

Investor Presentation

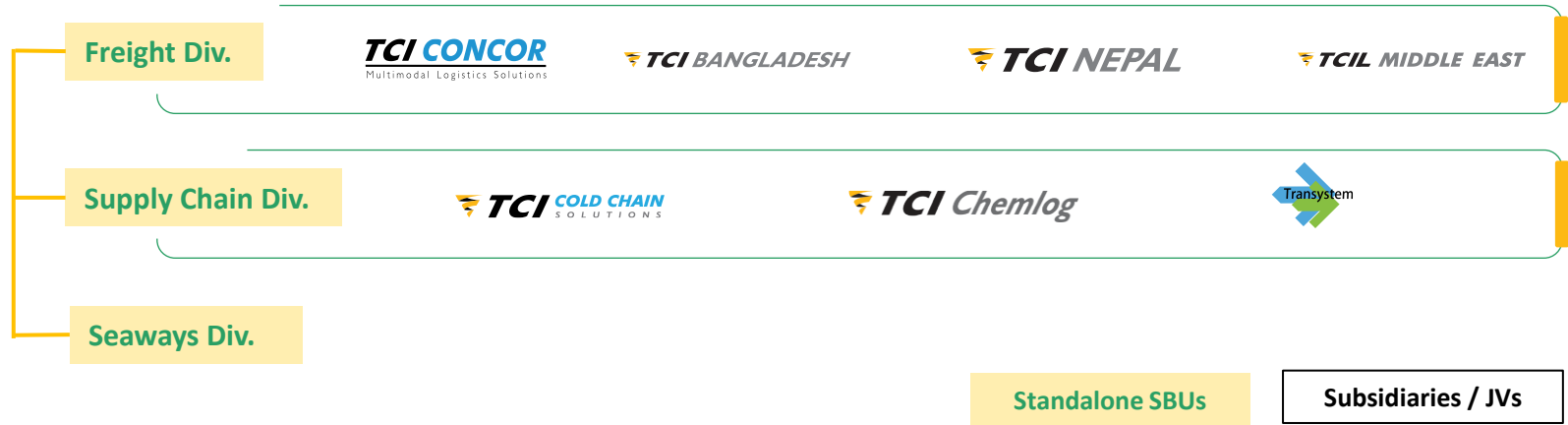
Q1 FY2026

29th July 2025



Everything
Logistics®

TCI: Consolidated Corporate Overview



Integrated Strengths



67 Years
of industry leadership



\$550+Mn
Consolidated Revenue



3
AFTO Trains



06
Domestic Coastal Ships



10K
Trucks in Operations



16+ MnSq.ft.
Managed Warehouse Space



2500+
Train movement



75000+
Clean Fuel Trips



22K+
Cold Pallets positions



250+
Reefer Vehicles



750+
ISO Containers



8.5K+
GP Containers



3.5K+
Employees Strength



1K+
IT Enabled Own Offices



2%
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**



Wide Range Of Bespoke Solutions and Services for Diverse Industries



Strong Multimodal Capabilities & Network



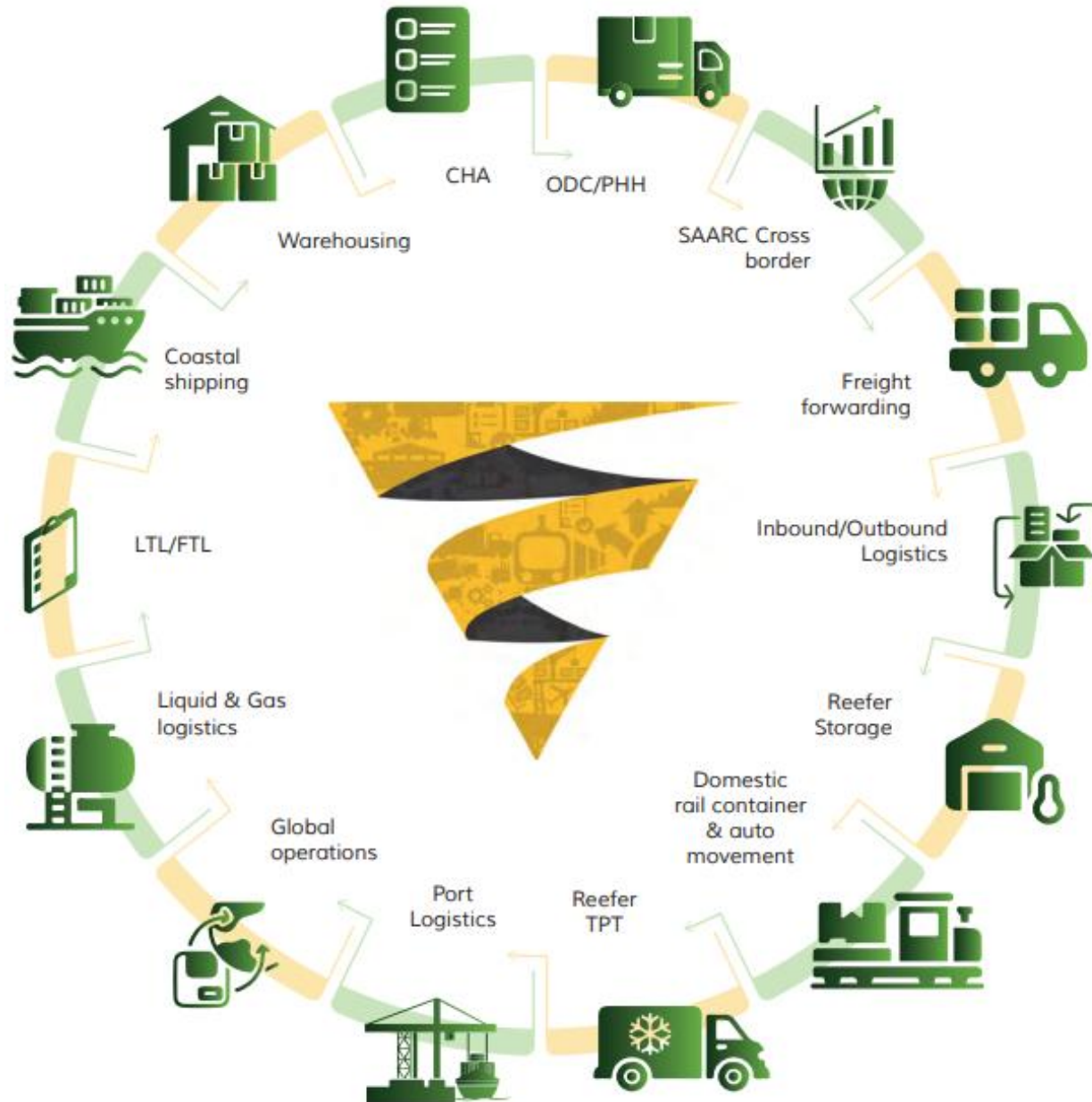
Technology & Automation Driven Operations



