

TCIEXPRESS

-LEADER IN EXPRESS----

January 28, 2022

To,

Listing Department BSE Limited

Phiroze Jeejeebhoy Towers Dalal Street – Mumbai- 400001

Scrip Code: 540212

Listing Department
National Stock Exchange of India Ltd..

Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E) Mumbai – 400 051

Scrip Symbol: TCIEXP

<u>Sub: Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015</u>

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 ended 2021-22.

This Presentation is also available on the website of the Company at www.tciexpress.in.

This is for your information and necessary records please.

Thanking you,

Yours faithfully,

For TCI Express Ltd.

Priyanka

Company Secretary & Compliance Officer

Encl: As above

TCI Express Limited





Q3 FY2022 Earnings Presentation











Q3 FY2022 Highlights



Delivered highest ever quarterly Revenue of Rs. 289 Cr, an increase of 9.4% on Y-o-Y and 4.8% on sequential basis

EBITDA of Rs. 49.3 Cr, with EBITDA margins remain strong at 17%. Board of directors have announced 2nd quarterly dividend of Rs. 3 per share

Rs. 289 Cr

9.4% y-o-y

Q3 FY22 Income

Rs. 49 Cr

Margin 17.0%

Q3 FY22 EBITDA

Rs. 35 Cr

Margin 12.2%

Q3 FY22 PAT

Rs. 3 /-

Dividend Per Share

Key Highlights

- October was a strong month with the pick-up in economic activity ahead of festive season. November was a week month in terms of e-way bill collections. However, there was a strong recovery in December, as businesses continued to recover, driven by demand and supply across key industries and the SMEs
- In line with the economic recovery, TCI Express's EBITDA stood at Rs. 49 crores with margins of 17%
- Delivered year on year growth of 4.5% in quarterly profit of 35.1 crores with margins of 12.2%
- Announced dividend of Rs. 3 per share in Q3 FY22, taking 9 months dividend to Rs. 6 per share representing a payout of 300 % on the face value for 9M FY2022

9M FY2022 Highlights



Revenue growth of 38.8% on Y-o-Y, despite first quarter being impacted due to second wave of Covid-19

Announced 2nd interim dividend of Rs. 3 per share in Q3 FY22, taking 9 months dividend to Rs. 6 per share representing a payout of 300 % on the face value for 9M FY2022

Total Income

Rs. 790 crore

9M FY2021: Rs. 569 crore



EBITDA | Margins%

Rs. 131 crore | 16.5%

9M FY2021: Rs. 84.5 crore | 14.9%



Net Profit | Margins%

Rs. 93 crore | 11.8%

9M FY2021: Rs. 58 crore | 10.2%



Notes:

- 1. Return on Capital Employed is calculated as EBIT/Average Capital Employed. Capital Employed = Total Equity + Total Debt
- 2. Return on Equity is calculated as Net Profit/Average Total Equity
- 3. ROCE and ROE has been annualised

34.1%

9M FY2022 ROCE

26.2%

9M FY2022 ROE

Rs. 67 Crores
Cash Flow from
Operations



Management Perspective





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

"Q3 FY2022 was a mixed quarter, we continued to see quicker recovery across industries with the businesses started reaching near precovid levels and the economic activities began to normalize. In October, the demand picked up during the festive season and the Index for Industrial Production registered strong month-on-month growth coupled with the higher E-way bill generation. However, in November, the e-way bills declined to five months low as demand moderated after the festivities, but recovery was again visible in the month of December.

During the quarter, the Company delivered highest ever quarterly Revenue from Operations of Rs. 287 crore, registering a growth of 9.3% on Y-o-Y and 4.9% on a sequential basis. EBITDA for the quarter stood at Rs. 49.3 crore, registering a sequential growth of 4.8% with margin of 17%. Margins remained stable backed by higher capacity utilization and operational efficiencies. Our Profit after Tax stood at 35 crore with margin of 12.2%. On a nine-month basis, TCI Express delivered Revenue from Operations of Rs. 783 crore, growth of 39%, EBITDA of Rs. 131 crore, growth of 55% and Profit after Tax of 93 crores, growth of 60% on year-on-year basis. In the light of strong performance during the first nine months of the year, the Board of Directors has recommended a 2nd interim dividend of Rs 3 per share for the quarter, taking total dividend to Rs. 6 per share for the 9M FY22, representing a payout of 300% on the face value and 24.8% on the EPS.

