“JSW Infrastructure Limited

Q4 FY '25 Earnings Conference Call”

April 30, 2025

MANAGEMENT: **MR. RINKESH ROY – MANAGING DIRECTOR AND CHIEF EXECUTIVE OFFICER – JSW INFRASTRUCTURE LIMITED**
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MODERATOR: **MR. ACHAL LOHADE – NUVAMA INSTITUTIONAL EQUITIES**

Moderator: Ladies and gentlemen, good day, and welcome to the JSW Infrastructure Limited Conference Call hosted by Nuvama Institutional Equities. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing star then zero on your touchtone phone. Please note that this conference is being recorded.

I now hand the conference over to Mr. Achal Lohade from Nuvama Institutional Equities. Thank you, and over to you, sir.

Achal Lohade: Thank you. On behalf of Nuvama Institutional Equities, we welcome you all to the Q4 FY '25 Earnings Conference Call of JSW Infrastructure Limited. To discuss the results today, we have with us Mr. Rinkesh Roy, Jt. Managing Director and CEO; Mr. Lalit Singhvi, Whole-Time Director and CFO; and Mr. Vishesh Pachnanda, Head, Investor Relations.

Without much delay, I'll now hand over the call to the management to start with brief opening remarks, which will be followed by Q&A. Over to you, sir.

Rinkesh Roy: Thank you, Achal. I'm Rinkesh. Good evening, and thank you all for joining our earnings call for the quarter and the year ended 31st March 2025. The overall global growth landscape is marked by uncertainty leading to significant volatility across business environments, financial markets, commodity markets, supply chains and capital flows.

Despite global challenges, India has remained one of the fastest-growing major economies, supported by robust domestic demand, a stable monetary policy and a focus on infrastructure development. Government initiatives aimed at enhancing manufacturing logistics are generating new opportunities across various sectors, including ours.

The government is undertaking significant measures to enhance the efficiency and effectiveness of the logistics sector. Both Central and State Governments are collaborating to increase the nation's total port handling capacity from the current 2,700 million tonnes per annum to 3,500 million tonnes per annum by 2030 and 10,000 million tonnes by 2047.

In line with this vision, the involvement of private players is being progressively expanded through PPP terminals. Major ports in India, which are owned by the Central Government account for over 50% of the country's port capacity with a substantial portion yet to be privatized. This presents a tremendous opportunity for a business enterprise like ours to leverage and expand our operations.

I want to emphasize that JSW's Infrastructure business remains largely unaffected by the current trade uncertainties. However, we are diligently monitoring the evolving trends in trends and emerging developments to ensure they are appropriately addressed in relation to our business model.

Looking ahead, we remain optimistic about the future and confident in our ability to navigate these challenges while seizing new opportunities for growth. As communicated earlier, I will continue to focus on my top 3 priorities. Number one, to ensure the advancement and successful completion of our expansion plan to 400 million tonnes per annum by financial year 2030 or before, encompassing greenfield, brownfield and other growth projects within the stipulated time and budget.

Number two, to significantly scale up the Logistics business segment, targeting a top line of INR8,000 crores by FY '30 and an EBITDA margin approaching 25%. The objective is to expand the business on an asset-light model to achieve an industry-leading return on capital employed.

And number three, to continuously seek out value-accretive inorganic opportunities. In that respect, FY '25 was a year of strategic progress for us and achieving various milestones for our company. We have made significant progress in the journey towards the completion of our expansion projects to reach a capacity of 400 million tonnes by FY 2030 or before.

Now, specifically on the developments during the quarter. At Tuticorin and JNPA, we have received approval from the relevant authorities to begin interim operations. Consequently, we have handled approximately 0.9 million tonnes and 0.1 million tonnes, respectively, this quarter.

Following the timely completion of the construction of the Covershed at South West Port Goa, I'm pleased to announce that the cargo handling capacity at Southwest Port has increased from 8.5 million tonnes per annum to 11 million tonnes per annum. This has resulted in the company's total capacity increasing from 174 million to 177 million tonnes per annum.

