

(Formerly Tara Chand Logistic Solutions Ltd)

Registered Office : 342, Industrial Area, Phase-1, Chandigarh -160 002 Ph.: 8427300795, 8427646965 | E : info.chd@tarachandindia.in | www.tarachandindia.in

Date: 04th November, 2023

To, The Secretary, National Stock Exchange of India Ltd. Exchange Plaza, 5th 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 **30th October,2023** regarding the Investor meet scheduled to be held on **07th November,2023**,**Tuesday at 04:00 pm** 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.

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)

Himanshu Aggarwal Whole Time Director & CFO DIN No. : 01806026

Encl: As above



INVESTORS PRESENTATION Q2 & HALF YEAR

ENDED 30TH SEP, 2023



Tara Chand InfraLogistic Solutions Ltd serves India's infrastructural and industrial needs through Warehousing, Transportation, Equipment Rental, and Turnkey Infra-Project Execution. With 35+ years' experience, we're a top Steel Warehousing & Transport entity, handling 10M+ tons of Steel annually. Our fleet of 300 Machines includes Heavy Cranes (up to 800MT), Hydraulic Piling Rigs, Steel Processing, & Concrete Equipment. We've contributed significantly to High-Speed Bullet Train and Metro Line projects across cities like Ahmedabad, Delhi, Mumbai, and more. Our team of experts and modern equipment serve sectors like Power, Oil & Gas, Renewable Energy, and Urban & Rural Infrastructure. We cater to 52 diverse customers, spanning PSUs to Indian multinationals, operating in 21 states and even internationally in Mauritius. Our capable team of 593 members, plus 300 contract workers, manage operations across 50+ live sites.



