

Date : 02nd February,2024

To,
The Secretary,
National Stock Exchange of India Ltd.
Exchange Plaza, 5th Floor Plot No- 'C' Block,
G Block Bandra-Kurla Complex,
Bandra (E), Mumbai-400051

SYMBOL: TARACHAND

Dear Sir/Madam,

Sub: Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Investor Presentation

In continuation to our intimation dated **23rd JANUARY,2024** regarding the Investor meet scheduled to be held on **06th FEBRUARY,2024, Tuesday at 04:00 pm** please find enclosed the Investor Presentation pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations"). The same shall also be made available on the website of the Company www.tarachandindia.in .

You are requested to take the above information on record.

Thanking you,
Yours faithfully,

**For Tarachand InfraLogistic Solutions Limited
(Formerly Tara Chand Logistic Solutions Limited)**

**Himanshu Aggarwal
Whole Time Director & CFO
DIN No. : 01806026**

Encl: As above



—Think New. Act Now—

(Formerly Tara Chand Logistic Solutions Ltd)

INVESTORS PRESENTATION



Q3 & 9 MONTHS ENDED 31ST DEC, 2023

AT A GLANCE

Tara Chand InfraLogistic Solutions Ltd serves India's infrastructural and industrial needs through Warehousing, Transportation, Equipment Rental, and Turnkey Infra-Project Execution. With 35+ years' experience, we're a top Steel Warehousing & Transport entity, handling 10M+ tons of Steel annually. Our fleet of 300 Machines includes Heavy Cranes (up to 800MT), Hydraulic Piling Rigs, Steel Processing, & Concrete Equipment. We've contributed significantly to High-Speed Bullet Train and Metro Line projects across cities like Ahmedabad, Delhi, Mumbai, and more. Our team of experts and modern equipment serve sectors like Steel, Cement, Oil & Gas, Renewable Energy, and Urban & Rural Infrastructure. We cater to 52 diverse customers, spanning PSUs to large Indian multinationals, operating in 21 states and even internationally in Mauritius. Our capable team of more than 600 engineers, operators & riggers, plus 300 contract workers, manage operations across 50+ live sites.



