



# TIGER LOGISTICS (INDIA) LTD

*Investor Presentation*

*November 2016*





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# **Company Overview**



## 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

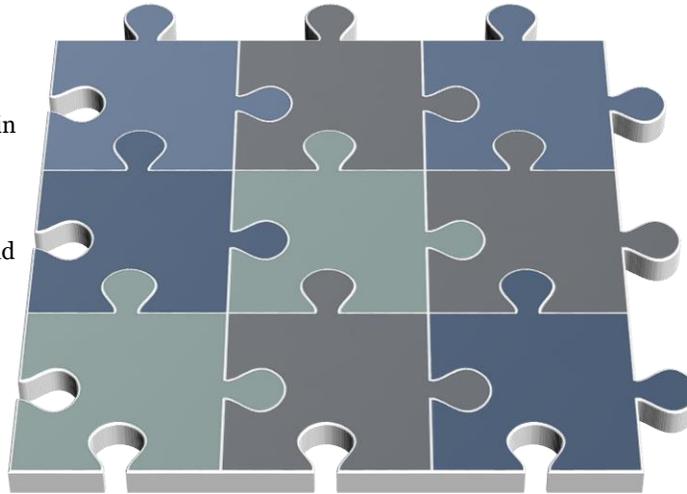
Our strong on ground force constantly thrives for efficiency in execution

