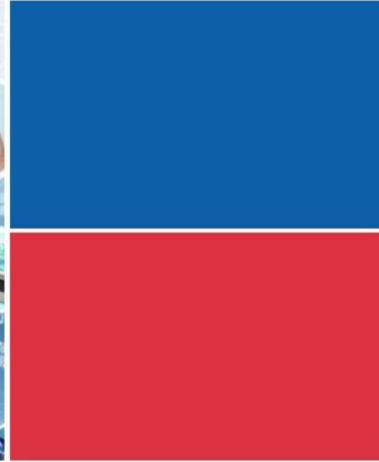


TCI EXPRESS

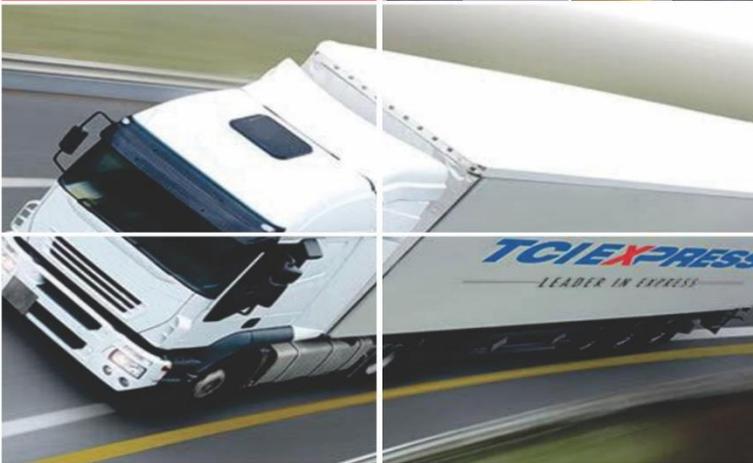
LEADER IN EXPRESS



TCI EXPRESS

LEADER IN EXPRESS

Investors Presentation February 2017



Mission Statement

TCI EXPRESS

LEADER IN EXPRESS

L *LOVED BY CUSTOMERS IN INDIAN AND INTERNATIONAL MARKETS*

E *EXPRESS MULTIMODAL FASTEST COMPANY*

A *ALWAYS AHEAD OF THE REST IN SPEED AND PROFESSIONALISM*

D *DELIGHT OUR CUSTOMERS EVERY TIME*

E *EXCELLENCE IN SERVICE USING THE LATEST IN TECHNOLOGY*

R *RELIABLE TO ALL OUR CUSTOMERS AND RESPECTED BY ALL OUR STAKEHOLDERS*

OUR VISION

TCIEXPRESS should be a customer oriented, multitechnology, multispecialist transport system in the Indian and International markets, with a proven commitment to excellence in every facet of activity and pursuit of value based policies to satisfy aspirations of society, customers, vendors, employees, share holders and the transport industry.

हमारा ध्येय

टीसीआई एक्सप्रेस देश-विदेश के बाजारों में, ग्राहक-केंद्रित, बहु-प्रौद्योगिकी आधारित और बहु-विशेषज्ञ वाहन प्रणालियों के संचालन वाली कंपनी है जो समाज, ग्राहकों, वैडरों, कर्मचारियों, शेयरधारकों तथा परिवहन उद्योग की आकांक्षाओं को पूरा करने के लिए, अपनी विभिन्न गतिविधियों में उत्कृष्टता सुनिश्चित करने के साथ-साथ मूल्य आधारित नीतियों को अपनाने पर जोर देती है।

QUALITY POLICY

To provide effective, reliable and on time express delivery services through continuous development of human resources, operational systems, information technology and infrastructure, while adhering to the Best Quality Management System for Customer's Delight.

गुणवत्ता नीति

ग्राहक की खुशी के लिए अच्छी गुणवत्ता प्रबंधन प्रणाली का पालन करते हुए मानव संसाधन, संचालन प्रणाली, सूचना प्रौद्योगिकी और बुनियादी ढांचे में निरंतर विकास के माध्यम से प्रभावी, विश्वसनीय और समय पर तेज वितरण सेवाओं को प्रदान करना।



We Are

- **“Leader in Express”** for our Customers, Shareholders, Employees and Vendors.
- **An Independent** company listed with stock exchanges of India with effective from 1st April, 2016 having credit rating of A1+ (ICRA) and A+ (CRISIL) with robust numbers backing our statement.



B2B and B2C on multi model Distribution

State of the Art Technology with GPS enabled vehicles, CCTV surveillance across all Sorting Centers



Over 20 + years of industry expertise

Strictly Private and confidential

TCI EXPRESS

LEADER IN EXPRESS



Year of Commencement 1996



Locations Served 40000



Countries Served 202



Containerized Vehicles 3000



Air Gateways 24



Company Branch Setup 550



Workforce 2000 +



Sorting Centres 28

A TCI Company

LISTED ENTITY



ISO CERTIFIED



RATED BY



IATA CERTIFICATE



**Business Superbrand Of
2016-17**



**The Economic Times Iconic
Brands Of India - 2017**

✓ Market Size

- ✓ The Indian Logistics industry size is estimated at USD 200 billion in 2016-17.
- ✓ As a premium segment, the express industry is a small but significant segment of the logistics industry.
- ✓ It is one of the fastest growing segments of the industry.

✓ Market Growth:

- ✓ The industry is expected to grow at 17% per annum in the next three years.
- ✓ Express industry is also expected to receive a fillip from the higher level of consumption demand in the country.
- ✓ The consumption demand in India is expected to grow at 10% over the next 10 years fuelled by higher economic growth, and this will in turn push the demand for items like electronics, garments, etc, in turn creating additional demand for express industry.
- ✓ The growth in express industry, is closely linked to the level of economic activity in the country.

✓ Logistics Spend of GDP:

- ✓ United States and the European Union, the share of logistics industry in GDP is estimated to be approximately 8% and 7%, respectively.
- ✓ Japan, logistics spends form approximately 11% of its GDP.
- ✓ China, the figure is as high as 18%.
- ✓ **India, various sources have indicated the share of logistics in GDP to be 11%-13%. While the estimates on the size of the industry vary, it is widely accepted that the logistics industry forms a significant part of any economy and grows in tandem with the economy.**

Future : Express Industry

PARAMETERS	INDIA	UNITED STATES	CHINA
Logistics Performance Index (LPI), 2014*	Score: 3.08 (rank: 54/160)	Score: 3.92 (rank: 9/160)	Score: 3.53 (rank: 28/160)
Logistic cost as % of GDP	13%	8.5%	18%
Different sectors' share of the logistic cost			
Major industries driving the logistics sector	Auto components, Pharmaceuticals, Cement, Textiles	Food processing and beverages, e-commerce	Metals, Electronics, Cement, Textiles
Major challenges	<ul style="list-style-type: none"> Inadequate road network Loss during transportation 	<ul style="list-style-type: none"> High employee cost 	<ul style="list-style-type: none"> High toll charges Shortage of trained manpower

Sources: Multiple sources (World Bank database, JLL Research, etc.)

