

TIGER LOGISTICS (INDIA) LIMITED
INVESTOR PRESENTATION

Q3 - FY 2019-2020



SAFE HARBOUR STATEMENT

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FINANCIAL PERFORMANCE

Q3 – FY 2019-2020

FINANCIAL PERFORMANCE SNAPSHOT

Parameter	Q3 FY20 (Rs. In Lakhs)	Q2 FY20 (Rs. In Lakhs)
• Total Income	• 8,422.09	• 7,911.67
• EBITDA	• 283.21	• 215.79
• PAT	• 93.22	• 53.95
• EPS (In Rs.)	• 0.88	• 0.51

FINANCIALS – STANDALONE UN-AUDITED

(Rs in Lakhs)					
S. No.	Particulars	Standalone			Year Ended 31.03.2019
		Quarter ended 30.12. 2019	Nine Month ended 31.12.2019	Quarter ended 31.12.2018	
		Un-Audited	Un-Audited	Un-audited	Audited
1.	Total Income from Operations	8,422.09	23,357.49	7,856.17	33,072.20
2.	Net Profit/ (Loss) for the period (before Tax, Exceptional and/or Extraordinary items)	143.93	284.32	42.92	1,049.30
3.	Net Profit/ (Loss) for the period before tax (after Exceptional and/or Extraordinary items)	143.93	284.32	42.92	1,049.30
4.	Net Profit/ (Loss) for the period after tax (after Exceptional and/or Extraordinary items#)	81.19	206.89	31.90	634.38
5.	Total Comprehensive Income for the period [Comprising Profit / (Loss) for the period (after tax) and Other Comprehensive Income (after tax)]	93.22	232.79	41.15	669.44
6.	Equity Share Capital	1057.25	1057.25	1057.25	1057.25
7.	Reserves (excluding Revaluation Reserve) as shown in the Audited Balance Sheet of the previous year	0	0	0	5460
8.	Earnings Per Share (of Rs. 10/- each) (for continuing and discontinued operations) -				
	1. Basic:	0.88	2.20	0.39	6.33
	2. Diluted:	0.88	2.20	0.39	6.33

OPERATIONAL OVERVIEW

OPERATIONAL METRIX Q3-FY20

Segment - wise Revenue

Segment	Amount (Rs. in Lakhs)	% to total Revenue
CHA	1048	12.45%
Multi-modal	6946	82.49%
Transportation	426	5.06%
Total	8420	100.00%

Sector- wise Revenue

Sector	Amount (Rs. in Lakhs)	% to total Revenue
Automobiles	3940	46.79%
Commodity	804	9.55%
Project	131	1.56%
Others	3545	42.10%
Total	8420	100.00%

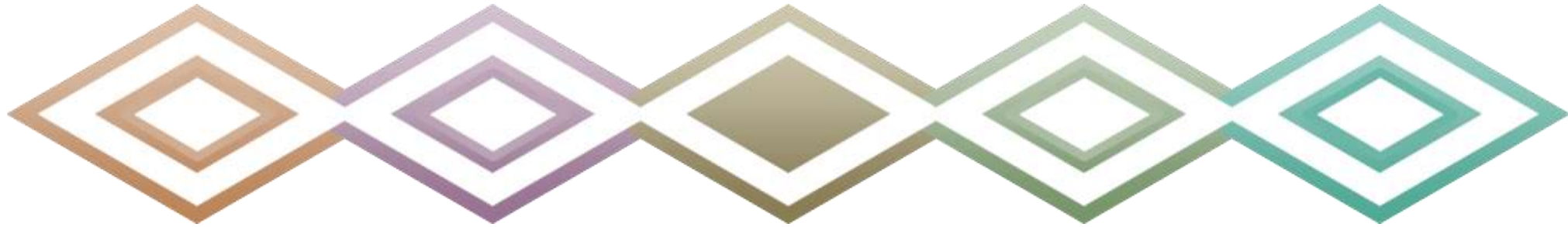
COMPANY OVERVIEW

WHAT WE ACHIEVED...

