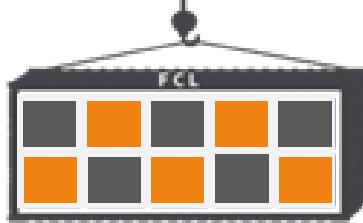


Total Transport Systems Limited

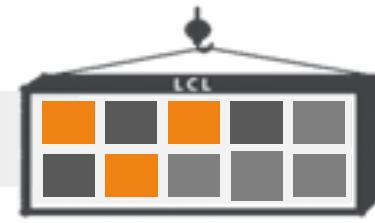
Investor Presentation

H2 & FY20 update presentation

September 2020



Disclaimer



Total Transport
Systems Limited

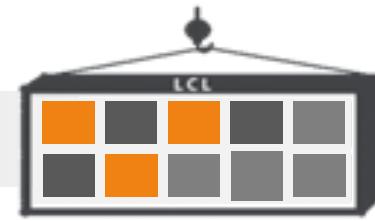
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This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

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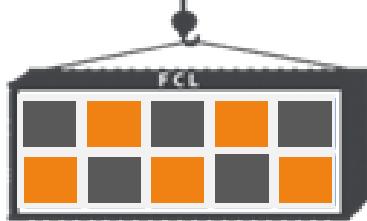
Consolidated Half Yearly Financial Highlights

03

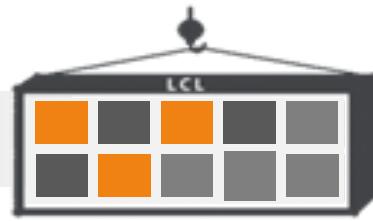
Company Overview

04

Business Overview



Executive Summary



Total Transport
Systems Limited

Overview

- Incorporated in 1994, Total Transport Systems Ltd. is a reputed player in the Indian Logistics Industry
- The company is engaged in Cargo Consolidation and Deconsolidation for Less than Container Load (LCL), and Full Container Load (FCL), and Freight Forwarding for both exports and imports
- The company also represents the world's 5th largest consolidators network named "iCargo Alliance" formed along with CP World Group and Fang Cheng International Transportation Services Co. Ltd. of China, whose network complements globally

Business Segments

Cargo
Consolidation

Freight
Forwarding

Air Freight

Last mile delivery
operations

Marquee Clients

- **Domestic** - TATA Motors Ltd., Reliance Industries Ltd., Raymonds Group, IPCA Labs, Cadila Pharmaceuticals Ltd., Axis Electrical Components, etc.
- **International** - Dachser Intelligent Logistics, Hellman, Agility, DHL, Schenkers, etc.

Consolidated Financials (FY20)

Revenue
Rs. 241.16
Crore

EBITDA
Rs. 0.99 Crore
EBITDA Margin
0.41 %

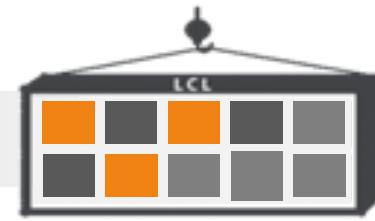
RoCE
8.70 %
RoE
7.01%



Financial Performance - H2 & FY20



Impact of COVID – 19

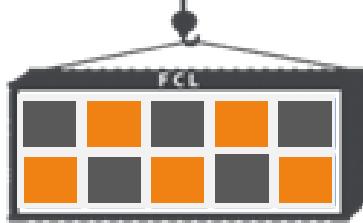


Total Transport
Systems Limited

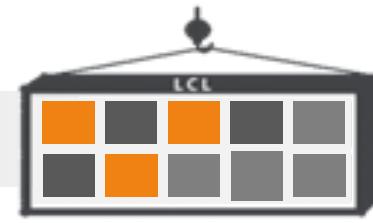
- COVID-19 pandemic has posed unprecedented challenges all over the world. All societies, industries and businesses are impacted, and Total' is no exception to it.
- Due to lock down and subsequent restrictions on movement, the entire logistics industry is facing financial distress.
- There will be a major impact of Covid on turnover and profitability. Closure of economic activity has led to disruptions in the supply chain.

- While almost all operating sites were under lockdown mode during the national lockdown phase, the units catering to essential commodities across Fast Moving Consumer Goods were operational. Accordingly, the Company continued to service these

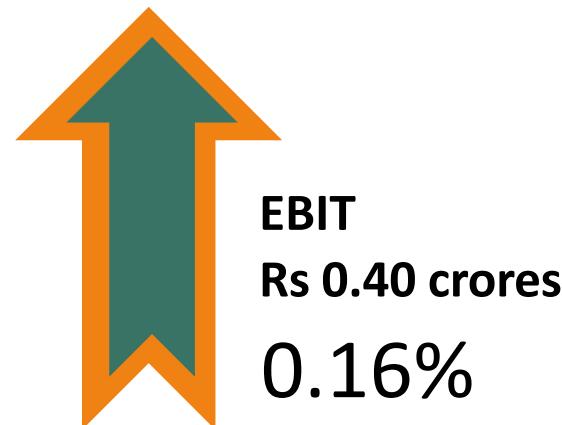
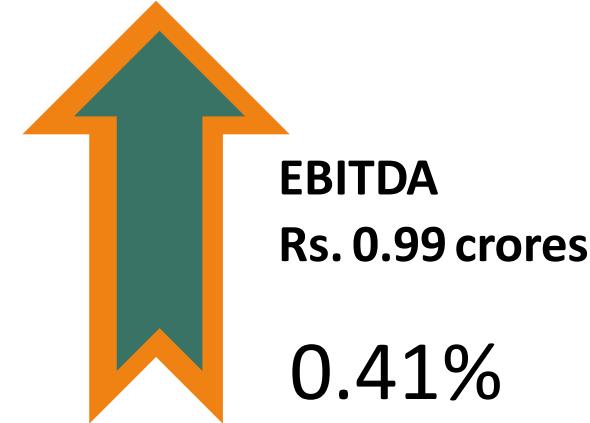
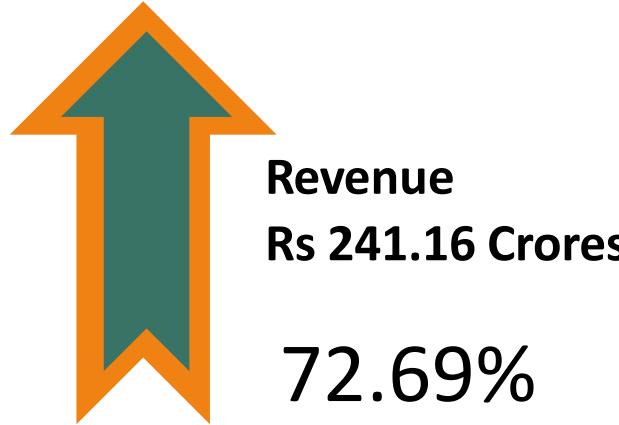
- Company has ensured all the safety and sanitization measures across all our service locations and are following increased protocols to ensure all involved are safe and secure.
- The Company is gradually ramping up capacities across business verticals, on a daily basis.
- The Company has robust system in place and all its locations are well networked.
- Even during the lockdown with a combination of critical staff working from respective locations and all others working from home, all reporting systems worked seamlessly without any disruption.
- Company has taken appropriate measures to ensure requisite liquidity and there is no significant concern

