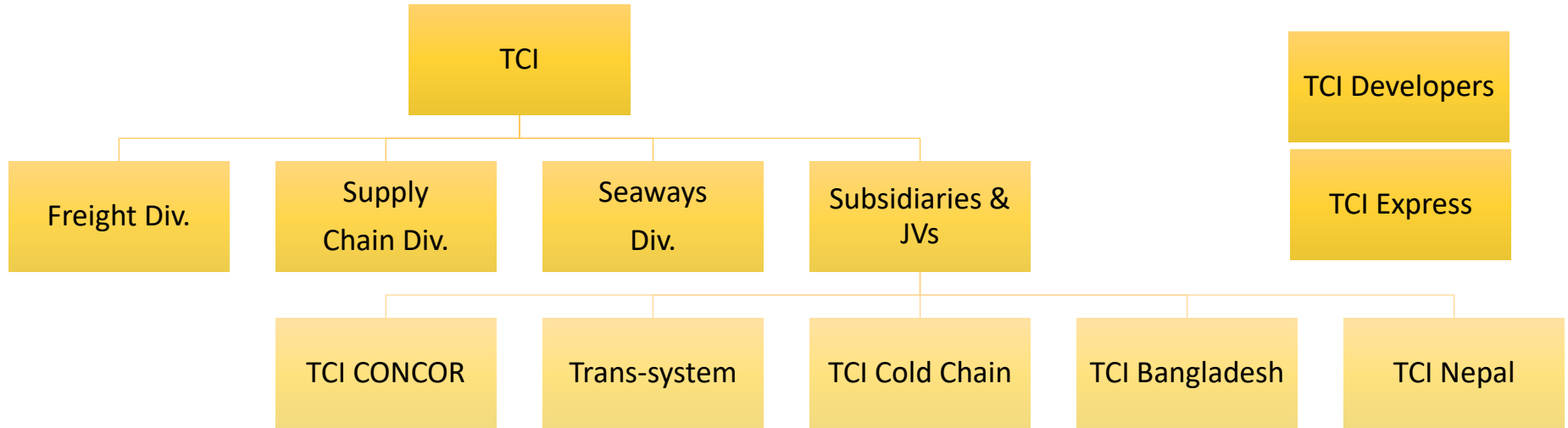




Everything **Logistics**

Earnings Presentation Q3 FY22

Group Overview



6+

Decades of Experience



\$600+ Mn

Revenue



2.5%

Moving India's
GDP by Value



7000+

Employees Strength



2 Bn USD

Market
Capitalization



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



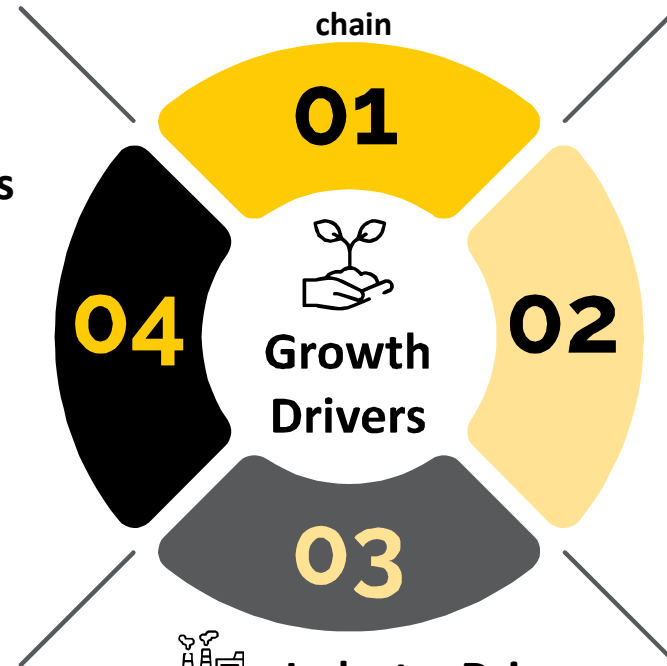
Regulatory & Government Initiatives

- ◆ Infrastructure push
GATISHAKTI, National Asset Monetization plan, Bharat Mala, 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

