

Scrip Code: 536264



10th February, 2024

To,
BSE Limited
P.J. Towers, Dalal Street,
Mumbai - 400 001.

Subject: Disclosure under Regulation 30 of SEBI (LODR) Regulations, 2015

Dear Sir,

Pursuant to Regulation 30 of SEBI (LODR) Regulations, 2015 and all the other applicable provisions thereto, please find attached Investor Presentation for the quarter and nine months ended 31st December, 2023.

Kindly take on record the above.

Thanking You

For Tiger Logistics (India) Limited

Harpreet Singh Malhotra
Managing Director
DIN: 00147977



TIGER LOGISTICS (INDIA) LIMITED

**Q3 & 9M FY24
INVESTOR PRESENTATION**



BSE: 536264

December 2023



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1 Q3 & 9M FY24 Financial Performance



2 Company Overview

3 Evolution of Tiger Logistics

4 Financial & Operational Overview

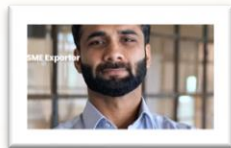


5 Vision 2027

6 Industry Snapshot



7 Annexure





Commenting on the results, Mr. Harpreet Singh Malhotra, MD of Tiger Logistics (India) Limited said,

"Amidst challenges, our journey is one of growth and resilience, fueled by effective decision-making and strategic prowess. We embrace the opportunity to bridge sectors, partnering with a major private bank and revolutionizing global logistics through FreightJar Beta Version 2.0. Our dedication is reflected in securing prestigious government projects and fostering strategic alliances with industry leaders like PowerPac Holdings Limited, poised to unlock new frontiers in international trade. With each milestone, we affirm our commitment to driving economic growth and delivering excellence in logistics.

We extend our gratitude to our valued shareholders for their unwavering trust. Our commitment remains steadfast in delivering value, exemplified by our decision to initiate a 1:10 stock split. This endeavor reflects our dedication to fostering trust and ensuring mutual success as we move forward together"





Q3 & 9M FY24 Financial Performance

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- **Tiger Logistics (India) Limited had integrated with one of the biggest private Indian bank platform** for FreightJar. This strategic alliance signifies a significant milestone in bridging the gap between the logistics and banking sectors.
- **Working on a launch of “Revolutionize Global Logistics with FreightJar Beta Version 2.0”**
 - In the Beta Version, the company is making provisions that the international importer and exporters can directly access freight rates from India to various part of the world and vice-versa and they can book shipments online.
 - The added feature of direct booking for shipments adds a layer of convenience and efficiency to their overall user experience.
- **Secured two government project tender from HPCL & BHEL for Logistics Services**
 - Tiger Logistics is currently involved in overseeing various government projects, and focus going forward is to strengthen presence in managing government logistics, aiming to handle significant business volume.
 - Selection by a government organization for tender reflects our dedicated efforts



Excellent strategic fit: with Sikder Group, Bangladesh

1.

Tiger Logistics (India) Ltd. has signed a Memorandum of Understanding (MOU) with PowerPac Holdings Limited, a subsidiary of Sikder Group in Bangladesh, to establish a joint venture (JV) in the logistics sector for global trade.

2.

The partnership aims to capitalize on the increasing demand for international logistics, especially between India and Bangladesh, to stimulate economic growth in the region and beyond

3.

Sikder Group brings diverse expertise, including development and operations of the Mongla Economic Zone in Mongla Port, the second-largest seaport in Bangladesh, as well as presence in various industries like banking, insurance, healthcare, and power generation.

4.

The joint venture will focus on establishing an International Freight Forwarding and logistics business, leveraging the combined strengths of both organizations and the growth opportunities in Bangladesh's global trade and bilateral trade with India.

5.

Enhanced connectivity between India and Bangladesh, including permanent access to Chattogram and Mongla Port granted in April 2023, has streamlined cargo transit, benefiting India's North-Eastern States. Bangladesh is India's prime trading partner in the subcontinent, with India ranking second as an export partner, contributing to 12% of Bangladesh's total exports. The FY23 trade turnover amounted to US\$ 14.22 billion.



Q3 FY-24 Financial

Revenue
5,195 Lakhs

(3.0%)
QoQ

EBITDA*
398 Lakhs

(1.2%)
QoQ

EBITDA Margin
7.7%
Vs
7.5%
Q2FY24

PAT #
374 Lakhs

Up 12.5%
QoQ

PAT Margin
7.2%
Vs
6.2%
Q2FY24

9M FY-24 Financial

Revenue
14,755 Lakhs

EBITDA*
1,035 Lakhs

EBITDA Margin
7.0%

PAT #
928 Lakhs

PAT Margin
6.3%

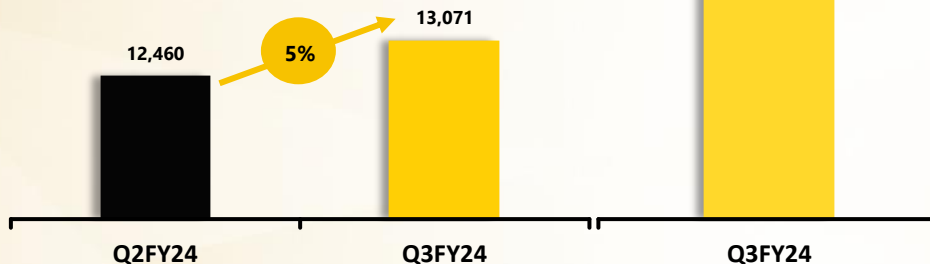
- Despite a challenging quarter, our margins are expanding quarter over quarter (QoQ), reflecting effective decision-making and strategic implementation.
- Analyzing contributing factors is vital for leveraging strengths and ensuring long-term success through resilience and adaptability.
- COVID-19 had a year-over-year impact, leading to heightened freight rates.

