



tara chand

infra logistic solutions ltd

—Think New. Act Now—

(Formerly Tara Chand Logistic Solutions Ltd)

INVESTORS PRESENTATION

Q3 & 9MFY25



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Q3 & 9MFY25 HIGHLIGHTS

CHAIRMAN

FROM THE DESK OF



Vinay Kumar Aggarwal
Chairman & Managing Director

Dear Esteemed Stakeholders,

I am immensely proud to share with you the outstanding financial performance of Tara Chand InfraLogistic Solutions Ltd. for Q3FY25 and 9MFY25. This period has been a landmark in our company's journey, with Tara Chand achieving the Highest Ever Revenue for the Quarter and Nine Months of FY25 and Highest Ever PAT for the Nine Months of FY25 in our history to date.

In Q3FY25, our revenue surged 45 % YoY to ₹ 64.2 crore. Our EBIDTA stood at ₹ 20.8 crore a 43% growth Y-o-Y, translating into an EBIDTA margin of 32.4%. Furthermore, our PBT reached ₹ 7crore, a phenomenal 51% increase, while PAT grew to ₹ 5.2 crore, an astonishing 56% Y-o-Y rise. This extraordinary performance has resulted in an EPS of ₹ 0.7, up 65%, alongside a Cash PAT of ₹ 17.2 crore (49% Y-o-Y).

Similarly, in 9MFY25, our revenue climbed to ₹ 166.2crore, representing a 32% Y-o-Y growth. We reported an EBIDTA of ₹ 58.5 crore (+42%), with an EBIDTA margin of 34.0%. PBT stood at ₹ 22.7 crore (+82%), while PAT grew to ₹ 17 crore (+73%). Our 9MFY25 EPS now stands at ₹ 2.2 (+69%), complemented by a Cash PAT of ₹ 47.27 crore (+42%).

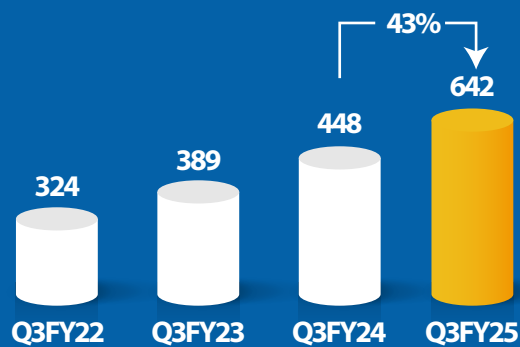
In Q3, we successfully acquired four advanced cranes with a total lifting capacity of 1,170 MT, representing a significant capital expenditure of approximately Rs 131 crore (unaudited) for FY2024-25. Additionally, we secured key orders, including piling works for JK Cement and a specialized contract with L&T, both of which demonstrate strong corporate trust and sectoral growth.

These outstanding results are a testament to our focused execution, strategic investments, and the tireless efforts of our team. We are deeply grateful to all our stakeholders—employees, investors, partners, and customers—whose unwavering trust and support have been instrumental in our success. Together, we are creating significant value and reinforcing Tara Chand's position as a leader in the InfraLogistic space.

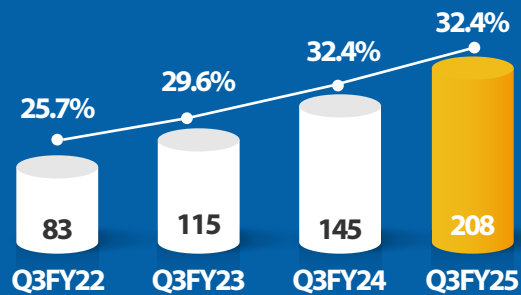
As we move forward, our focus on driving growth, creating value for stakeholders, and setting new standards of excellence remains strong. We are in line to achieve our goal of 30% year-on-year growth in FY25. Thank you for your continued trust and support as we move ahead together.

