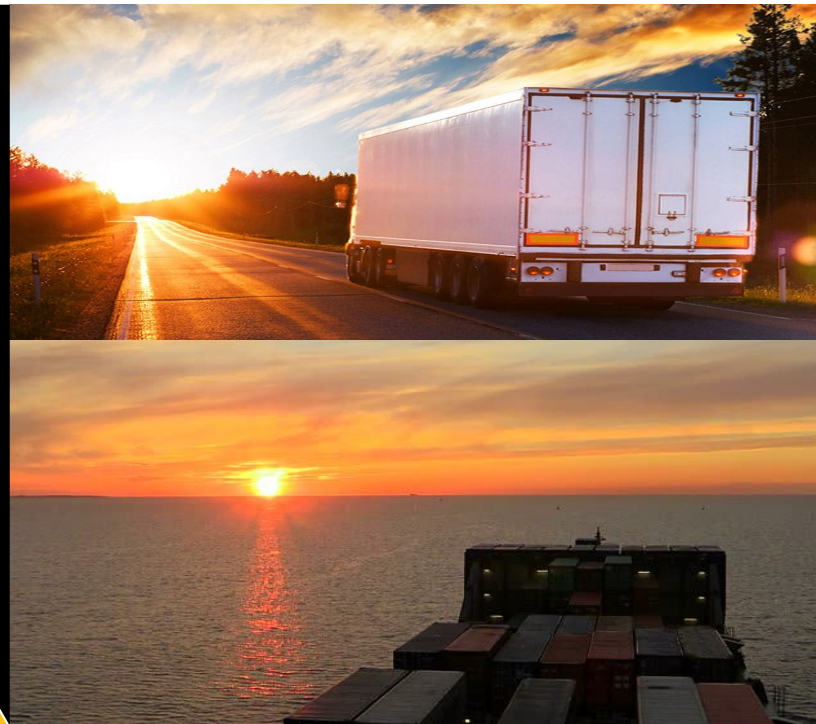


# TIGER LOGISTICS (INDIA) LTD



*September, 2022*



## Safe Harbor



*This presentation and the accompanying slides (the “Presentation”), which have been prepared by Tiger Logistics(India) Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.*

*This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.*

*Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.*

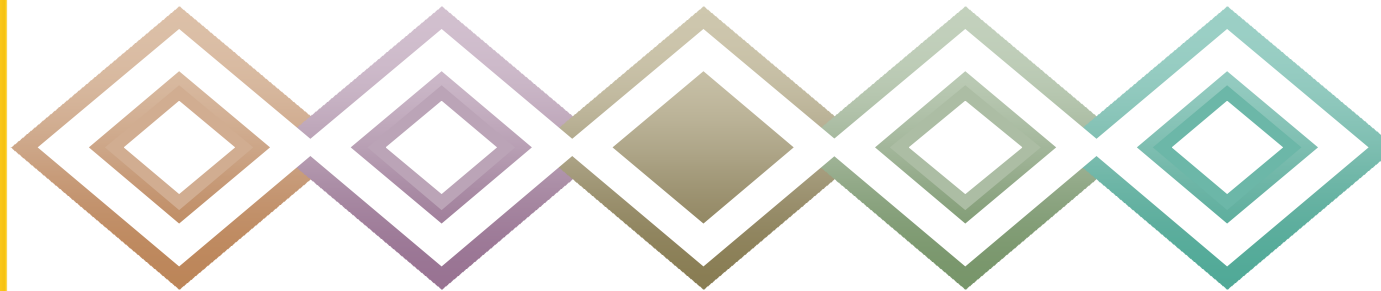


## Company Overview

# Tiger Logistics - An Introduction



TIGER LOGISTICS LTD.: Multi-Vertical Global Logistics Solution Provider



## Established in 2000

Started in 2000 with the vision to become a **one stop solution** for international logistics

## Multi Vertical

One of the few logistics companies with experience of **dealing with multiple industries**

## Solution Provider

Carve out **tailored solutions** based on customers needs and manage their end-to-end logistics requirement

## True to our Philosophy

Provide **Cost Effective, error-free, efficient and timely services** to clients

## Partnership Oriented

Adopted an **asset-light model through partnerships** with leading carriers

# Capitalizing on our Strengths...



## Strong Execution

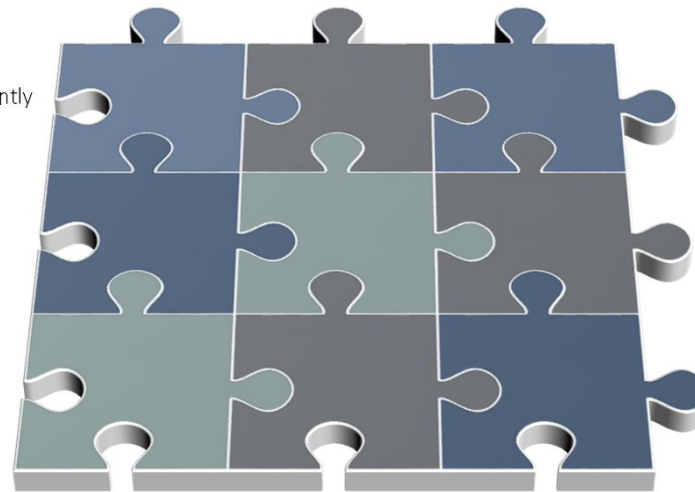
Our strong on ground force constantly thrives for efficiency in execution

