



Date: May 10, 2024

Listing Department BSE Limited Phiroze Jeejeebhoy Towers Dalal Street - Mumbai- 400001 Scrip Code: 540212	Listing Department National Stock Exchange of India Ltd., Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E) Mumbai – 400051 Scrip Symbol: TCIEXP
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Sub: Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015

Dear Sir/Madam,

In compliance with Regulation 30 of the SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015, please find attached Earning/Investment Presentation on Audited Financial Results for Q4/FY 2023-2024.

This Presentation is also available on the website of the Company at <https://www.tciexpress.in/investor-analyst-corner.aspx?invid=15&key=9bf31c7ff062936a96d3c8bd1f8f2ff3>

This is for your information and necessary records please.

Thanking you,
Yours faithfully,
For **TCI Express Ltd.**

Priyanka
(Company Secretary & Compliance Officer)
Encl: As above

TCI Express Limited
Website: www.tciexpress.in

Corporate Office: TCI House, Plot No. 69, Sector 32, Institutional Area, Gurugram - 122001, India
Tel.: +91-124-2384090-94 • **Email:** info@tciexpress.in • **CIN:** L62200TG2008PLC061781
Registered Office: Flat Nos. 306 & 307, 1-8-273, Third Floor, Ashoka Bhoopal Chambers,
S. P. Road, Secunderabad – 500003 • **Tel.:** ++91 40 27840104

TCIEXPRESS

LEADER IN EXPRESS

*Pioneering
the Future of
Express Logistics*

*Fast Forward to a **Greener Tomorrow***

Q4 and FY2024 Earnings Presentation



Fastest Express Delivery Company in India

200+
Countries

2016
Year of Listing

60,000+
Location Served

3,000+
Work Force

5,500+
Containerized Vehicles

73
Air Gateways

970+
Branch Setup

28
Sorting Centres

1 Successfully completed 8 years post the demerger and has become industry leading and fastest delivery company in India

2 The only express cargo company in India with own set up across nation. Offers services on Sunday, Holiday and late pickup

3 ERP enabled operations, barcoding on packaging, GPS enabled vehicles and CCTV surveillance all India

4 Serves 97% of B2B customers and 3% of B2C customers

5 Ranked 713 based on market cap, as on March 31, 2024

6 Specialized in offering time-definite solutions with focus on Tier II and III cities



Why TCI Express?

Focused on offering comprehensive logistics services across multiple domains, including Rail, Air, International, C2C, and Surface Express, tailored to diverse client needs.

1



Asset Light
Business Model

2



High Value Cargo
(Low volume,
high margins)

3



Low Working
Capital
Requirement

4



Lowest Cost
Structure

5



Expansion of
Services

6



No Franchise:
All owned
Branches

7



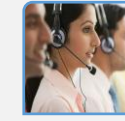
API based
backend
technology

8



Containerized
Movement

9



Superior
Customer
Support Services

10



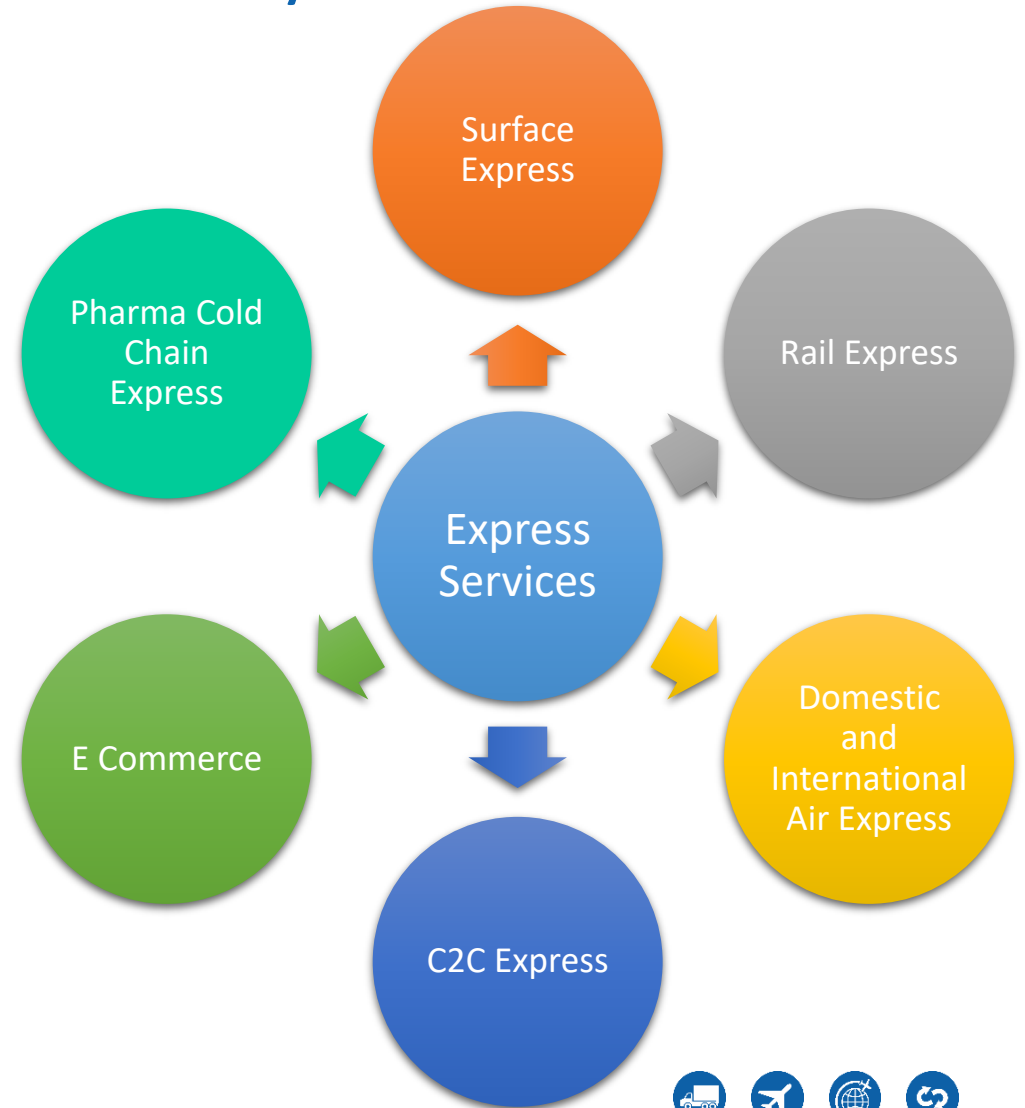
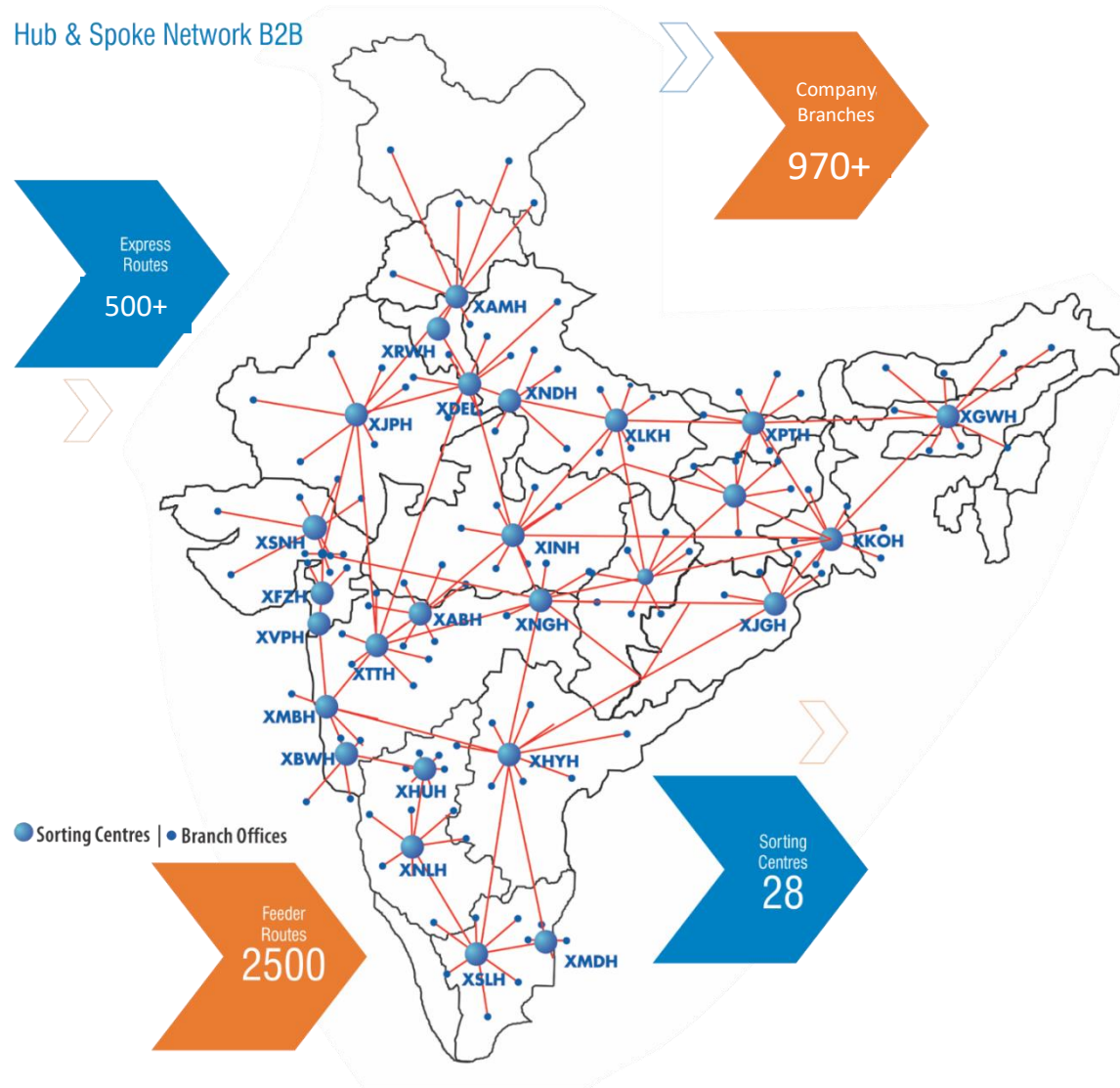
Focus on
Automation



