



TIGER LOGISTICS (INDIA) LTD

November 2021



Safe Harbor



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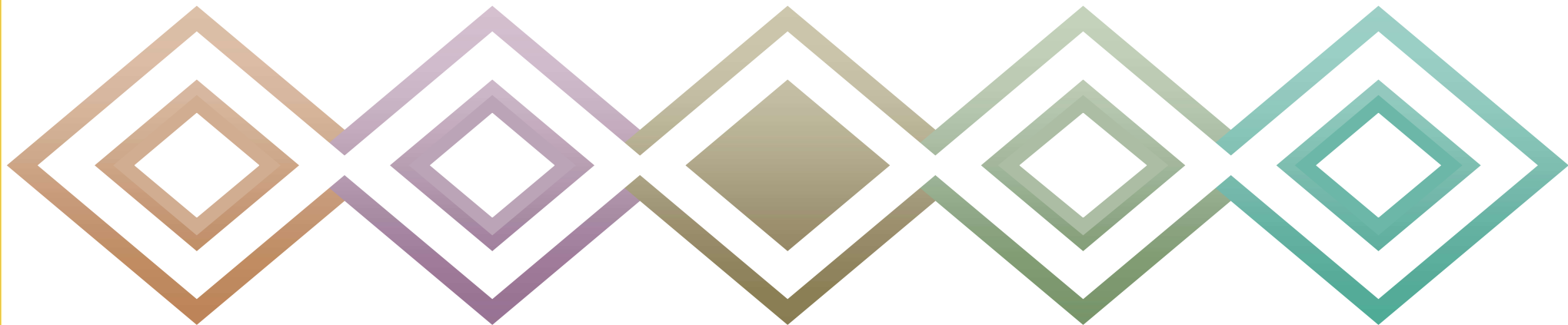


Company Overview

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

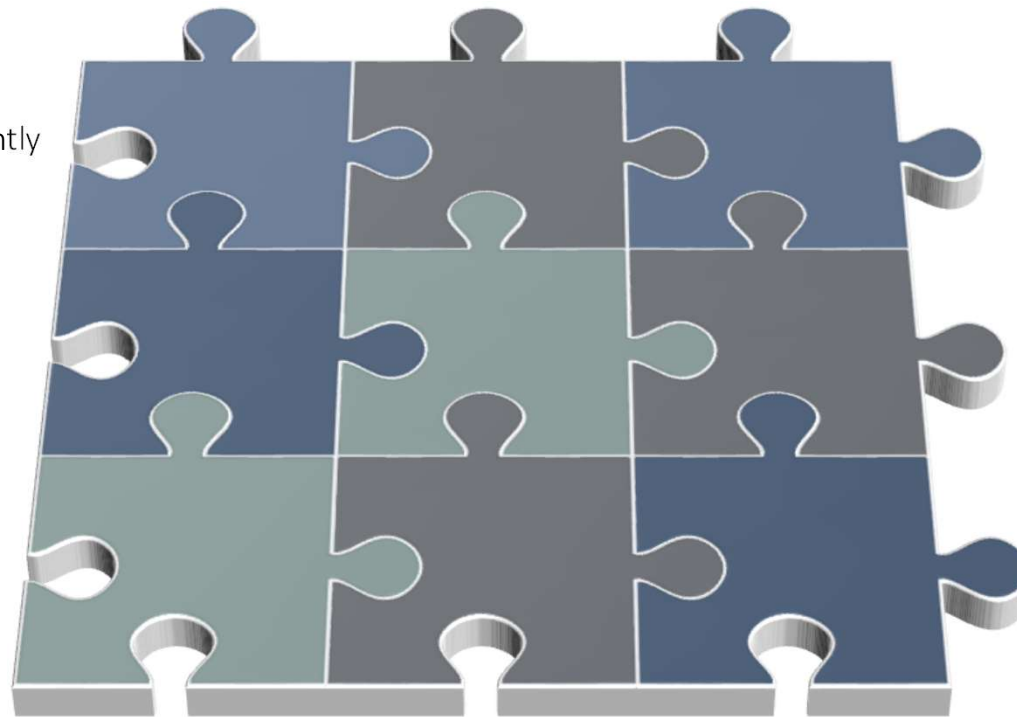
Our strong on ground force constantly thrives for efficiency in execution

