



# 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	
<b>EBITDA</b>	<b>51</b>	<b>30</b>	<b>67%</b>	<b>168</b>	<b>126</b>	<b>33%</b>
<b>EBITDA Margin</b>	<b>5.70%</b>	<b>4.02%</b>	<b>+168bps</b>	<b>5.64%</b>	<b>4.98%</b>	<b>+66bps</b>
Other Income	0	1		2	7	
Depreciation	1	2		5	7	
<b>EBIT</b>	<b>49</b>	<b>30</b>		<b>165</b>	<b>125</b>	
<b>EBIT Margin</b>	<b>5.54%</b>	<b>3.96%</b>		<b>5.53%</b>	<b>4.94%</b>	
Interest / Finance Cost	2	1		5	3	
<b>PBT</b>	<b>48</b>	<b>29</b>		<b>159</b>	<b>122</b>	
Tax	16	20		56	49	
<b>PAT</b>	<b>31</b>	<b>10</b>	<b>223%</b>	<b>103</b>	<b>73</b>	<b>41%</b>

# Balance Sheet

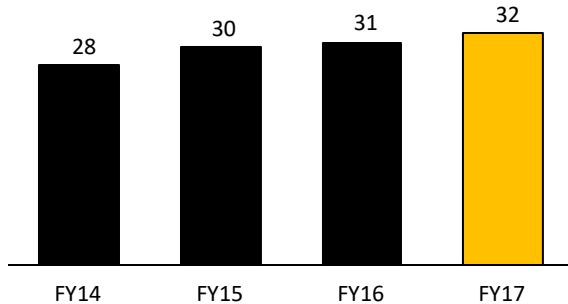


Rs. Millions	FY17	FY16
Share Capital	106	106
Reserves and Surplus	365	262
<b>Shareholders Funds</b>	<b>471</b>	<b>368</b>
Long-term Borrowings	2	2
Long-term Provisions	13	9
<b>Non-current liabilities</b>	<b>16</b>	<b>12</b>
Short-term Borrowings	62	59
Trade Payables	346	293
Other Current Liabilities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

