

TCI EXPRESS

LEADER IN EXPRESS

May 24, 2019

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: TCIEXP

Scrip Code: 540212

Dear Sir/Madam,

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

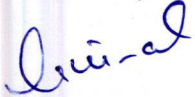
In compliance with Regulation 30 of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015, please find attached Earning Presentation on Audited Financial Results for Q4/FY 2018-19.

This is for your information, records and meeting the disclosure requirements as per applicable Regulation of Listing Regulations, 2015.

Thanking you,

Yours faithfully,

For TCI Express Limited



Vinay Gujral
Company Secretary & Compliance Officer

Encl: as above

TCI Express Limited

CIN: L62200TG2008PLC061781

Corporate Office: TCI House, Plot No. 69, Sector 32, Institutional Area, Gurugram - 122001, India

Tel.: +91-124-2384090-94 • Email: info@tciexpress.in • Website: www.tciexpress.in

Registered Office: Flat Nos. 306 & 307, 1-8-273, Third Floor, Ashoka Bhoopal Chambers, S. P. Road, Secunderabad – 500003 • Tel.: +91 40 27840104

A TCI Company



Q4 FY2019 Earnings Presentation



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FY 2019 and Q4 FY2019 Highlights

Strong Financial Performance with 15.7% Revenue and 24.7% PAT Growth in FY2019

Rs. 1,024 Cr

 15.7% y-o-y

FY 2019 Revenue

Rs. 266 Cr

 6.6% y-o-y

Q4 FY19 Revenue

45.4%

FY 2019 ROCE

Rs. 119 Cr

 31.3% y-o-y
Margin 11.6%

FY 2019 EBITDA

Rs. 34 Cr

 18.9% y-o-y
Margin 12.7%

Q4 FY19 EBITDA

30.7%

FY2019 ROE

Rs. 73 Cr

 24.7% y-o-y
Margin 7.1%

FY 2019 PAT

Rs. 22 Cr

 22.2% y-o-y
Margin 8.2%

Q4 FY19 PAT

62.1%

Cash Conversion Ratio





Commenting on the results, Mr. Chander Agarwal, Managing Director, said:

“I am pleased to report that TCI Express has delivered a strong performance during FY2019. Revenue from operations increased by 15.7% to Rs. 1,024 crores outperforming the industry growth in FY2019. The Company delivered an EBITDA of Rs. 119 crores and margins expanded by 138 bps to 11.6% from 10.2% in FY2018. Profit after tax of Rs. 73 crores in FY2019, an increase of 24.7% on Y-o-Y basis. The revenue growth was driven by higher volume of cargo and increased business from addition of new customers. The strong margins improvement was attributable to higher capacity utilization, operational efficiency and efficient working capital management.

During the year, TCI Express has added 60 new branches to penetrate deeper in selected geographies. We have also incurred a capex of Rs. 25 crores to automate our sorting centers with an aim to improve turnaround time and overall efficiency. The company continues to strengthen its balance sheet and has repaid the debt of Rs. 33 crores which brings down total Debt to Rs. 9 crores at the end of March 2019 and we will be debt free by end of next quarter.

The logistics industry is going through favorable structural changes and expected to grow at a faster pace in the coming years despite temporary economic slowdown. Our unique partnership arrangement with Vendors, diversified client base among SME’s and Corporate’s have provided us a competitive advantage. TCI Express is well positioned to tap on the growing market opportunities with its asset light model, customized solution offerings and superior customer support services.

Going forward, TCI Express with its strong balance sheet and flexible capital structure will continue to invest in technological upgradations, implementation of business intelligence tools such as API’s, geotagging, performance measurement tool and automation in sorting centers. These technological advancements are expected to further improve productivity and efficiency.

The Company is backed by strong fundamentals and with clear strategic direction, we look forward to deliver a sustainable growth in the coming years and create maximum value for all stakeholders.”



Why TCI Express?

Ranked 457 in Top 500 Companies based on Market Cap, as on March 31, 2019

1

**Asset Light
Business Model**



2

**High Value Cargo
(Low volume, high
margins)**



3

**No Franchise:
All owned Branches**



4

**API based back- end
technology**



5

**Containerized
Movement**



6

**Superior Customer
Support Services**



Fastest Express Delivery Company in India

TCI XPS was established in 1996 as one of the foremost divisions of Transport Corporation of India

Specialized in offering time definite solutions with focus on Tier II and III cities

ERP enabled operations, Barcoding on packaging, GPS enabled vehicles and CCTV surveillance All India

