



TIGER LOGISTICS (INDIA) LTD

Investor Presentation

August 2018





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Financial & Operational Overview



Performance Snapshot Q1FY19

Q1FY19

Revenue
732 Mn
(+6% YoY)

EBITDA
38 Mn
(+17% YoY)

PAT
23 Mn
(+17% YoY)

FY18

Revenue
3,242 Mn

EBITDA
190 Mn

PAT
114 Mn

Revenue & Profitability impacted on account of GST transition



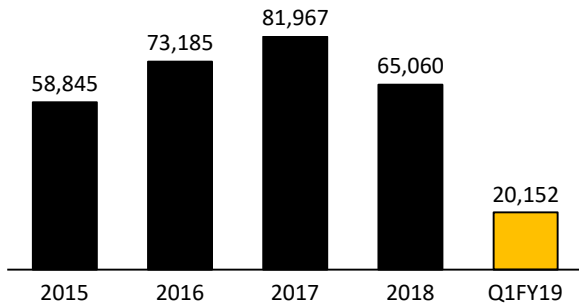
Q1FY19 Income Statement

Particulars (Rs. Millions)	Q1FY19	Q1FY18	YoY	FY18	FY17	YoY
Revenue	732	691	6.0%	3,242	2,983	8.7%
Operating Expenses	623	601		2,760	2,588	
Employee Expenses	56	41		209	148	
Other Expenses	16	16		84	79	
EBITDA	38	32	16.9%	190	168	13.1%
EBITDA Margin	5.16%	4.68%		5.85%	5.64%	
Other Income	4	1		6	2	
Depreciation	3	1.4		6	5	
EBIT	39	32	23.4%	190	165	15.2%
EBIT Margin	5.32%	4.57%		5.85%	5.53%	
Interest / Finance Cost	6	2		16	5	
PBT	33	30	9.8%	174	160	8.7%
Tax	10	10		61	56	
PAT	23	20	16.8%	114	103	10.7%

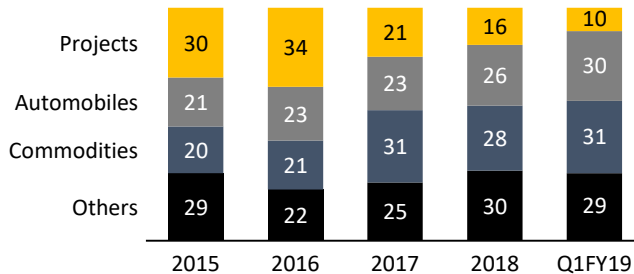


Operational Metrix

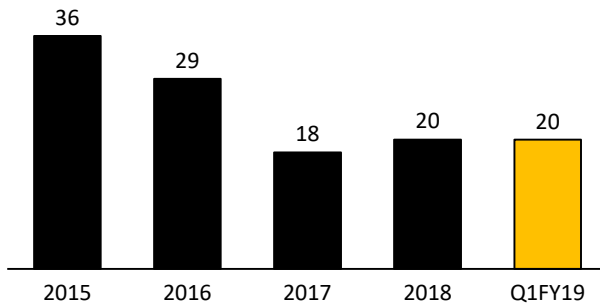
Twenty Feet Unit's (TEU's) Volume



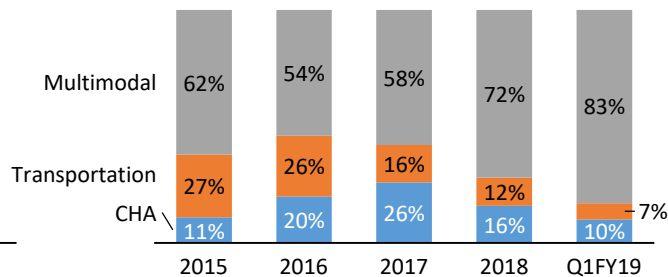
Industry wise Revenue Composition %



Top 5 Customers Contribution to Revenue %



Segment wise Revenue Composition %





Historical Income Statement

Particulars (Rs. Millions)	FY18	FY17	FY16	FY15
Revenue	3,242	2,983	2,534	2,458
Operating Expenses	2,760	2,588	2,237	2,227
Employee Expenses	209	148	108	80
Other Expenses	84	79	63	48
EBITDA	190	168	126	103
EBITDA Margin	5.85%	5.64%	4.98%	4.20%
Other Income	6	2	7	6
Depreciation	6	5	7	10
EBIT	190	165	125	99
EBIT Margin	5.85%	5.53%	4.94%	4.04%
Interest / Finance Cost	16	5	3	1
Exceptional Item (Gain) / Loss	-	-	-	(13)
PBT	174	160	122	84
Tax	61	56	49	27
PAT	114	103	73	58
PAT Margin	3.50%	3.46%	2.88%	2.35%

