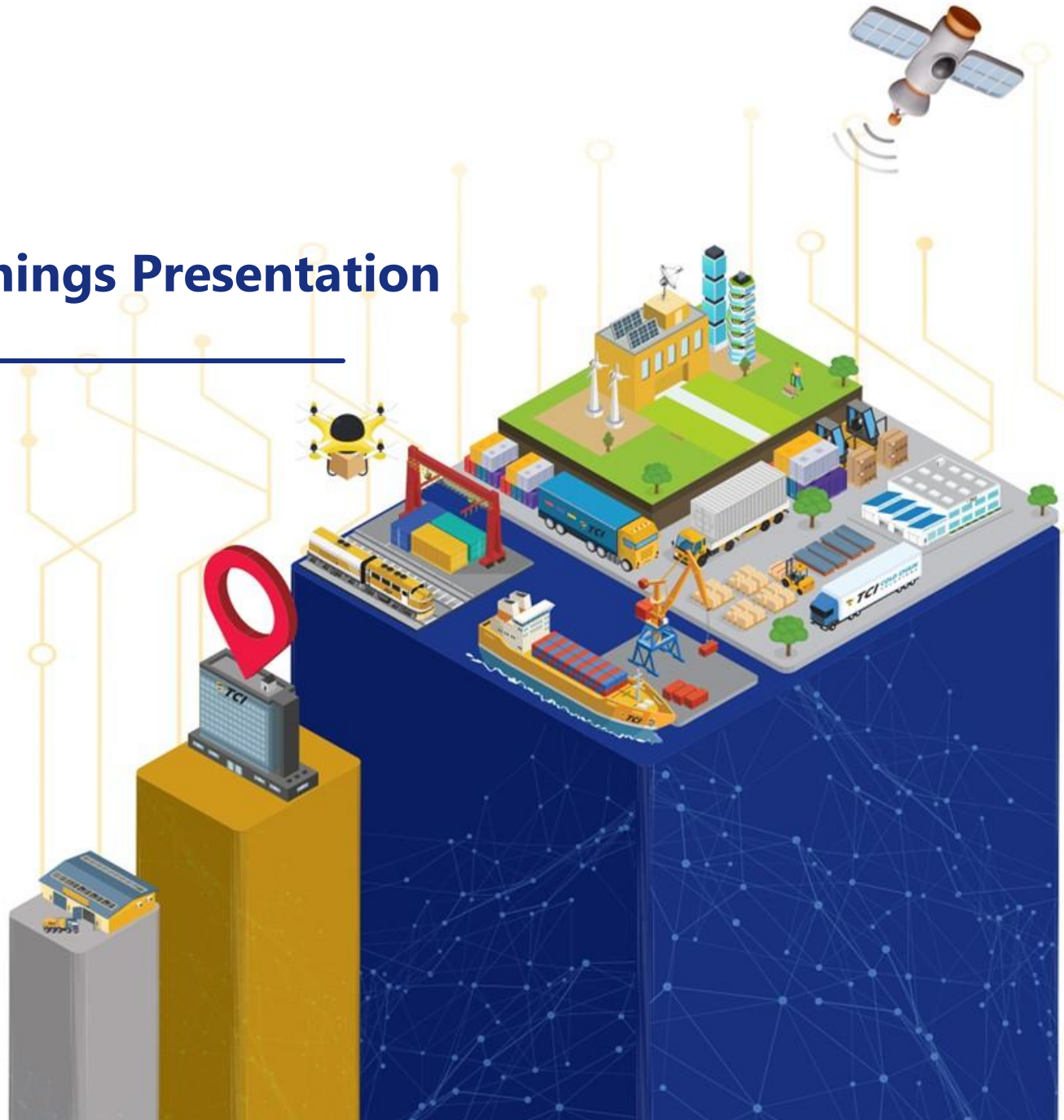
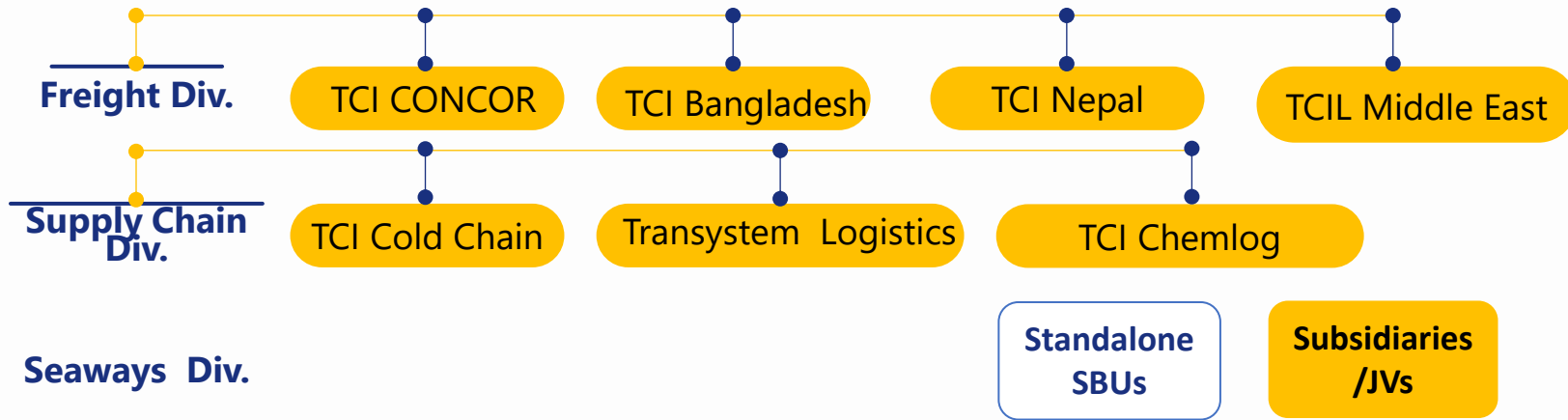


