

TCIEXPRESS

— LEADER IN EXPRESS —

**STABLE. SCALABLE.
SUSTAINABLE.**

**Q4 & FY2023 Earnings
Presentation**



FY2023 Highlights

Total Income

Rs. 1,248 crore

FY2022: Rs. 1,090 crore



14.5%
Y-o-Y

33%

FY2023 ROCE

EBITDA | Margins%

Rs. 202 crore | 16.2%

FY2022: Rs. 183 crore | 16.8%



10.2%
Y-o-Y

25%

FY2023 ROE

Net Profit | Margins%

Rs. 139 crore | 11.2%

FY2021: Rs. 129 crore | 11.8%



8.1%
Y-o-Y

Rs. 147 Crores

Cash Flow from
Operations

- Record financial performance for the full year, with strong quarterly results driven by successful strategic initiatives and operations excellency
- Maintained strong capital structure which allows us to continue to invest in profitable growth
- Strong free cash flow of Rs. 147 crores with robust CFO to EBITDA ratio of 73%
- Focus on margin stabilization through automation and network efficiency
- Building momentum with significant value potential with comprehensive service offerings

Notes:

1. Return on Capital Employed is calculated as EBIT/Average Capital Employed. Capital Employed = Total Equity + Total Debt
2. Return on Equity is calculated as Net Profit/Average Total Equity
3. ROCE and ROE has been annualised



Q4 FY2023 Highlights

Strongest quarter on record, leading to highest ever quarterly revenue of Rs. 326 crores
EBITDA of Rs. 56 crores, up by 18% and Net Profit of Rs. 38 cores, up by 20% on Q-o-Q basis

Rs. 328 Cr

9.2% Y-o-Y

Q4 FY23 Income

Rs. 56 Cr

Margin 17.0%

Q4 FY23 EBITDA

Rs. 38 Cr

Margin 11.7%

Q4 FY23 PAT

Rs. 2 /-

Dividend per Share

Key Highlights

- Successfully closed the year with highest ever quarterly revenue of Rs. 326 crores and EBITDA Rs. 56 crores with double-digit Y-o-Y growth
- Improved profitability and growth was primarily driven by higher capacity utilization of 85%, demand from both Corporate and SME customers
- Announced dividend of Rs. 2 per share in Q4 FY23, taking the full year dividend to Rs. 8 per share representing a payout of 22.1% for FY2023

Management Perspective



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

“FY2023 has been a year of growth acceleration for TCI Express. Despite macroeconomic challenges and inflationary trends across the industry, we take pride in consistently outperforming the industry with double digit revenue growth and profit margins. This accomplishment can be attributed to our strong asset-light business model, efficient operations, and cost-effective measures, including the automation of sorting centers.

During Q4 FY23, TCI Express delivered a notable performance with the highest ever revenue of Rs. 326 crores registering a growth of 9.4% and 3.8% on Y-o-Y a sequential basis respectively. The growth was primarily driven by strong demand from MSME and Corporate segment as well as higher utilisation in newly developed sorting centre facilities. EBITDA for the quarter stood at Rs. 56 crores, registering a sequential growth of 17.8% with a strong margin of 17.0%. Our Profit After Tax stood at Rs. 38 crores with margin of 11.7%, up by 20% on q-o-q basis.

On a full-year basis, Revenue from Operations was Rs. 1,241 crores, a growth of 14.8%. EBITDA grew by 10.2% to Rs. 202 crores with strong margins at 16.2%. Profit After Tax grew by 8.1% to Rs. 139 crores with a margin of 11.2%. In the light of robust performance during the quarter, the Board of Directors has recommended a dividend of Rs. 2 per share, taking the full year dividend to Rs. 8 per share representing a payout of 400% of face value for FY2023. In addition, we also successfully completed buyback of 234,275 share amounting ~Rs. 42.5 crores announced in Q4 FY22. This is testament to our strong financial position and our commitment to rewarding our shareholders for their trust and support.

During FY2023, we incurred a capex of Rs. 125 crores, primarily for the purchase of land in Kolkata and Ahmedabad for the setting up new automated sorting centre, for new corporate office in Gurgaon and for network expansion by adding 35 new branches to penetrate deeper in the key growing markets in West and South region to cater the growing market demand. Among our newly launched services, the Rail Express offering is getting good traction from customers, and we have successfully expanded our customer base from 250 to 2,200 and presence from 10 routes to 125 routes since its inception. These new service offerings are expected to contribute positively to our top line in the forthcoming quarters, enabling us to achieve higher margin levels with sustainable growth.

Sustainability is a core value at TCI Express. We are happy to share that TCI Express's Giga Sorting Centre in Tajnagar and Pune Sorting Centre in Chakan has been awarded the prestigious GEM 5 Certification, demonstrating our commitment to promoting environmentally sustainable green building design and construction practices. With our ESG roadmap, we are taking bold action to tackle climate change by replacing the old vehicles with new standards, investing in automation and installation of solar panels on our sorting centres which will enable us to be self-sufficient in our energy requirements going forward.

TCI Express remains steadfast in its commitment to leveraging its strengths, seizing growth opportunities, and maintaining a customer-centric approach. Our strategic initiatives and robust fundamentals will continue to propel us towards sustained growth and enable us to deliver superior value to our customers.”

Fastest Express Delivery Company in India

TCI Express has successfully completed 7 years post the demerger and has become industry leading and fastest delivery company in India









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

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

Serves 95% of B2B customers and 5% of B2C customers

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

Ranked 438 in top 500 companies based on market cap, as on March 31, 2023

| | | |
|---------------------------------------------------------------------------------------|-------------------------------|---------------|
|  | Year of Listing | 2016 |
|  | Locations Serviced | 60,000 |
|  | Countries Serviced | 202 |
|  | Containerized Vehicles | 5,500 |
|  | Air Gateways | 73 |
|  | Company Branch Setup | 950+ |
|  | Workforce | 3500+ |
|  | Sorting Centres | 28 |



Why TCI Express?

Ranked 438 in Top 500 Companies based on Market Cap, as on March 31, 2023

1

Asset Light Business Model



2

High Value Cargo (Low volume, high margins)



