

Scrip Code: 536264



Date: 21st October, 2023

To,
BSE Limited
Corporate Relationship Department,
1st Floor, New Trading Ring, Rotunda Building,
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 half year ended 30th September, 2023.

Kindly take on record the above.

Thanking You

For Tiger Logistics (India) Limited

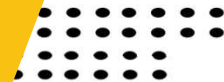
Harpreet Singh Malhotra
Managing Director
DIN: 00147977



TIGER LOGISTICS (INDIA) LIMITED

Q2 & H1 FY24 - INVESTOR PRESENTATION

BSE: 536264
September 2023





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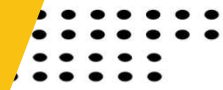
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Q2 & H1 FY24 Financial Performance

01

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Commenting on the results, Mr. Harpreet Singh Malhotra, CMD of Tiger Logistics (India) Limited said, *"We are pleased to report robust results for the Q2 FY24, marked by several exciting developments. Our business exhibited impressive momentum, with revenues reaching ₹5,358 lakhs, reflecting a 28% QoQ growth. Our EBITDA stood at ₹403 lakhs, showcasing a substantial 57% QoQ increase. This was primarily driven by an improved product mix and the introduction of value-added services, resulting in an EBITDA margin of 7.5%, marking a noteworthy 141bps expansion on a QoQ basis. Furthermore, our PAT amounted to ₹333 lakhs, a 51% increase in QoQ. We are also delighted to share that our recently launched digital platform, "Freightjar" is gaining traction.*

Our focus on government projects remains steadfast, with our sights set on establishing a strong presence in government logistics. We have made successful inroads, securing contracts from prominent entities like BHEL and BEML this quarter. Our commitment to pursuing additional government projects in the current financial year not only ensures consistent growth but also bolsters our brand recognition. The overall outlook is showing a welcome upward trend after a period of sluggishness in the past few quarters. We remain resolutely dedicated to our long-term goals and unwavering in our determination to diligently achieve them in the years to come."



Q2 FY-24 Financial

<u>Revenue</u> 5,358 Lakhs 28% Up (QoQ)	<u>EBITDA*</u> 403 Lakhs 57% Up (QoQ)	<u>EBITDA Margin</u> 7.5% Up by 141 bps (QoQ)	<u>PAT #</u> 333 Lakhs 51% Up (QoQ)	<u>PAT Margin</u> 6.2% Up by 96 bps (QoQ)
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H1 FY-24 Financial

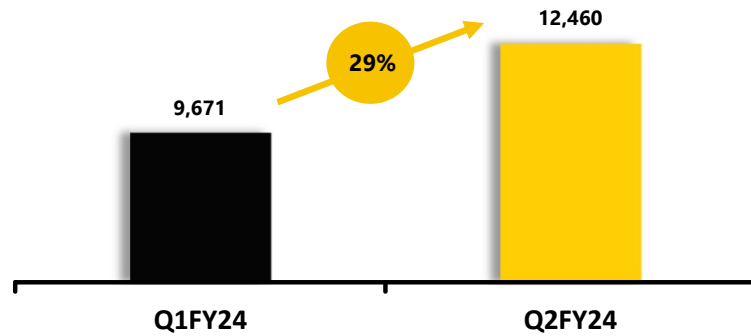
<u>Revenue</u> 9,560 Lakhs	<u>EBITDA*</u> 659 Lakhs	<u>EBITDA Margin</u> 6.9%	<u>PAT #</u> 553 Lakhs	<u>PAT Margin</u> 5.8%
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Note:
* EBITDA = PBT + Finance Costs + Depreciation & amortization - Other income
PAT represents Total Comprehensive Income for the period



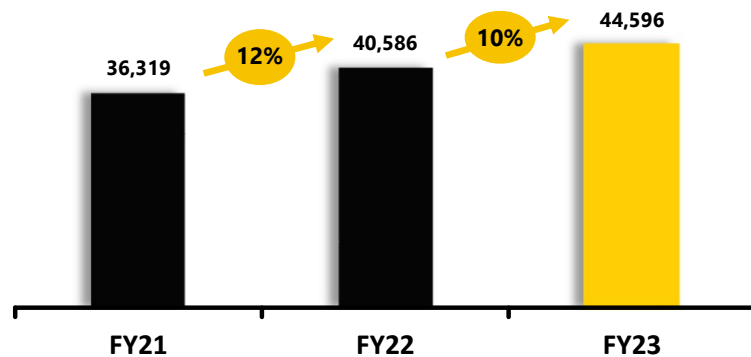
TEU'S – TOTAL VOLUME

(In TEUs)



TEU'S – YEARLY VOLUME

(In TEUs)

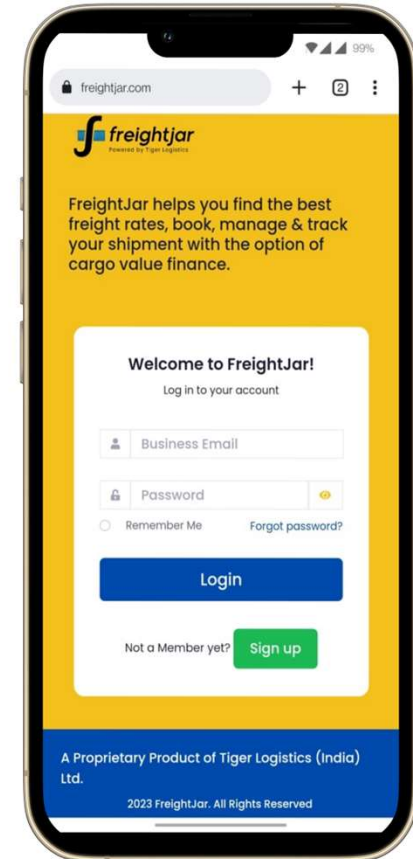


Quarterly Key Development

- Impressive Performance Metrics:** We are delighted to report that our total TEUs volume demonstrated a remarkable growth of 29% (QoQ).
- Positive Profitability Highlights:** Our EBITDA showed an impressive increase of 57% (QoQ). Notably, our EBITDA Margin improved by 141bps (QoQ) and our PAT saw a notable rise of 51% (QoQ), accompanied by a PAT Margin increase of 96bps (QoQ).
- Triumph in Government Tender with BHEL:** We take pride in announcing our successful acquisition of a significant Government Tender from Bharat Heavy Electricals Limited (BHEL) for air exports. This achievement marks a significant enhancement to our air logistics operations.
- Successful Government Contract with BEML:** We've successfully secured government contracts with BEML, which is anticipated to bring in revenue ranging from ₹5 - ₹10 Cr.
- Freightjar's Impressive Performance:** In Q2FY24, Freightjar achieved approximately ₹90 lakh in sales and 120 new sign-ups. In H1FY24, net sales reached around ₹138 lakhs, and the customer base grew to 220 by September 2023, indicating consistent revenue growth and effective customer acquisition efforts.



[Video](#)



Introduction

- FreightJar is a **digital** logistics platform that aims to streamline freight booking and management in international logistics. The platform's **intuitive** interface and comprehensive features have been designed to enhance **operational efficiency**, enabling exporters and importers to **manage** their shipping requirements more **efficiently**.
- FreightJar enables users to access **real-time freight rates**, book freight **instantly**, automate **documentation**, and **track shipments** for improved accessibility, visibility, and transparency in their supply chains. Furthermore, FreightJar offers **Cargo Value Financing solutions** to exporters, providing them with the ability to **manage cash flow** and apply for **collateral-free financing options**.
- FreightJar represents a **significant leap** forward in the **digitization of logistics operations**, enabling businesses to streamline their freight booking and management processes, and providing access to supply chain financing options to support business growth.
- This company's platform gives over **63 million SMEs and MSMEs** access to **competitive freight rates** and reputable freight forwarders and shipping lines. The product enables exporters and importers to monitor their **shipment and delivery schedules**, providing the necessary information for making informed decisions.



