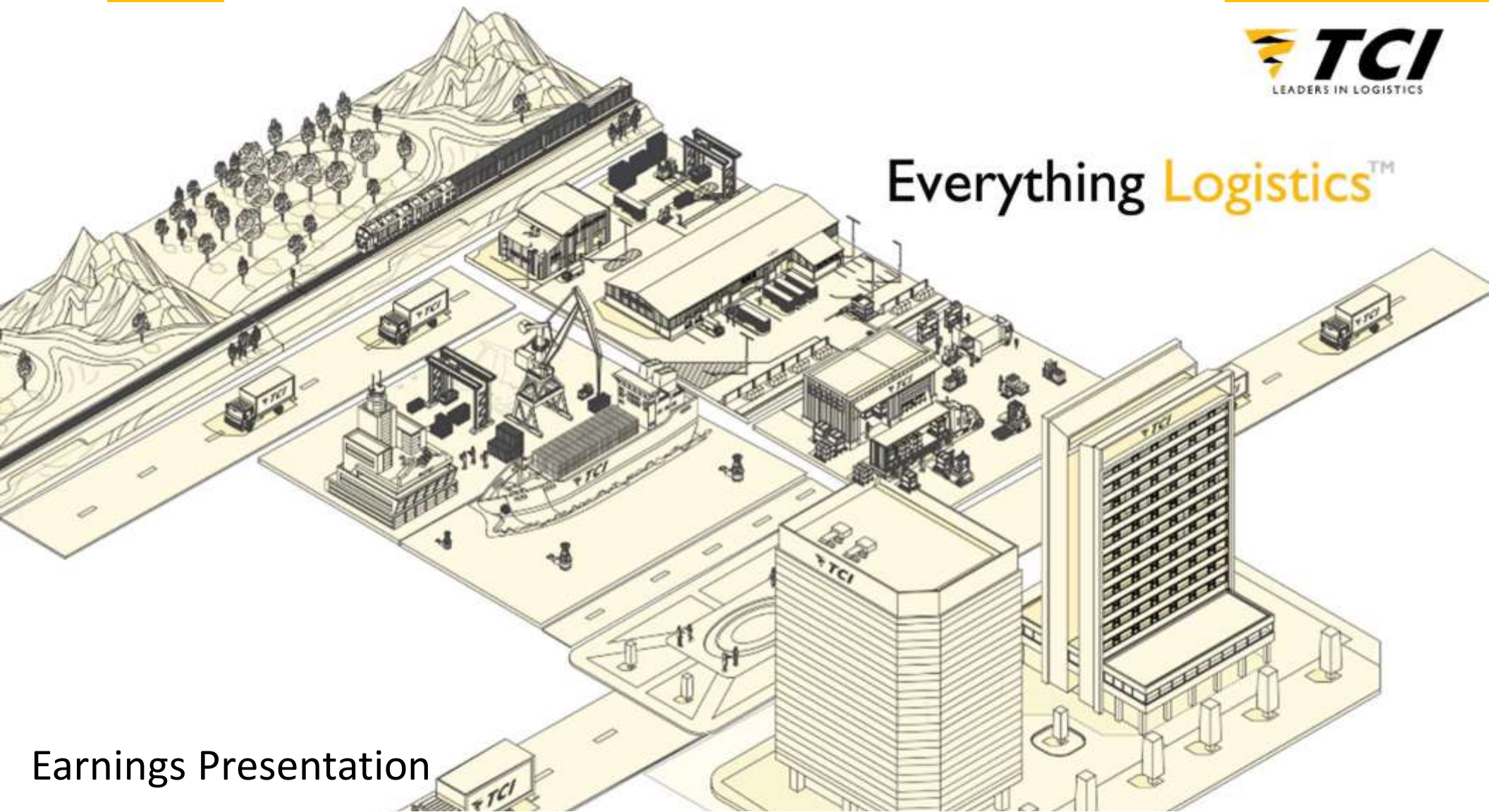


Everything **Logistics**™

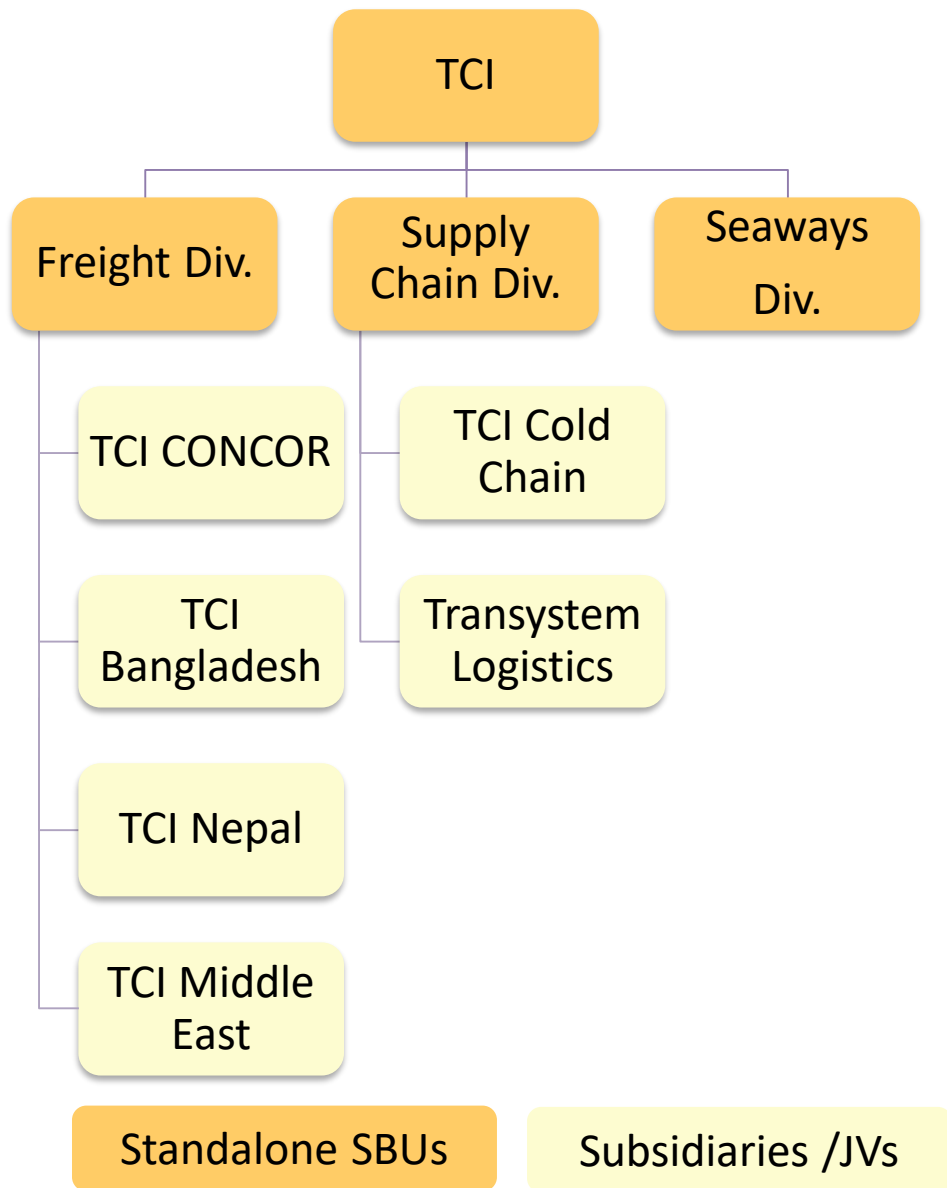


Earnings Presentation

**9M FY24**

**5<sup>th</sup> Feb 2024**

# TCI Consolidated Overview



<b>6+</b> Decades of Experience	<b>\$500+</b> In Millions Revenue	<b>1800+</b> Train movement
<b>650+</b> ISO Containers	<b>160</b> Refer Vehicles+ <b>13K+</b> Cold Pallets positions	<b>8K+</b> GP Containers
<b>3.5K+</b> Employees Strength	<b>1K+</b> IT Enabled Own Offices	<b>10K</b> Trucks in Operations
<b>06</b> Coastal Ships	<b>14</b> Mn sq ft Manages Warehouse Space	<b>2.5%</b> Moving India's GDP by Value

# Logistics industry Growth drivers



## Consumer Driven

- Growth of omni channel retail prompting supply chain changes
- High Degree of Urbanization
- Diverse consumer base , premium , mid-market and economy segment
- Product loyalty diminishing & putting pressure on supply chains



## Customer Driven

- Focus on core area of business leading to increased outsourcing
- Increasing Adoption of tech
- Increased Demand for bespoke and customized solutions
- Shift towards alternative modes of transportation: Multimodal green logistics



