

**Date: 27<sup>th</sup> January,2025**

To,  
The Secretary,  
National Stock Exchange of India Ltd.  
Exchange Plaza, 5<sup>th</sup> 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 **16<sup>th</sup> January, 2025** regarding the Investor meet scheduled to be held on **28<sup>th</sup> January, 2025, 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](http://www.tarachandindia.in).

You are requested to take the above information on record.

Thanking you,

Yours faithfully,

**For Tara Chand InfraLogistic Solutions Limited**

**Nishu Kansal**  
**Company Secretary & Compliance Officer**  
**M.No.: A33372**

**Encl.: As above**



# tara chand

infralogistic solutions ltd

—Think New. Act Now—

(Formerly Tara Chand Logistic Solutions Ltd)

# INVESTORS PRESENTATION

## Q3 & 9MFY25





# TABLE OF CONTENT



**Result  
Highlights**

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**About  
Us**

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**Financial  
Highlights**





# Q3 & 9MFY25 HIGHLIGHTS



## FROM THE DESK OF

# CHAIRMAN



**Vinay Kumar Aggarwal**  
Chairman & Managing Director

These stellar results reflect our relentless focus on growth, strategic investments, and flawless execution. We have surpassed our targeted 30% Y-o-Y growth so far and we are confident of continuing this trend in Q4FY25, which is traditionally the best quarter for the company. Thank you for your continued trust and support as we move ahead together.

Dear Esteemed Stakeholders,

It gives me immense pride to share Tara Chand InfraLogistic Solutions Ltd.'s exceptional financial performance for Q3FY25 and 9MFY25—a milestone in our journey of relentless growth.

In Q3FY25, we achieved our **Highest Ever Quarterly Revenue** of ₹64.2 crore, marking a **45% YoY surge**, with an **EBITDA of ₹20.8 crore** (+43% YoY) at an impressive **32.4% margin**. Our **PAT of ₹5.2 crore** reflects an extraordinary **56% YoY growth**, culminating in an EPS of ₹0.7 (+65%) and **Cash PAT of ₹17.2 crore** (+49%).

For 9MFY25, our revenue reached **₹166.2 crore** (+32% YoY), with **EBITDA at ₹58.5 crore** (+42%) and a margin of **34.0%**. Notably, **PAT grew to ₹17 crore** (+73%), while **EPS soared to ₹2.2** (+69%) and **Cash PAT climbed to ₹47.27 crore** (+42%).

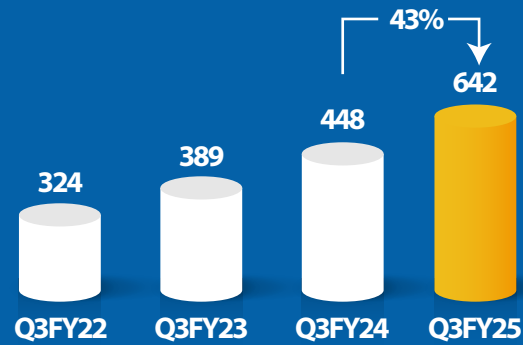
These results are backed by our strategic investments, including a **Capex of ₹1327 Mn**, which added **4140 MT to our lifting capacity**. We've also secured prestigious contracts, such as piling works for JK Cement and specialized engagements with L&T, reinforcing our leadership in the InfraLogistic domain.

Our record-breaking performance reflects our unwavering focus on execution, innovation, and value creation. I extend my heartfelt gratitude to our employees, investors, partners, and customers—your trust fuels our momentum. Together, we are building a stronger, more resilient Tara Chand.

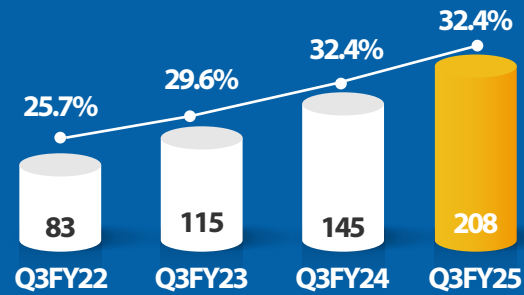
**The future is bright, and we are just getting started.**

# ROBUST PERFORMANCE CONTINUED - HIGHEST EVER QUARTERLY REVENUE AND Q3 PROFITS

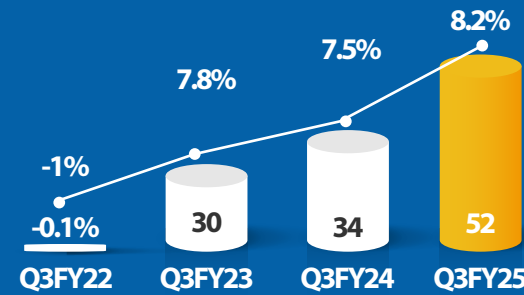
TOTAL INCOME (RS MN)



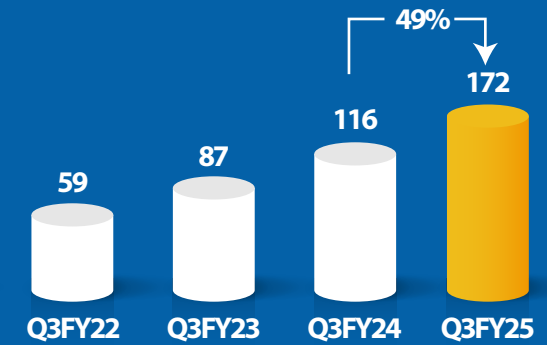
EBITDA (RS MN) & MARGIN (%)



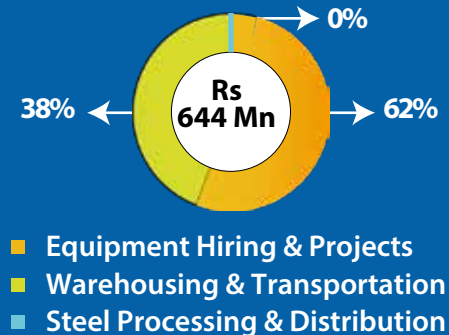
PAT (RS MN) & MARGIN (%)



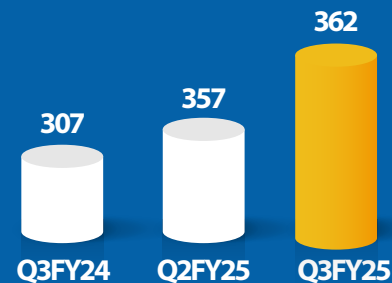
CASH PAT (RS MN)



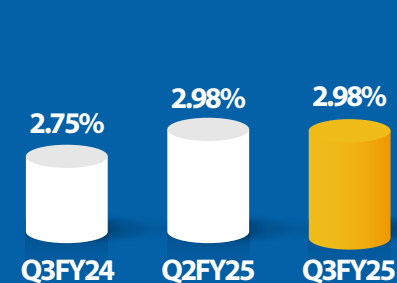
REVENUE MIX (%) - Q3FY25



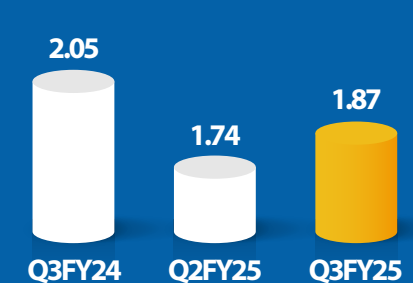
TOTAL FLEET SIZE (NOS)



AVERAGE MONTHLY RENTAL YIELD (%)

