

Tiger Logistics (India) Limited FY17 PAT ₹ 10 Crs, up by 41%

Standalone Revenue for FY17 grew by 18% to ₹ 298 Crs

Standalone EBITDA for FY17 was ₹ 17 Crs, up by 33%

Tiger Logistics (India) Limited (BSE Scrip ID – 536264), a leading Third Party player with specialization in International Logistics handling import and export of Cargos and Projects announced its Audited financial results for the Quarter & Full year ended 31st March, 2017.

Financial Highlights:

For FY17, total revenue grew by 18% to ₹ 298 crore from ₹ 253 crore for FY16. EBITDA margin stood at 5.6%, growth of 66 bps YoY. PBT increased to ₹ 16 crore for FY17 from ₹ 12 crore for the same period last year. PAT was higher by 41%, from ₹ 7 crore for corresponding period last year to ₹10 crore this year.

During Q4FY17, total revenue stands at ₹ 89 crore with an EBITDA margin of 5.7%, PBT at ₹ 5 crore and PAT at ₹ 3 crore.

TEU's (Twenty Feet Unit's) increased to 26,949 for Q4FY17 from 20,943 TEU's for Q3FY17, while for FY17 TEU's were at 81,967 vs 73,185 for FY16, indicating continuation in growth momentum.

For FY17, Commodities was the highest contributor in the total revenue composition at 31%, followed by Automobiles at 23%, Projects at 21% and others at 25%.

Top 5 customers contributed 18% of total revenue. Our varied customer base has de-risked our business model.

Multi modal segment continues to contribute highest at 57% of total revenue in FY17, followed by CHA at 26% and Transportation at 16% for the quarter

Commenting on the performance Mr. Harpreet Singh Malhotra, CMD said:

“Our strategy of handling logistics for multiple sectors and multiple products is paying rich dividends. In FY17, we have been able to expand our reach in East India which is a major trade hub and expect good growth going forward. We have also been able to open offices in International locations to target Imports of Cargo in India. Recently we have also added Defense Logistics in our bouquet of services and have set up a specialized team to grow the business in this segment which offers huge growth opportunities.

With growing Economy, increasing focus of Government and Indian Corporates on Exports, and our Hedge strategy will ensure we play a bigger role in the Indian Logistics sector.”

About Tiger Logistics (India) Ltd.

Tiger Logistics (India) Ltd is a leading Third party logistics player with specialization in International Logistics handling import and export of Cargos and Projects. It has a very strong base of approx. 50 agents and partners all over the world. Its competitive edge lies in its Asset Light Model and providing one-stop solution to Customers for International Trades. Company provides logistics services across varied sectors thereby hedging its risk during downturns in economic cycle. The Company’s shares are listed on BSE. For more information, please visit the company website www.tigerlogistics.in

Safe Harbor Statement:

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

For Further Details, Please Contact:

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CIN - L74899DL2000PLC105817

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Investor Relations Advisors:

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TIGER LOGISTICS (INDIA) LTD

Investor Presentation

May 2017





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Financial & Operational Overview

Performance Snapshot Q4&FY17



Q4FY17

Revenue
892 Mn

EBITDA
51 Mn

PAT
31 Mn

FY17

Revenue
2,981 Mn

EBITDA
168 Mn

PAT
103 Mn



Q4/FY17 Income Statement

Rs. Millions	Q4FY17	Q4FY16	YoY	FY17	FY16	YoY
Revenue	892	756	18%	2,981	2,534	18%
Operating Expenses	767	672		2,586	2,237	
Employee Expenses	39	31		148	108	
Other Expenses	35	23		79	63	
EBITDA	51	30	67%	168	126	33%
EBITDA Margin	5.70%	4.02%	+168bps	5.64%	4.98%	+66bps
Other Income	0	1		2	7	
Depreciation	1	2		5	7	
EBIT	49	30		165	125	
EBIT Margin	5.54%	3.96%		5.53%	4.94%	
Interest / Finance Cost	2	1		5	3	
PBT	48	29		159	122	
Tax	16	20		56	49	
PAT	31	10	223%	103	73	41%



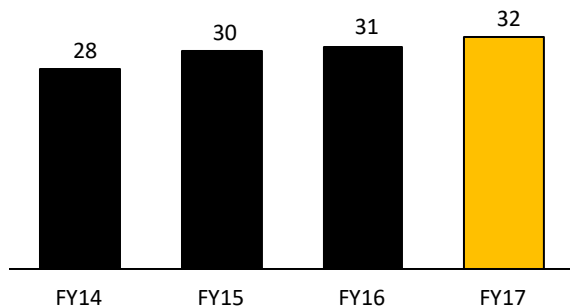
Balance Sheet

Rs. Millions	FY17	FY16
Share Capital	106	106
Reserves and Surplus	365	262
Shareholders Funds	471	368
Long-term Borrowings	2	2
Long-term Provisions	13	9
Non-current liabilities	16	12
Short-term Borrowings	62	59
Trade Payables	346	293
Other Current Liabilities	24	40
Short-term provisions	18	18
Current liabilities	451	410
TOTAL - EQUITY AND LIABILITIES	938	790
Fixed Assets	30	28
Capital Work in Progress	18	3
Long-term Loans and Advances	5	3
Non-current investments	3	1
Deferred Tax Assets	5	4
Non-current assets	61	39
Trade Receivables	823	672
Cash and Cash Equivalents	46	70
Short-term Loans and Advances	0	1
Other current assets	7	7
Current assets	877	750
TOTAL - ASSETS	938	790

