



**MOVING COMMERCE
TO NEW HORIZONS**

Transport Corporation of India Investors Presentation FY 2016-17 (9M)



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.

Group TCI

SBUs & Services



FTL/FCL, LTL & Over-dimensional cargo services through Road, Rail & Sea.



A Single-window solutions enabler from Conceptualization to Implementation



Leading player in Coastal Shipping, NVOCC & Project Cargo



Cater to local logistics requirement of a country

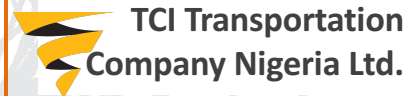
Other Group companies



JV with CONCOR to provide end to end multi modal solutions.



JV with Mitsui & Co for Auto logistics (Toyota India project)



A JV between Indorama Eleme Petrochemicals Ltd. and TCI Global



Specialized in offering time definite solutions with strength of 2000+ team of professional and 13000+ delivery points.



TDL undertakes development of the commercial properties of TCI. It also develops large scale Warehouses, Logistics Parks etc

TCI XPS has been demerged into a separate entry TCI Express Ltd at the close of business hours of 31st March 2016

Group TCI

Key Facts

**Year of
Establishment**

1958

Turnover

2800 Cr.

**Movement
by Value of India GDP**

2.5%

Employees Strength

6000+

**IT enabled
Owned Branches**

1400+

**Vehicles/Day
Managed on Road**

9000+

TCI Standalone

Key Facts

Turnover

1600 Cr.

Employees Strength

3500+

IT enabled
Owned Branches

900+

Warehouse Covered
Area managed

11 Mn Sqft

Vehicles/Day
Managed on Road

6500+

Cargo Ships

4

New Developments

E-Com

8 Fulfilment centers with processing capacity of 1 Lac orders/day

Inauguration of World-Class Cold Chain Warehouse on Pataudi Road, Gurgaon

Cold Chain

Connecting SAARC

Incorporation of 100% subsidiary in Bangladesh as "TCI Bangladesh Limited"

Corporate Governance

Listed Entity



Rated and Certified



TCI Foundation

Engaged in areas of education, women & child health, disability alleviation and rural sports growth.



Corporate Social Responsibility

Non Discrimination Policy

On-going Investor Outreach programs

- Regular conference calls and annual meet with shareholders and analysts
- Timely and transparent disclosures through comprehensive annual reports and corporate presentations (readily available on the Company's website)

Awards & Recognition



Cold Chain Rising Star of the Year
(Presented by KamiKaze B2B
Media, 2016)

Best Warehouse Management
(Presented by Indian Chamber of
Commerce, 2016)



CSR Leadership Certificate for Concern
for Health (Presented by ABP News
Channel, 2016)

Asia Retail Congress Award For
Effective Retail Through Supply
Chain, 2016



Manufacturing Supply Chain Service
Provider of the Year (Overall) (Presented
by KamiKaze B2B Media, 2016)

Ranked 37th by World HRD Congress in the
category "Dream Companies to Work For"
(Presented by World HRD Congress, 2016)



Award for Retail Excellence for Effective
Retail Through Supply Chain To TCI SCS
(Presented By Asia Retail Congress)

Board of Directors

Name	Designation
Mr. S M Datta	Chairman (Non-executive independent director)
Mr. D P Agarwal	Vice Chairman & Managing Director
Mr. S N Agarwal	Non-executive director
Mr. O S Reddy	Non-executive independent director
Mr. K S Mehta	Non-executive independent director
Mr. Ashish Bharat Ram	Non-executive independent director
Mr. Vijay Sankar	Non-executive independent director
Mrs. Urmila Agarwal	Non-executive director
Mr. M P Sarawagi	Non-executive director
Mr. Chander Agarwal	Non-executive director
Mr. Vineet Agarwal	Managing Director

Impact of Macro-economic changes on Logistics

GST

- Rationalizing the impact of taxes on Production, Distribution and Inventory management
- Consolidation of warehouses and moving towards Hub-and-spoke model
- Multi modal movement between Hubs

DFC/ Diamond Quadrilateral

- Creation of additional dedicated rail freight capacity,
- Will reduce unit cost of Transportation by speeding up freight train operations.
- Increased bulk multi modal movement for improved productivity & efficiency
- Will result in development of logistic Warehouses in the vicinity of Freight Corridor.