Geographical Footprint

Fastest Delivery Company with Unmatched Network and Efficiency

Hub & Spoke Network B2B



Sorting Centers

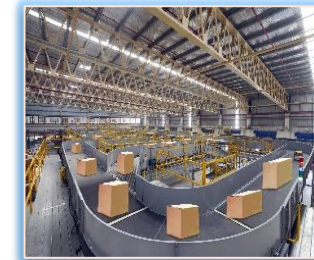
The company achieved full automation at pune sorting centre, delivering 40% turnaround time reduction and enhanced operational efficiency with AI-enabled technology

GIGA Sorting Centre, Gurgaon

Sorting Centre, Pune

Location:	Gurgaon
Area:	2 lakh sq.ft
Solar Panel:	800 KW
Operational:	India's first and largest automated B2B sorting center operational from March 2022

Location:	Pune
Area:	1.40 lakh sq.ft
Solar Panel:	280 KW
Operational:	Equipped with AI cross-belt sorter speeds up sorting, minimizing errors for faster deliveries and reduced inventory times



Inhouse ERP and Automation

Shorter Turnaround Time

24x7 Higher Capacity Utilization

Enhance Customer Satisfaction

Enhance Profitability



Expanding Service Offering: Rail Express

❑ Asset Light Business Model

- ✓ TCI Express to buy space on the trains to ensure higher capacity utilization
- ✓ Independent team to manage this business offering

❑ Advantages

- ✓ Faster transit time at a lower cost substituting Air Cargo
- ✓ Optimize economies of scale at branches and routes
- ✓ Use of strong railway network

❑ Infrastructure Development backed by government

- ✓ Indian railways aims to increase its freight traffic from 1.1 billion tons in 2017 to 3.3 billion tons in 2030
- ✓ Lower carbon footprint and sustainable mode of transport



Shorter Turnaround Time

Uninterrupted Transportation

Synergistic with Existing Express Business

Bridging the Gap between Air and Surface

Higher Margin Business

Infrastructure Backed by Government

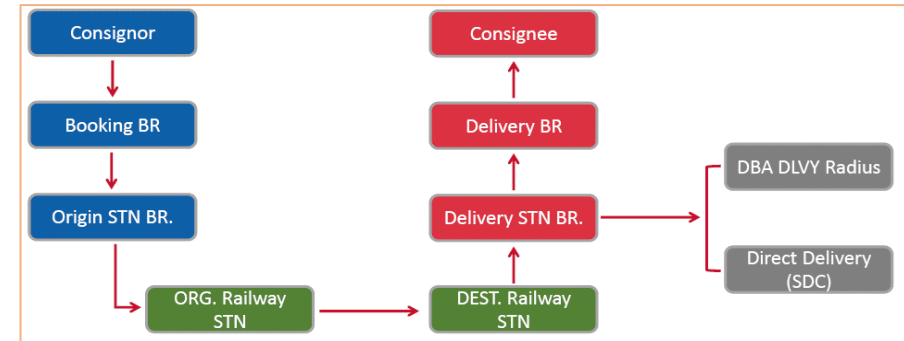
4,500

Customer Base

125+

Route Presence

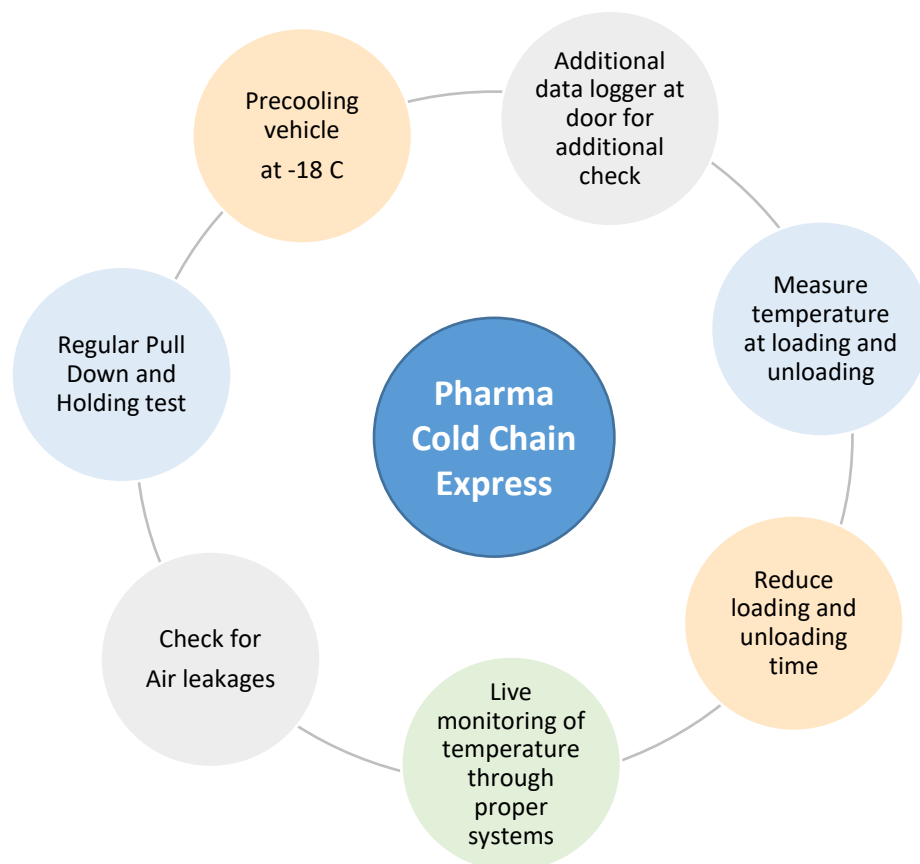
Centralized and integrated express logistics system



Expanding Service Offering: Pharma Cold Chain Express

TCI Express successfully launched Pharma Cold Chain Express Service, an asset-light model and use existing hub and spoke network to meet the growing demand for Cold Chain express logistics

Standard Operating Procedures followed by TCI Express



TCI Express Pharma Cold Chain Transportation

- TCI Express continues to implement the asset-light model in the Pharma Cold Chain express logistics segment
- Dispatching Pharma shipments either Frozen (Blood Plasma) or Vaccines under the prescribed temperature as norms ensuring there are no fluctuations in the temperature
- Dispatching frozen products as per FSSAI norms ensuring there are no fluctuations in the temperature
- Monitoring of temperature maintained through Data Loggers and real-time monitoring through tracer
- Tracking of vehicles through GPS and real-time data been provided to the customer
- Proper loading and unloading of material ensuring there are no temperature fluctuations



Expanding Service Offering: C2C Express

TCI Express launched India's first customer to customer C2C Express service, implementing asset light model

Transportation Mode – Fast Trucking

Minimizes connections and travel time

Offering a high frequency of services

Directly connects the set of locations without any interruption of services

Flexible routes

Transportation Mode – Milk Run

Pick up from multiple locations and delivery at single point

Pick up from one location and delivery at multiple locations

Real time tracking through GPS and temperature through tracer

Flexible routes

End to End Transportation, Door Pick up and Door Delivery

Multilocation Delivery and Pick up

GPS Enabled Vehicle for tracking

Single Point of contact for any query

Movement of High Cargo value



Maintained stable Gross margins and showcasing our resilience through consistent capacity utilization and operational efficiencies

Key Highlights

- Continued headwinds from muted demand and high inventory levels brought down the number of goods dispatched during the quarter
- The capacity utilization during the quarter was at 83.5%
- The efficiency of our operations has been significantly enhanced with the successful completion of automation at the Pune sorting center
- Focused on offering comprehensive logistics services across multiple domains, including Rail, Air, International, C2C, and Surface Express, tailored to diverse client needs

Total Income

Rs. 319 Cr
(2.7)% Y-o-Y

EBITDA

Rs. 47 Cr
14.7% Margin

Profit After Tax

Rs. 32 Cr
9.9% Margin

Dividend Per Share

Rs. 2 /-

Management Perspective



Commenting on the performance, Mr. Chander Agarwal, Managing Director, said:

“Continued headwinds from muted demand and high inventory levels brought down the number of goods dispatched during the quarter. Our stable gross margins reflect our resilience, driven by sustained capacity utilization and operational efficiencies. We strategically reduced business with certain customers offering low rates and generating non-profitable business. Overall, FY2024 ended on a positive note with a growth of 1.0%.”

