

**Date : 06<sup>th</sup> August,2024**

To,  
The Secretary,  
National Stock Exchange of India Ltd.  
Exchange Plaza, 5<sup>th</sup> Floor Plot No- 'C' Block,  
G Block Bandra-Kurla Complex,  
Bandra (E), Mumbai-400051

**SYMBOL: TARACHAND**

Dear Sir/Madam,

**Sub: Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Investor Presentation**

In continuation to our intimation dated **25<sup>th</sup> July,2024** regarding the Investor meet scheduled to be held on **06<sup>th</sup> August,2024 ,Tuesday at 04:00 pm(IST)** please find enclosed the Investor Presentation pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“Listing Regulations”). The same shall also be made available on the website of the Company [www.tarachandindia.in](http://www.tarachandindia.in) .

You are requested to take the above information on record.

Thanking you,

Yours faithfully,

**For Tarachand InfraLogistic Solutions Limited  
(Formerly Tara Chand Logistic Solutions Limited)**

**Nishu Kansal  
Company Secretary & Compliance Officer  
M.No. A33372  
Encl: As above**



tara chand

infra logistic solutions ltd

— Think New. Act Now —

(Formerly Tara Chand Logistic Solutions Ltd)

**INVESTOR**

**PRESENTATION**

**Q1FY25**



# Table of Content



# Q1FY25 HIGHLIGHTS





FROM THE DESK OF

# CHAIRMAN



**Vinay Kumar Aggarwal**  
Chairman & Managing Director

These results are not just numbers; they signify the strength of our business model, the strategic foresight of our leadership team, and the relentless dedication of our employees. We have consistently focused on enhancing operational efficiencies, optimizing our resources, and delivering value to our stakeholders. This quarter's performance is a clear reflection of our efforts.

I want to extend my heartfelt gratitude to all our stakeholders—our shareholders, customers, employees, partners, and the entire Tara Chand family—for your unwavering trust and support. It is your belief in our vision that drives us to achieve greater heights.

As we move forward, we remain committed to creating sustained value and delivering on our promises. Together, we will continue to shape a prosperous future for Tara Chand InfraLogistic Solutions Ltd.

Thank you once again for your unwavering support and trust.

Dear Esteemed Stakeholders,

I am filled with immense pride and elation as I share with you the remarkable financial performance of Tara Chand InfraLogistic Solutions Ltd. for the first quarter of FY25. This period has been exceptional for our company, marked by significant achievements across all key financial metrics. We have recorded our highest ever quarterly revenue of ₹47.3 crores, reflecting an impressive year-on-year growth of 18%. Our EBIDTA stands at ₹15.95 crores, demonstrating a substantial increase of 20%, and an outstanding EBIDTA margin of 33.72%. These figures underscore our operational efficiency and the strength of our business model.

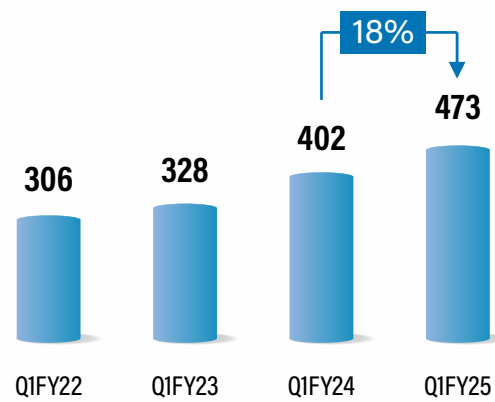
The Profit Before Tax (PBT) has surged to ₹6.09 crores, a remarkable 37% Y-o-Y growth, while our Profit After Tax (PAT) has also seen a notable rise, reaching ₹4.54 crores, an increase of 20%, with a PAT margin of 9.6%. The Earnings Per Share (EPS) has grown by 10%, now standing at ₹2.97.

As we move forward, we remain committed to creating sustained value and delivering on our promises. Together, we will continue to shape a prosperous future for Tara Chand InfraLogistic Solutions Ltd. We continue to aim to achieve our aggressive growth target of 30% Y-o-Y growth in FY25

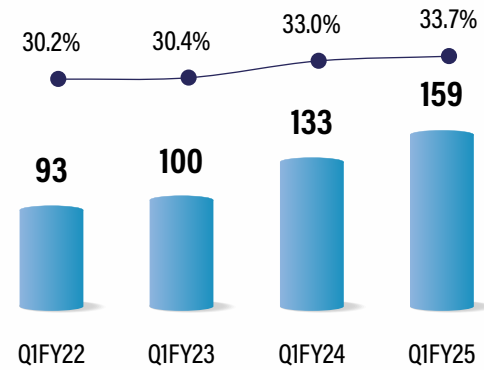


# Robust Performance Continued Highest Ever First Quarter Revenue and Profits

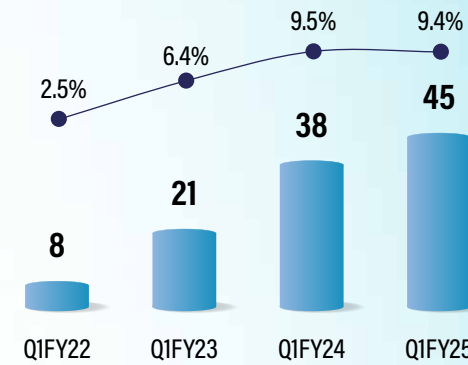
### TOTAL REVENUE (RS MN)



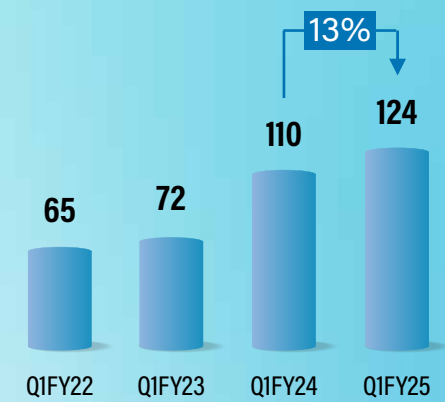
### EBITDA (RS MN) & MARGIN (%)



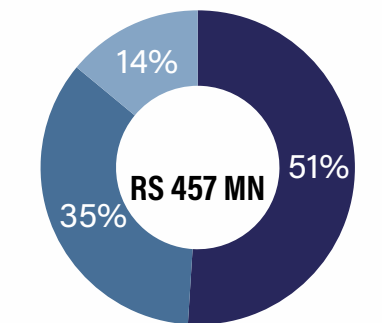
### PAT (RS MN) & MARGIN (%)



### CASH PAT (RS MN)

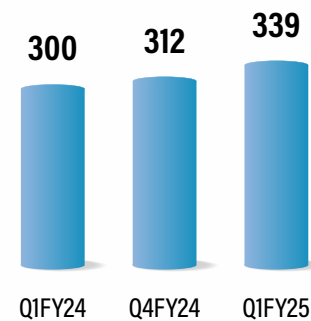


### REVENUE MIX (%) - Q1FY25

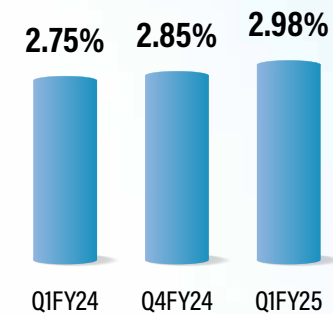


- EQUIPMENT HIRING & PROJECTS
- WAREHOUSING & TRANSPORTATION
- STEEL PROCESSING & DISTRIBUTION

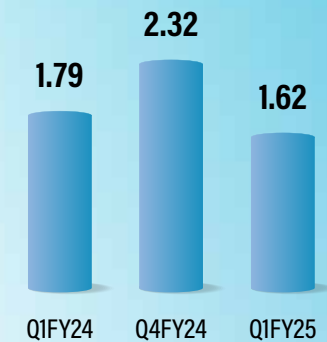
### TOTAL FLEET SIZE (NOS)



