BLUE WATER LOGISTICS LIMITED

(Formerly known as Blue Water Logistics Private Limited)
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Letter No.: BWL/068/2026-27
Date: November 18, 2026

NSE SYMBOL: BLUEWATER
ISIN: INE0X3M01010

To,
Listing Compliance Department
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051
Maharashtra, India

Subject: Outcome of Q2/H1-FY27 Earnings Conference Call - Transcript

Dear Sir/Madam,

In compliance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the transcript of the Company's Earnings Call for the Quarter and half year ended 30th September 2026 held on 12th November 2026 at 03.00 PM IST.

Kindly take the aforesaid information on record.

Thanking You,

Yours Faithfully,

For, Blue Water Logistics Limited

LALIT PANDA
Digitally signed by LALIT PANDA
Date: 2026.11.18 13:19:00 +05'30'

Lalit Panda
Managing Director
DIN: 05358709

"Blue Water Logistics Limited

Q2 & H1 FY27 Earnings Conference Call"

November 12, 2026

MANAGEMENT: **MR. LALIT PANDA – MANAGING DIRECTOR – BLUE WATER LOGISTICS LIMITED**
MR. PRAVEEN KUNDER – CHIEF FINANCIAL OFFICER – BLUE WATER LOGISTICS LIMITED

MODERATOR: **MR. AAGAM SHAH – X-B4 ADVISORY LLP**

Moderator: Ladies and gentlemen, good day and welcome to the Q2 H1 FY27 Earnings Conference Call of Blue Water Logistics Limited hosted by X-B4 Advisory. 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.

I now hand the conference over to Mr. Aagam Shah from X-B4 Advisory. Thank you and over to you, sir.

Aagam Shah: Thank you. good afternoon everyone and welcome to the Q2 and H1 FY27 Earnings Conference Call of Blue Water Logistics Limited. Today on this call we have with us Mr. Lalit Panda, he is the Managing Director of the company and Mr. Praveen Kunder, he is the Chief Financial Officer of Blue Water Logistics Limited.

This conference call may contain few forward-looking statements about the company which are based on belief, opinions and expectations as of today. Actual results may differ. The statements are not the guarantees of future performance and involve risk and uncertainties.

With this, I now hand over the call to Mr. Lalit for his opening remarks. Over to you, sir.

Lalit Panda: Good afternoon everyone. thank you for joining us for Blue Water Logistics Limited Q2 and H1 FY27 Earnings Conference Call. Q2 FY27 has been our highest revenue-generating quarter since listing, marking an important milestone in our growth journey. We are encouraged by this performance and remain focused on sustaining this growth momentum in the coming future.

During the quarter, we recorded revenue from operations of INR272.1 crores, taking our H1 FY27 revenue to INR483 crores, which already represents nearly 125.2% of the INR386 crores of revenue we achieved during the entire FY26. Alongside this strong financial performance, we also achieved several important strategic milestones during the quarter. These include the launch of our dry container NVOCC division and establishment of our first overseas entities in Thailand, Tanzania, and Vietnam.

These developments mark an important step in strengthening our international presence and broadening our growth opportunities. This strong financial performance is also supported by healthy growth in volumes across our key business segments. Ocean freight volume rose to 6,820 TEUs in Q2 FY27, nearly 2.5 times the 2,750 TEUs handled in Q2 FY26, a 148% year-on-year increase and 18% higher than Q1 FY27. NVOCC volumes grew to 1,595 TEUs, up 113% year-on-year and 21% sequentially.

Our air freight business handled 1,201 tons, almost 5 times the 250 tons handled a year ago, an increase of about 380% year-on-year and 29% over Q1 FY27. This growth came from more business with our existing customers and from several new customers added during Q2 FY27, including Atul Limited, RDB Liners, Indus Petrochem Limited, Anupam Rasayan India Limited, Vacmet India Limited, Pranam Kraft Paper Private Limited, Hindustan National Glass

and Industries Limited, Gaurav Steel Limited, Anvil Little India Private Limited, DR Agro Impex, and Suntara Cosmetics Private Limited.

Together with the gradual ramp-up of branches set up over the past few quarters, this has further strengthened our business volumes and revenue visibility. Quarter 2, FY27, has also been a quarter of strong strategic execution, and I would like to highlight the key developments.

