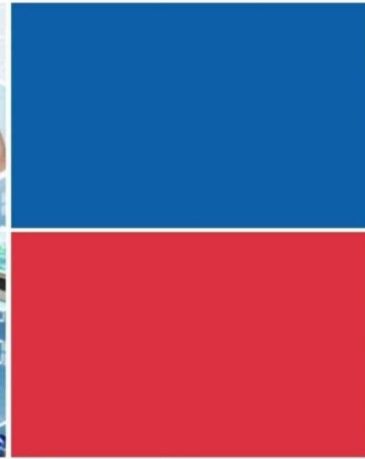


# TCIEXPRESS

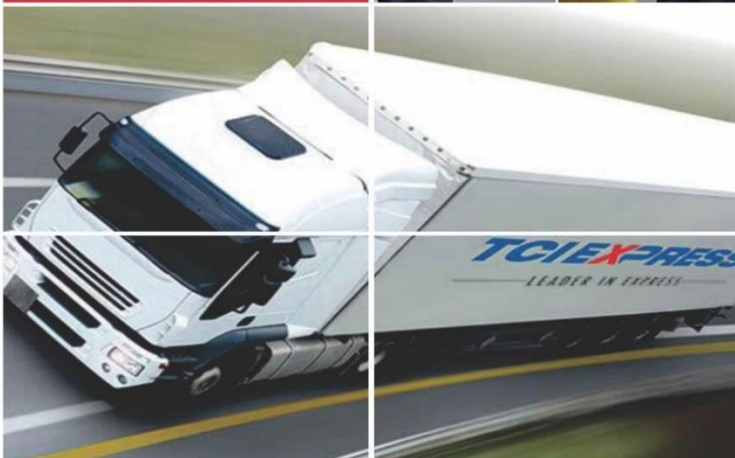
LEADER IN EXPRESS



# TCIEXPRESS

LEADER IN EXPRESS

Investors Presentation  
February 2019



**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।



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 22 + years of industry expertise



Year of Commencement

1997



Locations Served

40000



Countries Served

202



Containerized Vehicles

5000



Air Gateways

24



Company Branch Setup

700



Workforce

3000 +



Sorting Centres

28

## LISTED ENTITY



## ISO CERTIFIED



## RATED BY



## IATA CERTIFICATE

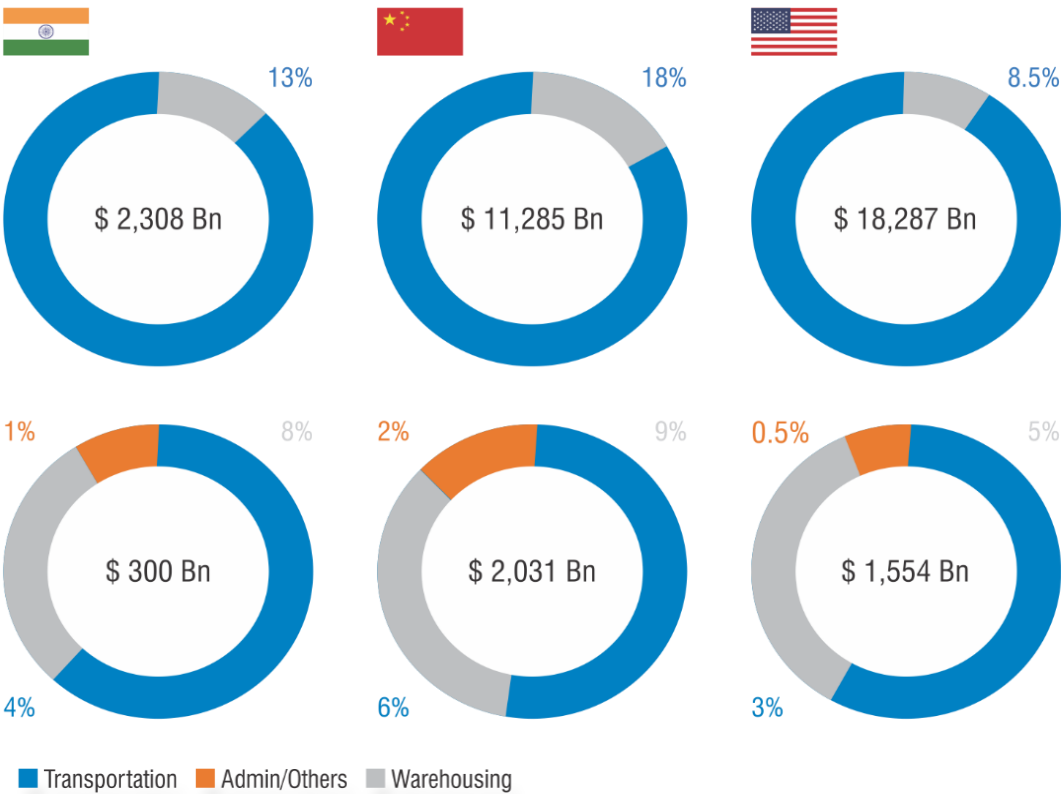


Business Superbrand Of  
2016-18



The Economic Times Iconic  
Brands Of India

Logistics as a Percentage of GDP



2015 nominal GDP at current USD

In Indian Modal Split is heavily skewed towards Road

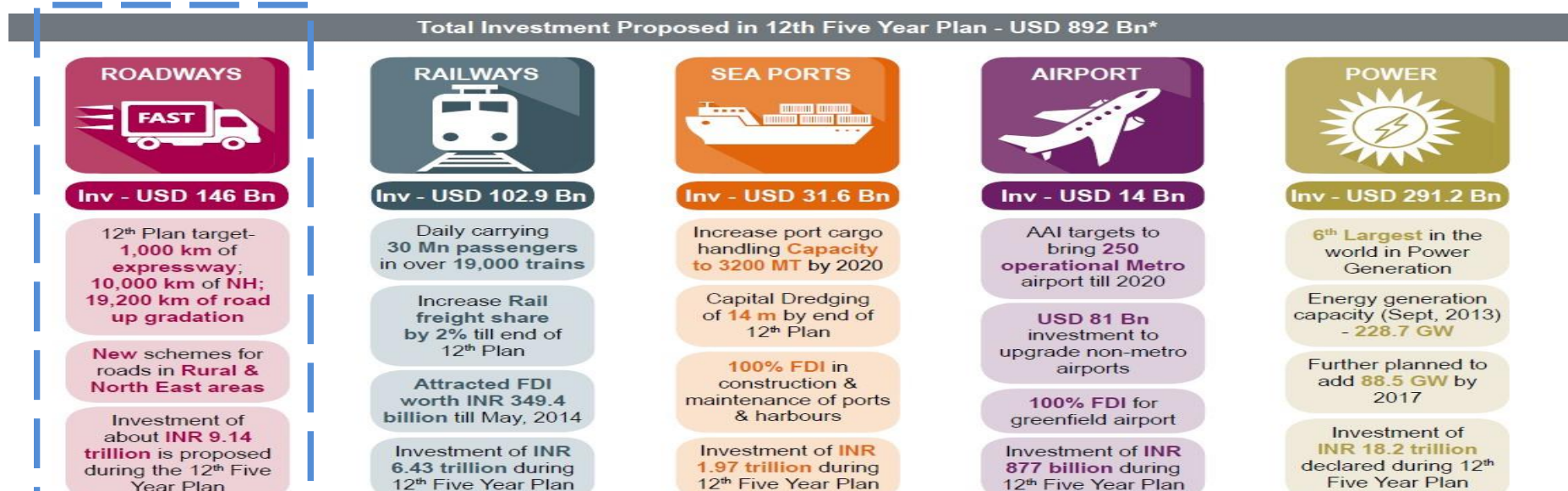


<b>India GDP</b>	<b>Total Logistics spend</b>	<b>Road Transportation</b>	<b>Un-Organized Segment</b>	<b>TCIEXPRESS Carries (Value)</b>	<b>TCIEXPRESS Market Share</b>
<b>\$ 2.3 TN</b>	<b>\$ 300 BN</b>	<b>\$ 180 BN</b>	<b>95%</b>	<b>\$ 9 BN</b>	<b>5%</b>

