

Scrip Code: 536264



**Date: 4<sup>th</sup> August, 2023**

To,  
BSE Limited  
Corporate Relationship Department,  
1st Floor, New Trading Ring, Rotunda Building,  
P.J. Towers, Dalal Street, Mumbai - 400 001.

**Subject: Disclosure under Regulation 30 of SEBI (LODR) Regulations, 2015**

Dear Sir,

Pursuant to Regulation 30 of SEBI (LODR) Regulations, 2015 and all the other applicable provisions thereto, please find attached Investor Presentation for the quarter ended 30<sup>th</sup> June, 2023.

Kindly take on record the above.

Thanking You

**For Tiger Logistics (India) Limited**

**Harpreet Singh Malhotra**  
**Managing Director**  
**DIN: 00147977**

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Registered office: D-174, GF, Okhla Industrial Area, Phase-1, New Delhi -110020 (India).

Tel.: +91-11-47351111, Fax: +91-11-26229671; 26235205

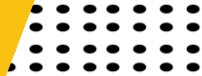
Email: [csvishal@tigerlogistics.in](mailto:csvishal@tigerlogistics.in) Website: [www.tigerlogistics.in](http://www.tigerlogistics.in)

CIN: L74899DL2000PLC105817



**TIGER LOGISTICS (INDIA) LIMITED**

**Q1 FY24 - INVESTOR PRESENTATION**



**June 2023**  
**BSE: 536264**

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## Q1 FY24 Financial Performance

01



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Commenting on the results, **Mr. Harpreet Singh Malhotra, CMD** said,

*"We are pleased to enter FY24 on a robust note with the attainment of IATA Accreditation, propelling us into new horizons within the air freight market. Our business momentum remains resolute as we continue to amplify our volumes, consequently bolstering our profitability. Also, improvements in our product offerings and value-added services have engendered an expansion in our EBITDA Margin by +190 bps & +80 bps on a YoY and QoQ basis, respectively. Our PAT Margin has equally flourished, demonstrating a positive increase by +20 bps & +130 bps, sequentially and annually.*

*During the quarter, our volume growth exhibited an upward trajectory: Export TEUs witnessed an upswing of 8.6%, import TEUs achieved a twofold augmentation, and air shipments surged impressively by 2.4 times YoY. Our digital platform, Freightjar, has been receiving a positive response, with 185 users registering within a mere two-month span. Notably, 17% of these registrations come from freight forwarders. Our collaboration with OneNDF to Empower SME Exporters with Cargo Value Financing underscores the platform's diverse appeal, resonating effectively across various segments of the logistics ecosystem.*

*Our optimism regarding the future outlook is unwavering, driven by our confidence in navigating these dynamic market conditions to deliver sustainable growth and create enduring value for all our stakeholders."*





## Q1 FY-24 Financial

Revenue  
4,202 Lakhs

EBITDA\*  
257 Lakhs

EBITDA Margin  
6.1%

PAT #  
220 Lakhs

PAT Margin  
5.2%

## Key Development

- 🏢 **FreightJar Platform Growth:** The digital platform, "FreightJar," gained 185 sign-ups in two months post-soft launch. 83% of clients are from North India, with 17% being freight forwarders. Sales reached ₹50 Lakhs by June 2023.
- 🏢 **Performance Metrics:** Export TEUs grew by 8.6%, import TEUs more than doubled, and air shipments increased ~2.4 times compared to the previous fiscal quarter.
- 🏢 **Profitability Margin:** EBITDA margin rose by 190bps (QoQ) and 80bps (YoY), while PAT margin increased by 20bps (QoQ) and 130bps (YoY).

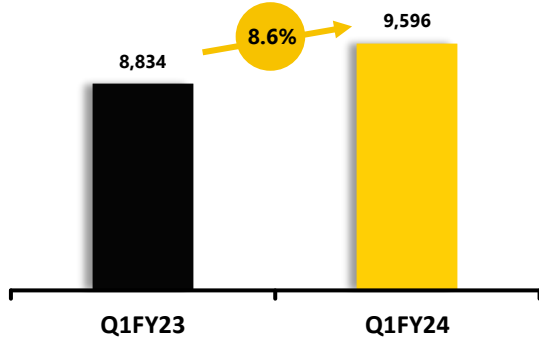
- 🏢 **IATA Accreditation's Impact:** Tiger Logistics (India) Ltd. obtaining IATA accreditation opens new prospects in the air freight market. This will fuel business expansion in sectors including pharmaceuticals, premium fashion apparel, chemicals, aviation components, and more. Furthermore, it will elevate our company's qualification for significant government tenders by fulfilling technical prerequisites.
- 🏢 **Positive Legal Outcome:** CESTAT's order (50868-50870/2023) resolved the service tax department's ocean freight mark-up demand, boosting the company's position.

Note:  
\* EBITDA = PBT + Finance Costs + Depreciation & amortization - Other income  
# PAT represents Total Comprehensive Income for the period

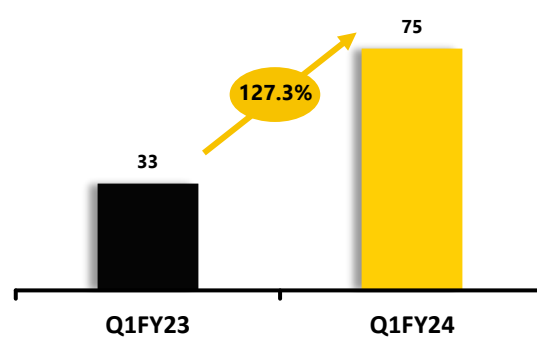




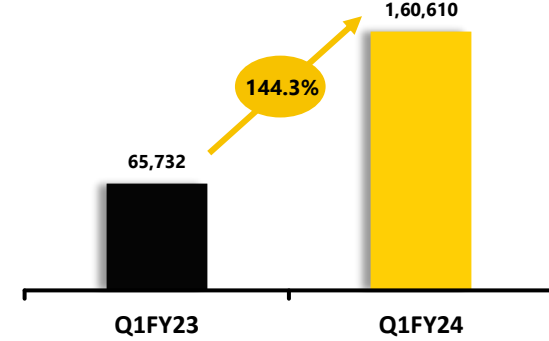
**TEU'S – QUARTERLY EXPORT VOLUME** (In TEUs)



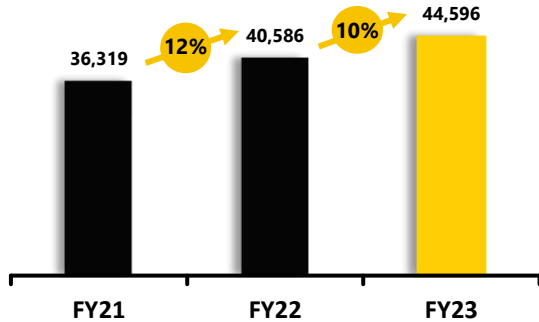
**TEU'S – QUARTERLY IMPORT VOLUME** (In TEUs)



