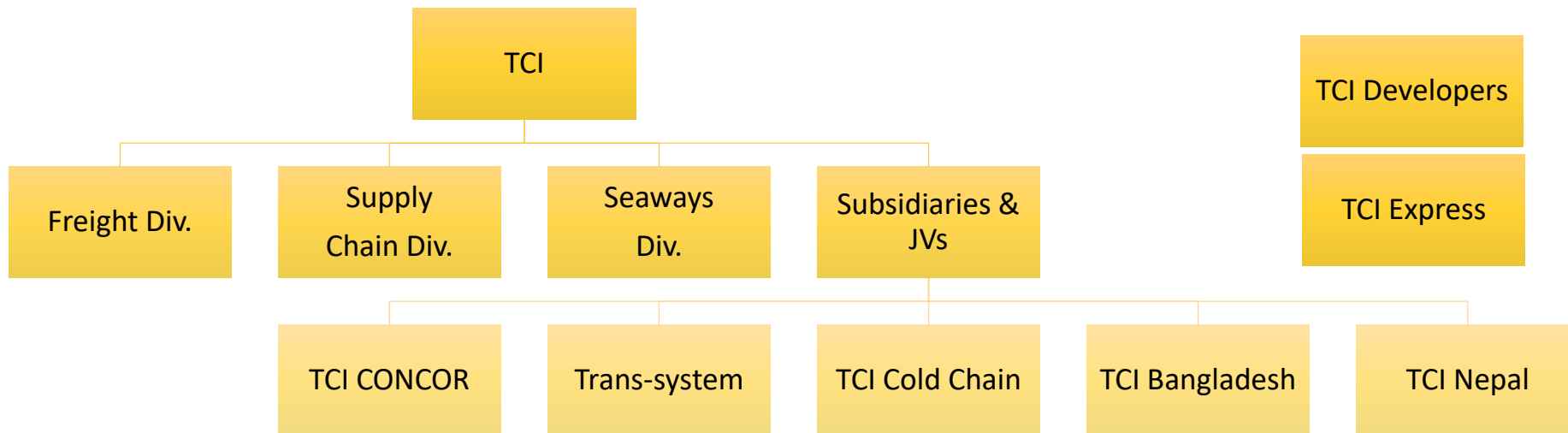


# Earnings Presentation Q1 FY22

# Group Overview



**6+**

Decades of Experience



**\$600+ Mn**

Revenue



**2.5%**

Moving India's  
GDP by Value



**7000+**

Employees Strength



**1,500+**

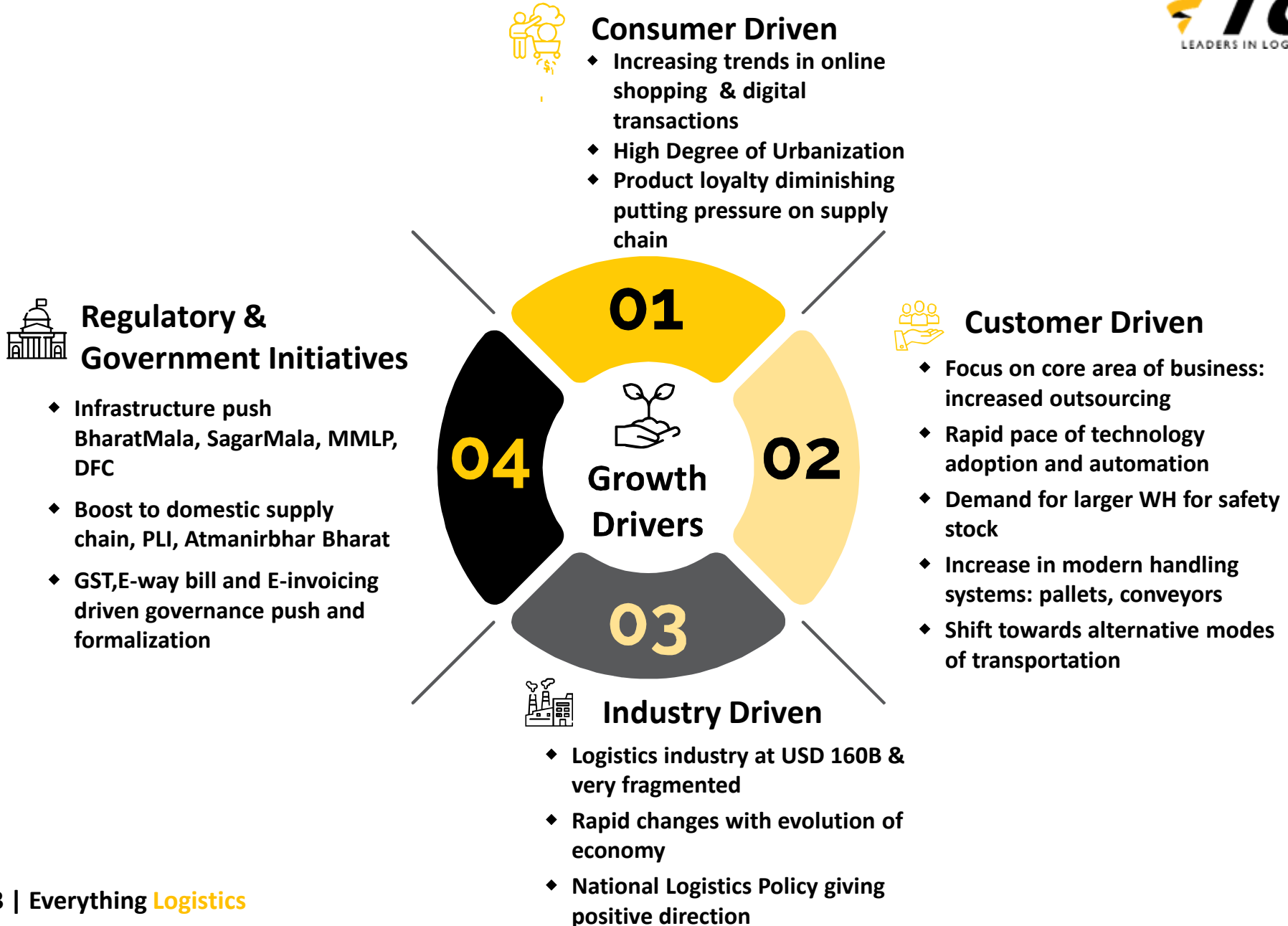
IT Enabled Own  
Offices



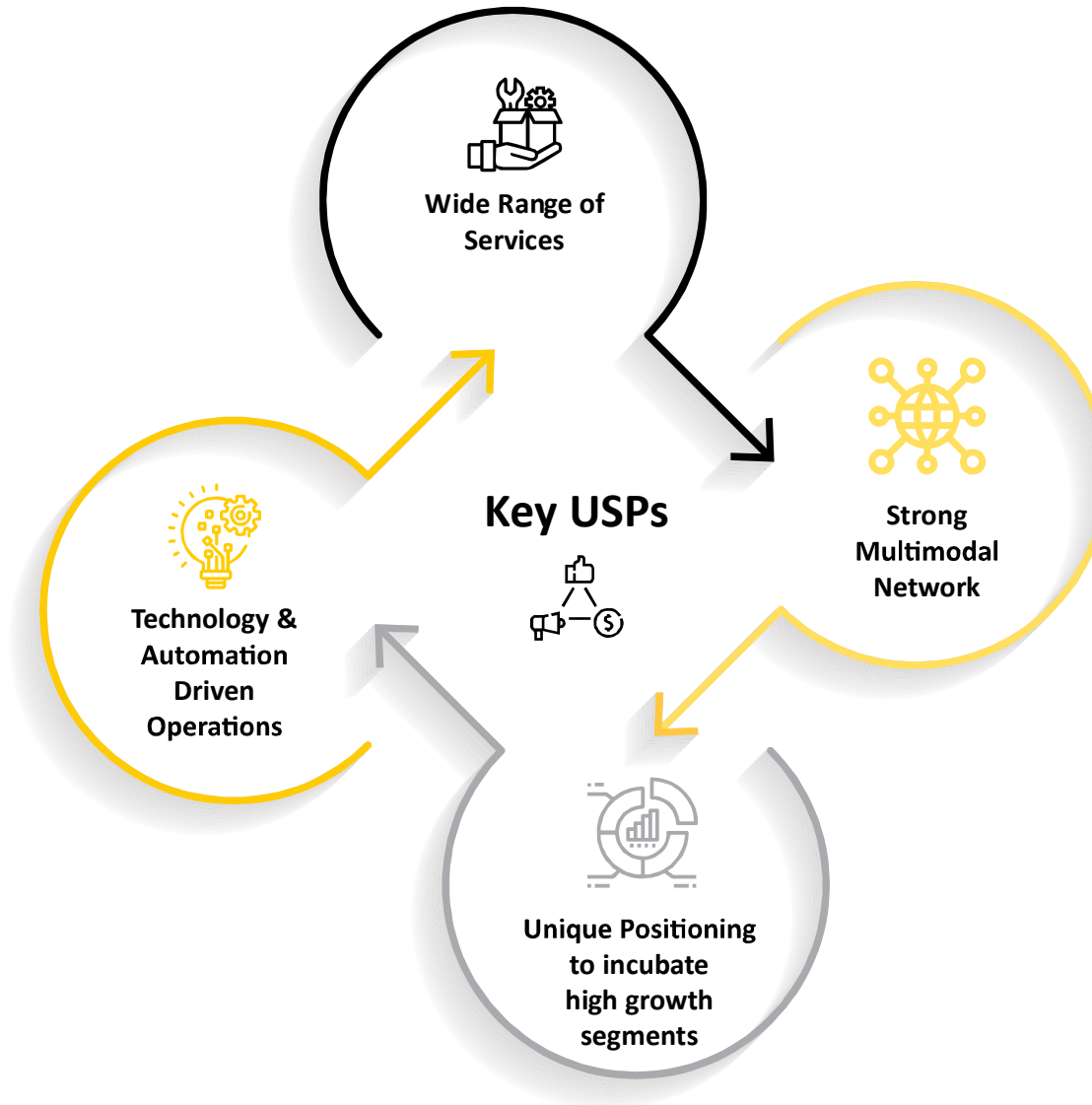
**12,000+**

Trucks in Operations

# Logistics industry Growth drivers



# Company Strategy : Everything Logistics

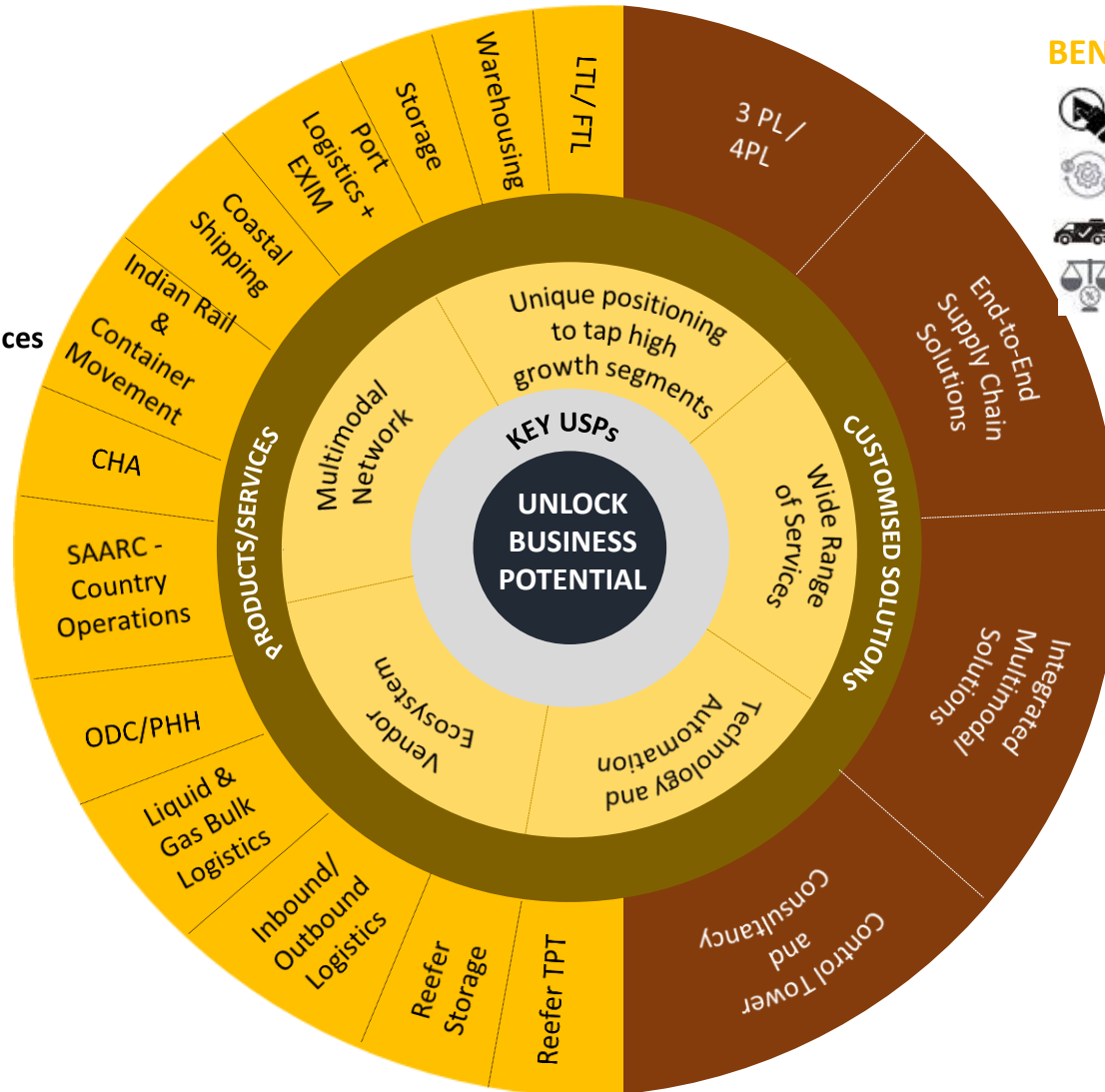