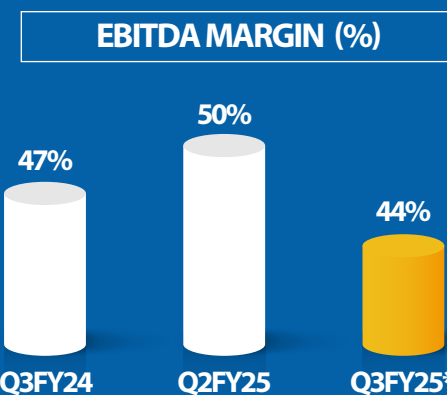
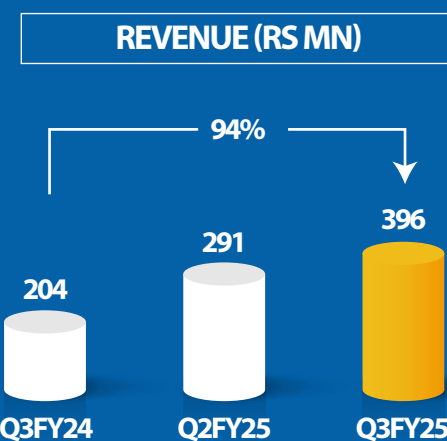


STEEL HANDLED (MN MT)

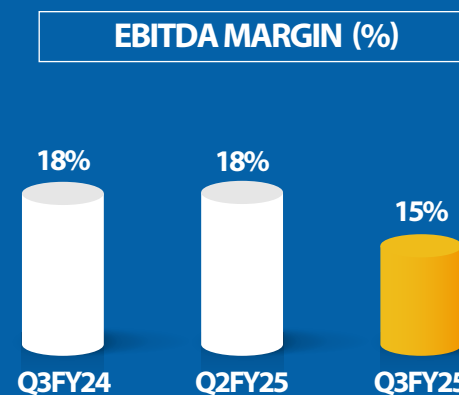
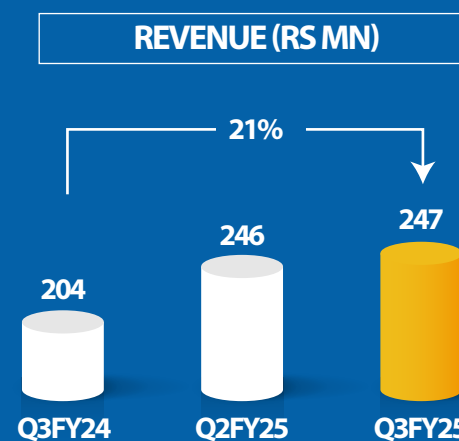


# SEGMENT-WISE PERFORMANCE (Q3FY25)

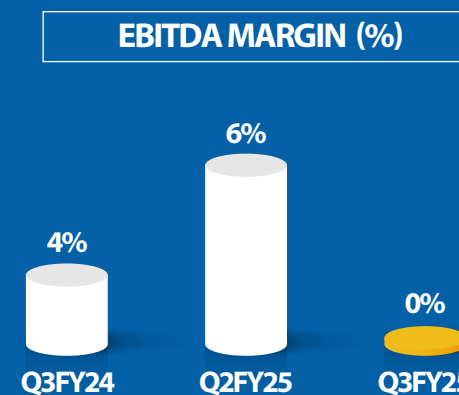
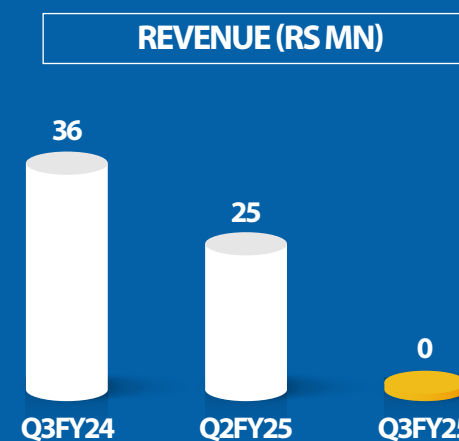
## EQUIPMENT HIRING & PROJECTS



## WAREHOUSING & TRANSPORTATION



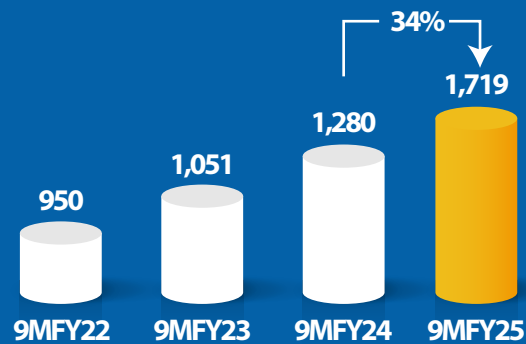
## STEEL PROCESSING & DISTRIBUTION



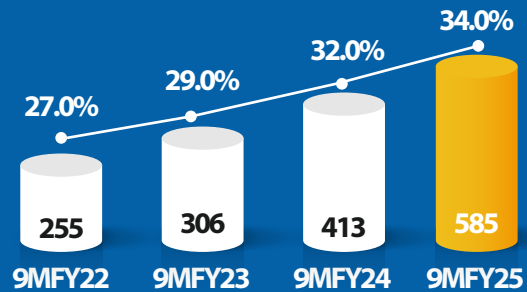
\* Includes revenue of Rs 109Mn from Special Services Contract(19% EBITDA)

# ROBUST PERFORMANCE CONTINUED - HIGHEST EVER NINE MONTHS REVENUE AND PROFITS

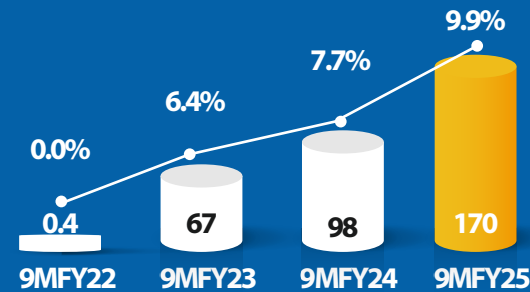
TOTAL INCOME (RS MN)



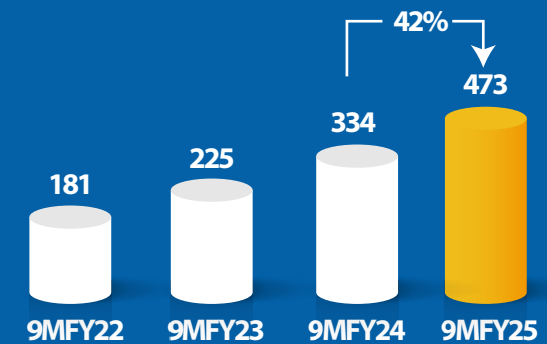
EBITDA (RS MN) & MARGIN (%)



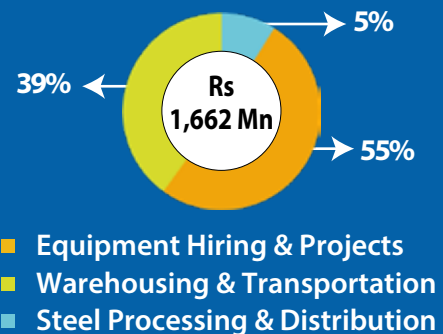
PAT (RS MN) & MARGIN (%)



CASH PAT (RS MN)