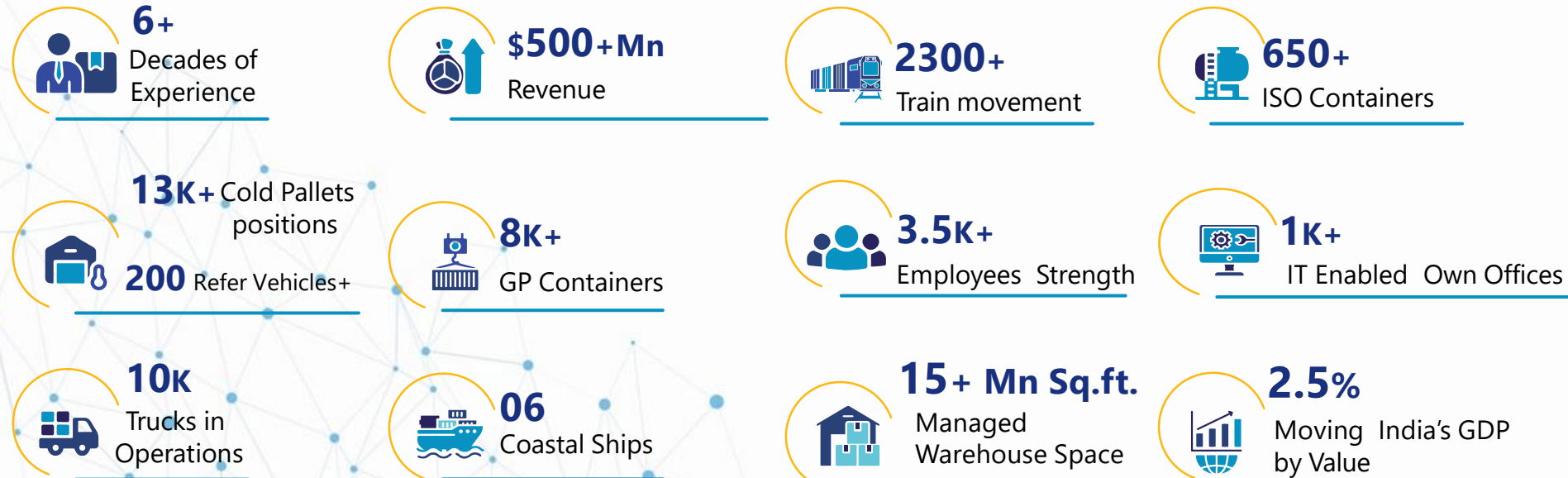
Q3 FY25 Earnings Presentation



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



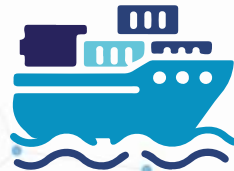
- Full Rake movements in **9M FY25**
1783 Vs 1701 in 9M FY24
- 3 own AFTO rakes
- Handling at 60+ Terminals, Railway Sidings, in plant
- Cross Border movement



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

- **9M FY25 TEUs Handled: 114374**
Vs 108884 in 9M 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



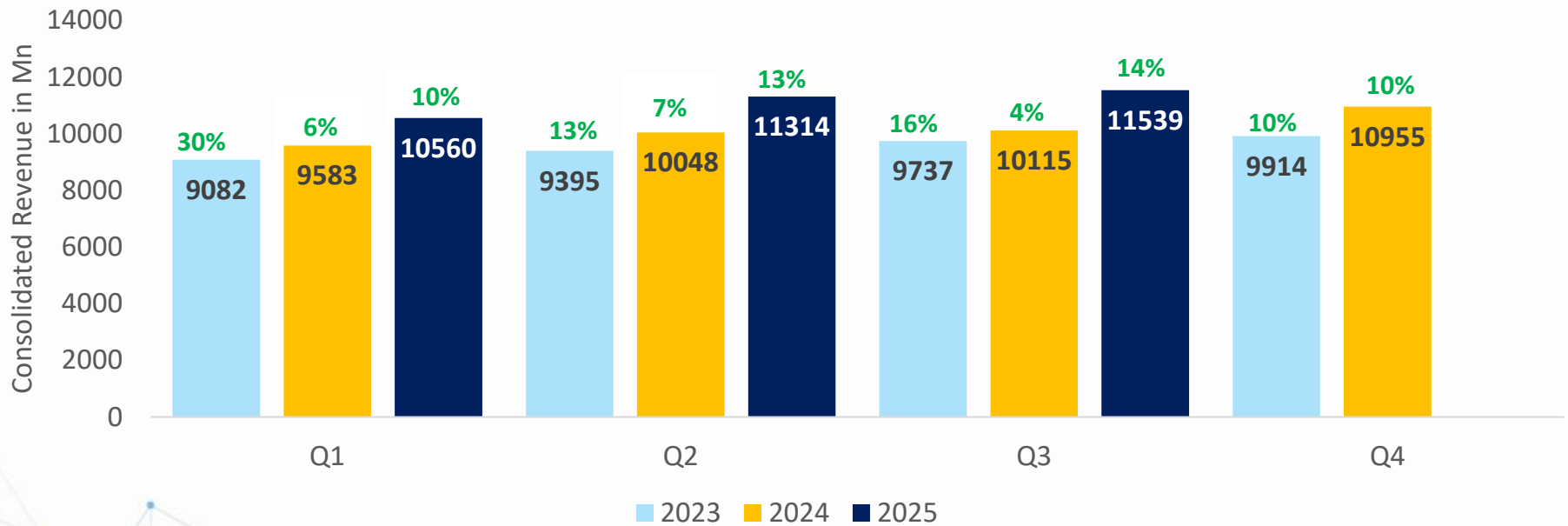
- Increasing demand for specialty chemicals
- Rising awareness about health care

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



- 18 consecutive quarters of higher growth on y-o-y basis
- 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)
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Our Services