I am pleased to announce the successful completion of automation at our sorting center in Pune. Covering an area of 1.40 lakh square feet, the facility is now equipped with an AI-enabled automated cross-belt sorter. This enhancement has accelerated our operations, improved the sorting process, and reduced errors, resulting in faster deliveries and decreased inventory holding times. This initiative is part of our company's broader effort to automate all sorting centers, demonstrating TCIEXPRESS's commitment to innovation in express delivery. The Rail Express business has garnered significant customer interest, leading to an expanded customer base of 4,500, covering over 125 routes. During the quarter, we have added 10 new branches to support our multimodal express business, bringing the total number of branches opened to 25 in FY2024.

Our strategic investments in technology and infrastructure have played a pivotal role in streamlining our operations and ensuring that we remain at the forefront of the industry. During FY2024, we incurred a total capex of Rs. 46 Crores, primarily spent on the expansion of our branch network, automation and ramping up our IT infrastructure. These investments align with our commitment to future growth and sustainable logistics practices.

Additionally, I am happy to announce the appointment of Mr. Hemant Srivastava as the Chief Operating Officer of Surface Express at TCI Express. Furthermore, Mr. Ashok Pandey has been appointed as the Chief Operating Officer of Multimodal Express. Mr. Pandey joined TCI Express in 1996 at its inception. Over the course of 27 years, he has held various pivotal roles spanning operations, sales, marketing, and served as the Regional Head for the Pune Region.

We are also proud to announce that the Sorting Centre in Chakan, Pune, received the 'Gold' rating under the LEEDv4 BD+C Warehouses and Distribution Centers rating system. This recognition is a testament to the company's commitment and innovative initiatives towards sustainability. In line with our dedication to prioritizing our people, we are pleased to announce our recertification as a Great Place to Work, reaffirming our commitment to fostering a positive and inclusive workplace environment. Furthermore, we are proud recipients of the sustainability Award from CUMI, a prominent manufacturer of coated and bonded abrasives in India. Additionally, we have been honored with the title of Best B2B Logistics Partner for FY2023-24 by Royal Enfield. These accolades highlight our commitment to excellence and our valued partnerships within the industry.

In alignment with our shareholder-friendly capital allocation policy, the Board of Directors have proposed a final dividend of Rs 2 per share, resulting in a total dividend of Rs. 8 per share for FY2024, representing a payout of 400% of the face value. With our resilient asset-light business model and a clearly defined strategic growth plan, we are confident in our ability to navigate the dynamic market landscape and capitalize on promising growth opportunities.

Financial Performance

Particulars (in Cr)	Q4		Y-o-Y	Q3		Q-o-Q		Y-o-Y
	FY2024	FY2023	Growth (%)	FY2024	Growth (%)	FY2024	FY2023	Growth (%)
Income from Operations	317.1	326.2	(2.8)%	311.9	1.7%	1,253.8	1,241.0	1.0%
Other Income	1.9	1.7		2.0		7.2	7.2	
Total Income	319.0	327.9	(2.7)%	313.8	1.7%	1,261.0	1,248.2	1.0%
EBITDA	46.8	55.8	(16.2)%	47.5	(1.6)%	194.4	201.7	(3.6)%
Margin (%)	14.7%	17.0%		15.1%		15.4%	16.2%	
EBIT	41.9	51.6	(18.8)%	42.8	(2.0)%	175.4	186.3	(5.8)%
Margin (%)	13.1%	15.7%		13.6%		13.9%	14.9%	
PBT	41.5	50.9	(18.4)%	42.4	(2.2)%	174.0	184.5	(5.7)%
Margin (%)	13.0%	15.5%		13.5%		13.8%	14.8%	
PAT	31.6	38.5	(17.8)%	32.2	(1.9)%	131.7	139.3	(5.4)%
Margin (%)	9.9%	11.7%		10.3%		10.4%	11.2%	
EPS	8.24	10.0	(17.9)%	8.4	(1.9)%	34.4	36.2	(5.2)%

Notes:

1. EBITDA and EBIT includes other income
2. All Margins calculated on Total Income

* All numbers in Crores unless specified



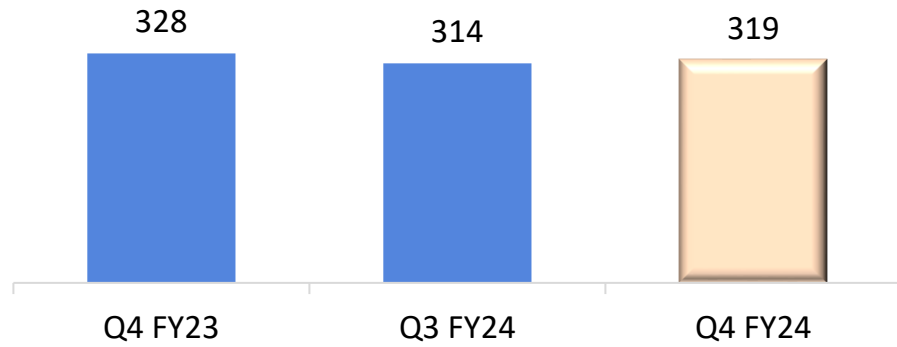
Q4 FY2024 Performance Discussion

- Total Income for the quarter stood at Rs. 319 Crores, registering a decrease of 2.7% Y-o-Y
- EBITDA margins remained stable:
 - Despite the economic headwind from muted demand during the quarter, we were able to maintain stable margins due to operational efficiencies and efficient capacity utilization
 - The contribution to revenue from newly launched services, particularly from rail express, has been steadily increasing
- Capex of Rs. 46 Crores incurred during FY2024 primarily spent towards expansion of branch network, Automation and construction of new sorting centres
- During Q4 FY2024, 10 new branches were added to deepen our presence in key growing markets, supporting the multimodal express business and enhancing market reach and customer accessibility

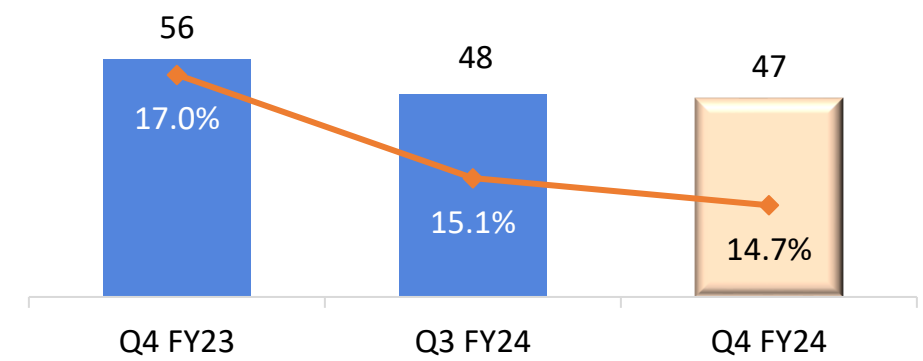
Quarter Performance Trends

Resilient financial performance and profitability by maintaining industry leading margin profile

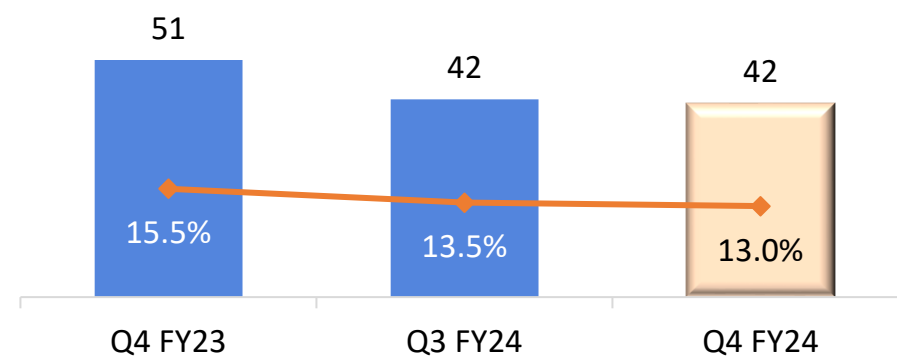
Total Income



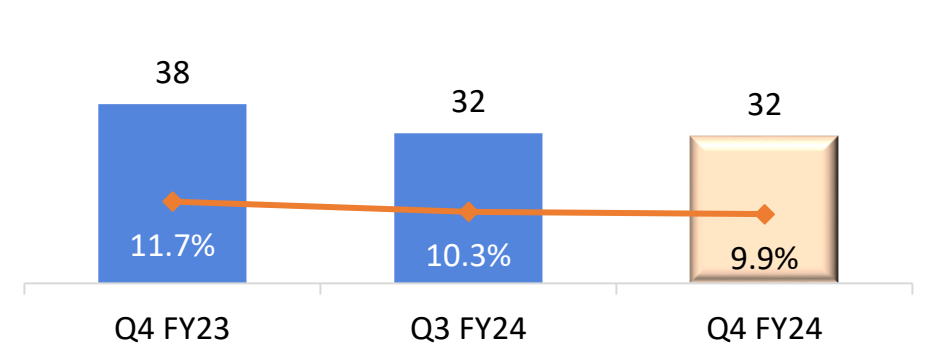
EBITDA and Margins



PBT and Margins



PAT and Margins



Notes:

1. EBITDA includes other income
2. All Margins are calculated on Total Income

* All numbers in Crores unless specified



Maintained stable Gross margins and showcasing our resilience through consistent capacity utilization and operational efficiencies

Key Highlights

- The capacity utilization during FY2024 was at 84.0%
- The efficiency of our operations has been significantly enhanced with the successful completion of automation at the Pune sorting center
- Strong cash flow from operation of Rs. 136 crores with robust CFO to EBITDA ratio of 70%
- Announced Final dividend of Rs. 2 per share in Q4 FY24, taking full year dividend to Rs. 8 per share representing a payout of 400% on the face value for FY2024
- The revenue mix comprised a 49% contribution from SME customers, with the remaining 51% from other customers
- Achieved cash profit* of Rs. 151 Crores in FY2024 compared to Rs. 154 Crores in FY2023

Total Income

Rs. 1,261 Cr
1.0% Y-o-Y

EBITDA

Rs. 194 Cr
15.4% Margin

Profit After Tax

Rs. 132 Cr
10.4% Margin

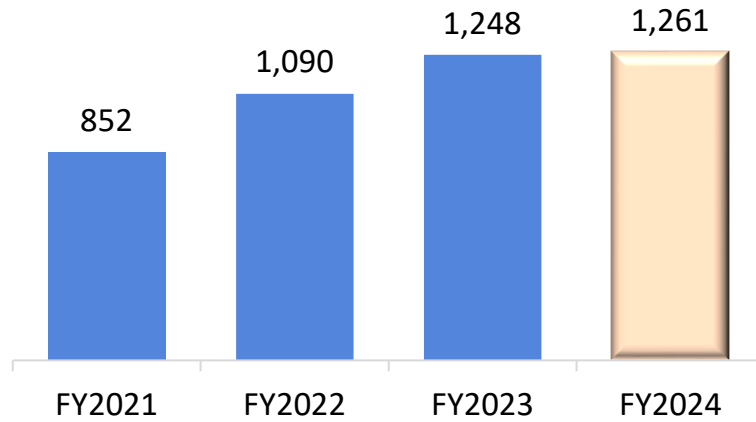
Dividend Per Share

Rs. 8 /-

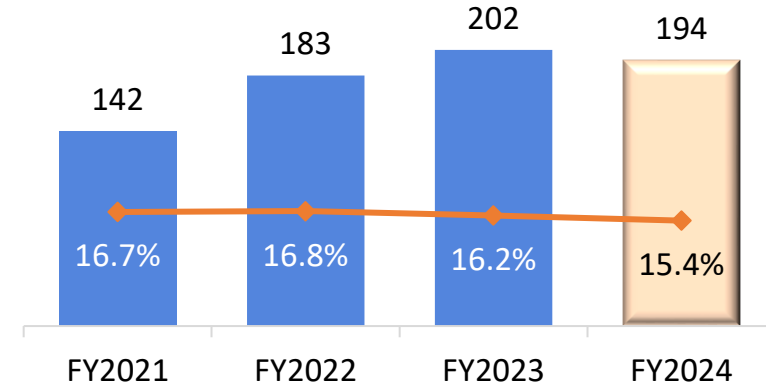
*Cash Profit = Net profit + Depreciation

Strong track record of consistently delivering an industry-leading margin profile

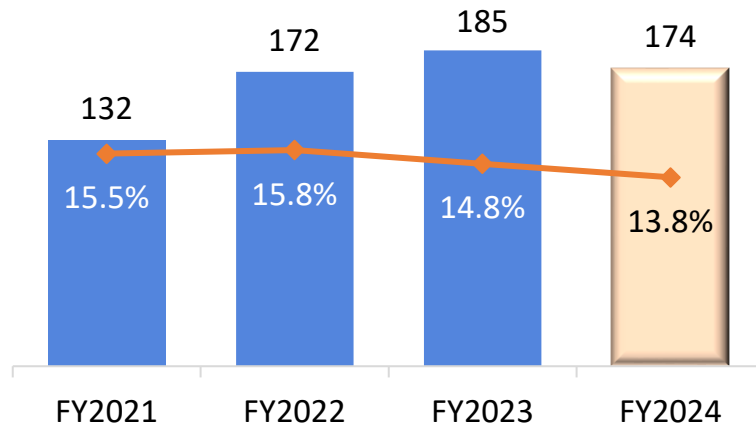
Total Income from Operations



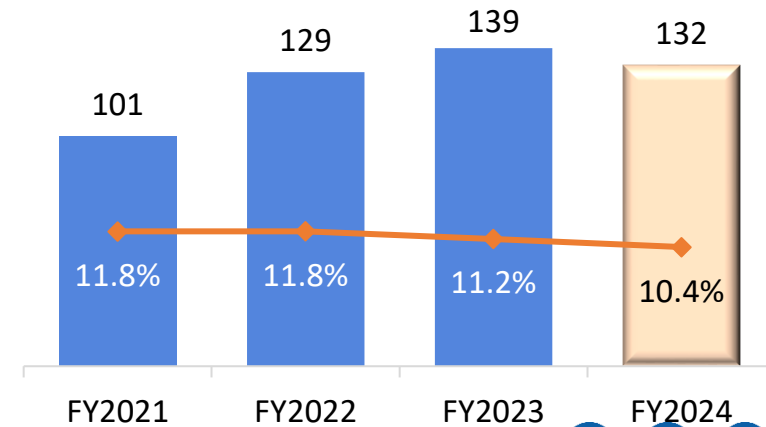
EBITDA Margins



PBT and Margins



PAT and Margins



Notes:

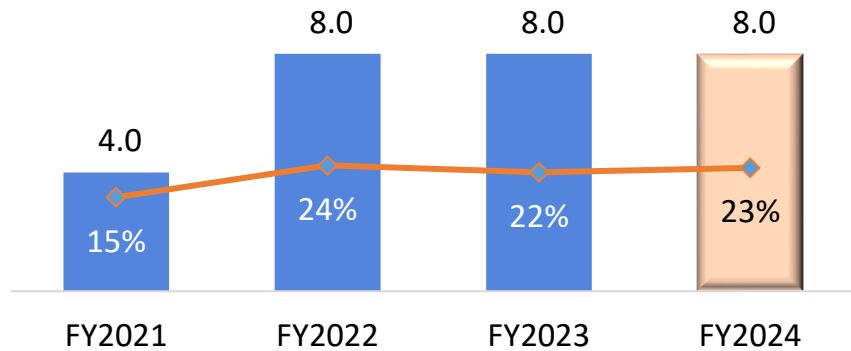
1. EBITDA includes other income
2. All Margins are calculated on Total Income

* All numbers in Crores unless specified

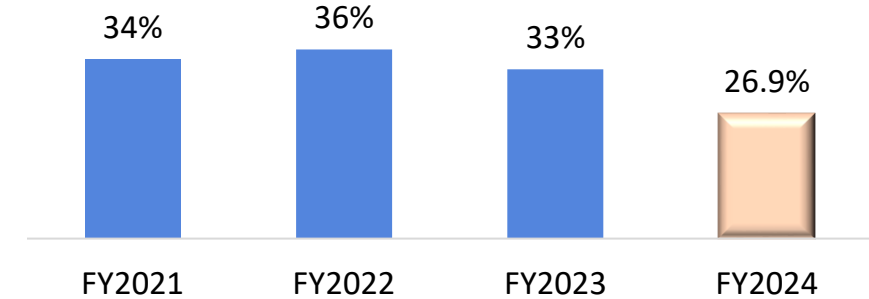


Delivering consistent growth and profitability for our shareholder

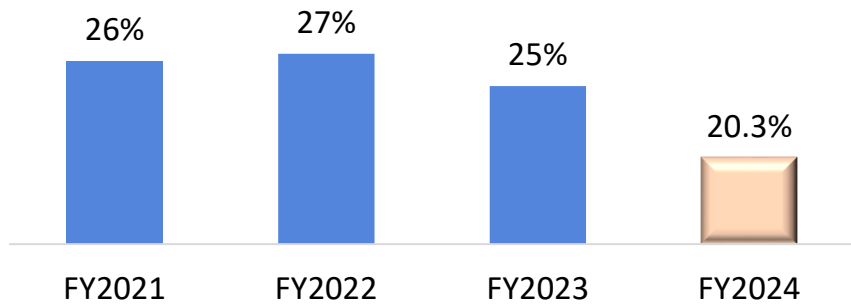
Dividend per Share (Rs) & Payout (%)



