

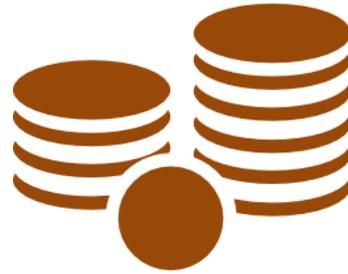
NAVIGATING TOMORROW

**Earnings Presentation
FY 2018-19**



1958

Year of Establishment



\$650 Mn

Group Revenue



2.5%

Moving India's GDP



6,000+

Employee Strength



1,400+

IT Enabled Own Offices



12,000

Trucks in Operations

SBU's and Services



FTL/FCL, LTL & Over-dimensional cargo services through Road, Rail & Sea.



A Single-window 3PL service provider takes care Conceptualization to Implementation



Leading player in Coastal Shipping, NVOCC & Project Cargo

TCI's Joint Venture/Subsidiaries



JV with CONCOR (49%) to provide end to end multi modal solutions.



JV with Mitsui & Co (51%) for Auto supply chain solutions for Toyota and other Japanese auto companies in India



100% Subsidiary ,offers temperature control Warehousing, Primary & secondary distribution requirements for varied industries from QSR to Retail to Pharma.



100% Subsidiary , undertakes End-to-end transportation and C&F services and country specific Logistics solutions



100% Subsidiary End-to-end transportation and C&F services and country specific Logistics solutions

Other Group Companies



Demerged in 2016 , undertakes time sensitive and high value express services by road & air across 40,000 pickup and delivery locations.



Demerged in 2011 , undertakes development of the properties of TCI group It also develops large scale Warehouses, Logistics Parks etc

Name

Designation

Mr. S M Datta (1)

Chairman (Non-executive independent director)

Mr. D P Agarwal (2)

Vice Chairman & Managing Director

Mr. Vineet Agarwal

Managing Director

Mr. S N Agarwal

Non-executive director

Mr. O S Reddy (1)

Non-executive independent director

Mr. K S Mehta

Non-executive independent director

Mr. Ashish Bharat Ram

Non-executive independent director

Mr. Vijay Sankar

Non-executive independent director

Mr. S Madhvan (3)

Non-executive independent director

Mrs. Geeta Nayar(4).

Non-executive independent director

Mrs. Urmila Agarwal

Non-executive director

Mr. M P Sarawagi (1)

Non-executive director

Mr. Chander Agarwal

Non-executive director

1.Completed maximum permissible tenure as director, resigned w.e.f 31st Mar 19

2.Taken over as chairman w.e.f 01st April 19

3.Joined as additional director w.e.f 12th Feb 19

4.Joined as additional director w.e.f 24th May 19



Corporate Social Responsibility

TCI would be taking CSR initiatives through **TCI Foundation, TCI Institute of Logistics & TCI Charities** under below activities:



TCI Policies

Company establishes the policies and procedures to ensure full compliances as applicable and to protect interests of all stakeholder. Important policies are: **HSE Policy , Code of Conduct , Sexual Harassment Policy , CSR Policy , Risk Management Policy and Whistle Blower Pol Policy.** Company also falls under top 500 listed entities and there it also implemented certain additional policies on **Dividend Distribution , Material Subsidiaries , Disclosure of Material Information , Preservation of Documents and Records , Nomination and Remuneration..**



Thought Leadership & Recognition

Joint Study Reports: A Joint Study Report by TCI & Insurance Institute of India 2017-18, 3rd Joint Study Report by TCI & IIM 2014-15, 2nd Sustainability Report 2010-14.

Awards & Recognition 2018: Marketing Excellence in Logistics & Supply Chain, Diversified Logistics Company of The Year, Cold Chain Rising Star of the Year etc.

In-house Publication: Logistic Focus, Enroute ,



Listing, Rating & Certifications

TCI is listed in two stock exchange i.e. NSE & BSE whereas having Rating & Certifications form the following: ISO 9001:2008 , **CRISIL: AA-/stable for long term , ICRA: A1+ short term , IATA Certificate**



Domestic Logistics Market Size

				# 	
Entry Barrier	Low	High	High	High	High
Industry Structure	Fragmented	Organized	Organized	Organized	Organized
Estimated Market Size (Bn USD)	~ 100	~ 10	~ 16	~ 6	~ 1
Estimated CAGR	~10%	~10%	~12%	~18%	~10%
EBDITA Margins %	2-4%	8-11%	16-18%	5-15%	25-35%
RoCE %	10-12%	15-16%	13-15%	25-30%	20-22%
TCI's presence	TCI Freight Division	TCI Freight Division	TCI CONCOR (Subsidiary)	TCI SCS and Transystem (JV)	TCI Seaways

Incl. WH & value added services

Logistics Key Growth Drivers

Economic Growth

- Stable growth in GDP
- Increase in consumption trends
- Urbanization: Emergence of demand centers

Regulatory Reforms (GST, Eway Bill)

