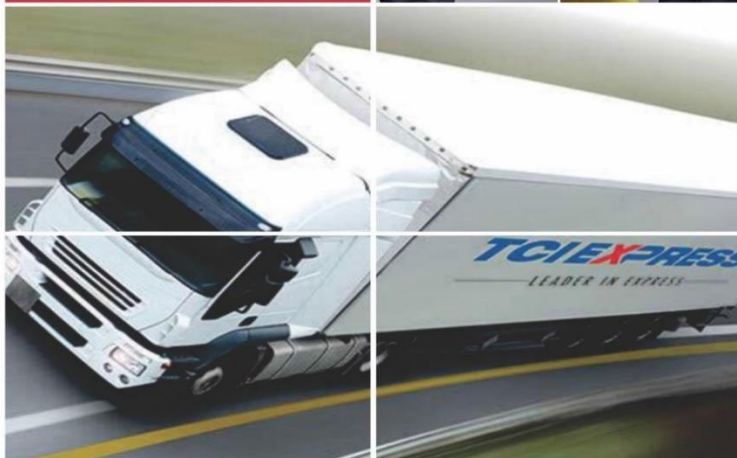


TCIEXPRESS

LEADER IN EXPRESS

**Investors Presentation
November 2017**



Mission Statement

L *LOVED BY CUSTOMERS IN INDIAN
AND INTERNATIONAL MARKETS*

E *EXPRESS MULTIMODAL
FASTEST COMPANY*

A *ALWAYS AHEAD OF THE REST
IN SPEED AND PROFESSIONALISM*

D *DELIGHT OUR CUSTOMERS
EVERY TIME*

E *EXCELLENCE IN SERVICE USING
THE LATEST IN TECHNOLOGY*

R *RELIABLE TO ALL OUR CUSTOMERS
AND RESPECTED BY
ALL OUR STAKEHOLDERS*

OUR VISION

TCIEXPRESS should be a customer oriented, multitechnology, multispecialist 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, share holders and the transport industry.

हमारा ध्येय

टीसीआई एक्सप्रेस देश-विदेश के बाजारों में, ग्राहक-केंद्रित, बहु-प्रौद्योगिकी आधारित और बहु-विशेषज्ञ वाहन प्रणालियों के संचालन वाली कंपनी है जो समाज, ग्राहकों, वैडरों, कर्मचारियों, शेयरधारकों तथा परिवहन उद्योग की आकांक्षाओं को पूरा करने के लिए, अपनी विभिन्न गतिविधियों में उत्कृष्टता सुनिश्चित करने के साथ-साथ मूल्य आधारित नीतियों को अपनाने पर जोर देती है।

QUALITY POLICY

To provide effective, reliable and on time express delivery services through continuous development of human resources, operational systems, information technology and infrastructure, while adhering to the Best Quality Management System for Customer's Delight.

गुणवत्ता नीति

ग्राहक की खुशी के लिए अच्छी गुणवत्ता प्रबंधन प्रणाली का पालन करते हुए मानव संसाधन, संचालन प्रणाली, सूचना प्रौद्योगिकी और बुनियादी ढांचे में निरंतर विकास के माध्यम से प्रभावी, विश्वसनीय और समय पर तेज वितरण सेवाओं को प्रदान करना।



TCI EXPRESS

LEADER IN EXPRESS

An Independent Company listed with stock Exchange of India since 15th Dec 2016, having credit rating of A1+ (ICRA) and AA- (CRISIL) with Robust revenue growth.



B2B-Surface Express, Air Express
B2C – Last Mile Express
Multi modal Distribution

ERP enabled operations, Barcoding on packaging, GPS enabled vehicles and CCTV surveillance All India



Over 20 + years of industry expertise



Year of Commencement

1997



Locations Served

40000



Countries Served

202



Containerized Vehicles

4000



Air Gateways

24



Company Branch Setup

550



Workforce

2500 +



Sorting Centres

28

4

LISTED ENTITY



ISO CERTIFIED



RATED BY



IATA CERTIFICATE



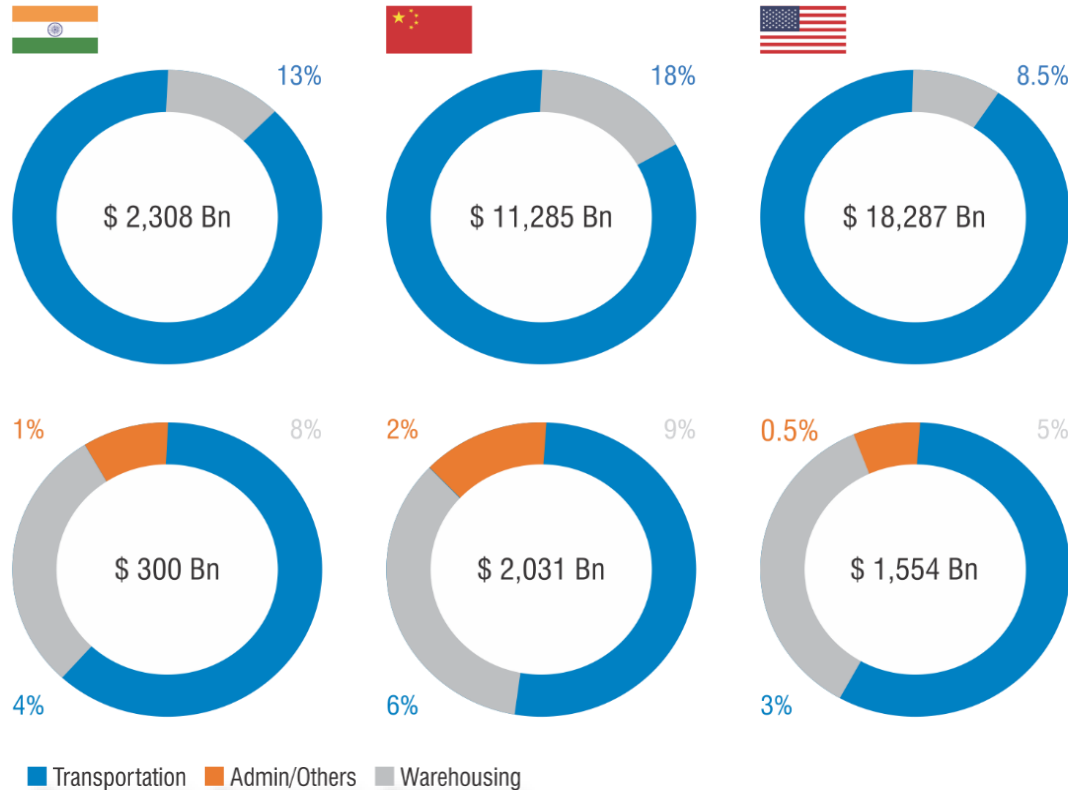
Business Superbrand Of 2016-17



The Economic Times Iconic Brands Of India - 2017

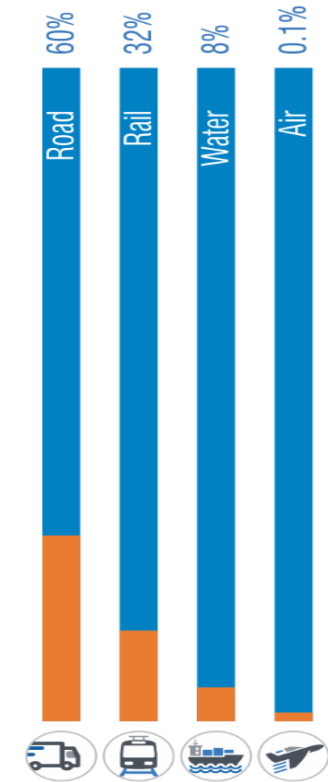
Express Industry- An Outlook

Logistics as a Percentage of GDP



2015 nominal GDP at current USD

In Indian Modal Split is heavily skewed towards Road



India GDP
\$ 2.3 TN

Total Logistics spend
\$ 300 BN

Road Transportation
\$ 180 BN

Un-Organized Segment
95%

TCIEXPRESS Carries (Value)
\$ 7 BN

Investment in Road Infra In India

✓ Road Express

- ✓ Small but Premium and significant segment of the Logistics Industry.
- ✓ Fastest Growing and expecting 17% YOY in next 3 years.
- ✓ Express industry is also expected to receive a fillip from the higher level of consumption demand in the country.
- ✓ The consumption demand in India is expected to grow at 10%
- ✓ **Thus creating additional demand for express industry.**

Maximum investment has been seen in Road Express out of total pie. Niti Aayog, Govt. of India has proposed a lot for the infrastructural development which is favourable for the Road Express Sector



Source: 12th five-year plan (2012–2017), Planning Commission, Govt. of India (now known as NITI Aayog). Exchange rate assumption: USD 1 = INR 62.5

Note: *Total investment number includes all the sectors apart from the ones highlighted. Other sectors are telecommunications, irrigation, storage, and oil and gas pipelines.