FINANCIAL HIGHLIGHTS Q3 FY2023-24



Income
44.85



Expenses
30.31



EBIDTA
14.53



EBIDTA%
32%



Interest
1.69



Depreciation
8.2



Profit
Before Tax
4.64



PAT
3.35



Cash
PAT
11.55



EPS
2.37



Cash EPS
8.17

FINANCIAL RESULTS FOR THE 9 MONTHS ENDED 31ST DECEMBER 2023



Income
127.96



Expenses
86.66



EBIDTA
41.30



EBIDTA%
32%



Interest
5.29



Depreciation
23.52



Profit Before Tax
12.49



PAT
9.83



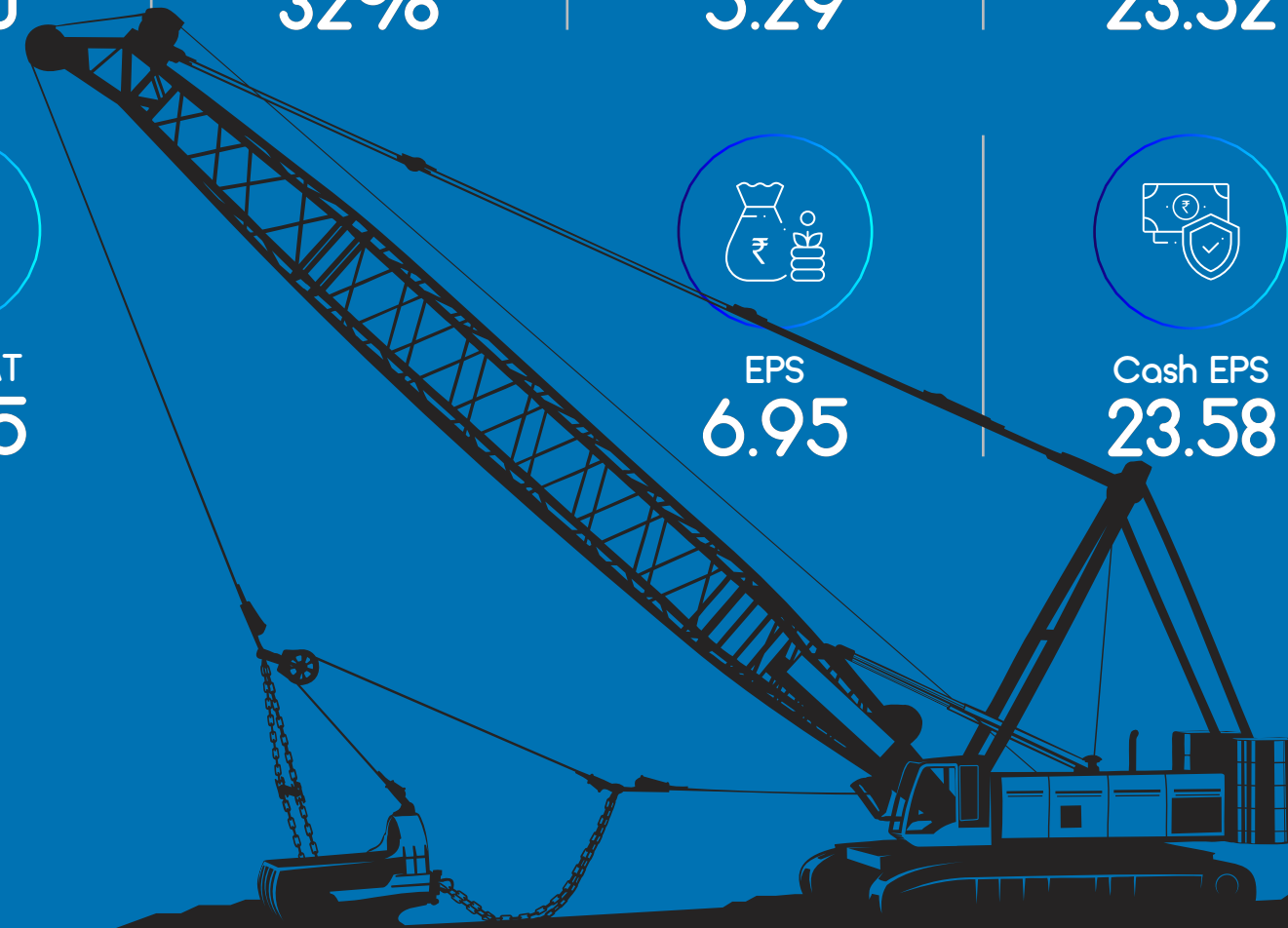
Cash PAT
33.35



EPS
6.95



Cash EPS
23.58

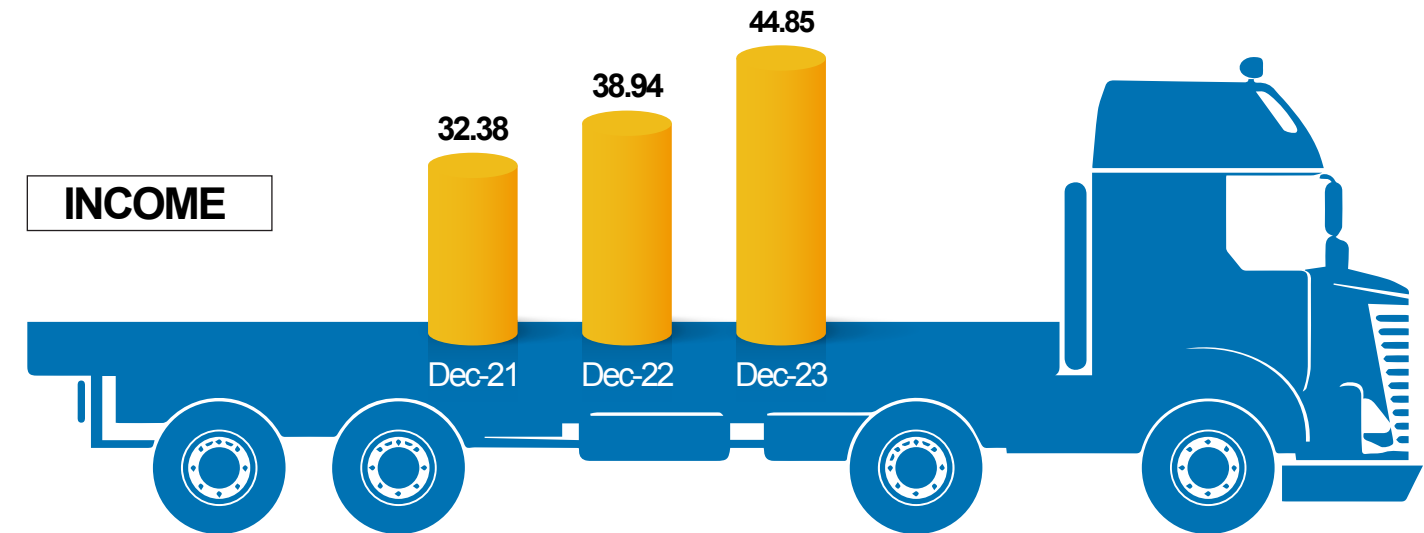


FINANCIAL HIGHLIGHTS Q3 FY24

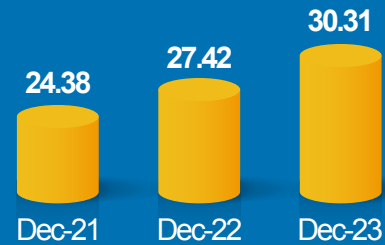
BEST EVER Q3 RESULTS

Highest ever EBIDTA in any Quarter till date

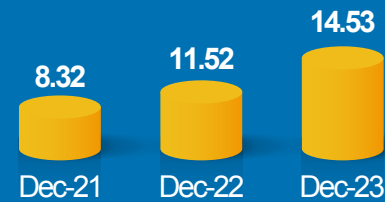
Highest ever PBT in any Quarter till date