## Industry Driven

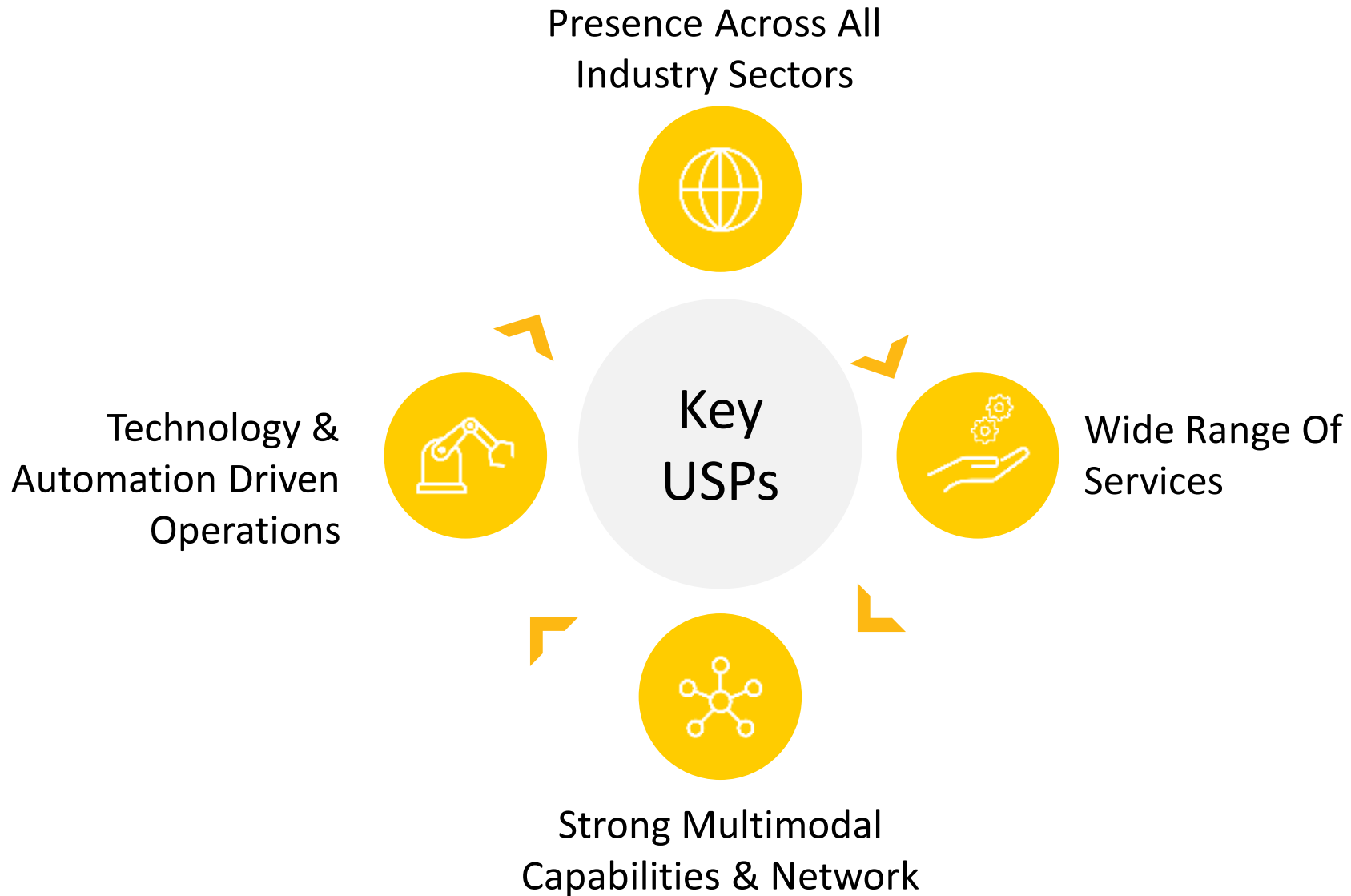
- Large market Size
- Shift in global supply chains due to China+1 strategy
- National Logistics Policy giving positive direction (Modal mix change, Digitization, Standardization)



## Regulatory & Government Initiatives

- Infrastructure push PM Gati Shakti, Bharat Mala, Sagar Mala, MMLP, DFC
- Boost to domestic supply chain, PLI, Atmanirbhar Bharat
- GST, E-way bill, ULIP and E-invoicing driven governance push and formalization

# Company Strategy : Everything Logistics



# Range of services for customized solutions TCI LEADERS IN LOGISTICS

## Unlock Business Potential

### Products / Services

-  LTL/FTL
-  Warehousing
-  Port Logistics
-  Freight Forwarding
-  Coastal Shipping
-  Domestic Rail: Container & Auto movement
-  CHA
-  International Country Operations
-  ODC/PHH
-  Liquid & Gas Bulk Logistics
-  In/Outbound Logistics
-  Reefer Storage
-  Reefer TPT

### Customised Solution

- 3PL / 4PL
- End-to-End Supply Chain Solution
- Integrated Multimodal Solution
- Control Tower and Consultancy

### Verticals Served/ Products

- Automobiles
- Retail and CP
- Hi-tech (ICE)
- Healthcare/ Lifesciences
- Energy & Renewables
- Aviation & Defense
- E-Commerce
- Chemicals
- Industrial & Engineering
- Agri

### Benefits For Customers

- Single Window Solution
- Operational Cost Efficiencies
- Trusted Delivery & Fulfillment
- Economies of Scale

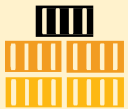
- Cold Chain
- SAARC+ CHA

# Strong Multimodal Capabilities & Network

Serving multiple sectors: Agri, Metals, Chemical, Automotive etc incl. cross border



**6** Own Ship



**8500+**

Own GP containers



**650+** ISO TTR



**3** Own Auto Rail Rakes



**60** Yards Managed



**55** Terminal managed



## TEUs handled:

78903 (9M 2022-23)

87410 (9M 2023-24)



## Full Rail rake movements:

1360 (9M 2022-23)

1701 (9M 2023-24)

# Presence across all industry sectors

## capturing most economic activities



Engineering and Industrial

- Increasing Government spend on infrastructure
- Growth in size of GDP
- PLI, 100% FDI in select sectors



Metals and Construction Material

- Increasing Investment in Core sector
- Infrastructure development



Chemical and Pharma

- Increasing demand for specialty chemicals
- Rising awareness about health care



Automotive (Mobility and Industrial)

- Untapped 4W market, 3% penetration vs 22% in China. India is 4<sup>th</sup> largest market
- Rising middleclass population
- Infrastructure spend



Consumption driven sectors: FMCG, Retail, FMCD, Apparel, textiles etc.

- Increasing per capital income
- Rise of middle-class and youth population
- Expansion of E-com to tier 3/4/5 cities