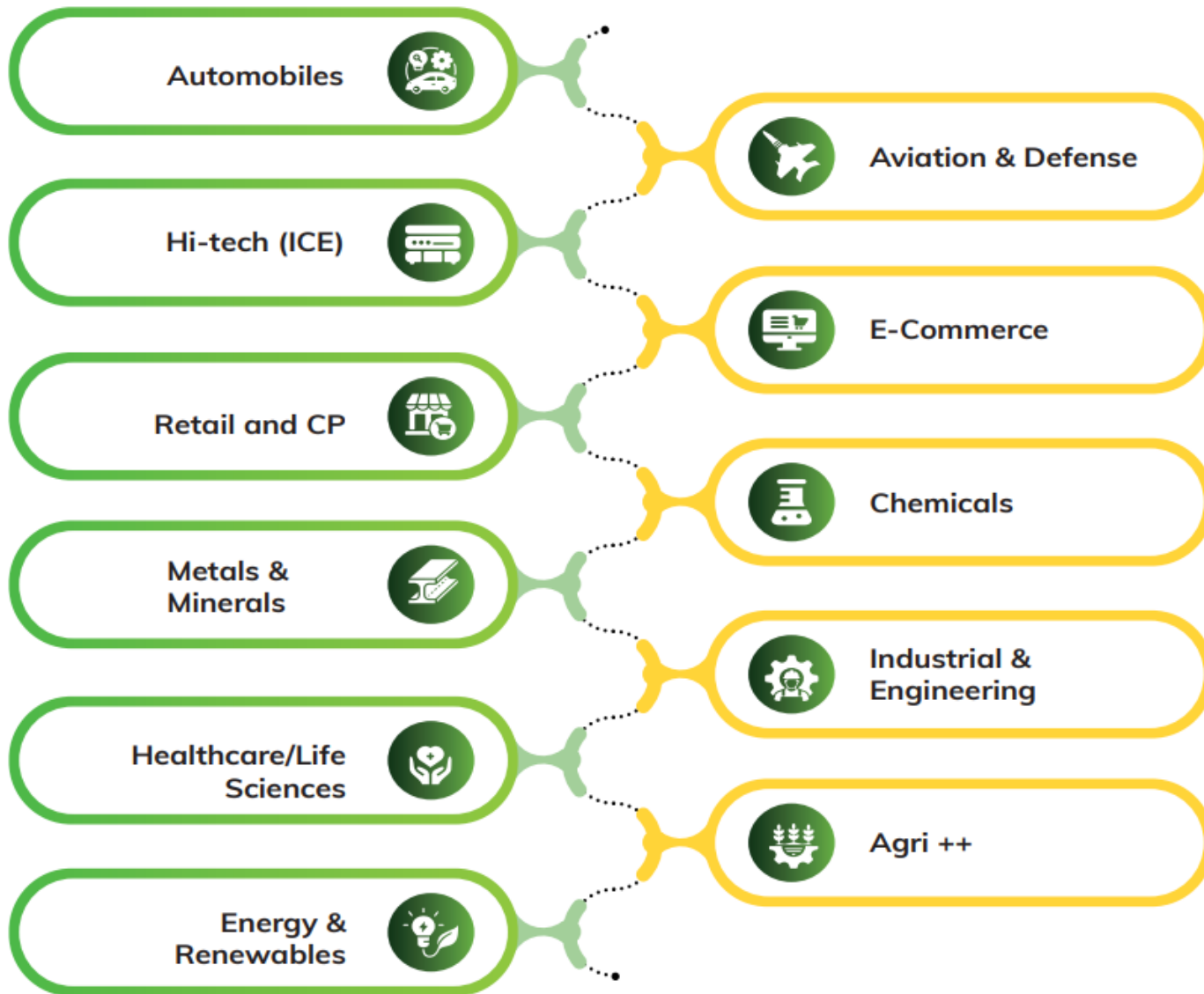
Creating Value in High Growth Industry Sectors



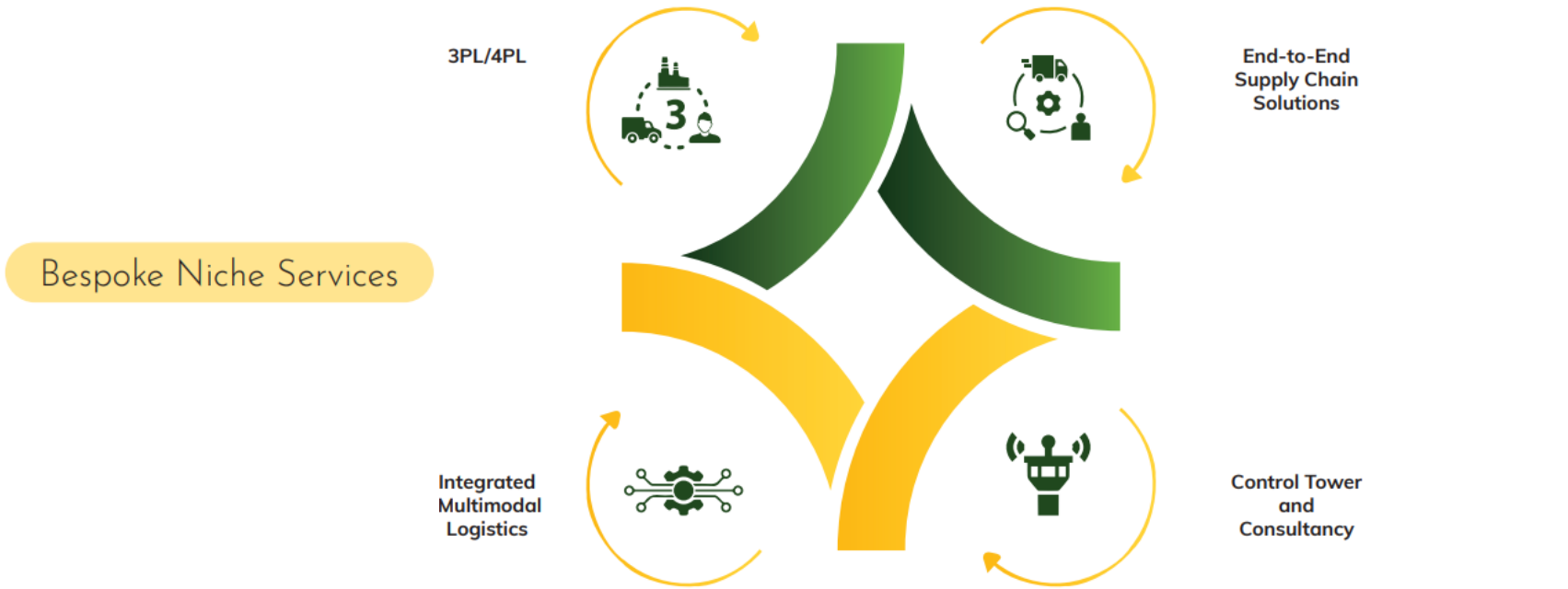
Wide range of Services under Single Window