**AIR SHIPMENT QUARTERLY VOLUME** (In KGs)



**TEU'S – YEARLY VOLUME** (In TEUs)



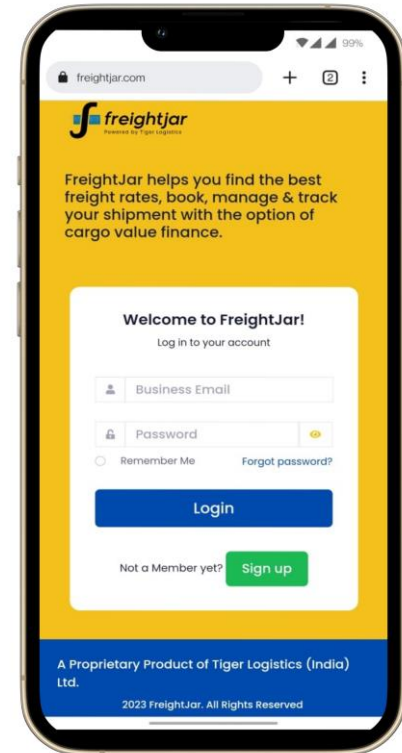
**Q1FY24 OPERATIONAL DATA**

PRODUCT	OCEAN (In TEUs)	CCL (In TEUs)	AIR (In KGs)
EXPORT	4,700	4,896	1,46,444
IMPORT	45	30	14,166
TOTAL	4,745	4,926	1,60,610





[Video](#)



## Introduction

**FreightJar** is a **digital** logistics platform that aims to streamline freight booking and management in international logistics. The platform's **intuitive** interface and comprehensive features have been designed to enhance **operational efficiency**, enabling exporters and importers to **manage** their shipping requirements more **efficiently**.

**FreightJar** enables users to access **real-time freight rates**, book freight **instantly**, automate **documentation**, and **track shipments** for improved accessibility, visibility, and transparency in their supply chains. Furthermore, FreightJar offers **Cargo Value Financing solutions** to exporters, providing them with the ability to **manage cash flow** and apply for **collateral-free financing options**.

**FreightJar** represents a **significant leap** forward in the **digitization of logistics operations**, enabling businesses to streamline their freight booking and management processes, and providing access to supply chain financing options to support business growth.

This company's platform gives over **63 million SMEs and MSMEs** access to **competitive freight rates** and reputable freight forwarders and shipping lines. The product enables exporters and importers to monitor their **shipment and delivery schedules**, providing the necessary information for making informed decisions.



## Features



- ✦ **Instant Quotes & Booking:** Saves time by discovering the best freight rates from Multiple Shipping Lines and allowing you to book instantly.
- ✦ **Automated Documentation:** Avoids the hassle of communicating through multiple email, phone calls & locating documents.
- ✦ **End-to-End Shipment Tracking:** Offers real-time shipment tracking for enhanced supply chain visibility.
- ✦ **Cargo Value Financing:** Allows Exporters to manage cash flow and apply for collateral-free financing options.
- ✦ **Transparency:** Get Full transparency on Billing & Transactions
- ✦ **E-Payment:** Make E-payment for their order
- ✦ **Time-Saving:** Save 5X - 10X Time in Booking their Shipment





## Financial Fundamentals

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# 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 in **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

**Cost-effective, error-free, efficient, & timely services** to clients

## Partnership Oriented

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



## PAN India Presence

Our robust network of agents and affiliates helps in swift & quick movement of goods

## One Stop Solution

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

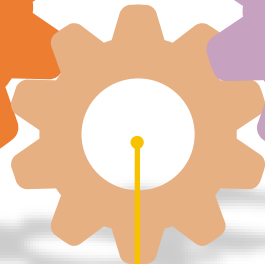
## Asset Light Model

Our Asset Light Business model results in Higher ROCE & ROE



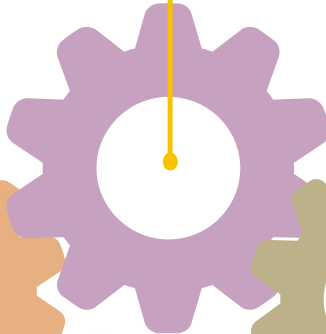
## Strong Execution

Our strong on ground force constantly thrives for efficiency in execution



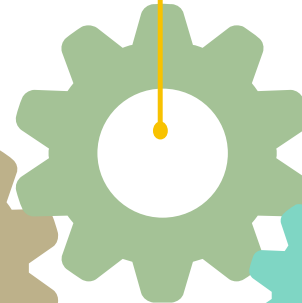
## Varied Product Mix

We have hedged the risk of downturn in economy by having varied product mix



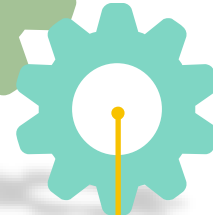
## Strong IT backup

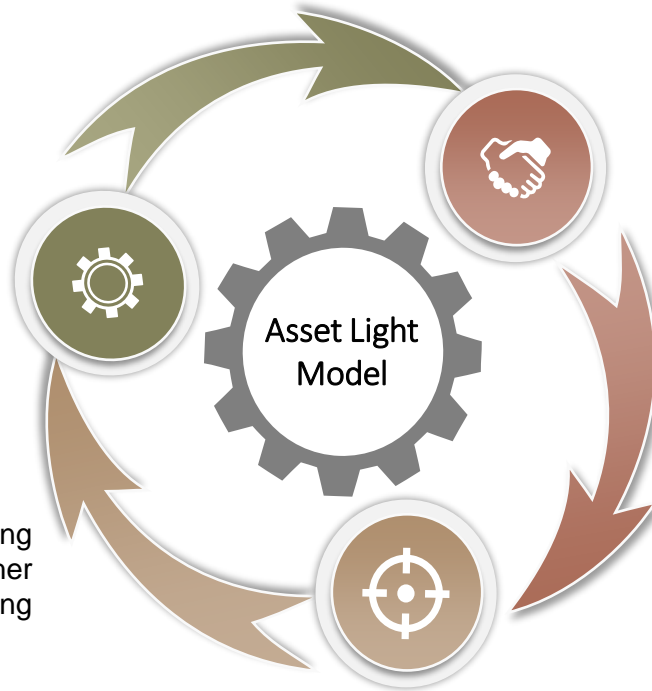
We have built strong IT infrastructure in our systems to compliment our operational excellence