First, we commenced our NVOCC dry container division with an initial fleet of up to 2,000 dry container boxes. In our last call, we had spoken about our plans to diversify into dry container logistics, and I am pleased to share that this is now operational together with our ISO tank container fleet. This takes our NVOCC offering beyond specialized liquid cargo into general containerized cargo, significantly expanding our addressable market and allowing us to serve larger shares of our customers' freight requirements.

We have deployed 3,000 plus TEUs dry containers, which is equivalent to 2,000 dry container boxes, and we expect the division to ramp up over, H2 FY27. Second, we have made decisive progress on our international expansion. We have established an associate company, Blue Water Logistics Company Limited, in Thailand. During the quarter, we also incorporated BWL East Africa Limited in Tanzania, giving us a foothold in East Africa trade corridors and Blue Water Logistics Vietnam Company Limited as a wholly owned subsidiary.

In addition, we have established a branch office in Indonesia, further strengthening our presence in Southeast Asia. Together with our existing Dubai branch, these international operations will allow us to originate and control cargo at both ends of key trade lines, rather than depending entirely on overseas agents. We believe this expanding international network will strengthen customer relationships, improve operational control, and support higher volumes and realizations over time.

To support this expanding international footprint and the growing scale of our operations, we continue to strengthen our asset base. As of H1 FY27, our fleet comprises 1,708 plus ISO tank containers, 150 plus container trailers, and our newly launched dry container fleet of 3,000 TEUs. This growing asset base will enable us to exercise greater operational control, enhance service reliability and efficiency, cater to the evolving requirements of our customers across domestic and international markets.

A key strength of our business lies in the long-standing relationship we have built with our customers. We serve leading domestic corporates and multinationals across chemicals, pharmaceuticals, textiles, confectionery, engineering, and industrial manufacturing, most of whom have recurring logistics needs and have worked with us for many years. Our consistent focus on service quality, compliance, and timely execution has translated into high-repeat business.

And this diversified, long-standing customer base gives us good revenue visibility while supporting healthy realizations and operating efficiencies. We pair this growth and a prudent approach to risk, a disciplined customer onboarding process, rigorous credit evaluation and consistent follow-through on collections have allowed us to keep receivables quality healthy with negligible bad debts even as the business has scaled rapidly.

In terms of segment performance, Ocean Freight continued to be our largest revenue contributor, accounting for 67.9% of H1 FY27 revenue, supported by established relationship with leading global shipping lines and sustained cargo volumes. Air freight contributed 20.3%, reflecting the growing scale of our air cargo operations and increasing demand for time-sensitive logistics solutions. Our NVOCC business accounted for 8.2% of revenue, highlighting the gradual expansion of our container-led operations.

Surface and railway freight contributed 3%, while customs house clearance contributed for 0.6%. Together, these segments strengthen our integrated logistics offering and enable us to cater to a wider range of customer requirements. As we continue to pursue our growth priorities, we remain mindful of the evolving global logistics environment.

During Q2 FY27, geopolitical tensions in West Asia, continued disruption across the Strait of Hormuz and the Red Sea corridor, and elevated fuel costs impacted shipping routes, transit times, and operating expenses across ocean and air freight. While container freight surges moderated during the middle of the quarter, they stabilized at elevated levels towards the end of September. Remaining significantly higher than corresponding period last year.

Despite these challenges, global air cargo demand remains resilient, with volume growing 7.7% year-on-year in September 2026, as per IATA. These developments have reinforced the importance of flexible capacity, alternative routings, and reliable logistics partners. Creating opportunities for organized players like us.

In India, the logistics sector continued to benefit from healthy trade activity and infrastructure development. Merchandise exports grew 18.5% year-on-year to USD259.89 billion in H1 FY27, while cargo handled at major ports increases increased 8% year-on-year to 472.75 million tons during the same period.

JNPA also recorded its highest-ever monthly container throughput in September 2026, reflecting the strength of domestic cargo movement. Continued investments in port infrastructure and development of national waterways are expected to further strengthen India's logistics ecosystem. With our expanding international network, growing asset base, and diversified service offerings, we believe we are well positioned to capitalize on these industry opportunities and remain focused on delivering sustainable and profitable growth in FY27 and beyond.

