



corporate presentation 2013-14

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.

Vision And Heritage



Market Position

- Started as a 'one man, one office, one truck' company in 1958.
- India's leading integrated supply chain & logistics solutions provider
- Customer focused strategic diversification in value added areas of logistics and transportation

Best-in-Class Operations

- Fleet of 7,000 own & managed trucks/trailers/reefer vehicles
- 10 Mn sq. ft of warehousing space
- Skilled work force of 6,500 with 20,000 outsourced positions

Pan India Network

- Strong distribution network provides access to large & growing aftermarket
- 1,400 company owned branches nationwide, covering 99.45% of the GDP & 17,000 locations within India and abroad.
- Transporting 2.5% by value of India's GDP

Strong IT Forte

- In-house ERP: EDI Capable
- Web based Track and Trace through GPS

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



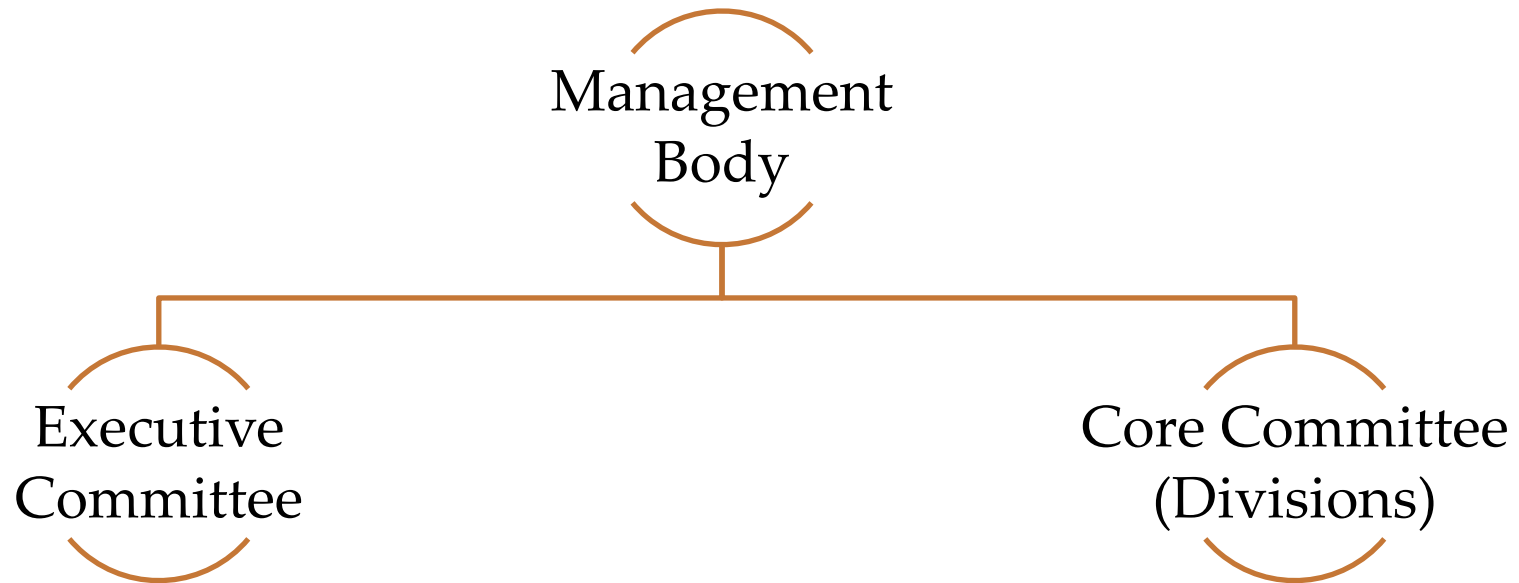
Non Discrimination Policy

- 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)

Management Body



Unique to Logistics industry with high degree of professionalism



Long term strategy, policy making
MDs, CEOs, Legal, Accounts & Finance, Human Resources, IT and Divisional Heads

Operational reviews/ Business strategy
CEOs, MDs, Finance, Operations & Regional Heads

