



27<sup>th</sup> January, 2025

**Listing Department,  
The National Stock Exchange of India Ltd.,  
"Exchange Plaza",  
Bandra Kurla Complex, Bandra (East),  
Mumbai – 400051**

**Listing Department,  
Bombay Stock Exchange Ltd.,  
Phiroz Jeejeebhoy Towers,  
Dalal Street  
Mumbai-400 001**

**Scrip Symbol: TCI**

**Scrip Code: 532349**

Dear Sir/Madam,

**Sub: Intimation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

In compliance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached the Investors' Presentation for the Q3/FY 2024-25.

This is for your information and necessary records.

Thanking you,

Yours faithfully,  
For **Transport Corporation of India Ltd.**

**Archana Pandey**  
**Company Secretary & Compliance Officer**  
Encl: a/a

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**Transport Corporation of India Limited**

**Corporate Office :** TCI House, 69, Institutional Area, Sector-32, Gurugram -122001, Haryana (India)  
Ph. No.: +91 124-2381603, Fax: +91 124-2381611 E-mail : corporate@tcil.com Web : www.tcil.com

**Regd. Office:-** Flat Nos. 306 & 307, 1-8-271 to 273, Third Floor, Ashoka Bhoopal Chambers, S P Road, Secunderabad - 500 003 (Telangana)

Tel: +91 40 27840104 Fax: +91 40 27840163

CIN : L70109TG1995PLC019116

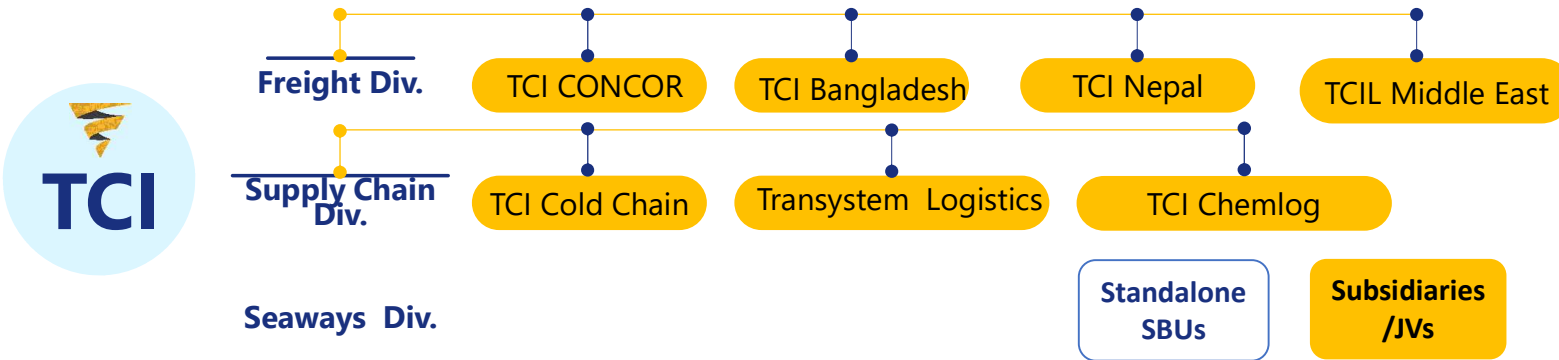


# Q3 FY25 Earnings Presentation

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# TCI: Consolidated Corporate Overview



## Integrated Strengths

- 6+** Decades of Experience
- \$500+ Mn** Revenue
- 2300+** Train movement
- 650+** ISO Containers
- 13K+** Cold Pallets positions
- 200** Refer Vehicles+
- 8K+** GP Containers
- 3.5K+** Employees Strength
- 1K+** IT Enabled Own Offices
- 10K** Trucks in Operations
- 06** Coastal Ships
- 15+ Mn Sq.ft.** Managed Warehouse Space
- 2.5%** Moving India's GDP by Value

## Growth Drivers to **Logistics Industry**



### Govt. & Policy Enablers

- Continuous policy level intervention with National Logistics Policy
- Budgetary support to modernize logistics infrastructure: ports, DFC, roads, MMMP
- Increasing digitization of logistics data through ULIP and associated portals



### Customer Demand & Market Growth

- Growing domestic & foreign customers
- Swift adoption of quick commerce/omni channel by digital native population
- Growing Demand for differentiated logistics services
- High demand for warehousing & value-added logistics services



### Industry & Investments

- Increasing FDI & PE/VC funding in logistics
- Massive manufacturing spurt in high-value critical technology sectors through PLI
- Increasing Exim oriented manufacturing and integration with global supply chains

## Company Strategy : **Everything Logistics**

### Our Unmatchable Strengths

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**Wide Range**  
Of Services



**Strong Multimodal**  
Capabilities &  
Network



**Technology & Automation**  
Driven  
Operations










**Presence Across**  
High Growth  
Industry Sectors

# Wide range of Services under **Single Window**

## Unlock Business Potential

### Products / Services

-  LTL/FTL
-  Warehousing
-  Port Logistics
-  Freight Forwarding
-  Coastal Shipping
-  Domestic Rail: Container & Auto Movement
-  CHA

-  International Country Operations
-  ODC/PHH
-  Liquid & Gas Bulk Logistics
-  In/Outbound Logistics
-  Reefer Storage
-  Reefer TPT
-  Cold Chain services
-  SAARC + CHA



## Customised Solutions

- 3PL / 4PL
- End-to-End Supply Chain Solution
- Integrated Multimodal Solution
- Control Tower and Consultancy

