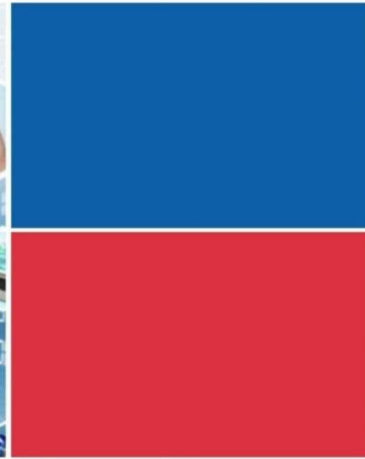


# TCIEXPRESS

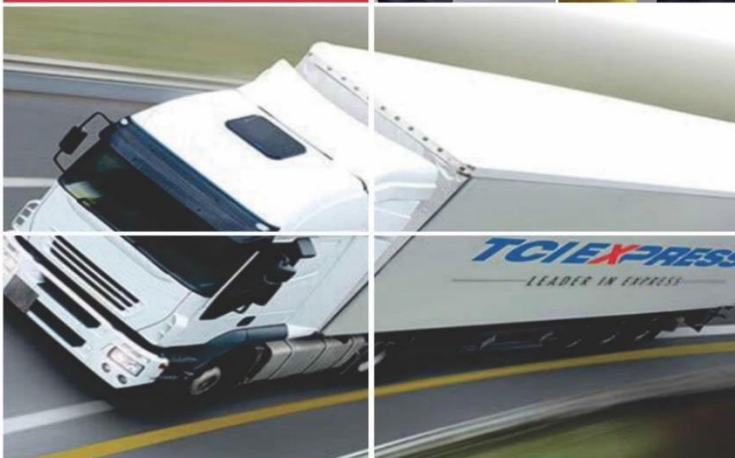
LEADER IN EXPRESS



# TCIEXPRESS

LEADER IN EXPRESS

**Investors Presentation**  
**May 2018**



**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।



# TCI EXPRESS

LEADER IN EXPRESS

An Independent Company listed with stock Exchange of India since 15th Dec 2016, having credit rating of A1+ Short Term (ICRA) and AA- Long Term (CRISIL) with Robust revenue growth.



B2B-Surface Express, Air Express  
B2C – Last Mile Express  
Multi modal Distribution

ERP enabled operations, Barcoding on packaging, GPS enabled vehicles and CCTV surveillance All India



Over 21 + years of industry expertise



Year of Commencement

1997



Locations Served

40000



Countries Served

202



Containerized Vehicles

4500



Air Gateways

24



Company Branch Setup

650



Workforce

2800 +



Sorting Centres

28

## LISTED ENTITY



## ISO CERTIFIED



## RATED BY



## IATA CERTIFICATE

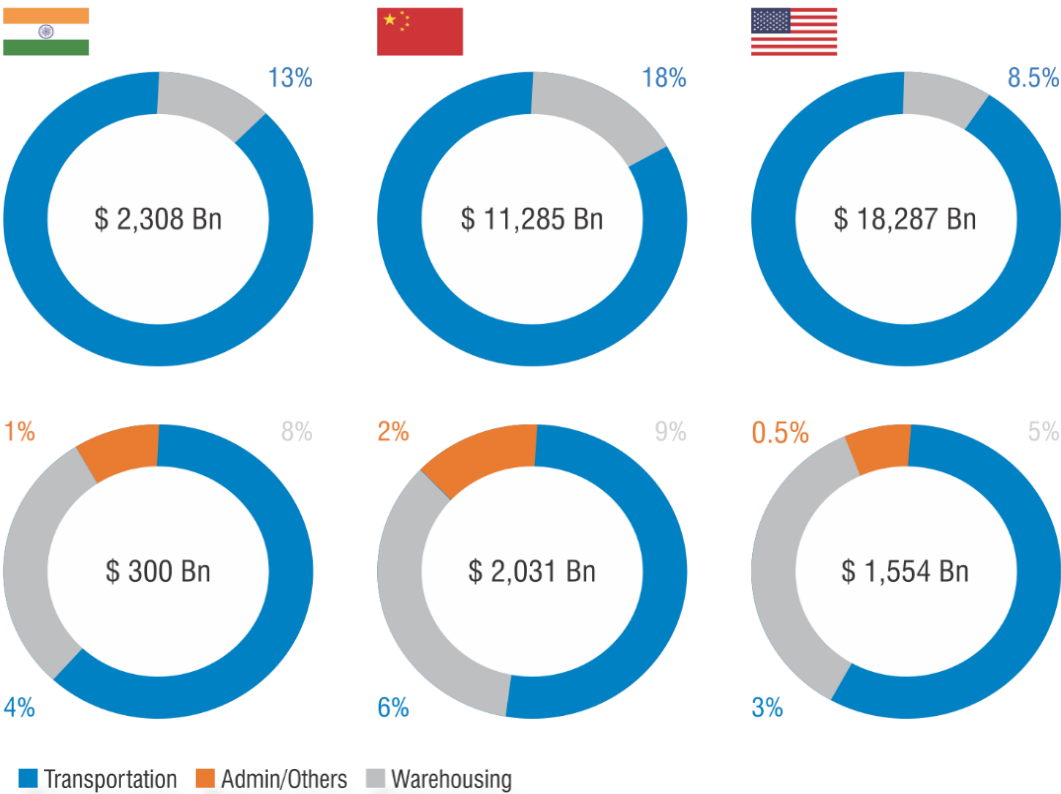


Business Superbrand Of  
2016-17



The Economic Times Iconic  
Brands Of India - 2017

Logistics as a Percentage of GDP



2015 nominal GDP at current USD

In Indian Modal Split is heavily skewed towards Road



India GDP

\$ 2.3 TN

Total Logistics spend

\$ 300 BN

Road Transportation

\$ 180 BN

Un-Organized Segment

90%

TCIEXPRESS Carries (Value)

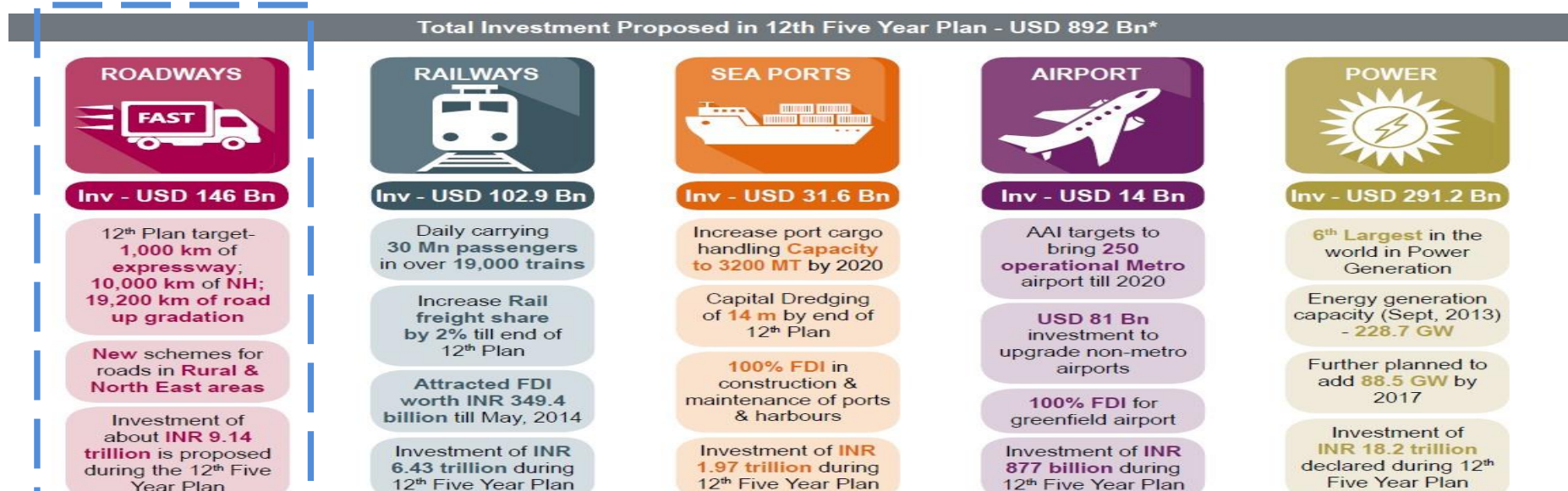
\$ 7 BN



## ✓ Road Express

- ✓ Small but Premium and significant segment of the Logistics Industry.
- ✓ Fastest Growing and expecting 17% YOY in next 3 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%
- ✓ **Thus creating additional demand for express industry.**