ROBUST PERFORMANCE CONTINUED - HIGHEST EVER QUARTERLY REVENUE AND Q3 PROFITS

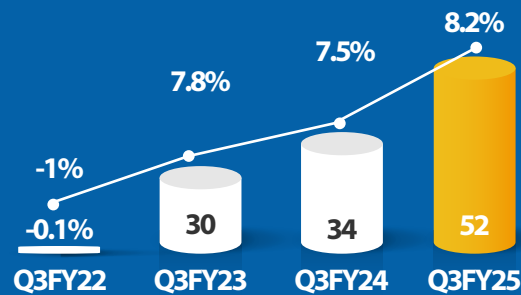
TOTAL INCOME (RS MN)



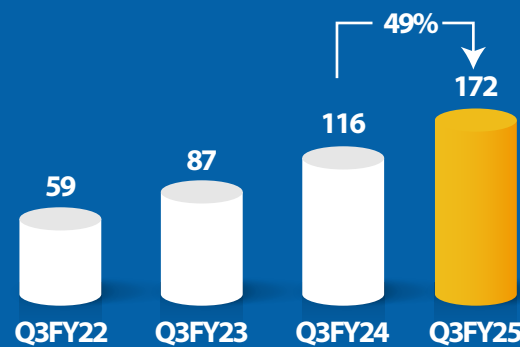
EBITDA (RS MN) & MARGIN (%)



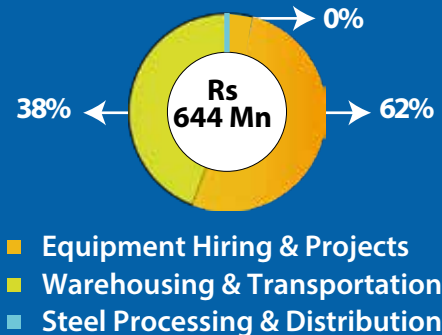
PAT (RS MN) & MARGIN (%)



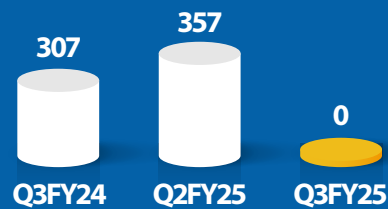
CASH PAT (RS MN)



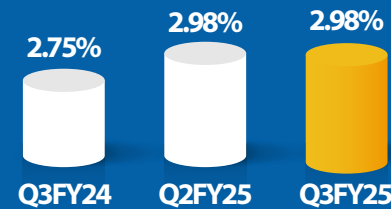
REVENUE MIX (%) – Q3FY25



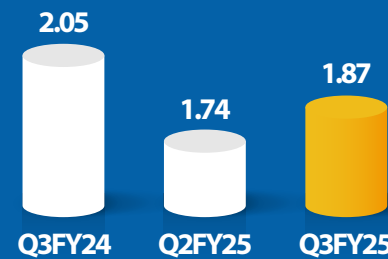
TOTAL FLEET SIZE (NOS)



AVERAGE MONTHLY RENTAL YIELD (%)

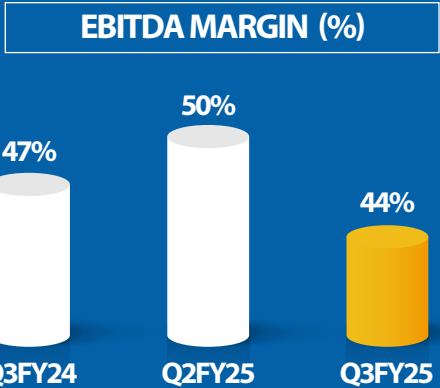
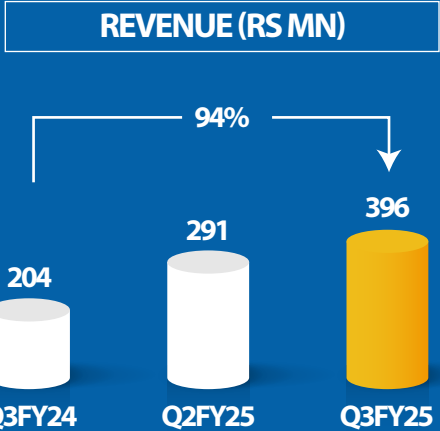


