



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 30, 2026

Sub.: Outcome of Investors Earnings Call pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, SCRIP SYMBOL: TEJASCARGO, ISIN: INE17WC01013

Dear Sir/ Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in continuation to our disclosure dated May 27, 2026 with respect to Schedule of Analysts and Investors Earnings Call (for public at large) to discuss the Audited Financial Results (Standalone & Consolidated) of the Company for the year ended March 31, 2026 along with the comparative financials for the half year ended March 31, 2026, please find attached herewith the presentation made at the Investors/ Analysts Earning call.

A recording of the Analysts and Investors Earnings Call will be made available on the Company's website at the weblink: <https://www.tcipl.in/files/investor/Concall-Tejas%20Cargo%20India%20Ltd-29052026.mp3>

The aforesaid information will also be hosted on the Company's website at 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 30, 2026



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**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.

The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.



COMPANY OVERVIEW

“ 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.

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. ”

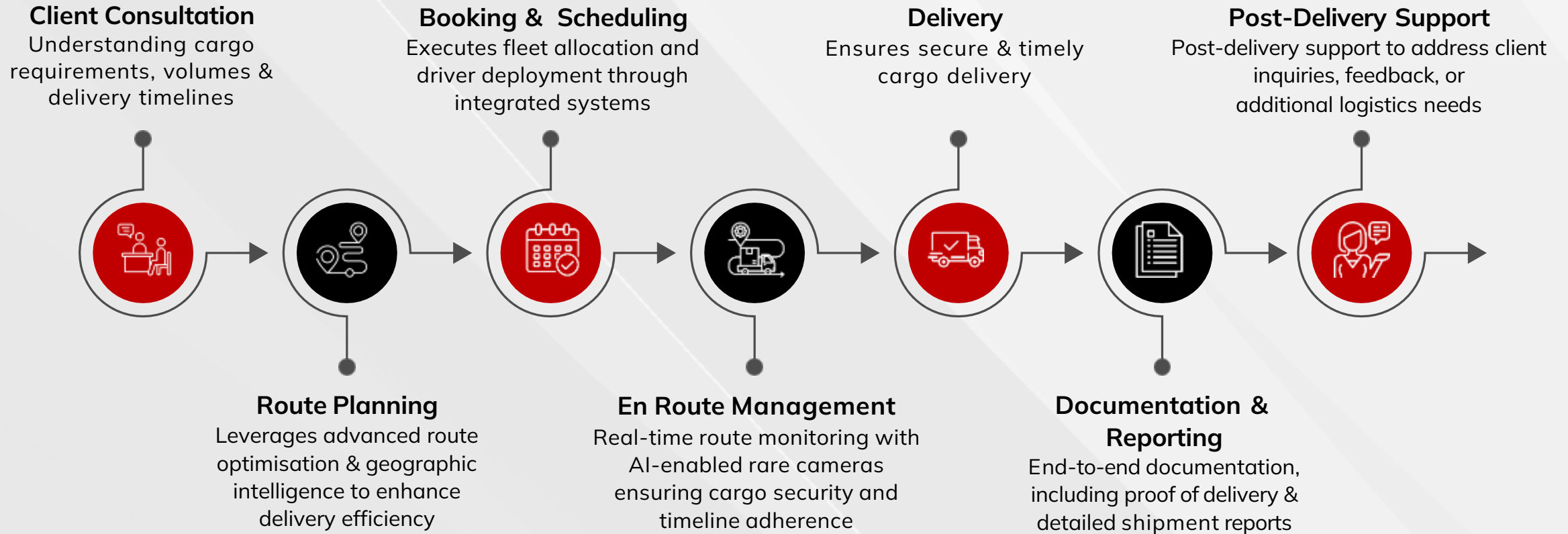
Mr. Chander Bindal

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



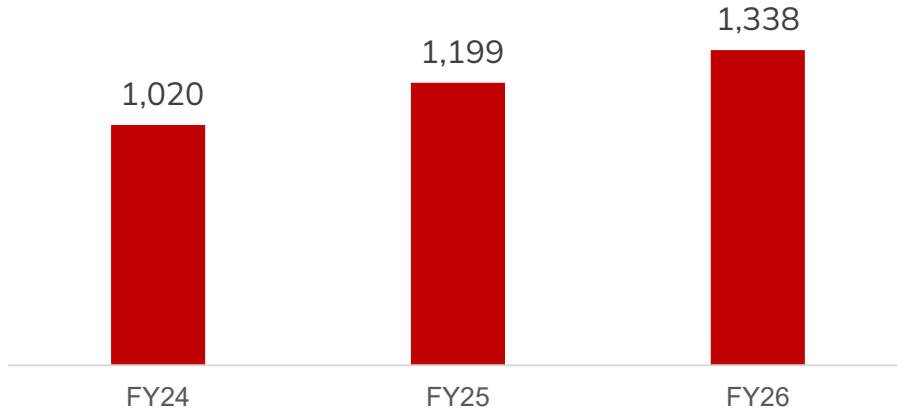
Transitioning towards Hybrid Fleet Model

