

29<sup>th</sup> October, 2021

**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: TCI**

**Scrip Code: 532349**

Dear Sir/Madam,

**Sub: Intimation under Regulation 30 of SEBI (Listing Obligation and Disclosure Requirement) Regulations, 2015**

In compliance with Regulation 30 of SEBI (Listing Obligation and Disclosure Requirement) Regulations, 2015, please find attached the Investors Presentation for the Q2/H1 FY 2021-22 ended on 30<sup>th</sup> September, 2021. This Presentation is also available on the website of the Company, [www.tcil.com](http://www.tcil.com).

This is for your information and necessary records..

Thanking you  
Yours faithfully,

For Transport Corporation of India Ltd.

  
Archana Pandey  
Company Secretary & Compliance Officer



Encl: a/a

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**Transport Corporation of India Limited**

Corporate Office : TCI House, 69, Institutional Area, Sector-32, Gurugram -122001, Haryana (India)

Ph. No.: +91 124-2381603, Fax.: +91 124-2381611 E-mail : corporate@tcil.com Web : www.tcil.com

Regd. Office:- Flat Nos. 306 & 307, I-8-271 to 273, Third Floor, Ashoka Bhoopal Chambers, S P Road, Secunderabad - 500 003 (Telangana)

Tel: +91 40 27840104 Fax: +91 40 27840163

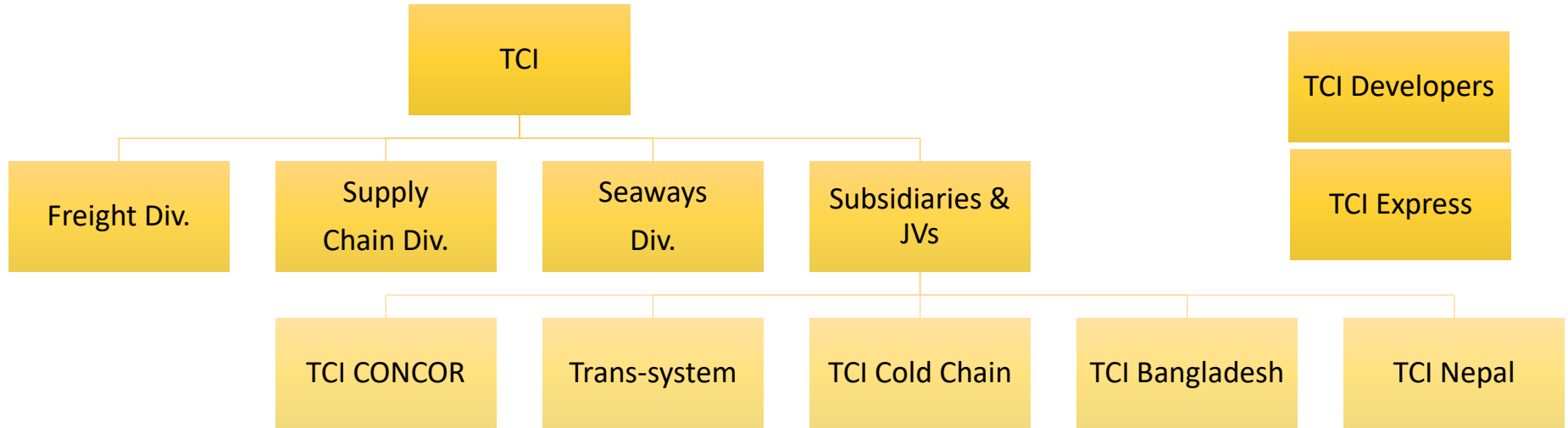
CIN : L70109TG1995PLC019116



Everything **Logistics**

**Earnings Presentation Q2 FY22**

# Group Overview



**6+**

Decades of Experience



**\$600+ Mn**

Revenue



**2.5%**

Moving India's  
GDP by Value



**7000+**

Employees Strength



**1,500+**

IT Enabled Own  
Offices



**12,000+**

Trucks in Operations

# Logistics industry Growth drivers



## Consumer Driven

- ◆ Increasing trends in online shopping & digital transactions
- ◆ High Degree of Urbanization
- ◆ Product loyalty diminishing putting pressure on supply chain



## Customer Driven

- ◆ Focus on core area of business: increased outsourcing
- ◆ Rapid pace of technology adoption and automation
- ◆ Demand for larger WH for safety stock
- ◆ Increase in modern handling systems: pallets, conveyors
- ◆ Shift towards alternative modes of transportation



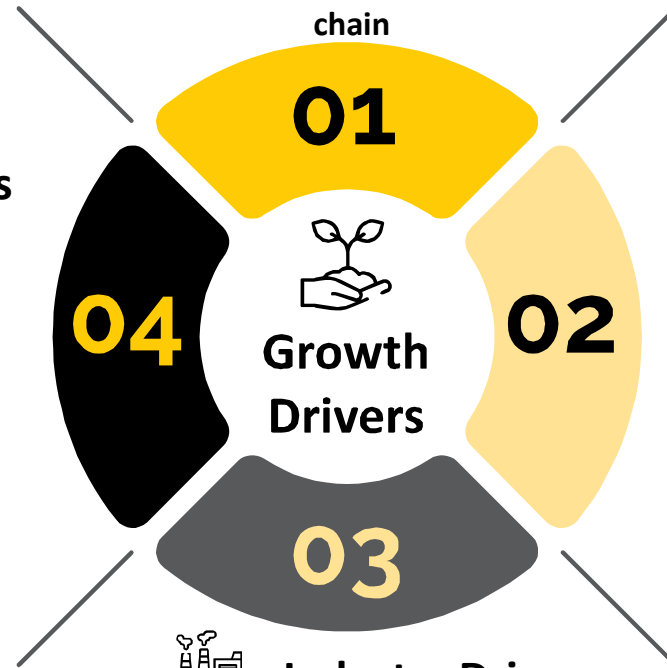
## Industry Driven

- ◆ Logistics industry at USD 160B & very fragmented
- ◆ Rapid changes with evolution of economy
- ◆ National Logistics Policy giving positive direction