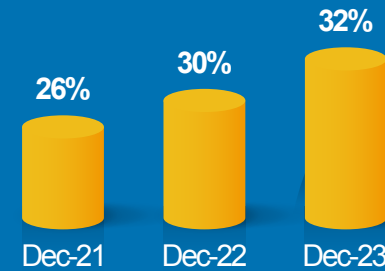
EXPENSES



EBIDTA



EBIDTA %



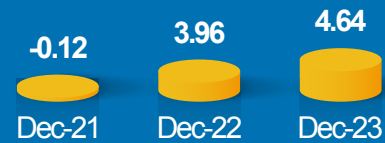
INTEREST



DEPRECIATION



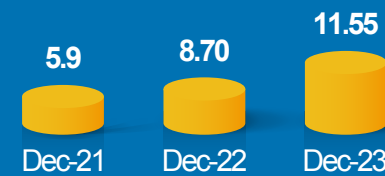
PROFIT BEFORE TAX



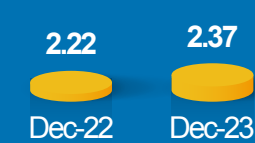
PAT



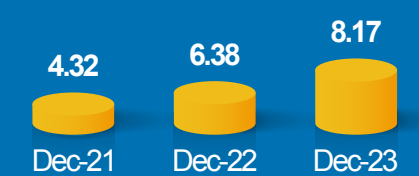
CASH PAT



EPS



CASH EPS



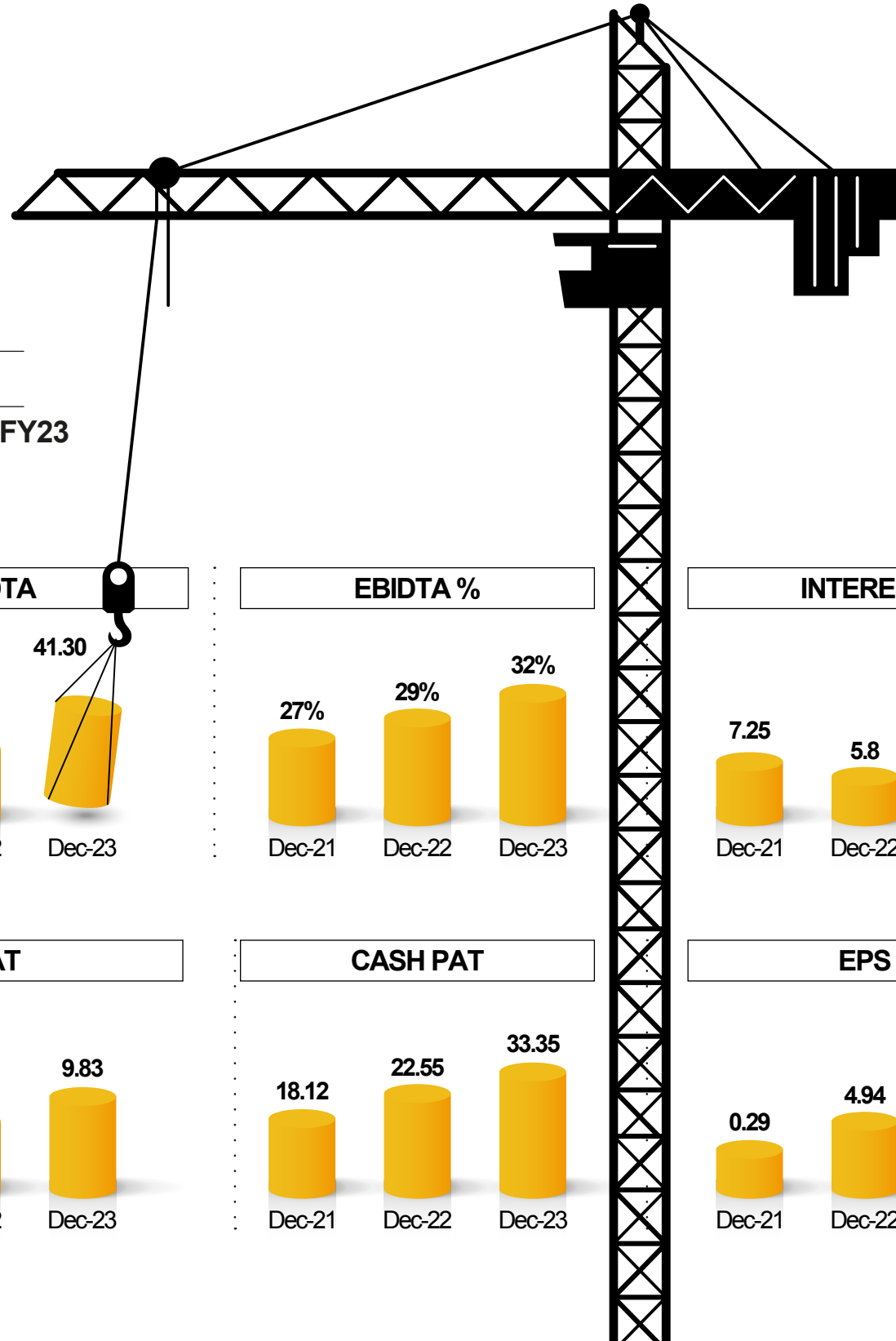
KEY HIGHLIGHTS 9M HY24

BEST EVER 9Month Period RESULTS

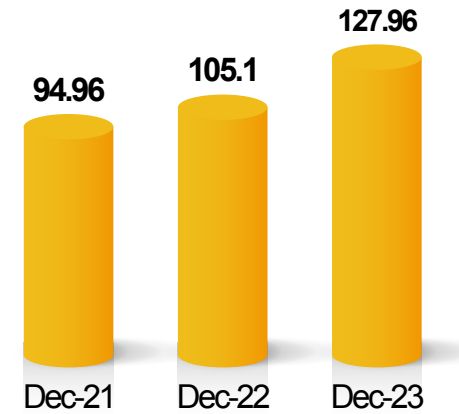
Highest ever EBIDTA in any 9Months Period

Highest ever PBT in any 9Months Period

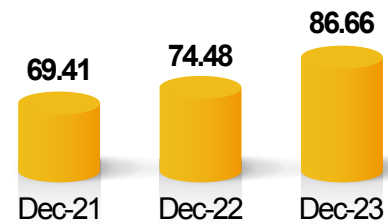
PAT for 9Months Period is greater than PAT of FY23



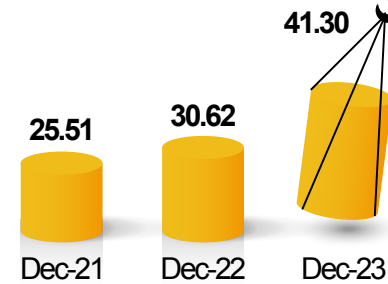
INCOME



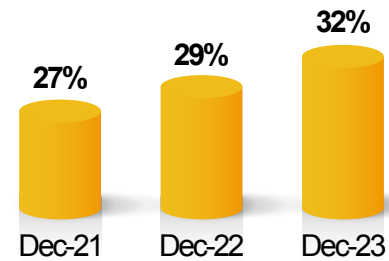
EXPENSES



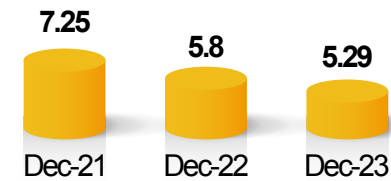
EBIDTA



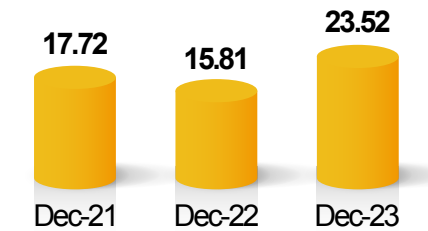
EBIDTA %



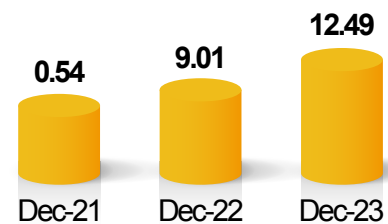
INTEREST



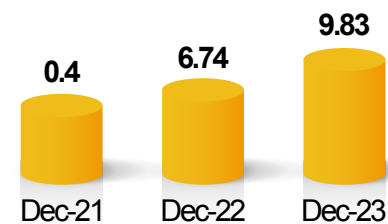
DEPRECIATION



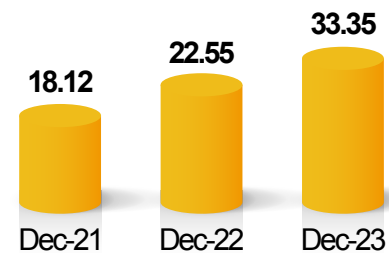
PROFIT BEFORE TAX



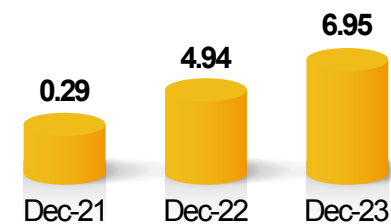
PAT



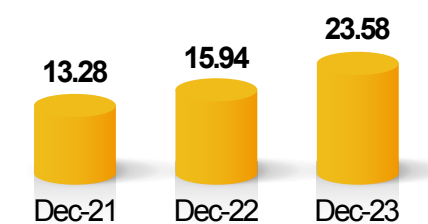
CASH PAT



EPS



CASH EPS



SEGMENT WISE REVENUE MIX

QUARTER ENDED 31ST DECEMBER 2023

Segment	QUARTERLY	
	Dec-23	Dec-22
Equipment Hiring & Projects	20.42	15.17
Warehousing & Transportation	20.38	17.88
Steel Processing & Distribution	3.56	3.82