Maximum investment has been seen in Road Express out of total pie. Niti Aayog, Govt. of India has proposed a lot for the infrastructural development which is favourable for the Road Express Sector

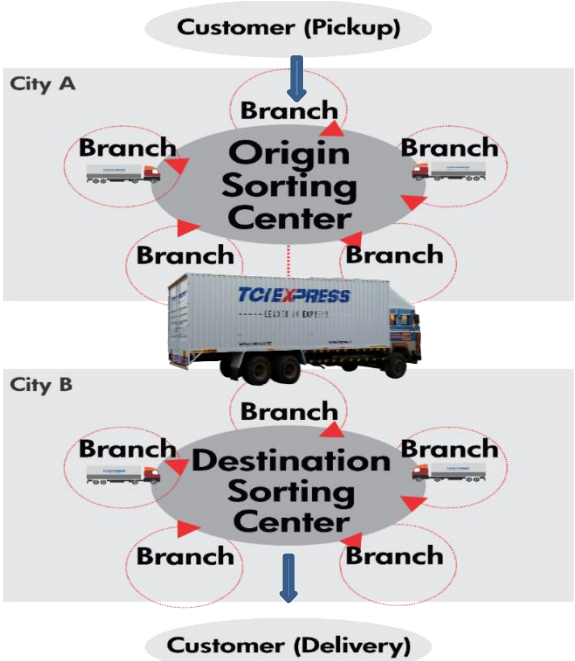


Source: 12th five-year plan (2012–2017), Planning Commission, Govt. of India (now known as NITI Aayog). Exchange rate assumption: USD 1 = INR 62.5

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 (Premium)

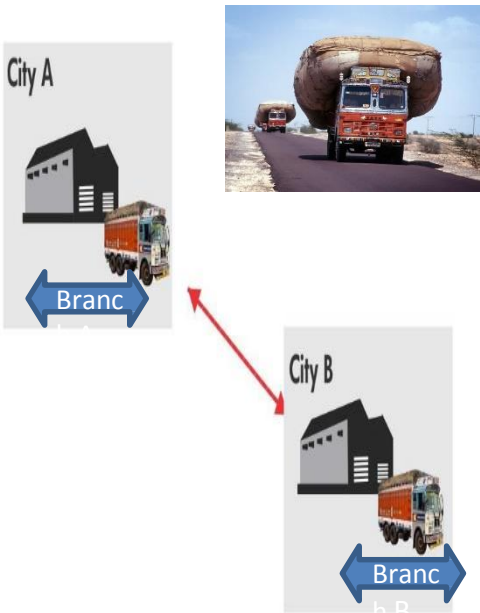
Hub & Spoke  
(Small Pkgs)



- Door to Door Delivery
- Time Definite
- High Value Cargo Movement
- Containerized Movement
- Value Added Services

## Conventional

Full-truckload (FTL)



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

## Key Differentiator

Key Differentiators	Express	FTL
Operating Model	Plying on key routes	Catering to towns/rural locations
Key presence	Metros and Tier-I cities	Tier-II to Tier-IV cities
Key Industrial Sectors	IT & Mobile, FMCG, Apparel, Pharma	Textiles (Yarn/Fabric), Agro, Auto,
Pricing	High	Low
Cash conversion cycle	High	Low
Time sensitive	Yes	No
Truck fill factor	Low	High
Competition	Route specific	Regional



# Comparing parameters- Industry Listed Players

**TCIEXPRESS**

LEADER IN EXPRESS

		Express			FTL/ LTL
		TCIEXPRESS LEADER IN EXPRESS	Express Player 1	Express player 2	Conventional player
Primary Service		<ul style="list-style-type: none"> <li>GROUND EXPRESS</li> <li>Etail Express</li> </ul>	<ul style="list-style-type: none"> <li>GROUND EXPRESS</li> <li>CONTRACT LOGISTICS</li> <li>E-TAIL LOGISTICS</li> </ul>	<ul style="list-style-type: none"> <li>AIR EXPRESS</li> <li>GROUND EXPRESS</li> <li>E-TAIL LOGISTICS</li> </ul>	<ul style="list-style-type: none"> <li>GROUND NON-EXPRESS</li> <li>Full Truckload</li> <li>Transit warehousing</li> <li>Passenger Transportation</li> </ul>
Key Trait		<ul style="list-style-type: none"> <li>Fastest growing ground express LSP</li> </ul>	<ul style="list-style-type: none"> <li>One of the Largest ground express LSP</li> </ul>	<ul style="list-style-type: none"> <li>Largest air express LSP</li> <li>Only domestic LSP with dedicated freighters</li> </ul>	<ul style="list-style-type: none"> <li>Largest pan India LTL operator</li> <li>Largest owned truck fleet</li> </ul>
Customer Profile		High value products requiring time bound and secure transportation; Predominantly from metros and tier-I cities (E-tail logistics provided for tier-ii and tier-iii cities)			Cost sensitive customers predominantly operating in tier-i to tier-iv cities
Infrastructure	Hubs	28	19	21	48
	Branches	550	540	515	1000
	Rent as % (FY17)	3%	5%	6%	5%
Fleet	Owned	NIL	~500		3,939
	Total	4,000	5,000+	9,815	4,500
	ROCe	40%~46%	6%~12%	29%~41%	28%~40%
	Employee Cost as % (FY17)	8%	13%	21%	15%

B2B

95%



### SURFACE EXPRESS

- 40,000 Pickup & Delivery Locations.
- Fully containerized fleet.
- Customized Value added services.



### DOMESTIC AIR EXPRESS

- Connecting 34 domestic airports.
- 24hr delivery into Tier 1 Cities.
- Multimodal options for small towns.
- Time sensitive distribution.



### INTERNATIONAL AIR EXPRESS

- Servicing 202 countries globally.
- 3rd Country Billing option.



### REVERSE EXPRESS

- Customized Reverse pick ups.
- Effective Return Management.

