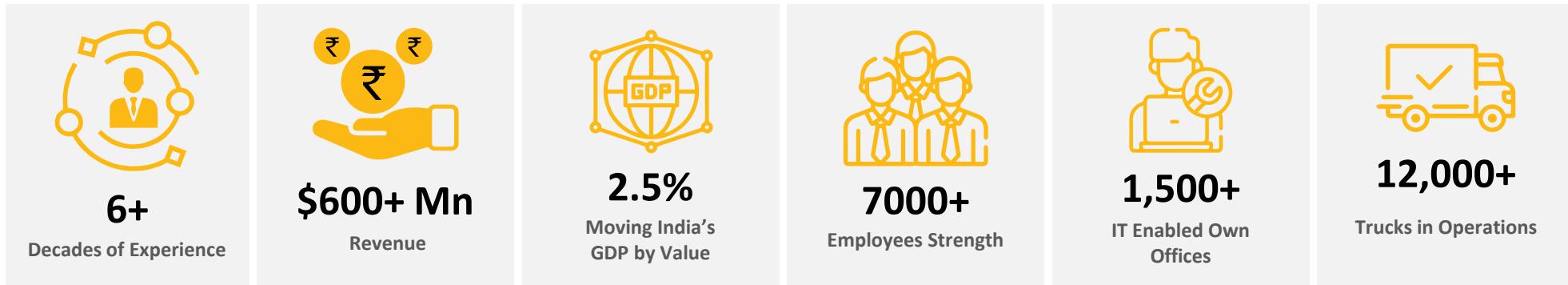
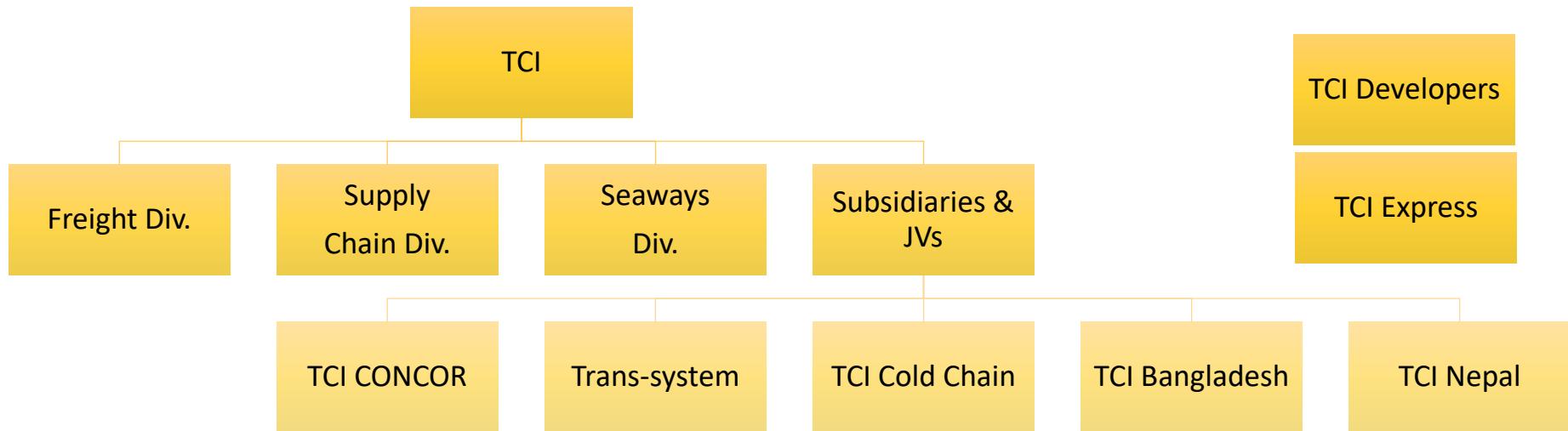