Customized Solutions for Diverse Industries



The Result: Digitally Advanced Sustainable Solutions



Strong Multimodal Network and Capabilities

Rail



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

Rake Movement **625 Q1 FY'26 vs 540 Q1 FY'25** (2500 in FY'25)

Own Trains : **3 AFTO**

Coastal

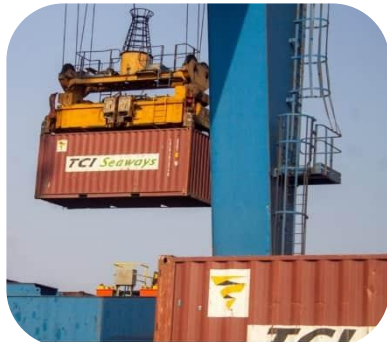


Ship Deployed : **6**

DWT : **77,957**

GP containers : **8,500+**

Container Management



Intl/Exim Baffle/ISO Marine

TEUs Handled: **38K Q1 FY'26 vs 33K Q1 FY'25** (154K in FY'25)

CBUs Handled: **75K Q1 FY26 vs 80K Q1 FY'25** (310K in FY'25)

225K+ Green points saved for customers

Yards & Terminals



No. of Yards & Terminals managed

Yards : **67**

Terminals : **70**

We saved **1.6 lacs** Tonnes of e-CO2 in terms of GHG emissions in year **FY'25**

Technology & Automation Driven Operations

Engineering and Industrial

- Security Operation Centre
- Workman Management System
- Freight Exchange Platform
- Geo Fencing, E-Invoice, E-Waybill, GST