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

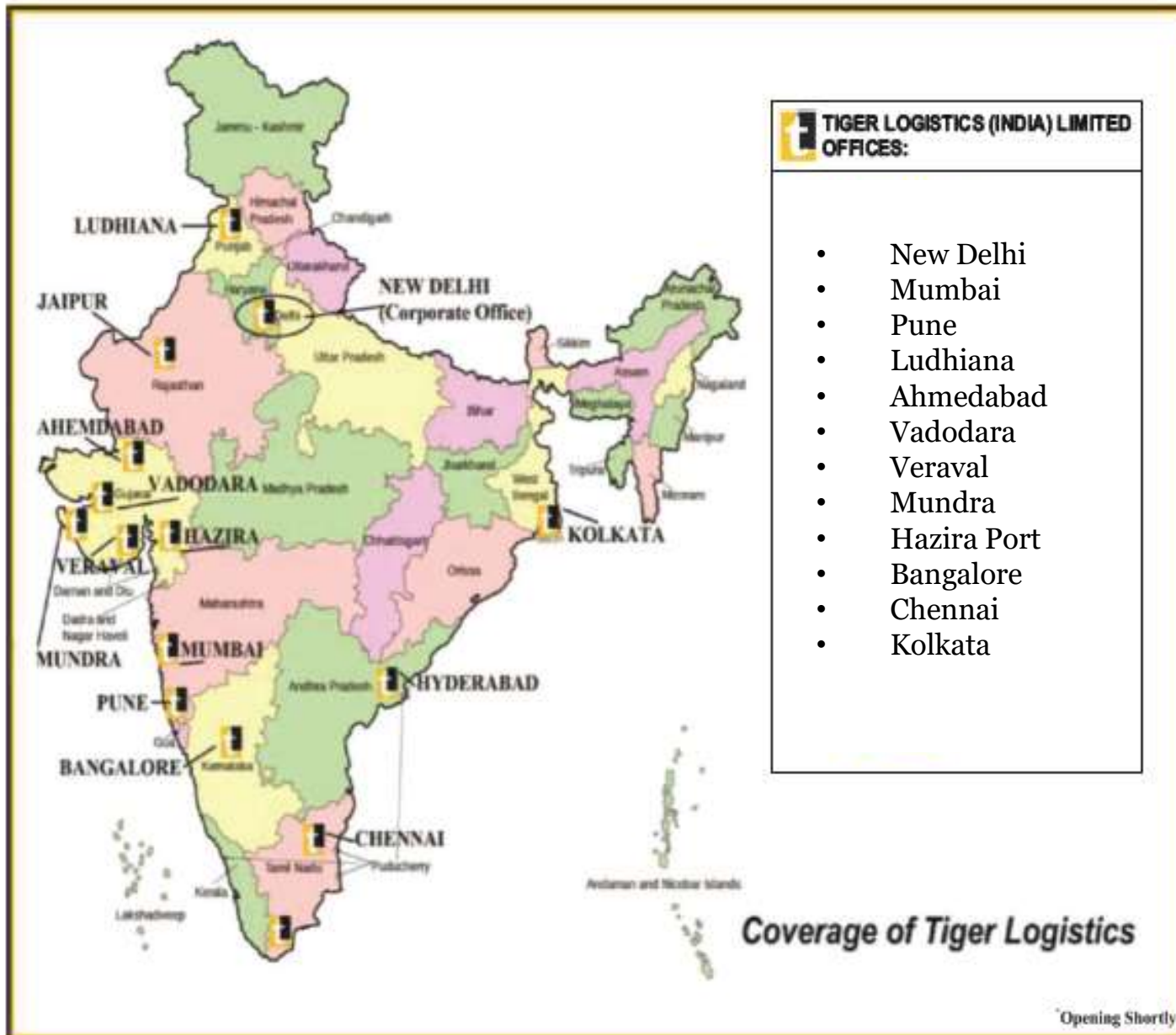
Strong IT backup

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



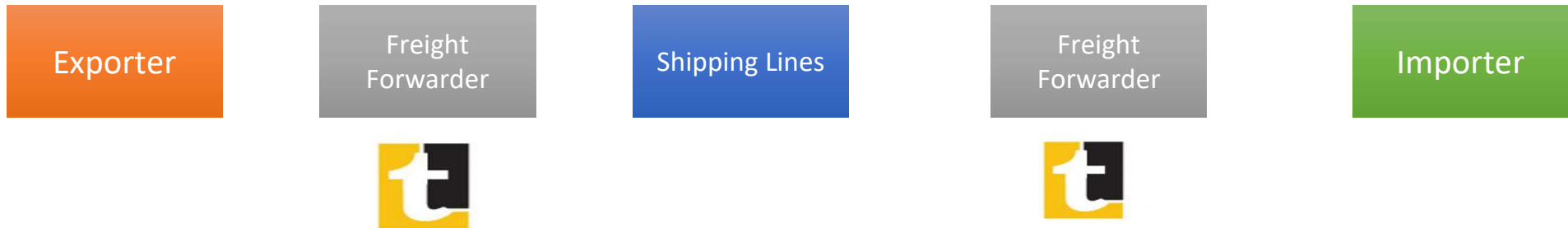
...with a Global Presence





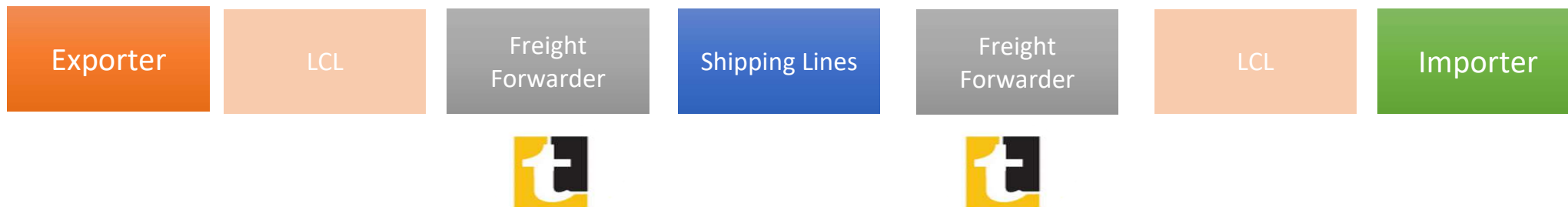
Leading FCL Player in India

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

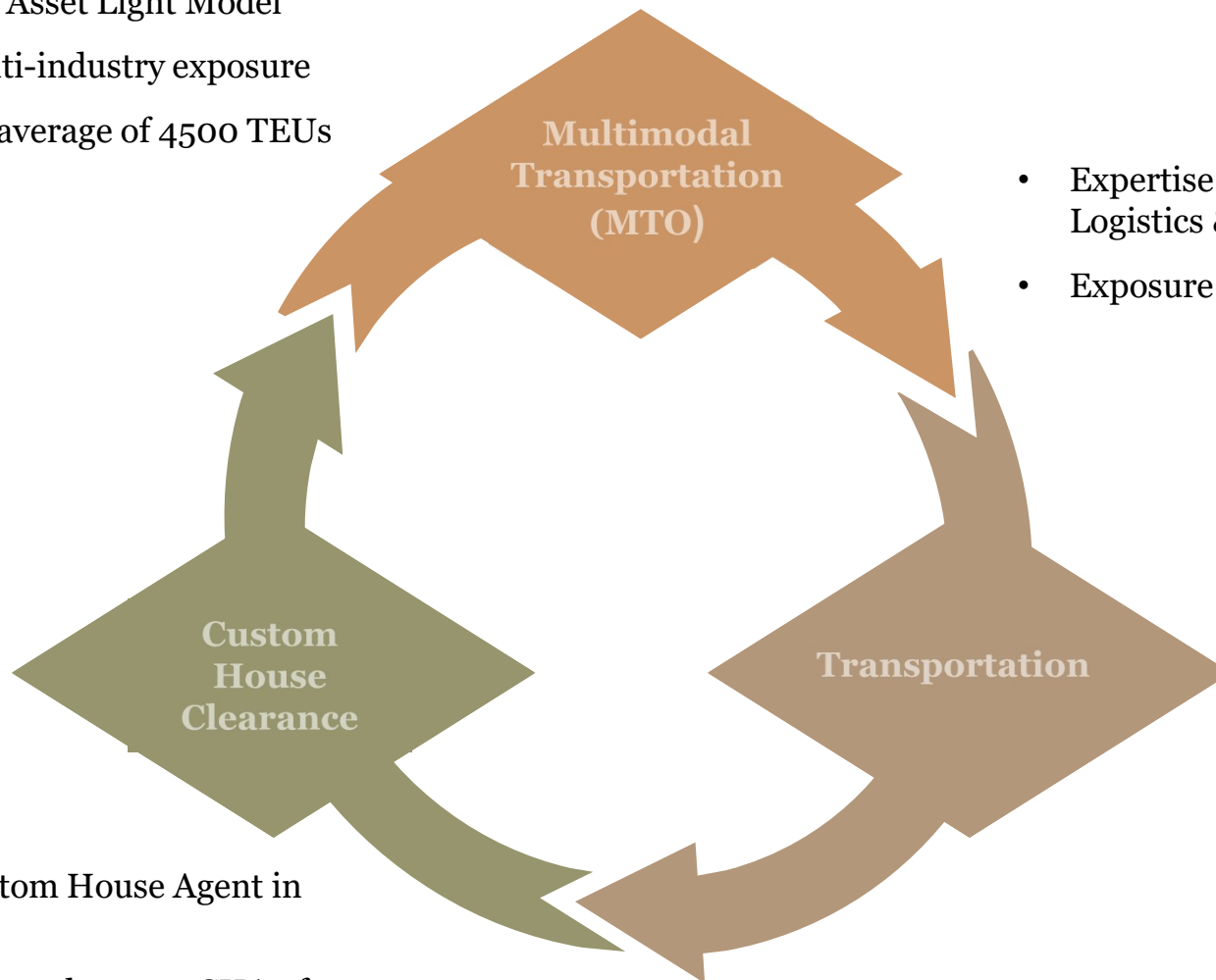


- **Our strong network of consolidators provide us continuous business opportunities thus strengthening our position as a leading FCL player in India**



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...