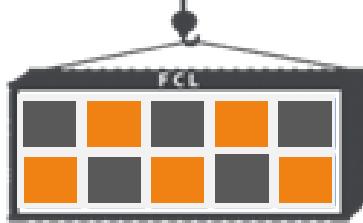


Highlights – H2FY20 Vs H2FY19

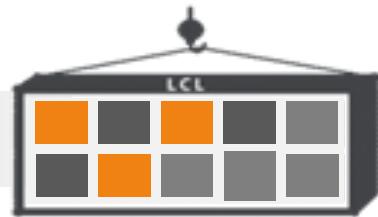


Total Transport
Systems Limited





Consolidated Income Statement -Half yearly

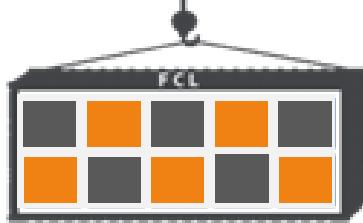


Total Transport
Systems Limited

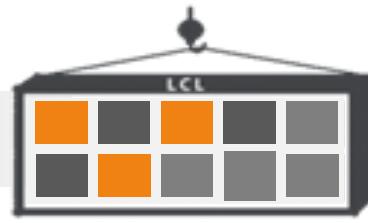
Particulars (Rs. Cr.)	H2 FY20	H2 FY19	Y-o-Y (%)	H1 FY20
Revenue from operations	241.16	139.65		158.41
Other income	0.00	0.00		0.00
Total income	241.16	139.65	72.69%	158.41
Employee Cost	11.99	11.15		10.17
Operating expenses	228.18	121.71		142.07
Total Expenditure	240.17	132.85		152.24
EBITDA	0.99	6.79	(85.42%)	6.17
EBITDA Margin %	0.41%	4.87%	(446 bps)	3.90%
Depreciation	0.61	0.71		0.60
Other Income	0.02	0.05		0.03
Finance Cost	1.17	0.94		0.96
Exceptional Item	0.00	0.00		0.00
Share of (profit)/loss from investment in associate	(0.08)	0.00		0.00
Profit Before Tax	(0.85)	5.19	(116.46%)	4.63
Tax	0.03	2.02		1.63
Profit After Tax	(0.88)	3.17	(127.77%)	3.00
PAT Margin	(0.37%)	2.27%		1.89%
<u>Total Comprehensive Income</u>				
Minority Interest	0.00	0.04		0.02
Other Comprehensive Income	(0.44)	0.41		0.00
Net Profit	(1.32)	3.55	(137.30%)	2.98
Net Profit Margin	(0.55%)	2.54%		1.88%
EPS	(0.62)	3.89	(115.95%)	3.60

H2 FY20 vs H2 FY19-

- Income from Operations increased as Company undertook special FCL movement assignments resulting in higher billing and higher volumes despite Q4 being badly affected due to Covid 19 and Chinese new year
- EBITDA decrease due to combination of effect of Covid 19 in Q4 and increase in number of employees due to new business segment of Last Mile Delivery

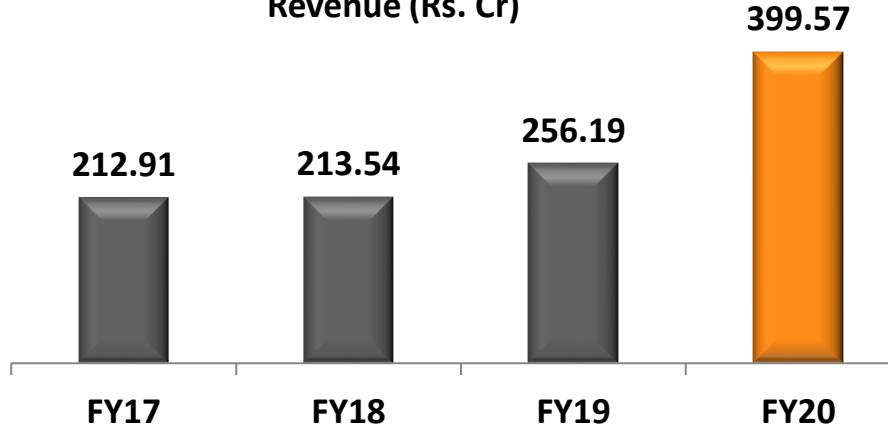


Consolidated Annual Financial Highlights

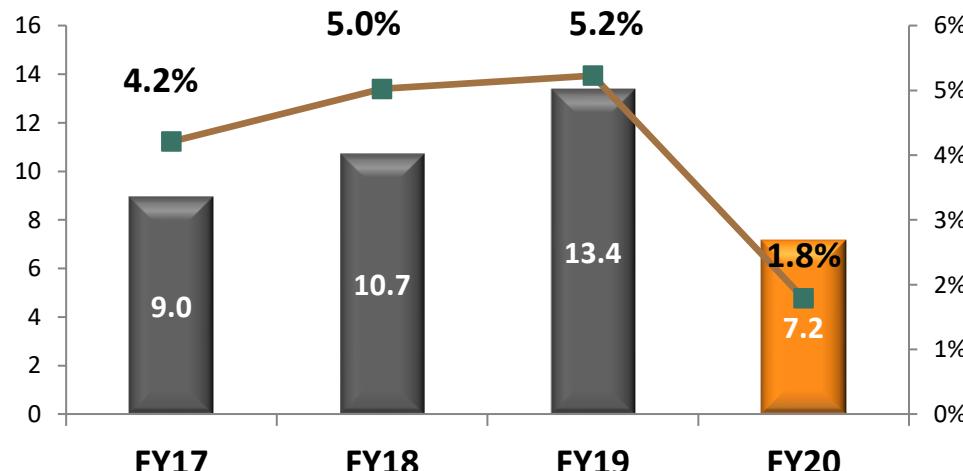


Total Transport
Systems Limited

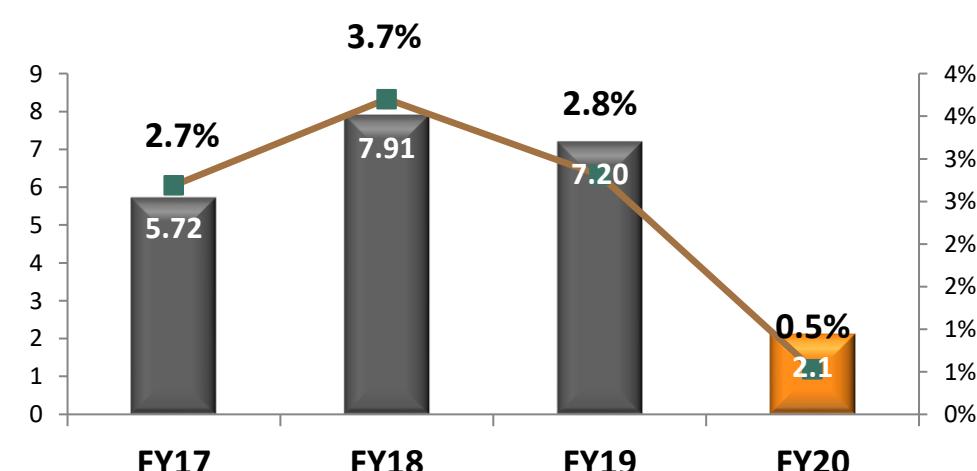
Revenue (Rs. Cr)

