



Date: January 31, 2023

<b>Listing Department,</b> <b>The National Stock Exchange of India Ltd.,</b> “Exchange Plaza”, Bandra Kurla Complex, Bandra (East), Mumbai – 400051  <b>Scrip Symbol: TCIEXP</b>	<b>Listing Department,</b> <b>BSE Ltd.,</b> Phiroz Jeejeebhoy Towers, Dalal Street Mumbai-400001  <b>Scrip Code: 540212</b>
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**Sub: Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015**

Dear Sir/Madam,

In compliance with Regulation 30 of the SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015, please find attached Earning/Investment Presentation on Un-Audited Financial Results for Q3/9M 2022-2023.

This Presentation is also available on the website of the Company at <https://www.tciexpress.in/investor-analyst-corner.aspx?invid=15>.

This is for your information and necessary records please.

Thanking you,  
Yours faithfully,  
For **TCI Express Ltd.**

**PRIYANKA** Digitally signed by  
PRIYANKA  
A Date: 2023.01.31  
15:54:13 +05'30'

**Priyanka**  
**Company Secretary & Compliance Officer**  
Encl: As above

**TCI Express Limited**  
Website: [www.tciexpress.in](http://www.tciexpress.in)

**Corporate Office:** TCI House, Plot No. 69, Sector 32, Institutional Area, Gurugram - 122001, India  
**Tel.:** +91-124-2384090-94 • **Email:** [info@tciexpress.in](mailto:info@tciexpress.in) • **CIN:** L62200TG2008PLC061781  
**Registered Office:** Flat Nos. 306 & 307, 1-8-273, Third Floor, Ashoka Bhoopal Chambers,  
S. P. Road, Secunderabad – 500003 • **Tel.:** ++91 40 27840104

**TCIEXPRESS**

— LEADER IN EXPRESS —

**STABLE. SCALABLE.  
SUSTAINABLE.**

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**Q3 FY2023  
Earnings Presentation**



# Q3 FY2023 Highlights

Delivered the highest quarterly Revenue of Rs. 315.7 Cr, up by 9.3% Y-o-Y  
Board recommended second Interim Dividend of Rs. 3 per share  
Total Dividend of Rs. 6 per share and Pay out of 22.9 % for 9M FY2023

**Rs. 315.7Cr**

9.3% Y-o-Y

**Q3 FY23 Income**

**Rs. 47.4 Cr**

Margin 15%

**Q3 FY23 EBITDA**

**Rs. 32Cr**

Margin 10.1%

**Q3 FY23 PAT**

**Rs. 3/-**

**Dividend per Share**

## Key Highlights

- The company posted a strong topline performance with continued focus on profitable growth
- EBITDA stood at Rs. 47.4 crores with margins of 15.0% compared to 17.2% in Q2 FY23
- The margins during the quarter were partially offset by decrease in utilization levels post festive season and long weekend as well as uptick in other expenses associated with the administrative and advertisement expenses
- Announced dividend of Rs. 3 per share in Q3 FY23, taking the 9 months dividend to Rs. 6 per share representing a payout of 22.9 % on the face value for 9M FY2023



# Management Perspective



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

“TCI Express recorded another quarter of strong performance with highest quarterly Revenue of Rs. 315.7 crores, a growth of 9.3% on year on year and 1.5% on sequential basis. The growth was primarily driven by strong demand from the festive season, growth in the Index of Industrial Production (IIP) and E-Way bill generation which ended on a strong note. Our EBITDA for the quarter stood at Rs. 47.4 crore with margin of 15.0%. Profit After Tax during the quarter stood at Rs. 32 crore with margin of 10.1%.

On a nine-month basis, Revenue from Operations of Rs. 920.3 crore, growth of 16.8%, EBITDA of Rs. 145.8 crore, growth of 11.7% and Profit After Tax of Rs. 100.8 crores, growth of 8.5% on year-on-year basis. The margins during the quarter were partially offset by decrease in utilization levels after the festive season and long weekend as well as uptick in other with the advertisement and other administrative expenses. In the light of strong performance during the nine months of the year, the Board of Directors has recommended a 2<sup>nd</sup> interim dividend of Rs 3 per share for the quarter, taking total dividend to Rs. 6 per share for the 9M FY23, representing a payout of 300% on the face value and 23% on the EPS. In addition, as on 31<sup>st</sup> December 2022, we had successfully completed the buyback of 182,500 share amounting ~Rs. 41 Crores. (including taxes)

On the investment side, during the 9M FY2023, we incurred a capex of Rs. 98.5 crores, primarily spent towards the acquisition of land for setting up new automated sorting center in Kolkata and for new corporate office in Gurgaon. Additionally, we added 28 new branches in the West and South region to expand our presence to cater the growing demand with industry-leading services.

Among our newly launched services, Rail Express offering getting good traction from customers and we expanded customer base from 250 to 1750 and presence from 10 routes to 125 routes since inception. Our newly launched services offerings are expected to contribute positively to our top line in the forthcoming quarters, enabling us to deliver higher margin levels with sustainable growth.

We are committed to provide high-quality services to customers and remain focused on our strategic initiatives to increase productivity and to maintain our leadership position by creating value for all stakeholders.”



# Fastest Express Delivery Company in India

TCI Express has successfully completed 6 years post the demerger and has become industry leading and fastest delivery company in 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 and 5% of B2C customers

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

Ranked 418 in top 500 companies based on market cap, as on March 31, 2022

	<b>Year of Listing</b>	<b>2016</b>
	<b>Locations Serviced</b>	<b>50,000</b>
	<b>Countries Serviced</b>	<b>202</b>
	<b>Containerized Vehicles</b>	<b>5,000</b>
	<b>Air Gateways</b>	<b>24</b>
	<b>Company Branch Setup</b>	<b>925+</b>
	<b>Workforce</b>	<b>3000 +</b>
	<b>Sorting Centres</b>	<b>28</b>



# Why TCI Express?

Ranked 418 in Top 500 Companies based on Market Cap, as on March 31, 2022

1

Asset Light Business Model



2

High Value Cargo (Low volume, high margins)