Owned Fleet Discipline with
Market Fleet Agility for driving
Operating Synergy

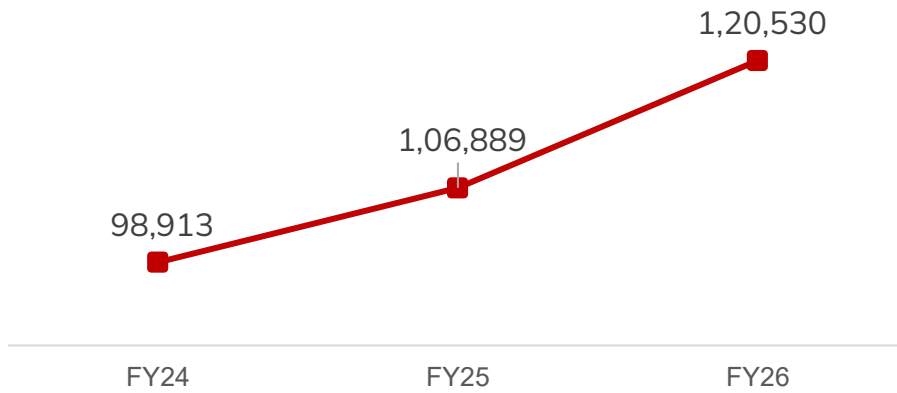
Disciplined Growth with Strengthening Balance Sheet

Growth underpinned by disciplined
leverage and scaling profitably

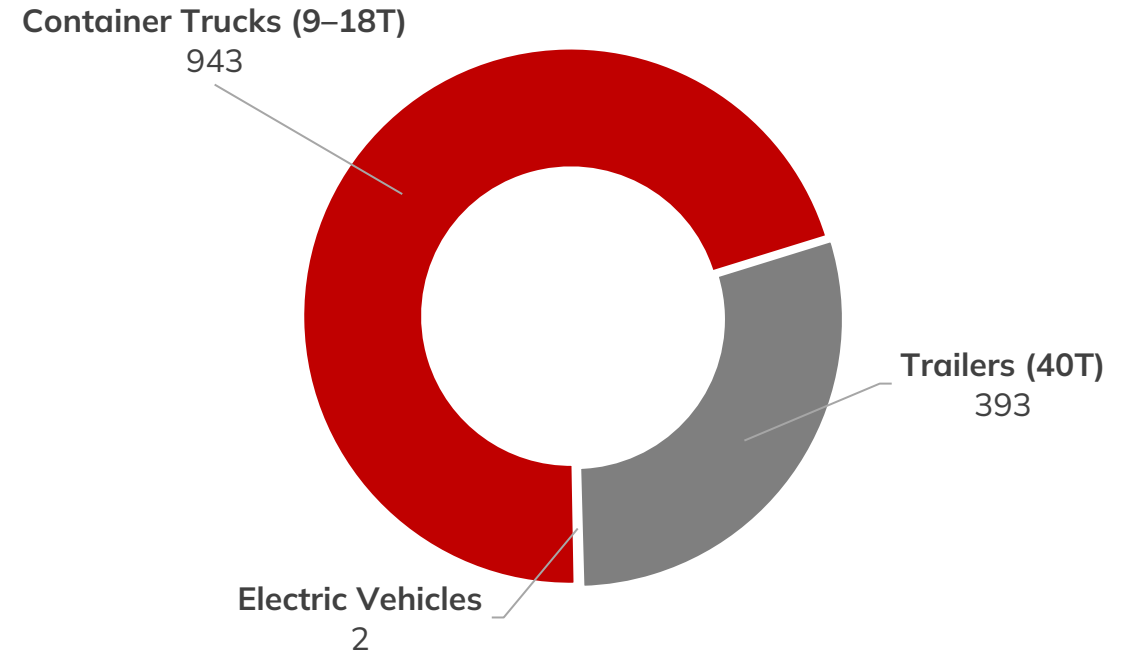
Fleets Size (Nos.)