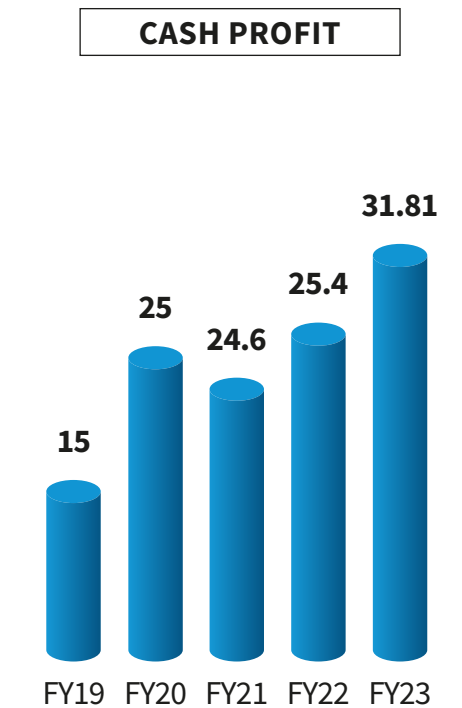
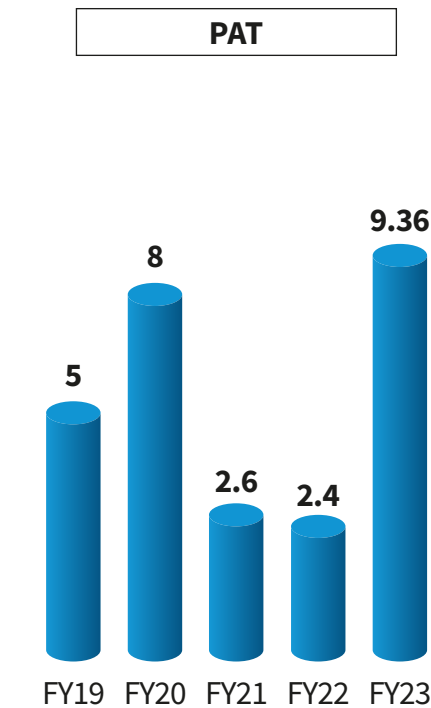
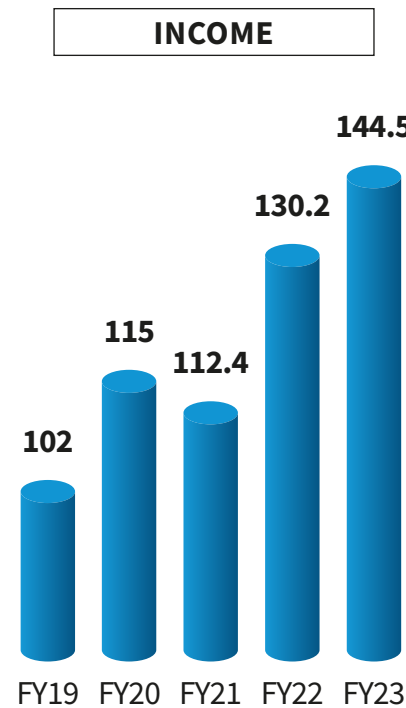
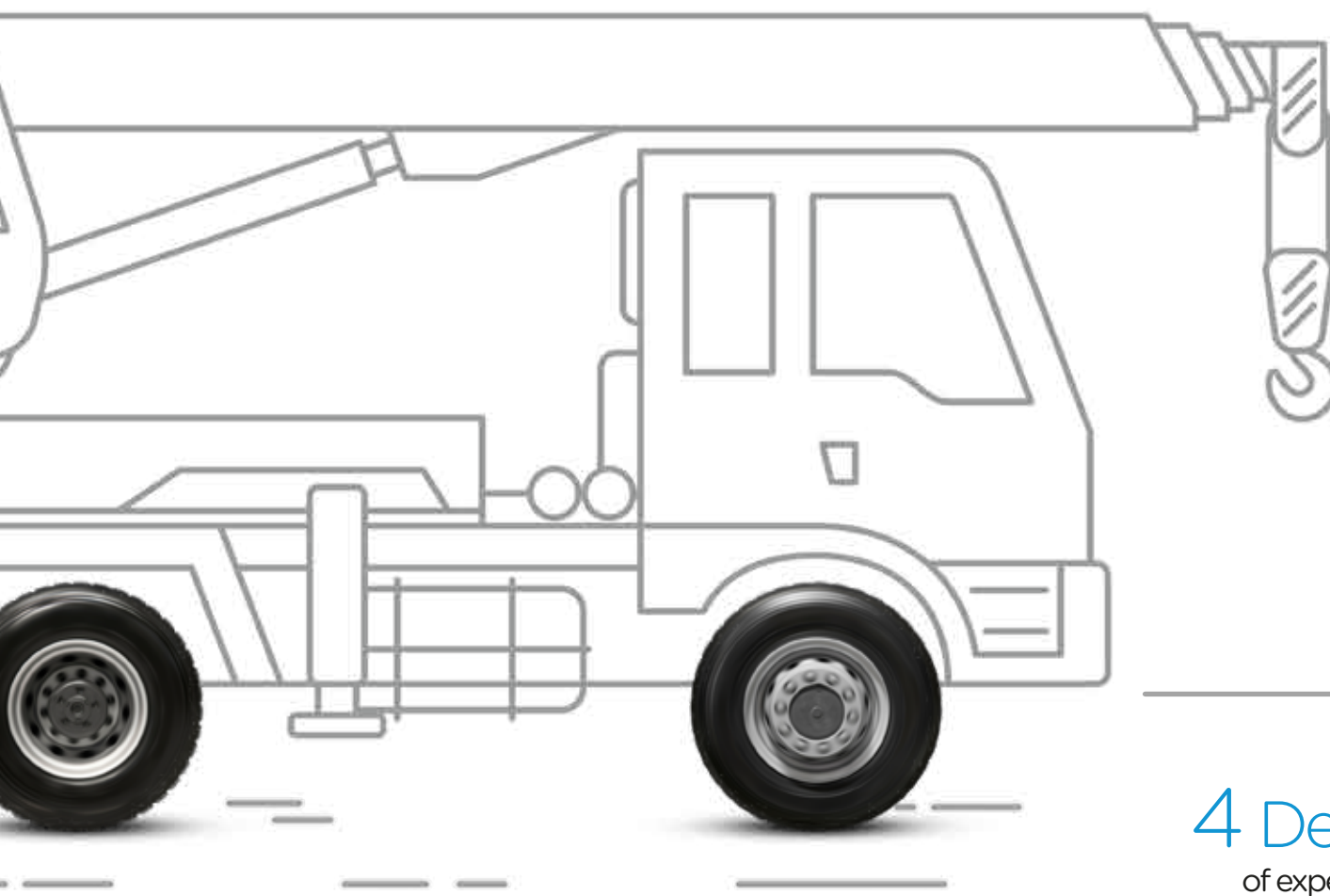
9 MONTHS ENDED 31ST DECEMBER 2023

Segment	9 MONTHS	
	Dec-23	Dec-22
Equipment Hiring & Projects	54.29	49.27
Warehousing & Transportation	60.64	43.91
Steel Processing & Distribution	10.61	9.04

9 MONTHS ENDED 31ST DECEMBER 2023

Sector	9M DEC23	9M DEC22
Rural & Urban Infrastructure	44%	68%
Metals & Minerals	31%	22%
Cement	15%	4%
Petrochemicals	10%	6%

PIONEERING PROGRESS THROUGH ANNUAL INSIGHTS



4 Decades
of experience in
managing Steel Plant
Operations

2 Decades
of experience in
Construction Equipment
Rental Operations

Total income at
₹ 144.50
Crs.