3

Low Working Capital Requirement



4

Lowest Cost Structure



5

No Franchise: All owned Branches



6

API based back-end technology



7

Containerized Movement



8

Superior Customer Support Services

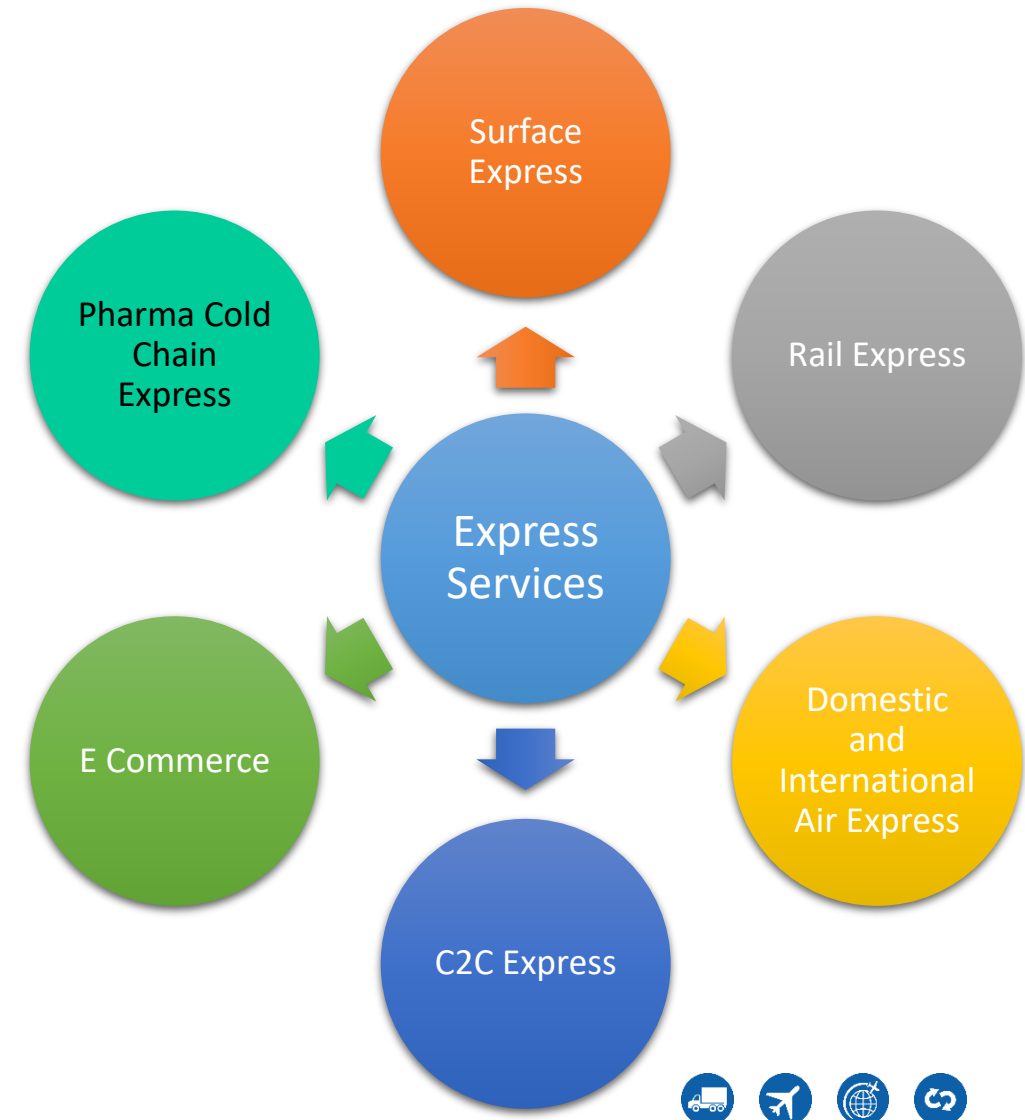
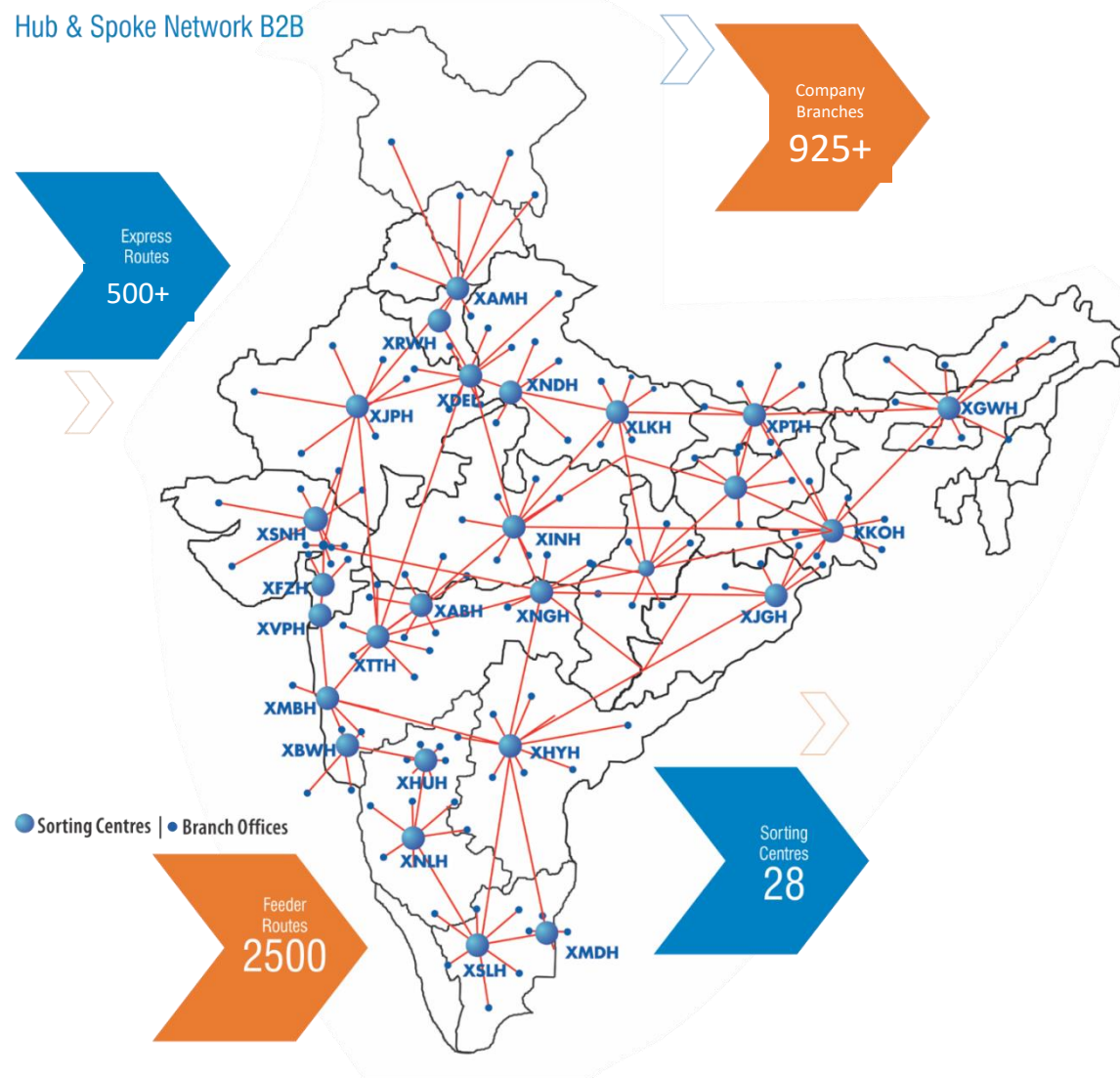




# Geographical Footprint

## Fastest Delivery Company in India

Hub & Spoke Network B2B



# Financial Performance

Particulars (in Cr)	Q3		Y-o-Y	Q2		9M		Y-o-Y
	FY2023	FY2022	Growth (%)	FY2023	Growth (%)	FY2023	FY2022	Growth (%)
Income from Operations	314.4	286.9	9.6%	309.9	1.5%	914.8	783.3	16.8%
Other Income	1.3	2.1		2.3		5.5	6.1	
Total Income	315.7	289.0	9.3%	312.2	1.1%	920.3	789.4	16.6%
EBITDA	47.4	49.3	(3.8)%	53.7	(11.9)%	145.8	130.6	11.7%
Margin (%)	15.0%	17.0%		17.2%		15.8%	16.5%	
EBIT	43.1	47.0	(8.4)%	50.3	(14.3)%	134.7	123.8	8.9%
Margin (%)	13.6%	16.3%		16.1%		14.6%	15.7%	
PBT	42.6	46.8	(8.9)%	49.9	(14.6)%	133.7	123.2	8.5%
Margin (%)	13.5%	16.2%		16.0%		14.5%	15.6%	
PAT	32.0	35.1	(8.8)%	37.8	(15.3)%	100.8	92.9	8.5%
Margin (%)	10.1%	12.2%		12.1%		11.0%	11.8%	
EPS	8.3	9.1	(8.9)%	9.8	(15.2)%	26.2	24.2	8.5%

Notes:

1. EBITDA and EBIT includes other income
2. All Margins calculated on Total Income

\* All numbers in Crores unless specified





## Q3 FY2023 Performance Discussion

- Total Income for the quarter stood at Rs. 315.7 Crores, registering an increase of 9.3% y-o-y. This growth was driven by strong recovery in economic activities and growing demand from both Corporate and MSME customers
- Margins during quarter partially impacted by:
  - Decrease in utilisation level post festive season as well as long weekend
  - Increase in other expenses associated with the administrative and advertisement expenses
- Capex of Rs. 98.5 Crores incurred during 9M FY2023 primarily spent towards land acquisition for setting up new automated sorting center in Kolkata and for new corporate office in Gurgaon
- 28 new branches were added during 9M FY2023 to penetrate deeper in the key growing markets in West and South region to penetrate deeper in the key growing markets to cater the growing demand with Industry-leading services

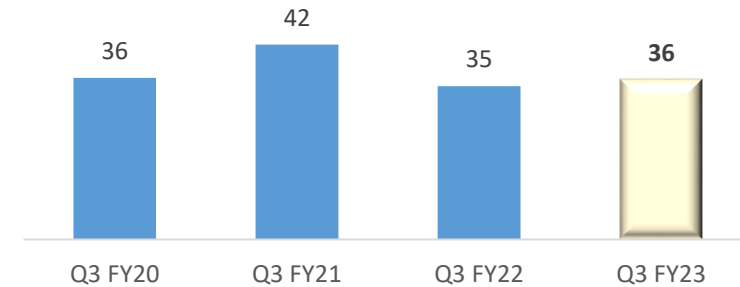
# Leverage Profile and Working Capital Cycle

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

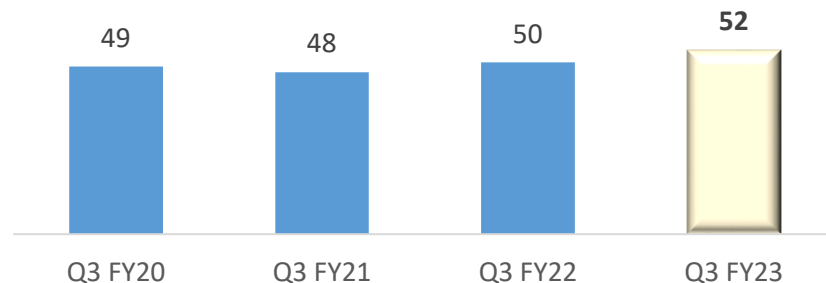
Particulars (in Cr)	Mar-22	Sep-22	Dec-22
Long Term Debt	0.1	0.0	0.0
Short Term Debt	0.8	0.5	18.6
<b>Total Debt</b>	<b>0.9</b>	<b>0.5</b>	<b>18.7</b>
Less: Cash & Cash Equivalents	105.0	83.5	63.1
<b>Net Debt</b>	<b>(104.1)</b>	<b>(82.9)</b>	<b>(44.4)</b>
Total Equity	536.2	586.6	581.6
Net Debt/Equity	(0.2)	(0.1)	(0.1)