Indian Logistics Sector has come a long way to its current growth. Sharing info on where we stand as a country vis-à-vis US, China.

Planning Commission, Govt. of India has proposed a lot for the infrastructural development which is favourable for the Express Sector

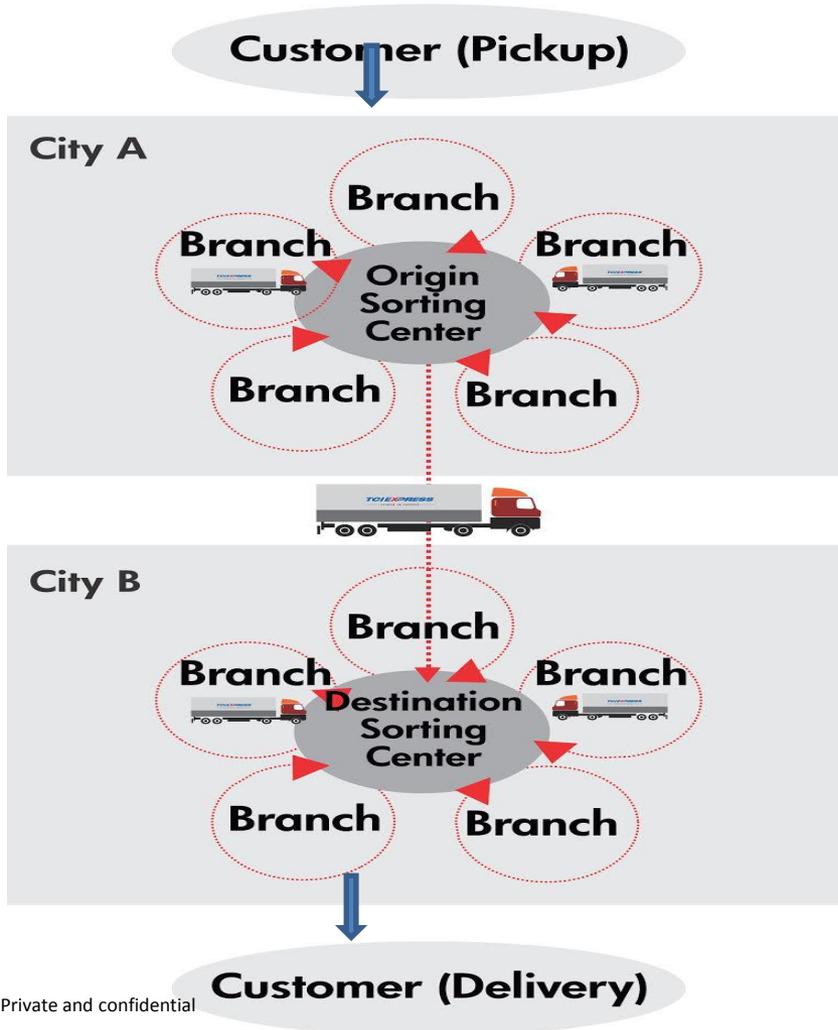
Total Investment Proposed in 12th Five Year Plan - USD 892 Bn*

ROADWAYS	RAILWAYS	SEA PORTS	AIRPORT	POWER
<p>Inv - USD 146 Bn</p> <p>12th Plan target- 1,000 km of expressway; 10,000 km of NH; 19,200 km of road up gradation</p> <p>New schemes for roads in Rural & North East areas</p> <p>Investment of about INR 9.14 trillion is proposed during the 12th Five Year Plan</p>	<p>Inv - USD 102.9 Bn</p> <p>Daily carrying 30 Mn passengers in over 19,000 trains</p> <p>Increase Rail freight share by 2% till end of 12th Plan</p> <p>Attracted FDI worth INR 349.4 billion till May, 2014</p> <p>Investment of INR 6.43 trillion during 12th Five Year Plan</p>	<p>Inv - USD 31.6 Bn</p> <p>Increase port cargo handling Capacity to 3200 MT by 2020</p> <p>Capital Dredging of 14 m by end of 12th Plan</p> <p>100% FDI in construction & maintenance of ports & harbours</p> <p>Investment of INR 1.97 trillion during 12th Five Year Plan</p>	<p>Inv - USD 14 Bn</p> <p>AAI targets to bring 250 operational Metro airport till 2020</p> <p>USD 81 Bn investment to upgrade non-metro airports</p> <p>100% FDI for greenfield airport</p> <p>Investment of INR 877 billion during 12th Five Year Plan</p>	<p>Inv - USD 291.2 Bn</p> <p>6th Largest in the world in Power Generation</p> <p>Energy generation capacity (Sept, 2013) - 228.7 GW</p> <p>Further planned to add 88.5 GW by 2017</p> <p>Investment of INR 18.2 trillion declared during 12th Five Year Plan</p>

Source: 12th five-year plan (2012-2017), Planning Commission, Govt. of India (now known as NITI Aayog). Exchange rate assumption: USD 1 = INR 62.5
 Note: *Total investment number includes all the sectors apart from the ones highlighted. Other sectors are telecommunications, irrigation, storage, and oil and gas pipelines.

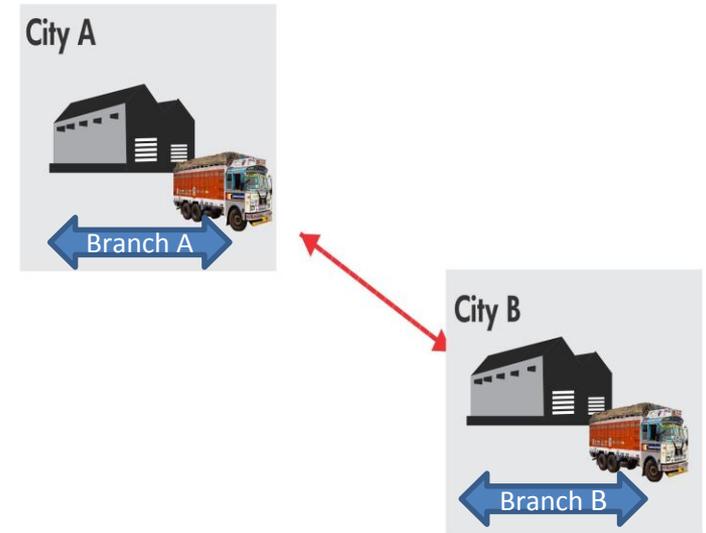
Express

Hub & Spoke Express (about 30 - 50kg about one two tons)



Traditional

Full-truckload



- ↓ Spot Buying, Unorganized
- ↓ Non Containerized vehicles
- ↓ Non time Definite
- ↓ No Door-to- Door Setup
- ↓ No Value Added Services

Service Offerings

TCI EXPRESS

LEADER IN EXPRESS



B2B



Surface Express

Offers express solutions with over 40000 pick-up and delivery locations with its fully containerized fleet of vehicles. It offers customized value added services to meet customer's requirements.



