TRANSPORT CORPORATION OF INDIA

Rating: ◀▶ | Target price: ◀▶ | EPS: ◀▶

CMP Rs. 625 **Target Price** Rs. 855

Rating **BUY**



ONE YEAR OUTLOOK

Business & Earnings

- Maintain our positive stance on TRPC as it is expected to benefit from 1) strong automotive demand coupled with addition of new clientele across verticals, driving 3PL growth (TCI Supply Chain (SCS)), 2) sustained thrust in demand for coastal shipping, 3)traction in multimodal logistics & 4) increasing contribution of less-thantruckload (LTL) in freight segment (margin-accretive).
- In 3QFY23, Seaways revenue grew 15% YoY despite absence of international cargo, as all ships were operational during the quarter. EBITDA margins at 37.7% declined marginally by 100bps QoQ. We expect margins to hover at 33% in FY24E/FY25E, factoring lower opportunistic international volumes and sustained freight rates. We estimate deferral in ship addition to 2HFY24E, resulting in downward revision in FY24 earnings estimates. However, FY25 estimate remains unchanged. Expect Seaways segment's revenue and EBITDA CAGR of 19%/9% respectively(FY22-25E).
- SCS segment's revenue grew 21% YoY amidst expansion of existing clientele and new business wins. Expect healthy automotive demand (~80% of revenues), multimodal opportunities (3 trains to carry finished vehicles) and cold chain opportunities to drive revenue & EBITDA CAGR of 18%/13% (FY22-25E).
- Freight division is likely to benefit from 1) higher LTL contribution (40% by FY25 from 36% in 9MFY23), 2) shift from unorganised sector, and 3) growth in multimodal logistics. Expect revenue and EBITDA CAGR (FY22-25E) of 13%/16% respectively. Valuation Multiples
- Valuing TRPC based on SOTP (page 3) to arrive at TP of Rs.855 (rolling to FY25). Our multiple for Freight (6x EVEBITDA) factors in increasing share of LTL (RoCE- accretive); for Seaways, our multiple (10x EVEBITDA) factors in strong growth & healthy margins. Despite capex (~Rs. 5bn through FY23-25) towards addition of ship, infrastructure and technology, RoCEs likely to sustain at 19% through FY25.

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	Net Sales (Rs mn)	EBITDA (%)	PAT (Rs mn)	EPS (Rs)	P/E (x)	EV/EBITDA (x)	ROE (%)
FY21	24,520	10.1	1,348	17.6	36	21	13
FY22	29,046	13.4	2,674	34.6	18	12	22
FY23E	34,507	11.6	2,943	38.1	16	12	21
FY24E	38,944	11.0	2,864	37.1	17	11	17
FY25E	45,166	11.9	3,699	47.8	13	9	19

THREE YEAR OUTLOOK

Business & Earnings

- Expect TRPC to benefit from 1) shift in volumes from unorganised to organized sector. and 2) traction in multimodal logistics (TRPC is one of the few players with presence across value chain), which would drive revenue & EBITDA CAGR of 15%/13% respectively through FY22-26E.
- TRPC's established infrastructure, long-standing customer relationships and experienced management team (vintage of "six decades) are expected to aid its position as a preferred 3PL partner. Furthermore, presence across multimodal logistics value chain (JV with Concor for rail transportation & fleet of ships for waterway transportation) allows the company to provide efficient end-to-end logistics solutions. Robust demand for multimodal logistics is likely to drive coastal shipping volume growth, benefiting Seaways division, Expect addition of new ship every 15-18 months to cater to incremental demand. However, increasing competition may dilute realization and profitability.
- Expect freight segment to benefit from higher contribution from LTL services. Freight segment's share in overall revenues to reduce from 47% in FY22 to ~42% by FY26E.

Valuation Multiples <->

Improving operating cashflows, combined with reducing debt, are expected to drive RoCE (12% in FY21 to ~19% in FY26E). Based on FY26E estimates, we see a potential upside of 71% (incl. dividends).

