



**Tejas Cargo India Limited**

**Keep Moving On**

Formerly known as Tejas Cargo India Private Limited

3RD FLOOR, TOWER B, VATIKA MINDSCAPE,  
12/3, MATHURA ROAD, SECTOR-27D, NH-2,  
FARIDABAD - 121003, HARYANA, INDIA.

**CIN: L60230HR2021PLC094052**

To,  
The Manager  
Listing Department  
**National Stock Exchange of India Limited**  
Exchange Plaza, Plot No. C/1, G Block  
Bandra Kurla Complex, Bandra - East  
Mumbai- 400051.

Date: May 29, 2026

**Sub.: Press Release & Investor Presentation on Audited Financial Results of the Company for the year ended on March 31, 2026 along with the comparative financials for half year ended on March 31, 2026, SCRIP SYMBOL: TEJASCARGO, ISIN: INE17WC01013**

Dear Sir/ Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, please find enclosed the following:

1. Press Release on the Audited Financial Results of the Company for the year ended March 31, 2026 along with the comparative financials for the half year ended March 31, 2026; and
2. Investor Presentation to be made during the Earnings Call scheduled to be held today, i.e., May 29, 2026 at 02:00 P.M. (IST).

The aforesaid information will also be hosted on the Company's website at [www.tcipl.in](http://www.tcipl.in)

Kindly take the above details on record.

Thanking you.

Yours Faithfully,

**For Tejas Cargo India Limited**

(Formerly known as Tejas Cargo India Private Limited)

**Raveena Gupta**  
**Company Secretary & Compliance Officer**  
**M.No.: A46718**

**Place: Faridabad, Haryana**

**Date: May 29, 2026**

## Tejas Cargo India Reports Strong Operational Growth in FY26; Expands Presence Across High Growth Logistics Segments

**Faridabad, May 29, 2026:** Tejas Cargo India Limited (NSE – TEJASCARGO), one of the leading logistics service providers with a strong nationwide presence, announced its Audited Financial Results for H2 & FY26.

### Consolidated Financials

Particular (In Rs. Cr)	H2 FY26	H2 FY25	FY26	FY25
Total Income	330.5	253.1	636.5	508.2
EBITDA	69.4	58.1	117.2	103.7
EBITDA (%)	21.0%	23.0%	18.4%	20.4%
PAT	8.3	10.4	20.9	19.1
PAT (%)	2.5%	4.1%	3.3%	3.8%

\*EBITDA and margins include other income

### Financial & Operational Highlights

- Total Income **grew by 25.2%** during FY26, driven by strong demand from the capital goods sector and increased contribution from newer logistics segments.
- **Owned fleet expanded to 1,338 vehicles** during FY26.
  - For FY26, the Company added a total 205 vehicles including 40 car carrier trailers.
  - Between H1 FY26 and H2 FY26, the company added 108 vehicles, including 35 container trucks (9–18T) and 73 trailers (40T), supporting capacity expansion across key logistics segments.
- **Completing over 1,20,530 trips** during FY26 as compared to 1,06,689 trips in FY25.
- **Revenue per trip improved by 9.3% YoY**, supported by better route optimization and client mix.
- Fleet utilization stood at 82%.
- EBITDA margins moderated by 199 bps during FY26, primarily due to higher market hiring, toll and insurance costs.
- **Profit after tax grew by 9.4%** during FY26.

### Strategic Developments

- Expanded presence across higher-growth and specialized logistics segments including coal logistics, mining logistics, fly ash transportation, freight forwarding and car carrier operations.
- Enhanced operational efficiencies through technology-led fleet monitoring, cargo security systems and route optimization initiatives.
- Added marquee clients including ArcelorMittal Nippon Steel, ACC, ITC (FMCG), Nayara Energy CMDC Ltd. and others, strengthening sectoral diversification and improving business visibility.
- Progress towards sustainable logistics through deployment of electric vehicles, including partnerships with leading e-commerce players such as Amazon.

Commenting on the performance, **Mr. Chander Bindal, Chairman & Managing Director of Tejas Cargo India Limited**, said: “FY26 marked an important year in our Company’s journey towards becoming a diversified and future-ready logistics enterprise. During the year, we expanded our owned fleet to 1,339 vehicles, strengthened operational capabilities and increased our presence across specialized logistics segments including coal logistics, fly ash transportation, mining logistics and car carrier operations. This helped us complete over 1,20,530 trips in FY26, along with a meaningful improvement in the average revenue we generate per trip.

We also continued to strengthen our integrated and multimodal logistics capabilities, with freight forwarding providing a scalable asset-light opportunity alongside our core asset-backed business. Despite a relatively mixed operating environment, the logistics industry continues to witness a gradual shift towards organized players, driven by increasing customer focus on reliability, compliance and execution capabilities. We believe our technology-enabled operations, operational scale and specialized logistics capabilities position us well to benefit from the increasing shift towards organized logistics players.

Going forward, our focus remains on deepening our presence across specialized logistics segments, strengthening customer relationships and driving disciplined, sustainable growth across the business.”

**About Tejas Cargo India Limited:** Tejas Cargo India Limited is a fast-growing logistics company headquartered in Faridabad, Haryana, specializing in Full Truck Load services across India. Operating a fleet of 1,339 vehicles, the company leverages technology-driven solutions like ERP, GPS, geofencing, and ADAS for efficient fleet management. Tejas Cargo has a nationwide presence through 27 branches and serves sectors such as logistics, cement, steel, FMCG, e-commerce, and chemicals.

For more information, please visit [www.tcipl.in/](http://www.tcipl.in/)

For further information please contact:	
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#### Disclaimer

Certain statements in this document that are not historical facts are forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. The Company will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

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**Tejas Cargo India Limited**  
Keep Moving On

**Investor Presentation**  
**H2 & FY26**

**Tejas Cargo India Limited**

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These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks.

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# COMPANY OVERVIEW

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“ FY26 marked an important year in our Company’s journey towards becoming a diversified and future-ready logistics enterprise. During the year, we expanded our owned fleet to 1,338 vehicles, strengthened operational capabilities and increased our presence across specialized logistics segments including coal logistics, fly ash transportation, mining logistics and car carrier operations. This helped us complete over 1,20,530 trips in FY26, along with a meaningful improvement in the average revenue we generate per trip.