## 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

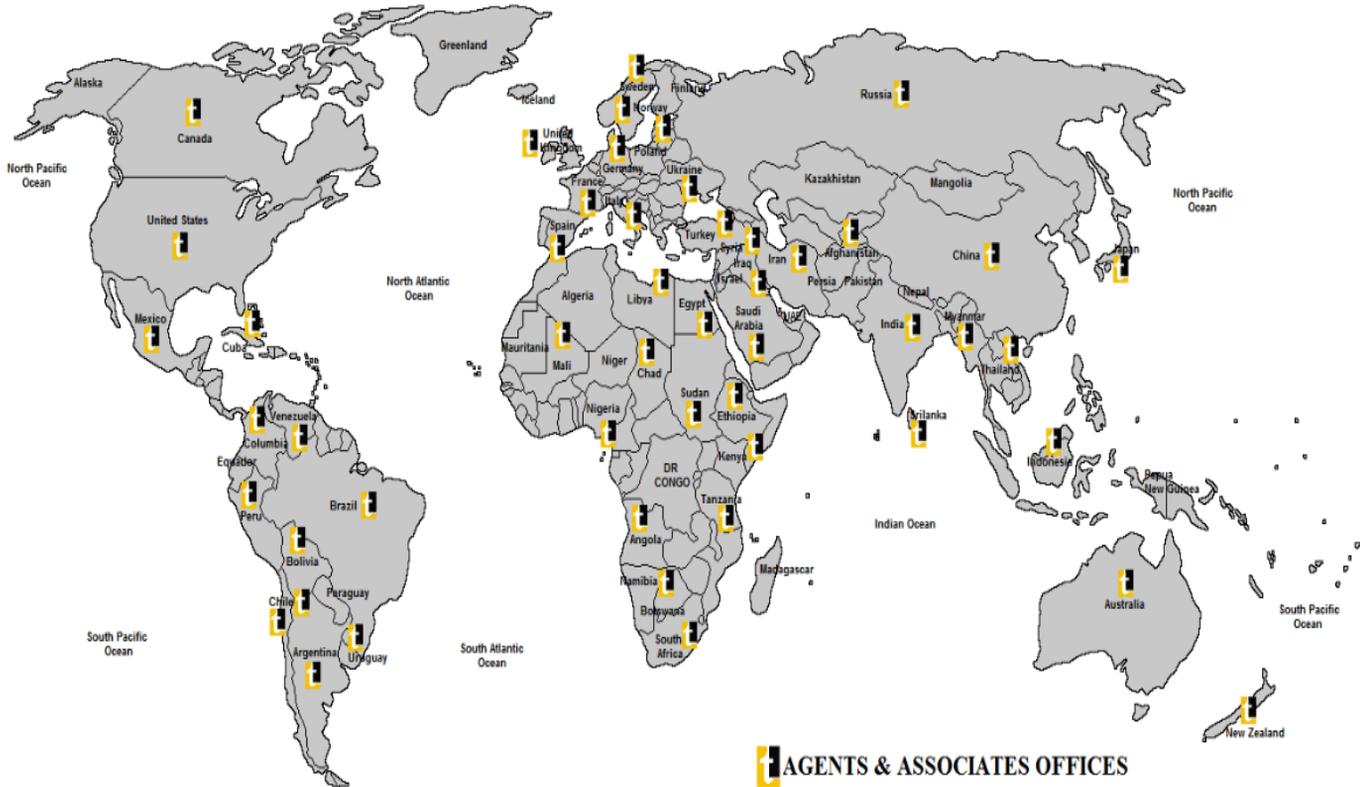
## Strong IT backup

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

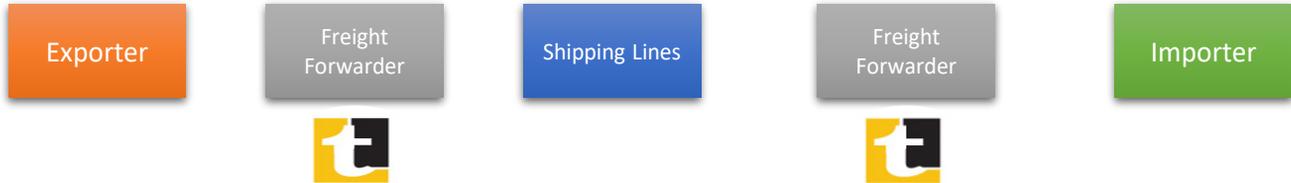


 AGENTS & ASSOCIATES OFFICES

# 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

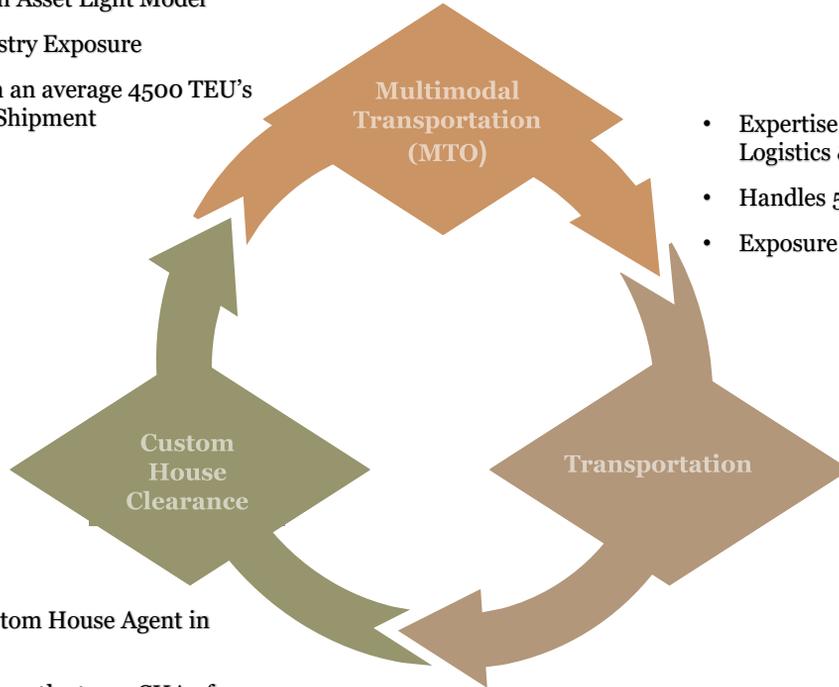


- Our Strong Network of LCL's provide us continuous business opportunities thus strengthening our position as a leading FCL player in India



