

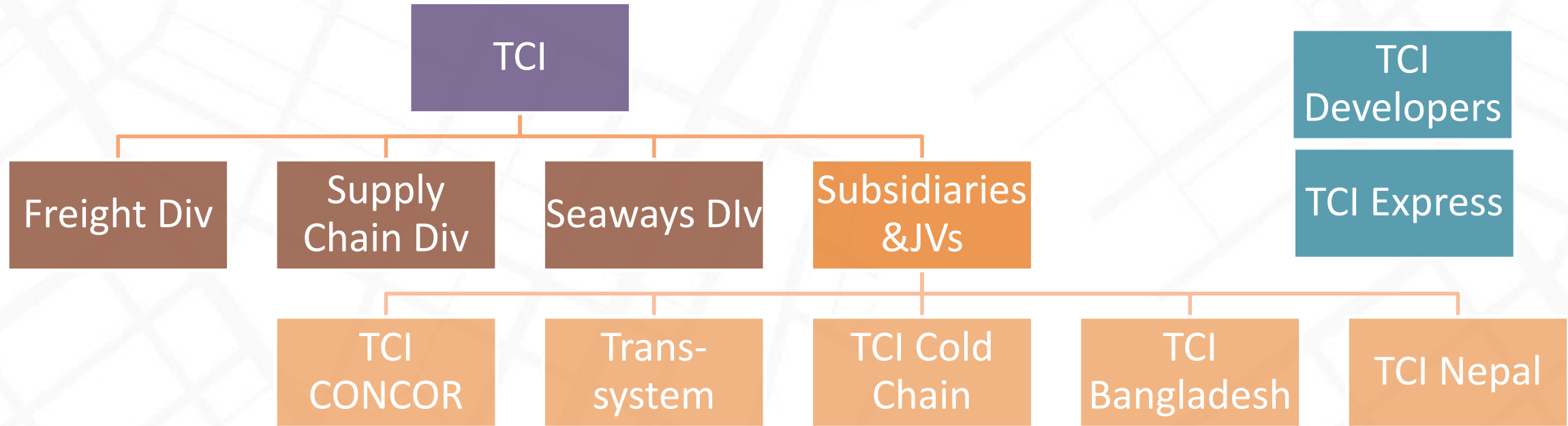


NAVIGATING TOMORROW



Earnings Presentation FY 2020-21

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

Growth Drivers

01

Consumer Driven



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

02

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

03

Industry Driven



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

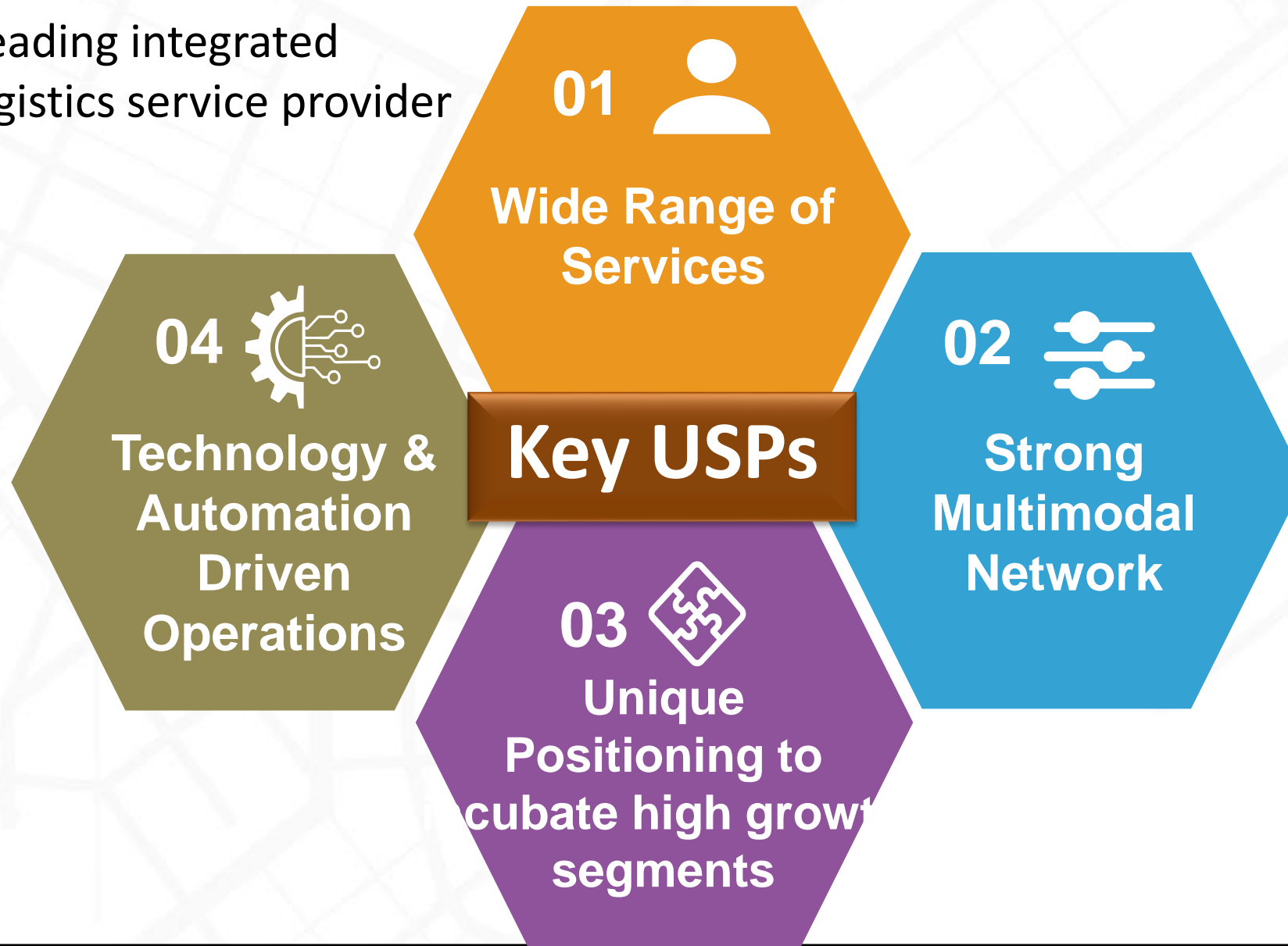
04

Regulatory & Government Initiatives

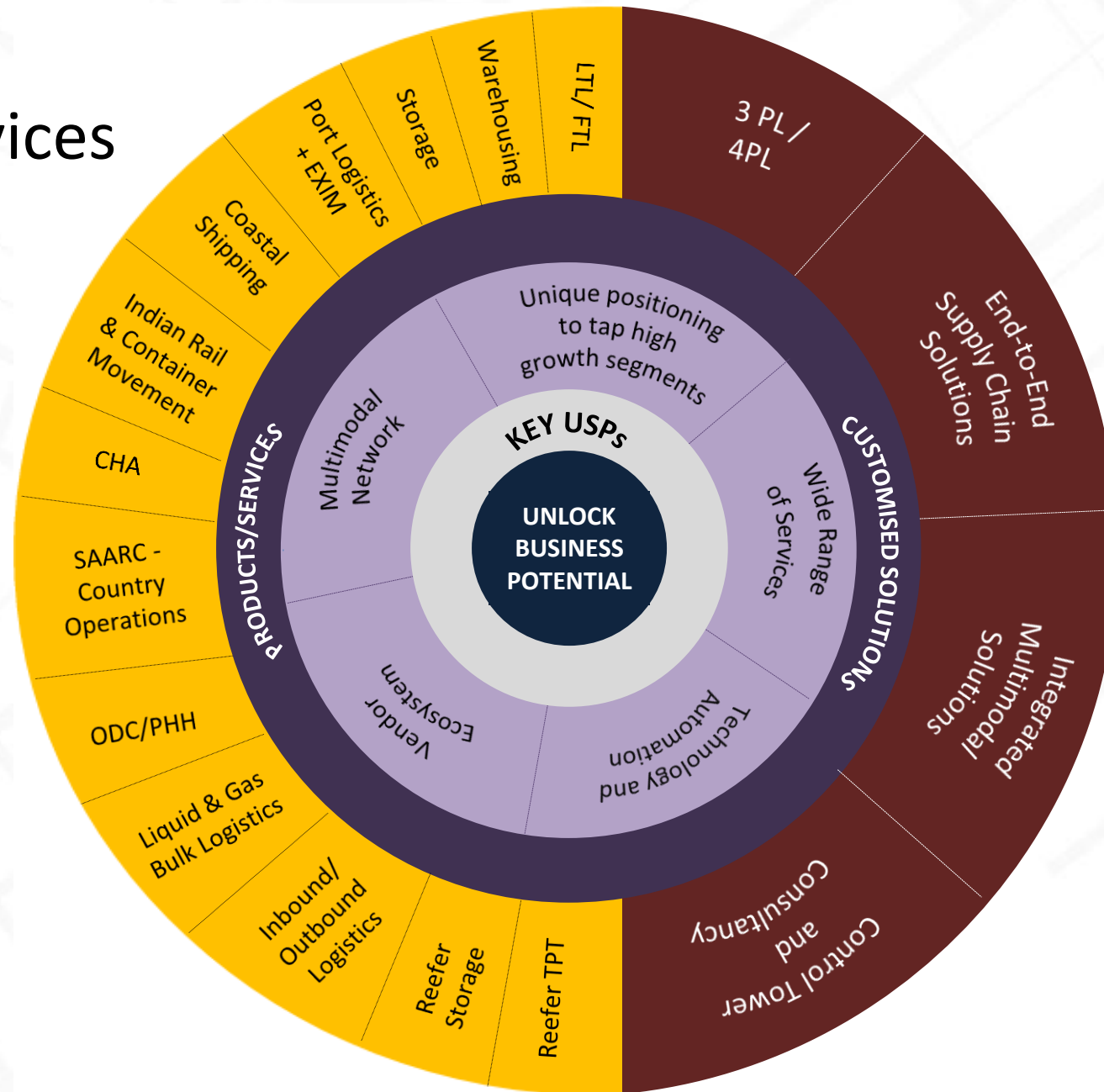
- Infrastructure push BharatMala, SagarMala, MMLP, DFC
- Boost to domestic supply chain, PLI, Atmanirbhar Bharat
- GST, E-way bill and E-invoicing driven governance push and formalization

Company Strategy

To be India's leading integrated multimodal logistics service provider



Wide Range of Customized Services



BENEFITS FOR CUSTOMERS



Single Window Solution



Operational Cost Efficiencies



Trusted Delivery & Fulfillment



Economies of Scale

VERTICALS SERVED



Automobiles



Retail and CP



Hi-tech (ICE)



Healthcare and Lifesciences



Cold Chain



Aviation & Defence



E-Commerce



Chemicals



Iron and Steel



Food Grains

UNLOCKING BUSINESS POTENTIAL through Integrated Multimodal Logistics Solutions

FROM DESIGN TO EXECUTION

Multimodal Services

Chemical Logistics

