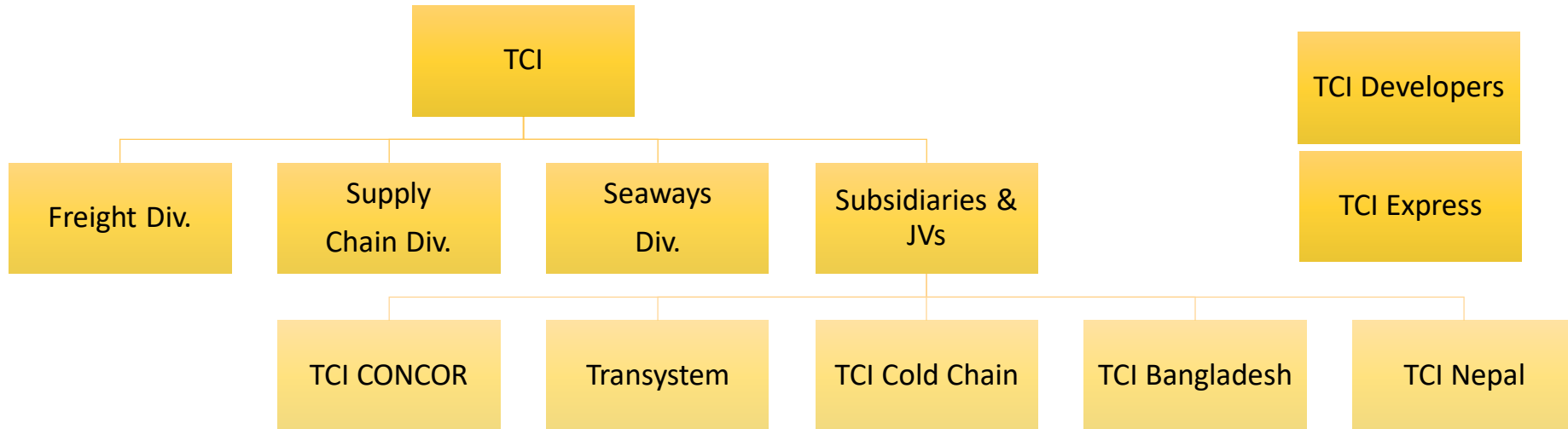


Everything **Logistics**™



Earnings Presentation Q1 FY23

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



650+
ISO Containers



160
Reefer Vehicles +
13,000+
Cold Pallets positions



8,000+
GP Containers



06
Coastal Ships



13 (Mn sq. ft.)
Warehouse Space



500 (Mn Km)
Delivered Distance
(per year)



