

# TCIEXPRESS

LEADER IN EXPRESS

*Pioneering  
the Future of  
Express Logistics*

*Fast Forward to a **Greener Tomorrow***

*Q2 and H1 FY2024 Earnings Presentation*



# Q2 FY2024 Highlights

Another quarter of sustained performance with Revenue of Rs. 322 Cr, up by 5.0% Q-o-Q and 3.1% on Y-o-Y basis EBITDA of Rs. 52 Cr. and Net Profit of Rs. 36 Cr, with improved margins to 16.2% and 11.1% respectively, on sequential basis

## Total Income

Rs. 322 Cr  
5.0% Q-o-Q

## EBITDA

Rs. 52 Cr  
16.2% Margin

## Profit After Tax

Rs. 36 Cr  
11.1% Margin

## Dividend Per Share

Rs. 3

### Key Highlights

- Improved sequential margins and growth was primarily driven by the MSME customers, indicating a strong and growing market presence in that segment
- In line with the economic recovery and strong demand from the festive season, TCI Express delivered a strong EBITDA of Rs. 52 crores with margins improving to 16.2% as compared to 15.6% in Q1 FY24
- The capacity utilisation during the quarter was at ~84%
- Enhanced operational efficiency and customer satisfaction by implementing innovative tech-driven advancement

# Management Perspective



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

“Despite the delay in festive season, we are delighted to announce that TCI Express delivered another quarter of consistent performance with Improved sequential margins. The growth and margin improvements during the period were primarily driven by the execution and acceleration of automation and steady demand from the MSME sector which has witnessed a strong uptick in the last few quarters.

In line with our reflection of performance and shareholder friendly capital allocation policy, the Board of Directors has recommended an interim dividend of Rs. 3 per share with a pay-out of 150% on the face value, reaffirming our commitment to delivering value to our shareholders.

Coming to the business update, I am pleased to announce the appointment of Mr. Hemant Srivastava as Chief Operating Officer of Express Businesses (Non-Surface) of TCI Express. With a distinguished career spanning two decades at the TCI Group, he has undertaken diverse and impactful roles in finance and management, including positions as Zonal Manager and Regional Express Manager. Under his capable and experienced leadership, Mr. Srivastava will head an independent team, responsible for overseeing Express Businesses (Non-Surface) including newly launched business verticals, ushering into a new era of innovation and excellence within TCI Express.

As far as our future focus is concerned, we will continue to invest in technology and automation to drive a more efficient operation and provide superior customer service. We are on track to complete the automation of our Pune sorting centre by March 2024. During the first half of the year, we incurred a total capex of Rs. 21 crores which has been primarily spent towards expansion of branch networks, automation, and construction of the sorting centre, which are integral to our goal of improving operational efficiency and customer service. Additionally, we have expanded our footprint by adding 12 new branches during H1 FY2024, deepening our presence in key business geographies. This expansion not only enhances our market reach but also improves our accessibility to customers, making us more agile and responsive to their needs.

Our newly launched services are going strength to strength. We expect the service offerings to contribute productively to the top line in the forthcoming quarters, enabling us to deliver higher margin levels. From a balance sheet perspective, we continue to maintain a strong capital structure providing us the financial flexibility to focus on balanced capital allocation.

The Indian economy has displayed remarkable resilience in the first half of the FY2024, defying global economic challenges and demonstrating its potential for sustained growth. Looking ahead, we are optimistic about the industry's potential.

At TCI Express, we believe that sustainability is essential to our long-term success. In recognition of our steadfast commitment to sustainability, we are happy to share that TCI Express has received the esteemed title of Sustainable Organization from the Economics Times for adopting sustainable practices and promoting environmental consciousness.

Our growth strategy remains focused on achieving balanced growth and revenue quality, expanding our margins, and ensuring sustainable returns on capital. With our unmatched combination of scale, expertise, and technology, we are well position to capitalize the growth opportunities presented by a vibrant Indian economy and the evolving logistics landscape”

# Fastest Express Delivery Company in India



**200+**  
Countries

**2016**  
Year of Listing

**60,000+**  
Location Served

**3,500+**  
Work Force

**5,500+**  
Containerized Vehicles

**73**  
Air Gateways

**950+**  
Branch Setup

**28**  
Sorting Centres

1 Successfully completed 7 years post the demerger and has become industry leading and fastest delivery company in India

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

3 ERP enabled operations, barcoding on packaging, GPS enabled vehicles and CCTV surveillance all India

4 Serves 97% of B2B customers and 3% of B2C customers

5 Ranked 438 in top 500 companies based on market cap, as on March 31, 2023

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



# Why TCI Express?

Ranked 438 in Top 500 Companies based on Market Cap, as on March 31, 2023

1



Asset Light  
Business Model

2



High Value Cargo  
(Low volume,  
high margins)