Cold Supply Chain & Warehousing

FTL & LTL Services

BENEFITS

- Wide range of services: Single-Window (resulting in 10-15% cost benefit for the customer)
- High level of KPI & SLA management
- Six-sigma level of operations
- Control Tower
- Safety

- End-to-end movement by Rail & Road for Chemical logistics
- Using ISO tank containers with baffle tanks

- Handling large volume of liquids
- Moving hazardous chemicals

- Various food ingredients
- Inbound logistics to commissaries
- Warehousing -
Frozen (-18 degrees C)
Chilled (2-8 degrees C)
Cold & Ambient (15-25 degrees C)
- Multi-temperature vehicle

- Foldable Large Container (FLC) Storage
- Pan-India network
- Hub & Spoke model
- Key Account Management (KAM)



Strong Multimodal Network

TCI
S IN LOGISTICS

**1,80,000 TEUs
& Liquid
Containers**

**1300+ Trains
moved**

**06 Coastal Cargo
Ships** deployed

**Operations
across all the
ICDs**

**10,000
Trucks
per day**

**9 Major
Ports
serviced**

**3 AFTO
(Automobile
Trains)**

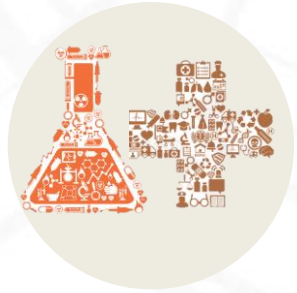
*Rail
Multimodal*

*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.

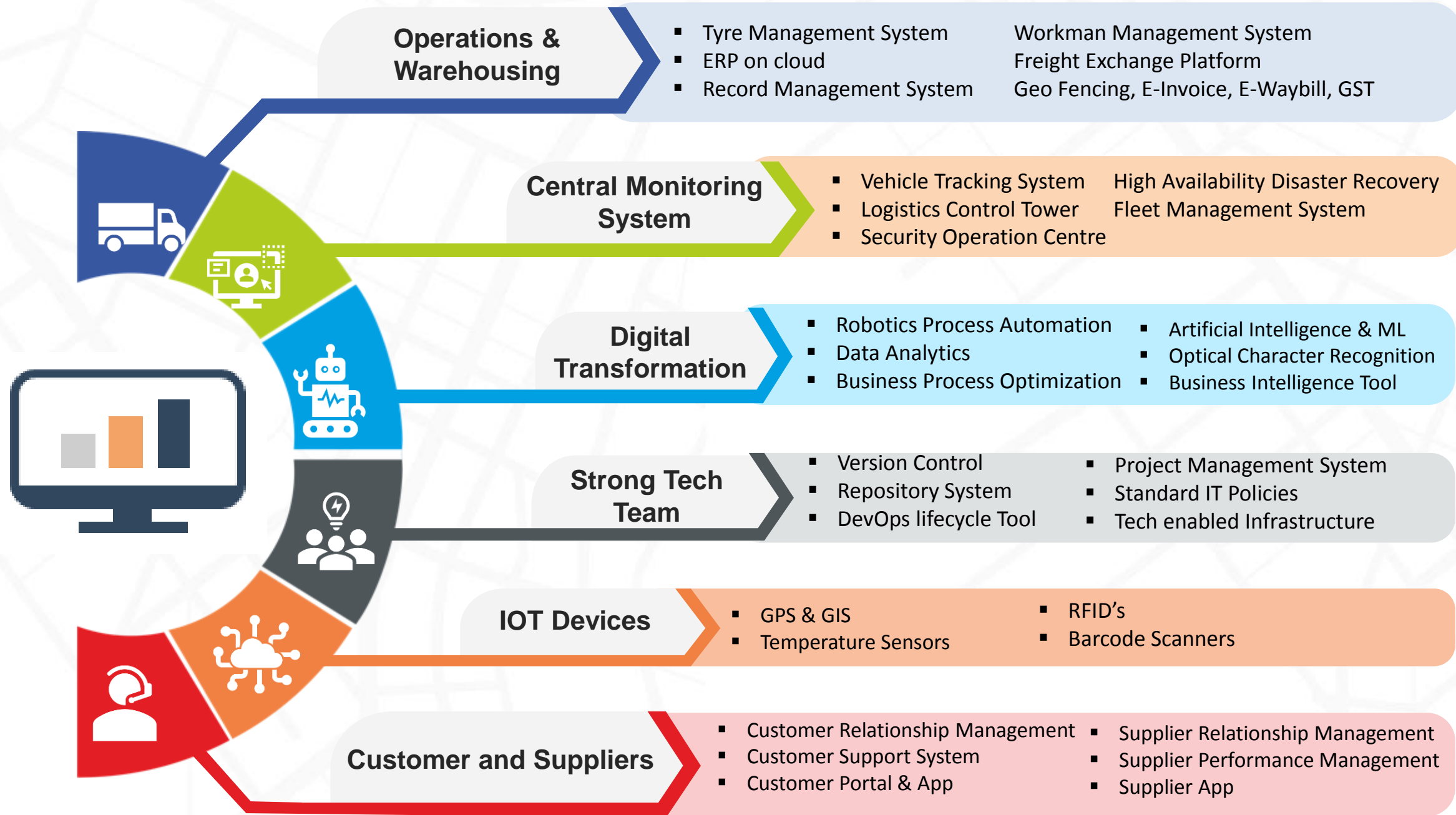
1. Multimodal solutions comprising last mile deliveries.
2. 3PL Solutions, Yard management, OBL, Spare Parts WH
3. Offers hub-spoke solutions.

