

16th May, 2024

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

**Listing Department,
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 Q4/FY'24.

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

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, I-8-271 to 273, Third Floor, Ashoka Bhoopal Chambers, S P Road, Secunderabad - 500 003 (Telangana)

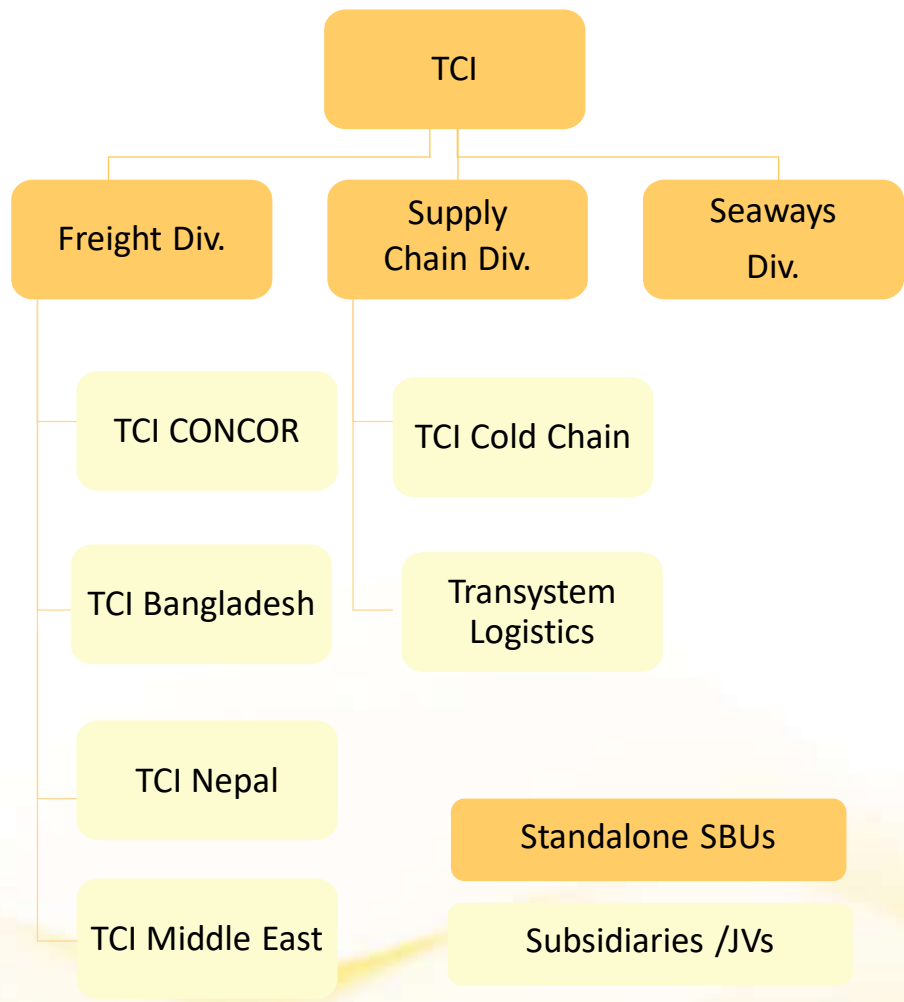
Tel: +91 40 27840104 Fax: +91 40 27840163

CIN : L70109TG1995PLC019116

Earnings Presentation
Transport Corporation of India Ltd.
Financial year 2023-24



TCI: Consolidated Corporate Overview



Integrated Strengths

6+ Decades of Experience	\$500+ In Millions 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



Govt. & Policy Enablers

- Unprecedented Policy level Boost with National Logistics Policy
- Modernization of Logistics Infrastructure, ports, DFC & Cargo Parks
- Increasing Digitalization 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 service



Industry & Investments

- Increasing FDI in Logistics
- Massive Manufacturing spurt in High-value Critical Technology sectors through PLI
- Increasing Exim oriented Manufacturing and integration with Global supply chains

Our Unmatchable Strengths



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 2300
- 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 all districts of India
- Cross Border movement across SAARC



Coastal

- 6 own Ships Deployed
- 78000 DWT Capacity
- 8000+ GP Containers
- 7 out of 13 major ports serviced









Cargo Moved

- TEUs Handled: Increased from 1,23,000 to 1,46,640 in last 3 Years
- Full Rake Movement: Has increased 1372 to 2300 in last 3 Years
- 184000+ Green points earned

Technology & Automation Driven Operations



	<p>Core Business Operations</p>	<ul style="list-style-type: none"> Enterprise Resource Planning Freight Exchange & Order Management Supply Chain Logistics & Warehousing Costal Shipping 	<ul style="list-style-type: none"> Cold Chain Logistics & Warehousing Rail Logistics Route Planning & Optimization FMS, WMS, TMS, VTS, E-way, E-Invoice
	<p>Customer & Supplier Relationship</p>	<ul style="list-style-type: none"> Supplier Performance & Management System Customer Relationship Management System 	<ul style="list-style-type: none"> Human Resource Management WhatsApp Business Digital Control Tower Customer & Supplier Mobile App
	<p>System & Cyber Security</p>	<ul style="list-style-type: none"> Web Application & API Protection Firewall Endpoint Detection & Response Advance Threat Protection 	<ul style="list-style-type: none"> High Availability Disaster Recovery SSL, Security Protocols & Policies
	<p>Digitalization & Automation</p>	<ul style="list-style-type: none"> Robotic Process Automation Predictive Analytics Business Intelligence Tool Machine Learning 	<ul style="list-style-type: none"> Artificial Intelligence Deep Learning Natural Language Processing (NLP)
	<p>Configuration & Integration</p>	<ul style="list-style-type: none"> External & Internal API's & Microservices GPS & GIS Services IOT : RFID, Temperature, Barcode etc. 	<ul style="list-style-type: none"> Bidirectional Communication Protocol Unified Logistics Interface Platform GPS Devices Electronic Data interchange
	<p>Infrastructure & Database</p>	<ul style="list-style-type: none"> Diversified Operating system and databases Data Warehouse Management Relational & Non-Relation Database 	<ul style="list-style-type: none"> Version Control & Repo. System Cloud Computing Services Layered Architecture