Everything Logistics

Earnings Presentation Q2 FY22

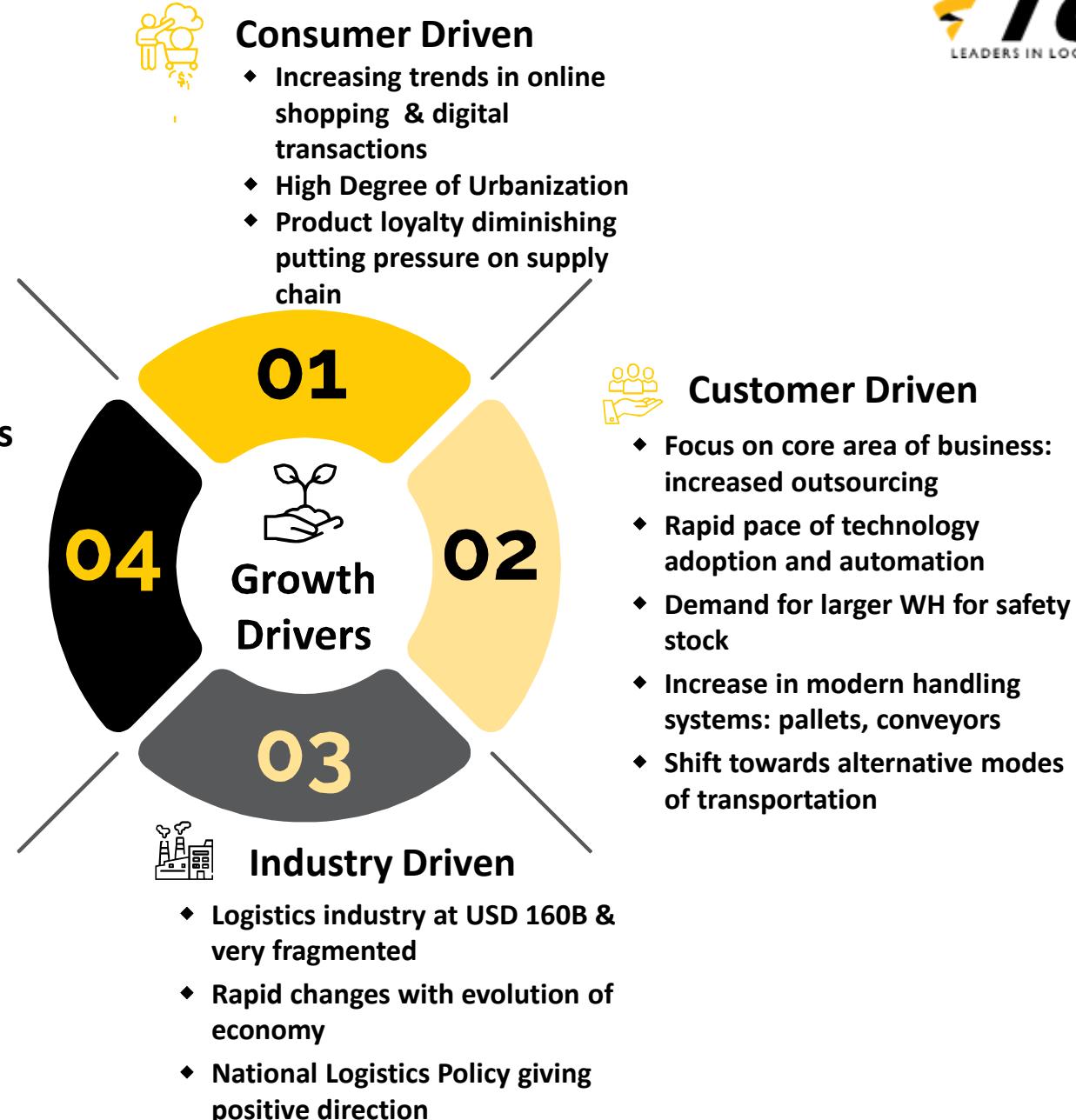
Group Overview



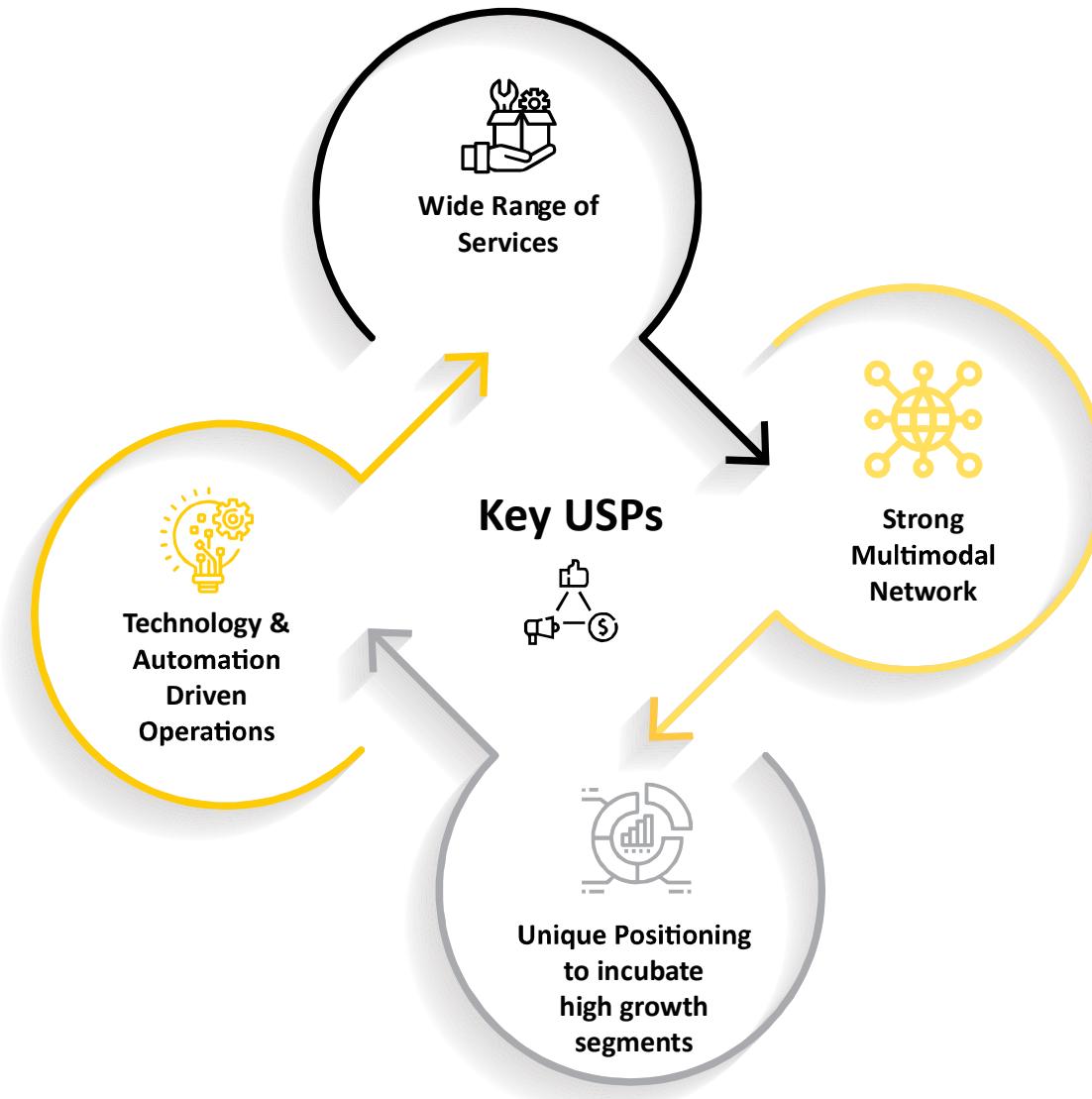
Logistics industry Growth drivers

Regulatory & Government Initiatives

- ◆ Infrastructure push GATISHAKTI, National Asset Monetization plan, BharatMala, SagarMala, Multimodal log. parks, Dedicated Freight Corridor
- ◆ Boost to domestic supply chain, PLI, Atmanirbhar Bharat
- ◆ GST, E-way bill and E-invoicing driven governance push and formalization



Company Strategy : Everything Logistics



Wide Range of Customized Services

VERTICALS SERVED



Automobiles



Retail and CP



Hi-tech (ICE)