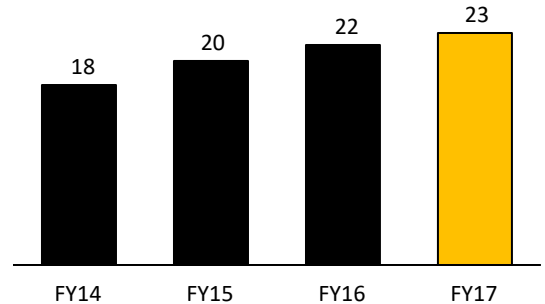


# Performance Measurement

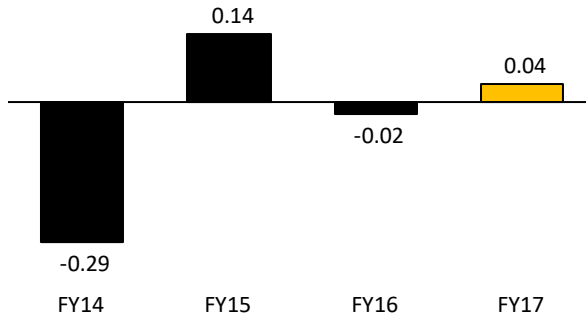
*Return on Capital Employed %*



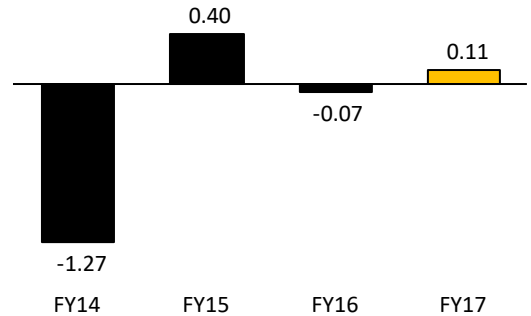
*Return on Equity %*



*Net Debt to Equity Ratio*



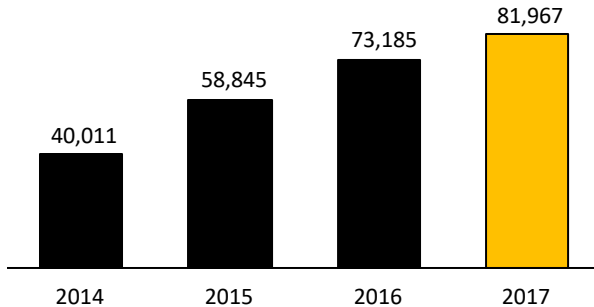
*Net Debt to EBITDA Ratio*



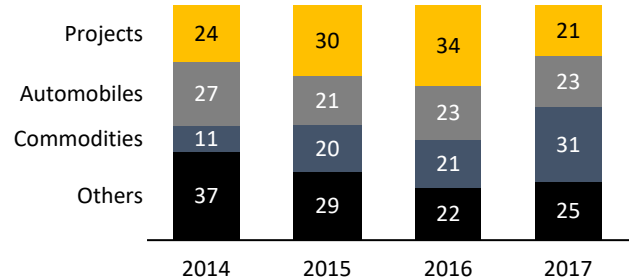


# Operational Metrix

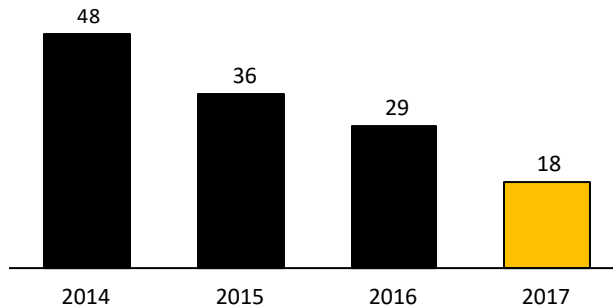
### Twenty Feet Unit's (TEU's) Volume



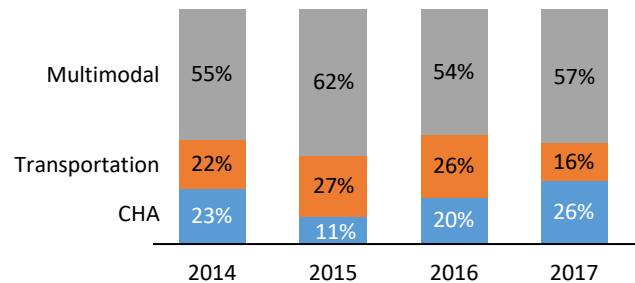
### Industry wise Revenue Composition %



### Top 5 Customers Contribution to Revenue %



### Segment wise Revenue Composition %








# Historical Income Statement

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

# 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

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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

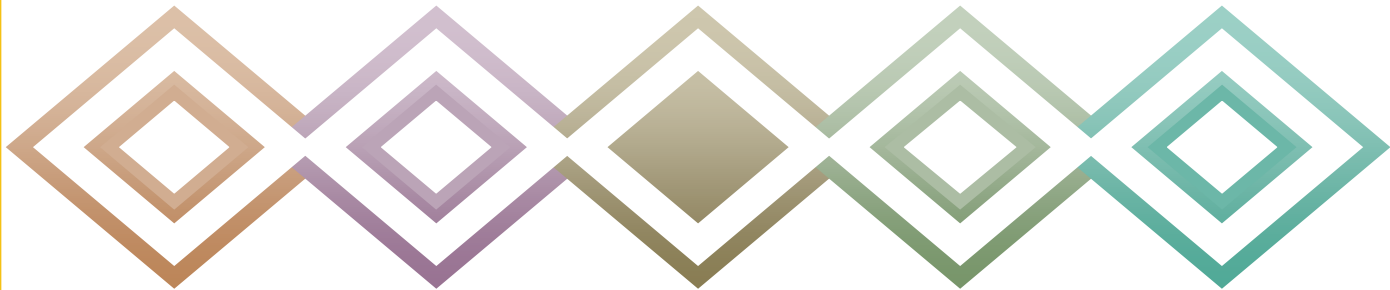
Waiver from fee for renewal of license for Custom Brokers



# **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

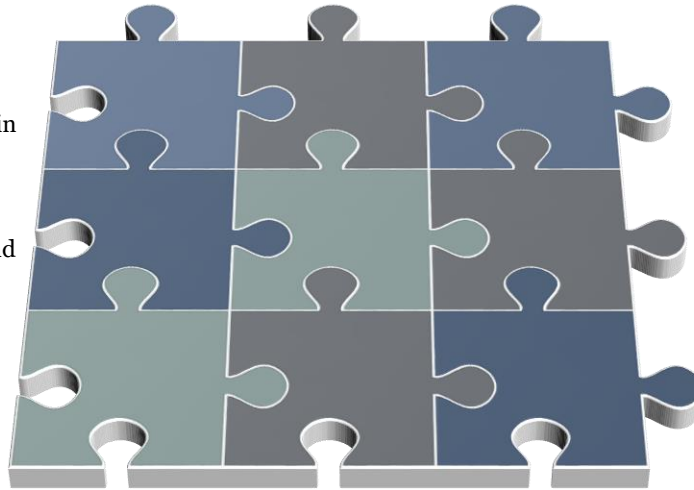
Our strong on ground force constantly thrives for efficiency in execution

