

TCI EXPRESS

LEADER IN EXPRESS

EMPOWERING BUSINESSES WITH EXPRESS SPEED

Revolutionizing Speed, Service, and Sustainability



Q2 & H1 FY25 Earnings Presentation

- Completed 8 years post demerging, positioning itself as a leading B2B delivery company in India. Ranked 713 by market capitalization as of March 31, 2024
- Serves 97% of B2B customers and 3% of B2C customers
- ERP enabled operations, automated processes, barcoding on packaging, GPS enabled vehicles and CCTV surveillance all India
- Leading sustainability by focusing on renewable energy, reducing emissions, and while ensuring strong ethical governance and diverse leadership.
- The only express cargo company in India with own set up across nation. Offers services on Sunday, Holiday and late pickup
- Specialized in offering time-definite solutions with focus on Tier II and III cities

 **2016**
Year of Listing

 **60,000+**
Location Served

 **73+**
Air Gateways

 **970+**
Branch Setup

 **200+**
Countries

 **5,500+**
Containerized Vehicles

 **3,000+**
Work Force

 **28**
Sorting Centers



Asset Light Business Model:

Operating with an asset-light model, optimizing efficiency and flexibility without heavy investments in physical assets



High Value Cargo (Low volume, high margins):

Transporting compact, high-value goods for maximum profitability, with specialized handling and security for efficient, secure shipments



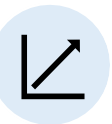
Low Working Capital Requirement:

Minimized working capital needs, enhancing financial stability and operational agility



Lowest Cost Structure:

Lowest cost structure in the industry, ensuring cost-effective solutions for our clients



Expansion of Services:

Expanding service offerings to meet evolving market needs and provide comprehensive logistics solutions



No Franchise, All owned Branches:

All branches owned and operated directly, ensuring consistent quality and control across its network



API based backend technology:

Streamlining processes and integrating seamlessly with client systems for enhanced operational efficiency



Containerized Movement:

Containerized movement for secure and efficient transport, minimizing handling and reducing the risk of damage



Superior Customer Support Services:

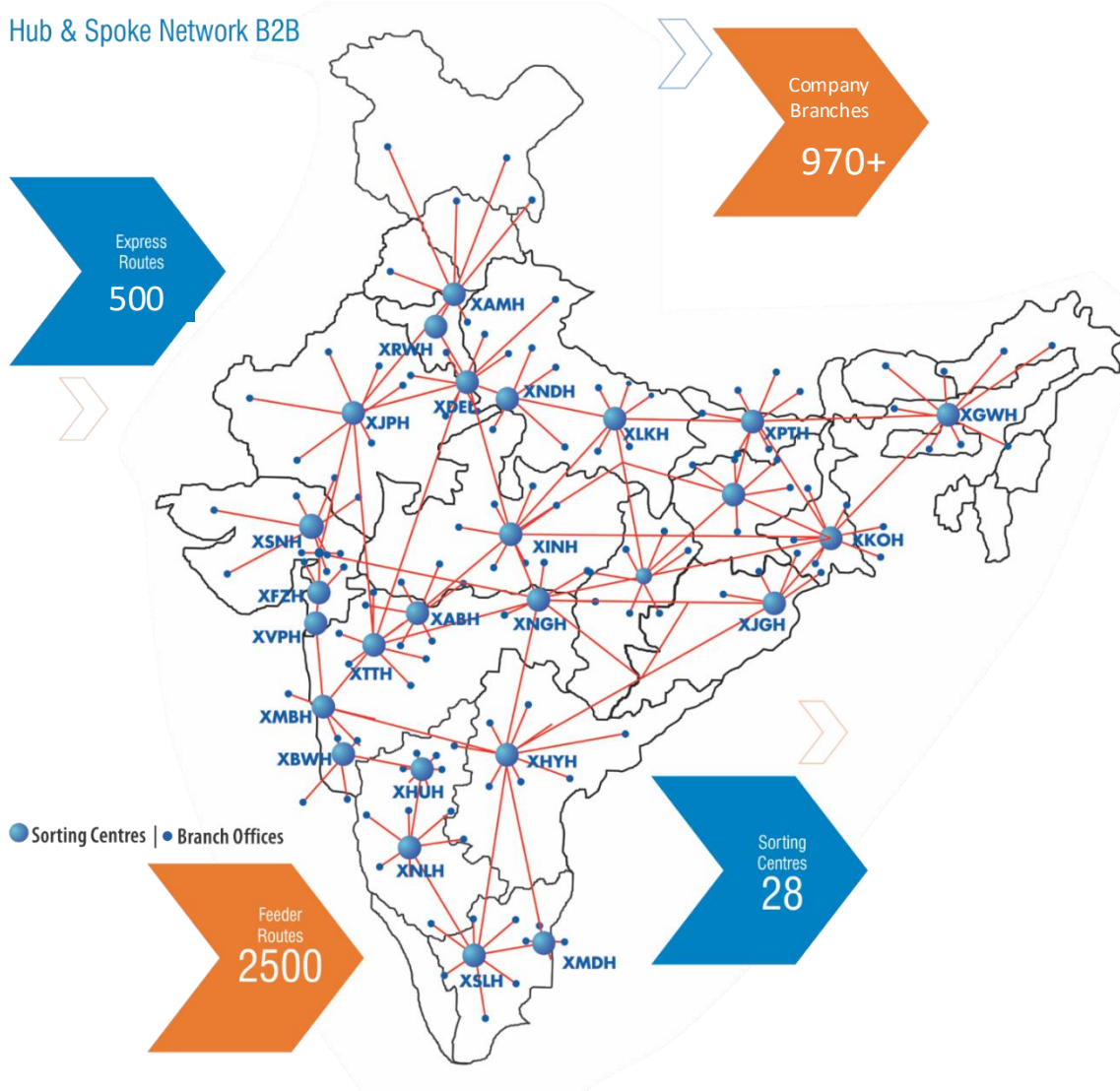
Delivering exceptional customer support, providing responsive and personalized service to meet diverse client needs



Focus on Automation:

Prioritizing automation to optimize processes, increase efficiency and ensure timely delivery of services

Navigating complex Industry Landscapes With Agility and Innovation



Express Services



Surface Express



Domestic and International Air Express



C2C Express



Rail Express



Pharma Cold Chain Express



E Commerce Express

GIGA Sorting Centre, Gurugram

| | |
|--------------|--|
| Location: | Gurugram |
| Area: | 2 lakh sq.ft |
| Solar Panel: | 600 KW |
| Operational: | India's first and largest automated B2B sorting center operational from March 2022 |

Chakan Sorting Centre, Pune

| | |
|--------------|---|
| Location: | Pune |
| Area: | 1.40 lakh sq.ft |
| Solar Panel: | 280 KW |
| Operational: | Equipped with AI cross-belt sorter speeds up sorting, minimizing errors for faster deliveries and reduced inventory times |



GIGA Sorting Centre, Gurugram



Chakan Sorting Centre, Pune



The company achieved full automation at GIGA Sorting Centre, Gurugram and Chakan Sorting Centre, Pune delivering 40% turnaround time reduction and enhanced operational efficiency with AI-enabled technology



Inhouse ERP and Automation



Shorter Turnaround Time



24x7 Higher Capacity Utilization



Enhance Customer Satisfaction



Enhanced Profitability



Expanding Horizons with Rail: Faster, Greener, and Cost-Effective Freight Solutions

❑ Asset Light Business Model

- ✓ Planning to secure dedicated train space to optimize 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
- ✓ Direct transfer of goods from the consignor to the train, followed by delivery from the train to the consignee

❑ 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

5000+
Customer Base

150
Route Presence



Shorter
Turnaround Time

Synergistic with Existing
Express Business

Higher Margin
Business

Uninterrupted
Transportation

Bridging the Gap
between Air & Surface

Infrastructure Backed
by Government



TCI Express offers India's first C2C Express service, utilizing an asset-light business model

Full truckload services nationwide with expedited trucking

Advanced API solutions for seamless integration with logistics systems

Comprehensive GST and GTA compliance services

A single point of contact for all queries



Transportation Mode – Milk Run

- ✓ Comprehensive transportation from origin to multiple destinations with pickup and drop-off services
- ✓ Temperature-controlled logistics, supporting a range of vehicles from 1 ton to 18 tons
- ✓ Real-time GPS tracking along with temperature monitoring using specialized devices