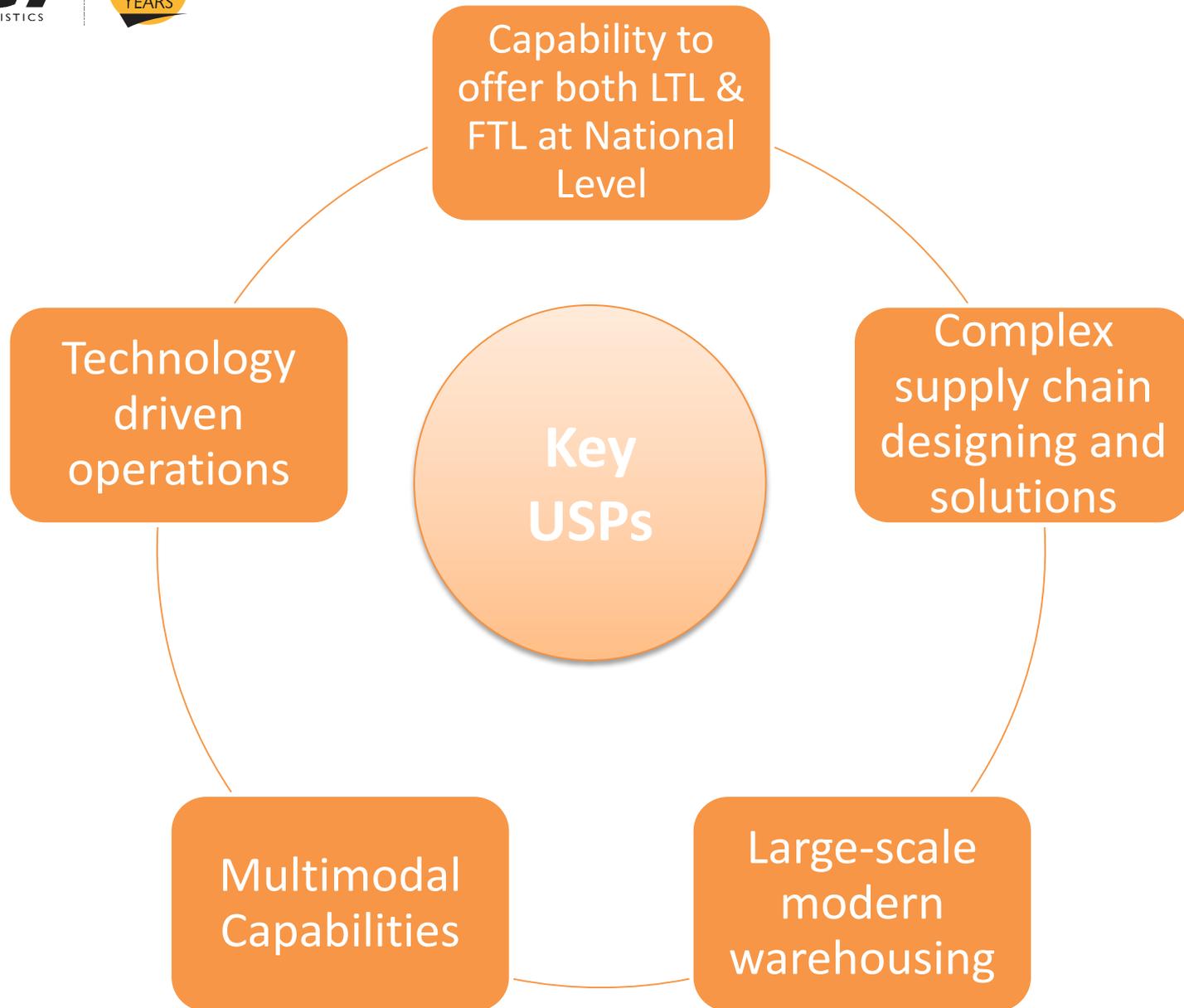
- Brings transparency
- Level playing field for organized players
- Consolidation and cost optimization

Infrastructure Development

- More public spending viz. Bharat Mala, Sagar Mala, DFC , Highways and Port facilities
- Ease of doing multimodal transportation

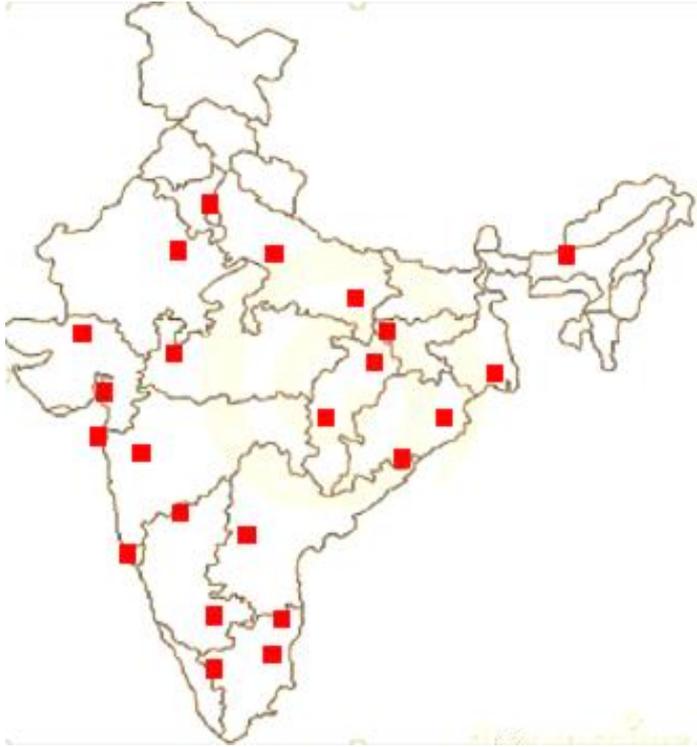
Emergence of 3PL

- Scope for cost optimization
- Increased outsourcing due to customized needs
- Rapid increase in technology adoption



Largest player having both LTL and FTL capabilities at National Level

Hub Centers



Presence across India with IT enabled 25 Hub centers and 700+ Branch network



Centralized Vehicle tracking through GEO Fencing System, and customer service by quick response team.