# Multi Segment Experience...

- Operates on Asset Light Model
- Multi Industry Exposure
- Handles on an average 4500 TEU's Container Shipment



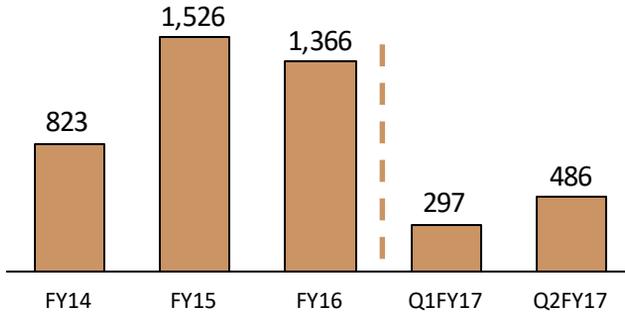
- Expertise in handling Project Logistics & Food Commodities
- Handles 500+ shipments per month
- Exposure to Varied products

- 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

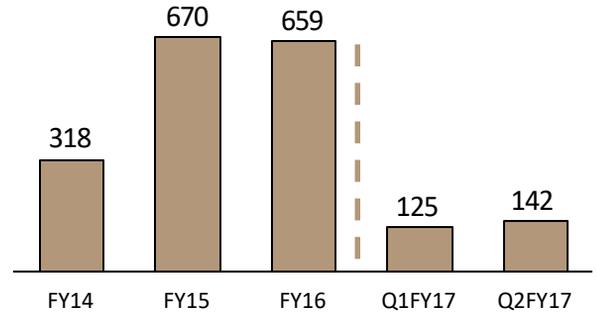


# ...with growing prospects in all segments...

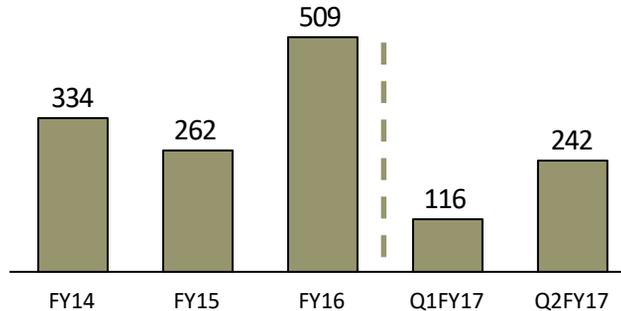
Multimodal Transport [Rs. mn]



Transportation [Rs. mn]



