

Ref: NCL/CS/2019-20/42

Date: February 13, 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

Thanking you,

For Navkar Corporation Limited


Deepa Gehani
Company Secretary



Encl: As above

Regd. Office: 205-206, 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 ● 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



Navkar Corporation Limited

Investor Presentation – February 2020





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Financial Highlights

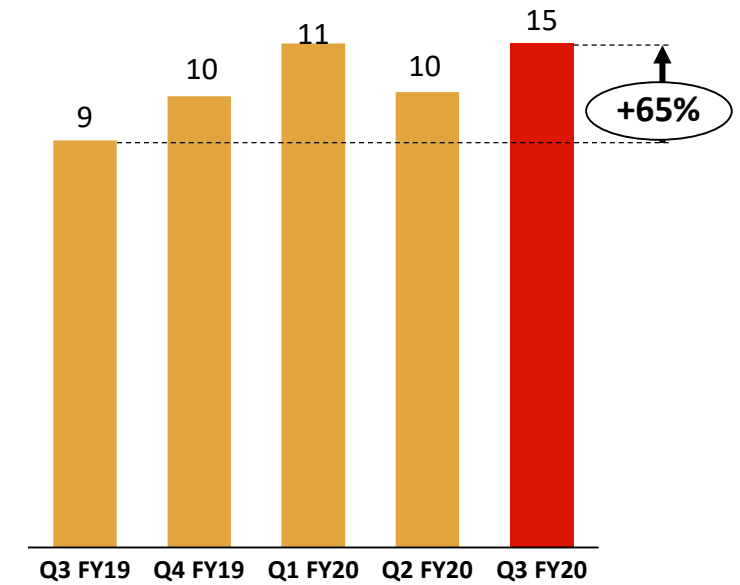
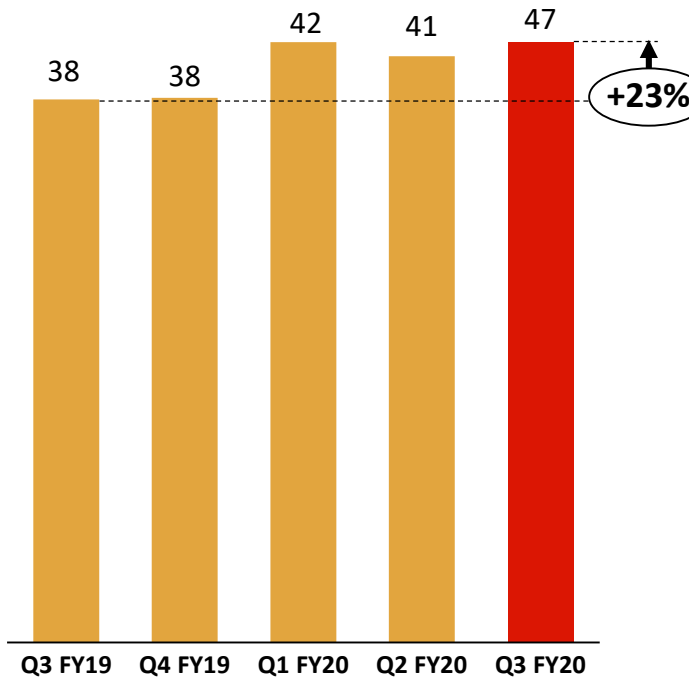
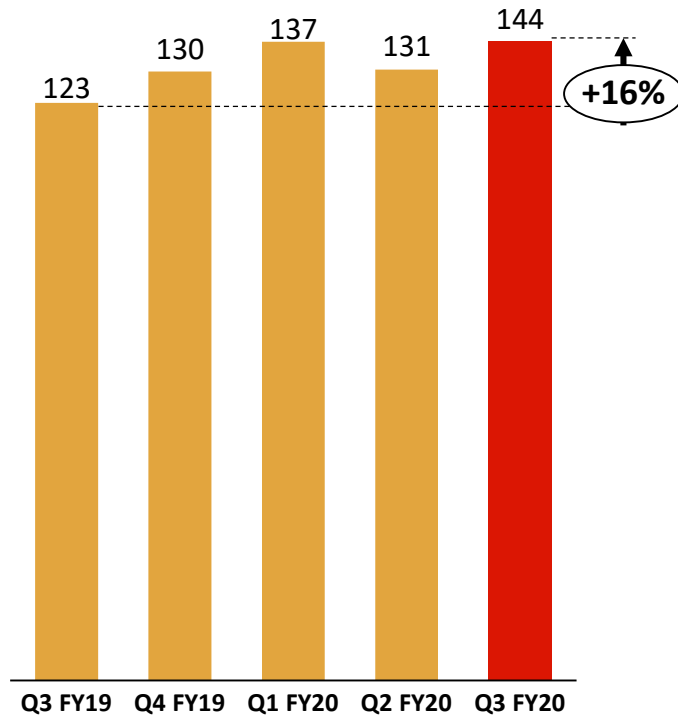


Revenue

EBITDA

PAT

(In Rs. Crs.)

