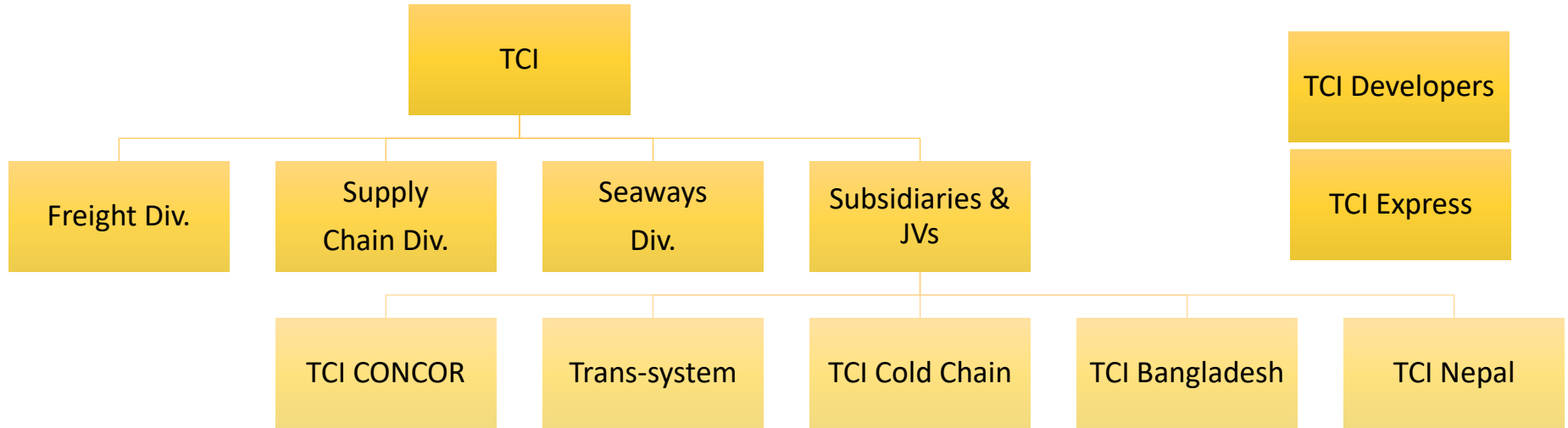




Everything **Logistics**

Earnings Presentation Q2 FY22

Group Overview



6+

Decades of Experience



\$600+ Mn

Revenue



2.5%

Moving India's
GDP by Value



7000+

Employees Strength



1,500+

IT Enabled Own
Offices



12,000+

Trucks in Operations

Logistics industry Growth drivers



Consumer Driven

- ◆ Increasing trends in online shopping & digital transactions
- ◆ High Degree of Urbanization
- ◆ Product loyalty diminishing putting pressure on supply chain



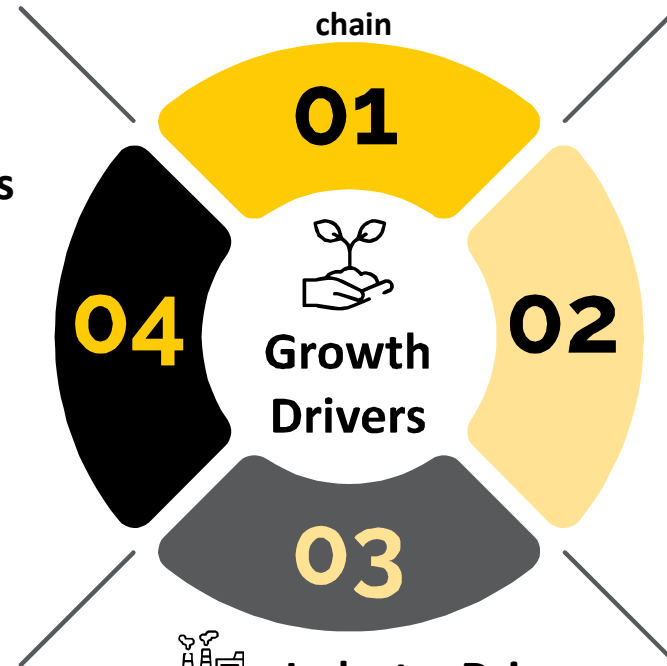
Regulatory & Government Initiatives

- ◆ Infrastructure push GATISHAKTI, National Asset Monetization plan, BharatMala, SagarMala, Multimodal log. parks, Dedicated Freight Corridor
- ◆ Boost to domestic supply chain, PLI, Atmanirbhar Bharat
- ◆ GST, E-way bill and E-invoicing driven governance push and formalization