Govt. Initiatives- Road Express

Number of EFC, SFC, and PIB notes (Sector-wise)
examined in Transport Division

sector	EFC notes	SFC notes	PIB notes
Roads	27	08	02
Civil Aviation	-	-	-
Railways	-	-	-
Shipping	02	08	01
Total	29	16	03

- ✓ EFC: Expenditure Finance Committee.
- ✓ PIB: Public Investment Board
- ✓ SFC: State Financial Corporation

✓ Details of Salient Policy decisions taken by Transport Sector Ministries :

- Construction of 7000 km state roads under Bharat Mala Project
- Special Accelerated project in North East
- Extension of provision available for BOT projects
- Arunachal Pradesh package for Roads and highways
- Approval of the Traffic for Capacity Augmentation of National Highways from two lanes to four lanes.

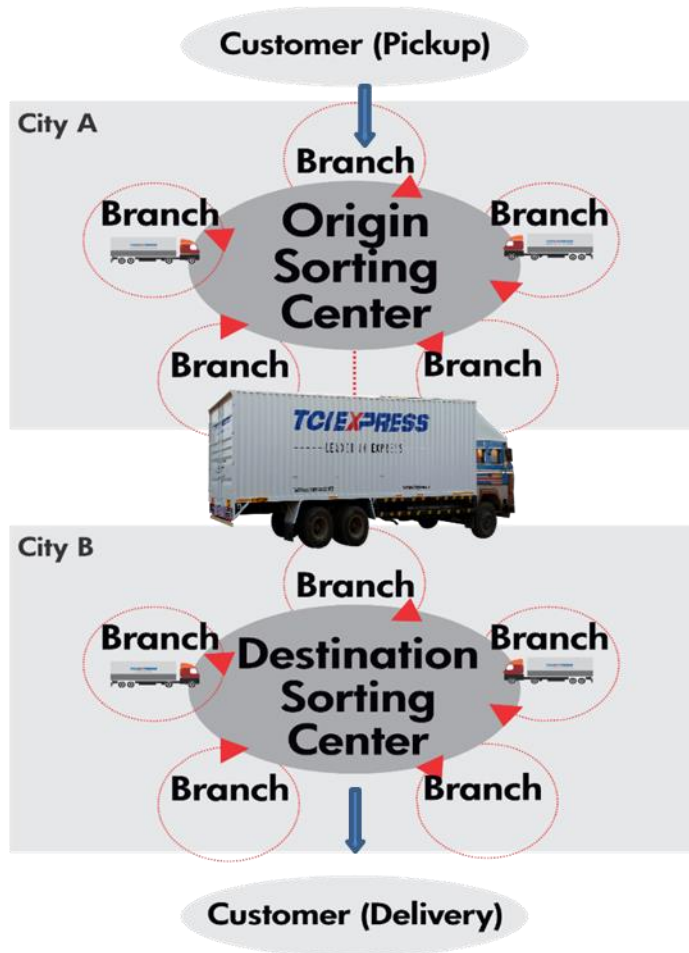
Source:



Premium Vs Conventional Distribution

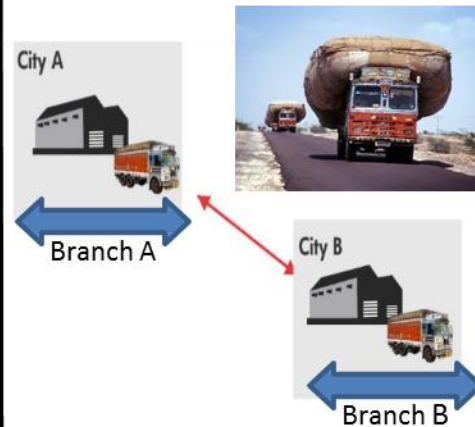
Express (Premium)

Hub & Spoke
(Small Pkgs)



Conventional

Full-truckload (FTL)



Key Differentiator

Key Differentiators	Express	FTL
Operating Model	Plying on key routes	Catering to towns/rural locations
Key presence	Metros Tier-I,II,III Cities	Tier-II to Tier-IV cities
Key Industrial Sectors	IT & Mobile, FMCG, Apparel, Pharma	Textiles (Yarn/Fabric), Agro, Auto,
Pricing	High	Low
Cash conversion cycle	High	Low
Time sensitive	Yes	No
Truck fill factor	Low	High
Competition	Route specific	Regional

Comparing Parameters- Industry Listed Players

TCIEXPRESS

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		Express			FTL/ LTL
		TCIEXPRESS LEADER IN EXPRESS	Express Player 1	Express player 2	Conventional player
Primary Service		<ul style="list-style-type: none"> GROUND EXPRESS Etail Express 	<ul style="list-style-type: none"> GROUND EXPRESS CONTRACT LOGISTICS E-TAIL LOGISTICS 	<ul style="list-style-type: none"> AIR EXPRESS GROUND EXPRESS E-TAIL LOGISTICS 	<ul style="list-style-type: none"> GROUND NON-EXPRESS Full Truckload Transit warehousing Passenger Transportation
Key Trait		<ul style="list-style-type: none"> Fastest growing ground express LSP 	<ul style="list-style-type: none"> One of the Largest ground express LSP 	<ul style="list-style-type: none"> Largest air express LSP Only domestic LSP with dedicated freighters 	<ul style="list-style-type: none"> Largest pan India LTL operator Largest owned truck fleet
Customer Profile		High value products requiring time bound and secure transportation; Predominantly from metros and tier-I cities (E-tail logistics provided for tier-ii and tier-iii cities)			Cost sensitive customers predominantly operating in tier-i to tier-iv cities
Infrastructure	Hubs	28	19	21	48
	Branches	550	540	515	1000
	Rent as % (FY17)	3%	5%	6%	5%
Fleet	Owned	NIL	~500		3,939
	Total	4,000	5,000+	9,815	4,500
	ROCe	40%~46%	6%~12%	29%~41%	28%~40%
	Employee Cost as % (FY17)	8%	13%	21%	15%

B2B

95%

5%

B2C



SURFACE EXPRESS

- 40,000 Pickup & Delivery Locations.
- Fully containerized fleet.
- Customized Value added services.



INTERNATIONAL AIR EXPRESS

- Servicing 202 countries globally.
- 3rd Country Billing option.



E-COMMERCE EXPRESS

- Last mile delivery service.
- Technology driven product.
- Effective market place handling.
- Multi-modal network leverage.
- Value added feature of Cash-on-Delivery.
- Focus on tier II and III cities.



DOMESTIC AIR EXPRESS

- Connecting 34 domestic airports.
- 24hr delivery into Tier 1 Cities.
- Multimodal options for small towns.
- Time sensitive distribution.