3



Low Working  
Capital  
Requirement

4



Lowest Cost  
Structure

5



Expansion of  
Services

6



No Franchise:  
All owned  
Branches

7



API based  
backend  
technology

8



Containerized  
Movement

9



Superior  
Customer  
Support Services

10

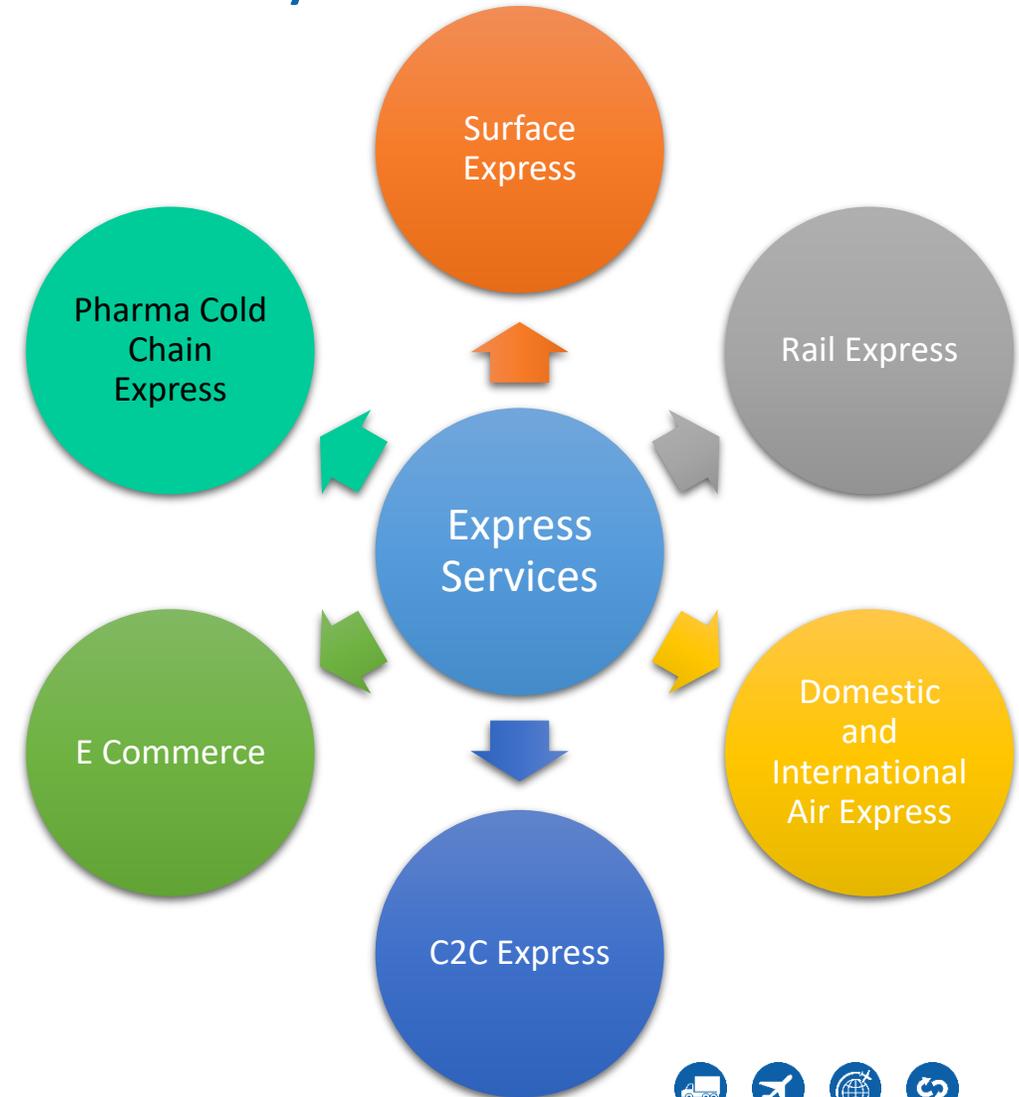
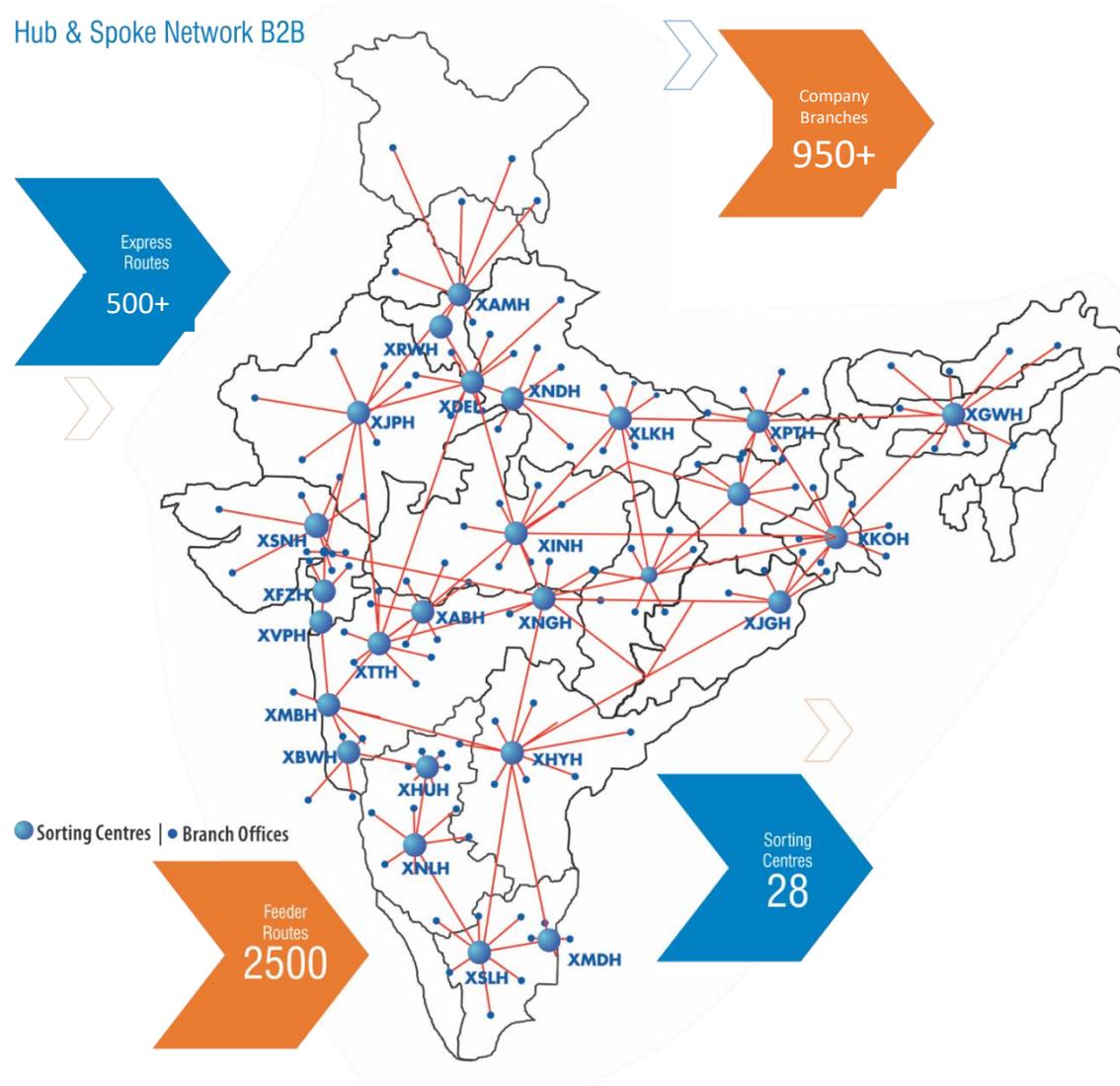


Focus on  
Automation



# Geographical Footprint

## Fastest Delivery Company with Unmatched Network and Efficiency



# Financial Performance

Particulars (in Cr)	Q2		Y-o-Y	Q1		H1		Y-o-Y
	FY2024	FY2023	Growth (%)	FY2024	Growth (%)	FY2024	FY2023	Growth (%)
Income from Operations	320.0	309.9	3.3%	304.9	5.0%	624.9	600.3	4.1%
Other Income	1.8	2.3		1.5		3.3	4.2	
Total Income	321.8	312.2	3.1%	306.4	5.0%	628.1	604.5	3.9%
EBITDA	52.2	53.7	(2.8)%	47.9	9.1%	100.1	98.5	1.6%
Margin (%)	16.2%	17.2%		15.6%		15.9%	16.3%	
EBIT	47.5	50.3	(5.5)%	43.3	9.8%	90.8	91.6	(1.0)%
Margin (%)	14.8%	16.1%		14.1%		14.4%	15.2%	
PBT	47.1	49.9	(5.5)%	42.9	10.0%	90.0	91.0	(1.1)%
Margin (%)	14.7%	16.0%		14.0%		14.3%	15.1%	
PAT	35.6	37.8	(5.8)%	32.3	10.0%	67.9	68.8	(1.3)%
Margin (%)	11.1%	12.1%		10.6%		10.8%	11.4%	
EPS	9.3	9.8	(5.6)%	8.4	10.2%	17.6	17.9	(1.4)%

Notes:

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

\* All numbers in Crores unless specified



## Q2 FY2024 Performance Discussion

- Total Income for the quarter stood at Rs. 322 Crores, registering an increase of 5.0% Q-o-Q. This growth was driven by recovery in economic activities and growing demand from MSME customers
- EBITDA margins improved over the sequential basis due to:
  - The contribution to revenue from newly launched services, particularly from rail express, has been steadily increasing
  - Efficient capacity utilization level
- Capex of Rs. 21 Crores incurred during H1 FY2024 primarily spent towards expansion of branch network, Automation and construction of new sorting centres
- 12 new branches were added during H1 FY2024 to deepen the presence in key business geographies to enhancing market reach and customer accessibility

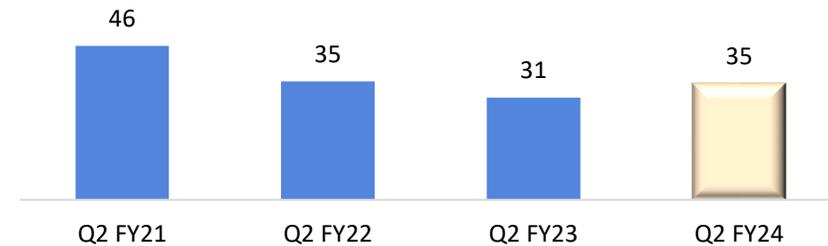
# Leverage Profile and Working Capital Cycle

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

Particulars (in Cr)	Sep-22	Mar-23	Sep-23
Long Term Debt	0.0	0.0	0.0
Short Term Debt	0.5	0.7	0.1
<b>Total Debt</b>	<b>0.5</b>	<b>0.7</b>	<b>0.1</b>
Less: Cash & Cash Equivalents	83.5	48.5	59.2
<b>Net Debt</b>	<b>(82.9)</b>	<b>(47.8)</b>	<b>(59.0)</b>
Total Equity	586.6	596.5	659.9
Net Debt/Equity	(0.14)x	(0.08)x	(0.09x)