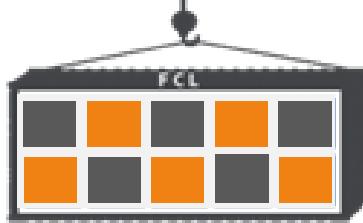


EBITDA (Rs. Cr) / Margin (%)

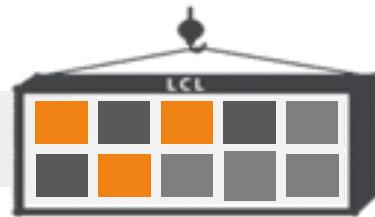


PAT (Rs. Cr) / Margin (%)





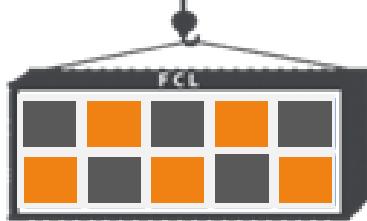
Consolidated Income Statement Annual



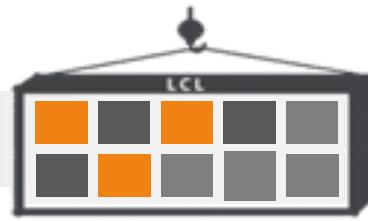
Particulars (Rs. Cr.)	FY20	FY19	Y-o-Y (%)
Revenue from operations	399.57	256.19	
Other income	0.00	0.00	
Total income	399.57	256.19	55.96%
Employee Cost	22.16	20.46	
Operating expenses	370.25	222.34	
Total Expenditure	392.41	242.80	
EBITDA	7.16	13.40	(46.53%)
EBITDA Margin %	1.79%	5.23%	(344 bps)
Depreciation	1.21	1.22	
Other Income	0.04	0.11	
Finance Cost	2.14	1.68	
Exceptional Item	0.00	0.00	
Share of (profit)/loss from investment in associate	(0.08)	0.00	
Profit Before Tax	3.78	10.60	(64.37%)
Tax	1.66	3.39	
Profit After Tax	2.11	7.20	(70.64%)
PAT Margin	0.53%	2.81%	(228 bps)
<u>Total Comprehensive Income</u>			
Minority Interest	0.02	0.02	
Other Comprehensive Income	(0.44)	0.41	
Net Profit	1.65	7.59	(78.21%)
Net Profit Margin	0.41%	2.96%	(255 bps)
EPS	3.33	8.42	(60.49%)

FY20 vs FY19-

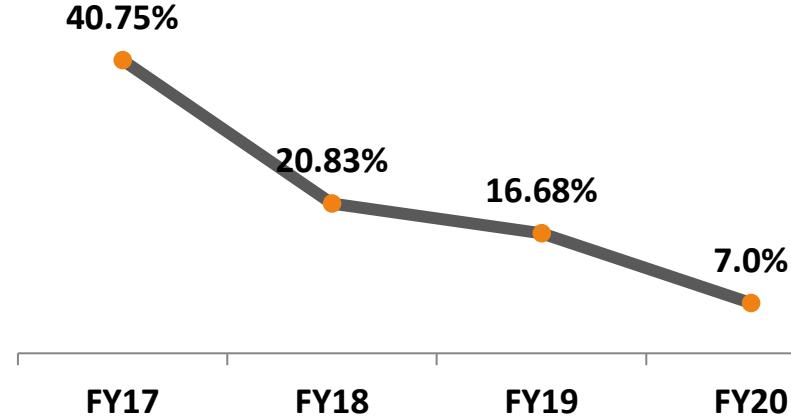
- Income from Operations increased as Company undertook special FCL movement assignment resulting in higher billing and higher volume
- PAT decrease due to combination of effect of Covid 19 in Q4, increase in number of employees due to new business segment of Last Mile Delivery and increase in CC limit leading to higher finance costs



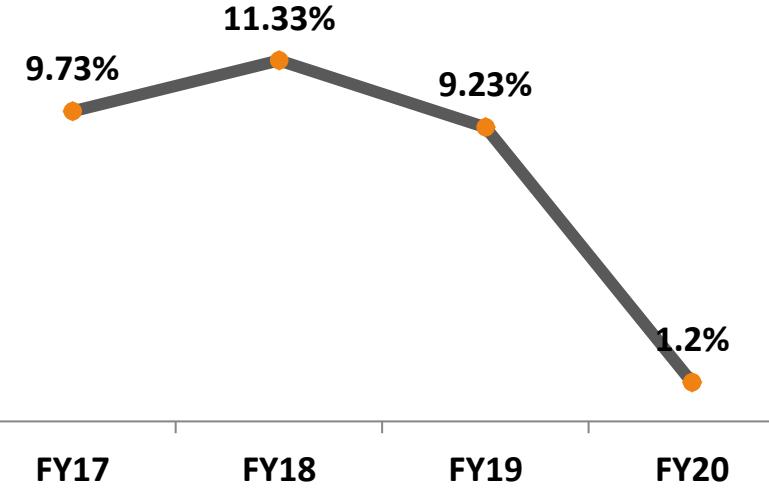
Key Ratios



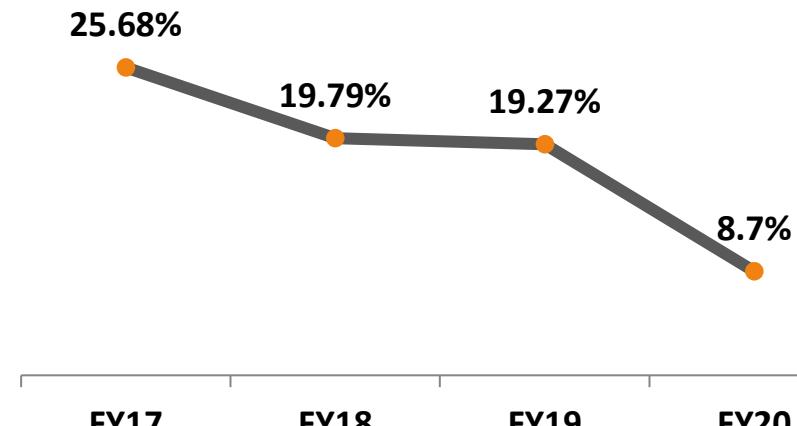
RoE(%)



RoA(%)

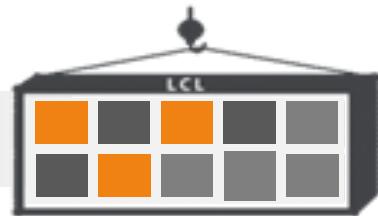


RoCE(%)





