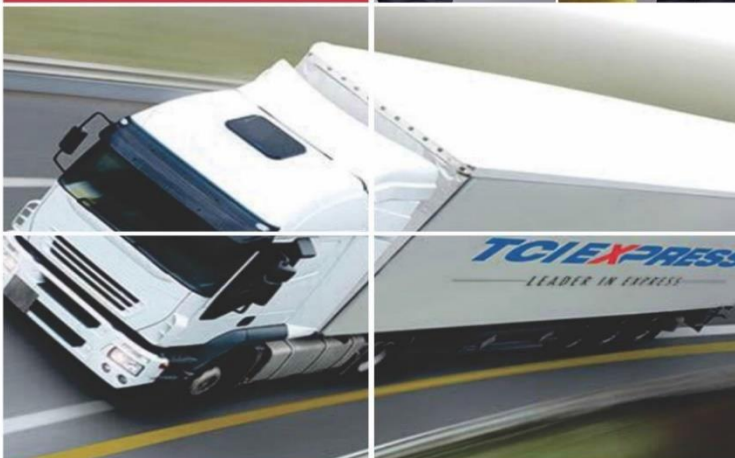


TCI EXPRESS

LEADER IN EXPRESS

**Investors Presentation
November 2018**



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।



We Are

An Independent Company listed with stock Exchange of India since 15th Dec 2016, having credit rating of A1+ Short Term (ICRA) and AA- Long Term (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 21 + years of industry expertise



Year of Commencement

1997



Locations Served

40000



Countries Served

202



Containerized Vehicles

5000



Air Gateways

24



Company Branch Setup

680



Workforce

3000 +



Sorting Centres

28

LISTED ENTITY



ISO CERTIFIED



RATED BY



IATA CERTIFICATE



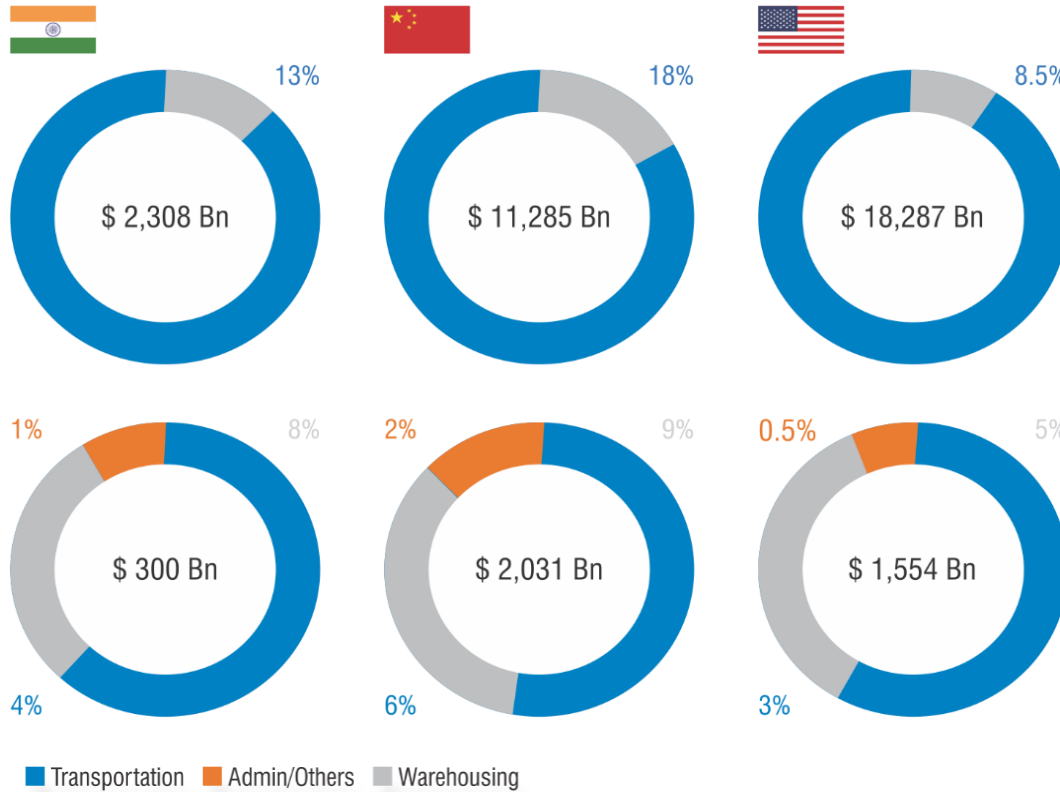
Business Superbrand Of 2016-17



The Economic Times Iconic Brands Of India - 2017

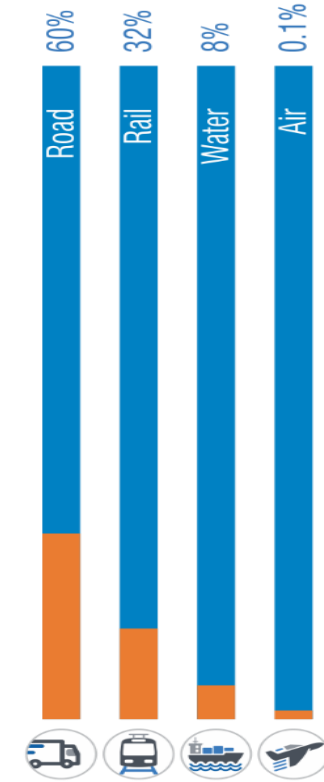
Express Industry- An Outlook

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

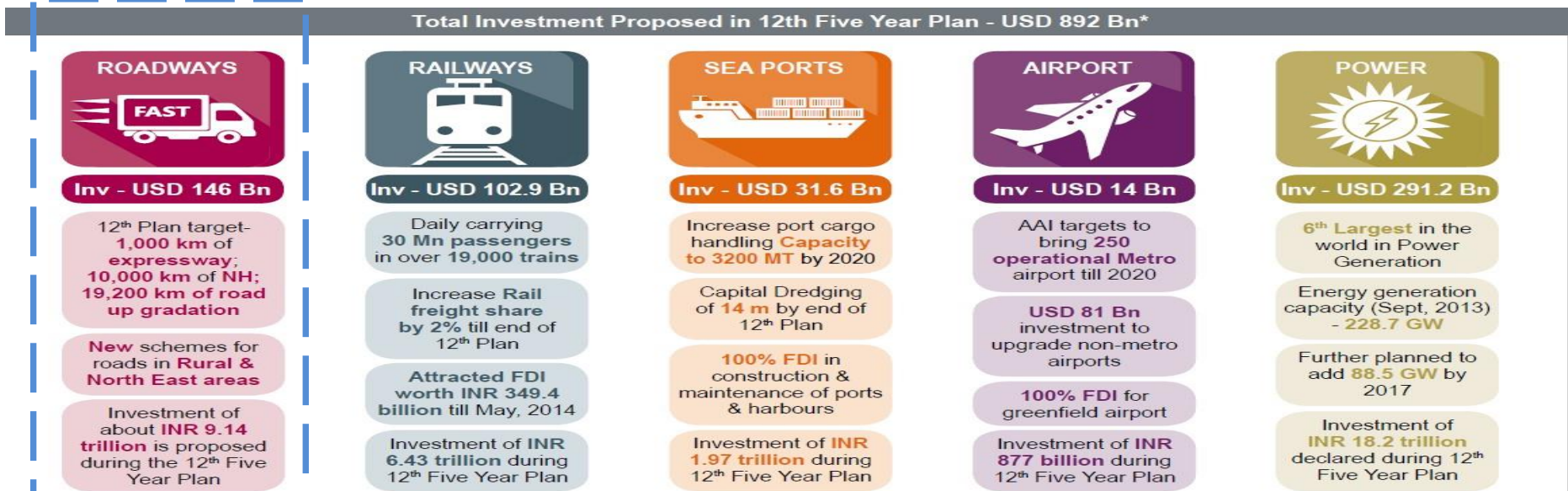
Un-Organized Segment
90%

TCIEXPRESS Carries (Value)
\$ 7 BN

✓ **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

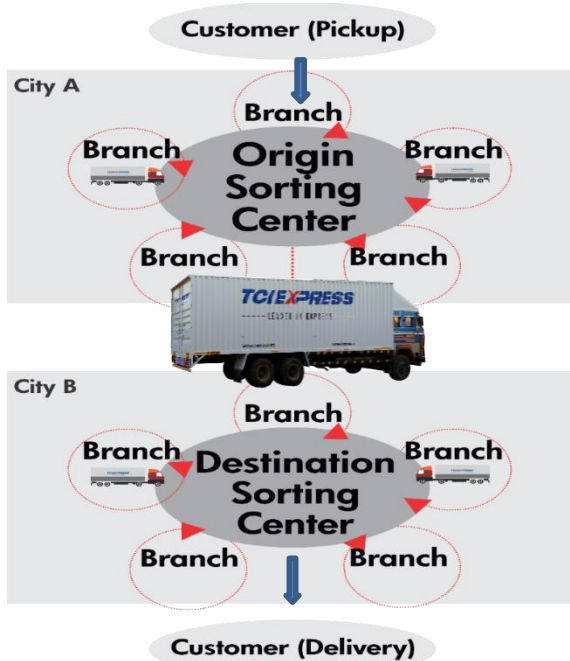


Source: 12th five-year plan (2012–2017), Planning Commission, Govt. of India (now known as NITI Aayog). Exchange rate assumption: USD 1 = INR 62.5
 Note: *Total investment number includes all the sectors apart from the ones highlighted. Other sectors are telecommunications, irrigation, storage, and oil and gas pipelines.