EBITDA of
₹ 41.50 Crs.
29% Jump
from the previous year

FINANCIAL HIGHLIGHTS

	2022-23	2021-22	2020-21	2019-20	2018-19
Total Revenue	144.56	130.35	111.00	114.95	101.42
Total Expenses	102.65	97.93	75.91	79.35	80.03
EBIDTA	41.91	32.42	35.09	35.60	21.39
Interest	7.75	9.50	9.12	7.87	4.75
Profit Before Depreciation & Tax	34.16	22.92	25.97	27.73	16.64
Depreciation	22.46	23.15	22.30	17.20	10.04
Exceptional Items	0.97	3.46	-0.69	0.00	0.00
Profit before tax	12.67	3.23	2.98	10.53	6.60
Tax	3.32	0.85	0.48	2.56	1.86
Profit After Tax	9.35	2.38	2.50	7.97	4.74
Cash Profit	31.81	25.53	24.80	25.17	14.78
Earning Per Share	6.88	1.74	1.88	5.86	3.49
Cash EPS	23.40	18.76	18.28	18.51	10.88
Gross Block	236	202	199	171	113
Net Block	144	124	139	131	85
Capex	48.47	16.14	34.02	68.33	35.52



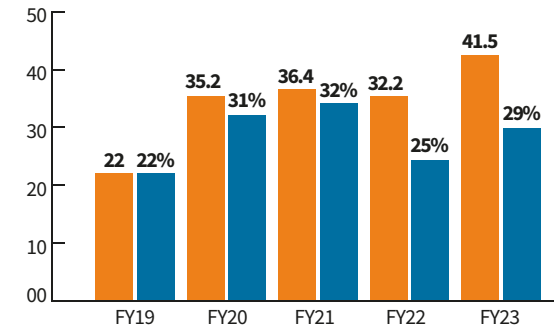
CONSOLIDATED BALANCE SHEET

Narration	Mar - 21	Mar - 22	Mar - 23
Equity Share Capital	13.65	13.65	13.65
Reserves	41.31	43.68	56.31
Borrowings	105.30	93.78	87.01
Other Liabilities	58.66	52.05	69.48
Total	218.92	203.16	226.45
Net Block	139.19	123.58	143.81
Other Assets	79.73	79.58	82.64
Total	218.92	203.16	226.45
Working Capital	21.07	27.53	13.16
Debtors	62.81	62.31	53.60
Inventory	5.34	3.63	2.98
Debtor Days	208.26	177.63	138.69
Inventory Turnover	20.61	35.27	47.34
Return on Equity	5%	4%	13%
Return on Capital Emp	8%	8%	13%

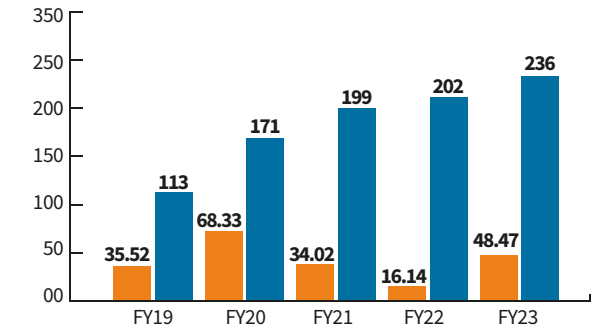
DRIVING RESULTS: KPIs IN ACTION



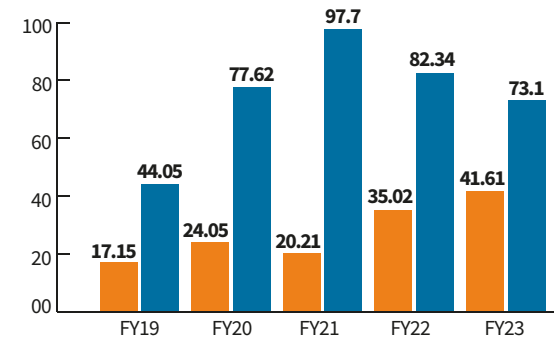
EBIDTA
EBIDTA%



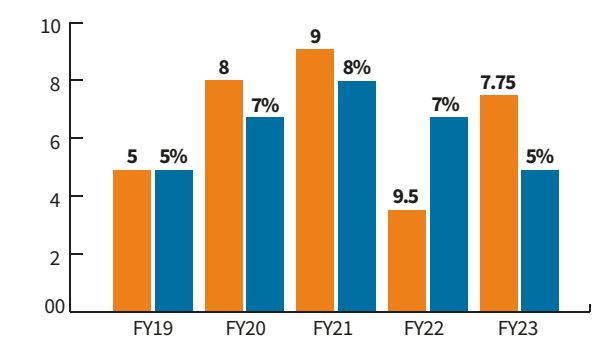
CAPEX (IN CR)
GROSS BLOCK (IN CR)



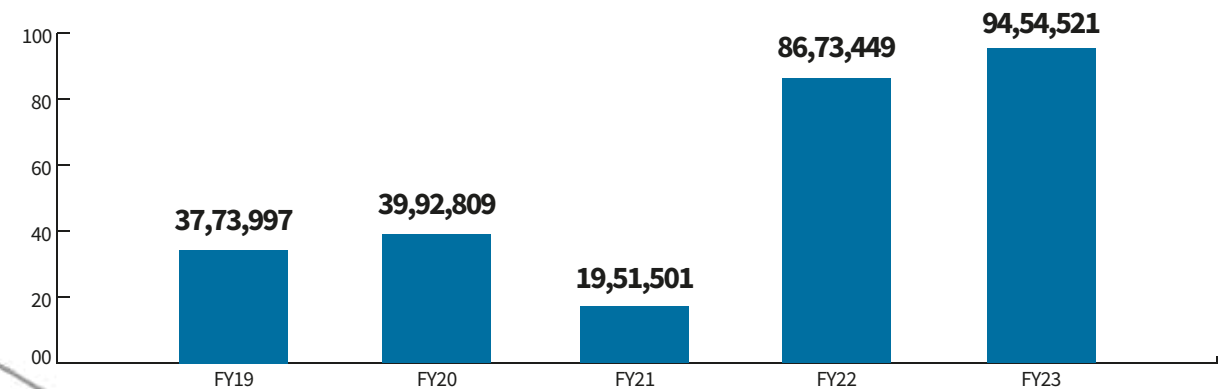
LOANS REPAID (IN CR)
SECURED BORROWINGS (IN CR)



FINANCE COST (IN CR)
% OF TOTAL REVENUE



TOTAL STEEL HANDLED (IN METRIC TONNES)



GROWTH POINTERS FOR LOGISTICS INDUSTRY

The Indian construction industry is experiencing a boom, with several large infrastructure projects underway such as the Sagarmala project, Bharatmala Pariyojana and the Smart Cities Mission. These projects require extensive logistics and MHE support, presenting a huge market opportunity for our industry. In fact, the Indian logistics industry is expected to grow at a CAGR of 10.5% between 2021-2026, driven by e-commerce, infrastructure investments and GST implementation. (Source: IBEF)

The government's initiatives to promote manufacturing and increase domestic production presents opportunities for our industry. This is because the manufacturing sector is a key end-user for MHE and logistics services. With the government's focus on 'Make in India', there is expected to be a rise in demand for logistics & MHE services for the movement of goods within the country.



