

# TCI EXPRESS

LEADER IN EXPRESS

## EMPOWERING BUSINESSES WITH EXPRESS SPEED

Revolutionizing Speed, Service,  
and Sustainability



Q1 FY2025 Earnings Presentation

# Fastest Express Delivery Company in India

Successfully completed 8 years post the demerger and has become one of the leading delivery companies in India

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

**2016**  
Year of Listing

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

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

**60,000+**  
Location Served

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

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

**3,000+**  
Work Force

**195+**  
Countries

**5,500+**  
Containerized  
Vehicles

**970+**  
Branch Setup

**73**  
Air Gateways

**28**  
Sorting Centres



# Why TCI Express?



## Asset Light Business Model:

Operating with an asset-light model, optimizing efficiency and flexibility without heavy investments in physical assets



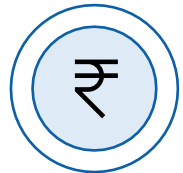
## High Value Cargo (Low volume, high margins):

Ensures maximum profitability and value for every shipment



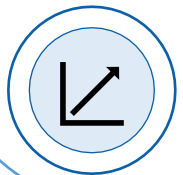
## Low Working Capital Requirement:

Minimized working capital needs, enhancing financial stability and operational agility



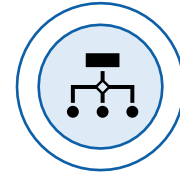
## Lowest Cost Structure:

Lowest cost structure in the industry, ensuring cost-effective solutions for our clients



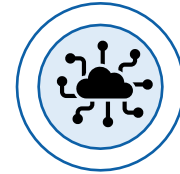
## Expansion of Services:

Expanding service offerings to meet evolving market needs and provide comprehensive logistics solutions



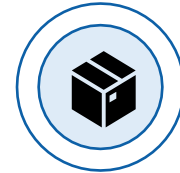
## No Franchise, All owned Branches:

All branches owned and operated directly, ensuring consistent quality and control across its network



## API based backend technology:

Streamlining processes and integrating seamlessly with client systems for enhanced operational efficiency



## Containerized Movement:

Containerized movement for secure and efficient transport, minimizing handling and reducing the risk of damage



## Superior Customer Support Services:

Delivering exceptional customer support, providing responsive and personalized service to meet diverse client needs



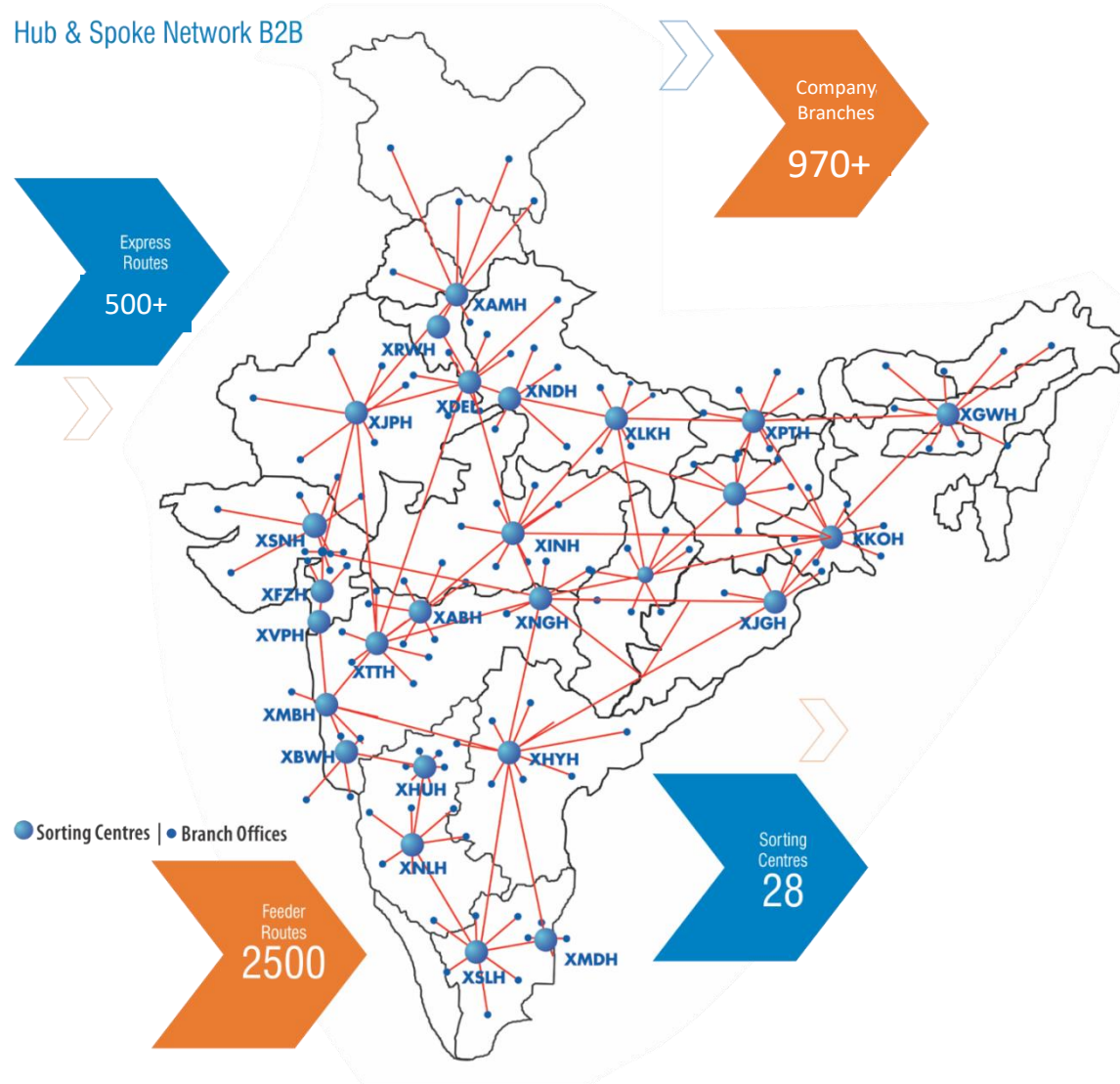
## Focus on Automation:

Prioritizing automation to optimize processes, increase efficiency and ensure timely delivery of services



# Geographical Footprint

## Fastest Delivery Company with Unmatched Network and Efficiency



Express Services

Surface Express

Domestic and International Air Express

C2C Express

Rail Express

Pharma Cold Chain Express

E Commerce Express



# 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:	600 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

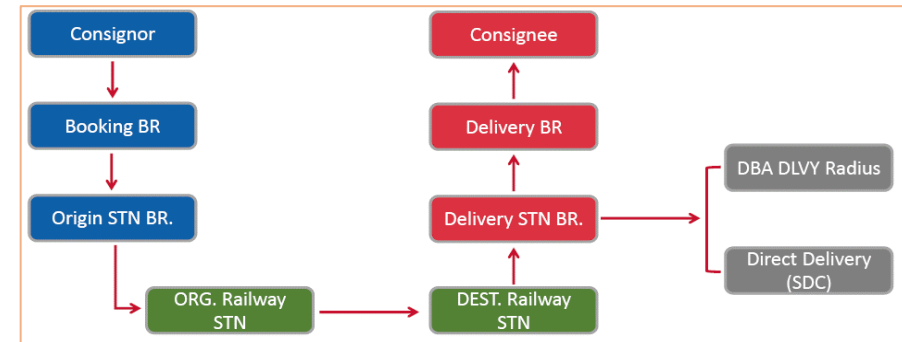
Higher Margin Business

Infrastructure Backed by Government

**5000+**  
Customer Base

**150**  
Route Presence

## Centralized and integrated express logistics system



# Expanding Service Offering: C2C Express

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



Nationwide full truckload service in fast trucking mode

Integration with logistics systems through advanced API solutions

Comprehensive GST and GTA services

Single Point of contact for any query

## Transportation Mode – Milk Run

- ✓ End-to-end transportation with multi-location pickup and delivery
- ✓ Temperature-controlled transportation, with vehicles ranging from 1 ton to 18 tons
- ✓ Real time tracking through GPS and temperature through tracer