## PAN India Presence

Our robust network of agents and affiliates helps in swift & quick movement of goods

## Varied product mix

We have hedged the risk of downturn in economy by having varied product mix



## Asset Light Model

Our Asset Light Business model results in Higher ROCE & ROE

## Low Leverage

Through optimum fund utilization we have been a low leverage company

## Strong IT backup

We have built strong IT infrastructure in our systems to compliment our operational excellence

## One Stop Solution

Having a large gamut of services makes us a complete logistic solution provider

## Pan India presence



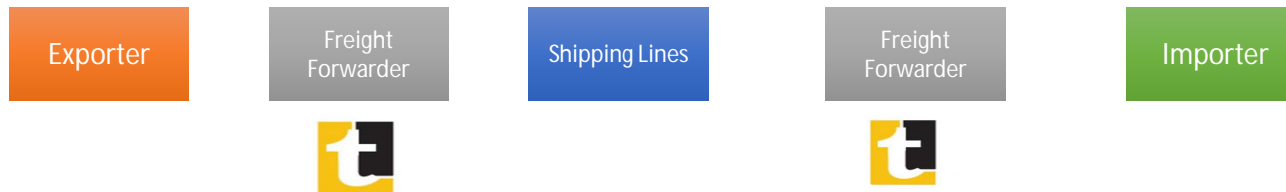
# ...with a Global Presence



# Leading FCL Player in India

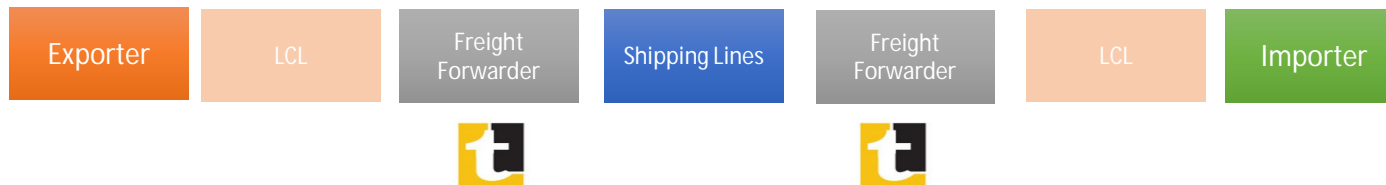


## When Exporter has Full Container Load



- Our associations with multiple shipping line corporates help us source Full Container Loads

## When Exporter has Less than Container Load



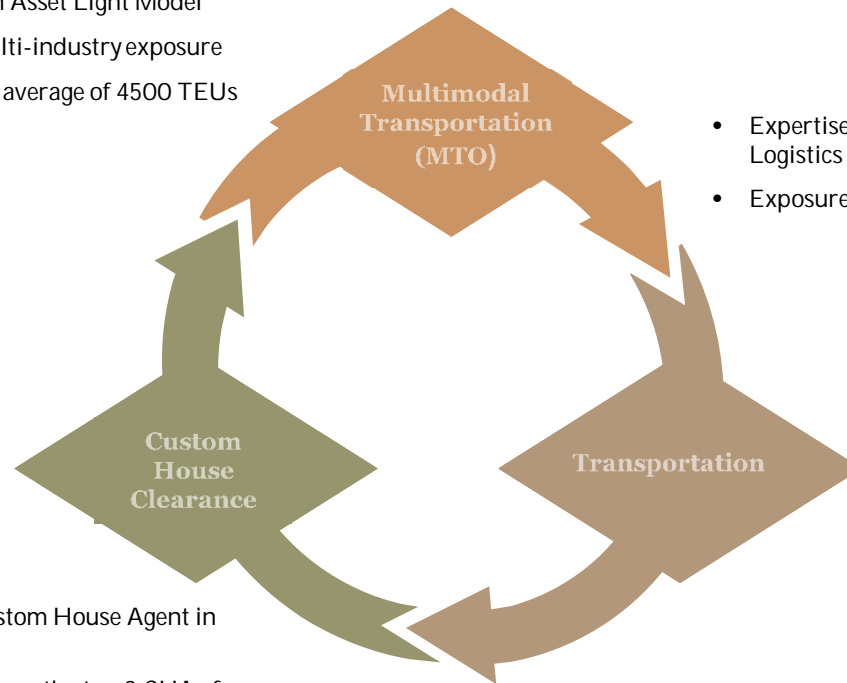
- Our strong network of consolidators provide us continuous business opportunities thus strengthening our position as a leading FCL player in India



## Multi Segment Experience...



- Operate on Asset Light Model
- Have a multi-industry exposure
- Handle an average of 4500 TEUs per month