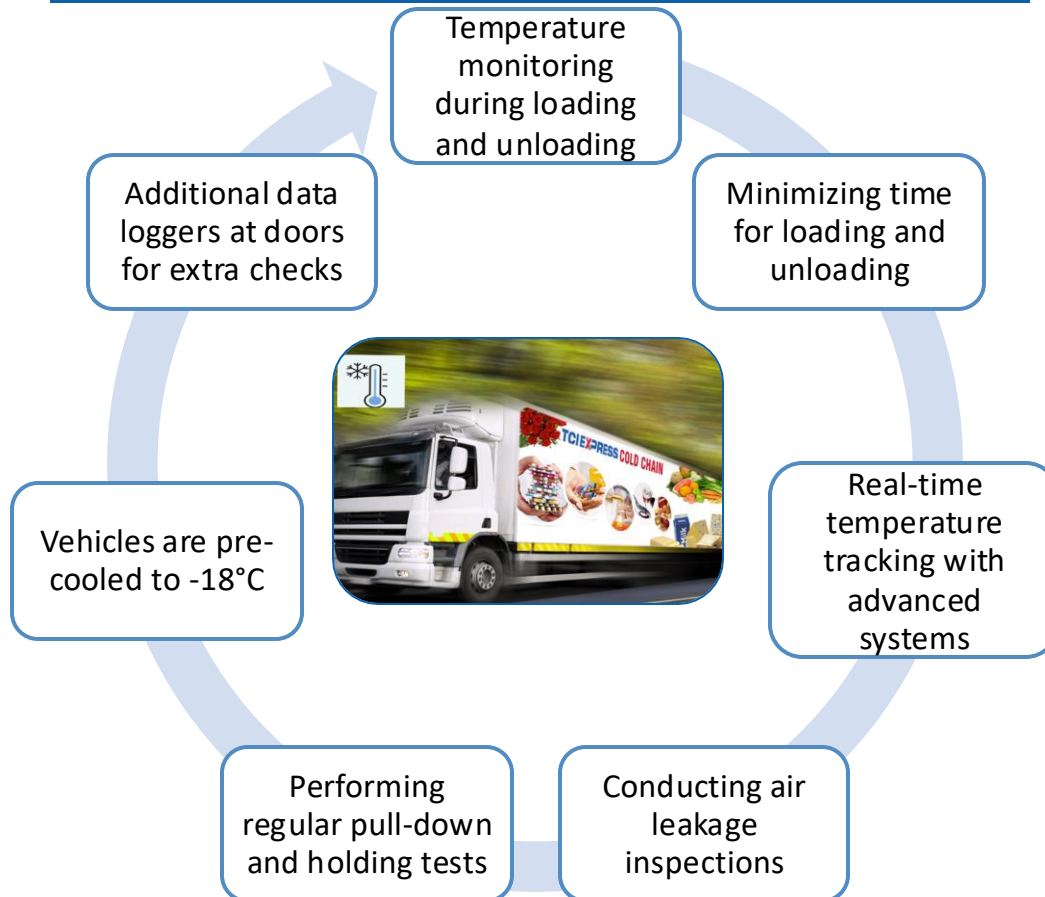
Transportation Mode – Fast Trucking

- ✓ Secure transportation of high-value goods
- ✓ Multimodal transport options, including road, air, and rail services
- ✓ Versatile fleet, including open and containerized vehicles for diverse transport needs



TCI Express has effectively implemented the Pharma Cold Chain Express Service, utilizing an asset-light approach

Standard Operating Procedures followed by TCI Express



TCI Express Pharma Cold Chain Transportation

- TCI Express continues to use the asset-light model for Cold Chain logistics in the pharma sector
- Ensuring temperature stability for pharma shipments like frozen blood plasma or vaccines, adhering to industry standards
- Frozen products are dispatched according to FSSAI guidelines, maintaining temperature consistency
- Temperatures are monitored via data loggers, with real-time tracking provided through advanced tracing technology
- GPS tracking and real-time data are available for customers
- Proper handling during loading and unloading to ensure no temperature deviations

TCI Express has Introduced an Industry-leading Money Back Guarantee Initiative

Guarantees all deliveries will arrive within the agreed-upon time

Provides a full reimbursement of the basic freight charges if deliveries are delayed beyond the guaranteed schedule

Applies across all transportation methods, including Surface Express, Rail Express, and Air Express

Ensures an easy booking experience and a seamless claims process

Increases flexibility by offering solutions for a wide array of logistics needs

TCI EXPRESS
LEADER IN EXPRESS

MONEY BACK GUARANTEE
CUSTOMER SATISFACTION

ON TIME DELIVERY

WE PROMISE PUNCTUALITY OR *YOUR PAYMENT RETURNED*

- GUARANTEED ON TIME DELIVERY
- APPLICABLE FOR AIR, SURFACE AND RAIL SHIPMENTS.
- 100% BASIC FRIGHT REFUNDS ON DELAYED DELIVERIES
- COVERING ALL METRO ACROSS INDIA
- HASSLE-FREE BOOKINGS & SEAMLESS CLAIM SETTLEMENT

Terms & Conditions

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

Total Income

Rs. 313.9 Cr

EBITDA

Rs. 40.5 Cr
12.9% Margin

Profit After Tax

Rs. 26.3 Cr
8.4% Margin

Dividend per Share

Rs. 3.0

Key Highlights

- The company faced cost pressures, particularly in the Air Express division due to airline consolidation and increased pricing. To manage this, we aim to pass on the cost impacts to our customers
- Slower growth in sectors such as Manufacturing, Automobile, and Textile led to reduced demand, resulting in softer revenues and profit margins
- TCI Express successfully expanded its multimodal services. The growth of Rail Express significantly optimized transport times and opened new avenues for enhancing margins, positioning the company for stronger long-term performance and operational resilience
- The capacity utilization during the quarter was at 83.0%
- The company continued to invest in expansion, successfully opening three new branches to strengthen its market presence and reach





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

“TCIEXPRESS, showing modest improvement in revenues and maintained its margins sequentially in Q2 FY2025, reflecting the company's efficient operational strategies, innovative service offerings and market adaptability, strengthening its position as India's most trusted and fastest-growing express delivery company.

However, year-on-year revenue saw a slight dip due to certain factors, including prolonged monsoon rains led to waterlogging and flooding, causing supply chain disruptions and delivery delays. Additionally, lower activity in manufacturing and automotive sectors, coupled with geopolitical tensions, softened logistics demand. We continue to adapt and take proactive steps to mitigate these factors.

Amidst these challenges, TCI Express remains focused on driving operational efficiencies and positioning the company for long-term growth. We have made significant strides in automation, with our sorting centres in Gurugram and Pune already demonstrating improved operational efficiency. We are now planning to extend this initiative to our upcoming facilities in Ahmedabad and Kolkata. With a focus on expanding its network, the company has successfully launched three new branches to enhance accessibility and market reach. Additionally, our multimodal express services having both rail and air solutions as major contributors, continue to grow and we aim to increase their contribution to 20-22% of total revenue over the next 2-3 years, further strengthening our service offerings and competitive position.

We are pleased to announce our first interim dividend of Rs. 3.00 per share for FY24-25, reflecting our dedication to delivering value to our shareholders. This demonstrates our ongoing commitment to rewarding investor confidence while maintaining a focus on sustainable growth and profitability.

CSR continues to be a core focus at TCI Express, resulting in the formation of the CSR arm 'TCIEXPRESS Foundation'. We recently inaugurated our first Jaipur Foot and Rehabilitation Centre in Lucknow, aimed at improving the lives of physically challenged individuals (Divyang) across the region. This initiative, in collaboration with TCI foundation provides free artificial limbs, crutches, and calipers to those in need. The centre has already served ~100 individuals. Additionally, the foundation organized the Shri P.D. Agarwal Blood Donation Drive 2024, with 1,334 participants nationwide. We are proud to have received the Iconic Brand of India 2024 award and the Rajasthan Business Award for Best in Logistics.

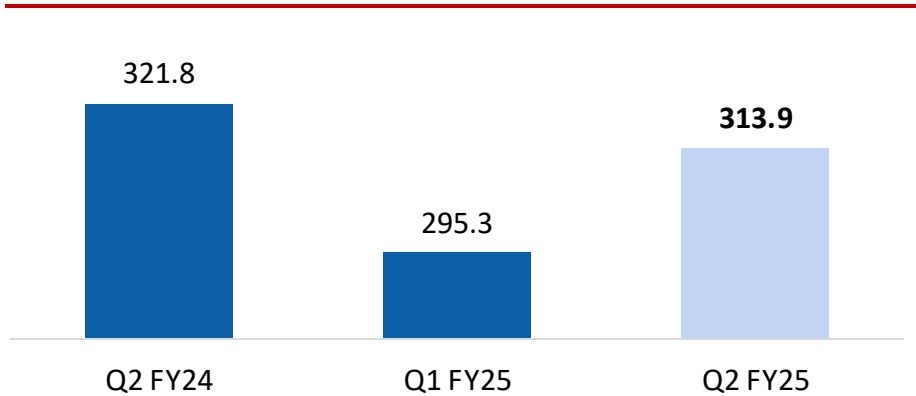
Looking ahead, we anticipate a recovery in demand with the upcoming festive season. TCI Express remains steadfast in its commitment to leveraging its strengths, seizing growth opportunities, and maintaining a customer-centric approach. Our strategic initiatives and robust fundamentals will continue to propel us towards sustained growth and enable us to deliver superior value to our customers.”

- Total Income for the quarter stood at Rs. 313.9 Crores, registering an increase of 6.3%, if compared with Q1 FY25 and a decrease of 2.4% Y-o-Y
- Sustaining margins:
 - EBITDA and PAT margins demonstrated an upward trend, having increased since the previous quarter
 - The contribution to revenue from extended services, particularly from rail express, has been steadily increasing
- Capital expenditure of Rs. 10.62 Crores in Q2 FY25 for expansion of our branch network, construction of sorting centers and ramping up our IT infrastructure
- Multimodal express services continues to diversify its service offerings, with plans to increase their revenue contribution to 20-22% over the next 2-3 years, thereby enhancing competitiveness

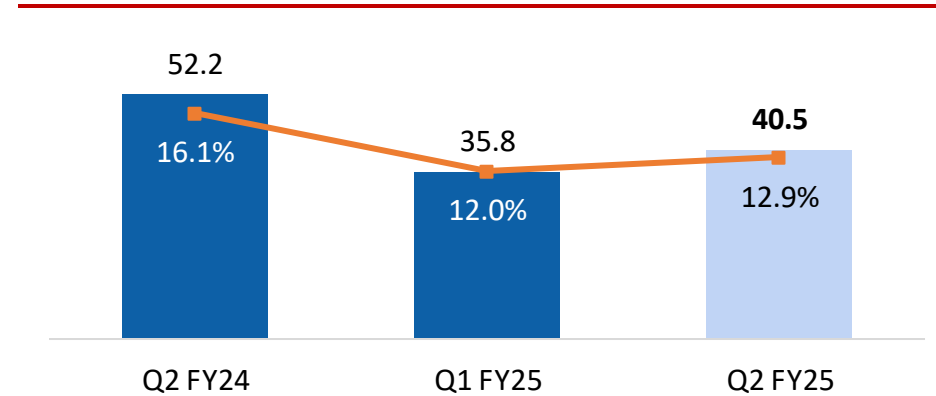
- Persistent inflation led to higher transportation costs and compressing margins. Heavy monsoon conditions resulted in water logging, causing longer delivery lead times and operational setbacks
- Lower demand especially in production-dependent sectors such as Automobile, Textile contributed to softer revenues and reduced profit margins
- Significant strides were made in automation, with sorting centers in Gurugram and Pune demonstrating improved efficiency. The extension of these enhancements to Ahmedabad and Kolkata is planned to further boost performance
- SME performance showed slight improvement, but the overall impact remained limited due to broader economic challenges from high inflation, rising labor costs and elevated interest rates
- The company anticipates a demand recovery with the upcoming festive season, supported by ongoing customer-centric approaches and strategic growth initiatives

