

Scrip Code: 536264



7th August 2024

To,
BSE Limited
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 30th June 2024.

Kindly take on record the above.

Thanking You

For Tiger Logistics (India) Limited

Vishal Saurav Gupta
Company Secretary & Compliance Officer



TIGER LOGISTICS (INDIA) LIMITED

**Q1 FY25
INVESTOR PRESENTATION**



BSE: 536264



Safe Harbor

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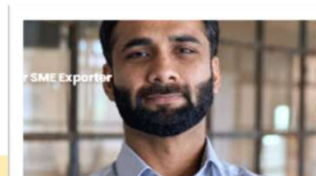
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Presentation Content

- 1 | **Q1 FY25 Financial Performance**
- 2 | **Financial & Operational Overview**
- 3 | **Industry Snapshot**
- 4 | **Company Overview**
- 5 | **Evolution of Tiger Logistics**
- 6 | **Vision 2027**
- 7 | **Annexure**





- **Commenting on the results, Mr. Harpreet Singh Malhotra, Chairman & MD of Tiger Logistics (India) Limited said,**

"In Q1 FY25, we achieved remarkable revenue growth of ₹101 crore, with substantial improvements in EBITDA and PAT, alongside improved margins, driven by robust contributions from the Automobiles sector, which accounted for 57% of our revenue. Our Product segment emerged as the primary revenue driver, capturing 94% of our income, while our diversified service offerings in CHA and Transportation segments further demonstrated our operational excellence. Our operational metrics paint a picture of efficiency and growth, with impressive growth in both TEU volumes and the Air Transport segment. The launch of FreightJar 2.0 has significantly enhanced our freight booking and management capabilities, reflecting our commitment to technological advancement.

Moreover, our recognition as a Great Place To Work® for July 2024 to July 2025 underscores our dedication to fostering a positive and inclusive work environment. As we continue to navigate the formalization of the logistics sector, we are poised for sustained growth and success in the quarters ahead. To our valued shareholders, unwavering support and trust have been pivotal in driving this success. As the company expands and innovates, the commitment to delivering strong returns and long-term value remains steadfast. Confidence is high that strategic initiatives and operational efficiencies will continue to propel Tiger Logistics towards new heights. Thank you for your continued confidence in our vision and direction."



1. Q1 FY25 Financial Performance

 Current Development

 Q1 FY25 Performance

Q1 FY25
BSE: 536264



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Current Development

- **The company's performance in Q1FY25** reflects strong financial health and strategic growth initiatives across key sectors. Total income for the period amounted to ₹102.8 Cr., with the automobile sector leading by contributing ₹58.1 Cr.
- **Our success is further underscored** by strong partnerships with leading entities such as Bhatia Shipping Pvt. Ltd. (Bajaj) and Jindal Stainless Ltd., who collectively accounted for 40.8% of our total income.
- **Segment-wise analysis** reveals the Product segment as the primary revenue driver, capturing 93.66% of our income, equivalent to ₹94.7 Cr. The CHA and Transportation segments, contributing 3.62% and 2.72% respectively, demonstrate our diversified service offerings and operational excellence across logistics and customs solutions.
- **Our operational metrics** indicate significant throughput in Multimodal transport, handling 93.66% of total TEUs. This underscores our efficiency in delivering integrated logistics solutions tailored to client needs, while our Air Export and Import services further enhance our global connectivity and service spectrum.
- **FreightJar 2.0**, a major upgrade to our dedicated freight booking and management platform to empower businesses of all sizes to efficiently handle import shipments, including FCL, LCL, and Air Freight, while also bolstering capabilities for FCL exports, improving overall logistics efficiency and operational convenience, is receiving positive response.

- **Tiger Logistics (India) Limited proudly announces its Great Place To Work® certification for July 2024 to July 2025.** Following a rigorous evaluation by the Great Place to Work Institute, 96% of our team rated us highly, highlighting our strengths in diversity, equity, pride, inclusivity, and effective management.
- **TEU's Performance Metrics:** We are delighted to report that our Quarterly Total TEU's volume demonstrated a growth of 13% on a QoQ basis and 78% on a YoY basis respectively.
- **Air Transport Performance Metrics:** We are pleased to share that we have registered a 59% growth in the Air Transport segment in Q1 FY25 on a QoQ basis.
- **EBITDA Performance:** EBITDA improved to ₹517 Lakhs, reflecting a QoQ growth of 10.6% and a YoY growth of 2.0 times due to improved operational efficiencies and cost management. Also, EBITDA margin increased slightly to 5.1% from 5.0% in the previous quarter.
- **Profit After Tax (PAT):** PAT increased to ₹463 Lakhs, marking a QoQ growth of 14.9% and a YoY growth of 2.2 times demonstrating a strong bottom-line performance. Additionally, the PAT margin improved to 4.6% from 4.3% in Q4 FY24, indicating enhanced profitability.



