

Press Release

For Immediate Publication

Transport Corporation of India Ltd. Standalone Net Profit up by 19.38 % to Rs 62 crore

New Delhi, May 27, 2014: Transport Corporation of India Ltd., India's leading integrated supply chain and logistics solutions provider, announced its quarterly and annual financial results for the year ended March 31st, 2014.

Financial Highlights for FY 13-14 (year ended 31st March 2014)

- Recorded 3.92 % in topline growth
- Recorded 19.38% growth in PAT
- Board announces a capex of Rs 275 crores

Highlights of Standalone Audited Financial Results for the year ended Mar 31, 2014 (Rs. in crore)				Highlights of Consolidated Audited Financial Results for the year ended Mar 31, 2014 (Rs. in crore)			
Particulars	31.03.14	31.03.13	(% Growth)	Particulars	31.03.14	31.03.13	(% Growth)
Total Revenues	2032.99	1956.16	3.92	Total Revenues	2235.61	2138.41	4.54
PAT	62.02	51.95	19.38	PAT	71.62	69.51	3.03

TCI has been able to sustain steady growth for the last couple of years despite slowdown in the economy. The company's revenue growth has been subdued due to slowdown in manufacturing and investment in infrastructure projects. Sustained demand for logistics services from pharma, retail, and FMCG and e-commerce sectors however has compensated for the decline in demand from other verticals.

TCI XPS and TCI SCS have been growth drivers for the company due to higher demand for specialized services and higher margins in both these segments. TCI Seaways though small, returned with the highest operating margins for the company due to its excellent services and capacity utilization on the East coast of India.

Segmental highlights:

TCI Freight division has increased focus on higher margin Sundry & LTL(Less than Truck Loads) business and expects a growth of around 5-10% with better economic conditions and with the positive impact with implementation of GST.

TCI XPS division has maintained focus on high margin specialised verticals like E commerce, Pharma and Textiles and enhanced focus on International courier segment. TCI XPS expects a growth of around 10-15% with in increased focus on ecommerce and high consumption driven sectors.

TCI Supply Chain solutions division has emerged as a major warehousing player with over 10 million sq ft of covered warehousing space and has enhanced its range of services by providing complete logistics solutions. TCI SCS expects a planned growth of 10-15% with improvement in overall economy and will continue to focus on niche verticals like auto, retail, chemicals, temperature controlled logistics etc.

TCI Seaways focus on service efficiency has helped in the growth of the division. TCI Seaways will consider diversifying outside the Port Blair sector including west coast to further grow the seaways division.

TCI Global is targeting international business through subsidiaries in South East Asia/South America/Africa. It Launched operations in Nigeria with the formation of a JV company to cater to cargo movement to and within Nigeria. It aims to establish a strategic presence in high growth and emerging markets.

Commenting on the results, **Mr. Vineet Agarwal, Managing Director TCI** said, *“Our focus on high growth, high margin Express and Supply Chain businesses to service verticals like pharmaceuticals, retail, e-commerce, consumer packaging and durables, auto, etc. has paid us rich dividends. In the coming year we expect this growth trend to strengthen further. The Board has also announced a capex of Rs 250 crores which will be utilized in the purchase of new ships, trucks, hubs, warehouses and investment into IT systems.*

He further added, *“Higher GDP growth, implementation of GST and infrastructure investment and increased logistics outsourcing is expected to bring in a positive impact in the logistics sector. We are hopeful that the stable government at the centre and bold policy decisions will open up new markets. We urge the new government to take up the long awaited and necessary issue of Goods and Services Tax (GST).”*

Keeping in view the overall performance of Group TCI, the Board of Directors has recommended payment of final dividend at 40%, subject to approval by the shareholders in the ensuing Annual General Meeting of the company. This is in addition to the Interim Dividend already paid 25 % during the year.

About Group TCI: Group TCI, with revenues of over Rs.2500 crores, is India's leading integrated supply chain and logistics solutions provider. TCI group with expertise developed over 5 decades has an extensive network of company owned offices, 10.00 mn Sq ft of Warehousing Space and a strong team of trained employees. With its customer-centric approach, world class resources, State-of-Art technology and professional management, the group follows strong corporate governance and is committed to value creation for its stakeholders and social responsibilities. TCI was the first to launch several solutions in the logistics field. Its product offering includes:

TCI Freight: India’s leading surface transport entity. This division is fully equipped to provide total transport solutions for cargo of any dimension or product segment. It transports cargo on FTL (Full truck load) / LTL (Less than truck load) / Small packages and consignments/ Over Dimensional cargo.

TCI XPS: A leading express distribution specialist, it offers a single window door-to-door & time definite solution for customers’ express requirements. It services 13000 locations in India and 200 countries abroad.

TCI Supply Chain Solutions: TCI SCS is a single window enabler of integrated supply chain solutions right from conceptualization and designing the logistics network to actual implementation. The core service

offerings are Supply Chain Consultancy, Inbound Logistics, Warehousing/ Distribution Centre Management & Outbound Logistics.

TCI Global: The global business division of TCI provides end-to-end logistics solutions across boundaries.

TCI Seaways: TCI Seaways has well equipped ships in its fleet and caters to the coastal cargo requirements for transporting container and bulk cargo.

TCI Foundation: As the group's social arm, TCIF fulfils corporate social responsibility and runs charitable hospitals and schools for the under-privileged in the rural areas. It has also collaborated with the Bill & Melinda Gates Foundation & National Aids Control Organization to run programs on AIDS interventions and education among the vulnerable trucking community.