Premium Vs Conventional Distribution

Express (Premium)

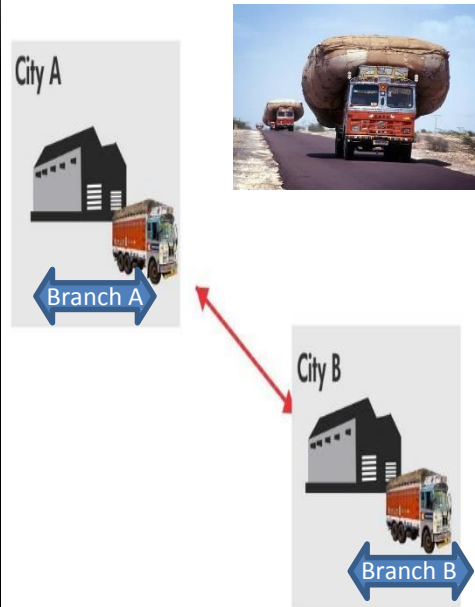
Hub & Spoke
(Small Pkgs)



- Door to Door Delivery
- Time Definite
- High Value Cargo Movement
- Containerized Movement
- Value Added Services

Conventional

Full-truckload (FTL)

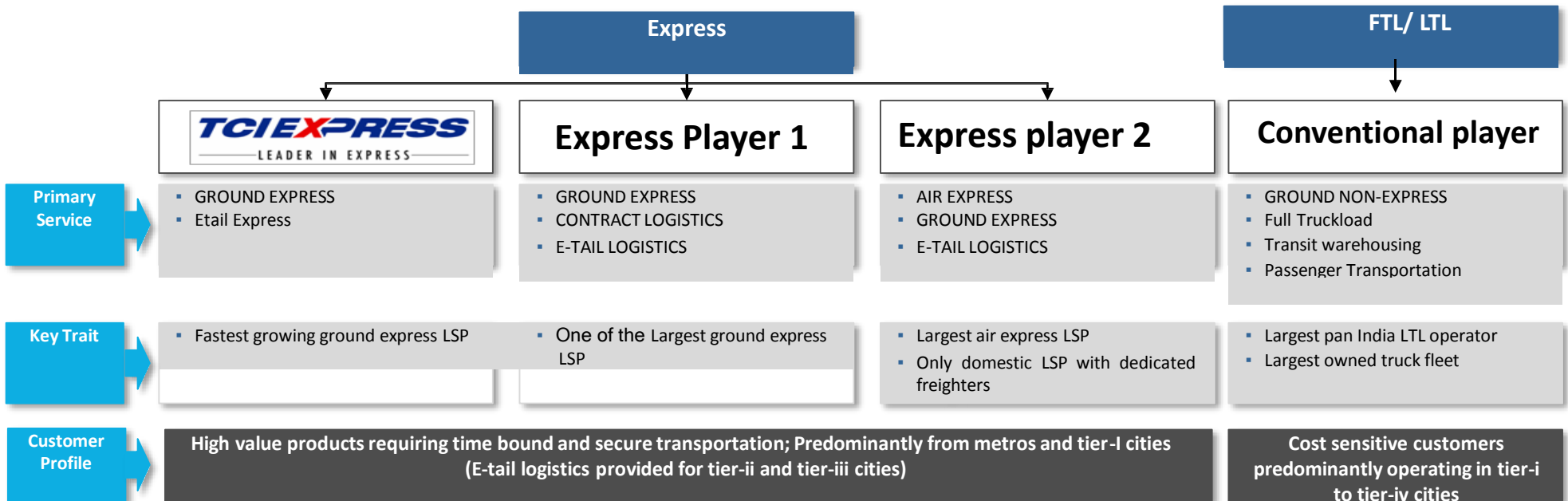


- Spot Buying, Un organized
- Non Containerized vehicles
- Non time Definite
- No Door-to-Door Setup
- No Value Added Services

Key Differentiator

| Key Differentiators | Express | FTL |
|------------------------|------------------------------------|-------------------------------------|
| Operating Model | Plying on key routes | Catering to towns/rural locations |
| Key presence | Metros and Tier-I 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



| | | Express | | | FTL/ LTL |
|-----------------------|---------------------------|-------------|------------------|------------------|---------------------|
| | | TCI EXPRESS | Express Player 1 | Express player 2 | Conventional player |
| Infrastructure | Sorting Centre | 28 | 19 | 21 | 47 |
| | Branches | 680 | 540 | 515 | 1000 |
| | Rent as % (FY17) | 3% | 5% | 6% | 5% |
| Fleet | Owned | NIL | NIL | | 3,939 |
| | Total | 5,000 | 5,000+ | 9,815 | 4,507 |
| | ROCe | 40%~46% | 6%~12% | 28%~35% | 18%~23% |
| | Employee Cost as % (FY17) | 8% | 13% | 21% | 15% |



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.

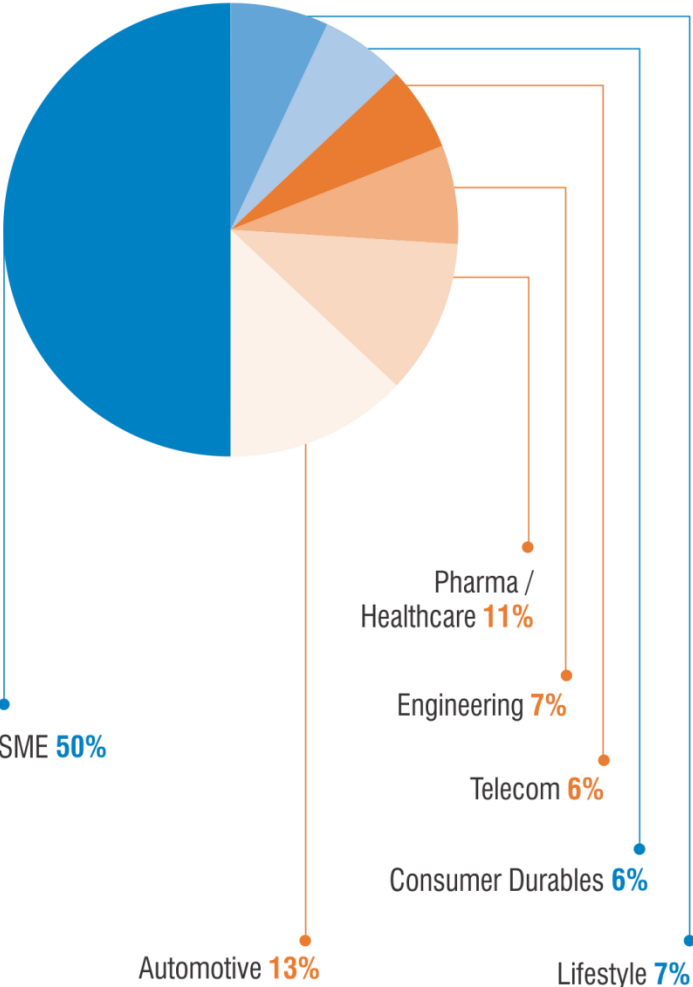


REVERSE EXPRESS

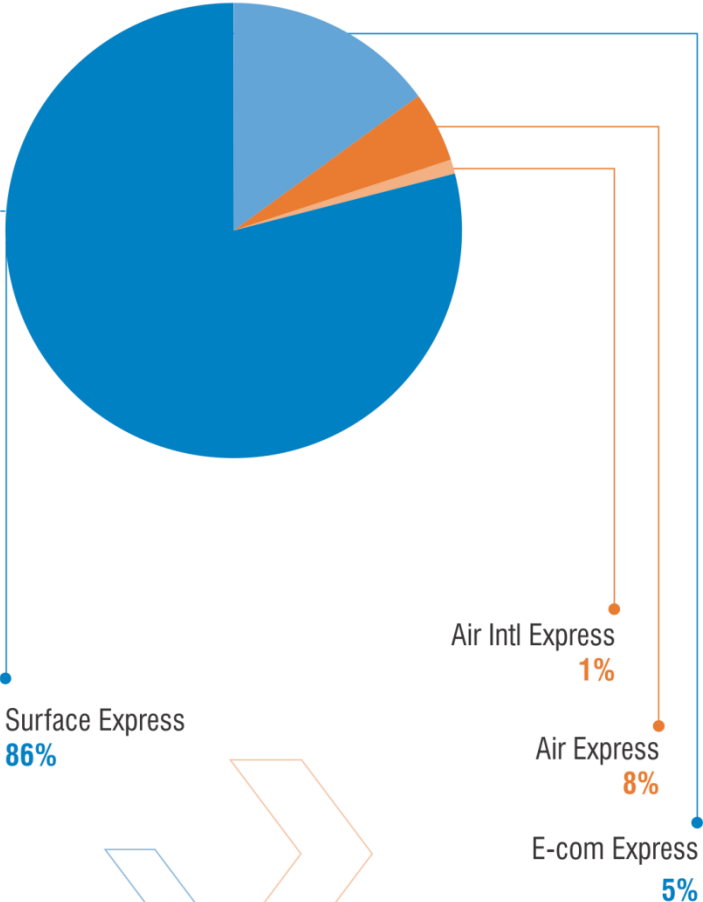
- Customized Reverse pick ups.
- Effective Return Management.



