



31st October, 2023

The National Stock Exchange of India Ltd.,
The Listing Department,
"Exchange Plaza",
Bandra Kurla Complex, Bandra (East),
Mumbai – 400 051

BSE Ltd.
The Department of Corporate Services,
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

Dear Sir/Madam,

In compliance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached the Investors' Presentation for the H1/FY 2023-24.

This is for your information and necessary records.

Thanking you,

Yours Faithfully,

For **Transport Corporation of India Limited**

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

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

Everything **Logistics**™

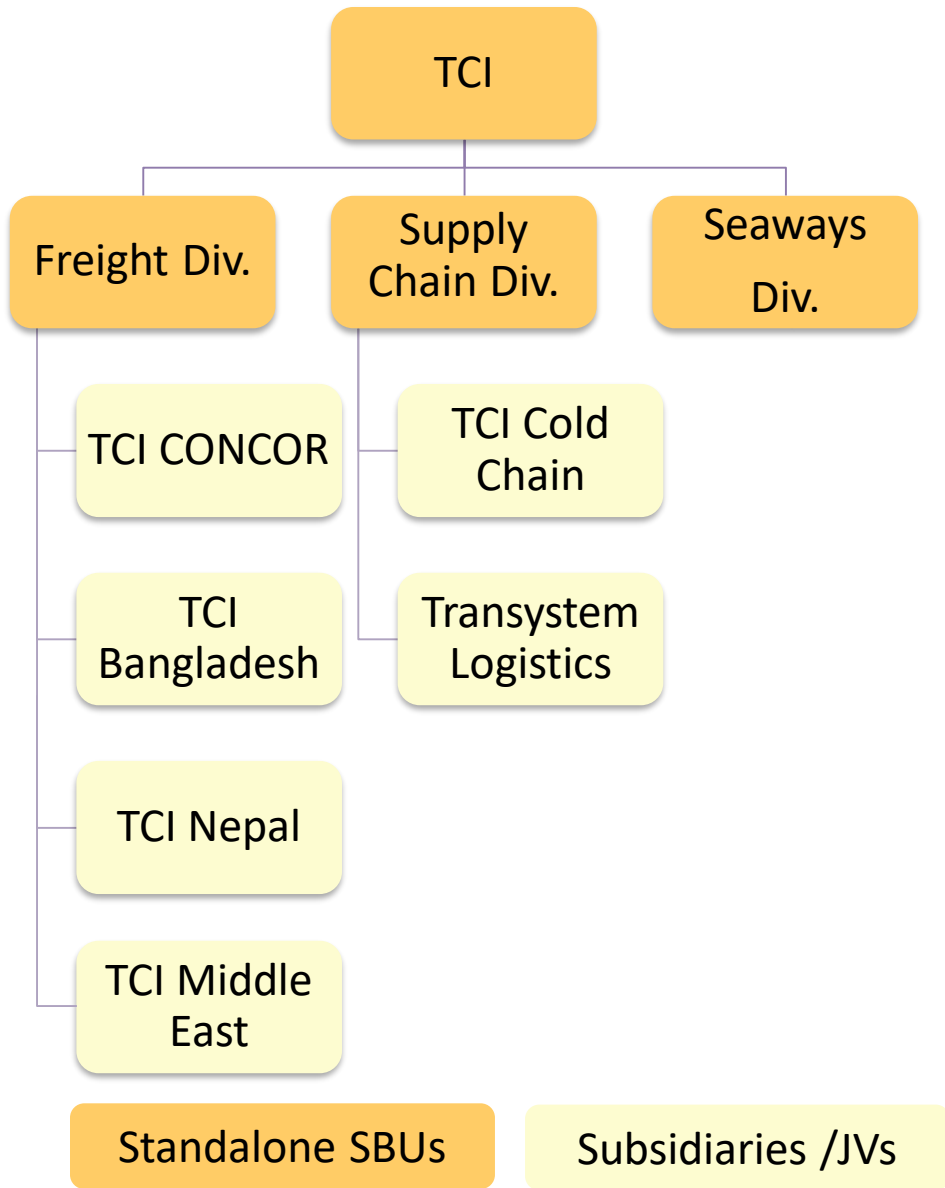
Earnings Presentation

H1 FY24

31st Oct 2023



TCI Consolidated Overview



6+ Decades of Experience	\$500+ In Millions Revenue	1800+ Train movement
650+ ISO Containers	160 Refer Vehicles+ 13K+ Cold Pallets positions	8K+ GP Containers
3.5K+ Employees Strength	1K+ IT Enabled Own Offices	10K Trucks in Operations
06 Coastal Ships	14 Mn sq ft Manages Warehouse Space	2.5% Moving India's GDP by Value

Logistics industry Growth drivers



Consumer Driven

- Growth of omni channel retail prompting supply chain changes
- High Degree of Urbanization
- Diverse consumer base , premium , mid-market and economy segment
- Product loyalty diminishing & putting pressure on supply chains



Customer Driven

- Focus on core area of business leading to increased outsourcing
- Increasing Adoption of tech
- Increased Demand for bespoke and customized solutions
- Shift towards alternative modes of transportation: Multimodal green logistics



Industry Driven

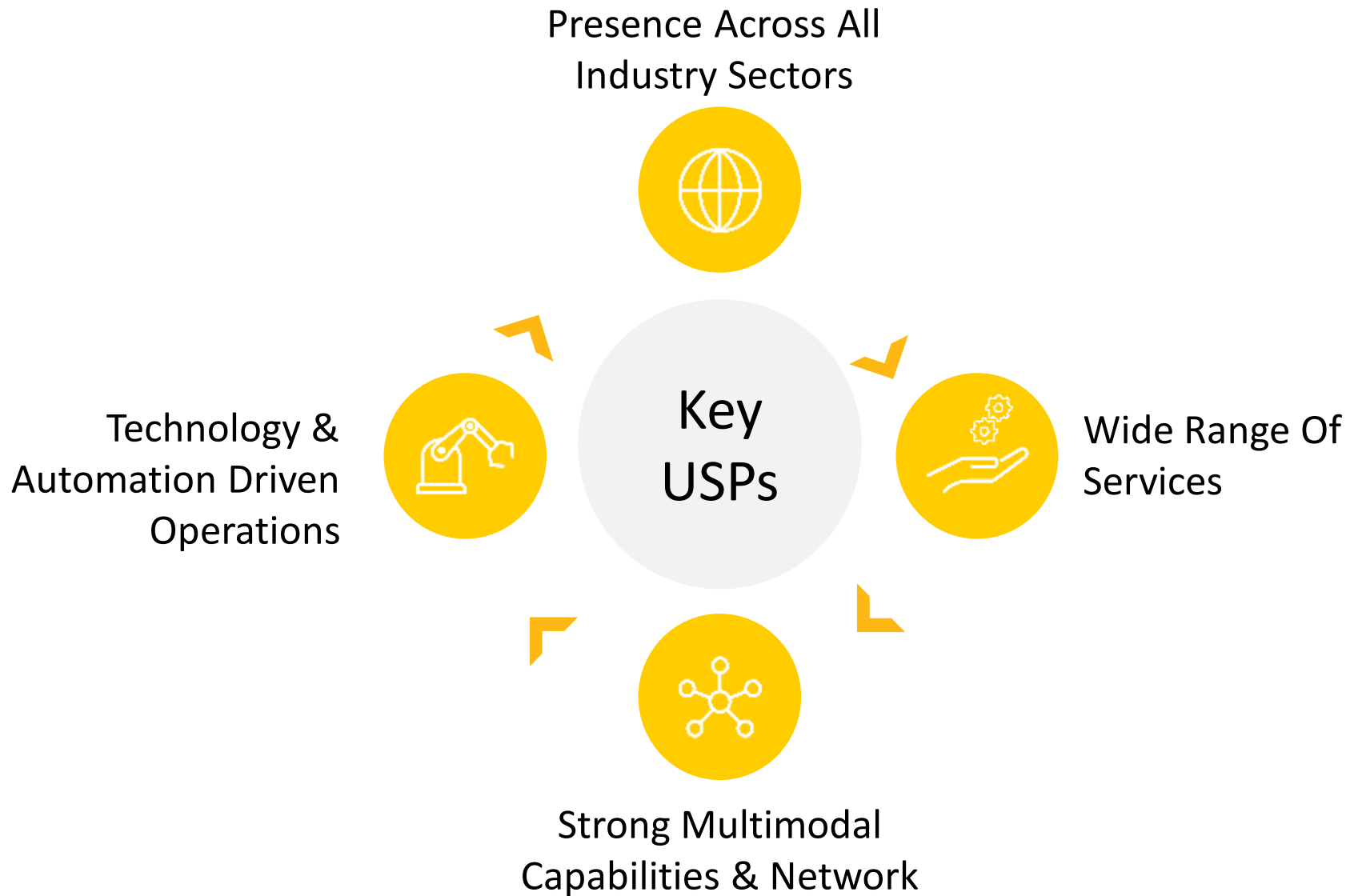
- Large market Size
- Shift in global supply chains due to China+1 strategy
- National Logistics Policy giving positive direction (Modal mix change, Digitization, Standardization)