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.

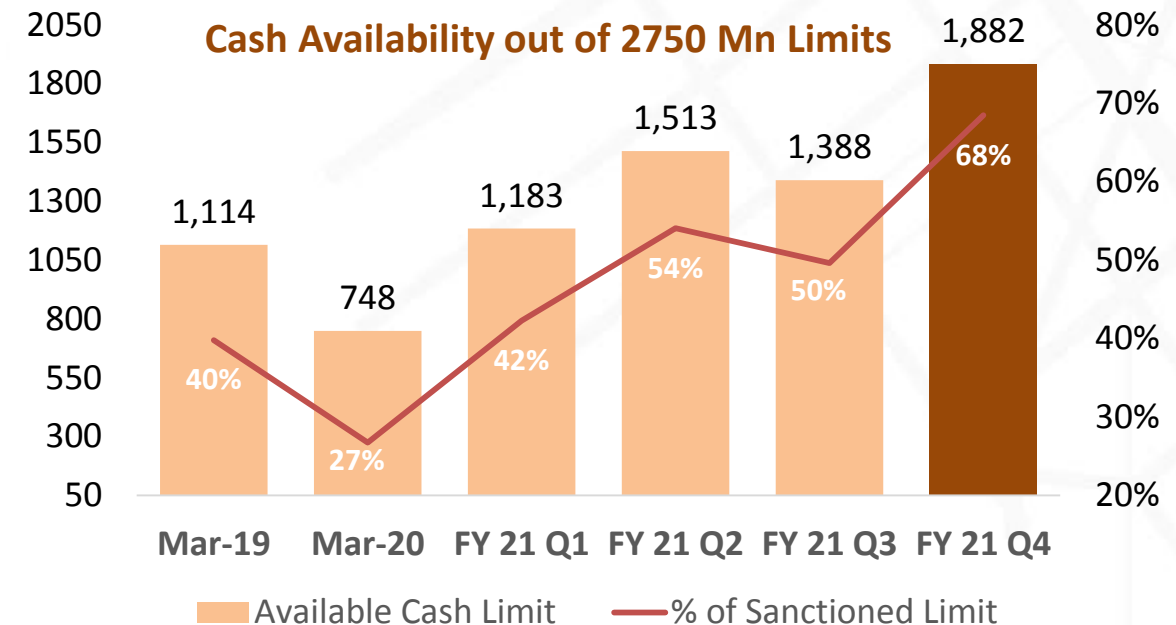
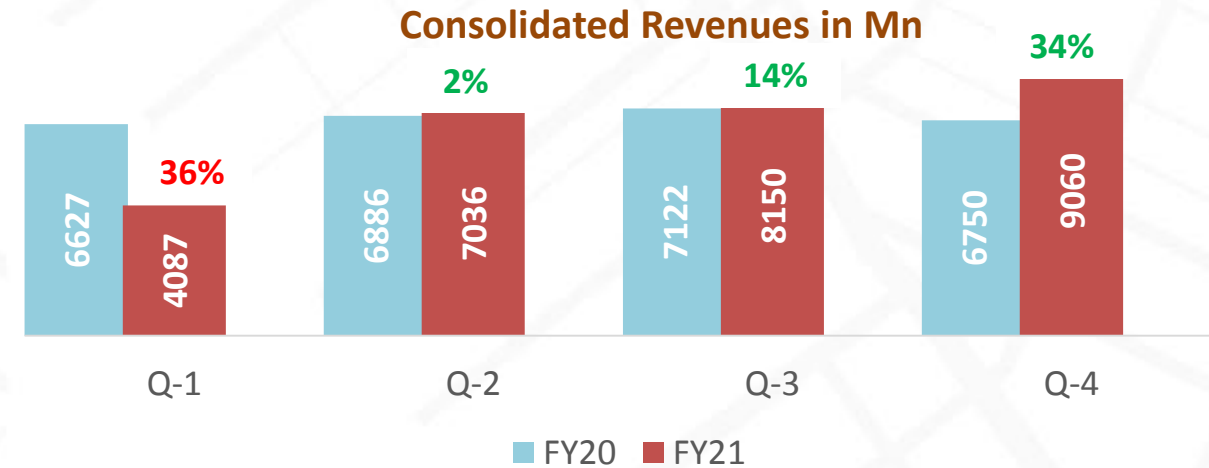
1. Own Subsidiaries in Nepal and Bangladesh. Present in Nepal for 40 years.
2. offices at all major borders and capital cities,
3. End-to-End multimodal through Road and Rail.
4. IATA, CHA, Courier Licenses.

Technology Driven Operations

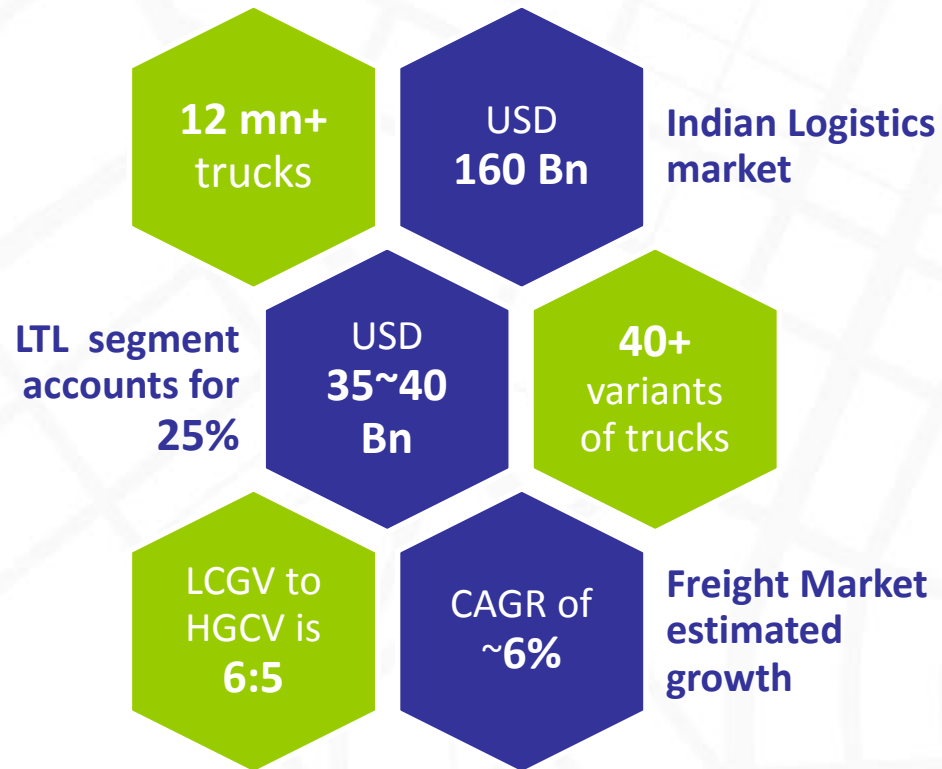


Key Highlights for FY21

- Record Q4 with a strong finish for FY21
- Strong cash flow with improved quality of receivables and lower borrowing
- Robust pipeline of opportunities with deep connect made with customers during pandemic
- Company strategy of integrated logistics play has shown effectiveness and strength



TCI Freight Division: Industry nature and trends



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.
- Started new service for SAARC region to provide door to door service.
- Remote Areas servicing like Leh-Ladakh to Nagercoil
- 700 IT Enabled Owned offices, 25 Strategic Hubs
- Around 3500 trucks and trailers in operation, both owned and leased.
- 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
GEO Fencing System and customer
service by quick response team.