## Maintaining Stable Working Capital Management

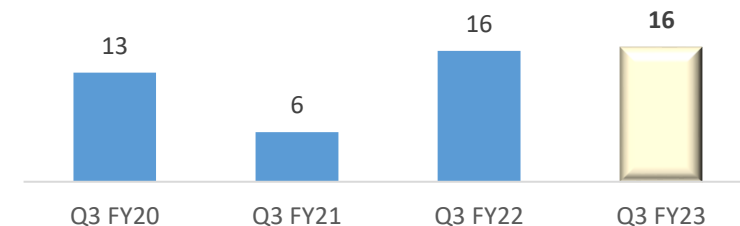
### Payables Days



### Receivables Days



### Net Working Capital Days

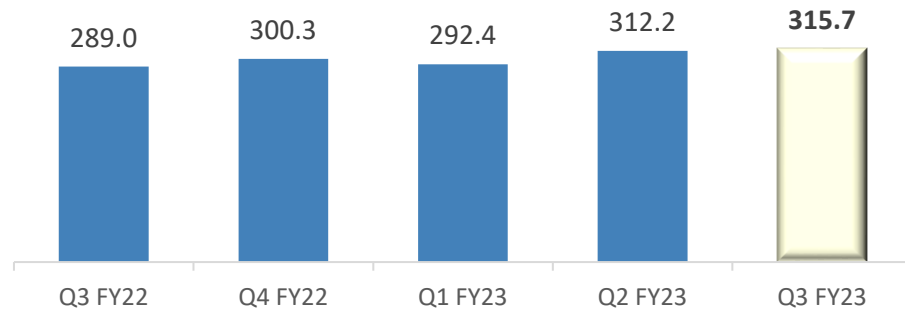


Note: Receivable Days has been calculated on Revenue from Operations inclusive of GST for the respective quarters

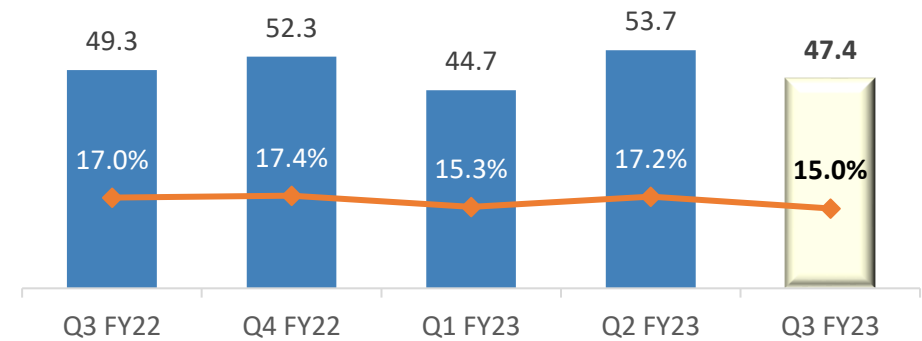
# Quarter Performance Trends

Consistent improvement in financial performance by maintaining strong margin profile

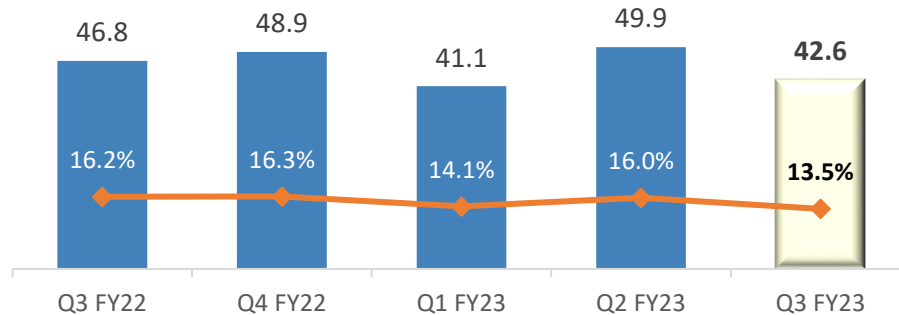
## Total Income



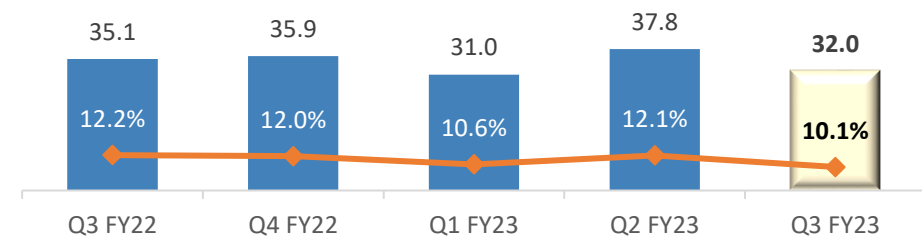
## EBITDA and Margins



## PBT and Margins



## PAT and Margins



Notes:

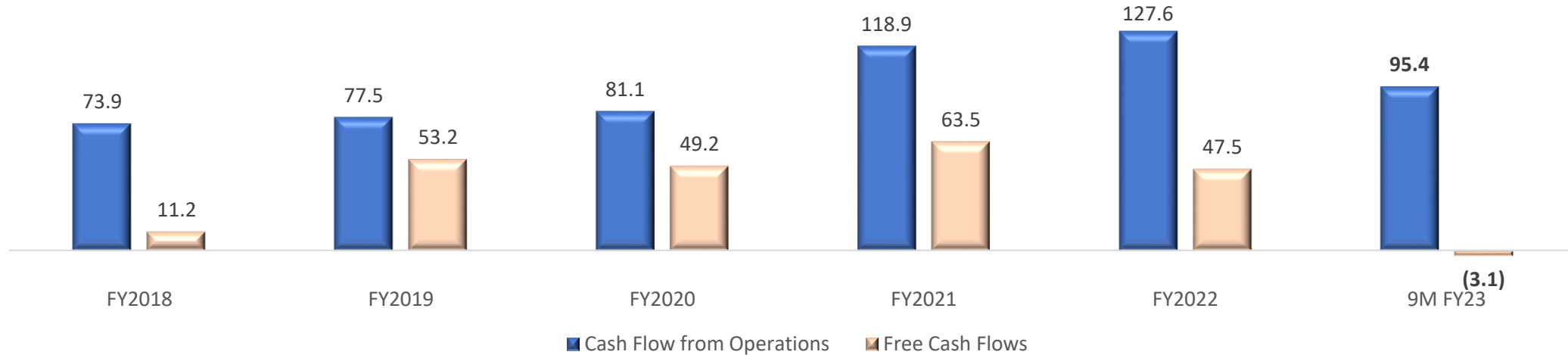
1. EBITDA includes other income
2. All Margins are calculated on Total Income

\* All numbers in Crores unless specified



# Cash Flow from Operations vs Free Cash Flows

Consistent cash flow generation over the years with focused on investing in the future and driving shareholder returns



- The company has strong cash flow from operations in 9M FY23 of Rs. 95.4 crore
- Continues to maintain strong CFO to EBITDA ratio of 65.4%, which provides extensive flexibility as we continue to focus on balanced capital allocation
- Efficient working capital management with robust capital structure and strong cash flow conversion cycle

# Balance Sheet

Particulars (Rs Crores)	9M FY2023	FY2022
<b>Assets</b>		
<b>Non-Current Assets</b>		
Property, Plant and Equipment	313.34	314.74
Right of Use Assets	27.83	2.02
Capital Work in Progress	68.47	6.09
Intangible Assets	4.66	3.04
Financial Assets		
Investments	1.05	1.05
<b>Total Non-Current Assets</b>	<b>415.36</b>	<b>326.94</b>
<b>Current Assets</b>		
Financial Assets		
Trade receivables	220.68	189.54
Cash & cash equivalents	14.17	15.74
Other Bank Balances	2.66	2.26
Other Financial Assets	9.47	9.54
Investments	46.26	87.00
Loan and advances	0.00	
Other Financial Assets	0.00	
Current Tax Assets ( Net)	6.17	4.09
Other current assets	18.48	21.92
<b>Total Current Assets</b>	<b>317.89</b>	<b>330.09</b>
<b>TOTAL ASSETS</b>	<b>733.25</b>	<b>657.03</b>

Particulars (Rs Crores)	9M FY2023	FY2022
<b>Equity and Liabilities</b>		
<b>EQUITY</b>		
Equity Share Capital	7.67	7.70
Other Equity	573.90	528.49
<b>Total Equity</b>	<b>581.57</b>	<b>536.19</b>
<b>LIABILITIES</b>		
<b>Non-Current liabilities</b>		
Financial liabilities		
Lease liabilities	4.34	0.21
Long Term Borrowings	0.01	0.12
Deferred Tax liabilities (Net)	11.12	7.86
<b>Total Non-Current liabilities</b>	<b>15.47</b>	<b>8.19</b>
<b>Current liabilities</b>		
Financial-Liabilities		
Short Term Borrowings	18.64	0.78
Trade Payables	81.82	72.72
MSME	1.00	1.0
Others	2.57	0.01
Others Financial liabilities	9.12	16.14
Provisions	7.33	5.55
Other Current liabilities	15.73	16.45
<b>Total Current liabilities</b>	<b>136.21</b>	<b>112.65</b>
<b>Total Equity And Liabilities</b>	<b>733.25</b>	<b>657.03</b>

## TCI Express Offering



- ❑ Launch and expand Rail service offerings
- ❑ Added new services such as Pharma Cold Chain and C2C express
- ❑ Continuous focus on volume growth through B2B client acquisition

## Capital Expenditure



- ❑ Planned CapEx of Rs. 500 crores in 5 years (FY23-FY28)
- ❑ Investment in sorting centres
- ❑ Automation and enhancing technological capabilities
- ❑ In 9M FY2023 incurred capex of Rs. 98.5 Crores

## Revenue Growth Drivers



- ❑ Highly diversified client base of corporate and SME customers. Well spread across industry verticals
- ❑ Continuous expansion in metro and tier I cities through new branch offices
- ❑ Contribution of new and value-added service offerings to drive growth
- ❑ Automation at owned sorting centres to drive operation efficiency and enhance profitability
- ❑ Government Initiatives to strengthen logistics sector and focus on infrastructure to provide seamless connectivity to remote rural areas