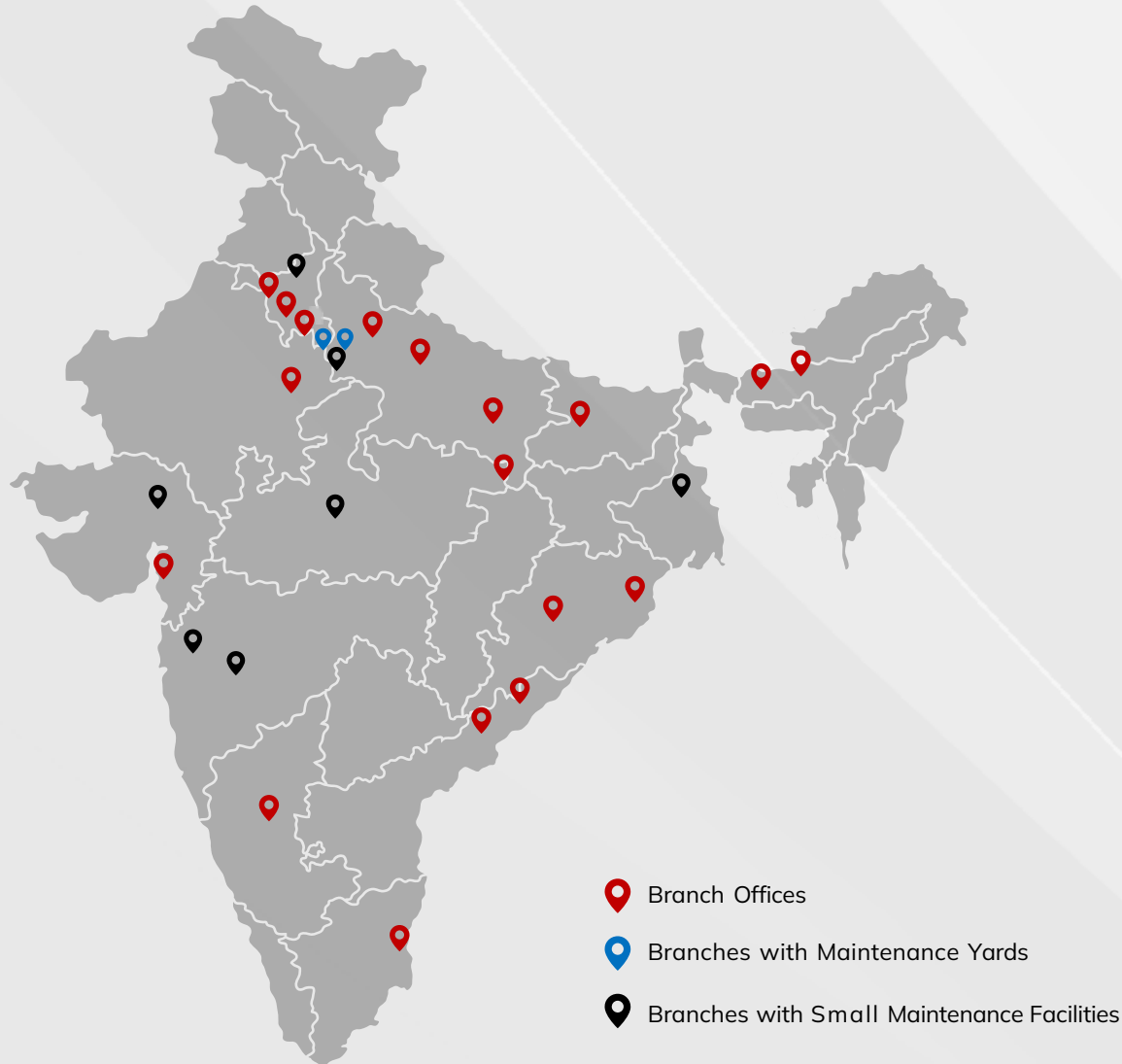


Number of Trips (Nos.)



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

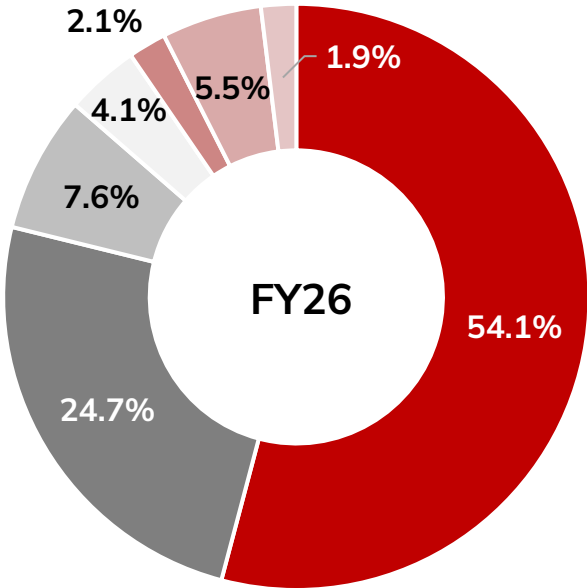
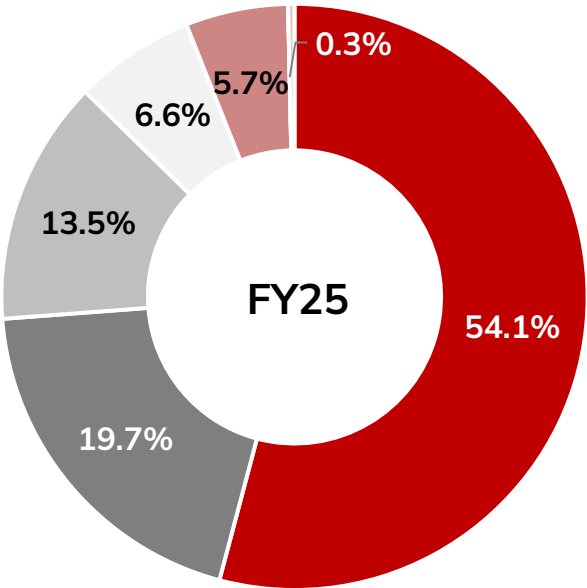
- Coal & FlyAsh
- Freight Forwarding
- Car Carrier
- Mining of Minerals & Metals