Q1 FY25 Financial

Revenue
₹10,116 Lakhs

↑ 9.1%
QoQ

↑ 2.4x
YoY

EBITDA
₹517 Lakhs

↑ 10.6%
QoQ

↑ 2.0x
YoY

EBITDA Margin
5.1%

Vs

5.0%
Q4 FY24

PAT
₹463 Lakhs

↑ 14.9%
QoQ

↑ 2.2x
YoY

PAT Margin
4.6%

Vs

4.3%
Q4 FY24

FY-24 Financial

Revenue
₹24,026 Lakhs

EBITDA
₹1,502 Lakhs

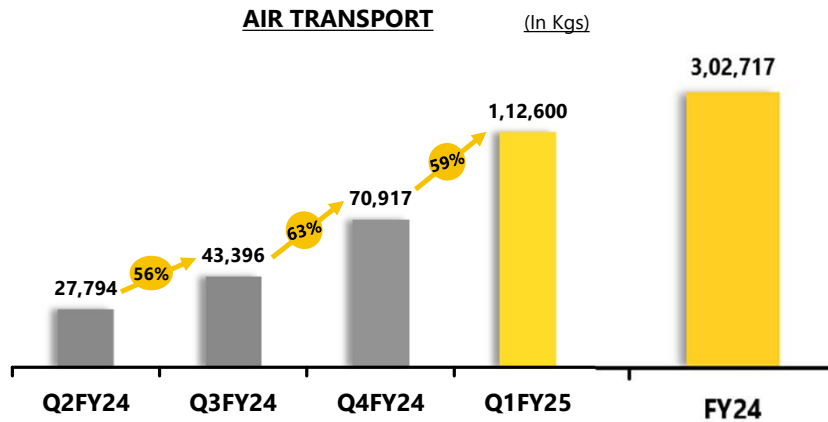
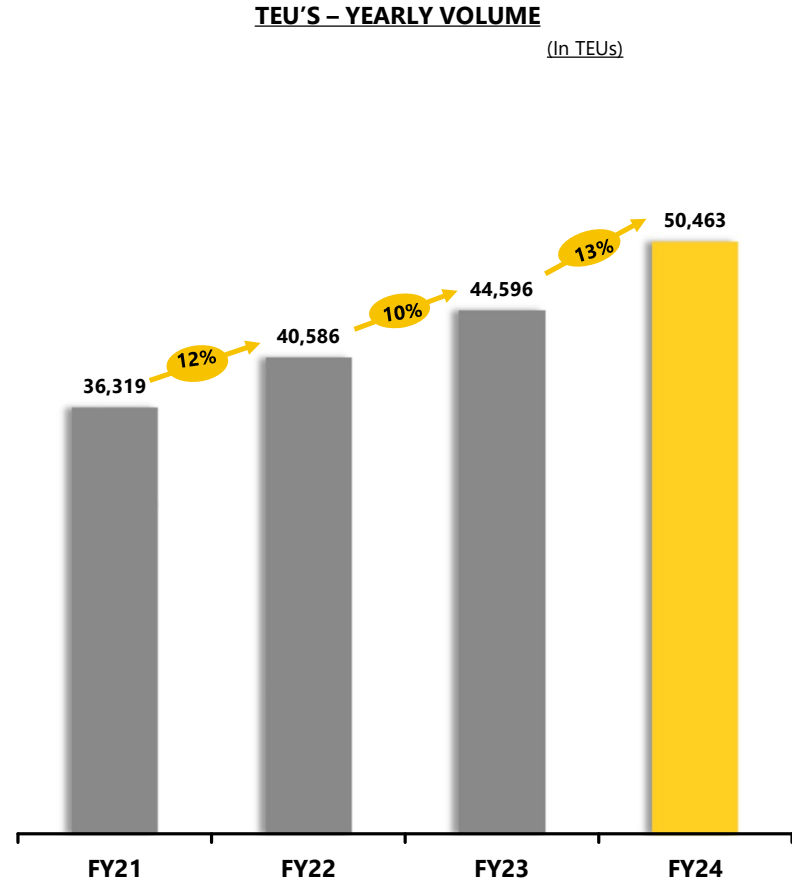
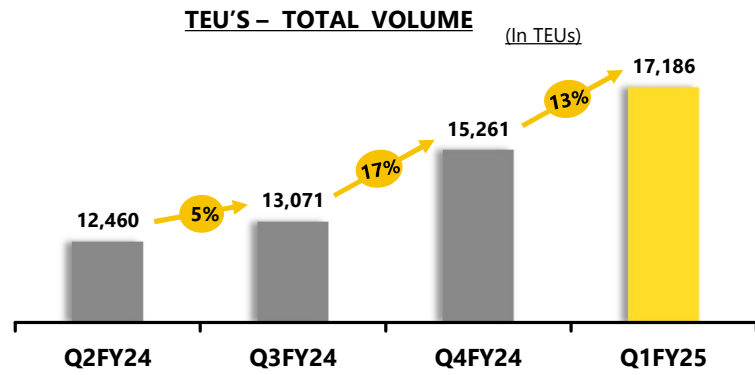
EBITDA Margin
6.3%

