

Tejas Cargo India Limited

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H1 FY26 Investor Presentation

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H1 FY26 Key Financial & Operational Highlights

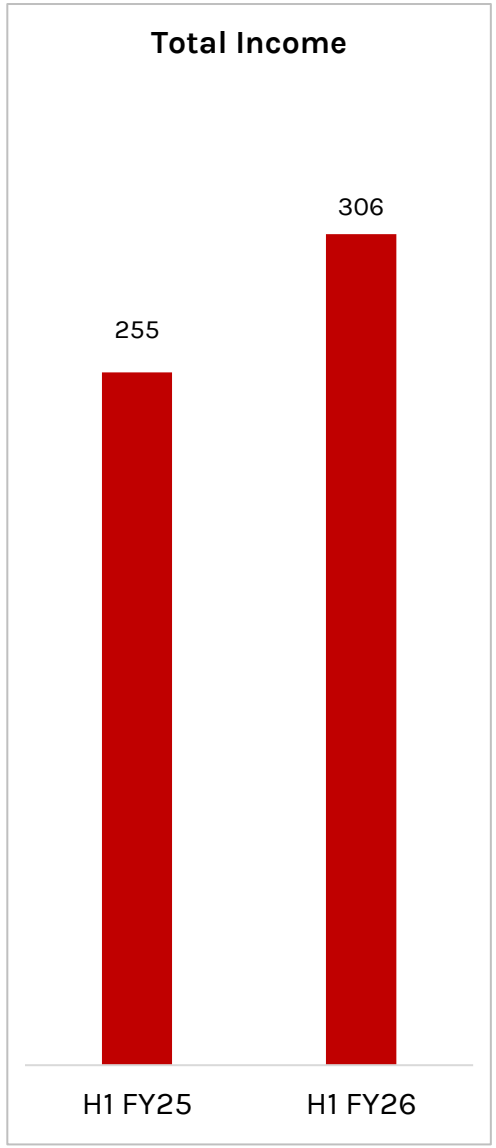
H1 FY26 Financial Highlights

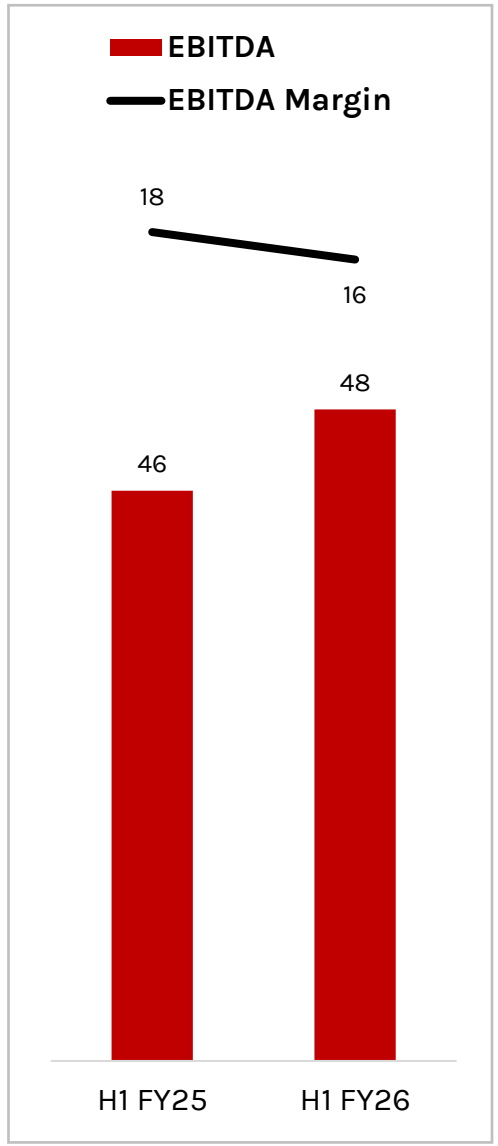
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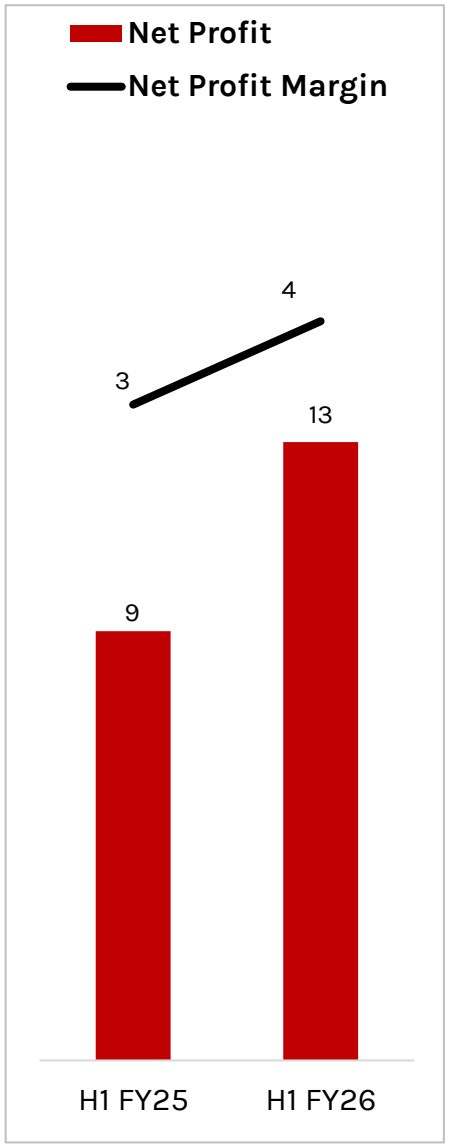
In ₹ Cr

Particulars	H1 FY25	H1 FY26
Net Sales	252.61	301.61
Other Income	2.48	4.39
Total Income	**255.09**	**306.00**
Operating Expenses	198.76	244.44
Employee Benefit Expenses	6.21	9.30
Other expenses	4.55	4.48
Total Expenditure	209.53	258.22
EBITDA	**45.56**	**47.78**
Interest	8.02	7.11
Depreciation	25.85	23.83
PBT	11.69	16.84
Tax	2.94	4.24
Net Profit	**8.75**	**12.60**
EPS (Diluted)	4.97	5.27

All Amount In ₹ Cr & Margins In %







Operational And Strategic Highlights – H1 FY26

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Strong Operational Traction

- Completed 55,972 trips vs 54,230 in H1 FY25.
- Achieved ~10% growth in revenue per trip, driven by better route planning and client mix.

Accelerating Expansion Through Fleet Addition

- Added 115 new vehicles: 30 Trailers, 15 × 32 ft MXL, 33 × 32 ft SXL, 15 × 22 ft Trucks, 2 Electric Vehicles (with Amazon), and 20 Car Carriers.
- Expands fleet capacity and supports entry into new logistics verticals.

EV & Sustainability Focus

- EVs deployed for last-mile e-commerce deliveries.
- Strengthens green and low-carbon logistics footprint.

Diversification into New Segments

- **Car Carriers:** Working with subcontractors of passenger car OEMs; LOIs in progress.
- **Flyash Transportation:** For BSRTC via M.G. Contractors Pvt. Ltd.
- **Coal Transportation:** From Central Coalfields Ltd.'s Magadh mines.

Credit Ratings (ICRA)

- **BBB+ (Stable)** – Term Loan ₹89 Cr & Cash Credit ₹90 Cr.
- **A2** – Bank Guarantee ₹21 Cr.
- **Total Rated Amount:** ₹200 Cr.

Digital Transformation Drive

- **HRMS Phase 1** implemented and live for select clients.
- Enhancing operational transparency and workforce efficiency.



Management's Comment On H1 FY26 Performance



Mr. Chander Bindal, Chairman & Managing Director

"In the first half of FY26, we stayed focused on strengthening our operations and building on the momentum from last year. Our fleet has now grown to 1,231 vehicles, and in H1 FY26 alone we deployed 115 new vehicles. This helped us complete over 55,972 trips in H1 FY 26, along with a meaningful improvement in the average revenue we generate per trip.

A big part of our progress this year has come from our growing presence in sectors like steel, cement, and mineral logistics. These are areas where we have already seen good traction, and they now contribute a sizeable share to our overall business. We are also expanding into coal, fly ash, and mining related logistics, and the integration of Tejas Carrier Solutions is helping us strengthen our capabilities on that front.