STEEL HANDLED (MN MT)

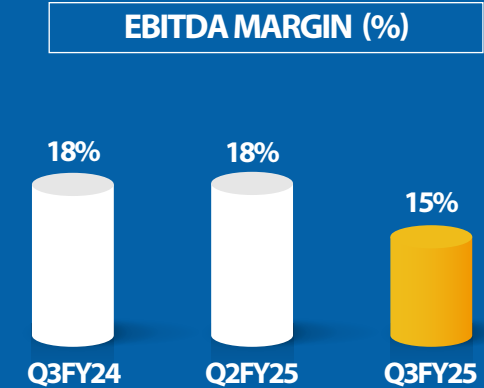
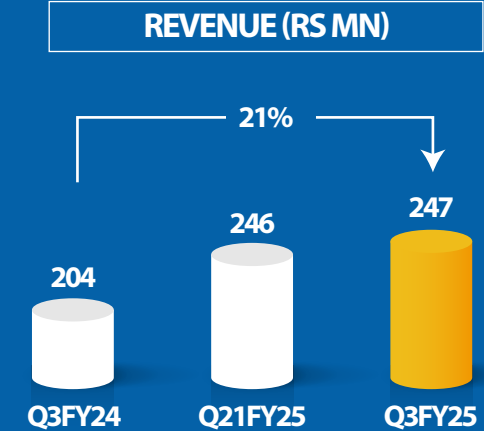


SEGMENT-WISE PERFORMANCE (Q3FY25)

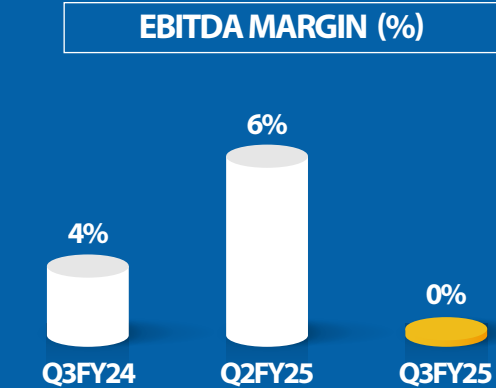
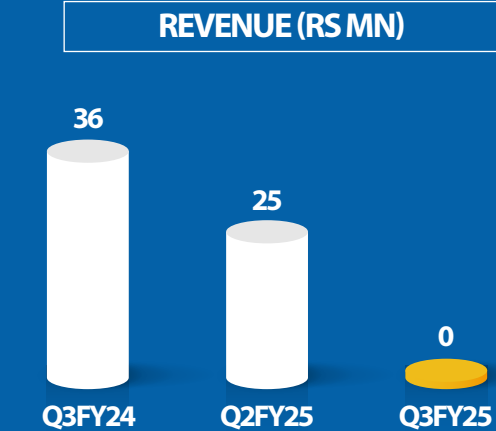
EQUIPMENT HIRING & PROJECTS