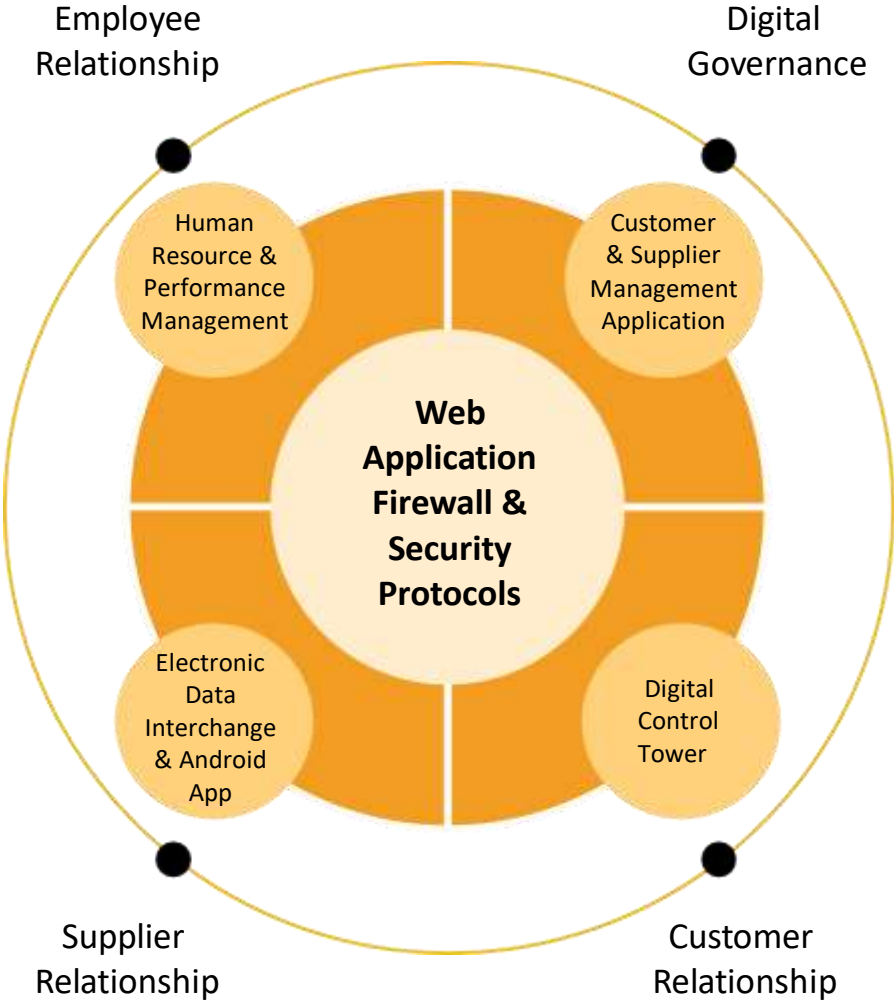


Agriculture, Food grains

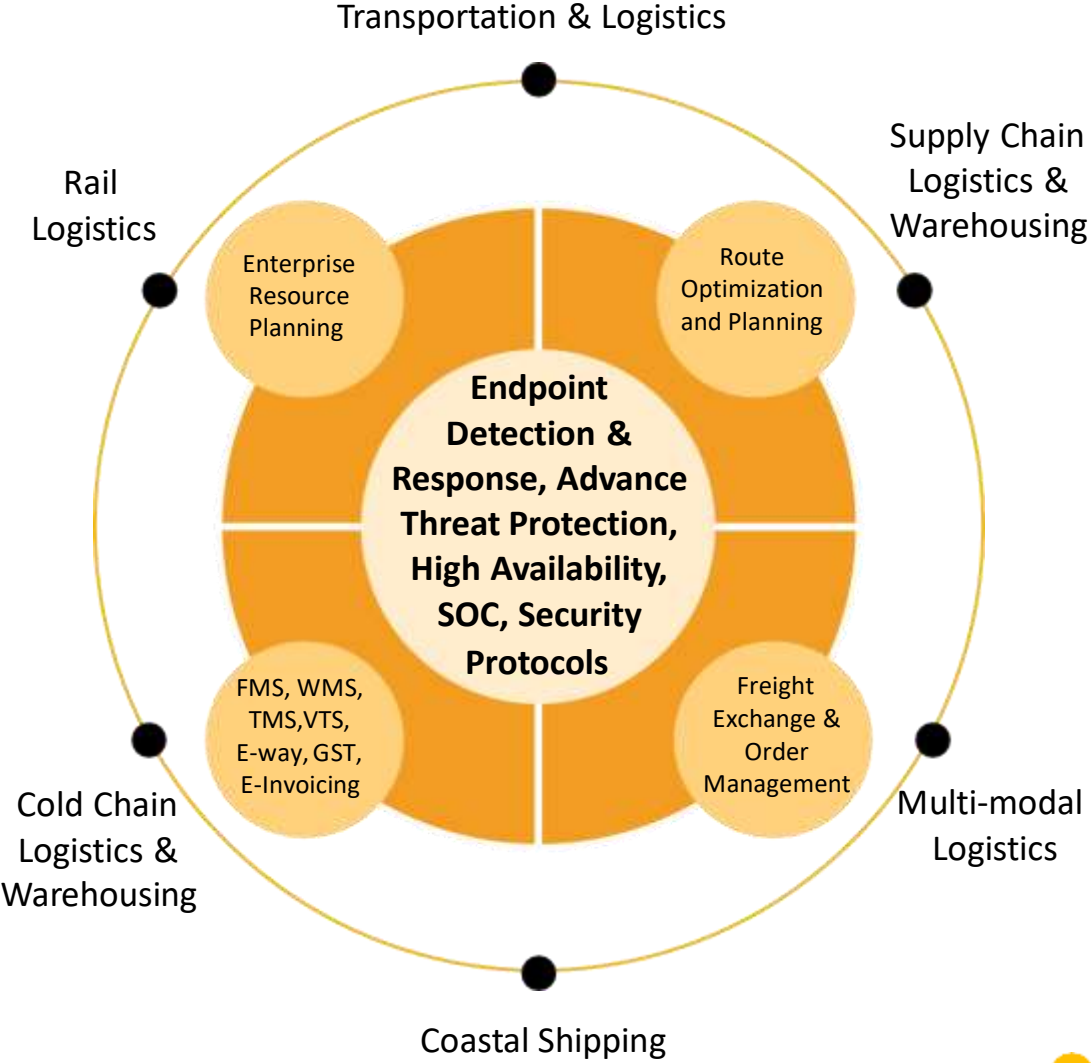
- Increasing use of technology in crop production , soil fertility
- Increasing population density and Gov. focus to stabilize supply chains around distribution

# 360° Technology Adoption

**Relationship Wheel**

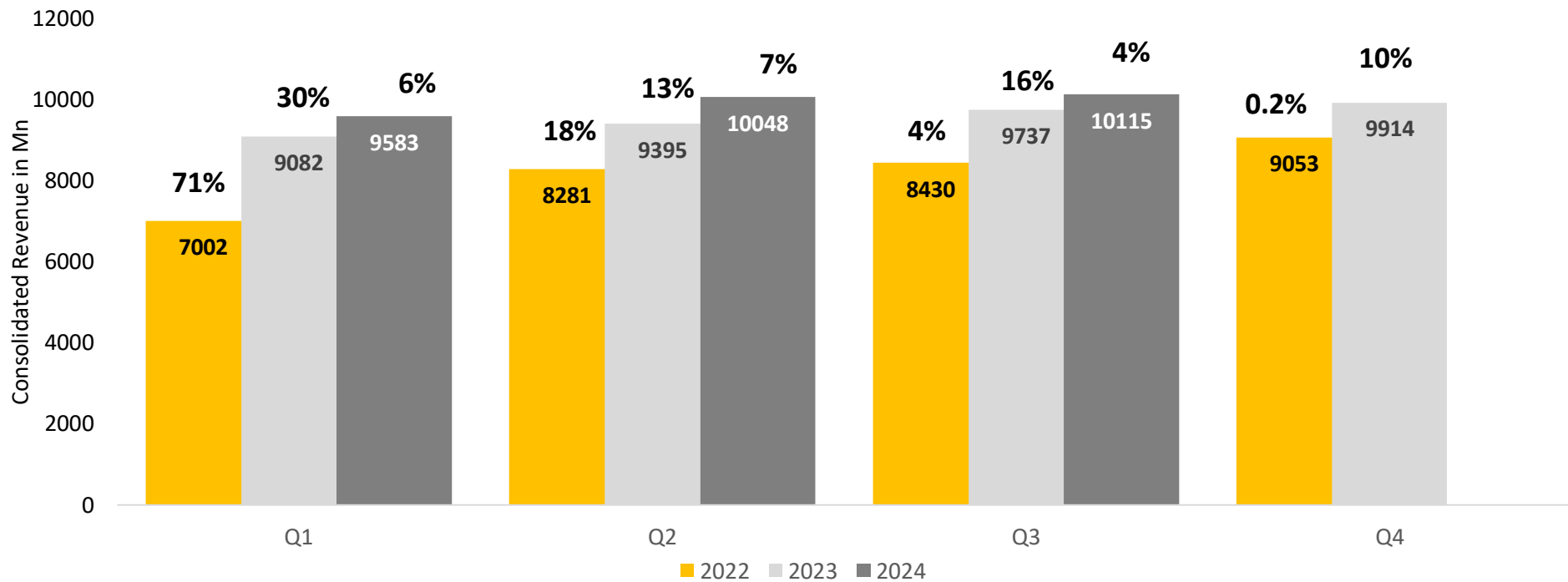


**Core Business Operations Wheel**



# Key Highlights

- Growth momentum slower amidst high base, Highest ever quarter
- Remained resilient to mixed sectorial trends with Company's well-diversified service offerings and multi sectorial presence
- Net Debt free with additional cash surplus



# TCI Freight Division: Industry nature and trends



## Industry

- USD 180 B Freight Transport Market, highly fragmented and unorganized
- LTL Freight Transport Market, relatively organized with 15% share
- Increasing adoption technology like on demand trucking and real-time pricing
- Increasing awareness on sustainable logistics and demand for multimodal



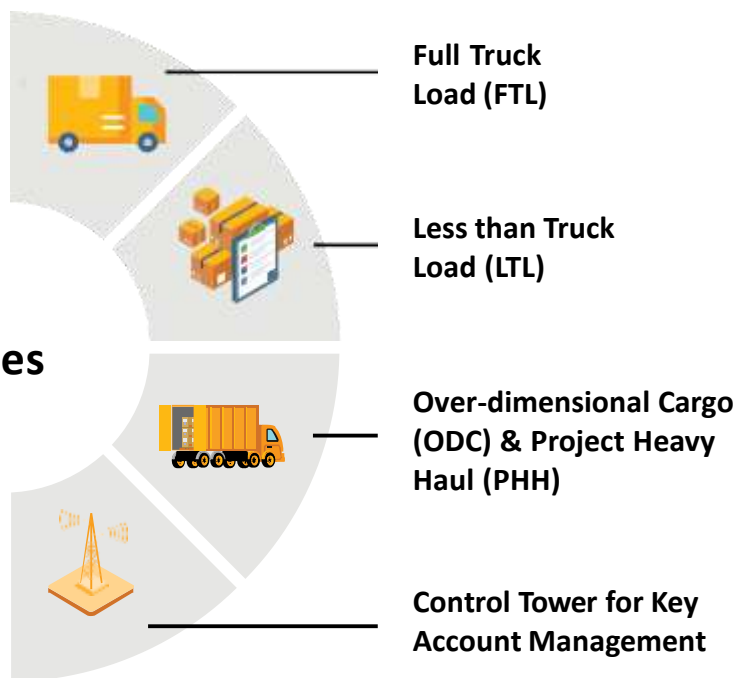
## Growth Drivers

- Need for FTL & LTL from a single provider
- Anywhere to anywhere model
- Control Tower enabled customized Freight solution with end-to-end visibility
- Growing need for in-transit small storage facilities
- Packaging support for high value goods, fragile items in LTL segment

# TCI Freight Division:

## Core competencies and capabilities

### Our Services



### Cross Border

Deliveries across SAARC-BBIN



### 24X7

Customer Support



### Integrated Surface Transport Solution

#### Hub & Spoke Model

We have a robust set-up of 25 strategically located hubs across India that enables TCI Freight to widen its distribution network and enhance reliability in cargo consolidation and transportation.