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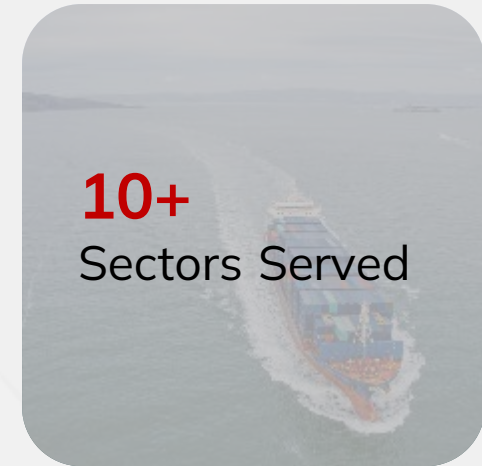
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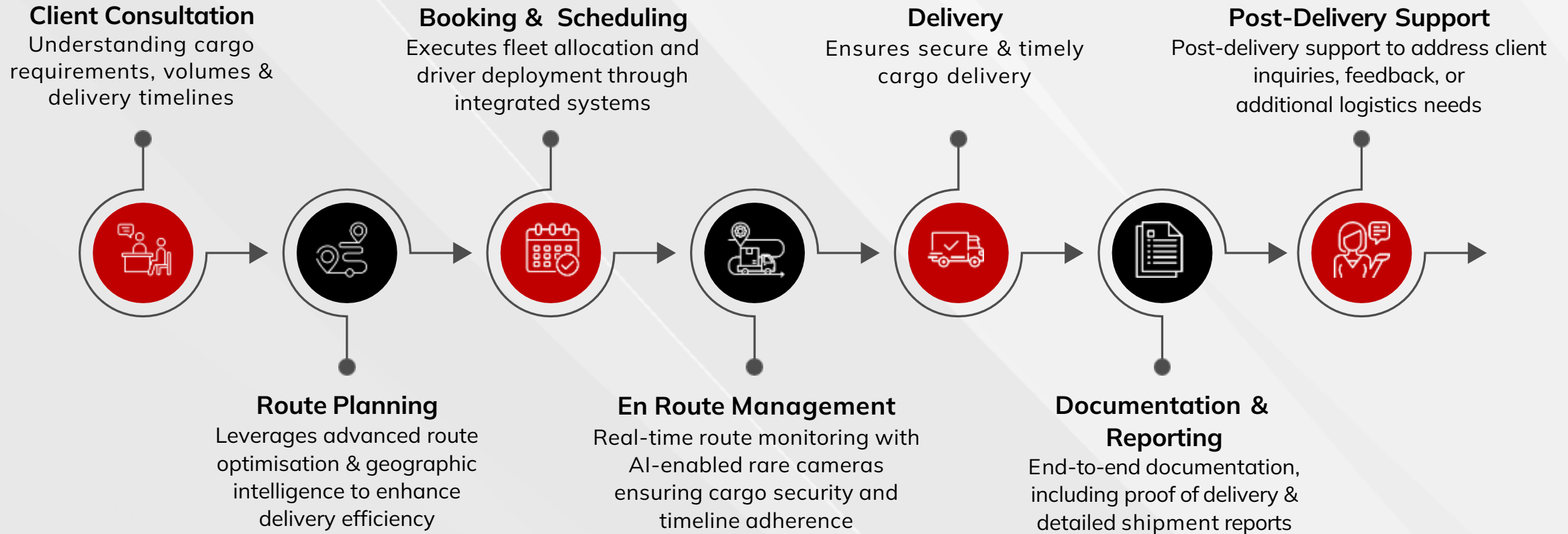
**Mr. Chander Bindal**

Chairman & Managing Director



- Pan-India logistics player providing full truckload (FTL) transportation solutions across industrial, retail and bulk cargo segments.
- Owned fleet of trucks and trailers supporting reliable and efficient execution.
- Technology-enabled operations supported by control tower monitoring and pan-India maintenance infrastructure.
- Trusted partner to leading corporates with long-standing customer relationships across sectors.





*Technology-driven logistics execution backed by real-time monitoring and 24x7 driver support*

# Building a Scalable Full Truckload Logistics Ecosystem

## Consistent Execution at Scale



**1,339**

Owned trucks and trailers



**1,20,530**

Trips Completed in FY26



**86%**

Deliveries on schedule



**82%**

Fleet Utilization

## Strong Growth backed by Operational Efficiency



**18.3%**

Revenue CAGR 3 Year



**~7%**

Diesel Cost Saving\*



**1**

PESO-Licensed diesel pump



**>90%**

Revenue from Large corporates

Fast-scaling, long-haul Full Truckload (FTL) logistics player with pan-India operations



\*Diesel cost saving as compared to retail price



- Promoter and founding member of the Company
- 16+ years of experience in the logistics industry
- Associated with Tejas Cargo since incorporation (March 26, 2021)
- B.Com, University of Delhi
- Certified Business Professional Programmer (DOEACC Society)

**Mr. Chander Bindal**

Chairman & Managing Director



- Promoter and part of the founding leadership
- 16+ years of logistics industry experience
- Associated with Tejas Cargo since inception
- B.Com and MBA, Alagappa University

**Mr. Manish Bindal**

Whole Time Director & CEO



**Sourabh Nawal**

Non-Executive Independent Director

B.Tech (Mechanical) from VIT with 11+ years of experience in the automotive industry, including roles at Toyota Kirloskar Motor and Honda Motorcycle & Scooter. Currently Promoter & Director at Bhagwan Dass & Sons, managing production and finance.



**Puja Daga**

Non-Executive Independent Director

Chartered Accountant with 21+ years of experience in accountancy, audit, and income tax. Holds an ISA certification from ICAI. Partner at D. N. Dokania & Associates and Proprietor at P. Daga & Associates. Also serves as Independent Director at Mega Flex Plastics Ltd.



**Neha Jain**

Non-Executive Independent Director

B.Com, LL.B., Associate Member of ICSI with 15 years of experience in legal, secretarial, and compliance roles. Previously with Shyam Metalics as Manager – Legal & Compliance. Currently Company Secretary at Narantak Dealcomm Ltd., a promoter entity of the group.



**Mr. Abhishek Lunia**  
Chief Finance Officer

- Finance & Treasury
- Audit & Compliance
- Legal & HR
- Stakeholder Management



**Mr. Aditya Pal Singh**  
President – Sales & Mkt/  
Business Operations

- Fleet Operations
- Maintenance Infrastructure
- Cost Control
- Driver Management & Administration
- Branch Operations
- Information Technology



**Mr. Rajiv Agarwal**  
Director- Sales & Operations

- Key Account Management
- Business Development
- Control Tower Operations
- ERP & Route Planning
- Corporate Client Coordination




**Mr. Pankaj Sharma**  
Director- Freight Forwarding

- Import Freight Forwarding
- Monitoring Overseas Agent
- Key Account Management for Freight Forwarding

# Our Growth Journey




**2009**  
Established as a sole proprietorship, laying the foundation in logistics operations



**2021**  
Transitioned to a corporate structure as Tejas Cargo India Pvt. Ltd.

**2022**  
Entered a high-growth phase with fleet expansion to 341 vehicles and ISO 9001:2015 certification




**2023**  
Expanded capabilities through entry into the trailer segment; incorporated a subsidiary and scaled fleet to 713 vehicles

**2024**  
Broadened sector presence into steel and cement



**2025**  
Marked entry into public markets with listing on NSE Emerge



**2026**  
Expansion into coal, fly ash logistics, Freight Forwarding, and Car Carrier



## Asset-Backed Long-Haul 3PL Specialist In industrial & bulk cargo

Strong retention | Stable  
receivables | Reliable delivery  
discipline

## In-House Maintenance & Bulk Fuel Infrastructure Enhancing Margin Resilience

~7% structural fuel cost  
advantage vs retail (FY26)



## Digitally Integrated Fleet Monitoring enhancing safety, reliability and control

Advanced monitoring systems  
including AI-powered rear  
cameras

## Diversified in terms of Clients & Sectors

Reputed corporate clientele |  
~90% revenue from large  
corporates | Multi-sector  
industrial presence | Low  
concentration risk



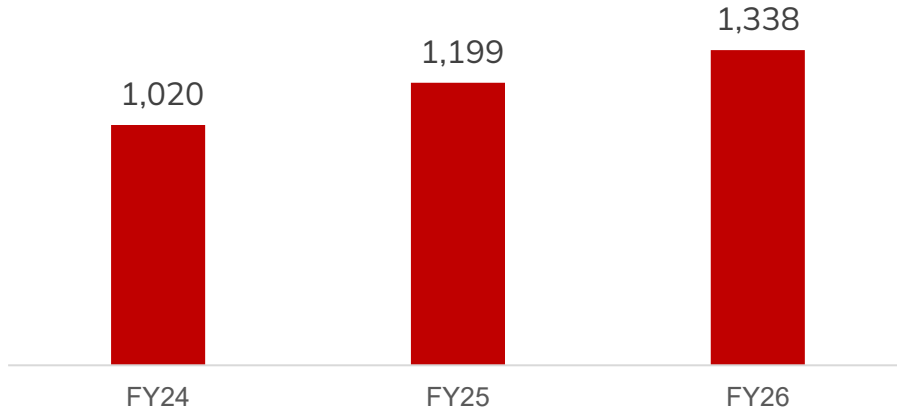
## Transitioning towards Hybrid Fleet Model

