

NORTH EASTERN CARRYING CORPORATION LIMITED





SAFE HARBOR

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. North Eastern Carrying Corporation India Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

VISION

To provide seamless transit of materials across national and international borders using multi-model solutions for speedier movement at lowest cost.

MISSION

We aim to be a leading & preferred distribution solution provider organization, providing tailor made solution PAN India under one banner.

MISSION

VISION

STRATEGY

CORE VALUE

Extensive Industry Experience of 53yrs	Domestic Presence: 29 states & Neighboring countries: Nepal, Bhutan and Bangladesh (Up to Borders)	No of Employees 1000+	Establishments in India: 250	Customer Service: 24/7
Aligned with automated ERP based software	Registered member in logistics Domain : PHD Chamber of Commerce & Industry and All India Transporter's Welfare Association	No Of Satisfied Customers : Approximately 2 Lakhs	Owns fleets of 150 Multi-Axle Container trucks	Trucks Equipped With GPS Tracking
Preferred Logistics player for PTL: East & North East India (Seven sister states)	Owned and leased Warehouse spaces: 1.5 Mn sq ft; spread across 250 major Indian cities	Preferred Logistics player for Bulk Movements: 4 Star Rating		No. of Vendors associated in the past 5 decades: 5000 +



4 COUNTRIES

(INDIA | NEPAL | BHUTAN | BANGLADESH)

28 STATES | 250 OFFICES



JOURNEY SO FAR

1968 - 1984

Incorporated in Delhi by
Late Shri. Jaswant Rai Jain

Primary business was part load services between Delhi and the difficult terrain of East and North-east of India.

On 5th December 1984, a private limited company was incorporated in the name of Prakarima Leasing Private Limited.

1999 - 2012

Changed the name of the company to North Eastern Carrying Corporation Limited on 6th October, 1999.

The Company had got listed with Bombay Stock Exchange in the year 2012. NECC had given the bonus shares in the ratio of 3:1.

2016 - 2021

The Company got listed with the National Stock Exchange in the year 2016

NECC family comprises of approximately 1000+ employees and associated vendors offering their services throughout India, Nepal, Bhutan & Bangladesh (Up to Border).

Over last decades, the Company has transformed from a mere PTL player to a full-fledged logistics company, while gaining not just customers but also the reputation of being one of the most reliable transportation company and offering turnkey solutions for all logistics needs.

Currently NECC offer's services like part truck load (PTL), full truck load (FTL), bulk movements, ODC movements, warehousing & 3PL.





Mr. Sunil Kumar Jain

Chairman & Managing Director

Mr. Jain a commerce graduate from Delhi University, joined his family business at the age of 18 in 1980. He is a proven leader with over 41 years of experience in transport, logistics, real estate as well as information technology industries. Mr. Jain has accelerated robust growth to NECC by implementing new technologies like the computerization of head office, all regional offices and major branches in 2003. He also initiated the equipment of GPS system in all NECC owned vehicles. He enhances the effectiveness of group meetings by sharing his expertise and applied on the various Projects relating to transport and logistics.

Mr. Jain has been awarded for his notable contribution to the Transport Sector by AITWA and for good business performance by "Inc. India 500" for his winning performance and stellar contribution to the Indian economy in terms of efficient entrepreneurship and growth.

NECC have been pioneering the logistics industry in india for 53 years and delivering the value services with customer centric approach



Mr. Utkarsh Jain
Co-Promoter & Whole Time Director

Mr. Utkarsh Jain, holds a degree in BSC (Hons.) in Management Studies from University of Nottingham, United Kingdom & Masters from ISB Hyderabad. He has joined the Management of the Company to shake hands with his father in the legacy of the family business Mr. Jain leads the 3PL logistics and Warehousing division of NECC with his innovative and skilful mindset. He is giving new shape to the business with his innovative and fresh ideas to enhance the project business. He is involved in getting major assignments for the Company. Being the youngest director on the board, Mr. Utkarsh Jain spearheads NECC towards growth with his resolute dedication and hard work.



Mrs. Vanya Jain
Co-Promoter

She is a co-promoter of the Company. She actively participates in the Corporate Social Responsibility activities. She stands at the advisory level and has applied her expertise in the business of the Company



Mr. Shyam Lal Yadav
Chief Financial Officer

He has done his Graduation in Bachelor degree in Economics from DU and Master in Economics from Rajasthan University. He has been with the group since 1986 and successfully completed 35 years with the Organization. He is managing Accounts, Finance, Operations, Marketing and Administration. He has a vast knowledge of managing financial operations and Banking obligations.

