

14<sup>th</sup> May, 2025

**The National Stock Exchange of India Ltd.,**  
The Listing Department,  
“Exchange Plaza”,  
Bandra Kurla Complex, Bandra (East),  
Mumbai – 400 051

**BSE Ltd.**  
The Department of Corporate Services,  
Phiroz Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400 001

**Scrip Symbol: TCI**

**Scrip Code: 532349**

Dear Sir/Madam,

**Sub: Intimation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Dear Sir/Madam,

In compliance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached the Investors’ Presentation for the Q4/FY 2024-25.

This is for your information and necessary records.

Thanking you,

Yours Faithfully,

**For Transport Corporation of India Limited**

**Archana Pandey**  
**Company Secretary & Compliance Officer**  
Encl: a/a

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**Transport Corporation of India Limited**

**Corporate Office :** TCI House, 69, Institutional Area, Sector-32, Gurugram - 122001, Haryana (India)

Ph. No.: +91 124-2381603, Fax: +91 124-2381611 E-mail : corporate@tcil.com Web : www.tcil.com

**Regd. Office:-** Flat Nos. 306 & 307, I-8-271 to 273, Third Floor, Ashoka Bhoopal Chambers, S P Road, Secunderabad - 500 003 (Telangana)

Tel: +91 40 27840104 Fax: +91 40 27840163

CIN : L70109TG1995PLC019116

# Investor Presentation

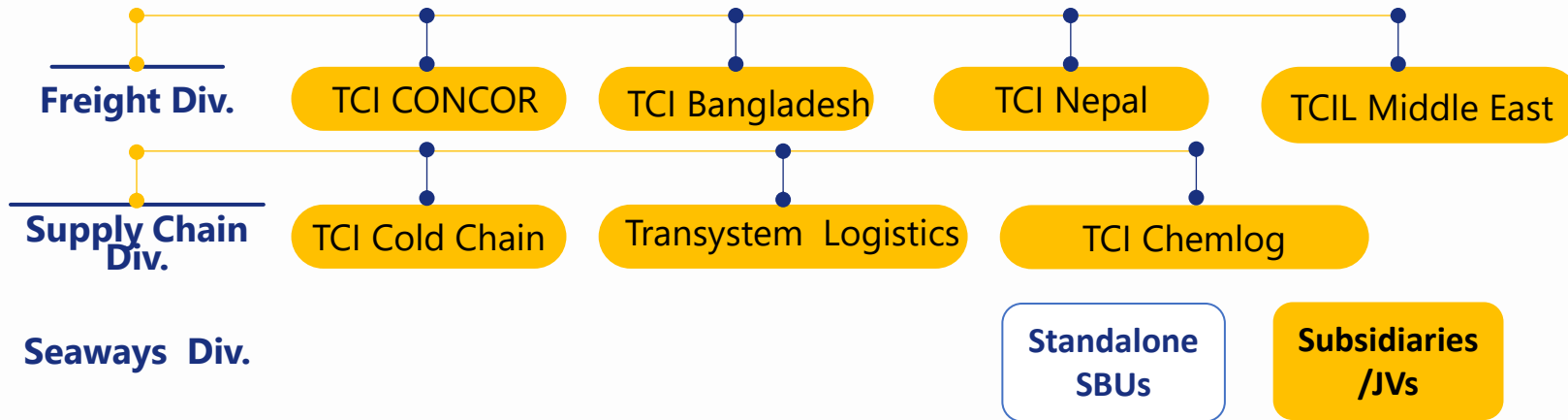
## Q4 FY25

15<sup>th</sup> May 2025

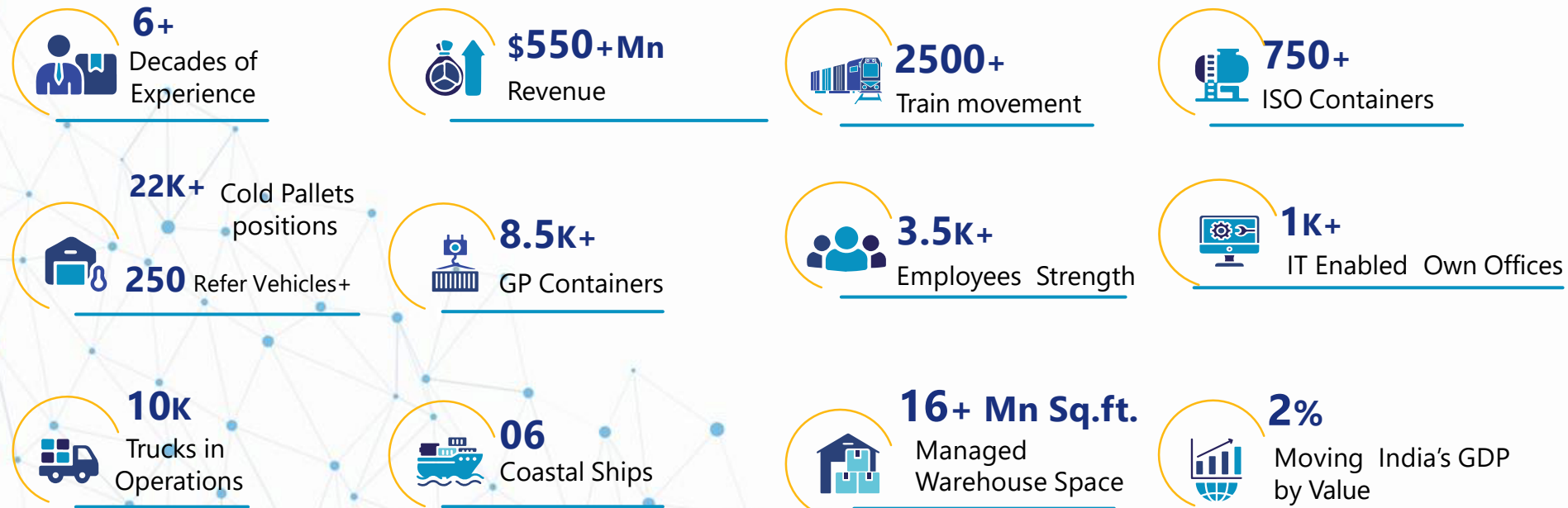


**Everything**  
**Logistics®**

# 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 Network and Capabilities

## Rail

- High end CBU logistics
- Container movement
- Cross border movement
- Chemicals Logistics

Full rake <b>2500 +</b>	SAARC: <b>300</b>
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Own Trains : **3 AFTO**