- Tiger Logistics has been serving industry clients for over two decades. We are an ISO 9001:2008 certified company and exceeds industry standards by providing quality services, integrated supply chain and logistics solutions to consistently meet the requirements of clients all over India. We are the 9th and youngest Indian logistics company to be listed on the main board of the country's premier Stock Exchange "BSE Limited" (BSE).
- Our flagship services, supported by pioneering systems of information technology, are especially designed to handle the unique logistics challenges faced by our customers at every step of the supply chain. Once you opt for our services, our expert professionals will take the utmost care to ensure that your freight forwarding and logistics requirements are fulfilled in an entirely hassle-free manner and within the least turnaround time, thereby providing you the competitive advantage that you desperately need to take your business to another level.

OUR JOURNEY....

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

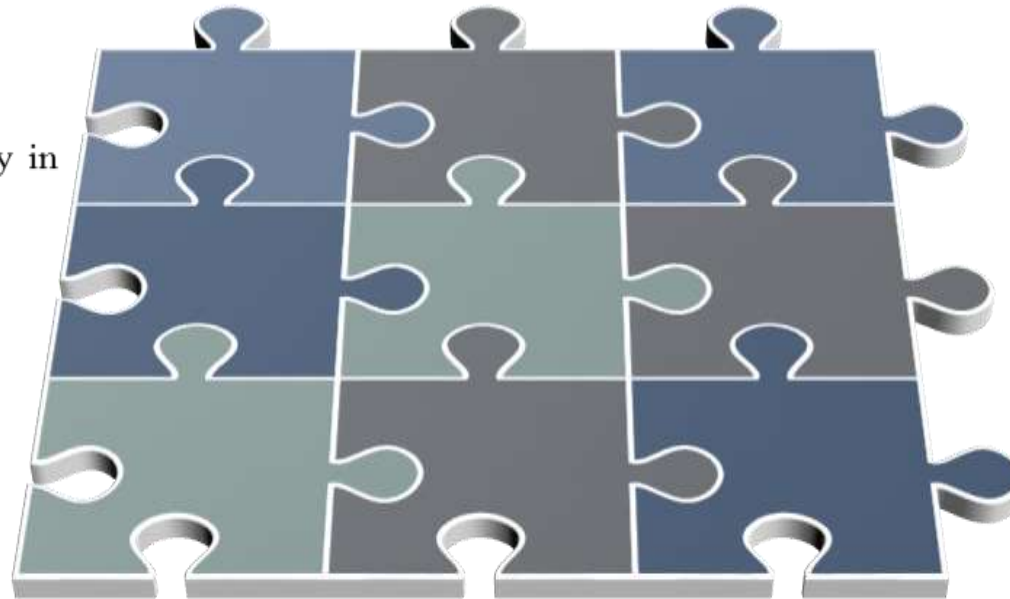
Our strong on ground force constantly thrives for efficiency in execution

