



NAVIGATING TOMORROW





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Navigating Tomorrow

Powerful forces are changing our world. Their impact is touching all the countries, sectors, companies and, increasingly, workers and the environment. The world is quietly gravitating towards a **“New Normal”**, unleashing multitude of changes, some of them permanent and imminent. As the logistics sector grapples with one of the largest global exogenous shocks to economies, almost all aspects of managing supply chains are going through substantial changes. Thus, creating the need to build agile and resilient supply chains while adopting green and sustainable logistics.

Equipped with modern technology and innovative solutions, we are addressing the needs of this dynamic sector while ensuring seamless interaction between systems, people, processes, and customers.

“Navigating Tomorrow” has been our philosophy for some time now. With sustained investment in infrastructure, technologies, people, and relationships, combined with an unwavering focus on safety, sustainability, quality, and excellence, we will reinforce our position as **“Leaders in Logistics”**.

About Transport Corporation of India (TCI) Limited

Transport Corporation of India (TCI) Limited is India's leading integrated multimodal logistics and supply chain solutions provider. Having commenced operation in 1958 as a "One man, One truck, One office" Company, we have come a long way in these six decades. Today, we are known as a distinguished logistics player with a significant regional presence.



We provide a range of end-to-end logistics and supply chain solutions in India and the SAARC region through multiple modes including road, rail and sea. Our solid foundation, vast expertise, robust infrastructure, and a highly talented team underpin our operations. We focus on developing and implementing customised and technology-enabled logistics solutions that offer scalability and flexibility, in addition to meeting customer requirements.





Vision

TCI Group aims to be a customer-oriented, multi-technology, multi-specialist 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 the society, customers, vendors, employees, shareholders and the transport industry.



Core Values

We believe that a brand is a living entity and that should get reflected in its behaviour. Our behaviour is governed by a set of values communicated by the acronym CORE.



Customer focus

We put customers at the center of what we do.



Responsive

We respond adequately and timely to ever-changing business and technological requirements.



Ownership

We work with the passion of an entrepreneur, we are self-motivated and take pride in belonging with the company.



Empathy

We incorporate emotional intelligence into our day-to-day operations and create an enabling work environment ruled by respect for one & all.



Key Strengths

Underpinning our operations are our core competencies, which include integrated multimodal capabilities, robust infrastructure, technology competence, and seamless supply chain and design solutions.

Technology-driven operations

Unique positioning of 3PL supply chain management business

Complex supply chain and design solutions

AA/Stable (Upgraded from CRISIL AA-/ Positive) Bank Credit Facilities

Large scale modern warehousing

A1+ Rating for TCI's commercial paper by ICRA

Integrated multimodal capabilities

CRISIL A1+ (Reaffirmed) for Bank Guarantee

6+
Decades of
industry
experience

Moving nearly
2.5%
of India's GDP
by value

12
million sq. ft.
Warehousing
space

900
IT-enabled own
branches

7
Coastal
Cargo ships

9,000+
Trucks in
operation

600+
ISO Containers

7,000+
Cold storage/WH
pallets

4,000+
Employee
strength

8,000+
GP Containers

Our Value Creation Business Model

TCI Freight

With a fleet of 4,000 trucks, we provide cost-effective and reliable services to our customers. The freight division provides integrated surface transport solutions like FTL (Full Truck Load), LTL (Less than Truck Load), small packages and consignments, ODC (Over Dimensional Cargoes), PHH (Project Heavy Haul) and Foldable Large Containers (FLCs) to minimize risk of damage and pilferage of the goods. TCI Freight is the largest business segment of the Company.



TCI Supply Chain Solutions

TCI Supply Chain Solutions (TCI SCS) is a single window enabler of integrated logistics and supply chain solutions catering to diverse and complex business needs. Our offerings include supply chain design and reengineering, logistics support to third-party, warehousing management and other similar services. What distinguishes TCI SCS is its unique supply chain network, professionally-managed inventory, modern warehousing management with advanced material handling equipment.

TCI Seaways

With a capacity of 91,717 DWT, we have extensive knowledge and expertise in coastal shipping and container cargo movements and transportation services. This division has enabled us to become one of the leading multimodal coastal players connecting India with its western, eastern, and southern ports. Through this segment, we provide seamless coastal shipping solutions to customers right from origin to the destination.



TCI CONCOR

Multimodal Logistics Solutions

TCI CONCOR Multimodal Logistics Solutions Pvt Ltd is a joint venture between TCI & CONCOR and provides end-to-end multimodal solutions. TCI CONCOR leverages the strengths, infrastructure and capabilities of the TCI Group and creates synergies using the rail infrastructure of CONCOR to establish an integrated multimodal rail-road service. We ensure cost-effective environment-friendly, and first-mile and last-mile logistics services to our customers.



A logistical partner for Toyota Kirloskar and other Japanese companies in India, Transystem Logistics Private Ltd provides complete logistical solutions - from inbound logistics (IBL) to outbound logistics of Completely Built Units (CBU) and spare parts management, warehousing and distribution.

TCI COLD CHAIN SOLUTIONS

We provide integrated cold chain services to meet temperature-controlled warehousing & distribution services for varied industries like agricultural products, processed foods, life sciences, healthcare and speciality chemicals, etc.