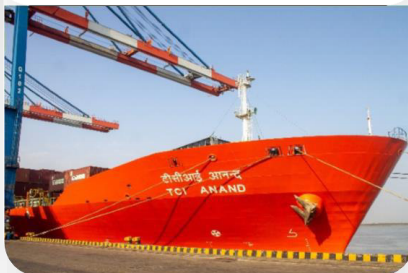


## Coastal

Ship Deployed : **6**

DWT : **79,000**

GP containers : **8500+**



## Container Management

Intl/Exim	Baffle/ISO	Marine
TEUs Handled: <b>154K Vs 139K</b> in FY24		

CBUs Handled: **310K vs 337K**  
in FY24

225K+ Green points earned



## Yards & Terminals

No. of Yards & Terminals managed

**Yards : 67**

**Terminals: 70**



**We saved  
1.6 lacs Tones of CO2 equivalent in terms of  
GHG emissions in year FY25**



# Technology & Automation Driven Operations

1

## Operations & Warehousing

- Fleet Management System
- Workman Management System
- Freight Exchange Platform
- Geo Fencing, E-Invoice, E-Waybill, GST



3

## Strong Tech Team

- Version Control
- Repository System
- Dev Ops lifecycle Tool
- Project Management System
- Tech enabled Infrastructure



5

## IOT Devices

- GPS & GIS
- Temperature Sensors
- RFID's
- Barcode Scanners



2

## Central Monitoring System

- Vehicle Tracking System
- High Availability Disaster Recovery
- Logistics Control Tower
- Fleet Management System
- Security Operation Centre



4

## Digital Transformation

- Center of Excellence
- Robotics Process Automation
- Data Analytics
- Business Process Optimization
- Artificial Intelligence & ML
- Optical Character Recognition
- Business Intelligence Tool



6

## Customers & Suppliers

- Customer Relationship Management
- Customer Portal & App
- Supplier Relationship Management
- Supplier Performance Management
- Supplier App





# 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 4<sup>th</sup> 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



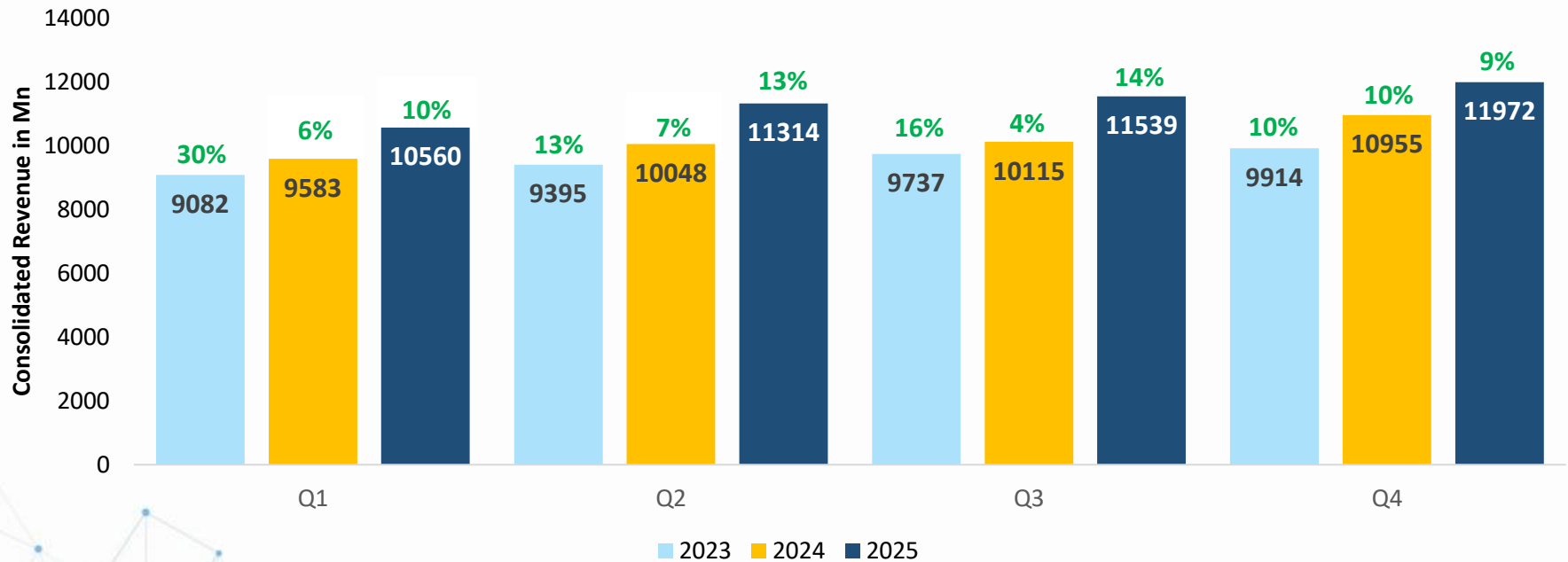
- Increasing demand for specialty chemicals
- Rising awareness about health care

## 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



- 19 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 235 Cr

# 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

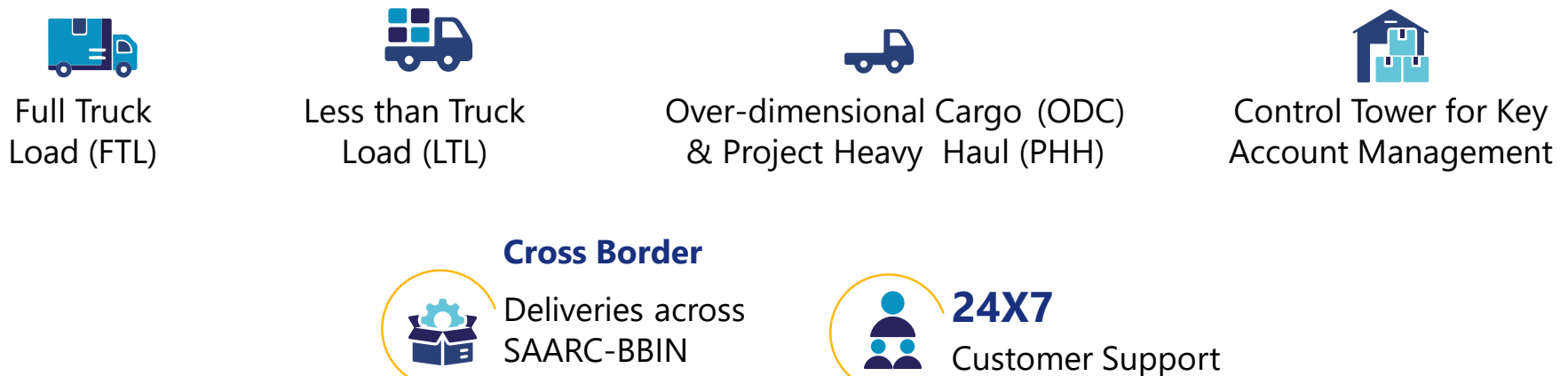
## Integrated Surface Transport Solution