Regulatory & Government Initiatives

- Infrastructure push PM Gati Shakti, Bharat Mala, Sagar Mala, MMLP, DFC
- Boost to domestic supply chain, PLI, Atmanirbhar Bharat
- GST, E-way bill, ULIP and E-invoicing driven governance push and formalization

Company Strategy : Everything Logistics



Range of services for customized solutions TCI LEADERS IN LOGISTICS

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

Customised Solution

- 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

Benefits For Customers

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

- Cold Chain
- SAARC+ CHA

Strong Multimodal Capabilities & Network **TCI** LEADERS IN LOGISTICS

Serving multiple sectors: Agri, Metals, Chemical, Automotive etc incl. cross border



6 Own Ship



8000+

Own GP containers



650+ ISO TTR



TEUs handled:

50000 (H1 2022-23)

66041 (H1 2023-24)



3 Own Auto Rail Rakes



60 Yards Managed



55 Terminal managed



Full Rail rake movements:

900 (H1 2022-23)

1165 (H1 2023-24)

Presence across all industry sectors

capturing most of economic activities



Engineering and Industrial

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



Metals and Construction Material

- Increasing Investment in Core sector
- Infrastructure development



Chemical and Pharma

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



Automotive (Mobility and Industrial)

- Untapped 4W market, 3% penetration vs 22% in China. India is 4th largest market
- Rising middleclass population
- Infrastructure spend



