



# TIGER LOGISTICS (INDIA) LTD

*Investor Presentation*

*February 2018*





*This presentation and the accompanying slides (the “Presentation”), which have been prepared by Tiger Logistics(India) Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.*

*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.*

*Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.*



# **Financial & Operational Overview**

# Performance Snapshot Q3&9M &FY18



## Q3FY18

Revenue  
801 Mn

EBITDA  
52 Mn

PAT  
30 Mn

## 9M FY18

Revenue  
2273 Mn

EBITDA  
122 Mn

PAT  
72 Mn

*Revenue & Profitability impacted on account of GST transition*



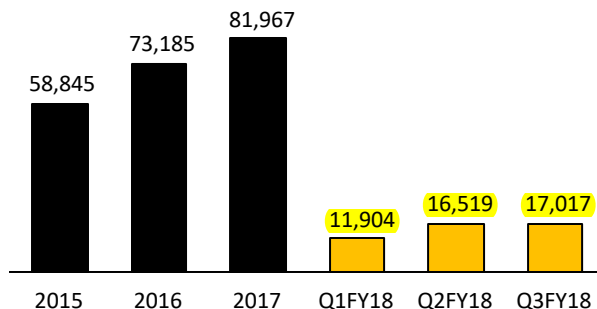
# Q3&9M FY18 Income Statement

Rs. Millions	Q3FY18	Q3FY17	YoY	9MFY18	9MFY17	YoY
Revenue	801	681	18%	2273	2089	9%
Operating Expenses	671	588		1944	1819	
Employee Expenses	60	41		150	109	
Other Expenses	18	14		57	44	
EBITDA	52	38	39%	122	117	4%
EBITDA Margin	6.5%	5.5%		5.4%	5.6%	
Other Income	0	1		3	2	
Depreciation	1	1		4	4	
EBIT	51	36	38%	121	115	4%
EBIT Margin	6.4%	5.4%		5.3%	5.5%	
Interest / Finance Cost	6	1		10	4	
PBT	45	35	27%	111	112	-1%
Tax	15	14		38	41	
PAT	30	21	36%	72	71	1%

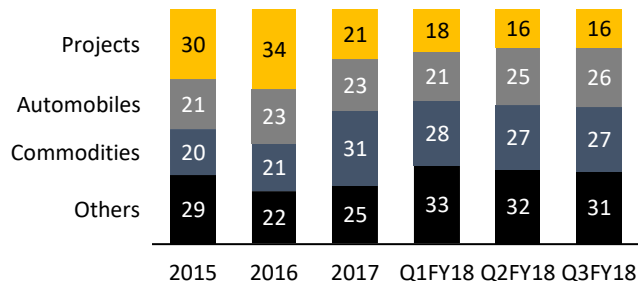
# Operational Metrix



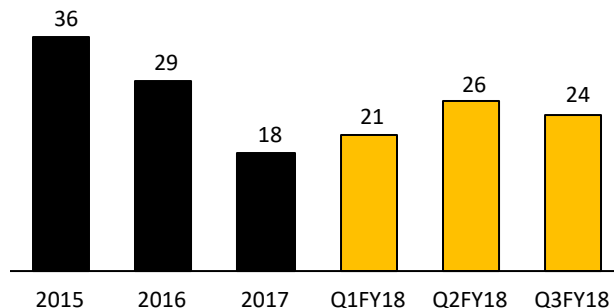
**Twenty Feet Unit's (TEU's) Volume**



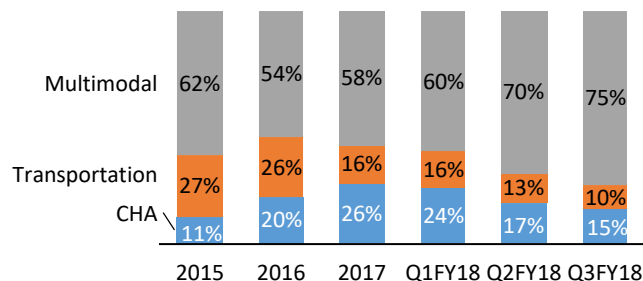
**Industry wise Revenue Composition %**



**Top 5 Customers Contribution to Revenue %**



**Segment wise Revenue Composition %**





# Historical Income Statement

Rs. Millions	FY17	FY16	FY15	FY14
<b>Revenue</b>	<b>2,981</b>	<b>2,534</b>	<b>2,458</b>	<b>1,475</b>
Operating Expenses	2,586	2,237	2,227	1,306
Employee Expenses	148	108	80	60
Other Expenses	79	63	48	48
<b>EBITDA</b>	<b>168</b>	<b>126</b>	<b>103</b>	<b>61</b>
<b>EBITDA Margin</b>	<b>5.64%</b>	<b>4.98%</b>	<b>4.20%</b>	<b>4.15%</b>
Other Income	2	7	6	7
Depreciation	5	7	10	8
<b>EBIT</b>	<b>165</b>	<b>125</b>	<b>99</b>	<b>60</b>
<b>EBIT Margin</b>	<b>5.53%</b>	<b>4.94%</b>	<b>4.04%</b>	<b>4.08%</b>
Interest / Finance Cost	5	3	1	-
Exceptional Item (Gain) / Loss	0	-	(13)	-
<b>PBT</b>	<b>159</b>	<b>122</b>	<b>84</b>	<b>60</b>
Tax	56	49	27	21
<b>PAT</b>	<b>103</b>	<b>73</b>	<b>58</b>	<b>39</b>
<b>PAT Margin</b>	<b>3.45%</b>	<b>2.88%</b>	<b>2.35%</b>	<b>2.66%</b>