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

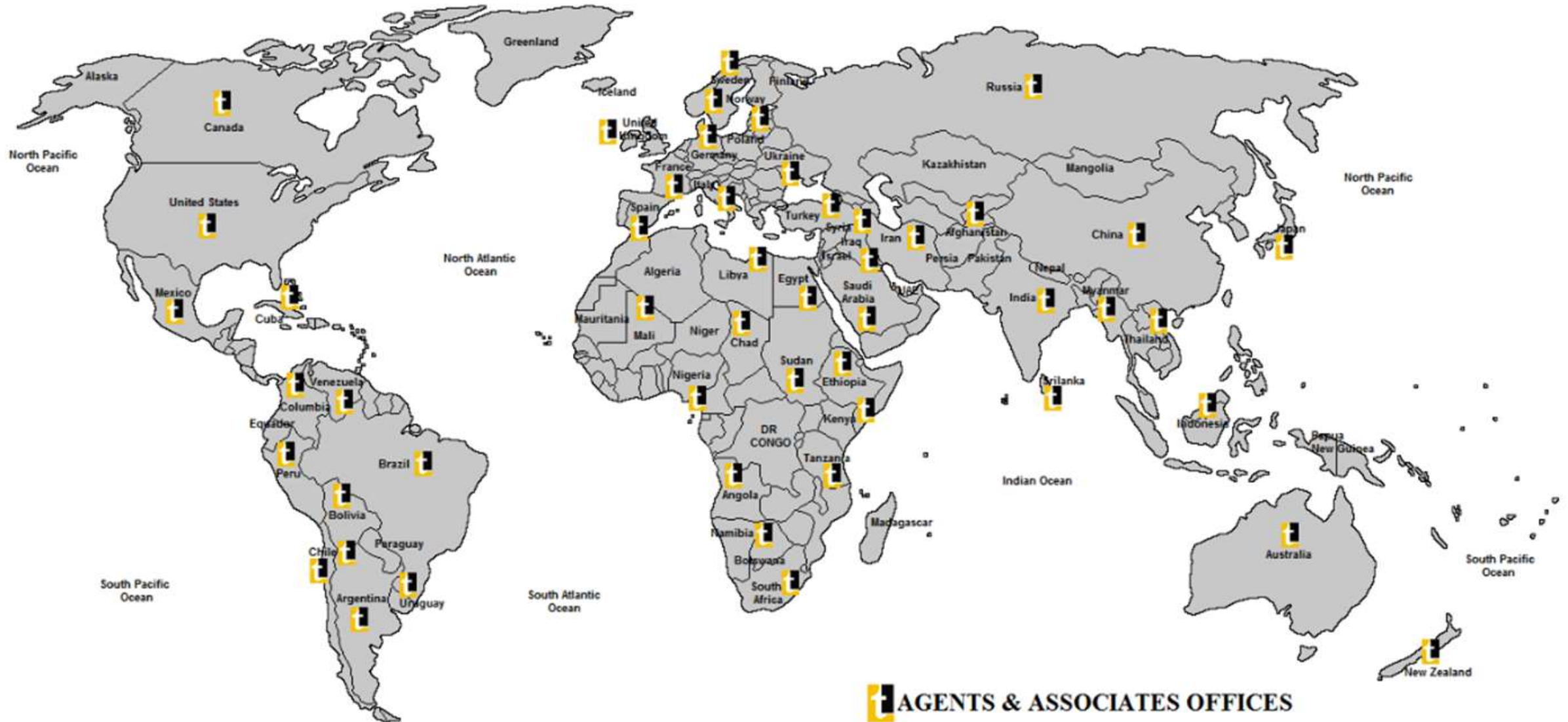
Through Optimum fund Utilization we have been a low leverage company

