

October 29, 2024

To, BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai – 400 001 BSE Scrip Code: 543955	To, National Stock Exchange of India Limited Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051 NSE Symbol: TREL
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Dear Sir/Madam,

Subject: Investors Presentation

Pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“**SEBI Listing Regulations**”), read with Part A of Schedule III of the SEBI Listing Regulations, we are enclosing herewith the Investors Presentation on the financial performance of the Company for the quarter and half year ended September 30, 2024, to be discussed at Earnings Conference Call which has been scheduled to be held on Wednesday, October 30, 2024 at 12:00 noon (IST).

The aforesaid information shall be made available on the Company's website at: www.transindia.co.in

Kindly take the above information on your records.

Thanking you.

Yours faithfully,
For **Transindia Real Estate Limited**
(Formerly *Transindia Realty & Logistics Parks Limited*)

Khushboo Dinesh Mishra
Company Secretary & Compliance Officer

Encl.: a/a



TRANSINDIA
REAL ESTATE

INVESTOR PRESENTATION
Q2 FY25

Safe Harbor

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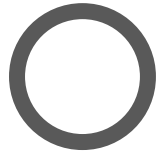
Introduction



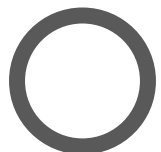
TransIndia Real Estate is one of the key players in the real estate, warehousing and commercial logistics space



The company specializes in investing and developing logistics assets essential for businesses to streamline their global and domestic supply chains.



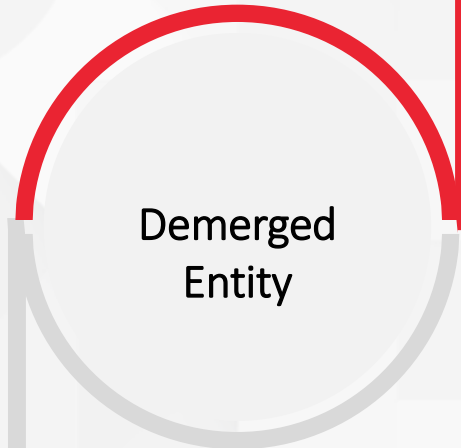
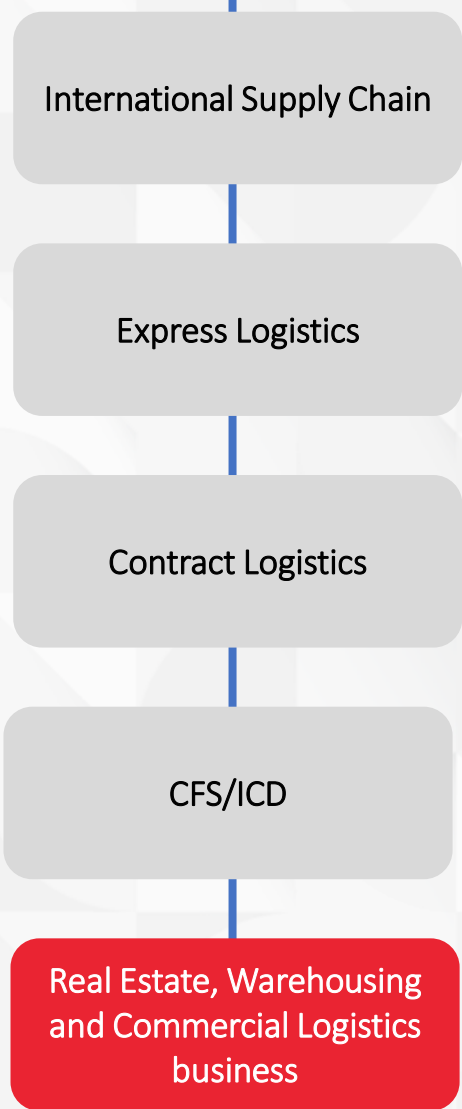
Solutions includes cutting-edge logistics parks, advanced engineering facilities, Container Freight Stations, Inland Container Depots and other real estate assets



Strong presence across major cities in India. Successfully developed 5.5mn sqft and exited 4.85mn sqft of Grade A projects in Delhi NCR (Farukhnagar), Bengaluru (Malur), Hyderabad (Patancheru), and Goa (Venkatpura)

Parentage – Allcargo Group

ALLCARGO GROUP PRESENT ACROSS THE LOGISTICS VALUE CHAIN THROUGH ITS GROUP COMPANIES



Transindia Real Estate Limited

Transindia Real Estate Limited is a key player in industrial & logistics real estate sector with real estate footprint across sectors like warehousing, ICD/CFS, etc.

