TCI
LEADERS IN LOGISTICS

February 22, 2016

The National Stock Exchange of India Ltd.,
The Listing Department,
"Exchange Plaza",
Bandra Kurla Complex, Bandra (East),
Mumbai – 400 051

Scrip Symbol: TCI

BSE Ltd.
The Department of Corporate Services,
Phiroz Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001

Scrip Code: 532349

Dear Sir/Madam,

Sub: Investors Presentation on Un-Audited Financials Results for 3rd Quarter/Nine Months ended 31st December, 2015

In terms of the provisions of Regulation 30 of SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, please find attached the Investors Presentation on Un-Audited Financials Results for 3rd Quarter/Nine Months ended 31st December, 2015 of the Company.

This is for your information and necessary record.

Thanking you,

Yours faithfully,
For **Transport Corporation of India Limited**

Archana Pandey
Company Secretary & Compliance Officer
Encl: as above

TRANSPORT CORPORATION OF INDIA LTD. Corporate Office

TCI Investors Presentation FY 2015-16 (Q3)

synergy in logistics

TCI
LEADERS IN LOGISTICS

Cautionary Statement

Statements in this “Presentation” describing the Company’s objectives, estimates, expectations or predictions may be “forward looking statements” within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the Company’s operations include global and Indian demand supply conditions, cyclical demand and pricing in the Company’s principal markets, changes in Government regulations, tax regimes, economic developments within India and other factors. The Company assumes no responsibility to publicly amend, modify or revise any forward looking statement, on the basis of any subsequent development, information or events, or otherwise.

About TCI Group

Group TCI

SBUs & Services	
TCI Freight	FTL/FCL, LTL & Over-dimensional cargo services through Road, Rail & Sea.
TCI XPS	India's fastest growing express company for door to door courier and cargo.
TCI Supply Chain Solutions	A Single-window solutions enabler from Conceptualization to Implementation
TCI Seaways	Leading player in Coastal Shipping , NVOCC & Project Cargo
TCI Global GLOBAL LOGISTICS	Completes the service offering of the Group with connectivity & services across the world at global standards

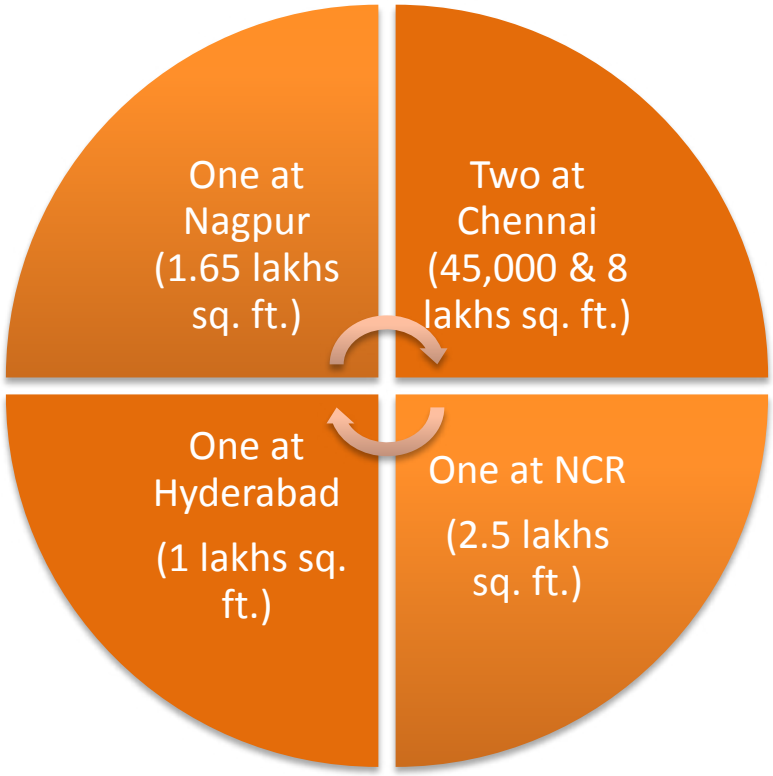
Other Group Companies & Services	
TCI CONCOR Multimodal Logistics Solutions	JV with CONCOR to provide end to end multi modal solutions.
TCI Developers Ltd.	TDL undertakes development of the commercial properties of TCI. It also develops large scale Warehouses, Logistics Parks etc.
Transystem	JV with Mitsui & Co for Auto logistics (Toyota India project)
TCI Transportation Company Nigeria Ltd.	A JV between Indorama Eleme Petrochemicals Ltd. and TCI Global