The construction of Gurgaon sorting centre is going as per plan and is expected to be fully operational in February 2022. I would like to highlight that we will be the first B2B express delivery company in India to install Conveyor Belt system for heavy cargo at our Gurgaon sorting centre. This will help in reducing truck halting time by around 40%, which will improve overall operational efficiency. During the quarter, we have also added 5 new branches mainly in the South and North region to penetrate deeper in the key growing markets. Our recently announced new offerings are getting good traction among the customers, especially Rail Express where we continue to see new customer acquisitions.

Looking ahead, we expect there will be a temporary impact of the Omicron variant on the logistics industry and quicker recovery is anticipated in the coming months. TCI Express is well positioned to meet the growing demand and ensure higher operational efficiencies to maintain its profitability margins and close a year on a strong note."

Fastest Express Delivery Company in India

TCI Express has successfully completed 5 years post the demerger and have 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 & 5% of B2C Customers

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

Ranked 448 in Top 500 Companies based on Market Cap, as on March 31, 2021



291	Year of Listing	2016
	Locations Serviced	40,000
	Countries Serviced	202
	Containerized Vehicles	5,000
	Air Gateways	24
	Company Branch Setup	850 +
N.	Workforce	3000 +
	Sorting Centres	28







Why TCI Express?



Ranked 448 in Top 500 Companies based on Market Cap, as on March 31, 2021

Asset Light Business Model



High Value Cargo (Low volume, high margins)

