



TIGER LOGISTICS (INDIA) LTD

Investor Presentation

February 2017





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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





Financial & Operational Overview

Performance Snapshot Q3&9MFY17



Q3FY17

Revenue
683 Mn

EBITDA
37 Mn

PAT
22 Mn

9MFY17

Revenue
2,091 Mn

EBITDA
117 Mn

PAT
71 Mn



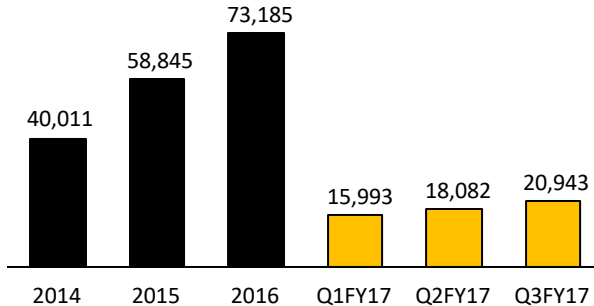
Q3/9M FY17 Income Statement

Rs. Millions	Q3FY17	Q3FY15	YoY	9MFY17	9MFY16	YoY	FY16
Revenue	683	562	21.5%	2,091	1,778	17.6%	2,534
Operating Expenses	590	489		1,821	1,565		2,237
Employee Expenses	42	30		109	77		108
Other Expenses	14	11		44	37		63
EBITDA	37	33	13.3%	117	99	18.9%	126
EBITDA Margin	5.44%	5.83%	-39bps	5.61%	5.55%	+6bps	4.98%
Other Income	1	0		2	2		7
Depreciation	1	2		4	6		7
EBIT	37	31		115	95		125
EBIT Margin	5.40%	5.52%		5.52%	5.36%		4.94%
Interest / Finance Cost	1	0		4	3		3
PBT	35	31		112	93		122
Tax	14	8		41	30		49
PAT	22	23	-3.0%	71	63	12.8%	73

