



# TIGER LOGISTICS (INDIA) LTD

*Investor Presentation*

*June 2018*





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# **Financial & Operational Overview**



# Performance Snapshot Q4& FY18



## Q4FY18

Revenue  
97 Cr

EBITDA  
7 Cr

PAT  
4 Cr

## FY18

Revenue  
324 Cr

EBITDA  
19 Cr

PAT  
11 Cr



# Q4& FY18 Income Statement

Rs. Crores	Q4FY18	Q4FY17	YoY	FY18	FY17	YoY
Revenue	97	89	8.36%	324	298	8.70%
Operating Expenses	82	77		276	259	
Employee Expenses	6	4		21	15	
Other Expenses	3	4		8	8	
<b>EBITDA</b>	<b>7</b>	<b>5</b>	<b>32.45%</b>	<b>19</b>	<b>17</b>	<b>12.86%</b>
<b>EBITDA Margin</b>	<b>6.93%</b>	<b>5.67%</b>		<b>5.84%</b>	<b>5.63%</b>	
Other Income	0	0		1	0	
Depreciation	0	0		1	1	
<b>EBIT</b>	<b>7</b>	<b>5</b>	<b>35.41%</b>	<b>19</b>	<b>16</b>	<b>15.23%</b>
<b>EBIT Margin</b>	<b>6.88%</b>	<b>5.51%</b>		<b>5.85%</b>	<b>5.52%</b>	
Interest / Finance Cost	1	0		2	1	
<b>PBT</b>	<b>6</b>	<b>5</b>	<b>28.90%</b>	<b>17</b>	<b>16</b>	<b>9.31%</b>
Tax	2	2		6	6	
<b>PAT</b>	<b>4</b>	<b>3</b>	<b>24.71%</b>	<b>11</b>	<b>10</b>	<b>10.27%</b>



# Balance Sheet

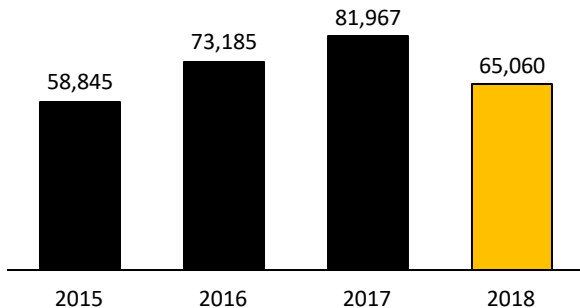
Particulars (Rs Crores)	FY18	FY17
<b>ASSETS</b>		
<b>Non-current assets</b>		
Property, plant and equipment	3	3
Capital work-in-progress	8	2
Other intangible assets	0	0
<b>Financial assets</b>		
Investments	0	0
Trade receivables	5	7
Loans	1	1
Fixed Deposit	0	1
Deferred tax asset (net)	1	1
<b>Total Non-Current Assets</b>	<b>17</b>	<b>13</b>
<b>Current assets</b>		
Inventories	0	0
<b>Financial assets</b>		
Trade receivables	93	76
Cash and cash equivalents	2	1
Bank balances	0	3
Other financial assets	2	1
Other current assets	0	0
<b>Total current asset</b>	<b>97</b>	<b>81</b>
<b>TOTAL -Assets</b>	<b>114</b>	<b>94</b>

Particulars (Rs Crores)	FY18	FY17
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Equity Share capital	11	11
Other equity	48	37
<b>Total Shareholders' funds</b>	<b>59</b>	<b>47</b>
<b>Non-current liabilities</b>		
<b>Financial liabilities</b>		
Borrowings	0	0
Trade payables	3	7
Provisions for employee benefits	2	1
<b>Total Non-current liabilities</b>	<b>5</b>	<b>8</b>
<b>Current liabilities</b>		
<b>Financial liabilities</b>		
Borrowings	25	6
Trade payables	18	20
Other financial liabilities	1	8
Other current liabilities	5	2
Income tax liabilities	2	2
<b>Total Current liabilities</b>	<b>51</b>	<b>38</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>114</b>	<b>94</b>