Looking ahead, our priorities for the remainder of FY27 are clear. Scaling the dry container division, operationalizing our entities in Thailand, Tanzania, and Vietnam while progressing on

Indonesia, Malaysia, and China, adding airline partnership to strengthen air freight, progressing our diversification into project cargo, and expanding our asset base in disciplined manner to improve fleet utilization. With a strong first half, multiple new growth levels now in place, and promoter capital committed, we remain confident of delivering sustainable and profitable growth in FY27 and beyond.

I would now like to hand over the call to our CFO, Mr. Praveen Kunder, who will take you through the financial performance for the quarter and half ending 30th September 2026. Over to you, Praveen.

Praveen Kunder: Thank you, sir. good afternoon. During Q2 FY27, the company delivered a strong operational and financial performance, with the revenue from operations increasing by 211.2% year-on-year to INR272.1 crores as compared to INR87.42 crores in Q2 FY26. EBITDA for the quarter stood at INR35.4 crores, registering a robust 292.0% year-on-year growth over the corresponding quarter last year.

EBITDA margin improved to 13% compared to 10.3% in Q2 FY26, reflecting an improvement of 270 basis points. Profit after tax increased by 213.8% year-on-year to INR16 crores compared to INR5.1 crores in the same period last year. PAT margin stood at 5.9% during the quarter as against 5.8% in Q2 FY26.

For H1 FY27, the company continued its strong growth trajectory with revenue from operations increased by 249.5% year-on-year to INR483.3 crores compared to INR138.3 crores in H1 FY26. EBITDA for the first half stood at INR59 crores registering a significant 278.4% year-on-year growth over the corresponding period last year. EBITDA margin improved to 12.2% compared to 11.3% in H1 FY26 representing an expansion of 90 basis points.

Profit after tax increased by 247.4% year-on-year to INR30 crores compared to INR8.6 crores in H1 FY26. PAT margin remains stable at 6.2% during the first half of FY27. This strong performance during the period reflects the strength of our business model and the progress we have made in expanding our operations.

Our continued focus on increasing business volume across key logistics segments, strengthening our presence in new markets, enhancing our service capabilities, and improving operational efficiencies has supported our growth momentum. Going forward, we remain focused on scaling our business, strengthening our market position, and creating sustainable long-term value for all our stakeholders.

With that, I would now like to open the floor for question and answers. Thank you.

Moderator: Thank you very much. We will now begin the question-and-answer session. First question is from the line of Preet Shah from Blue Star Capital. Please go ahead.

Preet Shah: Am I audible, sir?

Lalit Panda: Yes. Voice is clear.

Preet Shah: Yes, good afternoon, sir. First of all, congratulations for good set of numbers.

Lalit Panda: Thank you. Good afternoon.

Preet Shah: Good afternoon. So my question was, so what was the reason for the margin improvement, and are these margins sustainable for, coming quarters and year?

Lalit Panda: Yes, actually we have increased our sales volume. last 3 months has been very good, in terms of the sales. That is why the margins has increased, because the expenses are fixed, like the staff numbers are fixed, the office, everything is fixed. So whenever the sales is increasing, then definitely the profit will increase. And we will continue this growth. our whole aim is to continue this growth, and in fact, we are trying to do better than this.

Preet Shah: Okay. So we can expect this margin to sustain or slightly improve, right, sir?

Lalit Panda: Yes. It will improve only, it, this margins we are going to improve only.

Preet Shah: Okay. Sir my next question was as you can see as we have done a very good growing Q-o-Q. as per my understanding, we will surpass the guidance what we have given. So, should we expect more what you have guided or would you like to revise your guidance a little bit?

Lalit Panda: Look, actually, when this financial year started, we had a call and we promised that we will try to do the same what we did the last financial year. So we promised a year of around INR650 crores to INR700 crores. So we are almost on that to achieve the feat, and definitely we would like to continue so that in the next coming years.

Preet Shah: Got it. Thank you sir.

Lalit Panda: Okay.

Moderator: Thank you. next question is from the line of Darshil Jhaveri from Crown Capital. Please go ahead.

Darshil Jhaveri: Hello. Firstly, congratulations on a really great set of results, sir. And that too in a very challenging environment, sir. So, very hats off to your team, sir. So, just wanted to know, I think, the way the earlier participant was also asking, right? So, you have already done, I think, INR480 crores in like H1. So, H2 can we expect like, in H2, I don't know, it's seasonally better. So, can it be higher than H1 revenue? Like we can do INR500 crores, INR600 crores revenue in H2, sir?