GROWTH POINTERS FOR INFRA DEVELOPMENT

The Centre has allocated INR 10,00,000 Crs capital investment, a steep increase of 33% for third year in a row, to enhance growth potential of the country.



- Investment of INR 75,000 Crs, for one hundred critical transport infrastructure projects, for last and first mile connectivity for ports, coal, steel, fertilizer, and food grains sectors.
- Urban Infrastructure Development Fund (UIDF) will be established through use of priority Sector Lending shortfall, which will be managed by the national Housing Bank, & will be used by public agencies to create urban infrastructure in Tier 2 and Tier 3 cities.
- The government has allocated INR 16,000 Crs towards its Smart Cities Mission for FY24
- Construction of Dedicated New Railway line projects will be getting an allocation of INR 31,850 Crs and National High Speed Rail Corporation Limited will be allocated INR 40,184 Crs.
- The Manufacturing sector of India has the potential to reach US\$ 1 Tn by 2025.
- Industrial Capex cycle has revived owing to other initiatives such as 'Vocal for Local' and 'China +1 Strategy.'
- Launch of PM Gati Shakti Plan, a INR 100 lakh Crs national infrastructure master plan, building a foundation for holistic infrastructure.
- NHAI is coming up with 23 new highways including network of expressways and economic corridors by March 2025
- 200 low cost airports being built in next 20 years
- The Indian Government is planning to invest US\$ 1.83 Bn for development of airport infrastructure along with aviation navigation services by 2026.
- The Ministry of Ports, Shipping and Waterways aims to complete projects worth INR 2,00,000 Crs in the next financial year under the Sagarmala Programme.

GROWTH STORY

Founded in the 1980s as M/s. Tara Chand & Sons, the company initiated operations in steel trading & distribution in Jalandhar, Punjab.

1980

1991

Secured its debut service contract in 1991 from Steel Authority of India Ltd, managing the Chandigarh Stockyard.

2003

Established the Equipment Rental division in 2003, introducing mechanical cranes from the US.

Transformed into a Limited Company in February 2012.

2012

2013

Notably, in 2013, clinched a significant order for 125 machines deployment at Jamnagar Refinery.

Listed on NSE Emerge on March 23, 2018.

2018

2018-19

Achieved a milestone revenue of 100Cr+ in FY2018-19.

Expanded its fleet with over 20 Hydraulic Piling Rigs between March 2018 and 2020.

2020

2020

Procured new 400MT and 450MT cranes, venturing into turnkey execution of infrastructure projects.

Secured a record-breaking 160 Crore order from Rashtriya Ispat Nigam Limited in October 2020.

2020

2021

Constructed the first-ever working cast-in-situ pile for the Mumbai-Ahmedabad Bullet Train Project Package C6

Executed a very critical TurnAround contract for at Guru Gobind Singh Refinery, Punjab. We were the only company to deploy 19 Cranes upto 350MT capacity.

2021

2022

Distinguished by owning and deploying Ten (10) RTG cranes, a unique solution in Steel logistics.

In July 2023, acquired India's first and tallest (68 meters) Aerial Working Platform (Boomlift / Manlift).

2023

2023

Began operations as the new Consignment Agency for RINL (Vizag Steel) at Nagpur from February under a 7-year contract

In March, achieved the record high dispatch of 121 Railway Rakes amounting to 3.40 Lakhs MT of steel from Visakhapatnam Steel Plant in a single month

2023

2024

Won a new 4.5 years contract for handling and warehousing of steel at the SAIL Stockyard, Bangalore. The stockyard operations began on 1st January 2024 under the new contract

FROM THE DESK OF

CHAIRMAN



Vinay Kumar Aggarwal
Chairman & Managing Director

Dear Valued Investors,

I am delighted to announce our company's stellar performance for the quarter and 9 months ending December 31, 2023. We achieved record-breaking results, showcasing robust growth across key financial metrics. Our Q3 revenue surged by 15%, reaching ₹ 44.85Cr, with an impressive EBIDTA of ₹ 14.53Cr (+26%). Year-to-date figures are even more remarkable, with a 22% increase in revenue, reaching ₹ 127.96Cr, and a substantial EBIDTA growth of 35% at ₹ 41.30Cr and PAT soaring by 46% to ₹ 9.83Cr.

These outstanding numbers reflect our commitment to excellence and strategic vision. Looking ahead, we are focused on nation-building initiatives, emphasizing steel logistics, industrial capacity expansion, and infrastructure development. As we continue this journey, we aim to contribute significantly to India's overall growth story.

This success underscores our commitment to nation-building and positions us optimally for sustained growth.