Pan India presence across top tier cities in India

Industrial & logistics parks across Bangalore, Mumbai, Delhi NCR, Chennai, Hyderabad, and Goa

Real Estate Assets for CFS/ICD operations at Mumbai, Chennai, and Delhi NCR

Planned future development in logistics real estate sector across tier I & II cities of India

Timeline

2019

- Formation of Allcargo Logistics & Industrial Park as Industrial Real Estate Development platform of Allcargo Logistics Limited

2020

- Delivered ~1.0 Mn sft of Grade A warehouse space in Hyderabad and Bangalore

2021

- Delivered ~3.0 Mn sft of Grade A warehouse space in Delhi-NCR and Bangalore

2022

- Jhajjar Logistics Park awarded as the Best Industrial & Warehousing Project of the Year
- Decathlon building at Malur received the Platinum Rating (2nd warehouse building in India to receive Platinum rating by IGBC)

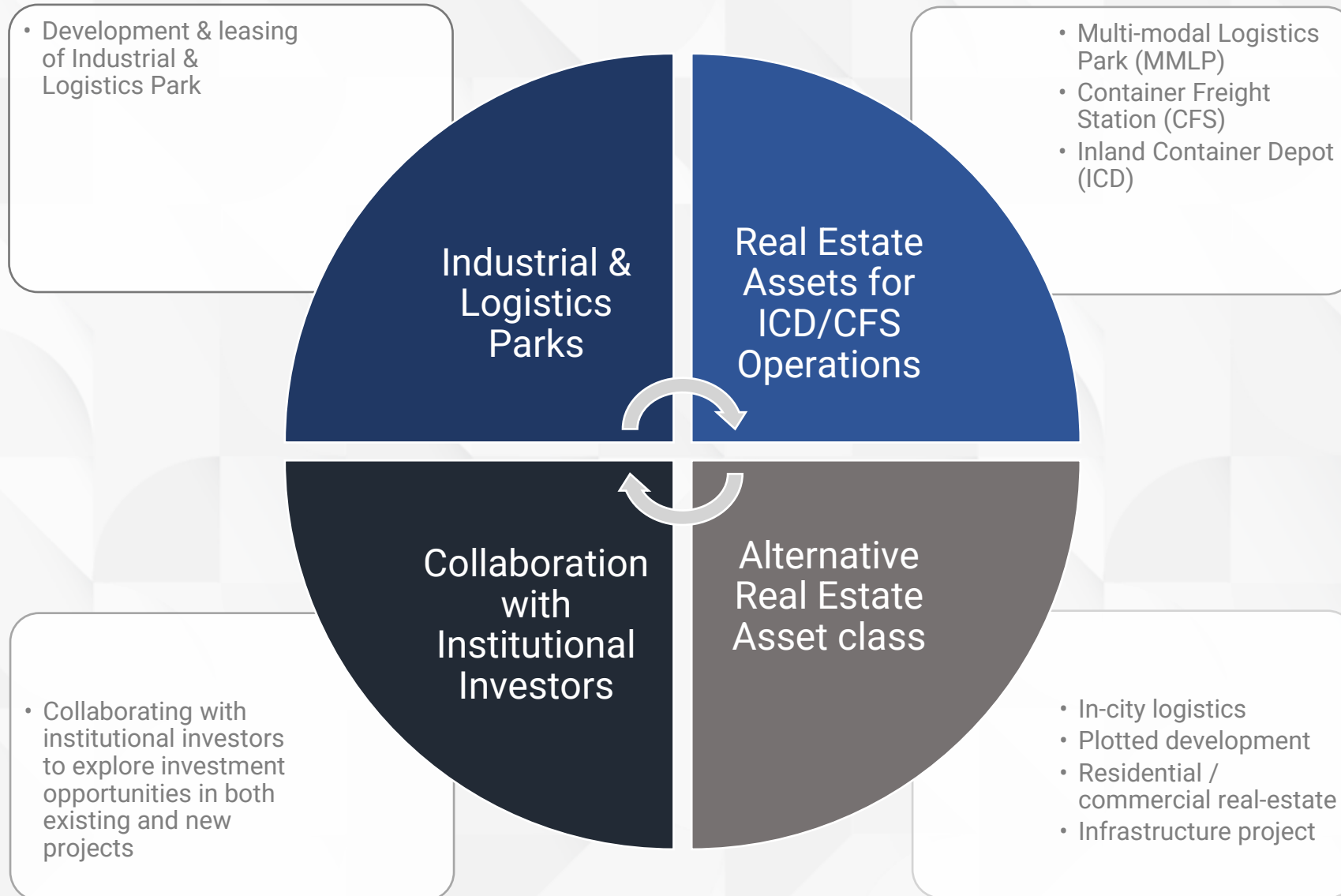
2023

- Demerger of Transindia Real Estate Limited (Transindia) from Allcargo Logistics Limited
- Transindia is one of India's key listed players in the industrial real estate sector