01

Strong Tech Team

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

03

IOT Devices

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

05

Central Monitoring System

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

02

Digital Transformation

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

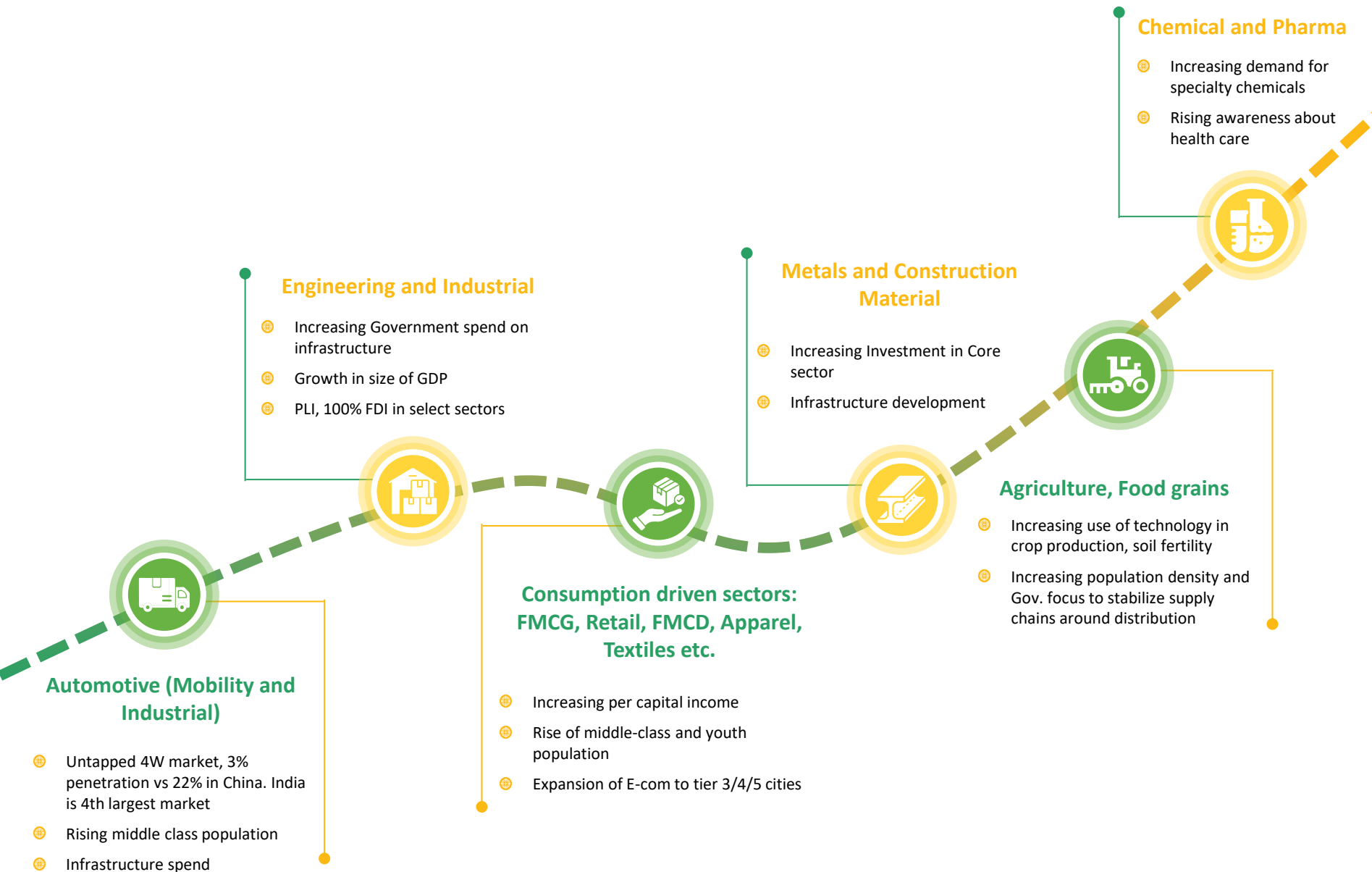
04

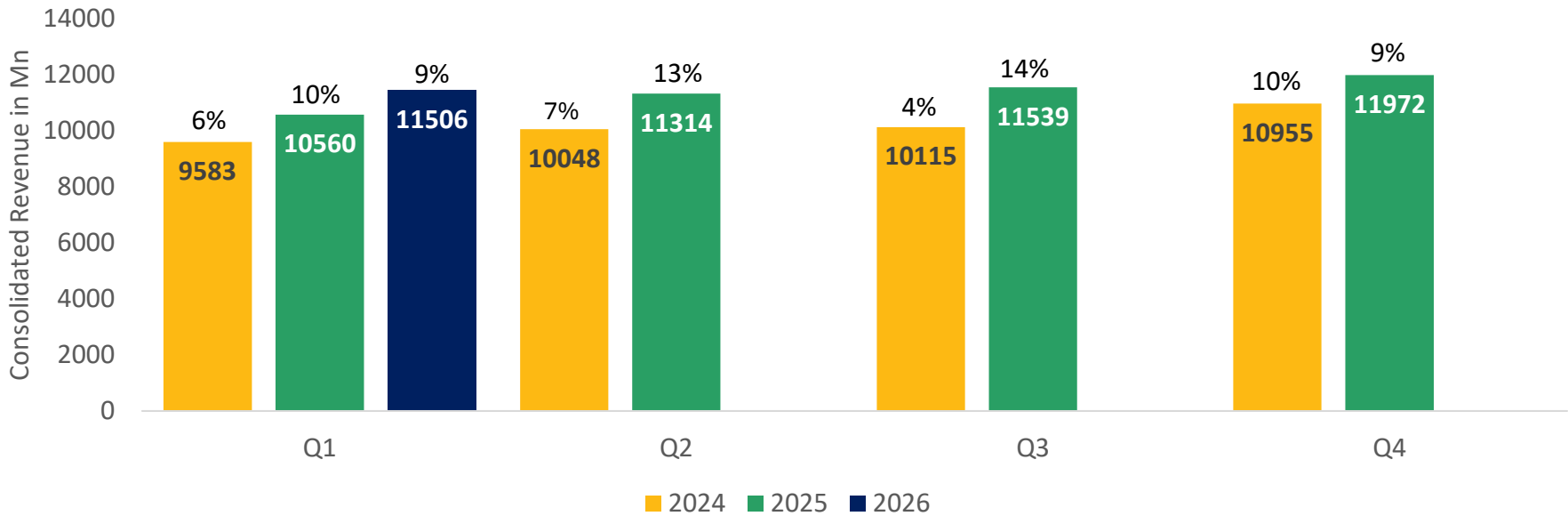
Customers & Suppliers

- CRM
- Customer Portal & App
- Control tower
- SRM & app
- Supplier Performance Management

06

Present Across High Growth Industry Sectors





- 20th consecutive quarters of higher growth on YoY basis
- Growth momentum continued amidst moderate economic trends.
- Remained resilient with well-diversified service offerings, multi-sectoral presence and wide customer base
- Strong Liquidity with surplus cash surplus of 280 Cr



TCI Freight Division: Industry Nature & Trends



Industry

- ② USD 180 B Freight Transport Market, highly fragmented and unorganized
- ② LTL Freight Transport Market, relatively organized with 15% share
- ② Increasing adoption technology like on demand trucking and real-time pricing
- ② Increasing awareness on sustainable logistics and demand for multimodal



Growth Drivers

- ② Need for FTL & LTL from a single provider
- ② Anywhere to anywhere model
- ② Control Tower enabled customized Freight solution with end-to-end visibility
- ② Growing need for in-transit small storage facilities
- ② Packaging support for high value goods, fragile items in LTL segment

25

Strategically located hubs



Control Towers

Single Window Control & Visibility



750+

IT Enabled Owned offices



Cross Border

Deliveries across SAARC-BBIN



5,000+

Truck under Operation



24X7

Customer Support



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



Less Than Truck Load (LTL)



Full Truck Load (FTL)



Over Dimensioned Cargo



Project & Heavy Haul



Cross Border Logistics



Storage Solutions



Containerized Services



CHA Facility



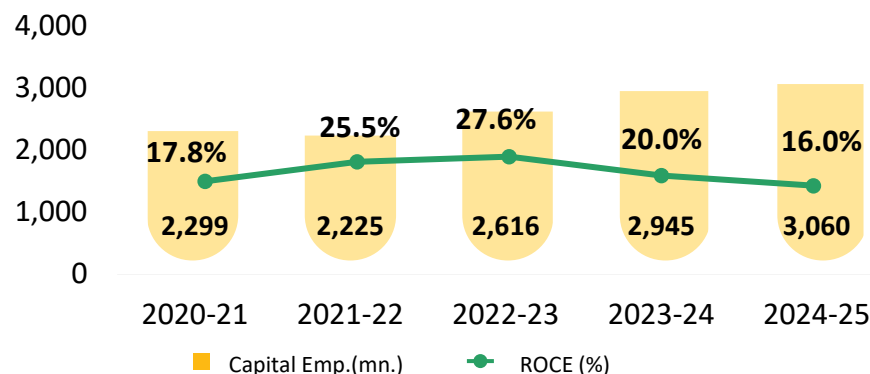
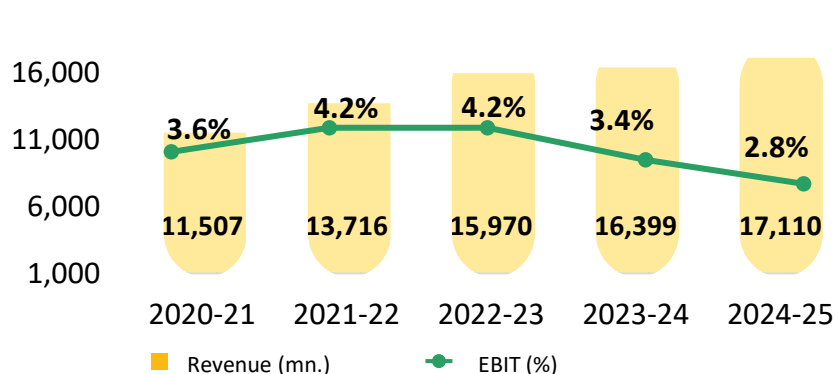
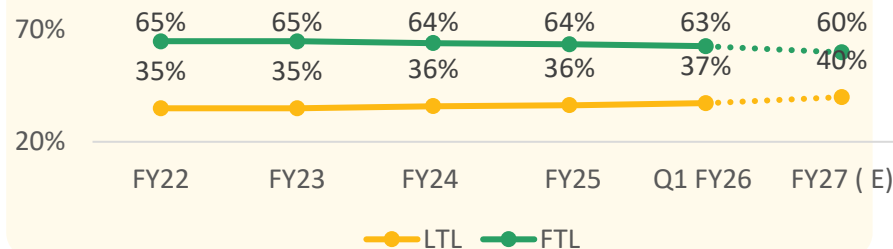
Value Added Services