Serves 95% of B2B customers & 5% of B2C Customers

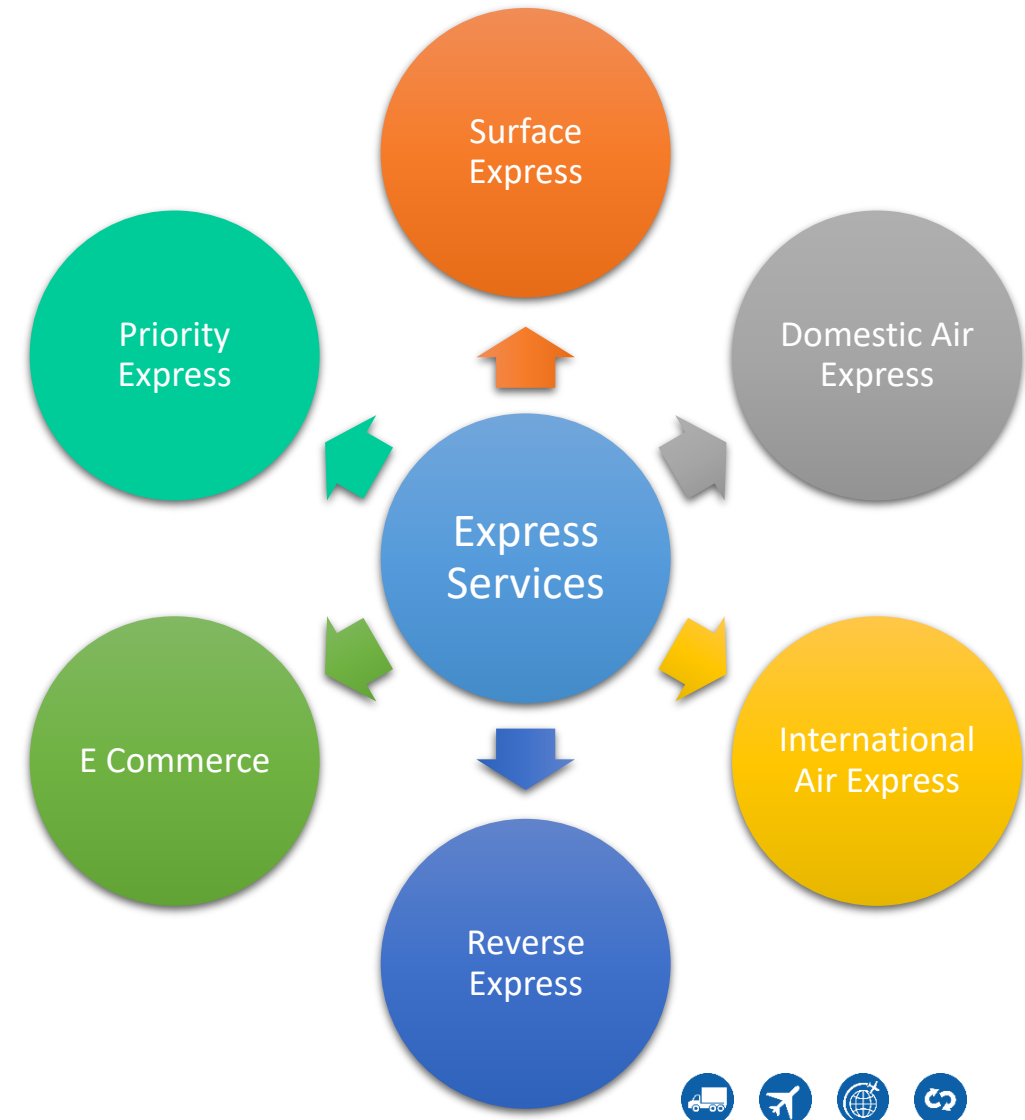
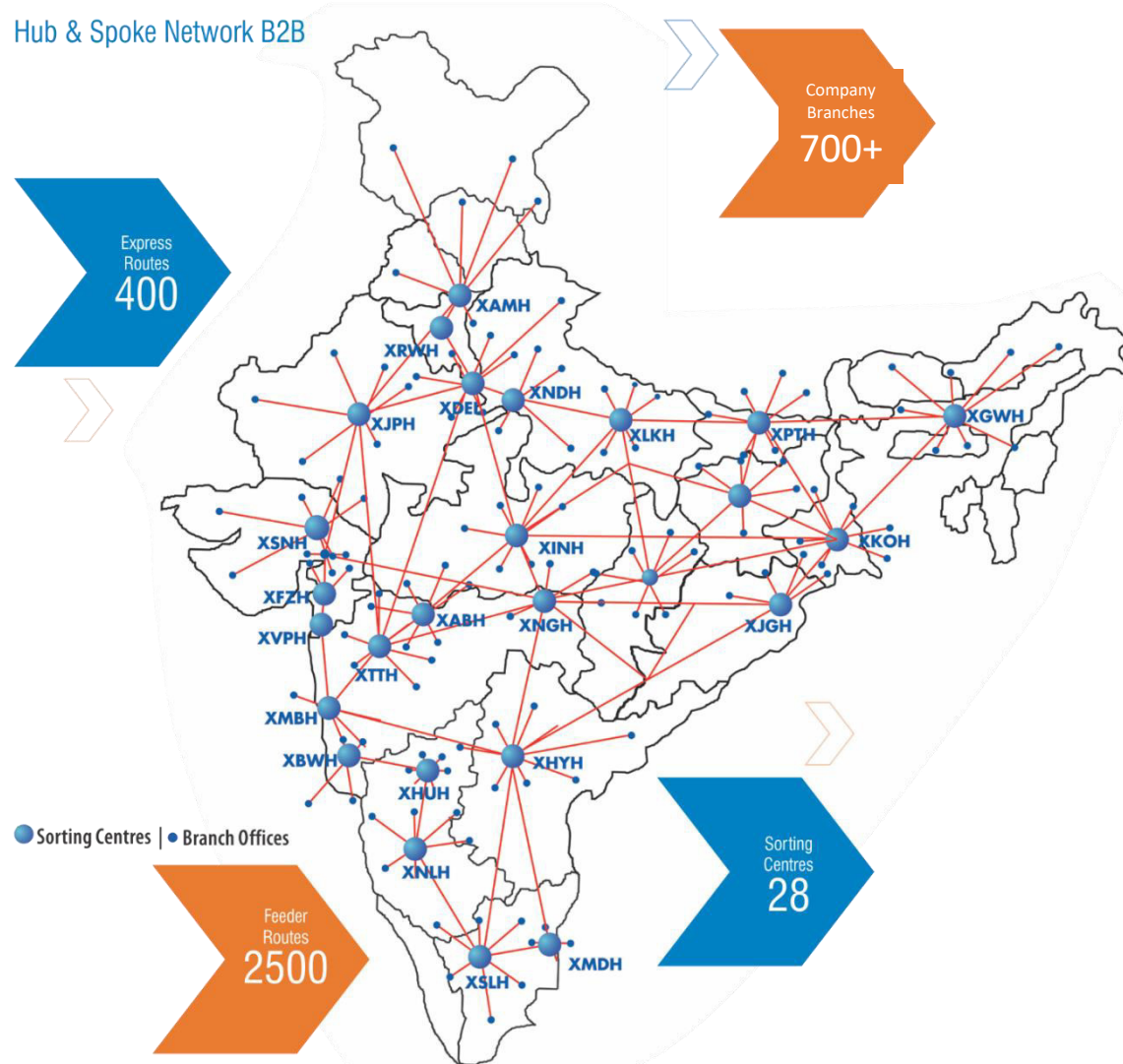
The only express cargo company in India with own set up across nation. Offers Sunday, Holiday and late pickup services