Note:
* EBITDA = Revenue – Operating Expenses – Employee Expenses – Other Expenses
PAT represents Total Comprehensive Income for the period



TEU'S – TOTAL VOLUME

(In TEUs)



AIR TRANSPORT

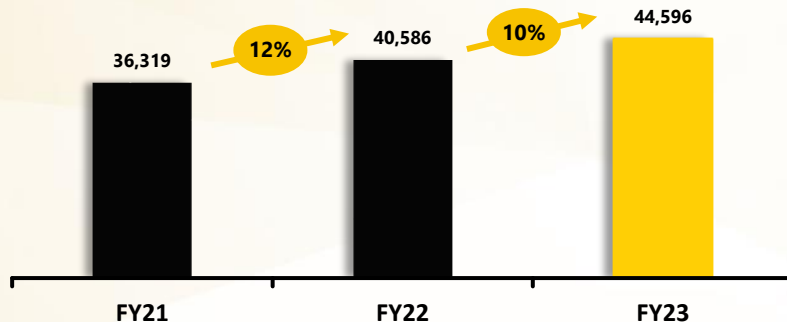
(In Kgs)

43,396



TEU'S – YEARLY VOLUME

(In TEUs)



Quarterly Key Development

- Performance Metrics:** We are delighted to report that our total TEUs volume demonstrated a growth of 5% (QoQ).
- Air Transport volumes for Q3FY24** stood at 43,396 kgs. In Q1FY24 received International Air Transport Association (IATA) accreditation.
- Positive Profitability Highlights:** our EBITDA Margin improved (QoQ) and our PAT increased 12.5% (QoQ), accompanied by a PAT Margin increase of ~+100 bps (QoQ).
- Freight Jar's Performance:** In 9M FY24, net sales reached around ₹185 lakhs, and the customer base grew to 270 by December 2023, indicating consistent revenue growth and effective customer acquisition efforts.

End-to-end shipment handling **powered by Tiger Logistics**
– India's leading global logistics solution provider.

Back-end



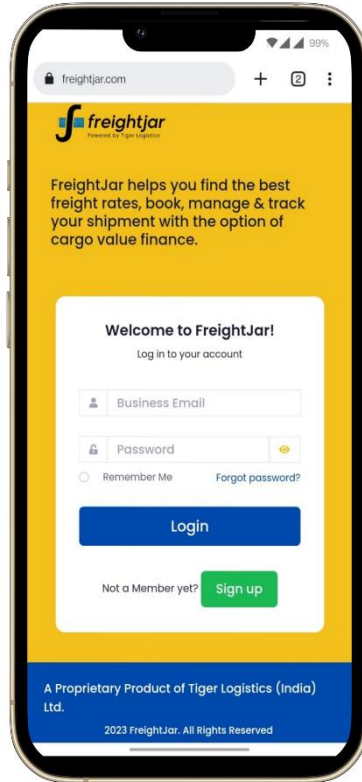
Search Rates of Multiple Shipping Lines to optimize your cost



Get An Instant Quote on your Global Shipping Requirement



Launch of FreightJar 2.0



Front-end



Track Your Shipments in Real-Time for Enhanced Supply Chain Visibility



[Video](#)



Sales Acceleration



Helps in faster booking and saves ~5 working days and reduce logistics cost ~30%

**WE ARE TIGER LOGISTICS
IN THE RIGHT PLACE, AT THE RIGHT TIME**
We're setting a new standard for global trade.





Pioneering End-to-End Logistics Globally

With over 22 years of industry experience, Tiger Logistics (India) Limited has a robust nationwide presence, serving various sectors including automotive, engineering, textiles, pharmaceuticals, commodities, and FMCG industries.



Tiger Logistics (India) Limited, listed on the Bombay Stock Exchange, is a prominent global logistics firm offering comprehensive solutions in freight forwarding, transportation, and customs clearance.

