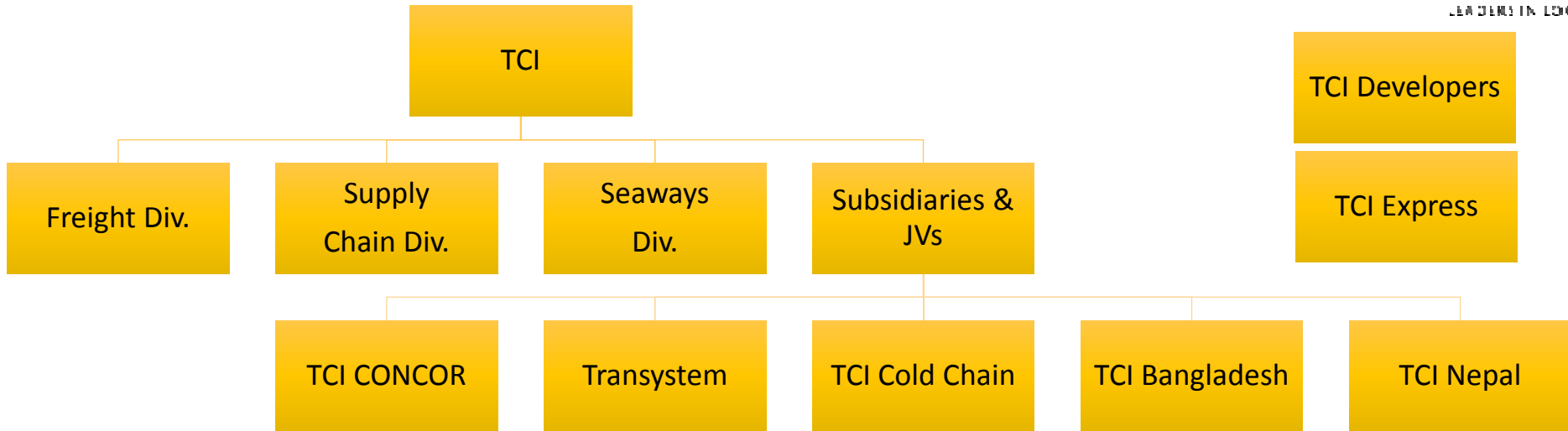




Everything **Logistics**

Earnings Presentation Q4 FY22

Group Overview



<p>6+ Decades of Experience</p>	<p>\$600+ Mn Revenue</p>	<p>2.5% Moving India's GDP by Value</p>	<p>7000+ Employees Strength</p>	<p>1,500+ IT Enabled Own Offices</p>	<p>12,000+ Trucks in Operations</p>
<p>650+ ISO Containers</p>	<p>150 Reefer Vehicles + 13,000+ Cold Pallets positions</p>	<p>8,000+ GP Containers</p>	<p>06 Coastal Ships</p>	<p>13 (Mn sq. ft.) Warehouse Space</p>	<p>500 (Mn Km) Delivered Distance (per year)</p>

Logistics industry Growth drivers



Consumer Driven

- ◆ Increasing trends in online shopping & digital transactions
- ◆ High Degree of Urbanization



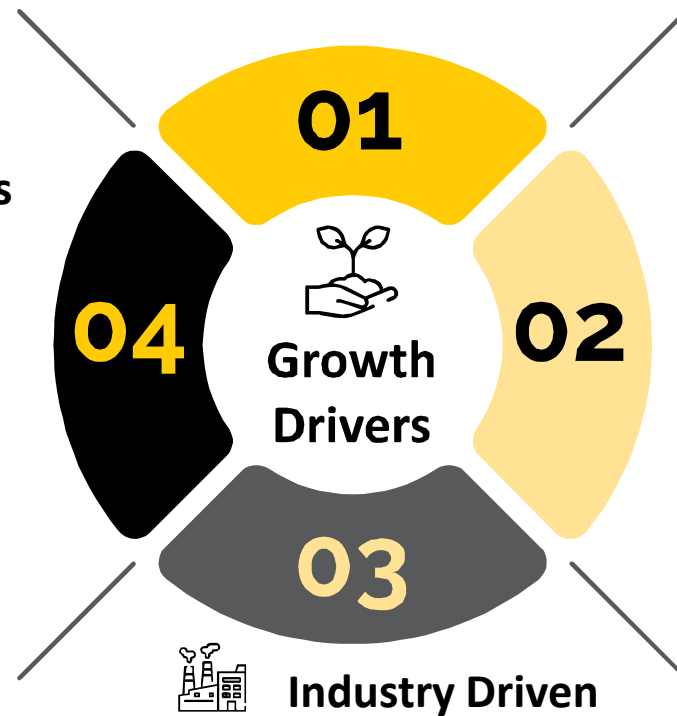
Regulatory & Government Initiatives

- ◆ Infrastructure push PM Gati Shakti ,BharatMala, SagarMala, MMLP, DFC
- ◆ Boost to domestic supply chain, PLI, Atmanirbhar Bharat
- ◆ GST,E-way bill and E-invoicing driven governance push and formalization



Customer Driven

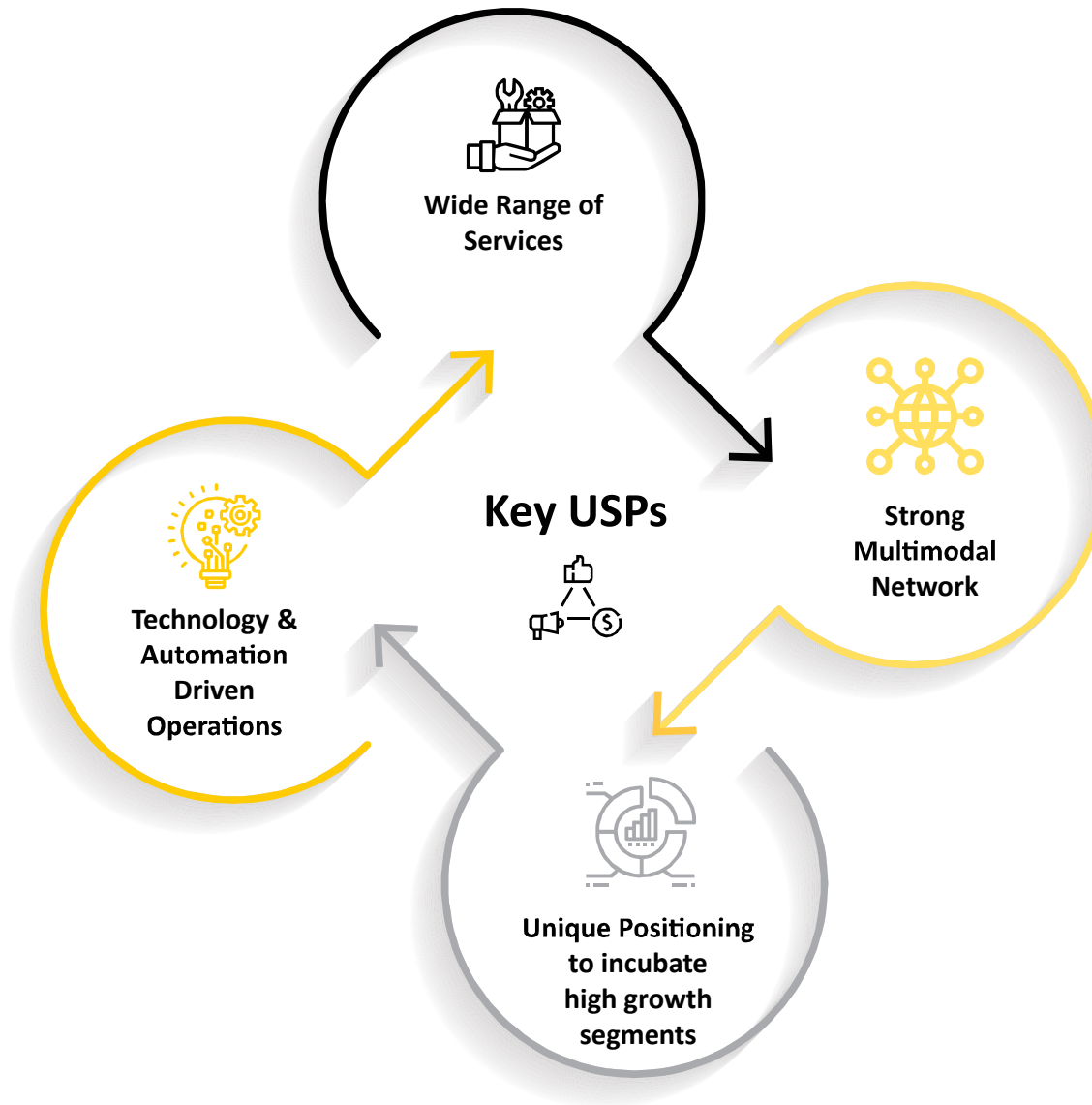
- ◆ Focus on core area of business: increased outsourcing
- ◆ Rapid pace of technology adoption and automation
- ◆ Demand for warehousing & value added services
- ◆ Stretched supply chains leading to dynamic requirements