Features

- **Instant Quotes & Booking:** Saves time by discovering the best freight rates from Multiple Shipping Lines and allowing you to book instantly.
- **Automated Documentation:** Avoids the hassle of communicating through multiple email, phone calls & locating documents.
- **End-to-End Shipment Tracking:** Offers real-time shipment tracking for enhanced supply chain visibility.
- **Cargo Value Financing:** Allows Exporters to manage cash flow and apply for collateral-free financing options.
- **Transparency:** Get Full transparency on Billing & Transactions
- **E-Payment:** Make E-payment for their order
- **Time-Saving:** Save 5X - 10X Time in Booking their Shipment

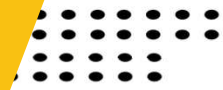




Company Overview

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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 in **dealing with multiple industries**

Solution Provider

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

Beliefs & Principles

Cost-effective, error-free, efficient, & timely services to clients

Partnership Oriented

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



Leveraging Strengths

PAN India Presence

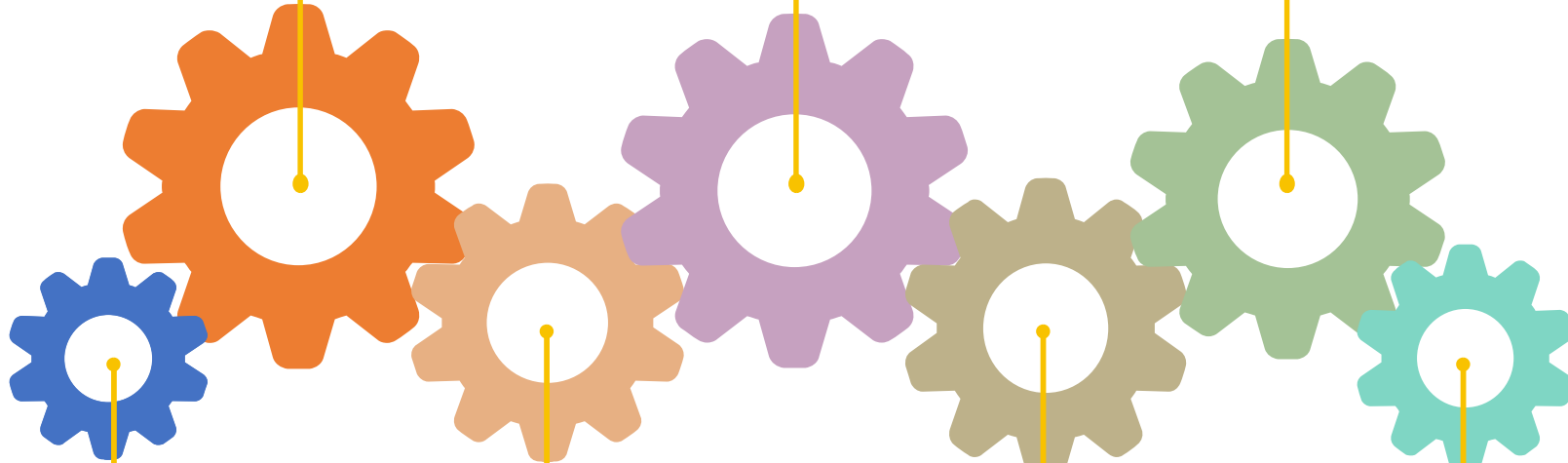
Our robust network of agents and affiliates helps in swift & quick movement of goods

One Stop Solution

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

Asset Light Model

Our Asset Light Business model results in Higher ROCE & ROE



Strong Execution

Our strong on ground force constantly thrives for efficiency in execution

Varied Product Mix

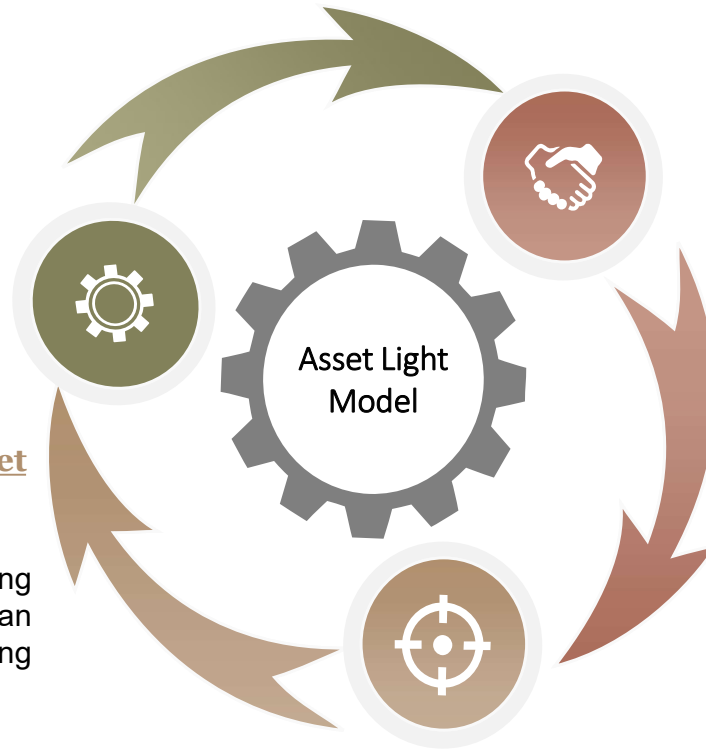
We have hedged the risk of downturn in economy by having varied product mix

Strong IT backup

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

Low Leverage

Through optimum fund utilization we have been a low leverage company



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 ...

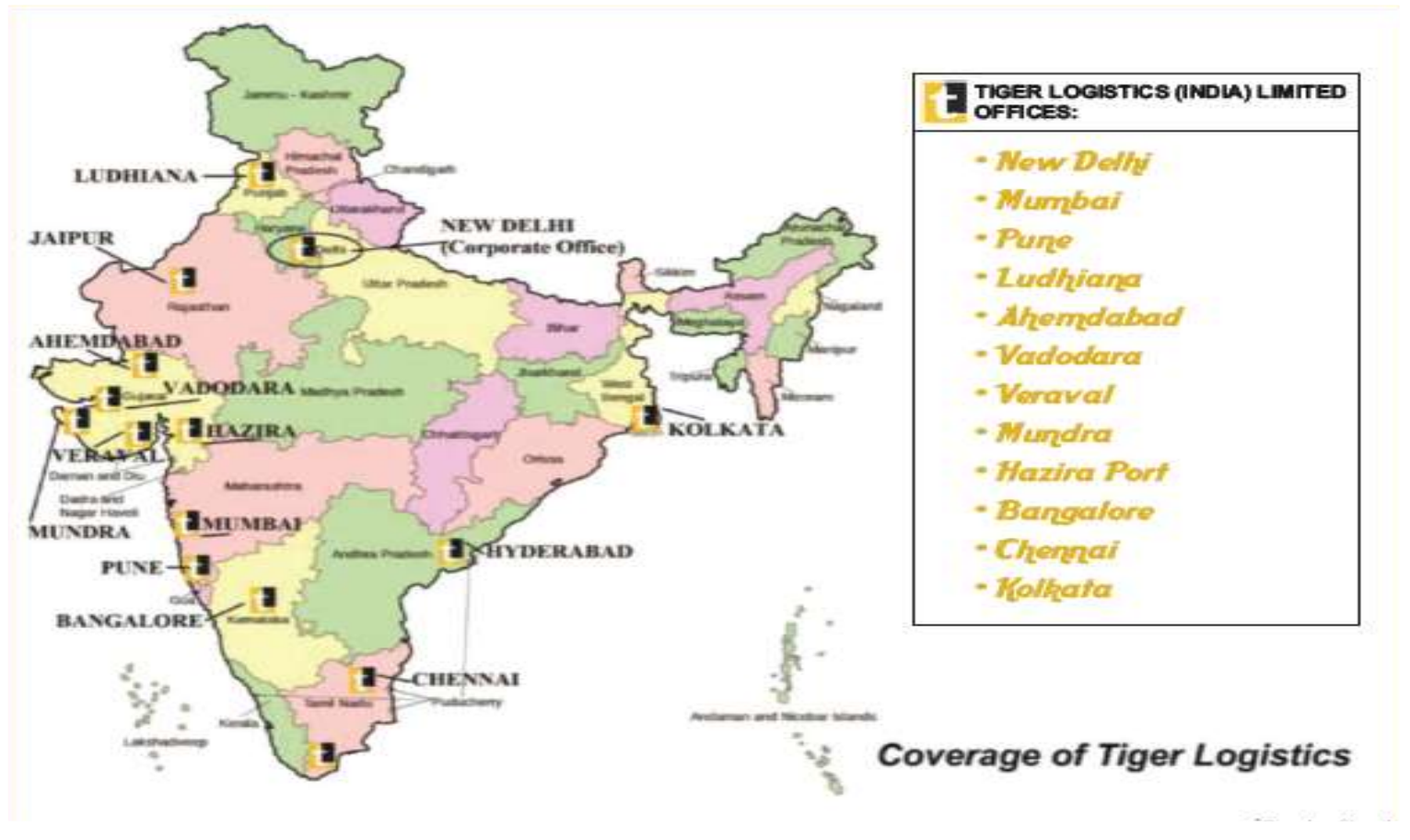
Asset light model encourages us to enhance our services and solutions portfolio which in turn increases value proposition for the customer