### AVERAGE MONTHLY RENTAL YIELD (%)



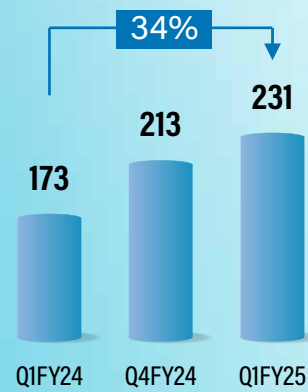
### STEEL HANDLED (MN MT)



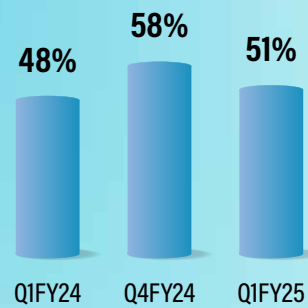
# Segment-wise Performance

## EQUIPMENT HIRING & PROJECTS

### REVENUE (RS MN)

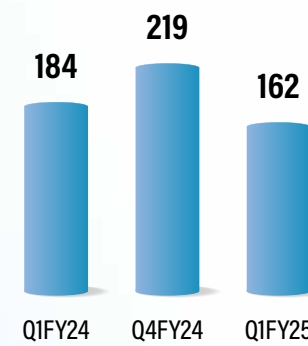


### EBITDA MARGIN (%)

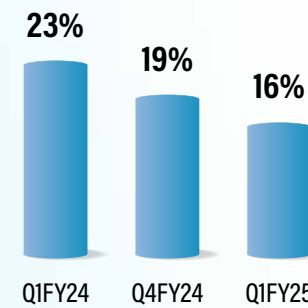


## WAREHOUSING & TRANSPORTATION

### REVENUE (RS MN)

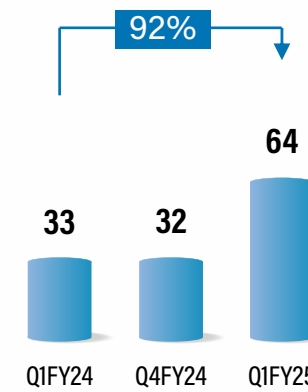


### EBITDA MARGIN (%)

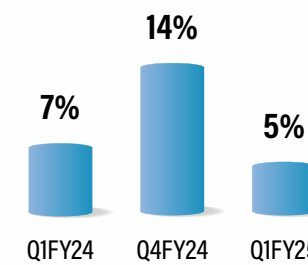


## STEEL PROCESSING & DISTRIBUTION

### REVENUE (RS MN)



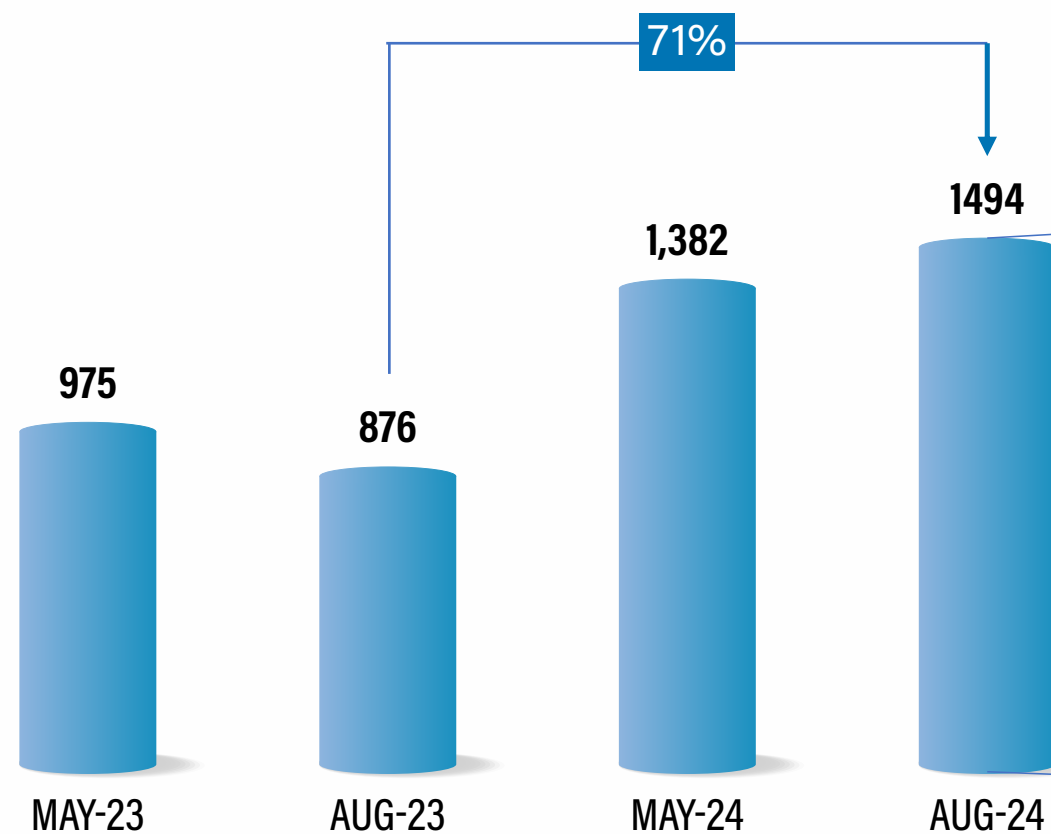
### EBITDA MARGIN (%)



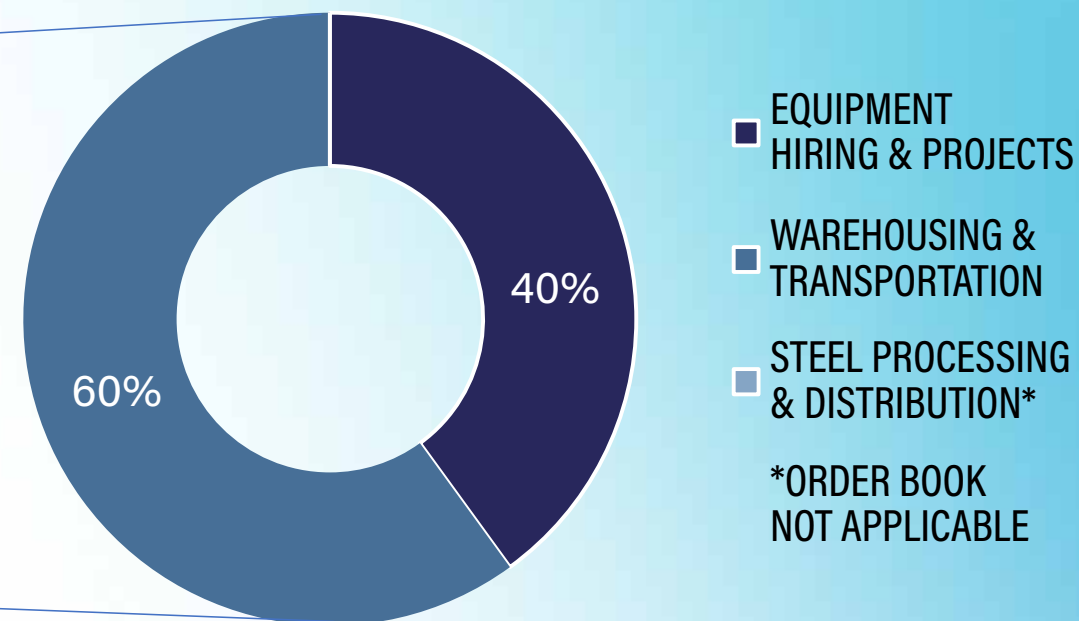


# Highest Ever Order Book at Rs 1,494 Mn, Executable in FY25

CONSISTENTLY GROWING ORDER BOOK (RS MN)



