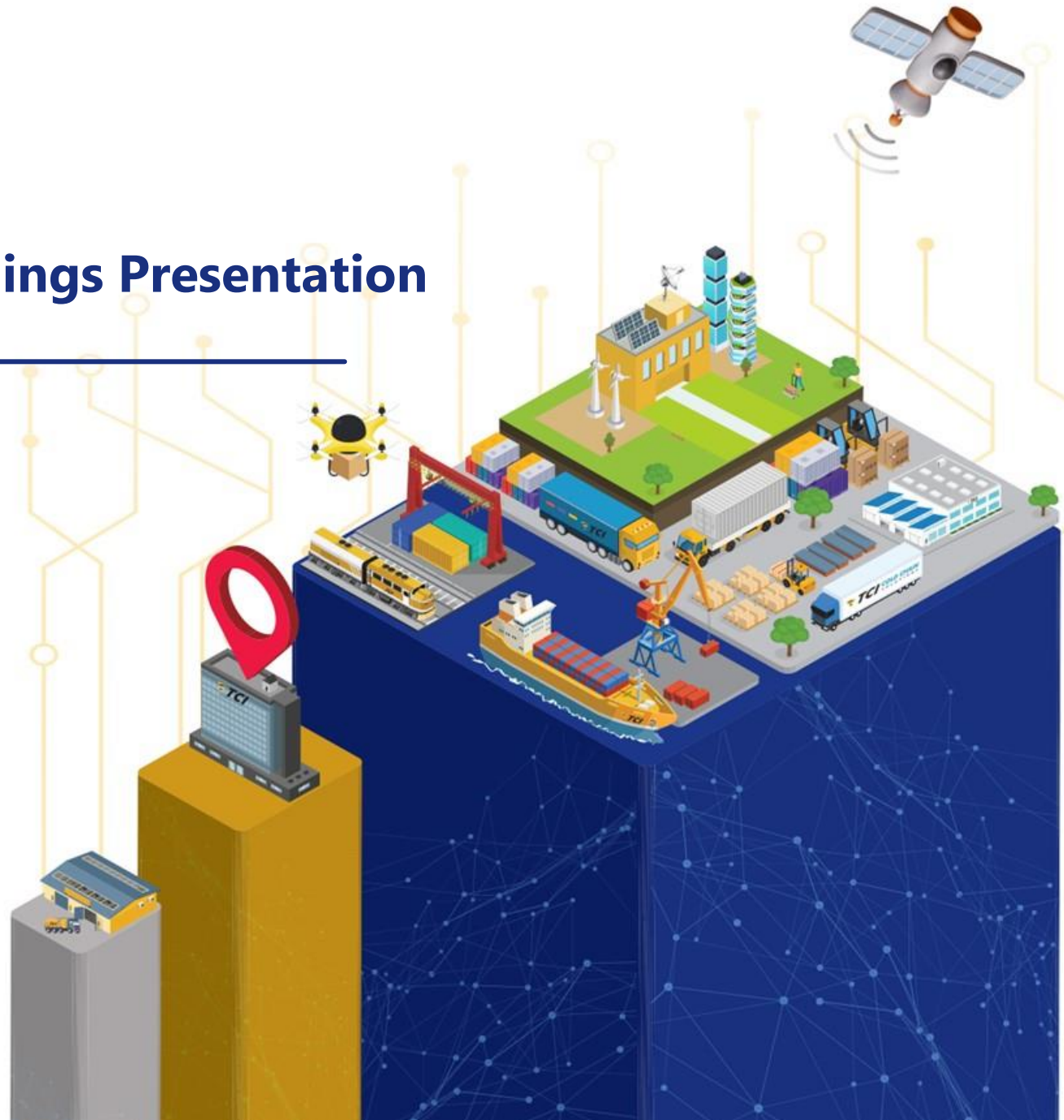
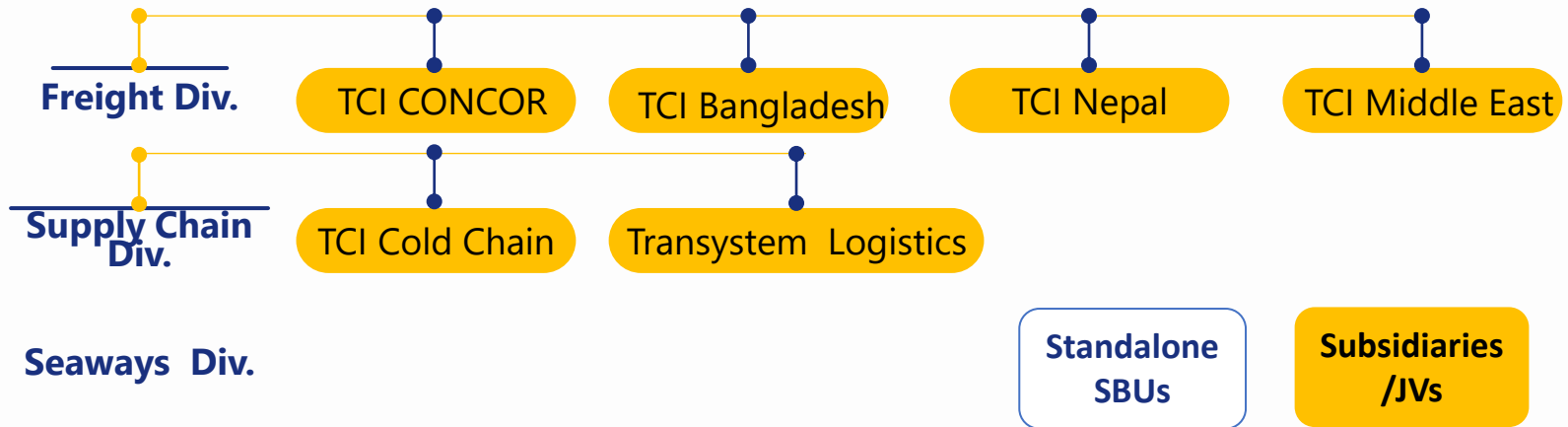