WAREHOUSING & TRANSPORTATION

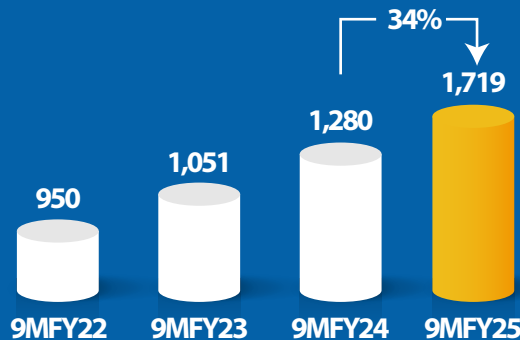


STEEL PROCESSING & DISTRIBUTION

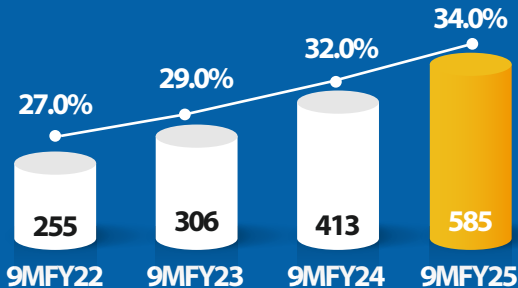


ROBUST PERFORMANCE CONTINUED - HIGHEST EVER NINE MONTHS REVENUE AND PROFITS

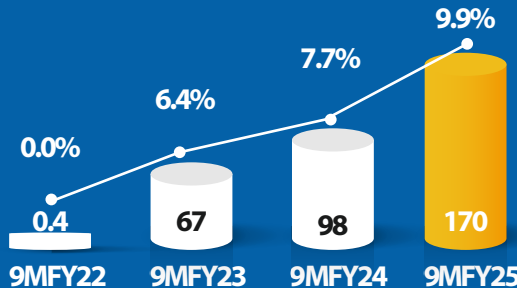
TOTAL INCOME (RS MN)



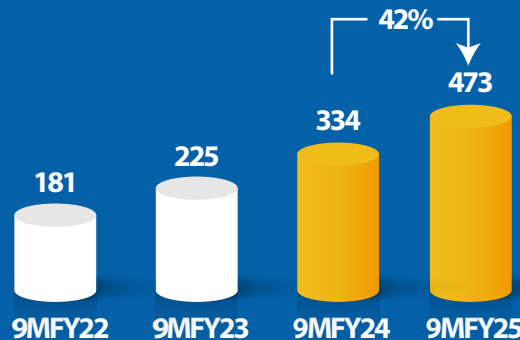
EBITDA (RS MN) & MARGIN (%)



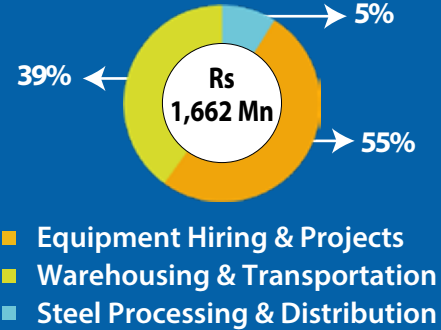
PAT (RS MN) & MARGIN (%)



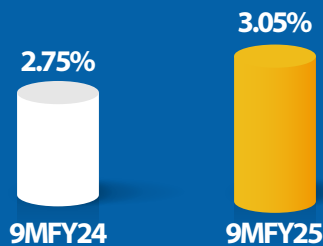
CASH PAT (RS MN)



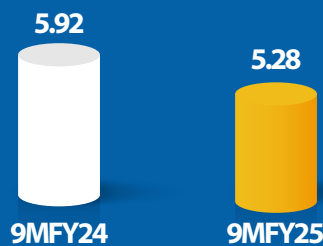
REVENUE MIX (%) – 9MFY25



AVERAGE MONTHLY RENTAL YIELD (%)



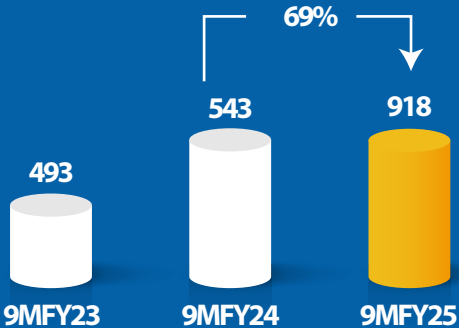
STEEL HANDLED (MN MT)