Presence across High Growth Industry Sectors capturing most 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



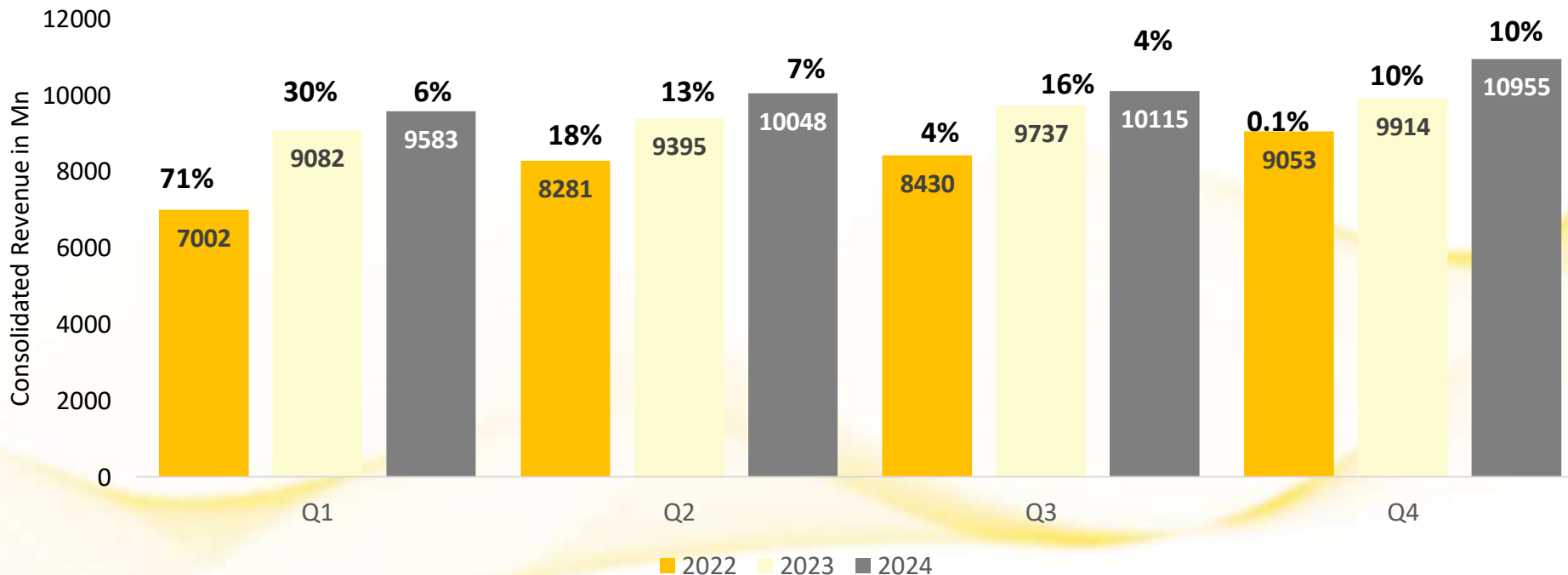
Agriculture, Food grains

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

Key Highlights



- Consecutively highest quarter amidst mixed sectorial trends.
- Remained resilient to mixed sectorial trends with Company's well-diversified service offerings and multi sectorial presence
- Net borrowing remained at zero with additional cash surplus





Industry

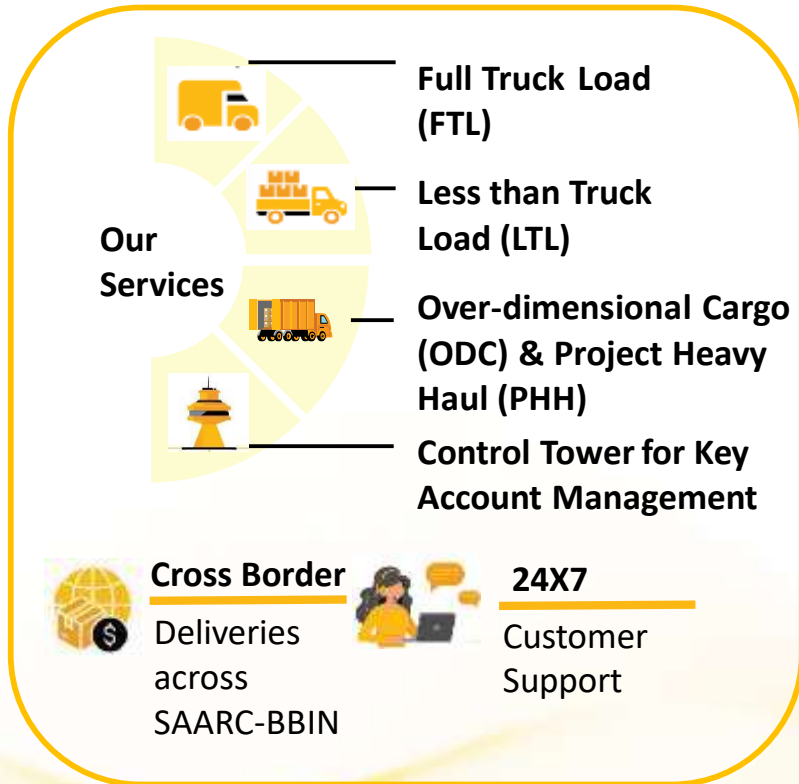
- USD 180 B Freight Transport Market, highly fragmented and unorganized
- LTL Freight Transport Market, relatively organized with 15% share
- Increasing adoption technology like on demand trucking and real-time pricing
- Increasing awareness on sustainable logistics and demand for multimodal