# Strategic Priorities by 2025

New services is expected to contribute 25% to top-line:

- Rail Express
- C2C Express
- Pharma Cold Chain Express
- Air Express

Maintain high return ratios and consistent dividend pay-out

Create Wealth for all Stakeholders

More than Double the Revenue – Rs. 2000 Crs+

- Increase customer base
- Double branch offices
- Owned sorting centre in major metros

Full focus on technological advancement and automation to further enhance operational efficiency

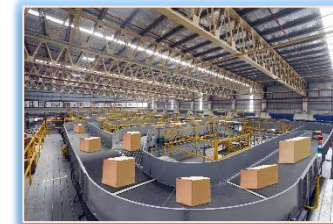


# Largest B2B Sorting Center

Company has made significant progress in each of its strategic focus areas, has successfully commissioned India's first and largest automated B2B sorting center in Gurgaon in March 2022 reducing parcel handling time and vehicle halting time

## Gurgaon Sorting Centre

Location:	Gurgaon
Area:	2 lakh sq.ft
Solar Panel:	800 KW
Operational:	India's first and largest automated B2B sorting center operational from March 2022



**Inhouse ERP and Automation**

**Shorter Turnaround Time**

**24x7 Higher Capacity Utilization**

**Enhance Customer Satisfaction**

**Enhance Profitability**



# Expanding Service Offering: Rail Express

**Rail Express service is a unique service offering aimed at providing high value service at a lower cost  
Expanded customer base from 250 to 1750 and presence from 10 routes to 125 routes since inception**

## Asset Light Business Model

- ✓ TCI Express to buy space on the trains to ensure higher capacity utilization
- ✓ Independent team to manage this business offering

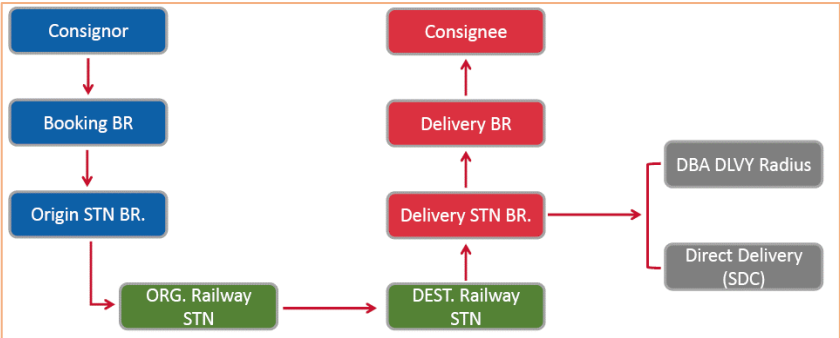
## Advantages

- ✓ Faster transit time at a lower cost substituting Air Cargo
- ✓ Optimize economies of scale at branches and routes
- ✓ Use of strong railway network

## Infrastructure Development backed by government

- ✓ Indian railways aims to increase its freight traffic from 1.1 billion tons in 2017 to 3.3 billion tons in 2030
- ✓ Lower carbon footprint and sustainable mode of transport

## Centralized and integrated logistics system



**Shorter Turnaround Time**

**Uninterrupted Transportation**

**Synergistic with Existing Express Business**

**Bridging the Gap between Air and Surface**

**Higher Margin Business**

**Infrastructure Backed by Government**



# Expanding Service Offering: Pharma Cold Chain Express

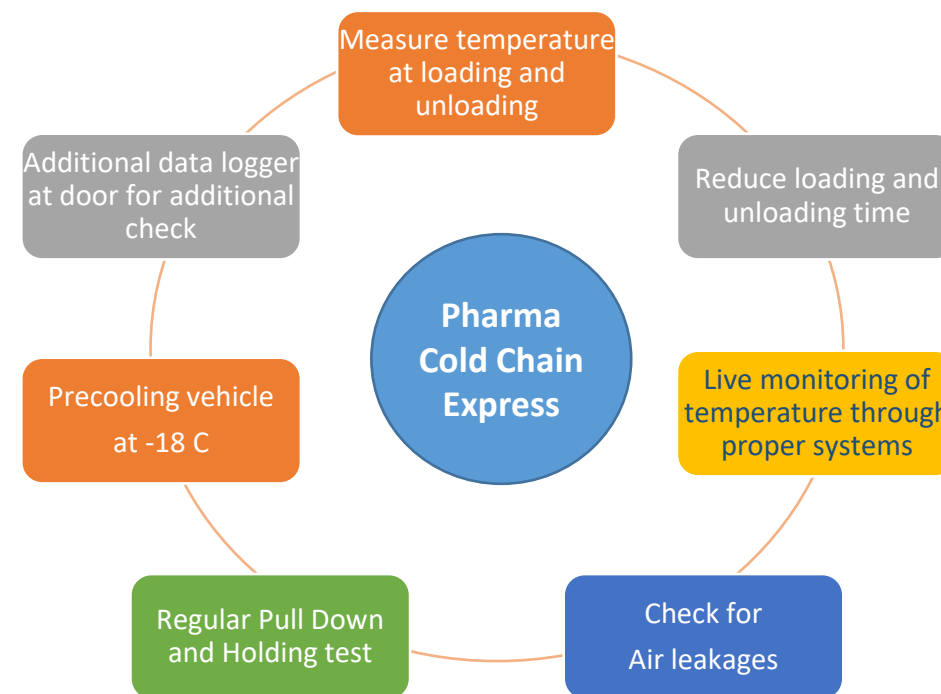
**TCI Express successfully launched Pharma Cold Chain Express Service, an asset light model and use existing hub and spoke network to meet the growing demand for Cold Chain logistics**

## TCI Express Pharma Cold Chain Transportation

- ✓ TCI Express continues to implement asset light model in the Pharma Cold Chain logistics segment
- ✓ Dispatching Pharma shipments either Frozen (Blood Plasma) or Vaccines under the prescribed temperature as norms ensuring there are no fluctuation in the temperature
- ✓ Dispatching frozen products as per FSSAI norms ensuring there are no fluctuation in the temperature
- ✓ Monitoring of temperature maintained through Data Loggers and real time monitoring through tracer
- ✓ Tracking of vehicles through GPS and real time data been provided to the customer
- ✓ Proper loading and unloading of material ensuring there are no temperature fluctuation



## Standard Operating Procedures followed by TCI Express



# Expanding Service Offering: C2C Express

**TCI Express launched India's first customer to customer C2C Express service, implementing asset light model**

## Transportation Mode – Fast Trucking

Minimizes connections and travel time

Offering a high frequency of services

Directly connects the set of locations without any interruption of services

Flexible routes

## Transportation Mode – Milk Run

Pick up from multiple locations and delivery at single point

Pick up from one location and delivery at multiple locations

Real time tracking through GPS and temperature through tracer

Flexible routes

End to End Transportation, Door Pick up and Door Delivery

Multilocation Delivery and Pick up

GPS Enabled Vehicle for tracking

Single Point of contact for any query

Movement of High Cargo value



# Last 5 Year Key Takeaways

## Inherent Business Strength

- ✓ Fastest B2B Express Delivery Company in India
- ✓ Asset light model allows Company to maintain higher utilization and drive strong cash flows
- ✓ No franchise model. All branches are company owned which ensures adoption of best standard operating procedures
- ✓ Diversified business model catering to all the major manufacturing industries

## Expanding Business

- ✓ Locations servicing from 32,000 locations in FY 2017 to 40,000 locations in FY 2022
- ✓ Branch offices increased from 500 in FY 2017 to 900+ branches in FY 2022
- ✓ Sorting centers increased from 26 in FY 2017 to 28 in FY 2022
- ✓ Customers count increased from 1.6 Lakh in FY 2017 to 2.0 Lakh in FY 2022