On the technology side, we continued to upgrade our systems. The HRMS and the first phase of our ERP modules are completed and under testing, and our fleet is fully supported by GPS, geofencing, IoT devices, ADAS/DSM, and AI-based rear cameras. These tools are improving visibility, safety, and the way our teams manage day-to-day operations. Our central control tower and structured maintenance practices are also playing a major role in keeping our operations tight and predictable. We also took an important step toward greener logistics by signing a five-year agreement to deploy electric vehicles for Amazon.

Overall, the first half has been about expanding our capacity, strengthening the sectors we operate in, and becoming more efficient through technology. As we move into the second half, our focus remains on scaling in these high-growth areas and continuing to improve the way we serve our clients."



Powering India’s Logistics Backbone with Tech-Driven FTL Solutions

Tejas Cargo: Building India's Next-Gen Logistics Backbone

Tejas Cargo India Limited **(Tejas Cargo, The Company)** is a full truckload logistics company with a robust, asset-heavy business model. Headquartered in Faridabad, Haryana and established with the vision of delivering dependable and scalable freight solutions, the company operates a fully owned fleet of trucks and trailers serving a diverse range of industries.

With a strong emphasis on operational control and service reliability, Tejas Cargo has built long-standing relationships with large corporate clients across India, offering contract-based logistics solutions with high service-level commitments.

The company's competitive edge lies in its deep integration of technology across operations. Tejas Cargo has developed an in-house ERP platform that oversees the entire logistics lifecycle—from order acquisition to billing and payment—supported by smart fleet systems. The centralized control tower and tech-driven driver management systems ensure high fleet utilization, safety, and on-time performance.



Operational Footprint & Core Facts

10+ years
in Logistics

7+
Sectors Served

27
Branches

280+
Employees

1,231
owned trucks and trailers

In-house
ERP & Smart Tracking Maintenance Facility

~82%
Fleet Utilization

>90% Revenue contribution from large corporates

1,06,889
Trips Completed in FY25

February 2025
NSE Emerge Listing

~14.6%
Diesel cost savings

Own **PESO-licensed** diesel pump



Integrated Full Truckload Services for India

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Core Offerings

- **Pan-India FTL Transportation:** End-to-end long-haul cargo movement across all major industrial corridors.
- **Multi-Sector Logistics Expertise:** Serving sectors such as **Steel, Cement, FMCG, E-commerce, Express Cargo, and Coal & Fly Ash.**
- **Hybrid Fleet Model:** Leveraging both **owned** and **aggregated vehicles** to optimize cost, scalability, and service flexibility.
- **Tech-Integrated Operations:** Real-time vehicle tracking, geo-fencing, centralized route control, and in-house ERP for complete operational visibility.
- **Driver Control Centre (24x7):** Dedicated support for driver coordination, route monitoring, and issue resolution.



Fleet Overview – Built for Scale, Designed for Reliability

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Fleet Size:
1,231 fully-owned vehicles
909 container trucks, 2 Electric Vehicles & 320 trailers

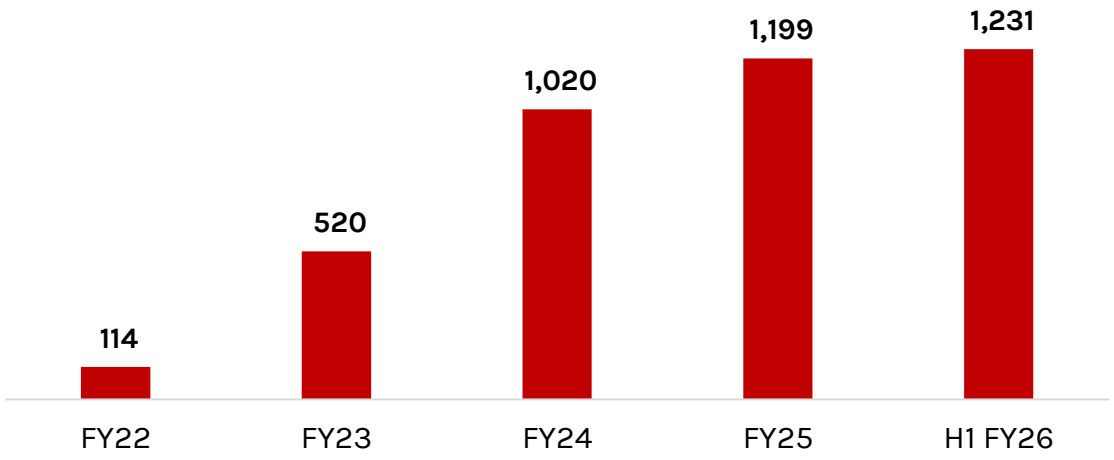
Composition:
~70% containers (9–18T),
~30% trailers (40T)

Utilization: ~ 82%,
enabled by centralized route planning

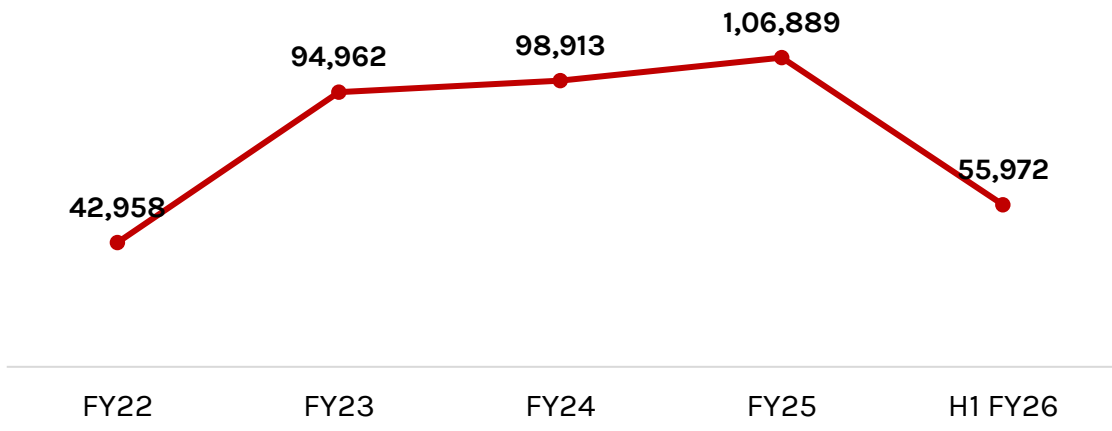
Capex Plan:
100 vehicles,
replacement/additions every year

On time performance:
86% deliveries on schedule

Fleets Size



Number of Trips



Driving Efficiency Through Owned Fleet & Proactive Renewal

Operational Efficiency Highlights



Owned Fleet

- Enables complete control
- High reliability
- Transparency
- Low third-party dependency



Smart Technology Integration

- IoT sensors
- ADAS & DSM systems
- AI-enabled rear cameras (trailers)
- Centralized locking
- Route Alert



In-House Maintenance

- Annual Maintenance Contracts (AMC)
- Dedicated service yard at Sidhrawali, Haryana
- 9 support stations across India
- OEM partnerships for warranty service and faster turnaround