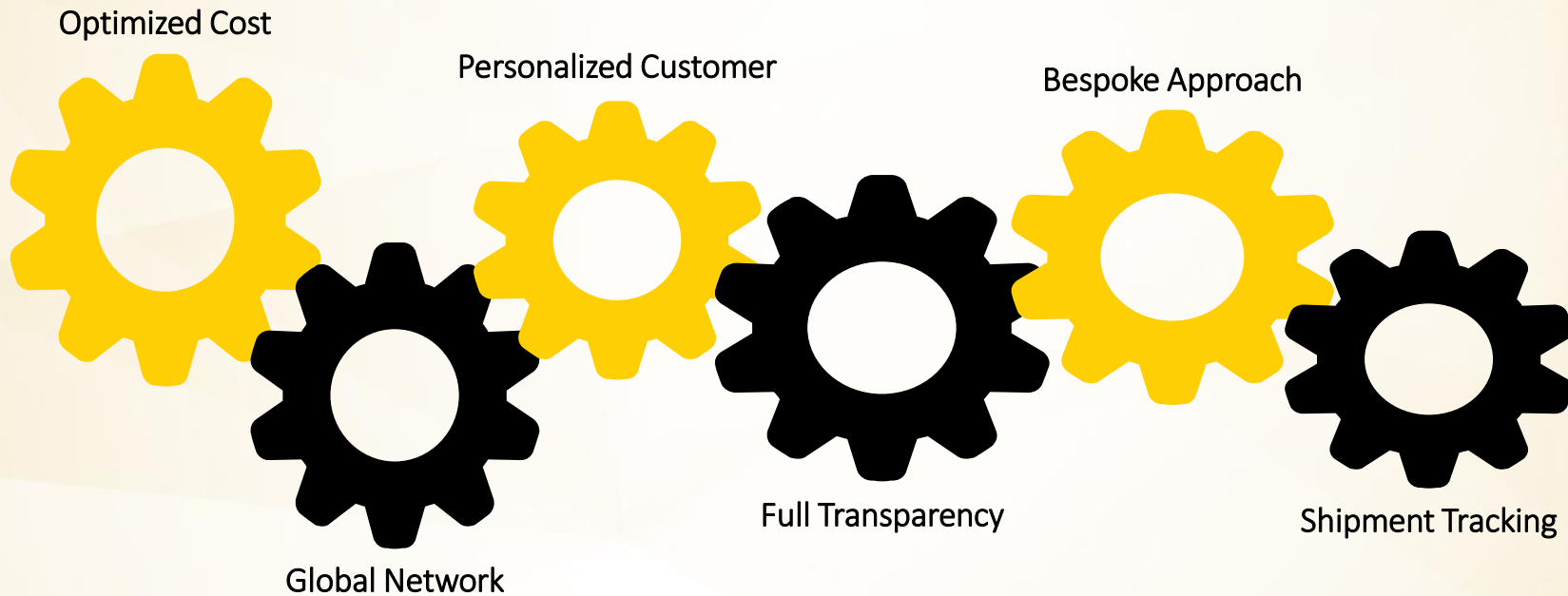


Tiger Logistics (India) Limited operates with an asset-light approach, collaborating with partners worldwide to ensure dependable, efficient, and punctual cargo transportation.





Tiger Logistics' growth stems from its dedicated teams delivering consistent quality service and industry expertise, ensuring responsive and efficient freight management from end to end.





Logistics is the backbone of the global economy; it is the tool that has been instrumental in the evolution of human civilization. It is this movement, this acceleration of trade, commerce, culture and life that **Tiger Logistics (India) limited aims** to facilitate with a seamless process, dependable services and a foolproof approach.



International Footprint





Servicing multiple clients





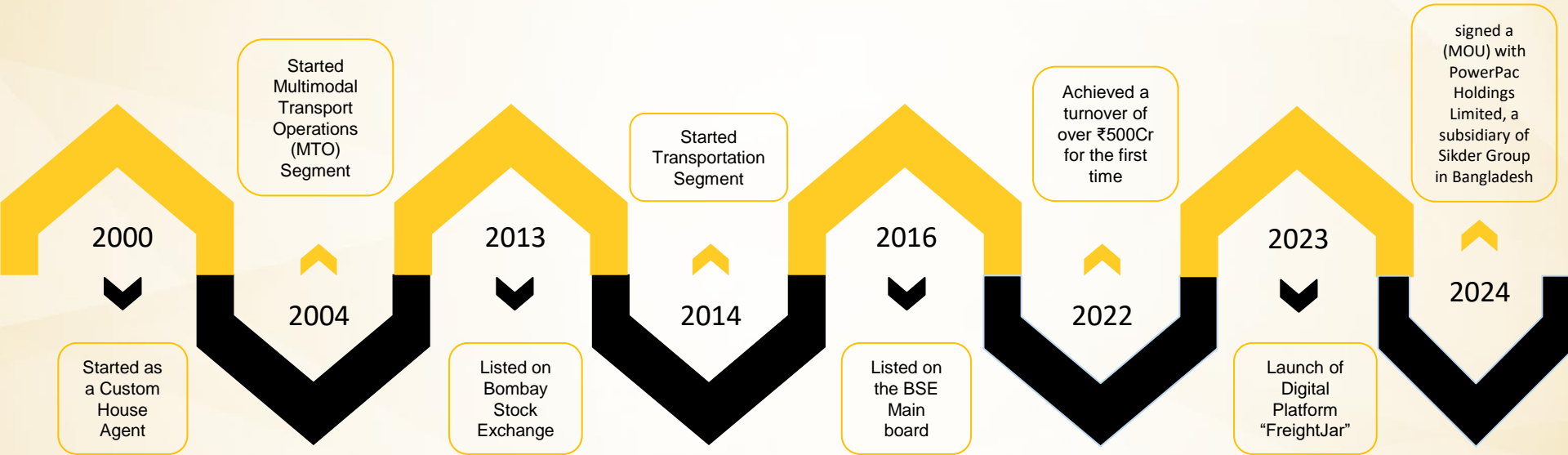
Evolution of Tiger Logistics

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Strong Promoter Prowess



● **First Generation Entrepreneur** Graduate from Delhi University



● **Started Tiger Logistics** Pvt Ltd in 2000 with a **team of 8 People**



● **Previously** involved in the **automotive industry**, with a focus on **international logistics**, played a crucial role in **bringing BMW motorcycles to India**.



