

Ref: NCL/CS/2020-21/11

Date: June 30, 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 – June 2020





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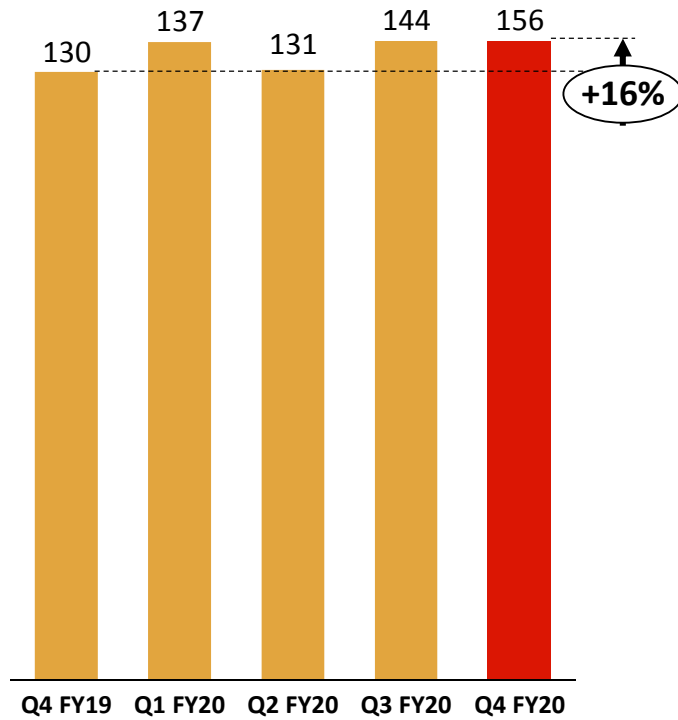
This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks 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.

# Financial Highlights

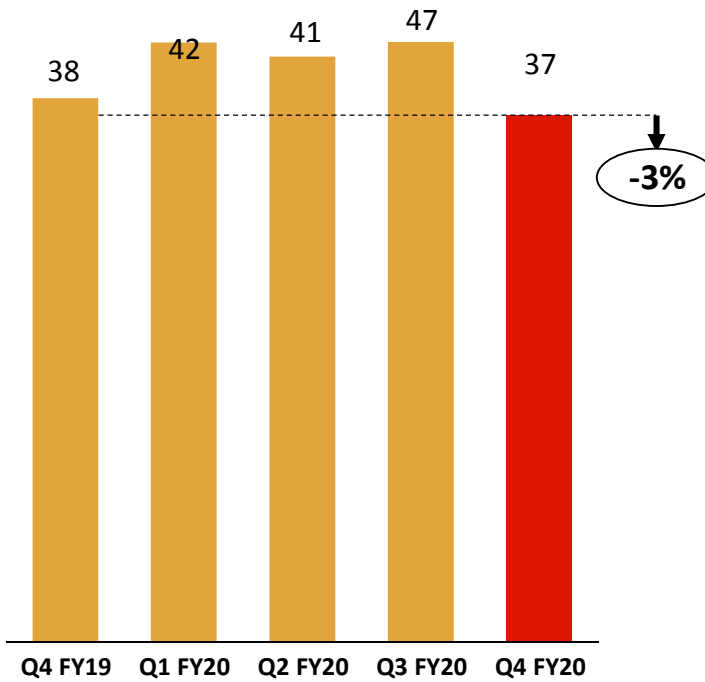


## Revenue

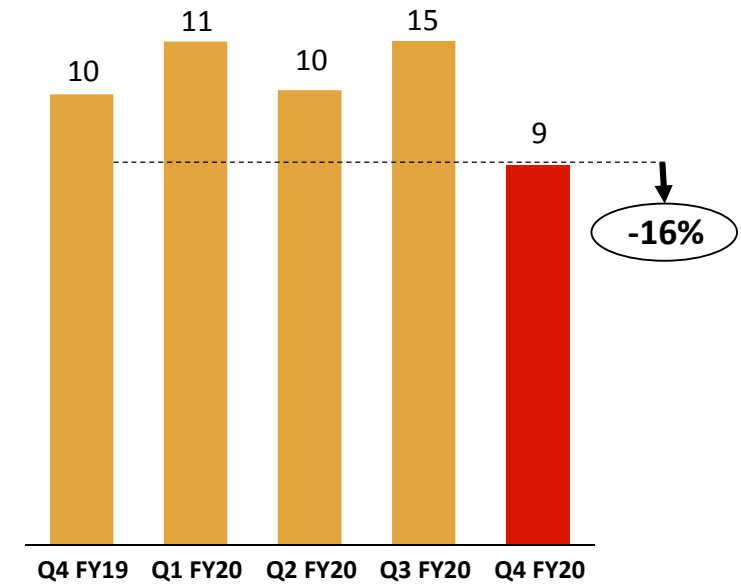
(In Rs. Crs.)