Target Sectors

- Power & Energy
- Waste Management



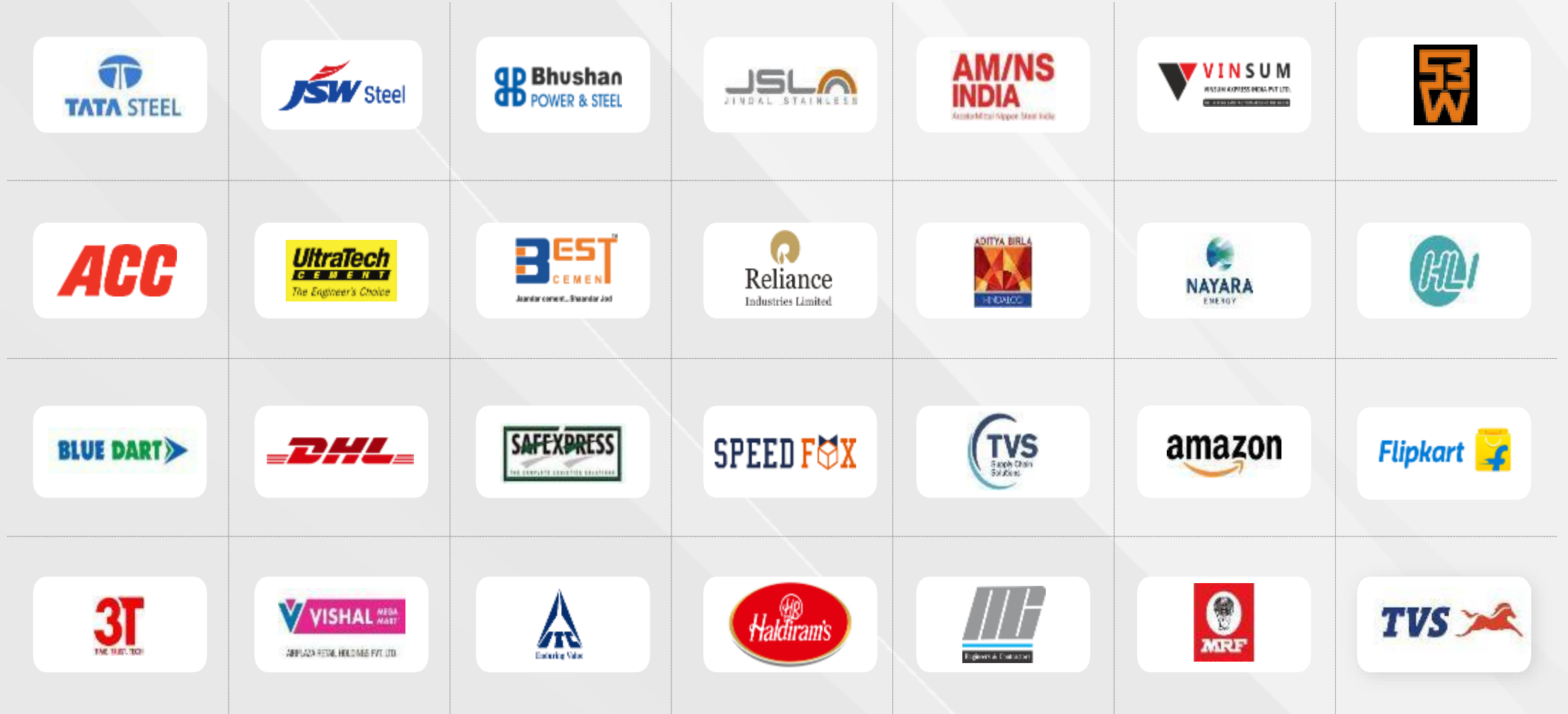
Sector Wise Revenue Mix



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

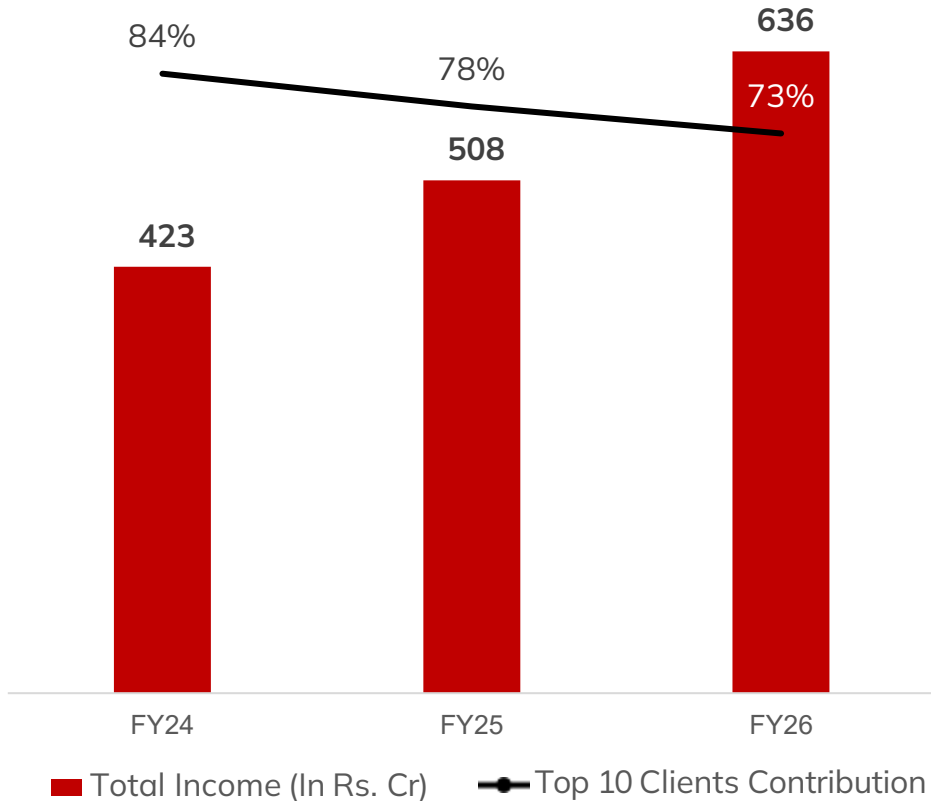
Strengthening Portfolio Through High-Yield Sectoral Focus

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

- Maintain strong revenue trajectory through corridor density and sector expansion

Segment Diversification


- 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

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

Sector Diversification

- 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.