# Historical Balance Sheet

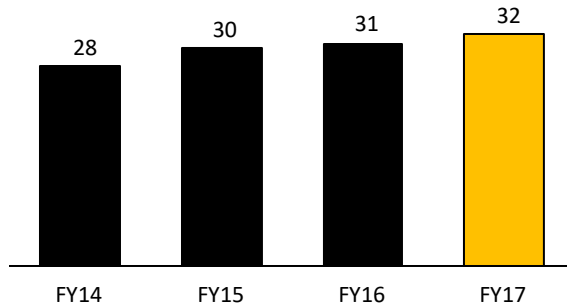
Rs. Millions	FY17	FY16
Share Capital	106	106
Reserves and Surplus	365	262
<b>Shareholders Funds</b>	<b>471</b>	<b>368</b>
Long-term Borrowings	2	2
Long-term Provisions	13	9
<b>Non-current liabilities</b>	<b>16</b>	<b>12</b>
Short-term Borrowings	62	59
Trade Payables	346	293
Other Current Liabilities	24	40
Short-term provisions	18	18
<b>Current liabilities</b>	<b>451</b>	<b>410</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>938</b>	<b>790</b>
Fixed Assets	30	28
Capital Work in Progress	18	3
Long-term Loans and Advances	5	3
Non-current investments	3	1
Deferred Tax Assets	5	4
<b>Non-current assets</b>	<b>61</b>	<b>39</b>
Trade Receivables	823	672
Cash and Cash Equivalents	46	70
Short-term Loans and Advances	0	1
Other current assets	7	7
<b>Current assets</b>	<b>877</b>	<b>750</b>
<b>TOTAL - ASSETS</b>	<b>938</b>	<b>790</b>



