



# NAVIGATING TOMORROW



**Earnings Presentation FY 2020-21 (Q1)**

# Group Information



**1958**

Year of Establishment



**\$650 Mn**

Group Revenue



**2.5%**

Moving India's GDP



**6,900+**

Employee Strength



**1,400+**











IT Enabled Own Offices



**12,000**

Trucks in Operations

# Group Overview

SBU's and Services	TCI's Joint Venture/Subsidiaries	Other Group Companies
 <p><b>FTL/FCL, LTL &amp; Over-dimensional cargo services through Road, Rail &amp; Sea.</b></p>	 <p>JV with CONCOR (49%) to provide end to end multi modal solutions.</p>	 <p><b>Demerged in 2016 , undertakes time sensitive and high value express services by road &amp; air across 40,000 pickup and delivery locations.</b></p>
 <p><b>A Single-window 3PL service provider takes care Conceptualization to Implementation</b></p>	 <p>JV with Mitsui &amp; Co (51%) for Auto supply chain solutions for Toyota and other Japanese auto companies in India</p>	
 <p><b>Leading player in Coastal Shipping , NVOCC &amp; Project Cargo</b></p>	 <p>Majority subsidiary ,offers temperature control Warehousing, Primary &amp; secondary distribution requirements for varied industries from QSR to Retail to Pharma.</p>	 <p><b>Demerged in 2011 , undertakes development of the properties of TCI group It also develops large scale Warehouses, Logistics Parks etc</b></p>
	 <p>100% Subsidiary , undertakes End-to-end transportation and C&amp;F services and country specific Logistics solutions</p>	
	 <p>100% Subsidiary End-to-end transportation and C&amp;F services and country specific Logistics solutions</p>	

# Board of Directors

Name	Designation
Mr. D P Agarwal	Chairman & Managing Director
Mr. Vineet Agarwal	Managing Director
Mr. S N Agarwal	Non-executive director
Mr. Ashish Bharat Ram	Non-executive independent director
Mr. Vijay Sankar	Non-executive independent director
Mr. S Madhavan	Non-executive independent director
Ms. Gita Nayyar	Non-executive independent director
Mr. Ravi Uppal	Non-executive independent director
Mrs. Urmila Agarwal	Non-executive director
Mr. Chander Agarwal	Non-executive director



## Corporate Social Responsibility

TCI would be taking CSR initiatives through **TCI Foundation, TCI Institute of Logistics & TCI Charities** under below activities:



## TCI Policies

Company establishes the policies and procedures to ensure full compliances as applicable and to protect interests of all stakeholder. Important policies are: **HSE Policy , Code of Conduct , Sexual Harassment Policy , CSR Policy , Risk Management Policy and Whistle Blower Policy**. Company also falls under top 500 listed entities and implemented certain additional policies on **Dividend Distribution , Material Subsidiaries , Disclosure of Material Information , Preservation of Documents and Records , Nomination and Remuneration**.



## Thought Leadership & Recognition

**Awards & Recognition :** Winner Innovation in Sustainability & Corporate Social Responsibility (TCI Safe Safar) from AIMA; Marketing Excellence in Logistics & Supply Chain, Diversified Logistics Company of The Year, Cold Chain Rising Star of the Year etc.

Best Processed Food Cold Chain Solution of the Year – ASSOCHAM

National Safety Award by FICCI

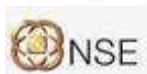
Best Diversified Company – JDA & Kamikaze

**In-house Publication:** Logistic Focus, Enroute ,








## Listing, Rating & Certifications

TCI is listed in two stock exchange i.e. NSE & BSE whereas having Rating & Certifications form the following:  
ISO 9001:2008 , **CRISIL: AA/stable for long term** , **ICRA: A1+ short term** , IATA Certificate





# Domestic Logistics Market Size

					
<b>Entry Barriers</b>	Low	Medium	High	High	High
<b>Industry Structure</b>	Fragmented	Semi-Organized	Organized	Organized	Organized
<b>Estimated Market Size (Bn USD)</b>	~ 100	~ 10	~ 16	~ 6	~ 1
<b>Estimated CAGR</b>	~10%	~10%	~12%	~18%	~10%
<b>EBDITA Margins %</b>	2-4%	8-11%	3-6%	8-12%	25-35%
<b>TCI's presence</b>	Freight Div.	Freight Div.	TCI CONCOR	TCI SCS &TLI	TCI SW
<b>TCI's Market Position</b>	3 <sup>rd</sup> largest national player	2 <sup>nd</sup> largest national player	4 <sup>th</sup> Largest	Among Top 3	2 <sup>nd</sup> Largest

# COVID-19 : Managing the Impact on Business

**Health and safety measures across all workplaces**

**Operations on with limited work force**

**Digital connect with customer**

**Morale boosting of employees**

**Extending support to partners and other industry players**

**Central Task forces to implement & audit SOP on protocols for work place, product handling & field operations.**

**Quarantine facilities for workforce at operation sites**

**Daily monitoring and audit oversee**

**Our people worked tirelessly to ensure continuity of essential supplies**

**Our strong multimodal network played key role in container movements to remote location of supplies like foodgrains, medicines , PPE etc**

**Rapid communication on pipeline cargo & WhatsApp videos on SOPs**

**More than 1.5 lakh emails & 60,000 calls in 3 months**

**Regular virtual meetings , townhall by senior leadership team with workforce on the ground  
Augmented digital training with a coverage of 3000 employees**

**Fooding and lodging facility for migrant labours working in for our operations**

**Raised industry concerns during lockdown via ASSOCHAM and other GOI organized virtual groups**

# Customer Connects and Brand Awareness

## Campaigns during Lockdown (Social & Digital Media)

**3 videos** created **11.5 lac** reach & **2.57 lac** engagement across platforms

Metrics	Apr -June 2020
No of customer Emails	1 lac
No of customer Calls	55000
No of VCs	300+



# Logistics Sector growth drivers

## Short to Medium term drivers

- Specific sector boost: Agriculture, food processing, pharma and chemicals
- Increase demand for warehousing for safety stock with consolidation of locations
- Increase in modern handling systems: pallets, conveyors etc
- Shift towards alternate transport modes. Containerized movements to boost up

## Long term drivers

- Increasing shift to domestic supply chains & advent of global value chains to India
- Changing consumer trends: ecommerce, omni channel, urbanization
- Infrastructure development & focus on multimodal
- Regulatory reforms & digitization in transactions and operations