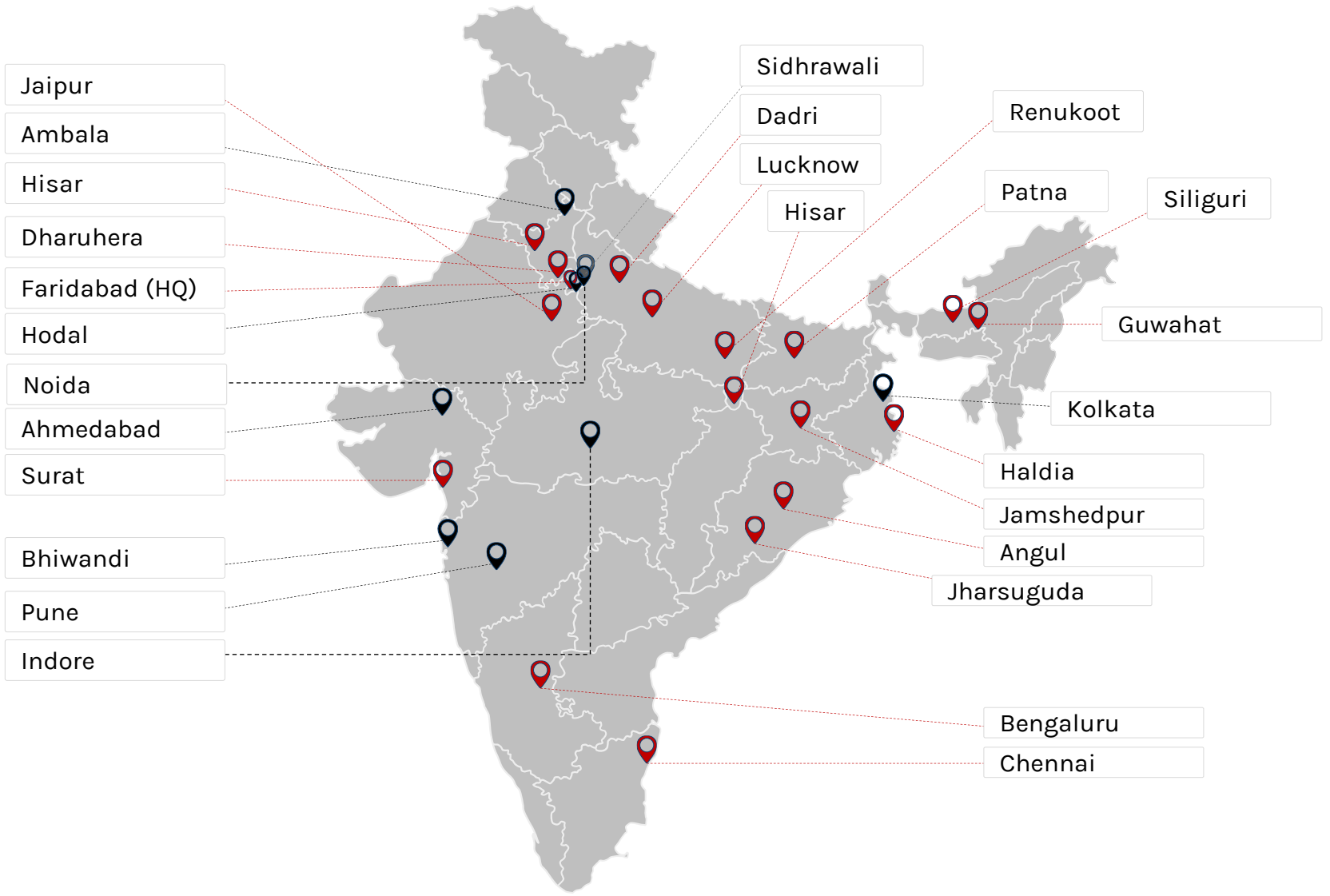


In-House Fuel Savings

- Own PESO-licensed diesel pump in Rewari
- Cost savings of ~14.6% vs retail for FY25
- Covers 30%+ of trips either originating or passing through Rewari

Nationwide Operational Network & Maintenance Infrastructure

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Branch Offices

Branches with Maintenance Yards

Branches with Small Maintenance Facilities

Powering the Supply Chains of India's Leading Industries

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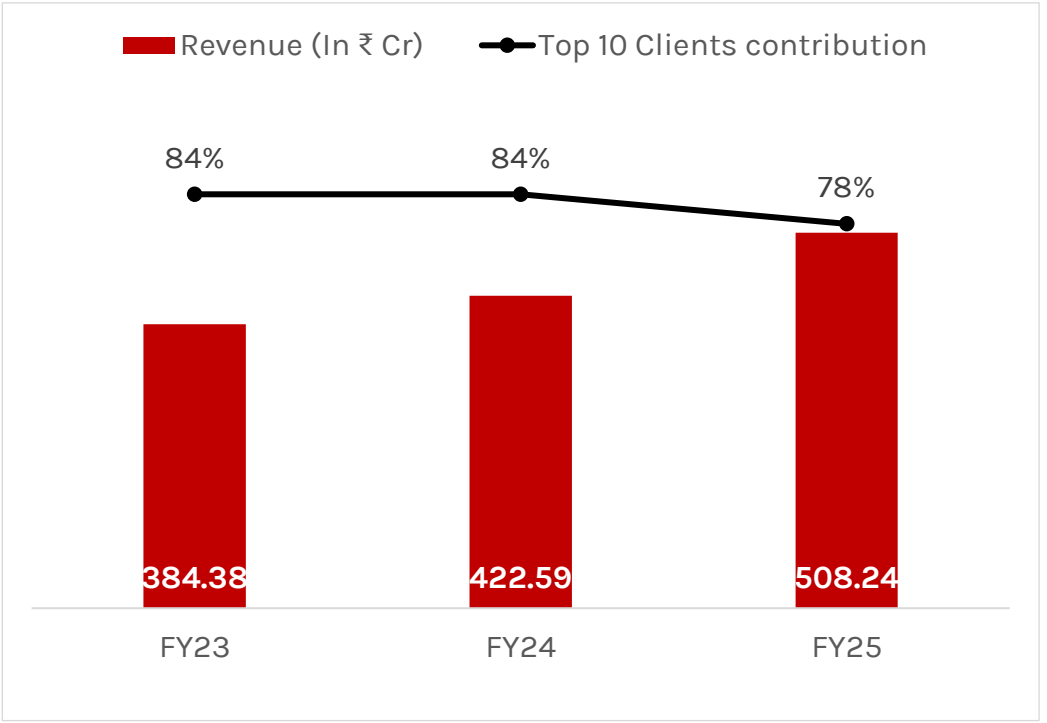
E-commerce | Express Cargo | Steel | Cement | FMCG | FMCD | Industrial & Chemicals | White Goods | Coal & FlyAsh

Upcoming / Targeted Industry Verticals

Pharmaceuticals	Automobile	Waste Management
other minerals/metals	Rail Logistics	Power & Energy

Trusted by Leading Brands Across Industries

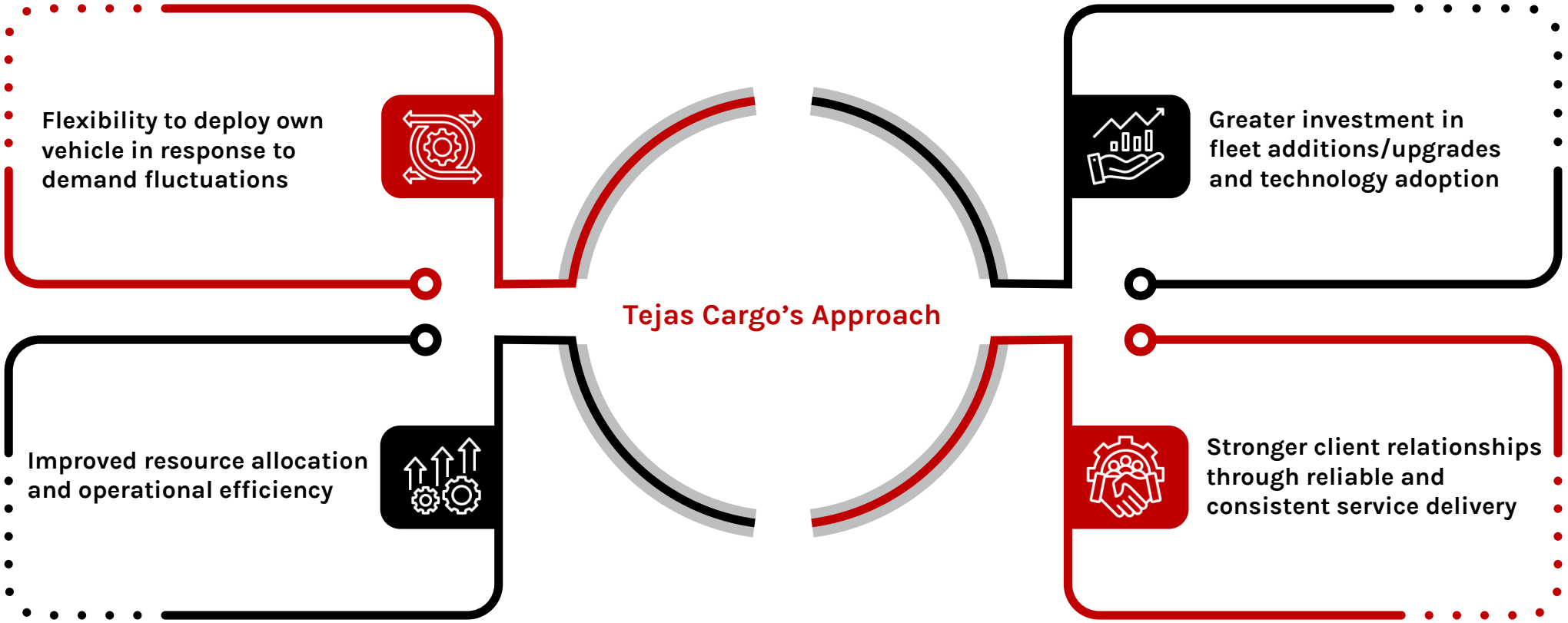
Client Bifurcation



90% of the Company's Clients Belong to the Non-MSME Segment

Asset-Heavy Logistics Model: Enabling Control | Scale | Service Reliability

Tejas Cargo follows an asset-heavy business model, providing direct control over fleet operations, maintenance, and service delivery.



