

Tejas Cargo India Limited

Keep Moving On

Investor Presentation

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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

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10+ years
in Logistics

7+
Sectors Served

27
Branches

280+
Employees

1,199
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:
1,199 fully-owned vehicles
899 container trucks & 300 trailers

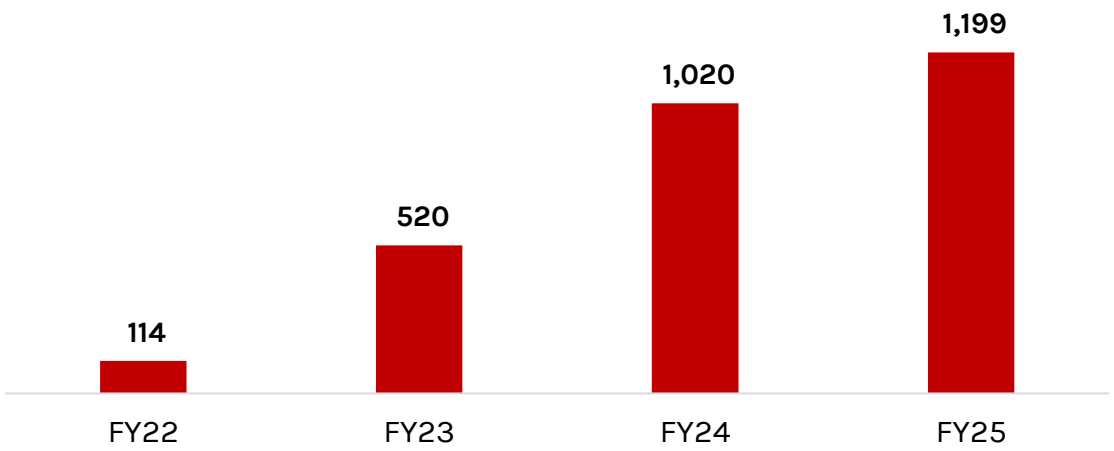
Composition:
~70% containers (9–18T),
~30% trailers (40T)

Utilization: ~ 82%,
enabled by centralized route planning

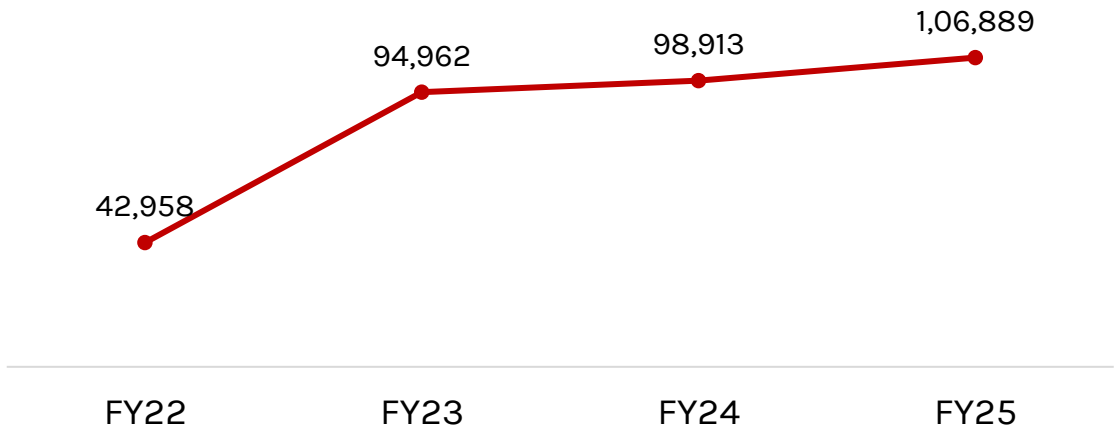
Capex Plan:
100 vehicles,
replacement/additions every year

On time performance:
86% deliveries on schedule

Fleets Size



Number of Trips



Driving Efficiency Through Owned Fleet & Proactive Renewal

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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

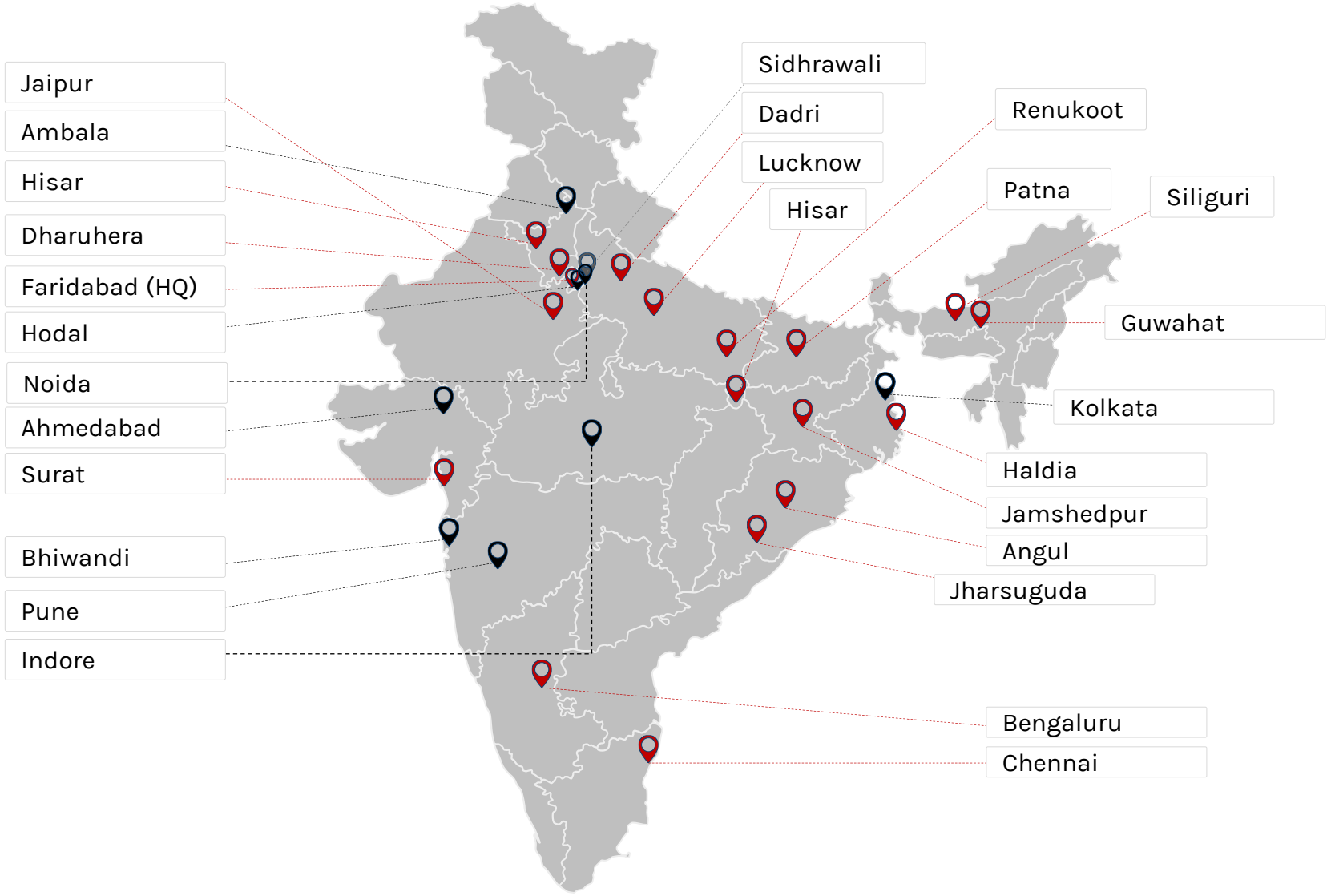
- Annual Maintenance Contracts (AMC)
- Dedicated service yard at Sidhrawali, Haryana
- 9 support stations across India
- OEM partnerships for warranty service and faster turnaround