Owned Fleet Discipline with  
Market Fleet Agility for driving  
Operating Synergy

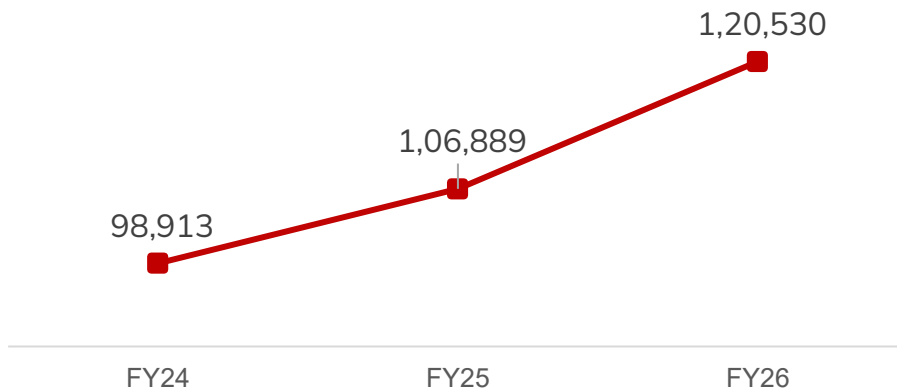
## Disciplined Growth with Strengthening Balance Sheet

Growth underpinned by disciplined  
leverage and scaling profitably

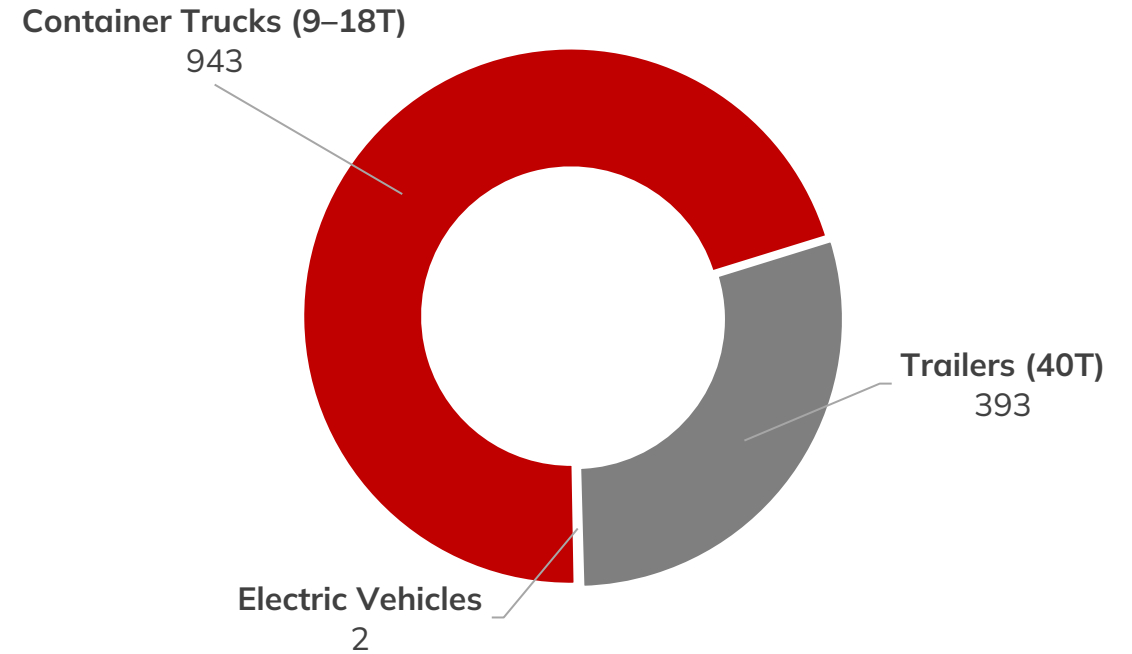
### Fleets Size (Nos.)

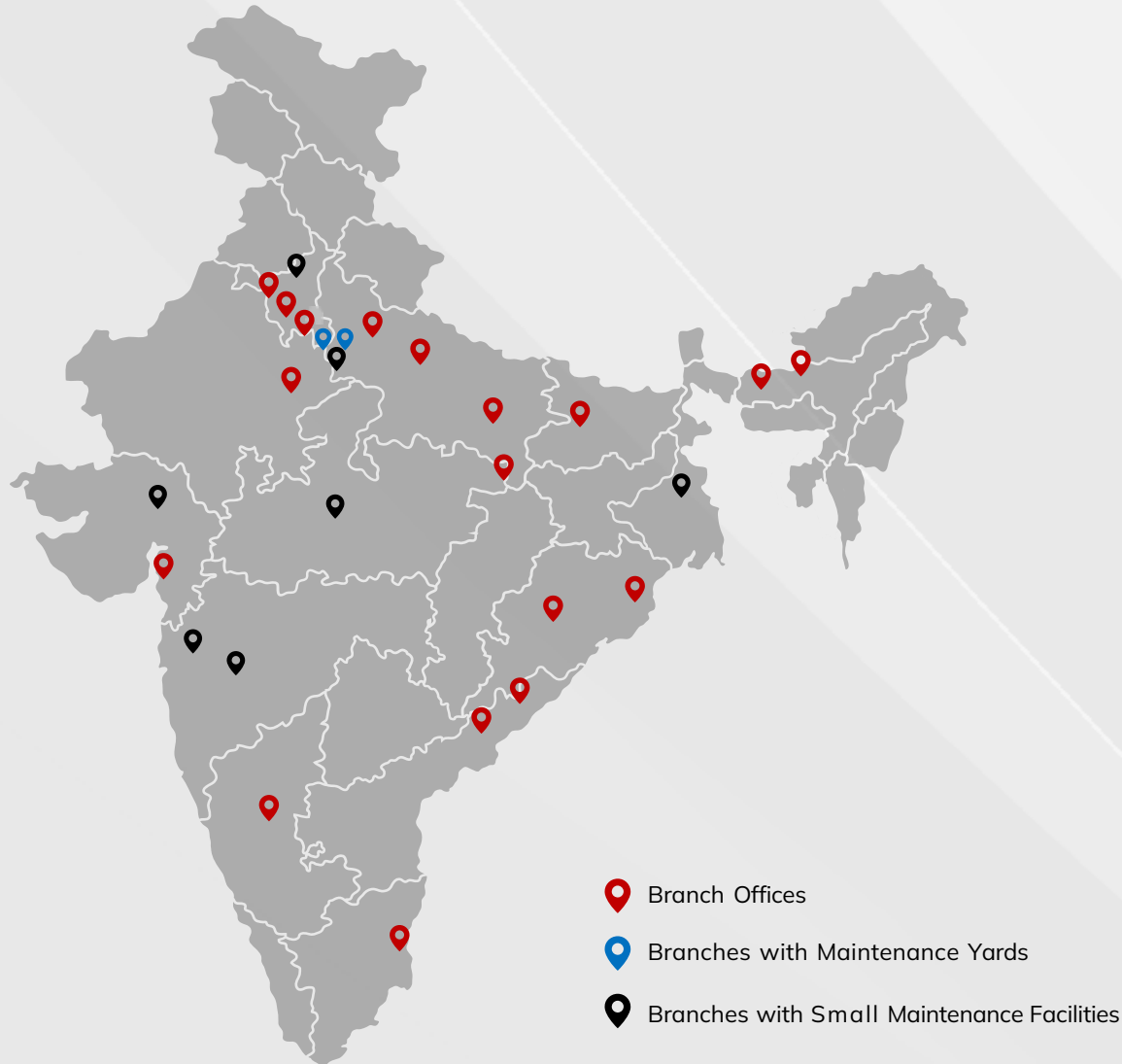


### Number of Trips (Nos.)



### Fleet Composition (Nos.)





## In-House Maintenance

- Annual Maintenance Contracts across owned fleet
- Dedicated service yard at Sidhrawali, Haryana
- OEM partnerships for warranty service and faster turnaround