3

Low Working Capital Requirement



4

Lowest Cost Structure



5

No Franchise: All owned Branches



6

API based back-end technology



7

Containerized Movement



8

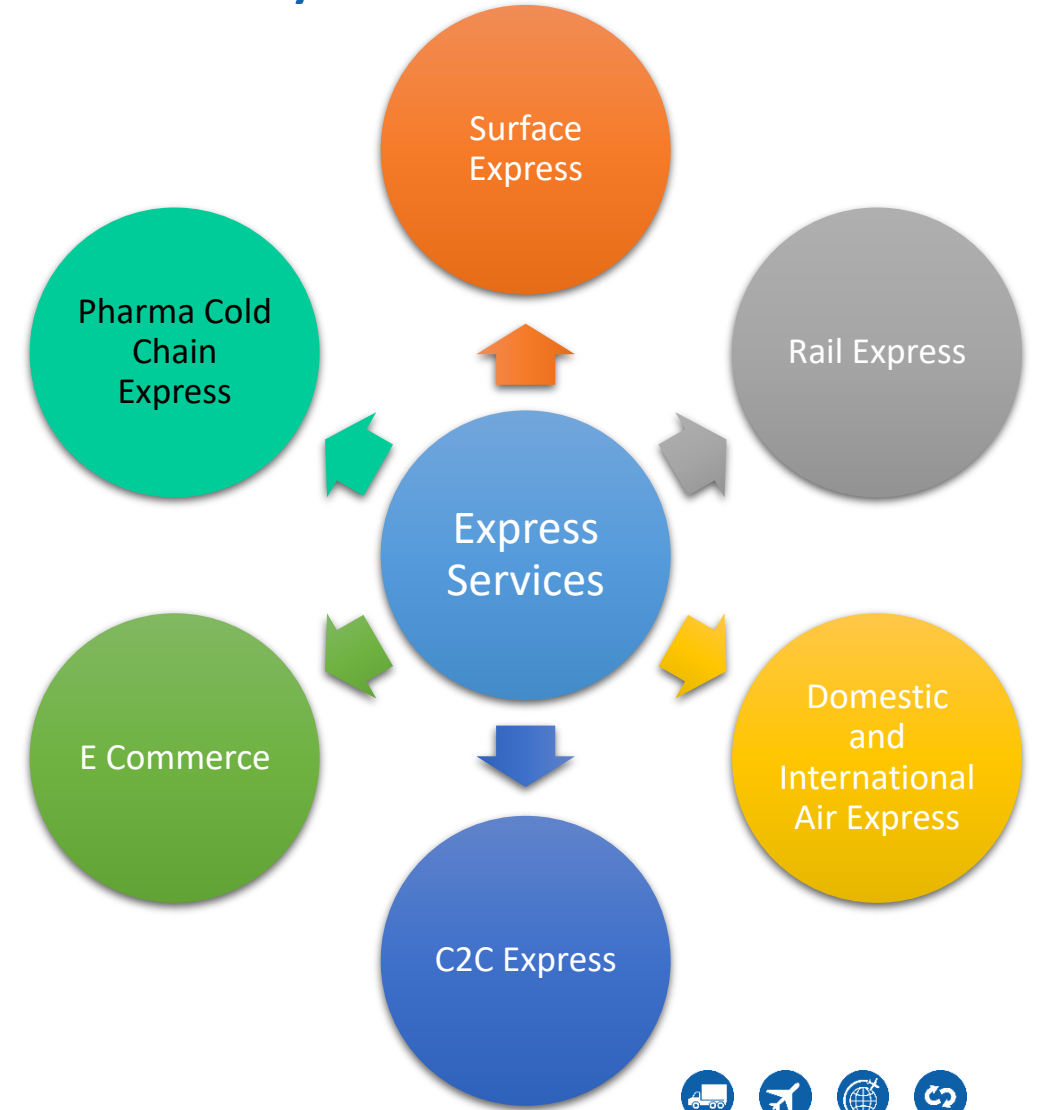
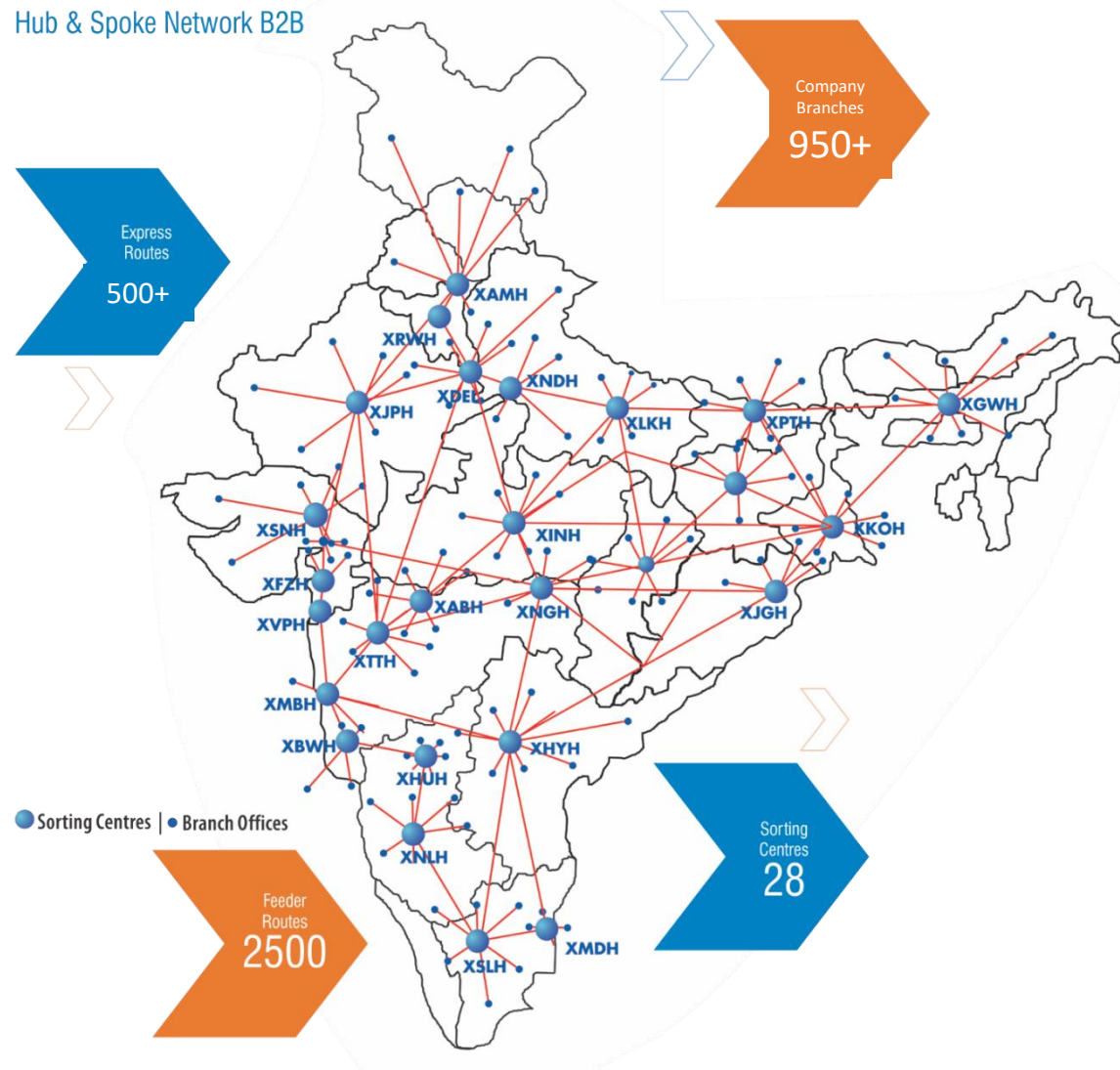
Superior Customer Support Services



Geographical Footprint

Fastest Delivery Company with Unmatched Network and Efficiency

Hub & Spoke Network B2B



Financial Performance

| Particulars (in Cr) | Q4 | | Y-o-Y | Q3 | | Q-o-Q | | Y-o-Y |
|------------------------|--------|--------|------------|--------|------------|---------|---------|------------|
| | FY2023 | FY2022 | Growth (%) | FY2023 | Growth (%) | FY2023 | FY2022 | Growth (%) |
| Income from Operations | 326.2 | 298.2 | 9.4% | 314.4 | 3.8% | 1,241.0 | 1,081.5 | 14.8% |
| Other Income | 1.7 | 2.1 | | 1.3 | | 7.2 | 8.2 | |
| Total Income | 327.9 | 300.3 | 9.2% | 315.7 | 3.9% | 1,248.2 | 1,089.7 | 14.5% |
| EBITDA | 55.8 | 52.3 | 6.7% | 47.4 | 17.8% | 201.7 | 182.9 | 10.2% |
| Margin (%) | 17.0% | 17.4% | | 15.0% | | 16.2% | 16.8% | |
| EBIT | 51.6 | 49.1 | 5.0% | 43.1 | 19.8% | 186.3 | 172.9 | 7.8% |
| Margin (%) | 15.7% | 16.4% | | 13.6% | | 14.9% | 15.9% | |
| PBT | 50.9 | 48.8 | 4.2% | 42.7 | 19.3% | 184.5 | 172.0 | 7.3% |
| Margin (%) | 15.5% | 16.3% | | 13.5% | | 14.8% | 15.8% | |
| PAT | 38.5 | 35.9 | 7.1% | 32.0 | 20.1% | 139.3 | 128.9 | 8.1% |
| Margin (%) | 11.7% | 12.0% | | 10.1% | | 11.2% | 11.8% | |
| EPS | 10.0 | 9.2 | 9.0% | 8.3 | 20.7% | 36.2 | 33.5 | 8.2% |

Notes:

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

* All numbers in Crores unless specified



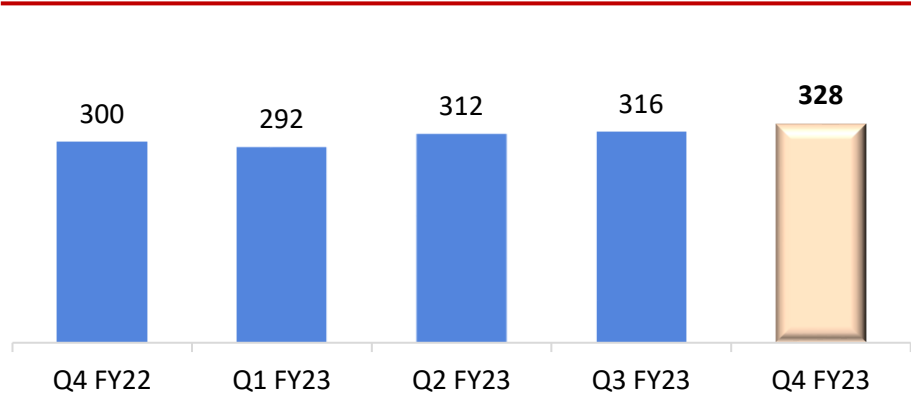
Q4 FY2023 Performance Discussion

- Total Income for the quarter stood at Rs. 328 Crores, registering an increase of 9.2% y-o-y. This growth was driven by strong recovery in economic activities and growing demand from both Corporate and MSME customers
- EBITDA margins remained stable:
 - Despite inflationary environment, we were able to maintain stable margins due to higher capacity utilization of 85% in Q4FY23
 - Strong revenue contribution from newly launch services, specially from rail express
- Capex of Rs. 125 Crores incurred during FY2023 primarily spent towards land acquisition in Kolkata and Ahmedabad for setting up new automated sorting center and for new corporate office in Gurgaon
- 35 new branches were added during FY2023 to penetrate deeper in the key growing markets in West and South region to cater the growing demand with industry leading services

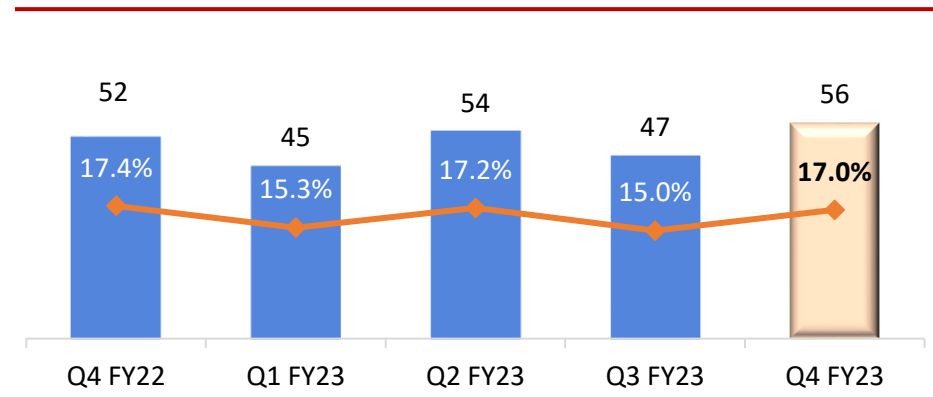
Quarter Performance Trends

Improvements in financial performance and profitability by maintaining industry leading margin profile

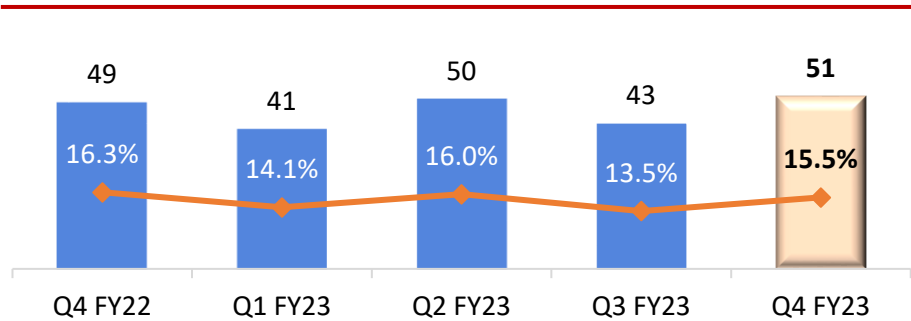
Total Income



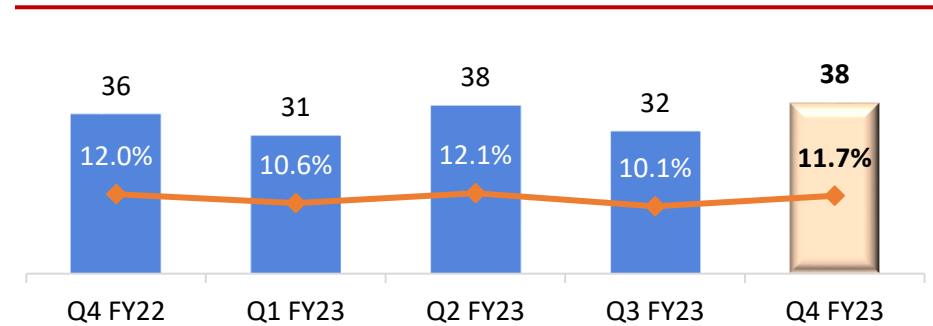
EBITDA and Margins



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

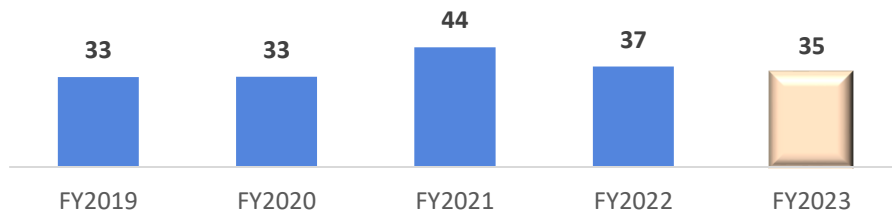


Leverage Profile and Working Capital Cycle

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

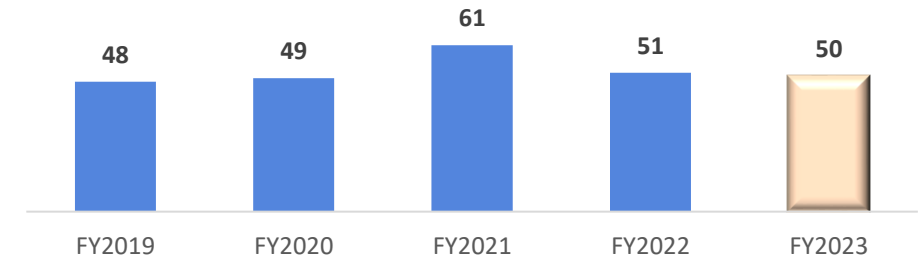
| Particulars (in Cr) | Mar-21 | Mar-22 | Mar-23 |
|-------------------------------|---------------|----------------|---------------|
| Long Term Debt | 1.0 | 0.2 | 0.0 |
| Short Term Debt | 0.9 | 0.8 | 0.7 |
| Total Debt | 2.0 | 1.0 | 0.7 |
| Less: Cash & Cash Equivalents | 85.9 | 105.0 | 48.5 |
| Net Debt | (84.0) | (104.0) | (47.8) |
| Total Equity | 433.9 | 536.2 | 596.5 |
| Net Debt/Equity | (0.2) | (0.2) | (0.1) |