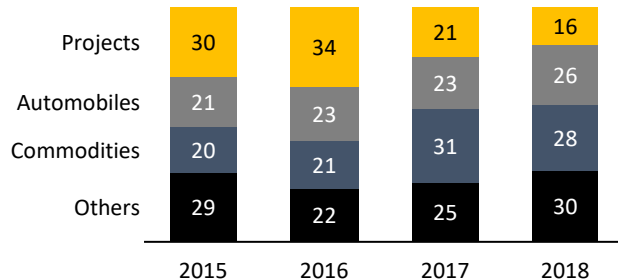


# Operational Metrix

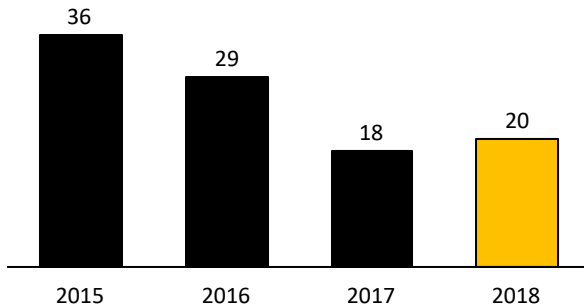
### Twenty Feet Unit's (TEU's) Volume



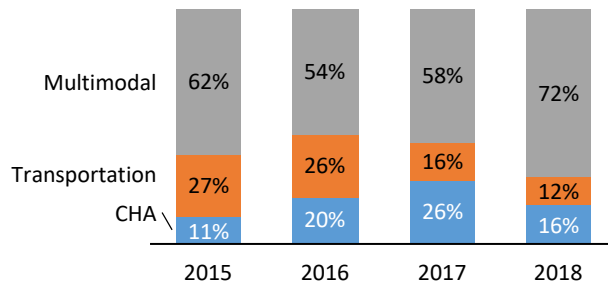
### Industry wise Revenue Composition %



### Top 5 Customers Contribution to Revenue %



### Segment wise Revenue Composition %





# Historical Income Statement

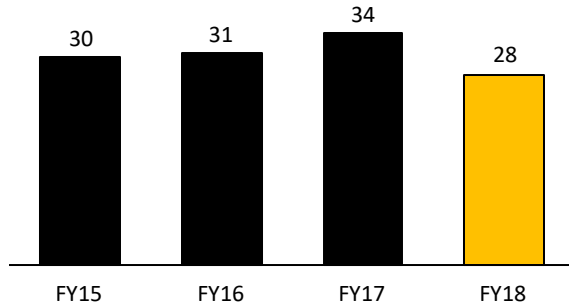
Rs. Crores	FY18	FY17	FY16	FY15
<b>Revenue</b>	<b>324</b>	<b>298</b>	<b>253</b>	<b>246</b>
Operating Expenses	276	259	224	223
Employee Expenses	21	15	11	8
Other Expenses	8	8	6	5
<b>EBITDA</b>	<b>19</b>	<b>17</b>	<b>13</b>	<b>10</b>
<b>EBITDA Margin</b>	<b>5.84%</b>	<b>5.64%</b>	<b>4.98%</b>	<b>4.20%</b>
Other Income	1	0	1	1
Depreciation	1	1	1	1
<b>EBIT</b>	<b>19</b>	<b>17</b>	<b>13</b>	<b>10</b>
<b>EBIT Margin</b>	<b>5.85%</b>	<b>5.52%</b>	<b>4.94%</b>	<b>4.04%</b>
Interest / Finance Cost	2	1	0	0
Exceptional Item (Gain) / Loss	0	0	-	-1
<b>PBT</b>	<b>17</b>	<b>16</b>	<b>12</b>	<b>8</b>
Tax	6	6	5	3
<b>PAT</b>	<b>11</b>	<b>10</b>	<b>7</b>	<b>6</b>
<b>PAT Margin</b>	<b>3.50%</b>	<b>3.45%</b>	<b>2.88%</b>	<b>2.35%</b>