Healthcare and Lifesciences



Cold Chain



Aviation & Defence



E-Commerce



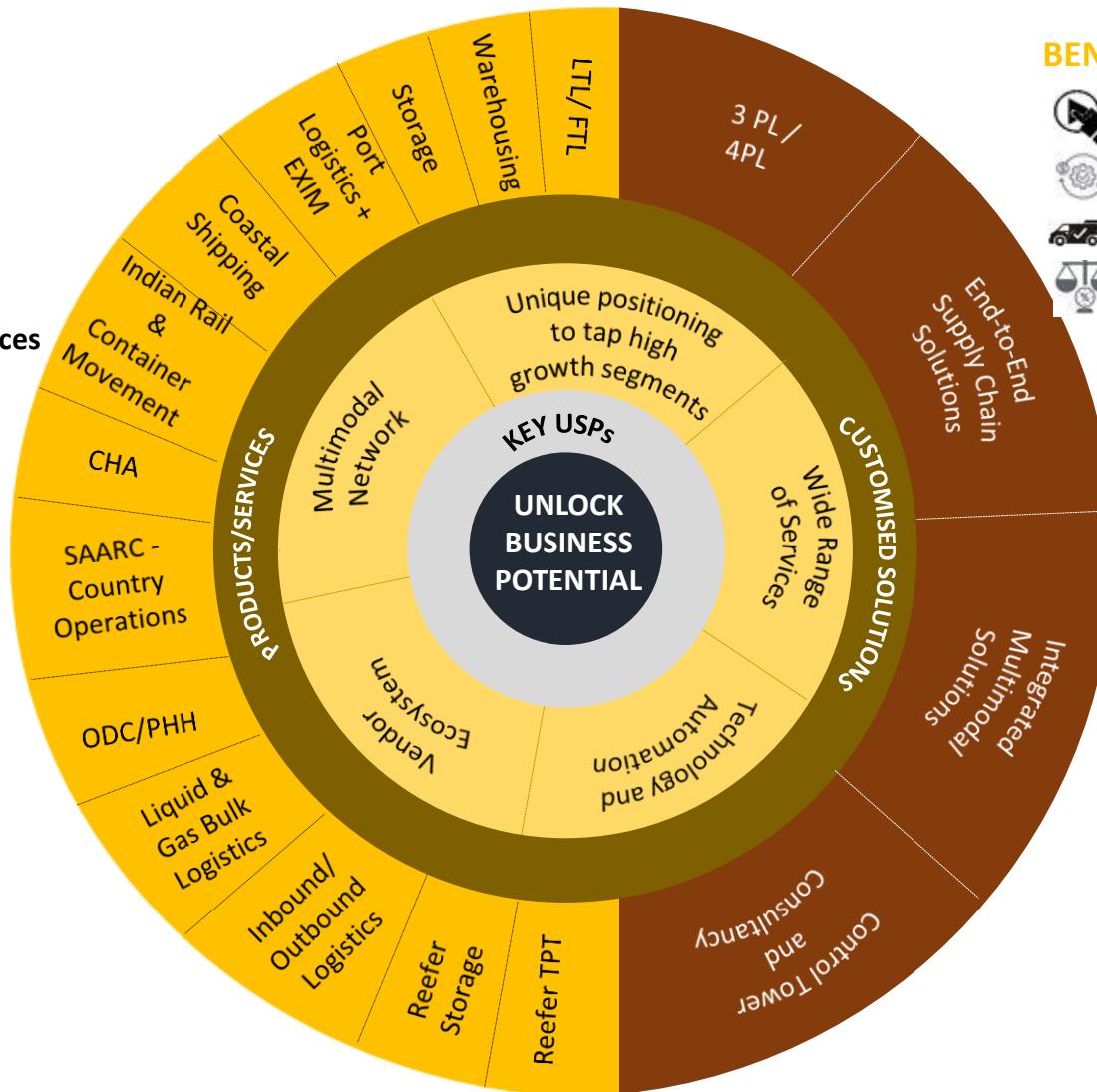
Chemicals



Iron and Steel



Food Grains



BENEFITS FOR CUSTOMERS



Single Window Solution



Operational Cost Efficiencies



Trusted Delivery & Fulfillment



Economies of Scale

Strong Multimodal Network



2 AFTO
(Automobile Trains)

No of Trains moved (HY):
2020-21 : 561 Rakes
2021-22 : 692 Rakes



We saved **21,994 Tonnes of CO2 equivalent** in terms of **GHG emissions** in year 2020-21

06 Coastal Cargo Ships deployed



No of Containers handled (HY):
2020-21 : 67048 TEUs
2021-22 : 61790 TEUs



Own and Operate **8000+** marine containers

9 Major Ports serviced



650+
ISO Tank Containers



12,000 Trucks per day



Rail Multimodal - Coastal Multimodal - Port Logistics

Unique Positioning to incubate High Growth Segments



Chemical + Pharma



Agri. ++ Value Chain



E-Comm.



Cold Chain



SAARC

WHY are these high growth segments?

1. Supply chain disruption in China
2. Chemicals flow into Pharma through APIs.
3. India is preferred manufacturing destinations for chemicals (all MNCs are present here).
4. Maturing SCs

1. 16% of GDP in farm & food sector
2. New Farm Laws
3. Consumption linked sector with shorter cycles

1. Potential of huge retail market shift to online
2. Pandemic induced boom in E-Comm.
3. Omni channel growth

1. Growth in the organized food delivery and e-commerce segments.
2. COVID-19 vaccine roll out.
3. Market maturing to quality vs cost

1. BBIN & CMLV countries.
2. Increasing SC linkages in neighboring countries
3. Look East Policy with Govt investment into projects

TCI's approach to these high growth segments

1. Multimodal solution for movement of Haz. and Non-Haz. bulk liquid and dry chemicals.
2. Own strategic assets- ISO Tanks, Gas Tankers, Dry Bulk Containers.
3. Responsible Care, ITCO, PESO and Drugs License
4. Chemical & GDP compliant warehouses.

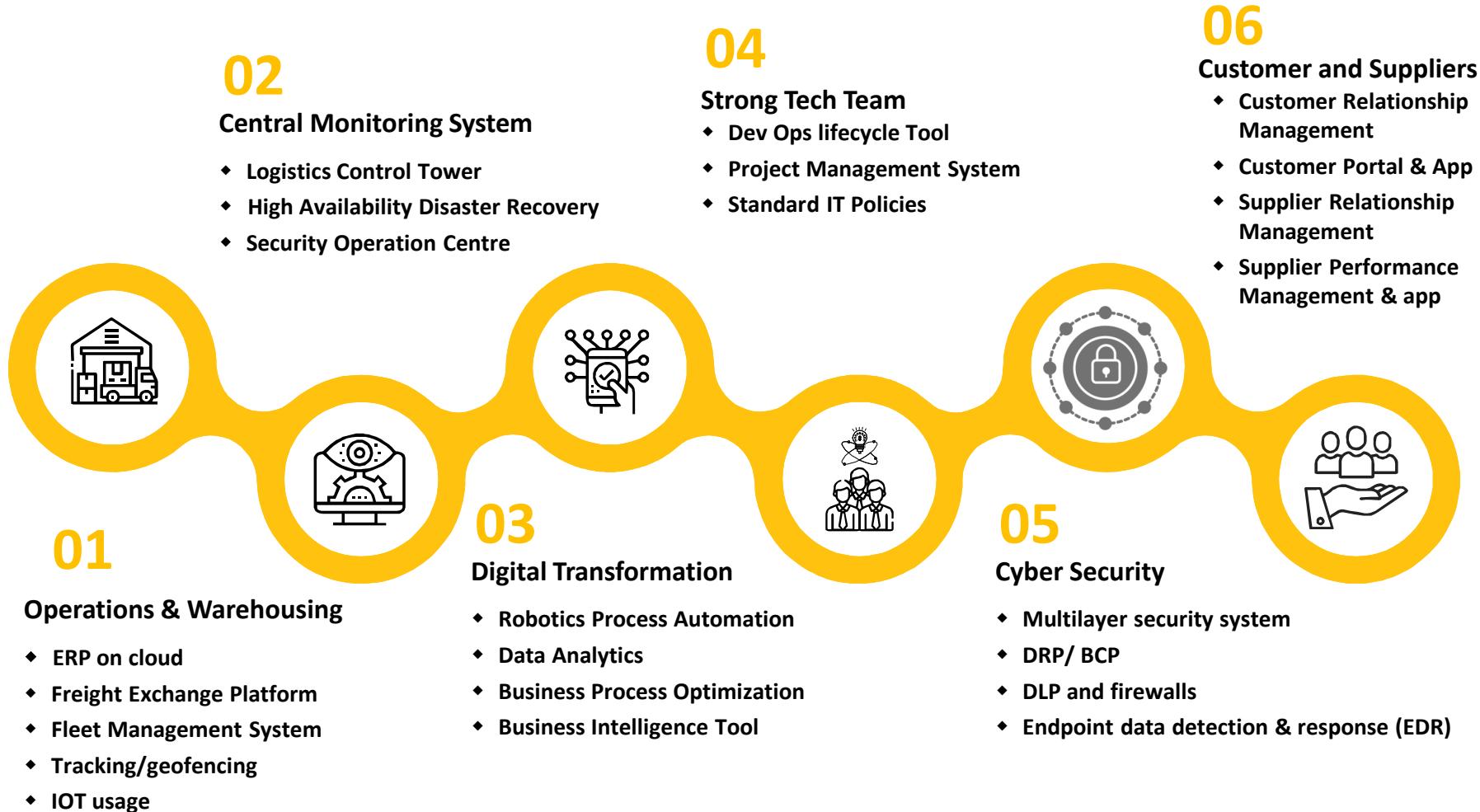
1. Multimodal solutions comprising last mile deliveries.
2. 3PL Solutions, Yard management, OBL, Spare Parts WH
3. Offers hub-spoke solutions.

1. Distribution / Fulfillment Centres
2. Middle Mile
3. Value added services like kitting, packaging etc
4. High quality, six sigma operations

1. Dedicated team under JV with Mitsui
2. Quality operations with cold & dry solutions
3. 100 fleets (76 Own), 9000 Pallet position.