Consolidated Balance Sheet



Particulars (Rs. Cr)	As on 31st March 2019	As on 31st March 2020
Equity	45.54	47.21
Equity Share Capital	14.31	14.31
Other Equity	31.14	32.80
Minority Interest	0.09	0.11
Non-current liabilities	3.36	3.71
long term borrowing	0.71	0.34
Deferred tax liabilities	0.00	0.00
Other non current Liabilities	0.00	0.00
Provisions	2.66	3.37
Current liabilities	33.40	82.22
Short term Borrowings	17.55	21.53
Trade Payables	0.00	0.00
a. Micro and Small Enterprises	0.12	0.07
b. Other than Micro and small Enterprises	14.18	49.82
Other Financial Liabilities	0.00	0.00
Other Current Liabilities	1.43	4.61
Provisions	0.12	6.19
Current Tax Liabilities (Net)	0.00	0.00
Total Equities & Liabilities	82.30	133.14

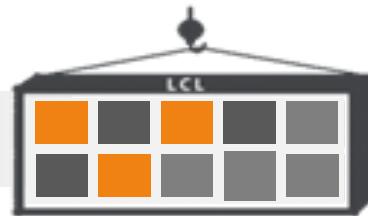
Particulars (Rs. Cr)	As on 31st March 2019	As on 31st March 2020
Non-current assets	12.57	12.03
PPE	9.32	8.25
Intangible Assets	0.13	0.13
Investments in subsidiaries and associates	0.04	0.11
Non Current Investments	0.04	0.06
Deferred Tax Assets/ (Liability)	0.78	0.88
Long term Loans & Advances	0.74	1.83
Other Non-Current Assets	1.51	0.77
Current Assets	69.73	121.11
Trade Receivables	62.98	112.95
Cash & Cash Equivalents	2.84	0.38
Bank Balance other than Cash	0.09	0.27
Loans & Advances	0.85	0.50
Other Non Current Assets	2.96	7.01
Total Assets	82.30	133.14



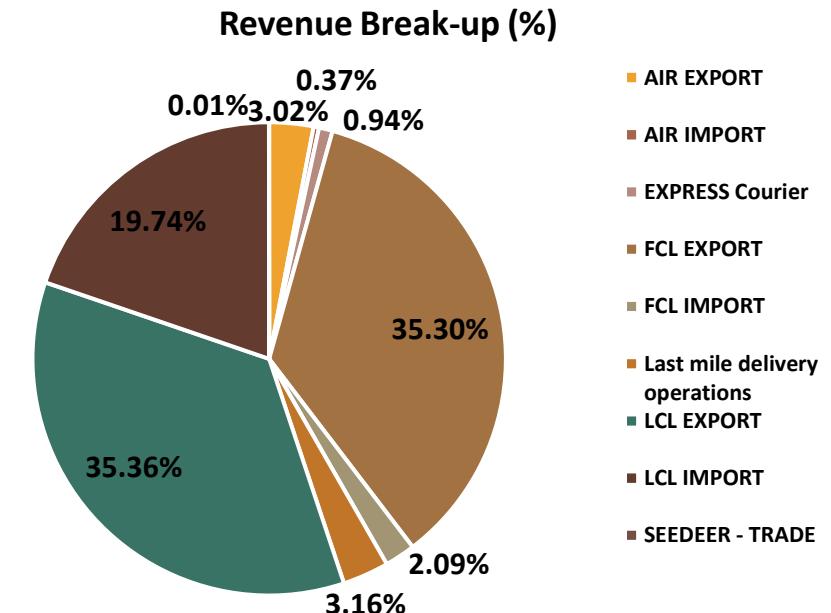
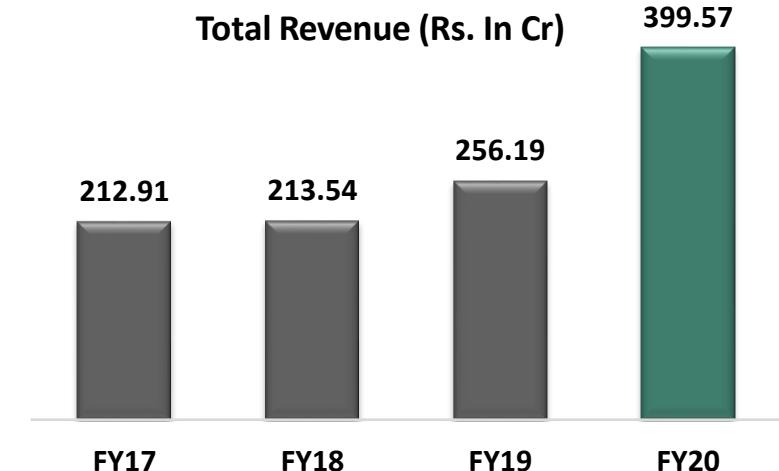
Company Overview



About The Company

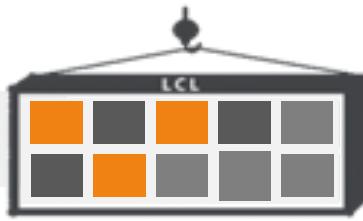


- TTSL offers end to end logistics with a focus on cargo consolidation for less than and full container loads, freight forwarding and air freight from India to worldwide destinations
- Has a sizeable market share in India's LCL segment and has regular business relationships with various marquee clients.
- Employs over 400 approx. employees (including contractual) in India, which includes highly experienced key managers and staffs, catering to timely deliveries to any destination.
- Has Pan-India network of 13 offices covering all major ports and cargo hubs and has a reciprocal international network with an exclusive membership of CP World Global Network and iCargo alliance with access to over 89 countries across 1,100 locations with 166 offices globally.
- Has a Multi-Modal Transport operator's license as well as a Federal maritime commission license for servicing the various needs of customer requirements.
- Member of, IATA, FIATA i.e. International Federation of Freight Forwarding Association, Bombay Overseas Freight Brokers Association, Federation of Freight Forwarder's Associations in India, Consolidators Association of India and AMTOI