## EBITDA



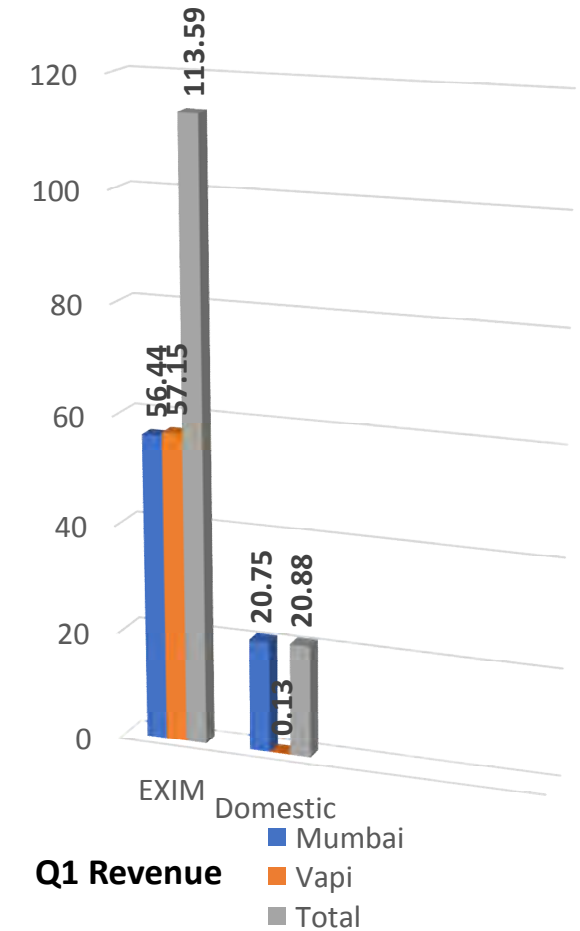
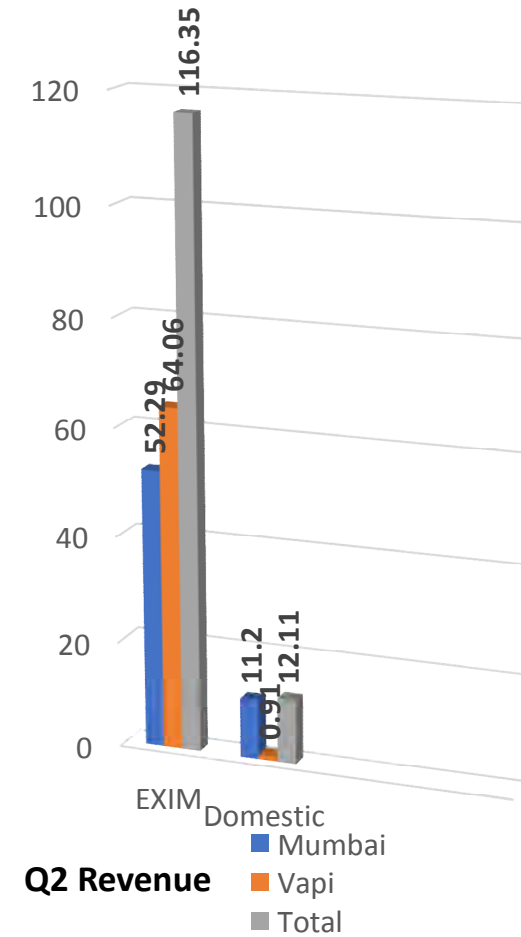
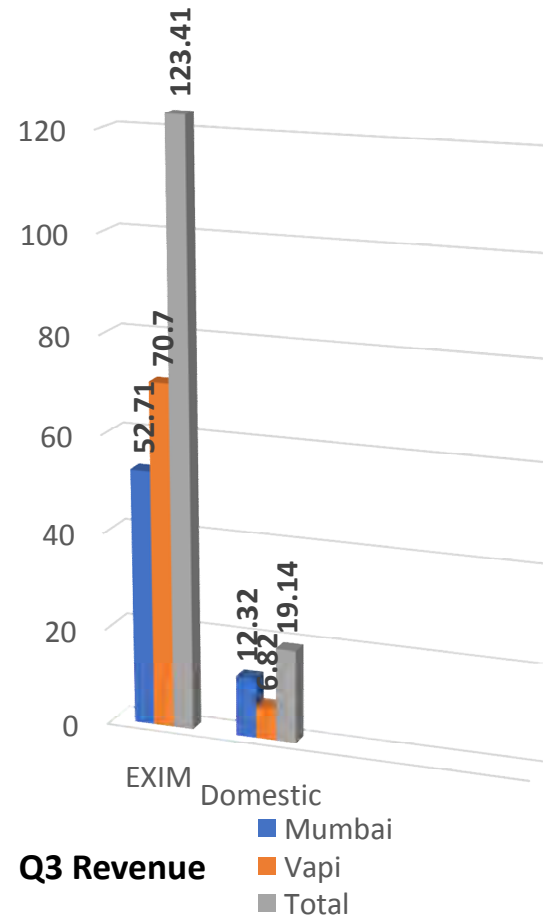
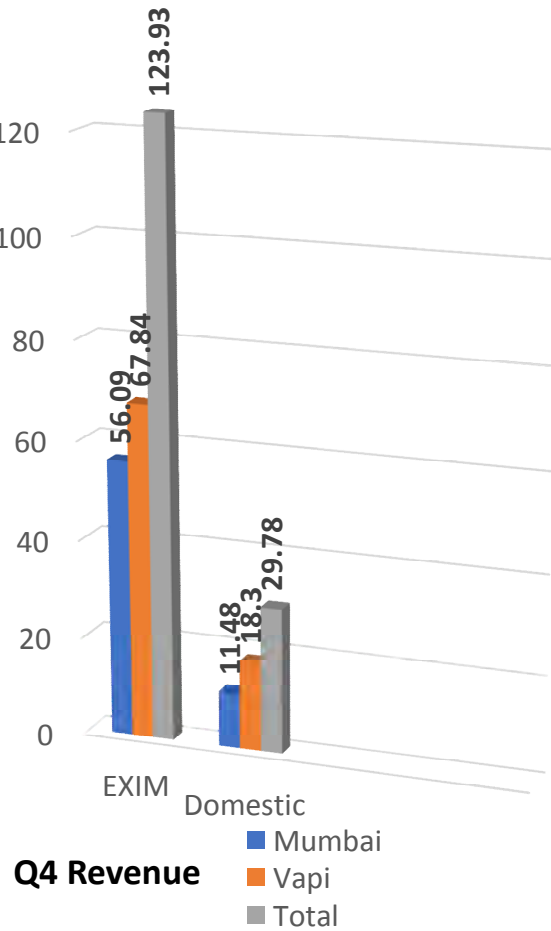
## PAT



# Revenue Highlights



(In Rs. Crs.)