**25**

Strategically located hubs



### Control Towers

Single Window Control & Visibility



**700+**

IT Enabled Owned offices



**4,600+**

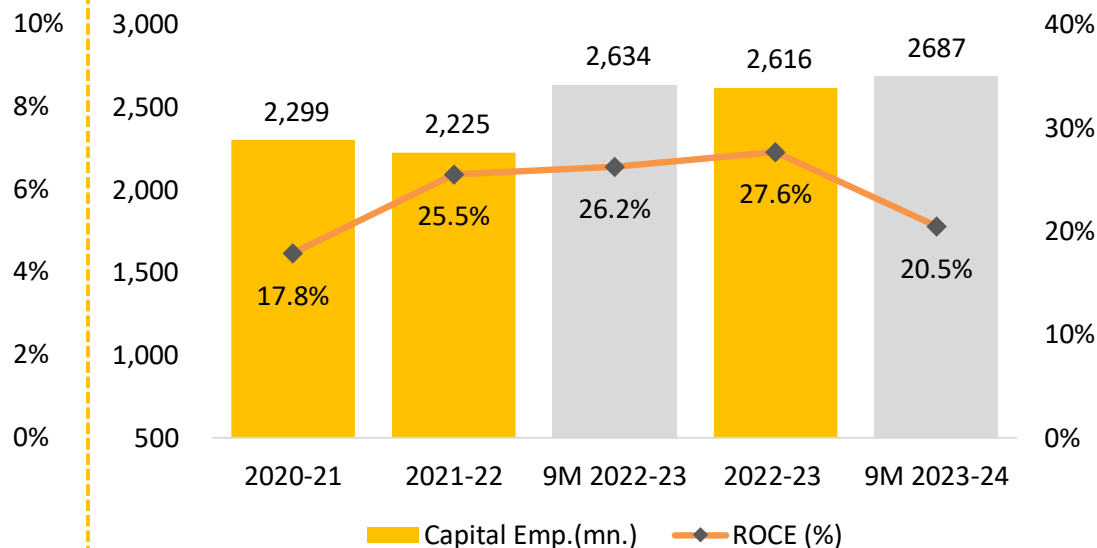
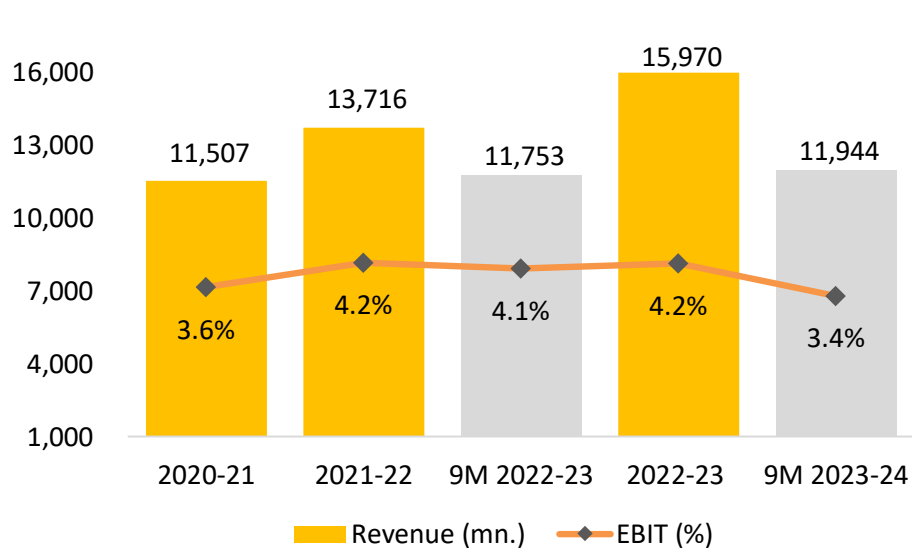
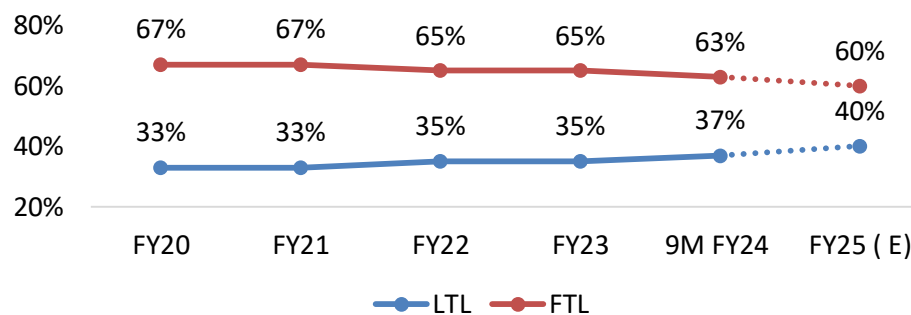
Truck under Operation (4,500+ Owned: 120)

# TCI Freight Division: Key Operational Highlights

Figures in Mn

Particulars	Q3 FY24	Q3 FY23	Gr%	9M FY24	9M FY23	Gr%
<b>Revenue</b>	3998	4044	-1.1%	11944	11753	2%
<b>EBDITA</b>	141	197	-28.4%	442	508	-13%
<b>% to Revenue</b>	3.5%	4.9%		3.7%	4.3%	
<b>EBIT</b>	128	187	-31.2%	407	478	-15%
<b>% to Revenue</b>	3.2%	4.6%		3.4%	4.1%	

- Flattish revenues amidst mixed sectorial trends with some improvement in LTL segment. Opened 30 new branches to further enhance the network.
- Margins and ROCE have marginally impacted because of flattish revenues



# TCI Supply Chain Division: Industry nature and trends



## Industry

- Market Size USD 12 Bn
- Relatively less fragmented with higher organized market
- 3PL Growth CAGR 15%
- 60% constitute road movements
- 3PL penetration is 4.5% Vs 11% Globally



## Growth Drivers

- Higher demand for integrated and customized solutions
- Supply chain network optimization especially in warehousing
- Growth of Omni channel in tier 3/4/5 cities
- Increasing demand for automation and technology driven service offerings
- EV/alt fuel impact on 3PL for automotive

# TCI Supply Chain Division: Core competencies and capabilities



## Our Services



- Full-stack integrated offering from Conceptualization, Design, to execution

- High warehouse space utilization by expanding vertically



- VAS: labelling, repackaging, order processing, payment management



- Inventory management and visibility through WMS via client's ERP Integration



- Proprietary TMS for route optimization



**5,000+**

Vehicles under Operation  
Owned:1000



**55**

Yards Managed



**750 Mn**

Production Logistics Parts  
Handled



**120+**

Trains Operated per Month



**14 Mn. Sq. Ft.**

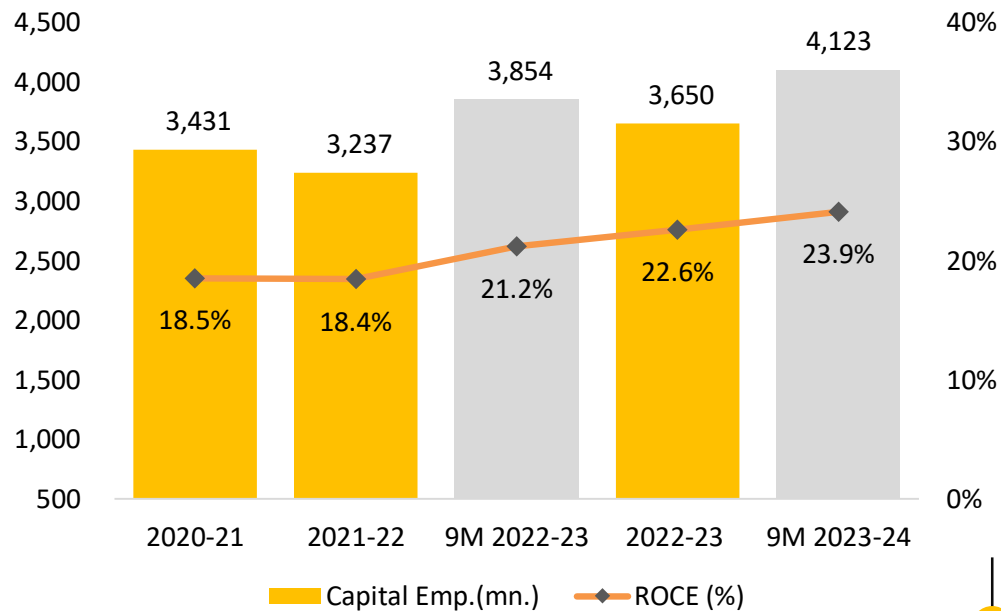
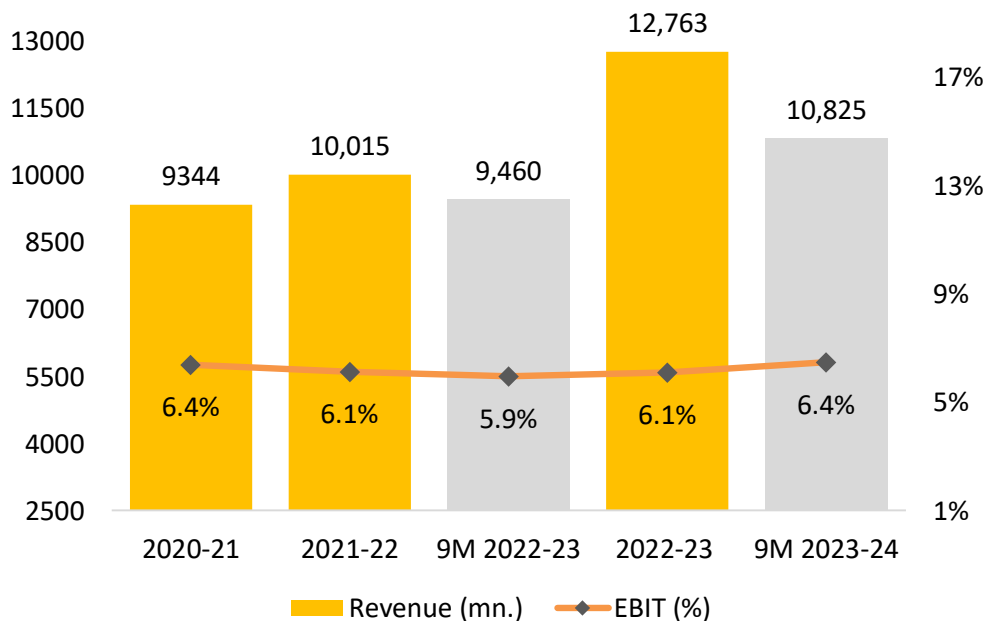
Warehousing Space Managed