HIGHLIGHTS FY2023-24 Q 2 FINANCIAL

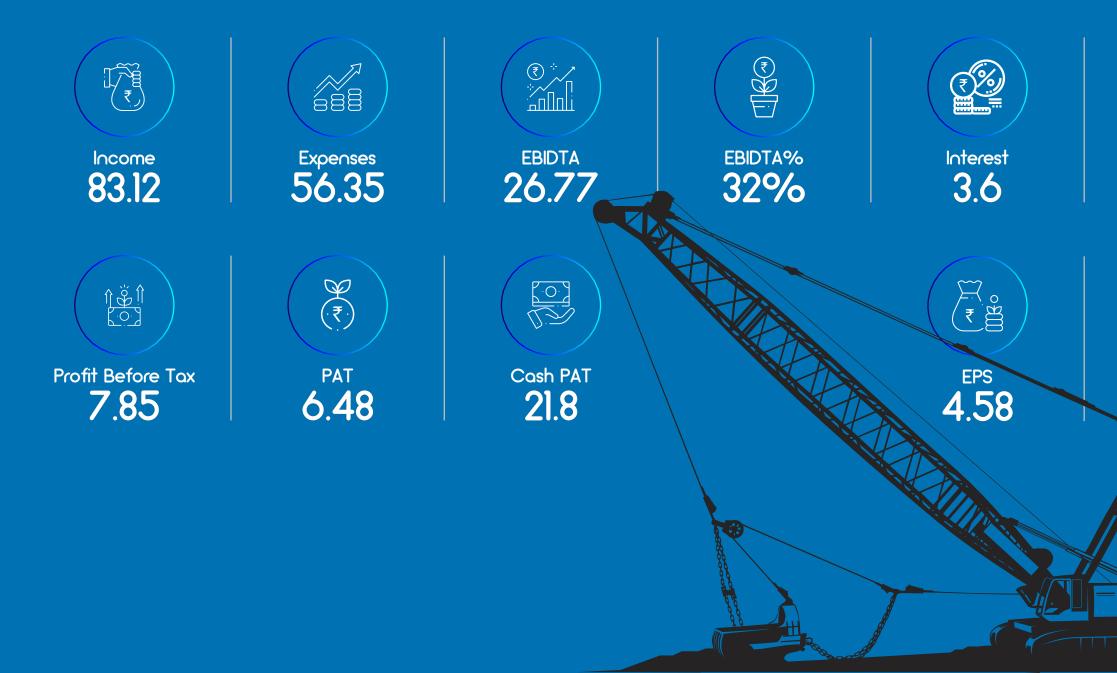








FINANCIAL RESULTS FOR THE HALF YEAR ENDED 30TH SEPTEMBER, 2023







Depreciation 15.32



Cash EPS 15.41

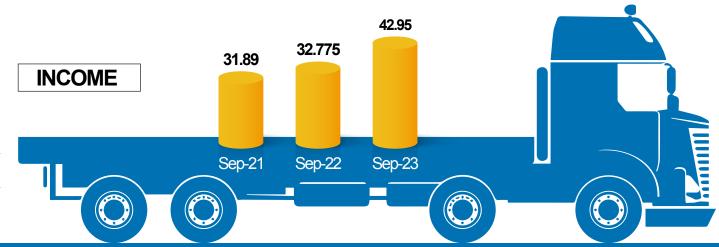
FINANCIAL HIGHLIGHTS Q2 FY24

BEST EVER HY1 AND Q2 RESULTS

Highest ever EBIDTA in any Quarter till date

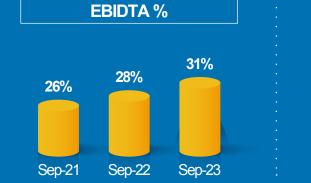
Highest ever EBIDTA in any Half Year till date