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

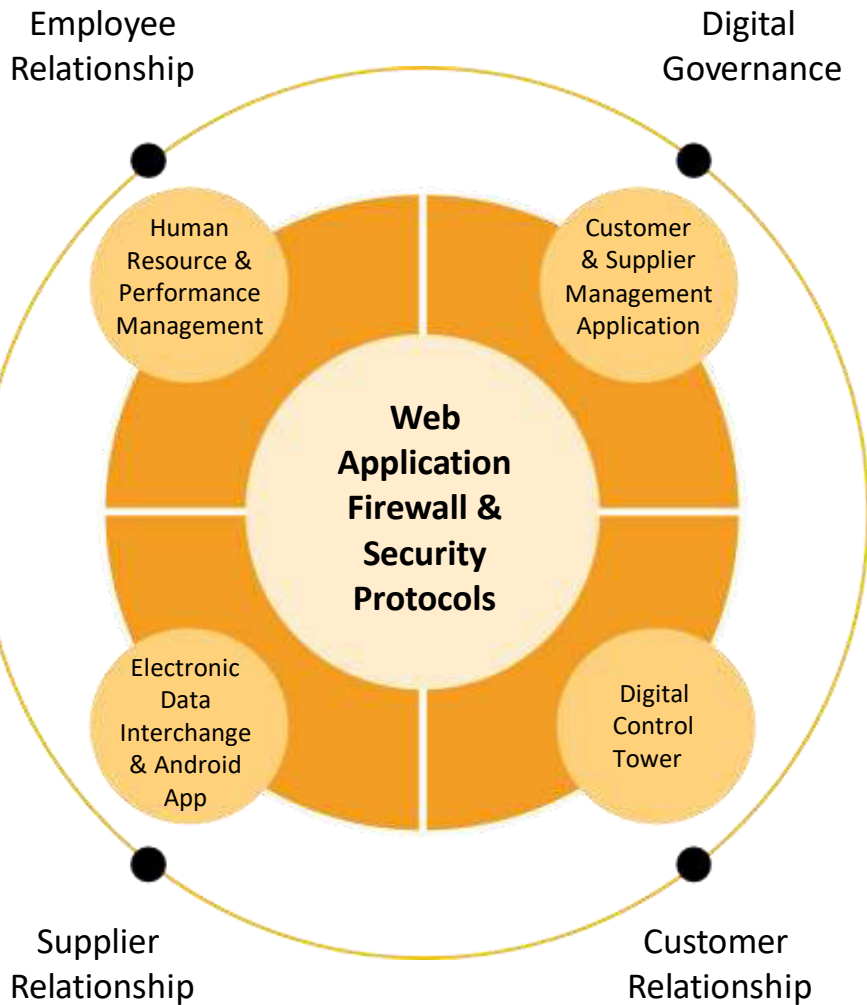


Agriculture, Food grains

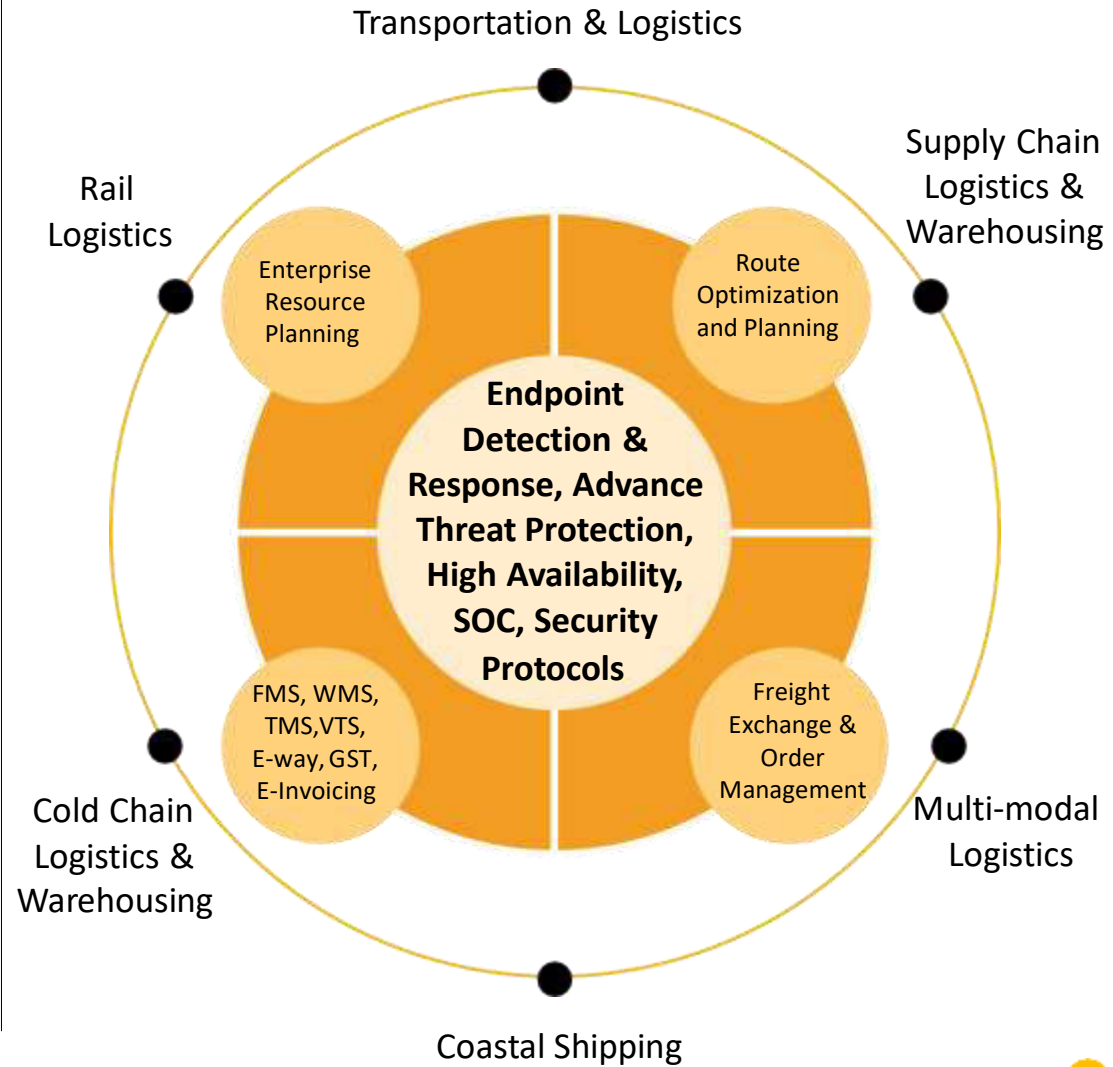
- Increasing use of technology in crop production , soil fertility
- Increasing population density and Gov. focus to stabilize supply chains around distribution

360° Technology Adoption

Relationship Wheel

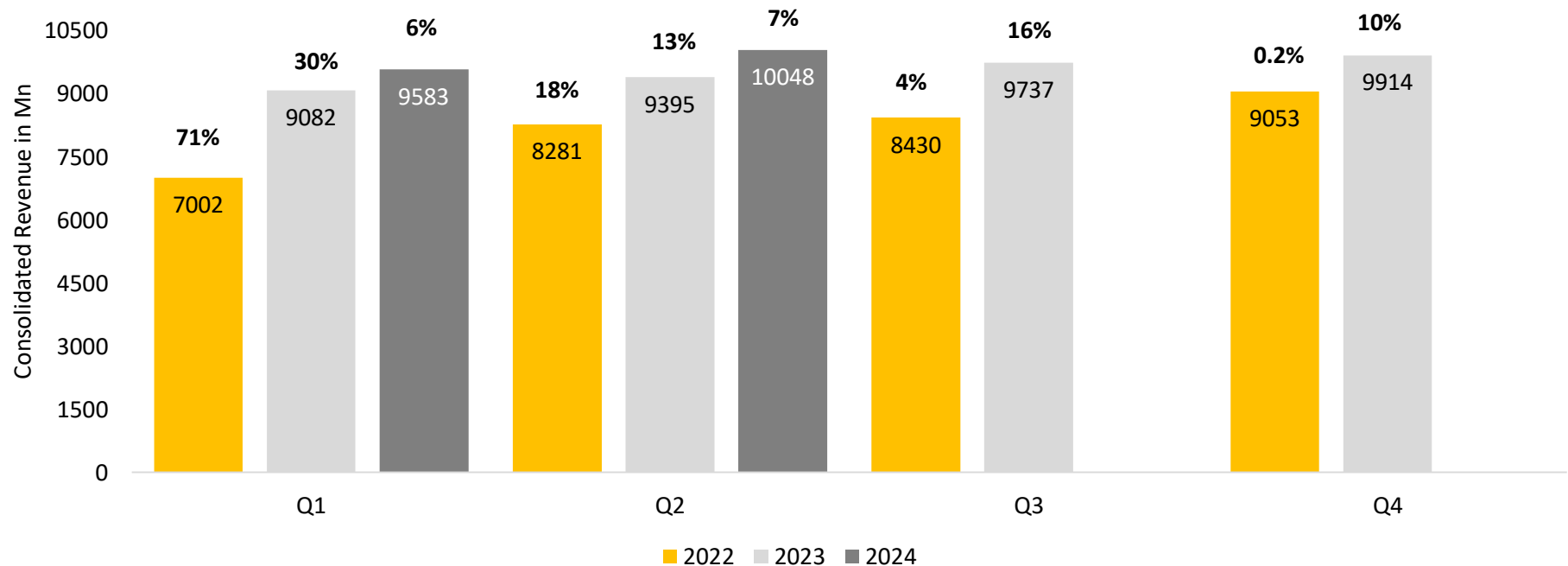


Core Business Operations Wheel



Key Highlights

- Growth momentum maintained amidst delayed festive calendar and mixed sectorial trends.
- Company's well-diversified service offerings, multi sectorial presence and adherence to core business fundamentals have contributed to consistency
- Our net borrowing remained at zero with additional cash surplus



TCI Freight Division:

Industry nature and 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

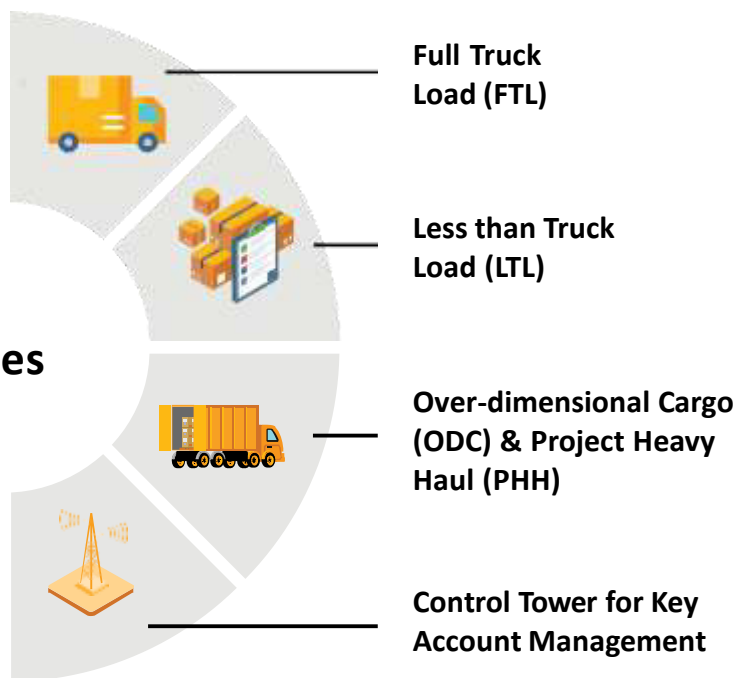


Growth Drivers

- 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: Core competencies and capabilities

Our Services



Cross Border

Deliveries across SAARC-BBIN



24X7

Customer Support



Integrated Surface Transport Solution

Hub & Spoke Model

We have a robust set-up of 25 strategically located hubs across India that enables TCI Freight to widen its distribution network and enhance reliability in cargo consolidation and transportation.