Resilient financial performance and profitability by maintaining industry leading margin profile

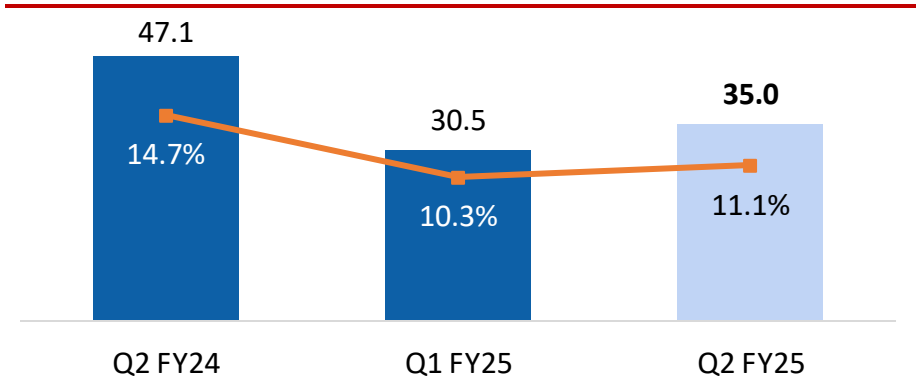
Total Income



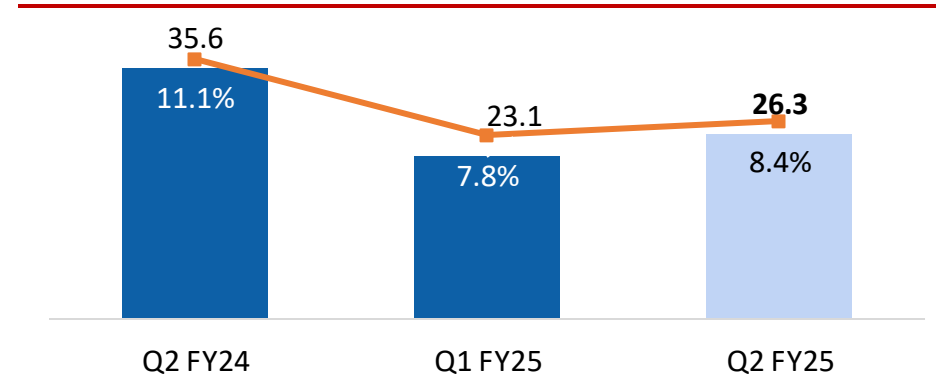
EBITDA and Margins



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



| Particulars (in Cr) | Q2 | | Y-o-Y | Q1 | Q-o-Q | H1 | | Y-o-Y |
|------------------------|--------|--------|------------|--------|------------|--------|--------|------------|
| | FY2025 | FY2024 | Growth (%) | FY2025 | Growth (%) | FY2025 | FY2024 | Growth (%) |
| Income from Operations | 311.5 | 320.0 | (2.7)% | 293.0 | 6.3% | 604.5 | 624.9 | (3.3)% |
| Other Income | 2.5 | 1.8 | | 2.3 | | 4.7 | 3.3 | |
| Total Income | 313.9 | 321.8 | (2.4)% | 295.3 | 6.3% | 609.2 | 628.1 | (3.0)% |
| EBITDA | 40.5 | 52.2 | (22.4)% | 35.8 | 13.2% | 76.4 | 100.1 | (23.7)% |
| Margin (%) | 12.9% | 16.2% | | 12.1% | | 12.5% | 15.9% | |
| EBIT | 35.2 | 47.5 | (25.9)% | 30.7 | 14.6% | 66.0 | 90.8 | (27.3)% |
| Margin (%) | 11.2% | 14.8% | | 10.4% | | 10.8% | 14.4% | |
| PBT | 35.0 | 47.1 | (25.8)% | 30.5 | 14.8% | 65.4 | 90.0 | (27.3)% |
| Margin (%) | 11.1% | 14.7% | | 10.3% | | 10.7% | 14.3% | |
| PAT | 26.3 | 35.6 | (26.1)% | 23.1 | 13.8% | 49.4 | 67.9 | (27.2)% |
| Margin (%) | 8.4% | 11.1% | | 7.8% | | 8.1% | 10.8% | |
| EPS | 6.9 | 9.3 | (26.0)% | 6.0 | 13.6% | 12.9 | 17.6 | (27.1)% |

Notes:

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

* All numbers in Crores unless specified



Maintained stable Gross margins and showcasing our resilience through consistent capacity utilization and operational efficiencies

Total Income

Rs. 609.2 Cr

EBITDA

Rs. 76.4 Cr
12.5% Margin

Profit After Tax

Rs. 49.4 Cr
8.1% Margin

Cash Flow from Operations

Rs. 22.0 Cr

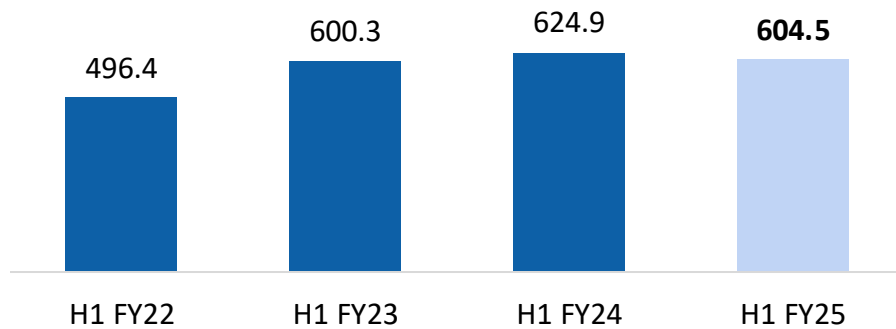
Key Highlights

- The capacity utilization during H1 FY25 was at 82.5%
- The automation of sorting centers in Gurugram and Pune has boosted efficiency and streamlined processes
- Strong cash flow from operation of Rs. 22 crores
- Paid a total dividend of Rs. 3 per share for H1 FY25
- The revenue mix comprised a 49% contribution from SME customers, with the remaining 51% from other customers
- Achieved cash profit* of Rs. 33.07 Crores in Q2 FY2025 compared to Rs. 28.78 Crores in Q1 FY2025

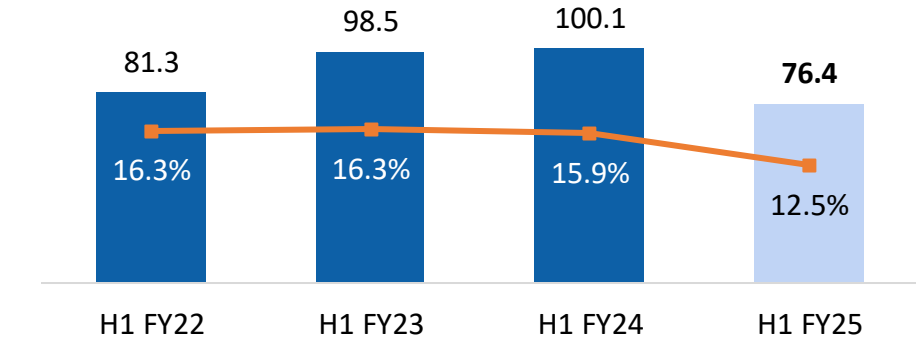
*Cash Profit = Net Profit + Depreciation

Strong track record of consistently delivering an industry-leading margin profile

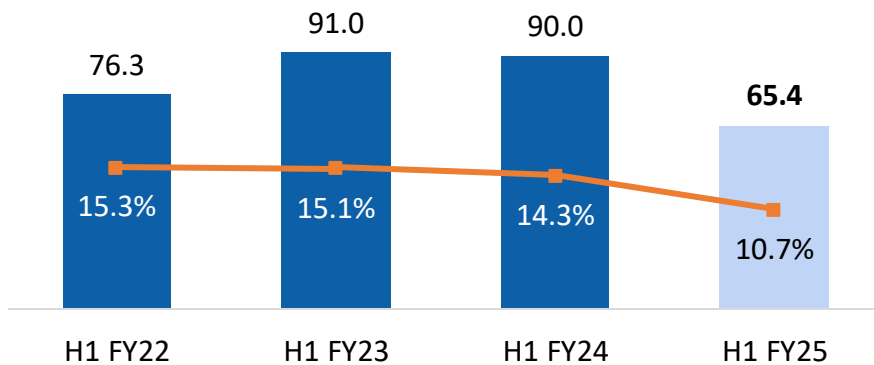
Total Income from Operations



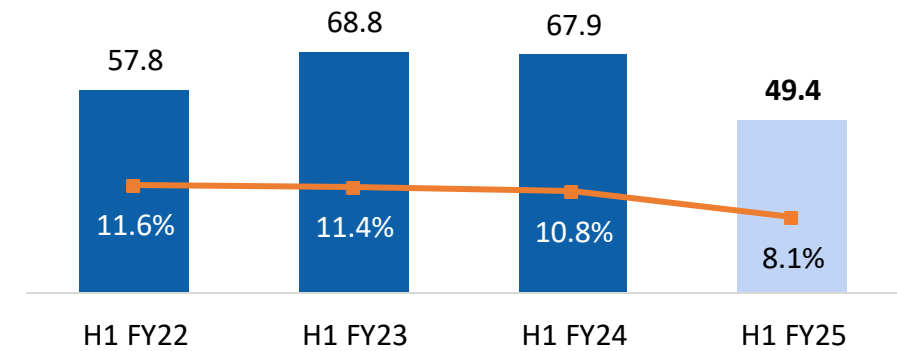
EBITDA Margins



PBT and Margins



PAT and Margins



Notes:

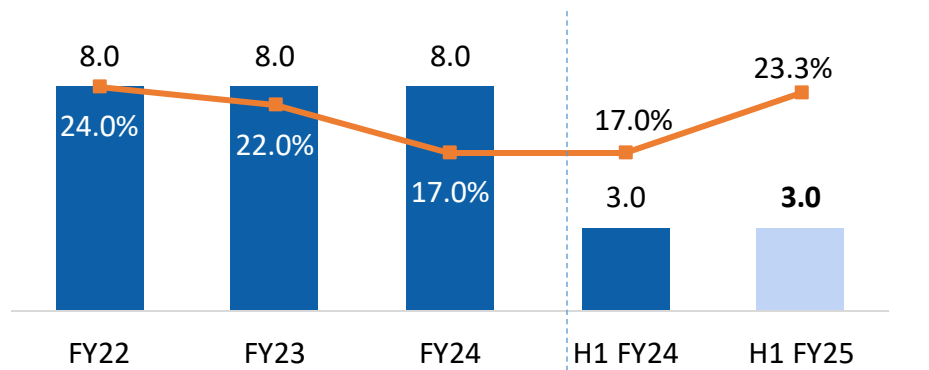
1. EBITDA includes other income
2. All Margins are calculated on Total Income

* All numbers in Crores unless specified

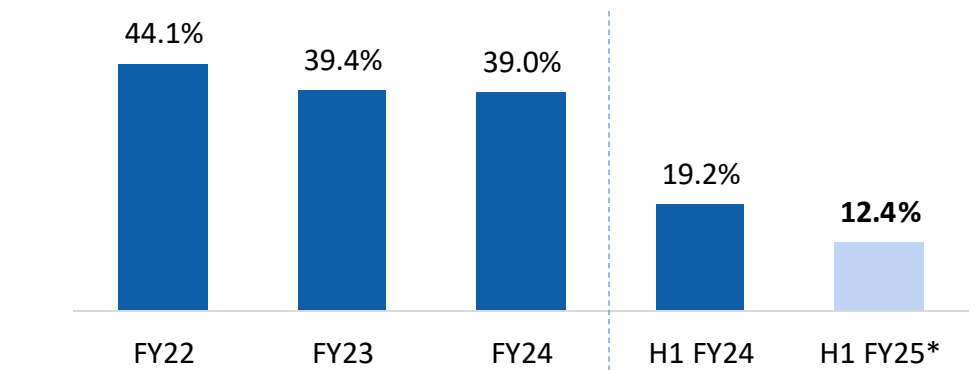


Delivering consistent growth and profitability for our shareholder

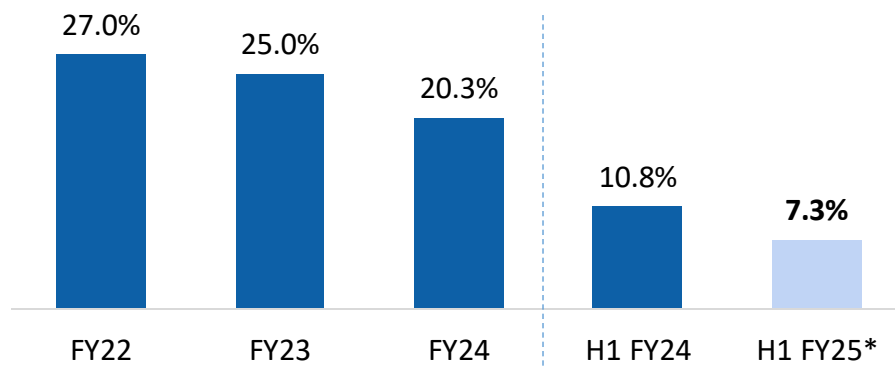
Dividend per Share (Rs) & Payout (%)



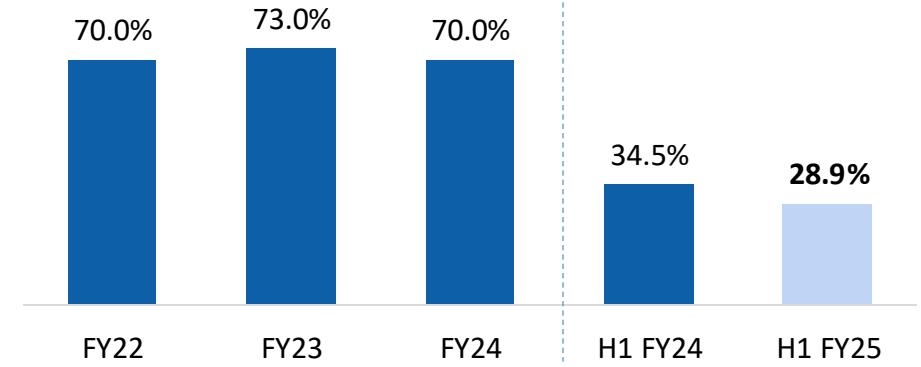
Return on Capital Employed (%)



Return on Equity (%)

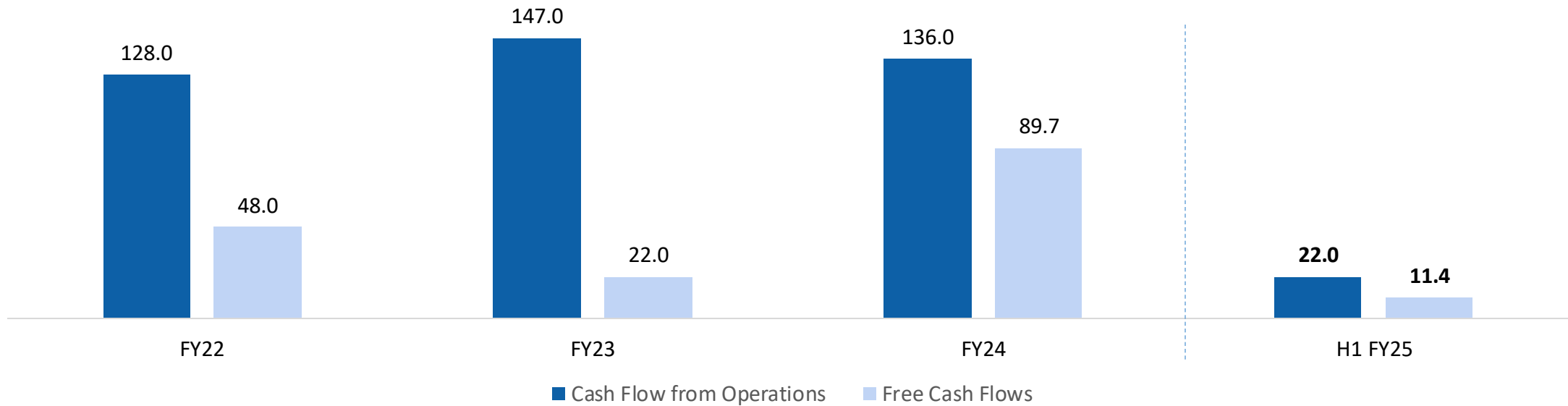


Cash Conversion Ratio (%)



- H1 FY25 ratios are not annualized
- ROCE has been calculated on the basis of core assets only
- Other Income has been excluded from EBIT for calculating ROCE

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



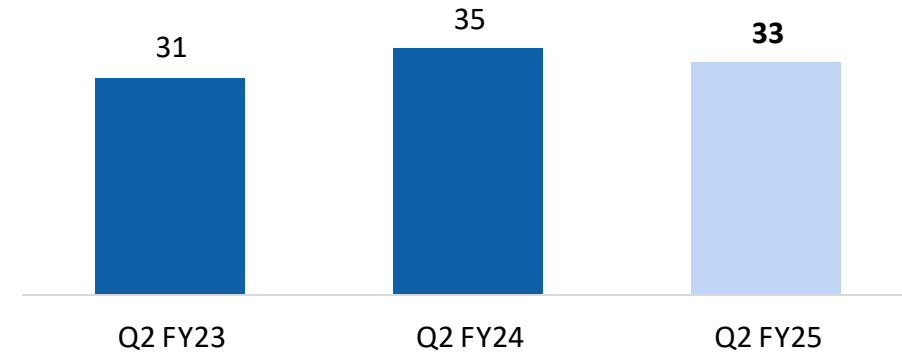
- Cash flow from operations of Rs. 22 crore for H1 FY2025
- During H1 FY2025, the company incurred capital expenditure of Rs. 10.62 Crores for expansion of our branch network, construction of sorting centers and ramping up our IT infrastructure
- Efficient working capital management, along with debt free capital structure contributes to generating sustainable free cash flow and attractive returns to shareholders

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

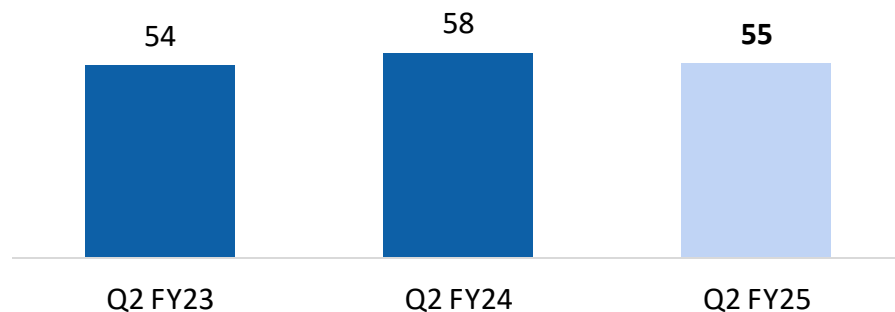
| Particulars (in Cr) | Sept-23 | Mar-24 | Sept-24 |
|---------------------|----------------|-----------------|-----------------|
| Long Term Debt | 0.0 | 0.0 | 0.0 |
| Short Term Debt | 0.13 | 2.73 | 0.93 |
| Total Debt | 0.13 | 2.73 | 0.93 |
| Less: Liquid Assets | 58.77 | 104.58 | 109.56 |
| Net Debt | (58.64) | (101.85) | (108.63) |
| Total Equity | 659.93 | 703.96 | 749.30 |
| Net Debt/Equity | (0.09x) | (0.15x) | (0.15x) |