Highest ever PBT & PAT in any HALF YEAR till date



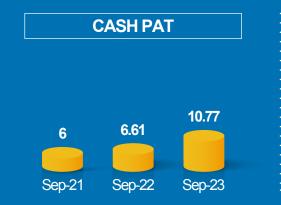






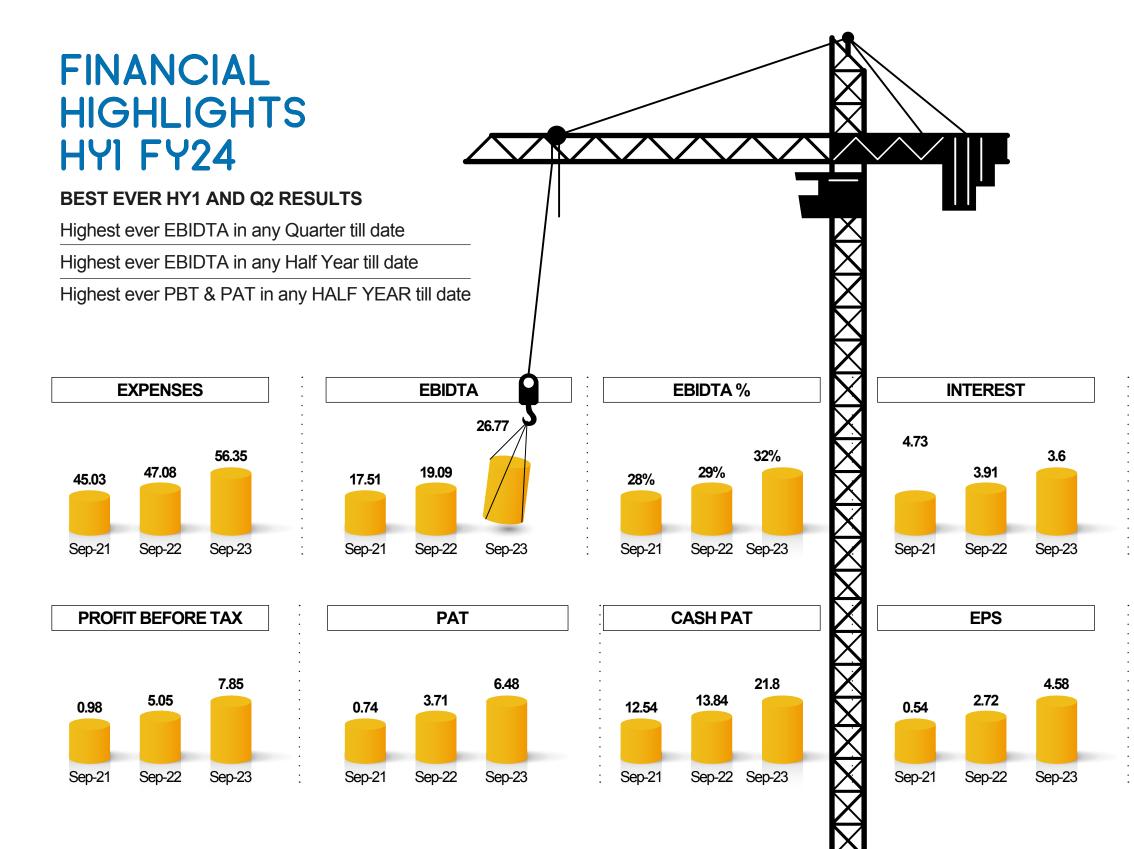


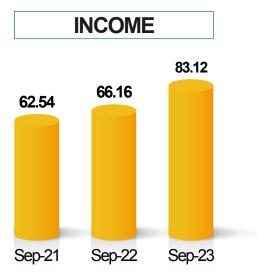


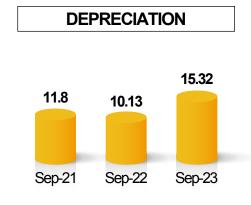


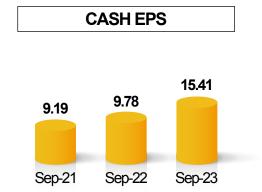












SEGMENT WISE REVENUE MIX

Q2 FY24

	REVENUE		
Segment	Sep-23	Sep-22	
Equipment Hiring & Projects	16.57	16.51	
Steel Logistics	21.9	13.67	
Steel Processing & Distribution	3.74	2.52	



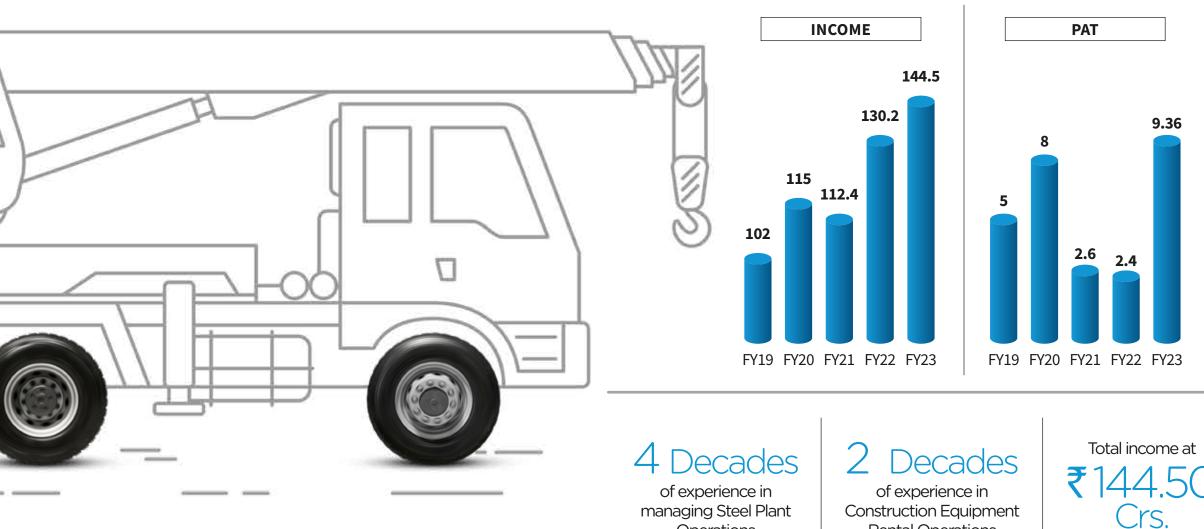
HY1 FY24

	REVENUE	
Segment	Sep-23	Sep-22
Equipment Hiring & Projects	33.87	34.1
Steel Logistics	40.25	26.04
Steel Processing & Distribution	7.05	5.22

REVENUE MIX FOR EQUIPMENT RENTALS

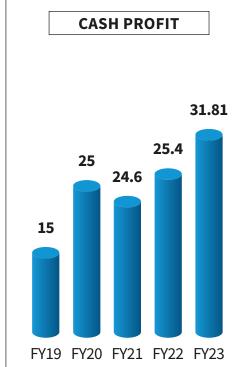
	REVENUE SHARE		
Sector	HY SEP23	HY SEP22	
Rural & Urban Infrastructure	40%	75%	
Metals & Minerals	35%	19%	
Cement	15%	4%	
Petrochemicals	10%	2%	