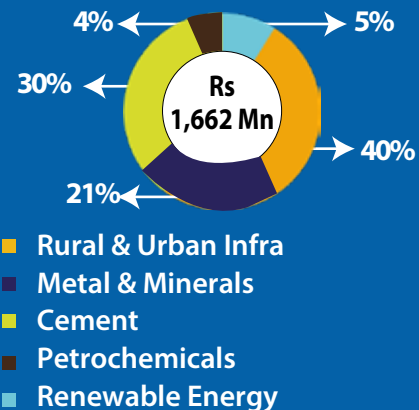


REVENUE MIX (%) - 9MFY25

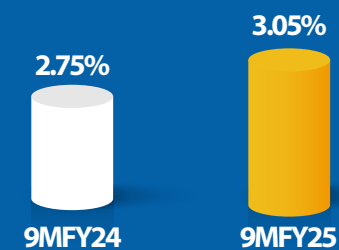


SECTOR WISE REVENUE MIX FOR EQUIPMENT

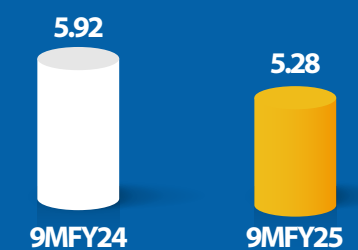
HIRING DIVISION (%) - 9MFY25



AVERAGE MONTHLY RENTAL YIELD (%)



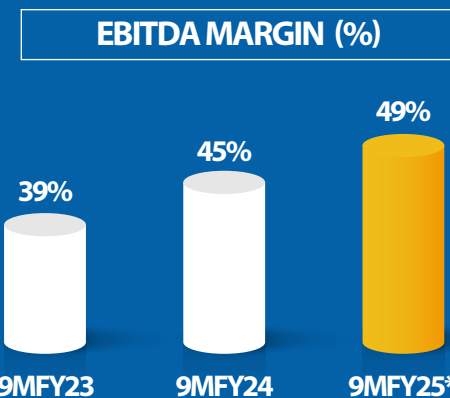
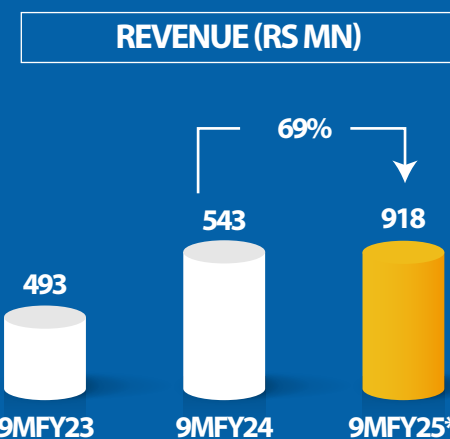
STEEL HANDLED (MN MT)



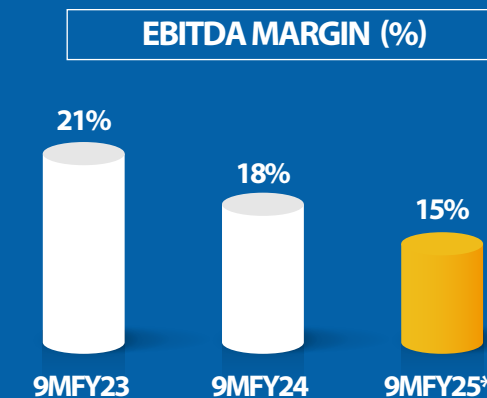
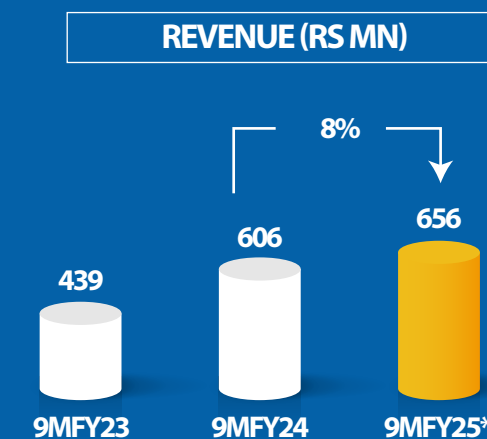


# SEGMENT-WISE PERFORMANCE (9MFY25)

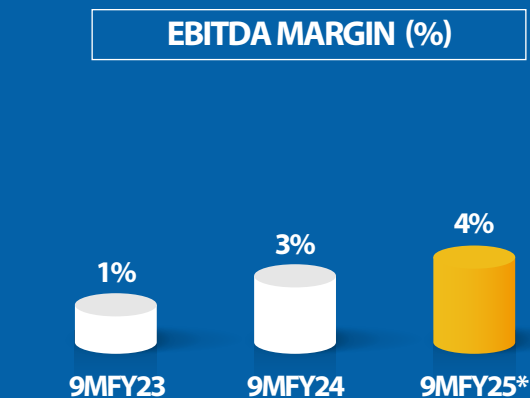
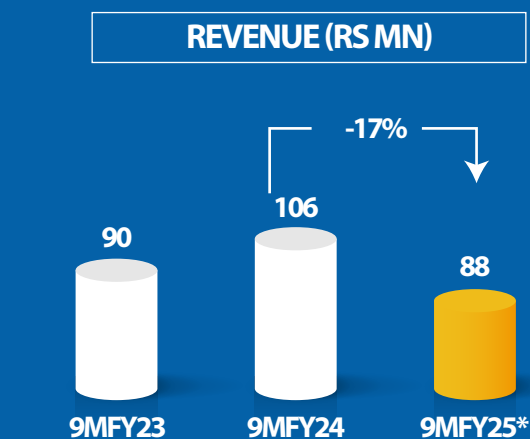
## EQUIPMENT HIRING & PROJECTS



## WAREHOUSING & TRANSPORTATION



## STEEL PROCESSING & DISTRIBUTION

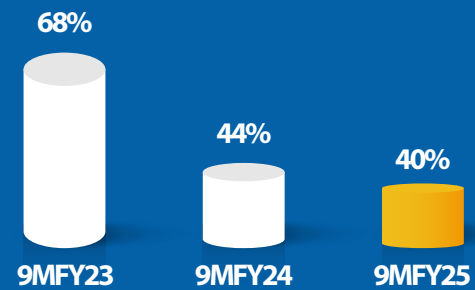


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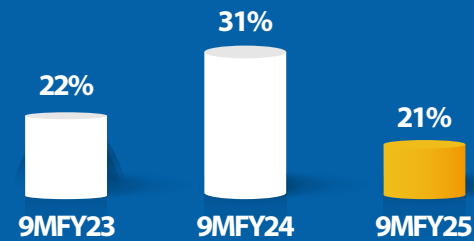
# SECTOR WISE REVENUE DISTRIBUTION FOR SEGMENT A: EQUIPMENT HIRING & INFRA WORKS