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



Branch Offices

Branches with Maintenance Yards

Branches with Small Maintenance Facilities

Powering the Supply Chains of India's Leading Industries

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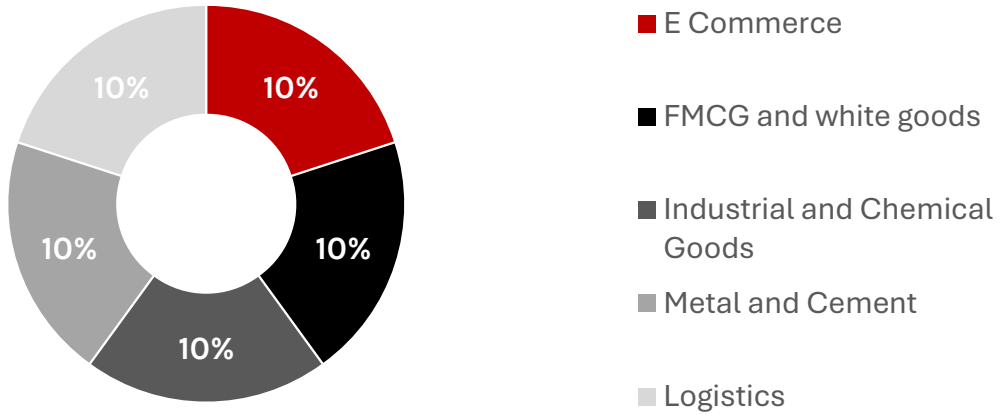
E-commerce | Express Cargo | Steel | Cement | FMCG | FMCD | Industrial & Chemicals | White Goods

Upcoming / Targeted Industry Verticals

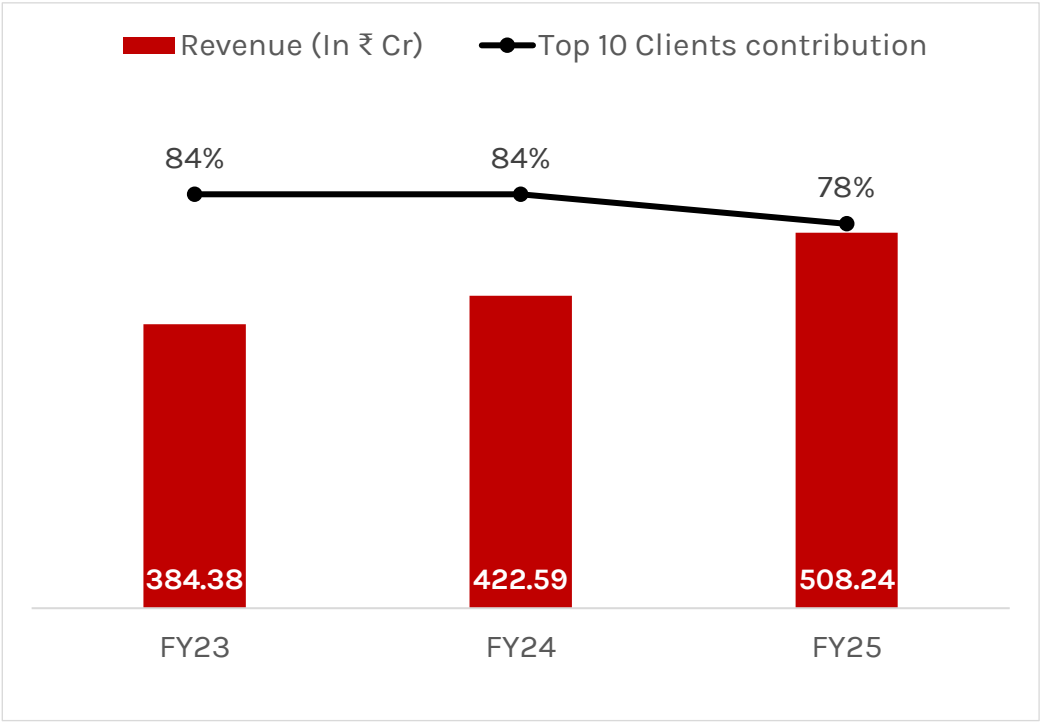
- Pharmaceuticals
- Automobile
- Waste Management
- Coal, Fly Ash & other minerals/metals
- Rail Logistics
- Power & Energy