TCI Freight Division: Key Operational Highlights

Fig in Mn

Particulars	Q1 FY26	Q1 FY25	Gr%	FY25	FY24	Gr%
Revenue	4112	4187	-1.8%	17110	16399	4.3%
EBDITA	125	148	-15.9%	533	605	-11.9%
% to Revenue	3.0%	3.5%		3.1%	3.7%	
EBIT	111	135	-18.0%	479	557	-14.1%
% to Revenue	2.7%	3.2%		2.8%	3.4%	

- ⊕ Flattish Revenues amid weakness in Infra and capital goods sectors and moderate economic activity
- ⊕ Continued focus on network expansion to increase LTL. 40 new branches opened in FY25 (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



4,000+

Vehicles under Operation
Owned:1200



1,250+ Mn

Production Logistics Parts
Handled



16+ Mn Sq. ft.

Warehousing Space
Managed



67

Yards Managed



150+

Trains Operated per Month



TCI Supply Chain Division: Our Edge



Comprehensive Multi-Industry Expertise

Integrated End-to-End Solutions.

Technology-Driven, Integrated Operations

Proven Scalability and Flexibility

Commitment to Sustainability and Compliance

Connecting the Entire Value Chain

Professional Team Expertise and Experience

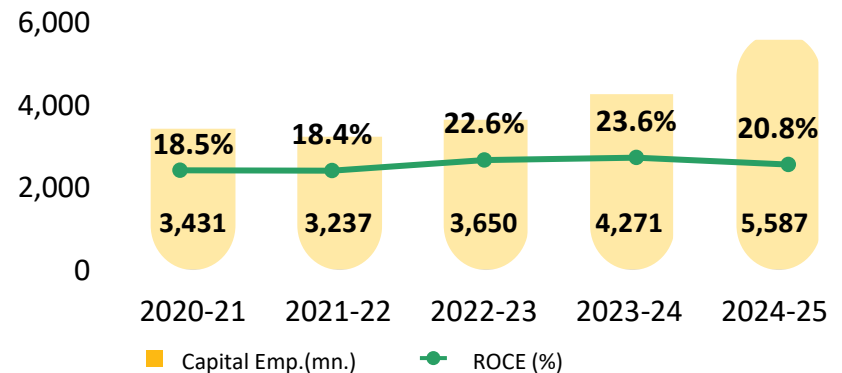
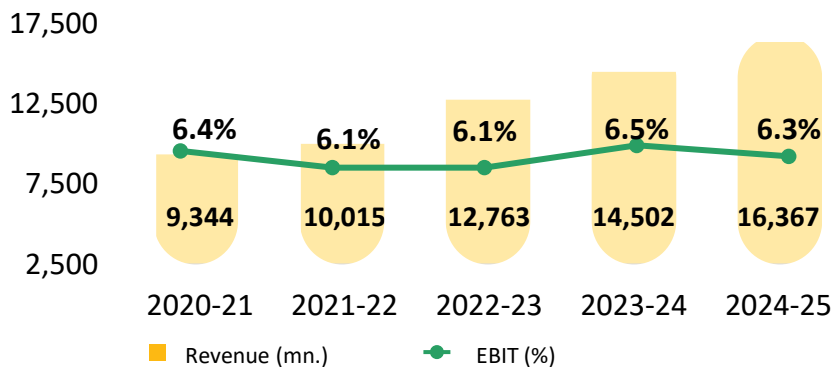
Alignment with International Quality Standard

**Capability to Drive Superior HSE Outcomes
Across Industries**

TCI Supply Chain Division: Key Operational Highlights

Particulars	Q1 FY26	Q1 FY25	Gr%	FY25	FY24	Gr%
Revenue	4270	3861	10.6%	16367	14502	13%
EBDITA	416	357	16.4%	1569	1382	14%
% to Revenue	9.7%	9.3%		9.6%	9.5%	
EBIT	264	238	10.6%	1024	936	9%
% to Revenue	6.2%	6.2%		6.3%	6.5%	

- ⊕ Growth momentum continued amidst addition of new contracts and expansion in existing contracts
- ⊕ Good traction in warehousing, and multimodal services & expansion of hub & spoke network for auto
- ⊕ Margins stable and remained resilient to various cost pressures
- ⊕ To strengthen green logistics two more Rail-Rakes ordered & expected in next 12-15 months



TCI Seaways: Industry trends



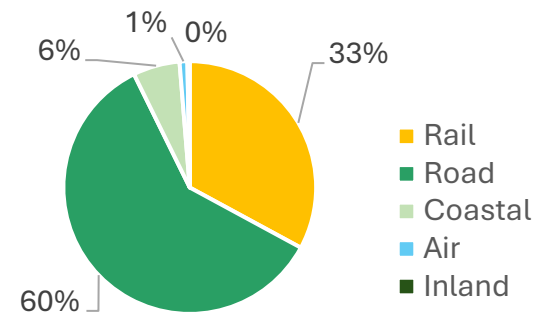
Cargo volume surged from 73 MT (2014–15) to 162+ MT (2023–24); projected to exceed 220 MT by 2030.

National waterways expanded from 5 to 111, with operational length rising from 2,716 km to 4,894 km.

Policy boosts like Sagarmala and the Coastal Shipping Bill, 2024 are driving infrastructure upgrades and cost-efficiency.

Coastal cargo traffic grew 119% in the last decade; inland/coastal shipping offers lower costs, sustainability, and road/rail decongestion.

Government targets doubling modal share of waterways from 6% to 12% by 2030, with \$120B+ investment backing.