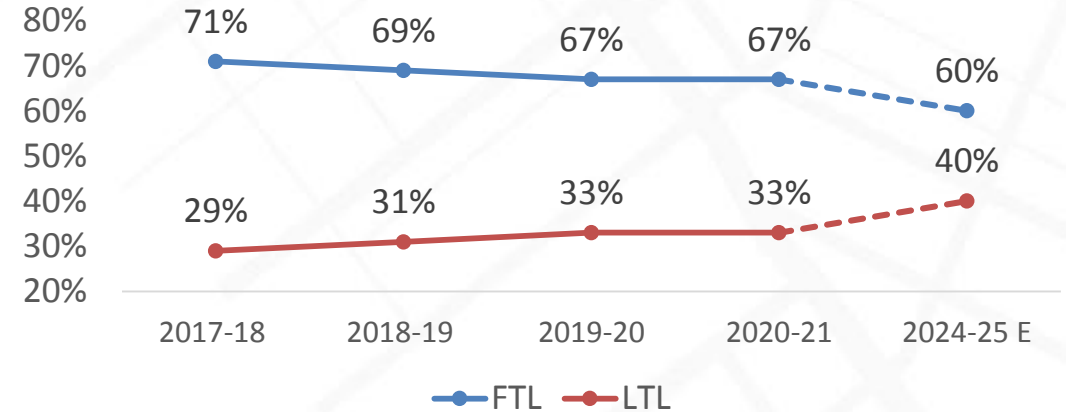


TCI Freight Division: Key Operational Highlights

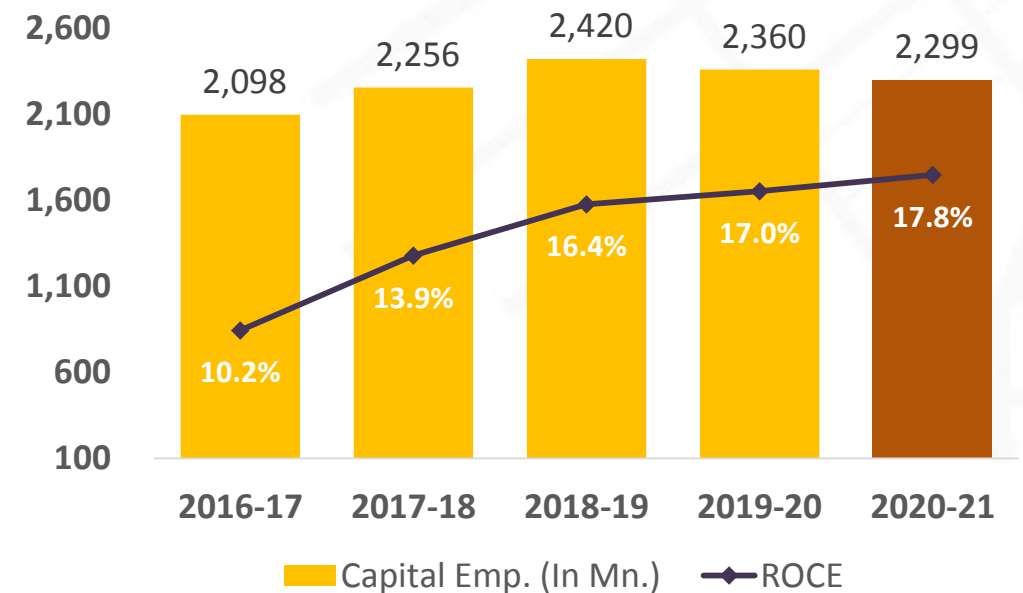
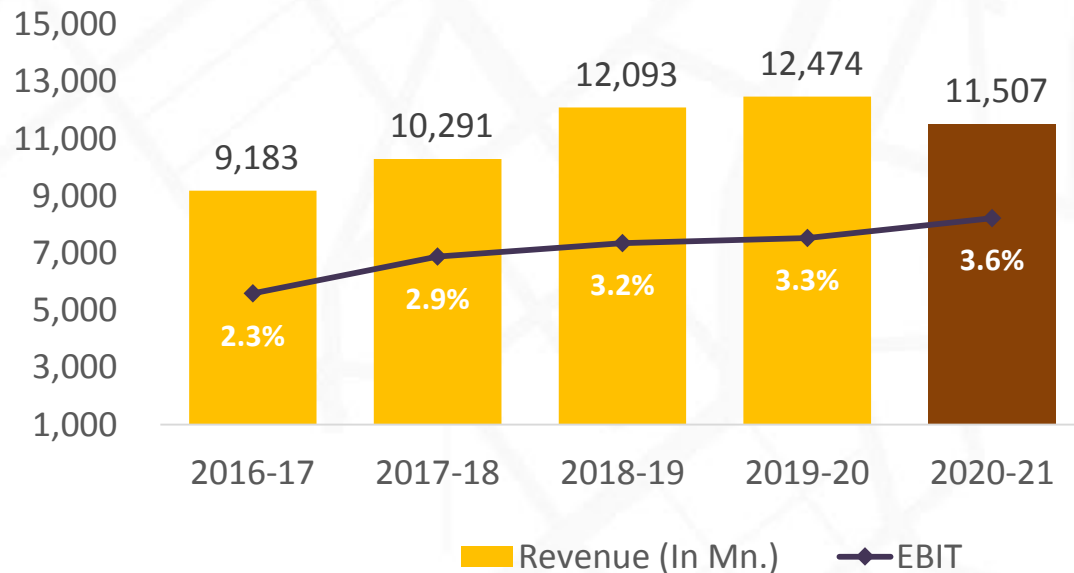
Figures in Mn

Particulars	Q4 FY21	Q4 FY20	Gr%	FY21	FY20	Gr%
Revenue	3871	3227	20.0%	11507	12474	-7.8%
EBDITA	172	135	27.3%	472	486	-2.8%
% to Revenue	4.5%	4.2%		4.1%	3.9%	
EBIT	160	117	37.5%	416	407	2.1%
% to Revenue	4.1%	3.6%		3.6%	3.3%	

- Reached to ~95% revenues amid increased movement of pent up demand post COVID recovery.
- MSME sector did fairly good in Q4

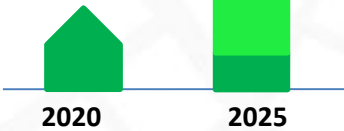


Truck under Operation : 4500+ :Owned : 120



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)