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 colored POD image available on the web on same day of delivery of the shipment)

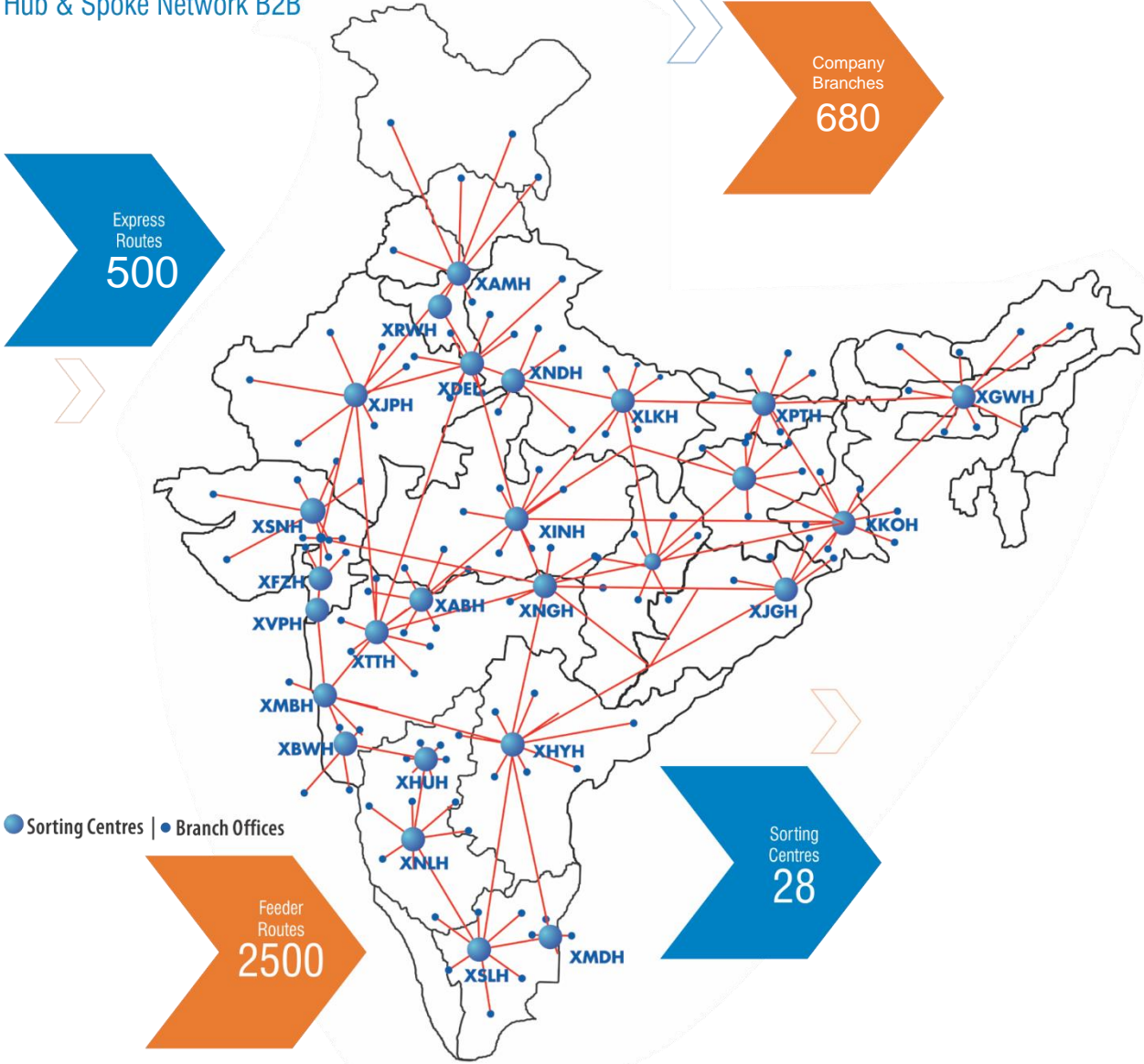
ODA

- ODA Services (Out of Delivery)