Industry Driven

- Logistics industry at USD 250B & very fragmented
- Push towards Rail Multimodal
- ◆ National Logistics Policy giving positive direction

Company Strategy : **Everything Logistics**

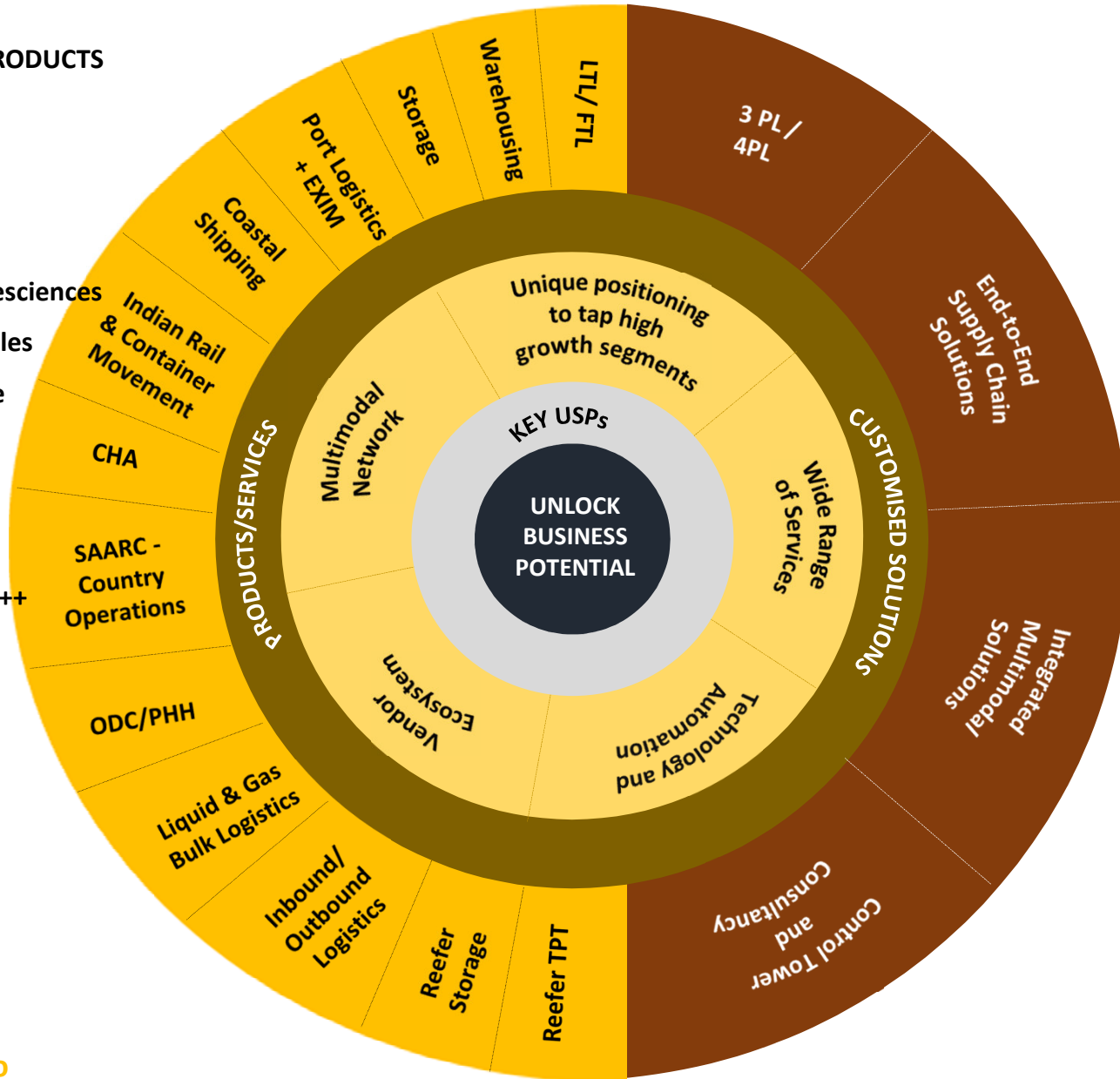


Wide Range of Customized Services



VERTICALS SERVED/ PRODUCTS

- Automobiles
- Retail and CP
- Hi-tech (ICE)
- Healthcare and Lifesciences
- Energy & Renewables
- Aviation & Defence
- E-Commerce
- Chemicals
- Iron and Steel
- Food Grains/ Agri. ++



BENEFITS FOR CUSTOMERS

- Single Window Solution
- Operational Cost Efficiencies
- Trusted Delivery & Fulfillment
- Economies of Scale

HORIZONTAL SERVICES

- Cold Chain
- SARRC+ CHA

Multimodal Network & International/EXIM



Rail

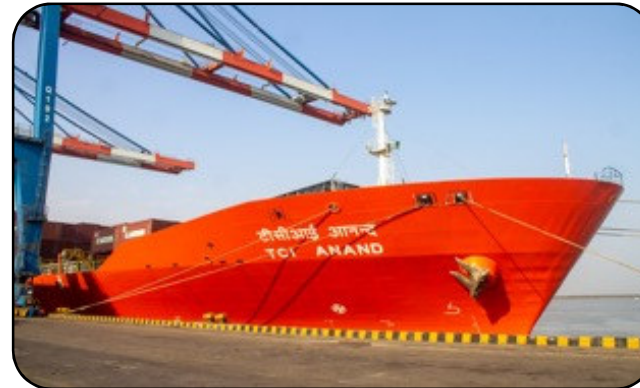


Own Trains : 3 AFTO (Trains)

- High End CBU Logistics
- End-to-End container movement
- Cross Border movement

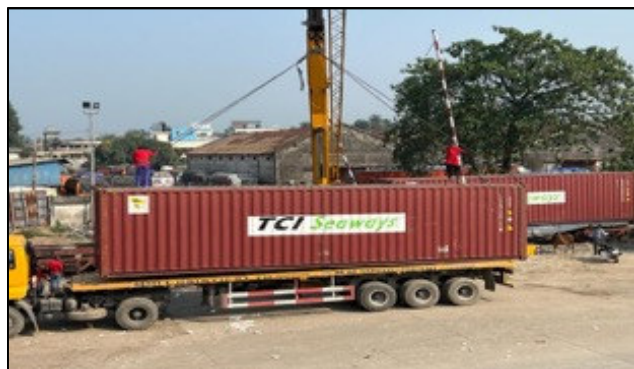
Full rake movements
1351 (FY22)
1372 (FY21)

Coastal



Ship Deployed :6
DWT : 79,000
GP containers : 8000+

Containers management



- Intl/Exim
- Baffle/ISO
- Marine

TEUs handled:
143,000 (FY22)
123,000 (FY21)

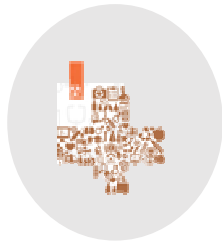
Yards & Terminals



No. of Yards & Terminals managed

Yards : 55
Terminals:60

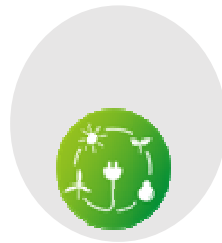
Unique Positioning to incubate High Growth Segments



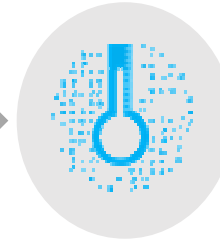
Chemical + Pharma



Agri. ++ Value Chain



Renewables



Cold Chain



SAARC

WHY are these high growth segments?

1. Supply chain disruption in China & Europe
2. Chemicals flow into Pharma through APIs.
3. India is preferred manufacturing destinations for chemicals (all MNCs are present here).
4. Maturing SCs

1. 16% of GDP in farm & food sector
2. Consumption linked sector with shorter cycles

1. Global Renewable energy market projected to reach **\$1,977.6 billion** by 2030
2. Boom in "green" energy
3. Increased shift from fossil fuels to renewable energy

1. Growth in the organized food delivery and e-commerce segments.
2. Market maturing to quality vs cost

1. BBIN & CMLV countries.
2. Increasing SC linkages in neighboring countries
3. Look East Policy with Govt investment into projects

TCI's approach to these high growth segments

1. Multimodal solution for movement of Haz. and Non-Haz. bulk liquid and dry chemicals.
2. Own strategic assets- ISO Tanks, Gas Tankers, Dry Bulk Containers.
3. Responsible Care, ITCO, PESO and Drugs License
4. Chemical & GDP compliant warehouses.

