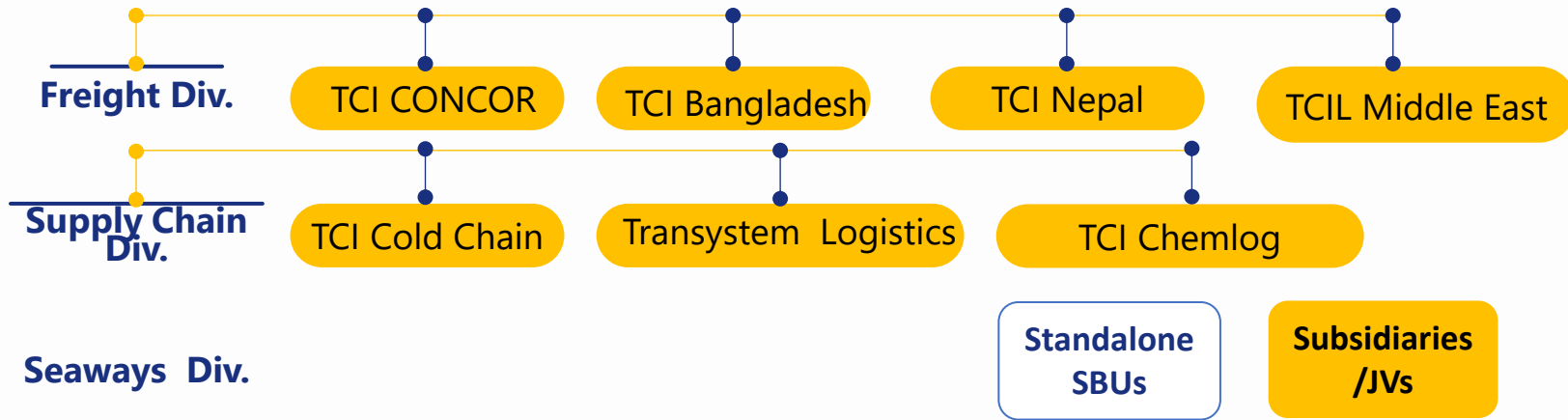


Q2 FY25 Earnings Presentation



TCI: Consolidated Corporate Overview



Integrated Strengths

6+
Decades of Experience

\$500+ Mn
Revenue

2300+
Train movement

650+
ISO Containers

13K+ Cold Pallets positions
200 Refer Vehicles+

8K+
GP Containers

3.5K+
Employees Strength

1K+
IT Enabled Own Offices

10K
Trucks in Operations

06
Coastal Ships

15+ Mn Sq.ft.
Managed Warehouse Space

2.5%
Moving India's GDP by Value

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



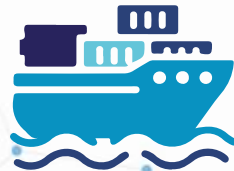
- Full Rake movements in **H1 FY25**
1168 Vs 1165 in H1 FY24
- 3 own AFTO rakes
- Handling at 60+ Terminals, Railway Sidings, in plant
- Cross Border movement



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

- **H1 FY25 TEUs Handled: 73603 Vs 70540 in H1 FY24**
- 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



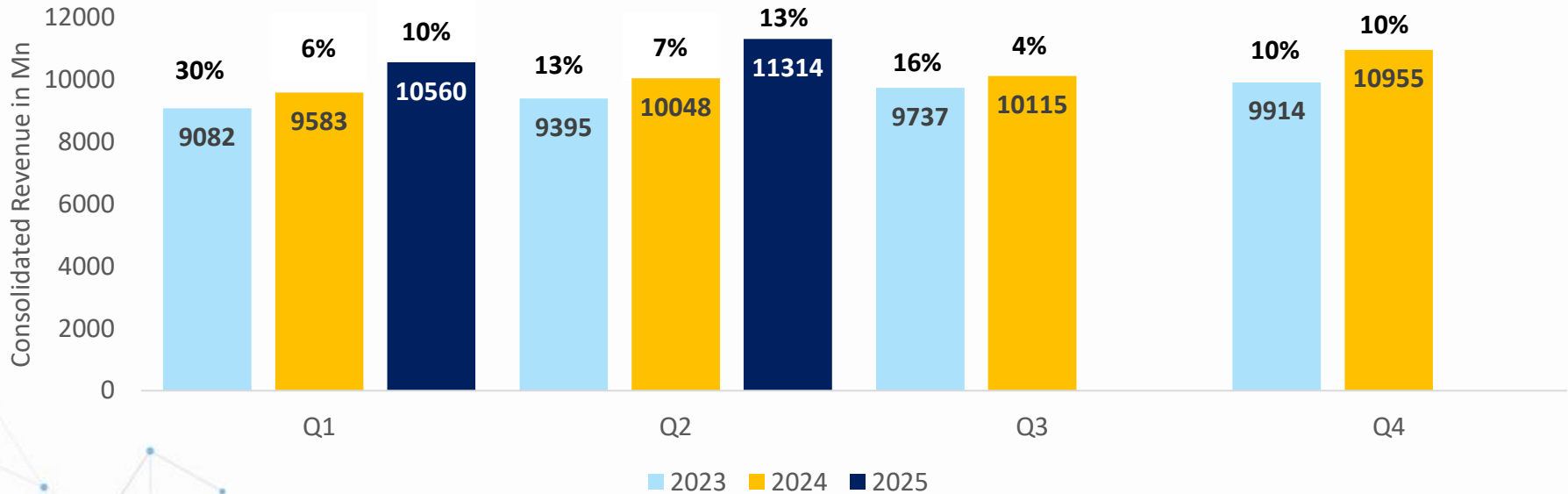
- Increasing demand for specialty chemicals
- Rising awareness about health care