## Stable Working Capital Management

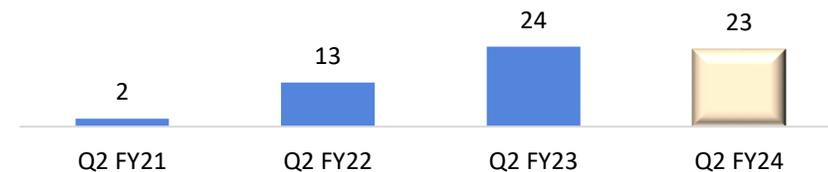
### Payables Days



### Receivables Days



### Net Working Capital Days



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

# Balance Sheet

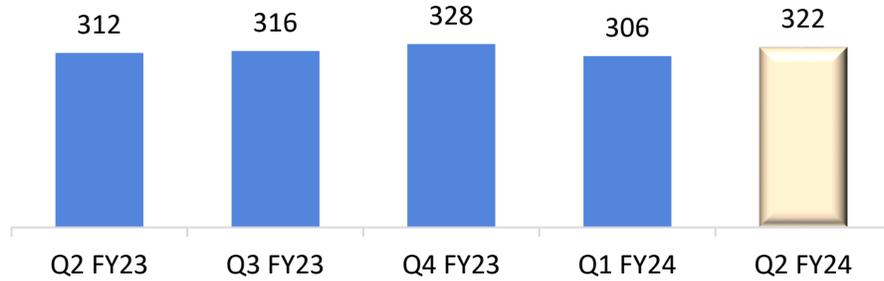
Particulars (Rs Crores)	FY2023	H1 FY2024
<b>Assets</b>		
<b>Non-Current Assets</b>		
Property, Plant and Equipment	343.9	342.8
Right of Use Assets	27.2	31.0
Capital Work in Progress	61.1	70.3
Intangible Assets	3.0	3.0
<b>Financial Assets</b>		
Investments	0.4	2.6
<b>Total Non-Current Assets</b>	<b>435.6</b>	<b>449.5</b>
<b>Current Assets</b>		
<b>Financial Assets</b>		
Trade receivables	211.5	240.7
Cash & cash equivalents	13.8	11.9
Other Bank Balances	2.9	3.1
Other Financial Assets	9.9	18.3
Investments	32.1	44.2
Current Tax Assets ( Net)	4.9	2.4
Other current assets	24.2	25.3
<b>Total Current Assets</b>	<b>299.3</b>	<b>345.9</b>
<b>TOTAL ASSETS</b>	<b>734.9</b>	<b>795.4</b>

Particulars (Rs Crores)	FY2023	H1 FY2024
<b>Equity and Liabilities</b>		
<b>EQUITY</b>		
Equity Share Capital	7.7	7.7
Other Equity	588.7	652.3
<b>Total Equity</b>	<b>596.4</b>	<b>659.9</b>
<b>LIABILITIES</b>		
<b>Non-Current liabilities</b>		
Lease liabilities	3.8	6.8
Long Term Borrowings	0.0	0.0
Deferred Tax liabilities (Net)	10.5	11.8
<b>Total Non-Current Liabilities</b>	<b>14.3</b>	<b>18.6</b>
<b>Current liabilities</b>		
Short Term Borrowings	0.7	0.1
Lease liability	2.5	3.6
Trade Payables		
MSME	1.5	1.7
Others Financial liabilities	86.9	82.2
Provisions	9.0	8.4
Other Current liabilities	18.4	12.9
<b>Total Current Liabilities</b>	<b>124.2</b>	<b>116.8</b>
<b>Total Liabilities</b>	<b>138.6</b>	<b>135.4</b>
<b>Total Equity And Liabilities</b>	<b>734.9</b>	<b>795.4</b>

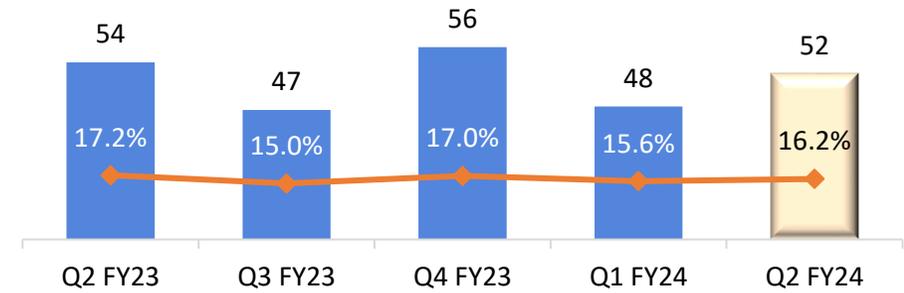
# Quarter Performance Trends

Resilient financial performance and profitability by maintaining industry leading margin profile

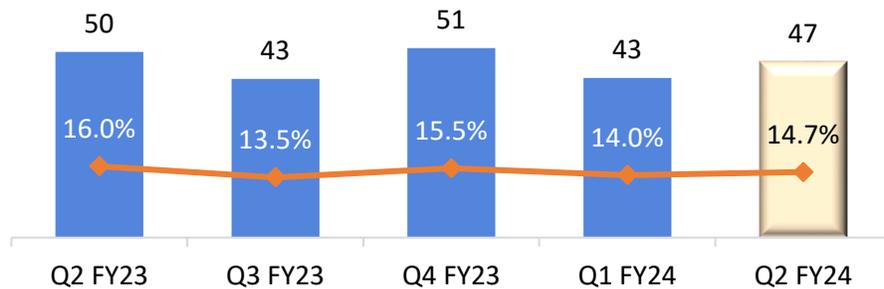
## Total Income



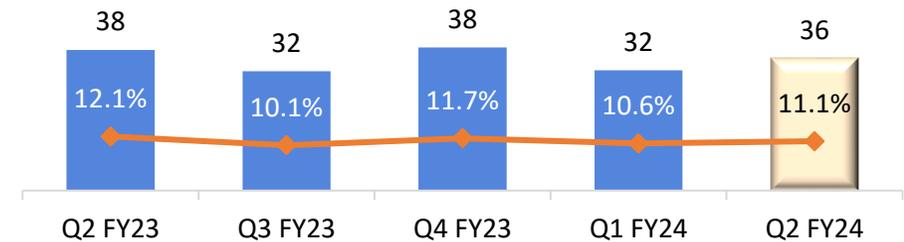
## EBITDA and Margins



## 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



# Strategy and Outlook

## Revenue Growth Drivers

1

Highly diversified client base of corporate and SME customers. Well spread across industry verticals

2

Continuous expansion in metro and tier I cities through new branch offices

3

Contribution of new and value-added service offerings to drive growth

4

Automation at owned sorting centers to drive operational efficiency and enhance profitability

5

Government Initiatives to strengthen the logistics sector and focus on infrastructure to provide seamless connectivity to remote rural areas



## Capital Expenditure

- ✓ Planned CapEx of Rs. 500 crores in 5 years (FY23-FY28)
- ✓ In FY2023 incurred capex of Rs. 125 Crores
- ✓ The remaining capex of Rs. 375 crore will be spent during FY24 - FY28
- ✓ Investment in sorting centers
- ✓ Automation and enhancing technological capabilities



