

TIGER LOGISTICS (INDIA) LTD



Q3 FY-23 Investor Presentation



December 2022



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Q3 & 9M, FY-23 Financial Performance



TIGER LOGISTICS (INDIA) LTD

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Q3 FY-23

Revenue
8,282.86 Lakhs

EBITDA
1,123.61 Lakhs

PAT
835.39 Lakhs

Q2 FY-22

Revenue
19,190.85 Lakhs

EBITDA
1,184.18 Lakhs

PAT
988.84 Lakhs

Profitability Continue To Improve in Q3FY-23



Q3 FY-23 Vs Q2 FY-23

Gross Profit Margin
16.08% vs 8.43%
(Up +765 bps)

EBITDA Margin
13.53% vs 6.17%
(Up +736 bps)

PAT Margin
10.09% vs 5.15%
(Up +494 bps)

TEU'S
Up 20%

Air Export/Import
Up 32%

9MFY-23 Vs 9M FY-22

Gross Profit Margin
10.38% vs 8.76%
(Up +162 bps)

EBITDA Margin
7.65% vs 5.93%
(Up + 172 bps)

PAT Margin
5.41% vs 5.10%
(Up +31 bps)

During Covid-19 on account of global shutdown and uncertainty freight rates peaked, therefore FY22 is an exceptional year. In FY23 we started to see freight rates normalizing which has impacted the sector in top line. In Q3FY23 our revenue has impacted on account of same but your company has managed to improve significantly on profitability like Gross Profit margin, EBITDA margin and PAT margins QoQ and YoY.



Commenting on the results, **Mr. Harpreet Singh Malhotra, CMD** said, *“In the Current scenario, we can increase container volumes which shows our internal strength to deal with competition. During the quarter our company managed to handle a few government projects well and going ahead we aim to strengthen its position by handling more logistics for the government with a target to handle sizable business. Selection of our tender by a such government organization is an outcome of continuous hard work. We are very bullish on handling more such Government projects in the next financial year. This will enable us for predictable growth, branding, and an assured payment Cycle”*

Q3 & 9M FY23 - Income Statement

₹ in Lakhs



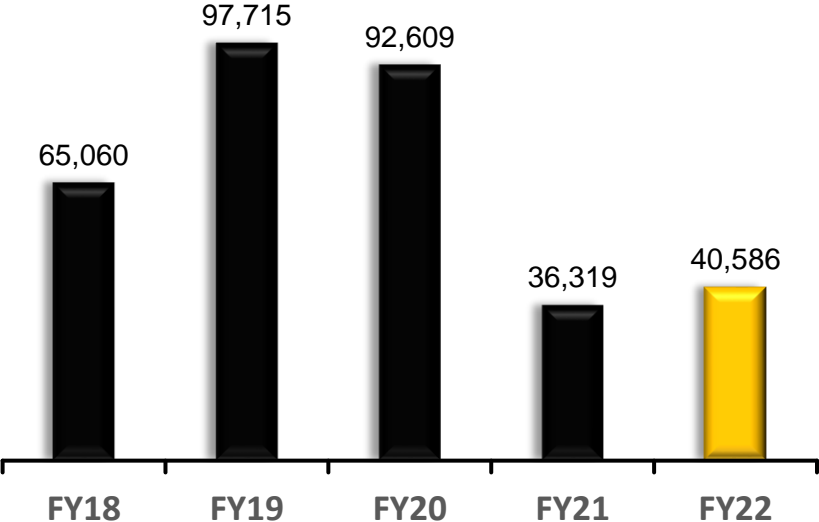
Parameters	Q3FY23	Q2FY22	9MFY23	9MFY22
Total Revenue	8,283	18,224	37,231	44,446
Operating Expenses	6,951	16,690	33,380	40,551
Employee Expenses	329	278	876	796
Other Expenses	119	264	532	601
EBITDA	1,124	1,043	2,847	2,636
EBITDA Margin	13.6%	5.7%	7.7%	5.9%
Other Income	240	87	404	138
Depreciation	19	19	58	60
EBT*	1,111	982	2,674	2472
EBT Margin	13.4%	5.4%	7.2%	5.5%
Interest / Finance Cost	1.3	41	54	104
PBT*	1,111	982	2,674	2472
Tax	276	227	660	205
PAT*	835	755	2,013	2270
PAT Margin	10.1%	4.1%	5.4%	5.1%

*Note: EBT & PBT is inclusive of Comprehensive Income.

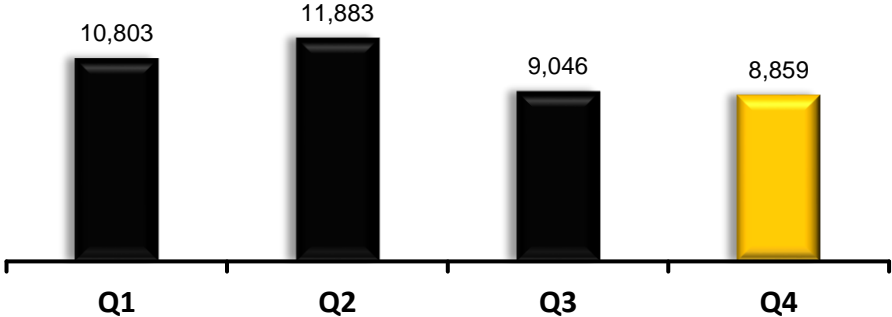
Operational Matrix



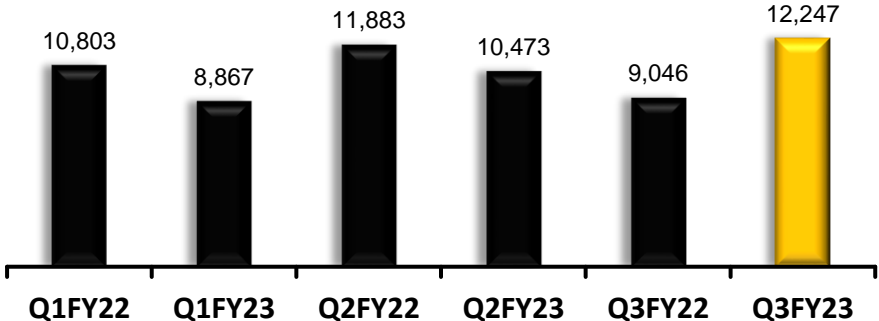
TWENTY FEET UNIT'S (TEU'S) VOLUME



FY22



QoQ COMPARISION



Note: Your Management is expecting 10% growth in the number of TEU'S for the current FY23.