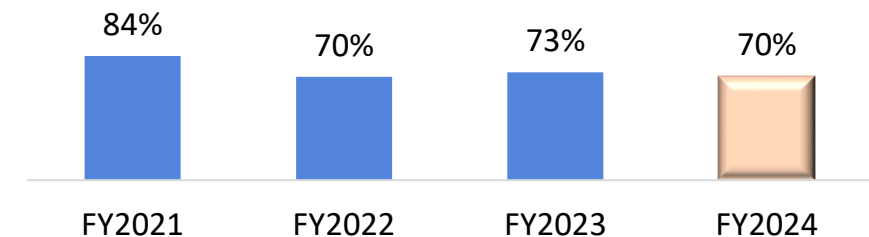
Return on Capital Employed (%)



Return on Equity (%)



Cash Conversion Ratio (%)



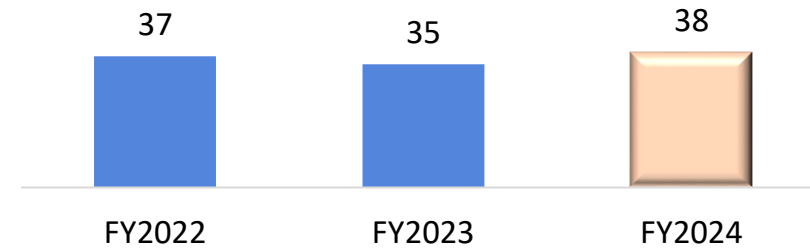
Leverage Profile and Working Capital Cycle

Credit rating of A1+ Short Term (ICRA) and AA- Long Term (CRISIL)

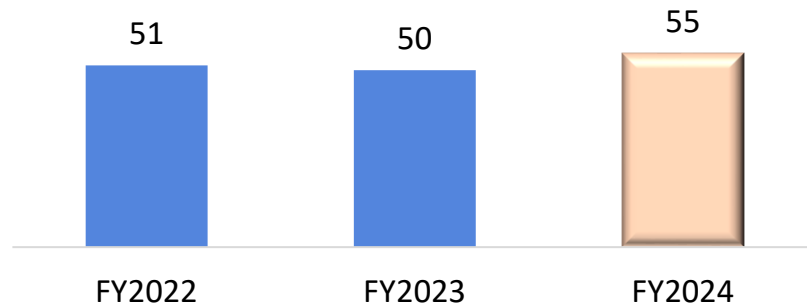
Particulars (in Cr)	Mar-22	Mar-23	Mar-24
Long Term Debt	0.2	0.0	0.0
Short Term Debt	0.8	0.7	2.7
Total Debt	1.0	0.7	2.7
Less: Cash & Cash Equivalents	105.0	46.7	110.4
Net Debt	(104.0)	(45.9)	(107.7)
Total Equity	536.2	596.4	704.0
Net Debt/Equity	(0.19x)	(0.08x)	(0.15x)

Stable Working Capital Management

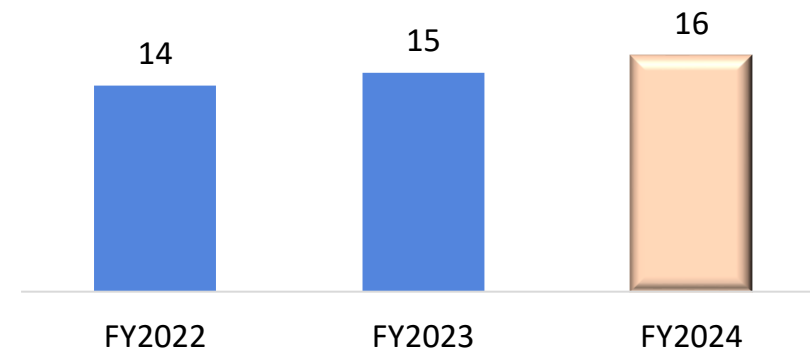
Payables Days



Receivables Days



Net Working Capital Days



Note: Receivable Days has been calculated on Revenue from Operations inclusive of GST for the respective quarters

Consolidated Balance Sheet

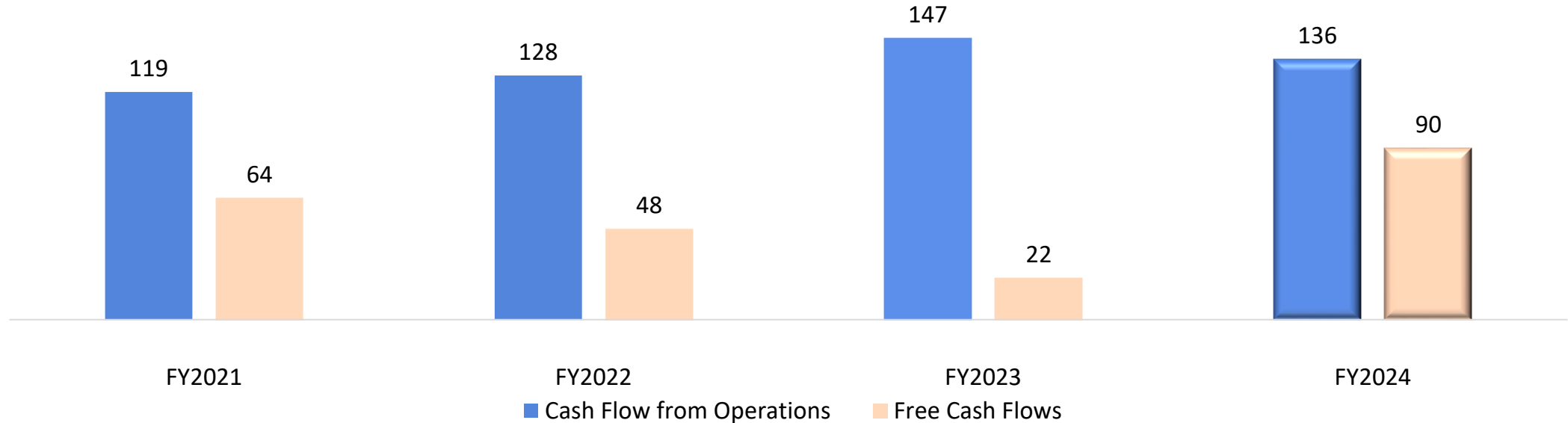
Particulars (Rs Crores)	FY2023	FY2024
Assets		
Non-Current Assets		
Property, Plant and Equipment	343.9	418.5
Right of Use Assets	27.2	28.7
Capital Work in Progress	61.1	16.1
Intangible Assets	3.0	4.6
Financial Assets		
Investments	0.4	0.5
Total Non-Current Assets	435.6	468.3
Current Assets		
Financial Assets		
Trade receivables	211.5	231.8
Cash & cash equivalents	13.8	17.0
Other Bank Balances	2.9	3.4
Other Financial Assets	9.9	10.6
Investments	32.1	90.0
Current Tax Assets (Net)	4.9	5.7
Other current assets	24.2	23.4
Total Current Assets	299.3	381.9
TOTAL ASSETS	734.9	850.2

Particulars (Rs Crores)	FY2023	FY2024
Equity and Liabilities		
EQUITY		
Equity Share Capital	7.7	7.7
Other Equity	588.7	696.3
Total Equity	596.4	704.0
LIABILITIES		
Non-Current liabilities		
Lease liabilities	3.8	3.9
Long Term Borrowings	0.0	0.0
Deferred Tax liabilities (Net)	10.5	13.5
Total Non-Current Liabilities	14.3	17.4
Current liabilities		
Short Term Borrowings	0.7	2.7
Lease liability	2.5	3.6
Trade Payables	86.9	91.0
MSME	1.5	1.0
Others Financial liabilities	9.0	12.7
Provisions	5.1	5.1
Other Current liabilities	18.4	12.8
Total Current Liabilities	124.2	128.9
Total Liabilities	138.6	146.2
Total Equity And Liabilities	734.9	850.2



Cash Flow from Operations vs Free Cash Flows

Unmatched combination of scale, expertise and technology resulting sustainable cash flow from operations

