Scrip Code: 536264



28th May 2025

To, BSE Limited P.J. Towers, Dalal Street, Mumbai - 400 001.

Subject: Disclosure under Regulation 30 of SEBI (LODR) Regulations, 2015.

Dear Sir,

Pursuant to Regulation 30 of SEBI (LODR) Regulations, 2015 and all the other applicable provisions thereto, please find attached Investor Presentation for the quarter and year ended 31st March 2025.

Kindly take on record the above.

Thanking You

For Tiger Logistics (India) Limited

Vishal Saurav Company Secretary & Compliance Officer

Email: csvishal@tigerlogistics.in Website: www.tigerlogistics.in

CIN: L74899DL2000PLC105817





TIGER LOGISTICS (INDIA) LIMITED

INVESTOR PRESENTATION Q4 & FY25



BSE: 536264



Safe Harbor



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Presentation Content





Q4 & FY25 Financial Performance

Financial & Operational Overview

Industry Snapshot

Company Overview

Evolution of Tiger Logistics

Vision 2027

Annexure















Message





Commenting on the results, Mr. Harpreet Singh Malhotra, Chairman & MD of Tiger Logistics (India) Limited said,

"I am pleased to share that we have delivered a record-breaking performance this year, with annual revenue surpassing ₹536 crores, more than double that of FY24. Our EBITDA and PAT grew 2.1x YoY, reaching ₹31 crores and ₹27 crores respectively, reflecting strong operational execution and business resilience. Q4 results also remained robust, with 23.5% YoY revenue growth and a 60% increase in PAT, driven by our customer-first approach and disciplined cost and service management.

Our growth was powered by exceptional increases in both sea and air cargo volumes. TEU volumes rose 37% YoY, while air cargo volumes grew by 25%, showcasing our strengthened multimodal capabilities. We also expanded our presence in government logistics, securing major contracts with BHEL, HPCL, and BEML. Additionally, the growth of our TiGreen vertical and the successful launch of CUBOX, our LCL consolidation brand, mark key milestones in our strategic diversification.

As we look ahead to FY26 and beyond, digital transformation and sustainability remain at the core of our strategy. With India's logistics sector poised for double-digit growth, Tiger is well-positioned to lead this transformation and deliver long-term value to all stakeholders. Thank you for your continued trust and support."







1. Q4 & FY25 Financial Performance

Ourrent Development

Q4 & FY25 Performance

Q4 & FY25 BSE: 536264





Financial Development



Q4 FY25 Financial Performance:

- Tiger Logistics earned **revenue** of ₹11,451 lakhs, which represented a 23.5% YoY increase compared to Q4 FY24 but was 28.6% lower than the previous quarter, Q3 FY25.
- The company reported an EBITDA of ₹720 lakhs, which was 53.9% higher than in Q4 FY24. The EBITDA margin for the quarter was 6.3%.
- **EBIT** for the quarter stood at ₹932 lakhs, reflecting a 51.7% YoY increase. The **EBIT** margin was 8.1%.
- The PAT for the quarter was ₹643.6 lakhs, which was 59.9% higher than in Q4 FY24. The PAT margin for the quarter was 5.6%.

FY25 Financial Performance:

- For the full financial year FY25, Tiger Logistics reported **revenue** of ₹53,631 lakhs, which was 2.2 times the revenue in FY24.
- The **EBITDA** for the year was ₹3,092 lakhs, up 2.1 times compared to FY24. The **EBITDA** margin was 5.8%, slightly lower than the 6.3% in FY24 by 49 bps.
- **EBIT** for FY25 stood at ₹3,894 lakhs, which was 2.1 times higher than last year. The **EBIT margin** was 7.3%.
- PAT for FY25 was ₹2,701 lakhs, which was also 2.1 times higher than FY24. The PAT margin for the year stood at 5.0%.



Volume Performance



7

Q4 FY25 Container Volume (TEUs):

- During the fourth quarter, the company handled 18,180 TEUs, up from 13,071 TEUs in Q4 FY24, an increase of around 39%.
- This growth resulted from higher client demand and more efficient service delivery.
- Additionally, new and improved route offerings played a role in boosting performance during the quarter.