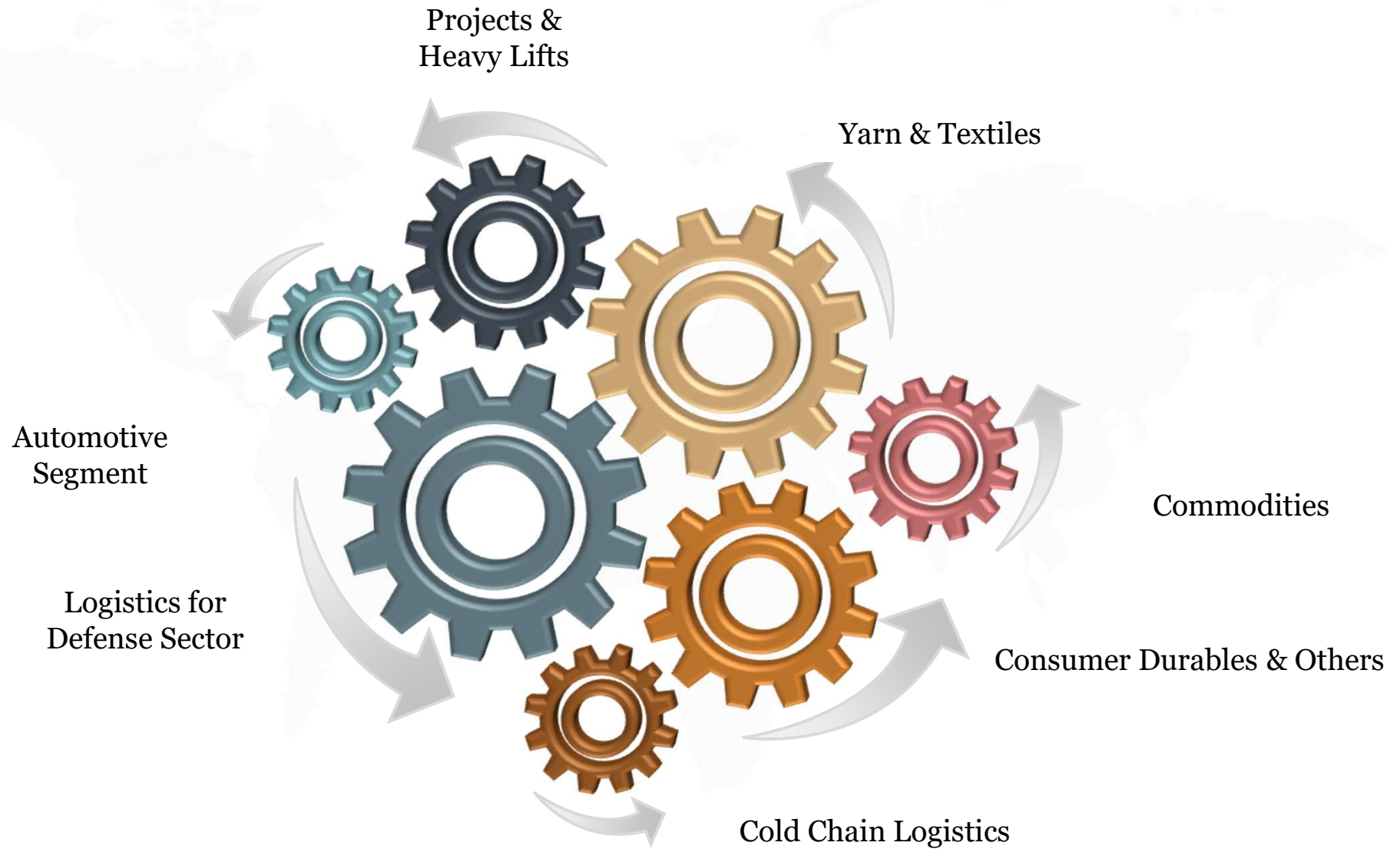


Bank Note Press





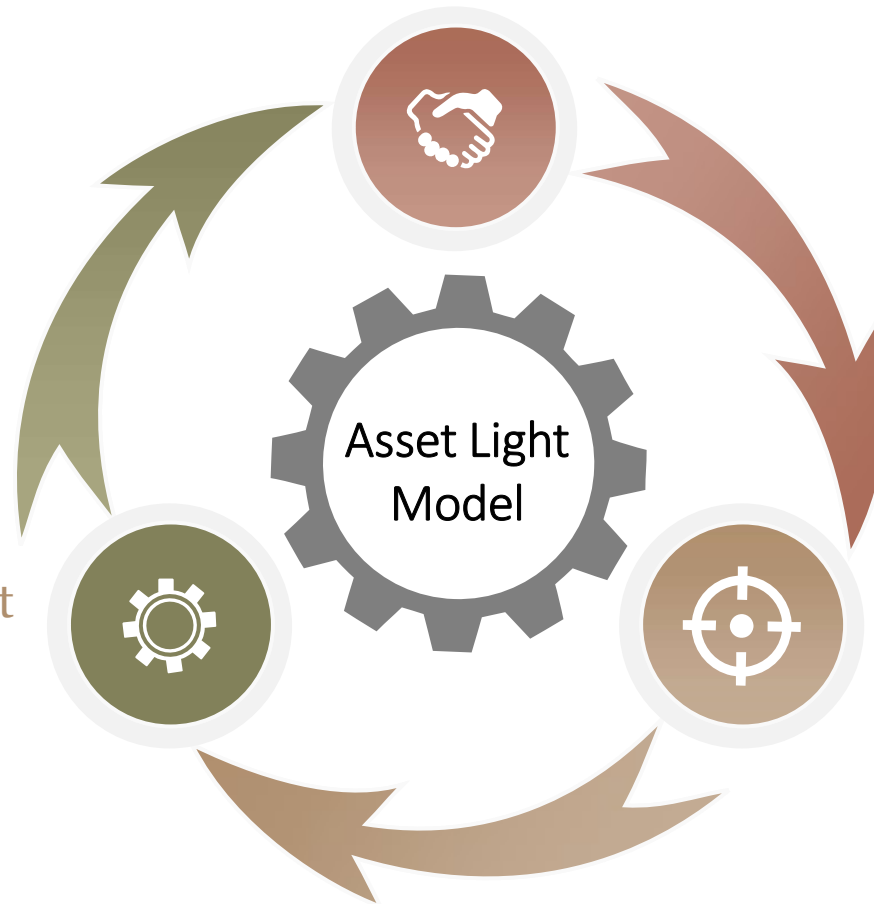
...across varied sectors...