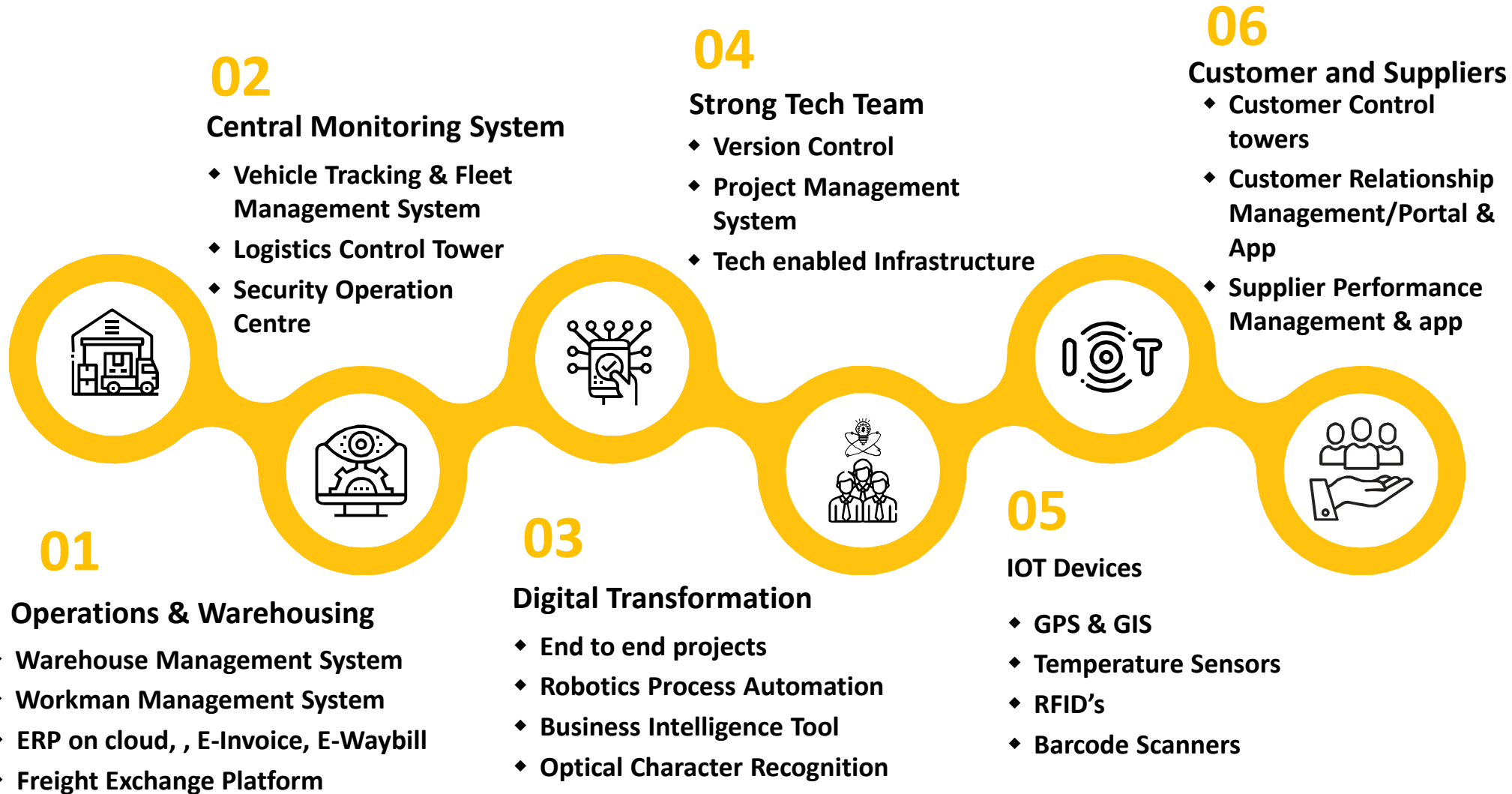
1. Multimodal solutions comprising last mile deliveries.
2. 3PL Solutions, Yard management, OBL, WH
3. Offers hub-spoke solutions.

1. End-to-End multimodal through Rail.
2. Import clearance and Warehousing
3. Last Mile and Storage

1. Dedicated team under JV with Mitsui
2. Quality operations with ` cold & dry solutions
3. 150 +fleet (90 Own), 13000+ Pallet position.

1. Own Subsidiaries in Nepal and Bangladesh.
2. Offices at all major borders and capital cities,
3. End-to-End multimodal through Road and Rail.
4. AEO, IATA, CHA, Courier Licenses.

Technology Driven Operations

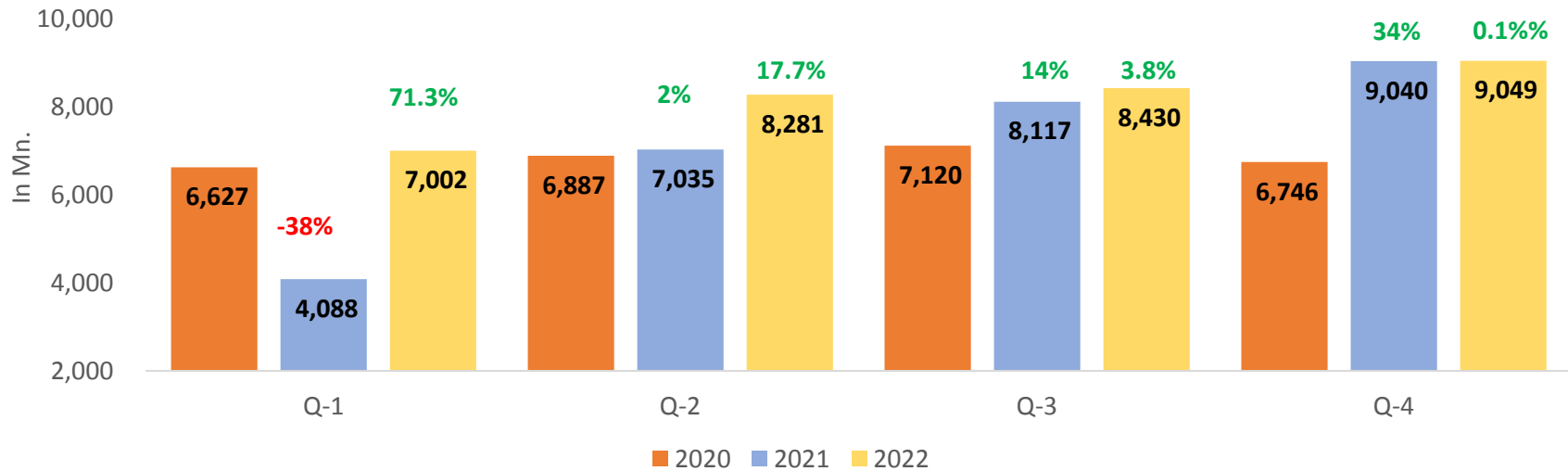


Key Highlights



- Highly volatile and mixed sectorial trends, diversified service offerings and large customer base helped in growth momentum to continue
- Sufficient liquidity in system with strong cash flow, reduced borrowing from to 420 Mn from 2300 Mn at beginning of the year.
- Robust pipeline of new opportunities with customers

Consolidated Revenue



TCI Freight Division: Industry nature and trends



~40 Bn USD Less than Truck Load (LTL) segment size	160 Bn USD Indian Logistics Market
~ 6% Freight Market Growth (CAGR)	40+ Truck variants
12 Mn+ Trucks under operations	6:5 LCGV to HCGV



Key Industry trends:

- Need for FTL & LTL from customers
- Anywhere to anywhere model
- Tech support: adoption of conversational customer support Chabot
- End to end visibility
- In-transit small storage facilities to grow
- Packaging support for high value goods, fragile items specially in LTL segment

TCI Freight Division: Core competencies and capabilities



- One of India's premier organized freight services provider with pan India presence & to SAARC
- 700 IT Enabled Owned offices, 25 Strategic Hubs
- Truck under Operation : 4500+ :Owned : 120

- On demand use of Foldable Large Containers (FLCs) to safeguard goods.
- Single window Key Account Management (KAM) solutions for managing information flow and tracking.



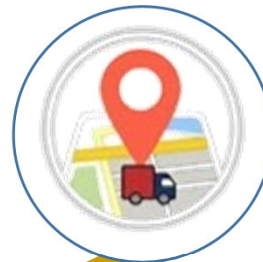
Services

- Provides full truck load (FTL), less than truck load (LTL)
- Customized Solutions
- ODC and Project Heavy Haul



IT Capabilities

- Mobile App controlled loading, unloading and dispatch of goods.
- Centralized vehicle tracking through geofenced system and customer service by quick response team.