Further approvals have been sought to increase the total capacity of the Goa terminal to 15 million tonnes. We have successfully completed the acquisition of the slurry pipeline and signed a long-term take-or-pay agreement with JSW Steel. Currently, 180 km out of the 302km pipeline work has been completed, and we are on schedule to finish the construction by March '27.

Moving on to the operational and financial performance. For the year '25, the total cargo handled stood at 117 million tonnes. This is a 9% year-on-year growth. Third-party cargo grew by 34% year-on-year to 57.3 million tonnes and the share of third-party increased to 49% in the overall mix, a jump from 40% a year ago.

Total revenue for the year ended March '25 stood at INR4,829 crores, reflecting a growth of 20% year-on-year. Total EBITDA for the period stood at INR2,615 crores, which is a 17% year-on-year growth and net profit for the period was INR1,521 crores, a growth of 31%. The Board has recommended the dividend of INR0.80 per share, representing 40% of the face value.

With this, let me hand over to Mr. Lalit Singhvi, our CFO, to take us through the financials and other details.

Lalit Singhvi: Thank you, Rinkesh, and good evening, everyone. Let me first talk about our Port business. In Q4 FY '25, the company handled cargo volumes of 31.2 million tonnes as compared to 29.9 million tonnes in our quarter ended March '24. The 5% increase -- volume increase was primarily driven by the robust coal demand in the coal terminals at Mangalore, Ennore, and Paradip and was also fueled by the start of interim operations at Tuticorin Terminal and JNPA Liquid Terminal. The growth was partially offset by the lower cargo volumes in the iron ore terminal at Paradip.

Third-party cargo has increased to 15.5 million tonnes from 14 million tonnes, representing 11% growth and share of third-party volumes stood at 50% versus 47% a year ago. The growth in cargo volume and the change in volume mix resulted in a 5% increase in operational revenue for the Port segment for the quarter from INR1,096 crores in FY '24 to INR1,152 crores in FY '25. Operational EBITDA for the Port segment stood at INR626 crores from INR581 crores, an increase of 8%. The EBITDA growth was largely driven by the increased revenue.

We have consolidated Navkar Corporation Financial in the previous quarter with effect from October 11, '24. The total consolidated revenue of the company stood at INR1,372 crores and total EBITDA stood at INR730 crores, reflecting a year-on-year growth of 14% and 7%, respectively.

Consolidated depreciation was INR140 crores and finance cost was INR94 crores in the current quarter as compared to INR134 crores and INR75 crores, respectively, in the quarter ended March '24. Given the changes in INR and subsequent changes in the yield curve, we have recognized a mark-to-market unrealized gain of INR86 crores, and this is essentially a non-cash charge and in line with the guidelines of Ind-AS 109.

As a result, profit before tax for the quarter ended March '25 stood at INR581 crores as compared to INR417 crores in the quarter ended March '24. PAT for the current quarter grew by 57% at INR516 crores as compared to INR329 crores in the same period last year.

During FY '25, the company undertook capital expenditure amounting to INR2,444 crores, which was directed towards the acquisition of slurry pipeline as well as towards various ongoing and new projects. In addition, during the year, company successfully completed the acquisition of Navkar Corporation at an enterprise value of INR1,596 crores.

For FY '26, the company plans to invest approximately INR5,500 crores with a significant portion around INR4,000 crores allocated towards the Port business and INR1,500 crores earmarked for the Logistics segment. As of March '25, we have net debt of INR1,471 crores with a net debt to operating EBITDA of 0.65 and one of the strongest balance sheet in the sector.

This, coupled with steadily increasing annual operating cash flows from the current asset base, we are well positioned to pursue a growth plan to enhance our present cargo handling capacity to 400 million tonnes and certainly grow our Logistics business with a top line of INR8,000 crores by FY 2030.

With this, I request the operator to open the line for questions. Thank you.

Moderator: Thank you, sir. We will now begin with the question and answer session. The first question comes from the line of Mohit Kumar from ICICI Securities.

Mohit Kumar: My question is, with the government looking to free up the pricing for existing concession, what do you make of the draft proposal?

Rinkesh Roy: So, we have been in agreement with this, and we have been pursuing along with all other associations that this comes to fruition very quickly because this is with the evolution of TAMP, the regulation on prices should have also been removed.