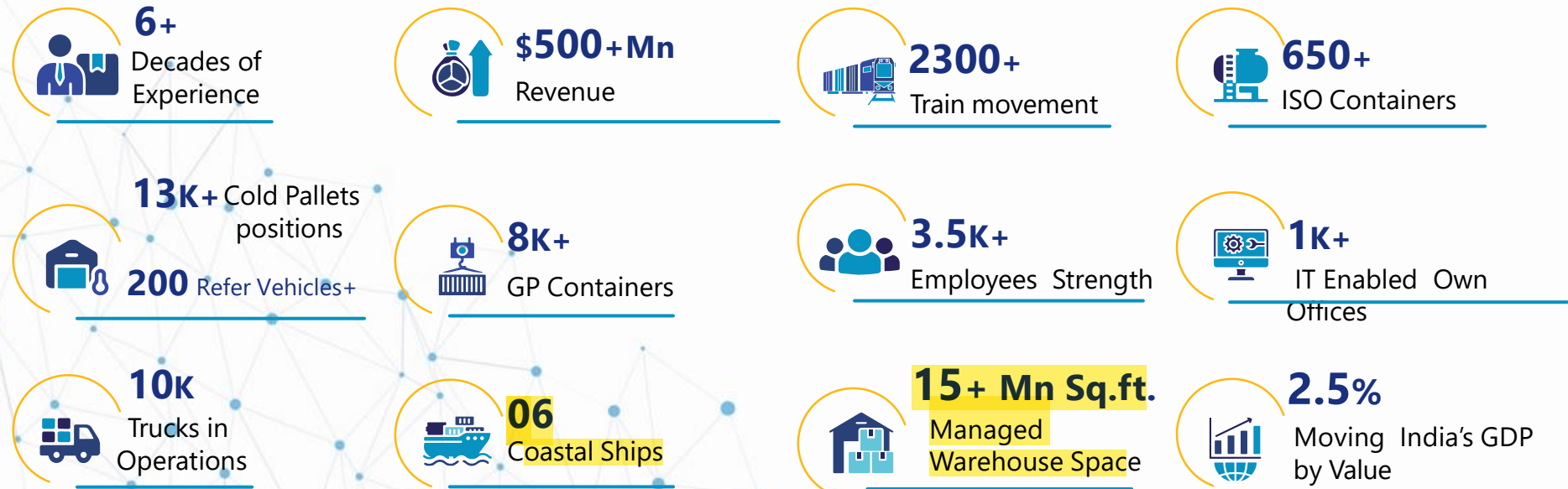
Q1FY25 Earnings Presentation



TCI: Consolidated Corporate Overview



Integrated Strengths



Growth Drivers to **Logistics Industry**



Govt. & Policy Enablers

- Continuous policy level intervention with National Logistics Policy
- Budgetary support to modernize logistics infrastructure: ports, DFC, roads, MMMP
- Increasing digitization of logistics data through ULIP and associated portals



Customer Demand & Market Growth

- Growing domestic & foreign customers
- Swift adoption of quick commerce/omni channel by digital native population
- Growing Demand for differentiated logistics services
- High demand for warehousing & value-added logistics services



Industry & Investments

- Increasing FDI & PE/VC funding in logistics
- Massive manufacturing spurt in high-value critical technology sectors through PLI
- Increasing Exim oriented manufacturing and integration with global supply chains

Company Strategy : **Everything Logistics**

Our Unmatchable Strengths



Wide Range
Of Services



Strong Multimodal
Capabilities &
Network



Technology & Automation
Driven
Operations










Presence Across
High Growth
Industry Sectors

Wide range of Services under **Single Window**

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
-  Cold Chain services
-  SAARC + CHA



Customised Solutions



- 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 ++
- Metals & Minerals



Benefits For Customers



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

Strong Multimodal Capabilities & Network

Rail



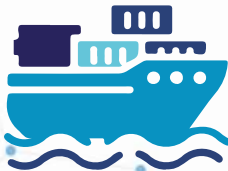
- Full Rake movements in **Q1 FY25 539**
Vs 562 in Q1FY24
- 3 own AFTO rakes
- Handling at 60+ Terminals, Railway Sidings, in plant
- Cross Border movement



Road

- 10000+ Trucks under Operation
- 25 Strategically placed Hubs
- 65 Yards service last mile for finished goods
- Branches covering most districts
- Cross Border movement across SAARC

Coastal



- 6 own Ships Deployed
- 78000 DWT Capacity
- 8500+ GP Containers
- 7 out of 13 major ports serviced



Cargo Moved

- **Q1 FY25 TEUs Handled: 34069 Vs 33670 in Q1FY24**
- 184000+ Green points earned



Technology & Automation Driven Operations



Core Business

- Enterprise Resource Planning
- Freight Exchange & Order Management
- Supply Chain Logistics & Warehousing
- Coastal Shipping
- Cold Chain Logistics & Warehousing
- Rail Logistics
- Route Planning & Optimization
- FMS, WMS, TMS, VTS, E-way, E-Invoice GST



Customer & Supplier Relationship

- Supplier Performance & Management System
- Customer Relationship Management System
- Human Resource Management
- WhatsApp Business
- Digital Control Tower
- Customer & Supplier Mobile App



System & Cyber Security

- Web Application & API Protection Firewall
- Endpoint Detection & Response
- Advance Threat Protection
- High Availability Disaster Recovery
- SSL, Security Protocols & Policies



Digitalization & Automation

- Robotic Process Automation
- Predictive Analytics
- Business Intelligence Tool
- Machine Learning
- Artificial Intelligence
- Deep Learning
- Natural Language Processing (NLP)



Configuration & Integration

- External & Internal API's & Microservices
- GPS & GIS Services
- IOT : RFID, Temperature, Barcode etc.
- Bidirectional Communication Protocol
- Unified Logistics Interface Platform
- GPS Devices
- Electronic Data interchange



Infrastructure & Database

- Diversified Operating system and databases
- Data Warehouse Management
- Relational & Non-Relation Database
- Version Control & Repo. System
- Cloud Computing Services
- Layered Architecture

Presence across High Growth Industry Sectors

Engineering and Industrial



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

Automotive (Mobility and Industrial)



- Untapped 4W market, 3% penetration vs 22% in China. India is 4th largest market
- Rising middle class population
- Infrastructure spend