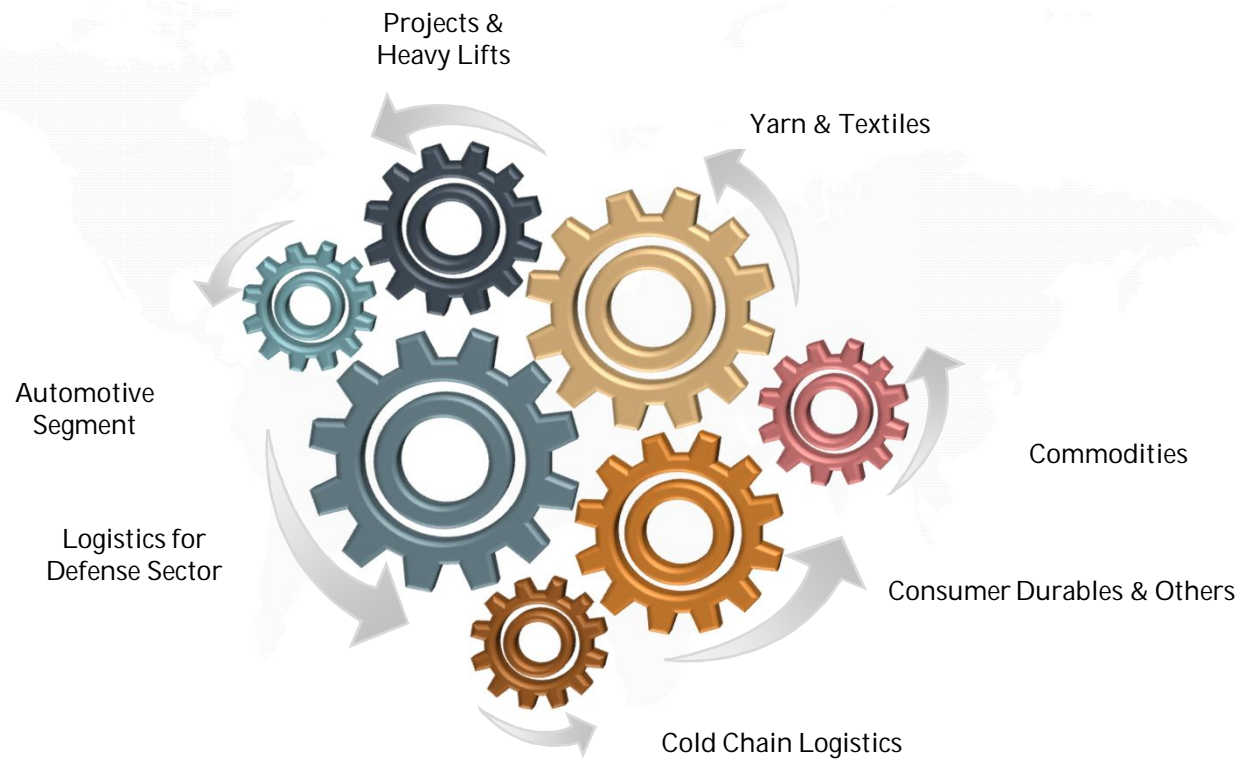
- Expertise in handling Project Logistics & Food Commodities
- Exposure to varied products

- Started as a Custom House Agent in 2000
- Recognized among the top 3 CHA of North India by Concor India
- Clearing Services for import & export at all major ports & ICDs of India

...servicing multiple clients...