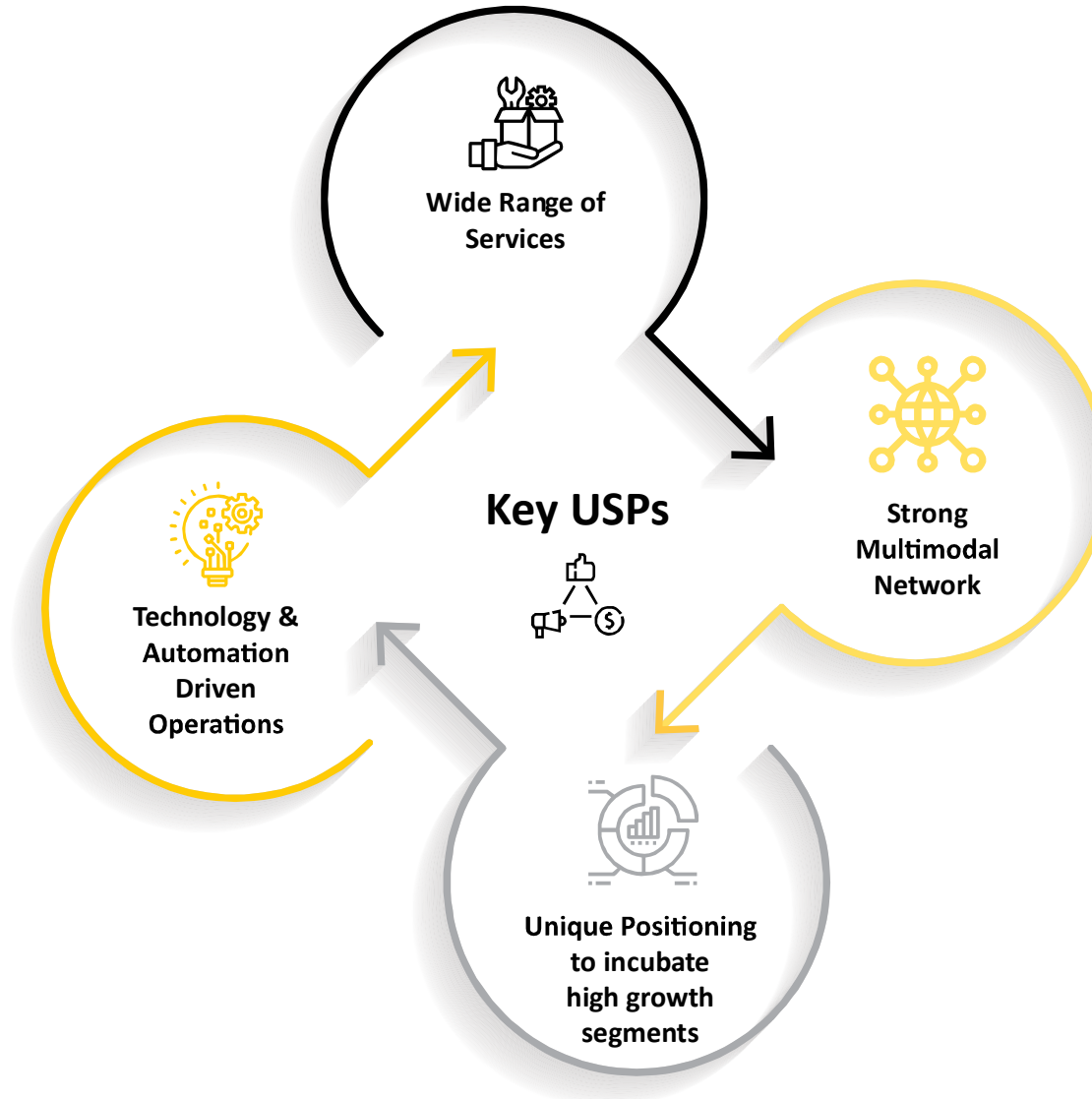
- ◆ Focus on core area of business: increased outsourcing
- ◆ Rapid pace of technology adoption and automation
- ◆ Demand for larger WH for safety stock
- ◆ Increase in modern handling systems: pallets, conveyors
- ◆ Shift towards alternative modes of transportation



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

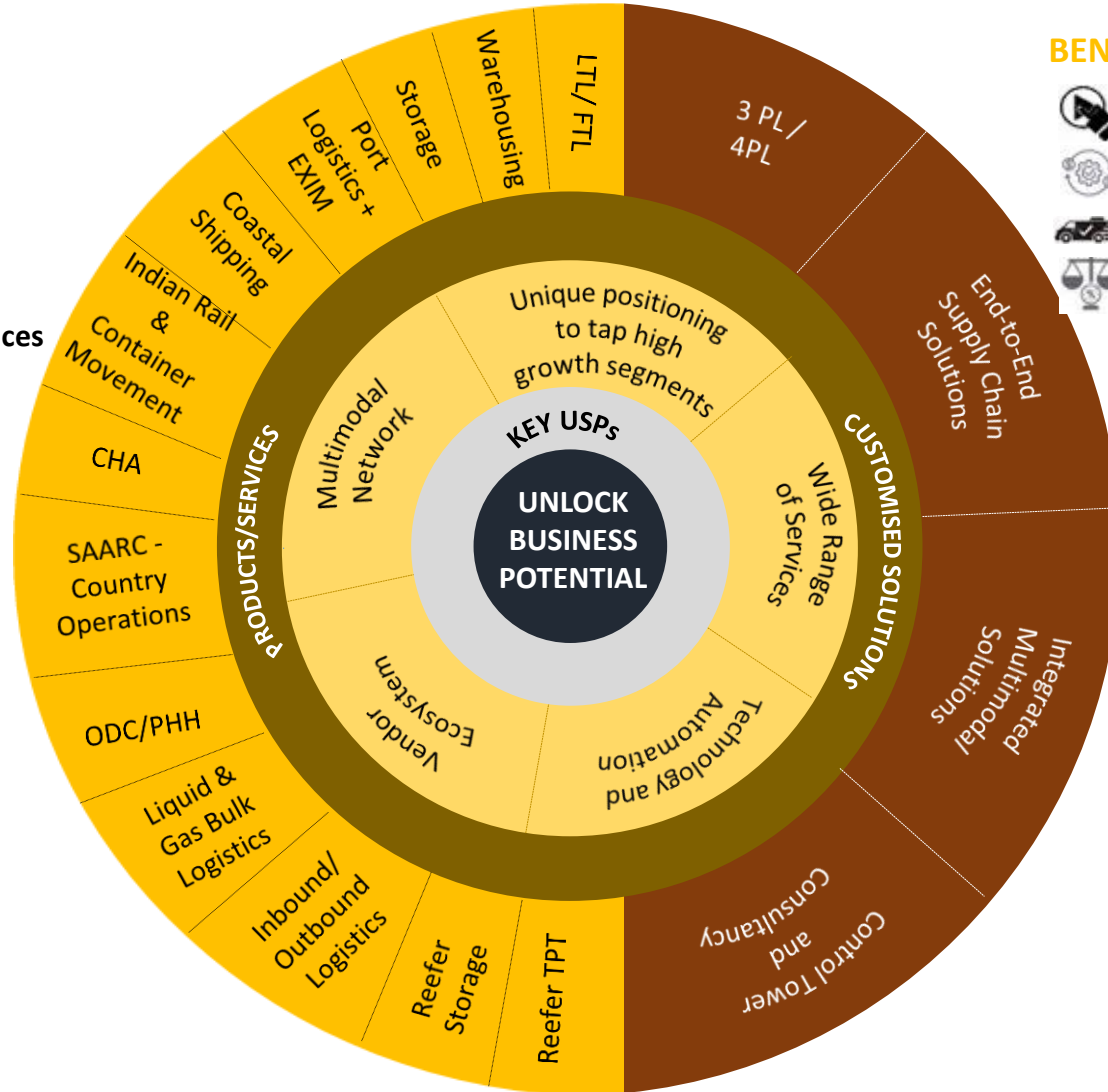


Wide Range of Customized Services



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 (9M):
2020-21 : 1160 Rakes
2021-22 : 1055 Rakes