Payables Days

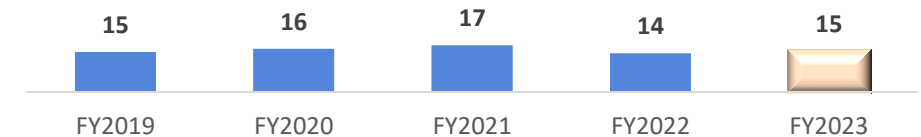


Improving efficiency in working capital management

Receivables Days



Net Working Capital Days

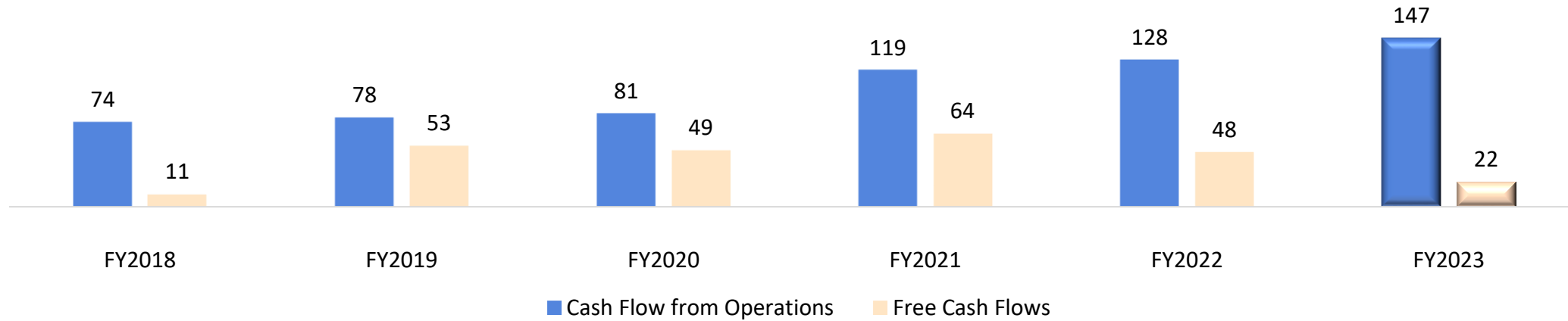


Note: Receivable Days has been calculated on Revenue from Operations inclusive of GST



Cash Flow from Operations vs Free Cash Flows

The consistent increase in Cash Flow from operations indicates effective management of operational expenses



- The company has strong cash flow from operations in FY2023 of Rs. 147 crore
- During FY2023, the company incurred a capital expenditure of Rs. 125 crore for setting up new automated sorting center with a primary focus on enhancing the automation
- Commitment to efficient working capital management, along with a robust, debt free capital structure and a strong cash flow conversion cycle

Balance Sheet

| Particulars (Rs Crores) | FY2022 | FY2023 |
|---------------------------------|--------------|--------------|
| Assets | | |
| Non-Current Assets | | |
| Property, Plant and Equipment | 314.7 | 343.9 |
| Right of Use Assets | 2.0 | 27.2 |
| Capital Work in Progress | 6.1 | 61.1 |
| Intangible Assets | 3.0 | 3.0 |
| Financial Assets | | |
| Investments | 1.1 | 0.4 |
| Total Non-Current Assets | 326.9 | 435.6 |
| Current Assets | | |
| Financial Assets | | |
| Trade receivables | 189.5 | 211.5 |
| Cash & cash equivalents | 15.7 | 13.8 |
| Other Bank Balances | 2.3 | 2.9 |
| Other Financial Assets | 9.5 | 9.9 |
| Investments | 87.0 | 32.1 |
| Current Tax Assets (Net) | 4.1 | 4.9 |
| Other current assets | 21.9 | 24.2 |
| Total Current Assets | 330.1 | 299.3 |
| TOTAL ASSETS | 657.0 | 734.9 |

| Particulars (Rs Crores) | FY2022 | FY2023 |
|--------------------------------------|--------------|--------------|
| Equity and Liabilities | | |
| EQUITY | | |
| Equity Share Capital | 7.7 | 7.7 |
| Other Equity | 528.5 | 588.7 |
| Total Equity | 536.2 | 596.4 |
| LIABILITIES | | |
| Non-Current liabilities | | |
| Lease liabilities | 0.1 | 3.8 |
| Long Term Borrowings | 0.2 | 0.0 |
| Deferred Tax liabilities (Net) | 7.9 | 10.5 |
| Total Non-Current Liabilities | 8.2 | 14.3 |
| Current liabilities | | |
| Short Term Borrowings | 0.8 | 0.7 |
| Lease liability | 0.0 | 2.5 |
| Trade Payables | 72.7 | 86.9 |
| MSME | 1.0 | 1.5 |
| Others Financial liabilities | 16.1 | 9.0 |
| Provisions | 5.5 | 5.1 |
| Other Current liabilities | 16.4 | 18.4 |
| Total Current Liabilities | 112.6 | 124.2 |
| Total Liabilities | 120.8 | 138.6 |
| Total Equity And Liabilities | 657.0 | 734.9 |

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

Capital Expenditure



- ❑ Planned CapEx of Rs. 500 crores in 5 years (FY23-FY28)
- ❑ In FY2023 incurred capex of Rs. 125 Crores
- ❑ Remaining capex of Rs. 375 crore will spent during FY24 - FY28
- ❑ Investment in sorting centers
- ❑ Automation and enhancing technological capabilities

Revenue Growth Drivers



- ❑ Highly diversified client base of corporate and SME customers. Well spread across industry verticals
- ❑ Continuous expansion in metro and tier I cities through new branch offices
- ❑ Contribution of new and value-added service offerings to drive growth
- ❑ Automation at owned sorting centres to drive operation efficiency and enhance profitability
- ❑ Government Initiatives to strengthen logistics sector and focus on infrastructure to provide seamless connectivity to remote rural areas



Strategic Priorities by 2025

New services is expected to contribute 25% to 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

More than Double the Revenue – Rs. 1,800 Crs+

- Increase customer base
- Double branch offices
- Owned sorting centre in major metros

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

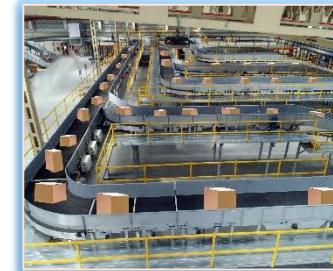


Largest B2B Sorting Center

Company has made significant progress in each of its strategic focus areas, has successfully commissioned India's first and largest automated B2B sorting center in Gurgaon in March 2022 reducing parcel handling time and vehicle halting time

Gurgaon Sorting Centre

| | |
|--------------|------------------------------------------------------------------------------------|
| 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 |



Inhouse ERP and Automation

Shorter Turnaround Time

24x7 Higher Capacity Utilization

Enhance Customer Satisfaction

Enhance Profitability



Expanding Service Offering: Rail Express

Rail Express service is a unique service offering aimed at providing high value service at a lower cost
Expanded customer base from 250 to 2,200 and presence from 10 routes to 125 routes since inception