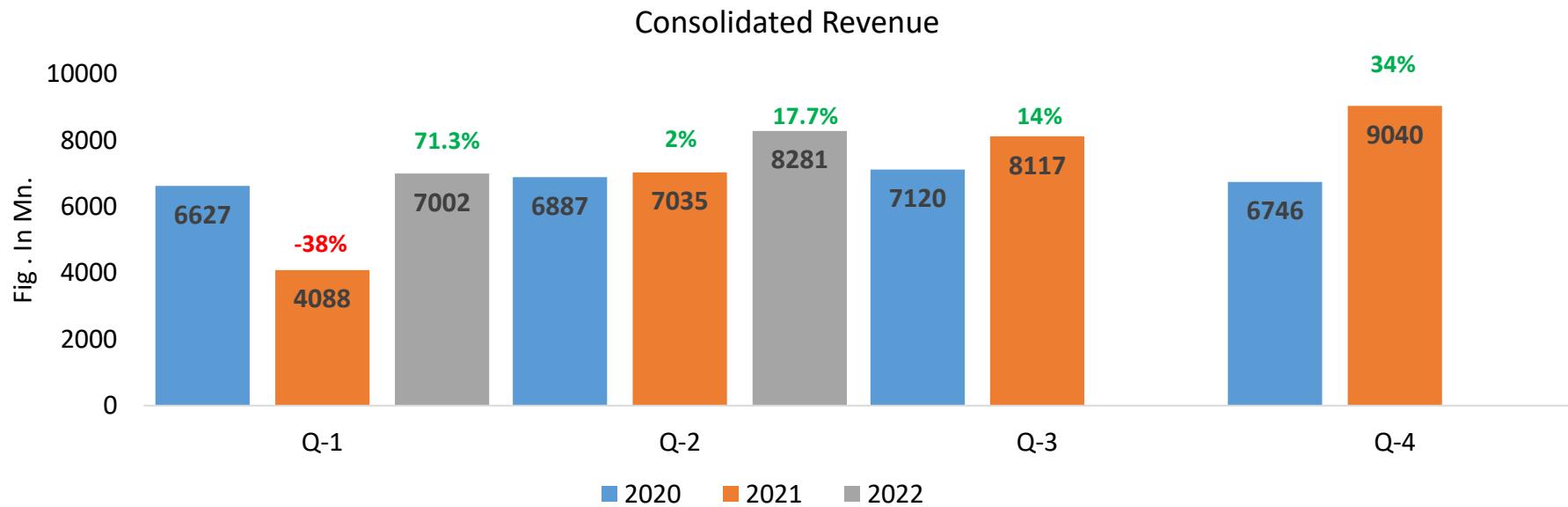
1. Own Subsidiaries in Nepal and Bangladesh. Present in Nepal for 40 years.
2. offices at all major borders and capital cities,
3. End-to-End multimodal through Road and Rail.
4. IATA, CHA, Courier Licenses.

Technology Driven Operations



Key Highlights for Q2

- Highly volatile and mixed sectorial trends, company strategy of integrated logistics play has shown effectiveness and strength in regaining growth momentum
- Sufficient liquidity in system with strong cash flow, reduced borrowing .
- Robust pipeline of new opportunities with customers
- All employees got 100% vaccination for 1st dose and 90%+ for 2nd dose



TCI Freight Division: Industry nature and trends



~40 Bn USD Less than Truck Load (LTL) segment size	160 Bn USD Indian Logistics Market
~ 6% Freight Market Growth (CAGR)	40+ Truck variants
12 Mn+ Trucks under operations	6:5 LCGV to HCGV



Key Industry trends:

- Need for FTL & LTL from customers
- Anywhere to anywhere model
- Tech support: adoption of conversational customer support Chabot
- End to end visibility
- In-transit small storage facilities to grow
- Packaging support for high value goods, fragile items specially in LTL segment

TCI Freight Division: Core competencies and capabilities

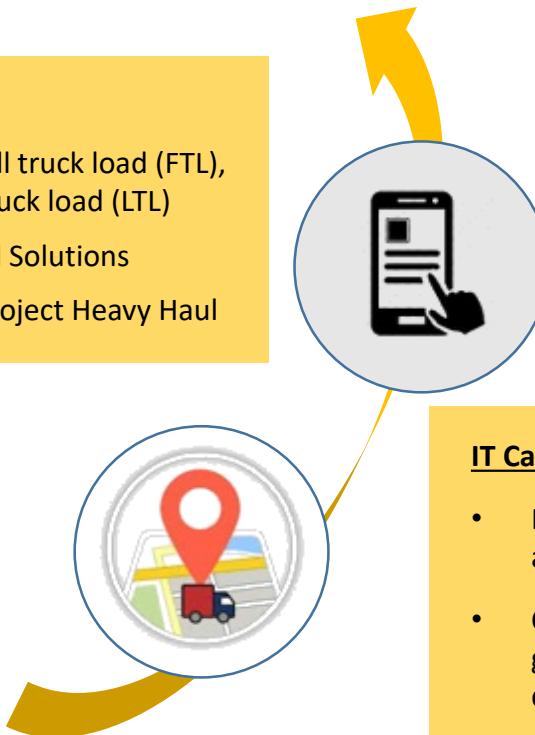


- One of India's premier organized freight services provider with pan India presence & to SAARC
- 700 IT Enabled Owned offices, 25 Strategic Hubs
- Truck under Operation : 4500+ :Owned : 120
- On demand use of Foldable Large Containers (FLCs) to safeguard goods.
- Single window Key Account Management (KAM) solutions for managing information flow and tracking.



Services

- Provides full truck load (FTL), less than truck load (LTL)
- Customized Solutions
- ODC and Project Heavy Haul



IT Capabilities

- Mobile App controlled loading, unloading and dispatch of goods.
- Centralized vehicle tracking through geofenced system and customer service by quick response team.