06 Coastal Cargo Ships deployed



No of Containers handled (9M):
2020-21 : 115700 TEUs
2021-22 : 92900 TEUs



Own and Operate **8000+** marine containers

7 Major Ports serviced



650+ ISO Tank Containers

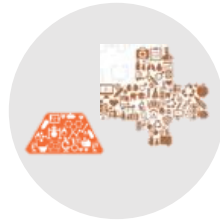


12,000 Trucks per day



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. 153 fleet (90 Own), 12000 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

02

Central Monitoring System

- ◆ Vehicle Tracking System
- ◆ High Availability Disaster Recovery
- ◆ Logistics Control Tower
- ◆ Fleet Management System
- ◆ Security Operation Centre

04

Strong Tech Team

- ◆ Version Control
- ◆ Repository System
- ◆ Dev Ops lifecycle Tool
- ◆ Project Management System
- ◆ Standard IT Policies
- ◆ Tech enabled Infrastructure

06

Customer and Suppliers

- ◆ Customer Relationship Management
- ◆ Customer Portal & App
- ◆ Supplier Relationship Management
- ◆ Supplier Performance Management
- ◆ Supplier App

01

Operations & Warehousing

- ◆ Tyre Management System
- ◆ Workman Management System
- ◆ ERP on cloud
- ◆ Freight Exchange Platform
- ◆ Record Management System
- ◆ Geo Fencing, E-Invoice, E-Waybill, GST

03

Digital Transformation

- ◆ Robotics Process Automation
- ◆ Data Analytics
- ◆ Business Process Optimization
- ◆ Artificial Intelligence & ML
- ◆ Optical Character Recognition
- ◆ Business Intelligence Tool

05

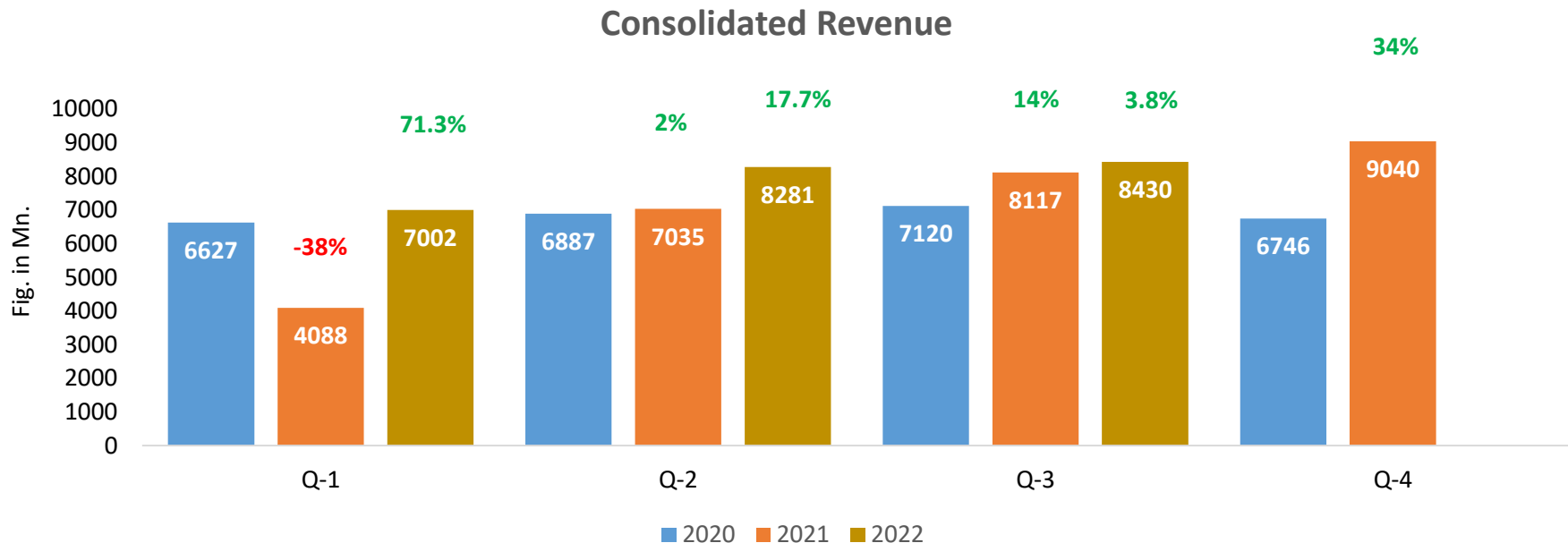
IOT Devices

- ◆ GPS & GIS
- ◆ Temperature Sensors
- ◆ RFID's
- ◆ Barcode Scanners

Key Highlights



- Diversified service offerings and large customer base helped in growth momentum amid mixed sectorial trends. Company strategy of integrated logistics play has shown effectiveness and strength.
- Sufficient liquidity in system with strong cash flow and nil utilization of working capital limits, reduced borrowing to 50 Cr from 230 Cr at beginning of FY.
- Robust pipeline of new opportunities with customers



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.