## Verticals Served/ Products

- Automobiles
- Retail and CP
- Hi-tech (ICE)
- Healthcare/ Lifesciences
- Energy & Renewables
- Aviation & Defense
- E-Commerce
- Chemicals
- Industrial & Engineering
- Agri ++
- Metals & Minerals



## Benefits For Customers

- Single Window Solution
- Operational Cost Efficiencies
- Trusted Delivery & Fulfillment
- Economies of Scale

## Strong Multimodal Capabilities & Network

### Rail



- Full Rake movements in **9M FY25**  
**1783 Vs 1701 in 9M FY24**
- 3 own AFTO rakes
- Handling at 60+ Terminals, Railway Sidings, in plant
- Cross Border movement



### Road

- 10000+ Trucks under Operation
- 25 Strategically placed Hubs
- 65 Yards service last mile for finished goods
- Branches covering most districts
- Cross Border movement across SAARC

### Coastal



- 6 own Ships Deployed
- 78000 DWT Capacity
- 8500+ GP Containers
- 7 out of 13 major ports serviced



### Cargo Moved

- **9M FY25 TEUs Handled: 114374**  
**Vs 108884 in 9M FY24**
- 184000+ Green points earned



# Technology & Automation Driven Operations



## Core Business

- Enterprise Resource Planning
- Freight Exchange & Order Management
- Supply Chain Logistics & Warehousing
- Coastal Shipping
- Cold Chain Logistics & Warehousing
- Rail Logistics
- Route Planning & Optimization
- FMS, WMS, TMS, VTS, E-way, E-Invoice GST



## Customer & Supplier Relationship

- Supplier Performance & Management System
- Customer Relationship Management System
- Human Resource Management
- WhatsApp Business
- Digital Control Tower
- Customer & Supplier Mobile App



## System & Cyber Security

- Web Application & API Protection Firewall
- Endpoint Detection & Response
- Advance Threat Protection
- High Availability Disaster Recovery
- SSL, Security Protocols & Policies



## Digitalization & Automation

- Robotic Process Automation
- Predictive Analytics
- Business Intelligence Tool
- Machine Learning
- Artificial Intelligence
- Deep Learning
- Natural Language Processing (NLP)



## Configuration & Integration

- External & Internal API's & Microservices
- GPS & GIS Services
- IOT : RFID, Temperature, Barcode etc.
- Bidirectional Communication Protocol
- Unified Logistics Interface Platform
- GPS Devices
- Electronic Data interchange



## Infrastructure & Database

- Diversified Operating system and databases
- Data Warehouse Management
- Relational & Non-Relation Database
- Version Control & Repo. System
- Cloud Computing Services
- Layered Architecture



## Presence across High Growth Industry Sectors

### Engineering and Industrial

- Increasing Government spend on infrastructure
- Growth in size of GDP
- PLI, 100% FDI in select sectors

### Automotive (Mobility and Industrial)

- Untapped 4W market, 3% penetration vs 22% in China. India is 4<sup>th</sup> largest market
- Rising middle class population
- Infrastructure spend

### Metals and Construction Material

- Increasing Investment in Core sector
- Infrastructure development

### Consumption driven sectors: FMCG, Retail, FMCD, Apparel, textiles etc.

- Increasing per capital income
- Rise of middle-class and youth population
- Expansion of E-com to tier 3/4/5 cities

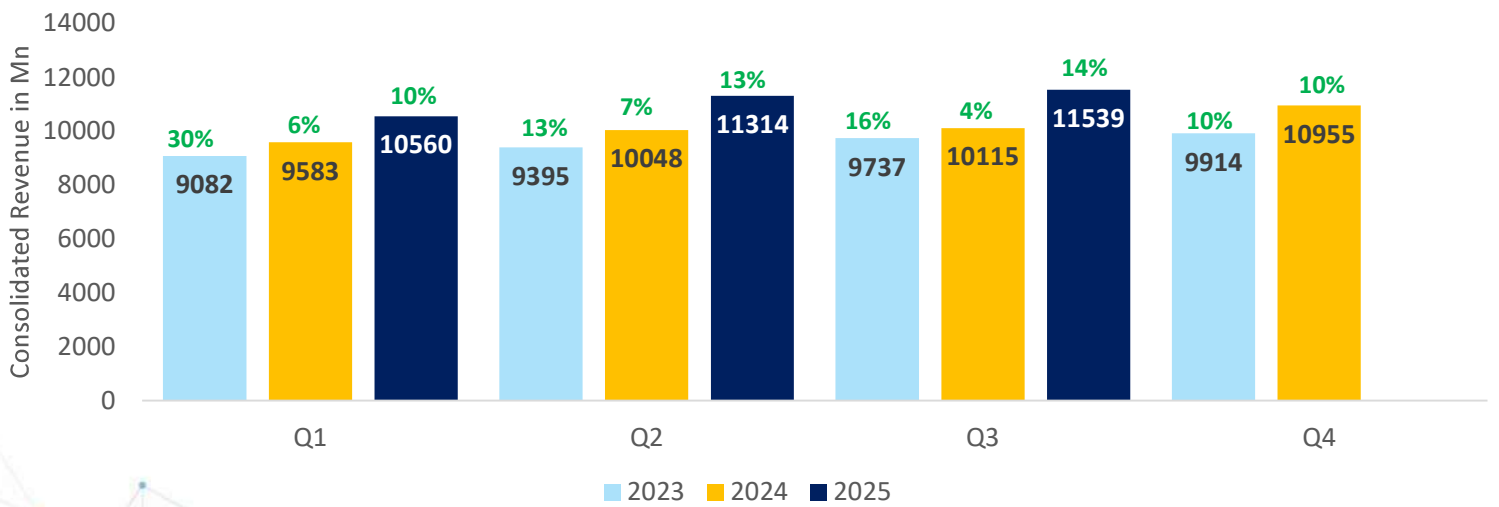
### Chemical and Pharma

- Increasing demand for specialty chemicals
- Rising awareness about health care

### Agriculture, Food grains

- Increasing use of technology in crop production , soil fertility
- Increasing population density and Gov. focus to stabilize supply chains around distribution

