



## Q3 FY2022 Earnings Presentation



**TCIEXPRESS** 

— LEADER IN EXPRESS——



## Q3 FY2022 Highlights



### Delivered highest ever quarterly Revenue of Rs. 289 Cr, an increase of 9.4% on Y-o-Y and 4.8% on sequential basis EBITDA of Rs. 49.3 Cr, with EBITDA margins remain strong at 17%. Board of directors have announced 2<sup>nd</sup> quarterly dividend of Rs. 3 per share



#### **Key Highlights**

- October was a strong month with the pick-up in economic activity ahead of festive season. November was a week month in terms of e-way bill collections. However, there was a strong recovery in December, as businesses continued to recover, driven by demand and supply across key industries and the SMEs
- In line with the economic recovery, TCI Express's EBITDA stood at Rs. 49 crores with margins of 17%
- Delivered year on year growth of 4.5% in quarterly profit of 35.1 crores with margins of 12.2%
- Announced dividend of Rs. 3 per share in Q3 FY22, taking 9 months dividend to Rs. 6 per share representing a payout of 300 % on the face value for 9M FY2022



## 9M FY2022 Highlights



Revenue growth of 38.8% on Y-o-Y, despite first quarter being impacted due to second wave of Covid-19

Announced 2<sup>nd</sup> interim dividend of Rs. 3 per share in Q3 FY22, taking 9 months dividend to Rs. 6 per share representing a

payout of 300 % on the face value for 9M FY2022



3. ROCE and ROE has been annualised

Notes:

### **Management Perspective**





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

"Q3 FY2022 was a mixed quarter, we continued to see quicker recovery across industries with the businesses started reaching near precovid levels and the economic activities began to normalize. In October, the demand picked up during the festive season and the Index for Industrial Production registered strong month-on-month growth coupled with the higher E-way bill generation. However, in November, the e-way bills declined to five months low as demand moderated after the festivities, but recovery was again visible in the month of December.

During the quarter, the Company delivered highest ever quarterly Revenue from Operations of Rs. 287 crore, registering a growth of 9.3% on Y-o-Y and 4.9% on a sequential basis. EBITDA for the quarter stood at Rs. 49.3 crore, registering a sequential growth of 4.8% with margin of 17%. Margins remained stable backed by higher capacity utilization and operational efficiencies. Our Profit after Tax stood at 35 crore with margin of 12.2%. On a nine-month basis, TCI Express delivered Revenue from Operations of Rs. 783 crore, growth of 39%, EBITDA of Rs. 131 crore, growth of 55% and Profit after Tax of 93 crores, growth of 60% on year-on-year basis. In the light of strong performance during the first nine months of the year, the Board of Directors has recommended a 2<sup>nd</sup> interim dividend of Rs 3 per share for the quarter, taking total dividend to Rs. 6 per share for the 9M FY22, representing a payout of 300% on the face value and 24.8% on the EPS.

The construction of Gurgaon sorting centre is going as per plan and is expected to be fully operational in February 2022. I would like to highlight that we will be the first B2B express delivery company in India to install Conveyor Belt system for heavy cargo at our Gurgaon sorting centre. This will help in reducing truck halting time by around 40%, which will improve overall operational efficiency. During the quarter, we have also added 5 new branches mainly in the South and North region to penetrate deeper in the key growing markets. Our recently announced new offerings are getting good traction among the customers, especially Rail Express where we continue to see new customer acquisitions.

Looking ahead, we expect there will be a temporary impact of the Omicron variant on the logistics industry and quicker recovery is anticipated in the coming months. TCI Express is well positioned to meet the growing demand and ensure higher operational efficiencies to maintain its profitability margins and close a year on a strong note."