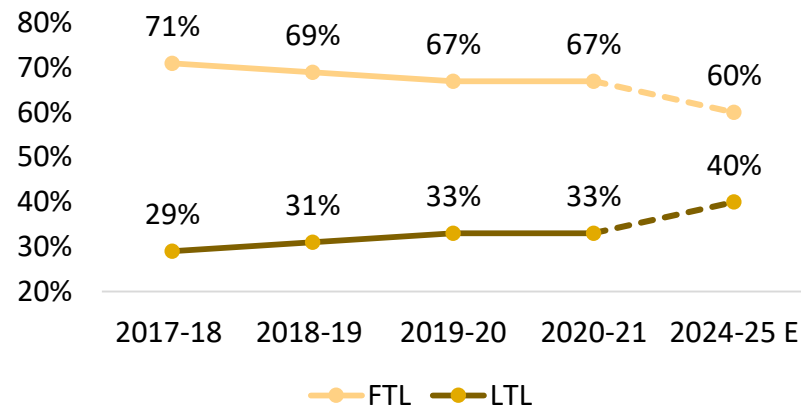


TCI Freight Division: Key Operational Highlights

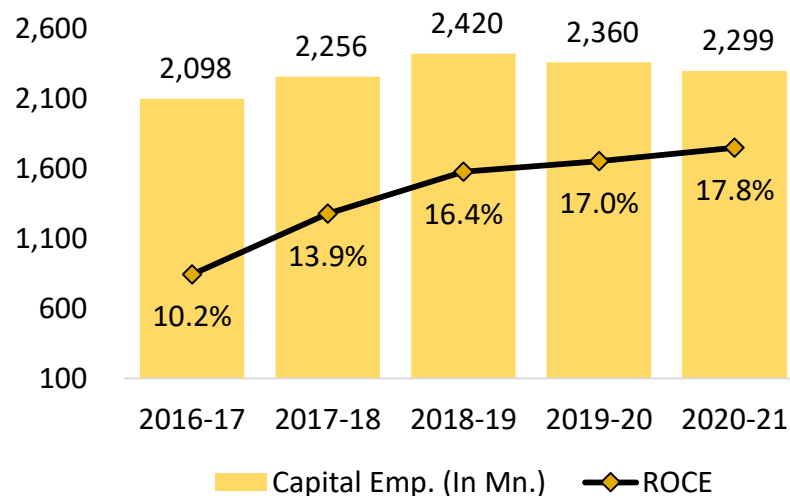
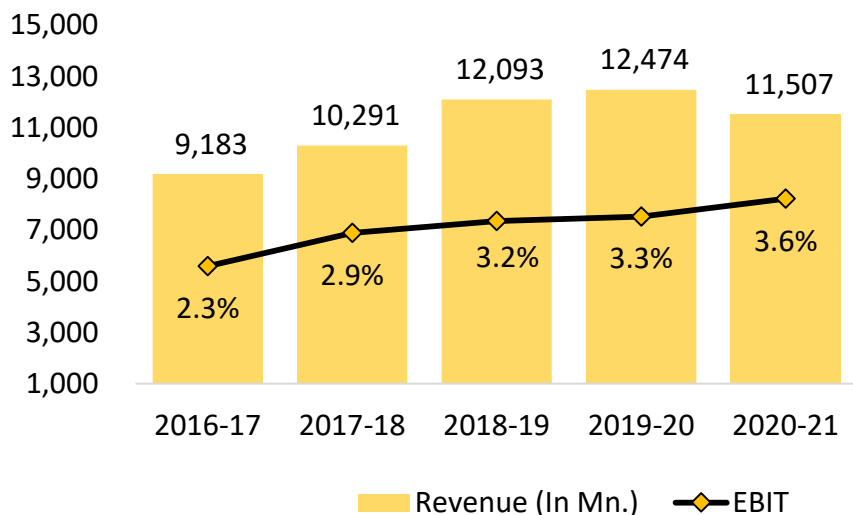


Figures in Mn

Particulars	Q3 FY22	Q3 FY21	Gr%	9M FY22	9M FY21	Gr%
Revenue	3540	3278	8.0%	9810	7636	28.5%
EBDITA	174	147	18.4%	440	300	46.5%
% to Revenue	4.9%	4.5%		4.5%	3.9%	
EBIT	162	137	18.3%	406	255	59.3%
% to Revenue	4.6%	4.2%		4.1%	3.3%	

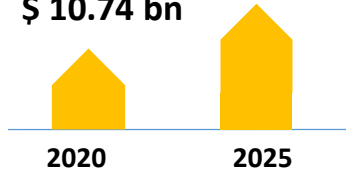


- Pre festive season stocking during October, slower industrial activities during November which recovered during December.
- Improving margins with controlled cost structure and increasing share of LTL
- With asset light model will stabilize RCOE at 20%+



TCI Supply Chain Division: Industry nature and trends

3PL Incremental Growth
\$ 10.74 bn



7.87%
3PL Estimated CAGR
(2021-2025)

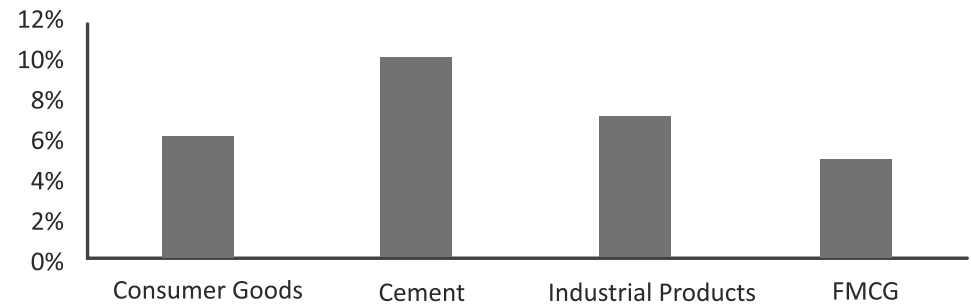
8%
3PL - Acceleration of
Market Growth (CAGR)