● Received **Numerous Awards** Associated with various **NGOs**



Recipient of

“India’s Greatest Brands & Leaders 2015-16 – PRIDE OF THE NATION” (Logistics sector)

- PWC India, & chosen by Consumers & Industry



Awarded

“World’s Greatest Brand & Leader of Asia & GCC in Logistics sector”

- PWC India



Awarded

“Most Diversified Logistics Company of the Year”

- At Northern India Multimodal Logistics Awards PWC India



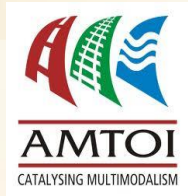
Awarded

“Business Leader of the Year”

- At Northern India Multimodal Logistics Awards



Accreditations & Affiliations





Financial & Operational Overview

04



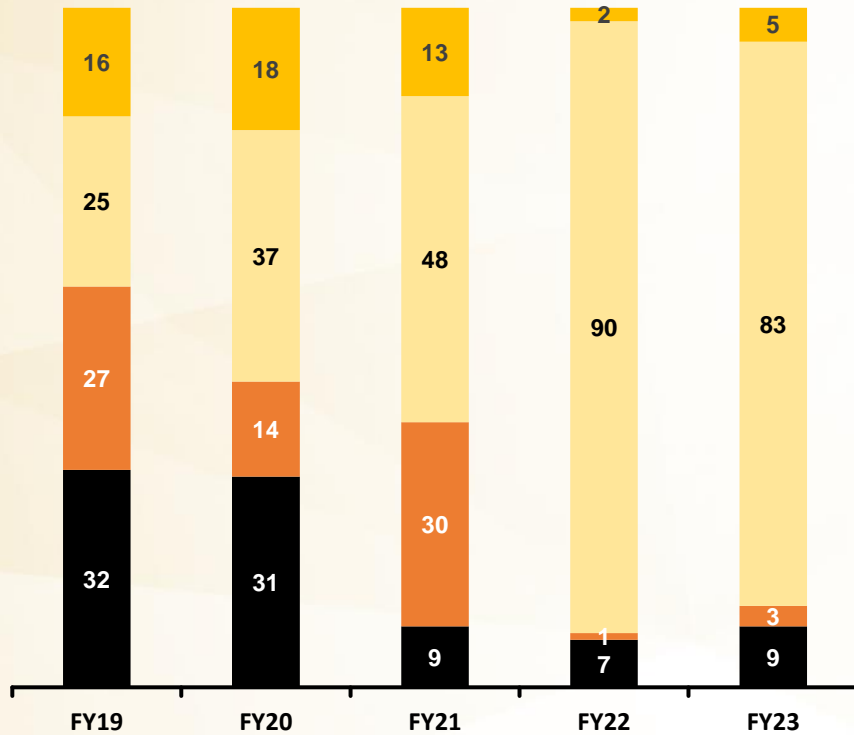
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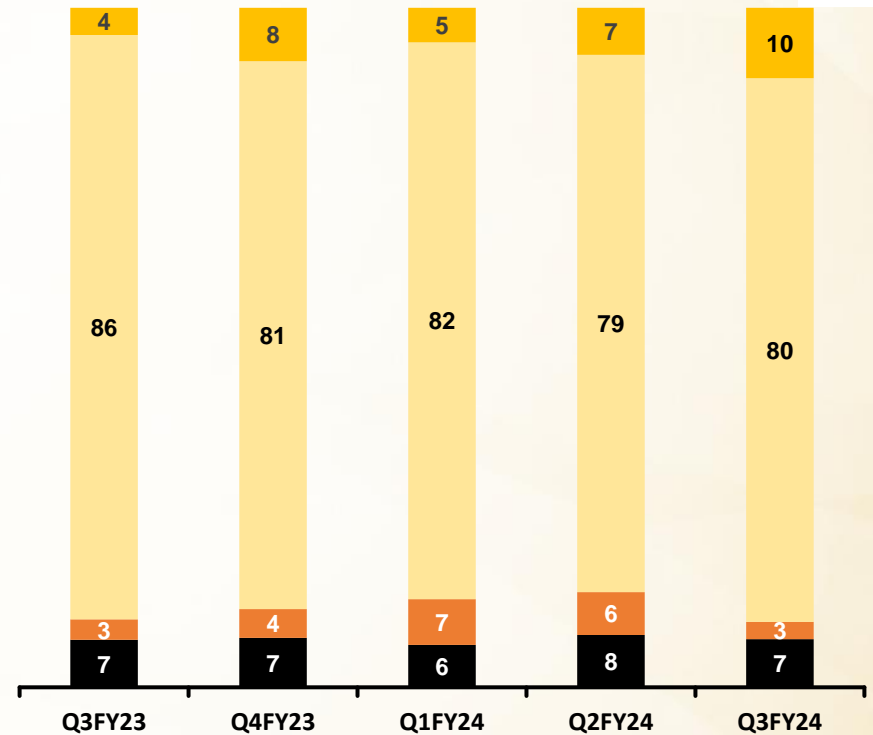