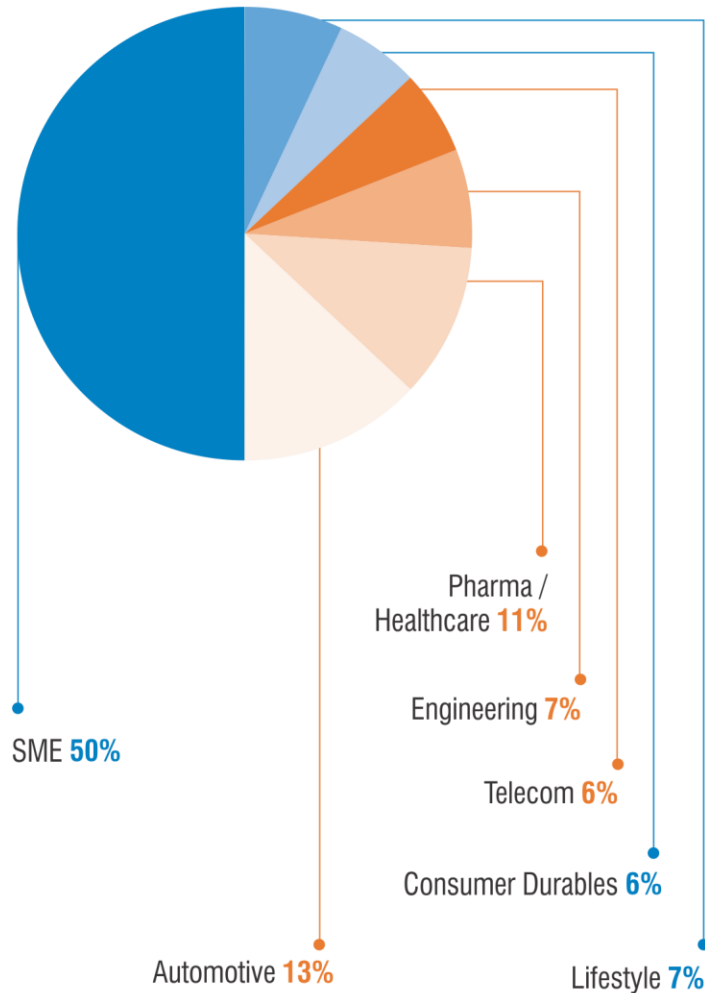


REVERSE EXPRESS

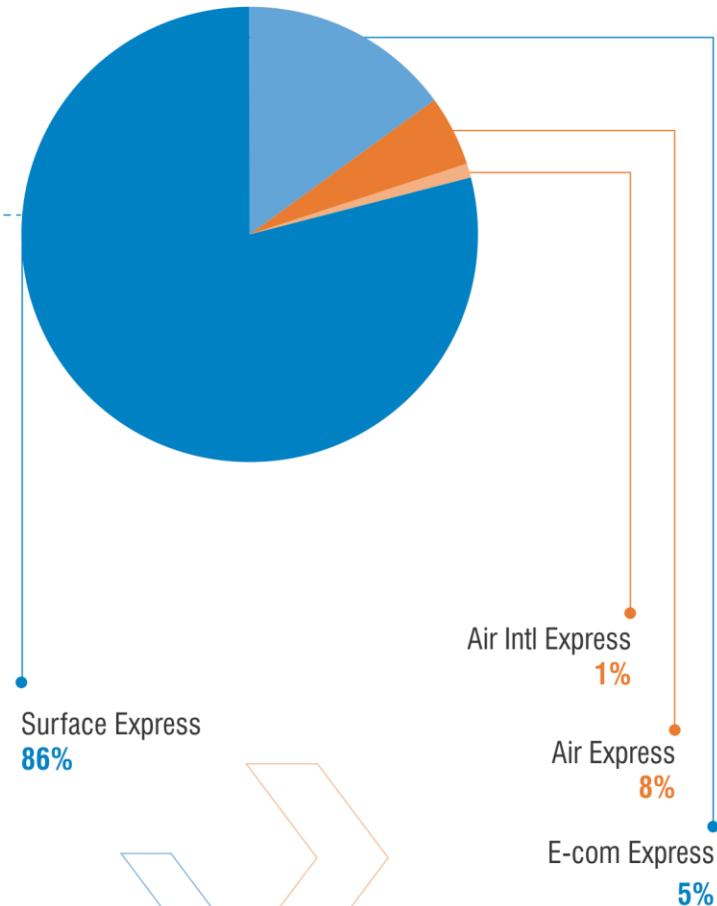
- Customized Reverse pick ups.
- Effective Return Management.

Business Update

INDUSTRY VERTICAL



PRODUCT MIX



Since our 86% revenue share comes from Surface express and Government push to improve road infra would support our business objectives.

COD

- Collection on Delivery for B2C

Key Account Management (KAM)

- Customized Solutions as per the customer specification

Sunday Delivery

- Sunday/Holiday delivery services

EPOD

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

ODA

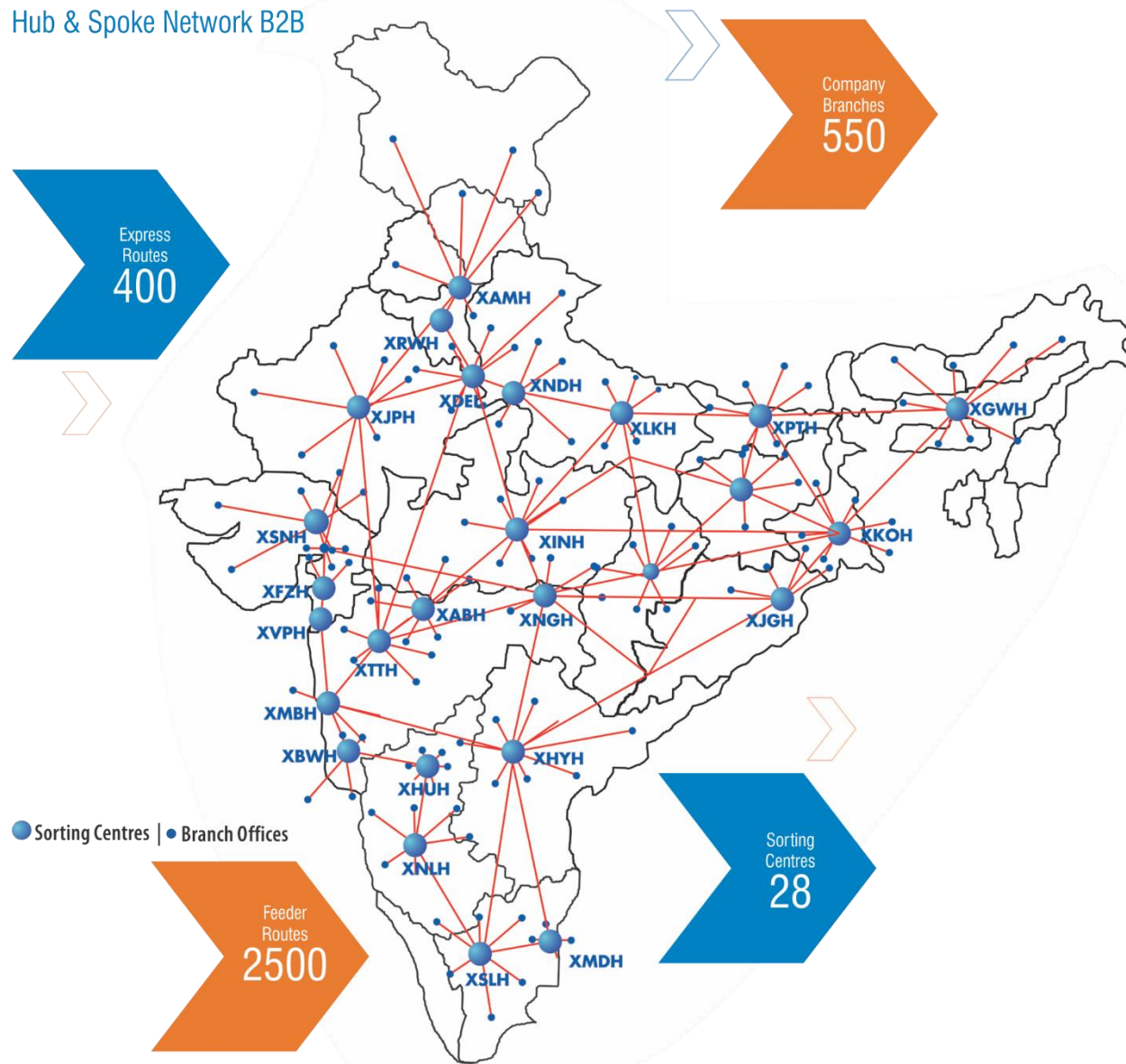
- ODA Services (Out of Delivery)