Lalit Panda: Look, in our industry always H2 is better than H1. So we are expecting that we can do better numbers than H1. So that we can exactly tell you when the next quarter results come.

Darshil Jhaveri: Okay, fair enough. So that's helpful, sir. And so just wanted to know, like, we have started getting more operational leverage and everything. So with that, what will be our debt strategy? Will we try to reduce the debt a bit? Like, how do we go ahead? Because we have a decent chunk of debt right now because for the capex. So any debt policies or what would you like to do in that?

Lalit Panda: Look, our business is a credit business, okay? We need funds to do more and more business. So according to the business, what we are planning, we are planning to take, take limits from banks. So, and as we have already informed in the call that we are expanding the branches. We have already expanded the branches and we have started a new dry container division.

So for all the operations we needed funds. That is why we have taken the limits from the banks. So, as we are in a growth phase, so this is bound to happen. But going forward in coming maybe next year onwards or after that we can try to reduce the debts.

Darshil Jhaveri: Okay, okay. So, first in the near-term debt will be there because we are expanding into multiple new geographies, sir.

Lalit Panda: Yes, whenever somebody is expanding, it is bound to happen. But it's a healthy expansion which is already showing in the numbers and these numbers we expect to rise in the coming years.

Darshil Jhaveri: No, no, no. Very, very, very fair enough, sir. So, sir, just wanted to understand the rate that we are growing and investing in everything, sir. With that rate like, I don't know, if, I think next year can we do like around INR2,000 crores revenue because that's the trajectory that at the current growth rate we are looking at, sir. So, is that a fair way to look at that, sir?

Lalit Panda: Look, that is a very ambitious numbers what you are telling. We have that in mind, but we may expect in next two years that we will be reaching that figure. But of course, we will try to do what best possible and we will definitely try to increase on the performance what we are giving this financial year compared to next financial year.

Darshil Jhaveri: Okay, okay. Fair enough, sir. And, sir, just last question from my end, sir. Sir, I think Q4 is usually the best quarter, right? So, there also we can like, if you can just highlight with I think I think a bit rising rates also, we can touch INR350 crores, INR400 crores revenue.

Because that's what I'm getting based on your current you know, trajectory. So, is that a fair assumption? Like, I don't want you to commit anything, but if we have to look at it sequentially, we can see it going in this favor, right? We can expect sequential growth also, right, Q-o-Q?

Lalit Panda: Yes, maybe it might be possible. We can't say. It is too early for that. But as you told, Q4 is always bigger in our industry. That is true. So, we may try to make a better Q4, but again it

depends on the market situation and conditions and the orders that the exporters and importers are having. So maybe it is possible, means depending on the situation.

Darshil Jhaveri: No, no, fairly fair. And just, sir, any risk like to our high growth? Like we've been growing in such a good manner, sir. So, what would be, if there was a risk that can be a speed bump to our growth, what would you think of that as, sir?

Lalit Panda: Look, what happened now, we have like we the promoters are having more than 20 25 years' experience in this industry. And what the growth you are seeing now is because of the experience what we have in the markets, what we have been learning from all these years So the growth is according to it. And it's not that we are running into some risk. It is a planned, executed growth only.

Because of this growth only we came to the IPO so that we can get a good mileage for the growth. So, there is for us, we don't see any risk factor. It's only we can grow further. We have more potential to grow and definitely we will grow further and further in this.

Darshil Jhaveri: Okay, okay, that's fair enough, sir. And, sir, just as you said this business is a bit working capital intensive, so now the rate that we are growing, will we need to do a capital raise also for this, or thinking that or else banks will only suffice, sir? Because looking at growing exponentially, we'll need funds, right?

Lalit Panda: Yes, sir. Actually, currently what we are getting from the banks are sufficient as of today or maybe as of next year also, it may be sufficient. But, yes, if we plan to grow more like we want to start offices in USA, in Europe, and maybe we can like we have 2,000, 3,000 TEUs dry boxes, 1,708 ISO boxes, if we want to make it three times, four times than the current volume, then we might require the fundings.

Darshil Jhaveri: Okay, okay. So, not in near future. But if we have some major capex plan, then we can, sir.

Lalit Panda: Yes. If, if we need to expand ourself exponentially, we may require that.

Darshil Jhaveri: Okay, okay. Fair enough. Yes, that's it from my side. All the best, sir. Thank you.