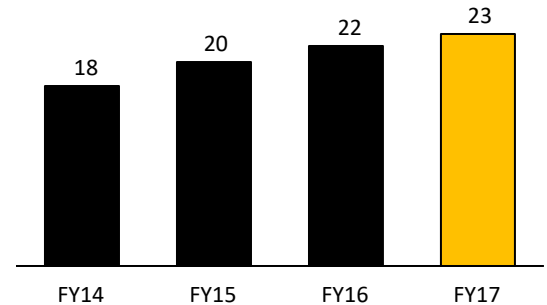


# Performance Measurement

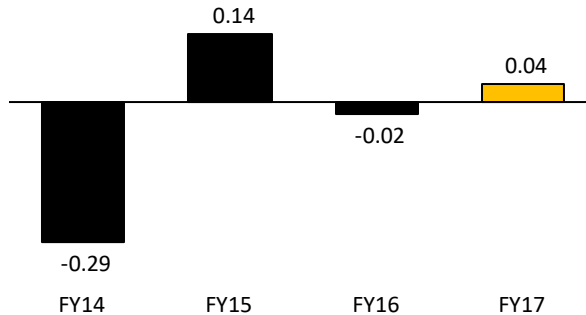
*Return on Capital Employed %*



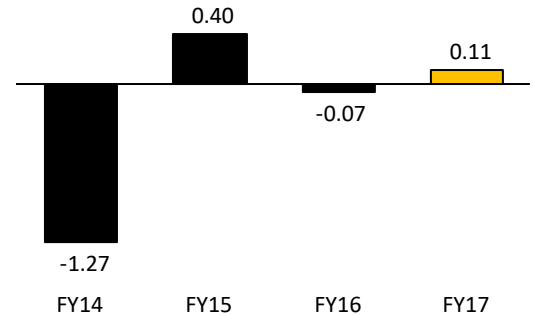
*Return on Equity %*



*Net Debt to Equity Ratio*



*Net Debt to EBITDA Ratio*



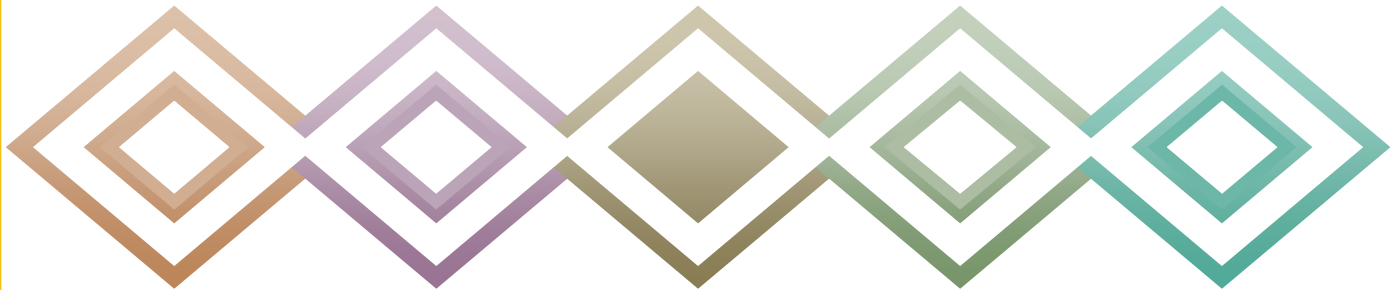


# **Company Overview**

# Tiger Logistics - An Introduction



## 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

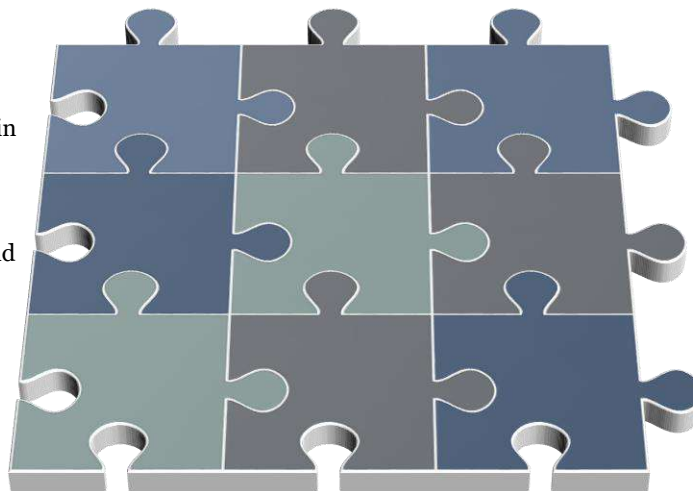
Our strong on ground force constantly thrives for efficiency in execution