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Geographical Footprint

Fastest Delivery Company in India





Revenue Growth

Negligible impact expected on Express due to economic slowdown

- Highly diversified client base and well spread across industry verticals
- Continuous expansion in Metro and Tier I Cities through new branch offices



Capital Expenditure

Planned CapEx of Rs. 400 crores in next 5 years

- Investment in sorting centres
- Automation and enhancing technological capabilities



TCI Express Offering

- Expand value added services
- Continuous focus on volume growth through B2B client acquisition
- Expand air international business



Financial Performance

Particulars (in Cr)	Q4		Y-o-Y	Q3	Q-o-Q	Full Year		Y-o-Y
	FY2019	FY2018	Growth (%)	FY2019	Growth (%)	FY2019	FY2018	Growth (%)
Income from Operations	265.9	249.3	6.6%	263.2	1.0%	1,023.8	885.1	15.7%
EBITDA	33.8	28.4	18.9%	31.0	9.1%	119.0	90.7	31.3%
Margin (%)	12.7%	11.4%		11.8%		11.6%	10.2%	
EBIT	32.1	26.9	19.5%	29.3	9.6%	112.5	85.4	31.6%
Margin (%)	12.1%	10.8%		11.1%		11.0%	9.7%	
PBT	32.8	26.3	24.9%	28.9	13.6%	111.9	83.8	33.6%
Margin (%)	12.3%	10.5%		11.0%		10.9%	9.5%	
PAT	21.7	17.8	22.2%	18.7	16.2%	72.8	58.4	24.7%
Margin (%)	8.2%	7.1%		7.1%		7.1%	6.6%	
EPS	5.68	4.65	22.2%	4.89	16.2%	19.02	15.25	24.7%

Notes:

1. EBITDA and EBIT excludes other income
2. Margins are calculated on Income from Operations

* All numbers in Crores unless specified



- Revenue growth of 15.7% y-o-y is attributable to higher cargo volume and addition of new customers
- EBITDA Margins increased from 10.2% in FY2018 to 11.6% in FY2019 primarily due to:
 - Improved realization with standardized pricing for customers
 - Ability to transfer increased diesel cost to customers
 - Operational efficiencies and effective cost control measures
- 60 New branch offices were opened during the year in the Metro and Tier I cities to penetrate deeper and add more SME customers
- API and EDI system at customer end to integrate data and providing real time solution such printing of barcoding, invoicing, geotagging etc. allowing quicker turnaround which is essential in express services
- Capex of Rs. 25 Cr incurred during the year on expansion of sorting centres and IT infrastructure

Leverage Profile

Particulars (in Cr)	Mar-19	Sep-18	Mar-18
Long Term Debt	2.3	2.5	1.7
Short Term Debt	6.4	38.7	38.2
Total Debt	8.7	41.1	39.8
Less: Cash & Cash Equivalents	17.1	18.7	12.2
Net Debt / (Net Cash)	(8.4)	22.4	27.6
Total Equity	267.2	232.7	206.8
Net Debt / Equity	(0.03x)	0.10x	0.13x

