

TIGER LOGISTICS (INDIA) LTD

**Investor Presentation
June 2019**





FINANCIAL PERFORMANCE





PERFORMANCE SNAPSHOT Q4 & FY19

Parameter	Q4 FY19 (Rs. In Lakhs)	FY19 (Rs. In Lakhs)
• Income	• 9731.25	• 33072.20
• EBITDA	• 805.51	• 2247.81
• PAT	• 164.85	• 667.26

STANDALONE AUDITED





PERFORMANCE SNAPSHOT Q4 & FY19

Parameter	Q4 FY19 (Rs. In Lakhs)	FY19 (Rs. In Lakhs)
• Income	• 9731.25	• 33072.20
• EBITDA	• 804.50	• 2246.80
• PAT	• 162.24	• 663.76

CONSOLIDATED AUDITED





INCOME STATEMENT

S. No.	Particulars	Standalone (Rs. In Lakhs)				Consolidated	
		Quarter Ended		Year Ended		Year Ended	
		31.03.2019	31.03.2018	31.03.2019	31.03.2018	31.03.2019	31.03.2018
		Audited	Audited	Audited	Audited	Audited	Audited
1.	Total Income from Operations	9731.25	9700.53	33072.20	32484.84	33072.20	32484.48
2.	Net Profit for the period (before Tax, Exceptional and/or Extraordinary items#)	336.56	612.90	1049.30	1741.33	1046.69	1739.68
3.	Net Profit / (Loss) for the period before tax (after Exceptional and/or Extraordinary items#)	336.56	612.90	1049.30	1741.33	1046.69	1739.68
4.	Net Profit / (Loss) for the period after tax (after Exceptional and/or Extraordinary items#)	164.85	395.17	667.26	1139.00	663.76	1137.36
5.	Total Comprehensive Income for the period [Comprising Profit / (Loss) for the period (after tax) and Other Comprehensive Income (after tax)]	9.13	3.27	35.06	3.41	35.06	3.41
6.	Equity Share Capital	1057.25	1057.25	1057.25	1057.25	1057.25	1057.25
7.	Reserves (excluding Revaluation Reserve) as shown in the Audited Balance Sheet of the previous year	-	-	5459.79	4792.52	5457.39	4793.25
8.	Earnings Per Share (of Rs. 10/- each) (for continuing and discontinued operations) -						
	1. Basic:	1.56	3.74	6.31	10.77	6.28	10.76
	2. Diluted:	1.56	3.74	6.31	10.77	6.28	10.76



OPERATIONAL OVERVIEW





REVENUE - INDUSTRY WISE & SEGMENT WISE (%)

INDUSTRY WISE REVENUE (in%)

Industry	Q1 FY-19	Q2 FY-19	Q3 FY-19	Q4 FY-19
Projects	10%	11%	10%	4%
Auto	30%	33%	35%	32%
Commodities	31%	30%	28%	31%
Other	29%	26%	27%	34%
Total	100%	100%	100%	100%

SEGMENT WISE REVENUE (in%)

Segment	Q1 FY-19	Q2 FY-19	Q3 FY-19	Q4 FY-19
Multi-Model	83%	84%	85%	88%
Transportation	7%	6%	5%	4%
CHA	10%	9%	10%	8%
Total	100%	100%	100%	100%



COMPANY OVERVIEW





IT'S WHAT WE ACHIEVED...

Tiger Logistics has been serving industry clients for more than 19 years. 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 "Bombay Stock Exchange" (BSE).

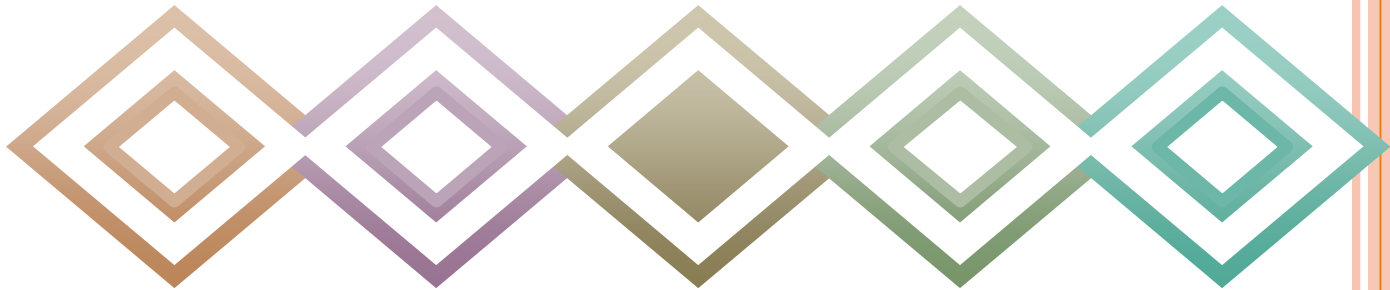
Our flagship services, supported by pioneering systems of information technology, are especially designed to handle the unique logistics challenges faced by our customers at every step of the supply chain. Once you opt for our services, our expert professionals will take the utmost care to ensure that 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