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



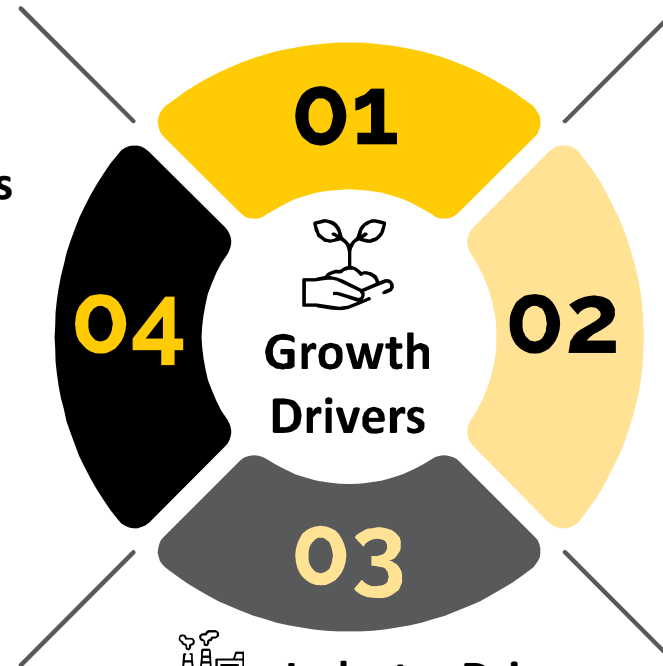
Customer Driven

- ◆ 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

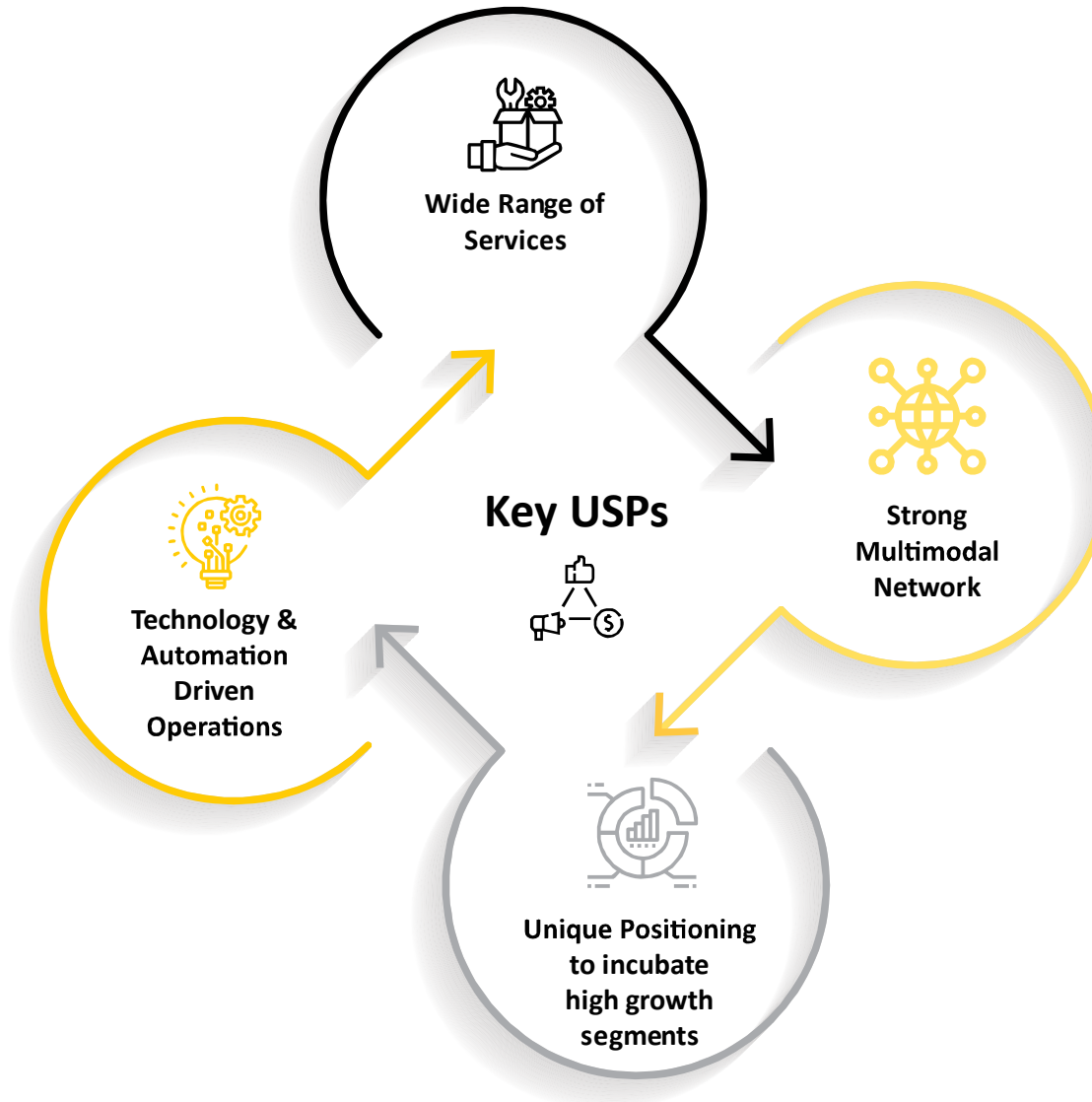


Industry Driven

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



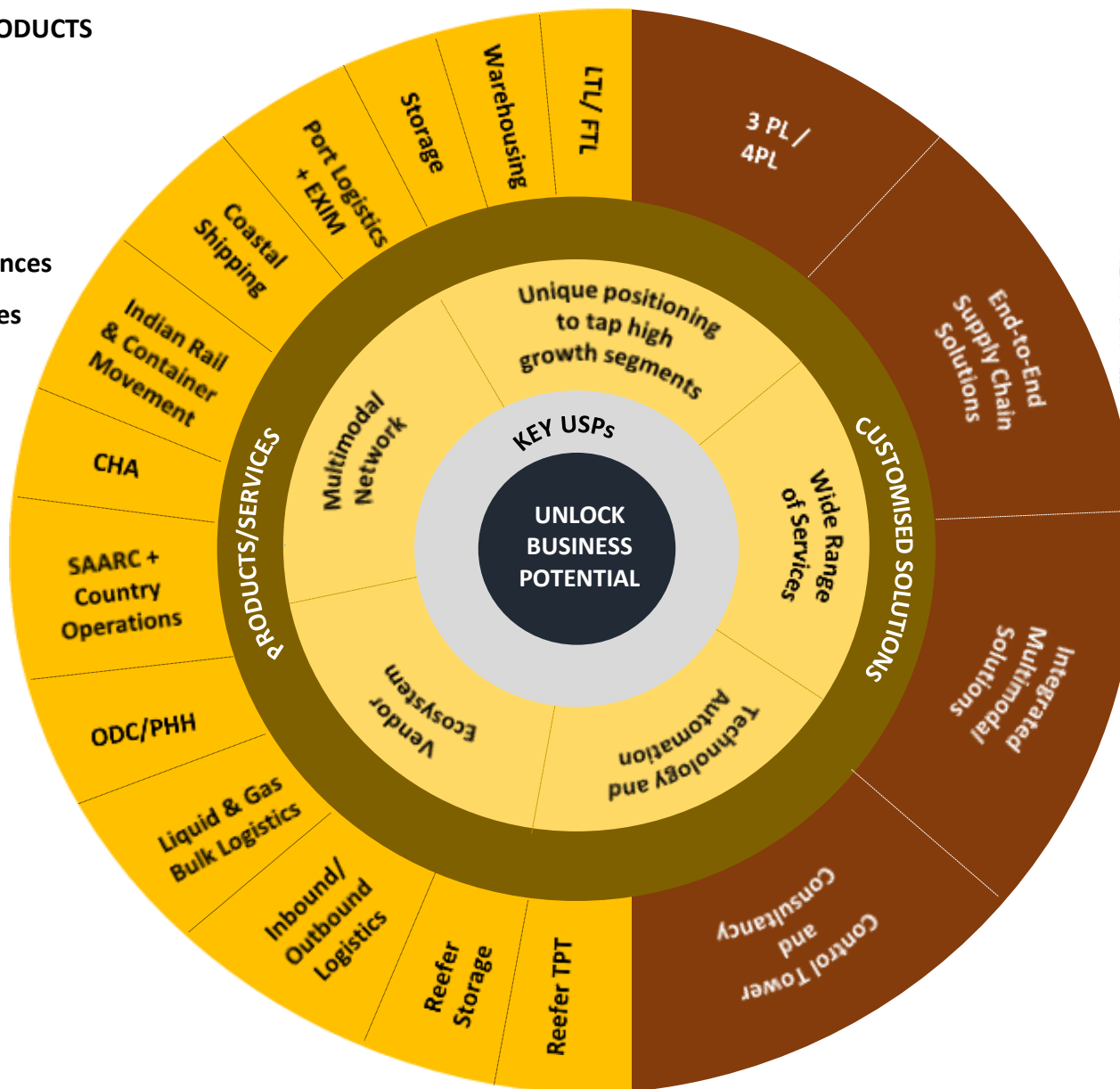
Company Strategy : **Everything Logistics**







Wide Range of Customized Services

VERTICALS SERVED/ PRODUCTS

-  Automobiles
-  Retail and CP
-  Hi-tech (ICE)
-  Healthcare/ Lifesciences
-  Energy & Renewables
-  Aviation & Defense
-  E-Commerce
-  Chemicals
-  Iron and Steel
-  Agri



BENEFITS FOR CUSTOMERS

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

HORIZONTAL SERVICES

-  Cold Chain
-  SAARC+ CHA

Multimodal Network

Rail



Own Trains : 3 AFTO (Trains)

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

Full rake movements
409 (Q1 2022-23)
272 (Q1 2021-22)

Coastal



Ship Deployed :6
DWT : 79,000
GP containers : 8000+
ISO TTR – 650+

Containers management



- Intl/Exim
- Baffle/ISO
- Marine

TEUs handled:
35915 (Q1 2022-23)
26001 (Q1 2021-22)

Yards & Terminals



No. of Yards & Terminals
managed /Operated

Yards : 55
Terminals:60

Unique Positioning to incubate High Growth Segments



Chemical + Pharma



Agri. ++



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.