...thus, diversifying risk profile₁₁



Asset Light Model – Our USP



...helps Balance Sheet Management

Allows us to focus on improving working capital efficiency rather than asset creation thus generating superior returns

Partnership based approach...

Leverage on the strengths and fleets of partners without reorienting the wheel to create a large asset base

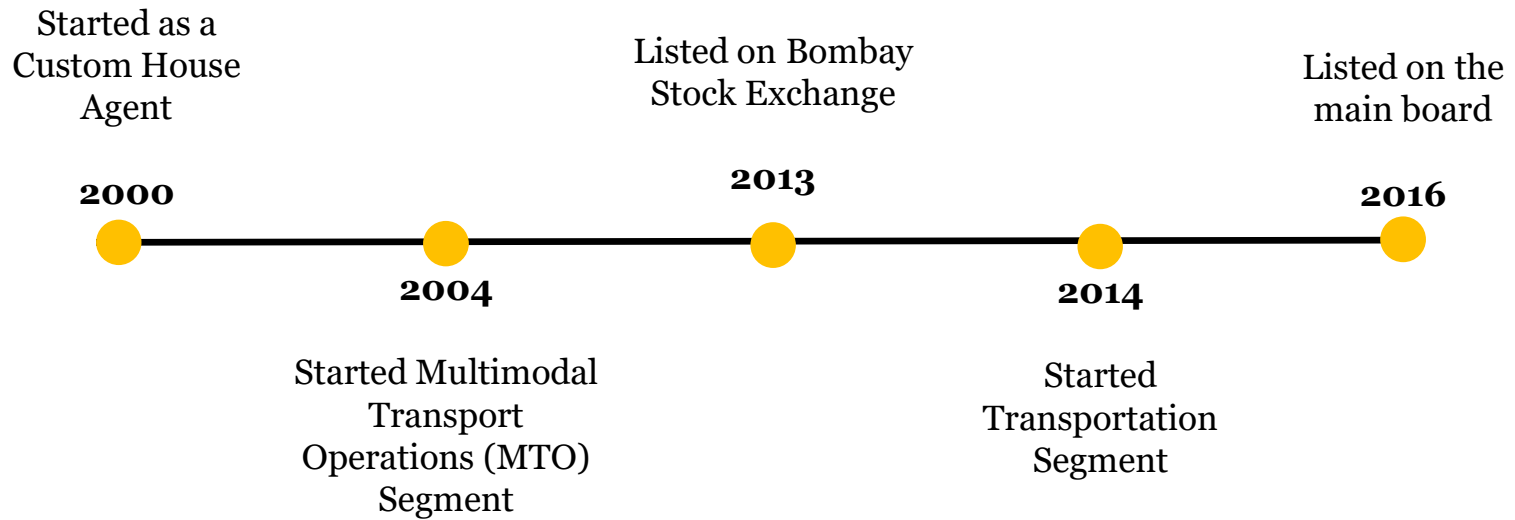
...allows us greater flexibility to expand portfolio

Asset light model encourages us to enhance our services and solutions portfolio which in turn increases value proposition for the customer

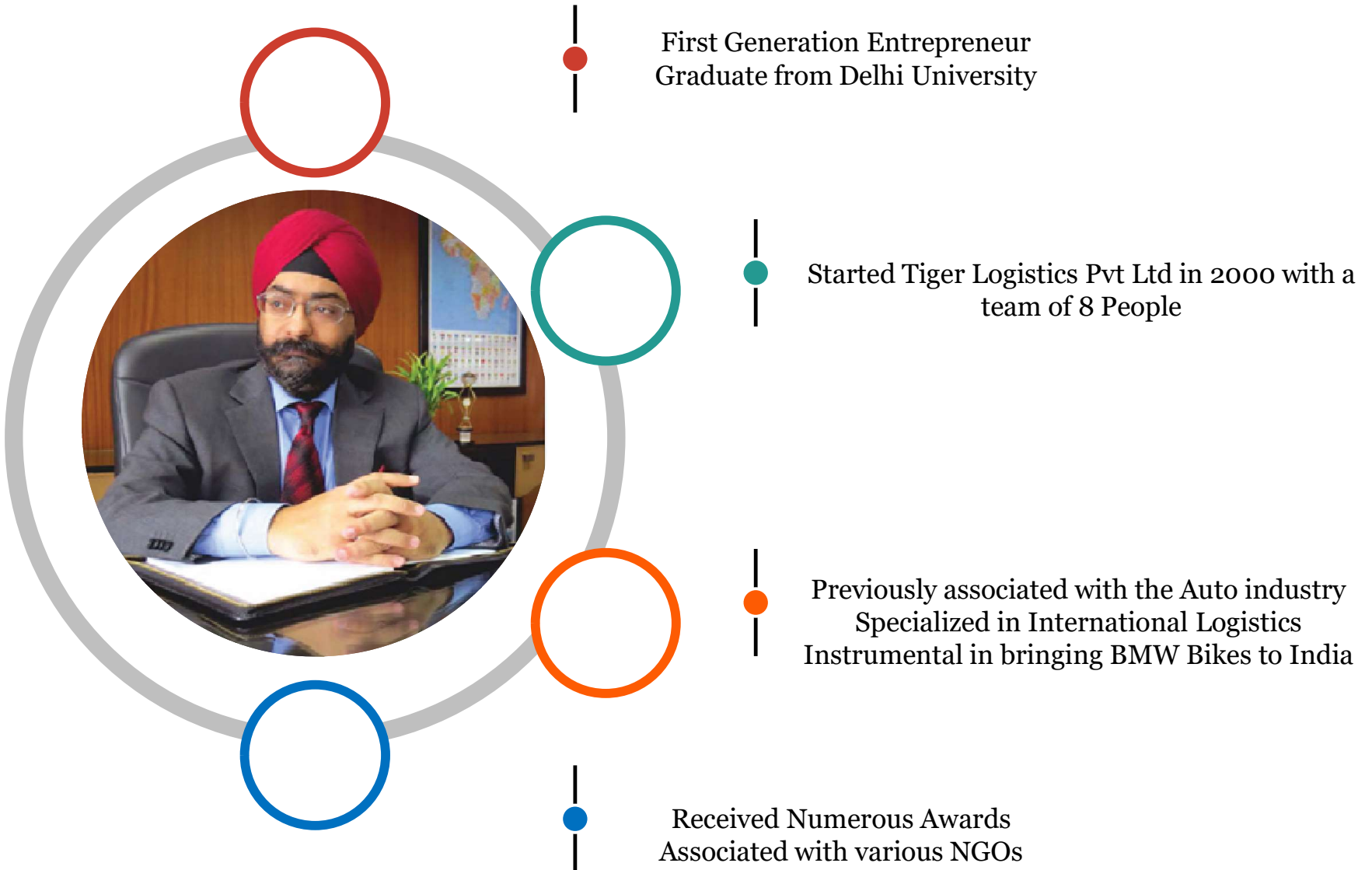


The Journey so far...