## Key Highlights



- 18 consecutive quarters of higher growth on y-o-y basis
- Growth momentum continued amidst moderate economic trends.
- Remained resilient with well-diversified service offerings ,multi sectorial presence ,wide customer base
- Net borrowing remained at zero with additional cash surplus

# TCI Freight Division: Industry Nature & Trends

## Industry

- USD 180 B Freight Transport Market, highly fragmented and unorganized
- LTL Freight Transport Market, relatively organized with 15% share
- Increasing adoption technology like on demand trucking and real-time pricing
- Increasing awareness on sustainable logistics and demand for multimodal



## Growth Drivers



- Need for FTL & LTL from a single provider
- Anywhere to anywhere model
- Control Tower enabled customized Freight solution with end-to-end visibility
- Growing need for in-transit small storage facilities
- Packaging support for high value goods, fragile items in LTL segment

# TCI Freight Division: Our Edge







## Integrated Surface Transport Solution

### Hub & Spoke Model

25 strategically located hubs across India that enables TCI Freight to widen its distribution network and enhance reliability in cargo consolidation and transportation.

 <b>25</b> Strategically located hubs	 <b>Control Towers</b> Single Window Control & Visibility	 <b>750+</b> IT Enabled Owned offices	 <b>4,600+</b> Truck under Operation (4,500+ Owned: 30)
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### Our Services

 Full Truck Load (FTL)	 Less than Truck Load (LTL)	 Over-dimensional Cargo (ODC) & Project Heavy Haul (PHH)	 Control Tower for Key Account Management
 <b>Cross Border</b> Deliveries across SAARC-BBIN		 <b>24X7</b> Customer Support	

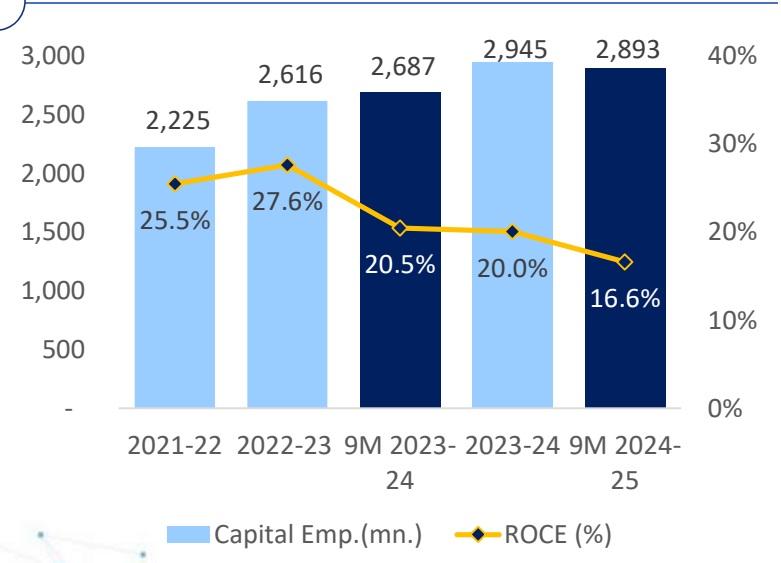
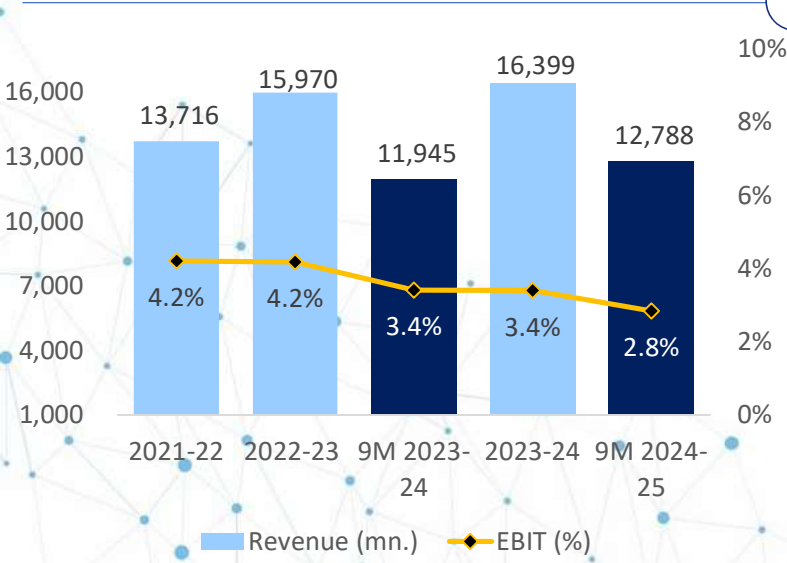
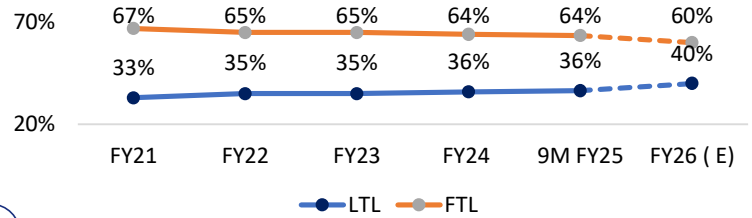
# TCI Freight Division: Key Operational Highlights