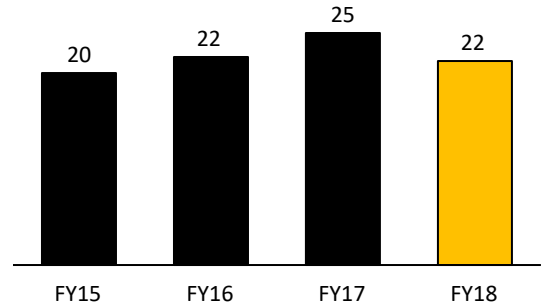


# Performance Measurement

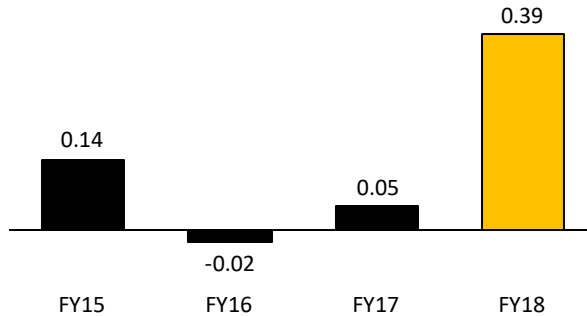
***Return on Capital Employed %***



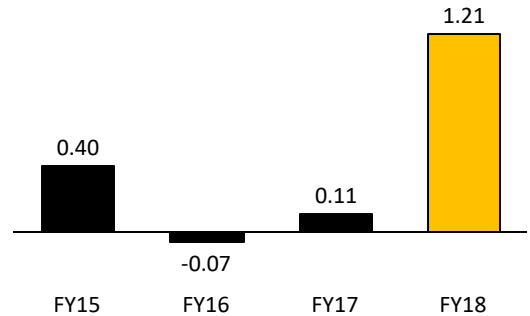
***Return on Equity %***



***Net Debt to Equity Ratio***



***Net Debt to EBITDA Ratio***



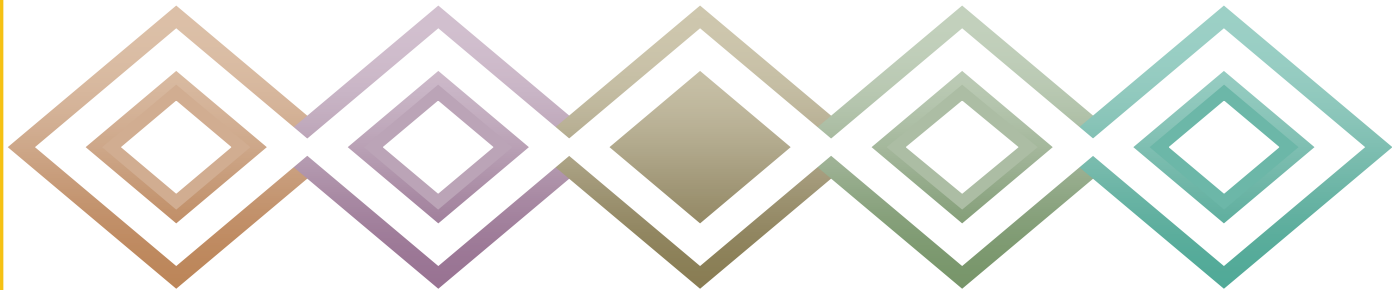


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# **Company Overview**



## 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

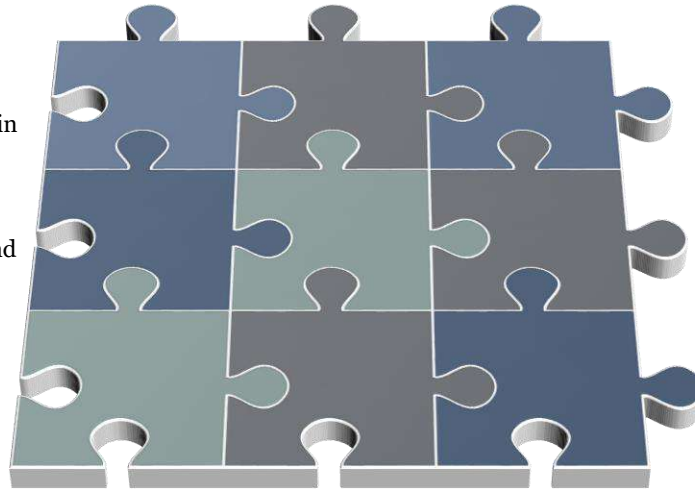
Our strong on ground force constantly thrives for efficiency in execution