**27**

Branch Locations

**9**

Maintenance Stations  
across key corridors

**12**

Repair Bays

## Captive Fuel Infrastructure

- Supports 30%+ of trips originating or passing through Rewari

**1\***

PESO-Licensed  
Captive Fuel Facility  
at Rewari, Haryana

**~7%**

Diesel Cost Saving  
over retail (FY26)

**24x7**

Driver helpdesk  
and enroute  
support

\*The Company is planning to expand the fuel facility, 1 each in West and North

## Integrated digital infrastructure enhancing safety, reliability and control



### Centralised Operations Control

- **Custom ERP platform** for indent matching, routing, load planning and real-time fleet monitoring
- **Integrated IT network** across branches, control tower and maintenance hubs
- **Automated SMS alerts** for diesel dispensing, job assignments, and vendor payment status
- **Cashless payments ecosystem** covering fuel cards, toll tags and increase operational focus



### IoT-Based Fleet Security Systems

- **Geo-Fencing**
- **Centralised Digital Locking System**
- **GPS & SIM-Based Tracking**
- **ADAS / DSM (Advanced Driver Assistance & Driver State Monitoring Systems)**
- **AI-Powered Rear Cameras (Trailers)**
- **Route deviation alert**

✓ Cargo security    ✓ Ensure on-time delivery    ✓ Reduced operational risk

Focused expansion into specialised logistics verticals to strengthen the portfolio through higher-yield sectors and support long-term growth

## Consumer & Retail

- E-commerce
- Express Cargo
- FMCG
- FMCD
- White Goods

Stable, volume-driven portfolio

## Industrial & Infrastructure

- Steel
- Industrial & Chemicals
- Cement

High-yield trailer logistics

## Strategic Focus Areas

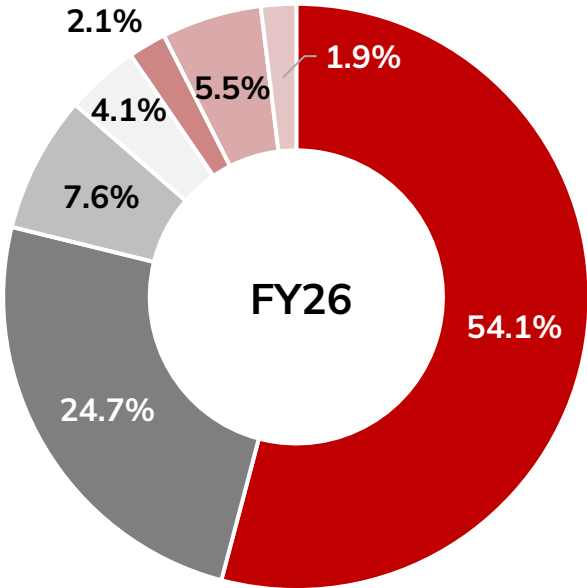
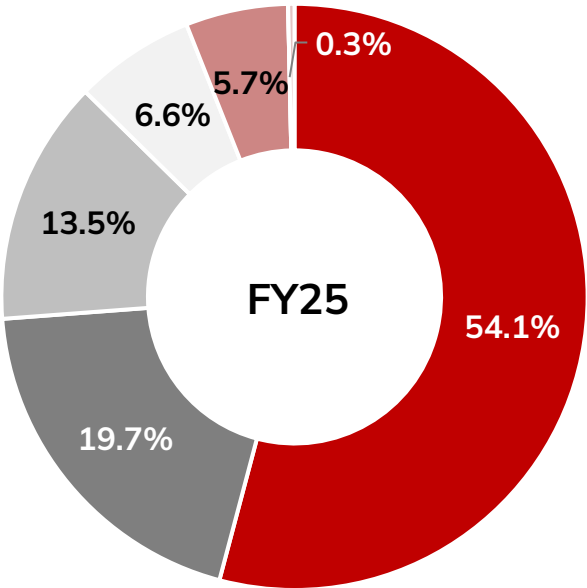
- Coal & FlyAsh
- Freight Forwarding
- Car Carrier
- Mining of Minerals & Metals

## Target Sectors

- Power & Energy
- Waste Management



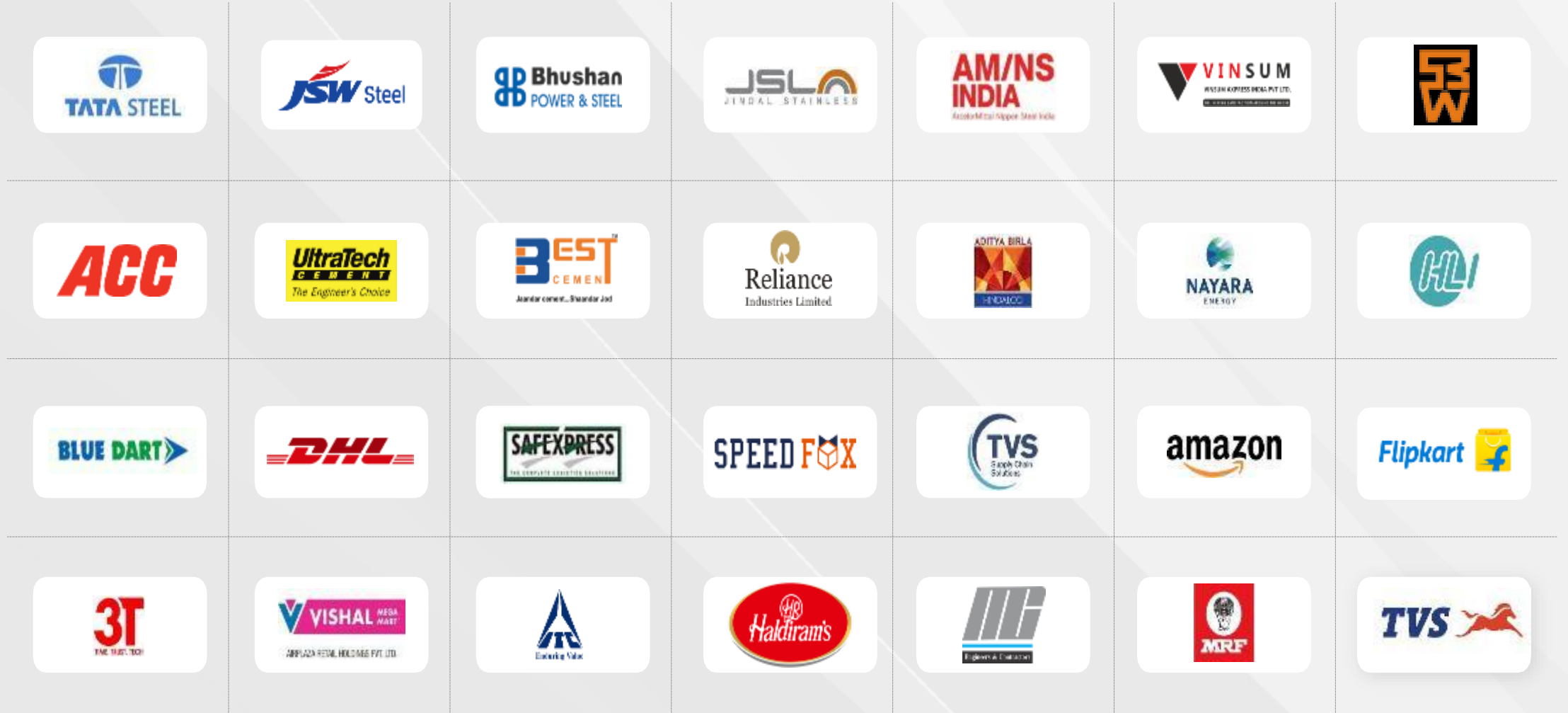
## Sector Wise Revenue Mix



- Logistics
- Steel and Cement
- E-Commerce
- Industrial and Chemicals
- FMCG and White Goods
- Coal, FlyAsh, Car Carrier & Freight Forwarding
- Others