## Low Leverage

Through optimum fund utilization we have been a low leverage company





## ... helps Balance Sheet Management

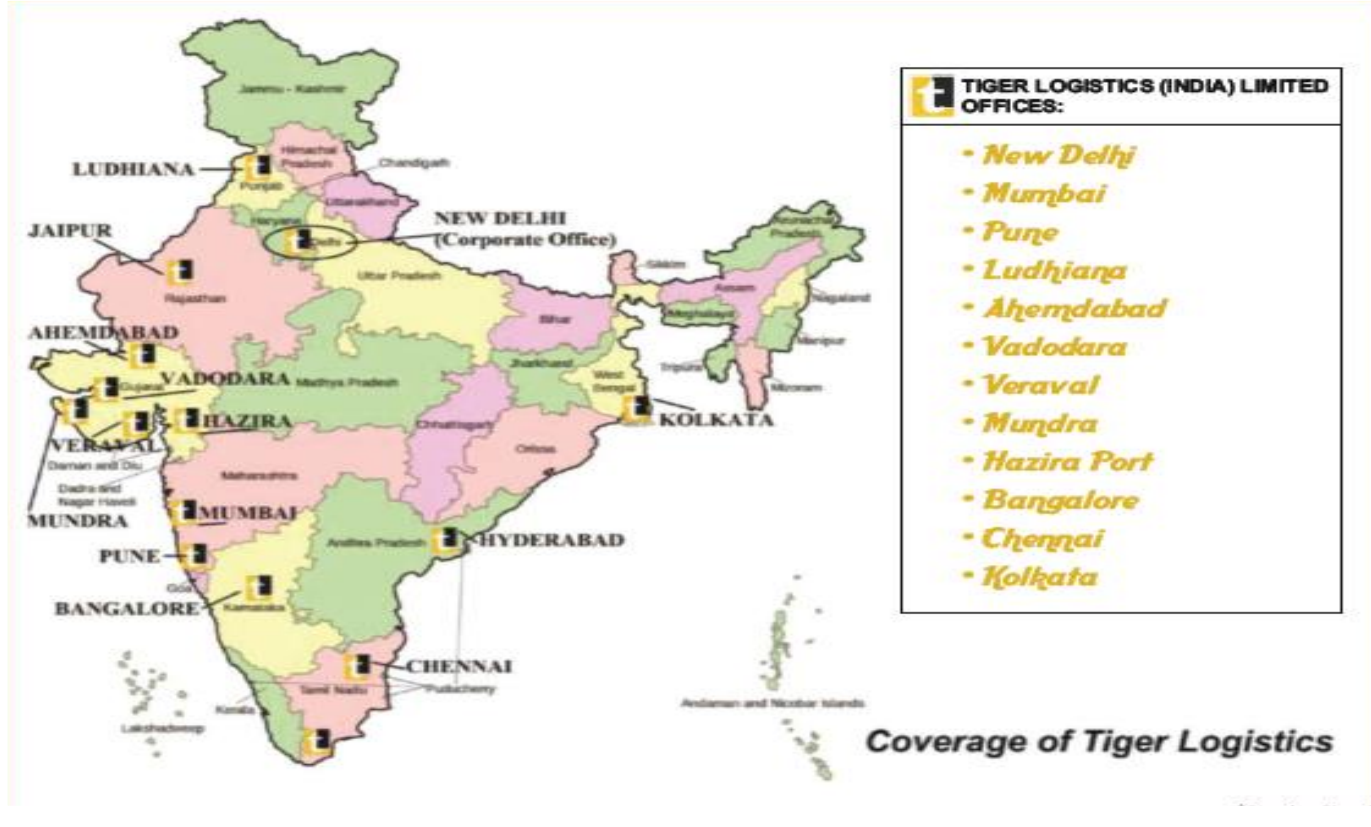
Allows us to focus on improving working capital efficiency rather than asset creation thus generating superior returns

## 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 ...

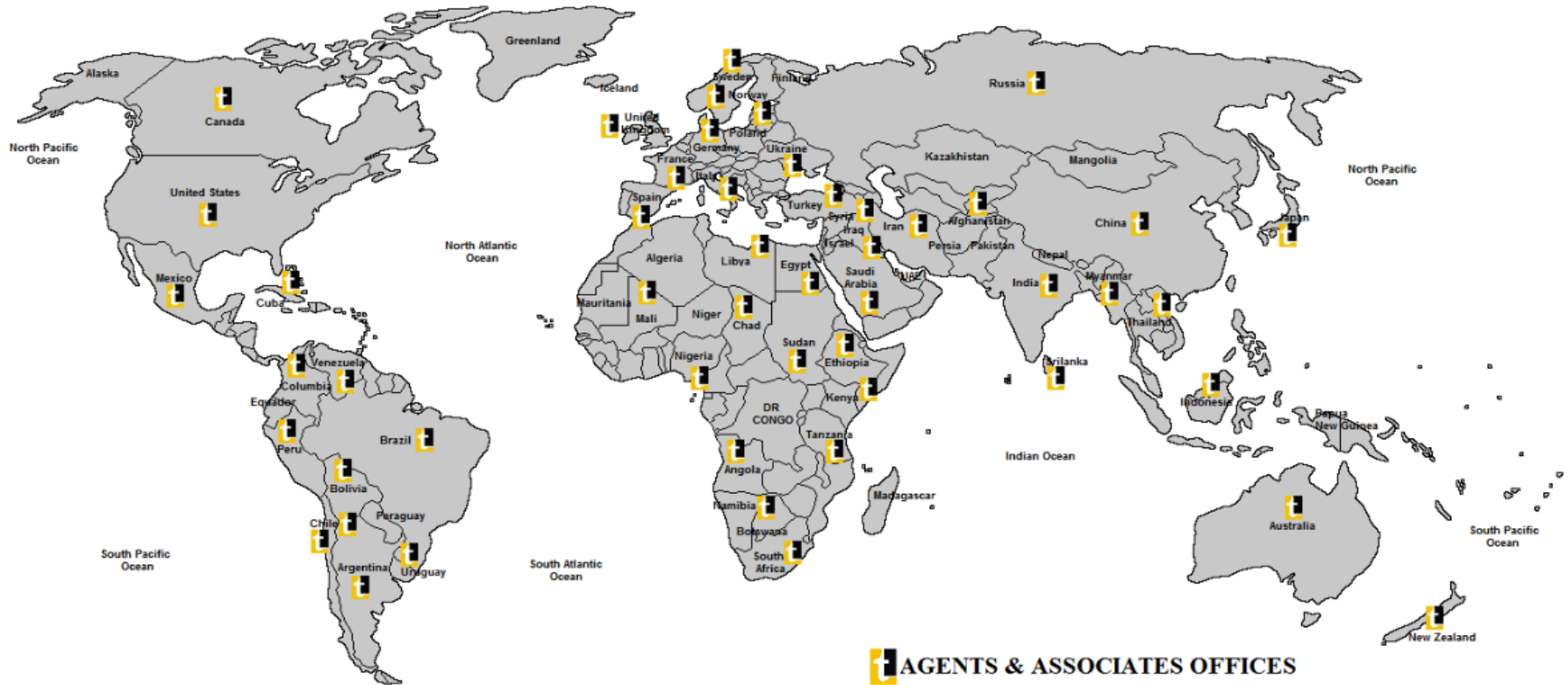
Asset light model encourages us to enhance our services and solutions portfolio which in turn increases value proposition for the customer