## 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

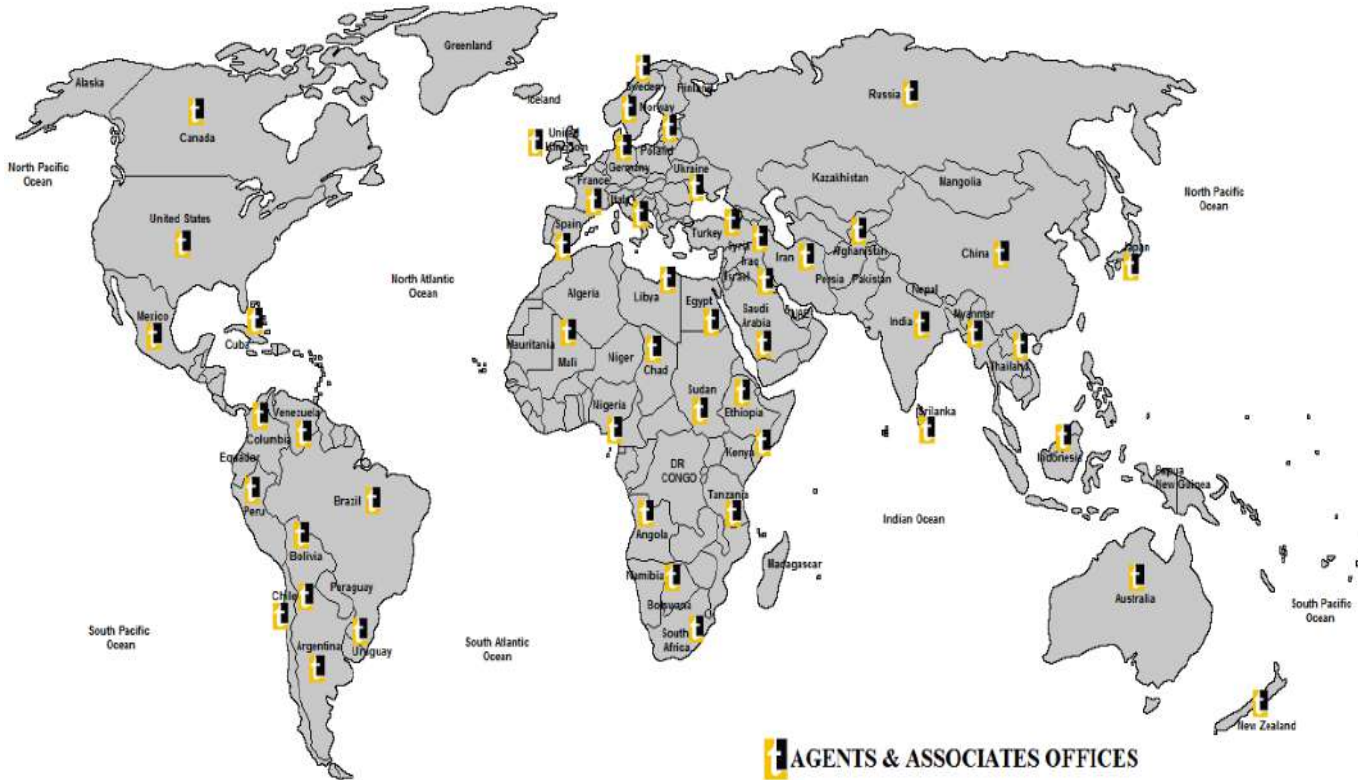
## Strong IT backup

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

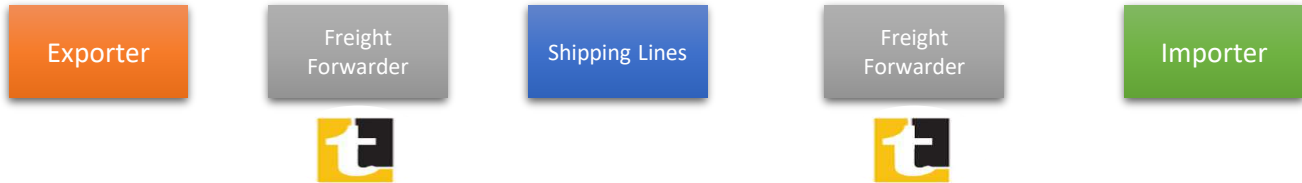
# ...with a Global Presence



# Leading FCL Player in India

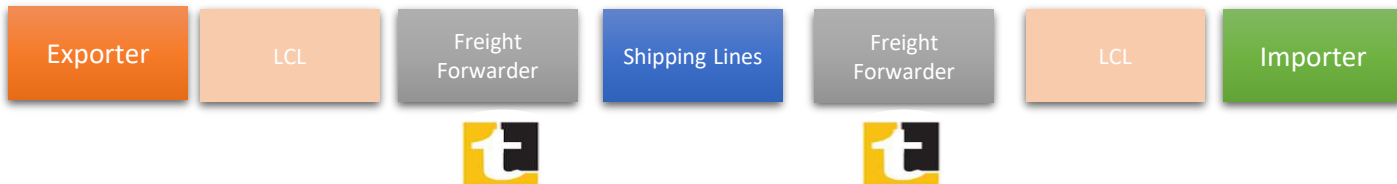


## When Exporter has Full Container Load



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

## When Exporter has Less than Container Load

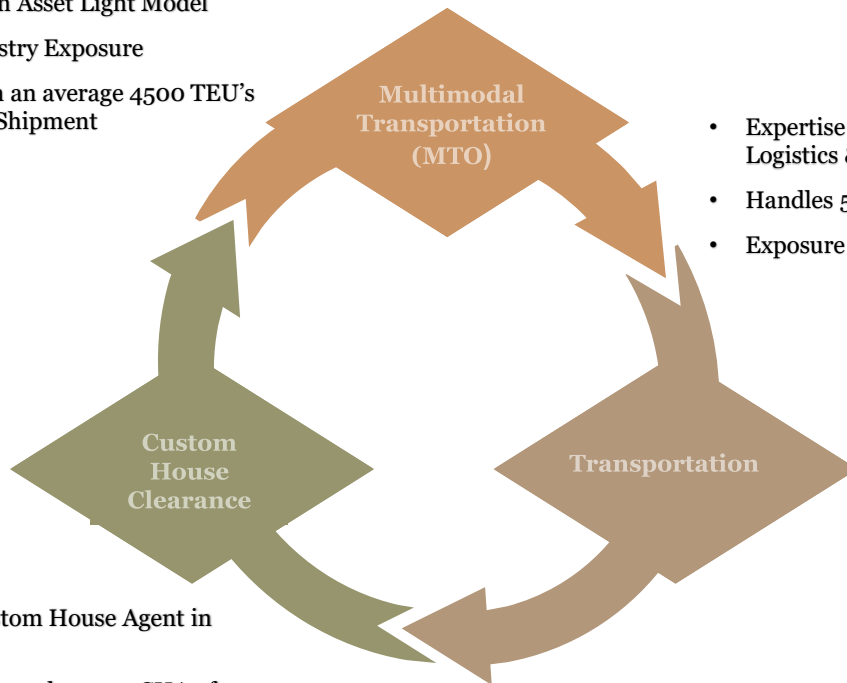


- Our Strong Network of LCL's provide us continuous business opportunities thus strengthening our position as a leading FCL player in India