25

Strategically located hubs



Control Towers

Single Window Control & Visibility



700+

IT Enabled Owned offices



4,600+

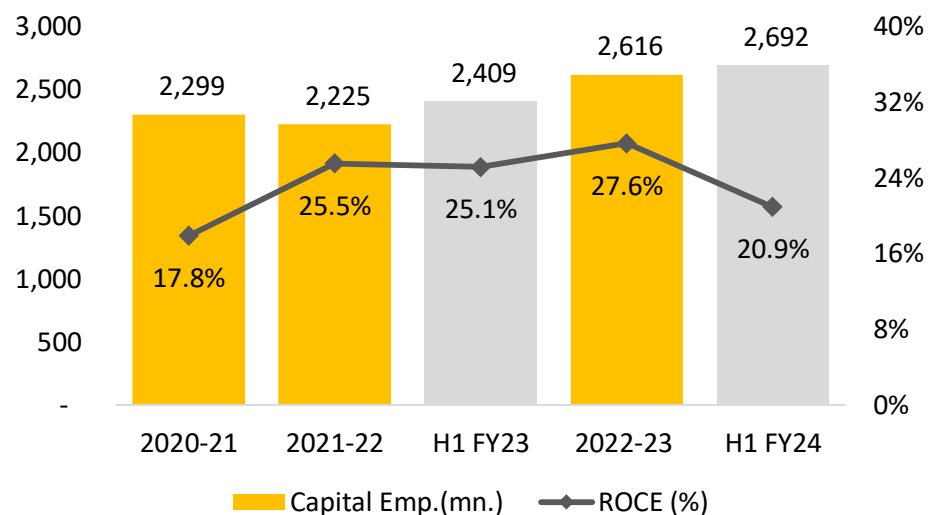
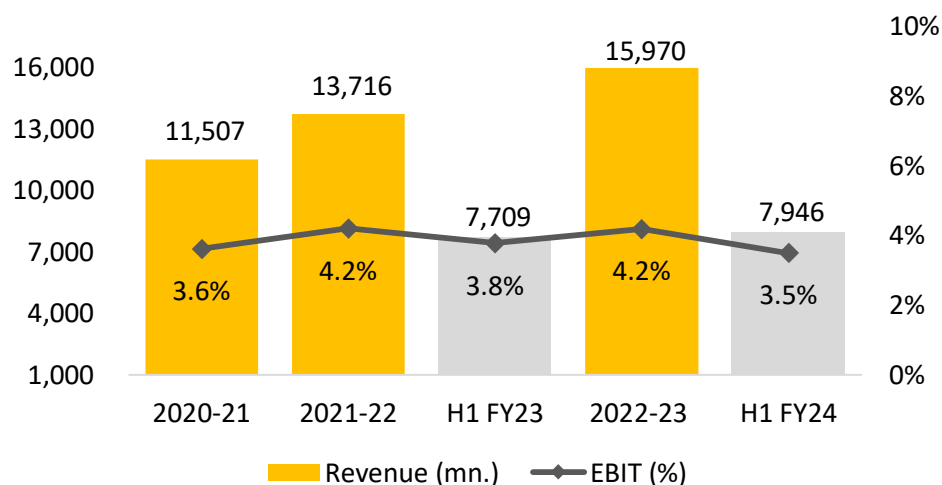
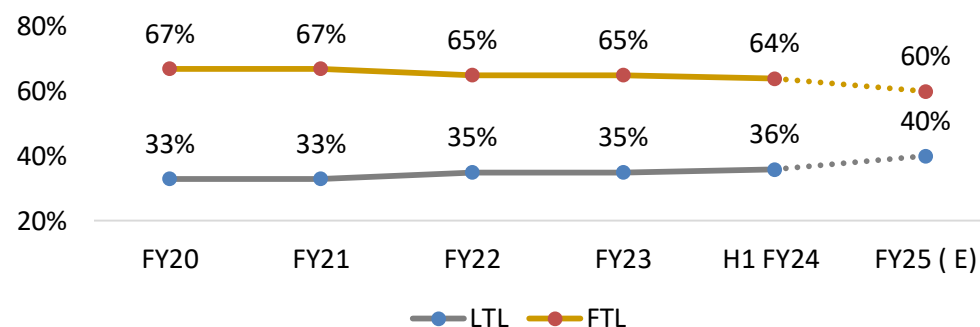
Truck under Operation (4,500+ Owned: 120)

TCI Freight Division: Key Operational Highlights

Figures in Mn

Particulars	Q2 FY23	Q2 FY22	Gr%	H1 FY24	H1 FY23	Gr%
Revenue	3990	3944	1.2%	7946	7709	3%
EBDITA	152	168	-9.3%	300	312	-4%
% to Revenue	3.8%	4.3%		3.8%	4.0%	
EBIT	141	158	-10.6%	277	291	-5%
% to Revenue	3.5%	4.0%		3.5%	3.8%	

- Flattish growth amid late arrival of festival season. improvement in LTL segment. Opened 15 new branches to further enhance the network.
- Margins and ROCE fell marginally due to lower business growth



TCI Supply Chain Division: Industry nature and trends



Industry

- Market Size USD 12 Bn
- Relatively less fragmented with higher 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: Core competencies and capabilities



Our Services



- 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



5,000+

Vehicles under Operation
Owned:1000



55

Yards Managed



750 Mn

Production Logistics Parts
Handled



120+

Trains Operated per Month



14 Mn. Sq. Ft.

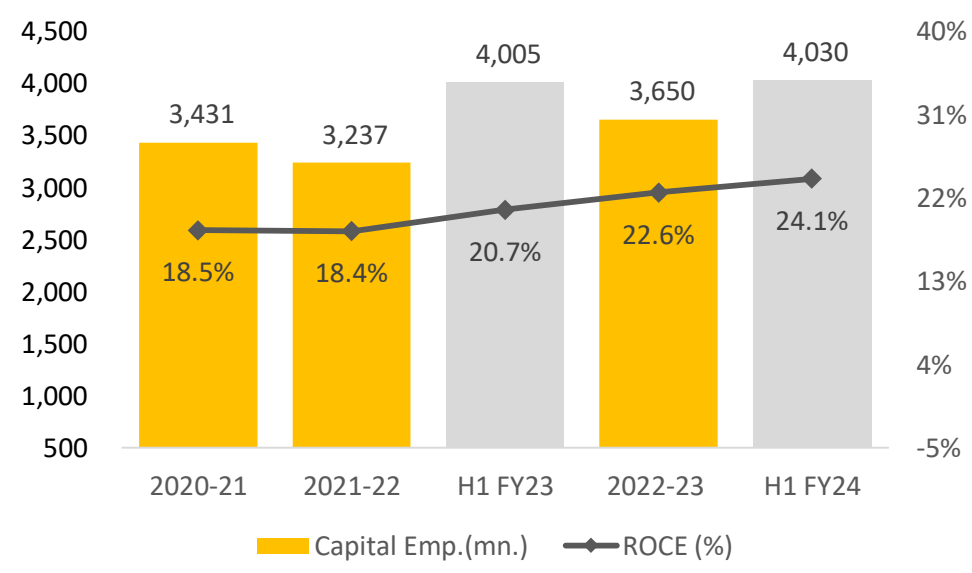
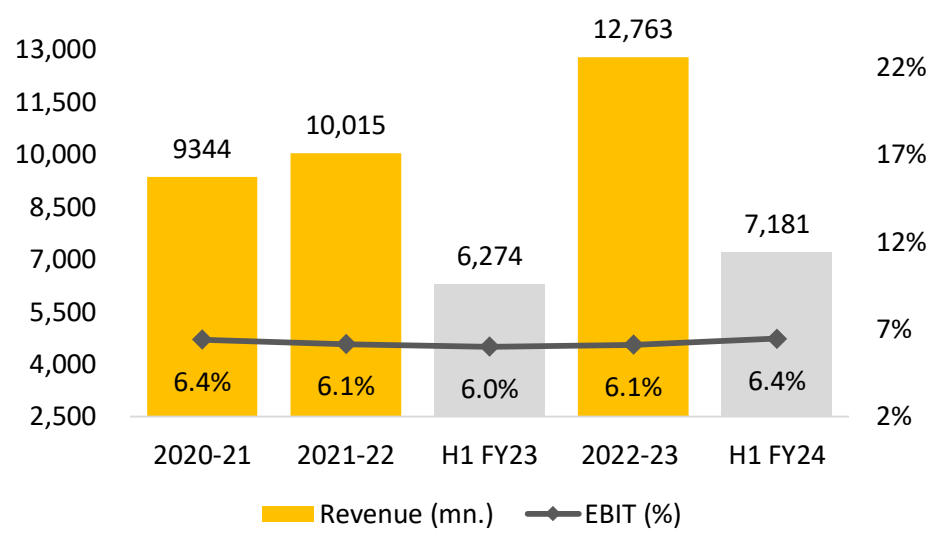
Warehousing Space Managed