Board of Directors



Name	Designation
Mr. S M Datta	Chairman (Non-executive independent director)
Mr. D P Agarwal	VC & MD
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
Mrs. Urmila Agarwal	Non-executive director
Mr. M P Sarawagi	Non-executive director
Mr. Vineet Agarwal	Managing Director
Mr. Chander Agarwal	Jt. Managing Director

Industry Dynamics & SBU Snapshot



	TCI Freight	TCI XPS	TCI Supply Chain Solutions	TCI Seaways	TCI Global <small>GLOBAL LOGISTICS</small>
Industry Scenario	Mature, Fragmented, Low barriers to entry, low cost	Growth, niche, high entry barriers, cost efficiency	Nascent, knowledge based, very high barriers, single window	Growth, high entry barriers, low cost	Mature, medium entry barriers, Single window across boundaries
Industry Growth	5-8%	8-12%	20-30%	10-15%	
% of Total Revenues (FY 13-14)	38% (773 cr.)	30% (600 cr.)	26% (540 cr.)	5% (107cr.)	1% (27 cr.)
TCI EBIDTA Margins	3-5%	8-10%	10-12%	11-15%	----
TCI Growth Pattern	0-5%	8-12%	20-30%	10-15%	----
ROCE	8-12%	45-50%	25-28%	7-15%	----

Note: TCI Global represents Overseas operations only, Domestic operations since suspended.

Impact of Macro changes on Logistics

GST

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

DFC/Diam
and
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.

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 .

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.

TCI Freight Division



- ❑ One of India's premier organized freight services provider with pan India presence
- ❑ Around 2400 trucks and trailers, both owned and leased, provide freight movement services on a daily basis

Road

Provides full truck load (FTL), less than truck load (LTL) and parcel services

600 owned offices

Large client base

Rail

Provides different types of services such as containers, parcel van, wagons and special automotive wagons

Over dimensional cargo

Provides logistics solutions for over dimensional, bulk and heavy cargo

Project management

Own hydraulic axles and trailers

Multi modal logistics JV



51% equity stake



Container Corporation of India Ltd

49% equity stake

TCI CONCOR
Multimodal Logistics Solutions

Potential Benefits:

- ❑ Integration of rail and road cargo movement.
- ❑ Establishing synergy between two rail and road giants.
- ❑ JV company provides end to end multi modal solutions.
- ❑ Reduce turnaround time significantly for movement of goods
- ❑ Total Paid up Equity- Rs 7 Cr, FY 2013-14 Net Revenues- Rs 51.45 Cr. & made a profit of Rs 0.29 Cr.

TCI Freight Division: Financials



Rs. In Crores

	2013-14 (Audited)	%increase over last yr's	2012-13 (Audited)
Revenues	773.50	-0.53	777.65
EBDITA	13.53	-41.88	23.27
EBITDA Margin %	1.75		2.99
PBIT	5.18	-65.42	14.98
Capital Employed	184.38	-9.04	202.71

Division's share of overall business consistently reducing:

	FY 2009-10	FY 2010-11	FY 2011-12	FY 2012-13	FY 2013-14
Share in total Revenue	52%	46%	43%	40%	38%

Outlook:

- Projected growth of around 5-10% with better economic conditions
- Positive impact of GST

TCI XPS Division



- ❑ The division provides express door-to-door service for time sensitive and high value documents and parcels
- ❑ The company operates through dedicated vendors
- ❑ 10% business is through air cargo

Domestic & International

13000 locations in India & 200 countries

Air (chartered space from Airlines)

Surface: Road & Rail

200,000 customers

Value Added Services

Diplomat (non service location) Delivery

Holiday Service

Freight on Delivery

Money back guarantee scheme

USP

Packages: 5-50 kgs

Air cargo: all dimensions

Well positioned hubs

Key Account Management system

TCI XPS Division: Financials



Rs. In Crores

	2013-14 (Audited)	%increase over last yr's	2012-13 (Audited)
Revenues	600.22	7.96	555.96
EBDITA	48.25	6.06	45.49
EBITDA Margin %	8.04		8.18
PBIT	43.86	6.85	41.05
Capital Employed	92.05	5.46	87.28

Outlook:

- Business growth projected at 10-15% with increased focus on ecommerce, high consumption driven sectors
- Focusing on improved customer services with investments in infrastructure and key account management.