Customer Driven

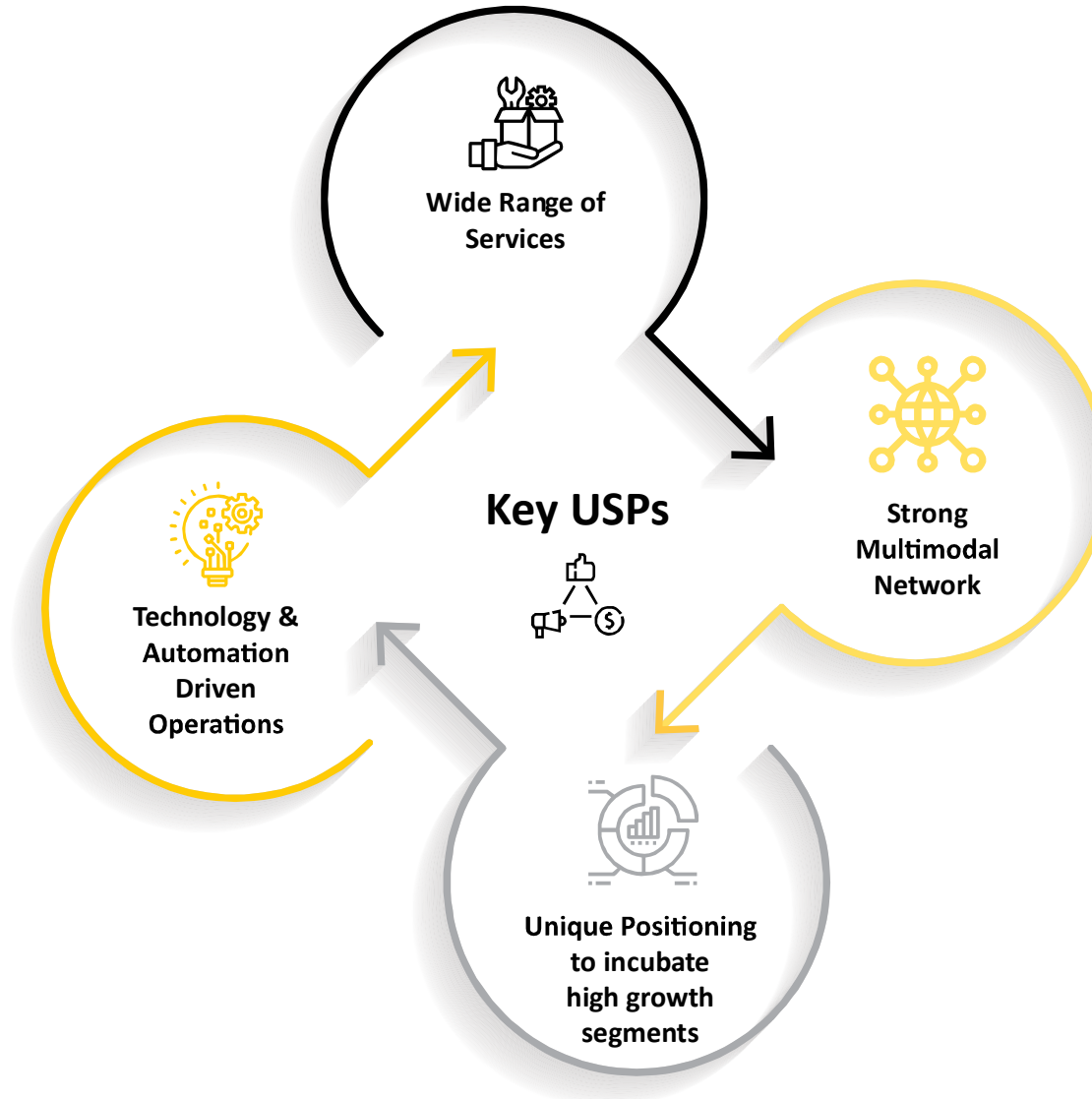
- ◆ Focus on core area of business: increased outsourcing
- ◆ Rapid pace of technology adoption and automation
- ◆ Demand for larger WH for safety stock
- ◆ Increase in modern handling systems: pallets, conveyors
- ◆ Shift towards alternative modes of transportation



Industry Driven

- ◆ Logistics industry at USD 160B & very fragmented
- ◆ Rapid changes with evolution of economy
- ◆ National Logistics Policy giving positive direction

Company Strategy : Everything Logistics

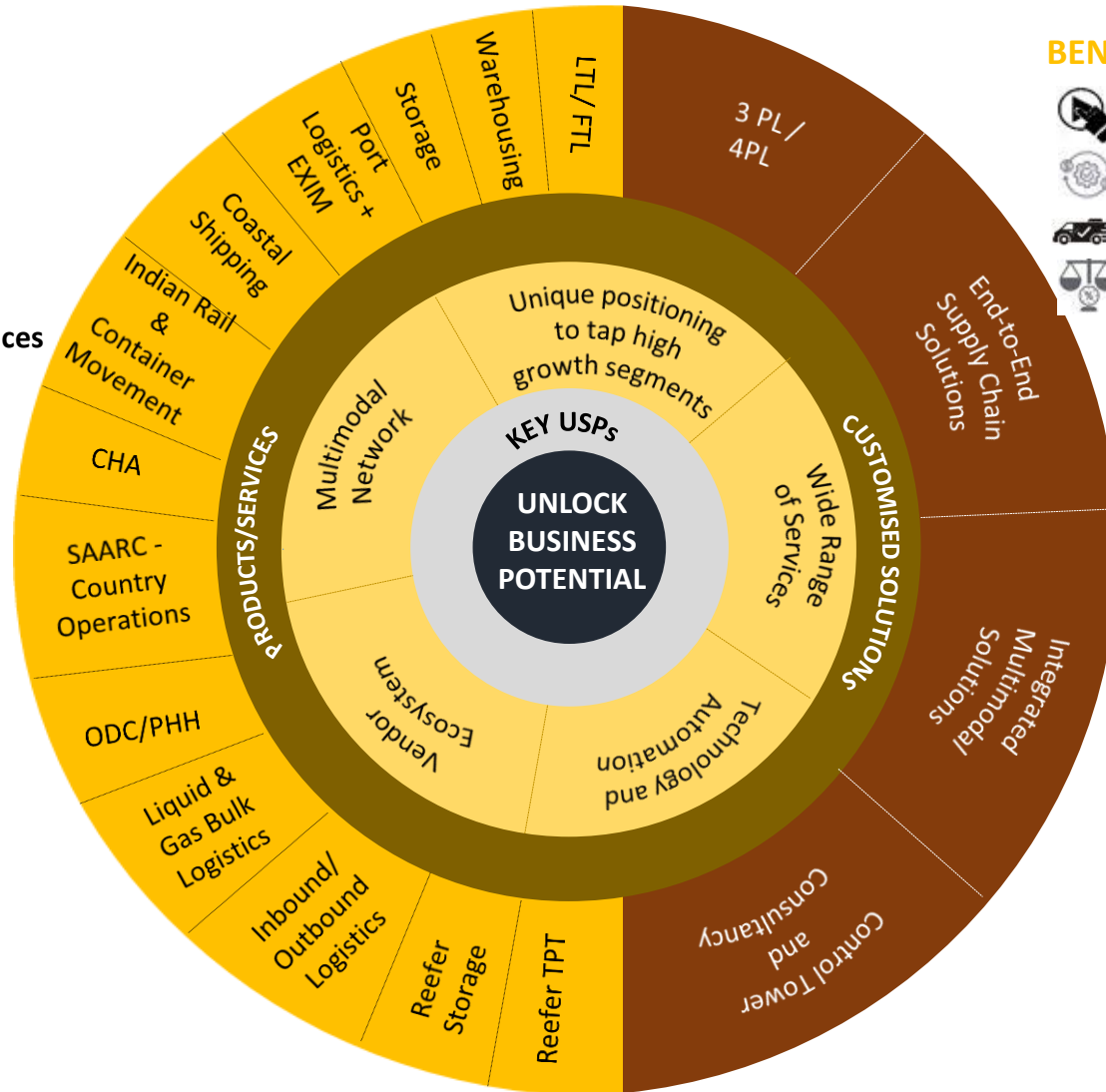


Wide Range of Customized Services



VERTICALS SERVED

- Automobiles
- Retail and CP
- Hi-tech (ICE)
- Healthcare and Lifesciences
- Cold Chain
- Aviation & Defence
- E-Commerce
- Chemicals
- Iron and Steel
- Food Grains



BENEFITS FOR CUSTOMERS

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

Strong Multimodal Network



2 AFTO
(Automobile Trains)

We saved **21,994 Tonnes of CO2 equivalent** in terms of **GHG emissions** in year 2020-21

No of Trains moved (HY):
2020-21 : 561 Rakes
2021-22 : 692 Rakes



06 Coastal Cargo Ships deployed



No of Containers handled (HY):
2020-21 : 67048 TEUs
2021-22 : 61790 TEUs



Own and Operate **8000+** marine containers

9 Major Ports serviced



650+ ISO Tank Containers



12,000 Trucks per day



Rail Multimodal - Coastal Multimodal - Port Logistics

Unique Positioning to incubate High Growth Segments



Chemical + Pharma



Agri. ++ Value Chain



E-Comm.