FY25 Container Volume (TEUs):

- Throughout the year, 68,858 TEUs were managed, rising from 50,463 TEUs in FY24, representing 37% YoY growth.
- This steady increase was due to expanded operations and strengthened relationships with clients. Additionally, growth was spread across the year.
- Enhancements in service and logistics supported these gains and have positioned the company to pursue further expansion going forward.

Q4 FY25 Air Cargo Performance:

- The company transported 1,14,248 kg of air freight, a significant rise from 70,917 kg during the Q4 FY24. This marked a 61% YoY increase, highlighting strong growth.
- The improvement was driven by newly secured contracts, specific project shipments, and enhanced route availability and capacity.

FY25 Full-Year Air Cargo Overview:

- Over the entire year, the company moved 377,617 Kg of air cargo, reflecting a clear 25% YoY increase. The segment is becoming an important growth area alongside the company's core sea freight and logistics services.
- This stronger performance may be driven by an expanding customer base or the addition of more high-value shipments. With this momentum, the air segment is well positioned to play a larger role in the company's overall business mix going forward.



Business Development



Expansion in Government & PSU Logistics:

- Handling an additional air-chartered shipment from Argentina for BHEL.
- Emerged as L1 bidder for a high-volume air cargo project with HPCL.
- Signed a two-year logistics contract with BEML covering air and sea imports.
- Empaneled by Airports Authority of India (AAI); continuing engagements with HAL, BEL, CEL, BNPMIPL.

TiGreen – Renewable Energy Vertical:

- Monthly volume increased from 300 to 1,500 TEUs, with future target of 3,500 TEUs/month.
- Driven by rising imports from China and growing exports to the U.S.
- Projected to add ₹100-₹150 crore annually to revenue.
- Well-positioned to support India's goal of 500 GW renewable energy capacity by 2030.

CUBOX – Launch of LCL Consolidation Business:

- ♥ Focused on serving forwarders and B2B clients with smaller shipment needs.
- Initially targeting Western and Northern India, with plans for expansion to South India and global markets.
- Expected to generate over ₹100 crore in annual revenue.

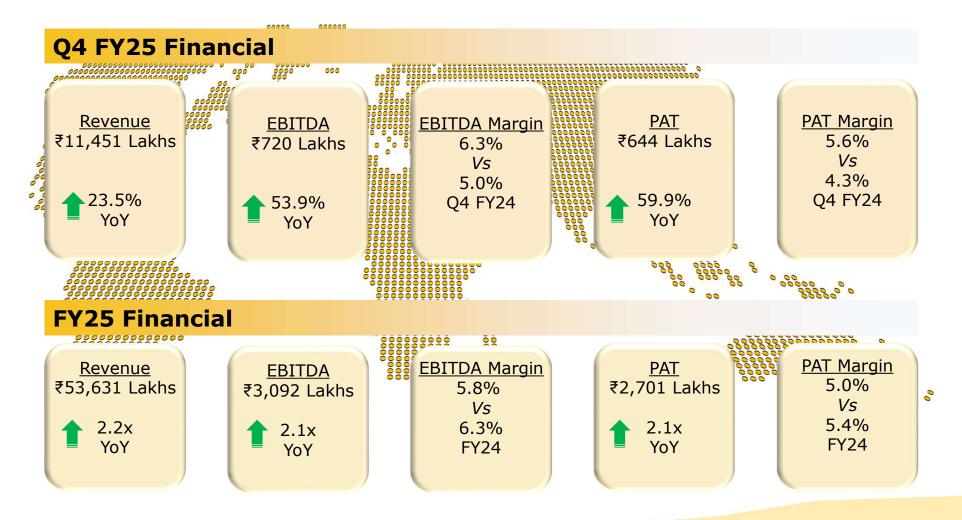
National Recognition & Digital Innovation:

- Honoured as "Logistics Champion Mid-Sized Company" by ISCM Logistics Ranking 2025.
- Recognized for leadership in defence, engineering, automotive, and project logistics.
- Digital tools like real-time tracking and smart documentation enhance transparency and client experience.