- Project
- Automobile
- Commodities
- Others

Industry Wise Yearly Revenue Composition (%)

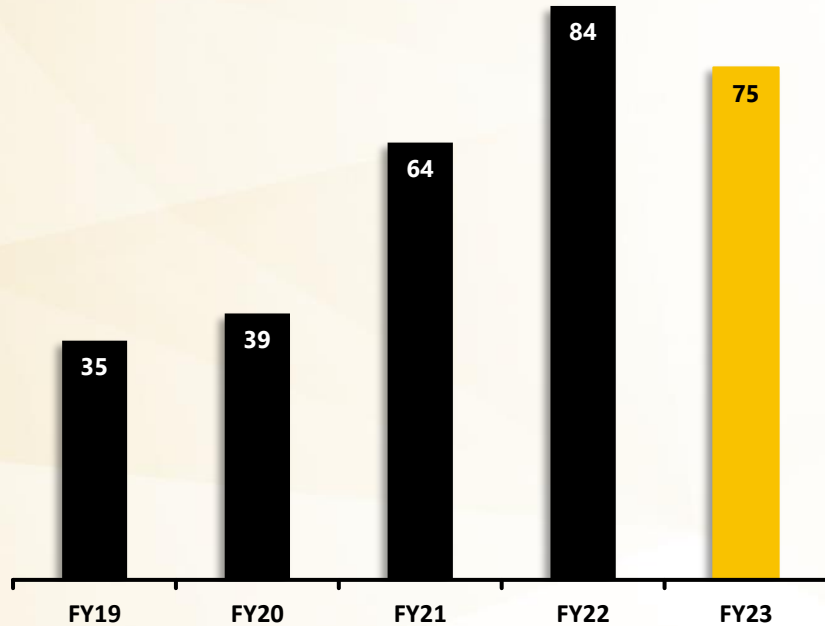


Industry Wise Quarterly Revenue Composition (%)

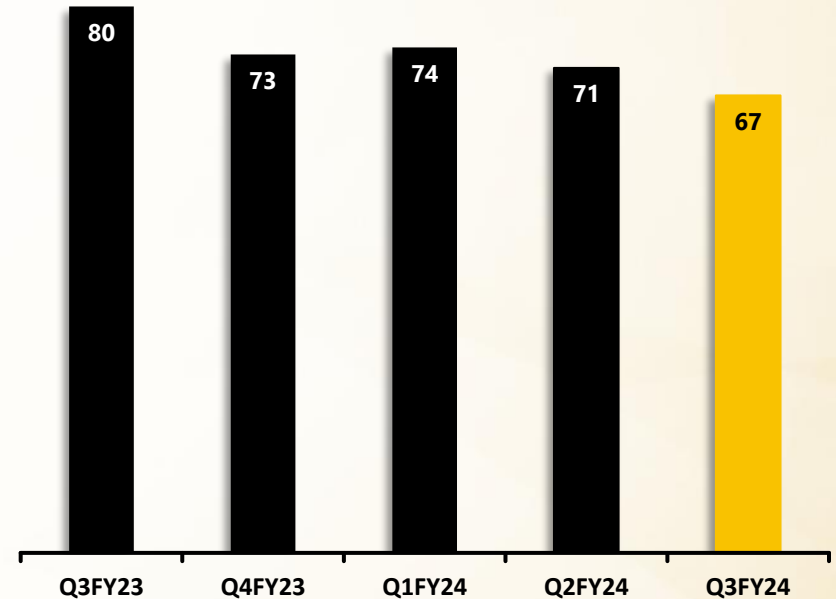




Top 5 Customer Yearly Contribution To Revenue (%)

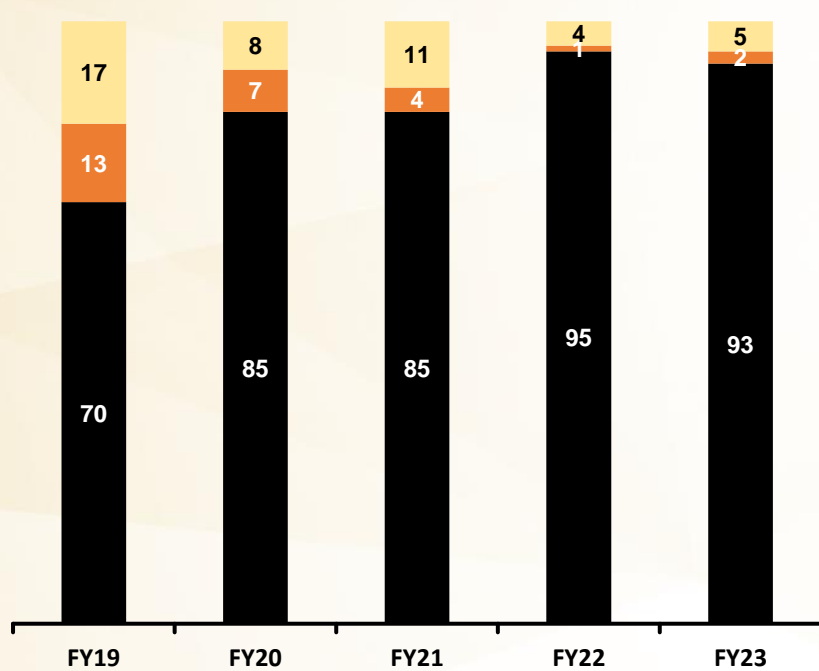


Top 5 Customer Quarterly Revenue Composition (%)