Mohit Kumar: So, this is -- broadly it is as per industry liking the adjustments on the revenues and formula which you have agreed as per the adjustments?

Rinkesh Roy: No, it is -- you see finally in the end analysis the -- although the pricing is free, you can only charge up to what the customer or the market can bear. It's not something that it's for the industry to charge exorbitant rates because there are -- most of the port sector, the companies have 2 port solutions. So that I don't think will be a major issue that people will be pricing themselves very exorbitantly.

Mohit Kumar: Understood. Sir, my second question is, can you please explain the nature of investment in Logistics business of INR15 billion, which you have earmarked for FY '26?

Lalit Singhvi: Yes. So, there is, I know -- we have acquired Navkar and Navkar also, they have not invested in last 2 years. So, we see lot of low-hanging fruit. So we will be investing -- Board has approved around INR170 crores to be spent in Navkar. Then we are looking to -- as per our plan of INR9,000 crores, we have spelt out. We are increasing -- we are placing some orders for the rakes.

So, that would be a substantial investment, what we are looking around INR600 crores in that. And then there are GCTs and there are some acquisition possibilities, which we are right now working. So all put together, we are looking at INR1,500 crores to be spent during this year.

Mohit Kumar: Understood. Last question, sir, on the volume, especially Dharamtar and Jaigarh, I think they are flattish for the last couple of years. Is it fair to assume that we'll see some growth in FY '26?

Rinkesh Roy: See, as we said earlier also, at our -- these locations, we are depending on the group cargo, and group cargo, we will have a growth -- lumpy growth. So, they are running at a particular capacity so till the new capacities come in, we will remain at the same level. So it was little subdued last year, but it is almost stable. You can say that the cargo will remain there. So our growth is coming from third-party cargo.

So '27, '28, we are expecting quantum jump and both these steel plants, still we have capacity from 10 million to 15 million tonnes. And that will give benefit of, say, around 12 million to 15 million tonnes at our Dharamtar and Jaigarh ports. So, if you take all this together, the growth would be quite good on a CAGR basis. But if you see on year-on-year basis, it will remain stable.

Moderator: The next question comes from the line of Priyankar Biswas from BNP Paribas Exane.

Priyankar Biswas: Sir, can you provide some guidance or color if you can, let's say, what sort of cargo volumes we can expect in FY '26 and potentially what sort of logistics revenue you will be targeting to clock in FY '26?

Rinkesh Roy: So, broadly, we are looking at a 10% growth in Port volumes and the revenue in the Logistics business, we are looking at around 50% growth.

Priyankar Biswas: So 50% growth is at the entire logistics, not just Navkar, so total?

Rinkesh Roy: Total.

Priyankar Biswas: Okay. And sir, one more thing that a lot of our growth outlook is also -- so a more future growth when it comes, it also is, hinges on berth privatization at major ports. So, are there anything we are seeing in the near-term pipeline? So, let's say, next 1 year?

Rinkesh Roy: So, already 2 expression of interest have come out. One at Kolkata Port, one recently at Paradip. So this, we are expecting this process to be speeded up in the coming months.

Priyankar Biswas: So, any idea of what can be the sizes of this, like if we have to factor in?

Rinkesh Roy: Broadly, we are looking at concessions coming out in the range of -- at least 30 million to 40 million tonnes per annum in the -- on a per annum basis in the next 1 or 2 years.

Priyankar Biswas: And just one last question from my side. So, in the fourth quarter, just like in the previous year, was there any take-or-pay type of revenues? And also, can you also give the ESOP charges in FY '25 and possibly what you see in FY '26?

Lalit Singhvi: Yes. So, like every -- last quarter, whatever the take-or-pay quantities are assessed and then revenue is earned. So in this quarter also for our LNG berth at Jaigarh Port, so revenue was booked on the take-or-pay basis. On the ESOP charging, again, the cost in this year was much lower compared to last year, as we said earlier. So it was lower by INR20 crores in Q4.

Priyankar Biswas: And would there be any charges in FY '26 ESOP?

Lalit Singhvi: So FY '26 will be just INR25 crores. For the full year. So now it is -- almost everything is already charged off.