The Company has implemented Annual Maintenance Contracts (AMC) for regular servicing and leverages both authorized workshops and its network of 27 maintenance branches, along with an in-house maintenance facility in Sidhrawali, Haryana.
This facility houses 12 repair bays, advanced diagnostics, and can service up to 40 trucks at a time.

Technology-Enabled Operations & Fleet Monitoring

Tejas Cargo leverages an integrated digital infrastructure to streamline operations, ensure cargo safety, and enhance service quality. The tools enhance cargo security, ensure on-time delivery, and reduce operational risks related to theft, fatigue, and transit deviations.



The Company's technology initiatives include:

- **ERP-Driven Operations:** Custom-developed ERP system for indent matching, route optimization, real-time fleet monitoring, and load planning.
- **Central IT Network:** Seamless connectivity across branches, control tower, and maintenance facilities.
- **SMS Automation:** Alerts for diesel dispensing, job assignments, and vendor payment status.
- **Cashless Logistics:** Online fuel cards, toll tags, and digital expense systems to increase operational focus.



IoT-Based Fleet Security Systems

All vehicles are equipped with advanced **IoT-based solutions** for secure and efficient cargo delivery:

- **Geo-Fencing**
- **Centralised Digital Locking System**
- **GPS & SIM-Based Tracking**
- **ADAS / DSM (Advanced Driver Assistance & Driver State Monitoring Systems)**
- **AI-Powered Rear Cameras (Trailers)**
- **Route deviation alert**

Overview of End-to-End Transportation Process

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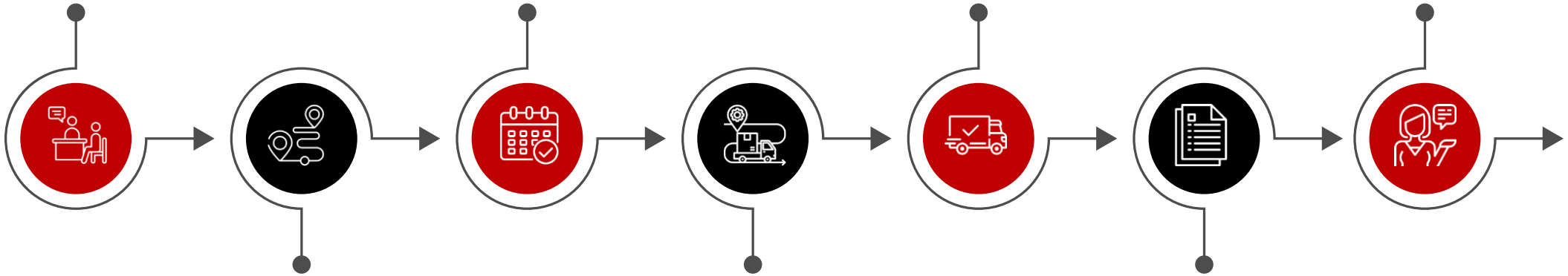
The Company delivers a comprehensive suite of road transportation services, managing the logistics journey from initial client engagement to post-delivery support. The process is structured, technology-driven, and designed to maximize reliability and efficiency.

Client Consultation
Engages with clients to understand specific transportation needs and operational expectations.

Booking & Scheduling
Schedules transportation resources and driver deployment through agent coordination and internal systems.

Delivery
Manages the secure and timely handover of cargo to the intended destination.

Post-Delivery Support
Offers responsive post-delivery services to handle client queries, feedback, or additional logistics requirements.



Route Planning
Utilizes advanced route optimization tools and geographic intelligence to ensure efficient transit.

En Route Management
Monitors cargo movement in real time, proactively addressing operational challenges and ensuring adherence to timelines.

Documentation & Reporting
Maintains end-to-end documentation, including proof of delivery and detailed shipment reports.

Driver Support & Operational Backbone

Empowering Drivers for Safe, Efficient & Reliable Deliveries

24x7 Driver Helpline & Control Room
A dedicated support team ensures seamless coordination, real-time issue resolution, and live tracking of vehicle performance across routes.

Centralized Monitoring & Route Compliance
Operations managers continuously track vehicle status (running, late, idle) and follow up on delays using estimated time of arrival (ETA) benchmarks.

Training & Safety Awareness
Regular training programs and safety briefings equip drivers with the latest practices in secure logistics and hazard management.

Tech-Enabled Navigation & Alerts
Vehicles are monitored through advanced ERP-integrated telematics, enabling route deviation alerts and real-time intervention for better







Riding the Growth Wave of India’s Expanding Logistics Sector

India’s Logistics Market Poised for Rapid Growth

3PL market to grow at 6-14% CAGR
(USD 36 Bn in 2025
→ USD 48Bn to USD 73 Bn by 2030)

Growth Drivers:
E-Commerce Boom, Technology Adoption, Demand for Omni-channel fulfillment and Government Initiatives including PM GatiShakti & Bharatmala

Regional Insights
Delhi-NCR: Leads with ~25% market share.
Key Cities: Bengaluru, Mumbai, Chennai, Pune.
South India: Witnessing rapid, 3× faster growth than other regions.



India Long-Haul Road Logistics: Backbone of National Connectivity

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Expanding Highway Infrastructure

- **146,204 km** National Highways as of March 2025 – up **60%** from 91,287 km in 2013-14
- **34 km/day** highway construction pace in 2025 – up from **11.6 km/day** in 2013-14
- **45,947 km** of 4-lane & above highways (excluding HSC) – **2.5x** increase from 2014
- **2,474 km** of National High-Speed Corridors (HSC) – up from **93 km** in 2014



Cost & Efficiency Gains

- 570% increase in road transport & highway budget (2014 to 2023–24)
  National Electronic Toll Collection (FASTag)
- 10.3+ Cr FASTags issued
- ₹192 Cr/day average collection
- 98.5% penetration in toll collection

Key Government Initiatives

Bharatmala Pariyojana

- Total length: 34,800 km | ₹5.35 lakh crore
- 26,425 km awarded | 20,378 km constructed (as of March 2025)

PM GatiShakti

- Integrated planning across 44 Ministries & 36 States/UTs
- 208 major infra projects assessed | 1,614 GIS data layers integrated

Why It Matters for Logistics Operators

- Enhanced connectivity to ports, corridors & industrial zones
- Lower travel time, fuel use & turnaround time
- Backbone for economic growth & multimodal logistics

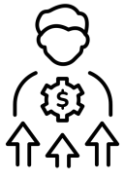
Source: PIB

India 3PL Market: Growth Momentum & Industry Outlook



Market Snapshot

- India's 3PL market estimated at USD 36 billion in 2025
- Expected to reach USD 48–73 billion by 2030
- Projected CAGR: 6–14% (2025–2030)
- Delhi-NCR leads with ~25% market share
- Bengaluru, Mumbai, Chennai, and Pune driving major demand
- South India witnessing 3× faster growth than other regions



Growth Drivers

- Strong push from e-commerce expansion and omni-channel retail
- Government initiatives like PM GatiShakti and Bharatmala improving logistics infrastructure
- Rising adoption of technology – WMS, IoT, and AI in supply chain
- Demand surge for integrated and flexible logistics models
- Growth in manufacturing and exports driving warehousing and distribution needs



Service Evolution

- Increasing focus on multi-modal connectivity (road, rail, ports, air)
- Shift toward organized 3PL providers with end-to-end solutions
- Deployment of automation, robotics, and AI-driven tracking systems
- Rapid development of multi-tenant warehouses and fulfillment centers
- Efficiency gains through real-time data integration and smart logistics platforms



Strategic Outlook

- India positioned to become a global logistics hub by 2030
- 3PL sector to play a key role in supply chain resilience and export competitiveness
- Continued investment in warehousing and digital logistics parks
- Creation of millions of jobs across logistics and transportation value chains
- Future growth supported by sustainable, tech-enabled, and scalable ecosystems

Source: The Economic Times



Led by Visionaries with Deep-Rooted Logistics Expertise

Leadership Team – Promoters Driving Strategic Growth



Mr. Chander Bindal
Chairman & Managing Director

- Promoter and founding member of the Company
- Associated with Tejas Cargo since incorporation (March 26, 2021)
- B.Com, University of Delhi
- Certified Business Professional Programmer (DOEACC Society)
- 15+ years of experience in the logistics industry
- Former Business Development Head at Trans Cargo India
- Director in Tejas Carrriers Solutions Pvt. Ltd. and MMC Carbon Pvt



Mr. Manish Bindal
Whole Time Director & CEO

- Promoter and part of the founding leadership
- Associated with Tejas Cargo since inception
- B.Com and MBA, Alagappa University
- 15+ years of logistics industry experience
- Sole proprietor of Trans Cargo India
- Director in Tejas Carrriers Solutions Pvt. Ltd.

