

April 13, 2017

**Corporate Relations**  
**The Bombay Stock Exchange Limited**  
Phiroze Jeejeebhoy Towers, Dalal Street,  
Mumbai-400 01  
(SCRIP 534615)

**The Manager (Listing Department)**  
**National Stock Exchange of India Limited**  
Exchange Plaza, C-1, Block G,  
Bandra Kurla Complex, Bandra (E)  
Mumbai – 400 051  
(Symbol: NECCLTD)

**The Manager (Listing Department)**  
**Delhi Stock Exchange Limited**  
DSE House, 3/1, Asaf Ali Road  
New Delhi – 110002

**Subject: Investor Presentation**

Dear Sir,

Please find enclosed herewith Investor Presentation issued by the Company for the Financial Position, Business outlook and Strategy of the Company.

This is for your Information and records.

Thanking You,

Yours Faithfully,

**For NORTH EASTERN CARRYING CORPORATION LIMITED**  
For North Eastern Carrying Corporation :-

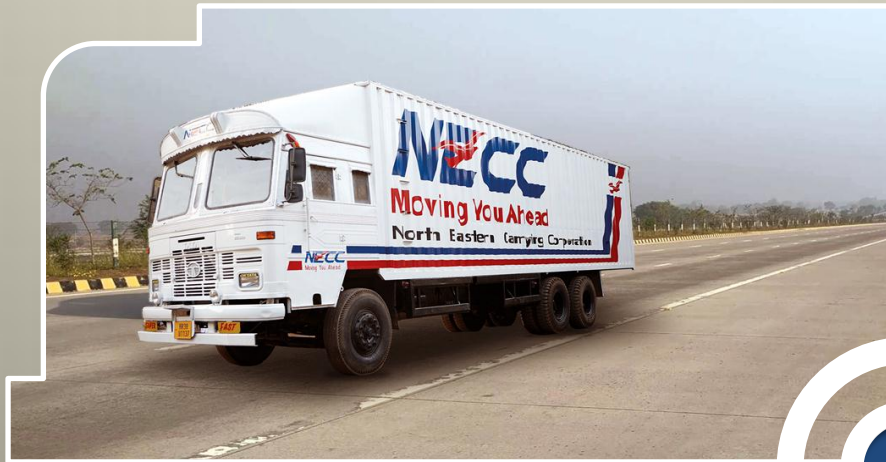
  
Company Secretary

**Mamta Bisht**  
Company Secretary & Compliance Officer



# North Eastern Carrying Corporation Ltd

Corporate Presentation - April 2017



# DISCLAIMER

Except for historical information, all of the statements, expectations and assumptions, including expectations and assumptions, contained in this presentation may be forward-looking statements that involve a number of risks and uncertainties. Although NECC attempts to be accurate in making these forward-looking statements, it is possible that future circumstances might differ from the assumptions on which such statements are based. Other important factors which could cause these statements to differ materially including economic conditions, Government policies, dependence on partnerships, retention of key personnel, technological advances that may make our services offerings less competitive; NECC does not undertake to update any forward-looking statements that may be made from time to time

# INDEX

**NECC**  
MOVING YOU AHEAD

Who we are



Strategy



Outlook



Financials





**WHO WE ARE**

# Who We Are

- An integrated logistics solutions provider with presence pan India, Nepal and with an operational set up in Bhutan and Bangladesh
- Presence of over 4 decades. Leadership: Second and third generation promoters - Sunil Jain and Utkarsh Jain
- Proven capabilities in Part Truck Load (PTL) and rail logistics for all types of materials
  - Well entrenched reliable network across India - able to execute individual business needs in an efficient and cost effective manner
  - Caters to Industrial, MNCs and highly regarded entities' requirement to freight their critical materials throughout as well as outside India
    - Owning a fleet of 150 trucks
    - All trucks equipped with GPS tracking
    - Customized vehicles based on customer requirement

# Who We Are

- Booking offices across the country and Nepal, servicing multiple routes with warehousing
  - 250 offices across 28 states and 4 countries- India, Nepal, Bhutan and Bangladesh
- Warehousing of 1.5 million sq feet - includes owned and leased under management
  - Our warehouses are multi purpose catering to Bulk, FMCG, Holding Intermediates, Steel, amongst others
- Working with leading companies in the FMCG, Paper, Pharma, Automotive, Textile, Chemicals, Steel and Telecom sector
- Exclusively working with a leading FMCG - MNC Company for transportation of its goods in Nepal
- Highly skilled man-power in place with requisite mining-mate certificates
- High-capacity loaders enabling fast movement and into Bulk Movements of Iron Ore and various types of Chrome Ore mines
- Established track record of providing flexible, responsive and timely delivery services to our clients
  - Demonstrated by being chosen by several leading companies to undertake repeat business over several years
- Rating of Crisil BBB-/stable on our long-term debt