Fig in Mn

Particulars	Q3 FY25	Q3 FY24	Gr%	9M FY25	9M FY24	Gr%
Revenue	4349	3998	8.8%	12788	11945	7%
EBDITA	118	141	-16.0%	405	442	-9%
% to Revenue	2.7%	3.5%		3.2%	3.7%	
EBIT	105	128	-18.3%	364	407	-11%
% to Revenue	2.4%	3.2%		2.8%	3.4%	

- Moderate growth amid weakness in Infra and capital goods sectors
- Impact on Margins and ROCE
- Continued focus on network expansion to increase LTL with 32 new branches opened



## TCI Supply Chain Division: Industry Trends

### Industry

- Market Size USD 15 Bn
- Relatively less fragmented with relatively organized market
- 3PL Growth CAGR 15%
- 60% constitute road movements
- 3PL penetration is 4.5% Vs 11% Globally



### Growth Drivers

- Higher demand for integrated and customized solutions
- Supply chain network optimization especially in warehousing
- Growth of Omni channel in tier 3/4/5 cities
- Increasing demand for automation and technology driven service offerings
- EV/alt fuel impact on 3PL for automotive



# TCI Supply Chain Division: **Our Edge**



Full-stack integrated offering from Conceptualization, Design to execution



High warehouse space utilization by expanding vertically



VAS: labelling, repackaging, order processing, payment management



Inventory management and visibility through WMS via client's ERP Integration



Proprietary TMS for route optimization



**5,500+**

Vehicles under Operation Owned: 1150+



**65**

Yards Managed



**1250+ Mn**

Production Logistics Parts Handled



**150+**

Trains Operated per Month



**15+ Mn Sq. ft.**

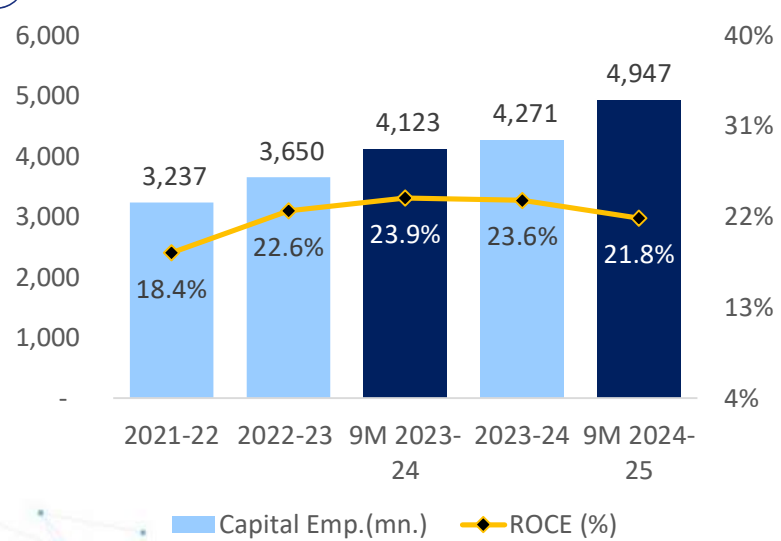
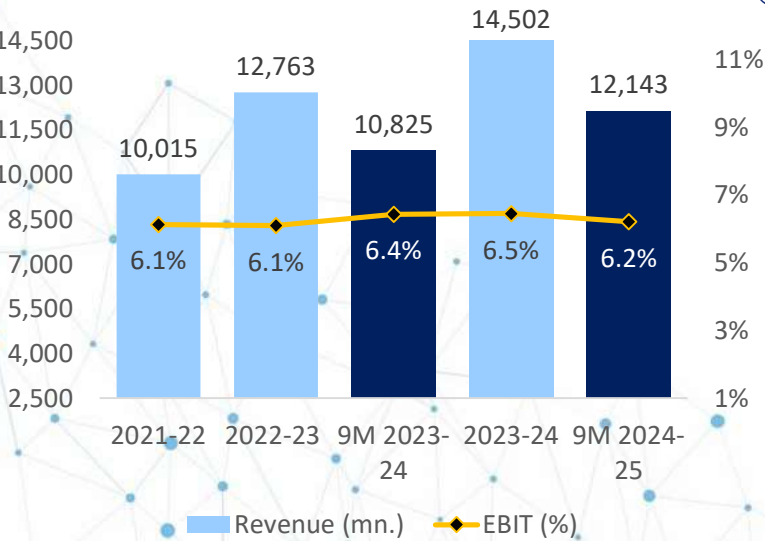
Warehousing Space Managed

# TCI Supply Chain Division: Key Operational Highlights

Fig in Mn

Particulars	Q3 FY25	Q3 FY24	Gr%	9M FY25	9M FY24	Gr%
Revenue	4115	3644	12.9%	12143	10825	12%
EBDITA	410	352	16.6%	1153	1027	12%
% to Revenue	10.0%	9.7%		9.5%	9.5%	
EBIT	262	233	12.2%	754	696	8%
% to Revenue	6.4%	6.4%		6.2%	6.4%	