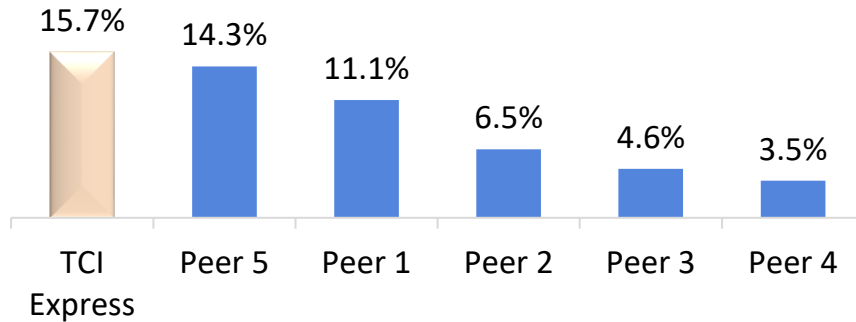


- Cash flow from operations of Rs. 136 crore for FY2024
- During FY2024, the company incurred a capital expenditure of Rs. 46 crore for expansion of our branch network, automation and ramping up our IT infrastructure
- Efficient working capital management, along with debt free capital structure contributes to generating sustainable free cash flow and attractive returns to shareholders

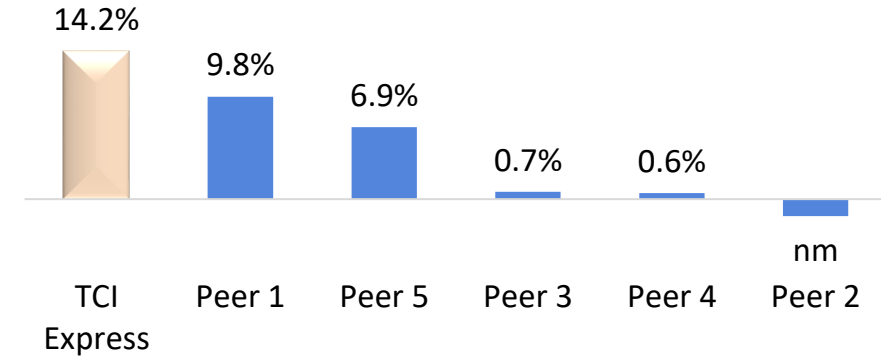


TCI Express – Leading Margins and Profitability in the Industry

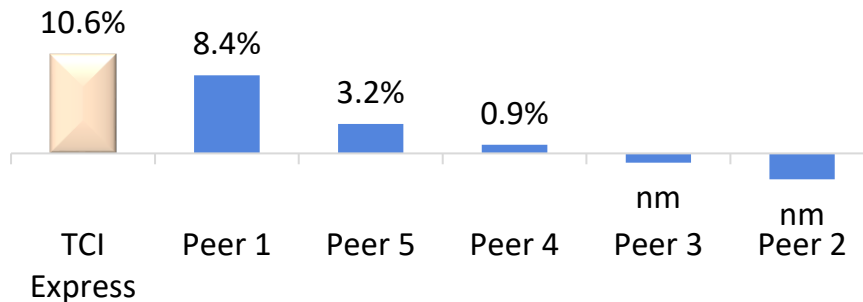
EBITDA Margins %



EBIT Margins %



PAT Margins %



Key Highlights:

- Market Leader in Express Delivery with industry-leading Margins and Profitability Ratios
- Leading market positions, unique asset light model has allowed TCI Express to maintain higher capacity utilization and deliver strong EBITDA margins even during challenging inflationary environment
- Revenue mix driven equally by SMEs and corporates

Notes:

1. All financials are based on **9M FY2024 reported numbers**
2. EBITDA and EBIT including Other Income



Last 8 Year Key Takeaways

Inherent Business Strength

- ✓ Fastest B2B Express Delivery Company in India
- ✓ Asset light model allows the Company to maintain higher utilization and drive strong cash flows
- ✓ No franchise model. All branches are company owned which ensures the adoption of best standard operating procedures
- ✓ Diversified business model catering to all the major manufacturing industries

Expanding Business

- ✓ Locations servicing from 32,000 locations in FY 2017 to 60,000 locations in FY 2024
- ✓ Branch offices increased from 500 in FY 2017 to 970+ branches in FY 2024
- ✓ Sorting centers increased from 26 in FY 2017 to 28 in FY 2024
- ✓ Customers count increased from 1.6 Lakh in FY 2017 to 2.25 Lakh in FY 2024

Generating Returns for Stakeholders

- ✓ Post demerger: 8 year track record of consistently delivering enhanced margins and profitability. EBITDA growing at a CAGR of 17% and net profit is at a CAGR of 20%
- ✓ Consistently paying dividends for the last 8 years and generating a high return on capital employed
- ✓ Debt-free company, maintaining a strong balance sheet and flexible capital structure



Strategy and Outlook

Revenue Growth Drivers

1

Highly diversified client base of corporate and SME customers. Well spread across industry verticals

2

Continuous expansion in metro and tier I cities through new branch offices

3

Contribution of new and value-added service offerings to drive growth

4

Automation at owned sorting centers to drive operational efficiency and enhance profitability

5

Government Initiatives to strengthen the logistics sector and focus on infrastructure to provide seamless connectivity to remote rural areas



Capital Expenditure

- ✓ Planned CapEx of Rs. 500 crores in 5 years (FY23-FY27)
- ✓ In FY2024 incurred capex of Rs. 46 Crores
- ✓ The remaining capex of Rs. 329 crores will be spent during FY25 - FY27
- ✓ Investment in sorting centers
- ✓ Automation and enhancing technological capabilities



TCI Express Offering

- ✓ Launch and expand Rail service offerings
- ✓ Added new services such as Pharma Cold Chain and C2C express
- ✓ Continuous focus on volume growth through B2B client acquisition



Strategic Priorities by 2030

New services are expected to contribute one-fourth of the top-line:

- Rail Express
- C2C Express
- Pharma Cold Chain Express
- Air Express

Maintain high return ratios and consistent dividend pay-out

Create Wealth for all Stakeholders

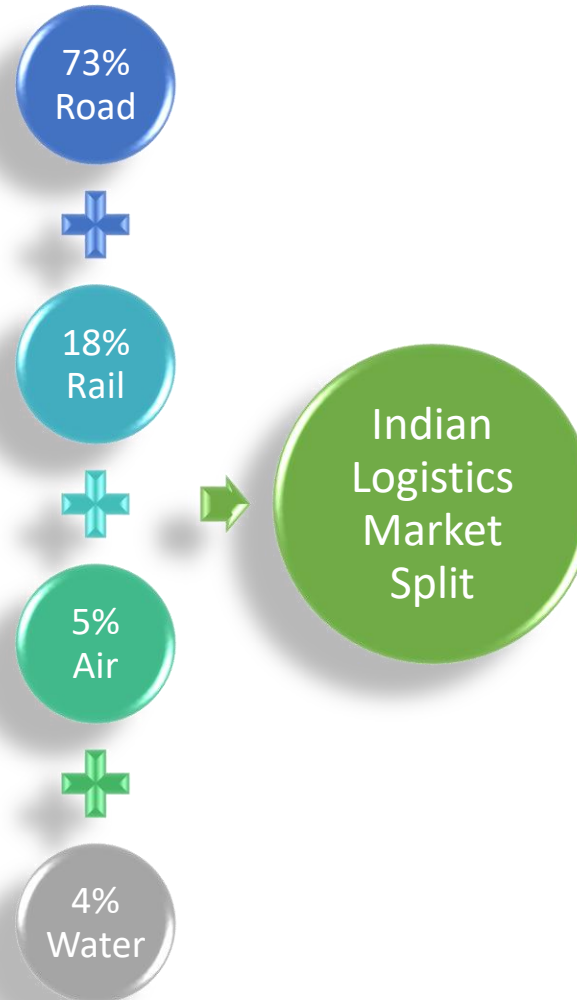
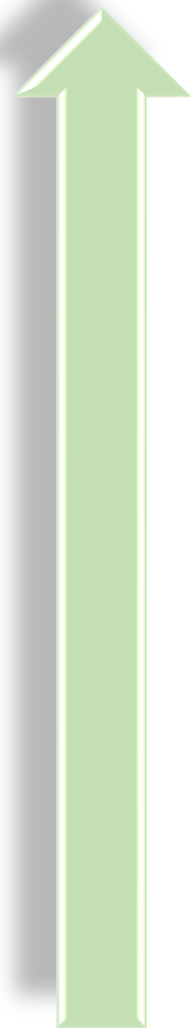
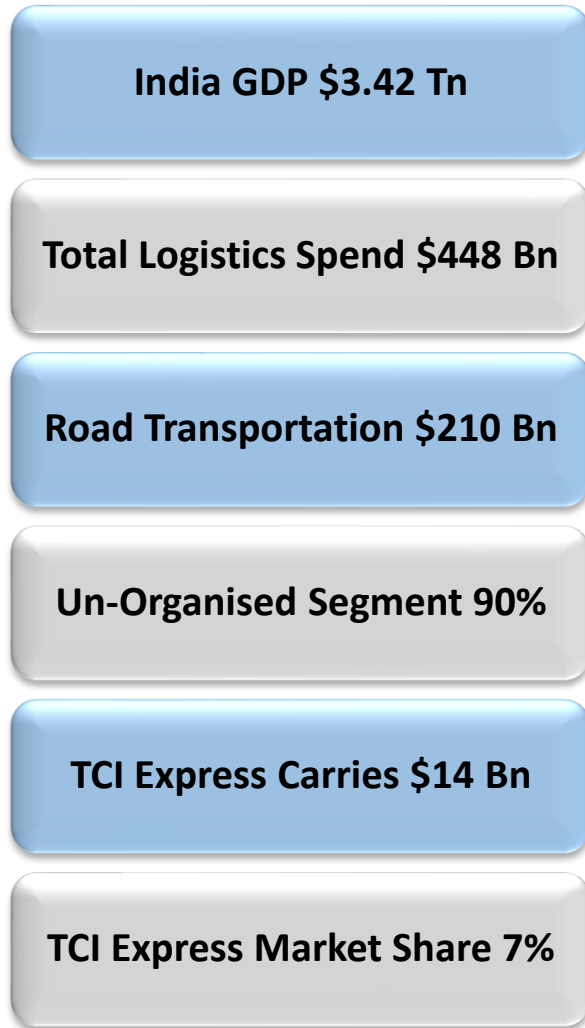
Well placed to deliver sustainable growth