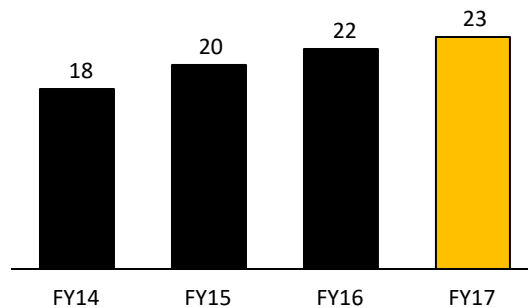
Performance Measurement



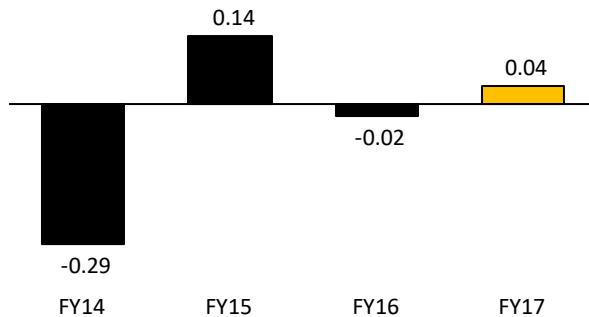
Return on Capital Employed %



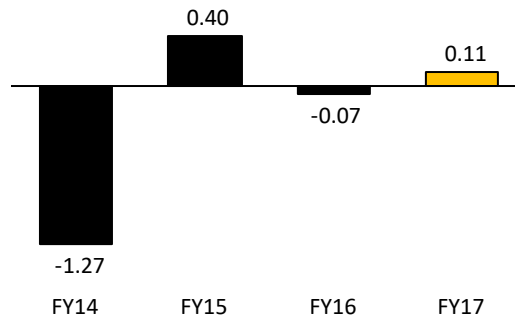
Return on Equity %



Net Debt to Equity Ratio



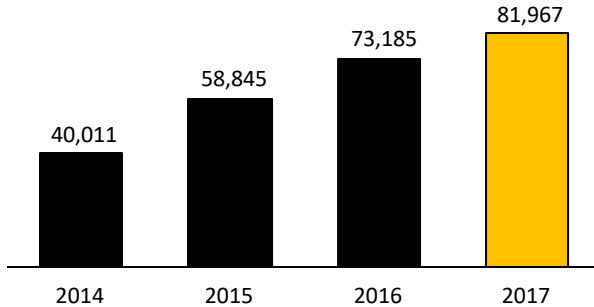
Net Debt to EBITDA Ratio



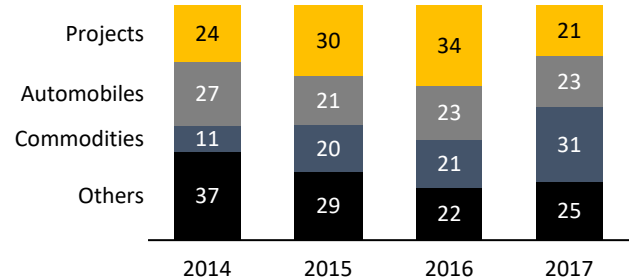
Operational Metrix



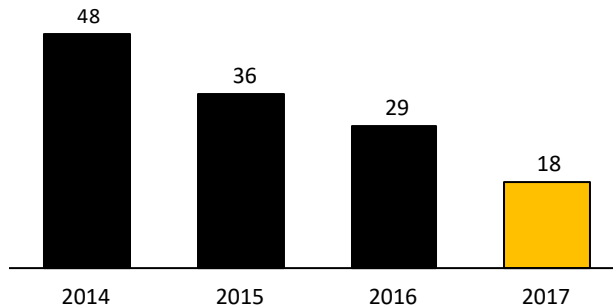
Twenty Feet Unit's (TEU's) Volume



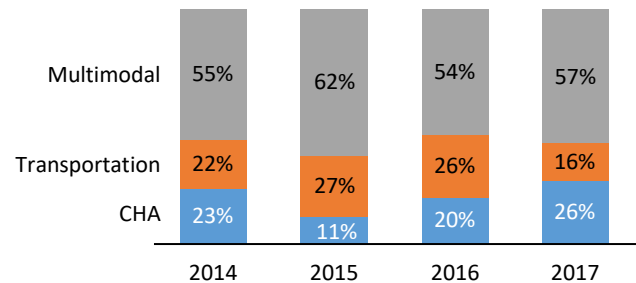
Industry wise Revenue Composition %



Top 5 Customers Contribution to Revenue %



Segment wise Revenue Composition %





Historical Income Statement

Rs. Millions	FY17	FY16	FY15	FY14
Revenue	2,981	2,534	2,458	1,475
Operating Expenses	2,586	2,237	2,227	1,306
Employee Expenses	148	108	80	60
Other Expenses	79	63	48	48
EBITDA	168	126	103	61
EBITDA Margin	5.64%	4.98%	4.20%	4.15%
Other Income	2	7	6	7
Depreciation	5	7	10	8
EBIT	165	125	99	60
EBIT Margin	5.53%	4.94%	4.04%	4.08%
Interest / Finance Cost	5	3	1	-
Exceptional Item (Gain) / Loss	0	-	(13)	-
PBT	159	122	84	60
Tax	56	49	27	21
PAT	103	73	58	39
PAT Margin	3.45%	2.88%	2.35%	2.66%



Recent Accreditation in the Basket

Certified by Indian Customs in Authorised Economic Operator (AEO) program


केंद्रीय उत्पाद एवं सीमा शुल्क बोर्ड
CENTRAL BOARD OF EXCISE AND CUSTOMS
वित्त मंत्रालय
MINISTRY OF FINANCE
भारत सरकार
GOVERNMENT OF INDIA

प्राधिकृत आर्थिक संचालक-एल.ओ. प्रमाण-पत्र
AUTHORIZED ECONOMIC OPERATOR-LO CERTIFICATE
(CUSTOMS BROKER AND FREIGHT FORWARDER)

प्रमाण-पत्र संख्या Certificate Number: **INAABCT3664R0F168**

कम्पनी का नाम: M/s Tiger Logistics India Limited,
Name of Company: 804A-807, Skylark Building, 60 Nehru Place
Delhi-110019