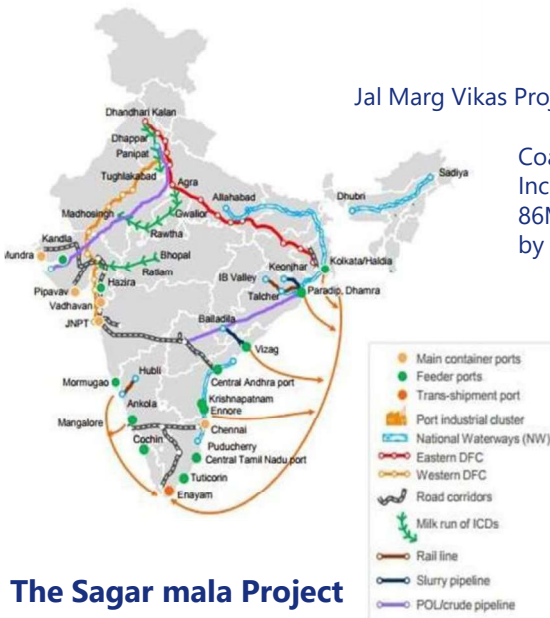
- Growth momentum continued amidst addition of new contracts.
- Good traction in warehousing, quick commerce and multimodal services & expansion of hub & spoke network for auto
- Margins stable and remained resilient to various cost pressures





# TCI Seaways Division: Industry Trends

## Industry



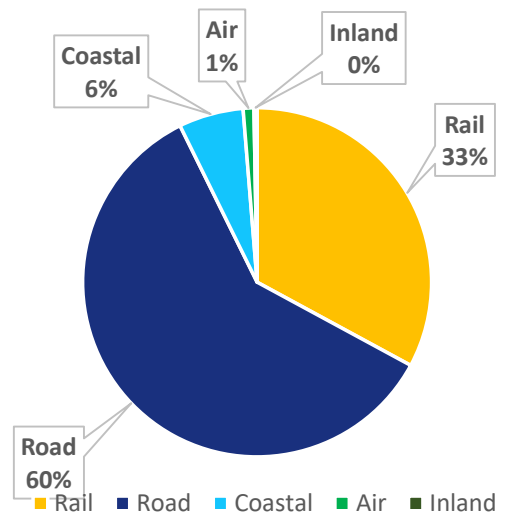
### The Sagar mala Project

- US\$120 billion Investment
- 6+ Mega Ports
- 14+ Coastal Economic Zones
- Industrial Zones near Ports

## Growth Drivers



Waterways :  
6% of transportation modal mix



- GOI push for infrastructure development around ports and share of coastal shipping in overall logistics
- More SEZs, Multimodal Logistics Park and Warehousing zone near ports
- Push for green logistics

# TCI Seaways: Our Edge

## Our Services



One of the leading multimodal coastal players having presence along the **Western, Eastern & Southern ports of India**



Expertise in coastal shipping services, container & bulk cargo movements, and transportation services



First-mile and last-mile connectivity via rail & road



Multi-modal solutions with reduced carbon footprint (Green logistics)



**06**

Domestic Coastal Ships



**8,500+**

Own Multipurpose Marine Containers

**77,975 DWT**

Total Capacity



**7**

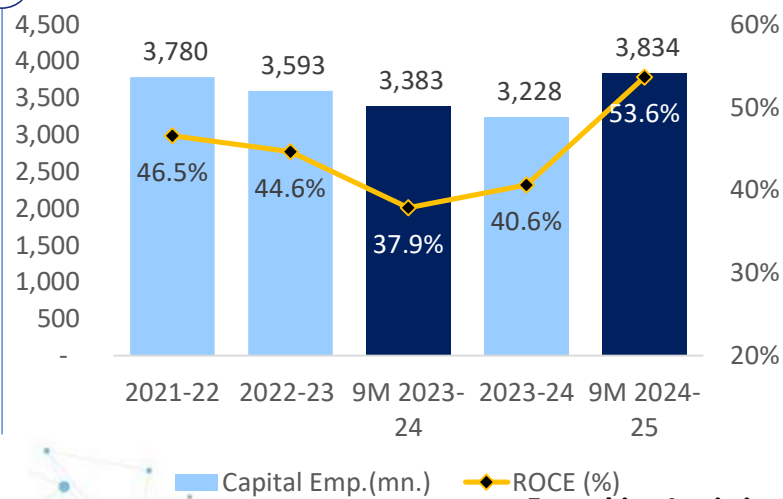
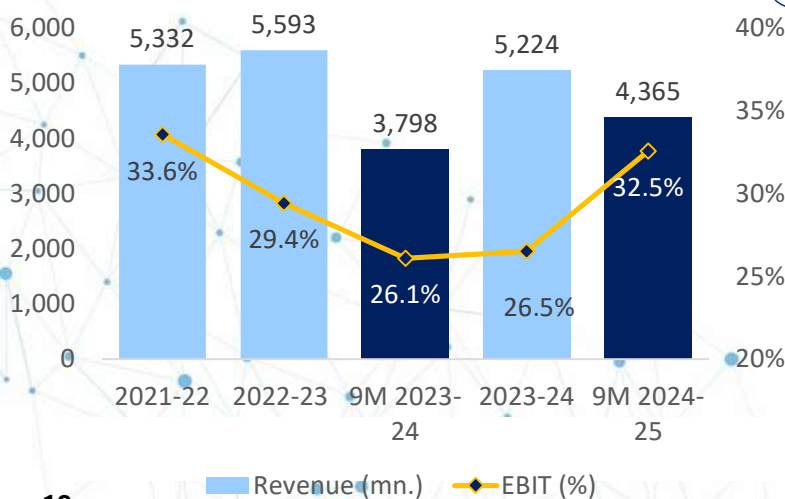
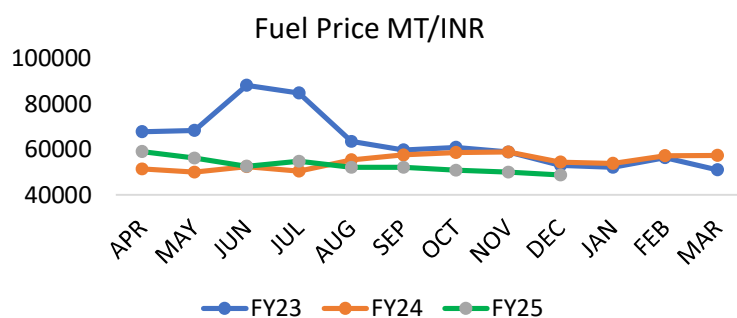
Out of 13 Major Ports Served