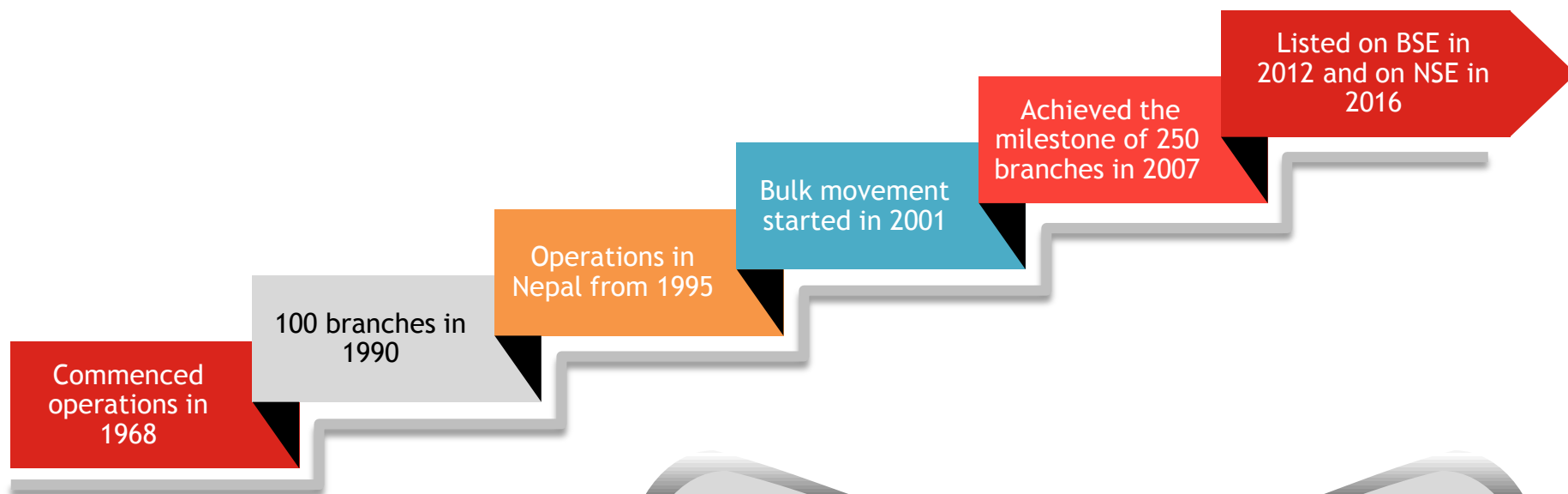
# NECC's Services

Small consignments retail booking | Bulk movements | Full truck load services | Storage facility | PTL/Parcel load movement | Over dimensional consignment (ODC) | Containerized movement of cargo | Freight Management





# Our Journey



A journey that started with transportation-services has crossed many milestones, establishing pan-Indian distribution-channels with a global spread encompassing warehousing and 3PL-services seamlessly with the same efficacy

# Promoter overview



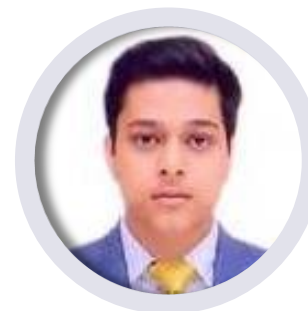
**Sunil Kumar Jain**

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**Chairman and Managing Director**

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- Mr. Sunil Kumar Jain, aged 52 years, is a co-promoter and Managing Director of the Company
- Completed his graduation in commerce from University of Delhi and joined the family business in 1980 at an early age of 18 years
- Has been Chairman since 1999- 2000
- Enabled complete computerisation of operations, equipping all vehicles with GPRS system amongst others



**Utkarsh Jain**

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**Co-Promoter and Whole-Time Director**

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- Mr. Utkarsh Jain, aged 22 years, is a co-promoter and Whole-Time Director of the Company
- BSc (hons) in Management Studies, from the University of Nottingham, United Kingdom; IIM Ahmedabad alumni

# Key Management Personnel



**S L Yadav**

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## Vice President & CFO

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- Mr. Shyam Lal Yadav has been with the group since 1986 and has managed Finance, Operation and Marketing in the organisation
- Graduated with a B.A Economics Degree and Master Degree in Economics from Delhi University
- His client centric approach has helped the Company retain large customers and add new business
- He plays a vital leadership role in Human Recourse Management and Talent Management process



**Ravi Gupta**

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## Senior General Manager

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- Mr. Ravi Gupta has graduated with a Bachelors of Art Degree from Delhi University
- A Marketing Professional and added potential clients to the organisation
- He has vast knowledge of Operation, Marketing, and Accounts and helps the Management in taking crucial business decision