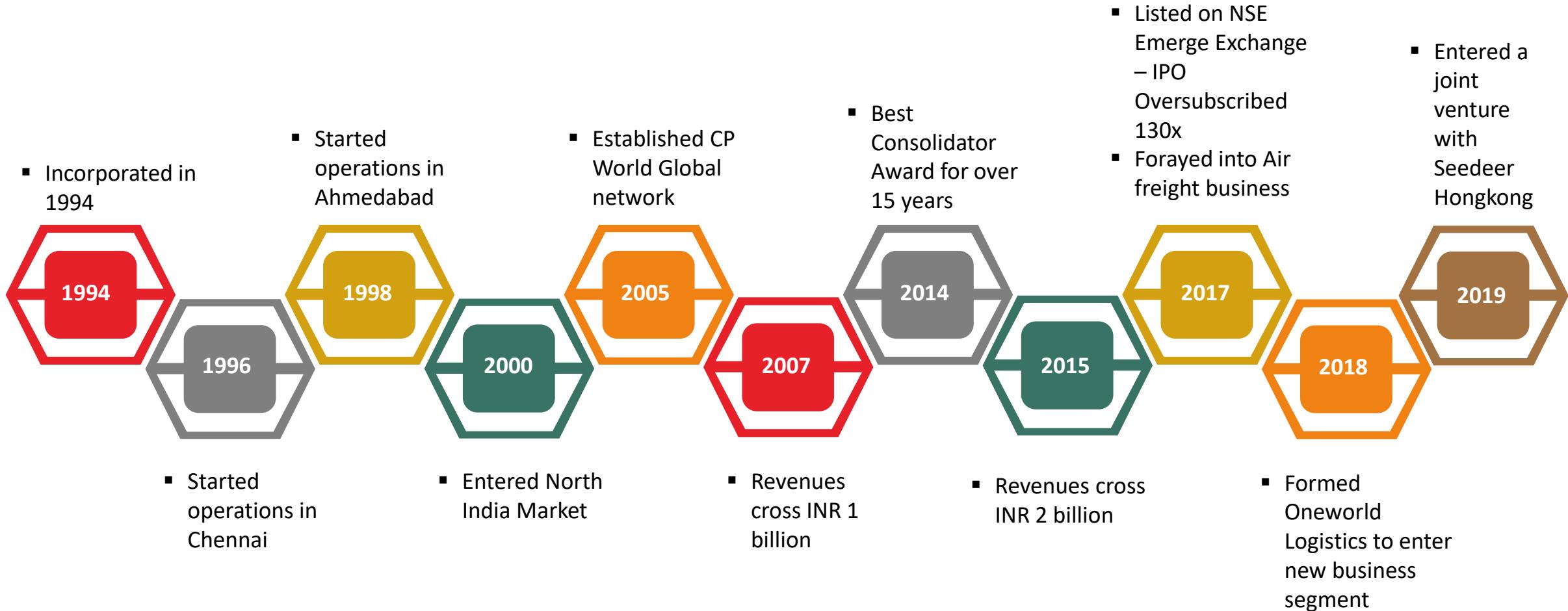




Key Milestones

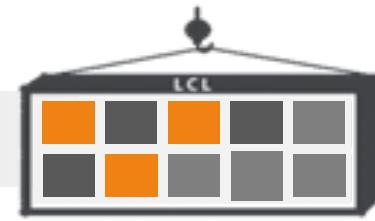


Total Transport
Systems Limited





Board of Directors



Makarand P. Pradhan – Promoter and Managing Director

- Director of Company since 1994 and has vast experience in Freight Forwarding and Logistics Industry, stretching over thirty years
- Oversees Business Policies and overall management of Companies
- Also associated with various Overseas Organisations and is in best position to lead the Company
- President of Consolidators Association of India
- Chairman of CP World Group and I Cargo Alliance



Sanjiv A. Potnis – Promoter and Director

- Started his career with Dolphin Chartering Services Pvt. Ltd.; Later he joined Forbes Gokak Ltd.
- Experience of over 25 years in field of Freight Forwarding & Offshore operations and exposure to shipping industry.
- Responsible for Sales & Marketing across India and globe for Company
- Actively takes part in key managerial decisions of the Company

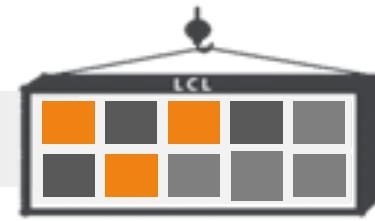


Shrikant D. Nibandhe – Promoter and CFO

- Diverse experience of thirty years in Logistics, Freight Forwarding and Management of Container Freight Stations (CFSs)
- Associated since 1998 and is actively involved in all discussions with International Associates
- Also oversees Finance, leads various other functions like Corporate Communication and Human Resources
- Treasurer of Consolidators Association of India since Inception in 2003



Total Transport Systems- Key Differentiators



Total Transport
Systems Limited



- Robust network of consolidator through CP world
- Over 1,100 agents network



- Trusted service provider with long term relationships with marquee clients and over 1,000 smaller clients
- Alliance of over 500 CHA's



- Strong Employee Network – Over 400 employees (Including contractual) across 11 locations in India
- Robust IT System - Web-based, 24x7 real-time tracking and Standardized software



- Freight consolidation services for shipments are the cost effective way to transport low volume cargo.
- By grouping shipments with others to fill a standard container, the company avoids the cost of shipping an entire container on a single customer.



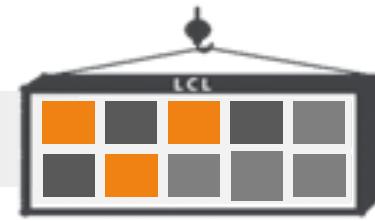
- The company takes the full responsibility to ship the product from the point of receipt to the point of destination.
- Flexible pricing - Pricing is based on nature of goods, location and type of services and facility given to the customers.



- Present in all major locations including Key hubs, ports



Marquee Clients

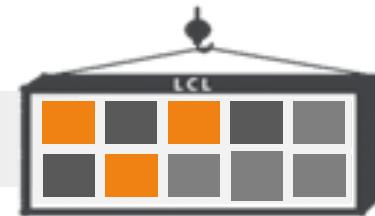


Total Transport
Systems Limited





Awards and Recognitions



Total Transport
Systems Limited

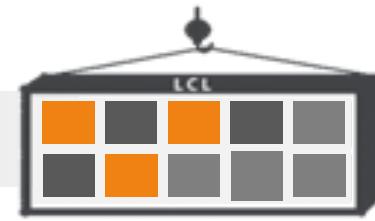
Year	Award	Achievements
2018	India Mari-Time Awards	LCL Consolidator
2017	India Mari-Time Awards	LCL Consolidator
2016	Logistics Asia awards	LCL Consolidator
2016	South East Cargo and Logistics Award	LCL Consolidator Export Finalist
2016	South East Cargo and Logistics Award	LCL Consolidator Import Finalist
2015-16	Concor Awards	Best Consolidator LCL Import 2 nd position
2015-16	Concor Awards	Best Consolidator LCL Exports 1 st position
2015	South East Cargo and Logistics Award	Best LCL Consolidator 1 st position
2015	Gujarat Star Awards (Daily Shipping Times)	Best LCL Consolidator of year (Gujarat)
2014-15	Concor Awards (Exim)	Best Consolidator LCL Exports 1 ^s position
2014-15	Concor Awards (Exim)	Direct LCL Console 1 st position
2014	Gujarat Star Awards (Daily Shipping Times)	Best LCL Consolidator of year(Gujarat)
2013-14	Concor Awards (Daily Shipping Times)	Direct LCL Console 3 rd position
2013-14	Concor Awards (Daily Shipping Times)	Best Consolidator LCL Import 2 nd position
2013-14	Concor Awards (Daily Shipping Times)	Best Consolidator LCL Exports 1 st position
2012-13	Concor Awards (Exim)	Best Consolidator LCL Imports 1 st position
2012-13	Concor Awards (Exim)	Best Consolidator LCL Exports 1 st position
2012	South East Cargo and Logistics Award	Best LCL Consolidator 1 st position
2012	Gujarat Star Awards (Daily Shipping Times)	Best LCL Consolidator of Year (Gujarat)
2011-12	Concor Awards (Daily Shipping Times)	Best LCL Consolidator 1 st position
2010-11	Concor Awards (Daily Shipping Times)	Best LCL Consolidator 1 st position
2009-10	Concor India- South Region Award	LCL Consolidator 2 nd Position
2009-10	Concor Awards (EXIM)	Best LCL Consolidator 1 st position