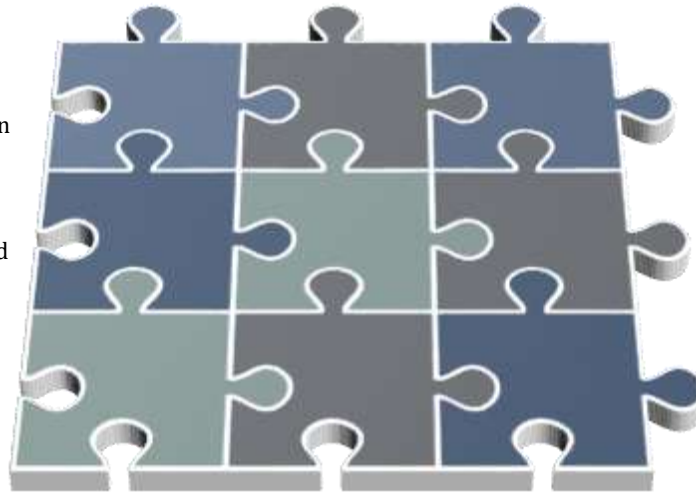
Our strong on ground force constantly thrives for efficiency in execution

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



OUR 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



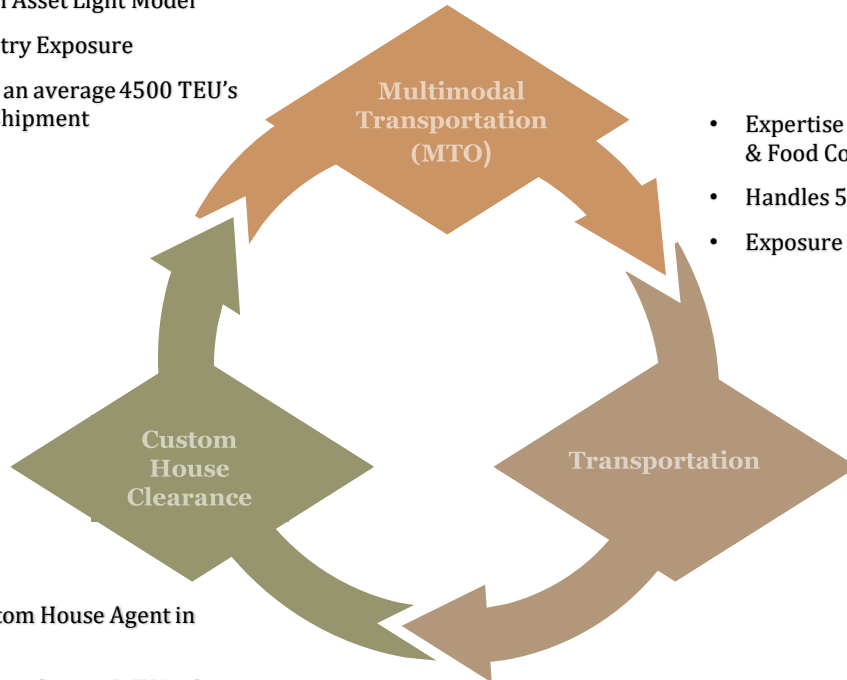
- Our Strong Network of LCL's provide us continuous business opportunities thus strengthening our position as a leading FCL player in India





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



...SERVICING MULTIPLE CLIENTS...