Non-Executive Independent Directors



Sourabh Nawal
Non-Executive Independent Director

B.Tech (Mechanical) from VIT with 10+ years of experience in the automotive industry, including roles at Toyota Kirloskar Motor and Honda Motorcycle & Scooter. Currently Promoter & Director at Bhagwan Dass & Sons, managing production and finance.



Puja Daga
Non-Executive Independent Director

Chartered Accountant with 20+ years of experience in accountancy, audit, and income tax. Holds an ISA certification from ICAI. Partner at D. N. Dokania & Associates and Proprietor at P. Daga & Associates. Also serves as Independent Director at Mega Flex Plastics Ltd.



Neha Jain
Non-Executive Independent Director

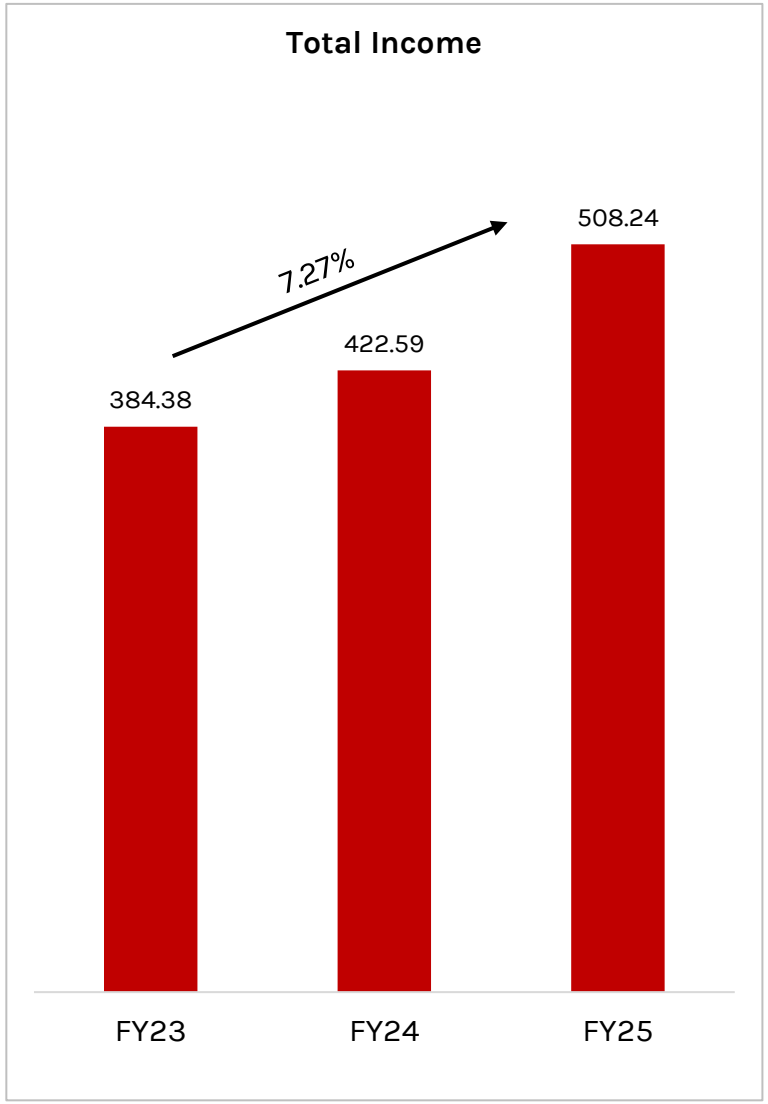
B.Com, LL.B., Associate Member of ICSI with 14 years of experience in legal, secretarial, and compliance roles. Previously with Shyam Metalics as Manager – Legal & Compliance. Currently Company Secretary at Narantak Dealcomm Ltd., a promoter entity of the group.