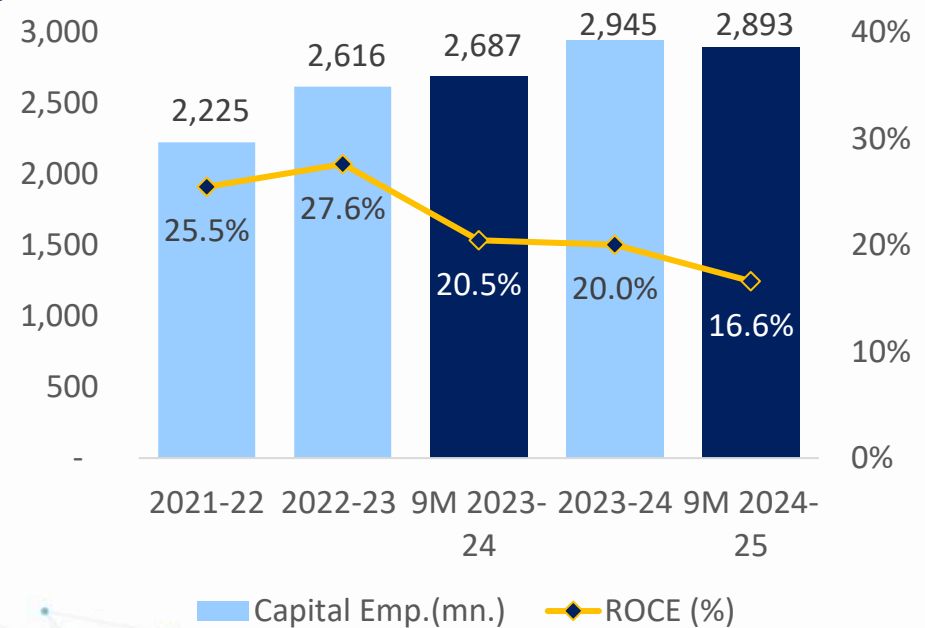
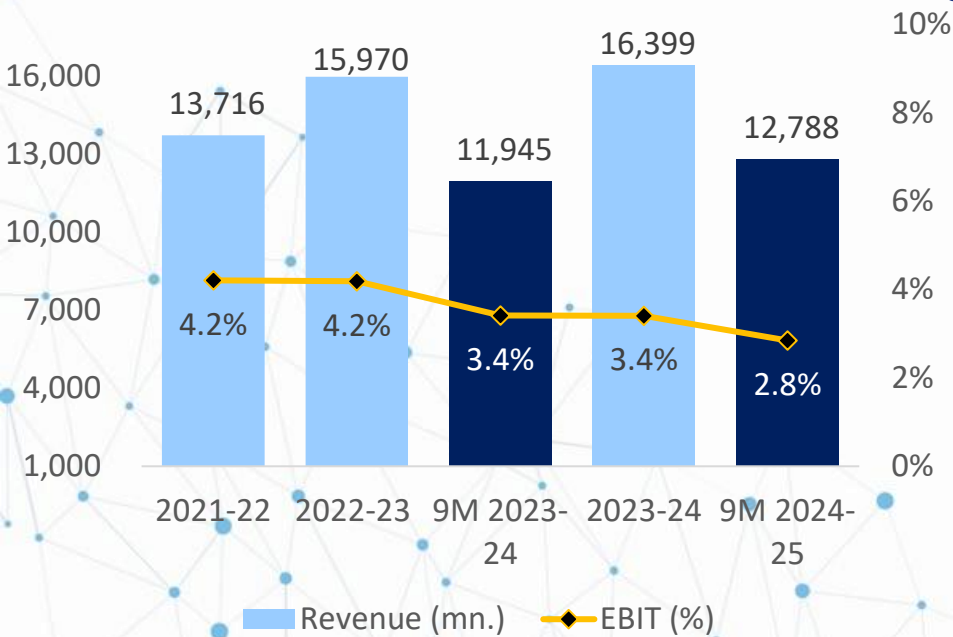
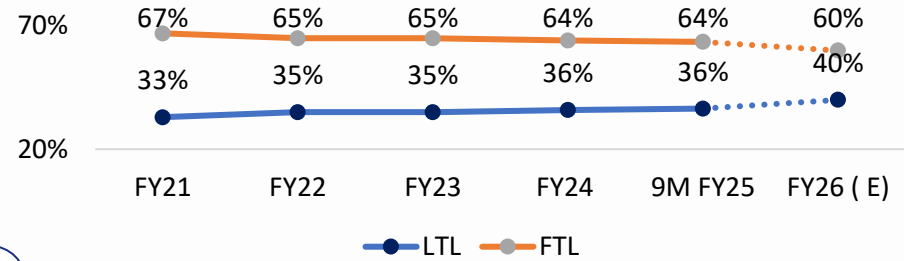
 Full Truck Load (FTL)	 Less than Truck Load (LTL)	 Over-dimensional Cargo (ODC) & Project Heavy Haul (PHH)	 Control Tower for Key Account Management
 Cross Border Deliveries across SAARC-BBIN		 24X7 Customer Support	

TCI Freight Division: Key Operational Highlights

Fig in Mn

Particulars	Q3 FY25	Q3 FY24	Gr%	9M FY25	9M FY24	Gr%
Revenue	4349	3998	8.8%	12788	11945	7%
EBDITA	118	141	-16.0%	405	442	-9%
% to Revenue	2.7%	3.5%		3.2%	3.7%	
EBIT	105	128	-18.3%	364	407	-11%
% to Revenue	2.4%	3.2%		2.8%	3.4%	

- 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 15 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: 1150+



65

Yards Managed



1250+ Mn

Production Logistics Parts Handled



150+

Trains Operated per Month



15+ Mn Sq. ft.