## 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



# 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**

**Growth in Revenue – Rs. 1,750 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

## GIGA Sorting Centre, Gurgaon

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

## ❑ 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



Shorter Turnaround Time

Uninterrupted Transportation

Synergistic with Existing Express Business

Bridging the Gap between Air and Surface

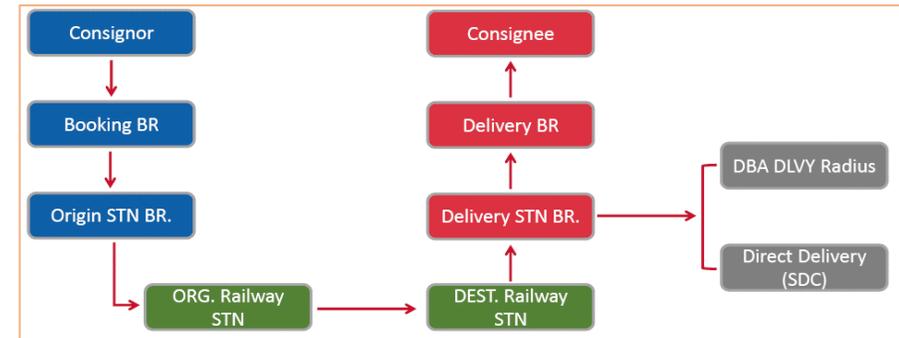
Higher Margin Business

Infrastructure Backed by Government

**3,000**  
Customer Base

**125**  
Route Presence

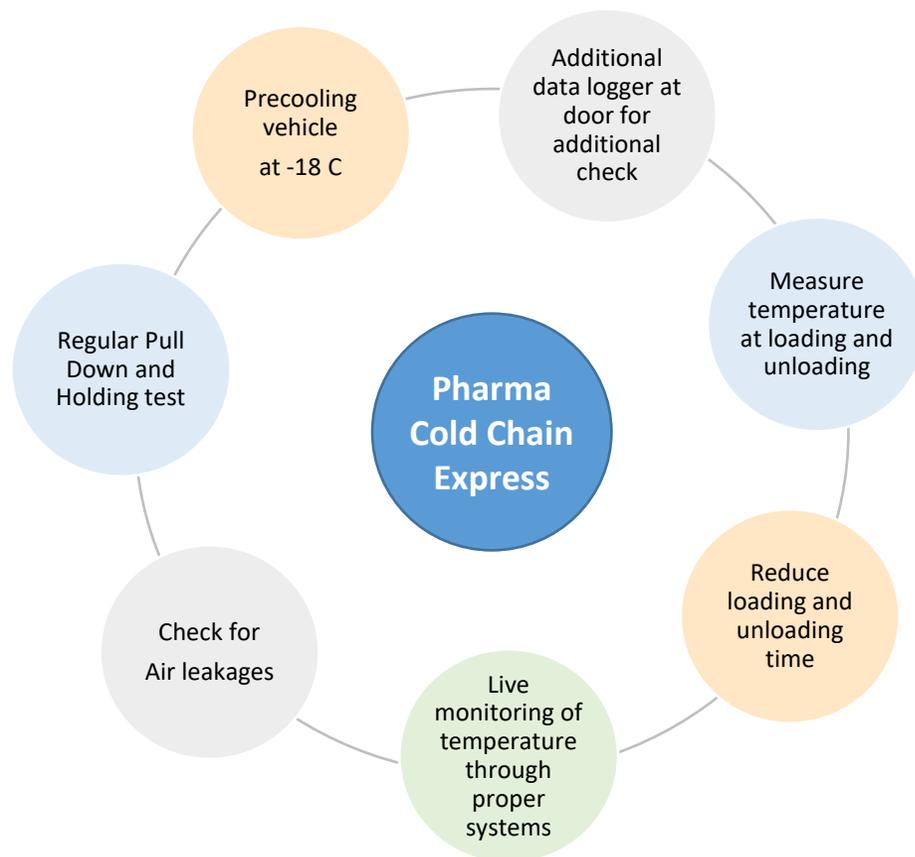
## Centralized and integrated express logistics system



# 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 express logistics

## Standard Operating Procedures followed by TCI Express



## TCI Express Pharma Cold Chain Transportation

- TCI Express continues to implement the asset-light model in the Pharma Cold Chain express logistics segment
- Dispatching Pharma shipments either Frozen (Blood Plasma) or Vaccines under the prescribed temperature as norms ensuring there are no fluctuations in the temperature
- Dispatching frozen products as per FSSAI norms ensuring there are no fluctuations 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 fluctuations

# 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 6 Year Key Takeaways

## Inherent Business Strength

- ✓ Fastest B2B Express Delivery Company in India
- ✓ Asset light model allows the Company to maintain higher utilization and drive strong cash flows
- ✓ No franchise model. All branches are company owned which ensures the 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 60,000 locations in FY 2023
- ✓ Branch offices increased from 500 in FY 2017 to 950+ branches in FY 2023
- ✓ Sorting centers increased from 26 in FY 2017 to 28 in FY 2023
- ✓ Customers count increased from 1.6 Lakh in FY 2017 to 2.25 Lakh in FY 2023

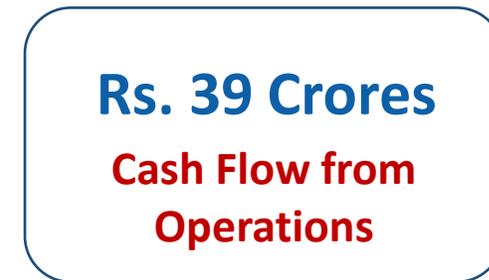
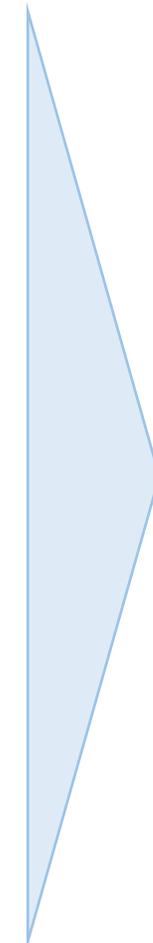
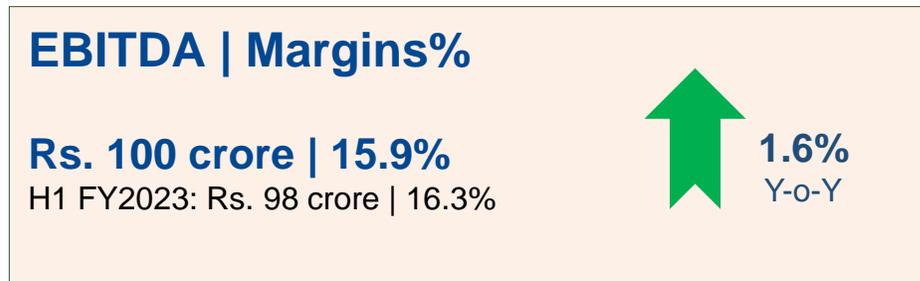
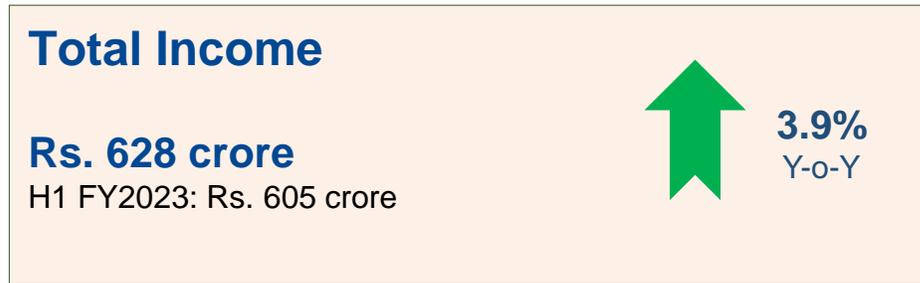
## Generating Returns for Stakeholders

- ✓ Post demerger: 7 year track record of consistently delivering enhanced margins and profitability. EBITDA growing at a CAGR of 21% and net profit is at a CAGR of 24%
- ✓ Consistently paying dividends for the last 7 years and generating a high return on capital employed
- ✓ Debt-free company, maintaining a strong balance sheet and flexible capital structure



# H1 FY2024 Highlights

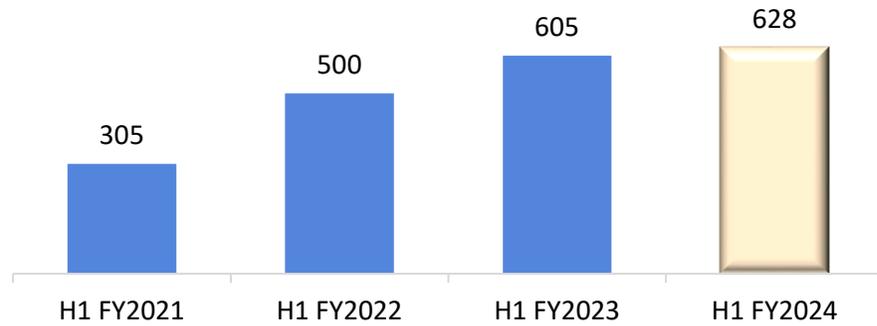
Focused on balanced growth and revenue quality, expanding our margins, and sustainable returns on capital  
Announced interim dividend of Rs. 3 per share, and payout of 150% on the face value for H1 FY2024



