



One World Logistics Pvt. Ltd.

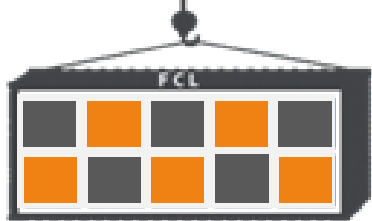
**Last mile specialists**



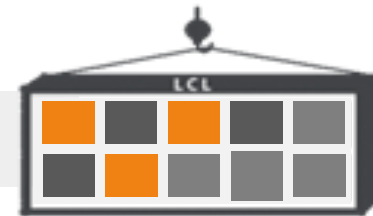
# Total Transport Systems Limited

## Result Update Presentation

### Q2 & H1 FY23



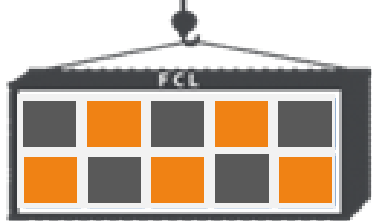
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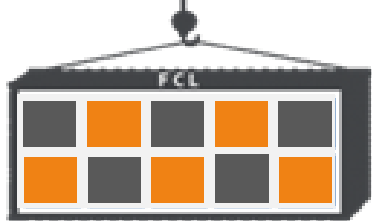
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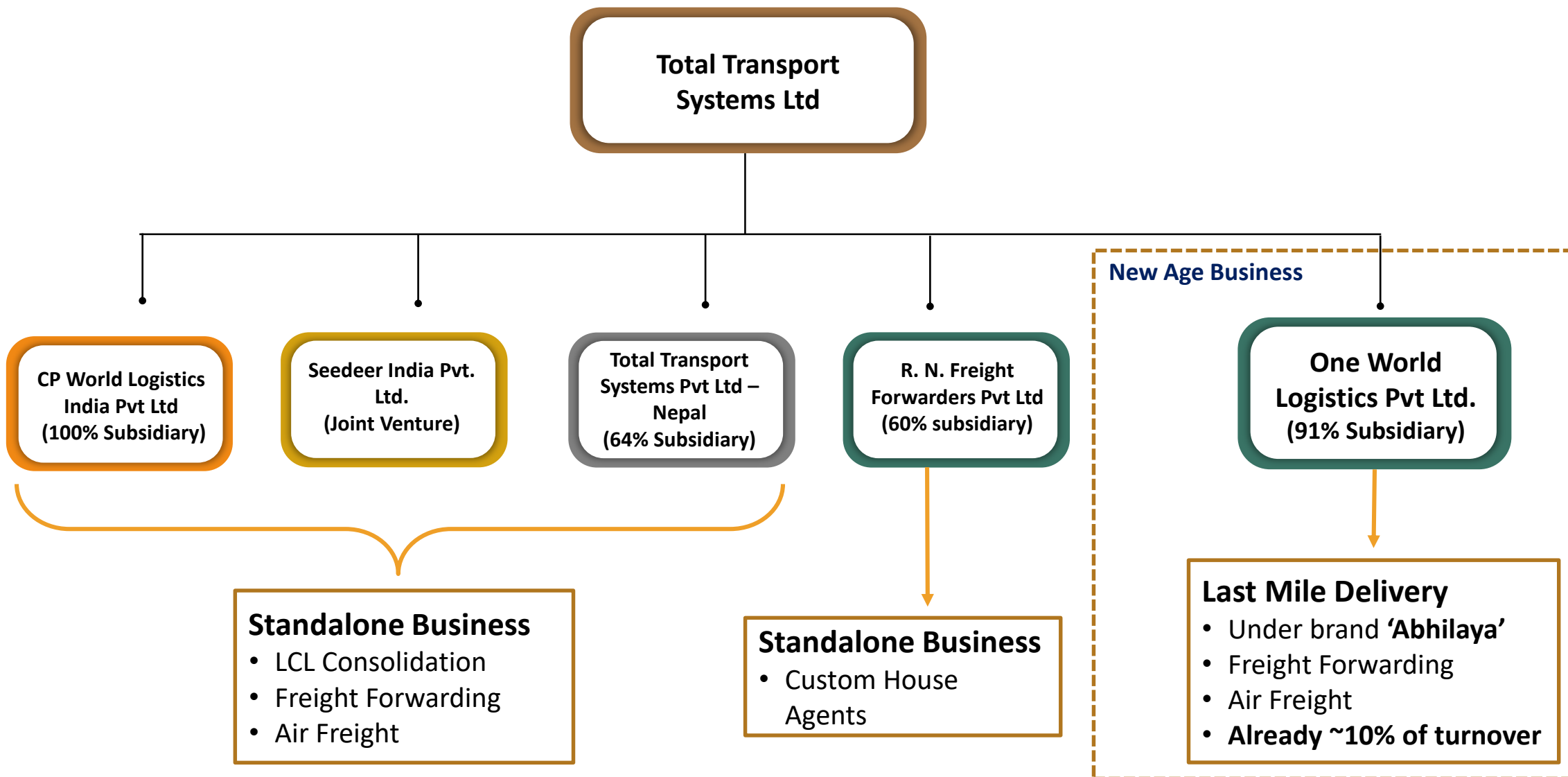
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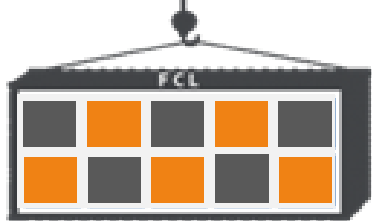
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Business Overview

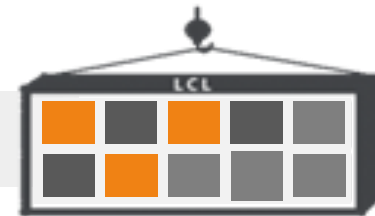


## Group Structure





# Executive Summary



## Overview

- Incorporated in 1994 - among reputed players in Indian Logistics Industry
- Represents 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 - access to over 89 countries across 1,100 locations with 166 offices globally
- 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

## 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.

## Business Segments

Cargo Consolidation  
(LCL & FCL)

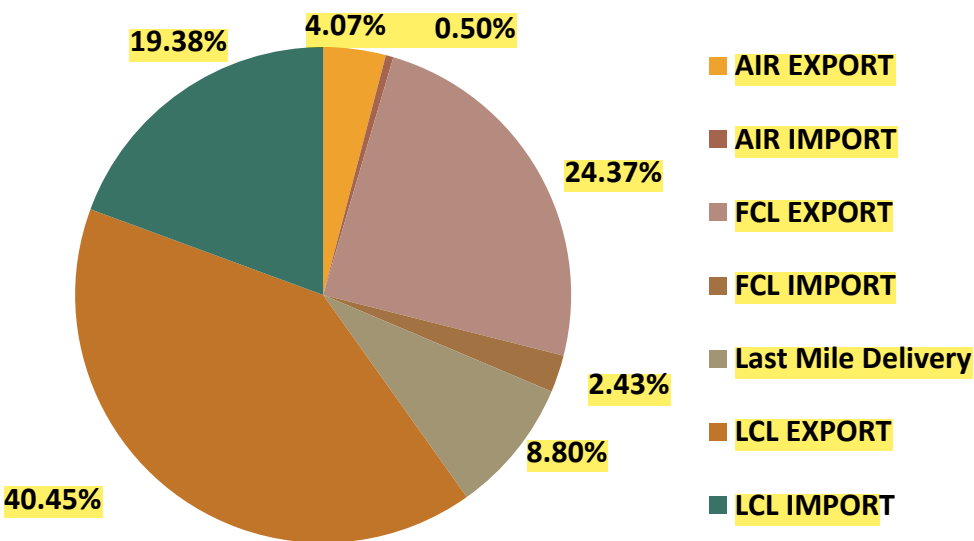
Freight Forwarding

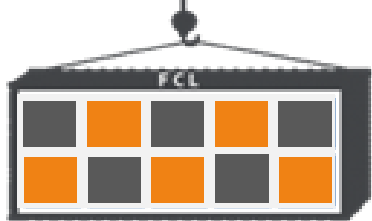
Air Freight

Last Mile Delivery

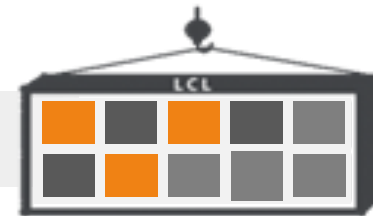
Custom House Agents

## Total Revenue (H1 FY23)





## One World Logistics Pvt Ltd



### New Business Segment

- Started Last Mile business in the first six months itself tied with prominent E-Commerce platforms like Amazon, Flipkart, FedEx & SpiceJet since October 2018
- New additions to last mile delivery – 80 ODH for Flipkart, 4 for Jio Mart, TataCliq & Snapdeal