Increased outsourcing of Logistics

- Growth in trend towards outsourcing of logistics in non traditional industries
- Larger scope of outsourcing e.g. order processing, packaging, kitting etc. will go up

E-commerce driven growth in consumption

- With increased per capita disposable income, consumption driven sectors will grow
- Sectors like Food services, e-commerce, consumable durables etc. will get a boost .

GST-Key Implications on Warehouse & Transport Industry

GST

- Rationalizing the impact of taxes on Production, Distribution& Inventory management
- Consolidation of warehouses
- Multi modal movement between Hubs

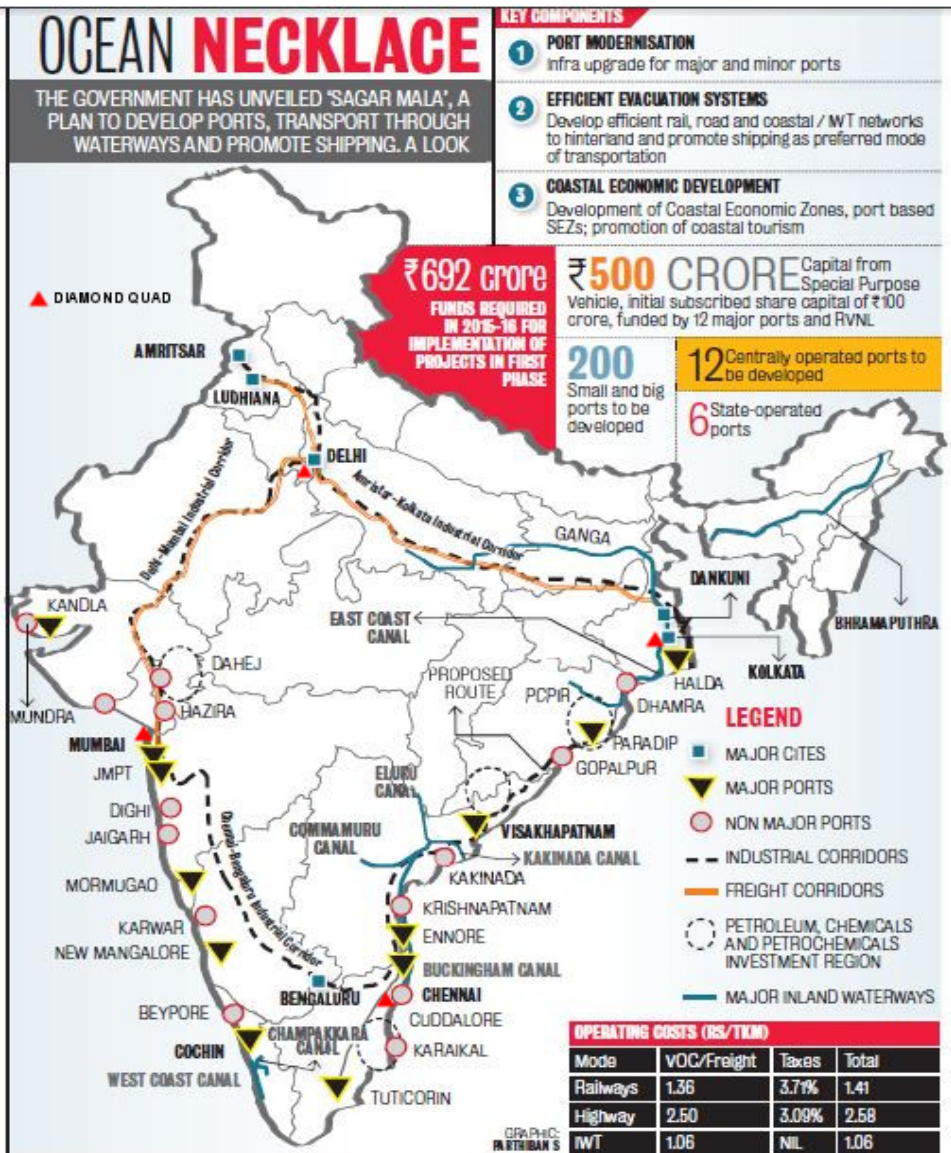
Transportation

- Larger Warehouses and borderless movement of goods would leads to increased transportation lot sizes, multimodal movement
- Lesser border checks/paper work would lead to faster movement of trucks. Transit times and cost may shrink by 20-30%

Warehouse

- Network to be determined based on the ambit of Additional Tax.
- Network optimization efforts to commence
- Consolidation of warehousing to commence.
- Emergence of hub and Spoke model
- Larger sizes of warehouses (hubs)
- Warehouses closer to manufacturing and/ or consumption areas.