Cold Chain



SAARC

WHY are these high growth segments?

1. Supply chain disruption in China
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. New Farm Laws
3. Consumption linked sector with shorter cycles

1. Potential of huge retail market shift to online
2. Pandemic induced boom in E-Comm.
3. Omni channel growth

1. Growth in the organized food delivery and e-commerce segments.
2. COVID-19 vaccine roll out.
3. 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.

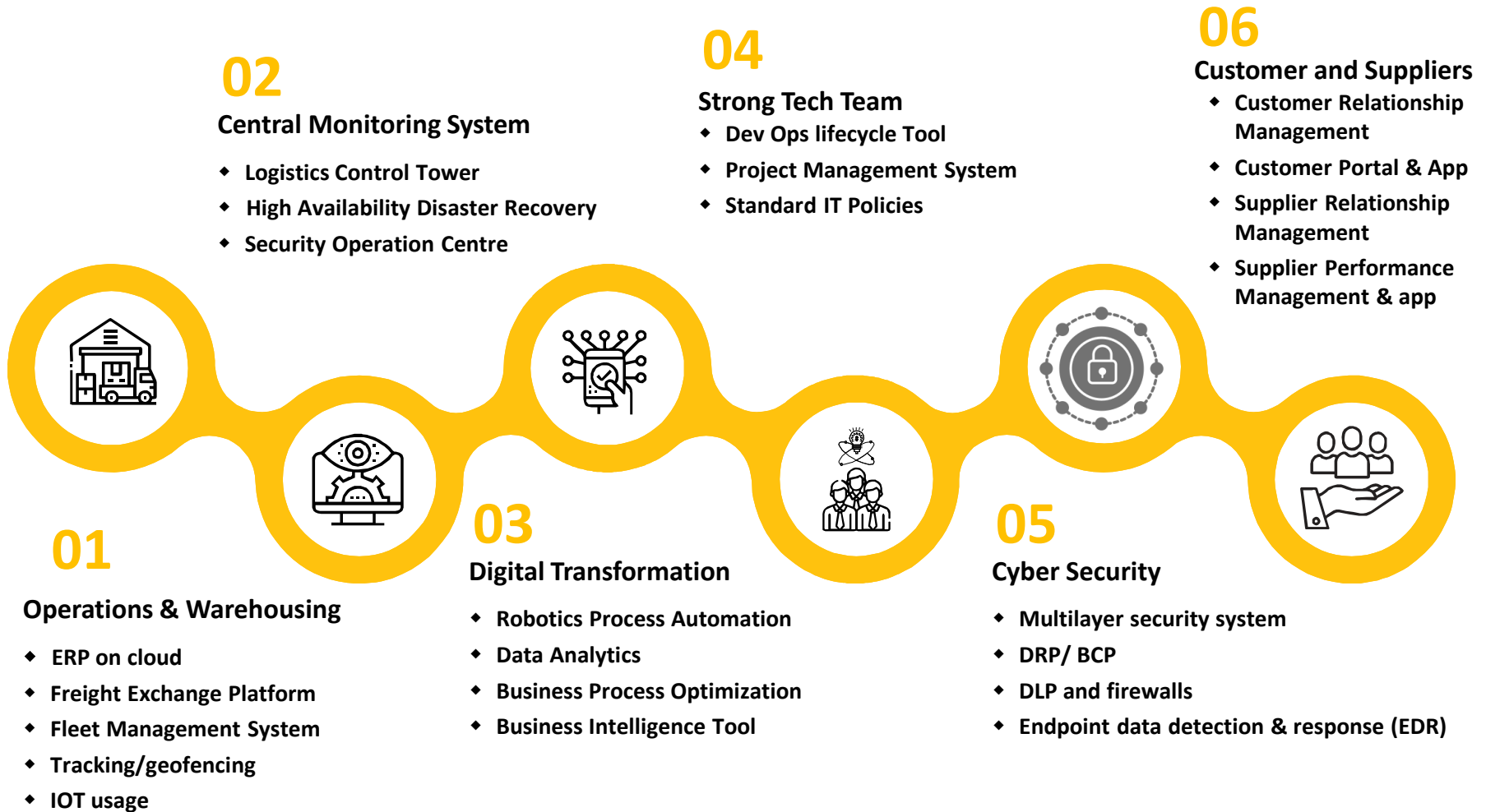
1. Multimodal solutions comprising last mile deliveries.
2. 3PL Solutions, Yard management, OBL, Spare Parts WH
3. Offers hub-spoke solutions.

1. Distribution / Fulfillment Centres
2. Middle Mile
3. Value added services like kitting, packaging etc
4. High quality, six sigma operations

1. Dedicated team under JV with Mitsui
2. Quality operations with cold & dry solutions
3. 100 fleets (76 Own), 9000 Pallet position.

1. Own Subsidiaries in Nepal and Bangladesh. Present in Nepal for 40 years.
2. offices at all major borders and capital cities,
3. End-to-End multimodal through Road and Rail.
4. IATA, CHA, Courier Licenses.