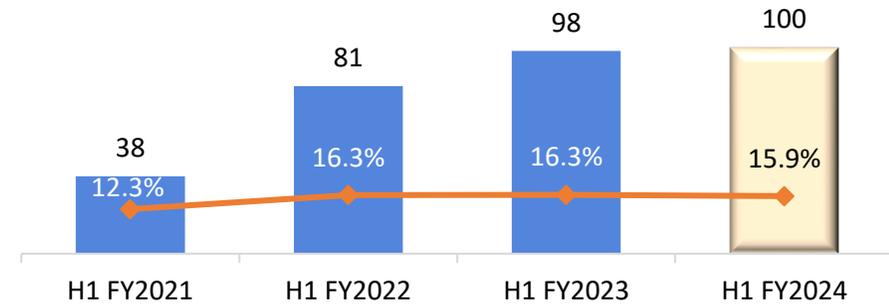
# Financial Performance Trend

Long track record of consistently driving stable margins and profitable growth

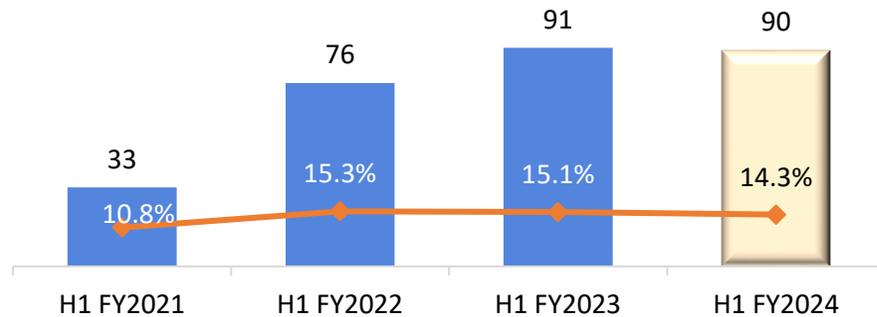
## Total Income from Operations



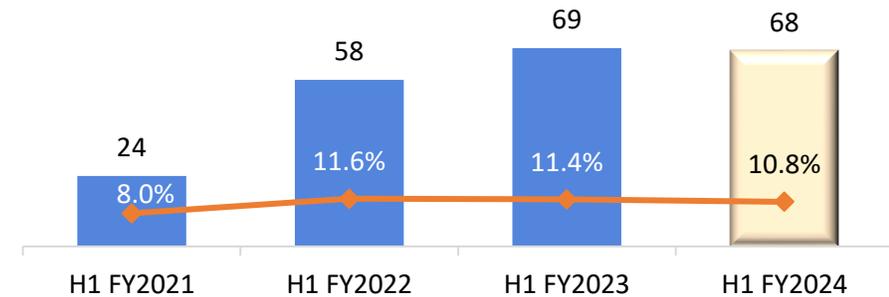
## EBITDA and Margins



## PBT and Margins



## PAT and Margins



Notes:

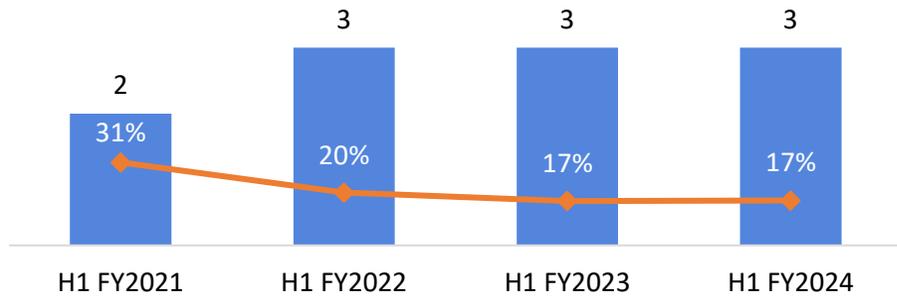
1. EBITDA includes other income
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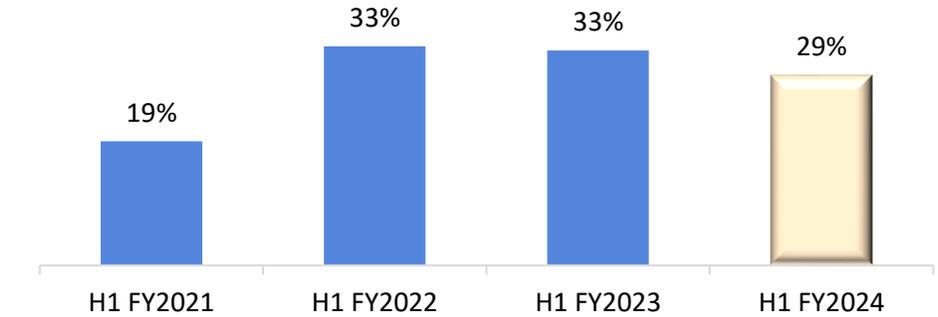


Strong track record of balanced growth to create long term wealth for all stakeholders

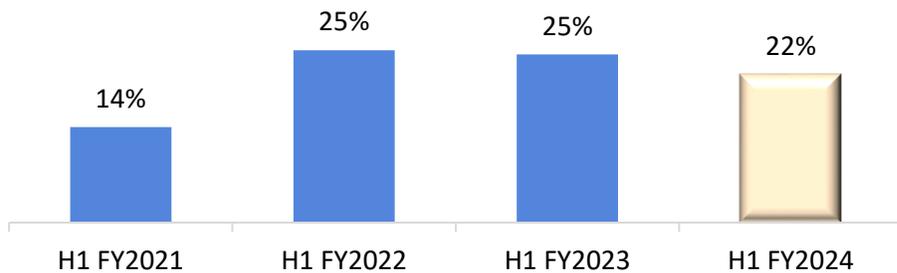
## Dividend per Share (Rs) & Payout (%)



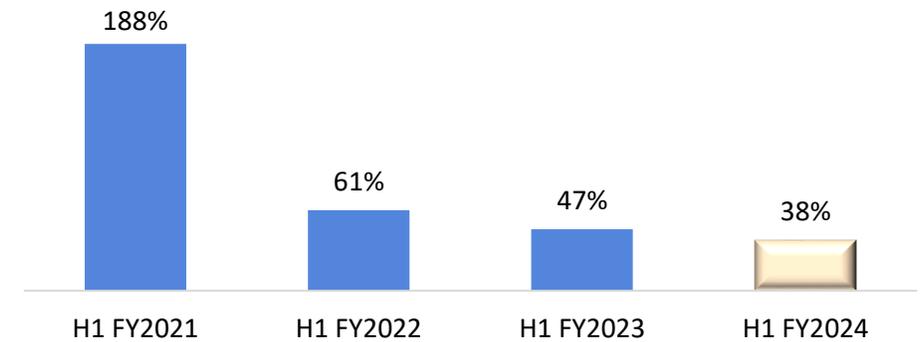
## Return on Capital Employed (%)



## Return on Equity (%)

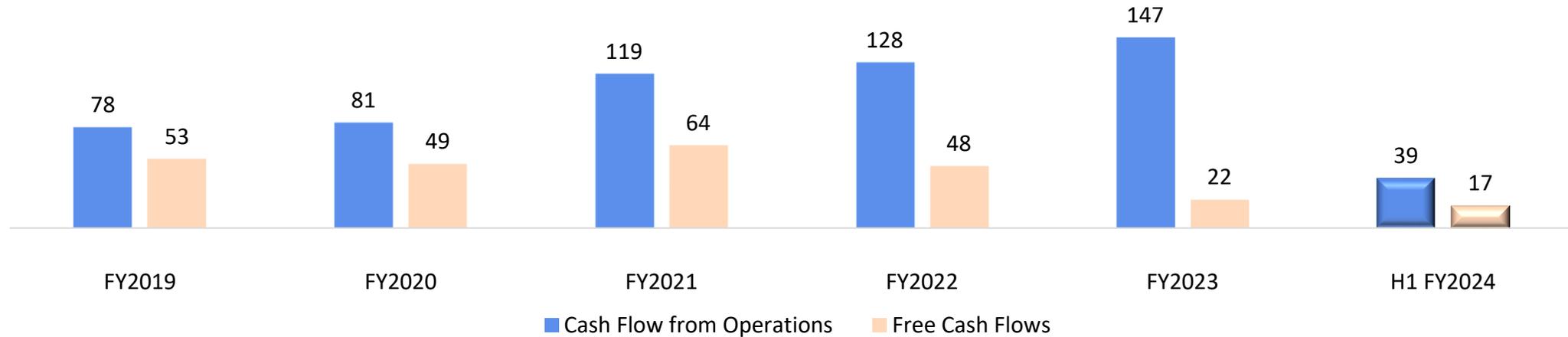


## Cash Conversion Ratio (%)



# Cash Flow from Operations vs Free Cash Flows

Unmatched combination of scale, expertise and technology resulting sustainable cash flow from operations