# Wide Range of Customized Services







## 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



**3 AFTO**  
(Automobile  
Trains)



**06 Coastal  
Cargo Ships  
deployed**

**200+ Trains moved in  
Q-1 (1300+ FY21)**



**12 Million sqft.**  
Warehousing  
space



**32000 TEUs moved  
in Q-1 ( 2 lacs FY21)**



**Operations across  
all the ICDs**

**9 Major Ports  
serviced**



**600+  
ISO  
containers**



**10,000  
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

**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**

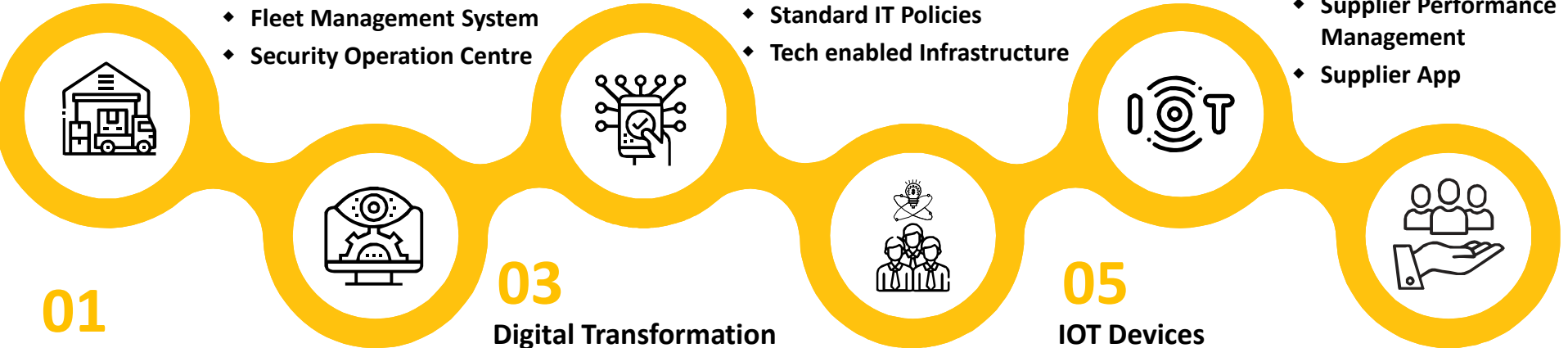