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



Recognized among the top 3 Custom House Agents (CHA) of North India, by Container Corporation of India (CONCOR India)



Accreditations & Affiliations







Financial & Operational Overview

Performance Snapshot Q2&6M & FY 2021-22



Q2 FY 2021-22

Revenue
17,322 Lakhs

EBITDA
969 Lakhs

PAT
855 Lakhs

6M FY2021-22

Revenue
25,513 Lakhs

EBITDA
1455 Lakhs

PAT
1284 Lakhs

Q2&6M FY21-22 Income Statement

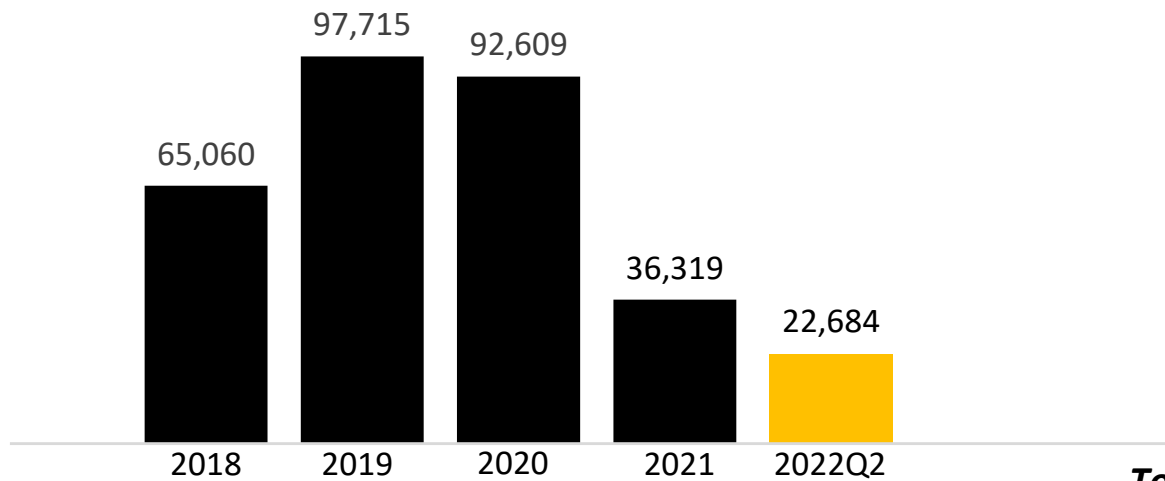


Rs. In Lakhs	Q2 FY 21-22	Q1 FY 21-22	YoY	6M FY 21-22	6M FY 20-21	YoY
Total Revenue	17,322	8163	112%	25,514	5651	351%
Operating Expenses	15,654	7333		22,967	6038	
Employee Expenses	268	254		518	366	
Other Expenses	430	94		573	660	
EBITDA	969	482	101%	1456	-1412	-
EBITDA Margin	5.59	5.90		5.71	-24.99	
Other Income	227	2		279	9	
Depreciation	20	20		40	46	
EBT	904	422	114%	1331	-1546	-
EBT Margin %	5.22	5.17		5.22	-	
Interest / Finance Cost	45	39		85	88	
PBT	904	422	114%	1331	-1546	-
Tax	51.85	-2.33		49	-7	
PAT	855	425	101%	1284	-1557	
PAT Margin %	4.94	5.20		5.03	-	

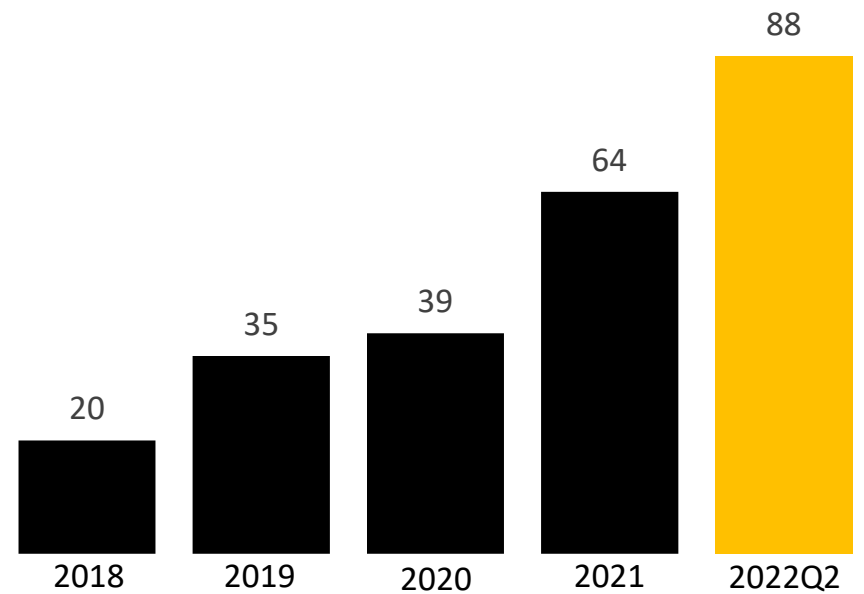
Operational Metrix



Twenty Feet Unit's (TEU's) Volume



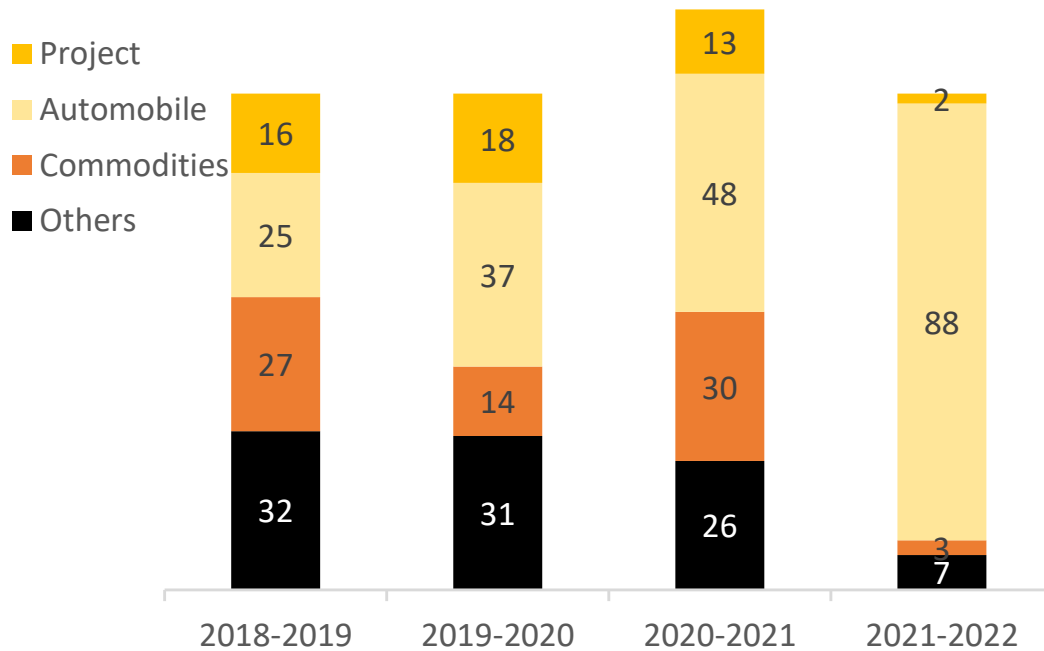
Top 5 Customers Contribution to Revenue %