## 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

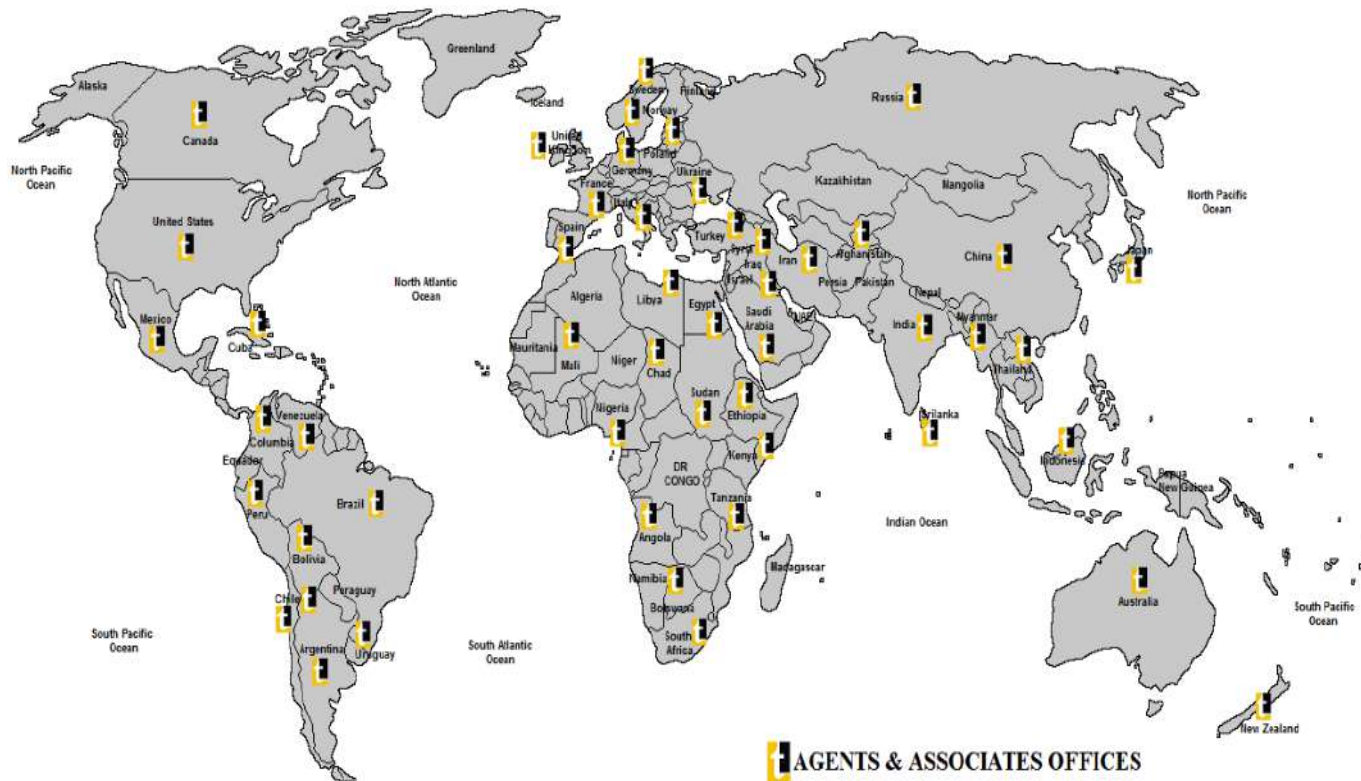
## Strong IT backup

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

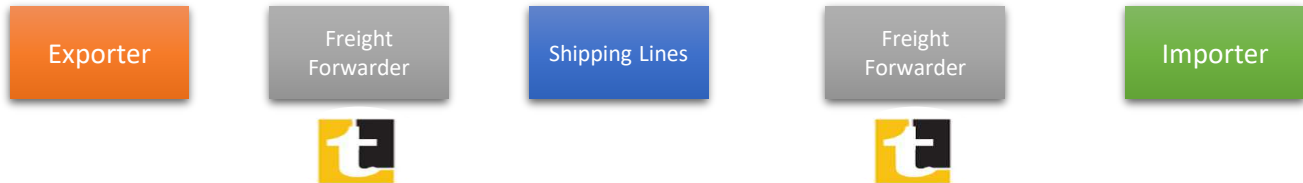
# ...with a Global Presence



# Leading FCL Player in India

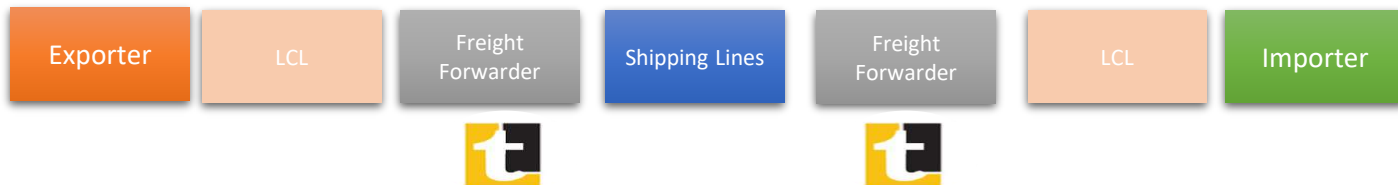


## When Exporter has Full Container Load



- Our Association with multiple corporates across varied industries helps us to source Full Container Loads

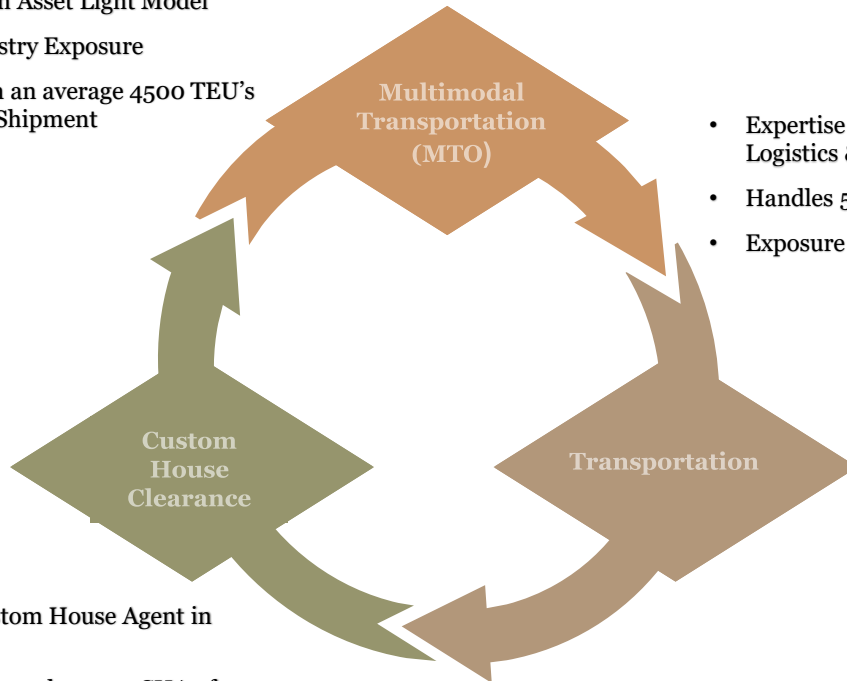
## When Exporter has Less than Container Load



- 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



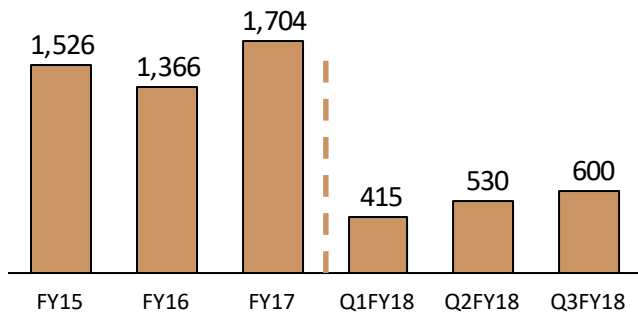
- Expertise in handling Project Logistics & Food Commodities
- Handles 500+ shipments per month
- Exposure to Varied products

- 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

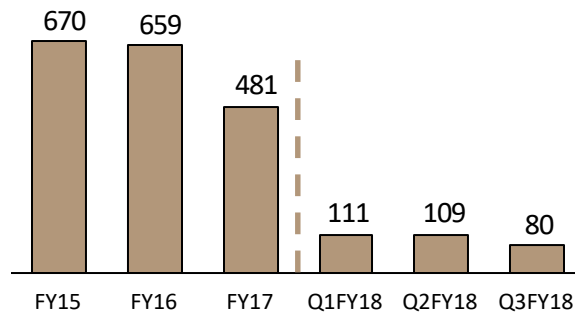
...with growing prospects in all segments...



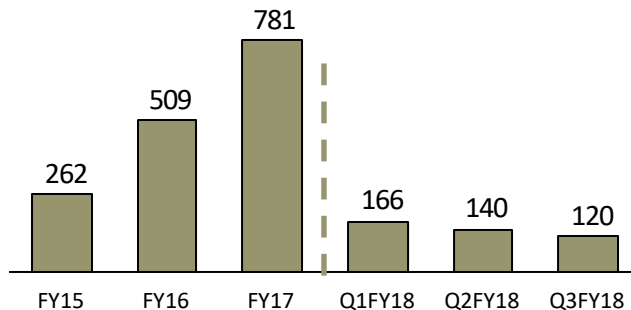
Multimodal Transport [Rs. mn]



Transportation [Rs. mn]



CHA [Rs. Mn]





...servicing multiple clients...