TCI Supply Chain Division: Key Operational Highlights

Figures in Mn

Particulars	Q2 FY24	Q2 FY23	Gr%	H1 FY24	H1 FY23	Gr%
Revenue	3721	3421	8.8%	7181	6274	14%
EBDITA	355	322	10.3%	675	584	15%
% to Revenue	9.5%	9.4%		9.4%	9.3%	
EBIT	246	220	11.8%	462	375	23%
% to Revenue	6.6%	6.4%		6.4%	6.0%	

- Growth momentum continued amidst retention and expansion of business with existing clients and new business acquisitions.
- Good traction of multimodal services, 500+ rake placements Vs 400+ last year during the quarter

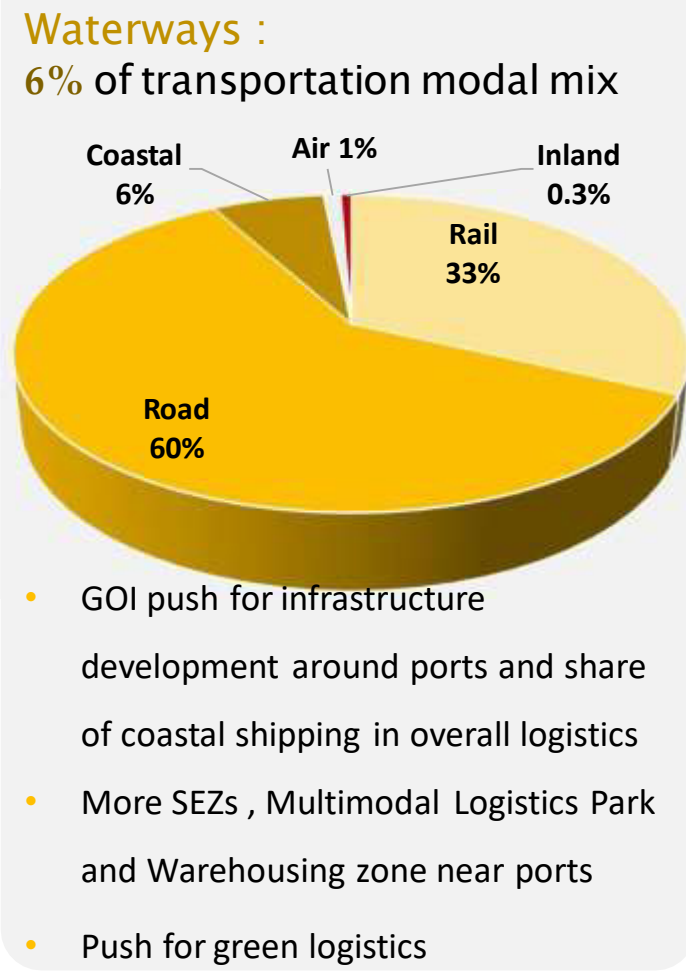


TCI Seaways: Industry nature and trends

Industry



Growth Drivers



TCI Seaways Division: Core competencies and capabilities



Our Services



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



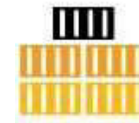
- Expertise in coastal shipping services, container & bulk cargo movements, and transportation services



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



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



8,500+

Own Multipurpose Marine Containers



06

Domestic Coastal Ships



77,957 DWT

Total Capacity



7

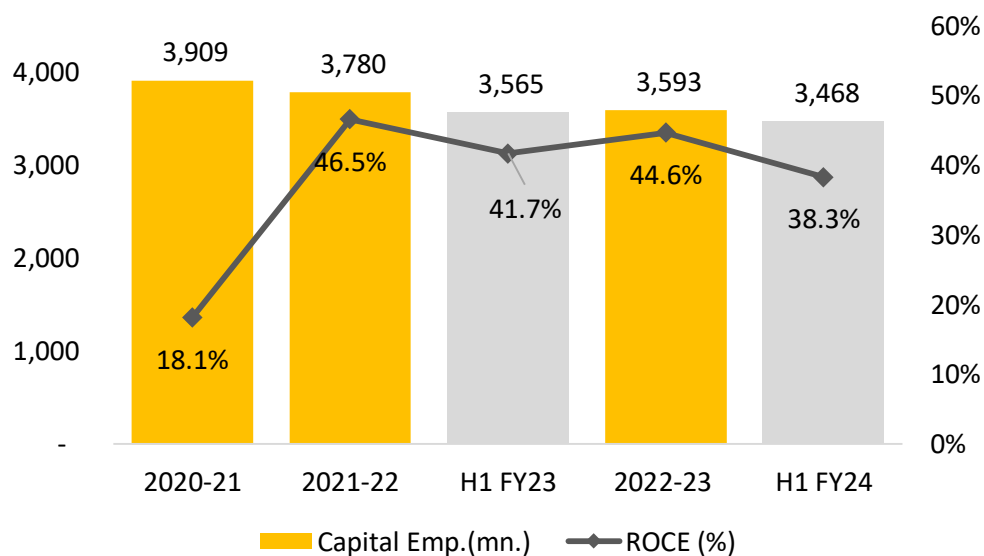
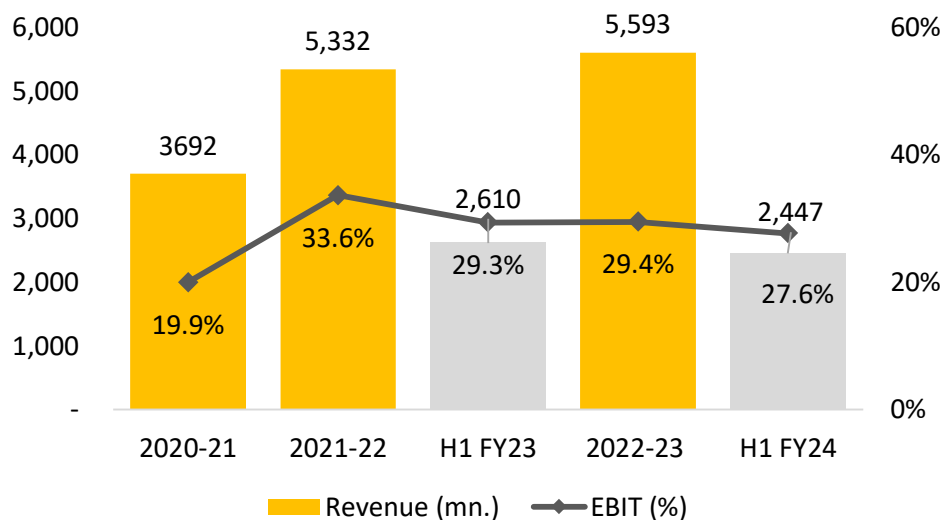
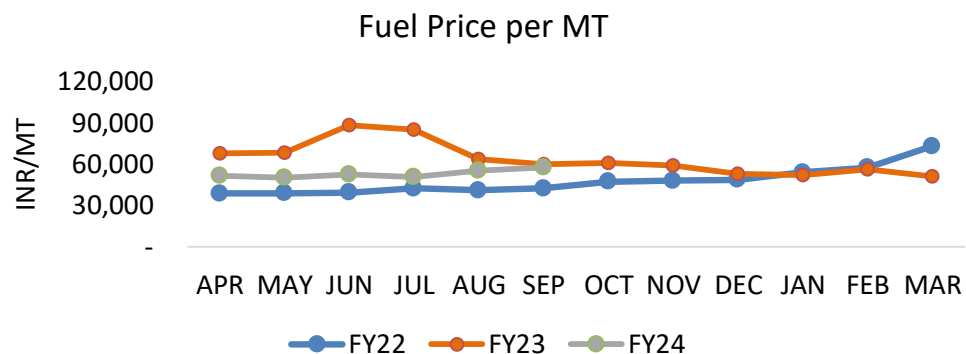
Out of 13 Major Ports Served