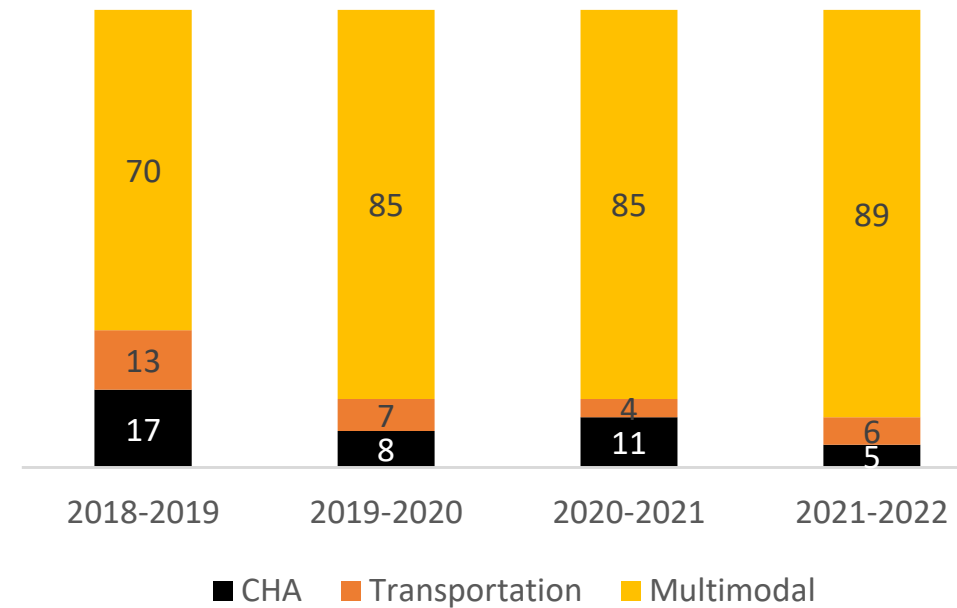


Operational Metrix

Industry wise Revenue Composition %



Segment wise Revenue Composition %





Historical Income Statement

Rs. In Lakhs	FY19	FY20	FY21
Revenue	33,072	30,318	16,925
Operating Expenses	28,654	27,792	15,471
Employee Expenses	2170	2062	973
Other Expenses	819	1183	1,332
EBITDA	1429	-719	-952
EBITDA Margin	4.32%	-2.37%	-5.63%
Other Income	36	170	138
Depreciation	113.56	98	89
EBT	1049	-1212	-1212
EBT Margin	3.17%	-4.00%	-7.16%
Interest / Finance Cost	266	395	170
Exceptional Item Gain / Loss	0	0.00	101
PBT	1049.30	-1211.70	-1212.00
Tax	26.91	22.27	30.00
PAT	669.44	-1248.54	-1242.45
PAT Margin	2.02%	-	-



Borrowings and Fixed Assets

*Borrowings during the financial year from 2017-18 to 2020-21
(INR in Crores)*

INR in Crores	Borrowings (Fund-based) as on 31st March 2021		
Financial Year	SBI	IDBI	Kotak
2017-18	-	8.00	10.00
2018-19	16.00	8.00	14.00
2019-20	16.00	8.00	14.00
2020-21	16.00	5.00	-

*Fixed Assets Details during the financial year from 2017-18 to
2020-21 (INR in Crores)*

Financial Years	Net Block
2017-18	10.78
2018-19	10.50
2019-20	9.64
2020-21	8.62

Impact of COVID-19

COVID-19 hit the Indian economy severely. With the national lockdown, trade closed and resultantly led to the tanking of our sales and profits.

With delays at ports due to labor shortages, social distancing norms in place and acute container shortages, we ended up paying heavy detention and demurrage costs on each stuck container.

Because of our long-term contracted relationships with our big auto customers, who refused to accept these losses, we strategically decided to bear these so as to secure future business with them.

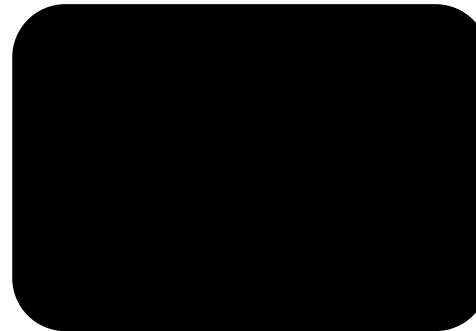
In addition to this, we also booked bad debts as some of our customers shut shop or were unable to complete their payments due to the pandemic



COVID-19 Coping Strategies



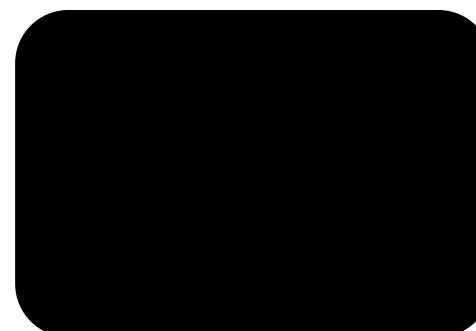
Consolidated resources and focussed on core businesses of auto and engineering goods



Incurred detention and demurrage costs due to the lockdown on account of long-term loyal customers