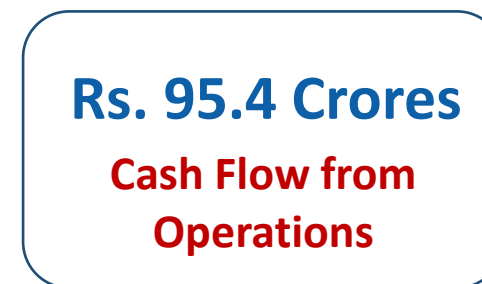
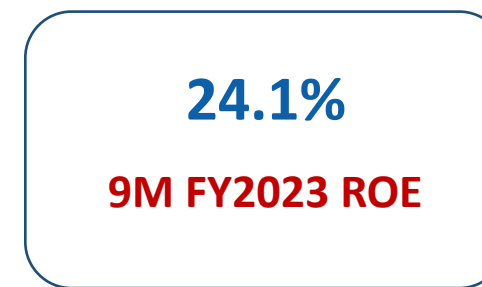
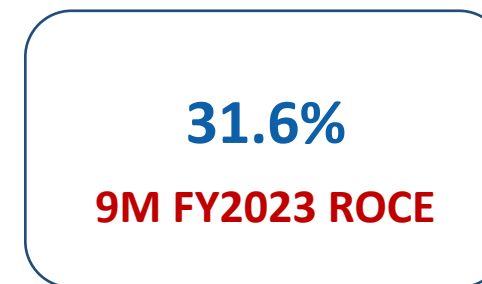
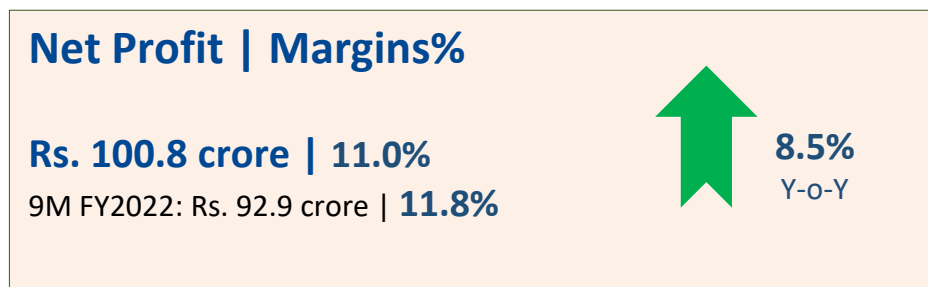
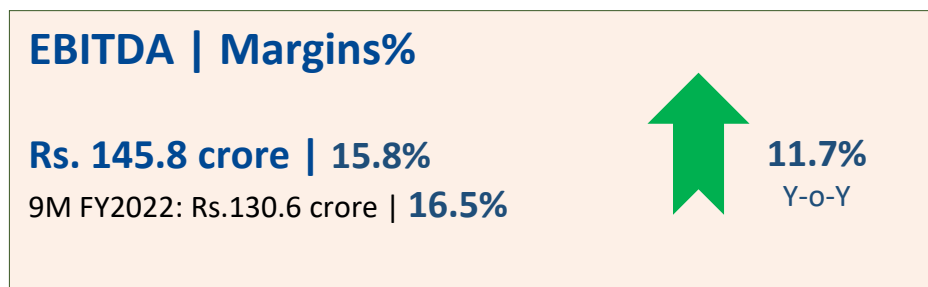
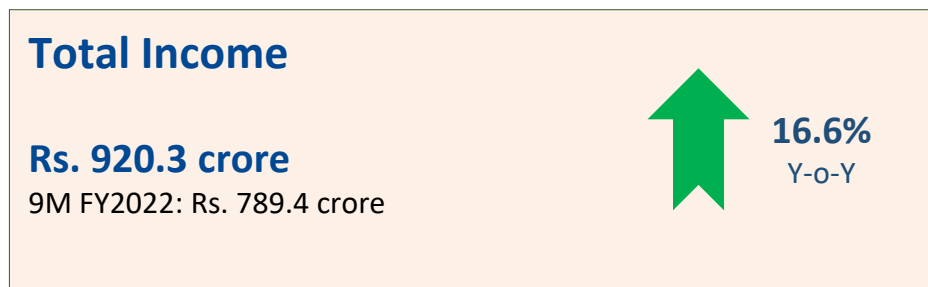
## Generating Returns for all Stakeholders

- ✓ 5 Year track record of consistently delivering enhanced margins and profitability. EBITDA growing at a CAGR of 23.7% and net profit at a CAGR of 28.0%
- ✓ Consistently paying dividend for last 6 years and generating high return on capital employed
- ✓ Debt free company, maintaining strong balance sheet and flexible capital structure



# 9M FY2023 Highlights

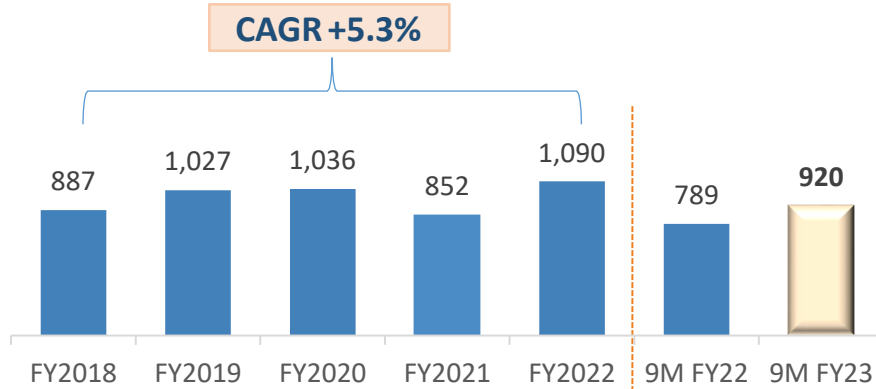
Continues to maintain sustainable growth and margins driven by assets light business model  
Successfully completed the buyback of 182,500 share amounting ~Rs. 41 Crores



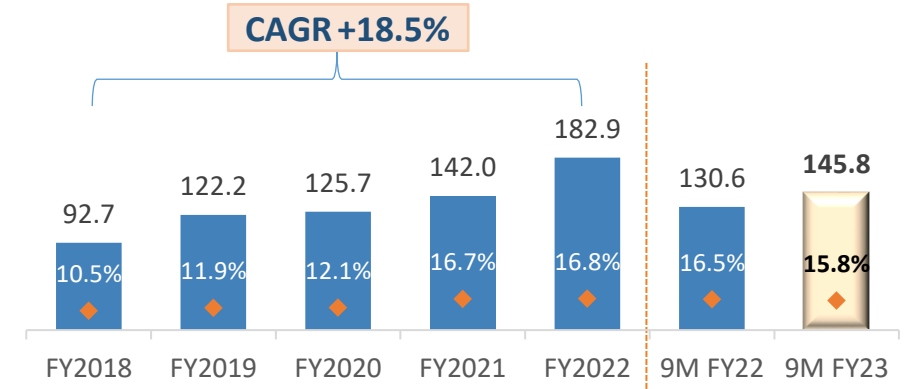
# Annual Performance Trend

Strong track record of consistently delivering enhanced margins and profitability

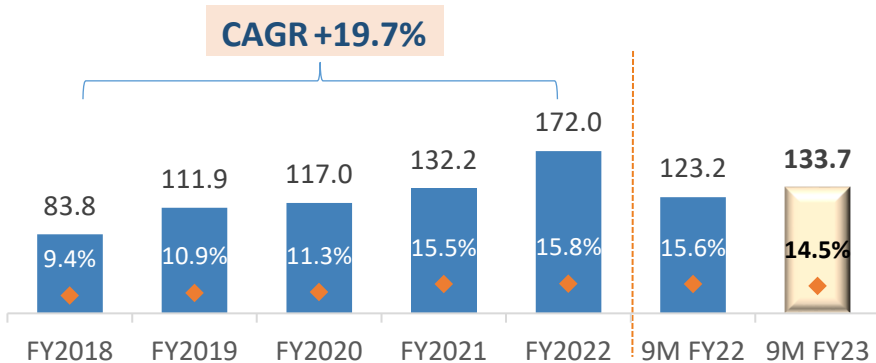
## Total Income from Operations



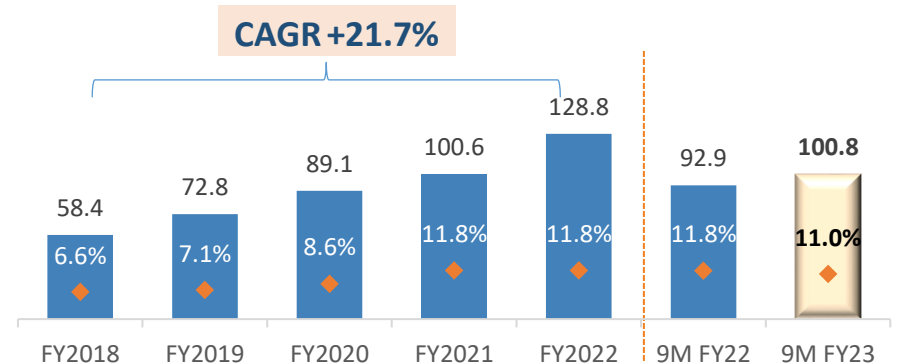
## EBITDA Margins



## PBT and Margins



## PAT and Margins



Notes:

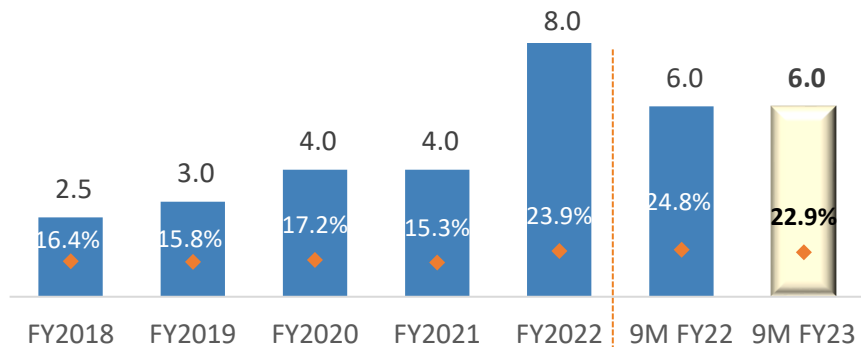
1. EBITDA includes other income
2. All Margins are calculated on Total Income