On demand use of Foldable large container (FLC) to safeguard goods



Mobile App controlled loading, unloading and dispatch of goods

KEY DIFFERENTIATOR



SINGLE WINDOW LTL & FTL



TRACKING & TRACING



KEY ACCOUNT MANAGEMENT

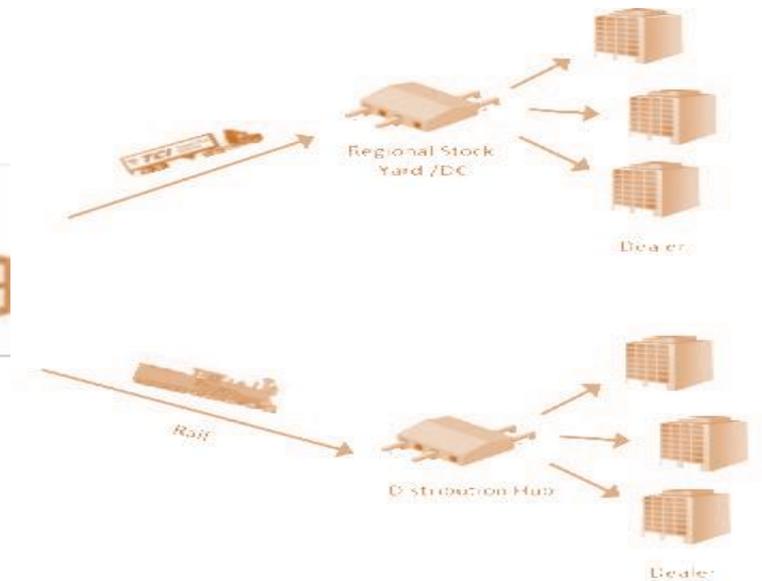
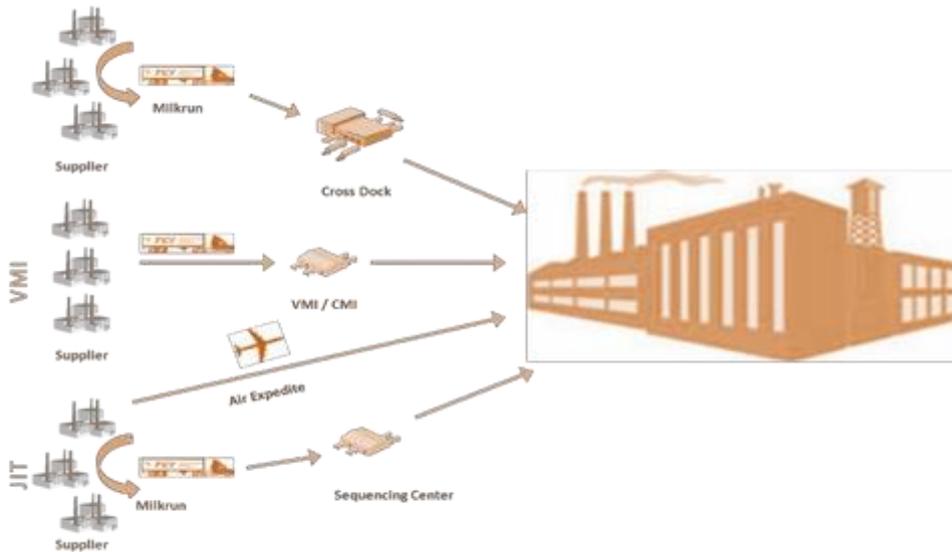
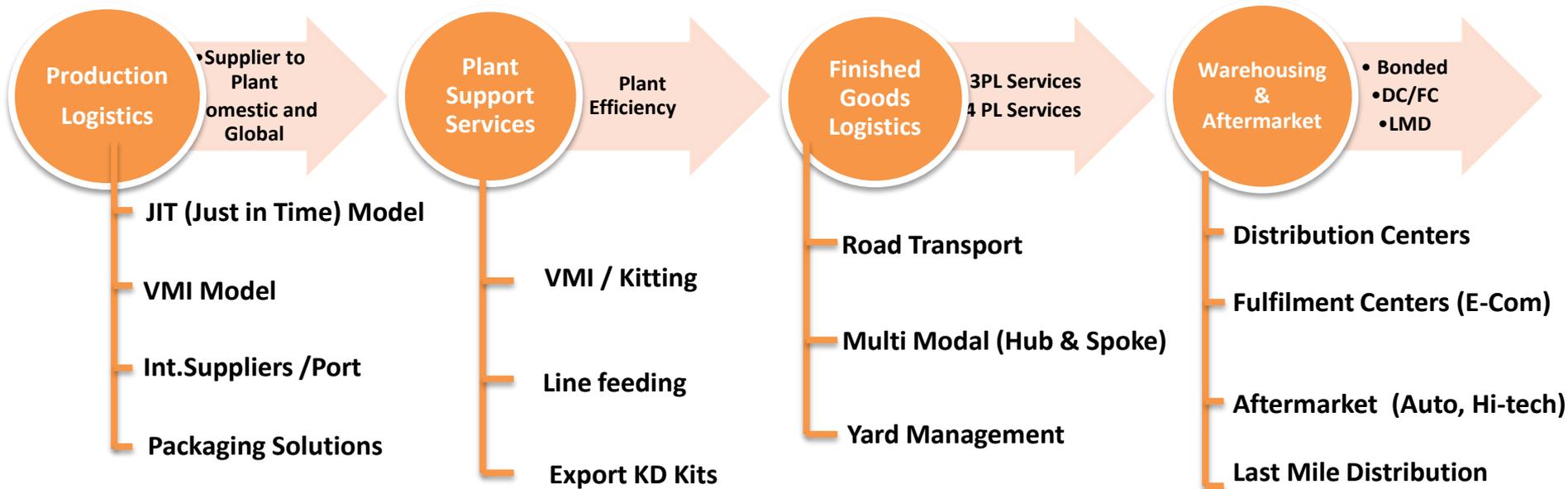


MIS & ANALYTICS



DEDICATED SKILLED WORK FORCE

Complex Supply Chain Design & Execution



Large-scale Modern Warehousing

Auto

Retail & CP

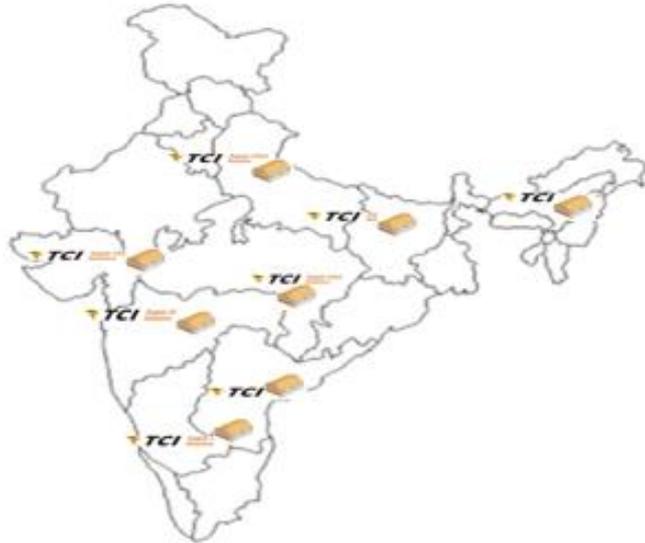
Hi-tech

Chemicals

Healthcare

Cold Chain

TCI covers 12 million sq feet of warehousing space – owned/ long leased/ customer owned

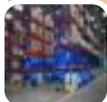


Warehousing

Cross dock operations



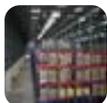
TCI Warehousing operations



Infrastructure of Racking , Pigeon Holes, Cage Bins, Mezzanine Floor , Dock-Levelers , Forklifts and Stackers



IT systems from WMS , Hand Held Scanners and EDI (Electronic Data Interchange) Capability



Well documented and Refined processes for Receipt , Put away , Picking, Documentation and Shipping