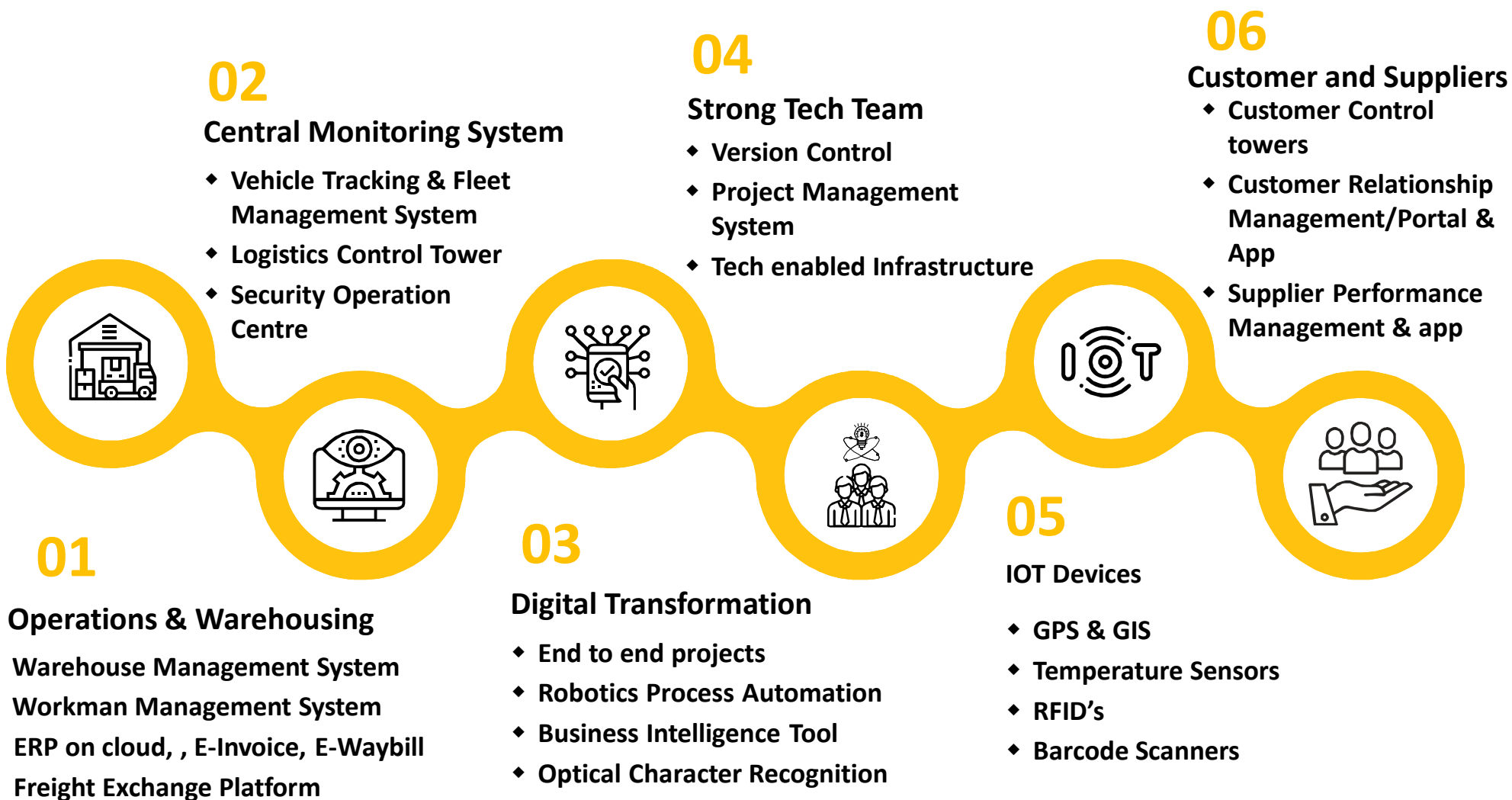
1. Multimodal solutions comprising last mile deliveries.
2. 3PL Solutions, Yard management, OBL, WH
3. Offers hub-spoke solutions.

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.

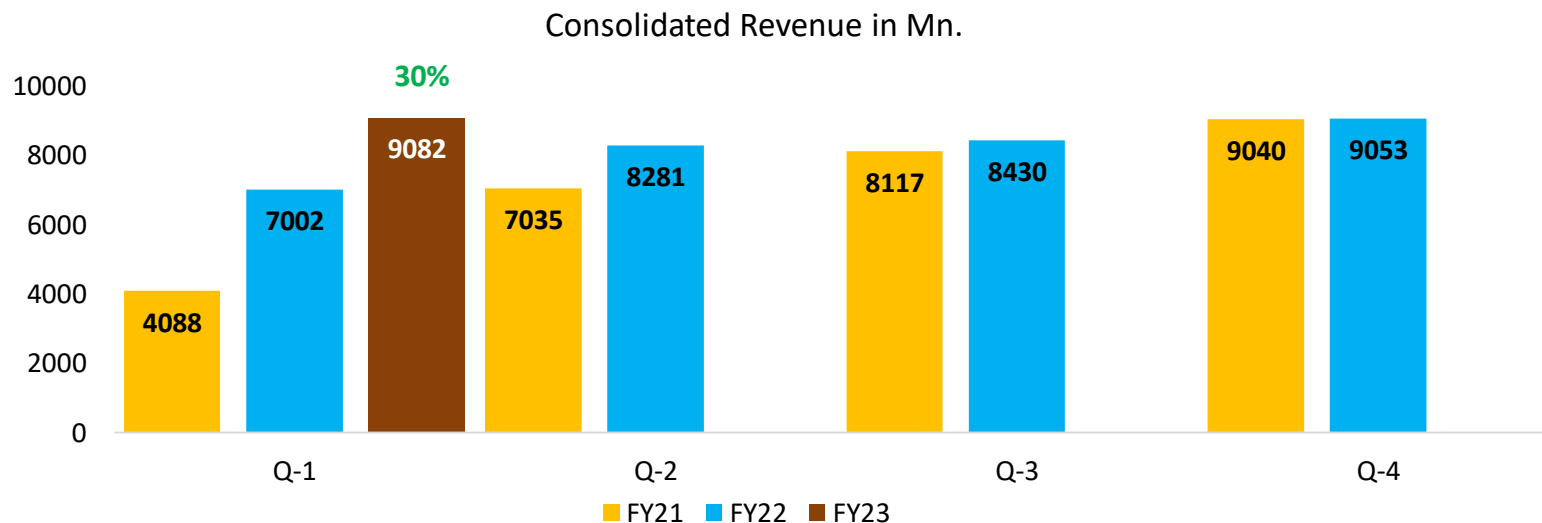
1. Own Subsidiaries in Nepal and Bangladesh.
2. Offices at all major borders and capital cities,
3. End-to-End multimodal through Road and Rail.
4. AEO, IATA, CHA, Courier Licenses.

Technology Driven Operations



Key Highlights

- Steady performance with highest quarter ever.
- Mixed sectorial trends with challenges like inflation and demand volatility in few sectors.
- Market liquidity position tighter however company net borrowing remains at zero.
- Our adherence to core business fundamentals enables to us to deliver value.



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
- 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.