e-Billing

- GST enabled customized billing options to Customers

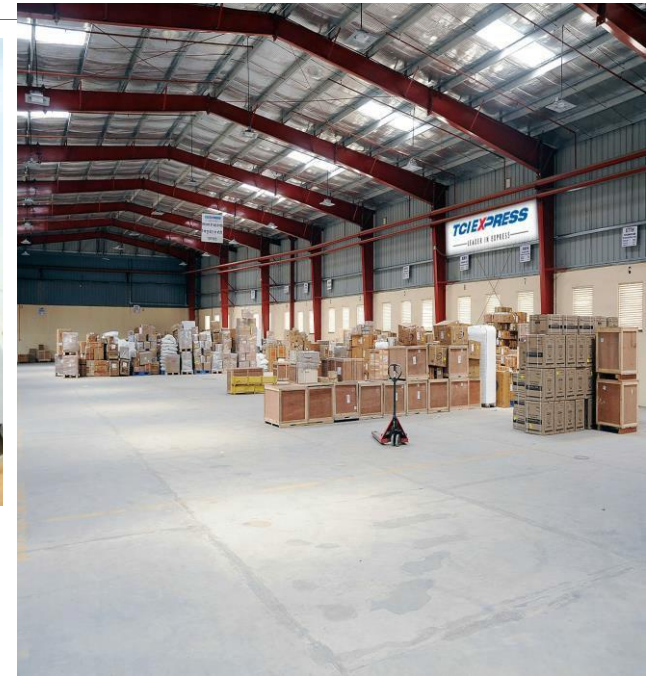
Hub & Spoke Network B2B



New Age Sorting Centers

TCI EXPRESS

LEADER IN EXPRESS



Strictly Private and confidential

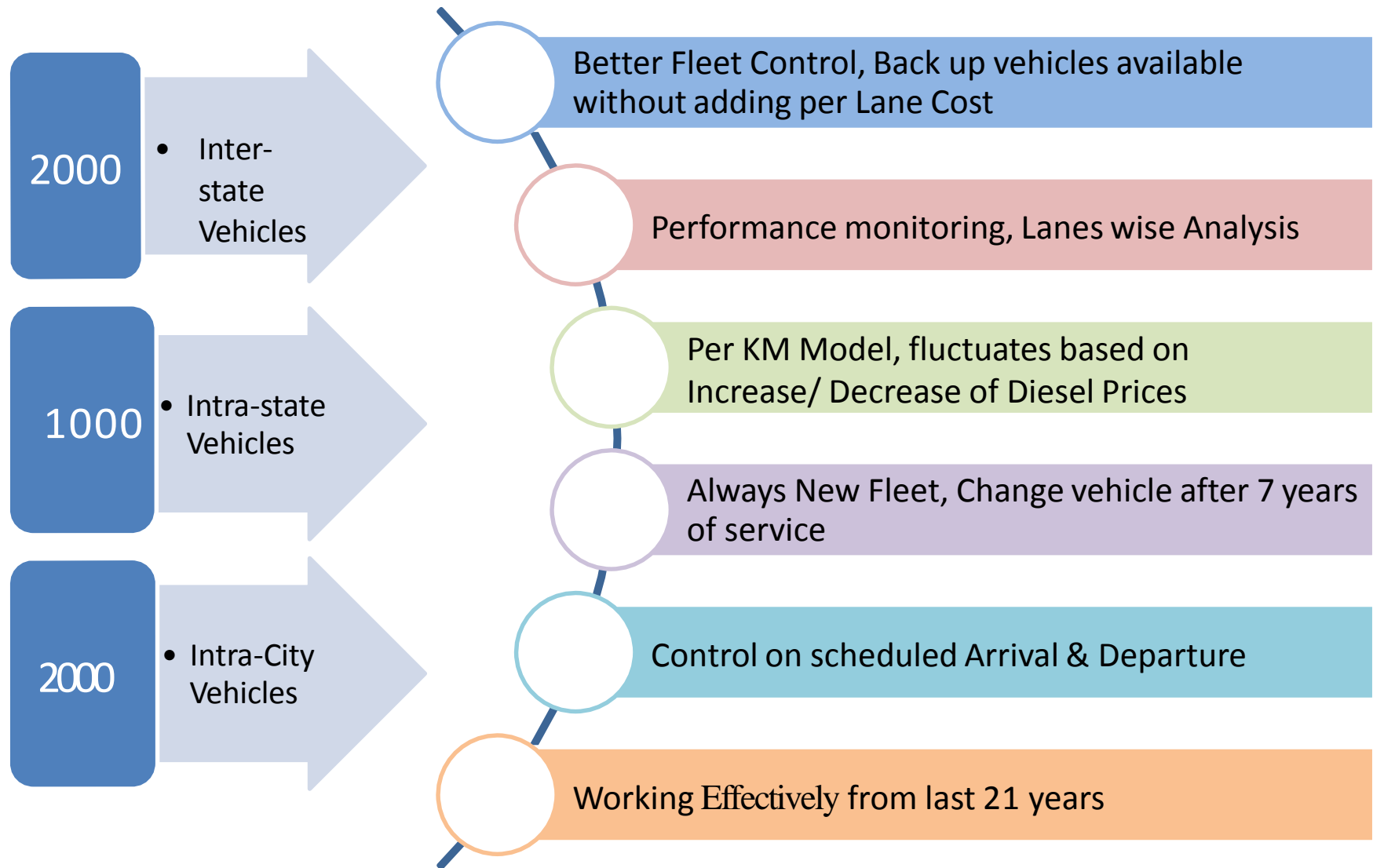
A TCI Company

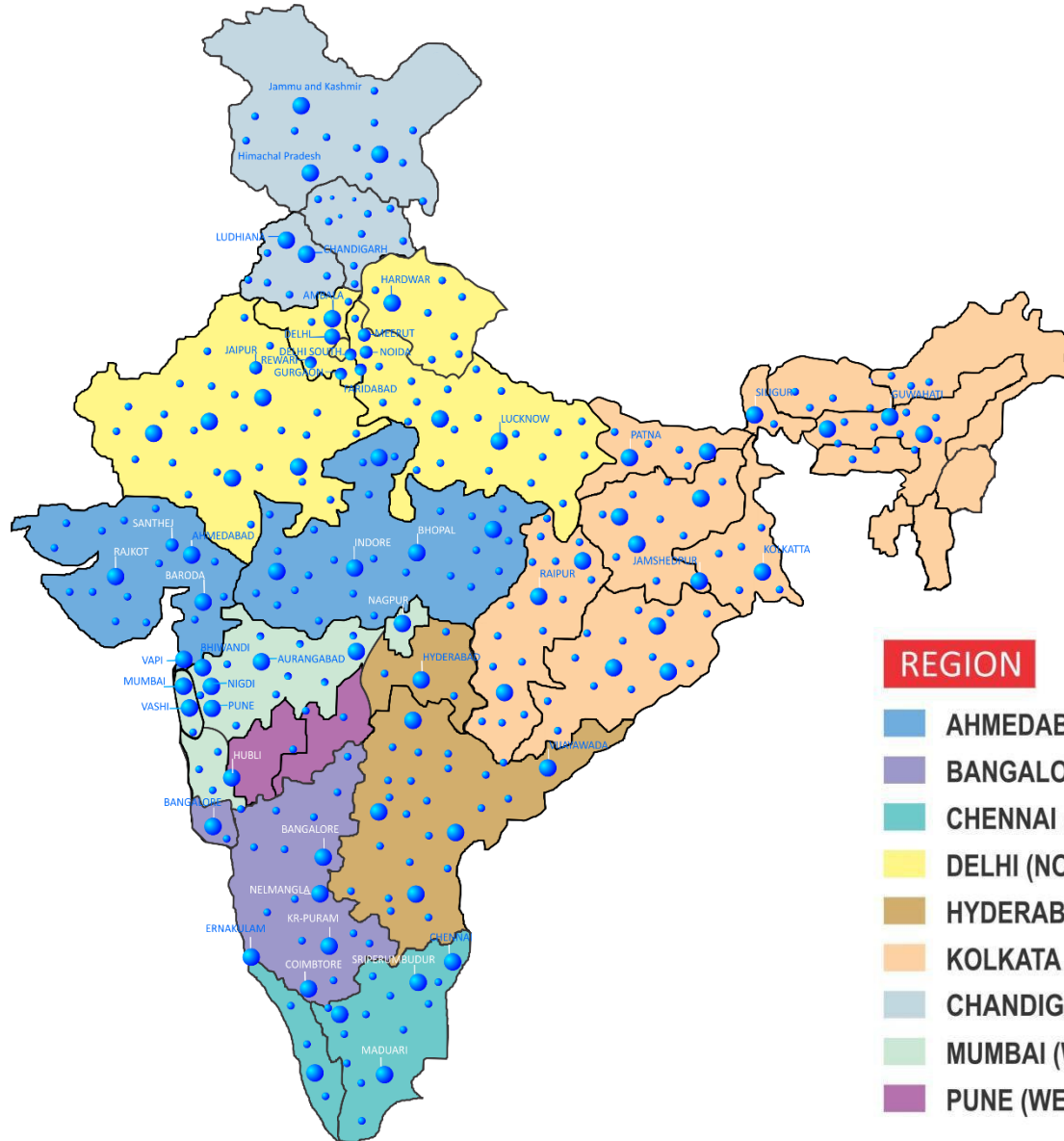
Packages Handling

TCI EXPRESS

LEADER IN EXPRESS

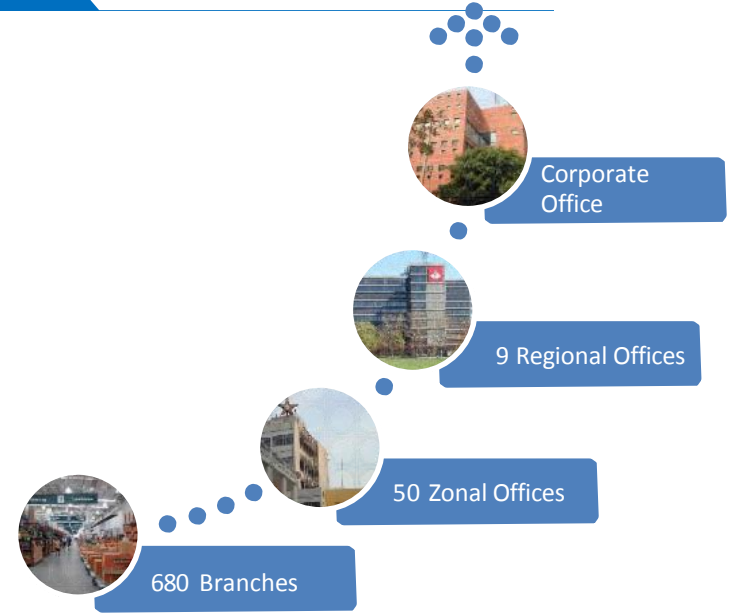






- REGION**
- AHMEDABAD (WEST)
 - BANGALORE (SOUTH)
 - CHENNAI (SOUTH)
 - DELHI (NORTH)
 - HYDERABAD (SOUTH)
 - KOLKATA (EAST)
 - CHANDIGARH (NORTH)
 - MUMBAI (WEST)
 - PUNE (WEST)

- Zonal Offices
- Branch offices



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)