Low Working Capital Requirement



Lowest Cost Structure



No Franchise: All owned **Branches**



API based backend technology



Containerized Movement

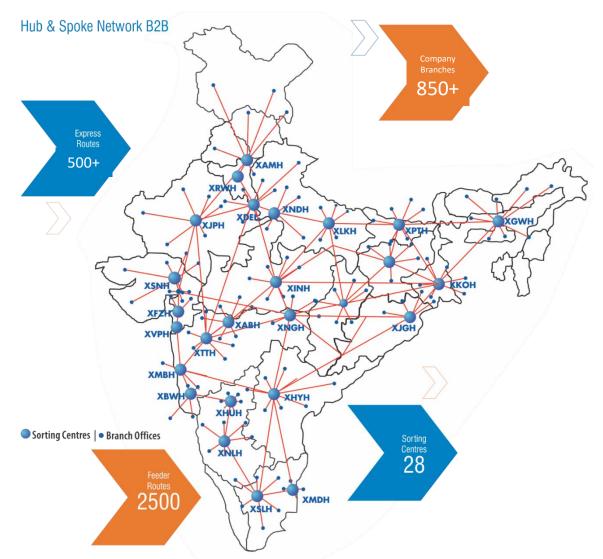


Superior Customer **Support Services**

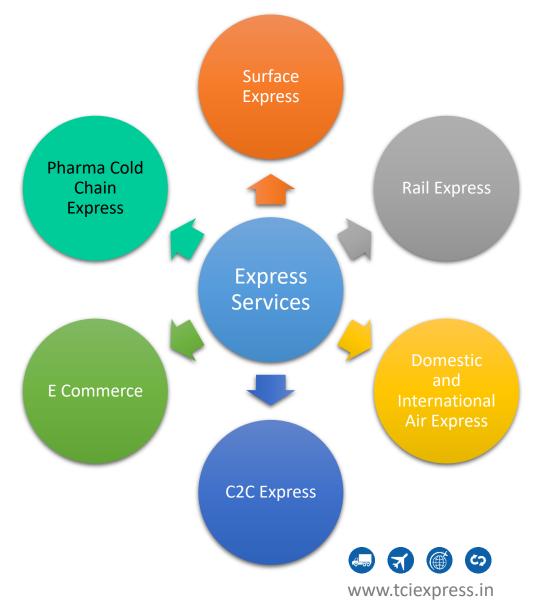


Geographical Footprint









Financial Performance



	Q	(3	Y-o-Y	Q2	Q-o-Q	Nine N	Months	Y-o-Y
Particulars (in Cr)	FY2022	FY2021	Growth (%)	FY2022	Growth (%)	FY2022	FY2021	Growth (%)
Income from Operations	286.9	262.5	9.3%	273.4	4.9%	783.3	564.2	38.8%
Other Income	2.1	1.7		2.4		6.1	4.6	
Total Income	289.0	264.2	9.4%	275.8	4.8%	789.4	568.8	38.8%
EBITDA	49.3	47.0	4.8%	47.6	3.4%	130.6	84.5	54.5%
Margin (%)	17.0%	17.8%		17.3%		16.5%	14.9%	
EBIT	47.0	44.8	4.9%	45.3	3.9%	123.8	78.1	58.5%
Margin (%)	16.3%	17.0%	4.570	16.4%	3.570	15.7%	13.7%	30.370
PBT	46.8	44.7	4.8%	45.0	4.2%	123.2	77.5	59.0%
Margin (%)	16.2%	16.9%		16.3%		15.6%	13.6%	
PAT	35.1	33.6	4.5%	34.0	3.2%	92.9	58.0	60.1%
Margin (%)	12.2%	12.7%		12.3%		11.8%	10.2%	
EPS	9.1	8.6	6.3%	8.9	3.2%	24.2	15.1	59.6%

Notes:



^{1.} EBITDA and EBIT includes other income

^{2.} All Margins calculated on Total Income

Q3 FY2022 Performance Discussion



- Total Income for the quarter stood at Rs. 289 Crores, registering an increase of 9.3% y-o-y and an increase of 4.8% on Q-o-Q basis. This growth was driven by strong recovery in economic activities ahead of festive season and growing demand from SME customers
- EBITDA margins remained stable:
 - Maintaining higher capacity utilization of 85% in Q3 FY22 as compared to 85.5% in Q2 FY22
 - Logistics sector witnessed a good growth in the month of October due to festive season however movements of goods slowed down in the month of November and then again picked up in December
- Capex of Rs. 65 Crores incurred during 9M FY2022 primarily on the development and automation of new sorting centre at Gurgaon
- 5 new branches were opened during Q3 FY2022 in the metro cities primarily in the South and West region to deepen TCI Express presence in key business geographies. In nine months, we have added total 35 branches

Leverage Profile and Working Capital Cycle



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

In Crores	Mar-21	Sep-21	Dec-21	
Long Term Debt	1.0	0.5	0.4	
Short Term Debt	0.9	0.9	21.6	
Total Debt	2.0	1.5	21.9	
Less: Cash & Cash Equivalents	85.9	83.0	89.8	
Net Debt	(84.0)	(81.6)	(67.8)	
Total Equity	433.9	486.6	511.1	
Net Debt/Equity	(0.19)x	(0.17)x	(0.13)x	

^{*} Short term debt of Rs. 21.6 is a temporary debt to fund the working capital cycle and repaid in January 2022

Payables Days



Efficient Working Capital Management Cycle

Receivables Days



Net Working Capital Days



Quarter Performance Trends

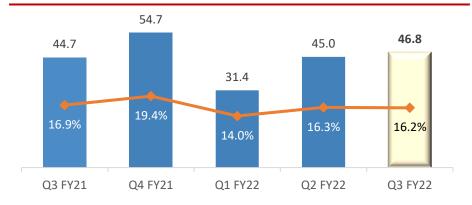


Consistent improvement financial performance and maintaining strong margin profile

Total Income

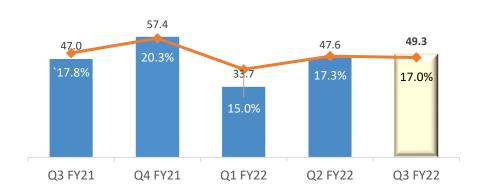


PBT and Margins



- EBITDA includes other income
- All Margins are calculated on Total Income

EBITDA and Margins



PAT and Margins











Cash Flow from Operations vs Free Cash Flows



Consistent cash flow generation over the years with focused approach on generating free cash flows



- Cash flow from operations stood at Rs. 67.1 Cr for 9M FY2022
- Capex of Rs. 64.6 Cr incurred during the first nine months primarily towards the development and automation of company owned sorting centre at Gurgaon
- Efficient working capital management, cash flow conversion cycle, robust capital structure and strong collections from customers and credit support from suppliers