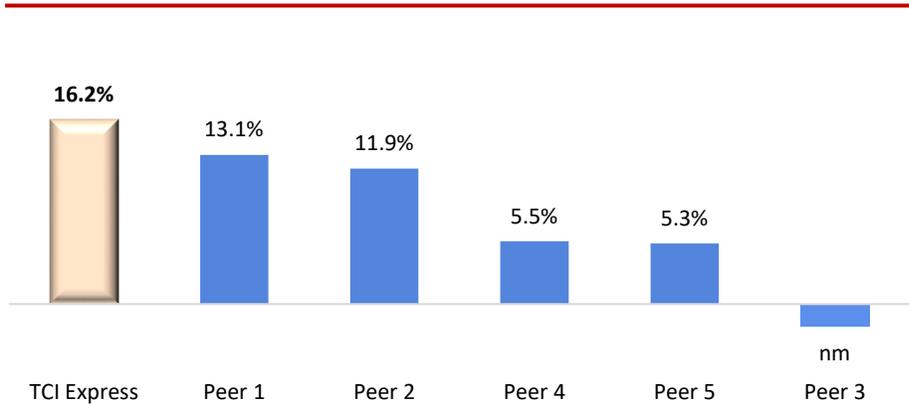


- Cash flow from operations of Rs. 39 crore for H1 FY2024
- During H1 FY2024, the company incurred a capital expenditure of Rs. 21 crore for automation and construction sorting center
- Efficient working capital management, along with debt free capital structure and a strong cash flow conversion cycle

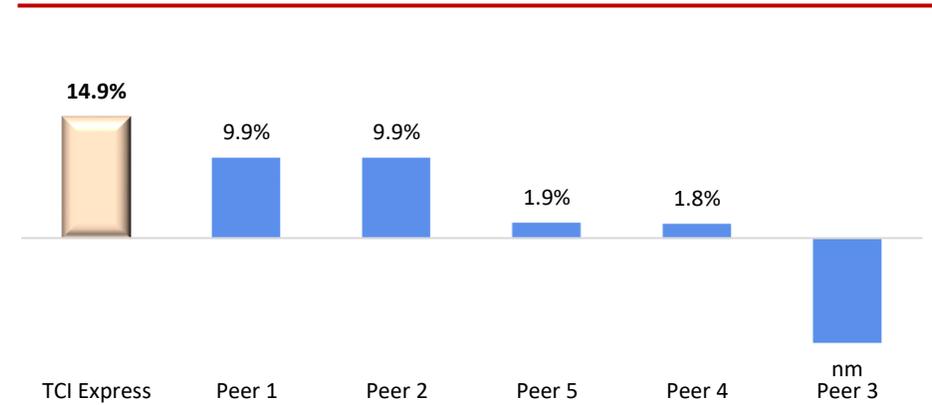


# TCI Express – Leading Margins and Profitability in the Industry

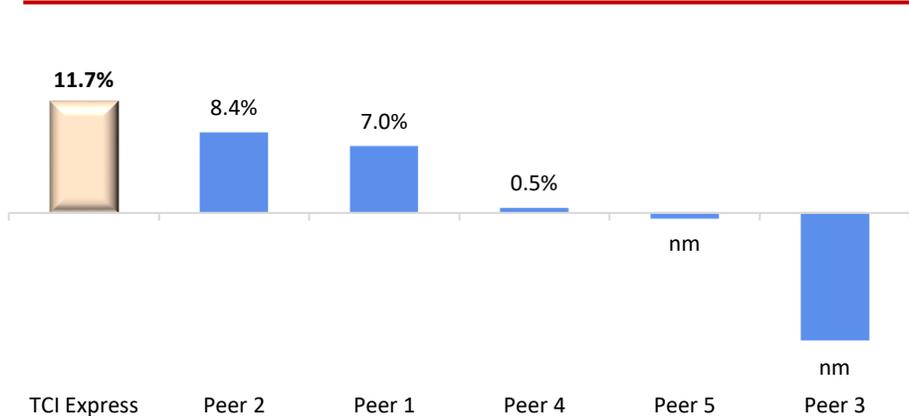
## EBITDA Margins %



## EBIT Margins %



## PAT Margins %



### Key Highlights:

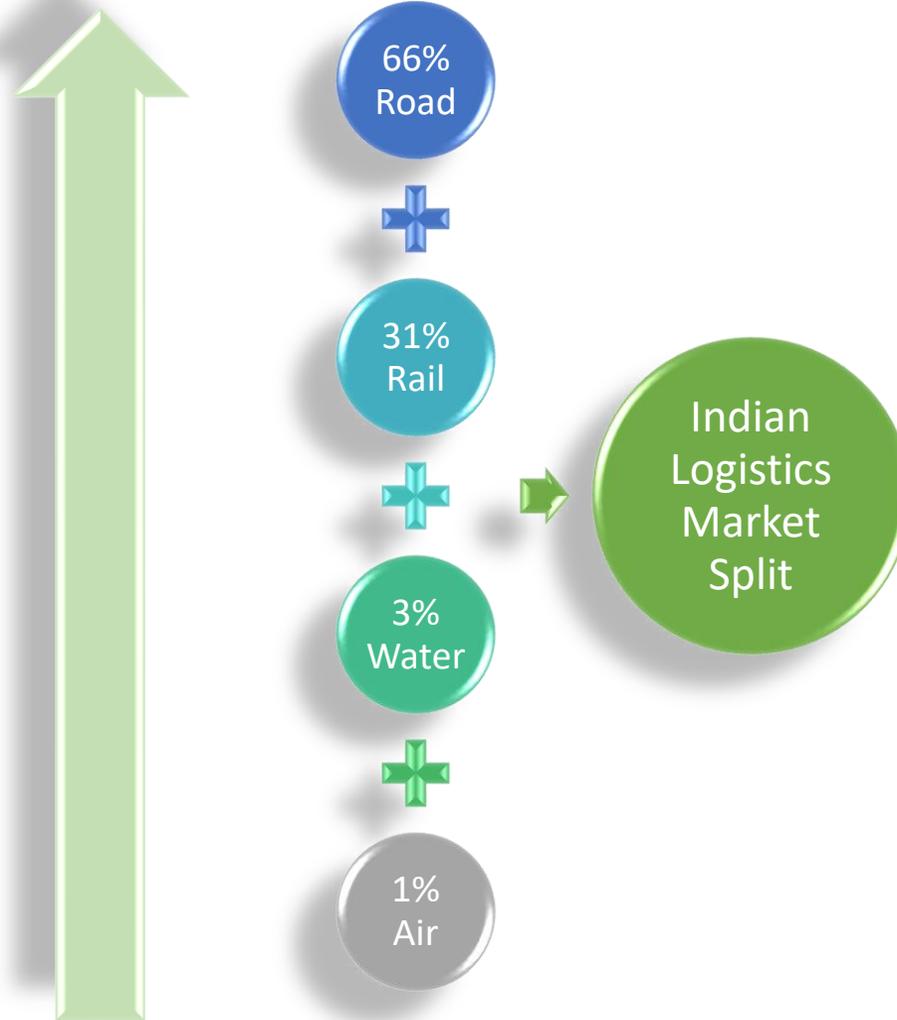
- Market Leader in Supply Chain Management with industry-leading Margins and Profitability Ratios
- Leading market positions, unique asset light model has allowed TCI Express to maintain higher capacity utilization and deliver strong EBITDA margins even during challenging inflationary environment
- Revenue mix driven equally by SMEs and corporates

Notes:

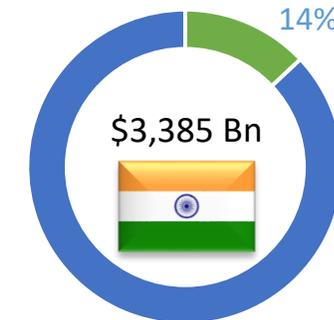
1. All financials are based on FY2023 reported numbers
2. EBITDA and EBIT including Other Income



# Express Industry – An Outlook



## Logistics as % of GDP



Notes: Source :

1. [Trading Economics](#)
2. [IBEF.org](#)



## Growth Drivers for the Indian Logistics Industry



The National Logistics Policy (NLP) assists states and union territories (UTs) in creating their Comprehensive Logistics Action Plan (CLAP), which emphasizes integrated digital logistics systems, standardized physical assets, and improved warehousing services. This policy aims to boost logistics efficiency, enhance trade, and facilitate sector-specific plans for effective logistics.