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



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

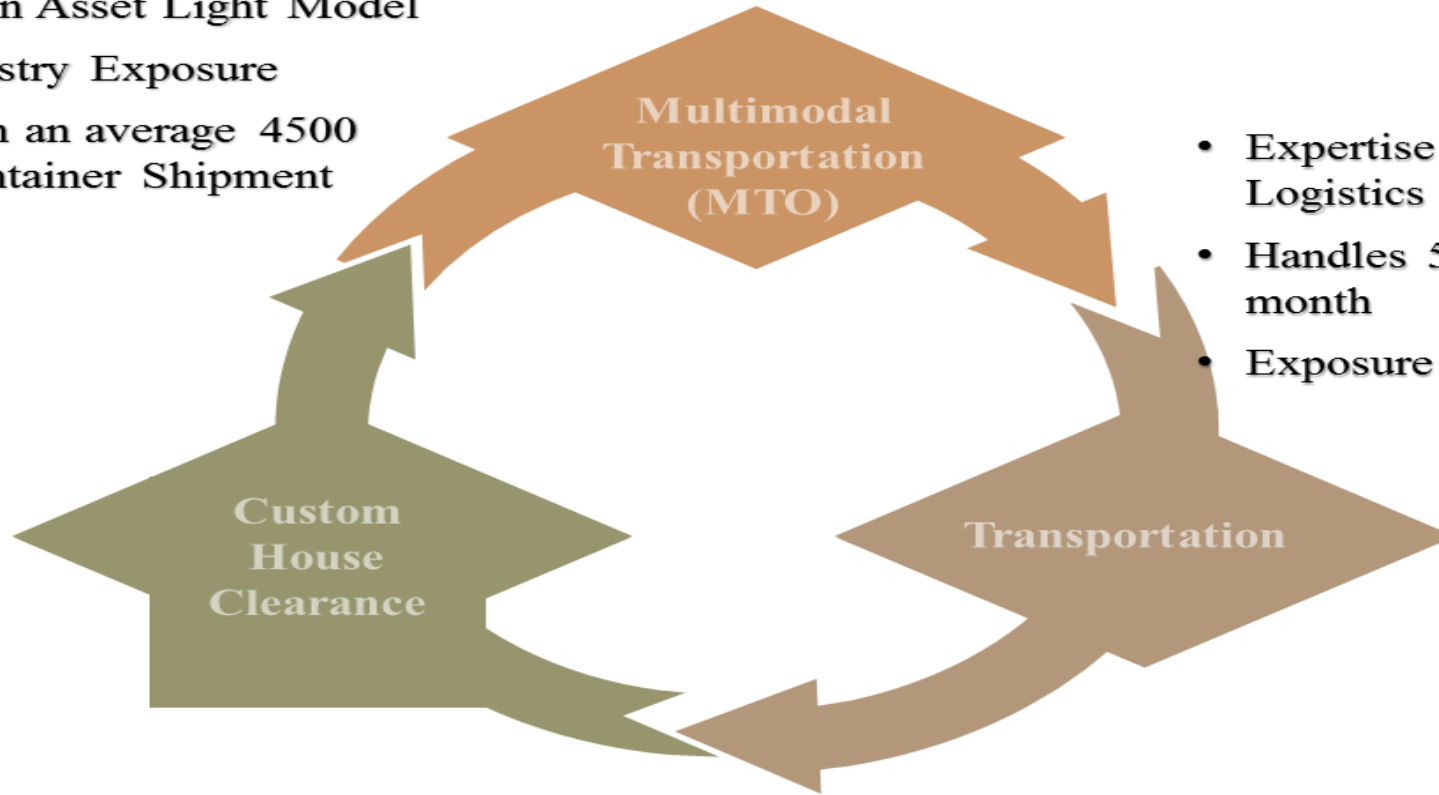
When Exporter has Less than Container Load