\* All numbers in Crores unless specified

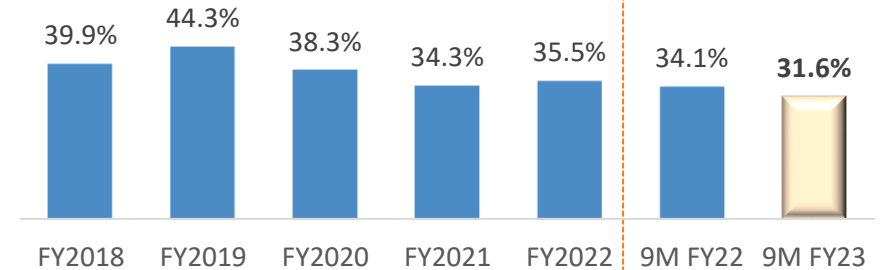


Delivering consistent growth and profitability for our shareholder returns

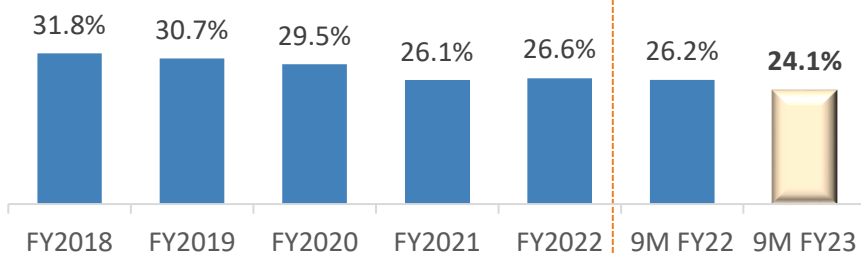
## Dividend per Share (Rs) & Payout (%)



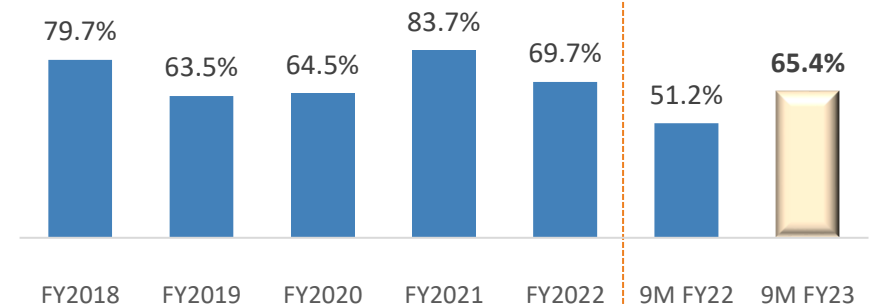
## Return on Capital Employed (%)



## Return on Equity (%)

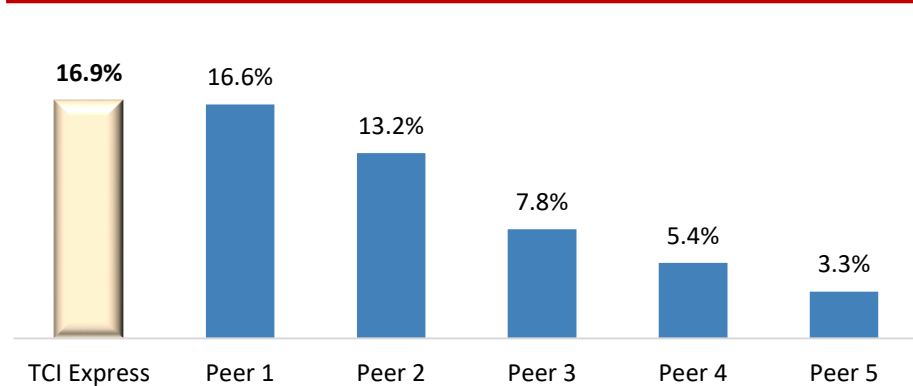


## Cash Conversion Ratio (%)

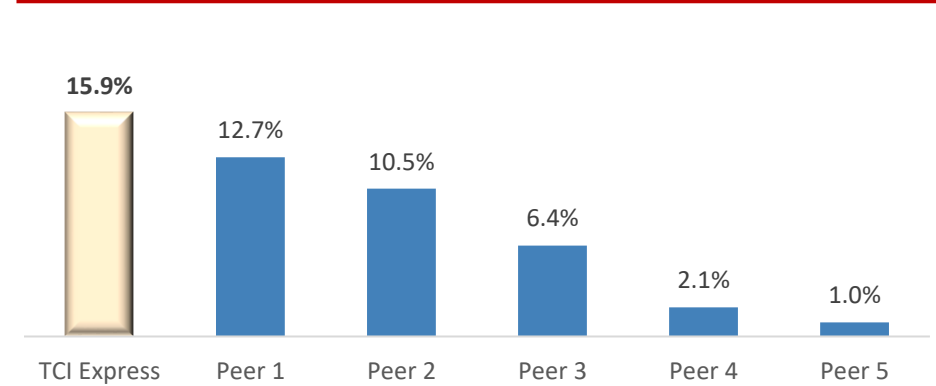


# TCI Express – Leading Margins and Profitability in the Industry

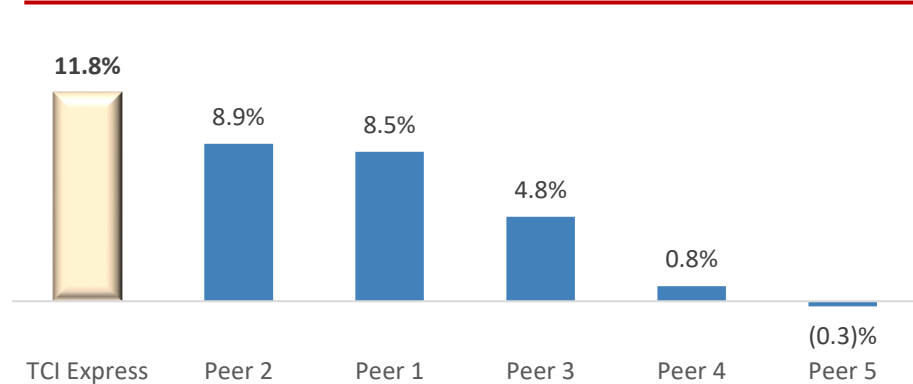
## EBITDA Margins %



## EBIT Margins %



## PAT Margins %



## Key Highlights:

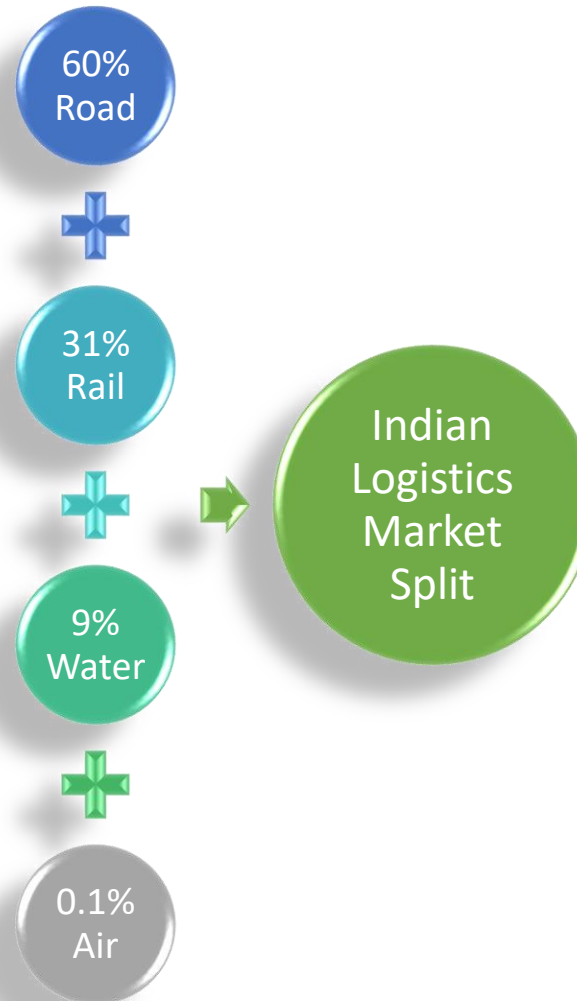
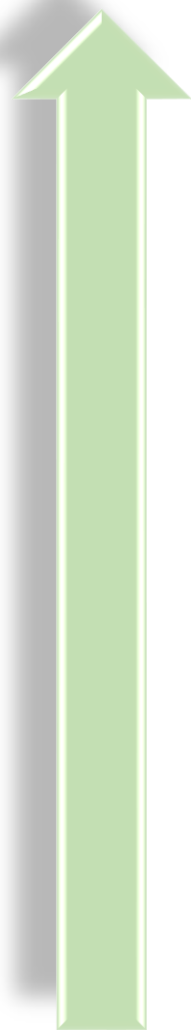
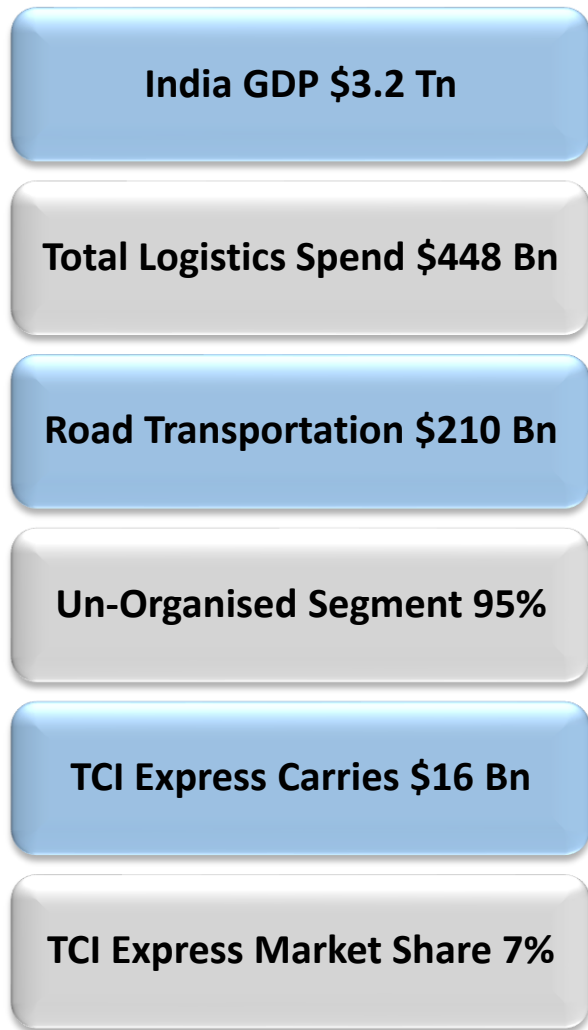
- TCI Express continues to outperform peer group in terms of EBITDA Margins and Profitability Ratios
- Unique Asset Light Model has allowed TCI Express to maintain higher capacity utilization and deliver strong EBITDA margins even in the challenging times
- Revenue mix driven equally by SMEs and corporates