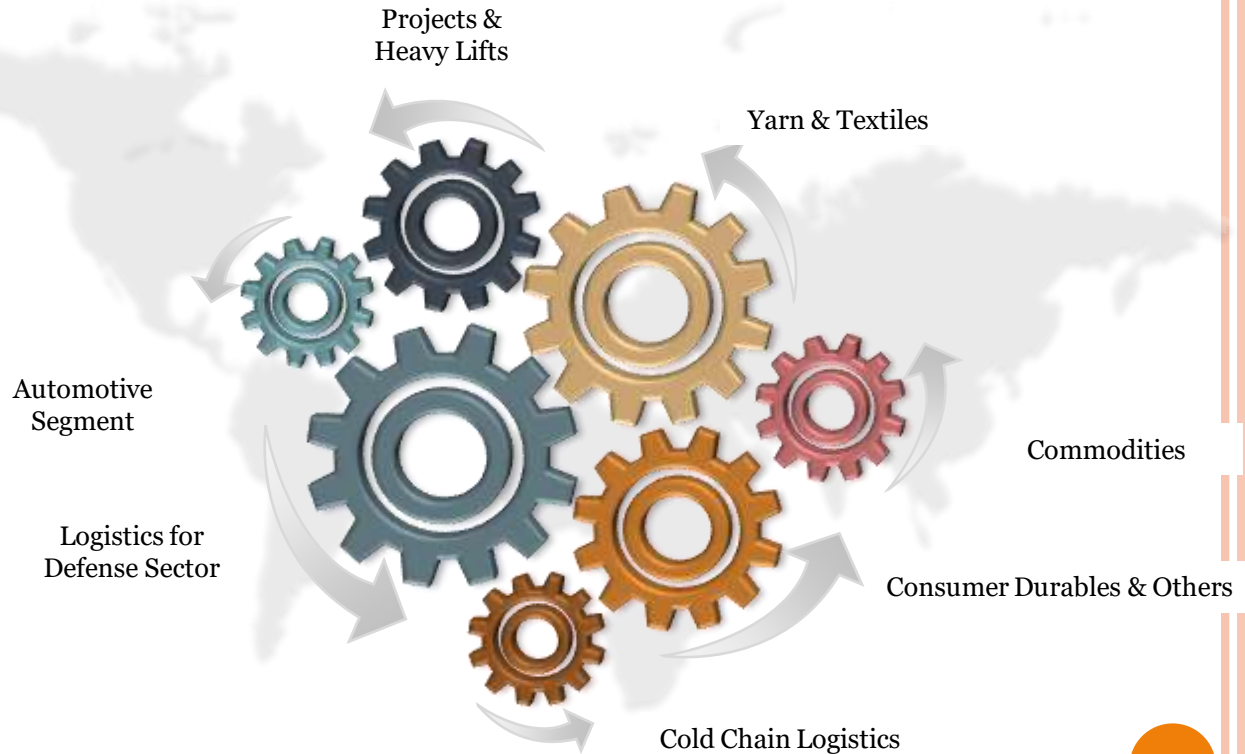


DEFENCE RESEARCH &
DEVELOPMENT ORGANISATION





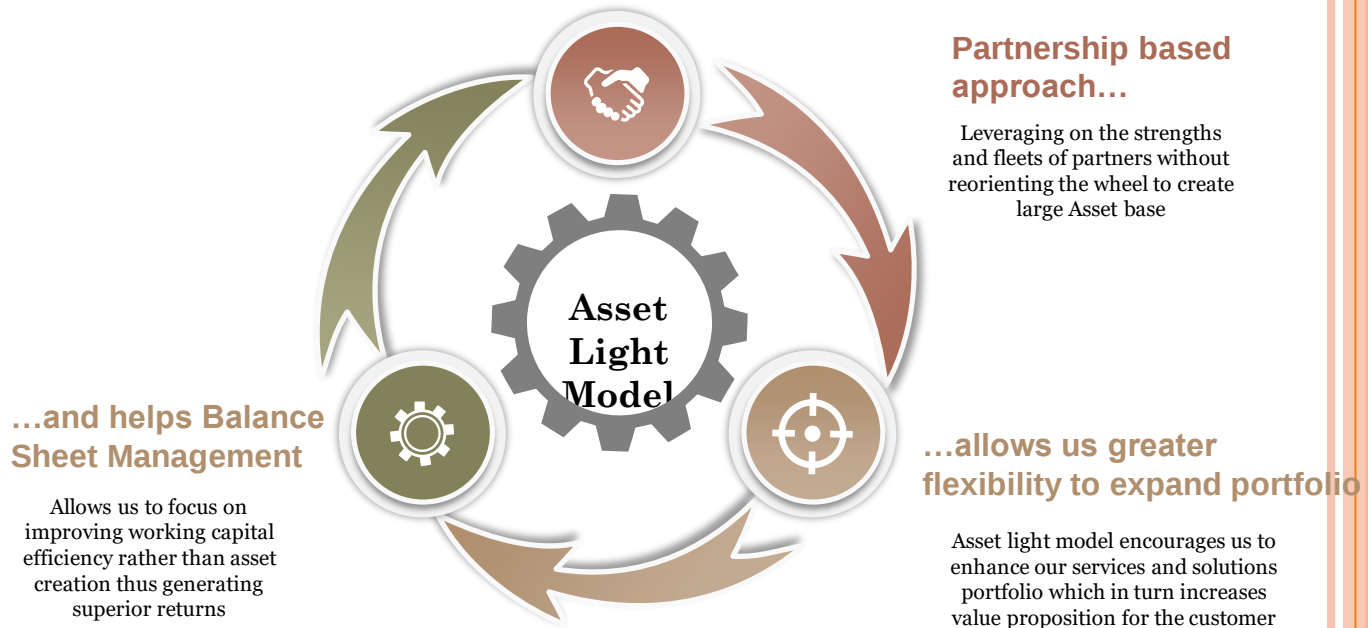
...ACROSS MULTIPLE SECTORS...



...thus diversifying risk profile



ASSET LIGHT MODEL – OUR USP



FUTURE STRATEGY