## Digital Transformation

- ♦ 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



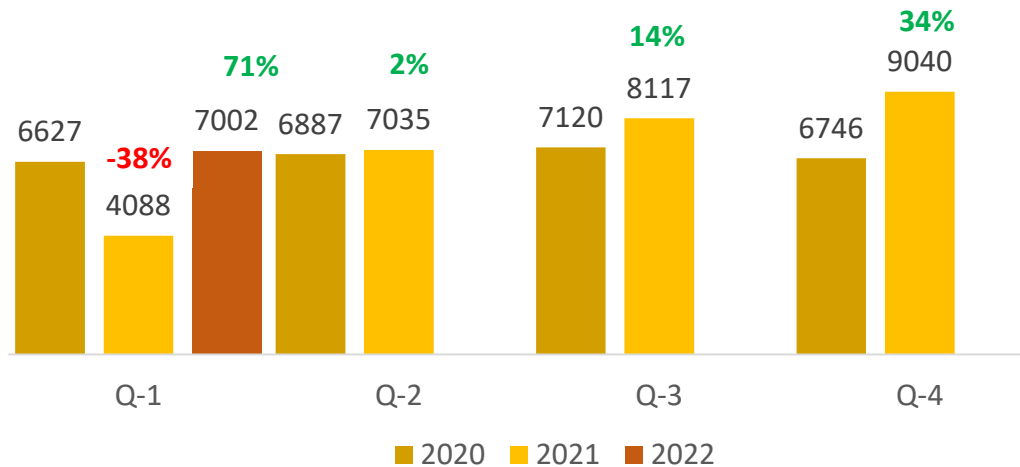


# Key Highlights

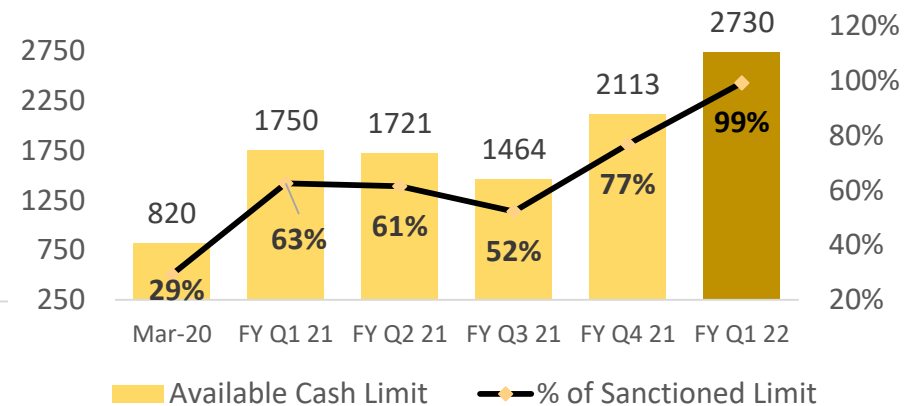


- Robust performance amid COVID resurgence with the help of our diversified service offerings
- Strong cash flow ,reduced borrowing and sufficient liquidity to support growth
- Robust pipeline of new opportunities with customers
- Company strategy of integrated logistics play has shown effectiveness and strength