NECC have been pioneering the logistics industry in india for 53 years and delivering the value services with customer centric approach



Mr. Ravi Gupta
Senior General Manager

He has done his Graduation in Bachelors of Art Degree from DU. He has been with the group since 2002 contributed 19 years in the Organization. He has vast knowledge of Marketing & Operations. He is dealing in Project business also.



Mr. Vinod Nair
Deputy General Manager

He has done his Graduation in Bachelor degree in Economics from DU and also completed his M.B.A and L.L.B. He has been with the group since 1995 and successfully completed 26 years with the Organization. He is managing the HR and legal obligations of the Company. He has a wide knowledge of managing the core area of HR issues.



Mrs. Mamta Bisht
Company Secretary and Compliance Officer

She has done her graduation in Commerce from DU. She is a Company Secretary and also completed her LLB from CCS University and also pursuing M.COM from IGNOU. She has successfully completed 5 years in the Organization and over all 9 years in handling Company Secretarial Compliances, handling investors and shareholders queries and liaising with Bankers, Government Authorities etc.

NECC TRANSPORT RELATED SERVICES

PTL / PARCEL LOAD MOVEMENT – CORE BUSINESS



Part truck load transportation is the ideal and most cost-effective transportation option for smaller loads that do not require to use all the space available on a full truck.



GPS tracked vehicles operating in difficult terrains of North East India (Seven Sister States), Nepal, Bhutan & Bangladesh (Upto Border).



Based on Hub and Spoke Distribution Model.

FULL TRUCK LOAD SERVICES



FTL or Full Truckload is the ground transportation service in which a full truck is dedicated for a single load.



NECC facilitates movements of FTL consignments from one place to another throughout India

OVER DIMENSIONAL CONSIGNMENT (ODC) & BULK MOVEMENTS



NECC has highly skilled manpower having requisite mining-mate certificates and high-capacity loaders enabling fast movement.



NECC provides services related to bulk movements of iron ore and various types of chrome ore.



Providing end to end logistics solution from the mapped mines to the customer's manufacturing units.

MARQUEE CLIENTS



Bajaj Auto



Minda Industries



LG Balakrishnan & Bros Limited



Havells



Godrej



Cavin Kare



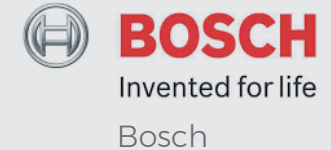
Db Schenker



Heart Research Institute



Sundram Fasteners Ltd.



Bosch



Tata Steel



Jindal Stainless



OMC



Finolex



Dura-line



PepsiCo India



Hindustan times Media



Unilever India Ltd



Reliance Jiomart





NECC's WAREHOUSES HAVE SPREAD ACROSS 250 MAJOR CITIES IN INDIA WITH AN AREA OF 1.5 MN SQ. FT.

NECC'S WAREHOUSING SERVICE SPECTRUM IS EMPOWERED WITH

- Definite Workload Arrangement and Scheduling
- Customised Resource Allocation
- Exact Space Allotment In Receiving & Storage Of Goods
- Efficient Collection and Dispatch of Consignments With Proper
- Inventory - Management and Stacking Methods
- Complete safety of the goods

Particulars (In MN)	FY17	FY18	FY19	FY20	FY21
PayableDays	1	3	4	7	7
Receivable Days	84	93	117	112	165
Working Capital Days	83	90	113	105	158

NECC'S STRATEGY TO REDUCE THE WORKING CAPITAL CYCLE:

1. Designing strict policies for collection of payments from debtors on time.
2. Quick collections of receivables by offering discounts on upfront payments/ payments before due date.
3. Collecting Advance/ Margin Money & part payments in from instalments from customers.
4. Implementing regular accounts receivables reconciliation.
5. Optimising payment terms by negotiating with creditors for longer payment period.
6. Maximum payment through electronic collection methods like NEFT, IMPS, RTGS transfer from existing cheque to ensure prompt realization of payments
7. In cases of regular default/ disputes, Appoint a payment collection agency for smooth collection of payments from remote areas of Northeast.