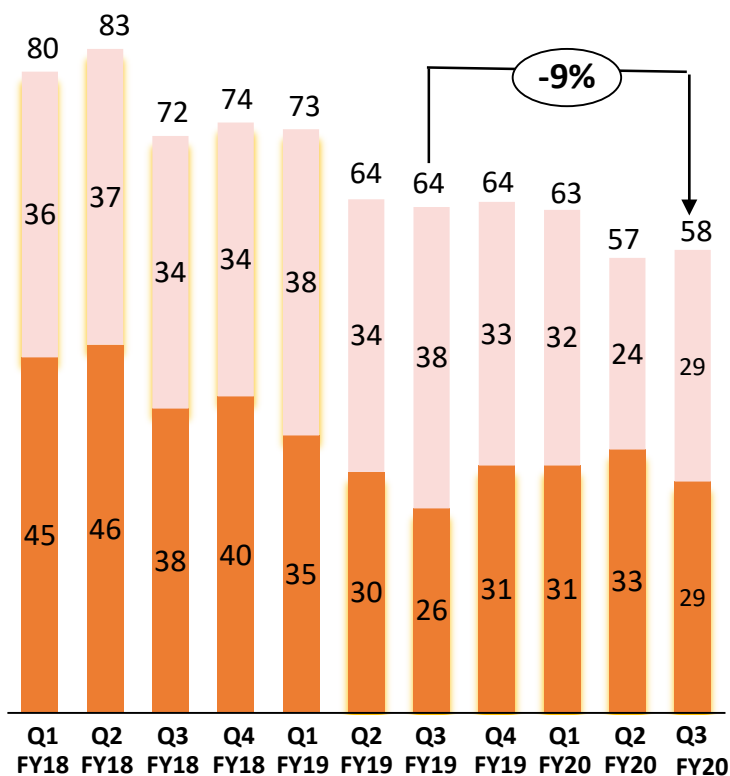


Volumes . STABLE IN CFS + INCREASE in ICD Tumb

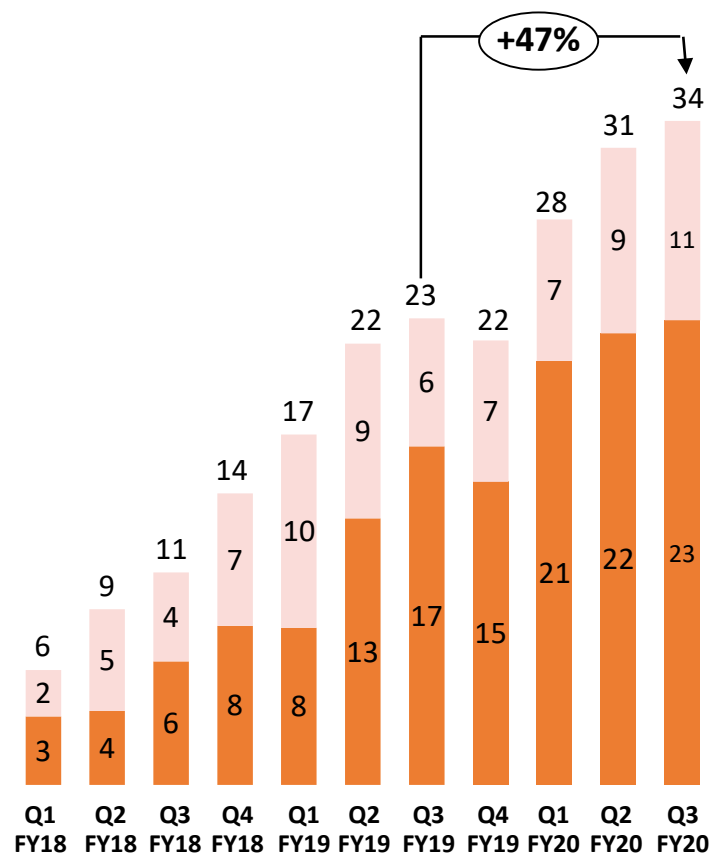


(Nos. of TEUs in '000)