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 moderate economic trends.
- Remained resilient with well-diversified service offerings ,multi sectorial presence ,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.

| | | | |
|--|--|---|---|
|  25 Strategically located hubs |  Control Towers Single Window Control & Visibility |  750+ IT Enabled Owned offices |  4,600+ Truck under Operation (4,500+ Owned: 30) |
|--|--|---|---|

Our Services

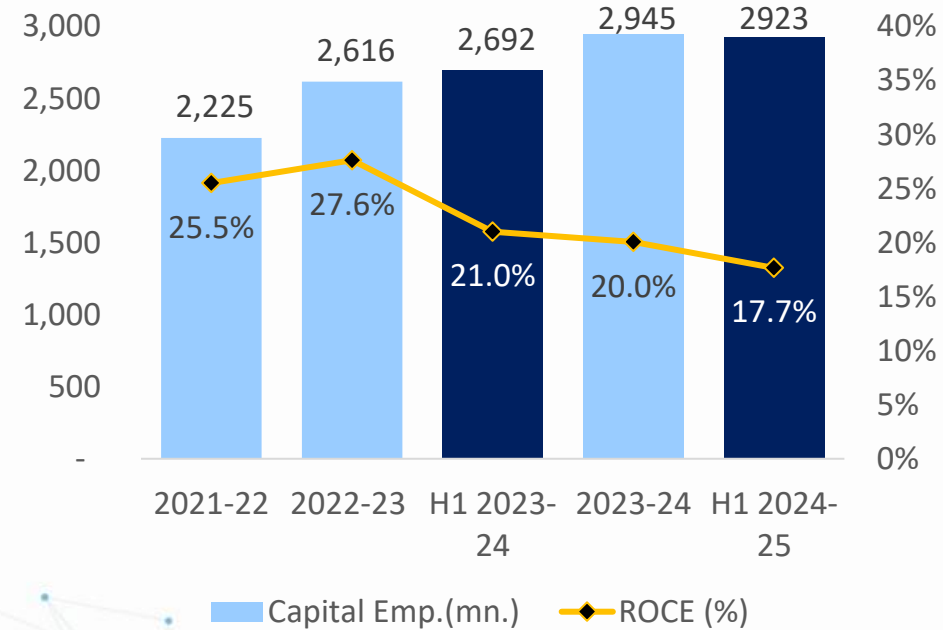
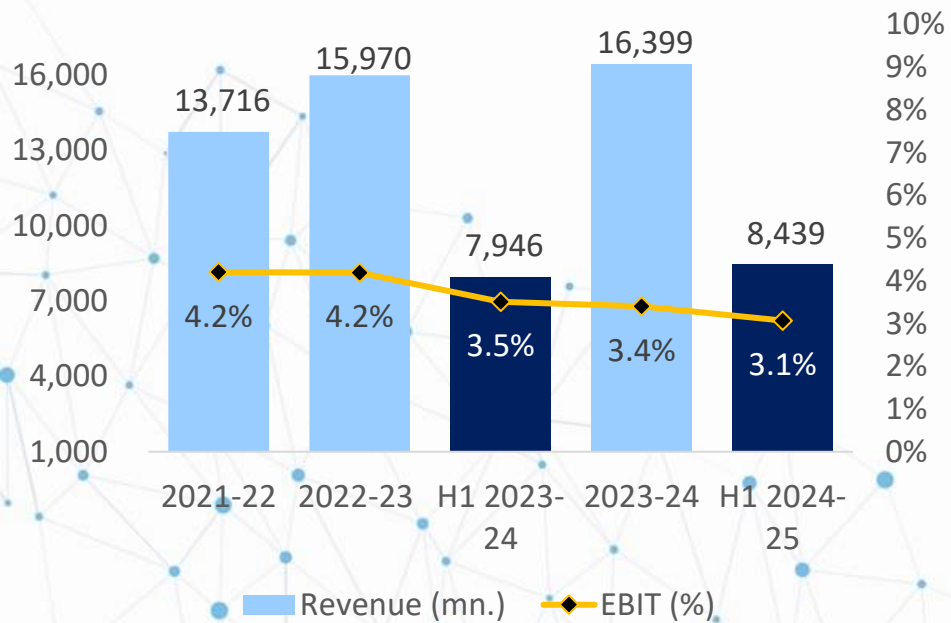
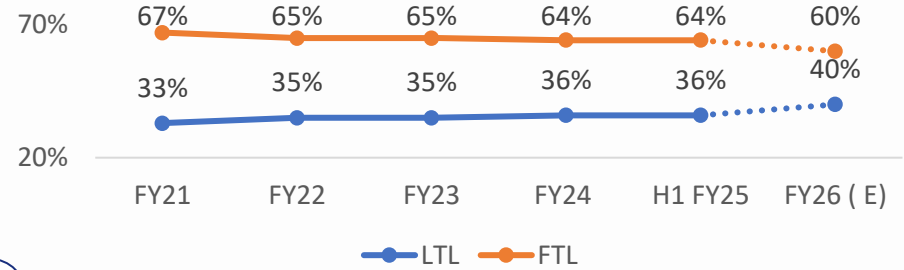
| | | | |
|--|---|--|---|
|  Full Truck Load (FTL) |  Less than Truck Load (LTL) |  Over-dimensional Cargo (ODC) & Project Heavy Haul (PHH) |  Control Tower for Key Account Management |
|  Cross Border Deliveries across SAARC-BBIN | |  24X7 Customer Support | |

