

Investor Release

Tiger Logistics (India) Limited

February 12, 2019, New Delhi - Tiger Logistics (India) Limited, a leading Third-party player with specialization in International Logistics handling import and export of Cargos and Projects announced its Un-audited financial results for the Quarter ended 31st December 2018.

Financial Highlights:

Particulars (Rs. Million)	Q3FY19	Q3FY18	9MFY19	9MFY18
Revenue from Operations	783.2	800.9	2,331.6	2,273.4
EBITDA	11.5	51.8	92.2	122.4
EBITDA Margin	1.5%	6.5%	4.0%	5.4%

Quarter ended December 31, 2018

Q3FY19 Total revenue stood at Rs. 783 million from Rs. 801 million for the same period last year. EBITDA stood at Rs. 11 million from Rs. 52 million for Q3FY18. The EBITDA for the quarter was lower on account of tight liquidity situation observed in the markets due to which the company voluntarily engaged in business with lower credit period to customers. This short-term phenomenon impacted the overall profitability.

TEU's (Twenty Feet Unit's) for Q3FY19 stood at 17,368 TEU growth of 2% compared to the same period last year while for 9MFY19 TEU's stood at 57,117 a growth of 26 % compared to the same period last year.

For Q3FY19, Automobiles contributed highest in terms of total revenue composition at 35%, followed by Commodities at 28%, Projects at 10% and Others at 27% while for 9MFY19, 33% of the revenue came from Automobiles, 30% from Commodities, 10% from Projects and 27% from Others.

Top 5 customers of the business contributed 22% of total revenue for Q3FY19 while for 9MFY19, revenue contribution from Top 5 customers was 22%.

Multi modal segment contributed highest at 85% of total revenue, followed by CHA at 10% and Transportation at 5% for the quarter and for 9MFY19 highest revenue contribution was from Multi modal segment at 84% followed by CHA at 10% and Transportation at 6%.

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

“The profitability for the quarter was impacted due to stressed liquidity situation observed due to which the Company lowered its exposure to high credit segments. This led to the revenues being intact however the profitability had to be compromised as these contracts were low margin contracts.

This quarter being an exceptional quarter, going ahead, in the Q4 quarter we expect this to normalize and expect margins to improve to the previous levels. In this environment, it was essential for us to keep Balance Sheet health in check which has been executed in Q3.”

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.

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