Leverage & Deepen Relationships

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

Domestic Logistics & LCL

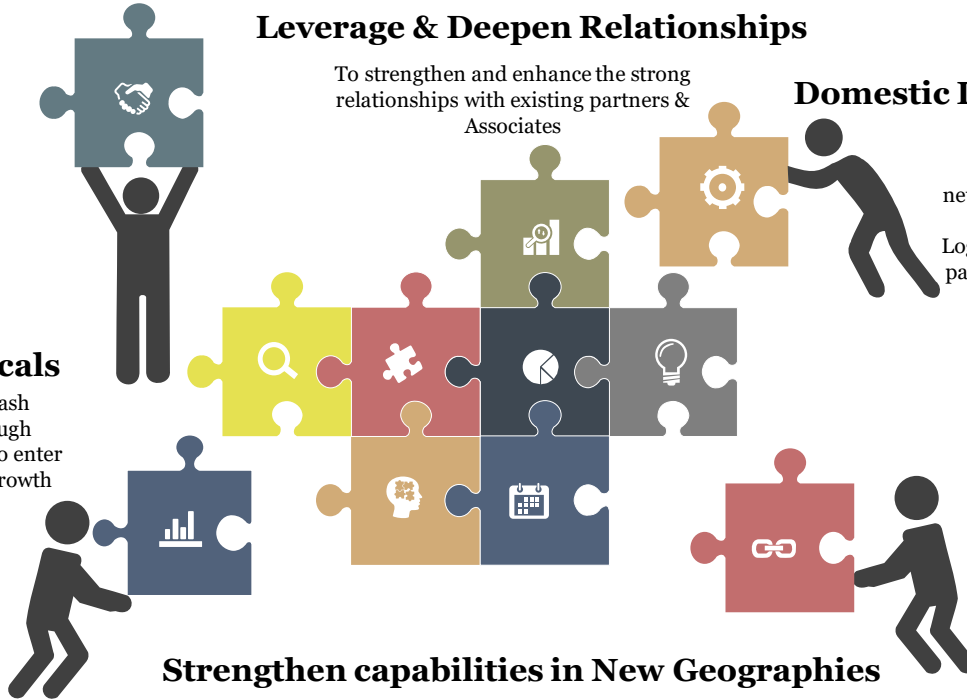
Leveraging existing network & infrastructure to enter Domestic Logistics segment and be part of the LCL Segment in India