5%

B2C

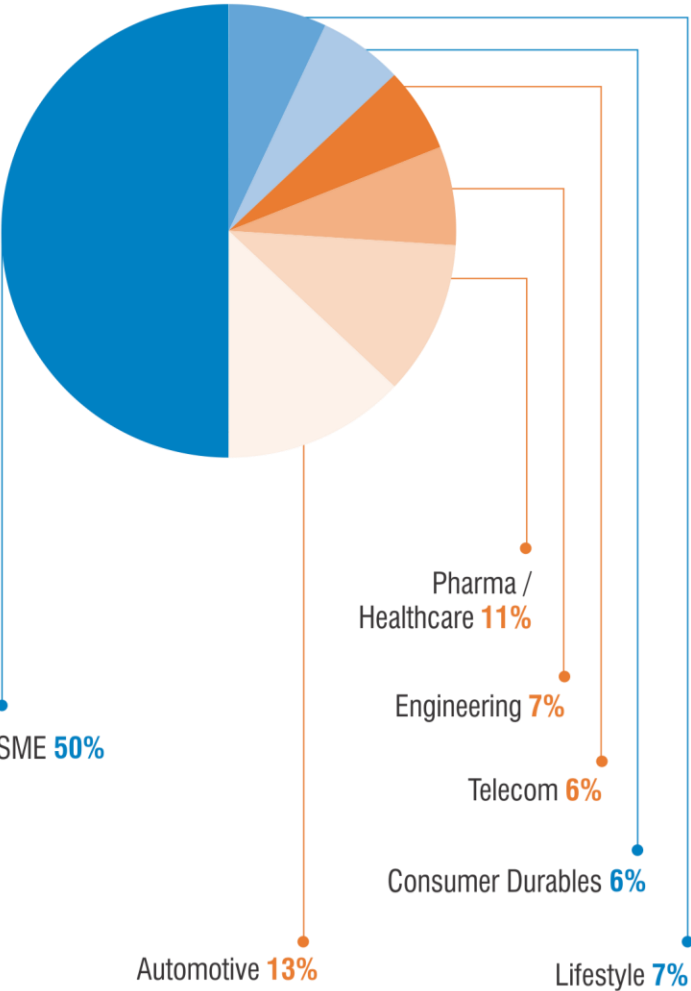


### E-COMMERCE EXPRESS

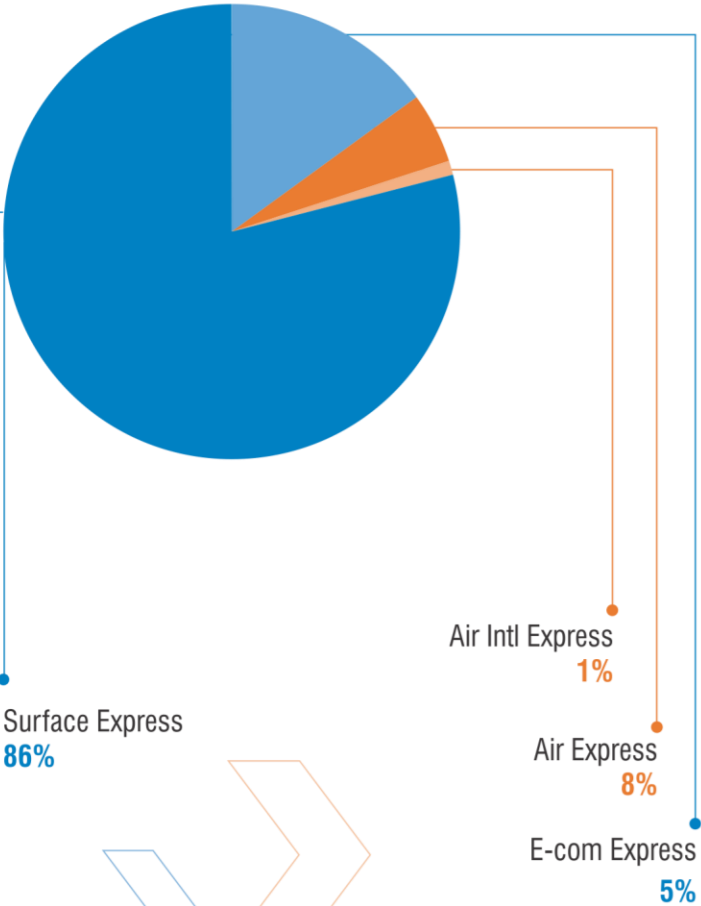
- Last mile delivery service.
- Technology driven product.
- Effective market place handling.
- Multi-modal network leverage.
- Value added feature of Cash-on-Delivery.
- Focus on tier II and III cities.



INDUSTRY VERTICAL



PRODUCT MIX



Since our 86% revenue share comes from Surface express and Government push to improve road infra would support our business objectives.





## COD

- Collection on Delivery for B2C

## Key Account Management (KAM)

- Customized Solutions as per the customer specification

## Sunday Delivery

- Sunday/Holiday delivery services

## EPOD

- Scanned colored POD image available on the web on same day of delivery of the shipment)

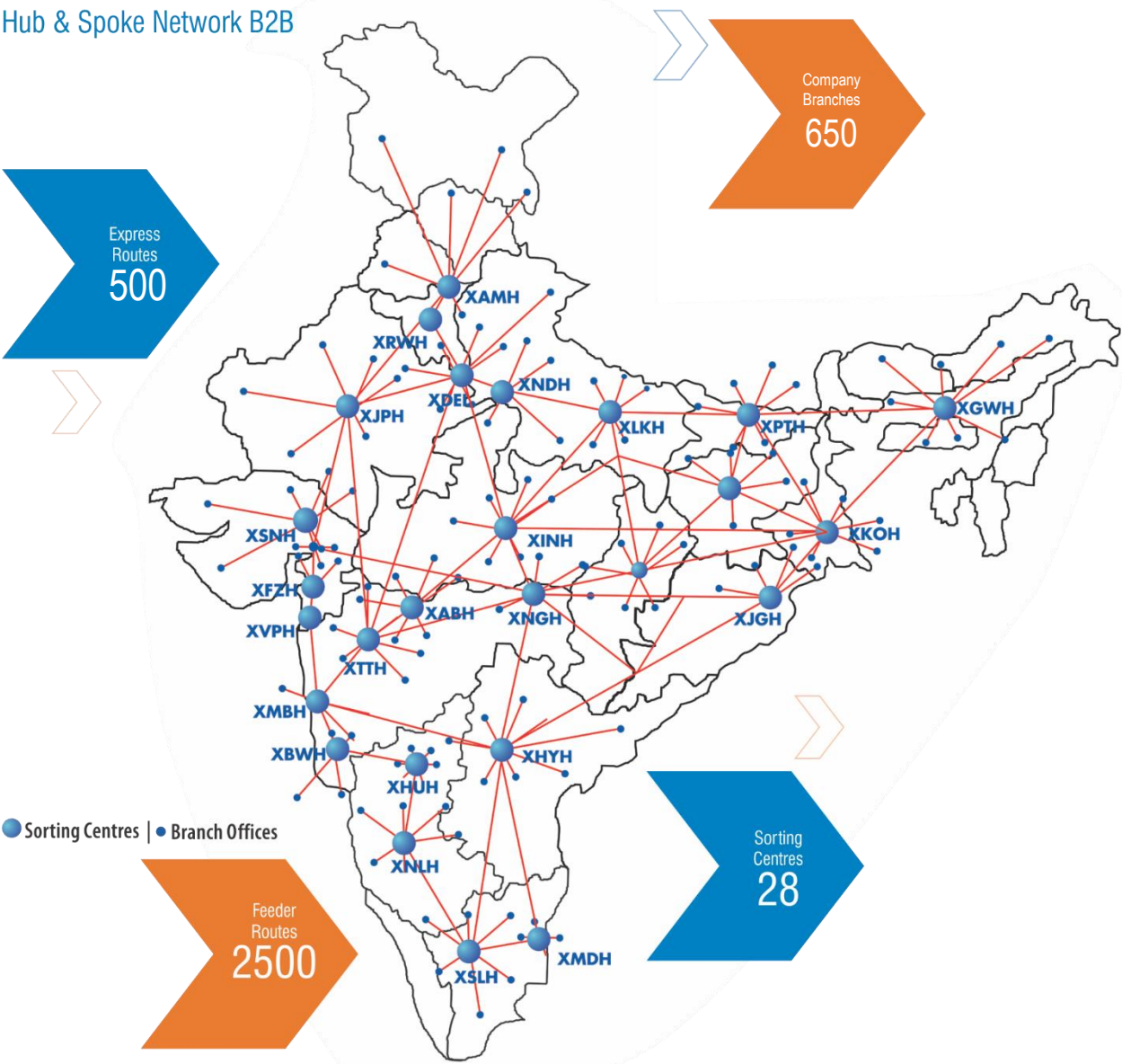
## ODA

- ODA Services (Out of Delivery)