Impact on Logistics Development



Sagar Mala

Sagar Mala envisages port led development of the country that would look towards transforming the existing Ports into modern world class Ports and integrate the development of the Ports, the Industrial clusters and hinterland and efficient evacuation systems through road, rail, inland and coastal waterways resulting in Ports becoming the drivers of economic activity in coastal areas

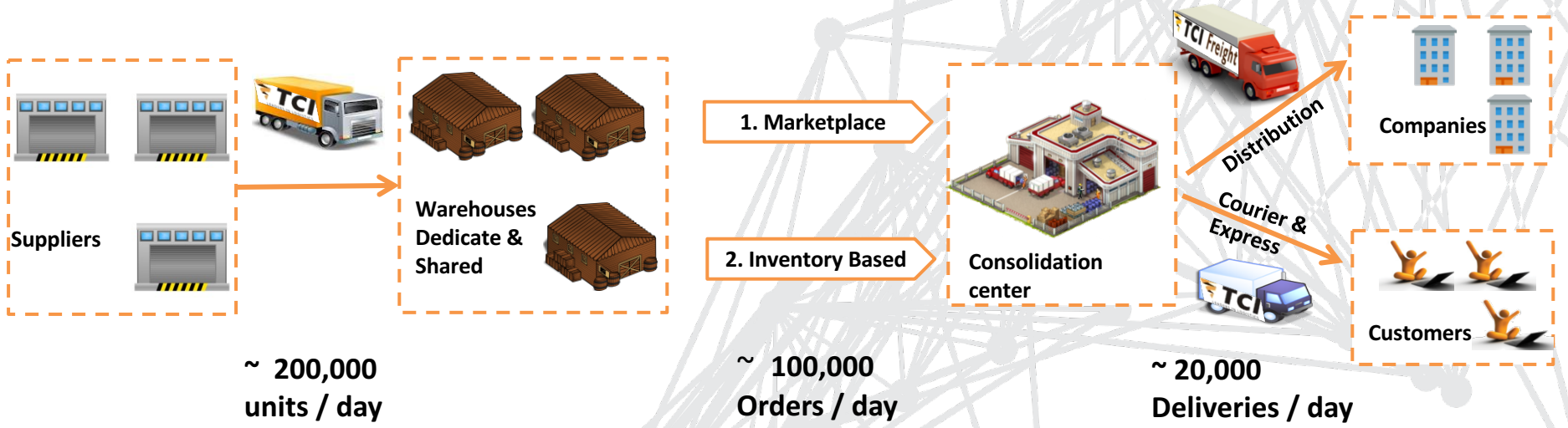
The project aims to change the way logistics evacuation happens in India, save logistics costs nationwide for cargo handled and evacuated through seaports, boost overall economic development through ports and empower coastal communities

Diamond Quadrilateral

The Diamond Quadrilateral is a project of the Indian railways to establish high speed rail network in India. This quadrilateral will connect the four metro cities in India, i.e. Delhi, Mumbai, Kolkata and Chennai.

This corridor will be operated on broad-gauge tracks and will pass through 14 states and territories of India.