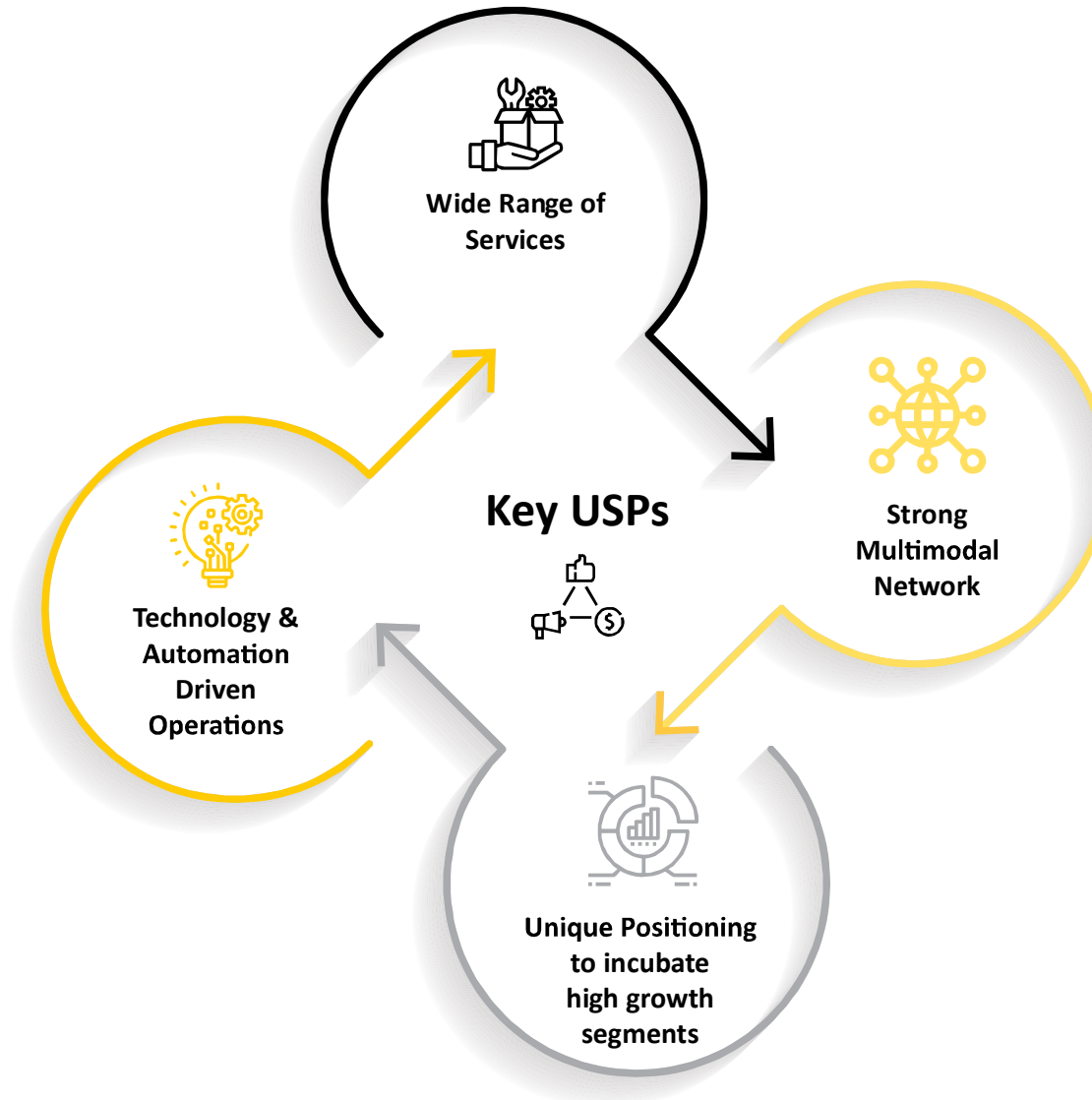


## Regulatory & Government Initiatives

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



# Company Strategy : Everything Logistics

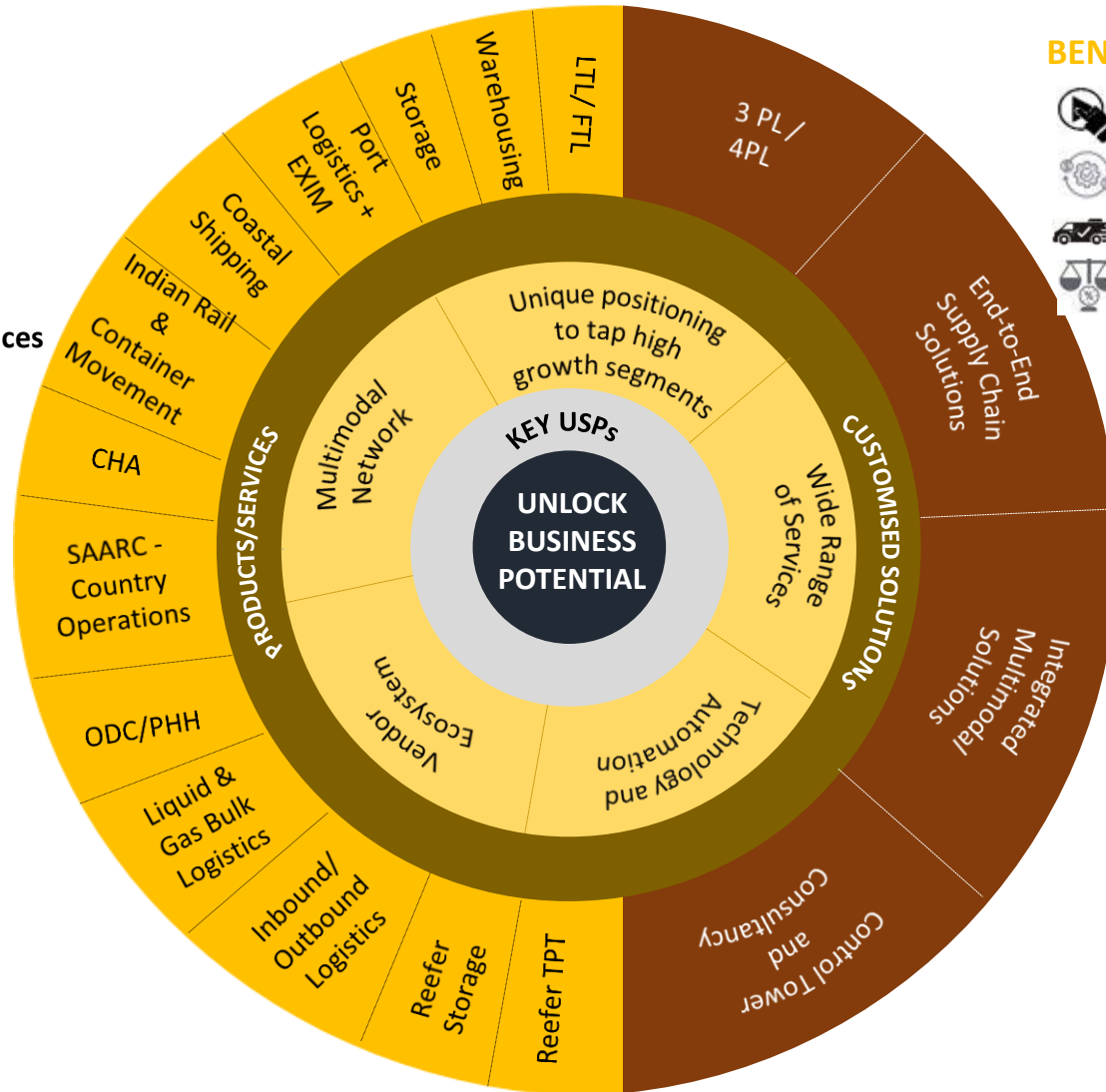


# Wide Range of Customized Services



## VERTICALS SERVED

- Automobiles
- Retail and CP
- Hi-tech (ICE)
- Healthcare and Lifesciences
- Cold Chain
- Aviation & Defence
- E-Commerce
- Chemicals
- Iron and Steel
- Food Grains



## BENEFITS FOR CUSTOMERS

- Single Window Solution
- Operational Cost Efficiencies
- Trusted Delivery & Fulfillment
- Economies of Scale

# Strong Multimodal Network



**2 AFTO**  
(Automobile Trains)

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

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



**06 Coastal Cargo Ships** deployed



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



Own and Operate **8000+** marine containers

**9 Major Ports** serviced



**650+** ISO Tank Containers

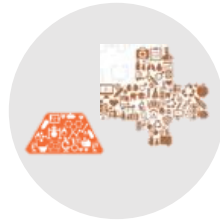


**12,000 Trucks** per day



**Rail Multimodal - Coastal Multimodal - Port Logistics**

# Unique Positioning to incubate High Growth Segments



**Chemical + Pharma**



**Agri. ++ Value Chain**



**E-Comm.**



**Cold Chain**



**SAARC**

## WHY are these high growth segments?

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

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