Company Overview



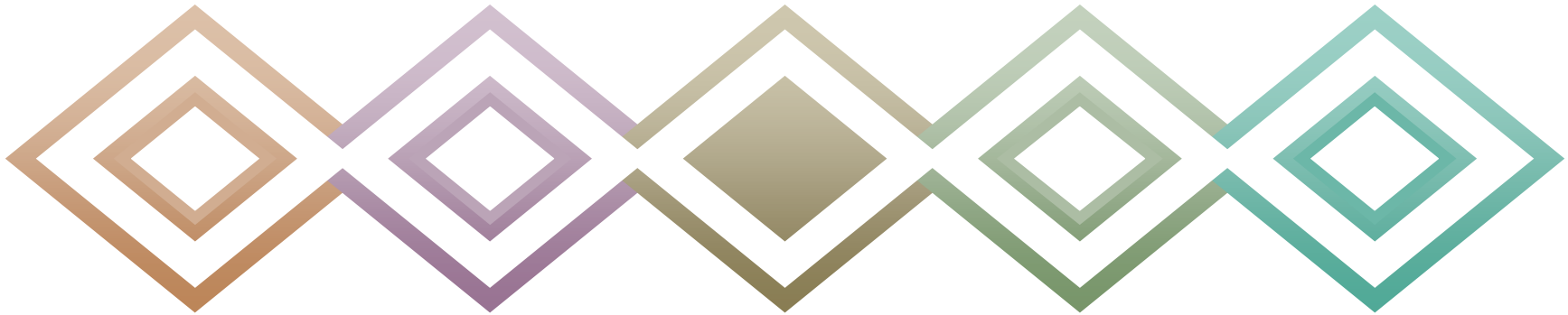
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Tiger Logistics (India) Limited

Multi-vertical Global Logistics Solution Provider



Established In 2000

Started in 2000 with the vision to become a **one-stop solution** for international logistics

Multi Vertical

One of the few logistics companies with experience of **dealing with multiple industries**

Solution Provider

Carve out **tailored solutions** based on customer's needs and manage their end-to-end logistics requirement

Beliefs & Principles

Provide **Cost Effective, error-free, efficient, and timely services** to clients

Partnership Oriented

Adopted an **asset-light model through partnerships** with leading carriers

Capitalizing on our Strengths...



Strong Execution

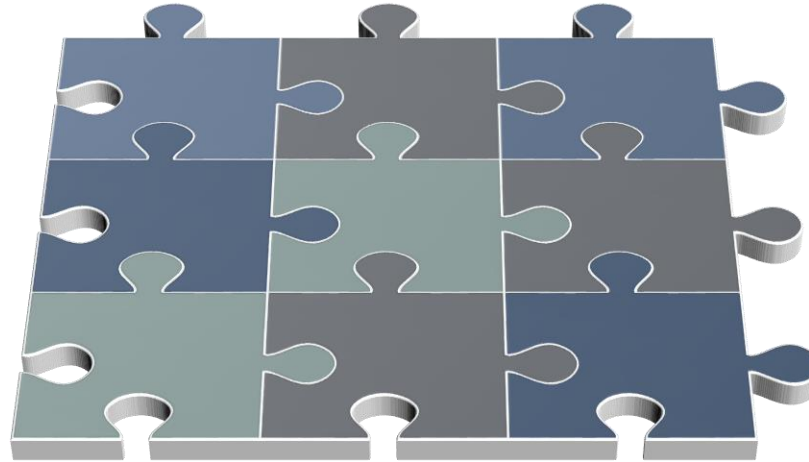
Our strong on ground force constantly thrives for efficiency in execution

