

Ref: NCL/CS/2022-23/29

Date: August 11, 2022

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.navkarcfs.com](http://www.navkarcfs.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.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 – August 2022





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 – Vapi: Multimodal logistics park along with ICD Rail-PFT, equipped with unique combination of services under one roof

## Delivering value at every turn

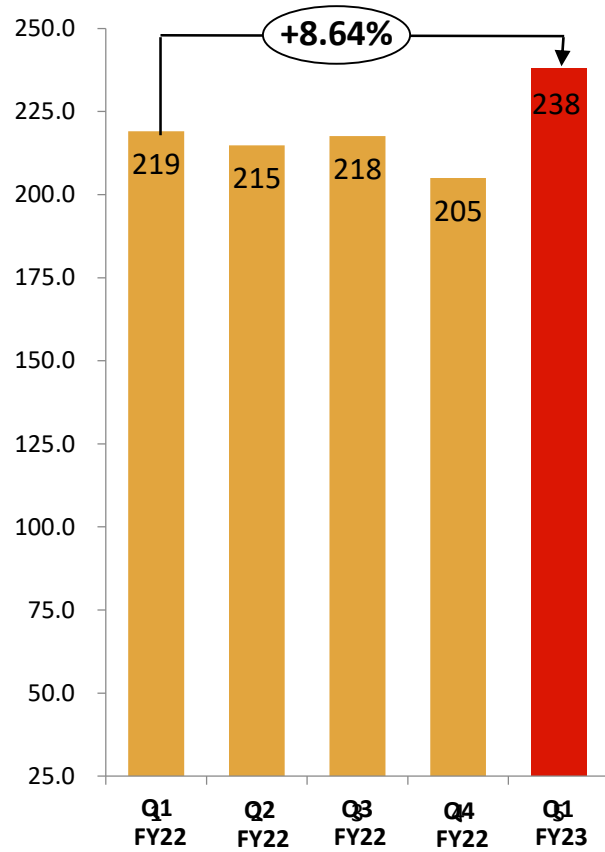
- Enhanced offerings like Multi-Modal Logistics Parks, Warehousing, Empty Container Depots, Cold Storage Chambers
- Consolidation of cargoes (LCL: Less than Container Load)
- Special arrangement for Hazardous Cargo's, inhouse Patho Lab
- Huge Area for parking & other ancillary services

# Financial Highlights

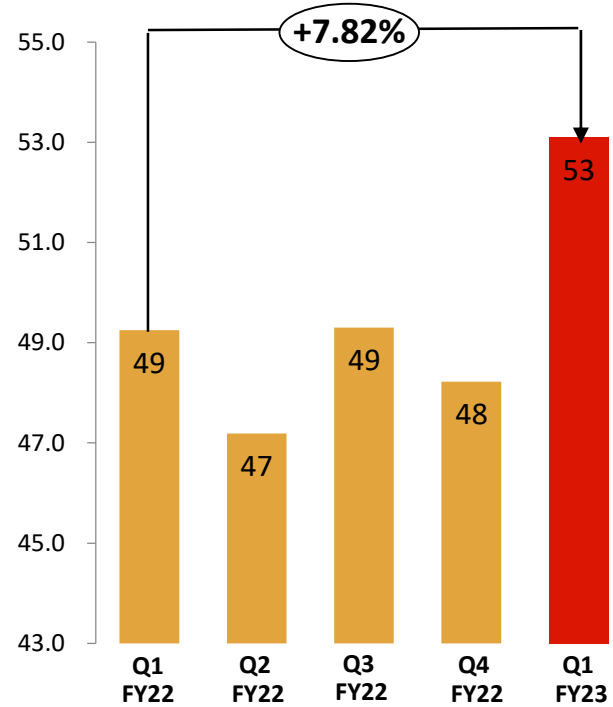


## Revenue

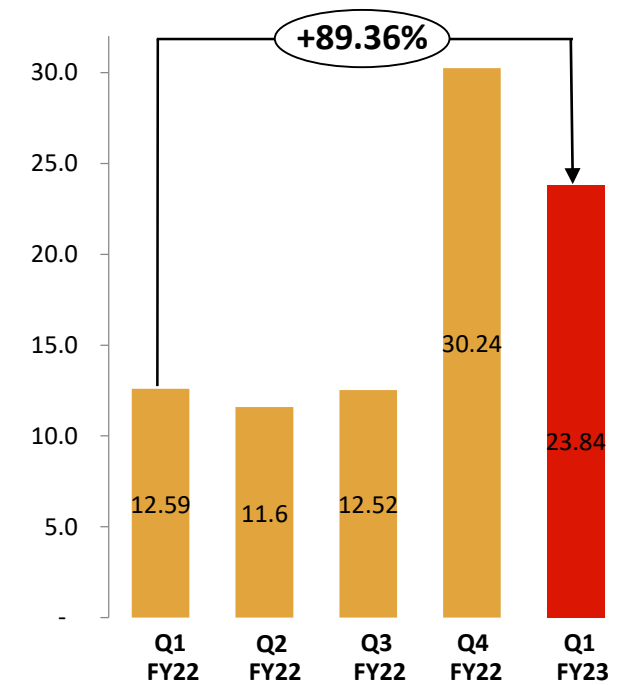
(In Rs. Crs.)