# International Footprint



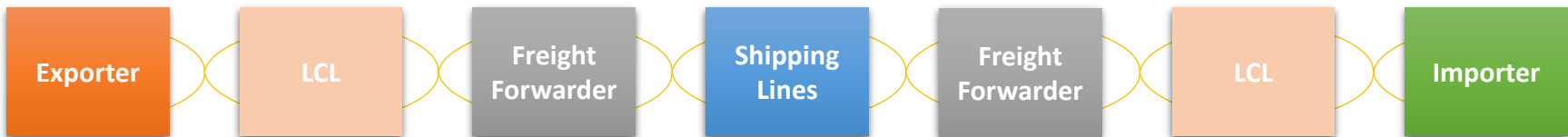


## When Exporter has Full Container Load



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

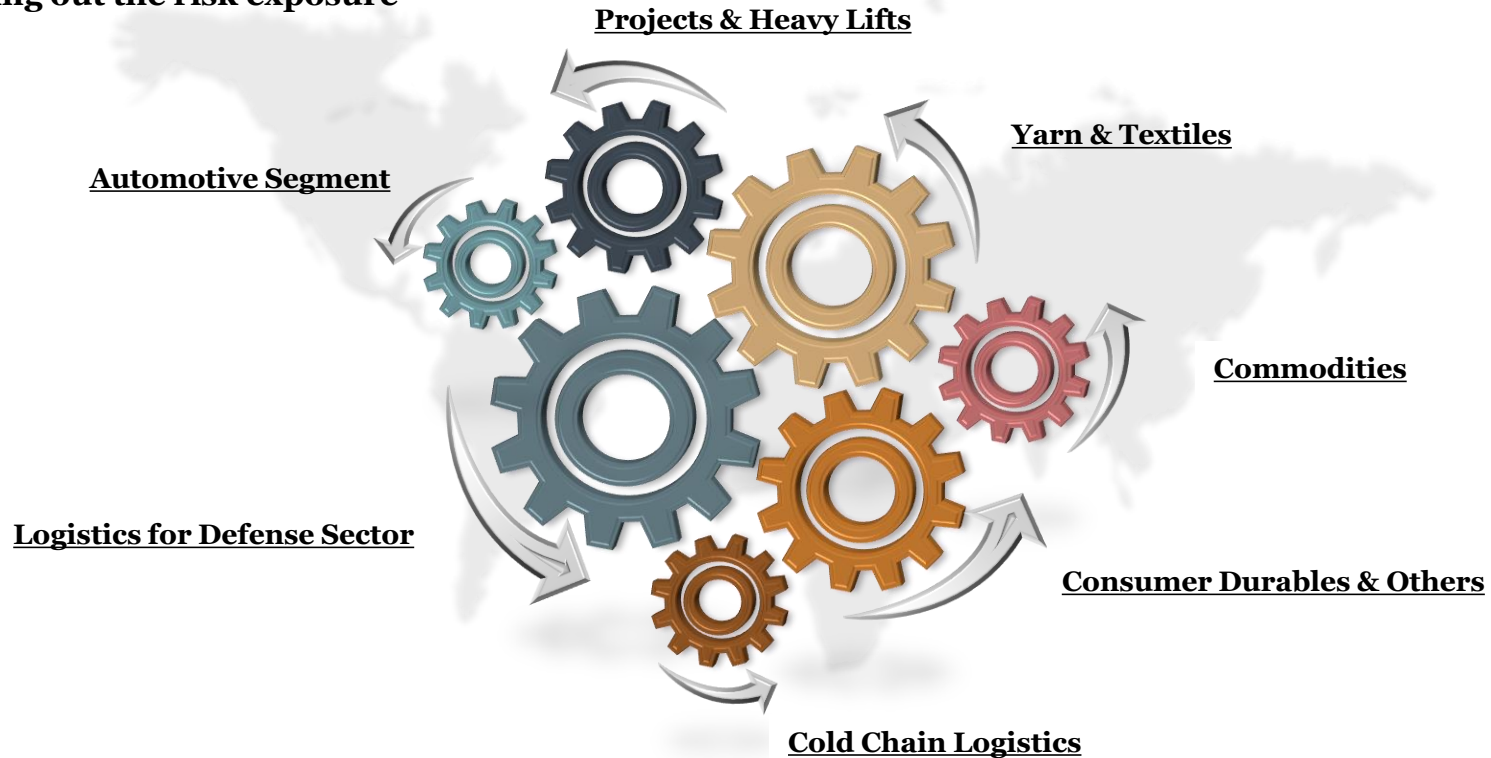
## When Exporter has Less than Container Load