TCI : Serving the Complete Ecommerce Chain



~ 200,000 units / day

TCI
LEADERS IN LOGISTICS
Group Companies & Divisions

TCI Supply Chain Solutions

~ 100,000 Orders / day

~ 20,000 Deliveries / day

TCI
LEADERS IN LOGISTICS
Group Companies & Divisions

1. At Supplier

- i Supplier Coordination
- ii Scheduling
- iii Route optimization

2. Inventory / Marketplace / Cross Dock- FC

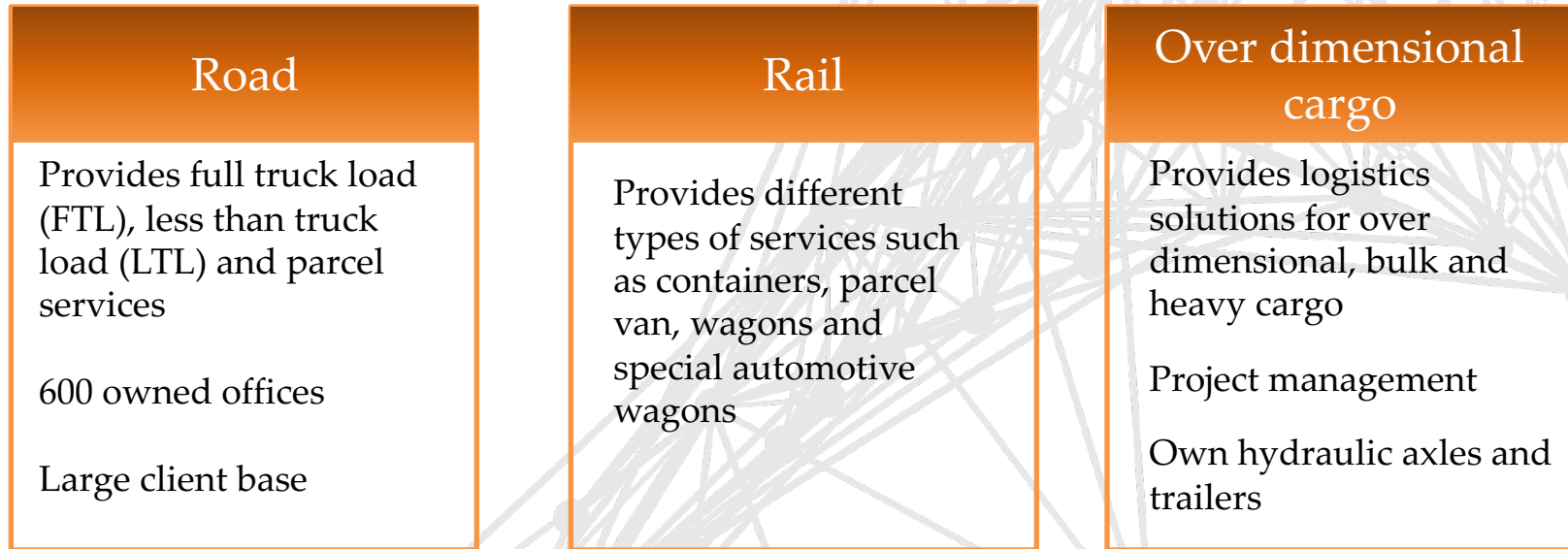
- i Receipts and Bar Coding
- ii Quality Check and Put away
- iii Order processing on SLA
- iv Sortation and Ship+ CUBISCAN
- v Return Shipment Management

3. At Customer place

- i Doorstep delivery
- ii FOD
- iii Reverse logistics

TCI Freight Division

- One of India's premier organized freight services provider with pan India presence
- Single window Key Account Management (KAM) solutions for managing information flow and tracking.
- Started new service for SAARC region to provide door to door service
- Around 2800 trucks and trailers, both owned and leased, provide freight movement services on a daily basis



51% equity stake



49% equity stake

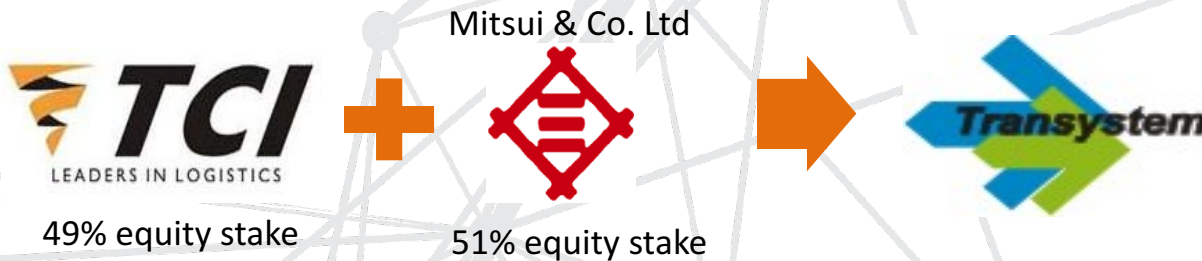


- ❑ Integration of rail and road cargo movement.
- ❑ Provides end to end multi modal solutions.
- ❑ Establishing synergy between two rail and road giants.
- ❑ Significantly reduces turnaround time

TCI Supply Chain Division

- Provides inbound/outbound logistics and supply chain solutions from conceptualization designing network to implementation