... helps Balance Sheet Management

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

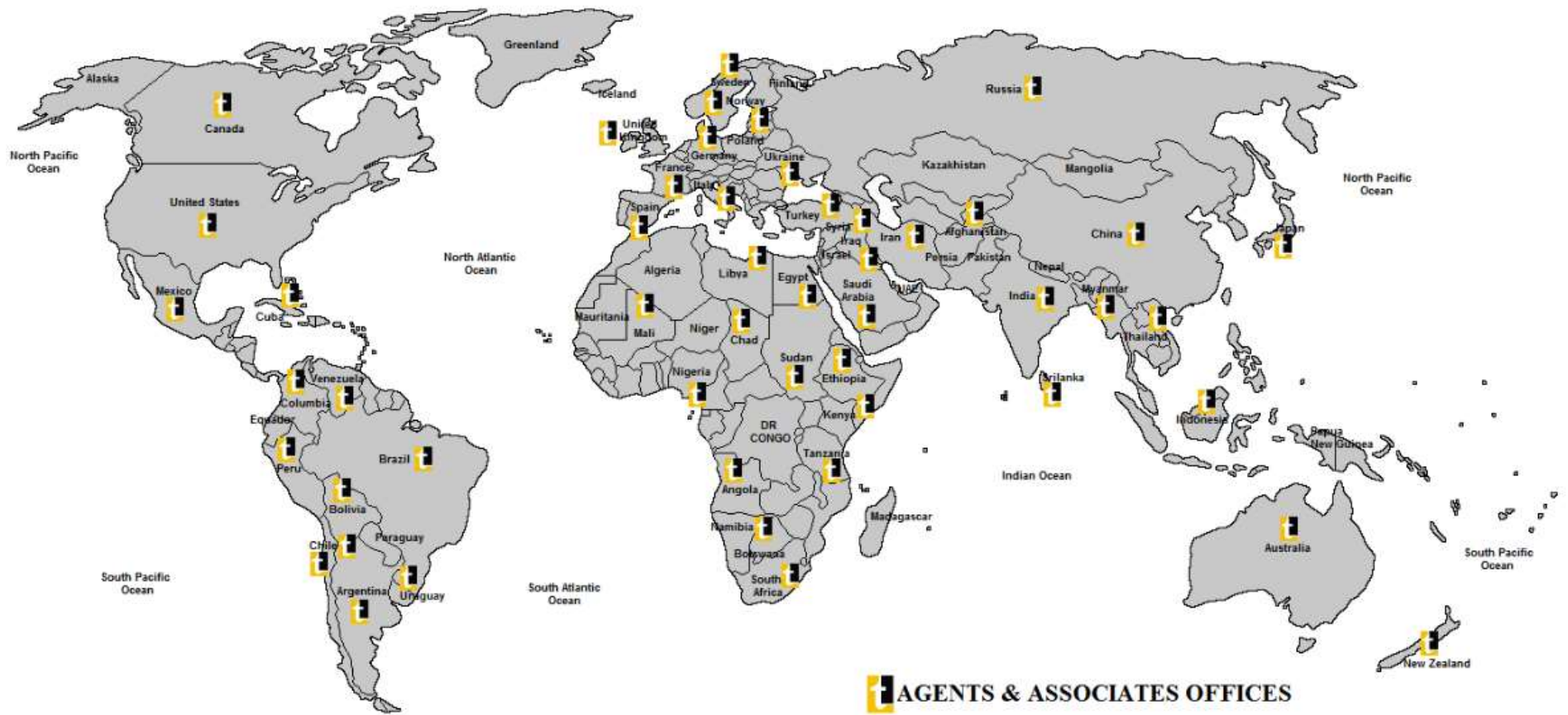


Extensive National Reach





International Footprint





When Exporter has Full Container Load



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

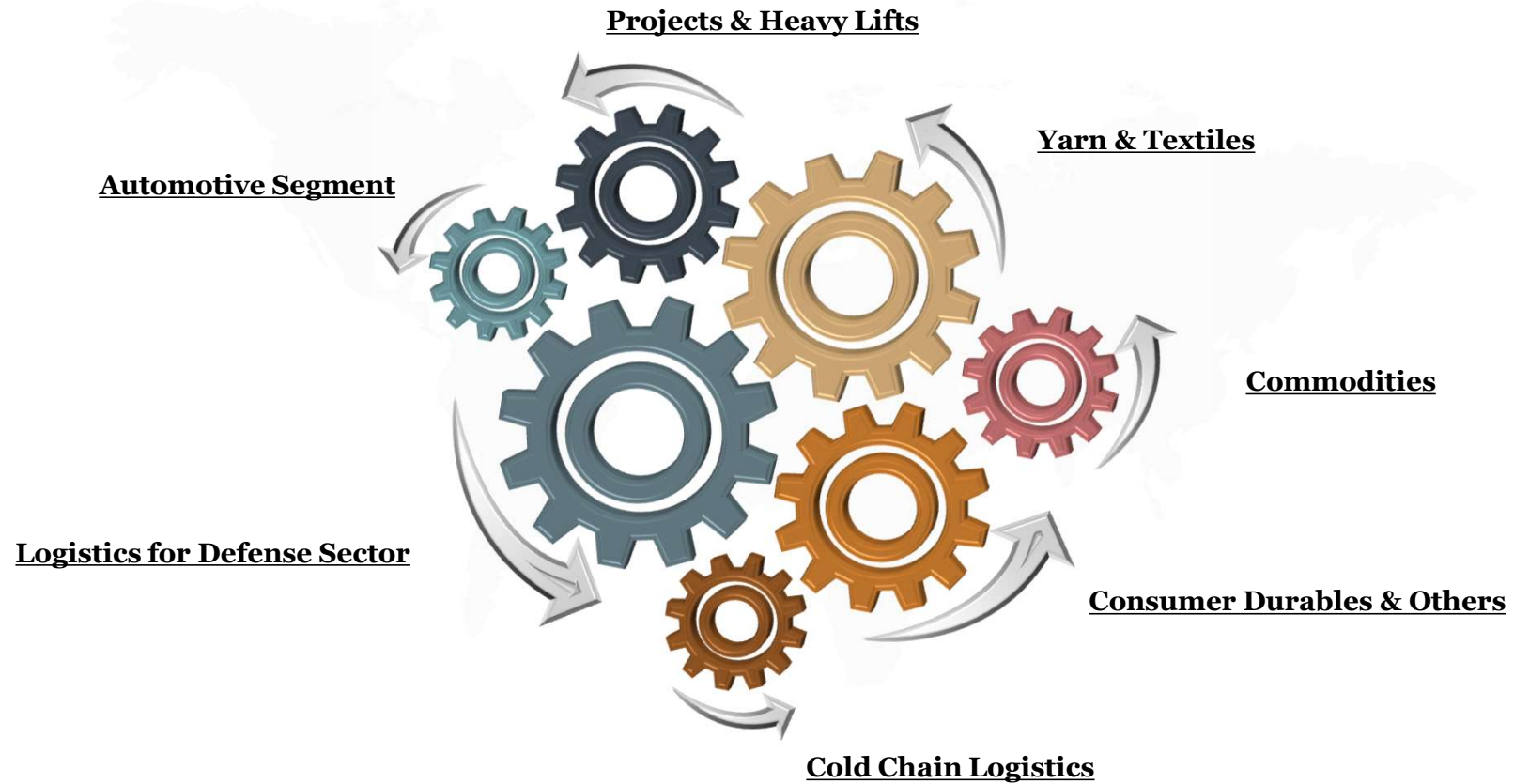
When Exporter has Less than Container Load