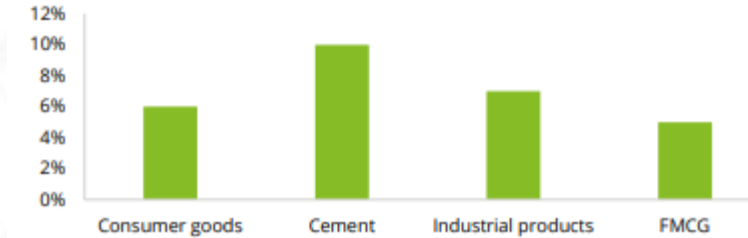
₹ 2086 Bn

Estimated Market Value of
Warehouse Industry
(By 2025)



Source: <https://economictimes.indiatimes.com>

Location of Logistics Hub planned



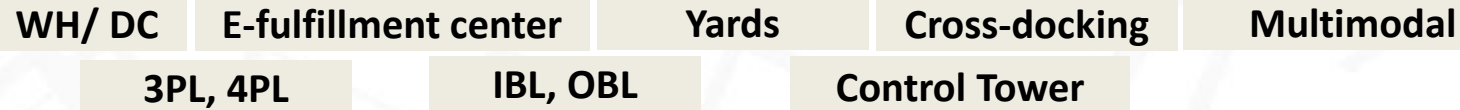
Source: Deloitte analysis

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

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



- ✓ Integrated Logistics & Supply Chain Solutions – from **conceptualization to execution**
- ✓ **4,000 (1020)** Fleet in operations (**Owned**)
- ✓ **5,000+** IBL Pickup per day

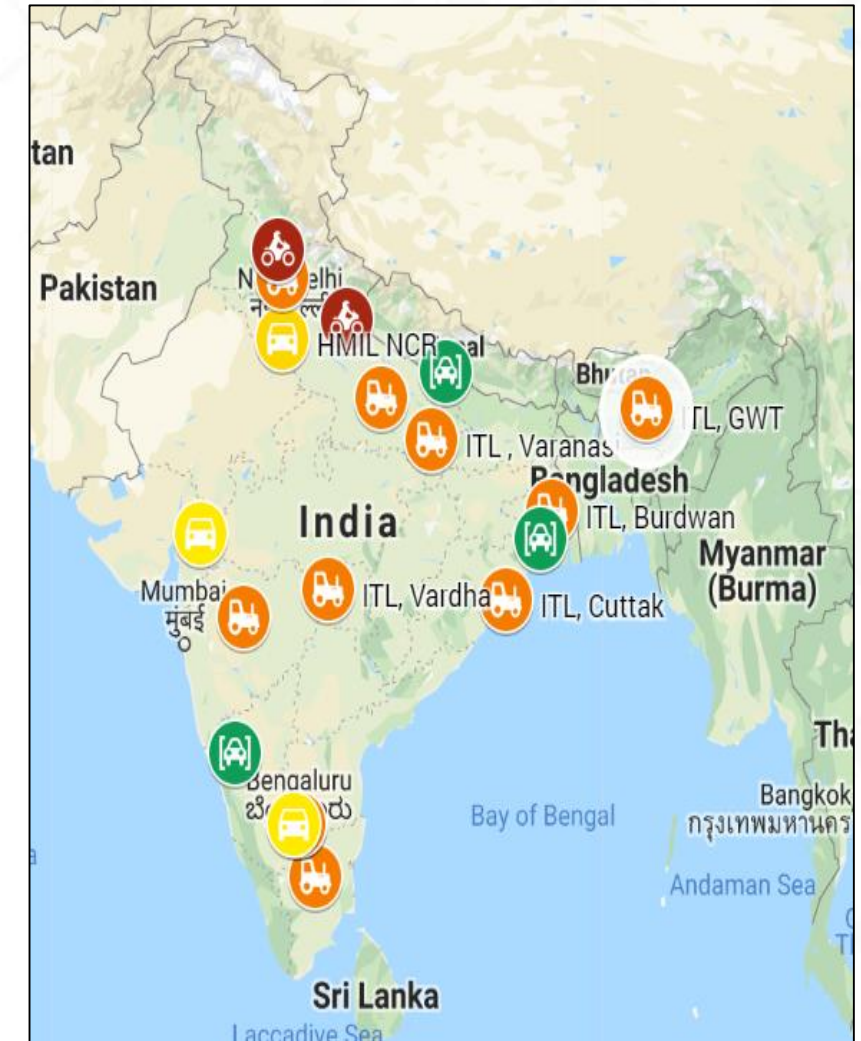
Multimodal Distribution Network Optimization



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



TCI Yard Network



TCI Supply Chain Division: Key Operational Highlights

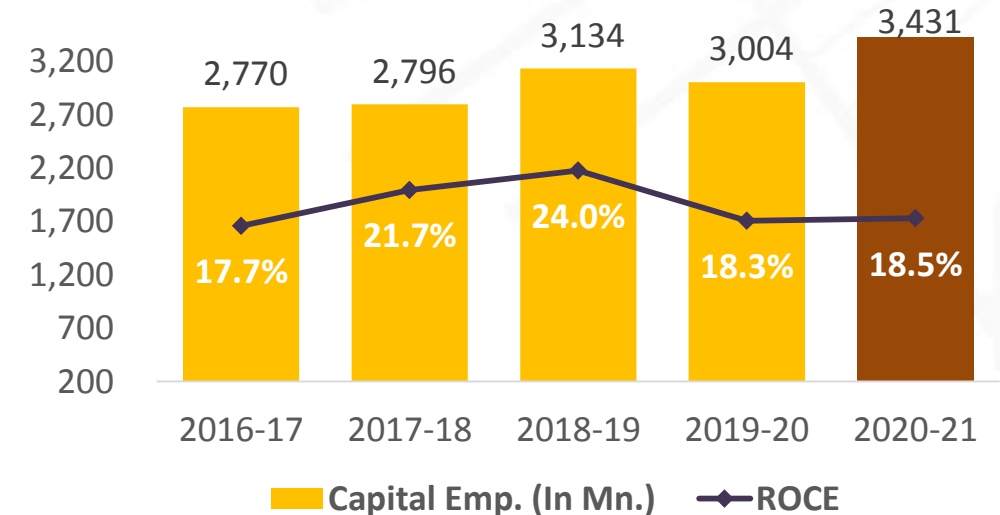
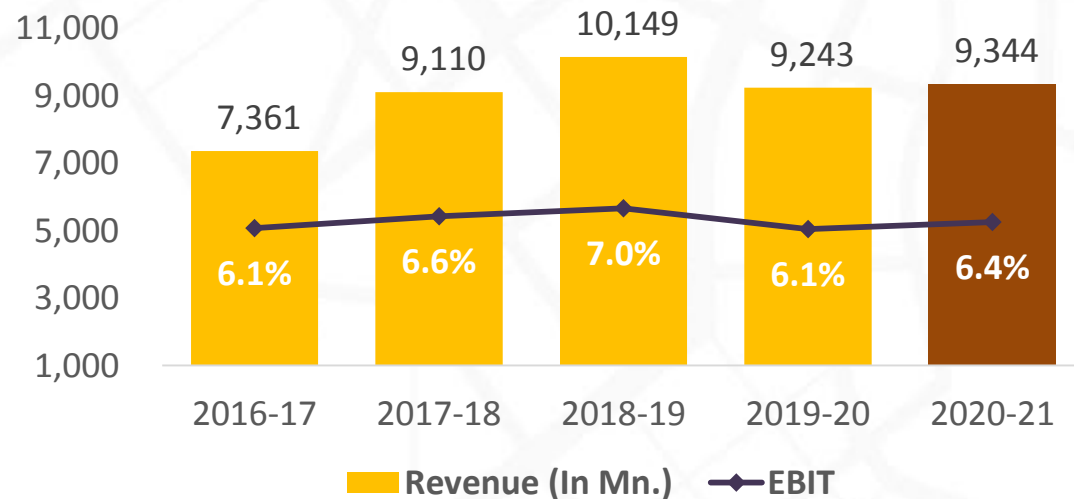
Figures in Mn