Metals and Construction Material



- Increasing Investment in Core sector
- Infrastructure development

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

Chemical and Pharma



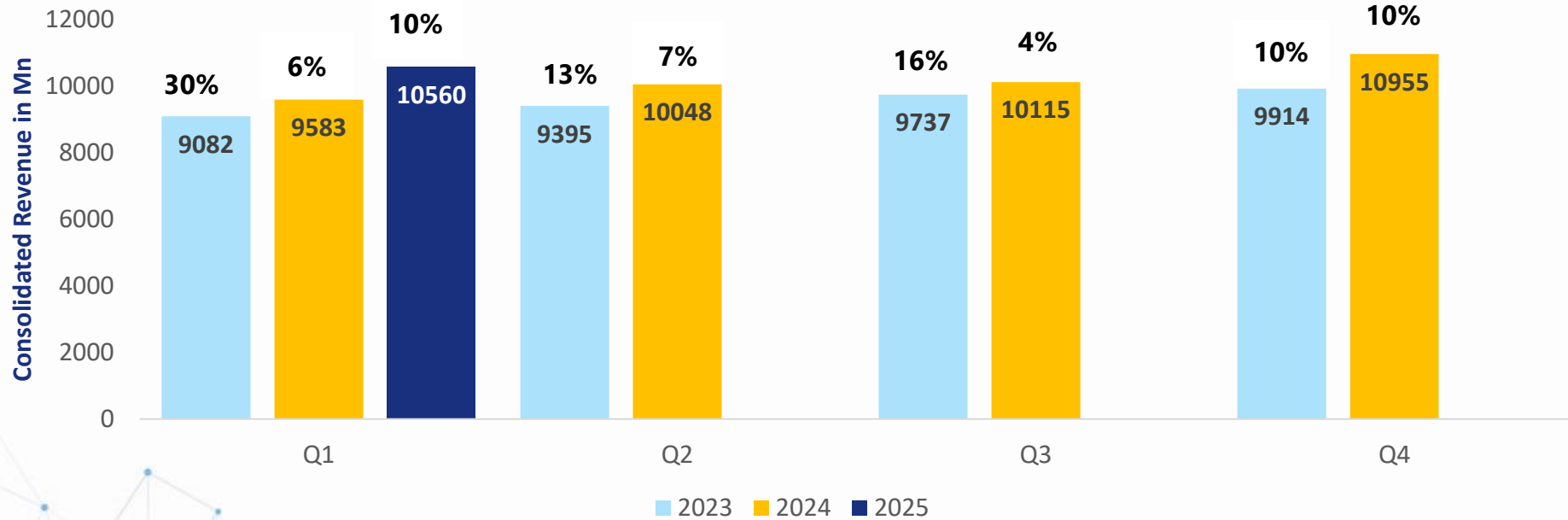
- Increasing demand for specialty chemicals
- Rising awareness about health care

Agriculture, Food grains



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

Key Highlights



- Growth momentum continued amidst mixed sectorial trends.
- Remained resilient to moderate trends with well-diversified service offerings and multi sectorial presence and wide customer base
- Net borrowing remained at zero with additional cash surplus

TCI Freight Division: Industry Nature & 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: **Our Edge**

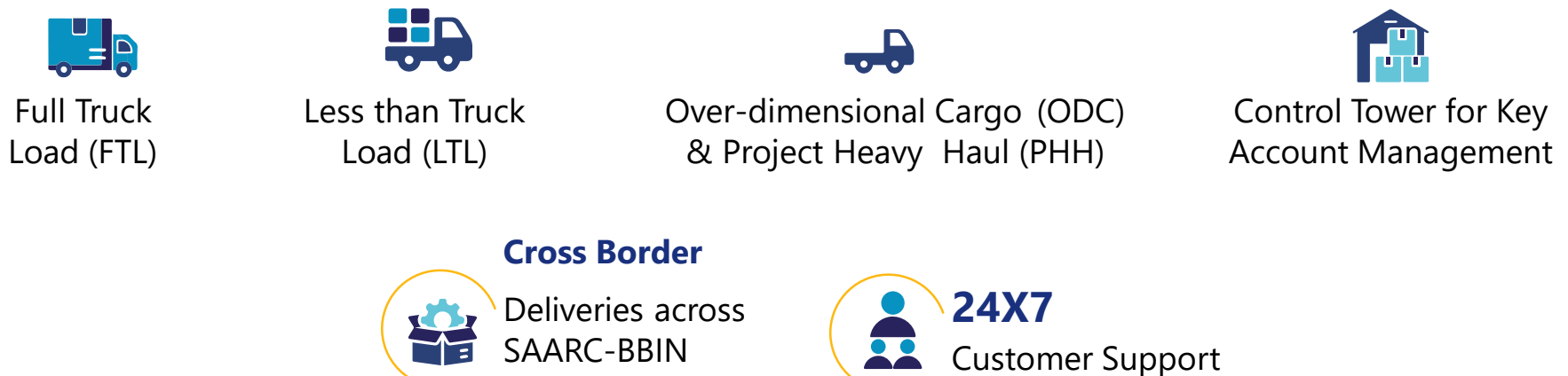
Integrated Surface Transport Solution

Hub & Spoke Model

25 strategically located hubs across India that enables TCI Freight to widen its distribution network and enhance reliability in cargo consolidation and transportation.



Our Services

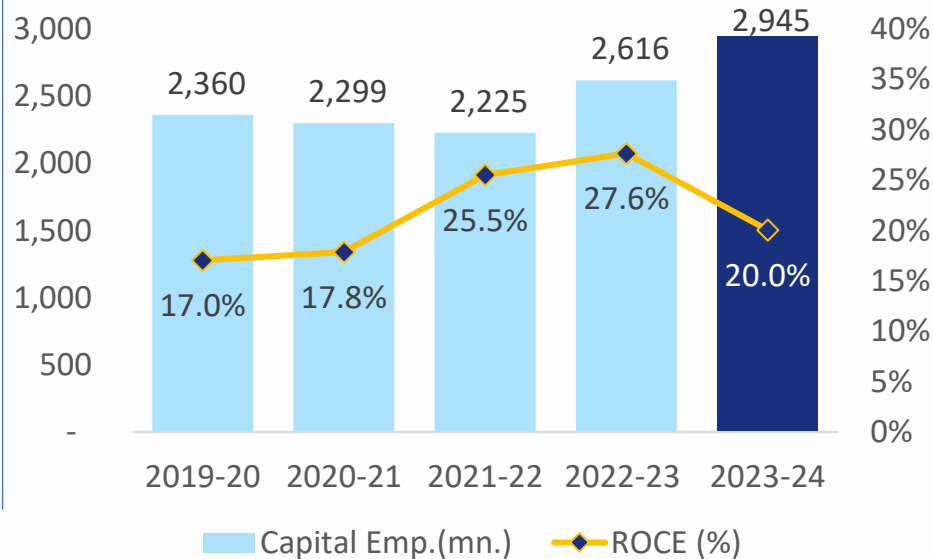
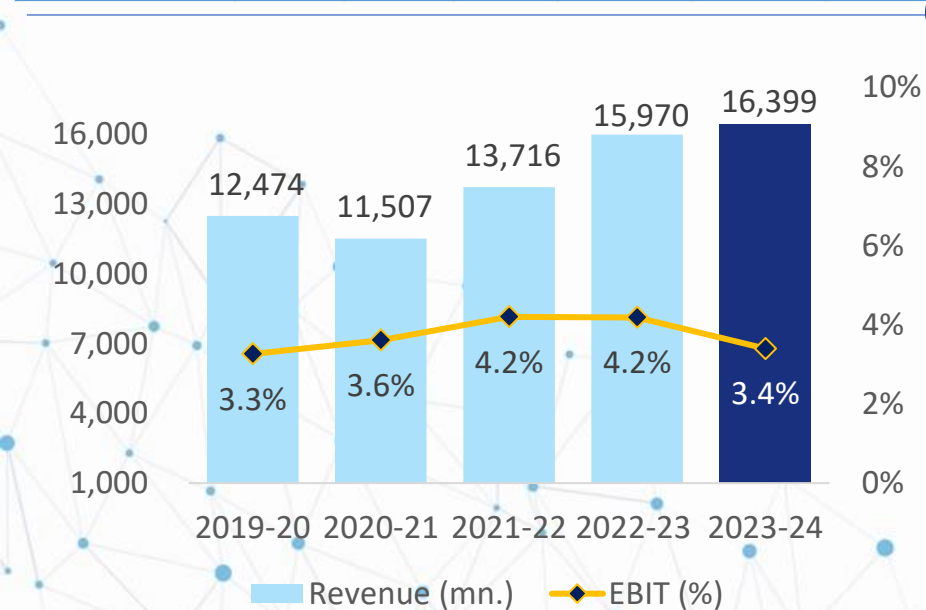
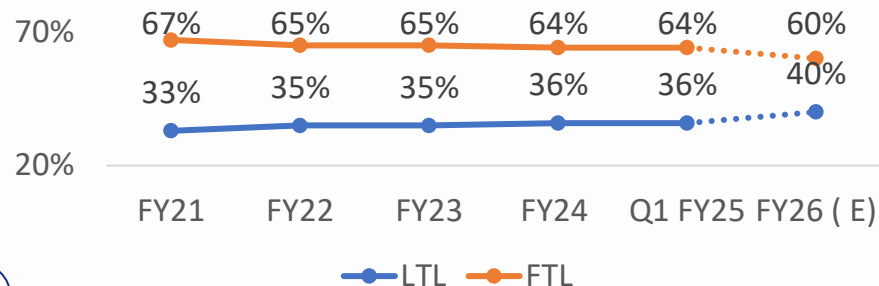