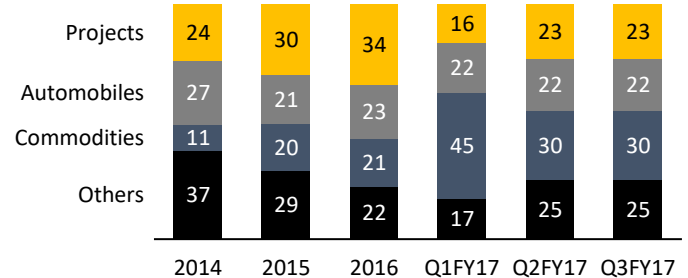


Operational Metrix

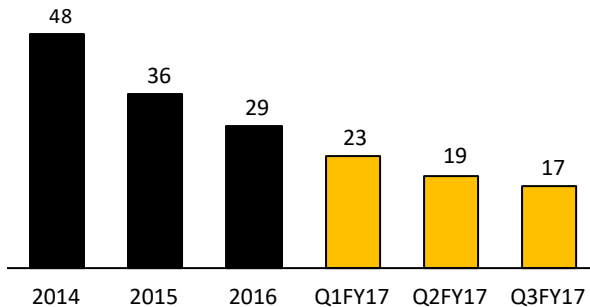
Twenty Feet Unit's (TEU's) Volume



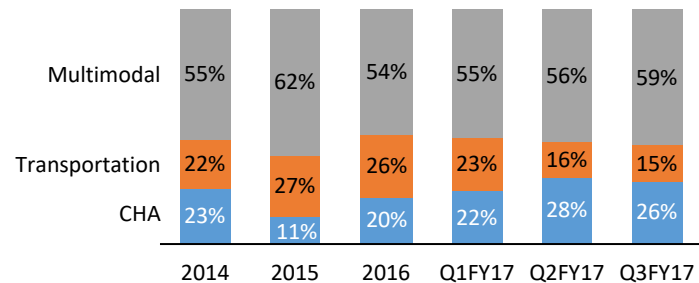
Industry wise Revenue Composition %



Top 5 Customers Contribution to Revenue %



Segment wise Revenue Composition %





Historical Income Statement

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



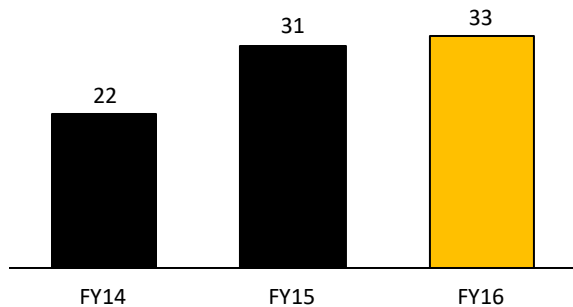
Historical Balance Sheet

Rs. Millions	H1FY17	FY16	FY15	FY14
Share Capital	106	106	42	42
Reserves and Surplus	312	262	253	231
Shareholders Funds	418	368	295	273
Long-term Borrowings	2	2	13	-
Long-term Provisions	11	10	7	5
Non-current liabilities	13	12	20	5
Short-term Borrowings	72	59	77	-
Trade Payables	337	293	216	148
Other Current Liabilities	59	58	72	4
Current liabilities	468	410	365	152
TOTAL - EQUITY AND LIABILITIES	899	790	680	430
Fixed Assets	29	28	30	31
Capital Work in Progress	15	3	-	-
Long-term Loans and Advances	3	4	2	2
Other Non Current Assets	7	5	3	1
Non-current assets	54	40	35	34
Trade Receivables	745	672	568	306
Cash and Cash Equivalents	91	70	49	78
Short-term Loans and Advances	0	1	23	2
Other current assets	9	7	5	10
Current assets	845	750	645	396
TOTAL - ASSETS	899	790	680	430

