



TCI Express Limited

Investors Presentation

November 2016

Vision Statement

Vision

TCIEXPRESS should be a customer oriented, multi-technology, multi-specialist transport system in the Indian and International markets, with a proven commitment to excellence in every facet of activity and pursuit of value based policies to satisfy aspirations of society, customers, vendors, employees, shareholders and the transport industry.



Mission Statement – Why Leader?

Mission

Loved by Customers in Indian and international markets

Express multimodal fastest company

Always ahead of the rest in speed and professionalism

Delight our customers every time

Excellence in service using the latest in technology

Reliable to all our customers and respected by all our stakeholders

The Humble Beginning

TCI XPS was established in 1996 as one of the foremost divisions of Transport Corporation of India Limited (TCIL), India's most admired logistics company.

TCI XPS has been hived off to become **TCI EXPRESS LIMITED**, an independent company listed with stock exchanges of India with effective from 1st April, 2016.

Here the focus is very clearly on express cargo distribution with greater emphasis on the burgeoning e-commerce business.

B2C and B2B on multi model Distribution

Over 20 + years of industry expertise

State of the Art Technology with GPS enabled vehicles, CCTV surveillance across all HUBs & spoke & centralized EPS system

Year of Commencement

1996

Locations served

13000 +

Countries served

202

Express Support Vehicles

2500

Air Gateway serviced

24

Own branch network

550

Workforce

2000

Key Associate Company & other group Companies

Transport Corporation of India Limited



SBUs and services

TCI Freight FTL/FCL, LTL & Over-dimensional cargo services through Road, Rail & Sea.

TCI Supply Chain Solutions A Single-window solutions enabler from Conceptualization to Implementation

TCI Seaways Leading player in Coastal Shipping , NVOCC & Project Cargo

TCI Foundation Engaged in areas of education, women & child health, disability alleviation and rural sports growth.

Other group companies

TCI CONCOR

Multimodal Logistics Solutions

JV with CONCOR to provide end to end multi modal solutions.

TCI Developers Ltd.

TDL undertakes development of the commercial properties of TCI. It also develops large scale Warehouses, Logistics Parks etc.



JV with Mitsui & Co for Auto logistics (Toyota India project)

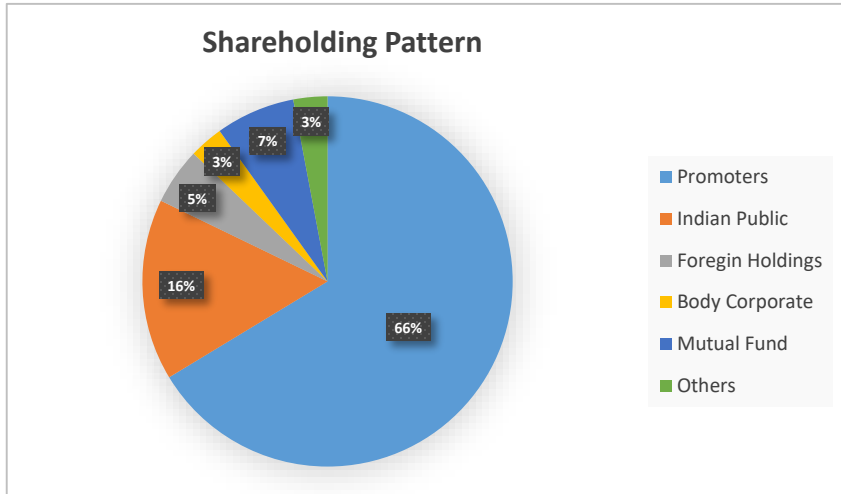
TCI Transportation Company Nigeria Ltd.