## ✓ 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

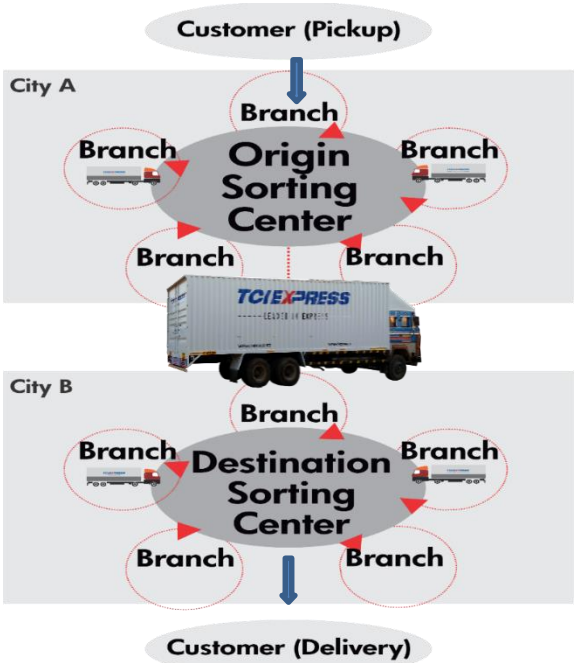


Source: 12th five-year plan (2012–2017), Planning Commission, Govt. of India (now known as NITI Aayog). Exchange rate assumption: USD 1 = INR 62.5

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

## Express (Premium)

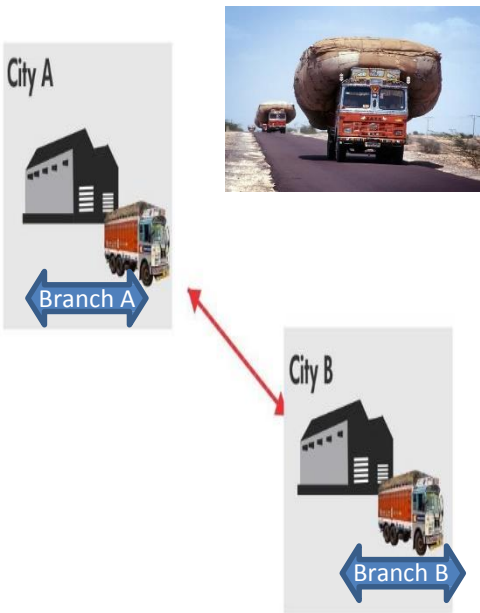
Hub & Spoke  
(Small Pkgs)



- 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

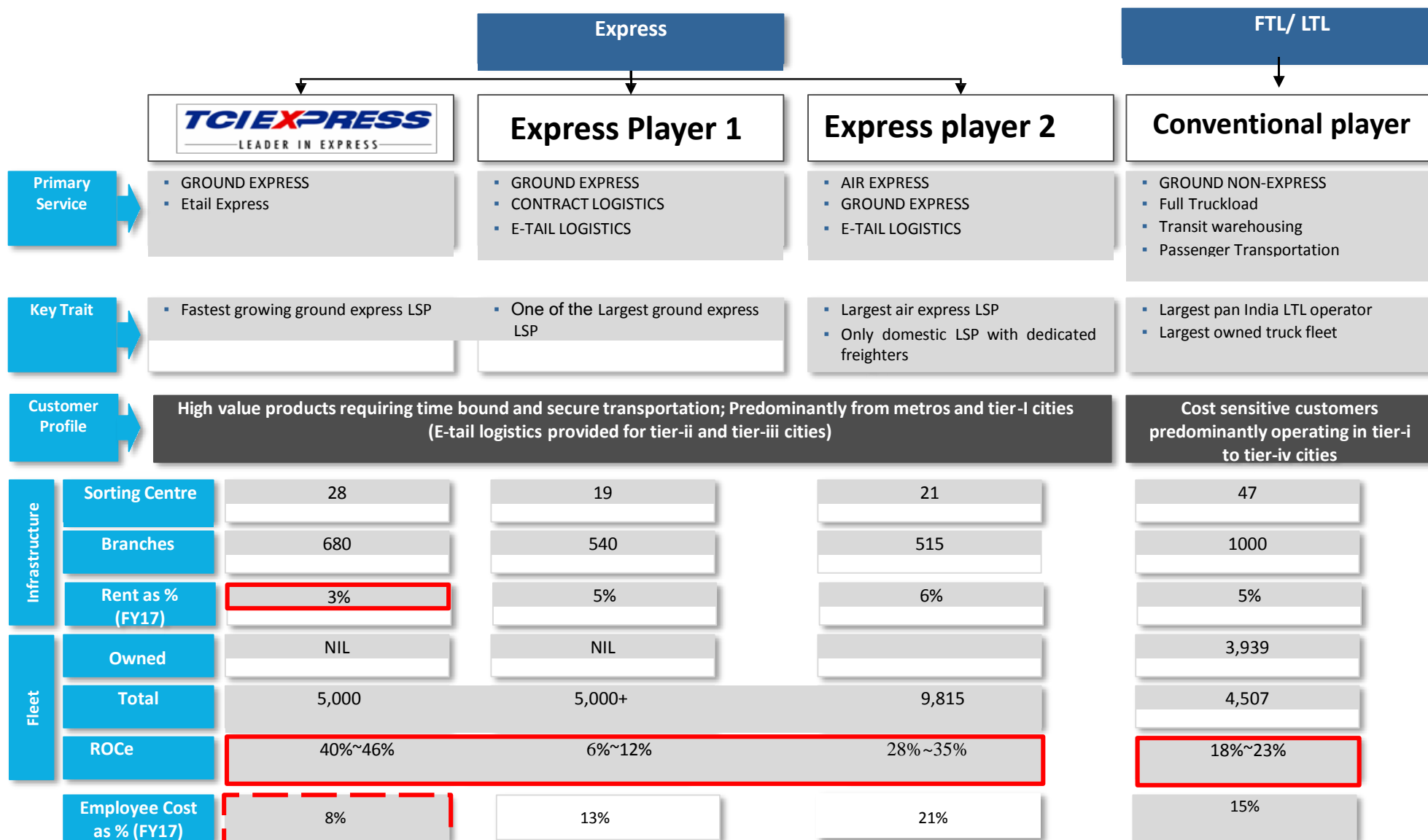
## Key Differentiator

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

**TCIEXPRESS**

LEADER IN EXPRESS



B2B

95%



### SURFACE EXPRESS

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



### DOMESTIC AIR EXPRESS

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



### INTERNATIONAL AIR EXPRESS

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



### REVERSE EXPRESS

- Customized Reverse pick ups.
- Effective Return Management.