Stable Working Capital Management

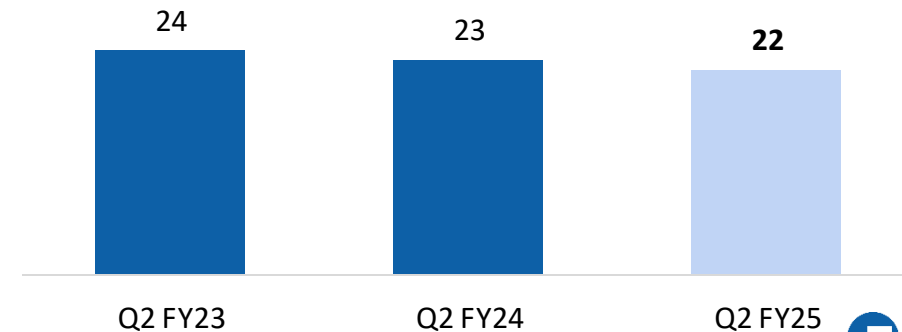
Payables Days



Receivables Days



Net Working Capital Days

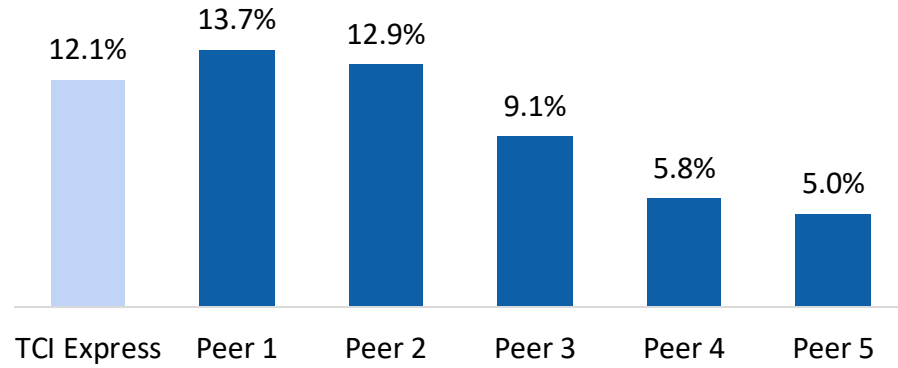


Note: Receivable Days has been calculated on Revenue from Operations inclusive of GST for the respective quarters

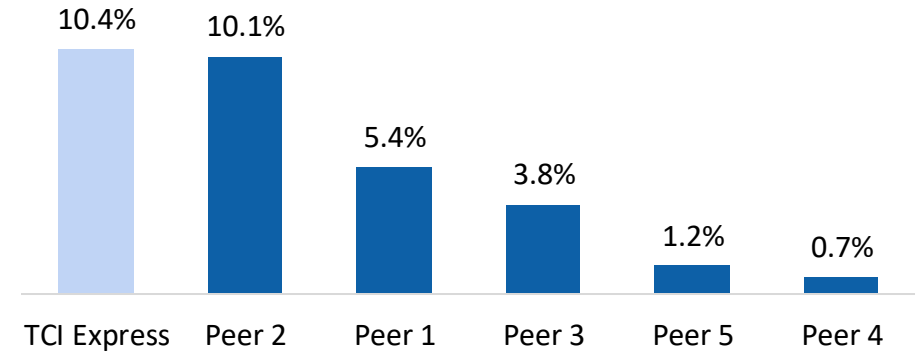
| Particulars (Rs Crores) | H1 FY2024 | H1 FY2025 |
|---------------------------------|---------------|---------------|
| Assets | | |
| Non-Current Assets | | |
| Property, Plant and Equipment | 342.77 | 412.59 |
| Right of Use Assets | 30.97 | 28.96 |
| Capital Work in Progress | 70.25 | 26.43 |
| Intangible Assets | 2.96 | 4.47 |
| Financial Assets | | |
| Investments | 2.95 | 15.61 |
| Total Non-Current Assets | 449.90 | 488.06 |
| Current Assets | | |
| Financial Assets | | |
| Trade receivables | 240.68 | 238.31 |
| Cash & cash equivalents | 11.54 | 14.11 |
| Other Bank Balances | 3.05 | 8.58 |
| Other Financial Assets | 18.33 | 11.83 |
| Investments | 44.18 | 86.87 |
| Current Tax Assets (Net) | 2.43 | 8.13 |
| Other current assets | 25.26 | 24.18 |
| Total Current Assets | 345.47 | 392.00 |
| TOTAL ASSETS | 795.37 | 880.06 |

| Particulars (Rs Crores) | H1 FY2024 | H1 FY2025 |
|--------------------------------------|---------------|---------------|
| Equity and Liabilities | | |
| EQUITY | | |
| Equity Share Capital | 7.67 | 7.68 |
| Other Equity | 652.26 | 741.63 |
| Total Equity | 659.93 | 749.30 |
| LIABILITIES | | |
| Non-Current liabilities | | |
| Lease liabilities | 6.83 | 6.01 |
| Long Term Borrowings | 0.0 | 0.0 |
| Deferred Tax liabilities (Net) | 11.80 | 14.73 |
| Total Non-Current Liabilities | 18.63 | 20.73 |
| Current liabilities | | |
| Short Term Borrowings | 0.13 | 0.93 |
| Lease liability | 3.64 | 1.98 |
| Trade Payables | | |
| MSME | 1.65 | 1.17 |
| Other | 82.19 | 77.46 |
| Others Financial liabilities | 8.41 | 8.37 |
| Provisions | 7.90 | 7.72 |
| Other Current liabilities | 12.89 | 12.40 |
| Total Current Liabilities | 116.81 | 110.02 |
| Total Liabilities | 135.44 | 130.76 |
| Total Equity And Liabilities | 795.37 | 880.06 |

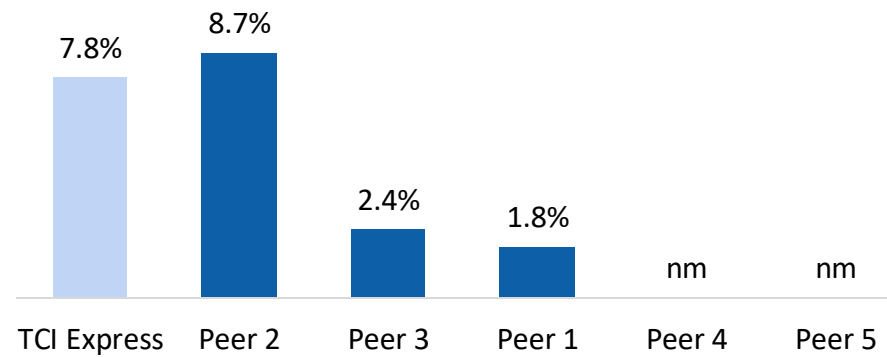
EBITDA Margins %



EBIT Margins %



PAT Margins %



Notes:

1. All financials are based on Q1 FY2025 reported numbers
2. EBITDA and EBIT including Other Income



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 2024
- ✓ Branch offices increased from 500 in FY 2017 to 970+ branches in FY 2024
- ✓ Sorting centers increased from 26 in FY 2017 to 28 in FY 2024
- ✓ Customers count increased from 1.6 Lakh in FY 2017 to 2.25 Lakh in FY 2024

Generating Returns for Stakeholders

- ✓ Strong track record of consistently delivering enhanced margins and profitability post demerger. EBITDA growing at a CAGR of 17% and net profit is at a CAGR of 20%
- ✓ Consistently paying dividends for the last 8 years and generating a high return on capital employed
- ✓ Debt-free company, maintaining a strong balance sheet and flexible capital structure





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 centers to drive operational efficiency and enhance profitability



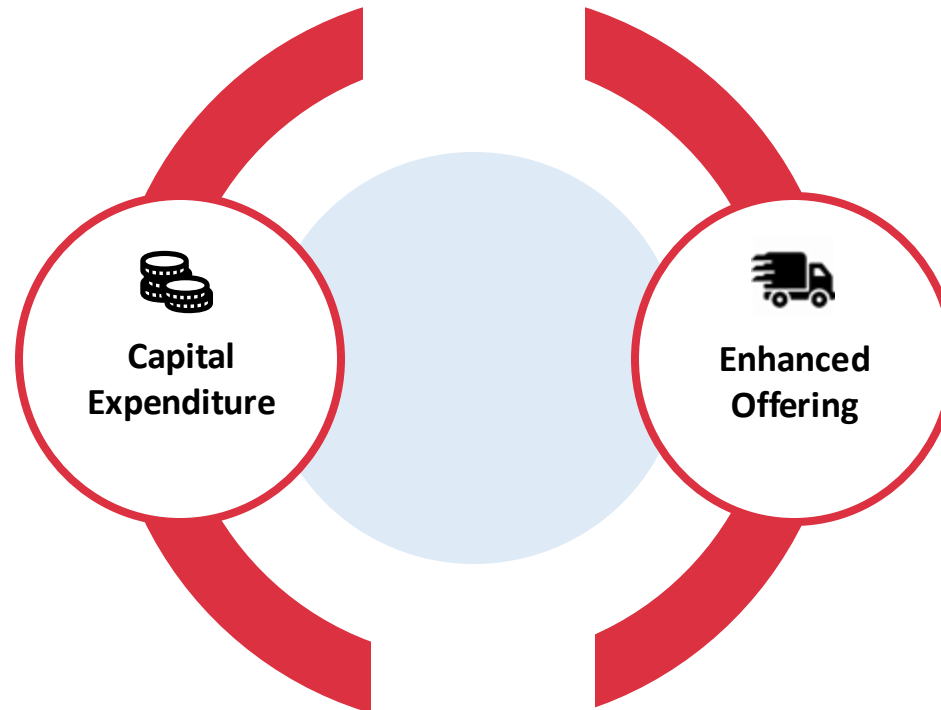
Government Initiatives to strengthen the logistics sector and focus on infrastructure to provide seamless connectivity to remote rural areas

✓ Planned CapEx of Rs. 500 crores in 5 years (FY23-FY27)

| | |
|------------------------|--------------|
| FY23 | 119.55 |
| FY24 | 46.07 |
| FY25 (H1) | 10.62 |
| H2 FY25, FY26 and FY27 | 323.76 |

✓ Future capex plans include similar construction and automation in Kolkata and Ahmedabad

✓ Capex from FY23 till H1 FY25 was allocated towards branch network expansion and automation