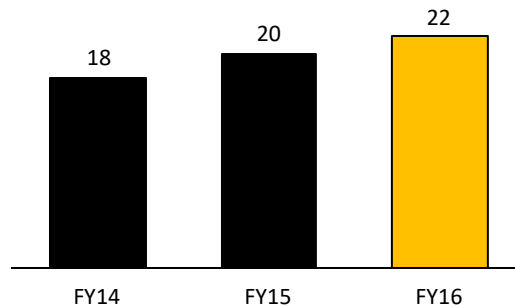
Performance Measurement



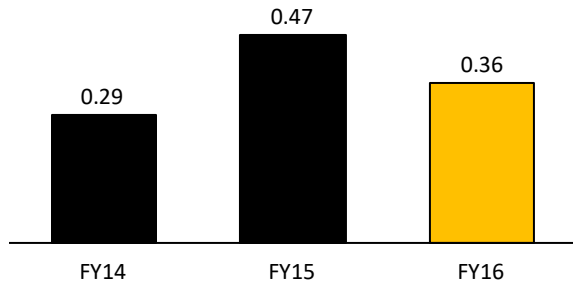
Return on Capital Employed %



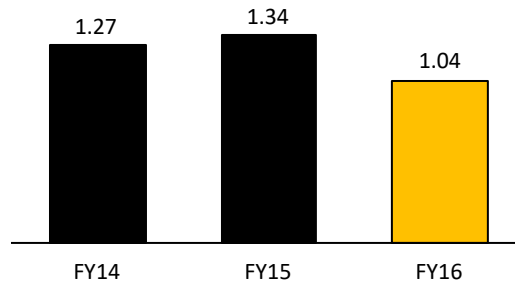
Return on Equity %



Net Debt to Equity Ratio



Net Debt to EBITDA Ratio

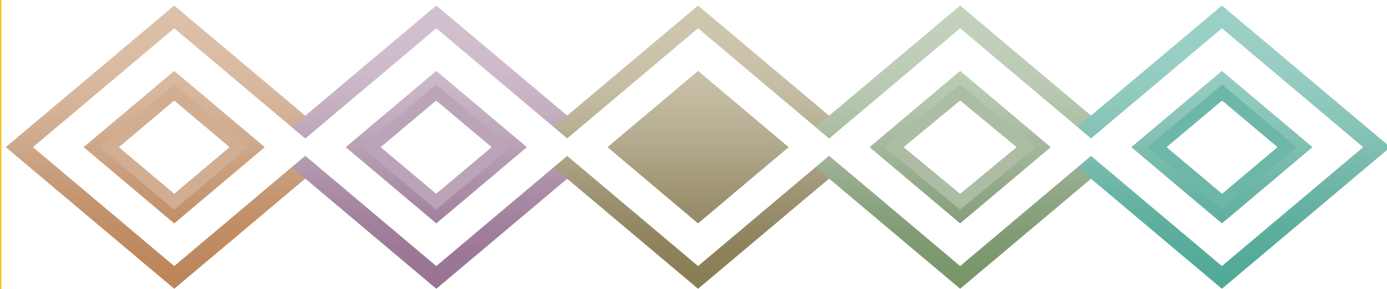




Company Overview



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

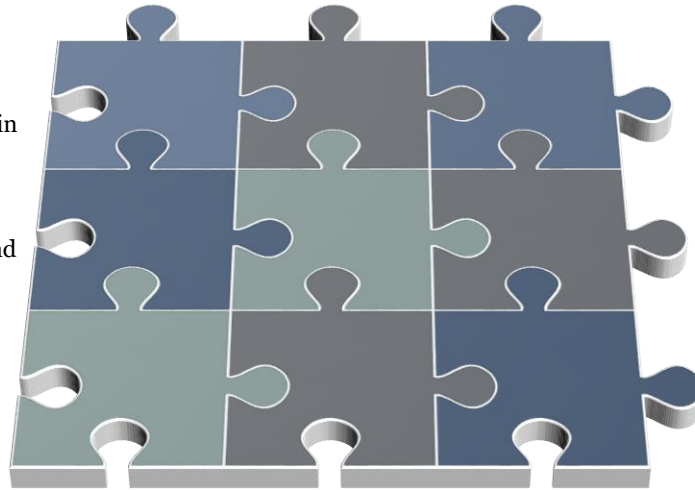
Our strong on ground force constantly thrives for efficiency in execution