Lalit Panda: Thank you, sir. Thank you.

Moderator: Next question is from the line of Khush Banthia from Nikunj Stock Brokers. Please go ahead.

Khush Banthia: Hi, very good afternoon, sir.

Lalit Panda: Yes, good afternoon.

Khush Banthia: So, maybe in the last call you mentioned that the target for our debt is going to stay to INR200 crores for FY27. So, it has crossed the INR300 crores as of now. And we are only halfway of

this financial year. So, in the second half, are we planning to reduce debt or it's going to stay on the same levels?

Lalit Panda: Look, this debt has increased because we have taken the container The tanks we have, but I have already earlier explained the lease purchase models to you, if you remember. The lease purchase models, we have around 458 ISO tank in lease purchase model and 2,000 containers or 3,000 TEUs in the dry boxes model. So, what happens, the debt you are seeing that 300 plus crores, it includes the ISO tank component, which is, Praveen how much it is for ISO tanks?

Pravin Kundur: It is around INR100 crores for ISO tanks and INR50 crores for container trailer That's around INR50 crores. And the rest of the is for business loans.

Lalit Panda: Yes. So, the figures for the ISO tank container, which is in lease purchase mode and the vehicle loans, it is getting degraded day by day. Means it is getting, means we are paying monthly EMI day by day from the operational cost that already we are, we are getting from the running business.

So, it's, it's technically it's not a debt for us for the ISO tanks and the vehicles. The remaining around INR200 crores, it is still intact and it is used in the working capital.

Khush Banthia: Okay. So, so our long-term borrowings. So, this lease, lease liabilities is shown where in the balance sheet? Can you point it out? In the long-term, short-term or other liabilities?

Pravin Kundur: It's in long-term, sir.

Khush Banthia: So, the whole INR100 crores of long-term borrowings is for the lease liabilities, correct?

Pravin Kundur: Yes, yes, yes, yes.

Khush Banthia: And the short-term borrowings is around INR200 crores. So, it's, it's totally for the working capital.

Pravin Kundur: Yes. Working capital and the short, third maturities of the long-term. Means included both.

Khush Banthia: Okay. So INR100 crores of lease liabilities is for the, for the NVOCC and INR50 crores for the tanks.

Pravin Kundur: Tank, container trailers, container trailers.

Khush Banthia: Container trailers So out of INR300, INR330 crores, INR150 crores is lease liabilities and around INR150 crores is short-term borrowings and not long.

Pravin Kundur: Right, sir. Right, sir.

Khush Banthia: Okay. So, so these short-term borrowings can still go up by INR50 crores, INR60 crores in the second half or it will stay on the same levels?

Pravin Kundur: As of now, there is no plan to expand it till this end of the financial year.

Khush Banthia: Okay. And this lease liabilities can still go up or are we done with that part?

Pravin Kundur: Yes, with the dry container it will go up.

Khush Banthia: Okay, with the dry container lease liability will still go up. Okay. And what is the current utilization rate of our leased assets?

Pravin Kundur: The utilization is 75%.

Khush Banthia: So, okay. And for other projects, other containers?

Pravin Kundur: Both in both in tank as well as in dry including both, utilization 75%.

Khush Banthia: Okay, sir. And…

Lalit Panda: Yes, utilization, sorry, sorry, I just want to complete this. Utilization means the assets that are already in use. And the non-utilized that which is ready to use. So, a utilization ratio which is more than 65% is very healthy, because we need the balance assets to be utilized so that we can continue running the business.

So, 75% is actually very high in our business. So, we aim to keep it like that only and 25% to 30% assets are required to carry out the running business. Without that the business will stop.

Khush Banthia: Yes, yes. That's I get it, sir. Because if you get orders tomorrow for next month and you don't have containers, then you get stuck. So, you have to keep that 25% for margin of safety.

Lalit Panda: Yes, yes. Correct.

Khush Banthia: Okay. I had one more question, but I think I just forgot it. Okay. I will rejoin the queue. Thank you.

Lalit Panda: Okay, thank you.

Moderator: Thank you. Next question is from the line of Abhi Jain from AJ Capital. Please go ahead.

Abhi Jain: Hi, good afternoon.

Lalit Panda: Hi, good afternoon.

Abhi Jain: Sir, my first question is that the amount of capital that you have committed in terms of warrants that gives us a lot of confidence in terms of you know your belief in the business. Obviously, the you know the logistic industry and the freight industry have sort of benefited from the wars that have been going on and from the geopolitical tensions.