भारतीय सीमा शुल्क
INDIAN CUSTOMS

अन्तर्राष्ट्रीय आपूर्ति श्रृंखला को सुरक्षित रखने हेतु आपकी प्रतिबद्धता का सम्मान करते हुए एवं इन्टर्नॅट्सी.ओ. के सेफ फ्रेमवर्क ऑफ स्टैंडर्ड्स के अनुसरण में सी.बी.ई.सी. के परिपत्र संख्या 33/2016-सीमा शुल्क, दिनांक 22.07.2016 के अन्तर्गत भारतीय सीमा शुल्क अपने प्राधिकृत आर्थिक संचालक (ए.ई.ओ.) कार्यक्रम में आपके प्रतिष्ठित संगठन को प्रमाणित करता है।
यह प्रमाण-पत्र **12.12.2021** तक वैध है।

In recognition and appreciation of your commitment to secure the international supply chain and in compliance with the WCO's SAFE Framework of Standards, Indian Customs certifies your esteemed organization in its Authorised Economic Operator (AEO) programme under CBEC Circular Number 33/2016-Customs, dated 22.07.2016.
This certificate is valid upto **12.12.2021**


(सुनील के सिन्हा/ Sunil K Sinha)
ए. ई. ओ. कार्यक्रम प्रबंधक
AEO Programme Manager

स्थान Place : नई दिल्ली New Delhi
दिनांक Date: 16.12.2016

Improved Operational Efficiency by :

Waiver of Bank Guarantees for Logistics Service providers, Custodians or Terminal Operators and Customs Brokers

Exemption from Permission on case to case basis in case of transit of Goods thus shortening delivery time

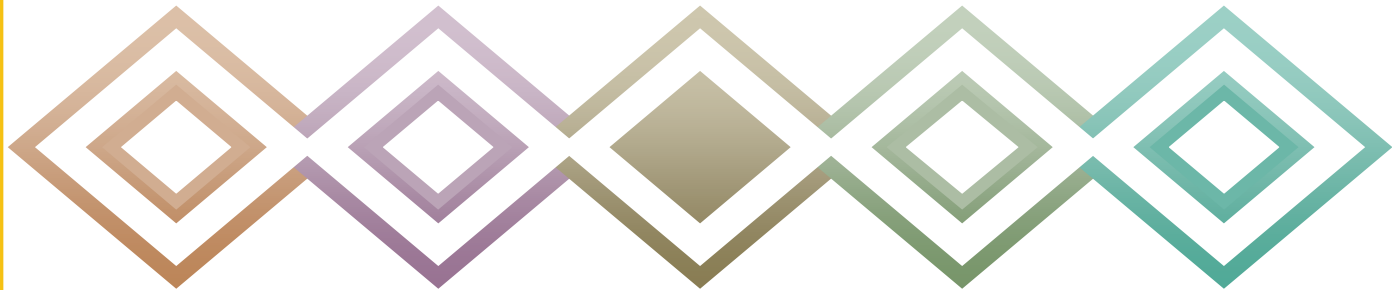
Waiver from fee for renewal of license for Custom Brokers



Company Overview



TIGER LOGISTICS is a Multi-Vertical Global Logistics Solution Provider



Established in 2000

Started in 2000 with the vision to become a **one stop solution** provider to all things 'Logistics'

Multi Vertical

Tiger Logistics is one of the few logistics companies with experience of **dealing with multiple industries**

Solution Provider

We carve out **tailored solutions** based on customers needs and manage their end to end logistics requirement

True to our Philosophy

Providing **Cost Effective, Error free, efficient & timely services** to our clients

Partnership Oriented

We adopt an **Asset light Business Model** through **Partnerships** with Leading Carriers associated by a dedicated team of in-house industry specialists

Capitalizing on our Strengths...



Strong Execution

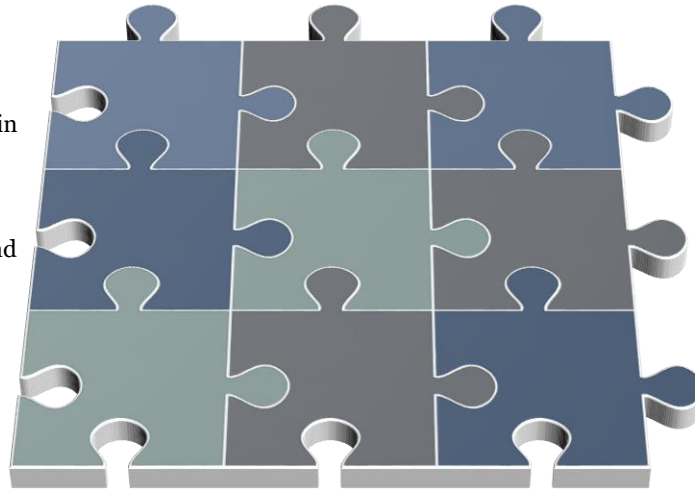
Our strong on ground force constantly thrives for efficiency in execution