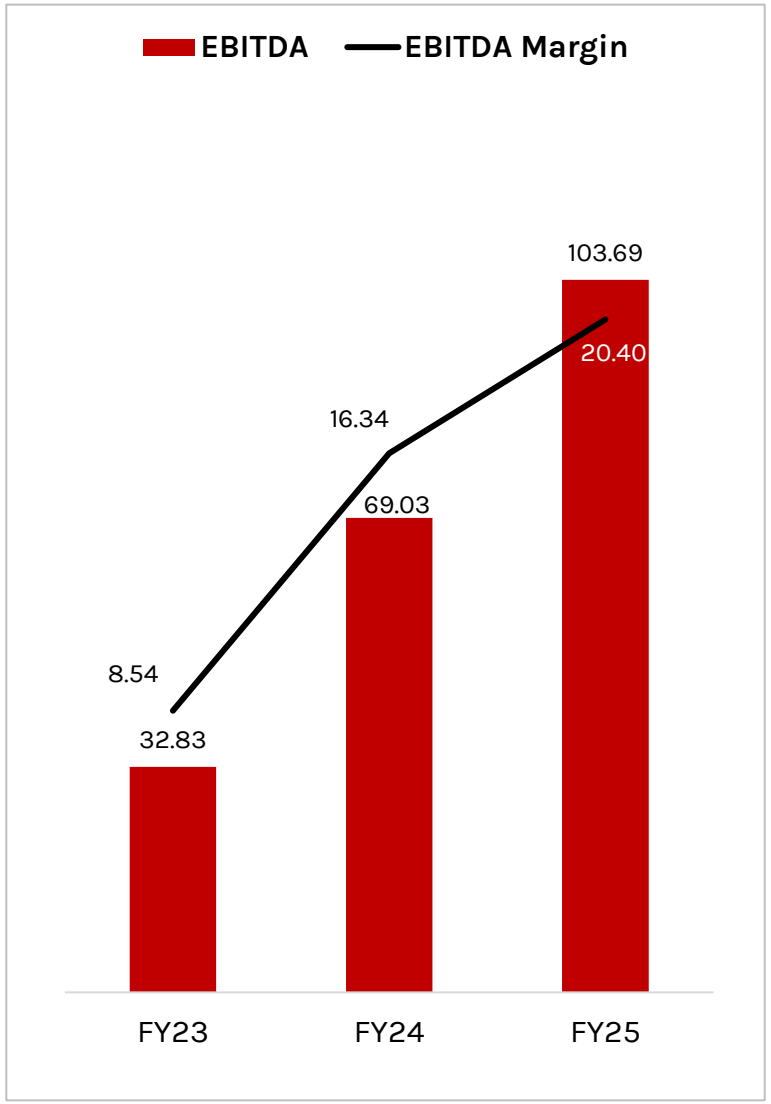


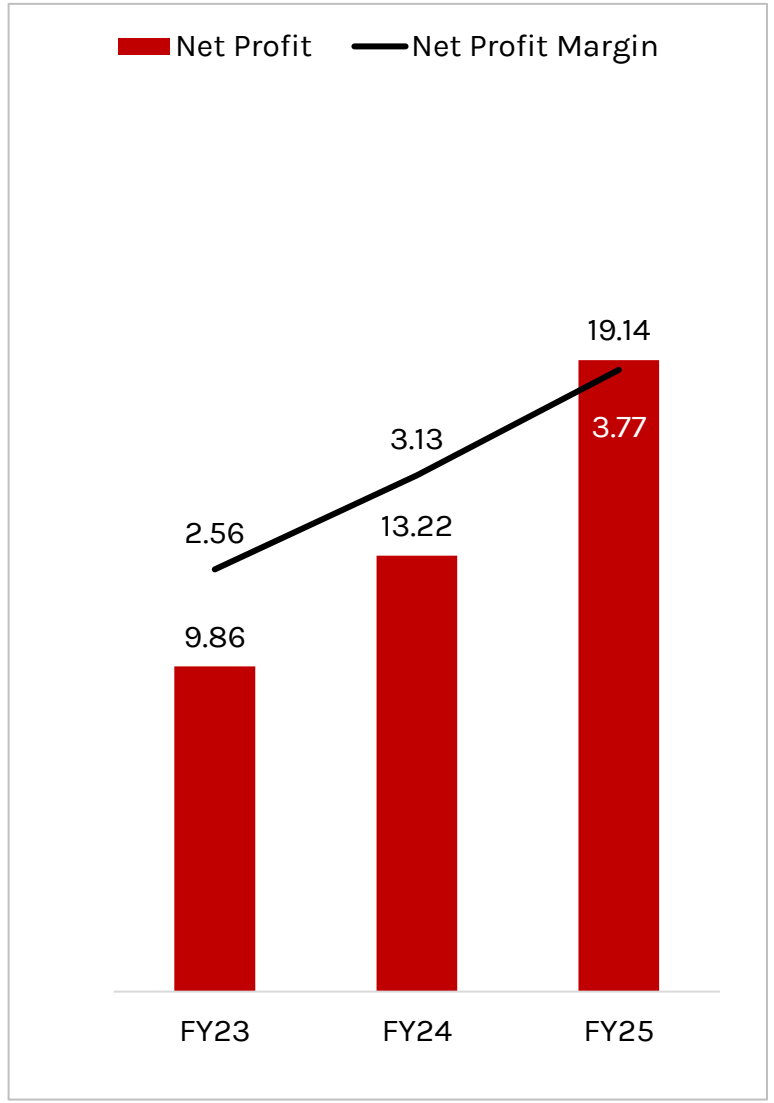
Strong and Scalable Financial Performance Backed by Operational Efficiency

FY25 Key Financial Highlights

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All Amount In ₹ Cr & Margins In %

Note: FY23 figures are taken on standalone basis

Profit & Loss Statement | Cash Flow Statement

In ₹ Cr

Particulars	FY23	FY24	FY25
Net Sales	381.79	419.33	501.29
Other Income	2.60	3.26	6.94
Total Income	**384.38**	**422.59**	**508.24**
Operating Expenses	341.49	340.31	381.29
Employee Benefit Expenses	5.70	7.06	14.31
Other expenses	4.36	6.19	8.95
Total Expenditure	351.55	353.56	404.55
EBITDA	**32.83**	**69.03**	**103.69**
EBITDA (%)	8.54	16.34	20.40
Interest	5.14	10.73	16.94
Depreciation	14.16	40.90	61.01
PBT	13.53	17.39	25.74
Tax	3.67	4.17	6.60
Net Profit	**9.86**	**13.22**	**19.14**
EPS (Diluted)	9058.33	7.60	10.50

Note: FY23 figures are taken on standalone basis. EPS for FY23 is calculated on latest equity

In ₹ Cr

Particulars	FY23	FY24	FY25
Cashflow from Operations	-7.27	48.15	63.47
Cashflow from Investments	-45.72	-130.71	-109.51
Cashflow from Financing	56.13	87.44	79.55
Net Cash Flow	**3.14**	**4.88**	**33.51**

Balance Sheet

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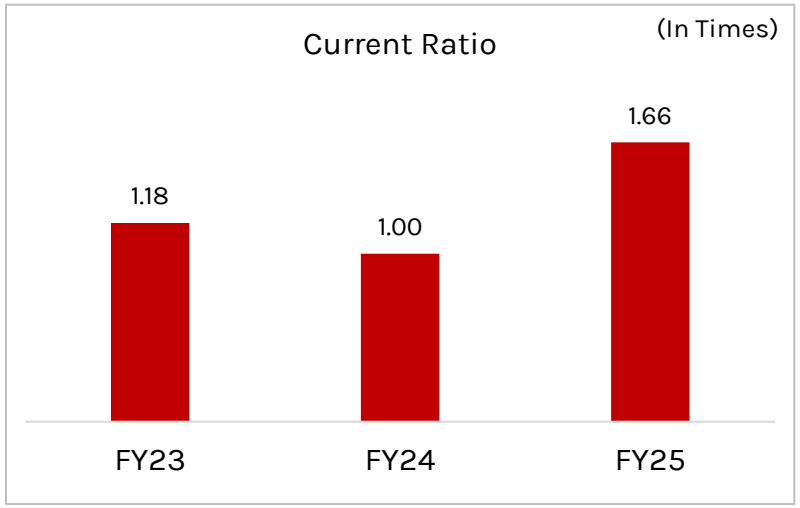
In ₹ Cr

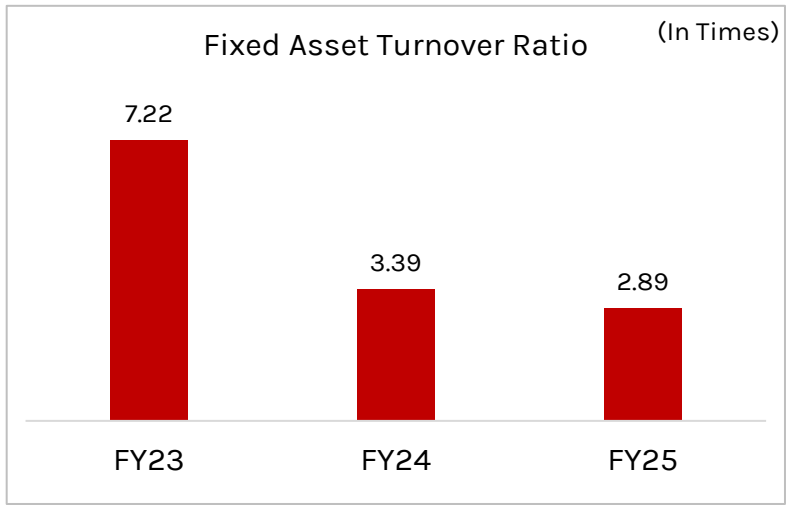
Equity & Liabilities	FY23	FY24	FY25
Equity	0.01	0.24	23.89
Reserves	13.01	55.20	149.34
Net Worth	**13.02**	**55.45**	**173.23**
Non Current Liabilities			
Non Current Borrowings	40.67	80.11	86.56
Deferred Tax Liability	0.38	0.18	0.00
Long Term Provision	0.00	0.00	0.00
Other Non-Current Borrowing	9.01	0.00	0.00
Total Non Current Liabilities	**50.05**	**80.28**	**86.56**
Current Liabilities			
Current Borrowings	42.72	81.26	72.64
Lease Liabilities	0.00	0.00	0.00
Trade Payables	5.10	6.15	7.29
Current Tax Liabilities (Net)	0.00	0.00	0.00
Short Term Provisions	3.92	5.28	14.35
Other Current Liabilities	1.62	7.58	5.99
Total Current Liabilities	**53.35**	**100.27**	**100.27**
Total Liabilities	**116.42**	**236.00**	**360.07**

