



**Tejas Cargo India Limited**  
Keep Moving On

3RD FLOOR, TOWER B, VATIKAMINDSCAPE,  
12/3, MATHURA ROAD, SECTOR-27D, NH-2,  
FARIDABAD - 121003, HARYANA, INDIA.  
CIN: U60230HR2021PLC094052

**Date: March 25, 2025**

To,  
**National Stock Exchange of India Limited**  
Exchange plaza,  
Bandra-Kurla Complex, Bandra (E)  
Mumbai – 400051

Dear Sir/Madam,

**Subject: Presentation for investor and Analyst Meet**

**Ref.: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations')**

**TRADING SYMBOL: TEJASCARGO**

**ISIN: INE17WC01013**

In continuation of our letter dated March 19, 2025, regarding participation in the Bharat Connect Conference Rising Stars to be held on 27<sup>th</sup> March 2025 at 10:00 A.M., please find enclosed presentation that will be discussed during the meeting. The above details/presentation will also be available on the website of the Company at [www.tcipl.in](http://www.tcipl.in)

Kindly take the above information on your records.

Thanking you,

Yours faithfully,

**For Tejas Cargo India Limited**  
**(Formerly Known as Tejas Cargo India Private Limited)**

**Manish Bindal**  
**Whole time Director**  
**DIN: 07842313**



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# Tejas Cargo India Limited

Investor Presentation

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- The Company is proposing, subject to receipt of requisite approvals, market conditions and other considerations, to make an initial public offer of its equity shares (“IPO”) and has filed the draft red herring prospectus dated November 06, 2024 (“DRHP”) with Emerge platform of National Stock Exchange of India Limited and red herring prospectus dated February 08, 2025 (“RHP”) with RoC, Delhi & Haryana. The DRHP and RHP are available on the website of the book running lead manager, New Berry Capitals Private Limited at [www.newberry.in](http://www.newberry.in) and the websites of the stock exchange at [www.nseindia.com](http://www.nseindia.com). Any potential investor should note that investment in equity shares involves a high degree of risk and for details relating to such risk, see "Risk Factors" beginning on page 30 of the RHP. Potential investors should not rely on the RHP for any investment decision. Any decision to invest in the offer to subscribe for or acquire securities of the Company must be based wholly on the information contained in the RHP and the prospectus (including the risk factors mentioned therein) issued by the Company in connection with the offer.



# Snapshot

We are a logistics company based in Faridabad, Haryana, providing long haul supply chain transportation services by road across India. We offer express supply chain transportation services by road under Full Truck Load ("FTL"), to a diverse range of companies.



Clientele spread across **7+** Sectors



Nationwide presence through **22** Branch Offices



**1,131** Fleet Size comprising of **213** Trailers and **918** Container Trucks.



**98,913** Trips completed during Fiscal 2024



**284** Employees and Drivers hired per delivery basis.

Particulars	March 31, 2022 (Standalone)	March 31, 2023 (Standalone)	March 31, 2024 (Consolidated)	September 30, 2024 (Consolidated)
Revenue from Operations (₹ in Lakhs)	20,929.24	38,178.52	41,932.61	25,260.73
<b>EBITDA (₹ in Lakhs)</b>	<b>837.78</b>	<b>3,282.31</b>	<b>6,903.16</b>	<b>4,556.21</b>
<i>EBITDA Margin (%)</i>	<i>4.00</i>	<i>8.60</i>	<i>16.46</i>	<i>18.04</i>
<b>Profit after tax (PAT) (₹ in Lakhs)</b>	<b>315.54</b>	<b>985.86</b>	<b>1,322.22</b>	<b>874.50</b>
<i>PAT Margin (%)</i>	<i>1.50</i>	<i>2.56</i>	<i>3.13</i>	<i>3.43</i>
<i>Return on Equity (RoE) (%)</i>	<i>99.69</i>	<i>121.79</i>	<i>38.62</i>	<i>14.62</i>
<i>Return on Capital Employed (RoCE) (%)</i>	<i>24.80</i>	<i>44.50</i>	<i>28.30</i>	<i>13.52</i>