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

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

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

## TCI's approach to these high growth segments

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

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

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

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

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



# Technology Driven Operations

**02**

## Central Monitoring System

- ◆ Logistics Control Tower
- ◆ High Availability Disaster Recovery
- ◆ Security Operation Centre

**04**

## Strong Tech Team

- ◆ Dev Ops lifecycle Tool
- ◆ Project Management System
- ◆ Standard IT Policies

**06**

## Customer and Suppliers

- ◆ Customer Relationship Management
- ◆ Customer Portal & App
- ◆ Supplier Relationship Management
- ◆ Supplier Performance Management & app

**01**

## Operations & Warehousing

- ◆ ERP on cloud
- ◆ Freight Exchange Platform
- ◆ Fleet Management System
- ◆ Tracking/geofencing
- ◆ IOT usage

**03**

## Digital Transformation

- ◆ Robotics Process Automation
- ◆ Data Analytics
- ◆ Business Process Optimization
- ◆ Business Intelligence Tool

**05**

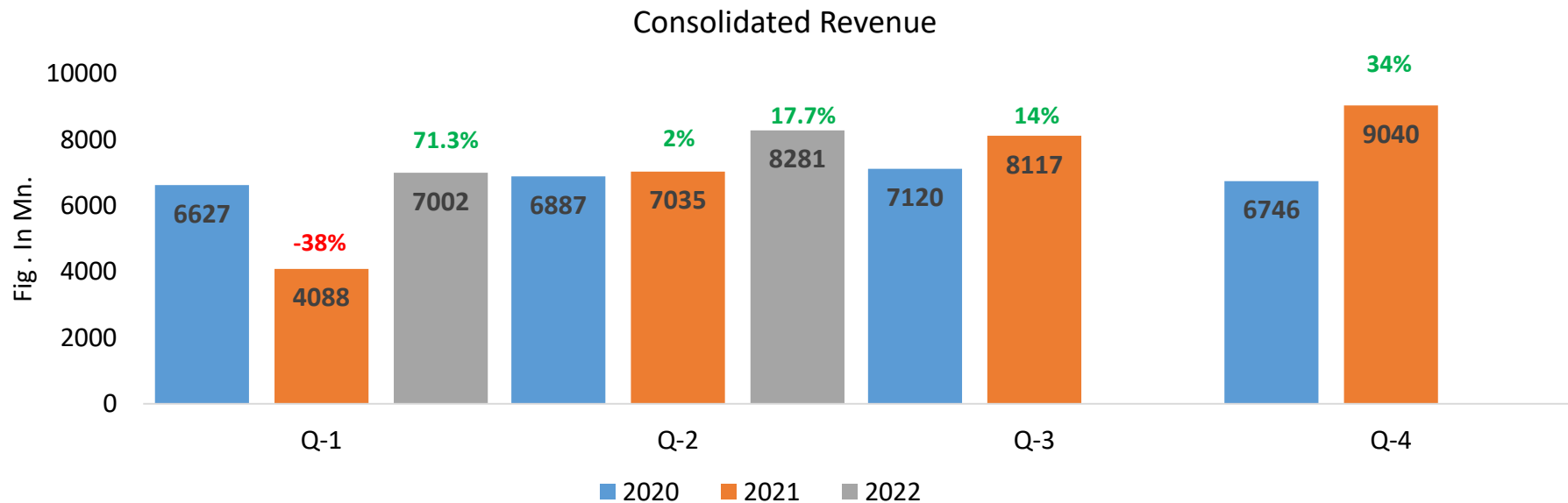
## Cyber Security

- ◆ Multilayer security system
- ◆ DRP/ BCP
- ◆ DLP and firewalls
- ◆ Endpoint data detection & response (EDR)