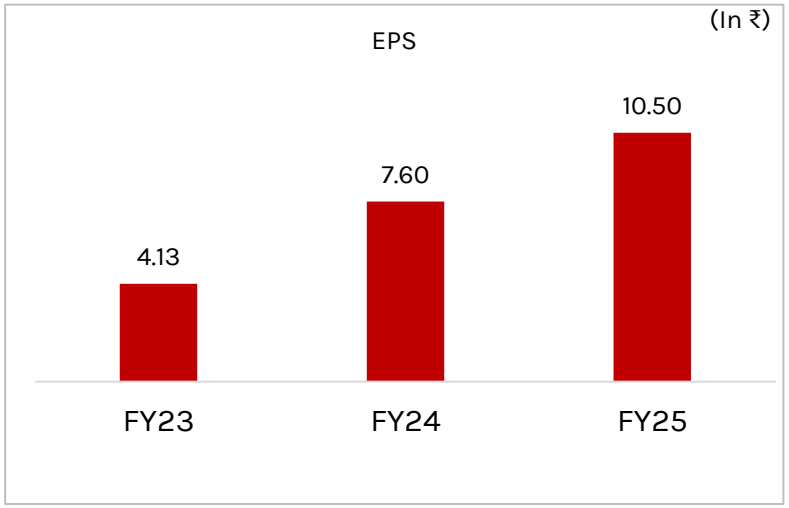
Assets	FY23	FY24	FY25
Non Current Assets			
Fixed Assets	52.85	123.56	173.25
Non Current Investments	0.00	18.90	17.45
Other Non Current Financial Assets	0.00	0.00	0.00
Deferred Tax Assets (Net)	0.00	0.00	1.63
Other Non Current Assets	0.47	0.80	1.06
Total Non Current Assets	**53.32**	**143.26**	**193.39**
Current Assets			
Inventories	0.10	0.95	2.46
Trade receivables	40.31	69.82	96.04
Cash & Bank Balance	3.54	8.41	41.92
Other Current Financial Assets	8.78	1.60	4.38
Current Tax Assets (Net)	0.00	0.00	0.00
Other Current Assets	10.38	11.96	21.88
Total Current Assets	**63.10**	**92.74**	**166.68**
Total Assets	**116.42**	**236.00**	**360.07**

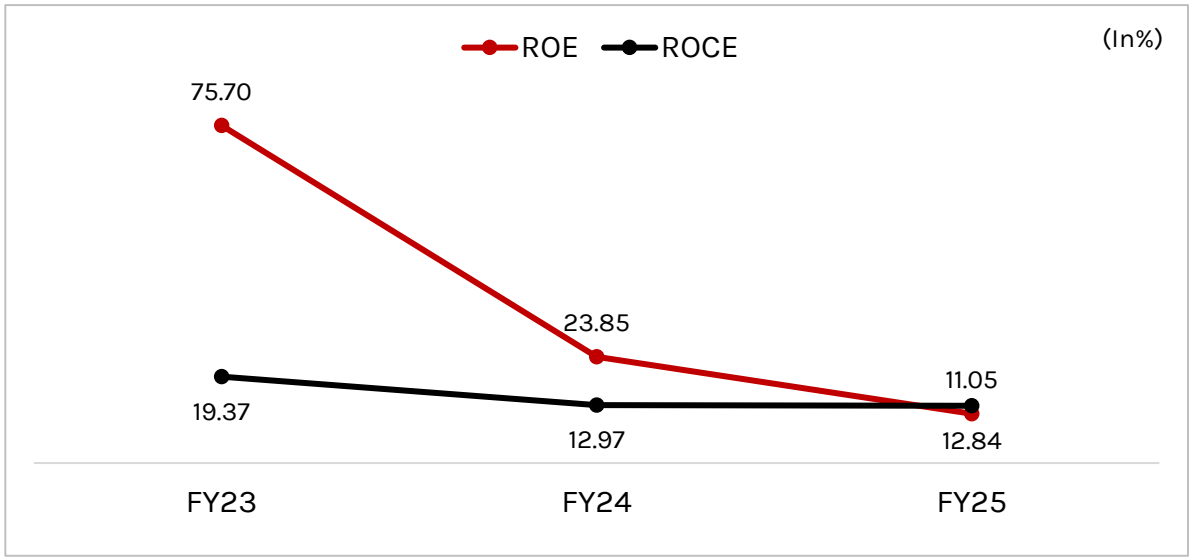
Note: FY23 figures are taken on standalone basis

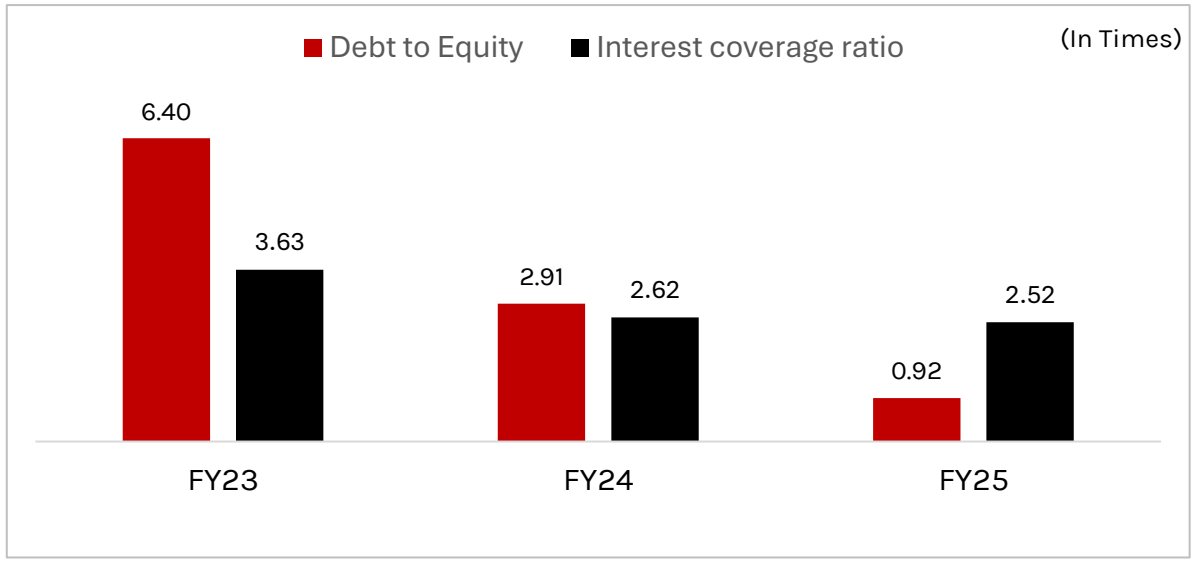
Key Ratios











Note: FY23 figures are taken on standalone basis
EPS for FY23 is calculated on latest equity & Book Value for FY23 & FY24 is calculated on latest equity

Stock Data

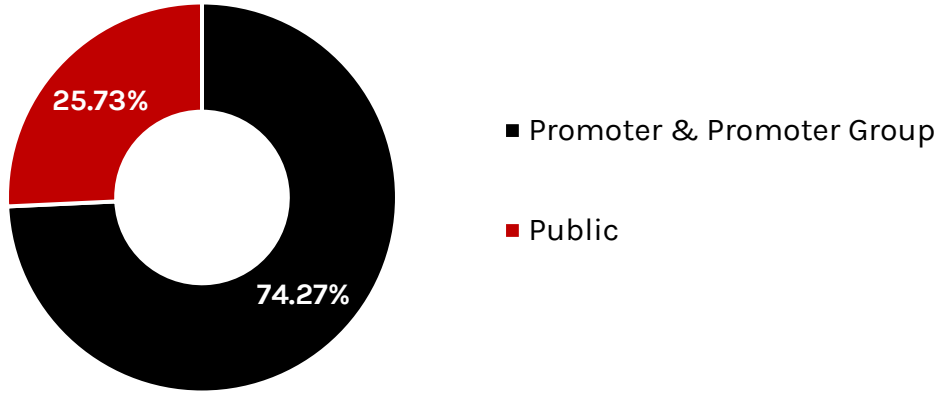
As on 14-11-2025

NSE – TEJASCARGO

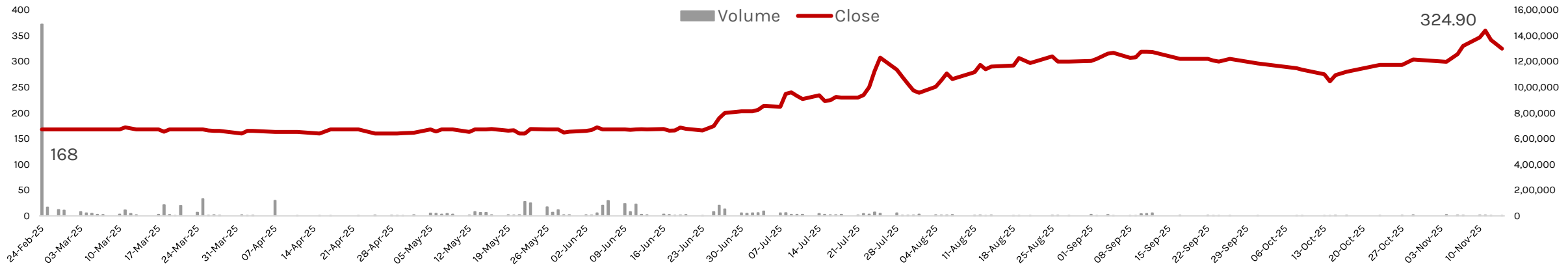
Share Price (₹)	324.90
Market Capitalization (₹ Cr)	776.28
No. of Shares Outstanding	2,38,92,840
Face Value (₹)	10.00
52 week High-Low (₹)	363.60 – 141.05