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





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.



25

Strategically located hubs



Control Towers

Single Window Control & Visibility



700+

IT Enabled Owned offices



4,600+

Truck under Operation (4,500+ Owned: 30)

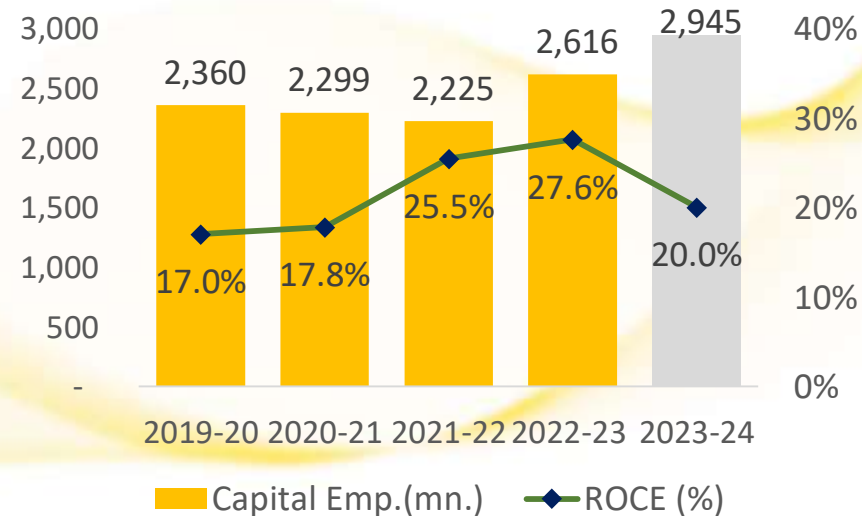
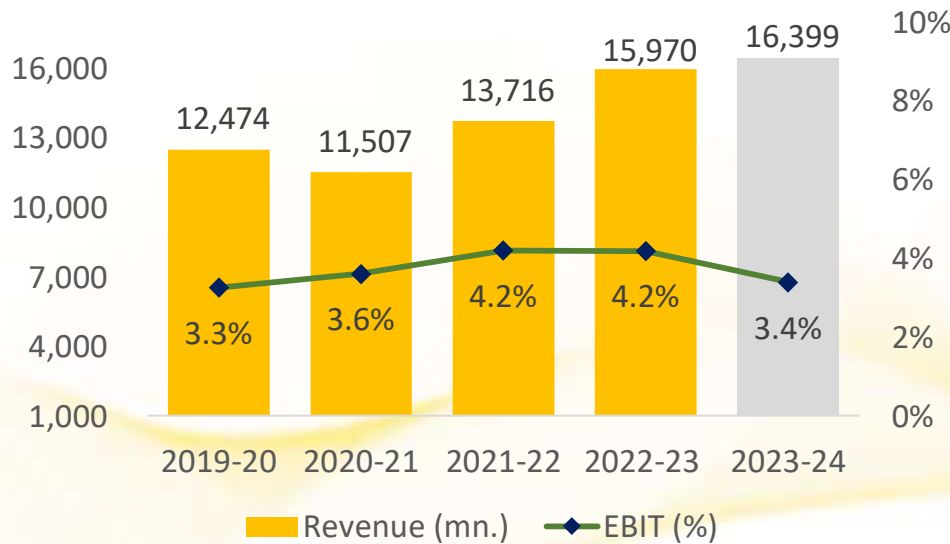
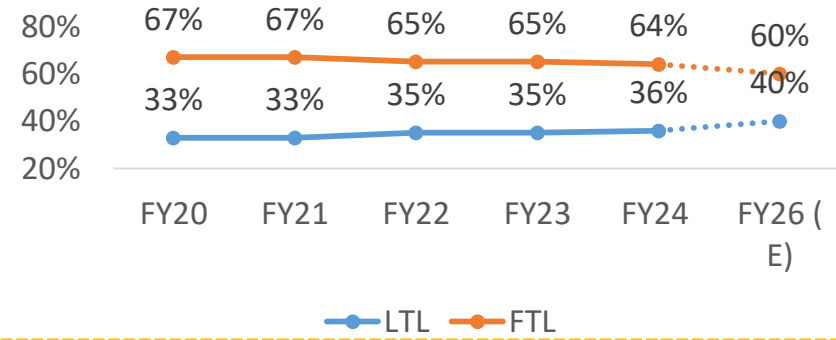
TCI Freight Division: Key Operational Highlights



Figures in Mn

Particulars	Q4 FY24	Q4 FY23	Gr%	FY24	FY23	Gr%
Revenue	4454	4217	5.6%	16399	15970	3%
EBDITA	163	201	-19.2%	605	710	-15%
% to Revenue	3.7%	4.8%		3.7%	4.4%	
EBIT	151	191	-21.2%	557	669	-17%
% to Revenue	3.4%	4.5%		3.4%	4.2%	

- Business remained flat with some recovery in Q4.
- Some impact on Margins and ROCE, counterbalanced by stable freight rates
- Focus on network expansion to increase LTL segment.