## **Fastest Express Delivery Company in India**

TCI Express has successfully completed 5 years post the demerger and have 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 & 5% of B2C Customers

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

Ranked 448 in Top 500 Companies based on Market Cap, as on March 31, 2021



www.tciexpress.in

19. J.	Year of Listing	2016
	Locations Serviced	40,000
	<b>Countries Serviced</b>	202
	<b>Containerized Vehicles</b>	5,000
	Air Gateways	24
	Company Branch Setup	850 +
$\mathbf{sp}$	Workforce	3000 +
	Sorting Centres	28
	A	√





Ranked 448 in Top 500 Companies based on Market Cap, as on March 31, 2021





## **Geographical Footprint**

### **Fastest Delivery Company in India**





## **Financial Performance**



	Q	3	Y-o-Y	Q2	Q-o-Q	Nine N	lonths	Y-o-Y
Particulars (in Cr)	FY2022	FY2021	Growth (%)	FY2022	Growth (%)	FY2022	FY2021	Growth (%)
Income from Operations	286.9	262.5	9.3%	273.4	4.9%	783.3	564.2	38.8%
Other Income	2.1	1.7		2.4		6.1	4.6	
Total Income	289.0	264.2	9.4%	275.8	4.8%	789.4	568.8	38.8%
EBITDA	49.3	47.0	4.8%	47.6	3.4%	130.6	84.5	54.5%
Margin (%)	17.0%	17.8%		17.3%		16.5%	14.9%	
EBIT	47.0	44.8	4.9%	45.3	3.9%	123.8	78.1	58.5%
Margin (%)	16.3%	17.0%		16.4%		15.7%	13.7%	
PBT	46.8	44.7	4.8%	45.0	4.2%	123.2	77.5	59.0%
Margin (%)	16.2%	16.9%		16.3%		15.6%	13.6%	
PAT	35.1	33.6	4.5%	34.0	3.2%	92.9	58.0	60.1%
Margin (%)	12.2%	12.7%		12.3%		11.8%	10.2%	
EPS	9.1	8.6	6.3%	8.9	3.2%	24.2	15.1	59.6%

Notes:

1. EBITDA and EBIT includes other income

2. All Margins calculated on Total Income





- Total Income for the quarter stood at Rs. 289 Crores, registering an increase of 9.3% y-o-y and an increase of 4.8% on Q-o-Q basis. This growth was driven by strong recovery in economic activities ahead of festive season and growing demand from SME customers
- EBITDA margins remained stable:
  - Maintaining higher capacity utilization of 85% in Q3 FY22 as compared to 85.5% in Q2 FY22
  - Logistics sector witnessed a good growth in the month of October due to festive season however movements of goods slowed down in the month of November and then again picked up in December
- Capex of Rs. 65 Crores incurred during 9M FY2022 primarily on the development and automation of new sorting centre at Gurgaon
- 5 new branches were opened during Q3 FY2022 in the metro cities primarily in the South and West region to deepen TCI Express presence in key business geographies. In nine months, we have added total 35 branches



## Leverage Profile and Working Capital Cycle



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

In Crores	Mar-21	Sep-21	Dec-21
Long Term Debt	1.0	0.5	0.4
Short Term Debt	0.9	0.9	21.6
Total Debt	2.0	1.5	21.9
Less: Cash & Cash Equivalents	85.9	83.0	89.8
Net Debt	(84.0)	(81.6)	(67.8)
Total Equity	433.9	486.6	511.1
Net Debt/Equity	(0.19)x	(0.17)x	(0.13)x

\* Short term debt of Rs. 21.6 is a temporary debt to fund the working capital cycle and repaid in January 2022

**Payables Days** 



40



#### **Receivables Days**



#### **Net Working Capital Days**





## **Quarter Performance Trends**



www.tciexpress.in

#### Consistent improvement financial performance and maintaining strong margin profile



**Total Income** 

#### **PBT and Margins**



### **EBITDA and Margins**



#### **PAT and Margins**



#### Notes:

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

## **Cash Flow from Operations vs Free Cash Flows**





Consistent cash flow generation over the years with focused approach on generating free cash flows

- Cash flow from operations stood at Rs. 67.1 Cr for 9M FY2022
- Capex of Rs. 64.6 Cr incurred during the first nine months primarily towards the development and automation of company owned sorting centre at Gurgaon
- Efficient working capital management, cash flow conversion cycle, robust capital structure and strong collections from customers and credit support from suppliers

## **Strategy and Outlook**



—LEADER IN EXPRESS—

### **Revenue Growth**

Impacted in line with overall economic slowdown however it is expected to growth with:

- □ Highly diversified client base and 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
- Government Initiatives to provide seamless connectivity to remote rural areas



### **Capital Expenditure**

- Planned CapEx of Rs. 400 crores in 5 years
  - □ Investment in sorting centres
  - Automation and enhancing technological capabilities
  - □ Out of which ~Rs. 300 crores have been spent in last 5 years
  - Remaining 100 crores will be spent next year



### **TCI Express Offering**

- Added new value added services such as Pharma Cold Chain and C2C express
- □ Launch and expand Rail service offerings
- □ Continuous focus on volume growth through B2B client acquisition



## **Strategic Priorities by 2025**



New value-added services is expected to contribute 25% to top-line:

- Pharma Cold Chain Express
- C2C Express
- Rail Express
- Air Express

Maintain high return ratios and consistent dividend pay-out

> **Create Wealth for all Stakeholders**

#### More than Double the Revenue – Rs. 2000 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



### **Capex Plan**



Company continue to invest in automation at Gurgaon sorting centre and it should be operational by February 2022 Pune sorting centre is operational, and TCI Express remains committed to improve turnaround time

### **Gurgaon Sorting Centre**

Location:	Gurgaon
Area:	2 lakh sq.ft
Solar Panel:	800 KW
Operational:	Expected to complete construction with full automation in February 2022

# Pune Sorting Centre

Location

A STATE	Location:	Pune
	Area:	1.5 lakh sq.ft
	Solar Panel:	600 KW
	Operational:	Operational since June 2021 and is trying to improve turnaround time

Duno





## **Expanding Service Offering: Rail Express**



TCI Express to launch successfully tested surface express asset light model into rail transportation called Rail Express Rail Express service is a unique service offering aimed at providing high value service at a lower cost

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

	$\checkmark$	Faster transit time at a lower cost substituting Air Cargo
Advantages	$\checkmark$	Optimize economies of scale at branches and routes
	$\checkmark$	Use of strong railway network

#### Centralized and integrated logistics system





 $\checkmark$ 

 $\checkmark$ 

**Government Backed** 

Infrastructure

Development

Shorter Turnaround Time	
Uninterrupted Transportation	

Indian railways aims to increase its freight traffic from 1.1

Lower carbon footprint and sustainable mode of transport

billion tons in 2017 to 3.3 billion tons in 2030

Synergistic with Existing Express Business

Bridging the Gap between Air and Surface Higher Margin Business

> Backed by Government

www.tciexpress.in

## **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 though 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



www.tciexpress.in

## Last 5 Year Key Takeaways



Inherent Business Strength	<ul> <li>Fastest B2B Express Delivery Company in India</li> <li>Asset light model allows Company to maintain higher utilization and drive strong cash flows</li> <li>No franchise model. All branches are company owned which ensures adoption of best standard operating procedures</li> <li>Diversified business model catering to all the major manufacturing industries</li> </ul>
Expanding Business	<ul> <li>✓ Locations servicing from 32,000 locations in FY 2017 to 40,000 locations in FY 2021</li> <li>✓ Branch offices increased from 500 in FY 2017 to 800+ branches in FY 2021</li> <li>✓ Sorting centers increased from 26 in FY 2017 to 28 in FY 2021</li> <li>✓ Customers count increased from 1.6 Lakh in FY 2017 to 2.0 Lakh in FY 2021</li> </ul>
Generating Returns for all Stakeholders	<ul> <li>✓ 5 Year track record of consistently delivering enhanced margins and profitability. EBITDA growing at a CAGR of 22.4% and Net Profit at a CAGR of 28.0%</li> <li>✓ Consistently paying dividend for last 5 years and generating high return on capital employed</li> <li>✓ Debt free company, maintaining strong balance sheet and flexible capital structure</li> </ul>







#### Strong finish to a challenging FY2021, delivered EBITDA of Rs. 142 Crores and Net Profit of Rs. 101 Crores with improved margins



## **Annual Performance Trends**



#### 5 Year track record of consistently delivering enhanced margins and profitability



#### **PBT and Margins**



## **EBITDA and Margins**

\* All numbers in Crores unless specified



#### **PAT and Margins**



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

Notes:

1.