TCI Freight Division: Key Operational Highlights

Fig in Mn

| Particulars | Q2 FY25 | Q2 FY24 | Gr% | H1 FY25 | H1 FY24 | Gr% |
|--------------|---------|---------|--------|---------|---------|-----|
| Revenue | 4252 | 3991 | 6.6% | 8439 | 7946 | 6% |
| EBDITA | 138 | 154 | -10.1% | 286 | 302 | -5% |
| % to Revenue | 3.2% | 3.8% | | 3.4% | 3.8% | |
| EBIT | 124 | 142 | -12.5% | 259 | 279 | -7% |
| % to Revenue | 2.9% | 3.6% | | 3.1% | 3.5% | |

- Moderate growth amid weakness in Infra and capital goods sectors
- Impact on Margins and ROCE
- Continued focus on network expansion to increase LTL with 32 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.

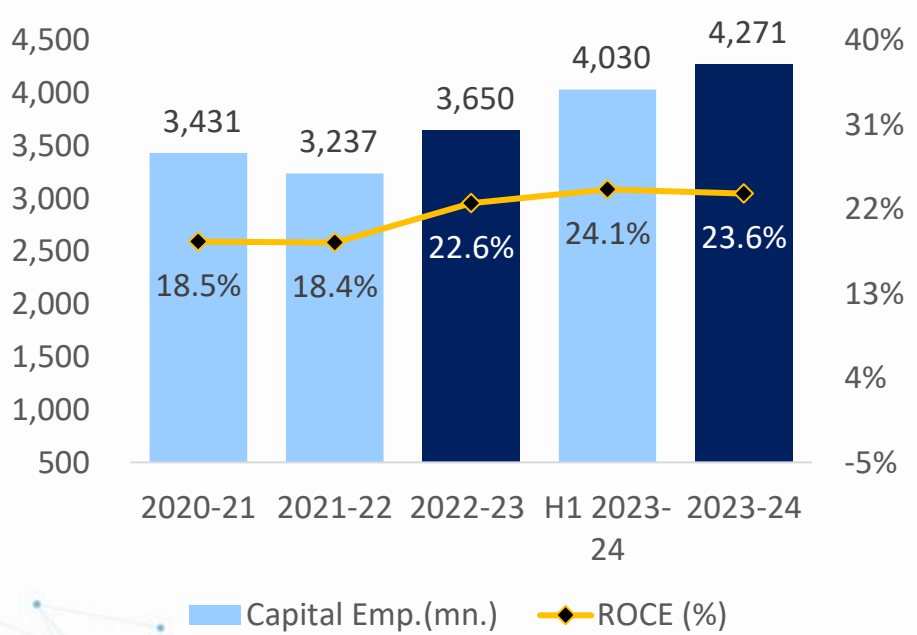
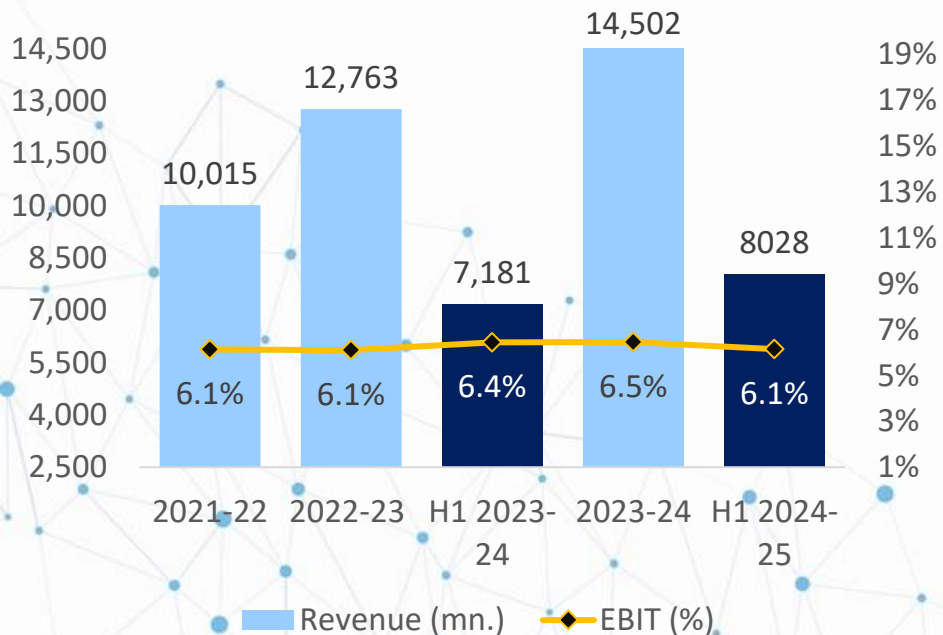
Warehousing Space Managed