SEGMENT-WISE ORDER BOOK BREAKUP (%)







# Investing for Growth - Capex incurred of Rs 691 Mn in YTD FY25

S No	Equipment Type	Manufacturer	Model	Lifting Capacity (MT)	Qty
1	Crawler Crane	Zoomlion	ZCC98000	800	1
2	Crawler Crane	Zoomlion	ZCC3500	350	1
3	All Terrain Crane	Zoomlion	ZAT2200	220	1
4	Tyre Mounted Crane	Zoomlion	ZTC80	80	4
5	Tyre Mounted Crane	Zoomlion	ZTC60	60	4
6	Crawler Mounted Crane	Zoomlion	ZCC1500	150	2
7	Tyre Mounted Crane	Zoomlion	ZTC1500	150	3
8	Tyre Mounted Crane	Zoomlion	ZTC1100	110	1
	<b>Total</b>			<b>2,790</b>	<b>17</b>
9	Prime Mover	TATA	Signa 5530	NA	8



## Total Capex incurred of Rs 691 Mn till date in FY25 (Rs 284 Mn in Q1FY25)

We are confident that this capex will further strengthen our market stronghold in the sectors that we currently operate in.



# Profit and Loss Highlights

Particulars (Rs Mn)	Q1FY25	Q1FY24	YoY %	FY24	FY23	YoY %
Revenue from Operations	457	390	17%	1720	1,410	22%
Other Income	16	12	36%	28	45	-37%
<b>Total Revenue</b>	<b>473</b>	<b>402</b>	<b>18%</b>	<b>1,749</b>	<b>1,454</b>	<b>20%</b>
Manpower Cost	78	79	-1%	238	210	13%
Repair & Maintenance	35	28	24%	117	113	3%
Power & Fuel	33	27	25%	162	105	55%
Transportation & Handling	72	72	1%	290	251	16%
Other Expenses	95	63	49%	360	348	4%
<b>EBIDTA</b>	<b>159</b>	<b>133</b>	<b>20%</b>	<b>582</b>	<b>428</b>	<b>36%</b>
% of EBIDTA to Total Revenue	33.7%	33.0%	66 bps	33.3%	29.4%	388 bps
Interest	19	16	19%	72	78	-8%
Depreciation	80	72	10%	294	225	31%
Exceptional Items	0	0	NA	0	10	NA
<b>Profit Before Tax</b>	<b>61</b>	<b>45</b>	<b>36%</b>	<b>217</b>	<b>136</b>	<b>60%</b>
Tax Expense	16	7	147%	56	33	68%
<b>Profit After Tax</b>	<b>45</b>	<b>38</b>	<b>17%</b>	<b>161</b>	<b>102</b>	<b>58%</b>
% of PAT to Total Revenue	9.4%	9.5%	-5 bps	9.2%	7.0%	220 bps
<b>Total Cash Accruals</b>	<b>124</b>	<b>110</b>	<b>13%</b>	<b>455</b>	<b>327</b>	<b>39%</b>
EPS (Rs/share)	2.9	2.7	8%	11.4	6.9	66%





# P&L Ratios and Balance Sheet Extract

% of Total Revenue	Q1FY25	Q1FY24	FY24	FY23
Other Income (% of Revenue from Operations)	3.6%	3.1%	1.7%	3.2%
Manpower Cost	7.0%	6.6%	9.3%	7.2%
Repair & Maintenance	15.3%	17.9%	16.6%	17.2%
Power & Fuel	20.0%	15.8%	20.6%	23.9%
Transportation & Handling	7.0%	6.6%	9.3%	7.2%
Other Expenses	15.3%	17.9%	16.6%	17.2%
Tax Expense (% of PBT)	26.8%	14.8%	25.7%	24.5%

Particulars (Rs Mn)	Q1FY25	Q1FY24	YoY %	FY24	FY23	YoY
Gross Block	3,183	2,595	23%	2,980	2,360	26%
Net Block	1,975	1,610	23%	1,800	1,440	25%
<b>Capex</b>	<b>284</b>	<b>254</b>	<b>12%</b>	<b>691</b>	<b>485</b>	<b>43%</b>
<b>Debt : Equity Ratio (x times)</b>	<b>0.8</b>	<b>0.9</b>	<b>-8%</b>	<b>0.9</b>	<b>1.2</b>	<b>-27%</b>

Despite growing Capex, the D/E (x) has been coming down





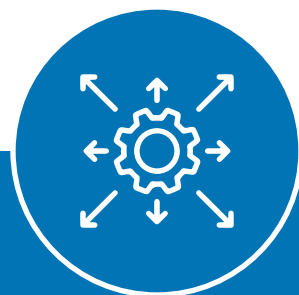
# Growth Strategy and Revenue Guidance for FY25

## Fleet Expansion



Focus on acquisition of large tonnage cranes and higher capacity Piling Rigs and Aerial Platforms.

## Capacity Expansion



Company intends to undertake capex of Rs 1600 Mn in its Equipment Rental Segment divided across FY25 and FY26.

## Specialised Service Contracts



Company is actively scouting for opportunities to render specialized contractual services across its Equipment Rentals and Warehousing Logistic segments. It has taken a conscious decision to steer away from run of the mill EPC projects.

## Growth Guidance (FY25)



The Company has set an aggressive growth target of 30% Y-o-Y growth in FY25



# ABOUT US





# TaraChand - One of India's Leading Players in Infra-Logistics' Solutions

SERVING INDIA'S INFRASTRUCTURAL AND INDUSTRIAL NEEDS THROUGH WAREHOUSING, TRANSPORTATION, EQUIPMENT RENTAL AND TURNKEY INFRA-PROJECT EXECUTION



## Warehousing & Logistics

The company is a leader in steel warehousing and logistics with almost 4 decades of experience and expertise.



## Equipment Rentals & Infrastructure Works

The company is a leading service provider in the construction and infrastructure industries. The company operates large complex machines to execute critical jobs at client sites spread across various sectors like urban infra, railways, steel, cement, oil & gas, renewable energy, roads and highways.