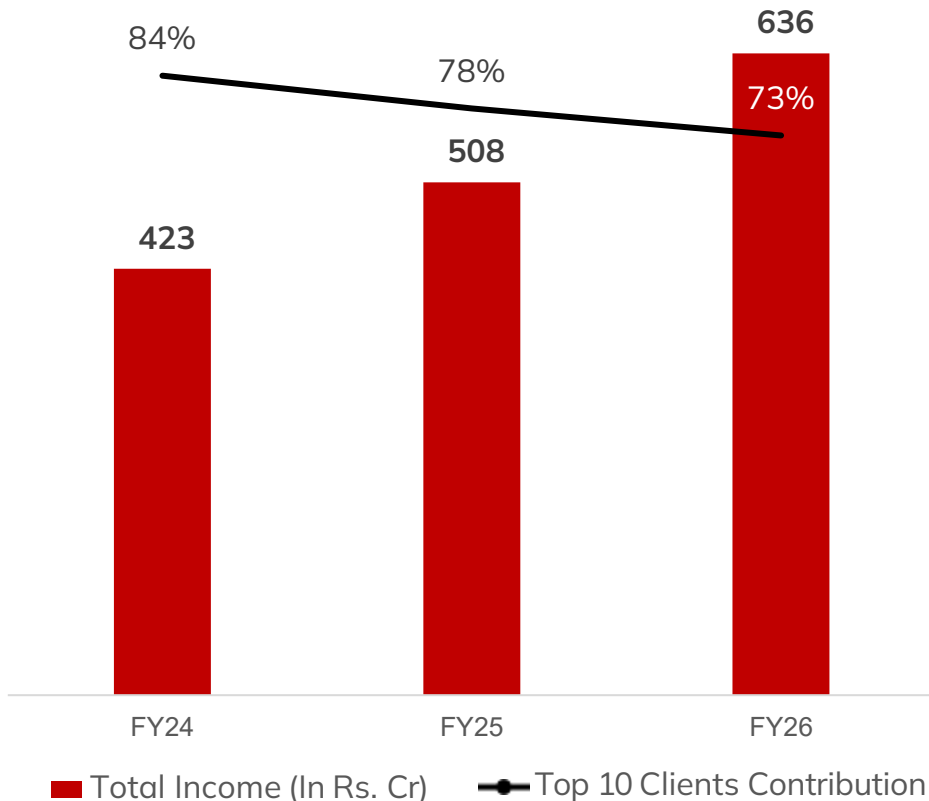
Strengthening Portfolio Through High-Yield Sectoral Focus

# Trusted by Leading Brands Across Industries



and many more..

## Trend of Customers Contribution to Revenue



## Client Stickiness & Relationship Depth

- Avg. relationship tenure – Top 10 clients: 3.5+ years
- Long-standing corporate relationships with repeat engagements
- Strong client stickiness supported by fleet ownership and execution control

## Revenue Quality & Stability

- ~90% revenue from large established corporates
- Payment discipline with stable receivable cycles
- Predictable freight volumes across bulk and infrastructure segments
- Diversifying revenue base through expansion into new logistics verticals

Revenue Base Expanding with Gradual Reduction in Client Concentration

## Revenue CAGR

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- Maintain strong revenue trajectory through corridor density and sector expansion

## Segment Diversification

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- Exploring Rail Logistics and Cross-Border Freight
- Car Carrier Business - Engaged with Hyundai, Kia and Mahindra for potential partnerships. Targeting entry into passenger vehicle logistics

## Hybrid Fleet Strategy


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- Targeting ~40% revenue contribution from aggregated fleet by FY27
- Disciplined capex plan of ~100 vehicles (replacement/ additions) annually

## Sector Diversification

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- Increasing contribution from coal, mining, fly ash, car carrier and freight forwarding operations



# FINANCIAL PERFORMANCE

backed by Operational  
Efficiency

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## Fleet Capacity Acceleration

205 vehicles added in FY26 including 40 vehicles for Car Carrier  
Strategic deployment into containers, trailers & car carriers



## Sustainability Transition Initiated

EV deployment under  
5-year e-commerce engagement  
Engagement with multiple client to deploy EV at a significant scale



## Funding & Credit Stability

ICRA BBB+ (Stable)  
Rs.200 Cr rated banking facilities



## Operational Throughput Scaling

1,20,530 trips completed in FY26  
(~13% growth YoY)  
Improved revenue per trip  
(~9.33% growth YoY)



## Vertical Diversification Executed

Coal (CCL-linked), Fly Ash (BSRTC-linked),  
Mining logistics ramp-up  
Car Carrier vertical under OEM-linked development  
Bauxite Mining contract awarded by CMDC Ltd.

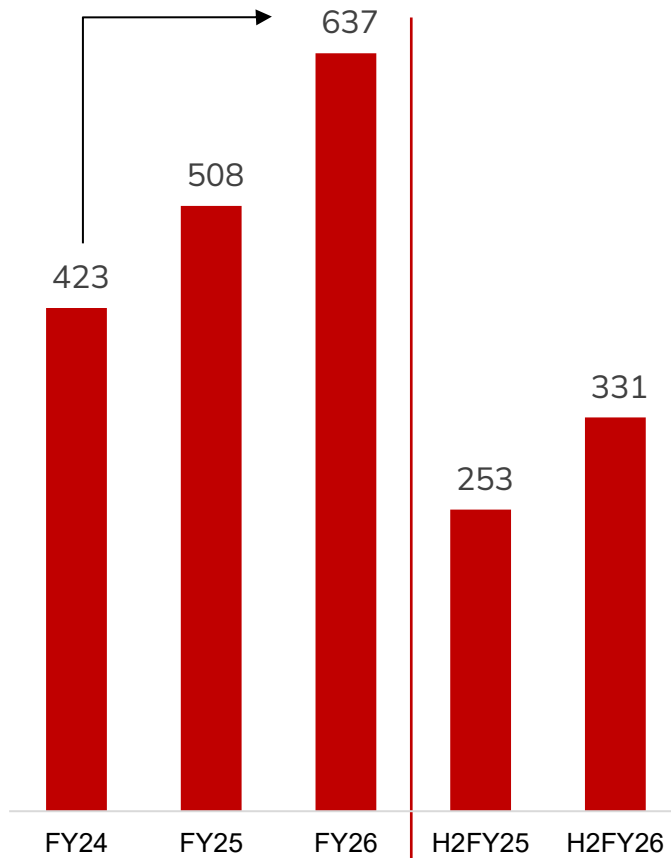


## Technology Stack Advancing

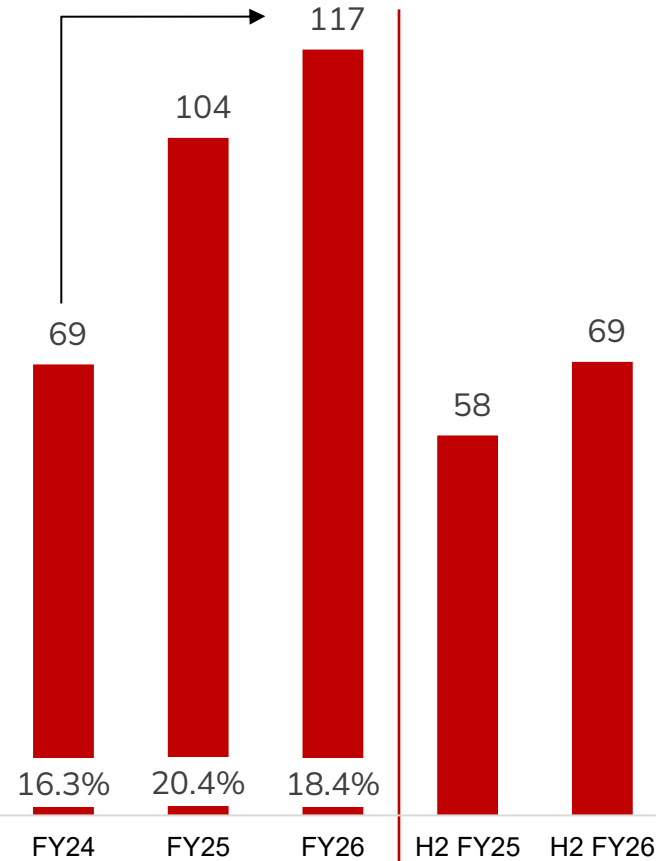
ERP Phase-1 & HRMS operational  
Full IoT integration: ADAS DSM |  
AI Cameras Geo-fencing