PIONEERING PROGRESS THROUGH ANNUAL INSIGHTS



Operations

Rental Operations



EBITDA of ₹41.50 Crs. 29% Jump from the previous year

FINANCIAL HIGHLIGHTS

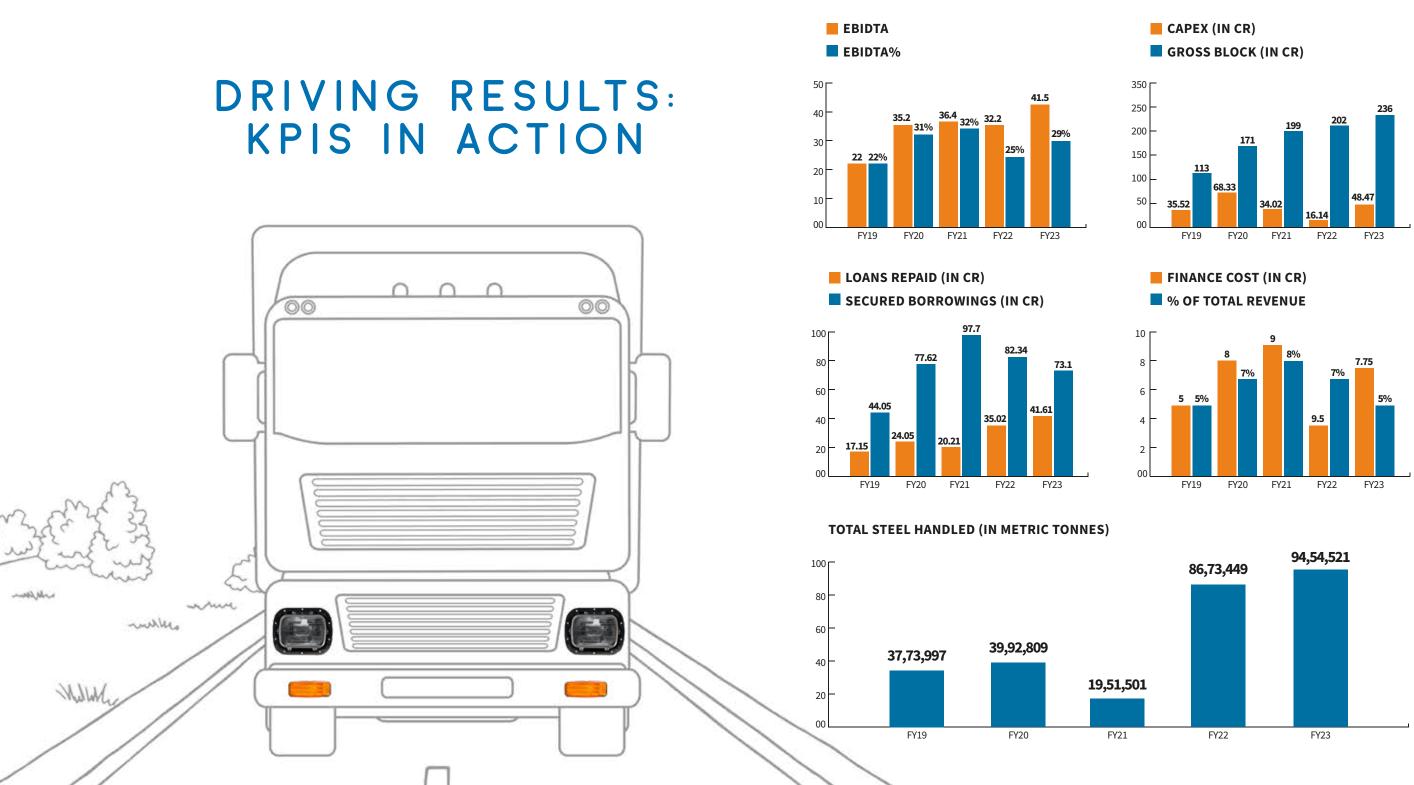
	2022-23	2021-22	2020-21	2019-20	2018-19
Total Revenue	144.56	130.35	111.00	114.95	101.42
Total Expenses	102.65	97.93	75.91	79.35	80.03
EBIDTA	41.91	32.42	35.09	35.60	21.39
Interest	7.75	9.50	9.12	7.87	4.75
Profit Before Depreciation & Tax	34.16	22.92	25.97	27.73	16.64 👟
Depreciation	22.46	23.15	22.30	17.20	10.04
Exceptional Items	0.97	3.46	-0.69	0.00	0.00
Profit before tax	12.67	3.23	2.98	10.53	6.60 🐋
Тах	3.32	0.85	0.48	2.56	1.86
Profit After Tax	9.35	2.38	2.50	7.97	4.74
Cash Profit	31.81	25.53	24.80	25.17	14.78
Earning Per Share	6.88	1.74	1.88	5.86	3.49
Cash EPS	23.40	18.76	18.28	18.51	10.88
Gross Block	236	202	199	171	113
Net Block	144	124	139	131	85
Сарех	48.47	16.14	34.02	68.33	35.52