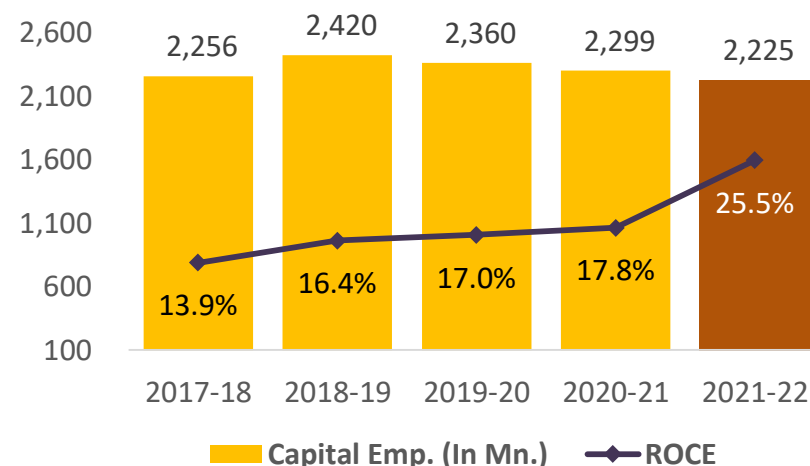
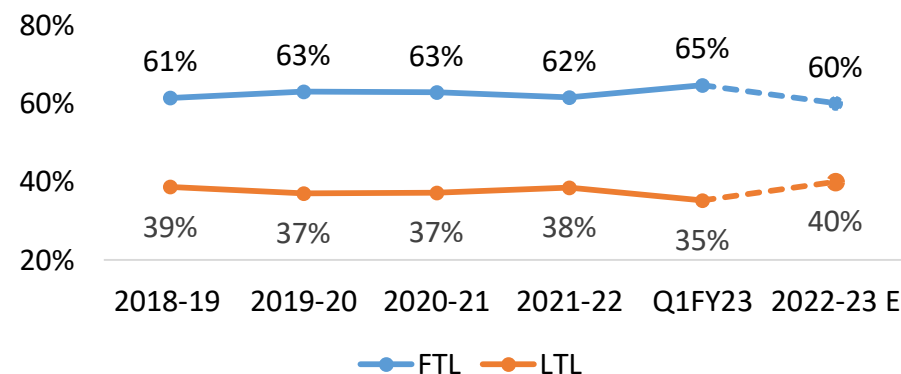
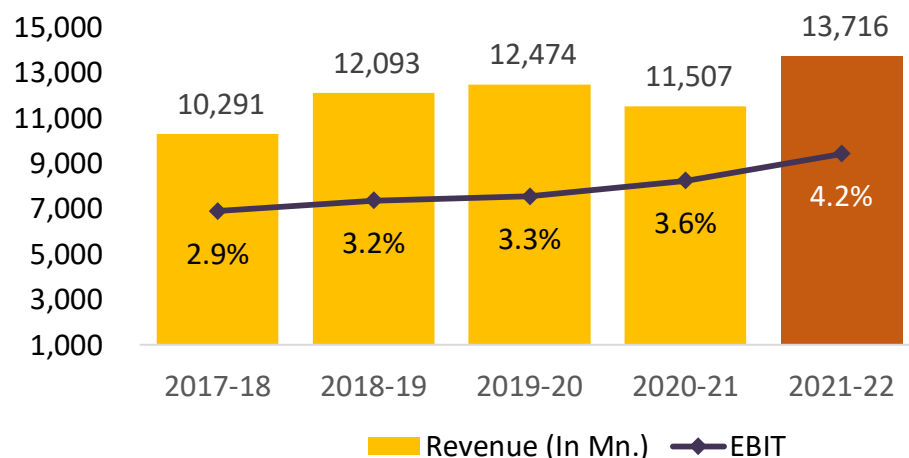


TCI Freight Division: Key Operational Highlights

Figures in Mn

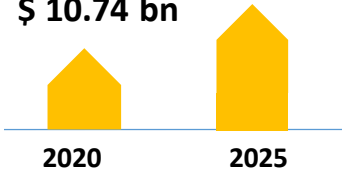
Particulars	Q1 FY23	Q1 FY22	Gr%	FY22	FY 21
Revenue	3764	2878	30.8%	13716	11507
EBDITA	144	115	25.3%	620	472
% to Revenue	3.8%	4.0%		4.5%	4.1%
EBIT	134	105	28.3%	577	416
% to Revenue	3.6%	3.6%		4.2%	3.6%

- Strong growth amid lower base of last year and improving economic activities
- Freight rates have increased across major routes
- 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

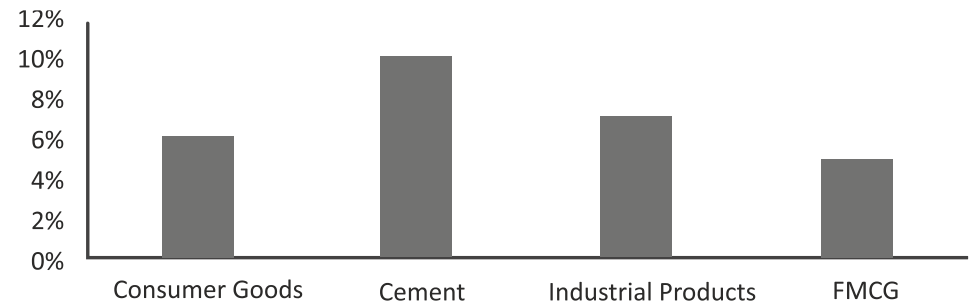
14.86%

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	Q1 FY23	Q1 FY22	Gr%	FY 22	FY 21
Revenue	2853	2137	33.5%	10015	9344
EBDITA	261	228	14.6%	1069	998
% to Revenue	9.1%	10.7%		10.7%	10.7%
EBIT	154	116	33.4%	614	596
% to Revenue	5.4%	5.4%		6.1%	6.4%

- Decent growth amid uptrends in automotive.
- Auto rakes doing well and off-setting fuel price impact
- Margin stable with controlled cost structure.