KEY ESTIMATES REVISION

	FY23E			FY24E*	
Old	New	Change	Old	New	Change
35,359	34,507	-2%	41,982	38,944	-7%
11.3	11.6	30 bps	12.0	11.0	-100 bps
2,649	2,943	11%	3,387	2,864	-15%
34.3	38.1	11%	43.8	37.1	-15%
Before Results:		22x	After Results:		22x
	35,359 11.3 2,649 34.3	Old New 35,359 34,507 11.3 11.6 2,649 2,943 34.3 38.1	Old New Change 35,359 34,507 -2% 11.3 11.6 30 bps 2,649 2,943 11% 34.3 38.1 11%	Old New Change Old 35,359 34,507 -2% 41,982 11.3 11.6 30 bps 12.0 2,649 2,943 11% 3,387 34.3 38.1 11% 43.8	Old New Change Old New 35,359 34,507 -2% 41,982 38,944 11.3 11.6 30 bps 12.0 11.0 2,649 2,943 11% 3,387 2,864 34.3 38.1 11% 43.8 37.1

*Revision in estimates primarily due to deferral of ship addition No impact in FY25 est. All figures in Rs.Mn

OUTLOOK REVIEW 3QFY23 31 January 2023

Industry	LOGISTICS
Key Stock Data	
Bloomberg	TRPC IN
Shares o/s	78mn
Market Cap	Rs. 48bn (\$595mn)
52-wk High-Low	Rs. 845-527
3m ADV	Rs. 51mn (\$1mn)
F&O	

Latest Shareholding (%)

	Jun-22	Sep-22	Dec-22
Promoters	66.6	69.0	69.0
Institutions	15.1	15.2	15.0
Public	18.3	15.8	16.0
Pledge	0.0	0.0	0.0

Stock Performance (%)

	1m	3m	12m
TRPC	1.0	-16.6	-12.3
Sensex	-2.2	-0.8	4.0

RESEARCH ANALYSTS

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Quarterly Financial Statement

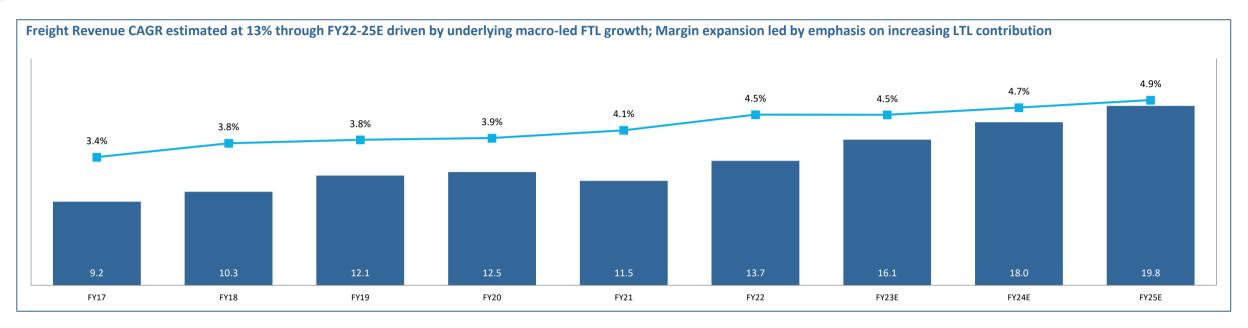
- TCI's freight segment reported revenues of Rs. 4.0bn, up 14% YoY and 3% QoQ. The segment's EBIT margins at 4.6%, were up 60bps sequentially
- Supply Chain segment reported revenues at Rs. 3.2bn, up 21% YoY and down 7% QoQ. EBIT margins at 5.9%, were down 60bps sequentially.
- Seaways segment revenues at Rs. 1.7bn, were up 15% YoY and 37% QoQ. EBIT margins at 26.9% expanded 240bps QoQ. Margins remained strong despite absence of international cargo.
- Gross margin at 21.2%, was up 110bps QoQ