### “Abhilaya”

- Operated under 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

11M+ Shipments

2,700+ Trained  
Associates

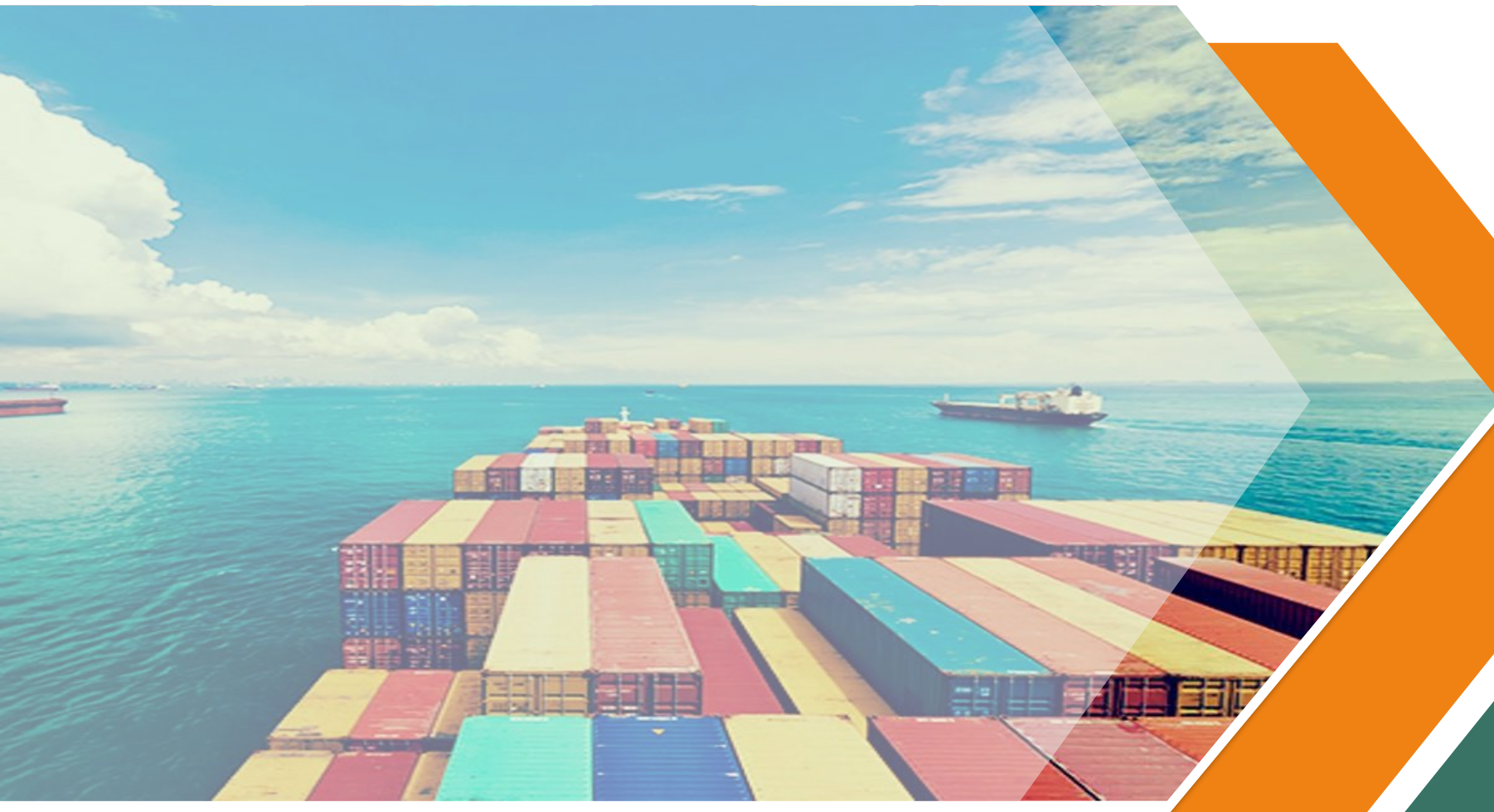
1,000+ Vehicles

1,100+ Pin Codes

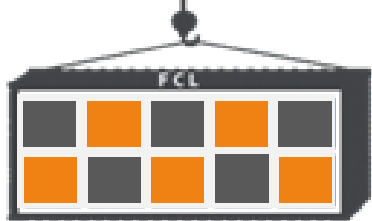
As of September 30, 2022



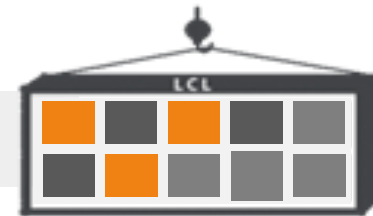




## Consolidated Financial Performance



## Managing Director's Message – Q2 & H1 FY23



Commenting on the results, Mr. Makarand Pradhan, MD, Total Transport Systems Ltd. said:

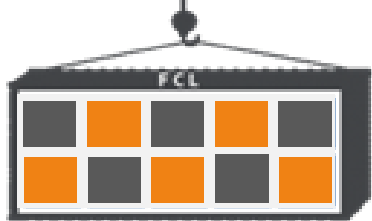
*"I am happy to share that in the month of September 2022, our Company acquired 60% stake in R. N. Freight Forwarders Pvt. Ltd. which is in the business of Custom House Agents. This helps us diversify and add a new vertical to our current business operations.*

*Coming to our half yearly financial performance, the Company has performed well and is back on track after recovering from COVID setbacks. For the half year ended 30<sup>th</sup> September 2022, our Company has recorded revenue of Rs. 344.73 crores, YoY increase of 42.74%, EBITDA and PAT of Rs. 10.28 crores and Rs. 5.13 crores respectively. This is mainly due to increase in volumes of both our FCL and LCL businesses.*

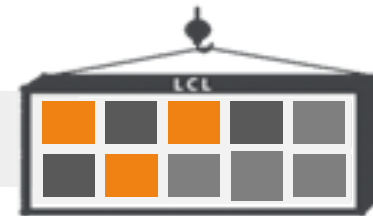
*We also see the last mile delivery business taking shape and growing in line with our expectations. This quarter we purchased few e-scooters for smooth and timely delivery of Amazon orders. We are taking all necessary steps to make sure our business model – **Abhilaya** reaches newer heights and is well recognized by e-commerce players.*

*I would like to thank the entire team of TTSL for their untiring efforts, hard work, sincerity and dedication. I would also like to thank our valued Stakeholders, whose support and faith in our Company has given us the determination and ambition to set and achieve higher standards and benchmarks."*

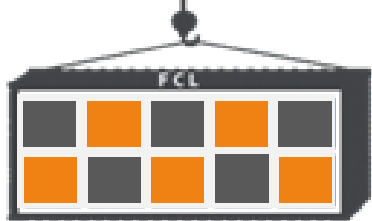




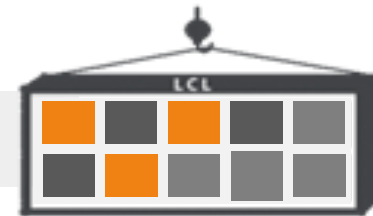
## Recent Developments



- Acquired stake of 60% in R. N. Freight Forwarders Pvt Ltd through 6,000 Equity Shares and 2,40,000 Preference Shares of Re. 1 each
  - R. N. Freight Forwarders - in the business of Custom House Agents (CHA) which provides scalability to Total Transport's current line of business
  - Company has paid Rs. 2,46,000 to R. N. Freight Forwarders via internal accruals
- Company purchased few e-scooters for delivery of Amazon orders in 'Abhilaya' (last mile delivery business)



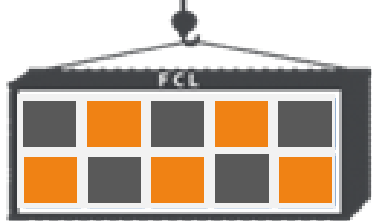
## Consolidated Income Statement – Quarterly