Priyankar Biswas: And sir, at Jaigarh, can give that take-or-pay quantum if it's possible. That's the last question.

Lalit Singhvi: It's around INR80 crores.

Moderator: The next question comes from the line of Alok Deora from Motilal Oswal Financial Services.

Alok Deora: So, just had a few questions. First is on the port side. So, this iron ore volumes particularly have been lower even in this quarter, which it was the same thing in the last quarter as well. So where do we see that going for Paradip iron ore volumes because that's coming at around 2 million tonnes.

Rinkesh Roy: So, during the last quarter, if you remember, when we had spoken that time, Vedanta mines had not come on stream. So they have now come on stream. So -- and there were issues on pellet exports because of low prices. So this will be a slightly volatile market. We'll not be able to kind of exactly predict the nature of this because primarily a large part of this movement is for the export market.

So, we will be watching the trends. But broadly, right now, there is some demand that we have seen that most of the forecasts are for $100 of pricing, which is a good enough pricing for movement of iron ore.

Alok Deora: Sure. And sir, you started your comments with about global uncertainty and challenges in supply chain and -- so, how do we see the movement in volume shaping up ahead? I mean you also mentioned about the 10% growth in cargo volume for FY '26. So is that like a base case scenario or could there be any downside or upside risk to that number? Just wanted your thoughts on that?

Rinkesh Roy: So broadly, if you see, we cater to steel, energy and others. This is our broad mix of cargo handling. In steel, if you see, most of the movement is for domestic use, except for some quantity that moves at Paradip. So, our impression is that with the duty safeguards also coming in for steel imports, we foresee that the steel market will be doing well. So, on the cargo front, we have nothing to fear there.

On the energy front, we are seeing that there is a huge demand for energy and coal being the primary base for that. So there also, we are not foreseeing any major change. And lastly, on containers, we have a very small exposure to -- at Mangalore, and that is also, if you see the trend of traffic there is primarily to South Africa or the Middle East. So we really don't foresee much of challenge in this uncertainty. And that is what I had pointed out that we are pretty confident on this guidance that we have given.

Lalit Singhvi: So, 10% guidance is on a conservative basis only, and it is -- no way it will affect with the current tariff issues which are going on. So it is a very conservative guidance. So I don't foresee any issue in that.

Alok Deora: Got it, sir. Just one last question. So in the logistics business, I mean, we are incurring losses at this point primarily due to Navkar consolidation. So how do we see this moving ahead in terms of -- you mentioned about the revenue being 50% higher in '26. How do we see the profitability moving, because we have taken it now and it's been almost 2 quarters? Have we got the synergies getting in place now or our expertise getting into that or it will take some time before we kind of turn also profitable?

Lalit Singhvi: See, we have just finished 6 months. So, we see lot of opportunities in the logistics sector and Navkar will certainly do well. In fact, whatever was their accounting practices and our practices, there were certain cleaning up required, certain provisioning were required. This is all one-time, which has all been done with this current year ending.

So, their normalized EBITDA, if you look at it, it was anyway INR50 crores, INR55 crores. So, because of this cleaning up, they ended with sort of a INR10 crores EBITDA. And with -- now, since we have aggressive plans for logistics sector, we are looking for 50% plus revenue growth.

And EBITDA will also have a quantum jump from the normalized EBITDA, which I talked about. So we see a lot of scope going there and our overall logistics play in which there are a lot more things to happen, so Navkar will also get synergy of that.

Rinkesh Roy: We are looking at, at least an EBITDA of INR100 crores at Navkar in the current financial year.

Lalit Singhvi: So, with 50% revenue increase and EBITDA levels -- from normalized EBITDA, it may go almost double. So lots of opportunities are there in the logistics sector.

Moderator: The next question comes from the line of Achal Lohade from Nuvama Institutional Equities.

Achal Lohade: Sir, just wanted to understand, for achieving this INR8,000 crores revenue in logistics, what kind of capital employed are you looking at? What kind of further capex are we looking at?