All Amount In Rs. Cr & Margins In %

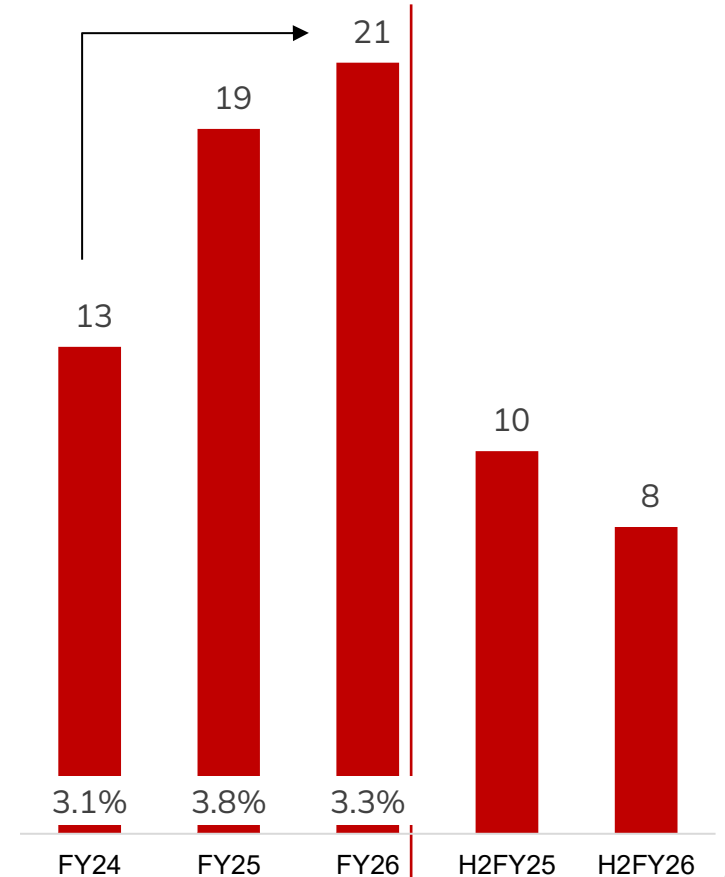
## Total Income



## EBITDA and Margin



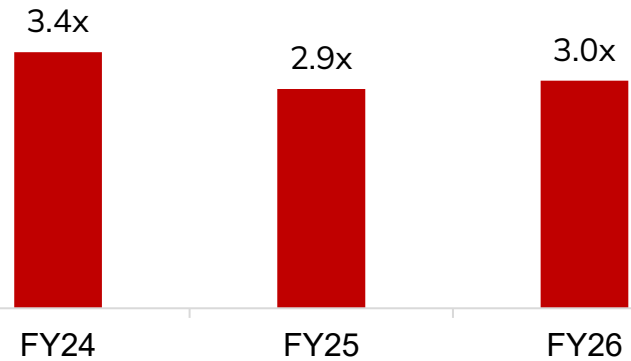
## PAT and Margin



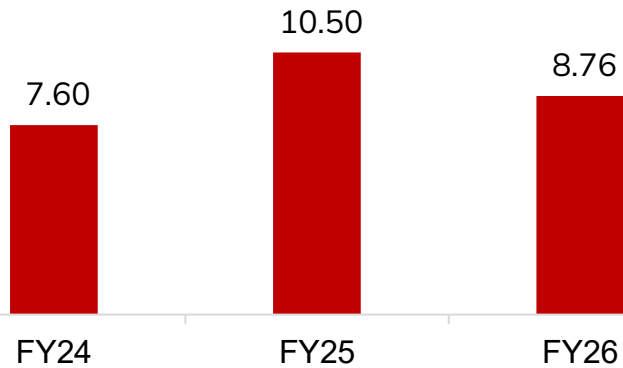
Note: All numbers are on consolidated basis | EBITDA and margin calculations include other income

# Strong Operating Efficiency and Shareholder Returns

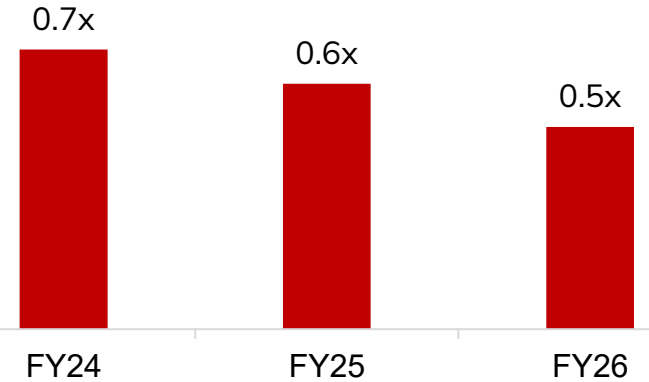
## Fixed Asset Turnover Ratio (x)



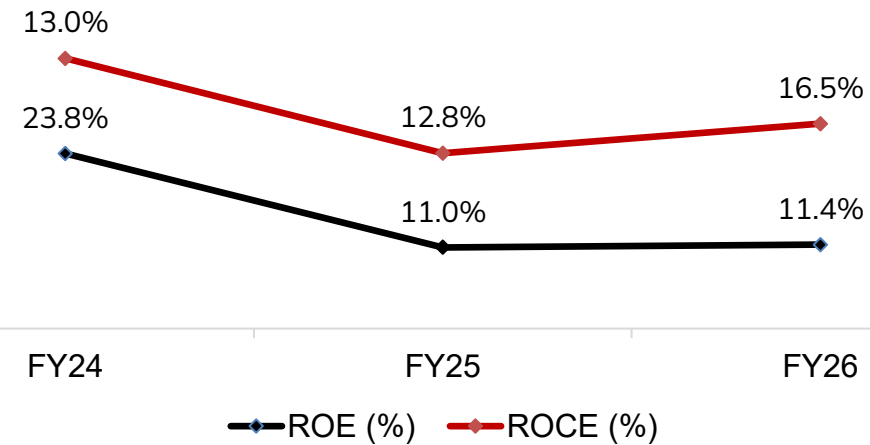
## EPS (In Rs.)