### 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

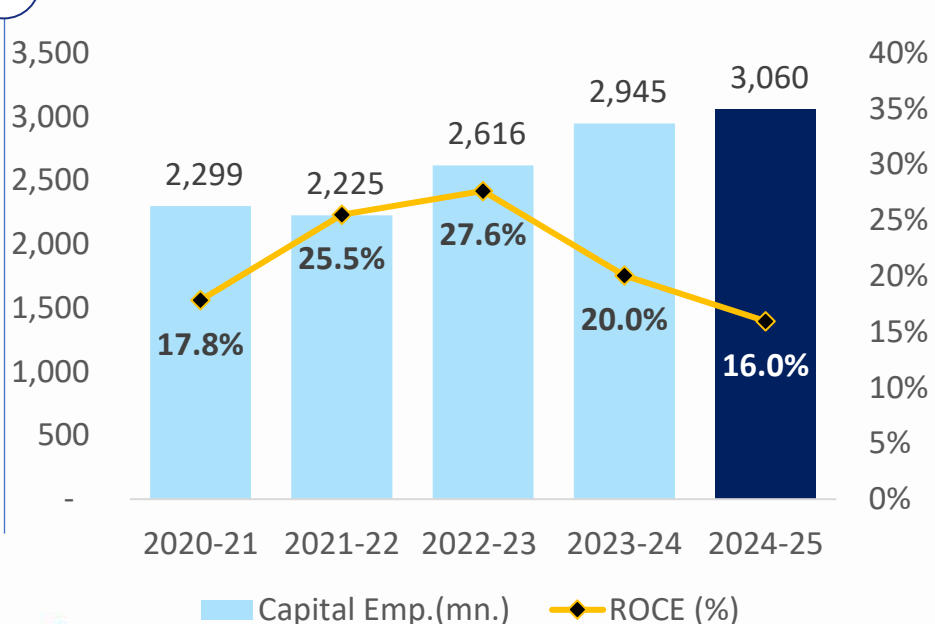
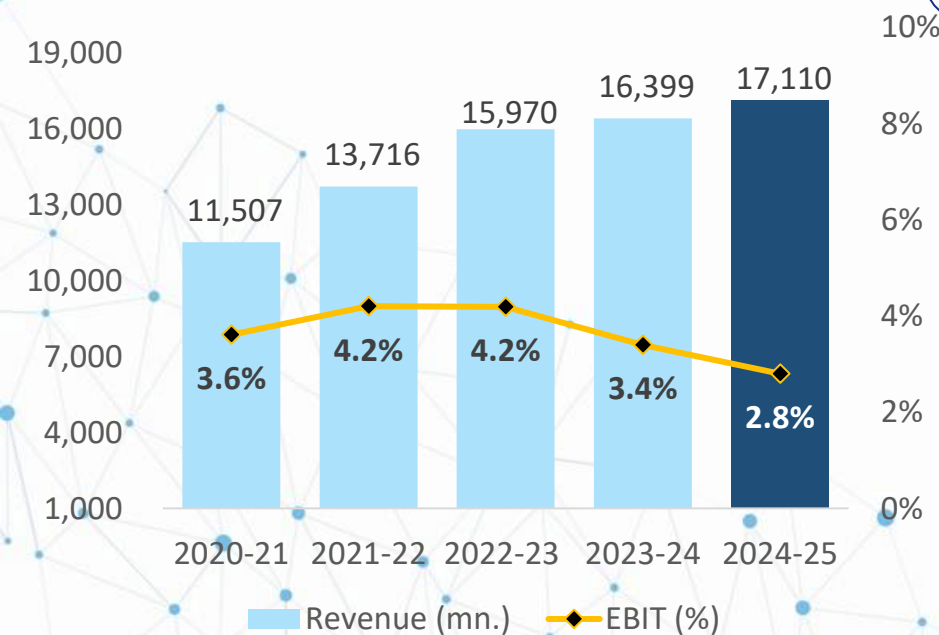
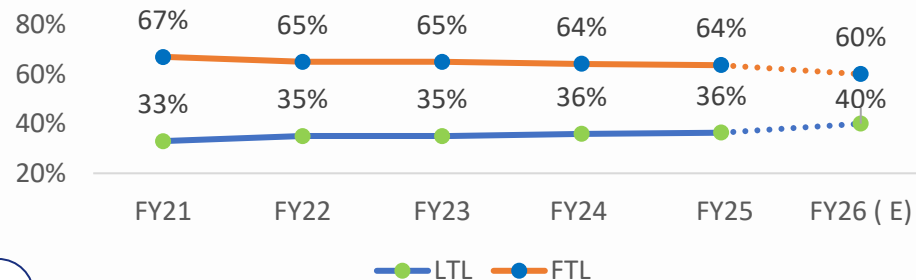


# TCI Freight Division: Key Operational Highlights

Fig in Mn

Particulars	Q4 FY25	Q4 FY24	Gr%	FY25	FY24	Gr%
Revenue	4323	4454	-3.0%	17110	16399	4.3%
EBDITA	129	163	-20.9%	533	605	-11.9%
% to Revenue	3.0%	3.7%		3.1%	3.7%	
EBIT	115	151	-23.5%	479	557	-14.1%
% to Revenue	2.7%	3.4%		2.8%	3.4%	

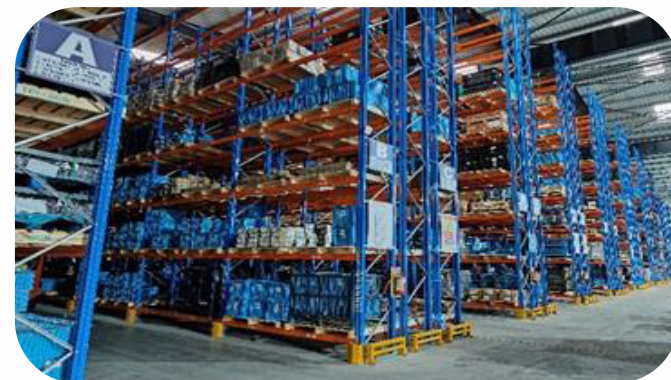
- Flattish Revenues amid weakness in Infra and capital goods sectors and moderate economic activity
- Bottom of the cycle with recovery expected FY26
- Continued focus on network expansion to increase LTL  
40 new branches opened (Target FY26: 50)