Express Network

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Hub & Spoke Network B2B



New Age Sorting Centers

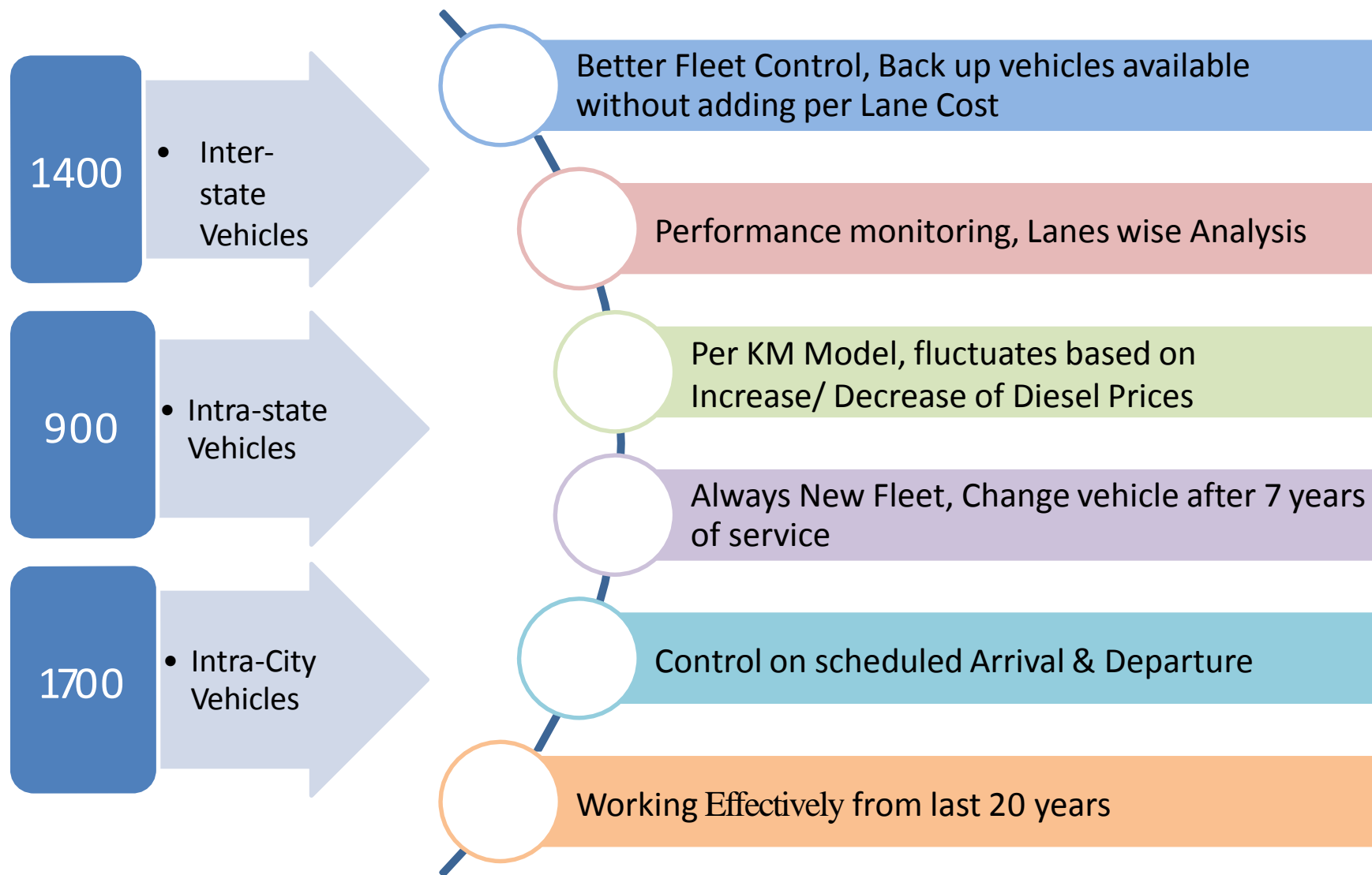
TCI EXPRESS

LEADER IN EXPRESS

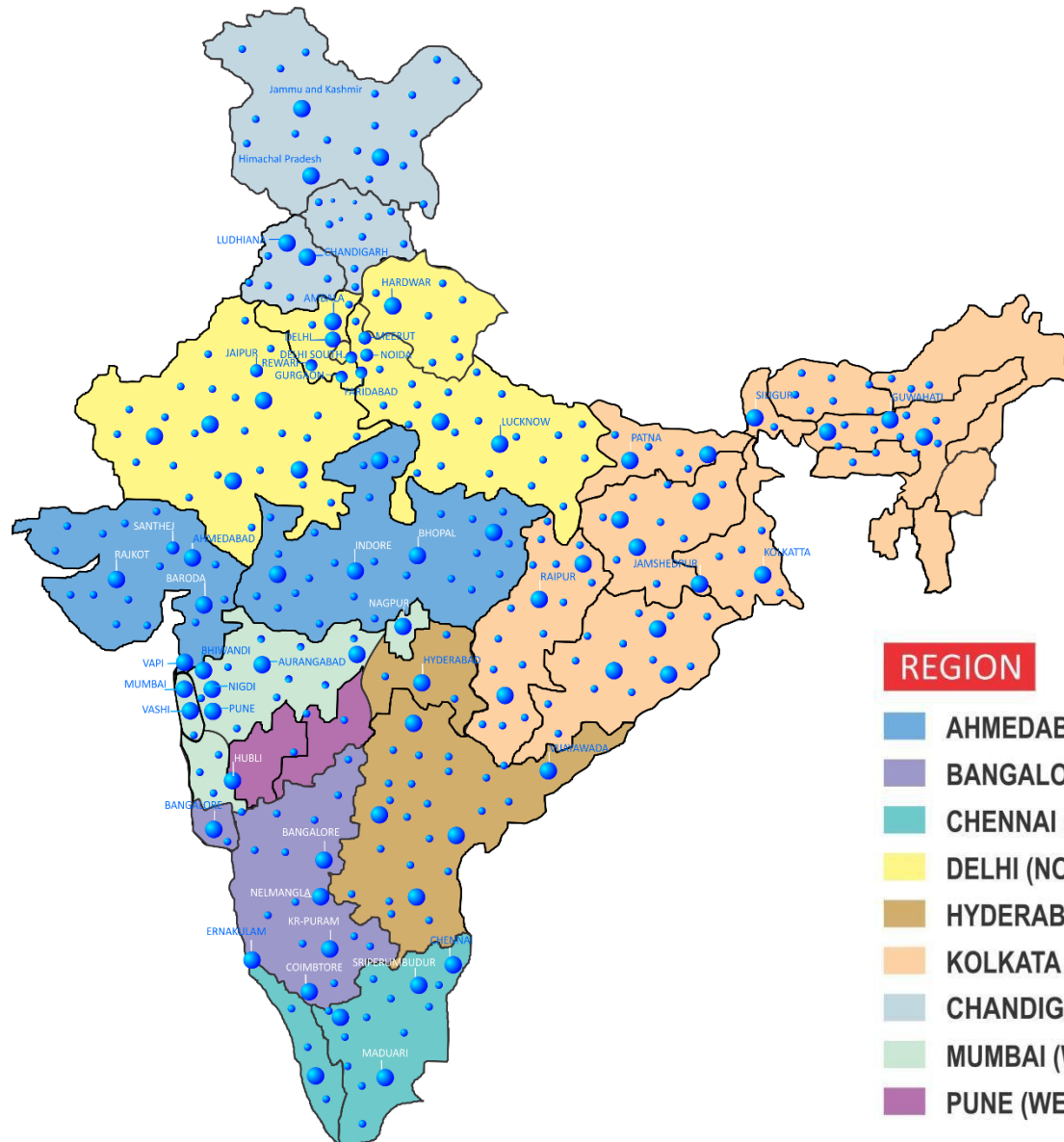


Packages Handling





Organization Setup



REGION

- AHMEDABAD (WEST)
- BANGALORE (SOUTH)
- CHENNAI (SOUTH)
- DELHI (NORTH)
- HYDERABAD (SOUTH)
- KOLKATA (EAST)
- CHANDIGARH (NORTH)
- MUMBAI (WEST)
- PUNE (WEST)