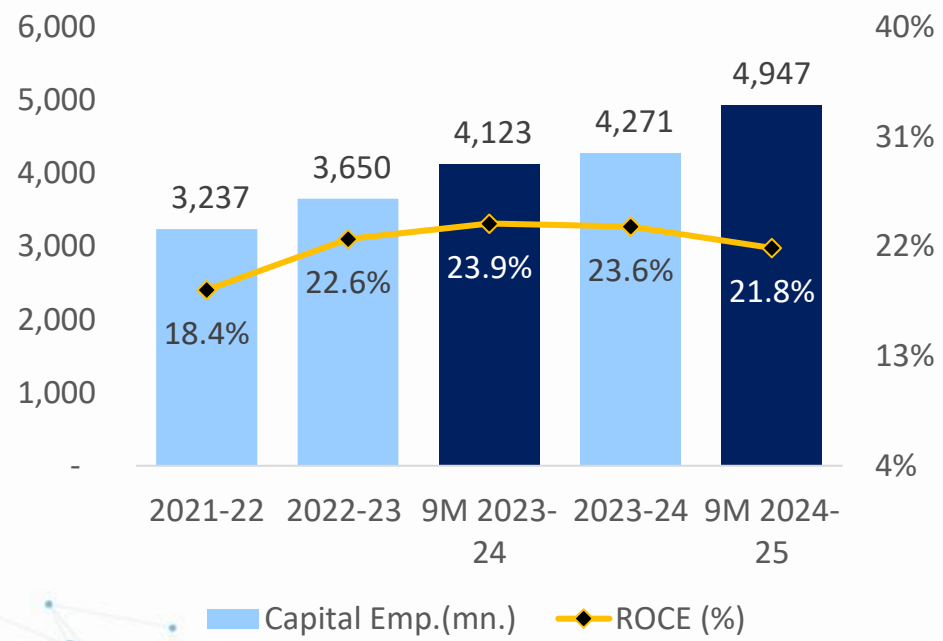
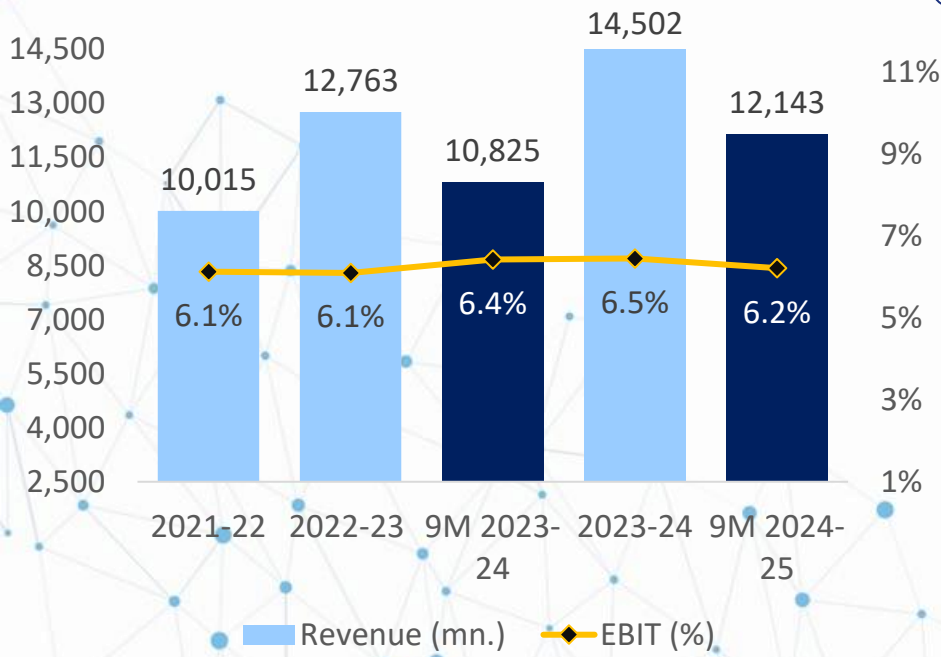
Warehousing Space Managed

TCI Supply Chain Division: Key Operational Highlights

Fig in Mn

Particulars	Q3 FY25	Q3 FY24	Gr%	9M FY25	9M FY24	Gr%
Revenue	4115	3644	12.9%	12143	10825	12%
EBDITA	410	352	16.6%	1153	1027	12%
% to Revenue	10.0%	9.7%		9.5%	9.5%	
EBIT	262	233	12.2%	754	696	8%
% to Revenue	6.4%	6.4%		6.2%	6.4%	

- Growth momentum continued amidst addition of new contracts.
- Good traction in warehousing, quick commerce and multimodal services & expansion of hub & spoke network for auto
- Margins stable and remained resilient to various cost pressures