Particulars (Rs. Cr.)	Q2 FY23	Q2 FY22	Y-o-Y (%)	Q1 FY22
Revenue from Operations	169.04	138.80		175.69
Other Operating Income	0.00	0.00		0.00
<b>Total income</b>	<b>169.04</b>	<b>138.80</b>	<b>21.79%</b>	<b>175.69</b>
Employee Cost	8.65	6.82		8.24
Other Expenses	155.27	127.78		162.28
<b>Total Expenditure</b>	<b>163.92</b>	<b>134.60</b>	<b>21.78%</b>	<b>170.52</b>
<b>EBITDA</b>	<b>5.12</b>	<b>4.20</b>	<b>21.96%</b>	<b>5.16</b>
<b>EBITDA Margin %</b>	<b>3.03%</b>	<b>3.03%</b>		<b>2.94%</b>
Other Income	0.05	0.07		0.05
Depreciation	0.49	0.26		0.41
Finance Cost	0.67	0.18		0.82
Exceptional Item	0.00	0.00		0.00
Share of (profit)/loss from investment in associate	0.00	(0.01)		0.00
<b>Profit Before Tax</b>	<b>4.01</b>	<b>3.82</b>		<b>3.98</b>
Tax	1.55	1.56		1.31
<b>Profit After Tax</b>	<b>2.47</b>	<b>2.26</b>	<b>9.29%</b>	<b>2.67</b>
<b>PAT Margin</b>	<b>1.46%</b>	<b>1.63%</b>	<b>(17 bps)</b>	<b>1.52%</b>
<u>Total Comprehensive Income</u>				
Minority Interest	0.76	0.00		(0.99)
Other Comprehensive Income	0.00	0.00		0.00
<b>Net Profit</b>	<b>1.70</b>	<b>2.25</b>	<b>(24.50%)</b>	<b>3.66</b>
<b>Net Profit Margin</b>	<b>1.01%</b>	<b>1.62%</b>		<b>2.08%</b>
<b>Basic EPS Rs.</b>	<b>1.72</b>	<b>1.58</b>	<b>8.86%</b>	<b>1.86</b>

### Q2 FY23 vs Q2 FY22

- Volume for Sea Import LCL and FCL has increased in this quarter. Additionally volume of FCL on CIS sector has doubled which has resulted in increase in revenue
- Increase in EBITDA mainly due to increase in real terms in revenue



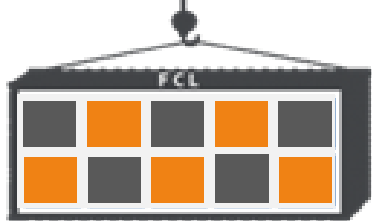
## Consolidated Income Statement – Half Yearly



Particulars (Rs. Cr.)	H1 FY23	H1 FY22	Y-o-Y (%)
Revenue from Operations	344.73	241.51	
Other Operating Income	0.00	0.00	
<b>Total income</b>	<b>344.73</b>	<b>241.51</b>	<b>42.74%</b>
Employee Cost	16.89	13.70	
Other Expenses	317.55	219.71	
<b>Total Expenditure</b>	<b>334.45</b>	<b>233.41</b>	
<b>EBITDA</b>	<b>10.28</b>	<b>8.11</b>	<b>26.85%</b>
<b>EBITDA Margin %</b>	<b>2.98%</b>	<b>3.36%</b>	<b>(38 bps)</b>
Other Income	0.10	0.08	
Depreciation	0.90	0.50	
Finance Cost	1.49	0.83	
Exceptional Item	0.00	0.00	
Share of (profit)/loss from investment in associate	0.00	(0.03)	
<b>Profit Before Tax</b>	<b>7.99</b>	<b>6.84</b>	
Tax	2.86	2.15	
<b>Profit After Tax</b>	<b>5.13</b>	<b>4.69</b>	<b>9.48%</b>
<b>PAT Margin</b>	<b>1.49%</b>	<b>1.94%</b>	<b>(45 bps)</b>
<u>Total Comprehensive Income</u>			
Minority Interest	(0.23)	0.01	
Other Comprehensive Income	0.00	0.00	
<b>Net Profit</b>	<b>5.36</b>	<b>4.68</b>	<b>14.58%</b>
<b>Net Profit Margin</b>	<b>1.56%</b>	<b>1.94%</b>	
<b>Basic EPS Rs.</b>	<b>3.59</b>	<b>3.28</b>	<b>9.45%</b>

### H1 FY23 vs H1 FY22 -

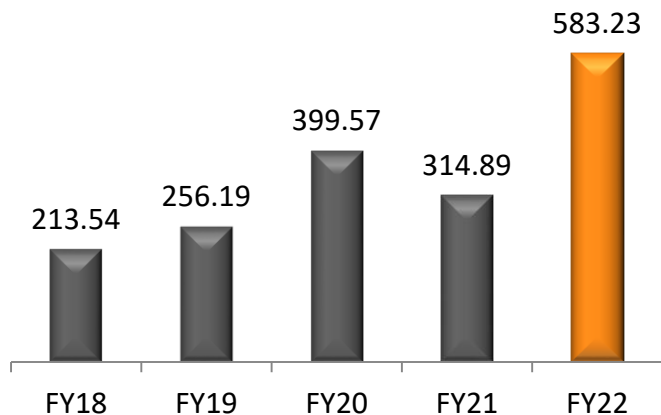
- Increased freight rates due to COVID as well as higher volumes resulted in growth in revenue
- Increase in interest cost impacted PAT Margin, however PAT grew by 9.48% YoY



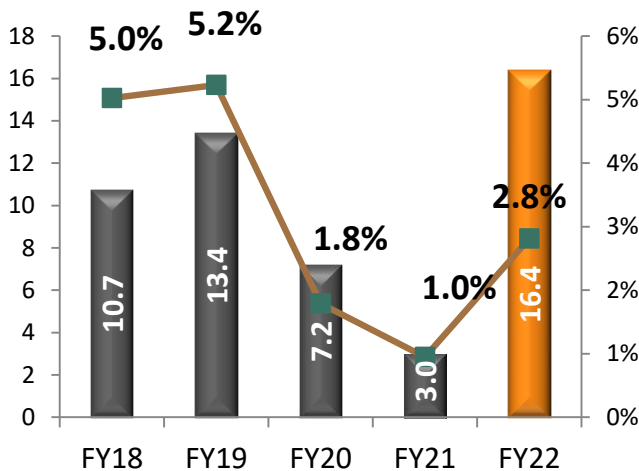
# Consolidated Annual Highlights



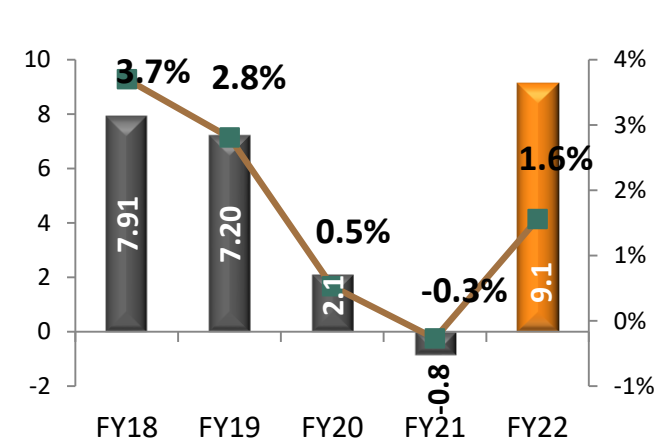
Revenue (Rs. Cr)



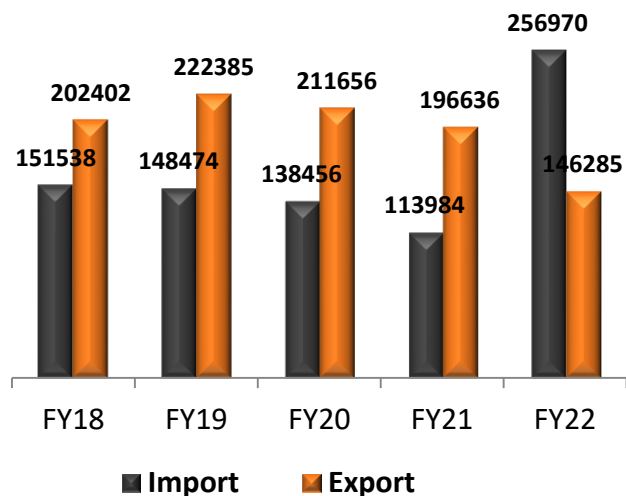
EBITDA (Rs. Cr) / Margin (%)