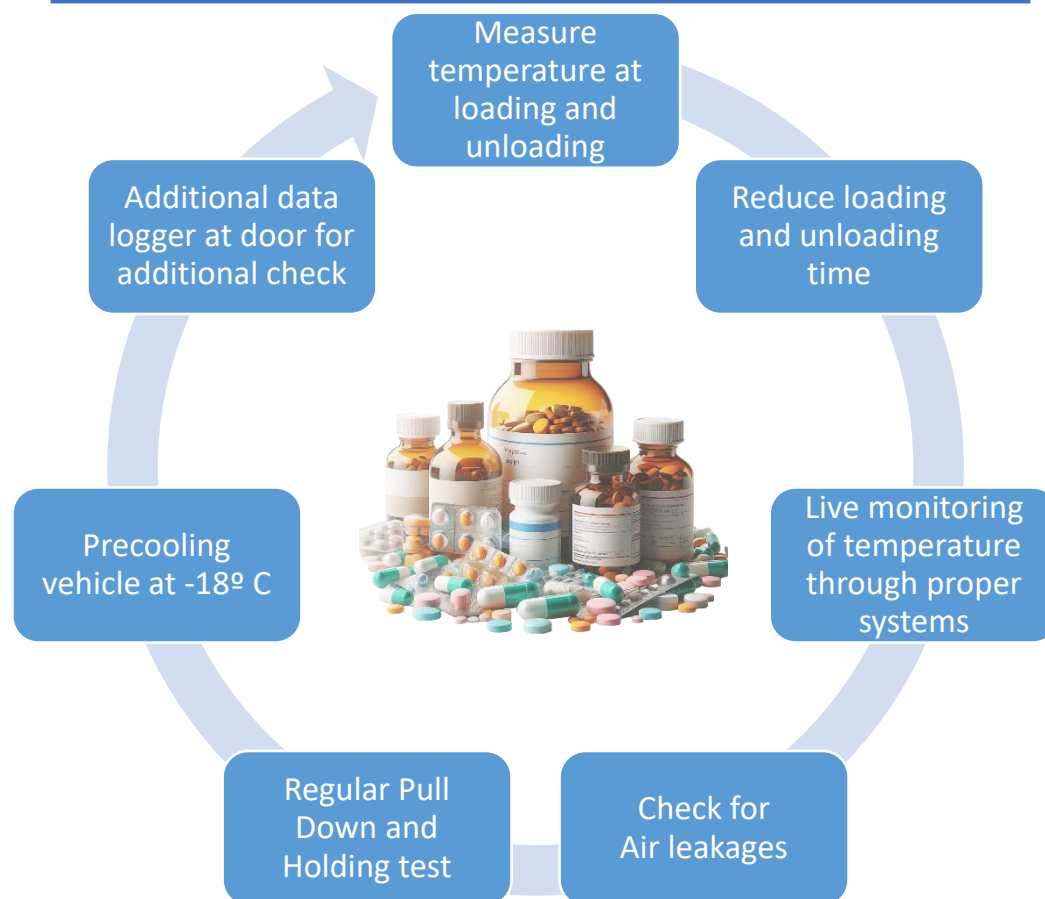
## Transportation Mode – Fast Trucking

- ✓ Movement of high-value cargo
- ✓ Multimodal transport facility via Surface, Air, and Rail modes
- ✓ Diverse fleet with open and containerized vehicles

# 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: Money Back Guarantee

## TCI Express Introduces Industry-First Money Back Guarantee Scheme

Ensures that all shipments are delivered within the promised time frame

Offers a full refund of the basic freight charges if the delivery is delayed beyond the guaranteed time

Applies to all modes of transportation, including Surface Express, Rail Express, and Air Express

Hassle-Free Booking and Seamless Claim Settlement Process

Enhances flexibility for customers by covering a wide range of logistics needs



**TCIEXPRESS**  
LEADER IN EXPRESS

**MONEY BACK GUARANTEE**  
ON TIME DELIVERY

WE PROMISE PUNCTUALITY OR **YOUR PAYMENT RETURNED**

- GUARANTEED ON TIME DELIVERY
- APPLICABLE FOR AIR, SURFACE AND RAIL SHIPMENTS.
- 100% BASIC FREIGHT REFUNDS ON DELAYED DELIVERIES
- COVERING ALL METRO ACROSS INDIA
- HASSLE-FREE BOOKINGS & SEAMLESS CLAIM SETTLEMENT

Terms & Conditions

[www.tciexpress.in](http://www.tciexpress.in) | [mbg@tciexpress.in](mailto:mbg@tciexpress.in) | 1800 2000 977



## SME Businesses were Impacted Due to Increase Costs including Inflation, Labor Costs and Interest Rates

### Total Income

Rs. 295 Cr  
(3.6)% Y-o-Y

### EBITDA

Rs. 36 Cr  
12.1% Margin

### Profit After Tax

Rs. 23 Cr  
7.8% Margin

### Cash from Operations

Rs. 11 Cr

### Key Highlights

- The general elections led to a temporary reduction in volumes, as political uncertainties and shifts in market dynamics affected overall business activity and demand.
- SME businesses faced challenges from high inflation, rising labor costs, and elevated interest rates, which strained their finances and impacted overall performance.
- Persistent challenges from lower demand and elevated inventory levels led to a decrease in the volume of goods shipped this quarter
- The capacity utilization during the quarter was at 82%
- The efficiency of our operations has been significantly enhanced with the successful completion of automation at the Pune sorting center
- Launched Money Back Guarantee (MBG) scheme, offering customers a 100% refund for delayed deliveries under the MBG scheme





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

*“Q1 FY2025 presented various challenges, including market fluctuations and increased costs due to ongoing multimodal enhancements as well as inflation, labor costs, and interest rates impacted our SME customers. These factors combined with a temporary decline in volumes due to the general elections and adverse weather conditions, led to lower utilization levels and a subsequent decline in margins. However, despite these headwinds, we remain focused and optimistic about the future. We anticipate stabilization in the coming quarters, driven by evolving logistics demands and our strategic initiatives, which position us well to capitalize on the strong prospects in India's delivery sector.*

*On the operational front, we are strengthening our Multimodal business, with a goal to increase its contribution to 20-22% of our total revenue over the next 2-3 years. Our focus on expanding this segment will allow us to offer more integrated logistics solutions to our customers. The automation of our Pune Sorting Centre, covering 140,000 square feet with an AI-enabled automated cross-belt sorter, has significantly boosted our efficiency in Western India. We plan to extend this automation strategy to our sorting centers in Ahmedabad and Kolkata, over the next 3 years.*

*In our rail logistics sector, we have expanded our customer base to over 5,000 and opened five new branches to enhance our network. Additionally, our Money Back Guarantee (MBG) scheme sets a new industry standard by ensuring on-time delivery across all service modes.*

*Additionally, TCI Express is proud to be recognized as a Great Place to Work for the fourth consecutive year, demonstrating our ongoing commitment to a positive and rewarding work environment.*

*As we move forward, TCI Express is dedicated to strengthening its multimodal business, with a focus on serving SME customers through our air and rail express divisions. Supported by our robust asset-light business model and a well-defined strategic growth plan. We believe that with our strategic initiatives and strong leadership, we are well-equipped to seize the opportunities that lie ahead and deliver sustained value to our stakeholders.”*