Group TCI

Key Facts	
Year of Establishment	1958
Turnover	2800 Cr.
Movement by Value of India GDP	2.5%
Employees Strength	6000+
Company Owned Branches	1400+
Warehouse Covered Area	10.5 Mn Sft
Vehicles/Day Managed on Road	9000

GST Ready New Warehouse locations

5 new Warehouses *(For W/H management only)*



Corporate Governance

Listed Entity

NSE

Bombay Stock Exchange Limited
BSE
The edge is efficiency

Rated and Certified

TÜV MANAGEMENT SERVICE
TÜV SÜDDEUTSCHLAND AG
ISO 9001

TCI Foundation

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

Corporate Social Responsibility

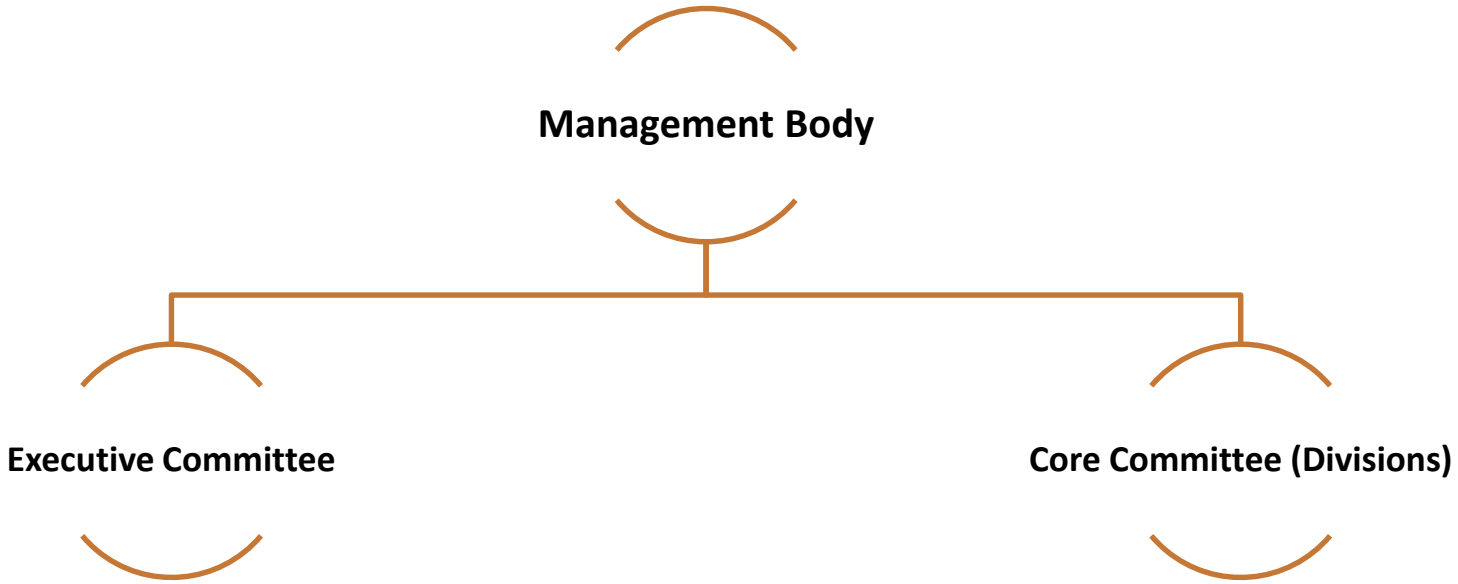
Non Discrimination Policy

On-going Investor Outreach programs

- Regular conference calls and annual meet with shareholders and analysts
- Timely and transparent disclosures through comprehensive annual reports and corporate presentations (readily available on the Company's website)