# Key Highlights for Q2



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



# TCI Freight Division: Industry nature and trends



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



## Key Industry trends:

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

# TCI Freight Division: Core competencies and capabilities



- One of India's premier organized freight services provider with pan India presence & to SAARC
- 700 IT Enabled Owned offices, 25 Strategic Hubs
- Truck under Operation : 4500+ :Owned : 120

- On demand use of Foldable Large Containers (FLCs) to safeguard goods.
- Single window Key Account Management (KAM) solutions for managing information flow and tracking.



## Services

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



## IT Capabilities

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



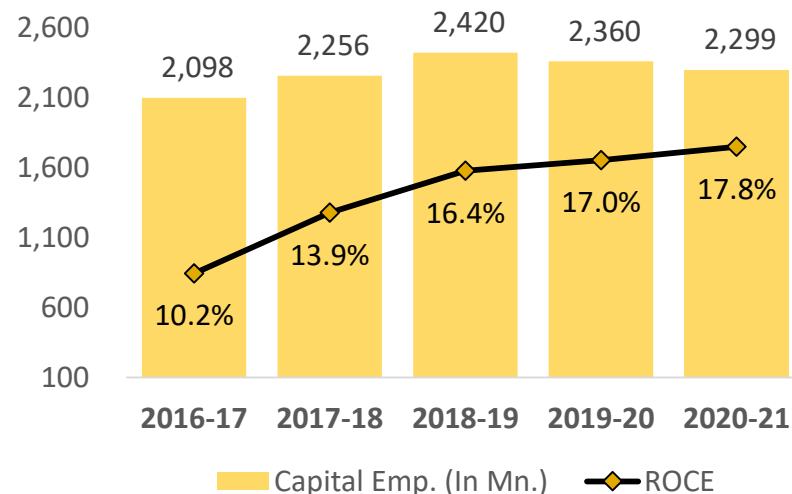
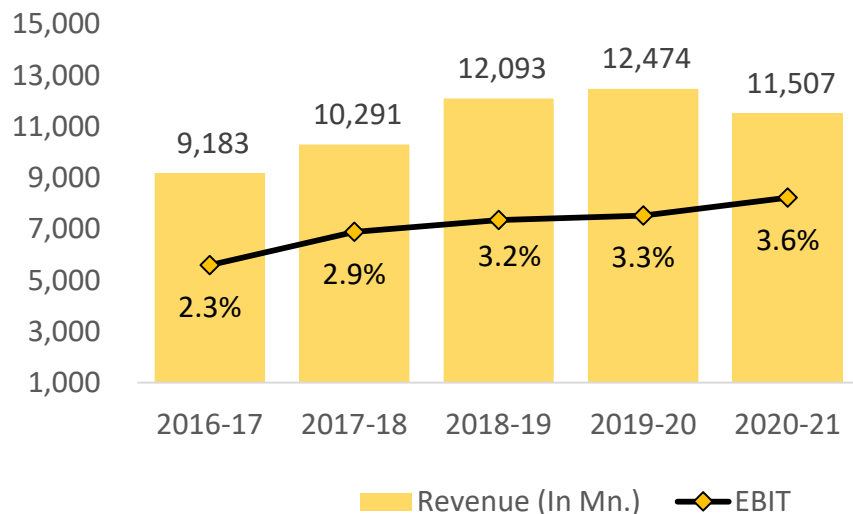
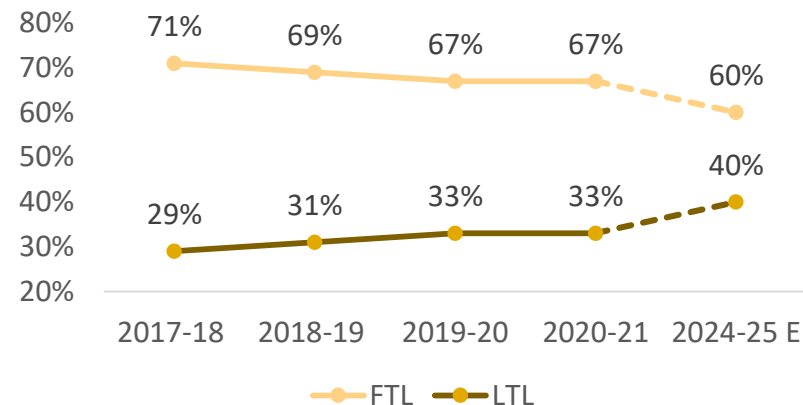
# TCI Freight Division: Key Operational Highlights



Figures in Mn

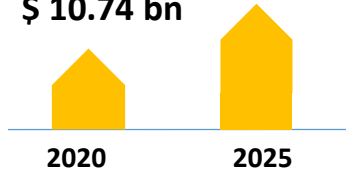
Particulars	Q2 FY22	Q2 FY21	Gr%	6M FY22	6M FY21	Gr%
Revenue	3393	2781	22.0%	6270	4358	43.9%
EBDITA	150	114	32.0%	266	153	73.4%
% to Revenue	4.4%	4.1%		4.2%	3.5%	
EBIT	140	98	42.9%	244	118	106.8%
% to Revenue	4.1%	3.5%		3.9%	2.7%	

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



# TCI Supply Chain Division: Industry nature and trends

3PL Incremental Growth  
\$ 10.74 bn



**7.87%**  
3PL Estimated CAGR  
(2021-2025)

**8%**

3PL - Acceleration of  
Market Growth (CAGR)