CONSOLIDATED BALANCE SHEET

Narration	Mar - 21	Mar - 22	Mar - 23
Equity Share Capital	13.65	13.65	13.65
Reserves	41.31	43.68	56.31
Borrowings	105.30	93.78	87.01
Other Liabilities	58.66	52.05	69.48
Total	218.92	203.16	226.45
Net Block	139.19	123.58	143.81
Other Assets	79.73	79.58	82.64
Total	218.92	203.16	226.45
Working Capital	21.07	27.53	13.16
Debtors	62.81	62.31	53.60
Inventory	5.34	3.63	2.98
Debtor Days	208.26	177.63	138.69
Inventory Turnover	20.61	35.27	47.34
Return on Equity	5%	4%	13%
Return on Capital Emp	8%	8%	13%





GROWTH POINTERS FOR LOGISTICS INDUSTRY

The Indian construction industry is experiencing a boom, with several large infrastructure projects underway such as the Sagarmala project, Bharatmala Pariyojana and the Smart Cities Mission. These projects require extensive logistics and MHE support, presenting a huge market opportunity for our industry. In fact, the Indian logistics industry is expected to grow at a CAGR of 10.5% between 2021-2026, driven by e-commerce, infrastructure investments and GST implementation. (Source: IBEF)

The government's initiatives to promote manufacturing and increase domestic production presents opportunities for our industry. This is because the manufacturing sector is a key end-user for MHE and logistics services. With the government's focus on 'Make in India', there is expected to be a rise in demand for logistics & MHE services for the movement of goods within the country.



GROWTH POINTERS FOR INFRA DEVELOPMENT

The Centre has allocated INR 10,00,000 Crs capital investment, a steep increase of 33% for third year in a row, to enhance growth potential of the country.

- Investment of INR 75.000 Crs, for one hundred critical transport infrastructure projects, for last and first mile connectivity for ports, coal, steel, fertilizer, and food grains sectors.
- Urban Infrastructure Development Fund (UIDF) will be established through use of priority Sector Lending shortfall, which will be managed by the national Housing Bank, & will be used by public agencies to create urban infrastructure in Tier 2 and Tier 3 cities.
- The government has allocated INR 16,000 Crs towards its Smart Cities Mission for FY24
- Construction of Dedicated New Railway line projects will be getting an allocation of INR 31,850 Crs and National High Speed Rail Corporation Limited will be allocated INR 40,184 Crs.
- The Manufacturing sector of India has the potential to reach US\$ 1 Tn by 2025.

- years
- Programme.

 Industrial Capex cycle has revived owing to other initiatives such as 'Vocal for Local' and 'China +1 Strategy.' Launch of PM Gati Shakti Plan, a INR 100 lakh Crs national infrastructure master plan, building a foundation for holistic infrastructure.

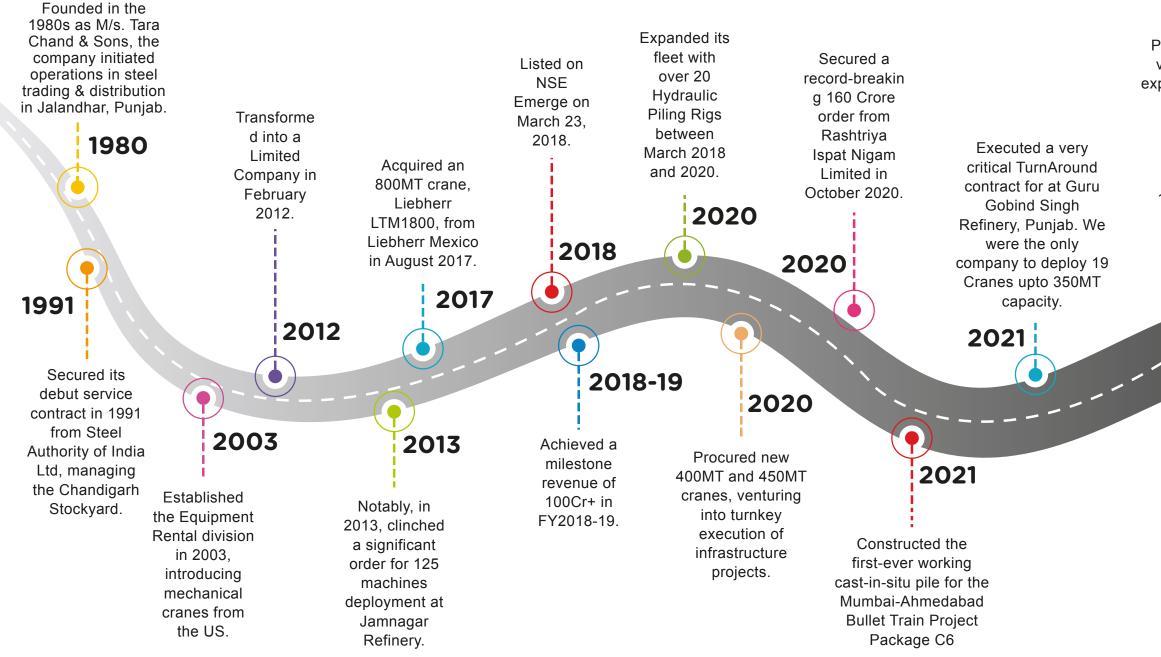
• NHAI is coming up with 23 new highways including network of expressways and economic corridors by March 2025