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 Mn
Domestic Coastal Ships

8,500+
Own Multipurpose Marine Containers

77,975 DWT
Total Capacity

7
Out of 12 Major Ports Served

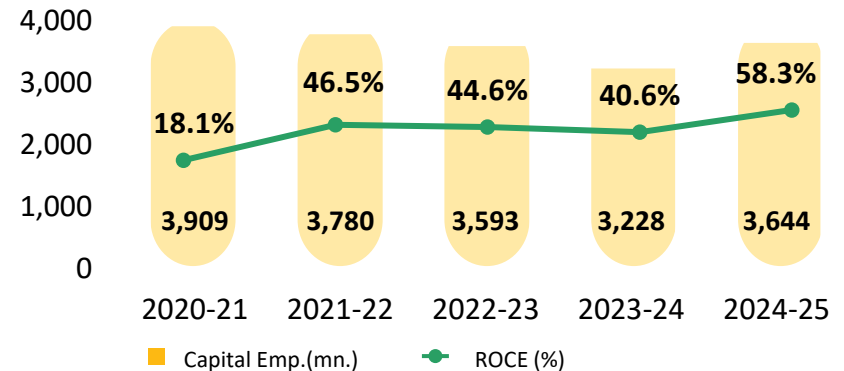
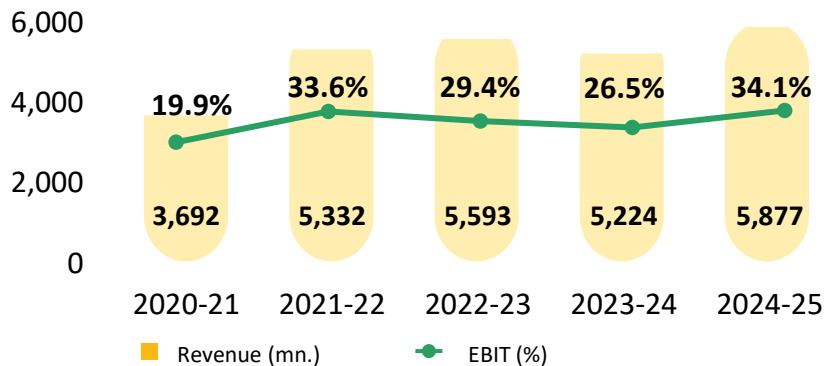
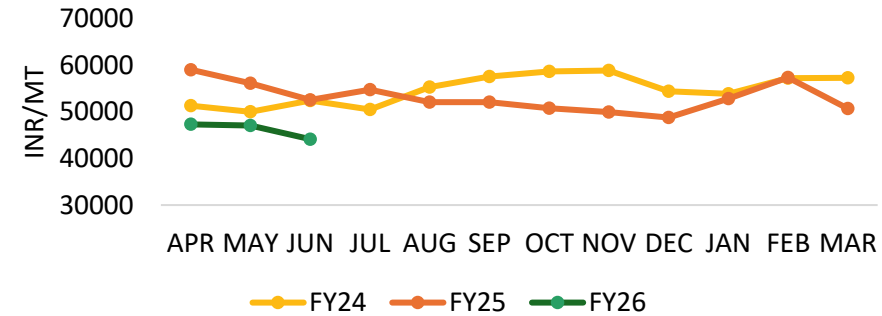
TCI Seaways Division: Key Operational Highlights

Fig in Mn

Particulars	Q1 FY26	Q1 FY25	Gr%	FY25	FY24	Gr%
Revenue	1482	1339	10.7%	5877	5224	13%
EBDITA	664	534	24.2%	2459	2091	18%
% to Revenue	44.8%	39.9%		41.8%	40.0%	
EBIT	581	403	44.0%	2004	1385	45%
% to Revenue	39.2%	30.1%		34.1%	26.5%	

- 📍 Favorable freight rates Avg fuel price remained weaker
- 📍 One ship dry-docked during Q1 , 2 more are scheduled this year

Avg. MT Price of Low Sulphur Fuel







Q1 FY26 (FY25)
(fig in mn)

TCI CONCOR
Multimodal Logistics Solutions

TCI COLD CHAIN
SOLUTIONS



 Revenue	1,154 (4,556)	261 (941)	2,940 (11,837)
 Y-o-Y Growth	33% (31.8%)	18.8% (16.3%)	11.1% (17.2%)
 Capital Employed	689 (592)	1,038 (937)	3,261 (3,691)
 Strategic Partner Share	49%	20%	51%



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

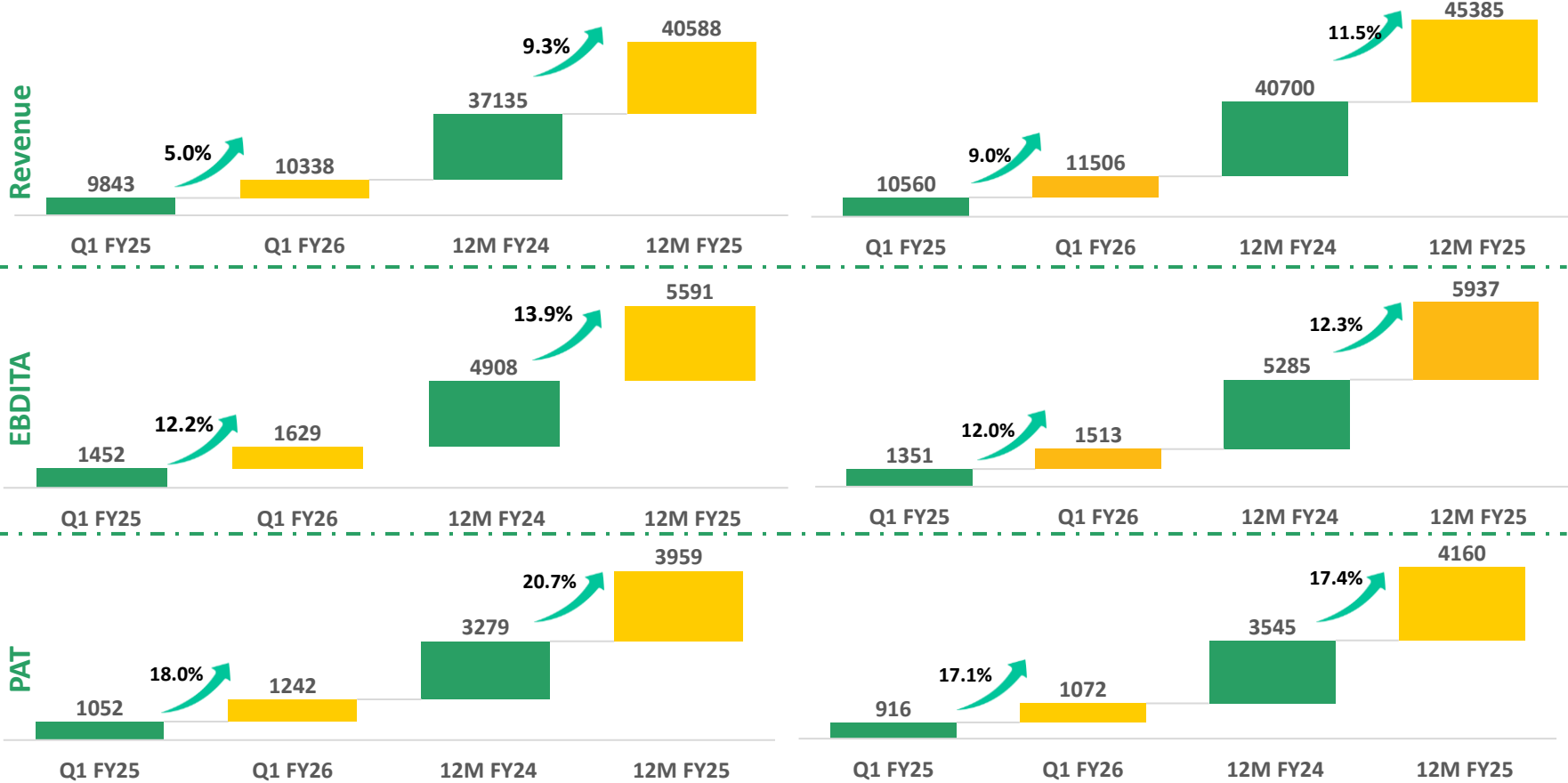
TCI Coldchain Services - catering to temperature controlled Warehousing along with primary & secondary distribution requirements.