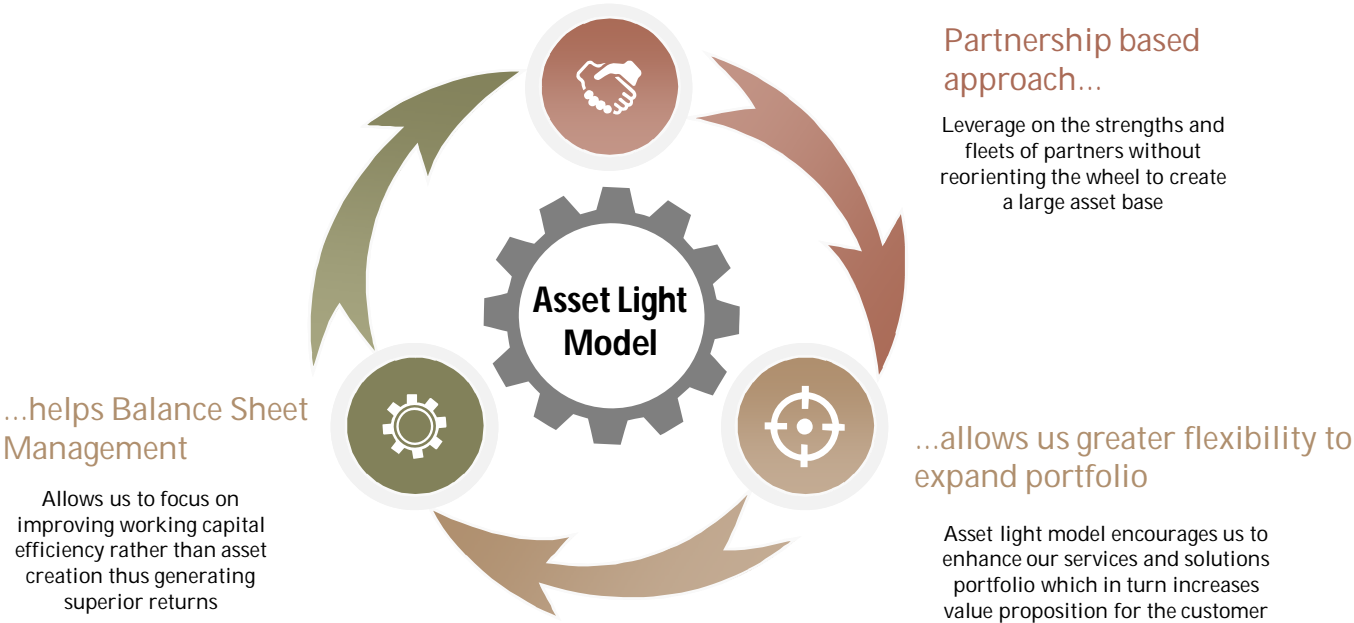


...across varied sectors...