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

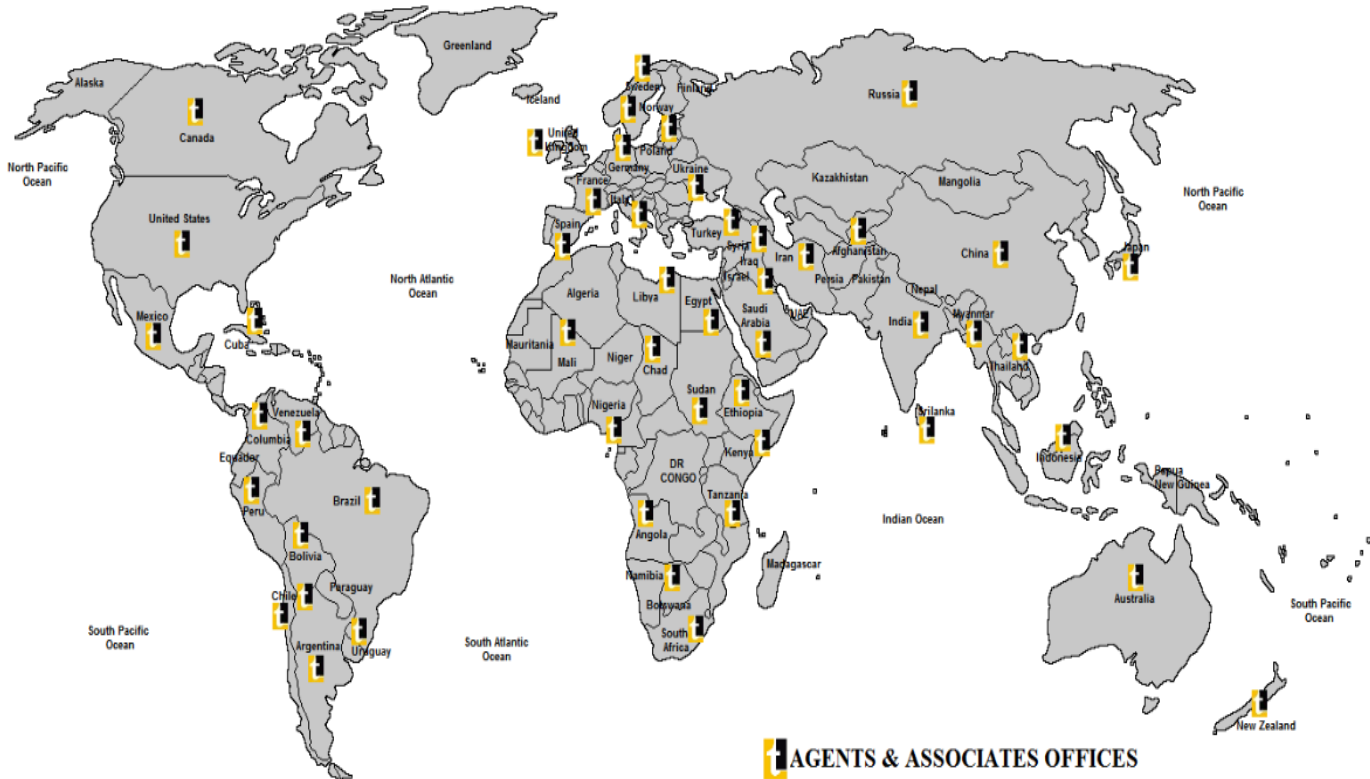
Strong IT backup


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

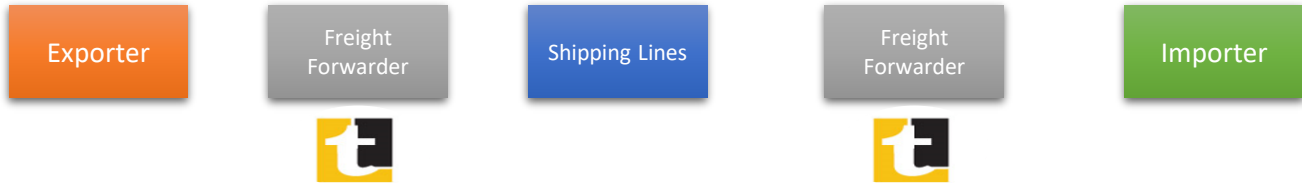


 AGENTS & ASSOCIATES OFFICES

Leading FCL Player in India

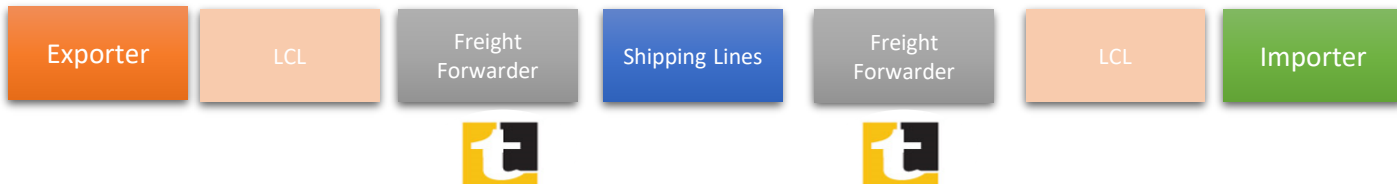


When Exporter has Full Container Load



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

When Exporter has Less than Container Load

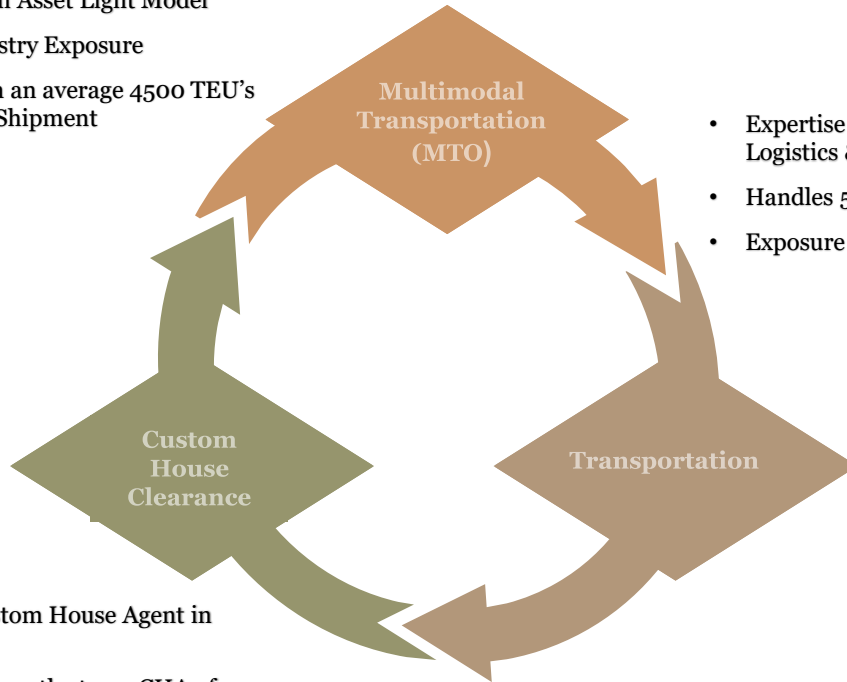


- Our Strong Network of LCL's provide us continuous business opportunities thus strengthening our position as a leading FCL player in India



Multi Segment Experience...

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



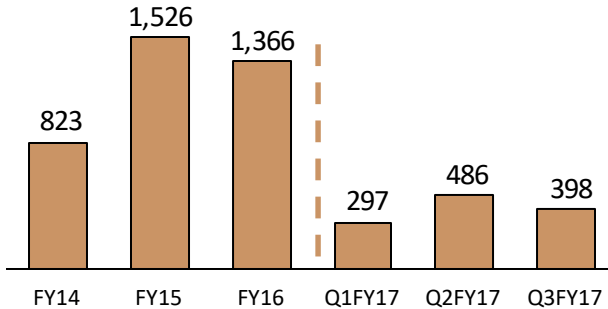
- Expertise in handling Project Logistics & Food Commodities
- Handles 500+ shipments per month
- Exposure to Varied products

- 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

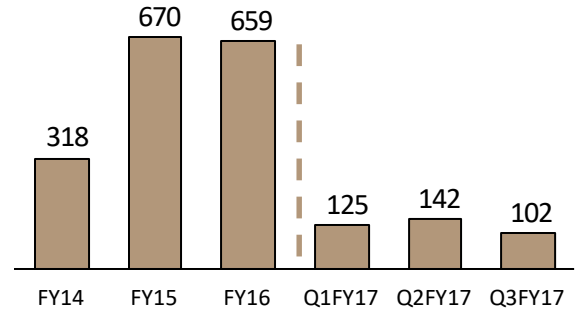


...with growing prospects in all segments...