Key Industry verticals	Range of services
Auto	OEM Solutions, Line feeding ,Spares part distribution, Reverse Logistics, Multi-Modal Movement ,Warehousing, Yard Management
FMCG ,Retail and E-commerce	Warehousing ,Packaging & Value Added Service, Last mile Distribution, and E-fulfillment centers
Hi-Tech	Supplier Management, Primary Movement, CFA management, Spares management ,Warehousing ,Multi-Modal movement ,Reverse Logistics
Chemical	Warehousing ,Packaging & Value Added Services, Bulk Tankers, Hazmat Logistics,ISO Tanktainers movement ,Dry bulk movement in Container liner ,Gas bulk movement
Healthcare Cold Chain	Project movement during harvesting season ,Outbound Transportation ,Specialized DC for Retail ,warehousing



❑ Lead logistics partner for Toyota Kirloskar Motors Ltd. and for other Japanese auto companies in India

❑ Complete logistics solutions from inbound to outbound transportation across India and abroad

TCI Seaways Division

- One of India's premier organized freight services provider with pan India presence
- Provides coastal shipping services for transporting container and bulk cargo along the Western & Eastern coast of India
- Align and help multi-modal solutions

Ships Owned

04 domestic ships with capacity of 3500 – 10600 DWT, including Project Ships equipped with own cranes

(Total capacity of 23360 DWT)

Coastal Shipping Services

Scheduled services on both coasts:

-Mundra to Cochin

-Chennai/Vizag to Andamans

Other Services

Chartering of Vessels





Stevedoring & MTO License

NVOCC with own & leased containers

One new ship of 11000 DWT is planned in Q-4

Performance FY 2016-17 (9M) : Stand-alone

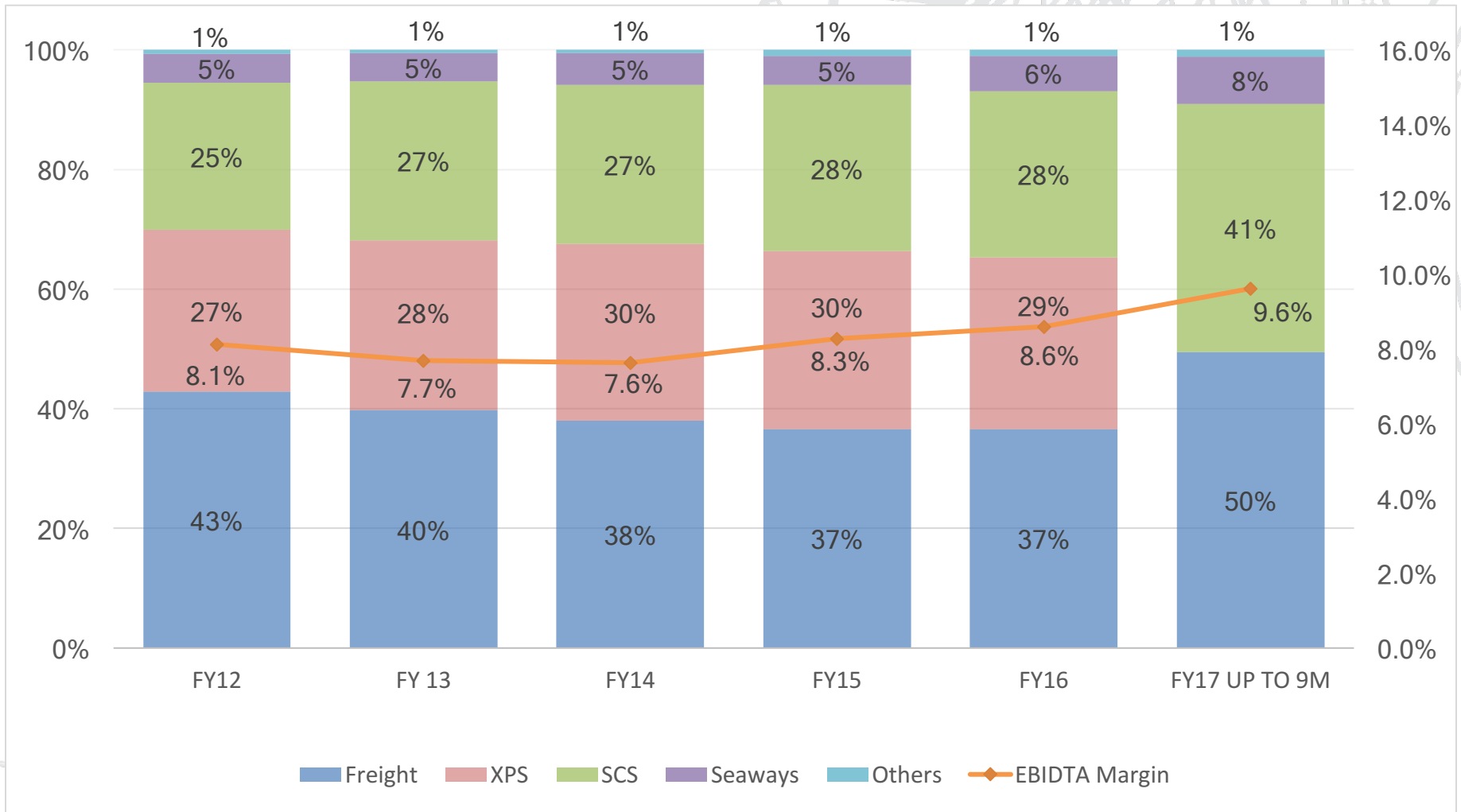
Figures are in Crs

	 TCI Freight	 TCI Supply Chain Solutions	 TCI Seaways	 TCI LEADERS IN LOGISTICS Energy and Corp.	Total (2016-17-9M)	Total ** (2015-16)
Revenue	660.4	553.0	105.8	14.7	1333.9	1613.9
% Growth	7.7%	18.6%	10.6%	-4.4% #	12.0%	4.1%
EBIDTA	23.9	57.8	35.1	11.4	128.2	147.9
% of Revenue	3.6%	10.5%	33.1%	77.8%	9.6%	9.2%
EBIT	16.2	33.2	25.9	9.9	85.2	97.0
% of Revenue	2.5%	6.0%	24.5%	67.1%	6.4%	6.0%
% Growth	43.0%	24.1%	19.8%	-10.8% #	20.4%	11.3%
Capital Employed	195.3	242.3	178.0	325.8	941.5	888.0
ROCE %	10.9%	18.7%	20.6%	4.4%	12.4%	11.5%

Dividend income in corresponding 9M ENDED of FY16 was 7.9 cr as against 5.9 cr in current 9M ENDED

** Excluding XPS Undertaking

Divisional Revenue Mix



Capital Expenditure in last 10 years

Figures are in Crs

	Total Actual (FY 2006-07 to 2014-15)	2015-16 Actual	2016-17 (9M)	2016-17 Proposed
Hub Centers & Small warehouses	260.2	95.7	23.8	25.0
Wind power	9.0	0.0	0.0	0.0
Ships & Containers	151.5	4.3	14.2	65.0
Trucks & Cars	240.7	64.5	14.6	30.0
Others (Equip., IT etc.)	77.1	3.9	1.8	5.0
Total	738.5	168.4	54.4	125.0

Estimates of sources of finance for the Capex in FY 2016-17

Rs. In Crores	Debt	Equity	Free Cash Flows	Total
FY 2016-17	70	0	55	125

Standalone Results

Figures in Crs **Income Statement**

Particulars (Rs in Cr.)	2015-16	2015-16 (9M)	2016-17 (9M)
Freight	1415.66	1039.23	1193.94
Other Sales & Services	185.30	140.82	130.62
Other Income	12.90	10.57	9.36
Total Income	1613.87	1190.61	1333.92
Revenue growth %	4.11%	1.60%	12.00%
Operating expenses	1282.27	946.75	1063.77
Other expenses	183.70	136.28	141.92
Total Expenses	1465.97	1083.03	1205.69
EBITDA	147.90	107.59	128.23
EBITDA Margin %	9.16%	9.04%	9.61%
Interest Expense	22.96	17.20	21.06
Depreciation	50.85	36.77	42.98
Exceptional Item	0.03	0.00	0.00
PBT	74.07	53.64	64.19
PBT Margin %	4.59%	4.50%	4.81%
Taxes	15.20	10.29	12.45
PAT	58.87	43.35	51.74
PAT Margin %	3.65%	3.64%	3.88%