TCI Supply Chain Division: Key Operational Highlights

Fig in Mn

| Particulars | Q2 FY25 | Q2 FY24 | Gr% | H1 FY25 | H1 FY24 | Gr% |
|--------------|---------|---------|-------|---------|---------|-----|
| Revenue | 4167 | 3721 | 12.0% | 8028 | 7181 | 12% |
| EBDITA | 386 | 355 | 8.6% | 743 | 675 | 10% |
| % to Revenue | 9.3% | 9.5% | | 9.3% | 9.4% | |
| EBIT | 254 | 247 | 2.8% | 492 | 463 | 6% |
| % to Revenue | 6.1% | 6.6% | | 6.1% | 6.4% | |

- Growth momentum continued amidst mixed sectorial trends in automotive, FMCD and Quick commerce and FMCG
- Good traction in warehousing and multimodal services & expansion of hub & spoke network for auto
- Margins remained resilient to various cost pressures



TCI Seaways Division: Industry Trends

Industry

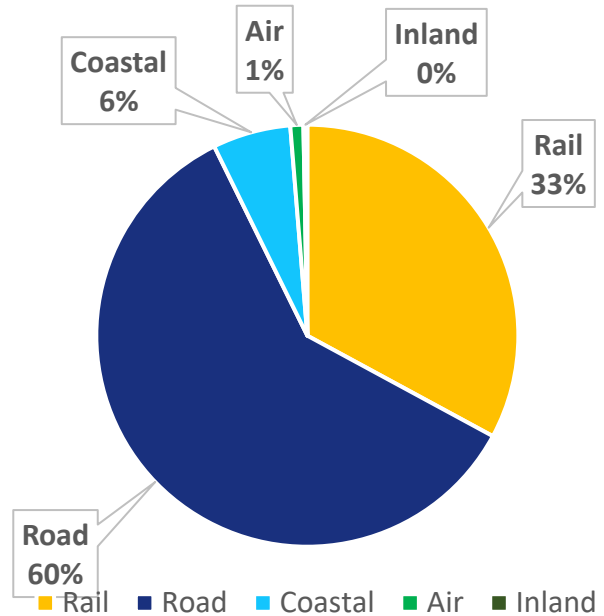


- US\$120 billion Investment
- 6+ Mega Ports
- 14+ Coastal Economic Zones
- Industrial Zones near Ports

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

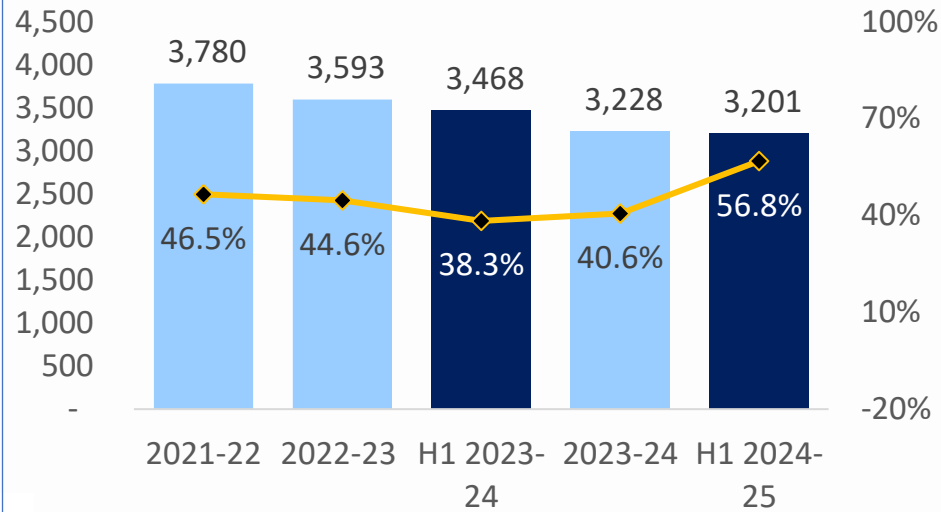
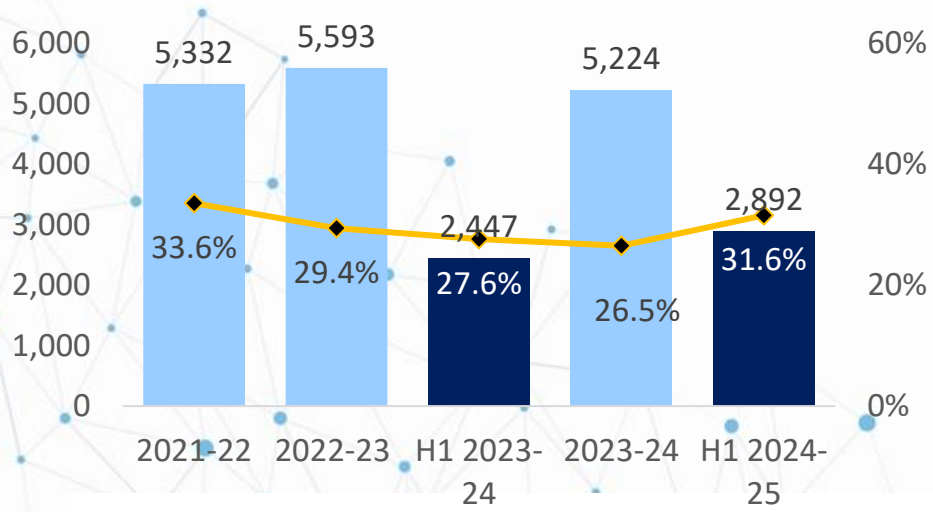
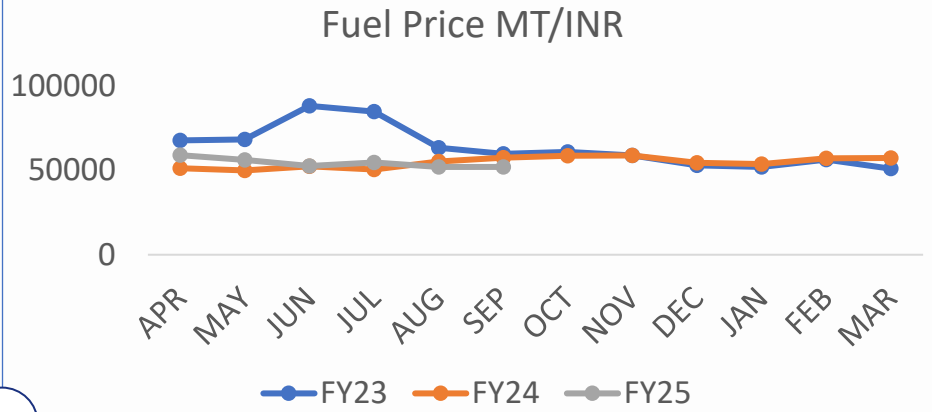
7
Out of 13 Major Ports Served