TCI Supply Chain Division: Industry 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: 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:1000



65

Yards Managed



1250+ Mn

Production Logistics Parts
Handled



150+

Trains Operated per Month



15+ Mn Sq. ft.

Warehousing Space Managed

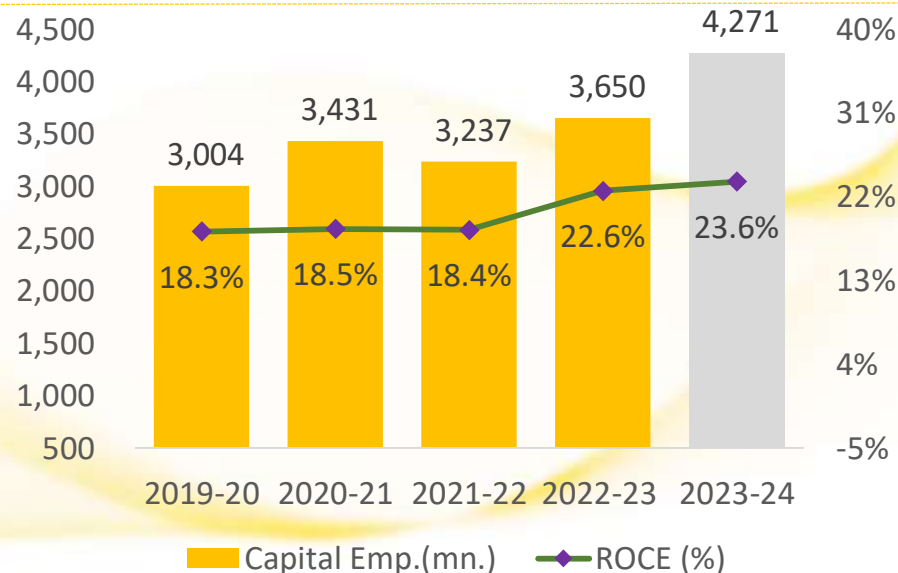
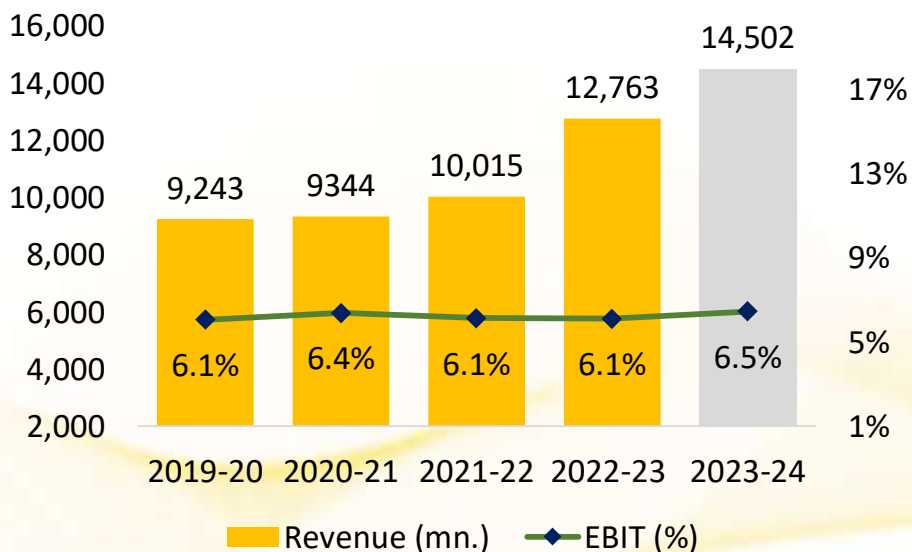
TCI Supply Chain Division: Key Operational Highlights



Figures in Mn

Particulars	Q4 FY24	Q4 FY23	Gr%	FY24	FY23	Gr%
Revenue	3677	3303	11.3%	14502	12763	14%
EBDITA	355	322	10.2%	1382	1201	15%
% to Revenue	9.7%	9.8%		9.5%	9.4%	
EBIT	240	216	11.3%	936	778	20%
% to Revenue	6.5%	6.5%		6.5%	6.1%	

- Growth momentum continued amidst mixed uptrends in automotive, retention and expansion of business with existing clients and new business acquisitions.
- Good traction of multimodal services & expansion of hub & spoke network for auto FG.
- Margins remained resilient to various cost pressures