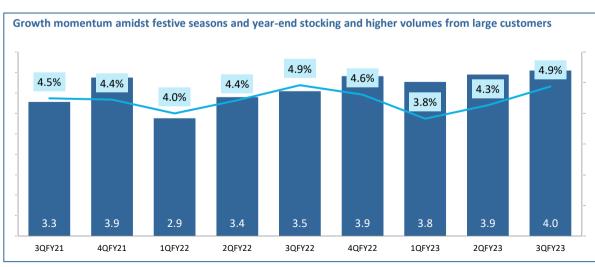
Standalone Financial Results

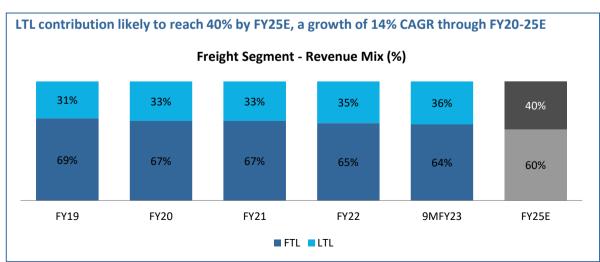
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Rs. mn\Period	3QFY23	3QFY22	yoy Growth	2QFY23	qoq Growth	9MFY22	9MFY23	Yoy Growth
Revenue	8,808	7,593	16.0%	8,509	3.5%	24,520	21,066	25,390
Operating expense	6,939	5,839	18.9%	6,799	2.1%	19,738	16,404	20,112
Emp. cost	476	422	13.0%	475	0.3%	1,402	1,216	1,404
Other expenses	305	264	15.4%	319	-4.3%	902	679	878
Total Expenditure	7,721	6,525	18.3%	7,593	1.7%	22,042	18,298	22,394
EBITDA	1,088	1,069	1.8%	916	18.8%	2,479	2,768	2,996
Margin %	12.4%	14.1%	-173 bps	10.8%	158 bps	10.1%	13.1%	11.8%
D&A	301	241	25.1%	289	4.2%	881	716	869
EBIT	787	828	-5.0%	627	25.5%	1,598	2,052	2,127
Other income	289	71	305.6%	76	280.5%	352	234	524
Net Interest exp (inc)	22	22	1.9%	21	3.8%	248	90	62
PBT	1,053	878	20.0%	682	54.5%	1,562	2,196	2,589
Tax provision	100	102	-1.7%	108	-7.0%	214	252	295
Tax rate %	9.5%	11.6%	-18.1%	15.8%	-628 bps	13.7%	11.5%	11.4%
PAT (Reported)	953	776	22.9%	574	66.1%	1,348	1,943	2,294
PAT (Adjusted)	953	776	22.9%	574	66.1%	1,452	1,943	2,294
Adjusted PAT Margin %	10.8%	10.2%	61 bps	6.7%	408 bps	5.9%	9.2%	9.0%
Shares Outstanding	77	77	·	77	·	77	77	77
EPS (Reported)	12.3	10.0	22.9%	7.4	66.1%	17.6	25.1	29.7
EPS (Adjusted)	12.3	10.0	22.9%	7.4	66.1%	19.0	25.1	29.7