## Owned Fleet as on October 31, 2024

■ Single Axle Trucks ■ Multi Axle Trucks ■ Trailers





# Promoters



**Mr. Chander Bindal**

Aged about 42 (forty-two) years is the Promoter and Chairman and Managing Director of our Company. He has been associated with our Company since its incorporation. He has passed the examination of Bachelor of Commerce from University of Delhi and he has also been awarded the Certificate of Business Professional Programmer from DOEACC Society. He has almost 15 (fifteen) years of experience in the logistics industry. Prior to joining our Company, he was associated with Trans Cargo India as the Business Development Head. Presently he is also a director in Tejas Carriers Solutions Private Limited and MMC Carbon Private Limited.



**Mr. Manish Bindal**

Aged about 40 (forty) years, is the Promoter, Whole Time Director and Chief Executive Officer of our Company. He has been associated with our Company since its incorporation. He holds the degree of Bachelor of Commerce and Master of Business Administration from Alagappa University. He has almost 15 (fifteen) years of experience in the logistics industry. Presently he is also a sole proprietor of Trans Cargo India, which is also engaged in the logistics business and he is also a director in Tejas Carriers Solutions Private Limited.



# End to End Solutions

An overview of our road transportation services within the logistics process:

## 1. Client Consultation

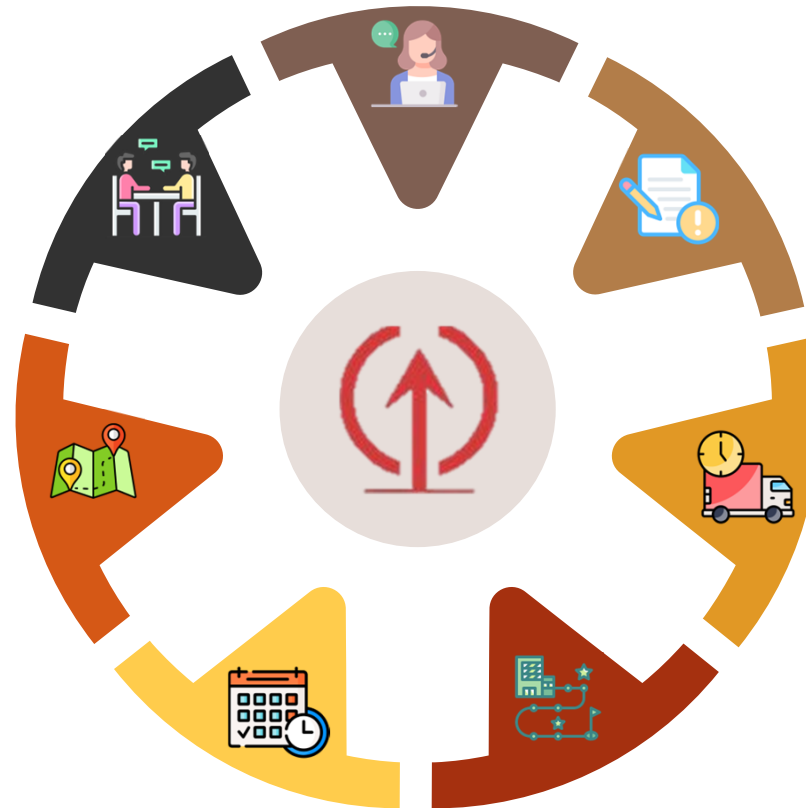
Detailed consultation with the client to understand their specific transportation needs.

## 2. Route Planning

Leveraging advanced route optimization tools and geographical expertise

## 3. Booking & Scheduling

Proceeding with booking the necessary transportation resources, scheduling pick-up times, and connecting with agents to source the drivers.



## 7. Post Delivery Support

Post-delivery support to address any client inquiries, feedback, or additional logistics needs.