TCI Seaways Division: Key Operational Highlights

Fig in Mn

| Particulars | Q2 FY25 | Q2 FY24 | Gr% | H1 FY25 | H1 FY24 | Gr% |
|--------------|---------|---------|-------|---------|---------|-----|
| Revenue | 1554 | 1274 | 21.9% | 2892 | 2447 | 18% |
| EBDITA | 629 | 486 | 29.4% | 1163 | 1030 | 13% |
| % to Revenue | 40.5% | 38.1% | | 40.2% | 42.1% | |
| EBIT | 510 | 310 | 64.6% | 913 | 675 | 35% |
| % to Revenue | 32.8% | 24.3% | | 31.6% | 27.6% | |

- Recovery in freight rates
- Avg .Fuel price up remained benign
- All Ships were under operations



TCI's Joint Ventures

Figures in Mn.

H1 FY25 (FY24)


TCI CONCOR
 Multimodal Logistics Solutions


TCI COLD CHAIN SOLUTIONS

 Transsystem

| | TCI CONCOR | TCI COLD CHAIN SOLUTIONS | Transsystem |
|----------------------------------|----------------------|--------------------------|----------------------|
| Revenue | 1914 (3456) | 450 (809) | 5758 (10099) |
| Y-o-Y Growth | 22.4% (13.4%) | 32.1% (34.6%) | 18.8% (45.9%) |
| Capital Employed | 611 (608) | 778 (763) | 3525 (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.

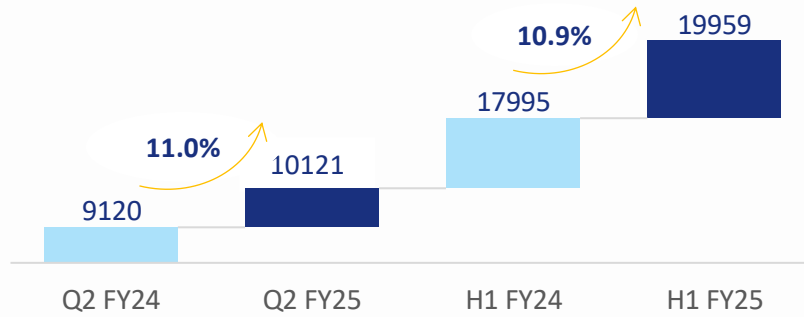
Cold chain services to cater temperature control Warehousing, Primary & secondary distribution requirements.

Focused on automotive logistics of Japanese clients

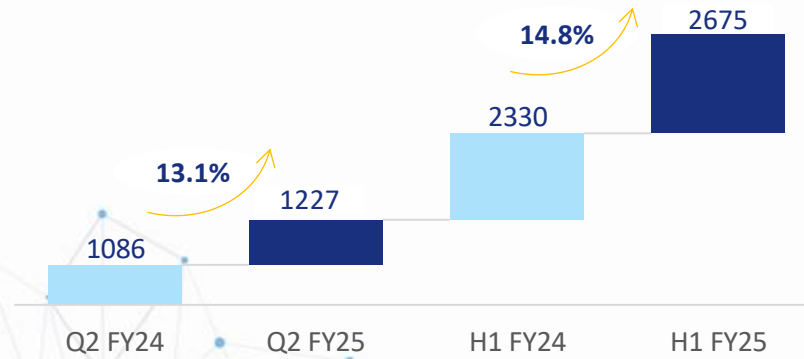
Fig in Mn.