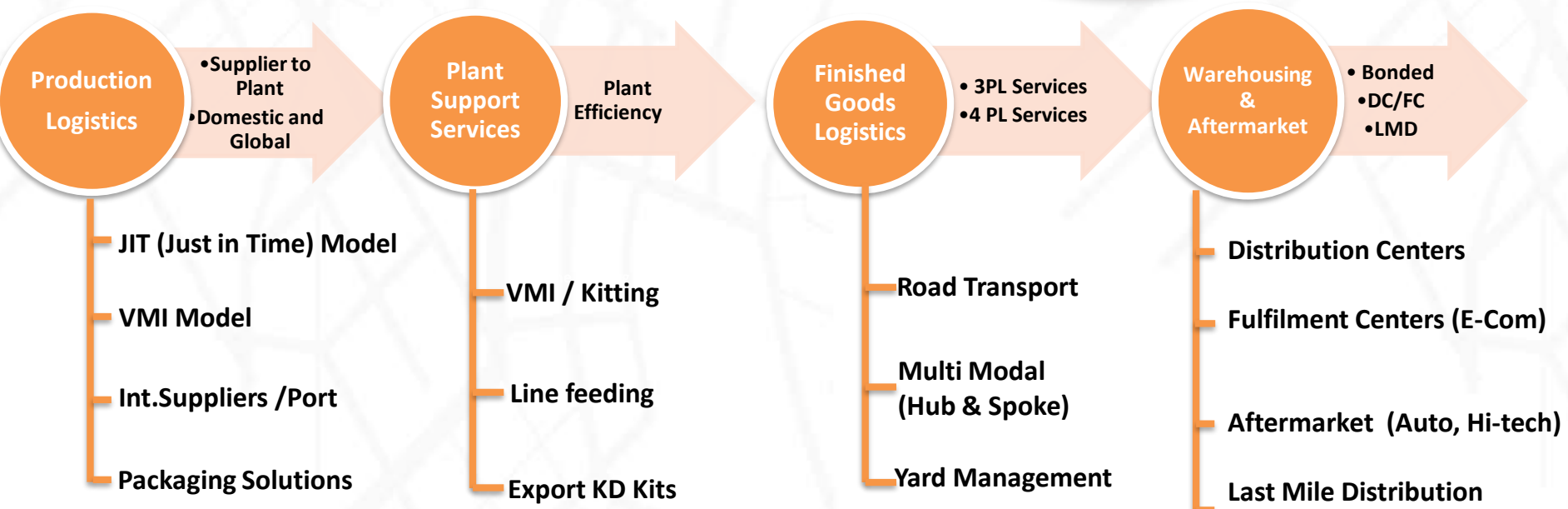
# Key company USPs



# Complex Supply Chain Design & Execution



## Typical Example: Automotive Supply Chain



# Unique Positioning of 3PL/4PL SCM Business



## SCS Div.'s Moderately Asset Heavy Model

- Optimum controls on operations and hence better KPIs (Key Performance indicators) management.
- High ability to offer customized solutions.
- Long term retention possible as creates customer confidence.

## Competitors' Asset Light Model

- Less control of operations as fully market dependant.
- Price dependant.

- Optimum as moderate ownership of assets enable us to control outside market

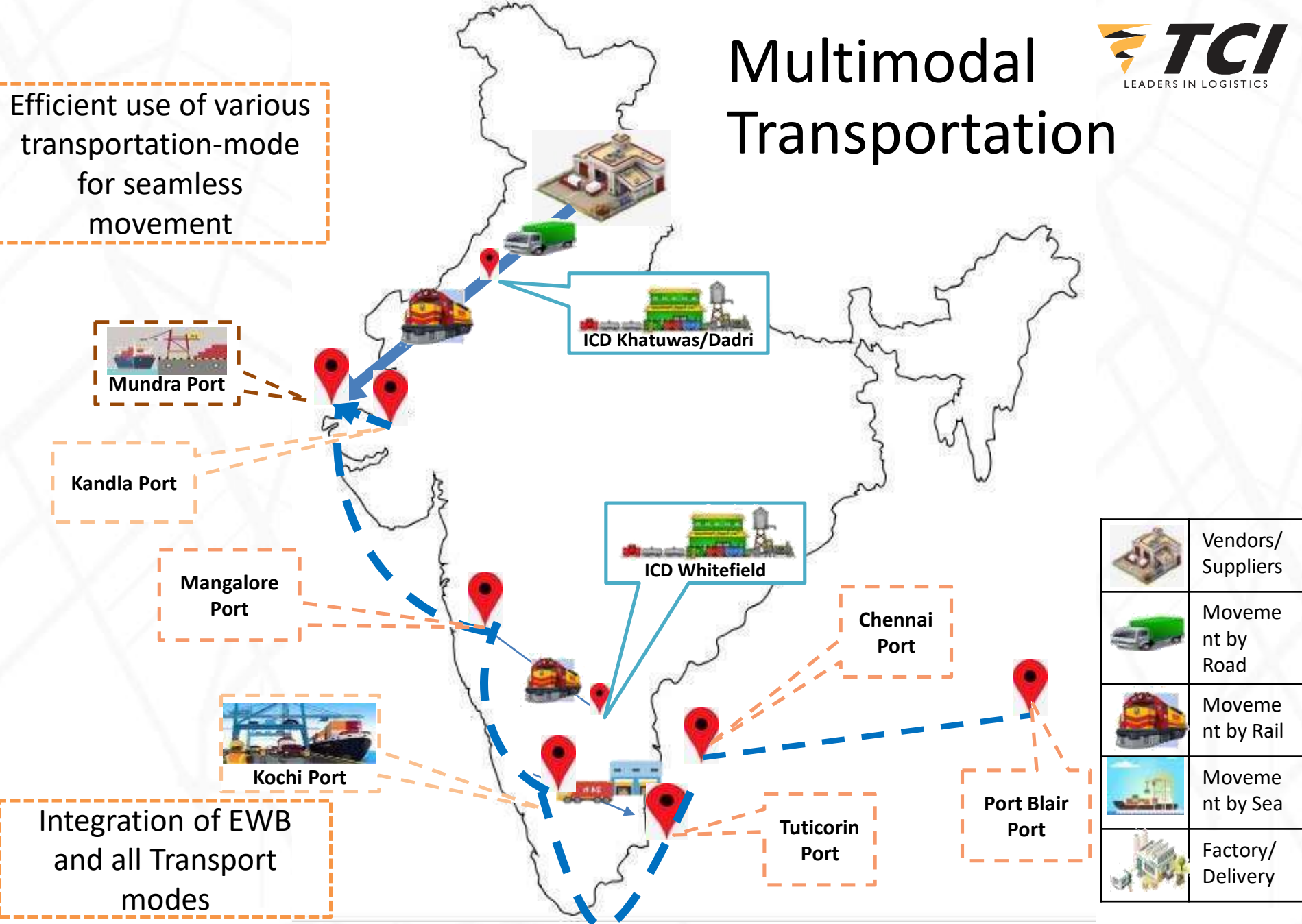
- Less visibility and control as completely under the influence of outside market.