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

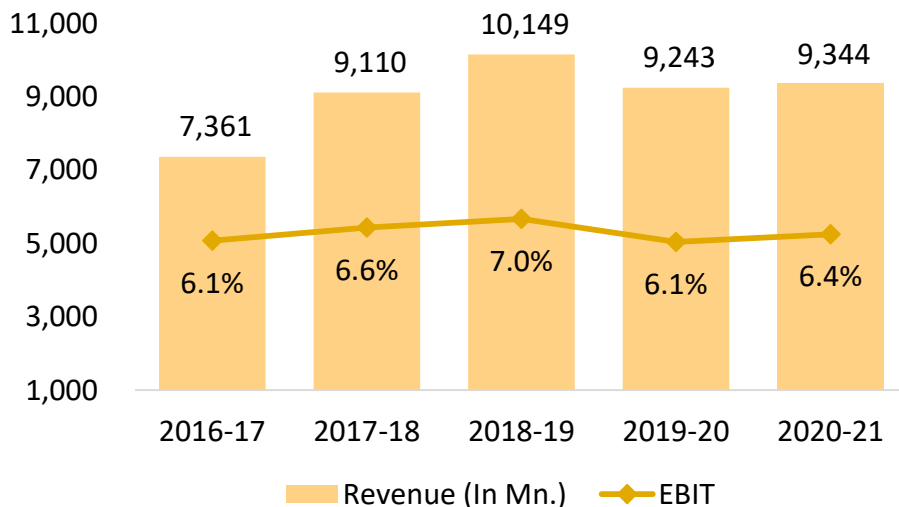


TCI Supply Chain Division: Key Operational Highlights

Figures in Mn

Particulars	Q3 FY22	Q3 FY21	Br%	9M FY22	9M FY21	Br%
Revenue	2635	2916	-9.7%	7464	6434	16.0%
EBDITA	268	298	-10.1%	776	670	15.9%
% to Revenue	10.2%	10.2%		10.4%	10.4%	
EBIT	155	198	-21.9%	431	394	9.5%
% to Revenue	5.9%	6.8%		5.8%	6.1%	

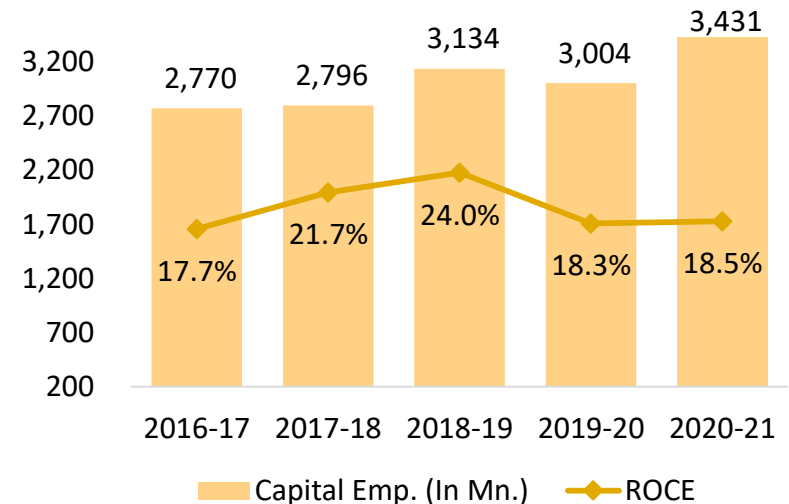
- Supply side disruptions in Automotive mobility, sluggish demand in high value consumer goods.
- Able to offbeat declining industry trends with diversified customer base and service offerings



Storage Area under Management

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

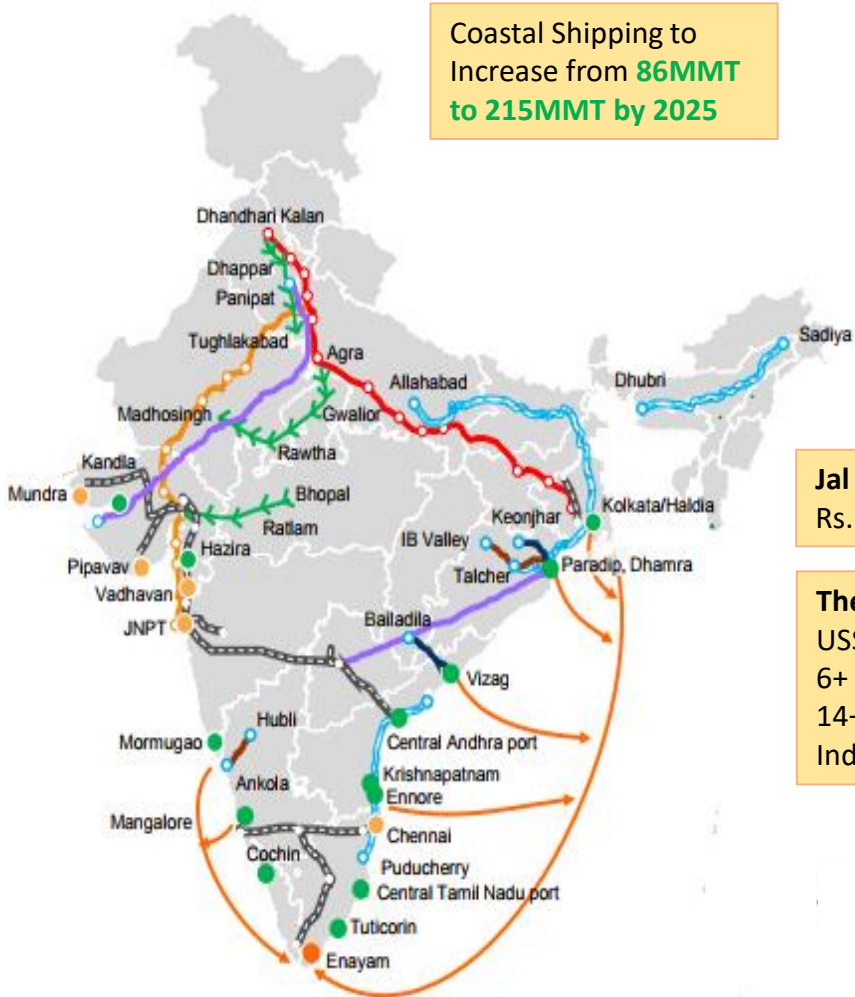
4,000 (950) Fleet in operations (Owned)