## 6. Documentation & Reporting

Thorough documentation, including proof of delivery and other relevant reports

## 5. Delivery

Managing and ensuring timely delivery of the cargo to its destination

## 4. En Route Management

Monitoring the progress of each shipment, addressing any unforeseen challenges, and ensuring that the cargo stays on schedule.



# Business Model



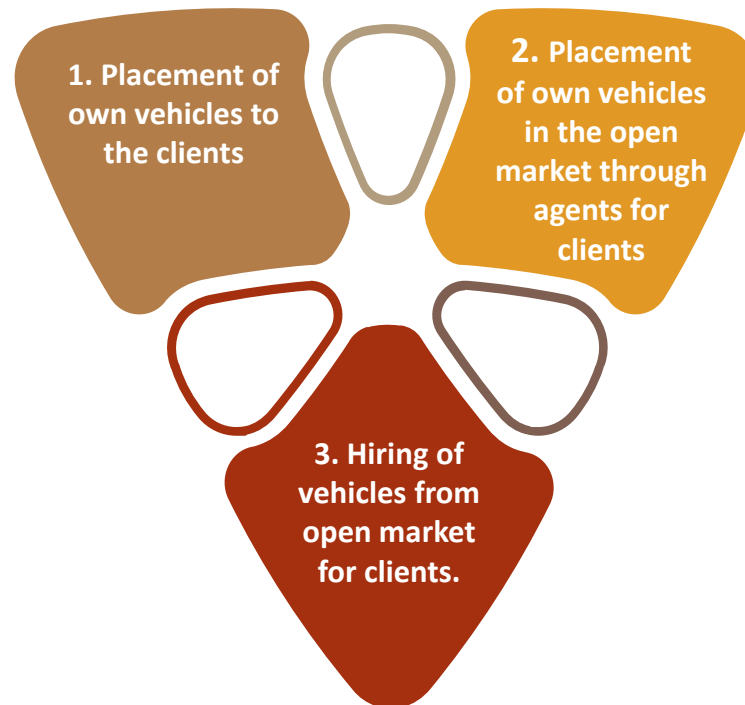
## Driver Management

We primarily engage drivers on **per-delivery basis** to optimize costs and enhance operational flexibility, allowing us to scale our workforce according to business needs while maintaining efficient cost management.



## PESO License & Petrol Dispensing Station

We hold a valid PESO license for storage of 40 kilolitres of petroleum Class B in tanks in the licensed premises. Accordingly, we are operating a **petrol dispensing station** for captive use at our leased property situated at Rewari, Haryana, allowing us to access fuel at competitive prices to **optimize fuel costs**.



## Sales & Marketing

Our sales and marketing activities are currently undertaken by our employees and leveraged through the **directors' professional network**. The business development team, with its extensive experience and connections, focuses on securing tenders and onboarding new vendors to acquire new clients.



## In House Maintenance

Our in-house maintenance setup **reduces downtime** and keeps our fleet ready by **handling repairs quickly and efficiently**. We work with vendors for diesel, spare parts, tires, GPS systems, locks, and body building. Partnering with multiple manufacturers helps us get spare parts at better prices, faster, and with lower inventory costs.

# Management

## Mr. Chander Bindal

**Chairman & Managing Director**, A B.Com graduate from the University of Delhi with a Certificate in Business Professional Programmer from DOEACC Society, he has 15 years of experience in the logistics industry.

## Mr. Manish Bindal

**WTD and CEO**, A B.Com and MBA graduate from Alagappa University, he has nearly 15 years of experience in the logistics industry.