### Notes:

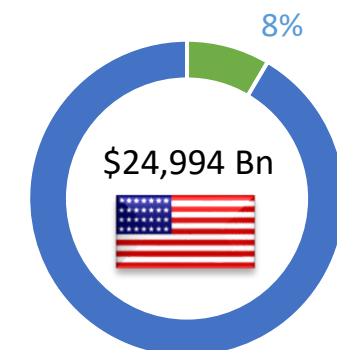
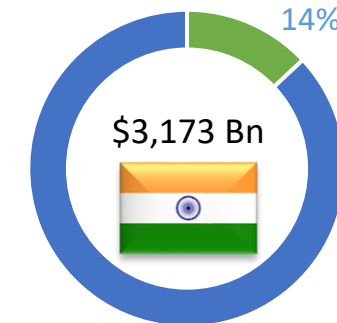
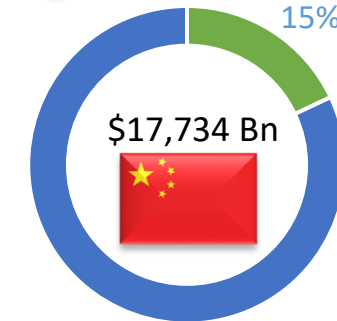
- All financials are based on FY2022 reported numbers
- EBITDA and EBIT including Other Income



# Express Industry – An Outlook



## Logistics as % of GDP



Notes:  
1. Source : World Bank Database - 2021 Figures, Department of Commerce – Gov. of India

# Indian Logistics Industry

## Greater Push on Manufacturing and Infrastructure Sector

**Make In India** initiative provides focused expenditures to encourage local product manufacturing and infrastructure development

**Benefits** - Demand for freight mobility and supply chain solutions would rise as manufacturing activity expands

### India's Road Logistics Infrastructure

**Bharatmala Pariyojana** - construction of economic corridors with a length of 26,000 km, are anticipated to transport the majority of the volume of freight traffic on roadways. In addition, 35 places have been chosen for the creation of **Multimodal Logistics Parks**.

**Benefits** - Decrease congestion on projected Corridors, improve logistic efficiency, and lower the logistic costs of freight movements

**Digital India's** objective is to facilitate the digitalization of the supply chain, which will increase logistical efficiency. This flagship initiative aims to convert India into a digitally empowered society and knowledge economy

**Benefits** - The logistics industry's efficiency is projected to increase as a result of the digital drive, with fewer empty fleets and shorter wait times

### National Logistics Policy 2022

The policy focuses on key areas such as **process re-engineering, digitisation, and multi-modal transport**. The need for a national logistics policy was felt **since the logistics cost in India is high as compared to other developed economies**

**Benefits** - **Logistics costs have to be cut by half to be near global benchmarks by 2030** by reducing the cost of logistics from 14-18% of GDP to global best practices of 8%

## Logistics Policy Support from the Government

### National Logistics Policy

Aims to lower logistical costs and making the logistics industry seamless and integrated. It is expected to build a single-window e-logistics market with an emphasis on job creation, skills development

### Logistics Efficiency Enhancement Program (LEEP)

Increase freight transportation efficiency by lowering related costs, transit time, and logistical processes

### Expanding Rail Infrastructure

Rs. 1.4 lakh crore for railway infrastructure development, including integration of the Postal and Indian Railway Networks, network safety and capacity enhancement

### Higher Budget Allocation

First budgetary outlay of Rs 200 billion towards National Highways Network would be extended by 25,000 KMs under PM Gati Shakti





# 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 53 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. Pabitra Panda**, *Chief Operating Officer*

Mr. Pabitra Mohan Panda, is a Chief Operating Officer (COO) of the Company effective from August 7, 2019. He is Post Graduate in Computer Applications and Statistics. He has joined TCI Group in the year 1998 and has a distinguished service record of 24 Years in the Company.

He worked in various functions and departments and risen to the designation of Regional Express Manager. Prior to such elevation as COO, he was appointed Regional Manager-Delhi Region on May 2, 2016.

# 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 19 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. Girija Shankar, Chief Marketing Officer**

Mr. Girija Shankar Das is an MBA having specialization in Marketing. He joined TCI Group in 2005 and has more than a decade of versatile experience in operations, sales, marketing and Customer Retention. He has worked in various functions and departments including "Zonal Express Manager" at Chennai and Bhiwandi (Mumbai). Currently he is serving the position of Chief Marketing Officer in TCI Express Limited

# Sustainability a Core Pillar of Strategy

Committed to manage environmental and social footprint in our operations and build long term sustainable business

## Environment



- Focused on **implementing robust environmental practices** across operations
- Working to reduce emission level by **replacement of old vehicles with new standard**
- **Increasing use of advance technologies** such as online tracking, e-docketing and e-invoicing
- **Using solar renewable source of energy**

## Social



- TCI Foundation, the social arm of TCI Express, is committed to serve the nation with **a motto of equality and a better life for all citizens**
- **Diversity and inclusion** are the core pillars of our strategy. 12.90% of the workforce are female
- **Fair Wage, Benefits and Contracts for all employees**

Certified as a 'Great Place To Work' for the fourth year in a row, for the period March 2023

## CSR and Awards



- During FY2022 TCI Foundation' and TCI Charities has **spent Rs. 2.40 Crores**, towards its commitment to the development of society
- **Conferred with 'Business Superbrand' and 'Iconic Brands of India**

## Governance



- **Well-defined** corporate governance policies and practices
- **Qualified board** and possess an appropriate balance of skills, experience, independence and knowledge
- **50% of the board is independent**

# ESG Profile – Consolidating all ESG Disclosures

TCI EXPRESS  
LEADER IN EXPRESS

Track Your Shipment Picku

ABOUT US ▾ EXPRESS SERVICES ▾ VERTICALS ▾ INVESTOR RELATION ▾

India's fastest  
**EXPRESS DELIVERY SERVICE**

- Surface Express
- Air Domestic Express
- Air International Express
- Rail Express
- E-Commerce Express
- C2C Express
- Cold-Chain Express

BOARD OF DIRECTORS  
CORPORATE GOVERNANCE  
CORPORATE INFORMATION  
SHAREHOLDING PATTERN  
FINANCIAL REPORTS

INVESTOR & ANALYST CORNER  
CREDIT RATING  
UNPAID DIVIDEND  
SCHEME OF ARRANGEMENT  
INVESTOR'S FAQS

**VISIT OUR ESG PROFILE**

TCI EXPRESS  
LEADER IN EXPRESS

1 ESG WORLD

--All Categories-- --All Sub Factors-- --All Keywords-- --ESG World Framework-- --All Frameworks-- --TimeStamp--

Last Updated: 06 Dec 2021 Public Views: 1,705 Feedback Last 30 Day's Refresh Company Approved Profile

5 Search

Sub Factor	Keywords	Frameworks	Links	Metric	Highlights
<b>Company Overview</b>					
ESG a Core Pillar of Strategy	Strategy	FIMI Principle 01: Integrate Sustainable Development GRI 102: GD Strategy IFC PS 1: Environmental and Social Risks and Impacts SASB: Leadership and Governance SDG 17: Partnerships to achieve the Goal WEF Governance: Risk and Opportunity Oversight	3	2	At TCI Express Limited, we are committed to manage environmental and social footprint in our operations. We believe that making the environment an integral part of our business operations will create a positive impact on our business considering our widespread operations. The Company believes that its business activities have an extensive impact on the society in which it operates. The Company participates in numerous initiatives towards environmental and sustainable development and practices towards an environmentally responsible corporate citizen
ESG Reporting Track Record	Metrics	FIMI Principle 10: Verifiable Stakeholder Reporting GRI 102: GD Reporting Practice SASB: Leadership and Governance SDG 17: Partnerships to achieve the Goal WEF Governance: Risk and Opportunity Oversight			We are uploading ESG as quarterly presentation. We have also shared link in our Annual Report
Dedicated Executive ESG Role	Ratings Focus Executive Management	CDP: Climate GRI 102: GD Strategy IFC PS 1: Environmental and Social Risks and Impacts SASB: Leadership and Governance SDG 17: Partnerships to achieve the Goal TCFD: Governance UNGC Principle 07 Environment WEF Governance: Governing Purpose			Our CSR Committee oversees the social responsibility vision with diligence, transparency and ownership. Mr. D. P. Agarwal - Chairman and Non-Executive Director, is the Chairman of CSR Committee. The BRR related performance is headed by Mr. Chander Agarwal, Managing Director of the Company