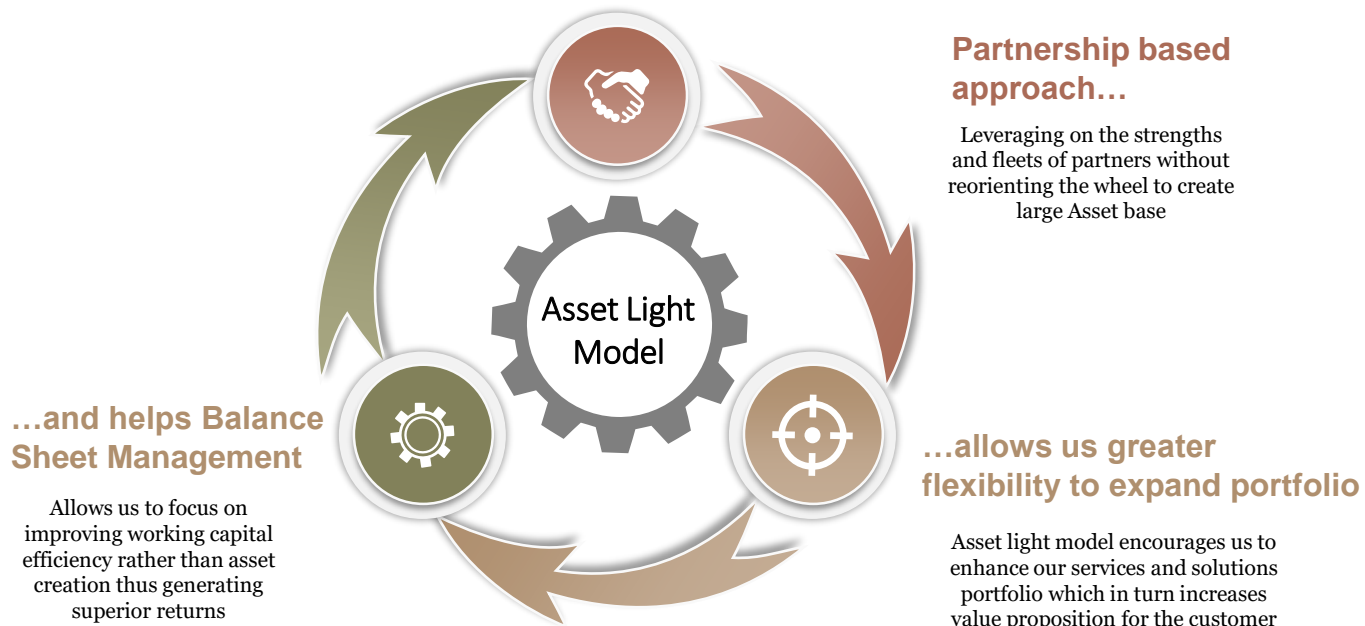


...across varied sectors...



...thus diversifying risk profile <sup>18</sup>

# Asset Light Model –Our USP



# Future Strategy



## Leverage & Deepen Relationships

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

## Domestic Logistics & LCL

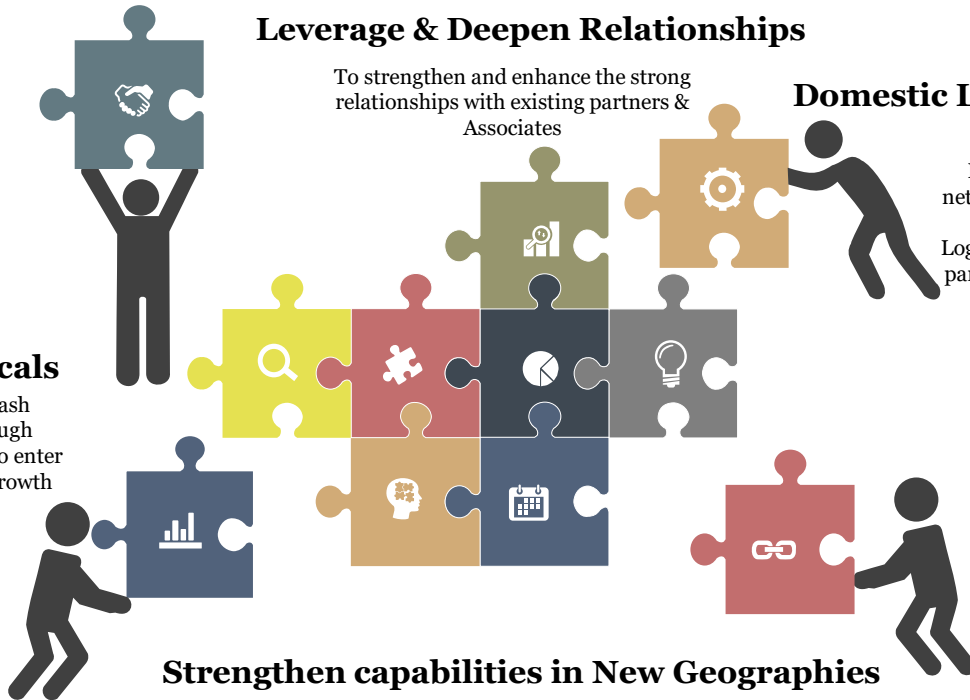
Leveraging existing network & infrastructure to enter Domestic Logistics segment and be part of the LCL Segment in India