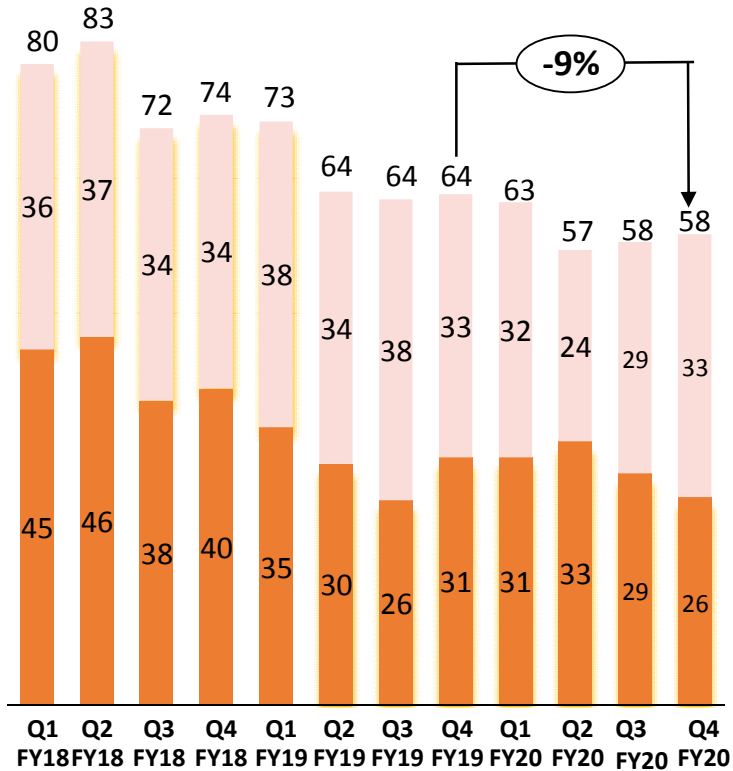




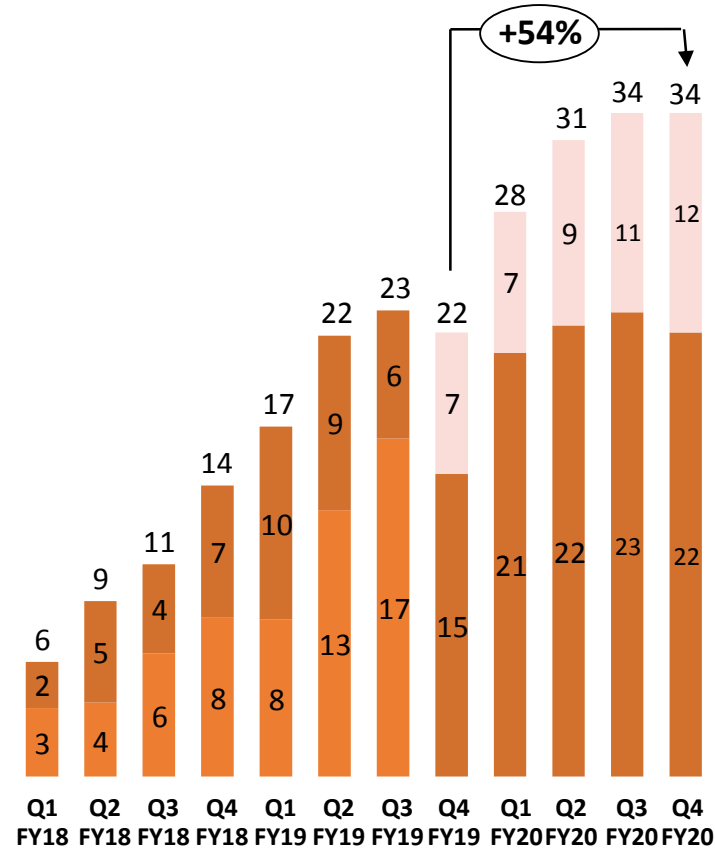
Volumes : STABLE in CFS + INCREASE in ICD Tumb

(Nos. of TEUs in '000)