Domestic Air Express

Provides round the clock services and time sensitive express deliveries. It deliver in all major metros in 24hrs and Mini Metros and A class cities in 48hrs.



International Air Express

Provides services to around 202 Countries across the globe(Commercial/Non Commercial).



Reverse Express

Offers reverse logistics in effective and cost effective manner. It transports goods from location of the end user to the location of the manufacturer.



B2C



Priority Express

Priority service in assured door to door day definite delivery services for commercial and non commercial shipments to metro and non metro to selective locations backed by money back guarantee* at no extra cost.



E-Commerce Express

B2C and B2B on Multi Model Distribution for optimum on time delivery with value added features of COD(Cash on delivery).

Value Added Services

TCI EXPRESS

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COD

• Collection on Delivery

FOD

• Freight on delivery

TPL

Third Party Location -Anywhere to anywhere movement with centralized billing

Fleet Desk Management

Third Party Location -Anywhere to anywhere movement with centralized billing

Key Account Management (KAM)

Single point of contact, MIS Review and sending it to Customer, Timely Bill retrieval from each location as per the agreed customer specific format with POD and submission, Service review- with customer monthly/weekly and discuss on SLA's

Sunday Delivery

• Sunday/Holiday delivery services

ODA

• ODA services (Out of Delivery)

MIS/ CRT

• MIS & CRT (Customer Relationship Team (CRT) is involved in Proactive tracking and daily MIS report to customer)

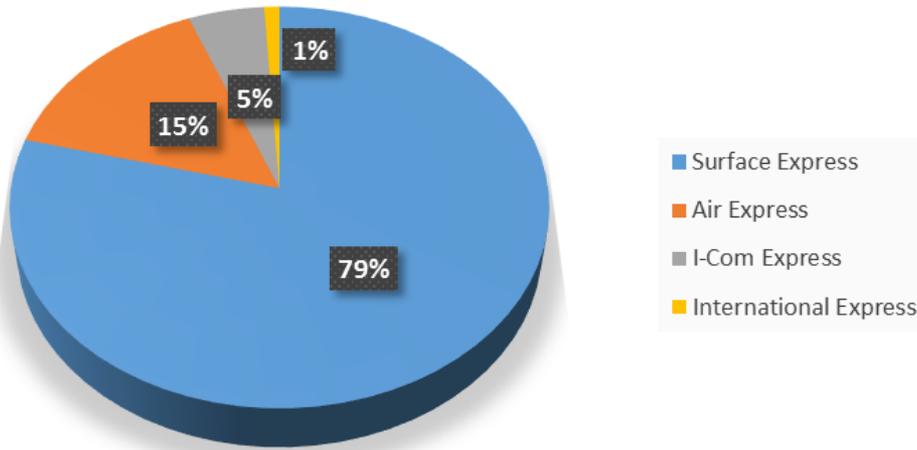
EPOD

• (Scanned POD image available on the web on same day of delivery of the shipment)

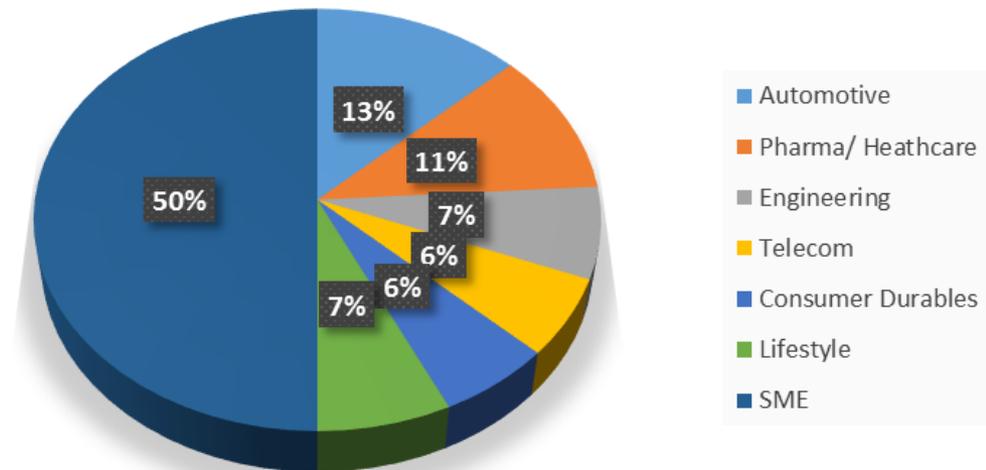
DACC

• DACC (Delivery against consignee copy)