COMPANY STRENGTHS

- Unique Regional network covering East and North East of India
- Start to end logistic solutions in Bulk & ODC movement
- NECC, a renowned brand in PTL services, is being Positioned as No.1 Logistics player in the North-eastern belt of India
- Pioneered the PTL services in the Eastern as well as Northern part of India
- Strong and effective marketing Team for generating PTL business
- 1.5 – 1.8 Mn sq. ft. warehouse space spread across the country
- Owns a fleet of 150+ multi axle container trucks; all equipped with GPS tracking and well suited to the North & North East terrain.
- Established Track record of providing flexible, responsive, and timely delivery services to clients
- Long term Bulk movement contracts with leading companies like Tata steel, jindal stainless.
- Competing domestic & International logistics players by holding a strong brand goodwill in the market
- Highly customised vehicles based on customer's requirement
- Creating footprint into 3PL and warehouse segment
- One of the few organised companies to comply with the Bulk Movements and ODC requirements
- A strong network of vendors, since decades strengthening NECC's outsourcing model





NECC as a company is committed to this line of business and is working extensively to improve its infrastructure by continuously investing in advanced material handling equipment's & the training of manpower for better safety standards and enhanced working capabilities through dedicated training programs in order to get more business in this division going ahead.

The company is in the process of opening new offices & branches in remote parts of India that would help in our next phase of growth. The management is also cautious about its investments in these new locations and it takes the franchise route wherever necessary to mitigate the risks and grows on a more sustainable basis.

The key focus of NECC is to improve the overall profitability and increase the bottom line & profit percentage so as to create value for its shareholders.

NECC plans to develop and strengthen its manpower base which is a key factor for the company's long-term growth.

The Board has approved the proposal for issuance of equity shares of face value of Rs.10.00/- for an amount of Rs. 49,50,00,000/- (Indian Rupees Forty-Nine Crore Fifty Lakhs Only) through a Rights Issue



Parivahan Shresth Award for Mr. Sunil Kumar Jain

In a function organized by AITWA, Mr. Sunil Kumar Jain (Chairman & Managing Director- NECC Ltd.) was presented the prestigious award for notable contribution to the Transport Sector. The Hon'ble Vice President of India Sh. Bhairon Singh Sekhawat presented the award to Mr. Sunil Kumar Jain.



Good Business Performance Award by "Inc. India 500":-

Mr. Sunil Kumar Jain - Chairman & Managing Director NECC Ltd has been awarded for good business performance in the current years by "Inc. India 500". This award is for his winning performance and stellar contribution to the Indian economy in terms of efficient entrepreneurship and growth.

India's Prime Minister

is giving highest priority to the northeast region of the country and claims that road infrastructure will contribute to the development of Manipur and make it socially and economically strong.

Union Minister for Road Transport & Highways

Mr. Nitin Gadkari

inaugurated and has laid foundation stone for 16 National Highway Projects in Manipur with an investment of Rs. 4,148 crore covering total length of 298 kms. The projects will provide all weather connectivity to Manipur with the rest of the country and the Neighbouring countries.

To facilitate better connectivity and simplify movement of passengers and goods between Bangladesh and India, both leaders agreed to an early operationalization of the BBIN Motor Vehicles Agreement through expeditious signing of the Enabling MoU for Bangladesh, India and Nepal to commence the movement of goods and passengers, with provision for Bhutan to join at a later date.

Source: <https://www.ibef.org> lorem ipsum

The logistics sector is expected to grow further from 2022 onwards on the back of rising demand from consumers across India. The domestic road logistics sector is projected to grow by 6-9% in FY22, according to ICRA ratings. The growth demand for logistics is contributing to increased traffic on road and thus, demands improved road connectivity for seamless operations of the transport, shipping and logistics sectors.

The 1,380-kms Delhi-Mumbai Express Highway is expected to be the world's largest expressway in India. In September 2021, the government announced plans to build electric highway between Delhi and Jaipur to accelerate the development of expressways. In line with this, the union minister for Road Transport and Highways, Mr. Nitin Gadkari, stated that trucks and buses can leverage this e-highway at a speed of 120 kmph. The e-highway is also expected to reduce logistics cost by 70%. The project is expected to be completed by March 2022 and be operational by 2023.

The overall road logistics contributes the highest share in the overall logistics market and represents ~ 8% of the overall GDP of India.