TCI Seaways Division: Key Operational Highlights

Figures in Mn







Particulars	Q2 FY24	Q2 FY23	Gr%	H1 FY24	H1 FY23	Gr%
Revenue	1274	1158	10.1%	2447	2610	-6%
EBDITA	485	481	0.9%	1029	1102	-7%
% to Revenue	38.1%	41.5%		42.1%	42.2%	
EBIT	310	304	1.7%	675	765	-12%
% to Revenue	24.3%	26.3%		27.6%	29.3%	

- Regained growth momentum amidst all ships under operations.
- Freight rates remained weaker because of lower fuel price.
- Signed for 2 ship building for 34 Mn USD , total capacity 14600 DWT. Ready by FY26



TCI's Joint Ventures

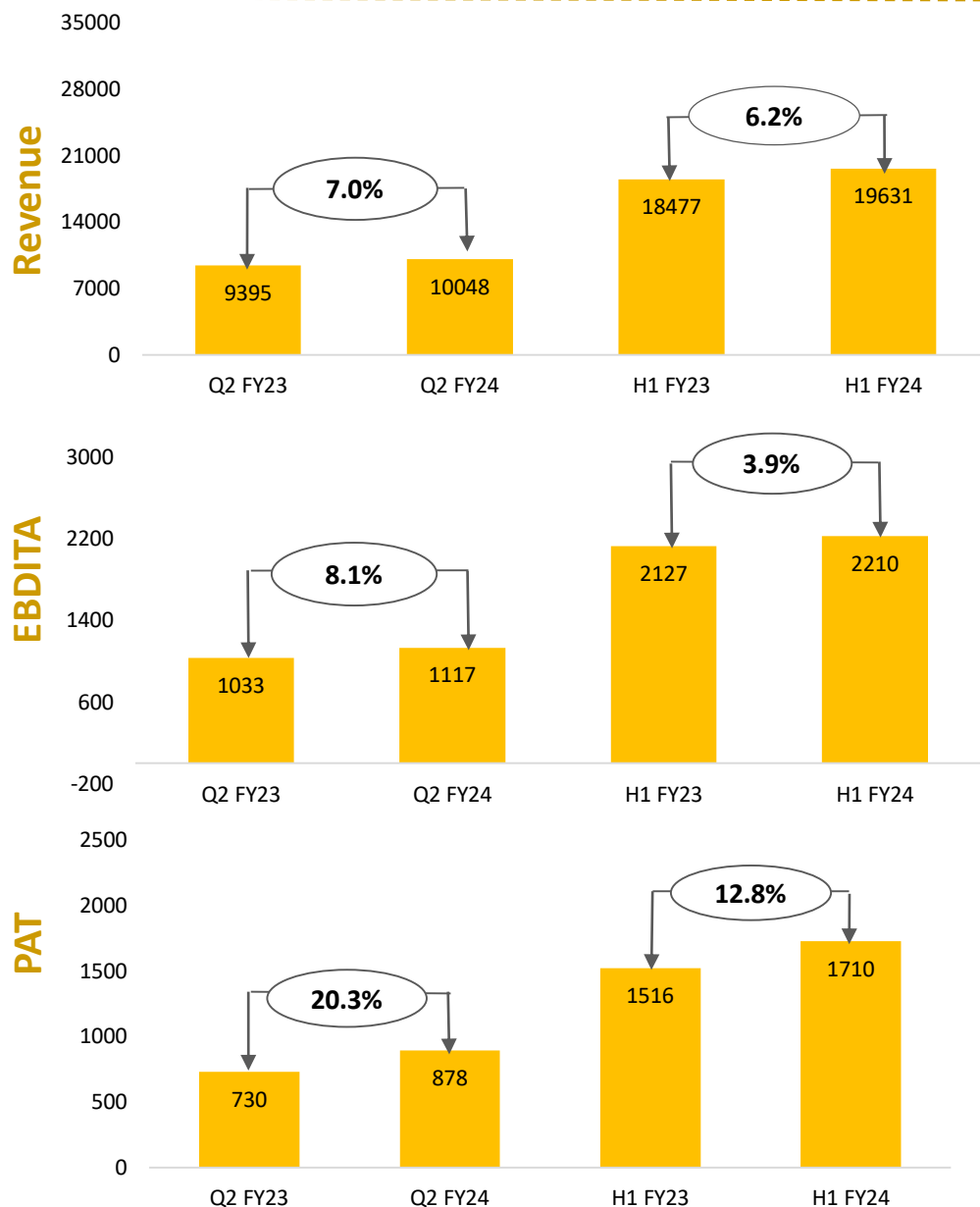
Figures in Mn.

H1 FY24 (FY23)	TCI CONCOR Multimodal Logistics Solutions	TCI COLD CHAIN SOLUTIONS	Transystem
 Revenue	1563 (3047)	341 (601)	4846 (6920)
 Y-o-Y Growth	3.5% (1.2%)	7.9% (2.4%)	49.4% (48.2%)
 PAT	26 (55)	20 (28)	701 (822)
 Capital Employed	399 (314)	724 (360)	3339 (3110)
 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