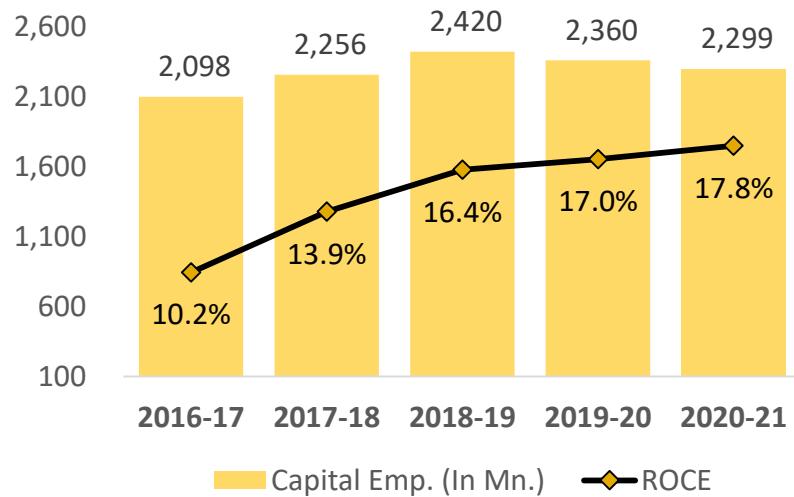
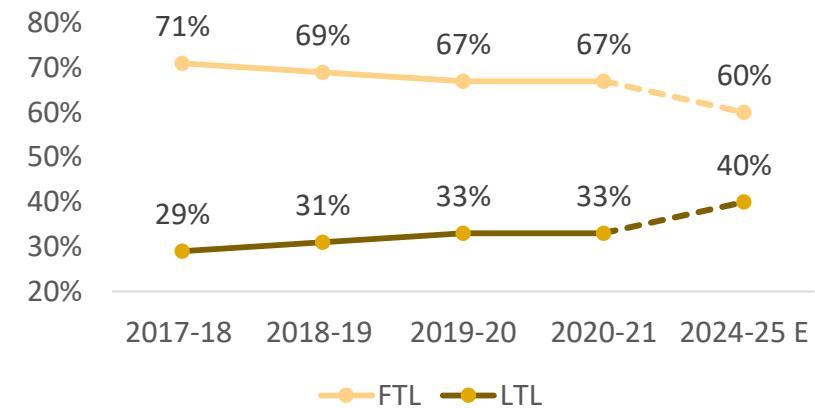
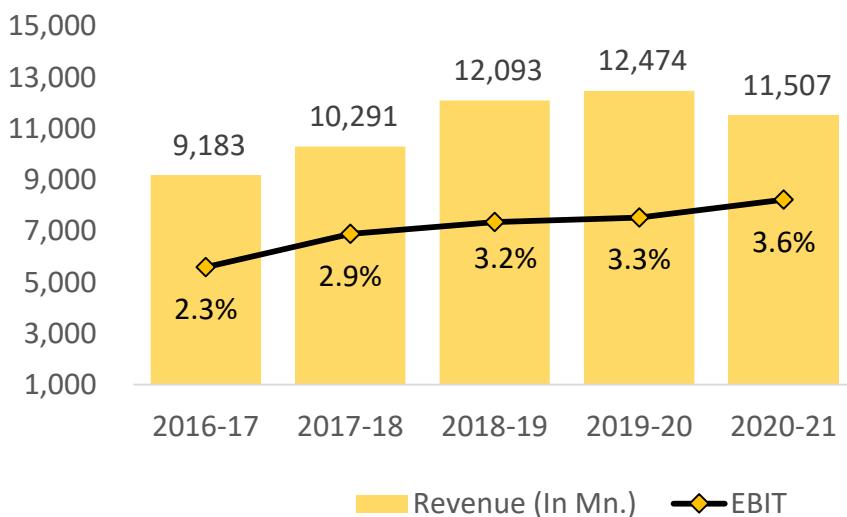
TCI Freight Division: Key Operational Highlights



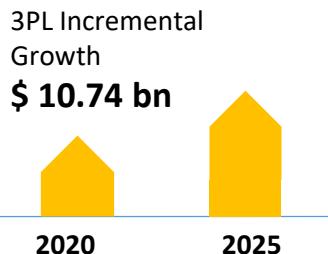
Figures in Mn

Particulars	Q2 FY22	Q2 FY21	Gr%	6M FY22	6M FY21	Gr%
Revenue	3393	2781	22.0%	6270	4358	43.9%
EBDTA	150	114	32.0%	266	153	73.4%
% to Revenue	4.4%	4.1%		4.2%	3.5%	
EBIT	140	98	42.9%	244	118	106.8%
% to Revenue	4.1%	3.5%		3.9%	2.7%	

- ~22% growth, regaining momentum amidst economic recovery
- Improving margins, better revenue realization, growth in LTL and cost control



TCI Supply Chain Division: Industry nature and trends



7.87%
3PL Estimated CAGR (2021-2025)

8%
3PL - Acceleration of Market Growth (CAGR)

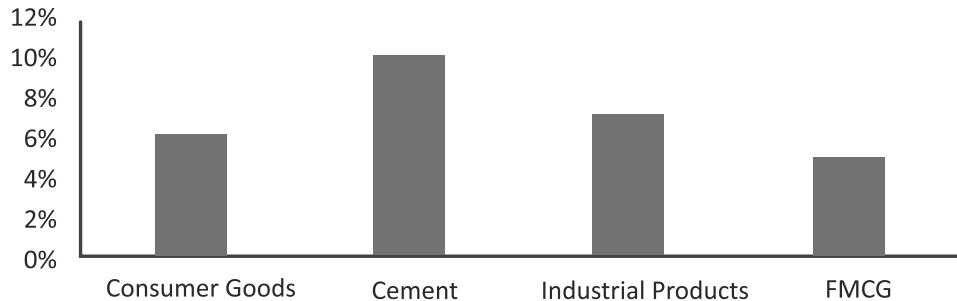
Organized

Market

14.86%
Compound Annual Growth Rate of Warehousing Market (2021-2025)

2086 Bn
Estimated Market Value of Warehouse Industry (By 2025)

Typical Logistics and Warehouse Cost (as a % of Sales)



Source: Deloitte analysis

Key Industry trends to drive Supply Chain and Warehousing:

- Third-party logistics to gain momentum
- Reorganization of warehouses
- Increased use of warehouse automation
- Increase in Cold storage
- Increased use of Technology

TCI Supply Chain Division: Core competencies and capabilities



WH/ DC	E-fulfillment center	Yards	Cross-docking	Multimodal	3PL, 4PL	IBL, OBL	Control Tower
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- ✓ Integrated Logistics & Supply Chain Solutions – from conceptualization to execution
- ✓ 5,000+ IBL Pickup per day

TCI Yard Network



Multimodal Distribution Network Optimization



- ✓ TCI SCS comprises a rich talent pool to cater to key industry verticals:

Healthcare	Chemical	Hi-tech	Retail & CP	Auto
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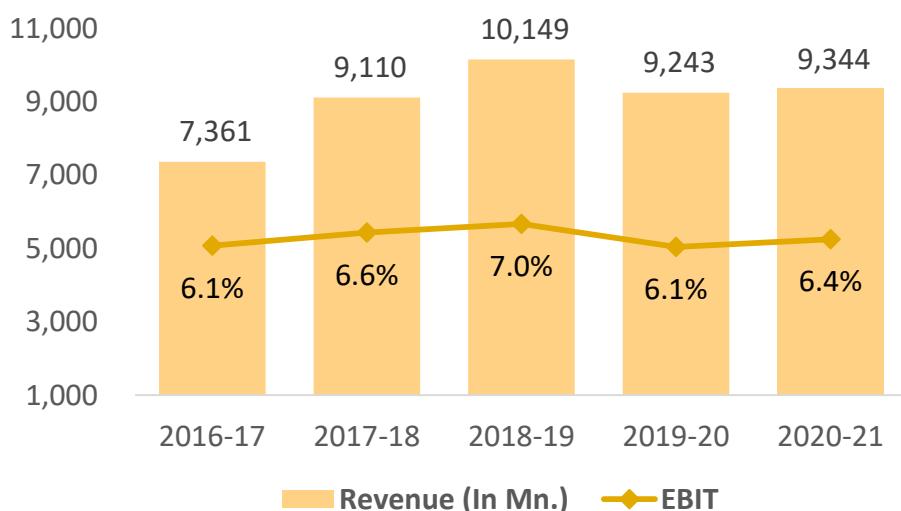
TCI Supply Chain Division: Key Operational Highlights