## Consolidated Revenues in Mn



## Cash Availability Chart out of 2750 Mn. Limits



# TCI Freight Division: Industry nature and trends



<b>~ 40 Bn USD</b> Less than Truck Load (LTL ) segment size	<b>160 Bn USD</b> Indian Logistics Market
<b>~ 6%</b> Freight Market Growth (CAGR)	<b>40+</b> Truck variants
<b>12 Mn+</b> Trucks under operations	<b>6:5</b> 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.



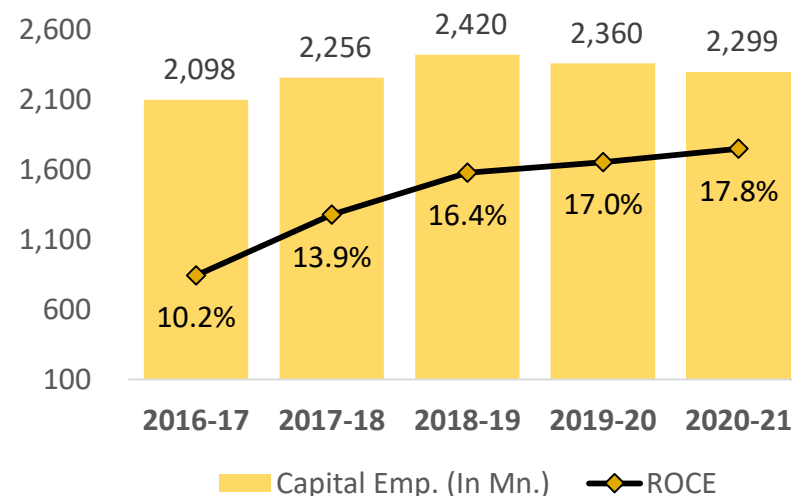
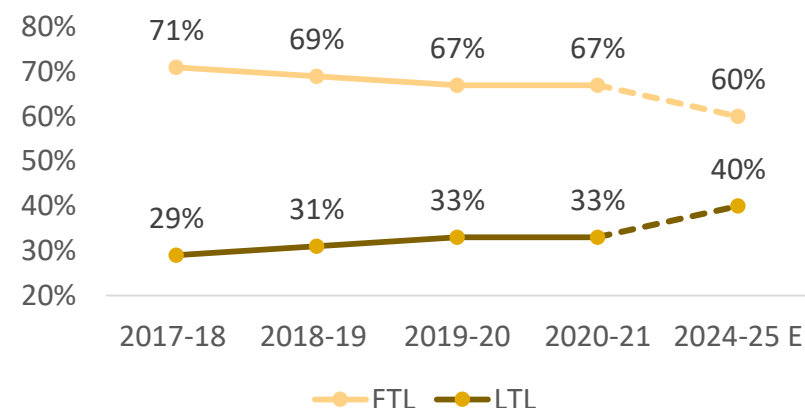
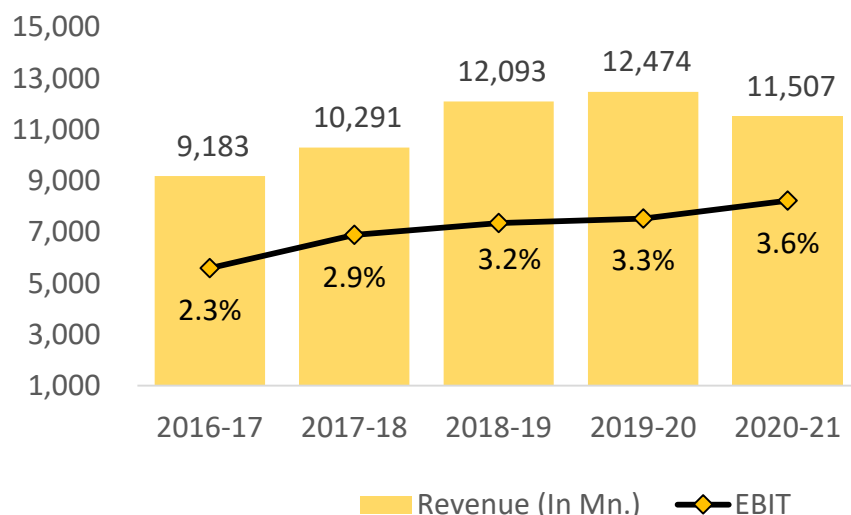
# TCI Freight Division: Key Operational Highlights



Figures in Mn

Particulars	Q1 FY22	Q1 FY21	Gr%	FY21	FY20	Gr%
Revenue	2878	1577	82.5%	11507	12474	-7.8%
EBDITA	115	39	193.6%	472	486	-2.8%
% to Revenue	4.0%	2.5%		4.1%	3.9%	
EBIT	105	20	412.5%	416	407	2.1%
% to Revenue	3.6%	1.3%		3.6%	3.3%	

- Growth of ~83% in revenues amid lower base and pent up demand driven recovery
- LTL Segment showing improving trends



# TCI Supply Chain Division: Industry nature and trends

3PL Incremental Growth  
**\$ 10.74 bn**



**7.87%**  
3PL Estimated CAGR  
(2021-2025)

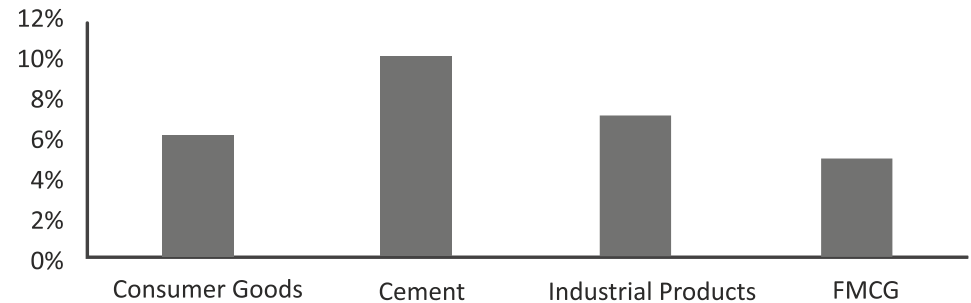
**8%**  
3PL - Acceleration of  
Market Growth (CAGR)