Balance Sheet

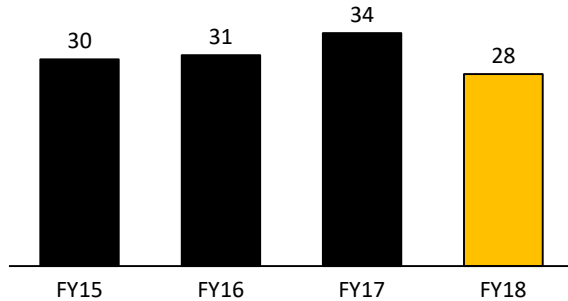


Particulars (Rs Crores)	FY18	FY17	Particulars (Rs Crores)	FY18	FY17
ASSETS			EQUITY AND LIABILITIES		
Non-current assets			Equity		
Property, plant and equipment	3	3	Equity Share capital	11	11
Capital work-in-progress	8	2	Other equity	48	37
Other intangible assets	0	0	Total Shareholders' funds	59	47
Financial assets			Non-current liabilities		
Investments	0	0	Financial liabilities		
Trade receivables	5	7	Borrowings	0	0
Loans	1	1	Trade payables	3	7
Fixed Deposit	0	1	Provisions for employee benefits	2	1
Deferred tax asset (net)	1	1	Total Non-current liabilities	5	8
Total Non-Current Assets	17	13	Current liabilities		
Current assets			Financial liabilities		
Inventories	0	0	Borrowings	25	6
Financial assets			Trade payables	18	20
Trade receivables	93	76	Other financial liabilities	1	8
Cash and cash equivalents	2	1	Other current liabilities	5	2
Bank balances	0	3	Income tax liabilities	2	2
Other financial assets	2	1	Total Current liabilities	51	38
Other current assets	0	0	TOTAL - EQUITY AND LIABILITIES	114	94
Total current asset	97	81			
TOTAL - ASSETS	114	94			

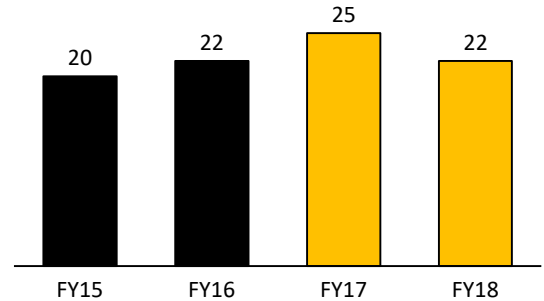


Performance Measurement

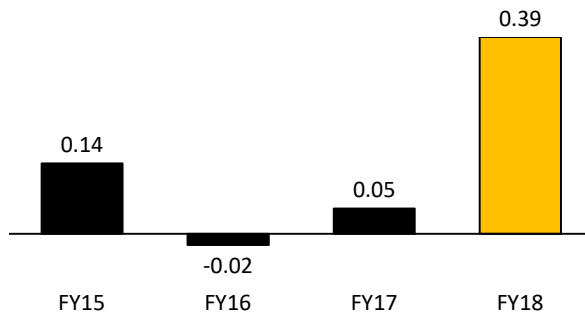
Return on Capital Employed %



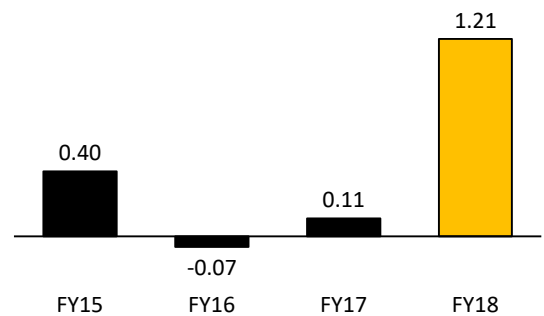
Return on Equity %



Net Debt to Equity Ratio



Net Debt to EBITDA Ratio

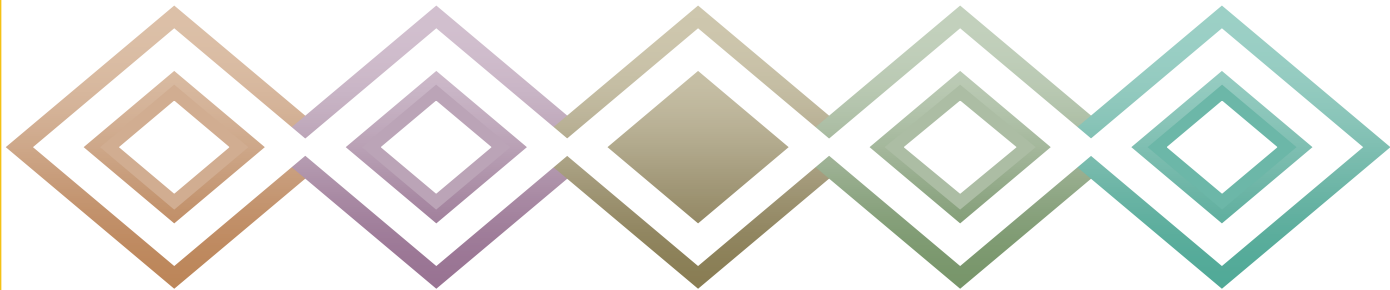




Company Overview



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

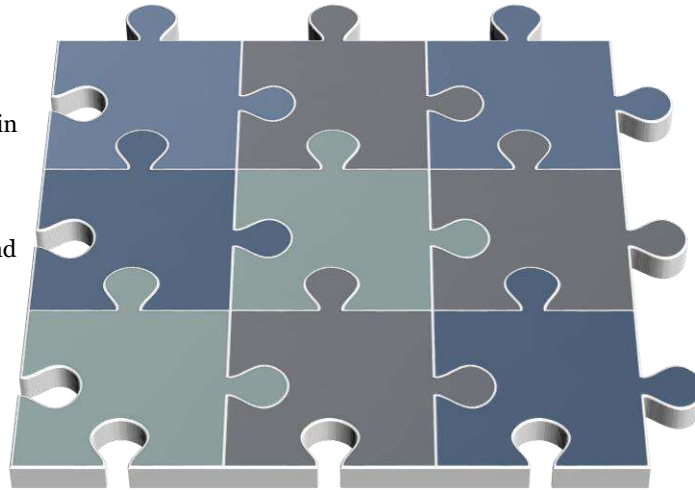
Our strong on ground force constantly thrives for efficiency in execution