But this is starting to normalize now, so I wanted to understand that you have committed a lot of capital this year in the fleet through your own warrant's issuance and even the borrowing and the lease liabilities have gone up. Just want to understand if the growth slows and if the freight rates soften to what they were in January, February of this year, how do you see that affecting your business?

Can we see a certain slowdown in growth? Is there something that you know you are also building in or what are just want to understand the downside of a freight rates normalizing, given that so much capital has gone into the business in the last 6 months?

Lalit Panda: Yes, what happened now? As everybody knows, since February to 28th February, the Gulf war is running on. And before that, the Russia war is still active and some other frictions are going on. So, because of all these issues, what happened now, Gulf is almost paralyzed, means there is only essential goods that is going into Gulf. Other than essential essentials, non-essentials are not moving from almost last 8 months.

Abhi Jain: Okay.

Lalit Panda: Once the war is finished and the routes are normalized, we are expecting huge surge of business to Gulf region and near about countries which have been stalled from last 8 months. So, next one year, once the war is finished, Gulf region is going to be very, very busy in terms of volume which will be very, very difficult to handle for all the shipping lines or freight forwarding companies because of this surge in business.

So, we don't expect any problems, any issues in business relations in those areas for at least next one year. Then then second is like you asked for other things. As we have already mentioned that we have increased our presence globally. We are into Vietnam, into Thailand, Indonesia, Dubai already there and Tanzania. These offices we have strategically planned according to the business what we are running now. Many customers we are doing end-to-end logistics.

And by opening this of these branches, we have started handling ourselves the destination services and the delivery there and also, we are getting new customers, new nominated cargo coming to us. So, this is again going to increase our volume. And most importantly, we have started the dry boxes services. We have taken 3,000 TEUs of containers for the dry boxes, which is just getting started now. It's it started 1 month before, but it takes some time to take off.

So, we are again planning to add another 3,000 TEUs in the coming month, so it will be close to 6,000 TEUs going ahead which we have not accounted also in this growth, what we are seeing in these last 3 months growth. It is these factors are not even accounted. In future, it is going to add on to the growth what we are having right now. So, there is as of BWL, there is no question of slowing down for next coming years.

Abhi Jain: So, sir, what I am able to gather from this comment is that with the things normalizing and with more with Gulf being accessible, the growth that you have been doing, it seems that you are quite optimistic that maybe you might be able to do a better growth in the coming months, in the coming quarters is that what I can take away from this comment?

Lalit Panda: Exactly. The growth is going to sustain and it will be growing again in in future.

Abhi Jain: That's tremendous, sir. Sir, second question is technical and I think even in the last call, last year with the CFO, I had this question, in terms of the lease liabilities and the assets. And again, I am seeing you know, I am not able to make out on the balance sheet this time.

So, you have just explained that INR150 crores of lease liabilities and trailer that has come in, INR50 crores of short-term debt and INR100 crores of lease liabilities for the for the NVOCC. Now, I can see that your fixed assets have gone up by INR70 or INR80 crores in H1. But the balance INR70 crores of assets, the leased assets that should show on the balance sheet, I'm not able to figure out where they are. So, can you, can the CFO help me understand where…

Pravin Kundur: Yes, I will explain, sir. Yes, see leased containers, lease tanks, it has been the accounted in the balance sheet in ROU assets in the asset that is INR70 crores has go gone up, right? And we have booked depreciation against it also. And in the loans column, in long-term borrowings it has been accounted lease liabilities. And for dry containers, we will be accounting in the current quarter.

Abhi Jain: So, advance is given, but you have not received the deliveries, is that it?

Pravin Kundur: Yes, yes. We have not yet. It is we have delivered We have received the container in the month of October. We have started our business in October now. Yes.

Abhi Jain: Okay, okay, fine, sir. Sir, second question, again on the financial side only, can you help me understand the short-term loans and advances that have gone up? Where have these, for what have these gone up? Are these two suppliers just provide some detailed understanding of it?

Pravin Kundur: Yes, yes. It is advance to suppliers only for the freight charges and on the freight charges we have to make some advances to shipping line to book the containers.

Abhi Jain: So, this is about INR70 crores that has gone up this year, is it?