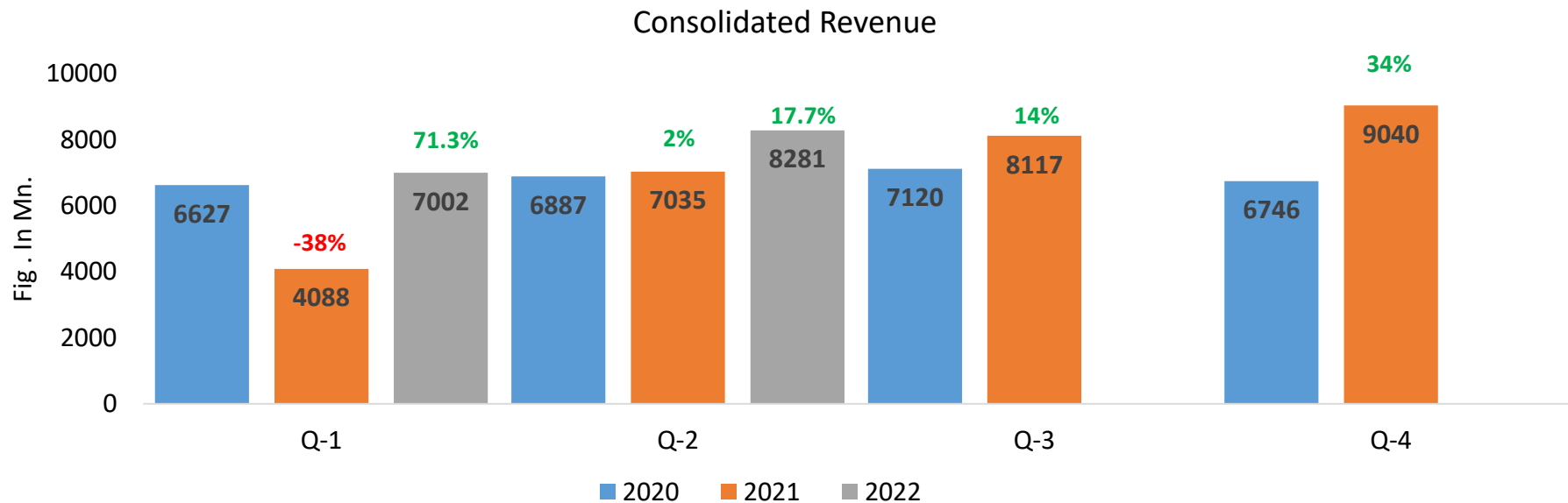
Technology Driven Operations



Key Highlights for Q2



- Highly volatile and mixed sectorial trends, company strategy of integrated logistics play has shown effectiveness and strength in regaining growth momentum
- Sufficient liquidity in system with strong cash flow, reduced borrowing .
- Robust pipeline of new opportunities with customers
- All employees got 100% vaccination for 1st dose and 90%+ for 2nd dose



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.



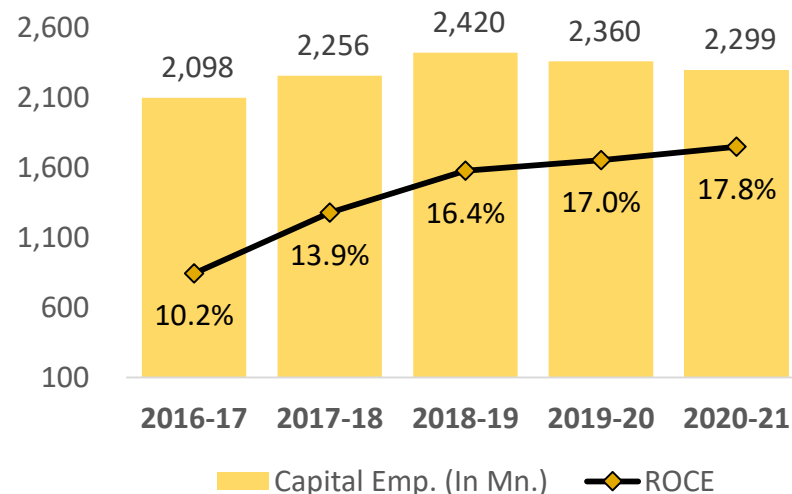
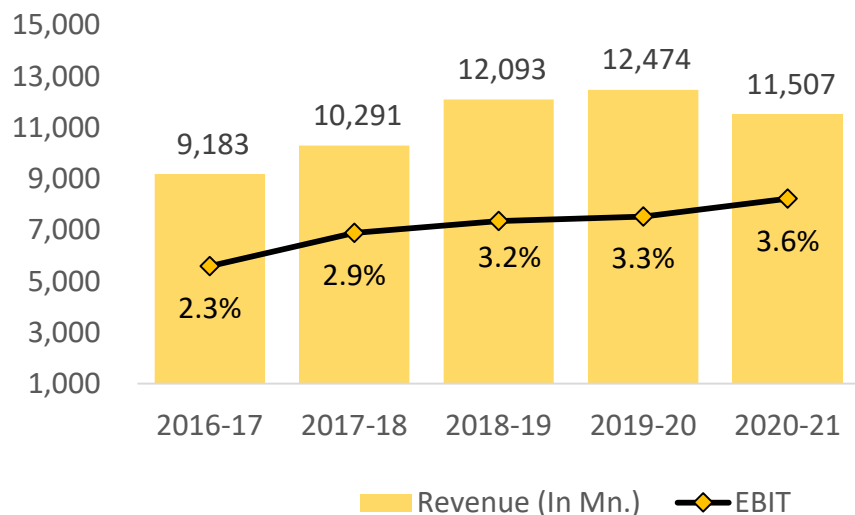
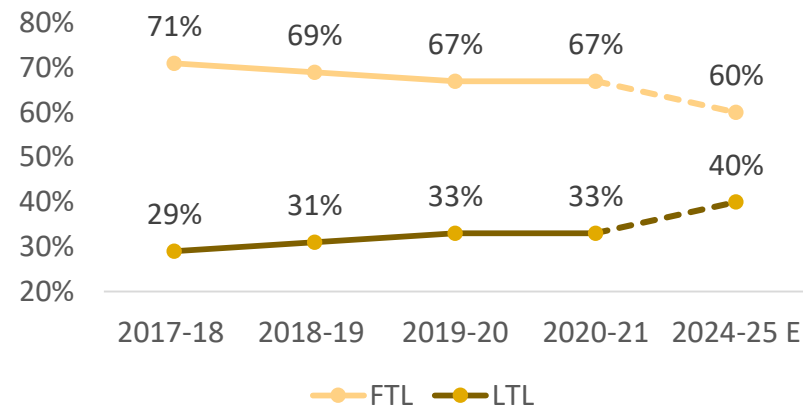
TCI Freight Division: Key Operational Highlights