Multimodal Transportation

Efficient use of various transportation-mode for seamless movement

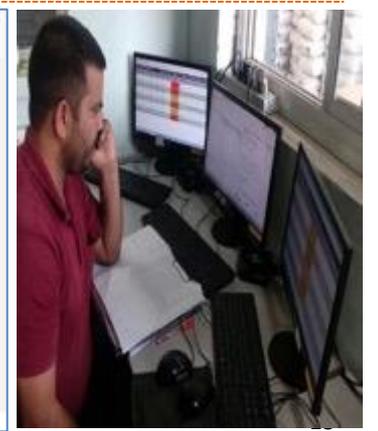
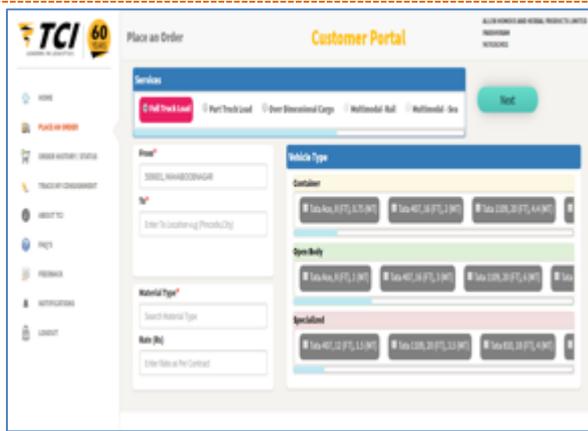
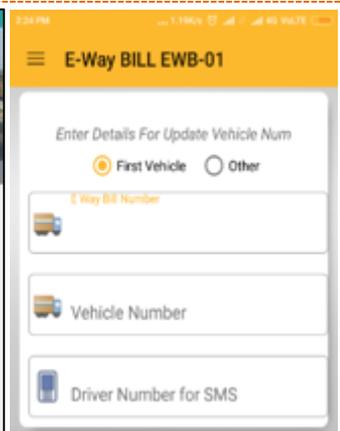


Integration of EWB and all Transport modes



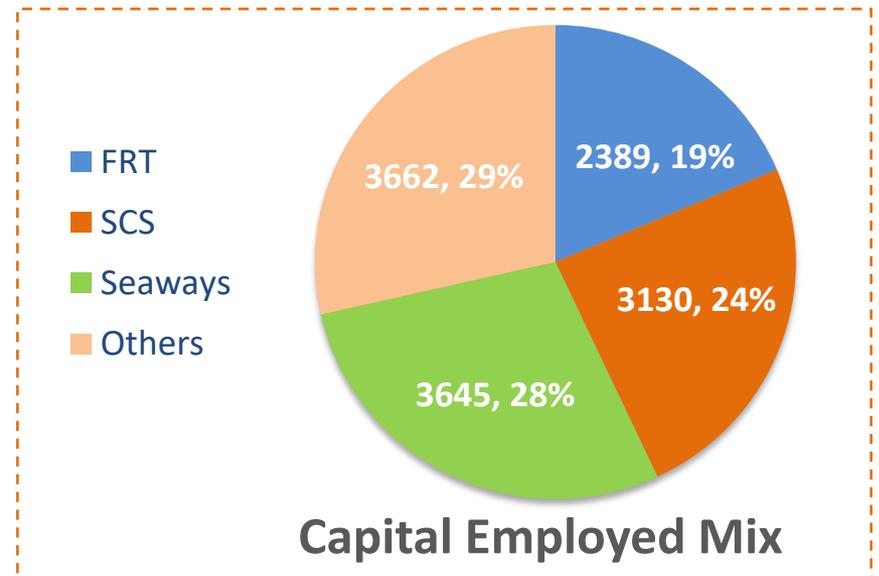
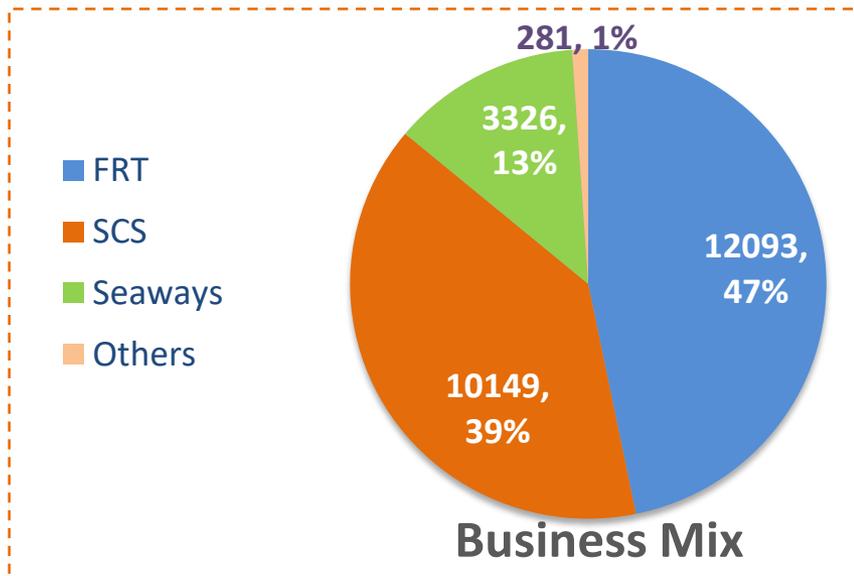
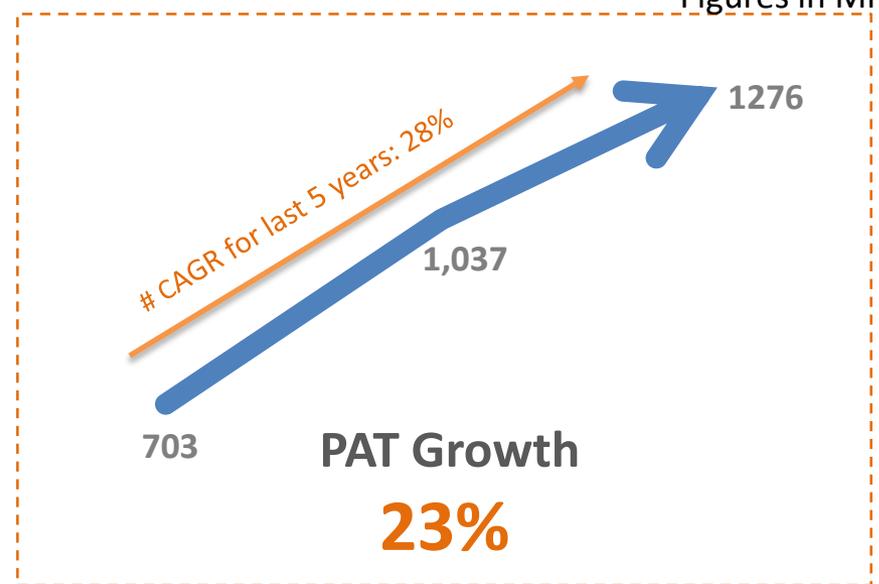
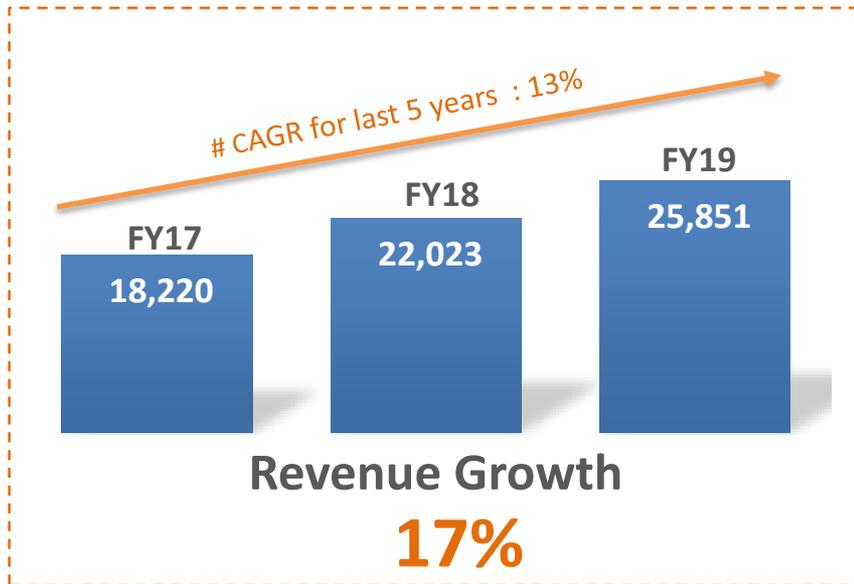
	Vendors/Suppliers
	Movement by Road
	Movement by Rail
	Movement by Sea
	Factory/Delivery