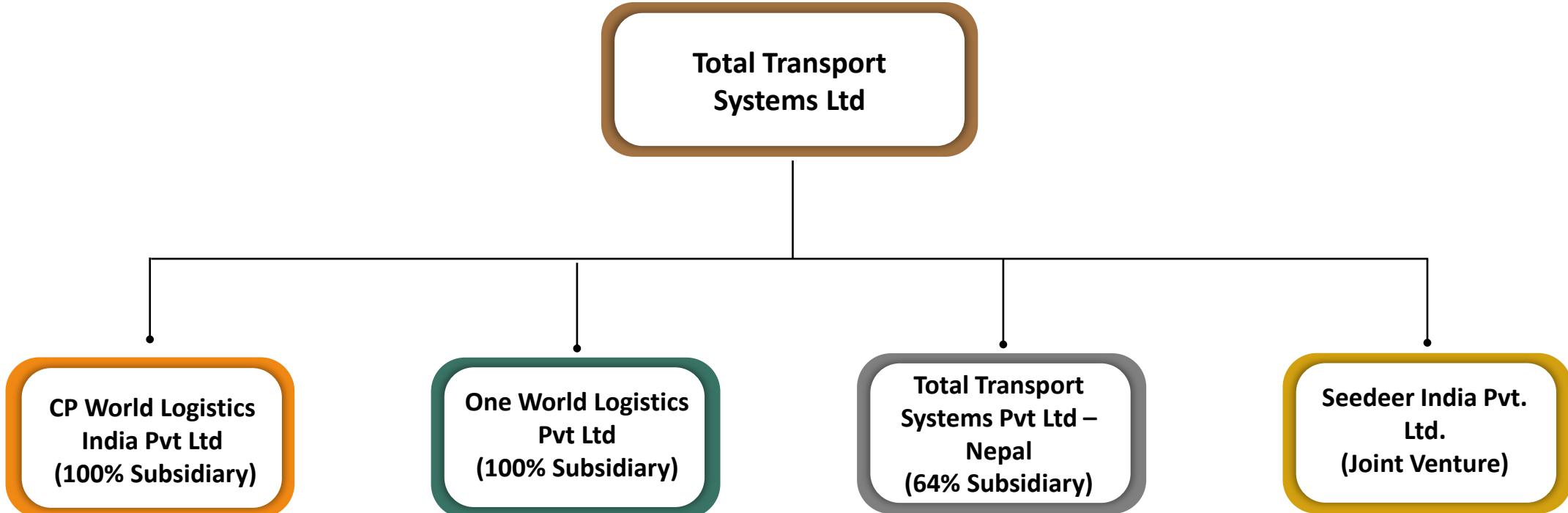
Business Overview



Group Structure

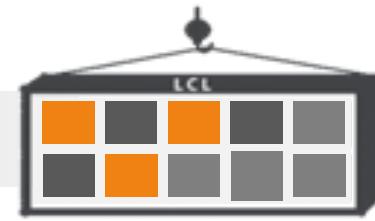


Total Transport
Systems Limited





Business Verticals



Total Transport
Systems Limited



**Total Transport
Systems Limited**

Consolidation

Freight Forwarding

Air Freight

Imports
39.55%

Exports
60.45%

350112
TEUs

Import
14.77%

Exports
85.23%

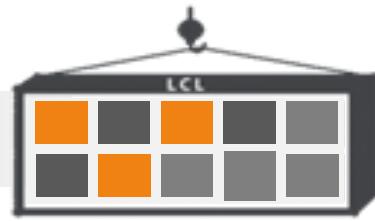
20377
TEUs

1082
Tons

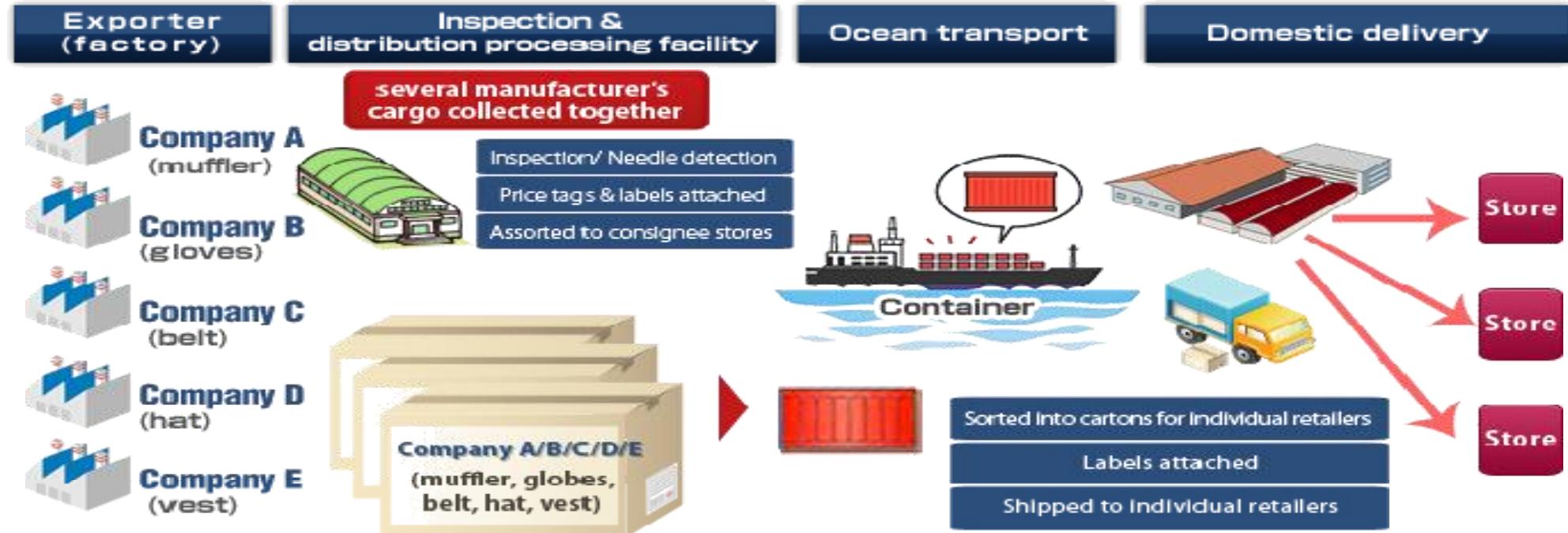




Consolidation

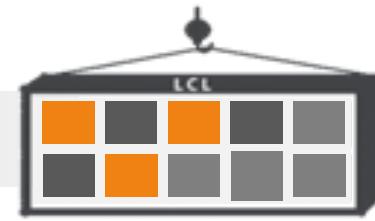


- Cargo Consolidation for less than container loads (LCL) is one of the core business activities of the company since inception, and the company garners a good market share in India
- The company consolidates shipments for more than 1,100 destinations worldwide through its network across 89 countries
- It has tie-ups with leading shipping lines like CMA-CGM, Maersk, MSC, ONE, Hapag Lloyd, Hyundai & Cosco
- Strong geographies are CIS countries, Africa & Afghanistan