**Organized**

Market

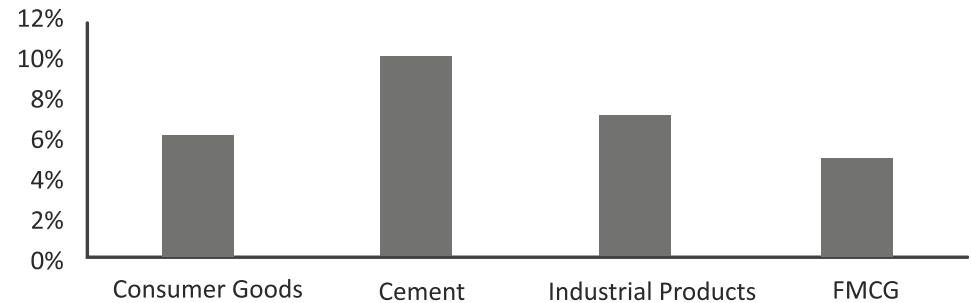
**14.86%**

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

**2086 Bn**

Estimated Market Value  
of Warehouse Industry  
( By 2025)

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



Source: Deloitte analysis

## Key Industry trends to drive Supply Chain and Warehousing:

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

# TCI Supply Chain Division: Core competencies and capabilities



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

## Multimodal Distribution Network Optimization



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

Healthcare	Chemical	Hi-tech	Retail &CP	Auto
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## TCI Yard Network



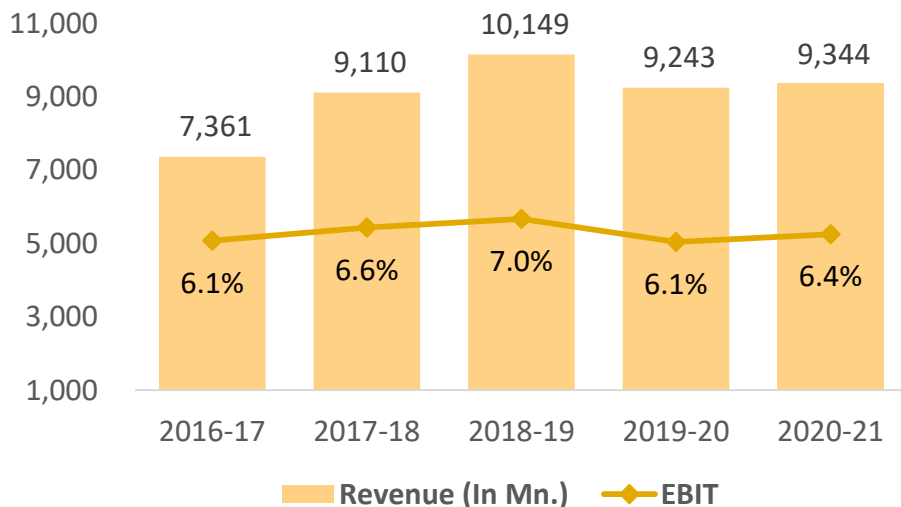
# TCI Supply Chain Division: Key Operational Highlights

LEADERS IN LOGISTICS

Figures in Mn

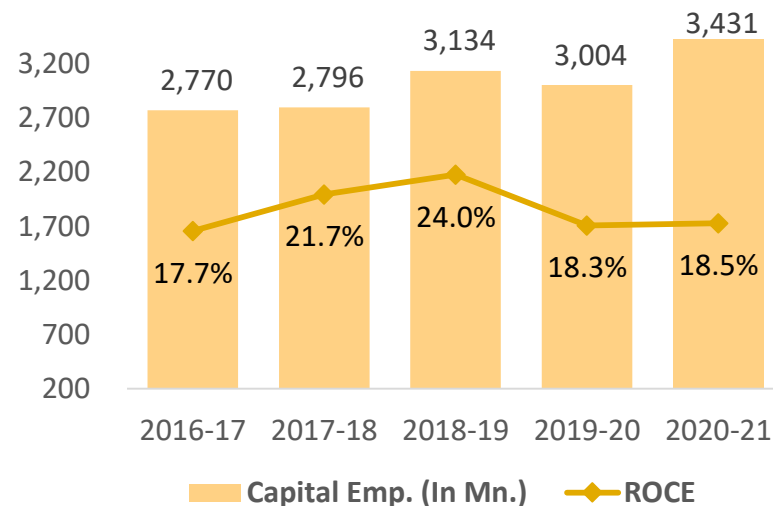
Particulars	Q2 FY22	Q2 FY21	Gr%	6M FY22	6M FY21	Gr%
Revenue	2691	2465	9.2%	4829	3518	37.3%
EBDITA	281	254	10.7%	509	373	36.5%
% to Revenue	10.4%	10.3%		10.5%	10.6%	
EBIT	161	164	-1.9%	276	195	41.5%
% to Revenue	6.0%	6.6%		5.7%	5.5%	