- Better as able to control pricing and some operating cash flow advantage.
- Moderate ROCE .

- Low as supplier dependant. Also susceptible to cartels.
- Higher ROCE

# Multimodal Transportation

Efficient use of various transportation-mode for seamless movement



	Vendors/ Suppliers
	Moveme nt by Road
	Moveme nt by Rail
	Moveme nt by Sea
	Factory/ Delivery



# Large-scale Modern Warehousing

Auto

Retail & CP

Hi-tech

Chemicals

Healthcare

Cold Chain

E Commerce

Yards

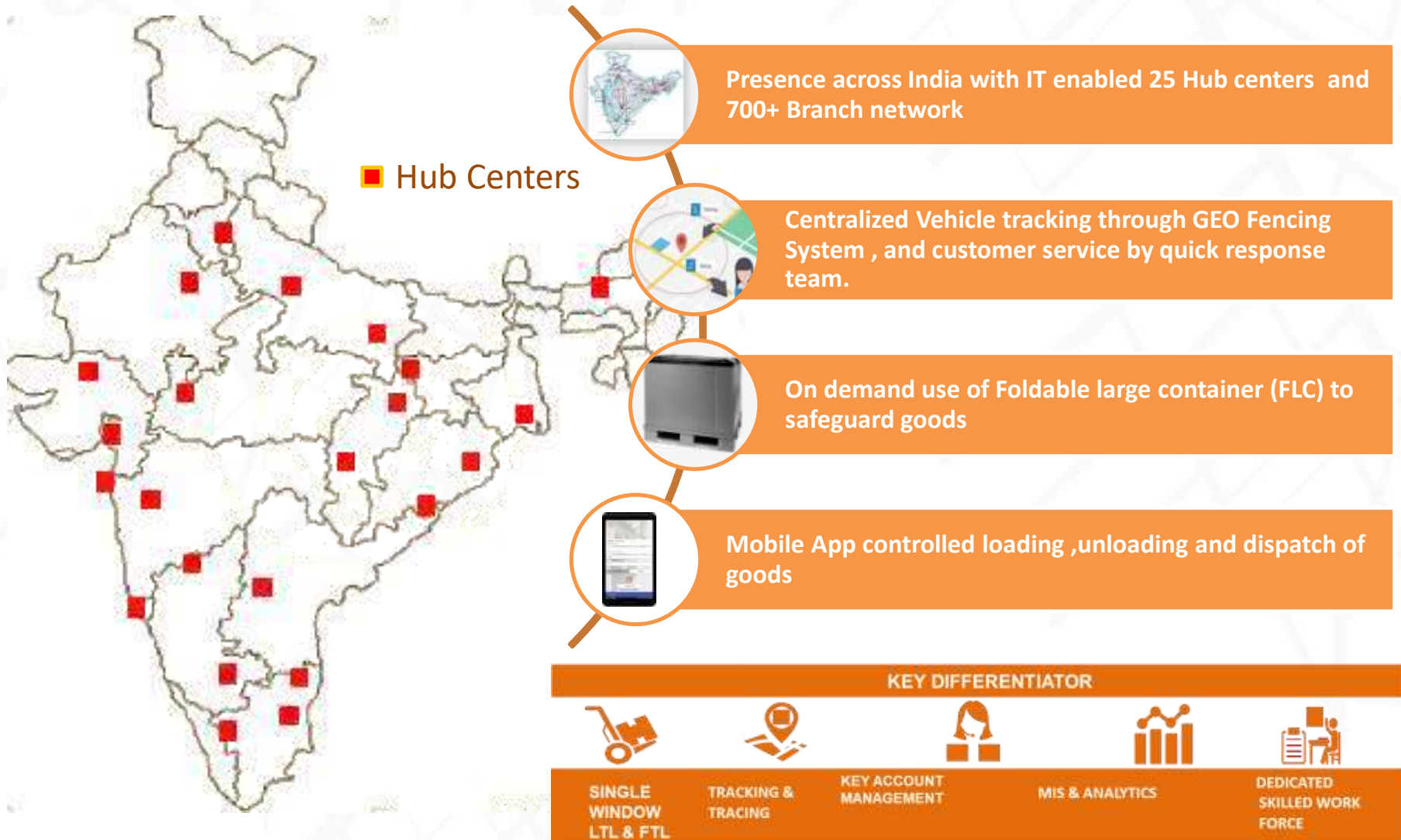
Warehousing

Cross dock operations

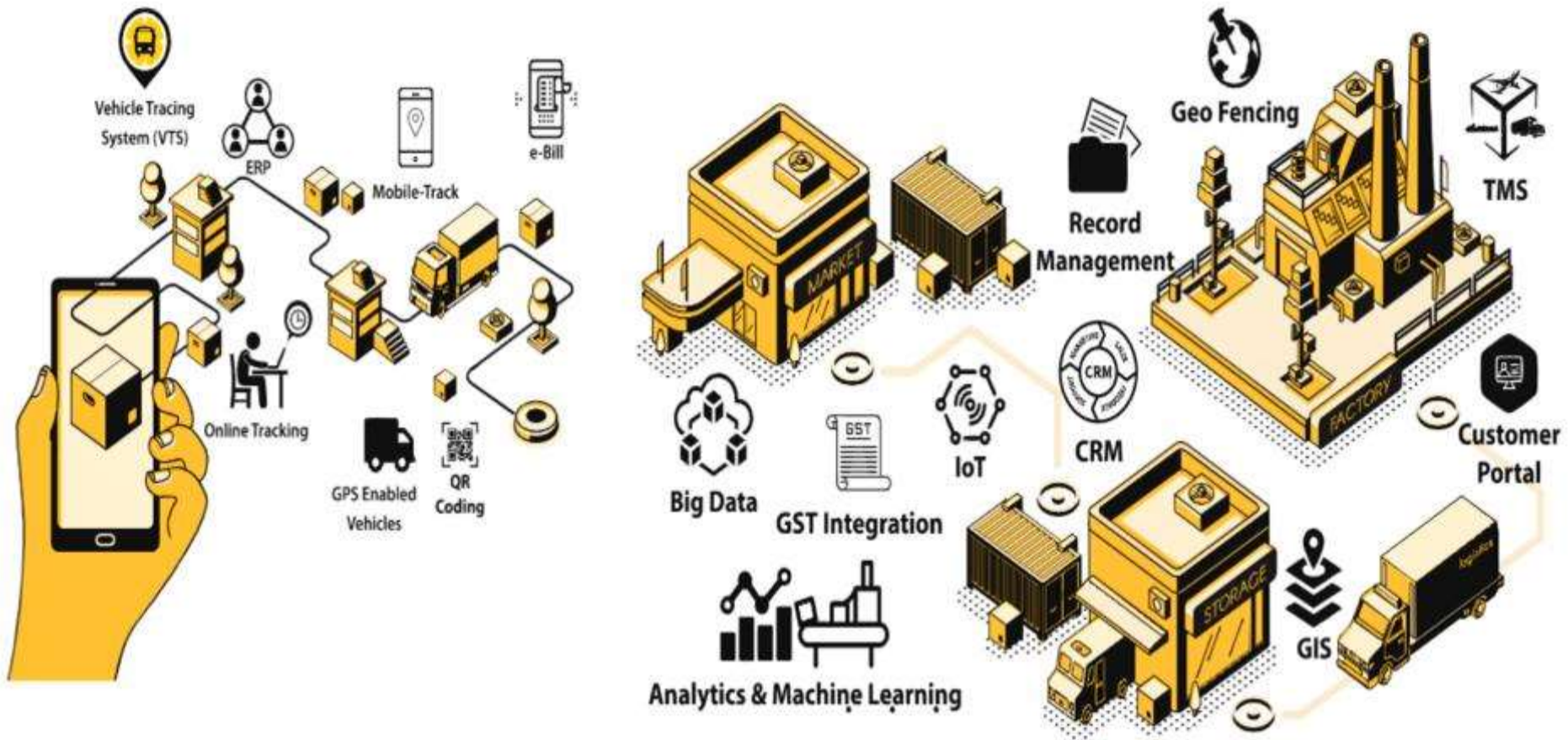


TCI covers 12 million sq. feet of warehousing space – owned/ long leased/ customer owned

# Largest player having both LTL and FTL capabilities at National Level



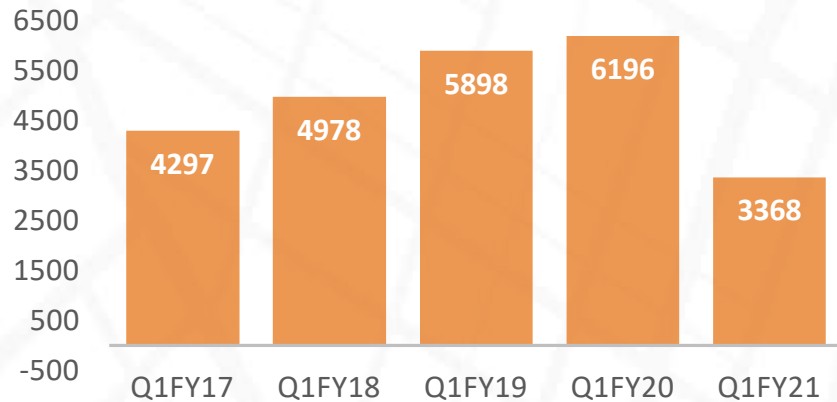
# Technology Driven operations



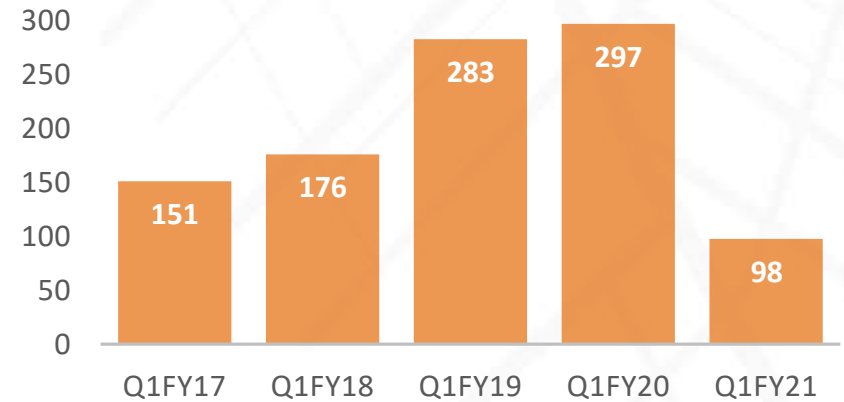


# FY21 Q1 Standalone Highlights

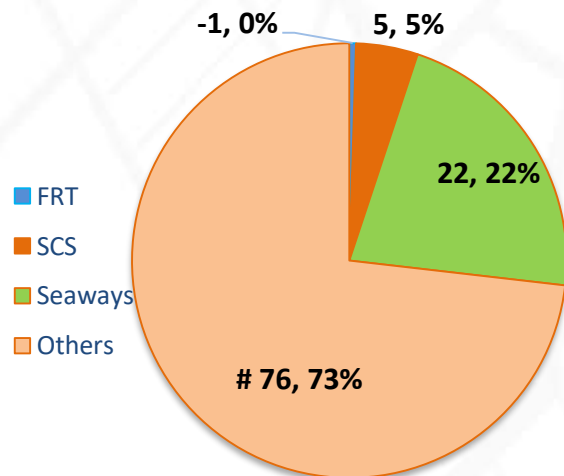
Figures in Mn.