Particulars	Q4 FY21	Q4 FY20	Gr%	FY21	FY20	Gr%
Revenue	2910	2077	40.1%	9344	9243	1.1%
EBDITA	328	194	69.2%	998	908	9.9%
% to Revenue	11.3%	9.3%		10.7%	9.8%	
EBIT	202	101	100.1%	596	560	6.3%
% to Revenue	7.0%	4.9%		6.4%	6.1%	

- ~80% Automotive including all personal mobility ,Agri and Industrial. FMCG ,E-comm. chemical leading the rest
- Higher growth driven by sectorial trends and unmatched capabilities to service customers

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

Truck under Operation : 4000+ :Owned : 1000+



TCI Seaways: Industry nature and trends

Trends to Drive Forward

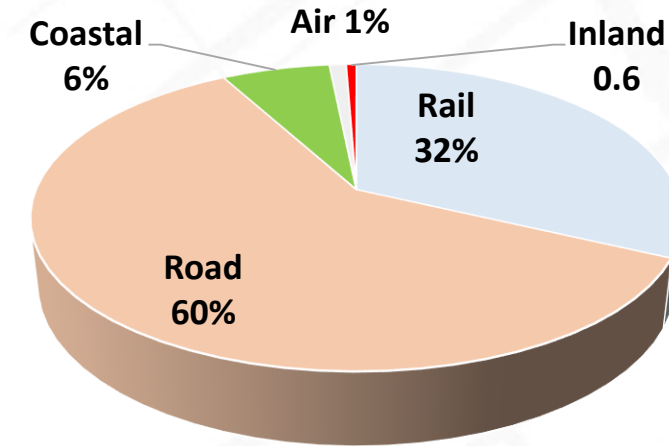
Coastal Shipping to Increase from **86MMT to 215MMT by 2025**



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 Anand



TCI Express



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

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

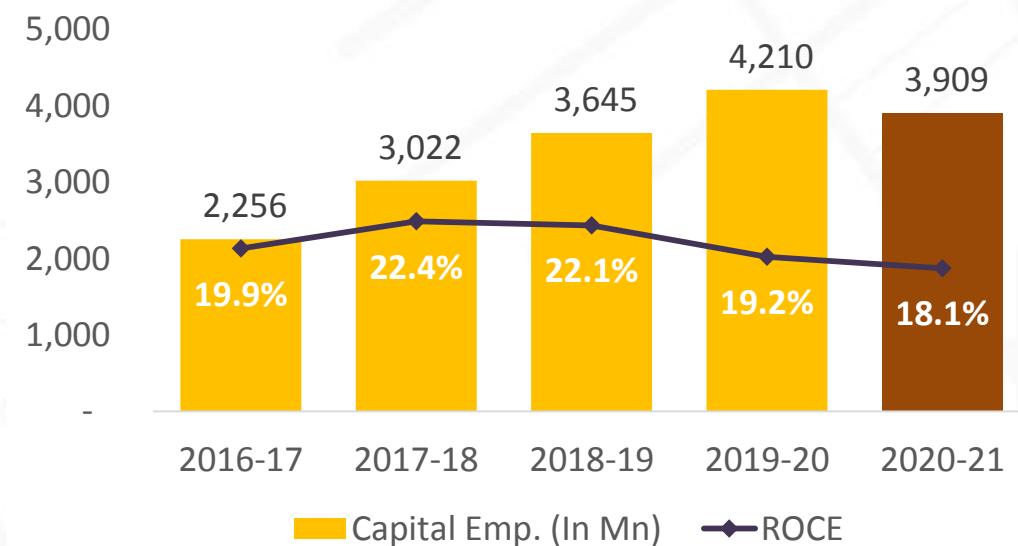
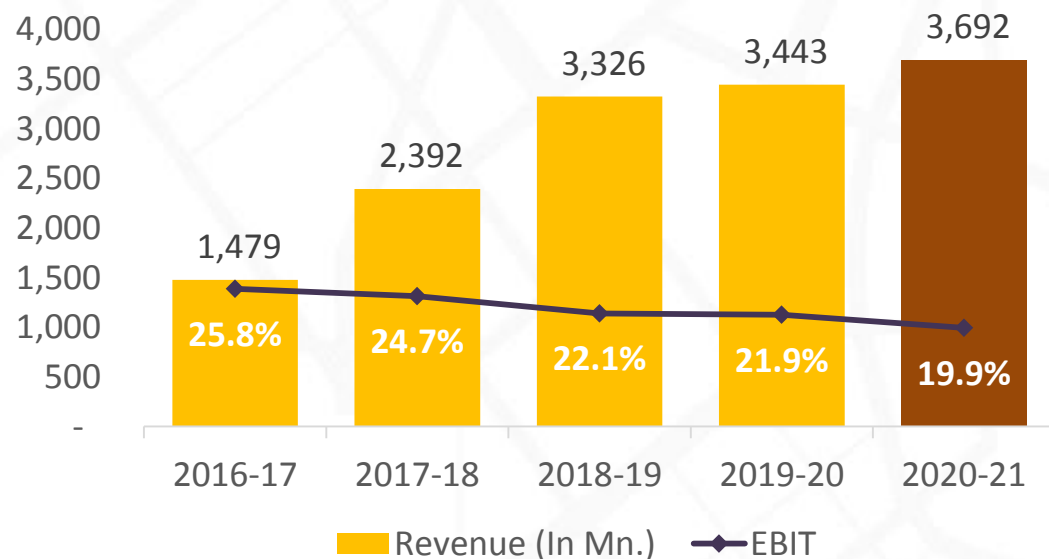
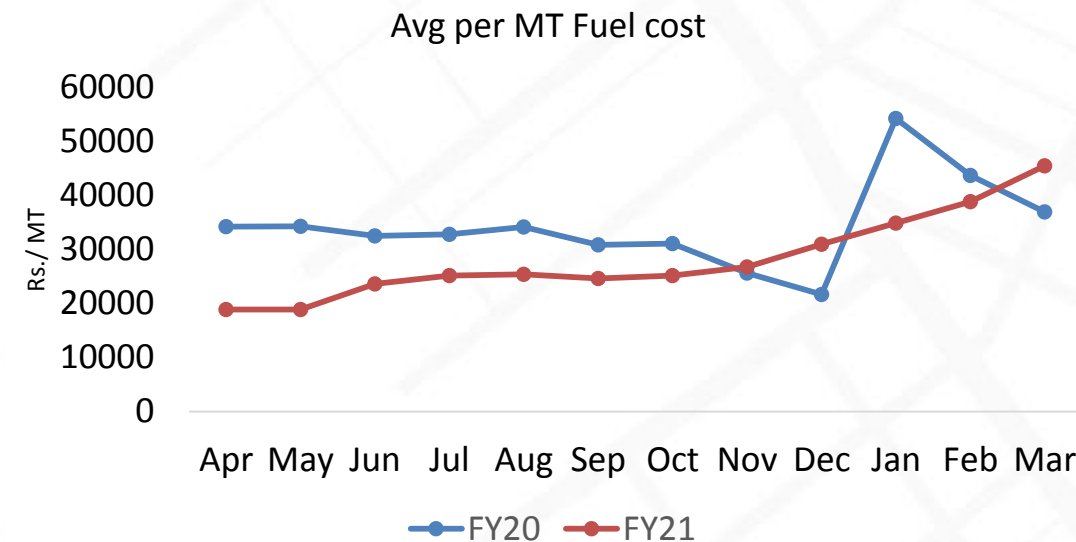
Serves **9** ports of India

TCI Seaways Division: Key Operational Highlights

Figures in Mn

Particulars	Q4 FY21	Q4 FY20	Gr%	FY21	FY20	Gr%
Revenue	1204	978	23.1%	3692	3443	7.2%
EBDITA	434	308	40.9%	1150	1088	5.7%
% to Revenue	36.0%	31.5%		31.1%	31.6%	
EBIT	305	225	35.8%	735	753	-2.4%
% to Revenue	25.4%	23.0%		19.9%	21.9%	

- East and West Coast revenues 42% and 58% respectively
- Three ships were under Drydock and one ship sold during Mid-February
- EBIT margins bit compressed due to higher Depreciation.