STANDALONE

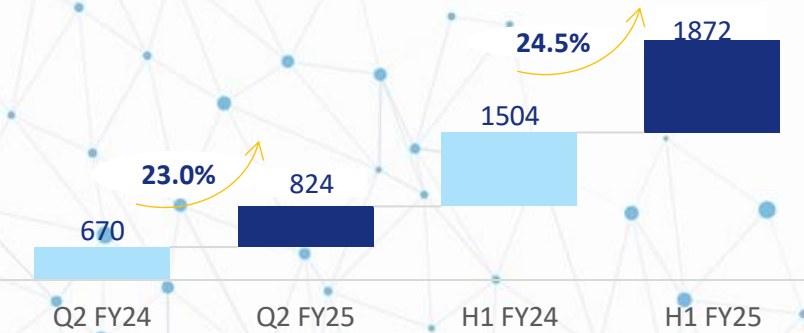
REVENUE



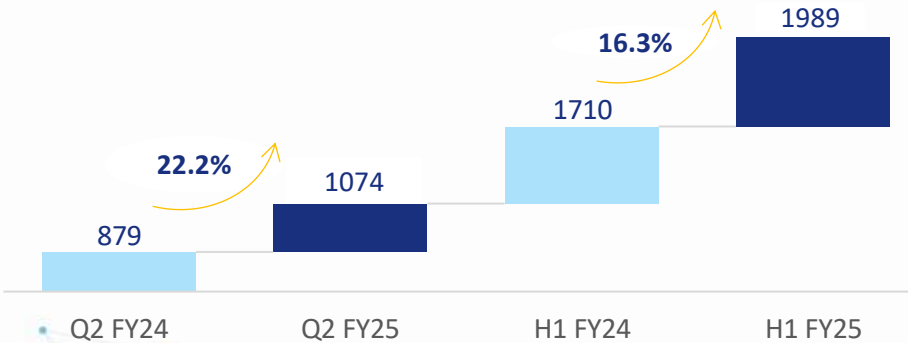
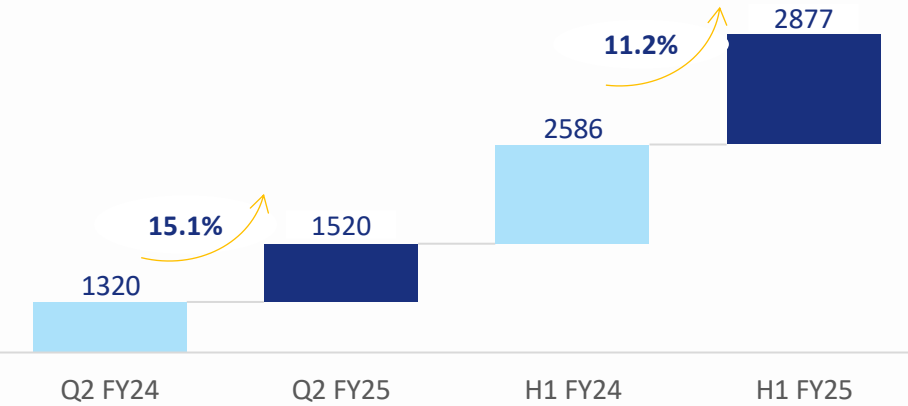
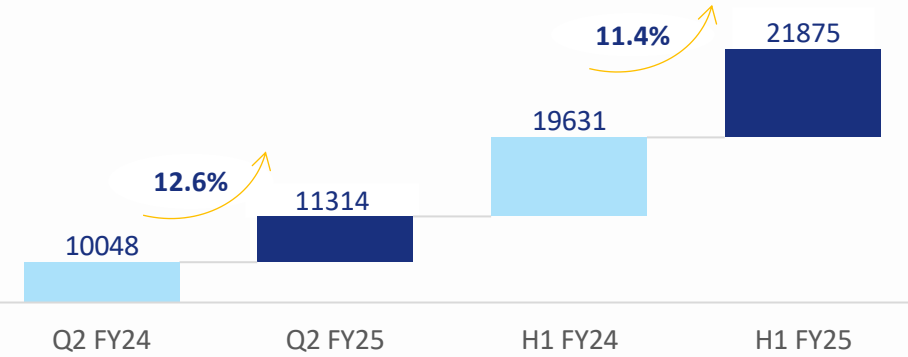
EBDITA