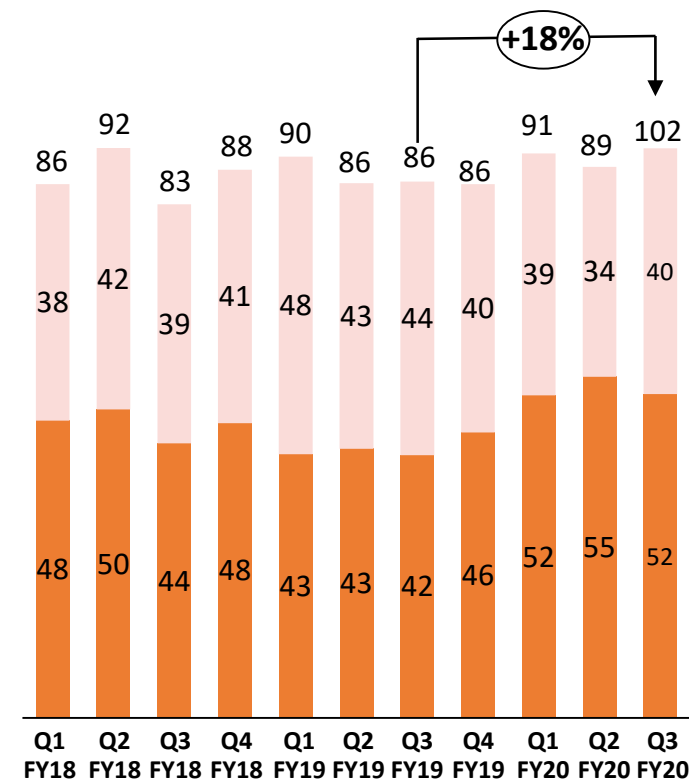
Mumbai



Vapi



Total

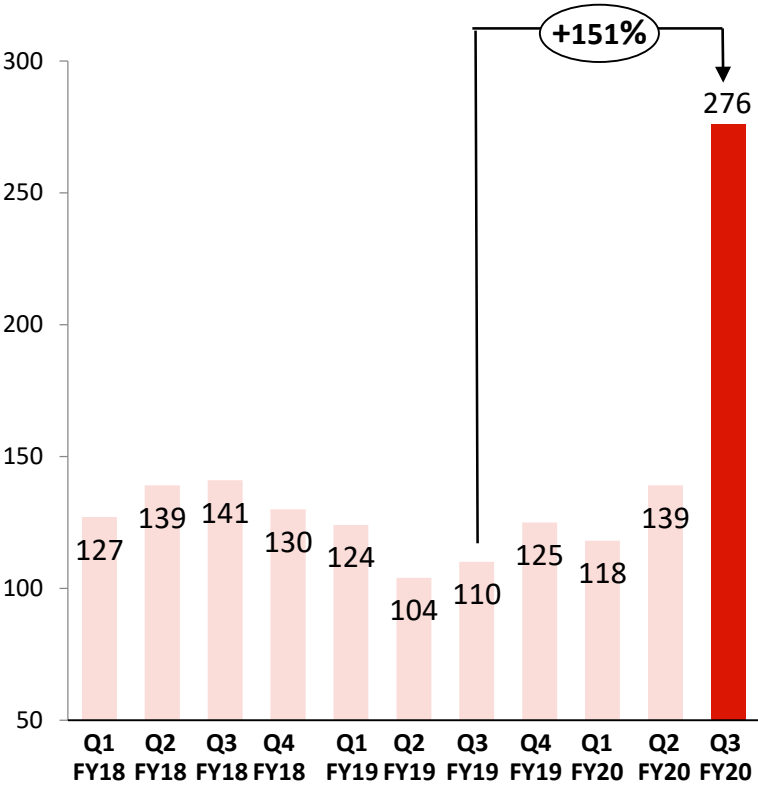


Export Import

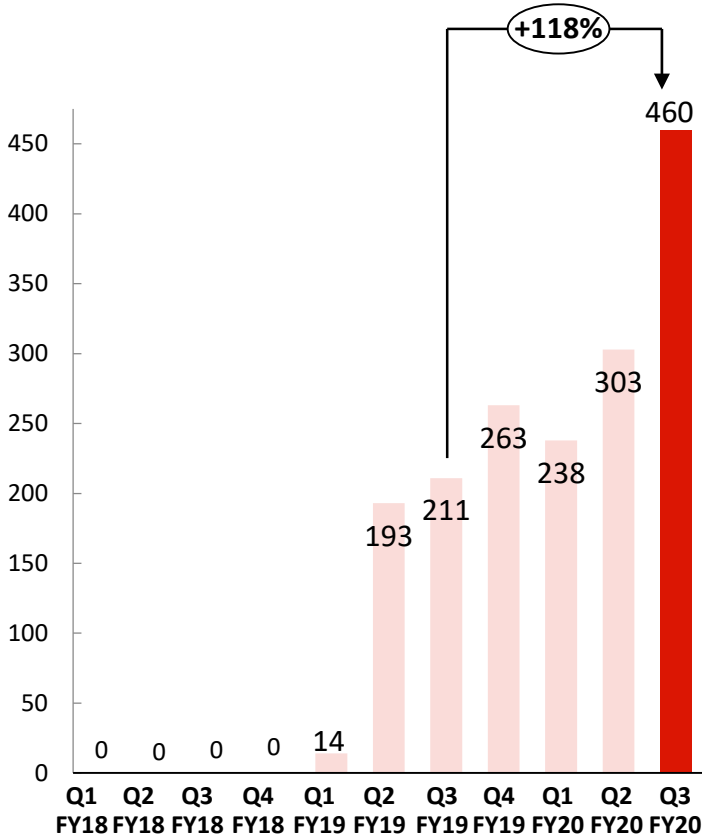


(Nos. of Trains)