TCI Freight Division: Key Operational Highlights

Fig in Mn

Particulars	Q1 FY25	Q1 FY24	Gr%	FY24	FY23	Gr%
Revenue	4189	3956	5.9%	16399	15970	3%
EBDITA	148	148	0.1%	605	710	-15%
% to Revenue	3.5%	3.7%		3.7%	4.4%	
EBIT	134	137	-1.6%	557	669	-17%
% to Revenue	3.2%	3.5%		3.4%	4.2%	

- Moderate growth amid weakness in Infra and capital goods sectors
- Impact on Margins and ROCE
- Continued focus on network expansion to increase LTL with 15 new branches opened



TCI Supply Chain Division: Industry Trends

Industry

- Market Size USD 12 Bn
- Relatively less fragmented with relatively 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: **Our Edge**



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



5,500+

Vehicles under Operation Owned: 1100+



65

Yards Managed



1250+ Mn

Production Logistics Parts Handled



150+

Trains Operated per Month



15+ Mn Sq. ft.

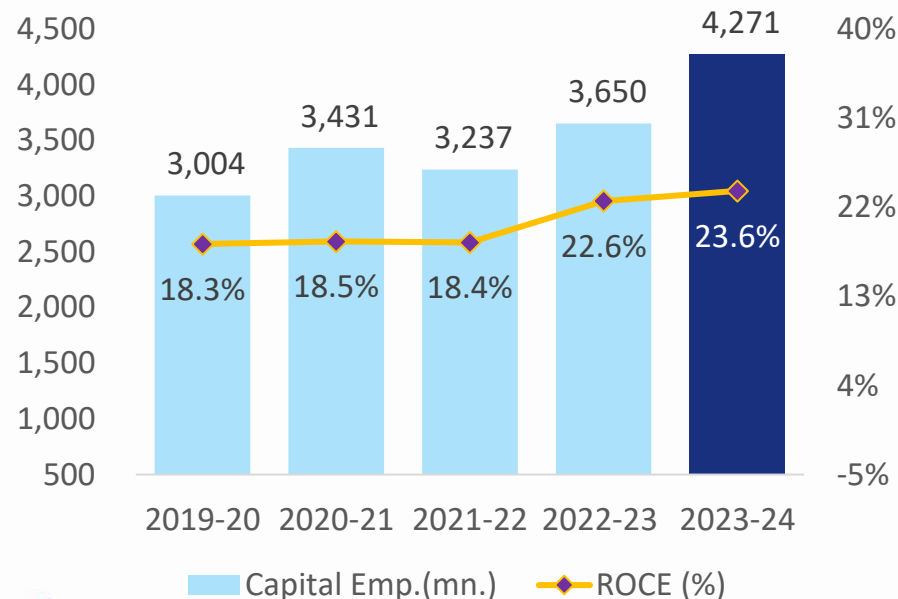
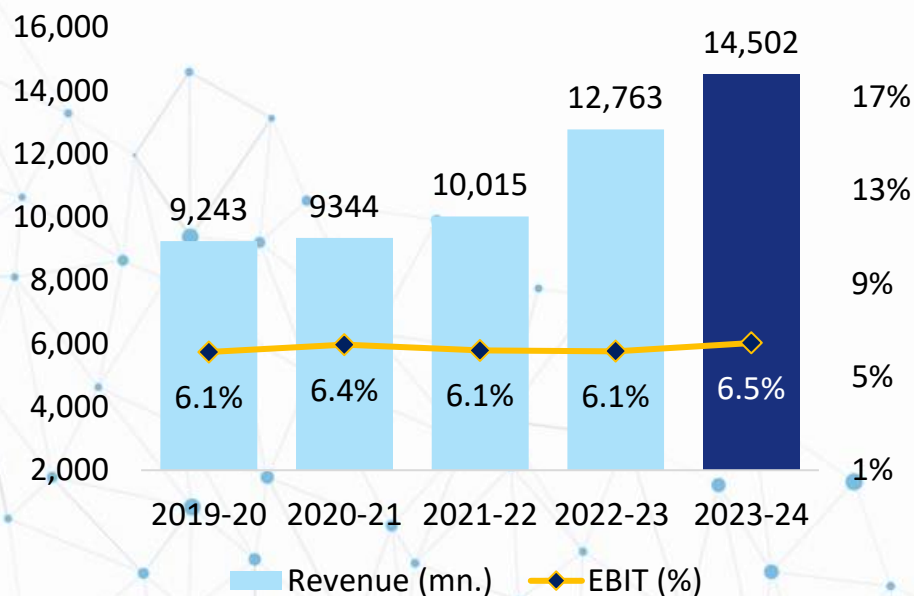
Warehousing Space Managed