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



Spreading out the risk exposure

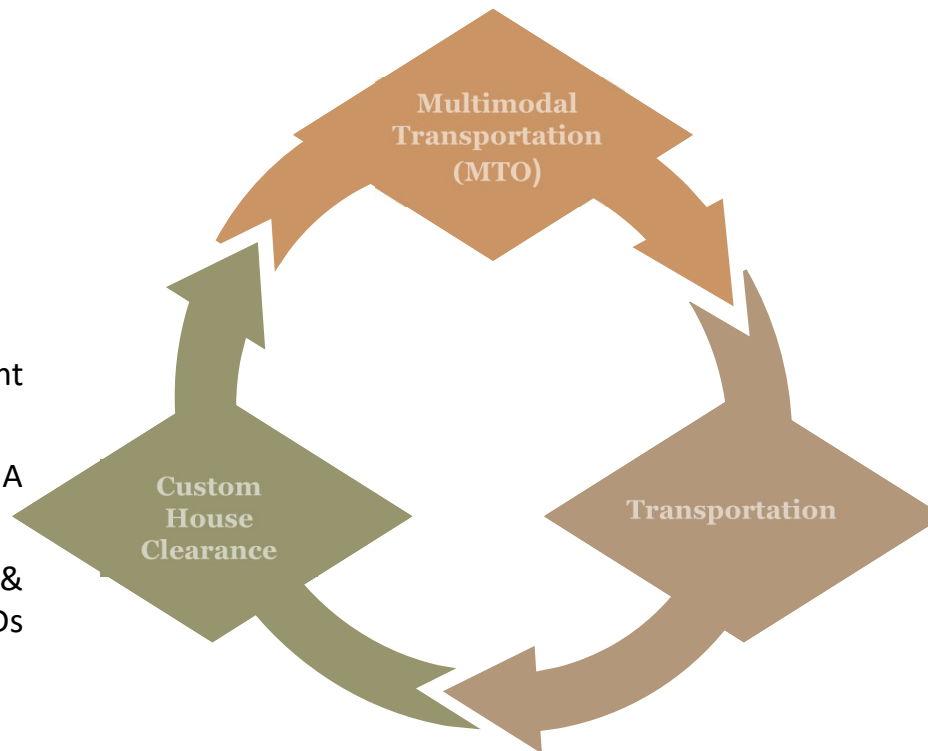




Multi – Segment Experience

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

- ◆ 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



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



Servicing multiple clients

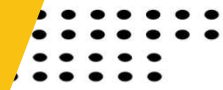




Evolution of Tiger Logistics

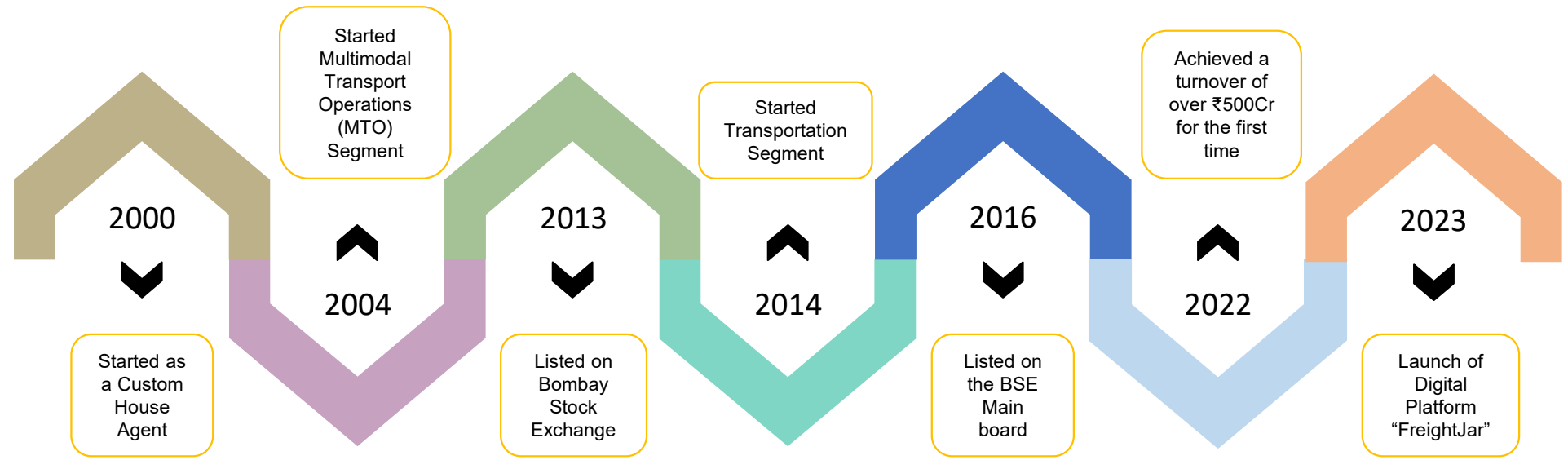
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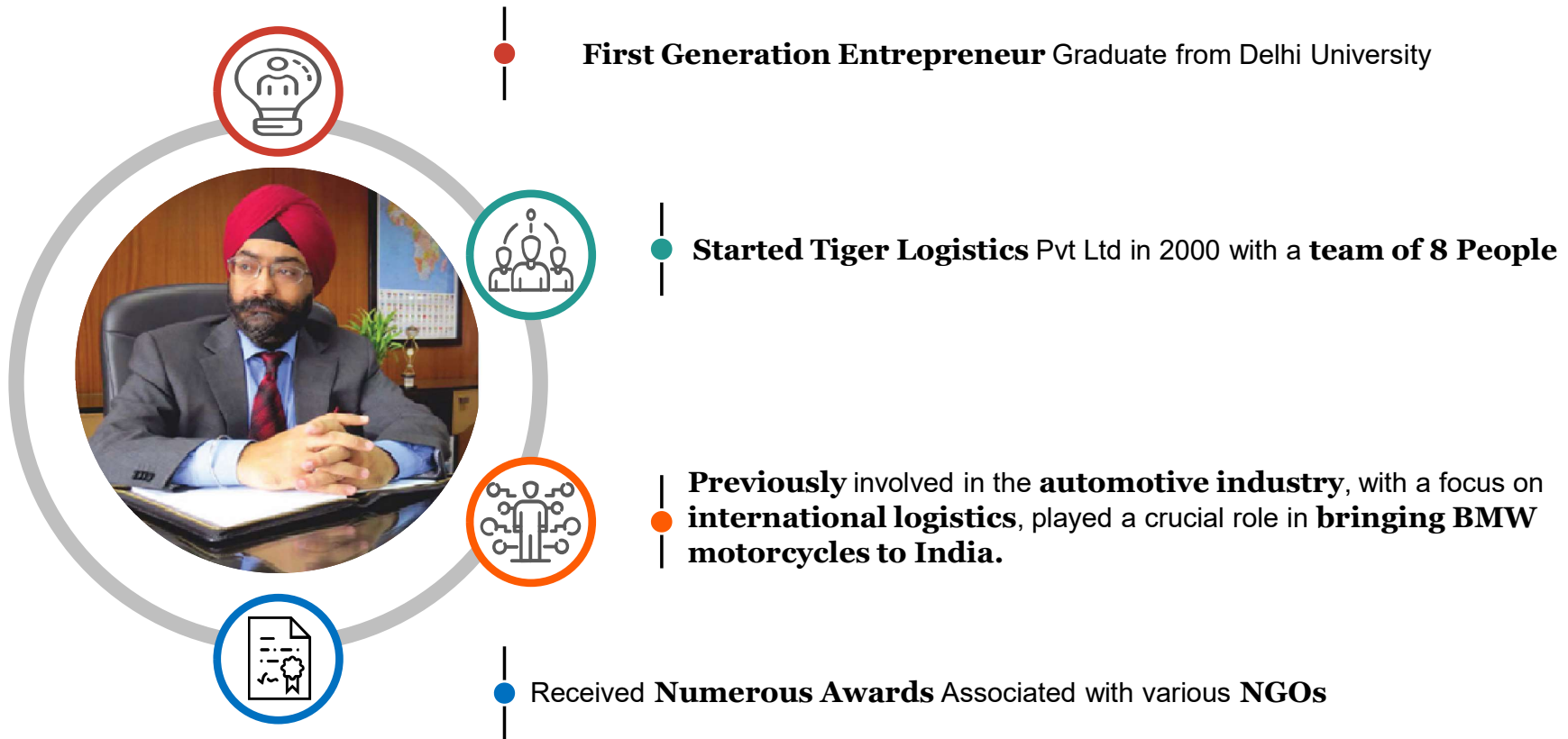