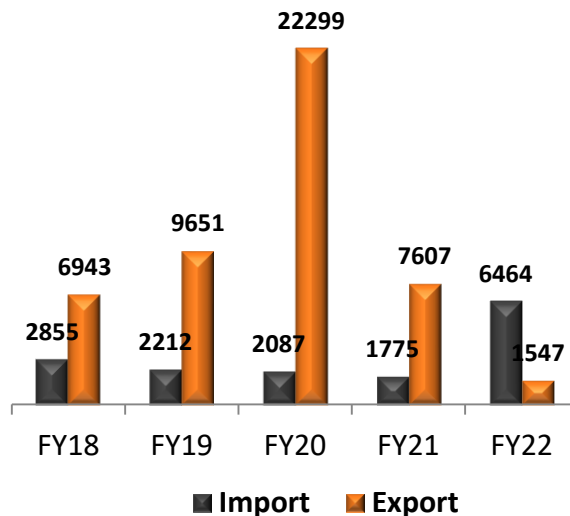
PAT (Rs. Cr) / Margin (%)



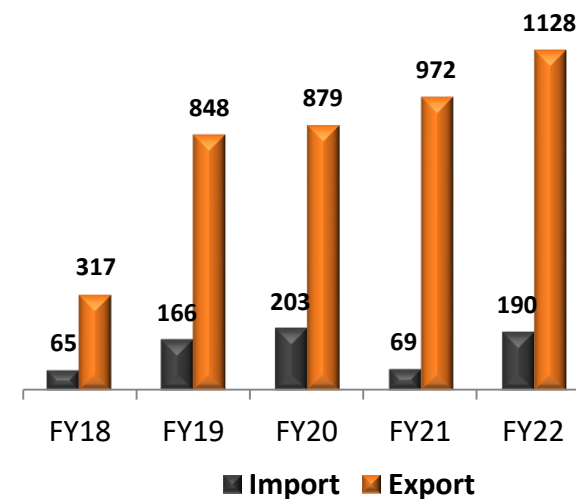
Consolidation (cbms)

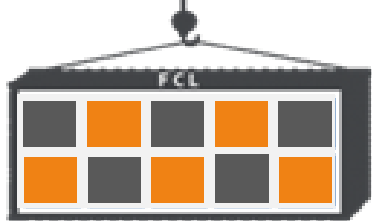


Freight Forwarding (TEUs)



Air Freight (Tons)

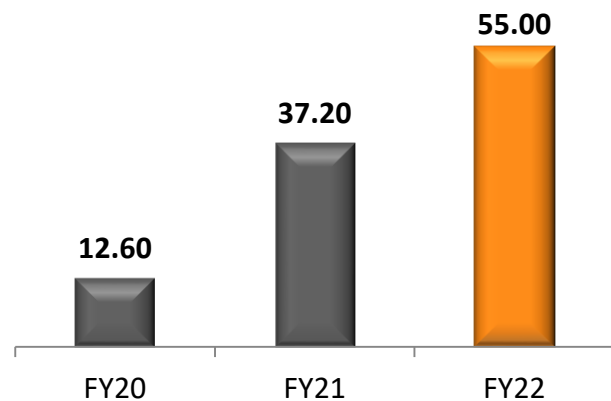




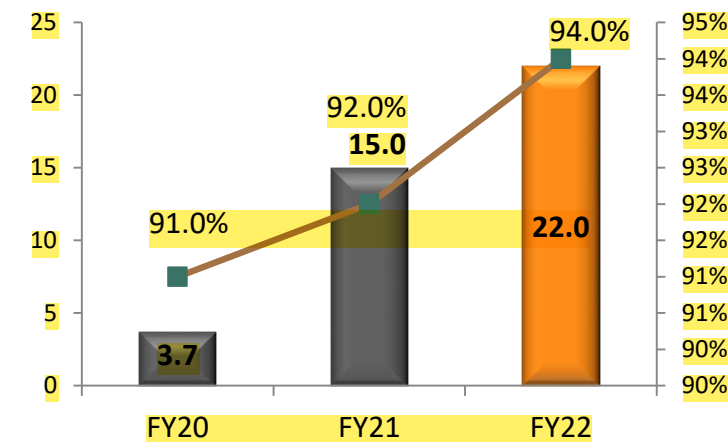
# One World Logistics - Highlights



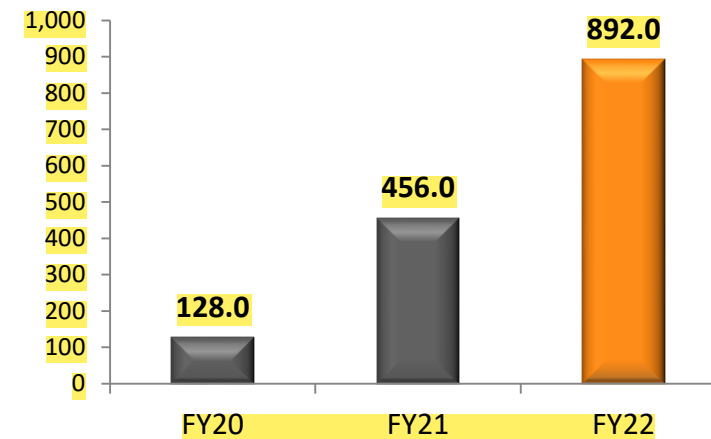
Revenue (Rs. Cr)



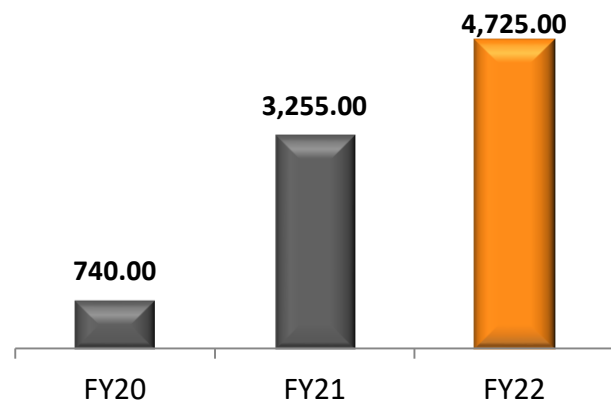
No. of Shipments (in mn) / Delivery Conversion



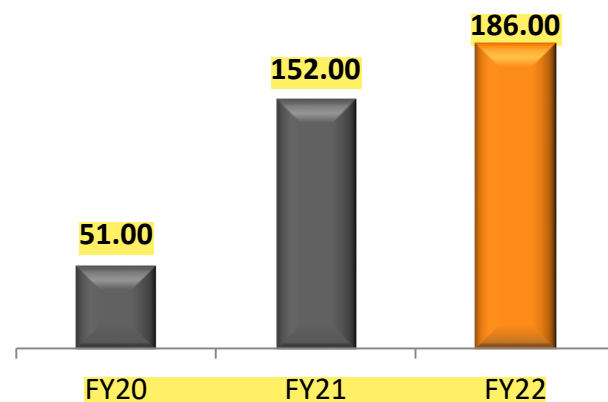
No. of Pincodes Served



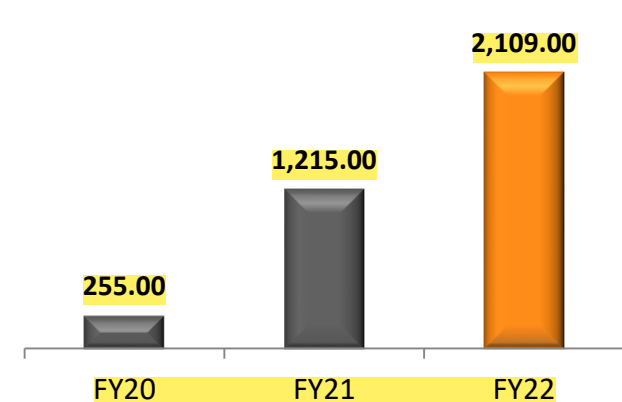
Gross Merchandise Value (Rs. Cr)