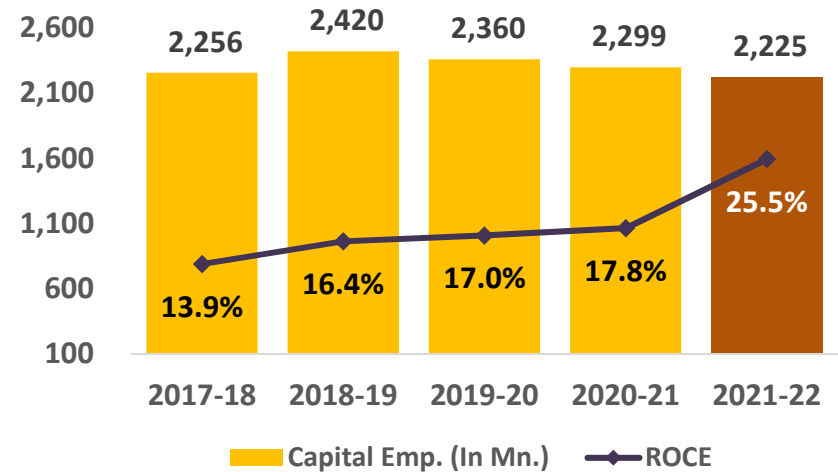
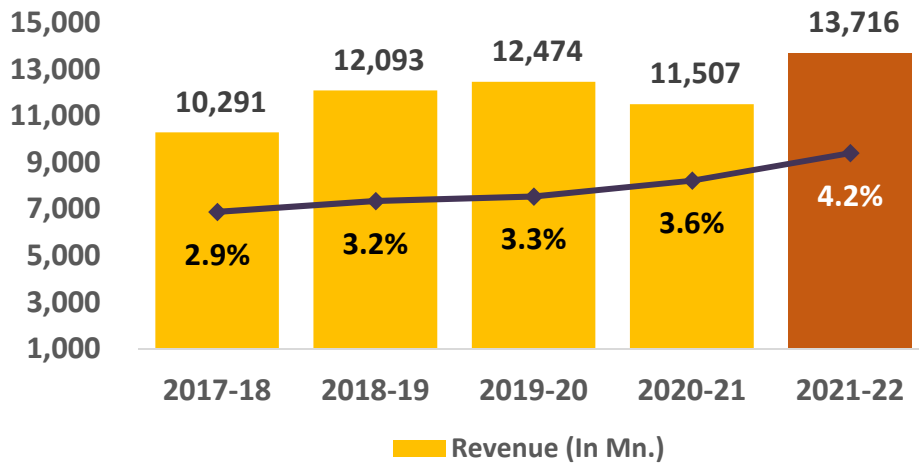
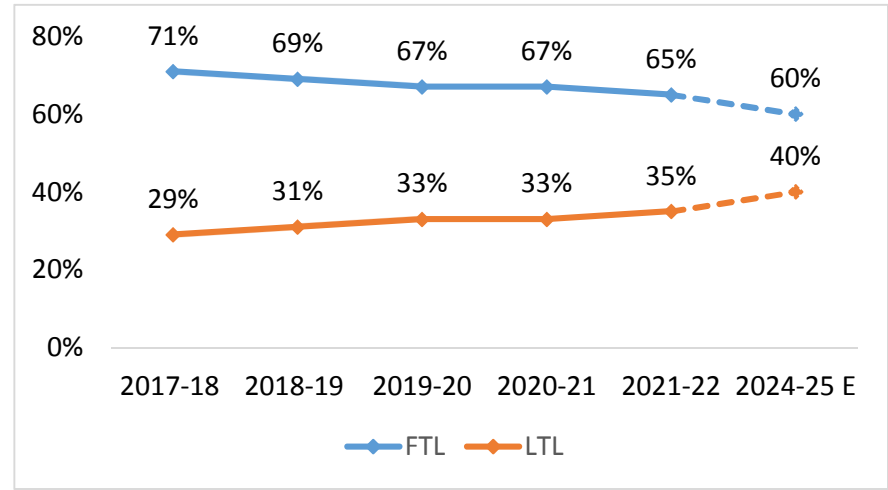
TCI Freight Division: Key Operational Highlights



Figures in Mn

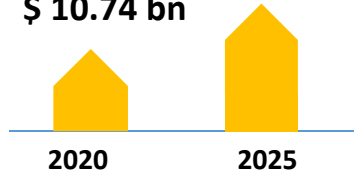
Particulars	Q4 FY22	Q4 FY21	Gr%	FY22	FY21	Gr%
Revenue	3906	3871	0.9%	13716	11507	19.2%
EBDITA	180	172	4.5%	620	472	31.2%
% to Revenue	4.6%	4.5%		4.5%	4.1%	
EBIT	170	161	6.0%	577	416	38.7%
% to Revenue	4.4%	4.1%		4.2%	3.6%	

- Nominal growth in Q4 due higher base last year, Full year ~19% amidst improved economic activities
- Freight rates have increased by avg. 5-10% across sectors
- ROCE on improving trend with asset light model and stable margins



TCI Supply Chain Division: Industry nature and trends

3PL Incremental Growth
\$ 10.74 bn



7.87%
3PL Estimated CAGR
(2021-2025)

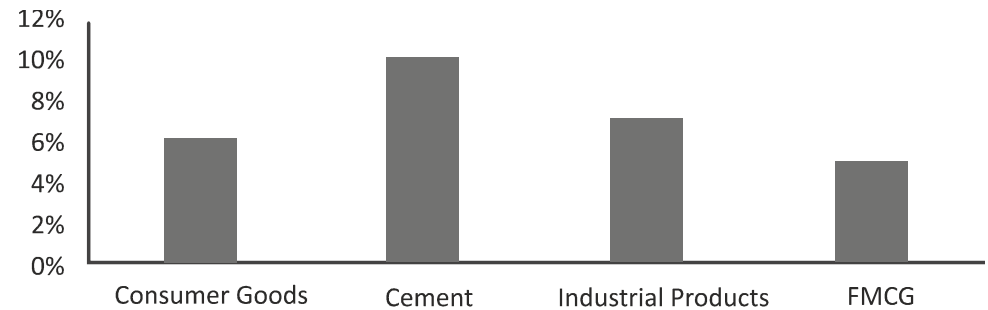
8%
3PL - Acceleration of
Market Growth (CAGR)

Organized
Market

14.86%
Compound Annual
Growth Rate of
Warehousing Market
(2021-2025)

2086 Bn
Estimated Market Value
of Warehouse Industry
(By 2025)

Typical Logistics and Warehouse Cost (as a % of Sales)



Source: Deloitte analysis

Key Industry trends to drive Supply Chain and Warehousing:

- Third-party logistics to gain momentum
- Reorganization of warehouses
- Increased use of warehouse automation
- Increase in Cold storage
- Increased use of Technology

TCI Supply Chain Division: Core competencies and capabilities



WH/ DC	E-fulfillment centers	Yards	Cross-docking	Multimodal	3PL, 4PL	IBL, OBL	Control Tower
--------	-----------------------	-------	---------------	------------	----------	----------	---------------

- ✓ Integrated Logistics & Supply Chain Solutions – from **conceptualization to execution**
- ✓ Vehicles under Operation : 4000 + Owned : 960
- ✓ Yards managed : 55
- ✓ IBL Pickup per day:5000+
- ✓ Managing diverse logistics operations for mobility sector (passenger, industrial, agri)

Healthcare

Chemical

Hi-tech

Retail &CP

Auto

Strong Distribution Network Optimization capabilities



TCI Supply Chain Division: Key Operational Highlights

Figures in Mn

Particulars	Q4 FY22	Q4 FY21	Gr%	FY22	FY21	Gr%
Revenue	2552	2910	-12.3%	10015	9344	7.2%
EBDITA	291	328	-11.2%	1068	998	7.0%
% to Revenue	11.4%	11.3%		10.7%	10.7%	
EBIT	182	202	-10.1%	613	596	2.9%
% to Revenue	7.1%	7.0%		6.1%	6.4%	