PAT
₹1,296 Lakhs

PAT Margin
5.4%



Q1 FY25 Volume Performance





2. Financial & Operational Overview

- 🌐 Industry Wise Revenue Composition
- 🌐 Segment Wise Revenue Composition
- 🌐 Working Capital Limit & Fixed Assets

Q1 FY25
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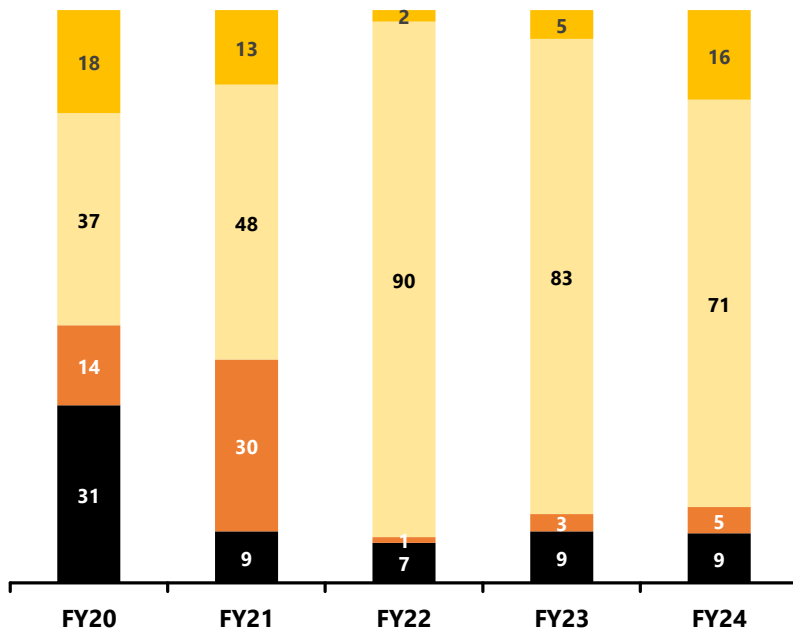


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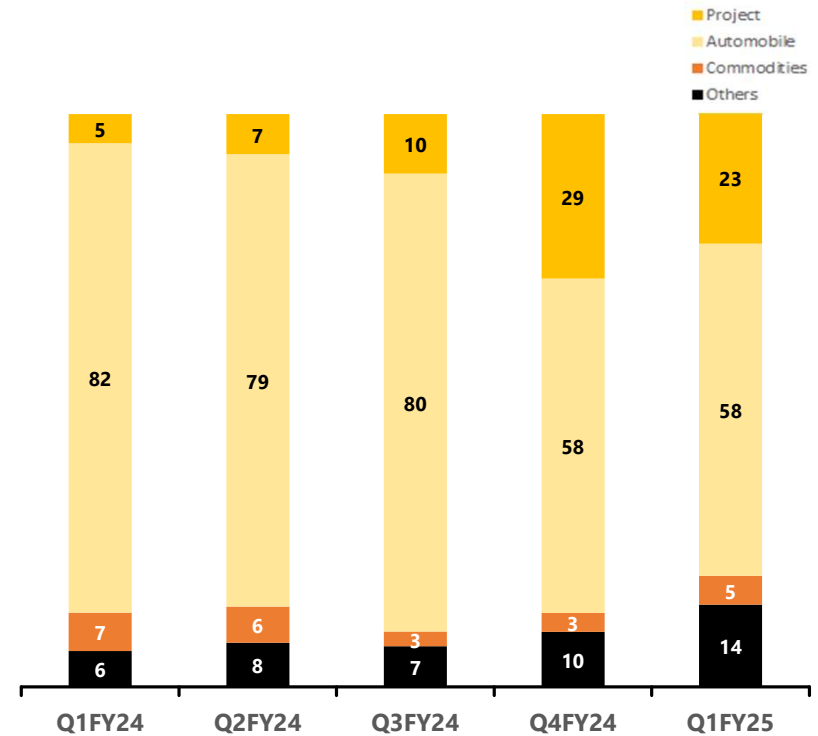


Industry Wise Revenue Composition

Industry Wise Yearly Revenue Composition (%)



Industry Wise Quarterly Revenue Composition (%)