# 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



**3,000+**

Vehicles under Operation Owned: 1200+



**67**

Yards Managed



**1250+ Mn**

Production Logistics Parts Handled



**150+**

Trains Operated per Month



**16+ Mn Sq. ft.**

Warehousing Space Managed

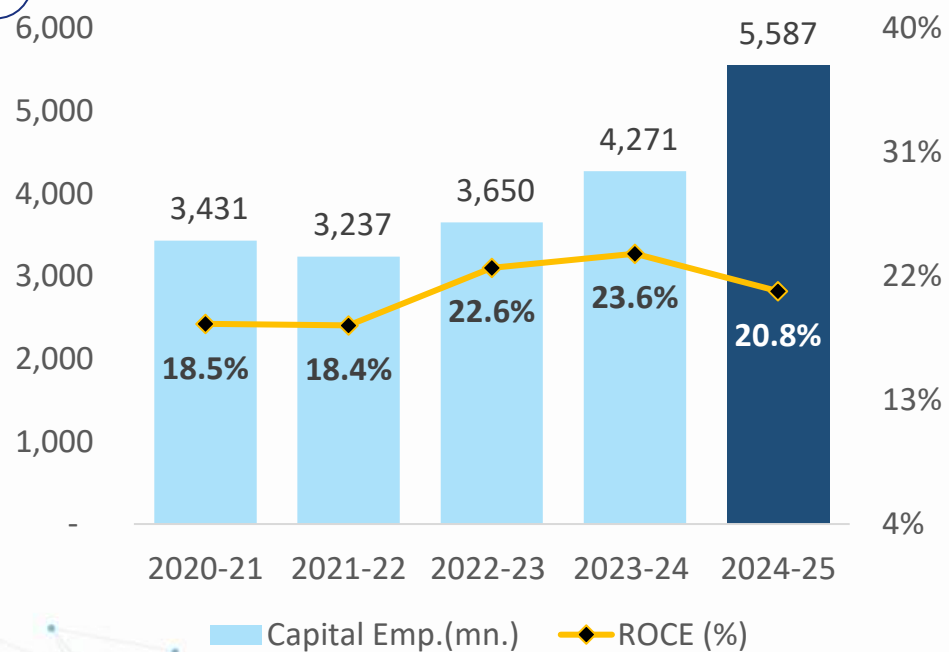
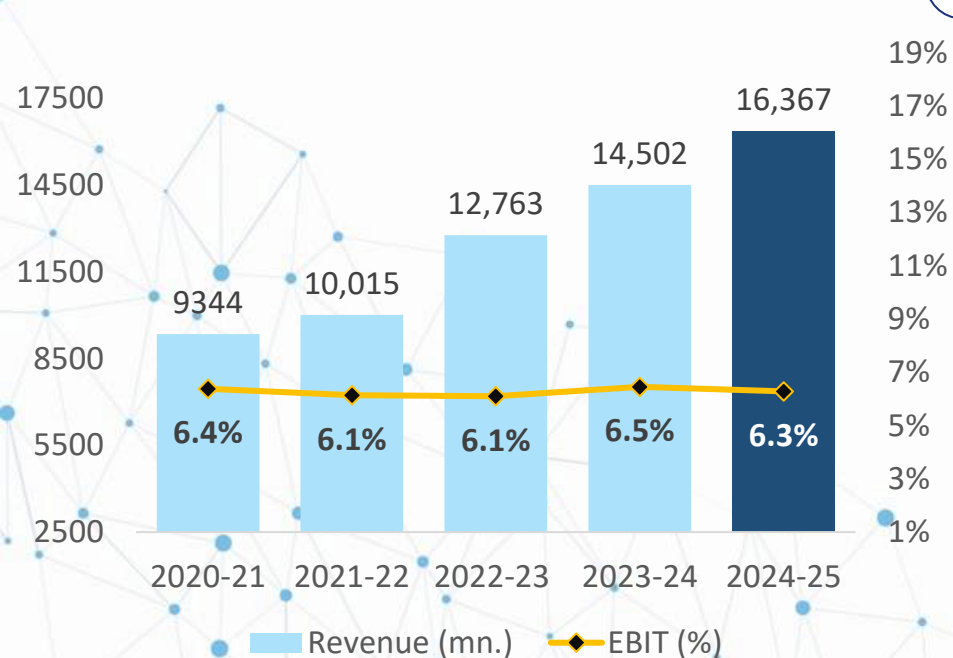


# TCI Supply Chain Division: Key Operational Highlights

Fig in Mn

Particulars	Q4 FY25	Q4 FY24	Gr%	FY25	FY24	Gr%
Revenue	4224	3677	14.9%	16367	14502	13%
EBDITA	416	355	17.2%	1569	1382	14%
% to Revenue	9.9%	9.7%		9.6%	9.5%	
EBIT	270	240	12.5%	1024	936	9%
% to Revenue	6.4%	6.5%		6.3%	6.5%	

- Growth momentum continued amidst addition of new contracts and expansion in existing 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