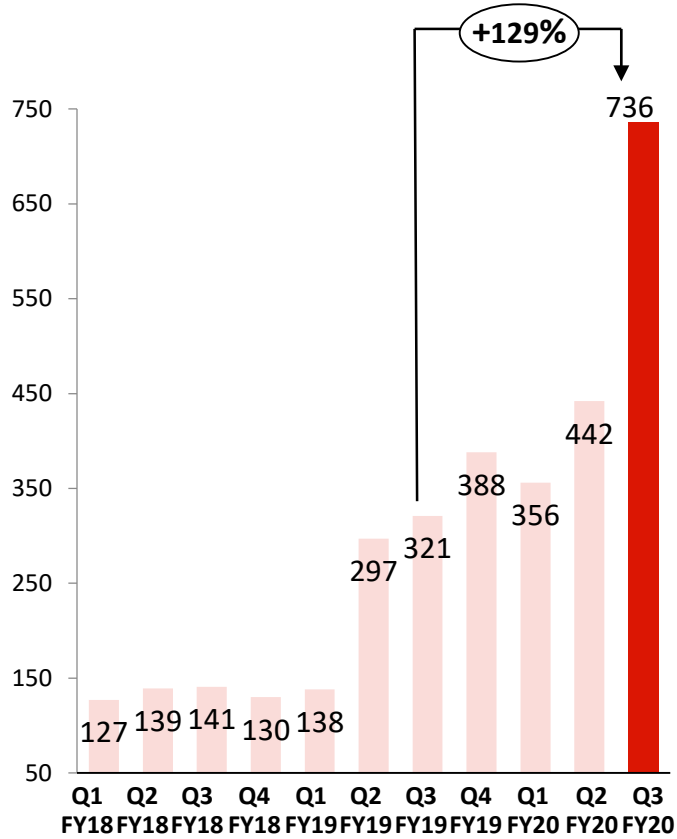
Mumbai



Vapi



Total



P&L Statement – Q3FY20



Particulars (Rs. Crs)	Q3 FY20	Q3 FY19	Y-o-Y	Q2 FY20	Q-o-Q
Revenue from Operations	144.2	123.3		130.5	
Other Operating Income		-		-	
Revenue from Operations (Net)	144.2	123.3	16%	130.5	10%
Operating Expenses	69.5	61.7		62.9	
Employee Expenses	9.1	10.0		9.6	
Other Expenses	18.9	13.7		17.0	
EBITDA	46.6	37.9	22%	41.0	13%
EBITDA Margin	32.3%	30.7%		31.4%	
Other Income	0.1	0.1		0.1	
Depreciation	10.8	10.2		10.7	
EBIT	35.9	27.8	29%	30.4	18%
EBIT Margin	24.8%	22.5%		23.2%	
Finance Cost	11.1	12.1		12.0	
Profit before Tax	24.8	15.7	57%	18.4	34%
Tax	9.7	6.4		8.0	
Profit after Tax	15.1	9.3	62%	10.4	45%
PAT Margin	10.4%	7.5%		7.9%	



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

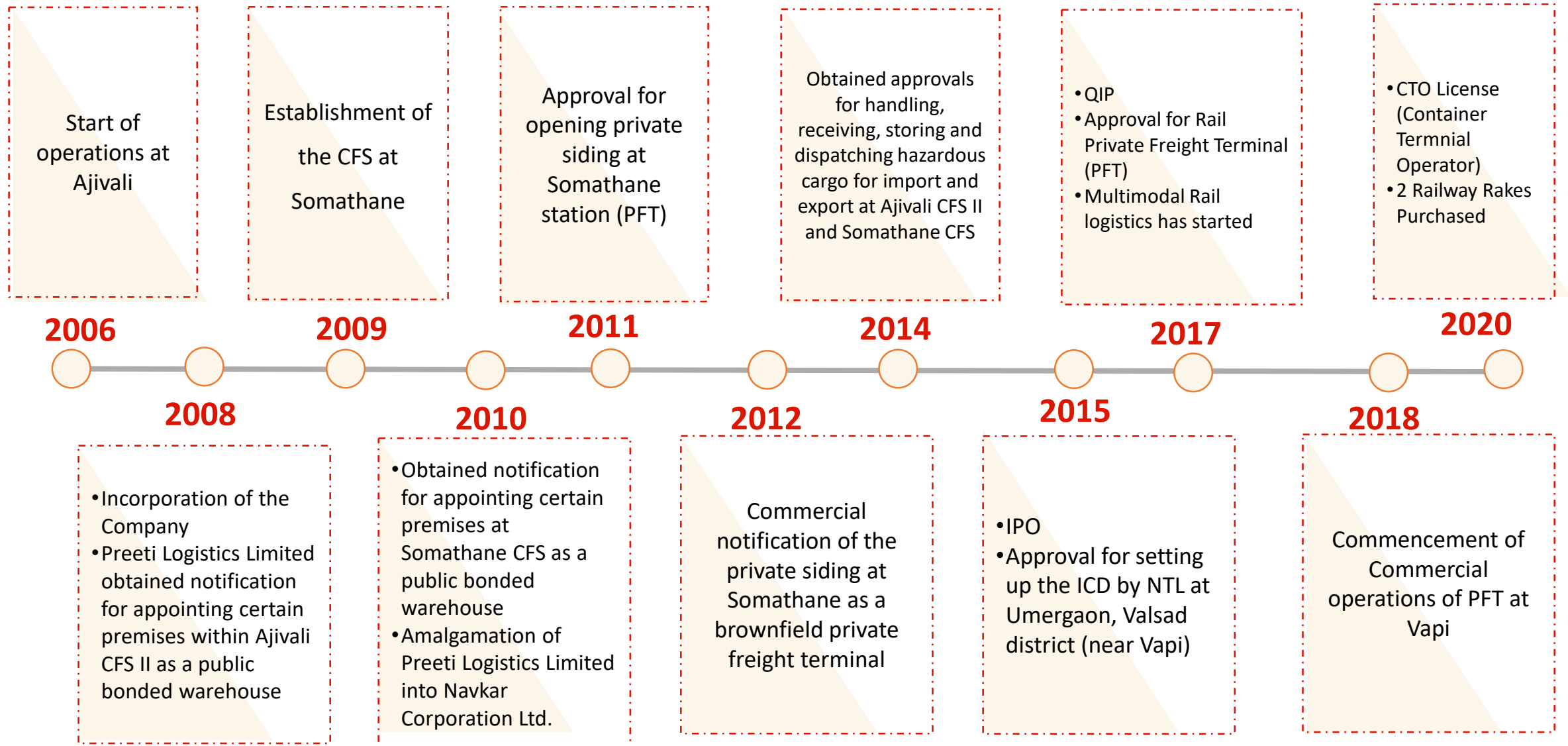
We are integrated for Exim & Domestic Movement