TCI Supply Chain Division: Key Operational Highlights

Fig in Mn

Particulars	Q1 FY25	Q1 FY24	Gr%	FY24	FY23	Gr%
Revenue	3860	3460	11.6%	14502	12763	14%
EBDITA	357	320	11.7%	1382	1201	15%
% to Revenue	9.3%	9.2%		9.5%	9.4%	
EBIT	238	216	10.4%	936	778	20%
% to Revenue	6.2%	6.2%		6.5%	6.1%	

- Growth momentum continued amidst mixed uptrends in automotive.
- Good traction in warehousing and multimodal services & expansion of hub & spoke network for auto
- Capex of 900 Mn for purchase of trucks
- Margins remained resilient to various cost pressures



TCI Seaways Division: Industry Trends

Industry

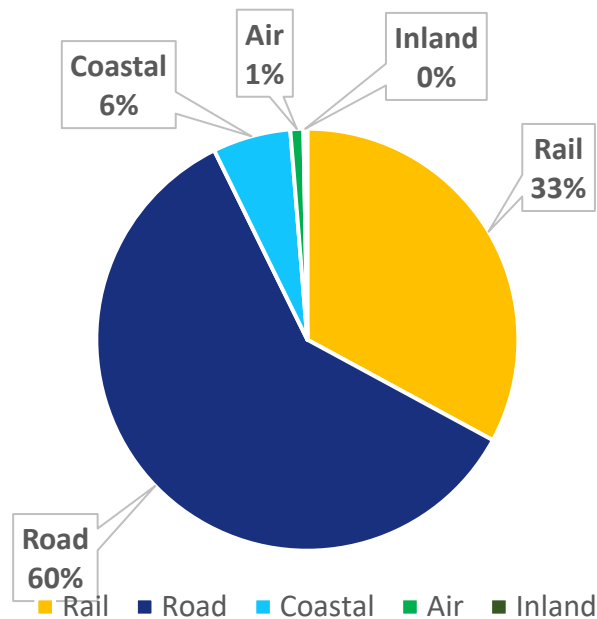


- US\$120 billion Investment
- 6+ Mega Ports
- 14+ Coastal Economic Zones
- Industrial Zones near Ports

Growth Drivers



Waterways :
6% of transportation modal mix



- GOI push for infrastructure development around ports and share of coastal shipping in overall logistics
- More SEZs , Multimodal Logistics Park and Warehousing zone near ports
- Push for green logistics

TCI Seaways: Our Edge

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)



06

Domestic Coastal Ships



8,500+

Own Multipurpose Marine Containers

77,975 DWT

Total Capacity



7

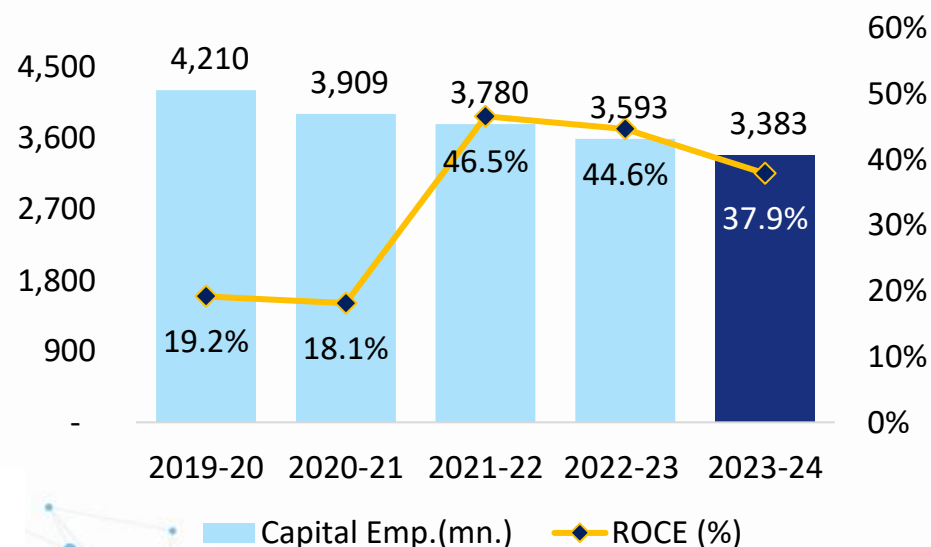
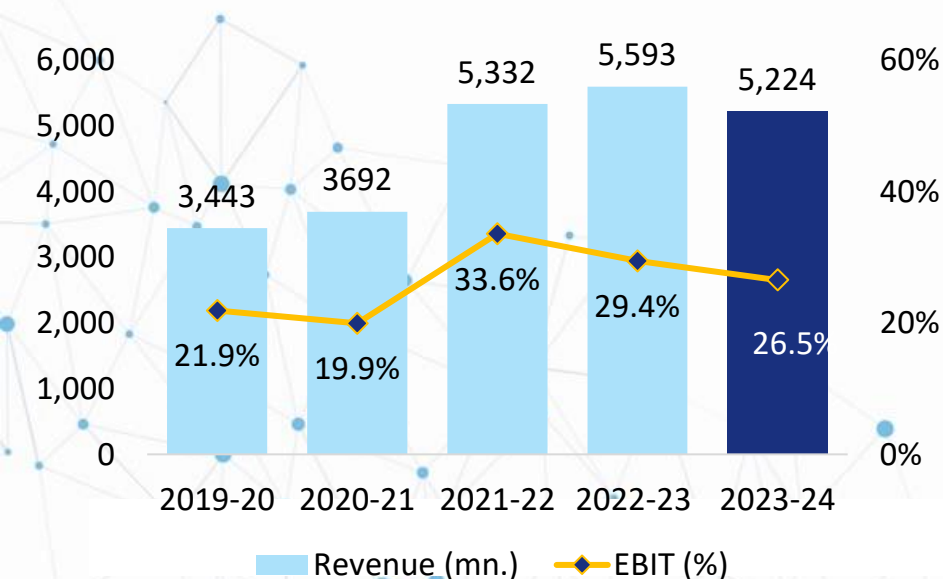
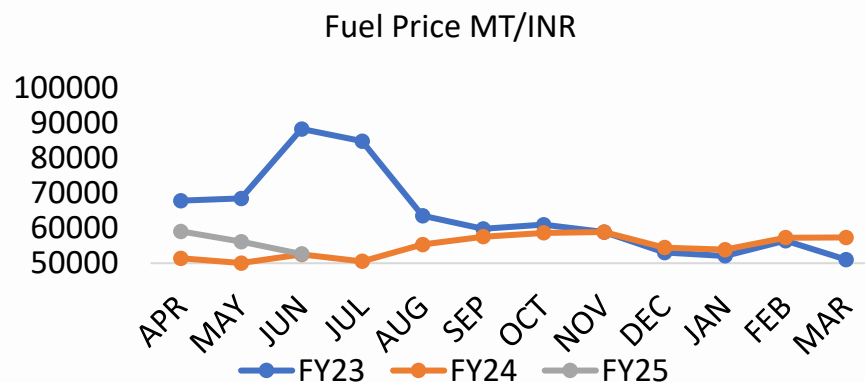
Out of 13 Major Ports Served