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



### Spreading out the risk exposure

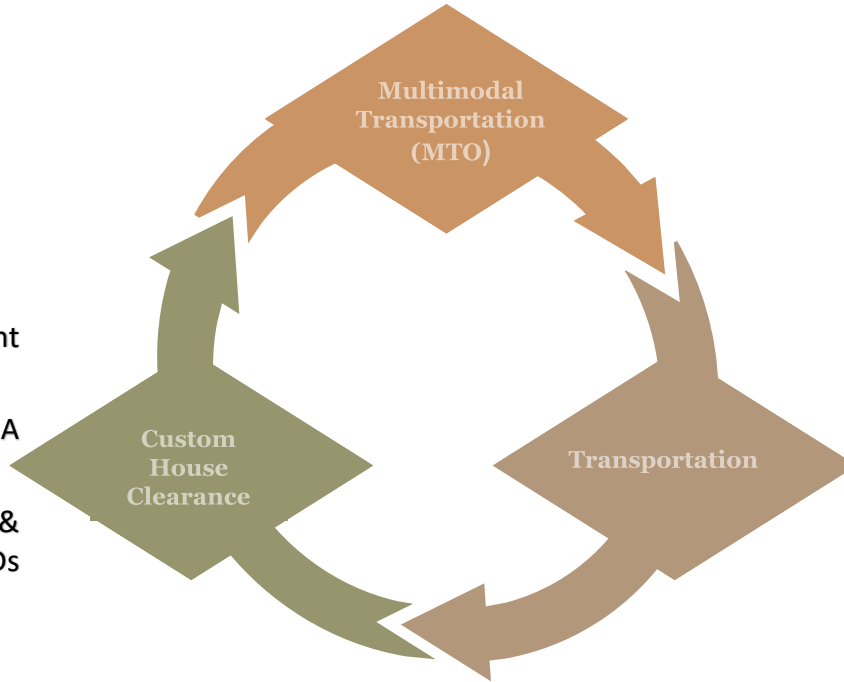




## Multi – Segment Experience

- ◆ 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



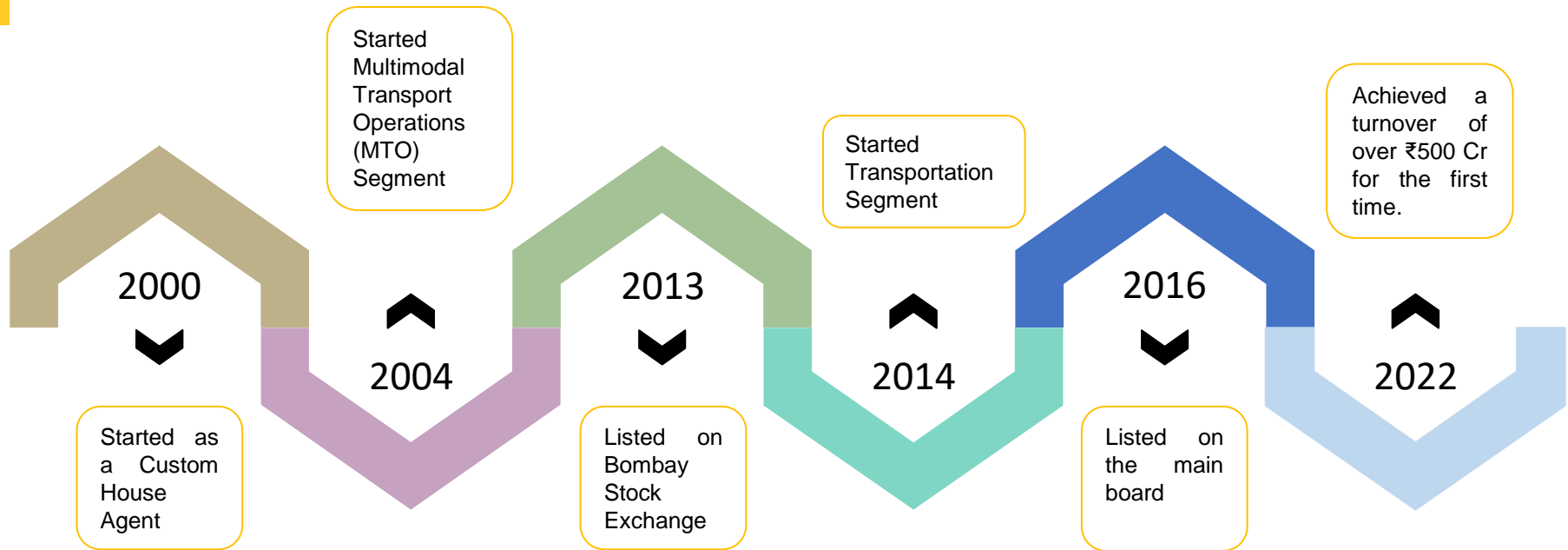


## Evolution of Tiger Logistics

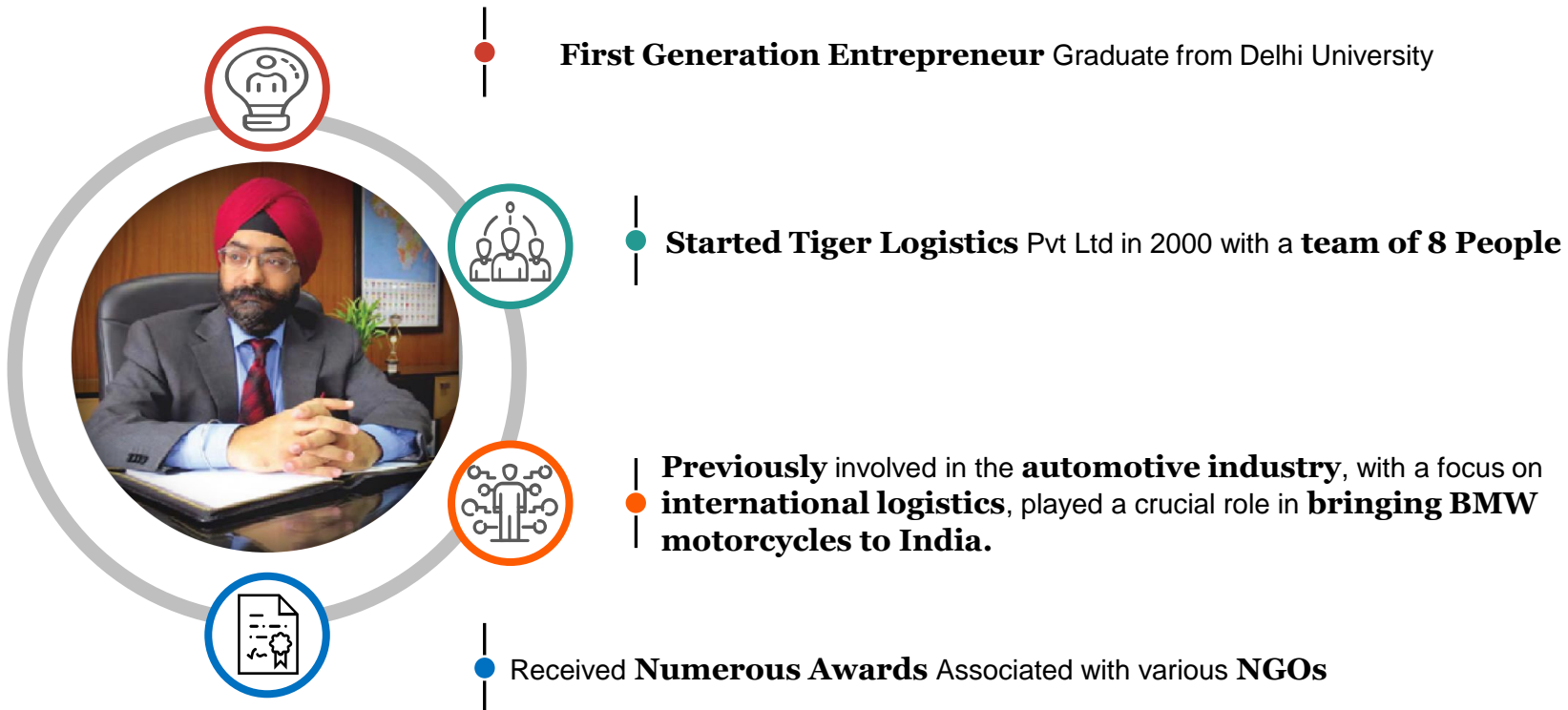
03



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Recipient of

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

- PWC India, & 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



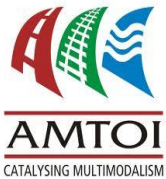
Awarded

**“Business Leader of the Year”**

- At Northern India Multimodal Logistics Awards