**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
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- ✓ 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
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## TCI Yard Network



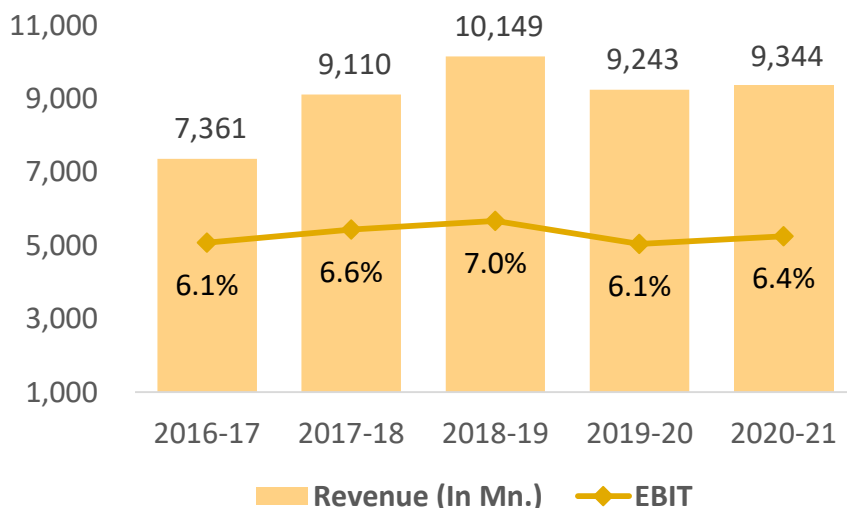


# TCI Supply Chain Division: Key Operational Highlights

Figures in Mn

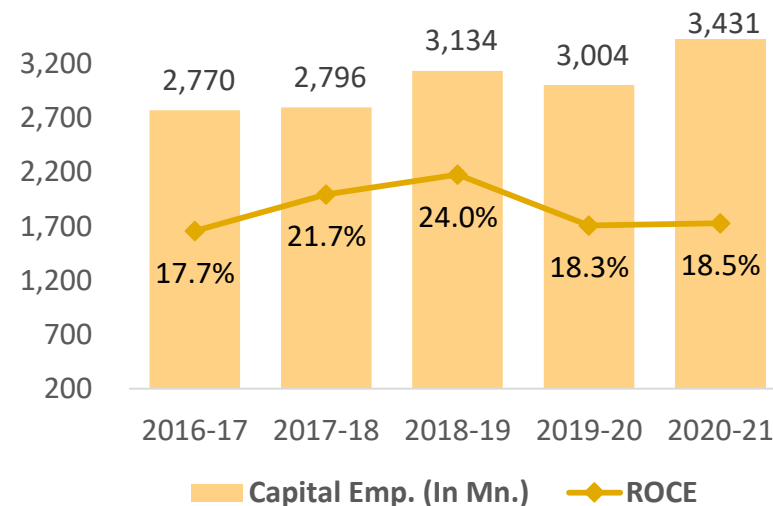
Particulars	Q1 FY21	Q1 FY20	Gr%	FY21	FY20	Gr%
Revenue	2137	1052	103.2%	9344	9243	1.1%
EBDITA	228	119	91.7%	998	908	9.9%
% to Revenue	10.7%	11.3%		10.7%	9.8%	
EBIT	116	32	266.5%	596	560	6.3%
% to Revenue	5.4%	3.0%		6.4%	6.1%	

- Revenues accelerated amid encouraging trends in auto and FMCG
- Margins stable amid better revenue realization



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

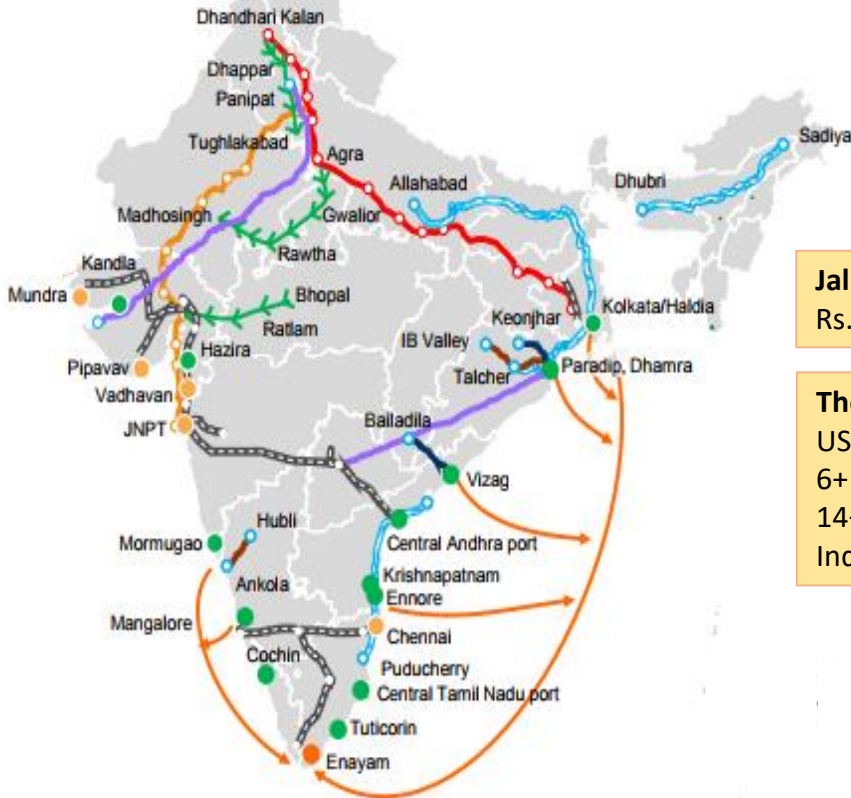
4,000 (1020) Fleet in operations (Owned)