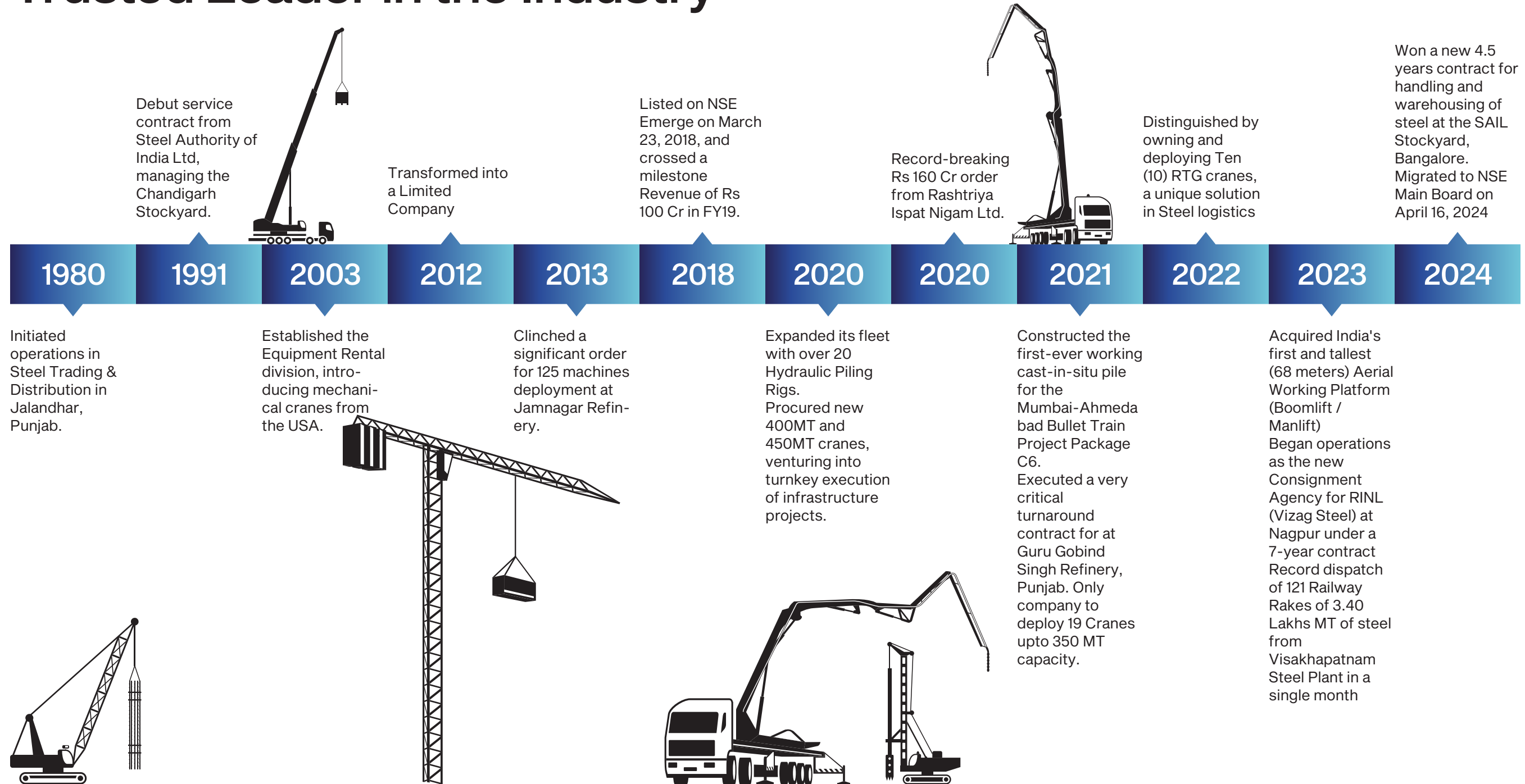
## Steel Processing & Distribution

The company acquired advanced machinery for the processing of TMT rebars used in construction activities. The services are provided by the company on client job-sites on a customized basis and this service is a horizontal integration to the company's steel logistic solutions.





# 40 Years of Journey to becoming a Trusted Leader in the Industry



# Well-Experiences Management & Board of Directors



**Vinay Kumar, Chairman & Managing Director**

Company's Promoter and has been with us since inception. As a first-generation entrepreneur, possesses a unique blend of business acumen and execution prowess. He has been instrumental in introducing numerous innovative features in the Steel Logistics segment. His leadership drives our company's commitment to "Think New, Act Now."



**Ajay Kumar, Whole Time Director**

Been integral to the organization since its inception. With 30 years of industry experience, he has played a pivotal role in the company's growth, meticulously building it from the ground up. He has expertly managed client relationships and finances, demonstrating an exceptional ability to maintain stringent cost control and ensure profitability.



**Himanshu Aggarwal, Whole Time Director & CFO**

Has been associated since Nov 1, 2017 and holds a Bachelor of Science degree in Biomedical Engineering from Northwestern University, Chicago, USA. With a keen focus on finance, commerce, and accounts, he provides leadership in achieving our business development goals and oversees the operational execution of our projects. Additionally, he is responsible for steering the overall strategic direction of the Company, ensuring sustainable growth and success





# Well-Experiences Management & Board of Directors



**Neelam P Kasni**  
Non-executive  
Independent Director



**Suresh Kumar Thapar**  
Non-executive  
Independent Director



**Ashok Kumar Goel**  
Non-executive  
Independent Director



**Anju Mohanty**  
Non-Executive  
Independent Director





# Extensive, High-Quality Fleet of 300+ Machines, catering to Varied Sectors



94

Large Cranes  
50-800 MT



25

Piling &  
Earthwork



90

Trailers  
30-55MT



12

Aerial  
Platforms  
38 - 68mtrs



56

Pick n Carry  
Cranes  
12 - 20MT



10

Rubber Tyre  
Gantries  
40-60 MT



3

EOT & Gantries  
10-20MT



25

Steel  
Processing  
Machines



5

Concrete  
Equipment



19

Miscellaneous



# Pan India Network, enhancing our Servicing to Marquee Clients across States

**Head Office in Chandigarh**

---

**Corporate Office in Navi Mumbai**

---

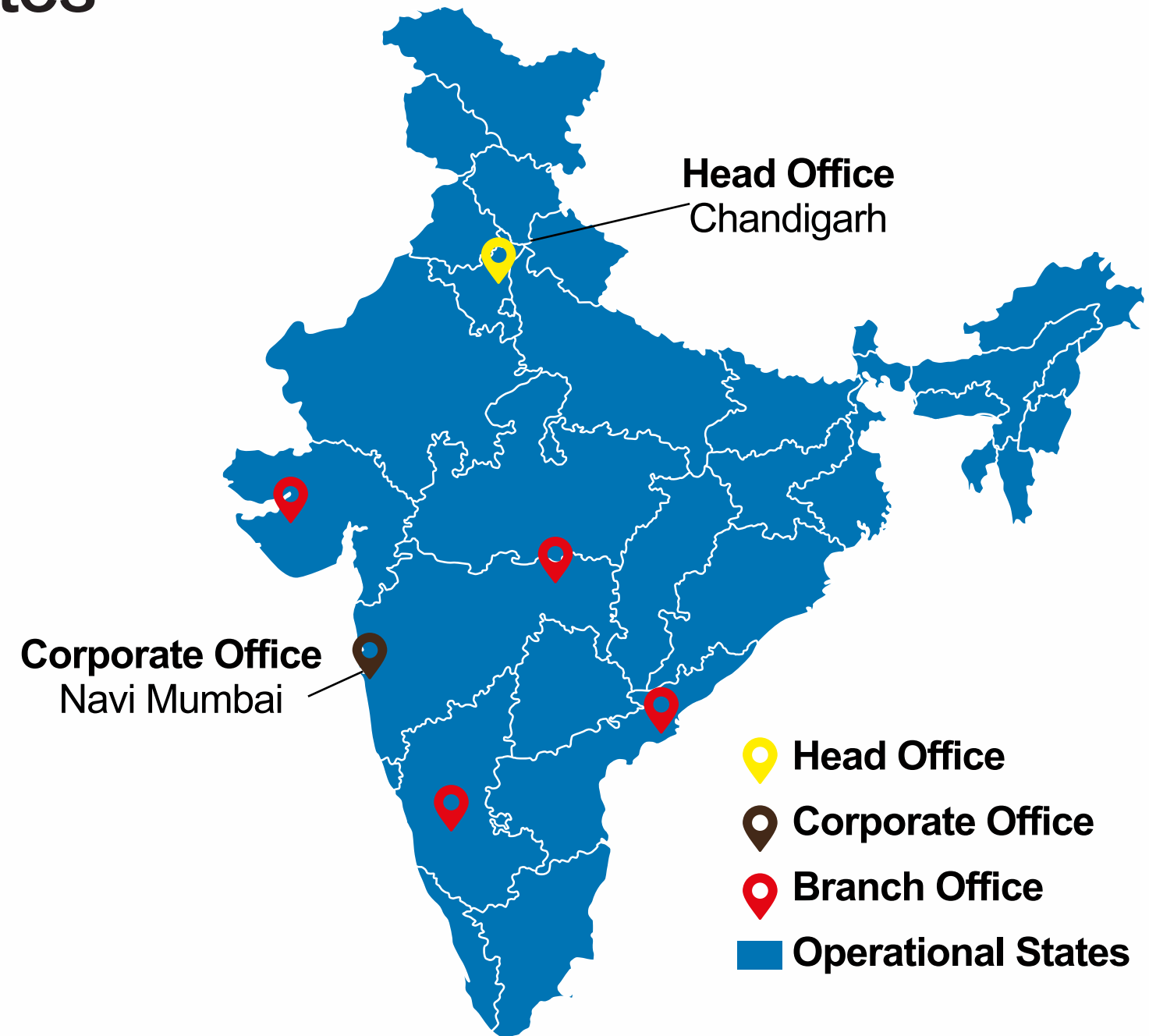
**Branch Offices in**  
Nagpur, Visakhapatnam,  
Bangalore & Jamnagar