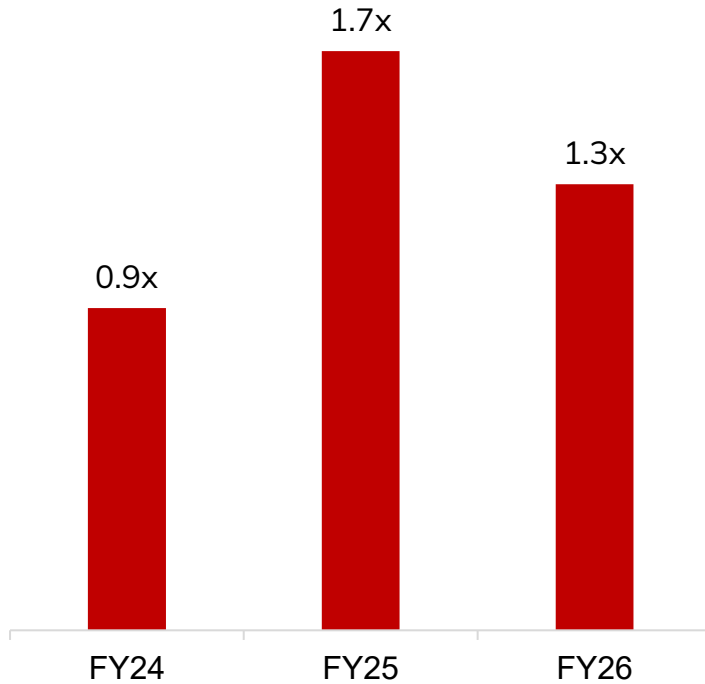
## OCF/EBITDA (x)



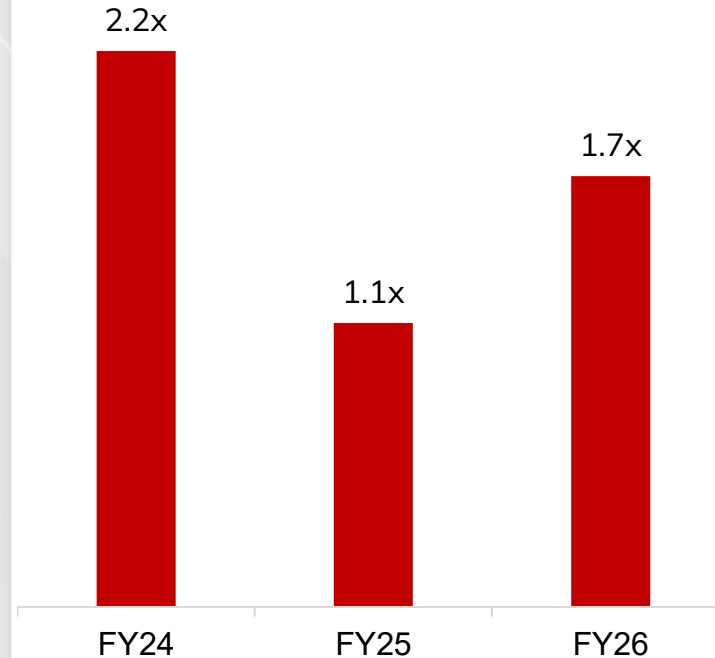
## Return Ratios



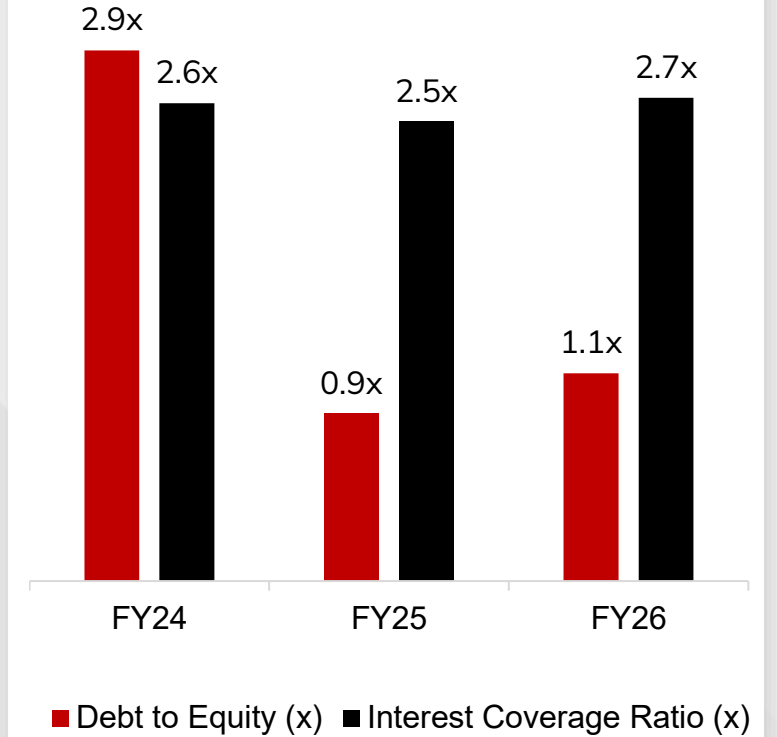
## Current Ratio (x)



## Net Debt/EBITDA (x)



## D/E & Interest Coverage (x)



# Historic Financials

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# Consolidated Profit and Loss Statement

Amount In Rs. Cr

Particulars	FY24	FY25	FY26
Revenue from Operations	419.3	501.3	628.7
Other Income	3.3	6.9	7.8
<b>Total Income</b>	<b>422.6</b>	<b>508.2</b>	<b>636.5</b>
Operating Expenses	340.3	381.3	487.9
<b>Gross Profit</b>	<b>82.3</b>	<b>126.9</b>	<b>148.5</b>
<b>Gross Profit Margin (%)</b>	<b>19.5%</b>	<b>25.0%</b>	<b>23.3%</b>
Employee Benefit Expenses	7.1	14.3	20.0
Other expenses	6.2	8.9	11.3
<b>Total Expenditure</b>	<b>13.2</b>	<b>23.3</b>	<b>31.3</b>
<b>EBITDA</b>	<b>69.0</b>	<b>103.7</b>	<b>117.2</b>
<b>EBITDA Margin (%)</b>	<b>16.3%</b>	<b>20.4%</b>	<b>18.4%</b>
Interest	10.7	16.9	17.1
Depreciation	40.9	61.0	71.9
<b>PBT</b>	<b>17.4</b>	<b>25.7</b>	<b>28.2</b>
<b>PBT Margin (%)</b>	<b>4.1%</b>	<b>5.1%</b>	<b>4.4%</b>
Tax	4.2	6.6	7.3
<b>PAT</b>	<b>13.2</b>	<b>19.1</b>	<b>20.9</b>
<b>PAT Margin (%)</b>	<b>3.1%</b>	<b>3.8%</b>	<b>3.3%</b>
EPS (Diluted)	7.60	10.50	3.49

Note: All numbers are on consolidated basis | EBITDA and margin calculations include other income

# Consolidated Balance Sheet

Amount In Rs. Cr

Equity & Liabilities	FY24	FY25	FY26
Equity	0.2	23.9	23.9
Reserves	55.2	149.3	169.4
<b>Net Worth</b>	<b>55.5</b>	<b>173.2</b>	<b>193.3</b>
<b>Non Current Liabilities</b>			
Non Current Borrowings	80.1	86.6	96.0
Deferred Tax Liability	0.2	-	-
Long Term Provision	-	-	1.3
Other Non-Current Borrowing	-	-	-
<b>Total Non Current Liabilities</b>	<b>80.3</b>	<b>86.6</b>	<b>97.3</b>
<b>Current Liabilities</b>			
Current Borrowings	81.3	72.6	124.2
Lease Liabilities	-	-	-
Trade Payables	6.2	7.3	10.3
Current Tax Liabilities (Net)	-	-	-
Short Term Provisions	5.3	14.4	9.0
Other Current Liabilities	7.6	6.0	13.4
<b>Total Current Liabilities</b>	<b>100.3</b>	<b>100.3</b>	<b>156.9</b>
<b>Total Equity and Liabilities</b>	<b>236.0</b>	<b>360.1</b>	<b>447.4</b>