9 Months Ended 31 st December 2024

## RURAL & URBAN INFRA



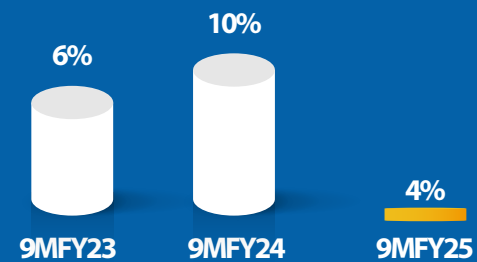
## METALS & MINERALS



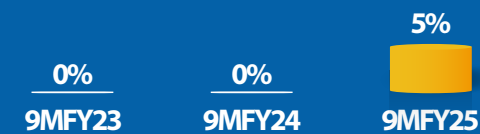
## CEMENT



## PETROCHEMICALS

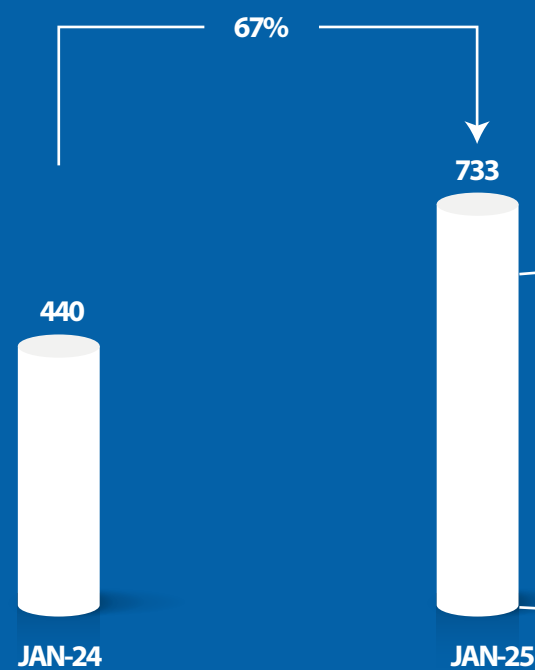


## RENEWABLE ENERGY

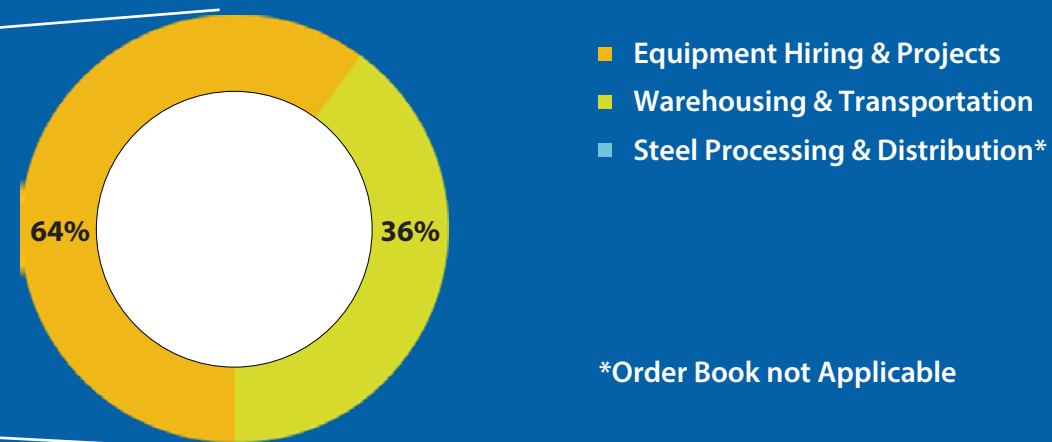


# HEALTHY ORDER BOOK AT RS 733 MN, EXECUTABLE IN FY25

CONSISTENTLY GROWING ORDER BOOK (RS MN)



SEGMENT-WISE ORDER BOOK BREAKUP (%)



\*Order Book not Applicable



# INVESTING FOR GROWTH - CAPEX INCURRED OF RS 1,327 MN IN 9MFY25

S.No.	EQUIPMENT TYPE	LIFTING CAPACITIES (MT)	QTY
1.	Crawler Mounted Cranes	150 - 800	8
2.	All Terrain Cranes	160-220	4
3.	Tyre Mounted Cranes	110-150	9
4.	Tyre Mounted Cranes	60-80	8
5.	Aerial Working Platforms	38mtrs	5
6.	Lattice Boom Crane	90	1
	<b>Total</b>	<b>4,140 MT</b>	<b>35</b>
7.	Prime Mover	NA	20



**Total Capex incurred of Rs 1,327 Mn in 9MFY25 (Rs 384 Mn in Q3FY25)**

We are confident that this capex will further strengthen our market stronghold in the sectors that we currently operate in.

# PROFIT AND LOSS HIGHLIGHTS

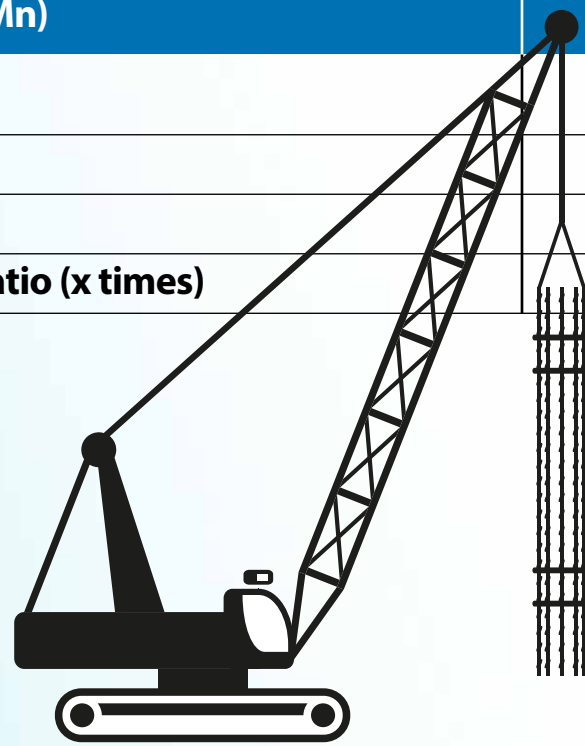


Particulars (Rs Mn)	Q3FY25	Q3FY24	YoY%	9MFY25	9MFY24	YoY%
Revenue from Operations	644	444	45%	1,662	1,255	32%
Other Income	-1	5	-126%	58	24	137%
<b>Total Income</b>	<b>642</b>	<b>448</b>	<b>43%</b>	<b>1,719</b>	<b>1,280</b>	<b>34%</b>
Manpower Cost	78	62	25%	216	175	24%
Repair & Maintenance	53	29	83%	142	86	65%
Power & Fuel	63	41	53%	127	112	13%
Transportation & Handling	124	81	53%	331	229	45%
Other Expenses	121	90	35%	318	266	20%
<b>EBIDTA</b>	<b>208</b>	<b>145</b>	<b>43%</b>	<b>585</b>	<b>413</b>	<b>42%</b>
% of EBIDTA to Total Income	32.0%	32%	-2 bps	34.0%	32.0%	176 bps
Interest	18	17	-10%	55	53	5%
Depreciation	119	82	46%	303	235	29%
Exceptional Items	0	0	NA	0	0	NA
Profit Before Tax	70.0	46	51%	227	125	82%
Tax Expense	18	13	37%	57	27	115%
<b>Profit After Tax</b>	<b>52</b>	<b>33</b>	<b>56%</b>	<b>170</b>	<b>98</b>	<b>73%</b>
% of PAT to Total Income	8.0%	7%	68 bps	10.0%	8%	220 bps
Total Cash Accruals	172	116	49%	473	334	42%
EPS (Rs/share)	0.6	0.4	53%	2.2	1.3	73%

# P&L RATIOS AND BALANCE SHEET EXTRACT

% of Total Income	Q3FY25	Q3FY24	9MFY25	9MFY24
Other Income (% of Revenue from Operations)	-0.2%	1.1%	3.5%	1.9%
Manpower Cost	12.1%	13.8%	12.6%	13.6%
Repair & Maintenance	8.2%	6.4%	8.2%	6.7%
Power & Fuel	9.8%	9.2%	7.4%	8.8%
Transportation & Handling	19.3%	18.1%	19.3%	17.9%
Other Expenses	18.9%	20.0%	18.5%	20.8%
Tax Expense (% of PBT)	25.2%	27.8%	25.2%	21.3%

Particulars (Rs Mn)	Q3FY25	Q3FY24	YoY%	9MFY25	9MFY24	YoY%
Gross Block	4,079	2,848	43%	4,079	2,848	43%
Net Block	2,740	1,723	59%	2,740	1,723	59%
<b>Capex</b>	384	187	<b>105%</b>	1,327	547	<b>143%</b>
<b>Debt : Equity Ratio (x times)</b>	0.91	1.08	<b>-16%</b>	0.91	1.08	<b>-16%</b>





# GROWTH STRATEGY AND REVENUE GUIDANCE FOR FY25



## Fleet Expansion

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

1



## Capacity Expansion

Company intends to undertake capex of Rs 1600 Mn in its Equipment Rental Segment divided across FY25 and FY26.