PAN India Presence

Our robust 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

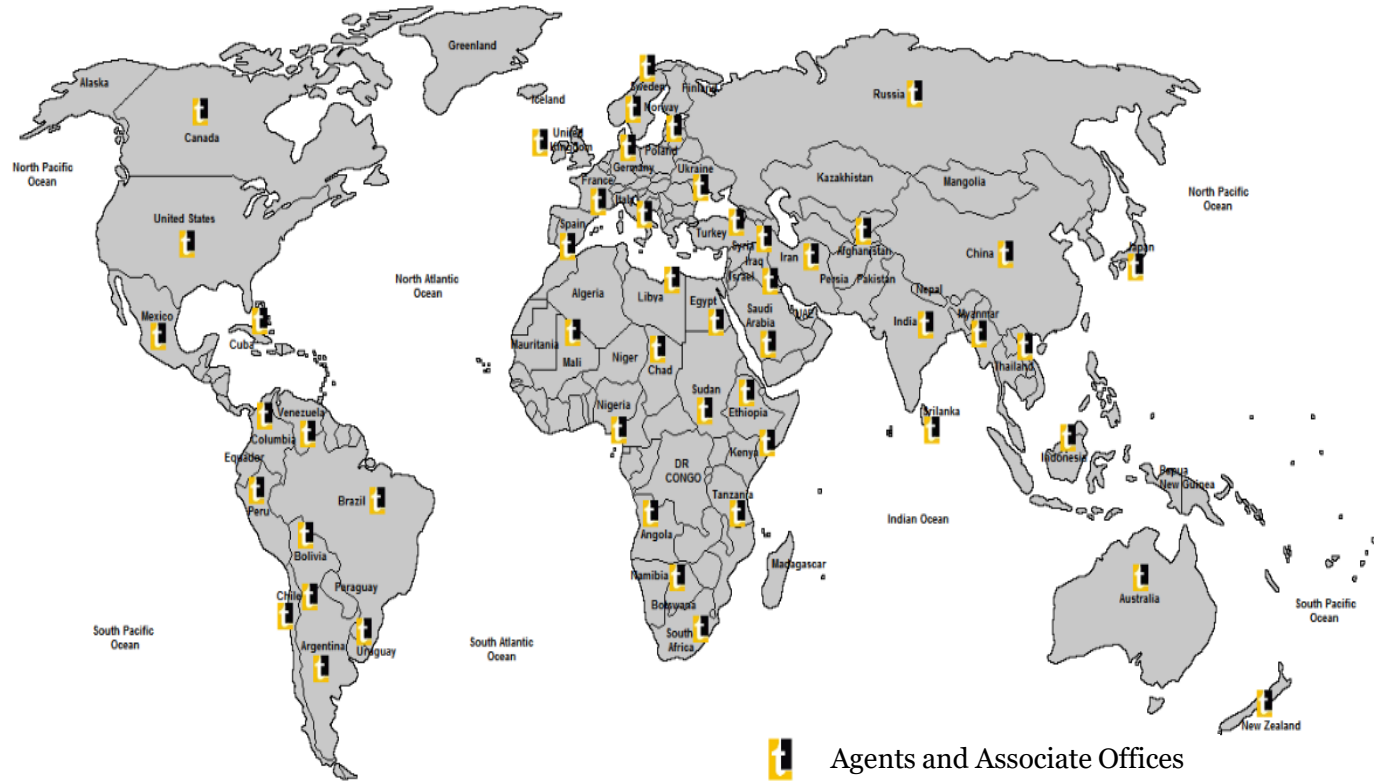
One Stop Solution

Having a large gamut of services makes us a complete logistic solution provider

Pan India Presence ...



... with a Global Presence



Agents and Associate Offices

Leading FCL Player in India

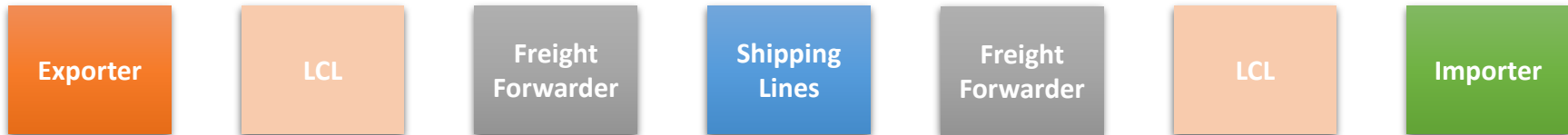


When Exporter has Full Container Load



- **Our associations with multiple shipping line corporates help us source Full Container Loads**

When Exporter has Less than Container Load



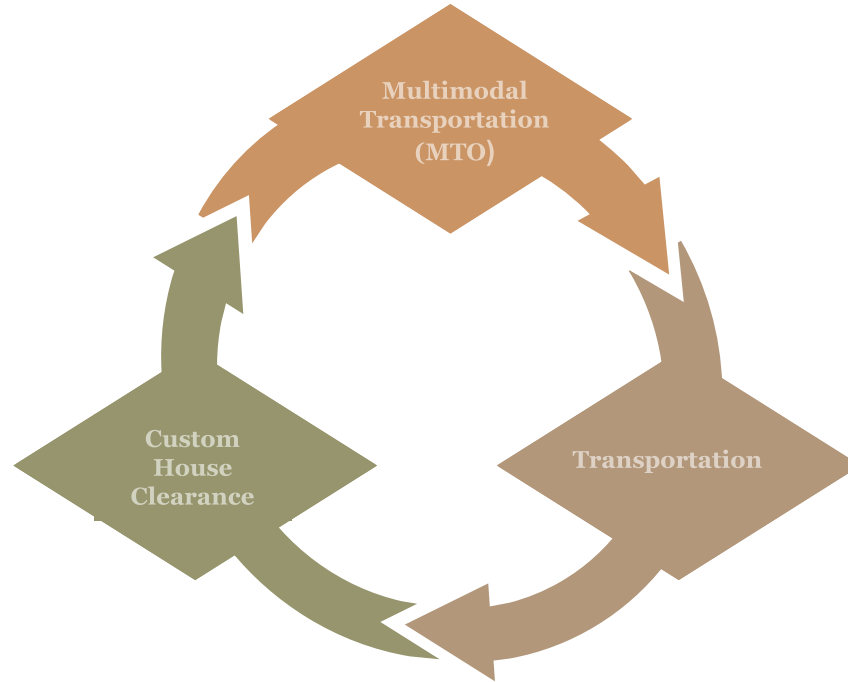
- **Our strong network of consolidators provide us continuous business opportunities thus strengthening our position as a leading FCL player in India**

Multi Segment Experience ...