Figures in Mn

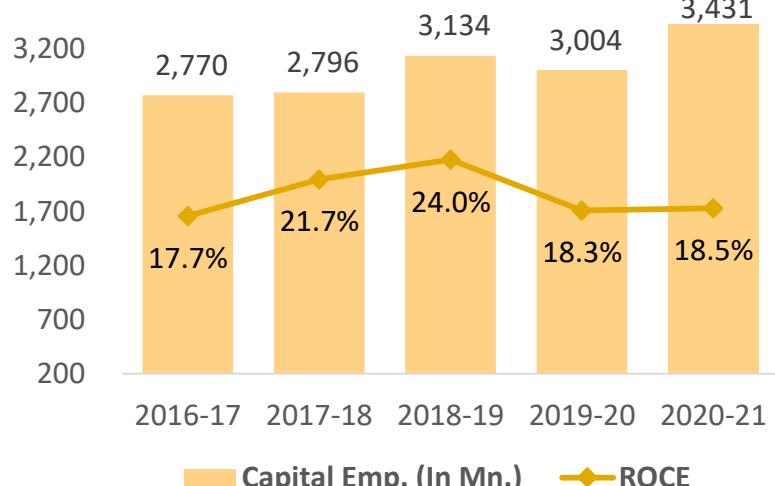
Particulars	Q2 FY22	Q2 FY21	Gr%	6M FY22	6M FY21	Gr%
Revenue	2691	2465	9.2%	4829	3518	37.3%
EBBITA	281	254	10.7%	509	373	36.5%
% to Revenue	10.4%	10.3%		10.5%	10.6%	
EBIT	161	164	-1.9%	276	195	41.5%
% to Revenue	6.0%	6.6%		5.7%	5.5%	

- Retained growth amidst mixed trends in Auto, Retail and FMCG
- Stable margins with controlled cost structure



Storage Area under Management		
Warehouse "A" Grade	12 Mn Sqft	112 Cubic Ft
Yard Area under management 250 Acre		

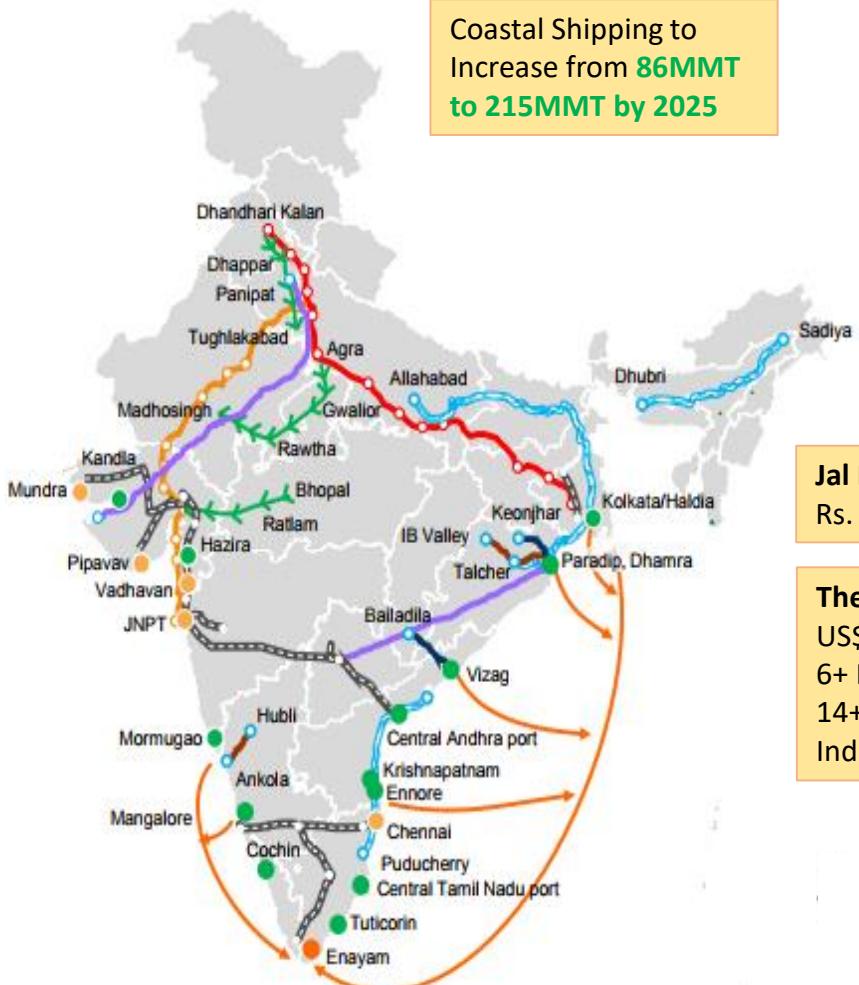
4,000 (1000) Fleet in operations (Owned)
2 Automotive transport rakes



TCI Seaways: Industry nature and trends



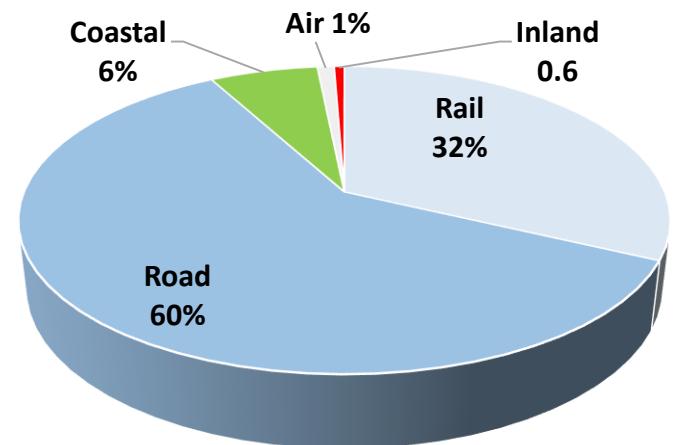
Trends to Drive Forward



Jal Marg Vikas Project:
Rs. 5369 crore

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

Waterways : 6% of transportation modal mix



- Manufacturing at the Coastal Area will increase
- More SEZs and Warehousing Zone near ports
- Multimodal Logistics Park to Come up
- Inland Waterways Projects
- BBIN and BIMSTEC connectivity

TCI Seaways Division: Core competencies and capabilities



Reach & 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)



Owns **8000+** marine containers (multipurpose)