Industry

Jal Marg Vikas Project
Rs. 5K+ crore

Coastal Shipping to
Increase from 86MMT
to 215MMT by 2025

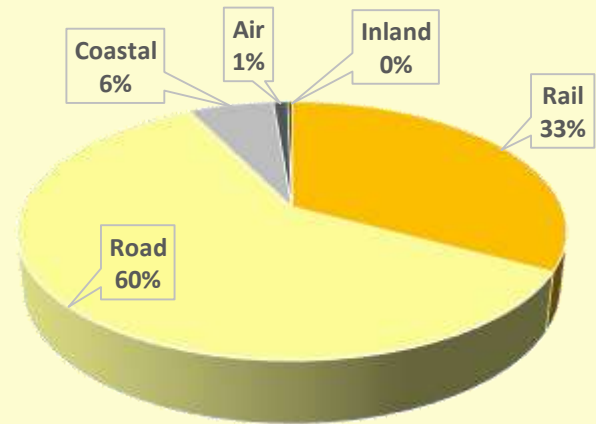


The Sagar mala Project

- 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**



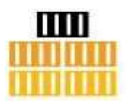
- Expertise in coastal shipping services, container & bulk cargo movements, and transportation services



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



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



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

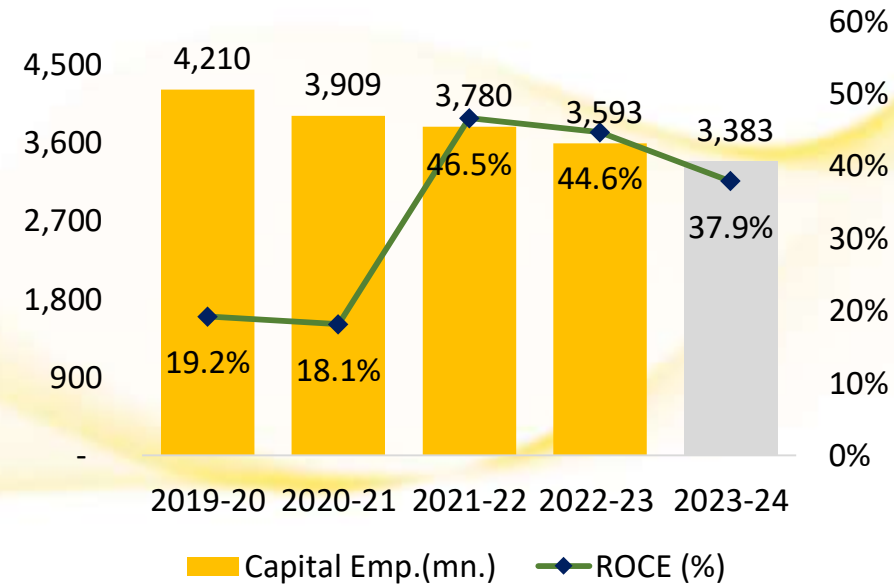
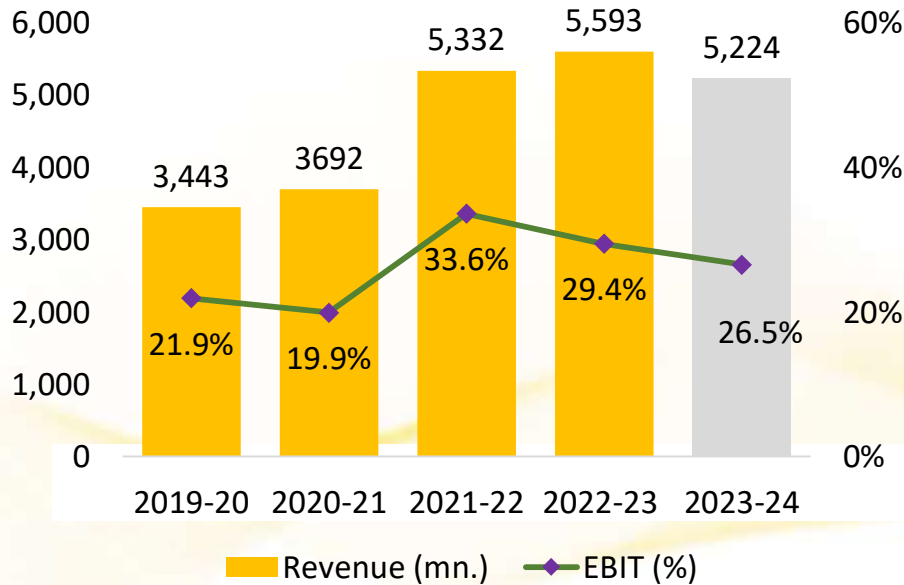
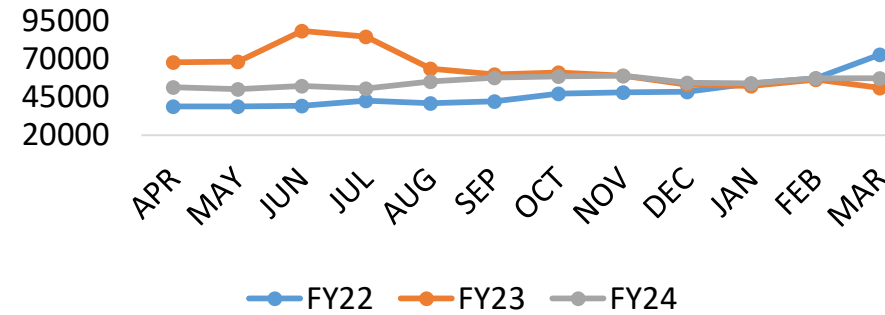