- ◆ Operate on Asset Light Model
- ◆ Have a multi-industry exposure
- ◆ Handle an average of 4500 TEUs per month

- ◆ 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 & ICDs of India

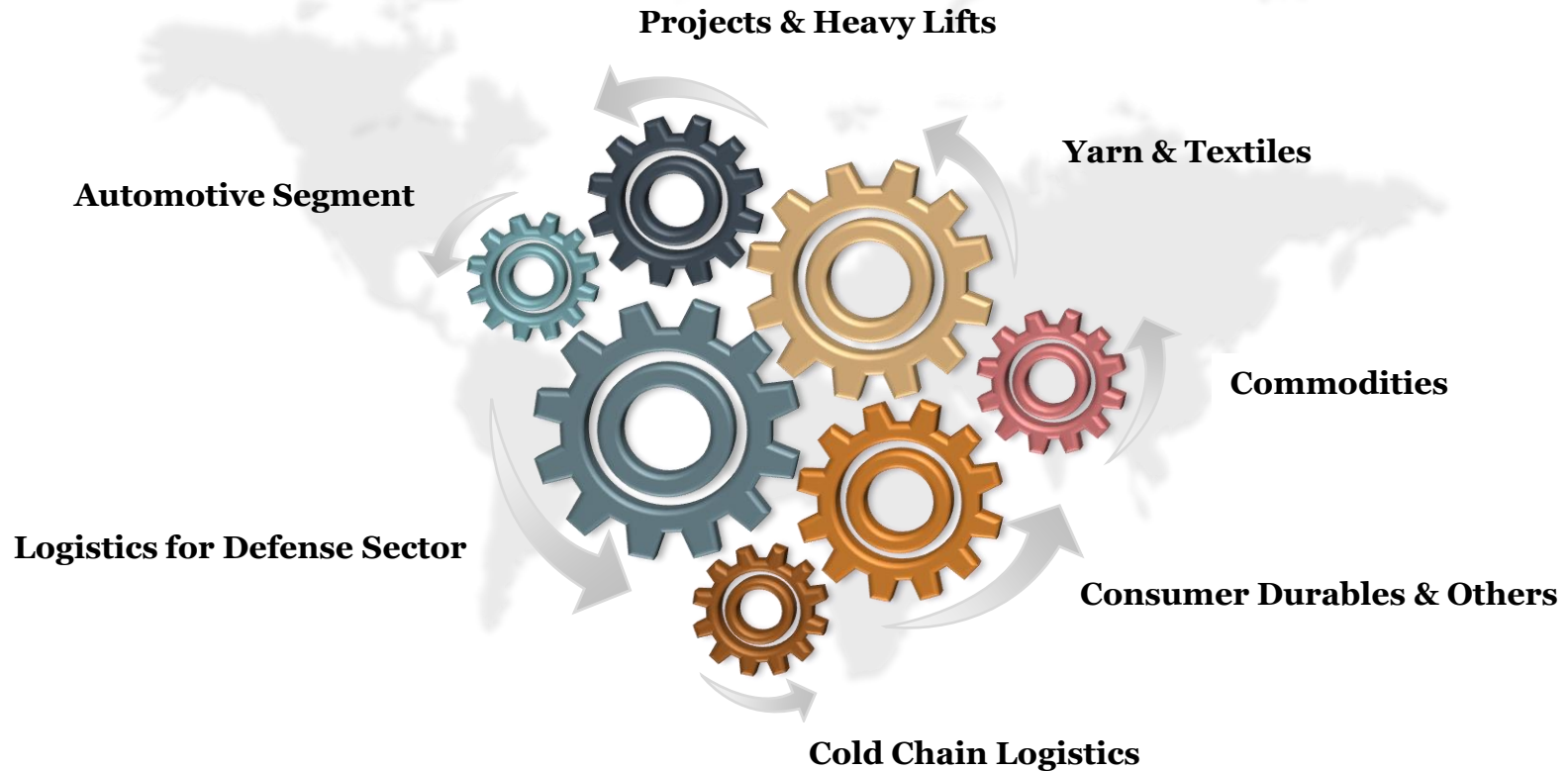


- ◆ Expertise in handling Project Logistics & Food Commodities
- ◆ Exposure to varied products

... servicing multiple clients ...



... across varied sectors



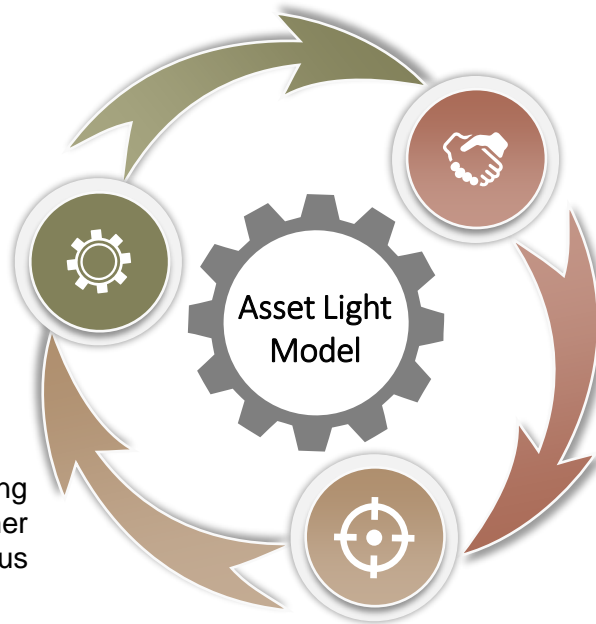
...thus, diversifying risk profile

Asset Light Model – Our USP



... helps Balance Sheet Management

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



Partnership Based Approach

...
Leverage on the strengths and fleets of partners without reorienting the wheel to create a 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