...thus, diversifying risk profile<sub>1</sub>

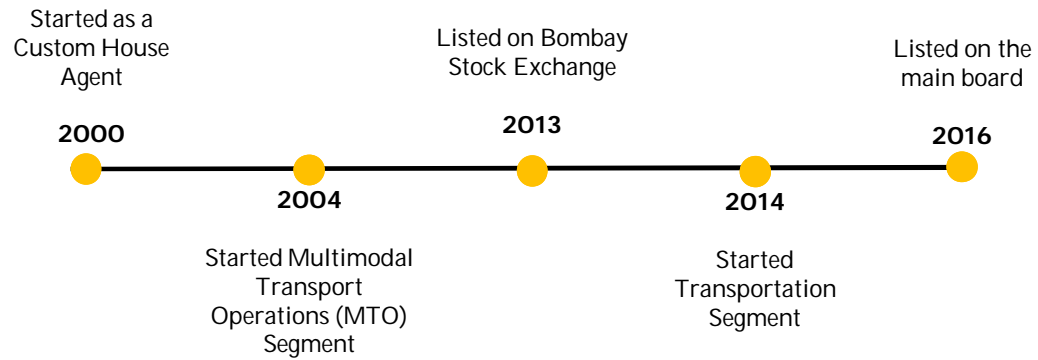
# Asset Light Model – Our USP



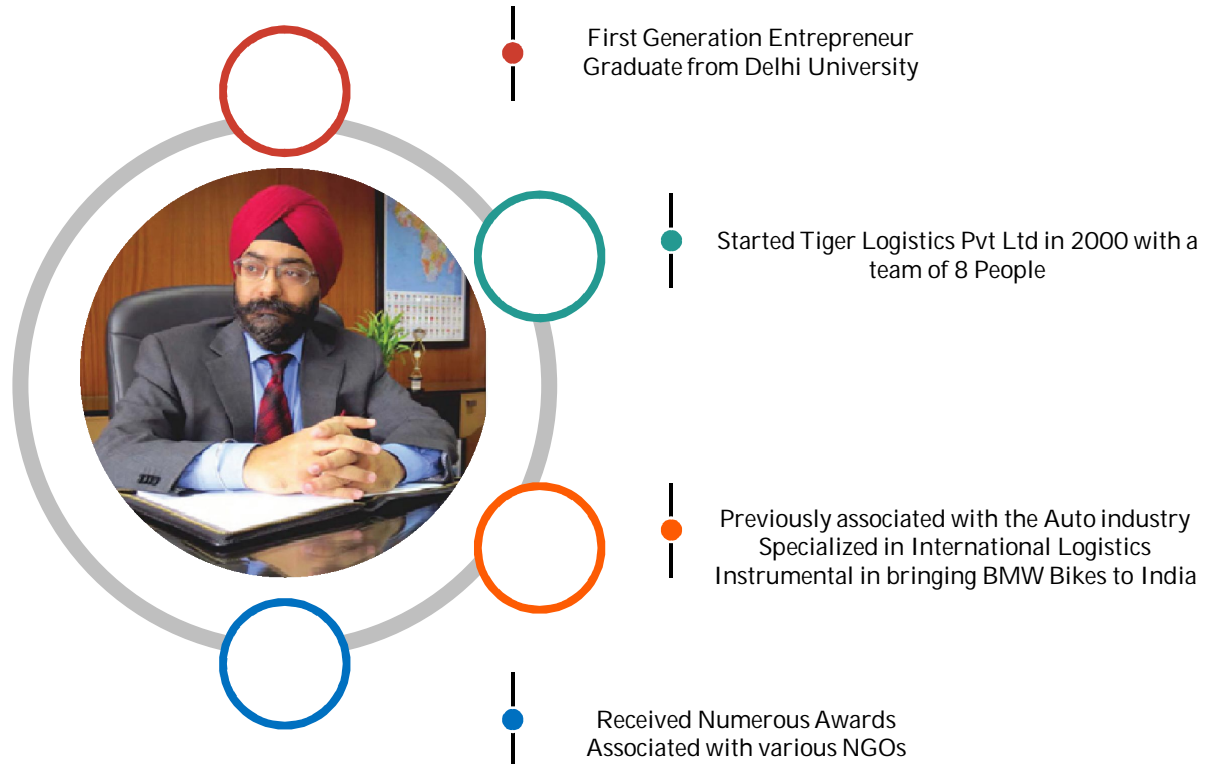


**The Journey so far...**

# Milestones



# Strong Promoter Prowess



## Recognition & Awards



Recipient of "India's Greatest Brands & Leaders 2015-16 – PRIDE OF THE NATION" (Logistics sector) by PWC India, and chosen by Consumers & Industry



Awarded "World's Greatest Brand & Leader of Asia & GCC in Logistics sector" by PWC India



Awarded "Most Diversified Logistics Company of the Year" at the Northern India Multimodal Logistics Awards



# Accreditations & Affiliations





**Financial & Operational  
Overview**

## Performance Snapshot Q2 22-23 & Q2 2021-22



### Q2 - 2022-23

Revenue  
18,224.18 Lakhs

EBITDA  
1,042.63 Lakhs

PAT  
754.88 Lakhs

### Q2 - 2021-22

Revenue  
17,094.41 Lakhs

EBITDA  
969.73 Lakhs

PAT  
855.11 Lakhs



## Q2 and Half Yearly Income Statement

RS. In Lakhs	Q2 FY 22-23	Q1 FY 22-23	YoY	HY1 22-23	HY1 21-22	YoY
<b>Total Revenue</b>	<b>18,224.18</b>	<b>10,724.11</b>	<b>69.93</b>	<b>29,948.41</b>	<b>25,234.72</b>	<b>18.67%</b>
Operating Expenses	16,689.50	9,739.95		26,428.96	22,966.77	
Employee Expenses	277.90	269.26		547.16	518.01	
Other Expenses	263.52	149.46		412.98	573.18	
<b>EBITDA</b>	<b>1,042.63</b>	<b>612.16</b>	<b>70.32</b>	<b>1,654.79</b>	<b>1,458.24</b>	<b>13.48</b>
<b>EBITDA Margin</b>	5.72%	5.71%		5.53%	5.78%	
Other Income	86.82	77.16		163.98	278.94	
Depreciation	19.31	19.85		39.16	40.08	
<b>EBT*</b>	<b>982.13</b>	<b>580.50</b>	<b>69.19</b>	<b>1,562.63</b>	<b>1,333.58</b>	<b>17.18</b>
<b>EBT Margin %</b>	5.39%	5.41%		5.22%	5.28%	
Interest / Finance Cost	41.19	11.81		53.00	84.58	
<b>PBT*</b>	<b>982.13</b>	<b>580.50</b>	<b>69.19</b>	<b>1,562.63</b>	<b>1,333.58</b>	<b>17.18</b>
Tax	227.25	157.27		384.51	49.52	
<b>PAT*</b>	<b>754.88</b>	<b>423.23</b>	<b>78.36</b>	<b>1,178.12</b>	<b>1,284.06</b>	<b>-8.25**</b>
<b>PAT Margin %</b>	4.14%	3.94		3.93	5.09	

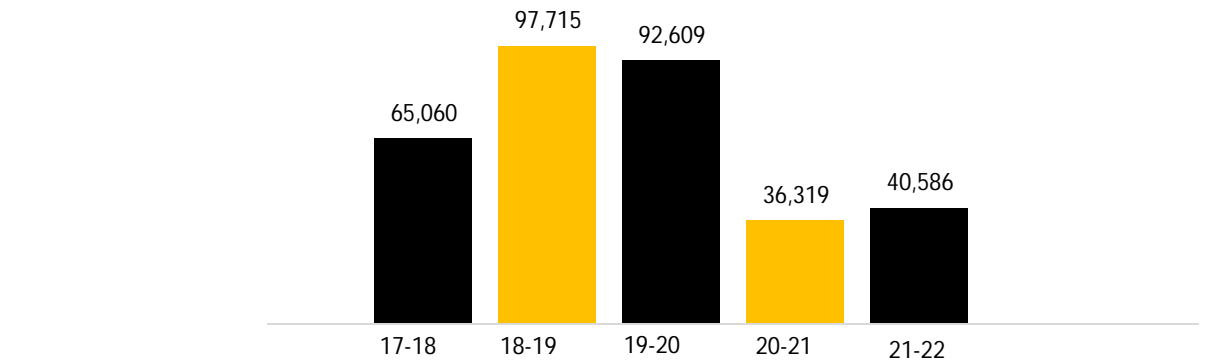
\*Note: EBT & PBT is inclusive of Comprehensive Income

\*\*Note: There was negligible amount of tax in half year ended 30<sup>th</sup> September, 2021. However, in the current half yearly results, actual tax has been calculated on the basis of profit.