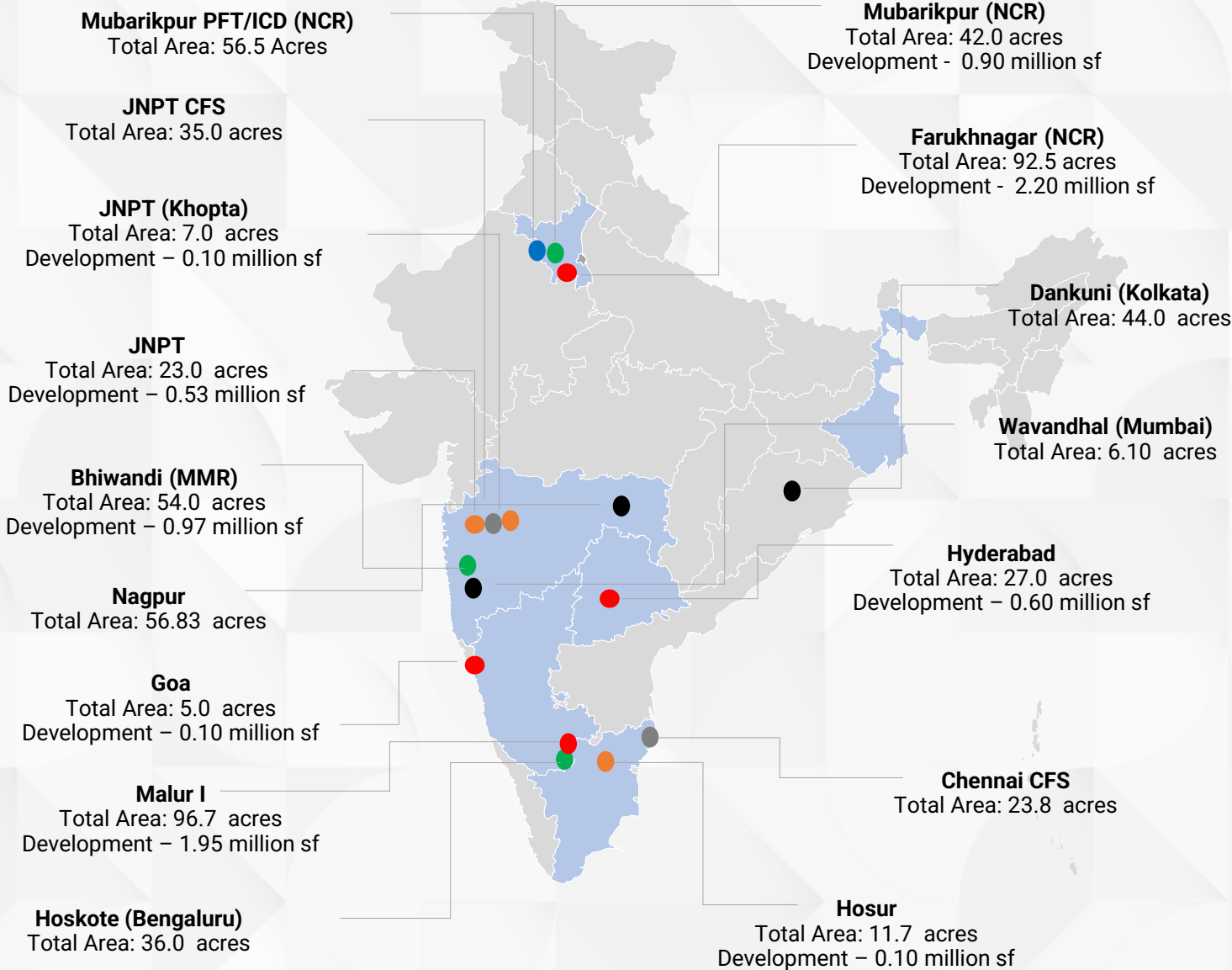
2024

- Divested logistics park in Jhajjar, Haryana to funds managed by Blackstone for an enterprise value of Rs. 625 crores
- Acquired land parcel at Bhiwandi, Hoskote & Dankuni.

Business Model



Portfolio Summary*



Legend		
●	Ready Assets Exited (WH)	4.85 mn sqft
●	Completed assets (WH)	0.73 mn sqft
●	CFS Land	58.8 acres
●	Land Bank#	142.93 acres
●	Planned PFT/ICD Land	56.5 acres
●	Planned Development (WH)	1.87 mn sqft

*excluding our investment in commercial RE asset (Allcargo House & Training center in Lonavala)

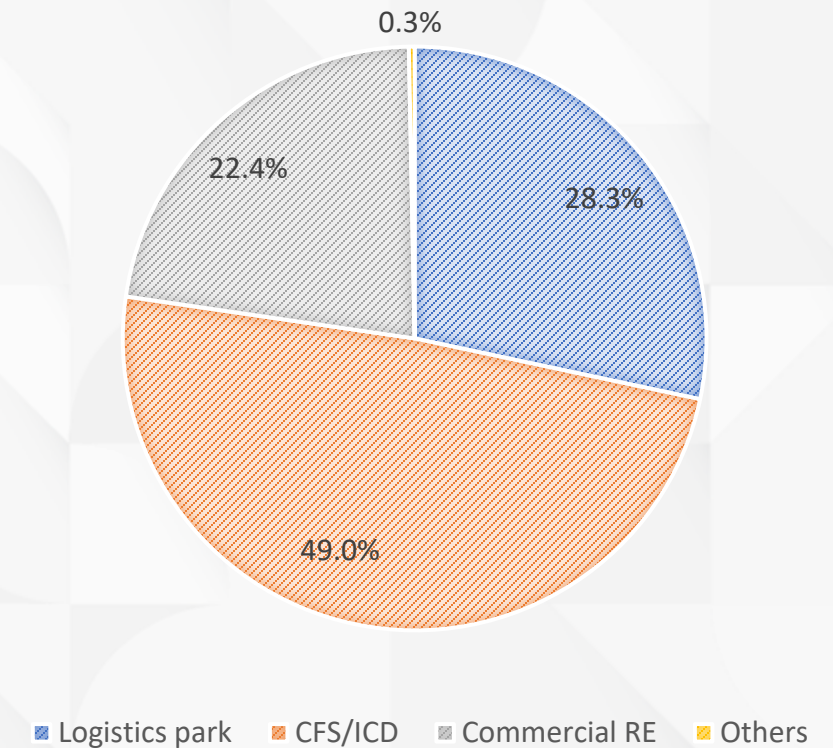
Include land parcels at Borkhedi, Dankuni, Wavandhal, Malur & Hoskote