## e-Billing

- GST enabled customized billing options to Customers

Hub & Spoke Network B2B



Express Routes  
500

Company Branches  
650

● Sorting Centres | ● Branch Offices

Feeder Routes  
2500

Sorting Centres  
28

# New Age Sorting Centers

**TCIEXPRESS**

LEADER IN EXPRESS



Strictly Private and confidential

A TCI Company



# Packages Handling

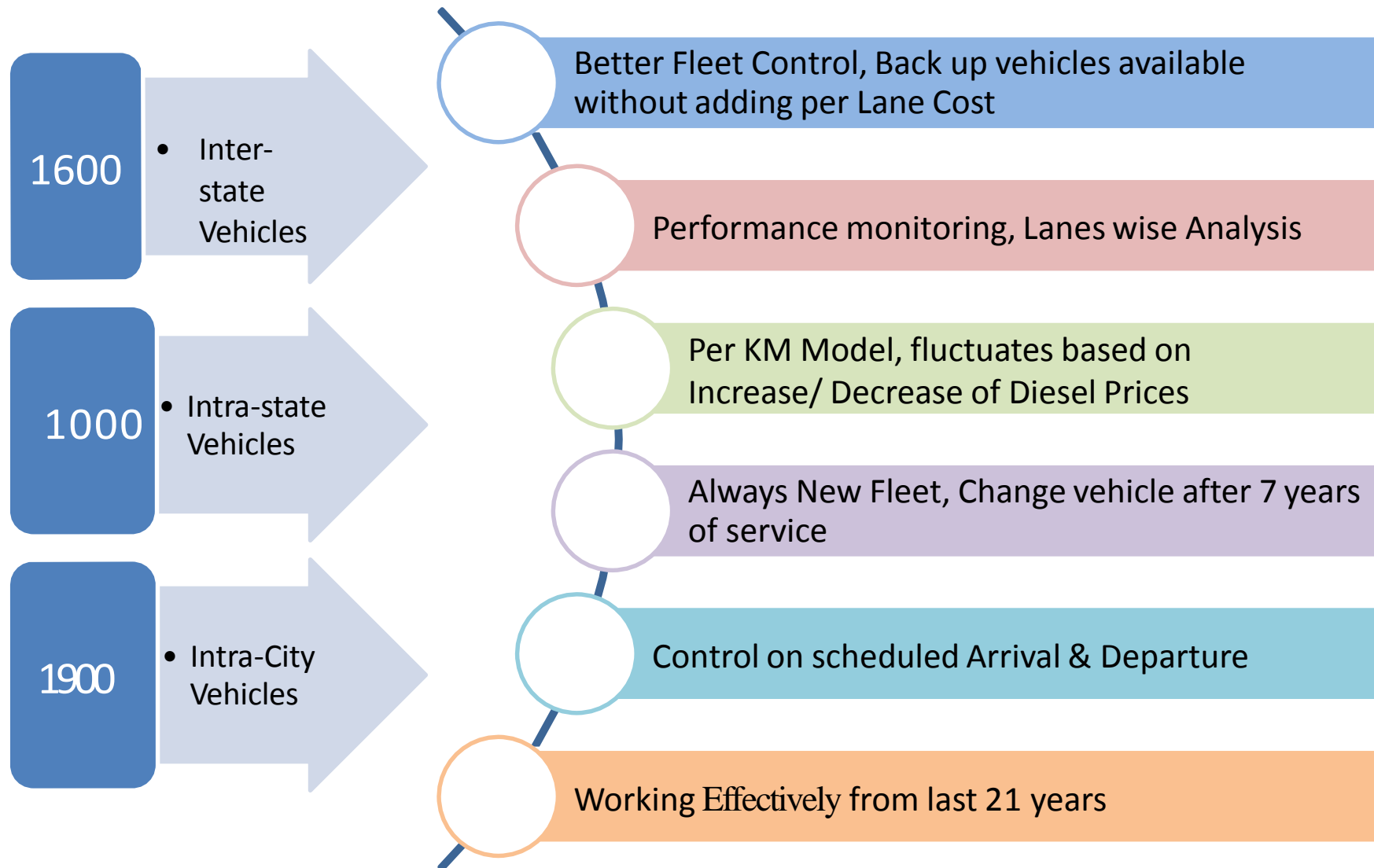
**TCIEXPRESS**

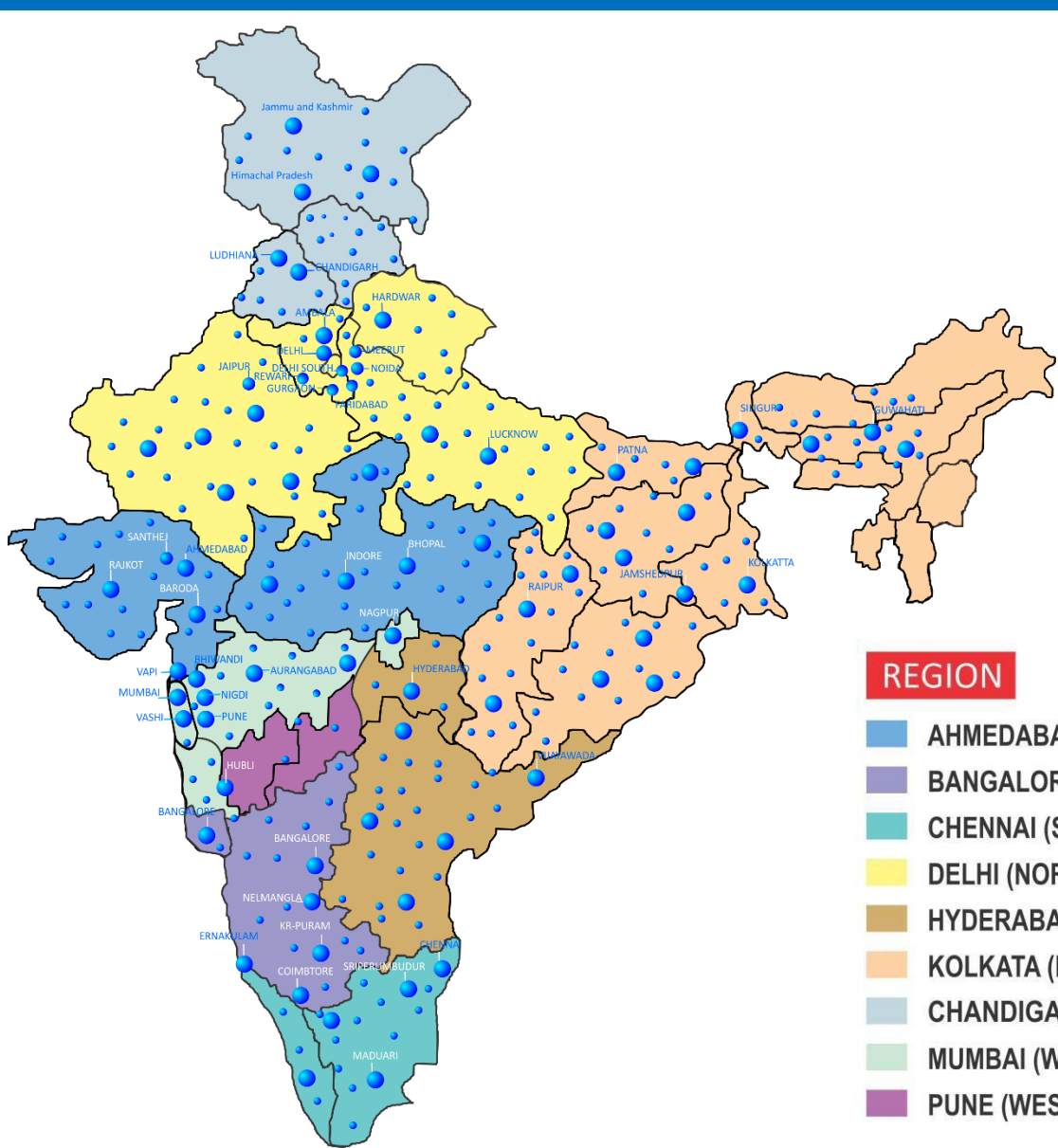
LEADER IN EXPRESS



Strictly Private and confidential

A TCI Company





REGION

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

- Zonal Offices
- Branch offices





## 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

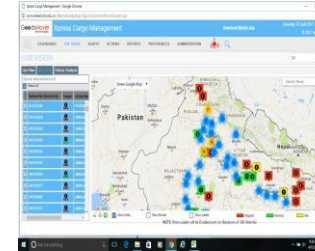


- Onsite Booking, Delivery, In/Out Scan Updation.