Figures in Mn

Particulars	Q4 FY24	Q4 FY23	Gr%	FY24	FY23	Gr%
Revenue	1426	1395	2.2%	5224	5593	-7%
EBDITA	572	602	-5.1%	2091	2345	-11%
% to Revenue	40.1%	43.1%		40.0%	41.9%	
EBIT	394	422	-6.5%	1385	1645	-16%
% to Revenue	27.7%	30.2%		26.5%	29.4%	









- WC Freight rates remained weak with an avg. impact of 22% amid temporary capacity buildup and lower fuel prices
- One dry-docking in FY24 Vs 3 in FY23 out of which 2 completed

Fuel Price MT/INR



TCI's Joint Ventures



FY24 (FY23) <i>Figures in Mn.</i>	 Multimodal Logistics Solutions		
 Revenue	3456 (3047)	809 (601)	10099 (6920)
 Y-o-Y Growth	13.4% (1.2%)	34.6% (2.4%)	45.9% (48.2%)
 PAT	62 (55)	31 (28)	1385 (822)
 Capital Employed	608 (314)	763 (360)	3373 (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

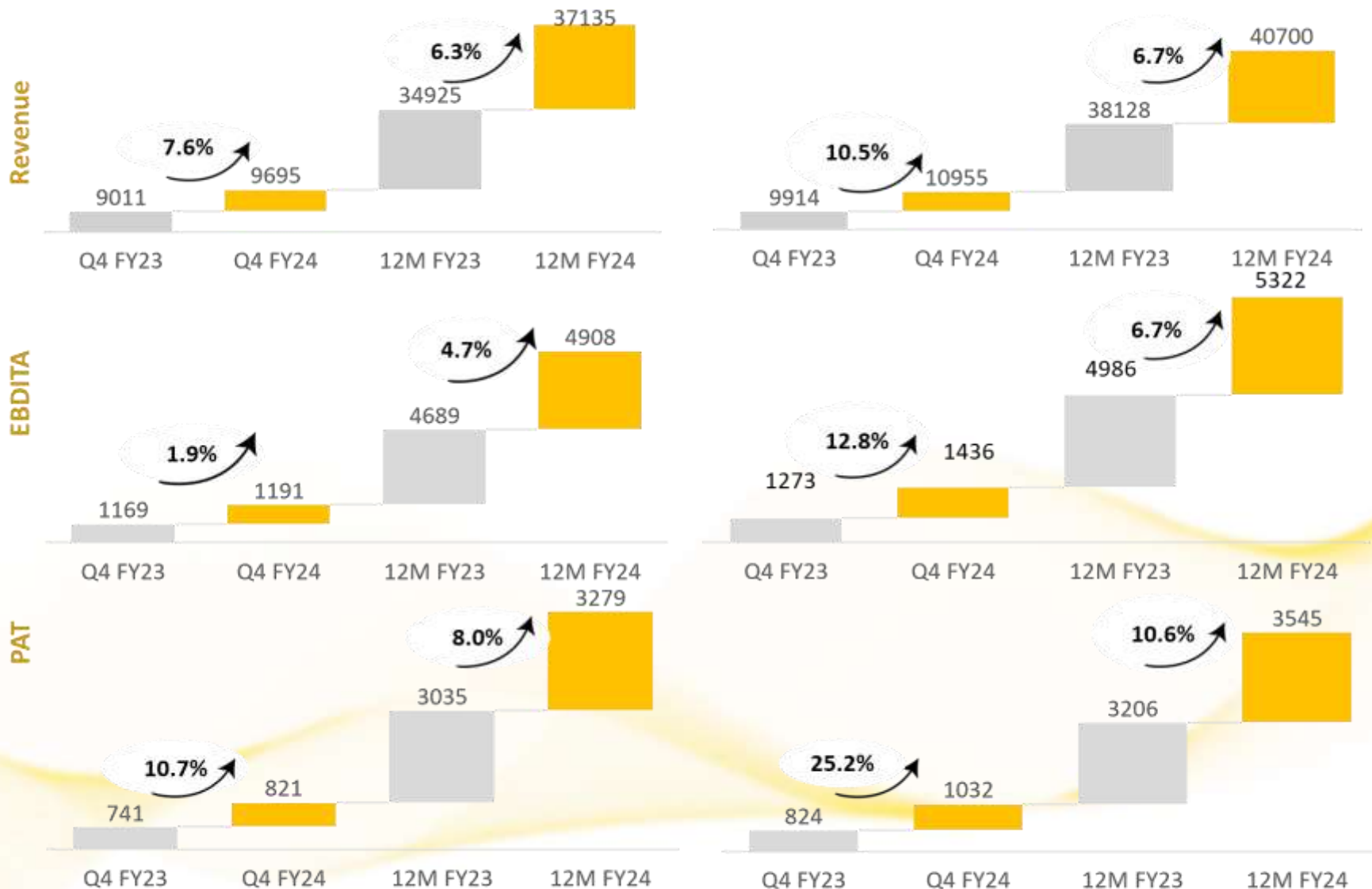
Financial Highlights



STANDALONE

Figures in Mn.