2



## Specialised Service Contracts

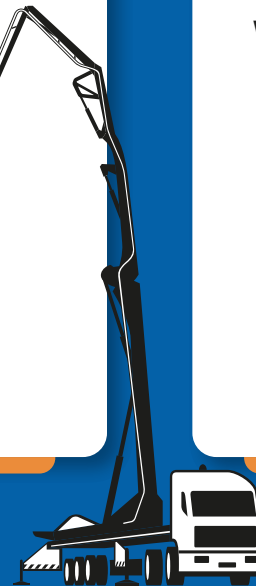
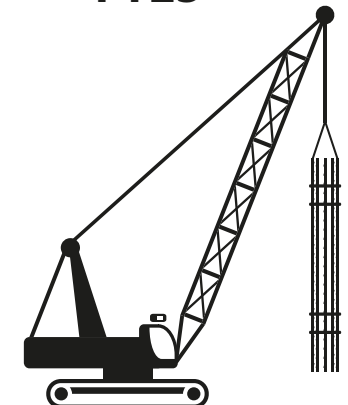
Company is actively scouting for opportunities to render specialized contractual services across its Equipment Rentals and Warehousing Logistic segments. It has taken a conscious decision to steer away from run of the mill EPC projects.


3



## Growth Guidance (FY25)

**The Company has grown 34% Y-o-Y in 9MFY25 and is well on course to achieve its aggressive target of 30% Y-o-Y for FY25**





**ABOUT US**

# TARA CHAND - ONE OF INDIA'S LEADING PLAYERS IN INFRA-LOGISTIC SOLUTIONS

Serving India's Infrastructural and Industrial needs through Warehousing, Transportation, Equipment Rental and Turnkey Infra-Project Execution



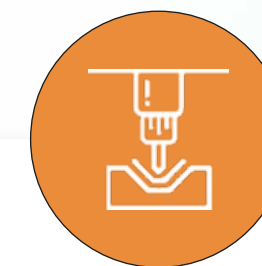
## Warehousing & Logistics

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.



# 40 YEARS OF JOURNEY TO BECOMING A TRUSTED LEADER IN THE INDUSTRY



## Started with Steel Trading & Operations

- **1980:** Initiated operations in Steel Trading & Distribution in Jalandhar, Punjab.
- **1991:** Debut service contract from Steel Authority of India Ltd, managing the Chandigarh Stockyard.

**1980 – 2000**



## Forayed into Equipment Rental Division

- **2003:** Established the Equipment Rental division, introducing mechanical cranes from the USA.
- **2012:** Transformed into a Limited Company
- **2013:** Clinched a significant order for 125 machines deployment at Jamnagar Refinery.
- **2018:** Listed on NSE Emerge on March 23, 2018, and crossed a milestone Revenue of Rs 100 Cr in FY19.
- **2020:** Expanded its fleet with over 20 Hydraulic Piling Rigs. Procured new 400MT and 450MT cranes, venturing into turnkey execution of infrastructure projects.

**2000 – 2020**



## Consistently Building a Strong Track Record

- **2020:** Record-breaking Rs 160 Cr order from Rashtriya Ispat Nigam Ltd.
  - **2021:** Constructed the first-ever working cast-in-situ pile for the Mumbai-Ahmedabad Bullet Train Project Package C6. Executed a very critical turnaround contract for at Guru Gobind Singh Refinery, Punjab. Only company to deploy 19 Cranes upto 350 MT capacity.
  - **2022:** Distinguished by owning and deploying Ten (10) RTG cranes, a unique solution in Steel logistics
  - **2023:** Acquired India's first and tallest (68 meters) Aerial Working Platform (Boom-lift / Manlift) Began operations as the new Consignment Agency for RINL (Vizag Steel) at Nagpur under a 7-year contract Record dispatch of 121 Railway Rakes of 3.40 Lakhs MT of steel from Visakhapatnam Steel Plant in a single month
  - **2024:** Won a new 4.5 years contract for handling and warehousing of steel at the SAIL Stockyard, Bangalore.
- Acquired the first fully-loaded brand new 800MT Crawler Mounted Crawler Crane from Zoomlion China**
- Migrated to NSE Main Board on April 16, 2024**

**2020 – 2024**

# WELL-EXPERIENCES MANAGEMENT & BOARD OF DIRECTORS



## **VINAY KUMAR, CHAIRMAN & MANAGING DIRECTOR**

Company's Promoter and has been with us since inception. As a first-generation entrepreneur, possesses a unique blend of business acumen and execution prowess. He has been instrumental in introducing numerous innovative features in the Steel Logistics segment. His leadership drives our company's commitment to "Think New, Act Now!"



## **AJAY KUMAR, WHOLE TIME DIRECTOR**

Been integral to the organization since its inception. With 30 years of industry experience, he has played a pivotal role in the company's growth, meticulously building it from the ground up. He has expertly managed client relationships and finances, demonstrating an exceptional ability to maintain stringent cost control and ensure profitability.



## **HIMANSHU AGGARWAL, WHOLE TIME DIRECTOR & CFO**

Officially joined since Nov 2017 and holds a Bachelor of Science in Engineering from Northwestern University, Chicago, USA. With a keen focus on finance, commerce, and business development, he provides leadership in achieving our business development goals and oversees the operational execution of our projects. Additionally, he is responsible for steering the overall strategic direction of the Company, ensuring sustainable growth and success.



# WELL-EXPERIENCES MANAGEMENT & BOARD OF DIRECTORS



**Neelam P Kasni**  
Non-executive  
Independent Director



**Suresh Kumar Thapar**  
Non-executive  
Independent Director



**Ashok Kumar Goel**  
Non-executive  
Independent Director



**Anju Mohanty**  
Non-Executive  
Independent Director



# EXTENSIVE, HIGH-QUALITY FLEET OF 350+ MACHINES CATERING TO VARIED SECTORS



106

Large Cranes  
50-800 MT



21

Piling &  
Earthwork



100

Trailers  
30-55MT



17

Aerial  
Platforms  
38 - 68mtrs



56

Pick n Carry  
Cranes  
12 - 20MT



10

Rubber Tyre  
Gantries  
40-60 MT



3

EOT & Gantries  
10-20MT



25

Steel  
Processing  
Machines



5

Concrete  
Equipment



19

Miscellaneous



# PAN INDIA NETWORK, ENHANCING OUR SERVICING TO MARQUEE CLIENTS ACROSS STATES

**Head Office in** Chandigarh

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**Corporate Office in** Navi Mumbai

---

**4 Branch Offices in**  
Nagpur, Visakhapatnam,  
Bangalore & Jamnagar

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**Site Offices/Depots at**  
Jammu, Surat, Nagpur, Jamnagar, Bangalore,  
Jajpur, Raipur, Patna

---

**Operations in 21 States/UTs:**  
J&K, Himachal Pradesh, Haryana, Delhi, UP,  
Uttarakhand, Rajasthan, Gujarat, Maharashtra,  
Karnataka, Kerala, Tamil Nadu, Orissa, Andhra  
Pradesh, Chattisgarh, Madhya Pradesh,  
Jharkhand, Bihar, Assam, Telangana &  
Meghalaya.