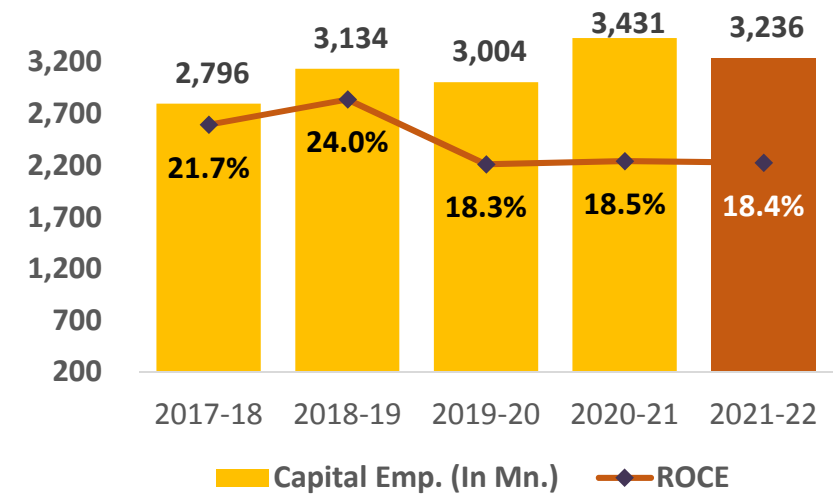
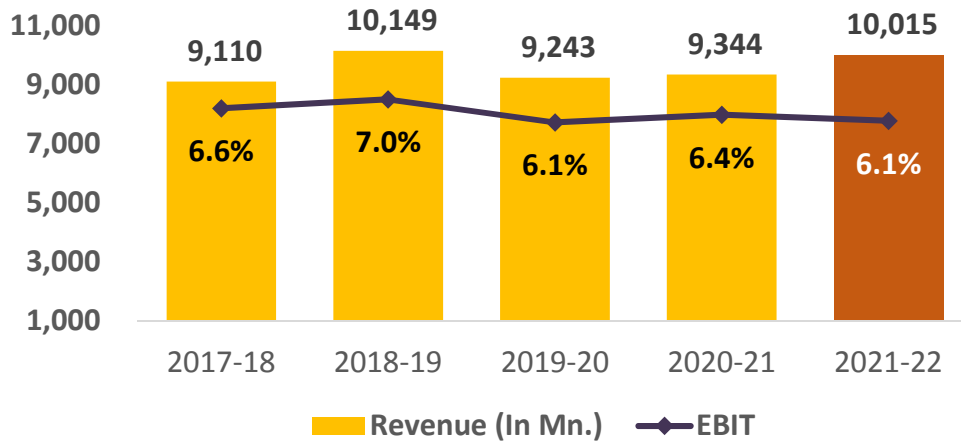
- De-growth during Q4 amid supply disruption in automotive, sudden drop in Farm Equip.
- Added 3rd AFTO rake
- Margins are stable, with controlled cost structure & lower interest cost which off-setting depreciation and other fixed cost

Storage Area under Management

Warehouse "A" Grade	13 Mn Sqft (FY22)	130 Cubic Ft (FY22)
---------------------	-------------------	---------------------

Yard Area under management 250 Acre

4,000 (950) Fleet in operations (Owned)

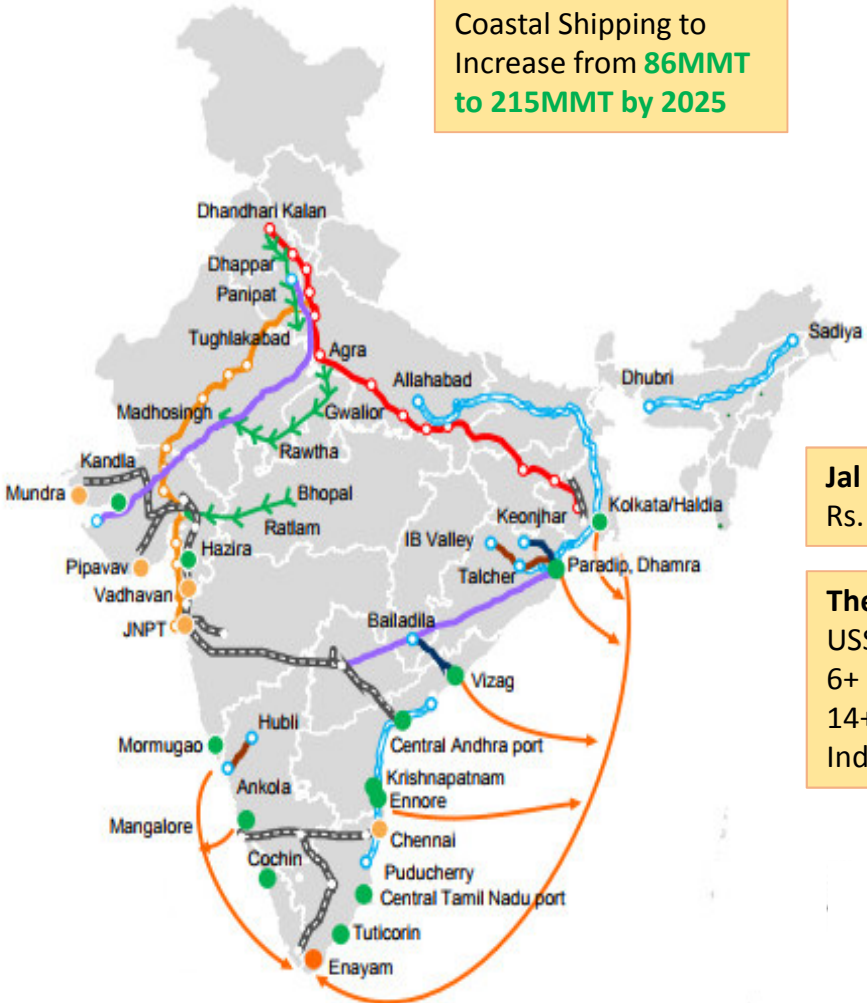
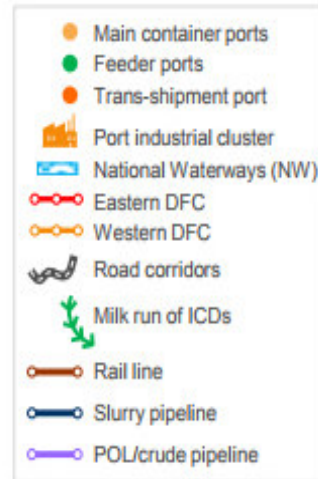


TCI Seaways: Industry nature and trends



Trends to Drive Forward

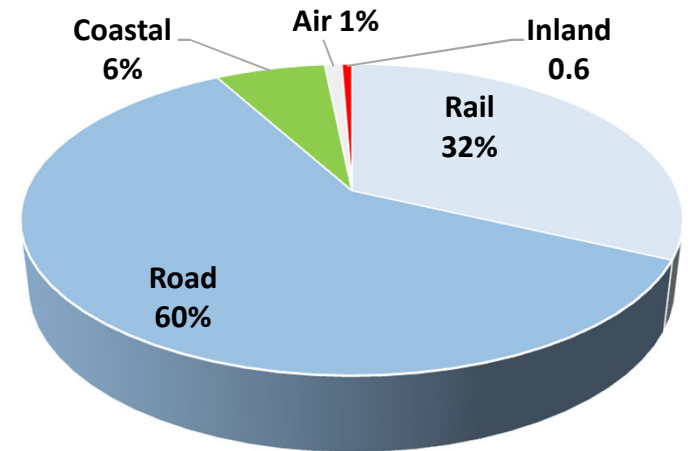
Coastal Shipping to Increase from **86MMT** to **215MMT** by 2025



Jal Marg Vikas Project:
Rs. 5369 crore

The Sagarmala Project
US\$120 billion Investment
6+ Mega Ports
14+ Coastal Economic Zones
Industrial Zones near Ports

Waterways : 6% of transportation modal mix



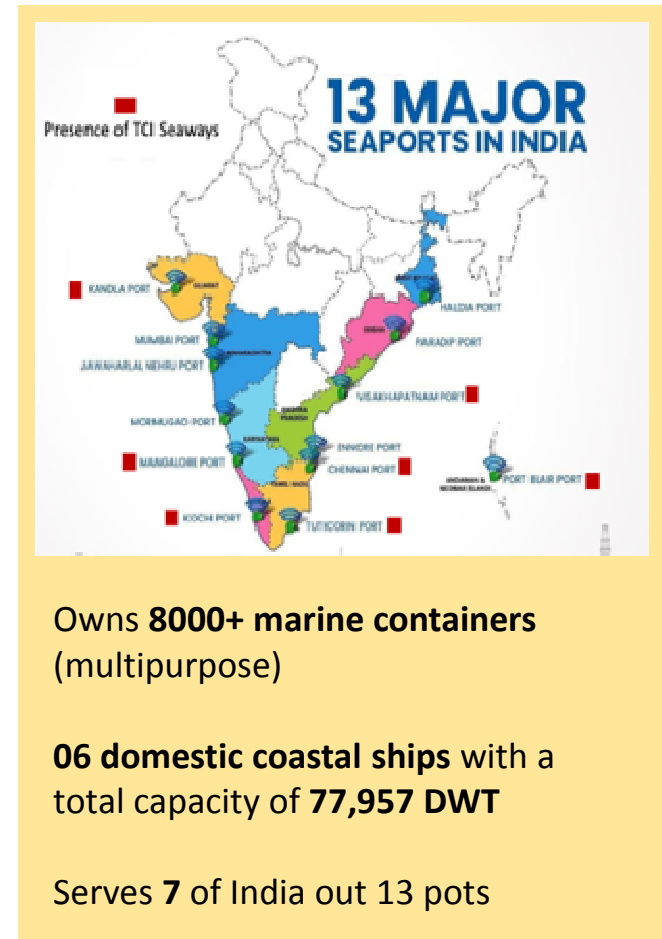
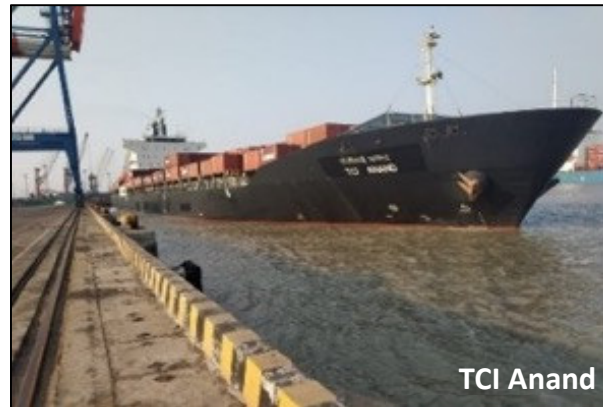
- Manufacturing at the Coastal Area will increase
- More SEZs and Warehousing Zone near ports
- Multimodal Logistics Park to Come up
- Inland Waterways Projects
- BBIN and BIMSTEC connectivity