FY25 Sector wise revenue breakup



Trusted by Leading Brands Across Industries

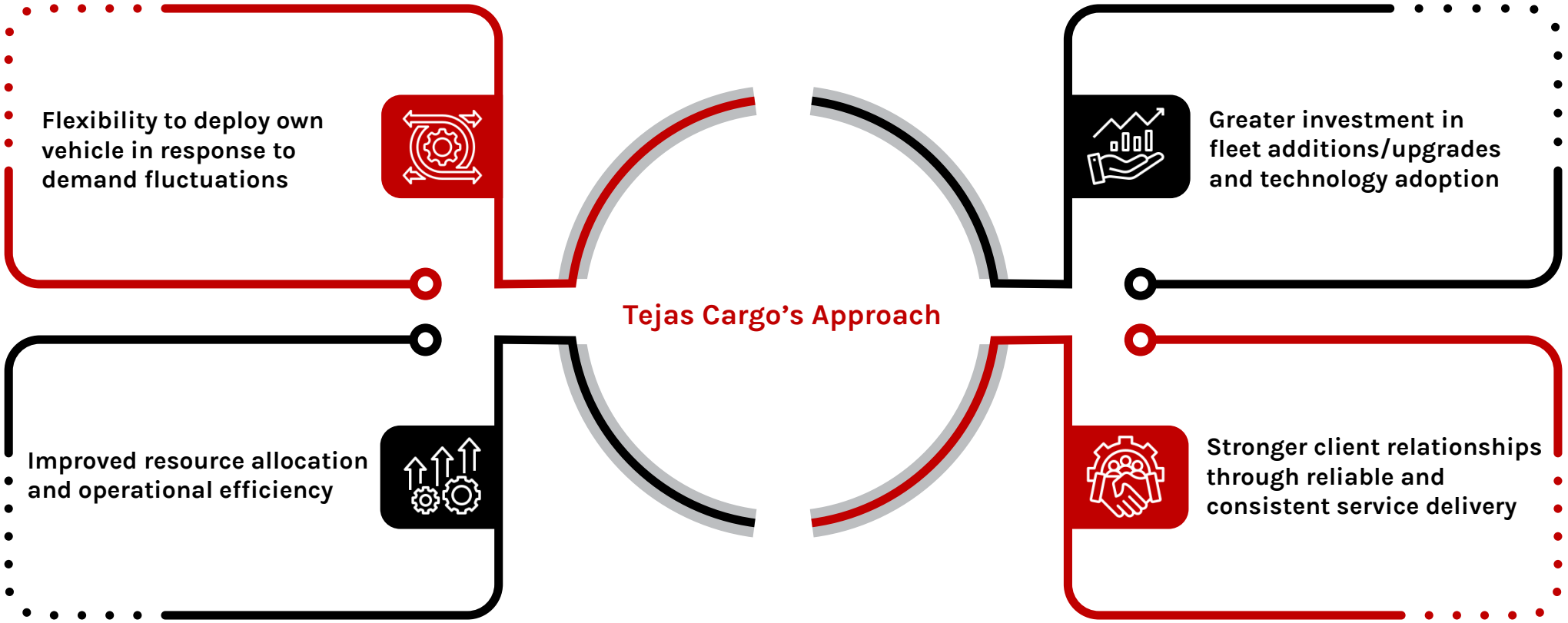
Client Bifurcation



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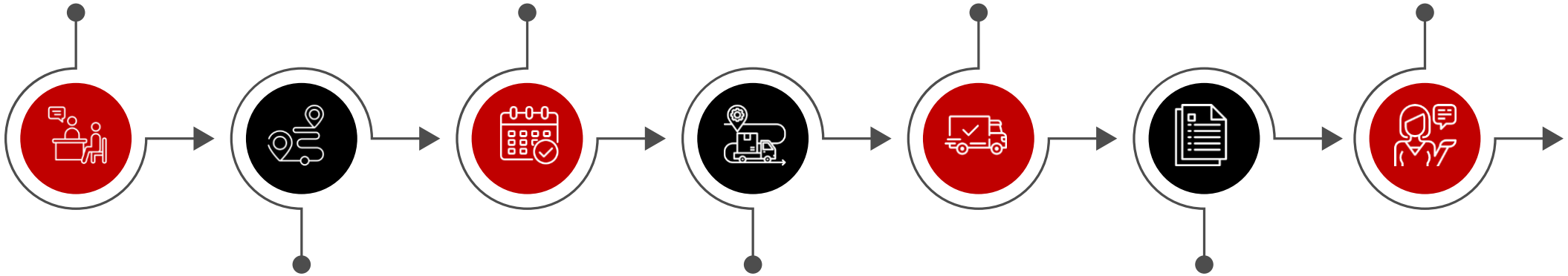
The Company delivers a comprehensive suite of road transportation services, managing the logistics journey from initial client engagement to post-delivery support. The process is structured, technology-driven, and designed to maximize reliability and efficiency.

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

FTL market to grow at 8.69% CAGR
(USD 123.8 Bn in 2025
→ USD 187.8 Bn by 2030)

Infrastructure Boost:
Mega projects like MTHL, Dedicated Freight Corridors to transform freight movement

Employment Surge:
Logistics sector projected to add ~10 million jobs by 2027



India Long-Haul Road Logistics: Backbone of National Connectivity

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

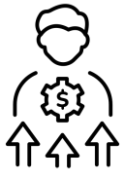
Source: PIB

India FTL Market: Growth Momentum & Industry Outlook



Market Snapshot

- India FTL Market Size: USD 123.8 Bn in 2025
- Expected to reach USD 187.8 Bn by 2030
- CAGR: 8.69% (2025–2030)
- FTL dominates India's surface logistics, driven by road freight, accounting for a significant share of inter- and intra-state cargo movement



Growth Drivers

- Focus on reducing logistics cost to 5–6% of GDP under PM Gati Shakti
- Investments of ~USD 10 Bn in warehousing & logistics sector
- Increasing exports and rising interstate movement of goods
- Expanding infrastructure: rail freight, road connectivity, and multi-modal hubs
- Government thrust via DFCs, logistics parks, and digital logistics platforms



Service Evolution

- Integration of rail-road-port connectivity for FTL efficiency
- Emergence of organized asset-heavy & asset-light models
- Technology upgrades in fleet telematics, routing, load optimization
- Enhancing efficiency via last-mile integration, smart freight stations, and IoT