# Operational Metrix

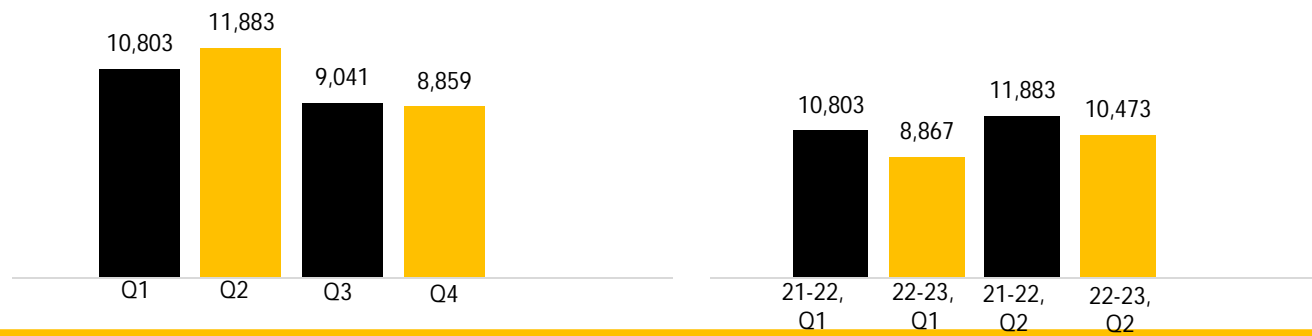


**Twenty Feet Unit's (TEU's) Volume**



**2021-22**

**Quarter to Quarter Comparison**

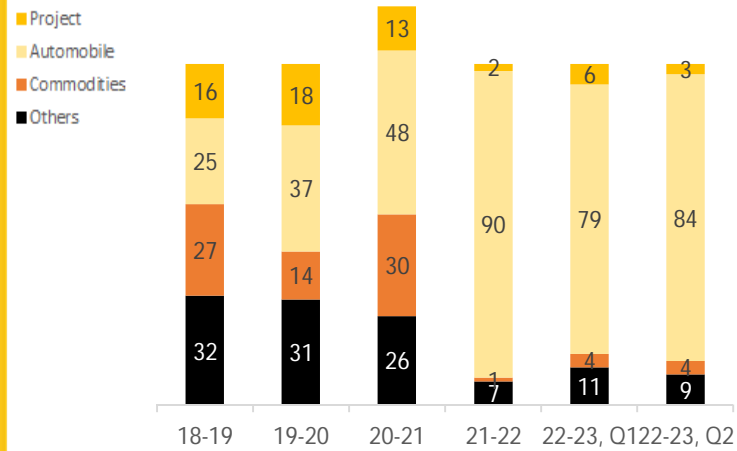


**Note: Your Management is expecting 10% growth in the number of TEU'S for the current FY 2022-23.**

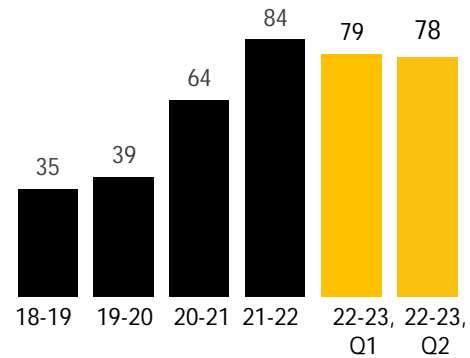
# Operational Metrix



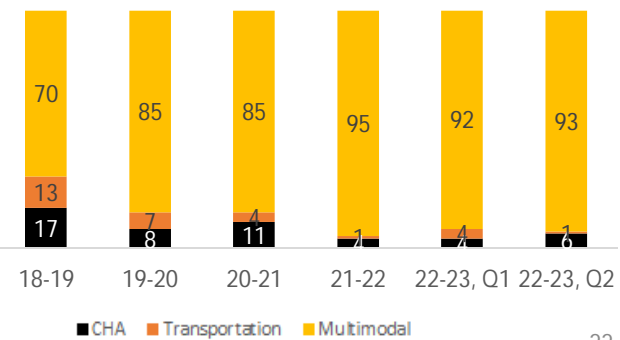
**Industry wise Revenue Composition %**



**Top 5 Customers Contribution to Revenue %**



**Segment wise Revenue Composition %**



## Historical Income Statement



Rs. In Lakhs	FY 20-21	FY 21-22
<b>Revenue</b>	16,787.43	61,510.69
Operating Expenses	15,471.31	55,980.20
Employee Expenses	973.52	1,029.40
Other Expenses	1,332.33	785.44
<b>EBITDA</b>	-851.29	3,925.41
<b>EBITDA Margin</b>	-	6.38%
Other Income	138.43	209.76
Depreciation	89.14	79.86
<b>EBT</b>	-1,212	3,738.18
<b>EBT Margin</b>	-	6.08
Interest / Finance Cost	170.81	107.37
Exceptional Item Gain / Loss	100.76	
<b>PBT</b>	-1,212	3,738.18
Tax	30.45	353.02
<b>PAT</b>	-1,072.66	3,353.17
<b>PAT Margin</b>	-	5.45%