PAT

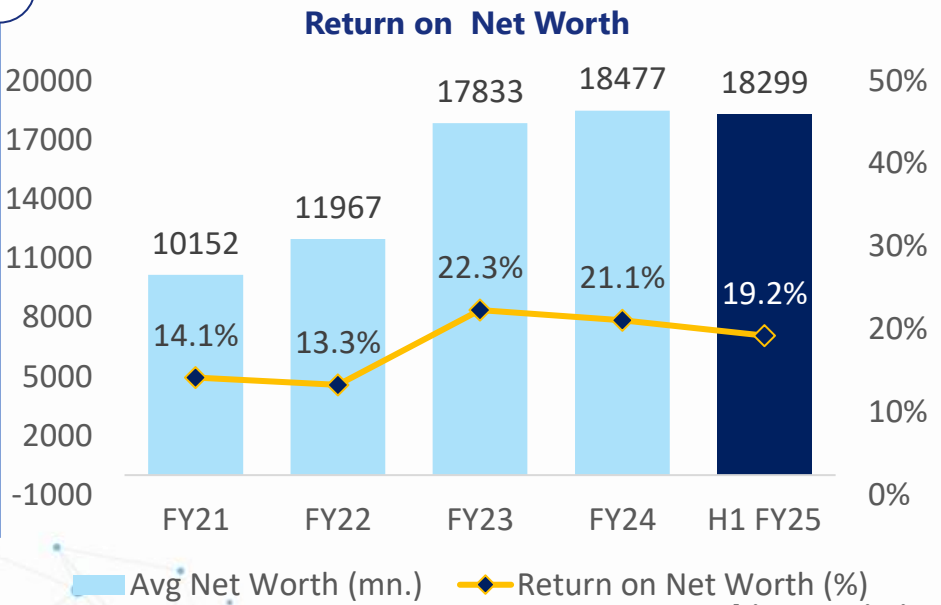
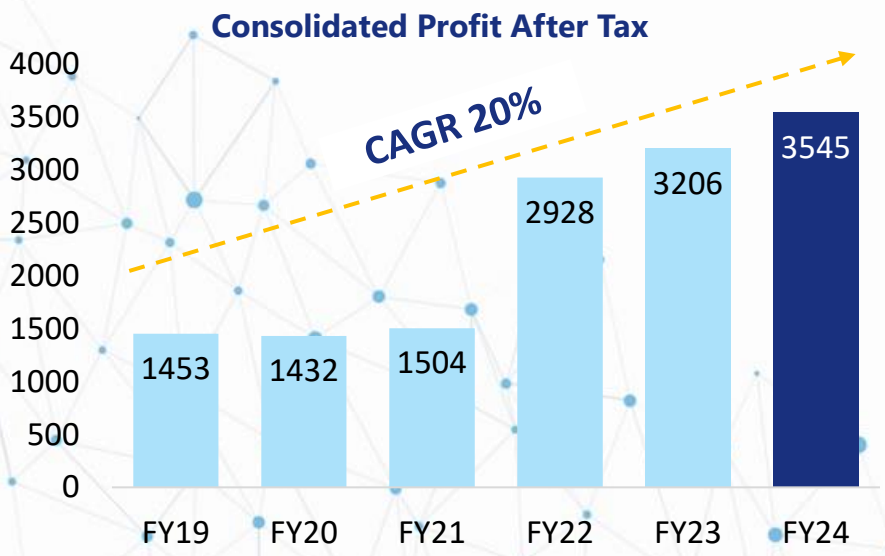
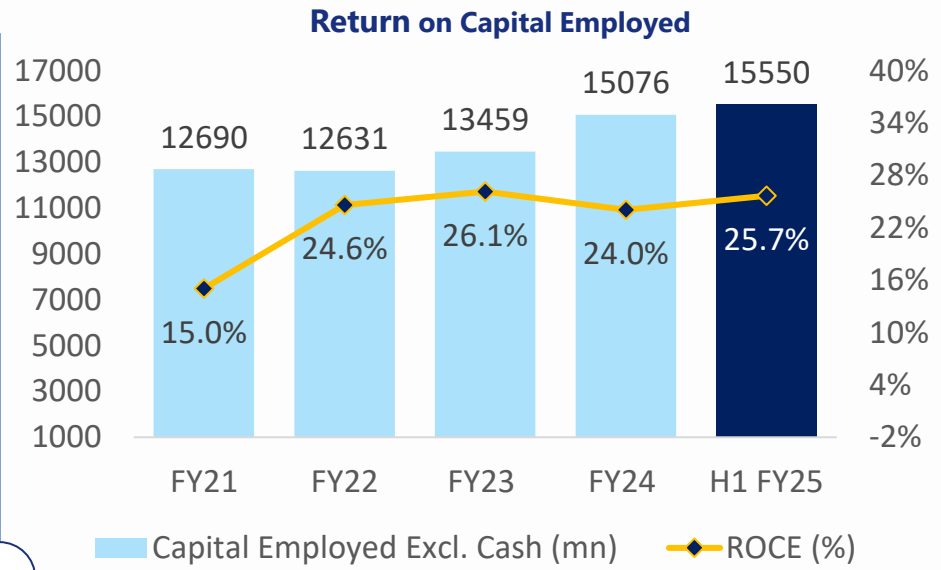
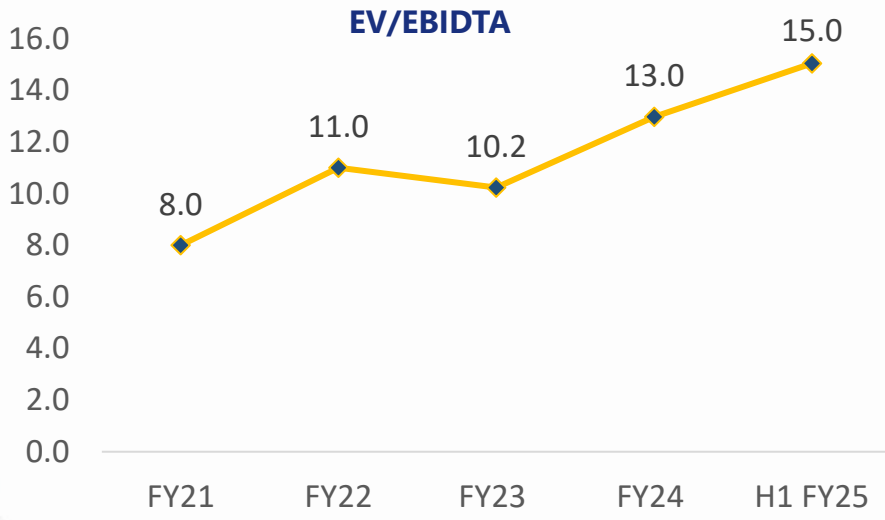