---

**Site Offices/Depots at**  
Surat, Vadodara, Paradip, Jamshedpur,  
Indore, Jammu, Hyderabad & Chennai

---

**Operations in 21 States/UTs:**  
J&K, Himachal Pradesh, Haryana, Delhi,  
UP, Uttarakhand, Rajasthan, Gujarat,  
Maharashtra, Karnataka, Kerala, Tamil  
Nadu, Orissa, Andhra Pradesh,  
Chattisgarh, Madhya Pradesh, Jharkhand,  
Bihar, Assam, Telangana & Meghalaya.





# Some Of Our Key Clients

 ADITYA BIRLA GROUP	 Reliance Industries Limited	 LARSEN & TOUBRO
	 KEC KEC INTERNATIONAL LIMITED	 HMEL Energising a Brighter Tomorrow
	 vedanta transforming for good	
	 बी एच ई एल BHEL	 AFCONS AFCONS INFRASTRUCTURE LIMITED
 NAYARA ENERGY		 ओ एन जी सी ONGC
 सेल SAIL	 VIZAG STEEL	 TATA TATA PROJECTS LIMITED

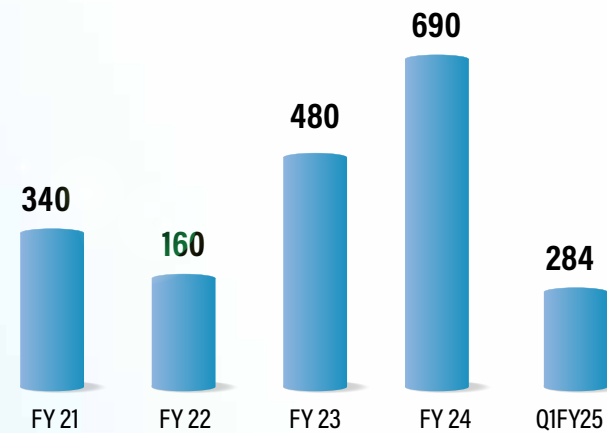




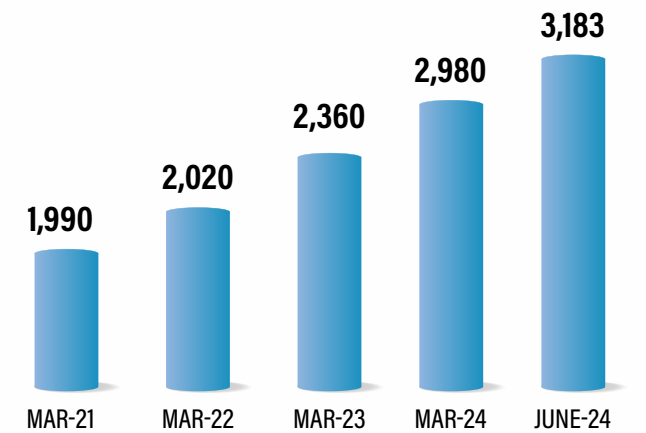
# Consistent Expansion, while still Reducing Debt Obligations



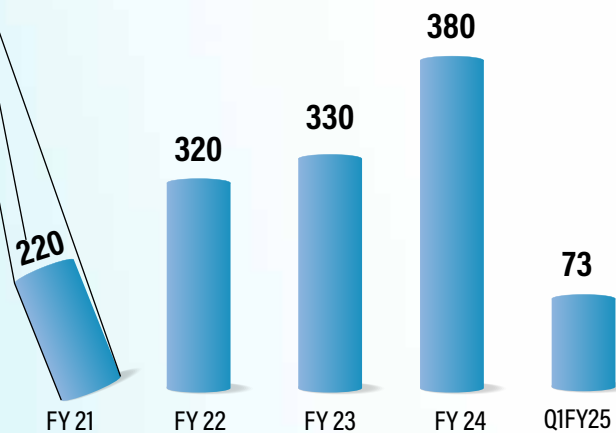
CAPEX (RS MN)



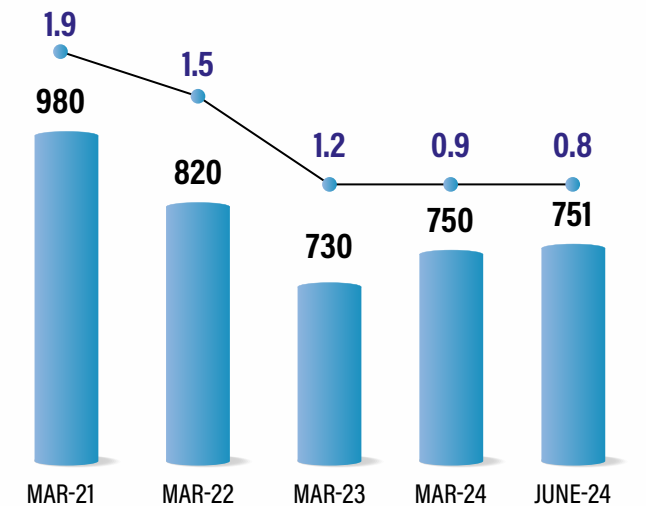
GROSS BLOCK (RS MN)



DEBT REPAYMENT (RS MN)