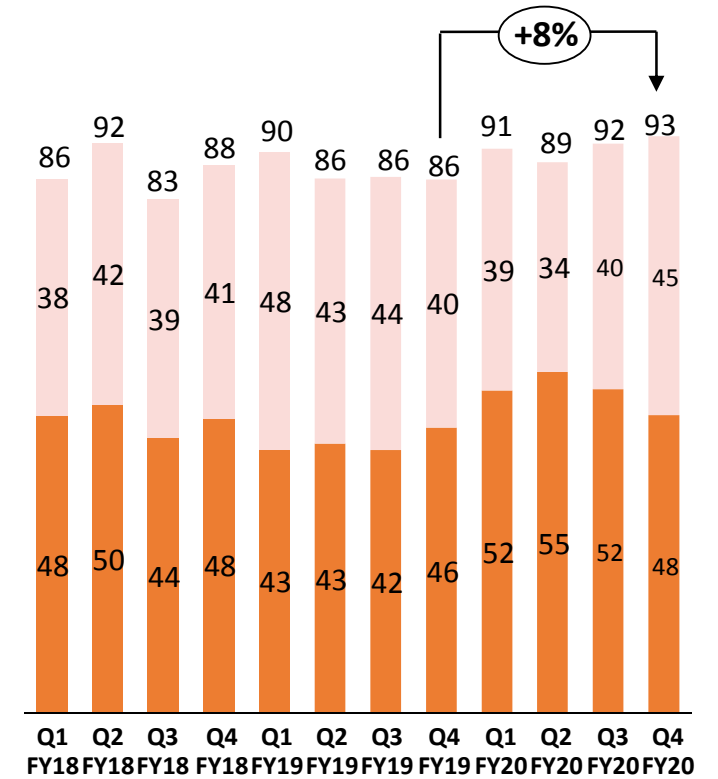
### Mumbai



### Vapi



### Total



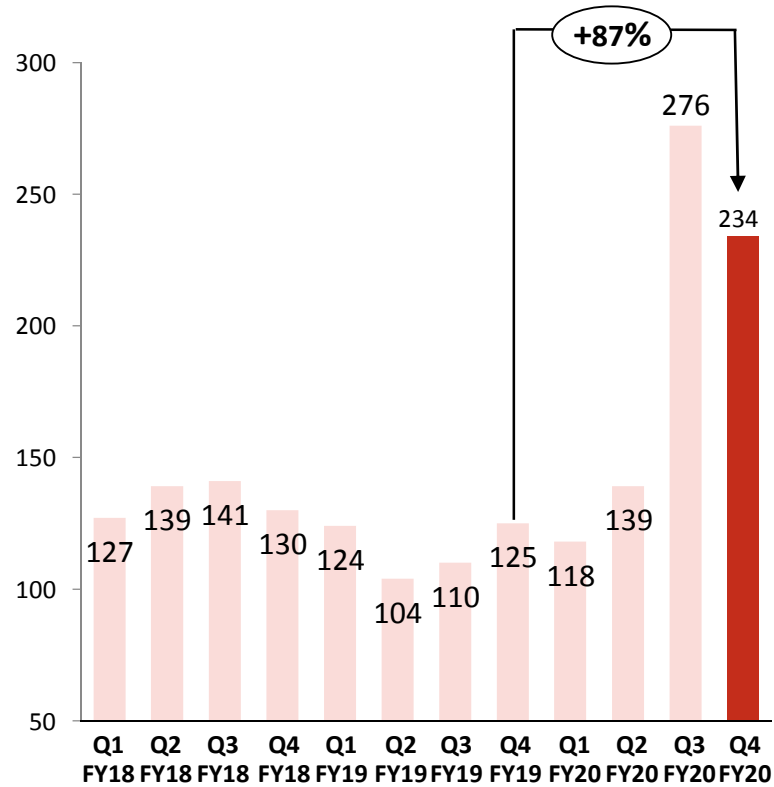
Export Import

# PFT Movement: Led by Vapi

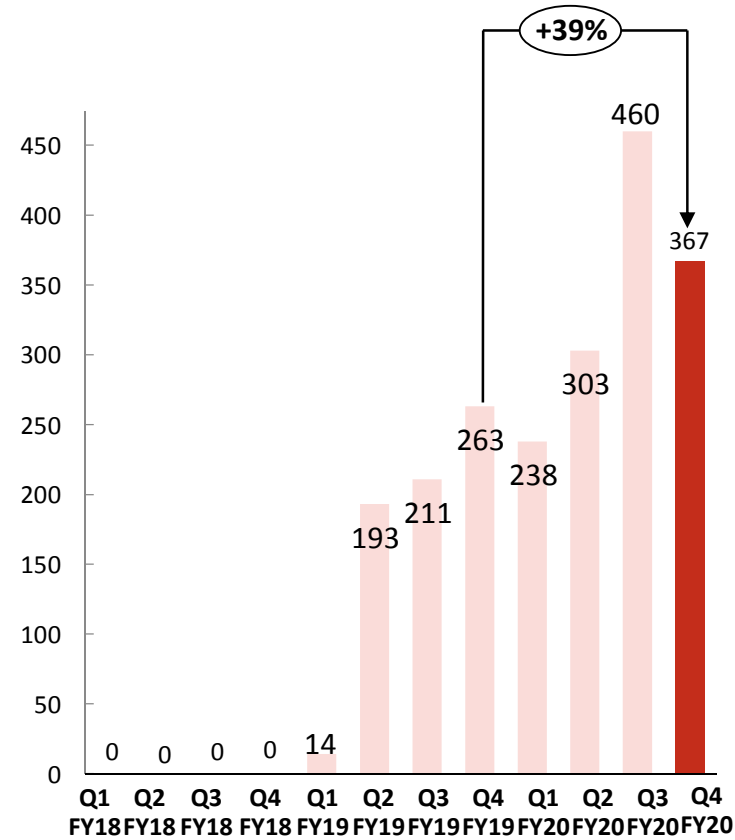


(Nos. of Trains)