CONSOLIDATED



Consistent performance: Key financial Indicators

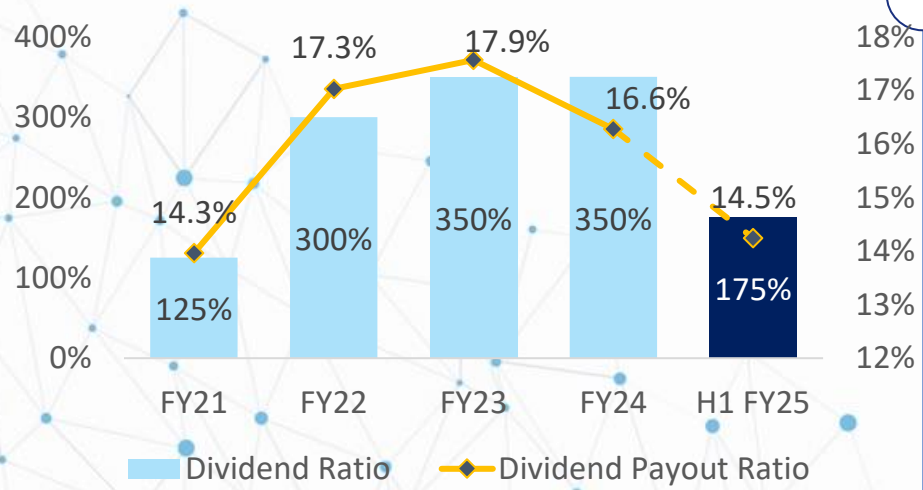
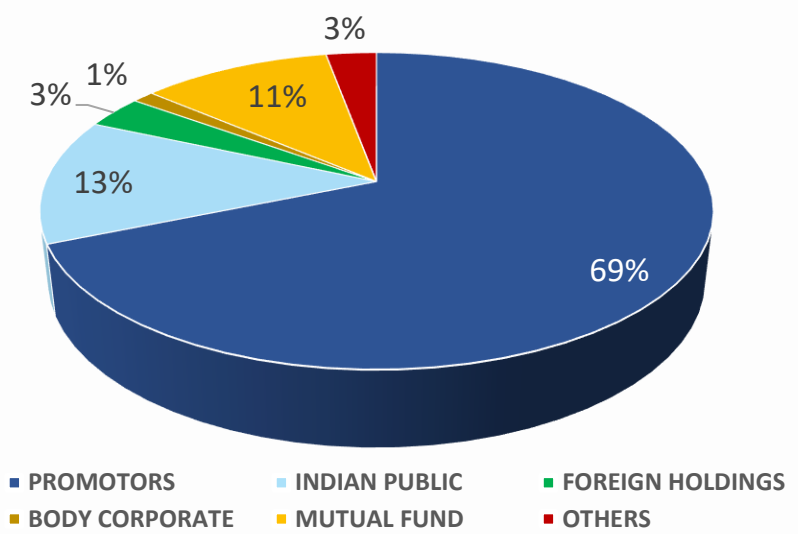
Figures in Mn



Consistent performance: Key financial Indicators

| Particulars | UOM | 30 th Sept'24 |
|-------------------|----------|--------------------------|
| Market Cap | Rs Mn. | 81947 |
| Debt Incl. Leases | Rs Mn. | 1608 |
| Cash equivalents | Rs Mn | (3142) |
| Enterprise Value | Rs Mn. | 80413 |
| P/E | Nos | 22.2 |
| EV/EBITDA | Nos | 15.0 |
| 52 Week High | Rs/share | 1238 |
| 52 Week Low | Rs/share | 758 |

Shareholding Pattern as on 30th Sept'2024



....Board has approved first interim dividend of 175% for FY25

- CRISIL & ICRA 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 : **12** Buy Rating : **12**

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
- Pickup in capex cycle , manufacturing , geopolitical developments and easing of monetary policy rate etc. are factors to watch
- Revenue and Profit growth outlook remains at 10-15%

| | Actual (FY07 to FY24) | FY25 Budget | Fig in Mn H1 FY25 Actual |
|-------------------------------|--------------------------|----------------|--------------------------------|
| Hub Center & Small | 6496 | 1300 | 173 |
| Ship | 3334 | 800 | 0 |
| Container | 1533 | 250 | 44 |
| Trucks & Rakes | 5738 | 900 | 486 |
| Others (W/H Equip, IT) | 1682 | 500 | 199 |
| Total | 18782 | 3750 | 902 |



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

CIN: L70109TG1995PLC019116

Online Presence: www.linktr.ee/TCI_Group

Thank You