Technology Driven operations



FY2018-19 Standalone Highlights

Figures in Mn.



Key Operational Highlights



3,500 (120)

Trucks & Trailers in operation (owned)



700

IT Enabled Owned Offices

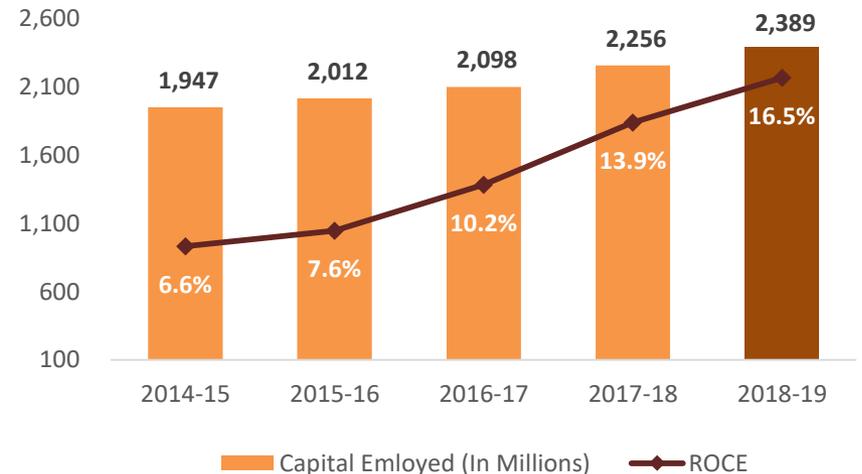
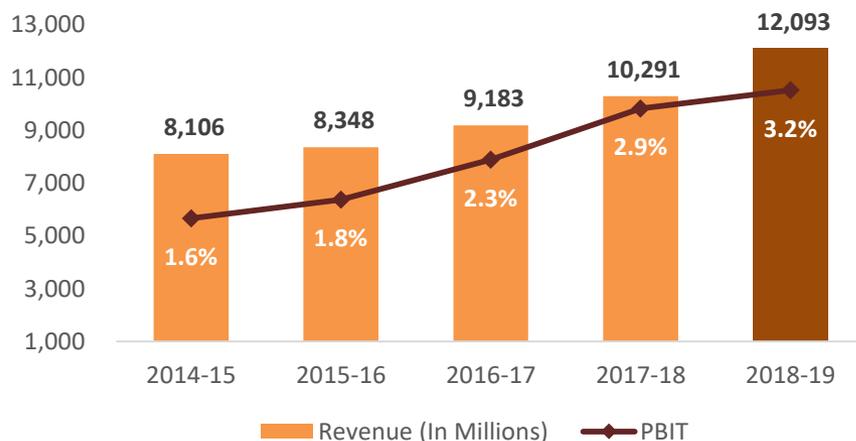


25

Strategic Hubs

- Registered growth amid increase in both volume and price
- PBIT margins stood at 3.2% for the year and grew by 25.0% despite floods, truckers strike & fuel increases
- Improvement to continue with focus on large client and key account management with value added services and LTL (less than truck load)
- ROCE has been continue to be in improving trend at 16.5% with better cash flow management and margins

Financial Performance at glance



Key Operational Highlights



12 Mn. Sqft.

Warehousing Area Managed



4,000 (1350)

Fleet in operations (Owned)

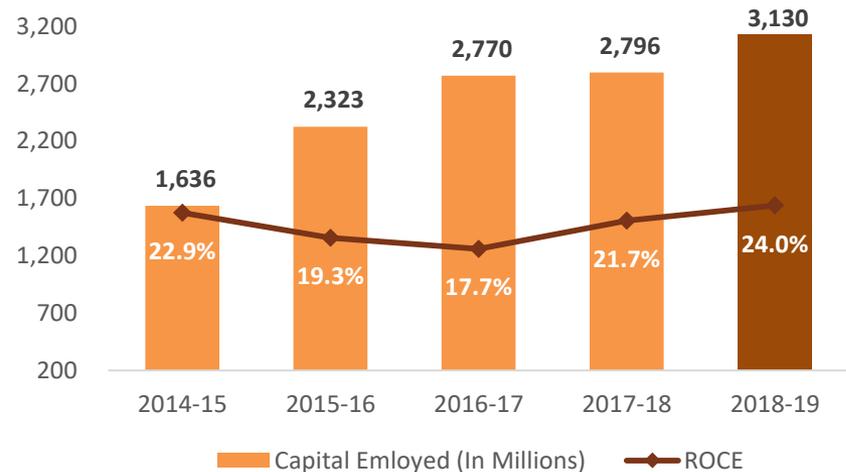
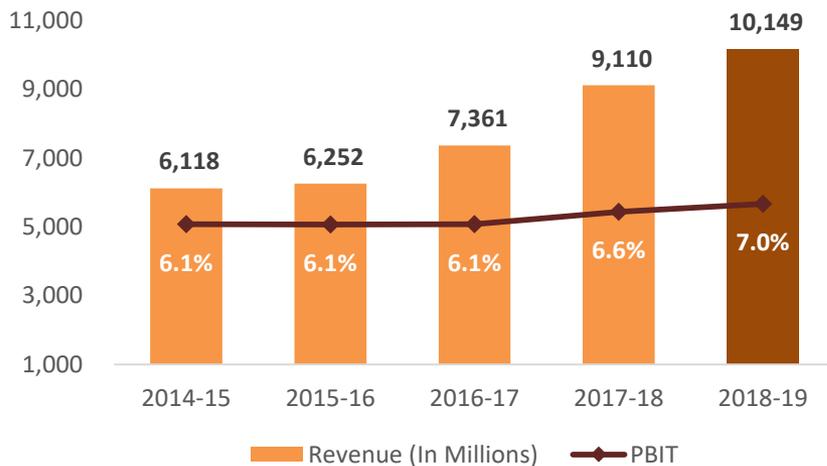


