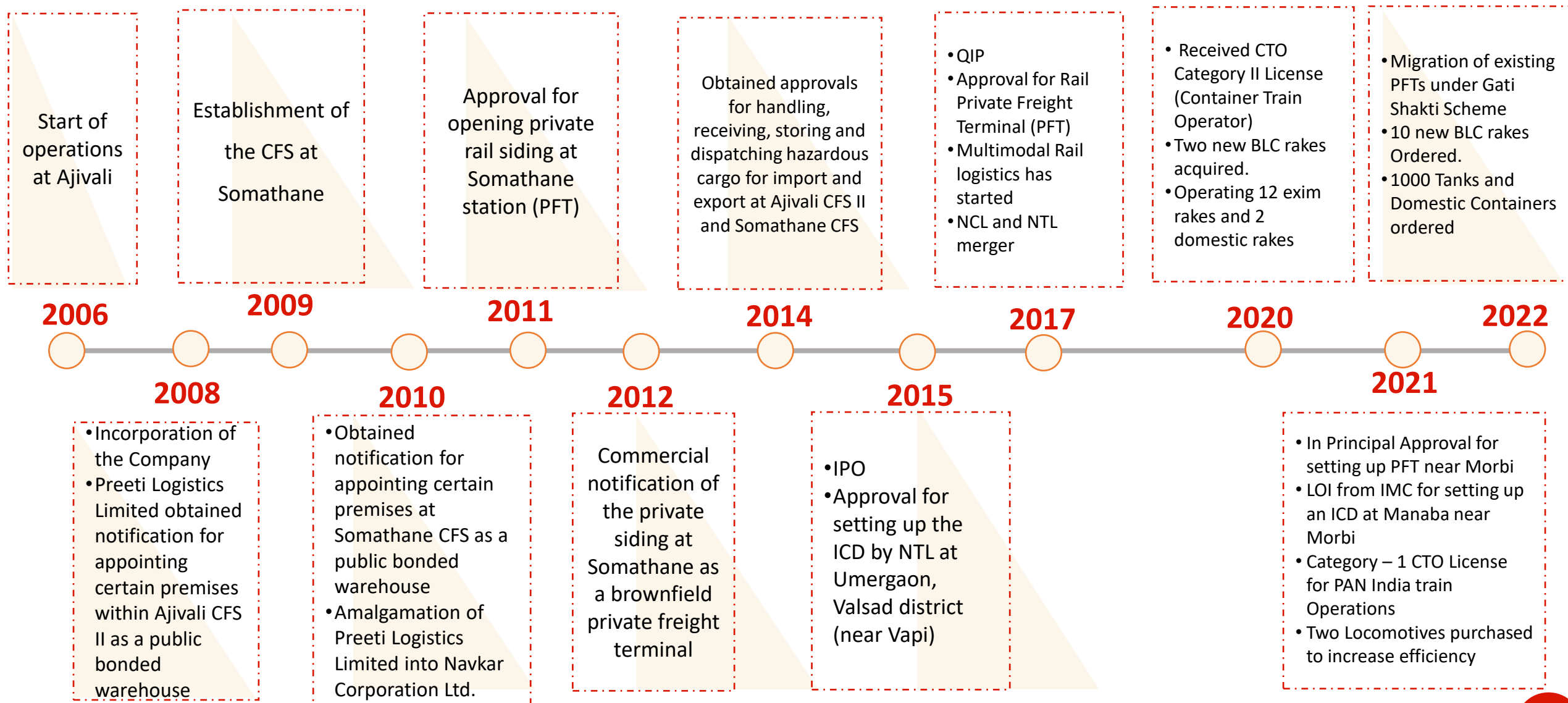


Particulars ( Rs. Crs )	Q3 FY23	Q3 FY22	Y-o-Y	Q2 FY23	Q-o-Q
Revenue from Operations	99.38	120.04		109.26	
Other Operating Income	-	-		-	
<b>Revenue from Operations (Net)</b>	<b>99.38</b>	<b>120.04</b>	<b>-17.21%</b>	<b>109.26</b>	<b>-9.04%</b>
Operating Expenses	65.02	84.39		67.71	
Employee Expenses	8.59	5.04		4.62	
Other Expenses	13.34	8.08		8.08	
<b>EBITDA</b>	<b>12.43</b>	<b>22.53</b>	<b>-44.83%</b>	<b>28.85</b>	<b>-56.92%</b>
<b>EBITDA Margin</b>	<b>12.51%</b>	<b>18.77%</b>		<b>26.40%</b>	
Other Income	3.35	0.72		0.67	
Depreciation	7.38	5.72		6.36	
<b>EBIT</b>	<b>8.40</b>	<b>17.53</b>	<b>-52.08%</b>	<b>23.16</b>	<b>-63.71%</b>
<b>EBIT Margin</b>	<b>8.45%</b>	<b>14.60%</b>		<b>21.20%</b>	
Finance Cost	5.86	6.10		4.61	
<b>Profit before Tax</b>	<b>2.54</b>	<b>11.43</b>	<b>-77.78%</b>	<b>18.55</b>	<b>-86.30%</b>
Tax	-20.72	4.74		7.43	
<b>Profit after Tax</b>	<b>23.26</b>	<b>6.69</b>	<b>247.68%</b>	<b>11.11</b>	<b>109.36%</b>
<b>PAT Margin</b>	<b>23.41%</b>	<b>5.57%</b>		<b>10.17%</b>	

## Note:

The profit figures of current quarter do not include the profit on account of sale of Rs 19.06 crore due to being exceptional item. While the same is included in the results declared to state the total PAT of company.