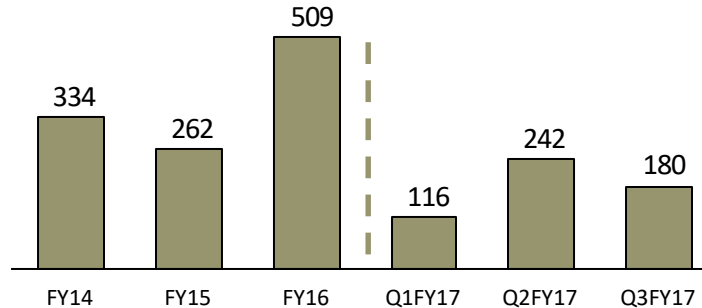
Multimodal Transport [Rs. mn]



Transportation [Rs. mn]



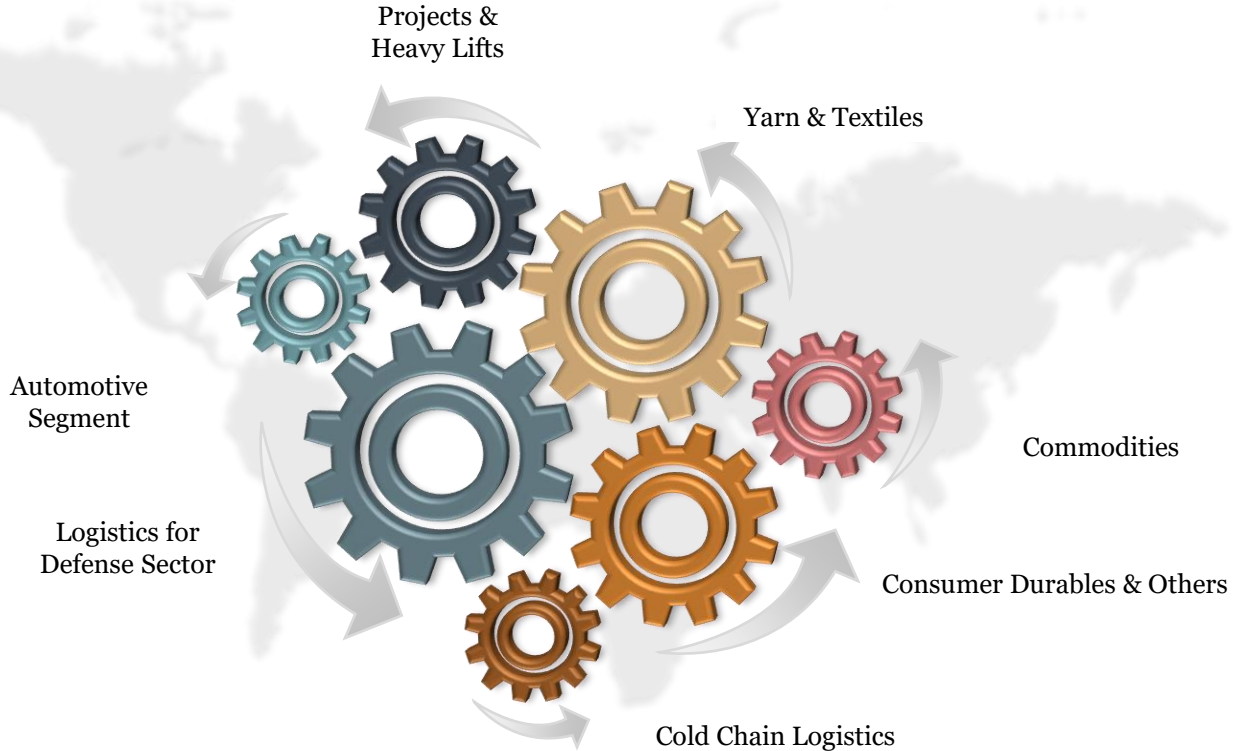
CHA [Rs. Mn]



...servicing multiple clients...