Strategy and Outlook





Revenue Growth

Impacted in line with overall economic slowdown however it is expected to growth with:

- ☐ Highly diversified client base and 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
- ☐ Government Initiatives to provide seamless connectivity to remote rural areas



Capital Expenditure

Planned CapEx of Rs. 400 crores in 5 years

- ☐ Investment in sorting centres
- ☐ Automation and enhancing technological capabilities
- Out of which ~Rs. 300 crores have been spent in last 5 years
- ☐ Remaining 100 crores will be spent next year



TCI Express Offering

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

Strategic Priorities by 2025



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

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

operational efficiency

Full focus on technological advancement and automation to further enhance

Create Wealth for all Stakeholders

Maintain high return ratios and

dividend pay-out

consistent

More than Double the Revenue – Rs. 2000 Crs+

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



Capex Plan



Company continue to invest in automation at Gurgaon sorting centre and it should be operational by February 2022 Pune sorting centre is operational, and TCI Express remains committed to improve turnaround time

Gurgaon Sorting Centre



Location: Gurgaon

Area: 2 lakh sq.ft

Solar Panel: 800 KW

Expected to complete Operational:

construction with full

automation in February 2022

Pune Sorting Centre

Operational:



Location: Pune

1.5 lakh sq.ft Area:

Solar Panel: 600 KW

Operational since June

2021 and is trying to improve turnaround

time

Inhouse ERP and Automation

Shorter **Turnaround Time**

24x7 **Higher Capacity Utilization**

Enhance Customer Satisfaction

Enhance Profitability







Expanding Service Offering: Rail Express



TCI Express to launch successfully tested surface express asset light model into rail transportation called Rail Express

Rail Express service is a unique service offering aimed at providing high value service at a lower cost

Asset Light
Business Model

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

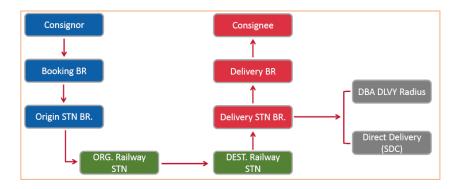
Advantages

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

Government Backed Infrastructure Development

- ✓ 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

Backed by Government









Expanding Service Offering: Pharma Cold Chain Express

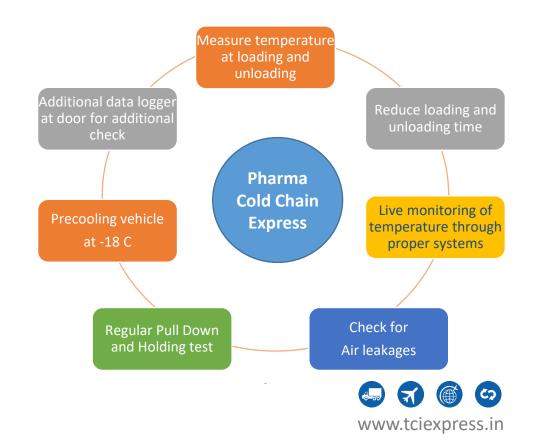


TCI Express successfully launched Pharma Cold Chain Express Service, an asset light model and use existing hub and spoke network to meet the growing demand for Cold Chain logistics

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 though 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 2021
- ✓ Branch offices increased from 500 in FY 2017 to 800+ branches in FY 2021
- ✓ Sorting centers increased from 26 in FY 2017 to 28 in FY 2021
- ✓ Customers count increased from 1.6 Lakh in FY 2017 to 2.0 Lakh in FY 2021

Generating Returns for all Stakeholders

- ✓ 5 Year track record of consistently delivering enhanced margins and profitability. EBITDA growing at a CAGR of 22.4% and Net Profit at a CAGR of 28.0%
- ✓ Consistently paying dividend for last 5 years and generating high return on capital employed
- ✓ Debt free company, maintaining strong balance sheet and flexible capital structure

FY2021 Highlights



Strong finish to a challenging FY2021, delivered EBITDA of Rs. 142 Crores and Net Profit of Rs. 101 Crores with improved margins