Lalit Singhvi: So, Logistics, we have set a plan that we'll be spending, say, INR9,000 crores overall in 5 years, INR1,000 crores almost spent. And this year, we are contemplating to spend another INR1,500 crores. So our plan is by FY '30, we'll have INR8,000 crores of revenue with INR2,000 crores of EBITDA. And we see this happening with the -- with current year itself, we are exploring certain opportunities will start giving EBITDA from the current year itself.

Achal Lohade: Right. And in terms of the time line for the greenfield project, if you could just highlight how are they tracking, what stage of approval are we for each these? Can you set...

Rinkesh Roy: The major projects like let us say, Jaigarh and Dharamtar expansion, they are already on track and work -- civil works have already started at both places. Similarly, JNPA liquid terminal, we should be looking at commissioning it by July, August this year. So we are on track there. At Tuticorin, we are looking at doing it -- Tuticorin, we are looking at completion by Q4 of FY '26.

Mangalore container terminal expansion, again, we are on track. We should be doing it by Q2 of '27. Goa, as I told you, it's completed. LPG terminal at Jaigarh targeting by June '26. And Keni Port already, we are looking at applying for the regulatory clearances from environment. Jatadhar, the concession agreement should be signed by this quarter.

And we should look at completion by March '27. And slurry pipeline also, it's -- as I told you, it's going on around 200-plus kilometers have been welded, 180 has been lowered, and we look at its completion by March '27. So these are the major projects which were supposed to come up before March '27. So we are more or less on track on these projects.

Achal Lohade: Understood. And can you just clarify a little bit with respect to this 10% volume growth? How much are you building from the third parties and how much would be captive growth or captive could be more -- group cargo could be more flattish?

Rinkesh Roy: So here, our growth, we are looking at -- you see the interim operations at these 2 terminals at JNPT and Tuticorin, this will be giving us around 50% of that growth. The rest 50% will come from better utilization of capacities, primarily at Paradip coal terminal and at Goa. So the -- as was told by our CFO also that since the capacity expansion at Dolvi steel plant is from 10 to 15 will be the place where we'll have a lumpy growth.

Lalit Singhvi: So the rest all will remain more or less at similar levels. So next year's third-party cargo will obviously further increase from the current level of 50% because most of the growth is coming from third-party in the next year's plan.

Achal Lohade: Understood. And just 1 last question. With respect to -- there were certain media articles about the green energy projects, which we are looking at. If you could elaborate a little bit on that? So what kind of processes and what kind of capital can we see deploying there?

Lalit Singhvi: So, at Jaigarh Port, we are looking at these opportunities and a lot of -- there is a lot of interest from various companies to set up green ammonia type of stuff. So we are very keen. And once we have something here, we can always plan to have it in Keni also. So things are being seen by the various interested parties. And as soon as something materialize, we'll keep media updated.

Achal Lohade: So is it fair to say that whatever capex we'll do it will be obviously basis the customer's needs? So it's not that we'll set up capacity and wait for the customer. Have I understood...

Lalit Singhvi: No, no, we are not setting up. We are just enablers. This gives business to the port.

Rinkesh Roy: Better utilization of our waterfront is what we'll be looking at.

Achal Lohade: Understood. Any material capex is not expected on these counts, is that right?

Rinkesh Roy: No. Unless there is a guaranteed traffic that we see. Otherwise, we are not looking at it.

Moderator: Our next question comes from the line of Ankita Shah from Elara Capital.

Ankita Shah: Sir, only 1 question on margins. Given that the mix is going to change, also you're expecting improvement in the logistics segment. So how is margins expected to pan out in FY '26-'27, given that our port expansion is going to be more back-ended? So how the consolidated margins expected to pan out?

Lalit Singhvi: See, now we have to look at the segment reporting. So port margins will remain, say, around 52% or so. And our logistics, we are aiming around 15% margin. So we'll have to see separately. If you look at the combined one, it has to come down because logistics will always be like this. And we are looking at over a longer period of time, even logistics margins going up to 25%. So -- but currently, if you look at immediately, which is 12%, 13%, it will go to 15% by next year.

Moderator: The next question comes from the line of Koundinya Nimmagadda from Jefferies Group.