TCI Seaways Division: Key Operational Highlights

Fig in Mn

Particulars	Q1 FY25	Q1 FY24	Gr%	FY24	FY23	Gr%
Revenue	1339	1173	14.1%	5224	5593	-7%
EBDITA	535	544	-1.7%	2091	2345	-11%
% to Revenue	39.9%	46.4%		40.0%	41.9%	
EBIT	403	366	10.2%	1385	1645	-16%
% to Revenue	30.1%	31.2%		26.5%	29.4%	

- Recovery in freight rates and increase in return cargo
- 2 dry docks completed in this quarter
- Avg .Fuel price up by 8-9% from LY levels



TCI's Joint Ventures

Figures in Mn.

Q1 FY25 (FY24)

TCI CONCOR
 Multimodal Logistics Solutions

TCI COLD CHAIN
 SOLUTIONS



Revenue

868 (3456)

219 (809)

2646 (10099)

Y-o-Y Growth

13.8% (13.4%)

34.4% (34.6%)

17.5% (45.9%)

Capital Employed

600 (608)

780 (763)

3377 (3373)

Strategic Partner's Share

49%

20%

51%

Key Operational Highlights

Operates on asset-light model Building upon its capabilities of integrated multimodal logistics solutions Chemicals, Food Grains, Metals etc.

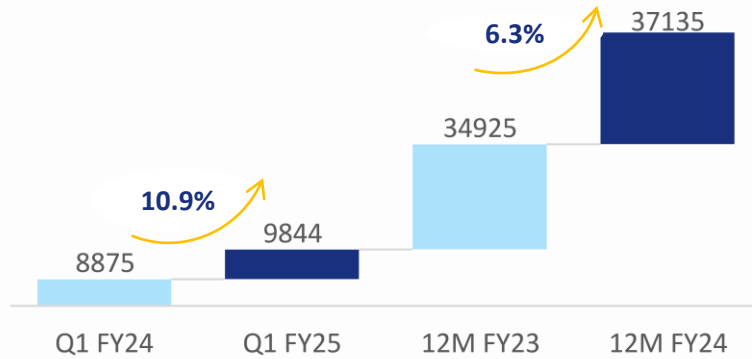
Cold chain services to cater temperature control Warehousing, Primary & secondary distribution requirements.

Focused on automotive logistics of Japanese clients

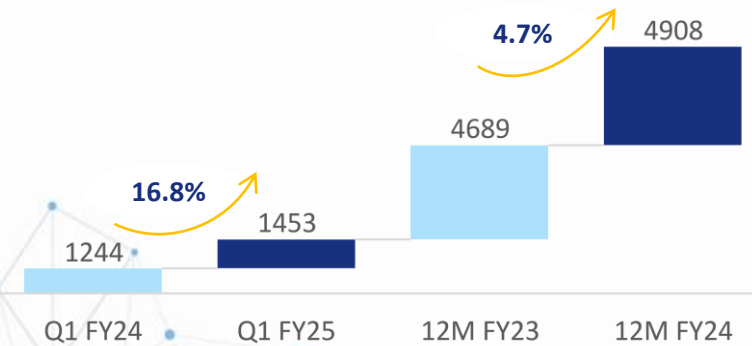
Fig in mn.

STANDALONE

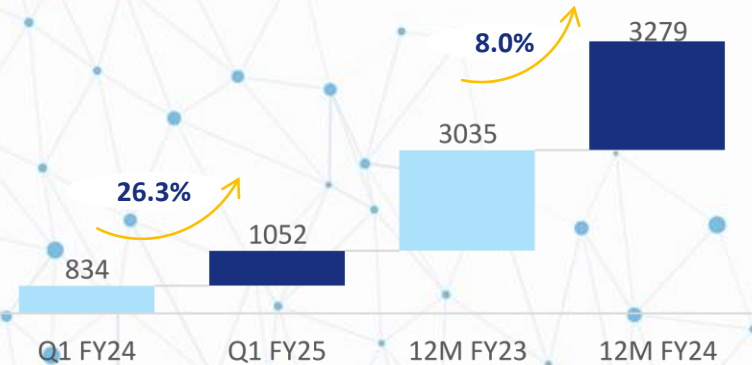
REVENUE



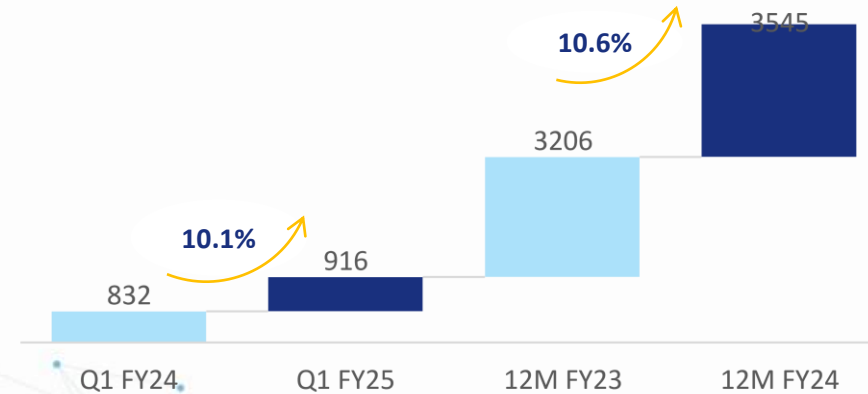
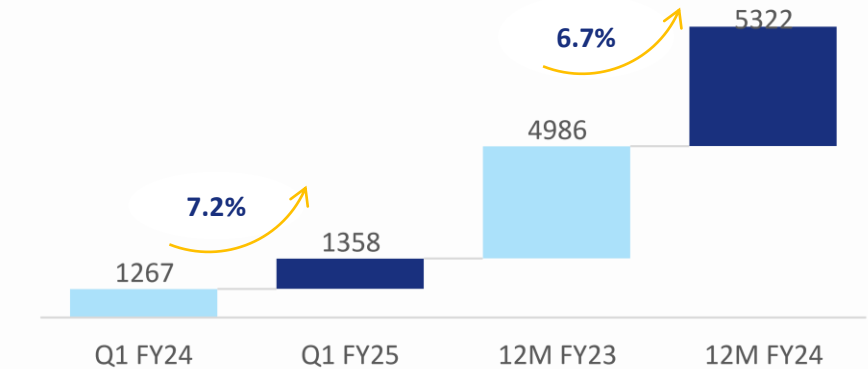
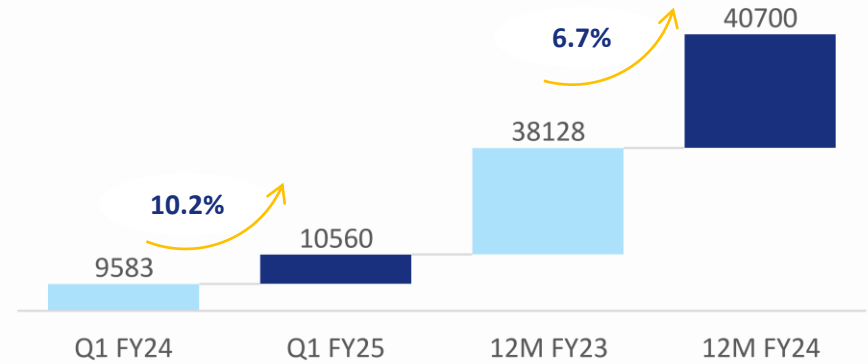
EBDITA