## 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

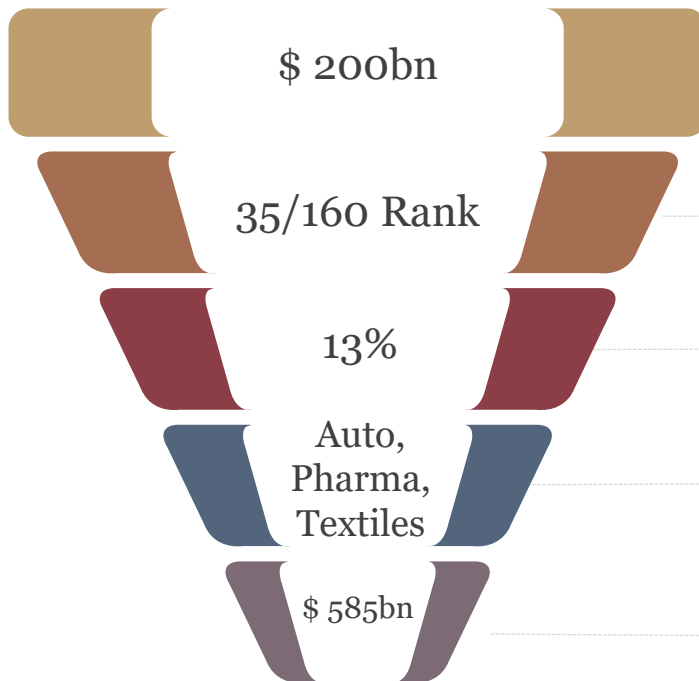




# **Industry Snapshot**



# Indian Logistics Scenario



## Size of Logistics Sector

Logistics Industry is poised to grow to 200bn 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