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



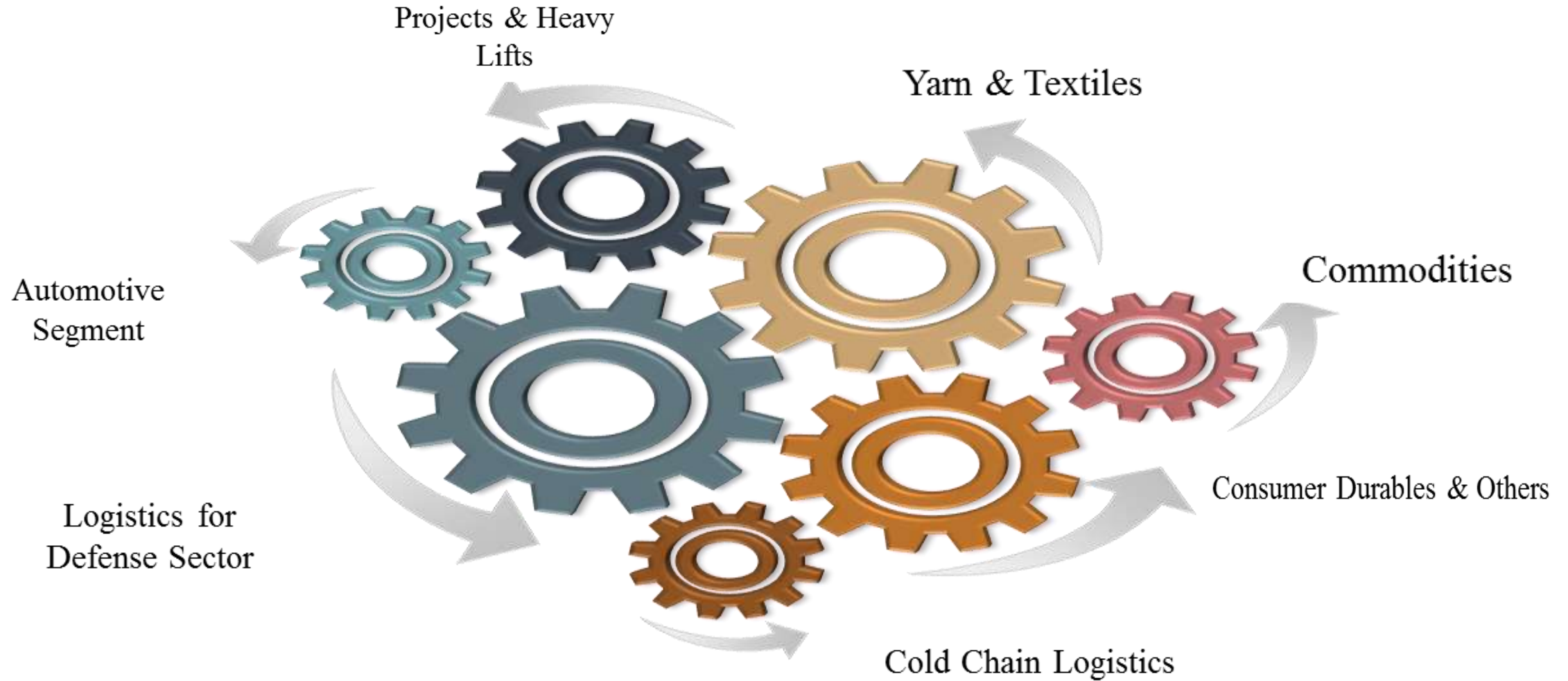
- Expertise in handling Project Logistics & Food Commodities
- Handles 500+ shipments per month
- Exposure to Varied products