The PM GatiShakti National Master Plan initiative seeks to enhance multimodal logistics infrastructure by partnering with states and UTs. It provides a unified decision-making platform and extends special assistance to states with a 50-year interest-free loan of ₹1 lakh crore for capital investments. The plan aims to fortify logistics infrastructure and streamline the movement of goods across various transportation modes.



The Unified Logistics Interface Platform (ULIP) and e-Logs are vital components of the NLP, with ULIP serving as an integrated platform to boost efficiency and technology utilization in India's logistics infrastructure, while e-Logs act as a dashboard for seamless access to logistics services, simplifying registration, coordination, and monitoring of logistics stakeholders' issues. These initiatives aim to streamline logistics operations and enhance overall service quality.



India's logistics industry has moved up 6 places to reach the 38th rank out of 139 countries in the World Bank's Logistics Performance Index. Showcasing advancements in logistics services

- Multiple infrastructure projects worth Rs.108 lakh crore under the National Infrastructure Pipeline (NIP) aim to propel growth in the logistics industry
- The government proposes infrastructure development with a 33% increase in capital expenditure, amounting to Rs 10 lakh crore for the fiscal year 2023-24
- The construction of 66,100 km of highways and 3,300 km of dedicated Freight Corridors will optimise the efficiency of freight movement across the country
- The logistics industry employs 22 million people, making it a major source of employment and livelihood for millions



# 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 52 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. Hemant Srivastava**, *Chief Operating Officer  
Express Businesses ( Non-Surface )*

Mr. Hemant Srivastava currently holds the position of Chief Operating Officer of Express Business (Non-Surface) at TCI Express. He is managing Air, Air International, Rail, Cold Chain, C2C newly launched Businesses verticals at TCI Express. With a distinguished career spanning two decades at the TCI Group, he has undertaken diverse and impactful roles in finance and management, including positions as Zonal Manager and Regional Express Manager. His prior experience before joining TCI includes significant contributions to the domains of industrial gases manufacturing and government projects, specifically in the areas of Accounts and Audit



**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

## Environment

### Water Conservation

Implemented rainwater harvesting and various water-saving initiatives, including aerator taps, sensor-based taps, RO water reutilization, rain harvesting, water reuse, and STP for wastewater treatment and reuse

### Renewable Energy Generation

Installed solar panels at Gurgaon and Pune sorting centers, generating a total of 804,311 kWh of renewable electricity in FY2023, reducing GHG emissions

### Emission Reduction

Replaced approximately 30% heavy capacity trucks with ones compliant with BS-VI standards, reducing harmful emissions

### Educational Aid and Empowerment

Implemented diverse social initiatives, including educational aid for 1,500+ children, underprivileged youth, sports training for 1,000+ individuals, and empowerment through "Saksham" project for 5,000+ individuals

### Safety, Environment, and Health

Implemented accident prevention measures, abided by labor laws for fair wages, maintained zero-tolerance for discrimination, and ensured robust data protection

### CSR Impact

Demonstrated strong financial capability through CSR initiatives, contributing ₹2.80 Crores in various projects during FY2023

## Social

## Governance

### Board Composition and Diversity

4 out of 8 directors on the board are independent, and there is a balanced professional Board with the right mix of Executive, Non-Executive, and Independent Directors, bringing rich experience and expertise from diverse backgrounds relevant to the business

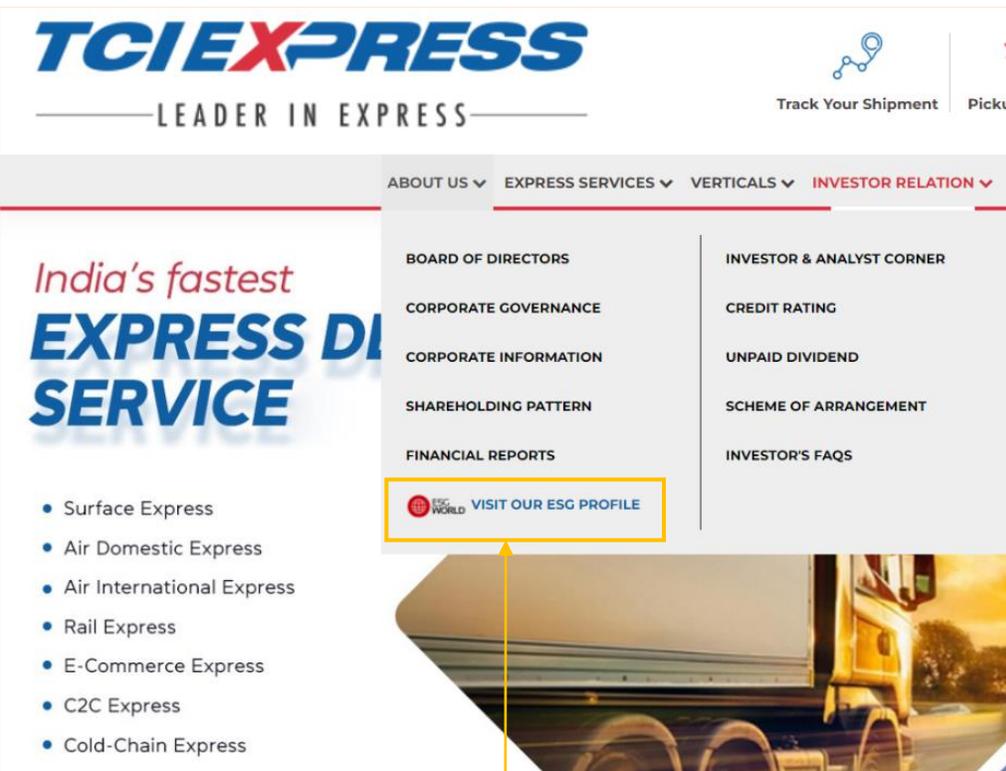
### ESG Training and Commitment

Conducted ESG specific trainings for Directors, KMP, Employees, and stakeholders, apprising them of the company's commitment towards meeting ESG performance through BRSR