Strategic Outlook

- India as a global logistics hub by 2030
- Major projects like MTHL, Navi Mumbai & Noida Airports, and Western DFC to accelerate freight infrastructure
- 10 million jobs to be added by 2027 in logistics & transportation
- Future outlook supported by scalable infrastructure, integrated systems, and digital innovation

Source: Research & Markets



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

H2 FY25 Financial Highlights

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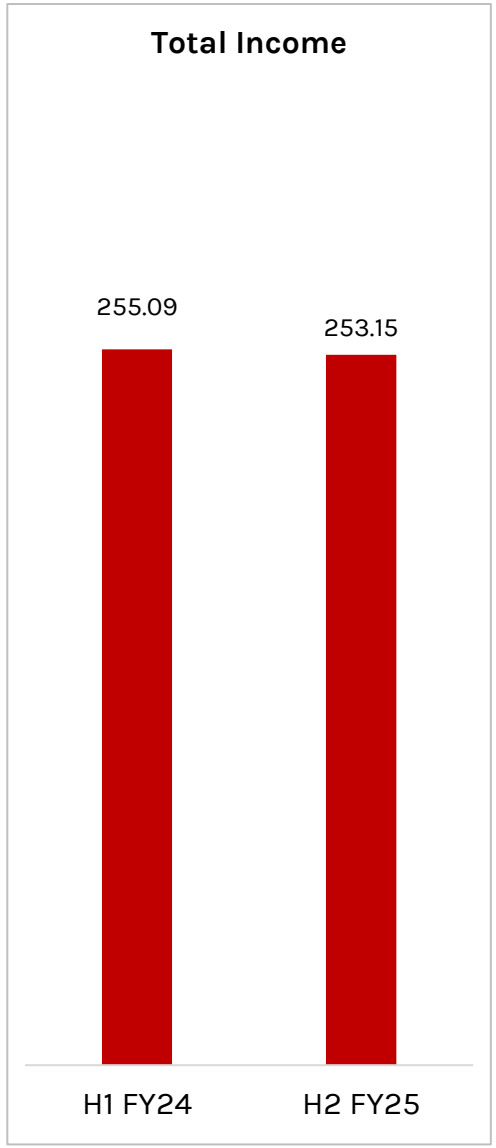
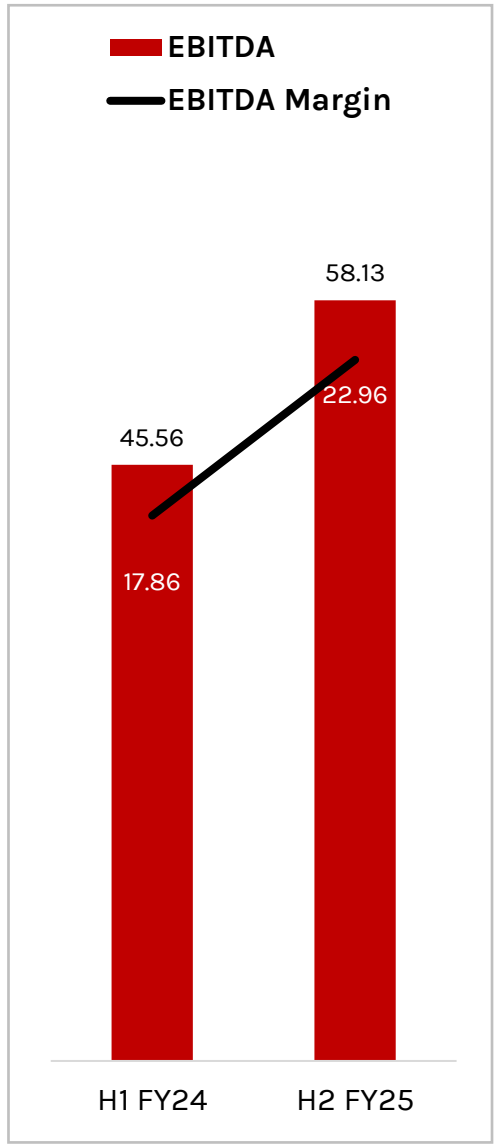
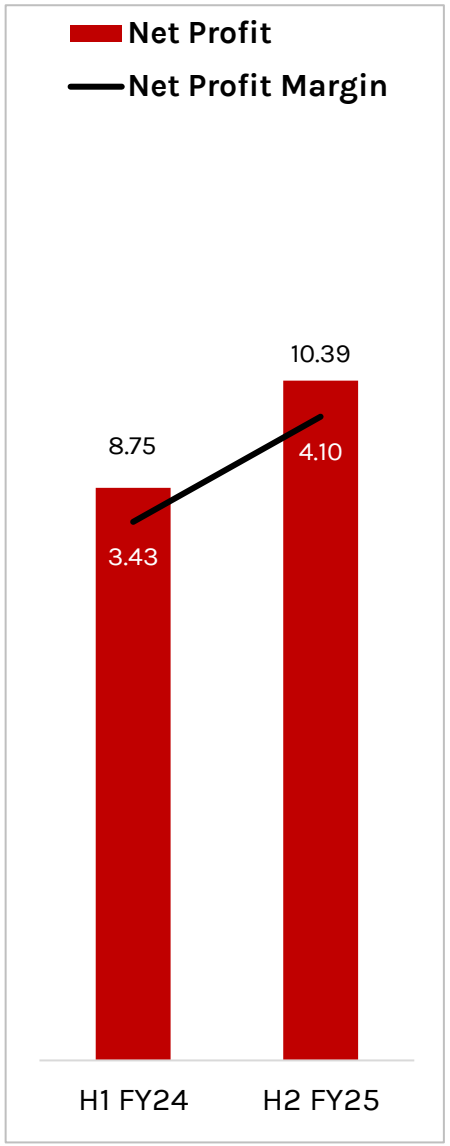
In ₹ Cr

Particulars	H1 FY24	H2 FY25
Net Sales	252.61	248.69
Other Income	2.48	4.46
Total Income	**255.09**	**253.15**
Operating Expenses	198.76	182.53
Employee Benefit Expenses	6.21	8.10
Other expenses	4.55	4.40
Total Expenditure	209.53	195.02
EBITDA	**45.56**	**58.13**
Interest	8.02	8.92
Depreciation	25.85	35.15
PBT	11.69	14.05
Tax	2.94	3.66
Net Profit	**8.75**	**10.39**
EPS (Diluted)	4.97	5.66