Koundinya Nimmagadda: Sir, a couple of questions from my end. Firstly, on the third-party volumes, I mean, you did speak about FY '26, but on a sustainable basis, what should be the growth that we could -- we can look at it over here maybe? Because, I mean, till 9 months we saw strong growth with addition of new ports and then this quarter it's only 11%. So on a sustainable basis, what is the number that we can look at it over here? If you can also briefly touch base upon the key industries that drive this growth? That's the first question.

Rinkesh Roy: Okay. So here, basically, if you see the growth that we are looking at in '26, 70% of it will be primarily from third-party, 30% will be group. So that is what will be the ratio in the coming...

Lalit Singhvi: The incremental growth.

Rinkesh Roy: Incremental, that is from 117 to another 10% that we're looking at. And in the long-term basis, we -- between -- till the Dolvi plant expansion comes on stream, you will be having a higher percentage of third-party vis-a-vis the group cargo. And once it comes on stream and the other projects like slurry pipeline, Jatadhar are coming on stream, you will be broadly seeing a movement back towards more of group cargo. So that will be kind of varying in the range of 55% to 45%. In this range, it will be moving up and down as and when the projects get commissioned.

Koundinya Nimmagadda: Sir, can you speak a little bit about the catchment area or the industries that will give you this growth over here because adding port is 1 part and then getting volumes through for that port is a different thing, right? So that's where I was trying to understand?

Rinkesh Roy: So, primarily, if you see the government is now promoting something called rail-cum-sea route movement of coastal cargo, especially for energy needs across India. So there, the key getaway, energy getaway for coal is Paradip. And that is where our Paradip terminal comes into play for the energy requirements across South India.

And now we're looking at Western India and North India as well. Similarly, iron ore catchment area, the main mines are in Odisha. And if you would have seen our entire long-term strategy has also been to have a terminal at Paradip, as well as to add the slurry pipeline to Jatadhar to further augment and reduce transportation costs for every customer, including the group customer.

Then on the receiving side, we have Jaigarh, Dharamtar and Tuticorin is on the receiving side. So these are agents and Ennore. So these are agents strategically located points, which are serving mostly cement or energy plants. So both of which go hand-in-hand with the movement of steel.

So the moment the steel production and steel requirements go up, this also starts moving up. So broadly, if you see our terminals are very strategically located to ensure this volume growth, not only now, but also in the future.

Lalit Singhvi: So basically, if you see our terminals, most of them are running at a capacity of 80% to 100% capacity utilization. This is primarily because the location is like that, the interland is very nearby. They all developed. So we don't foresee any problem in getting cargo.

Koundinya Nimmagadda: Understood, sir. Very clear. Sir, my second question is on the logistics front. So we have this large plans of INR8,000-odd crores revenue and also taking up margins from 14%, 15% currently to 25%-odd.

So I'm just trying to understand how do we plan to offer cost-effective logistics because ultimately, even for the end customer, it makes sense only if the logistics cost that we offer cost comparative vis-a-vis with our existing vendors with third-party vendors even if it's JSW Steel. So how do we intend to offer this logistics solutions also at cost-effective level and also increase the margins for us?

Rinkesh Roy: So I'll just give you 1 example that we are looking at strategizing this growth in an asset-light model. So our main targets are getting into Gati Shakti terminals where we don't have to spend a huge capex on building the railway sidings or purchasing land on -- at very expensive rates. So that is the first part of it is the terminal capexes, we are looking at a way lower than what the industry generally does.

Number two, we are looking at powering these terminals through group cargo wherever they are available. And this through a combination of rates, additional containers and new terminals, which move into the right market.

Lastly, we are looking at reducing the empty return ratio of this rate so that on return, we get third-party cargo and other cargo so that the entire model sees to it that we are able to reduce the final cost for the customer.

Koundinya Nimmagadda: Understood, sir. The last one bookkeeping question. When can we pencil in this 15 million tonne per annum for Goa 1Q FY '26? Or will it be further delayed from that?

Rinkesh Roy: We'll -- already, as I told you from 8.5 million to 11 million, we have already done. And this is a part of a process. And hopefully, this should be done in the next 2 quarters at least.