TCI Supply Chain Division



- ❑ SCS division provides inbound/outbound logistics and supply chain solutions from conceptualization to implementation
- ❑ Operates with a customized fleet of 1100 own trucks including 38 refrigerated trucks
- ❑ Auto sector currently contributes to 75% of total SCS revenue

Supply Chain Consulting

Design of Supply chain strategy from procurement to distribution

Cold Chain :

Transport solutions for perishable cargo in Pharma, Foods & Chem. by Reefer vehicles

Supply Chain Execution

Lead Logistics Provider

Key Account Management

Group Services

Warehousing :

Distribution Centers, Cross Docks & In-Plant

Marquee Customers

Maruti, GM, Tata Motors, Hero, Bajaj, Hindustan Unilever, Samsung, Scoda Group

Auto

Retail &
CP

Hi-Tech

Pharma

Cold
Chain

Chemical

Record
Management
Services -RMS

Automotive logistics JV



49% equity stake



Mitsui & Co. Ltd
51% equity stake



Synergy with TCI

- ❑ 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 SCS Division: Financials



	2013-14 (Audited)	%increase over last yr's	Rs. In Crores 2012-13 (Audited)
Revenues	540.41	4.09	519.17
EBDITA	54.12	-9.89	60.06
EBITDA Margin %	10.01		11.57
PBIT	31.67	-16.94	38.13
Capital Employed	163.06	2.69	158.78

Outlook:

- Planned growth of 10-15% with improvement in auto sector and economy
- Significant pipeline potential contracts in all verticals

TCI Seaways Division



- This division provides coastal shipping services for transporting container and bulk cargo along the eastern coast of India

Ships Owned

04 domestic ships with capacity of 2500 – 4500 DWT, including Project Ships equipped with own cranes: Total capacity of 12440 DWT

Coastal Shipping Services

Scheduled services from East coast to Andaman and Nicobar
Neighboring countries

Other Services

Chartering of Vessels
Stevedoring & MTO License
NVOCC with own & leased containers

TCI Seaways: Financials



	Rs. In Crores		
	2013-14 (Audited)	%increase over last yr's	2012-13 (Audited)
Revenues	107.17	14.11	93.92
EBDITA	29.02	119.04	13.25
EBITDA Margin %	27.08		14.11
PBIT	24.54	186.01	8.58
Capital Employed	82.69	-7.04	88.95

- 1 Dry-dock in part took place in Q1/FY 14.

Outlook:

- To consider diversifying outside the Port Blair sector including west coast.
- One ship of 4600 DWT added in Q1/FY 15 & will look to add another ship

TCI Global - Strategy



- ❑ TCI Global is a new initiative to target international business through subsidiaries in South East Asia/South America/Africa.

Domestic Branches/Foreign WOS

3 Operating International WOS
at, Indonesia, Brazil and Nigeria.

Activities abroad

Local Distribution & Mining Logistics.

Custom clearance, International inbound &
outbound freight handling.

Other Divisions

Energy division

Rs. in cr.

	2010-11 (Audited)	2011-12 (Audited)	2012-13 (Audited)	2013-14 (Audited)
Cumulative capacity	11.50 MW	11.50 MW	11.50 MW	11.50 MW
Capital Employed	39.85	37.44	34.58	31.34
EBIDTA	5.16	6.01	6.27	5.79