## Borrowings and Fixed Assets

*Borrowings during the financial year from 2018-19 to 2021-22  
(INR in Crores)*

INR in Crores	Borrowings (Fund-based) as on 31 <sup>st</sup> March 2022		
	SBI	IDBI	Kotak
Financial Year			
2018-19	16.00	8.00	14.00
2019-20	16.00	8.00	14.00
2020-21	16.00	5.00	-
2021-22*	16.00*	5.00*	10.00*-

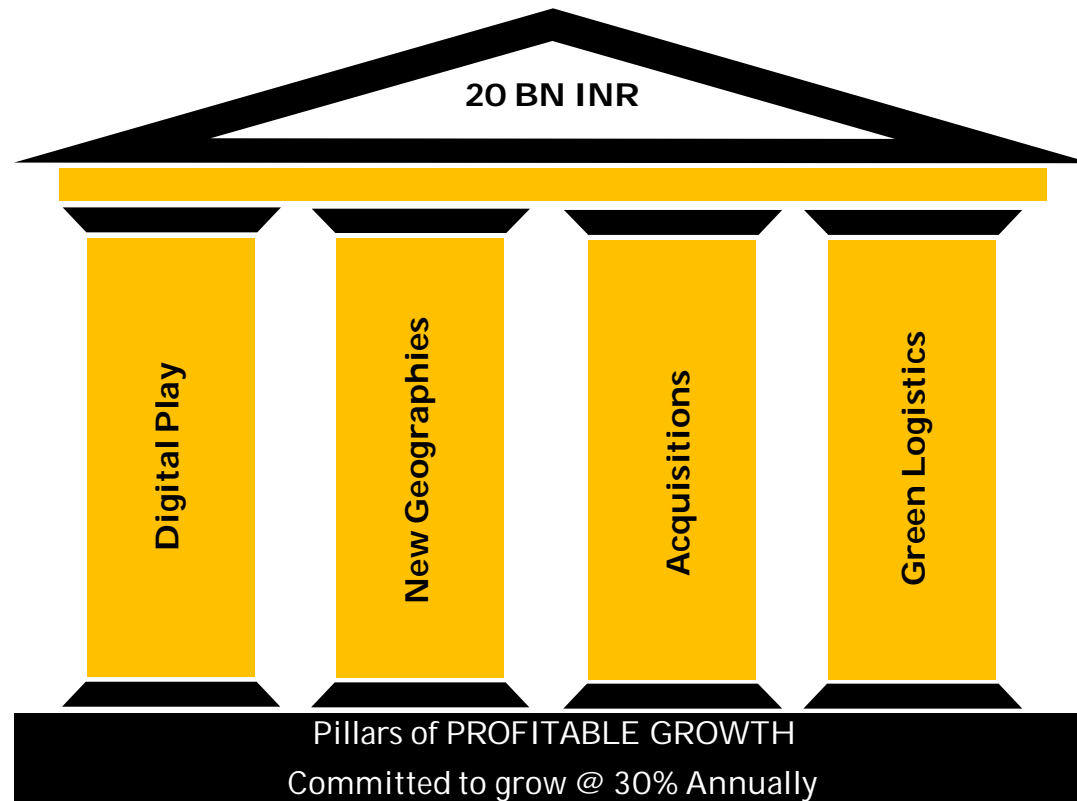
*Note\*- As on 31<sup>st</sup> March, 2022 Tiger Logistics is not utilizing any Cash Credit limit. Kotak has disbursed 4 Crores out of 10 Crores.*

*Fixed Assets Details during the financial year from 2018-19 to 2021-22 (INR in Crores)*

Financial Years	Net Block
2018-19	10.50
2019-20	9.64
2020-21	8.62
2021-22	7.85



Vision: INR 20 Bn Company in the FY 2026-27





# Future Growth Engines

## Strengthen Capabilities in New Geographies

Enhance the current network of agents & partners in new geographies to further increase global competitiveness and capability to serve the customer

### Digital Play

Use technology to digitalize freight forwarding to adopt end-to-end automation

The international logistics sector is still largely manual. There is a big need to digitalize logistics processes to save on inefficiency costs by leveraging technology and passing on the benefits to the customers.

#### How?

Building a platform that will enable automated RFQs, real-time freight/price discovery and shipment tracking, digital documentation and invoicing

Open Sales offices in Bangladesh, South America and the US, solely involved in breaking into businesses

#### How?



## Green Logistics

Adopt sustainable practices to offset the environmental cost of operations and become compliant to eco-standards of MNCs

#### How?

Setting up an EV division of first mile logistics. Increasingly, big corporates are becoming conscious of their carbon footprints and give priority to companies working carbon-consciously

## Merges and Acquisitions

Acquire companies in related spaces such as LCL, export packaging and imports to expand product mix while leveraging our existing network and skills