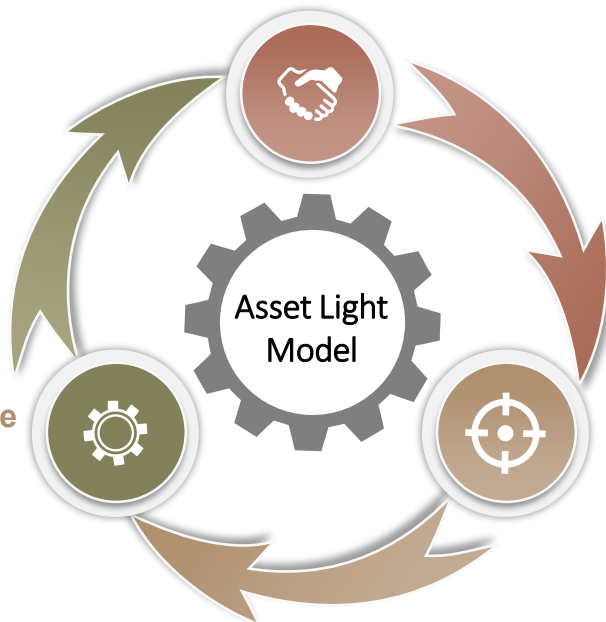
...across varied sectors...



...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

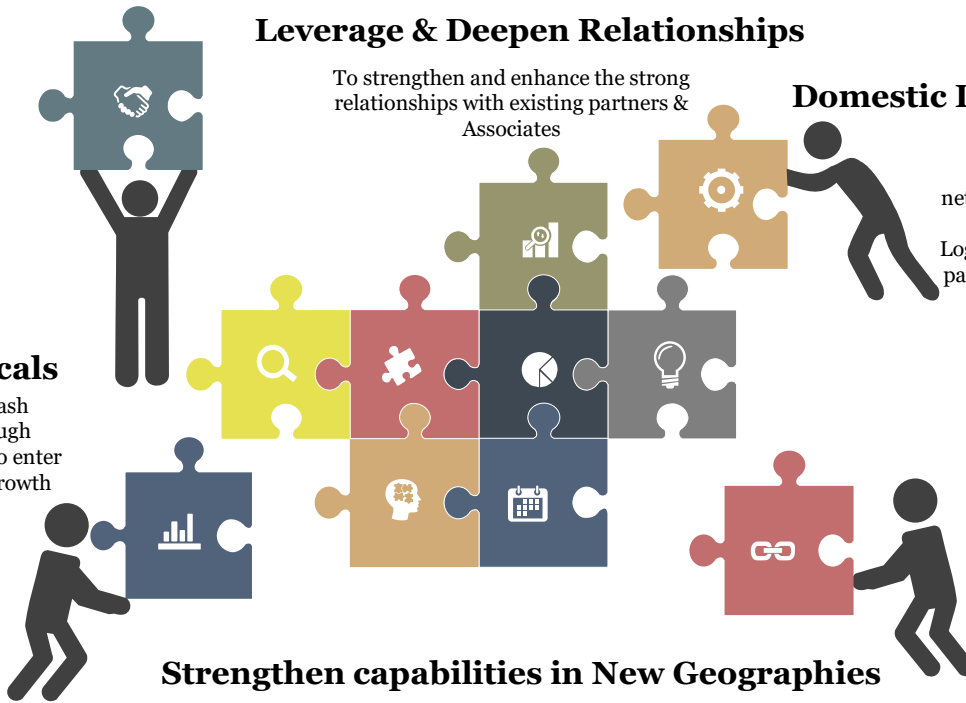
Leveraging existing network & infrastructure to enter Domestic Logistics segment and be part of the LCL Segment in India