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



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

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

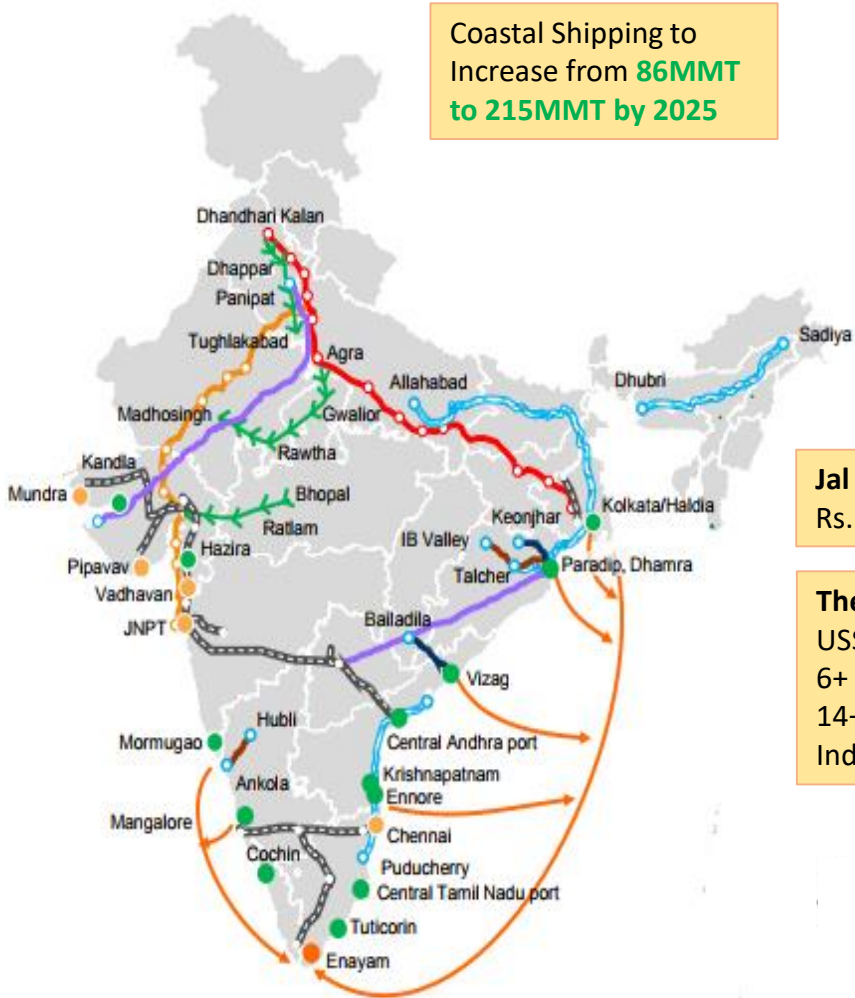




# TCI Seaways: Industry nature and trends

## Trends to Drive Forward

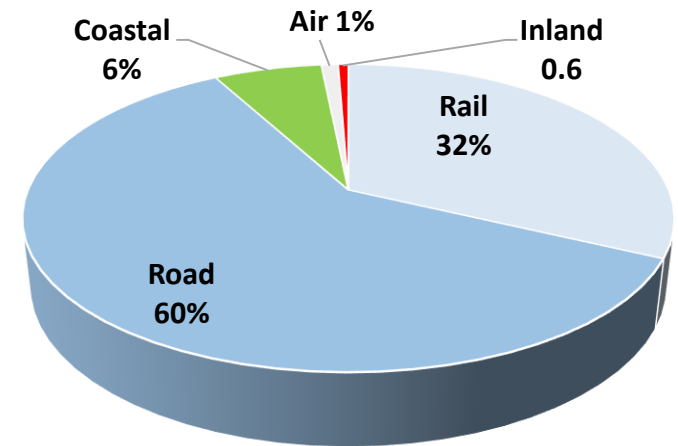
Coastal Shipping to Increase from **86MMT** to **215MMT** by 2025



**Jal Marg Vikas Project:**  
Rs. 5369 crore

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

## Waterways : 6% of transportation modal mix



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

# TCI Seaways Division: Core competencies and capabilities



## Reach & Services

- One of the leading multimodal coastal players having presence along the **Western, Eastern & Southern ports of India**
- Expertise in coastal shipping services, container & bulk cargo movements, and transportation services
- First-mile and last-mile connectivity via rail & road
- **Multi-modal** solutions with **reduced carbon footprint ( Green logistics)**



Presence of TCI Seaways

### 13 MAJOR SEAPORTS IN INDIA

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

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

Serves **7** of India out 13 pots

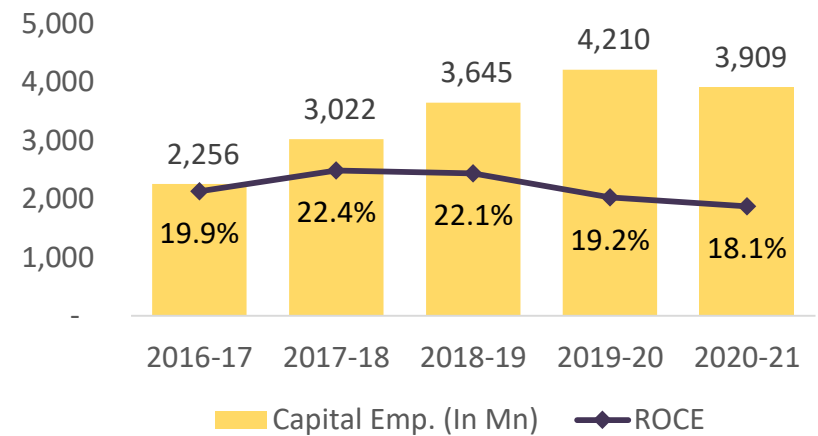
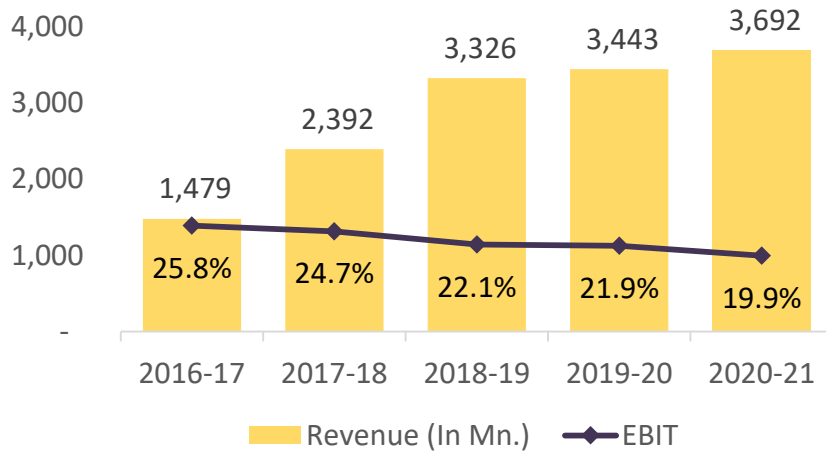
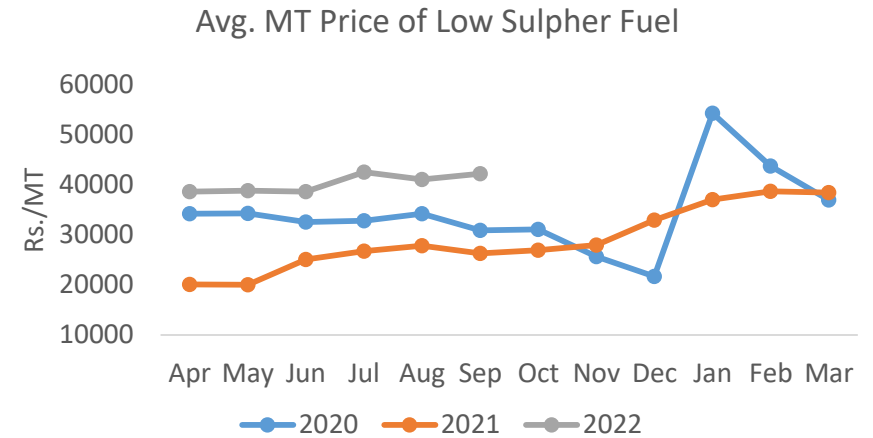
# TCI Seaways Division: Key Operational Highlights