**Revenue Growth -45%**

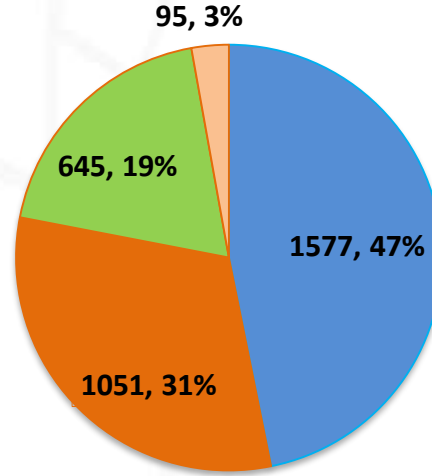


**PAT Growth -67%**

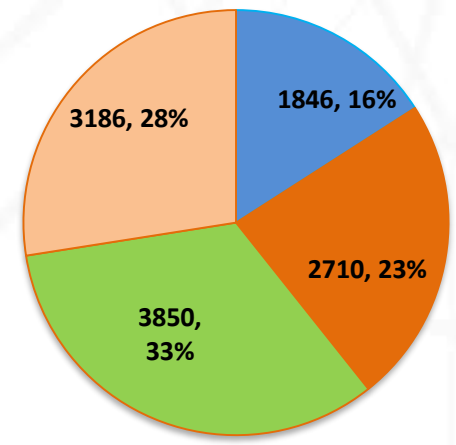


# incl dividend income

**PBT Mix**







**Revenue Mix**



**Capital Employed Mix**

# Division-wise Stand-alone Financial Performance

Figures in Mn.

				 # Corp. & Others	<b>Total</b> (2020-21_Q1)	<b>Total</b> (2019-20)	<b>Total</b> (2018-19)
<b>Revenue</b>	1577	1051	645	95	3368	25417	25851
<b>% Growth</b>	-47.2%	-56.4%	-12.4%	14.6%	-45.65%	-1.68%	17.40%
<b>EBIDTA</b>	39.3	118	127	81	365	2617	2710
<b>% of Revenue</b>	2.5%	11.2%	19.7%	85.6%	10.9%	10.3%	10.5%
<b>EBIT</b>	20.4	30.6	40.5	79.9	171.3	1562.8	1958.6
<b>% Growth over LY</b>	-75.5%	-81.75%	-74.16%	80.2%	-62.05%	-20.21%	18.36%
<b>Capital Employed</b>	1846	2710	3850	3646	12322	13477	12862
<b>ROCE %</b>	3.9%	4.3%	4.4%	NA	5.4%	14.0%	16.2%

# Corp. & Others consist of unallocated assets of immovable properties , investments and energy division.



# TCI Freight Division

## Key Operational Highlights



**3,500 (120)**

Trucks & Trailers in operation (owned)



**700**

IT Enabled Owned Offices

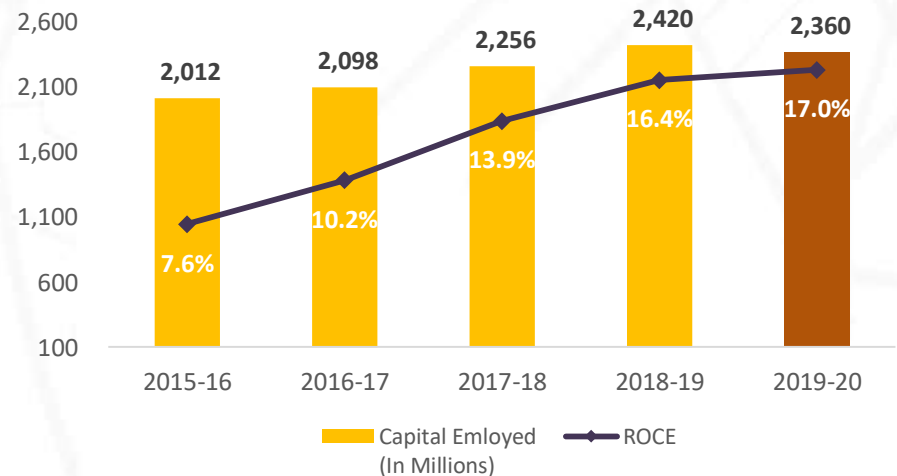
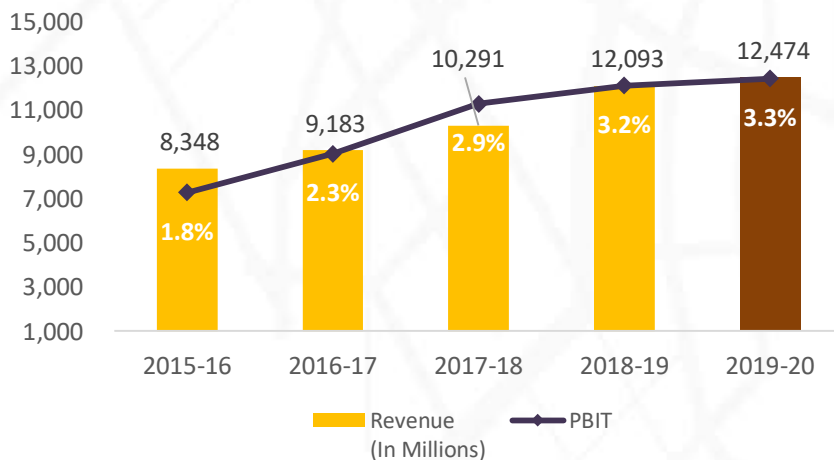


**25**

Strategic Hubs

- Able to ramp up operations to 55-60% amid weaker economic environment and COVID-19 driven situation.
- EBIT margins stood at 1.3% Vs 3.3% FY20 . Better cost management helped to Break even at PBT

## Financial Performance at glance



## Key Operational Highlights



**12 Mn. Sqft.**

Warehousing Area Managed



**4,000 (1020)**

Fleet in operations (Owned)