Management Body

Unique to Logistics industry with high degree of professionalism



Long term strategy, policy making

MDs, CEOs, BD & Marketing, Accounts & Finance, Human Resources, IT, Legal Heads

Operational reviews/ Business strategy

CEOs, MDs, BD & Marketing, Finance, Operations & Regional Heads

Board of Directors

Name	Designation
Mr. S M Datta	Chairman (Non-executive independent director)
Mr. D P Agarwal	Vice Chairman & Managing Director
Mr. S N Agarwal	Non-executive director
Mr. O S Reddy	Non-executive independent director
Mr. K S Mehta	Non-executive independent director
Mr. Ashish Bharat Ram	Non-executive independent director
Mrs. Urmila Agarwal	Non-executive director
Mr. M P Sarawagi	Non-executive director
Mr. Vineet Agarwal	Managing Director
Mr. Chander Agarwal	Jt. Managing Director

Impact of Macro-economic changes on Logistics

GST

- Rationalizing the impact of taxes on Production, Distribution and Inventory management
- Consolidation of warehouses and moving towards Hub-and-spoke model
- Multi modal movement between Hubs

DFC/ Diamond Quadrilateral

- Creation of additional dedicated rail freight capacity,
- Will reduce unit cost of Transportation by speeding up freight train operations.
- Increased bulk multi modal movement for improved productivity & efficiency
- Will result in development of logistic Warehouses in the vicinity of Freight Corridor.

Increased outsourcing of Logistics

- Growth in trend towards outsourcing of logistics in non traditional industries
- Larger scope of outsourcing e.g. order processing, packaging, kitting etc. will go up

E-commerce driven growth in consumption

- With increased per capita disposable income, consumption driven sectors will grow
- Sectors like Food services, e-commerce, consumable durables etc. will get a boost .

GST-Key Implications on Warehouse & Transport Industry

GST

- Rationalizing the impact of taxes on Production, Distribution& Inventory management
- Consolidation of warehouses
- Multi modal movement between Hubs

Transportation

- Larger Warehouses and borderless movement of goods would leads to increased transportation lot sizes, multimodal movement
- Lesser border checks/paper work would lead to faster movement of trucks. Transit times and cost may shrink by 20-30%

Warehouse

- Network to be determined based on the ambit of Additional Tax.
- Network optimization efforts to commence
- Consolidation of warehousing to commence.
- Emergence of hub and Spoke model
- Larger sizes of warehouses (hubs)
- Warehouses closer to manufacturing and/ or consumption areas.

TCI : Serving the Complete Ecommerce Chain

~ 200,000
units / day

~ 150,000
Orders / day

~ 20,000
Deliveries / day

TCI XPS
TCI Freight

TCI XPS
TCI Freight

TCI Supply Chain Solutions

1. At Supplier

- i Supplier Coordination
- ii Scheduling
- iii Route optimization

2. Inventory / Marketplace / Cross Dock- FC

- i Receipts and Bar Coding
- ii Put away and Storage
- iii Order processing on SLA
- iv Sortation and Ship
- v Return Shipment Management
- Vi Return To Vendor