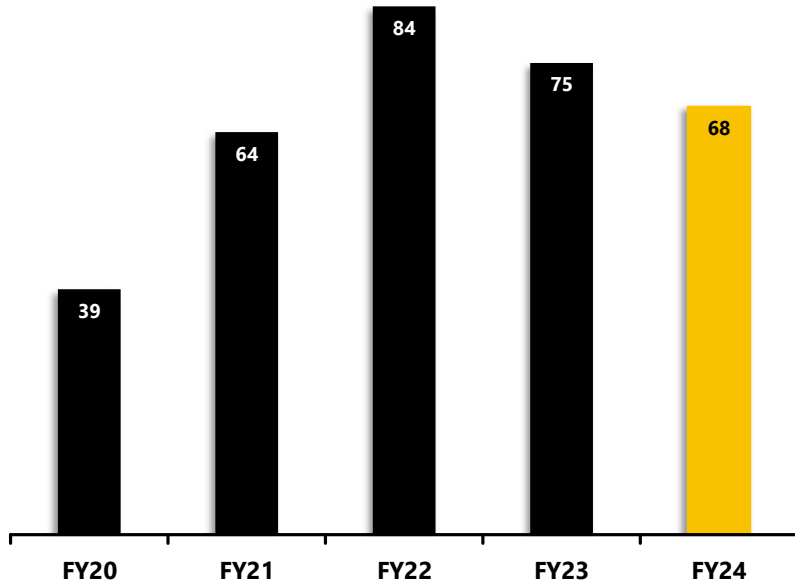


■ Project
■ Automobile
■ Commodities
■ Others

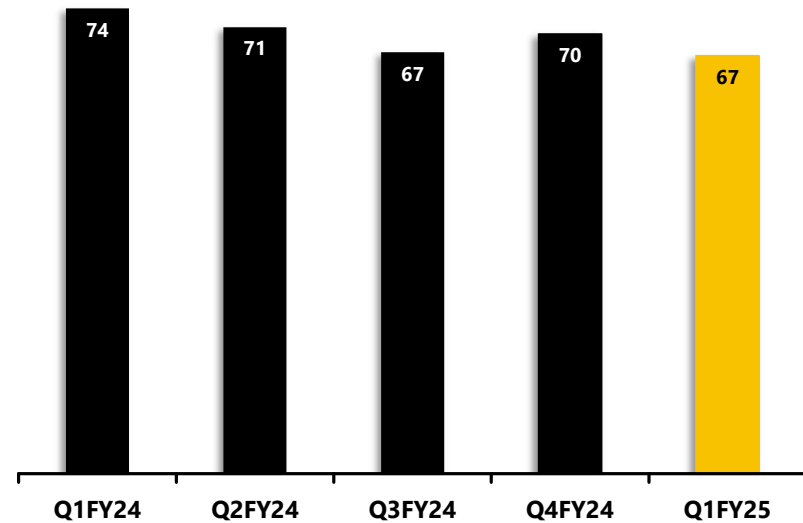


Industry Wise Revenue Composition

Top 5 Customer Yearly Contribution To Revenue (%)



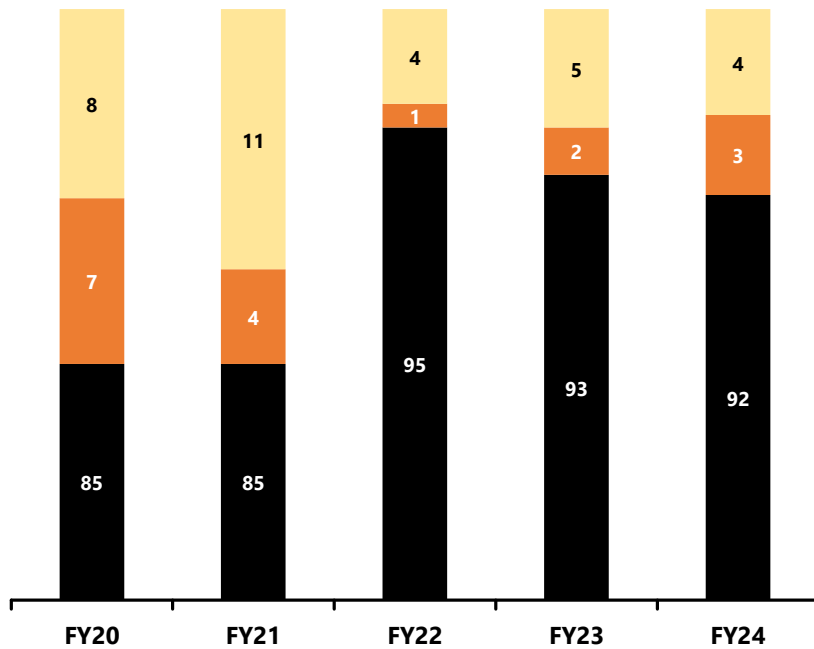
Top 5 Customer Quarterly Revenue Composition (%)