PAN India Presence

Our strong 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

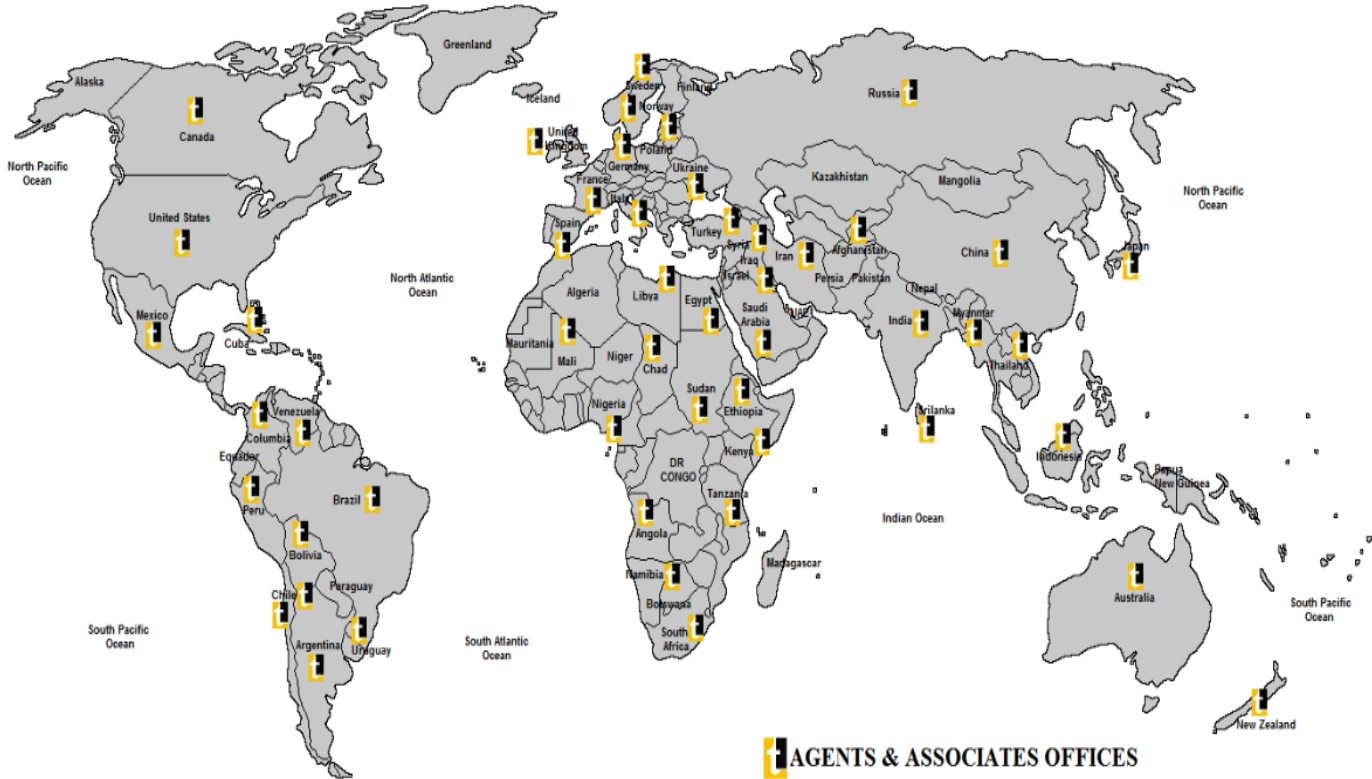
Strong IT backup


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

...with a Global Presence

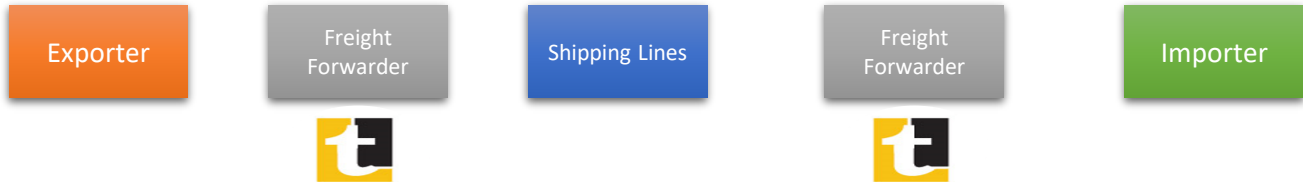


 AGENTS & ASSOCIATES OFFICES

Leading FCL Player in India

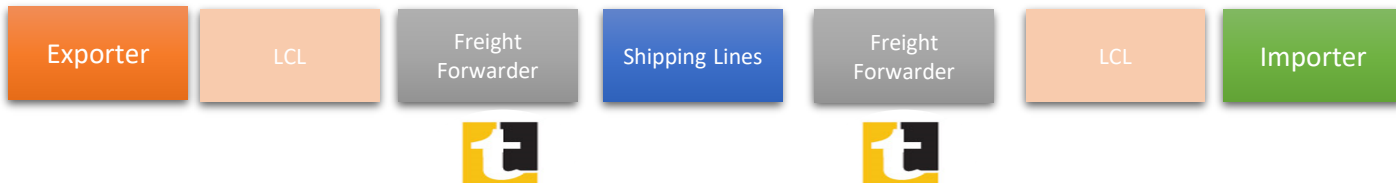


When Exporter has Full Container Load



- Our Association with multiple corporates across varied industries helps us to source Full Container Loads

When Exporter has Less than Container Load

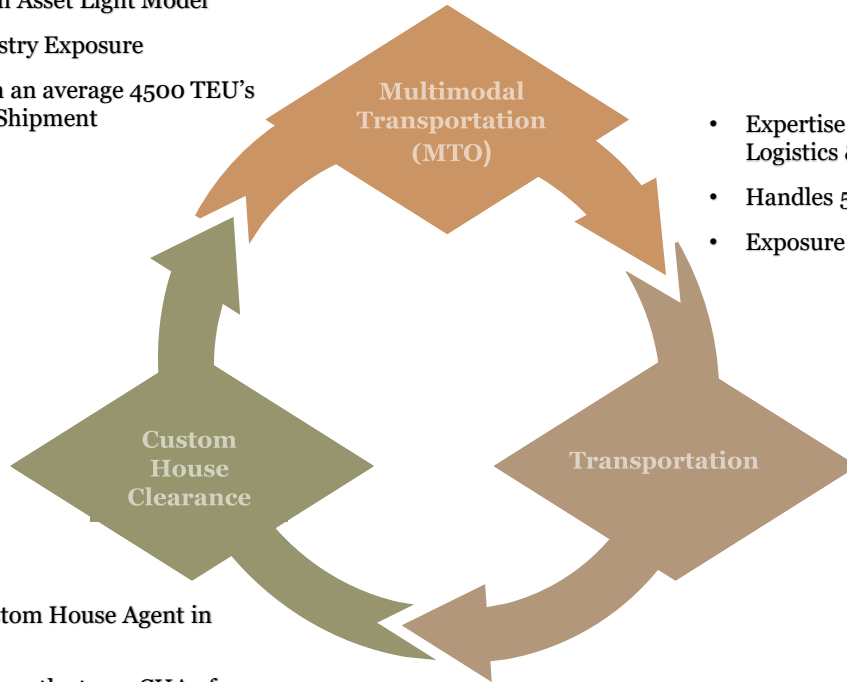


- Our Strong Network of LCL's provide us continuous business opportunities thus strengthening our position as a leading FCL player in India



Multi Segment Experience...