Pravin Kundur: Yes. As well. Its short-term loan advances is just INR33 crores, right, in the books. Gone up by INR23 crores, INR21 crores.

Abhi Jain: Sir, another current asset has also gone up. So, total is about INR70 crores.

Pravin Kundur: Yes, there is a there is a TDS also in that if you see in other current assets and around INR30 crores - INR38 crores is the advance to suppliers.

Abhi Jain: Fine. Second question -- third question was on the volume, so how many TEUs and how many tons of air cargo did you move in H1 compared with H1 last year? Because I think air cargo has shown a phenomenal growth in this H1 and is air freight booked at full freight value or do you only book the commission that you receive as the revenue?

Pravin Kundur: Full freight value, book full freight value and freight value. Air freight in quarter 1 it was 938 tons and it is increased to 100 1200 tons. And in terms of…

Abhi Jain: 938 ton was in Q1?

Pravin Kundur: Q1, right.

Abhi Jain: And Q2 you're saying is 1,200?

Pravin Kundur: 1,200, 1,200.

Abhi Jain: And last year this was this must be abysmally low, right, Q1, negligible last year?

Pravin Kundur: Right sir, right sir.

Abhi Jain: That explains a lot of things. I know that you know the debt and the lease liabilities are looking quite aggravated. But I understand the business. The only worry is that if any advantage that the company has enjoyed because of freight rate increases and things normalizing if the freight rates were to go back to January, February levels.

Can it hurt the company because the growth has been phenomenal, but as Chairman, sir, explained, MD, sir, explained that that will not be the case. So, yes, congratulations and all the best for the future. Thank you.

Lalit Panda: Thank you.

Moderator: Next question is from the line of Khush Banthia from Nikunj Stock Brokers. Please go ahead.

Khush Banthia: Okay. So, my next question is what is the credit period right now?

Pravin Kundur: It's now 90 days, sir.

Khush Banthia: 90 days, and can you share a number like what is if there is any outstanding which has been outstanding for the more than 6 months?

Pravin Kundur: It's only 1% or 1.5% of the total receivables, sir. It's around INR2 crores to INR3 crores. It is which is pending, which we are trying to recover.

Khush Banthia: Okay, and are you planning to bring this number down or we have to give 90 days credit period to our customers?

Pravin Kundur: Usually it is 90 to 120 days. We are just it will it will not come down. It is the average credit period in our industry.

Khush Banthia: Okay. And one more thing I wanted to understand on the business side, so as we are acquiring NVOCC containers on a big scale, so do we expect Indian exports to be increased more on the chemical side for which NVOCC is used mostly?

Lalit Panda: Look, containers we take or anybody takes, it is not only considering Indian market. It is taken considering the international market. So, exports are increasing globally. In fact, India also their export are increasing, including chemicals and oils.

Khush Banthia: Okay. So, chemical export is the first country is a China and China might be having, , not might be, but obviously they would be having their own fleet of containers, and maybe we might not even able to match their prices as well.

Lalit Panda: No, China doesn't have containers, containers are with the shipping lines and NVOCC people, they provide the containers.

Khush Banthia: Okay, okay, sir. Got it. Thank you.

Lalit Panda: Thank you.

Moderator: Thank you. Next question is from the line of Krishnam Saraf from Samriddhi Fincorp. Please go ahead.

Krishnam Saraf: Hi, I just have one question, I think you mentioned it in the opening remarks, but it would be great if you can repeat it, what is the volume growth in the ocean freight and air freight segments if you can mention that year-on-year and Q-o-Q?

Pravin Kundur: Sure, sure. Q-o-Q it's in ocean and NVOCC. In ocean it's 18% and year-on-year it is 148% and in NVOCC Q-o-Q is 21% and year-on-year 113%.

Krishnam Saraf: Okay. And air freight?

Pravin Kundur: Air freight Q-o-Q it is 29% growth and year-on-year it is 381%.

Krishnam Saraf: Okay, okay, got it. Thank you so much.

Pravin Kundur: Thank you.

Moderator: Thank you. Next question is from the line of Aditya, an Individual Investor. Please go ahead. As there is no response, we will move to the next question, which is from the line of Abhi Jain from AJ Capital. Please go ahead.

Abhi Jain: Just one suggestion to the management, could you show the you know, leased assets as a separate line item as right to use assets, because I think as per in Ind-AS that is the correct

representation, because when you show it as Ind-AS asset, it doesn't it doesn't we are not able to make out. So, if you can show it as a separate line item as right to use assets.