A JV between Indorama Eleme Petrochemicals Ltd. and TCI Global

Board of Directors

**Mr. D. P. Agarwal****Chairman & Director****Mr. Chander Agarwal****Managing Director****Mr. Vineet Agarwal****Director****Mrs. Manisha Agarwal****Director****Mr. Phool Chand Sharma****Whole Time Director****Mr. Ashok Kumar Ladha****Director****Mr. Murali Krishna Chevuturi****Director****Mr. Prashant Jain****Director**

Shareholding Pattern



Service Offerings

B2B



- India's manufacturing sector has the potential to touch US\$ 1 trillion by 2025 on the back of enabling policies of the government and its Make in India initiative

B2C



- B2C/ Ecommerce Industry is all set to touch 2,11,005 crores by Dec' 2016
- By 2020, India is expected to generate \$100 billion online retail revenue

Service Offerings

B2B

Surface Express Service

Offers express solutions with over 3000 pick-up and 13000 delivery locations with its fully containerized fleet of vehicles. It offers customized value added services to meet customer's requirements.

Domestic Air Express Service

Provides round the clock services and time sensitive express deliveries. It facilitates deliveries in all major metros in 24hrs and Mini Metros and A class cities in 48hrs.

International Air Express Service

Provides services to 202 Countries across the globe (Commercial and Samples).

Reverse Express Service

Offers reverse logistics in cost effective manner with end to end visibility.

B2C

Ecommerce Express Service

Provides B2C and B2B on multi-model distribution for optimum on time delivery with value added features of COD(Cash on delivery), Pick n pack, late night and early morning deliveries

Priority Express Service

Provides assured day definite delivery to selective locations backed by money back guarantee.

Value Added Services

COD charge
(Collection on Delivery)

FOD (Freight on delivery)

TPL (Third Party Location)
Anywhere to anywhere
movement with centralized
billing

Octroi clearance services

DACC (Delivery against
consignee copy)

Fleet Desk Management

HNTS – Hub Network Transit Schedule –
Monitoring through HNTS to ensure connectivity
on Express Routes

DNTS - Delivery Network Transit Schedule –
Monitoring through DNTS for connectivity on
Feeder & Service Routes

Multimodal services

Sunday/Holiday delivery
services

ODA services (Out of
Delivery)

EPOD
(Scanned POD image available
on the web on same day of
delivery of the shipment)

Key Account Management (KAM)

Single point of contact, MIS Review and sending it
to Customer, Timely Bill retrieval from each
location as per the agreed customer specific
format with POD and submission, Service review-
with customer monthly/weekly and discuss on
SLA's

MIS Management & CRT
(Customer Relationship Team
(CRT) is involved in Proactive
tracking and daily MIS report
to customer)

Key Technological Implementation

Barcoding & RFID

Accurate dispatch & billing



- Barcoded Labels printing for Accuracy.
- Barcode Scanning of packets on movement of packet for exact position.

Hand Held Terminals (HHT)

Scanning for speed and accuracy



- Onsite Booking, Delivery, In/Out Scan Updation.
- Dynamic routing & Misroute Alert System

GPS: Ground TechnicalSupport

Real-time Vehicle & shipment visibility



- GPS in all vehicles for real time packet status.
- Provides 24X7 visibility



- CCTV surveillance in All Warehouses and Main Pickup and Delivery Locations.
- Operation Control Centre Monitoring for Real Time Corrective Action.

MOBILE
SOLUTION



- Mobile App for Pickup and Delivery Update at Customer point
- Instant POD Uploading.
- Customer Pickup Request
- Services and Business Locations Enquiry.
- Freight Calculator

Technology – The Express way

Network Tools for Customers

Shipment Tracking
on Website

Shipment Tracking by
E-mail

Shipment Tracking
on Mobile Phone

Pickup Request for
appointment
Booking

SMS Alert: Auto SMS on
Pickup & Dispatch

Allows Customers to
Track Orders

Delivery
Invoicing Online

Auto MIS : Pre-Alert of
Shipment status.

DWB/Label Printing
at Customer Site for speedy
& accurate operation.