## EBITDA



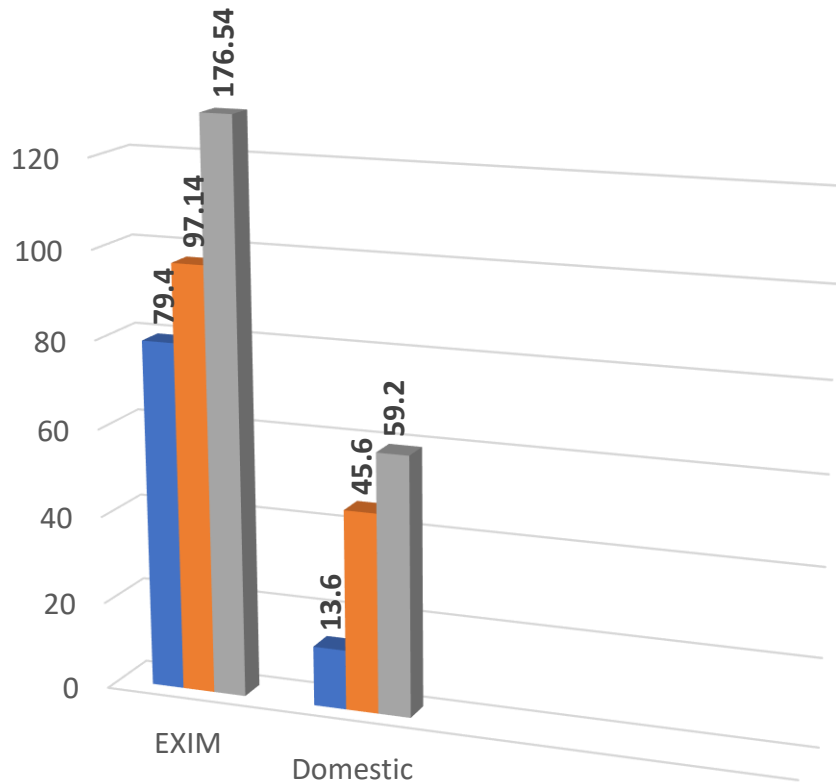
## PAT



# Revenue Highlights

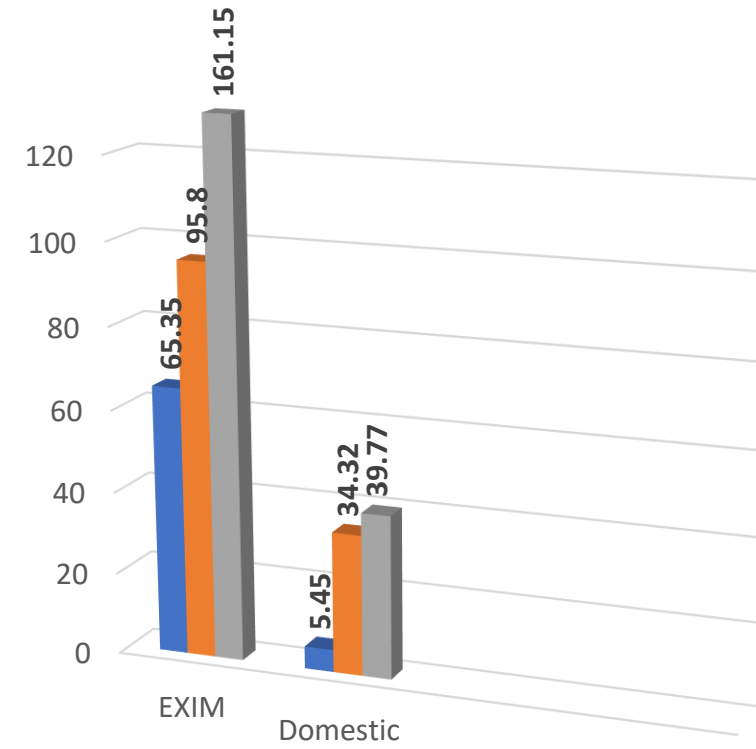


(In Rs. Crs.)