Completed Projects

➤ Include Logistics Park, CFS, Commercial & Residential Units

Project	Land Size (Acres)	Chargeable Area (Sq Ft)	Rent potential (INR Cr.)
Koprolu WH	23.00	5,80,290	12.33
Khopta WH	7.00	1,68,000	3.66
Hosur WH	11.69	1,12,196	2.70
Khopta CFS	36.00	-	18.37
Chennai CFS	23.80	-	13.92
Allcargo House	0.70	94,500	14.65
Lonavala TC	0.25	18,475	0.11
Diamond Baby Flats	-	-	0.21
Total	102.44	9,73,461	65.95

Asset-wise rental distribution



Completed Projects

Koprolu Warehouse



Khopta Warehouse*



JNPT CFS



Allcargo House



Lonavala training center



Chennai CFS



* Rendered images for representation purpose

Future Plans

Planned Greenfield development of Integrated Industrial & Logistics parks and other logistics sector real estate assets across India

Explore new opportunities in Alternative asset class like MMLP, Plotted development, etc.

Focus on Environment, Social and Governance (ESG) in line with Sustainable Development Goal (SDG) framework

Collaboration with Institutional Investor & explore platform deal to create larger portfolio of rent yielding assets

Upcoming Projects

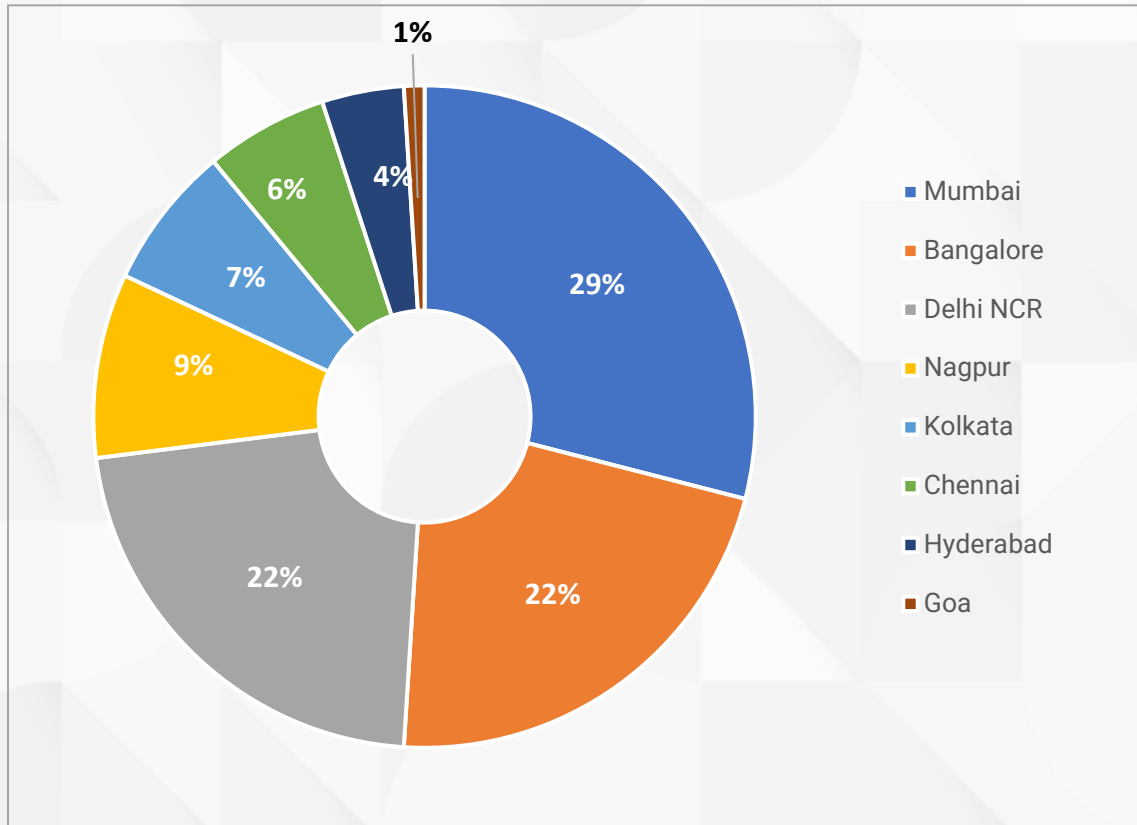
- Include recently acquired lands, where the last leg of land consolidation is being done for new projects & is expected to be launched by Q1FY26

Project	Total land size (Acres)	Developable Area (Mn Sq Ft)	Asset class
Bhiwandi (Gorsai)	52.4	0.97	Logistics park
Hoskote	36.0	n.a	To be decided
Mubarakpur WH	42.0	0.90	Logistics park
Mubarakpur PFT	56.5	n.a	ICD
Dankuni	44.0	n.a	To be decided
Total	230.9	1.87	