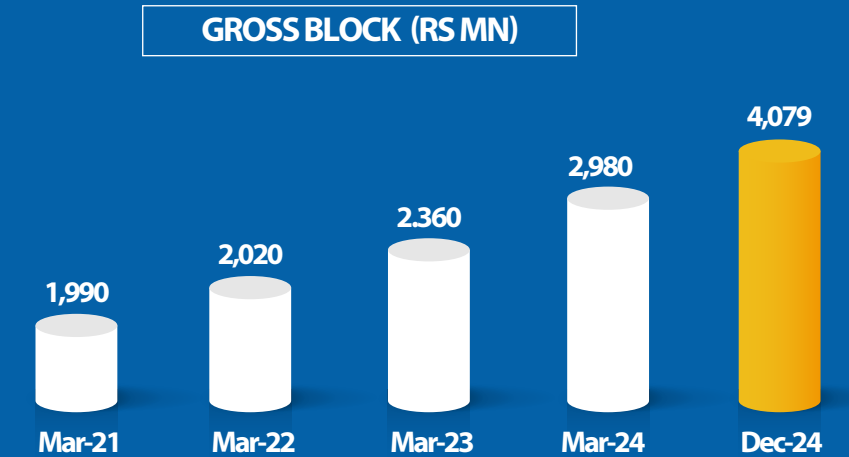
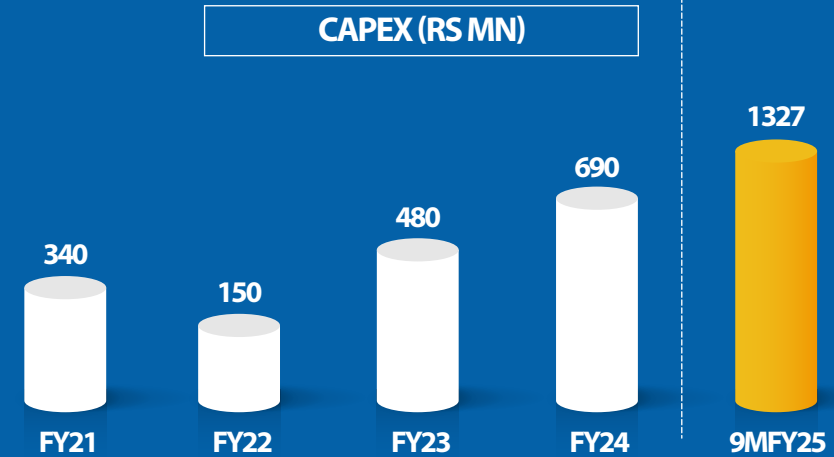
# SOME OF OUR KEY CLIENTS

 ADITYA BIRLA GROUP	 Reliance Industries Limited	 LARSEN & TOUBRO
	 KEC KEC INTERNATIONAL LIMITED	 HMEL Energising a Brighter Tomorrow
	 vedanta transforming for good	
	 बी एच ई एल BHEL	 AFCONS AFCONS INFRASTRUCTURE LIMITED
 NAYARA ENERGY	 Ambuja Cement	 ओ एन जी सी ONGC
 सेल SAIL	 VIZAG STEEL	 JKCement

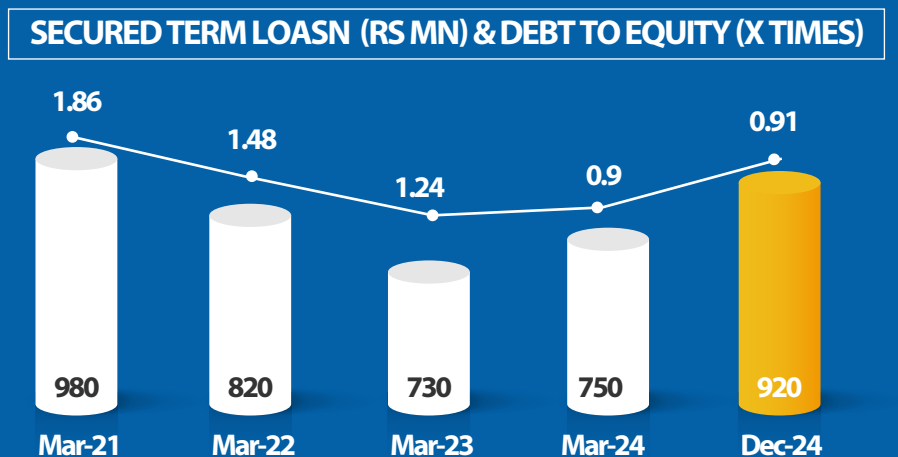
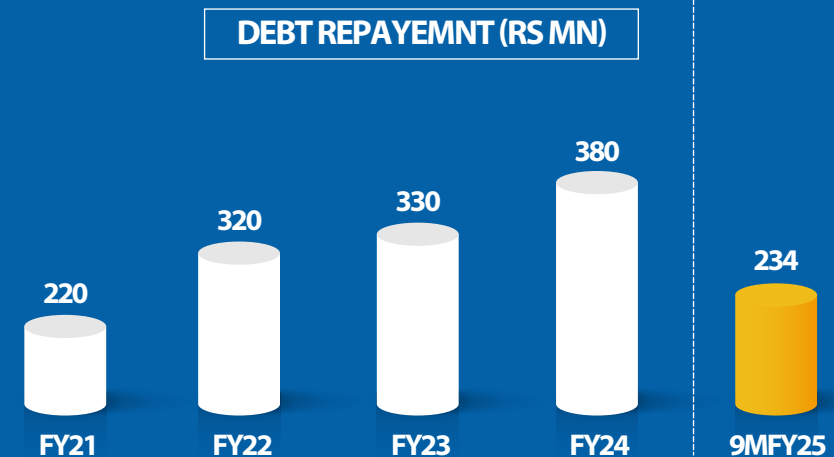


# CONSISTENT EXPANSION, WHILE STILL REDUCING DEBT OBLIGATIONS...

CONTINUOUSLY  
INVESTING IN BUILDING  
CAPACITIES FOR GROWTH



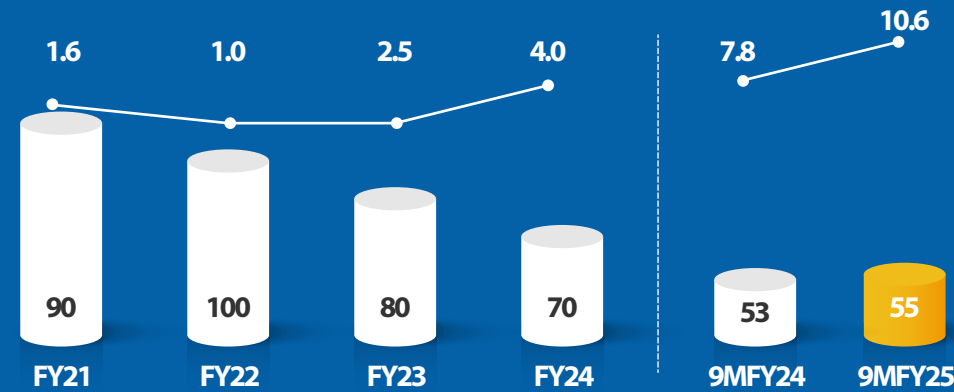
WHILE ALSO  
CONTINUING TO REDUCE  
LONG-TERM DEBT