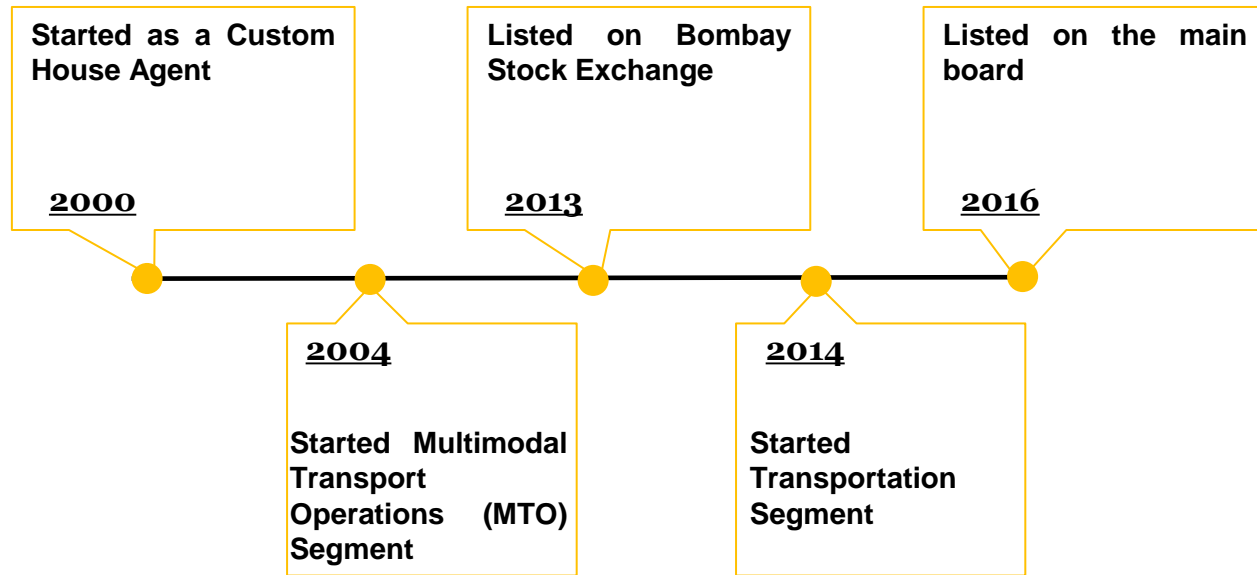
The Journey
So Far ...



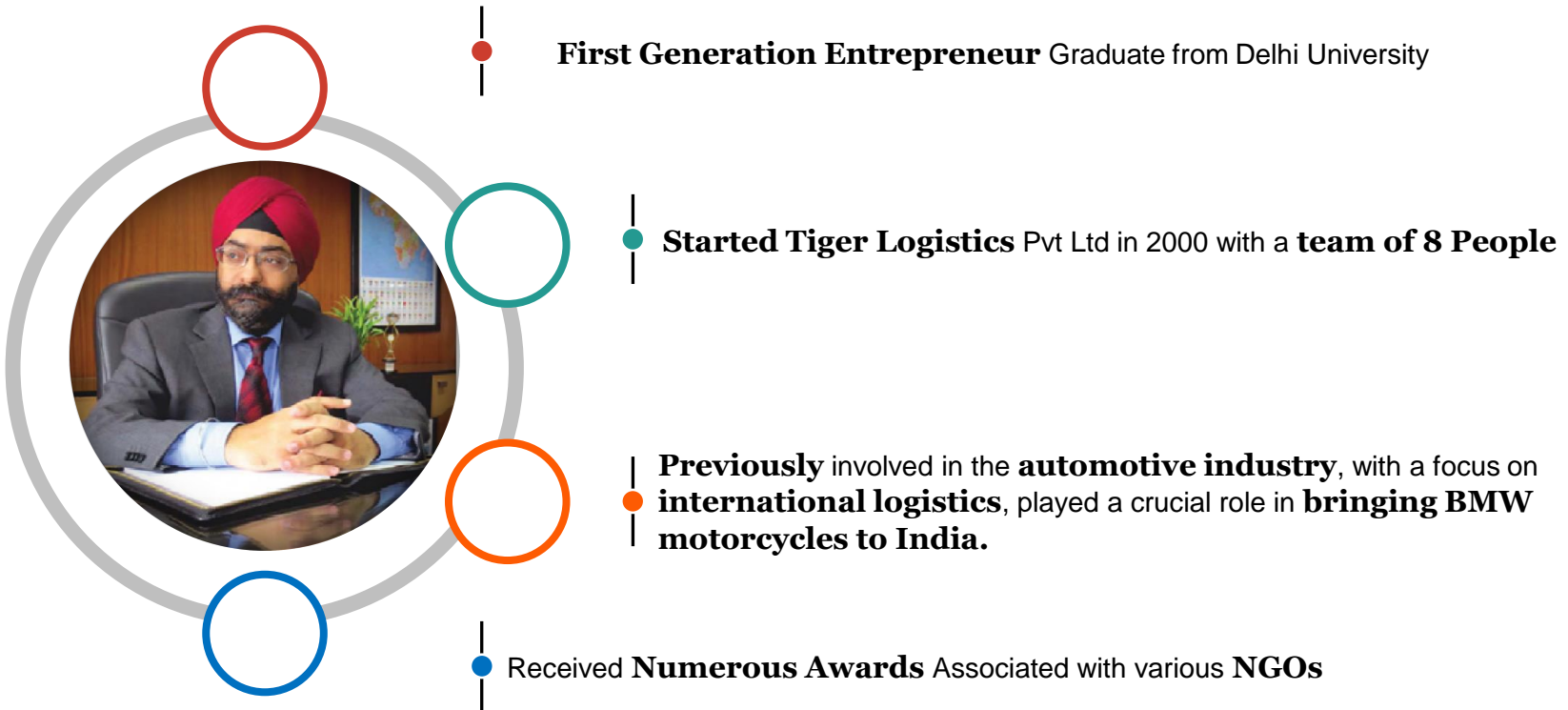
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Milestones