- 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

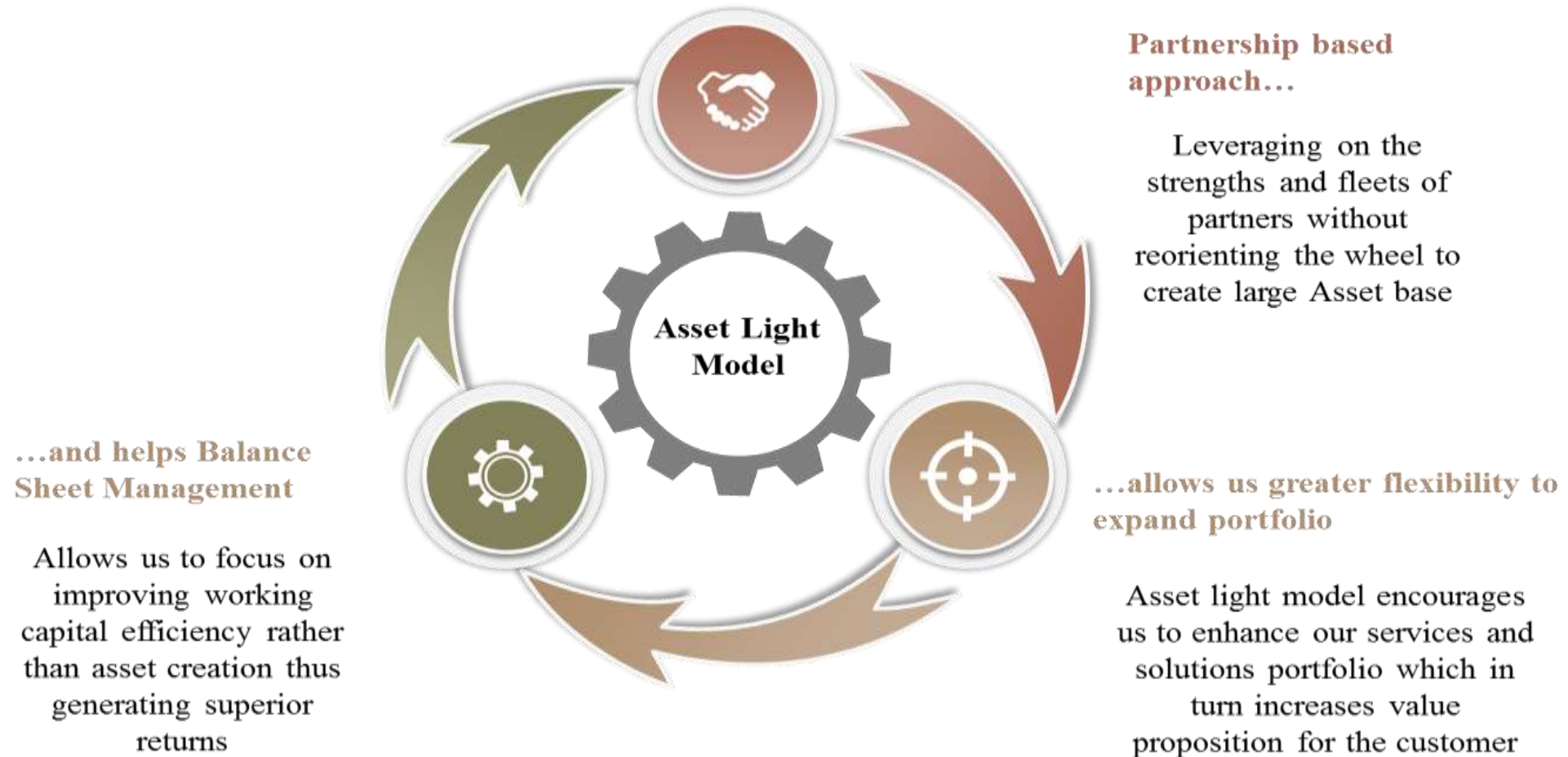
SERVICING MULTIPLE CLIENTS...



ACROSS MULTIPLE SECTORS...