Total Income

Rs. 852 crore

FY2020: Rs. 1,036 crore



EBITDA | Margins%

Rs. 142 crore | 16.7%

FY2020: Rs. 126 crore | 12.1%



Net Profit | Margins%

Rs. 101 crore | 11.8%

FY2020: Rs. 89 crore | 8.6%



34.3%

FY2021 ROCE

26.1%

FY2021 ROE

Rs. 119 Crores

Cash Flow from Operations

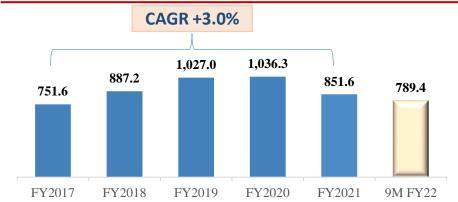


Annual Performance Trends

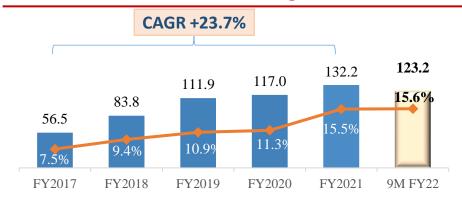


5 Year track record of consistently delivering enhanced margins and profitability

Total Income from Operations



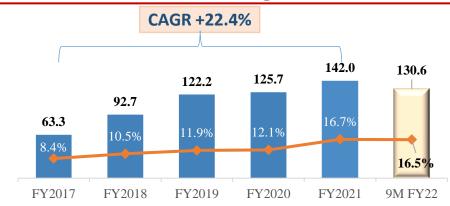
PBT and Margins



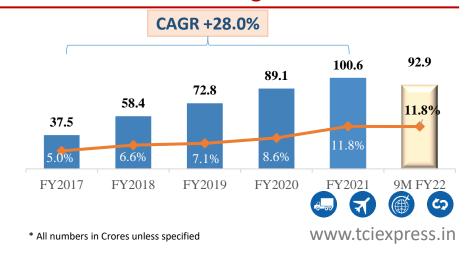
Notes:

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

EBITDA and Margins



PAT and Margins

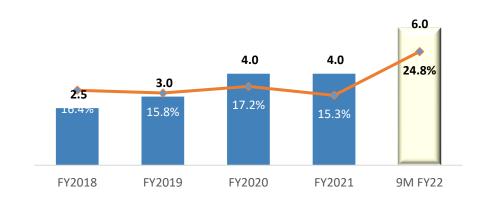


Key Ratios

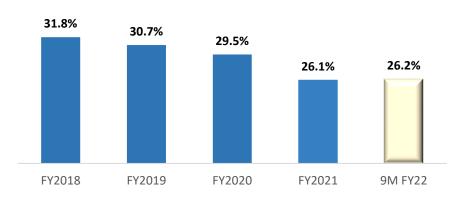


Maintaining the track record of consistently generating high returns with focus on creating wealth for all stakeholders

Dividend per Share (Rs) & Payout (%)



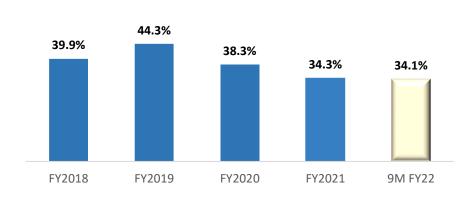
Return on Equity (%)



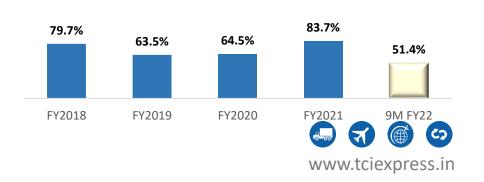
Notes:

- 1. Recommended dividend of Rs. 3 per share in Q2 FY22 and 3 Per share in Q3 FY22, Payout calculated on the EPS of 9M FY2022
- 2. ROE % shows a declining trend because of increase in Equity base as a result of higher profitability every year

Return on Capital Employed (%)