Product Mix



Industry Vertical



Express Network

TCI EXPRESS

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Sorting Centres

• 28

Company Owned Branches

• 550

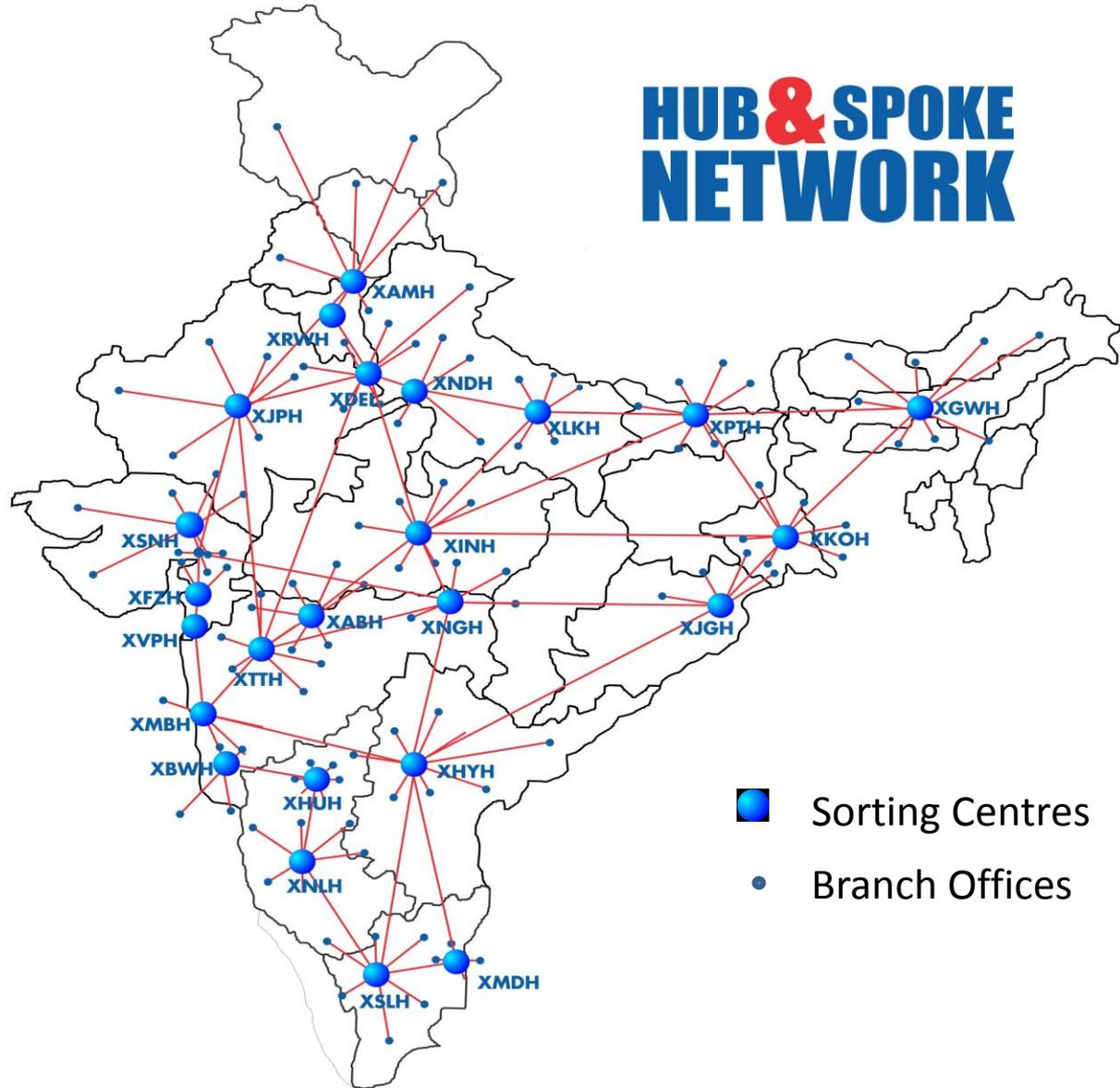
Express Routes

• 400

Feeder Routes

• 2500

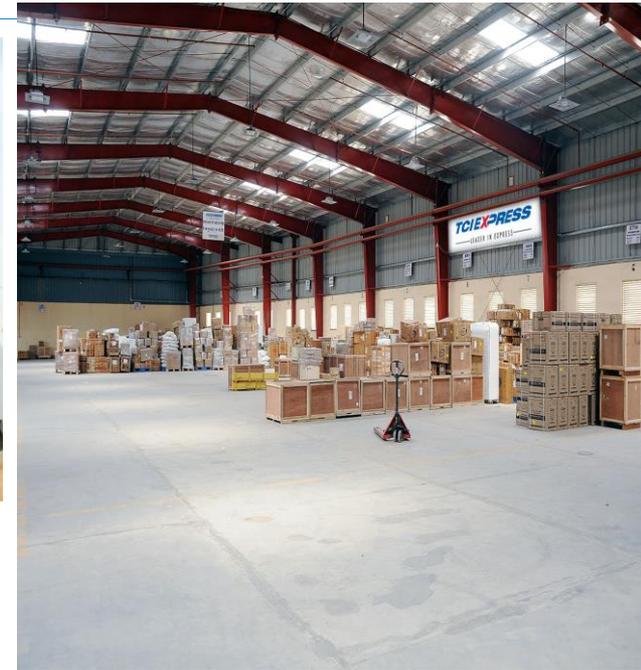
HUB & SPOKE NETWORK



New Age Sorting Centers

TCI EXPRESS

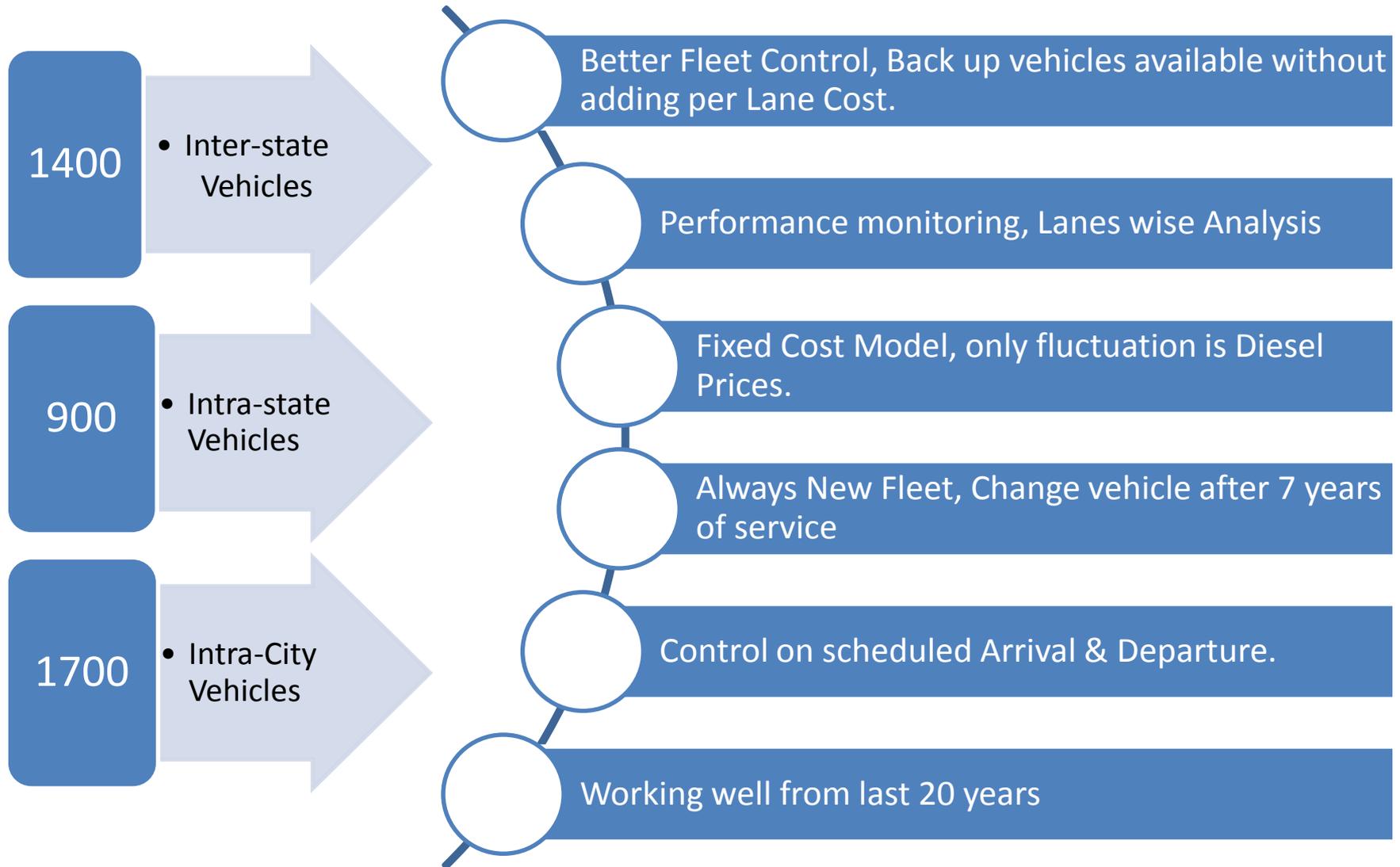
LEADER IN EXPRESS



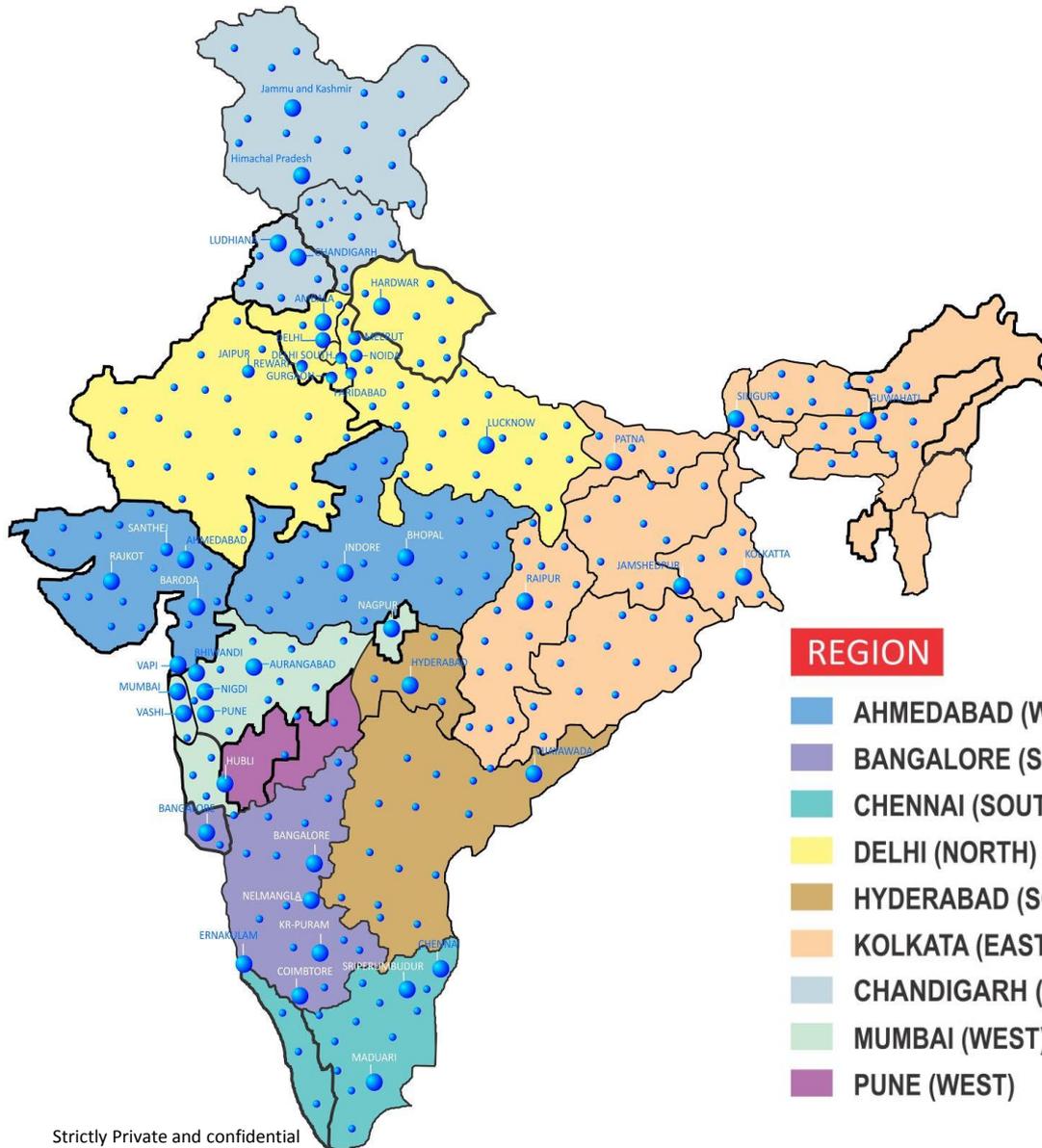
Strictly Private and confidential

A TCI Company