## 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

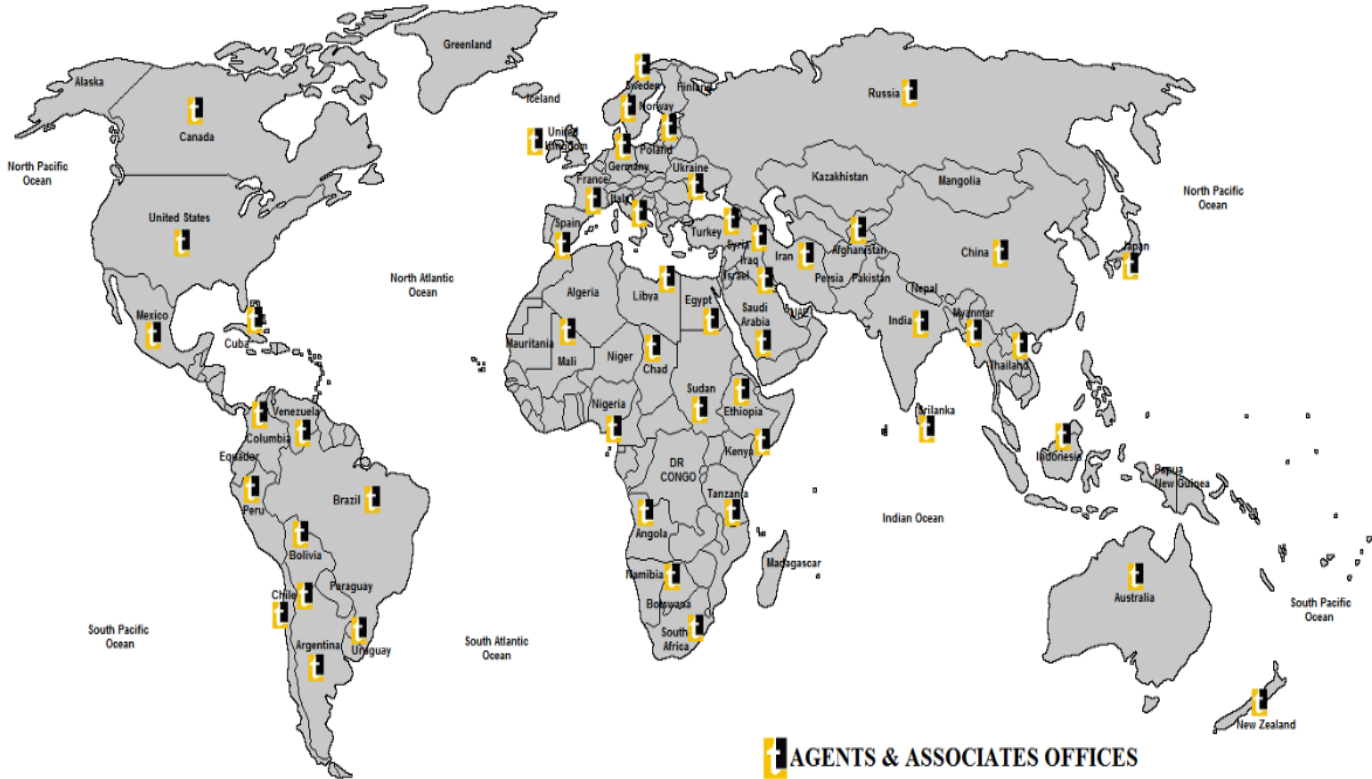
## Strong IT backup


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

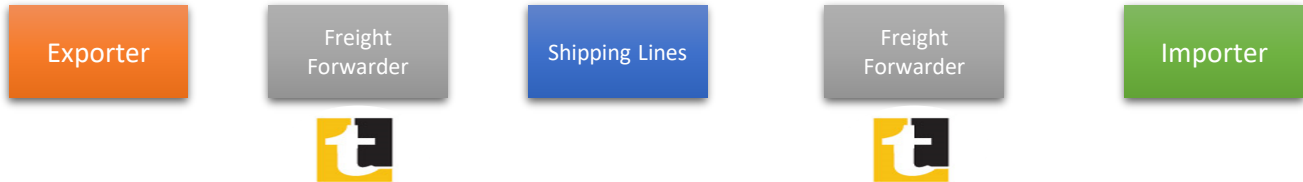


 AGENTS & ASSOCIATES OFFICES

# Leading FCL Player in India

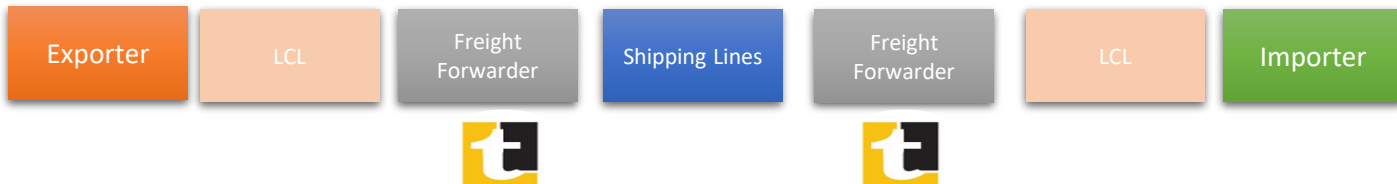


## When Exporter has Full Container Load



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

## When Exporter has Less than Container Load

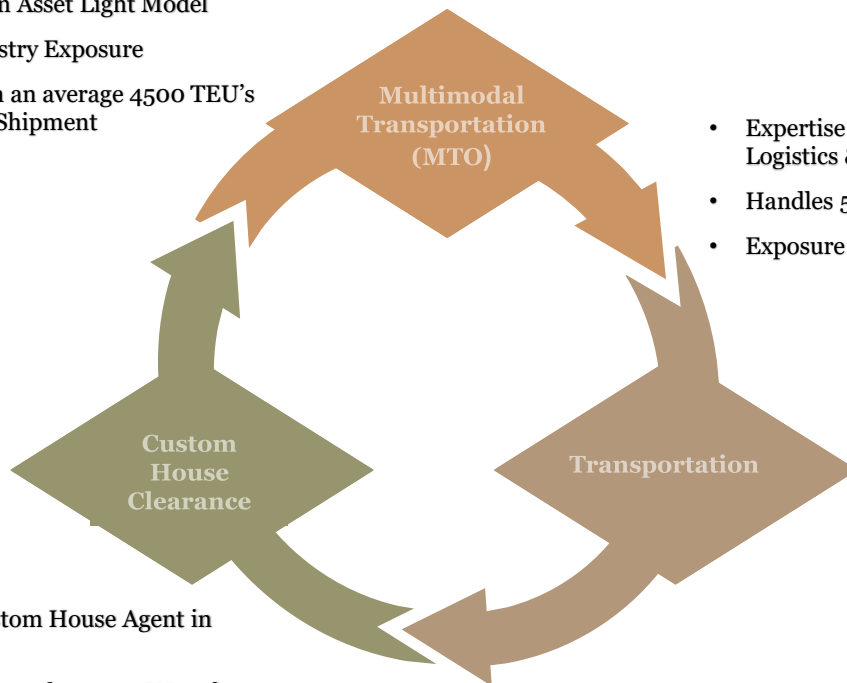