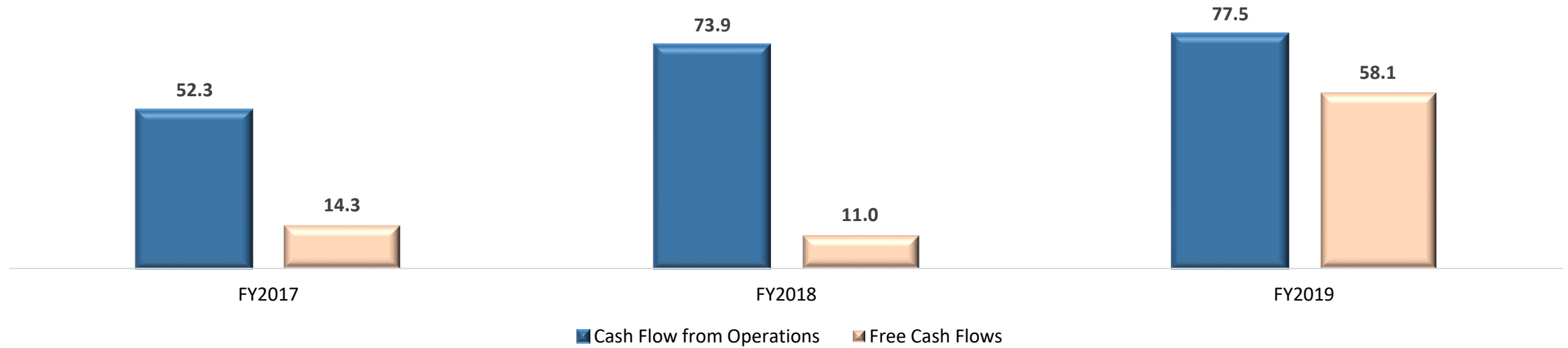
Credit rating of A1+ Short Term (ICRA) and AA- Long Term (CRISIL)

- Repayment of Debt amounting to Rs 32.9 Cr during FY2019
- Nominal Debt in the books of Rs. 8.7 Cr at the end of March 2019

The company will be debt free by Q1 FY2020

Cash Flow from Operations vs Free Cash Flows

Continue to Generate Strong Cash Flows

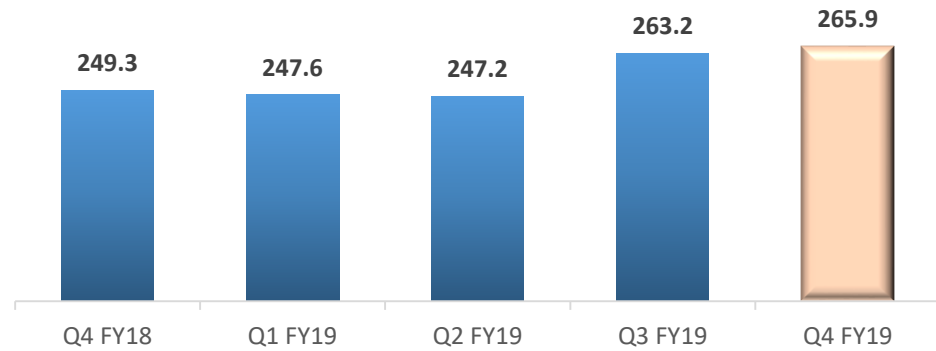


- Track record of consistent generation of cash flows with a focus on enhancing free cash flows
- High EBITDA to cash flow conversion due to lower level of debt and depreciation
- Efficient working capital management with strong cash flow conversion cycle