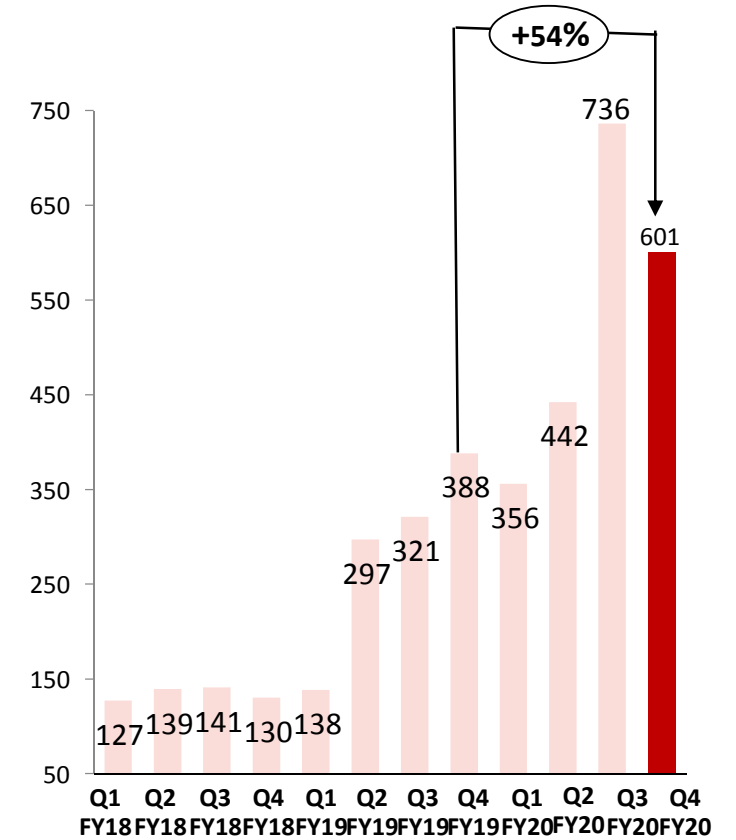
## Mumbai



## Vapi



## Total



# P&L Statement – Q4FY20 & FY20



Particulars ( Rs. Crs )	Q4 FY20	Q4 FY19	Y-o-Y	Q3 FY20	Q-o-Q	FY20	FY19	Y-o-Y
Revenue from Operations	155.8	130.1		144.2		567.0	482.5	
Other Operating Income	-	-		-		-	-	
<b>Revenue from Operations (Net)</b>	<b>155.8</b>	<b>130.1</b>	<b>19.8%</b>	<b>144.2</b>	<b>8.0%</b>	<b>567.0</b>	<b>482.5</b>	<b>17.5%</b>
Operating Expenses	94.1	70.1		69.5		296.8	235.0	
Employee Expenses	7.7	7.0		9.1		35.6	36.6	
Other Expenses	17.3	14.9		18.9		68.4	58.4	
<b>EBITDA</b>	<b>36.7</b>	<b>38.0</b>	<b>-3.4%</b>	<b>46.6</b>	<b>-21.2%</b>	<b>166.3</b>	<b>152.6</b>	<b>9.0%</b>
<b>EBITDA Margin</b>	<b>23.5%</b>	<b>29.0%</b>		<b>32.3%</b>		<b>29.3%</b>	<b>31.6%</b>	
Other Income	0.2	0.3		0.1		0.6	1.2	
Depreciation	10.0	9.8		10.8		42.1	40.0	
<b>EBIT</b>	<b>26.9</b>	<b>28.5</b>	<b>-5.6%</b>	<b>35.9</b>	<b>-25.1%</b>	<b>124.8</b>	<b>113.8</b>	<b>9.7%</b>
<b>EBIT Margin</b>	<b>17.3%</b>	<b>21.9%</b>		<b>24.8%</b>		<b>22.0%</b>	<b>23.6%</b>	
Finance Cost	12.4	12.7		11.1		47.6	45.1	
<b>Profit before Tax</b>	<b>14.5</b>	<b>15.8</b>	<b>-8.2%</b>	<b>24.8</b>	<b>-41.5%</b>	<b>77.2</b>	<b>68.7</b>	<b>12.4%</b>
Tax	5.9	5.6		9.7		32.1	15.9	
<b>Profit after Tax</b>	<b>8.6</b>	<b>10.2</b>	<b>-15.6%</b>	<b>15.1</b>	<b>-43.0%</b>	<b>45.1</b>	<b>52.8</b>	<b>-14.6%</b>
<b>PAT Margin</b>	<b>5.5%</b>	<b>7.8%</b>		<b>10.4%</b>		<b>7.9%</b>	<b>10.9%</b>	



# Balance sheet



Particulars (Rs. In Crores)	Mar-20	Mar-19
<b>ASSETS</b>		
<b>1. Non Current Assets</b>		
Property, Plant and Equipment	2098.91	1906.97
Capital Work-in-Progress	46.04	121.54
Investment Property	49.16	49.16
Intangible Assets	11.45	2.02
<b>Financial Assets</b>		
Others	5.93	6.09
Income Tax Assets (Net)	1.27	2.62
Deferred Tax Assets (Net)	38.14	56.62
Other Non Current Assets	13.32	9.42
<b>Sub Total – Non Current Assets</b>	<b>2264.24</b>	<b>2154.48</b>
<b>2. Current Assets</b>		
Inventories	9.66	9.34
<b>Financial Assets</b>		
Trade Receivables	80.03	69.46
Cash and Cash Equivalents	2.37	6.19
Other Bank Balances other than cash	0.01	4.31
Loans	0.49	0.66
Others	5.77	4.40
Current Tax Assets (Net)	-	0.08
Other Current Assets	64.52	44.34
<b>Sub Total – Current Assets</b>	<b>162.88</b>	<b>138.82</b>
<b>Total Assets</b>	<b>2427.12</b>	<b>2293.30</b>

Particulars (Rs. In Crores)	Mar-20	Mar-19
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Equity Share Capital	150.51	150.51
Other Equity	1648.72	1603.63
<b>Sub Total - Equity</b>	<b>1799.24</b>	<b>1754.15</b>
<b>LIABILITIES</b>		
<b>1. Non Current Liabilities</b>		
<b>Financial Borrowings</b>		
Borrowings	410.41	373.56
Provisions	5.72	6.36
<b>Sub Total – Non Current Liabilities</b>	<b>416.14</b>	<b>379.93</b>
<b>2. Current Liabilities</b>		
<b>Financial Liabilities</b>		
Borrowings	67.01	43.07
<b>Trade Payables</b>		
Total outstanding dues of micro enterprises and small enterprises	2.83	2.60
Total outstanding dues of Creditors other than micro enterprises and small enterprises	30.78	15.95
Other Financial Liabilities	97.61	90.20
Other Current Liabilities	11.06	6.84
Provisions	0.51	0.53
Current Tax Liabilities (Net)	1.91	-
<b>Sub Total – Current Liabilities</b>	<b>211.73</b>	<b>159.22</b>
<b>Total Equity and Liabilities</b>	<b>2427.12</b>	<b>2293.30</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