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

## Mobile Apps

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



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



# Shipment Process Flow- Using Technology

**TCIEXPRESS**

LEADER IN EXPRESS

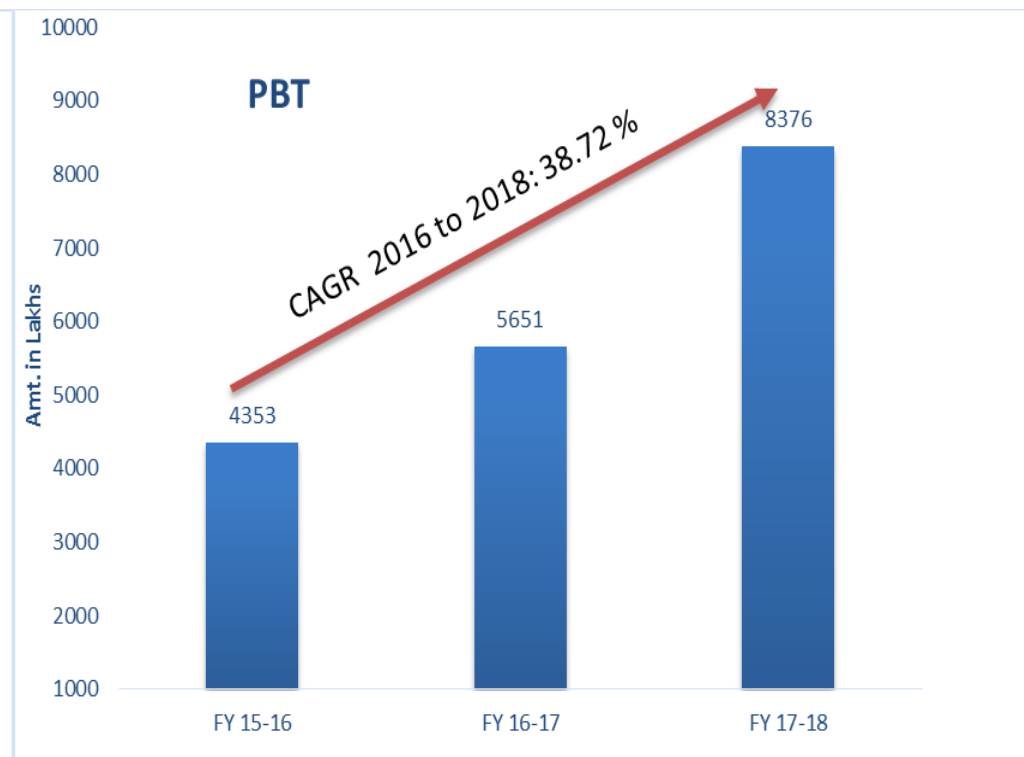
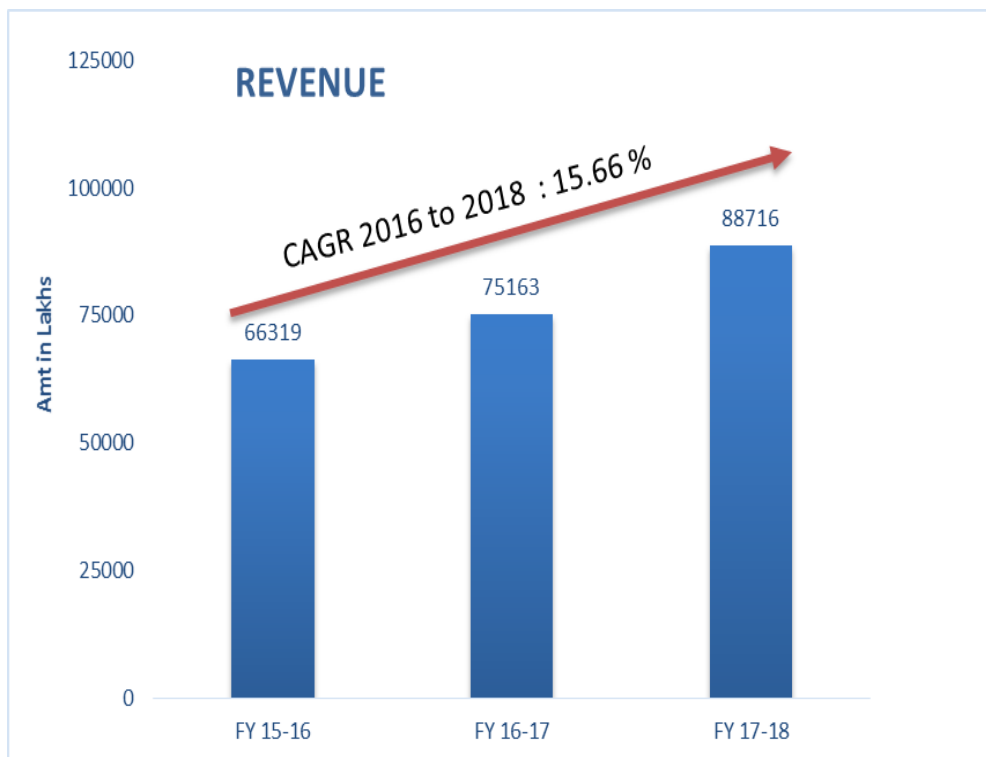