# Financial Performance

Particulars (in Cr)	Q1		Y-o-Y	Q4	Q-o-Q	Y-o-Y		
	FY2025	FY2024	Growth (%)	FY2024	Growth (%)	FY2024	FY2023	Growth (%)
Income from Operations	293.0	304.9	(3.9)%	317.1	(7.6)%	1,253.8	1,241.0	1.0%
Other Income	2.3	1.5		1.9		7.2	7.2	
Total Income	295.3	306.4	(3.6)%	319.0	(7.5)%	1,261.0	1,248.2	1.0%
EBITDA	35.8	47.9	(25.2)%	46.8	(25.2)%	194.4	201.7	(3.6)%
Margin (%)	12.1%	15.6%		14.7%		15.4%	16.2%	
EBIT	30.7	43.3	(29.0)%	41.9	(28.6)%	175.4	186.3	(5.8)%
Margin (%)	10.4%	14.1%		13.1%		13.9%	14.9%	
PBT	30.5	42.9	(28.9)%	41.5	(28.6)%	174.0	184.5	(5.7)%
Margin (%)	10.3%	14.0%		13.0%		13.8%	14.8%	
PAT	23.1	32.3	(28.5)%	31.6	(29.4)%	131.7	139.3	(5.4)%
Margin (%)	7.8%	10.6%		9.9%		10.4%	11.2%	
EPS	6.0	8.4	(28.2)%	8.24	(29.4)%	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



# Q1 FY2025 Performance Discussion

- Total Income for the quarter stood at Rs. 295 Crores, registering a decrease of 3.6% Y-o-Y
- Temporary Decline in EBITDA margin:
  - Volumes temporarily declined due to the general elections, impacting utilization levels and margins. A recovery in EBITDA margin is expected in the coming quarters
  - The contribution to revenue from newly launched services, particularly from rail express, has been steadily increasing
- Capital expenditure of Rs. 7.5 Crores in Q1 FY25 was primarily spent on the development of sorting centers
- During Q1 FY2025, 5 new branches were added to deepen our presence in key growing markets, supporting the multimodal express business and enhancing market reach and customer accessibility

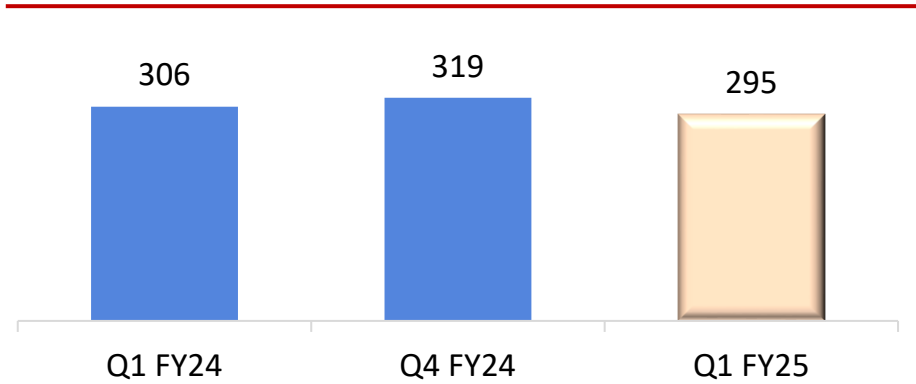
# Q1 FY2025 Performance Discussion

- SME customers experienced financial strain due to high inflation, elevated interest rates, and increased labor costs. These factors contributed to reduced business activity and lower demand, which in turn affected overall volume
- The Air Express segment saw a rise in costs primarily due to the consolidation of airlines, which led to reduced competition and higher freight rates. Additionally, other cost increases in this segment further pressured margins
- Ongoing enhancements and expansions in our multimodal express business, particularly in tier 2 and tier 3 cities, resulted in increased operational costs. While these investments are strategic for long-term growth, they contributed to the short-term margin decline

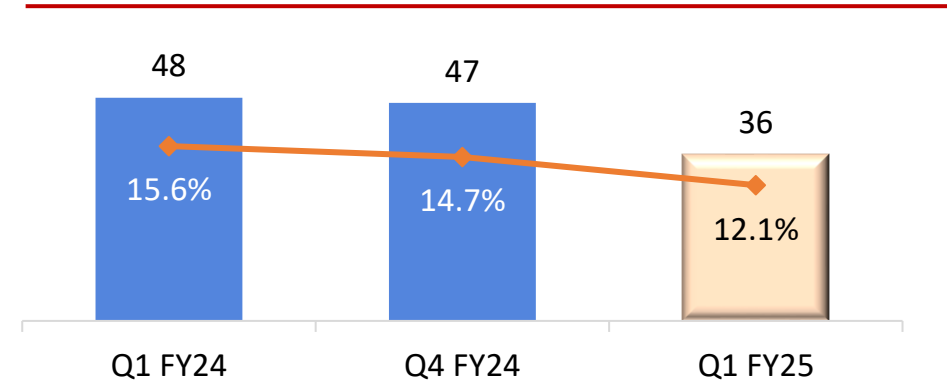
# Quarter Performance Trends

Resilient financial performance and profitability by maintaining industry leading margin profile

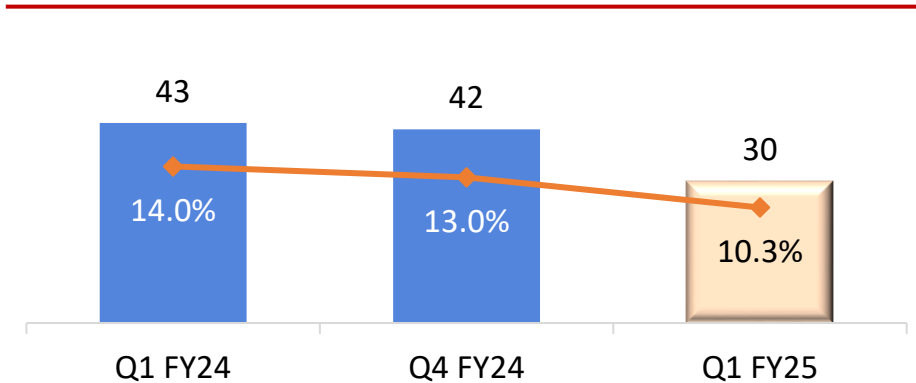
## Total Income



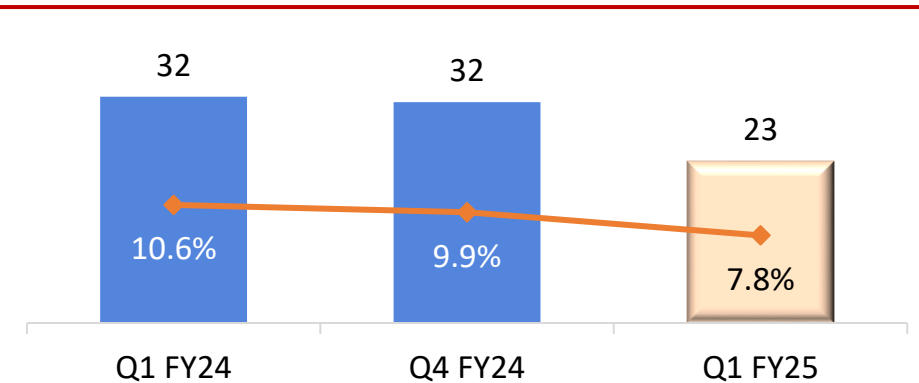
## EBITDA and Margins



## PBT and Margins



## PAT and Margins



Notes:

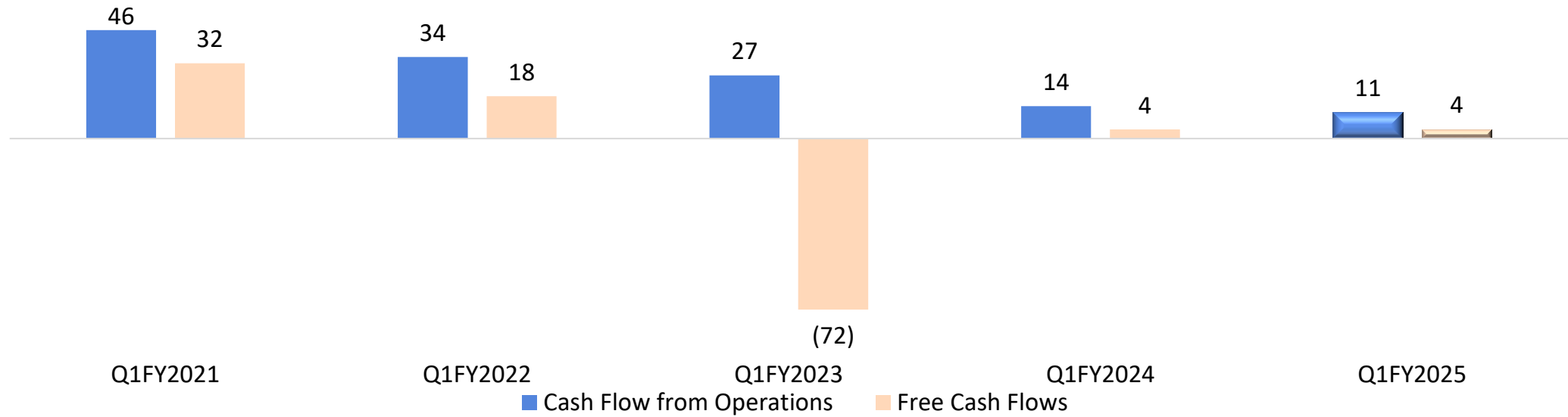
1. EBITDA includes other income
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# Cash Flow from Operations vs Free Cash Flows