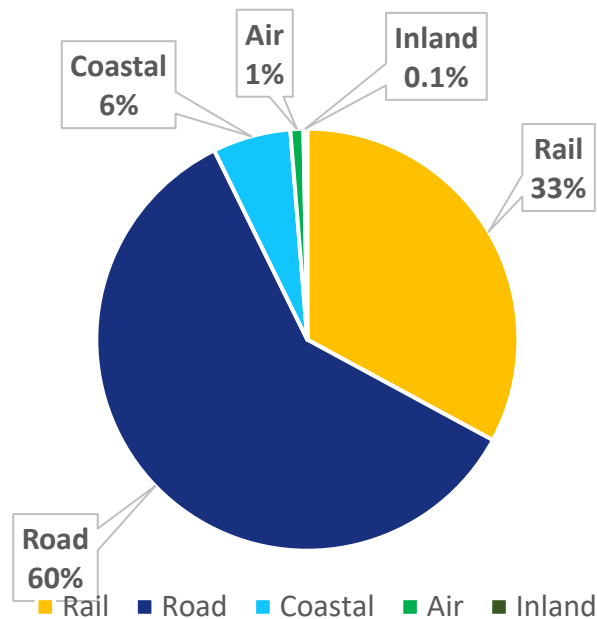
### The Sagar mala Project

- 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**

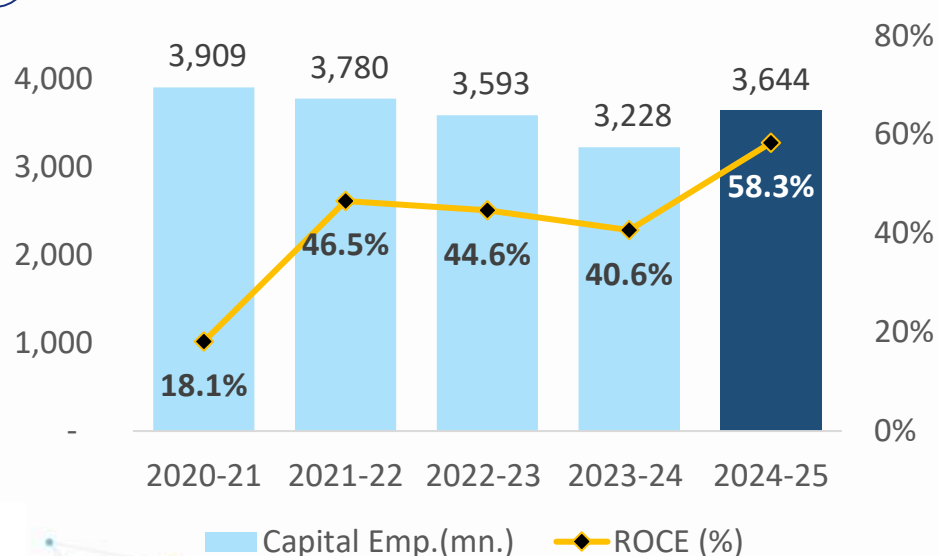
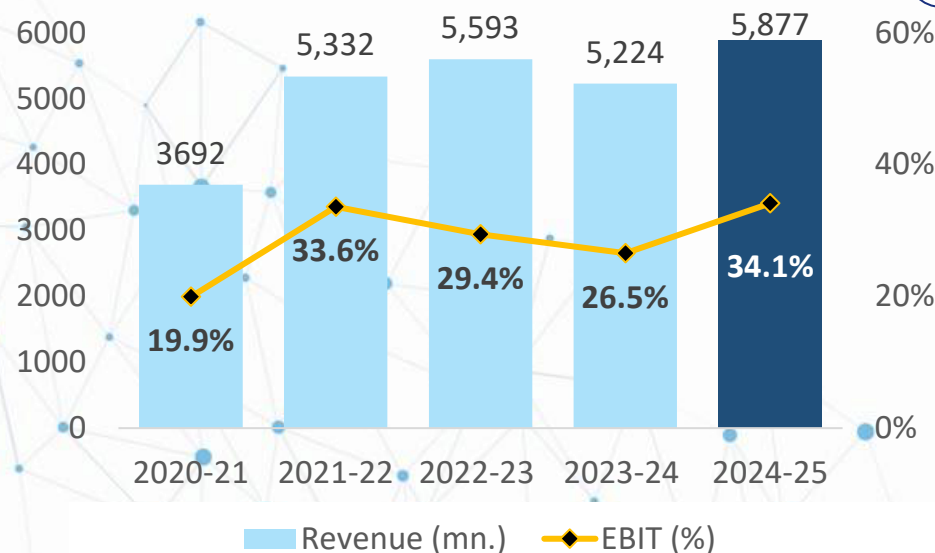
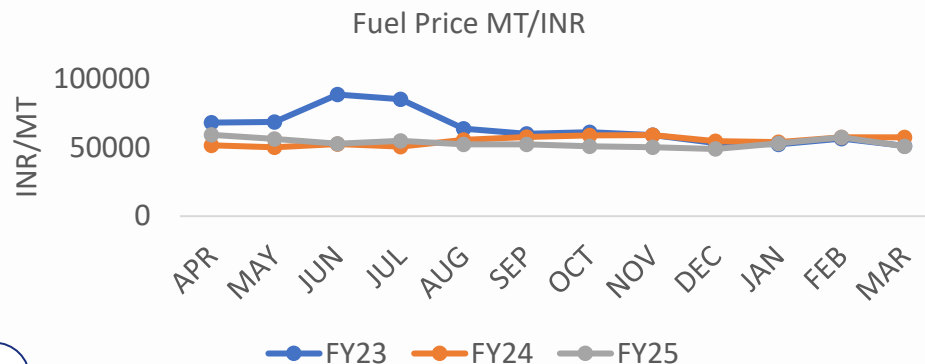
Out of 13 Major Ports Served

# TCI Seaways Division: Key Operational Highlights

Fig in Mn








Particulars	Q4 FY25	Q4 FY24	Gr%	FY25	FY24	Gr%
Revenue	1513	1426	6.1%	5877	5224	13%
EBDITA	677	572	18.5%	2459	2091	18%
% to Revenue	44.8%	40.1%		41.8%	40.0%	
EBIT	583	394	47.8%	2004	1385	45%
% to Revenue	38.5%	27.7%		34.1%	26.5%	

- Volumes remained benign but favorable freight rates
- Avg fuel price remained in a range
- 2 ships dry-docked and 3 are planned in FY26 (one completed)



# TCI's Joint Ventures

Figures in Mn.

FY25 (FY24)				
	Revenue			
		4556 (3456)	941 (809)	11837 (10099)
	Y-o-Y Growth	31.8% (13.4%)	16.3% (34.6%)	17.2% (45.9%)
	Capital Employed	592 (608)	937 (763)	3691 (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.

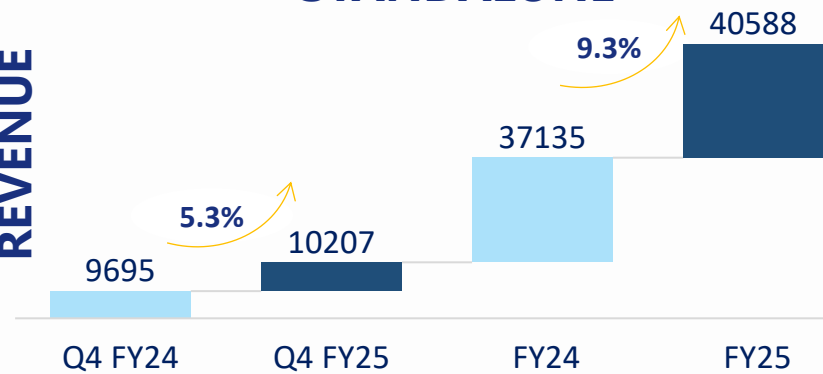
Focused on automotive logistics of Japanese clients

# Financial Highlights

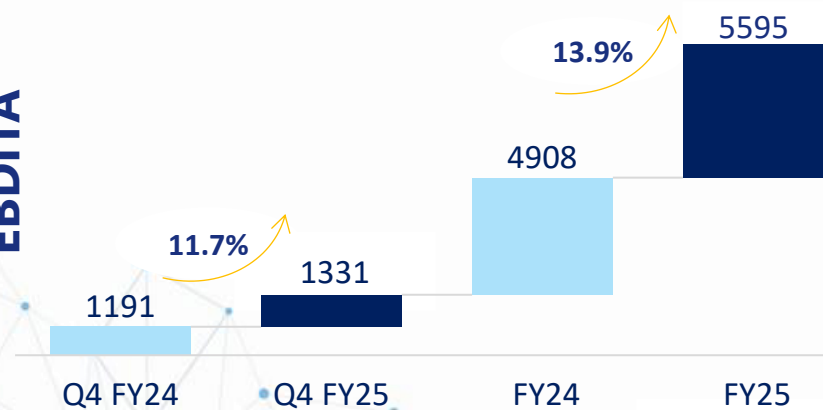
Fig in Mn.