- Asset light business model
- Increase customer base
- Owned sorting centre in major metros

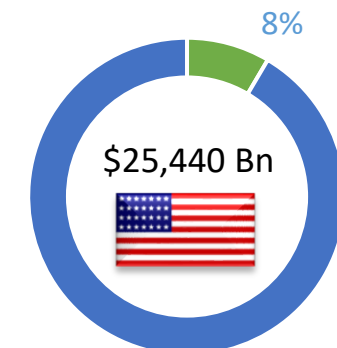
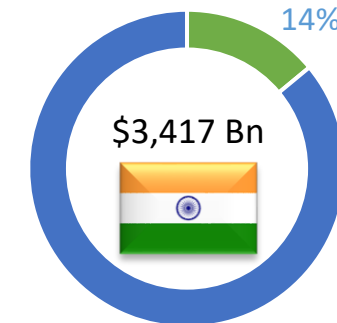
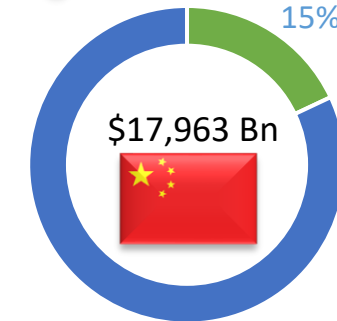
Full focus on technological advancement and automation to further enhance operational efficiency



Express Industry – An Outlook



Logistics as % of GDP



Notes: Source :

1. [Trading Economics](#)
2. [IBEF.org](#)



Growth Drivers for the Indian Logistics Industry



The National Logistics Policy (NLP) assists states and union territories (UTs) in creating their Comprehensive Logistics Action Plan (CLAP), which emphasizes integrated digital logistics systems, standardized physical assets, and improved warehousing services. This policy aims to boost logistics efficiency, enhance trade, and facilitate sector-specific plans for effective logistics.



The PM GatiShakti National Master Plan initiative seeks to enhance multimodal logistics infrastructure by partnering with states and UTs. It provides a unified decision-making platform and extends special assistance to states with a 50-year interest-free loan of ₹1 lakh crore for capital investments. The plan aims to fortify logistics infrastructure and streamline the movement of goods across various transportation modes.



The Unified Logistics Interface Platform (ULIP) and e-Logs are vital components of the NLP, with ULIP serving as an integrated platform to boost efficiency and technology utilization in India's logistics infrastructure, while e-Logs act as a dashboard for seamless access to logistics services, simplifying registration, coordination, and monitoring of logistics stakeholders' issues. These initiatives aim to streamline logistics operations and enhance overall service quality.



India's logistics industry has moved up 6 places to reach the 38th rank out of 139 countries in the World Bank's Logistics Performance Index. Showcasing advancements in logistics services

- Multiple infrastructure projects worth Rs.108 lakh crore under the National Infrastructure Pipeline (NIP) aim to propel growth in the logistics industry
- The government has proposed infrastructure development with an 11.1% increase in capital expenditure, raising it to Rs. 11.11 lakh crore for the fiscal year 2024-25 from Rs. 10 lakh crore in the fiscal year 2023-24.
- The construction of 66,100 km of highways and 3,300 km of dedicated Freight Corridors will optimise the efficiency of freight movement across the country
- The logistics industry employs 22 million people, making it a major source of employment and livelihood for millions



Management Team



Mr. D P Agarwal, *Chairman & Director*

Mr. D P Agarwal is the Chairman and Director of TCI. Mr. Agarwal has been associated with the transport industry for more than 52 years. He has been contributing in developing the unorganized logistics sector into an organized one.

Mr. Agarwal is also associated with various Chambers of Commerce including CII, FICCI & PHDCCI. He also takes active participation in many social and philanthropic activities for the common good.



Mr. Chander Agarwal, *Managing Director*

Mr. Chander Agarwal is a Bachelor of Science in Business Administration from 1996 to 2001 from Bryant College, Smithfield, RI. He joined TCI as Summer Intern and worked in various departments including operations, logistics and marketing etc. thereby getting fair amount of exposure to the key functions in the Company. His hands-on experience with Transfreight USA, a 3PL specializing in 'lean logistics' for Toyota Motor vehicles, USA, has given him unmatched knowledge of the Supply Chain Management. Currently he is spearheading Group TCI's international expansion across Asia, Latin America & Africa.



Mr. Pabitra Panda, *Senior Chief Sales and Marketing Officer*

Mr. Pabitra Mohan Panda is the Senior Chief Sales & Marketing Officer at TCI EXPRESS. He has joined the TCI Group in the year 1998 and has distinguished service record of 26 years to the company. Over the years, he has worked across multiple functions and departments, ascending to the role of Chief Operating Officer (2019-24). Before this, he served as the Regional Express Manager for the Delhi Region.



Management Team



Mr. Mukti Lal, Chief Financial Officer

Mr. Mukti Lal is the Chief Financial Officer at TCIEXPRESS. He is a qualified Chartered Accountant and has been associated with Transport Corporation of India Limited (the Demerged Company) in various capacities for last 19 years. He was working as CFO-XPS, Division of Transport Corporation of India Limited. He is a finance professional with over a decade of experience spanning the entire gamut of finance and had played major role in overall strategy and corporate governance



**Mr. Hemant Srivastava, Chief Operating Officer
Surface Express**

Mr. Hemant Srivastava currently holds the position of Chief Operating Officer of Express Business (Non-Surface) at TCI Express. He is managing Air, Air International, Rail, Cold Chain, C2C newly launched Businesses verticals at TCI Express. With a distinguished career spanning two decades at the TCI Group, he has undertaken diverse and impactful roles in finance and management, including positions as Zonal Manager and Regional Express Manager. His prior experience before joining TCI includes significant contributions to the domains of industrial gases manufacturing and government projects, specifically in the areas of Accounts and Audit



**Mr. Ashok Pandey, Chief Operating Officer
Multimodal Express**

Mr. Ashok Pandey is the Chief Operating Officer of Multimodal Express. He commenced his tenure with TCI Express in 1996 during its inception. Over the course of 27 years, Mr. Pandey has held various roles spanning operations, sales, marketing in the field, and Regional Head for the Pune Region. He has also fulfilled the role of Delivery Head at the Corporate Office.

Sustainability a Core Pillar of Strategy

Environment

Water Conservation

Implemented rainwater harvesting and various water-saving initiatives, including aerator taps, sensor-based taps, RO water reutilization, rain harvesting, water reuse, and STP for wastewater treatment and reuse

Renewable Energy Generation

Installed solar panels at Gurgaon and Pune sorting centers, generating renewable electricity, reducing GHG emissions

Emission Reduction

Replaced heavy capacity trucks with ones compliant with BS-VI standards, reducing harmful emissions

Safety, Environment, and Health

Implemented accident prevention measures, abided by labor laws for fair wages, maintained zero-tolerance for discrimination, and ensured robust data protection

Social

Governance

Board Composition and Diversity

4 out of 8 directors on the board are independent, and there is a balanced professional Board with the right mix of Executive, Non-Executive, and Independent Directors, bringing rich experience and expertise from diverse backgrounds relevant to the business