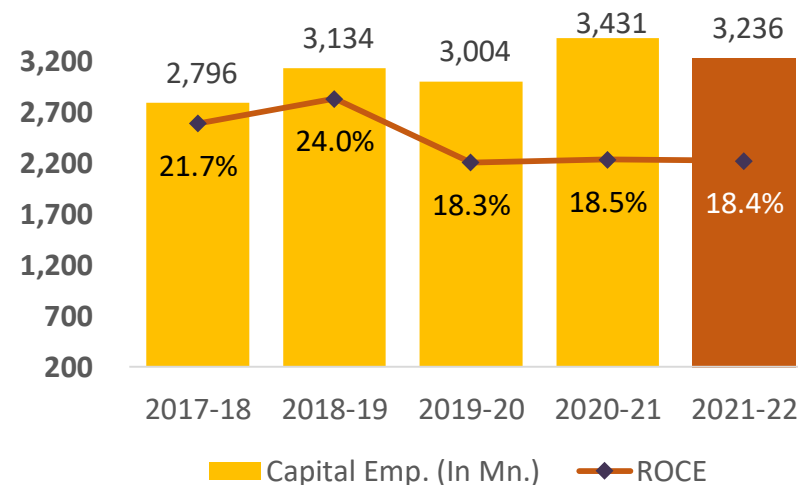
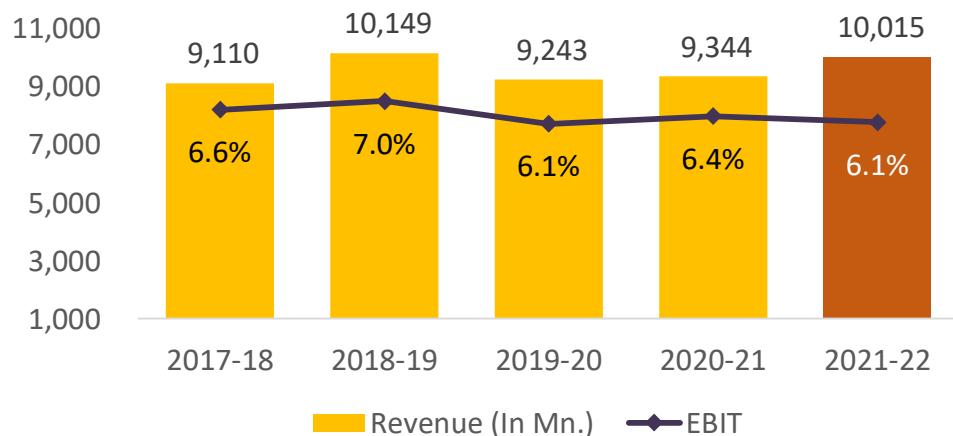
Storage Area under Management

Warehouse
"A" Grade

13 Mn Sqft (FY22)

130 Cubic Ft (FY22)

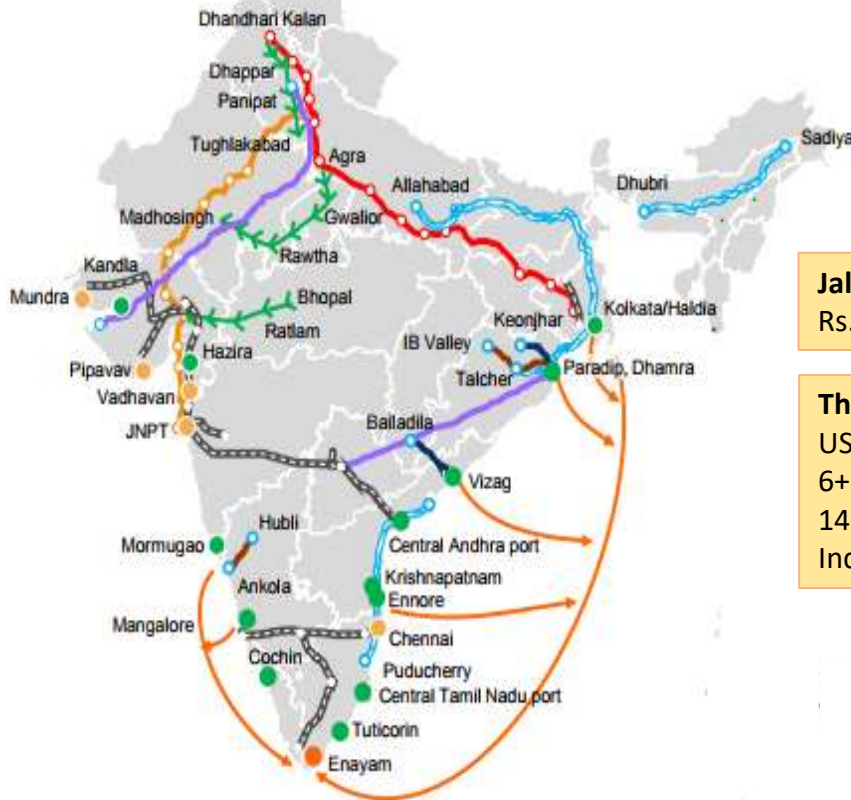
Yard Area under management 250 Acre



TCI Seaways: Industry nature and trends

Trends to Drive Forward

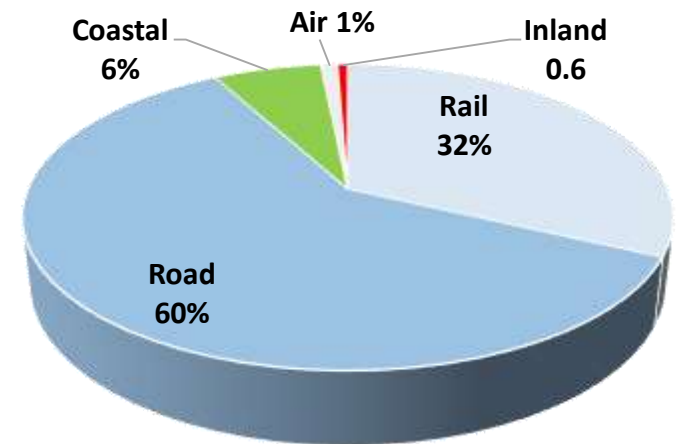
Coastal Shipping to
Increase from **86MMT**
to **215MMT by 2025**



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)