## **Key Ratios**



www.tciexpress.in

#### Maintaining the track record of consistently generating high returns with focus on creating wealth for all stakeholders

Dividend per Share (Rs) & Payout (%)



### **Return on Equity (%)**



#### Notes:

1. Recommended dividend of Rs. 3 per share in Q2 FY22 and 3 Per share in Q3 FY22, Payout calculated on the EPS of 9M FY2022

2. ROE % shows a declining trend because of increase in Equity base as a result of higher profitability every year

### Return on Capital Employed (%)



#### **Cash Conversion Ratio (%)**



## **TCI Express – Leading Margins and Profitability in the Industry (FY2021)**



EBITDA Margins %

#### **EBIT Margins %**



#### **PAT Margins %**



#### Notes:

- 1. All financials are based on FY2021 reported numbers
- 2. EBITDA and EBIT including Other Income
- 3. Return on Capital Employed is calculated as EBIT/Average Capital Employed. Capital Employed = Total Equity + Total Debt
- 4. Return on Equity is calculated as Net Profit/Average Total Equity





#### **Key Highlights:**

- TCI Express continues to outperform peer group in terms of EBITDA Margins, Profitability and Return Ratios
- Unique Asset Light Model has allowed TCI Express to maintain higher capacity utilization and deliver strong EBITDA margins even in the challenging times
- Revenue mix driven equally by SMEs and corporates



## **Express Industry – An Outlook**





Notes: 1. Source : World Bank Database - 2019 Figures, Department of Commerce – Gov. of India (22)

æ

www.tciexpress.in

**Formalization of Sector Operational Efficiency** Infrastructure Development Goods and Service Tax – pre filled Automation of Sorting Centres Launch of PM Gati Shakti Master numbers Plan to improve seamless movement GPS Enabled Tracking and of goods Improved Customer Support Implementation of E-way Bill and New PLI scheme to drive reducing E-way billing time Services manufacturing sector in India Increase in axle load aimed to Invoice Reference Number Route optimization using data increase cargo volume through e-invoicing analytics Improved Rail and Port Connectivity

### **Recent Logistics Sector Transformation Initiatives**

Key areas for creating a sustainable growth in logistics sector

Logistics Infrastructure

**Regulatory Reforms** 

**Technological Integration** 



TCLEXPLASS

-LEADER IN EXPRESS-

## Indian Logistics Industry

### **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 51 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 23 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 17 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. Girish Dua, Chief Marketing Officer

Mr. Girish Dua is a Management graduate and a Pharmacist, with over 20 years of experience. He has a strong background in Sales and Marketing and he drives himself to achieve and produce concrete results. He enjoys reading, and the knowledge and perspective contributed to strengthen his marketing skills. He always thrives on "Out of the Box" thinking for most complex situations. Ethical, Self-motivated, Conscientious Leader is what defines him the best



27

## 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



# SocialTCI Foundation, the

- of TCI Express, is
- 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. 12.35% of the workforce are female
- Fair Wage, Benefits and Contracts for all employees

Certified as a 'Great Place To Work' for the second year in a row, for the period March 2021

### **CSR and Awards**

- During FY2021 TCI Foundation' and TCI Charities has spent Rs. 2.05 Crores, towards its commitment to the development of society
- Logistics Excellence Tech innovator of The Year at India Logistics Summit & Awards 2019

#### 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**







## **Awards & Recognition**





## **Awards & Recognition**





"Most Preferred Brands 2021" award within the category of "Express Logistics Company" SCALE award for the best "Express Courier" company by CII Institute of Logistics in Dec-2021



### **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:

Mukti Lal Chief Financial Officer, TCI Express

+91 124 238 4090-4094 (Extn. 606) mukti.lal@tciexpress.in Ravi Gothwal / Vikas Luhach Churchgate Partners

+91 22 6169 5988 tciexpress@churchgatepartners.com







#### TCI EXPRESS LIMITED

TCI house, 69 Institutional area, Sector - 32, Gurgaon 122001, Haryana, India P: +91 124 2384090-94 • E: info@tciexpress.in W: www.tciexpress.in • Toll free: 1800 2000 977





1111000000 / 100000000