**FY23**  
**Q1 Revenue**

■ Mumbai ■ Vapi ■ Total



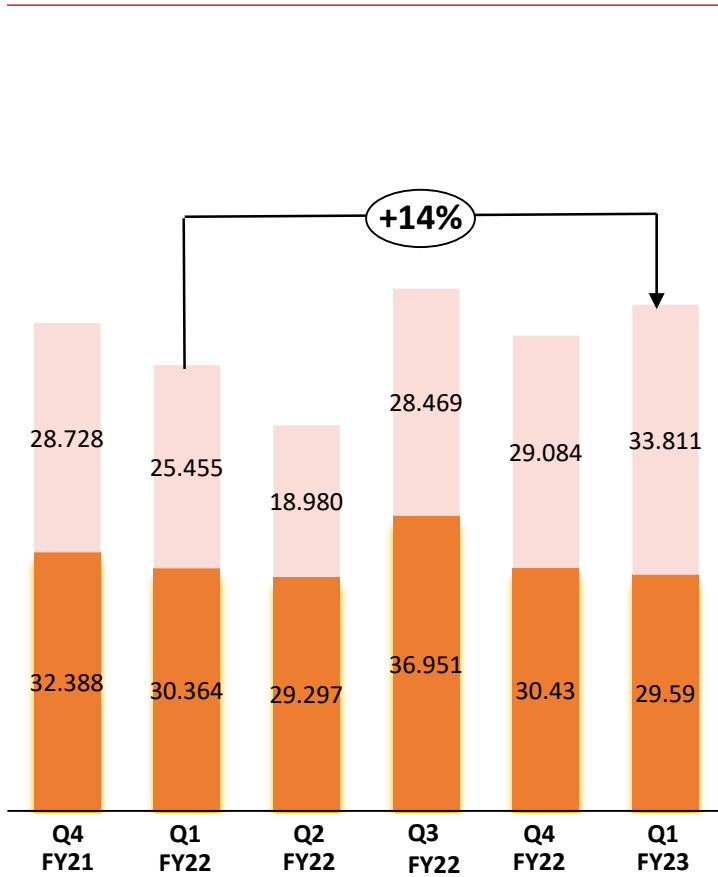
**FY22**  
**Q4 Revenue**

■ Mumbai ■ Vapi ■ Total

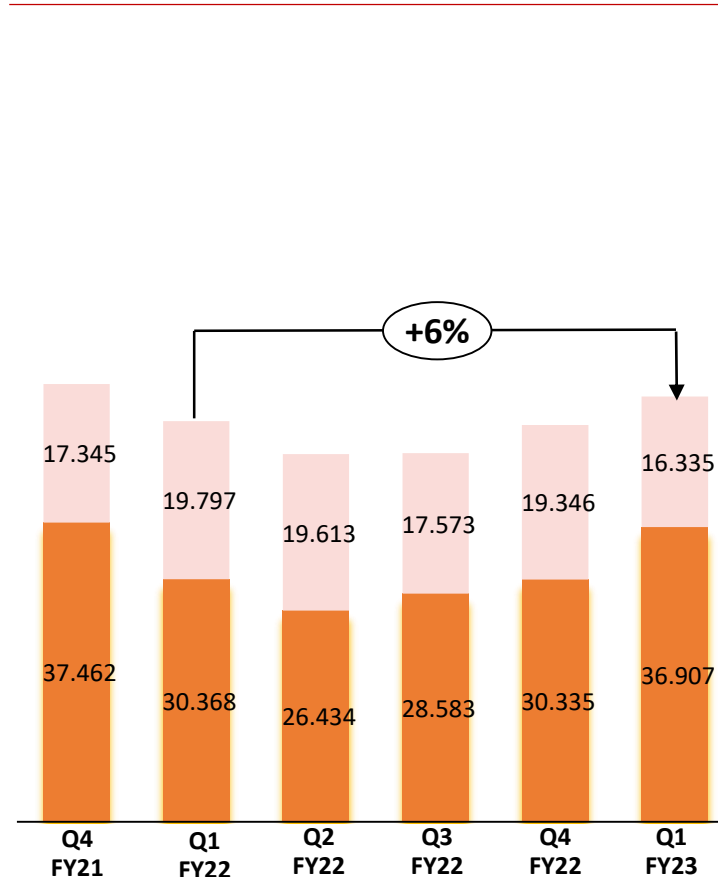


(Nos. of TEUs in '000)