# TCI Seaways Division: Key Operational Highlights

Fig in Mn

Particulars	Q3 FY25	Q3 FY24	Gr%	9M FY25	9M FY24	Gr%
Revenue	1472	1351	9.0%	4365	3798	15%
EBDITA	619	490	26.4%	1782	1519	17%
% to Revenue	42.0%	36.2%		40.8%	40.0%	
EBIT	507	315	61.0%	1421	991	43%
% to Revenue	34.5%	23.3%		32.5%	26.1%	

- Volumes remained benign but favorable freight rates
- Avg fuel price stable
- All Ships were under operations



# TCI's Joint Ventures

Figures in Mn.

**9M FY25 (FY24)**


**TCI CONCOR**  
Multimodal Logistics Solutions

**TCI COLD CHAIN SOLUTIONS**

**Transystem**

**Revenue**

**3276 (3456)**

**680 (809)**

**8752 (10099)**

**Y-o-Y Growth**

**37.2% (13.4%)**

**18.8% (34.6%)**

**20.1% (45.9%)**

**Capital Employed**

**635 (608)**

**761 (763)**

**3102 (3373)**

**Strategic Partner's Share**

**49%**

**20%**

**51%**

## Key Operational Highlights

Operates on asset-light model Building upon its capabilities of integrated multimodal logistics solutions Chemicals, Food Grains, Metals etc.

Cold chain services to cater temperature control Warehousing, Primary & secondary distribution requirements.

Focused on automotive logistics of Japanese clients

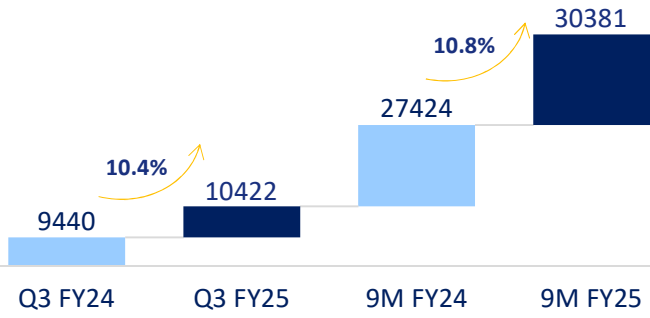
# Financial Highlights



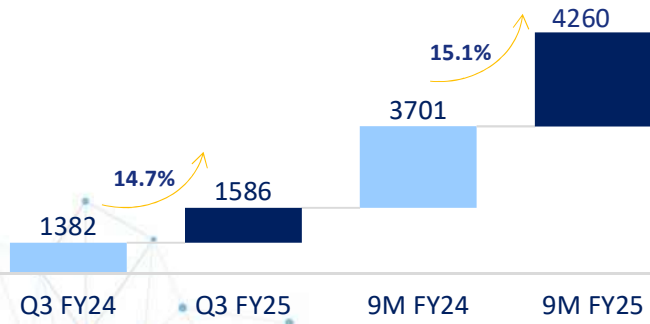
Fig in Mn.

## STANDALONE

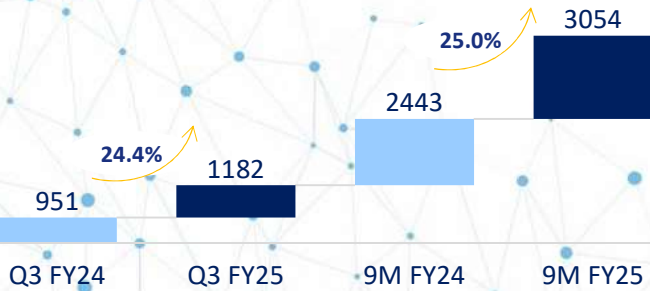
REVENUE



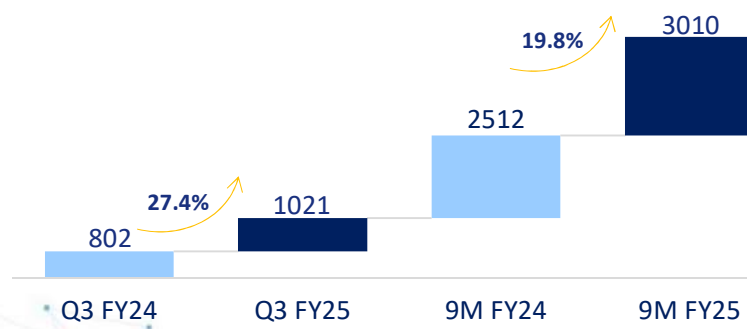
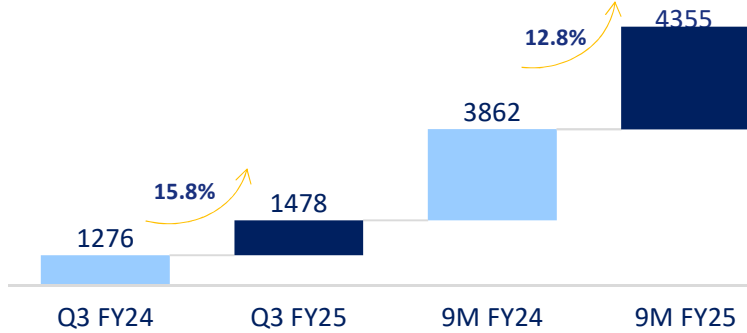
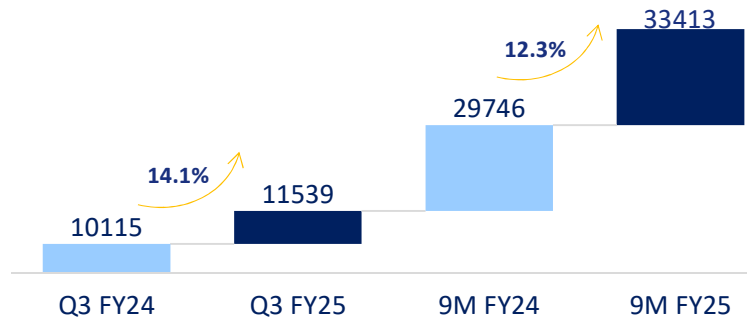
EBDITA