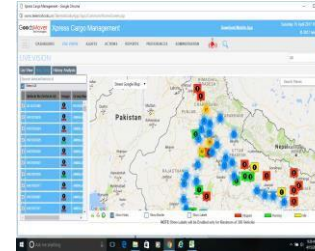
✓ Scanning for speed and accuracy



- 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



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

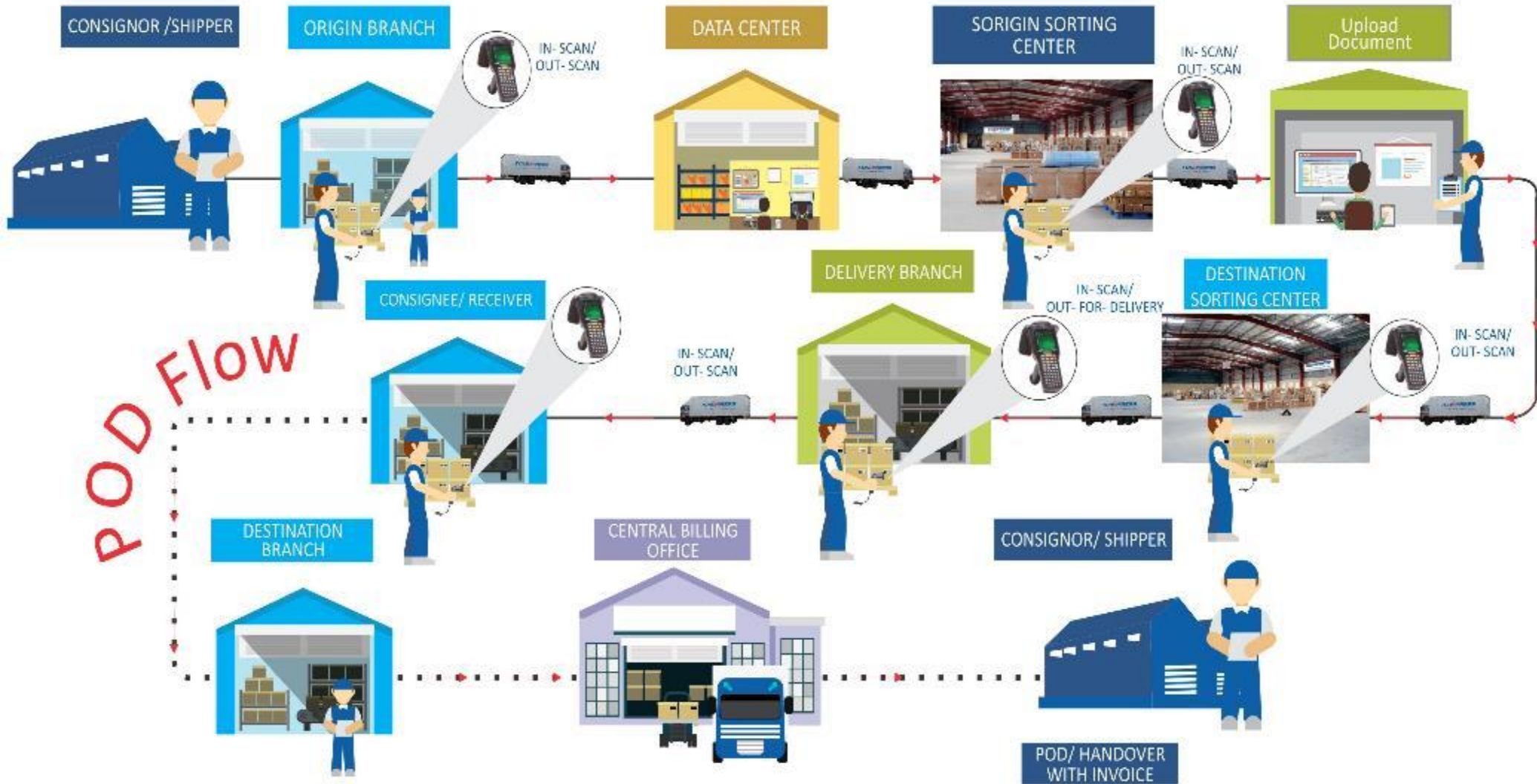


Mobile Apps

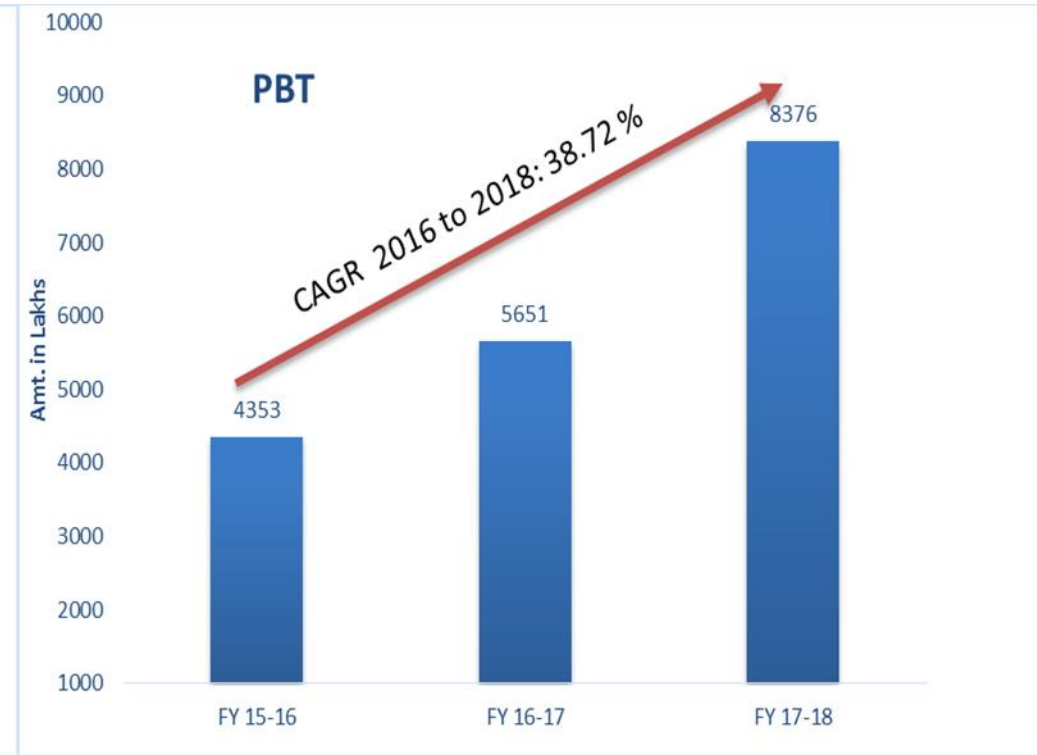
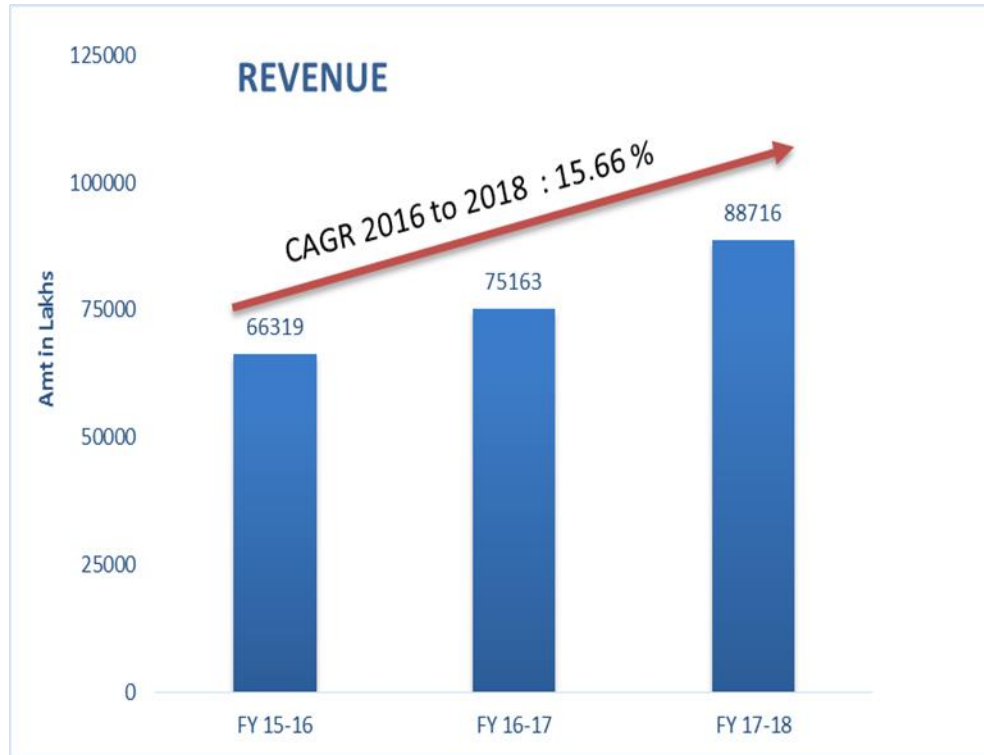


- Mobile App for Pickup and Delivery Update at Customer point
- Instant POD Uploading.
- Customer Pickup Request
- Services and Business Locations Enquiry.
- Freight Calculator