Milestones





Strong Promoter Prowess





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

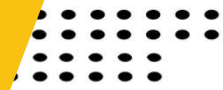




Financial & Operational Overview

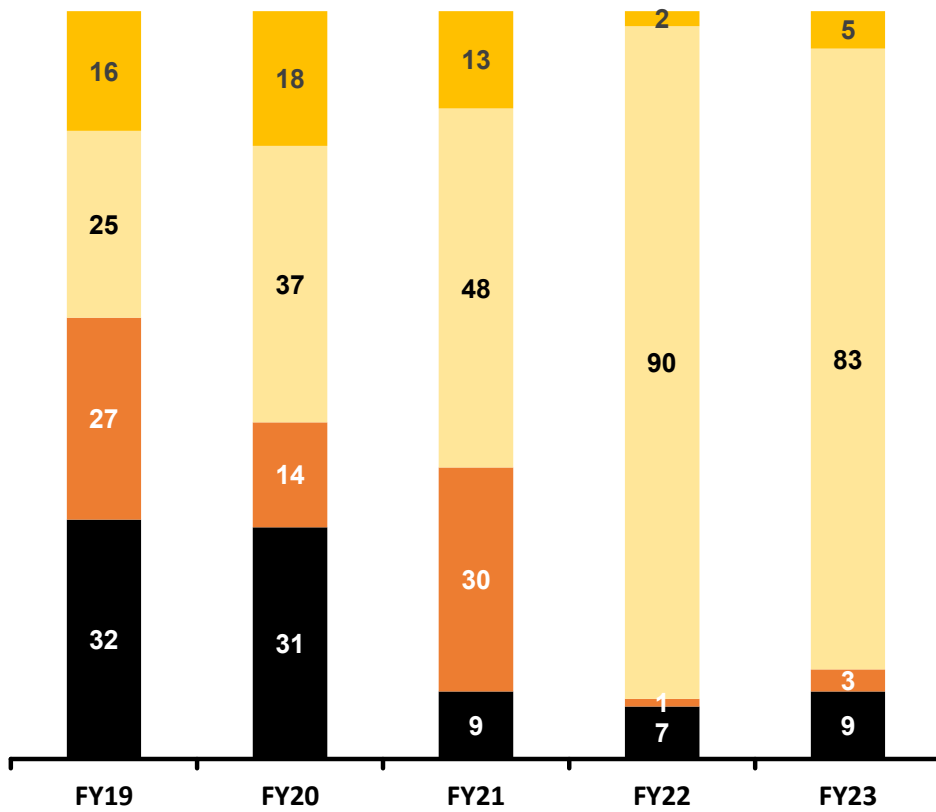
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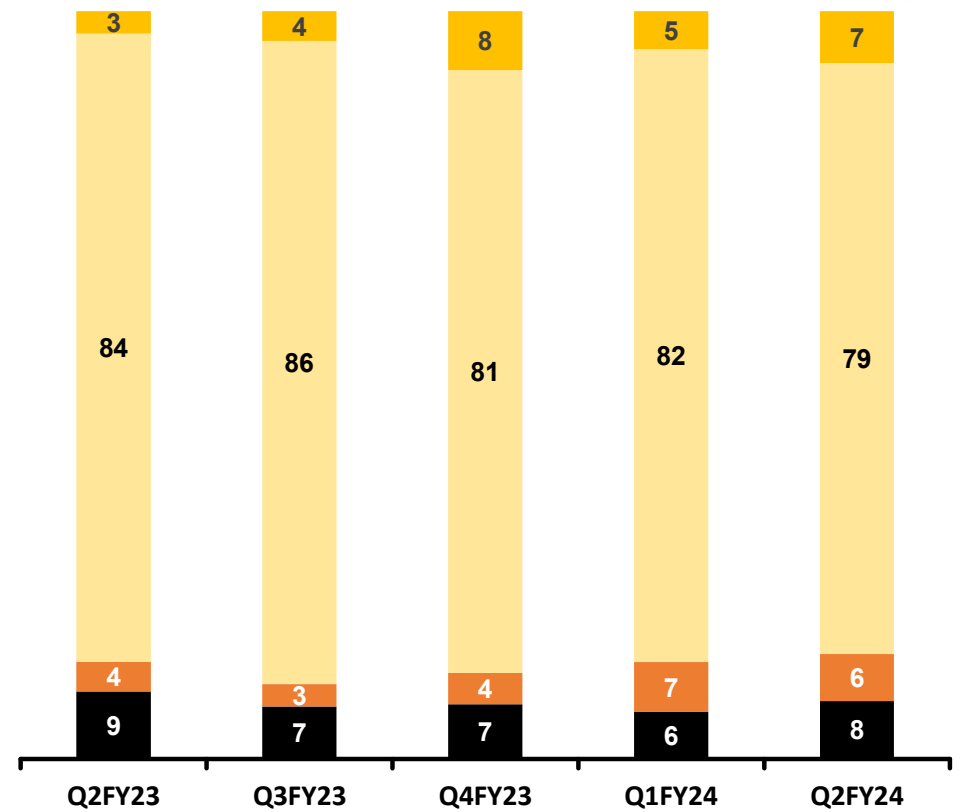




Industry Wise Yearly Revenue Composition (%)