# Multi Segment Experience...

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



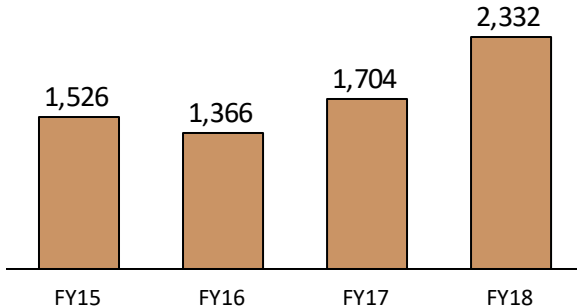
- Expertise in handling Project Logistics & Food Commodities
- Handles 500+ shipments per month
- Exposure to Varied products

- 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

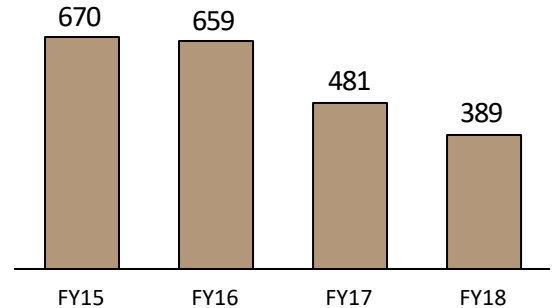


# ...with growing prospects in all segments...

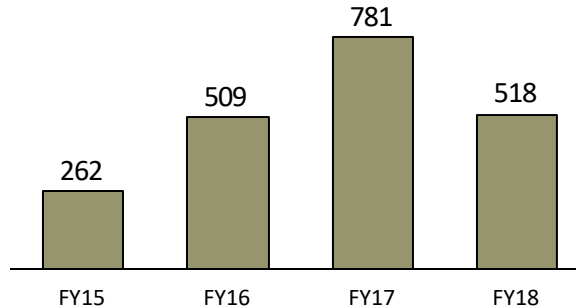
Multimodal Transport [Rs. mn]



Transportation [Rs. mn]



CHA [Rs. Mn]