VENDOR MANAGEMENT (FLEET)



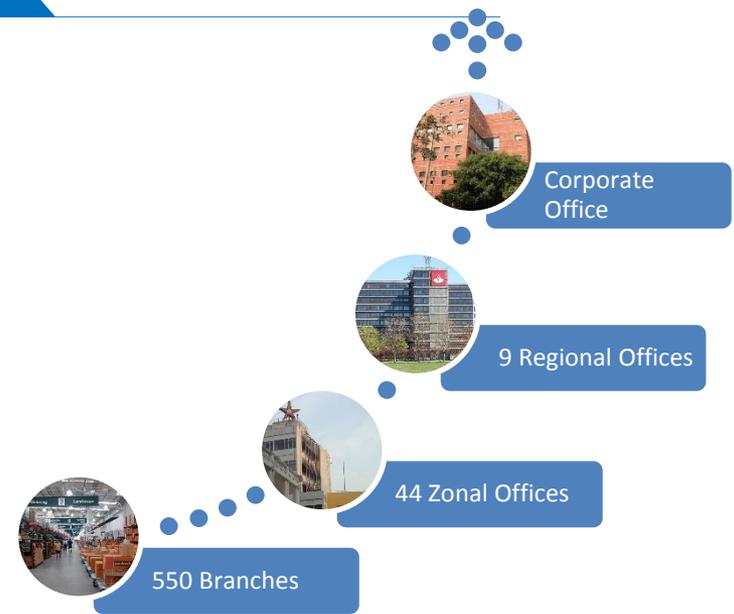
Organization Setup



REGION

- AHMEDABAD (WEST)
- BANGALORE (SOUTH)
- CHENNAI (SOUTH)
- DELHI (NORTH)
- HYDERABAD (SOUTH)
- KOLKATA (EAST)
- CHANDIGARH (NORTH)
- MUMBAI (WEST)
- PUNE (WEST)

- Zonal Offices
- Branch offices



Key Technological Implementation

TCI EXPRESS

LEADER IN EXPRESS

Barcoding & RFID

✓ Accurate dispatch & billing



- Barcoded Labels printing for Accuracy.
- Barcode Scanning of packets on movement of packet for exact position.