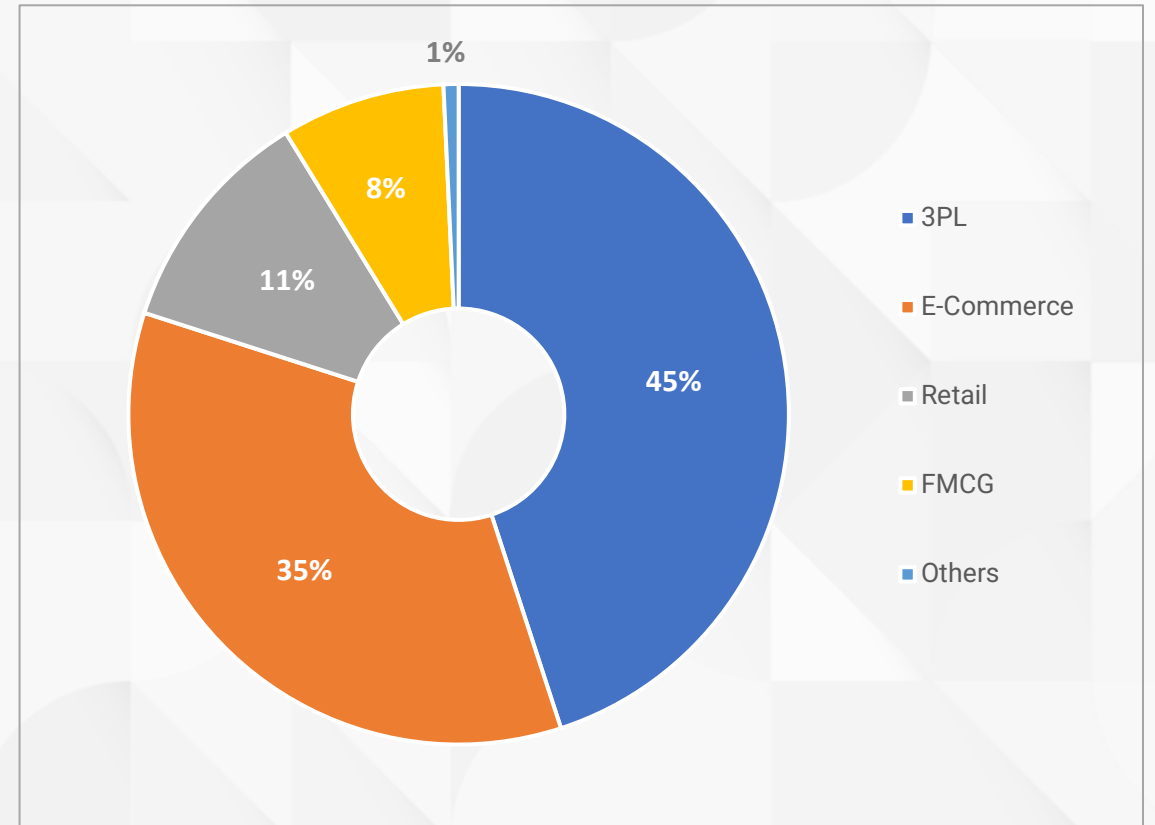
Total CAPEX for the above projects is ~1000 crs over the period of 2 years funded by debt & internal accrual

Business Presence

Experience across the Micro-markets (617 acres)



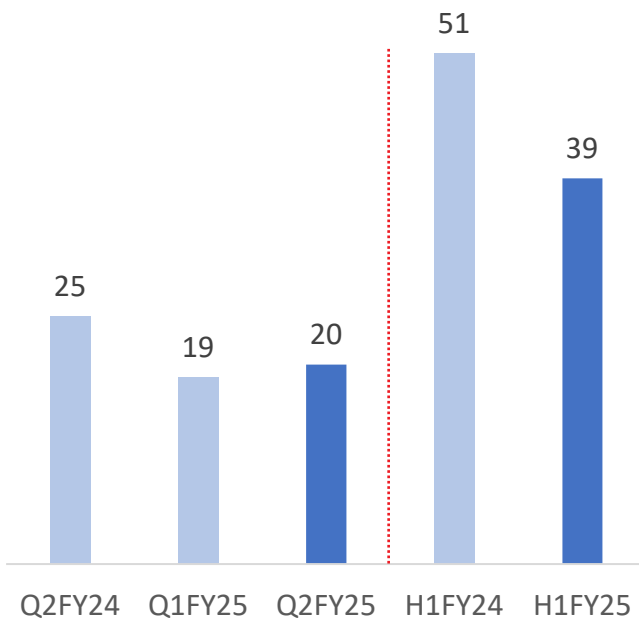
Sectoral Distribution of clients served (5.5 mn sq. ft)



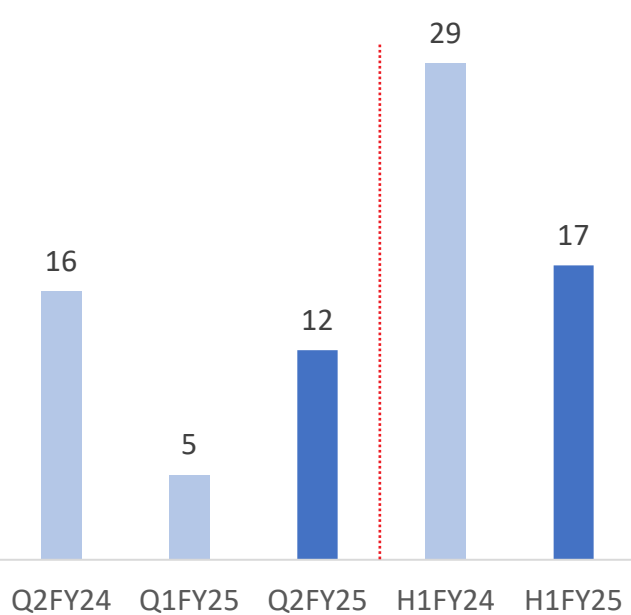
**above charts also include projects TREL developed & exited*