- Planning to invest Rs 90 lacs in solar warehouse project in FY15

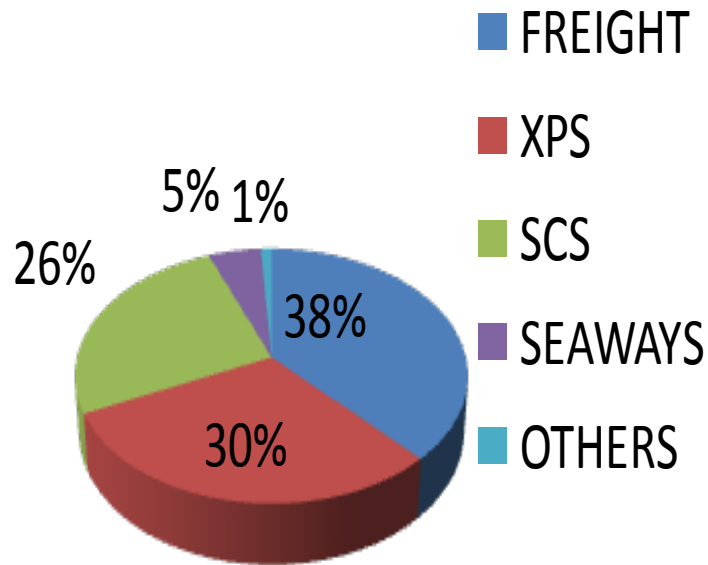
Demerger of Real Estate & Warehousing Division

- Demerged its Real Estate & Warehousing Division into TCI Developers Ltd (TDL) by a scheme of arrangement. TDL was listed on the NSE and BSE on April 19, 2011.
- Real estate arm has been created for development of Logistics warehouses & the commercial properties of Group TCI.

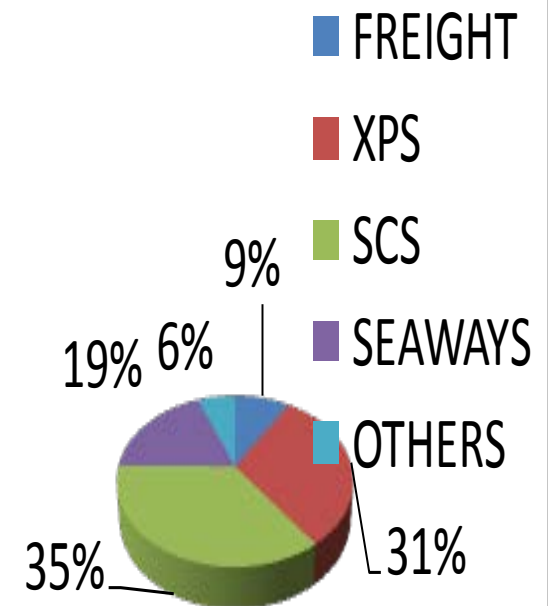
Divisional Performance



FY 2013-14 Revenue Contribution



FY 2013-14 Operating Profits Contribution



Standalone results

Income Statement

Particulars (in Cr.)	2011-12	2012-13	2013-14
Freight	1730.86	1847.00	1907.62
Other Sales & Services	97.05	104.23	119.65
Other Income	4.39	5.40	5.72
Total Income	1832.30	1956.63	2032.99
Revenue growth %	4.12%	6.79%	3.90%
Operating expenses	1473.82	1580.34	1641.19
Other expenses	209.61	226.01	236.75
Total Expenses	1683.43	1806.35	1877.93
EBITDA	148.87	150.28	155.05
EBITDA Margin %	8.12%	7.68%	7.63%
Interest Expense	33.28	32.17	29.67
Depreciation	37.87	42.08	42.43
Exceptional Item	4	0.37	0.00
PBT	73.72	75.66	82.95
PBT Margin %	4.02%	3.87%	4.08%
Taxes	21.88	23.71	20.93
PAT	51.84	51.95	62.02
PAT Margin %	2.83%	2.66%	3.05%

Notes:

In FY 2013-14, Other income includes Rs 3.92 Cr being Dividend recd from Transystem Logistics, the JV arm of TCI & Mitsui.