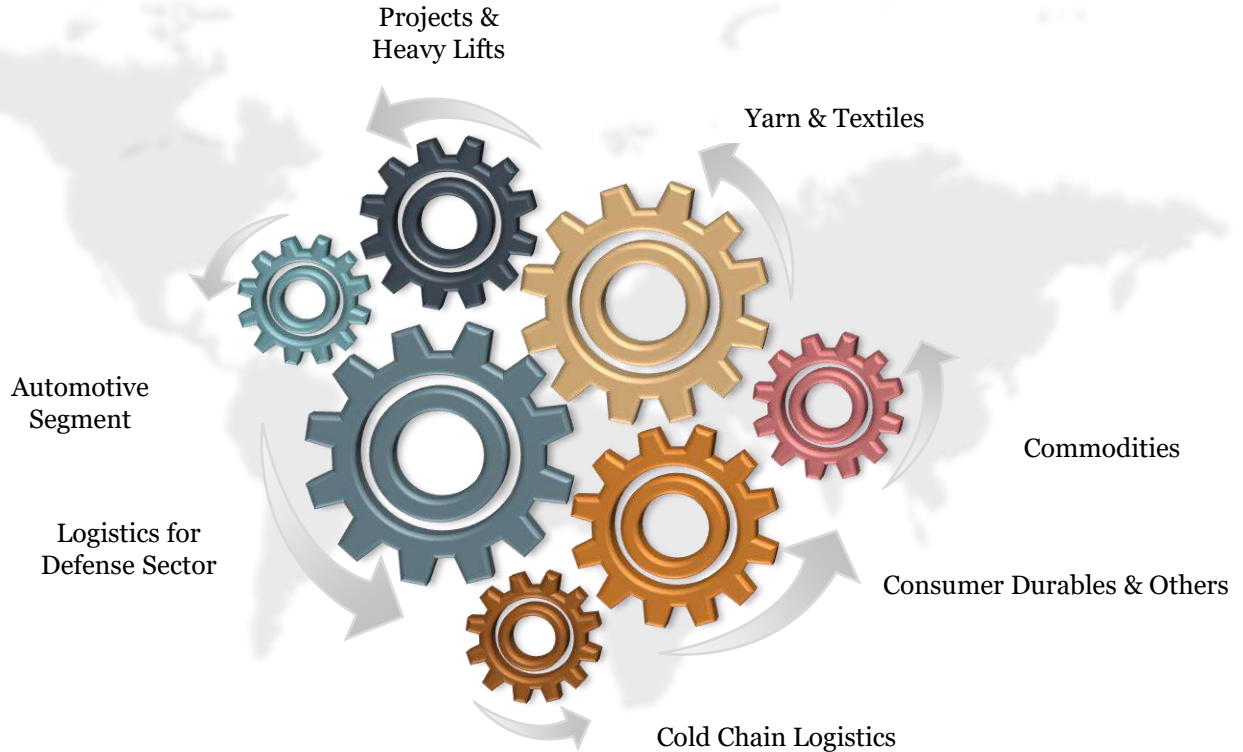




...servicing multiple clients...



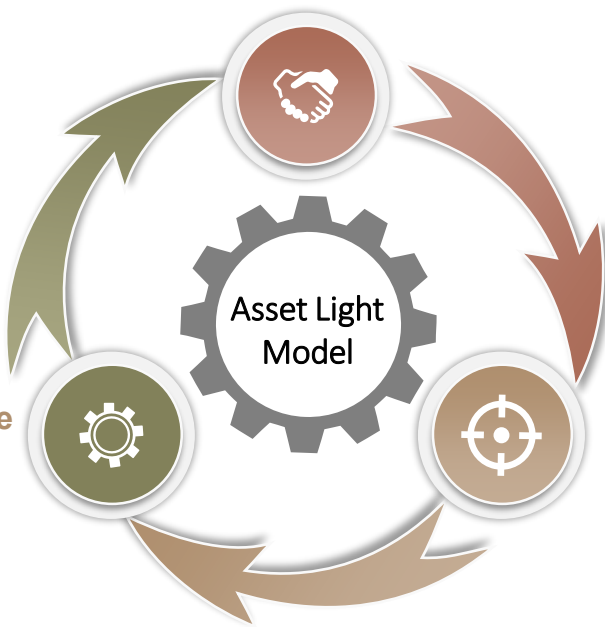
...across varied sectors...



...thus diversifying risk profile <sup>18</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

## ...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

## ...and helps Balance Sheet Management

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



# Future Strategy

## Leverage & Deepen Relationships

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

## Domestic Logistics & LCL

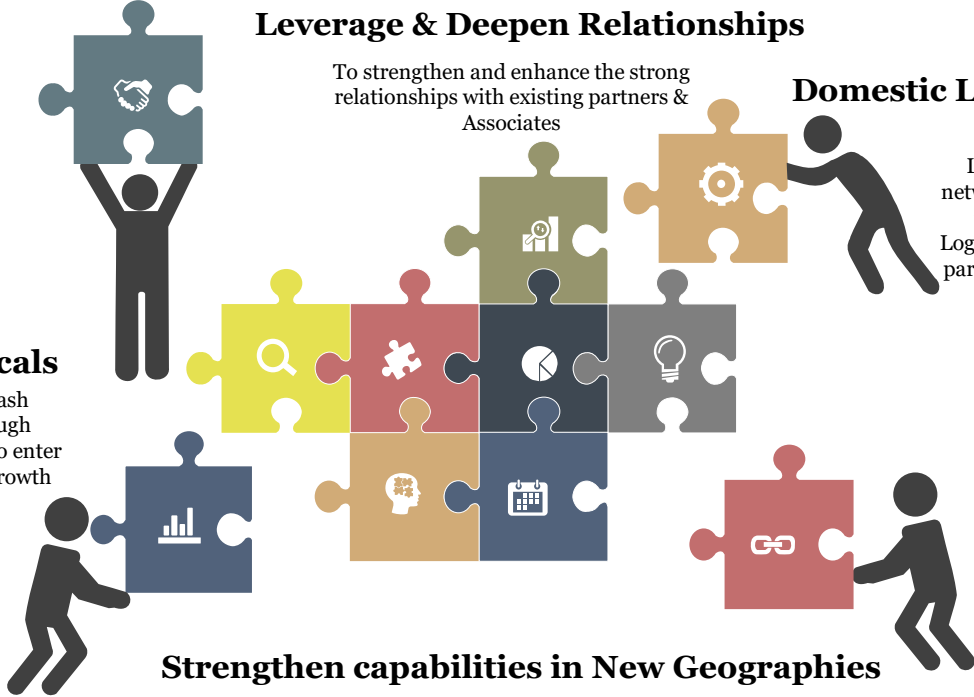
Leveraging existing network & infrastructure to enter Domestic Logistics segment and be part of the LCL Segment in India