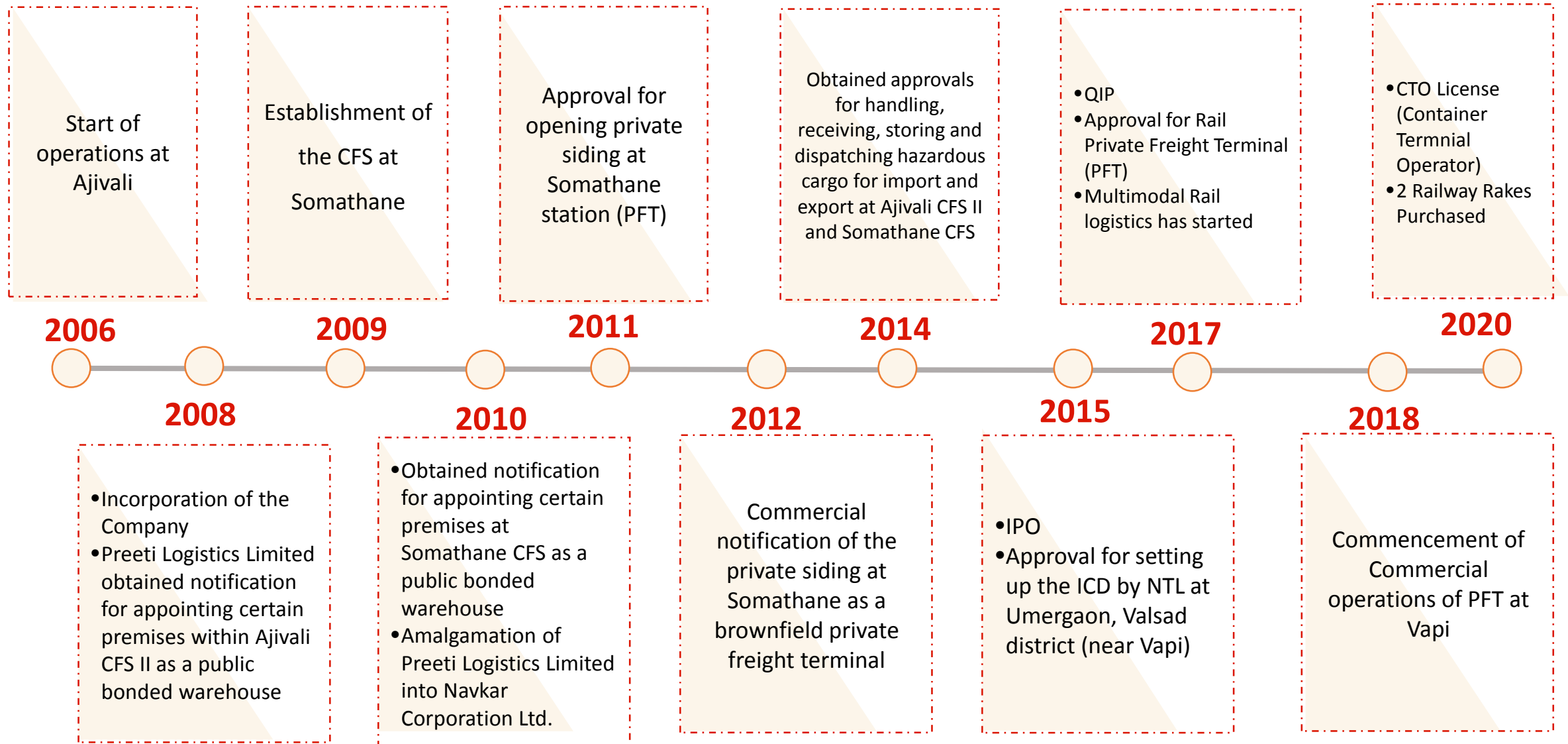
## We are integrated for Exim & Domestic Movement

- 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





Shantilal Jayavantraj Mehta  
*Chairman & Managing Director*



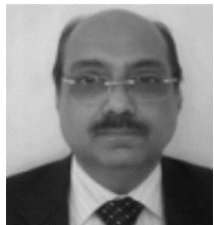
Nemichand Jayavantraj Mehta  
*Whole-time Director*



Captain Dinesh Gautama  
*CEO & Whole-time Director*



Pooja Hemant Goyal  
*Non-Executive Independent  
Director*



Ashok Kumar Thakur  
*Non-Executive Independent  
Director*



Sandeep Kumar Singh  
*Non-Executive Independent  
Director*



Mr. Shantilal J Mehta  
*Chairman*



Mr. Nemichand J Mehta  
*Whole-time Director*



Captain Dinesh Gautama  
*CEO*



Mr. Anish Maheshwari  
*Chief Financial Officer*





Trailers: 940+



Kalmar: 23



Forklift: 59



JCB: 2



Hydra: 4



Tractor: 4



Tanker: 2



Hywa: 3



Fire: 1

**Total Equipment Bank of 940+ Vehicles**



## Consolidation

Earmarked 1,18,000 sq. ft. area for consolidation of LCL containers



## Warehousing

- Requirement for warehousing prior shipment
- Packaging, fumigation, barcoding, packing, labelling are carried out at warehouses



## 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



## 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



## 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



## 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



## Cargo at controlled temperature

- 92 Reefer plug points at the CFSs
- Temperature Controlled chamber at Ajivali CFS II, ~500 m<sup>3</sup> capacity