5,000+

IBL Pickup per day

- Revenue grew by 11.4% with better growth in non-auto segment.
- EBIT margins stood at 7.0% and grew by ~ 17.3% with better operations management.
- ROCE has been up at ~ 24.0% with better working capital management amid tightness in liquidity during the year.
- The division to capitalise on strong customer pipeline

Financial Performance at glance



Key Operational Highlights



6

Cargo Ships



5,600

Own Containers

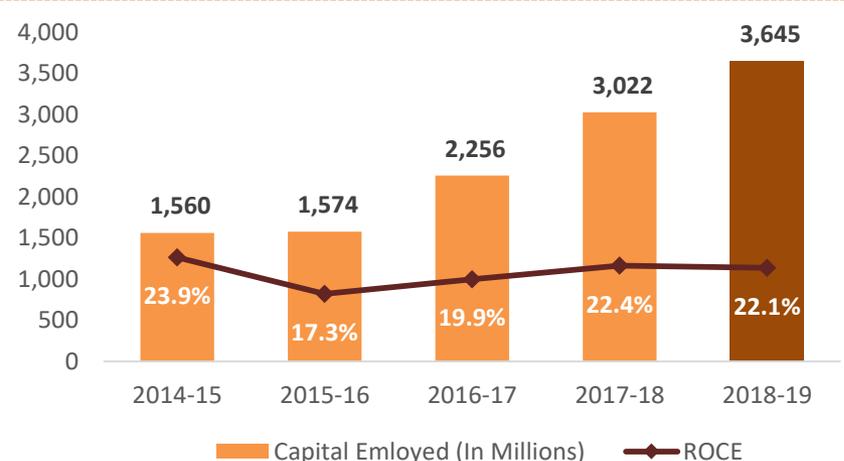
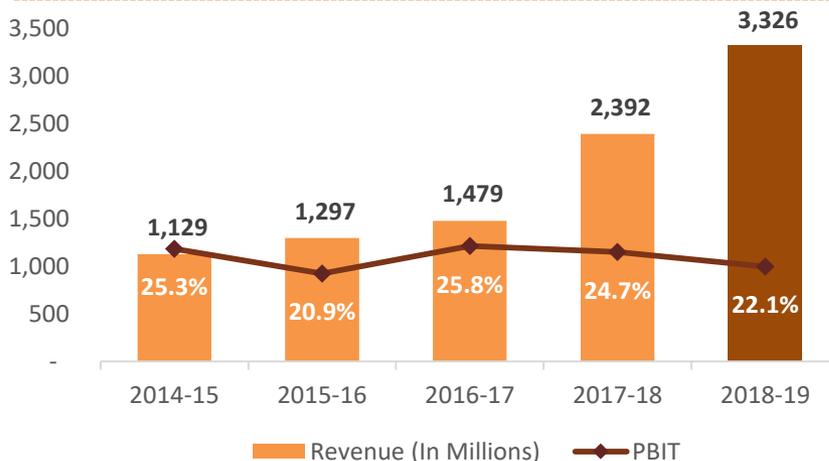


63,380

Total DWT Capacity

- Revenue grew by ~ 39.0% Y-t-Y basis amid volume impact from Kerala flood crises during the year.
- Rapid increase in fuel price , lower volumes and deployment of new ship in Q2 lead to some impact on margins
- Strong positioning at East coast to leverage opportunities out of increased infrastructural activities in Andamans and neighboring islands
- To acquire a ship by Q-4 End FY20 to ensure continuity of round trips at existing routes and cover up some new routes

Financial Performance at glance





Figures in Mn

FY19 (FY18 Annual)



Revenue

1894 (1687)

5301(4690)



Y-o-Y Growth

12% (23%)

13% (15%)



Capital Employed

236 (253)

2096 (1796)



Key Operational Highlights

- Operates on asset-light model
- Building upon its capabilities in Chemical Logistics and multimodal integrated logistics solutions

- Focused on auto logistics

Division-wise Stand-alone Financial Performance

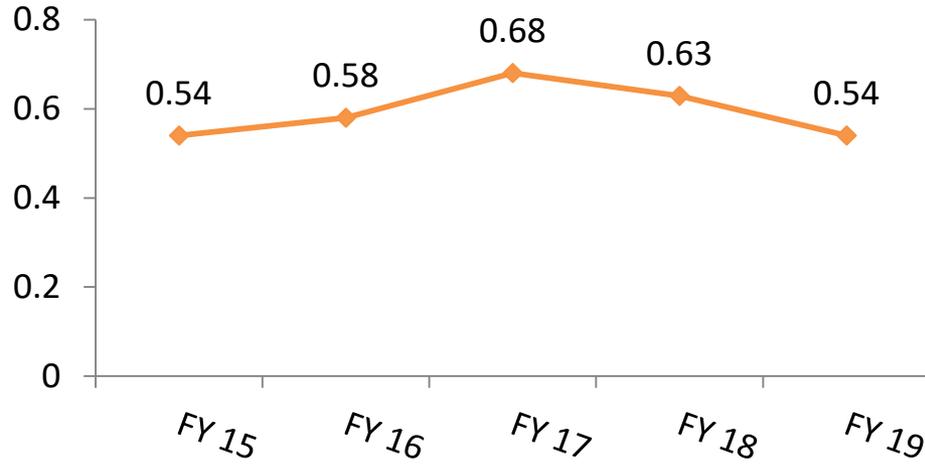
Figures in Mn.