- Zonal Offices
- Branch offices



Corporate Office



9 Regional Offices



44 Zonal Offices



550 Branches

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 Technical Support

- ✓ Real-time Vehicle & shipment visibility



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

Mobile Apps

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



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

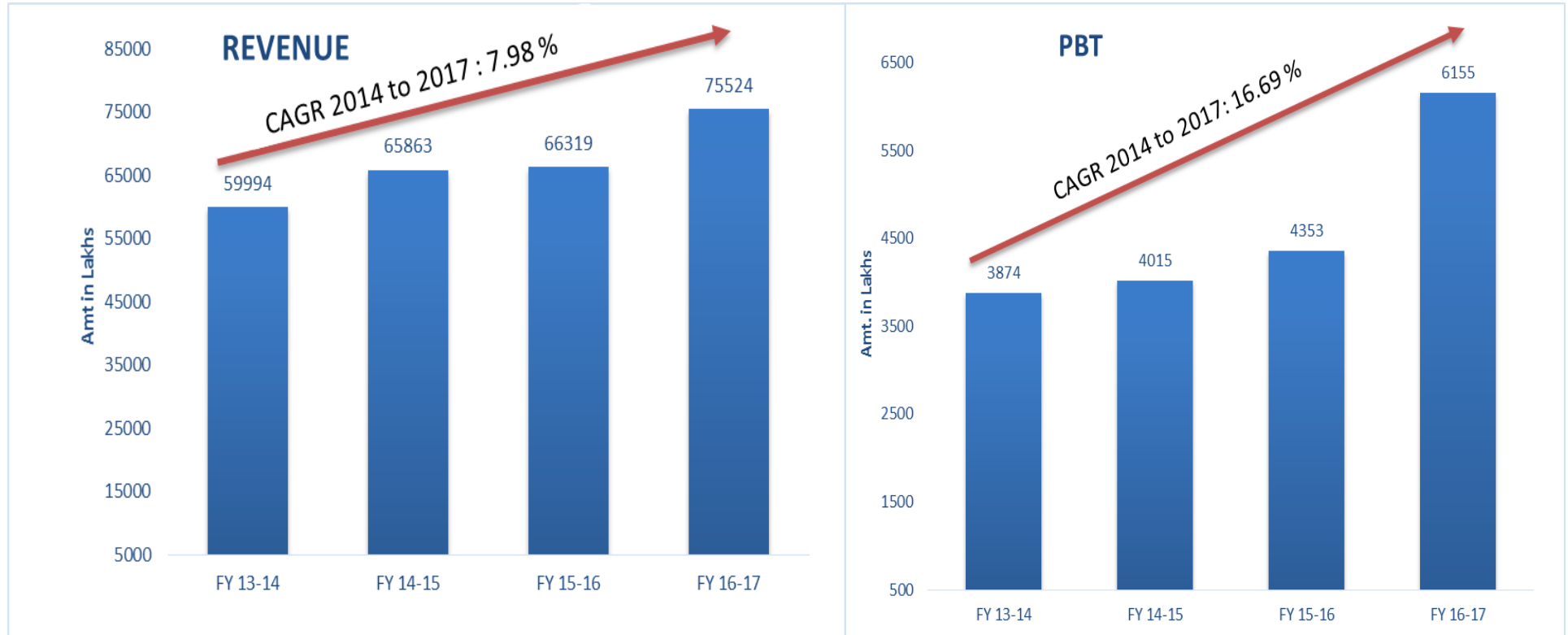


Shipment Process Flow- Using Technology

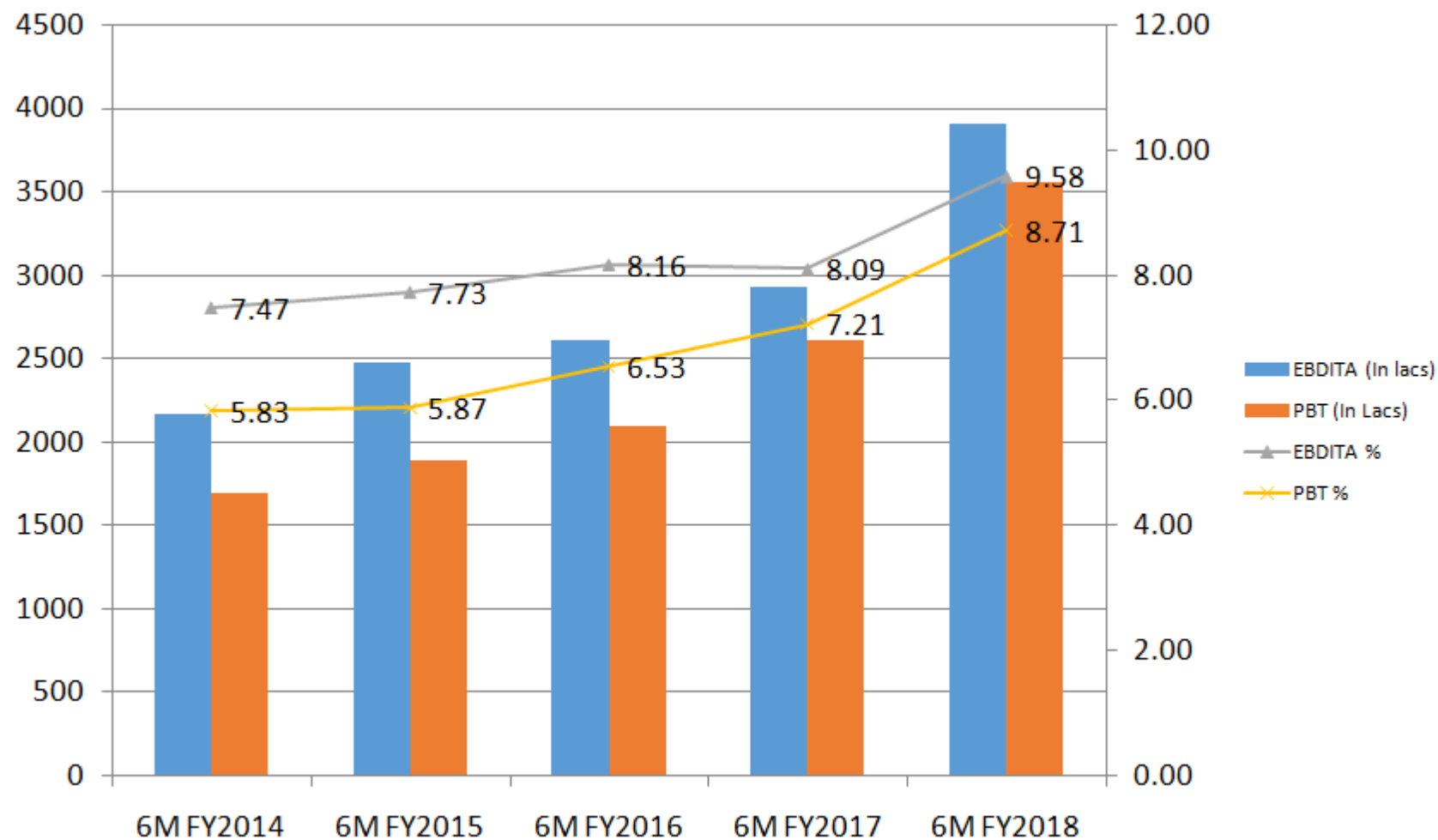


Key Metrics of last 4 Years

Figs In Lakhs



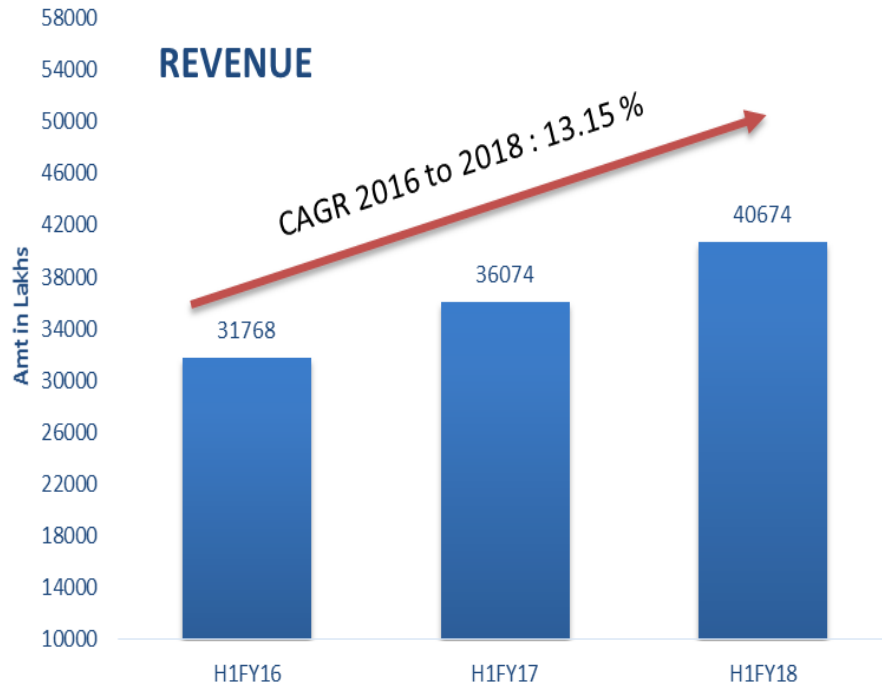
Key Ratios- last 5 H1



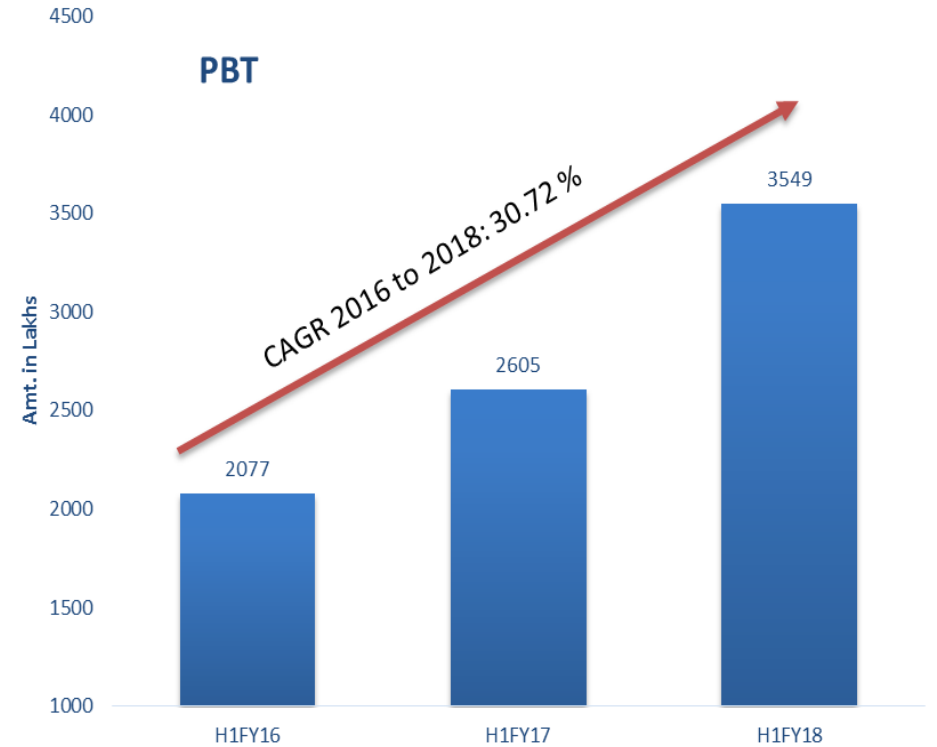
Key Metrics - H1s

Figs In Lakhs

REVENUE

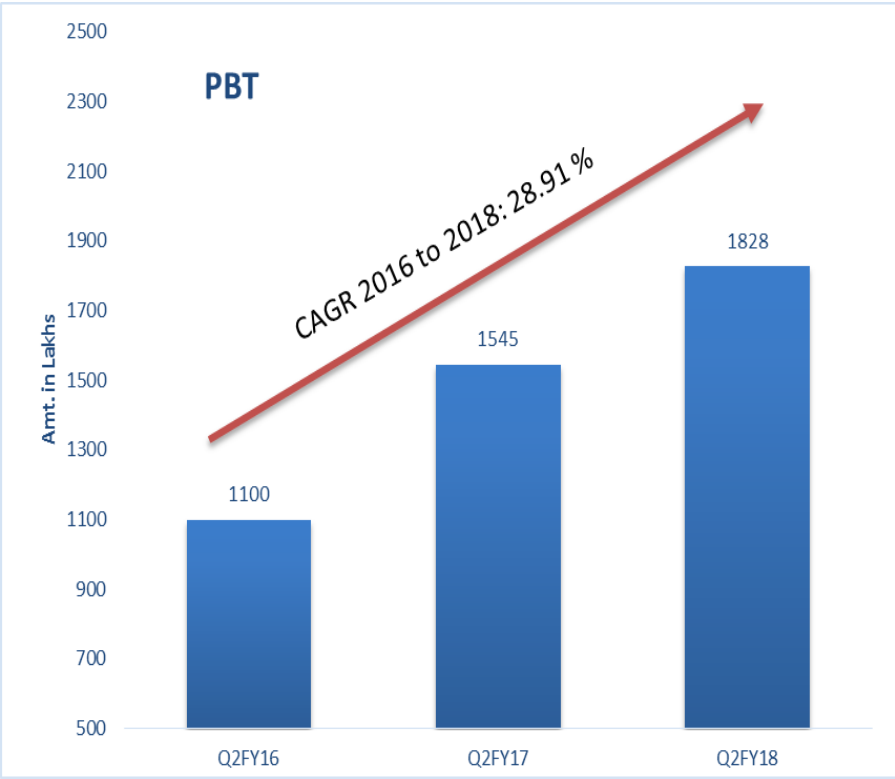
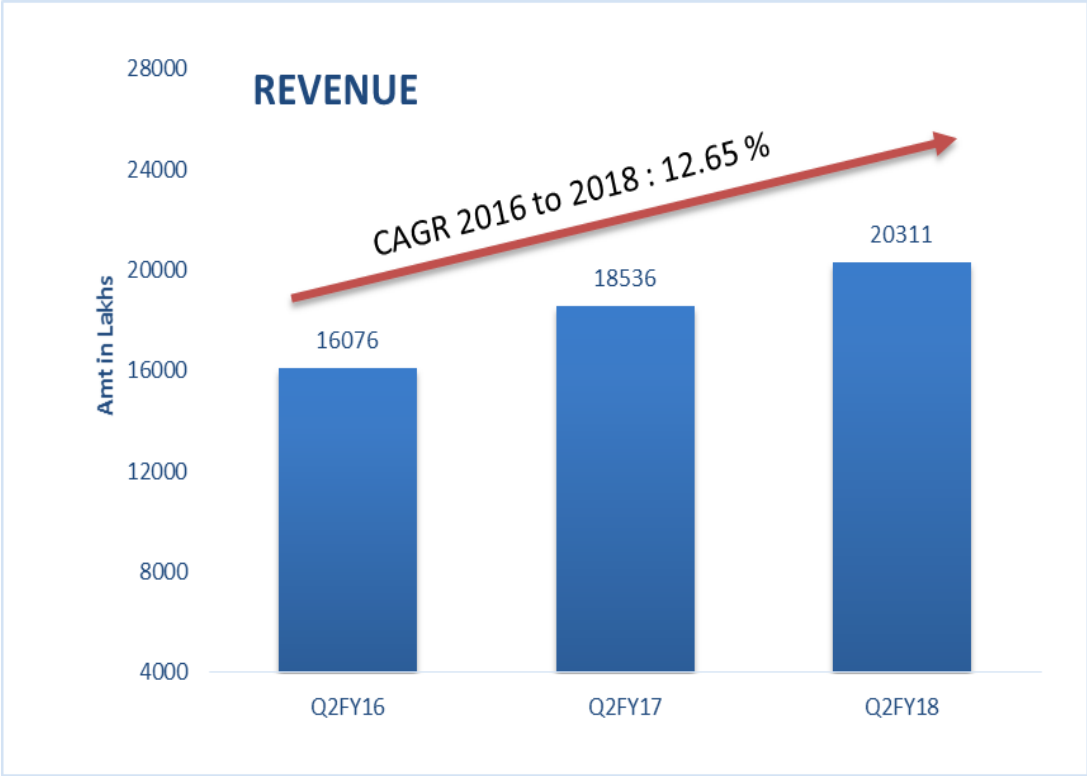