Balance Sheet

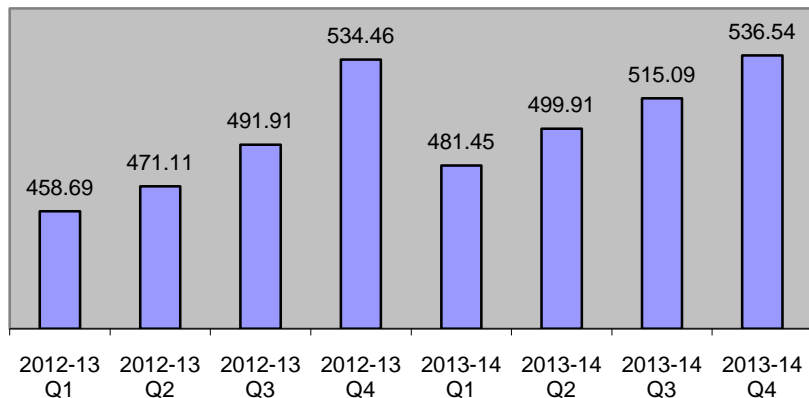
Particulars (in Cr.)	2011-12	2012-13	2013-14
1. Shareholders Funds			
Share Capital	14.54	14.57	14.59
Reserves & Surplus(excl. Rev. res)	331.43	375.89	427.49
2. Non Current Liabilities			
Long term Borrowings	74.17	58.06	35.64
Deferred tax Liabilities (net)	31.74	31.39	32.70
Other long term liabilities	0.02	0.00	0.00
3. Current Liabilities			
Short term borrowings	209.50	232.3	222.87
Trade payables	66.02	71.05	63.19
Other current liabilities	47.49	51.66	60.68
Short term provisions	20.89	35.12	35.87
TOTAL	795.80	870.04	893.03
1. Non current Assets			
Fixed Assets	365.60	379.98	387.38
Non current Investments	30.62	33.23	45.17
Long term loans and advances	11.64	24.39	35.40
Other non current assets	0.58	0.74	0.75
2. Current Assets			
Inventories	1.96	2.15	1.70
Trade Receivables	307.36	356.21	346.08
Cash & cash equivalents	12.96	16.48	17.25
Short term loans and advances	64.28	56.41	58.85
Other current assets	0.80	0.45	0.45
TOTAL	795.80	870.04	893.03

Financial Performance

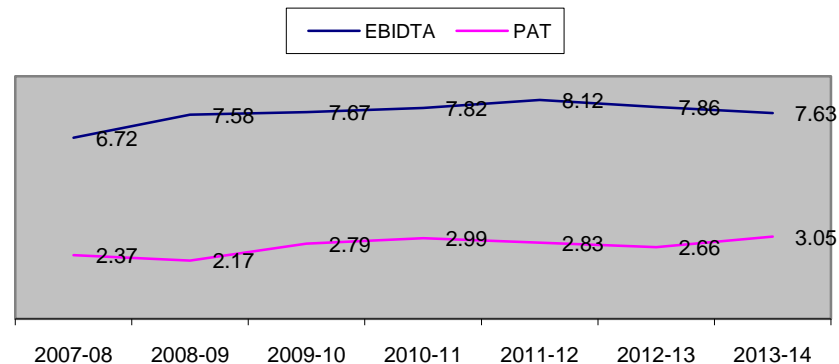


Because of Top ratings from credit agencies, good financial discipline and high creditworthiness, the company's average interest cost is below **10.00%**

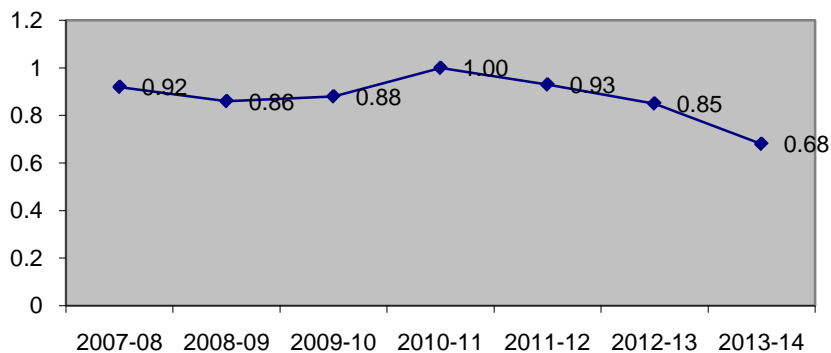
Turnover (Rs. in Cr.)