06 domestic coastal ships with a total capacity of **77,957 DWT**

Serves **7** of India out 13 ports

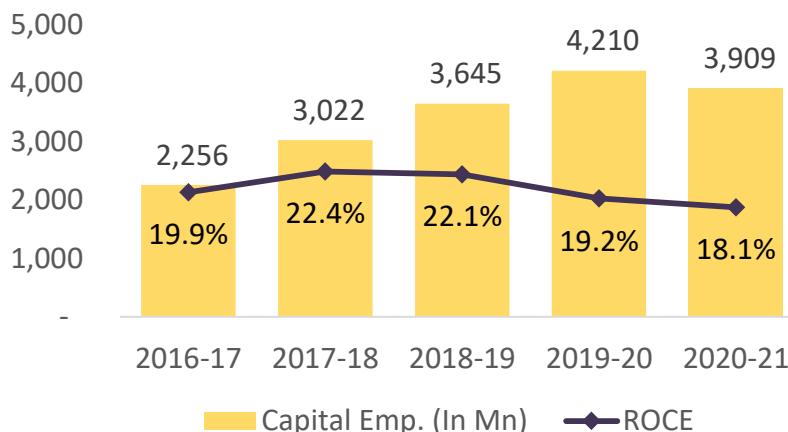
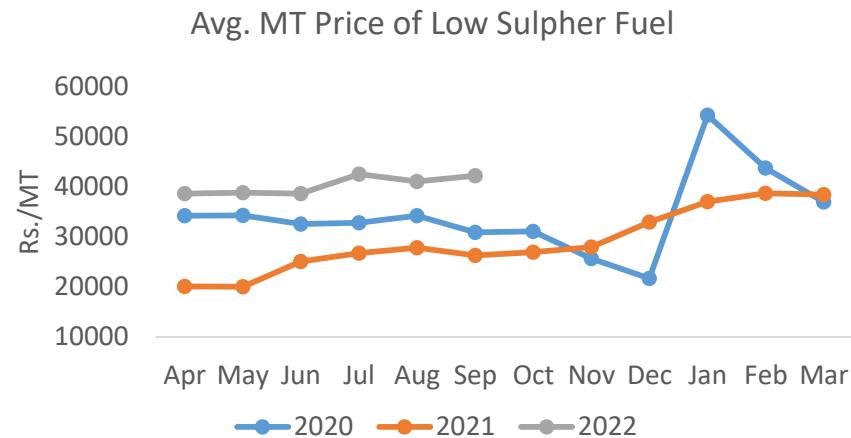
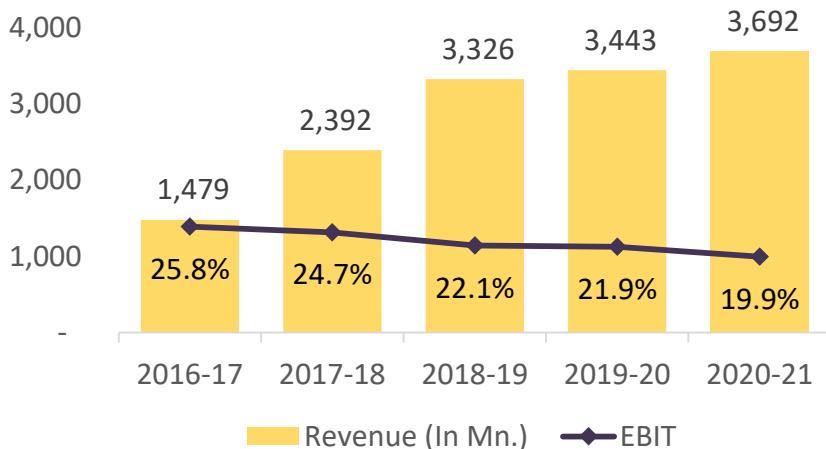
TCI Seaways Division: Key Operational Highlights



Figures in Mn

Particulars	Q2 FY22	Q2 FY21	Gr%	6M FY22	6M FY21	Gr%
Revenue	1279	873	46.5%	2375	1517	56.5%
EBDITA	589	244	141.3%	992	372	166.4%
% to Revenue	46.1%	28.0%		41.8%	24.5%	
EBIT	480	155	210.6%	773	195	296.4%
% to Revenue	37.5%	17.7%		32.6%	12.9%	

- Decent growth in revenue and margins amid increasing freight rates and high value return cargo from Myanmar



TCI's Joint Ventures

FY22 6M (FY21)		TCI CONCOR Multimodal Logistics Solutions	TCI COLD CHAIN SOLUTIONS	Transystem
	Revenue	1484 (3239)	278 (361)	2041 (3596)
	Y-o-Y Growth	-1.5% (71%)	89% (41%)	76.3% (-19%)
	PAT	26 (67)	6.1 (5)	209 (396)
	Capital Employed	342 (336)	471 (379)	2659 (2573)
	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.



Financial Highlights

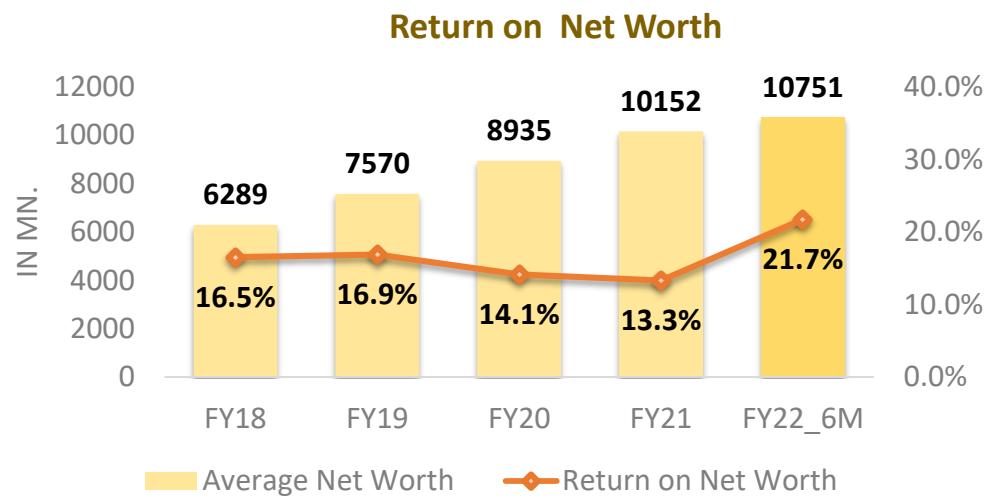
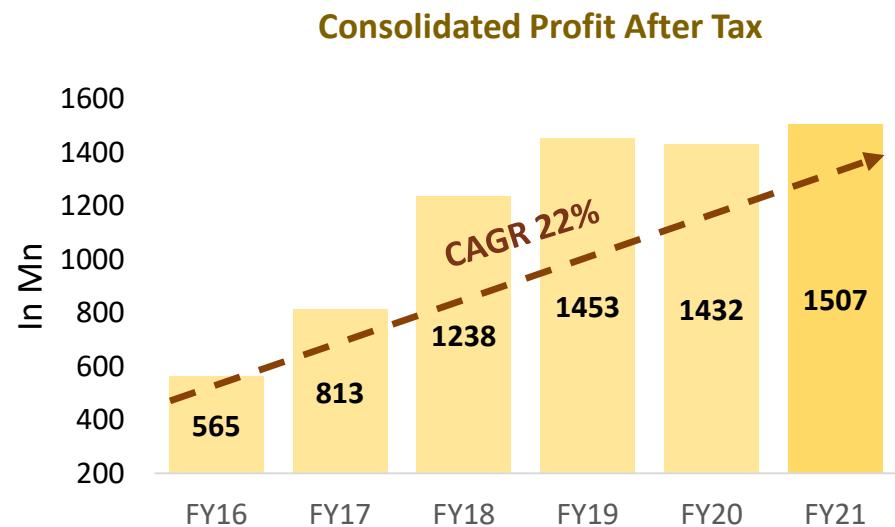
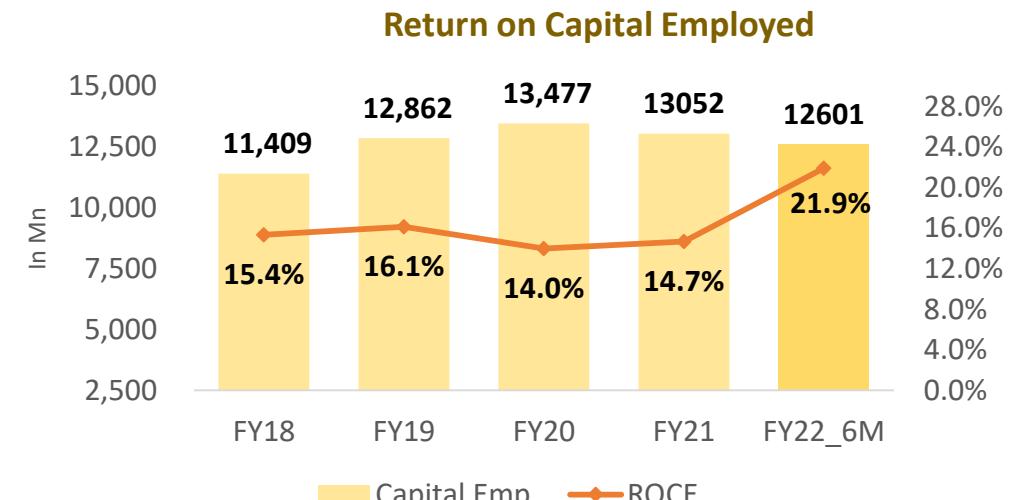
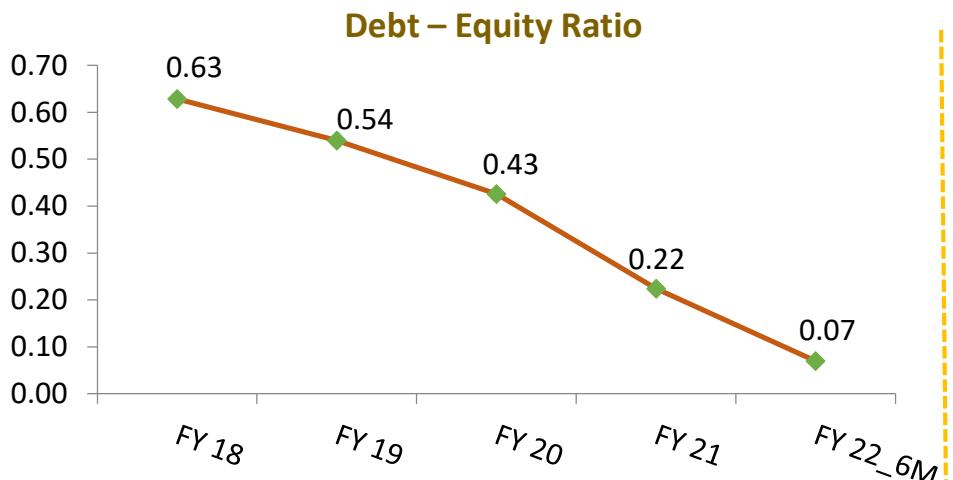