Freight segment to benefit from higher LTL contribution



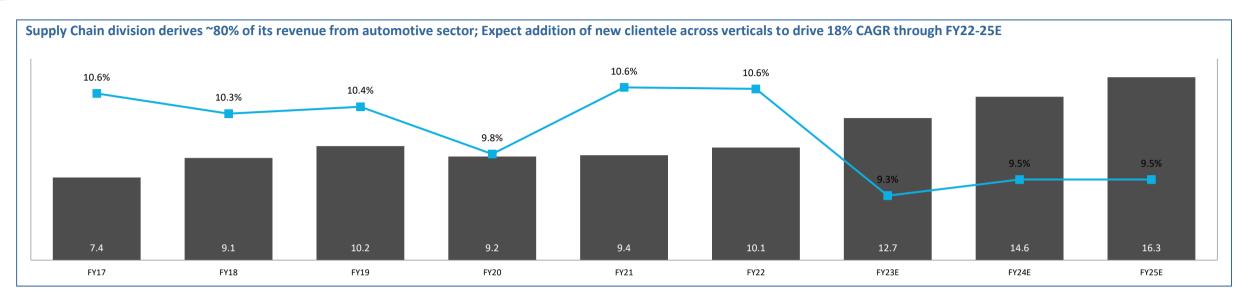


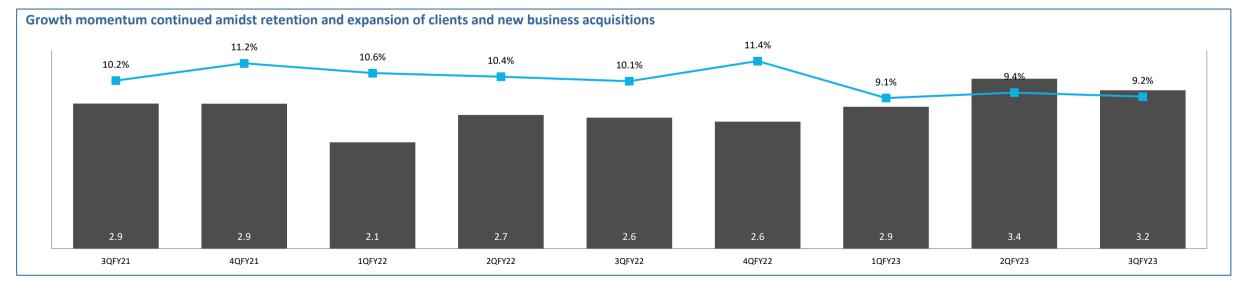


Source – Avendus Spark



SCS segment to benefit from automotive demand recovery and addition of new clientele across verticals

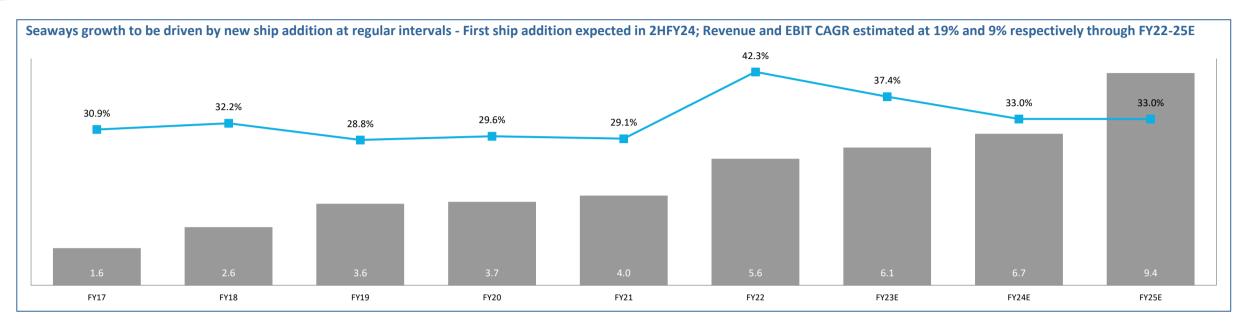


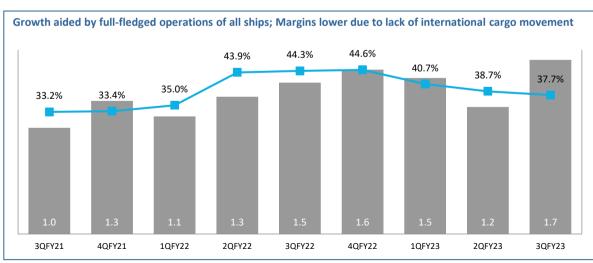


Source – Avendus Spark



Healthy growth in Seaways segment to be driven by ship addition in 2HFY24E







Source – Avendus Spark



SOTP

SOTP	Rs./Share	Value (Rs. mn) Basis
TCI Freight		5,813	6x FY25e EV/EBITDA
TCI SCS		20,187	13x FY25e EV/EBITDA
TCI Seaways		30,874	10x FY25e EV/EBITDA
Others		75	2x FY25e EV/EBITDA
Net Cash(Net Debt)		2,676	
Value from TCI	771	59,624	90.3% of Total
Value from JV	83	6,423	9.7% of Total; Adjusted for hold co discount
No. Of Shares O/s (mn)		77	
Target Price	855	66,048	