## Ms. Neha Jain

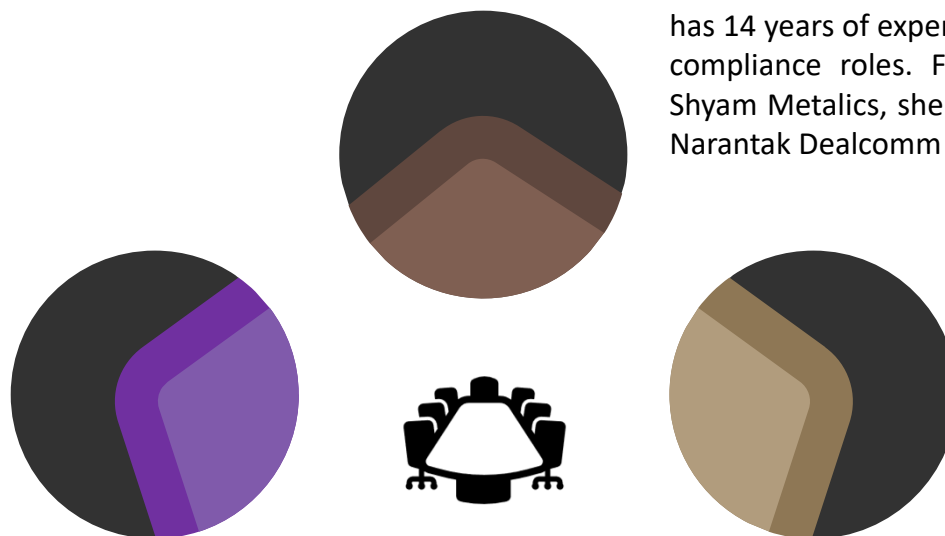
**Independent Director**, A commerce graduate and associate member of ICSI with a law degree, she has 14 years of experience in legal, secretarial, and compliance roles. Formerly Manager - Legal at Shyam Metals, she is now Company Secretary at Narantak Dealcomm Limited.

## Ms. Pooja Daga

**Independent Director**, A Chartered Accountant with over 20 years of experience in accountancy, audit, and income tax, she holds certifications in practice and Information System Audit (ISA) from ICAI. She is a partner at D. N. Dokania & Associates, proprietor at P. Daga & Associates, and an Independent Director at Mega Flex Plastics Limited..

## Ms. Archana Jain

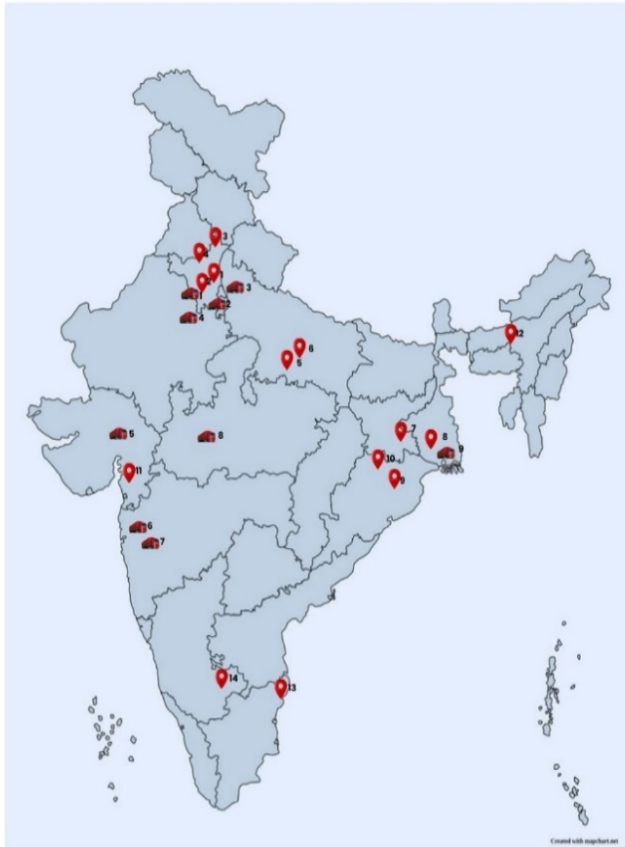
**Independent Director**, A Chartered Accountant with 13 years of expertise in audits, taxation, and compliance, she is also a Director in multiple companies, including Panchatv Bharat, ECOS India, Oriana Power, and Gulshan Polyols.