PBT



Key Metrics - Q2s

Figs In Lakhs

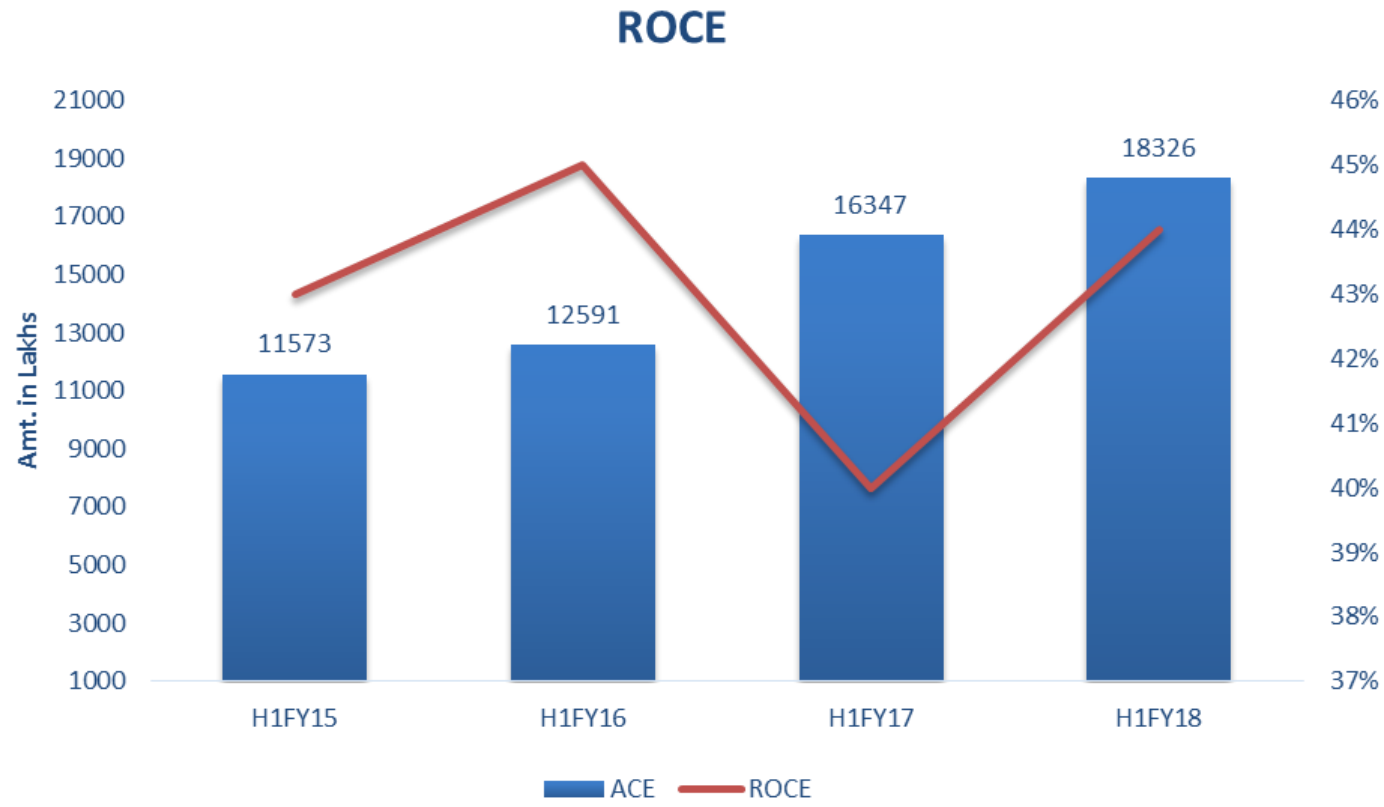


Key Balance Sheet Items

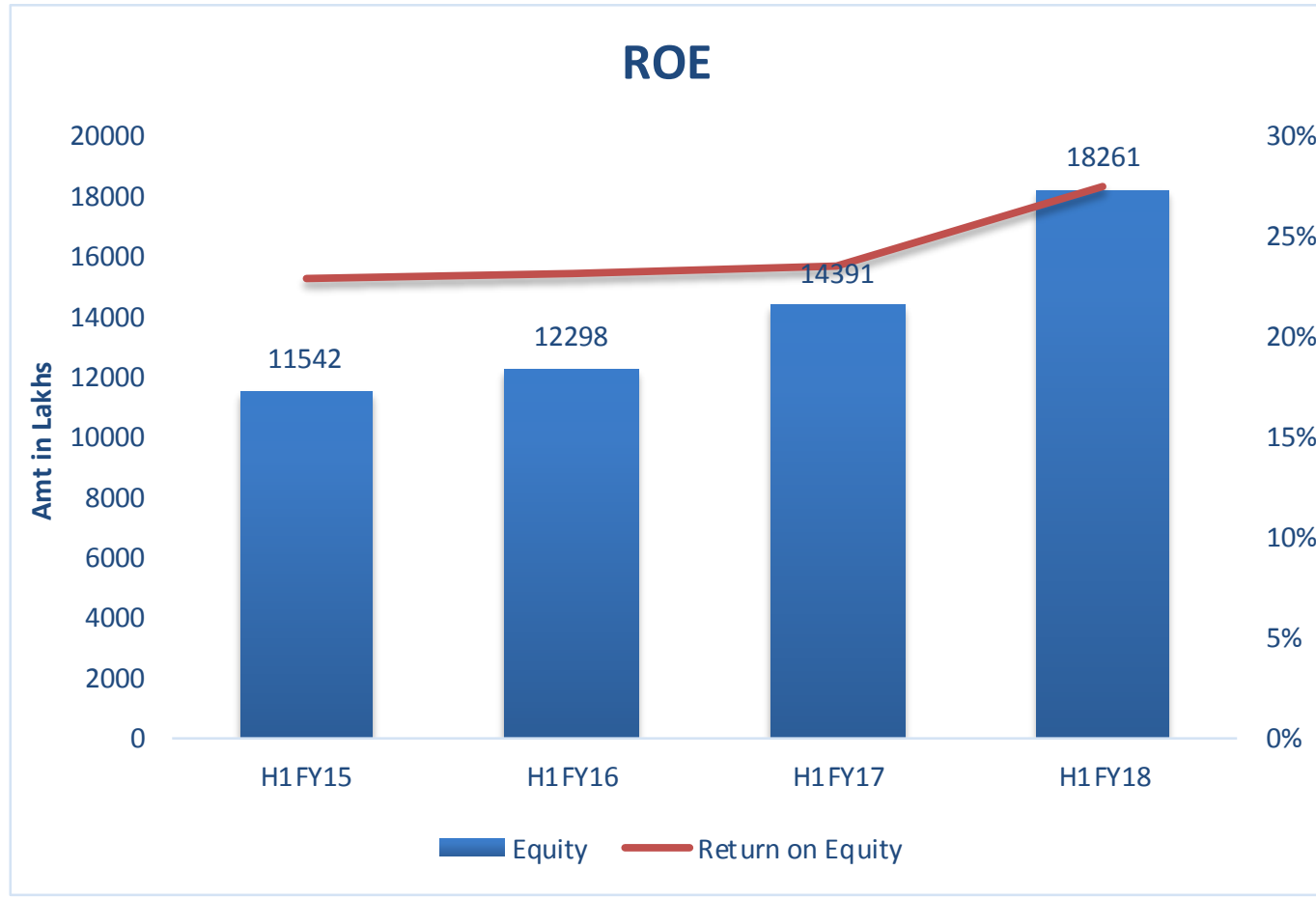
Figs In Lakhs

Particulars	2014-15	2015-16	2016-17	H12017-18
Net Worth	11543	12298	16000	18262
Non-Current Liabilities	30	294	346	414
Current Liabilities	2857	7258	8894	12155
Total	14430	19850	25240	30831
Fixed Assets	1460	7282	10628	13972
Non-Current Assets	335	284	412	999
Current Assets	12635	12284	14200	15860
Total	14430	19850	25240	30831

Figs In Lakhs



Figs In Lakhs



Figs In Lakhs

Particulars	H1 (FY17-18)	H1 (FY16-17)	FY 16-17	FY 15-16
Revenue	40674	36074	75387	66319
Other Income	88	60	137	15
Total Income	40762	36134	75524	66334
Revenue growth %	12.81	13.74	13.85	0.65
Operating expenses	30860	27961	57632	50763
Other expenses	5995	5249	11129	10114
Total Expenses	36855	33210	68761	60877
EBITDA	3907	2924	6763	5457
EBITDA Margin %	9.58	8.09	8.95	8.23
EBITDA growth %	33.62	11.94	23.93	7.7
Interest Expense	122	118	187	525
Depreciation	236	202	431	579
PBT	3549	2604	6145	4353
PBT Margin %	8.71	7.21	8.14	6.56
Taxes	1032	911	2073	1526
PAT	2517	1693	4071	2827
PAT Margin %	6.17	4.68	5.39	4.26
PAT growth %	48.76	20.91	44	7.7

Particulars	As on 30 th Sep. 2017	As on 30 th Sep.2016	As on 31st Mar 17	As on 31st Mar 16
1. Shareholders Funds				
Share Capital	766	766	766	761
Reserves & Surplus	17496	13626	15235	11537
2. Non Current Liabilities				
Long term Borrowings	65	33	52	58
Deferred tax Liabilities (net)	349	378	294	235
3. Current Liabilities				
Short term borrowings	3907	1908	3053	3975
Trade payables	5595	4693	3780	2316
Other current liabilities	2399	1337	881	769
Short term provisions	254	188	1179	199
TOTAL	30831	22929	25240	19850
1. Non current Assets				
Fixed Assets	13972	8722	10628	7282
Non current Investments	0	0	0	0
Long term loans and advances	998	262	412	284
2. Current Assets				
Inventories			0	0
Trade Receivables	14043	11806	11492	10539
Cash & cash equivalents	687	1020	878	1091
Short term loans and advances	707	637	1830	654
Other current assets	424	482	0	0
TOTAL	30831	22929	25240	19850

Capital Expenditure Plan

Figs In Lakhs

	Assets as on 31 st March, 2017	Addition During H1FY 2017-18	Total Fixed Assets as on 30 th Sep, 2017	Proposed CAPEX For FY2017-18
Sorting Centers- Land & Construction	8850	3284	12134	5000
Cars	249	22	271	100
Plant & Machinery	621	-12	609	200
IT (Hardware & Software) Equip.	336	47	383	200
Office Equip.	241	1	242	300
Furniture & Fixtures	331	2	333	200
Total	10628	3344	13972	6000



Operations : Already registered in 30 States /UTs. Geographically realigned our Branches and Controlling to support state wise operations.

Information Technology : In house ERP has been modified to facilitate the state wise Revenues/Expenses recognition, reports and other requirements to upload returns under GST regime.



Accounts : State wise set of books of accounts have been started and monitored centralized by corporate office. Line item wise reconciliation with customers/suppliers, tax deposition and return filing would be controlled from corporate office.

Marketing : Discussion held with maximum no. of customers for their operation and billing requirements after GST regime. E-bill facility has been initiated for customers.



Impact on Macro Economic Changes in India

TCIEXPRESS

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GST

- Rationalizing the impact of taxes on Production, Distribution and Inventory management.
- Would lead to faster movement of goods, increase consumption.
- Consolidation of warehouses and emergence of point to point model
- Increase in manufacturing hubs.
- Positive impact for TCIEXPRESS

DFC/Diamond quadrilateral


- Creation of additional dedicated rail freight capacity.
- Will reduce unit cost of transportation since movement would be from road to rail.
- Increased bulk multi modal movement for improved productivity & efficiency.
- Will result in development of logistic Warehouses in the vicinity of Freight Corridor.
- No impact on TCIEXPRESS.

Increased outsourcing of Logistics

- Growth in trend towards outsourcing of logistics in non traditional industries.
- Bringing in more focus from Industry perspective.
- Positive for TCIEXPRESS.

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 .
- Positive for TCIEXPRESS.




1 Diesel Price Fluctuation

- Diesel price fluctuation is the most uncertain cost of operation and has been sporadic in last 4 years.
- To mitigate the impact, TCIEXPRESS has added DFS (Diesel fuel surcharge) in its contracts, both with vendors and customers.