## STANDALONE

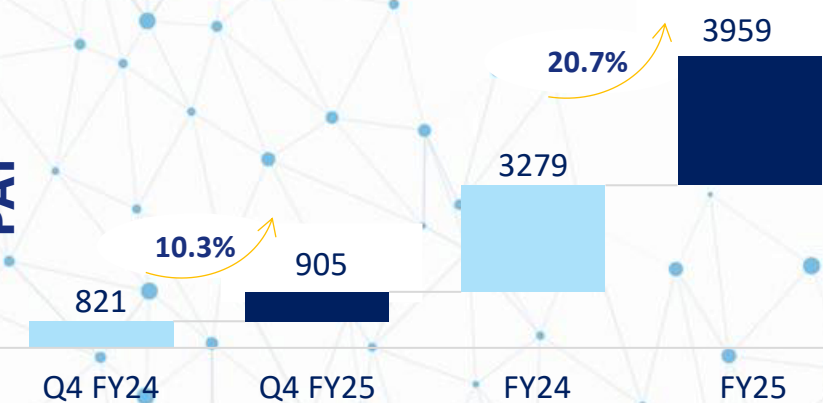
REVENUE



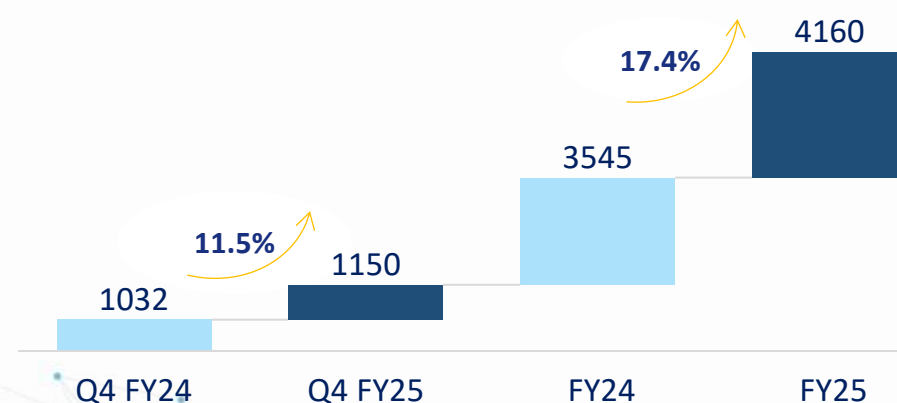
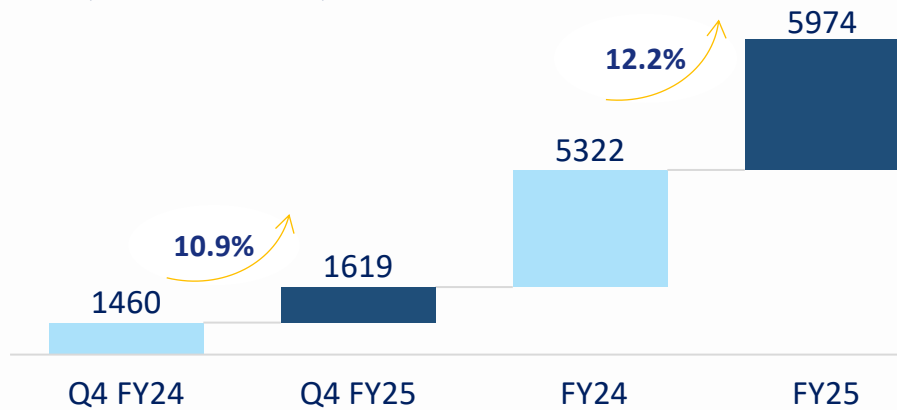
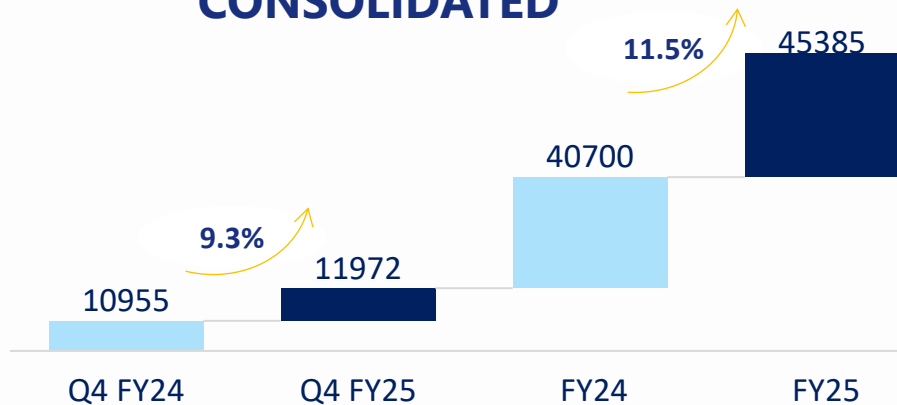
EBDITA