3. At Customer place

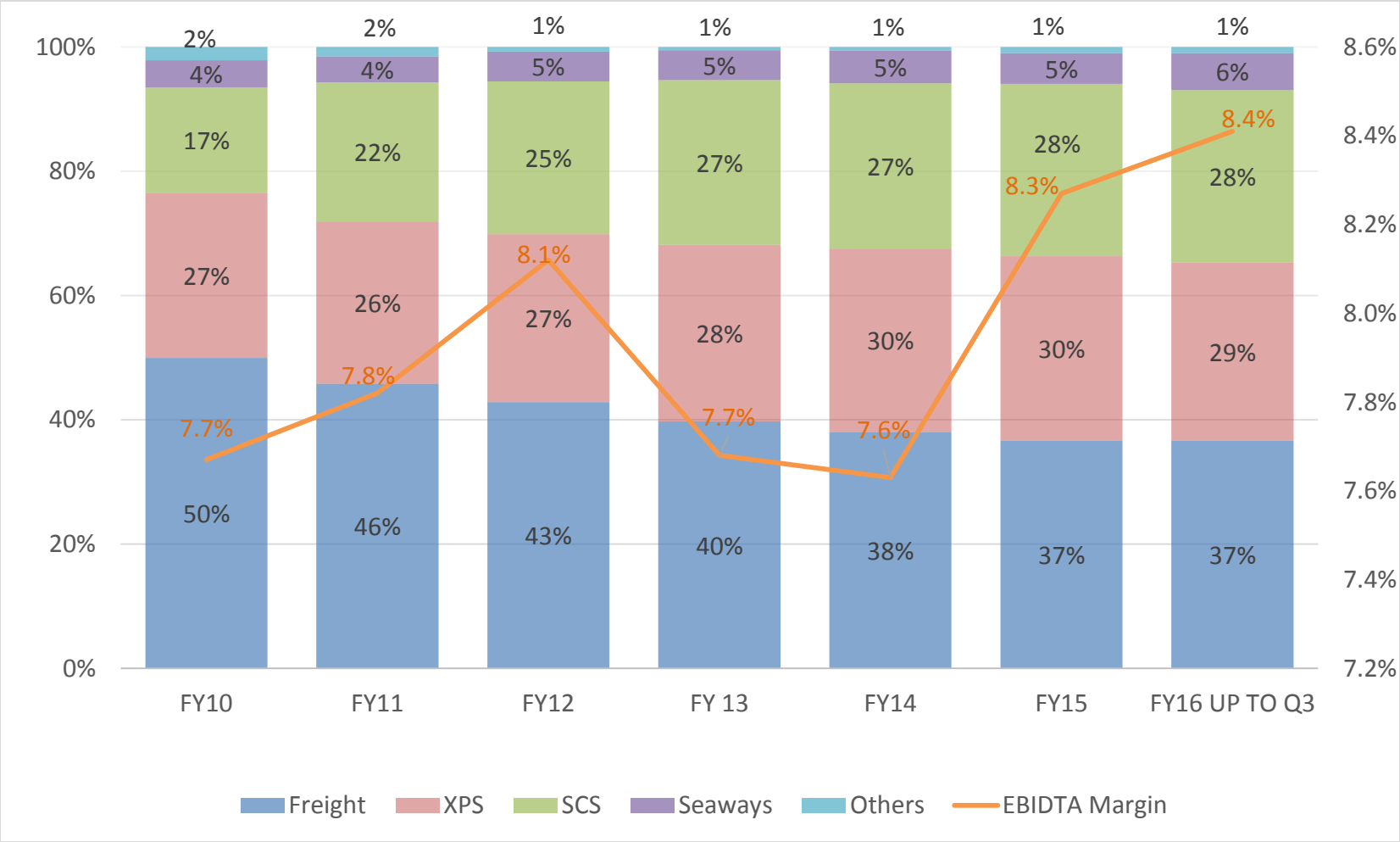
- i Doorstep delivery
- ii FOD
- iii Reverse logistics

Industry Dynamics and SBU Snapshot

	TCI Freight	TCI XPS	TCI Supply Chain Solutions	TCI Seaways
Industry Scenario	Mature, Fragmented, Low barriers to entry, low cost	Growth, niche, high entry barriers, cost efficiency	Nascent, knowledge based, very high barriers, single window	Growth, high entry barriers, low cost
Industry Growth	5-8%	8-12%	15-20%	10-15%
% of Total Revenues *(FY 15-16 Q3)*	37% (611 cr.)	29% (483 cr.)	28% (460 cr.)	6% (96 cr.)
TCI EBIDTA Margins	3-5%	8-10%	10-12%	25-30%
Rev. Growth CAGR 5 Yrs.	2.2%	11.3%	19.8%	13.2%
ROCE (5-yr Average)	11%	46%	25%	17%
ROCE (10-yr Average)	15%	40%	23%	19%

Divisional Performance

Standalone Revenue Mix : Share of XPS & SCS is rising



TCI Freight Division

- One of India's premier organized freight services provider with pan India presence
- Around 2400 trucks and trailers, both owned and leased, provide freight movement services on a daily basis
- Single window Key Account Management (KAM) solutions for managing information flow and tracking
- Started new service for SAARC region.

Road	Rail	Over Dimensional Cargo
Provides full truck load (FTL), less than truck load (LTL) and parcel services 600 owned offices Large client base with a strong Key Account Management system	Provides different types of services such as containers, wagons and special automotive wagons	Provides logistics solutions for over dimensional, bulk and heavy cargo Project management Own hydraulic axles and trailers

Multi-modal Logistics JV

51% equity stake

49% equity stake

Container Corporation of India Ltd

TCI CONCOR

Multimodal Logistics Solutions

Potential Benefits

- Integration of rail and road cargo movement
- Establishing synergy between two rail and road giants
- JV company provides end to end multi modal solutions
- Providing ideal mix of cost & speed
- Total Paid up Equity- Rs 7 Cr
- FY 2015-16 (Q3) Net Revenues- Rs. 96.5 Cr. and Net Profit of RS. 0.75 Cr.

