

# BUILDING THE NATION

**VINEET AGARWAL**, Managing Director, Transport Corporation of India (TCI), among India's largest logistic companies, on where he sees the economy heading in FY25

**On what should be an ideal budget from the transportation and logistics point of view**

In the budget, continued focus on a long-term perspective to build physical and digital infrastructure, incentivising multimodal logistics for carbon reduction, and robust skilling initiatives for the 22 million employed in the sector should be the key priorities. To boost trade and improve competitiveness, we need to maintain the momentum in investments and digitalisation. With this approach, we'll be able to move fast towards a more resilient and sustainable transport and logistics ecosystem.

**On TCI's recent milestones**

The year 2023 has been one of significant progress for us. We are more committed than ever to nurturing the environment and our society, and building the nation. For the April 23-December 23 period TCI saw encouraging growth in consolidated revenue and net profit. For FY24, we look forward to double-digit growth guidance with a strong focus on multi-modal, 3PL and value-added services. We expect Q4 to be the best quarter.

**On TCI's green initiatives and future growth**

As a part of our green initiatives, we com-

pleted 50,000 B2B trips through CNG & electric vehicles (EV). We added new fleet – both for road and rail operations -- in addition to building our warehouses with green material. TCI is expecting a 10-15 per cent topline growth in FY25.

**On overseas business operations**

We operate in almost all locations in India, and neighbouring countries like Bangladesh, Nepal, Sri Lanka. We expanded our footprint in the Middle East this year by opening a wholly owned subsidiary in Dubai mainland called, TCI Middle East LLC.

**On key learnings from being the third-generation of TCI House and advice for the Gen Next**

My learnings centre on customer-centricity, adaptability and innovation being paramount for the company's growth. At TCI, we believe in upholding these principles, embracing emerging technologies, and fostering a culture of continuous improvement. Respecting the legacy while staying agile is key. Encouraging a forward-thinking mindset and a commitment to social responsibility will sustain success and contribute to an enduring impact.

**On the next five years**

We will continue to be the cornerstone of the Indian logistics sector, solidifying our position through innovation and sustained growth. We have a continued capex investment plan of Rs 1,000 crore over the next five years to strengthen our multi-modal infrastructure/assets (like containers, working assets, construction of warehouses, new ships, etc.). As the logistics landscape in India evolves, we see ourselves playing a pivotal role in shaping the industry's future. We are poised to contribute significantly to economic development, seamlessly meeting the diverse needs of our customers and adapting to the dynamic changes in the overall logistics landscape. 

**As told to Ashish Sinha**



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