PAT



## CONSOLIDATED

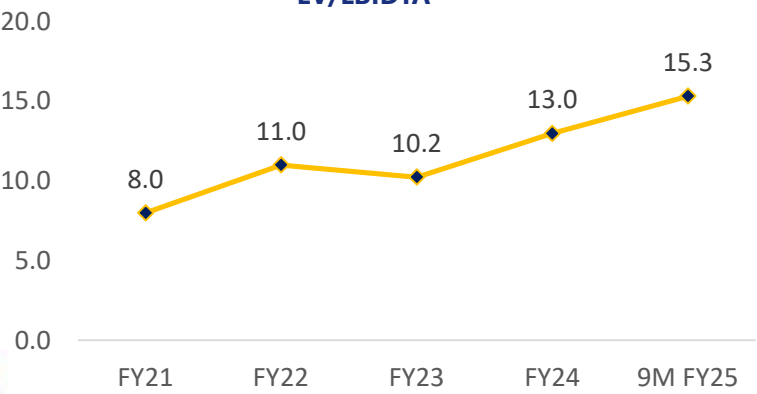


\*Console EBDITA includes TLI's share of profit minus Exceptional Items.

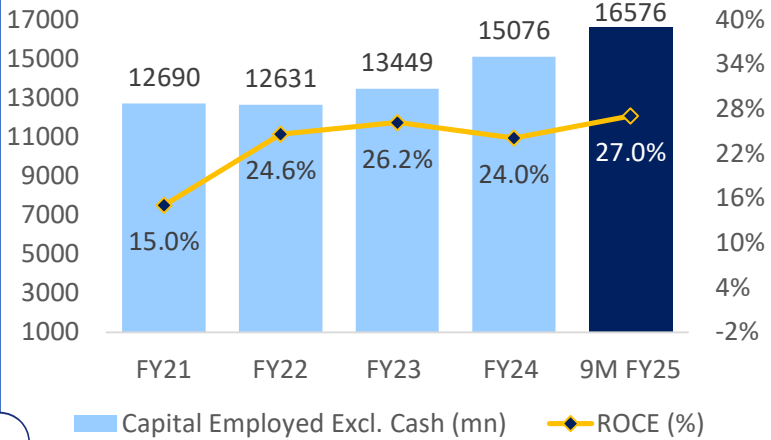
# Consistent performance: Key financial Indicators