Q4 & FY25 Financial Performance

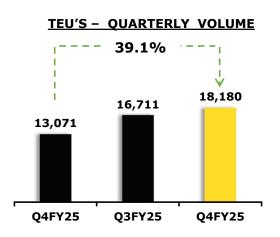


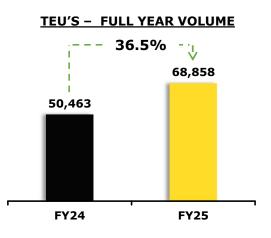


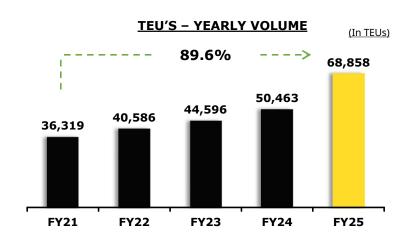


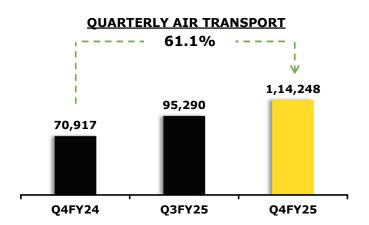
Q4 & FY25 Volume Performance

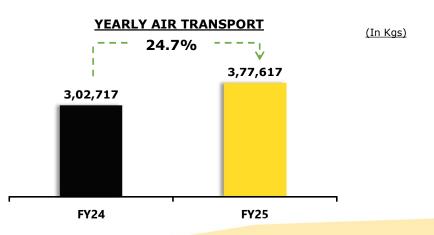


















- 2. Financial & Operational Overview
- **Solution** Industry Wise Revenue Composition
- Segment Wise Revenue Composition
- **Solution** Working Capital Limit & Fixed Assets

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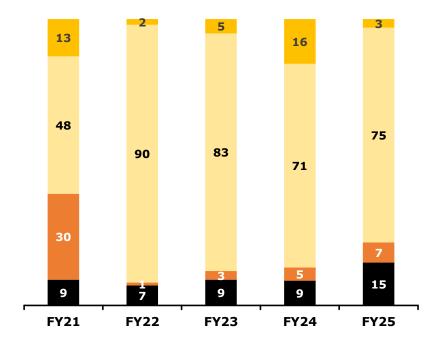
Industry Wise Revenue Composition

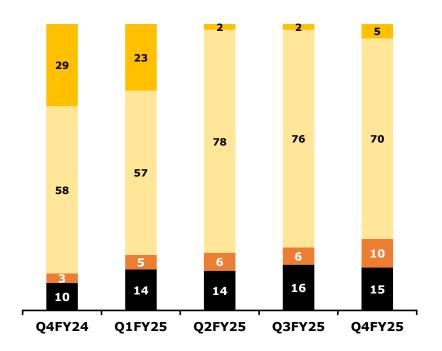


Yearly Revenue Composition (%)

Quarterly Revenue Composition (%)







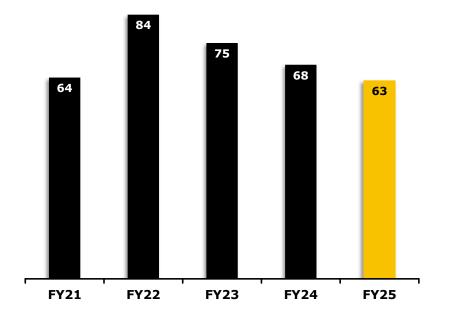


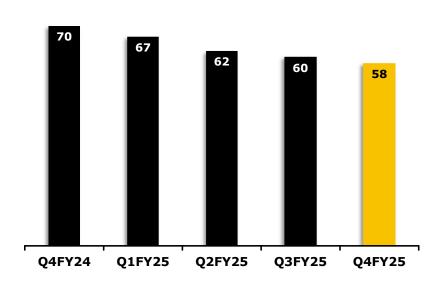
Top 5 Customer Revenue Composition



Yearly Revenue Composition (%)