## 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

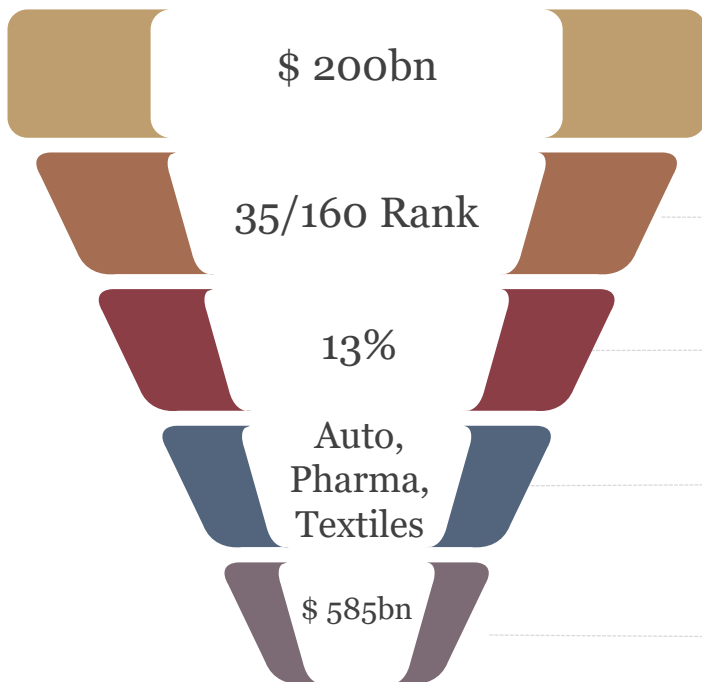




# Industry Snapshot



# 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



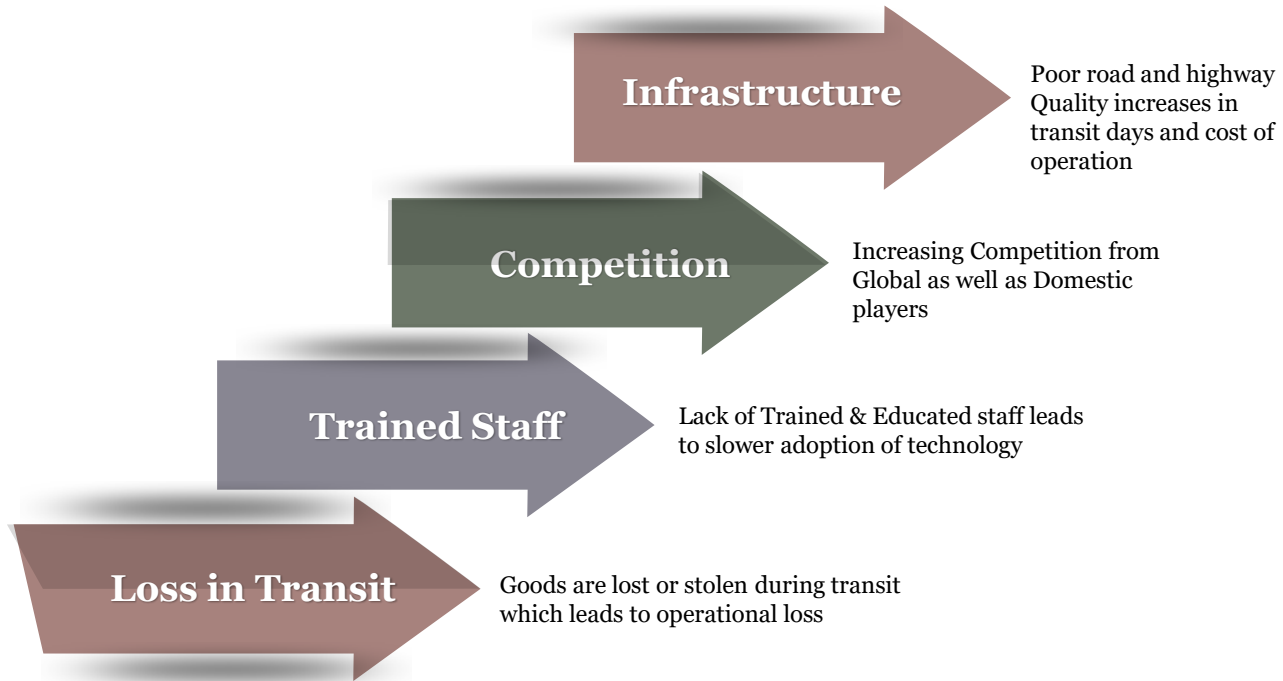
## Consumption Demand

- 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

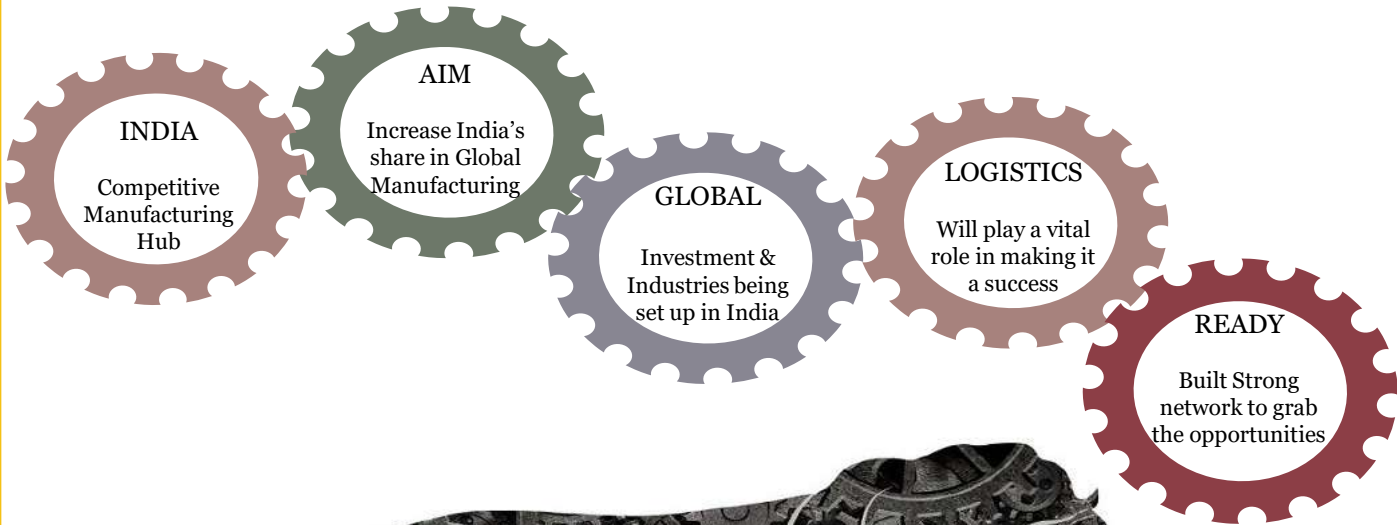
