

Transport Corporation of India Limited H1 revenues up by 7 %

Revenue grows to Rs. 929.82 crore
EBITDA increases from Rs. 71.39 crore to Rs. 73.62 crore

Press Release

New Delhi, 1st November 2012: India's leading integrated supply chain and logistics solutions provider today announced its financial results for the Half Year ended September 30, 2012. The company registered 7% increase in revenue to Rs. 929.82 crore from Rs. 869.08 crore in the corresponding period of the previous financial year. The EBITDA margin for the same period stood at 7.92% and in absolute terms increased from Rs. 71.39 crore to Rs. 73.62 crore.

The company has been able to maintain healthy EBITDA margin due to initiatives taken by it to improve internal systems and processes.

Highlights of H1 Results (FY 2012-13) 6 months ended September 30, 2012 (Rs. in crore)				Highlights of Q2 Results (FY 2012-13) ended September 30, 2012 (Rs. in crore)			
Particulars	30.09.12	30.09.11	(% Growth)	Particulars	30.09.12	30.09.11	(% Growth)
Total Revenues	929.82	869.08	6.99%	Total Revenues	471.11	453.06	3.98%
PBT	37.00	38.17	(-3.06%)	PBT	16.84	19.45	(-13.41)
PAT	26.73	27.19	(-1.68)	PAT	13.14	13.75	(-4.43)

On the results, **Mr. Vineet Agarwal, Jt. Managing Director, TCIL** said, "Logistics is a key enabler of India's economic growth and has witnessed a slowdown as economic activities across sectors has gone down due to delay in key policy decisions and lower credit off-take."

He further added, "With domestic credit conditions likely to remain unchanged, we expect business outlook for the next few months to be challenging. We are, however, hopeful that with sustained domestic growth scenario will improve in the coming six months. TCI would further focus on consolidation of its operations by focusing on improving the internal systems and processes to mitigate any adverse impact on overall working."

About Group TCI: Group TCI, with revenues of over Rs. 2200 crore, is India's leading integrated supply chain and logistics solutions provider. TCI group with expertise developed over 5 decades has an extensive network of company owned offices, 9.5 man Sq ft of Warehousing Space and a strong team of trained employees. With its



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customer-centric approach, world class resources, State-of-Art technology and professional management, the group follows strong corporate governance and is committed to value creation for its stakeholders and social responsibilities. TCI was the first to launch several solutions in the logistics field. Its product offering includes:

TCI Freight: India's leading surface transport entity. This division is fully equipped to provide total transport solutions for cargo of any dimension or product segment. It transports cargo on FTL (Full truck load) / LTL (Less than truck load) / Small packages and consignments/ Over Dimensional cargo.

TCI XPS: A leading express distribution specialist, it offers a single window door-to-door & time definite solution for customers' express requirements. It services 13000 locations in India and 200 countries abroad.

TCI Supply Chain Solutions: TCI SCS is a single window enabler of integrated supply chain solutions right from conceptualization and designing the logistics network to actual implementation. The core service offerings are Supply Chain Consultancy, Inbound Logistics, Warehousing/ Distribution Centre Management & Outbound Logistics.

TCI Global: The global business division of TCI provides end-to-end logistics solutions across boundaries. TCI Global offers freight forwarding & customs clearance activities from all its domestic and international offices. TCI Global caters to specific industry verticals such as Pharma & Temp control, Commodity (Agra & Non Agra) Retail & FMCG, Auto & Project Cargo.

TCI Seaways: TCI Seaways has well equipped ships in its fleet and caters to the coastal cargo requirements for transporting container and bulk cargo.

TCI Developers Ltd: The real estate arm of Group TCI has been created to look into the development of commercial properties of TCI. These properties will be developed into office complexes, residential buildings, etc. depending on the best use of the property. It is also undertaking development of large modern Warehouses, Logistics Parks etc.

TCI Foundation: As the group's social arm, TCIF fulfils corporate social responsibility and runs charitable hospitals and schools for the under-privileged in the rural areas. It has also collaborated with the Bill & Melinda Gates Foundation & National Aids Control Organization to run programs on AIDS interventions and education among the vulnerable trucking community.