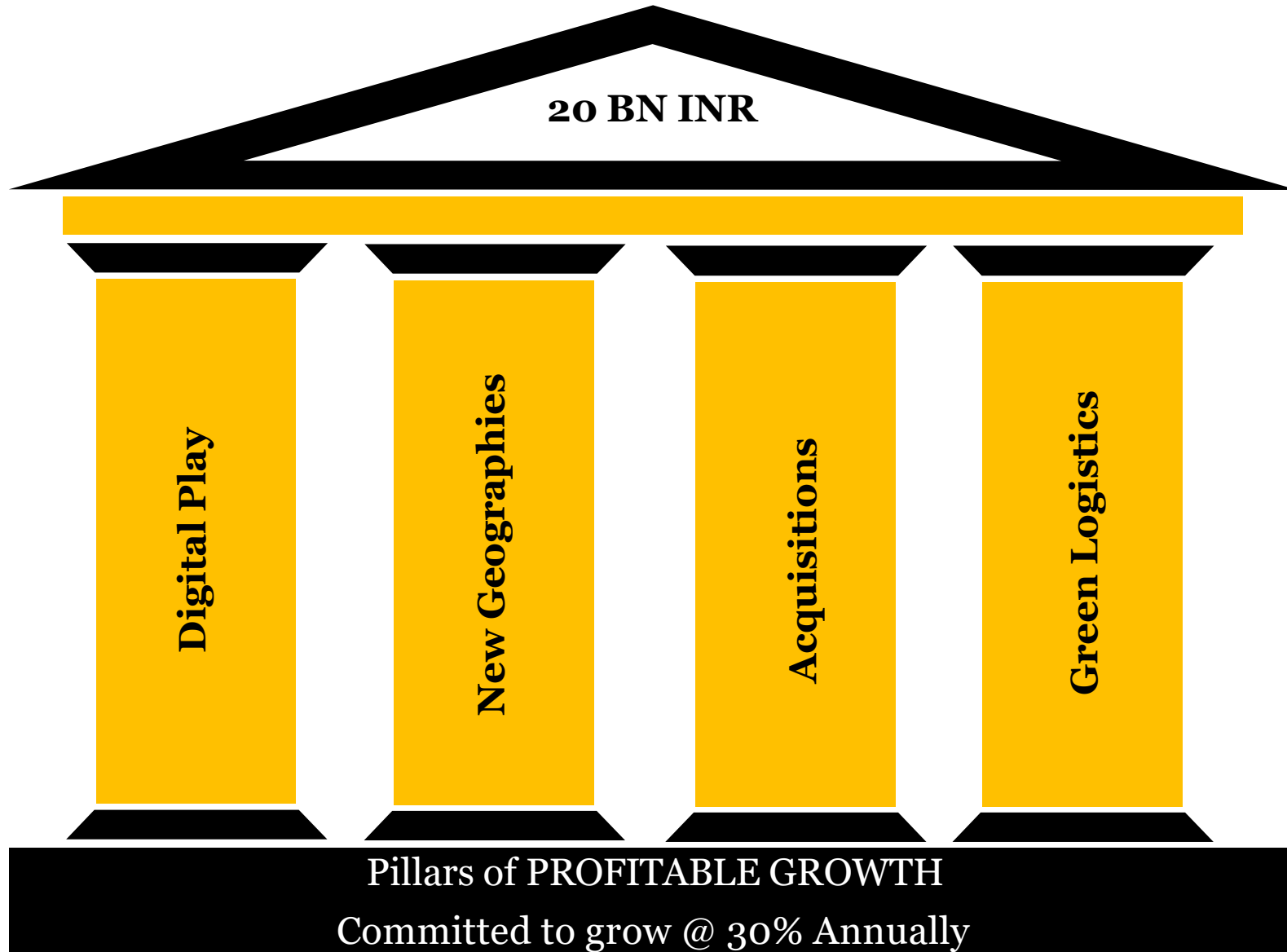


Booked bad debts from absconding customers and those who shut shop in the pandemic



Eliminated top-heavy employee structure for judicious use of financial resources

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

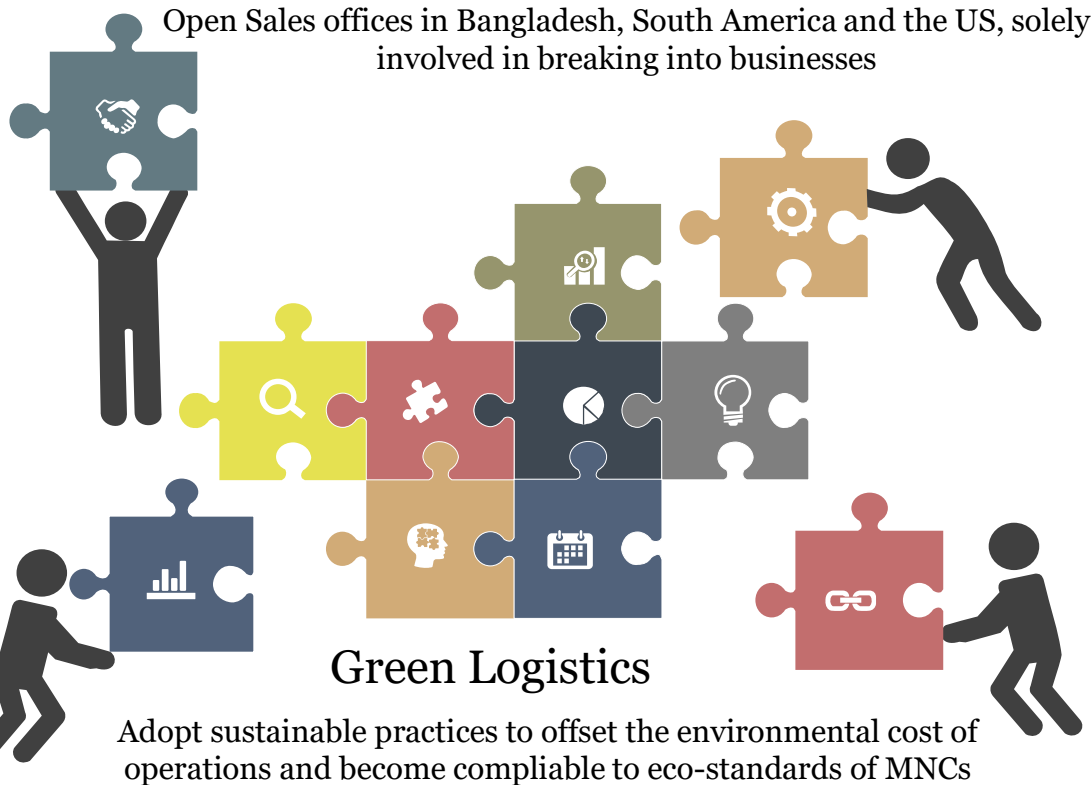
Digital Play

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 shipment tracking, digital documentation and invoicing



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

95% of India's trade by volume and 70% by value is done through maritime transport

In FY21, all key ports in India handled 672.60 million tonnes (MT) of cargo traffic.