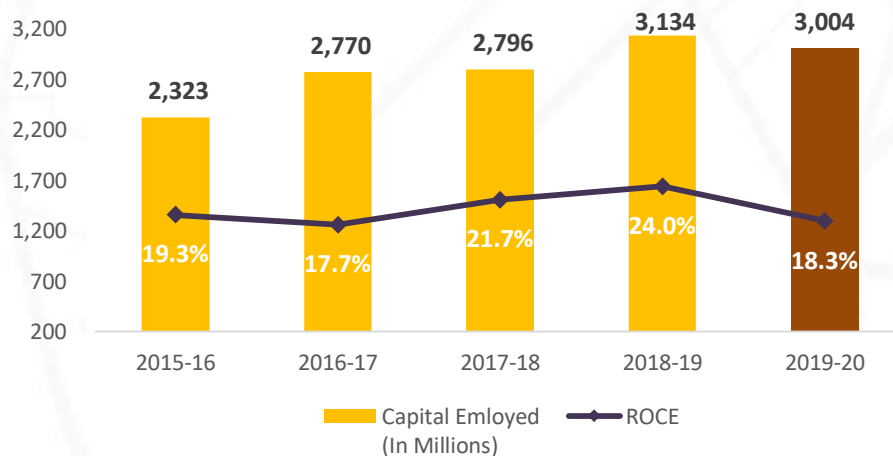
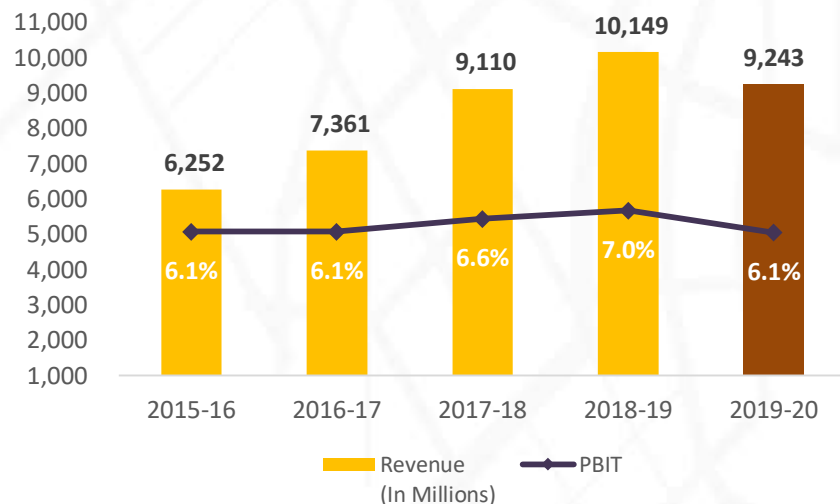


**5,000+**

IBL Pickup per day

- The division able to ramp up 45-50% operations amid downward trends in automotive sector and subdued consumer sectors
- Margins have been stable and in improving trends due better revenue realization and cost optimization measures.

## Financial Performance at glance



## Key Operational Highlights



**7**

Cargo Ships



**7,650 (6350)**

Containers in operations (Owned)

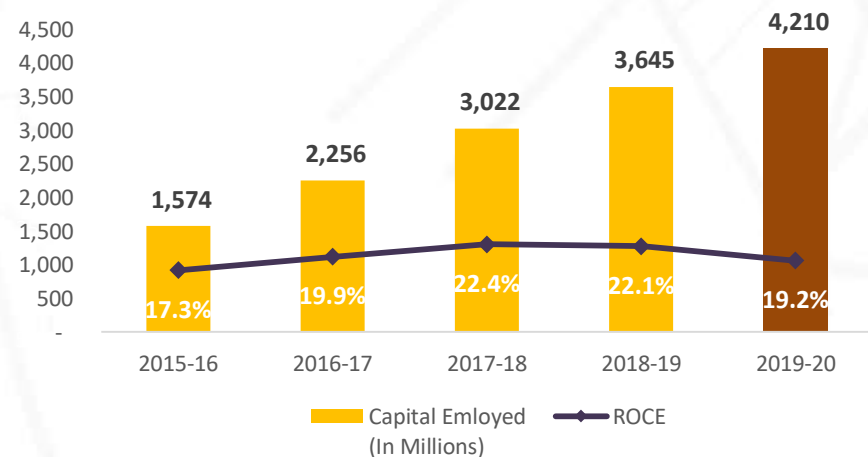
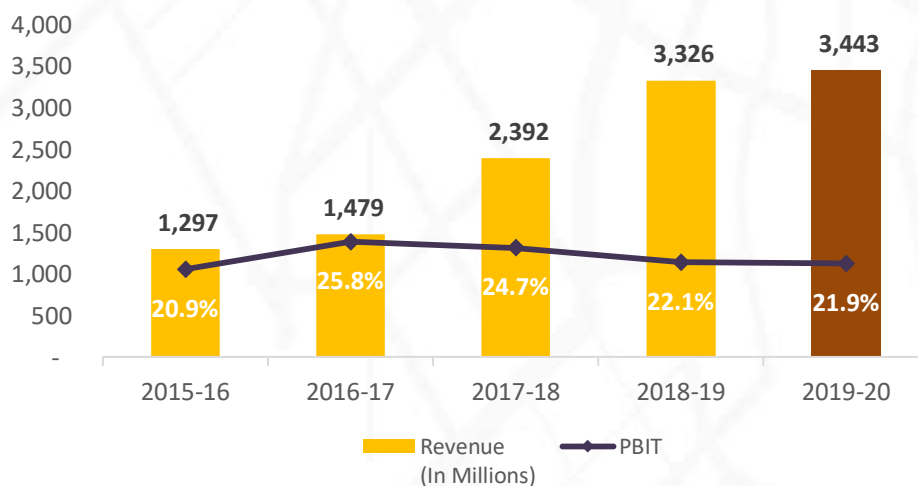


**91,880**

Total DWT Capacity

- Operations ramped up to 70-80% amid high cargo volumes because of shift from Road & Rail .
- Overall margins were stressed though positive . Some impact of increasing fuel cost 15-20%

## Financial Performance at glance



# TCI's Joint Ventures

Figures in Mn

**FY21Q1 (FY20)**



**Revenue**

**725 (1890)**

**66 (258)**

**290 (5301)**



**Y-o-Y Growth**

**81% (-0.1%)**

**12.7%(372.8%)**

**-77.1% (13%)**



**Capital Employed**

**285 (236)**

**246 (250)**

**2261 (2383)**



**Key Operational Highlights**

Operates on asset-light model

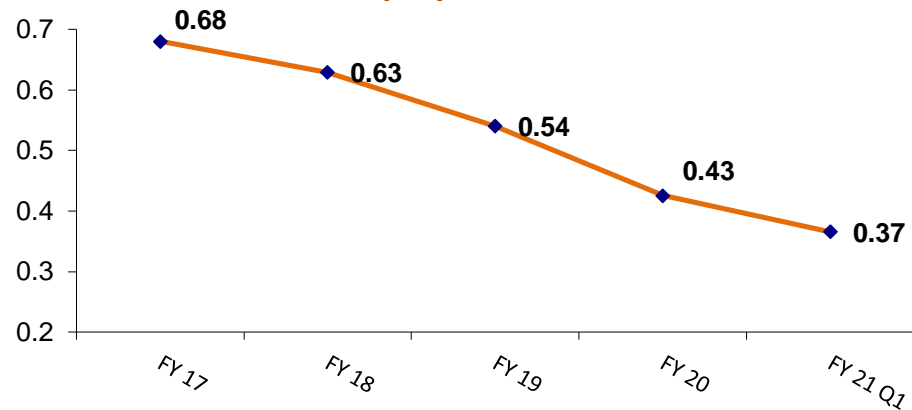
Building upon its capabilities in Chemical Logistics and multimodal integrated logistics solutions