Hand Held Terminals (HHT)

✓ Scanning for speed and accuracy

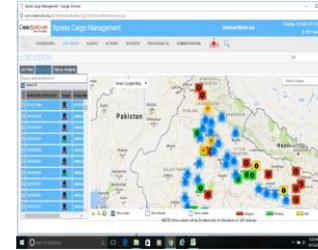


- Onsite Booking, Delivery, In/Out Scan Updation.

Dynamic routing & Misroute Alert System

GPS: Ground Technical Support

✓ Real-time Vehicle & shipment visibility



- GPS in all vehicles for real time packet status.
- Provides 24X7 visibility



- CCTV surveillance in All Warehouses and Main Pickup and Delivery Locations.
- Operation Control Centre Monitoring for Real Time Corrective Action.

MOBILE SOLUTION



- Mobile App for Pickup and Delivery Update at Customer point
- Instant POD Uploading.
- Customer Pickup Request
- Services and Business Locations Enquiry.
- Freight Calculator

Network Tools for Customers

Shipment Tracking on Website

Shipment Tracking by E-mail

Shipment Tracking On Mobile Phone

Pickup Request for Appointment Booking

SMS Alert: Auto SMS On Pickup & Dispatch

Allows Customers to Track Orders

Delivery Invoicing Online

Auto MIS : Pre-Alert Of Shipment status

DWB/Label Printing At Customer Site for speedy & accurate operation.

Customer Portal : Consignment Status, COD Modify, ePOD

Auto eBilling with ePOD

Online Feedback System For Continuous Improvement

Network Tools for Internal Applications

EDIS : In house Robust ERP having Operations, Sales & Financial Modules

Vehicle & Load Forecast for Pre-Planning of Vehicles & Load Mgmt

CRM System for Customer Service

Security Investigation System

Sales Leads Capture Mobile System

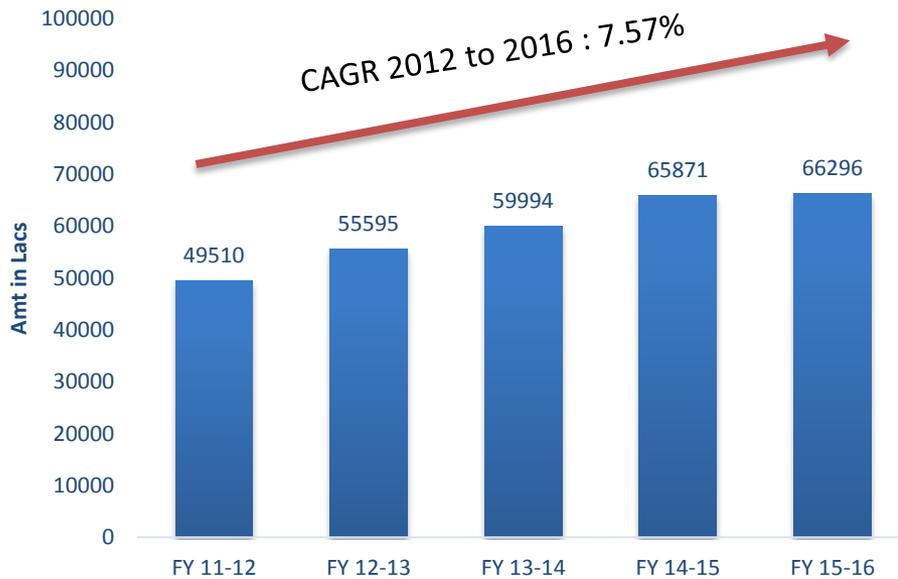
CCTV Surveillance at all Warehouses and Main BKG/DLY Locations