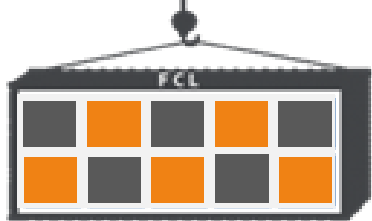


No. of Stations

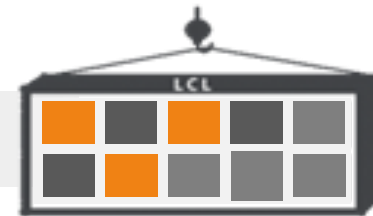


No. of Associates





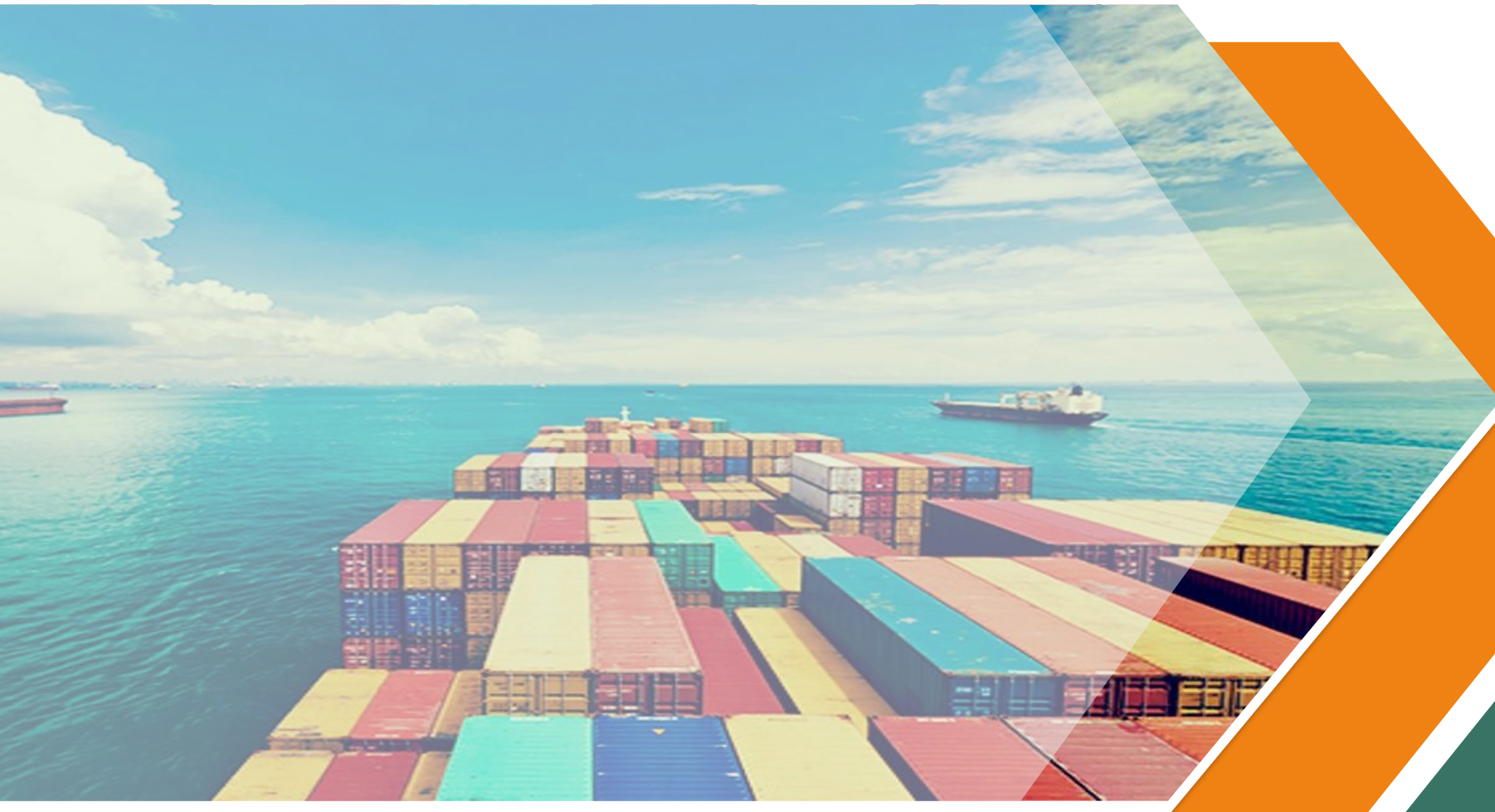
## Consolidated Balance Sheet as on 30<sup>th</sup> Sept'22



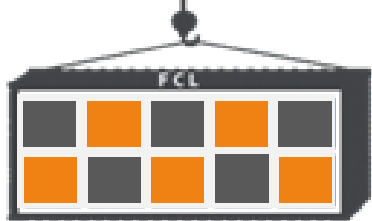
Particulars (Rs. Cr)	As on 30 <sup>th</sup> Sept 2022	As on 31 <sup>st</sup> Mar 2022
<b>Equity</b>	<b>59.40</b>	<b>54.32</b>
Equity Share Capital	14.31	14.31
Other Equity	45.60	40.30
Minority Interest	-0.50	-0.29
<b>Non-current liabilities</b>	<b>9.38</b>	<b>7.73</b>
Long term borrowing	4.62	3.14
Deferred Tax Liabilities (Net)	0.00	0.00
Other non current Liabilities	0.00	0.00
Provisions	4.76	4.59
<b>Current liabilities</b>	<b>63.43</b>	<b>70.43</b>
Short term Borrowings	22.45	23.32
Lease Liabilities	0.04	0.08
<u>Trade Payables</u>	-	-
a. Micro and Small Enterprises	0.00	0.12
b. Other than Micro and small Enterprises	25.57	32.49
Other Financial Liabilities	0.32	0.00
Other Current Liabilities	5.78	5.14
Provisions	9.27	9.28
Current Tax Liabilities ( Net )	0.00	0.00
<b>Total Equities &amp; Liabilities</b>	<b>132.22</b>	<b>132.47</b>

Particulars (Rs. Cr)	As on 30 <sup>th</sup> Sept 2022	As on 31 <sup>st</sup> Mar 2022
<b>Non-current assets</b>	<b>16.01</b>	<b>13.79</b>
PPE	11.02	9.50
Right of Use Assets	0.05	0.09
Goodwill	0.07	0.00
Other Intangible Assets	0.01	0.02
Intangible Assets under Development	0.00	0.00
Investments in subsidiaries and associates	0.00	0.00
Non Current Investments	1.04	0.38
Deferred Tax Assets/ (Liability)	1.11	1.13
Long term Loans & Advances	2.71	2.67
Other Non-Current Assets	0.00	0.00
<b>Current Assets</b>	<b>116.21</b>	<b>118.69</b>
Investments	0.64	0.60
Trade Receivables	96.37	102.20
Cash & Cash Equivalents	6.18	6.11
Bank Balance other than Cash	4.06	2.63
Loans & Advances	3.11	0.78
Others	1.58	1.27
Current Tax Assets	4.27	5.10
<b>Total Assets</b>	<b>132.22</b>	<b>132.47</b>