TCI Seaways Division: Industry Trends

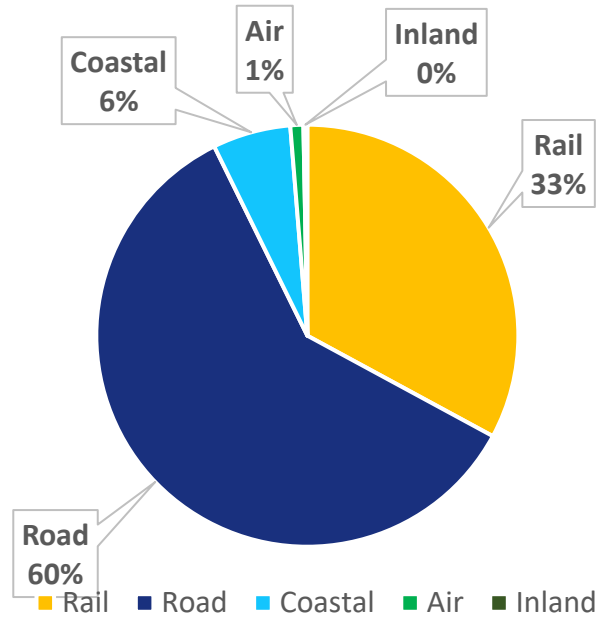
Industry



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

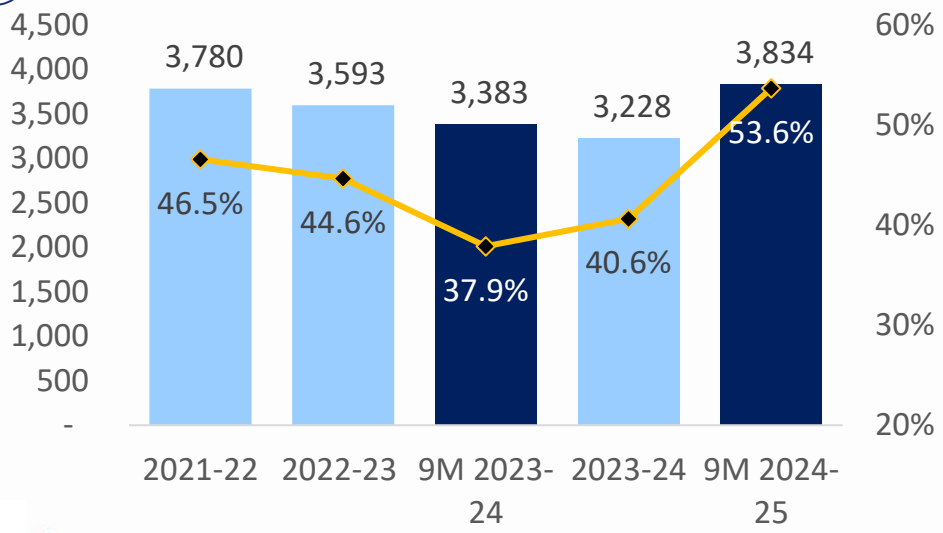
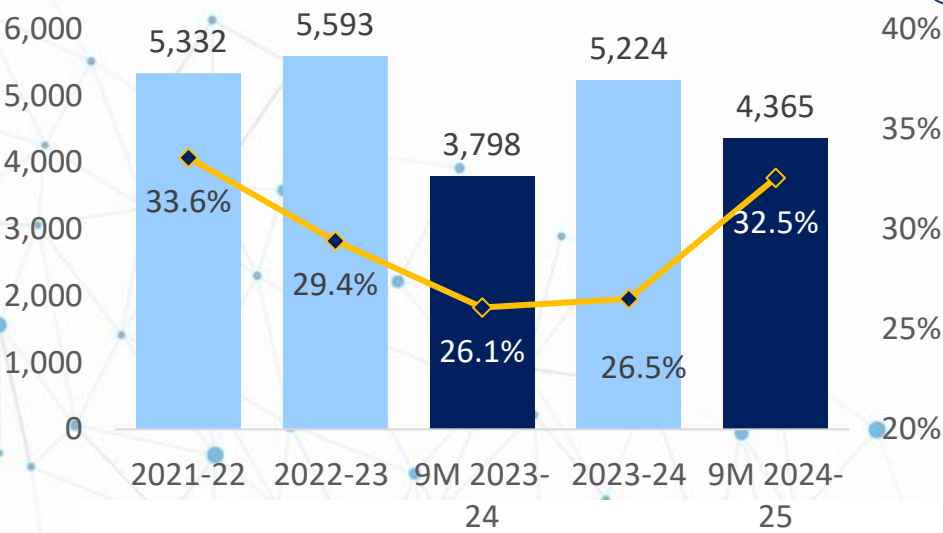
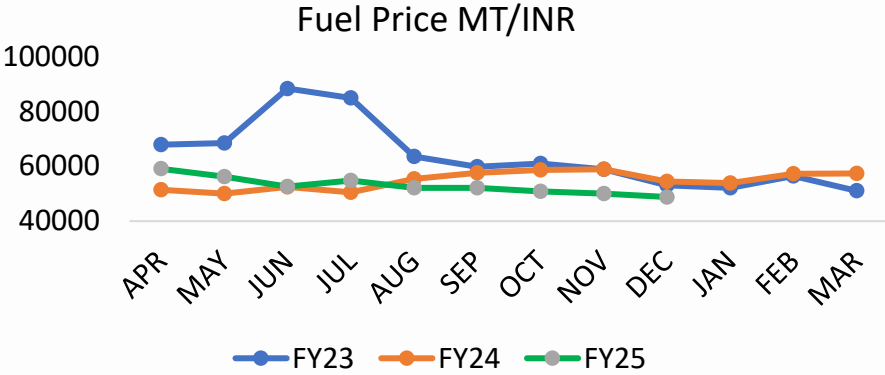
7
Out of 13 Major Ports Served

TCI Seaways Division: Key Operational Highlights

Fig in Mn

Particulars	Q3 FY25	Q3 FY24	Gr%	9M FY25	9M FY24	Gr%
Revenue	1472	1351	9.0%	4365	3798	15%
EBDITA	619	490	26.4%	1782	1519	17%
% to Revenue	42.0%	36.2%		40.8%	40.0%	
EBIT	507	315	61.0%	1421	991	43%
% to Revenue	34.5%	23.3%		32.5%	26.1%	

- Volumes remained benign but favorable freight rates
- Avg fuel price stable
- All Ships were under operations



TCI's Joint Ventures

Figures in Mn.

9M FY25 (FY24)


TCI CONCOR
 Multimodal Logistics Solutions


TCI COLD CHAIN SOLUTIONS

 Transsystem

	TCI CONCOR	TCI COLD CHAIN SOLUTIONS	Transsystem
Revenue	3276 (3456)	680 (809)	8752 (10099)
Y-o-Y Growth	37.2% (13.4%)	18.8% (34.6%)	20.1% (45.9%)
Capital Employed	635 (608)	761 (763)	3102 (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.

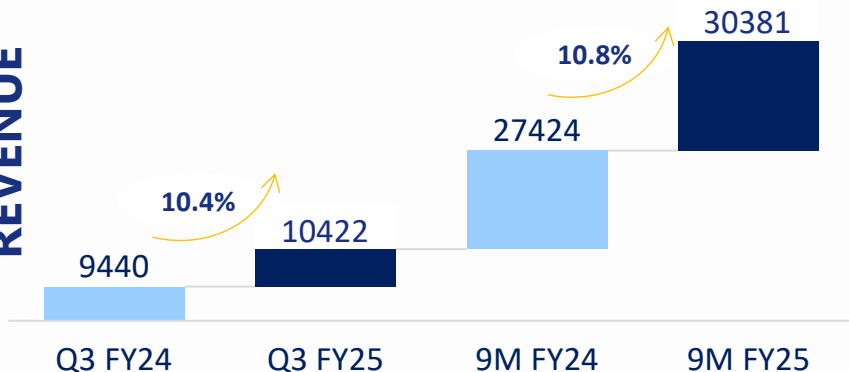
Cold chain services to cater temperature control Warehousing, Primary & secondary distribution requirements.