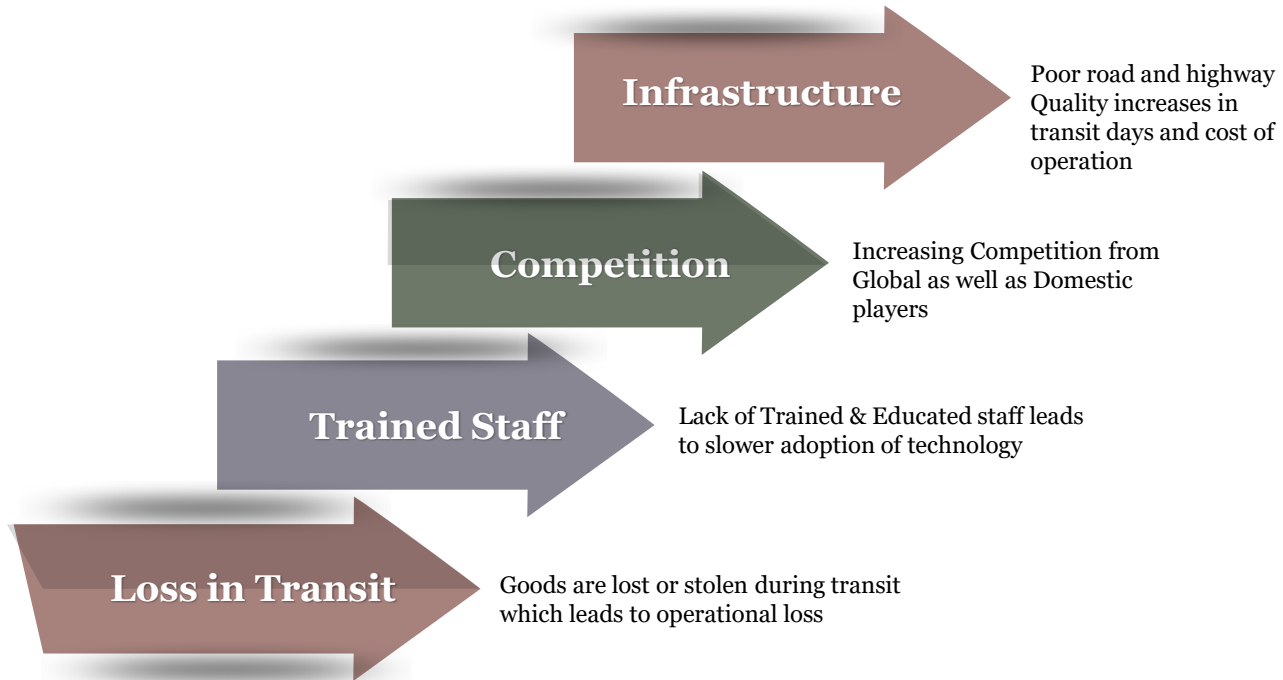
## Consumption Demand

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

## EXIM Demand

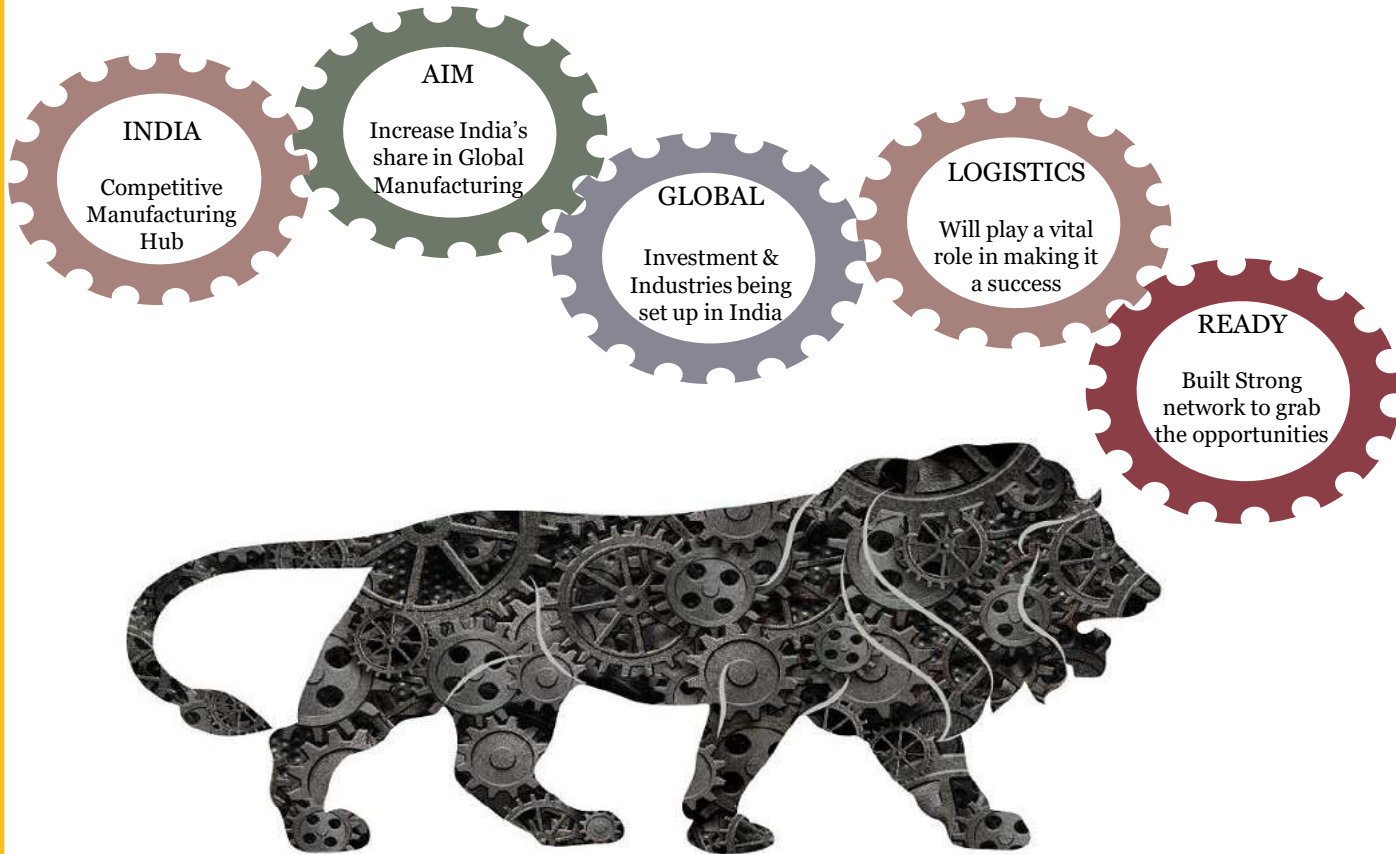
- Global demand of Made in India goods increasing
- Better Port Infrastructure to help EXIM propel further