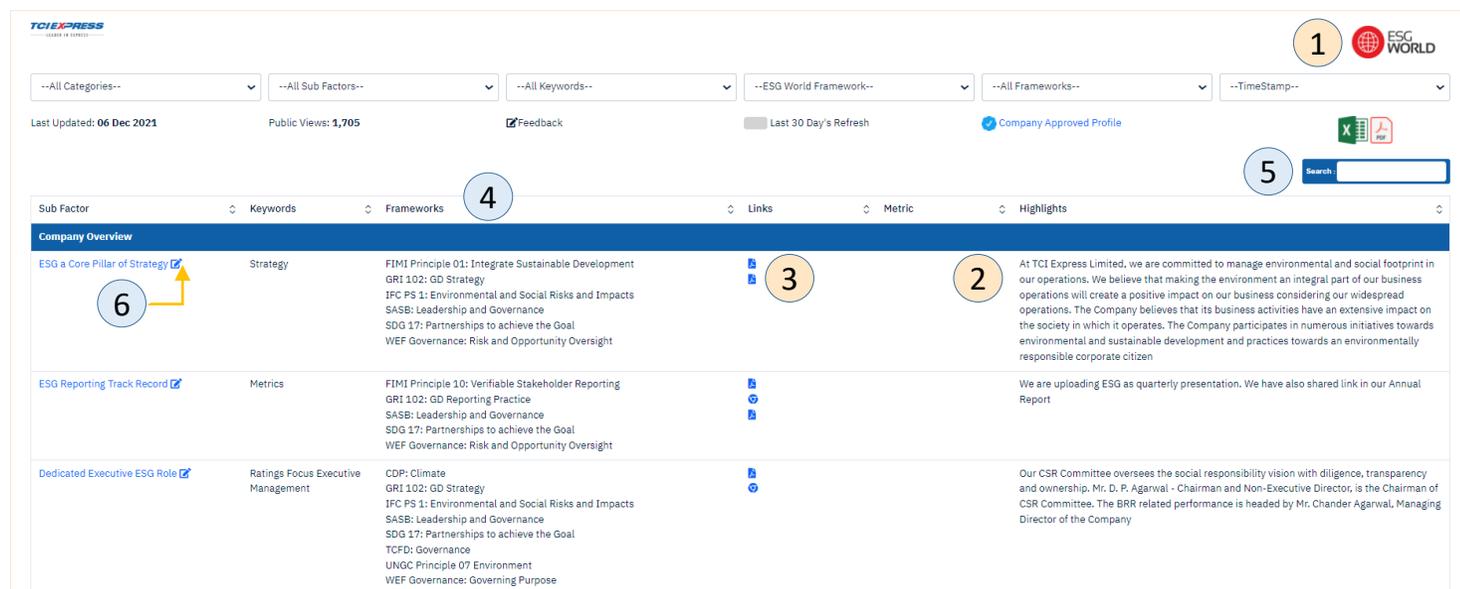
### Risk Management, Ethics, and Data Protection

Implementing regular risk assessment and maintaining a zero-tolerance policy against unethical conduct. Ensuring robust data protection with VPN software and cyber security audit to safeguard customer information and privacy

# ESG Profile – Consolidating all ESG Disclosures



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

### Most Trusted Brand of India 2023



Awarded the prestigious title of the "Most Trusted Brand of India 2023" by Team Marksmen. This recognition reflects company's commitment to providing reliable and secure pickup and delivery solutions to its customers across the country.



## Sustainable Awards

**TCIEXPRESS**  
LEADER IN EXPRESS

**Congratulations**  
on winning the  
**Asia's Greatest Leaders for Sustainable Practices**  
by  
URS **asia one**

Mr. Chander Agarwal  
MD, TCIEXPRESS

BROADCAST PARTNER  
**ET NOW**

www.tciexpress.in | info@tciexpress.in | 1800 2000 977

## Greatest Sustainable Brand and Leader 2023



In recognition of our steadfast commitment to sustainability, TCI EXPRESS has proudly received the esteemed title of **Sustainable Organization 2023** from the Economics Times

This prestigious accolade acknowledges our dedication to adopting sustainable practices and leadership in promoting environmental consciousness

## LEED Gold Certification 2023



Awarded the prestigious **LEED Gold** certification by the **USGBC** to our '**GIGA**,' Sorting Centre, **Tajnagar, Gurugram**. This testament our commitment towards sustainability, making us the first B2B express logistics company in India and Asia

## Awards

### Asiaone Youth Icon of the Year 2022-2023



### Iconic Brands of India 2023



Recognized as one of the 'Iconic Brands of India 2023' for its commitment to values, legacy, and sustainability. It signifies TCI Express as a symbol of excellence in the Indian express delivery industry, shaping the nation's growth and realizing the aspirations of countless Indians

# Awards and Recognition

## Corporate Governance



**Ranked 438 in Top 500**  
Companies based on Market Cap, as on March 31, 2023

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

## Industry Recognition



2022 Burgundy Private Hurun India 500



Marksmen Daily Most Trusted Brands of India 2023



Business Superbrand of 2022-23



The Economic Times Iconic Brands of India



Sustainable Organisations 2023



Building a high trust & Performance culture



International Air Transport Association

## SORTING CENTER AWARDS



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

ASOCHAM 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

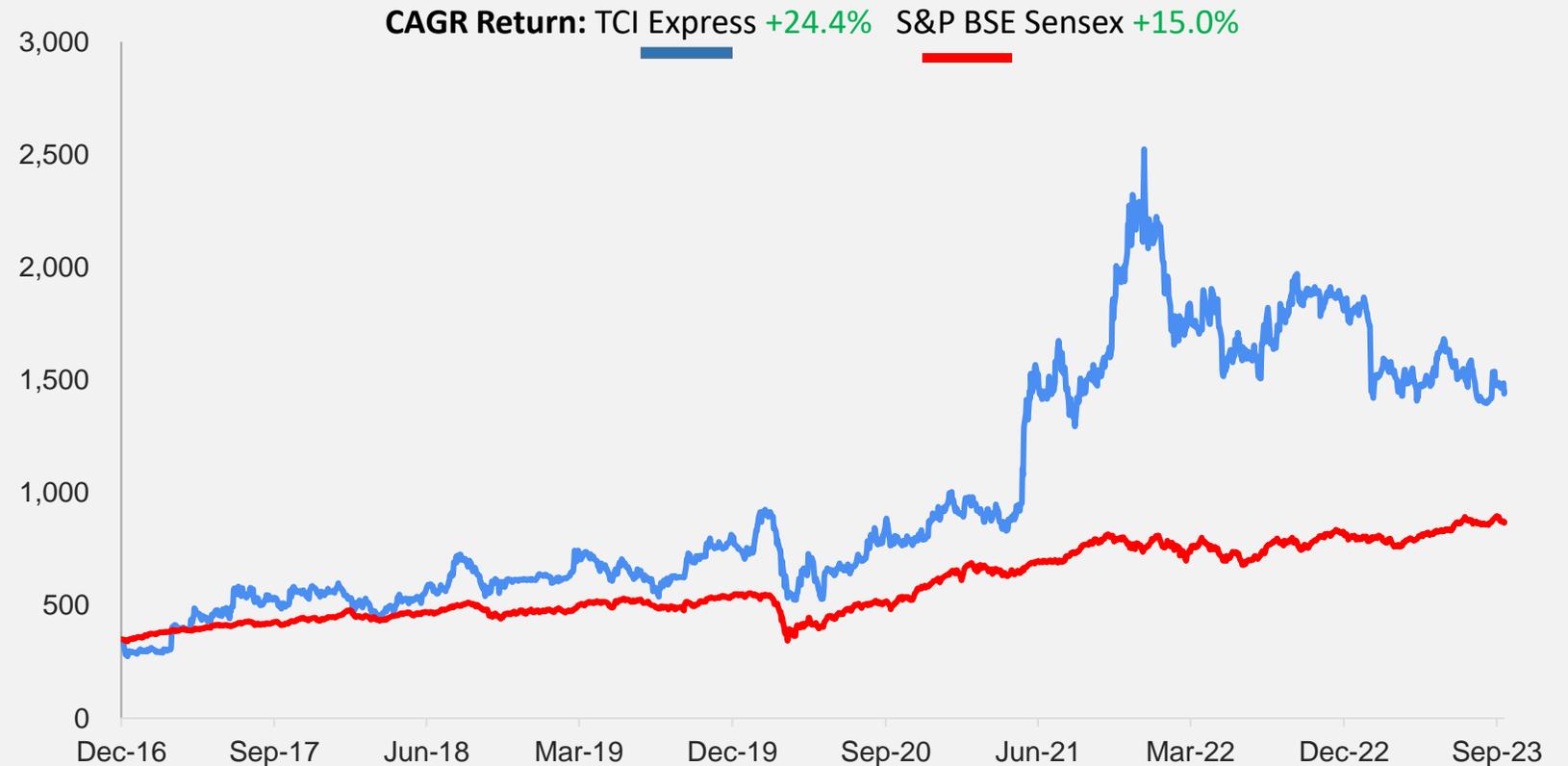


# Capital Market Information

## Key Facts 29<sup>th</sup> September 2023

BSE / NSE Ticker	540212/ TCIEXP
CMP (Rs.)	1,448
Shares O/S (Cr)	3.83
Market Cap (Rs. Cr)	5,548
52 Week H/L (Rs.)	1,980/1,364

## Share Price Information, as on 29<sup>th</sup> Sept 2023



**Note:**

Source: Factset

CAGR calculated from 15 Dec 2016



# 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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