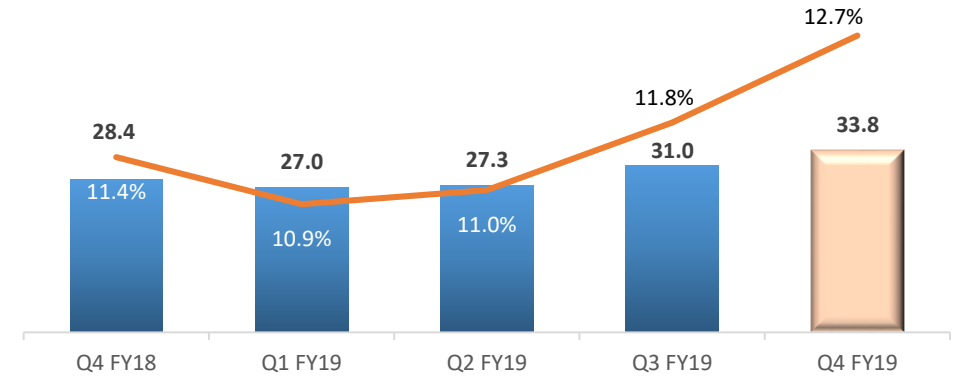


Quarter Performance Trends

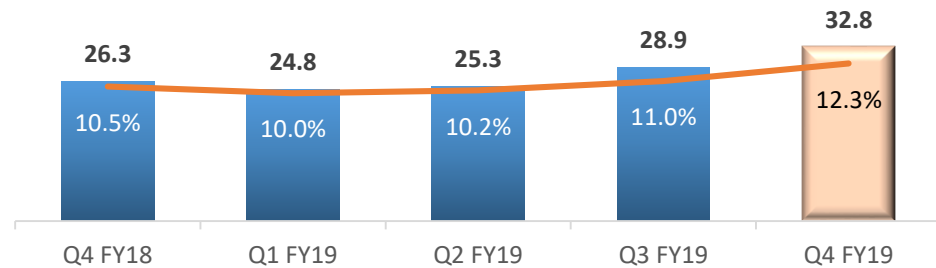
Income from Operations



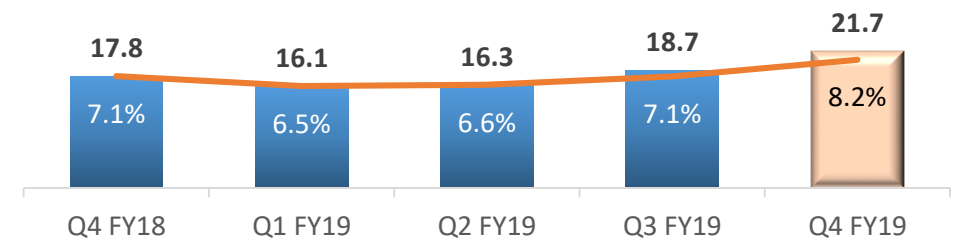
EBITDA and Margins



PBT and Margins



PAT and Margins

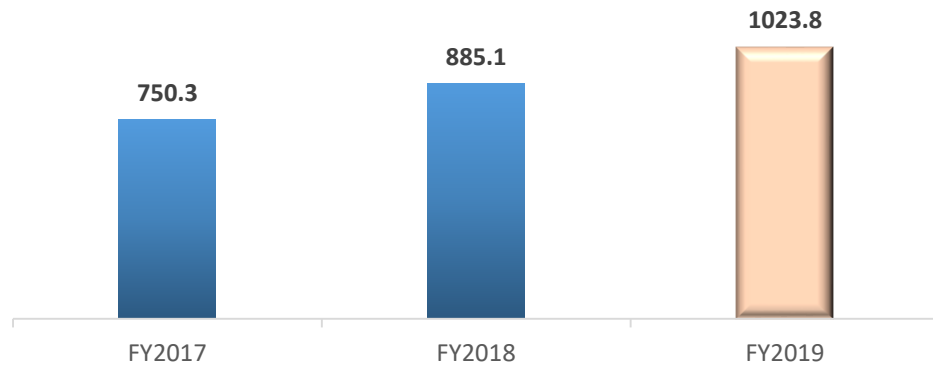


* All numbers in Crores unless specified

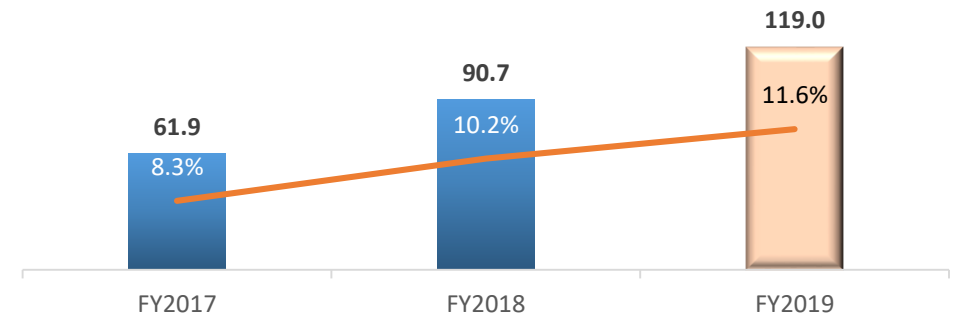


Annual Performance Trends

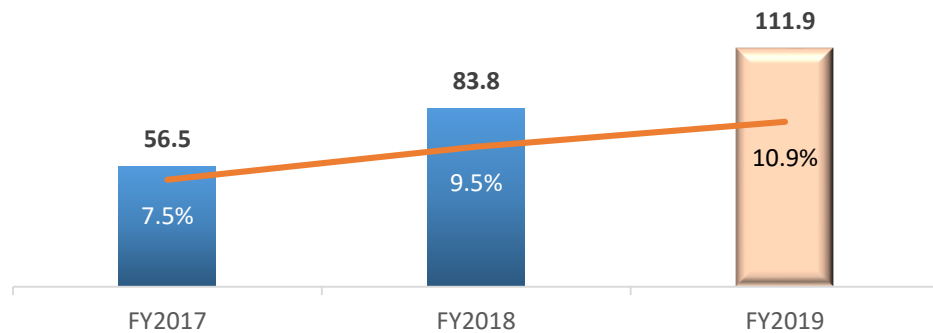