# TCI Seaways: Industry nature and trends

## Trends to Drive Forward

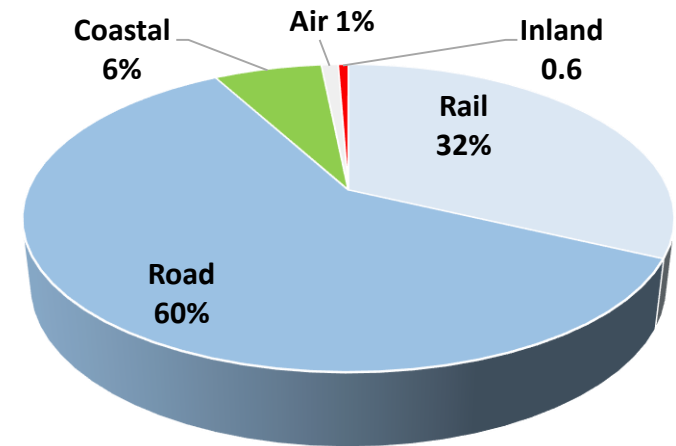
Coastal Shipping to  
Increase from **86MMT**  
to **215MMT by 2025**



**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

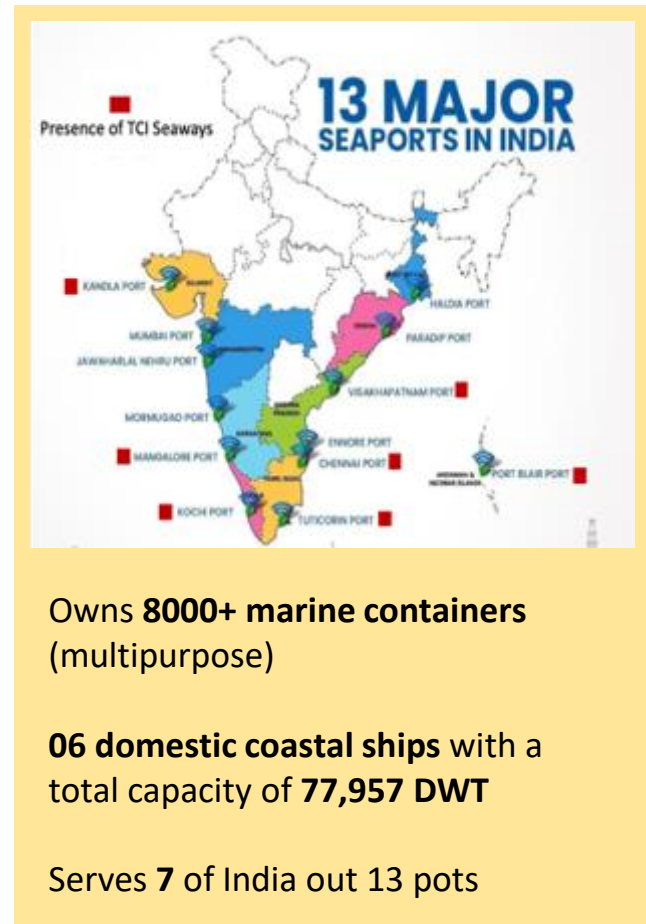
- One of the leading multimodal coastal players having presence along the **Western, Eastern & Southern ports of India**
- Expertise in coastal shipping services, container & bulk cargo movements, and transportation services
- First-mile and last-mile connectivity via rail & road
- **Multi-modal** solutions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



TCI Anand



TCI Express

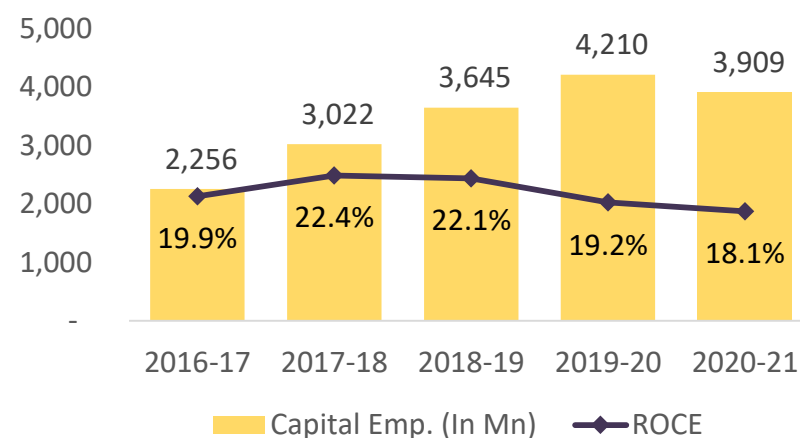
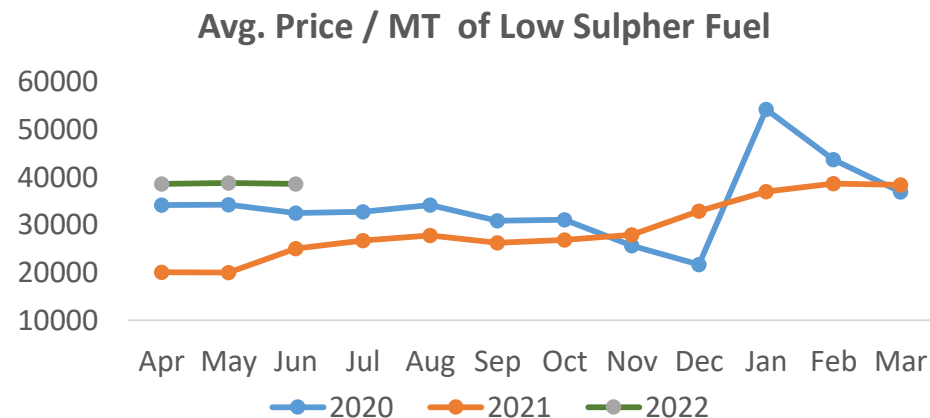
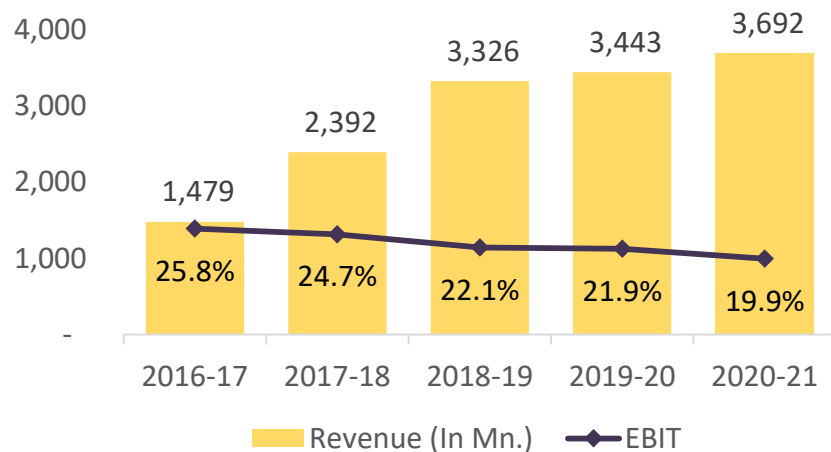