Figures in Mn

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

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



# TCI's Joint Ventures

FY22 6M (FY21)	 Multimodal Logistics Solutions		
 <b>Revenue</b>	<b>1484 (3239)</b>	<b>278 (361)</b>	<b>2041 (3596)</b>
 <b>Y-o-Y Growth</b>	<b>-1.5% (71%)</b>	<b>89% (41%)</b>	<b>76.3% (-19%)</b>
 <b>PAT</b>	<b>26 (67)</b>	<b>6.1 (5)</b>	<b>209 (396)</b>
 <b>Capital Employed</b>	<b>342 (336)</b>	<b>471 (379)</b>	<b>2659 (2573)</b>
 <b>Strategic Partner's Share</b>	<b>49%</b>	<b>20%</b>	<b>51%</b>



## Key Operational Highlights

Operates on asset-light model  
 Building upon its capabilities of integrated multimodal logistics solutions  
 Chemicals, Food Grains, Metals etc

Cold chain services to cater temperature control Warehousing, Primary & secondary distribution requirements.

Focused on automotive logistics of Japanese clients

# Financial Highlights



Figures in Mn

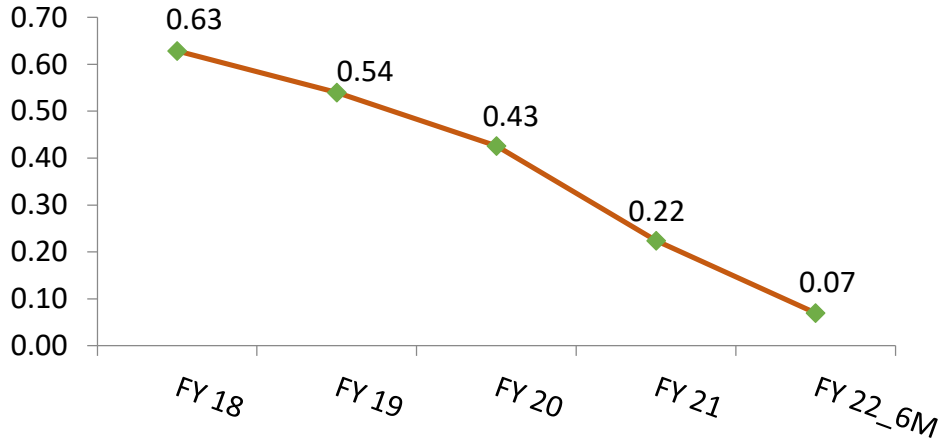
	CONSOLIDATED			STANDALONE		
	6M FY-22	6M FY-21	FY 21	6M FY-22	6M FY-21	FY 21
Revenues	15,282 37.4% YoY	11,122 -17.7% YoY	28,278 3.4% YoY	13,635 42.6% YoY	9,562 -23.9% YoY	24,888 2.1% YoY
EBDITA	1,979 84.9% YoY	1,070 -24.8% YoY	3,068 7.0% YoY	1,862 81.1% YoY	1,028 -20.1% YoY	2,830 7.9% YoY
PAT	1,237 194.6%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

\* Before Exceptional Item of 139 Mn

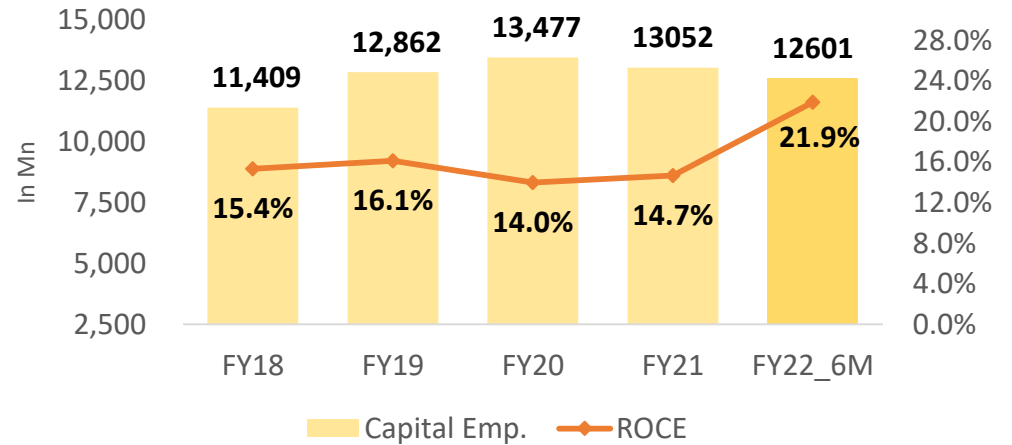
# Consistent performance :Key financial Indicators