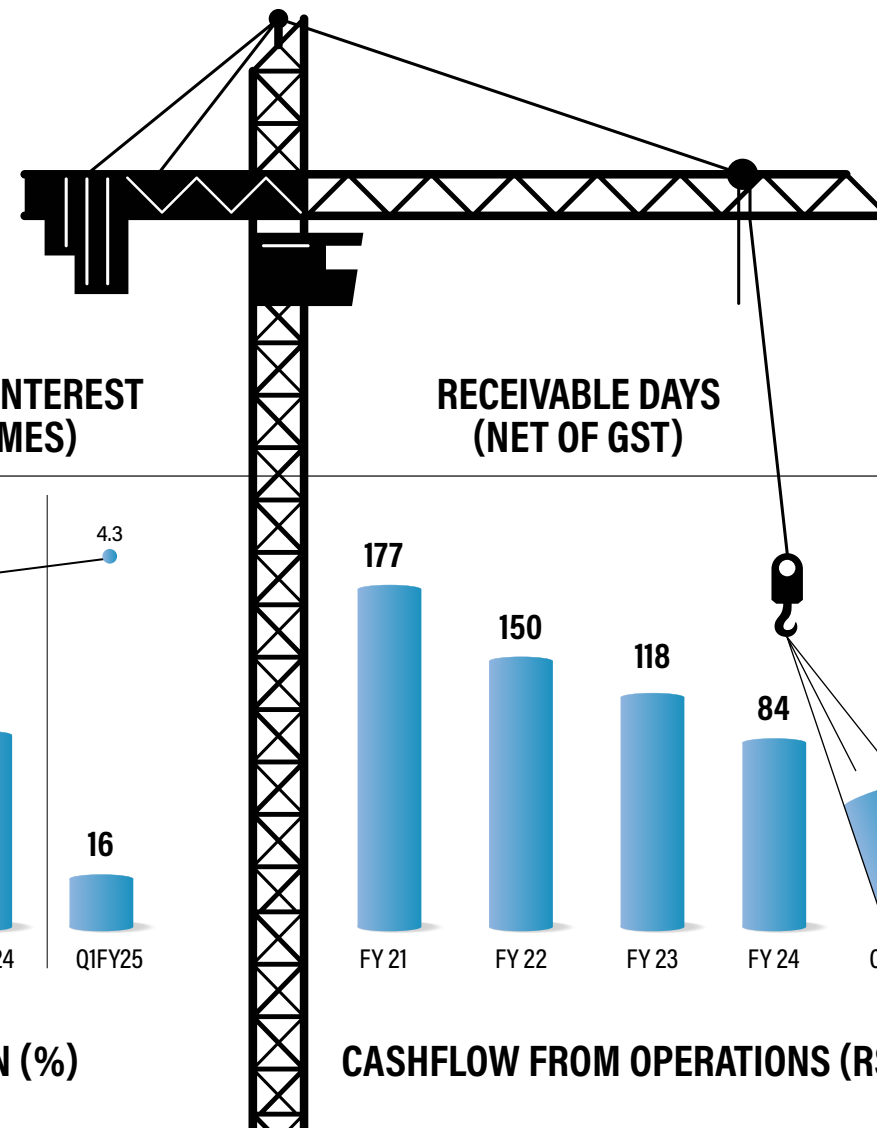


SECURED TERM LOANS (RS MN) & DEBT TO EQUITY (X TIMES)

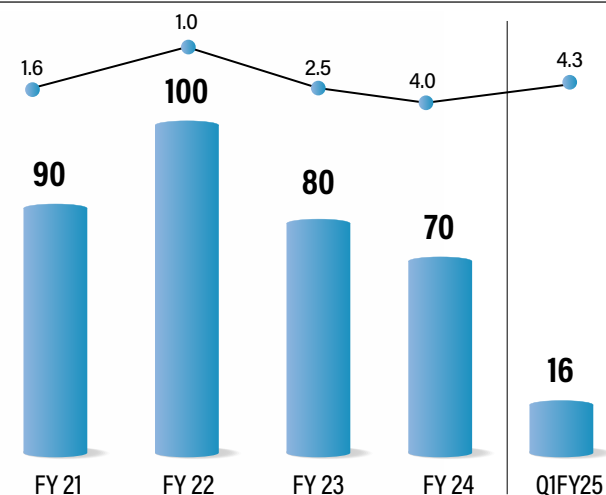




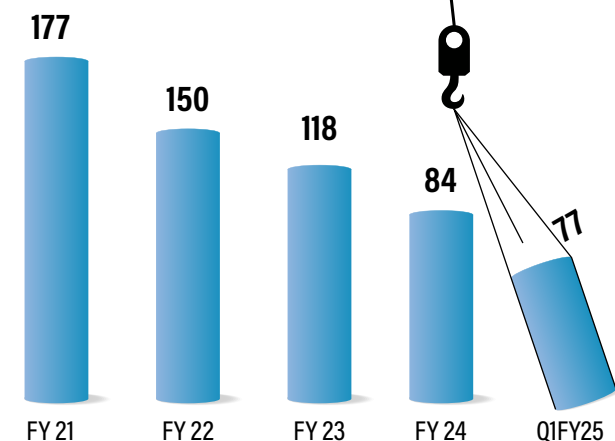
# Led by Prudent Cost Management & Growing Profits and Cashflow



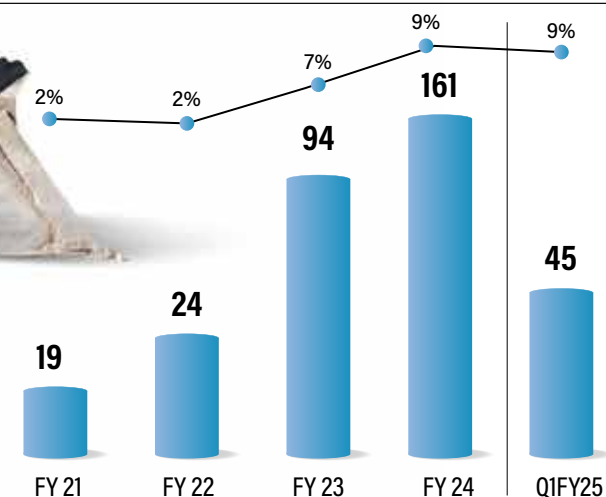
**FINANCE COST (RS MN) & INTEREST COVERAGE RATIO (X TIMES)**



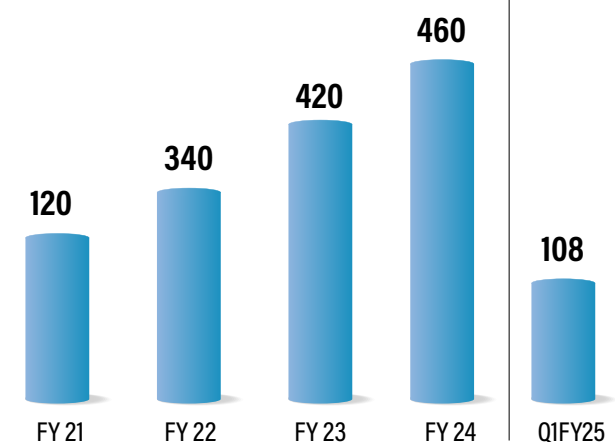
**RECEIVABLE DAYS (NET OF GST)**



**PAT (RS MN) & MARGIN (%)**



**CASHFLOW FROM OPERATIONS (RS MN)**



# Growth Opportunities



## **Construction Industry**

Indian construction equipment market is expected to grow at a CAGR of 8.3% from 2024 to 2029. Significant government investments in road construction and infrastructure, including the National Infrastructure Pipeline, drive growth.



## **Steel Industry**

Increasing demand from infrastructure, construction, and automotive sectors drives growth, with urbanization and 'Make in India' projects further boosting demand. The government aims to boost steel production capacity to 300Mn Tonnes by 2030 under the National Steel Policy.



## **Cement Industry**

Cement production capacity is expected to reach 550-600 Mn Tonnes by 2025, making it the 2nd largest producer globally. Adopting energy-efficient technologies and alternative fuels improves sustainability in cement production.



## **India Renewable Energy**

India targets 450 GW of renewable energy by 2030, focusing on solar and wind power. Key growth drivers include the National Solar Mission, wind energy auctions, and renewable project subsidies. Advances in energy storage, grid integration, and smart grids boost renewable energy efficiency and reliability.

# Growth Opportunities



## **Railway Infrastructure**

The Indian government allocated Rs 2.4 Trn for Indian Railways in FY24, a 14% growth from the last year.

**New High-Speed Corridors:** Planning and feasibility studies for additional high-speed rail corridors, including the Delhi-Varanasi and Mumbai-Hyderabad routes.

**PM Gati Shakti National Master Plan:** Integration of railways with other transport modes under the PM Gati Shakti. This includes the development of multi-modal logistics parks.



## **Urban & Rural Infrastructure**

The government has increased the allocation for PMAY-G to ensure the completion of the target of building 2.95 crore houses in rural areas by 2024.

**Continued focus on enhancing rural connectivity** through the construction of all-weather roads under PMGSY

**Jal Jeevan Mission:** Expansion of this mission to ensure tap water supply to all rural households by 2024, with a specific budgetary increase in FY24-25.

Government policies, tax benefits, and subsidies attract domestic and foreign investments in infrastructure.



## **Power Sector**

India's power generation capacity hit 399 GW in FY2023, with notable contributions from renewables.