**Vinod R Nair**

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## Deputy General Manager

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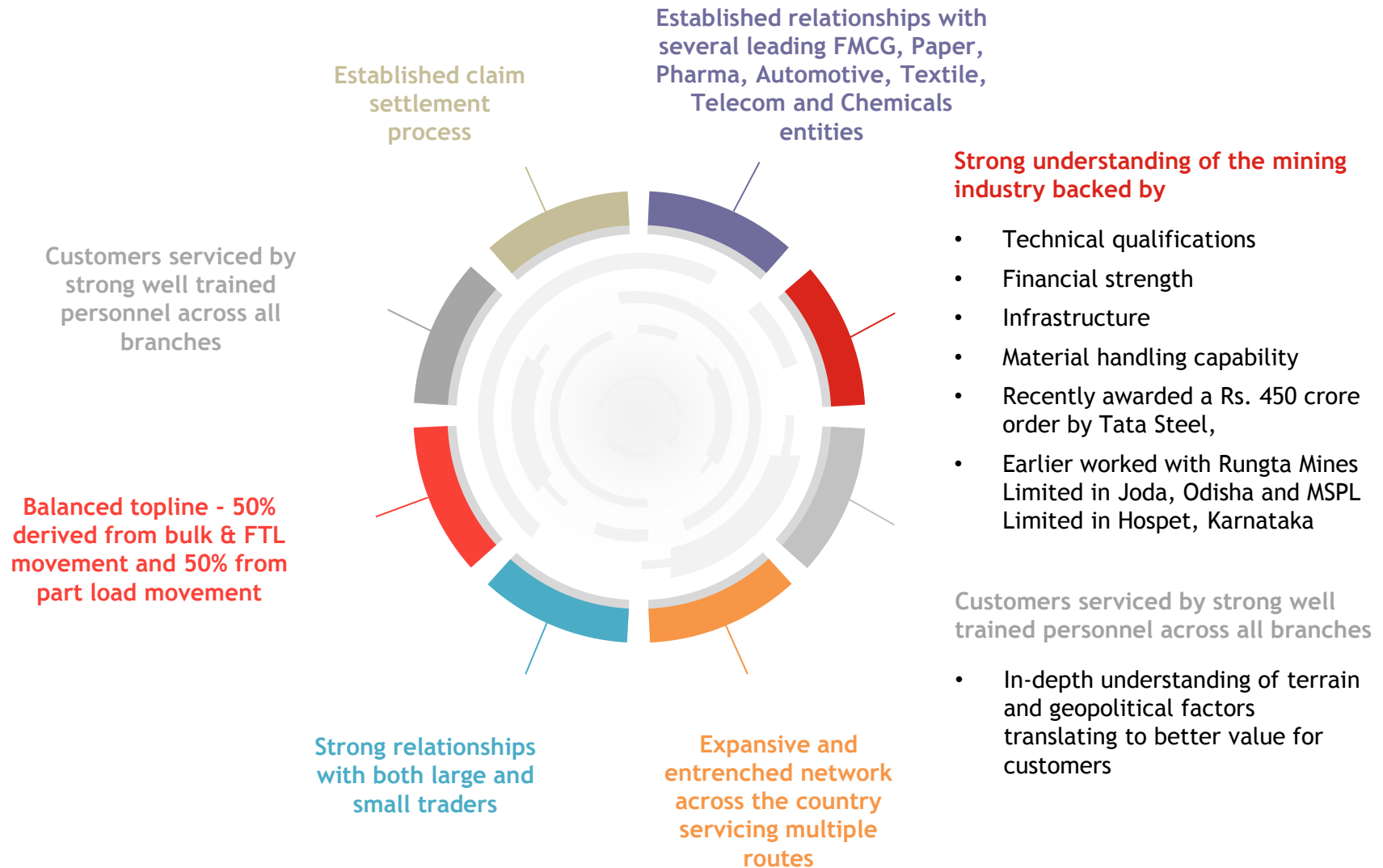
- Mr. Vinod Nair having completed 21 year with the organisation. B.A Honor's Degree in Economics from Delhi University and followed up with a Master in Business Administration (M.B.A) and a Degree in Law (L.L.B.).
- In the past he has worked with D.P.S India Ltd ( a Peerless Group Company), Abacus Computers Ltd, and Global Tele Systems (GTL)
- Involved in the day to day Administrative, Sales and Policy decision making process of the organisation



# Strategy



# Strengths

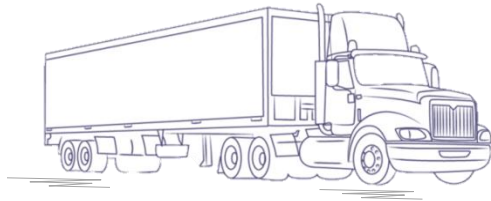


## Tangible

Focus on sweating asset & effectively using capabilities

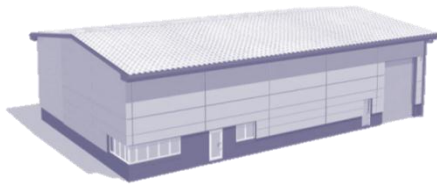
### Trucks

- Thrust on maintaining right number of vehicles to optimise use of capital and servicing of customers efficiently
- Efficient fleet utilisation
  - Hired vehicles contribute to 95% of business
    - Commitment from vehicles owners for vehicles as and when required
  - 150 own trucks contribute to 5% of business
- All trucks equipped with GPS tracking
- Ability to customise trucks based on requirement in the least possible time



### Warehousing

- Access to 1.5 mn sq of open warehousing - 50% owned & 50% leased
- Emphasis on increasing open warehousing capabilities through lease
- Warehousing service-spectrum is empowered with a definite workload-arrangement and scheduling, customized resource-allocation, exact space-allotment in receiving and storage of goods and efficient collection and dispatch of consignments with proper inventory-management and stacking methods, ensuring safety
- Identified key warehouses at strategic locations across country and NE borders
- Smooth access to Bhutan & Bangladesh



# Asset Right Model

## Intangible



Strong understanding of individual sectors and requirements

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Strong relationships with companies across sectors