# TCI Seaways Division: Key Operational Highlights










Figures in Mn

Particulars	Q1 FY22	Q1 FY21	Gr%	FY21	FY20	Gr%
Revenue	1096	645	70.0%	3692	3443	7.2%
EBDITA	402	128	214.5%	1150	1088	5.7%
% to Revenue	36.7%	19.8%		31.1%	31.6%	
EBIT	293	41	622.4%	735	753	11.4%
% to Revenue	26.8%	6.3%		19.9%	21.9%	-2.4%

- High volume growth on East Coast, including return cargo from Myanmar. West Coast demand bit subdued
- Margins improved amid better revenue realization



# TCI's Joint Ventures

FY22Q1 (FY21)	 <b>TCI CONCOR</b> Multimodal Logistics Solutions	 <b>TCI COLD CHAIN SOLUTIONS</b>	 <b>Transsystem</b>
 <b>Revenue</b>	<b>753 (3239)</b>	<b>125 (361)</b>	<b>773 (3596)</b>
 <b>Y-o-Y Growth</b>	<b>3.7% (71%)</b>	<b>89% (40.6%)</b>	<b>167.9% (-19.2%)</b>
 <b>PAT</b>	<b>13.3 (67.0)</b>	<b>2.7 (4.9)</b>	<b>69.6 (196)</b>
 <b>Capital Employed</b>	<b>399 (336)</b>	<b>324 (379)</b>	<b>2521 (2573)</b>
 <b>Strategic Partner's Share</b>	<b>49%</b>	<b>20%</b>	<b>51%</b>
 <b>Key Operational Highlights</b>	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		
	Q1 FY-22	Q1 FY-21	FY 21	Q1 FY-22	Q1 FY-21	FY 21
Revenues	7,002 71.2% YoY	4,087 38.3% YoY	28,278 3.4% YoY	6,215 84.5% YoY	3,369 45.6% YoY	24,888 2.1% YoY
EBDITA	833 148% YoY	336 52.3% YoY	3,068 7.0% YoY	818 122% YoY	368 42.3% YoY	2,830 7.9% YoY
PAT	474 903% YoY	47 86.3% YoY	*1,647 7.5% YoY	484 390% YoY	99 66.8% YoY	*1,490 9.2% YoY

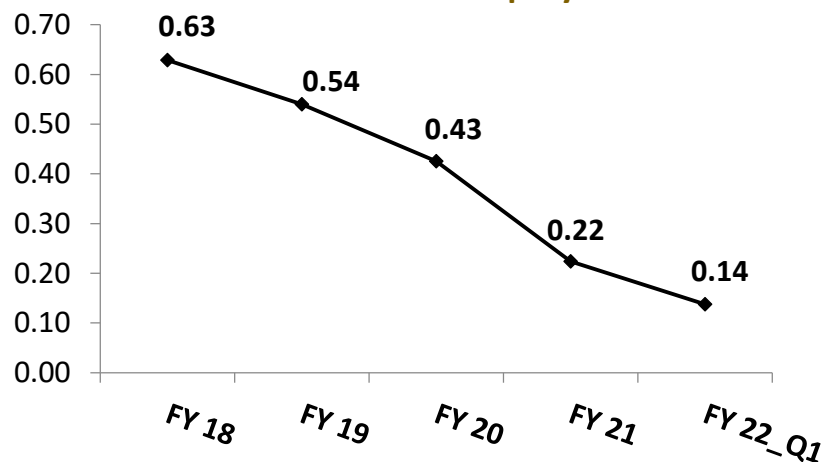
\* Before Exceptional Item of 139 Mn



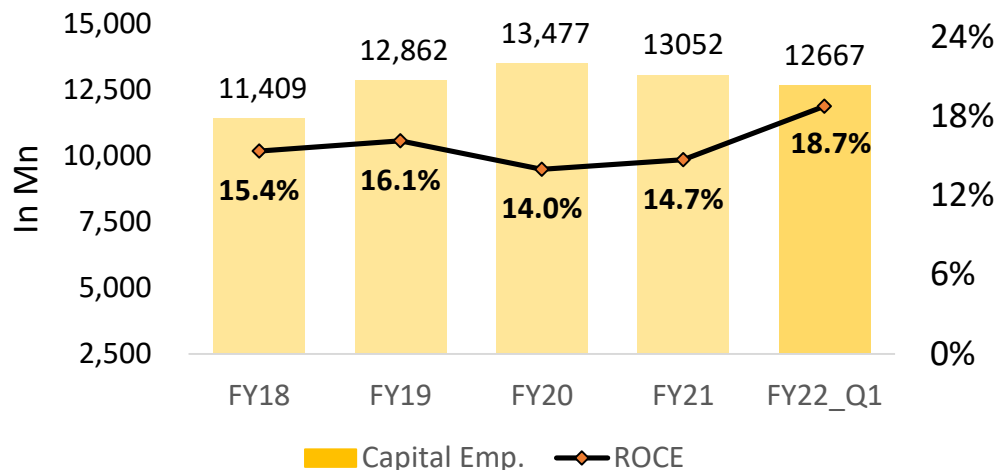
# Consistent performance :Key financial Indicators