Business Intelligence for Dynamic MIS Reports

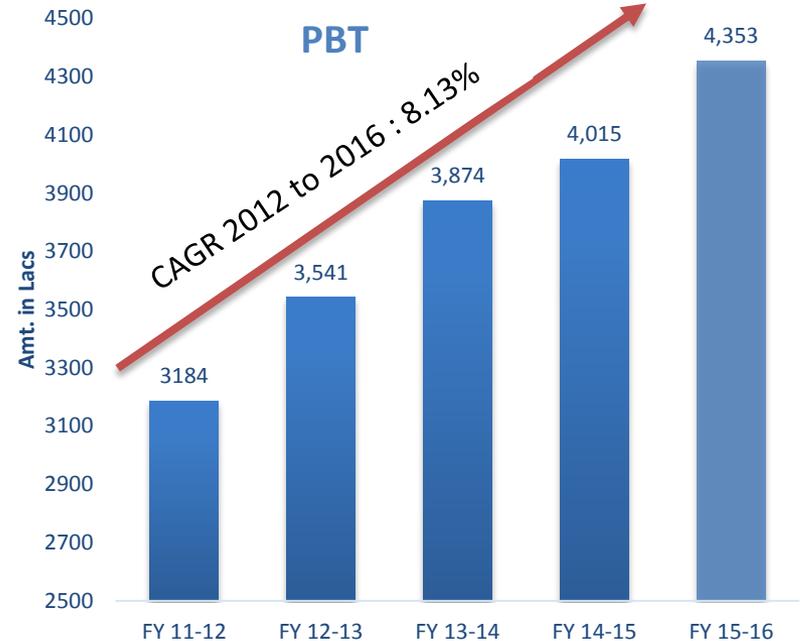
PeopleSoft for HRMS & Payroll System

Key Metrics of last 5 Years

Revenue



PBT



Key Balance Sheet Items

TCI EXPRESS

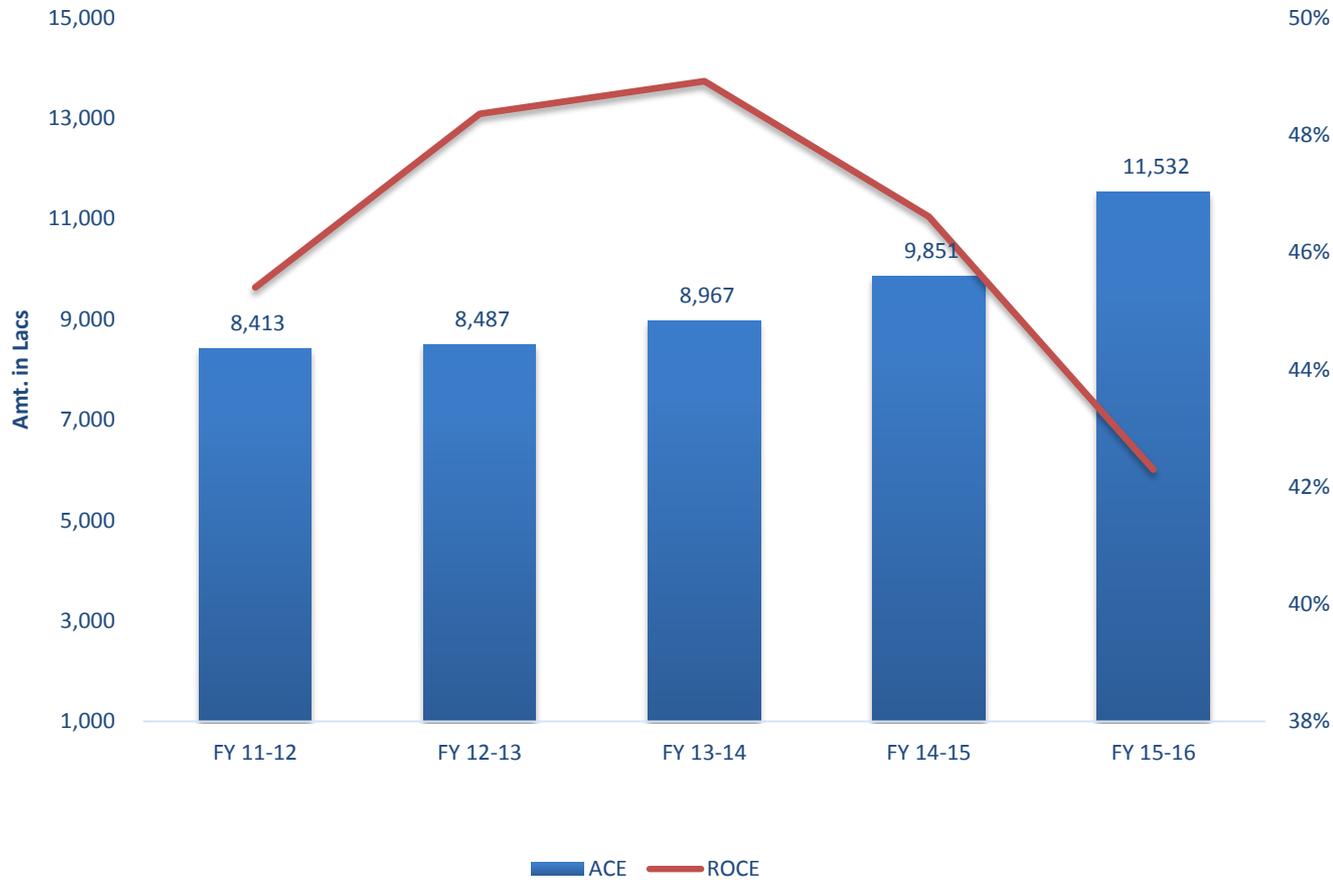
LEADER IN EXPRESS

Figs In Lacs

Particulars	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17*
Net Worth	8,564	9,346	10,197	11,543	12,298	15144
Non-Current Liabilities	230	53	32	30	294	276
Current Liabilities	1,538	2,268	2,215	2,857	7,258	9184
Total	10,332	11,667	12,444	14,430	19,850	24,604
Fixed Assets	2,190	1,945	1,695	1,460	7,282	9388
Non-Current Assets	21	339	278	335	284	422
Current Assets	8,121	9,383	10,471	12,635	12,284	14794
Total	10,332	11,667	12,444	14,430	19,850	24,604

* Figs of F Y 16-17 pertaining to Nine months upto Dec, 2016

Return on Capital Employed



Financial Position: FY 16

TCI EXPRESS

LEADER IN EXPRESS

Figs In Lacs

Particulars (Rs in lacs.)	2014-15	2015-16
Revenue	65863	66319
Other Income	28	14
Total Income	65891	66333
Revenue growth %	9.80	0.70
Operating expenses	51307	50763
Other expenses	9393	10115
Total Expenses	60700	60878
EBITDA	5191	5455
EBITDA Margin %	7.88	8.22
Interest Expense	576	525
Depreciation	600	579
Exceptional Item	0	0
PBT	4015	4353
PBT Margin %	6.09	6.56
Taxes	1390	1480
PAT	2625	2873
PAT Margin %	3.98	4.33

Particulars (Rs in lacs.)	2014-15	2015-16
1. Shareholders Funds		
Share Capital	0	761
Reserves & Surplus	11543	11537
2. Non Current Liabilities		
Long term Borrowings	30	58
Deferred tax Liabilities (net)	0	235
Other long term liabilities & Provisions	0	0
3. Current Liabilities		
Short term borrowings	25	3975
Trade payables	2267	2316
Other current liabilities	397	769
Short term provisions	168	199
TOTAL	14430	19850
1. Non current Assets		
Fixed Assets	1461	7282
Non current Investments	0	0
Long term loans and advances	335	284
2. Current Assets		
Inventories	0	0
Trade Receivables	10150	10539
Cash & cash equivalents	714	1091
Short term loans and advances	1771	654
Other current assets	0	0
TOTAL	14430	19850

Financial Position: FY 17

TCI EXPRESS

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Figs In Lacs

Particulars (Rs in lacs.)	Q3 (FY16-17)	Q3 (FY15-16)	9 M (FY 16-17)	9 M (FY 15-16)
Revenue	18758	16521	55105	48290
Other Income	32	(1)	92	(4)
Total Income	18790	16520	55197	48286
Revenue growth %	13.53	4.16	14.31	0.00
Operating expenses	14304	12559	42381	36913
Other expenses	2787	2606	7986	7406
Total Expenses	17091	15165	50367	44319
EBITDA	1699	1355	4830	3967
EBITDA Margin %	9.04	8.20	8.75	8.22
Interest Expense	53	126	148	368
Depreciation	106	142	308	423
PBT	1540	1087	4374	3176
PBT Margin %	8.20	6.58	7.92	6.58
Taxes	537	376	1528	1099
PAT	1003	711	2846	2077
PAT Margin %	5.34	4.30	5.16	4.30