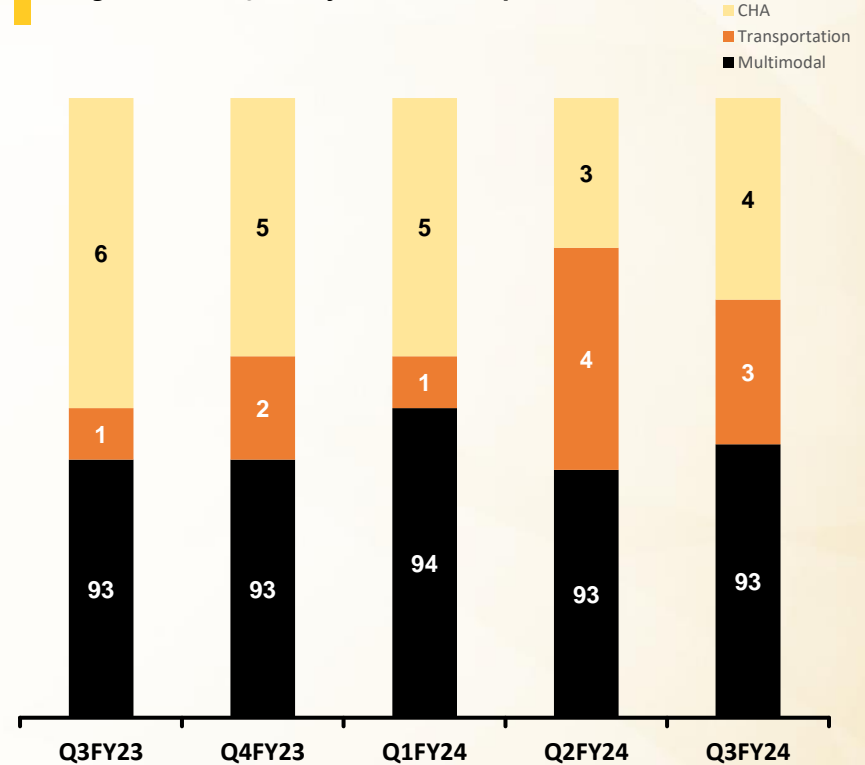




Segment Wise Yearly Revenue Composition (%)



Segment Wise Quarterly Revenue Composition (%)



■ CHA
■ Transportation
■ Multimodal

Working Capital Limit (Fund-based) as of 31st March 2023

Financial Year	SBI	IDBI	Kotak
FY21	16.0	5.0	-
FY22	16.0	5.0	10.0
FY23*	16.0*	2.0*	10.0*

Cash Prosperity during the financial year from FY21 to FY23 (₹ in Cr.)

Financial Year	Net Cash in Hand
FY21	07.4
FY22	36.0
FY23	57.5

Fixed Assets Details during the financial year from FY21 to FY23 (₹ in Cr.)

Financial Year	Net Block
FY21	8.6
FY22	7.8
FY23	7.5

Note*: As on 31st March 2023, Tiger Logistics is not utilizing any Cash Credit limit from SBI & IDBI Bank. Kotak has disbursed 4Cr. out of 10 Cr.