Financial Summary

Standalone Financial Statements										
Rs mn	FY17	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E	FY25E	FY26E
Profit & Loss										
Revenue	18,042	21,778	25,583	25,134	24,520	29,046	34,507	38,944	45,166	51,190
Gross profit	3,502	4,288	4,888	4,864	4,782	6,498	7,429	8,462	9,904	11,328
EBITDA	1,575	2,083	2,442	2,335	2,479	3,904	3,991	4,279	5,376	6,469
Depreciation	578	673	752	777	881	1,076	1,169	1,277	1,422	1,584
EBIT	996	1,410	1,690	1,558	1,598	2,829	2,823	3,002	3,954	4,884
Other Income	177	245	269	283	352	311	594	475	520	601
Interest expense	286	299	356	324	248	109	64	26	18	17
Exceptional items	0	40	0	99	140	0	0	0	0	0
PBT	888	1,316	1,603	1,419	1,562	3,031	3,353	3,451	4,456	5,468
Reported PAT (after minority interest)	703	1,037	1,276	1,264	1,348	2,674	2,943	2,864	3,699	4,539
Adj PAT	703	1,037	1,276	1,264	1,348	2,674	2,943	2,864	3,699	4,539
EPS (Rs.)	9.2	13.5	16.7	16.5	17.6	34.6	38.1	37.1	47.8	58.7
Balance Sheet										
Net Worth	5,809	6,769	8,370	9,500	10,804	13,131	15,533	17,779	20,782	24,625
Total debt	4,066	4,238	4,496	4,083	2,735	765	773	571	554	554
Other liabilities and provisions	318	535	1,290	1,263	1,375	1,491	1,725	1,916	2,182	2,441
Total Networth and liabilities	10,584	11,985	14,546	15,109	15,177	15,634	18,279	20,513	23,765	27,866
Gross Fixed assets	8,761	10,345	11,917	13,159	14,305	15,382	16,635	18,842	20,649	23,356
Net fixed assets	5,325	6,236	7,055	7,521	7,786	7,787	7,871	8,801	9,187	10,309
Capital work-in-progress	568	563	40	216	52	73	73	73	73	73
Intangible Assets	0	0	0	0	0	0	0	0	0	0
Investments	298	313	938	888	858	998	998	998	998	998
Cash and bank balances	184	130	122	178	308	581	1,484	1,779	3,229	4,837
Loans & advances and other assets	1,601	1,604	2,221	2,324	2,223	2,237	2,836	3,201	3,712	4,207
Net working capital	2,608	3,139	4,170	3,982	3,951	3,959	5,017	5,662	6,566	7,442
Total assets	10,584	11,985	14,546	15,109	15,177	15,634	18,279	20,513	23,765	27,866
Capital Employed	10,266	11,450	13,256	13,846	13,802	14,142	16,553	18,597	21,582	25,425
Invested Capital (CE - cash - CWIP)	9,514	10,757	13,094	13,452	13,442	13,489	14,996	16,746	18,280	20,515
Net debt	3,882	4,109	4,375	3,905	2,427	184	-711	-1,207	-2,676	-4,284
Cash Flow										
Cash flows from Operations (Pre-tax)	1,115	2,119	2,060	2,748	2,976	3,993	3,098	3,909	4,729	5,940
Cash flows from Operations (post-tax)	883	1,768	1,729	2,353	3,043	3,556	2,689	3,322	3,971	5,010
Capex	1,141	1,582	1,046	1,289	1,129	678	1,253	2,207	1,807	2,707
Free cashflows	-258	186	682	1,064	1,914	2,878	1,436	1,115	2,164	2,303
Free cashflows (post interest costs)	-544	-113	327	741	1,667	2,769	1,372	1,089	2,147	2,287
Cash flows from Investing	-1,174	-1,538	-1,481	-1,346	-959	-727	-1,253	-2,207	-1,807	-2,707
Cash flows from Financing	370	316	-255	-964	-1,908	-2,456	-532	-820	-714	-696
Total cash & liquid investments	184	130	122	178	308	581	1,484	1,779	3,229	4,837