# Accreditations & Affiliations





## Financial & Operational Overview

04

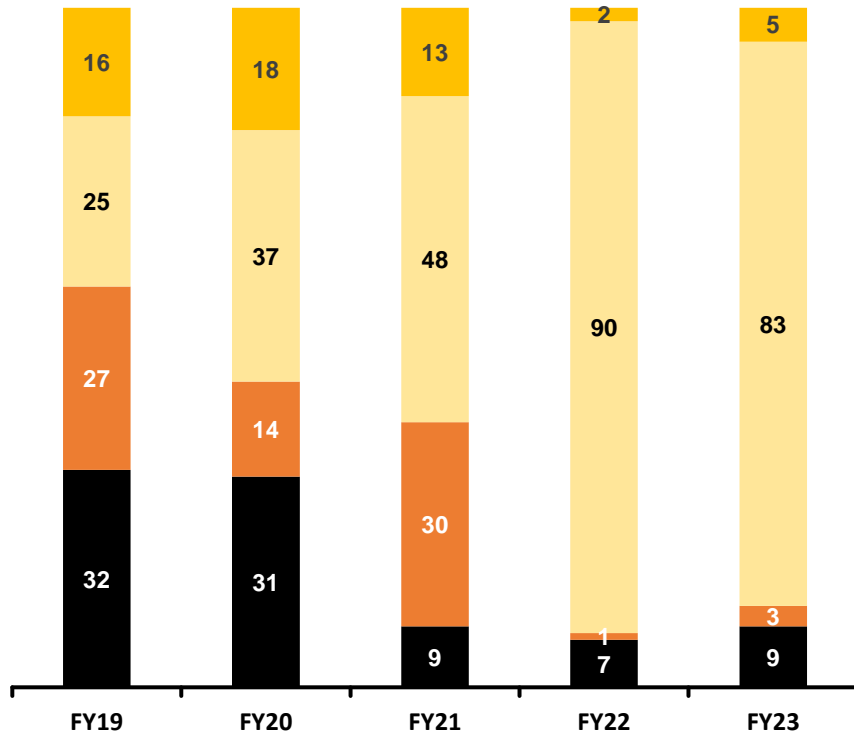


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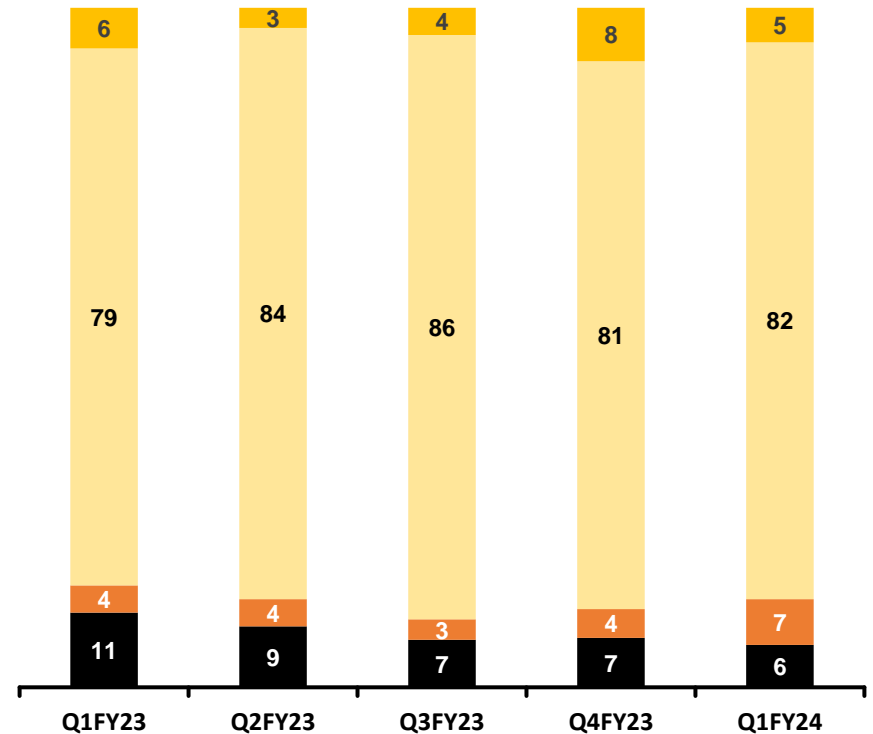


- Project
- Automobile
- Commodities
- Others

### Industry Wise Yearly Revenue Composition (%)

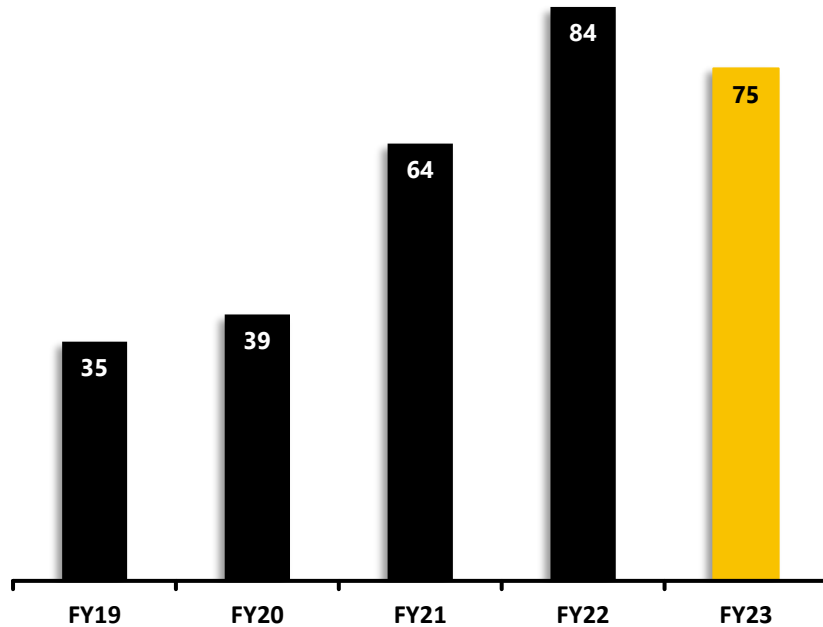


### Industry Wise Quarterly Revenue Composition (%)

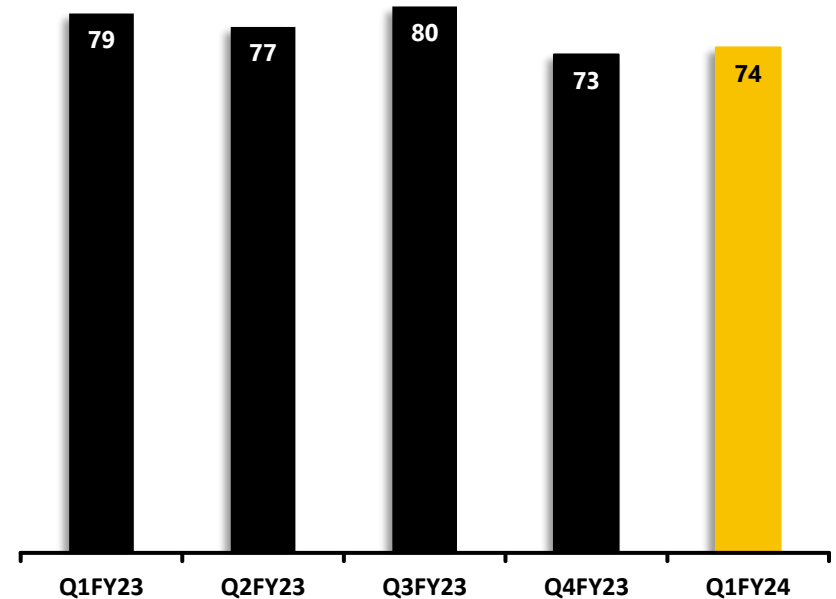




Top 5 Customer Yearly Contribution To Revenue (%)

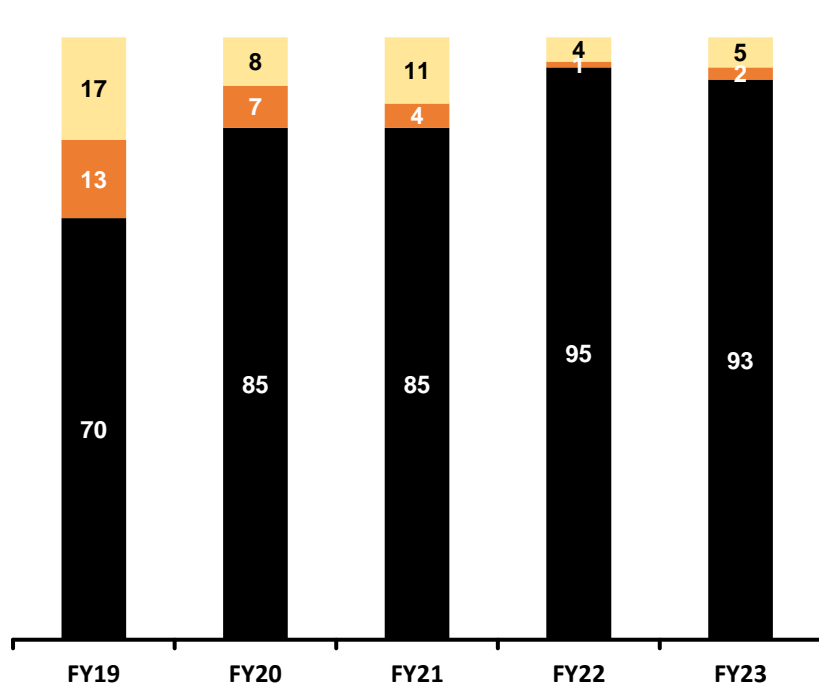


Top 5 Customer Quarterly Revenue Composition (%)