- Global demand of Made in India goods increasing
- Better Port Infrastructure to help EXIM propel further

# Challenges





# Make in India – Growth Opportunity



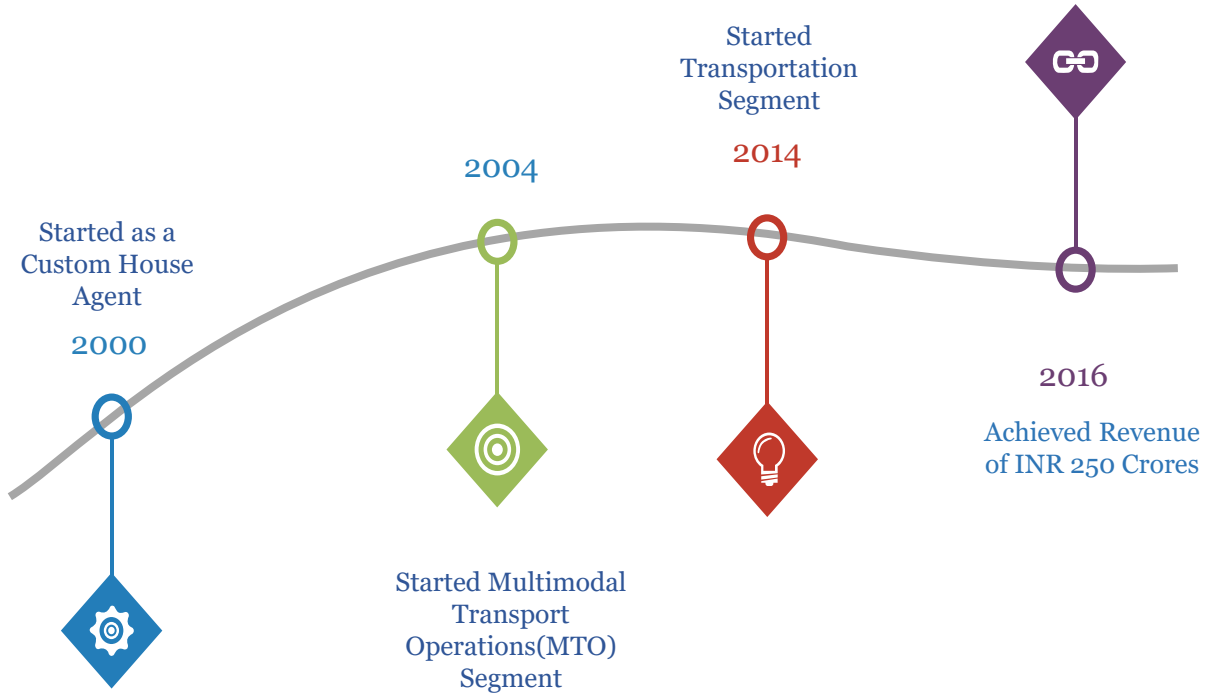


**The Journey so far...**





# 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





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