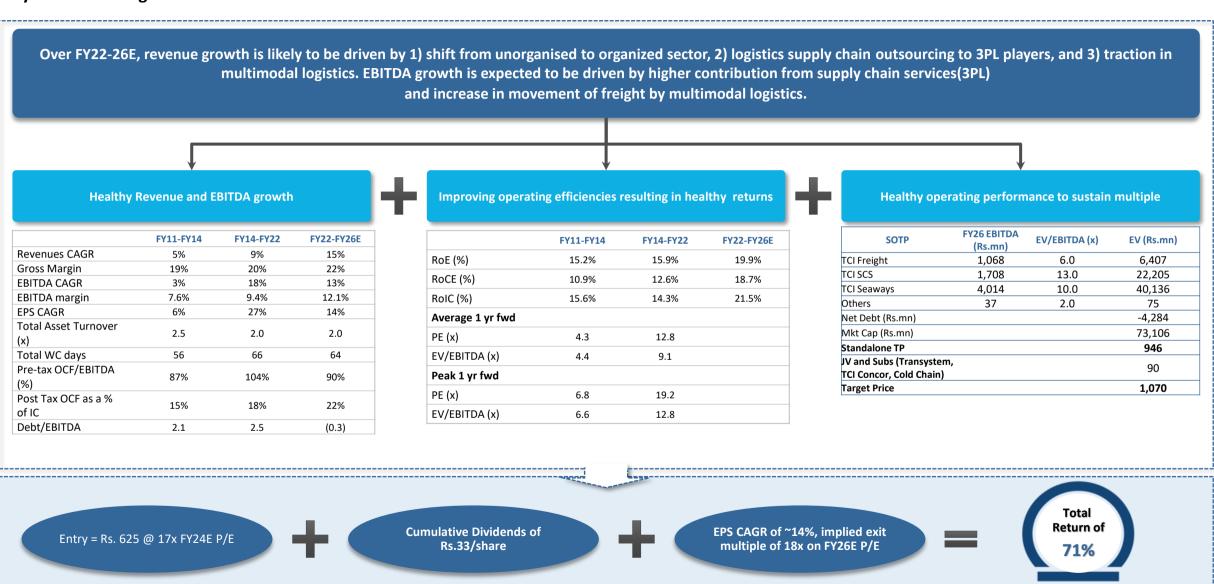
Financial Summary

Standa	lone	Financial	Statemen	ts
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Standalone Financial Statements										
	FY17	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E	FY25E	FY26E
Key Variables										
Freight Segment Revenue	9,223.1	10,311.0	12,096.4	12,477.9	11,508.2	13,715.7	16,050.2	17,976.2	19,773.8	21,355.7
SCS Segment Revenue	7,374.4	9,125.5	10,189.0	9,249.5	9,376.4	10,051.9	12,691.1	14,594.8	16,346.1	17,980.8
Seaways Segment Revenue	1,639.3	2,564.2	3,593.4	3,677.4	3,952.8	5,577.8	6,075.1	6,682.6	9,355.7	12,162.4
Growth ratios (%)										
Revenue	-20.1	20.7	17.5	-1.8	-2.4	18.5	18.8	12.9	16.0	13.3
EBITDA	-13.6	32.3	17.2	-4.4	6.2	57.5	2.2	7.2	25.6	20.3
Adj PAT	-17.4	47.6	23.0	-1.0	6.6	98.4	10.1	-2.7	29.1	22.7
Margin ratios (%)										
Gross	19.4	19.7	19.1	19.4	19.5	22.4	21.5	21.7	21.9	22.1
EBITDA	8.7	9.6	9.5	9.3	10.1	13.4	11.6	11.0	11.9	12.6
Adj PAT	3.9	4.8	5.0	5.0	5.5	9.2	8.5	7.4	8.2	8.9
Performance ratios										
Pre-tax OCF/EBITDA (%)	71	102	84	118	120	102	78	91	88	92
OCF/IC (%)	9	16	13	17	23	26	18	20	22	24
RoE (%)	13	16	17	14	13	22	21	17	19	20
RoCE (%)	10	12	13	12	12	20	20	16	18	19
RoCE (Pre-tax) (%)	12	15	16	14	14	22	22	20	22	23
Fixed asset turnover (x)	2.2	2.3	2.3	2.0	1.8	2.0	2.2	2.2	2.3	2.3
Total asset turnover (x)	1.8	1.9	1.9	1.7	1.6	1.9	2.0	2.0	2.0	2.0
Financial stability ratios										
Net Debt to Equity (x)	0.7	0.6	0.5	0.4	0.2	0.0	-0.0	-0.1	-0.1	-0.2
Net Debt to EBITDA (x)	2.5	2.0	1.8	1.7	1.0	0.0	-0.2	-0.3	-0.5	-0.7
Interest cover (x)	3	6	5	7	12	33	42	126	226	298
Cash conversion days	53	53	59	58	59	50	53	53	53	53
Total Working capital days	79	71	73	73	71	59	65	65	65	66
Valuation metrics										
Fully Diluted Shares (mn)	76	77	77	77	77	77	77	77	77	77
Market cap (Rs.mn)					48,486					
P/E (x)	69	47	38	38	36	18	16	17	13	11
P/Sales (x)	2.7	2.2	1.9	1.9	2.0	1.7	1.4	1.2	1.1	0.9
EV (Rs.mn) (ex-CWIP)	51,799	52,031	52,820	52,175	50,861	48,597	47,702	47,206	45,737	44,129
EV/ EBITDA (x)	33	25	22	22	21	12	12	11	9	7
EV/ OCF(x)	59	29	31	22	17	14	18	14	12	9
FCF Yield (%)	-0.5	0.4	1.4	2.2	3.9	5.9	3.0	2.3	4.5	4.8
Price to BV (x)	8.3	7.2	5.8	5.1	4.5	3.7	3.1	2.7	2.3	2.0
Dividend yield (%)	0.2	0.3	0.3	0.4	0.2	0.8	1.1	1.3	1.4	1.4
Dividend pay-out (%)	14	14	13	15	7	15	18	22	19	15