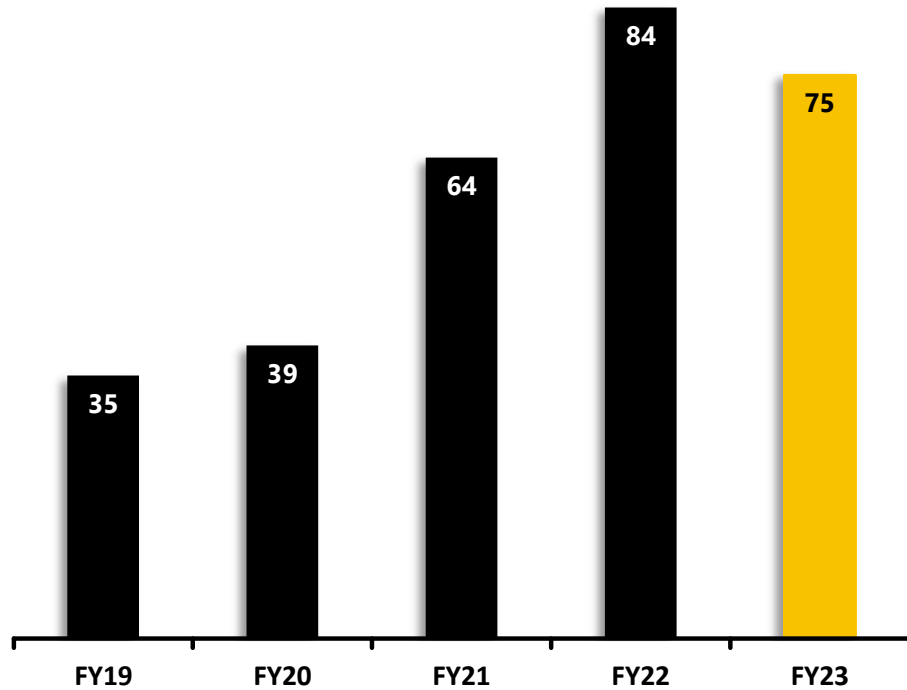
Industry Wise Quarterly Revenue Composition (%)



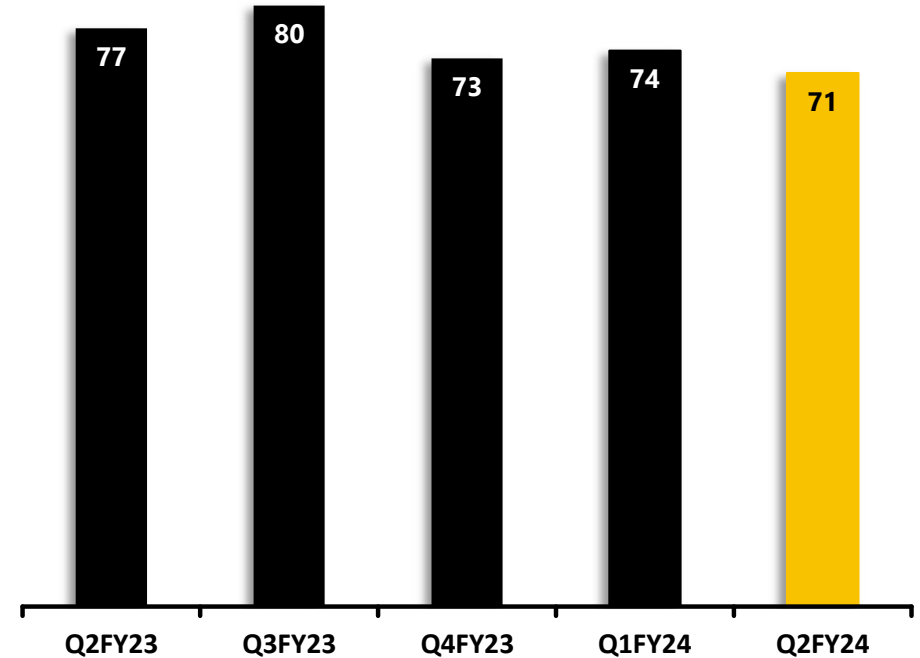
- Project
- Automobile
- Commodities
- Others



Top 5 Customer Yearly Contribution To Revenue (%)

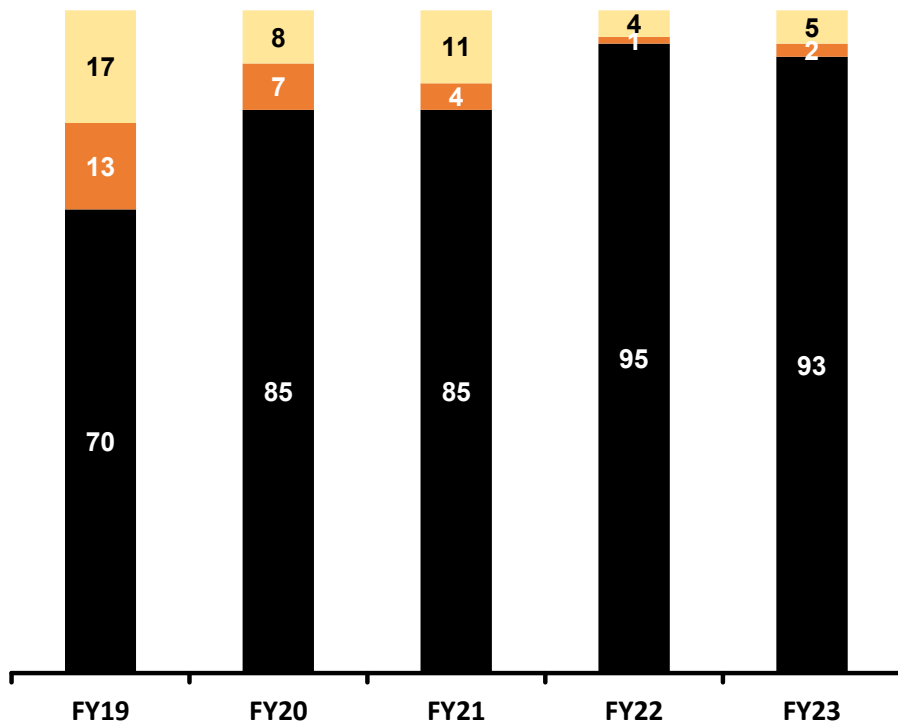


Top 5 Customer Quarterly Revenue Composition (%)

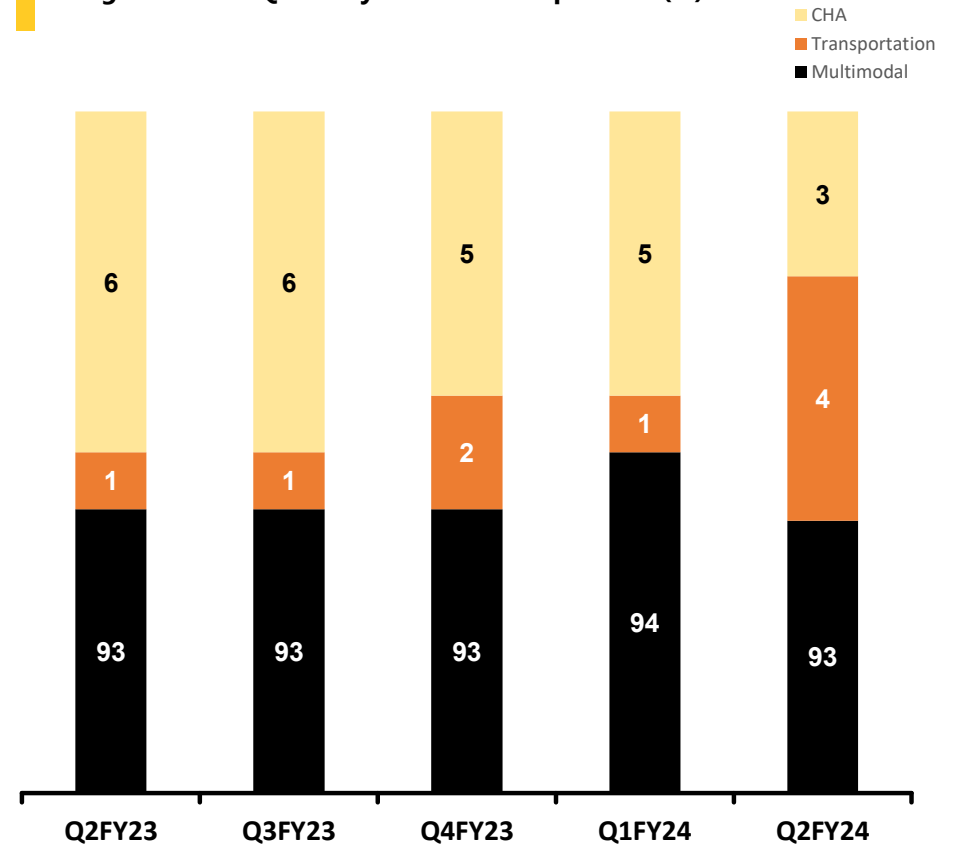




Segment Wise Yearly Revenue Composition (%)