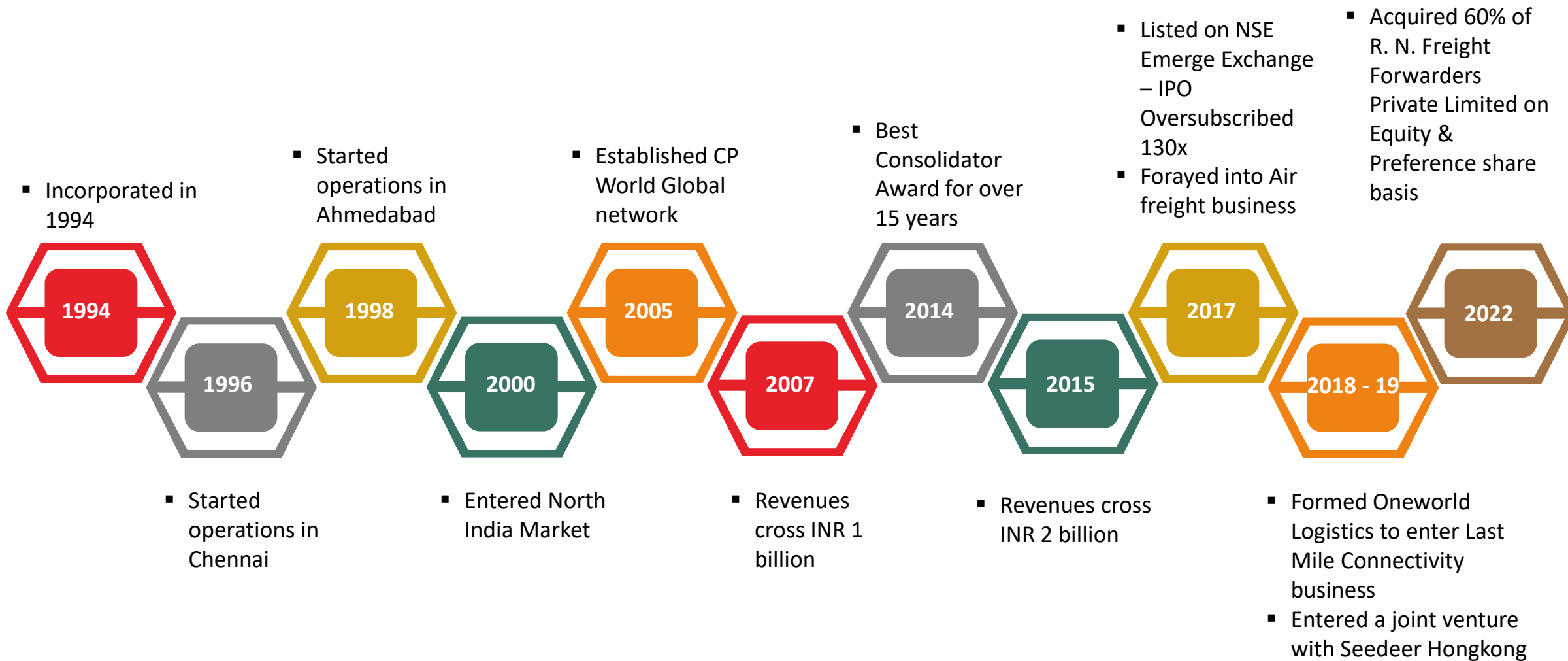
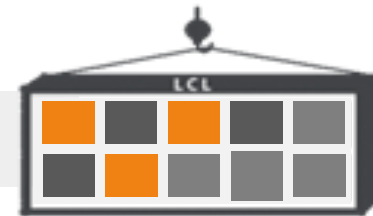


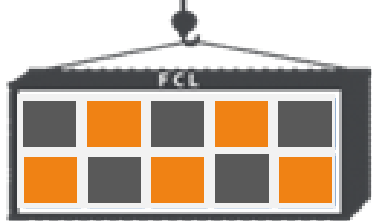


## Company Overview



## Key Milestones





## Experienced & Professional 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

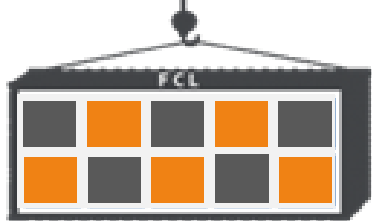
### **Sanjiv A. Potnis – Promoter and Director**

- ❑ 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



## What makes us different...



### Robust International Network

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

### Strong Relationships with clients

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

### Functional Expertise

- 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 is Cost effective

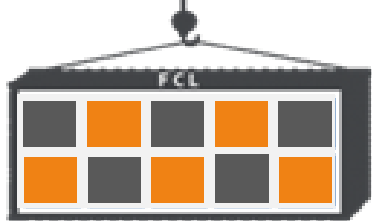
- Freight consolidation services for shipments are cost effective way to transport low volume cargo
- By grouping shipments with others to fill standard container, Company avoids cost of shipping an entire container on a single customer.

### Full responsibility of Shipment & Flexible Pricing

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

### Strategic Domestic Footprint

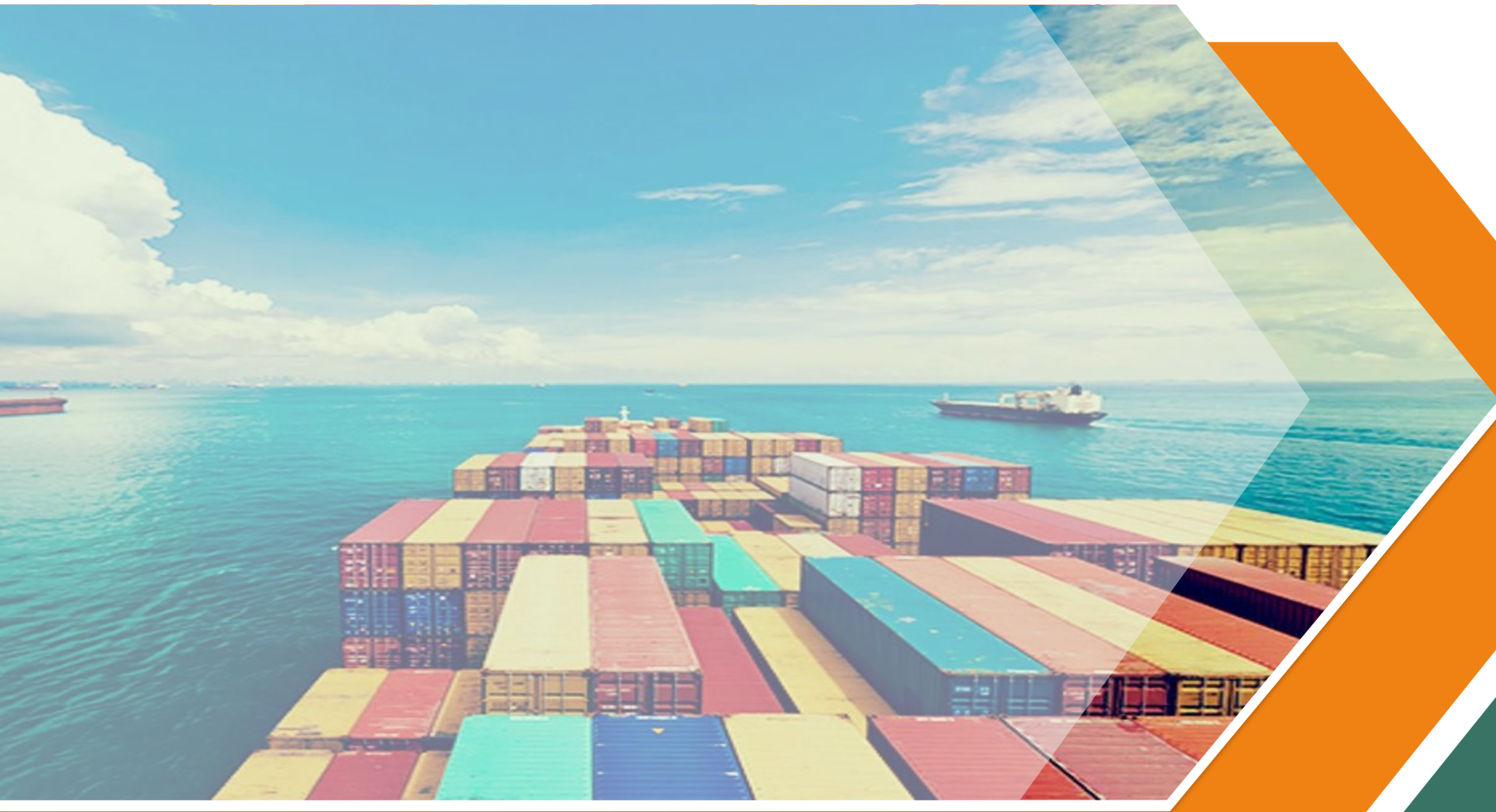
- Present in all major locations including Key hubs, ports