# Challenges





# Make in India – Growth Opportunity



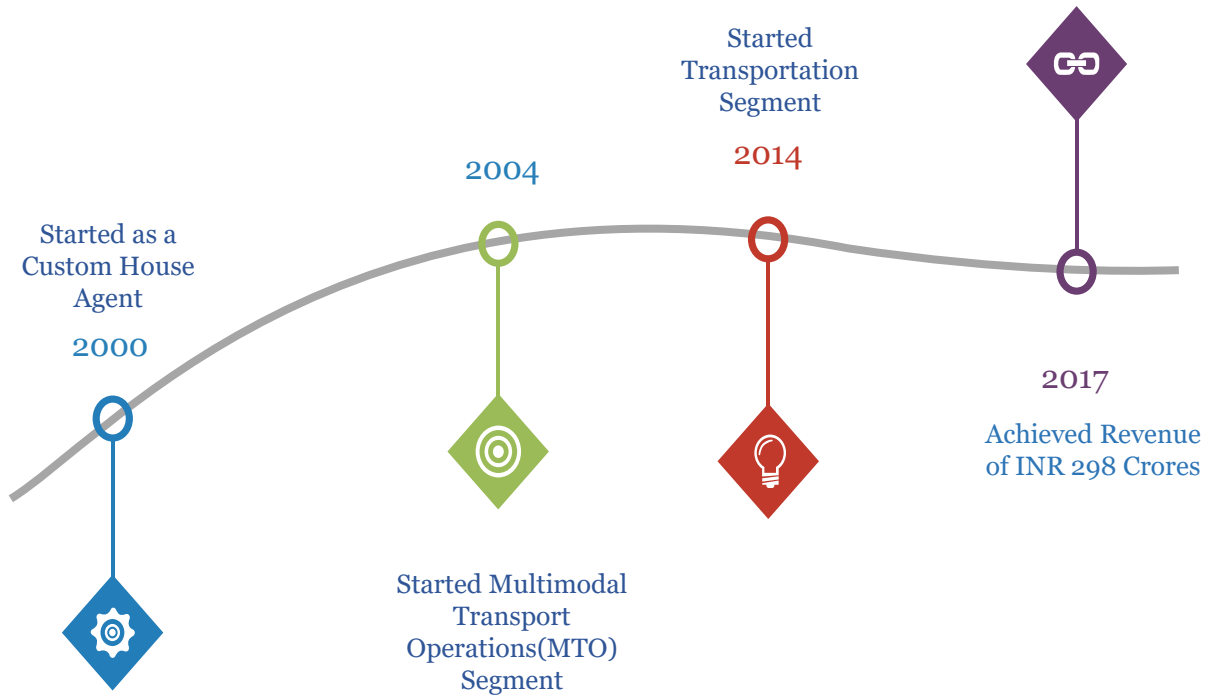


**The Journey so far...**

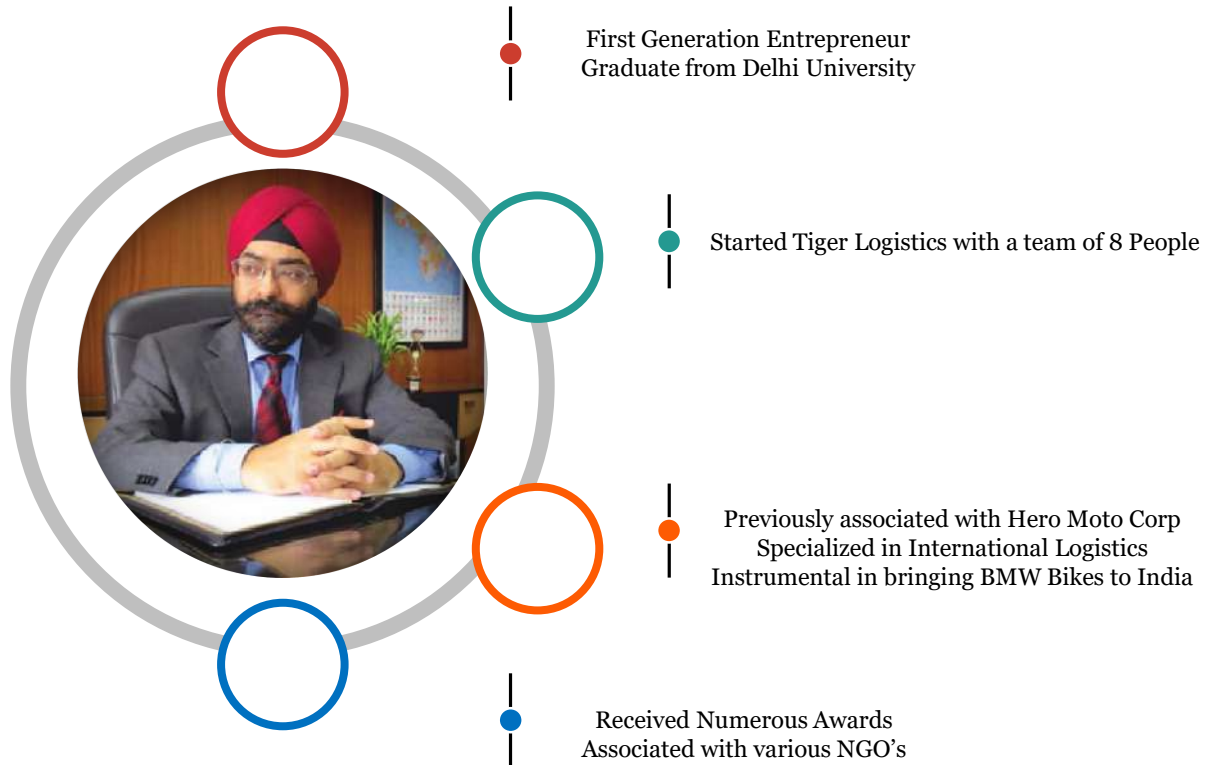




# Milestones



# Strong Promoter Prowess



# Recognition & Awards



Recipient of “India’s Greatest Brands & Leaders 2015-16 – PRIDE OF THE NATION” (Logistics sector) by PWC India, and chosen by Consumers & Industry



Awarded “World’s Greatest Brand & Leader of Asia & GCC in Logistics sector” by PWC India



Recognized among the top 3 Custom House Agents (CHA) of North India, by Container Corporation of India (CONCOR India)

# Accreditations & Affiliations





## **Our Credentials**

Ported to Piraeus, Greece





## Ported to Montevideo, Uruguay

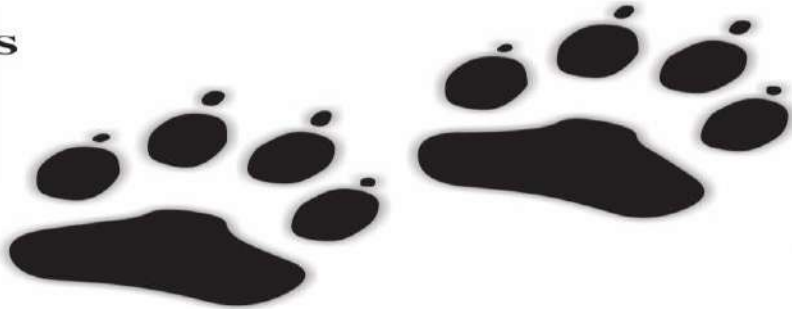


## 60 Dornier Aircraft Ported to Ruag, Germany



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





For further information, please contact:

---

Company :

Investor Relations Advisors :

---

**Tiger Logistics(India) Limited.**

CIN - L74899DL2000PLC105817

Mr. Vishal Gupta, Compliance Officer

[csvishal@tigerlogistics.in](mailto:csvishal@tigerlogistics.in)

<http://www.tigerlogistics.in/>

**Strategic Growth Advisors Pvt. Ltd.**

CIN - U74140MH2010PTC204285

Mr. Shogun Jain / Ms. Payal Dave

[shogun.jain@sgapl.net](mailto:shogun.jain@sgapl.net) / [payal.dave@sgapl.net](mailto:payal.dave@sgapl.net)

+91 7738377756 / +91 9819916314

[www.sgapl.net](http://www.sgapl.net)