PAT

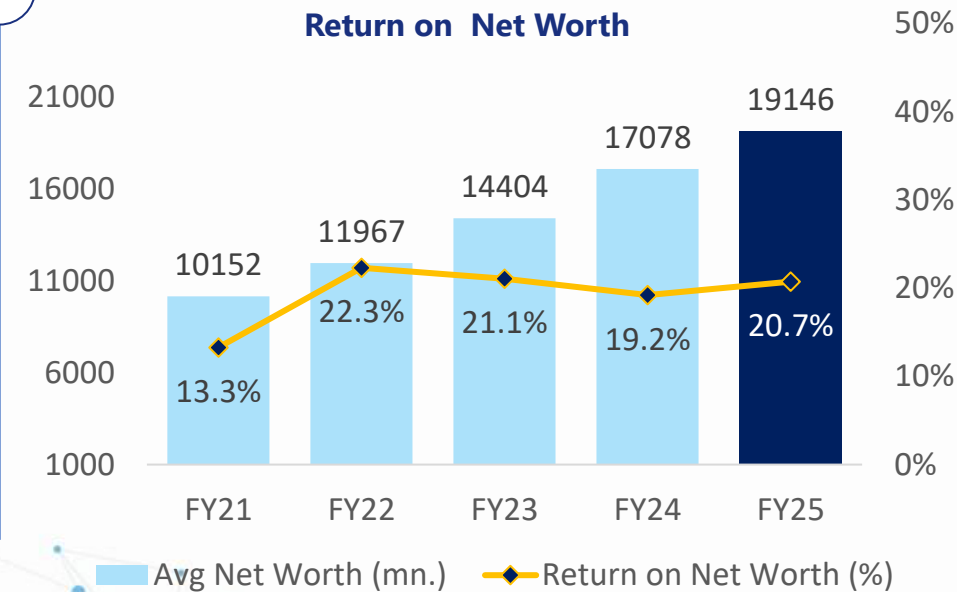
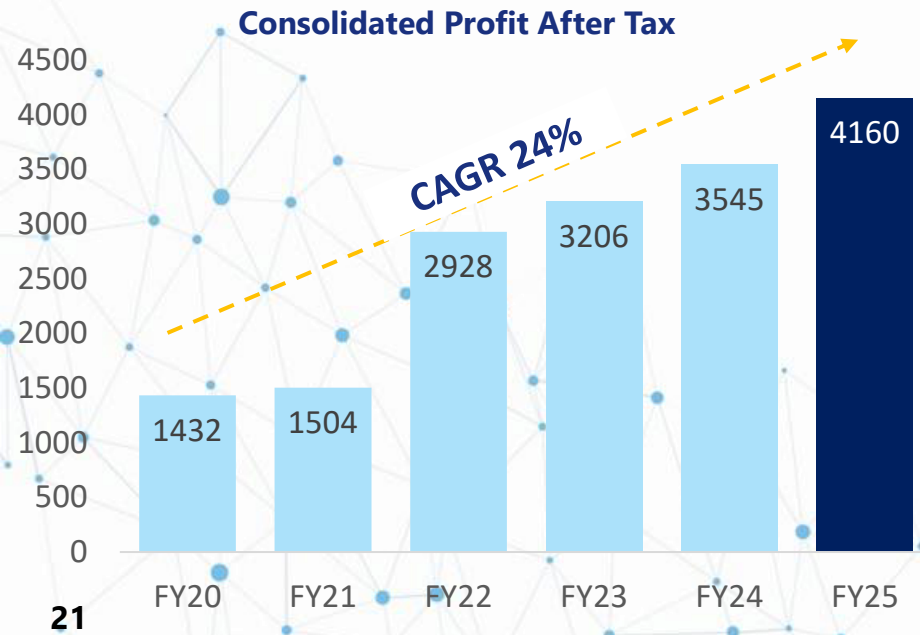
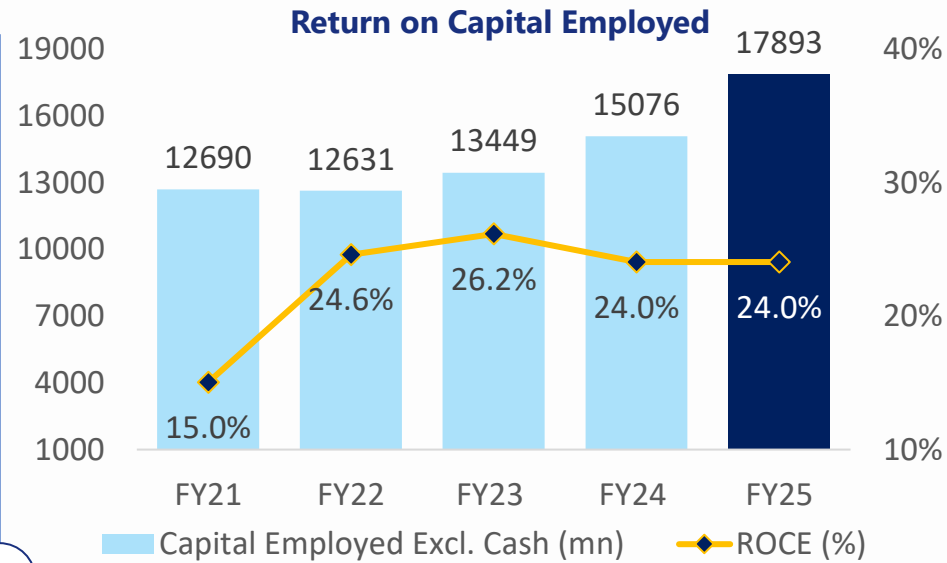
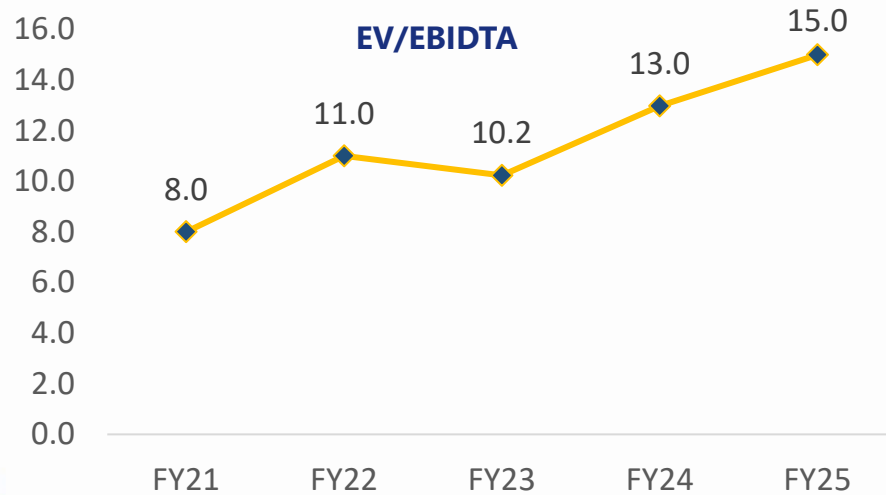