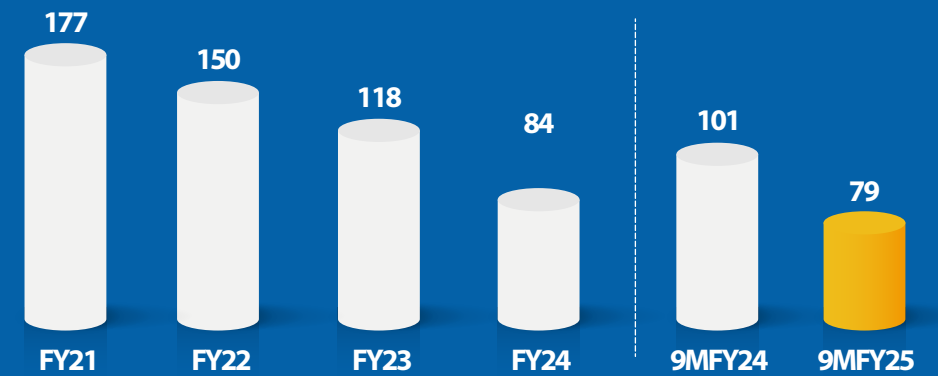
# ...LED BY PRUDENT COST MANAGEMENT AND GROWING PROFITS AND CASHFLOW

LOWER FINANCE COST LED BY REDUCED DEBT AND COST OF DEBT, AND CONSISTENTLY IMPROVING RECEIVABLE DAYS...

FINANCE COST (RS MN) & INTEREST COVERAGE RATIO (X TIMES)

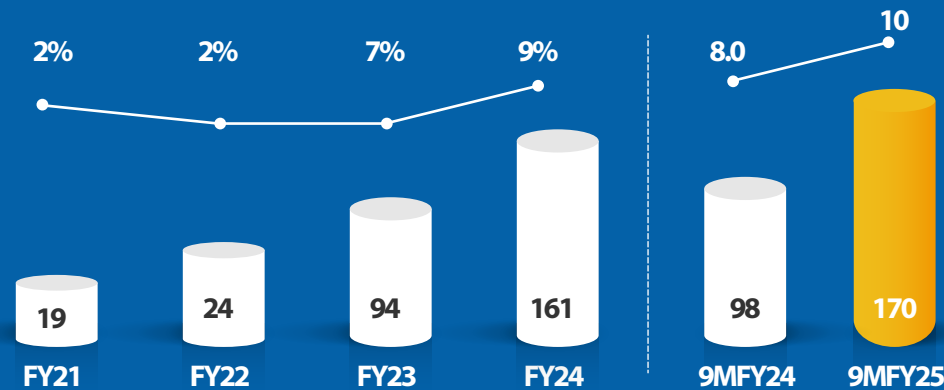


RECEIVABLE DAYS (NET OF GST)

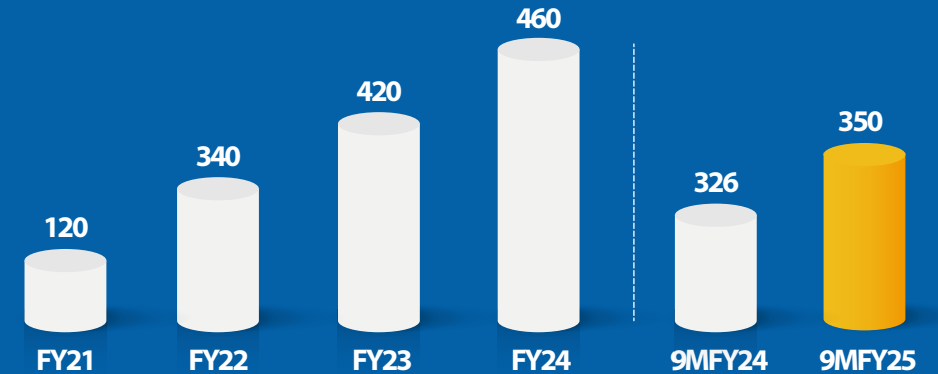


...AIDS IN GROWING PROFITS AND CASHFLOW FROM OPERATIONS

PAT (RS MN) & MARGIN (%)



CASHFLOW FROM OPERATIONS (RS MN)



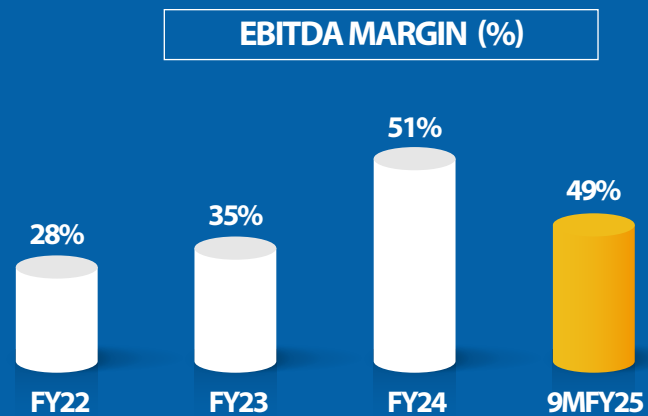
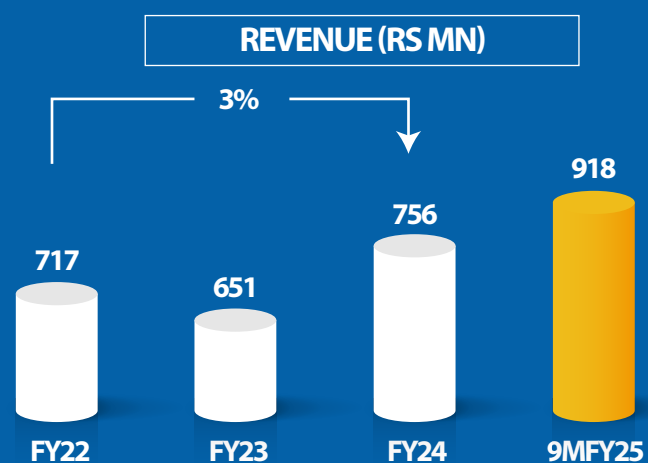




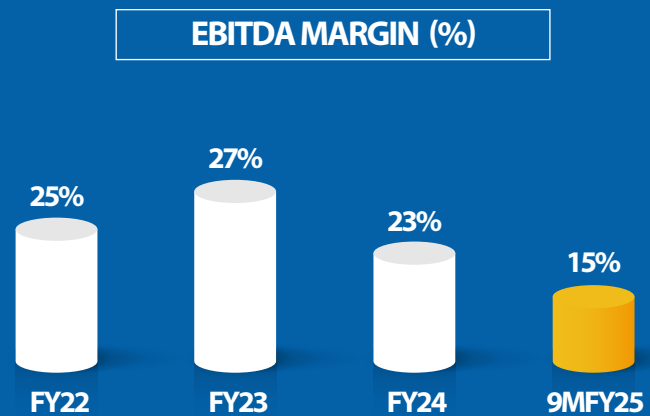
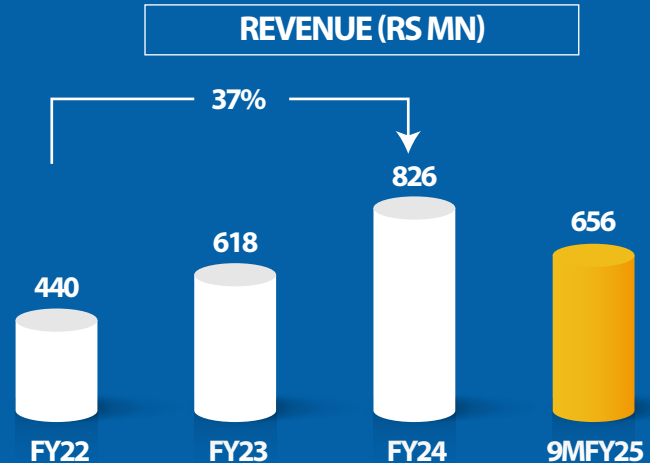
# ANNUAL FINANCIALS