Assets	FY24	FY25	FY26
<b>Non Current Assets</b>			
Fixed Assets	123.6	153.0	190.2
Capital Work in Progress	-	20.2	19.2
Non Current Investments	18.9	17.5	29.6
Deferred Tax Assets (Net)	-	1.6	1.5
Other Non-Current Assets	0.8	1.1	6.0
<b>Total Non Current Assets</b>	<b>143.3</b>	<b>193.4</b>	<b>246.6</b>
<b>Current Assets</b>			
Inventories	1.0	2.5	9.1
Trade receivables	69.8	96.0	118.3
Cash & Bank Balance	8.4	41.9	18.9
Other Current Financial Assets	1.6	4.4	5.0
Current Tax Assets (Net)	-	-	-
Other Current Assets	12.0	21.9	49.5
<b>Total Current Assets</b>	<b>92.7</b>	<b>166.7</b>	<b>200.9</b>
<b>Total Assets</b>	<b>236.0</b>	<b>360.1</b>	<b>447.4</b>

# Consolidated Cash Flow Statement

Amount In Rs. Cr

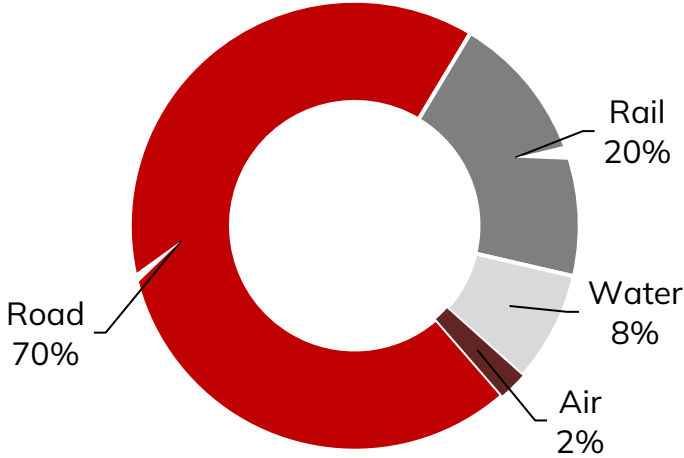
Particulars	FY24	FY25	FY26
Cashflow from Operations	48.2	63.5	59.2
Cashflow from Investments	-130.7	-109.5	-126.1
Cashflow from Financing	87.4	79.6	43.9
<b>Net Cash Flow</b>	<b>4.9</b>	<b>33.5</b>	<b>-23.0</b>



# Annexure

## Indian Transport and Logistics Market Overview

**Transportation:  
Modal Mix (FY25)**  
Road Dominates Freight  
Movement in India



## Infrastructure & Policy Initiatives

- Bharatmala Pariyojana
- PM GatiShakti
- National Logistics Policy
- Sagarmala Programme



**USD 310–330 Bn**  
India transport & logistics market size  
(FY25)



**~9% CAGR**  
Sector growth  
(FY19–FY25)



**~USD 357 Bn**  
India logistics market size by FY30



**7.97%**  
Logistics Cost as % of GDP

Large and expanding logistics sector supported by infrastructure investments and rising freight demand across industries

## Infrastructure Push



- National highway network expanded to **1.46 lakh+ km**
- Government road infrastructure investment increased **6.4x** between FY14–FY25
- Bharatmala provisioned with **Rs.5.35 lakh Cr investment** to strengthen freight corridors

## E-commerce and Consumption Growth



- India express logistics market expected to reach **USD22 Bn by FY30**
- Rising penetration of e-commerce and quick commerce driving freight volumes
- Expansion into Tier II/III cities increasing need for regional distribution networks

## Formalization of India's Road Logistics



- Increasing preference for compliant, reliable and tech-enabled logistics partners
- GST, FASTag, e-way bill and digitization accelerating formalization of logistics ecosystem
- Organized 3PL players gaining share amid increasing outsourcing of transportation and warehousing

India's logistics transformation is accelerating the shift toward organized and integrated 3PL players

# Awards and Recognitions



## Empowering Drivers for Safe, Efficient & Reliable Deliveries



### 24x7 Driver Helpline & Control Room

A dedicated support team ensures seamless coordination, real-time issue resolution, and live tracking of vehicle performance across routes.



### Centralized Monitoring & Route Compliance

Operations managers continuously track vehicle status (running, late, idle) and follow up on delays using estimated time of arrival (ETA) benchmarks.



### Training & Safety Awareness

Regular training programs and safety briefings equip drivers with the latest practices in secure logistics and hazard management.



### Tech-Enabled Navigation & Alerts

Vehicles are monitored through advanced ERP-integrated telematics, enabling route deviation alerts and real-time intervention for better



# Cultural Initiatives Enhancing Employee Engagement

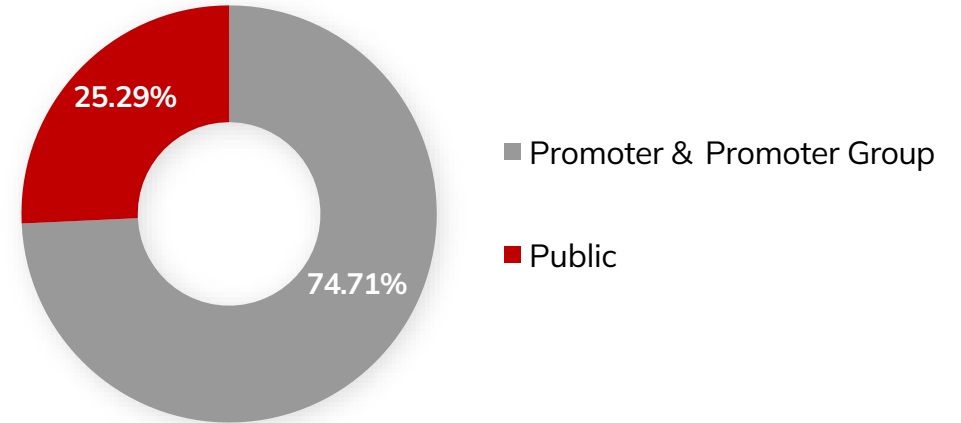


As on 31-03-2026

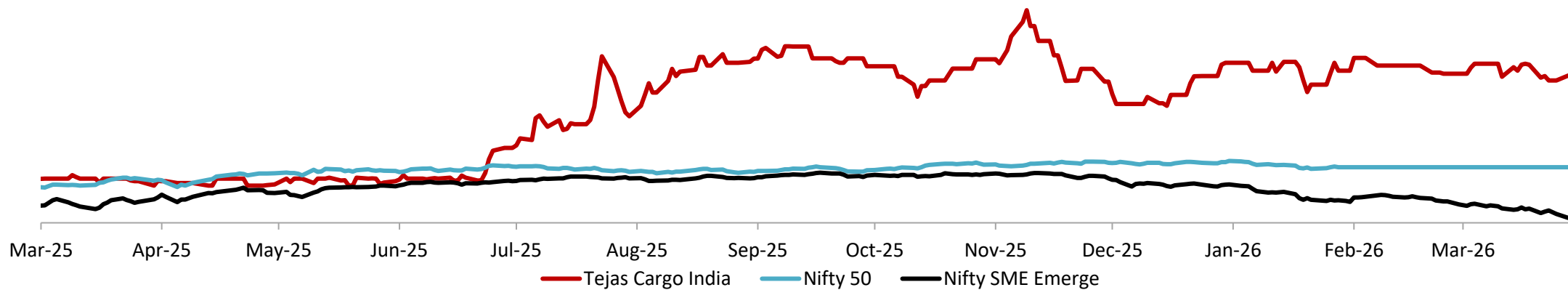
## NSE – TEJASCARGO

NSE Ticker	TEJASCARGO/ INE17WC01013
Share Price (Rs.)	285.45
Market Capitalization (Rs. Cr)	776.28
No. of Shares Outstanding	2,38,92,840
Face Value (Rs.)	10.00
52 week High-Low (Rs.)	363.60 – 150.05

## Shareholding Pattern



## Share Performance From 30<sup>th</sup> Mar 2025 to 31<sup>st</sup> Mar 2026



Source: NSE



Tejas Cargo India Limited  
Keep Moving On

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