Income from Operations



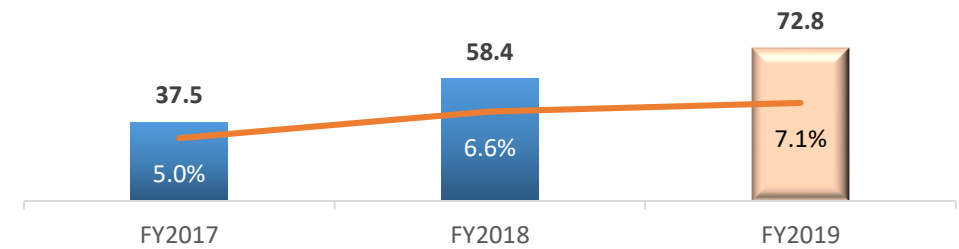
EBITDA and Margins



PBT and Margins



PAT and Margins

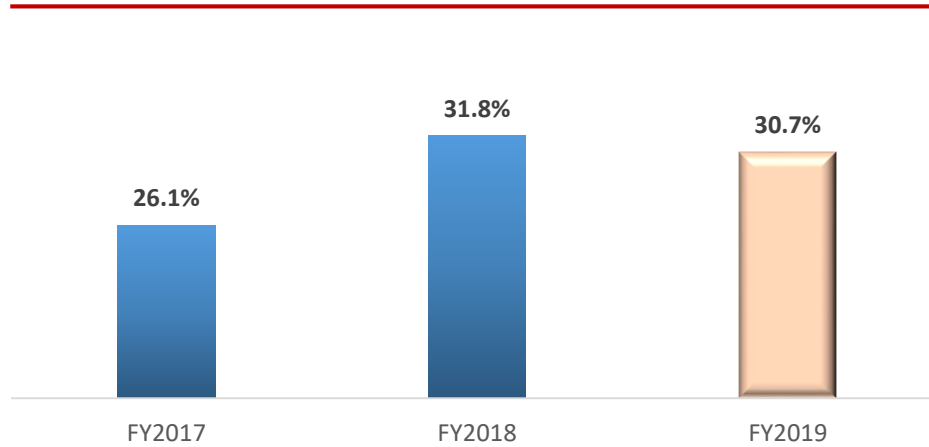


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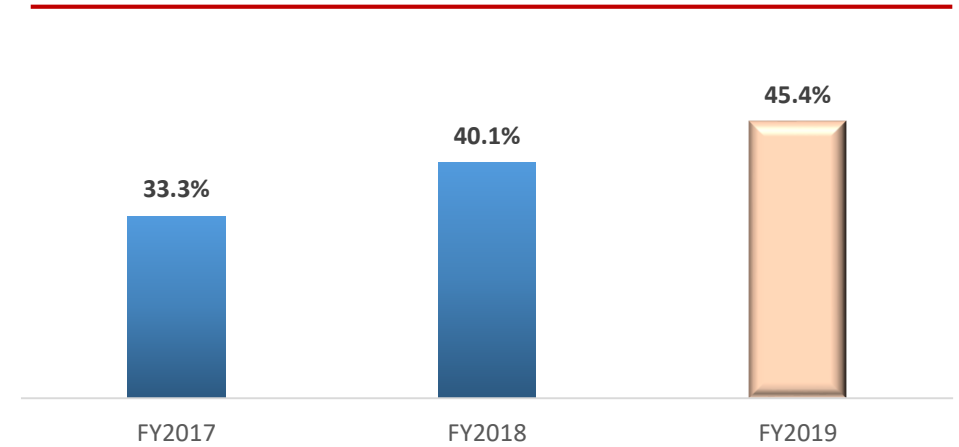


Key Ratios

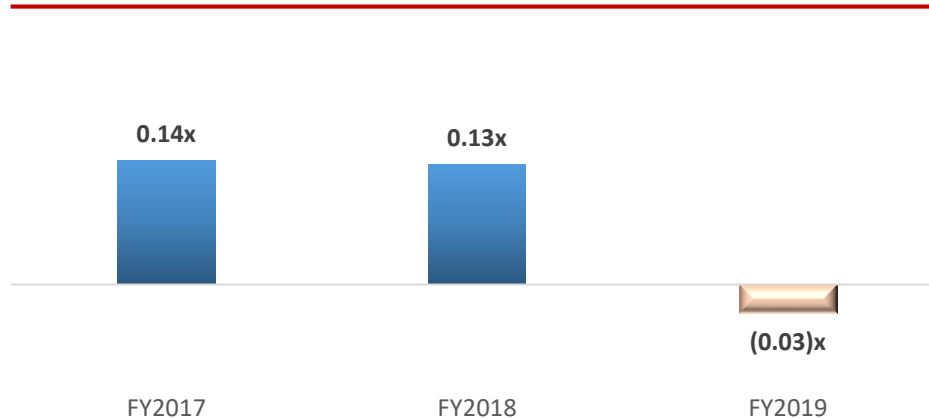
Return on Equity (%)



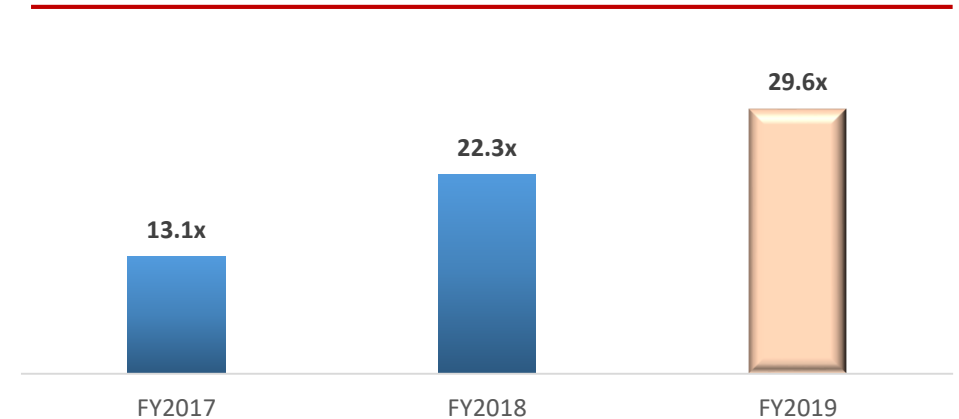
Return on Capital Employed (%)