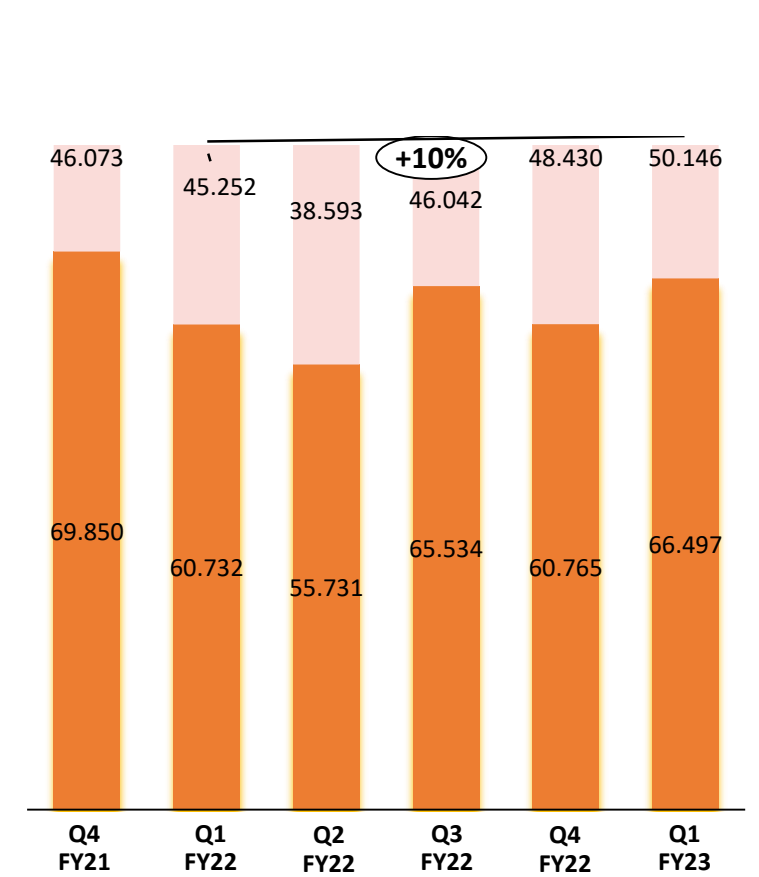
## Mumbai



## Vapi



## Total



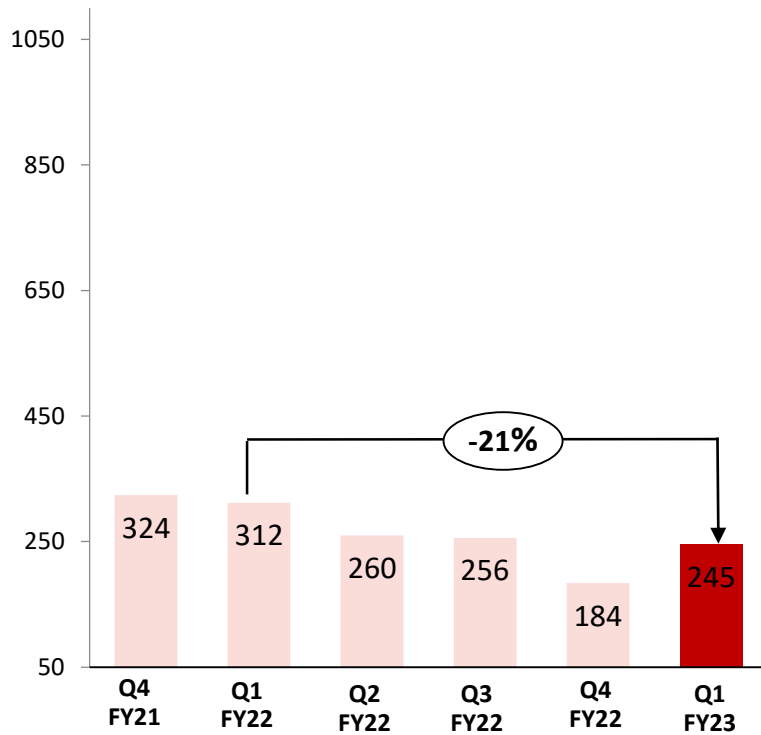
Export Import

# PFT Movement: Led by Vapi

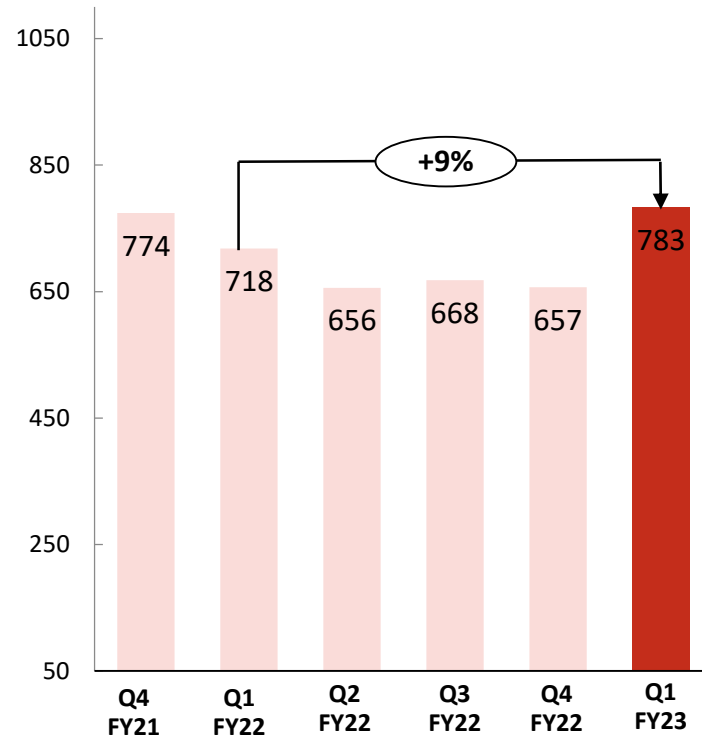


(Nos. of Trains)