Transsystem - Focused on automotive logistics of Japanese clients



Standalone

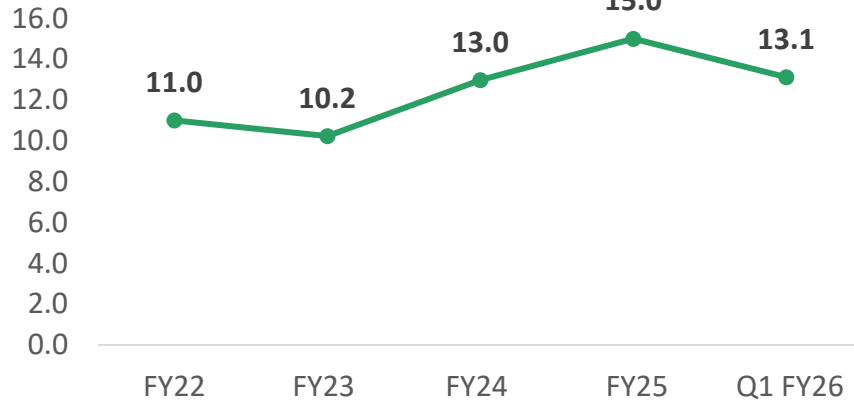
Consolidated



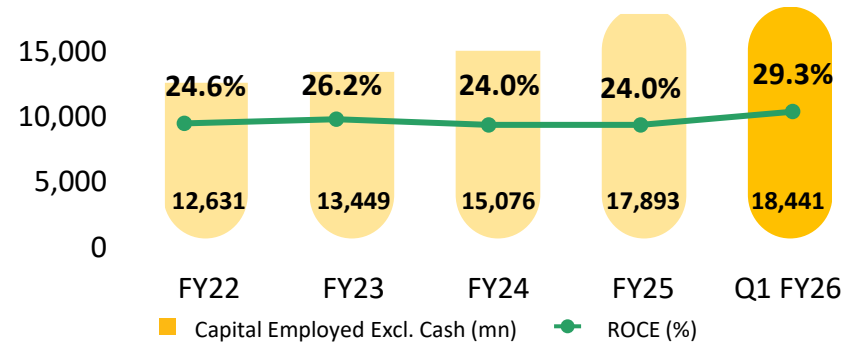
*Console EBDITA includes TLI's share of profit minus Exceptional Items.