Q2FY25 Key Financial Highlights - Consolidated

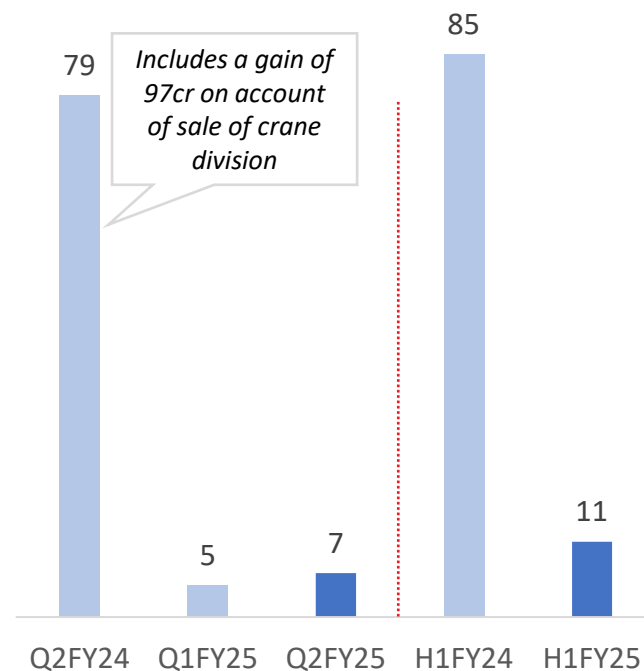
Total Revenue (₹ crs)



EBITDA (₹ crs)



Net Profit* (₹ crs)

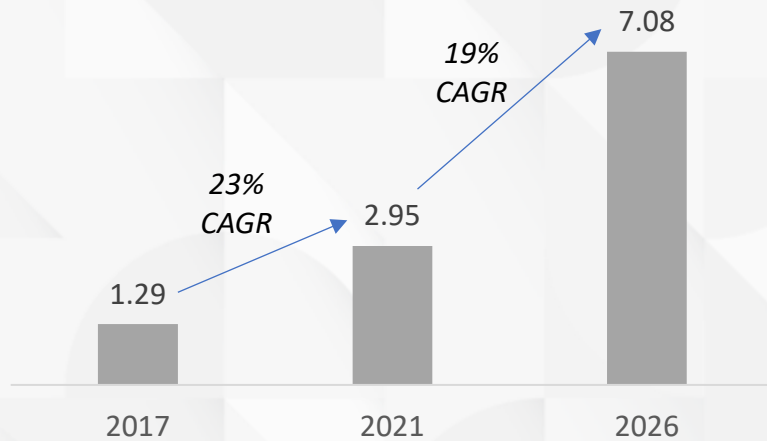


**including discontinuing operations*

Warehousing Industry Overview (1/2)

Indian Warehousing Market Size

(in million sqm)



Industry split of transaction volumes (%)

	FY2023	H1 2024
3PL	39	30
Other Sectors	30	47
Retail	13	6
E-commerce	7	5
Miscellaneous	5	6
FMCD	4	4
FMCG	3	2
	100%	100%

Growth drivers

Infrastructure push by the government of India

Growth in manufacturing sector

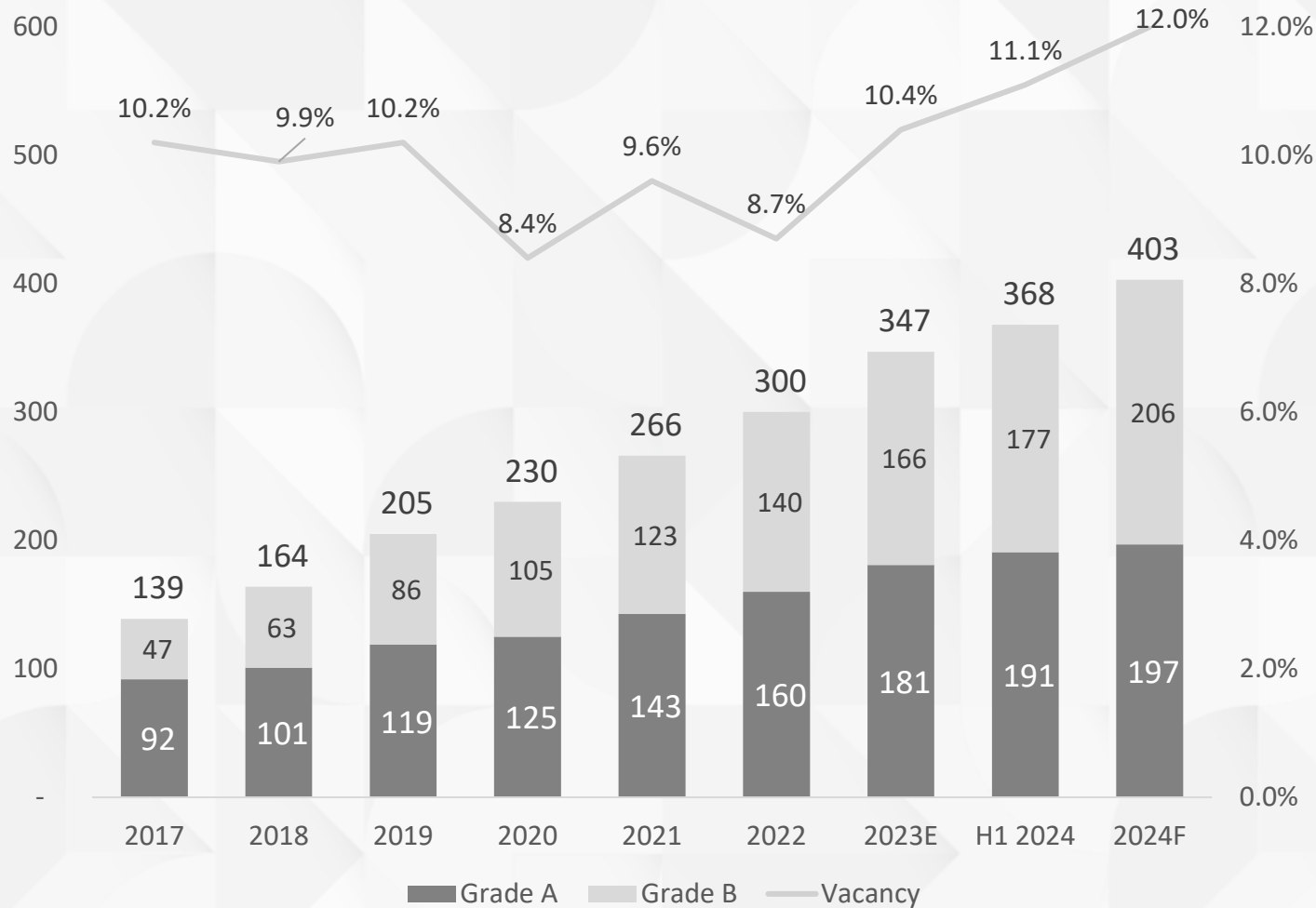
Surge in E-commerce and rise of quick commerce