5%

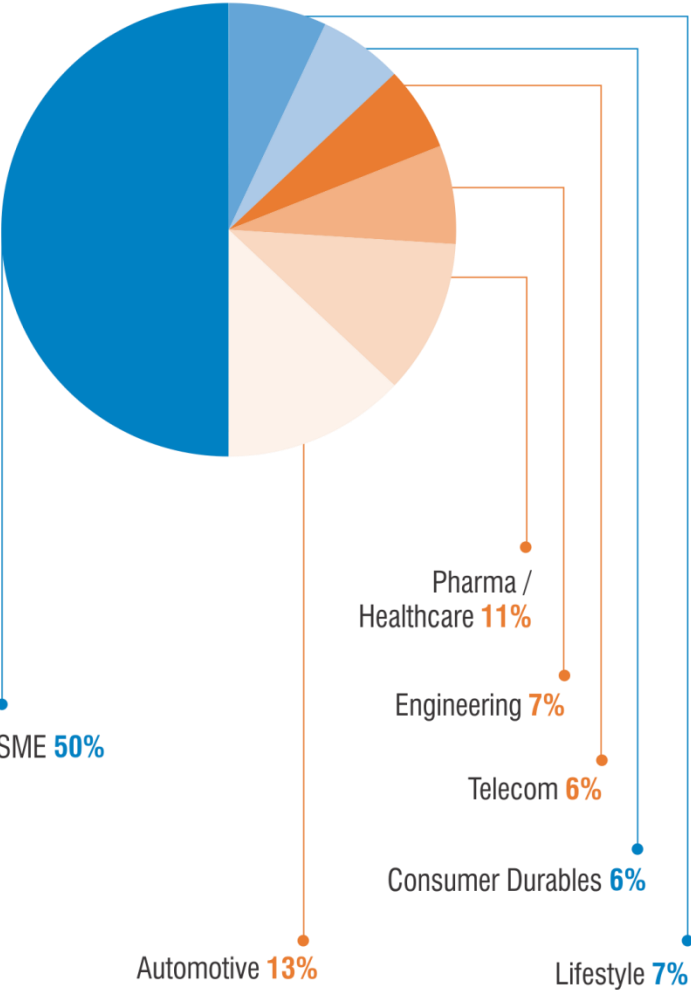
B2C



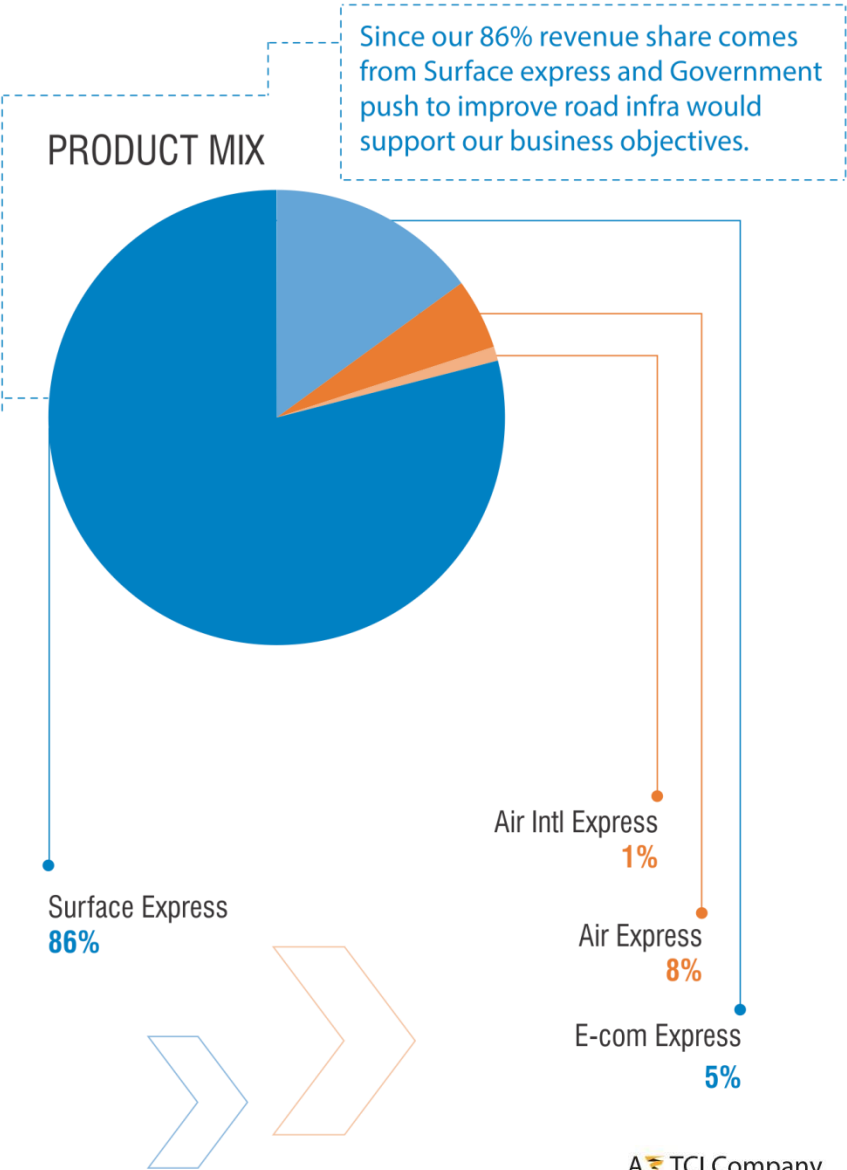
### E-COMMERCE EXPRESS

- 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.

INDUSTRY VERTICAL



PRODUCT MIX



## 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)

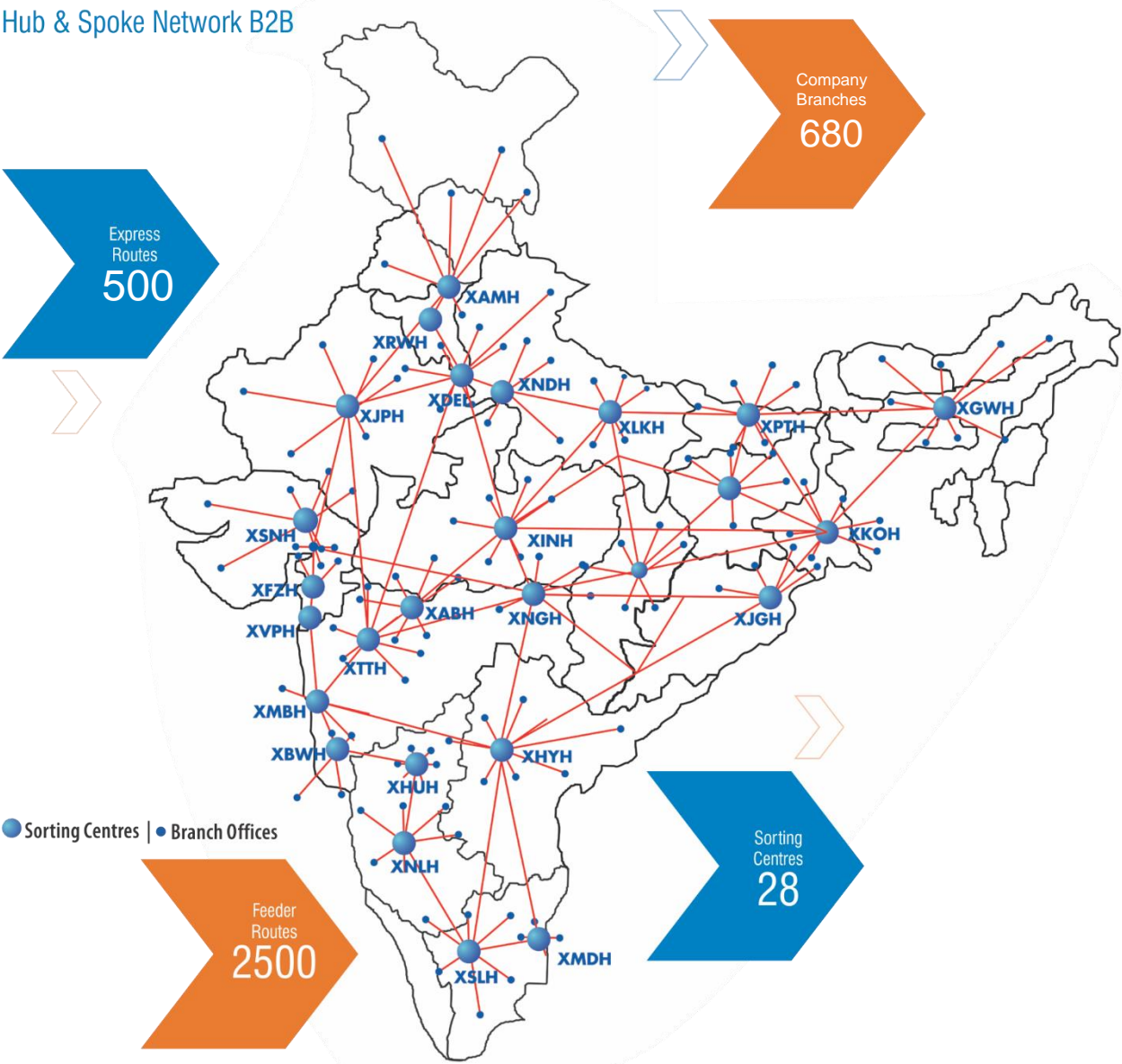
## ODA

- ODA Services (Out of Delivery)