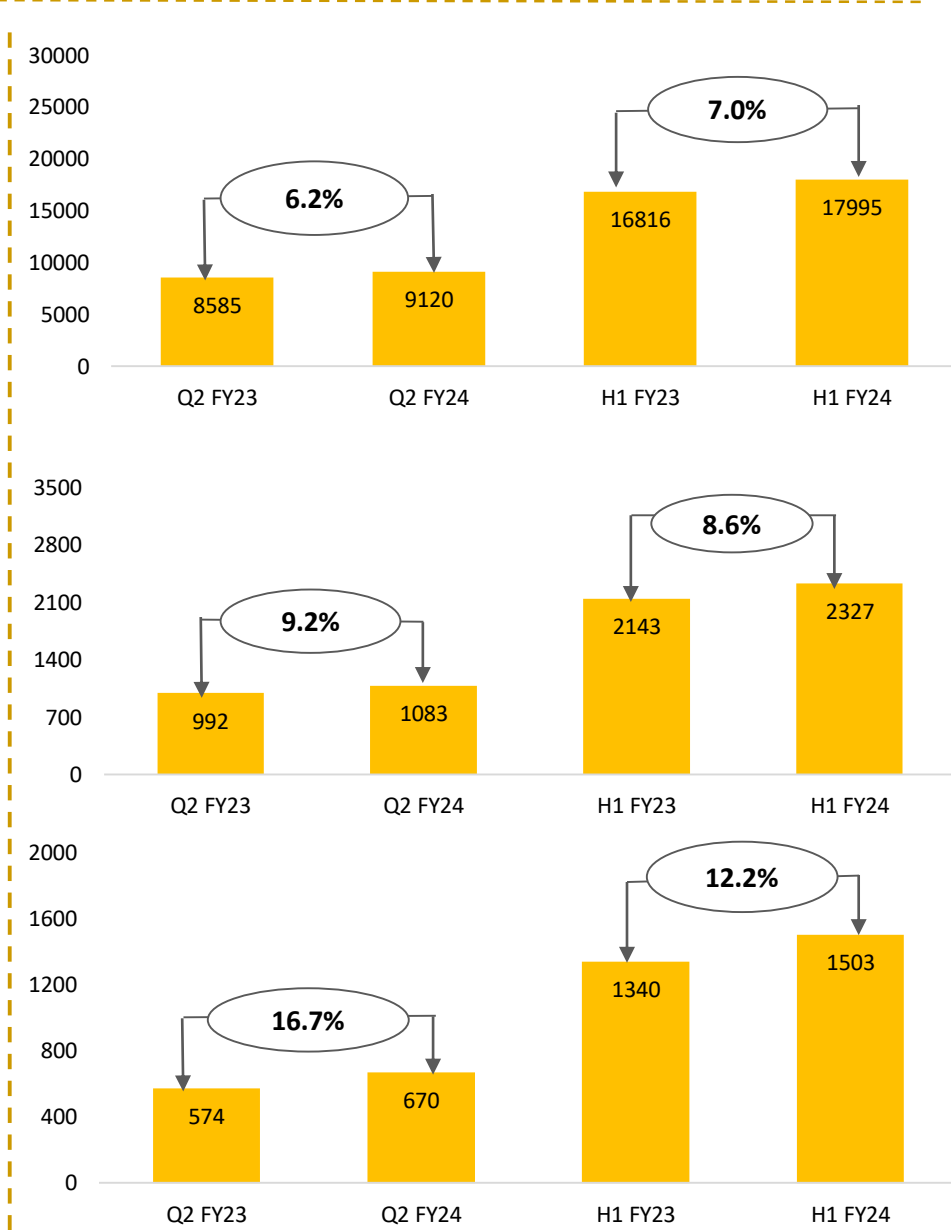
Financial Highlights

Figures in Mn.

CONSOLIDATED

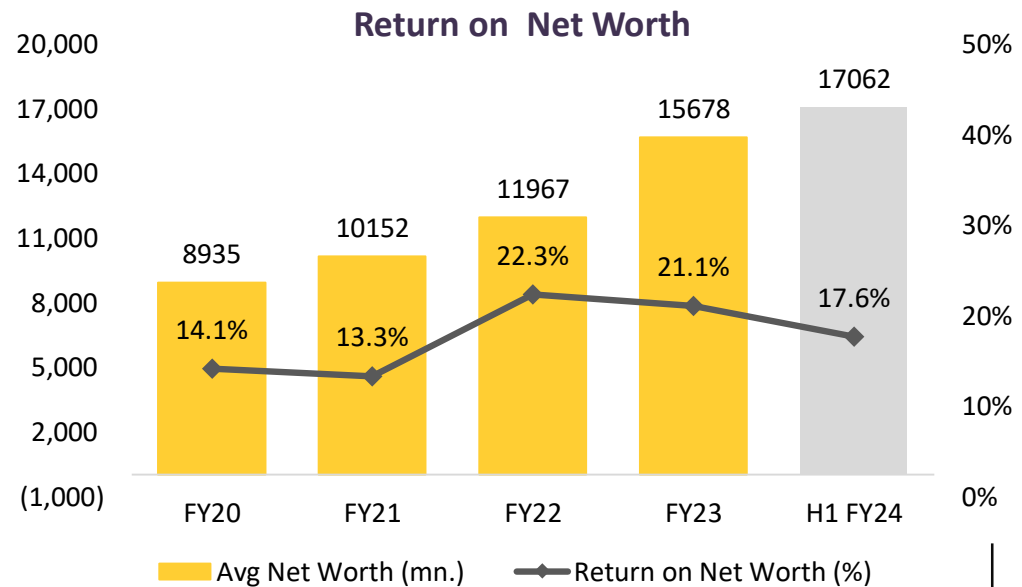
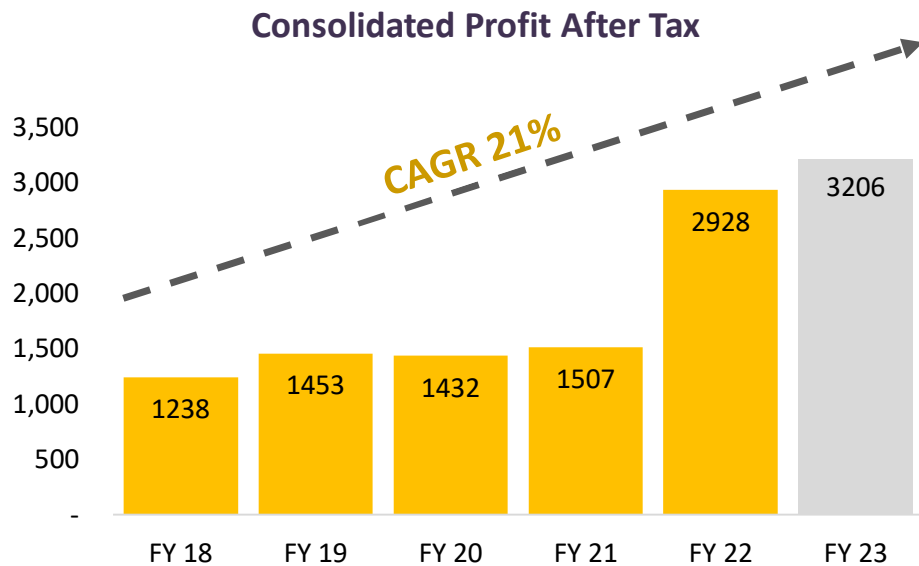
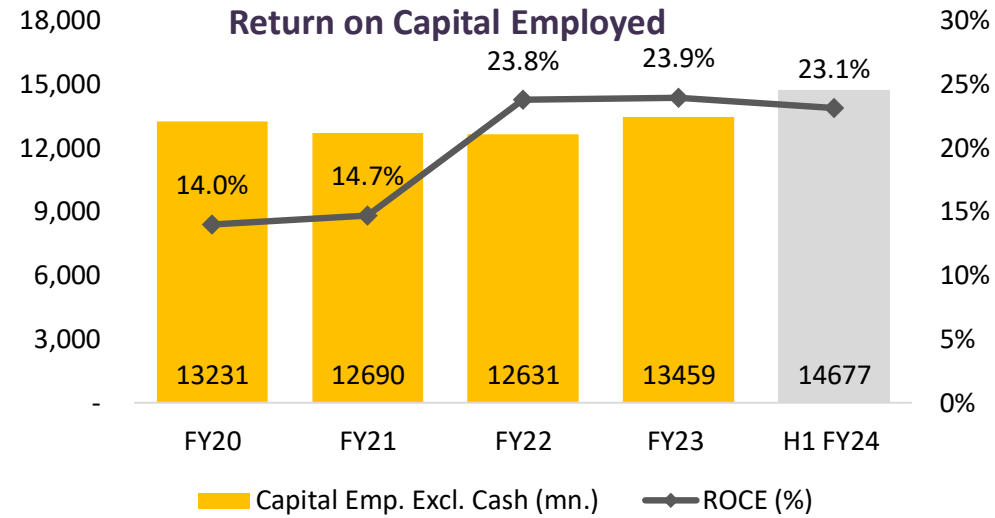
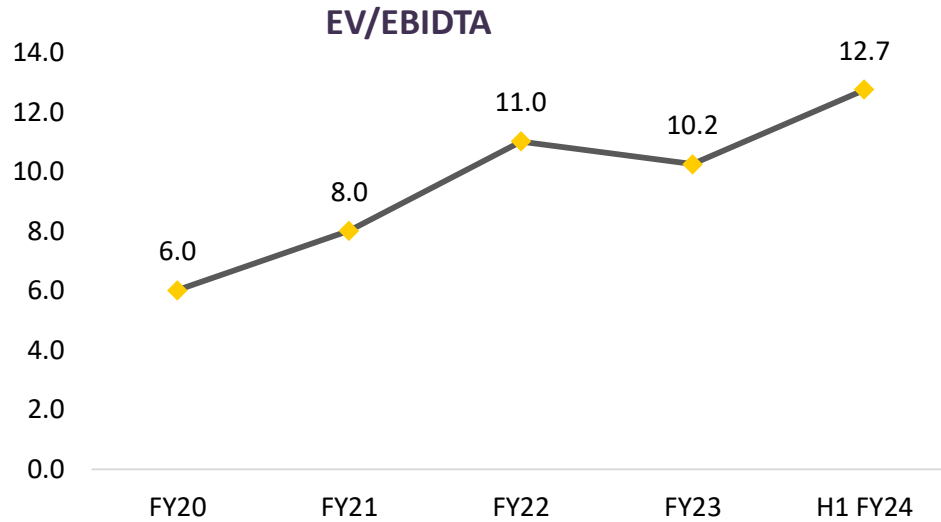