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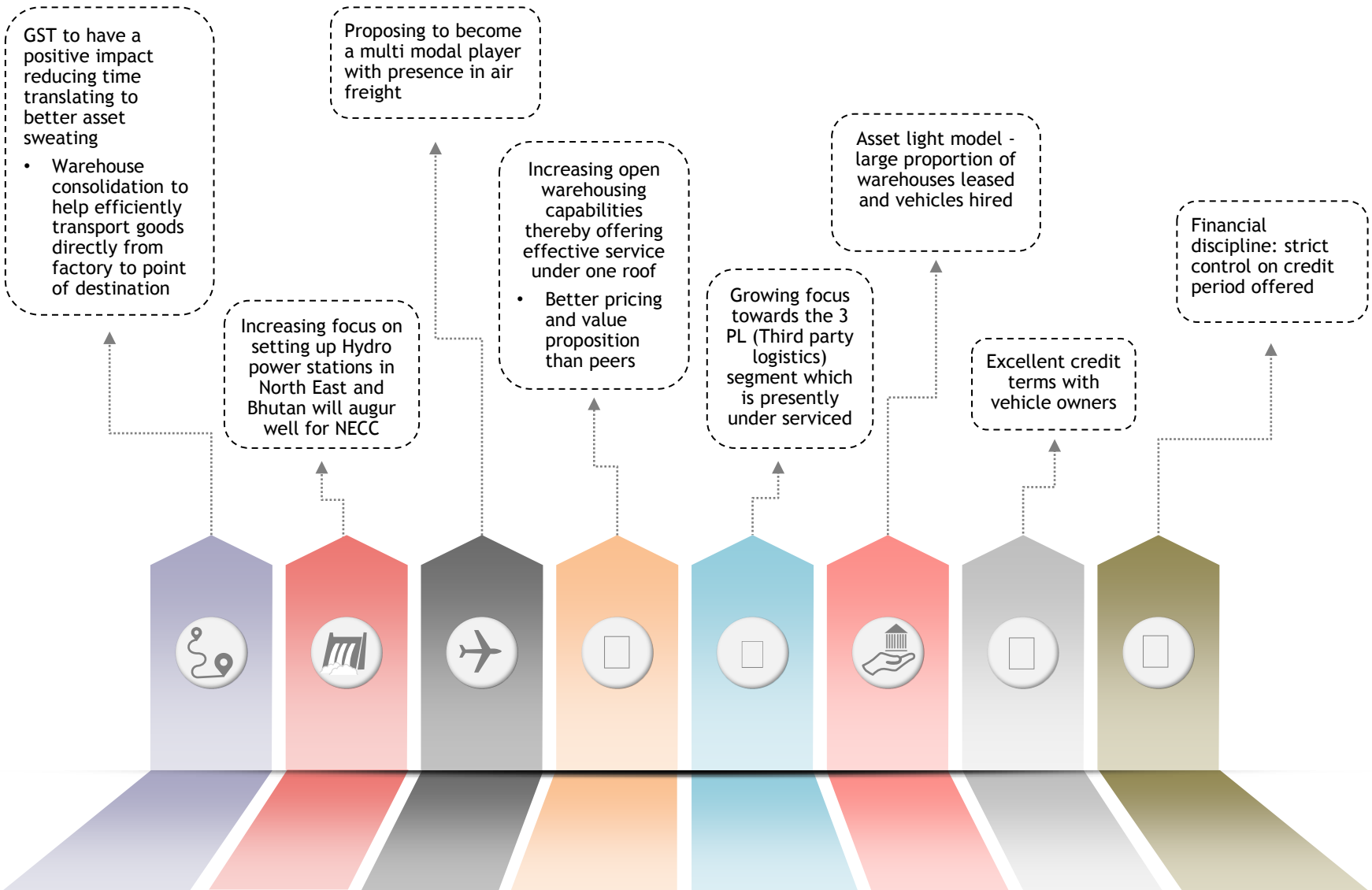
Stable management and leadership team with over 3 decades of experience

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Flawless Logistics Management Solutions backed by dependable warehousing and 3PL-services based on advanced trouble-shooting capabilities