BOARD OF DIRECTORS



# Infrastructure



Maintenance Yard – Sidhrawali, Haryana



 BRANCH

 BRANCH & MAINTENANCE YARD



# Our Competitive Strengths...(1)

## Heavy Asset Ownership Model

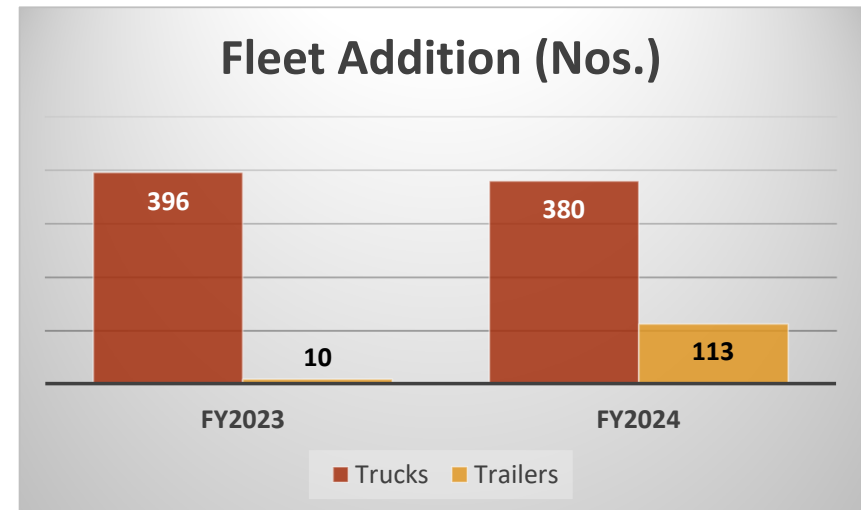


**1,131 Fleet Size – 213 Trailers and 918 Container Trucks as on October 31, 2024**



- **Direct control** over our operations and maintenance.
- **Reduction in operating and maintenance costs** compared to market rates
- **Competitive pricing** while maintaining reliable services.

Company continuously deploys capital to increase the fleet size.





# Our Competitive Strengths...(2)



## In House Maintenance

Our in-house maintenance facilities minimize **downtime** and increase fleet availability by ensuring timely and efficient repairs. Our spare parts supply arrangements with multiple manufacturers allow us to source parts at competitive rates, **reduce procurement timelines, and minimize inventory costs.**

Our Sidhrawali facility, staffed by expert technicians, accommodates up to 40 trucks, ensuring efficient maintenance, reduced breakdowns, and improved uptime. Equipped with 12 repair bays, advanced diagnostics, and dedicated manufacturer support, it delivers reliable service. Additional maintenance centers across India, including Bhiwandi, Kolkata, Ahmedabad, and Jaipur, handle minor repairs and maintenance for seamless operations.

## Leveraging Modern Technology

Our technology platform is a key differentiator, enabling us to deliver **quality services.** Our **ERP system** automates key processes while enabling real-time fleet monitoring. Moreover, our route alerts reduce transit times ensures **faster delivery** and increased client satisfaction.



We ensure cargo security with IoT solutions like Geo Fencing, GPS tracking, centralized locks, and AI-powered ADAS/DSM and rear cameras for trailers, enhancing safety and timely delivery. Route alerts reduce transit times, improving client satisfaction, while ADAS+AI Anti-Theft Cameras minimize risks of theft and damage. All facilities are connected via a centralized IT network for seamless operations. Additional features, including SMS updates for vendors and customized software alerts for maintenance and load planning, further optimize efficiency.



# Our Competitive Strengths...(3)



## Experienced Management Team

With over a decade of leadership from Chander Bindal and Manish Bindal, supported by an expert senior team, we've established a nationwide network. Their industry knowledge drives our brand growth, risk management, and efficient logistics solutions.



## Diversified Client Base and Revenue Sources

We serve a diverse range of companies across several industry sectors. In our transportation business, we serve various clients in the logistics, steel and cement, e-commerce, industrial and chemicals, FMCG and white goods sectors.