# TCI Supply Chain Division: Key Operational Highlights

Figures in Mn

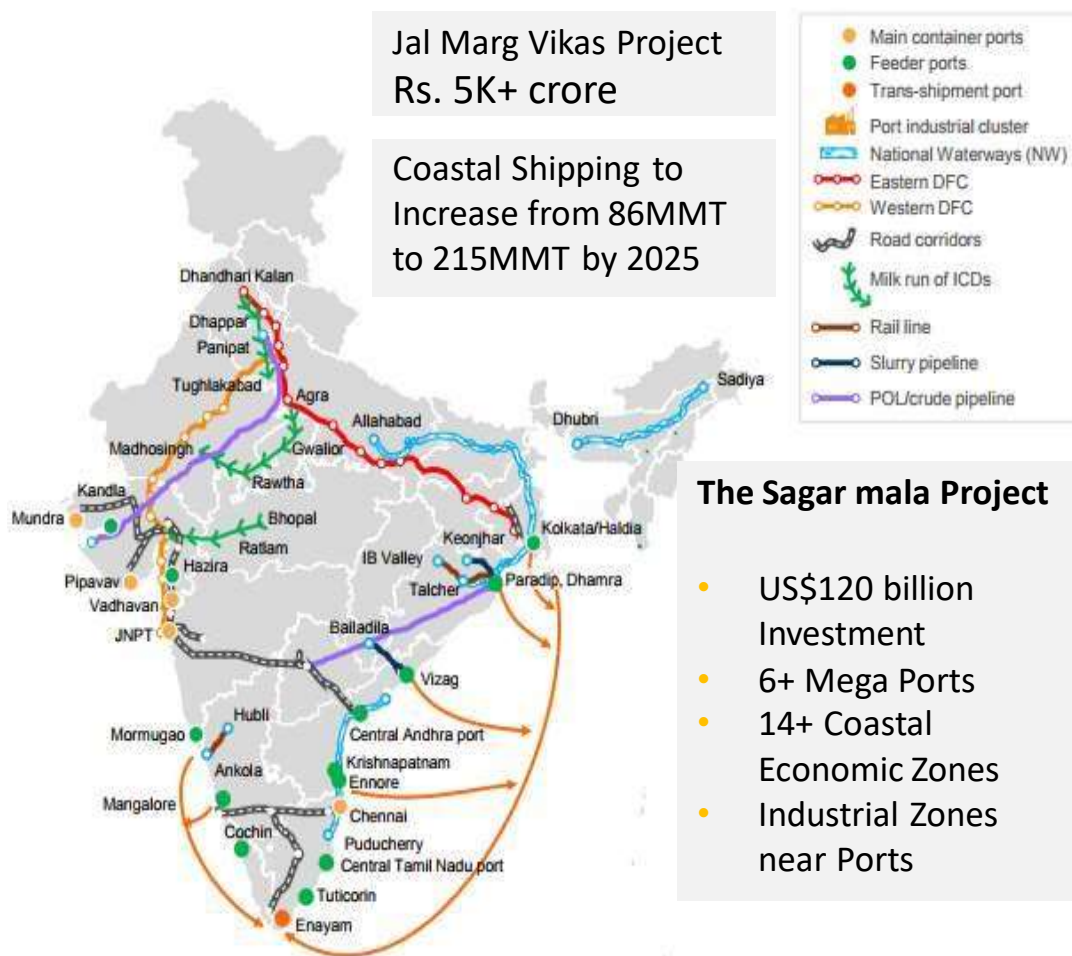
Particulars	Q3 FY24	Q3 FY23	Gr%	9M FY24	9M FY23	Gr%
<b>Revenue</b>	3644	3186	14.4%	10825	9460	14%
<b>EBDITA</b>	352	294	19.6%	1027	878	17%
<b>% to Revenue</b>	9.7%	9.2%		9.5%	9.3%	
<b>EBIT</b>	233	187	24.5%	696	563	24%
<b>% to Revenue</b>	6.4%	5.9%		6.4%	5.9%	

- Growth momentum continued amidst mixed uptrends in automotive, retention and expansion of business with existing clients and new business acquisitions.
- Good traction of multimodal services & expansion of hub & spoke network for auto FG. Reduction of rail haulage by 33% for SUV rail movements will have positive impact.

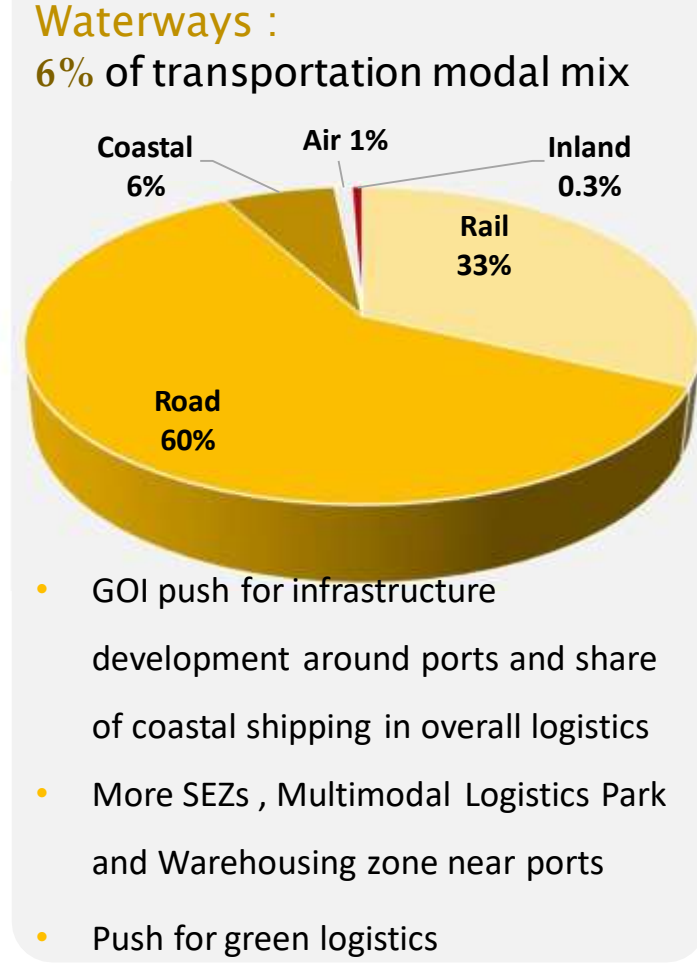


# TCI Seaways: Industry nature and trends

## Industry



## Growth Drivers



# TCI Seaways Division: Core competencies and capabilities



## Our Services



- One of the leading multimodal coastal players having presence along the **Western, Eastern & Southern ports of India**



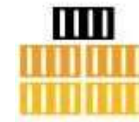
- Expertise in coastal shipping services, container & bulk cargo movements, and transportation services



- First-mile and last-mile connectivity via rail & road



- Multi-modal solutions with reduced carbon footprint (Green logistics)