- Operates on Asset Light Model
- Multi Industry Exposure
- Handles on an average 4500 TEU's Container Shipment



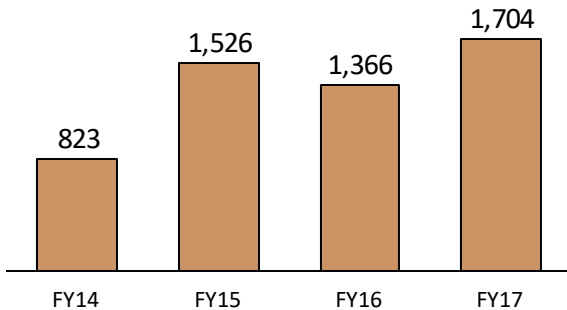
- Expertise in handling Project Logistics & Food Commodities
- Handles 500+ shipments per month
- Exposure to Varied products

- 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 & ICD's

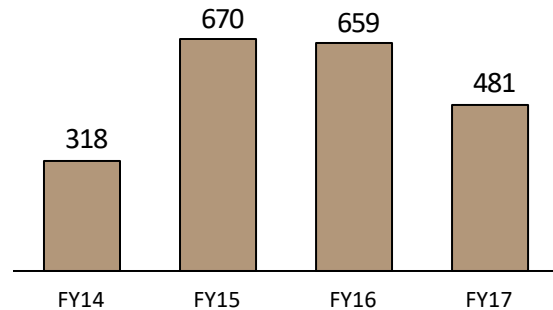


...with growing prospects in all segments...

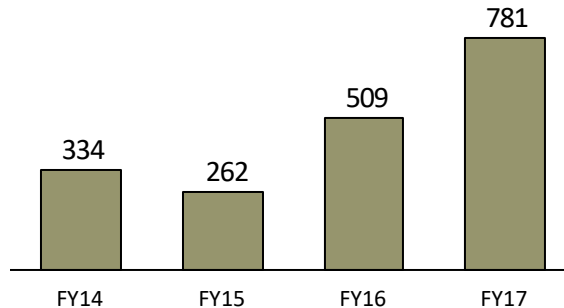
Multimodal Transport [Rs. mn]



Transportation [Rs. mn]



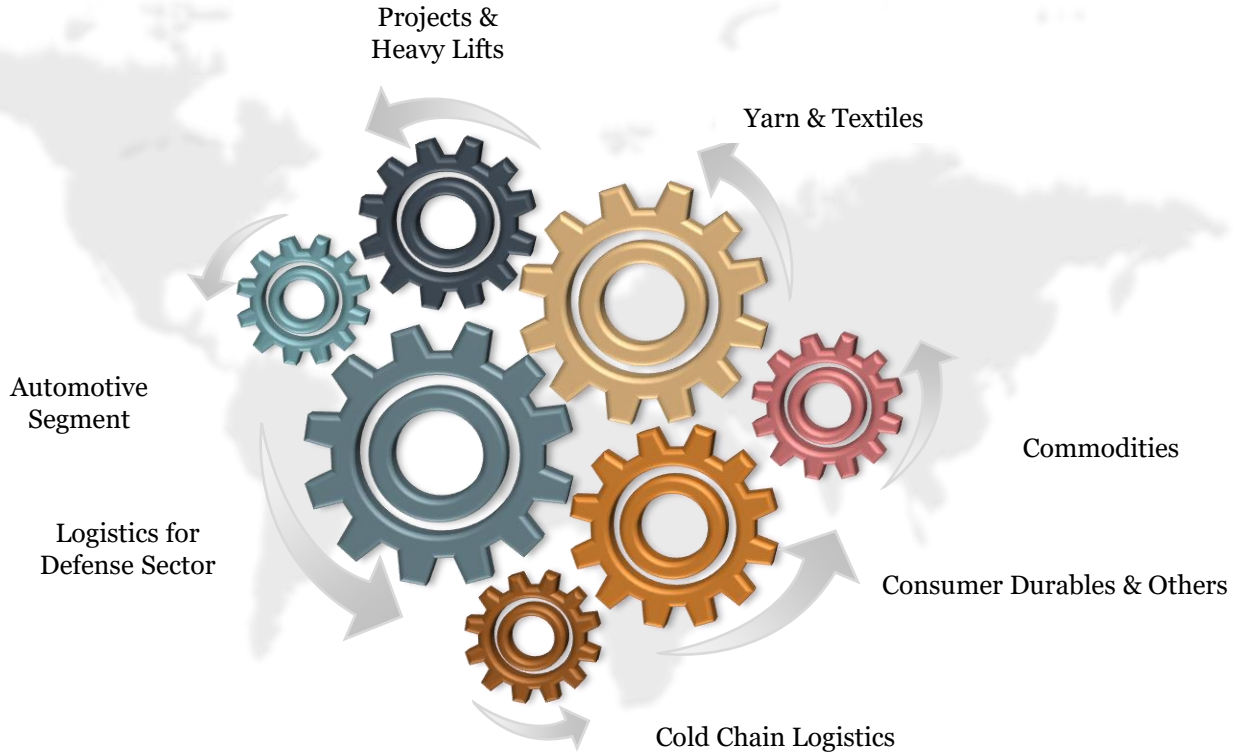
CHA [Rs. Mn]



...servicing multiple clients...