- ✓ Launch and expansion of Rail service offerings
- ✓ Emphasis on Extended and Value-Added services such as Pharma Cold Chain and C2C express
- ✓ Continuous focus on volume growth through B2B client acquisition
- ✓ Money Back Guarantee Scheme
- ✓ Investment in sorting centers
- ✓ Automation and enhancing technological capabilities



Expansion into New Markets



- TCI Express aims to grow its network further by **increasing the number of service locations, pickup points, and delivery centers**. This includes extending its footprint in both domestic and international markets, enhancing connectivity across 200+ countries and territories

Sustainability Initiatives



- A major focus is on **reducing environmental impact** by investing in renewable energy and sustainable practices. TCI Express has installed solar panels at its Pune and Gurugram sorting centers, generating over 1.7 million kWh of clean energy. This aligns with the company's goals of minimizing carbon emissions and promoting eco-friendly logistics

Technology Driven Operations



- **AI-driven systems**, like the automated cross-belt sorter, have reduced turnaround times by 40%. The company plans to implement similar **technologies at key sorting centers**, further enhancing operational efficiency and accuracy
- The company is enhancing its **cybersecurity posture** and investing in disaster recovery capabilities

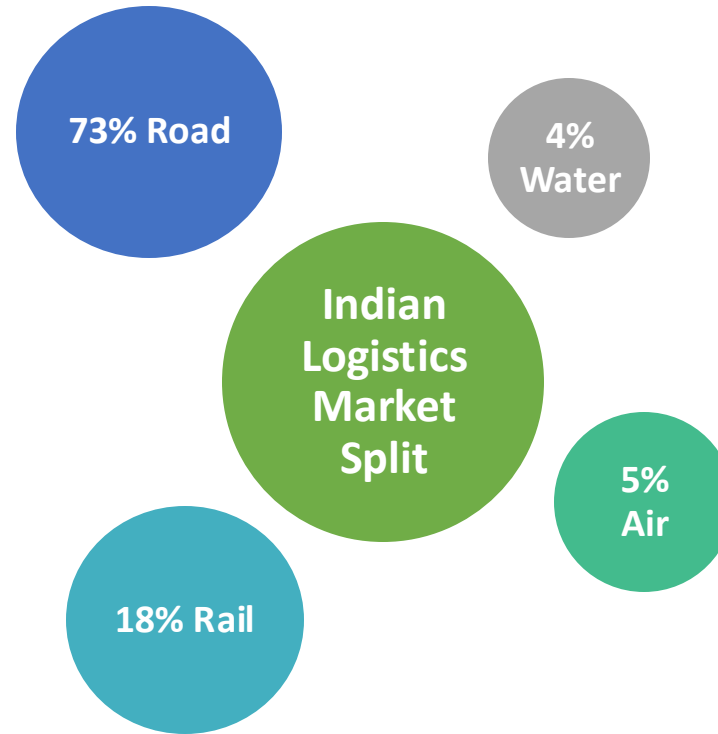
New and Enhanced Services



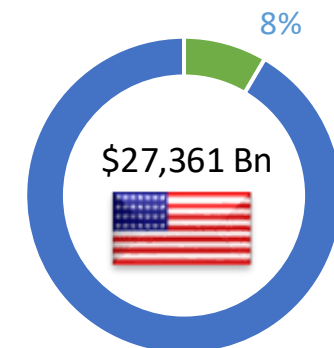
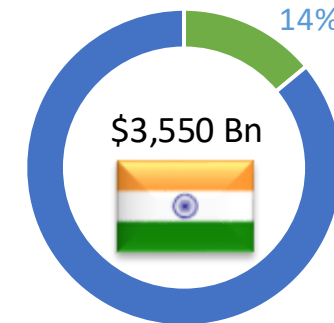
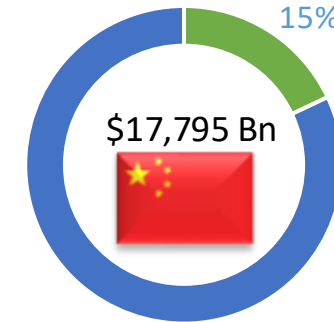
- **Tailoring services** for specific industries like Pharma Cold Chain, Aerospace, and Engineering is a priority. TCI Express's ability to deliver customized, **sector-specific solutions** positions it as a reliable partner for industries with complex logistics needs
- New services such as Rail Express, C2C Express, Pharma Cold Chain Express, Air Express are expected to contribute one-fourth of the top-line



- India GDP \$3.55 Tn
- Total Logistics Spend \$448 Bn
- Road Transportation \$210 Bn
- Un-Organised Segment 90%
- TCI Express Carries \$14 Bn
- TCI Express Market Share 7%



Logistics as % of GDP



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



Government Initiatives and Policy Support

National Logistics Policy (NLP): Launched in 2022, this policy is central to India's logistics transformation. It targets a reduction in logistics costs from 13-14% of GDP to 8%, aiming to bring India closer to global benchmarks by 2030. The NLP also focuses on improving coordination among different modes of transport, reducing bottlenecks, and enhancing the overall efficiency of the supply chain.

PM Gati Shakti National Master Plan: Introduced in 2021, this initiative aims to develop multimodal connectivity infrastructure. Over 1,400 data layers have been integrated into its portal, which helps in better planning and execution of infrastructure projects. This initiative supports coordinated development across highways, railways, ports, and airports, further boosting the efficiency of logistics.



Growing Demand and Expansion

B2B Logistics Expansion: The growing demand for specialized B2B logistics solutions, particularly from industries like pharmaceuticals, automotive, and consumer durables, is driving the need for time-sensitive, reliable logistics services. TCI Express is well-positioned to capitalize on this trend with its focus on surface and air express deliveries, enabling faster and more efficient supply chain operations.

Rising Demand for Cold Chain Logistics: As sectors like pharmaceuticals, healthcare, and agri-tech increasingly rely on temperature-sensitive logistics, the demand for cold chain solutions is expected to grow. Well-positioned to capitalize on this growing need, particularly as the healthcare and pharma sectors expand in India.



Infrastructure Development

Transport and Connectivity Investments: India has made substantial investments in its roadways, railways, and ports to lower logistics costs and enhance speed. The development of expressways and highways, particularly through the **Bharatmala Project**, has greatly improved road connectivity across the country, reducing travel times and increasing efficiency for freight movement.

Additionally, the **Dedicated Freight Corridors (DFC)** for railways are pivotal in enhancing freight efficiency, as they separate freight from passenger lines. This segregation minimizes delays, reduces congestion on regular railway networks, and ensures faster and more reliable movement of goods. These initiatives are key to streamlining logistics, improving operational efficiency, and supporting India's economic growth.



Sustainability and Technology Adoption

Sustainability as a Key Driver: As more companies adopt Environment, Social, and Governance (ESG) frameworks, sustainable logistics practices are gaining prominence. There's a rising demand for green logistics solutions, including the use of electric vehicles, biofuels, and energy-efficient warehousing. By 2024, sustainability will play an even greater role as businesses seek to minimize their carbon footprints while maintaining logistics efficiency.

Technology Integration: Technologies like Artificial Intelligence (AI), blockchain, the Internet of Things (IoT), and Big Data are transforming supply chains, making logistics more predictive and responsive. These tools allow for real-time tracking, enhanced route optimization, and efficient inventory management, which are essential to supporting the growing demands of the sector.

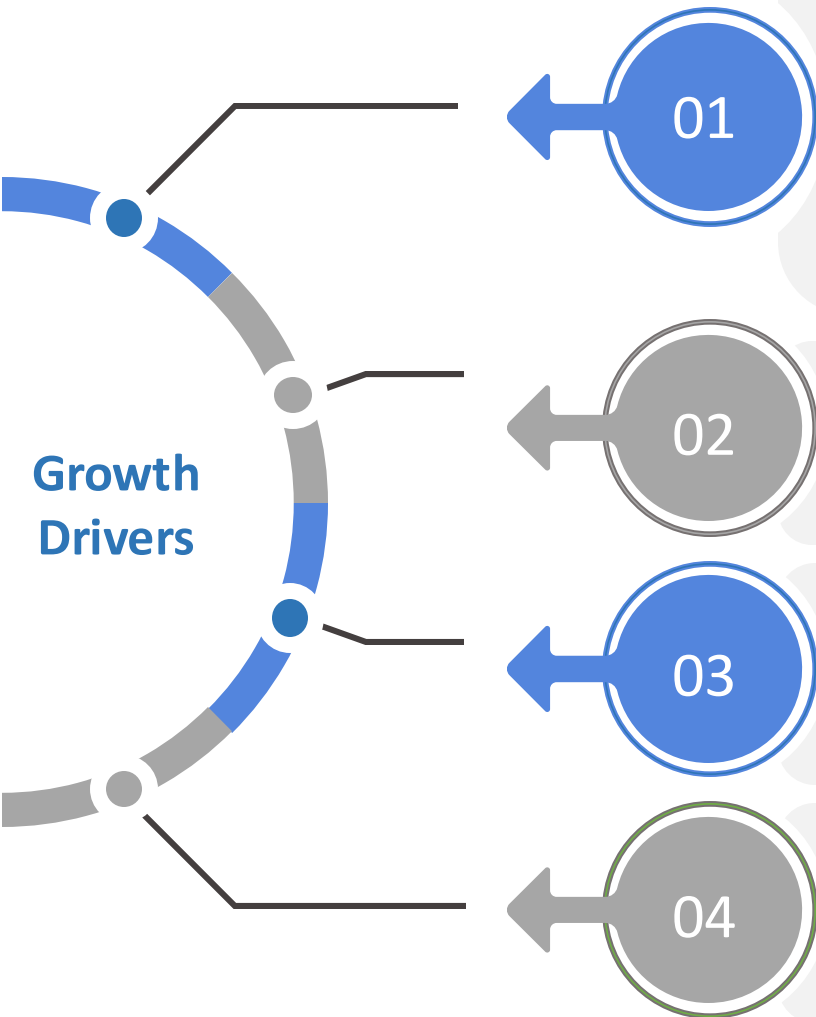
Collectively shaping a promising outlook for India's logistics industry

Source:

1. [FY-Logistics Report](#) 2. [Dhristi IAS](#) 3. [Devdiscourse](#)



www.tciexpress.in



Digital Transformation

- Digitalisation, through technologies like IoT devices, RFID tags, GPS/GSM trackers, and automated sorting systems, significantly reduces operational times and streamlines procedures, boosting overall efficiency in logistics
- New technologies using **AI-based toll management and GPS enabled payments –Global Navigation Satellite System (GNSS)** are being tested. These systems allow trucks to pass seamlessly through tolls without any human intervention or manual scanning, reducing delays even further.
- **Pharma Cold Chain** uses advanced refrigeration systems and real-time temperature monitoring to ensure that sensitive pharmaceutical products remain within required temperature ranges during transport.