TCI Freight Division: Financials

Rs. In Crores	2015-16 (Q3)	% increase over last year	2014-15 (Q3)	2014-15 (Audited)
Revenues	611.2	1.6%	601.6	810.6
EBDITA	16.6	15.3%	14.4	21.4
EBITDA Margin %	2.7%		2.4%	2.6%
PBIT	9.4	17.5%	8.0	12.6
Capital Employed	198.5	1.6%	195.3	194.7

Division's share in overall business consistently reducing

	FY 2010-11	FY 2011-12	FY 2012-13	FY 2013-14	FY 2014-15
Share in total Revenue	46%	43%	40%	38%	37%

Outlook:

- Projected growth of around 5-10% with better economic conditions
- Focusing on high margin sundry and LTL business
- Better utilization of fixed cost of branches , hubs and manpower

TCI LEADERS IN LOGISTICS

TCI XPS Division

- The division provides express door-to-door service for time sensitive and high value documents and parcels
- Operates through dedicated vendors
- 10% business is through air cargo
- Growing in both B2B and B2C part of e-commerce business

Domestic & International	Value Added Services	USP
13000 locations in India & 200 countries	Diplomat (non service location) Delivery	Air cargo: all dimensions
Air (chartered space from Airlines)	Holiday Service	Well positioned hubs
Surface: Road & Rail	Freight on Delivery	Key Account Management system
	Money back guarantee scheme	

TCI XPS Division: Financials

Rs. In Crores	2015-16 (Q3)	% increase over last year	2014-15 (Q3)	2014-15 (Audited)
Revenues	482.9	-1.6%	491.0	658.9
EBDITA	39.7	4.5%	38.0	51.9
EBITDA Margin %	8.2%		7.7%	7.9%
PBIT	35.4	5.0%	33.7	45.9
Capital Employed	142.3	43.0%	99.5	105.0

Outlook

- Business growth projected at 15%-20% with increased focus on ecommerce, high consumption driven sectors
- Focusing on improvements in operating margins by better capacity utilization and services automation

TCI Supply Chain Division

- SCS division provides inbound/outbound logistics and supply chain solutions from conceptualization to implementation
- Operates with a customized fleet of 1100 own trucks including 34 refrigerated trucks
- Auto sector currently contributes to 75% of total SCS revenue
- High growth in managing Fulfillment centers and backend operations for e-commerce

Supply Chain Consulting
Design of Supply chain strategy from procurement to distribution

Cold Chain
Transport & storage solutions for perishable cargo in Pharma, Foods & Chem

Supply Chain Execution
Lead Logistics Provider

Key Account Management
Group Services

Warehousing
Distribution Centers, Cross Docks & In-Plant

Marquee Customers
Maruti, VW Group, Tata Motors, Hero, Bajaj, Hindustan Unilever, Samsung,

Auto	Retail & CP	Hi-Tech	Pharma	Cold Chain	Chemicals	Record Management Services -RMS

Automotive Logistics JV

49% equity stake

51% equity stake

Mitsui & Co. Ltd

Synergy with TCI

- Lead logistics partner for Toyota Kirloskar Motors Ltd. and for other Japanese auto companies in India
- Complete logistics solutions from inbound to outbound transportation across India and abroad

TCI Supply Chain Division: Financials

Rs. In Crores	2015-16 (Q3)	% increase over last year	2014-15 (Q3)	2014-15 (Audited)
Revenues	460.2	1.3%	454.5	611.8
EBDITA	47.5	2.4%	46.4	64.8
EBITDA Margin %	10.3%		10.2%	10.6%
PBIT	26.7	3.5%	25.8	37.4
Capital Employed	219.5	35.2%	162.4	163.6

Outlook

- Planned growth of 20+% with improvement in auto, retail and economy in general
- Aims to be significant player in warehousing in Apparel, Retail, FMCG and E-commerce
- Significant pipeline of potential contracts in all verticals

TCI Seaways Division

- This division provides coastal shipping services for transporting container and bulk cargo along the Western & Eastern coast of India