ASSET LIGHT MODEL – OUR USP



FUTURE STRATEGY

Leverage & Deepen Relationships

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

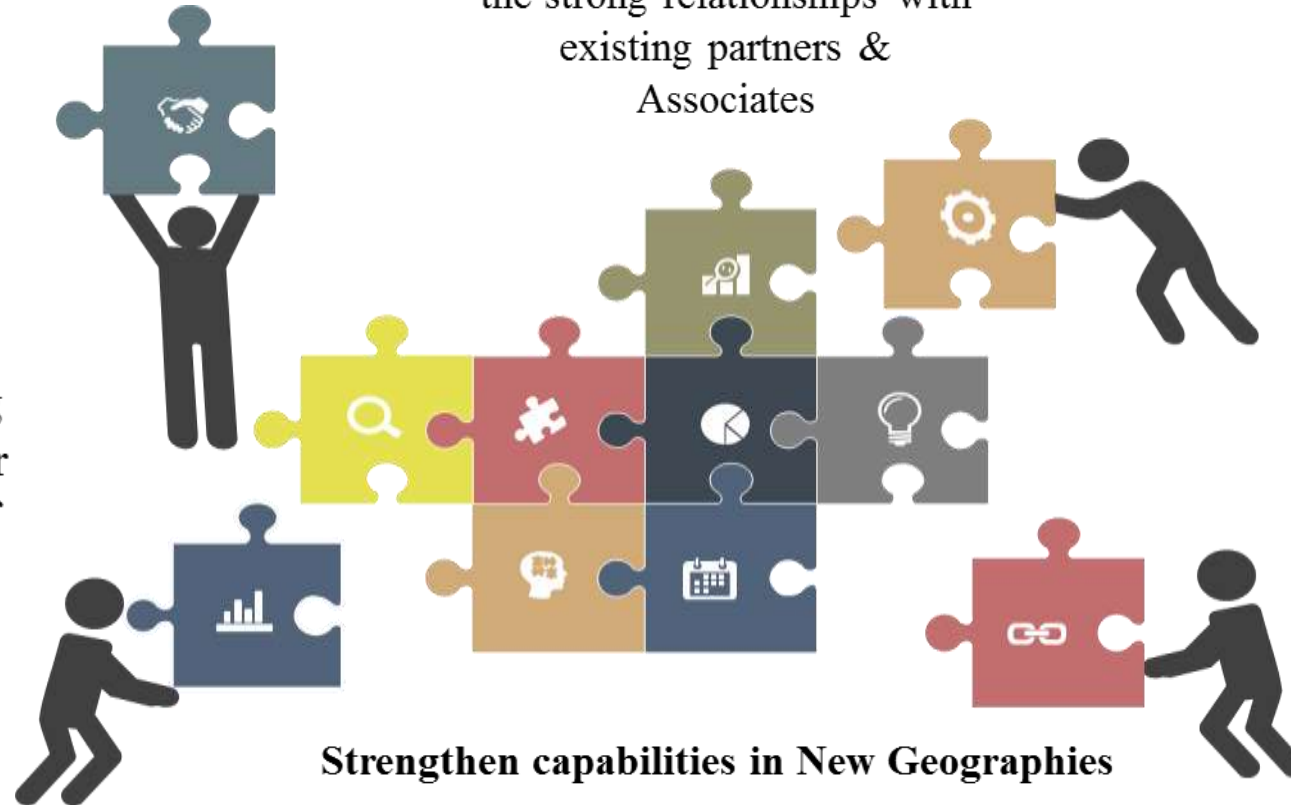
Domestic Logistics &

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

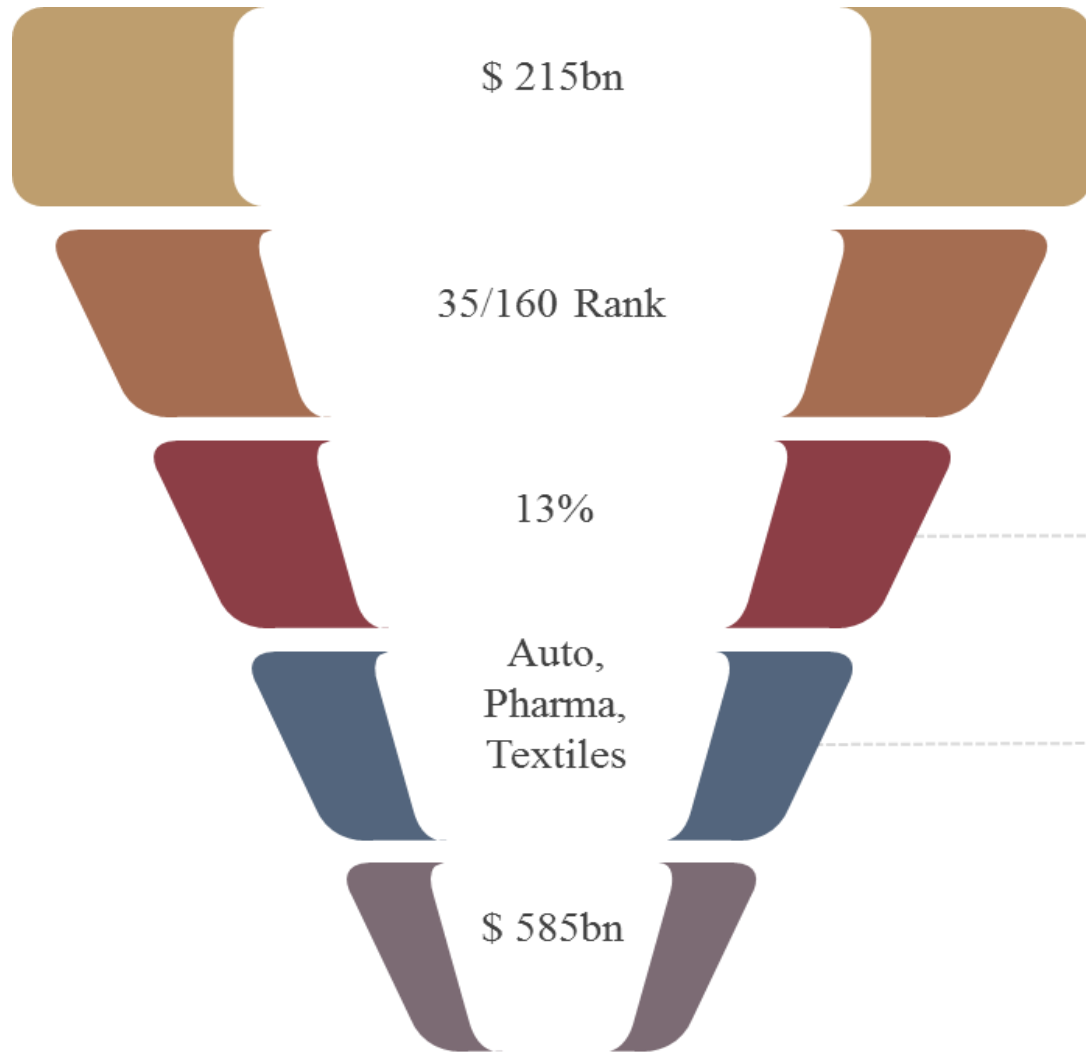


Strengthen capabilities in New Geographies

To enhance the network of agents &
partners in new geographies further
enhancing global competitiveness and
capability to serve the customer

INDUSTRY OVERVIEW

INDIAN LOGISTICS SCENARIO



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

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 &
Educated staff leads to
slower adoption of
technology

Loss in Transit

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

MAKE IN INDIA – GROWTH OPPORTUNITY



KEY MILESTONES



Started as a
Custom
House Agent
2000

Started
Multimodal
Transport
Operations
(MTO)
Segment
2004

Started
Transportati
on Segment
2014

Achieved
Revenue
of INR
300
Crores
2018

STRONG PROMOTER PROWESS



Started Tiger Logistics with a team of 8 People

Previously associated with Hero Moto Corp
Specialized in International Logistics Instrumental in
bringing BMW Bikes to India

Received Numerous Awards Associated
with various NGO's

RECENT RECOGNITIONS

Tiger Logistics (India) Limited, a leading Third-party logistics player, has bagged two prestigious awards title at the Annual India Cargo Awards ceremony on Monday 27th January 2020 in New Delhi.



The company has won **“The Best Ocean Freight Forwarding Company”** for the year 2019-20 and **“The Best Supply Chain Management Company”** for the year 2019-20. The award was conferred by Mr N. Sivasailam, Special Logistics Secretary - Ministry of Commerce, Government of India.

ACCREDITATIONS & AFFILIATIONS



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



OUR CREDENTIALS

BHEL LIMITED



Conveyed to Piraeus, Greece

ABB LIMITED



Conveyed to Montevideo, Uruguay

HAL LIMITED



60 Dornier Aircraft Conveyed to Ruag, Germany

HI-TECH LIMITED



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

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**THANK YOU FOR
HELPING US
GROW!**