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

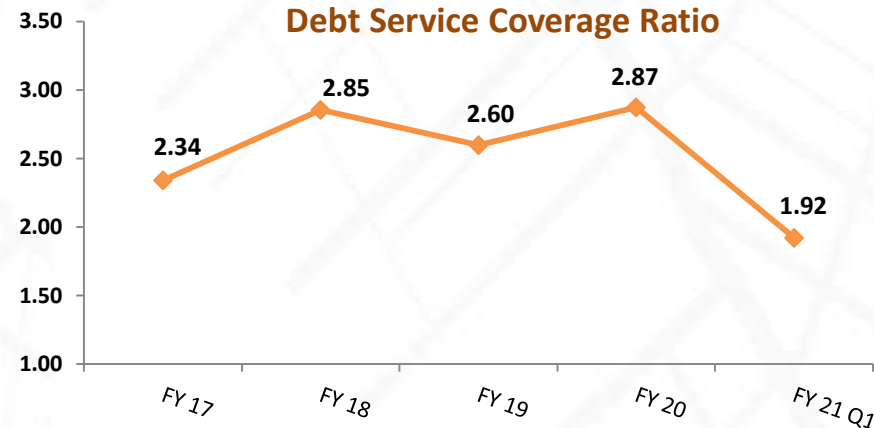
Focused on automotive logistics

# Financial Performance

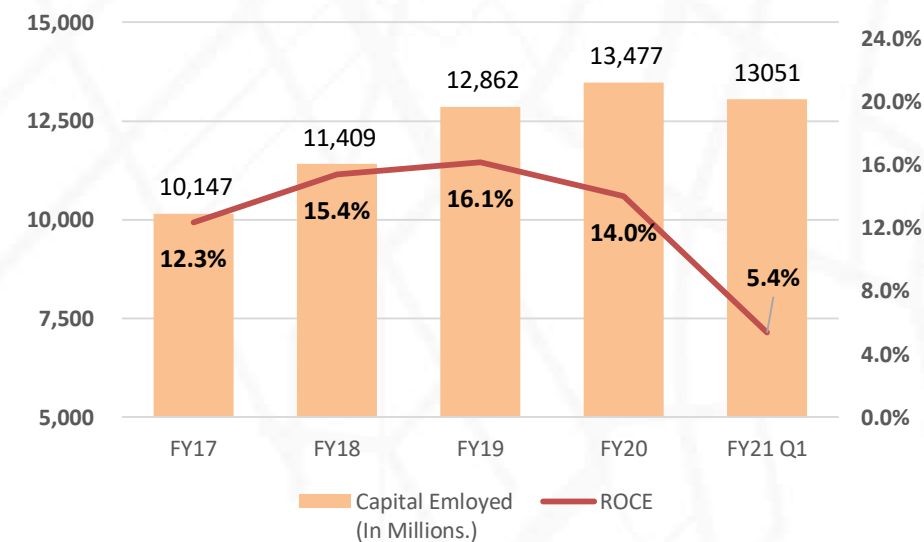
### Debt – Equity Ratio



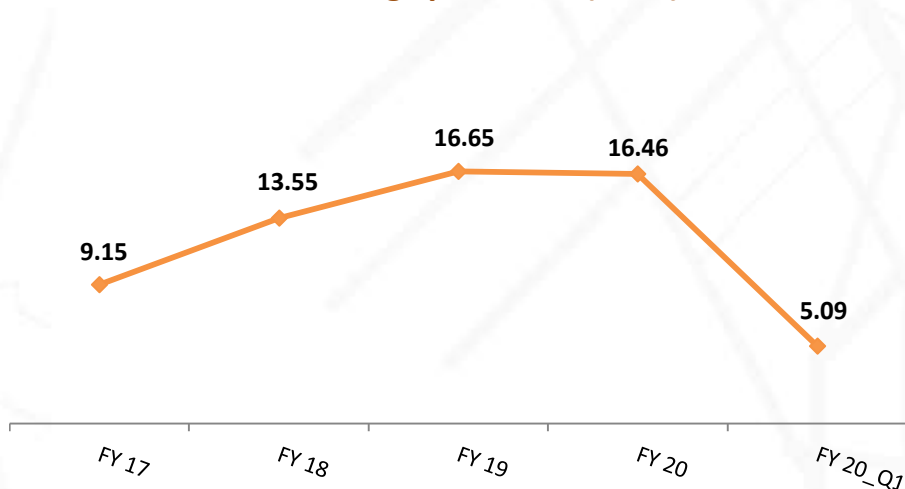
### Debt Service Coverage Ratio



### Return on Capital Employed (ROCE)



### Earnings per Share (in Rs)



**Ratings: AA (CRISIL–Bankline Credit) , A1+ (ICRA–Commercial Paper),**



# Standalone Financial Results

Figures in Mn.

## Income Statement

Particulars (Rs in Cr.)	2019-20	2019-20_Q1	2020-21_Q1
Freight	22853.6	5649.1	2768.7
Other Sales & Services	2280.0	472.0	517.6
Other Income	282.8	75.3	81.6
<b>Total Income</b>	<b>25416.4</b>	<b>6196.4</b>	<b>3367.9</b>
<b>Revenue growth %</b>	-1.68%	5.1%	-45.7%
Operating expenses	20271.4	4942.1	2589.1
Other expenses	2527.5	616.9	413.4
<b>Total Expenses</b>	<b>22798.9</b>	<b>5559.1</b>	<b>3002.4</b>
<b>EBITDA</b>	<b>2617.5</b>	<b>2710.5</b>	<b>365.5</b>
<b>EBITDA Margin %</b>	10.3%	10.3%	10.8%
Interest Expense	323.5	82.4	69.1
Depreciation	776.5	186.1	194.2
Exceptional Item	98.8	0.0	0
<b>PBT</b>	<b>1418.7</b>	<b>368.8</b>	<b>102.2</b>
<b>PBT Margin %</b>	5.58%	6.0%	3.0%
Taxes	154.6	71.5	4.5
<b>PAT</b>	<b>1264.1</b>	<b>297.4</b>	<b>97.7</b>
<b>PAT Margin %</b>	<b>4.9%</b>	<b>4.8%</b>	<b>2.9%</b>