# Key Milestones





- ✓ The Inter-Ministerial Committee Government of India, Ministry of Finance, Department of Revenue have accorded approval and issued Letter of Intent for setting up of an Inland Container Depot at Manaba, District Morbi, Gujarat.
- ✓ The Office of Divisional Railway Manager (Operations), Ahmedabad have accorded In-principle approval for construction of Private Freight Terminal at Manaba Taluka Maliya, Dist. Morbi connecting from Vadharwa Station of Ahmedabad Division.
- ✓ Commissioner of Customs, Jamnagar vide their Notification No. 03/2022/CCP/JMR dated November 18, 2022 has granted approval of Inland Container Depot (ICD) of Navkar Corporation Limited situated at Survey No 247/P1, 247P1/P1, 247/P2, 251/P1, 251/P2 and 254 of Village Vadharva, Taluka Maliya District Morbi for the purpose of unloading of imported goods and loading of export goods and also notified the area under Section 8(b) of the Customs Act, 1962 as detailed in aforesaid notification.
- ✓ Commissioner of Customs, Jamnagar vide their Notification No. 04/2022/CCP/JAMNAGAR dated November 18, 2022 have appointed Navkar Corporation Limited as Custodian as per Section 45 of Customs Act, 1962 for Inland Container Depot (ICD) situated at Survey No 247/P1, 247P1/P1, 247/P2, 251/P1, 251/P2 and 254 of Village Vadharva, Taluka Maliya District Morbi and approved to act as a Customs Cargo Service Provider ("CCSP") as detailed in aforesaid Notification No. 04/2022/CCP/JAMNAGAR.