Customer Portal :
Consignment Status,
COD Modify, ePOD

Auto eBilling
with ePOD

Online Feedback System
for continuous Improvement

Network Tools for Internal Applications

EDIS : Inhouse Robust
ERP having Operations,
Sales & Financial
Modules

Vehicle & Load Forecast for Pre-
Planning of Vehicles & Load
Mgmt

CRM System for
Customer Service

Security Investigation
System

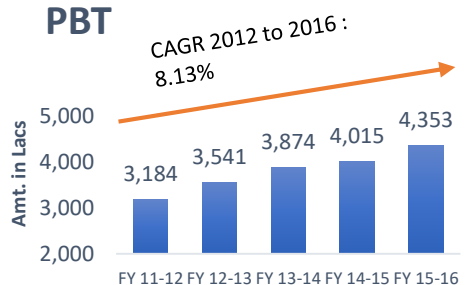
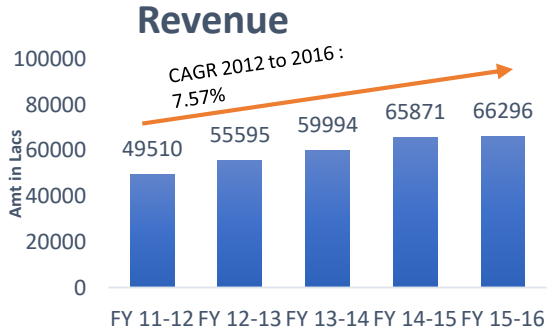
Sales Leads Capture
Mobile System

CCTV Surveillance at all
Warehouses and main BKG/DLY
Locations

Business Intelligence for
Dynamic MIS Reports

Peoplesoft for HRMS
& Payroll System

Key Metrics of last 5 Years

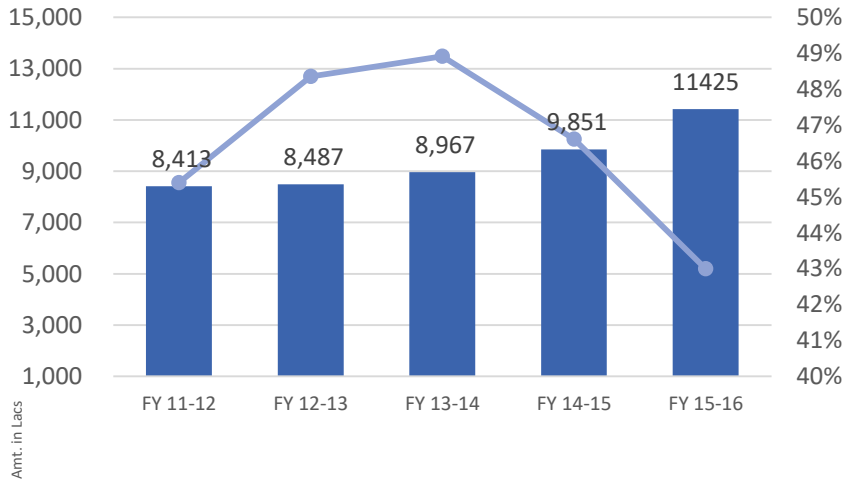


Key Balance Sheet Items

Figs In Lacs

| Particulars | 2011-12 | 2012-13 | 2013-14 | 2014-15 | 2015-16 |
|--------------------------------|---------------|---------------|---------------|---------------|---------------|
| Net Worth | 8,564 | 9,346 | 10,197 | 11,543 | 12,298 |
| Non-Current Liabilities | 230 | 53 | 31 | 30 | 293 |
| Current Liabilities | 1,538 | 2,268 | 2,215 | 2,857 | 7,258 |
| Total | 10,332 | 11,667 | 12,444 | 14,430 | 19,850 |
| Fixed Assets | 2,190 | 1,945 | 1,695 | 1,461 | 7,282 |
| Non-Current Assets | 21 | 339 | 278 | 335 | 284 |
| Current Assets | 8,121 | 9,383 | 10,471 | 12,635 | 12,284 |
| Total | 10,332 | 11,667 | 12,444 | 14,430 | 19,850 |