Net Debt / Equity (x)



Interest Coverage Ratio (x)



* All numbers in Crores unless specified



Management Team



Mr. D P Agarwal, Chairman & Director

Mr. D P Agarwal is the Chairman and Director of TCI. Mr. Agarwal has been associated with the transport industry for more than 51 years. He has been contributing in developing the unorganized logistics sector into an organized one.

Mr. Agarwal is also associated with various Chambers of Commerce including CII, FICCI & PHDCCI. He also takes active participation in many social and philanthropic activities for the common good.



Mr. Chander Agarwal, Managing Director

Mr. Chander Agarwal is a Bachelor of Science in Business Administration from 1996 to 2001 from Bryant College, Smithfield, RI, He joined TCI as Summer Intern and worked in various departments including operations, logistics and marketing etc. thereby getting fair amount of exposure to the key functions in the Company.

His hands-on experience with Transfreight USA, a 3PL specializing in 'lean logistics' for Toyota Motor vehicles, USA, has given him unmatched knowledge of the Supply Chain Management. Currently he is spearheading Group TCI's international expansion across Asia, Latin America & Africa.



Mr. P.C. Sharma, CEO & Director

Mr. P. C. Sharma has been associated with TCI since 1982. He started his career in TCI as trainee and currently heads TCIEXPRESS Ltd. which is India's leading Multimodal Integrated Express and Supply Chain Solutions provider with a Global presence.

He has a strong educational background and holds a B. Com degree. He has also undergone various executive training programs from renowned institutes like IIM-A Indian School of Business (ISB), XLRI Jamshedpur and is also alumni of Harvard Business School and National University of Singapore.



Management Team



Mr. Mukti Lal, *Chief Financial Officer*

Mr. Mukti Lal is the Chief Financial Officer at TCIEXPRESS. He is a qualified Chartered Accountant and has been associated with Transport Corporation of India Limited (the Demerged Company) in various capacities for last 13 years. He was working as CFO-XPS, Division of Transport Corporation of India Limited. He is a finance professional with over a decade of experience spanning the entire gamut of finance and had played major role in overall strategy and corporate governance.



Mr. Manish Jain, *Sales, Mktg & Corporate Communication*

Mr. Manish Jain, Management graduate with 20 years of Logistics/ Express Industry expertise. Worked at all levels from Trainee Sales to Senior Management position. He is currently heading Sales and Marketing for TCI EXPRESS LIMITED. He believes at strong values, team collaboration, consistent and dedicated performance. He always thrives on "Out of the Box" thinking for most complex situations. Ethical, Self-motivated, Conscientious Leader is what defines him the best.

Awards and Recognitions

Won ET Now Stars of the Industry Awards
for Excellence in CSR in 2018



Received Best CFO Award 2019 by
Financial Express



Mr. Chander Agarwal, MD, awarded
India's Inspirational Business Leaders 2019 in London



Won India Cargo Awards as
'Best Express Distribution Company' 2018



Corporate Governance

LISTED ENTITY



Ranked 457 in Top 500 Companies based on Market Cap, as on March 31, 2019

IATA CERTIFICATE



ISO CERTIFIED



RATED BY



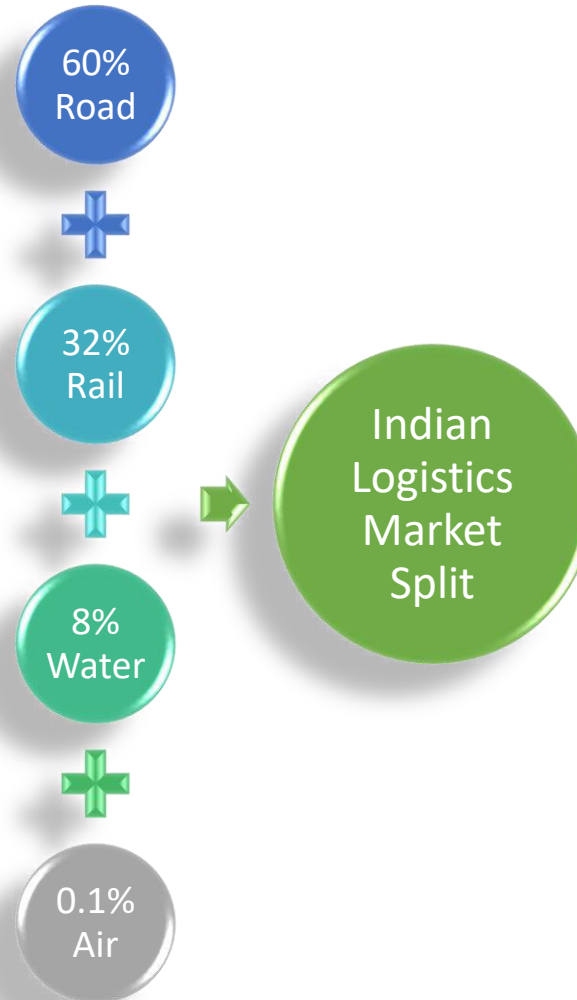
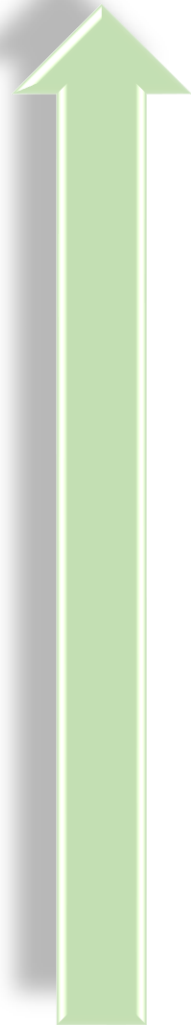
Business Superbrand of 2019