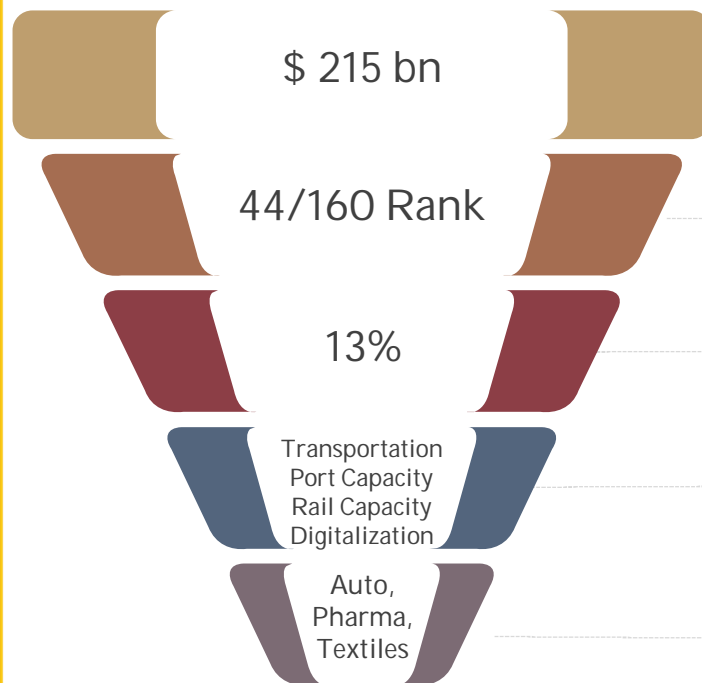
#### How?

Already mandated business consultants to scout for medium-sized companies in the LCL and import play, which would add new verticals to the company through inorganic growth without diluting the expertise



# Industry Snapshot

# Indian Logistics Scenario



## 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 the 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

# Major Demand Drivers



## Export Demand

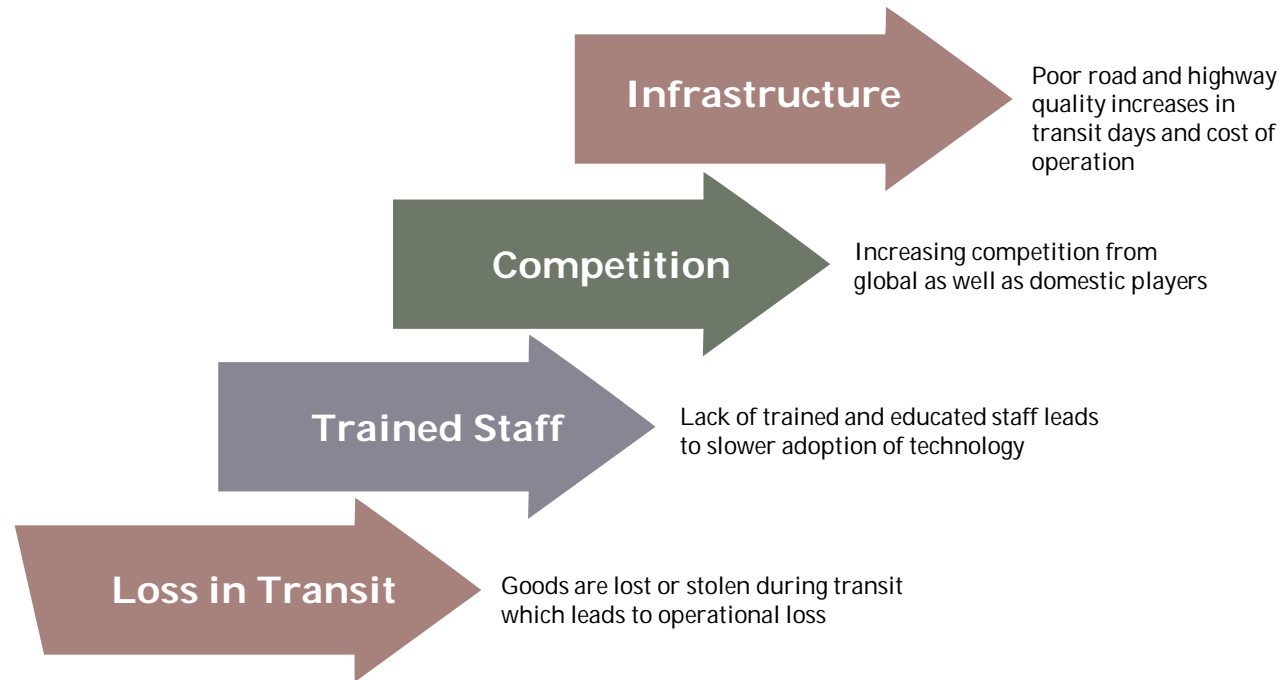
- Achieved \$197 billion worth of merchandise exports
- Expected to reach the target of \$400 billion this year
- Estimated 33% increase in merchandise exports
- Better port infrastructure to help EXIM propel further



## 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

# Industry Challenges





For further information, please get in touch:

---

---

**Tiger Logistics(India) Limited.**

CIN - L74899DL2000PLC105817

Mr. Vishal Gupta, Compliance Officer

[csvishal@tigerlogistics.in](mailto:csvishal@tigerlogistics.in)

<http://www.tigerlogistics.in/>

---