**8,500+**

Own Multipurpose Marine Containers



**06**

Domestic Coastal Ships



**77,957 DWT**

Total Capacity



**7**

Out of 13 Major Ports Served

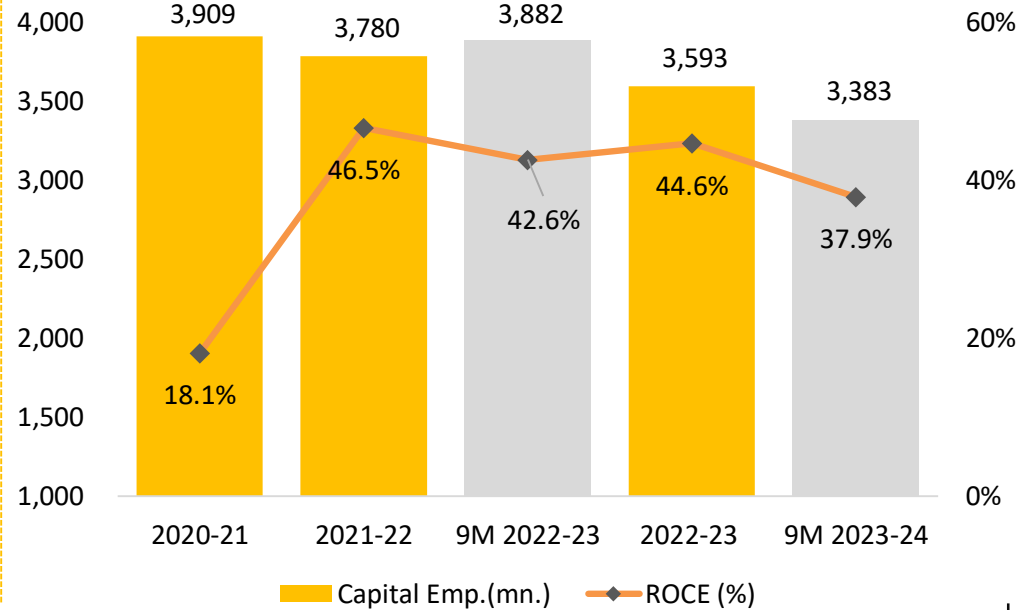
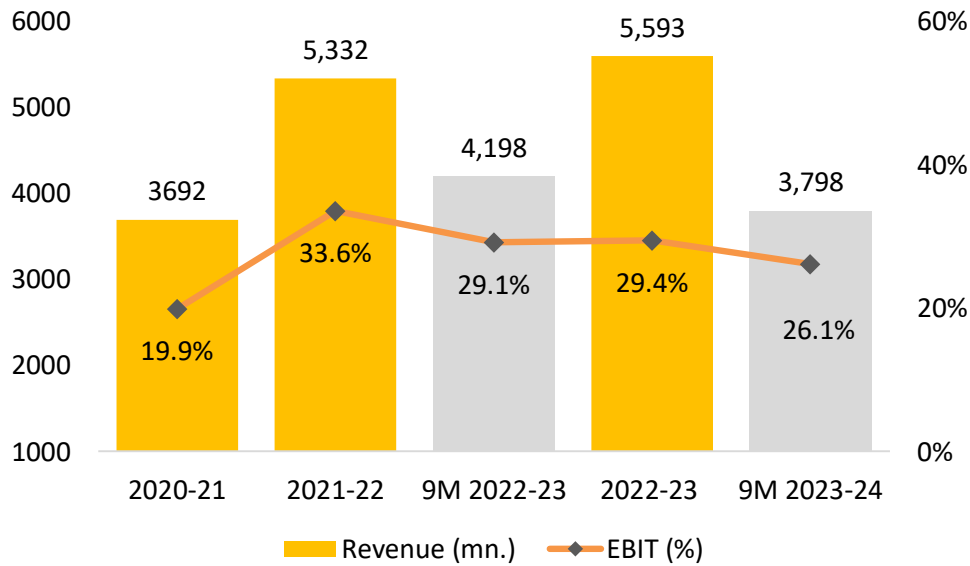
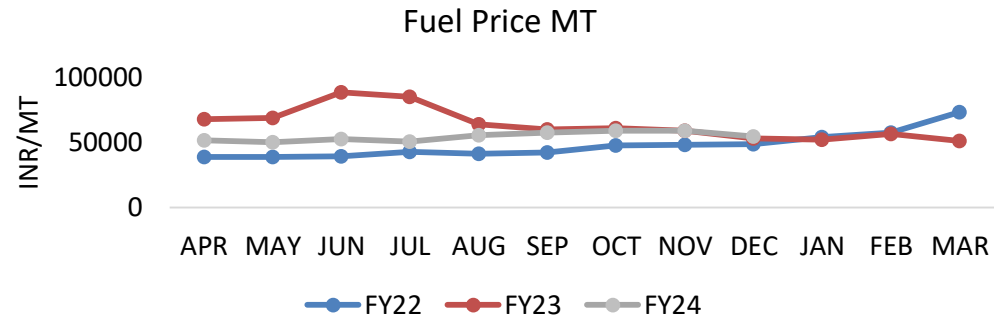
# TCI Seaways Division: Key Operational Highlights



Figures in Mn

Particulars	Q3 FY24	Q3 FY23	Gr%	9M FY24	9M FY23	Gr%
Revenue	1351	1588	-14.9%	3798	4198	-10%
EBDITA	490	642	-23.7%	1519	1743	-13%
% to Revenue	36.2%	40.4%		40.0%	41.5%	
EBIT	315	458	-31.2%	991	1223	-19%
% to Revenue	23.3%	28.9%		26.1%	29.1%	

- Weakness in freight rates amidst temporary built-up of capacity. Temporary volume weakness amidst delays in Infra projects in Andamans
- Weaker freight rates and stable fuel price had an impact on margins



# TCI's Joint Ventures

Figures in Mn.

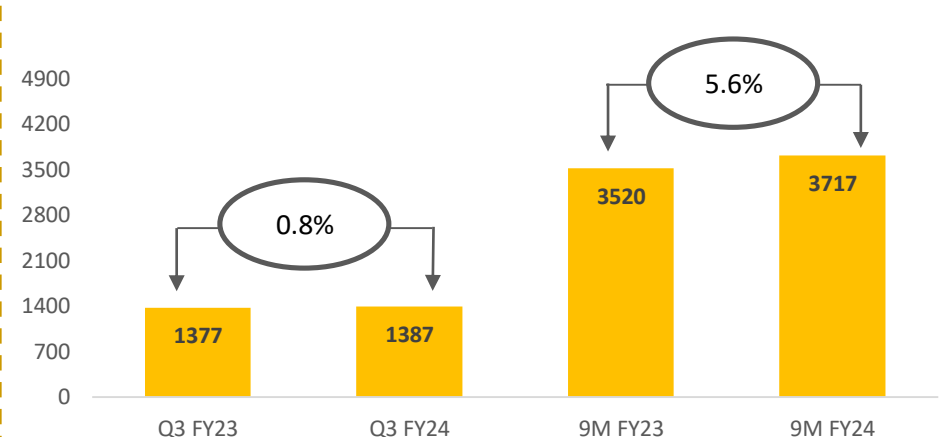
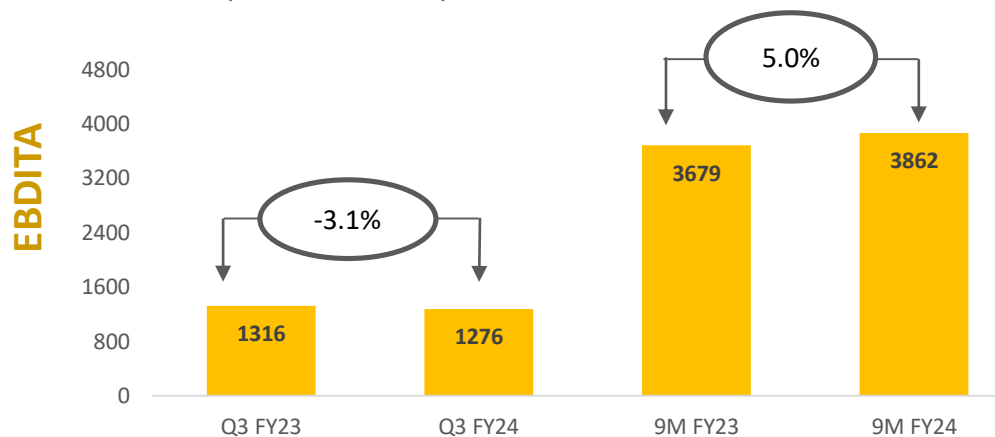
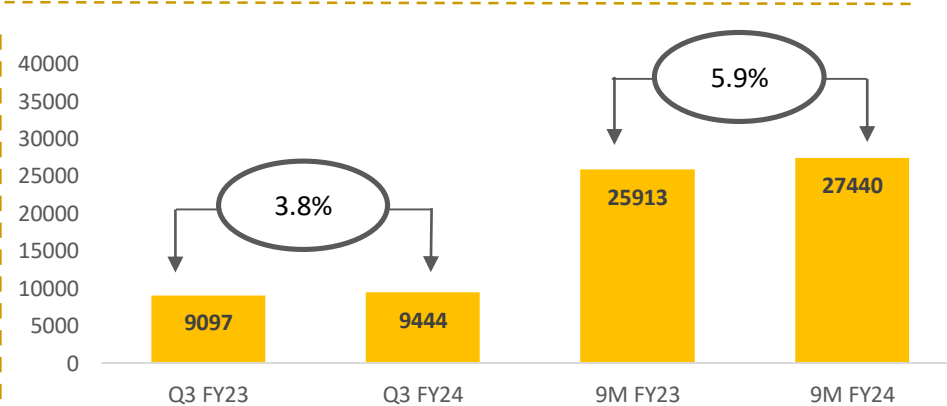
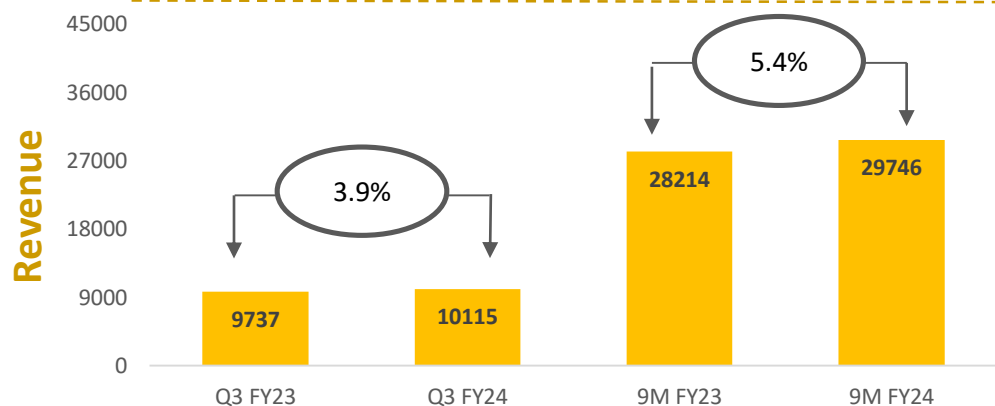
9M FY24 (FY23)	<b>TCI CONCOR</b> Multimodal Logistics Solutions	<b>TCI COLD CHAIN SOLUTIONS</b>	<b>Transystem</b>
Revenue	2387 (3047)	573 (601)	7288 (6920)
Y-o-Y Growth	6.0% (1.2%)	25.8% (2.4%)	48.5% (48.2%)
PAT	40 (55)	29 (28)	1036 (822)
Capital Employed	536 (314)	772 (360)	3074 (3110)
Strategic Partner's Share	49%	20%	51%
<b>Key Operational Highlights</b>	Operates on asset-light model Building upon its capabilities of integrated multimodal logistics solutions Chemicals, Food Grains, Metals etc	Cold chain services to cater temperature control Warehousing, Primary & secondary distribution requirements.	Focused on automotive logistics of Japanese clients