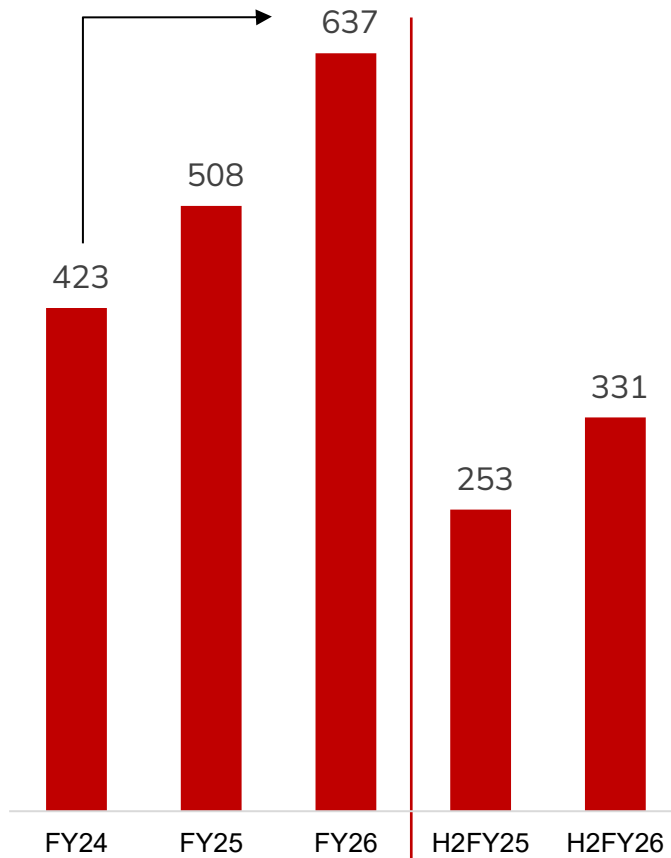


Technology Stack Advancing

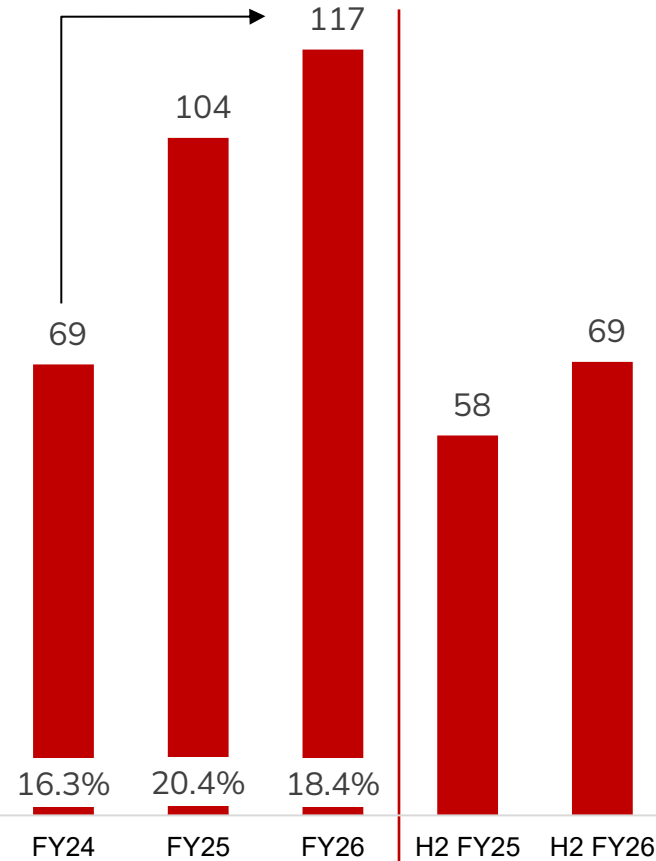
ERP Phase-1 & HRMS operational
Full IoT integration: ADAS DSM |
AI Cameras Geo-fencing