# Our Strategies.. (1)



1. Shifting to a *Hybrid Asset Model*



2. *Optimising our fleet composition by increasing the number of trailers to remain ahead of the competition*



3. *To expand into rail logistics / to expand operations in multi-mode logistic services*



4. *To invest in technology for sustainable growth*



5. *Venturing into secondary logistics and warehousing business*



6. *To cover more industries in our service portfolio*

## Our Strategies.. (2)

Leasing part of our fleet will reduce the upfront capital expenditure required for purchasing new vehicles, thereby preserving liquidity and allowing us to **allocate resources more effectively** to other growth areas.



Our tie up with **Container Corporation of India Ltd.** will enable us to lease a train, marking our expansion into rail logistics complementing our inland road operations while optimizing both operational costs and transportation efficiency.



We also continue to introduce integrated GPS tracking systems, introduce cost efficiencies through reduction of fuel pilferage, and developing safety and value-added services for our clients.

Our expansion into **secondary logistics** will complement our FTL operations by enhancing inventory management and supply chain optimization. The **proposed warehouse** will act as a key hub, addressing clients' needs and enabling value-added services.



By **incorporating more trailers into our fleet**, we can capitalize on several advantages such as **increased cargo capacity**, making them well-suited for large or heavy loads. Additionally, their ease of detachment and reattachment enables **greater flexibility** in routing and scheduling.

We plan to expand our serviceability by increasing our industry presence in certain critical industries such as **pharmaceuticals, mining, automobile and waste management with specialised vehicle deployments.**



# Our Market Opportunity

## 3PL Industry

The 3PL industry market size is expected to grow at a CAGR of 13.2% from CY23-29. The market size is expected to grow from **Rs. 1,557.3 billion** in CY23 to **Rs. 3,278.2 billion** by CY29.

## Rail Logistics

The **rail freight increased by 4.7%** y-o-y in FY24. Further, the Indian Rail Network been on a steady increase since FY19 achieving **68,584 km of route length in FY24**.

## Warehousing

The Warehousing and Distribution segment is projected to grow at a CAGR of 13.3% from CY23-29. It is projected to reach a market size of **Rs. 884.0 billion by CY29**.

## Value Added Services

The VALS segment is projected to grow at a CAGR of 13.8% from CY23-29. It is projected to reach a market size of **Rs. 456.6 billion by CY29** increasing its market share from 13.5% in CY23 to 13.9% in CY29.



# Financial Snapshot (Balance Sheet)

Amount (₹ in Lakhs)

Particulars	September 30, 2024	March 31, 2024	March 31, 2023	March 31, 2022
	Consolidated	Consolidated	Standalone	Standalone
Paid Up Capital	1,759.28	24.43	1.00	1.00
Reserves & Surplus	4,659.91	5,520.27	1,301.39	315.54
<b>Net Worth</b>	<b>6,419.19</b>	<b>5,544.70</b>	<b>1,302.39</b>	<b>316.54</b>
Long Term Borrowings	9,904.92	8,010.59	4,066.54	1,785.32
Short Term Borrowings	10,722.82	8,125.82	4,271.51	1,326.47
Trade Payables	868.95	615.46	509.5	2,548.77
Property Plant & Equipment	16,091.50	12,355.84	5,284.74	1,711.04
Trade Receivables	8,616.67	6,981.92	4,030.70	3,543.10
Cash & Cash Equivalents	807.37	841.15	353.59	39.55





# Financial Snapshot (Profit & Loss)

Amount (₹ in Lakhs)