Freight Forwarding



Total Transport
Systems Limited

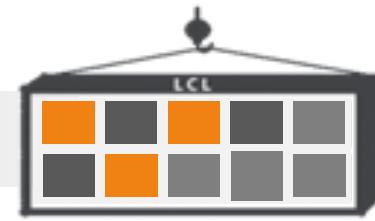
- The company is leveraging its LCL leadership to achieve a significant presence in the Full Container Load (FCL) business as well
- Coordinates with various Shipping Lines, CFS agents and Vendors to provide effective and efficient logistic solutions to its end customers
- Strong buying capacity and controlled business enables them to obtain better rates from carriers
- The company also has a good knowledge and experience of moving cargos in inland Africa





Air Freight

- TTSL is an international air freight forwarding company providing professional and reliable international air freight import and export services across the globe.
- It has centralized pricing and co-ordination desk in Mumbai for pan India operations.
- It has strong partners worldwide to provide the best possible solutions to its clients like DDP, DDU and Ex-Works as members of freight forwarding networks.
- Specialized team to handle any type of DGR cargo.
- Professional Airfreight handling team with over 15 years of experience.
- Focused to provide shortest turn around time to get shipments confirmed.
- International Air Transportation Association (IATA) Accredited.
- Activity started in July 17, currently averaging 75 tons per month

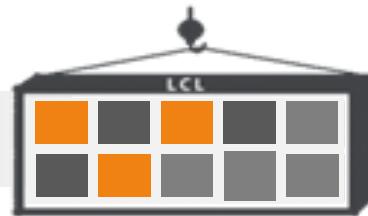


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CP World Global Network & iCargo Alliance



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Greater trust, reliability
& exclusivity

Led formation of exclusive networks (Mr Pradhan is Chairman of both networks)

- CP World Global Network: Formed with Ken Chiang of Singapore in 2005
- iCargo Alliance: Formed in 2011 along with CP World Group and Fang Cheng (China)

Global reach through
one-to-one relationships

- 180+ agents connecting 1,100 locations in 89 countries globally that include both key trading partners of India such as Gulf states as well as rapidly growing EXIM hubs such as S.E. Asia, S. America

Contender for top
position

- Rapid growth in volumes and revenues with increased access to geographies and cargo
- Increased profitability on account of longer routes such as US, Canada, Europe are plied



- Strong global network
- Staff of 1,250 personnel
- Singapore, Hong Kong, Busan and Jebel Ali - Main trans-shipment hubs
- Access to exclusive cargo from/to S.E. Asia, Australia, Gulf states, Europe, Americas



- Registered in Hong Kong
- Promoted by CP World Group and Eurasia Group
- Exclusive cargo alliance across 89 countries with 166 offices



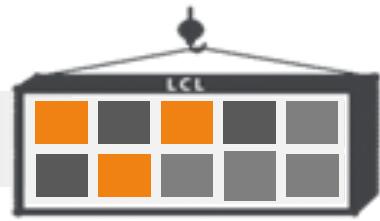
Mr. Makarand Pradhan
Group Chairman
CP World



Mr. Ken Chiang
Group CEO
CP World



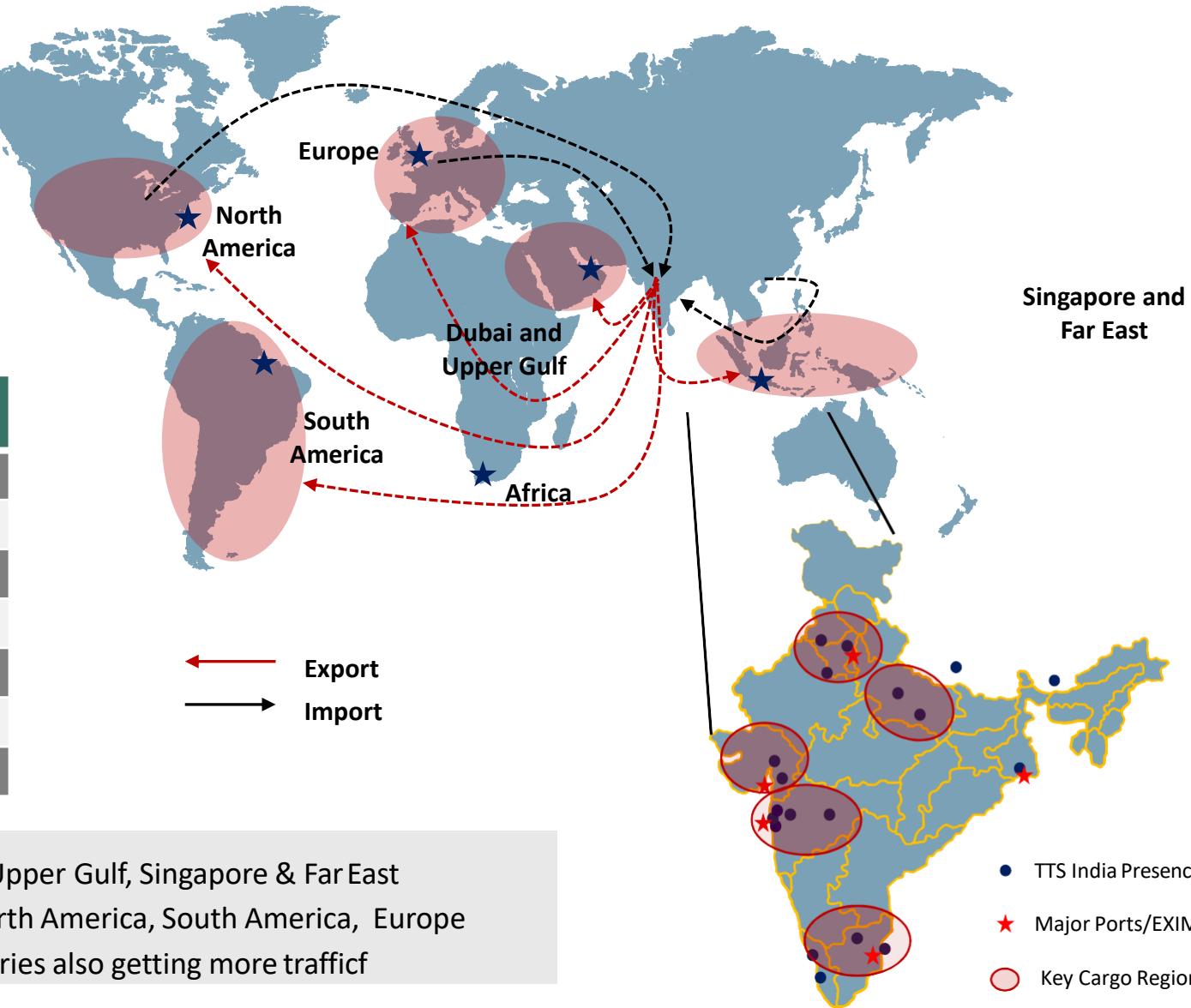
TTS in association with CP / I cargo Network