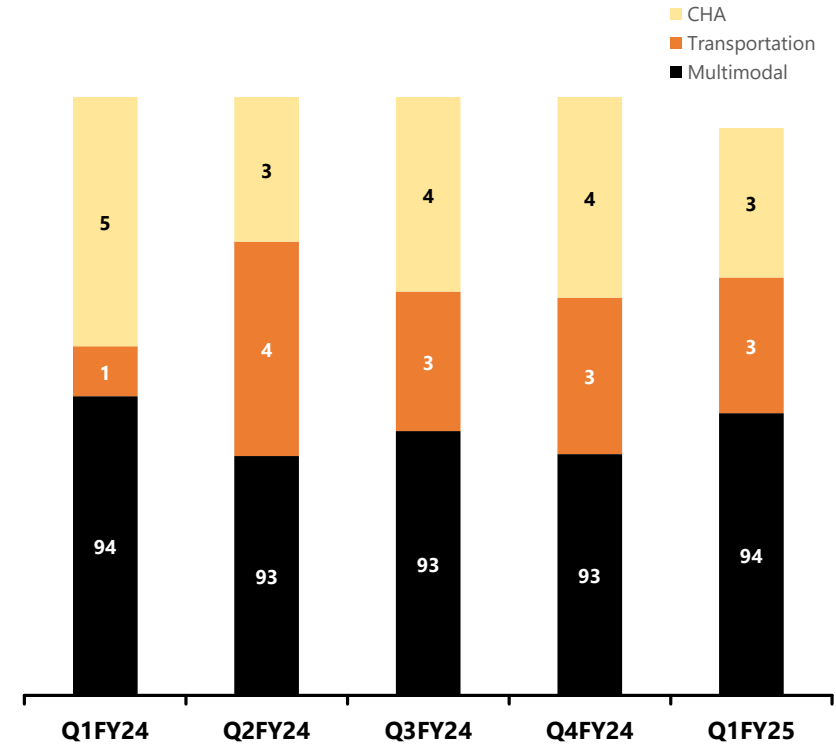


Segment Wise Revenue Composition

Segment Wise Yearly Revenue Composition (%)



Segment Wise Quarterly Revenue Composition (%)



CHA
Transportation
Multimodal



Working Capital Limit & Fixed Assets

Sanctioned Working Capital Limit (Fund-based) as of 31st March 2024 (₹ in Cr.)

Financial Year	SBI	IDBI	ICICI	Kotak
FY21	16.0	5.0	-	-
FY22	16.0	5.0	-	10.0
FY23	16.0	2.0	-	10.0
FY24	16.5	2.0	10.0	-

Cash Prosperity From FY21 to FY24 (₹ in Cr.)

Financial Year	Net Cash in Hand
FY21	7.4
FY22	36.0
FY23	57.5
FY24	52.97

Fixed Assets Details From FY21 to FY24 (₹ in Cr.)

Financial Year	Net Block
FY21	8.6
FY22	7.8
FY23	7.5
FY24	8.8



3. Industry Snapshot

- 🌐 Indian Logistics Sector
- 🌐 Demand Drivers
- 🌐 Sector Challenges

Q1 FY25
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Indian Logistics Sector



Logistics Sector Size

Indian Logistics Industry is marked at US \$215 billion, and is Expected to grow at a CAGR of ~10.7 %between 2022-2024

\$ 215 Bn



Logistics Performance Index

India ranked 44 in Global LPI in 2018, a Barometer for gauging Trade Logistics Performance

44/160 Rank



Logistics Cost

Total logistics cost is 13% of GDP. Comparative figures for China is 18% while for USA is 8.5%

13%



Infrastructure Boom

Government reforms in Transportation & Digitalization, increase in Port Capacities, & Railway Traffic aim at Improving the logistics sector



Industries Driving Growth

The increase in manufacturing drives an uptick in demand, E-commerce, Automobiles, Pharmaceutical, Textiles & Cement Sector Industry

Source: Sector Reports



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

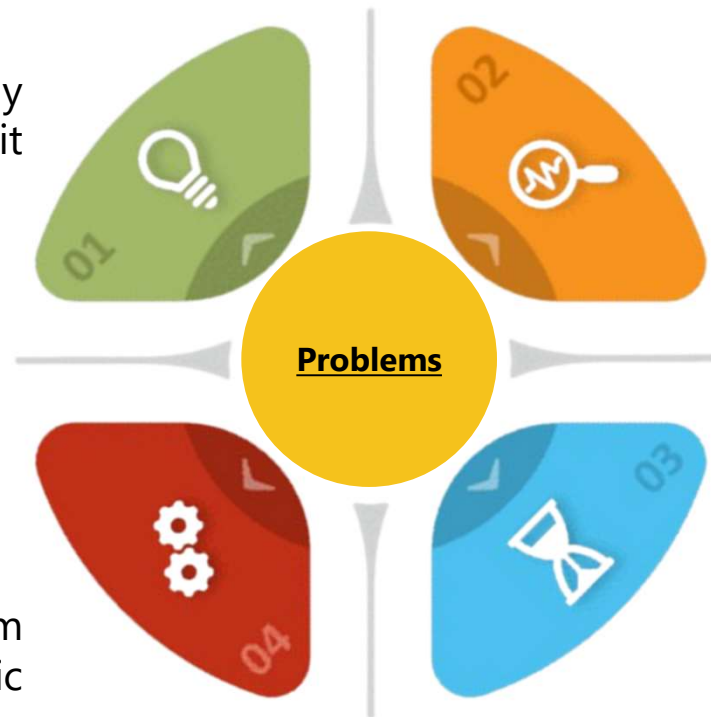


Infrastructure

Poor road and highway quality increases in transit days and cost of operation

Competition

Increasing competition from global as well as domestic players



Trained Staff

Lack of trained and educated staff leads to slower adoption of technology

Transit Loss

Goods are lost or stolen during transit which leads to operational loss.