Asset Light Business Model

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

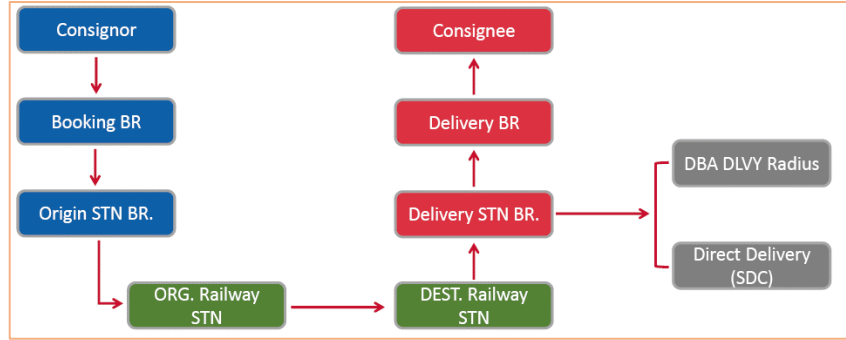
Advantages

- ✓ 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

Centralized and integrated logistics system



Shorter Turnaround Time

Uninterrupted Transportation

Synergistic with Existing Express Business

Bridging the Gap between Air and Surface

Higher Margin Business

Infrastructure Backed by Government



Expanding Service Offering: Pharma Cold Chain Express

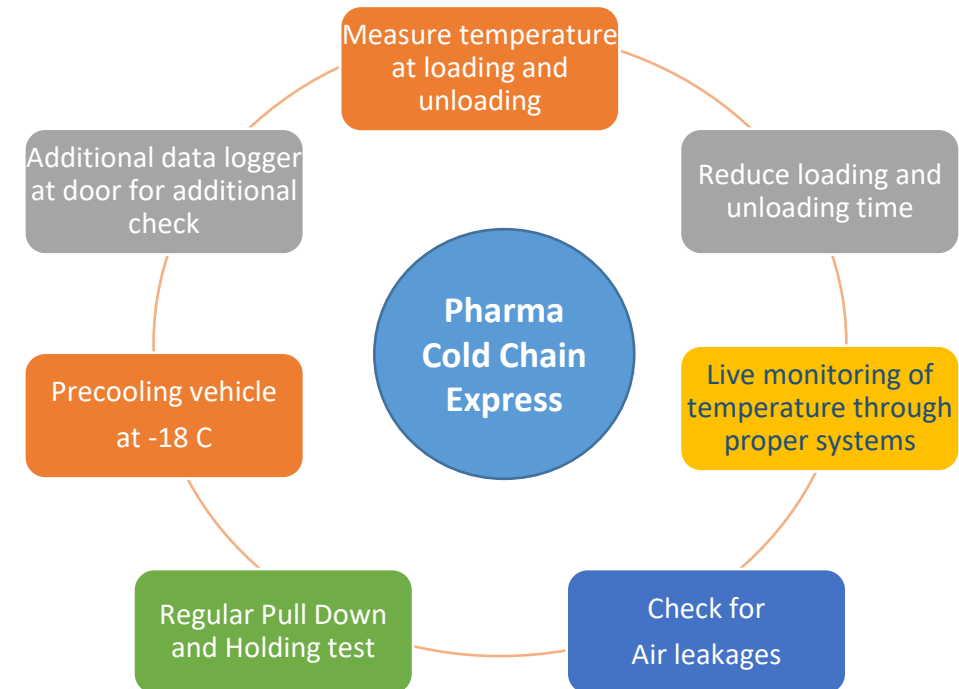
TCI Express successfully launched Pharma Cold Chain Express Service, an asset light model and use existing hub and spoke network to meet the growing demand for Cold Chain logistics

TCI Express Pharma Cold Chain Transportation

- ✓ TCI Express continues to implement asset light model in the Pharma Cold Chain logistics segment
- ✓ Dispatching Pharma shipments either Frozen (Blood Plasma) or Vaccines under the prescribed temperature as norms ensuring there are no fluctuation in the temperature
- ✓ Dispatching frozen products as per FSSAI norms ensuring there are no fluctuation 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 fluctuation



Standard Operating Procedures followed by TCI Express



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



Last 5 Year Key Takeaways

Inherent Business Strength

- ✓ Fastest B2B Express Delivery Company in India
- ✓ Asset light model allows Company to maintain higher utilization and drive strong cash flows
- ✓ No franchise model. All branches are company owned which ensures 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 2023
- ✓ Branch offices increased from 500 in FY 2017 to 950+ branches in FY 2023
- ✓ Sorting centers increased from 26 in FY 2017 to 28 in FY 2023
- ✓ Customers count increased from 1.6 Lakh in FY 2017 to 2.1 Lakh in FY 2023

Generating Returns for all Stakeholders

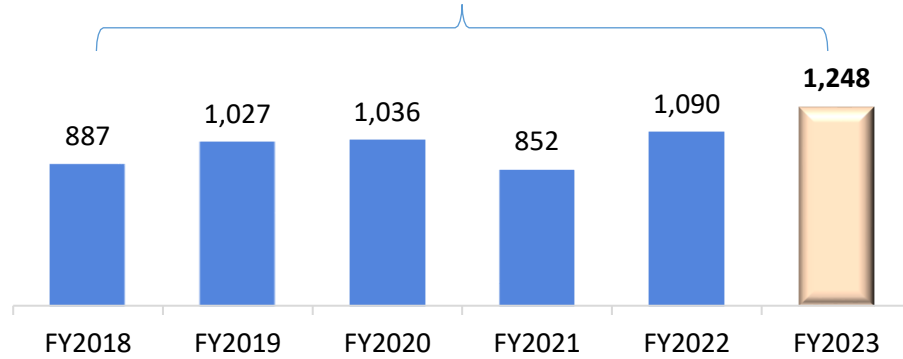
- ✓ 5 Year track record of consistently delivering enhanced margins and profitability. EBITDA growing at a CAGR of 17% and net profit at a CAGR of 19%
- ✓ Consistently paying dividend for last 6 years and generating high return on capital employed
- ✓ Debt free company, maintaining strong balance sheet and flexible capital structure

Annual Performance Trend

Strong track record of consistently driving higher margins and profitability

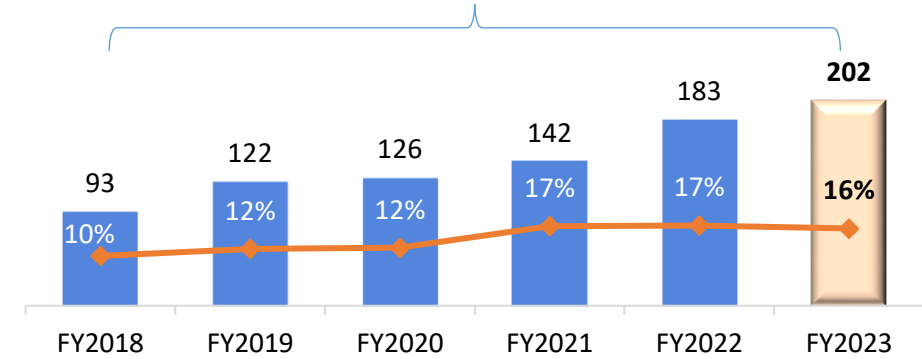
Total Income from Operations

CAGR +7%



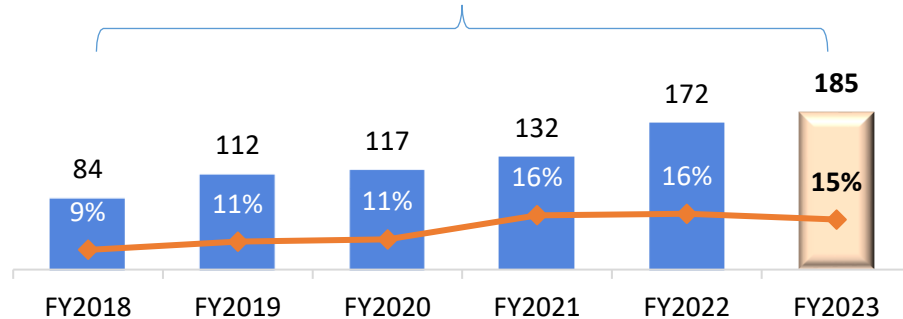
EBITDA and Margins

CAGR +17%



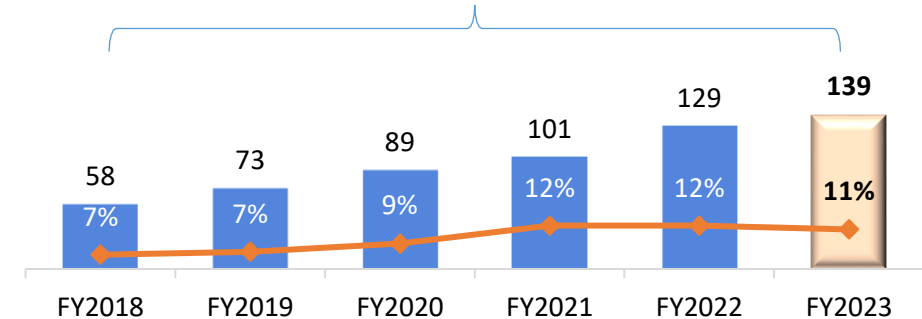
PBT and Margins

CAGR +17%



PAT and Margins

CAGR +19%



Notes:

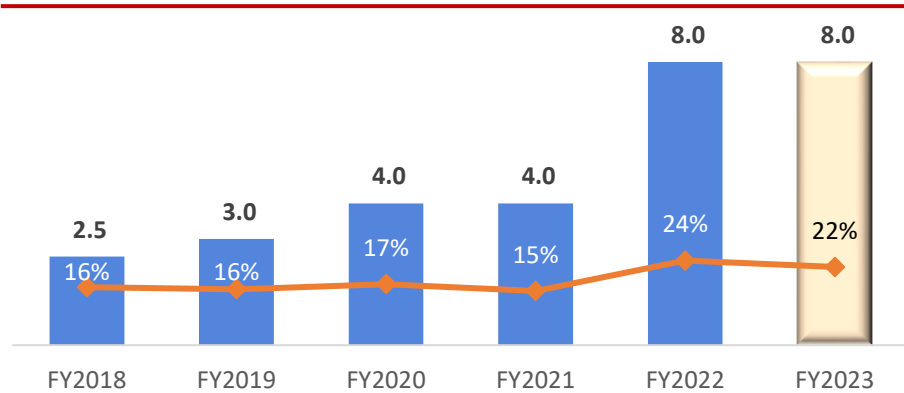
1. EBITDA includes other income
2. All Margins are calculated on Total Income

* All numbers in Crores unless specified

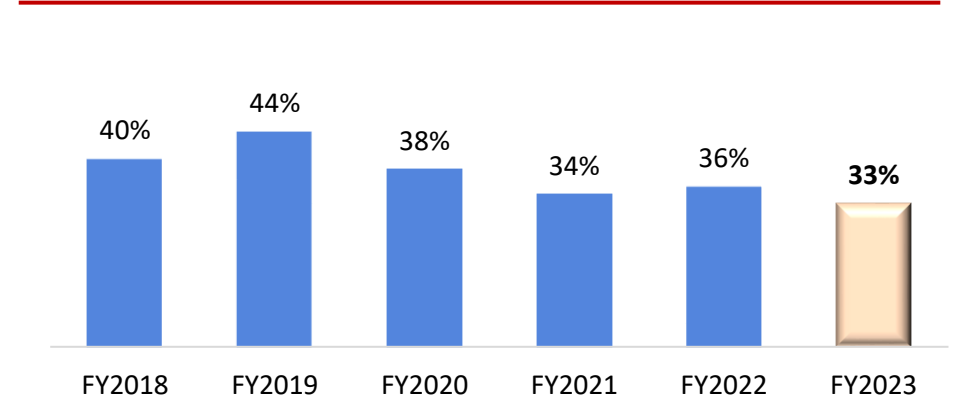


Increased cash conversion cycle has improved operational efficiency and financial health

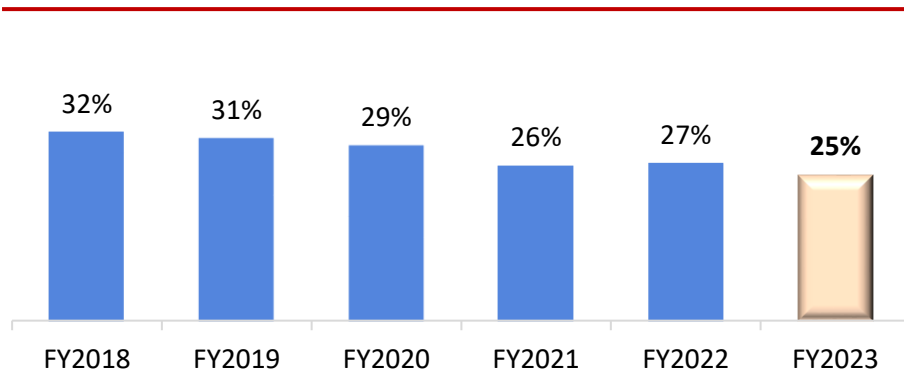
Dividend per Share (Rs) & Payout (%)



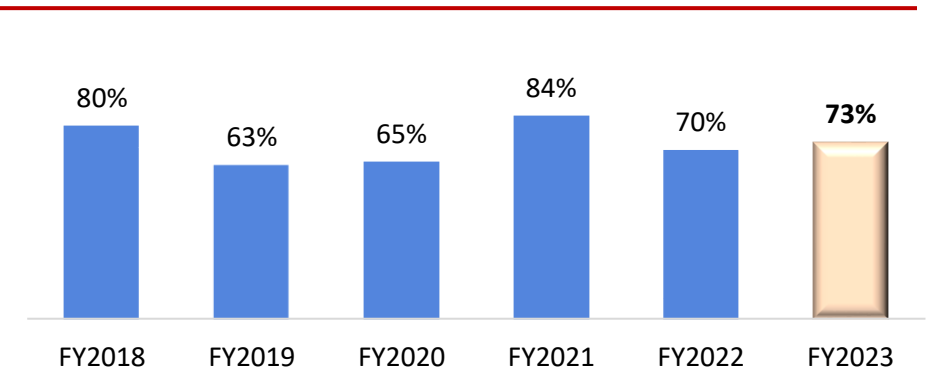
Return on Capital Employed (%)



Return on Equity (%)

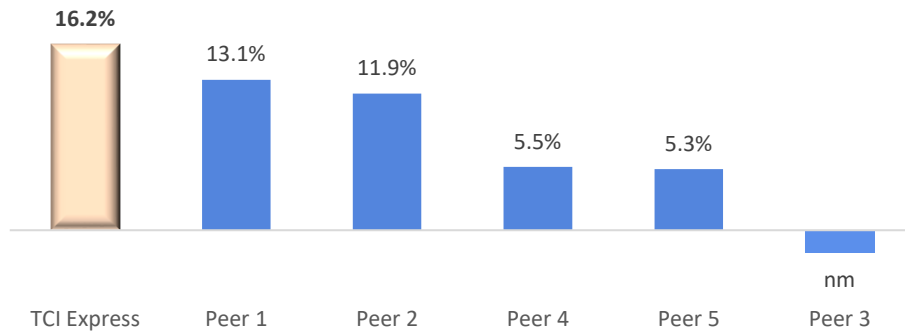


Cash Conversion Ratio (%)

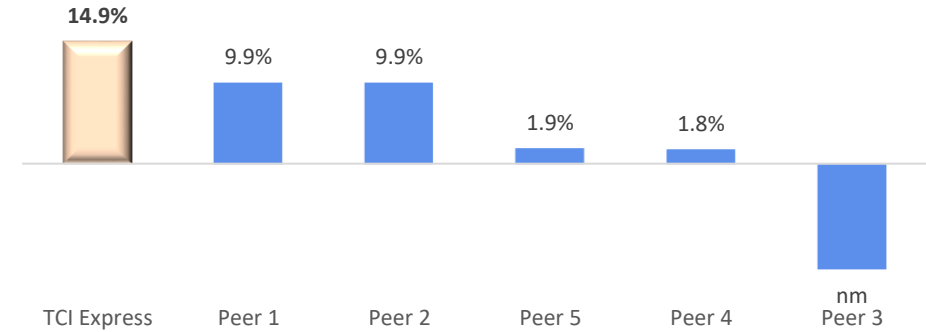


TCI Express – Leading Margins and Profitability in the Industry

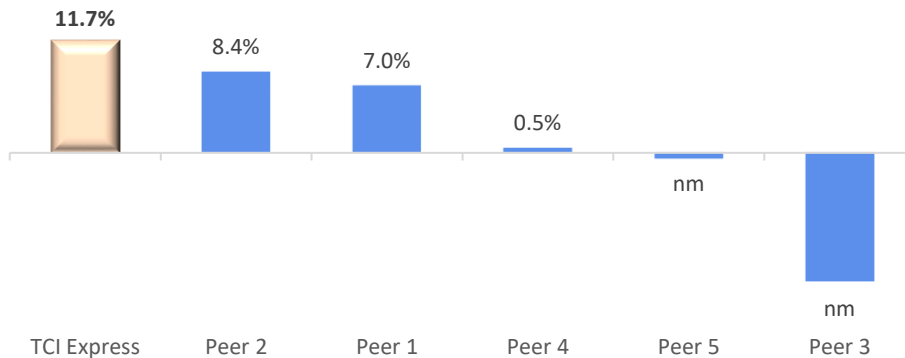
EBITDA Margins %



EBIT Margins %



PAT Margins %



Key Highlights:

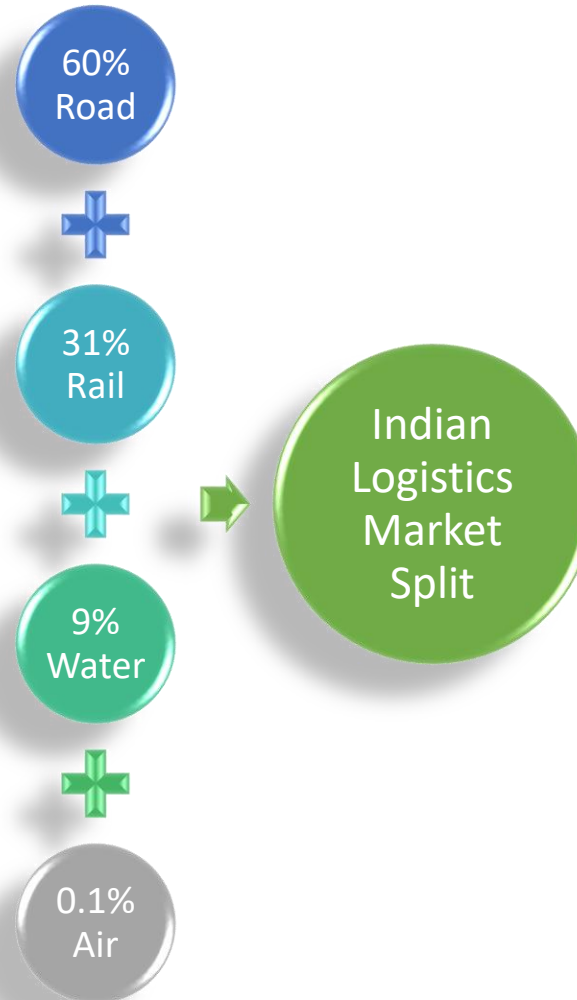
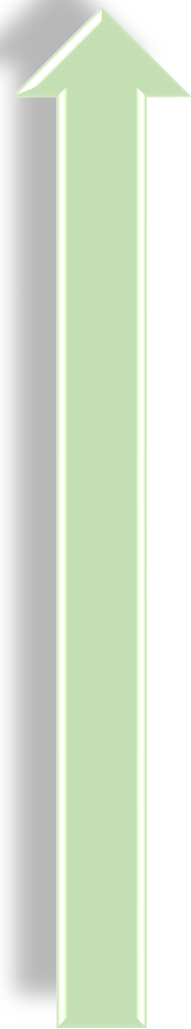
- Market Leader in Supply Chain Management with industry-leading Margins and Profitability Ratios
- Leading market positions, unique asset light model has allowed TCI Express to maintain higher capacity utilization and deliver strong EBITDA margins even during challenging inflationary environment
- Revenue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

Notes:

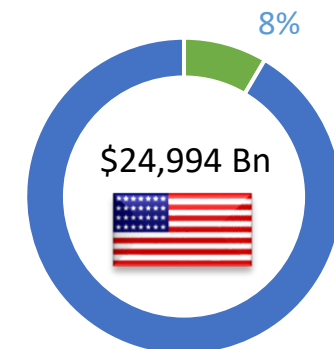
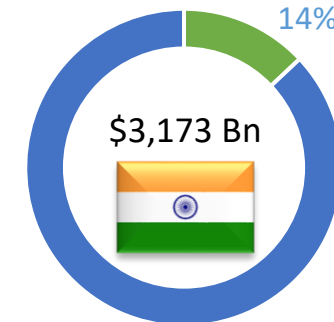
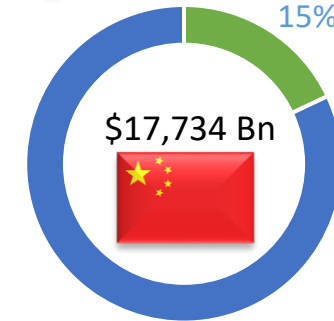
1. All financials are based on FY2023 reported numbers
2. EBITDA and EBIT including Other Income



Express Industry – An Outlook



Logistics as % of GDP



Notes:

1. Source : World Bank Database - 2021 Figures, Department of Commerce – Gov. of India



Indian Logistics Industry

Greater Push on Manufacturing and Infrastructure Sector

Make In India initiative provides focused expenditures to encourage local product manufacturing and infrastructure development

Benefits - Demand for freight mobility and supply chain solutions would rise as manufacturing activity expands

India's Road Logistics Infrastructure

Bharatmala Pariyojana - construction of economic corridors with a length of 26,000 km, are anticipated to transport the majority of the volume of freight traffic on roadways. In addition, 35 places have been chosen for the creation of **Multimodal Logistics Parks**.

Benefits - Decrease congestion on projected Corridors, improve logistic efficiency, and lower the logistic costs of freight movements

Digital India's objective is to facilitate the digitalization of the supply chain, which will increase logistical efficiency. This flagship initiative aims to convert India into a digitally empowered society and knowledge economy

Benefits - The logistics industry's efficiency is projected to increase as a result of the digital drive, with fewer empty fleets and shorter wait times

National Logistics Policy 2022

The policy focuses on key areas such as **process re-engineering, digitisation, and multi-modal transport**. The need for a national logistics policy was felt **since the logistics cost in India is high as compared to other developed economies**

Benefits - **Logistics costs have to be cut by half to be near global benchmarks by 2030** by reducing the cost of logistics from 14-18% of GDP to global best practices of 8%

Logistics Policy Support from the Government

National Logistics Policy

Aims to lower logistical costs and making the logistics industry seamless and integrated. It is expected to build a single-window e-logistics market with an emphasis on job creation, skills development

Logistics Efficiency Enhancement Program (LEEP)

Increase freight transportation efficiency by lowering related costs, transit time, and logistical processes

Expanding Rail Infrastructure

Rs. 1.4 lakh crore for railway infrastructure development, including integration of the Postal and Indian Railway Networks, network safety and capacity enhancement

Higher Budget Allocation

First budgetary outlay of Rs 200 billion towards National Highways Network would be extended by 25,000 KMs under PM Gati Shakti



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, *Chief Operating Officer*

Mr. Pabitra Mohan Panda, is a Chief Operating Officer (COO) of the Company effective from August 7, 2019. He is Post Graduate in Computer Applications and Statistics. He has joined TCI Group in the year 1998 and has a distinguished service record of 24 Years in the Company.

He worked in various functions and departments and risen to the designation of Regional Express Manager. Prior to such elevation as COO, he was appointed Regional Manager-Delhi Region on May 2, 2016.



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. Girija Shankar, Chief Marketing Officer

Mr. Girija Shankar Das is an MBA having specialization in Marketing. He joined TCI Group in 2005 and has more than a decade of versatile experience in operations, sales, marketing and Customer Retention. He has worked in various functions and departments including "Zonal Express Manager" at Chennai and Bhiwandi (Mumbai). Currently he is serving the position of Chief Marketing Officer in TCI Express Limited

Sustainability a Core Pillar of Strategy

Committed to manage environmental and social footprint in our operations and build long term sustainable business

Environment



- Focused on **implementing robust environmental practices** across operations
- Working to reduce emission level by **replacement of old vehicles with new standard**
- **Increasing use of advance technologies** such as online tracking, e-docketing and e-invoicing
- **Using solar renewable source of energy**

Social



- TCI Foundation, the social arm of TCI Express, is committed to serve the nation with **a motto of equality and a better life for all citizens**
- **Diversity and inclusion** are the core pillars of our strategy. 12.90% of the workforce are female
- **Fair Wage, Benefits and Contracts for all employees**

Certified as a 'Great Place To Work' for the fourth year in a row, for the period March 2023

CSR and Awards



- During FY2023 TCI Foundation' and TCI Charities has **spent Rs. 2.80 Crores**, towards its commitment to the development of society
- **Conferred with 'Business Superbrand' and 'Iconic Brands of India'**

Governance



- **Well-defined** corporate governance policies and practices
- **Qualified board** and possess an appropriate balance of skills, experience, independence and knowledge
- **50% of the board is independent**

ESG Profile – Consolidating all ESG Disclosures

TCI EXPRESS
LEADER IN EXPRESS

Track Your Shipment Picku

ABOUT US ▾ EXPRESS SERVICES ▾ VERTICALS ▾ INVESTOR RELATION ▾

India's fastest
EXPRESS DELIVERY SERVICE

- Surface Express
- Air Domestic Express
- Air International Express
- Rail Express
- E-Commerce Express
- C2C Express
- Cold-Chain Express