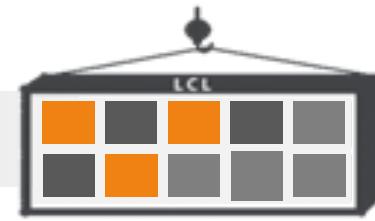
Total Transport
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N. America, S.
America
routes give
higher margin
per TEU

CP World Contribution	
Asia	36%
Oceania	8%
Europe	20%
Africa	2%
America	12%
South America	10%
Middle East	12%



- Traditionally major routes: Dubai & Upper Gulf, Singapore & Far East
- Increasingly plying longer routes: North America, South America, Europe
- South Africa and other African countries also getting more traffic



New Business Segment entered

- Started Last Mile business in the first six months itself tied with prominent E-Commerce platforms like Amazon, Flipkart, FedEx & SpiceJet since October 2018

“Abhilaya”

- Operated under the brand “Abhilaya”
- India’s fast growing on-demand last-mile delivery solution provider offering tech-enabled delivery solutions for E-commerce, Restaurants, FMCG, Pharma and online & offline retailers

8m+ Shipments

1000+ Trained
Delivery Agents

800+ Vehicles

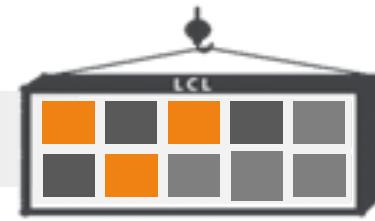
400+ Pin Codes

abhilaya
WE MOVE THE LAST MILE

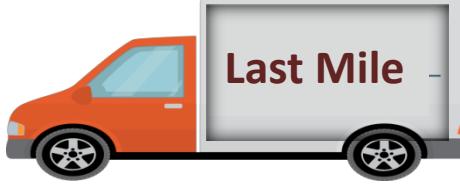




One World Logistics Pvt Ltd- Products offered



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Same day Delivery – SDD

Scope : Prime ecommerce delivery within municipal limits from single pick up point. Weight limit 2kg.

Pin code Delivery and Reverse pick up - LMA

Scope : deliveries within 3 kms to and from origin pick up point, food delivery. Weight limit 2kg.



1. Building delivery stations in Tier II cities – RLMA

Scope : Prime ecommerce delivery and reverse pick up within the taluka limits from single pick up point. Weight limit 2kg.

2. E-commerce reference Centres

Scope : Creating awareness with local marketing and catalogue promotions at taluka level for online companies

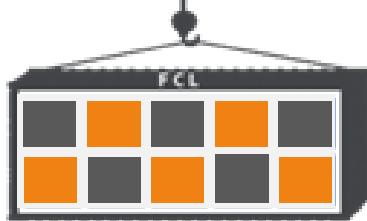


B 2 B Distribution

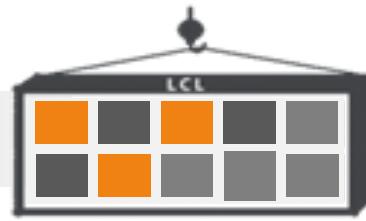
Scope : Deliveries within same GST state - LTL , FTL

abhilaya
WE MOVE THE LAST MILE





One World Logistics Pvt Ltd- Business Model

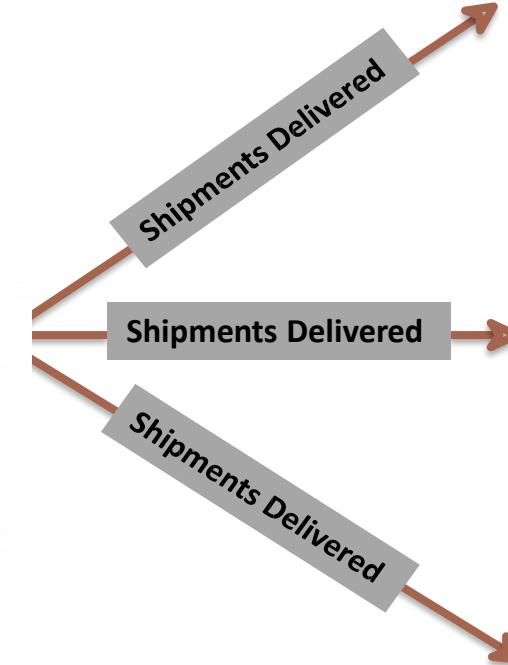


Total Transport Systems Limited



DSP / EDSP

Shipments Picked
from stations for
final Delivery



Station (SP):

SP's are the station owned by company at place where shipments from ecommerce players are received for last mile delivery. Currently we operate through 70 SPs.

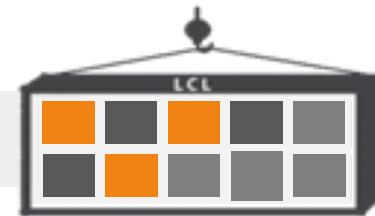
Station Less Station Partners (SLSP):

These are stations owned as Captive arms by E-commerce players and company picks the shipments from there warehouses for final deliveries. Currently we operate through 100 SLSPs.





Future Strategy



Total Transport
Systems Limited

Large customer base and strong relation with marquee clients

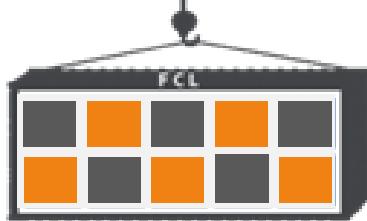
Capitalise on the strong base of over 1,000 plus clients of the company

Consolidation for E-commerce logistic players

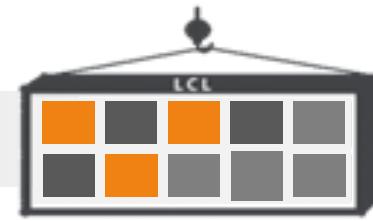
Cross selling of FCL with existing Customers

Strong relationship with over 500 custom brokers

Ramping up the Air freight business through Global Network.



Thank You



Total Transport
Systems Limited



NSE TOTAL

Bloomberg TOTAL:IN

REUTERS  TOTA.NS

For further information, please contact:

Company :

Total Transport Systems Limited

Mr. Bhavik Trivedi

Company Secretary

bhavik.trivedi@mum.ttspl.in

www.ttspl.in

Investor Relations Advisors :

Bridge Investor Relations Pvt. Ltd.

Ms. Savli Mangle

savli@bridge-ir.com

Ms. Anviksha Konnure

anviksha@bridge-ir.com

www.bridge-ir.com