# Financial Highlights

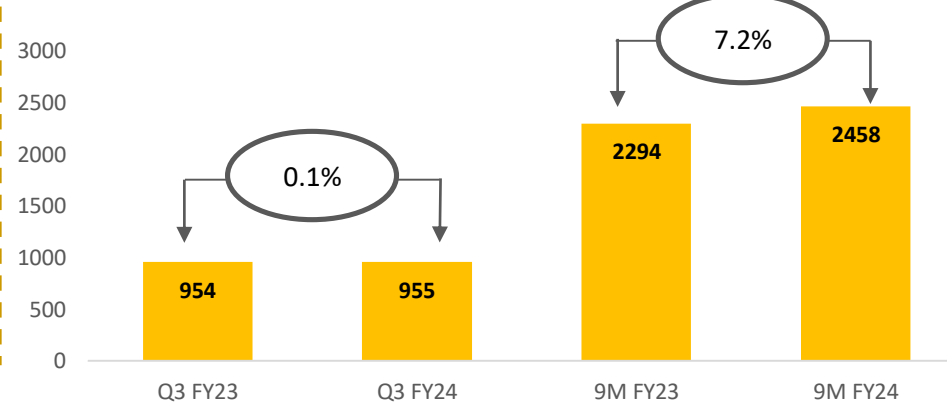
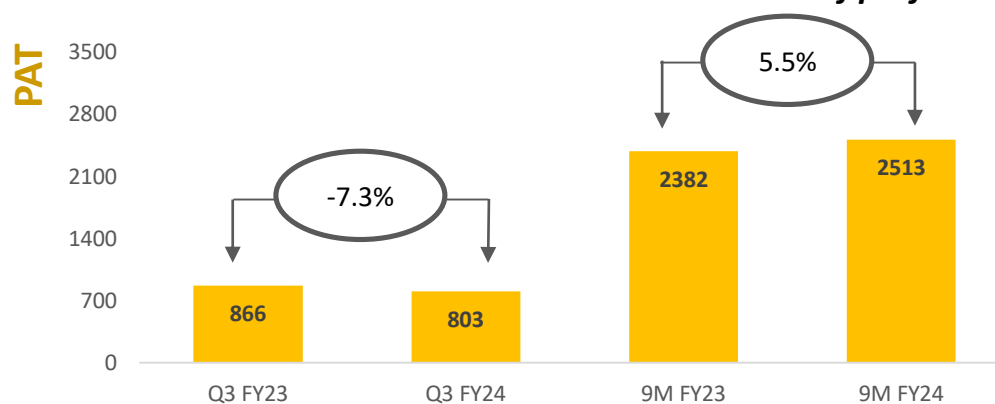
Figures in Mn.

## CONSOLIDATED

## STANDALONE

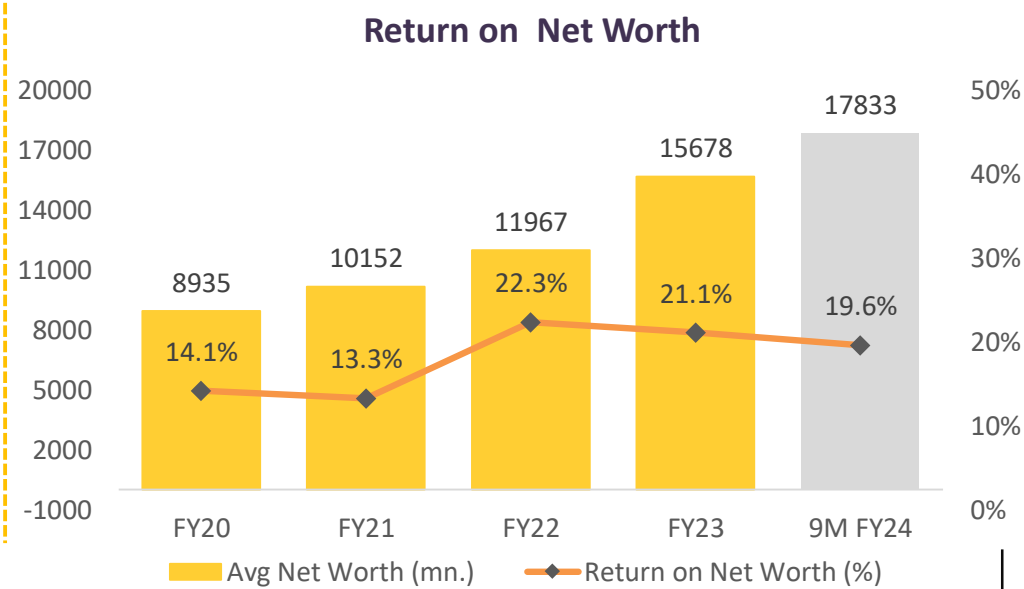
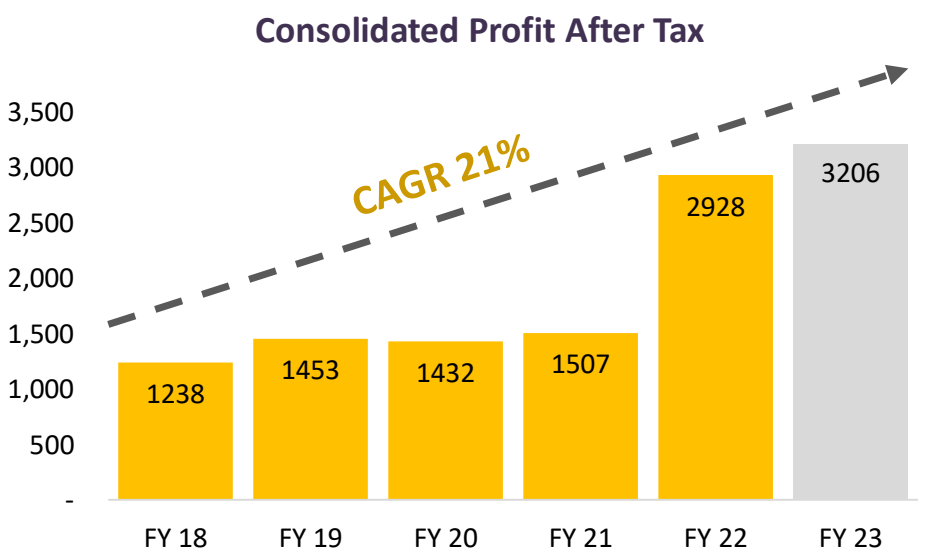
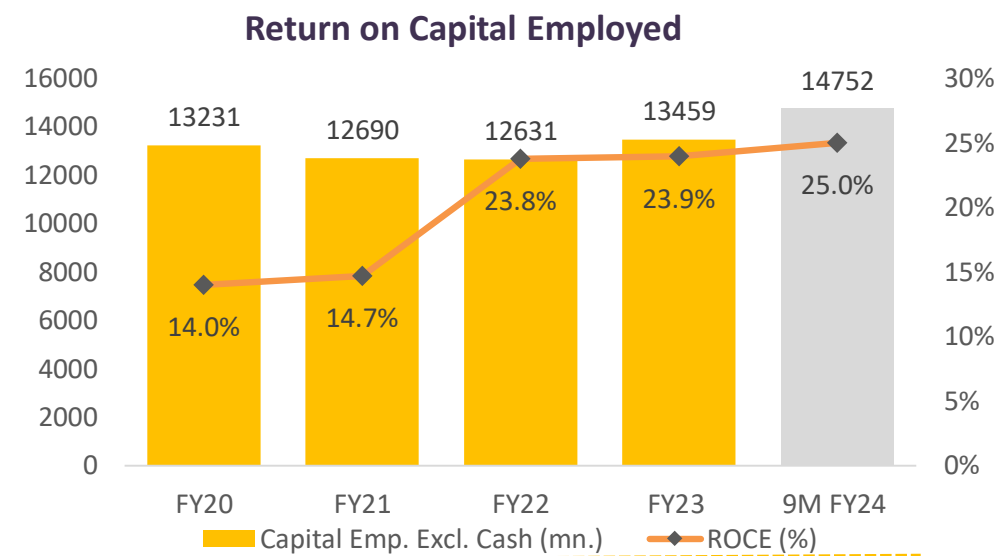
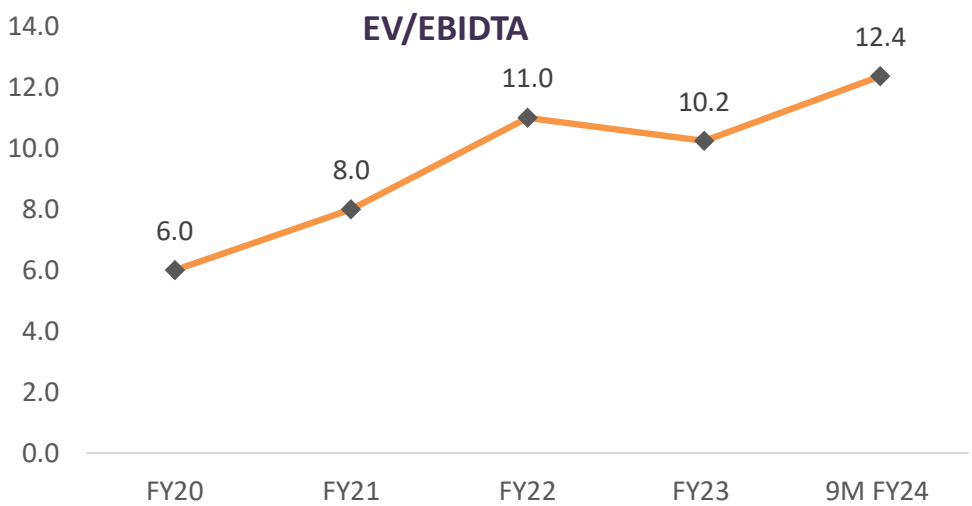