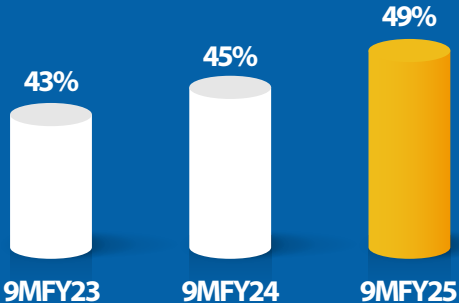
SEGMENT-WISE PERFORMANCE (9MFY25)

EQUIPMENT HIRING & PROJECTS

REVENUE (RS MN)

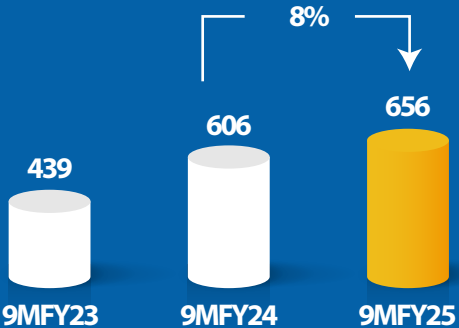


EBITDA MARGIN (%)

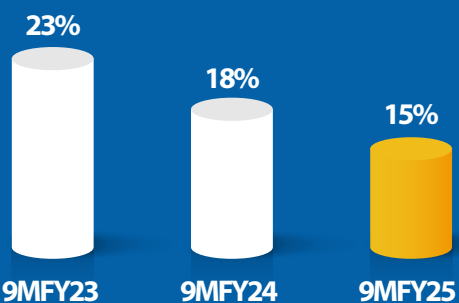


WAREHOUSING & TRANSPORTATION

REVENUE (RS MN)

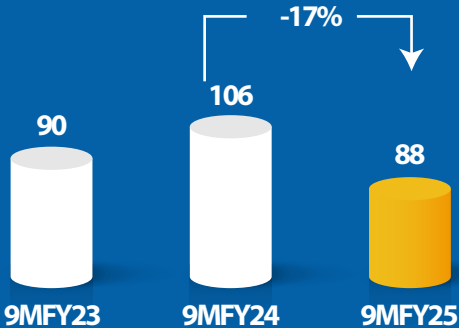


EBITDA MARGIN (%)

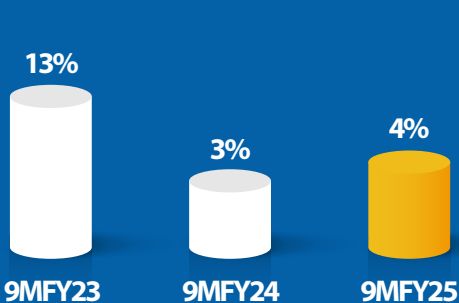


STEEL PROCESSING & DISTRIBUTION

REVENUE (RS MN)

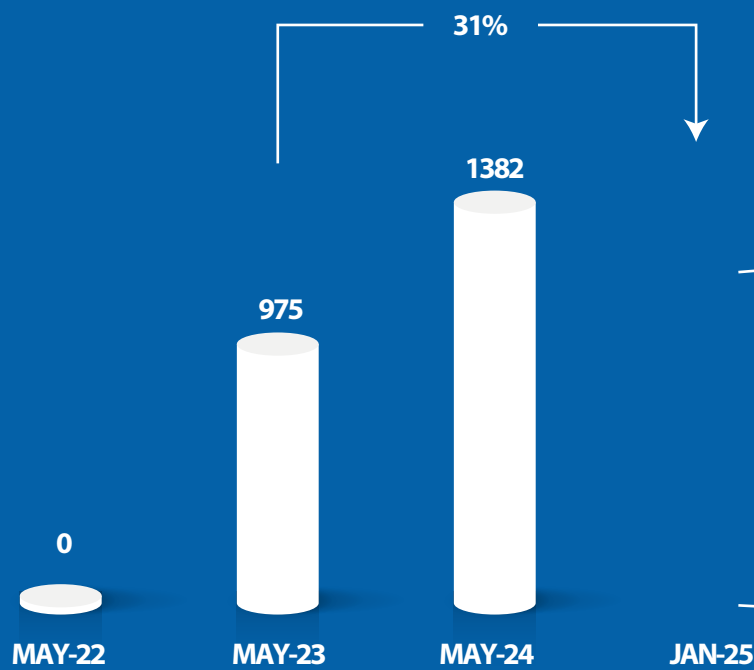


EBITDA MARGIN (%)