Quarterly Revenue Composition (%)







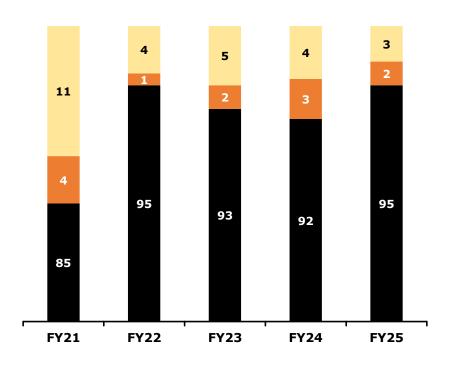
Segment Wise Revenue Composition

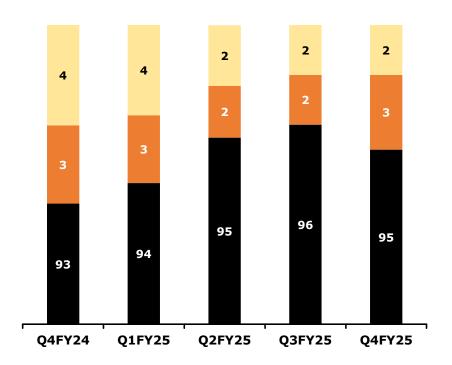




Quarterly Revenue Composition (%)









Working Capital Limit & Fixed Assets



(₹ in Cr.)

Sanctioned Working Capital Limit (Fund-based) as of 31st March 2025						
Financial Year	SBI	IDBI	ICICI	Kotak		
FY21	16.0	5.0	-	-		
FY22	16.0	5.0	-	10.0		
FY23	16.0	2.0	-	10.0		
FY24	16.5	2.0	10.0	-		
FY25	16.5	2.0	10.0	-		

Cash Reserve					
Financial Year	Net Cash in Hand				
FY21	7.4				
FY22	31.6				
FY23	52.4				
FY24	41.8				
FY25	51.2				

Fixed Assets					
Financial Year Net Block					
FY21	8.6				
FY22	7.8				
FY23	7.5				
FY24	8.8				
FY25	8.7				







- 3. Industry Snapshot
- Indian Logistics Sector
- **Objective** Demand Drivers
- Sector Challenges

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Indian Logistics Sector





Logistics Sector Size

Indian Logistics Industry is marked at US\$ \$215 billion, and is expected to grow at a CAGR of ~10.7 %between 2022-2024

\$ 215 Bn



Logistics Performance Index

India ranked 44 In the Global LPI in 2018, a Barometer for gauging Trade Logistics Performance

44/160 Rank



Logistics Cost

Total logistics cost is 13% of GDP. Comparative figures for China are 18%, while for the USA they are 8.5%



Government reforms in Transportation & Digitalisation, increase in Port Capacities, & Railway Traffic aim at improving the logistics

Boom

sector



Industries Driving Growth

The increase in manufacturing drives an uptick in demand, E-commerce, Automobiles, Pharmaceutical, Textiles & Cement Sector Industry

Source: Sector Reports



Demand Drivers



Export Demand

- Achieved \$197 billion worth of merchandise exports
- Expected to reach the target of \$400 billion this year
- Estimated 33% increase in merchandise exports
- Better port infrastructure to help EXIM propel further



Manufacturing Boost

- The Make In India initiative has opened doors to IT manufacturing
- Expected steady annual increase of 9.7% in industrial production
- 25% Contribution to GDP by 2025 from 16% currently



Sector Challenges



Infrastructure

Poor road and highway quality increases delivery days, and the cost of operation



Trained Staff

Lack of trained and educated staff leads to slower adoption of technology

Competition

Increasing competition from global as well as domestic players

Transit Loss

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







- 4. Company Overview
- **♦ About Us**
- **6** Why Tiger Logistics
- **6** FreightJar
- **1 International Footprints**
- **6** Clients

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About Us



Tiger Logistics have been Pioneering

End-to-End Logistics Globally

01.