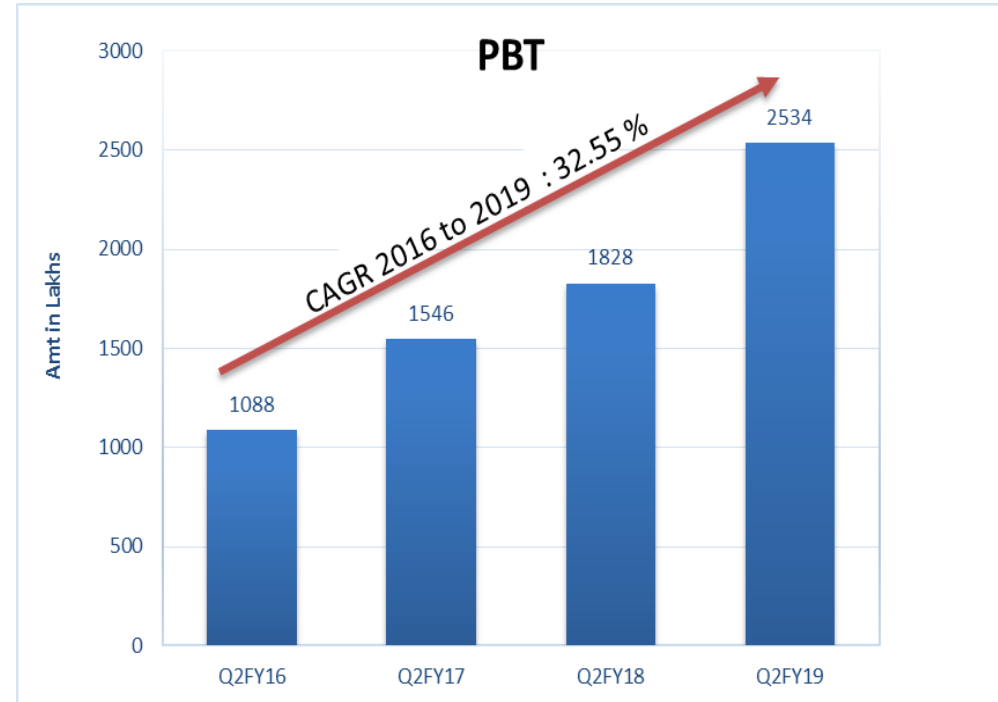
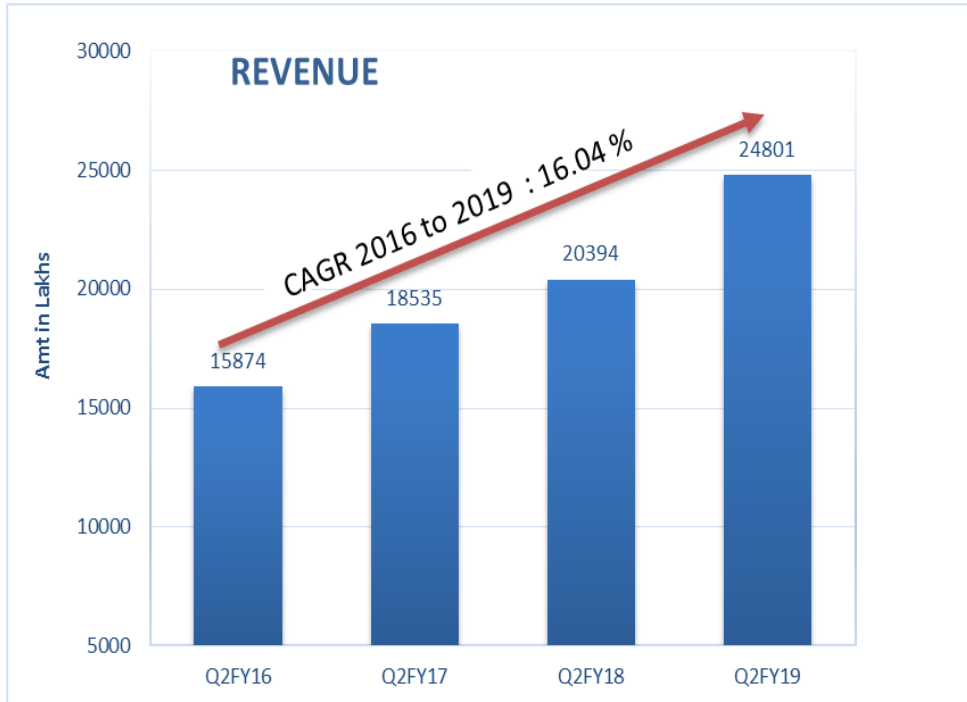
Shipment Process Flow- Using Technology