4. Company Overview

- About Us
- Why Tiger Logistics
- FreightJar
- International Footprints
- Clients

Q1 FY25
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Tiger Logistics have been Pioneering End-to-End Logistics Globally

01.

Tiger Logistics (India) Limited, listed on the BSE, is a prominent global logistics firm offering comprehensive solutions in freight forwarding, transportation, and customs clearance.

02.

With over 23+ years of industry experience, Tiger Logistics (India) Limited has a robust nationwide presence, serving various **Sectors including**

- **Automotive**
- **Engineering**
- **Textiles**
- **Commodities**
- **Pharmaceuticals**
- **FMCG industries**

03.

Tiger Logistics (India) Limited, operates with an Asset-Light Approach Model, collaborating with partners worldwide to ensure dependable, efficient, and punctual cargo transportation.



Mission & Vision

**WE ARE TIGER LOGISTICS
IN THE RIGHT PLACE, AT THE RIGHT TIME**
We're setting a new standard for global trade.



Mission & Vision

Logistics is the backbone of the global economy; it is the tool that has been instrumental in the evolution of human civilization.

It is this movement, this acceleration of trade, commerce, culture and life that **Tiger Logistics (India) Limited** aims to facilitate with a seamless process, dependable services and a foolproof approach.



Tiger Logistics Growth Stems from

- Dedicated Teams Delivery
- Consistent Quality Service
- Industry Expertise
- Ensuring Timely Responsive
- Efficient Freight Management services from End to End





Powered by Tiger Logistics - "FreightJar"

Digital End-to-end shipment handling
- India's leading global logistics solution provider.

Back-end



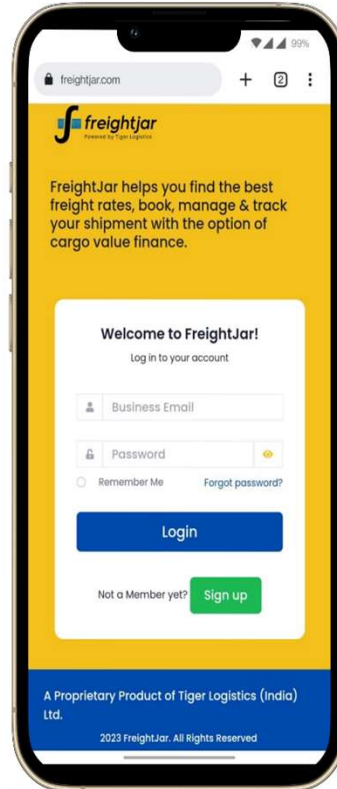
Search Rates of Multiple Shipping Lines to Optimise your cost



Get An Instant Quote on your Global Shipping Requirement



Launch of FreightJar 2.0



Front-end



Track Your Shipments in Real-Time for Enhanced Supply Chain Visibility



Helps in faster booking and saves ~5 working days and reduce logistics cost ~30%



Sales Acceleration



[Video](#)



International Footprints





Clients





5. Evolution of Tiger Logistics

- Timeline
- Promoter Prowess
- Recognition & Awards
- Accreditations & Affiliations