	 TCI Freight	 TCI Supply Chain Solutions	 TCI Seaways	 TCI # Corp. & Others	Total (2018-19)	Total (2017-18)
Revenue	12072.6	10149.5	3325.8	283.1	25851.4	22022.7
% Growth	17.5%	11.4%	39.0%	NA	17.0%	20.9%
EBIDTA	465.5	1060.0	1036.7	148.3	2710.5	2337.3
% of Revenue	3.8%	10.4%	31.2%	NA	10.5%	10.6%
EBIT	383.5	710.2	735.0	129.8	1958.6	1664.0
% Growth over LY	25.0%	17.3%	24.0%	NA	17.7%	43.2%
Capital Employed	2388.7	3129.6	3645.1	3662.2	12825.6	11409.5
ROCE %	16.5%	24.0%	22.1%	N.A	16.2%	15.4%

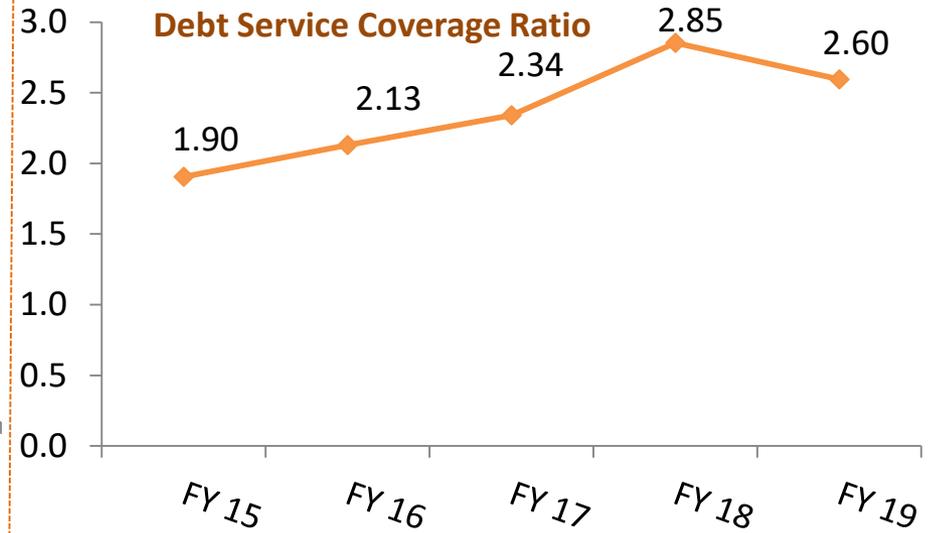
Corp. & Others consist of unallocated assets, investments and energy division.

Financial Performance

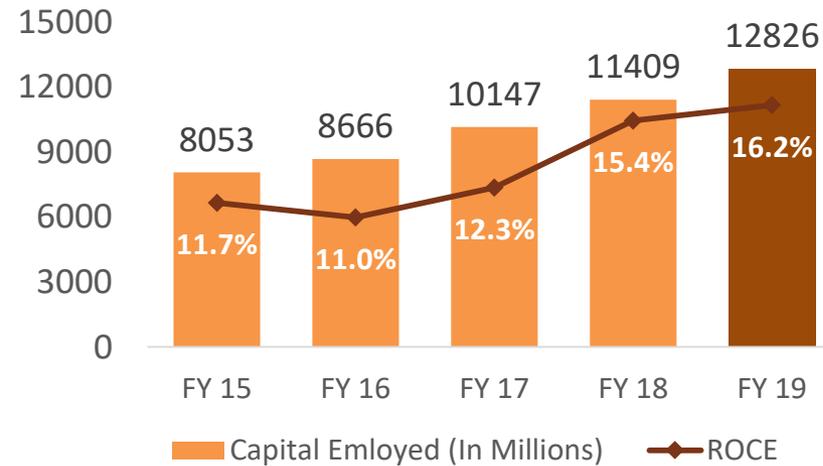
Debt – Equity Ratio



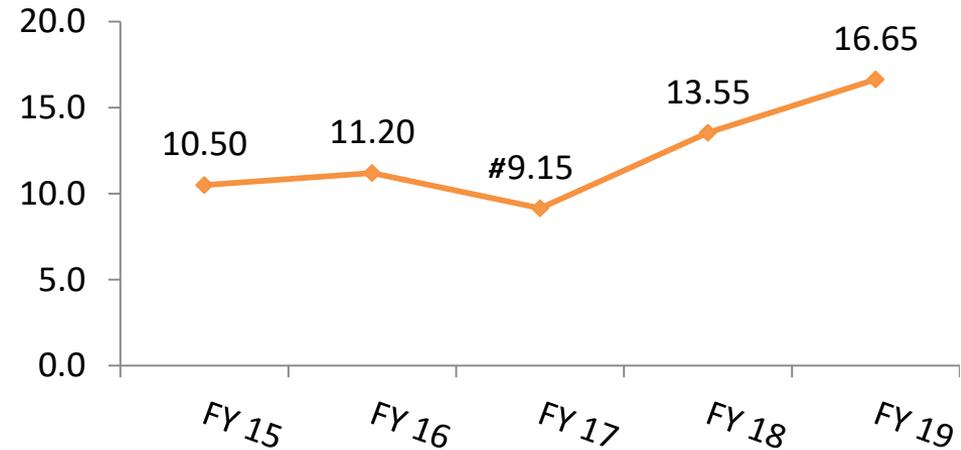
Debt Service Coverage Ratio



Return on Capital Employed (ROCE)

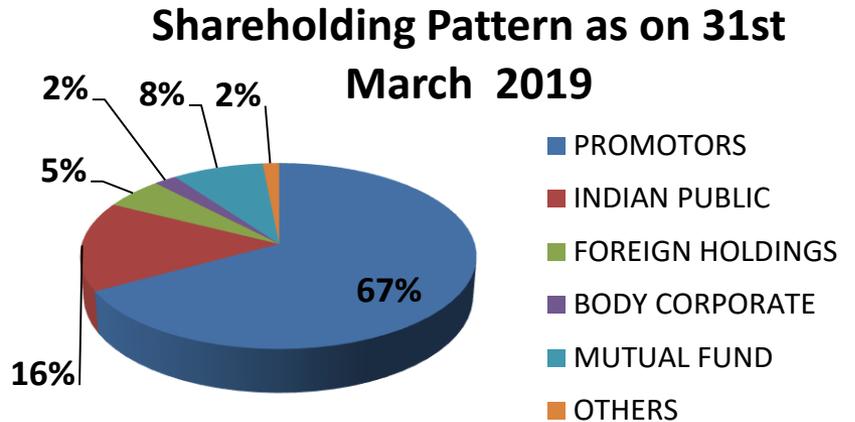


Earnings per Share (in Rs)