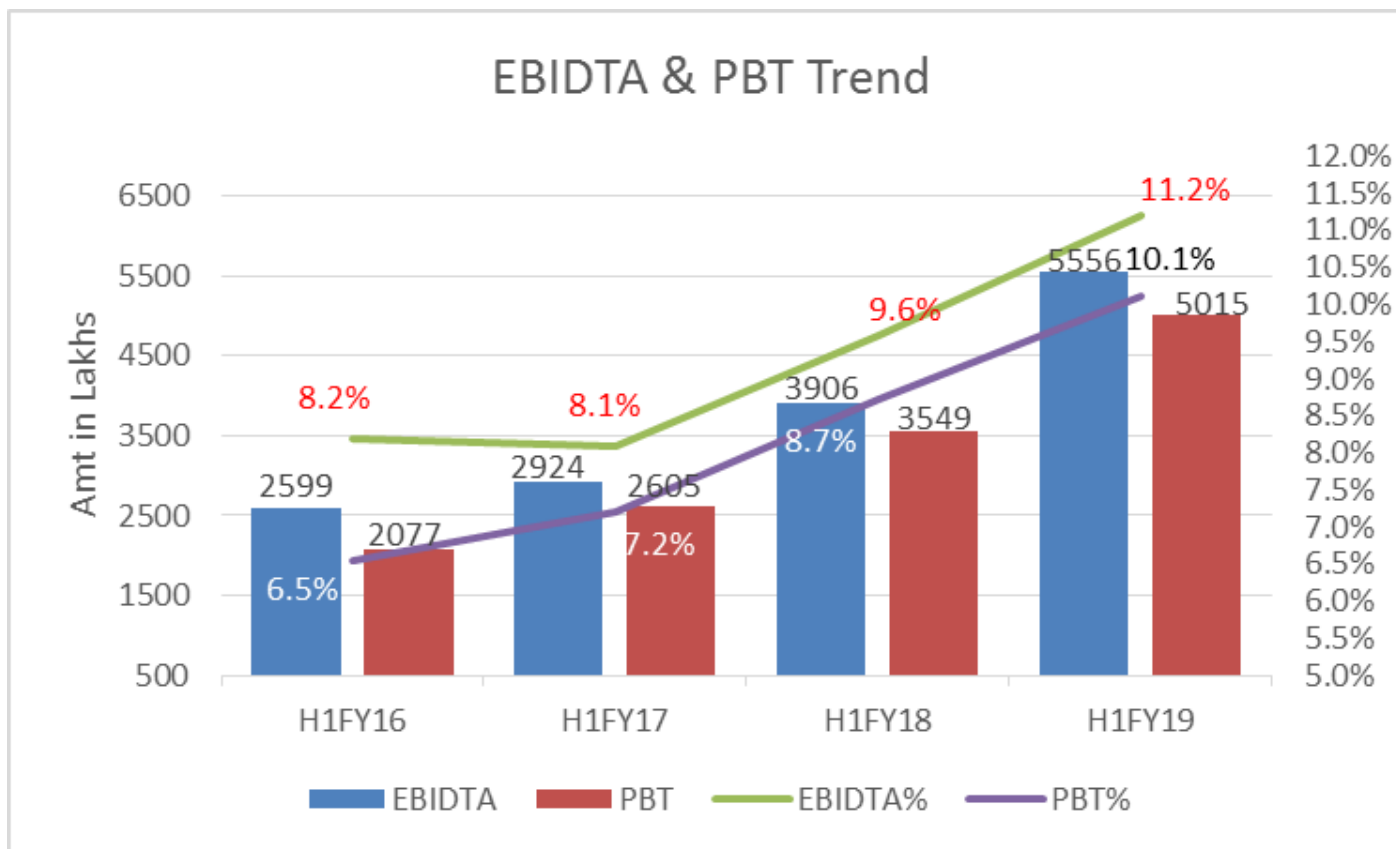
Key Metrics of last 3 Years



Key Metrics of Q2s of last 4 years

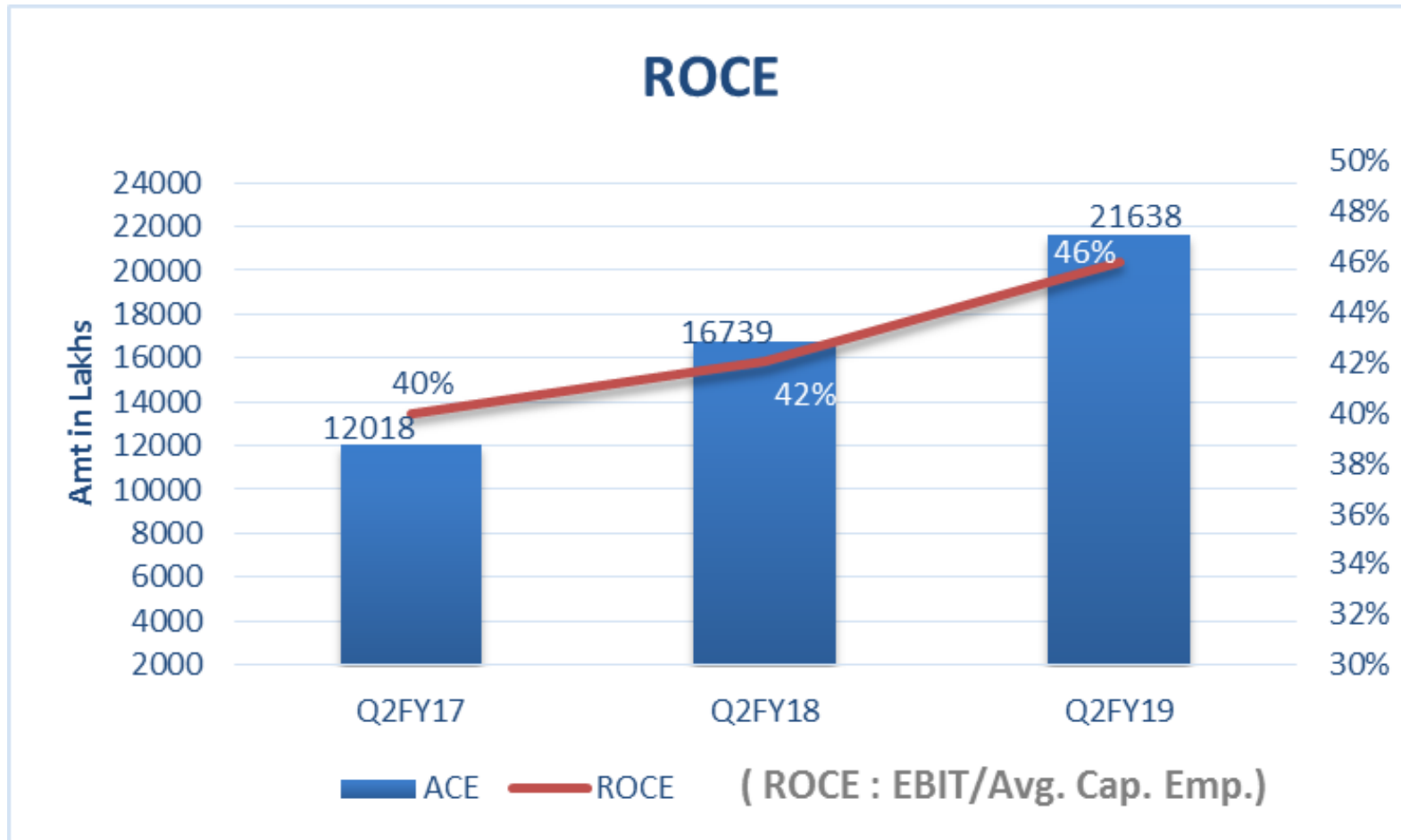


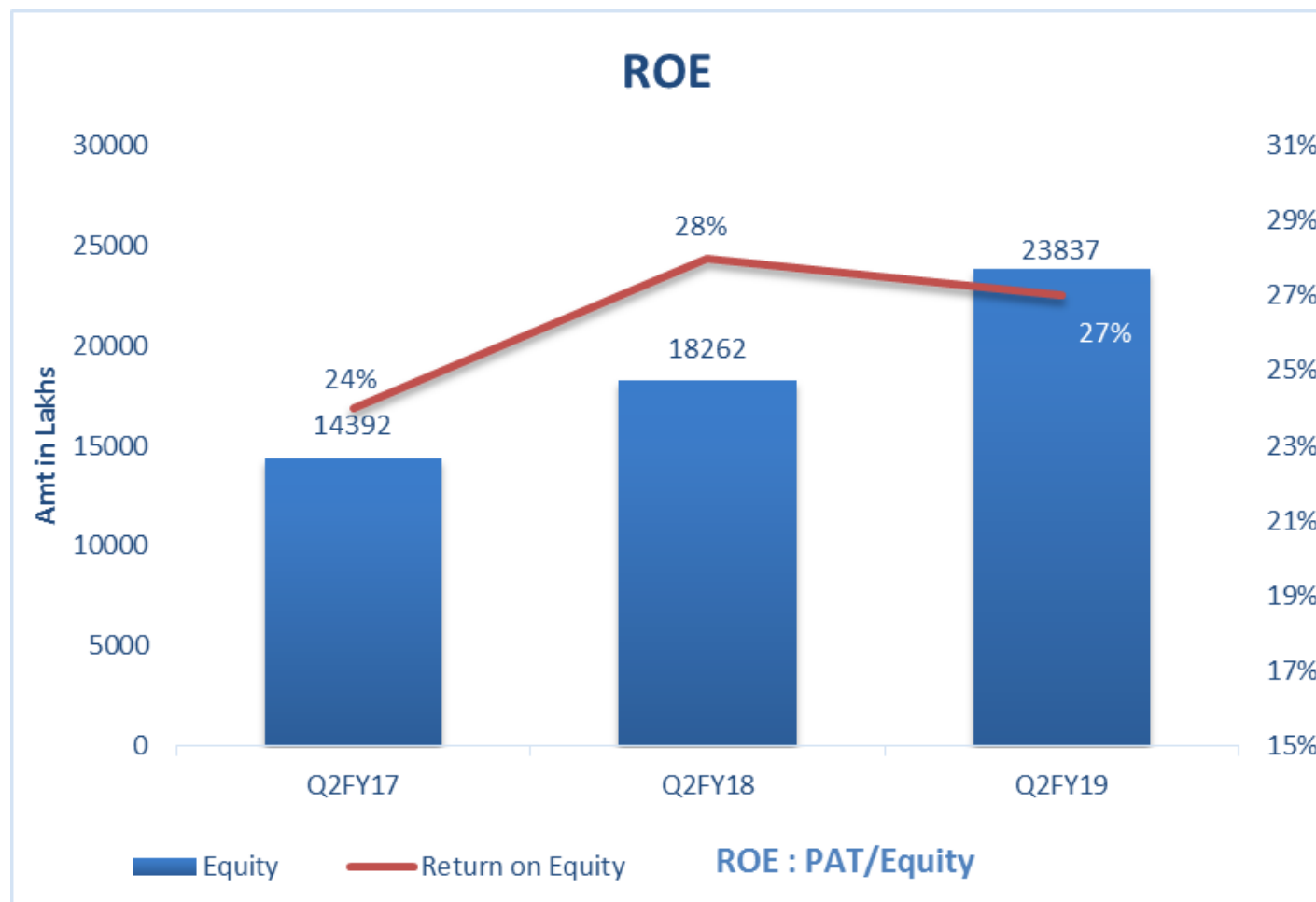
Key Ratios- H1s of last 4 years



(In Lakhs)

| Particulars | 2015-16 | 2016-17 | 2017-18 | H1 2018-19 |
|-------------------------|---------------|---------------|---------------|---------------|
| Net Worth | 12,298 | 16,077 | 20,681 | 23,266 |
| Non-Current Liabilities | 293 | 387 | 596 | 764 |
| Current Liabilities | 7,258 | 7,977 | 13,108 | 13,232 |
| Total | 19,850 | 24,441 | 34,385 | 37,262 |
| Fixed Assets | 7,282 | 10,500 | 16,201 | 17,179 |
| Non-Current Assets | 284 | 498 | 515 | 831 |
| Current Assets | 12,284 | 13,443 | 17,669 | 19,258 |
| Total | 19,850 | 24,441 | 34,385 | 37,262 |





(Amt in Lakhs)

| Particulars | H1 FY19 | H1 FY18 | FY 18 | FY 17 | Particulars | As on 30th Sept 18 | As on 30th Sept 17 | As on 31st Mar 18 | As on 31st Mar 17 |
|-------------------------|--------------|--------------|--------------|--------------|-----------------------------------|--------------------|--------------------|-------------------|-------------------|
| Revenue | 49479 | 40674 | 88508 | 75027 | 1. Non current Assets | | | | |
| Other Income | 132 | 88 | 208 | 137 | Fixed Assets | 17179 | 13972 | 16201 | 10500 |
| Total Income | 49611 | 40762 | 88716 | 75164 | Long Term Loans and Advances | 831 | 999 | 516 | 498 |
| Revenue growth % | 21.71 | 12.81 | 18.03 | 13.85 | 2. Current Assets | | | | |
| Operating expenses | 36990 | 30860 | 66443 | 57658 | Trade Receivables | 16209 | 14043 | 15438 | 11467 |
| Other expenses | 7064 | 5995 | 13000 | 11179 | Cash & Cash Equivalents | 1870 | 686 | 1218 | 878 |
| Total Expenses | 44054 | 36855 | 79443 | 68837 | Short Term Loans and Advances | 778 | 656 | 711 | 633 |
| EBITDA | 5557 | 3907 | 9273 | 6327 | Other Current Assets | 396 | 475 | 301 | 465 |
| EBITDA Margin % | 11.20 | 9.58 | 10.45 | 8.42 | TOTAL | 37263 | 30831 | 34385 | 24441 |
| EBITDA growth % | 42.23 | 33.62 | 46.56 | 15.94 | 1. Equity | | | | |
| Interest Expense | 227 | 122 | 376 | 244 | Share Capital | 766 | 766 | 766 | 766 |
| Depreciation | 315 | 236 | 521 | 431 | Reserves & Surplus | 23071 | 17496 | 19915 | 15311 |
| PBT | 5015 | 3549 | 8376 | 5652 | 2. Non Current Liabilities | | | | |
| PBT Margin % | 10.11 | 8.71 | 9.44 | 7.52 | Long Term Borrowings | 248 | 65 | 166 | 52 |
| Taxes | 1776 | 1032 | 2537 | 1902 | Deferred Tax Liabilities (net) | 516 | 349 | 430 | 335 |
| PAT | 3239 | 2517 | 5839 | 3750 | 3. Current Liabilities | | | | |
| PAT Margin % | 6.53 | 6.17 | 6.58 | 4.99 | Short Term Borrowings | 3865 | 3907 | 3816 | 3052 |
| PAT growth % | 28.68 | 48.67 | 55.71 | 32.65 | Trade Payables | 6601 | 5595 | 6459 | 3720 |
| | | | | | Other Current Liabilities | 1068 | 1820 | 1435 | 89 |
| | | | | | Short Term Provisions | 1128 | 833 | 1399 | 1116 |
| | | | | | TOTAL | 37263 | 30831 | 34386 | 24441 |

| | Assets as on 31 st March, 2018 | Addition (Net) During FY 2018-19 | Total Fixed Assets as on 30 th Sept., 2018 | Proposed CAPEX For FY2018-19 |
|---|--|--|---|------------------------------------|
| Sorting Centers- Land & Construction | 13758 | 721 | 14479 | 5000 |
| Cars | 427 | 74 | 501 | 100 |
| Plant & Machinery | 834 | 107 | 941 | 1200 |
| IT (Hardware & Software) Equip. | 428 | 8 | 436 | 200 |
| Office Equip. | 290 | 18 | 308 | 300 |
| Furniture & Fixtures | 461 | 28 | 489 | 200 |
| Capital WIP | 3 | 22 | 25 | 0 |
| Total | 16201 | 978 | 17179 | 7000 |



Operations : Aligned with GST Registration/ Billing needs and E-Waybill generation for Intra/ Inter State movement of goods .