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

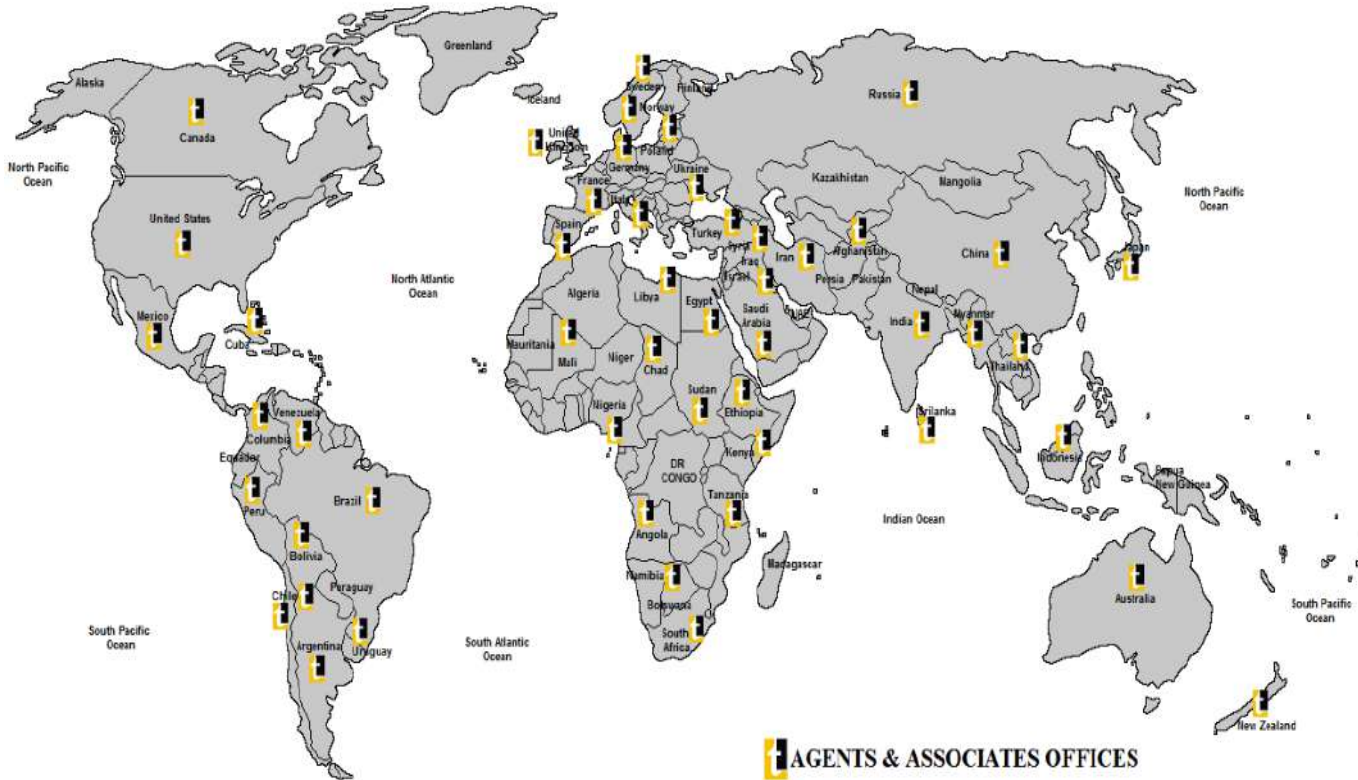
Strong IT backup

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

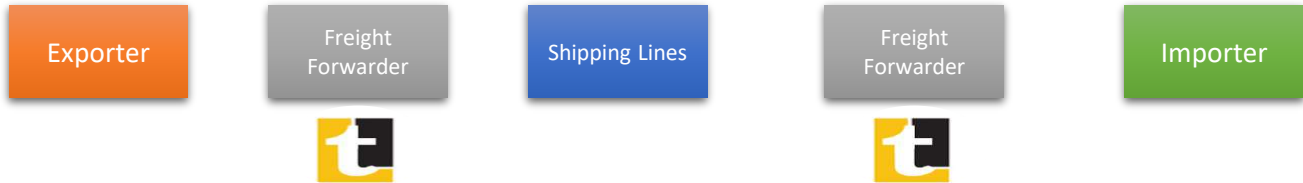
...with a Global Presence



Leading FCL Player in India

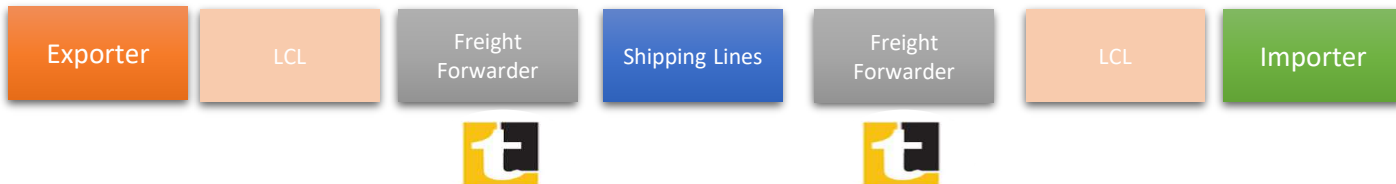


When Exporter has Full Container Load



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

When Exporter has Less than Container Load

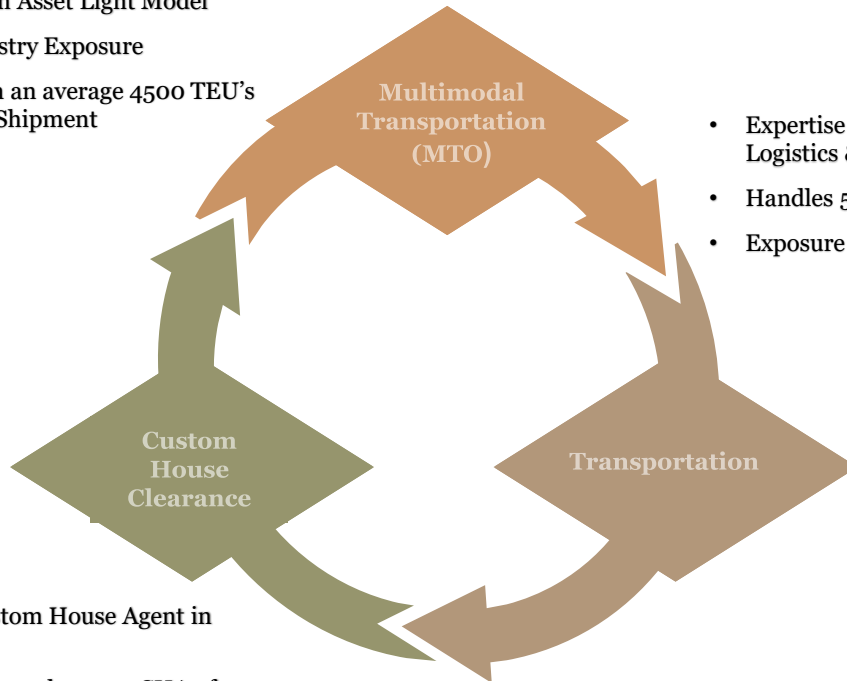


- Our Strong Network of LCL's provide us continuous business opportunities thus strengthening our position as a leading FCL player in India