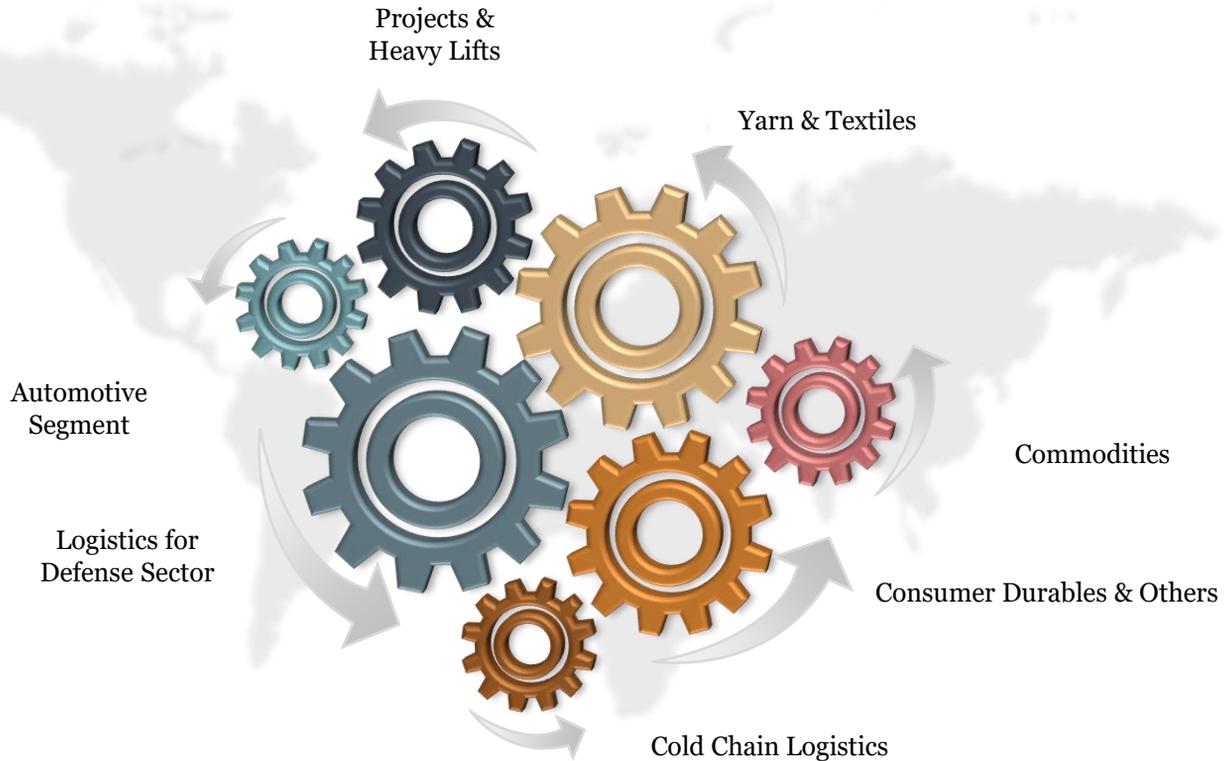
CHA [Rs. Mn]



...servicing multiple clients...



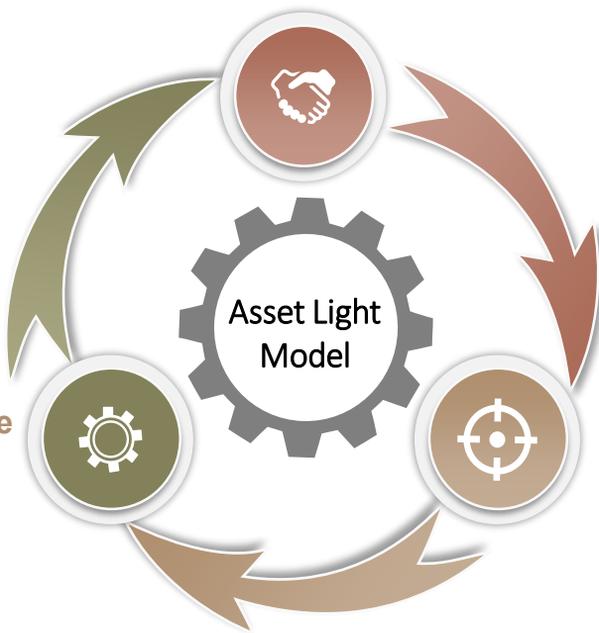
...across varied sectors...



...thus diversifying risk profile <sup>11</sup>



# Asset Light Model –Our USP



## Partnership based approach...

Leveraging on the strengths and fleets of partners without reorienting the wheel to create large Asset base

## ...and helps Balance Sheet Management

Allows us to focus on improving working capital efficiency rather than asset creation thus generating superior returns

## ...allows us greater flexibility to expand portfolio

Asset light model encourages us to enhance our services and solutions portfolio which in turn increases value proposition for the customer