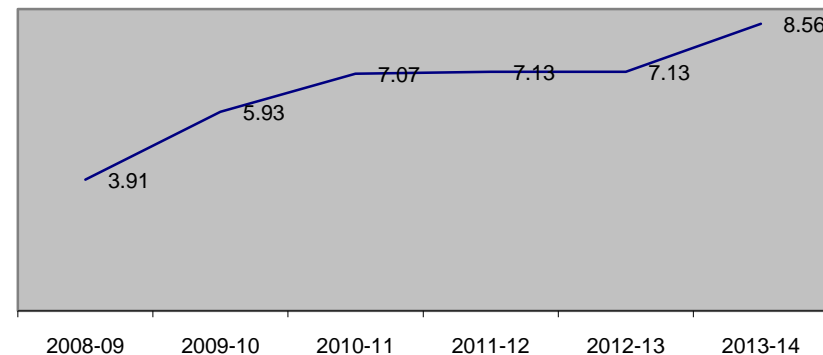
Margins %age



Debt Equity Ratio



EPS



Capital Expenditure Plan

	Rs. In Crores				
	2006-12 Actual	2012-13 Actual	2013-14 Actual	Total Actual (FY 06-07 till 13-14)	2014-15 Proposed
Hub Centers & Small warehouses	138.93	24.07	55.62	218.62	153.75
Wind power	9.00	0.00	0.00	9.00	0.00
Ships & Containers	73.34	0.00	0.64	73.98	65.00
Trucks & Cars	160.93	36.53	22.50	219.96	48.30
Others	52.68	5.71	6.10	64.49	7.95
Total	434.88	66.31	84.86	586.05	275.00

*Almost 90 Cr. of capex is from the previous year which did not happen for want of land clearances and search for ship.

Funding Pattern:

Sources of finance for the Capex in FY 2014-15

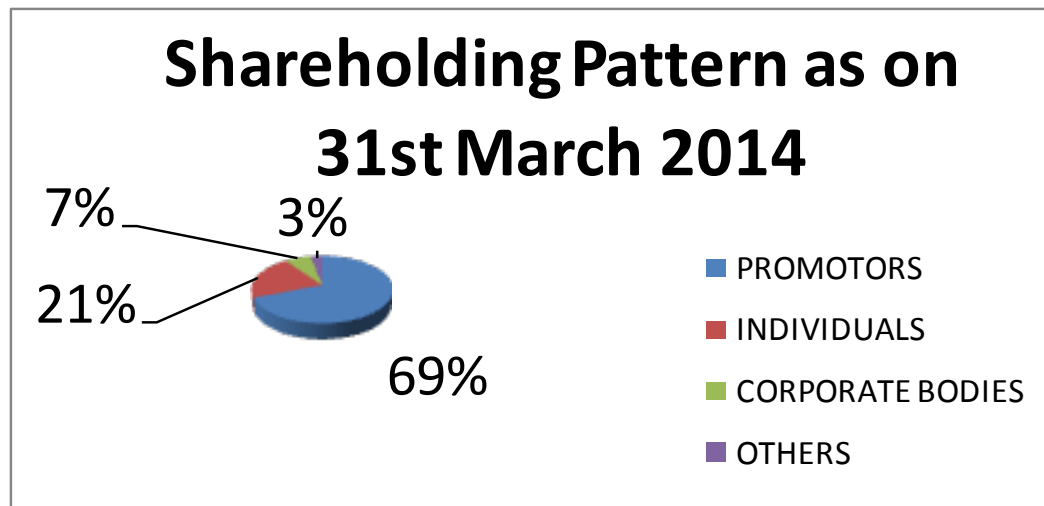
	Rs. In Crores		
	Debt	Internal Accrual	Total
FY 2014-15	180	95	275

Market Summary



Market Summary (Rs In Crore)

Market Cap as on 31 st March`14	811
Debt	304
Enterprise Value	1098
P/E	12.98
EV/EBITDA	7.08
52 Week High	148.80
52 Week Low	43.95



Consistent dividend track record

Particular	2013-14	2012-13	2011-12	2010-11	2009-10	2008-09
Dividend ratio	65%	50%	50%	45%	40%	30%
Dividend payout ratio	17.88%	16.30%	16.40%	14.83%	15.59%	17.87%

Future Outlook



Revenue

TCI XPS & TCI SCS continue to be main growth drivers.

Cost

Operational efficiency key to maintain cost control.

Growth
Strategy

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