# Key Metrics of last 3 Years

**TCI EXPRESS**

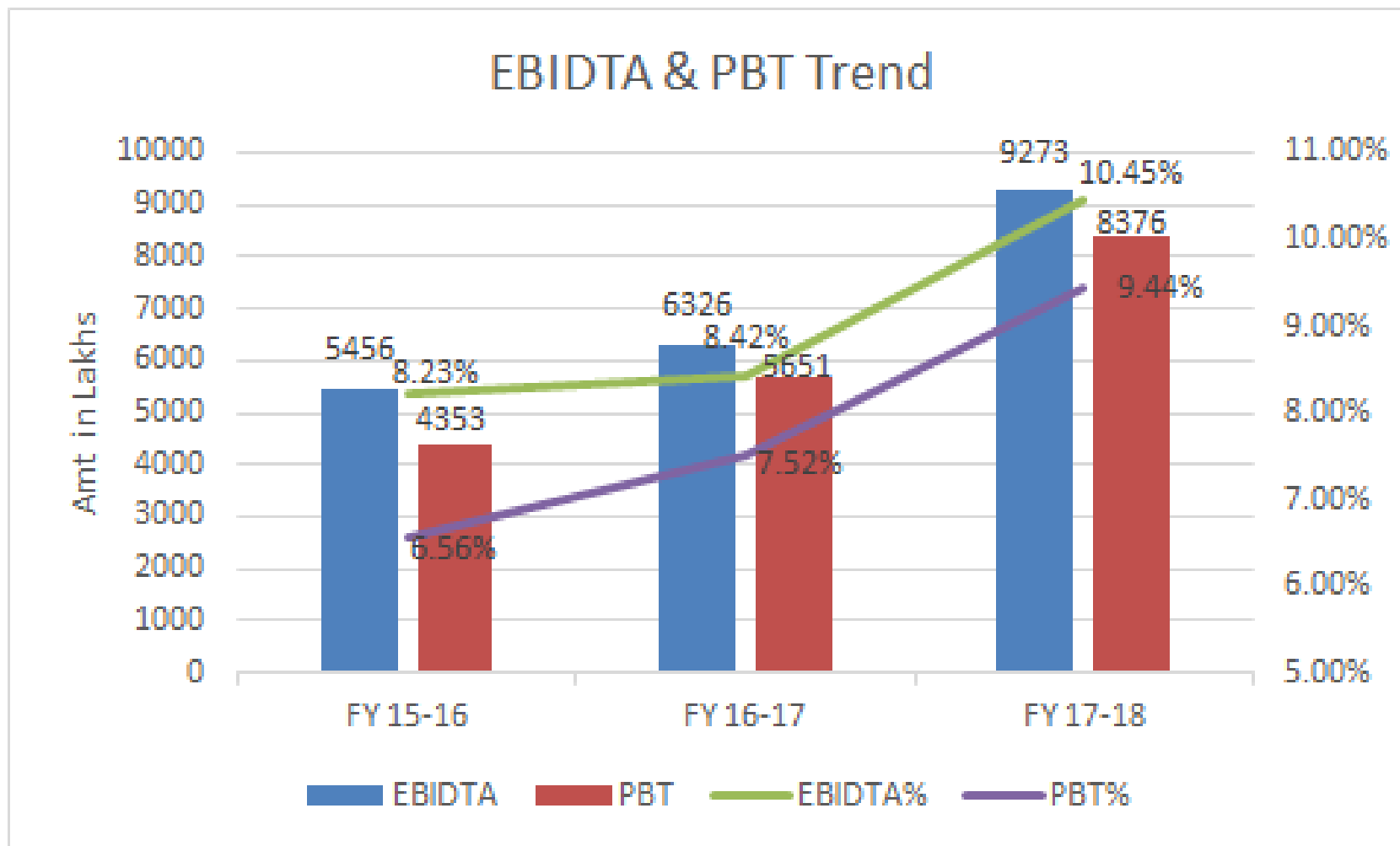
LEADER IN EXPRESS

Figures In Lakhs



# Key Ratios- last 3 Years

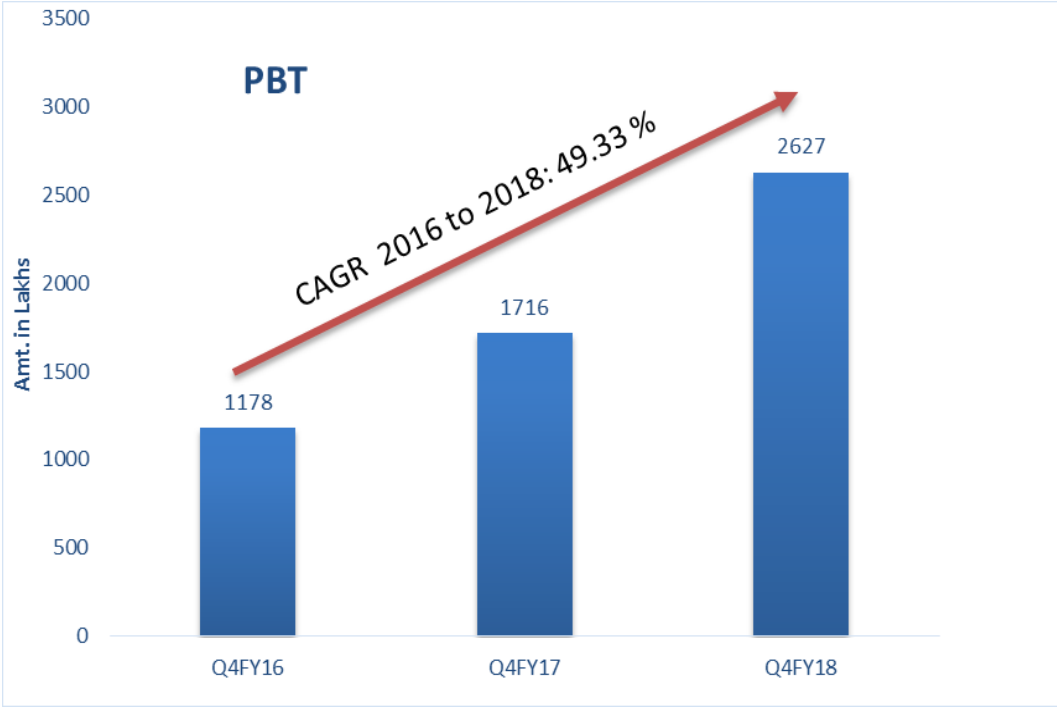
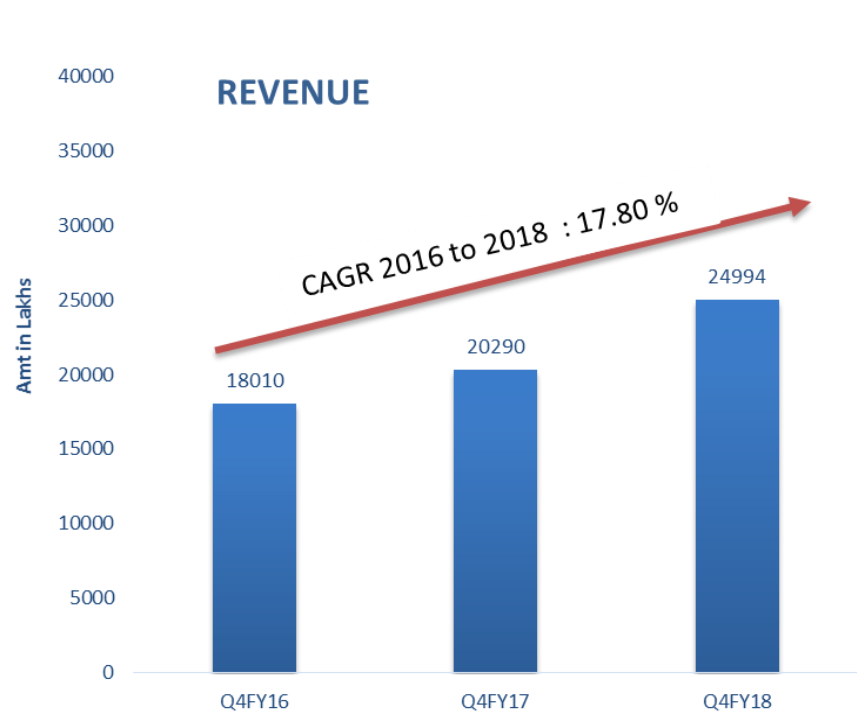
Figures In Lakhs