Koundinya Nimmagadda: Two quarters. Sure, sir.

Moderator: The next question comes from the line of Aditya Mongia from Kotak Securities.

Aditya Mongia: I'll go ahead with my questions. The first one I pick up is on logistics. I think we talked about the INR600 crores plus kind of quantum the country for this segment on rakes and it's kind of compared to what CONCOR does on a regular basis. Just trying to get a sense, is this more domestic kind of business that you are trying to set up on the logistics front kind of ties in with your strategy...

Lalit Singhvi: Absolutely. This is domestic growth would be much higher what we have planned in next year in Navkar.

Aditya Mongia: Yes. So these rakes that you are going to kind of get will be used for the domestic business, right, more than EXIM, right?

Rinkesh Roy: Yes.

Aditya Mongia: Understood. The second question that I had was more on Dolvi. I wanted to get a sense from you that post it becoming 15 million tonnes of capacity and that's giving us a fairly solid growth in fiscal '28. Is there scope to grow the asset further from there? Because -- or would the same thing happen again that you will scale up a volume in a single year and then the growth may taper off?

Rinkesh Roy: Okay. So there at Dolvi, you are -- I think it will be moving in tandem with the expansion. So after that, it will be always a lumpy growth. One time it will come and after that it will start stabilizing at that. There's no other magic that can be done to get something extra there.

Aditya Mongia: Yes. So essentially, the question was that, beyond 15 million tonnes, can that asset grow at all? Is there a limitation to where it stands because, obviously...

Lalit Singhvi: No, I understood your question. So when we reach to 10 million, it was very difficult to think of going to 15 million. So we have reached 15 million. So there is always a possibility that because this brownfields are always easier to implement, cost-effective, as well as time-wise also, greenfield is always difficult. So there could always be a possibility of going further from 15 million also.

Vishesh Pachnanda: And just to add, Aditya, when this plant was acquired by the anchor customer in 2011 or '12, it was 2 million tonnes and a lot of people questioned at that time whether it will go to 5 million. And now then it went to 10 million and now it is progressing to 15 million. So things turn out, there will be land acquisition nearby and the things kind of change. So right now, forecasting what will be the figure is difficult for us.

Aditya Mongia: Sure. Could you also share the ports revenues and EBITDA for the full year and its comparison versus last year? This makes it easier to compare numbers because logistics coming inside of otherwise.

Lalit Singhvi: So if you look at FY '25, so you want to look at the port sector. So port sector, if you look at quarter-on-quarter, you're looking at YTD.

Aditya Mongia: Yes, for the FY '25 would do. Yes.

Lalit Singhvi: So FY '25, as I said, throughput is 9% increase. Revenue -- total revenue we talk is 13% increase. EBITDA is 15% increase. Operational EBITDA is 14% increase, PBT is 25% increase and PAT is 33% increase.

Vishesh Pachnanda: And just to add, it's also given on Page 12 of our investor presentation, you will have financial performance for ports for the quarter, as well as full year.

Aditya Mongia: Maybe a final question. This was asked earlier. So just trying to get a little bit more color. So JNPT and Tuticorin's could contribute how much in the full year next year? Would it be a 5 million tonne plus number that one should be expecting?

Lalit Singhvi: Yes, certainly, it's exceeding that.

Aditya Mongia: About 5 million, 6 million tonnes should easily come from these assets, right?

Lalit Singhvi: Yes, sure.

Aditya Mongia: That clarifies. And maybe the last final thing over here. When you say 50% increase in logistics, I am assuming over a full year number of INR400-plus crores, right, is the guidance?

Lalit Singhvi: Yes, full year number is around INR485 crores. So from there, we are looking 50% increase.

Moderator: The next question comes from the line of Ketan Jain from Avendus Spark.

Ketan Jain: Yes. Sir, I had a question. So recently in February, we read a news article saying that there is infrastructure plans to enter into airports, probably buying a stake in some airport in Bengal. What is this about, sir?

Lalit Singhvi: So this was just a discussion stage at some platform in West Bengal this was *(#line was cut*)

Mohit Kumar: Thanks for the opportunity once again. So my question is, can you please help us with the update on the expansion of steel plant in Dharamtar? Is it fair to assume that the steel plant will come by March '27 or Q1 FY '28?