- 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



Experienced Board Of Directors



Shantilal Jayavantraj Mehta
Chairman & Managing Director



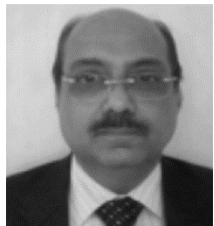
Nemichand Jayavantraj Mehta
Whole-time Director



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*

Management Team



Mr. Shantilal J Mehta
Chairman



Mr. Nemichand J Mehta
Whole-time Director



Captain Dinesh Gautama
CEO



Mr. Anish Maheshwari
Chief Financial Officer

Equipment Bank



Trailers: 940+



Kalmar: 23



Forklift: 59



JCB: 2



Hydra: 4



Tractor: 4



Tanker: 2



Hywa: 3



Fire: 1

Total Equipment Bank of 850+ Vehicles

Single Interface for our Clients



Consolidation

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



Warehousing

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



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



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



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



Cargo at controlled temperature

- 92 Reefer plug points at the CFSs
- Temperature Controlled chamber at Ajivali CFS II, ~500 m³ capacity

Facilities Strategically Located



Tumb ICD:

Capacity: 474,000 TEU's

Ajivali I CFS:

Capacity: 25,000
TEU's

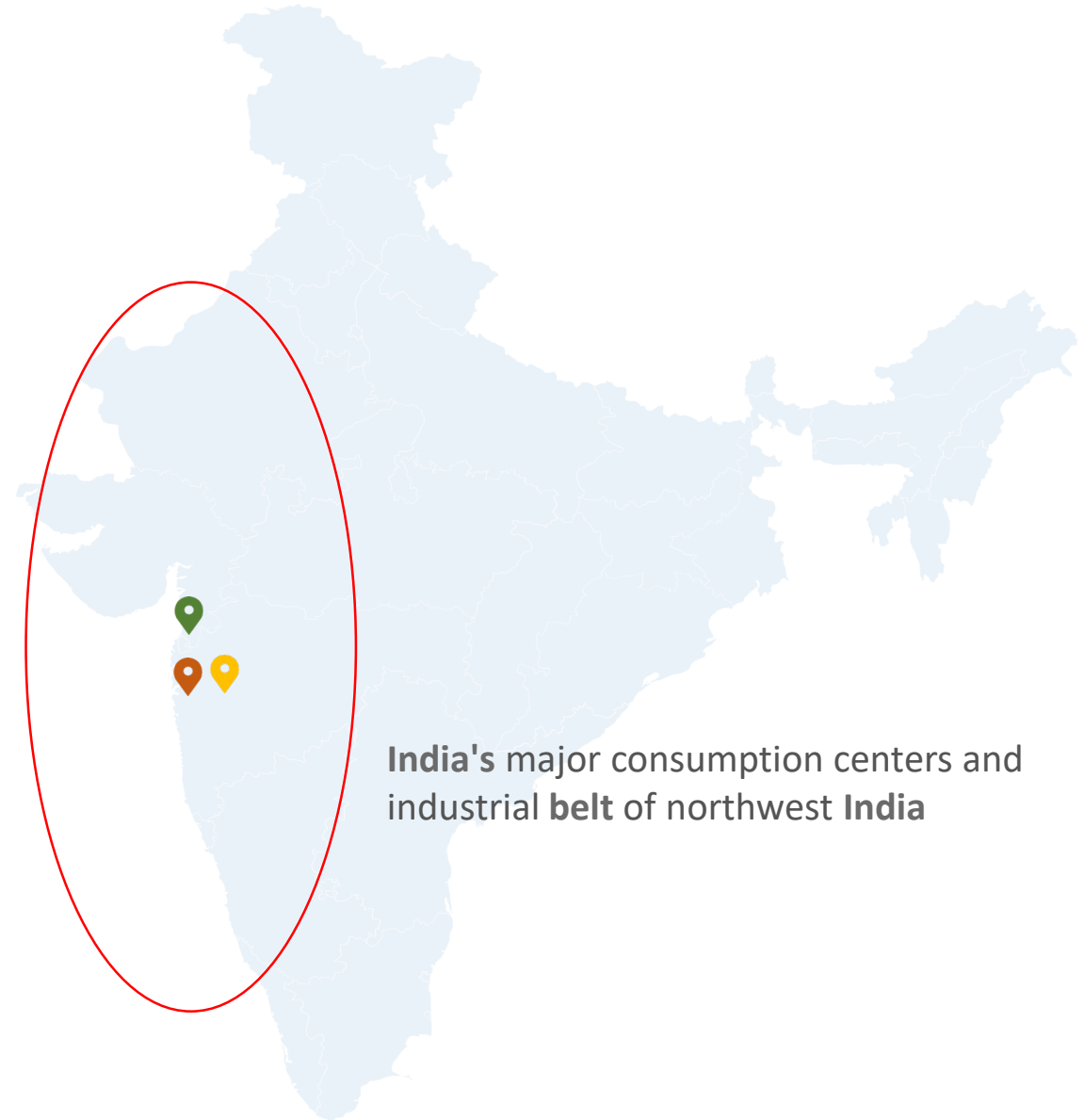
Ajivali II CFS:

Capacity: 65,000
TEU's

Somathane CFS:

Capacity: 445,500
TEU's

✓ Centre of India along with Rail PFT's



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 ³	
Hazardous Cargo	✓		-		✓	
Connectivity	Rail and Road		Road		Road	
Private Freight Terminal	✓		-		-	

535,500 TEUs
 Total Capacity

Vapi ICD & Private Freight Terminal



Particulars
Operational Since
Land Area
Area Custom Notified
Installed Capacity per annum
Bonded Warehouse
Reefer Points
Temperature controlled chambers
Hazardous Cargo
Connectivity

Vapi ICD
Apr 14, 2016
90 acres
575,283.40 sq. ft.
474,000 TEUs
5,000 Sq. ft.
100
-
✓
Rail and Road



Private Freight Terminal
▪ Somathane PFT operational since 2012 ▪ Vapi PFT operational since 2018 ▪ Link between Somathane CFS to Somathane Railway Station and Tumb ICD to Sanjan Railway Station ▪ Provides cargo Transport between JN Port and several inland destinations ▪ Rail volumes contribution increased to 75% in FY20.

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

Nhava Port or Hazira Port? – Choice is yours

08

Flexibility and Ability – For your benefit

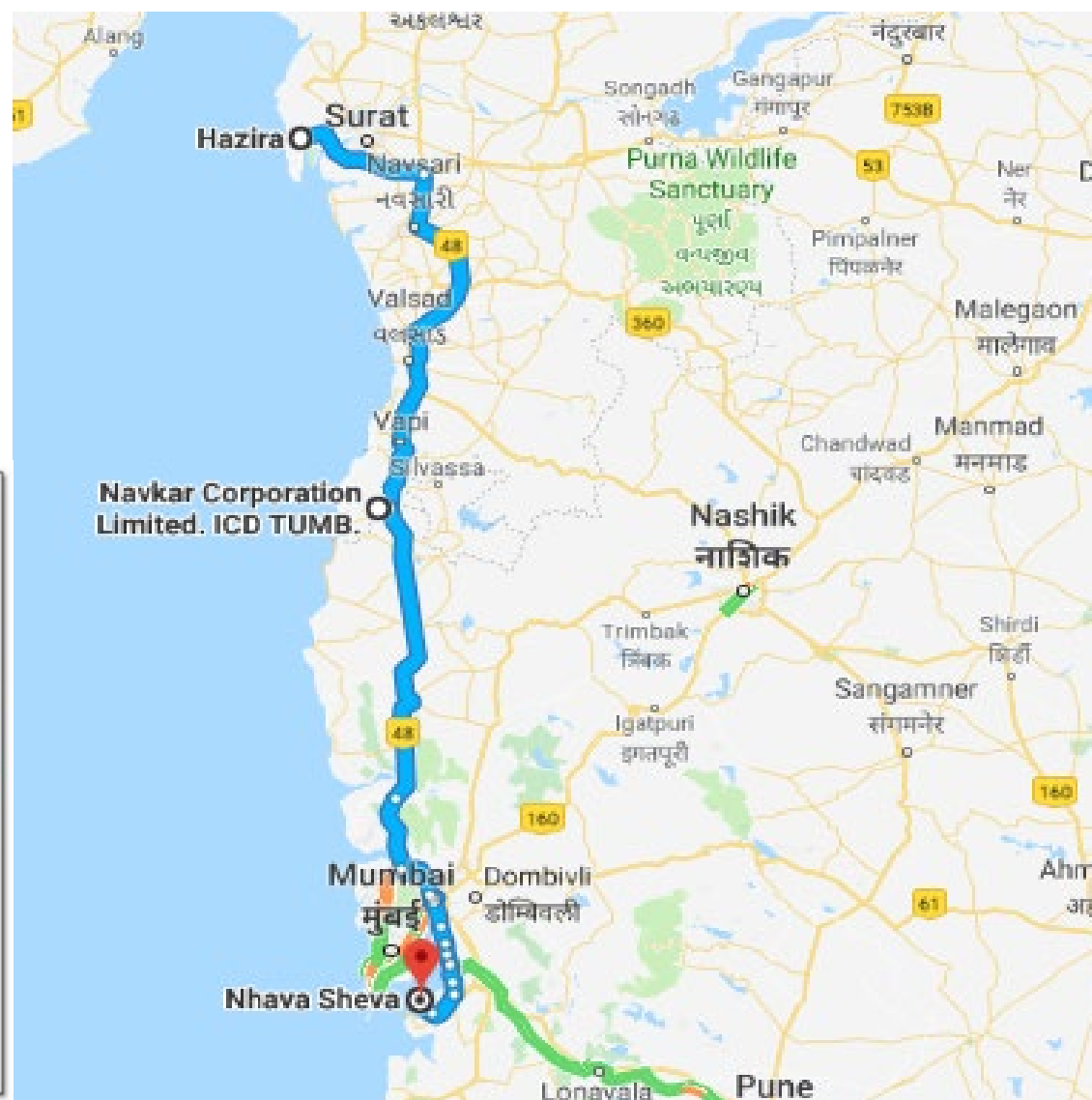
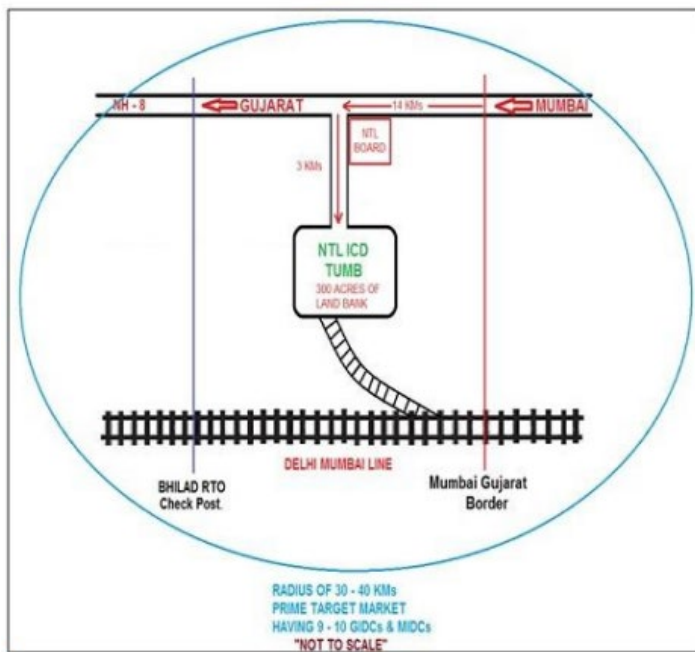
Strategic Location-Access to Hinterlands of Western Belt



- ✓ Strategically positioned 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)



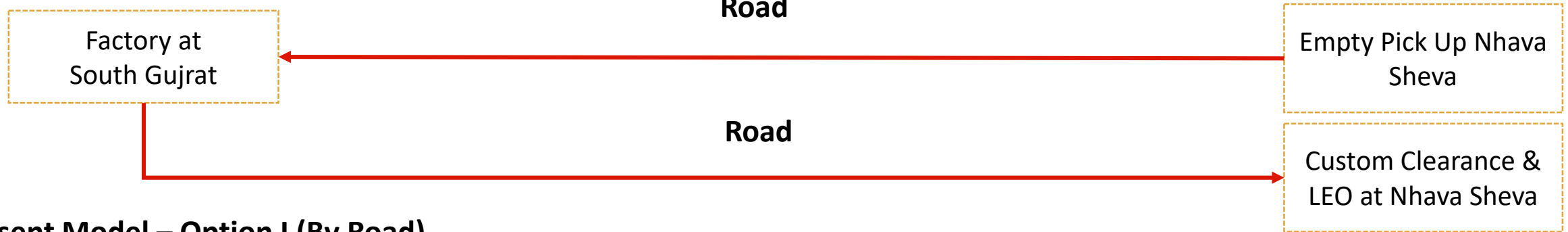
ICD Present Model – Option II (By Rail)