Figures in Mn

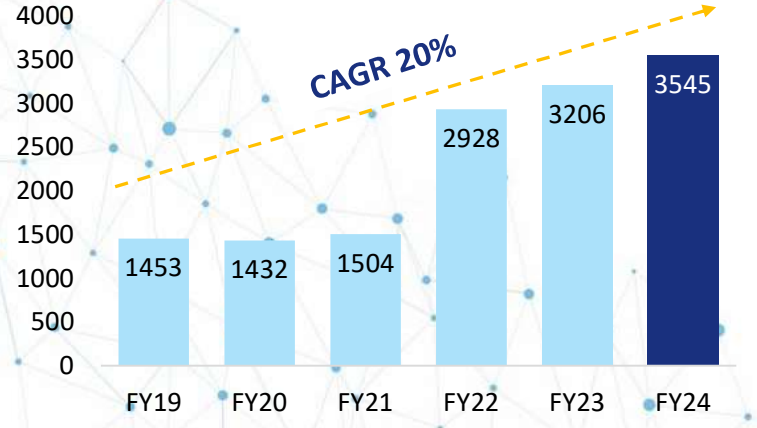
**EV/EBIDTA**



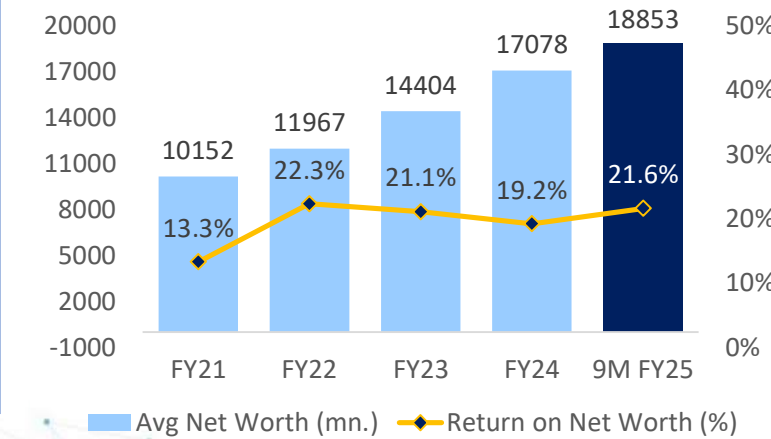
**Return on Capital Employed**



**Consolidated Profit After Tax**



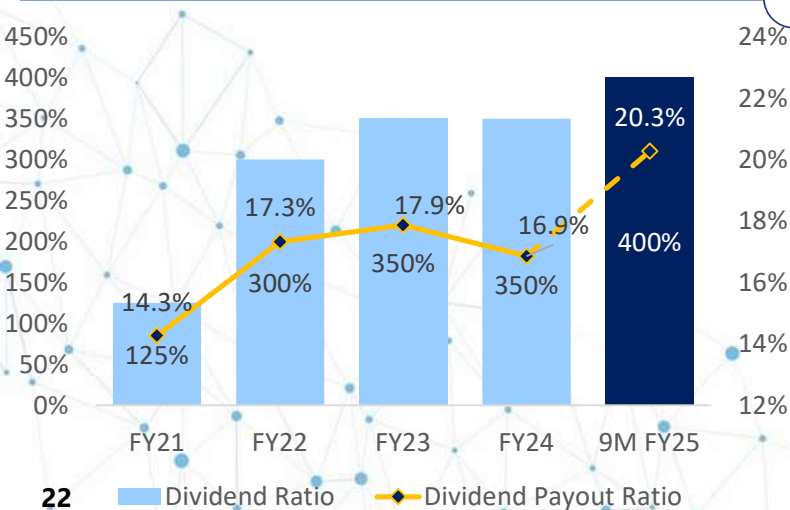
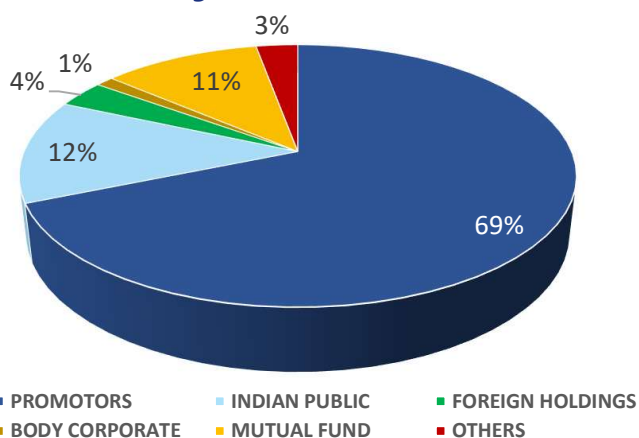
**Return on Net Worth**



# Consistent performance: Key financial Indicators

Particulars	UOM	31 <sup>st</sup> Dec'24
Market Cap	Rs Mn.	88,121
Debt Incl. Leases	Rs Mn.	1,774
Cash equivalents	Rs Mn	(2,914)
Enterprise Value	Rs Mn.	86,980
P/E	Nos	21.9
EV/EBITDA	Nos	15.3
52 Week High	Rs/share	1309
52 Week Low	Rs/share	758

Shareholding Pattern as on 31<sup>st</sup> Dec'2024



- CRISIL & ICRA Long term Rating : **AA ( Stable)**
- ICRA Short Term Rating CP : **A1+**
- DnB Rating: **5AA**
- Stock returned CAGR of **35%** in last 20 years
- Stock coverage : **12** Buy Rating : **12**

# Nurturing Sustainable Stewardship



## Environmental

### Nurturing Environment for a Healthier Planet

- **1828** trains movement in 9 months & got more than **100K+ Green Points** earned from Railways.
- Produced **15.9 Mn (LY 16.0 Mn)** renewal energy units.
- **120K TEUs** handled through multimodal in 9 months.
- Under Green Trucking we have 3500 CNG, 15 Electric, 1 LNG & 10K BS VI Vehicles.
- **3 Retrofit Electric** to be added in the fleet by **March 2025**.
- **TCI IIM-B** made **TEMT tool ISO:14083 certified by SGS for emission measurement** - Push is to standardise this for all emissions measurements in India.



## Social

### Health Safety & Empowerment Societal Impact & Nation Building

- **Bharat Mobility** - Road safety event in January for TCI Safe Safar.
- Health initiatives across 18 states administering **15+ Lakh Vaccinations** & other **Health services to 22 Lakh** people.
- Trained **27000+** Government Medical Staff in FY'24.
- Artificial limb center has empowered **1440+ beneficiaries** to stand on their feet again.
- Urmila Sports Academy trained players for National & International sports events, winning **48 Medals**.



## Governance

### Trust, Dependability & Resilience

- Strong and diverse Board
- Started BRSR in FY'22 voluntarily
- Long term performance-linked robust remuneration system
- Configuration & Integration for data security
- Comprehensive Enterprise risk management and Business continuity plan.





## Future Outlook

- Overall economic trends were moderate this fiscal year. Q4 expected to better demand amid financial year closing
- Expected Budgetary announcement to boost economic growth, easing inflation and monetary policy rates and amid change in US government etc. are the major factors to watch
- Revenue and Profit growth outlook remains at 10-15%

	Actual (FY07 to FY24)	FY25 Budget	Fig in Mn 9M FY25 Actual
Hub Center & Small	6496	1300	455
Ship	3334	800	655
Container	1533	250	171
Trucks & Rakes	5738	900	543
Others (W/H Equip, IT)	1682	500	226
<b>Total</b>	<b>18782</b>	<b>3750</b>	<b>2051</b>



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**CIN:** L70109TG1995PLC019116  
**Online Presence:** [www.linktr.ee/TCI\\_Group](http://www.linktr.ee/TCI_Group)

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Thank You