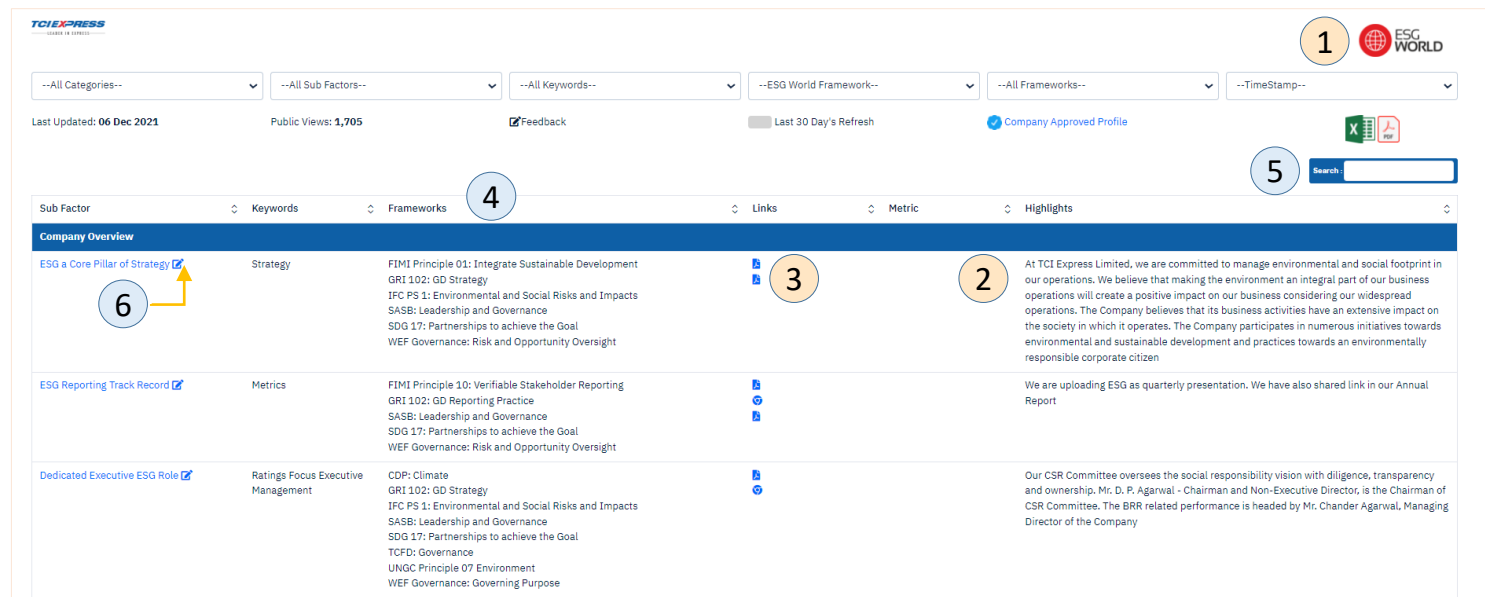
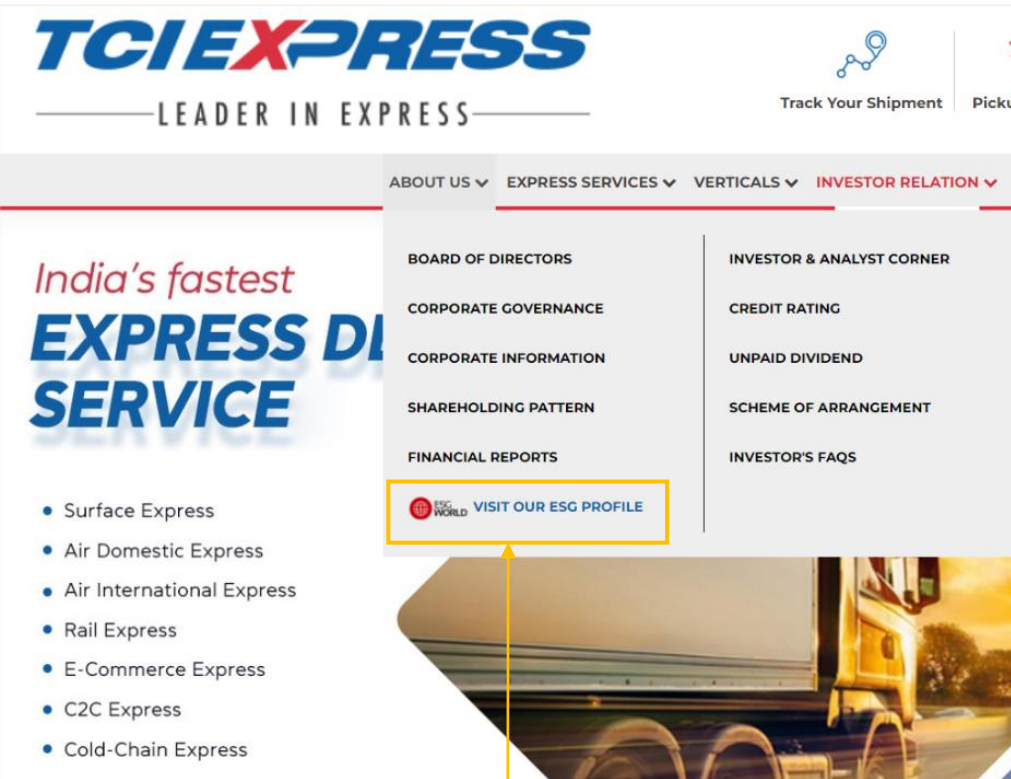
ESG Training and Commitment

We are enhancing ESG training participation with our suppliers and other stakeholders

Risk Management, Ethics, and Data Protection

Implementing regular risk assessment and maintaining a zero-tolerance policy against unethical conduct. Ensuring robust data protection with VPN software and cyber security audit to safeguard customer information and privacy

ESG Profile – Consolidating all ESG Disclosures



Visit ESG Profile on our Website in Investor Relation Section or click here - <https://bit.ly/2LmB6fd>

- 1 Consolidates all ESG disclosures on a single platform, enabling stakeholders to conveniently conduct their due diligence
- 2 Highlights – Captures qualitative ESG content associated with the respective subfactor
- 3 Links – Provide easy access to the underlying source documentation by click of a button
- 4 ESG disclosures mapped with International ESG Reporting Frameworks
- 5 Search based on key words. Conveniently search for specific ESG information
- 6 Feedback – TCI Express solicits feedback from all the stakeholders on their ESG disclosures. Click and provide feedback

Awards

LEED Certification for Pune Sorting Centre



The USGBC has awarded TCI Express's Pune Sorting Centre with the 'Gold' rating under the LEEDv4 BD+C Warehouses and Distribution Centers rating system, for outstanding sustainability practices and commitment towards environmental responsibility. This recognition is a testament to company's' unwavering commitment and innovative initiatives towards sustainability.

Best B2B Logistic Partner 2023-24 by Royal Enfield



Royal Enfield has recognized TCIEXPRESS LTD. as the premier **B2B logistics partner** for FY 2023-2024, showcasing its excellence in delivering express services tailored to the automotive sector's needs.

Sustainability Award by CUMI (Murugappa Group)



TCIEXPRESS has received the prestigious **Sustainability Award** from CUMI, a leading manufacturer of coated and bonded abrasives in India, during the 2024 Supplier Meet held in Chennai. This accolade highlights TCIEXPRESS's steadfast dedication to sustainable initiatives, as recognized by a prominent industry entity like CUMI of Murugappa Group.



Awards



India's Top 500 Value Creator 2023

TCIEXPRESS has been named as **India's Top 500 Value Creator 2023** by **Dun & Bradstreet** for outstanding business productivity, resilience, and commitment for sustainable practices, consistently delivering exceptional value for stakeholders



Super 20 Fastest Growing Companies 2023

Recognized for **outstanding growth and success** by being named one of the **Super 20 Fastest Growing Companies in 2023**. This prestigious award, presented by **Entrepreneur First magazine**

A celebratory graphic for the 'Influential Leaders of India 2023' award, 3rd Edition. It features a portrait of Mr. Chander Agarwal, Managing Director of TCI Express. The graphic includes logos for TCI Express, SCALE, IATA, and other partners. It also lists various partners like ET, in Focus, Business Standard, and TEAM INFLUENTIAL. Contact information for TCI Express is provided at the bottom.

Awards and Recognition

Corporate Governance



Ranked **713** based on Market Cap, as on March 31, 2024

Credit Instruments rated by two leading Credit Rating Agencies
CRISIL Rating: AA-
ICRA Rating: A1+

Industry Recognition



Marksmen Daily Most Trusted Brands of India 2023



Business Superbrand of 2023-24



The Economic Times Iconic Brands of India -2023



Sustainable Organisations 2023



Building a high trust & Performance culture



International Air Transport Association

SORTING CENTER AWARDS



Complementing India's Sustainability Movement TCI Express Ltd. **GIGA Sorting Centre in Tajnagar** has received the **GEM 5 Certification**

Pune Sorting Centre, has also been awarded **GEM 5 Certification** promoting environmentally sustainable green building design and construction



CII SCALE Award 2023

Recognized by **CII Institute of Logistics** for its **Exceptional Implementation of Artificial Intelligence** in its business operations, in the Express/Courier category. This accolade underscores the company's unwavering dedication to innovation & technological advancements



Capital Market Information

Key Facts 29th March 2024

BSE / NSE Ticker	540212/ TCIEXP
CMP (Rs.)	1,023
Shares O/S (Cr)	3.83
Market Cap (Rs. Cr)	3,924
52 Week H/L (Rs.)	1,683/1,000

Share Price Information, as on 29th March 2024

CAGR Return: TCI Express **+14.3%** S&P BSE Sensex **+13.6%**



Note:

Source: Factset
CAGR calculated from 15 Dec 2016



Contact Information

This presentation contains statements that are “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to TCI Express’ future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

TCI Express undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

For further information, please contact:

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