Expanding Area Of Warehouses Or Growth In India

A report by leading property consultant Knight Frank estimated that warehousing space in India is expected to double over the next five years. This will be facilitated by a boom in the e-commerce segment in the country. The report has stated that from 31.7 million sq. feet in 2021, annual warehousing transactions in the country would increase to 76.2 million sq. feet in early 2026. Predictions from the report further point to the fact that 165 per cent additional space in warehouses will be occupied by the e-commerce sector over the next five years.

Source : <https://www.businesstoday.in>

Dedicated Freight Corridor Status

There have already been multiple construction delays, forcing authorities to shift the completion date of the project multiple times since 2016. Cost escalation has also played its part in this delay. The total cost of construction of the two corridors is billed at Rs 95,238 crores, with funding from multilateral agencies through the public-private partnership model.

According to a progress report submitted by DFCCIL to the Prime Minister's Office in 2021, the cumulative contractual progress till May 2021 was worth Rs 40,477 crores. All contracts of the EDFC and the WDFC worth Rs 56,952 crores have been awarded to proceed with the work.

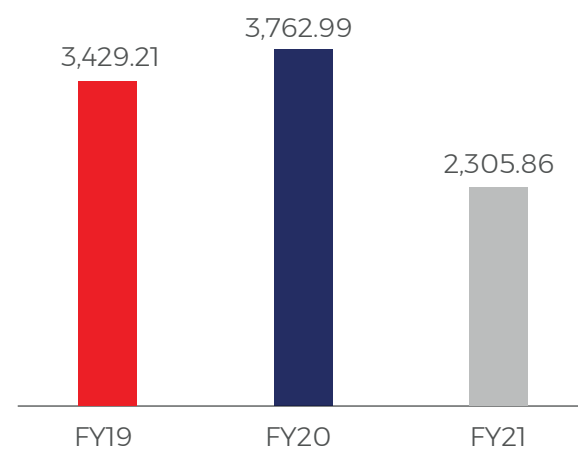
Once the two routes are ready for operation, the centre expects to generate nearly Rs 20,178 crores by monetising the two DFCs between 2023 and 2024. The NITI Aayog has called for monetising 673 kms of the entire length of the two DFCs over these two years.

The ongoing COVID-19 pandemic might interfere with the timelines. However, these corridors are expected to be completed by June 2022.

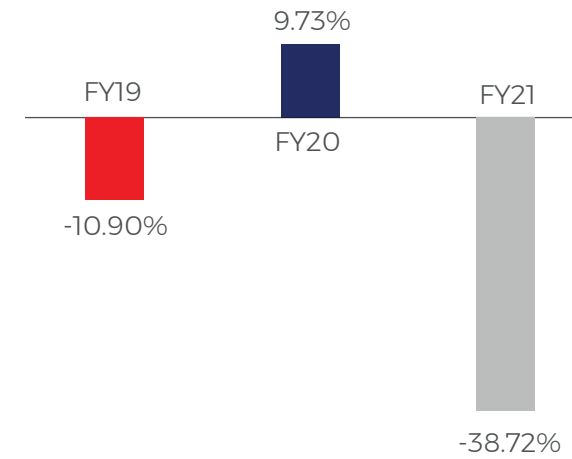
Plans are also underway to build a north-south (Delhi-Tamil Nadu), east-west (West Bengal-Maharashtra), east-south (West Bengal-Andhra Pradesh) and south-west (Tamil Nadu-Goa) dedicated freight corridors in India.