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

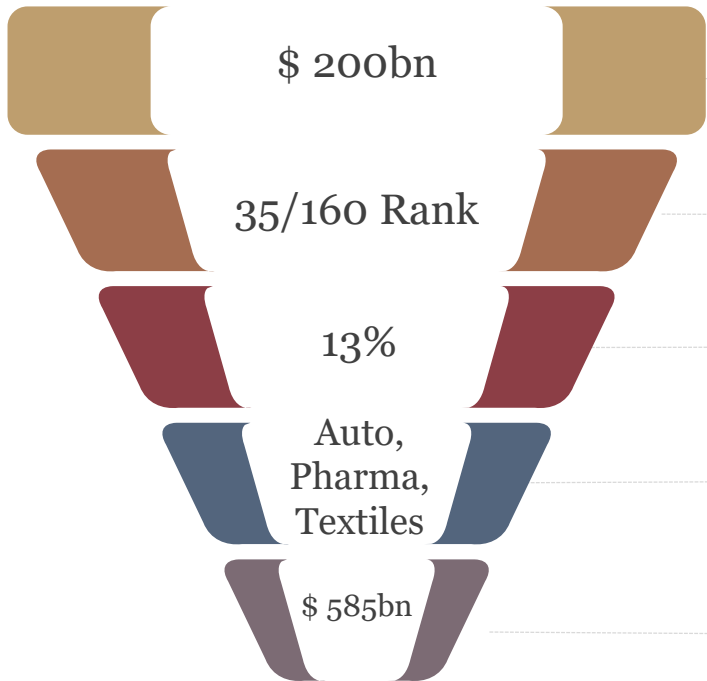




Industry Snapshot



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



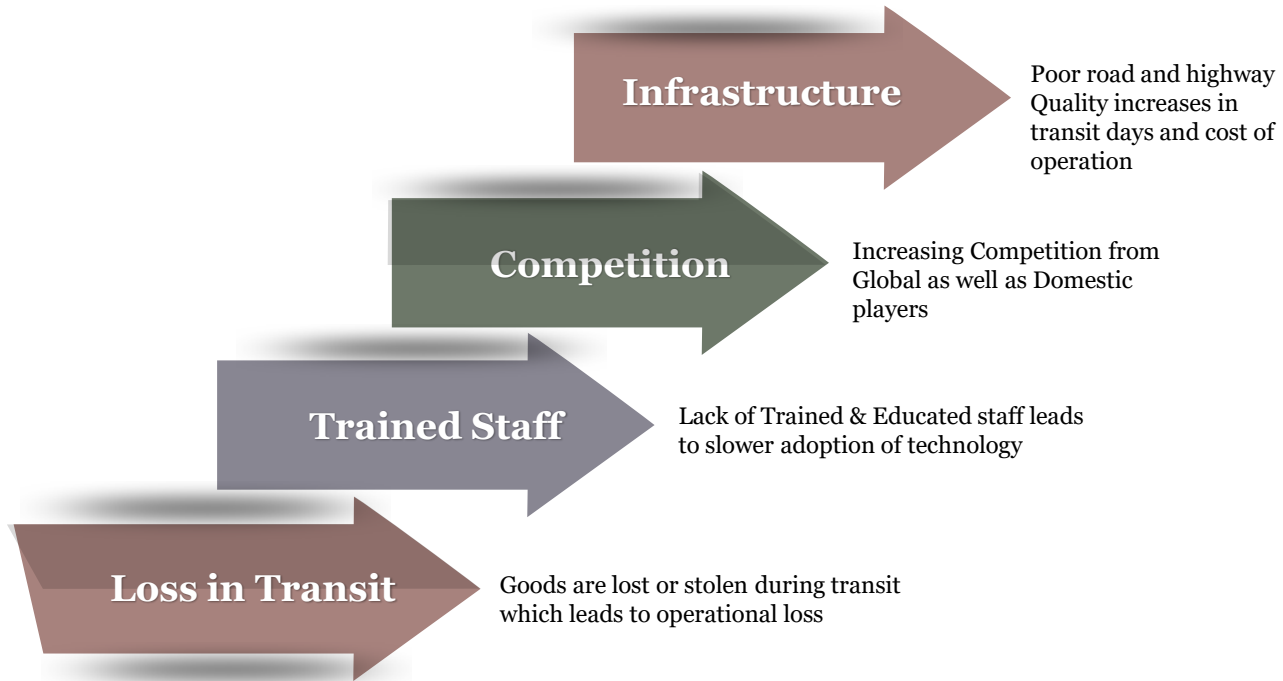
Consumption Demand

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

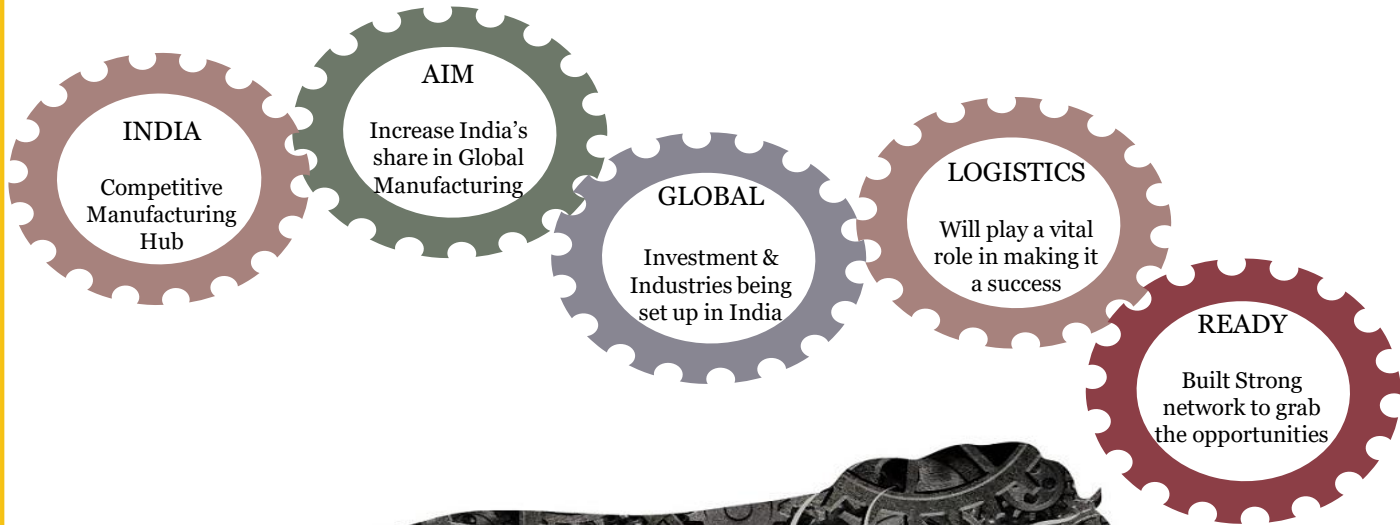
EXIM Demand

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

Challenges