# 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  
*Non-Executive Non-  
independent Director*



Mr. Shantilal J Mehta  
*Chairman*



Mr. Nemichand J Mehta  
*Whole-time Director*



Mr. Dinesh Jain  
*Chief Executive Officer*



Mr. Anish Maheshwari  
*Chief Financial Officer*

# Equipment Bank



**RTG Crane: 6**



**Trailers: 290+**



**Locomotive: 2**



**Reach Stacker: 24**



**Forklift: 53**



**Rail Tracks: 3 in Mumbai & 4 in Morbi**



**Bulk Tanks: 180**



**Owned Rakes: 3**



**Tanker: 10**



**Hywa: 14**



**Fire: 1**



**Hydra Crane: 4**



**TRACTOR: 3**



**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

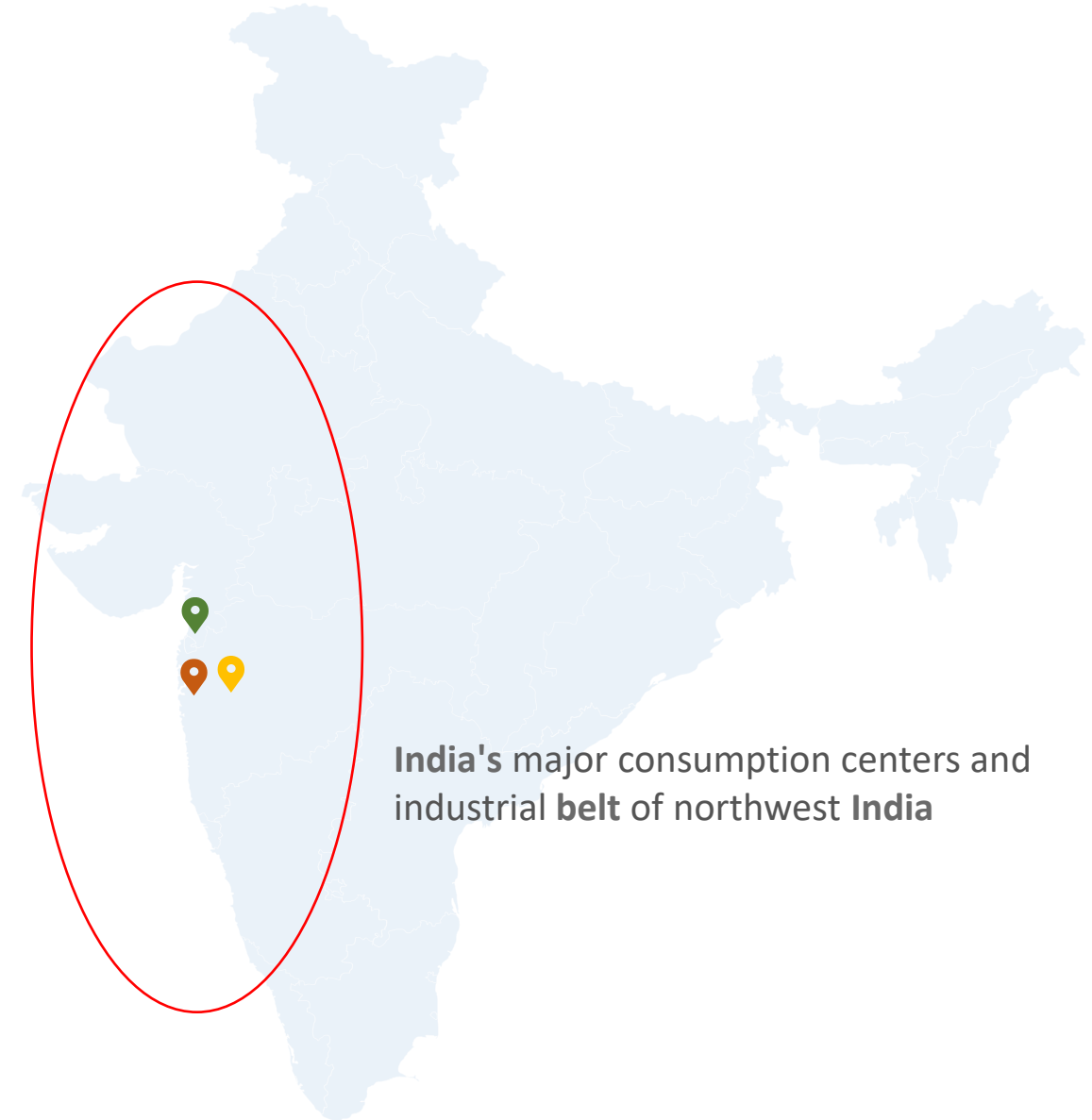
## Ajivali II CFS:

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



# Container Freight Station & Multi-modal Logistics Park (Panvel)

Particulars
Operational Since
Total Land Area
Area Custom Notified
Combined Installed Capacity per annum
Bonded Warehouse
Reefer Points
Rail Yard
Domestic Cargo Yard
Temperature controlled chambers
Hazardous Cargo
Domestic Warehouse
Connectivity
Private Freight Terminal