## Marquee Clients

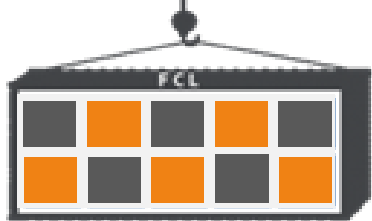




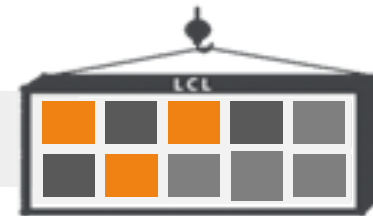


## Business Overview





## Business Verticals



### Consolidation

Imports  
36.20%

Exports  
63.80%

2,04,210  
CBMs

### Freight Forwarding

Imports  
16.73%

Exports  
83.27%

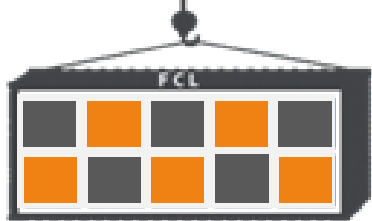
4,088  
TEUs

### Air Freight

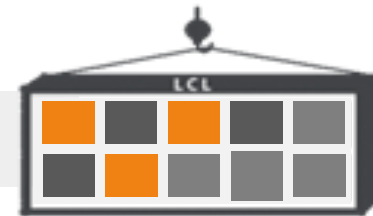
602  
Tons



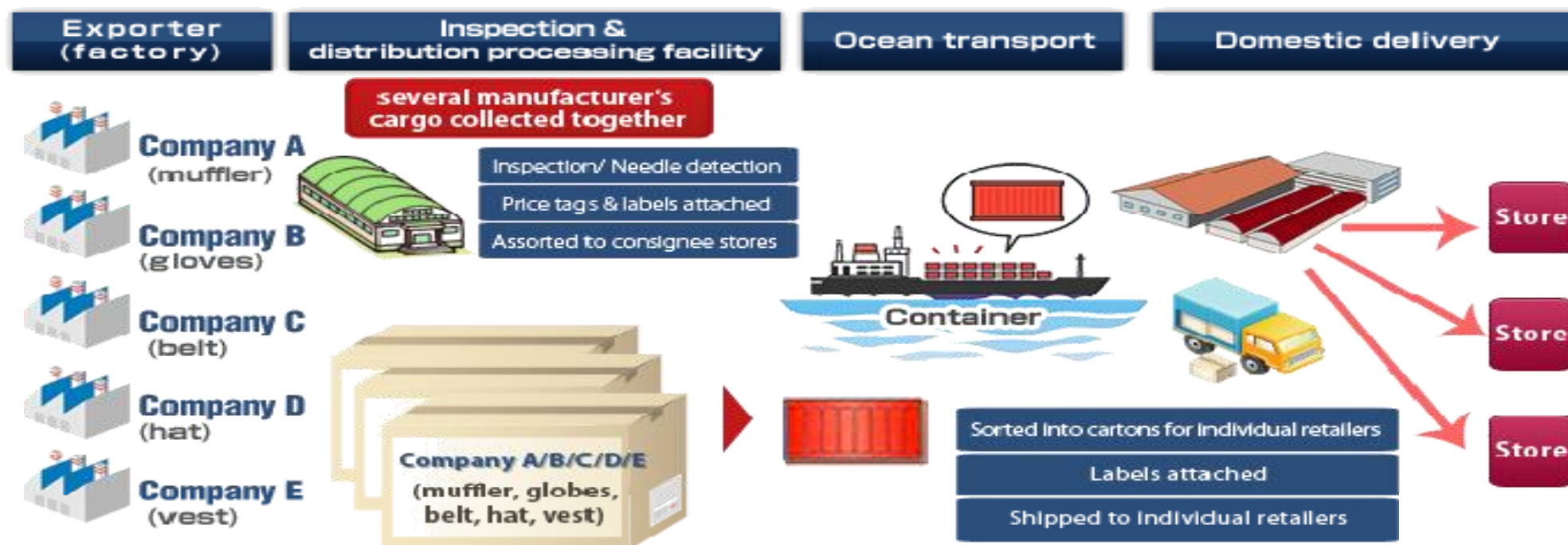
As of September 30,2022

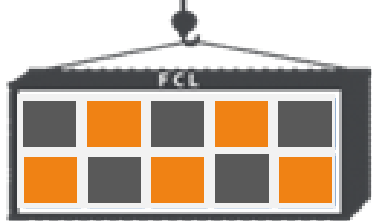


## Cargo Consolidation



- Cargo Consolidation for less than container loads (LCL) is one of core business activities of Company since inception, and garners good market share in India
- Consolidates shipments for more than 1,100 destinations worldwide through its network across 89 countries
- Long standing tie-ups with leading shipping lines like CMA–CGM, Maersk, MSC, ONE, Hapag Lloyd, Hyundai & Cosco, etc.
- Strong geographies apart from India, are CIS countries, Africa & Afghanistan



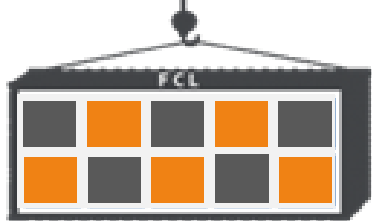


## Freight Forwarding



- Leveraging on its LCL leadership to achieve significant presence in 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
- Good knowledge and experience of moving cargos in inland Africa





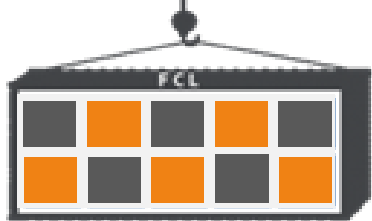
## Air Freight



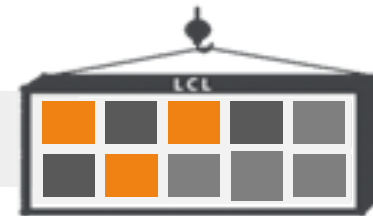
- TTSL is an international air freight forwarding company providing professional and reliable international air freight import and export services across the globe.
- It has centralized pricing and co-ordination desk in Mumbai for pan India operations.
- It has strong partners worldwide to provide the 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







## CP World Global Network & iCargo Alliance



**TOTAL<sup>TM</sup>**  
**TRANSPORT**  
Keeping Promises Since 1994

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



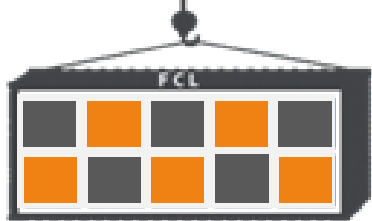
- Registered in Hong Kong
- Promoted by CP World Group and Eurasia Group
- Exclusive cargo alliance across 89 countries with 166 offices



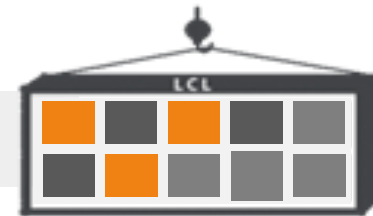
**Mr. Makarand Pradhan**  
**Group Chairman**  
**CP World**