Vision 2027

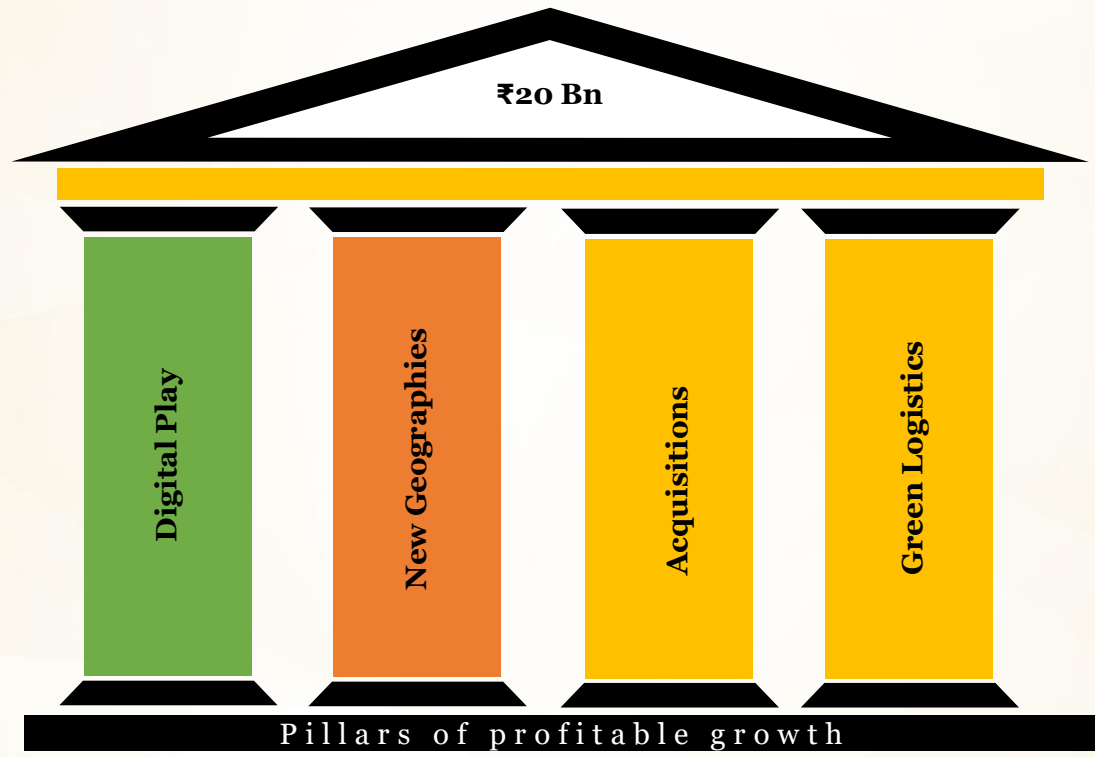
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-  Achieved & Improving
-  Continuous
-  Ongoing





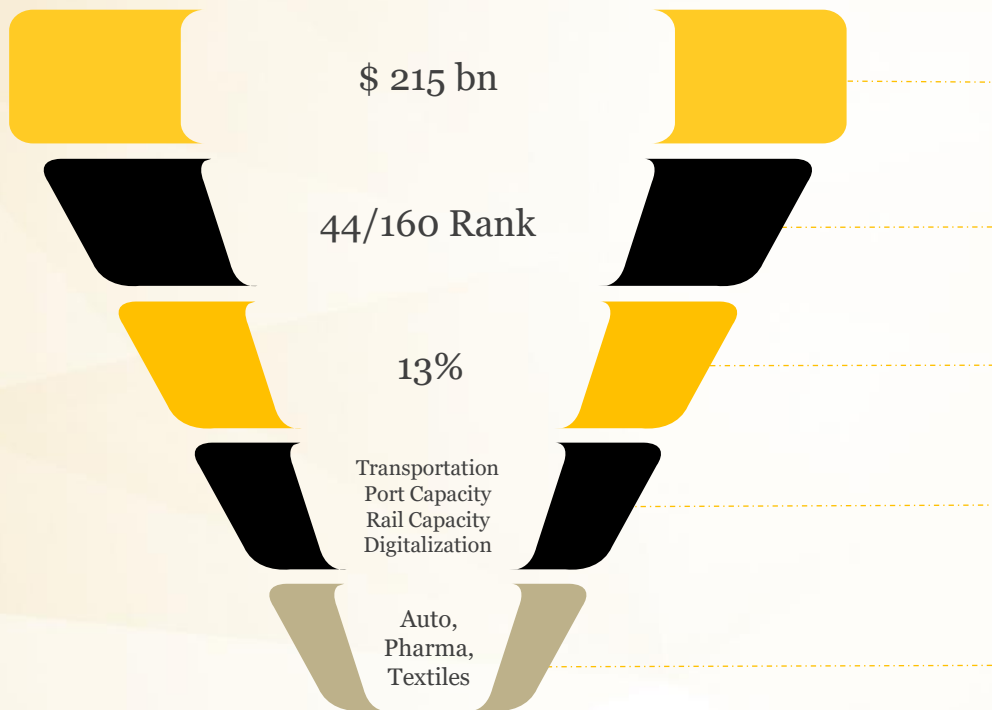
Industry Snapshot

06



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Size of Logistics Sector

Indian logistics industry is marked at US \$ 215 billion, and is expected to grow at a CAGR of 10.7 per cent between 2022-2024

Logistics Performance Index

India ranked 44 in Global LPI in 2018. LPI is a barometer for gauging trade logistics performance

Logistics cost as % of GDP

Total logistics cost is 13% of GDP. Comparative figures for China is 18% while for USA is 8.5%

Infrastructure Boom

Government reforms in transportation, digital transformation, increase in port capacities, and railway traffic aim at improving the logistics sector

Industries driving growth

Uptick in demand is driven by increase in manufacturing, e-commerce, Automobiles, Pharmaceutical, Textiles & Cement Industry