TCI Seaways Division: Core competencies and capabilities



Reach & Services

- One of the leading multimodal coastal players having presence along the **Western, Eastern & Southern ports of India**
- Expertise in coastal shipping services, container & bulk cargo movements, and transportation services
- First-mile and last-mile connectivity via rail & road
- Multi-modal solutions with reduced carbon footprint (Green logistics)



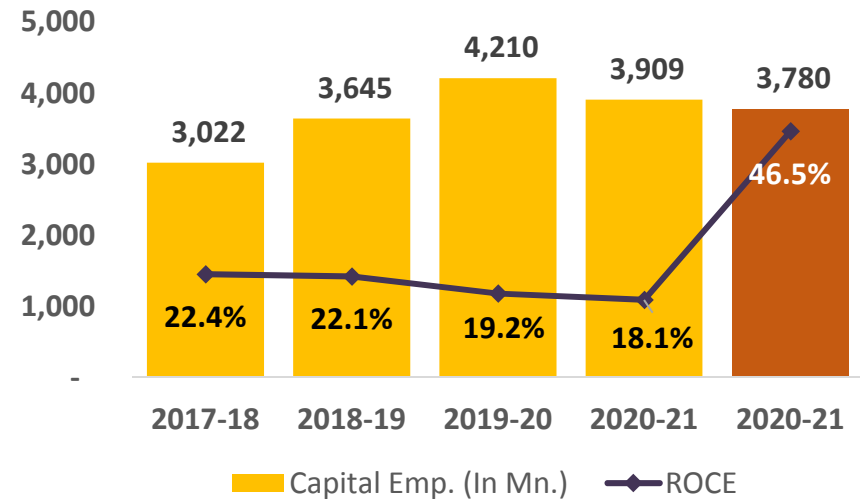
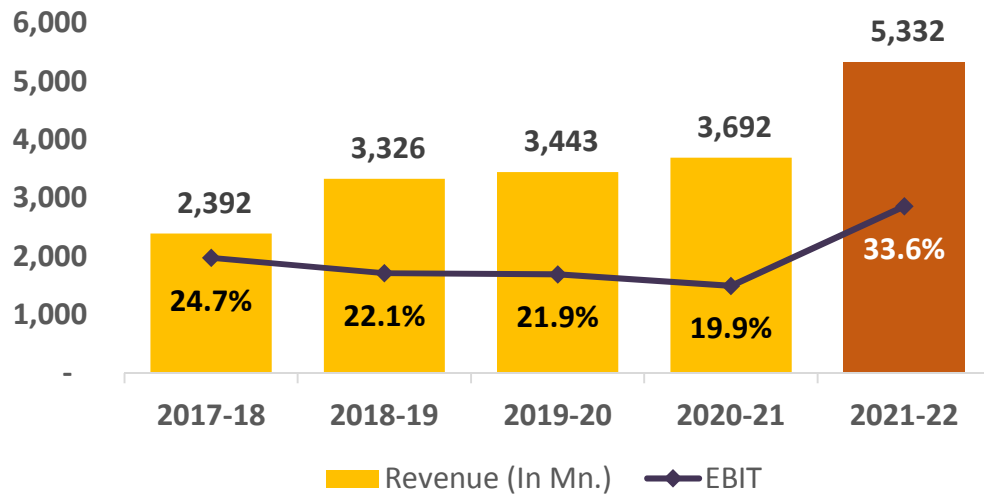
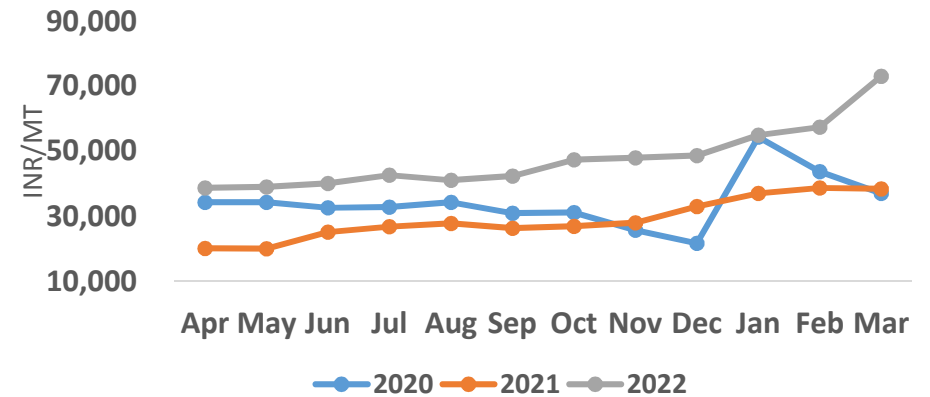
TCI Seaways Division: Key Operational Highlights

Figures in Mn










Particulars	Q4 FY22	Q4 FY21	Gr%	FY22	FY21	Gr%
Revenue	1542	1204	28.1%	5332	3692	44.4%
EBDITA	716	434	65.0%	2363	1150	105.5%
% to Revenue	46.4%	36.0%		44.3%	31.1%	
EBIT	477	305	56.1%	1790	735	143.3%
% to Revenue	30.9%	25.4%		33.6%	19.9%	

- Exceptional growth amidst increased freight rates, High value return cargo from Myanmar
- 3 dry docks each in FY 22 & FY 23

Avg. MT Price of Low Sulphur Fuel



TCI's Joint Ventures

FY22 (FY21)	 Multimodal Logistics Solutions					
 <p>Revenue</p>	<p>3010 (3239)</p>	<p>586 (361)</p>	<p>4665 (3596)</p>			
 <p>Y-o-Y Growth</p>	<p>-7.1% (71%)</p>	<p>62.3% (40.6%)</p>	<p>29.7% (-19.2%)</p>			
 <p>PAT</p>	<p>56 (67.0)</p>	<p>28 (4.9)</p>	<p>545 (396)</p>			
 <p>Capital Employed</p>	<p>411 (336)</p>	<p>420 (379)</p>	<p>2920 (2573)</p>			
 <p>Strategic Partner's Share</p>	<p>49%</p>	<p>20%</p>	<p>51%</p>			
 <p>Key Operational Highlights</p>	<table border="1"> <tr> <td data-bbox="850 1182 1205 1521"> Operates on asset-light model Building upon its capabilities of integrated multimodal logistics solutions Chemicals, Food Grains, Metals etc </td> <td data-bbox="1205 1182 1570 1521"> Cold chain services to cater temperature control Warehousing, Primary & secondary distribution requirements. </td> <td data-bbox="1570 1182 1919 1521"> Focused on automotive logistics of Japanese clients </td> </tr> </table>			Operates on asset-light model Building upon its capabilities of integrated multimodal logistics solutions Chemicals, Food Grains, Metals etc	Cold chain services to cater temperature control Warehousing, Primary & secondary distribution requirements.	Focused on automotive logistics of Japanese clients
Operates on asset-light model Building upon its capabilities of integrated multimodal logistics solutions Chemicals, Food Grains, Metals etc	Cold chain services to cater temperature control Warehousing, Primary & secondary distribution requirements.	Focused on automotive logistics of Japanese clients				