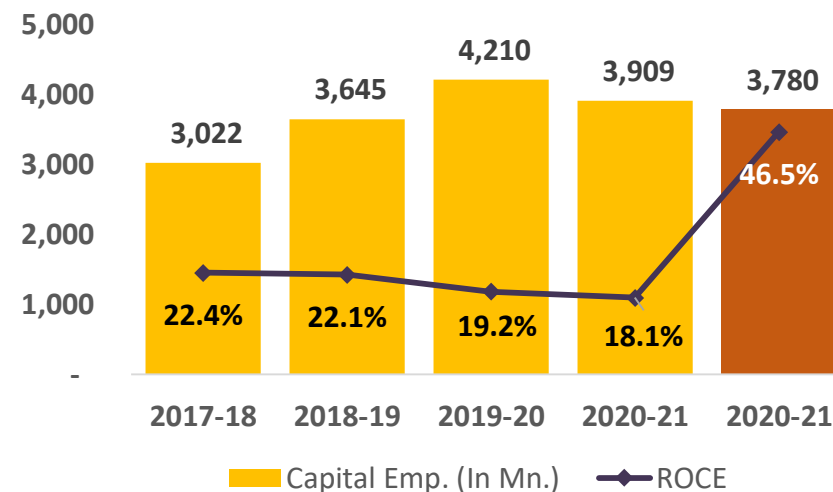
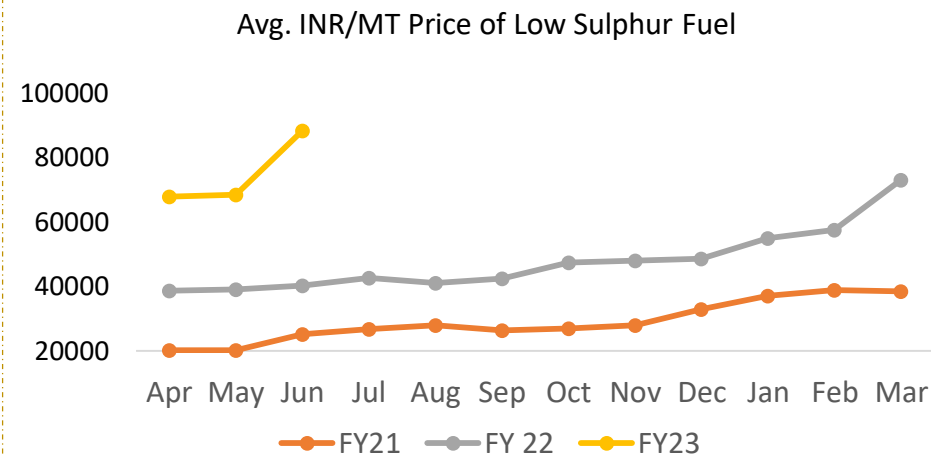
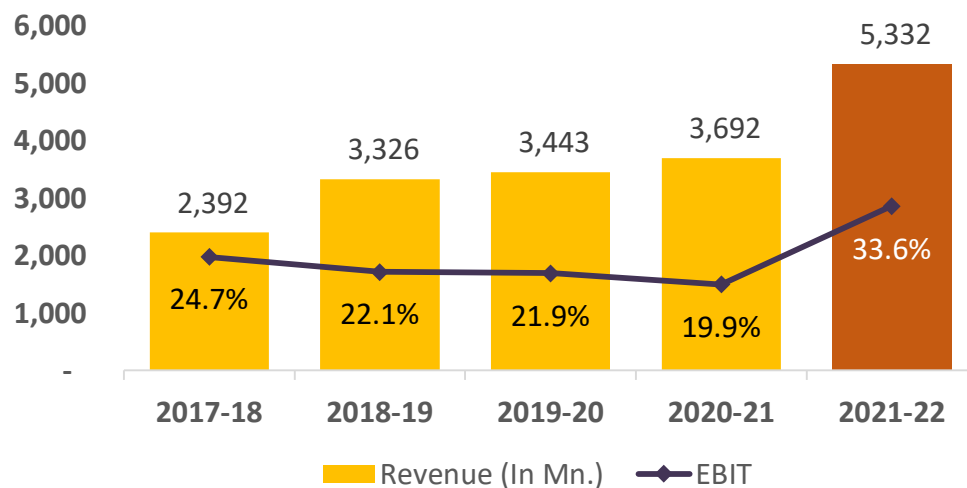
TCI Seaways Division: Key Operational Highlights












Figures in Mn

Particulars	Q1FY23	Q1FY22	Gr%	FY22	FY 21
Revenue	1452	1096	32.5%	5332	3692
EBDITA	621	402	54.4%	2363	1150
% to Revenue	42.8%	36.7%		44.3%	31.1%
EBIT	461	293	57.2%	1790	735
% to Revenue	31.7%	26.8%		33.6%	19.9%

- Decent growth amidst increased freight rates and return cargo from Myanmar and Port Blair
- 3 dry docks in FY 23, one has been completed.



TCI's Joint Ventures

Q1FY23 (FY22)	 TCI CONCOR Multimodal Logistics Solutions	 TCI COLD CHAIN SOLUTIONS	 Transsystem
 Revenue	818 (3010)	162 (587)	1429 (4670)
 Y-o-Y Growth	8.6% (-7.1%)	28.7% (62.3%)	84.7% (29.7%)
 PAT	13 (56)	9.2(27.60)	189 (540)
 Capital Employed	441 (419)	428 (415)	2899 (2911)
 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