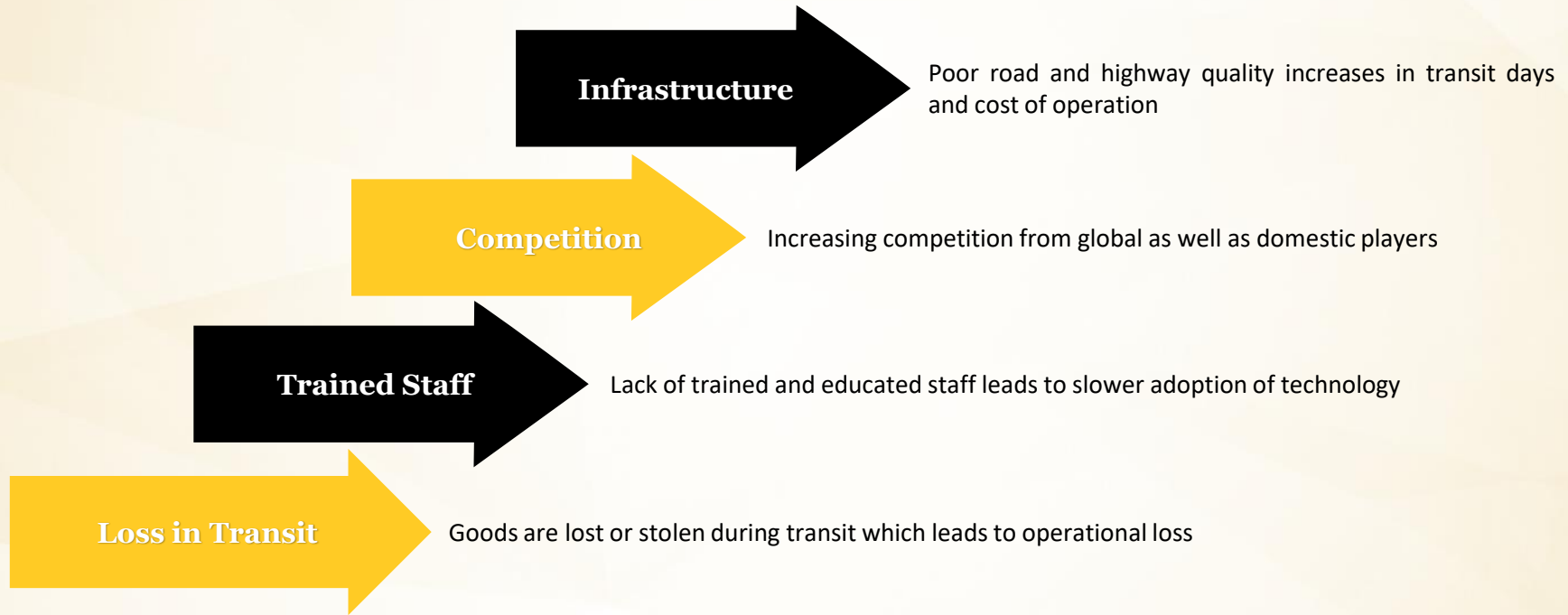
Export Demand

- ◆ Achieved \$197 billion worth of merchandise exports
- ◆ Expected to reach the target of \$400 billion this year
- ◆ Estimated 33% increase in merchandise exports
- ◆ Better port infrastructure to help EXIM propel further



Manufacturing Boost

- ◆ Make In India initiative has opened doors to IT manufacturing
- ◆ Expected steady annual increase of 9.7% in industrial production
- ◆ 25% Contribution to GDP by 2025 from 16% currently





Annexure

07



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December 2023



Profit & Loss Statement

Parameters (₹ in Lakhs)	Quarterly				Nine Month		Yearly
	Q3FY24	Q2FY24	QoQ	Q32FY23	9M FY24	9M FY23	FY23
Revenue	5,195	5,358	<i>(3.0)%</i>	8,283	14,755	37,231	43,335
Operating Expenses	4,285	4,481		6,951	12,326	33,380	38,559
Employee Expenses	377	324		329	1,028	876	1,187
Other Expenses	136	150		119	367	532	997
EBITDA*	398	403	<i>(1.2)%</i>	884	1,035	2,443	2,592
EBITDA Margin	7.7%	7.5%	<i>+ 14 bps</i>	10.7%	7.0%	6.6%	6.0%
Other Income	109	42		240	214	403	680
Depreciation	17	17		19	51	58	78
EBIT	490	427	<i>14.8%</i>	1,104	1,197	2,788	3,194
EBIT Margin	9.4%	8.0%	<i>+ 146 bps</i>	13.3%	8.1%	7.5%	7.4%
Interest / Finance Cost	4	4		1	11	54	60
PBT	486	423		1,103	1,187	2,734	3,134
Tax	118	101		276	286	660	813
PAT#	374	333	<i>12.5%</i>	835	928	2,013	2,320
PAT Margin	7.2%	6.2%	<i>+ 100 bps</i>	10.1%	6.3%	5.4%	5.4%

Note:
 * EBITDA = Revenue – Operating Expenses – Employee Expenses – Other Expenses
 # PAT represents Total Comprehensive Income for the period



Tiger Logistics(India) Limited

CIN - L74899DL2000PLC105817

Mr. Vishal Gupta

Company Secretary & Compliance Officer

E: csvishal@tigerlogistics.in

W: www.tigerlogistics.in

Investor Relations Consultant:

Mr. Ritesh Shashiprakash Singh

Rik Consultancy & Advisory Services LLP | Mumbai

M: +91 8329 385762

E: ritesh.singh@rikcapital.in | **W:** www.rikcapital.in