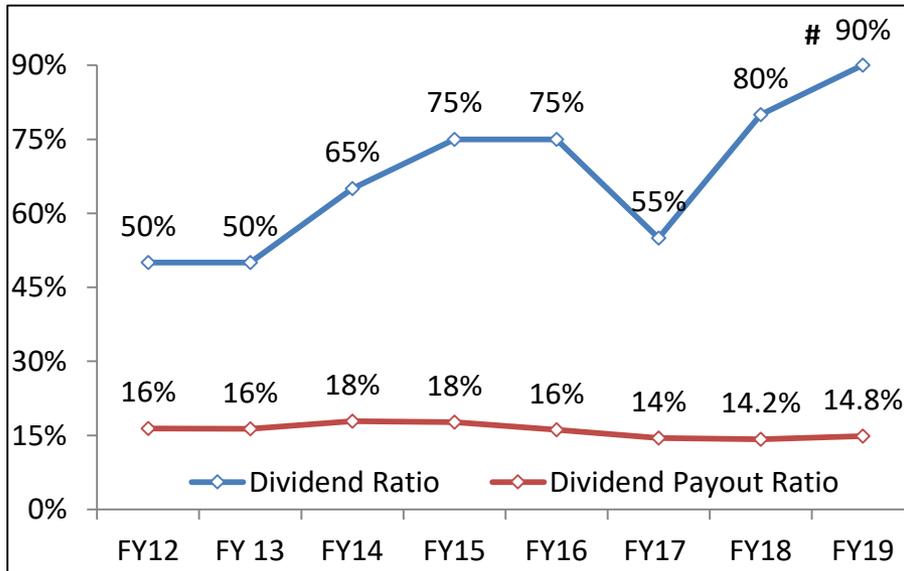


Ratings AA- (CRISIL –Bankline Credit) , A1+ (ICRA-Commercial Paper), Average interest cost is below 8.5%
XPS Undertaking was demerged w.e.f FY16 end

Market Cap	Rs Mn.	24896.0
Debt	Rs Mn.	4461.6
Enterprise Value	Rs Mn.	29276.8
P/E	Nos	19.5
EV/EBITDA	Nos	10.8
52 Week High	Rs/share	346.8
52 Week Low	Rs/share	231.2



Consistent Dividend track trend



two trenches of Interim dividend @50% , no final dividend

Stock Performance

2001	Initial Investment	18000/- invested in 1000 Equity shares
2006	Share Split	Share Split 5 share of 2/- each for 1 share of 10/-
2011	Demerger of Real Estate Div	Swap ratio one share in TCI developers for 20 shares in TCI
2016	Demerger of XPS Div	Swap Ratio one share in TCI Express for 2 shares in TCI

Dividend Rs 89075 and Market Value of Investment Rs. 36,67,288 gave **37% CAGR return by March'2019.**

Figures in Mn.

Income Statement

Particulars (Rs in Cr.)	2017-18	2018-19
Freight	19792.3	23298.7
Other Sales & Services	2012.8	2284.3
Other Income	217.6	268.5
Total Income	22022.7	25851.4
Revenue growth %	20.9%	17.4%
Operating expenses	17489.5	20693.8
Other expenses	2196.0	2447.1
Total Expenses	19685.4	23140.9
EBITDA	2337.2	2710.5
EBITDA Margin %	10.6%	10.5%
Interest Expense	308.4	355.8
Depreciation	673.3	751.9
Exceptional Item	40.0	0.0
PBT	1315.5	1602.8
PBT Margin %	6.0%	6.2%
Taxes	278.2	326.4
PAT	1037.3	1276.4
PAT Margin %	4.7%	4.9%

Financial Results

Balance Sheet

Particulars (Rs in Cr.)	2017-18	2018-19
1. Non current Assets		
Property, plant and equipment	6230.1	7050.2
Capital work-in-progress	563.2	40.2
Intangible assets	5.7	5.0
Investments	312.9	938.2
Long term loans and advances	135.8	59.4
Other non current assets	313.6	667.2
2. Current Assets		
Inventories	33.1	53.2
Trade Receivables	3896.7	4765.8
Cash & cash equivalents	129.6	121.6
Loans and advances	125.5	224.2
Other current assets	1029.4	1270.1
TOTAL	12775.6	15195.1
1. Shareholders Funds		
Share Capital	153.2	153.3
Reserves & Surplus	6616.2	8216.3
3. Non Current Liabilities		
Long term Borrowings	1514.4	1804.8
Deferred tax Liabilities (net)	442.7	390.3
Other long term liabilities	18.0	19.6
4. Current Liabilities		
Short term borrowings	2286.2	2148.8
Trade payables	570.7	649.2
Other current liabilities	1119.4	1748.3
Short term provisions	54.8	64.5
TOTAL	12775.6	15195.1

Capital Expenditure Plan FY19

Figures in Mn.

	Total Actual (FY 2006-07 to 2016-17)	2017-18 Actual	2018-19 Actual	2019-20 Proposed
Hub Centers & Small warehouses	3573.0	316.2	463.2	730.0
Ships	2060.4	441.5	199.1	782.0
Containers	148.8	145.6	381.7	506.0
Trucks & other vehicles	3318.3	378.3	417.1	675.0
Others (W/H Equip, Wind Energy, IT etc.)	1051.2	52.0	54.3	55.0
Total	10151.7	1333.6	1515.3	2750.0

Funding Pattern:

	Debt	Equity	Free Cash Flows	Total
Estimated (FY20)	1800	0	950	2750
Actual (FY19)	964	0	551	1515



THANK YOU

Cautionary Statement

Statements in this “Presentation” describing the Company’s objectives, estimates, expectations or predictions may be “forward looking statements” within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the Company’s operations include global and Indian demand supply conditions, cyclical demand and pricing in the Company’s principal markets, changes in Government regulations, tax regimes, economic developments within India and other factors. The Company assumes no responsibility to publicly amend, modify or revise any forward looking statement, on the basis of any subsequent development, information or events, or otherwise.