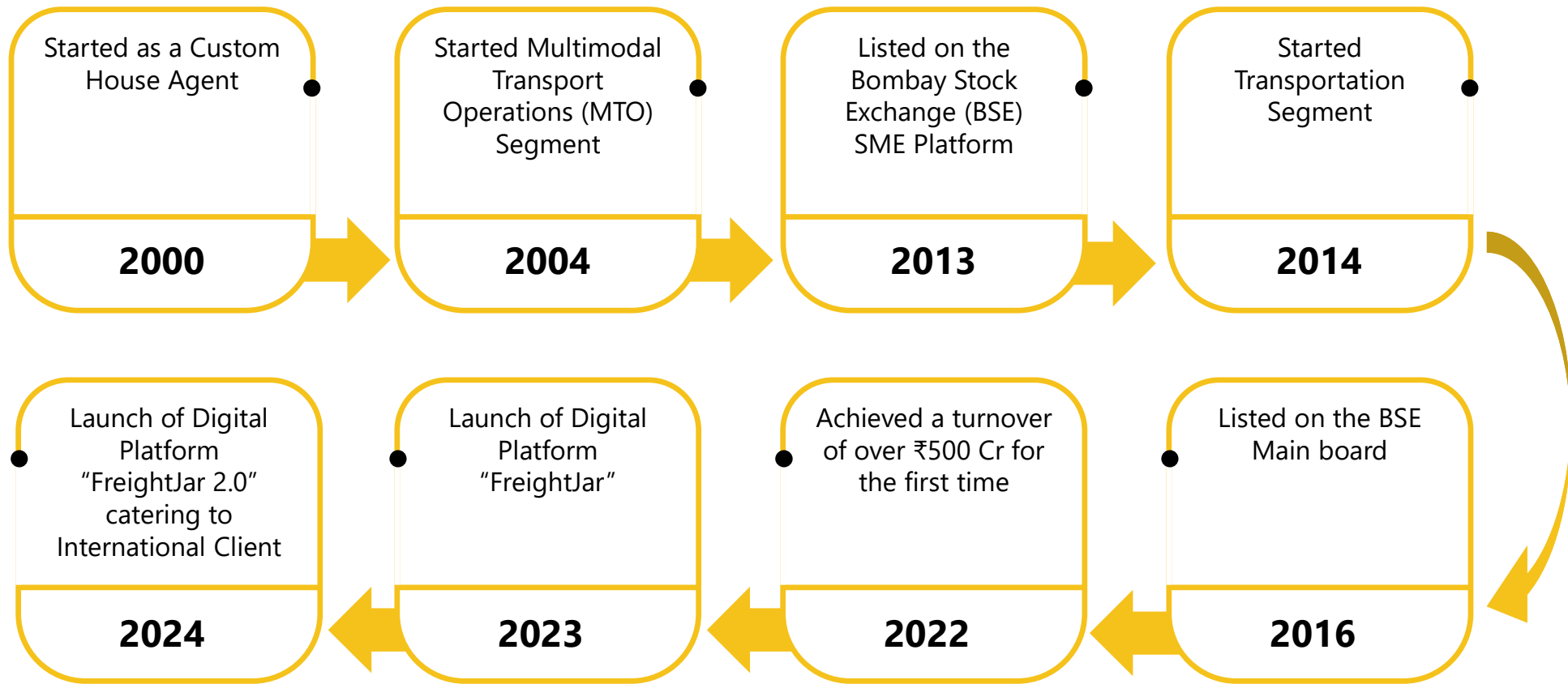
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Timeline





Promoter Prowess



● **First Generation Entrepreneur** Graduate from Delhi University



● **Started Tiger Logistics Pvt Ltd** in 2000 with a **team of 8 People**



● **Previously** involved in the **automotive industry**, with a focus on **international logistics**, played a crucial role in **bringing BMW motorcycles to India.**



● Received **Numerous Awards** Associated with various **NGOs**



Recognition & Awards



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



Recognition & Awards



Awarded

“Business Leader of the Year”

- At Northern India Multimodal Logistics Awards



Awarded

“Digital Startup of the Year”

- At Northern India Multimodal Logistics Awards 2024



Certified

“Great Place To Work”

- Great Place To Work® in India for the period July 2024 to July 2025.



Accreditations & Affiliations



Confederation of Indian Industry



Indo-German Chamber of Commerce
Deutsch-Indische Handelskammer
Mumbai · Delhi · Kolkata · Chennai
Bengaluru · Pune · Düsseldorf





6. Vision 2027

 Growth Engines

 Vision 2027

Q1 FY25
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Growth Engines

- International logistics sector remains largely manual, highlighting a significant opportunity to digitalize logistics processes.
- By implementing FreightJar™, we can enhance efficiency and reduce costs, ultimately benefiting our customers.
- The platform will enable automated RFQs, real-time freight and price discovery, shipment tracking, and digital documentation and invoicing which will streamline operations and improve overall service delivery.

Digital Play

New Geographies

- To further increase our global competitiveness and enhance our capability to serve customers, we plan to strengthen our network of agents and partners in new geographies.
- To establish sales offices in Bangladesh, South America, and the US, dedicated solely to breaking into new markets and securing business opportunities.
- This will enable us to better serve our clients and reinforce our position as a leading player in the international logistics sector.

- We are planning to establish an EV division for first-mile logistics.
- Large corporations now prefer partnering with companies focused on sustainability to reduce their carbon footprints.
- This strategic move will position us as a leader in carbon-conscious logistics, making us an attractive choice for environmentally aware clients.