## e-Billing

- GST enabled customized billing options to Customers

Hub & Spoke Network B2B



Express Routes  
500

Company Branches  
680

● Sorting Centres | ● Branch Offices

Feeder Routes  
2500

Sorting Centres  
28

# New Age Sorting Centers

**TCI EXPRESS**

LEADER IN EXPRESS



Strictly Private and confidential

A TCI Company

# Packages Handling

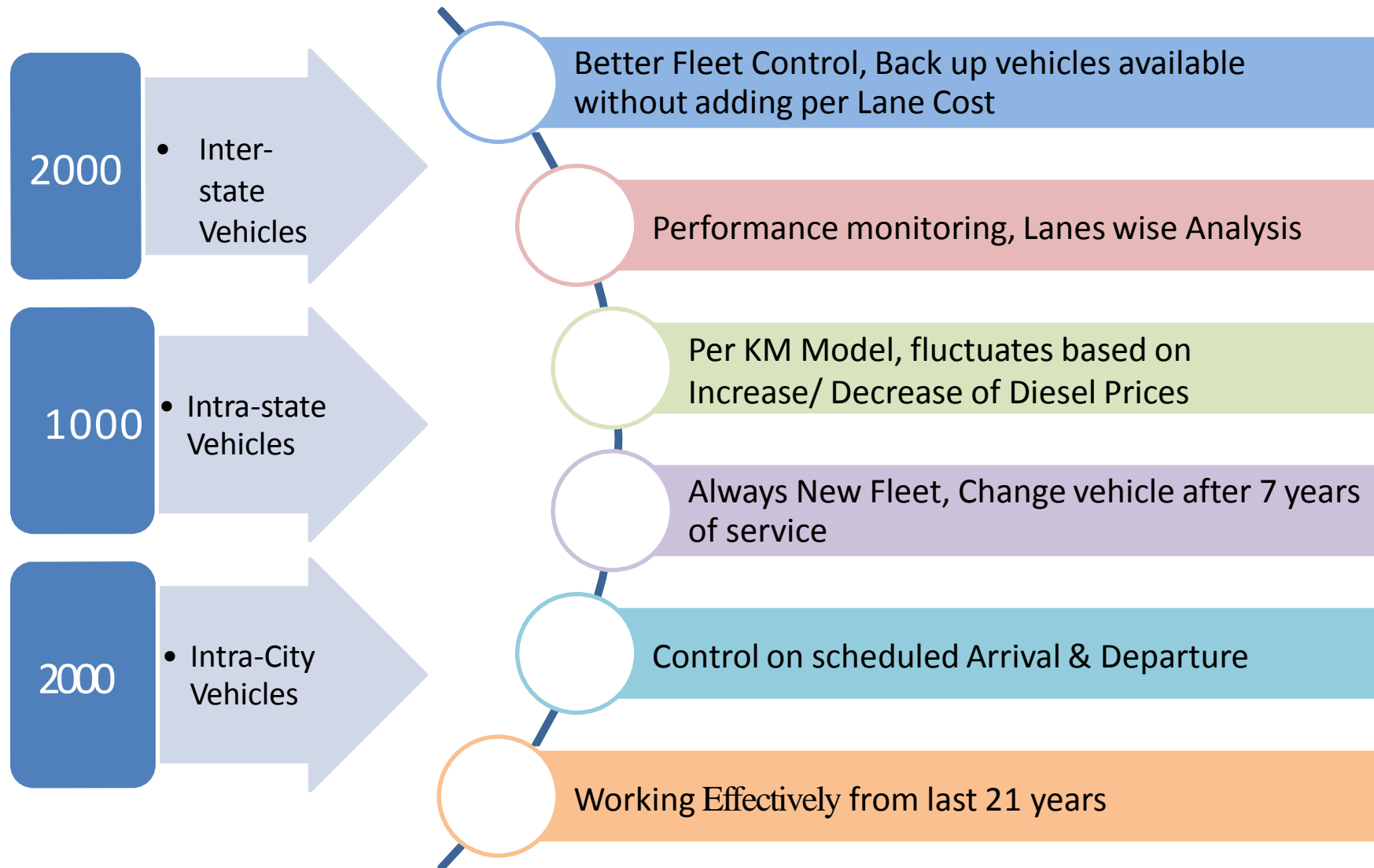
**TCIEXPRESS**

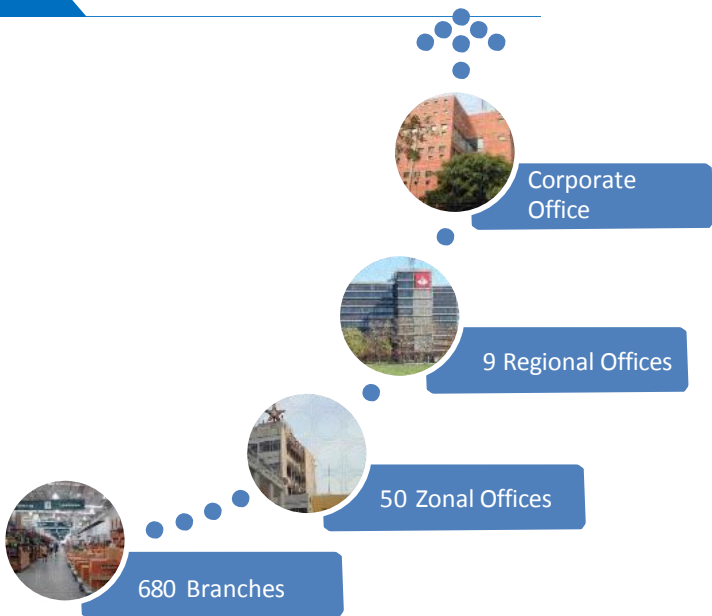
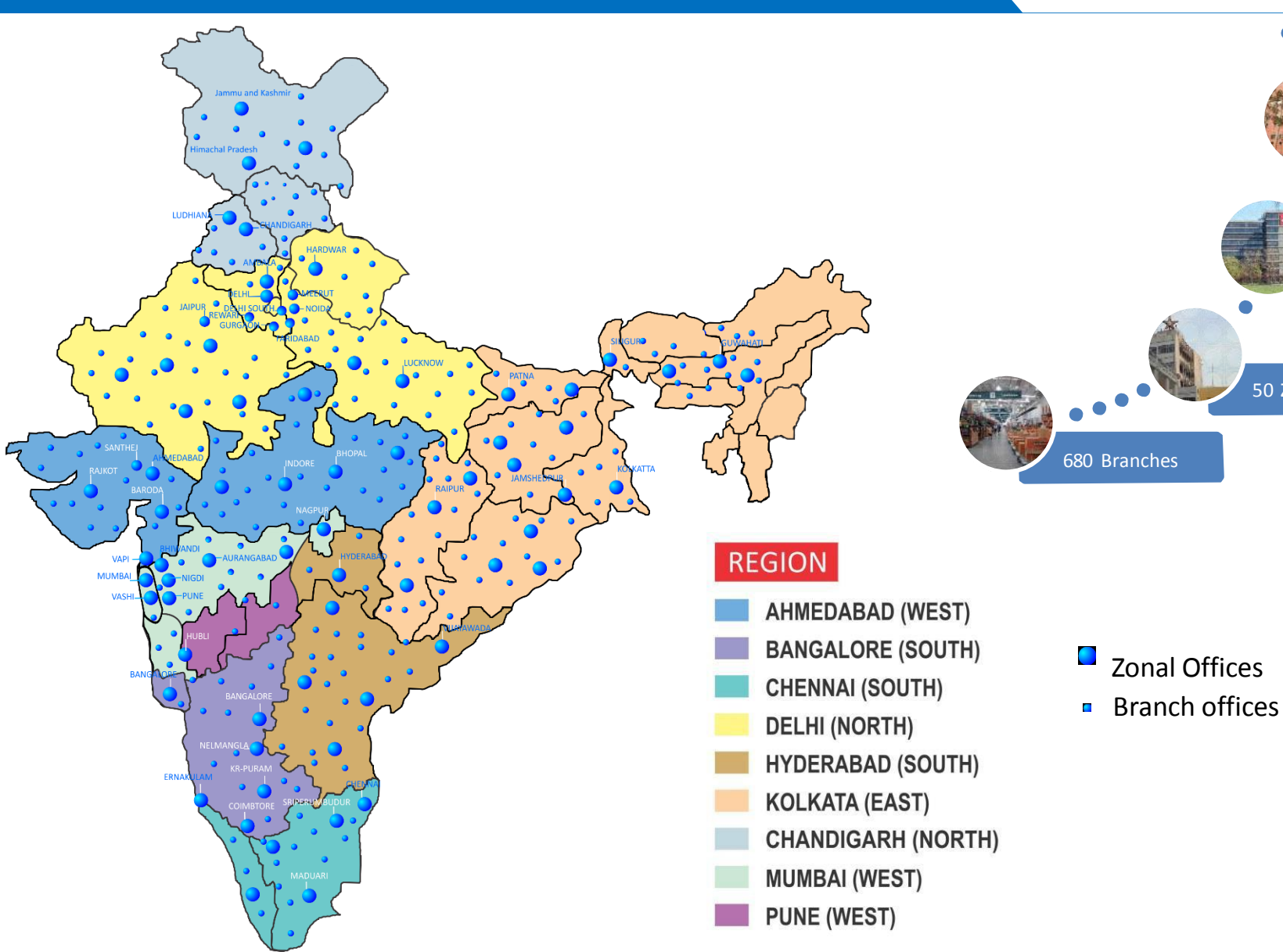
— LEADER IN EXPRESS —