TCI Seaways: Industry nature and trends

Trends to Drive Forward

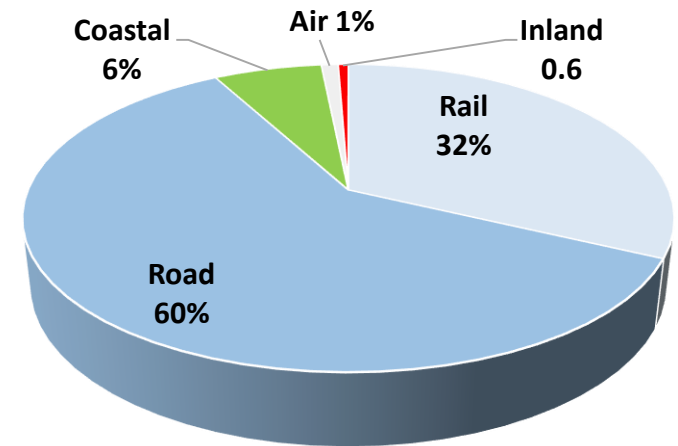
Coastal Shipping to Increase from **86MMT** to **215MMT** by 2025



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)**



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**

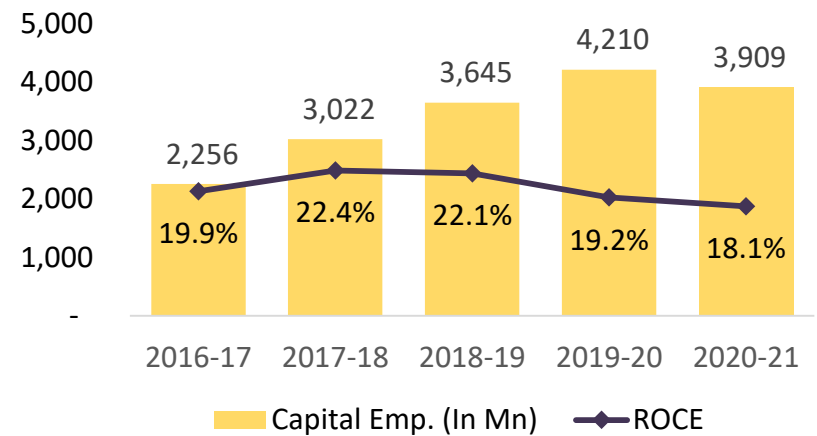
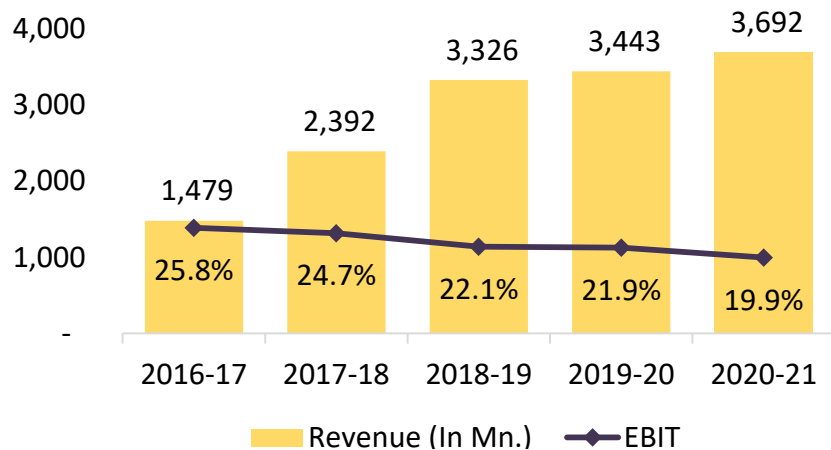
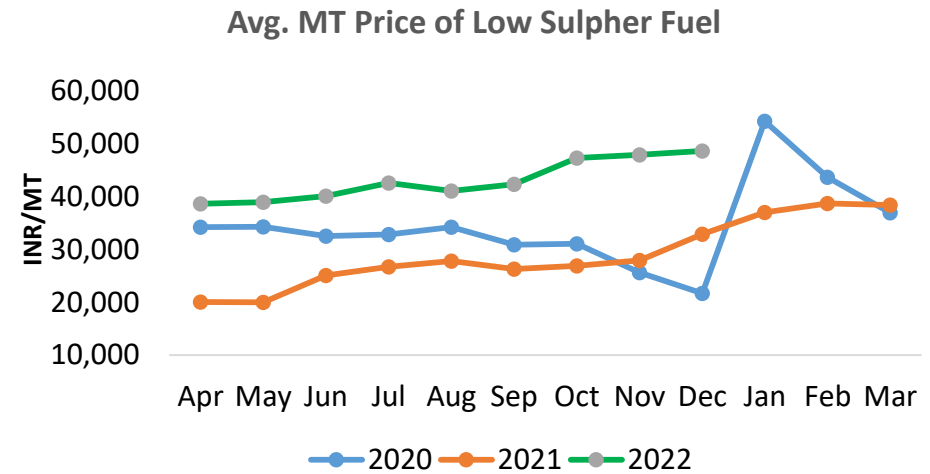
Serves **7** of India out 13 ports

TCI Seaways Division: Key Operational Highlights










Figures in Mn

Particulars	Q3 FY22	Q3 FY21	Br%	9M FY22	9M FY21	Br%
Revenue	1415	971	45.8%	3790	2488	52.3%
EBDITA	655	344	90.5%	1647	716	130.0%
% to Revenue	46.3%	35.4%		43.4%	28.8%	
EBIT	539	235	129.6%	1313	430	205.3%
% to Revenue	38.1%	24.2%		34.6%	17.3%	

- Exponential growth in revenue and margins amid increasing freight rates and high value return cargo from Myanmar
- Freight rates at west coast increased by 20-22% in Quarter



TCI's Joint Ventures

FY22 9M (FY21)	 Multimodal Logistics Solutions		
 Revenue	2185 (3239)	431 (361)	3337 (3596)
 Y-o-Y Growth	-7.5% (71%)	78.8% (40.6%)	53.4% (-19.2%)
 PAT	41 (67.0)	16 (4.9)	348 (396)
 Capital Employed	371 (336)	408 (379)	2717 (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