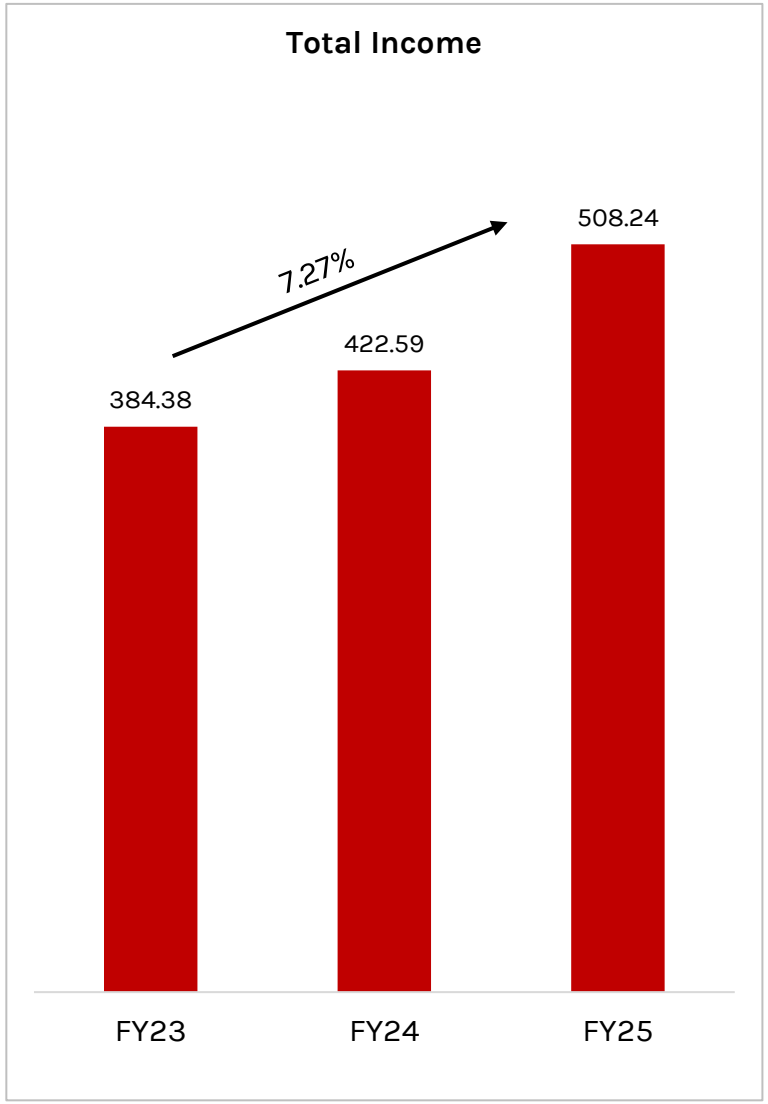
All Amount In ₹ Cr & Margins In %

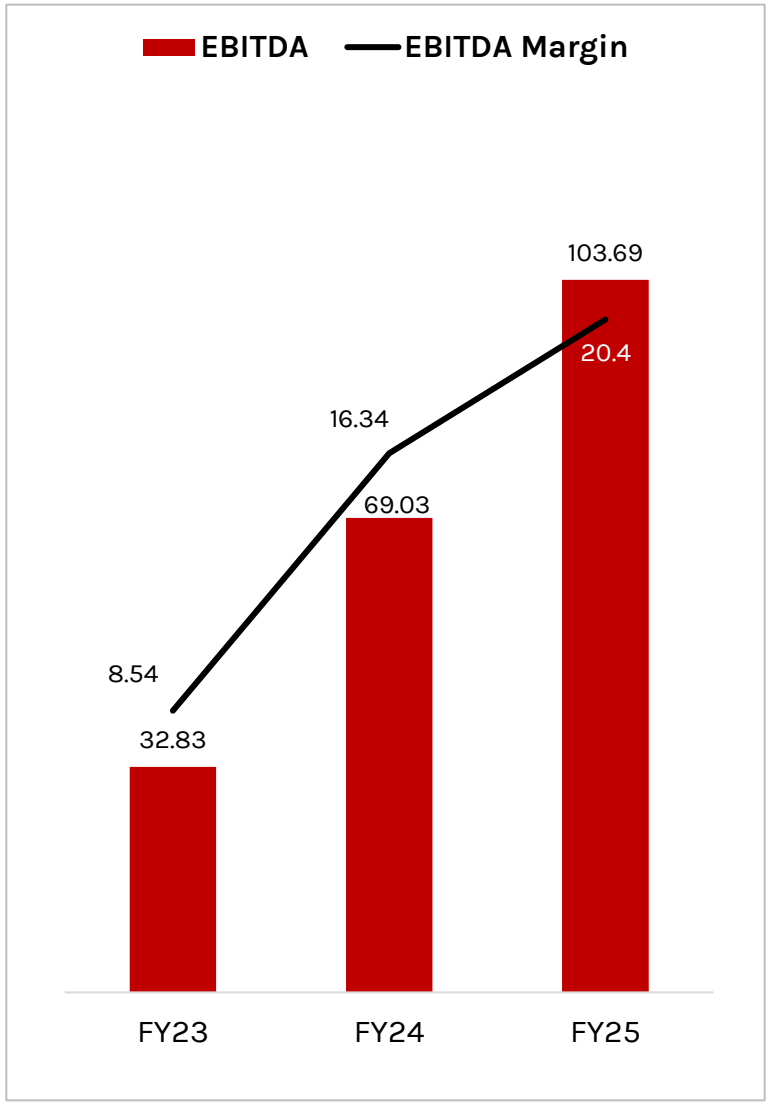


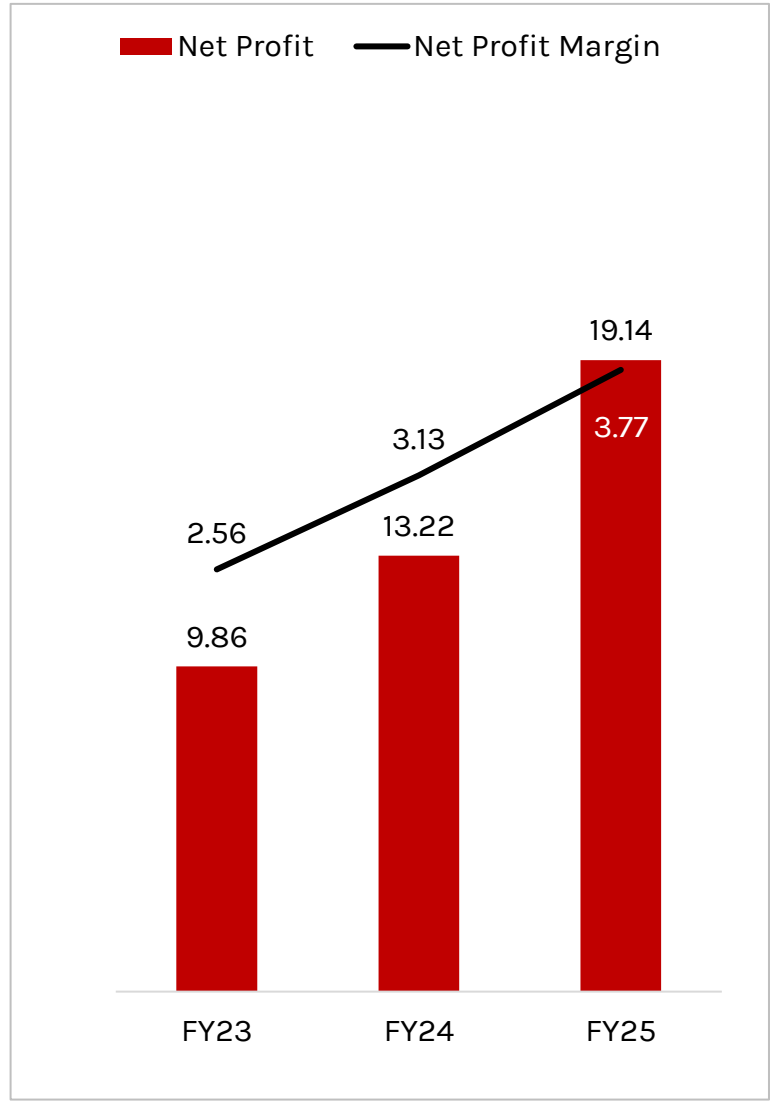




FY25 Key Financial Highlights







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

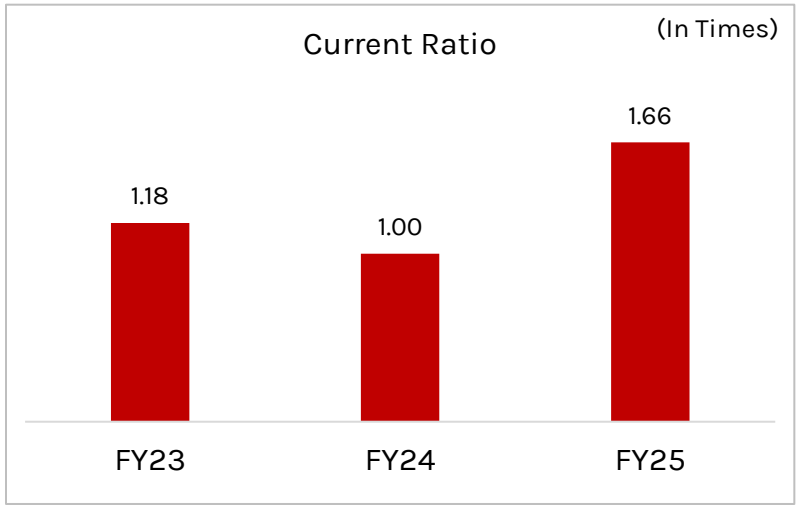
In ₹ Cr

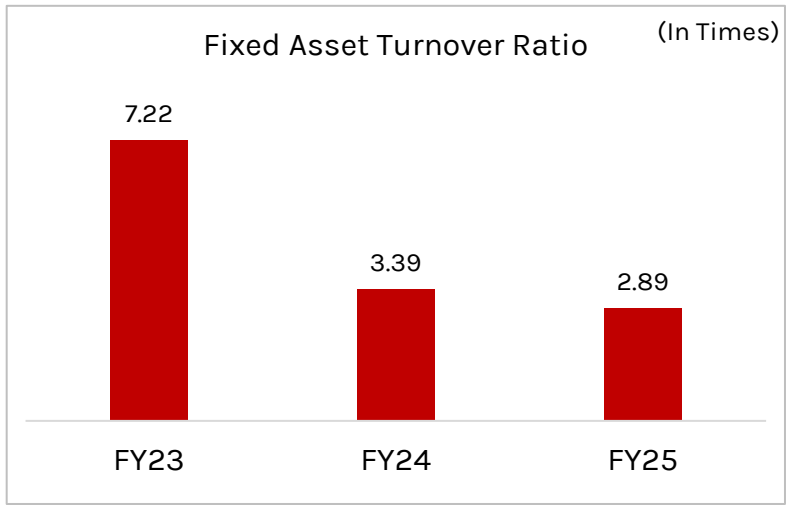
Equity & Liabilities	FY23	FY24	FY25
Equity	0.01	0.24	23.89
Reserves	13.01	55.20	149.34
Net Worth	**13.02**	**55.45**	**173.23**
Non Current Liabilities			
Non Current Borrowings	40.67	80.11	86.56
Deferred Tax Liability	0.38	0.18	0.00
Long Term Provision	0.00	0.00	0.00
Other Non-Current Borrowing	9.01	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**