Segment Wise Quarterly Revenue Composition (%)



CHA
Transportation
Multimodal



Working Capital Limit & Fixed Assets

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

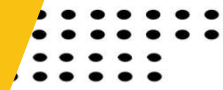
Note*: As on 31st March 2023, Tiger Logistics is not utilizing any Cash Credit limit from SBI & IDBI Bank. Kotak has disbursed 4Cr. out of 10 Cr.



Vision 2027

05

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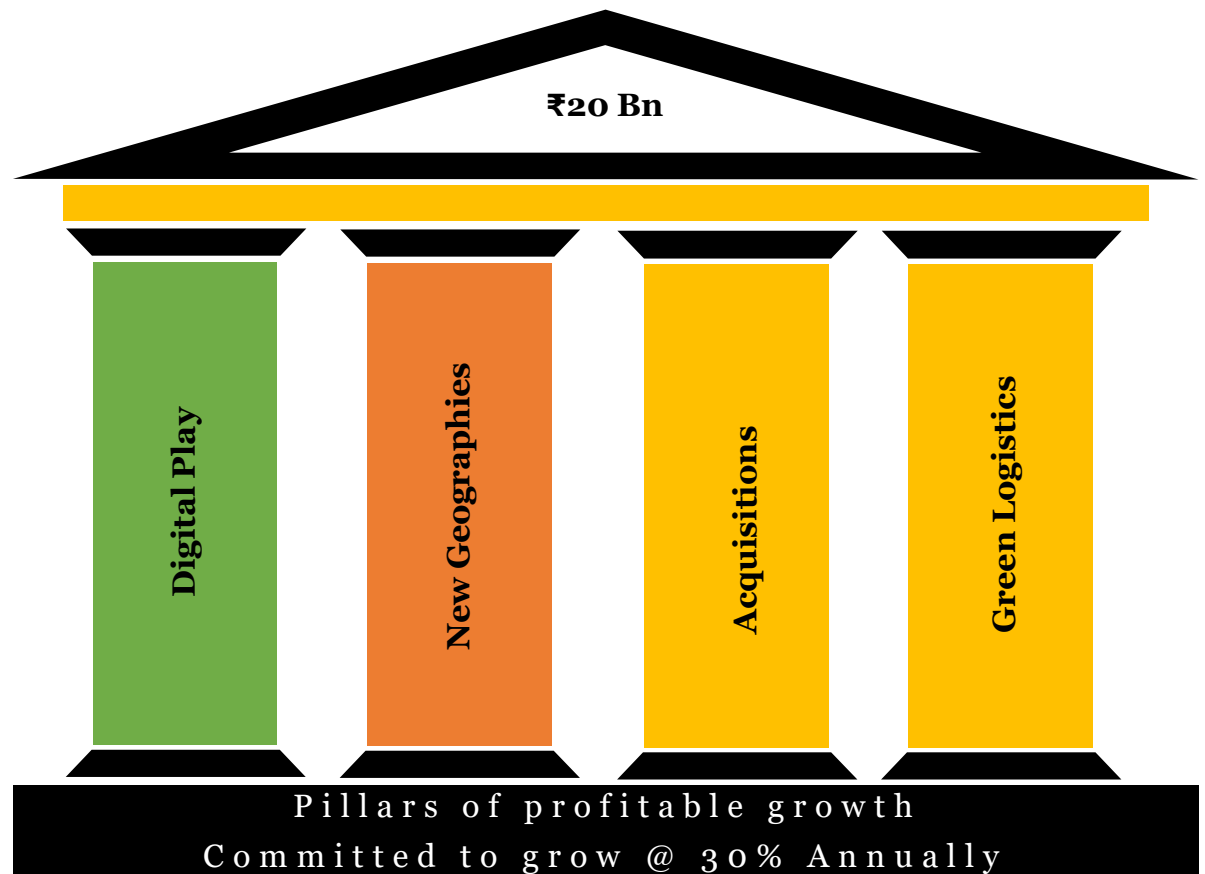




Vision: ₹20 Bn Company in FY27



- Achieved
- Continuous
- Ongoing





New Geographies

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

How?

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

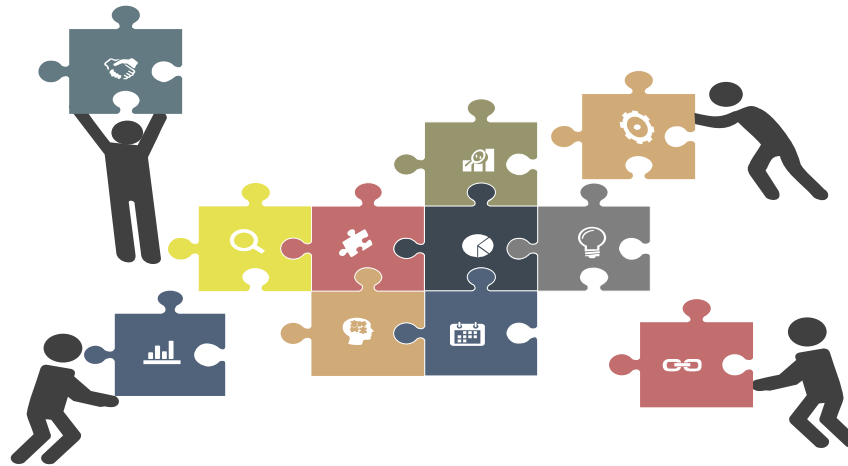
Digital Play

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.



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.

Green Logistics

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

How?

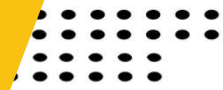
Setting up an EV division of first mile logistics. Increasingly, big corporates are becoming conscious of their carbon footprints and give priority to companies working carbon-consciously.