Strictly Private and confidential

A TCI Company





## 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

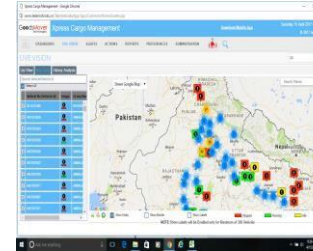


- Onsite Booking, Delivery, In/Out Scan Updation.

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

# TCI EXPRESS

LEADER IN EXPRESS

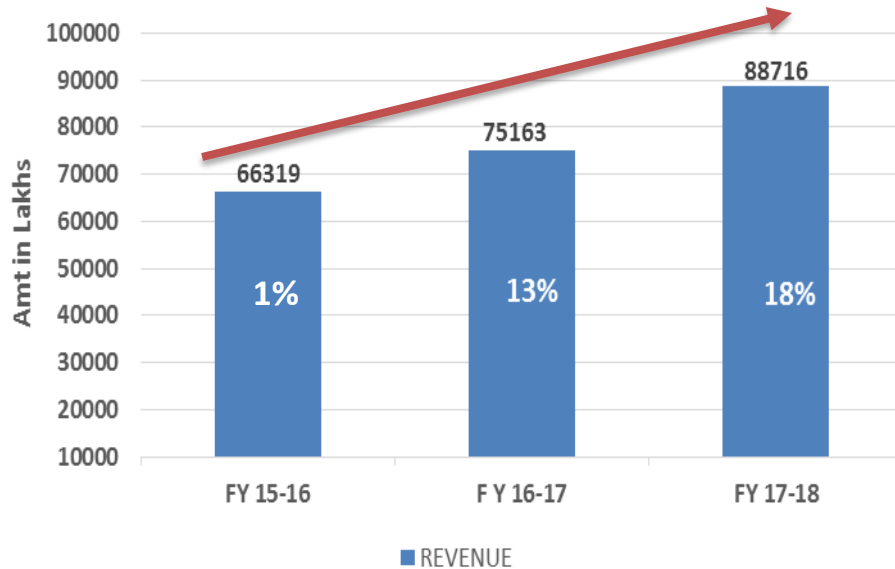


# Key Metrics of last 3 Years

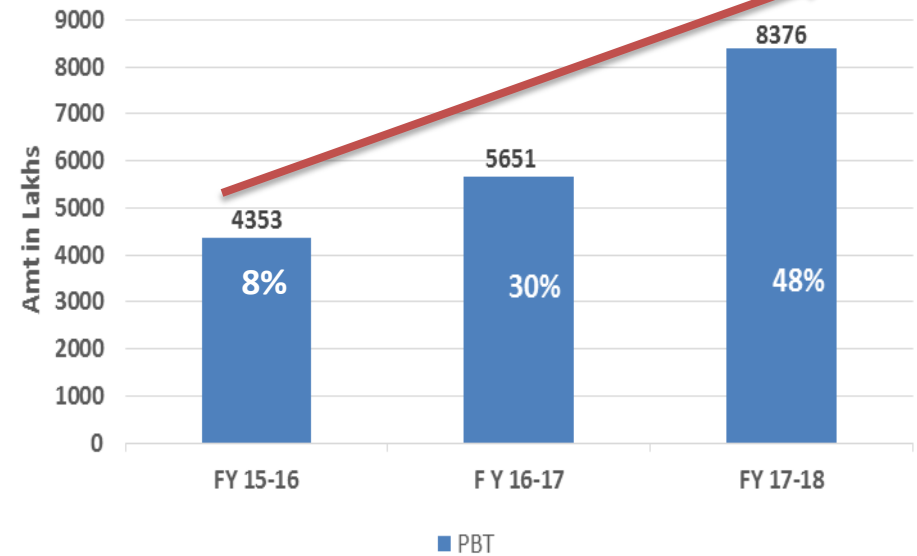
**TCIEXPRESS**

LEADER IN EXPRESS

## Revenue & Growth



## PBT & Growth

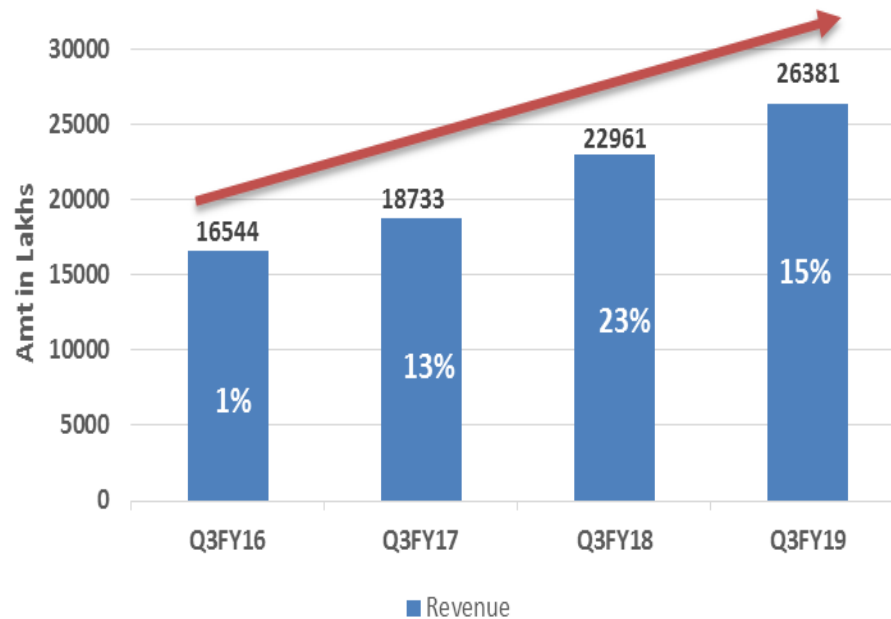


# Key Metrics of Q3s of last 4 years

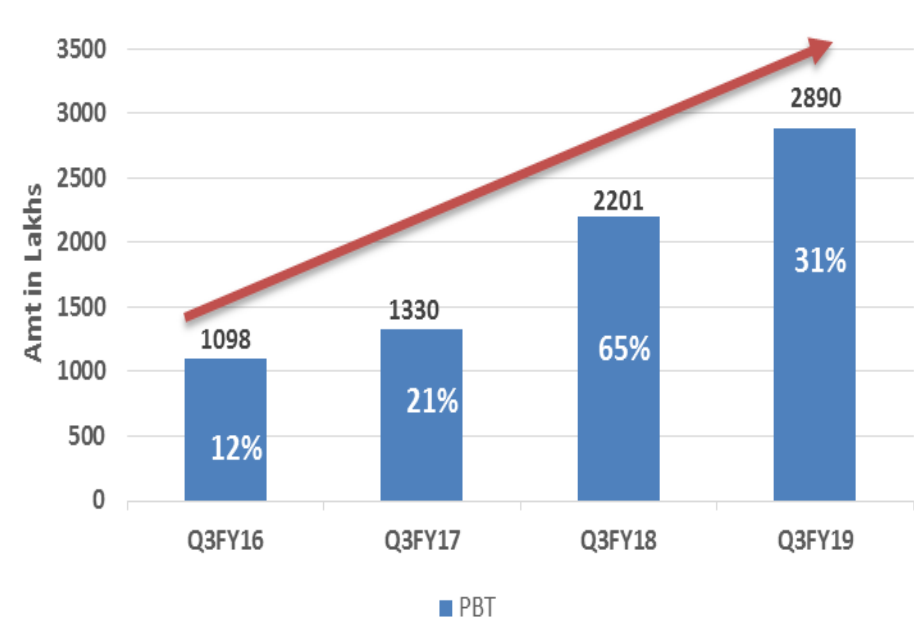
**TCI EXPRESS**

LEADER IN EXPRESS

## Revenue & Growth



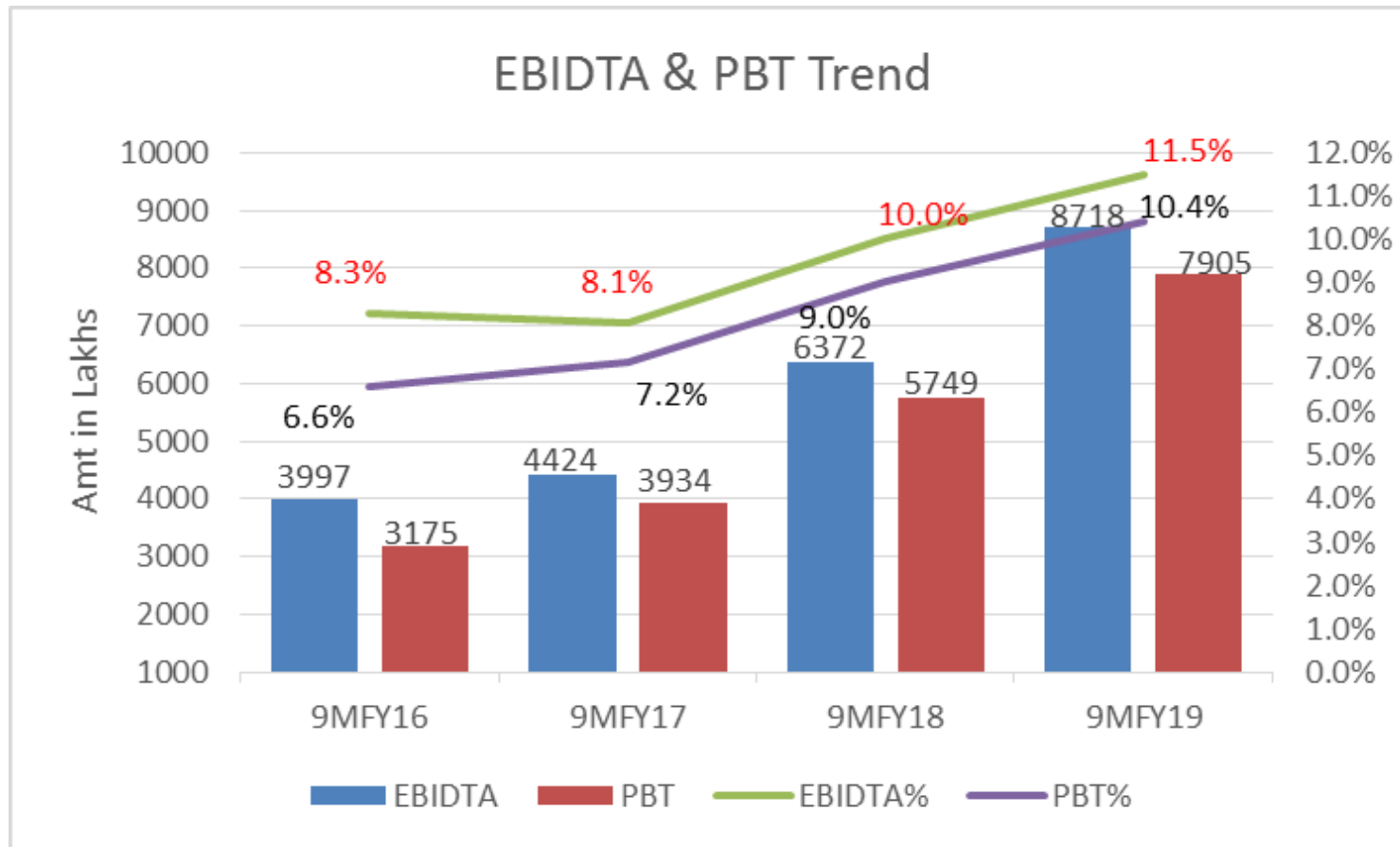
## PBT & Growth



# Key Ratios- 9Ms of last 4 years

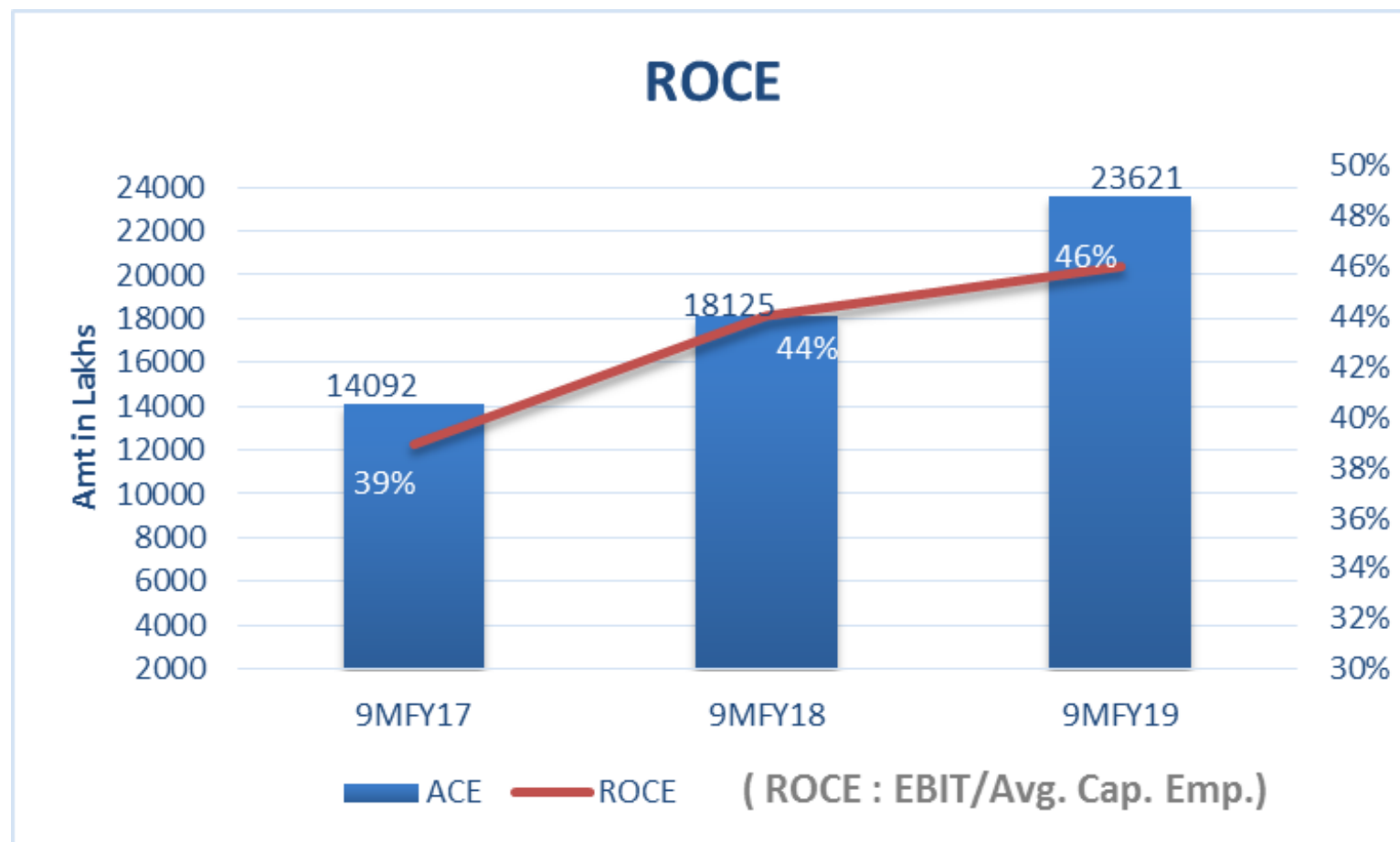
**TCI EXPRESS**

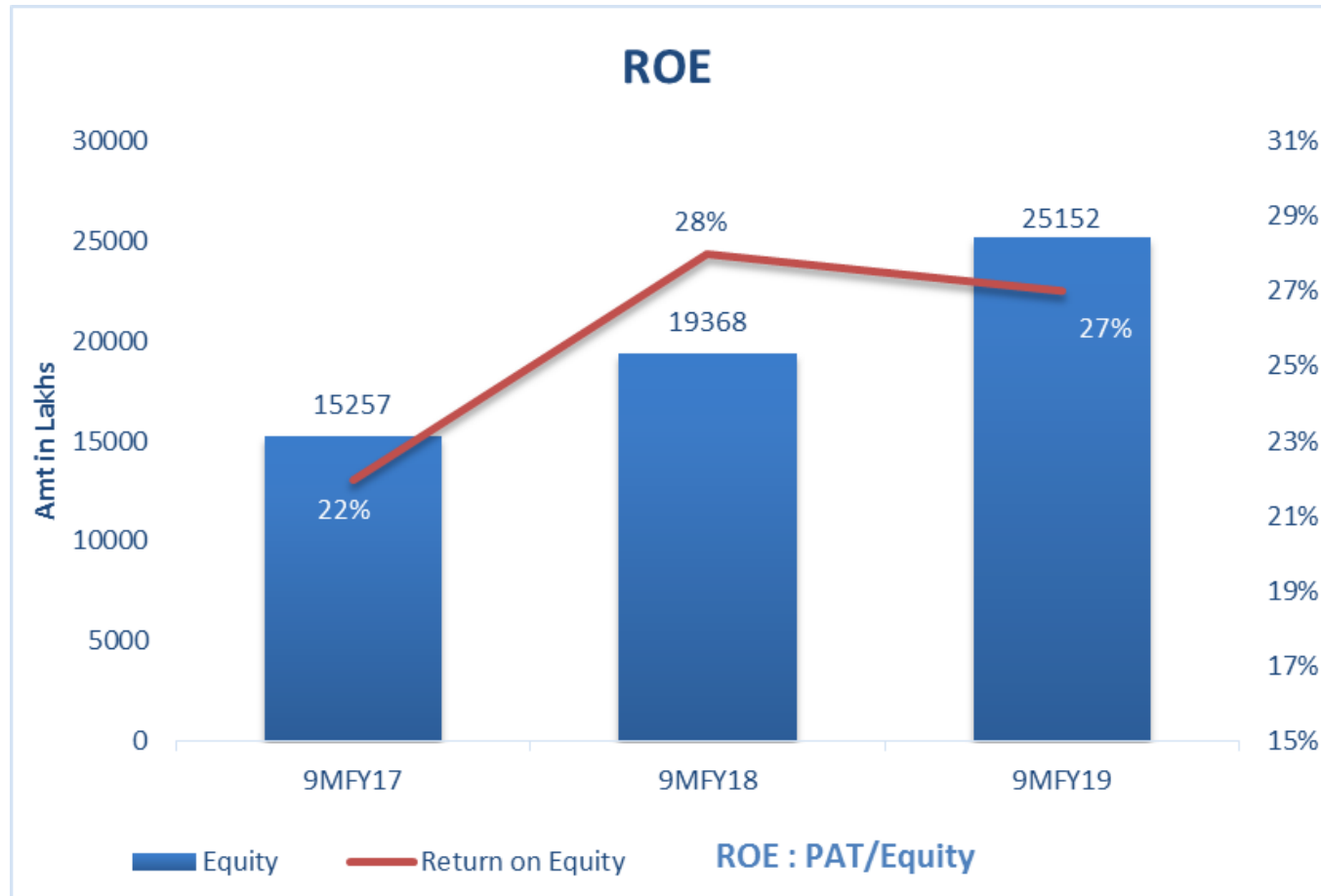
LEADER IN EXPRESS



(In Lakhs)

Particulars	2015-16	2016-17	2017-18	9M 2018-19
Net Worth	12,298	16,077	20,681	25,152
Non-Current Liabilities	293	387	596	774
Current Liabilities	7,258	7,977	13,108	11,416