Strong Promoter Prowess



Recognition & Awards



Recipient of

**“India’s Greatest Brands
& Leaders 2015-16 –
PRIDE OF THE NATION”
(Logistics sector)**

- PWC India, and chosen by
Consumers & Industry



Awarded

**“World’s Greatest Brand
& Leader of Asia & GCC in
Logistics sector”**

- PWC India



Awarded

**“Most Diversified
Logistics Company of the
Year”**

- At Northern India Multimodal
Logistics Awards PWC India

Accreditations & Affiliations





Financial & Operational Overview



TIGER LOGISTICS (INDIA) LTD

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Historical Income Statement



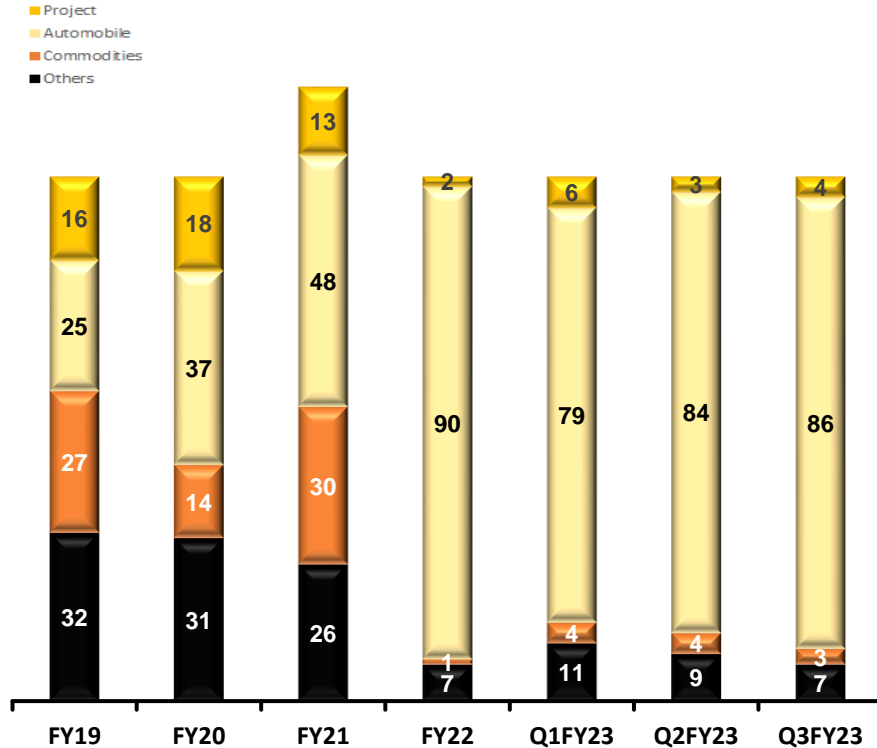
₹ in Lakhs

Parameters	FY21	FY22
Revenue	16,787	61,511
Operating Expenses	15,471	55,980
Employee Expenses	974	1,029
Other Expenses	1,332	785
EBITDA	(851)	3,925
EBITDA Margin	-	6.4%
Other Income	138	210
Depreciation	89	80
EBT	(1,212)	3,738
EBT Margin	-	6.1%
Interest / Finance Cost	171	107
Exceptional Item Gain / Loss	101	
PBT	(1,212)	3,738
Tax	30	353
PAT	(1,073)	3,353
PAT Margin	-	5.5%

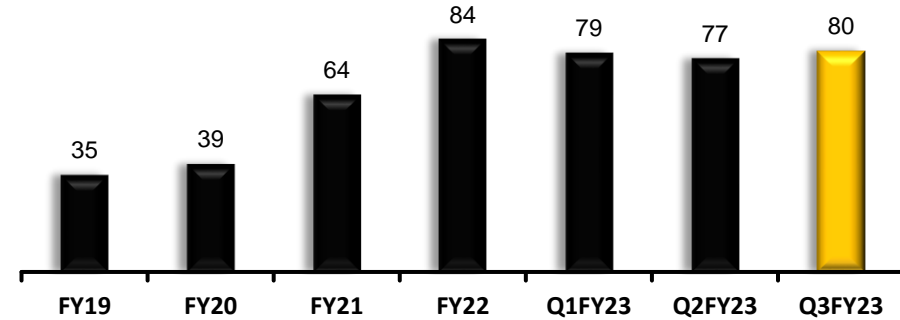
Operational Matrix



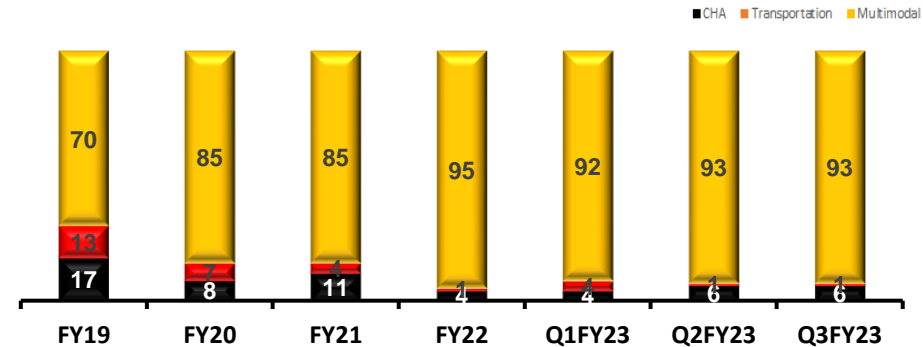
INDUSTRY WISE REVENUE COMPOSITION (%)



TOP 5 CUSTOMER CONTRIBUTION TO REVENUE (%)



SEGMENT WISE REVENUE COMPOSITION (%)



Borrowings and Fixed Assets



Borrowings during the financial year from 2018-19 to 2021-22 (₹ in Crores)

Borrowings (Fund-based) as on 31st March 2022

Financial Year	SBI	IDBI	Kotak
FY19	16.00	8.00	14.00
FY20	16.00	8.00	14.00
FY21	16.00	5.00	-
FY22*	16.00*	5.00*	10.00*-

Fixed Assets Details during the financial year from 2018-19 to 2021-22 (₹ in Crores)

Financial Year	Net Block
FY19	10.50
FY20	9.64
FY21	8.62
FY22	7.85

Note*: As on 31st March 2022, Tiger Logistics is not utilizing any Cash Credit limit. Kotak has disbursed 4Cr out of 10 Cr.