Return on Capital Employed



Financial Position : F Y 2016

| Particulars (Rs in lacs.) | 2014-15 | 2015-16 |
|---------------------------|-------------|-------------|
| Revenue | 65863 | 66319 |
| Other Income | 28 | 14 |
| Total Income | 65891 | 66333 |
| Revenue growth % | 9.80 | 0.70 |
| Operating expenses | 51307 | 50763 |
| Other expenses | 9393 | 10115 |
| Total Expenses | 60700 | 60878 |
| EBITDA | 5191 | 5455 |
| EBITDA Margin % | 7.88 | 8.22 |
| Interest Expense | 576 | 525 |
| Depreciation | 600 | 579 |
| Exceptional Item | 0 | 0 |
| PBT | 4015 | 4353 |
| PBT Margin % | 6.09 | 6.56 |
| Taxes | 1390 | 1480 |
| PAT | 2625 | 2873 |
| PAT Margin % | 3.98 | 4.33 |

| Particulars (Rs in lacs.) | 2014-15 | 2015-16 |
|--|--------------|--------------|
| 1. Shareholders Funds | | |
| Share Capital | 0 | 761 |
| Reserves & Surplus | 11543 | 11537 |
| 2. Non Current Liabilities | | |
| Long term Borrowings | 30 | 58 |
| Deferred tax Liabilities (net) | 0 | 235 |
| Other long term liabilities & Provisions | 0 | 0 |
| 3. Current Liabilities | | |
| Short term borrowings | 25 | 3975 |
| Trade payables | 2267 | 2316 |
| Other current liabilities | 397 | 769 |
| Short term provisions | 168 | 199 |
| TOTAL | 14430 | 19850 |
| 1. Non current Assets | | |
| Fixed Assets | 1461 | 7282 |
| Non current Investments | 0 | 0 |
| Long term loans and advances | 335 | 284 |
| 2. Current Assets | | |
| Inventories | 0 | 0 |
| Trade Receivables | 10150 | 10539 |
| Cash & cash equivalents | 714 | 1091 |
| Short term loans and advances | 1771 | 654 |
| Other current assets | 0 | 0 |
| TOTAL | 14430 | 19850 |

Financial Position : H1 FY 2017

| Particulars (Rs in lacs.) | H1 FY 2016 | H1 FY 2017 |
|---------------------------|------------|------------|
| Revenue | 31768 | 36347 |
| Other Income | 9 | 56 |
| Total Income | 31777 | 36403 |
| Revenue growth % | 14.6 | 9.75 |
| Operating expenses | 24354 | 28034 |
| Other expenses | 4822 | 5238 |
| Total Expenses | 29176 | 33272 |
| EBITDA | 2601 | 3131 |
| EBITDA Margin % | 8.19 | 8.6 |
| Interest Expense | 242 | 95 |
| Depreciation | 280 | 202 |
| Exceptional Item | 0 | 0 |
| PBT | 2079 | 2834 |
| PBT Margin % | 6.54 | 7.79 |
| Taxes | 720 | 991 |
| PAT | 1360 | 1843 |
| PAT Margin % | 4.28 | 5.06 |

| Particulars (Rs in lacs.) | H1 FY 2016 | H1 FY 2017 |
|--|--------------|--------------|
| 1. Shareholders Funds | | |
| Share Capital | 5 | 765 |
| Reserves & Surplus | 9900 | 13375 |
| 2. Non Current Liabilities | | |
| Long term Borrowings | 57 | 33 |
| Deferred tax Liabilities (net) | 200 | 245 |
| Other long term liabilities & Provisions | 0 | 0 |
| 3. Current Liabilities | | |
| Short term borrowings | 3354 | 1908 |
| Trade payables | 3091 | 4693 |
| Other current liabilities | 1177 | 1460 |
| Short term provisions | 169 | 728 |
| TOTAL | 17953 | 23207 |
| 1. Non current Assets | | |
| Fixed Assets | 5481 | 8843 |
| Non current Investments | 0 | 0 |
| Long term loans and advances | 380 | 332 |
| 2. Current Assets | | |
| Inventories | 0 | 0 |
| Trade Receivables | 10242 | 11912 |
| Cash & cash equivalents | 702 | 1025 |
| Short term loans and advances | 1148 | 1095 |
| Other current assets | 0 | 0 |
| TOTAL | 17953 | 23207 |

Capital Expenditure Plan

Figs. In Lacs

| | Existing Assets as on 31 st March, 2016 | Proposed FY 2016-17 |
|---------------------------------|---|------------------------|
| Sorting Centers & Outlets | 5917 | 4000 |
| Cars | 214 | 100 |
| Plant & Machinery | 539 | 100 |
| IT (Hardware & Software) Equip. | 400 | 800 |
| Office Equip. | 144 | 50 |
| Furniture & Fixtures | 231 | 50 |
| Total | 7448 | 5000 |

Impact on Macro economic changes

GST

- Rationalizing the impact of taxes on Production, Distribution and Inventory management
- Consolidation of warehouses and emergence of point to point model
- Multi modal movement between Hubs

DFC/ Diamond Quadrilateral

- Creation of additional dedicated rail freight capacity,
- Will reduce unit cost of Transportation by speeding up freight train operations.
- Increased bulk multi modal movement for improved productivity & efficiency
- Will result in development of logistic Warehouses in the vicinity of Freight Corridor.