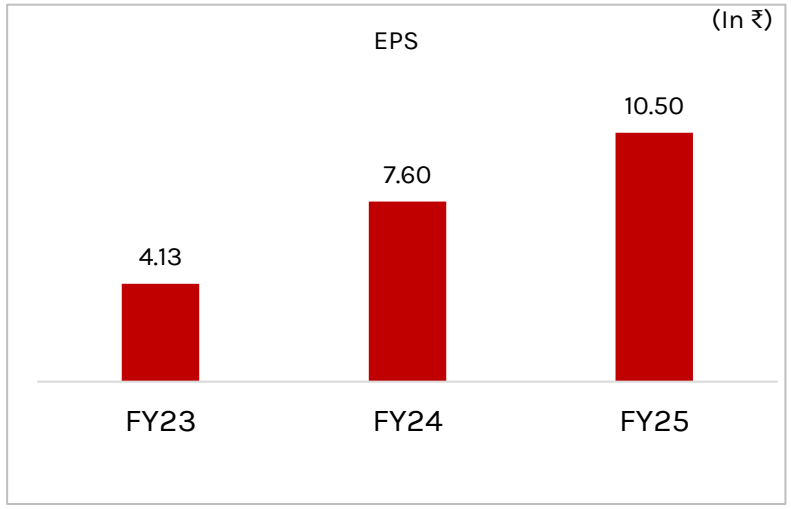
Assets	FY23	FY24	FY25
Non Current Assets			
Fixed Assets	52.85	123.56	173.25
Non Current Investments	0.00	18.90	17.45
Other Non Current Financial Assets	0.00	0.00	0.00
Deferred Tax Assets (Net)	0.00	0.00	1.63
Other Non Current Assets	0.47	0.80	1.06
Total Non Current Assets	**53.32**	**143.26**	**193.39**
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**

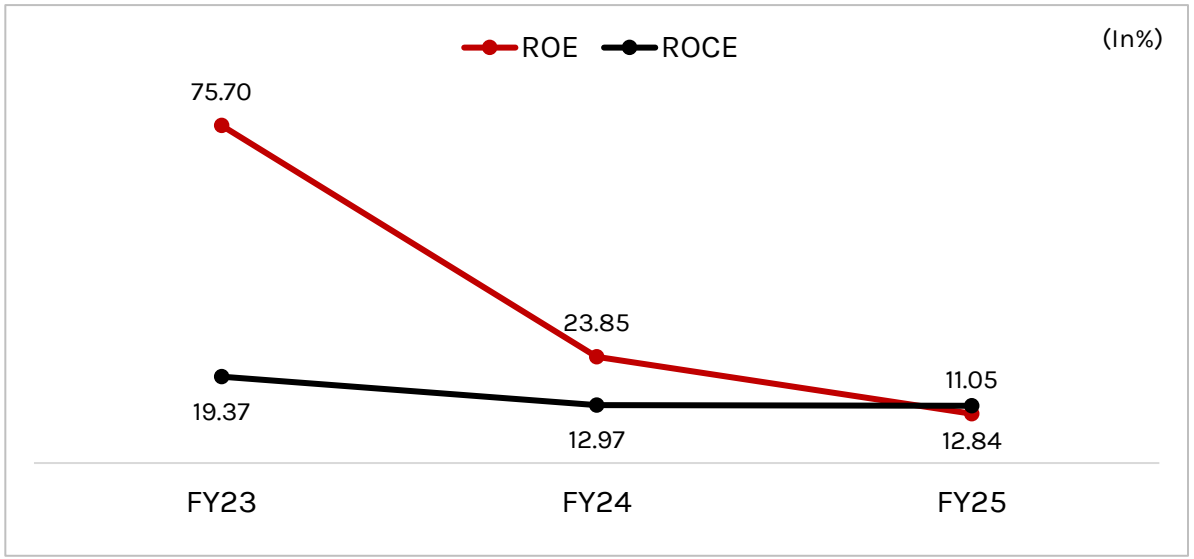
Note: FY23 figures are taken on standalone basis