- Our Strong Network of LCL's provide us continuous business opportunities thus strengthening our position as a leading FCL player in India



# 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

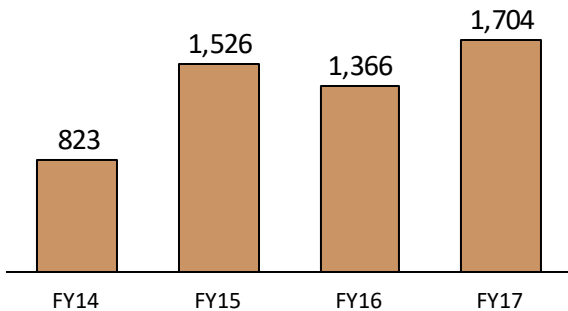
- Started as a Custom House Agent in 2000
- Recognized among the top 3 CHA of North India by Concor India
- Clearing Services for import & Export at all major ports & ICD's



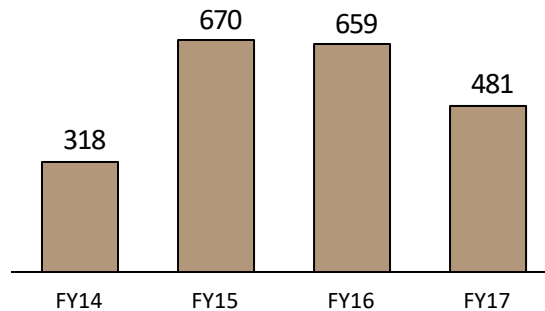


# ...with growing prospects in all segments...

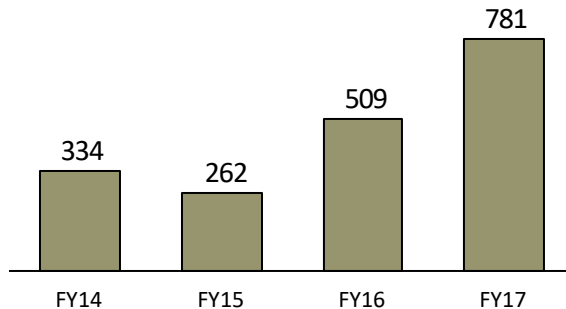
Multimodal Transport [Rs. mn]



Transportation [Rs. mn]