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



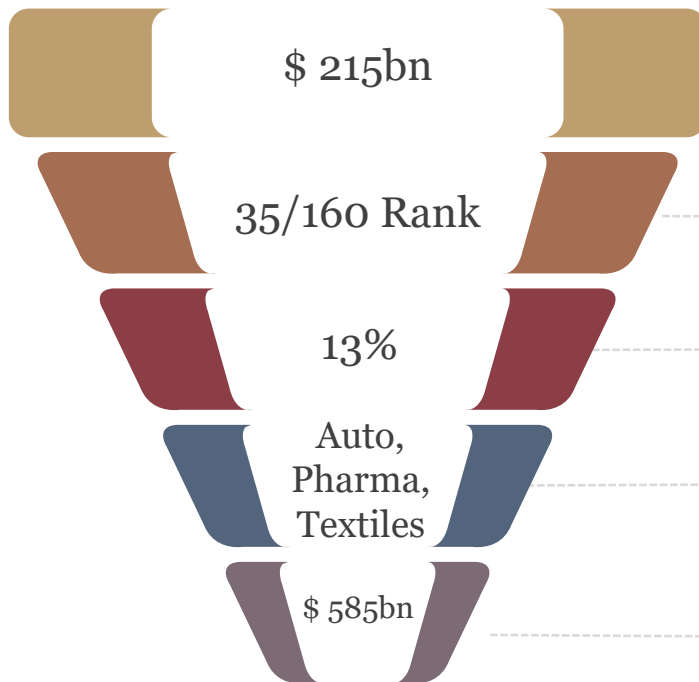


INDUSTRY OVERVIEW





INDIAN LOGISTICS SCENARIO



Size of Logistics Sector

Logistics Industry is poised to grow to 215 bn 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

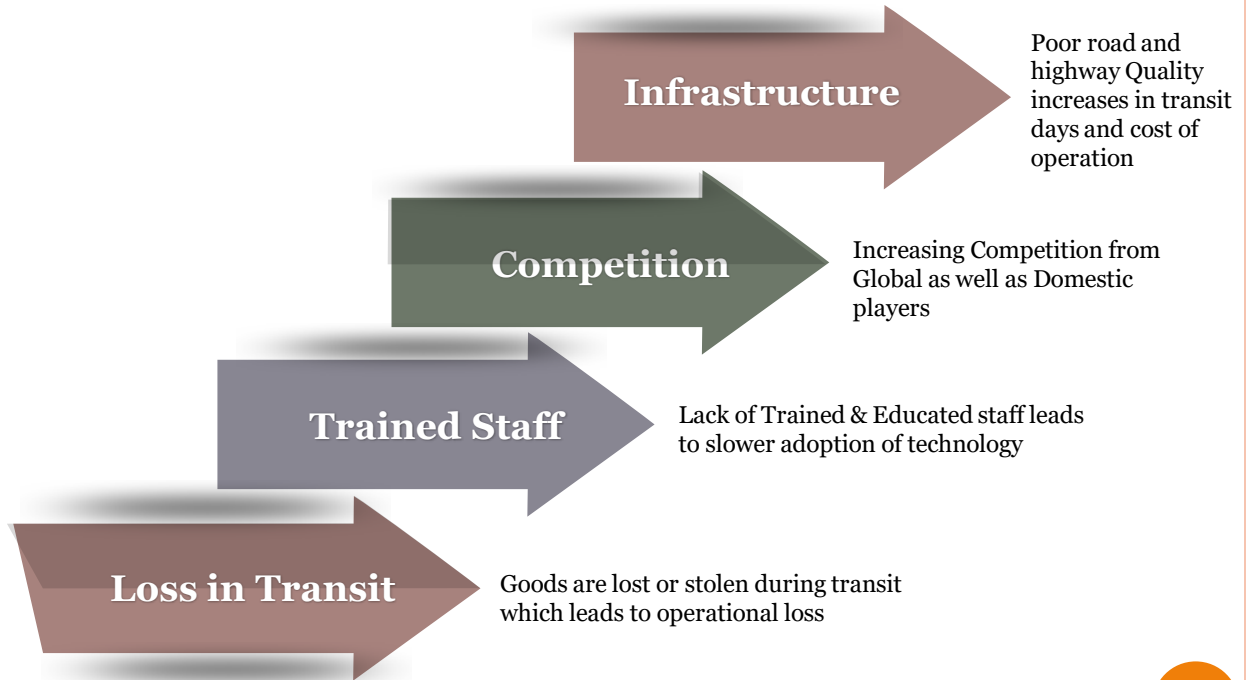
- Increase in Consumption at 6.7% during 2015-20
- Consumer spending will more than double by 2025
- 5th Largest Consumer Country by 2025