BOARD OF DIRECTORS
CORPORATE GOVERNANCE
CORPORATE INFORMATION
SHAREHOLDING PATTERN
FINANCIAL REPORTS

INVESTOR & ANALYST CORNER
CREDIT RATING
UNPAID DIVIDEND
SCHEME OF ARRANGEMENT
INVESTOR'S FAQs

VISIT OUR ESG PROFILE

TCI EXPRESS
LEADER IN EXPRESS

1 ESG WORLD

--All Categories-- --All Sub Factors-- --All Keywords-- --ESG World Framework-- --All Frameworks-- --TimeStamp--

Last Updated: 06 Dec 2021 Public Views: 1,705 Feedback Last 30 Day's Refresh Company Approved Profile

5 Search

| Sub Factor | Keywords | Frameworks | Links | Metric | Highlights |
|-------------------------------|------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------|--------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Company Overview | | | | | |
| ESG a Core Pillar of Strategy | Strategy | FIMI Principle 01: Integrate Sustainable Development GRI 102: GD Strategy IFC PS 1: Environmental and Social Risks and Impacts SASB: Leadership and Governance SDG 17: Partnerships to achieve the Goal WEF Governance: Risk and Opportunity Oversight | 3 | 2 | At TCI Express Limited, we are committed to manage environmental and social footprint in our operations. We believe that making the environment an integral part of our business operations will create a positive impact on our business considering our widespread operations. The Company believes that its business activities have an extensive impact on the society in which it operates. The Company participates in numerous initiatives towards environmental and sustainable development and practices towards an environmentally responsible corporate citizen |
| ESG Reporting Track Record | Metrics | FIMI Principle 10: Verifiable Stakeholder Reporting GRI 102: GD Reporting Practice SASB: Leadership and Governance SDG 17: Partnerships to achieve the Goal WEF Governance: Risk and Opportunity Oversight | | | We are uploading ESG as quarterly presentation. We have also shared link in our Annual Report |
| Dedicated Executive ESG Role | Ratings Focus Executive Management | CDP: Climate GRI 102: GD Strategy IFC PS 1: Environmental and Social Risks and Impacts SASB: Leadership and Governance SDG 17: Partnerships to achieve the Goal TCFD: Governance UNGC Principle 07 Environment WEF Governance: Governing Purpose | | | Our CSR Committee oversees the social responsibility vision with diligence, transparency and ownership. Mr. D. P. Agarwal - Chairman and Non-Executive Director, is the Chairman of CSR Committee. The BRR related performance is headed by Mr. Chander Agarwal, Managing Director of the Company |

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 and Recognition

Corporate Governance



Ranked 438 in Top 500
Companies based on Market Cap, as on March 31, 2023



An S&P Global Company



ICRA
A MOODY'S INVESTORS SERVICE COMPANY

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

Industry Recognition



2022 Burgundy Private Hurun India 500



Marksmen Daily **Most Trusted Brands of India 2023**



Business **Superbrand of 2022-23**

SORTING CENTER AWARDS



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

ASSOCHAM GEM Sustainable Warehouse and Logistics Hub Certification evaluates development's sustainability from design through construction to operation. The highest rating level in this program that may be attained is GEM 5



Pune Sorting Centre, has also been awarded GEM 5 Certification

We are pleased to be a part of India's Sustainability movement to Care for Mother Earth, with the aim of promoting environmentally sustainable green building design and construction



Awards



The Economic Times Most Promising Business Leader of Asia 2022-23

Conferred with the Supply Chain and Logistics Excellence (SCALE) awards for the best "Express Courier" 2022 by the prestigious Confederation of Indian Industry (CII)

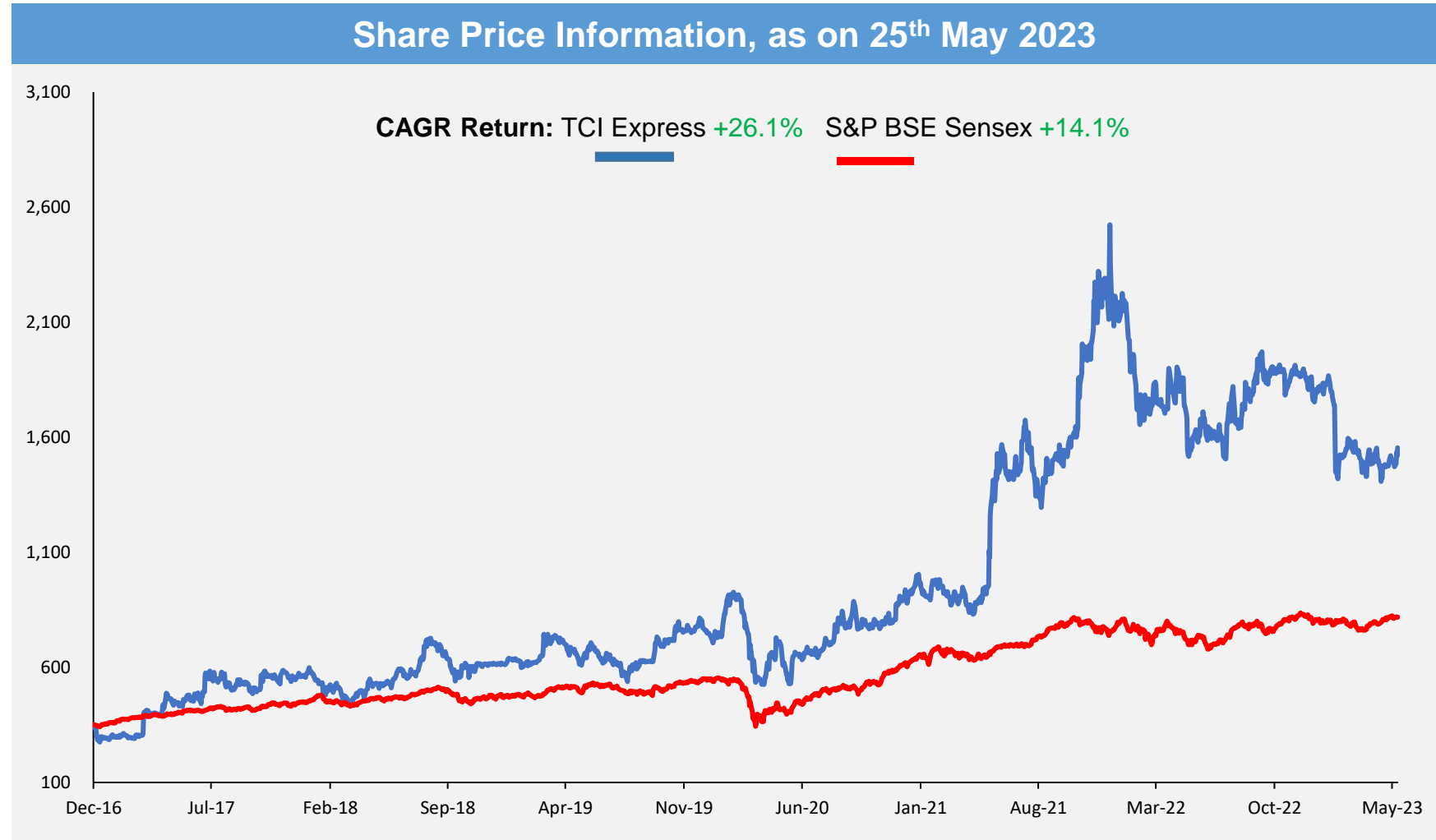


Launch of "Express Delivery Services"
Supporting the Journey towards India@2047



Capital Market Information

| Key Facts 25 th May 2023 | |
|-------------------------------------|----------------|
| BSE / NSE Ticker | 540212/ TCIEXP |
| CMP (Rs.) | 1,554 |
| Shares O/S (Cr) | 3.83 |
| Market Cap (Rs. Cr) | 5,954 |
| 52 Week H/L (Rs.) | 2,010 / 1,384 |



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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|------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|



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