Crystal Ball Gazing



Source: Company, Spark Capital

Glossary



TRPC	Transport Corporation of India
AMR	Autonomous mobile robot
ASC	Automated sort capacity
3PL	Third Party Logistics Service Provider
BPS	Book Value per share
BS	Balance sheet
BV	Book Value
CAGR	Compounded Annual Growth Rate
CASA	Current Account + Savings Account
СС	Cash Credit
D2C	Direct to consumer
CG	Corporate Governance
CMP	Current Market Price
CV	Commercial Vehicle
DPS	Dividend per share
DTA	Deferred Tax Assets
DTL	Deferred Tax Liabilities
EPS	Earnings per share
FI	Financial Institution/Intermediary
JV	Joint Venture
LAP	Loan against Property
LC	Letter of Credit
LCV	Light Commercial Vehicle
LoU	Letter of Undertaking
MHCV	Medium & Heavy Commercial Vehicle
MSE	Micro & Small Enterprises
MSME	Micro, Small & Medium Enterprises
MTM	Marked-to-Market
OI	Other Income
Opex	Operating Expenses
P&L	Profit & Loss
P/BV	Price to Book Value
P/E	Price to Earnings
PAT	Profit After Tax
PBT	Profit Before Tax
PTL/LTL	Part truck load/Less than truck load

RoE	Return on Equity
RoCE	Return on Capital Employed
SaaS	Software as a service
scv	Small Commercial Vehicle
scs	Supply chain services
SEBI	Securities & Exchange Board of India
SLA	Service level agreement
SME	Small & Medium Enterprises
SOTP	Sum of the Parts
TP	Target Price
UAV	Unmanned aerial vehicle
UV	Utility Vehicle
WMS	Warehouse management system



Reco.

BUY

BUY

BUY

BUY

BUY

Buv

Buy

Buy Buy

Buy Buy

Buy

Buy

Buy

Spark Recommendation History



Report Date	CMP (Rs.)	TP (Rs.)	
01-Nov-22	715	855	
05-Aug-22	707	855	
31-May-22	744	855	
28-Jan-22	724	800	
01-Nov-21	630	710	
05-Aug-21	446	500	
27-May-21	367	420	
08-Feb-21	257	305	
05-Nov-20	226	265	
14-Aug-20	210	250	
05-Jun-20	159	190	
03-Feb-20	266	320	

289

260

315

340

310

360

Absolute Rating Interpretation

SELL	Stock expected to fall >10% over a 1-year horizon	
REDUCE	Stock expected to provide returns of <5% – -10% over a 1-year horizon	
ADD	Stock expected to provide positive returns of >5% — <15% over a 1-year horizon	
BUY	Stock expected to provide positive returns of >15% over a 1-year horizon	

Symbol Interpretation

◄► No Change | **▼** Downgrade | **▲** Upgrade

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07-Nov-19

02-Aug-19

29-May-19

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