Figures in Mn

	CONSOLIDATED			STANDALONE		
	6M FY-22	6M FY-21	FY 21	6M FY-22	6M FY-21	FY 21
Revenues	15,282	11,122	28,278	13,635	9,562	24,888
	37.4% YoY	-17.7% YoY	3.4% YoY	42.6% YoY	-23.9% YoY	2.1% YoY
EBDTA	1,979	1,070	3,068	1,862	1,028	2,830
	84.9% YoY	-24.8% YoY	7.0% YoY	81.1% YoY	-20.1% YoY	7.9% YoY
PAT	1,237	420	*1,647	1,168	419	*1,490
	194.6% YoY	-42.2% YoY	7.5% YoY	178.7% YoY	-33.6% YoY	9.2% YoY

* Before Exceptional Item of 139 Mn

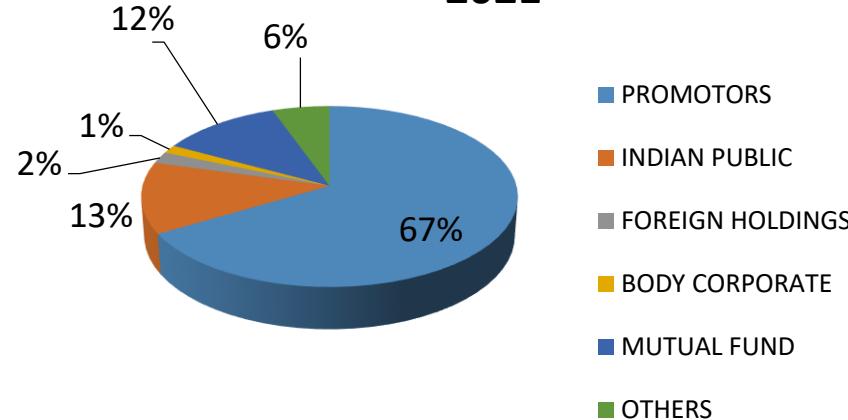
Consistent performance :Key financial Indicators



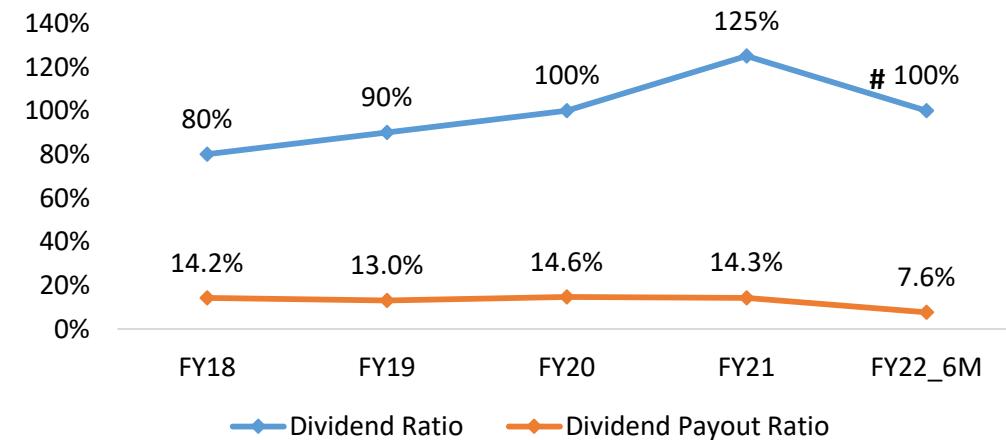
Market Summary

Particulars	UOM	30 th Sep 21
Market Cap	Rs Mn.	32437
Debt	Rs Mn.	831
Enterprise Value	Rs Mn.	33051
P/E	Nos	13.9
EV/EBITDA	Nos	8.9
52 Week High	Rs/share	478.1
52 Week Low	Rs/share	223.3

Shareholding Pattern as on 30th Sep 2021



Consistent Dividend Track



Interim dividend of 2/- per share declared in Q2FY22

- Stock returned CAGR of 35% in last 20 years
- Stock coverage : 11 : Buy Rating : 11
- CRISIL Long term Rating : AA (Positive)
- ICRA Short Term Rating CP : A1+

Corporate Governance: Social Responsibility



- **22 healthcare centers** across 11 states
- **Artificial limb center** served 2112 patients
- Urmila Sports Academy to train players for National and International sports events



- Conducted on a national level, over 14 months across 8 states, focusing on **Road safety and health**



- Ensuring **environment-friendly workplaces** including renewable energy use. Multimodal Solutions: push towards **green logistics**
- Promoting 3R's – Reduce, Reuse, Recycle



Future Outlook



- Accelerated vaccine execution and government spending will be boosting industry as well as consumer confidence
- Revising guidance for revenue growth to 15-20% & PAT growth of 35-40%
- Capex cycle delayed due to high cost of marine assets

	Figures In Mn.			
	Actual (FY07 to FY20)	FY 21 Actual	FY 22 Budget	FY22 6M Actual
Hub Centers & Small warehouses	4504	514	640	65
Ships	3210	0	800	0
Containers	863	357	400	24
Trucks & Rakes	4354	226	340	39
Others (W/H Equip, Wind Energy, IT etc.)	1183	9	70	16
Total	14114	1106	2250	144

Thank You!



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Transport Corporation of India Limited

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

Tel.: +91 - 124 - 2381603-07 | Fax: +91 - 124 - 2381611

E-mail Id: corporate@tcil.com | Website: www.tcil.com

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