# Growth Drivers



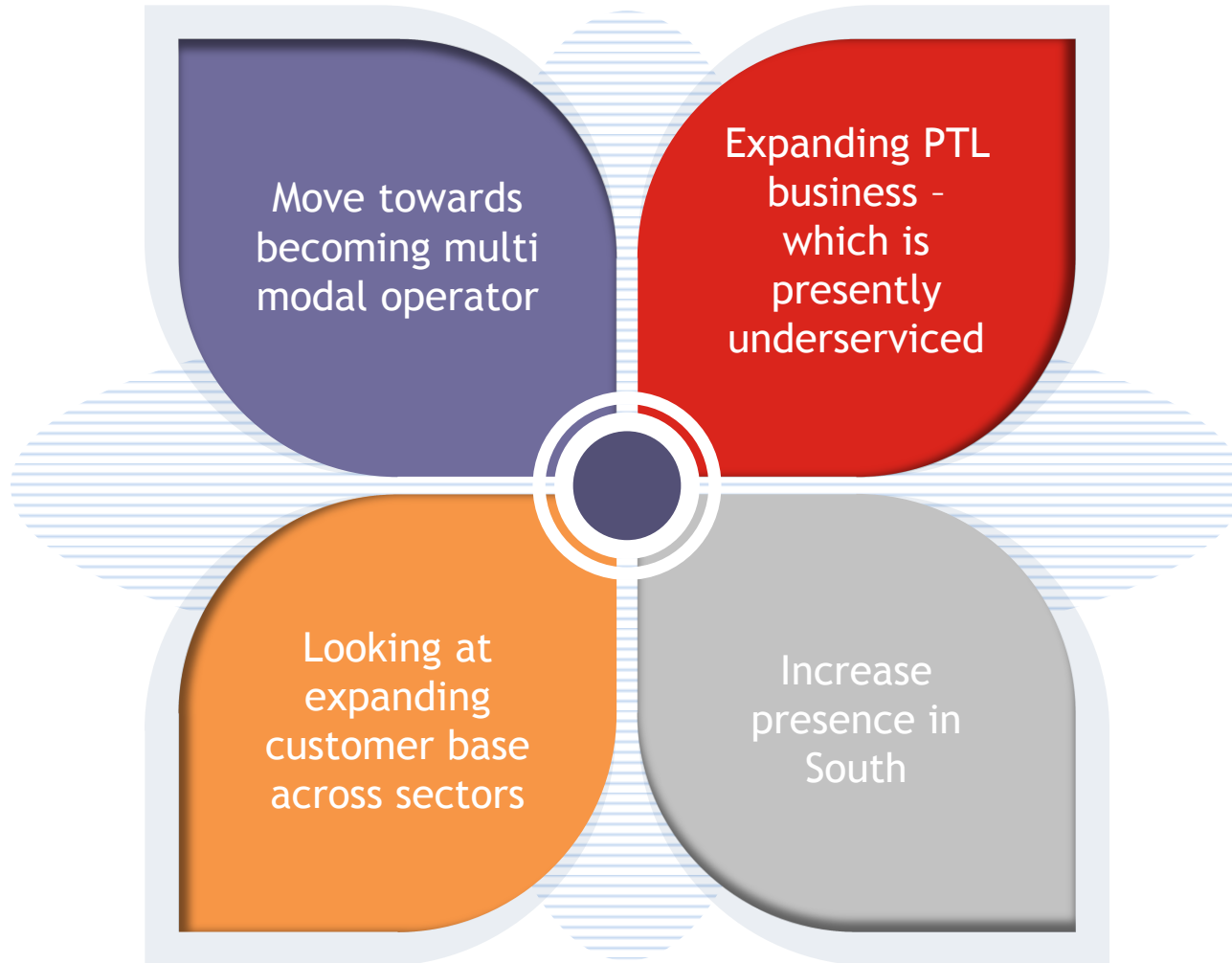




# Outlook



# Outlook

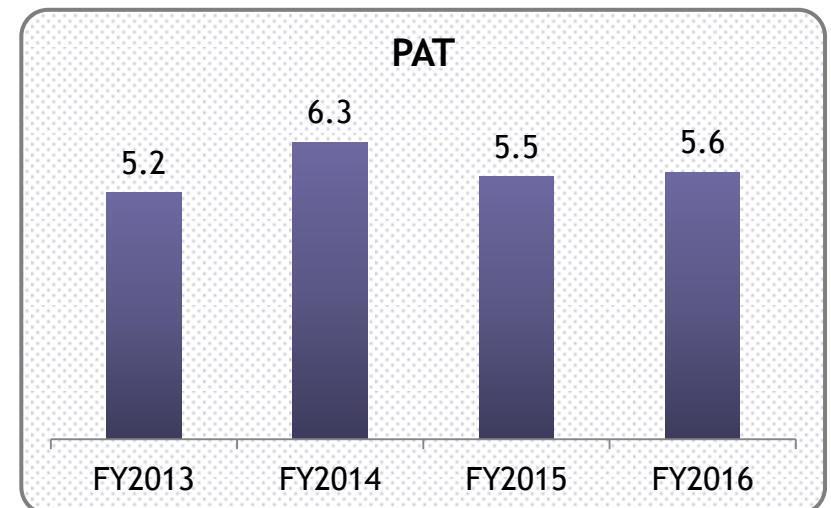
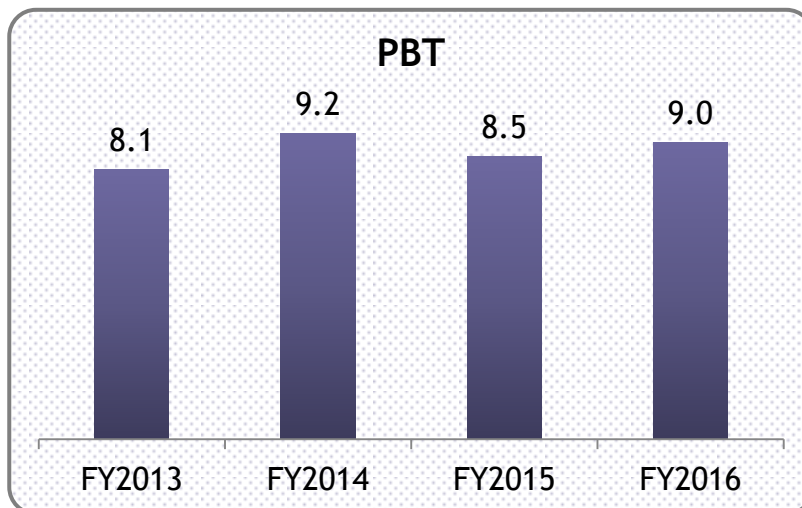
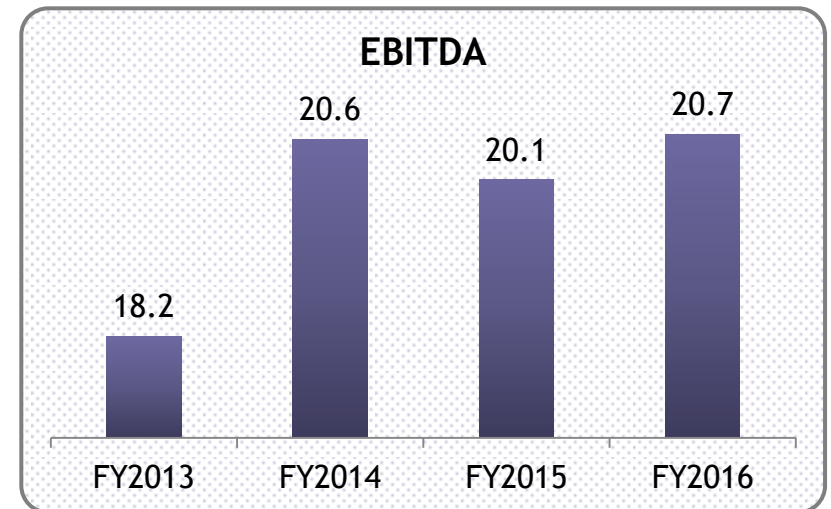
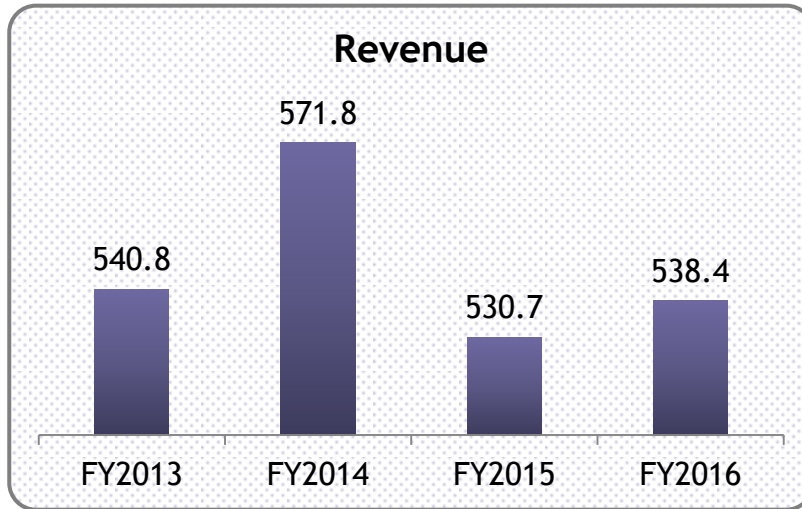


A photograph of a freight train moving along a track during a sunset. The sky is filled with orange and yellow light, with some clouds. The train is in the foreground, and the tracks curve into the distance. A blue semi-transparent banner is overlaid at the bottom of the image, containing the word "FINANCIALS" in white text.