## **Tumb ICD:**

Capacity: 474,000 TEU's

## **Ajivali I CFS:**

Capacity: 25,000  
TEU's

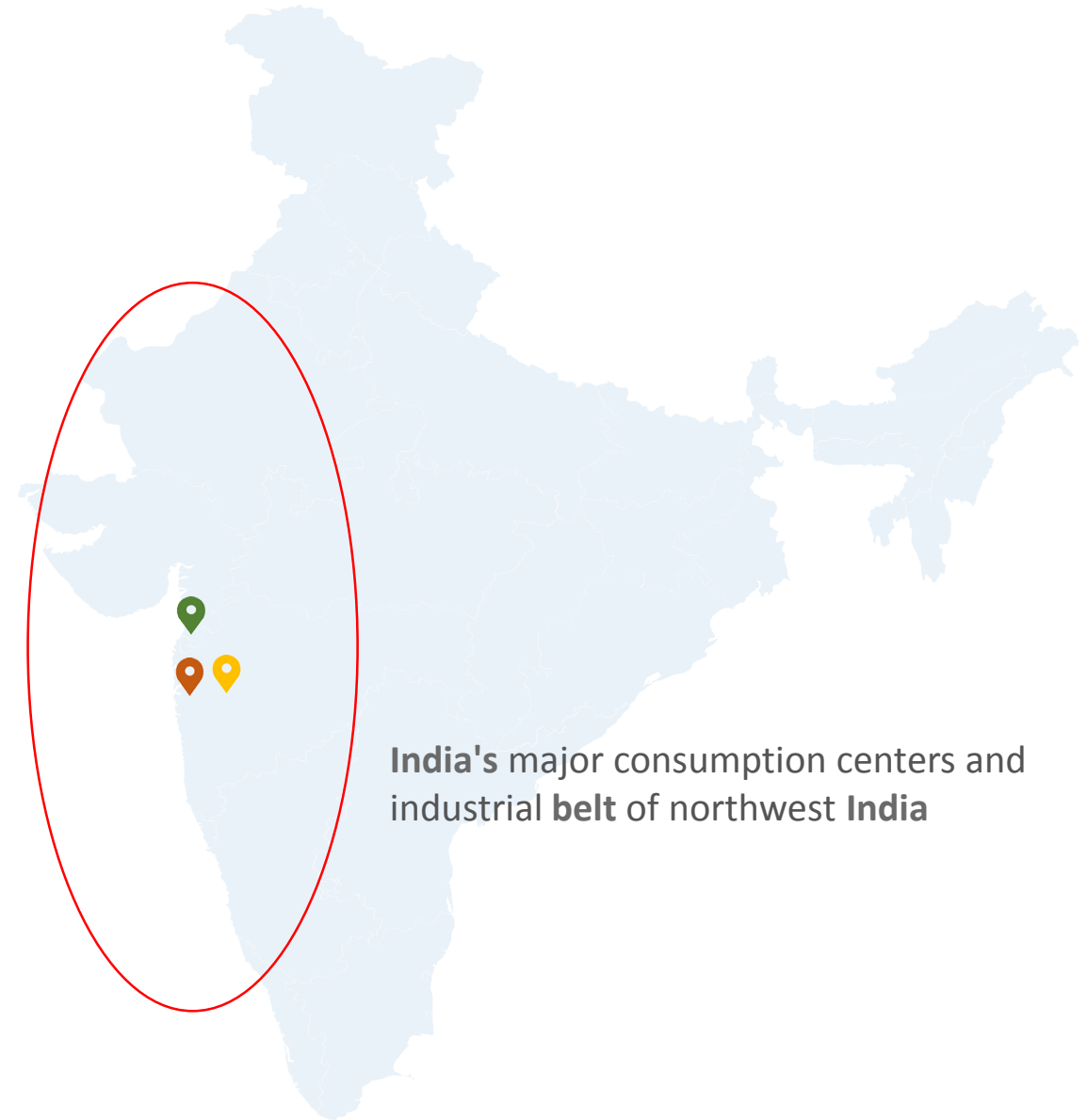
## **Ajivali II CFS:**

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	✓		-		-	

**535,500  
TEUs**  
Total Capacity

# Vapi ICD & Private Freight Terminal



Particulars	Vapi ICD	Private Freight Terminal
Operational Since	Apr 14, 2016	
Land Area	90 acres	<ul style="list-style-type: none"><li>▪ Somathane PFT operational since 2012</li></ul>
Area Custom Notified	575,283.40 sq. ft.	<ul style="list-style-type: none"><li>▪ Vapi PFT operational since 2018</li></ul>
Installed Capacity per annum	474,000 TEUs	<ul style="list-style-type: none"><li>▪ Link between Somathane CFS to Somathane Railway Station and Tumb ICD to Sanjan Railway Station</li></ul>
Bonded Warehouse	5,000 Sq. ft.	
Reefer Points	100	<ul style="list-style-type: none"><li>▪ Provides cargo Transport between JN Port and several inland destinations</li></ul>
Temperature controlled chambers	-	
Hazardous Cargo	✓	<ul style="list-style-type: none"><li>▪ Rail volumes contribution increased to 75% in FY20.</li></ul>
Connectivity	Rail and Road	







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

- ## Solutions to Complex Logistics Needs

- 
- The map shows a horizontal road labeled NH-8 at the top. Below it, a red line represents the border between GUJARAT (to the left) and MUMBAI (to the right). A distance of 1.8 kms is marked between the border and a vertical line. Below the border, a red arrow points down to a box labeled 'NTL ICD TUMB' with the text '300 ACRES OF LAND BANK' below it. A distance of 3 kms is marked between the border and the ICD. To the left of the ICD, a vertical line is labeled 'BHILAD RTO Check Post'. Below the ICD, a curved line leads to a horizontal line with cross-ticks representing a railway track, labeled 'DELHI MUMBAI LINE'. To the right of the ICD, a vertical line is labeled 'Mumbai Gujarat Border'. Below the railway track, the text 'RADIUS OF 30 - 40 Kms' and 'PRIME TARGET MARKET' is written in blue. At the bottom, it says 'HAVING 9 - 10 GICs & MIDCs' and 'NOT TO SCALE' in red.