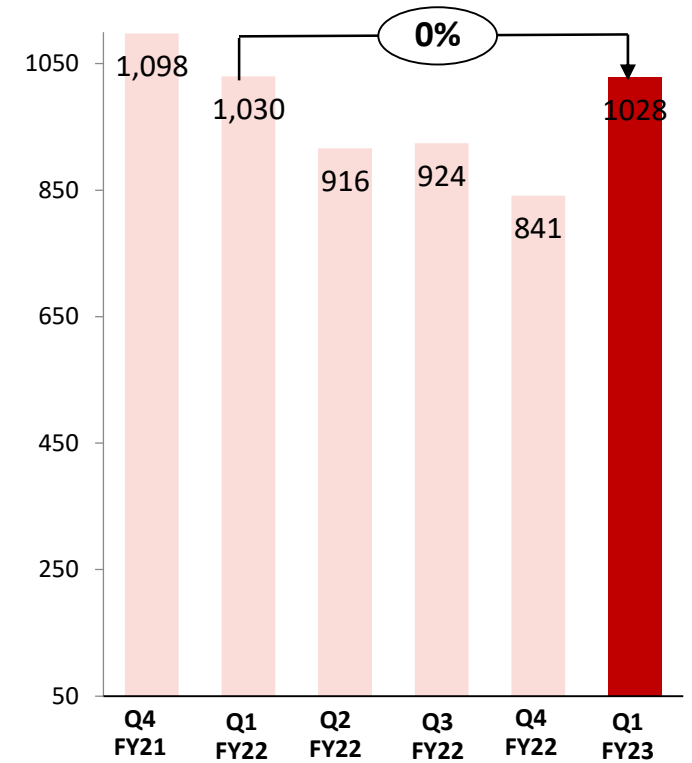
## Mumbai



## Vapi



## Total



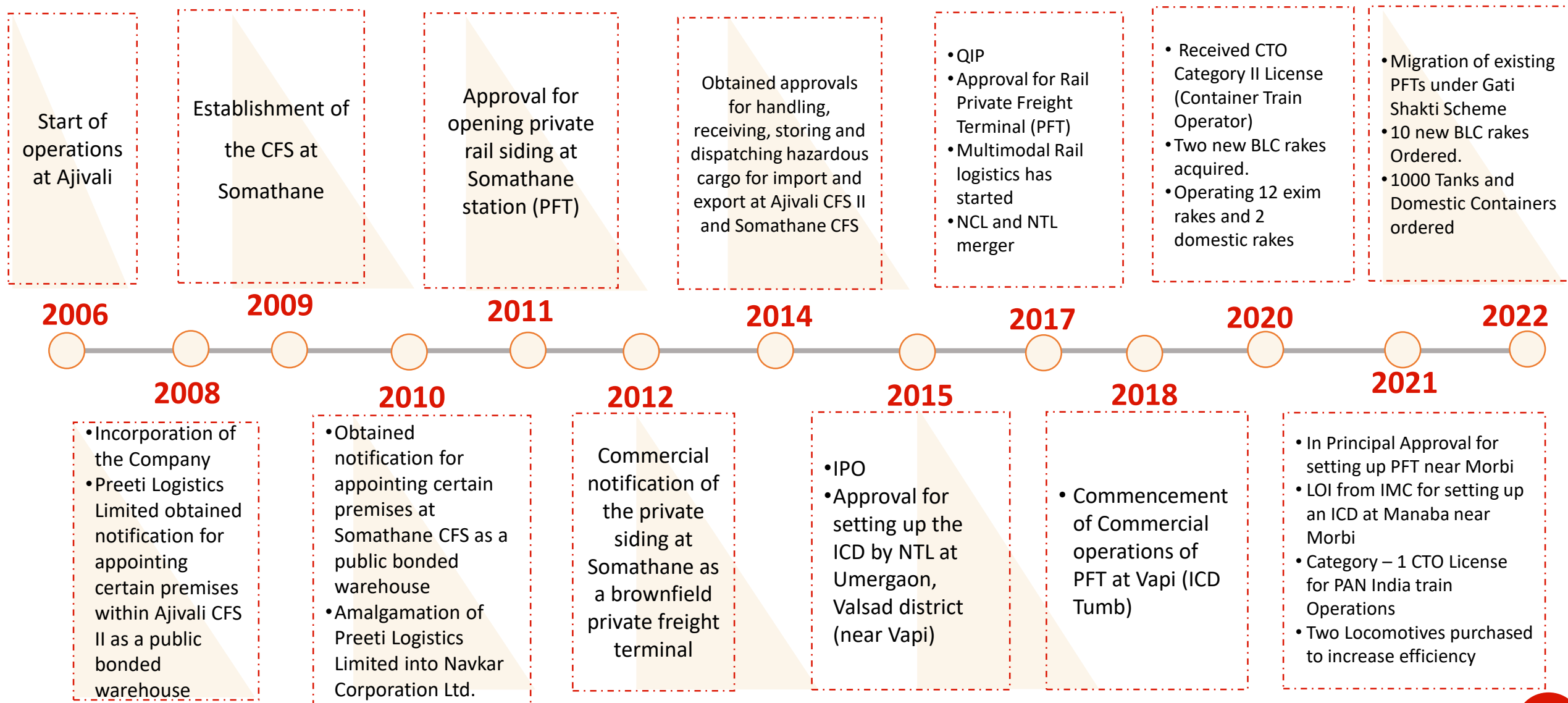


# P&L Statement – Q1 FY23



Particulars ( Rs. Crs )	Q1 FY23	Q1 FY22	Y-o-Y	Q4 FY22	Q-o-Q
Revenue from Operations	237.84	215.80		204.99	
Other Operating Income	-	-		-	
<b>Revenue from Operations (Net)</b>	<b>237.84</b>	<b>215.80</b>	<b>10.21%</b>	<b>204.99</b>	<b>16.03%</b>
Operating Expenses	153.67	145.62		128.80	
Employee Expenses	9.37	9.41		8.23	
Other Expenses	21.70	14.80		19.74	
<b>EBITDA</b>	<b>53.10</b>	<b>45.97</b>	<b>15.51%</b>	<b>48.22</b>	<b>10.12%</b>
<b>EBITDA Margin</b>	<b>22.33%</b>	<b>21.30%</b>		<b>23.52%</b>	
Other Income	2.71	4.56		1.24	
Depreciation	13.51	13.85		13.81	
<b>EBIT</b>	<b>42.30</b>	<b>36.68</b>	<b>15.32%</b>	<b>35.65</b>	<b>18.65%</b>
<b>EBIT Margin</b>	<b>17.79%</b>	<b>17.00%</b>		<b>17.39%</b>	
Finance Cost	12.20	14.91		14.98	
<b>Profit before Tax</b>	<b>30.10</b>	<b>21.77</b>	<b>38.26%</b>	<b>20.67</b>	<b>45.62%</b>
Tax	6.26	9.16		-9.57	
<b>Profit after Tax</b>	<b>23.84</b>	<b>12.61</b>	<b>89.06%</b>	<b>30.24</b>	<b>-21.16%</b>
<b>PAT Margin</b>	<b>10%</b>	<b>5.84%</b>		<b>14.75%</b>	

# Key Milestones



# New ICD- at Manaba, Gujarat



- ✓ 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.
- ✓ The Company is contemplating to complete the terms of LOI by the timelines and make the ICD operational. The purpose of the new ICD is to have better connectivity and network to serve the customers better. Management is of the opinion that the new facility will help to acquire new customers and increase the profitability of the company.
- ✓ The facility is under development stage and around 70% of project work is completed. We are trying best to start operations by later quarters of FY 2022-23