Our Presence in SAARC countries

SAARC is a business offering of TCI Group with a strong presence in the SAARC, especially BBIN countries. It provides logistics services to Nepal, Bangladesh, Sri Lanka, Bhutan, also connecting Myanmar with offices at borders & capital cities.

Our Subsidiary Companies in SAARC



Trusted logistics partner for diverse industries



Automobile: In Auto and Auto ancillary industry, we offer innovative solutions for complex logistics requirements covering the entire supply chain from production to after-markets.



Engineering: In the Engineering sector, we provide logistics solutions for lightweight or heavy-duty consignments and ensure professional handling of goods.



Chemicals: We understand the unique requirements of Chemical Shipments. Our dynamic, safe and cost-effective multimodal logistics solution for all bulk liquid and dry chemicals includes movement of Hazardous and Non-Hazardous chemicals via road-rail and sea through usage of ISO containers. "Responsible Care" is the mantra of safe and environmentally-conscious management as we seek to build HSE standards in the Chemical industry.



Pharma & Healthcare: For the Pharma & Healthcare sectors we provide end-to-end supply chain and Cold Supply Chain services. This encompasses Ambient and Cold Warehousing, Primary Transportation, 3PL, CFA and DC management. Temperature-controlled transportation coupled with last-mile deliveries ensure easy and convenient transportation. Specialized handling & transportation of medical devices including MRI machines and CT Scanners.



Omni-channel retail: We provide efficient, flexible logistics services from distribution and fulfillment centers providing end-to-end Supply Chain visibility to first-mile supplier pickups and last-mile deliveries by drawing all the necessary (transport, warehousing and management) services together into a complete, optimized package. State-of-the-Art automated systems which covers sorters, conveyors, ASRS, deep shelving are some of the offerings for handling high volume/high throughput requirements.



FMCG: We service FMCG companies by providing seamless integrated transportation & multimodal solutions, led by experts who understand the unique requirements and standards of the industry whether it is managing modern Distribution Center or Cold Storages. We leverage this knowledge to build our solutions around customer needs, allowing us to serve some of the leading brands.



Textile: We extend transportation, warehousing, consol and deconsol services.



E-Commerce: We provide fulfillment services and middle-mile transportation.

Financial Performance

Key Financial Ratios (Standalone)

(₹ in Lakhs)

Particulars	FY 2013-14	FY 2014-15	FY 2015-16	FY 2016-17	FY 2017-18	FY 2018-19	FY 2019-20
Total Income	143,279	155,021	161,401	182,197	220,227	258,514	254,165
EBIDTA	10,735	13,082	14,933	17,517	23,373	27,105	26,174
Finance Cost	2,455	2,616	2,393	2,861	3,084	3,558	3,235
Depreciation & Amortisation	3,804	4,345	5,071	5,781	6,733	7,519	7,765
Profit Before Tax & Exceptional Items	4,476	6,121	7,469	8,876	13,556	16,028	15,174
Exceptional Item	-	17	-	-	400	-	988
Taxes							
- Current	635	1,265	839	1,115	2,222	3,778	2,475
- Deferred	150	33	674	735	510	(514)	(930)
- Taxes for Earlier Years	-	-	-	-	50	-	-
Net Profit Margin	2.6%	3.1%	3.7%	3.9%	4.7%	4.9%	5.0%
Net Profit	3,691	4,806	5,956	7,026	10,375	12,764	12,641
Cash Profit	7,645	9,184	11,701	13,542	17,617	19,769	19,476
Dividend per Share	1.3	1.5	1.5	1.1	1.6	1.8	2.0
EPS	5.1	6.4	7.8	9.2	13.5	16.7	16.5
Gross Block	60,761	72,006	59,122	66,818	82,080	91,125	101,797
Net Block	38,486	47,048	53,385	58,933	67,990	70,502	72,822
Share Capital	1,459	1,513	1,521	1,532	1,532	1,533	1,537
Avg Net Worth	31,856	39,574	47,753	52,766	62,430	75,052	88,762
Total Debts	30,287	30,571	33,826	40,572	42,383	44,963	40,228
Avg Capital Employed	68,050	74,966	88,800	94,491	107,779	121,356	131,696
Operating Profit Margin	4.8%	5.6%	6.1%	6.4%	7.6%	7.6%	7.2%
Return on Net Worth	11.59%	12.14%	10.92%	12.10%	15.38%	15.37%	13.31%
Return on Capital Employed	10.18%	11.65%	11.53%	12.29%	15.35%	16.14%	13.98%
Debt Equity Ratio (times)	1.0	0.8	0.6	0.7	0.6	0.5	0.4
Interest Cover (times)	4.4	5.0	6.5	6.3	7.6	7.6	8.1
Book Value per Share (in ₹)	61.0	74.9	87.9	78.4	88.1	108.3	123.7
Debtors Turnover	5.07	4.74	4.68	4.87	4.87	5.07	5.45
Current Ratio	0.89	1.04	1.13	1.20	1.29	1.39	1.47

*During the Current Financial year there is no significant changes in key financial ratio i.e. 25% or more as compared to the immediately previous financial year