• 200 low cost airports being built in next 20

• The Indian Government is planning to invest US\$ 1.83 Bn for development of airport infrastructure along with aviation navigation services by 2026.

The Ministry of Ports, Shipping and Waterways aims to complete projects worth INR 2,00,000 Crs in the next financial year under the Sagarmala

GROWTH STORY



Post-Covid, vigorously expanded with 85MT to 500MT capacity cranes, investing 100Cr+ in capex.

2022

2022

In July 2023, acquired India's first and tallest (68 meters) Aerial Working Platform (Boomlift / Manlift).

2023

Distinguished by owning and deploying Ten (10) RTG cranes, a unique solution in Steel logistics.

FROM THE DESK OF

ended on September 30, 2023. These results are a testament to our commitment to growth, innovation and excellence.

For Q2 FY24, our revenue soared to `42.95 Cr, marking a stellar 31% Y-o-Y growth. EBIDTA stood at `13.50 Cr, escalating by 48%, while PBT increased by 53% to `3.39 Cr. Our PAT surged by an impressive 68% to `2.69 Cr, with EPS escalating by 62% to `1.91. The Cash PAT and Cash EPS also witnessed a robust growth of 62% and 57%, reaching `10.77 Cr and `7.61, respectively.

The half year figures were equally remarkable, with revenue at `83.12 Cr (+26% Y-o-Y), EBIDTA at `26.77 Cr (+40% Y-o-Y), and PBT at `7.85 Cr, up by 55%. PAT witnessed a spectacular growth of 75%, settling at `6.48 Cr, while EPS rose by 68% to `4.58. Cash PAT and Cash EPS followed the upward trend, growing by 58% each to `21.80 Cr and `15.41, respectively.

As we revel in our success, we are not resting on our laurels. We are strategically poised to leverage opportunities in steel logistics, captive industrial capacity expansions, and contributing to the infrastructure development that underpins the overall growth story of India.

Vinay Kumar Aggarwal Chairman & Managing Director

Our vision is clear and our commitment unwavering, as we aim to create sustainable value for our shareholders and play a pivotal role in India's growth trajectory.

As always, Thank you for your continued faith and support!

I am pleased to present our outstanding performance for the guarter and half year



EXPONENTIAL BUSINESS GROWTH

Company has grown exponentially over the last 7 years:

80

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Revenue has soared from just INR 46.65 Crores in FY15-16 to 145.54 Crores in FY22-23, a stupendous jump of 212% leaped from 21% to 29.5% in the last seven years, registering a fabulous increase of 8.5 percentage points

Operating Margin has

\$

The company's capex has steadily grown over the years leading to a Net Block of 144 Crores as of FY22-23 as against just 28 Crores in FY15-16, **registering a whooping 413%** growth

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Net Profit has jumped from a mere 1.19 Crores in FY15-16 to 9.36 Crores in FY22-23, an astonishing 687% increase

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BOARD OF DIRECTORS



Mr. Vinay Kumar, Chairman & Managing Director

Vinay Kumar, aged 60 years, is the Chairman & Managing Director of our Company. He is a Graduate from Guru Nanak Dev University, Amritsar, Punjab. He is also the Promoter of our Company and associated with our Company since inception. He is a first-generation entrepreneur who has a rare combination of business insight and execution capability. He has been a pioneer in getting number of innovative features implemented in the Steel Logistics segment of the company. He is the real driver behind the company's thrust for Think New Act Now.

Mr. Ajay Kumar, Whole Time Director

Ajay Kumar, aged 57 years, is the Whole Time Director of our Company. He is a Matriculate by gualification. He is also the Promoter of our Company and associated with our Company since inception. He has shouldered the responsibility of building the company brick-by-brick. He has nurtured various client relationships and managed finances in his 30 years of Industry experience. He has an innate ability to keep a strict tab on cost control and profitability.