TCI's Joint Ventures

Figures in Mn **FY21 (FY20)**



Revenue



3239 (1890)



363 (258)



3596 (4449)



Y-o-Y Growth

71% (-0.1%)

40.6%(372.8%)

-19.2% (-16%)



PAT

33.1 (8.6)

6.7(0.1)

196 (251)



Capital Employed

336 (188)

379 (268)

2573 (2383)



Strategic Partner's Share

49%

20%

51%



Key Operational Highlights

Operates on asset-light model













Building upon its capabilities of integrated multimodal logistics solutions Chemical , Food Grain Metals etc

Cold chain services to cater temperature control Warehousing, Primary & secondary distribution requirements.

Focused on automotive logistics of Japanese clients

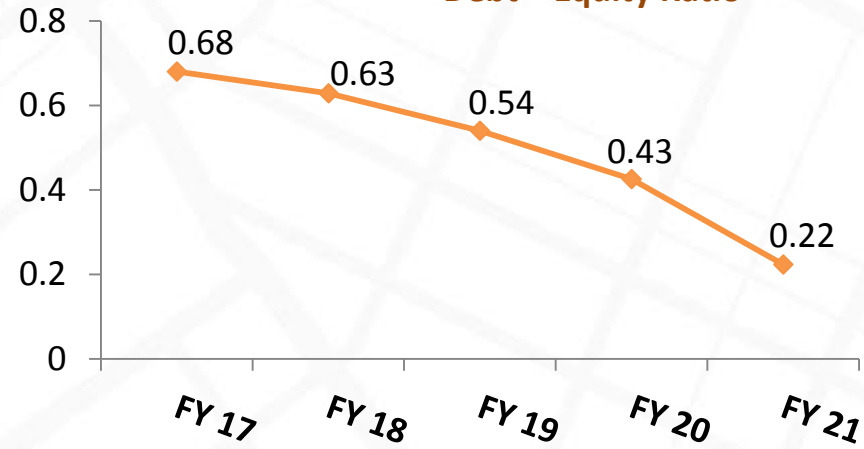
Financial Highlights

Figures in Mn.

	CONSOLIDATED		STANDALONE	
	Q4FY21	FY21	Q4FY21	FY21
Revenues 	9,060 34.3% YoY	 28,300 3.4% YoY	 8,088 27.9% YoY	 24,888 2.1% YoY
EBDITA 	1,094 54.0% YoY	 3,060 7.0% YoY	 954 47.6% YoY	 2,823 7.9% YoY
PAT 	[^] 693 91.4% YoY	 1,647 7.5% YoY	 531 68.8% YoY	 *1,490 9.2% YoY

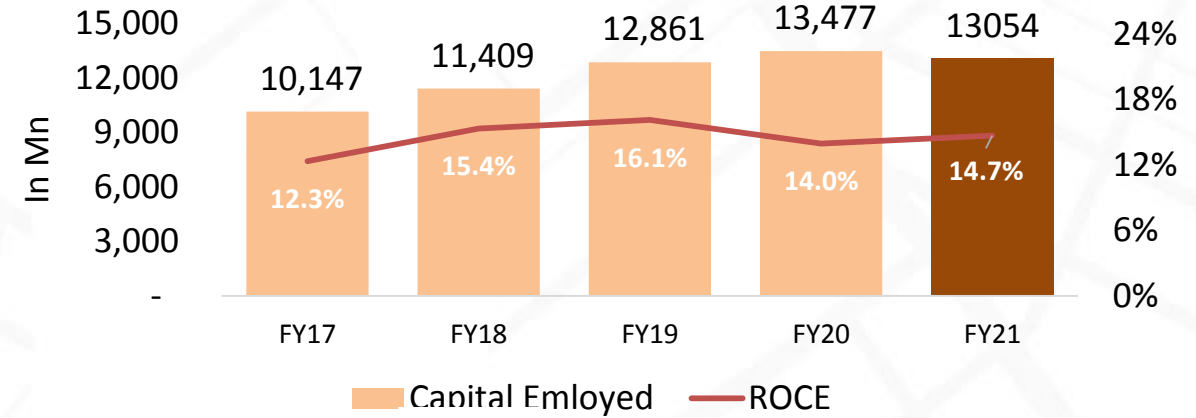
Consistent performance :Key financial Indicators

Debt – Equity Ratio

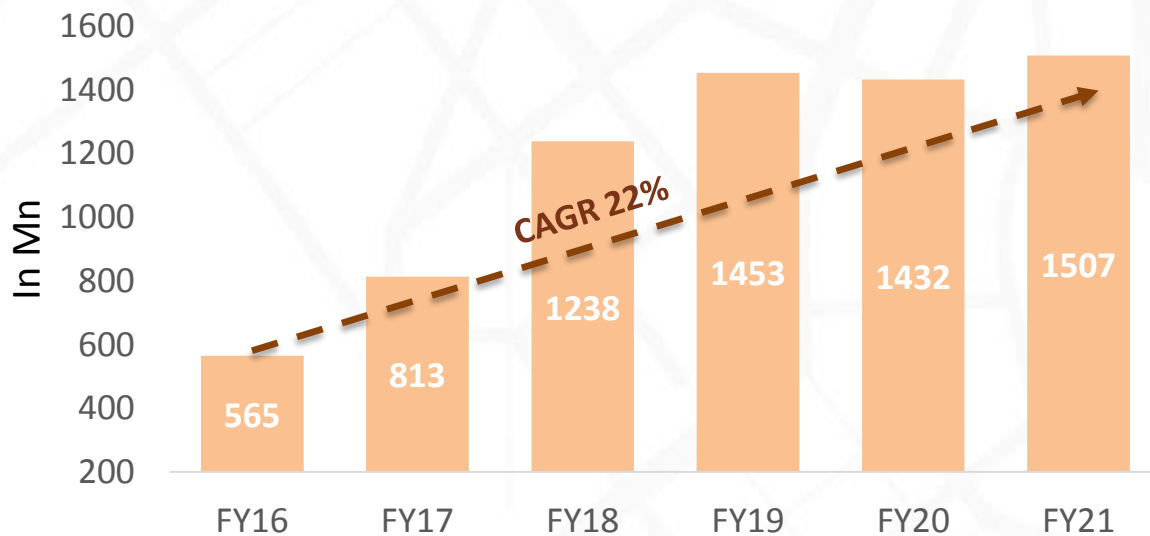


Ratings: AA (CRISIL–Bankline Credit) , A1+ (ICRA-Short term)