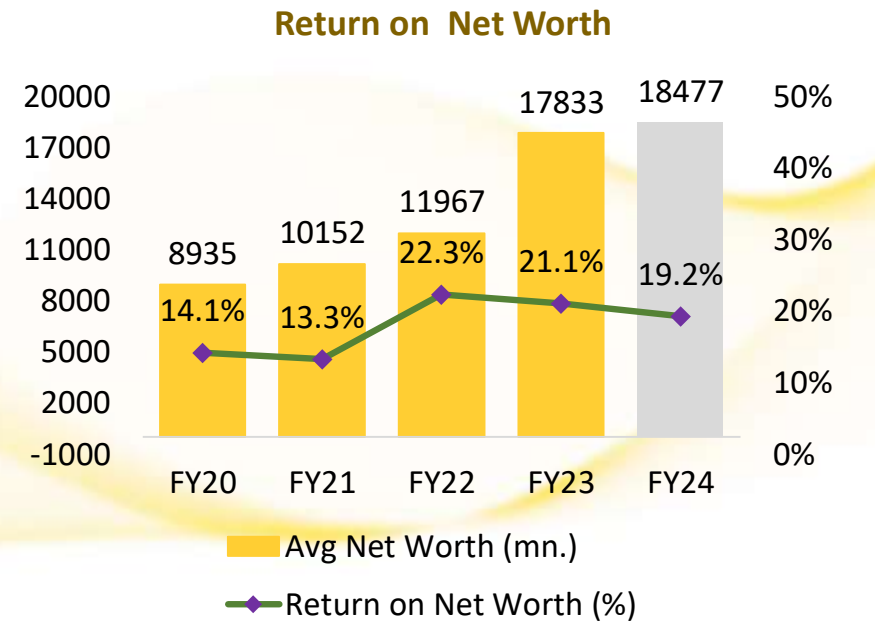
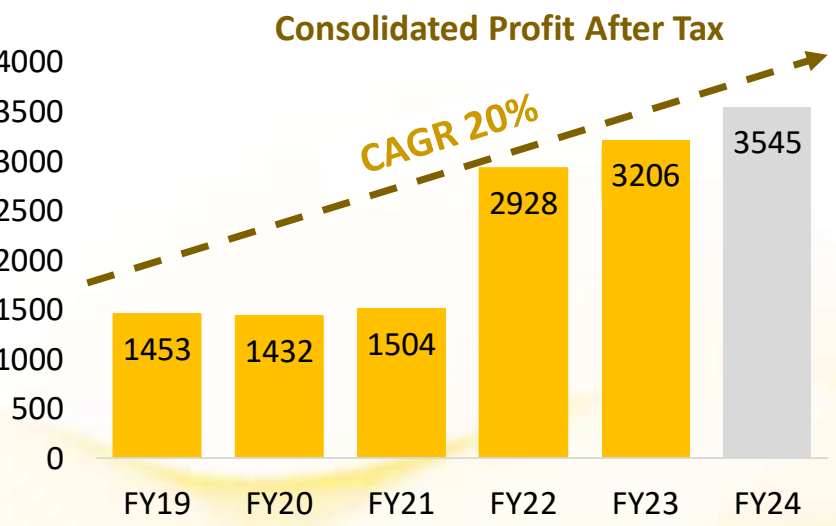
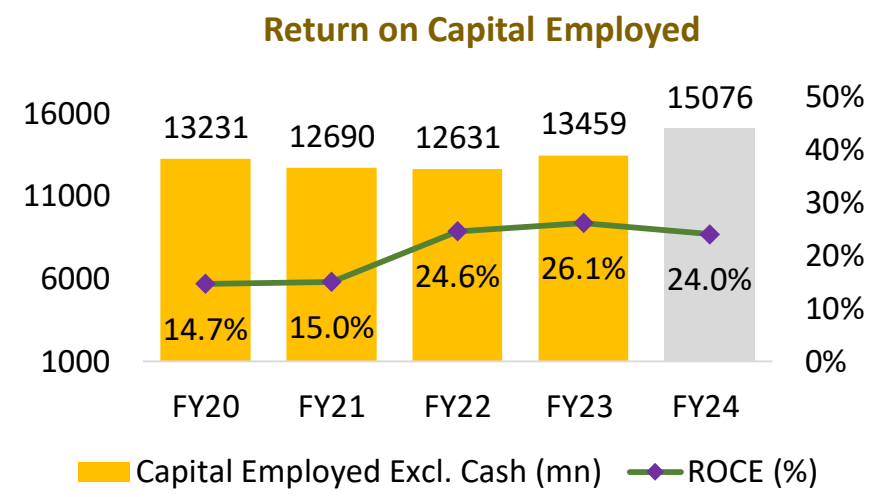
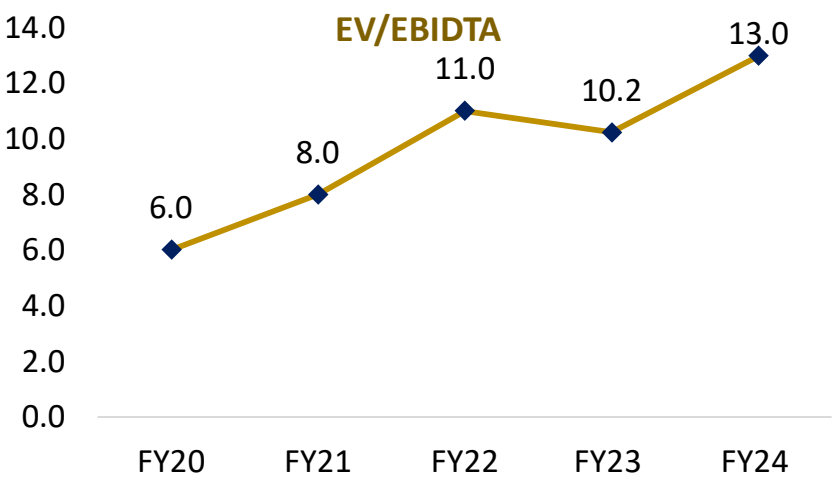
CONSOLIDATED