Visit ESG Profile on our Website in Investor Relation Section or click here - <https://bit.ly/2LmB6fd>

- 1 Consolidates all ESG disclosures on a single platform, enabling stakeholders to conveniently conduct their due diligence
- 2 Highlights – Captures qualitative ESG content associated with the respective subfactor
- 3 Links – Provide easy access to the underlying source documentation by click of a button
- 4 ESG disclosures mapped with International ESG Reporting Frameworks
- 5 Search based on key words. Conveniently search for specific ESG information
- 6 Feedback – TCI Express solicits feedback from all the stakeholders on their ESG disclosures. Click and provide feedback

# Awards & Recognition

## Corporate Governance



**Ranked 418 in Top 500**  
Companies based on Market Cap, as on March 31, 2022



Credit Instruments rated by two leading Credit Rating Agencies  
CRICIL Rating: AA-  
ICRA Rating: A1+

## Industry Recognition



Building a high trust & Performance culture



The Economic Times Iconic Brands of India



Business Superbrand of 2022-23

## SORTING CENTER AWARDS



Complementing India's Sustainability Movement TCI Express Ltd. **GIGA Sorting Centre in Tajnagar** has received the GEM 5 Certification

ASSOCHAM GEM Sustainable Warehouse and Logistics Hub Certification evaluates development's sustainability from design through construction to operation. The highest rating level in this program that may be attained is GEM 5



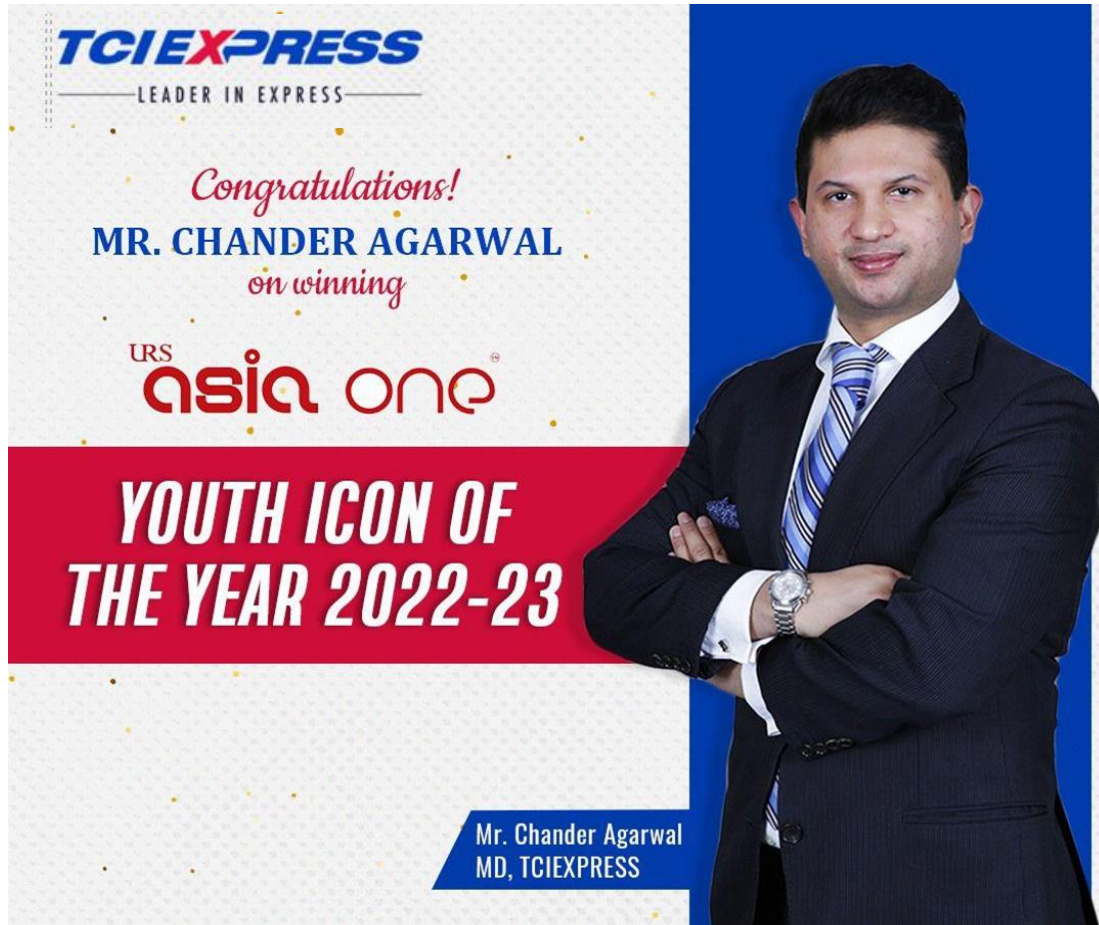
**Pune Sorting Centre**, has also been awarded GEM 5 Certification

We are pleased to be a part of India's Sustainability movement to Care for Mother Earth, with the aim of promoting environmentally sustainable green building design and construction





## Awards



Conferred with the Supply Chain and Logistics Excellence (SCALE) awards for the best "Express Courier" 2022 by the prestigious Confederation of Indian Industry (CII)



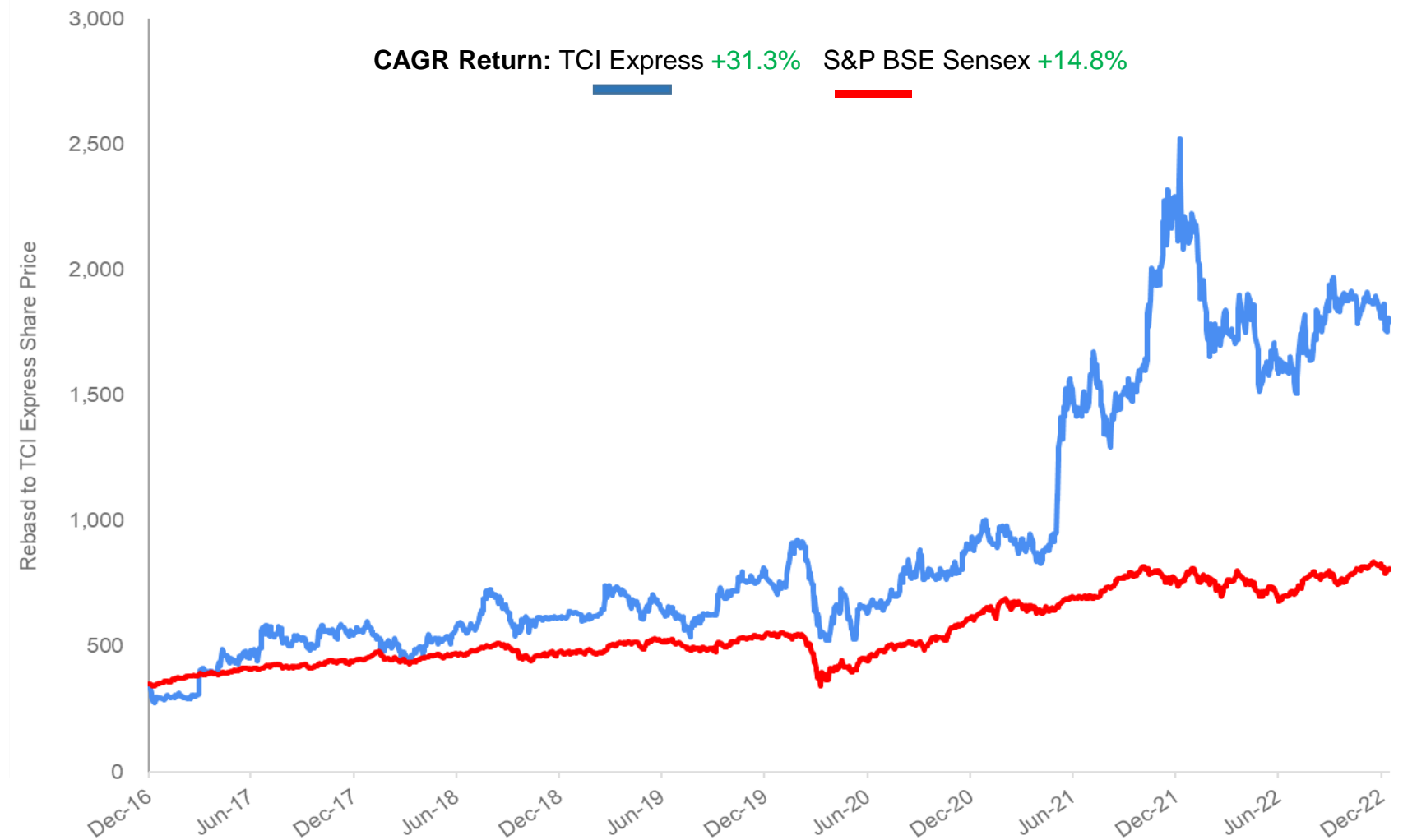


# Capital Market Information

## Share Price Information, as on 30<sup>th</sup> December 2022

### Key Facts 30<sup>th</sup> December 2022

BSE / NSE Ticker	540212/ TCIEXP
CMP (Rs.)	1,793
Shares O/S (Cr)	3.84
Market Cap (Rs. Cr)	6,929
52 Week H/L (Rs.)	2,100 / 1,444



# 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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