# FINANCIALS

# Financial Performance

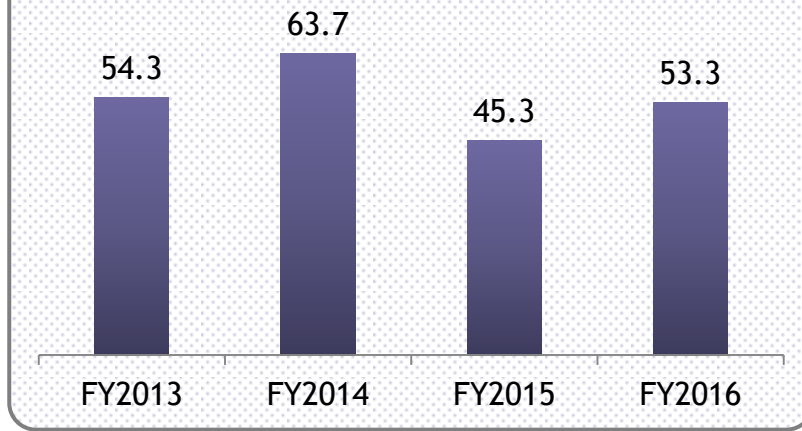
Rs. In Crore



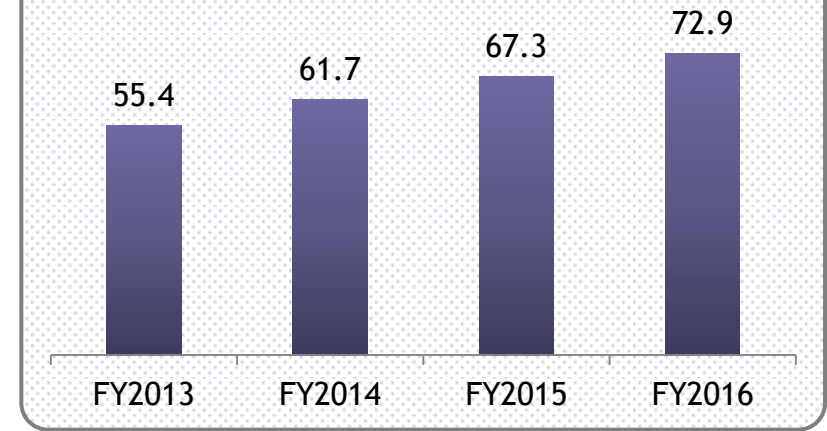
# Key Performance

Rs. In Crore

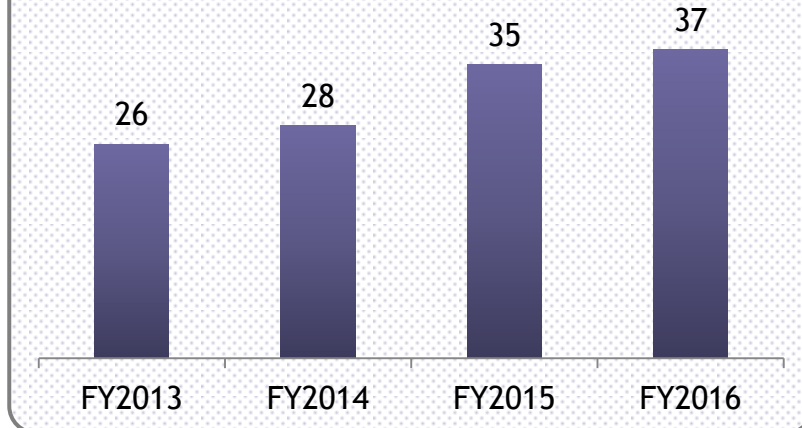
### Top 5 customers contribution



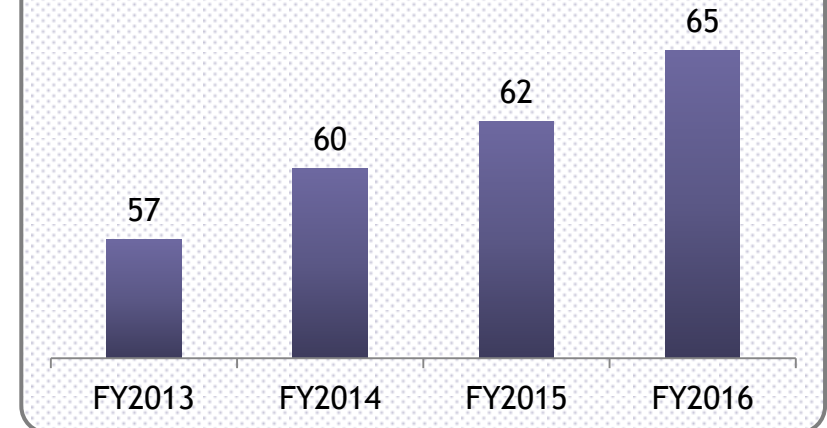
### Networth



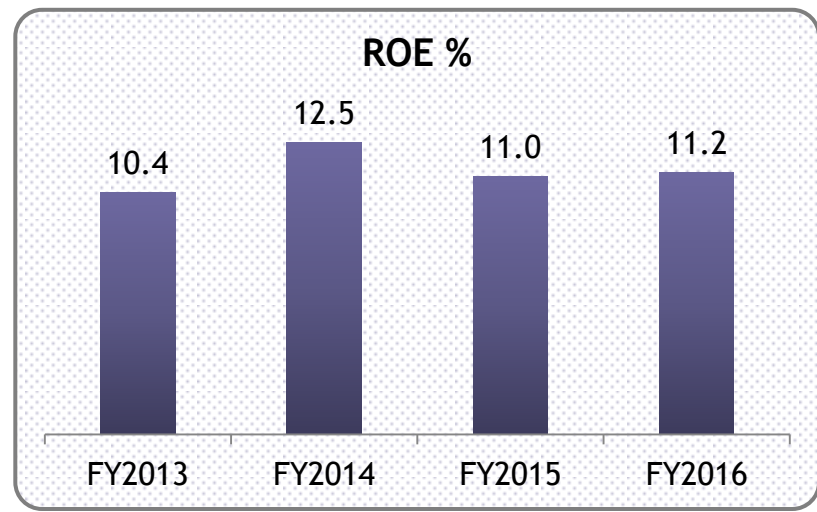
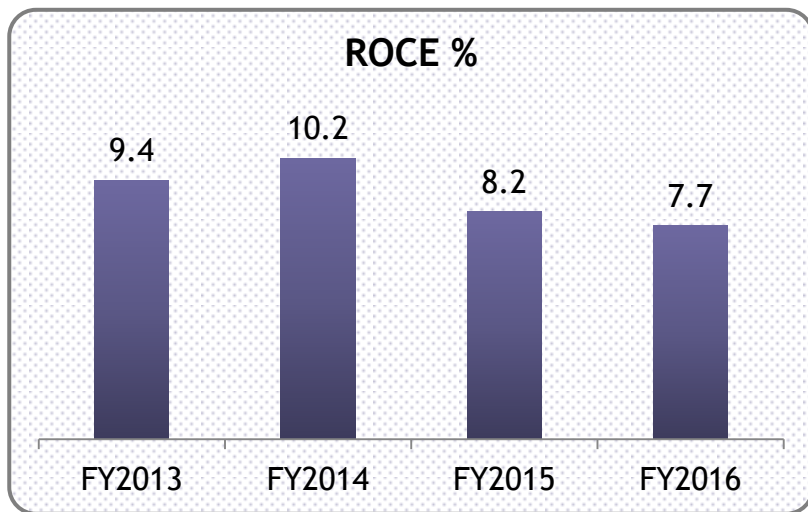
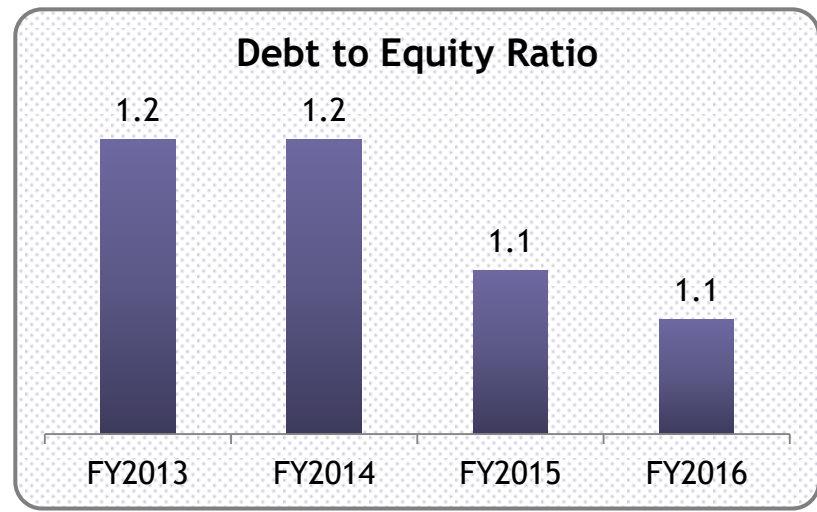
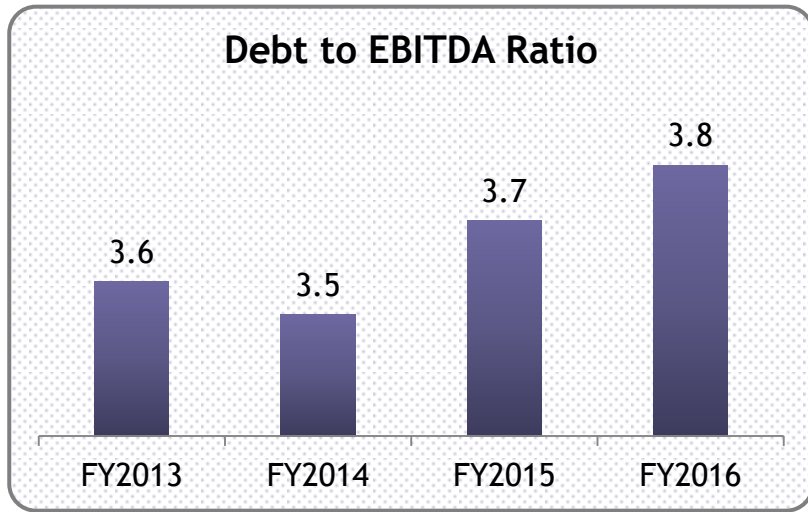