<b>Total</b>	<b>19,850</b>	<b>24,441</b>	<b>34,385</b>	<b>37,342</b>
Fixed Assets	7,282	10,500	16,201	17,272
Non-Current Assets	284	498	515	1,028
Current Assets	12,284	13,443	17,669	19,042
<b>Total</b>	<b>19,850</b>	<b>24,441</b>	<b>34,385</b>	<b>37,342</b>





# Financial Position: FY 19

(Amt in Lakhs)

Particulars	Q3 FY19	Q3 FY18	9M FY19	9M FY18	FY 18	Particulars	As on 31st Dec 18	As on 31st Dec 17	As on 31st Mar 18
Revenue	26315	22901	75794	63574	88508	<b>1. Non current Assets</b>			
Other Income	66	60	198	148	208	Fixed Assets	17272	14728	16201
Total Income	26381	22961	75992	63722	88716	Long Term Loans and Advances	1026	1142	516
<b>Revenue growth %</b>	<b>14.89</b>	<b>22.52</b>	<b>19.26</b>	<b>12.81</b>	<b>18.03</b>	<b>2. Current Assets</b>			
Operating expenses	19412	17360	56402	48220	66443	Trade Receivables	16192	14922	15438
Other expenses	3806	3135	10871	9130	13000	Cash & Cash Equivalents	1751	1389	1218
Total Expenses	23218	20495	67273	57350	79443	Short Term Loans and Advances	799	697	711
EBITDA	3163	2466	8719	6372	9273	Other Current Assets	301	152	301