--- Console EBDITA also includes TLI's share of profit



# Consistent performance: Key financial Indicators

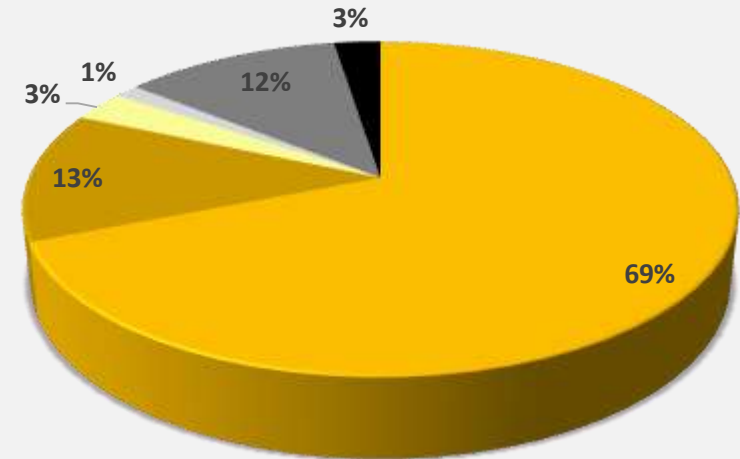
Figures in Mn



# Market Summary

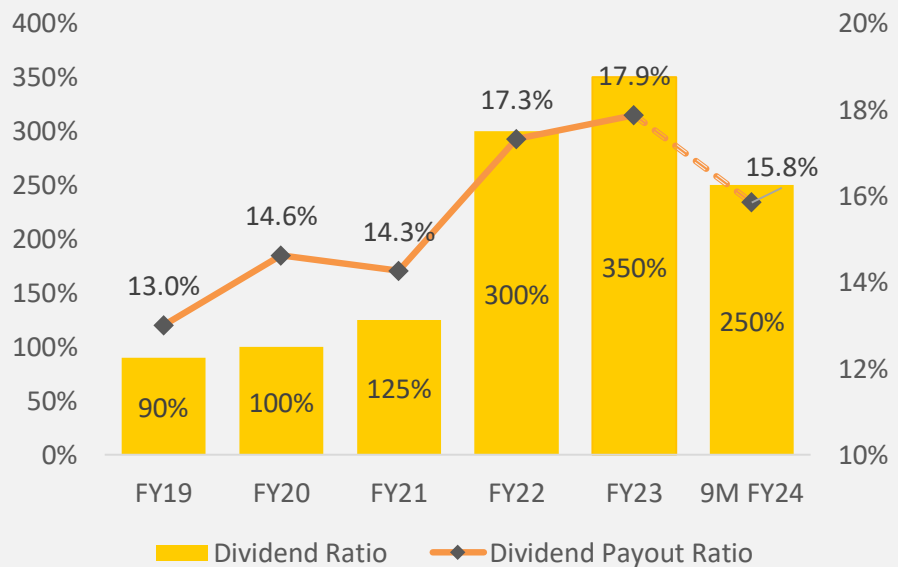
Particulars	UOM	31 <sup>st</sup> Dec 23
Market Cap	Rs Mn.	63908
Debt Incl. Leases	Rs Mn.	1112
Cash equivalents	Rs Mn	(3611)
Enterprise Value	Rs Mn.	61409
P/E	Nos	19.5
EV/EBITDA	Nos	12.4
52 Week High	Rs/share	912
52 Week Low	Rs/share	566

## Shareholding Pattern as on 31<sup>st</sup> Dec 2023



- PROMOTORS
- INDIAN PUBLIC
- FOREIGN HOLDINGS
- BODY CORPORATE
- MUTUAL FUND
- OTHERS

- CRISIL Long term Rating : **AA ( Stable)**
- ICRA Short Term Rating CP : **A1+**
- Stock returned CAGR of **35%** in last **20 years**
- Stock coverage : **13** Buy Rating : **13**



----- Board has approved 2<sup>nd</sup> interim dividend of 125% for FY24

# Corporate Governance:

## Social Responsibility

### E Environmental पर्यावरण

- Push towards green logistics via Rail & Coastal – Approx. 30% of consolidated revenues from Multimodal
- 105K eCO2 Tonnes Scope-1&2 Emissions. 111K eCO2 Tonnes Green Points earned from Railways
- Produced 15.9 Mn (LY 16.0 Mn) renewable energy units
- 200+ CNG vehicles
- Started Sustainable Supply Chain Lab in partnership with IIM-B



### S Social सामाजिक

- Road safety and health initiatives across 9 states impacted more than 2.6 Mn people
- Promotion of vocational training amongst underprivileged, 10000+ beneficiaries in FY23
- Artificial limb center and preventive healthcare centers. has served 25000+ beneficiaries in FY23
- Urmila Sports Academy trained players for National and International sports events



### G Governance शासन

- Strong and diverse Board
- Started BRSR in FY22 voluntarily
- Long term performance-linked robust remuneration system
- Comprehensive Enterprise risk management and Business continuity plan



# Outlook



- Overall economic trends were moderate this fiscal year
- Q4 expects better demand recovery amidst financial year closing
- Revenue and Profit growth expected to moderate to range of 5-10%

Figures In Mn.

	Actual (FY07 to FY23)	FY24 Budget	FY24 Rev. Budget	9M FY24 Actual
Hub Centers & Small warehouses	5530	980	980	850
Ships	3330	1250	630	0
Containers	1379	340	280	150
Trucks & Rakes	5203	760	520	290
Others (W/H Equip, Wind Energy, IT etc.)	1442	420	340	180
<b>Total</b>	<b>16883</b>	<b>3750</b>	<b>2750</b>	<b>1470</b>

# Thank You!

## Transport Corporation of India Limited

TCI House, 69 Institutional Area Sector 32, Gurugram -  
122001

Tel.: +91 - 124 - 2381603-07 | Fax: +91 - 124 - 2381611

**E-mail Id:** [finance.mis@tcil.com](mailto:finance.mis@tcil.com) | **Website:** [www.tcil.com](http://www.tcil.com)

**CIN:** L70109TG1995PLC019116



Everything **Logistics**



Online Presence