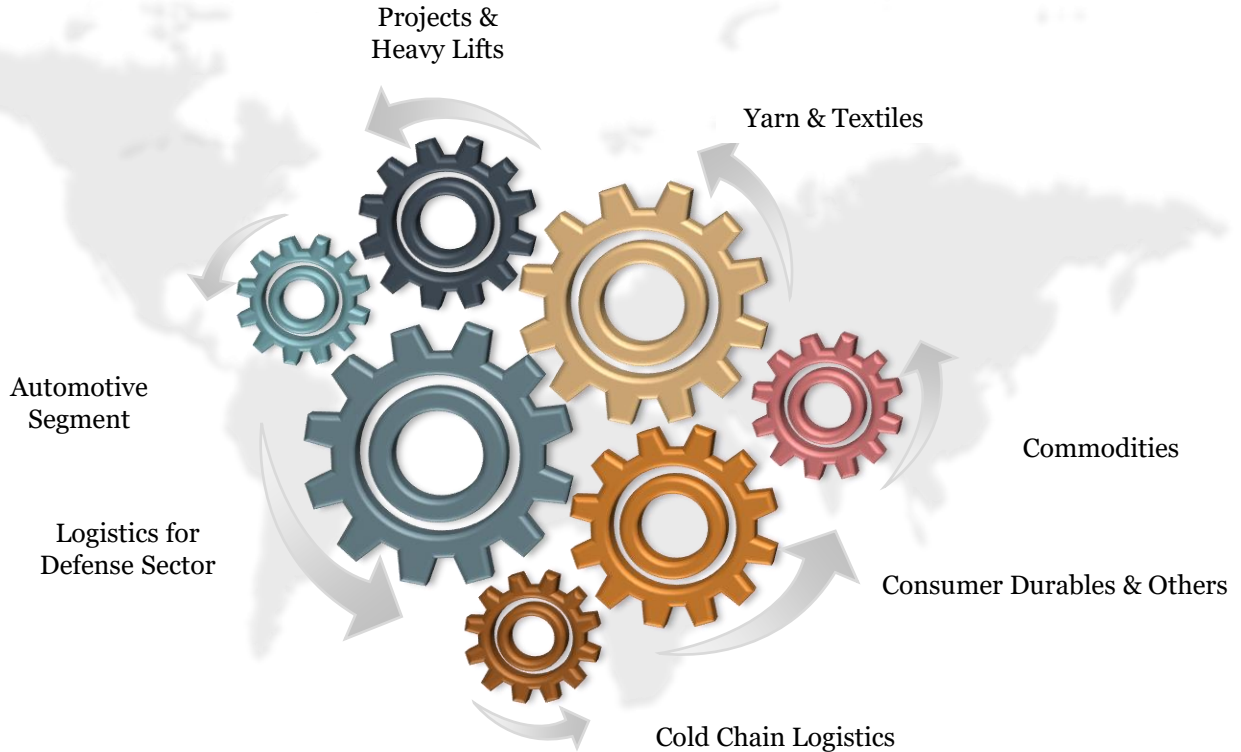
CHA [Rs. Mn]



# ...servicing multiple clients...



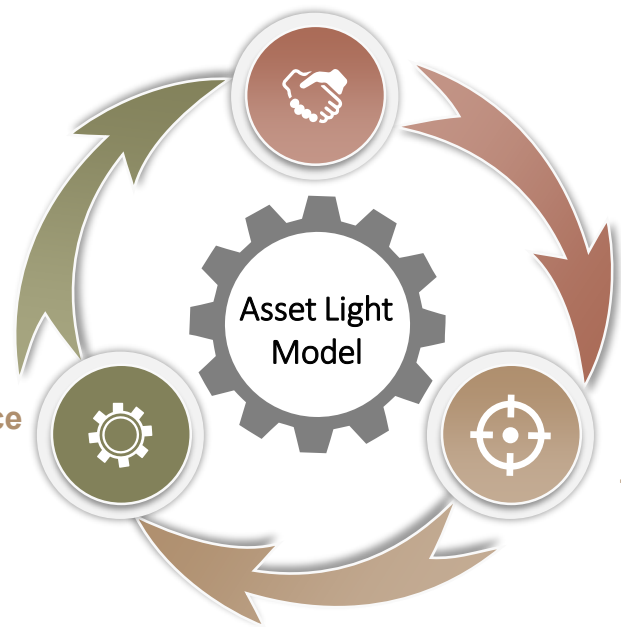
...across varied sectors...