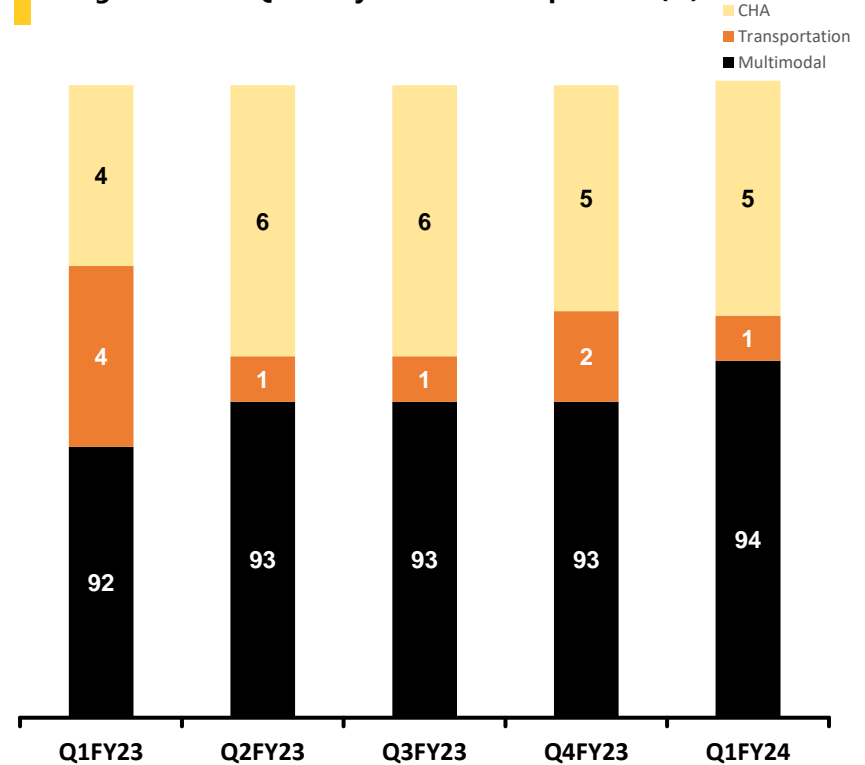




### Segment Wise Yearly Revenue Composition (%)



### Segment Wise Quarterly Revenue Composition (%)







## Working Capital Limit (Fund-based) as of 31<sup>st</sup> March 2023

Financial Year	SBI	IDBI	Kotak
FY21	16.00	5.00	-
FY22	16.00	5.00	10.00
FY23*	16.00*	2.00*	10.00*

## Cash Prosperity during the financial year from FY21 to FY23 (₹ in Cr.)

Financial Year	Net Cash in Hand
FY21	07.42
FY22	36.00
FY23	57.50

## Fixed Assets Details during the financial year from FY21 to FY23 (₹ in Cr.)

Financial Year	Net Block
FY21	8.62
FY22	7.85
FY23	7.51

**Note\*:** As on 31<sup>st</sup> March 2023, Tiger Logistics is not utilizing any Cash Credit limit from SBI & IDBI Bank. Kotak has disbursed 4Cr. out of 10 Cr.



**Vision 2027**

**05**



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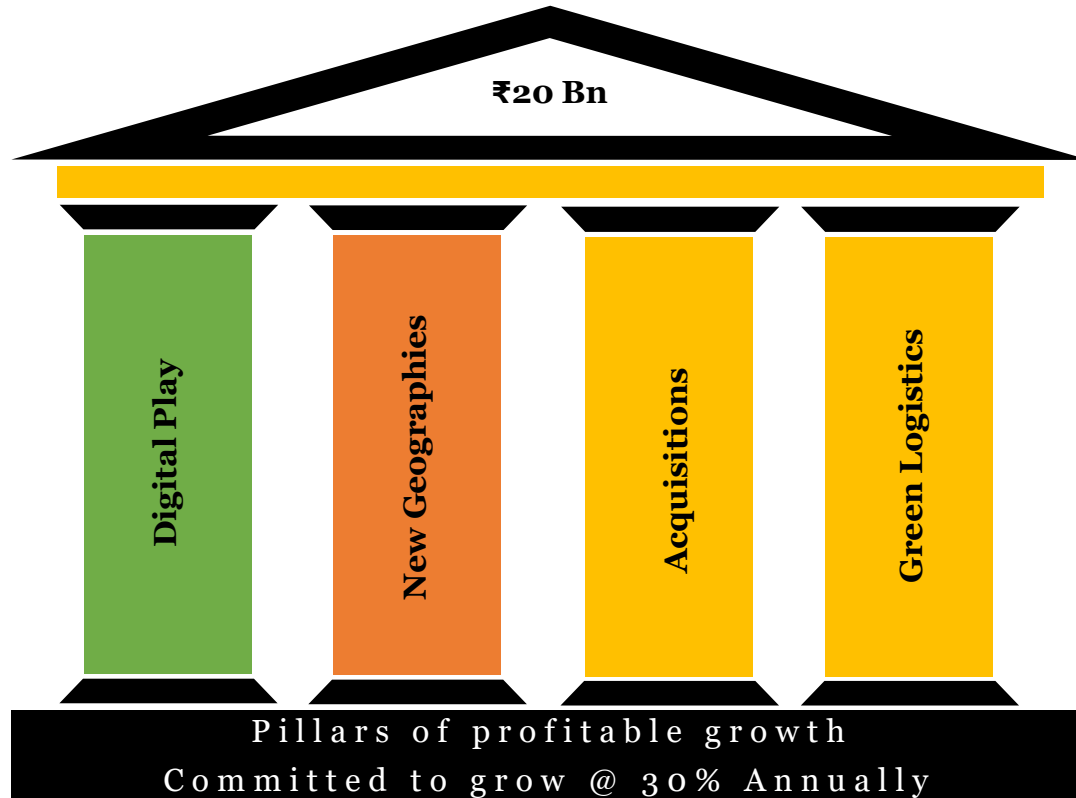
# Vision: ₹20 Bn Company in the FY27



Achieved



Continuous





## 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.

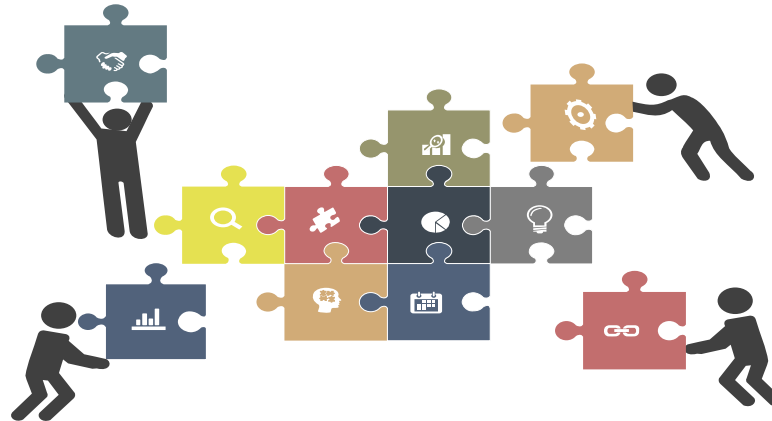
## Digital Play

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.