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



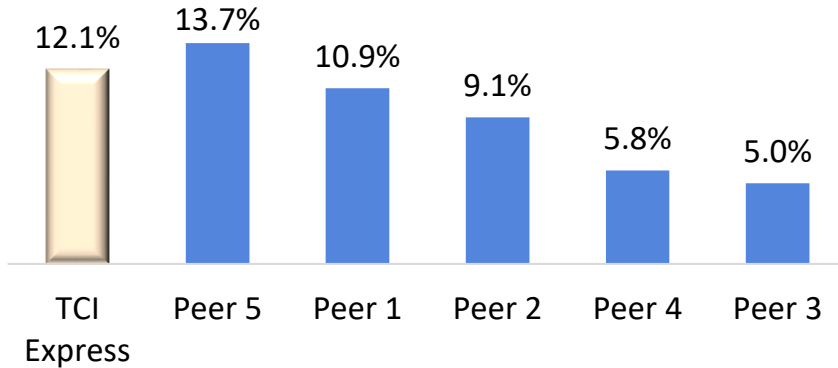
- Cash flow from operations of Rs. 11 crore for Q1 FY2025
- During Q1 FY2025, the company incurred a capital expenditure of Rs. 7 crore for development of sorting centers
- Efficient working capital management, along with debt free capital structure contributes to generating sustainable free cash flow and attractive returns to shareholders



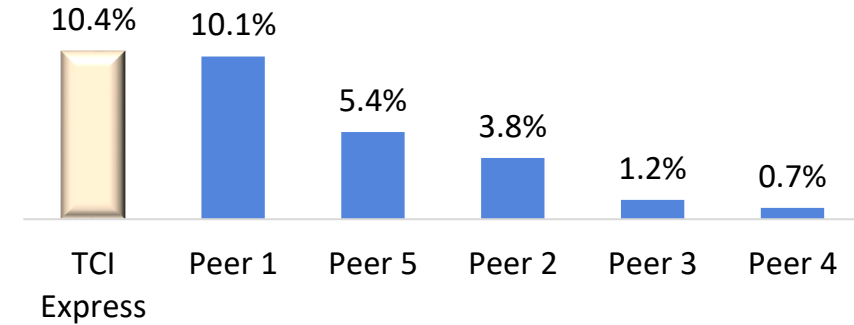


# Comparative Analysis of Margins and Profitability

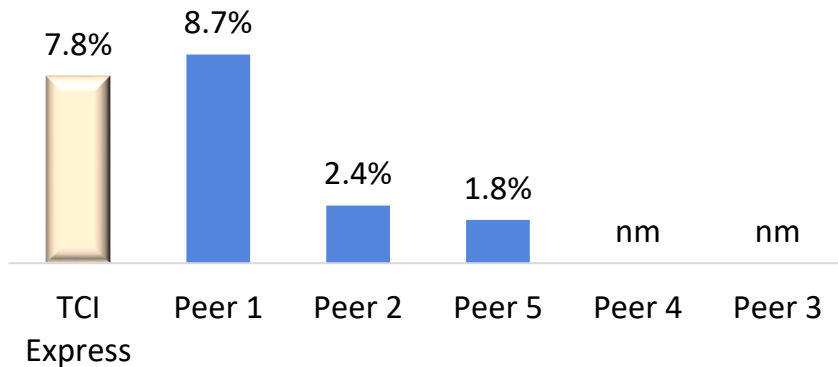
## EBITDA Margins %



## 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 **Q1 FY2025 reported numbers**
2. EBITDA and EBIT including Other Income



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

## 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 /-

### Key Highlights

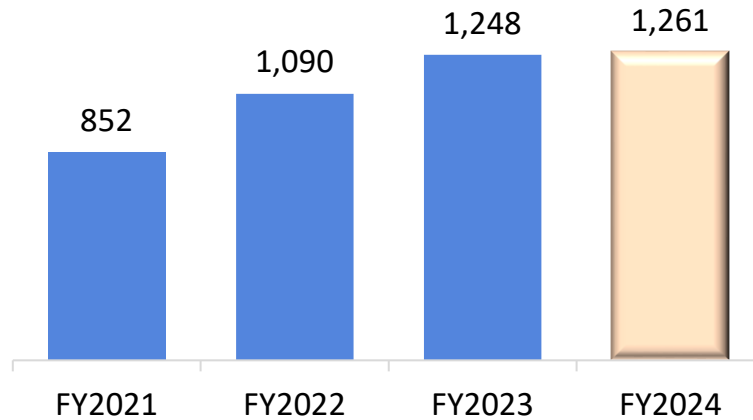
- The capacity utilization during FY2024 was at 84.0%
- The efficiency of our operations has been significantly enhanced with the successful completion of automation at the Pune sorting center
- Strong cash flow from operation of Rs. 136 crores with robust CFO to EBITDA ratio of 70%
- Paid a total dividend of Rs. 8 per share for FY24, representing a payout of 400% on the face value
- 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

\*Cash Profit = Net profit + Depreciation

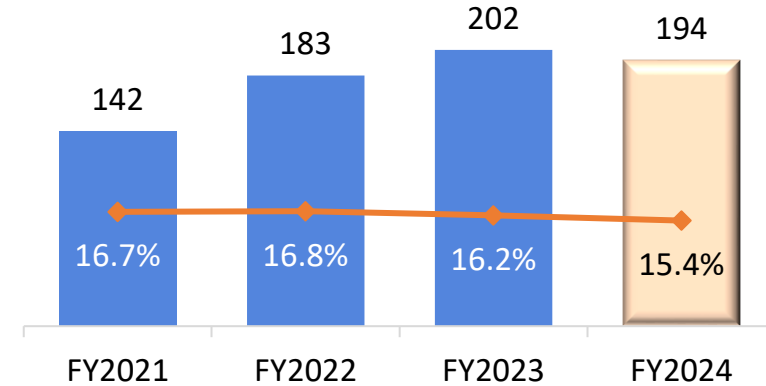
# Annual Performance Trend

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

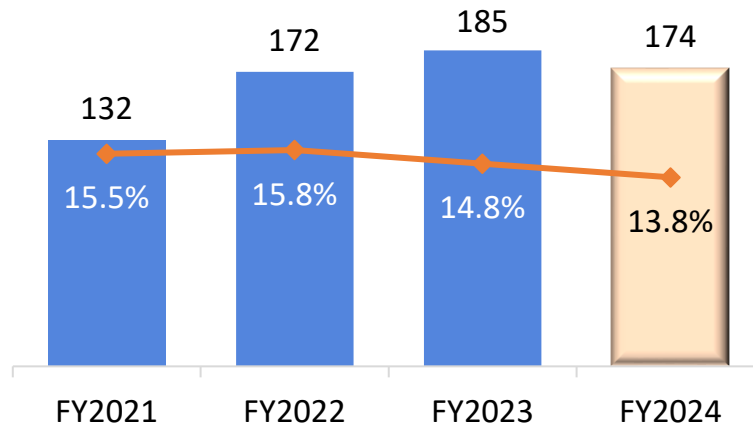
## Total Income from Operations



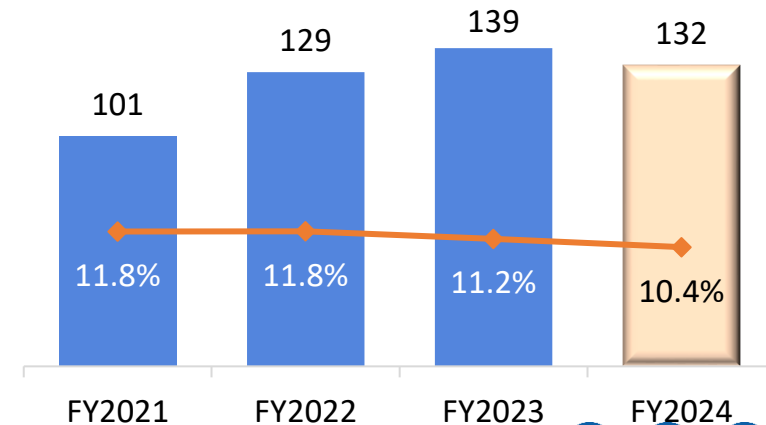
## EBITDA Margins



## PBT and Margins



## PAT and Margins



Notes:

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

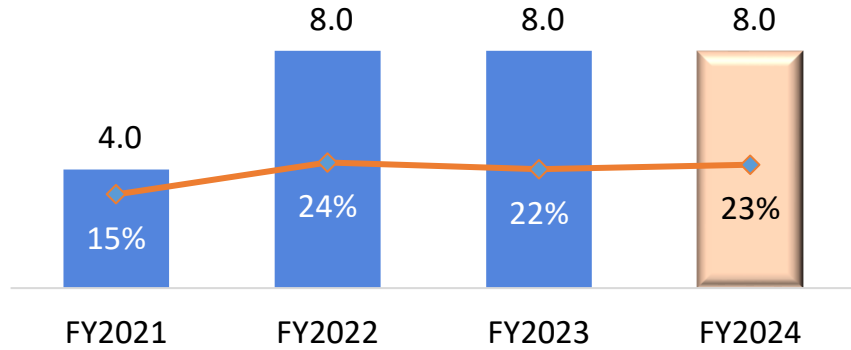
\* All numbers in Crores unless specified



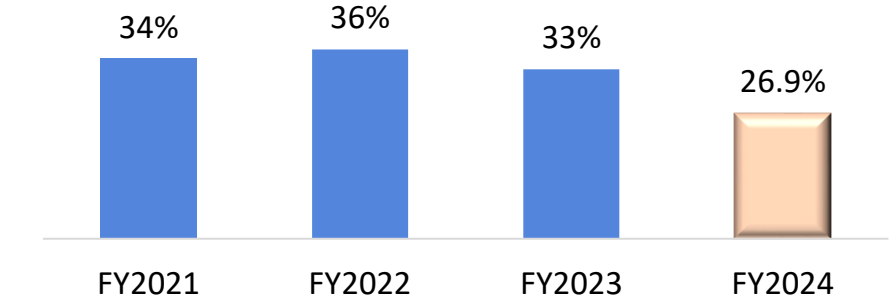
# Key Ratios

Delivering consistent growth and profitability for our shareholder

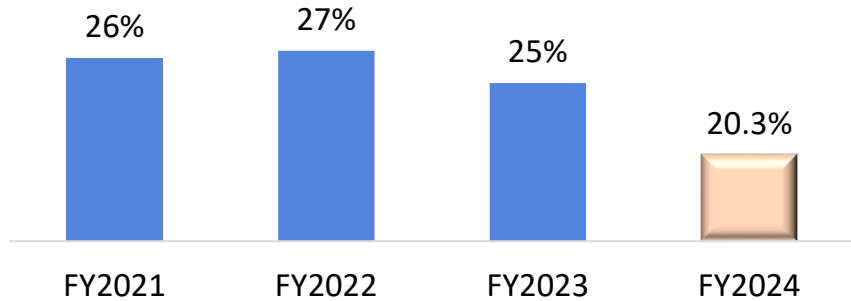
## Dividend per Share (Rs) & Payout (%)



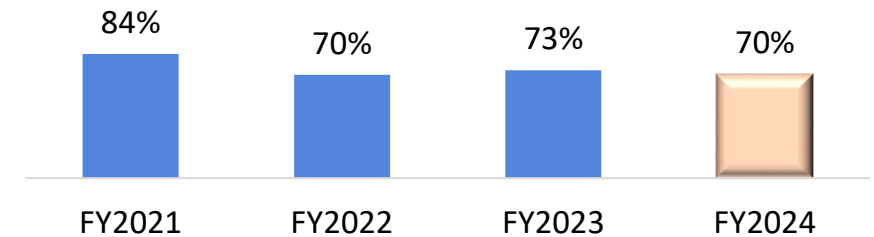
## Return on Capital Employed (%)



## Return on Equity (%)



## Cash Conversion Ratio (%)



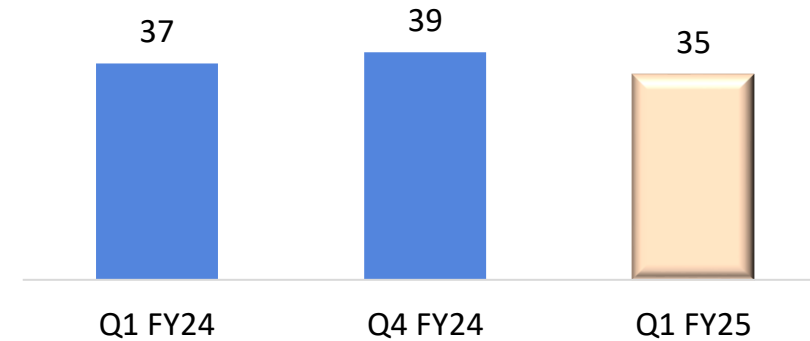
# Leverage Profile and Working Capital Cycle

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

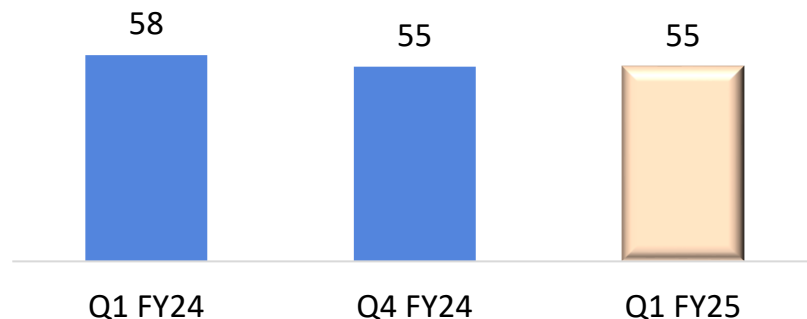
Particulars (in Cr)	Mar-23	Mar-24	June-25
Long Term Debt	0.0	0.0	0.0
Short Term Debt	0.7	2.7	0.0
<b>Total Debt</b>	<b>0.7</b>	<b>2.7</b>	<b>0.0</b>
Less: Cash & Cash Equivalents	46.7	110.4	108.5
<b>Net Debt</b>	<b>(45.9)</b>	<b>(107.7)</b>	<b>(108.5)</b>
Total Equity	596.4	704.0	726.7
Net Debt/Equity	(0.08x)	(0.15x)	(0.15x)