CONSOLIDATED

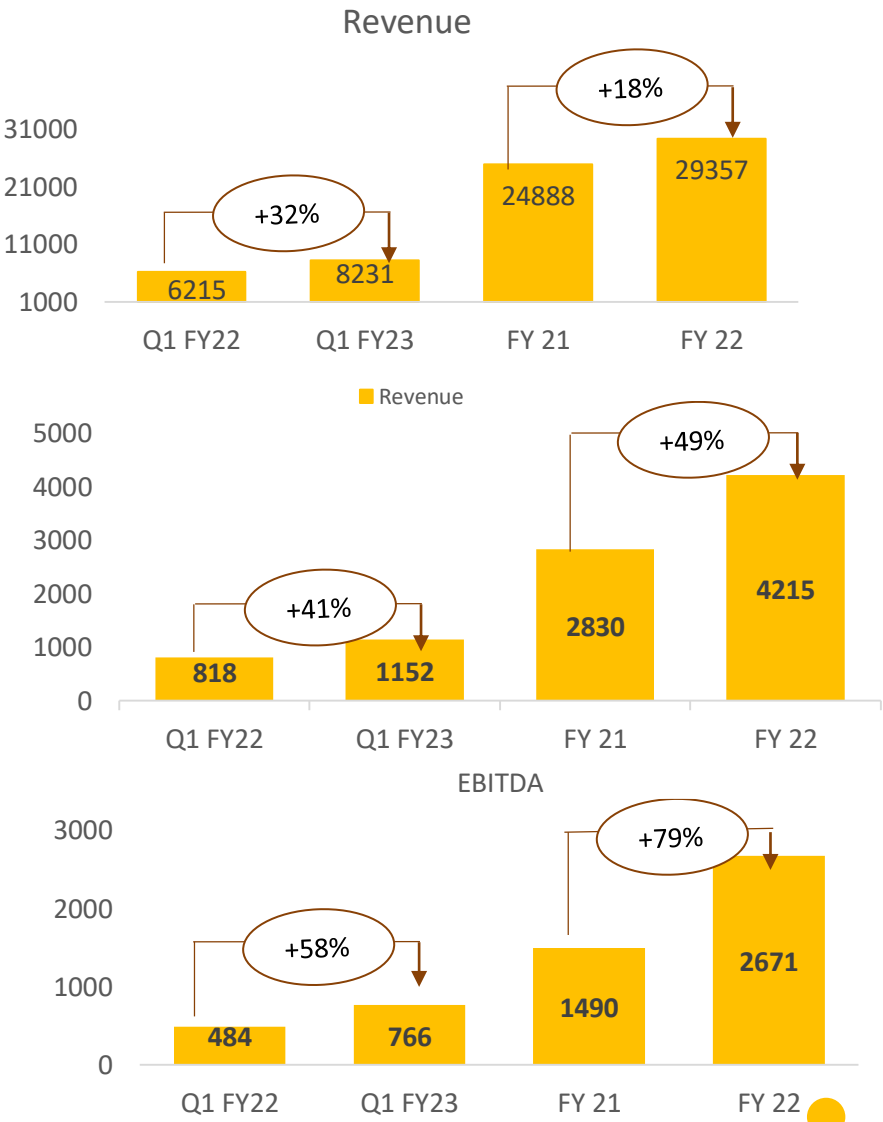
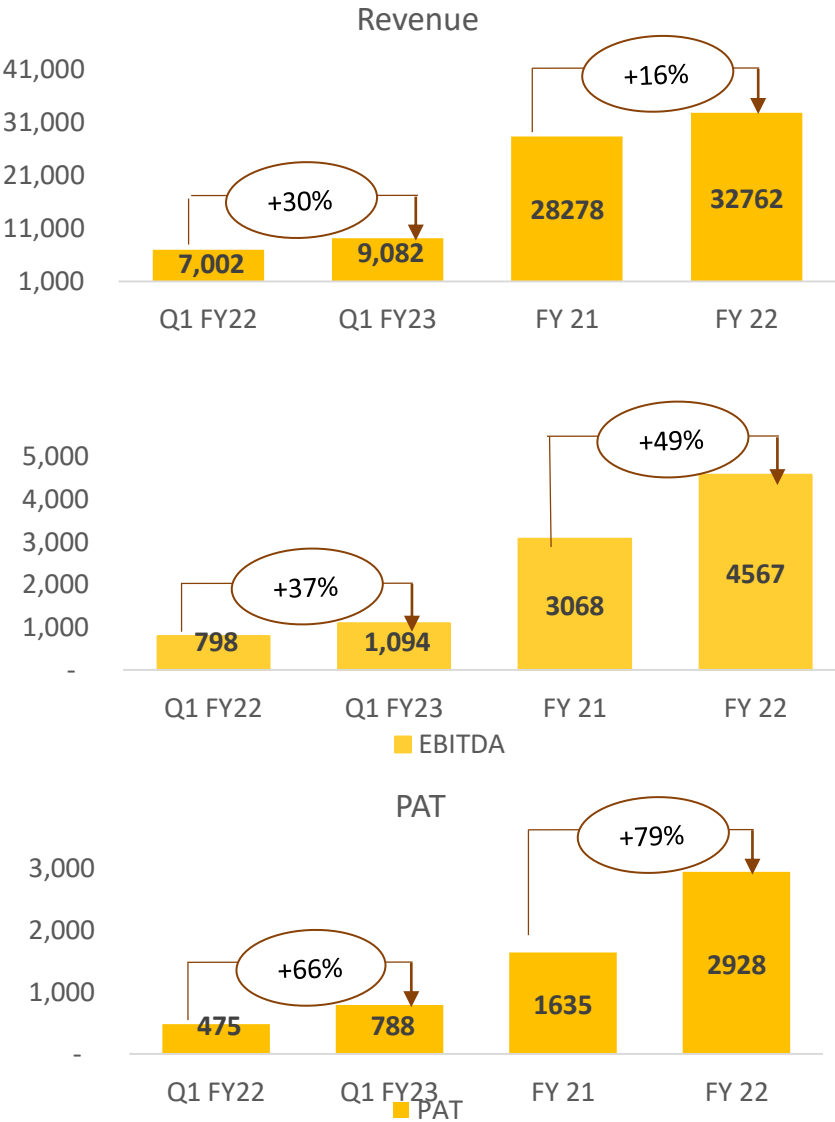
Figures in Mn

STANDALONE

Revenue

EBDITA

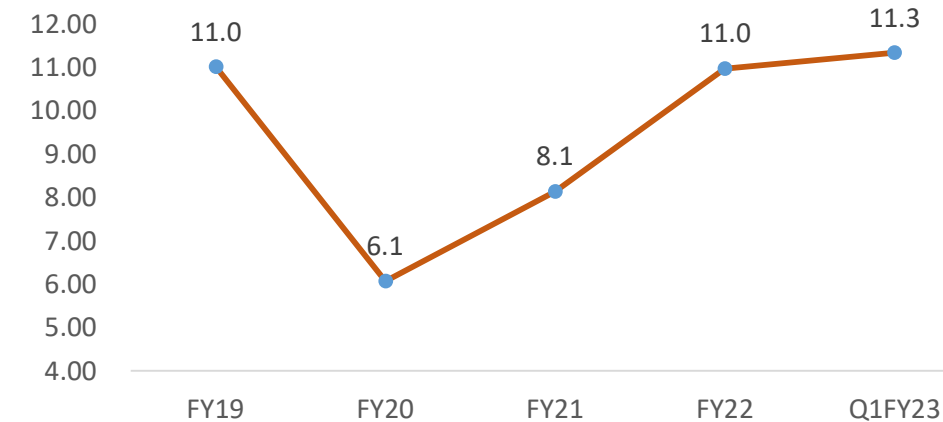
PAT



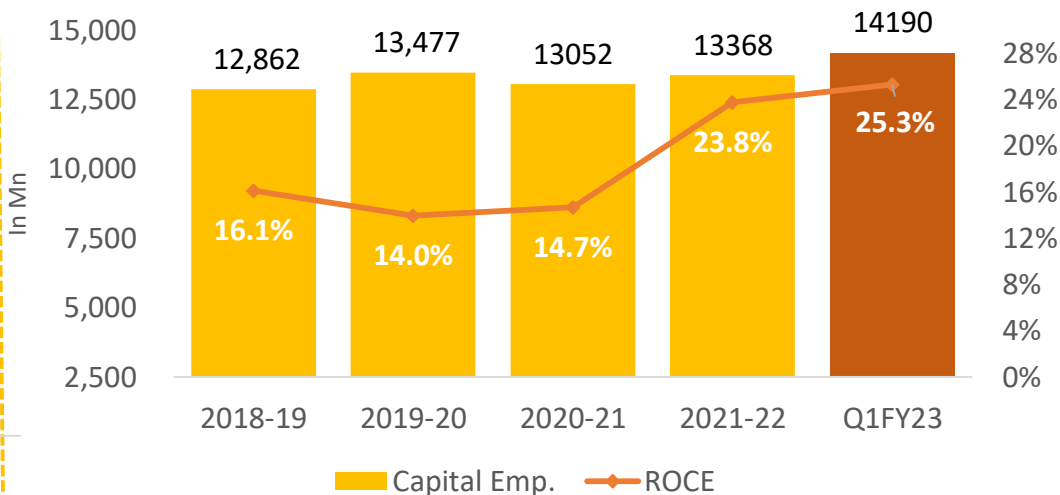
Consistent performance: Key financial Indicators