Particulars	September 30, 2024	March 31, 2024	March 31, 2023	March 31, 2022
	Consolidated	Consolidated	Standalone	Standalone
Revenue from Operations	25,260.73	41,932.61	38,178.52	20,929.24
Other Income	248.44	326.45	258.94	37.79
<b>Total Income</b>	<b>25,509.17</b>	<b>42,259.06</b>	<b>38,437.46</b>	<b>20,967.03</b>
Operating Expenses	19,876.11	34,030.94	34,149.17	9,794.02
Employee Benefit Expenses	621.45	705.87	570.38	212.35
Other Expenses	455.40	619.1	435.59	122.88
<b>EBITDA</b>	<b>4,556.21</b>	<b>6,903.16</b>	<b>3,282.31</b>	<b>837.78</b>
Interest	802.12	1,073.49	514.09	94.08
Depreciation	2,585.43	4,090.22	1,416.25	322.03
<b>PBT</b>	<b>1,168.65</b>	<b>1,739.45</b>	<b>1,351.96</b>	<b>421.67</b>
Tax	293.24	417.23	366.11	106.13
<b>PAT</b>	<b>874.50</b>	<b>1,322.22</b>	<b>985.85</b>	<b>315.54</b>



# IPO - Objects

The details of **utilization of the proceeds** of the Issue are summarized below:

Particulars	Amount (₹ in Lakhs)
Gross proceeds of the Issue	10,584.00
(Less) Issue related expenses *	760.90
<b>Net Proceeds</b>	<b>9,823.10</b>

\*The Issue related expenses shall be determined at the time of filing Prospectus with RoC.

Our Company proposes to **utilize the Net Proceeds** raised through the Issue for the following **objects**:

Particulars	Total Estimated Cost	Amount to be deployed from Net Proceeds	Estimated deployment (₹ in Lakhs)	
			Fiscal Year 2025	Fiscal Year 2026
Purchase of additional trailers	3,176.29	3,176.29	1,450.12	1,691.80
To meet working capital requirements	3,000.00	3,000.00	500.00	2,500.00
Repayment and/or pre-payment, in full or part, of certain borrowings availed by our Company	1,500.00	1,500.00	1,500.00	-
General Corporate Purposes <sup>#</sup>	2,146.81	<b>2,146.81</b>	<b>[•]#</b>	<b>[•]#</b>
<b>Total</b>	<b>9,823.10</b>	<b>9,823.10</b>	<b>3,450.12#</b>	<b>4,191.80#</b>

<sup>#</sup>The amount utilized for general corporate purpose shall not exceed 25% of the gross proceeds of the Issue. The Company has appointed Care Ratings Limited as monitoring agency in accordance with the Regulation 262 of the SEBI ICDR and shall be accordingly intimate the stakeholders and the agency on the utilization of General Corporate Purposes.



# IPO – Issue Details

Fresh Issue of up to 63,00,000 equity shares of face value of ₹ 10 each (“Equity Shares”) for cash at a price band of ₹ 160 (Floor Price) to ₹ 168 (Cap Price) per equity share aggregating up to ₹ 10,584 lakhs at Cap Price.

## Listing on



## Book Running Lead Manager

**New Berry**  
Capitals Pvt. Ltd.

Merchant Banking | PCG Equity Broking | PMS

Particulars	Schedule
Anchor Issue	Thursday, February 13, 2025
Public Issue Opening	Friday, February 14, 2025
Public Issue Closing	Tuesday, February 18, 2025
Basis of Allotment Finalisation	Thursday, February 20, 2025
Credit of Equity Shares	Friday, February 21, 2025
Listing of Equity Shares	Monday, February 24, 2025

Particulars	No. of Equity Shares
Gross Issue	63,00,000
Market Maker	3,15,200
Employee Reservation	63,200
<b>Net Issue</b>	<b>59,21,600</b>
QIB	Not More than 50% of the Net Issue
Non Retail	Atleast 15% of the Net Issue
Retail	Atleast 35% of the Net Issue



# Thank You



## Tejas Cargo India Limited

**Add:** 3<sup>rd</sup> Floor, Tower B, Vatika Mindscape  
12/3, Mathura Road, Sector 27-D, NH -  
2, Faridabad, Haryana 121003

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Tejas Cargo India Limited  
Keep Moving On