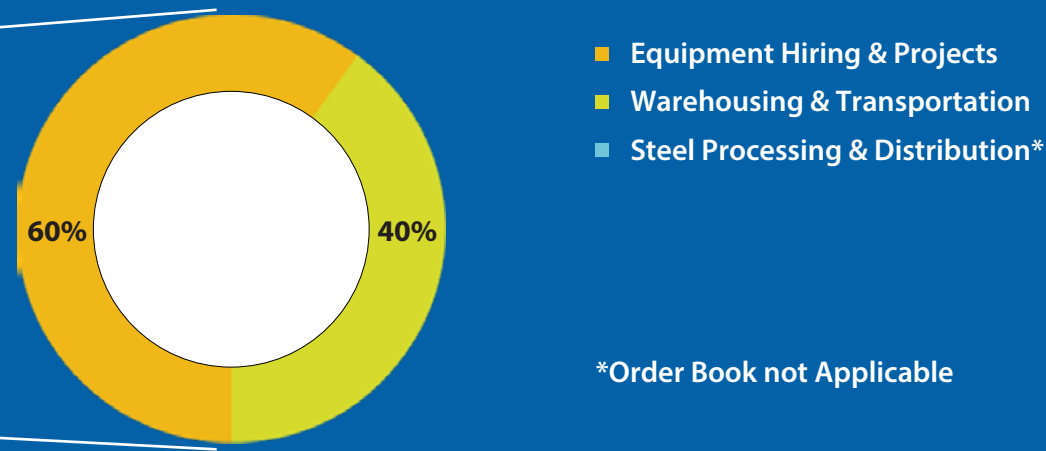


HEALTHY ORDER BOOK AT RS MN, EXECUTABLE IN FY25

CONSISTENTLY GROWING ORDER BOOK (RS MN)



SEGMENT-WISE ORDER BOOK BREAKUP (%)



*Order Book not Applicable

INVESTING FOR GROWTH - CAPEX INCURRED OF RS 1,327 MN IN 9MFY25

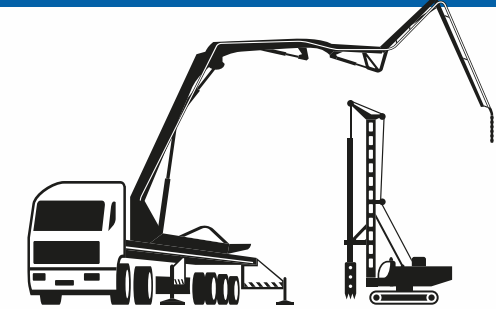
S.No.	EQUIPMENT TYPE	LIFTING CAPACITIES (MT)	QTY
1.	Crawler Mounted Cranes	150 - 800	6
2.	All Terrain Cranes	160-220	4
3.	Tyre Mounted Cranes	110-150	6
4.	Tyre Mounted Cranes	60-80	8
5.	Aerial Working Platforms	38mtrs	5
6.	Lattice Boom Crane	90	1
	Total	4,140 MT	30
7.	Prime Mover	NA	10

Total Capex incurred of Rs 1,327 Mn in 9MFY25 (Rs 384 Mn in Q3FY25)

We are confident that this capex will further strengthen our market stronghold in the sectors that we currently operate in.