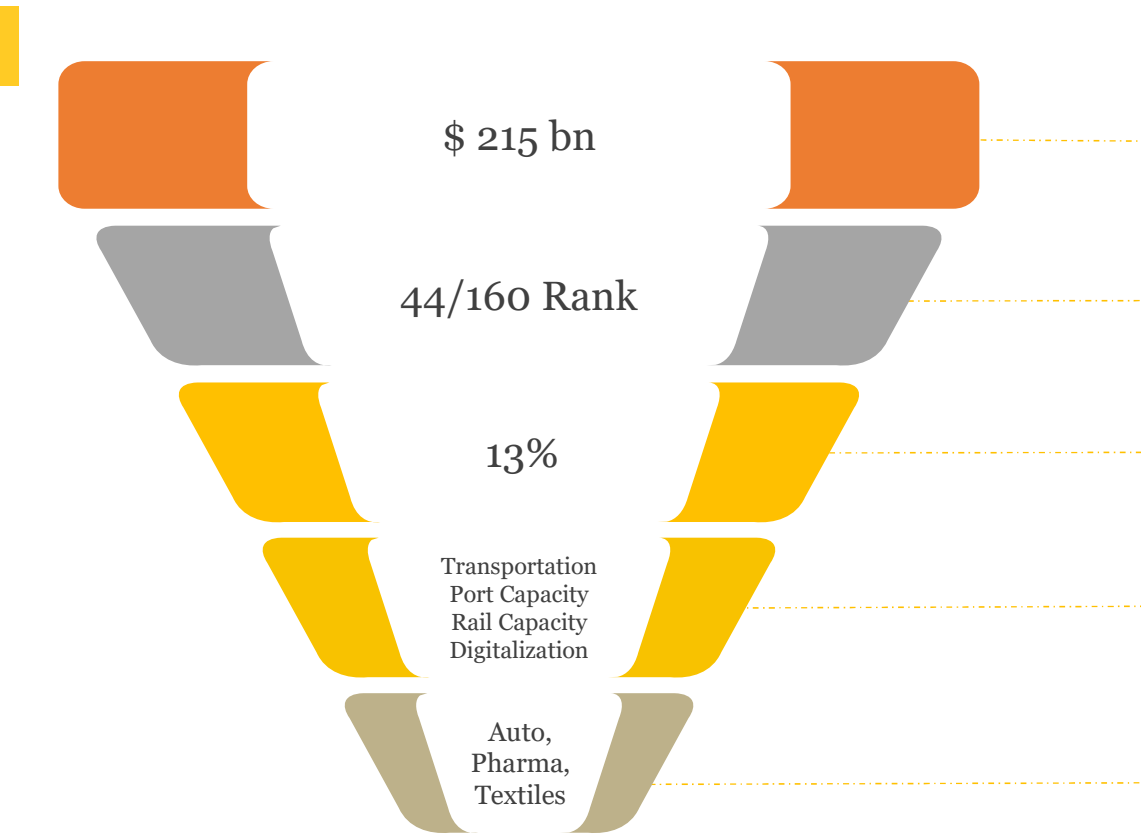


Industry Snapshot

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

Source: Industry Reports



Export Demand

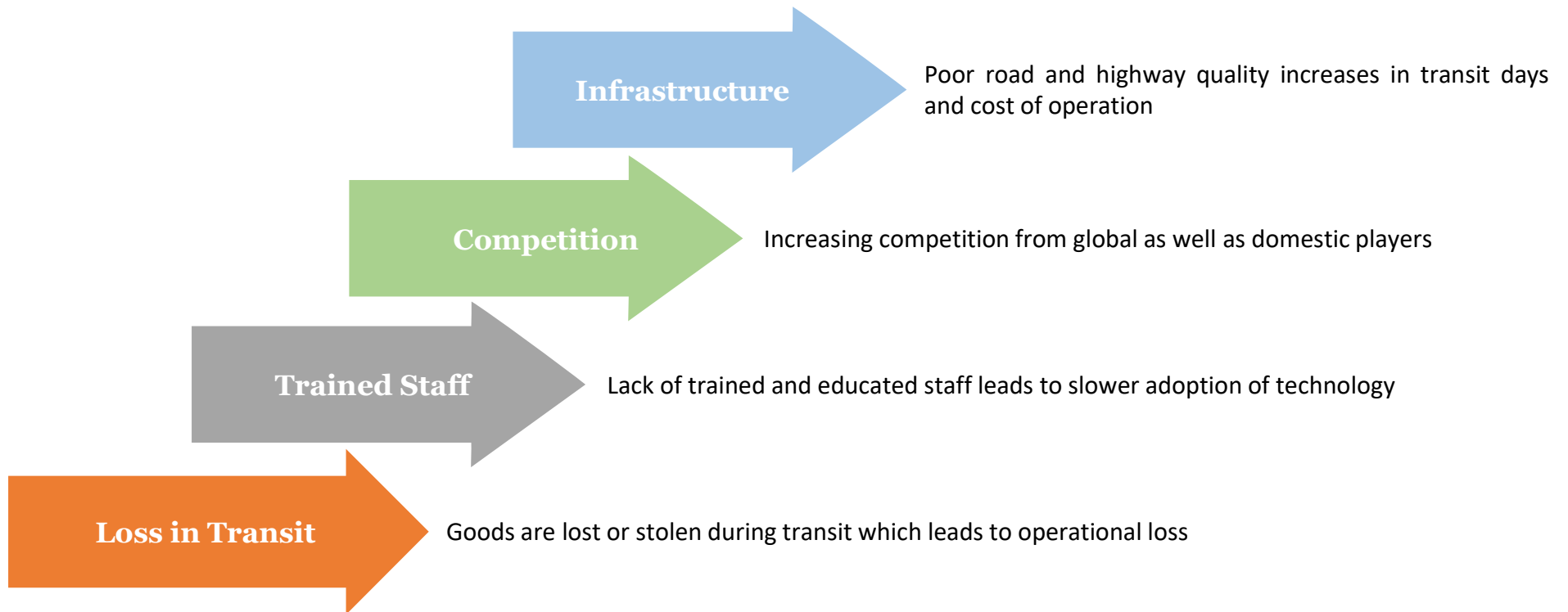
- ◆ Achieved \$197 billion worth of merchandise exports
- ◆ Expected to reach the target of \$400 billion this year
- ◆ Estimated 33% increase in merchandise exports
- ◆ Better port infrastructure to help EXIM propel further



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

Source: Industry Reports



Source: Industry Reports



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

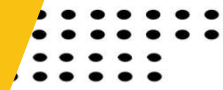




Annexure

07

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Profit & Loss Statement

Parameters (₹ in Lakhs)	Quarterly				Half-Yearly		Yearly
	Q2FY24	Q1FY24	Q2FY23	QoQ	H1FY24	H1FY23	FY23
Revenue	5,358	4,202	18,224	28%	9,560	28,948	43,335
Operating Expenses	4,481	3,561	16,690		8,040	26,429	38,559
Employee Expenses	324	326	278		651	547	1,187
Other Expenses	150	58	264		209	413	997
EBITDA*	403	257	993	57%	659	1,559	2,592
EBITDA Margin	7.5%	6.1%	5.5%	141 (bps)	6.99%	5.4%	5.9%
Other Income	42	41	87		82	164	680
Depreciation	17	17	19		34	39	78
EBIT	428	280	1,060	53%	707	1,684	3,194
EBIT Margin	8.0%	6.7%	5.8%	130 (bps)	7.4%	5.8%	7.4%
Interest / Finance Cost	4	3	41		7	53	60
PBT	423	277	1,020		701	1,631	3,134
Tax	101	67	227		178	385	813
PAT#	333	220	(37)	51%	553	1,178	2,320
PAT Margin	6.2%	5.2%		96 (bps)	5.8%	4.1%	5.4%

Note:
 * EBITDA = PBT + Finance Costs + Depreciation & amortization - Other income
 # PAT represents Total Comprehensive Income for the period



Balance Sheet Highlights

₹ in Lakhs

Assets	H1FY24	FY23	Liabilities	H1FY24	FY23
Non-current Assets	3,499	1,471	Shareholders' Fund	10,316	9763
Fixed Assets	892	751	Share Capital	1,057	1,057
Investments	769	548	Reserve & Surplus	9,259	8,706
Other Non-current Assets	1,838	172	Non-current Liabilities	385	281
Current Assets	8,417	10,480	Long Term Borrowing	107	0
Trade Receivable	3,938	4,930	Other Non-current Liabilities	279	281
Other Current Assets	527	310	Current Liabilities	1,215	1,907
Cash & Bank Balance	3,952	5,240	Short Term Borrowing	0	0
			Other Current Liabilities	1,215	1,907
Total Assets	11,916	11,951	Total Liabilities	11,916	11,951