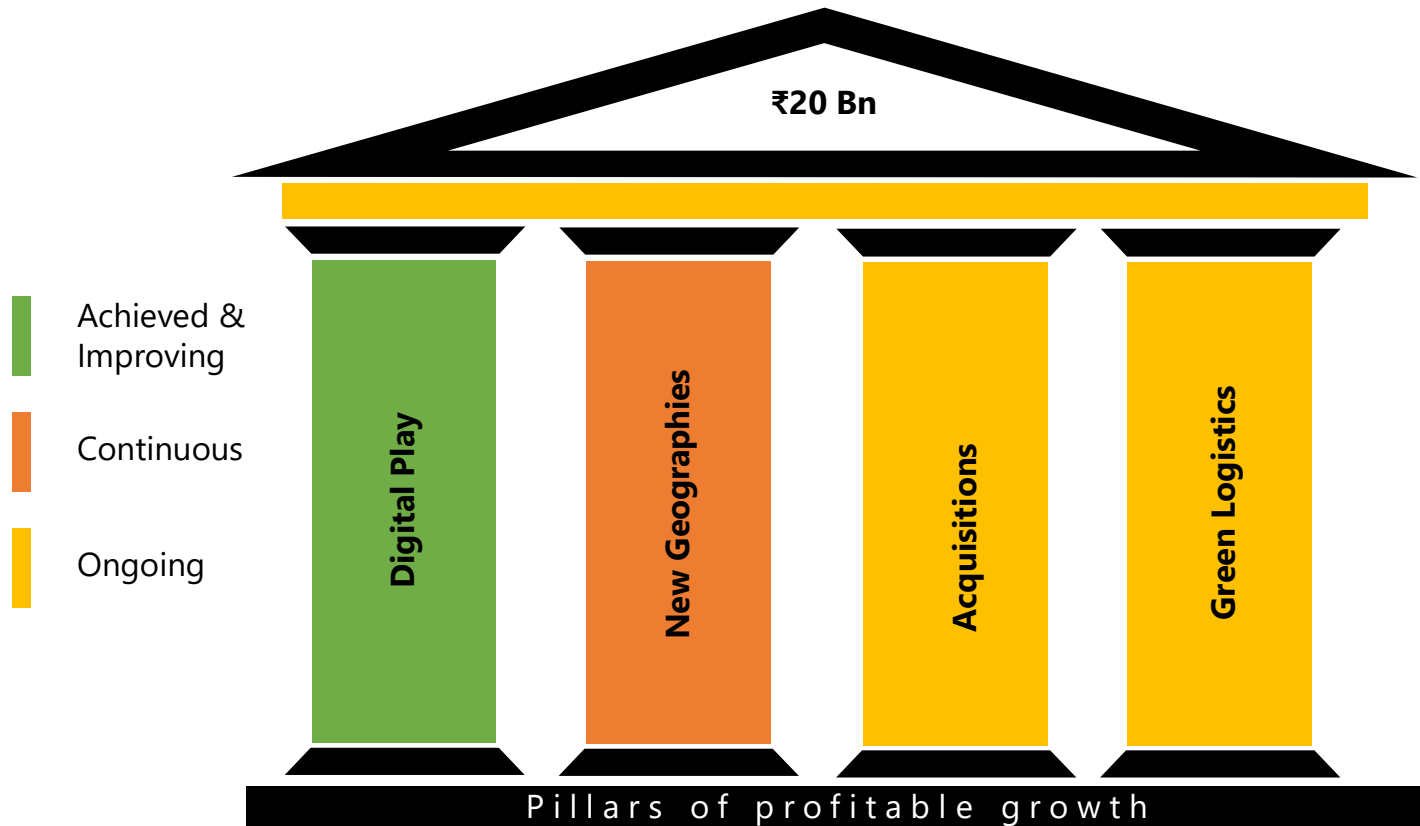
Green Logistics

Mergers & Acquisitions

- We've already hired business consultants to search for medium-sized companies in the LCL and import sectors.
- These acquisitions will help us expand our product mix into related areas like export packaging while making the most of our existing network and skills.
- This strategic move ensures our growth by new verticals without diluting our expertise.



Vision 2027





7. Annexure

 Profit & Loss Statement

Q1 FY25
BSE: 536264



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Profit & Loss Statement

Parameters (₹ in Lakhs)	Quarterly					Yearly
	Q1 FY25	Q4 FY24	QoQ	Q1 FY24	YoY	FY24
Revenue	10,116.4	9,271.3	9.1%	4,202.0	2.4x	24,025.8
Operating Expenses	9,026.7	8,221.3		3,561.0		20,543.9
Employee Expenses	384.0	358.3		326.1		1,382.7
Other Expenses	188.5	224.2		58.4		597.0
EBITDA*	517.2	467.5	10.6%	256.5	2.0x	1,502.2
EBITDA Margin	5.1%	5.0%	+10 bps	6.1%	(100) bps	6.3%
Other Income	159.8	174.0		40.8		387.7
Depreciation	20.6	27.0		16.9		77.9
EBIT	656.4	614.5	6.8%	280.4	2.3x	1,812.0
EBIT Margin	6.5%	6.6%	(10) bps	6.7%	(20) bps	7.5%
Interest / Finance Cost	38.0	32.0		3.0		42.5
PBT	618.4	582.5	6.2%	277.4	2.2x	1,769.5
Tax	155.8	179.9		67.0		473.2
PAT	462.6	402.6	14.9%	210.4	2.2x	1,296.3
PAT Margin	4.6%	4.3%	+30 bps	5.0%	(40) bps	5.4%

Note:

* EBITDA = Revenue – Operating Expenses – Employee Expenses – Other Expenses



Tiger Logistics (India) Limited
CIN - L74899DL2000PLC105817



Thank You

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