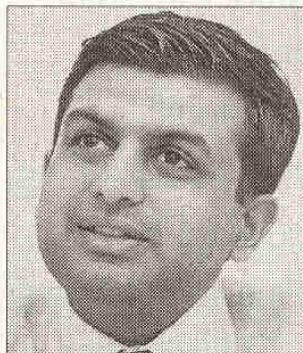


Financial Chronicle

Vineet Agarwal

Date: 12-02-2010 | Edition: Delhi | Page: 6 | Source: Bureau | Clip size (cm): W: 8 H: 8

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Vineet Agarwal
Executive Director
TCI

The long-term sustainability of the commodity freight business is poor due to low margins. Our strategy therefore has been to diversify by way of value-addition rather than focus on volumes alone. We have now managed to reduce the contribution of lower margin business to around 50% of our income.