Figures in Mn

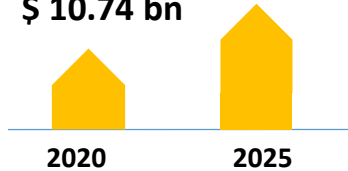
Particulars	Q2 FY22	Q2 FY21	Gr%	6M FY22	6M FY21	Gr%
Revenue	3393	2781	22.0%	6270	4358	43.9%
EBDITA	150	114	32.0%	266	153	73.4%
% to Revenue	4.4%	4.1%		4.2%	3.5%	
EBIT	140	98	42.9%	244	118	106.8%
% to Revenue	4.1%	3.5%		3.9%	2.7%	

- ~22% growth, regaining momentum amidst economic recovery
- Improving margins, better revenue realization, growth in LTL and cost control



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

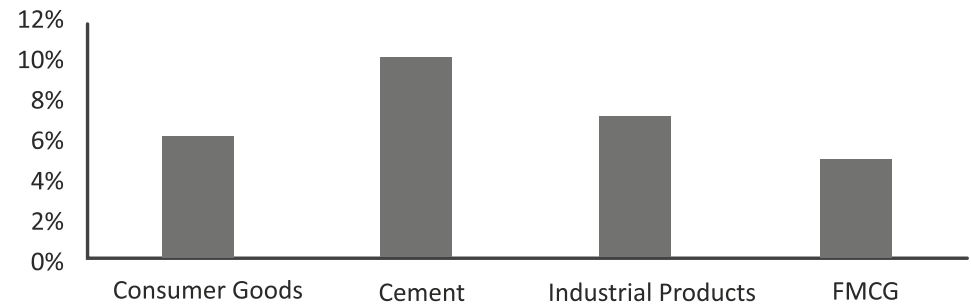
14.86%

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 center
- Yards
- Cross-docking
- Multimodal
- 3PL, 4PL
- IBL, OBL
- Control Tower

- ✓ Integrated Logistics & Supply Chain Solutions – from **conceptualization** to **execution**
- ✓ **5,000+** IBL Pickup per day

Multimodal Distribution Network Optimization



- ✓ TCI SCS comprises a rich talent pool to cater to key industry verticals:

- Healthcare
- Chemical
- Hi-tech
- Retail &CP
- Auto

TCI Yard Network



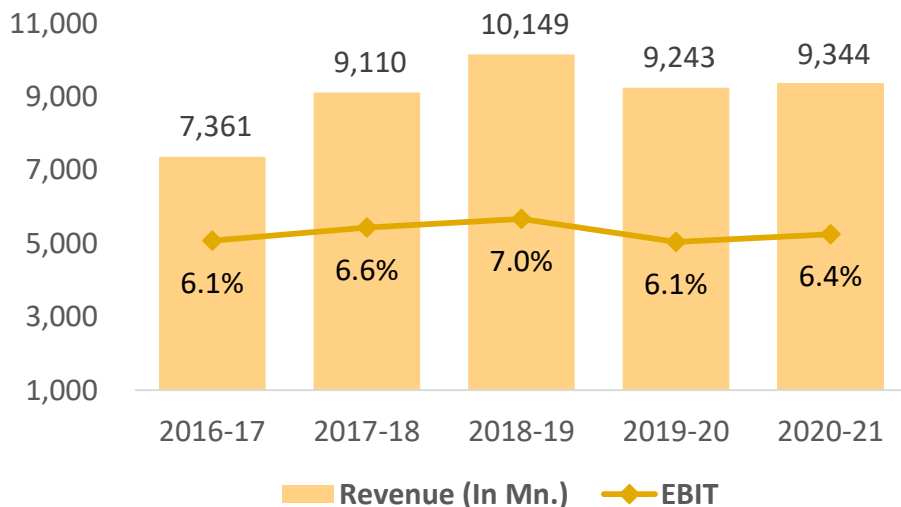
TCI Supply Chain Division: Key Operational Highlights

LEADERS IN LOGISTICS

Figures in Mn

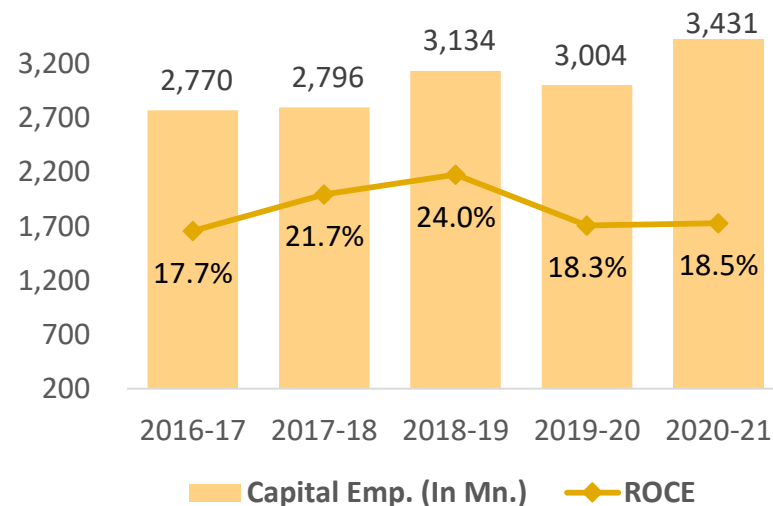
Particulars	Q2 FY22	Q2 FY21	Gr%	6M FY22	6M FY21	Gr%
Revenue	2691	2465	9.2%	4829	3518	37.3%
EBDITA	281	254	10.7%	509	373	36.5%
% to Revenue	10.4%	10.3%		10.5%	10.6%	
EBIT	161	164	-1.9%	276	195	41.5%
% to Revenue	6.0%	6.6%		5.7%	5.5%	

- Retained growth amidst mixed trends in Auto, Retail and FMCG
- Stable margins with controlled cost structure



Storage Area under Management		
Warehouse "A" Grade	12 Mn Sqft	112 Cubic Ft
Yard Area under management 250 Acre		