Focused on automotive logistics of Japanese clients

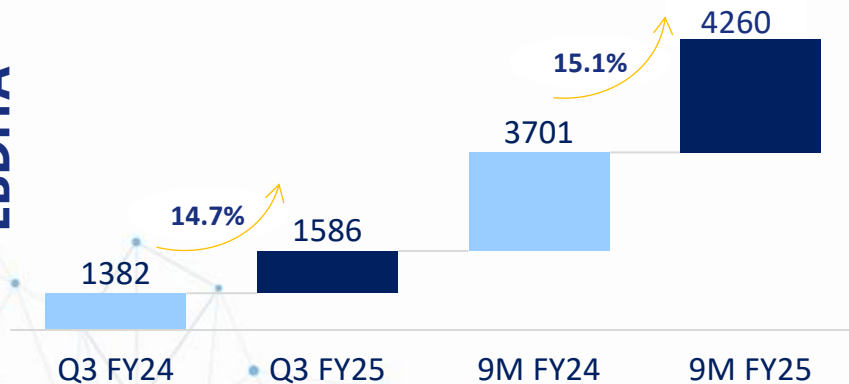
Fig in Mn.

STANDALONE

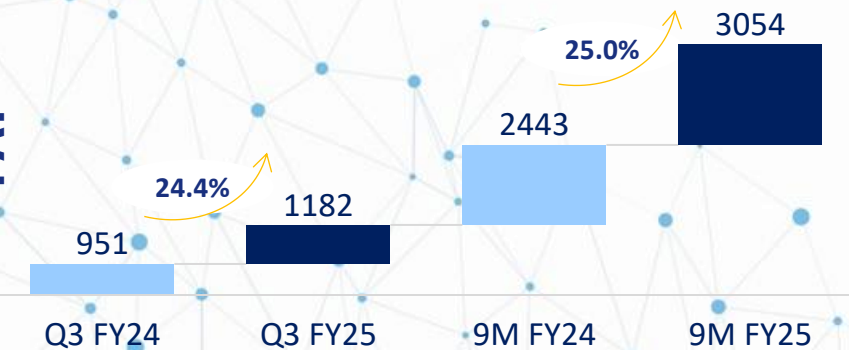
REVENUE



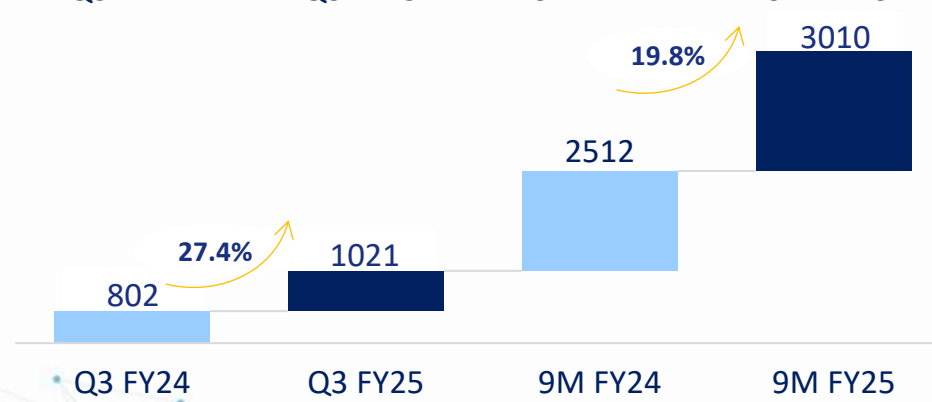
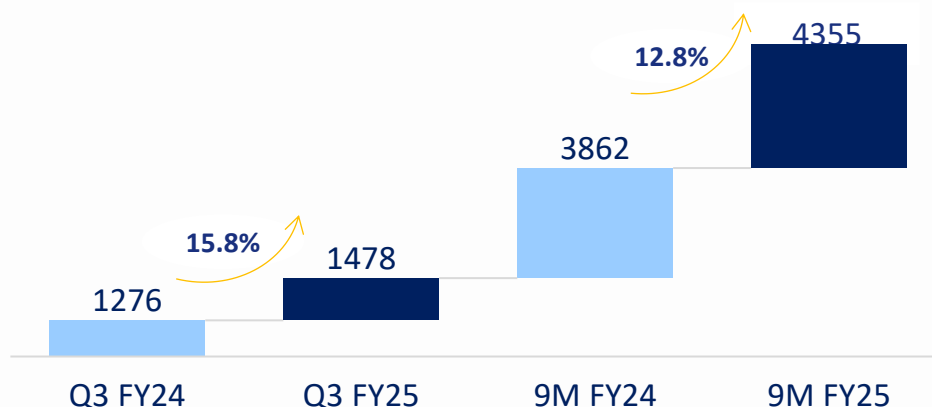
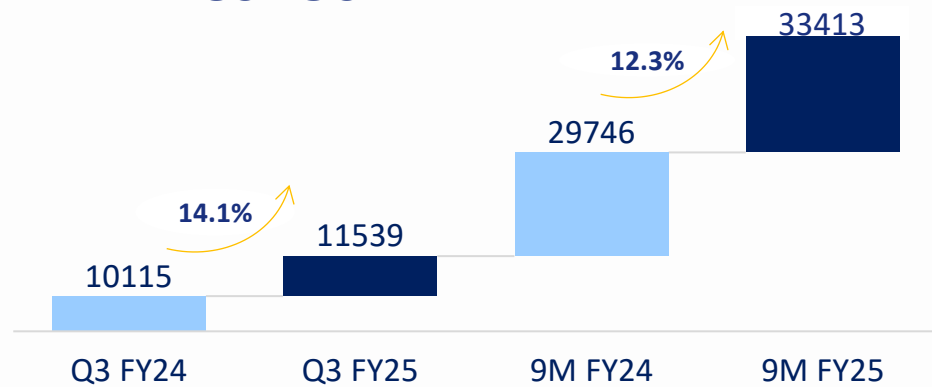
EBDITA