Lalit Singhvi: Yes, yes. So this is scheduled for March '27. On the conservative side, we are talking about September '27, but work is progressing well. So we will be ready from port side by March '27 in any case. So we hope that we'll get full year. Otherwise, if it's something a few months here and there, to that extent, it might be different.

Moderator: The next question comes from the line of Ketan Jain.

Ketan Jain: My question was on the airport, sir?

Moderator: Sorry to interrupt, Ketan. Could you be a little louder, please?

Ketan Jain: Sir, my question was on the airport thing in Bengal you are answering.

Lalit Singhvi: Yes. So, see, being a large group, there are many proposals keep coming. So we have not evaluated anything on the airport or not in discussion on the Board. So, if there is any such things, if we decide, we will certainly go for -- then inform the media or investors. But at the moment, there is no such proposal or no such discussion. This was something came up and it was stopped. So nothing has progressed on that.

Ketan Jain: Understood. Sir, also, can you provide me with adjusted PBT and PAT numbers for 4Q and FY '25?

Vishesh Pachnanda: Ketan, we can connect off-line. I'll give you the adjusted numbers. Is that fine?

Ketan Jain: Yes, yes. Okay. Fine. Not a problem. And sir, just 1 last question. As you said, we've expanded on the Goa capacity. So do we see a growth in volumes in FY '26, more than say 5% at Goa?

Rinkesh Roy: Yes. We have told you that it will be -- Goa will be a part of the growth in this year.

Lalit Singhvi: Goa, we have been always 100% capacity utilization we have seen because there is no doubt of cargo there being the cheapest cost option for Vijayanagar. So we expect similar trend for the -- whatever the 11 million tonnes they have -- now we have got the approval. So this should be near to that.

Moderator: The next question comes from the line of Veenit from Investec.

Veenit: Yes. Sir, a few months back, there have been media articles around JSW Group entering into other type of metals, including copper. How that can help JSW Group, JSW Infra, in particular? What opportunities would lie there if we were to tap into?

Lalit Singhvi: So it's quite far today, the JSW Group is contemplating for going for copper, but how much capacity and all those things. So, as and when they come up, if there's a nearest port, if they are nearest port, definitely, we will have an opportunity to add that cargo into our port.

Veenit: Understood. And sir, what could be the ratio of input to output? For instance, in case of steel, we require anywhere around 2.5 million, 3 million tonnes of input in form of iron ore and coal. What will that ratio be in terms of input to output?

Lalit Singhvi: No. We have not gone in that -- those details as of now. So as and when there is a concrete proposal, we'll certainly come back to you.

Moderator: The next question comes from the line of Nikhil Rungta from LIC Mutual Funds.

Nikhil Rungta Sir, I just have 1 question on Navkar. Sir, you mentioned like you'll be investing around INR170 crores this year. And on the sales side, 50% growth, EBITDA of INR100 crores at least. But one of the statements which you made was next year, you have much bigger plans for Navkar. So if

I have to look from 2 to 3 years perspective, what type of CAGR can we look at and on the revenue side and the EBITDA side?

Lalit Singhvi: No, no. When I said next year we'll go big, this is basically on the overall logistics play. So, Navkar is a part of overall logistic play. So Navkar, we have given guidance of next year only. We'll come back on further future years separately. But what we said when we'll invest INR1,500 crores, this will be a larger logistic play. As far as Navkar is concerned, we have -- Board has approved INR170 crores of investment as of today.

Moderator: Thank you. Ladies and gentlemen, that was the last question for today. I would now like to hand the conference over to the management for the closing comments.

Rinkesh Roy: So thank you, gentlemen, for your time. And I'd like to conclude that despite all the uncertainty in the global market, we are very confident of the guidance given to you of 10% growth in port volumes and the logistics part of it, which is primarily internal. And we are very sure that we'll be meeting the guidance given for the year '26. Thank you, gentlemen.

Moderator: Thank you, sir. Ladies and gentlemen, on behalf of Nuvama Institutional Equities, that concludes this conference. You may now disconnect your lines.