Shift in warehousing demand (Tier II & III cities) & Investment in technology

Foreign direct investment in the logistics sector

Warehousing Industry Overview (2/2)

Yearly growth of warehousing stock in top 8 tier 1 cities (Mn Sq.ft.)



Source: Savills India Research

Top-8 cities Warehouse Market Overview

Particulars	Stock*	Supply (H1FY24)	Absorption (H1FY24)	Vacancy*
Unit	(mn sq. ft)	(mn sq. ft)	(mn sq. ft)	(%)
Ahmedabad	18.5	0.9	1.0	9.8
Bengaluru	48.4	3.2	3.1	13.6
Chennai	40.5	3.6	1.9	14.3
Delhi - NCR	89.2	4.8	5.4	13.2
Hyderabad	26.0	0.9	2.2	8.8
Kolkata	37.8	2.1	2.2	8.3
Mumbai	62.4	3.0	2.3	11.6
Pune	44.8	3.2	3.3	4.6

Source: Savills India Research. *Stock and vacancy as on H1FY24

Client associations across locations



Board of Directors



Mohinder Pal Bansal

Chairman & Independent Director

A Chartered Accountant by qualification, Mohinder Pal Bansal has more than 25+ years of experience across industries in India, Asia and Europe. He is currently on board of several companies such as Blacksoil Realty Investment Advisors LLP, Concorde Motors India Limited, Navneet Learning LLP and others.



Alka Arora Mishra

Independent Director

Alka Arora Mishra is currently the Chief Executive Officer for the World Skill Centre. A postgraduate in Economics and a Gold Medalist from Allahabad University, she recently retired as Additional Member Human Resources of the Railway Board. She won the Railway Minister's Award for excellence and was also selected for a Chevening Scholarship.



Jatin Chokshi

Managing Director

Jatin Chokshi is a Chartered Accountant & Company Secretary by qualification. He has more than 27+ years of work experience in industries like Shipping, Consumer Durables and Industrial Chemicals. He joined Allcargo Logistics Ltd. Group in 2001 and worked in the capacity of Financial controller, CFO & CEO across business verticals.



Vinit Prabhugaonkar

Independent Director

Vinit Prabhugaonkar has over 23+ years of experience in various facets of Real Estate and is presently the Managing Partner at WSB (formerly Walton Street India), an AIF platform. He holds an MBA from ICFAI University and a bachelor's degree in civil engineering from University of Mumbai.



Kaiwan Kalyaniwalla

Non-Executive Director

Kaiwan Kalyaniwalla is a Solicitor and Advocate of the Bombay High Court and a Senior Partner in the law firm of Maneksha & Sethna in Mumbai. Mr. Kalyaniwalla is enrolled as a Solicitor of the Supreme Court of England and Wales. He serves on the board of public listed and private Indian and foreign companies.



Shloka Shetty

Non-Executive Director

Shloka Shetty holds a Bachelor of Arts degree in Economics from Northwestern University, Chicago. In the past she has been involved in various projects at organizations like CDI Global, KPMG, Allcargo Logistics, and Deloitte Delivers. She is also the Founder of the Tribal Empowerment Initiative of the Jaag Foundation in Mumbai.

Management Team



Jatin Chokshi

Managing Director

Jatin Chokshi is a Chartered Accountant & Company Secretary by qualification. He has more than 27+ years of work experience in industries like Shipping, Consumer Durables and Industrial Chemicals. He joined Allcargo Logistics Ltd. Group in 2001 and worked in the capacity of Financial controller, CFO & CEO across business verticals.