Make in India – Growth Opportunity



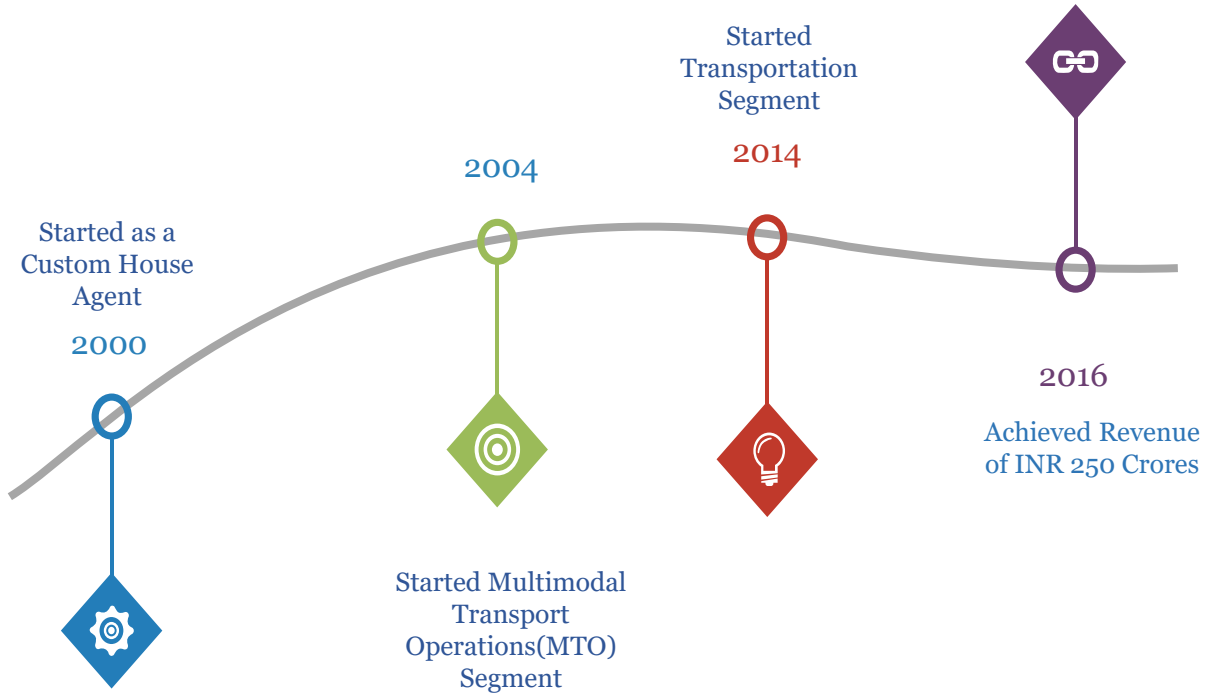




The Journey so far...



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



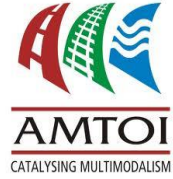
Awarded “World’s Greatest Brand & Leader of Asia & GCC in Logistics sector” by PWC India



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





For further information, please contact:

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