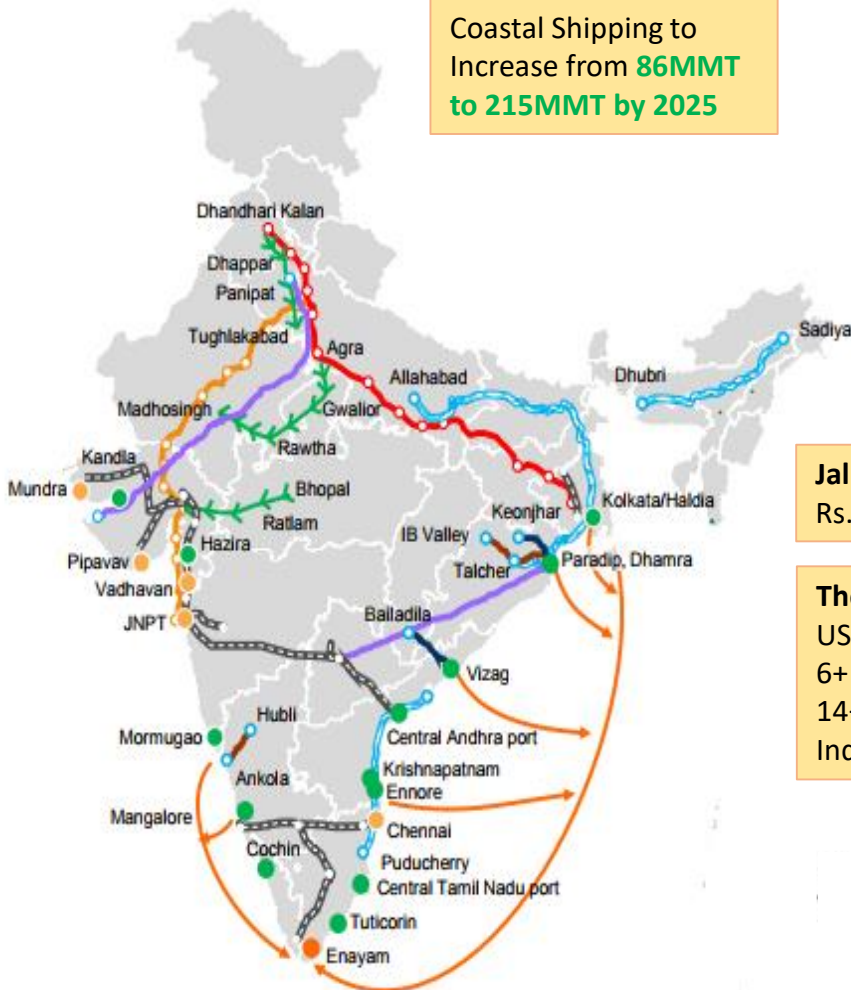
4,000 (1000) Fleet in operations (Owned)
2 Automotive transport rakes



TCI Seaways: Industry nature and trends

Trends to Drive Forward

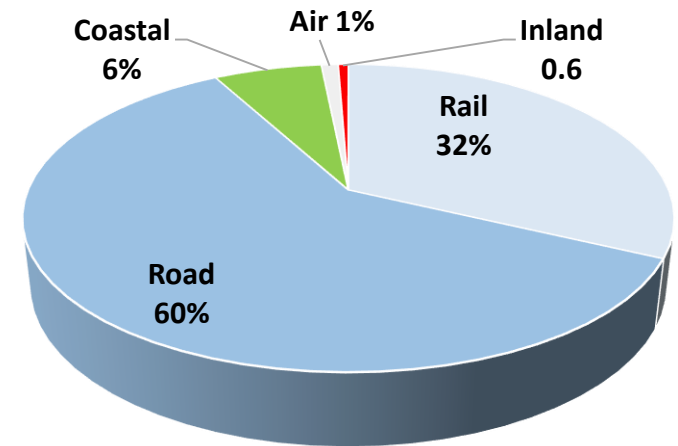
Coastal Shipping to Increase from **86MMT** to **215MMT** by 2025



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)**



Presence of TCI Seaways

13 MAJOR SEAPORTS IN INDIA

Owns **8000+** marine containers (multipurpose)

06 domestic coastal ships with a total capacity of **77,957 DWT**

Serves **7** of India out 13 pots

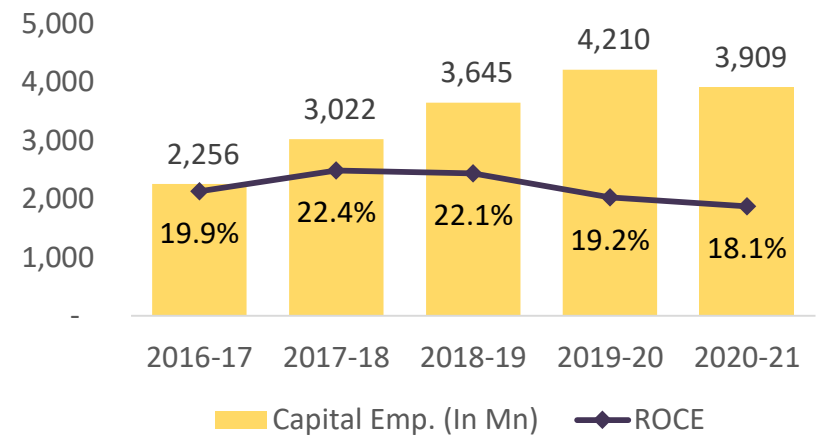
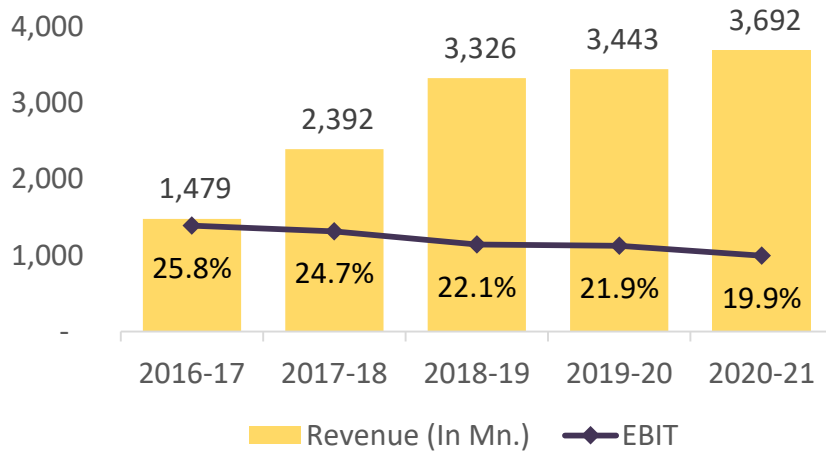
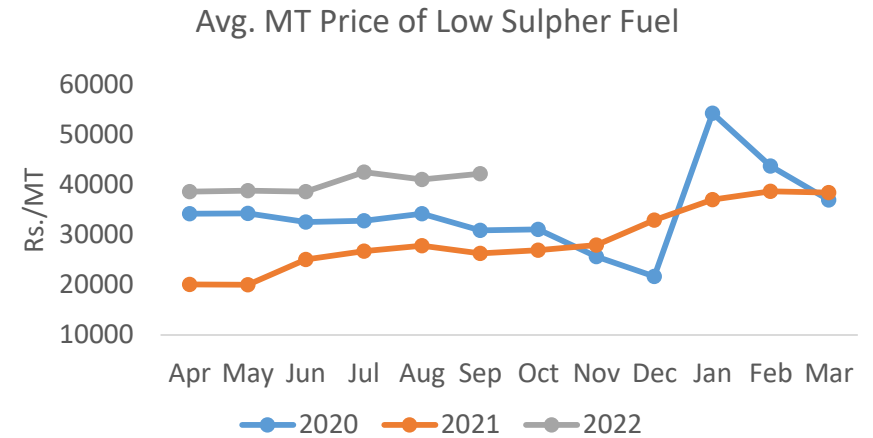
TCI Seaways Division: Key Operational Highlights