Himanshu Aggarwal, aged 37 years, is the Executive Director of our Company. He is also currently the Chief Financial Officer of our Company. He has been associated with our Company since November 01, 2017. He holds a Bachelor of Science degree in Biomedical Engineering from Northwestern University, Chicago, USA. He is currently focused on the finance, commerce and accounts functions of our Company. He is responsible for providing leadership to all business development goals and operational execution of the company. He is responsible for the overall strategic decision making of the Company.



Mr. Himanshu Aggarwal, Whole Time Director & CFO

BOARD OF DIRECTORS



Mr. Sant Kumar Joshi, Non-executive independent Director

Mr. Sant Kumar Joshi, aged 69 years is the Non-Executive Independent Director of our Company. He is appointed as an Additional Director of the Company w.e.f. April 22, 2019 by the Board of Directors of the Company. He is a retd. IAS officer with more than 37 years of experience in public administration, people, process, problem solving and improved organizational performance in various capacities in the Government of Haryana. Mr. Divakar Hebbar Kapoli, Non-executive independent Director

Mr. Divakar Hebbar Kapoli aged 61 Years is the Non-Executive Independent Director of our Company. He is appointed as an Additional Director of the Company w.e.f. 18th August, 2022 by the Board of Directors of the Company. Mr. Diwakar holds a Diploma in Mechanical Engineering and since March 1982 he has been associated with L&T in their Construction group till retirement [1 July 2019].He retired as Senior Deputy General Manager in Plant & Machinery dept and worked in various capacities in various locations including major projects, Cluster offices, Mumbai and in HQ, Chennai. He has a vast experience in Equipment Management, Repairs and Maintenance, Equipment hiring and evaluation of vendors, Staff training etc

Ms. Neelam P Kasni, Non-executive independent Director

Ms. Neelam P Kasni, aged 66 Years is the Non-Executive Independent Director of our Company. She is appointed as an Independent Director of the Company w.e.f. 07th October, 2022 by the Shareholders of the Company. She holds a Postgraduation degree in Economics and is a retd. IAS officer. Her area of eminence was Civil Administration, Governance, Law, Social Justice and her present occupation is social work, after superannuation from the Haryana Government.



BOARD OF DIRECTORS



Mr. Suresh Kumar Thapar, Non-executive Independent Director

Mr. Suresh Kumar Thapar aged 62 years is the Non-Executive Independent Director of our Company. He is appointed as an Independent Director of the Company w.e.f. 07th October, 2022 by the Shareholders of the Company. He is a Masters in Commerce and has over 39 years of experience in Banking consisting mainly Corporate Credit (over 15 years)- both Large and Medium, SME Business, Retail Banking **Operations, Business Development, Credit** Administration, Branch Administration. Currently, he is working with Chartered Finance Management Pvt. Ltd. who is into Syndication and Resolution of companies accounts by way of Restructuring and OTS.

Mr. Ashok Kumar Goel, Non-executive independent Director

Mr.Ashok Kumar Goel aged 72 years is the Non-Executive Independent Director of our Company. He is appointed as an Independent Director of the Company w.e.f. 10th March, 2023 by the Shareholders of the Company. He holds an Msc.(Honours) in Geology along with Bachelors in Law. He is a retd. IAS officer with an extensive experience in warehousing that he acquired during his time as Managing Director of the Punjab State Warehousing Corporation.



Prerna Sandeep Agarwal, aged 37 years, is the Non-Executive Director of our Company. She holds a Bachelor's Degree in Science from Mumbai University. She has been associated with our Company since August 20, 2014.

Mrs. Prerna Sandeep Agarwal, Non-executive Director

OUR GEOGRAPHICAL PRESENCE

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, Uttrakhand, Rajasthan, Gujarat, Maharashtra, Karnataka, Kerala, Tamil Nadu, Orissa, Andhra Pradesh, Chattisgarh, Madhya Pradesh, Jharkhand, Bihar, Assam, Telangana & Meghalaya.









25

Piling &

Earthwork

3 EOT & Gantries 10-20MT



80
Trailers
30-55MT





25 Steel Processing Machines



Concrete Equipment





Pick n Carry Cranes 12 - 20MT







SERVICE OFFERINGS



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.