# New ICD- at Manaba, latest pictures of site development



# 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*



Jayesh Nemichand Mehta  
*Non-Executive Non-  
independent Director*

# Management Team



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: 1100+**



**Locomotive: 3**



**Reach Stacker: 28**



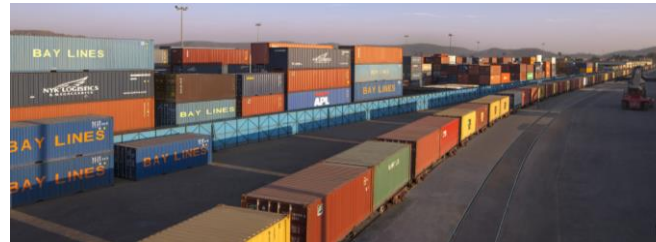
**Forklift: 60**



**Leased Rakes: 12**



**BulkTanks: 180**



**Rail Tracks: 3 in Mumbai, 4 in Vapi**



**Dwarf Cont : 180**



**Owned Rakes: 3**



**Tanker: 11**



**Hywa: 16**



**Fire: 3**



**Hydra Crane: 4**



**TRACTOR: 6**



**JCB: 3**

# 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



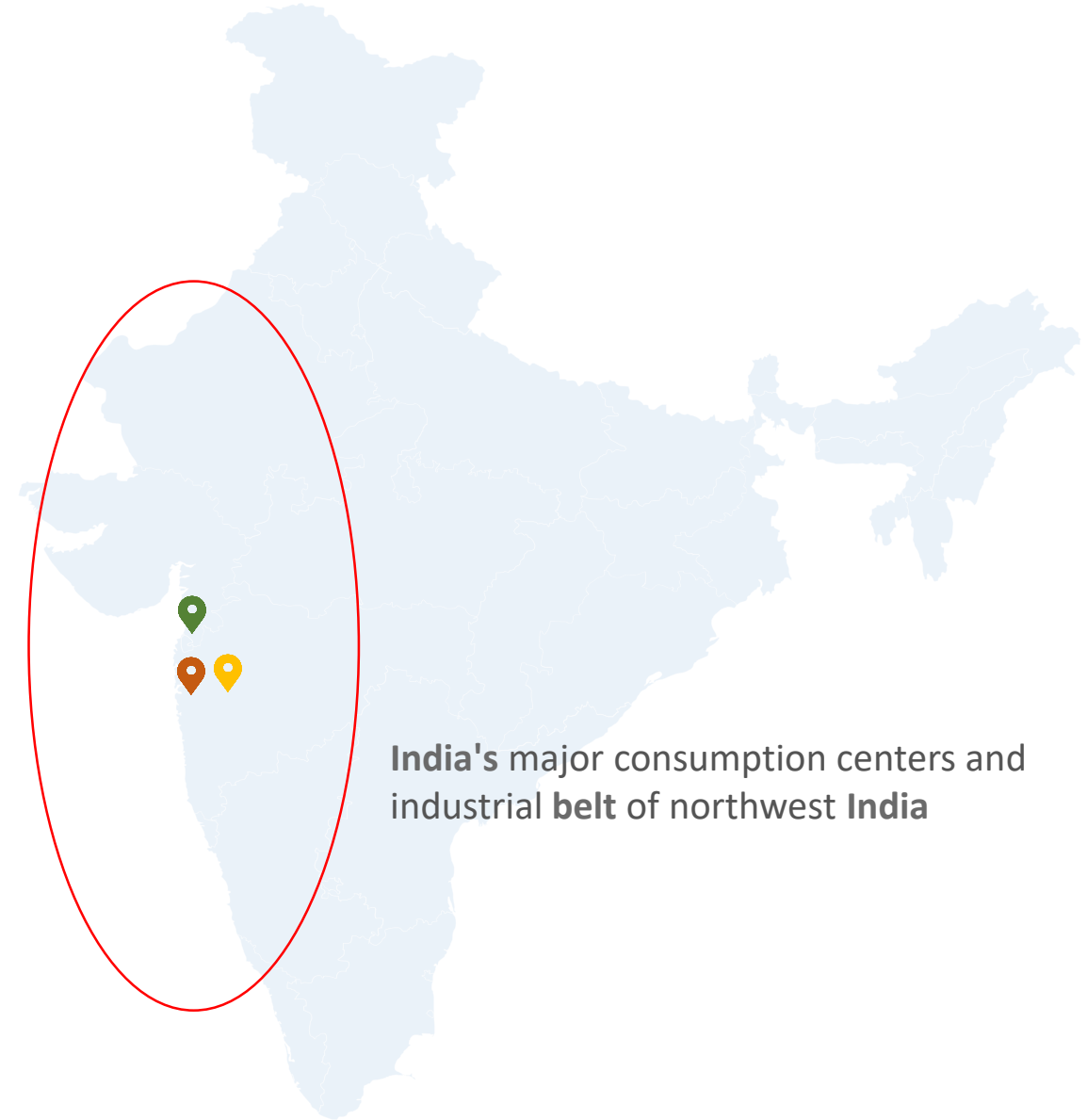
**Tumb ICD:**  
Capacity: 474,000 TEU's

**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



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



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

# Vapi ICD & Private Freight Terminal



Particulars	Vapi ICD
Operational Since	Apr 14, 2016
Land Area	90 acres
Area Custom Notified	1,035,197.56 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