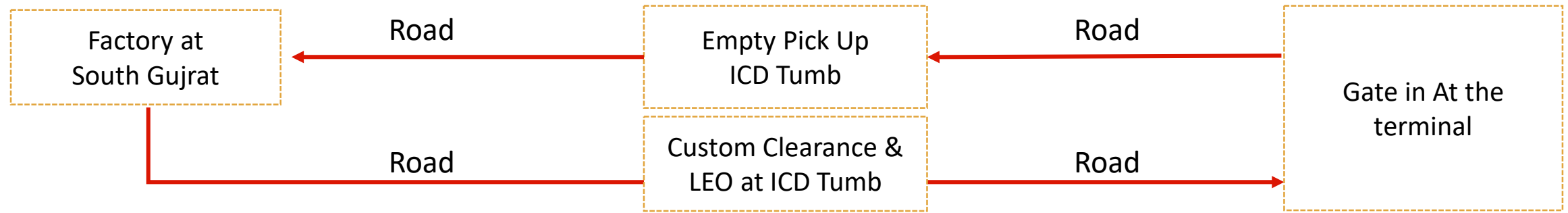
Logistics Solution - Exporters



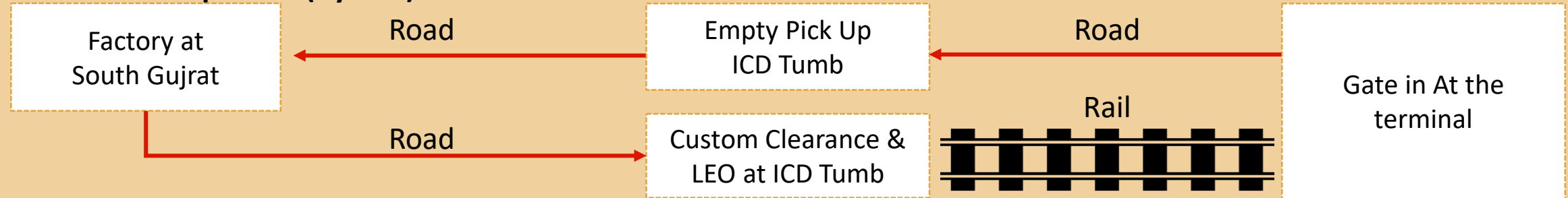
Previous Model



Present Model – Option I (By Road)



Present Model – Option II (By Rail)



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



Introduction of Direct Port Delivery .

Battle for Boxes

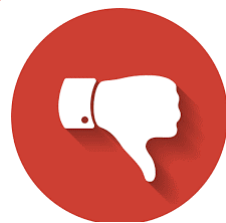


- Delivery of the containers directly from the port terminals
- Containers hauled to factories without taking to the CFS

- 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

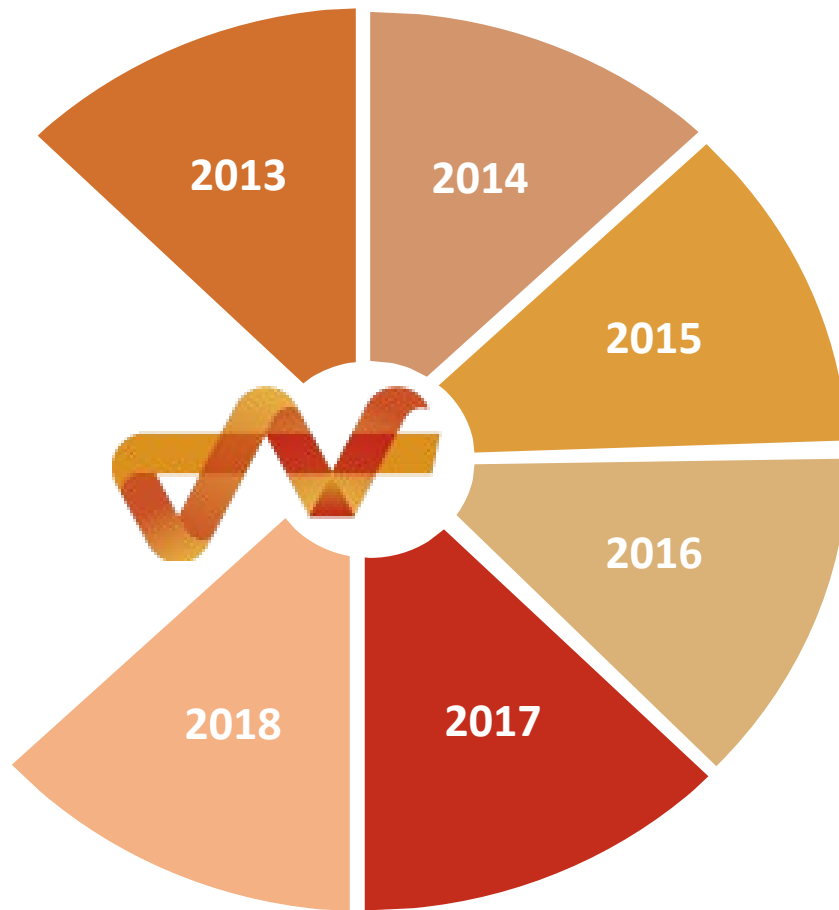
- Non-cleared & damaged containers are by default moved to a JNPT-owned CFS
 - ✓ Since April 2018, customs have allowed all CFS to handle these damaged containers which account for **10-20%** of all DPD containers

- ~**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

Awards & Achievements



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

Key Takeaways



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

www.navkarcfs.com