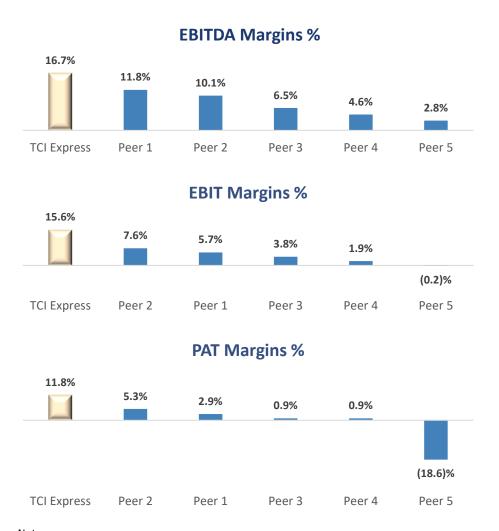


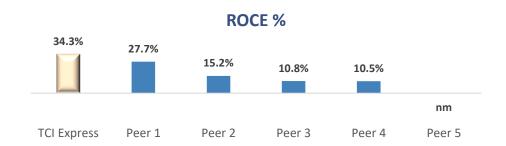
Cash Conversion Ratio (%)

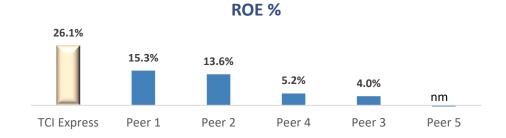


TCI Express – Leading Margins and Profitability in the Industry (FY2021)









Key Highlights:

- TCI Express continues to outperform peer group in terms of EBITDA Margins, Profitability and Return 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







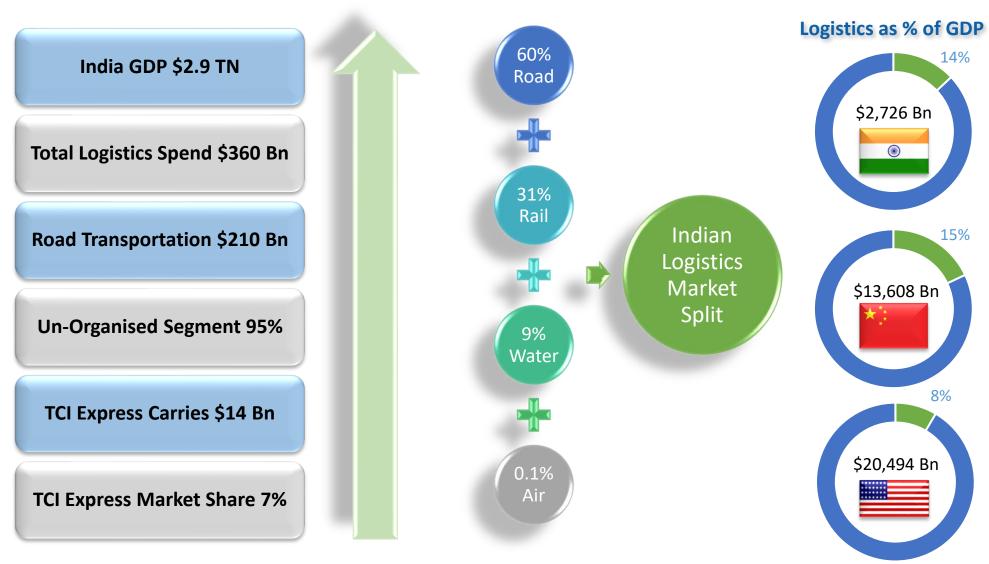


Notes:

- 1. All financials are based on FY2021 reported numbers
- 2. EBITDA and EBIT including Other Income
- 3. Return on Capital Employed is calculated as EBIT/Average Capital Employed. Capital Employed = Total Equity + Total Debt
- 4. Return on Equity is calculated as Net Profit/Average Total Equity

Express Industry – An Outlook







Source : World Bank Database - 2019 Figures, Department of Commerce – Gov. of India

Indian Logistics Industry



Recent Logistics Sector Transformation Initiatives

Infrastructure Development

- Launch of PM Gati Shakti Master Plan to improve seamless movement of goods
- New PLI scheme to drive manufacturing sector in India
- Increase in axle load aimed to increase cargo volume
- Improved Rail and Port Connectivity

Formalization of Sector

- Goods and Service Tax pre filled numbers
- Implementation of E-way Bill and reducing E-way billing time
- Invoice Reference Number through e-invoicing