# Key Metrics – Q4s last 3 Years

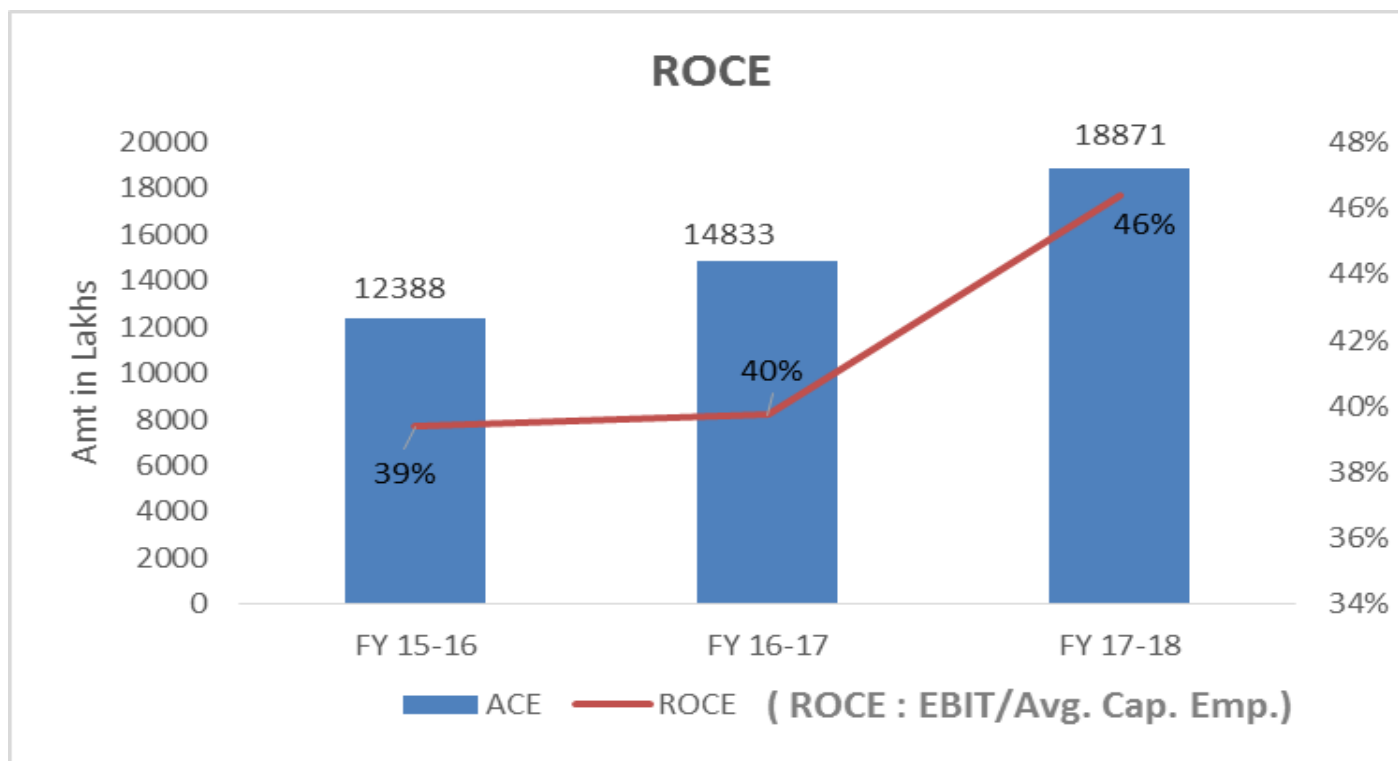
Figures In Lakhs



Figures In Lakhs

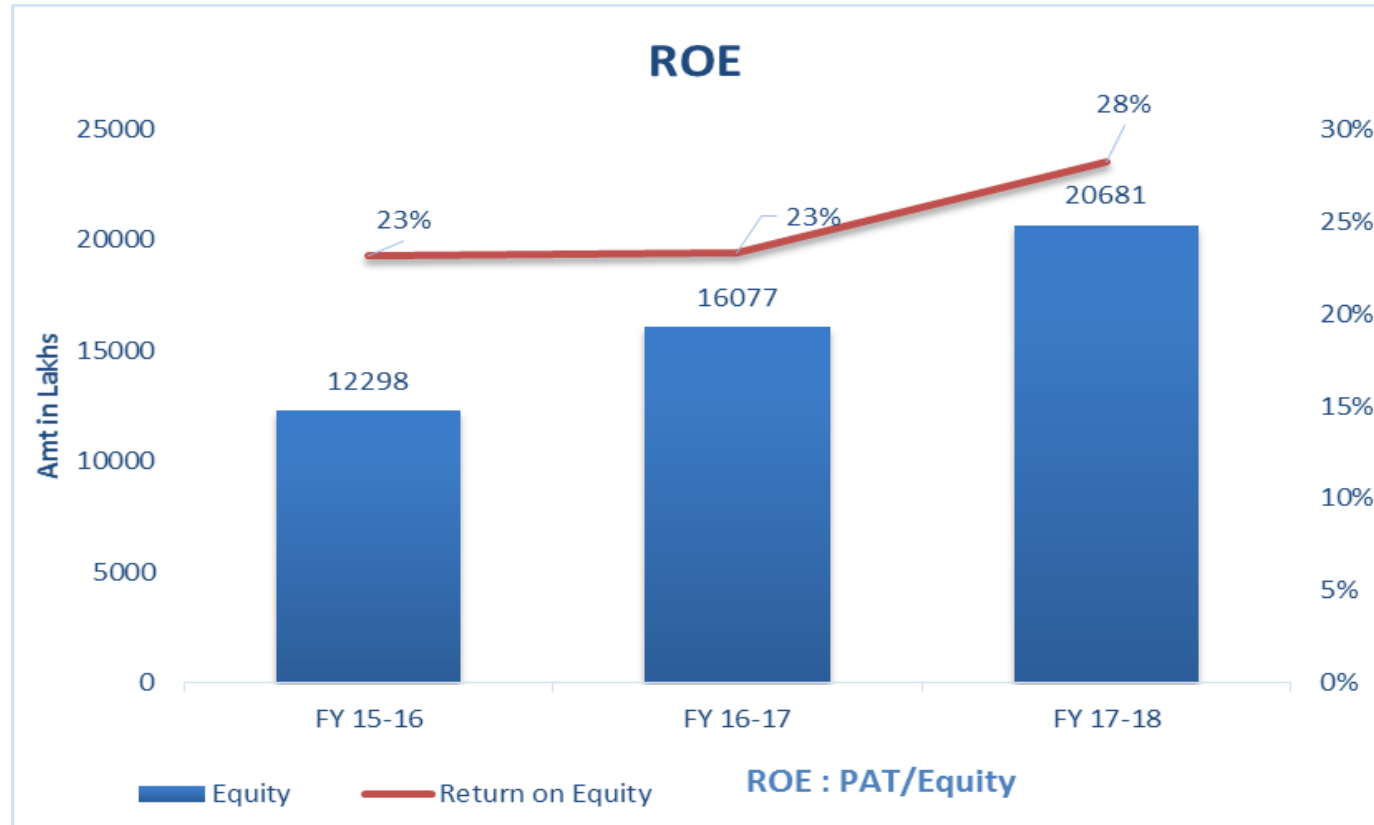
Particulars	2015-16	2016-17	2017-18
Net Worth	12,298	16,077	20,681
Non-Current Liabilities	293	387	596
Current Liabilities	7,258	7,977	13,108
<b>Total</b>	<b>19,850</b>	<b>24,441</b>	<b>34,385</b>
Fixed Assets	7,282	10,500	16,201
Non-Current Assets	284	498	515
Current Assets	12,284	13,443	17,669
<b>Total</b>	<b>19,850</b>	<b>24,441</b>	<b>34,385</b>

Figures In Lakhs





Figures In Lakhs



# Financial Position: FY 18

Particulars	Q4 FY18	Q4 FY17	FY 18	FY 17	FY 16
Revenue	24934	20249	88508	75027	66319
Other Income	60	40	208	137	15
Total Income	24994	20290	88716	75164	66334
<b>Revenue growth %</b>	<b>23.18</b>	<b>12.66</b>	<b>18.03</b>	<b>13.85</b>	<b>0.65</b>
Operating expenses	18223	15319	66443	57658	50763
Other expenses	3870	3068	13000	11179	10114
Total Expenses	22093	18387	79443	68837	60877
EBITDA	2901	1902	9273	6327	5457
<b>EBITDA Margin %</b>	<b>11.61</b>	<b>9.38</b>	<b>10.45</b>	<b>8.42</b>	<b>8.23</b>
EBITDA growth %	52.50	39.44	46.56	15.94	5.12
Interest Expense	119	62	376	244	525
Depreciation	154	124	521	431	579
PBT	2628	1716	8376	5652	4353
PBT Margin %	10.51	8.46	9.44	7.52	6.56
Taxes	848	526	2537	1902	1526
PAT	1780	1190	5839	3750	2827
PAT Margin %	7.12	5.87	6.58	4.99	4.26
PAT growth %	49.55	51.60	55.71	32.65	7.70

Particulars	As on 31st Mar 18	As on 31st Mar 17	As on 31st Mar 16
<b>1. Non current Assets</b>			
Fixed Assets	16201	10500	7282
Long Term Loans and Advances	516	498	284
<b>2. Current Assets</b>			
Trade Receivables	15438	11467	10539
Cash & Cash Equivalents	1218	878	1091
Short Term Loans and Advances	711	633	654
Other Current Assets	301	465	0
<b>TOTAL</b>	<b>34385</b>	<b>24441</b>	<b>19850</b>
<b>1. Equity</b>			
Share Capital	766	766	761
Reserves & Surplus	19915	15311	11537
<b>2. Non Current Liabilities</b>			
Long Term Borrowings	166	52	58
Deferred Tax Liabilities (net)	430	335	235
<b>3. Current Liabilities</b>			
Short Term Borrowings	3816	3052	3975
Trade Payables	6459	3780	2316
Other Current Liabilities	1399	1056	769
Short Term Provisions	1435	89	199
<b>TOTAL</b>	<b>34385</b>	<b>24441</b>	<b>19850</b>

# Capital Expenditure Plan

**TCI EXPRESS**

LEADER IN EXPRESS

Figs In Lakhs

	Assets as on 31 <sup>st</sup> March, 2017	Addition (Net) During FY 2017-18	Total Fixed Assets as on 31 <sup>st</sup> Mar, 2018	Proposed CAPEX For FY2018-19
Sorting Centers- Land & Construction	7936	5822	13758	5000
Cars	249	178	427	100
Plant & Machinery	621	213	834	1200
IT (Hardware & Software) Equip.	336	92	428	200
Office Equip.	241	49	290	300
Furniture & Fixtures	331	130	461	200
Capital WIP	786	(783)	3	0
<b>Total</b>	<b>10500</b>	<b>5701</b>	<b>16201</b>	<b>7000</b>





**Operations** : Aligned with GST Registration/ Billing needs and E-Waybill generation for Intra/ Inter State movement of goods .

**Information Technology** : In house ERP has been upgraded to facilitate the state wise Revenues/Expenses recognition, reports, and other requirements to upload returns under GST regime.



**Accounts** : State wise set of books of accounts have been started and monitored centralized by corporate office. Line item wise reconciliation with customers/suppliers, tax deposition and return filing getting controlled from corporate office.

**Marketing** : Post implementation of GST, customers have realigned their warehouses from Regional to National structure and our system has supported them for multi locational services.



### 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.
- Positive impact for TCIEXPRESS

### 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 TCIEXPRESS.


### Increased outsourcing of Logistics

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

### 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 for TCIEXPRESS.





### 1 Diesel Price Fluctuation

- Diesel price fluctuation is the most uncertain cost of operation and has been sporadic in last 4 years.
- To mitigate the impact, TCIEXPRESS has added DFS (Diesel fuel surcharge) in its contracts, both with vendors and customers.



### 2 Delay in Inter State Check Posts

- The inter-state movement of goods in India is subject to multiple taxes and clearances.
- Implementation of GST is expected to streamline the processes and reduce a lot of these delays.



### 3 Lack of infrastructure

- Infrastructure has remained a concern for Express Industry, be it cargo terminals at airports or road conditions.
- Government of India has taken multiple initiatives so as reduce the gaps.