Multi Segment Experience...

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



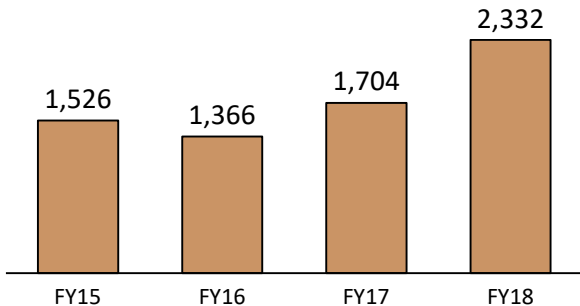
- Expertise in handling Project Logistics & Food Commodities
- Handles 500+ shipments per month
- Exposure to Varied products

- 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

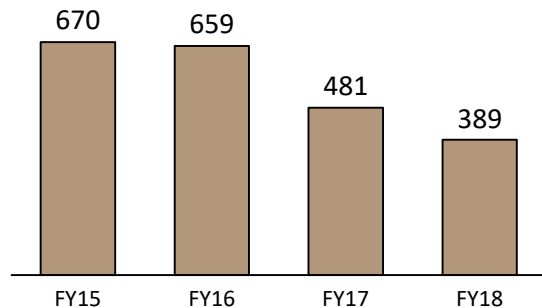


...with growing prospects in all segments...

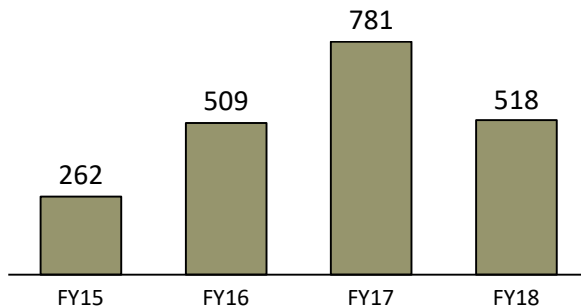
Multimodal Transport [Rs. mn]



Transportation [Rs. mn]