Operational Efficiency

- Automation of Sorting Centres
- GPS Enabled Tracking and **Improved Customer Support** Services
- Route optimization using data analytics

Key areas for creating a sustainable growth in logistics sector

Logistics Infrastructure



Regulatory Reforms



Technological Integration





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. 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 23 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 17 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. Girish Dua, Chief Marketing Officer

Mr. Girish Dua is a Management graduate and a Pharmacist, with over 20 years of experience. He has a strong background in Sales and Marketing and he drives himself to achieve and produce concrete results. He enjoys reading, and the knowledge and perspective contributed to strengthen his marketing skills. He always thrives on "Out of the Box" thinking for most complex situations. Ethical, Self-motivated, Conscientious Leader is what defines him the best

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. 12.35% of the workforce are female
- Fair Wage, Benefits and Contracts for all employees

Certified as a 'Great Place To Work' for the second year in a row, for the period March 2021

CSR and Awards



- During FY2021 TCI Foundation' and TCI Charities has spent Rs. 2.05 Crores, towards its commitment to the development of society
- Logistics Excellence Tech innovator of The Year at India Logistics Summit & Awards 2019

Governance

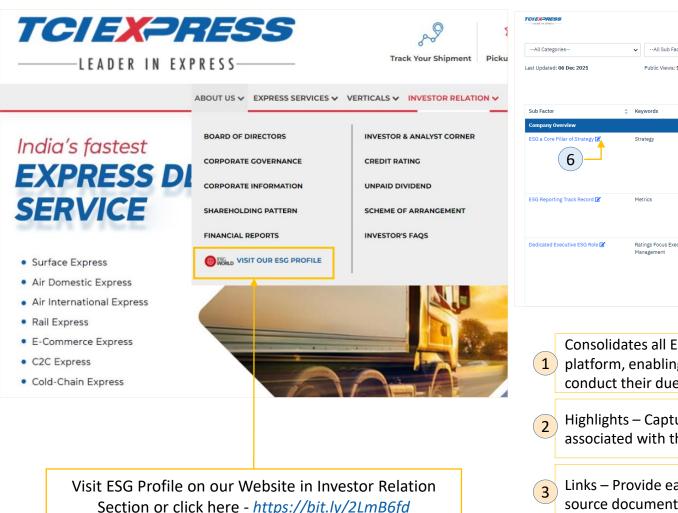


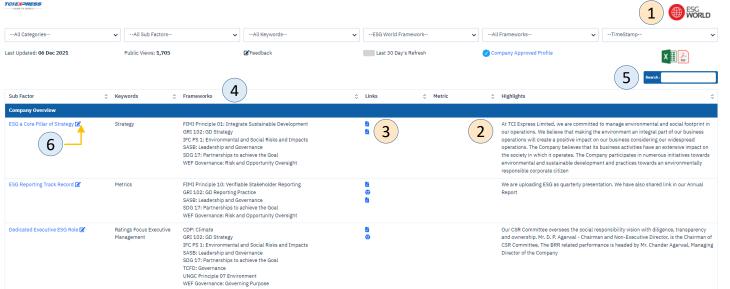
- Well-defined corporate governance policies and practices
- Qualified board and possess an appropriate balance of skills, experience, independence and knowledge
- 50% of the board is independent



ESG Profile – Consolidating all ESG Disclosures







- 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
- Links Provide easy access to the underlying source documentation by click of a button

- ESG disclosures mapped with International ESG Reporting Frameworks
- Search based on key words. Conveniently search for specific ESG information
- Feedback TCI Express solicits feedback from all the stakeholders on their ESG disclosures. Click and provide feedback

Awards & Recognition



Corporate Governance





Ranked 461 in Top 500 Companies based on Market Cap, as on March 31, 2021





Credit Instruments rated by two leading Credit Rating Agencies

Industry Recognition



Building a high trust & Perfomance culture



The Economic Times Iconic Brands of India



Business Superbrand of 2021

Award





Enlisted among 500 most valuable non-state-controlled companies by Hurun India in 2021





Awards & Recognition



Award





"Most Preferred Brands 2021" award within the category of "Express Logistics Company"



SCALE award for the best "Express Courier" company by CII Institute of Logistics in Dec-2021

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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