PROFIT AND LOSS HIGHLIGHTS

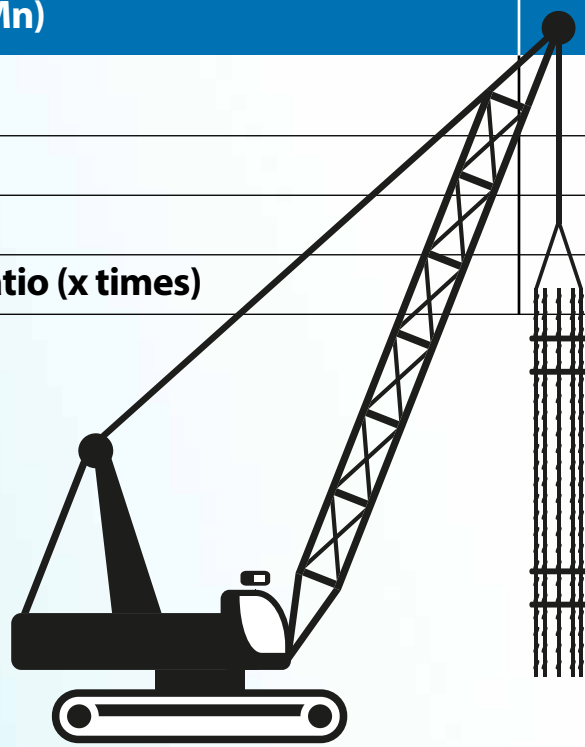


Particulars (Rs Mn)	Q3FY25	Q3FY24	YoY%	9MFY25	9MFY24	YoY%
Revenue from Operations	644	444	45%	1,662	1,255	32%
Other Income	-1	5	-126%	58	24	137%
Total Income	642	448	43%	1,719	1,280	34%
Manpower Cost	78	62	25%	216	175	24%
Repair & Maintenance	53	29	83%	142	86	65%
Power & Fuel	63	41	53%	127	112	13%
Transportation & Handling	124	81	53%	331	229	45%
Other Expenses	121	90	35%	318	266	20%
EBIDTA	208	145	43%	585	413	42%
% of EBIDTA to Total Income	32.0%	32%	-2 bps	34.0%	32.0%	176 bps
Interest	18	17	-10%	55	53	5%
Depreciation	119	82	46%	303	235	29%
Exceptional Items	0	0	NA	0	0	NA
Profit Before Tax	70.0	46	51%	227	125	82%
Tax Expense	18	13	37%	57	27	115%
Profit After Tax	52	33	56%	170	98	73%
% of PAT to Total Income	8.0%	7%	68 bps	10.0%	8%	220 bps
Total Cash Accruals	172	116	49%	473	334	42%
EPS (Rs/share)	0.6	0.4	53%	2.2	1.3	73%

P&L RATIOS AND BALANCE SHEET EXTRACT

% of Total Income	Q3FY25	Q3FY24	9MFY25	9MFY24
Other Income (% of Revenue from Operations)	-0.2%	1.1%	3.5%	1.9%
Manpower Cost	12.1%	13.8%	12.6%	13.6%
Repair & Maintenance	8.2%	6.4%	8.2%	6.7%
Power & Fuel	9.8%	9.2%	7.4%	8.8%
Transportation & Handling	19.3%	18.1%	19.3%	17.9%
Other Expenses	18.9%	20.0%	18.5%	20.8%
Tax Expense (% of PBT)	25.2%	27.8%	25.2%	21.3%

Particulars (Rs Mn)	Q2FY25	Q2FY24	YoY%	H1FY25	H1FY24	YoY%
Gross Block	3,135	2,848	10%	4,079	2,848	43%
Net Block	2,740	1,723	59%	2,740	1,723	59%
Capex	384	187	105%	1,327	547	143%
Debt : Equity Ratio (x times)	0.91	1.08	-16%	0.91	1.08	-16%



GROWTH STRATEGY AND REVENUE GUIDANCE FOR FY25



Fleet Expansion

Focus on acquisition of large tonnage cranes and higher capacity Piling Rigs and Aerial Platforms.

1



Capacity Expansion

Company intends to undertake capex of Rs 1600 Mn in its Equipment Rental Segment divided across FY25 and FY26.