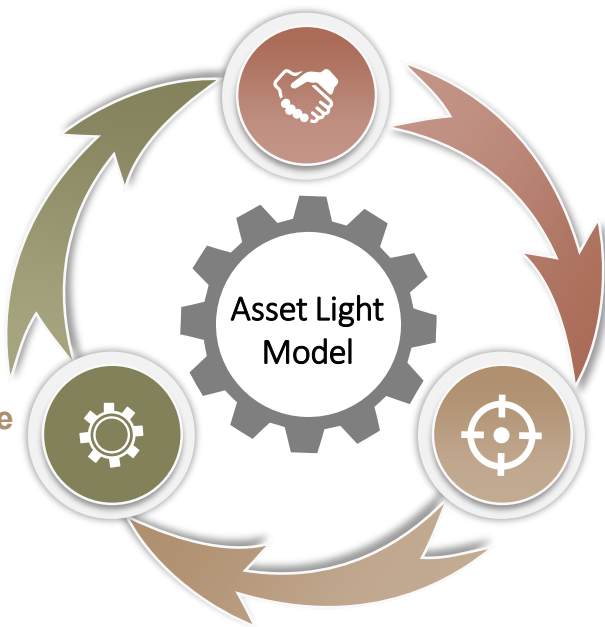
...across varied sectors...



...thus diversifying risk profile ¹⁹



Asset Light Model –Our USP



Partnership based approach...

Leveraging on the strengths and fleets of partners without reorienting the wheel to create large Asset base

...and helps Balance Sheet Management

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

...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



Future Strategy

Leverage & Deepen Relationships

To strengthen and enhance the strong relationships with existing partners & Associates

Domestic Logistics & LCL

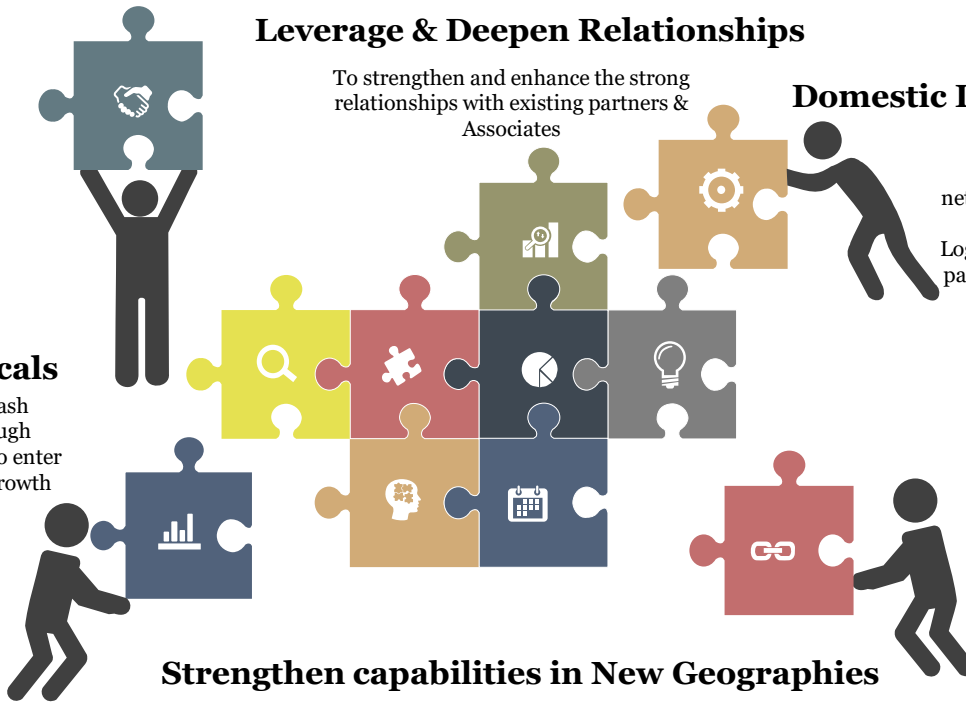
Leveraging existing network & infrastructure to enter Domestic Logistics segment and be part of the LCL Segment in India

New Verticals

To utilize the cash generated through existing verticals to enter new avenues of growth

Strengthen capabilities in New Geographies

To enhance the network of agents & partners in new geographies further enhancing global competitiveness and capability to serve the customer

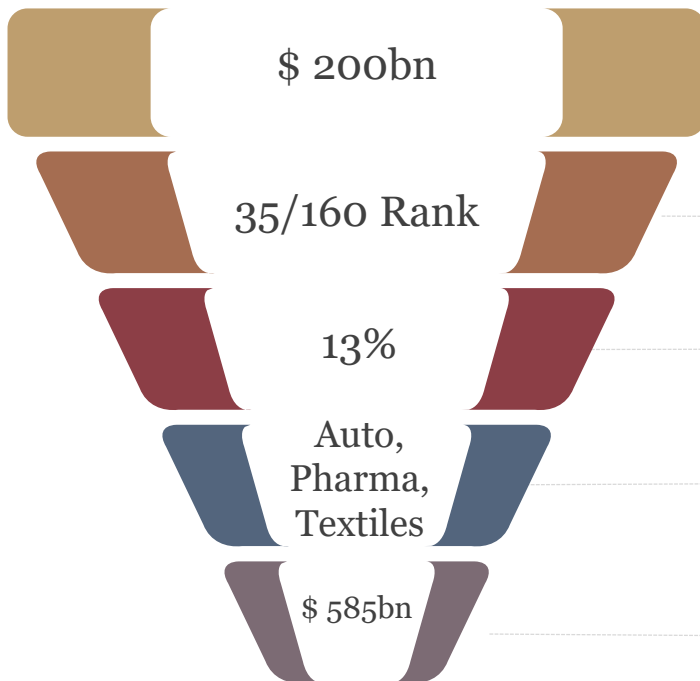




Industry Snapshot



Indian Logistics Scenario



Size of Logistics Sector

Logistics Industry is poised to grow to 200bn by 2020

Logistics Performance Index

India ranked 35 in Global LPI jumping 19 places from 2014. 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%

Industries driving growth

Uptick in demand is driven by Automobiles, Pharmaceutical, Textiles & Cement Industry

Government's Investment

Government has proposed to invest USD 585bn to improve Logistics sector including Road, Rail, Air & Sea Ports

Demand Drivers

Manufacturing Demand

- 1 Trillion US\$ Size of Manufacturing sector by 2025
- 25% Contribution to GDP by 2025 from 16% currently