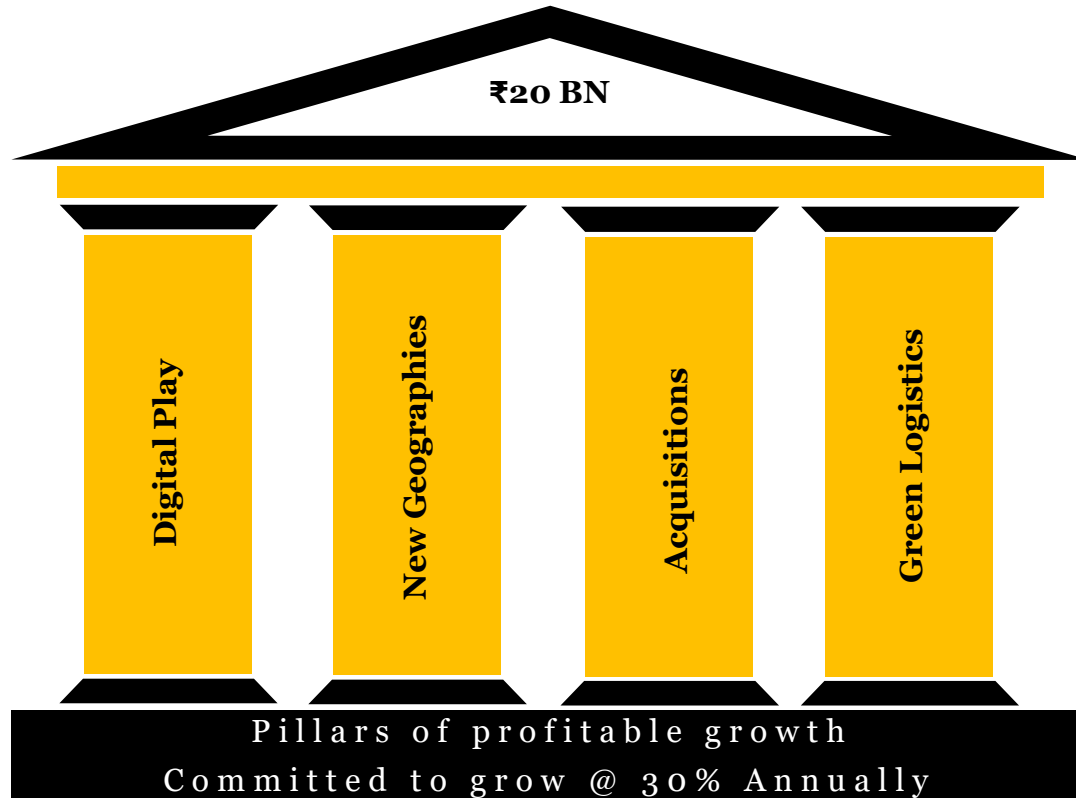
Vision 2027



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Vision: ₹20 Bn Company in the FY27



Future Growth Engines



New Geographies

Enhance the current network of agents & partners in new geographies to further increase global competitiveness and capability to serve the customer.

How?

Open Sales offices in Bangladesh, South America and the US, solely involved in breaking into businesses.

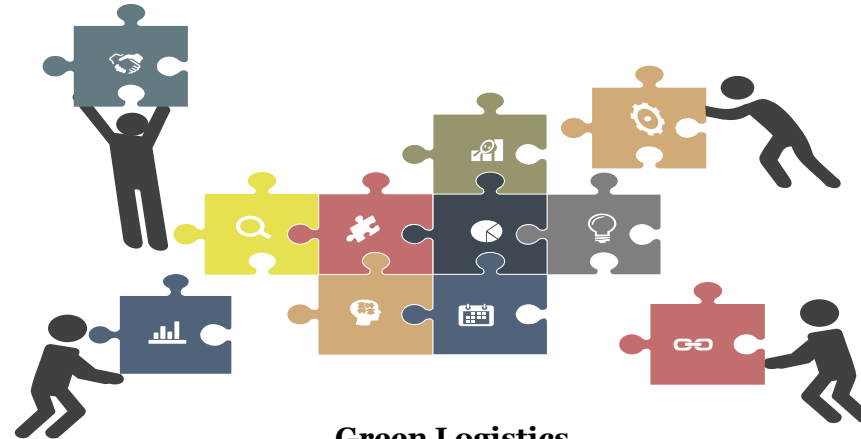
Digital Play

Use technology to digitalize freight forwarding to adopt end-to-end automation.

The international logistics sector is still largely manual. There is a big need to digitalize logistics processes to save on inefficiency costs by leveraging technology and passing on the benefits to the customers.

How?

Building a platform that will enable automated RFQs, real-time freight/price discovery and shipment tracking, digital documentation and invoicing.



Green Logistics

Adopt sustainable practices to offset the environmental cost of operations and become compliant to eco-standards of MNCs

How?

Setting up an EV division of first mile logistics. Increasingly, big corporates are becoming conscious of their carbon footprints and give priority to companies working carbon-consciously.

Merges and Acquisitions

Acquire companies in related spaces such as LCL, export packaging and imports to expand product mix while leveraging our existing network and skills.

How?

Already mandated business consultants to scout for medium-sized companies in the LCL and import play, which would add new verticals to the company through inorganic growth without diluting the expertise.