2 Delay in Inter State Check Posts

- The inter-state movement of goods in India is subject to multiple taxes and clearances.
- Implementation of GST is expected to streamline the processes and reduce a lot of these delays.



3 Lack of infrastructure

- Infrastructure has remained a concern for Express Industry, be it cargo terminals at airports or road conditions.
- Government of India has taken multiple initiatives so as reduce the gaps.



4 Unorganized local players

- Unorganized local players have always been a threat to the industry.
- Post GST, TCI EXPRESS might see some consolidation to happen.

Our Esteemed Clientele – Vertical wise

TCI EXPRESS

LEADER IN EXPRESS

50

50

Automobile

Pharma

Electrical /
Energy

Retails

Telecom &
Engineering

E com

E com



S
M
E
S

Board of Directors

TCI EXPRESS

— LEADER IN EXPRESS —



D.P. Agarwal
Chairman & Director



Chander Agarwal
Managing Director



Vineet Agarwal
Director



Phool Chand Sharma
Whole Time Director & CEO



Murali Krishna Chevuturi
Director



Prashant Jain
Director

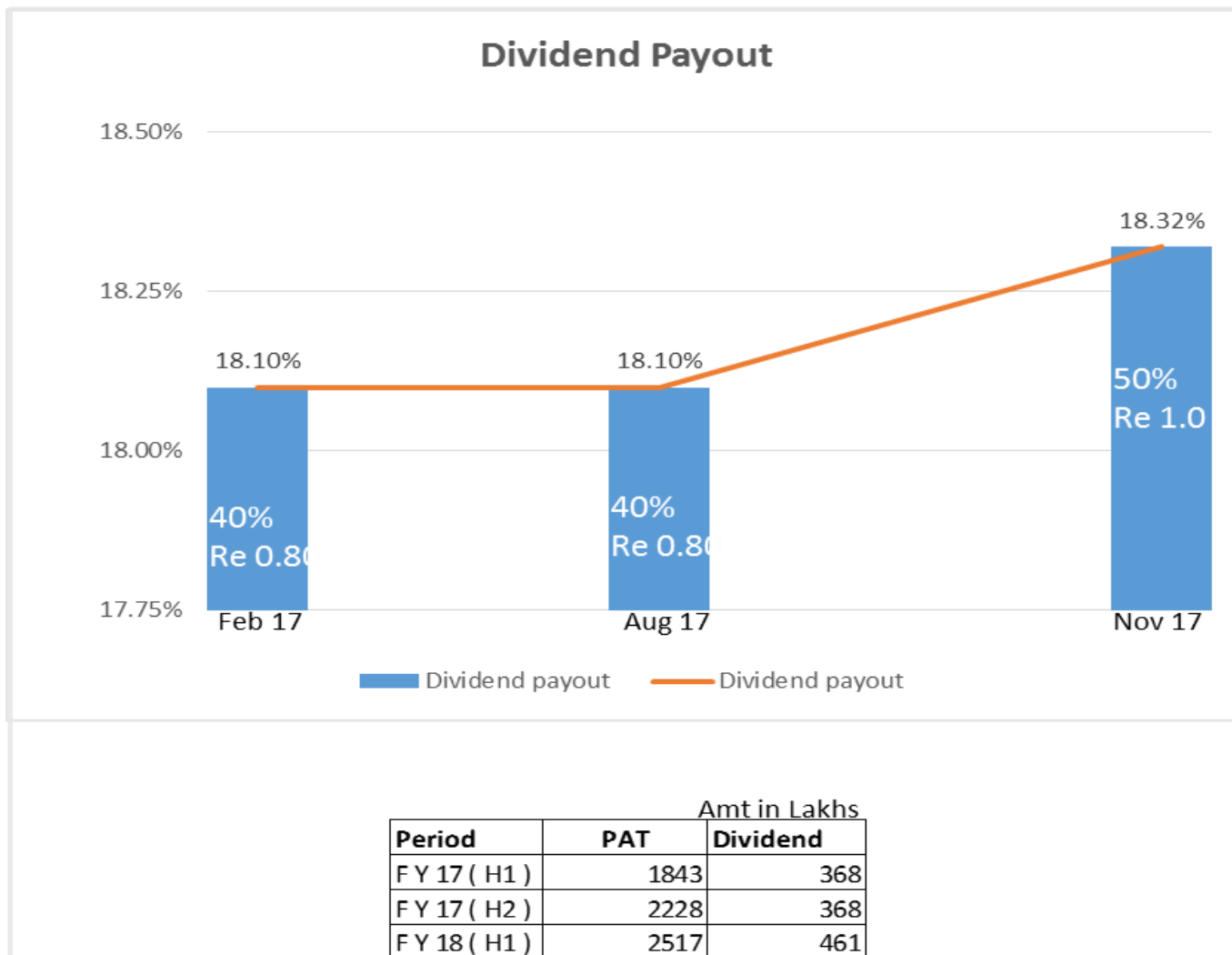


Ashok Kumar Ladha
Director

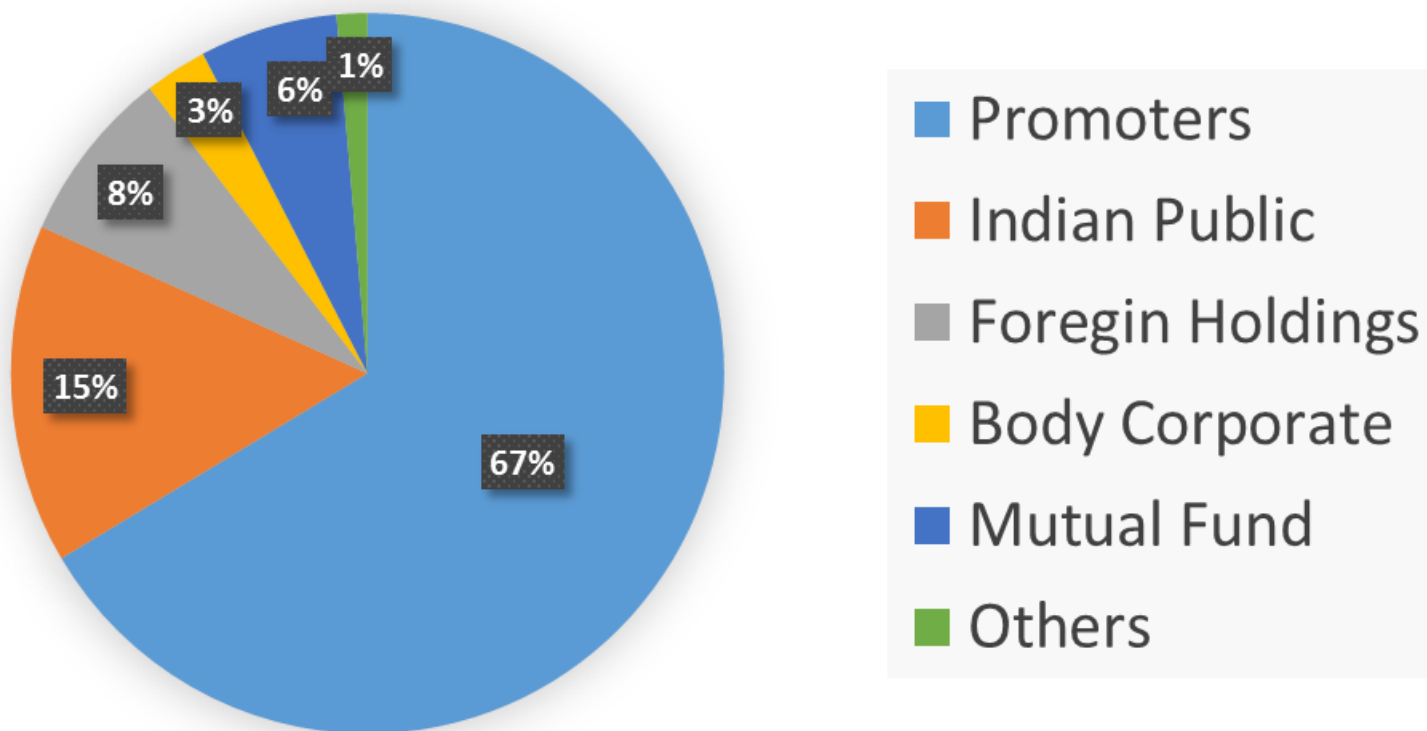


Taruna Singhi
Director





Shareholding Pattern as on 30th September 2017



Key Associate Company & other Group Companies

TCI EXPRESS

LEADER IN EXPRESS

SBU's and services



FTL/FCL, LTL & Over-dimensional cargo services through road, rail & sea.



A Single-window solutions enabler from conceptualization to implementation.



Leading player in Coastal Shipping, NVOCC & Project Cargo.



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

Other Group Companies



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



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



The Beginning