**Aiming for 50% of installed capacity from non-fossil fuels in the national grid by 2030.**

**100% village electrification under DDUGJY and Saubhagya schemes** boosts rural energy access.



## **Oil & Gas, Petrochemical**

Oil Refining capacity is set to reach 439 Mn Tonnes P.A. by 2030 due to expansions and new projects.

**Increasing LNG imports and investing in infrastructure and regasification terminals** to meet rising domestic demand.

**The National Petrochemical Policy** aims to boost production and make India a global petrochemical hub.





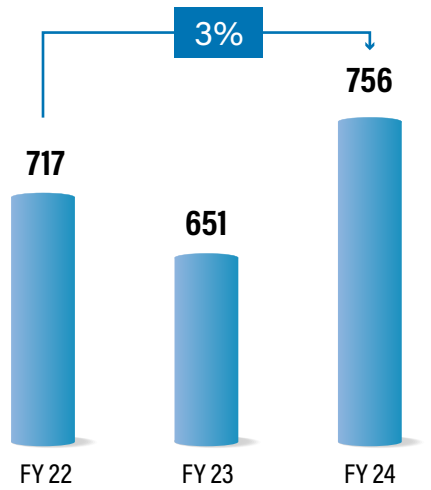
# ANNUAL FINANCIAL STATEMENTS



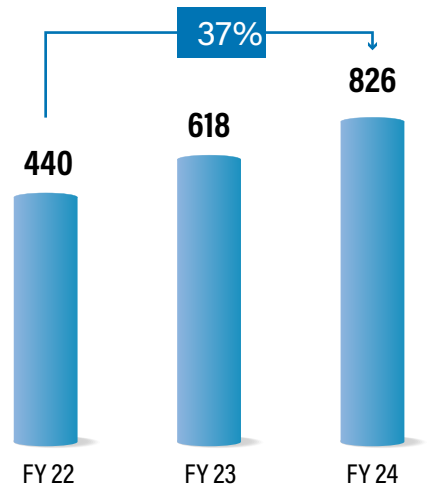


# Segment-wise Performance

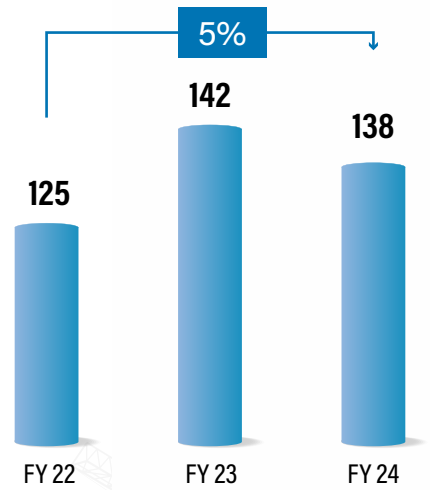
**EQUIPMENT HIRING & PROJECTS**  
Revenue (Rs Mn)



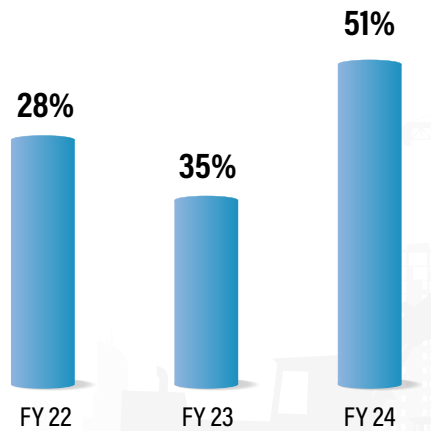
**WAREHOUSING & TRANSPORTATION**  
Revenue (Rs Mn)



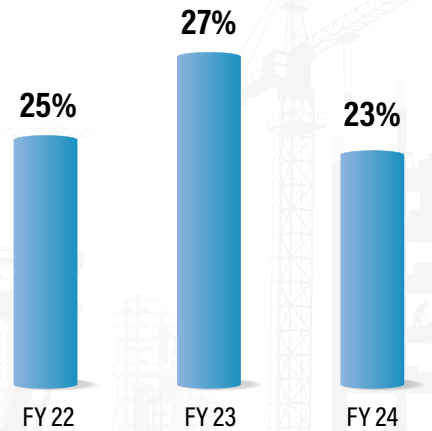
**STEEL PROCESSING & DISTRIBUTION**  
Revenue (Rs Mn)



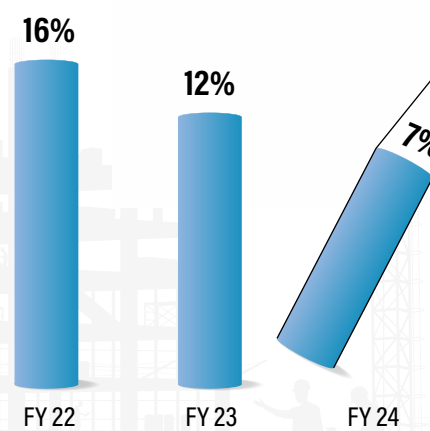
**EBITDA MARGIN (%)**



**EBITDA MARGIN (%)**



**EBITDA MARGIN (%)**





# Profit and Loss

Particulars (Rs Mn)	FY22	FY23	FY24	CAGR
Revenue from Operations	1,280	1,410	1720	16%
Other Income	56	45	28	
<b>Total Revenue</b>	<b>1,337</b>	<b>1,454</b>	<b>1,749</b>	<b>14%</b>
Manpower Cost	228	210	238	
Repair & Maintenance	99	113	117	
Power & Fuel	146	105	162	
Transportation & Handling	203	251	290	
Other Expenses	305	348	360	
<b>EBIDTA</b>	<b>357</b>	<b>428</b>	<b>582</b>	<b>28%</b>
% of EBIDTA to Total Revenue	27.0%	29.0%	33.0%	
Interest	95	78	72	
Depreciation	232	225	294	
Exceptional Items	35	10	0	
<b>Profit Before Tax</b>	<b>65</b>	<b>136</b>	<b>217</b>	
Tax Expense	9	33	56	
<b>Profit After Tax</b>	<b>57</b>	<b>102</b>	<b>161</b>	<b>69%</b>
% of PAT to Total Revenue	4.0%	7.0%	9.2%	
<b>Total Cash Accruals</b>	<b>288</b>	<b>327</b>	<b>455</b>	
EPS (Rs/share)	1.7	6.9	11.4	