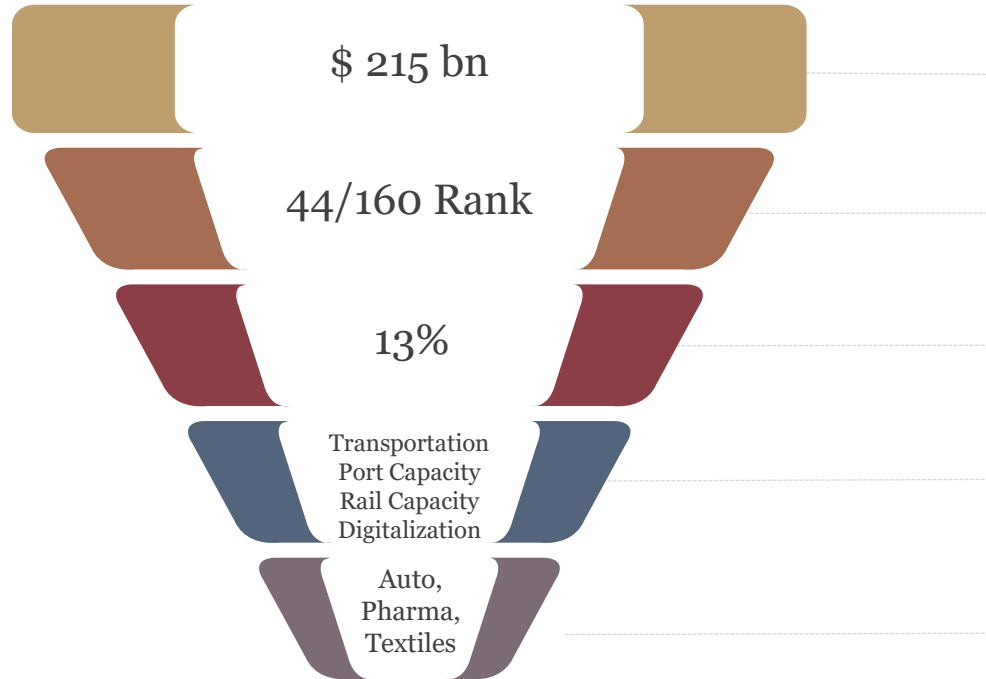
Industry Snapshot



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Indian Logistics Scenario



Size of Logistics Sector

Indian logistics industry is marked at US \$ 215 billion, and is expected to grow at a CAGR of 10.7 per cent between 2022-2024

Logistics Performance Index

India ranked 44 in Global LPI in 2018. 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%

Infrastructure Boom

Government reforms in the transportation, digital transformation, increase in port capacities and railway traffic aim at improving the logistics sector

Industries driving growth

Uptick in demand is driven by increase in manufacturing, e-commerce, Automobiles, Pharmaceutical, Textiles & Cement Industry

Export Demand

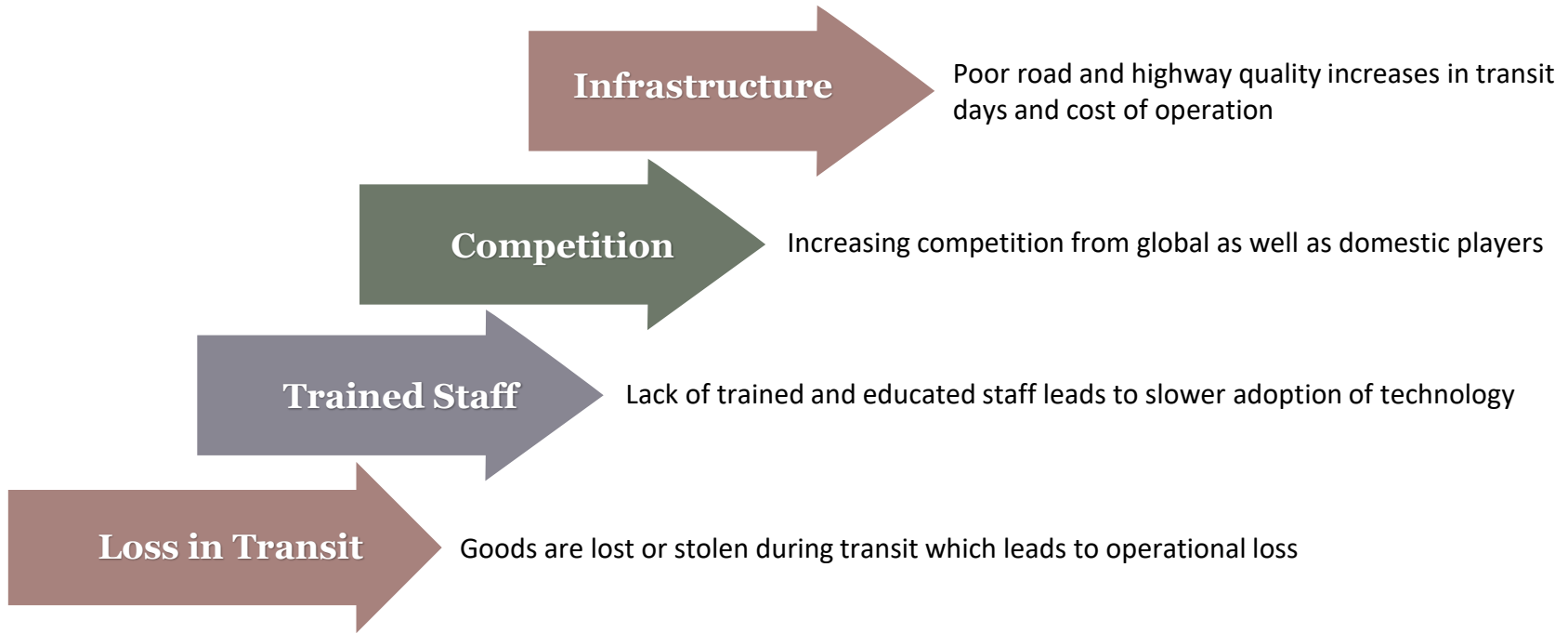
- ◆ Achieved \$197 billion worth of merchandise exports
- ◆ Expected to reach the target of \$400 billion this year
- ◆ Estimated 33% increase in merchandise exports
- ◆ Better port infrastructure to help EXIM propel further



Manufacturing Boost

- ◆ Make In India initiative has opened doors to IT manufacturing
- ◆ Expected steady annual increase of 9.7% in industrial production
- ◆ 25% Contribution to GDP by 2025 from 16% currently

Industry Challenges





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