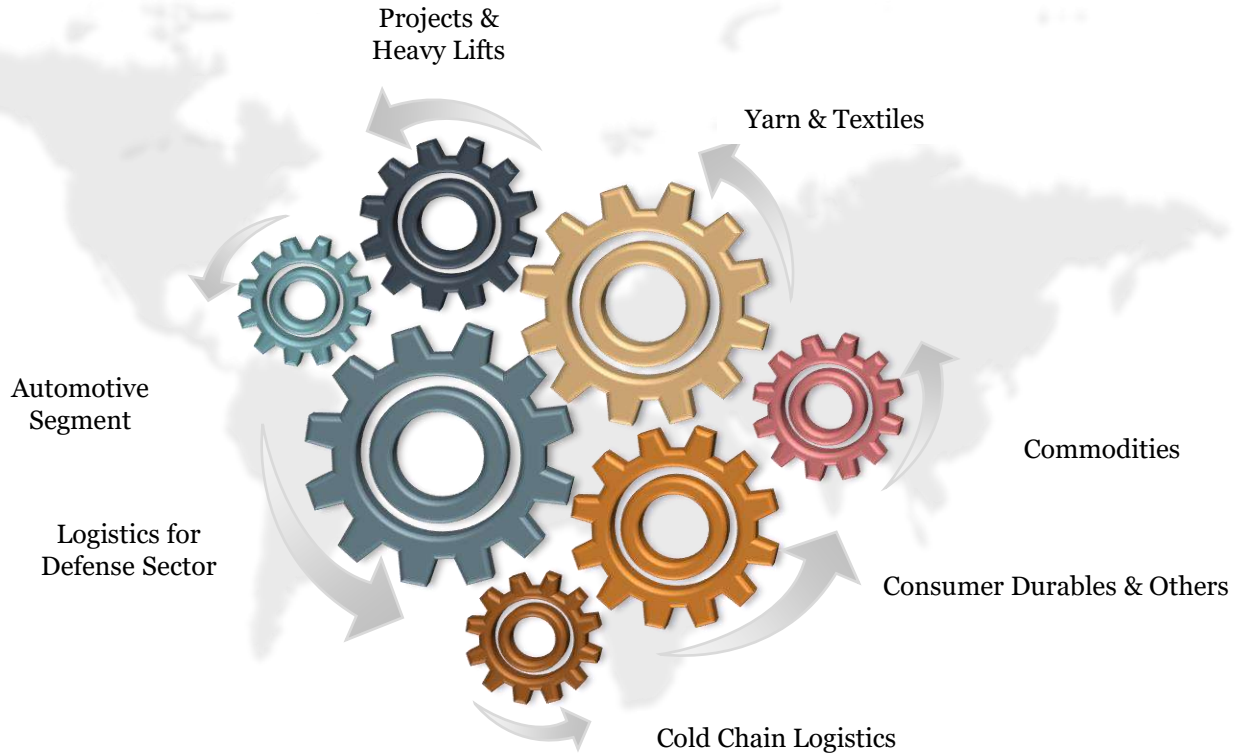
CHA [Rs. Mn]



...servicing multiple clients...



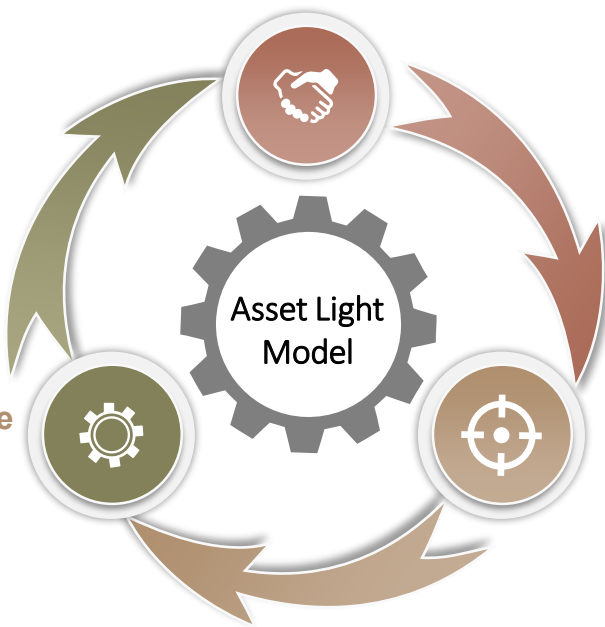
...across varied sectors...



...thus diversifying risk profile ¹⁸



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

Exclusive Agreement...



- The Company has signed an exclusive agreement with USA based M/s Compass Forwarding Co. Inc. (Compass) and its subsidiary M/s Falcon Maritime & Aviation Co. Inc. (Falcon) Both these companies have decades of experience in the International Logistics sector
- As per the agreement, Tiger Logistics India Ltd along with Compass and Falcon agrees to service the markets of USA, Kingdom of Saudi Arabia and India on Exclusive basis.
- The agreement also provides for mutual support to each other on non-exclusive basis for Brazil India tradeline.
- This will help to generate robust order-book in the coming quarters and opens doors for Tiger Logistics to be a significant player especially in Indian Imports and Indo-US tradeline which is at a nascent stage currently

About Compass Forwarding Co. Inc.:

Compass is over 50 years old and has been at the forefront of innovation in the transportation logistics industry. They have extensive experience in industries including aviation, compressed gas, chemicals, textiles, government services, pharmaceuticals, food service and retail sectors.

About Falcon Maritime and Aviation:

Falcon Maritime and Aviation has years of experience and expertise to transport high volumes of cargo worldwide efficiently and safely. The company is an industry leader in international transportation viz; Vessel chartering, Break Bulk, AMS and Air Services and maintains a global partnership network that covers over 90 countries.