### 4 Unorganized local players

- Unorganized local players have always been a threat to the industry.
- Post GST, TCI EXPRESS might see some consolidation to happen.



# Our Esteemed Clientele – Vertical wise

**TCI EXPRESS**

LEADER IN EXPRESS

50 %

50 %

## Automobile



## Pharma



## Electrical / Energy



## Retails



## Telecom & Engineering



## e Com





D.P. Agarwal  
Chairman & Director



Chander Agarwal  
Managing Director



Vineet Agarwal  
Director



Phool Chand Sharma  
Whole Time Director & CEO



Murali Krishna Chevuturi  
Director



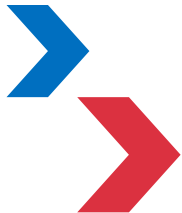
Prashant Jain  
Director

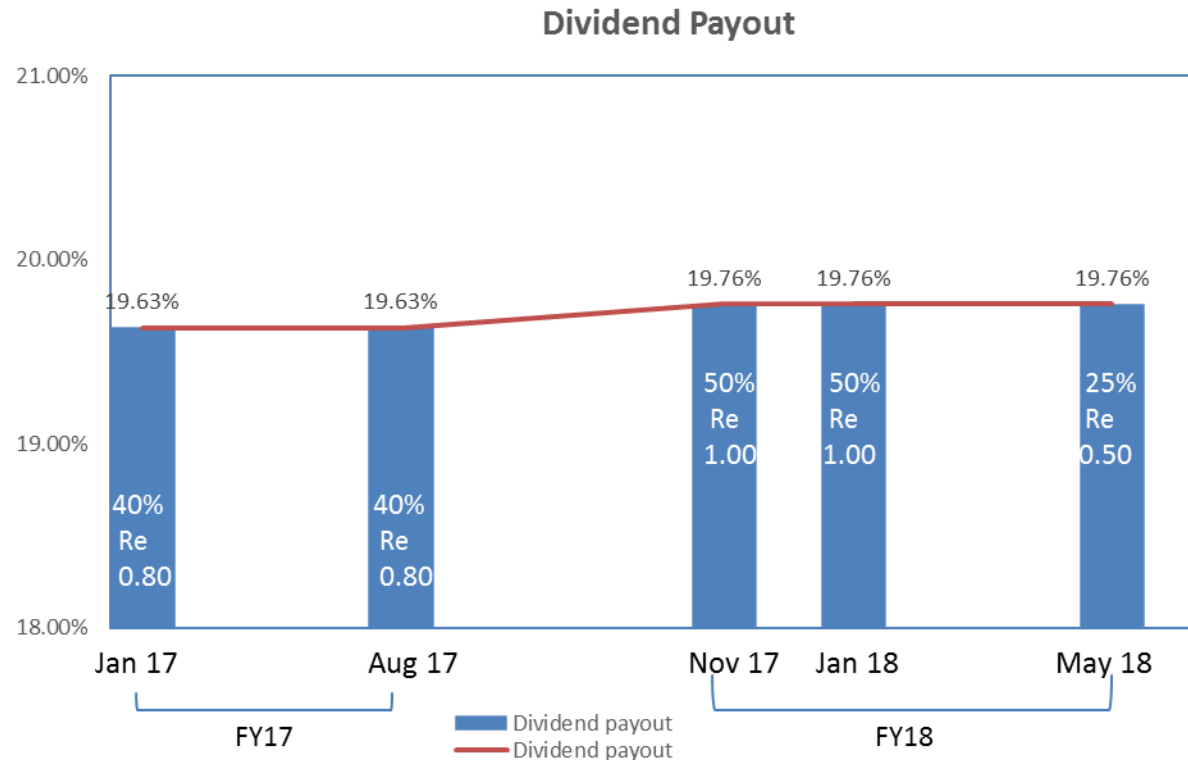


Ashok Kumar Ladha  
Director



Taruna Singhi  
Director

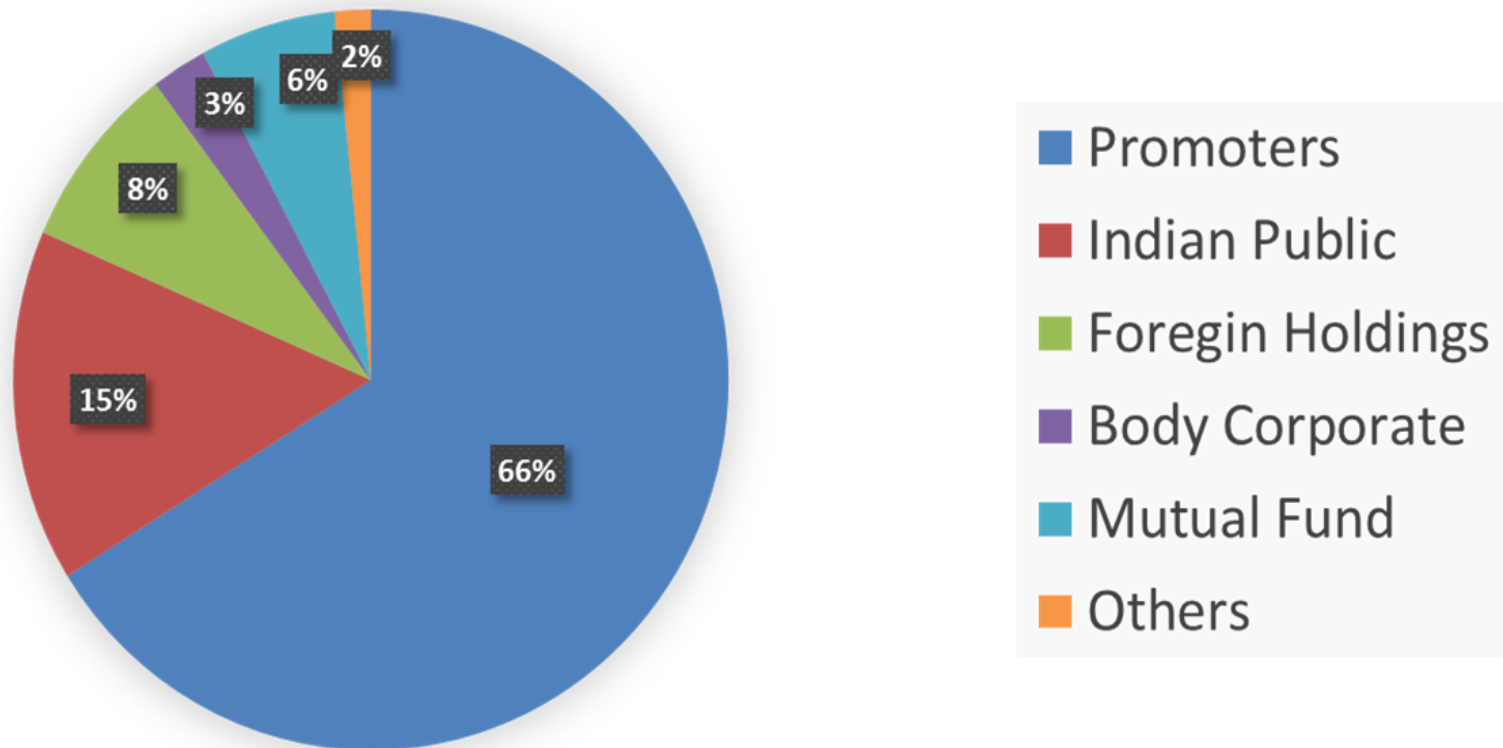




Amt in Lakhs		
Period	PAT	Dividend
F Y 17 ( H1 )	2605	368
F Y 17 ( H2 )	1144	368
F Y 18 ( H1 )	2903	461
F Y 18 ( Q3 )	1143	461
F Y 18 ( Q4 )	1794	232

\*We are regularly dividend paying company though , we do not have any formalized dividend policy as it is not applicable on us, as per SEBI (Listing) Regulation, 2015. It is applicable on top 500 companies as per Market Capitalization.

## Shareholding Pattern as on 31st March 2018





## SBU's and services



FTL/FCL, LTL & Over-dimensional cargo services through road, rail & sea.



A Single-window solutions enabler from conceptualization to implementation.



Leading player in Coastal Shipping, NVOCC & Project Cargo.



Engaged in areas of education, women and 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)



A JV between Indorama Eleme Petrochemicals Ltd. and TCI Global



# The Beginning