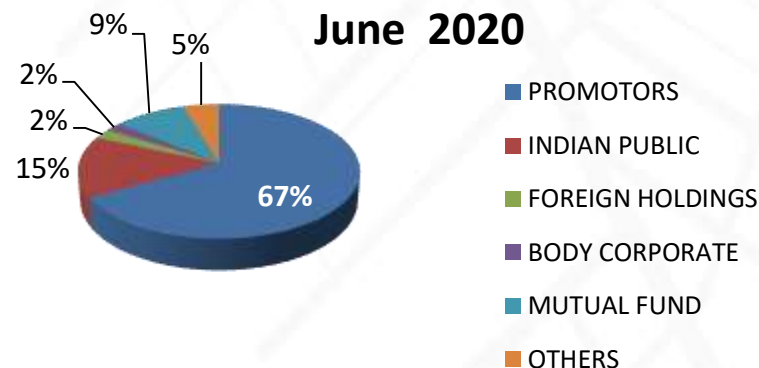
## Balance Sheet

Particulars (Rs in Mn.)	2019-20	2019-20_Q1	2020-21_Q1
<b>1. Non current Assets</b>			
Property, plant and equipment	7282.2	6924.5	7139.7
Right to Use Assets	234.1	28.2	233.4
Capital work-in-progress	215.8	57.3	178.3
Intangible assets	4.5	4.7	4.3
Investments	888.3	901.8	889.7
Long term loans and advances	63.3	38.7	24.3
Other non current assets	458.5	837.3	1147.8
<b>2. Current Assets</b>			
Inventories	64.9	50.4	58.2
Trade Receivables	4544.7	4299.9	3800.5
Cash & cash equivalents	178.3	209.3	153.5
Loans and advances	239.4	237.3	271.8
Other current assets	1562.5	1619.1	1411.9
<b>TOTAL</b>	<b>15736.6</b>	<b>15208.5</b>	<b>15313.4</b>
<b>1. Shareholders Funds</b>			
Share Capital	153.7	153.4	153.7
Reserves & Surplus	9346.0	8519.5	9456.7
<b>3. Non Current Liabilities</b>			
Long term Borrowings	1447.7	1672.8	1297.6
Deferred tax Liabilities (net)	297.3	390.3	294.0
Other long term liabilities	19.6	19.8	54.4
<b>4. Current Liabilities</b>			
Short term borrowings	2131.3	1588.8	1722.7
Trade payables	627.3	772.0	853.2
Other current liabilities	1612.3	2017.7	1372.5
Short term provisions	101.4	74.3	108.9
<b>TOTAL</b>	<b>15736.6</b>	<b>15208.5</b>	<b>15313.4</b>

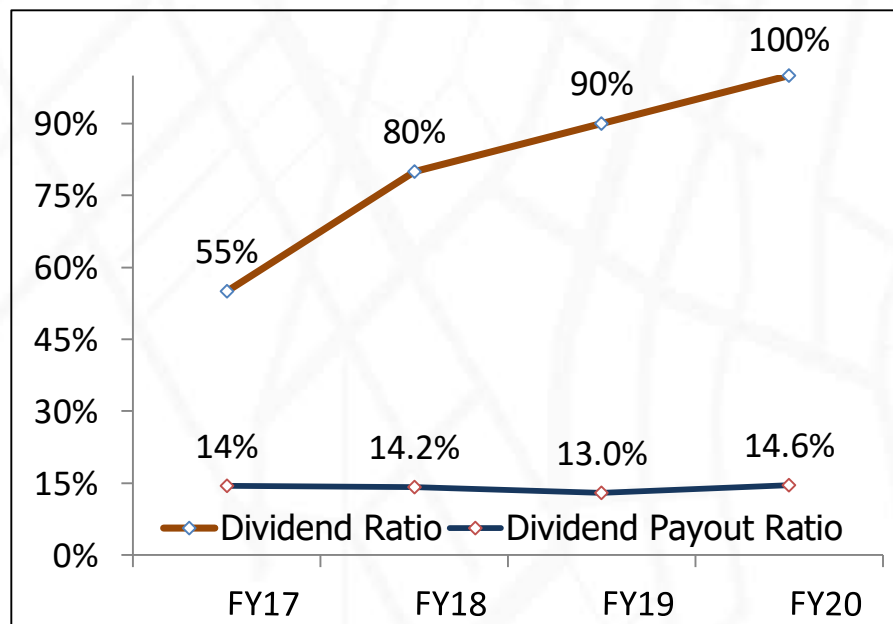
# Market Summary

Market Cap on 30 Jun 20	Rs Mn.	12964.4
Debt	Rs Mn.	3491.6
Enterprise Value	Rs Mn.	16302.5
P/E	Nos	33.1
EV/EBITDA	Nos	11.2
52 Week High	Rs/share	312
52 Week Low	Rs/share	121.25

## Shareholding Pattern as on 30th June 2020



## Consistent Dividend track trend



## Stock Performance

2001	Initial Investment	18000/- invested in 1000 Equity shares
2006	Share Split	Share Split 5 share of 2/- each for 1 share of 10/-
2011	Demerger of Real Estate Div	Swap ratio one share in TCI developers for 20 shares in TCI
2016	Demerger of XPS Div	Swap Ratio one share in TCI Express for 2 shares in TCI

Dividend Rs 125,575 and Market Value of Investment Rs. 27,27,575 gave **30% CAGR return by June '2020.**

# Capital Expenditure Plan FY21

*Figures in Mn.*

	Total Actual (FY 2006-07 to 2018-19)	2019-20 Actual	2020-21 Estimated	2020-21_Q1
Hub Centers & Small warehouses	4352.4	151.5	150	5.7
Ships	2701.0	509.0	400	0
Containers	676.1	186.7	280	0
Trucks & other vehicles	4113.7	240.9	340	0.3
Others (W/H Equip, Wind Energy, IT etc.)	1157.5	25.4	80	0.1
<b>Total</b>	<b>13000.7</b>	<b>1113.5</b>	<b>1250</b>	<b>6.1</b>

Funding Pattern	Debt	Equity	Internal Accruals	Total
FY 2020-21 Estimated	400	0	600	1000
FY 2019-20 Actual	440	0	674	1114

# 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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### Know About Us

[www.tcil.com](http://www.tcil.com)



### TCI's health and safety programme

[www.tcisafesafar.com](http://www.tcisafesafar.com)

 [tcisafesafar](https://www.instagram.com/tcisafesafar)