Somathane
May 11, 2009
61 Acres
1,073, 224.25 sq. ft.
445,500 TEUs
33,141 sq. ft.
52
15 Acre
12 Acre
-
✓
80,000 Sq. Ft.
Rail and Road
✓



Ajivali CFS I
May 12, 2008
10 Acres
135,156 sq. ft.
25,000 TEUs
-
16
-
4 Acre
-
-
-
Road
-



Ajivali CFS II
May 18, 2006
24 Acres
428,400 sq. ft.
65,000 TEUs
27,641 sq. ft.
24
-
8 Acre
5,000 sq. ft.
✓
-
Road
-



**535,500 TEUs**  
Total Capacity



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"><li>▪ Somathane PFT operational since 2012</li><li>▪ Link between Somathane CFS to Somathane Railway Station and Morbi ICD to Vadharva Railway Station</li><li>▪ Provides cargo Transport between JN Port and several inland destinations</li></ul>



- 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



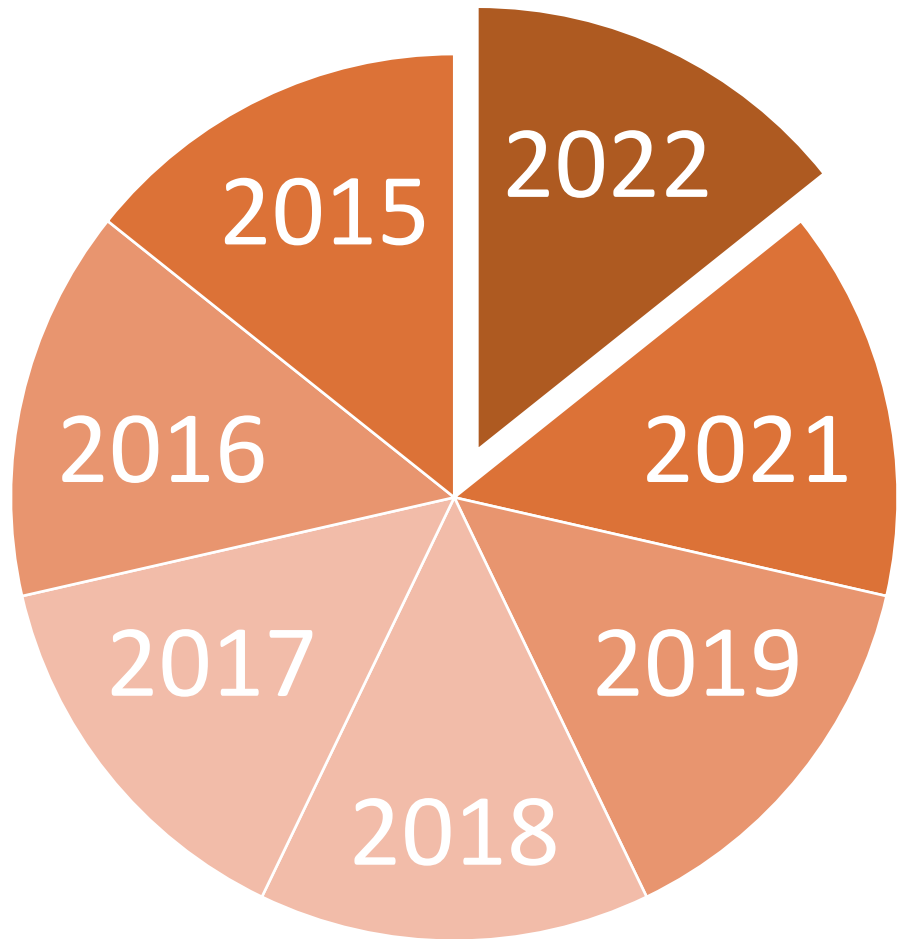
## Impact to Navkar

- 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 31<sup>st</sup> Dec, 2022

**For further information, please contact:**

**Navkar Corporation Limited**

CIN: L63000MH2008PLC187146

Mr. Anish Maheshwari

Chief Financial Officer

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