All Amount In Rs. Cr & Margins In %

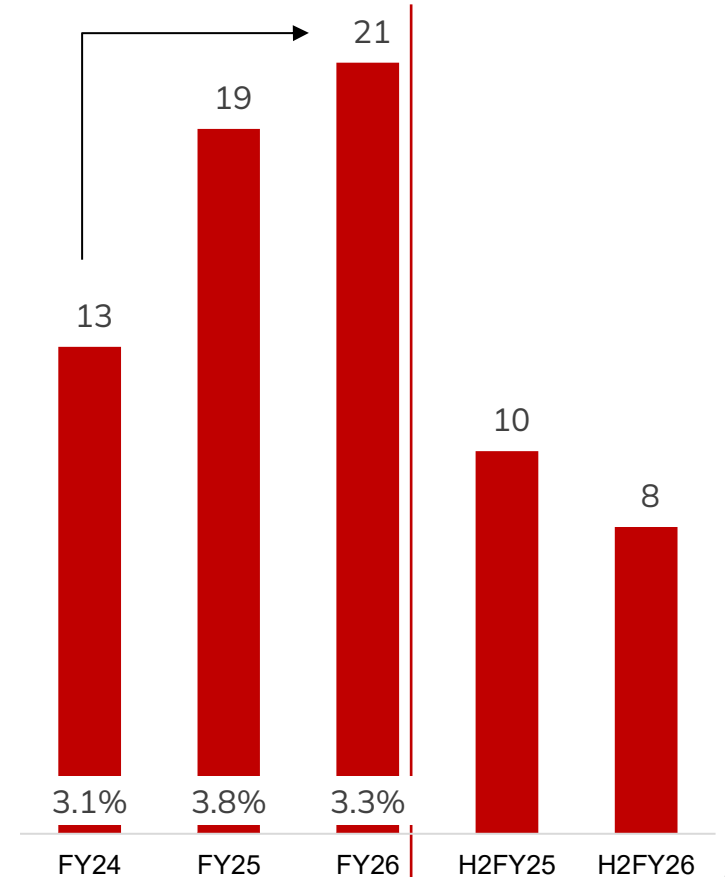
Total Income



EBITDA and Margin



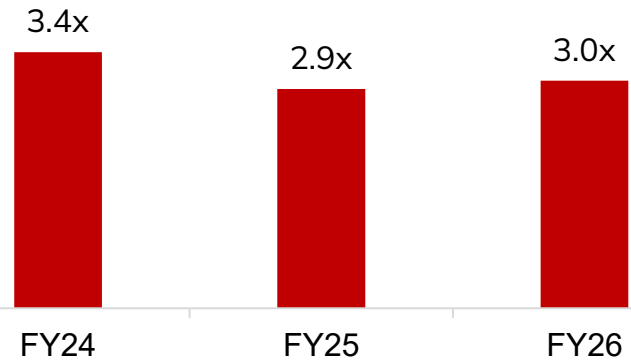
PAT and Margin



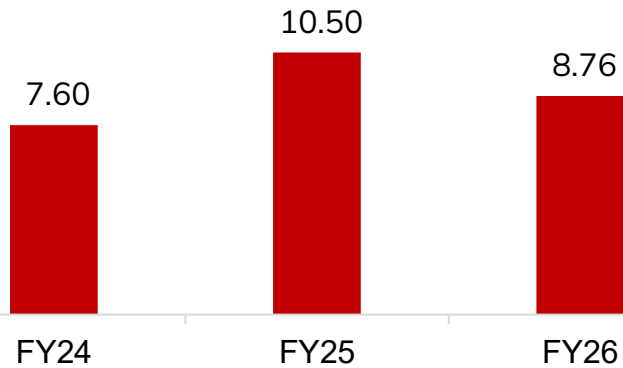
Note: All numbers are on consolidated basis | EBITDA and margin calculations include other income

Strong Operating Efficiency and Shareholder Returns

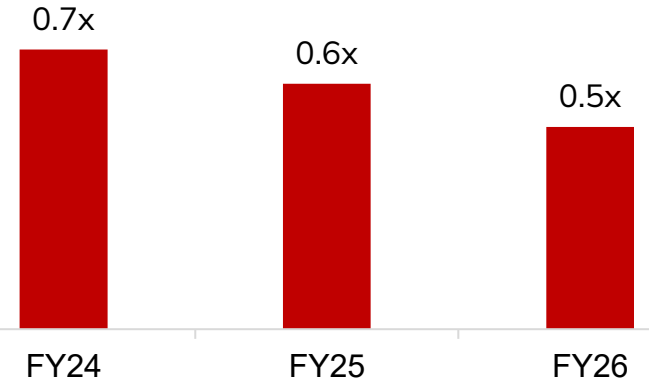
Fixed Asset Turnover Ratio (x)



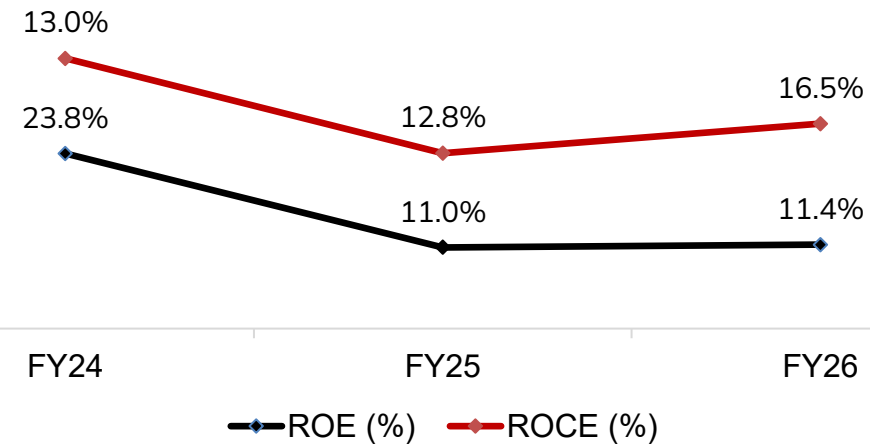
EPS (In Rs.)