Tiger Logistics (India) Limited, listed on the BSE, is a prominent global logistics firm offering comprehensive solutions in freight forwarding, transportation, and customs clearance. 02.

With over 23+ years of industry experience, Tiger Logistics (India) Limited has a robust nationwide presence, serving various Sectors including

- Automotive
- Engineering
- Textiles
- Commodities
- Pharmaceuticals
- FMCG industries

03.

Tiger Logistics (India)
Limited, operates with an
Asset-Light Approach Model,
collaborating with partners
worldwide to ensure
dependable, efficient, and
punctual cargo
transportation.



Mission & Vission



WE ARE TIGER LOGISTICS IN THE RIGHT PLACE, AT THE RIGHT TIME We're setting a new standard for global trade.



Mission & Vission

Logistics is the backbone of the global economy; it is the tool that has been instrumental in the evolution of human civilization.

It is this movement, this acceleration of trade, commerce, culture and life that **Tiger Logistics (India) Limited aims** to facilitate with a seamless process, dependable services and a foolproof approach.



Why Tiger Logistics



Tiger Logistics Growth Stems from

- Dedicated Teams Delivery
- Consistent Quality Service
- Industry Expertise
- Ensuring Timely Responsive
- Efficient Freight Management services from End to End





FreightJar 2.0



Powered by Tiger Logistics - "FreightJar"

Digital End-to-end shipment handling - India's leading global logistics solution provider.

Back-end



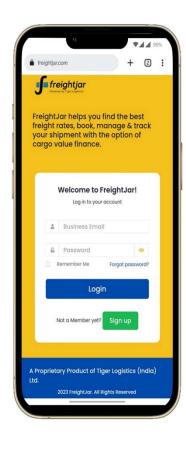
Search Rates of Multiple Shipping Lines to Optimize your cost



Get An Instant Quote on your Global Shipping Requirement



Launch of FreightJar 2.0



Front-End



Track Your Shipments in Real-Time for Enhanced Supply Chain Visibility



Helps in faster booking and saves ~5 working days and reduce logistics cost ~30%



Sales Acceleration



Video



International Footprints







Clients





































































5. Evolution of Tiger Logistics

- **5** Timeline
- **Promoter Prowess**
- **Solution Recognition & Awards**
- **S** Accreditations & Affiliations