<b>EBITDA Margin %</b>	<b>11.99</b>	<b>10.74</b>	<b>11.47</b>	<b>10.00</b>	<b>10.45</b>	<b>TOTAL</b>	<b>37341</b>	<b>33030</b>	<b>34385</b>
<b>EBITDA growth %</b>	<b>28.26</b>	<b>17.72</b>	<b>36.83</b>	<b>33.62</b>	<b>46.56</b>	<b>1. Equity</b>			
Interest Expense	103	134	330	256	376	Share Capital	766	766	766
Depreciation	169	131	484	367	521	Reserves & Surplus	24386	18602	19915
PBT	2891	2201	7905	5749	8376	<b>2. Non Current Liabilities</b>			
<b>PBT Margin %</b>	<b>10.96</b>	<b>9.59</b>	<b>10.40</b>	<b>9.02</b>	<b>9.44</b>	Long Term Borrowings	232	173	166
Taxes	1020	658	2796	1689	2537	Deferred Tax Liabilities (net)	542	244	430
PAT	1871	1543	5109	4060	5839	<b>3. Current Liabilities</b>			
<b>PAT Margin %</b>	<b>7.09</b>	<b>6.72</b>	<b>6.72</b>	<b>6.37</b>	<b>6.58</b>	Short Term Borrowings	2621	4819	3816
<b>PAT growth %</b>	<b>21.26</b>	<b>10.90</b>	<b>25.84</b>	<b>58.70</b>	<b>55.71</b>	Trade Payables	6425	5935	6459
						Other Current Liabilities	1066	1523	1435
						Short Term Provisions	1303	968	1399
						<b>TOTAL</b>	<b>37341</b>	<b>33030</b>	<b>34386</b>