Balance Sheet

Particulars (Rs in Cr.)	2015- 2016	2015-16 (9M)	2016-17 (9M)
1. Shareholders Funds			
Share Capital	15.21	15.21	15.32
Reserves & Surplus(Excl. Rev. res)	480.06	641.37	561.76
Minority Interest	0.00	00.0	0.00
2. Non Current Liabilities			
Long term Borrowings	95.76	105.56	83.47
Deferred tax Liabilities (net)	31.98	34.24	43.61
Other long term liabilities & Provisions	0.00	0.00	2.32
3. Current Liabilities			
Short term borrowings	204.28	215.33	215.59
Trade payables	51.64	103.55	91.68
Other current liabilities	56.62	52.24	62.05
Short term provisions	48.72	69.71	50.62
TOTAL	984.27	1237.21	1126.43
1. Non current Assets			
Fixed Assets	514.69	533.72	543.90
Non current Investments	23.12	47.28	27.58
Long term loans and advances	39.24	76.00	42.74
Other non current assets	0.00	2.64	0.00
2. Current Assets			
Inventories	1.76	2.27	3.28
Trade Receivables	312.99	442.82	378.55
Cash & cash equivalents	12.38	24.77	19.13
Short term loans and advances	77.94	106.56	109.55
Other current assets	2.05	1.15	1.70
TOTAL	984.27	1237.21	1126.43

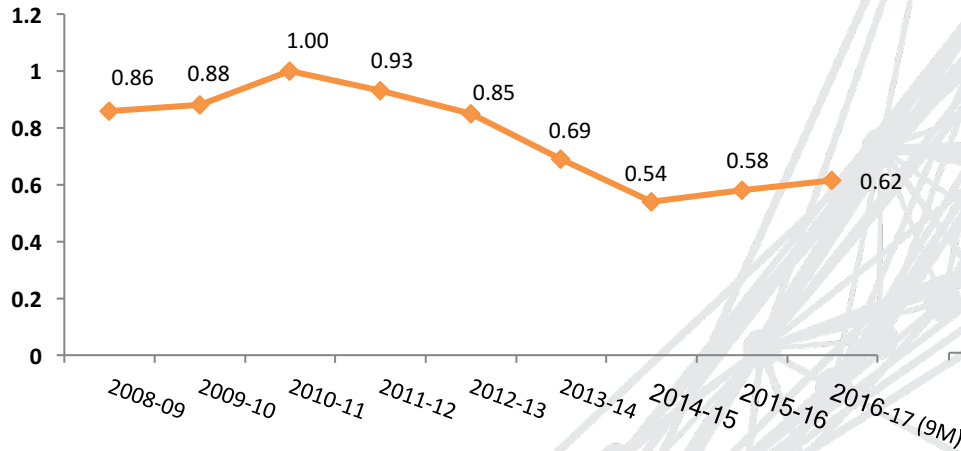
Note :1 Figures are restated to extent of IND AS compliance except balance sheet of FY 15-16

Note: 2 Figures are excluding XPS undertaking except balance sheet of 9M FY 15-16

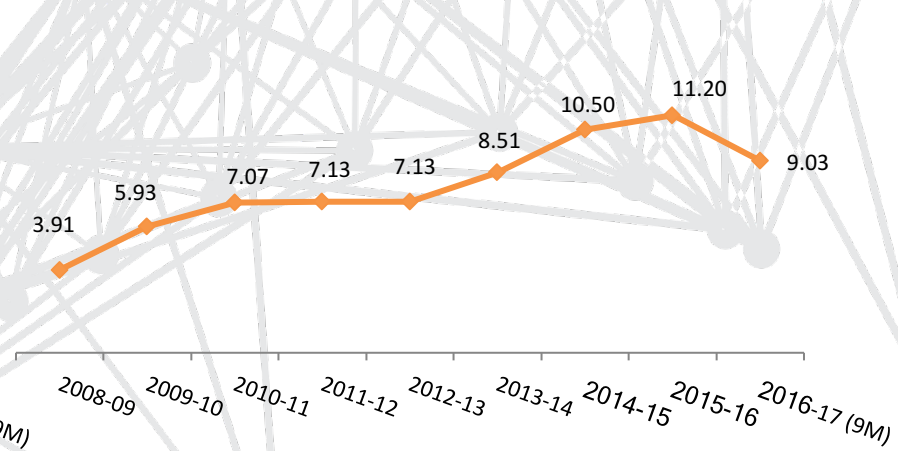
Financial Performance

Owing to Top ratings AA- , A1+ from Credit Agencies, good financial discipline and high creditworthiness, TCI's average interest cost is below 9%