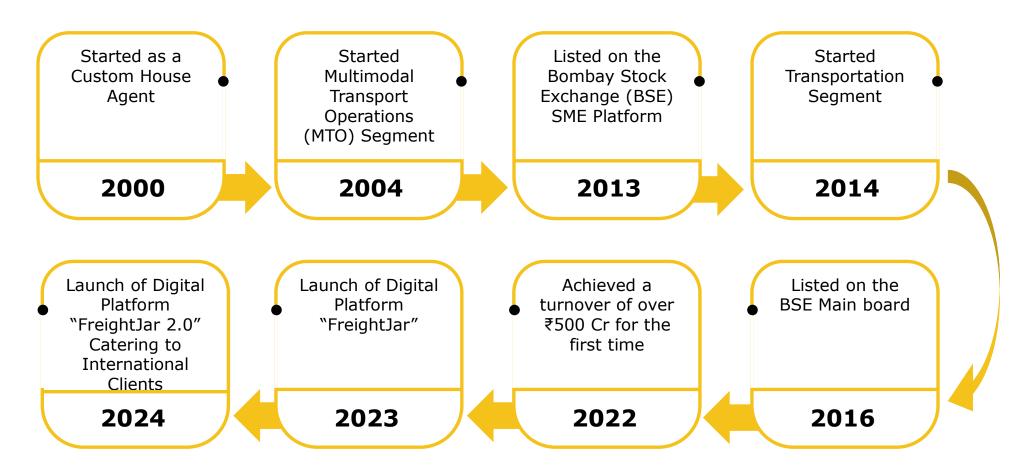
Q4 & FY25 BSE: 536264





Timeline

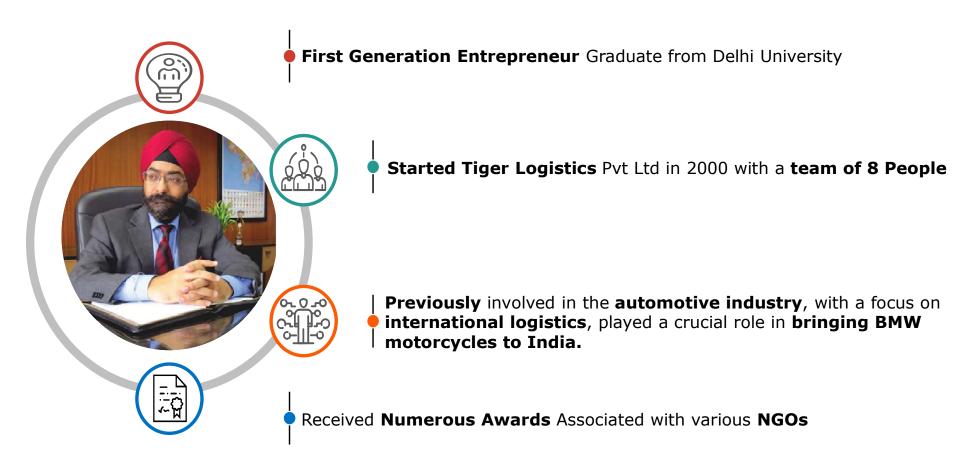






Promoter Prowess







Recognition & Awards





Recipient

"India's Greatest Brands & Leaders 2015-16 in PRIDE OF THE NATION" (Logistics sector)

- PWC India, & chosen by Consumers & Industry



Awarded

"World's Greatest Brand & Leader of Asia & GCC in Logistics sector"

- PWC India



Awarded

"Most Diversified Logistics Company of the Year"

 At Northern India Multimodal Logistics Awards, PWC India



Recognition & Awards





Awarded

"Business Leader of the Year"

 At Northern India Multimodal Logistics Awards



Awarded

"Digital Startup of the Year"

 At Northern India Multimodal Logistics Awards 2024



Certified

"Great Place To Work"

 Great Place To Work® in India from July 2024 to July 2025.



Recognition & Awards





Awarded

"25 Years of Logistics Excellence"

- At Conquest 2025, New Delhi





Awarded

"Logistics Champion – Mid-Sized Company"

- By ISCM Logistics Ranking 2025



Accreditations & Affiliations













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























6. Vision 2027

Growth Engines

Growth Pillar

Q4 & FY25 BSE: 536264





Growth Engines



- International logistics sector remains largely manual, highlighting a significant opportunity to digitalize logistics processes.
- By implementing FreightJarTM, we can enhance efficiency and reduce costs, ultimately benefiting our customers.
- The platform will enable automated RFQs, real-time freight and price discovery, shipment tracking, and digital documentation and invoicing which will streamline operations and improve overall service delivery.
- We are planning to establish an EV division for first-mile logistics.
- Large corporations now prefer partnering with companies focused on sustainability to reduce their carbon footprints.
- This strategic move will position us as a leader in carbon-conscious logistics, making us an attractive choice for environmentally aware clients.

Play

Green
Logistics

Mergers & Acquisitions

To further increase our global competitiveness and enhance our capability to serve customers, we plan to strengthen our network of agents and partners in new geographies.

To establish sales offices in Bangladesh, South America, and the US, dedicated solely to breaking into new markets and securing business opportunities.

This will enable us to better serve our clients and reinforce our position as a leading player in the international logistics sector.

We've already hired business consultants to search for medium-sized companies in the LCL & import sectors.

- These acquisitions will help us expand our product mix into related areas like export packaging while making the most of our existing network and skills.
- This strategic move ensures our growth by new verticals without diluting our expertise.