Source : <https://housing.com>

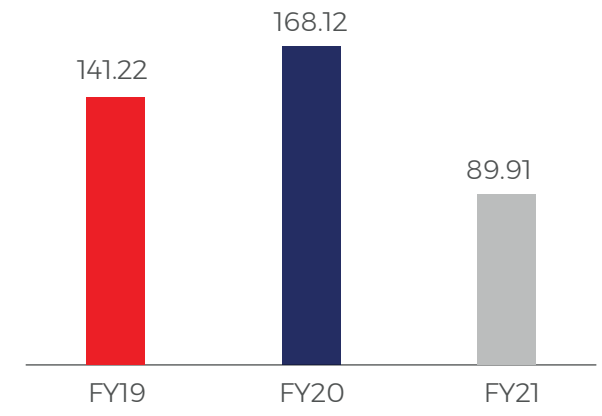
KEY PERFORMANCE HIGHLIGHTS



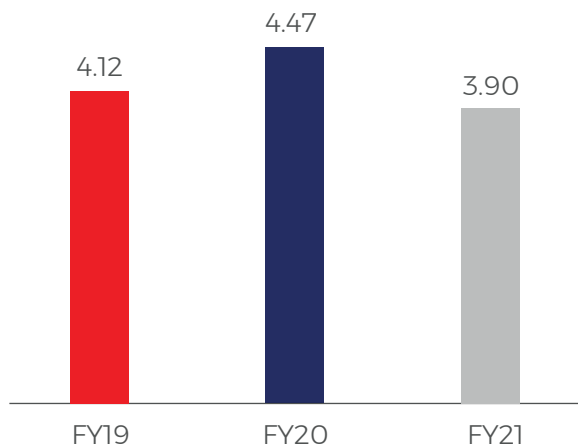
REVENUE FROM OPERATIONS



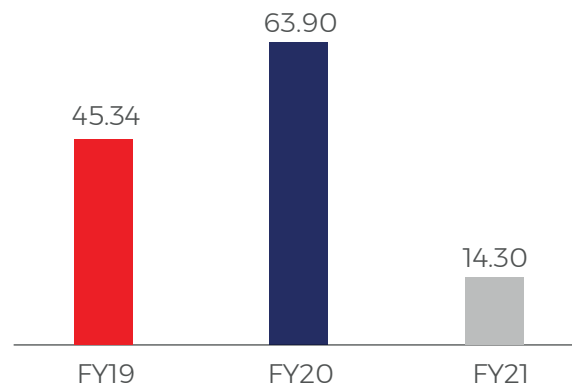
SALES GROWTH



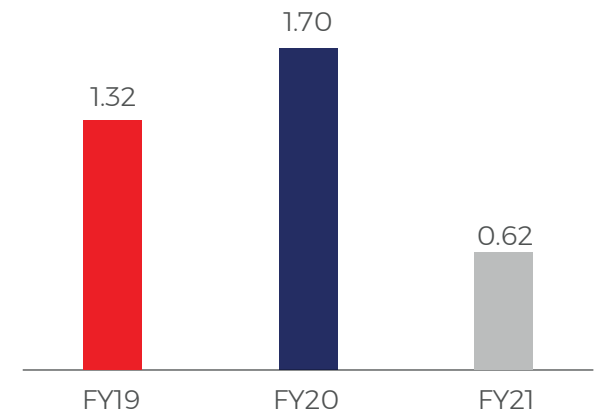
EBITDA



EBITDA MARGIN

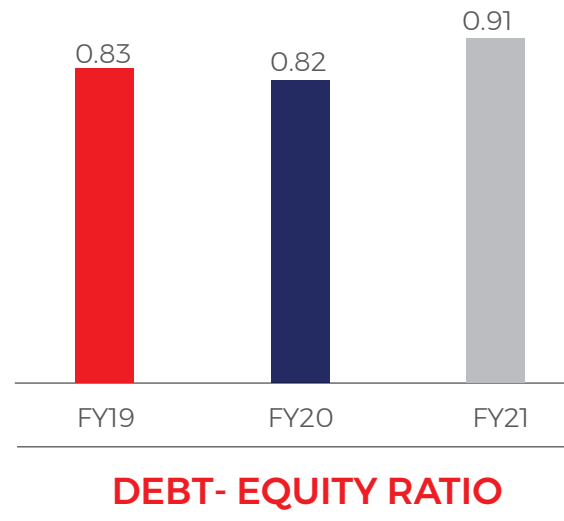
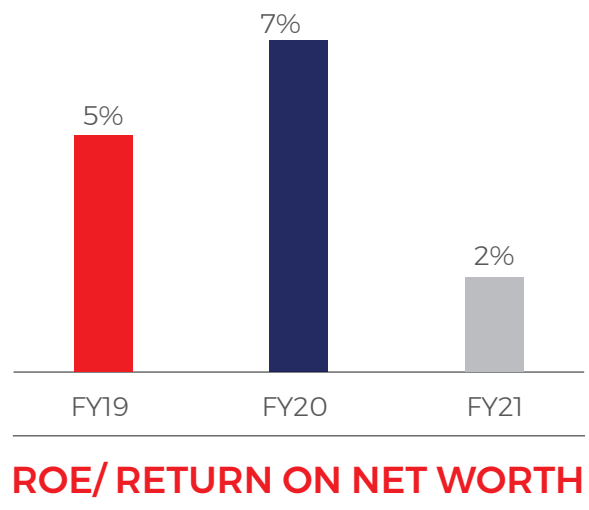
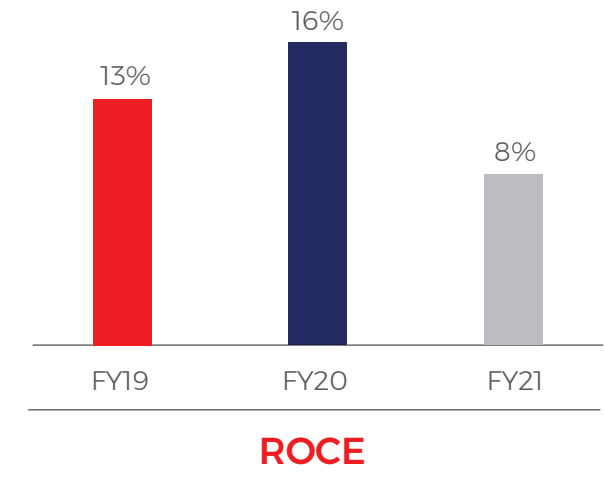
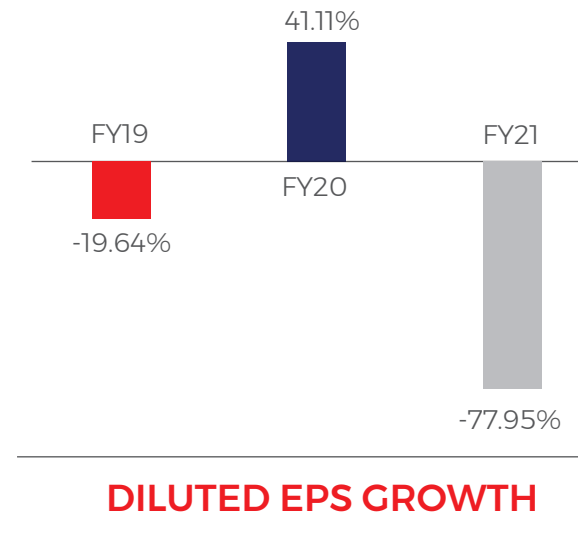
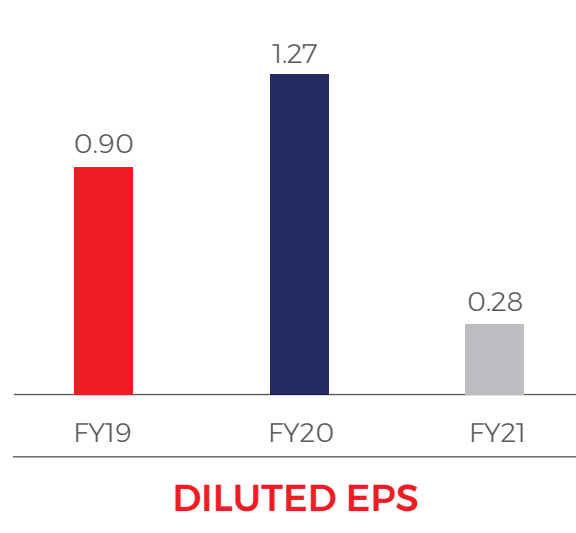


PAT



PAT MARGIN

KEY PERFORMANCE HIGHLIGHTS



* ROCE is calculated on EBIT

FINANCIAL PERFORMANCE (QUARTERLY RESULTS)

Particulars (INR MN)	Q2 FY 22	Q2 FY 21
Revenue from Operations	547.99	593.61
Other Income	0.13	7.94
Total Revenue	548.13	601.55
Total Expenses	534.38	592.84
EBITDA	42.64	23.26
EBITDA Margin (%)	7.78%	3.92%
Depreciation	9.44	6.74
Finance Cost	19.59	15.75
PBT with Exceptional Item	13.75	8.71
Exceptional Items	0.00	0.00
PBT	13.75	8.71
Current Tax	3.47	0.00
Deferred Tax	1.15	0.00
Tax	2.32	0.00
PAT	11.43	8.71
Other comprehensive profit / loss	0.00	0.00
Net PAT	11.43	8.71
PAT Margin %	2.09%	1.47%
Diluted EPS	0.23	0.00

QUARTERLY HIGHLIGHTS

Revenue from operations decreased by 7.68% from ₹593.61Mn in Q2 FY21 to ₹547.99 Mn in Q2 FY22