EXIM Demand

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

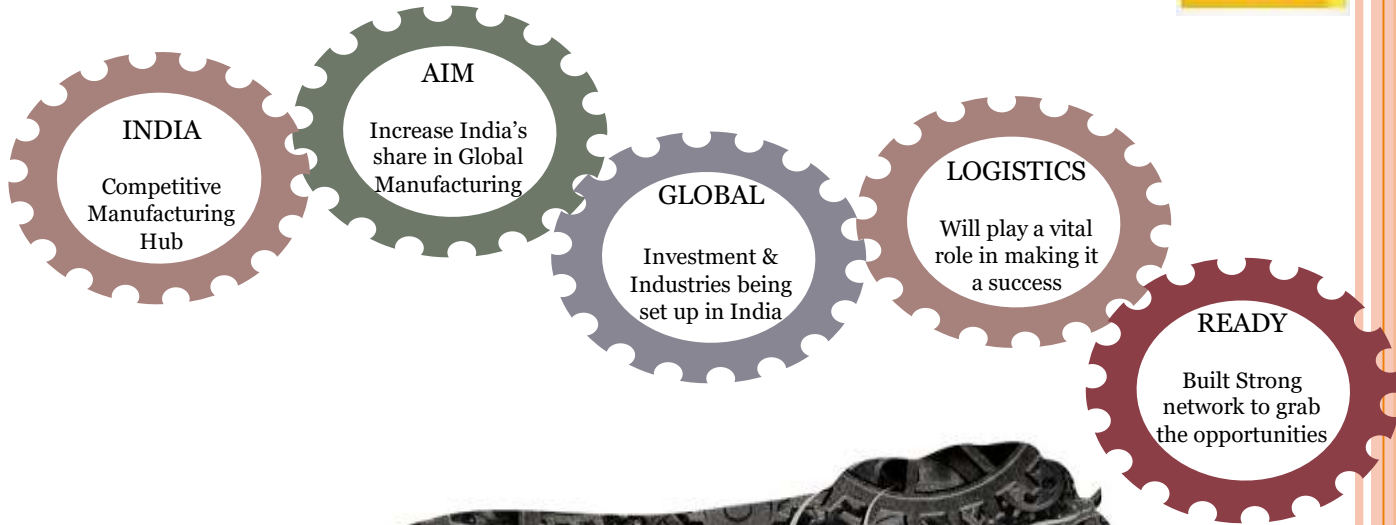


CHALLENGES





MAKE IN INDIA – GROWTH OPPORTUNITY





KEY MILESTONE



STRONG PROMOTER PROWESS





OUR RECOGNITION IN FY 2018-19



**Best Logistics Company
(International Exports &
Imports) 2018-19**



**Innovative Logistics
Company of the Year 2018-19**



**Business Icon of the Year
(Logistics Sector) 2018-19**

Tiger Logistics was awarded at the BTVi business excellence awards organized in Mumbai, India. The award was received by the Managing Director Mr. Harpreet Singh Malhotra, and Mumbai core team members. The function was organized at Hotel Taj Lands End Mumbai on 16th February, 2019 (Saturday).





OUR RECOGNITION IN FY 2018-19

Tiger Logistics was awarded as '**Most Diversified Logistics Company of the year 2018-19**' at the Conquest 2019 organized by Northern India Multimodal Logistics. The award was received by the Managing Director Mr. Harpreet Singh Malhotra, and Delhi Headquarters core team members. The function was organized at Hotel Shangri-La (Eros), New Delhi on 22nd February, 2019 (Friday).



Managing Director of Tiger Logistics - Mr. Harpreet Singh Malhotra received rightful recognition the '**Award of Excellence (Logistics Industry)**' at IIT Delhi in a leadership event accumulating all eminent industry leaders on 23rd February, 2019 (Saturday). The award was presented by the Dean Professor of IIT Delhi Dr. Devinder Kumar Banwet at Lecture Hall Complex (Room.No.114) under premises of IIT Delhi.

ACCREDITATIONS & AFFILIATIONS





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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