As on 30-09-2025

Shareholding Pattern



Share Performance From 24th February 2025 Till Date



Source: NSE

Vision 2027: Scaling Vertically, Expanding Strategically

Revenue Trajectory
- Aims to sustain current CAGR through FY27
- Growth potential to accelerate via industry consolidation

Segment Diversification
- Entered **Fly Ash** & **Coal logistics** with signed contracts
- Exploring **Rail Logistics** and **Cross-Border Freight**

Fleet Strategy
- ~40% revenue to come from **aggregated fleet** by FY27

New Sectors:
- Entering **Mining, Pharma, Fly Ash**, and **Coal Transport**
- Agreements signed with **MG Contractors** and **CCL subcontractor**

Car Carrier Business:
- Engaged in talks with **Hyundai, Kia**, and **Mahindra**
- Targeting entry into **passenger vehicle logistics**



Built for Scale. Driven by Technology. Poised for Growth.

Tejas Cargo India Limited
Keep Moving On

Core Competencies

- **Pan-India FTL Network** with 1,231 owned vehicles
- **82% Fleet Utilization** via centralized tracking
- **In-house Maintenance Yards** across 9+ locations
- **Sector-Diverse Clientele** across Steel, FMCG, E-commerce, Express, Coal, etc.
- **Asset-Heavy, Aggregation-Enabled Model** for cost and control optimization

R&D & Technology Focus

- **In-house ERP System** (Python + React upgrade underway)
- **IoT & Telematics**: Geo-fencing, ADAS, digital locks, AI cameras
- **SMS & Expense Automation** for fleet ops & driver controls
- **Real-Time Control Tower** monitoring vehicle route, status & ETA

Growth Strategy

- **Expand Aggregated Fleet Revenue** to 40% by FY27
- **Enter New Segments**: Coal, Fly Ash, Mining, Pharma, Car Carriers
- **Explore Adjacent Verticals**: Rail Logistics, Cross-Border Freight
- **Planned Capex**: 100 vehicle addition/replacement; entering leasing operations.



Why Tejas Cargo Is Well-positioned For Sustainable Growth

- **Strong Revenue Growth Trajectory**

  ~41% revenue CAGR from FY22 to FY25; robust performance continues in FY25 (₹252.6 Cr in H1 FY25)

- **Scalable Hybrid Business Model**

  Blend of owned and aggregated fleet ensures scalability with optimal capital deployment

- **Diverse & Resilient Client Base**

  90% revenue from large corporates across 7+ sectors ensures stability and reduces concentration risk

- **Nationwide Presence & Operational Depth**

  27 branches and 1,06,889 trips in FY25 with pan-India network coverage

- **Technology-Led Operations**

  In-house ERP, GPS, geo-fencing, ADAS, centralized control room enhance efficiency, safety & visibility

- **Cost-Efficient Fuel Strategy**

  PESO-licensed diesel pump offers ~14.6% cost savings in FY25, covering ~30% of trip volumes

- **Robust Asset & Maintenance Infrastructure**

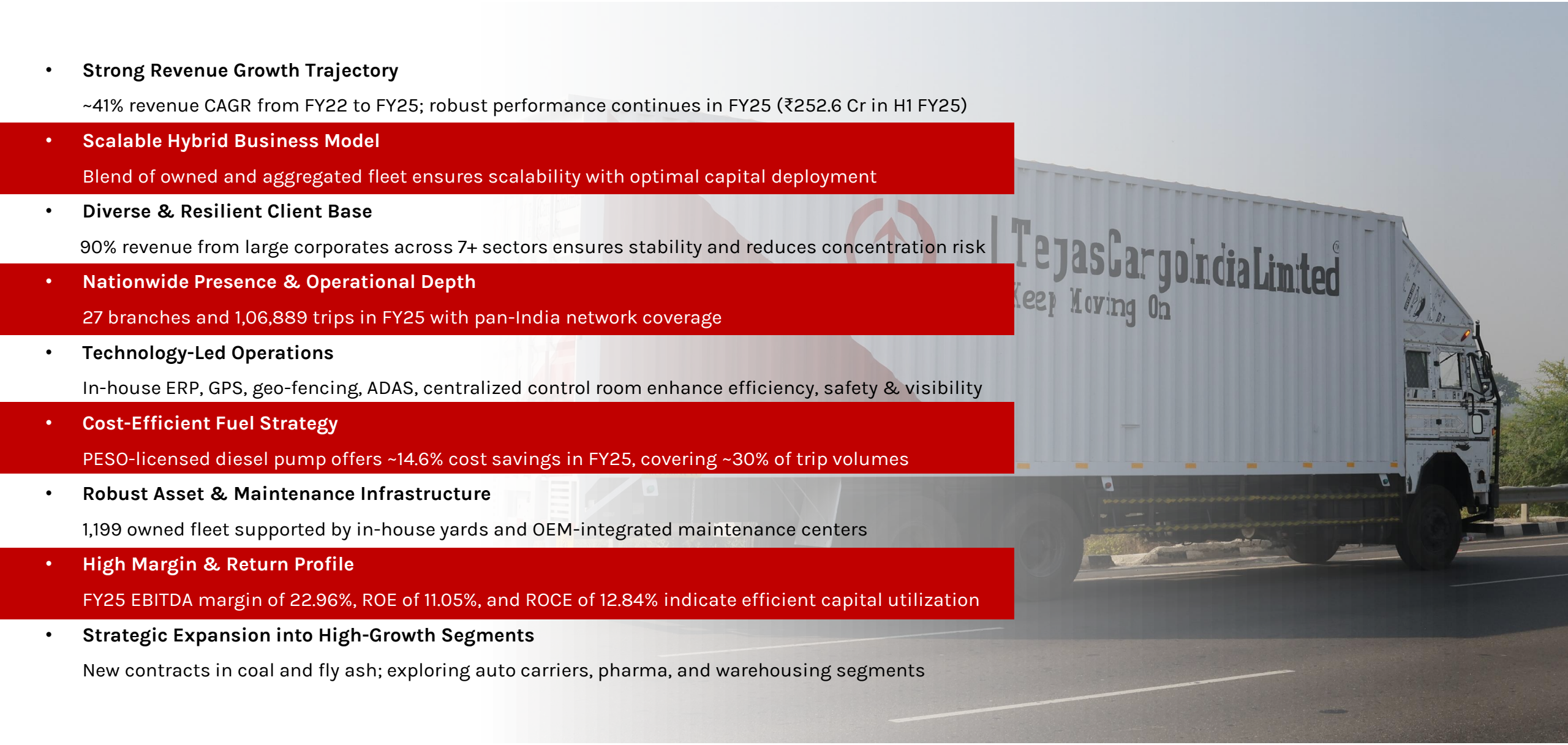
  1,199 owned fleet supported by in-house yards and OEM-integrated maintenance centers

- **High Margin & Return Profile**

  FY25 EBITDA margin of 22.96%, ROE of 11.05%, and ROCE of 12.84% indicate efficient capital utilization

- **Strategic Expansion into High-Growth Segments**

  New contracts in coal and fly ash; exploring auto carriers, pharma, and warehousing segments



Industry Trust Backed by Recognitions & Compliance

Tejas Cargo India Limited
Keep Moving On





































Cultural Initiatives Enhancing Employee Engagement













Tejas Cargo India Limited
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Tejas Cargo India Limited
3rd Floor, Tower B, Vatika Mindscape, 12/3, Mathura Road, Sector 27D, Faridabad 121003, Haryana.
Email: compliance.officer@tcipl.in
Phone: +91-7290096895
Website: www.tcipl.in/

Kirin Advisors

Kirin Advisors Private Limited
713-B, Lodha Supremus II,
Wagle Estate, Thane West – 400 604.
E-mail: info@kirinadviso₹com
Phone: +91 22 4100 2455
Website: www.kirinadvisor.com