## Stable Working Capital Management

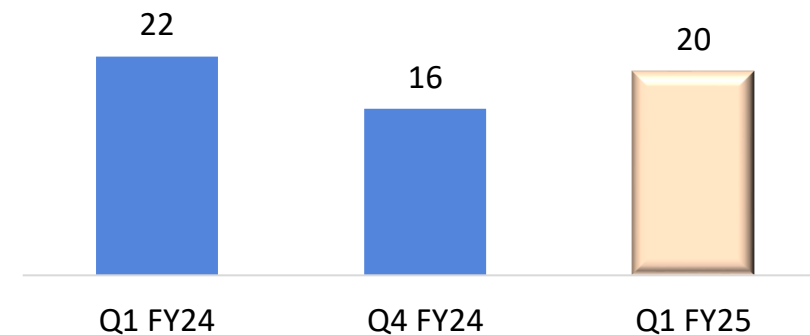
### Payables Days



### Receivables Days



### Net Working Capital Days



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

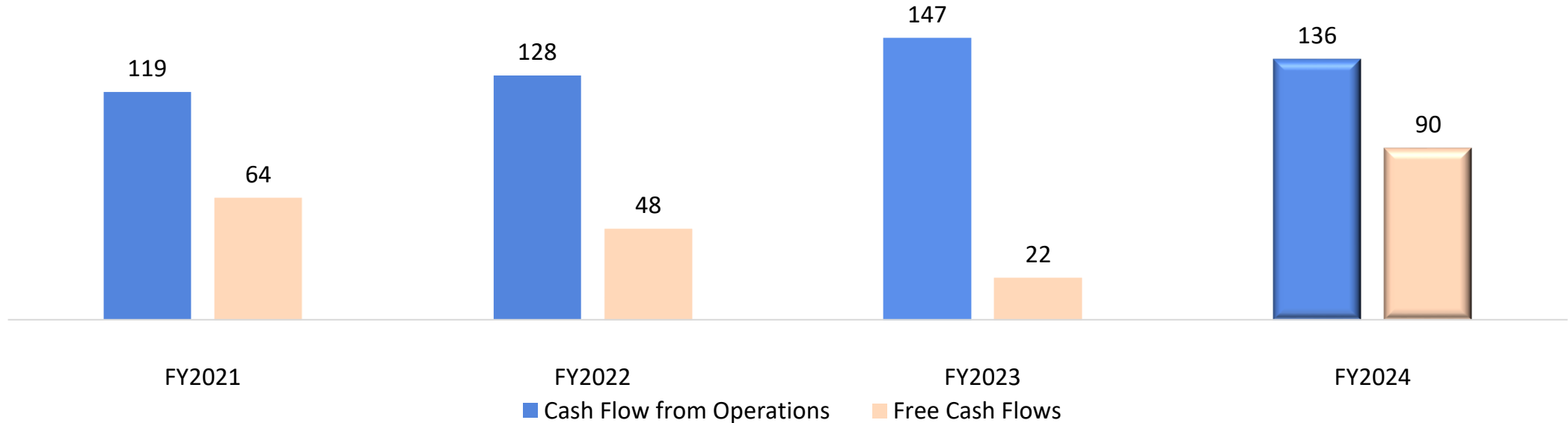
# Standalone Balance Sheet

Particulars (Rs Crores)	FY2024	Q1 FY25
<b>Assets</b>		
<b>Non-Current Assets</b>		
Property, Plant and Equipment	418.5	415.2
Right of Use Assets	28.6	29.8
Capital Work in Progress	16.1	22.5
Intangible Assets	4.6	4.5
<b>Financial Assets</b>		
Investments	6.5	6.5
<b>Total Non-Current Assets</b>	<b>474.3</b>	<b>478.5</b>
<b>Current Assets</b>		
<b>Financial Assets</b>		
Trade receivables	231.8	237.0
Cash & cash equivalents	13.2	12.6
Other Bank Balances	3.4	8.4
Other Financial Assets	10.6	11.6
Investments	87.9	82.6
Current Tax Assets ( Net)	5.7	6.7
Other current assets	23.6	21.0
<b>Total Current Assets</b>	<b>376.2</b>	<b>379.9</b>
<b>TOTAL ASSETS</b>	<b>850.5</b>	<b>858.4</b>

Particulars (Rs Crores)	FY2024	Q1 FY25
<b>Equity and Liabilities</b>		
<b>EQUITY</b>		
Equity Share Capital	7.7	7.7
Other Equity	696.4	719.9
<b>Total Equity</b>	<b>704.1</b>	<b>727.6</b>
<b>LIABILITIES</b>		
<b>Non-Current liabilities</b>		
Lease liabilities	3.9	5.1
Long Term Borrowings	0.0	0.0
Deferred Tax liabilities (Net)	13.5	14.1
<b>Total Non-Current Liabilities</b>	<b>17.4</b>	<b>19.2</b>
<b>Current liabilities</b>		
Short Term Borrowings	3.0	-
Lease liability	3.6	3.6
Trade Payables	90.7	77.6
MSME	1.0	1.5
Others Financial liabilities	12.8	8.3
Provisions	5.1	6.5
Other Current liabilities	12.8	14.1
<b>Total Current Liabilities</b>	<b>129.0</b>	<b>111.6</b>
<b>Total Liabilities</b>	<b>146.4</b>	<b>130.8</b>
<b>Total Equity And Liabilities</b>	<b>850.5</b>	<b>858.4</b>

# Cash Flow from Operations vs Free Cash Flows

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

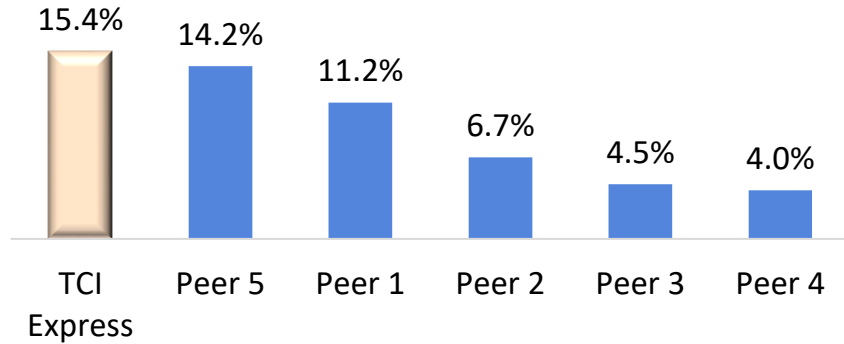


- Cash flow from operations of Rs. 136 crore for FY2024
- During FY2024, the company incurred a capital expenditure of Rs. 46 crore for expansion of our branch network, automation and ramping up our IT infrastructure
- Efficient working capital management, along with debt free capital structure contributes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

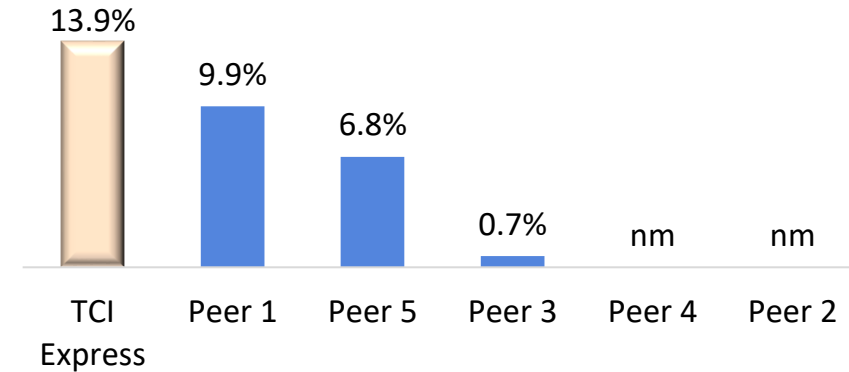


# TCI Express – Leading Margins and Profitability in the Industry

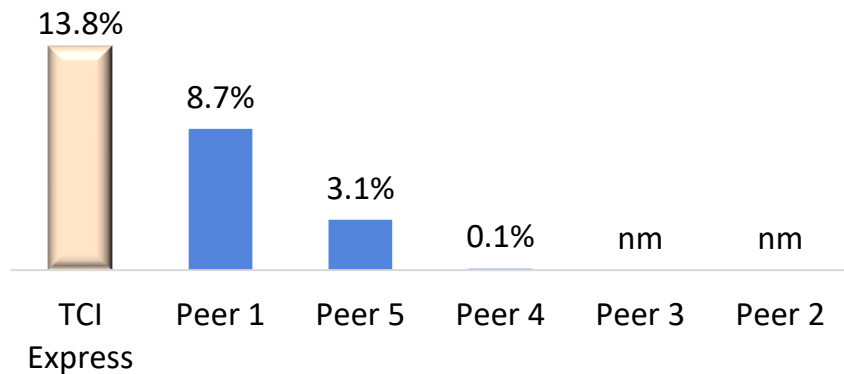
## EBITDA Margins %



## EBIT Margins %



## PAT Margins %



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- 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 **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
- ✓ Money Back Guarantee Scheme