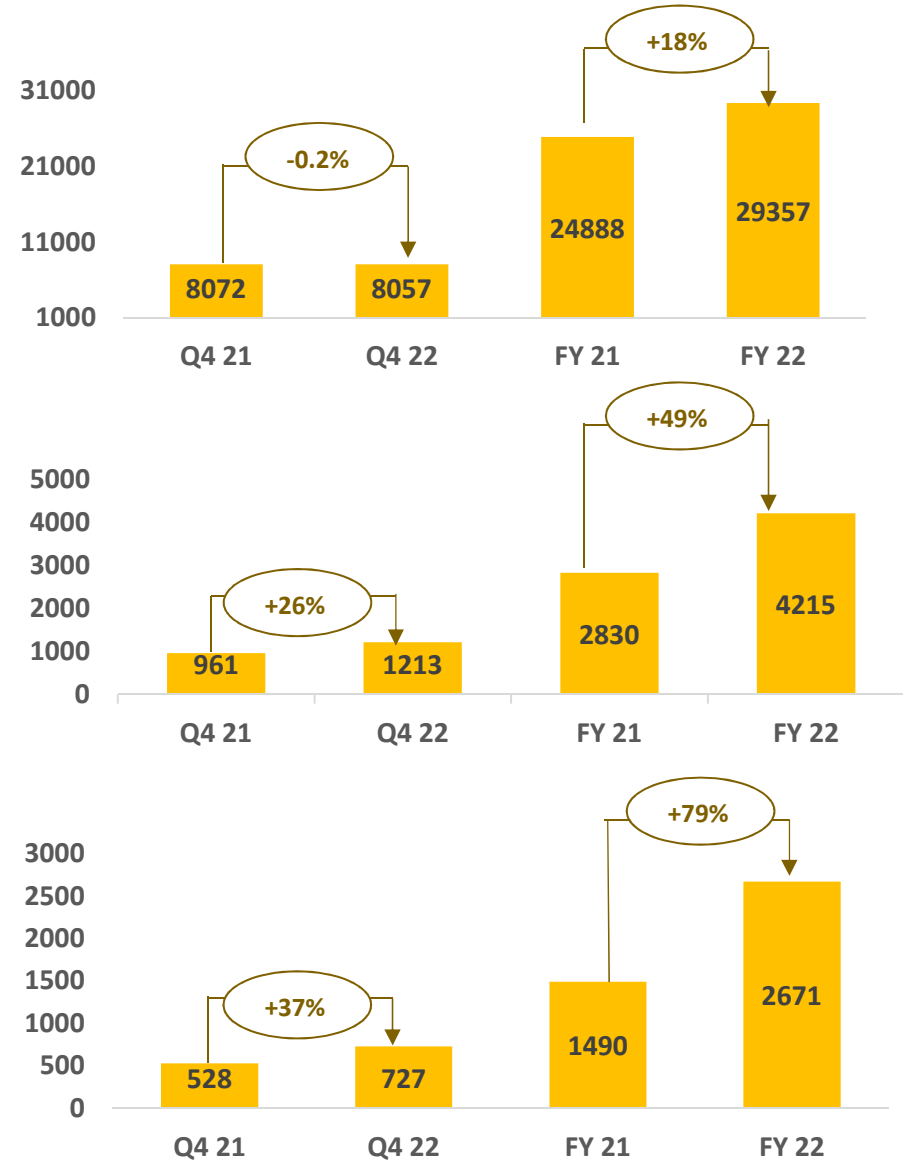
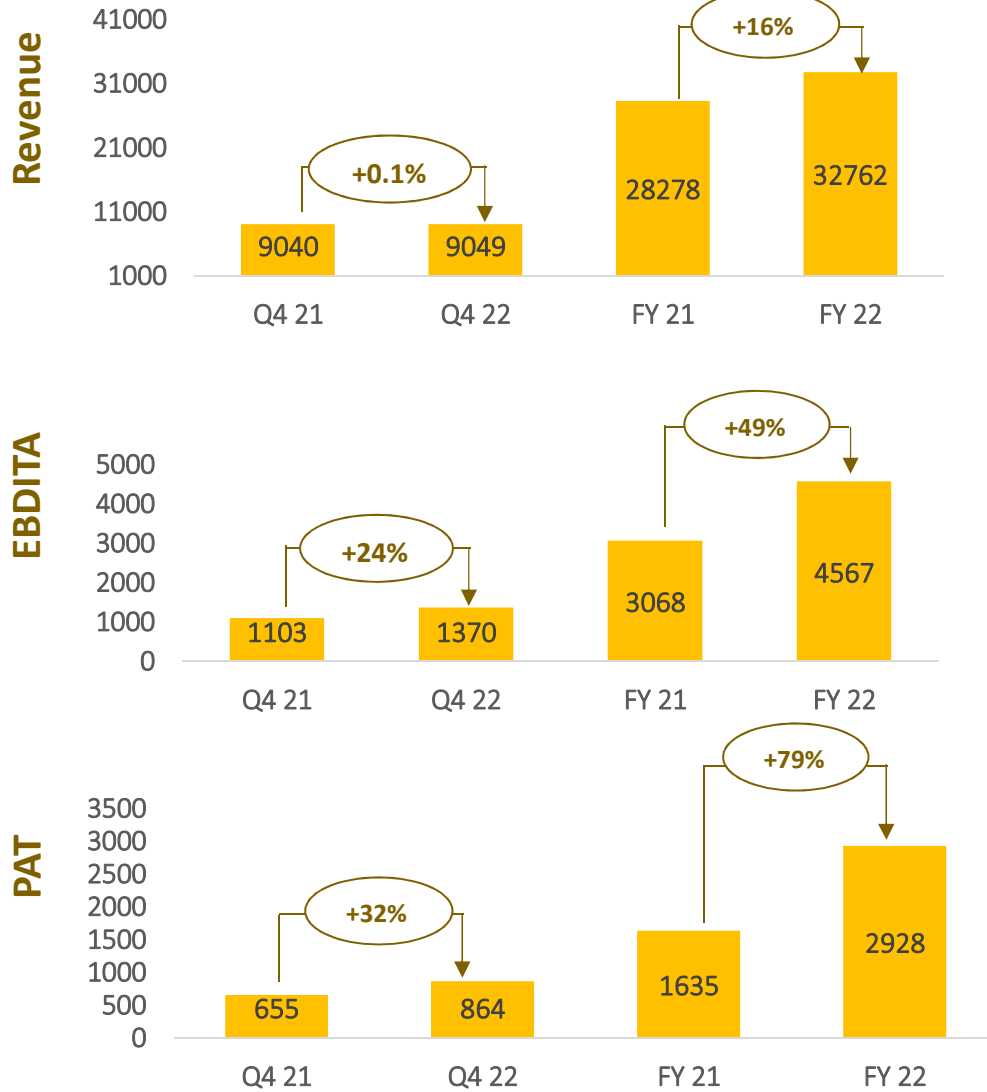
Financial Highlights



CONSOLIDATED

Figures in Mn

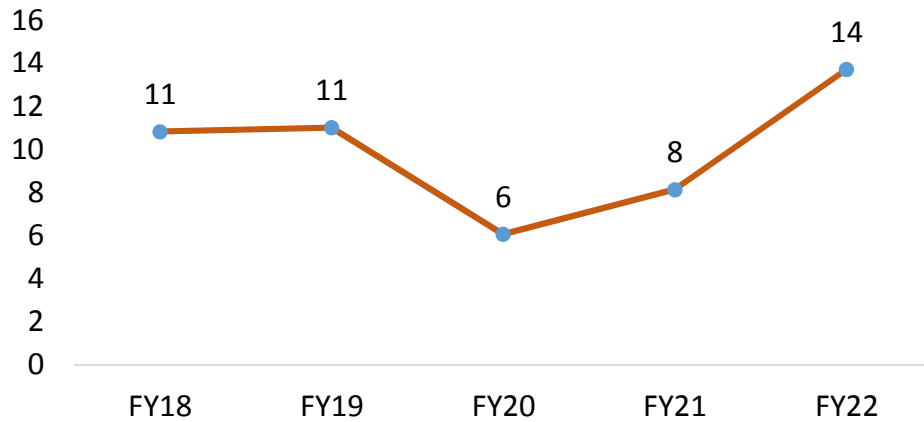
STANDALONE



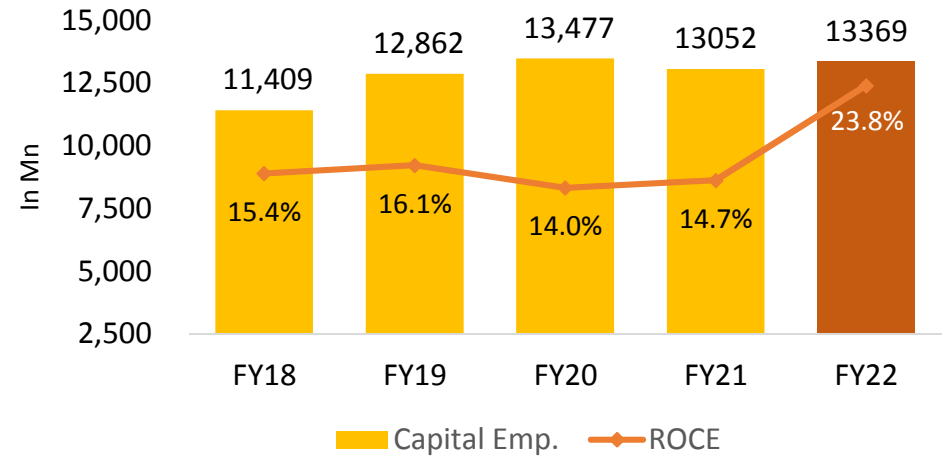
Consistent performance :Key financial Indicators