Information Technology : In house ERP has been upgraded 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 getting controlled from corporate office.

Marketing : Post implementation of GST, customers have realigned their warehouses from Regional to National structure and our system has supported them for multi locational services.



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

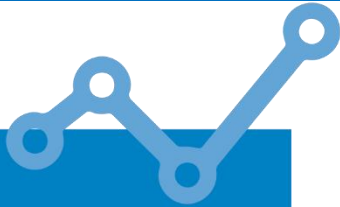
- Growth in trend towards outsourcing of logistics in non traditional industries.
- Bringing in more focus from Industry perspective.
- Positive for TCIEXPRESS.

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.



TCIEXPRESS
LEADER IN EXPRESS




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

50 %

50 %

Automobile



Pharma



Electrical / Energy



Retails



Telecom & Engineering



e Com





D.P. Agarwal
Chairman & Director



Chander Agarwal
Managing Director



Phool Chand Sharma
Whole Time Director & CEO
Director



Vineet Agarwal
Director



Murali Krishna Chevuturi
Director



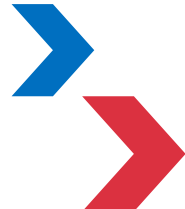
Prashant Jain
Director

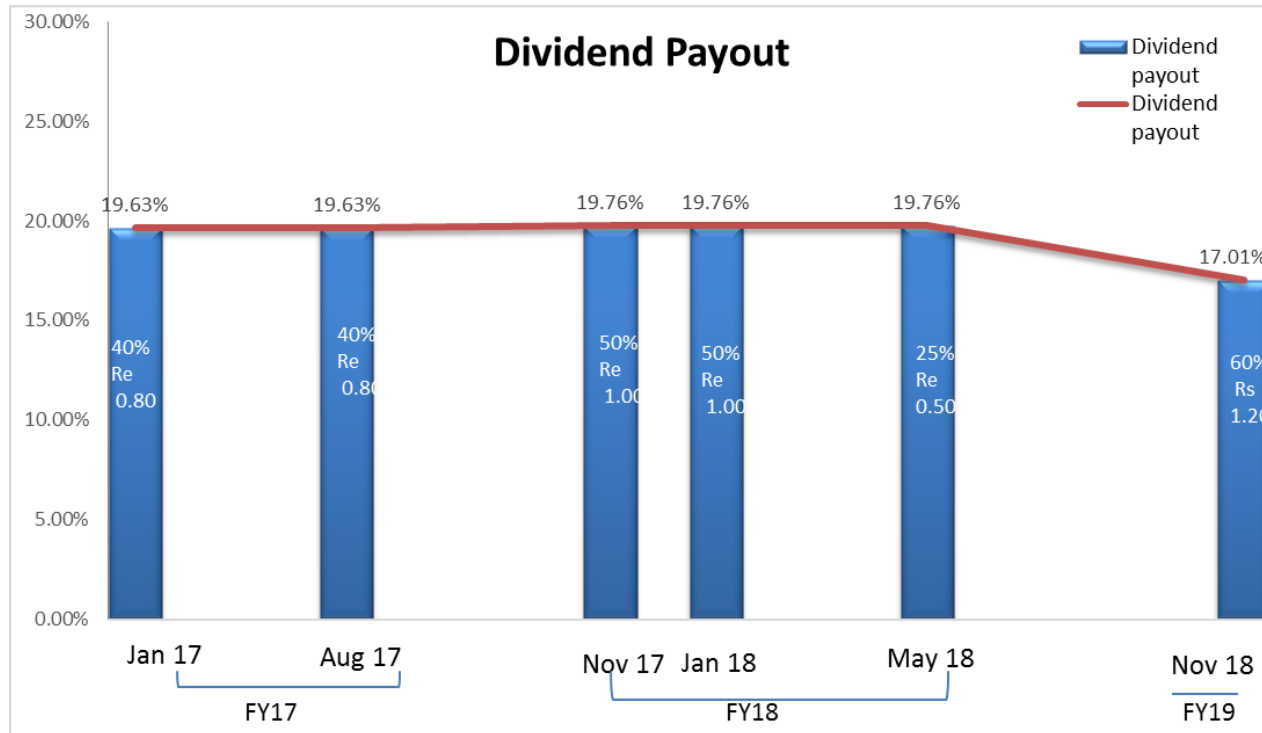


Ashok Kumar Ladha
Director



Taruna Singhi
Director



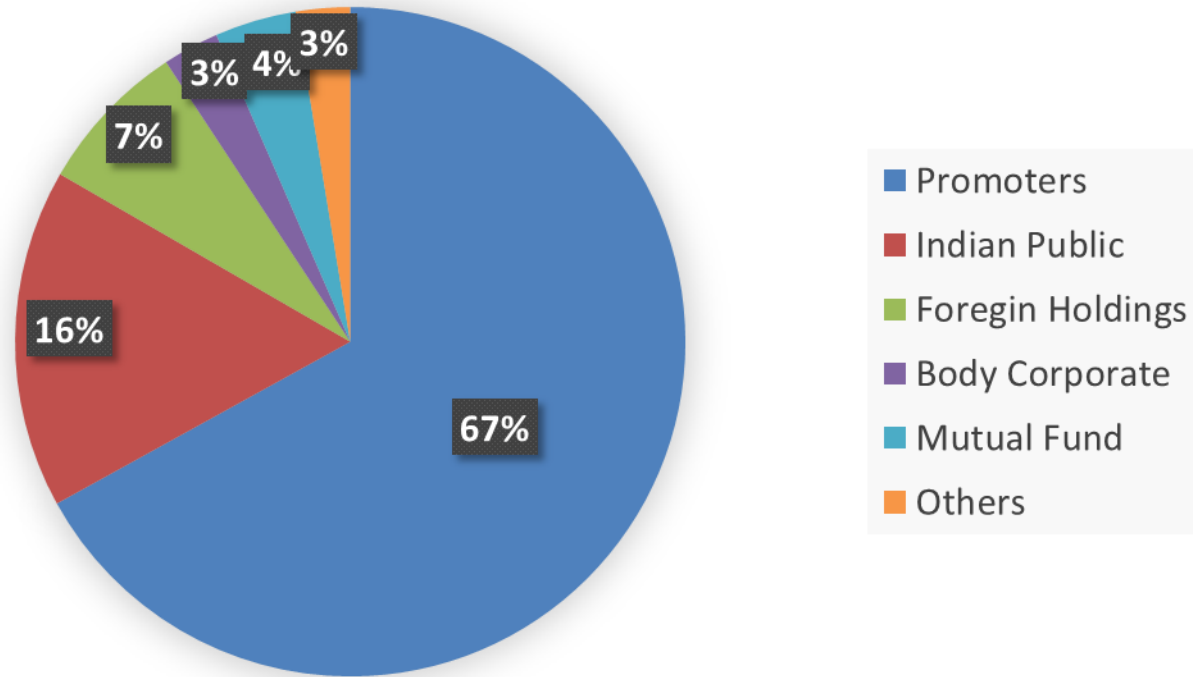


Amt in Lakhs

| Period | PAT | Total | Dividend | Total |
|---------------|------|-------|----------|-------|
| FY 17 (H1) | 2605 | 3749 | 368 | 736 |
| F Y 17 (H2) | 1144 | | 368 | |
| F Y 18 (H1) | 2903 | 5840 | 461 | 1154 |
| F Y 18 (Q3) | 1143 | | 461 | |
| F Y 18 (Q4) | 1794 | | 232 | |
| FY 19 (H1) | 3239 | | 554 | |

*We are regularly dividend paying company though , we do not have any formalized dividend policy as it is not applicable on us, as per SEBI (Listing) Regulation, 2015. It is applicable on top 500 companies as per Market Capitalization.

Shareholding Pattern as on 30th September 2018



SBUs 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)



A JV between Indorama Eleme Petrochemicals Ltd. and TCI Global



The Beginning