PAT



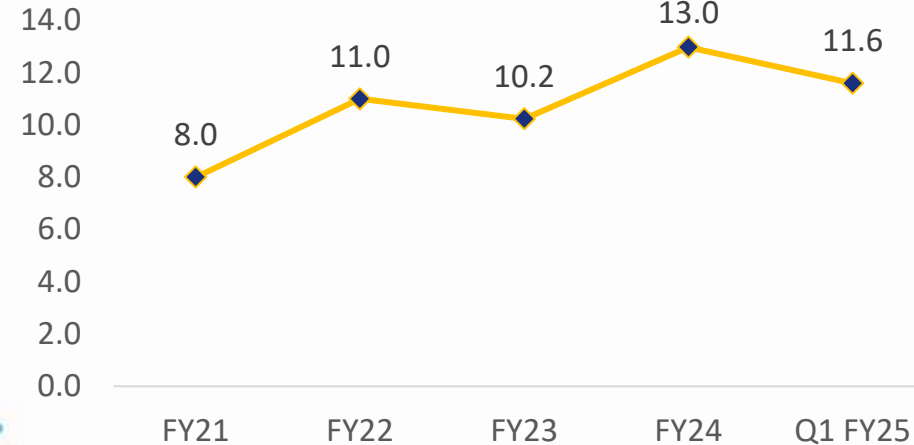
CONSOLIDATED



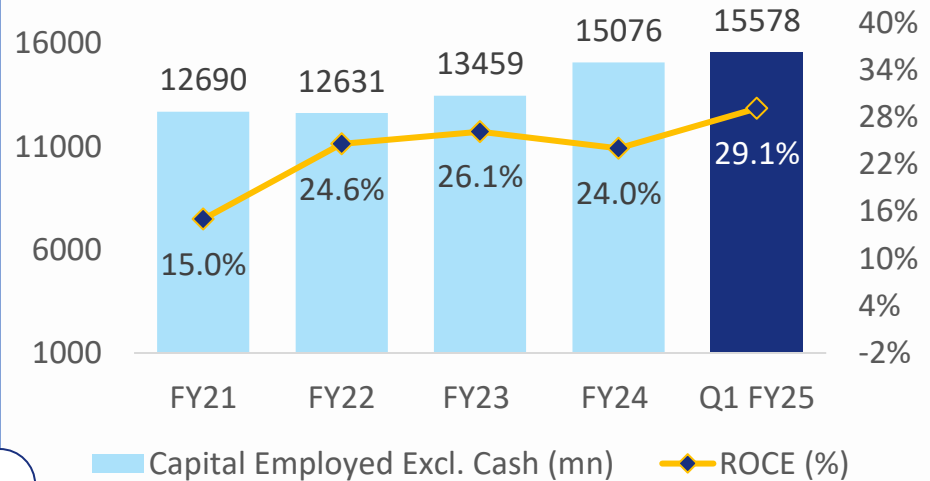
Consistent performance: Key financial Indicators