...thus diversifying risk profile <sup>19</sup>



# 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

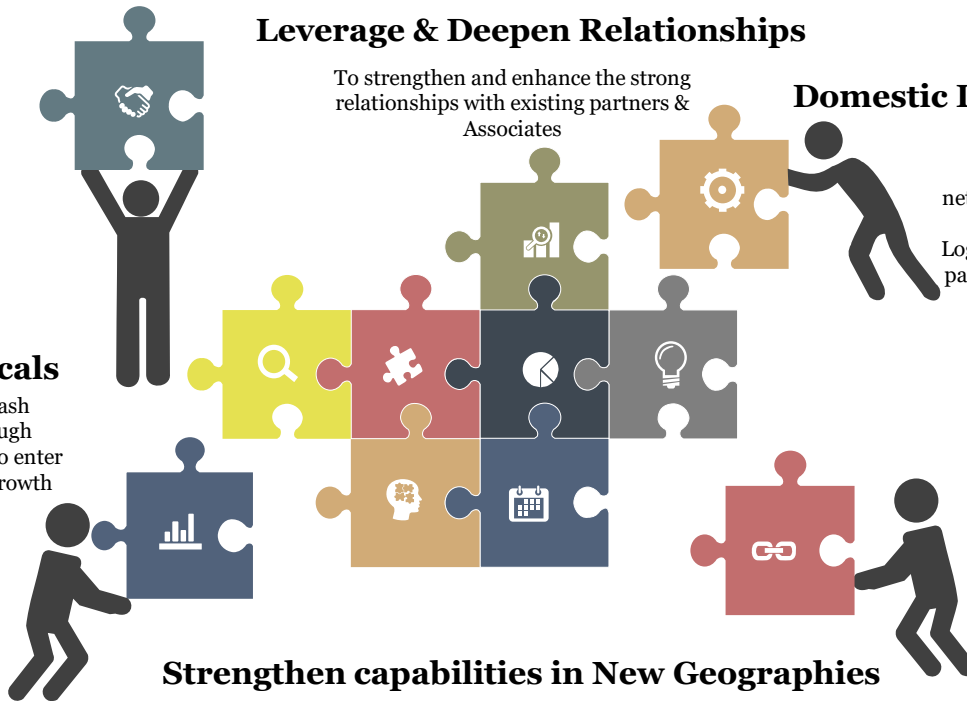
Leveraging existing network & infrastructure to enter Domestic Logistics segment and be part of the LCL Segment in India

## 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

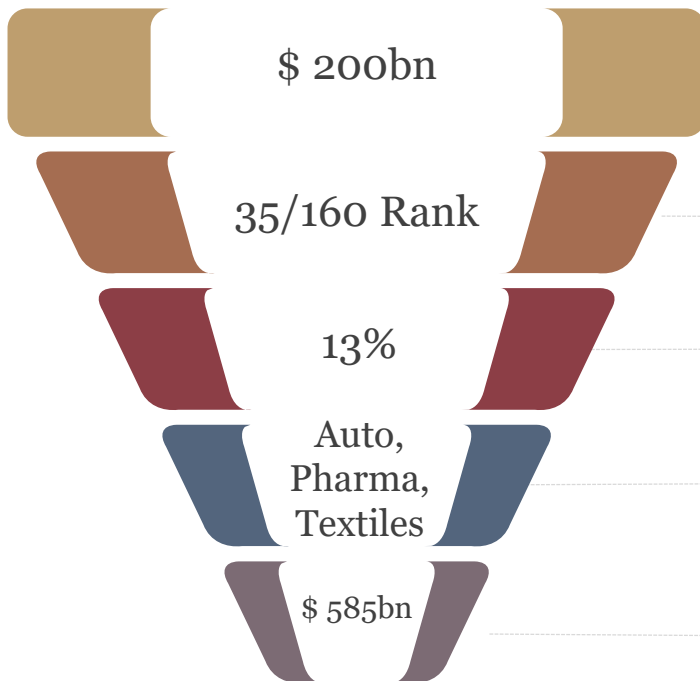




# Industry Snapshot



# 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

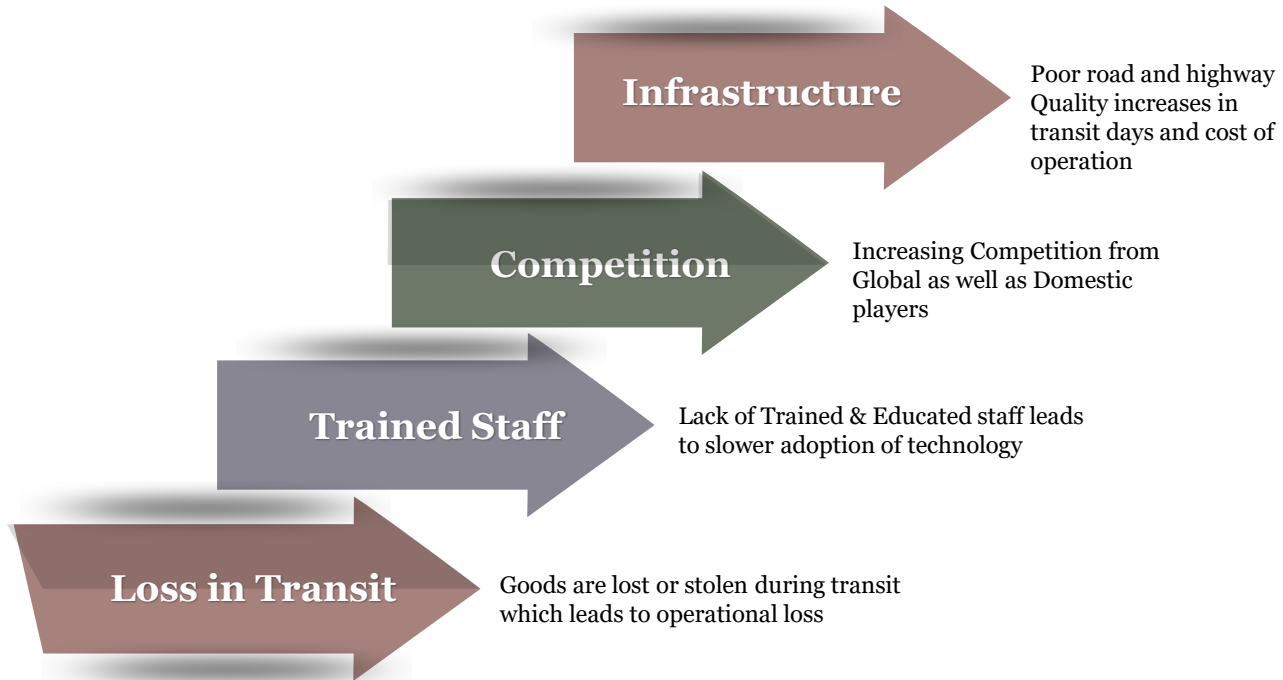
- Increase in Consumption at 6.7% during 2015-20
- Consumer spending will more than double by 2025
- 5<sup>th</sup> Largest Consumer Country by 2025