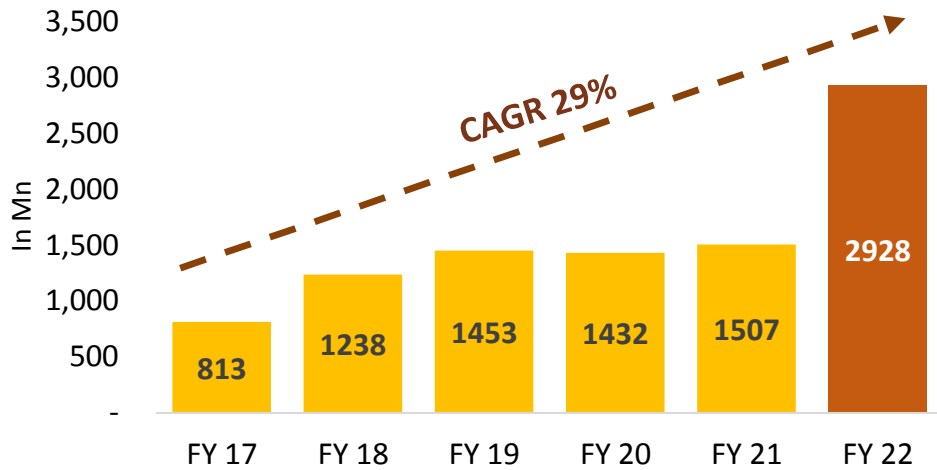
EV/EBIDTA



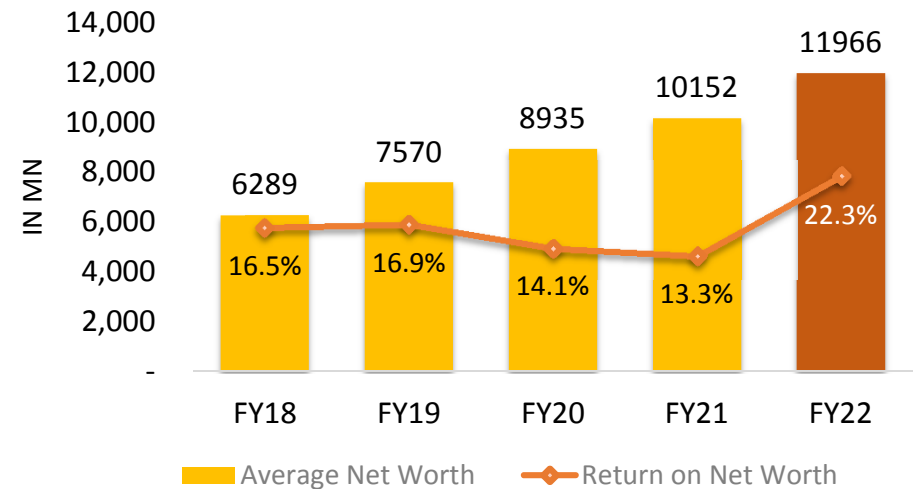
Return on Capital Employed



Consolidated Profit After Tax



Return on Net Worth

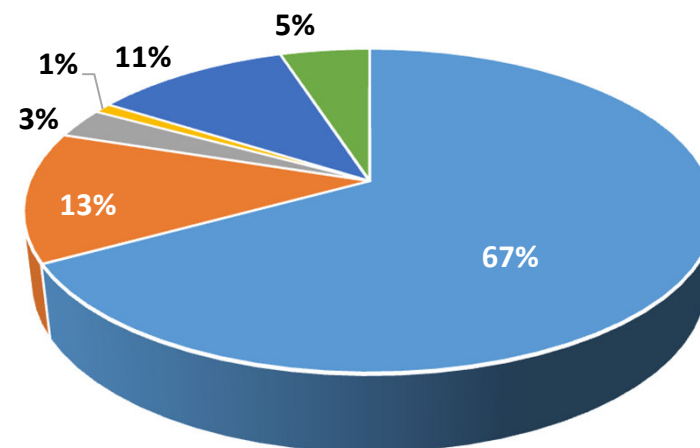


Market Summary

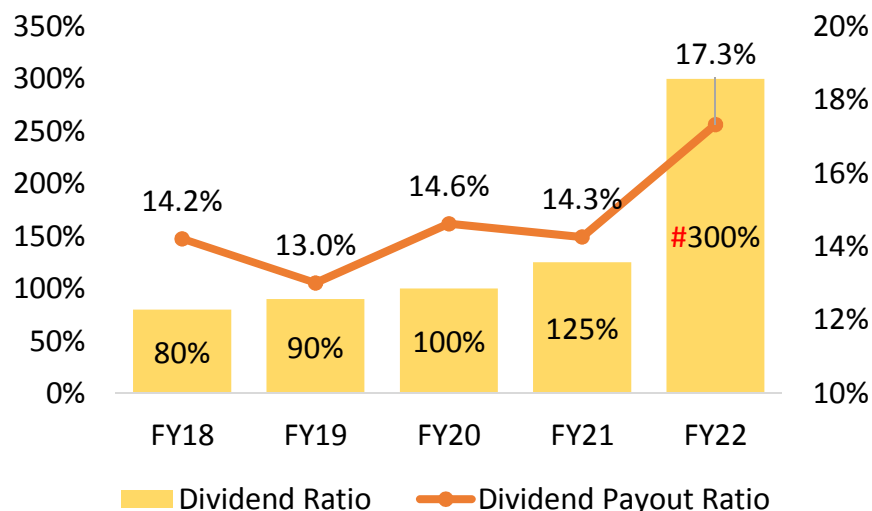


Particulars	UOM	31 st Mar 22
Market Cap	Rs Mn.	46327
Debt	Rs Mn.	424
Enterprise Value	Rs Mn.	46245
P/E	Nos	17.2
EV/EBITDA	Nos	14.0
52 Week High	Rs/share	858.6
52 Week Low	Rs/share	254.1

Shareholding Pattern as on 31st March 2022



■ PROMOTERS ■ INDIAN PUBLIC ■ FOREIGN HOLDINGS
■ BODY CORPORATE ■ MUTUAL FUND ■ OTHERS



Including final dividend @100% in Q4FY22 BOD

- CRISIL Long term Rating : AA (Positive)
- ICRA Short Term Rating CP : A1+
- Stock returned CAGR of 37% in last 20 years
- Stock coverage : 11 : Buy Rating :11

Corporate Governance: Social Responsibility



- Ensuring **environment-friendly workplaces** including renewable energy use. Promoting 3R's – Reduce, Reuse, Recycle
- Multimodal Solutions: push towards **green logistics**
- Warehouse are equipped with **solar panels** for efficient eco-friendly operations
- TCI successfully completed **8000 trips** in past 8 months **via CNG vehicles**



- **Road safety and health initiatives** conducted on a national level, over 14 months across 8 states
- **22 healthcare centers** across 11 states
- **Artificial limb center** served 2112 patients
- Urmila Sports Academy to train players for National and International sports events



- Strengthening Independence & transparency & diversity of the Board of Directors
- Development of long-term performance-linked remuneration system
- Numerous governance principles & policies



Future Outlook



- Post COVID economic activities accelerated amidst sectorial pent-up demand however geopolitical tension in Euro-Asia region, rising commodities cost, supply chain disruptions due to China lockdown and inflationary pressure creating some headwinds in short term
- Revenue and Profit growth of 10%-15%
- Aggressive capex plan to capture next cycle of growth

Figures In Mn.

	Actual (FY07 to FY21)	FY 22 Budget	FY 22 Actual	FY23 Budget
Hub Centers & Small warehouses	5017	640	146	960
Ships	3210	800	0	900
Containers	1219	400	120	600
Trucks & Rakes	4581	340	174	650
Others (W/H Equip, Wind Energy, IT etc.	1102	70	28	40
Total	15220	2250	468	3150

Thank You!



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Android & iOS



Install Us
'Logistics Focus' on
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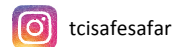
Study Reports
<https://tcil.com/tcil/study-reports.html>



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Transport Corporation of India Limited

TCI House, 69 Institutional Area Sector 32, Gurugram - 122001
Tel.: +91 - 124 - 2381603-07 | Fax: +91 - 124 - 2381611
E-mail Id: corporate@tcil.com | Website: www.tcil.com
CIN: L70109TG1995PLC019116

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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.

Everything **Logistics**

