

DIRECTOR FAMILIARIZATION PROGRAM

THE DETAILS OF DIRECTOR FAMILIARIZATION PROGRAM OF TEJAS CARGO INDIA LIMITED HELD ON Wednesday, 02nd APRIL 2025, AT THE REGISTERED OFFICE OF THE COMPANY SITUATED AT 3RD FLOOR, VATIKA MINDSCAPE, TOWER-B, 12/3 MAIN MATHURA ROAD, SECTOR-27D, FARIDABAD, HARYANA-121003

Time	By	Points	Remark
11.30 to 11.45 AM	Karuna Sharma-HR	Role Introduction	By Presentation
		Organization Chart	
		Branches and Department brief	
		Current processes and initiatives of HR	
	Rajiv Agarwal-Business Development	Introduction of current job role and his past experience	
		Vision and Mission of Tejas Cargo in Business Development	
		Industry challenges and government limitations	
		Current Ratio of Own fleet Vs Market hire and future goal to meet 50:50 Ratio	
		His team details and their experience to meet the planned business goal	
		Functionality of Mobile app and the benefit	
		Vehicle - GPS Function and how it is used	
		About Tejas Carrier	
		About Fleet and their age	
		Billing cycle	
		Current business turnover is 500 crore and 3 years plan to achieve 800 to 1000 crore	
		About Trademark and logo patent-Registration	
		Process of venturing into freight forwarding and ongoing discussions with	



		US companies for worldwide presence	
		Process and planning for manpower and capital for venturing into coal transportation and coal trading	
		Coal Mining and its challenges	
		Partnership with JV	
		Client tale and how we are exploring in other sectors	
	SBI-Bank	Introduction of Gaurav Sharma	No
		Brief on Current loan and working capital	
		Future planning and curent request for extension of loan	
		Interest rates	
		Role of Individual Boarding Directors in Company	
	HDFC-Bank	Introduction of Rupesh	No
		CC limits and working capital	
		Bank Guarantee and performancer margin - Brief	
		Current usage of loan	
		Interest rates	
		Fund utilization process	
		Brief on Escrow	
	Aditya Pal Singh-Business Operations	Role Introduction	Power BI
		Introduction of Power BI	
		How to track vehicle, orders on Power BI and cooling period incase of vehicle breakdown	
		Categorization of vehicle	
		Process of checking Eway Bills	
		Complete process of record management of hired vehicle	



3:00PM To 4:30PM		Verification process - Vehicle and Drivers	
		Overview of Sales Revenue Report	
		POD Cycle	
	Ravi Tomar-Fleet Operations	Role Introduction	No
		Operations process and the daily routine	
		Processing of checking Vehicle record on ERP	
		Brief on how to study accident case	
		Process of managing and arranging vehicle in case of break down	
		In Transit-Planning, ensuring no vehicle is empty and fully used	
		Process of people management	
	Bal Kishan Sharma-Trailer Operations	Role Introduction	No
		Introduction of Trailer and the brief of 312 trailers along with their capacity	
		Process of identifying location and stations	
		How vehicle is controlled	
		Current SOP	
	Praveen Pandey-Cost Control	Role Introduction	No
		Verification process of 1200 Drivers and how drivers are assigned	
		Process of trial run to develop route master for advance and others	
		Process of providing advance for expenses, based on route master	
		Role of call center for drivers	
	Ankit Khanna-Repair Maintenance	Role Introduction	No
		Process of customizing containers as per client's requirement	



		Process of checking vehicles, documents and warranty for repair and maintenance	
		Pre boarding vehicle policy	
		Communication process - for vehicle maintenance or how vehicle maintenance report is shared with management	
		Performance Review - By Power BI	
	Krishan Kumar Sharma-ERP	Role Introduction	No
		Billing, payment and audit process	
		ERP Process and access right of amendment	
	Management (Chander Bindal / Manish Bindal / Chief Financial Officer Yogesh Jain)	All the compliance report (2025-2026)- share with them	NA
		Details of compliances, equity, subsidiary and fundings	
		Discussion on CSR Threshold budget and committee	
		Compliance of truck selling	
		Compliance of Motor vehicle	
		Process of renewing bill	
		Discussion on GST	
		Registration policy	
		Discussion on Tax charges and 128 clause A & B	

Sincere thanks to everyone for your time and meaningful contributions to the discussion.