Particulars (Rs in lacs.)	As on 31st Dec 16	As on 31st Dec 15
1. Shareholders Funds		
Share Capital	766	0
Reserves & Surplus	14378	11006
2. Non Current Liabilities		
Long term Borrowings	23	53
Deferred tax Liabilities (net)	253	200
Other long term liabilities & Provisions	0	0
3. Current Liabilities		
Short term borrowings	2013	3353
Trade payables	4710	3285
Other current liabilities	1684	1235
Short term provisions	891	220
TOTAL	24718	19352
1. Non current Assets		
Fixed Assets	9388	5628
Non current Investments	0	0
Long term loans and advances	422	226
2. Current Assets		
Inventories	0	0
Trade Receivables	12338	11150
Cash & cash equivalents	1077	851
Short term loans and advances	1493	1497
Other current assets	0	0
TOTAL	24718	19352

Capital Expenditure Plan

TCI EXPRESS

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Existing Assets as on
31st March, 2016

Proposed
FY 2016-17

	Existing Assets as on 31 st March, 2016	Proposed FY 2016-17
Sorting Centers	5917	4000
Cars	214	100
Plant & Machinery	539	100
IT (Hardware & Software) Equip.	400	800
Office Equip.	144	50
Furniture & Fixtures	231	50
Total	7448	5000

GST

- Rationalizing the impact of taxes on Production, Distribution and Inventory management
- Would lead to faster movement of goods, increase consumption.
- Consolidation of warehouses and emergence of point to point model
- Increase in Manufacturing hubs.
- TCIExpress would be a beneficiary

DFC/ Diamond Quadrilateral

- Creation of additional dedicated rail freight capacity.
- Will reduce unit cost of Transportation since movement would be from road to Rail.
- Increased bulk multi modal movement for improved productivity & efficiency
- Will result in development of logistic Warehouses in the vicinity of Freight Corridor.
- No impact on tci

Increased outsourcing of Logistics

- Growth in trend towards outsourcing of logistics in non traditional industries
- Bringing in more focus from Industry perspective
- Positive

E-commerce driven growth in consumption

- With increased per capita disposable income, consumption driven sectors will grow
- Sectors like Fashion, Lifestyle, Telecom and consumable durables etc. will get a boost .
- Positive

- **Diesel Price Fluctuation:** Diesel price fluctuation is the most uncertain cost of operation and has been sporadic in last 4 years.
- **Delay in State Check Posts:** The inter-state movement of goods in India is subject to multiple taxes and clearances
- **Lack of infrastructure** has remained a concern for Express Industry, be it Cargo terminals at Airports or Road conditions.
- **Unorganized local players** has always been a threat to the Industry.



- To mitigate the impact we have added DFS(Diesel fuel surcharge) in our Contracts both with Vendors and Customers.
- Implementation of **GST** is expected to streamline the processes and reduce a lot of these delays.
- However Govt. Of India has taken multiple initiatives so as reduce the gaps.
- Post GST we might see some consolidation to happen.

Key Challenges



How we See It



Our Esteemed Clientele – Vertical wise

TCI EXPRESS

LEADER IN EXPRESS

Automobile	Pharma	Electrical / Energy	Retails	Telecom & Engineering	E com
					
					
					
					
					
					
					

Welcome all Board Members of
TCI EXPRESS LIMITED



Mr. D. P. Agarwal
Chairman & Director



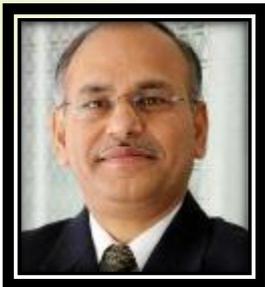
Mr. Chander Agarwal
Managing Director



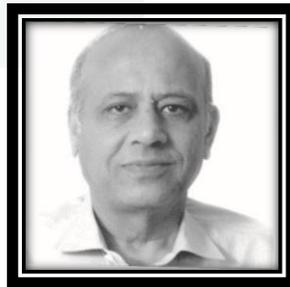
Mr. Vineet Agarwal
Director



Ms. Taruna Singhi
Director



Mr. Phool Chand Sharma
Whole Time Director



Mr. Ashok Kumar Ladha
Director



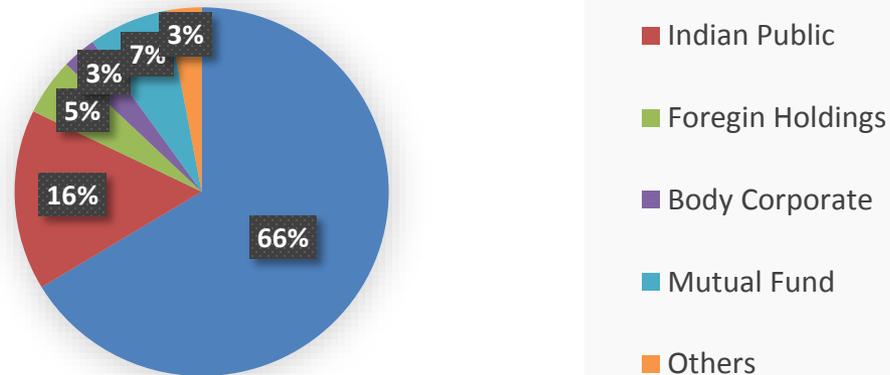
Mr. Murali Krishna Chevuturi
Director



Mr. Prashant Jain
Director

Shareholding Pattern

Shareholding Pattern as on 31st December 2016



Company announced its first interim dividend @ 40% (Re 0.80 per share on face value of Rs. 2 per share) as on 31 January 2017

Transport Corporation of India Limited



SBUs and services

TCI Freight FTL/FCL, LTL & Over-dimensional cargo services through Road, Rail & Sea.

TCI Supply Chain Solutions A Single-window solutions enabler from Conceptualization to Implementation

TCI Seaways Leading player in Coastal Shipping, NVOCC & Project Cargo

TCI Foundation Engaged in areas of education, women & child health, disability alleviation and rural sports growth.

Other group companies



JV with CONCOR to provide end to end multi modal solutions.



TDL undertakes development of the commercial properties of TCI. It also develops large scale Warehouses, Logistics Parks etc.



JV with Mitsui & Co for Auto logistics (Toyota India project)

TCI Transportation Company Nigeria Ltd.

A JV between Indorama Eleme Petrochemicals Ltd. and TCI Global



The Beginning