PAT



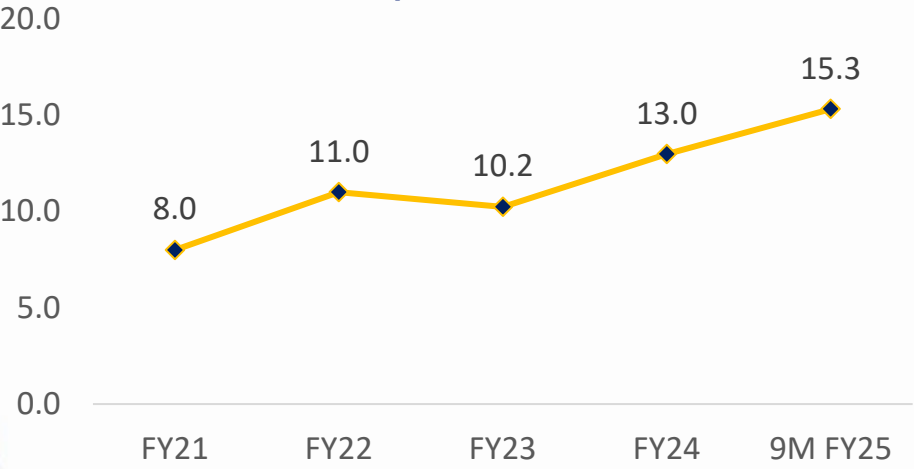
CONSOLIDATED



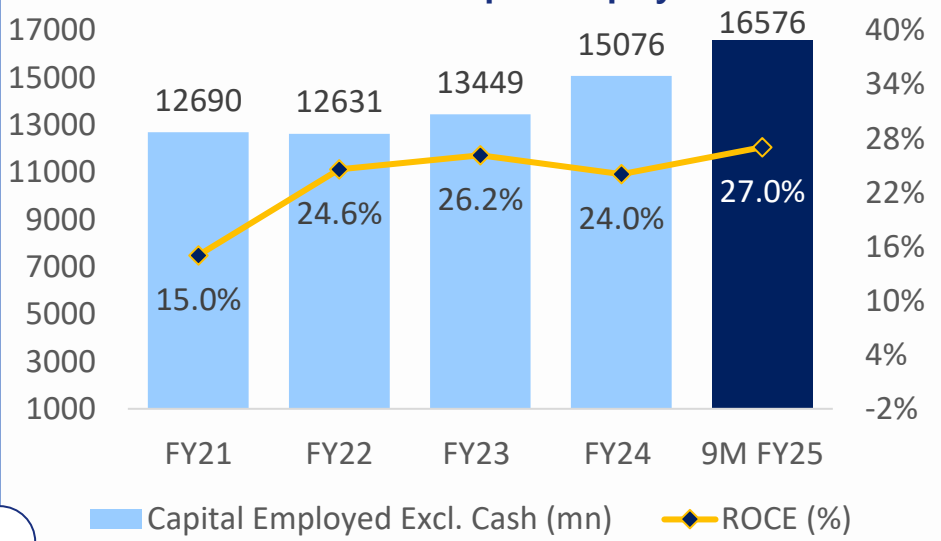
Consistent performance: Key financial Indicators