Future Strategy

Leverage & Deepen Relationships

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

Domestic Logistics & LCL

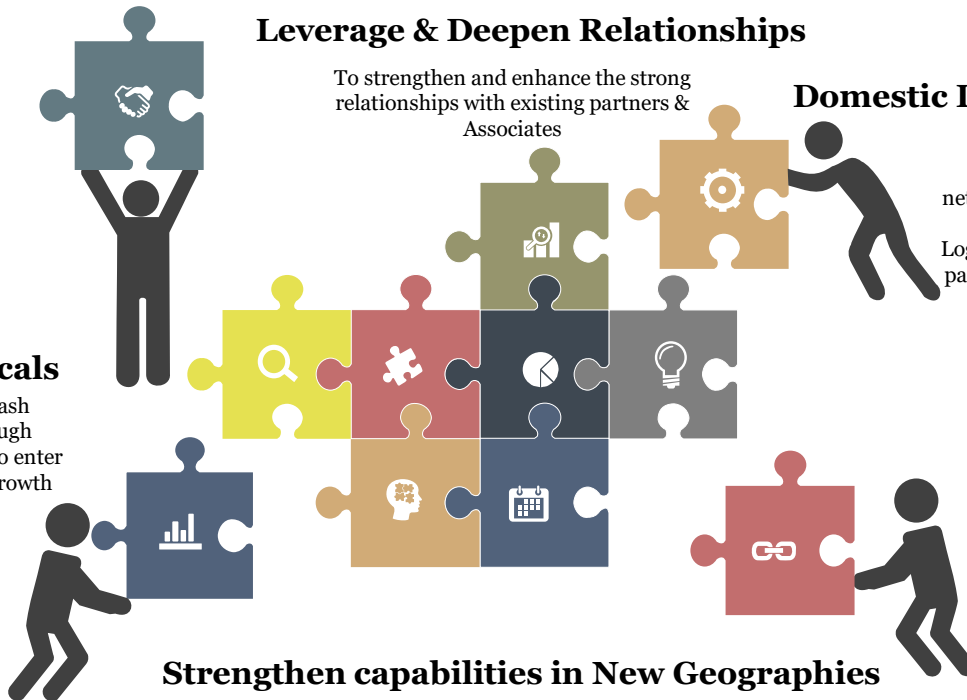
Leveraging existing network & infrastructure to enter Domestic Logistics segment and be part of the LCL Segment in India