## Previous Model



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

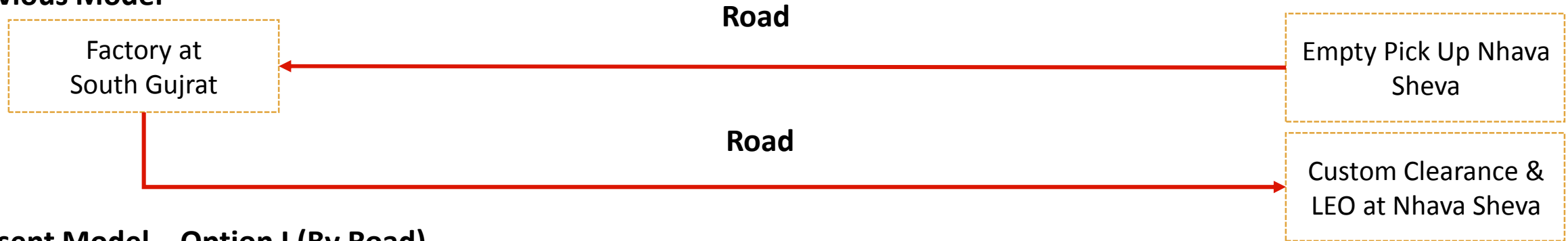


## ICD Present Model – Option II (By Rail)

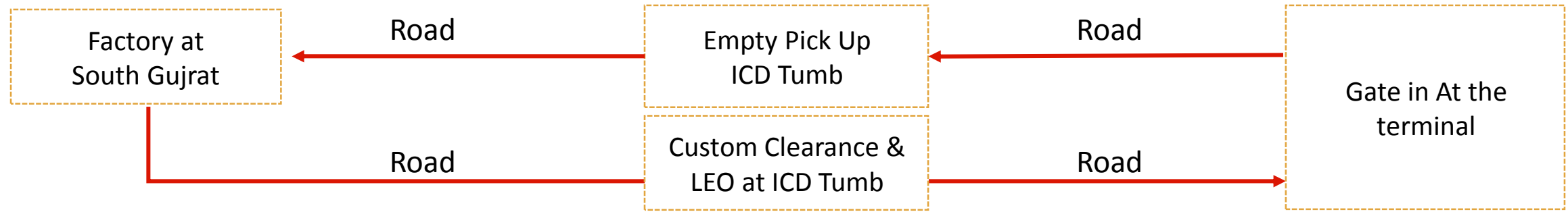




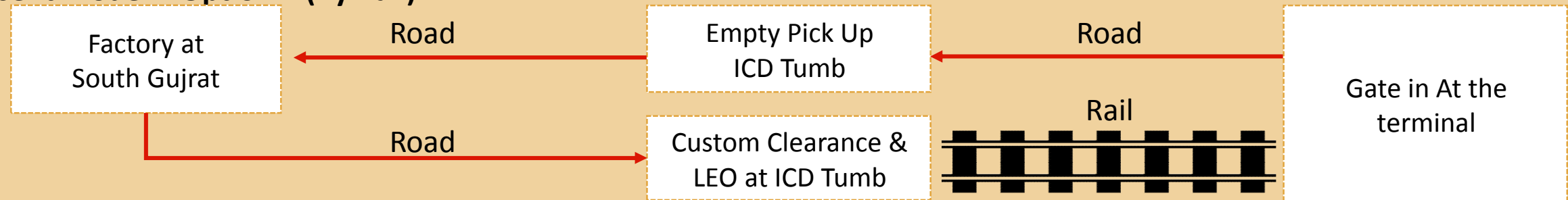
## Previous Model



## Present Model – Option I (By Road)



## Present Model – Option II (By Rail)



# Changing Business Dynamics

## Organised Logistics Sector

- Industry in Consolidation mode

## Introduction of Direct Port Delivery (DPD)

- Significant Impact of the CFS Business
- Volumes Drop

## Operationalization of ICD Tumb - Vapi

- Vapi Operationalized in FY17
- Increased Volume Pickup

## Strengthened Balance sheet

- Fund raise by way of QIP of Rs. 144 Crores to repay debt
- Debt to Equity : 0.2X in FY19
- Cash PAT of Rs. 101 Crs. in FY19
- ROCE to Improve : Operating Leverage to Play Out





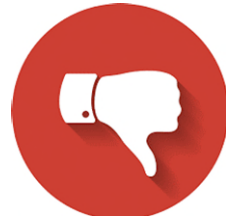


- Delivery of the containers directly from the port terminals
- Containers hauled to factories without taking to the CFS

- 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



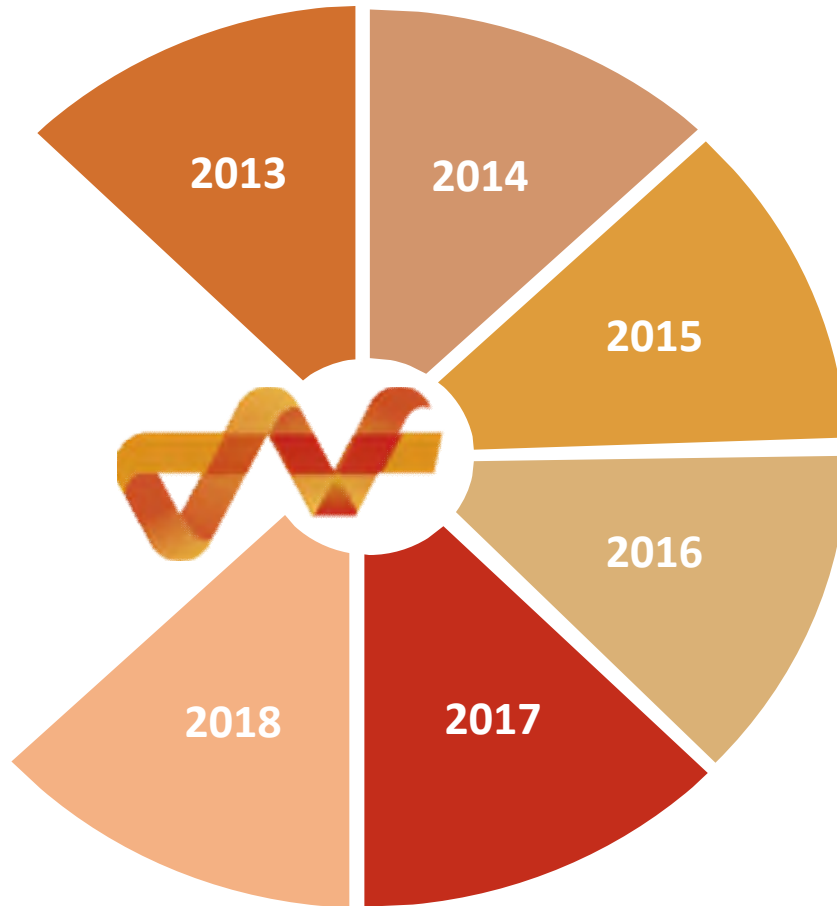
## Impact to Navkar

- 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

## 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)