Agriculture Demand

- Second largest producer of vegetables and fruits
- Shortage of Infrastructure to store agricultural produce



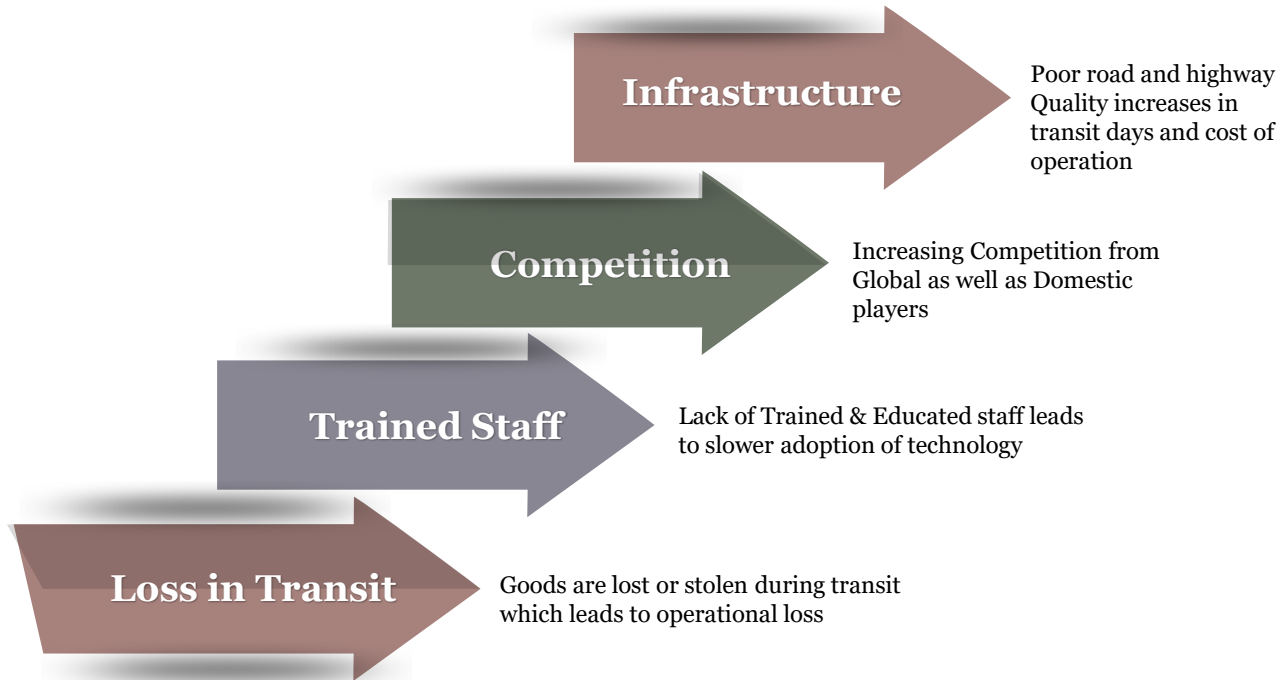
Consumption Demand

- Increase in Consumption at 6.7% during 2015-20
- Consumer spending will more than double by 2025
- 5th Largest Consumer Country by 2025

EXIM Demand

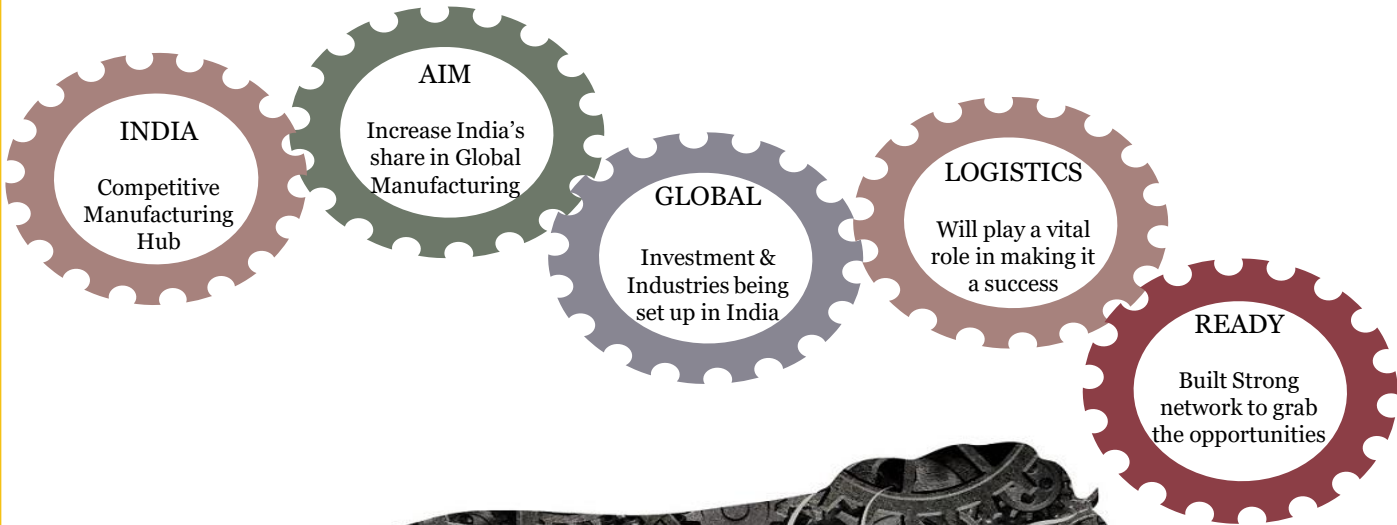
- Global demand of Made in India goods increasing
- Better Port Infrastructure to help EXIM propel further