# 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

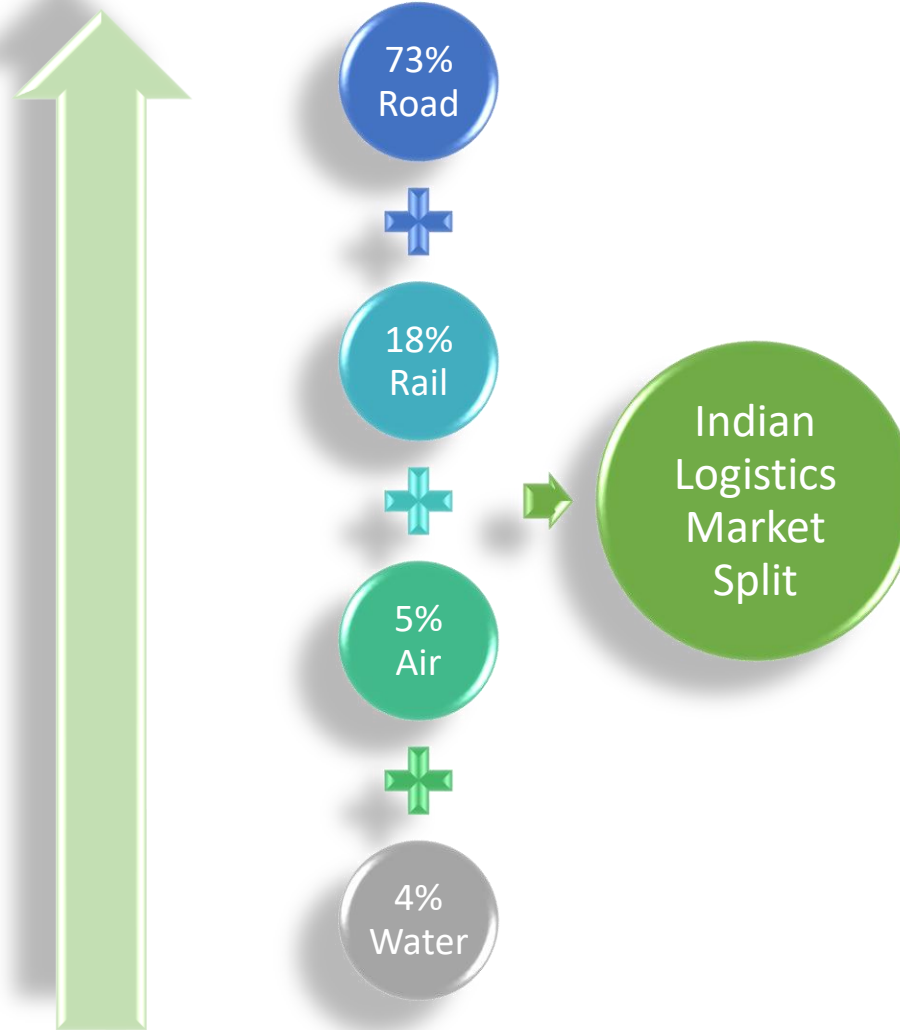
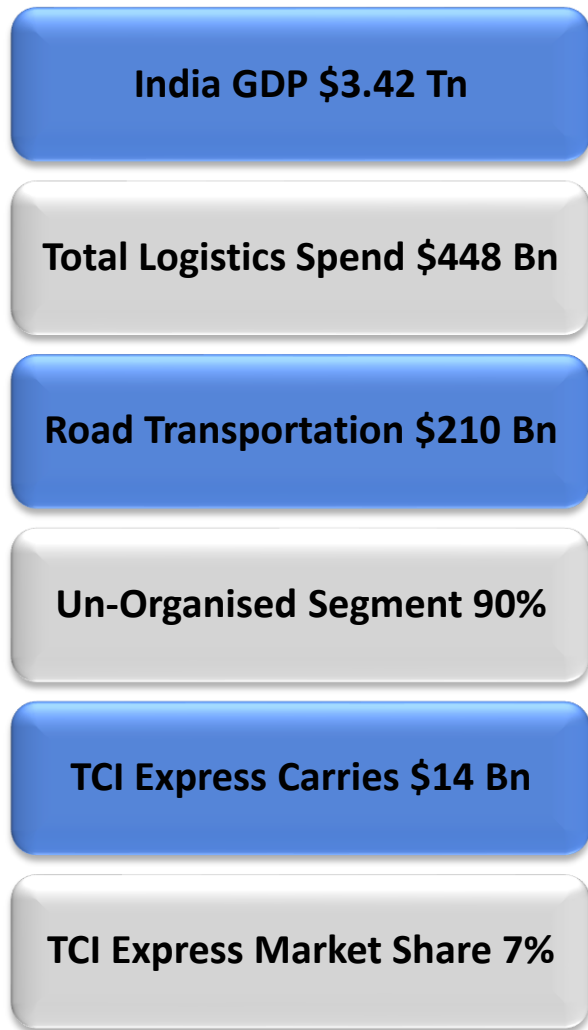
Well placed to deliver sustainable growth

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

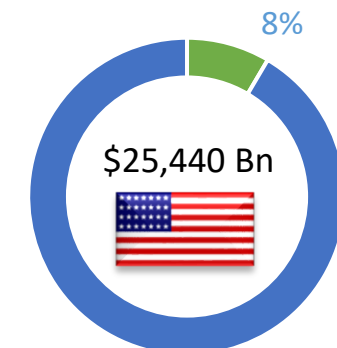
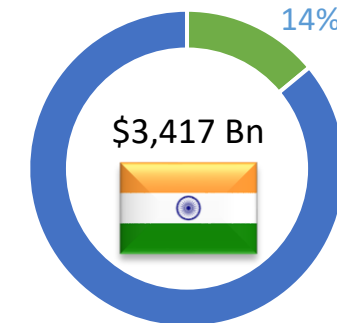
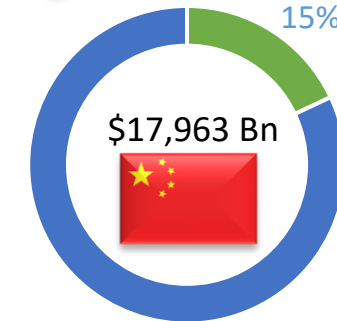
Full focus on technological advancement and automation to further enhance operational efficiency