The EBITDA increased by 83.33% from ₹23.26 Mn in Q2 FY21 to ₹ 42.64 Mn in Q2 FY22

EBITDA margins have increased by 386 basis points from 3.92% in Q2FY21 to 7.78% in Q2FY22 mainly because of Control on Truck Freight, Reduction in Bank Interest rate & due to our strategy of minimizing administrative expenses

Net profit stood at ₹11.43 Mn in Q2 FY22, compared to 8.71 Mn in Q2 FY21 registering a growth of 31%

PAT margins increased to 2.09% in Q2 FY22 from 1.47% in Q2 FY21

PROFIT AND LOSS

Particulars (in Mn)	FY19	FY20	FY21
Revenue from operations	3,429.21	3,762.99	2,305.86
Other Income	13.79	18.96	21.51
Total Revenue	3443.00	3,781.95	2,327.38
Total Expenses	3372.72	3,694.40	2,315.56
EBIDTA	141.22	168.12	89.91
EBIDTA Margin (%)	4.12	4.47	3.90
Depreciation	34.04	31.06	31.03
Finance Cost	50.68	68.46	68.56
PBT with Exceptional item	70.29	87.56	11.81
Exceptional Item	0.00	0.00	0.00
PBT	70.29	87.56	11.81
Tax	24.94	23.66	-2.49
PAT	45.34	63.90	14.30
PAT Margin (%)	1.32	1.70	0.62
Other Comprehensive Income/ (Loss)	0.00	0.00	0.00
Total Comprehensive PAT	45.34	63.90	14.30
Diluted EPS	0.90	1.27	0.28

YEARLY FINANCIAL HIGHLIGHTS

Revenues from Operations is at Rs. 2,305.86 Mn FY21 compared to 3,762.99 Mn in FY20 registering a degrowth of 38.72%

EBIDTA is at Rs 89.91 Mn in FY21 compared to 168.12 Mn in FY20 which is down by 46.52%

PAT at Rs.14.30 Mn in FY21 compared to 63.90 Mn in FY20, registering a degrowth of 77.62%

Fixed Assets have reduced by 13.84% from 204.06 Mn to 175.18 Mn in FY21

Borrowings (LT+ST) have increased marginally by 13.20 % from 761.19 Mn to 861.68 Mn in FY21

Debt to Equity has increased from 0.82 in FY20 compared to 0.91 in FY21

Note: For FY21 Profit and Loss, data is taken from audited Q4 and FY21 results published on 30th June 2021

BALANCE SHEET-ASSETS

Particulars (In Mn)	FY19	FY20	FY21
Non Current Assets			
Property, Plant and Equipment	149.84	114.19	90.24
Intangible Assets	53.37	53.37	48.04
Loans	43.60	30.06	29.17
Deferred Tax Assets	5.44	6.44	7.73
Total Fixed Assets	252.25	204.06	175.18
Current Assets			
Investments	0.00	0.00	0.00
Trade Receivables	1097.95	1153.46	1043.34
Cash and Cash equivalents	60.22	55.93	55.30
Loans	411.69	581.35	690.09
Other Current assets	0.00	0.00	0.00
Total Current Assets	1569.86	1790.74	1788.74
Total Assets	1822.11	1994.81	1963.92

BALANCE SHEET-LIABILITIES

Particulars (In Mn)	FY19	FY20	FY21
Equity Share Capital	501.97	501.97	501.97
Other Equity	367.03	430.93	445.23
Total Equity	869.01	932.90	947.20
Non-Current Liabilities			
Borrowings	64.07	37.08	15.94
Total Non-Current Liabilities	64.07	37.08	15.94
Current Liabilities			
Borrowings	659.60	724.11	845.74
Trade payables	28.71	58.09	39.84
Other Current Liabilities	84.49	101.23	73.58
Provisions	116.22	141.39	41.61
Total Current Liabilities	889.04	1024.83	1000.77
Total Equity & Liabilities	1822.11	1994.81	1963.92