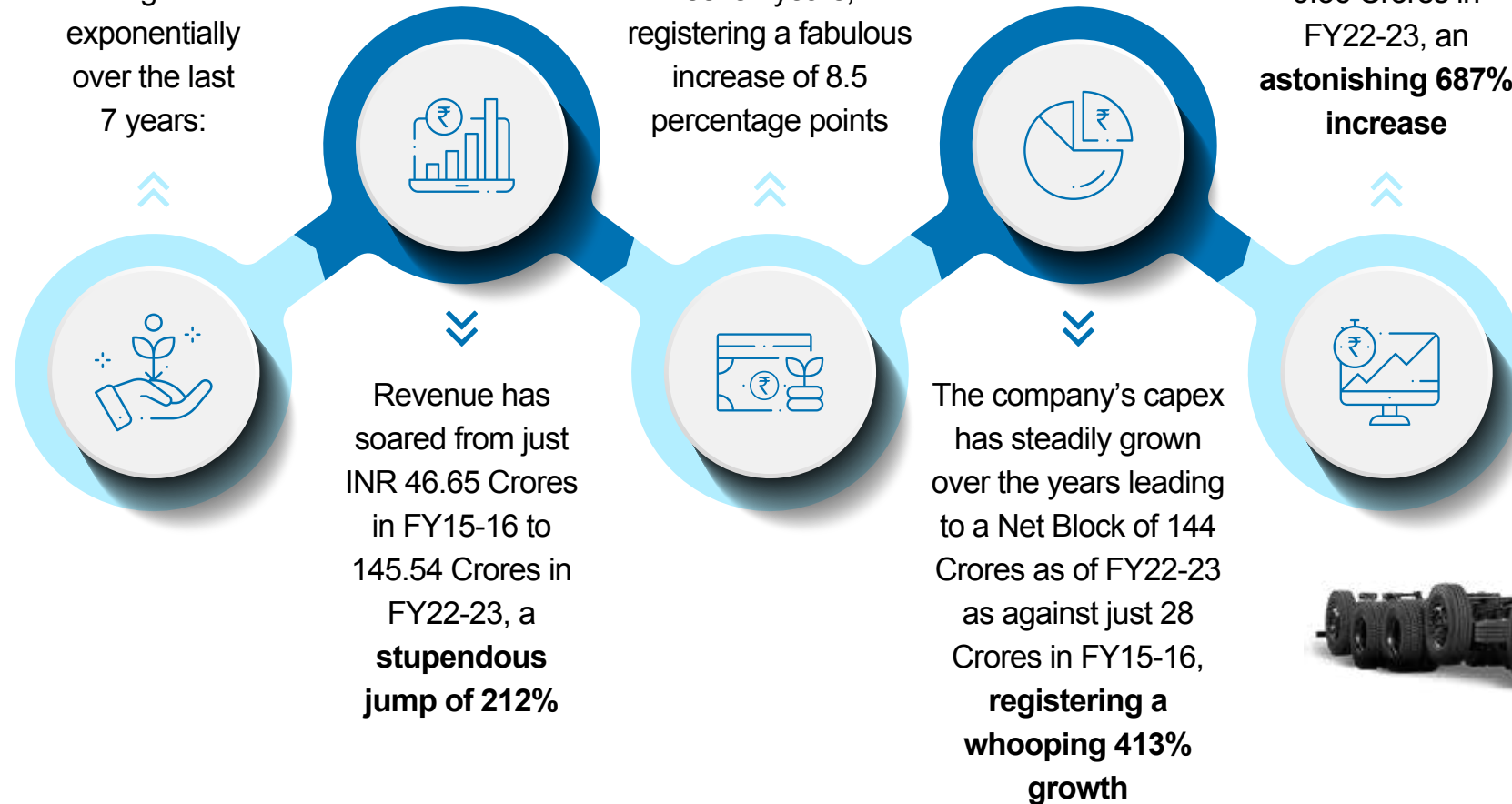
Our vision is clear and our commitment unwavering, as we aim to create sustainable value for our shareholders and play a pivotal role in India's growth trajectory.

As always, Thank you for your continued faith and support!

EXPONENTIAL BUSINESS GROWTH



Company has grown exponentially over the last 7 years:



BOARD OF DIRECTORS



Mr. Vinay Kumar,
Chairman & Managing Director

Vinay Kumar, aged 60 years, is the Chairman & Managing Director of our Company. He is a Graduate from Guru Nanak Dev University, Amritsar, Punjab. He is also the Promoter of our Company and associated with our Company since inception. He is a first-generation entrepreneur who has a rare combination of business insight and execution capability. He has been a pioneer in getting number of innovative features implemented in the Steel Logistics segment of the company. He is the real driver behind the company's thrust for Think New Act Now.



Mr. Ajay Kumar,
Whole Time Director

Ajay Kumar, aged 57 years, is the Whole Time Director of our Company. He is a Matriculate by qualification. He is also the Promoter of our Company and associated with our Company since inception. He has shouldered the responsibility of building the company brick-by-brick. He has nurtured various client relationships and managed finances in his 30 years of Industry experience. He has an innate ability to keep a strict tab on cost control and profitability.



Mr. Himanshu Aggarwal,
Whole Time Director & CFO

Himanshu Aggarwal, aged 37 years, is the Executive Director of our Company. He is also currently the Chief Financial Officer of our Company. He has been associated with our Company since November 01, 2017. He holds a Bachelor of Science degree in Biomedical Engineering from Northwestern University, Chicago, USA. He is currently focused on the finance, commerce and accounts functions of our Company. He is responsible for providing leadership to all business development goals and operational execution of the company. He is responsible for the overall strategic decision making of the Company.

BOARD OF DIRECTORS



Mr. Sant Kumar Joshi,
Non-executive independent Director

Mr. Sant Kumar Joshi, aged 69 years is the Non-Executive Independent Director of our Company. He is appointed as an Additional Director of the Company w.e.f. April 22, 2019 by the Board of Directors of the Company. He is a retd. IAS officer with more than 37 years of experience in public administration, people, process, problem solving and improved organizational performance in various capacities in the Government of Haryana.



Mr. Divakar Hebbar Kapoli, Non-executive independent Director

Mr. Divakar Hebbar Kapoli aged 61 Years is the Non-Executive Independent Director of our Company. He is appointed as an Additional Director of the Company w.e.f. 18th August, 2022 by the Board of Directors of the Company. Mr. Divakar holds a Diploma in Mechanical Engineering and since March 1982 he has been associated with L&T in their Construction group till retirement [1 July 2019]. He retired as Senior Deputy General Manager in Plant & Machinery dept and worked in various capacities in various locations including major projects, Cluster offices, Mumbai and in HQ, Chennai. He has a vast experience in Equipment Management, Repairs and Maintenance, Equipment hiring and evaluation of vendors, Staff training etc



Ms. Neelam P Kasni,
Non-executive independent Director

Ms. Neelam P Kasni, aged 66 Years is the Non-Executive Independent Director of our Company. She is appointed as an Independent Director of the Company w.e.f. 07th October, 2022 by the Shareholders of the Company. She holds a Postgraduation degree in Economics and is a retd. IAS officer. Her area of eminence was Civil Administration, Governance, Law, Social Justice and her present occupation is social work, after superannuation from the Haryana Government.

BOARD OF DIRECTORS



Mr. Suresh Kumar Thapar, Non-executive Independent Director

Mr. Suresh Kumar Thapar aged 62 years is the Non-Executive Independent Director of our Company. He is appointed as an Independent Director of the Company w.e.f. 07th October, 2022 by the Shareholders of the Company. He is a Masters in Commerce and has over 39 years of experience in Banking consisting mainly Corporate Credit (over 15 years)- both Large and Medium, SME Business, Retail Banking Operations, Business Development, Credit Administration, Branch Administration. Currently, he is working with Chartered Finance Management Pvt. Ltd. who is into Syndication and Resolution of companies accounts by way of Restructuring and OTS.



Mr. Ashok Kumar Goel, Non-executive independent Director

Mr. Ashok Kumar Goel aged 72 years is the Non-Executive Independent Director of our Company. He is appointed as an Independent Director of the Company w.e.f. 10th March, 2023 by the Shareholders of the Company. He holds an Msc.(Honours) in Geology along with Bachelors in Law. He is a retd. IAS officer with an extensive experience in warehousing that he acquired during his time as Managing Director of the Punjab State Warehousing Corporation.