# 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.

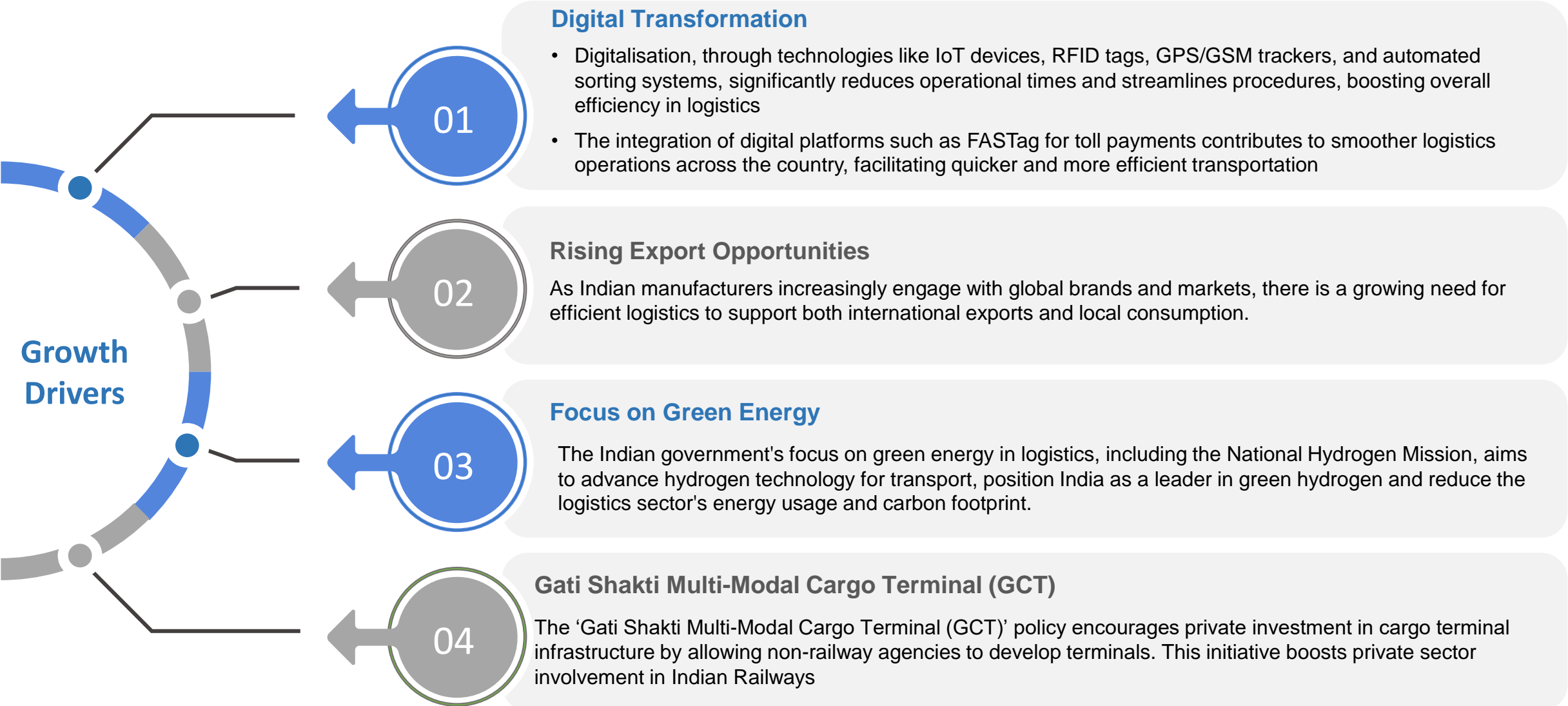


India's logistics industry has moved up 6 places to reach the 38th rank out of 139 countries in the World Bank's Logistics Performance Index. Showcasing advancements in logistics services

- 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



# Growth Drivers



# 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 600 Kwp and 280 Kwp solar panels at Gurgaon and Pune sorting centers respectively, which have collectively generated 9,27,771 kWh of renewable electricity in FY2024

### 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

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

--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

4

Sub Factor	Keywords	Frameworks	Links	Metric	Highlights
<b>Company Overview</b>					
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			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

### Certified as Great Place to Work (2024-25)



TCIEXPRESS has been once again certified as a Great Place to Work for 2024-2025, reaffirming its commitment to fostering a positive and inspiring work environment. This achievement is a testament to the incredible team that makes TCIEXPRESS a consistently great workplace.

### India's Logistics Champion 2024 by ISCM



TCIEXPRESS has been honoured with the prestigious title of India's Logistics Champion 2024 by the Institute of Supply Chain Management (ISCM). This esteemed recognition highlights TCIEXPRESS's excellence and leadership in the express delivery industry.

### Asia's Greatest Brand & Leader for Sustainable Practices 2023



Shri. Chander Agarwal, MD, TCI Express has been awarded with the **Asia's Greatest Leader for Sustainable Practices** and TCI Express has been recognized as **Greatest Brand for Sustainable Practices** by AsiaOne

# 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



Certified as Great Place to Work (2024-25)



International Air Transport Association

## SORTING CENTER AWARDS



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.



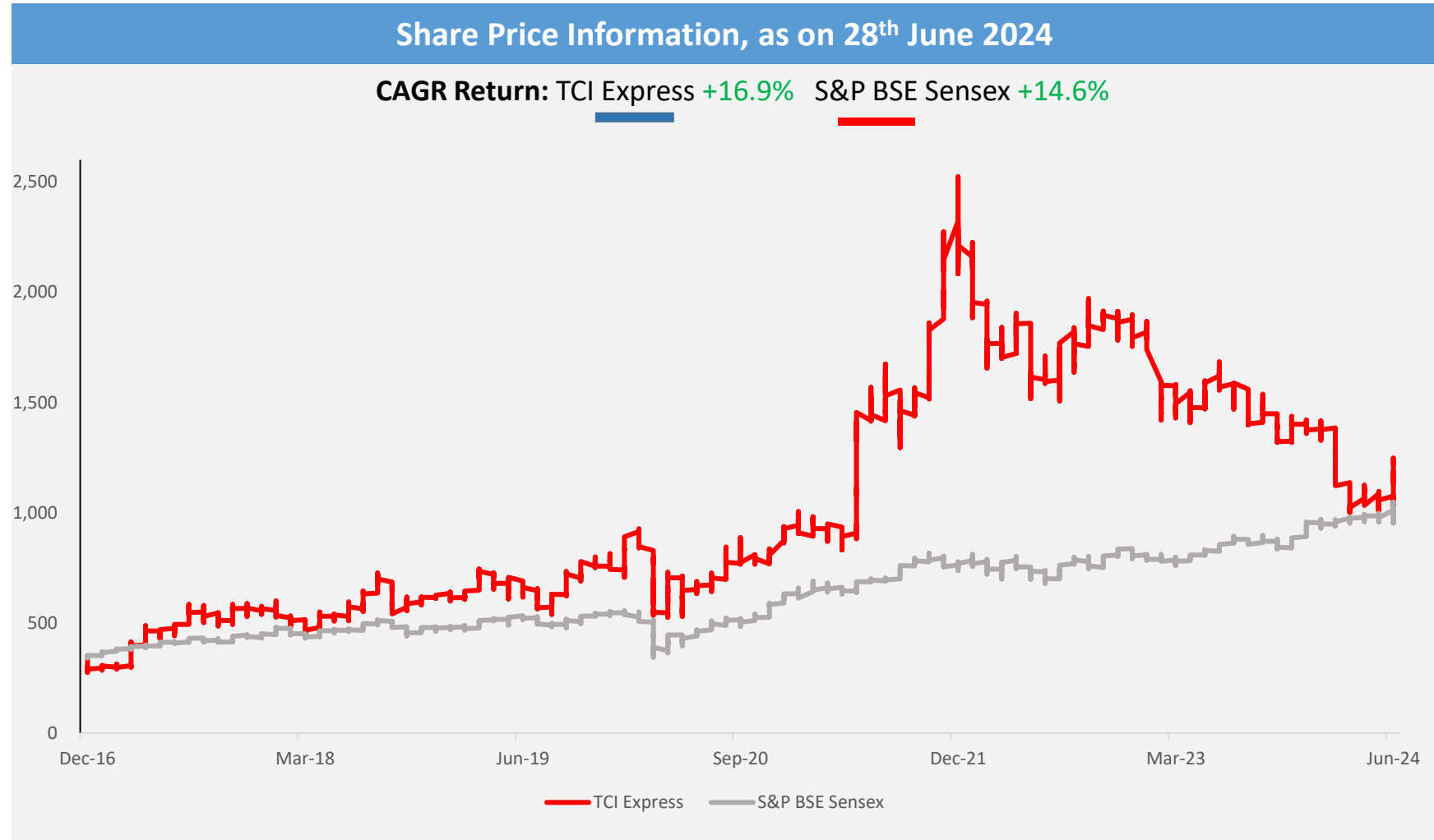
Complementing India's Sustainability Movement TCI Express Ltd. **GIGA Sorting Centre in Tajnagar** has received the **GEM 5 Certification**

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



# Capital Market Information

Key Facts 28 <sup>th</sup> June 2024	
BSE / NSE Ticker	540212/ TCIEXP
CMP (Rs.)	1,222
Shares O/S (Cr)	3.83
Market Cap (Rs. Cr)	4,680
52 Week H/L (Rs.)	1,683/1,000



**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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