**Mr. Ken Chiang**  
**Group CEO**  
**CP World**

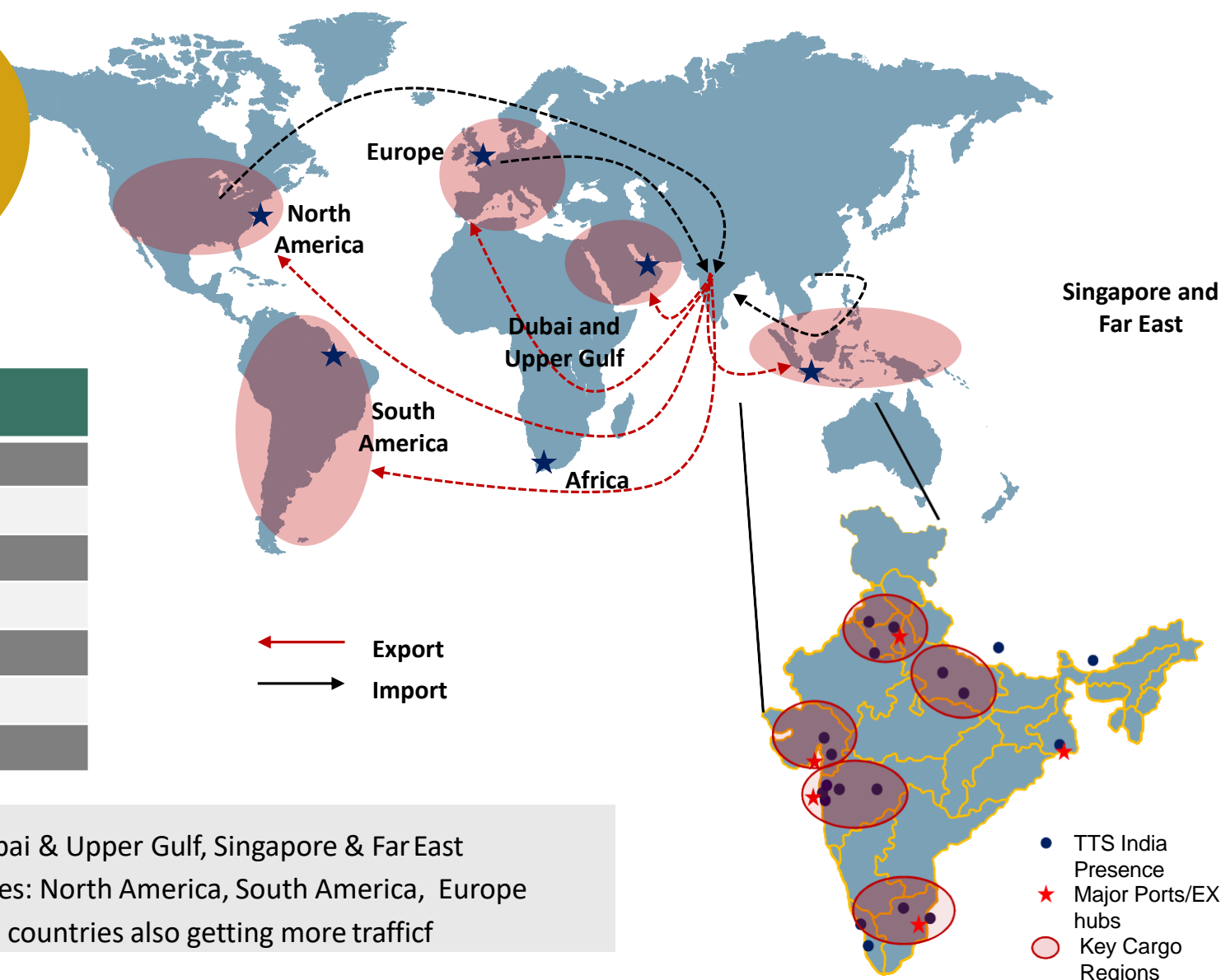


## TTSL in association with CP / I cargo Network



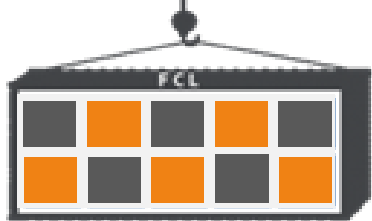
N. America, S.  
America  
routes give  
higher margin  
per TEU

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

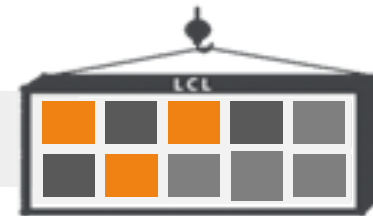


- Traditionally major routes: Dubai & Upper Gulf, Singapore & Far East
- Increasingly plying longer routes: North America, South America, Europe
- South Africa and other African countries also getting more traffic





# One World Logistics Pvt Ltd- Business Model



**TOTAL™  
TRANSPORT**  
Keeping Promises Since 1994



Shipments Picked  
from stations for  
final Delivery

DSP / EDSP

## Exclusive Distribution Service Partners (EDSP):

EDSP's are station owned by Company at place where shipments from ecommerce players are received for last mile delivery. Currently we operate through 45 EDSPs

## Distribution Service Partners (DSP):

These are stations owned as Captive arms by Ecommerce players and Company picks up shipments from respective warehouses for final deliveries. Currently we operate through 60 DSPs



Shipments Delivered

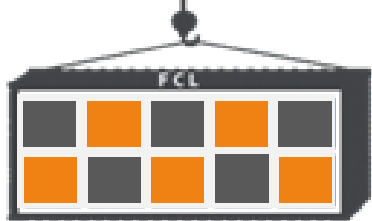
Shipments Delivered

Shipments Delivered

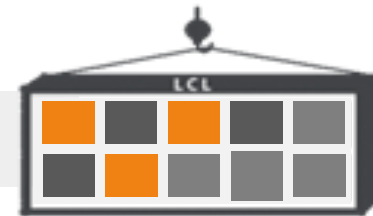


**abhi**laya  
WE MOVE THE LAST MILE





## One World Logistics Pvt Ltd- Products offered



### Same day Delivery – SDD

**Scope :** Prime ecommerce delivery with in ty municipal limits from single pick up point. Weight limit 2kg.

**Pin code Delivery and Reverse pick up - LMA**

**Scope :** deliveries with in 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 with in the taluka limits from single pick up point . Weight limit 2kg.

### 2. E-commerce reference Centres

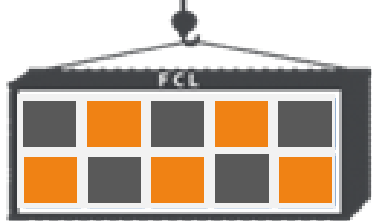
**Scope :** Creating awareness with local marketing and catalogue promotions at taluka level for online companies



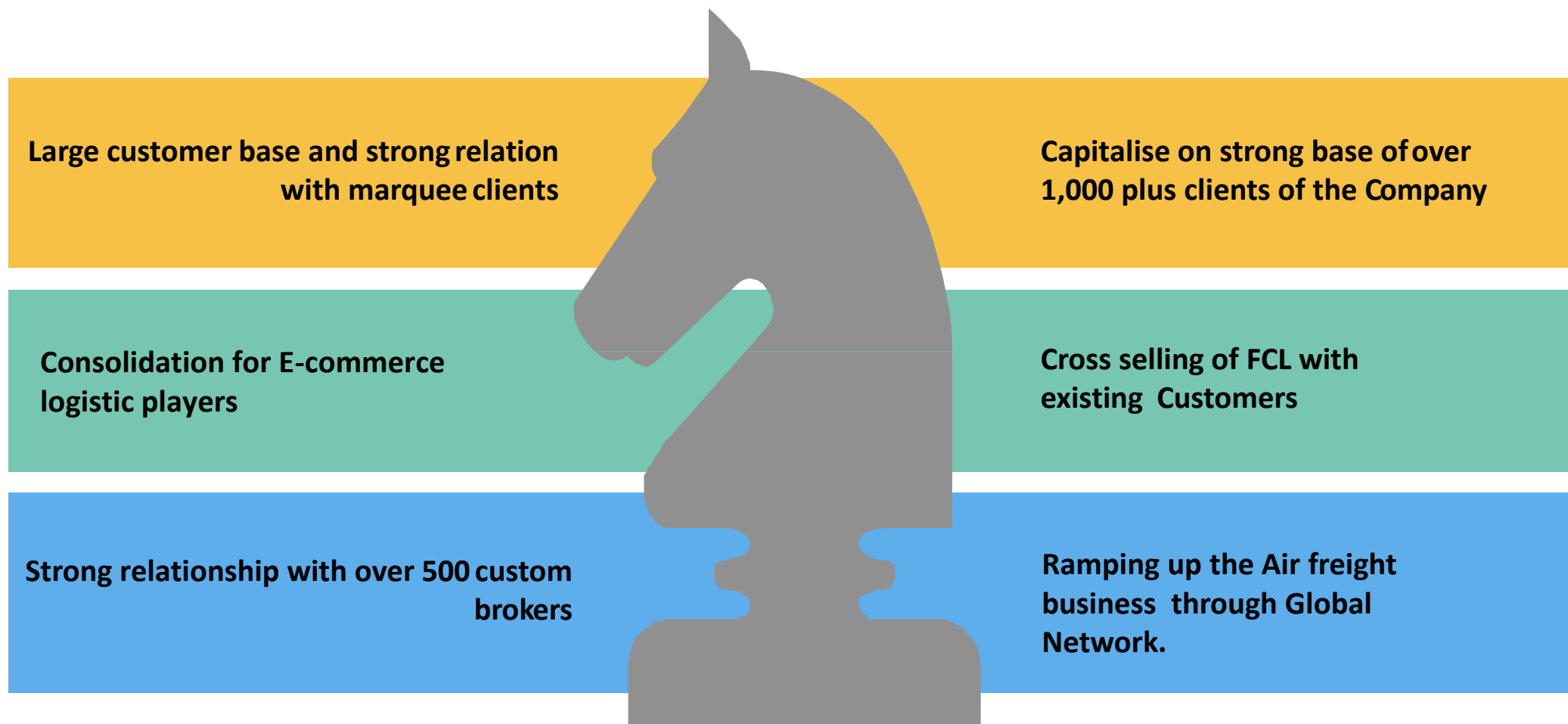
### B 2 B Distribution

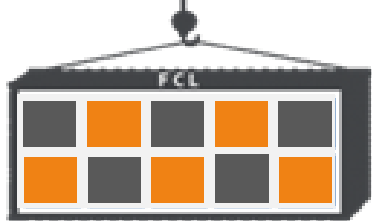
**Scope :** Deliveries within same GST state - LTL , FTL





## Future Strategy





Thank You



**TOTAL<sup>TM</sup>**  
**TRANSPORT**  
*Keeping Promises Since 1994*



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Mr. Bhavik Trivedi

**Company Secretary**

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