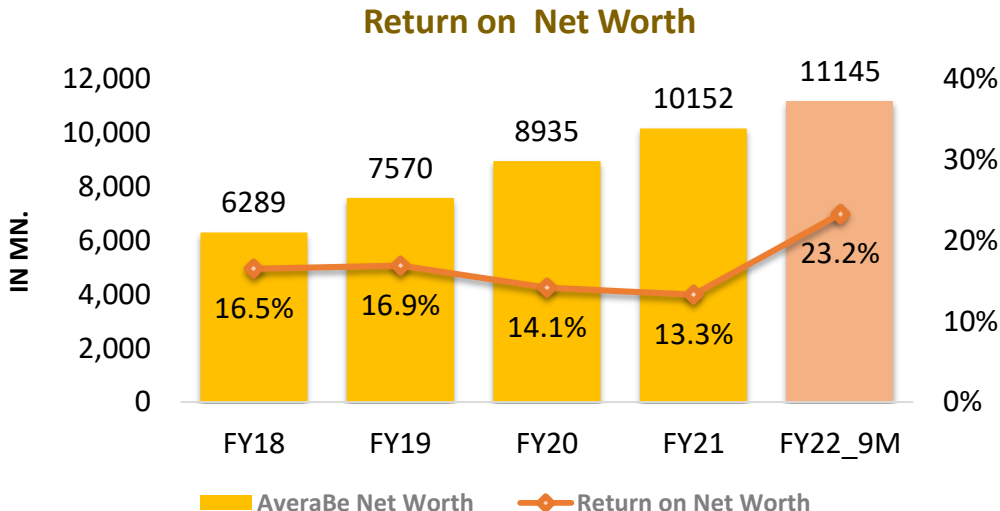
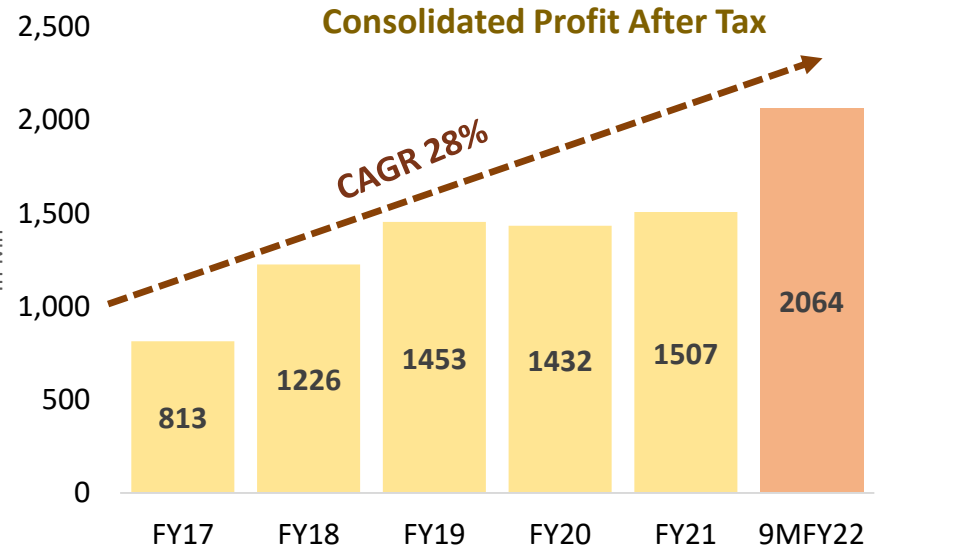
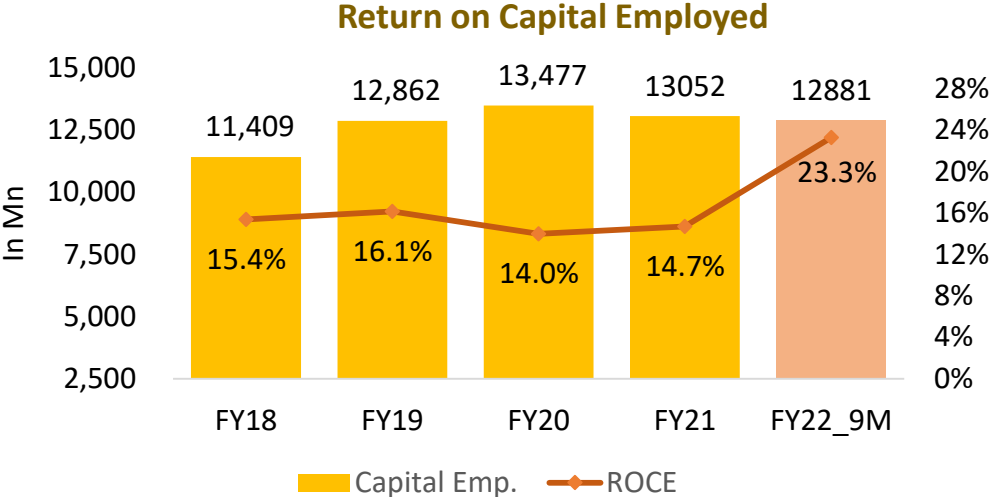
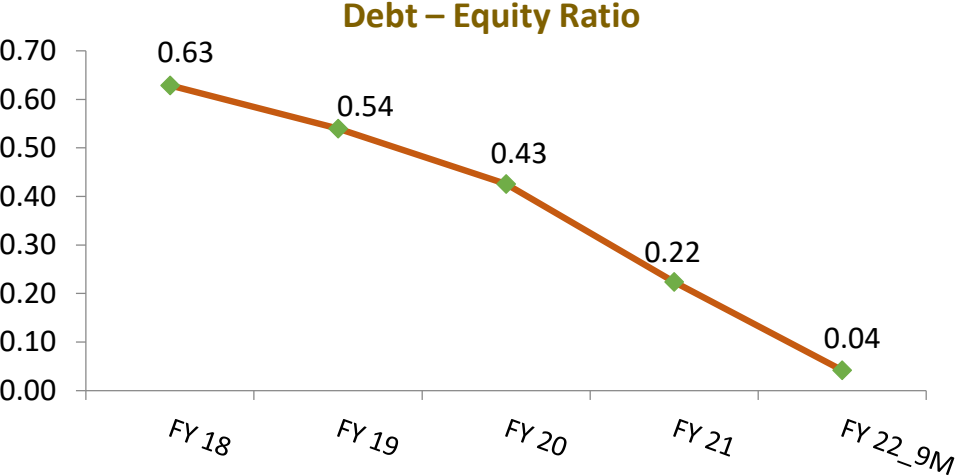