Access to both Nhava Port and Hazira Port

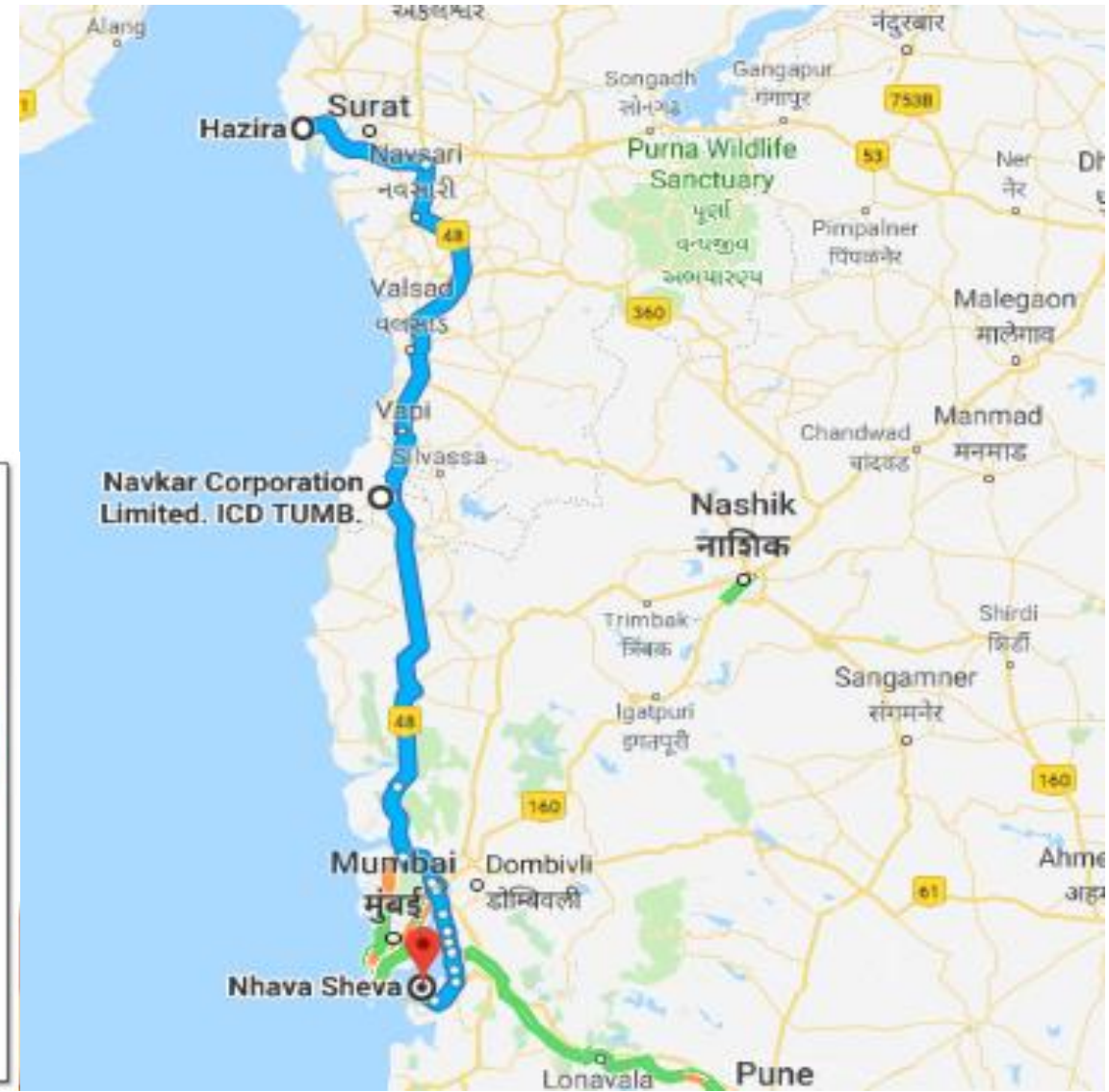
08

Flexibility and Ability – For your benefit

# Strategic Location-Access to Hinterlands of Western Belt

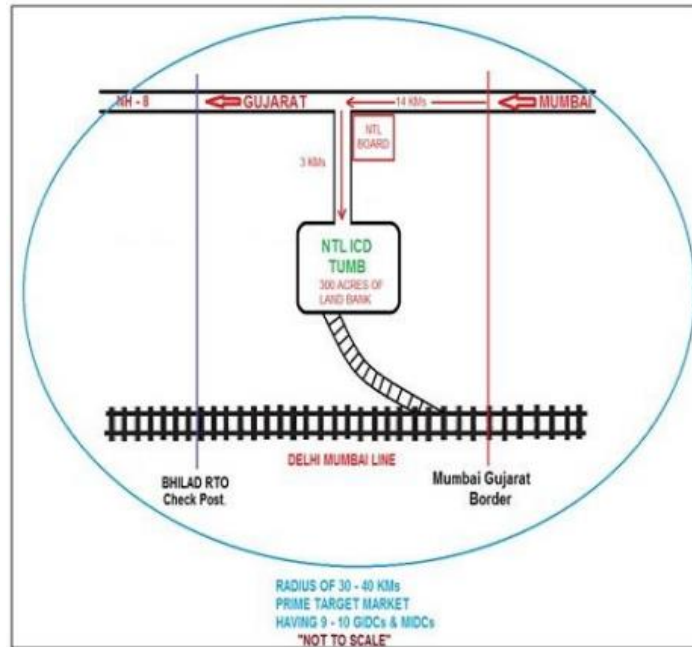


- ✓ Strategically situated between Hazira Port (166 KMs) and Nhava Sheva Port (186 KMs) & its 236 KMs from Dahej Port
- ✓ NTL ICD TUMB serves both the ports with equal efficiency and effectiveness
- ✓ Surrounded with thousands of industrial units of GIDCs & MIDCs
- ✓ Railways planning double stack container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