Ships Owned	Coastal Shipping Services	Other Services
04 domestic ships with capacity of 3500 – 10600 DWT, including Project Ships equipped with own cranes (Total capacity of 23360 DWT)	Scheduled services on both coasts: -Mundra to Cochin -Chennai/Vizag to Andamans	Chartering of Vessels Stevedoring & MTO License NVOCC with own & leased containers

TCI Seaways Division: Financials

Rs. In Crores	2015-16 (Q3)	%increase over last year	2014-15 (Q3)	2014-15 (Audited)
Revenues	96.2	18.6%	81.1	112.9
EBDITA	24.2	7.6%	22.5	33.7
EBITDA Margin %	25.2%		27.7%	29.9%
PBIT	18.9	-1.6%	19.2	28.6
Capital Employed	156.3	8.2%	144.4	156.0

- Two ships were added in the year 2014-15 with a DWT of 15362.
- Good response to new ship deployed at west coast this year.

Outlook

- West coast service to further stabilize and grow
- Over all planned growth is 25% supported by stabilized operations at west coast
- Increasing awareness of coastal service as a multi modal option

Other Divisions

Energy division

Rs. In Crores	2011-12 (Audited)	2012-13 (Audited)	2013-14 (Audited)	2014-15 (Audited)	2015-16 (Q3)
Cumulative capacity	11.50 MW	11.50 MW	11.50 MW	11.50 MW	11.50 MW
Capital Employed	37.4	34.6	31.1	29.6	28.4
EBIDTA	6.0	6.3	5.8	5.0	4.1

Global division

- TCI Global's new initiative to target international business through subsidiaries
- Two Operating International JVs in Indonesia and Nigeria.
- Activities undertaken: Local Distribution and Mining Logistics.

Standalone Results

Income Statement

Particulars (Rs in Cr.)	2014-15	2014-15 (Q3)	2015-16 (Q3)
Freight	2050.01	1525.99	1514.88
Other Sales & Services	146.74	105.21	140.82
Other Income	12.38	8.84	10.18
Total Income	2209.13	1640.04	1665.88
Revenue growth %	8.66%	9.60%	1.58%
Operating expenses	1764.78	1320.90	1310.02
Other expenses	261.61	186.66	215.69
Total Expenses	2026.39	1507.56	1525.71
EBITDA	182.74	132.48	140.17
EBITDA Margin %	8.27%	8.08%	8.41%
Interest Expense	31.91	25.02	20.88
Depreciation	49.46	36.21	39.23
Exceptional Item	0.17	0.00	0.00
PBT	101.20	71.24	80.06
PBT Margin %	4.58%	4.34%	4.81%
Taxes	25.25	16.80	18.98
PAT	75.95	54.45	61.08
PAT Margin %	**3.44%**	**3.32%**	**3.67%**