Increased outsourcing of Logistics

- Growth in trend towards outsourcing of logistics in non traditional industries
- Larger scope of outsourcing e.g. order processing, packaging, kitting etc. will go up

E-commerce driven growth in consumption

- With increased per capita disposable income, consumption driven sectors will grow
- Sectors like Fashion, Lifestyle, Telecom and consumable durables etc. will get a boost .

GST-Key Implications on Warehouse & Transport Industry

GST

- Rationalizing the impact of taxes on Production, Distribution& Inventory management
- Consolidation of warehouses
- Multi modal movement between Hubs

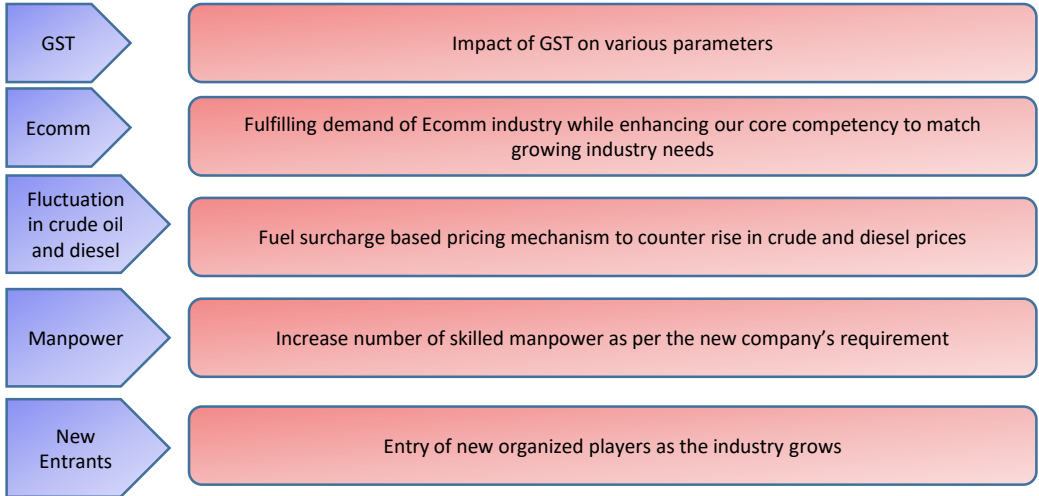
Transportation

- Larger Warehouses and borderless movement of goods would lead to increased transportation lot sizes, multimodal movement
- Lesser border checks/paper work would lead to faster movement of trucks. Transit times and cost may shrink substantially

Warehouse

- Network to be determined based on the ambit of Additional Tax.
- Network optimization efforts to commence
- Consolidation of warehousing to commence.
- Emergence of point to point model.
- Larger sizes of warehouses (hubs)
- Warehouses closer to manufacturing and/ or consumption areas.

Key Challenges



Awards and Recognitions



Frost & Sullivan – India Domestic Express Service Provider of the Year Award 2016



Best Express Cargo Service Provider – India Cargo Awards 2016



CII Scale Award 2015- Eminent Position in Supply Chain & Logistics Express/ Courier



Mr. Chander Agarwal – The World's Greatest Leaders 2015 ASIA & GCC



TCI XPS – The World's Greatest Brands 2015 ASIA & GCC

Corporate Governance

Listed Entity



ISO certified



Business Superbrand of 2016



IATA Certificate



Our Esteemed Clientele – Vertical wise

| Automobile | Pharma | Electrical / Energy | Retails | Telecom & Engineering | E com |
|---|---|---|---|---|---|
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The Beginning