Mrs. Perna Sandeep Agarwal, Non-executive Director

Perna Sandeep Agarwal, aged 37 years, is the Non-Executive Director of our Company. She holds a Bachelor's Degree in Science from Mumbai University. She has been associated with our Company since August 20, 2014.

OUR GEOGRAPHICAL PRESENCE

Head Office in Chandigarh

Corporate Office in Navi Mumbai

Branch Offices in

Nagpur, Visakhapatnam,
Bangalore & Jamnagar

Site Offices/Depots at

Surat, Vadodara, Paradip, Jamshedpur,
Indore, Jammu, Hyderabad & Chennai

Operations in 21 States/UTs:

J&K, Himachal Pradesh, Haryana, Delhi,
UP, Uttarakhand, Rajasthan, Gujarat,
Maharashtra, Karnataka, Kerala, Tamil
Nadu, Orissa, Andhra Pradesh,
Chattisgarh, Madhya Pradesh, Jharkhand,
Bihar, Assam, Telangana & Meghalaya.



FLEET SIZE



74

Large Cranes
50-800 MT



25

Piling &
Earthwork



80

Trailers
30-55MT



10

Aerial
Platforms
38 - 68mtrs



56

Pick n Carry
Cranes
12 - 20MT



10

Rubber Tyre
Gantries
40-60 MT



3

EOT & Gantries
10-20MT



25

Steel
Processing
Machines



5

Concrete
Equipment



19

Miscellaneous

SERVICE OFFERINGS



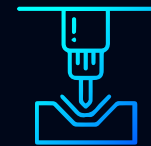
Warehousing & Logistics

The company is a leader in steel warehousing and logistics with almost 4 decades of experience and expertise.



Equipment Rentals & Infrastructure Works

The company is a leading service provider in the construction and infrastructure industries. The company operates large complex machines to execute critical jobs at client sites spread across various sectors like urban infra, railways, steel, cement, oil & gas, renewable energy, roads and highways.



Steel Processing & Distribution

The company acquired advanced machinery for the processing of TMT rebars used in construction activities. The services are provided by the company on client job-sites on a customized basis and this service is a horizontal integration to the company's steel logistic solutions.

SECTORAL SERVICE OFFERINGS



Railway Infrastructure : Leaders in deploying specialized cranes, hydraulic piling rigs and concrete equipment along with experienced operating crew on rental basis for the smooth execution of construction of High Speed Rail and Metro Rail projects across the country. Our expert team ensures that all operations are carried out with utmost safety with the highest industry standards. The company also executes back to back piling works and heavy pre-cast erection works on contractual basis in an efficient manner leading, thus supporting the timely completion of these complex construction projects



Oil and Gas : This sector presents unique challenges due to the sensitivity of the environment in which the work has to be carried out. The company provides suitable solutions through its experience team and vast range of equipment, especially cranes and aerial working platforms, to cater to the demanding needs of this sector. Service offerings are specifically targeted to meet the fast-paced demands during the critical Shutdown operations of the refineries and petrochemical plants. This sector is primarily served by the Equipment Rental vertical through deployment of cranes, piling rigs, aerial working platforms and trailers on operating lease basis.



Power : The company's vast range of equipment is deployed at various power projects to meet the crucial and unique requirements of this sector. Similar to other sectors, the solutions are customized to ensure the highest level of client satisfaction.



Roads & Highways : Company offers a wide range of cranes, piling rigs and concrete equipment to serve the varying needs of complex projects like the construction of roads and highways. Additionally, the company's trailers are used for movement of materials within the project limits, which usually run into a few kilometres. Steel Processing solutions are provided on-site as per client's requirements. The solution is tailored to meet the project's specific demands.



Cement : The company provides suitable cranes and solutions for execution of the critical heavy lifts involved in construction of new cement plants or in the maintenance activity of the existing plants. Also, piling rigs are deployed in the civil construction activity of new buildings in these plants. The company's cranes and aerial working platforms are used for erection or maintenance of important plant equipment like mills, silos, crushers etc.

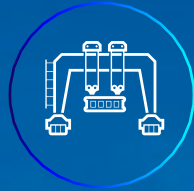


Steel : The company is a pioneer in steel handling and logistics. It deploys its cranes, usually 15MT to 40MT capacity range, along with trailers for execution of key activities i.e. unloading, stacking, and loading at the clients' stockyards. A dedicated team of industry experts along with suitable contractual workers execute the stockyard operations. A large fleet of trailers is deployed for transportation of steel in the plant premises and also for movement of steel products like coils, rebars, rounds, structurals from plants/stockyards to various destinations across the country. The company's equipment rental vertical also contributes significantly to this sector through the deployment of large cranes and aerial working platforms for various mechanical erection activities involved in the construction of new steel plants. Additionally, the company provides customized solutions for upkeep and maintenance of the existing plants. Steel processing solutions are provided for the end-user clients and are customized as per the demand. The company provides solutions at client sites or through its associate processing units close to the end-user's demand site.

COMPANY'S USP



Young fleet of machines, with average age within 5 years. This is a key factor for client preference in hiring our machines.



The only private service provider in India to own and deploy 10 Rubber Tyre Gantry (RTG) cranes used in efficient, cost-effective steel handling operations.



Four decades of experience in managing Steel Plant operations



Innovative purchase systems leading to low cost of purchase with the best terms, especially for large equipment & machines



Well-balanced mix of machine types & capacities to cater to a vast group of clients, diversified in various sectors.



Very strong banking relationship of more than four decades with an excellent track record leading to lowest cost of finance among industry peers



Large network spread across 21 states in India



Strong Presence in all zones of India i.e. North, East, West & South

FUTURE PLANS



Focus on acquisition of large tonnage cranes and higher capacity Piling Rigs and Aerial Platforms



Company aims to continue capacity addition to meet the rising demand, especially for the industrial capacity expansion projects.



Company is actively pursuing opportunities to take up EPC projects, primarily focusing on civil and mechanical construction of buildings



Company remains committed to delivering growth as witnessed in 9Months FY24 results



OUR ESTEEMED CLIENTS

 ADITYA BIRLA GROUP	 Reliance Industries Limited	 LARSEN & TOUBRO
	 KEC KEC INTERNATIONAL LIMITED	 HMEI Energising a Brighter Tomorrow
	 vedanta transforming for good	
	 बी एच ई एल BHEL	 AFCONS AFCONS INFRASTRUCTURE LIMITED
 NAYARA ENERGY		 ओ एन जी सी ONGC
 सेल SAIL	 VIZAG STEEL	 TATA TATA PROJECTS LIMITED





Corporate Office : Site 6, Sector 10E, Kharghar-Taloja Link Rd,
Roadpali, Kalamboli, Navi Mumbai 410 218

Head Office : 342, Industrial Area, Phase 1, Chandigarh 160 002

Email : info.ho@tarachandindia.in | **Call :** +91 814 666 8129