Figures in Mn

Particulars	Q2 FY22	Q2 FY21	Gr%	6M FY22	6M FY21	Gr%
Revenue	1279	873	46.5%	2375	1517	56.5%
EBDITA	589	244	141.3%	992	372	166.4%
% to Revenue	46.1%	28.0%		41.8%	24.5%	
EBIT	480	155	210.6%	773	195	296.4%
% to Revenue	37.5%	17.7%		32.6%	12.9%	

- Decent growth in revenue and margins amid increasing freight rates and high value return cargo from Myanmar



TCI's Joint Ventures

FY22 6M (FY21)	 Multimodal Logistics Solutions		
 Revenue	1484 (3239)	278 (361)	2041 (3596)
 Y-o-Y Growth	-1.5% (71%)	89% (41%)	76.3% (-19%)
 PAT	26 (67)	6.1 (5)	209 (396)
 Capital Employed	342 (336)	471 (379)	2659 (2573)
 Strategic Partner's Share	49%	20%	51%



Key Operational Highlights

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



Figures in Mn

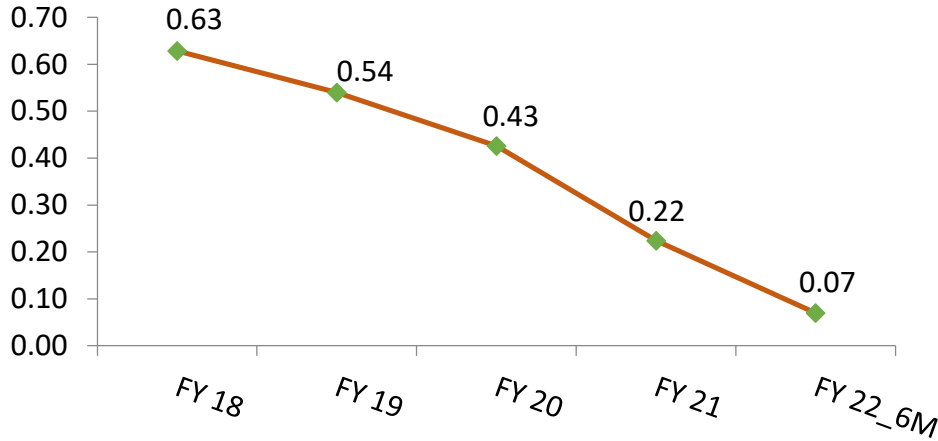
	CONSOLIDATED			STANDALONE		
	6M FY-22	6M FY-21	FY 21	6M FY-22	6M FY-21	FY 21
Revenues	15,282 37.4% YoY	11,122 -17.7% YoY	28,278 3.4% YoY	13,635 42.6% YoY	9,562 -23.9% YoY	24,888 2.1% YoY
EBDITA	1,979 84.9% YoY	1,070 -24.8% YoY	3,068 7.0% YoY	1,862 81.1% YoY	1,028 -20.1% YoY	2,830 7.9% YoY
PAT	1,237 194.6% YoY	420 -42.2% YoY	*1,647 7.5% YoY	1,168 178.7% YoY	419 -33.6% YoY	*1,490 9.2% YoY

* Before Exceptional Item of 139 Mn

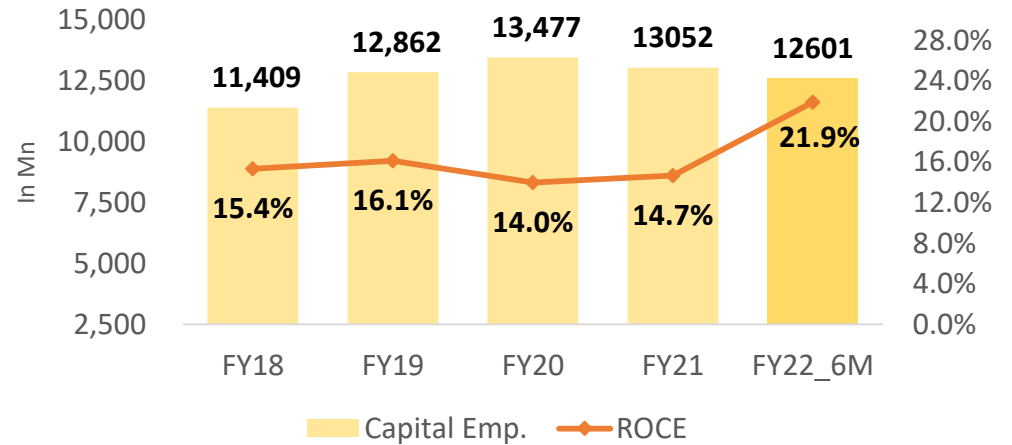
Consistent performance :Key financial Indicators