### Working Capital Cycle Days



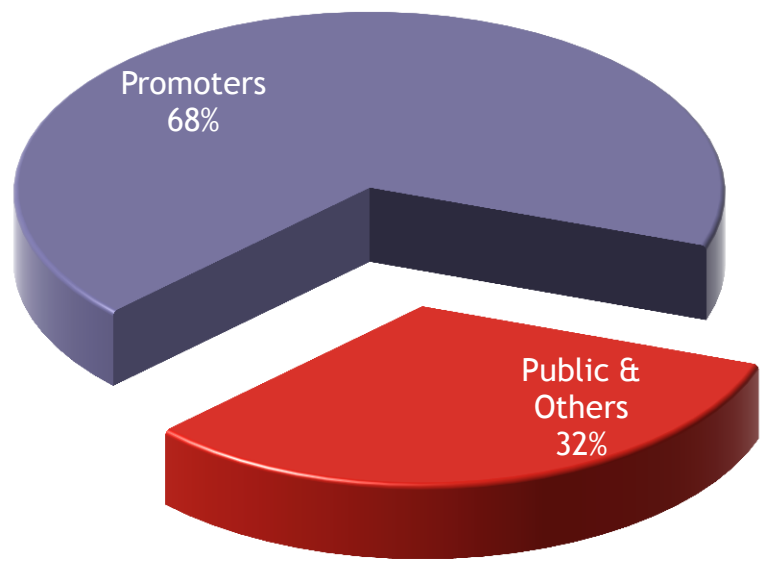
### Debtor Days



# Key ratios



# Shareholding



As on Mar 31, 2017

# Contact

**For queries and requests, please contact:**

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**North Eastern Carrying Corporation Ltd.**

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[rabindra@cdr-india.com](mailto:rabindra@cdr-india.com)

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