Debt – Equity Ratio



Earnings per Share (in Rs)



	UOM	2014-15	2015-16	2016-17 (9M)
Debt Service Coverage Ratio #	Times	1.92	2.20	2.62
Return on Capital Employed #	%	11.6	11.5	12.4

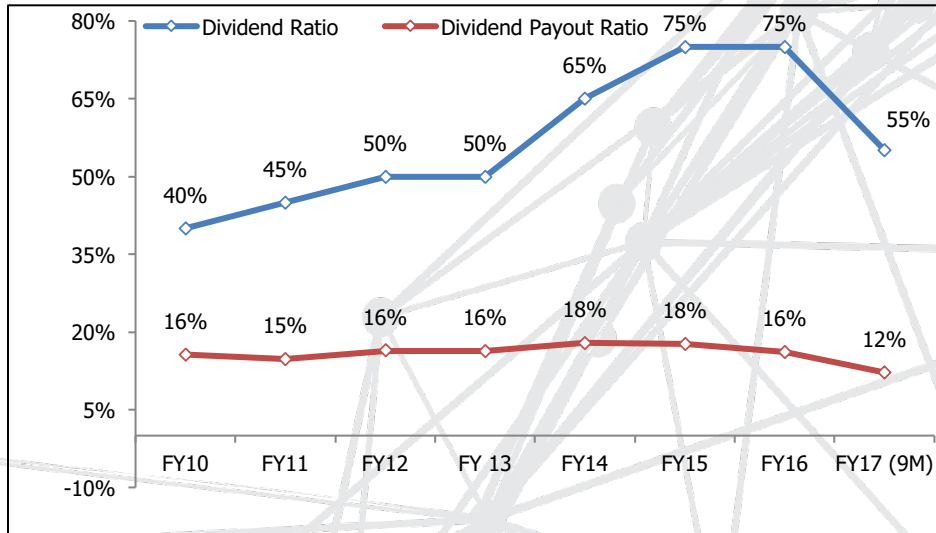
Re-stated after Excluding XPS undertaking

Market Summary

Market Summary (Rs In Crore)

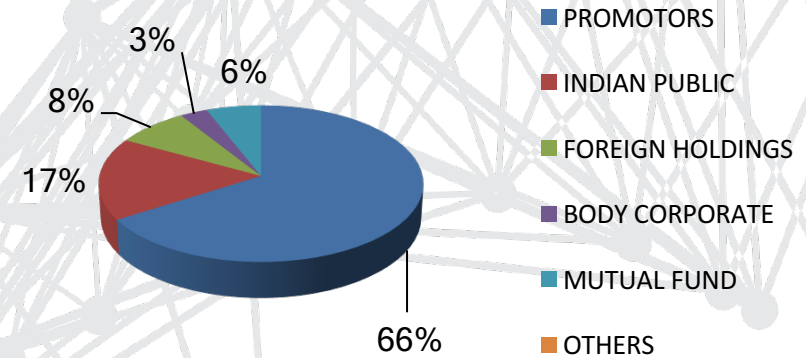
Market Cap as on 31 st December`16	1149.0
Debt	338.0
Enterprise Value	1457.0
P/E	16.6
EV/EBITDA	11.4
52 Week High	388.0
52 Week Low	143.0

Consistent Dividend track trend



For FY17 two interim dividends

Shareholding Pattern as on 31st December 2016



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 62,625 Market Value of Investment Rs. 15,87,625
Investment given **38% CAGR return by DEC'2016**

Future Outlook

Growth Drivers

- Warehousing
- Consumption driven sector like FMCG, Retail , Auto etc.
- E-Commerce
- Digital Transformation

Cost Drivers

- Economies of scale
- Operational efficiency key to maintain cost control
- Receivables management
- Technology adoption

Macro Drivers

- Economic reforms, Implementation of GST and infrastructure
- Investment: Logistics sector to be in higher trajectory.
- Ambitious Capex and expansion plans in current fiscal



THANK YOU



The image features a network diagram in the top-left corner with a blue background. The diagram consists of white lines connecting various nodes. Some nodes are highlighted in green, yellow, and white. The main background is white with a faint, light-gray network diagram. The text 'THANK YOU' is centered in a bold, blue, sans-serif font. To the right of the text is a stylized logo composed of several overlapping, curved shapes in yellow and black, resembling a ribbon or a stylized letter 'S'.