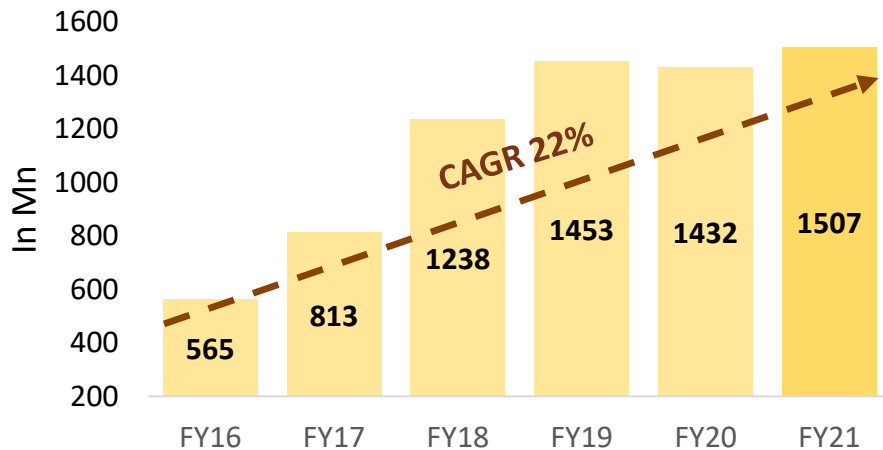
Debt – Equity Ratio



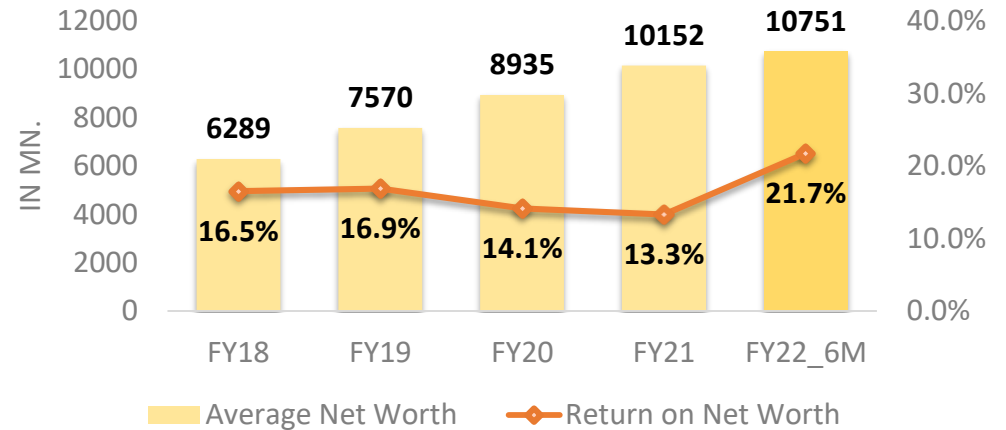
Return on Capital Employed



Consolidated Profit After Tax



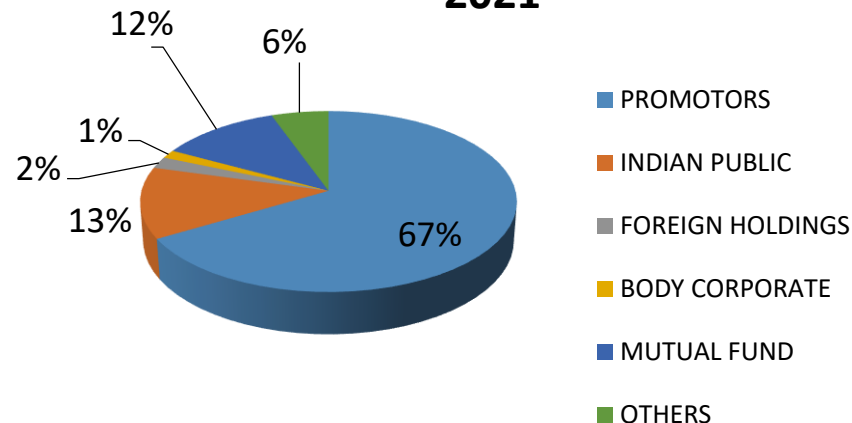
Return on Net Worth



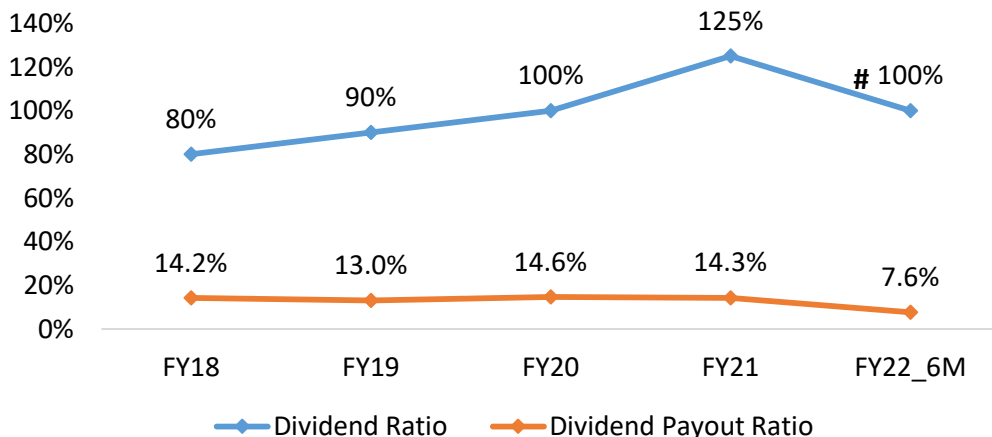
Market Summary

Particulars	UOM	30 th Sep 21
Market Cap	Rs Mn.	32437
Debt	Rs Mn.	831
Enterprise Value	Rs Mn.	33051
P/E	Nos	13.9
EV/EBITDA	Nos	8.9
52 Week High	Rs/share	478.1
52 Week Low	Rs/share	223.3

Shareholding Pattern as on 30th Sep 2021



Consistent Dividend Track



Interim dividend of 2/- per share declared in Q2FY22

- Stock returned CAGR of 35% in last 20 years
- Stock coverage : 11 : Buy Rating :11
- CRISIL Long term Rating : AA (Positive)
- ICRA Short Term Rating CP : A1+

Corporate Governance: Social Responsibility



- **22 healthcare centers** across 11 states
- **Artificial limb center** served 2112 patients
- Urmila Sports Academy to train players for National and International sports events



- Conducted on a national level, over 14 months across 8 states, focusing on **Road safety and health**



- Ensuring **environment-friendly workplaces** including renewable energy use. Multimodal Solutions: push towards **green logistics**
- Promoting 3R's – Reduce, Reuse, Recycle



Future Outlook



- Accelerated vaccine execution and government spending will be boosting industry as well as consumer confidence
- Revising guidance for revenue growth to 15-20% & PAT growth of 35-40%
- Capex cycle delayed due to high cost of marine assets

Figures In Mn.

	Actual (FY07 to FY20)	FY 21 Actual	FY 22 Budget	FY22 6M Actual
Hub Centers & Small warehouses	4504	514	640	65
Ships	3210	0	800	0
Containers	863	357	400	24
Trucks & Rakes	4354	226	340	39
Others (W/H Equip, Wind Energy, IT etc.	1183	9	70	16
Total	14114	1106	2250	144

Thank You!



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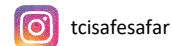
Study Reports
<https://tcil.com/tcil/study-reports.html>



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Everything **Logistics**