## EXIM Demand

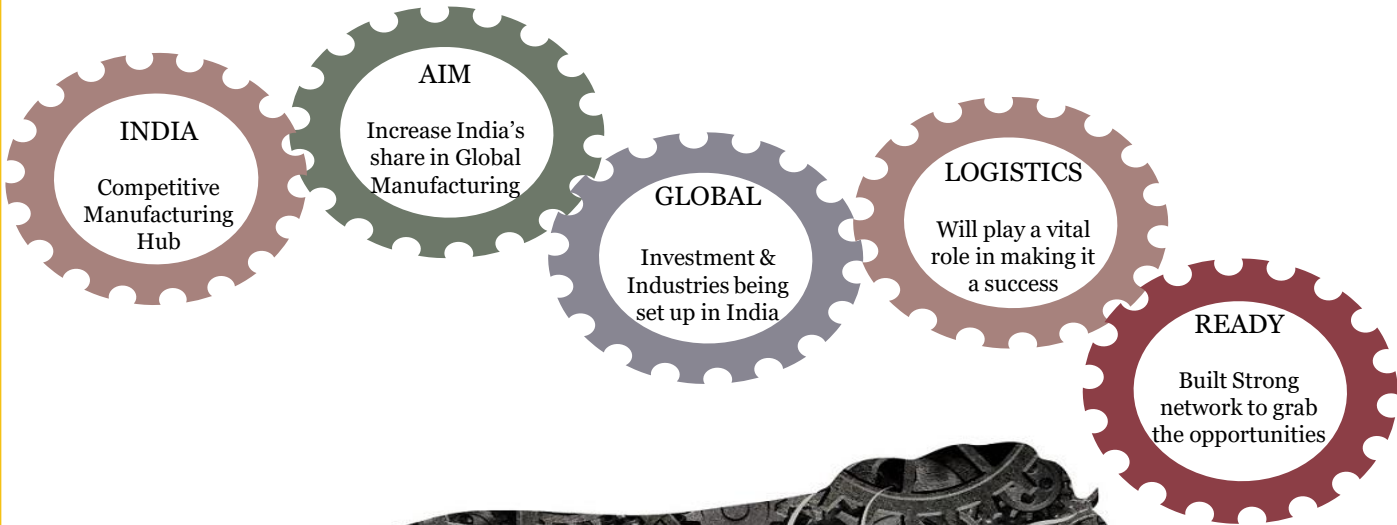
- Global demand of Made in India goods increasing
- Better Port Infrastructure to help EXIM propel further