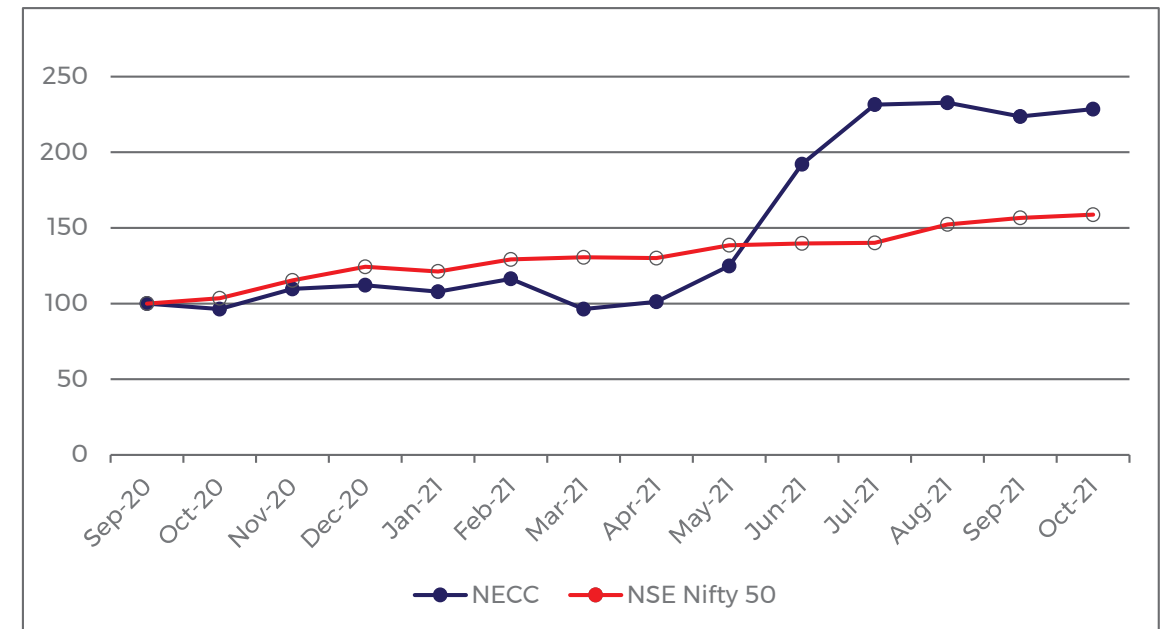
SHAREHOLDING PATTERN AND MARKET INDICATORS

SHAREHOLDING PATTERN

Shareholding Pattern (%)	As on 31st December, 2021		
Category of Shareholder	No. of Shareholders	No. of shares held	Percentage
Promoter and Promoter group	5	2,64,40,111	52.67%
Public	15,677	2,37,57,225	47.33%
Total	15,682	5,01,97,336	100

SHAREHOLDING PATTERN

No of Equity shares	5,01,97,336
Face Value (INR)	10
Market Price on NSE (31 / 12 / 2021)	19
Market Price on BSE (31 / 12 / 2021)	19.10
52 weeks high / low on NSE (In INR)	21.80/6.55
52 weeks high / low on BSE (In INR)	22/6.65
Market Cap (in Mn)	948.7



PROMOTION OF EDUCATION

Project Unnati

The Company supports children for higher education by providing Scholarships of up to Rs. 50,000/- per Student to children of weaker section specially belonging to families below poverty line or those whose family income of less than Rs. 2 Lacs per annum.



Seva Bharti

Sewa Bharti is one of the largest NGOs working for the upliftment & empowerment of the neglected and under-privileged sections of the society since its inception in 1979 at Delhi. The target groups of SEWA BHARTI include Adivasis, Dalits, Women, Children, Rural Artisans, Small farmers, Marginal farmers, and youths. The Company will financially support the Organization by making donation to the corpus of Sewa Bharati to promote education and Social Welfare.

Bharat Lok Siksha Parishad

NECC supports the above non-profit organization which has undertaken a mission to provide basic education to every child across rural India.



Ekal Abhiyan

The Ekal Abhiyan – NGO is eliminating illiteracy, providing elementary education in rural and tribal villages in all over India. NECC has given a donation towards Education and betterment of Underprivileged Children in the Financial Year 2020-21.



THANK YOU

For further information on the Company, please visit
www.neccgroup.com

Shyam Lal Yadav

North Eastern Carrying Corporation Ltd.

Address: 9062/47, NECC House, Ram Bagh Road

Azad Market, New Delhi, Delhi, 110006

Email: slyadav@neccgroup.com

Contact: 011-23517516-19

Krunal Shah | Vinayak Shirodkar

Captive IR Strategic Advisors Pvt. Ltd.

Email: krunal@cap-ir.com /

vinayak@cap-ir.com

Contact: +91 98922 88895