Figures in Mn

	CONSOLIDATED			STANDALONE		
	9M FY-22	9M FY-21	FY 21	9M FY-22	9M FY-21	FY 21
Revenues	23,713 23.2% YoY	19,239 -6.7% YoY	28,278 3.4% YoY	21,300 26.8% YoY	16800 -12.0% YoY	24,888 2.1% YoY
EBDITA	3,197 62.7% YoY	1,965 -8.5% YoY	3,068 7.0% YoY	3,002 60.6% YoY	1869 -5.2% YoY	2,830 7.9% YoY
PAT	2,064 143.1% YoY	849 -20.6% YoY	*1,647 7.5% YoY	1,943 137.2% YoY	819 -13.9% YoY	*1,490 9.2% YoY

* Before Exceptional Item of 139 Mn

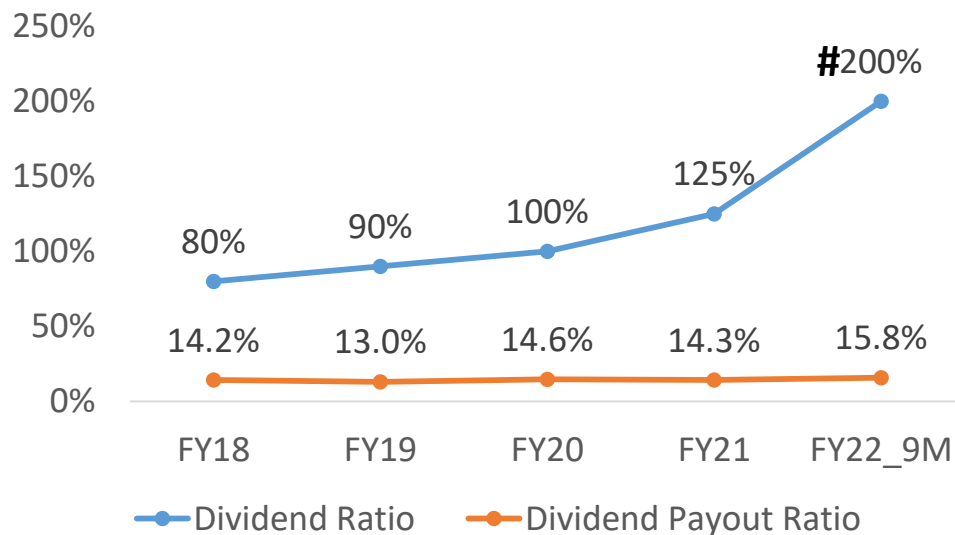
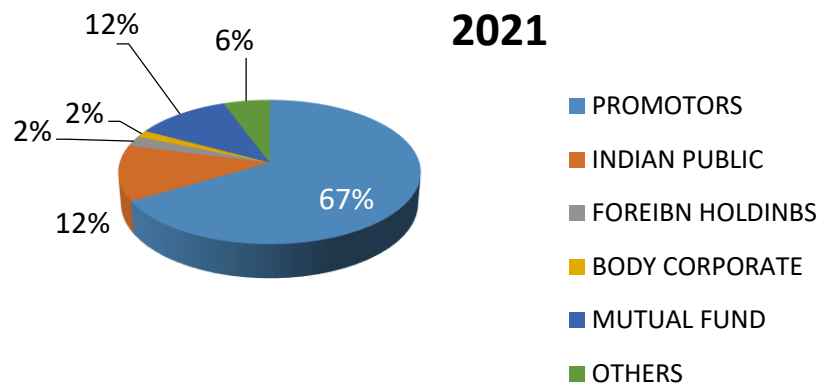
Consistent performance :Key financial Indicators



Market Summary

Particulars	UOM	31 st Dec 21
Market Cap	Rs Mn.	57706
Debt	Rs Mn.	500
Enterprise Value	Rs Mn.	57718
P/E	Nos	22.3
EV/EBITDA	Nos	9.6
52 Week High	Rs/share	838.4
52 Week Low	Rs/share	235.0

Shareholding Pattern as on 31st Dec 2021



- Stock returned CAGR of 39% in last 20 years
- Stock coverage : 11 : Buy Rating :11
- CRISIL Long term Rating : AA (Stable)
- ICRA Short Term Rating CP : A1+

ESG Framework & Activities



- Ensuring **environment-friendly workplaces** including renewable energy use. Generate 140 Mn energy units per annum
- Multimodal Solutions: push towards **green logistics**
- Promoting 3R's – Reduce, Reuse, Recycle



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



- Strong Board oversight
- Comprehensive Code of conduct for Board and senior management
- **Robust Policy framework** Non-Discrimination Policy, HSE Policy, Code of Conduct, Sexual Harassment Policy, CSR Policy, Risk Management Policy
- Regular employee and customer surveys

Future Outlook



- Cautious on 3rd wave & impact on supply chains for disruptions
- Continue to be optimistic about revenue growth of 18-20% & PAT growth of 35-40%
- Shipping related capex deferred to next year due to high prices.

Figures In Mn.

	Actual (FY07 to FY20)	FY 21 Actual	FY 22 Budget	FY22 9M Actual
Hub Centers & Small warehouses	4504	514	640	94
Ships	3210	0	800	0
Containers	863	357	400	32
Trucks & Rakes	4354	226	340	43
Others (W/H Equip, Wind Energy, IT etc.	1183	9	70	20
Total	14114	1106	2250	189

Thank You!



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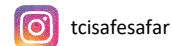
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Everything **Logistics**