STANDALONE



Consistent performance: Key financial Indicators

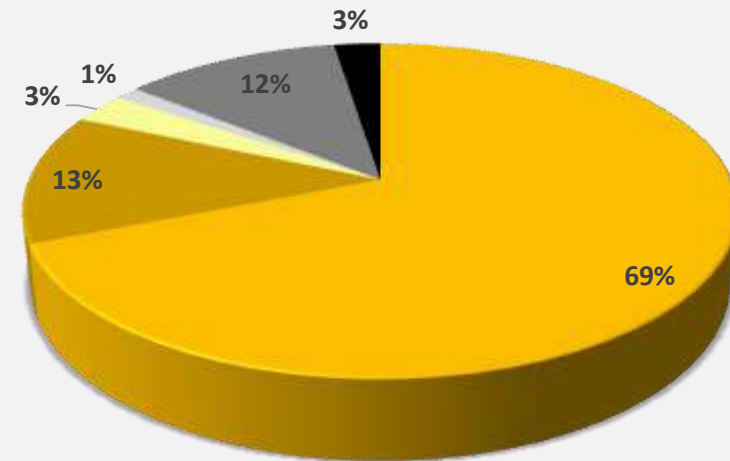
Figures in Mn



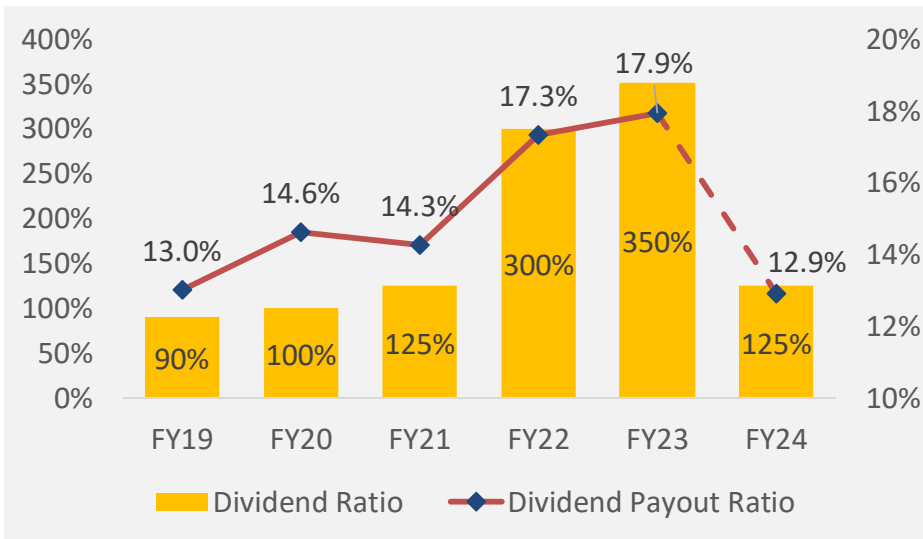
Market Summary

Particulars	UOM	30 th Sept 23
Market Cap	Rs Mn.	60926
Debt Incl. Leases	Rs Mn.	1176
Cash equivalents	Rs Mn	(2807)
Enterprise Value	Rs Mn.	59296
P/E	Nos	20.3
EV/EBITDA	Nos	12.7
52 Week High	Rs/share	868
52 Week Low	Rs/share	555

Shareholding Pattern as on 30th Sept 2023



- PROMOTORS
- INDIAN PUBLIC
- FOREIGN HOLDINGS
- BODY CORPORATE
- MUTUAL FUND
- OTHERS



- CRISIL Long term Rating : **AA (Positive)**
- ICRA Short Term Rating CP : **A1+**
- Stock returned CAGR of **33%** in last **20 years**
- Stock coverage : **13** Buy Rating : **13**

--- Board has approved first interim dividend of 125% for FY24

Corporate Governance:

Social Responsibility

E Environmental पर्यावरण

- Push towards green logistics via Rail & Coastal – Approx. 30% of consolidated revenues from Multimodal
- 105K eCO2 Tonnes Scope-1&2 Emissions. 111K eCO2 Tonnes Green Points earned from Railways
- Produced 15.9 Mn (LY 16.0 Mn) renewable energy units
- 200+ CNG vehicles
- Started Sustainable Supply Chain Lab in partnership with IIM-B



S Social सामाजिक

- Road safety and health initiatives across 9 states impacted more than 2.6 Mn people
- Promotion of vocational training amongst underprivileged, 10000+ beneficiaries in FY23
- Artificial limb center and preventive healthcare centers. has served 25000+ beneficiaries in FY23
- Urmila Sports Academy trained players for National and International sports events



G Governance शासन

- Strong and diverse Board
- Started BRSR in FY22 voluntarily
- Long term performance-linked robust remuneration system
- Comprehensive Enterprise risk management and Business continuity plan



Outlook



- Demand momentum to continue but with a moderation
- Headwinds of geopolitical developments and global recession on domestic manufacturing and distressed rural demand and delay in private investments etc.
- Revenue and Profit growth of 10%-15%
- With more visibility to the businesses, Capex targets revised

Figures In Mn.

	Actual (FY07 to FY23)	FY24 Budget	FY24 Rev. Budget	H1 FY24 Actual
Hub Centers & Small warehouses	5530	980	980	690
Ships	3330	1250	630	0
Containers	1379	340	280	110
Trucks & Rakes	5203	760	520	220
Others (W/H Equip, Wind Energy, IT etc.)	1442	420	340	130
Total	16883	3750	2750	1150

Thank You!

Transport Corporation of India Limited

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122001

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CIN: L70109TG1995PLC019116



Everything **Logistics**



Online Presence