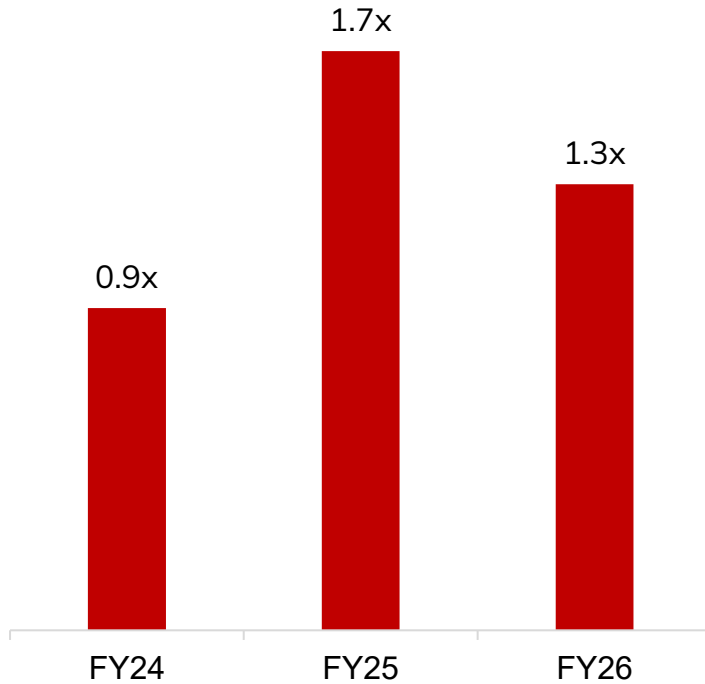
OCF/EBITDA (x)



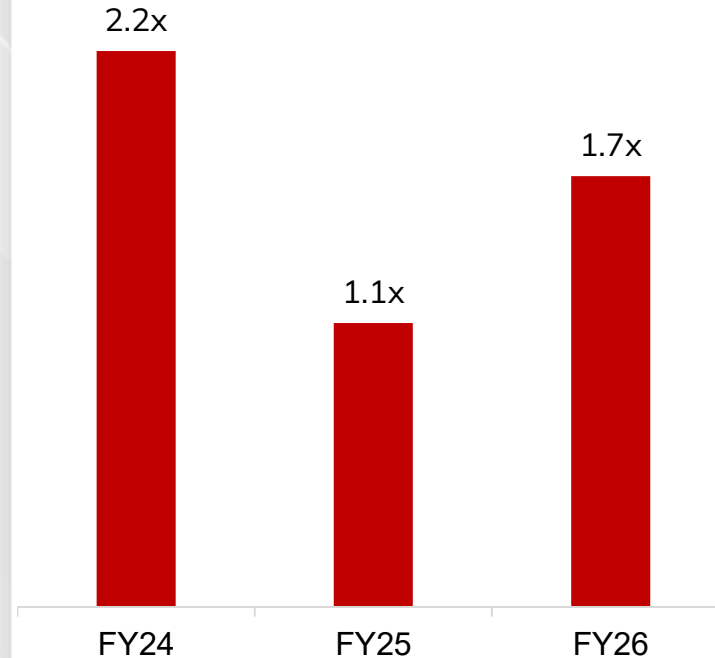
Return Ratios



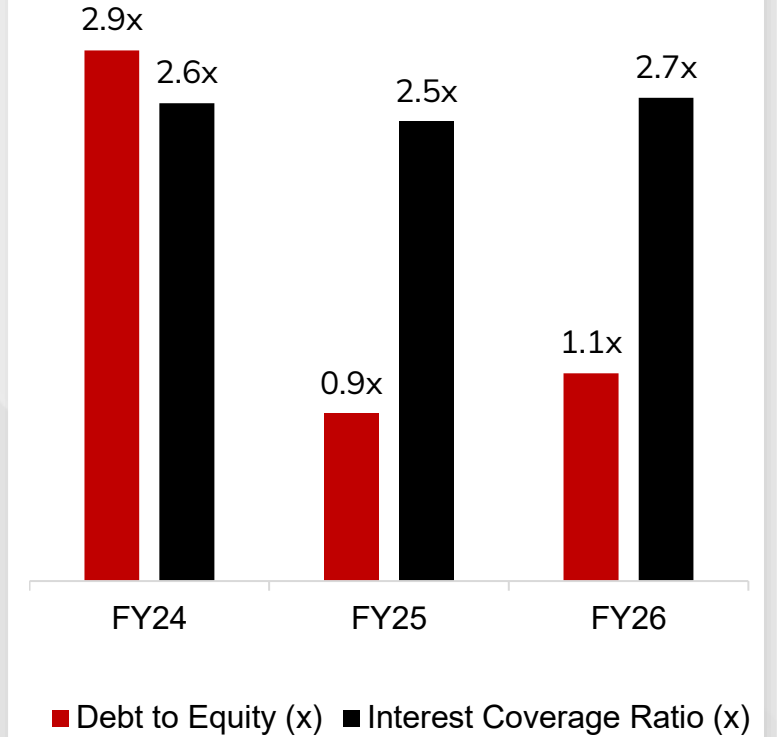
Current Ratio (x)



Net Debt/EBITDA (x)



D/E & Interest Coverage (x)