## 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.

## 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.

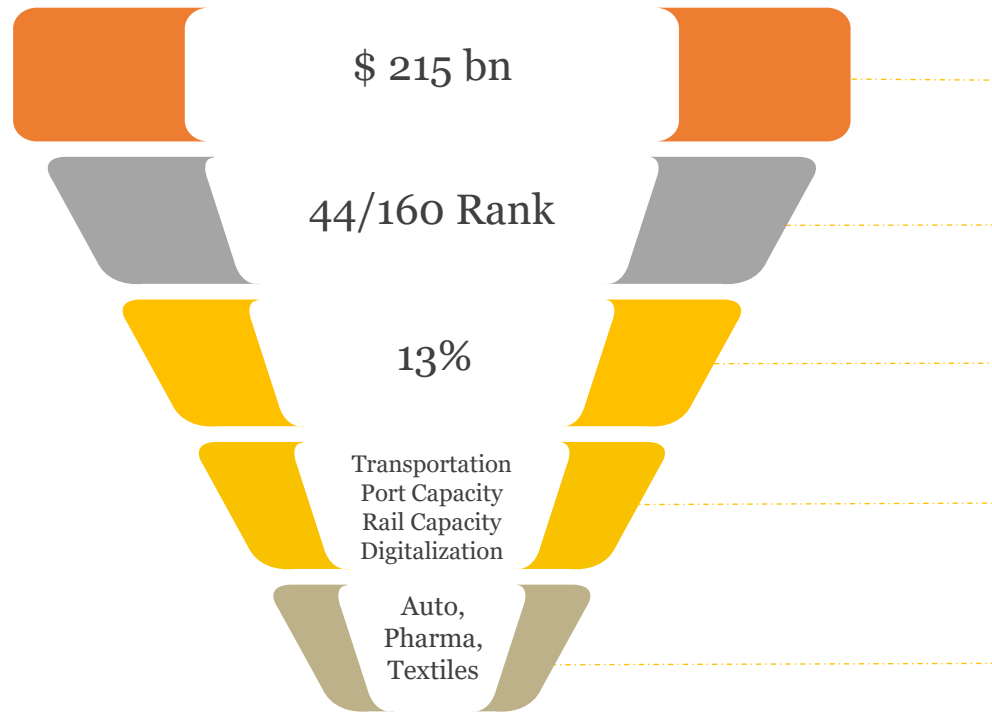


## Industry Snapshot

06



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## 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 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

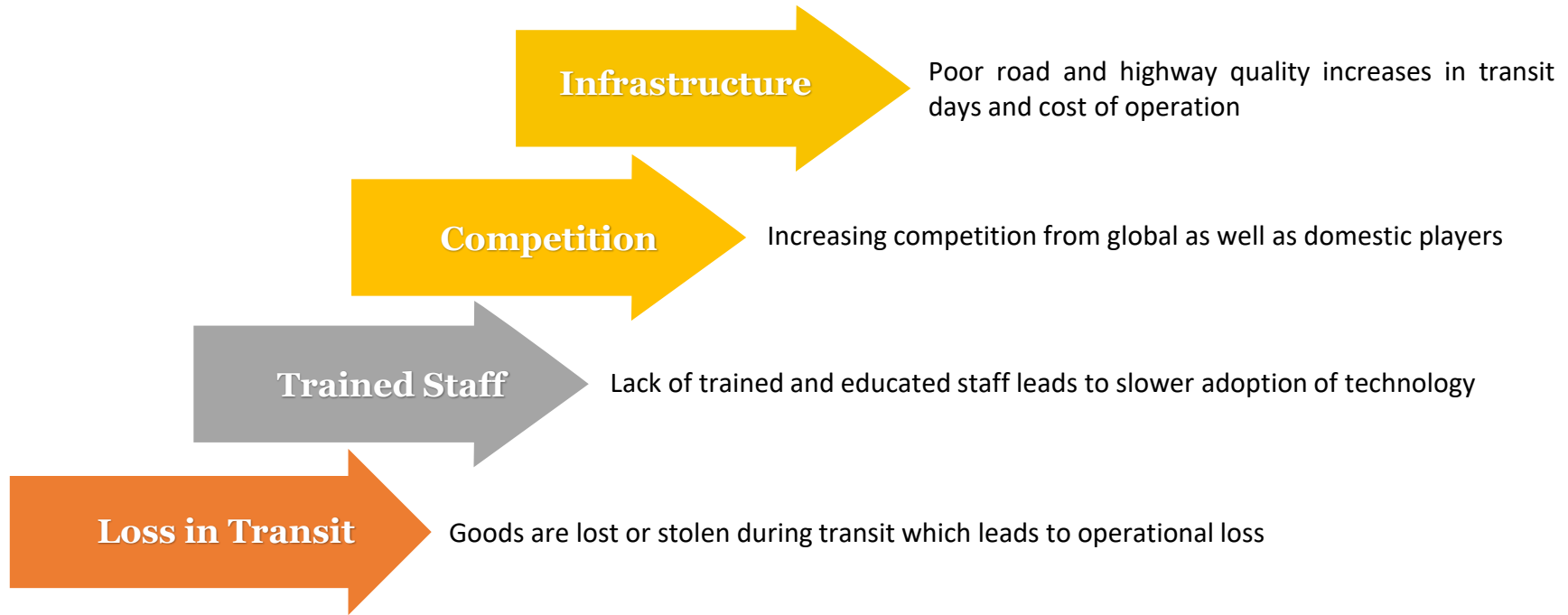
- ◆ Achieved \$197 billion worth of merchandise exports
- ◆ Expected to reach the target of \$400 billion this year
- ◆ Estimated 33% increase in merchandise exports
- ◆ Better port infrastructure to help EXIM propel further



## 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







**Tiger Logistics(India) Limited**

CIN - L74899DL2000PLC105817

**Mr. Vishal Gupta**

Company Secretary & Compliance Officer

**E:** [csvishal@tigerlogistics.in](mailto:csvishal@tigerlogistics.in)

**W:** [www.tigerlogistics.in](http://www.tigerlogistics.in)



**Investor Relations Consultant:**

Mr. Ritesh Shashiprakash Singh

Rik Consultancy & Advisory Services LLP | Mumbai

**M:** +91 8329 385762 | **E:** [ritesh.singh@rikcapital.in](mailto:ritesh.singh@rikcapital.in)

**W:** [www.rikcapital.in](http://www.rikcapital.in)





**Annexure**

**07**



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# Profit & Loss Statement

₹ in Lakhs

Parameters	Q1FY24	Q4FY23	Q1FY23	FY23
<b>Revenue</b>	<b>4,202</b>	<b>6,104</b>	<b>10,724</b>	<b>43,335</b>
Operating Expenses	3,561	5,182	9,739	38,559
Employee Expenses	326	337	269	1,187
Other Expenses	58	326	149	997
<b>EBITDA*</b>	<b>257</b>	<b>258</b>	<b>566</b>	<b>2,592</b>
<b>EBITDA Margin</b>	6.1%	4.2%	5.3%	5.9%
Other Income	41	140	77	680
Depreciation	17	20	12	78
<b>EBIT</b>	<b>280</b>	<b>378</b>	<b>623</b>	<b>3,194</b>
<b>EBIT Margin</b>	6.7%	6.2%	5.8%	7.4%
Interest / Finance Cost	3	4	12	60
<b>PBT</b>	<b>277</b>	<b>374</b>	<b>612</b>	<b>3,134</b>
Tax	67	153	157	813
<b>PAT#</b>	<b>220</b>	<b>308</b>	<b>423</b>	<b>2,320</b>
<b>PAT Margin</b>	5.2%	5.0%	3.9%	5.4%

Note:  
\* EBITDA = PBT + Finance Costs + Depreciation & amortization - Other income  
# PAT represents Total Comprehensive Income for the period