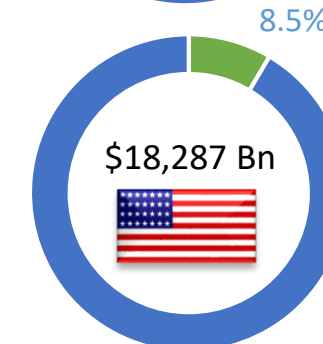
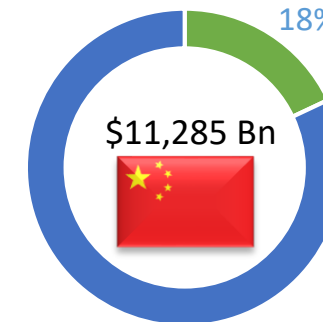
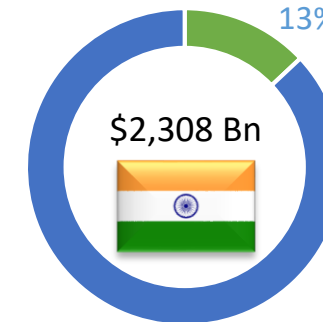
The Economic Times Iconic Brands Of India



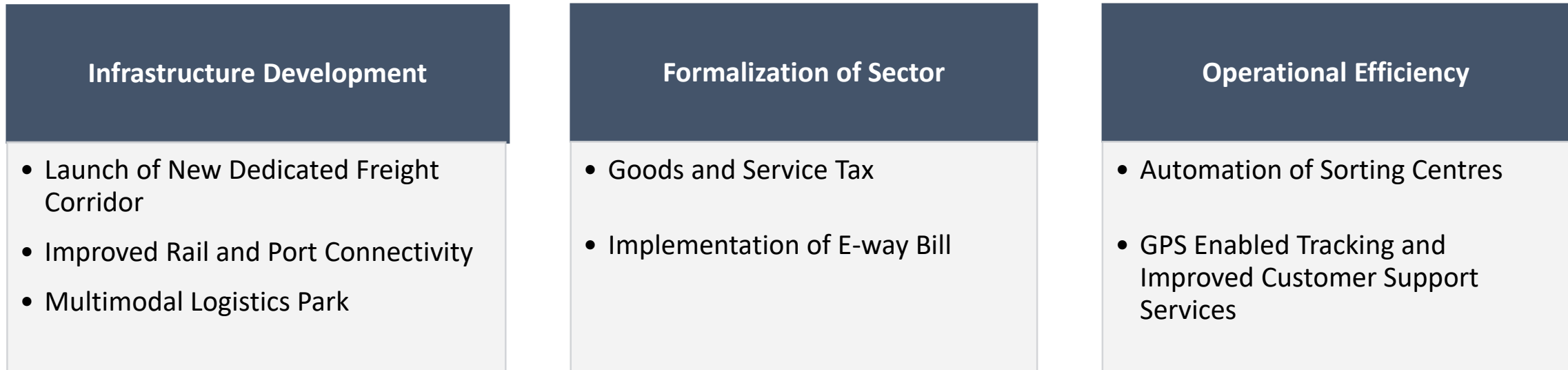
Express Industry – An Outlook



Logistics as % of GDP



Recent Logistics Sector Transformation Initiatives



Key areas for creating a sustainable growth in logistics sector



Key Takeaways

- ❑ TCI Express revenue has grown at CAGR of 16.8% in last 3 years
- ❑ Asset light model continues to drive strong cash flows
- ❑ Consistently paying dividend for last 3 years and generating high return on capital employed
- ❑ Strong balance sheet and flexible capital structure
- ❑ Continued focus on technological advancement to reduce turnaround time
- ❑ During the year added 60 new branch offices in the Metro and Tier I cities to penetrate deeper and add more SME customers
- ❑ Express industry is expected to grow 9-11% and TCI Express expected to grow at the rate of 20%. The Company is well positioned to capitalize on the growing market opportunities

Contact Information

This presentation contains statements that are “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to TCI Express’ future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

TCI Express undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

For further information, please contact:

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