Consistent performance: Key financial indicators



Figures in Mn

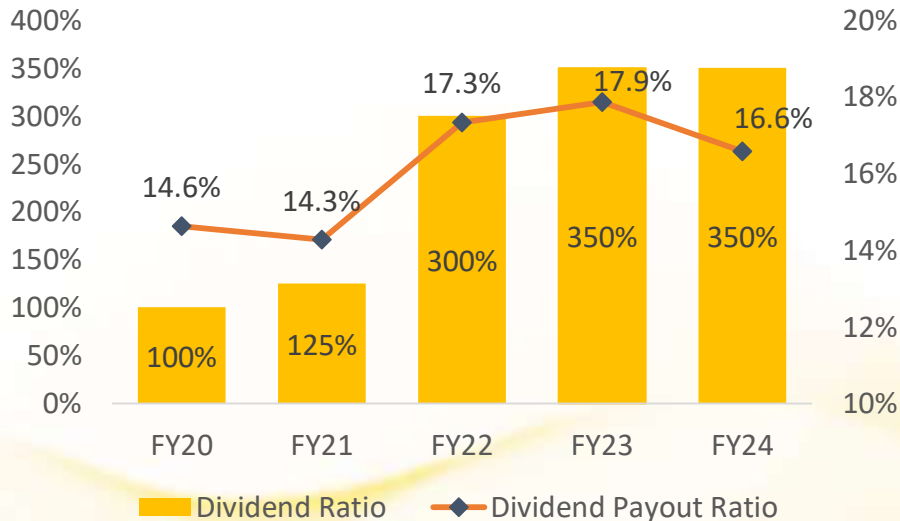
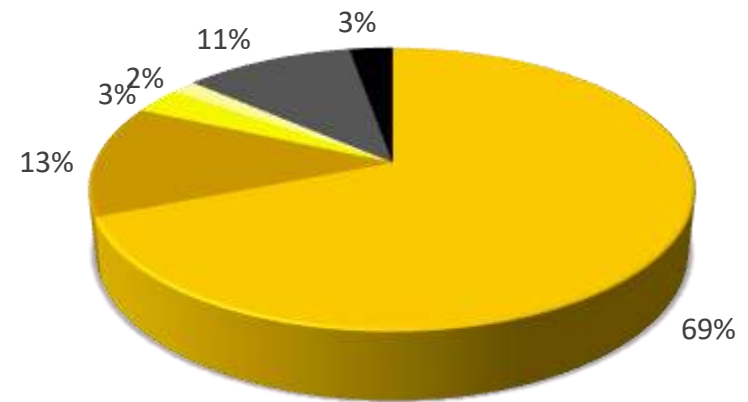


Market Summary



Particulars	UOM	31 st Mar'24
Market Cap	Rs Mn.	63097
Debt Incl. Leases	Rs Mn.	1318
Cash equivalents	Rs Mn	(714)
Enterprise Value	Rs Mn.	63701
P/E	Nos	19.2
EV/EBITDA	Nos	13.0
52 Week High	Rs/share	1080
52 Week Low	Rs/share	591

Shareholding Pattern as on 31stMar'2024



- CRISIL 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 : **15** Buy Rating : **15**

Board has approved find dividend of 100% for FY24

Nurturing Sustainable Stewardship



Environmental

Nurturing Environment for a Healthier Planet

- Push towards green logistics via Rail & Coastal – Approx. **30% of consolidated revenues** from Multimodal
- **25% Increase** in freight movement by Rail.
- **184K eCO2 Tonnes Green Points** earned from Railways
- Produced 15.9 Mn (LY 16.0 Mn) renewable energy units
- 200+ CNG vehicles
- Supply Chain Sustainability Lab in partnership with IIM-B turns 1 year old.



Social

Health Safety & Empowerment Societal Impact & Nation Building

- Road safety and 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** in various tournaments.



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.



- Overall economic trends were moderate amid mixed sectorial trends this fiscal year.
- Key factors to watch out : Monsoon, rural demand recovery, easing of monetary policy , push in public and private capex etc.
- Revenue and Profit growth expected to moderate to range of 10-15%

Figures In Mn.

	Actual (FY07 to FY23)	FY24 Actual	FY25 Budget
Hub Centers & Small warehouses	5530	970	1000
Ships	3330	0	70
Containers	1379	150	270
Trucks & Rakes	5203	540	890
Others (W/H Equip, IT etc.	1442	240	520
Total	16883	1900	3750



Thank You!

Transport Corporation of India Limited

TCI House, 69 Institutional Area,
Sector 32, Gurugram - 122001

Tel.: +91 - 124 - 2381603-07

E-mail Id: finance.mis@tcil.com

CIN: L70109TG1995PLC019116

Online Presence: www.linktr.ee/TCI_Group



Online Presence

TCI Freight

TCI EXPRESS
SEARCH IN EXPRESS

TCI Super Chain
Initiative

TCI Seaways

TCI COLD CHAIN
SOLUTIONS

TCI Chemical Logistics
Solutions

TCI Development
Ltd

TCI CONCOR
CONCRETE SOLUTIONS



TCI INSTITUTE OF
LOGISTICS

TCI Foundation