Pravin Kundur: Yes sir, we will surely, we will show it in next financials, okay? And next thing is we are not obliged for the, yes, thank you. Next thing is that we are not obliged to in this Ind-AS.

Abhi Jain: No, no, I know, I know, that's why I gave the suggestion that as a best practice, if you start showing, because the company is already doing so much as for Ind-AS, your quarterly reports will just to make it look more robust, you know.

Pravin Kundur: Yes, thank you for suggestion, sir, we will show it, sir, in next financial, thank you. Yes. Okay.

Moderator: Next question is from the line of Khush Banthia from Nikunj Stock Brokers Limited. Please go ahead.

Khush Banthia: Sir, I also wanted to understand one more thing, so right now, because of the war the cost has gone up for transportation and for the logistics, so are we getting benefit out of that? Have our realizations gone up, because our volume growth has been around 24%, 25% or 29% the number you shared in previous questions, so the growth is coming from the increasing prices or is it only about the volumes?

Lalit Panda: What happens now, as you mentioned, you are right that the cost has gone up or the rather the logistics cost has gone up in the Gulf region, but what happened now, because of the rise in the logistics cost, the cargo volume has dropped significantly, like suppose there is a monthly TEU of 1 lakh containers going to Gulf every month before the war.

Now it is around 15,000 going every month during the war. So, there is a huge gap between the logistics, exports to Gulf right now. So, if we take out the war or after the war is finished, again it will be slowly coming back to the normal level of 1 lakh or may be more.

So, there is no direct benefit from that, the logistics cost has increased, but the volume has significantly gone down for the war region. So, it is not giving any benefit to us or to anybody else.

Khush Banthia: Okay, so we are not going to see any significant growth may be due to the end of the war once the war ends. So that benefit we are not going to see in future?

Lalit Panda: No, look...

Khush Banthia: Even prices will come down and the volume will go up.

Lalit Panda: Exactly. The volumes will go up and the numbers will remain intact. Anybody increasing the business, so, like we are increasing the business and volumes month wise, they will see the rise in business, not because of the war or without the war.

Khush Banthia: Okay. And, one more question sir, I have. The only reason to ask this, I wanted to understand the business and I am not raising any questions on the management or anyone. I just, I am not able to understand that why other logistic companies are not being able to even replicate what you guys are doing. Because the growth has been phenomenal. So, what moat or could there be something which you are doing differently?

Lalit Panda: Look our management is always on the road. We are working directly, we are visiting offices, we are visiting customer We have, as I told you, 25 years of experience. So, we are accounting everything now. Whatever experience we have, whatever the market capture we have, we are expanding it.

Because of the hard work, dedication and the quality team what we are having and the right way development that we are doing, like we started NVOCC, we increased the vehicle numbers, we increased the strategic locations. Because of all the well planned and well executed things only we are seeing the growth.

Khush Banthia: And is it really tough to replicate these things, like to acquire the NVOCC containers, the financing and all those things?

Lalit Panda: Look, getting containers and running is two different things. Like we can we can buy trailers, people can buy trailers, but to run it on a day-to-day basis is not that easy. So, many people buy trailers, many people get into NVOCC, but they are not somebody-- not able to run them, they are they are unable to grow or they are unable to sustain also.

In our case, like we started NVOCC last year, we started with ISO tank container We have been performing very well. We have been growing in that industry from last 1.5 years Now we started dry boxes and we have started very well. Our movements have gone very well for last 1 month and we are expecting it to increase every month.

So, buying assets is a thing and running assets to a proper utilization is a second thing. So, we have been able to do the both things in terms. That is why you are seeing us growing.

Khush Banthia: Okay. Got it. Thanks.

Moderator: As there are no further questions from the participants, I now hand the conference over to Mr. Lalit Panda for closing comments.

Lalit Panda: Thank you all for joining us on today's earning call. We hope we have been able to address your questions and provide clarity on our operational and financial performance. Should you have any further queries or wish to know more about Blue Water Logistics, please feel free to reach out to our investor relationship partners at X-B4 Advisory. We appreciate your continued interest and support. Thank you once again and take care.

Moderator: Thank you. Ladies and gentlemen, on behalf of Blue Water Logistics Limited, that concludes this conference. Thank you for joining us and you may now disconnect your lines.