Figures in Mn

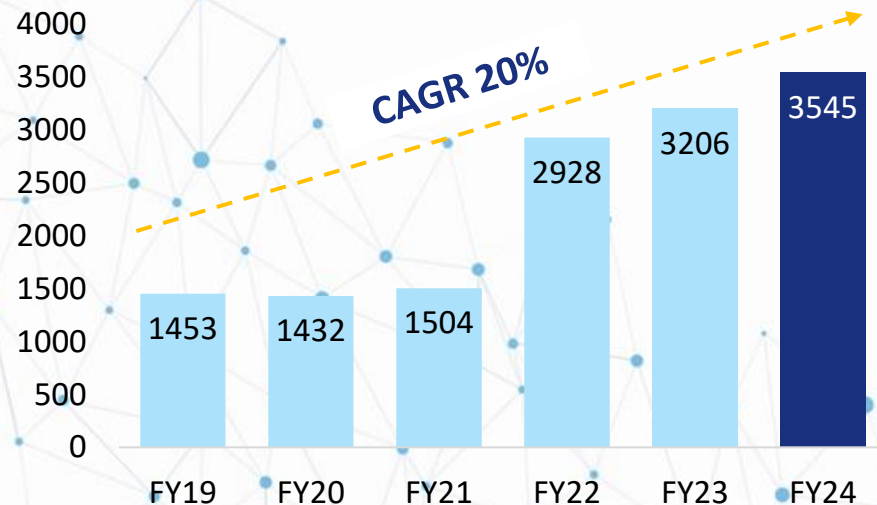
EV/EBIDTA



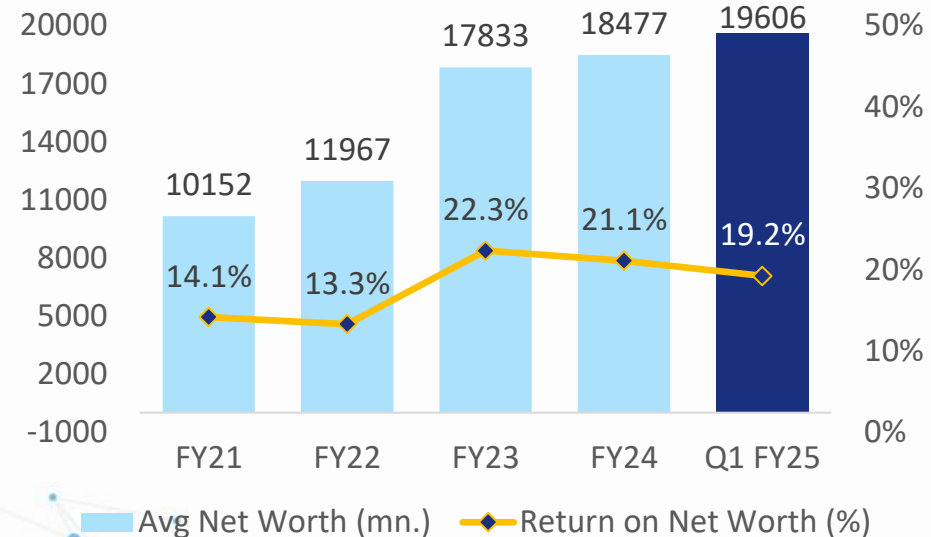
Return on Capital Employed



Consolidated Profit After Tax



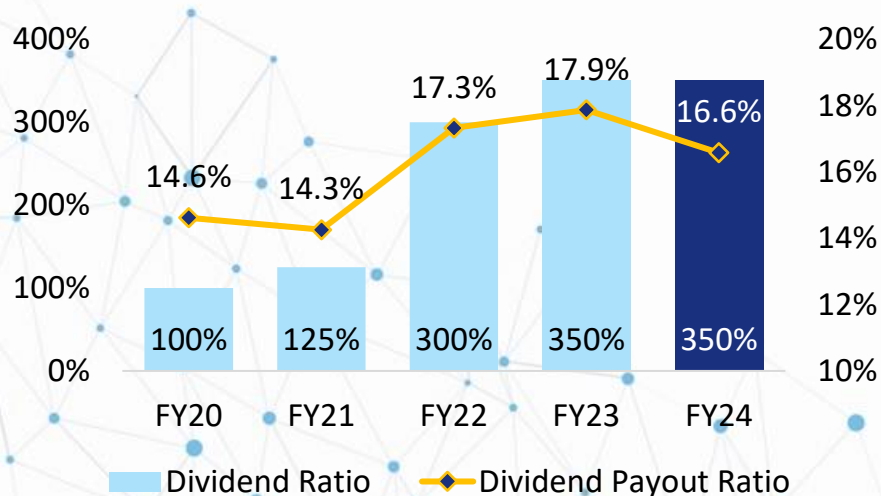
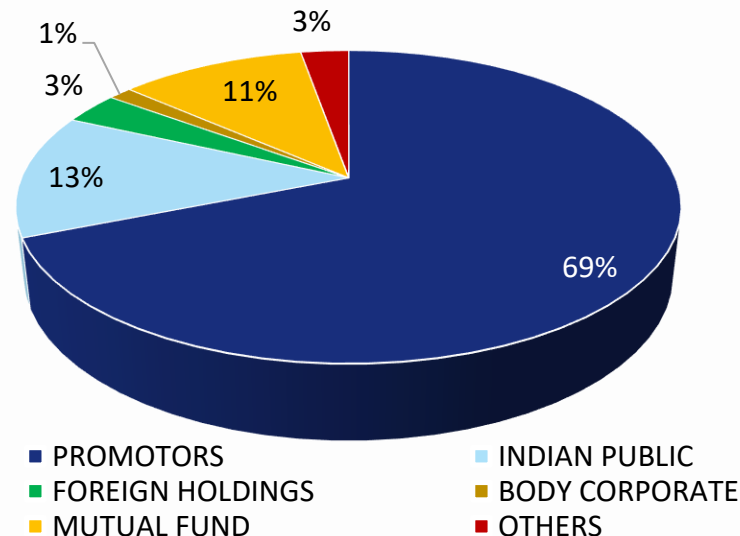
Return on Net Worth



Consistent performance: Key financial Indicators

Particulars	UOM	30 th Jun'24
Market Cap	Rs Mn.	70404
Debt Incl. Leases	Rs Mn.	1407
Cash equivalents	Rs Mn	(4446)
Enterprise Value	Rs Mn.	67365
P/E	Nos	16.8
EV/EBITDA	Nos	11.6
52 Week High	Rs/share	1080
52 Week Low	Rs/share	706

Shareholding Pattern as on 30th Jun'2024



- CRISIL Long term Rating : **AA (Stable)**
- ICRA Short Term Rating CP : **A1+**
- DnB Rating: **5AA**
- Stock returned CAGR of **35%** in last 20 years
- Stock coverage : **13** Buy Rating : **13**

Nurturing Sustainable Stewardship



Environmental

Nurturing Environment for a Healthier Planet

- Push towards green logistics via Rail & Coastal – Approx. **30% of consolidated revenues** from Multimodal
- **184K eCO2 Tonnes Green Points** earned from Railways
- Produced 15.9 Mn (LY 16.0 Mn) renewal energy units
- 200+ CNG vehicles
- Supply Chain Sustainability Lab in partnership with IIM-B turns 1 year old.



Social

Health Safety & Empowerment Societal Impact & Nation

- Road safety and health initiatives across 18 states administering **15+ Lakh Vaccinations** & other **Health services to 22 Lakh** people.
- Trained **27000+** Government Medical Staff in FY'24.
- Artificial limb center has empowered **1440+ beneficiaries** to stand on their feet again.
- Urmila Sports Academy trained players for National & International sports events, winning **48 Medals**.



Governance

Trust, Dependability & Resilience

- Strong and diverse Board
- Started BRSR in FY'22 voluntarily
- Long term performance-linked robust remuneration system
- Configuration & Integration for data security
- Comprehensive Enterprise risk management and Business continuity plan.



Future Outlook

- Overall economic trends look optimistic for rest of the year
- Tailwinds of budgetary announcement to bolster capex and manufacturing and rural demand
- Revenue and Profit growth outlook remains at 10-15%

	Actual (FY07 to FY24)	FY25 Budget	Fig in Mn Q1 FY25 Actual
Hub Center & Small	6496	1300	113
Ship	3334	800	0
Container	1533	250	0
Trucks & Rakes	5738	900	192
Others (W/H Equip, IT)	1682	500	39
Total	18782	3750	343



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E-mail Id: finance.mis@tcil.com

CIN: L70109TG1995PLC019116

Online Presence: www.linktr.ee/TCI_Group

Thank You