# Balance Sheet

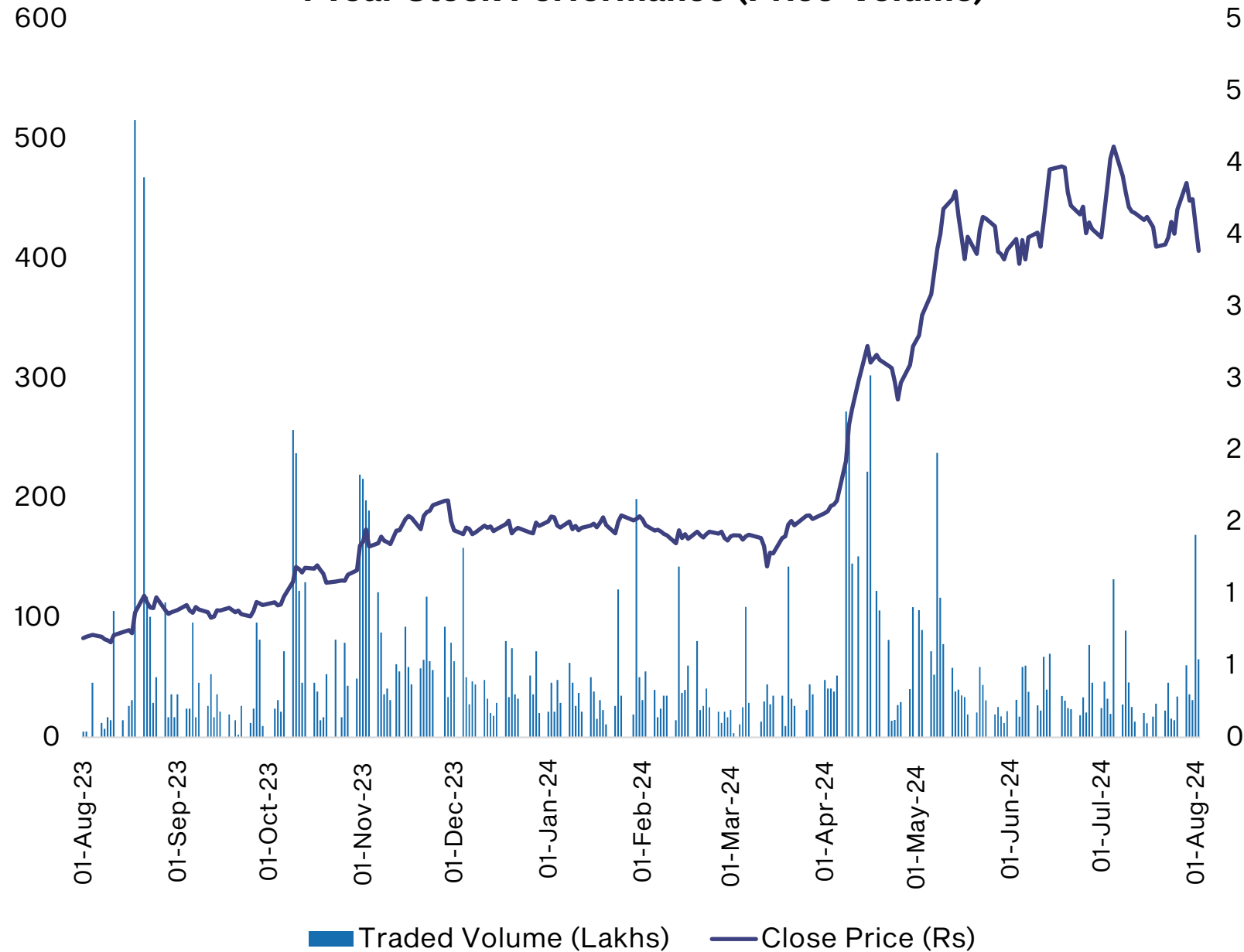
Liabilities (Rs Mn)	FY22	FY23	FY24
Share Capital	137	137	152
Reserves	437	585	797
<b>Shareholders' Funds</b>	<b>573</b>	<b>721</b>	<b>949</b>
Secured Loans	495	459	475
Other Financial Liabilities	361	490	582
Long Term Provisions	5	6	7
Other liabilities	39	48	53
<b>Total Non-Current Liabilities</b>	<b>899</b>	<b>1,004</b>	<b>1,116</b>
Trade Payables	46	54	29
Other Current Liabilities	71	79	99
Short Term Borrowings	443	411	377
<b>Total Current Liabilities</b>	<b>560</b>	<b>543</b>	<b>505</b>
<b>Total Liabilities</b>	<b>2,032</b>	<b>2,268</b>	<b>2,570</b>

Assets (Rs Mn)	FY22	FY23	FY24
Fixed Assets incl. CWIP	1,236	1,438	1,804
Other financial Assets	37	70	135
Other Non Current Assets	1	1	9
<b>Total Non-Current Assets</b>	<b>1,273</b>	<b>1,509</b>	<b>1,948</b>
Inventories	36	30	20
Trade Receivables	584	536	528
Cash and Bank	45	116	2
Other Current Assets	93	78	72
<b>Total Current Assets</b>	<b>758</b>	<b>759</b>	<b>622</b>
<b>Total Assets</b>	<b>2,032</b>	<b>2,268</b>	<b>2,570</b>

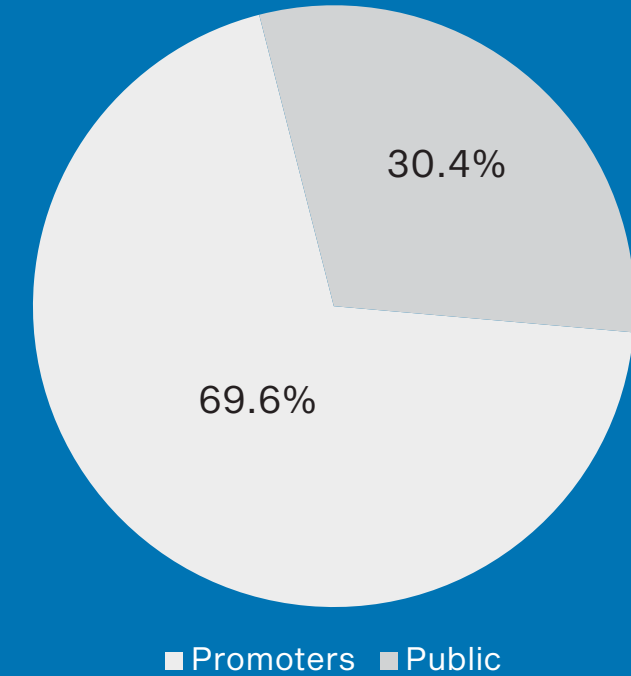


# Stock Performance & Share Holding

**1 Year Stock Performance (Price-Volume)**



**Share Holding Pattern (30-Jun-24)**



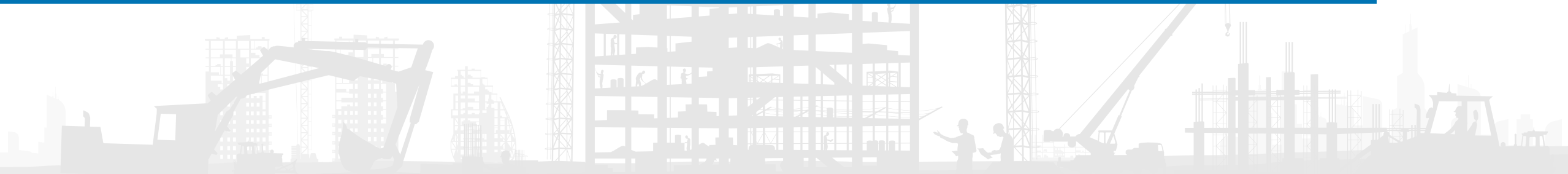
**Stock Data (05-Aug-2024)**

Ticker	TARACHAND
Market Cap	586 Cr
Stock Price	386
52 Week (High / Low)	508 / 79
Share Outstanding	15,474,980
Average Daily Volume (3M)	36,727



# Disclaimer

This presentation or any other documentation or information (or any part thereof) delivered or supplied should not be deemed to constitute prospectus or placement memorandum or an offer to acquire any securities. No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. The information contained in this presentation is only current as of its date. This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating Tara Chand Logistic Solutions Ltd.. 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. We undertake no obligation to publicly revise any forward-looking statements to reflect future / likely events or circumstances. This presentation cannot be copied and disseminated in any manner. No person is authorized to give any information or to make any representation not contained in and not consistent with this presentation and, if given or made, such information or representation must not be relied upon as having been authorized by or on behalf of Tara Chand Logistic Solutions Ltd.





—Think New. Act Now—  
(Formerly Tara Chand Logistic Solutions Ltd)

CS Nishu Kansal  
cs@tarachandindia.in  
**Corporate Office** : Site 6, Sector 10E,  
Kharghar-Taloja Link Rd, Roadpali,  
Kalamboli, Navi Mumbai 410 218  
**Head Office** : 342, Industrial Area,  
Phase 1, Chandigarh 160002



Ms. Pooja Sharma | Mr. Vishal Mehta  
pooja.sharma@stellar-ir.com  
vishal@stellar-ir.com  
Andheri Kurla Road, Chakala,  
Andheri East, Mumbai 400 093