# Challenges



# Make in India – Growth Opportunity



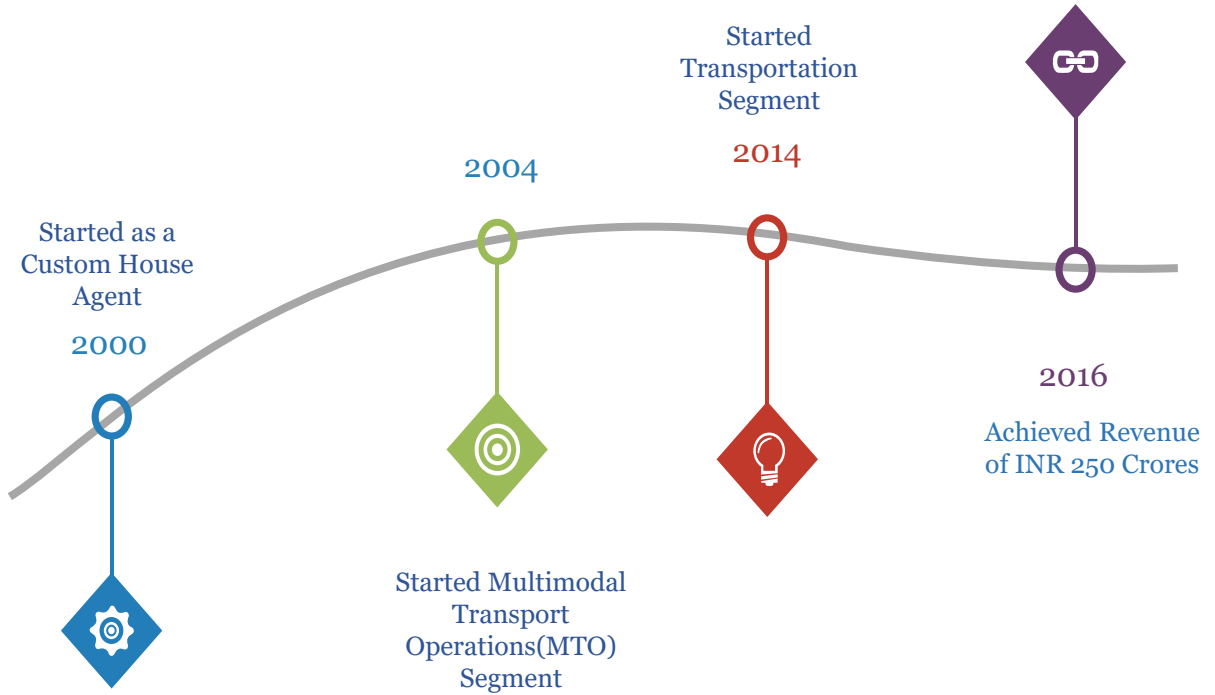


**The Journey so far...**

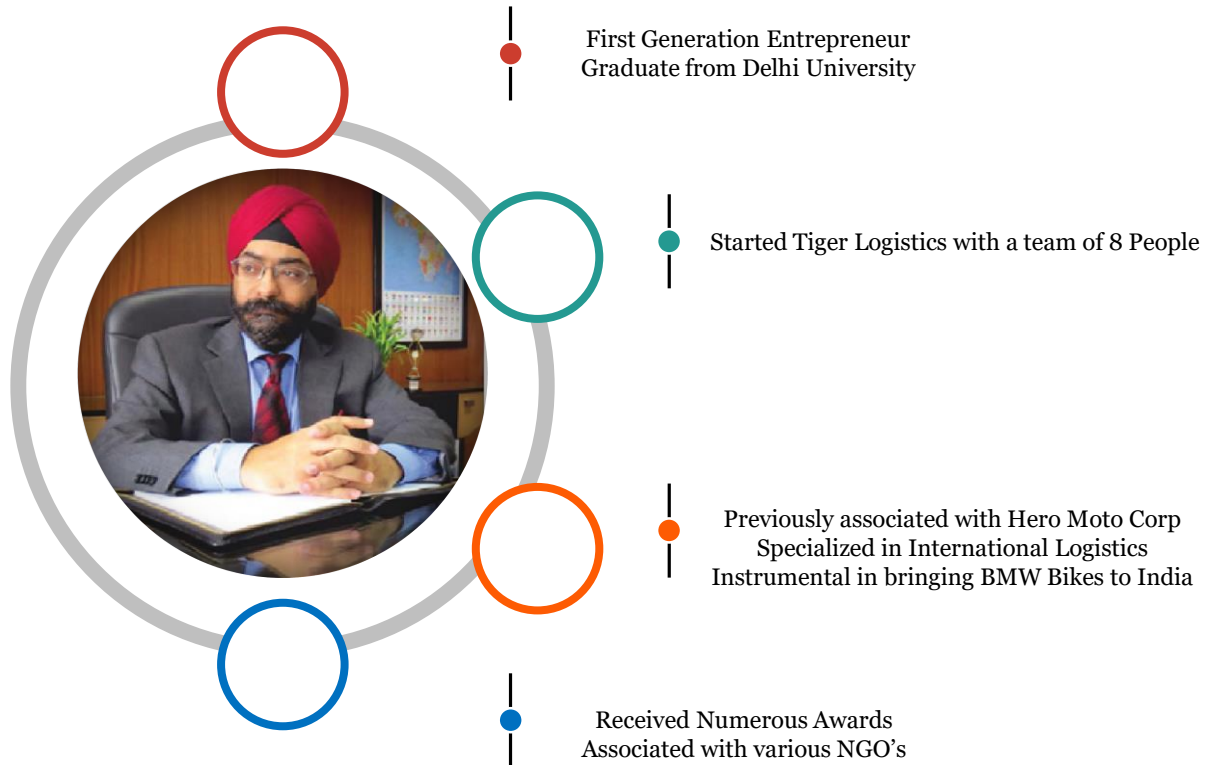




# Milestones



# 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



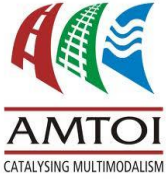
Awarded “World’s Greatest Brand & Leader of Asia & GCC in Logistics sector” by PWC India



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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Company :

Investor Relations Advisors :

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**Tiger Logistics(India) Limited.**

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