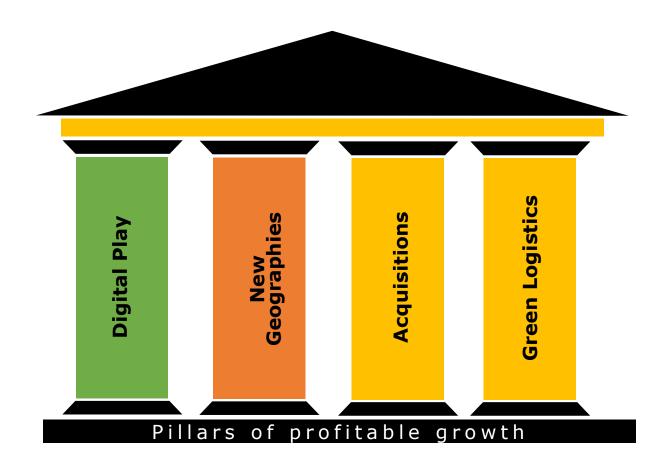
Growth Pillar



Achieved & Improving

Continuous

Ongoing









7. Annexure

- **?** Profit & Loss Statement
- **6** Balance Sheet Statement

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Profit & Loss Statement



Parameters (₹ in Lakhs)	Quarterly				Yearly			
	Q4 FY25	Q3 FY25	QoQ	Q4 FY24	YoY	FY25	FY24	YoY
Revenue	11,450.5	16,046.6	(28.6%)	9,271.3	23.5%	53,630.5	24,025.8	2.2x
Operating Expenses	10,008.0	14,327.4		8,221.3		47,964.8	20,543.9	
Employee Expenses	446.5	465.8		358.3		1,701.2	1,382.7	
Other Expenses	276.5	275.0		224.2		873.0	597.0	
EBITDA*	719.5	978.4	(26.5%)	467.5	53.9%	3,091.5	1,502.2	2.1x
EBITDA Margins	6.3%	6.1%	19 bps	5.0%	124 bps	5.8%	6.3%	(49 bps)
Other Income	234.6	266.2		174.0		886.8	387.7	
Depreciation	21.7	21.3		27.0		84.7	77.9	
EBIT	932.4	1,223.3	(23.8%)	614.5	51.7%	3,893.6	1,812.0	2.1x
EBIT Margins	8.1%	7.6%	52 bps	6.6%	151 bps	7.3%	7.5%	(28 bps)
Interest / Finance Cost	85.4	95.3		32.0		284.5	42.5	
PBT	847.0	1,128.0	(24.9%)	582.5	45.4%	3,609.1	1,769.5	2.0x
Tax	203.4	285.7		179.9		908.3	473.2	
PAT	643.6	842.3	(23.6%)	402.6	59.9%	2,700.8	1,296.3	2.1x
PAT Margins	5.6%	5.2%	37 bps	4.3%	128 bps	5.0%	5.4%	(36 bps)

Note:

^{*} EBITDA = Revenue – Operating Expenses – Employee Expenses – Other Expenses



Balance Sheet Statement



Assets (₹ in Lakhs)	FY25	FY24	Liabilities	FY25	FY24
Non-current Assets	2,259.5	2,408.3	Shareholders' Fund	13,830.1	11,083.6
Fixed Assets	889.2	905.1	Share Capital	1,057.3	1,057.3
Investments	1,201.9	1,122.1	Reserve & Surplus	12,772.9	10,026.4
Other Non-current Assets	168.4	381.1	Non-current Liabilities	476.5	442.6
Current Assets	17,308.7	11,949.8	Long Term Borrowing	47.0	88.1
Trade Receivable	10,267.6	6,979.4	Other Non-current Liabilities	429.5	354.5
Other Current Assets	1,924.8	794.9	Current Liabilities	5,261.6	2,831.9
Cash & Bank Balance	5,116.3	4,175.5	Short Term Borrowing	3,353.3	1,082.7
			Other Current Liabilities	1,908.3	1,749.2
Total Assets	19,568.2	14,358.1	Total Liabilities	19,568.2	14,358.1







Tiger Logistics (India) Limited CIN - L74899DL2000PLC105817

Thank You

<u>Tiger Logistics (India) Limited</u> Mr. Vishal Saurav Gupta

Company Secretary & Compliance Officer

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