Figures in Mn

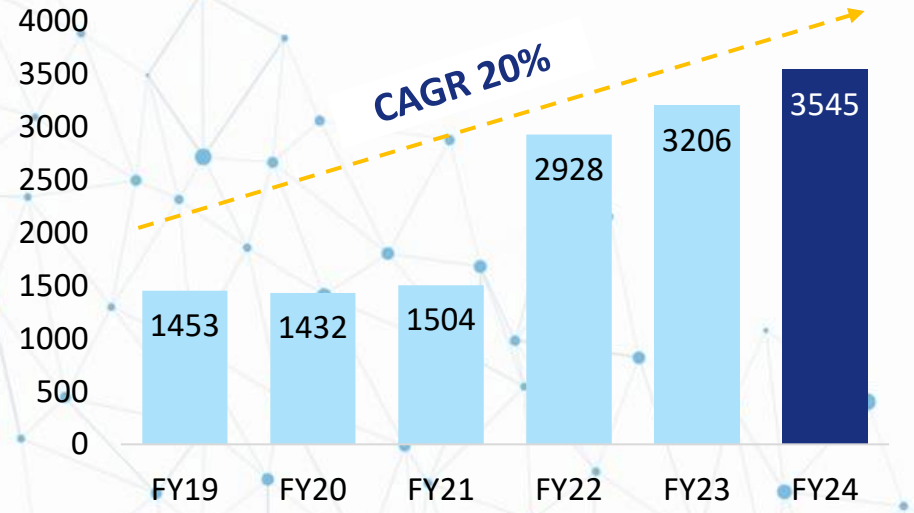
EV/EBIDTA



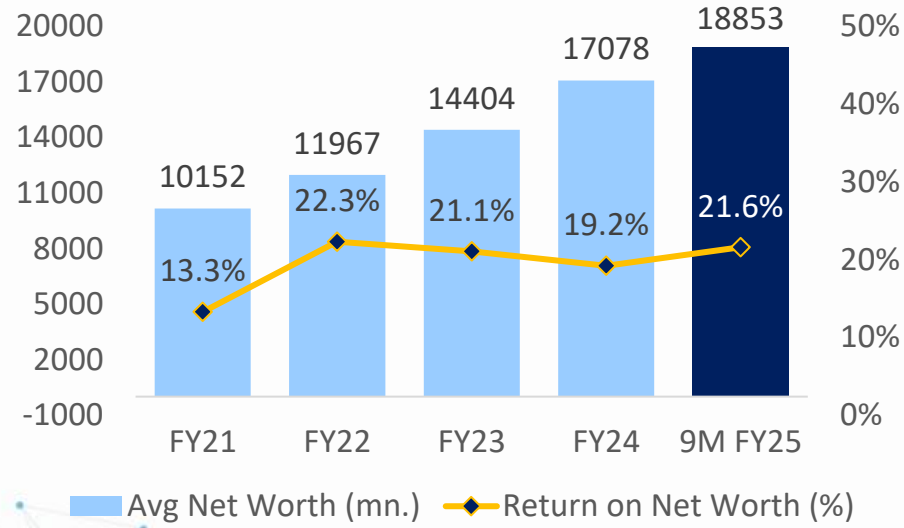
Return on Capital Employed



Consolidated Profit After Tax



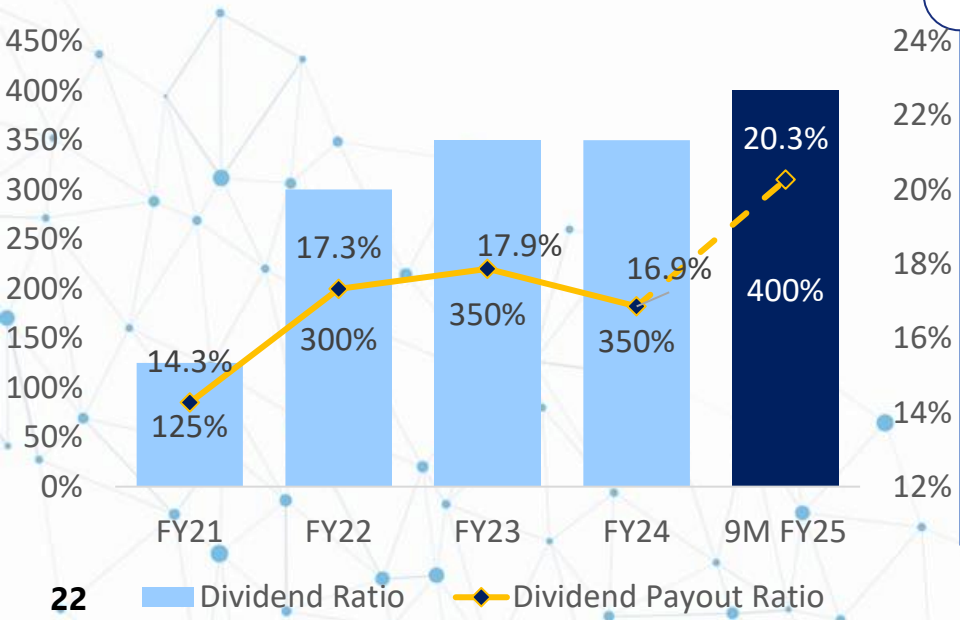
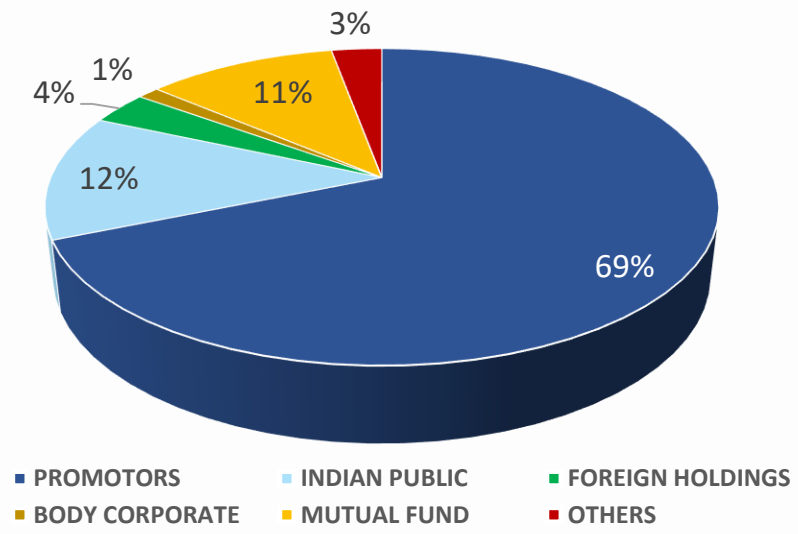
Return on Net Worth



Consistent performance: Key financial Indicators

Particulars	UOM	31 st Dec'24
Market Cap	Rs Mn.	88,121
Debt Incl. Leases	Rs Mn.	1,774
Cash equivalents	Rs Mn	(2,914)
Enterprise Value	Rs Mn.	86,980
P/E	Nos	21.9
EV/EBITDA	Nos	15.3
52 Week High	Rs/share	1309
52 Week Low	Rs/share	758

Shareholding Pattern as on 31st Dec'2024



- 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

- **1828** trains movement in 9 months & got more than **100K+ Green Points** earned from Railways.
- Produced **15.9 Mn (LY 16.0 Mn)** renewal energy units.
- **120K TEUs** handled through multimodal in 9 months.
- Under Green Trucking we have 3500 CNG, 15 Electric, 1 LNG & 10K BS VI Vehicles.
- **3 Retrofit Electric** to be added in the fleet by **March 2025**.
- **TCI IIM-B** made **TEMT tool ISO:14083 certified by SGS for emission measurement** - Push is to standardise this for all emissions measurements in India.



Social

Health Safety & Empowerment Societal Impact & Nation Building

- **Bharat Mobility** - Road safety event in January for TCI Safe Safar.
- 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 were moderate this fiscal year. Q4 expected to better demand amid financial year closing
- Expected Budgetary announcement to boost economic growth, easing inflation and monetary policy rates and amid change in US government etc. are the major factors to watch
- Revenue and Profit growth outlook remains at 10-15%

	Actual (FY07 to FY24)	FY25 Budget	Fig in Mn 9M FY25 Actual
Hub Center & Small	6496	1300	455
Ship	3334	800	655
Container	1533	250	171
Trucks & Rakes	5738	900	543
Others (W/H Equip, IT)	1682	500	226
Total	18782	3750	2051



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

CIN: L70109TG1995PLC019116

Online Presence: www.linktr.ee/TCI_Group

Thank You