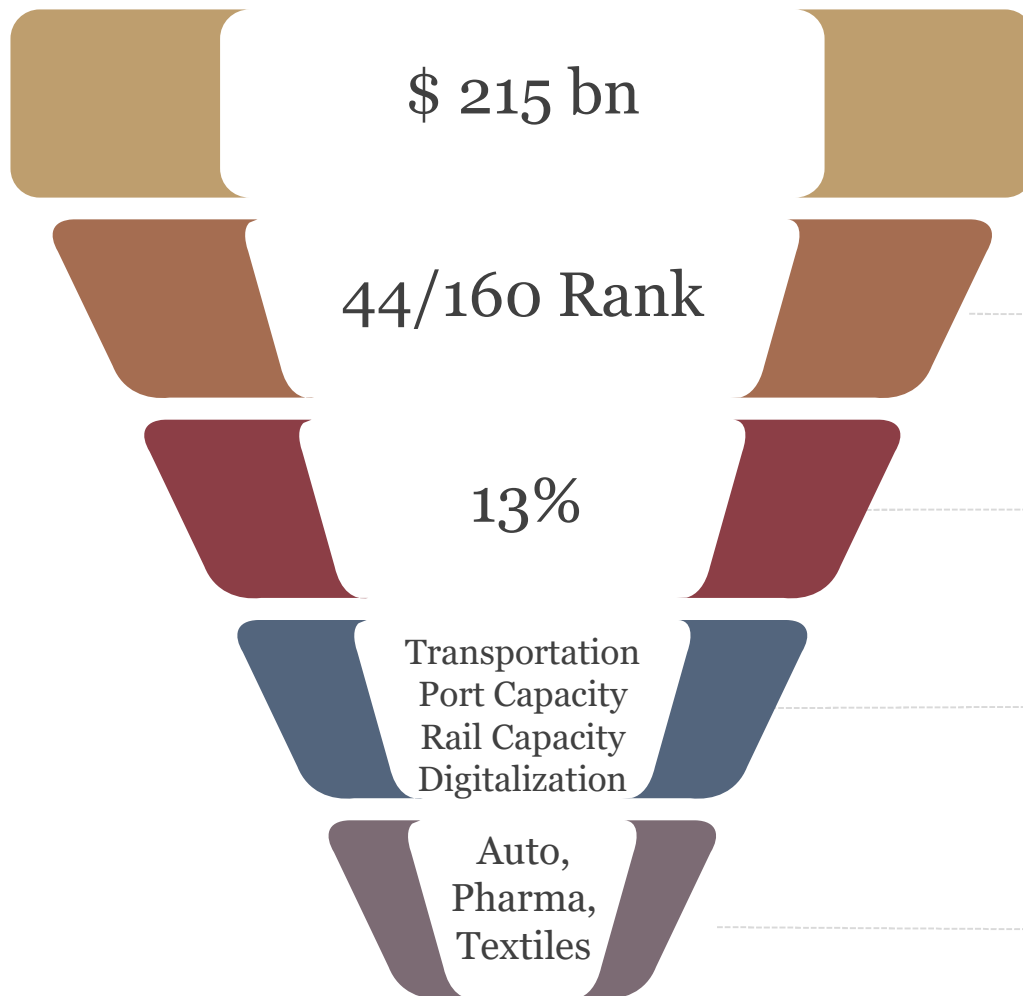
	No. of TEUs (figures in lakhs)			
Financial Year	2017-18	2018-19	2019-20	2020-21
Total TEUs exported by India	106.95	118.43	127.69	100.90
TEUs handled by Tiger	0.65	0.98	0.93	0.37
Percentage handled	0.61%	0.83%	0.73%	0.36%

Indian Logistics Sector valued at: INR 11,840 billion

***Tiger Logistics** expected turnover (FY21-22) : INR 5.75 billion*



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

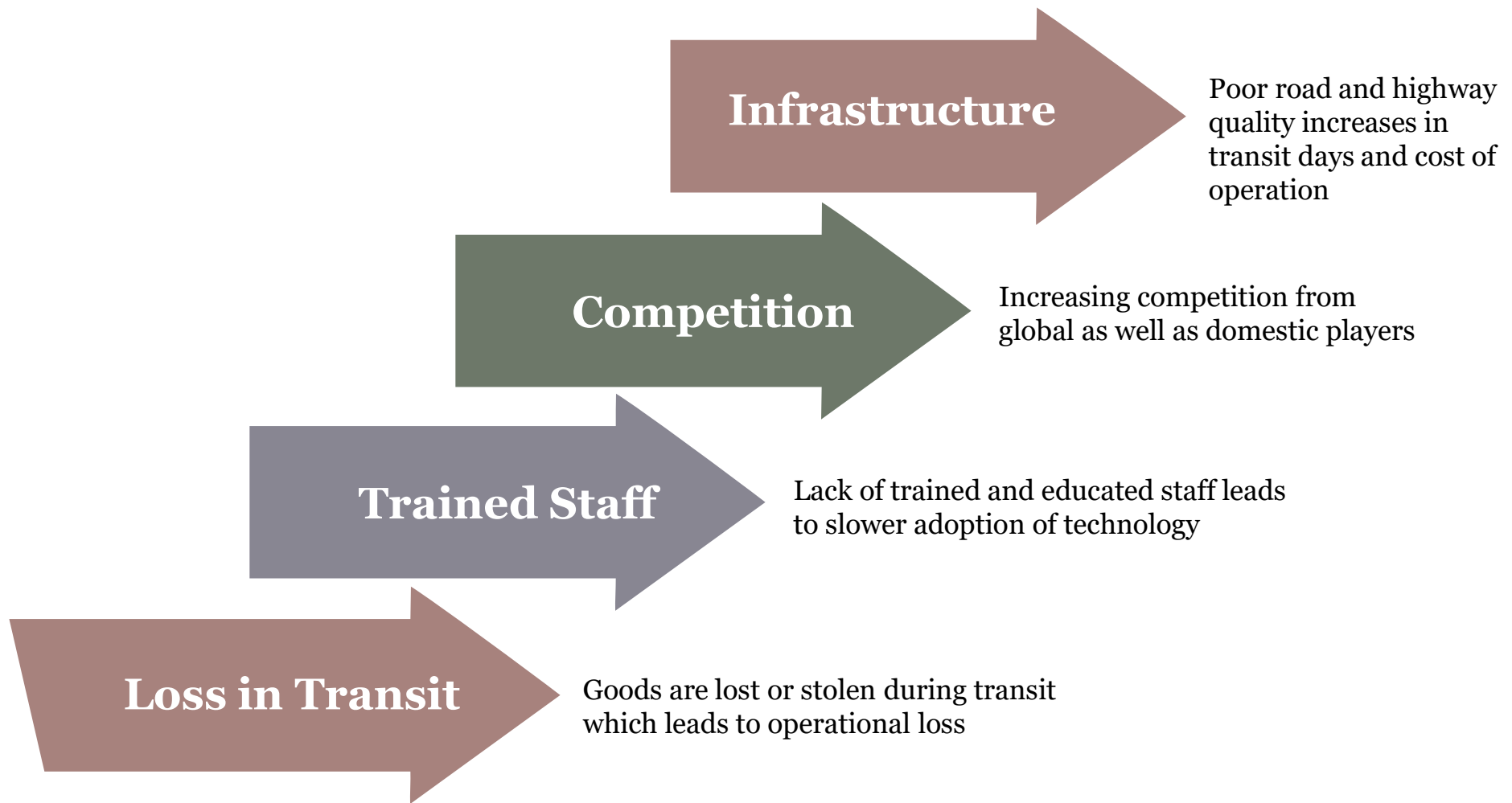
- Achieved \$197 billion worth of merchandise exports
- Expected to reach the target of \$400 billion this year
- Estimated 33% increase in merchandise exports
- Better port infrastructure to help EXIM propel further



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:

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