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

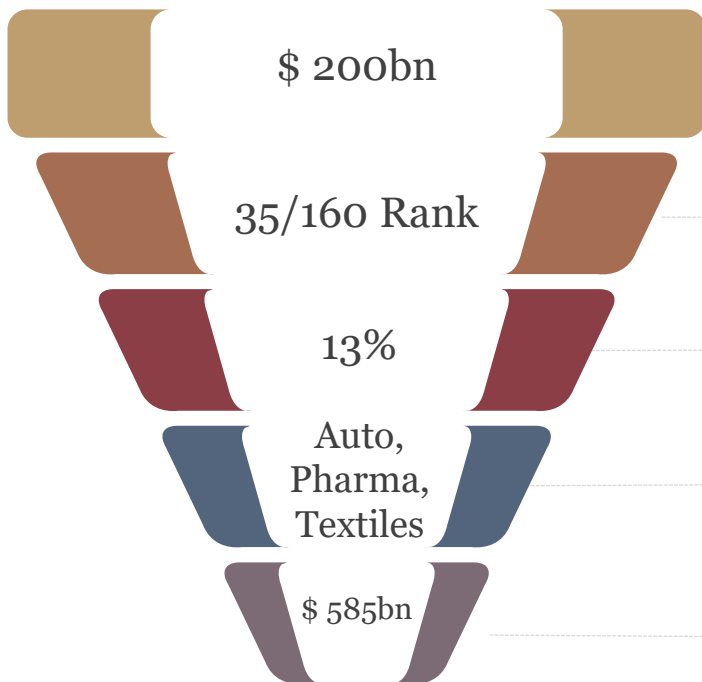




Industry Snapshot



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



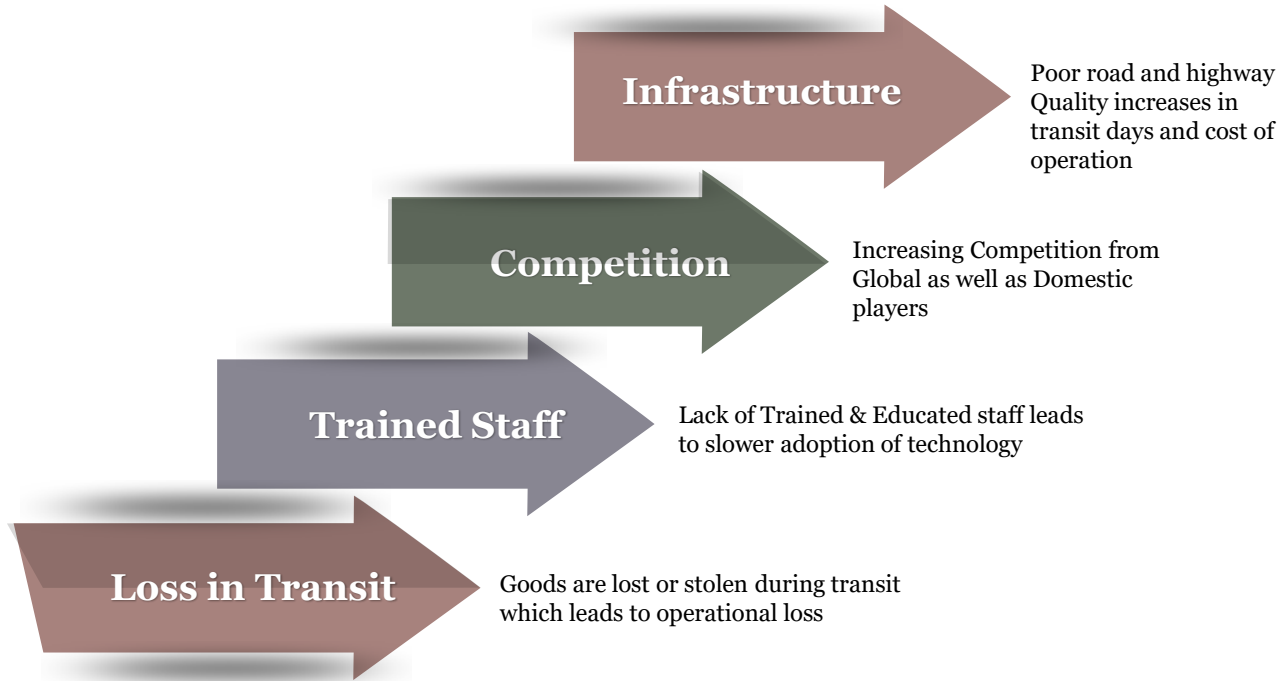
Consumption Demand

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

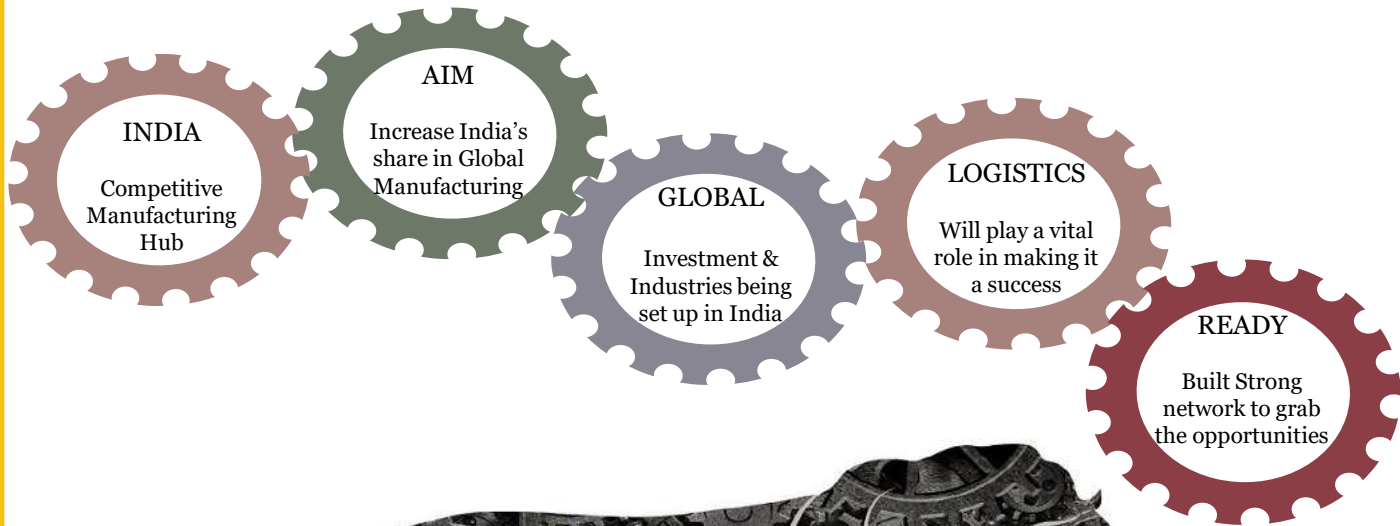
EXIM Demand

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

Challenges



Make in India – Growth Opportunity



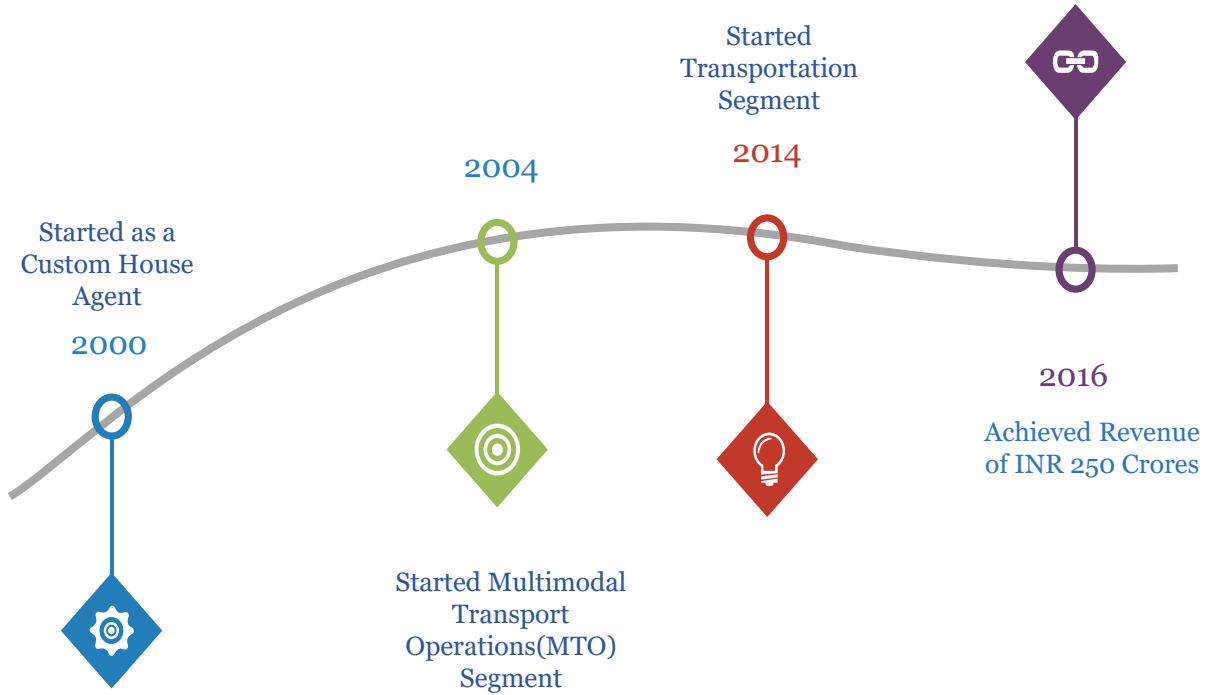




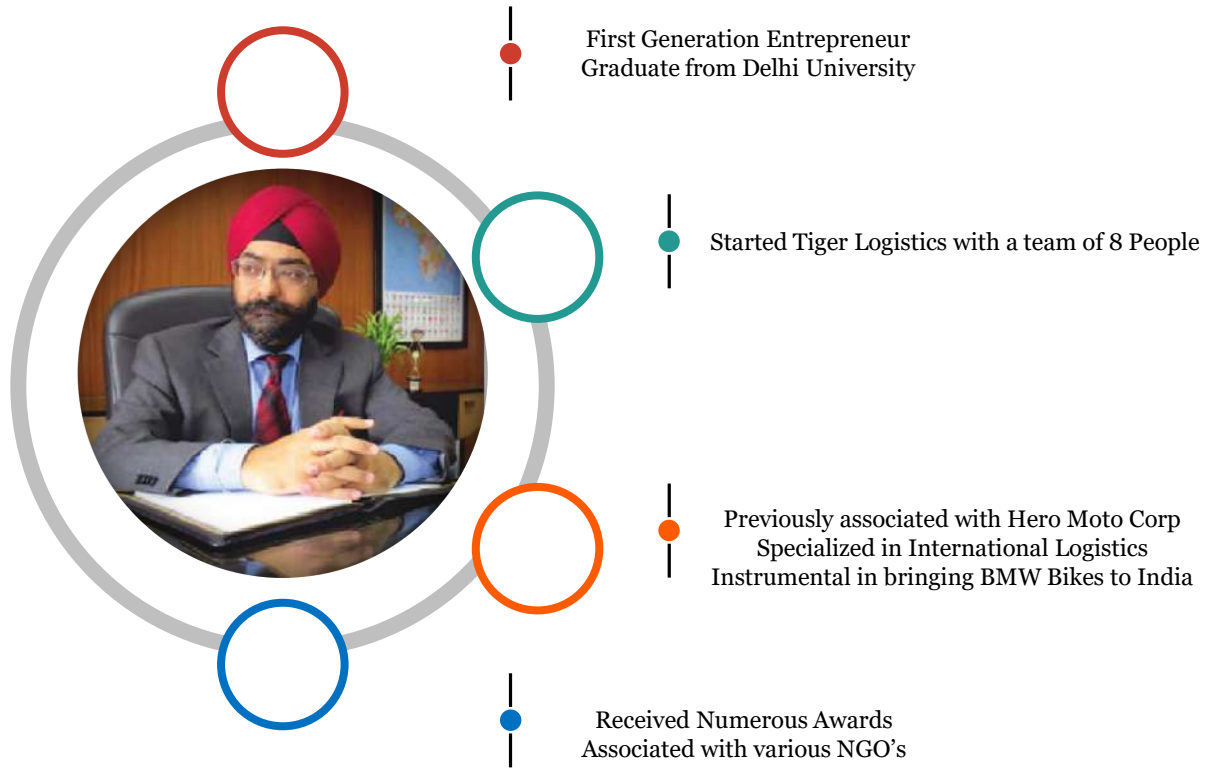
The Journey so far...



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