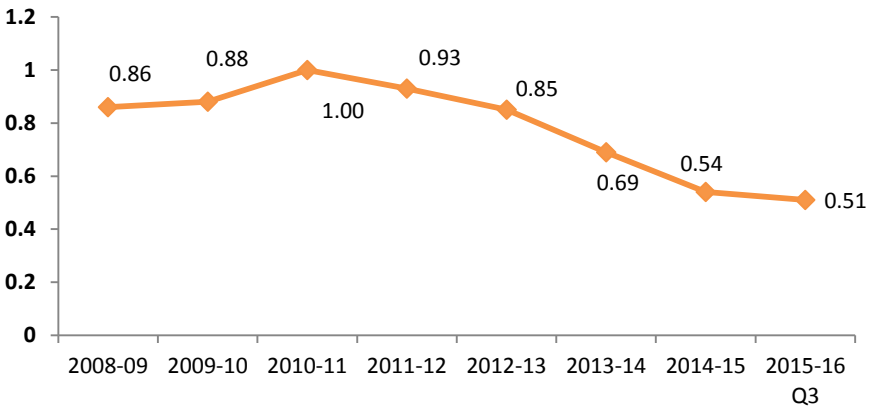
Balance Sheet

Particulars (Rs in Cr.)	2014-15	2014-15 (Q3)	2015-16 (Q3)
1. Shareholders Funds			
Share Capital	15.13	14.65	15.21
Reserves & Surplus(Excl. Rev. res)	551.67	492.69	628.62
2. Non Current Liabilities			
Long term Borrowings	73.45	74.68	105.56
Deferred tax Liabilities (net)	28.48	32.37	30.00
3. Current Liabilities			
Short term borrowings	197.53	259.82	215.33
Trade payables	69.30	86.55	100.20
Other current liabilities	53.31	64.92	52.42
Short term provisions	56.46	42.62	69.71
TOTAL	**1045.33**	**1068.30**	**1217.06**
1. Non current Assets			
Fixed Assets	470.66	468.38	530.79
Non current Investments	44.40	44.58	44.40
Long term loans and advances	40.71	41.99	76.07
Other non current assets	2.64	0.75	2.64
2. Current Assets			
Inventories	2.28	2.52	2.27
Trade Receivables	393.84	401.67	428.10
Cash & cash equivalents	16.51	21.57	24.95
Short term loans and advances	73.02	86.40	106.56
Other current assets	1.27	0.45	1.27
TOTAL	**1045.33**	**1068.30**	**1217.06**

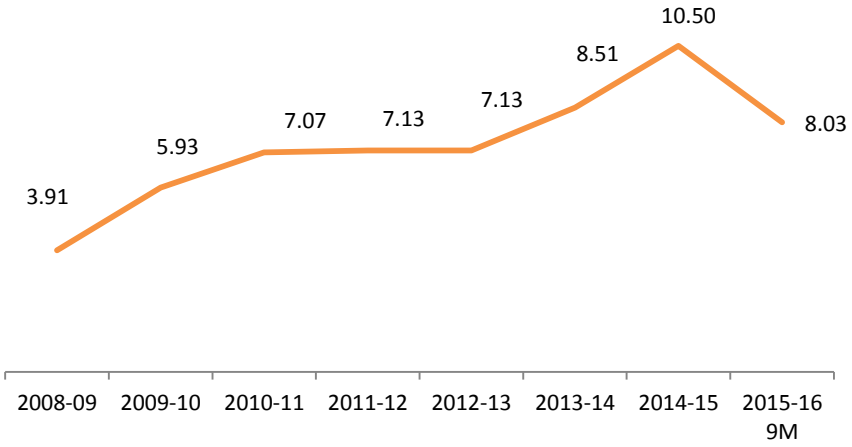
Financial Performance

Owing to Top ratings from Credit Agencies, good financial discipline and high creditworthiness, TCI's average interest cost is below 10.00%

Debt – Equity Ratio



Earnings per Share (in Rs)



	UOM	2013-14	2014-15	2015-16 (Q3)
Debt Service Coverage Ratio	Times	1.80	2.39	2.78
Return on Capital Employed	%	14.62	15.20	14.10

Capital Expenditure Plan

Rs. In Crores	Total Actual (FY 2006-07 to 2013-14)	2014-15 Actual	2015-16 Proposed	2015-16 (Q3)
Hub Centers & Small warehouses	218.6	41.6	166.8	75.3
Wind power	9.0	0.0	0.0	0.0
Ships & Containers	73.9	77.6	2.2	3.6
Trucks & Cars	220.0	20.7	80.0	43.3
Others (W/H Equp., IT etc.)	64.5	12.6	26.0	4.5
Total	586.0	152.5	275.0	126.6

Funding Pattern:

Sources of finance for the Capex in FY 2015-16

Rs. In Crores	Debt	Equity	Free Cash Flows	Total
FY 2015-16	200	59	16	275

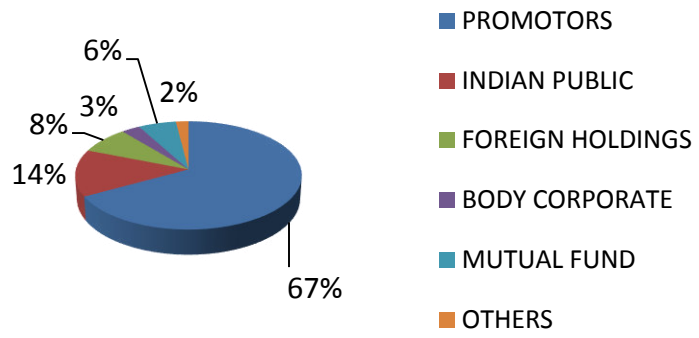
TCI LEADERS IN LOGISTICS

Market Summary

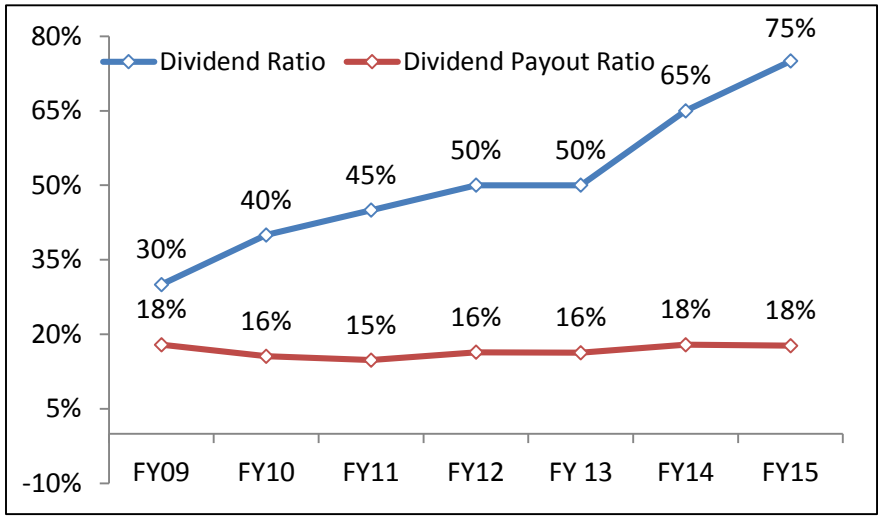
Market Summary (Rs In Crore)

Market Cap as on 31st Dec`15	2256
Debt	331
Enterprise Value	2562
P/E	27.7
EV/EBITDA	13.7
52 Week High	338.60
52 Week Low	199.20

Shareholding Pattern as on 31st Dec 2015



Consistent Dividend track trend



Stock Performance

Invested in 1000 equity share @ 18/- in 2001

Initial Investment Of Rs 18,000

Share Split 5 share of 2/- each for 1 share of 10/- in Dec'2006

Total Number of Share increased to 5,000

Demerger of Real Estate division to TCI Developers in March'2010

1 share in TCI Developers against 5 share held in TCI

Investment given 35% of CAGR return by Dec'2015

- Dividend Rs 55,125
- Market Value of Investment Rs. 15,58,750

About Recent announcement on Demerger

On 8th October 2015 ,the Board has approved demerger of XPS Undertaking into wholly owned subsidiary TCI Express Ltd. Necessary filing has been made with stock exchanges. Complete details in respect thereof are available at tcil.com

On 1st February 2016 ,BSE and NSE have issued “No Objection Certificate” (NOC) in respect of proposed scheme of arrangement. The scheme has been filed with Hon. High Court of Talengana & A.P

Rationale of Demerger

Focused leadership & management required

The XPS undertaking has tremendous growth and profitability potential, more specifically in E-commerce space where it requires focused leadership and management attention.

Investor's attractiveness and unlocking shareholder's value

The nature of the risk and competition with respect to the business of XPS Undertaking is distinct from the other businesses of the Remaining Undertaking and consequently, upon demerger, the XPS Undertaking would be capable of attracting a different set of investors and strategic partners.

Opportunity for Best Investment Strategies and diversification

The reorganization proposed by this Scheme will enable investors to separately hold investment in businesses with different investment characteristics, thereby enabling them to select investments which best suits to their investment strategies and risk profiles.

Greater Synergies in remaining businesses

The reorganization will enable the demerged company to focus its residual business and achieve greater synergies.

Key Points of Demerger Scheme

Swap and Exchange Ratio

- The Equity shareholder of TCI will receive 1 equity share of Rs. 2/- each of TCI Express Ltd. For every 2 equity share of Rs. 2/- each held on the record date of the Company.

Listing of Resulting Company

- As part of Scheme, TCI Express Ltd. Shall also seek listing on Stock Exchange(s) after approval of the Scheme by the Hon`ble High Court.

Appointed Date

- The Appointed date would be closing business hours of 31st March 2016 or such other date as may be approved by Hon`ble High Court.

Future Outlook

Growth Drivers

- Warehousing
- Consumption driven sector like FMCG, Retail , Auto etc.
- E-Commerce

Cost Drivers

- Economies of scale
- Operational efficiency key to maintain cost control
- Receivables management

Macro Drivers

- Economic reforms, Implementation of GST and infrastructure investment: Logistics sector to be in higher trajectory.
- Ambitious Capex and expansion plans in current fiscal

THANK YOU