Historic Financials



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
Total Income	422.6	508.2	636.5
Operating Expenses	340.3	381.3	487.9
Gross Profit	82.3	126.9	148.5
Gross Profit Margin (%)	19.5%	25.0%	23.3%
Employee Benefit Expenses	7.1	14.3	20.0
Other expenses	6.2	8.9	11.3
Total Expenditure	13.2	23.3	31.3
EBITDA	69.0	103.7	117.2
EBITDA Margin (%)	16.3%	20.4%	18.4%
Interest	10.7	16.9	17.1
Depreciation	40.9	61.0	71.9
PBT	17.4	25.7	28.2
PBT Margin (%)	4.1%	5.1%	4.4%
Tax	4.2	6.6	7.3
PAT	13.2	19.1	20.9
PAT Margin (%)	3.1%	3.8%	3.3%
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
Net Worth	55.5	173.2	193.3
Non Current Liabilities			
Non Current Borrowings	80.1	86.6	96.0
Deferred Tax Liability	0.2	-	-
Long Term Provision	-	-	1.3
Other Non-Current Borrowing	-	-	-
Total Non Current Liabilities	80.3	86.6	97.3
Current Liabilities			
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
Total Current Liabilities	100.3	100.3	156.9
Total Equity and Liabilities	236.0	360.1	447.4

Assets	FY24	FY25	FY26
Non Current Assets			
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
Total Non Current Assets	143.3	193.4	246.6
Current Assets			
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
Total Current Assets	92.7	166.7	200.9
Total Assets	236.0	360.1	447.4

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
Net Cash Flow	4.9	33.5	-23.0

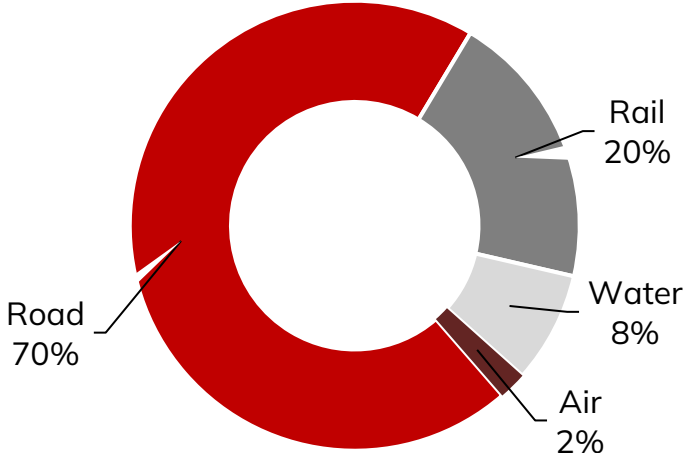


Annexure

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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

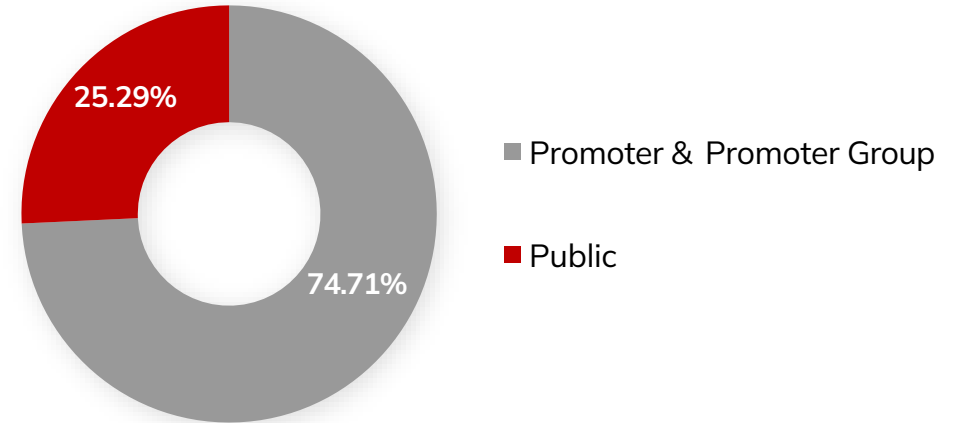


As on 31-03-2026

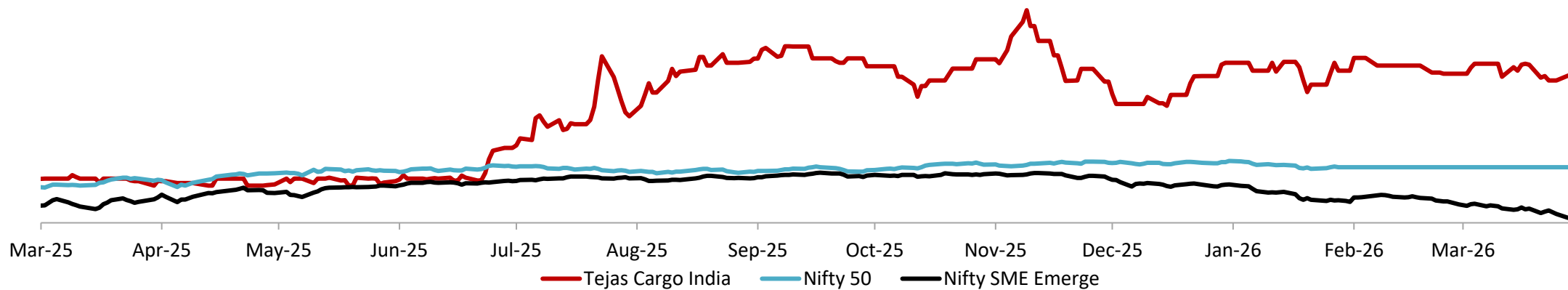
NSE – TEJASCARGO

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 30th Mar 2025 to 31st Mar 2026



Source: NSE



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Tejas Cargo India Limited

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