Rising Export Opportunities

- As Indian manufacturers increasingly engage with global brands and markets, there is a growing need for efficient logistics to support both international exports and local consumption

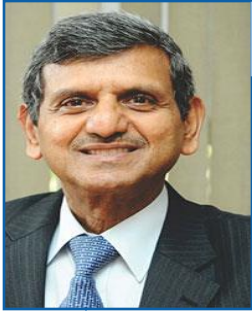
Focus on Green Energy

- The Indian government's focus on green energy in logistics, including the National Hydrogen Mission, aims to advance hydrogen technology for transport, position India as a leader in green hydrogen and reduce the logistics sector's energy usage and carbon footprint

Gati Shakti Multi-Modal Cargo Terminal (GCT)

- The 'Gati Shakti Multi-Modal Cargo Terminal (GCT)' policy encourages private investment in cargo terminal infrastructure by allowing non-railway agencies to develop terminals. This initiative boosts private sector involvement in Indian Railways





Mr. D P Agarwal, Chairman & Director

Mr. D P Agarwal has been associated with the transport industry for more than 51 years. He has been contributing to 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. Mukti Lal, Chief Financial Officer

Mr. Mukti Lal, a seasoned Chartered Accountant, has been associated with TCI Group for over 2 decades in various capacities. He has been serving as the company's CFO since TCIEXPRESS's demerger from TCI Group in 2016. Previously, he served as CFO-XPS, Division of Transport Corporation of India Limited. As an experienced finance professional, Mr. Mukti's finance acumen and strategic vision have taken TCIEXPRESS to new heights.



Mr. Chander Agarwal, Managing Director

Mr. Chander Agarwal is a Bachelor of Science in Business Administration from Bryant College, Smithfield, RI. He joined TCI Group 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.



Mr. Hemant Srivastava, Chief Operating Officer Surface Express

Mr. Hemant Srivastava, the Chief Operating Officer (Surface) at TCI EXPRESS, has significantly contributed to the company's success over his 20-year tenure. His financial acumen has shaped strategies and operations, holding various key roles like Regional Express Manager (Ahmedabad & Chennai) and Zonal Manager. Prior to TCI Group, he amassed experience in industrial gas manufacturing and government projects, contributing to accounting and audit.



Mr. Pabitra Mohan Panda, Sr. Chief Sales & Marketing Officer

Mr. Pabitra Mohan Panda has joined the TCI Group in the year 1998 and has distinguished service record of 26 years to the company.

Over the years, he has worked across multiple functions and departments, ascending to the role of Sr. Chief Sales and Marketing Officer.

Before this, he served as the Regional Express Manager for the Delhi Region.



Mr. Ashok Pandey, Chief Operating Officer Multimodal Express

Mr. Ashok Pandey, serves as the Chief Operating Officer (Multimodal) at TCI EXPRESS. He leads strategic management for Air domestic/International, Rail, Cold Chain, and C2C verticals. With over two decades at TCI Group, he held key roles in operations, last-mile delivery, and project management, including Zonal and Regional Express Manager. Across his 28-year career, Mr. Pandey garnered vast experience working in prominent regions spanning East to West and North to South India.



Key Factors Contributing to the Logistics Sector's Challenges

Inflationary Pressures on Costs

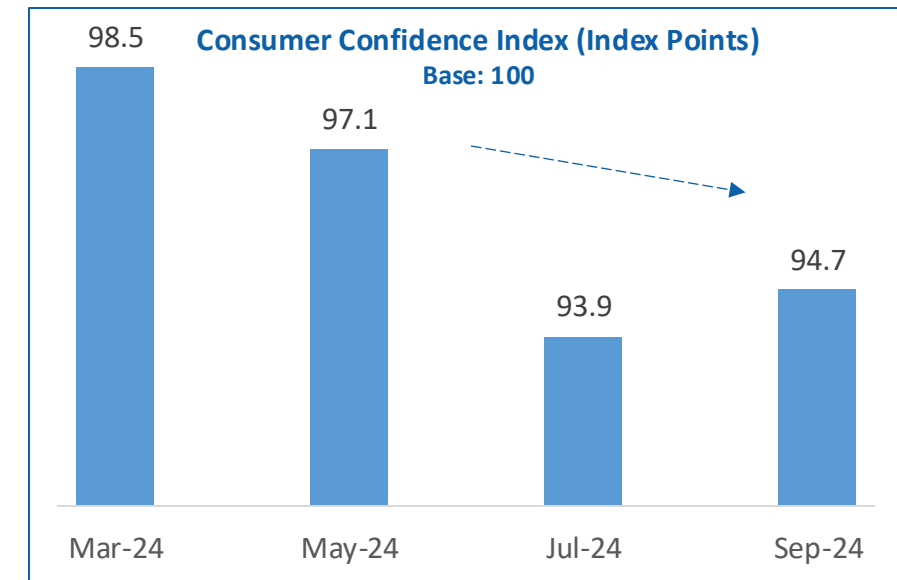
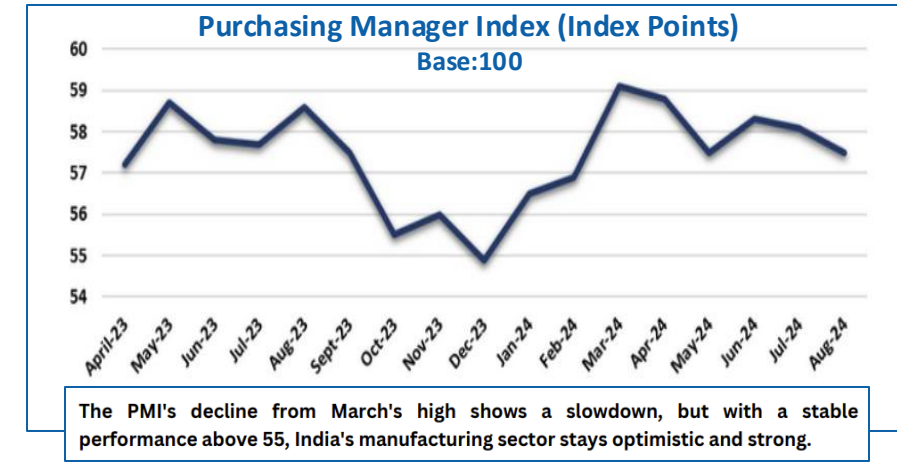
- **Fuel and Transportation Cost Surge:** Persistent inflation led to higher transportation costs, squeezing margins
- **Impact on Profit Margins:** Increased input costs in transportation and logistics operations reduced profitability

Lower Manufacturing Activities

- **Decline in Manufacturing Output:** PMI decline since March signals weaker manufacturing, reducing demand for transport and distribution
- **Reduced Demand for Logistics Services:** With slower production growth, logistics demand has softened, especially in key manufacturing-dependent industries

External Challenges

- **Weather Setbacks:** Prolonged monsoon rains led to waterlogging and flood, causing delivery delays and higher operational expenses
- **Lower CCI:** Index led to decreased demand for goods, which in turn slowed down growth in the logistics sector additionally driving higher operational costs and inefficiencies



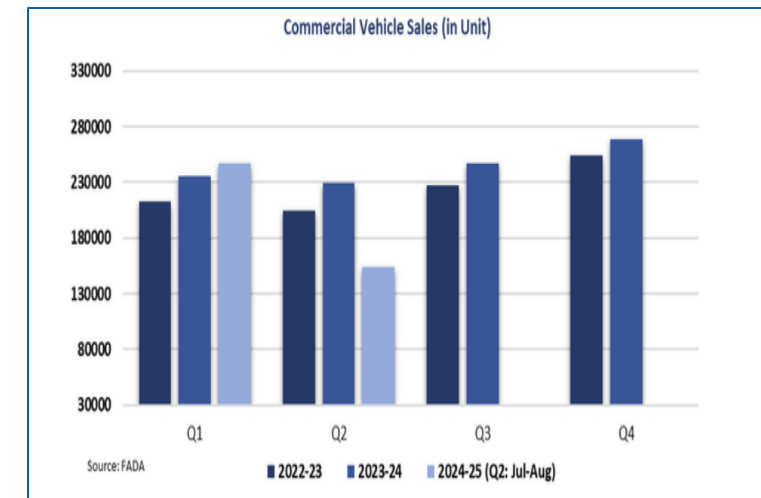
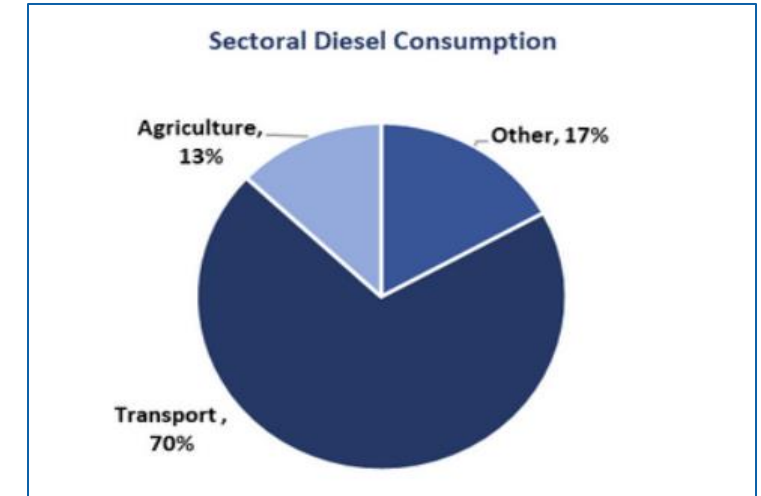
Source :