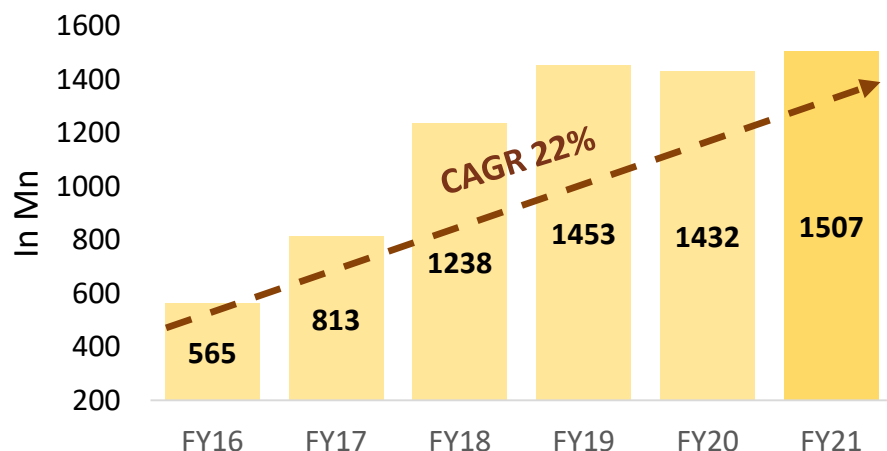
## Debt – Equity Ratio



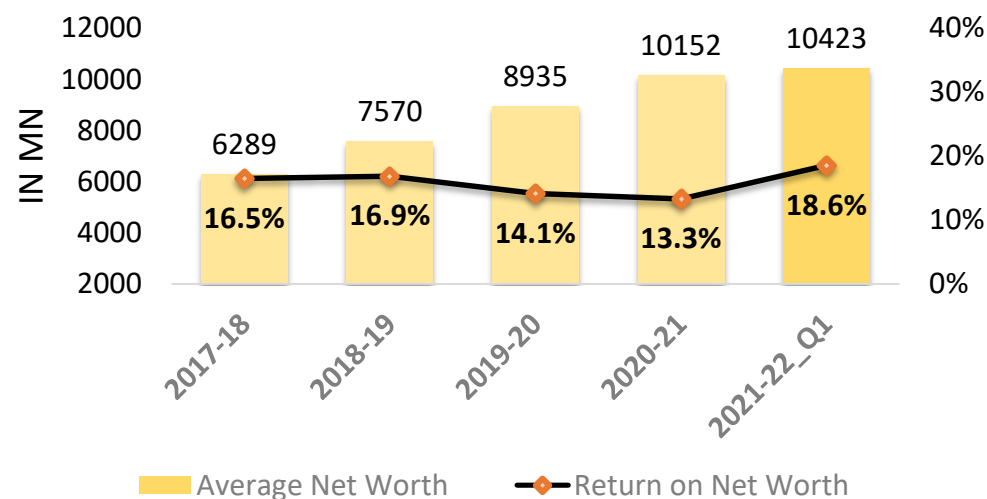
## Return on Capital Employed



## Consolidated Profit After Tax



## Return on Net Worth

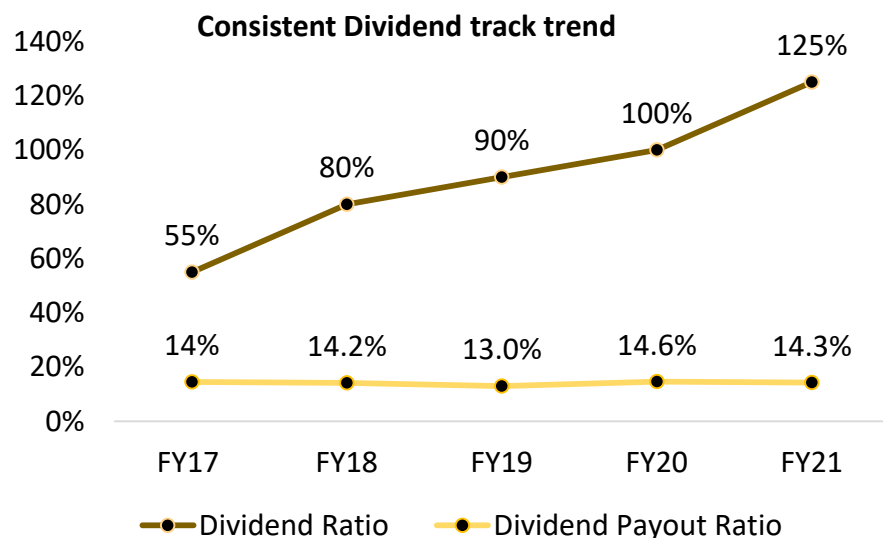
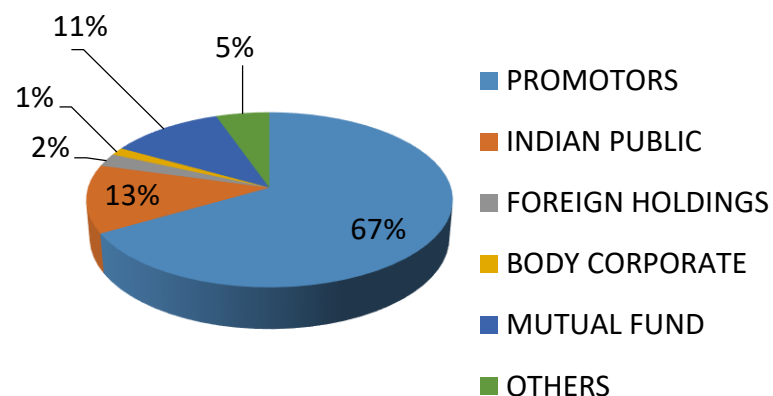


# Market Summary



Particulars	UOM	30 <sup>st</sup> Jun 21
Market Cap	Rs Mn.	32089
Debt	Rs Mn.	1554
Enterprise Value	Rs Mn.	33342
P/E	Nos	16.5
EV/EBITDA	Nos	10.2
52 Week High	Rs/share	509
52 Week Low	Rs/share	153

Shareholding Pattern as on 30th Jun 2021



- 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



- Vaccination is key to economic revival and demand recovery. Upcoming festive seasons should see more consumer confidence and spending.
- Continue to be optimistic about revenue growth of 15% & PAT growth of 20%
- Aggressive capex plan to capture next cycle of growth

Figures In Mn.

	Actual (FY07 to FY20)	FY 21 Actual	FY 22 Budget	F 22Q1 Actual
Hub Centers & Small warehouses	4504	514	640	10
Ships	3210	0	800	0
Containers	863	357	400	12
Trucks & Rakes	4354	226	340	7
Others (W/H Equip, Wind Energy, IT etc.	1183	9	70	1
<b>Total</b>	<b>14114</b>	<b>1106</b>	<b>2250</b>	<b>30</b>

# Thank You!



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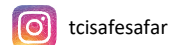
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E-mail Id: [corporate@tcil.com](mailto:corporate@tcil.com) | Website: [www.tcil.com](http://www.tcil.com)  
CIN: L70109TG1995PLC019116

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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.