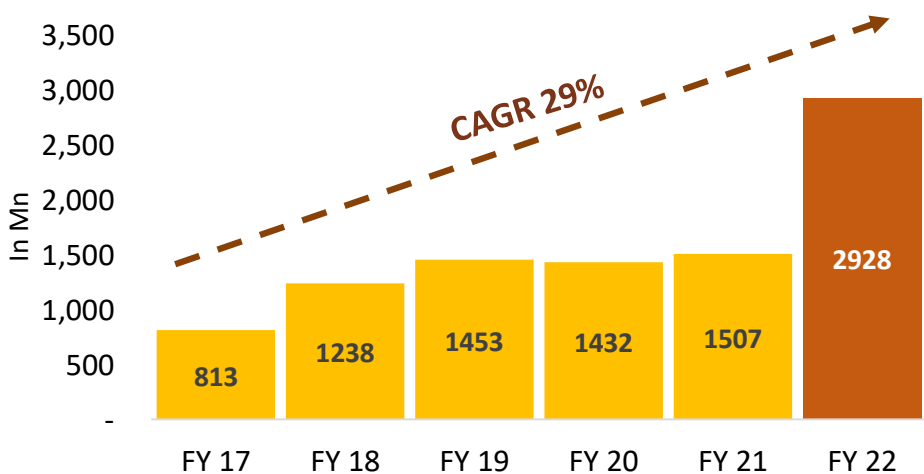
EV/EBIDTA



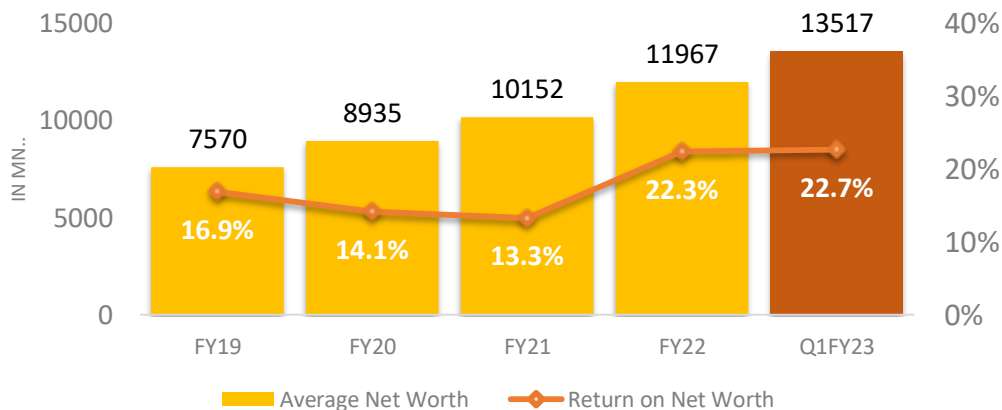
Return on Capital Employed



Consolidated Profit After Tax



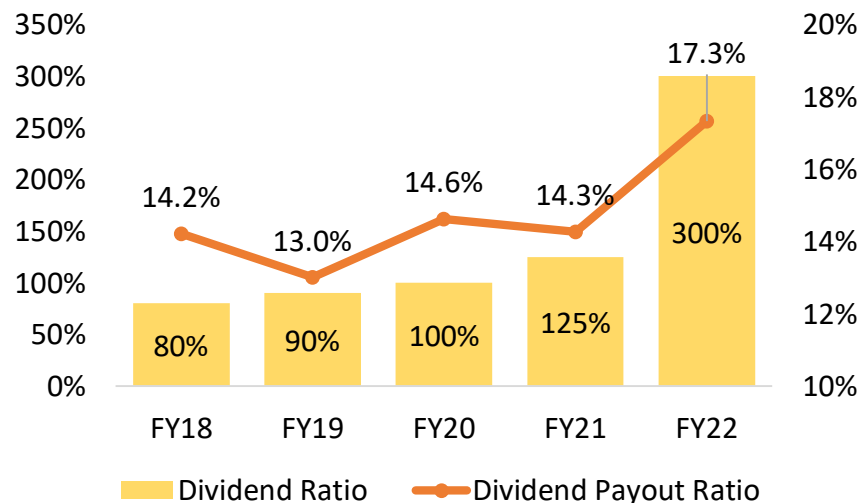
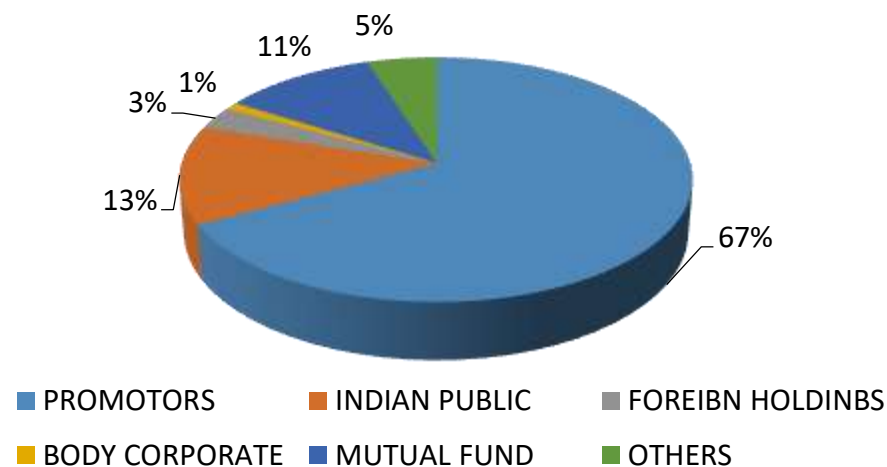
Return on Net Worth



Market Summary

Particulars	UOM	30 th Jun 22
Market Cap	Rs Mn.	52,200
Debt	Rs Mn.	439
Enterprise Value	Rs Mn.	52,157
P/E	Nos	17.0
EV/EBITDA	Nos	11.3
52 Week High	Rs/share	858.6
52 Week Low	Rs/share	388.4

Shareholding Pattern as on 30th June 2022



- 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

E

Environmental
पर्यावरण

- **Eco-friendly** workplaces , Solar Panel use at warehouses.
- Multimodal Solutions: push towards **green logistics via Rail & Coastal**
- 210 Mn invested to improve environmental impact
- Produced 16 Mn renewal energy units Vs consumed 6.5 Mn non-renewal energy units
- TCI successfully completed **8000 trips via CNG vehicles**



S

Social
सामाजिक

- **Road safety and health initiatives** across 8 states impacted more than 1 Mn people
- Education and empowerment impacted 10000 lives so far
- Artificial limb center served 22695 beneficiary so far
- Urmila Sports Academy trained players for National and International sports events



G

Governance
शासन

- Strong and diverse Board
- Voluntarily adopted BRSR in FY22 itself
- Long performance-linked remuneration system
- Comprehensive Enterprise risk management and Business continuity plan



Future Outlook

- Expected uptrend due to festival season
- 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	Q1FY 23 Actual
Hub Centers & Small warehouses	5163	960	93
Ships	3210	900	0
Containers	1339	600	36
Trucks & Rakes	4755	650	123
Others (W/H Equip, Wind Energy, IT etc.	1130	40	40
Total	15597	3150	292

Thank You!



Everything **Logistics**



Best Warehouse Service Provider



**Best Cold Chain / Refrigerated
Service Provider**



Transport Corporation of India Limited

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