	Assets as on 31 <sup>st</sup> March, 2018	Addition (Net) During FY 2018-19	Total Fixed Assets as on 31 <sup>st</sup> Dec., 2018	Proposed CAPEX For FY2018-19
Sorting Centers- Land & Construction	13758	826	14584	5000
Cars	427	77	504	100
Plant & Machinery	834	107	816	1200
IT (Hardware & Software) Equip.	428	89	517	200
Office Equip.	290	107	289	300
Furniture & Fixtures	461	20	481	200
Capital WIP	3	107	101	0
<b>Total</b>	<b>16201</b>	<b>1333</b>	<b>17292</b>	<b>7000</b>



**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.






### 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





D.P. Agarwal  
Chairman & Director



Chander Agarwal  
Managing Director



Phool Chand Sharma  
Whole Time Director & CEO



Vineet Agarwal  
Director



Murali Krishna Chevuturi  
Director



Prashant Jain  
Director

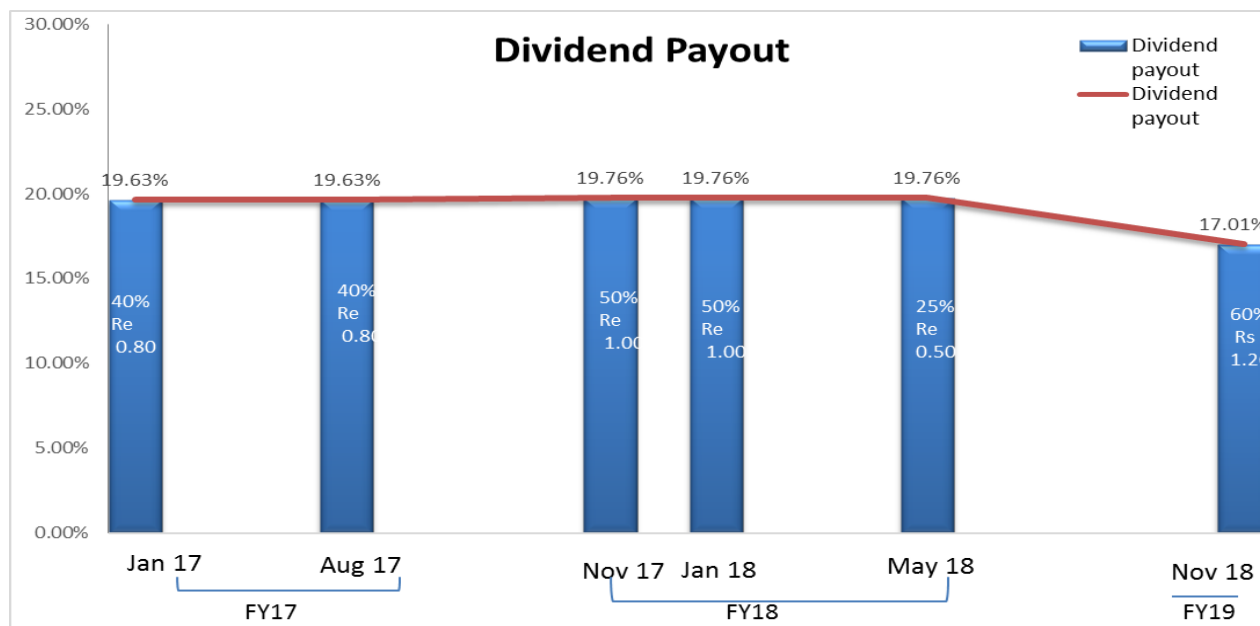


Ashok Kumar Ladha  
Director



Taruna Singhi  
Director



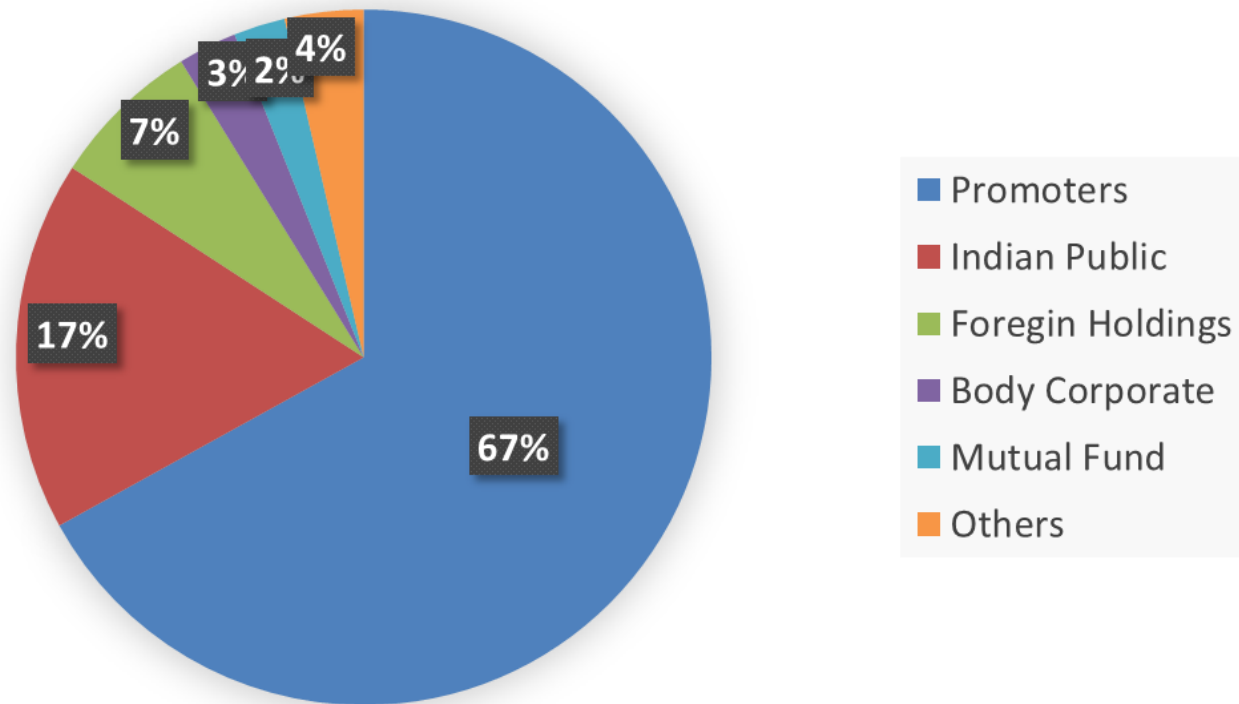


Amt in Lakhs

Period	PAT	Total	Dividend	Total
F Y 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	3239	554	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 31st December 2018



## 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)



A JV between Indorama Eleme Petrochemicals Ltd. and TCI Global



# The Beginning