Consistent performance: Key financial Indicators

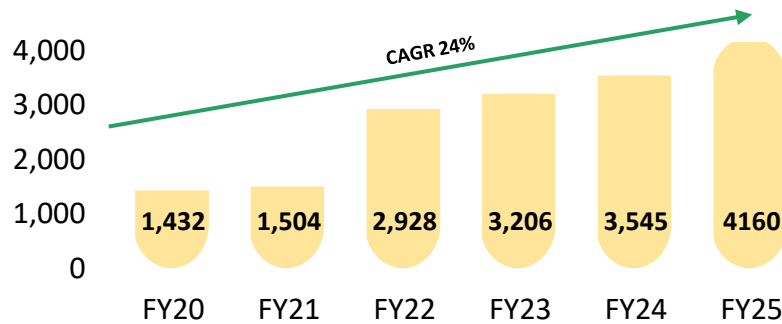
EV/EBIDTA



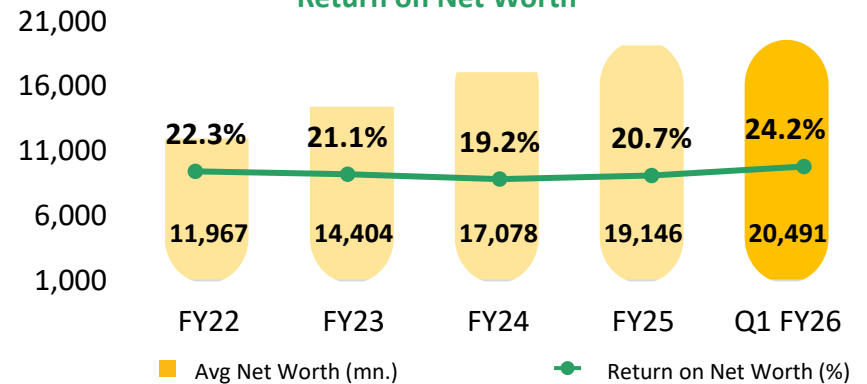
Return on Capital Employed



Consolidated Profit After Tax



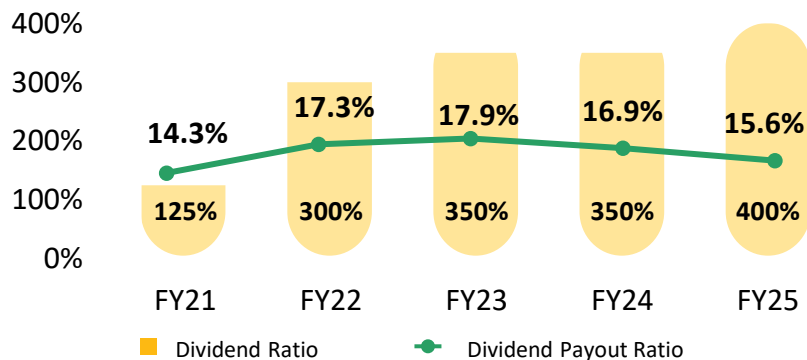
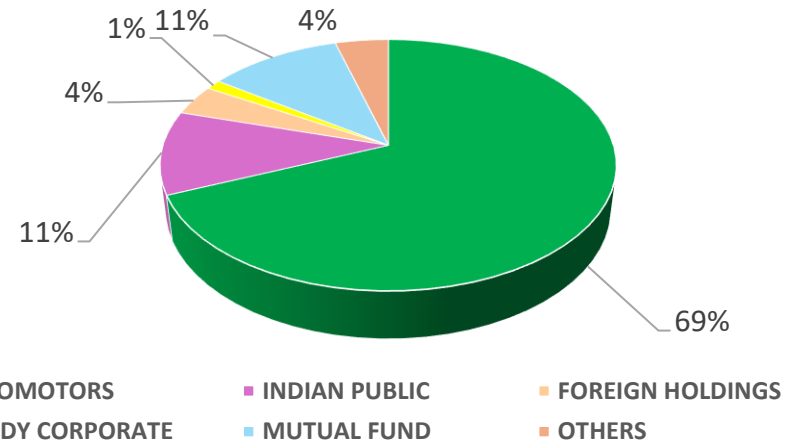
Return on Net Worth



Consistent performance: Key financial Indicators

Particulars	UOM	30 th Jun'25
Market Cap	Rs Mn.	86,683
Debt Incl. Leases	Rs Mn.	1,912
Cash equivalents	Rs Mn.	(3,124)
Enterprise Value	Rs Mn.	85,471
P/E	Nos	20.2
EV/EBITDA	Nos	13.1
52 Week High	Rs/share	1309
52 Week Low	Rs/share	876

Shareholding Pattern as on 30th Jun'2025



- ⊕ CRISIL & ICRA Long term Rating : **AA (Stable)**
- ⊕ ICRA Short Term Rating CP : **A1+**
- ⊕ DnB Rating: **5A1**
- ⊕ Stock returned CAGR of **31%** in last 25 years
- ⊕ Stock coverage : **13** Buy Rating : **13**

Nurturing Sustainable Stewardship



Environmental

Nurturing Environment for a Healthier Planet

- 2500+ trains movement in FY 25 & 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, 75K+ 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 53 Medals.

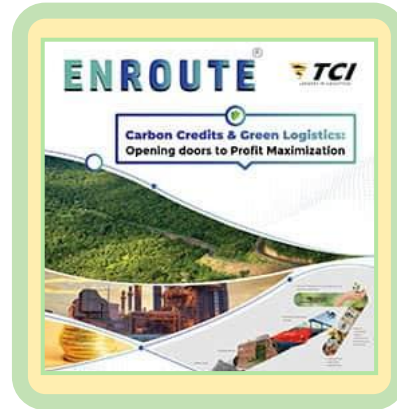
Governance

Trust, Dependability & Resilience

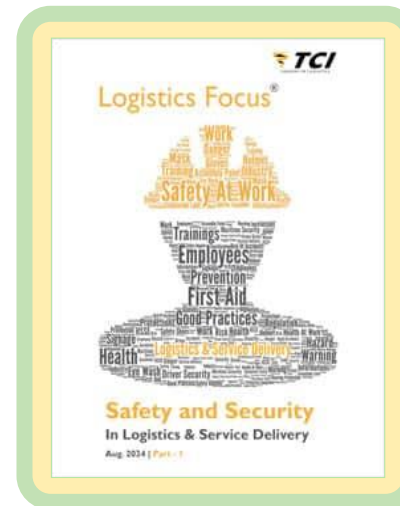
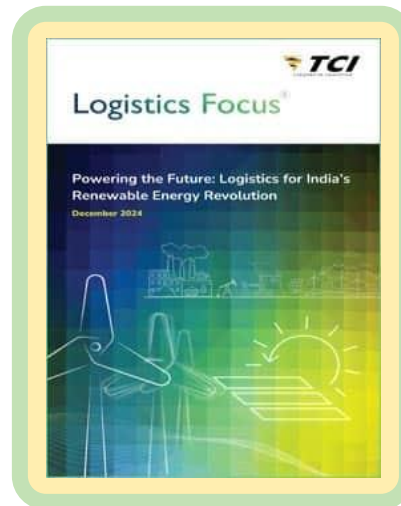
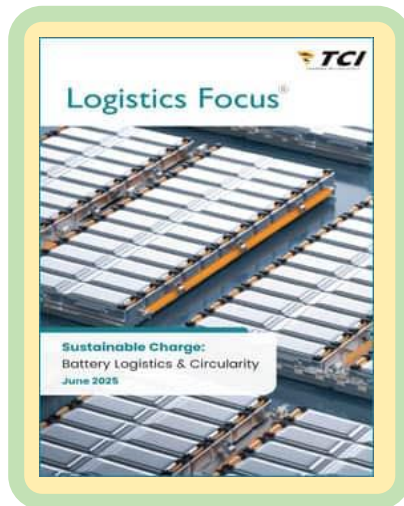
- Strong and diverse Board
- Started BRSR in FY'22 voluntarily
- Long term performance-linked robust remuneration system
- Configuration & Integration for data security
- Comprehensive Enterprise risk management and Business continuity plan.

Thought leadership: Case Studies & Industry Knowhow

Case Study Compilations



Industry Knowhow Articles





- ⊕ Overall economic trends were moderate this quarter with mixed sectorial trends
- ⊕ Geo-political developments , Government’s push on infra. , demand recovery during festivity , 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 FY25)	FY26 Budget	Q1 FY26 Actual
Hub Center & Small WH	7,444	1,320	139
Ship	3,989	1,350	-
Container	1,704	120	7
Trucks & Rakes	6,474	1,280	262
Others (W/H Equip, IT)	2,142	430	186
Total	21,752	4,500	594

Transport Corporation of India Limited

TCI House, 69 Institutional Area,
Sector 32, Gurugram – 122001

Call: +91 - 124 - 2381603-07

Mail: finance.mis@tcil.com

CIN: L70109TG1995PLC019116

Find Us: www.tcil.com



 **TCI Freight**

 **TCI** Supply Chain Solutions

 **TCI Seaways**

 **TCI Chemlog**

 **TCI COLD CHAIN SOLUTIONS**

 **TCI CONCOR**
Multimodal Logistics Solutions

 **TCI BANGLADESH**

 **TCI NEPAL**

 **TCIL MIDDLE EAST**

 **TCI INSTITUTE OF LOGISTICS**

 **TCI Developers Ltd.**