1. [Logistics Report-Aviral](#)
2. [Trading Economics](#)
3. [IBEF](#)



Broader Economic and Sector-Specific Headwinds

- **Vehicle Sales:** A cautious 3.9% growth in commercial vehicle sales in FY25, driven by rising costs, fluctuating demand, and regulatory changes. Limited adoption of LNG in heavy trucks and slow capacity expansion add to the challenges, despite growth in light vehicles from e-commerce.
- **Rapid Expansion of Q-Commerce:** Q-commerce will significantly impact last-mile logistics in urban areas. However, its growth is unlikely to drive an increase in transportation volumes for first- and mid-mile logistics.
- **Cost Concerns and Used Vehicle Demand:** Rising costs of new vehicles have shifted focus towards used trucks, showing caution in capital expenditure across the logistics sector
- **Stagnant Diesel Consumption:** With only a 1% increase in diesel consumption YTD, there are indications of slower material movement and logistics activity
- **Efficiency Measures:** While diesel consumption remains moderate, improvements in vehicle efficiency and alternate fuel adoption reflect ongoing industry shifts



Source :

1. [Logistics Report-Aviral](#)





Environmental

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 600 Kwp and 280 Kwp solar panels at Gurgaon and Pune sorting centers respectively, which have collectively generated 9,27,771 kWh of renewable electricity in FY2024

Emission Reduction

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

4.18 Metric Tonnes

Waste Recycled



Social

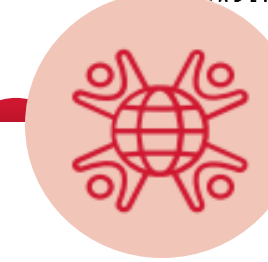
CSR continues to be a core focus at TCI Express, resulting in the formation of the CSR arm 'TCIEXPRESS Foundation'.

We recently inaugurated our first Jaipur Foot and Rehabilitation Centre in Lucknow, aimed at improving the lives of physically challenged individuals (Divyang) across the region. This initiative, in collaboration with TCI foundation, provides free artificial limbs, crutches, and calipers to those in need. The centre has already served 88 individuals.

Additionally, the foundation organized the Shri P.D. Agarwal Blood Donation Drive 2024, with 1,334 participants nationwide.

412.62 Metric Tonnes

Reported Scope 1
Emissions of CO2
Equivalent



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

We are enhancing ESG training participation with our suppliers and other stakeholders

Risk Management, Ethics, and Data Protection

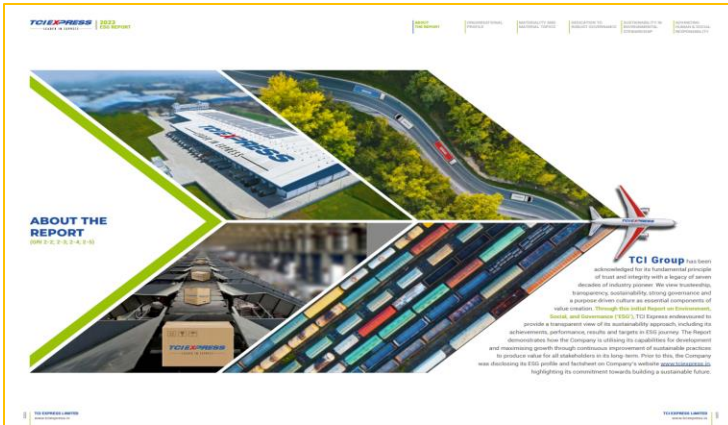
Implementing regular risk assessment and maintaining a zero-tolerance policy against unethical conduct. Ensuring robust data protection with VPN software and cyber security audit to safeguard customer information and privacy

3,064 Metric Tonnes

Reported Scope 2
Emissions of CO2
Equivalent



TCI Express | ESG Profile – Consolidating all ESG Disclosures



| Sub Factor | Keywords | Frameworks | Links | Metric | Highlights |
|-------------------------------|------------------------------------|---|-------|--------|--|
| Company Overview | | | | | |
| 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 | 4 | | 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 | 4 | | 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>
FY2023 ESG Report Link
click here: <https://bit.ly/3MiMHbL>

- 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

Iconic Brand of India



TCIEXPRESS has been recognised as one of the 'Iconic Brands of India 2024' for its commitment to top-notch express delivery service, values, legacy, and sustainability.

It signifies TCIEXPRESS as a symbol of excellence in the Indian express delivery industry, shaping the nation's growth and realising the aspirations of countless Indians.



ET Business Leader Award 2024



Mr. Chander Agarwal, MD, TCIEXPRESS has been awarded the prestigious **ET Business Leaders Award 2024** for 'Excellence in Express Logistics'. The recognition is a testament to his visionary leadership and innovative acumen, which have been the driving force of TCIEXPRESS.

Rajasthan Business Award for 'Best in Logistics'

TCIEXPRESS has won the prestigious Rajasthan Business Award 2024 for 'Best in Logistics.' This recognition reinforces our position as a leader in express delivery services, showcasing our commitment to excellence, customer satisfaction, and efficient express logistics solutions.



Corporate Governance



Ranked **713** based on Market Capitalization, as on March 31, 2024



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

Industry Recognition



Business Superbrand of 2023-24



The Economic Times Iconic Brands of India -2024



Certified as Great Place to Work (2024-25)



International Air Transport Association

Sustainability Awards



The USGBC has awarded TCI Express's two Leadership in Energy and Environmental Design (LEED) Gold certifications:

- **GIGA Sorting Centre:** Gurugram earned LEED Gold in June 2023, featuring solar power, LED lighting, and waste management for sustainability.
- **Pune Sorting Centre:** Achieved LEED Gold certification in March 2024.



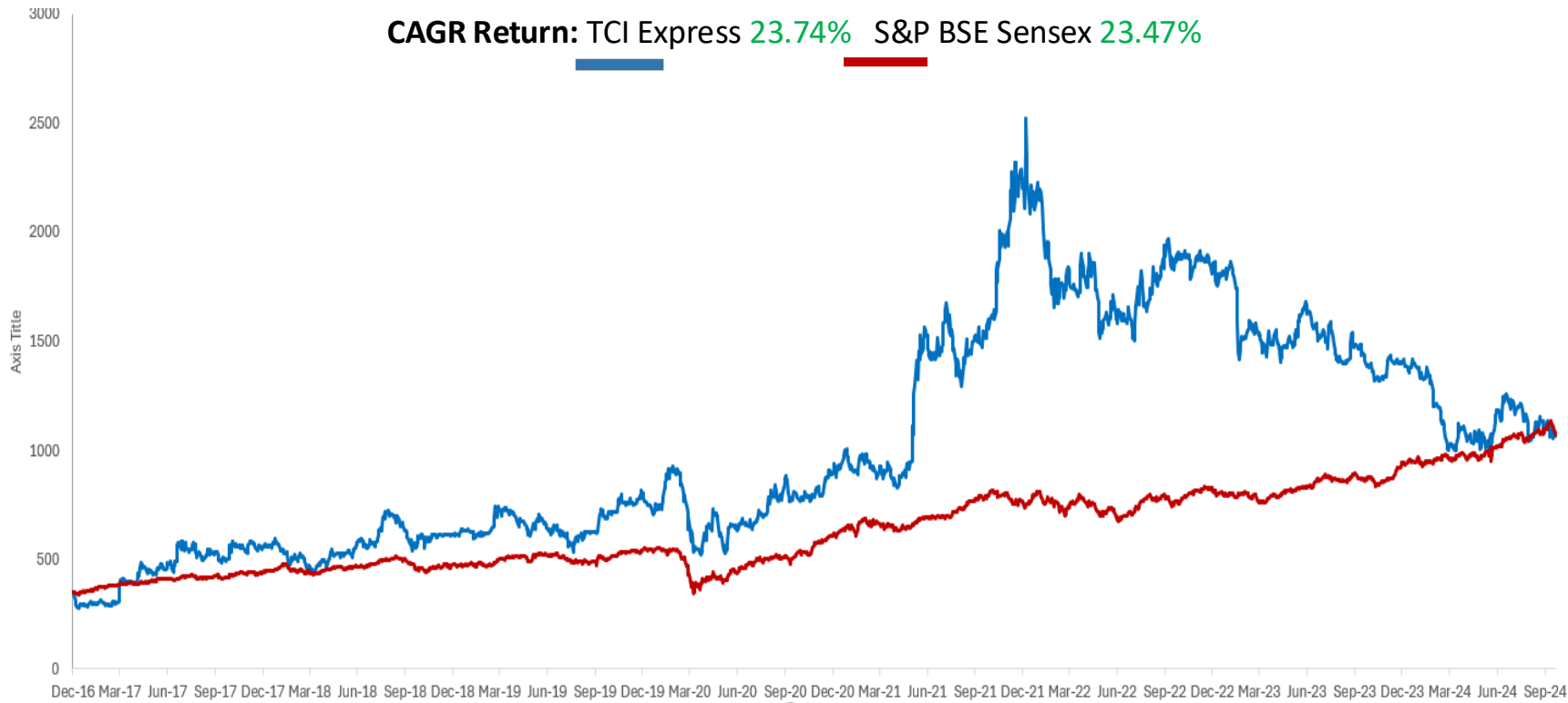
Complementing India's Sustainability Movement TCI Express Ltd. **GIGA Sorting Centre in Tajnagar** has received the **GEM 5 Certification**

Pune Sorting Centre, has also been awarded **GEM 5 Certification** promoting environmentally sustainable green building design and construction



Share Price Information, as on 30th September 2024

CAGR Return: TCI Express **23.74%** S&P BSE Sensex **23.47%**



Key Facts 30th September 2024

| | |
|---------------------|----------------|
| BSE / NSE Ticker | 540212/ TCIEXP |
| CMP (Rs.) | 1095.70 |
| Shares O/S (Cr) | 3.83 |
| Market Cap (Rs. Cr) | 4,196 |
| 52 Week H/L (Rs.) | 1,446/997.5 |

Note:

Source: Factset
CAGR calculated from 15 Dec 2016



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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TCI EXPRESS

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