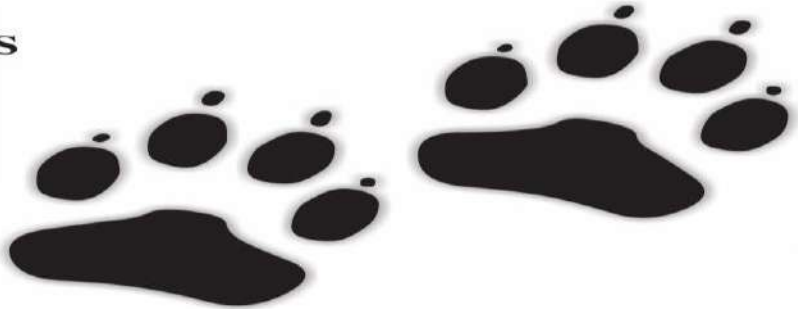


60 Dornier Aircraft Ported to Ruag, Germany



300 TEU's Bio Power Plant Project Ported to Laem Chabang, Thailand





For further information, please contact:

Company :

Investor Relations Advisors :

Tiger Logistics(India) Limited.

CIN - L74899DL2000PLC105817

Mr. Vishal Gupta, Compliance Officer

csvishal@tigerlogistics.in

<http://www.tigerlogistics.in/>

Strategic Growth Advisors Pvt. Ltd.

CIN - U74140MH2010PTC204285

Mr. Shogun Jain / Ms. Ami Parekh

shogun.jain@sgapl.net / ami.parekh@sgapl.net

+91 7738377756 / +91 8082466052

www.sgapl.net