## CONSOLIDATED



# Consistent performance: Key financial Indicators

Figures in Mn

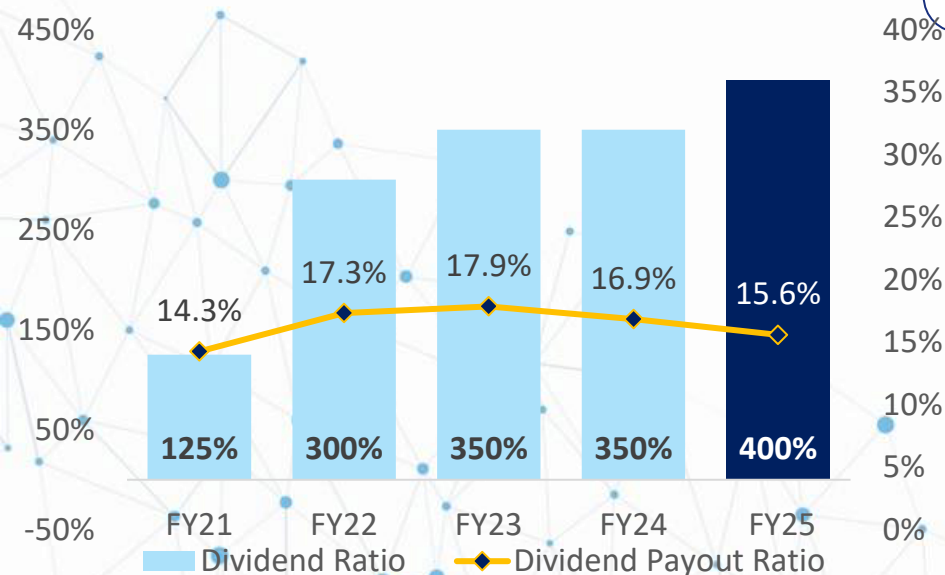
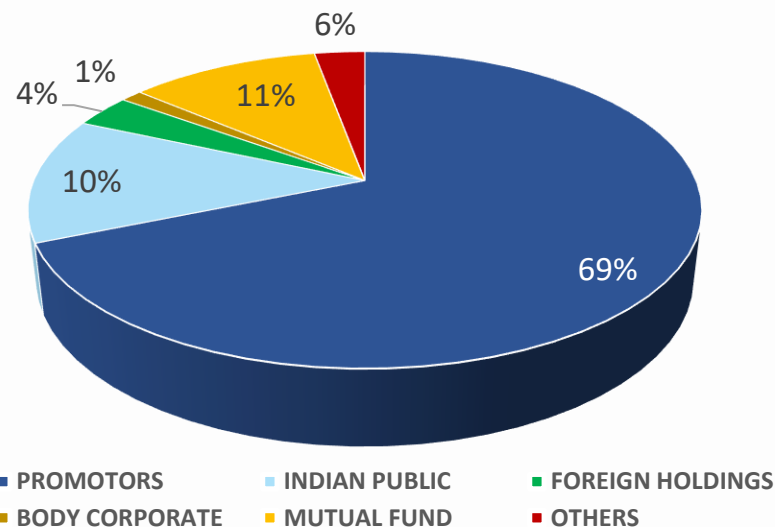




# Consistent performance: Key financial Indicators

Particulars	UOM	31 <sup>st</sup> Mar'25
Market Cap	Rs Mn.	84,461
Debt Incl. Leases	Rs Mn.	1,840
Cash equivalents	Rs Mn	(2,377)
Enterprise Value	Rs Mn.	83,923
P/E	Nos	21.5
EV/EBITDA	Nos	15.0
52 Week High	Rs/share	1309
52 Week Low	Rs/share	795

Shareholding Pattern as on 31<sup>st</sup> Mar'2025



- 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

- **2500+** trains movement in 9 months & got more than **225K+ Green Points** earned from Railways.
- Produced **14.6 Mn** renewal green energy units.
- **154K TEUs** handled through multimodal .
- Under Green Trucking , engaged 3500 CNG, 50K trips thru CNG vehicles
- **TCI IIM-B made TEMT tool ISO:14083 certified by SGS for emission measurement** - Push is to standardize this for all emissions measurements in India.



## Social

### Health Safety & Empowerment Societal Impact & Nation Building

- **Bharat Mobility** - Road safety events under TCI Safe Safar across 9 states engaging 50K+ drivers
- Health initiatives across 18 states administering **15+ Lakh Vaccinations** & other **Health services to 22 Lakh** people.
- Artificial limb center has empowered **2112 beneficiaries** to stand on their feet again.
- Urmila Sports Academy trained players for National & International sports events, winning **50 Medals**.



## Governance

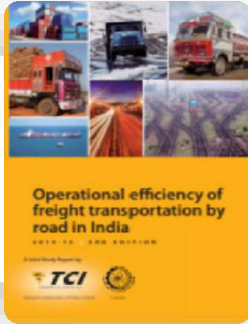
### Trust, Dependability & Resilience

- 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.



# Thought leadership :Reports and Publications

## Reports

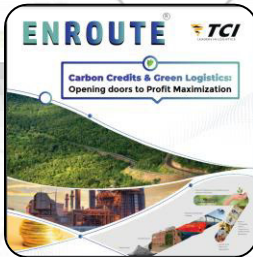
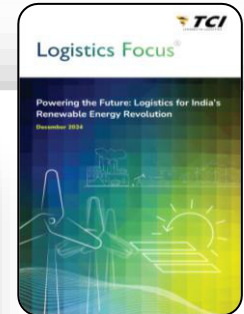
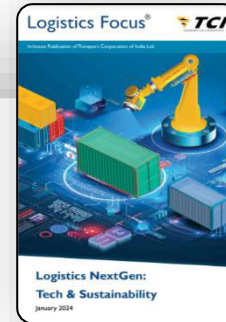
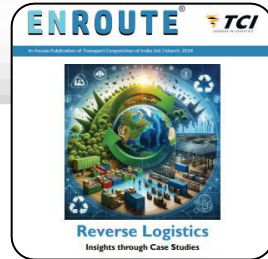


Operational Efficiency of freight transportation by road in India



Insurance requirements of the Indian logistics and warehousing industry and the customers

## Publications



# Future Outlook

- Overall economic trends were moderate this fiscal year.
- Geo-political developments , Government's push on infrastructure and manufacturing , easing inflation and monetary policy rates are the major factors to watch
- Revenue and Profit growth outlook remains at 10-12%

Fig in Mn

	Actual (FY07 to FY24)	FY25 Budget	FY25 Actual	FY26 Budget
Hub Center & Small WH	6500	1300	948	1320
Ship	3334	800	655	1350
Container	1533	250	171	120
Trucks & Rakes	5738	900	736	1280
Others (W/H Equip, IT)	1592	500	550	430
<b>Total</b>	<b>18692</b>	<b>3750</b>	<b>3059</b>	<b>4500</b>





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## Transport Corporation of India Limited

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**Tel.:** +91 - 124 - 2381603-07

E-mail Id: [finance.mis@tcil.com](mailto:finance.mis@tcil.com)

**CIN:** L70109TG1995PLC019116

**Online Presence:** [www.linktr.ee/TCI\\_Group](http://www.linktr.ee/TCI_Group)

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# Thank You