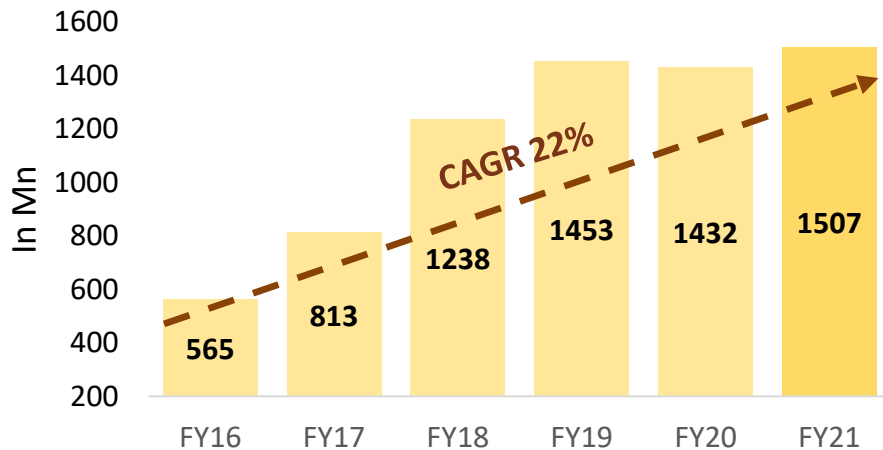
### Debt – Equity Ratio



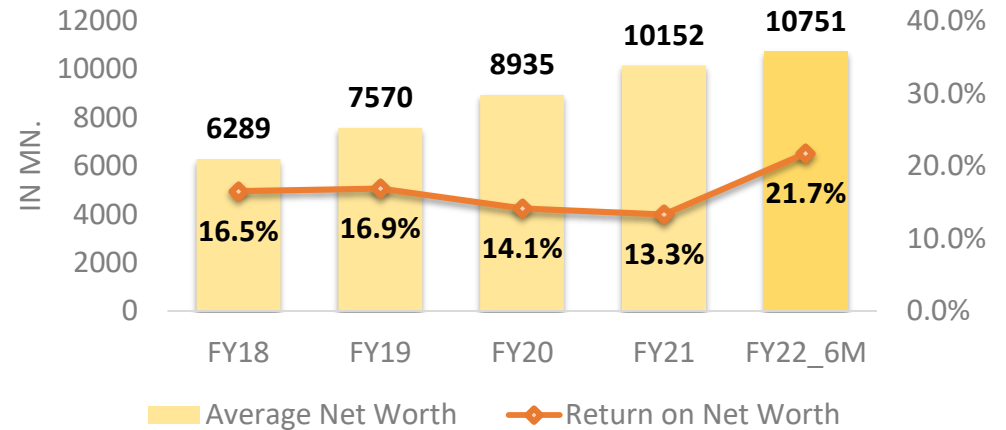
### Return on Capital Employed



### Consolidated Profit After Tax



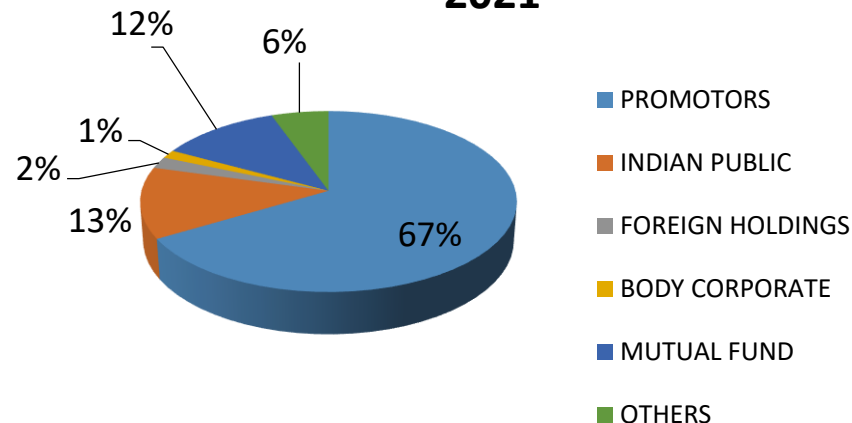
### Return on Net Worth



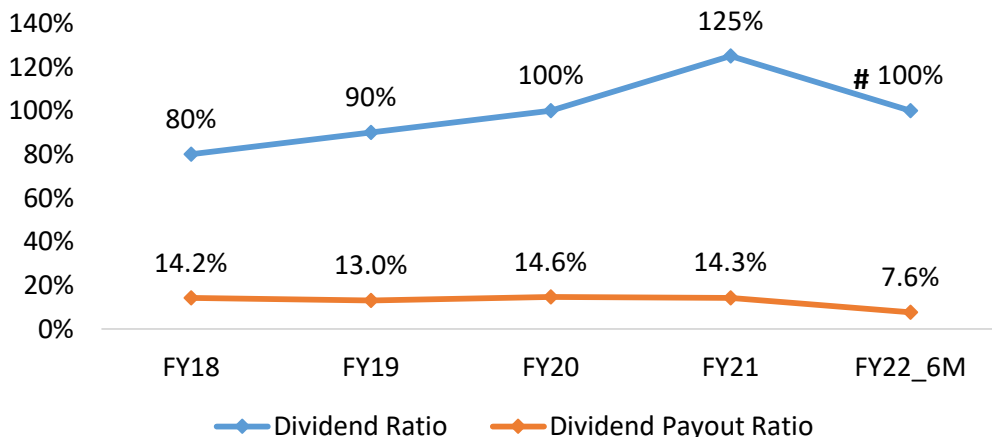
# Market Summary

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

## Shareholding Pattern as on 30th Sep 2021



## Consistent Dividend Track



# Interim dividend of 2/- per share declared in Q2FY22

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

# Corporate Governance: Social Responsibility



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



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



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





# Future Outlook



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

Figures In Mn.

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

# Thank You!



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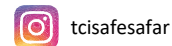
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tcisafesafar



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E-mail Id: [corporate@tcil.com](mailto:corporate@tcil.com) | Website: [www.tcil.com](http://www.tcil.com)  
CIN: L70109TG1995PLC019116

## Cautionary Statement

Statements in this "Presentation" describing the Company's objectives, estimates, expectations or predictions may be "forward looking statements" within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the Company's operations include global and Indian demand supply conditions, cyclical demand and pricing in the Company's principal markets, changes in Government regulations, tax regimes, economic developments within India and other factors. The Company assumes no responsibility to publicly amend, modify or revise any forward looking statement, on the basis of any subsequent development, information or events, or otherwise.

Everything **Logistics**