2



Specialised Service Contracts

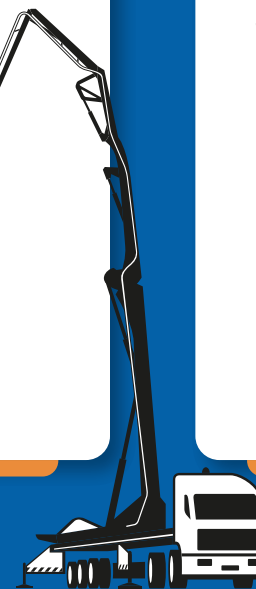
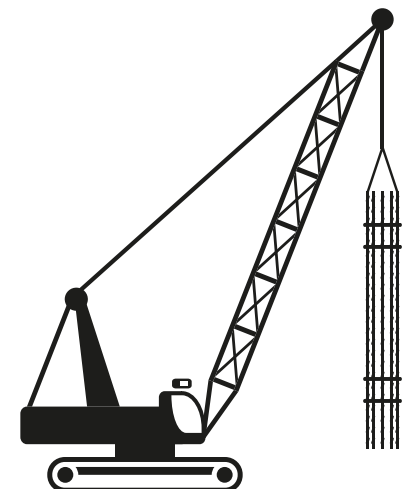
Company is actively scouting for opportunities to render specialized contractual services across its Equipment Rentals and Warehousing Logistic segments. It has taken a conscious decision to steer away from run of the mill EPC projects.


3



Growth Guidance (FY25)

The Company has set an aggressive growth target of 30% Y-o-Y growth in FY25

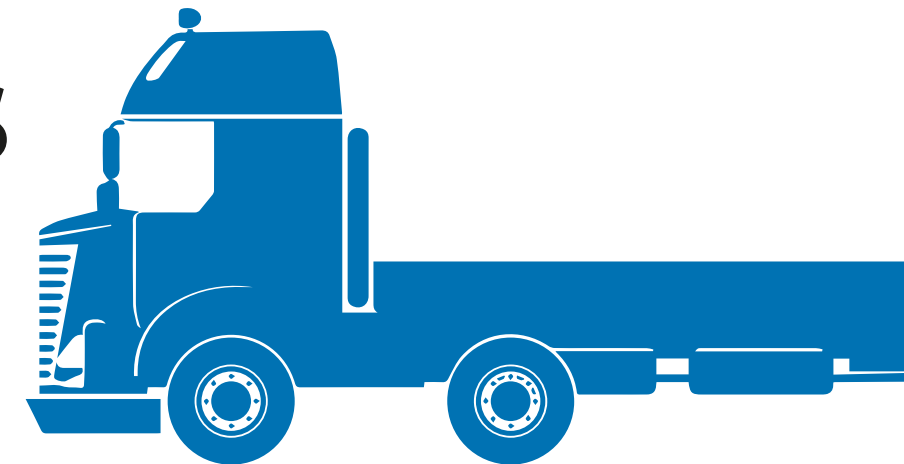




ABOUT US

TARA CHAND - ONE OF INDIA'S LEADING PLAYERS IN INFRA-LOGISTIC SOLUTIONS

Serving India's Infrastructural and Industrial needs through Warehousing, Transportation, Equipment Rental and Turnkey Infra-Project Execution



Warehousing & Logistics

The company is a leader in steel warehousing and logistics with almost 4 decades of experience and expertise.



Equipment Rentals & Infrastructure Works

The company is a leading service provider in the construction and infrastructure industries. The company operates large complex machines to execute critical jobs at client sites spread across various sectors like urban infra, railways, steel, cement, oil & gas, renewable energy, roads and highways.



Steel Processing & Distribution

The company acquired advanced machinery for the processing of TMT rebars used in construction activities. The services are provided by the company on client job-sites on a customized basis and this service is a horizontal integration to the company's steel logistic solutions.