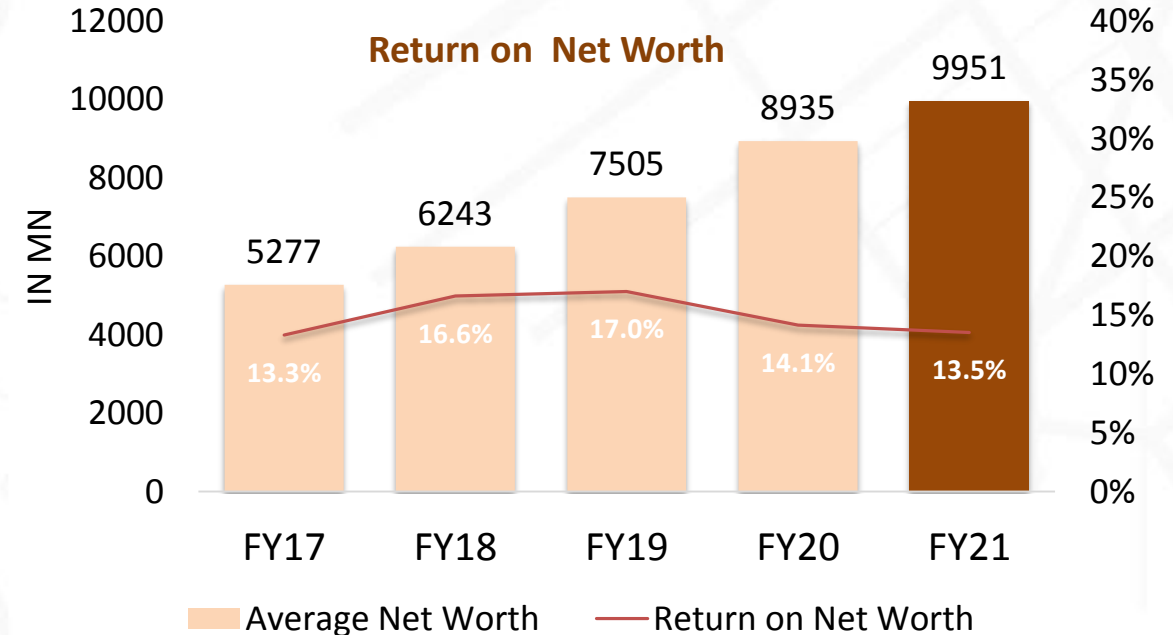
Return on Capital Employed



Consolidated Profit After Tax



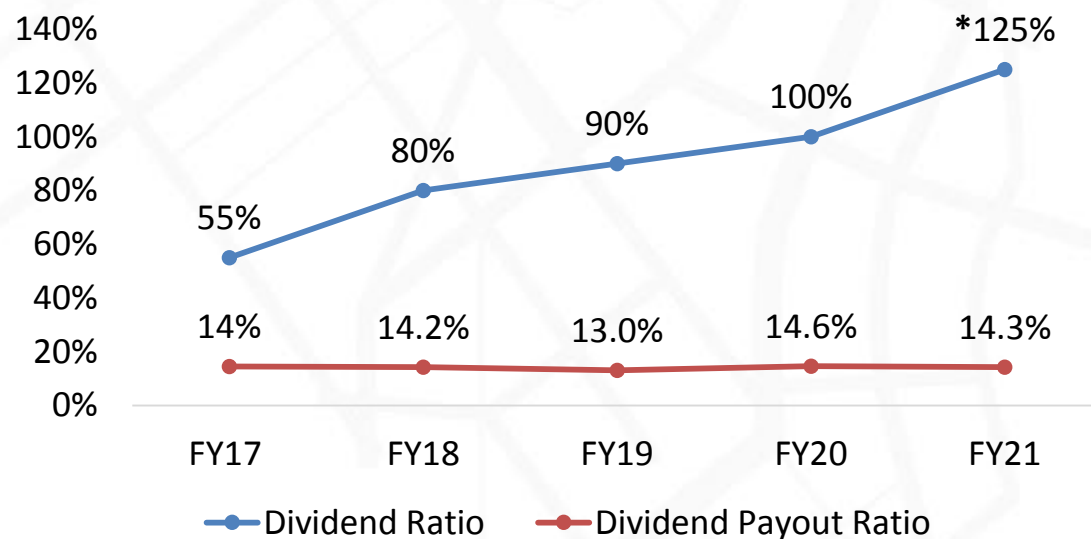
Return on Net Worth



Market Summary

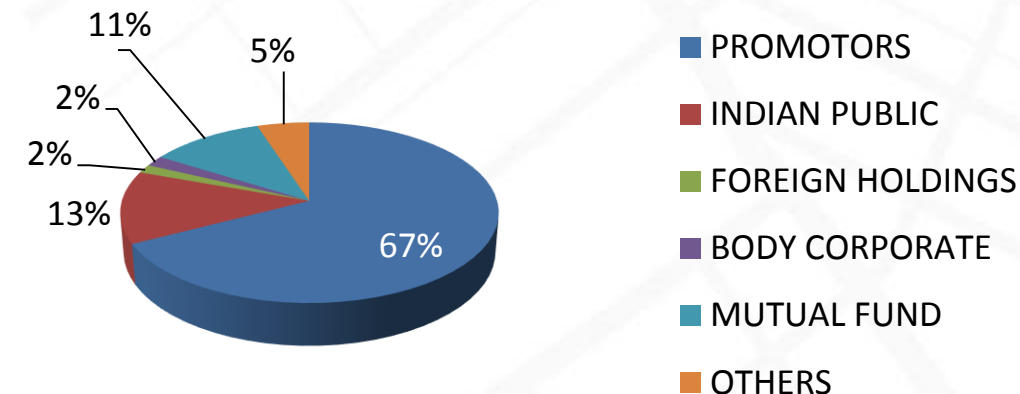
Market Cap on 31 Mar 21	Rs Mn.	19749
Debt	Rs Mn.	2416
Enterprise Value	Rs Mn.	21912
P/E	Nos	14.6
EV/EBITDA	Nos	7.8
52 Week High	Rs/share	280
52 Week Low	Rs/share	145

Consistent Dividend track trend



* Including Final Dividend FY21 subject to AGM approval

Shareholding Pattern as on 31st March 2021



- Stock returned CAGR of 31% since 2001 till 31st March 21
- 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 for upbringing players for National and International sports events



- Conducted on a national level, over 14 months across 8 states, focusing on **Road safety and health**
- Aim to reach out 50 thousand drivers and 50 lakhs people



- Ensuring **environment-friendly workplaces** - Hubs, Warehouses, Offices - conserving energy and natural resources
- Multimodal Solutions: push towards **green logistics**
- Promoting 3R's – Reduce, Reuse, Recycle – through **Trio bins**



Non-Discrimination Policy, HSE Policy, Code of Conduct, Sexual Harassment Policy, CSR Policy, Risk Management Policy

Corporate Governance: Moving together, growing together

Mission-critical Vaccine & Oxygen Logistics across India

Thus far, TCI Yodhas have delivered:

- **Over 8000 tonnes of Liquid Medical Oxygen (LMO)**
- **Oxygen Cylinders & Concentrators**
- **Vaccines & Life-Saving Drugs**



Thought Leadership



Joint Study Reports

(<https://www.tcil.com/tcil/study-reports.html>)

- 3 editions of joint study with IIM Kolkata
- Joint report with ISB Hyderabad upcoming

In-house Publication

(<https://www.tcil.com/tcil/publications.html>)

- Logistics Focus
- Enroute

Awards & Recognition



- **AIMA award** for “National Competition for Managers”
- **Indian Oil** for TCI Safe Safar 2.0

Outlook for FY22

- Revenue growth of 15% & PAT growth of 20%
- Keep tight control on receivables and Working capital
- Aggressive capex plan to capture next cycle of growth

	Actual (FY07 to FY20)	FY21 Est.	F 21 Actual	FY22 Budgeted
Hub Centers & Small warehouses	4504	445	514	640
Ships	3210	400	0	800
Containers	863	280	357	400
Trucks & Rakes	4354	340	226	340
Others (W/H Equip, Wind Energy, IT etc.)	1183	35	9	70
Total	14114	1500	1106	2250

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.

e-presence



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