Challenges





Make in India – Growth Opportunity



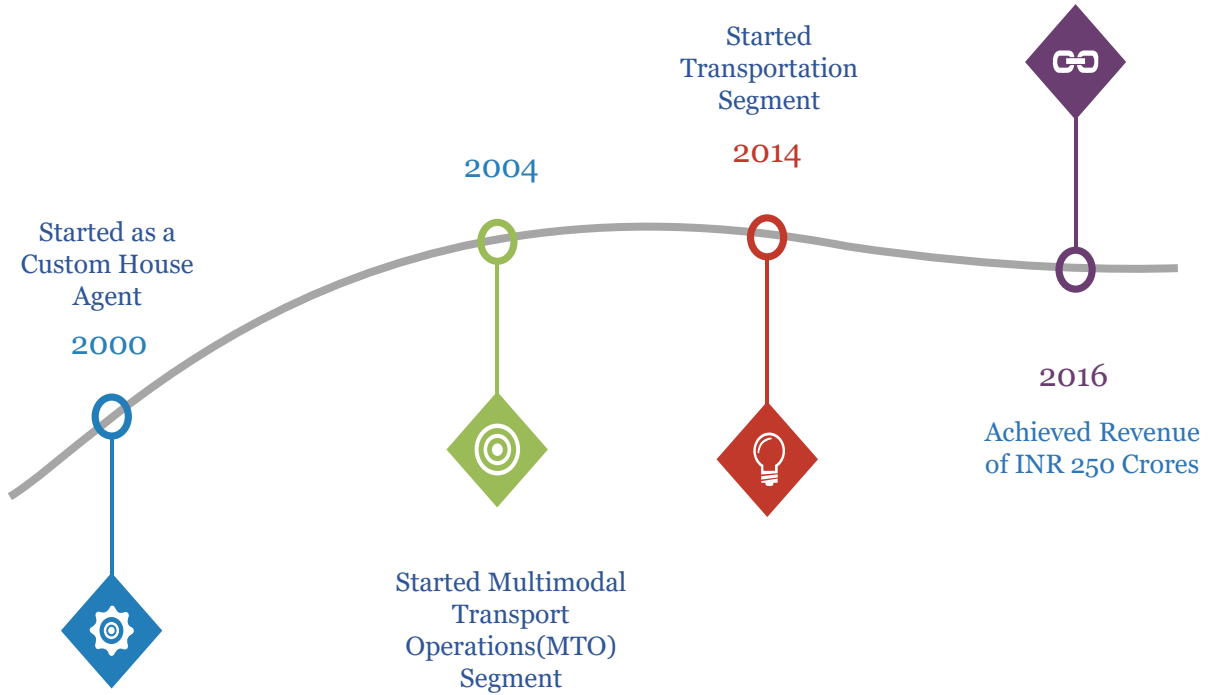




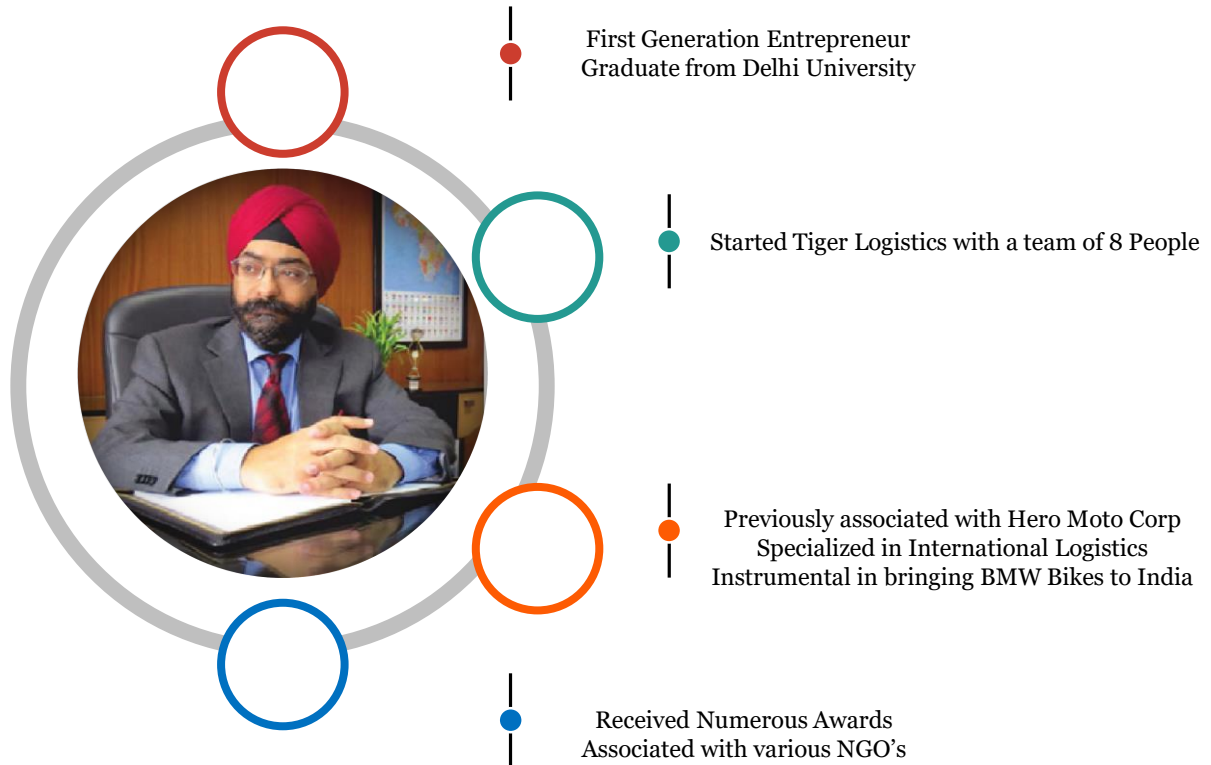
The Journey so far...



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



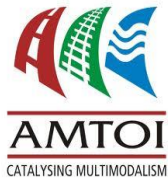
Awarded “World’s Greatest Brand & Leader of Asia & GCC in Logistics sector” by PWC India



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



Accreditations & Affiliations





Our Credentials

Ported to Piraeus, Greece



Ported to Montevideo, Uruguay



60 Dornier Aircraft Ported to Ruag, Germany



300 TEU's Bio Power Plant Project Ported to Laem Chabang, Thailand





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Investor Relations Advisors :

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