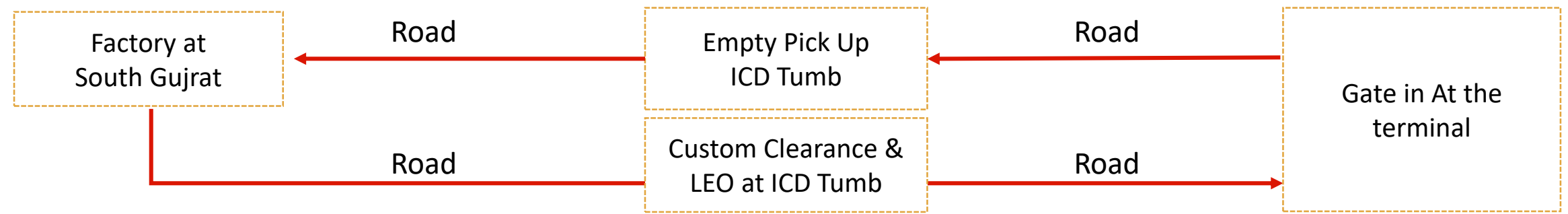
# Logistics Solution - Exporters



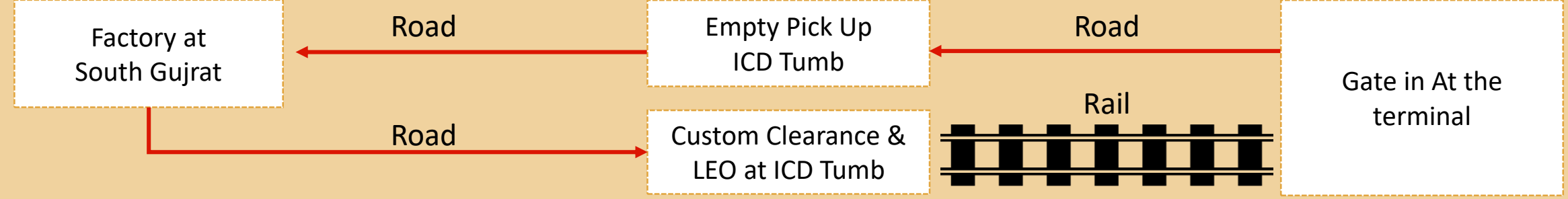
## Previous Model



## Present Model – Option I (By Road)



## Present Model – Option II (By Rail)



# Introduction of Direct Port Delivery : Battle for Boxes



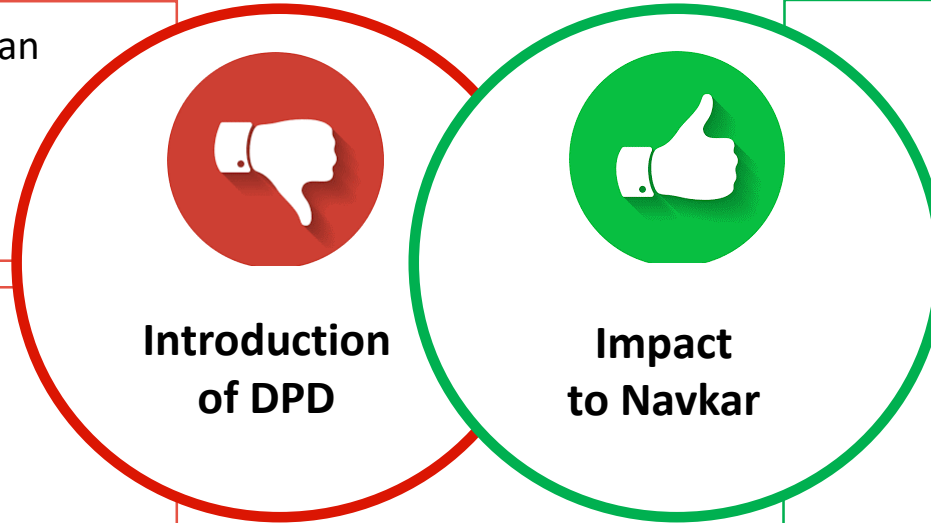
- Delivery of the containers directly from the port terminals
- Containers hauled to factories without taking to the CFS

- 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

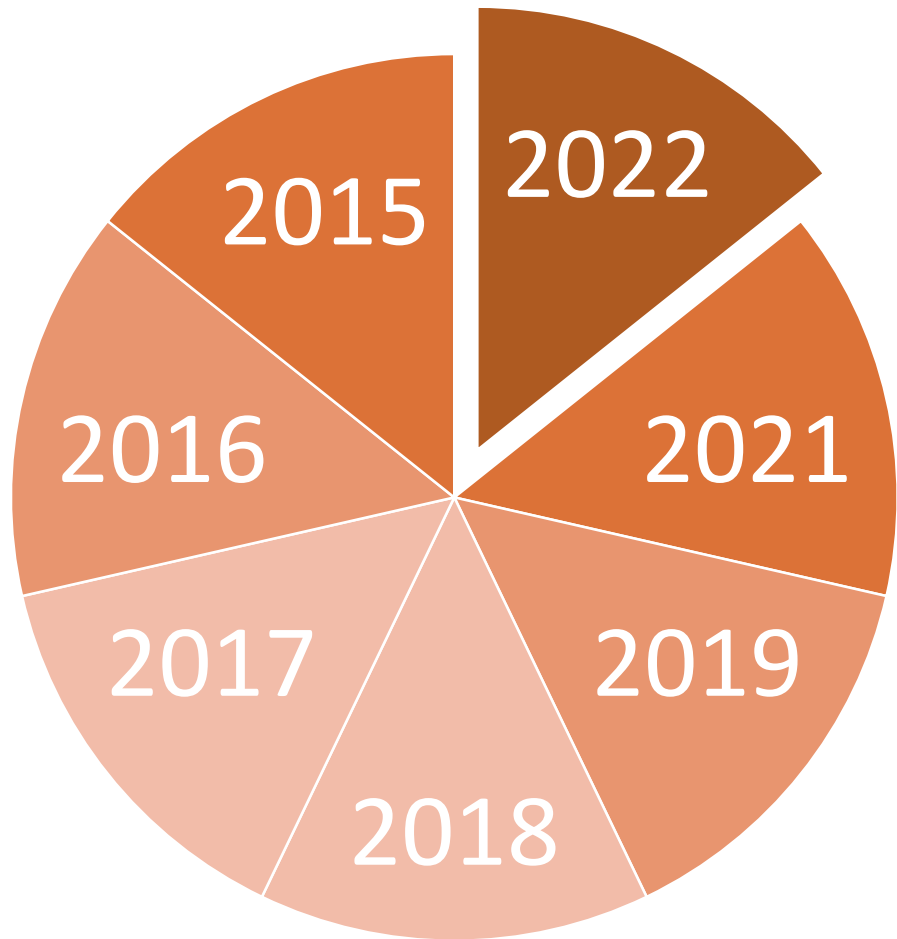


- **~65%** -DPD containers are resent to CFS
  - Because non-clearance within 48 hours
  - Voluntarily by importers

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: 7.71 mn. sq. ft., of which 2.26 mn. sq. ft. is notified customs area
- Panvel CFS installed capacity: 535,500 TEUs pa
- Tumb ICD installed capacity : 474,000 TEUs pa
- Operates over 1,200 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 - 55%, Export - 18%, and others- 27% of our total cargo volume as on 31<sup>st</sup> March, 2021

**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)