Ram Walase

Chief Executive Officer

Ram Walase holds Bachelor's degree in mechanical engineering, from Government College of Engineering, Aurangabad, and completed Postgraduate studies at IIM Mumbai specializing in Industrial Engineering, with a focus on Logistics and Operations. He has an experience of 24+ years in infrastructure, real estate, project finance and consulting.



Mahesh Shetty

Chief Financial Officer

Mahesh Shetty is a qualified Chartered Accountant, Cost Accountant, Company Secretary, Law Graduate & B.com. He has previously worked with Ion Exchange, Oman India Investment Fund and NBS & Co. and having 18+ years of experience in the field of Accounting, Financial Management & Reporting, MIS, Budgeting, Treasury, Taxation, Compliance, Internal control, and Audit.



Environment

- Committed to reducing our carbon footprint and minimizing environmental impact.
- Our Founder & Group Chairman Mr. Shashi Kiran Shetty is a signatory to the 'Statement of Support' of the Forum Supply Chain & Transport Community to accelerate a zero-emission future
- One million trees planted to green the earth's cover
- Electricity generation using rooftop solar panel to help reduce carbon emissions



Social

- Inclusive programs in Education, Environment, Health, Women Empowerment, Disaster Relief, and Sports
- We have made a difference to over 4,00,000 lives to date
- Employee volunteering encouraged through activities like clean-up drives, running marathons to support social causes, blood donation camps, etc.
- We encourage Diversity and Inclusion with team members from various cultures and nationalities, and more than 50% women in our global workforce



Corporate Governance

- We adhere to the highest standards of governance, creating an enabling ecosystem
- Certified ISO 31000 framework for risk management and ISO 27001 for information security
- Business conducted in a free, fair, and ethical manner
- Well-defined plan for business continuity and to build resilience

Consolidated Income Statement

Particulars (INR Cr.)	Q2FY25	Q2FY24	Y-o-Y	Q1FY25	Q-o-Q	H1FY25	H1FY24	Y-o-Y
Revenue from Operations	20	25	-20%	19	5%	39	51	-24%
Expenses	8	9		14		22	22	
EBITDA	12	16	-25%	5	140%	17	29	-41%
Other Income	6	3		10		16	4	
Finance Cost	1	2		1		3	6	
Depreciation and amortization expenses	4	4		4		8	8	
PBT before associates, joint ventures	13	12	8%	10	30%	22	19	16%
Exceptional Items	-	97		-		-	94	
Profit before Tax from continuing operation	13	108	-88%	10	30%	22	113	-81%
Tax Expense	6	33		5		11	35	
PAT from continuing operation	7	75	-91%	5	40%	11	78	-86%
PAT from discontinuing operations	-	3		-		-	6	
PAT from continuing & discontinuing operations	7	79		5		11	85	
Diluted EPS (INR)	0.3	3.2	-91%	0.2	50%	0.5	3.4	-85%

Consolidated Balance Sheet

ASSETS (₹ Crores)	Sep-24	Mar-24
Non-current assets		
Property, plant and equipment	10	11
Capital work-in-progress	0	0
Investment property	868	737
Investment property under development	17	38
Intangible assets	0	0
Investment in other companies	0	5
Loans	0	4
Other financial assets	179	1
Deferred tax assets (net)	5	3
Income tax assets (net)	5	5
Other non-current assets	68	60
	1,152	864
Current assets		
Inventories	0	0
Current Investments	147	417
Trade receivables	10	17
Cash and cash equivalents	10	9
Other bank balance	0	0
Loans	4	0
Other financial assets	0	25
Contract Assets	1	1
Other current assets	5	13
Total Current Assets	177	482
Total Assets	1,329	1,346

Equity and liabilities (₹ Crores)	Sep-24	Mar-24
Equity		
Equity share capital	49	49
Other equity	1,154	1,168
Equity attributable to equity holders of the parent	1,203	1,217
Non-controlling interests	0	1
Total equity	1,203	1,219
Non-current liabilities		
Financial liabilities		
Borrowings	19	39
Other financial liabilities	16	11
Deferred tax liabilities (net)	28	23
Other non-current liabilities	9	10
Total Non-current liabilities	72	82
Current liabilities		
Financial liabilities		
Trade payables	5	2
Other payables	17	13
Borrowings	21	19
Other financial liabilities	6	6
Net employee defined benefit liabilities	1	1
Other current liabilities	3	4
Income tax liabilities (net)	0	-
Total Current liabilities	53	45
Total Equity and Liabilities	1,329	1,346

Consolidated Cash Flow Statement

Cash Flow Statement for the period ended (₹ Crores)	Sep-24	Sep-23
PBT (Continuing + Discontinuing Ops)	22	119
Adjustments	-5	-84
Operating profit before working capital changes	18	35
Changes in working capital	18	65
Cash generated from operations	36	100
Direct taxes paid (net of refund)	-8	-21
Net Cash from Operating Activities	28	79
Net Cash from Investing Activities	10	-35
Net Cash from Financing Activities	-38	-45
Net Change in cash and cash equivalents	0*	-1
Cash & Cash Equivalents on acquisition	0*	-
Opening Cash Balance	9	16
Closing Cash Balance	10	15

*less than Rs. 1 crs

Thank
You



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www.transindia.co.in

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