SECTORAL SERVICE OFFERINGS



Railway Infrastructure : Leaders in deploying specialized cranes, hydraulic piling rigs and concrete equipment along with experienced operating crew on rental basis for the smooth execution of construction of High Speed Rail and Metro Rail projects across the country. Our expert team ensures that all operations are carried out with utmost safety with the highest industry standards. The company also executes back to back piling works and heavy pre-cast erection works on contractual basis in an efficient manner leading, thus supporting the timely completion of these complex construction projects



Oil and Gas : This sector presents unique challenges due to the sensitivity of the environment in which the work has to be carried out. The company provides suitable solutions through its experience team and vast range of equipment, especially cranes and aerial working platforms, to cater to the demanding needs of this sector. Service offerings are specifically targeted to meet the fast-paced demands during the critical Shutdown operations of the refineries and petrochemical plants. This sector is primarily served by the Equipment Rental vertical through deployment of cranes, piling rigs, aerial working platforms and trailers on operating lease basis.



Power : The company's vast range of equipment is deployed at various power projects to meet the crucial and unique requirements of this sector. Similar to other sectors, the solutions are customized to ensure the highest level of client satisfaction.



Roads & Highways : Company offers a wide range of cranes, piling rigs and concrete equipment to serve the varying needs of complex projects like the construction of roads and highways. Additionally, the company's trailers are used for movement of materials within the project limits, which usually run into a few kilometres. Steel Processing solutions are provided on-site as per client's requirements. The solution is tailored to meet the project's specific demands.



Cement : The company provides suitable cranes and solutions for execution of the critical heavy lifts involved in construction of new cement plants or in the maintenance activity of the existing plants. Also, piling rigs are deployed in the civil construction activity of new buildings in these plants. The company's cranes and aerial working platforms are used for erection or maintenance of important plant equipment like mills, silos, crushers etc.



the country.



Steel : The company is a pioneer in steel handling and logistics. It deploys its cranes, usually 15MT to 40MT capacity range, along with trailers for execution of key activities i.e.

unloading, stacking, and loading at the clients' stockyards. A dedicated team of industry experts along with suitable contractual workers execute the stockyard operations. A large fleet of trailers is deployed for transportation of steel in the plant premises and also for movement of steel products like coils, rebars, rounds, structurals from plants/stockyards to various destinations across the country.

The company's equipment rental vertical also contributes significantly to this sector through the deployment of large cranes and aerial working platforms for various mechanical erection activities involved in the construction of new steel plants. Additionally, the company provides customized solutions for upkeep and maintenance of the existing plants.

Steel processing solutions are provided for the end-user clients and are customized as per the demand. The company provides solutions at client sites or through its associate processing units close to the end-user's demand site.

COMPANY'S USP



Young fleet of machines, with average age within 5 years. This is a key factor for client preference in hiring our machines.



The only private service provider in India to own and deploy 10 Rubber Tyre Gantry (RTG) cranes used in efficient. cost-effective steel handling operations.



Four decades of experience in managing **Steel Plant** operations



Innovative purchase systems leading to low cost of purchase with the best terms, especially for large equipment & machines



Well-balanced mix of machine types & capacities to cater to a vast group of clients. diversified in various sectors.



Very strong banking relationship of more than four decades with an excellent track record leading to lowest cost of finance among industry peers

Large network spread across 21 states in India

Strong Presence in all zones of India i.e. North, East, West & South

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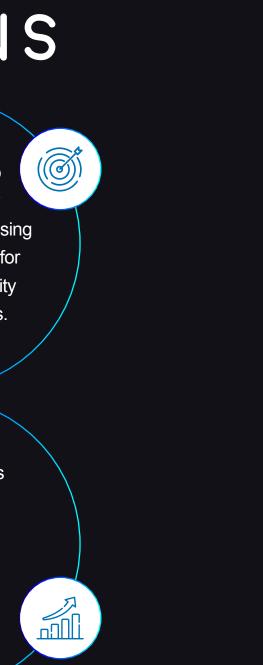
FUTURE PLANS

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

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Company is actively pursuing opportunities to take up EPC projects, primarily focusing on civil and mechanical construction of buildings Company aims to continue capacity addition to meet the rising demand, especially for the industrial capacity expansion projects.

> Company remains committed to delivering growth as witnessed in H1 FY24 results



OUR ESTEEMED CLIENTS







(Formerly Tara Chand Logistic Solutions Ltd)

Corporate Office : Site 6, Sector 10E, Kharghar-Taloja Link Rd, Roadpali, Kalamboli, Navi Mumbai 410 218
Head Office : 342, Industrial Area, Phase 1, Chandigarh 160 002
Email : info.ho@tarachandindia.in | Call : +91 814 666 8129