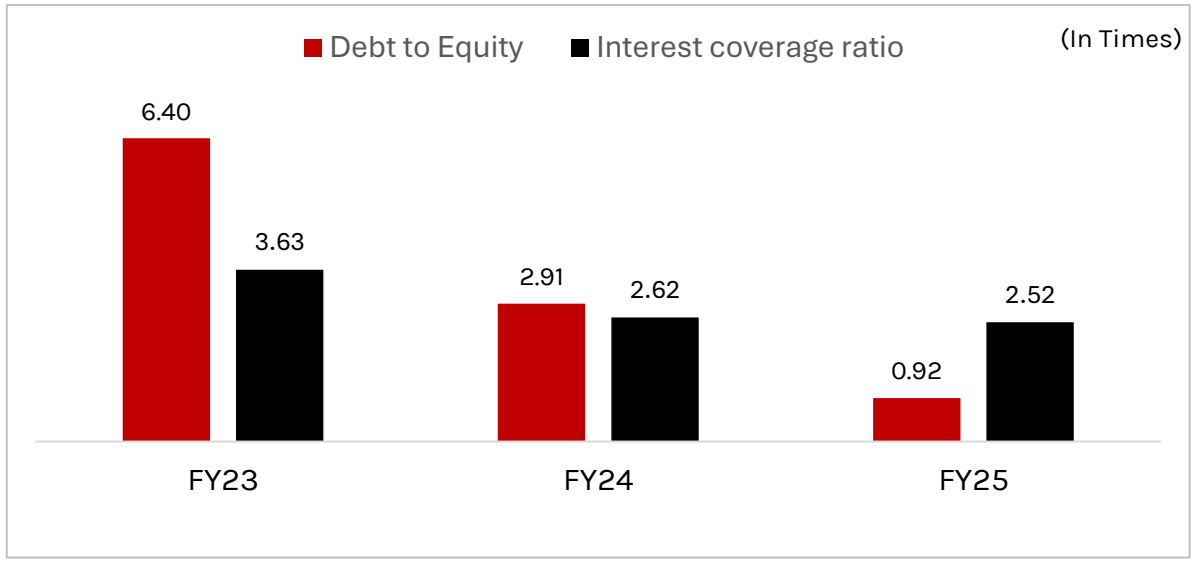
Key Ratios











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

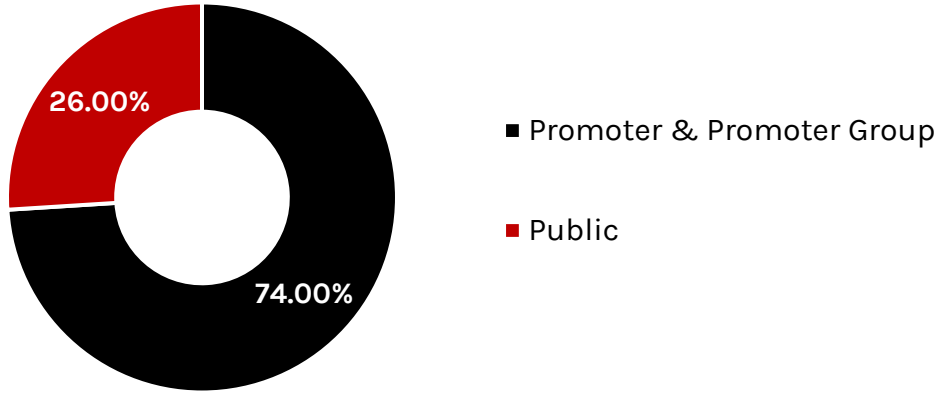
Stock Data

As on 18-07-2025

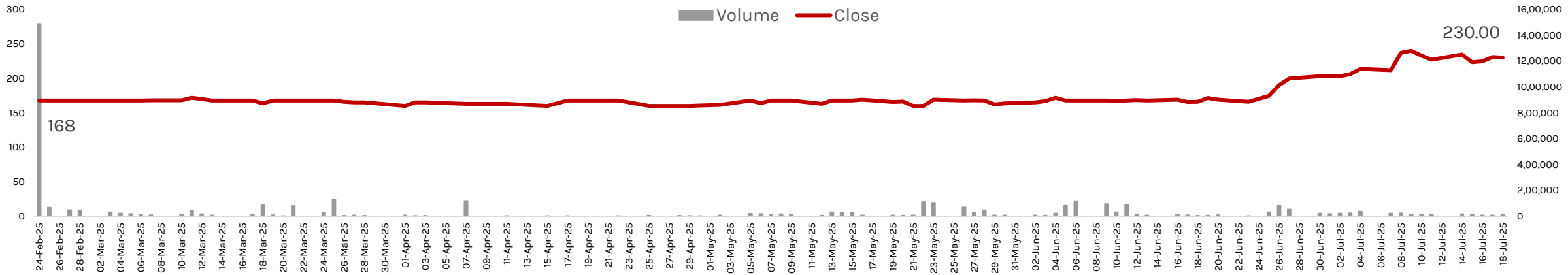
NSE – TEJASCARGO	
Share Price (₹)	230.00
Market Capitalization (₹ Cr)	549.54
No. of Shares Outstanding	2,38,92,840
Face Value (₹)	10.00
52 week High-Low (₹)	245.00 – 141.05

As on 30-06-2025

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.

Core Competencies

- **Pan-India FTL Network** with 1,199 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**

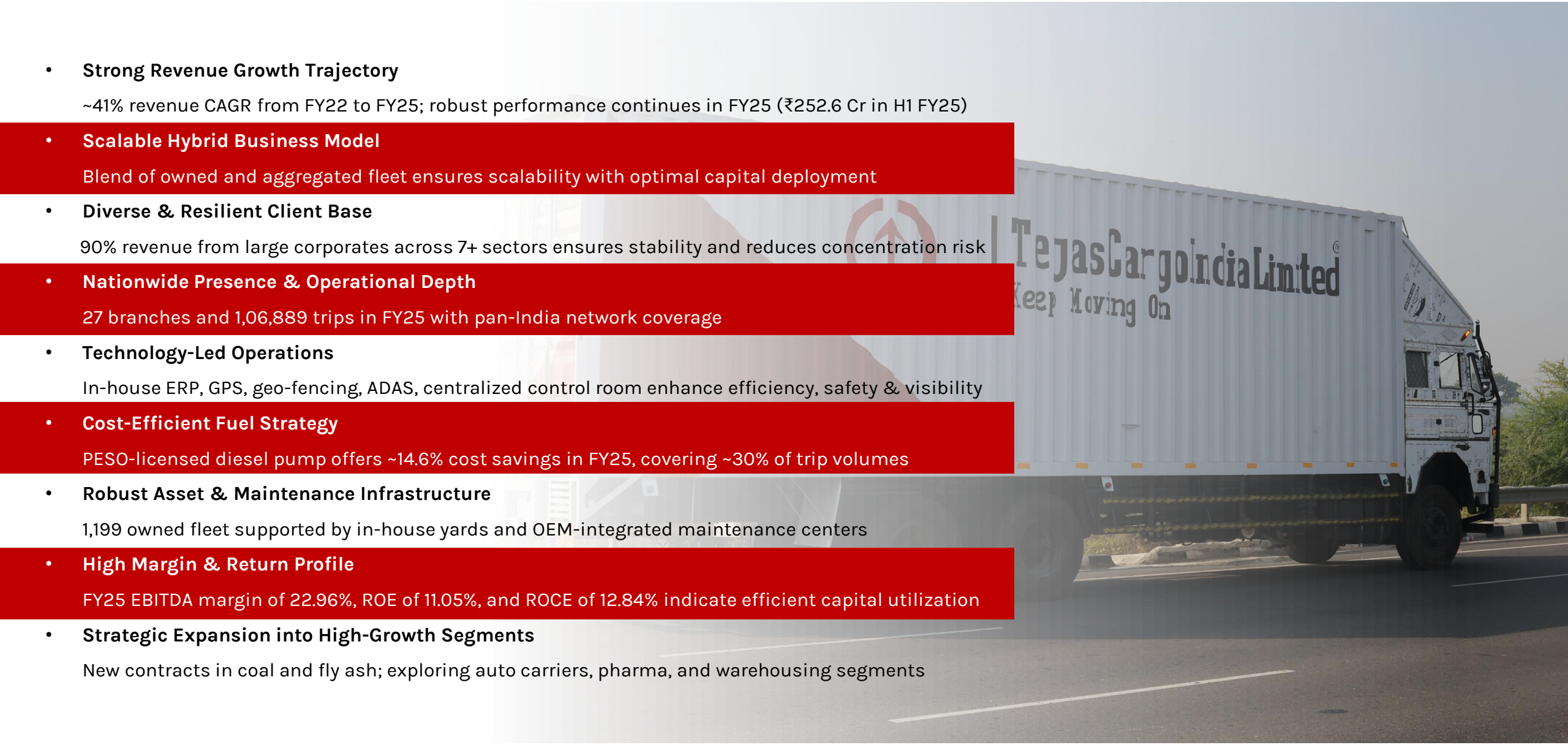
  1,199 owned fleet supported by in-house yards and OEM-integrated maintenance centers

- **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
Keep Moving On

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