# SEGMENT-WISE PERFORMANCE

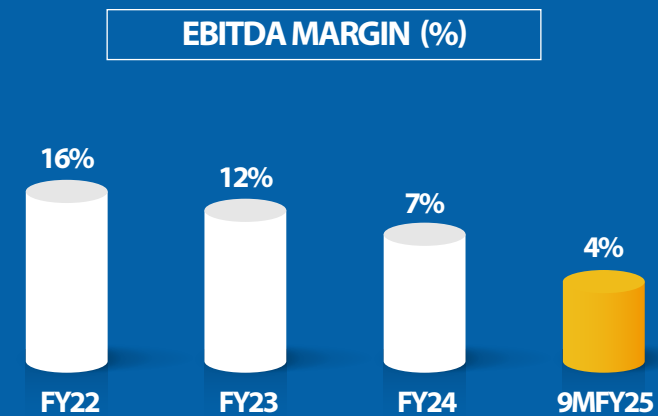
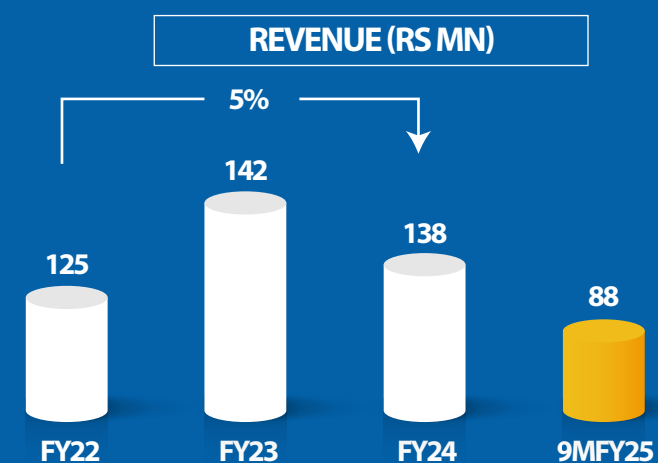
## EQUIPMENT HIRING & PROJECTS



## WAREHOUSING & TRANSPORTATION



## STEEL PROCESSING & DISTRIBUTION





# Profit and Loss

Particulars (Rs Mn)	FY22	FY23	FY24	9MFY25	CAGR (FY22-FY24)
Revenue from Operations	1,280	1,410	1720	1,662	16%
Other Income	56	45	28	58	
<b>Total Income</b>	<b>1,337</b>	<b>1,454</b>	<b>1,749</b>	<b>1,719</b>	<b>14%</b>
Manpower Cost	228	210	238	216	
Repair & Maintenance	99	113	117	142	
Power & Fuel	146	105	162	127	
Transportation & Handling	203	251	290	331	
Other Expenses	305	348	360	318	
<b>EBIDTA</b>	<b>357</b>	<b>428</b>	<b>582</b>	<b>585</b>	<b>28%</b>
% of EBIDTA to Total Revenue	27.0%	29.0%	33.0%	34.0%	
Interest	95	78	72	55	
Depreciation	232	225	294	303	
Exceptional Items	35	10	0	0	
Profit Before Tax	65	136	217	227	
Tax Expense	9	33	56	57	
<b>Profit After Tax</b>	<b>57</b>	<b>102</b>	<b>161</b>	<b>170</b>	<b>69%</b>
% of PAT to Total Revenue	4.0%	7.0%	9.2%	9.9%	
Total Cash Accruals	288	327	455	473	
EPS (Rs/share)	1.7	6.9	11.4	2.2	

# BALANCE SHEET

Liabilities (Rs Mn)	Mar-22	Mar-23	Mar-24	Sep-24
Share Capital	137	137	152	158
Reserves	437	585	797	941
<b>Shareholders' Funds</b>	<b>573</b>	<b>721</b>	<b>949</b>	<b>1,098</b>
Secured Loans	495	459	475	611
Other Financial Liabilities	361	490	582	1,195
Long Term Provisions	5	6	7	8
Other liabilities	39	48	53	67
<b>Total Non-Current Liabilities</b>	<b>899</b>	<b>1,004</b>	<b>1,116</b>	<b>1,881</b>
Trade Payables	46	54	29	93
Other Current Liabilities	71	79	99	84
Short Term Borrowings	443	411	377	398
<b>Total Current Liabilities</b>	<b>560</b>	<b>543</b>	<b>505</b>	<b>575</b>
<b>Total Liabilities</b>	<b>2,032</b>	<b>2,268</b>	<b>2,570</b>	<b>3,555</b>

Assets (Rs Mn)	Mar-22	Mar-23	Mar-24	Sep-24
Fixed Assets incl. CWIP	1,236	1,438	1,804	2,474
Other financial Assets	37	70	135	212
Other Non Current Assets	1	1	9	121
<b>Total Non-Current Assets</b>	<b>1,273</b>	<b>1,509</b>	<b>1,948</b>	<b>2,807</b>
Inventories	36	30	20	15
Trade Receivables	584	536	528	613
Cash and Bank	45	116	2	1
Other Current Assets	93	78	72	118
<b>Total Current Assets</b>	<b>758</b>	<b>759</b>	<b>622</b>	<b>748</b>
<b>Total Assets</b>	<b>2,032</b>	<b>2,268</b>	<b>2,570</b>	<b>3,555</b>

# CASH FLOW STATEMENT

Particulars (Rs Mn)	MAR-23	MAR-24	SEP-24	DEC-24
<b>Cash Flow from Operating Activity</b>				
Profit/(Loss) before tax	127	217	157	227
Depreciation/ amortization	225	294	183	303
Loss/ (profit) on sale of fixed assets	-30	-13	-54	-49
Provision for Deferred Tax	-8	-6	-18	-21
Provision for Income Tax	-24	-50	-22	-37
Tax adjustment relating to earlier years	-1	0	0.41	0.41
Finance cost	77	71	37	55
Interest (income)	-1	-4	-59	8
Operating profit/ (loss) before working capital changes	367	509	225	471
<b>Cash generated from /(used in) operations</b>	<b>407</b>	<b>479</b>	<b>-9.1</b>	<b>342</b>
Direct taxes paid (net of refunds)	17	-17	22	8
<b>Net cash flow from/ (used in) operating activities</b>	<b>424</b>	<b>462</b>	<b>13.3</b>	<b>350</b>
<b>Net cash flow from/ (used in) investing activities</b>	<b>-263</b>	<b>-533</b>	<b>-128</b>	<b>-377</b>
<b>Net cash flow from/ (used in) in financing activities</b>	<b>-91</b>	<b>-23</b>	<b>152</b>	<b>177</b>
<b>Net increase/(decrease) in cash and cash equivalents</b>	<b>71</b>	<b>-113</b>	<b>37.4</b>	<b>150</b>
Cash and cash equivalents at the beginning of the year	45	116	2	2
<b>Cash and cash equivalents at the end of the year</b>	<b>116</b>	<b>2</b>	<b>39.5</b>	<b>152</b>

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