# Future Strategy

## Leverage & Deepen Relationships

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

## Domestic Logistics & LCL

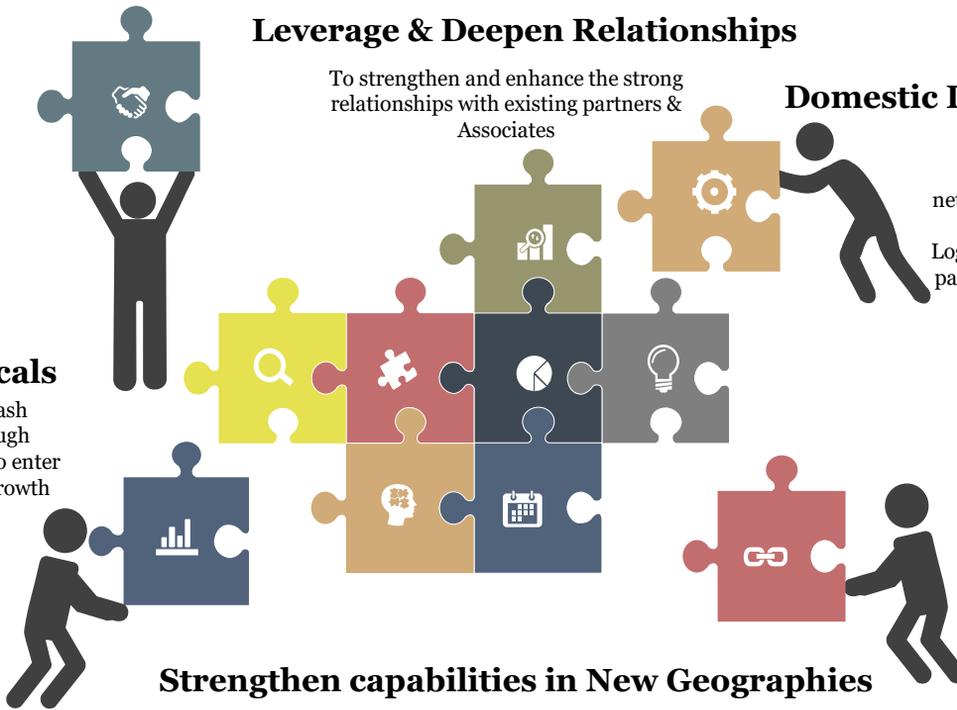
Leveraging existing network & infrastructure to enter Domestic Logistics segment and be part of the LCL Segment in India

## 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

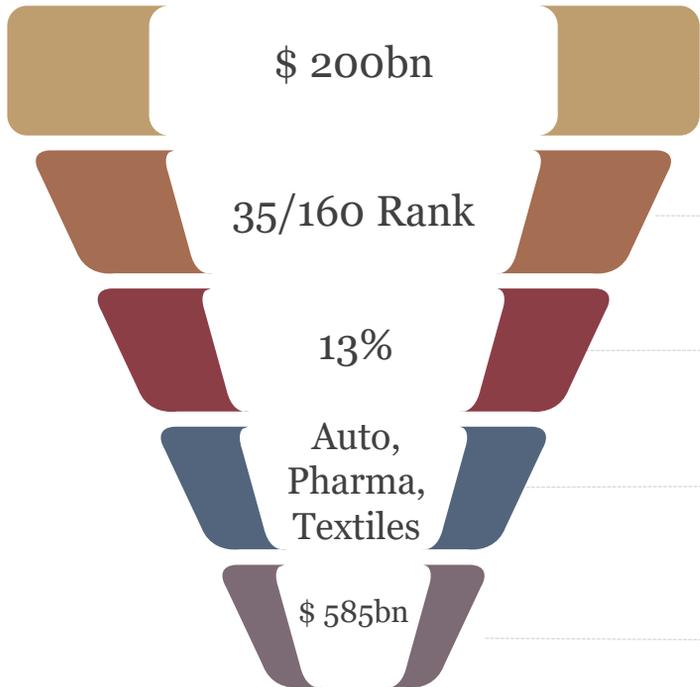




# Industry Snapshot



# 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



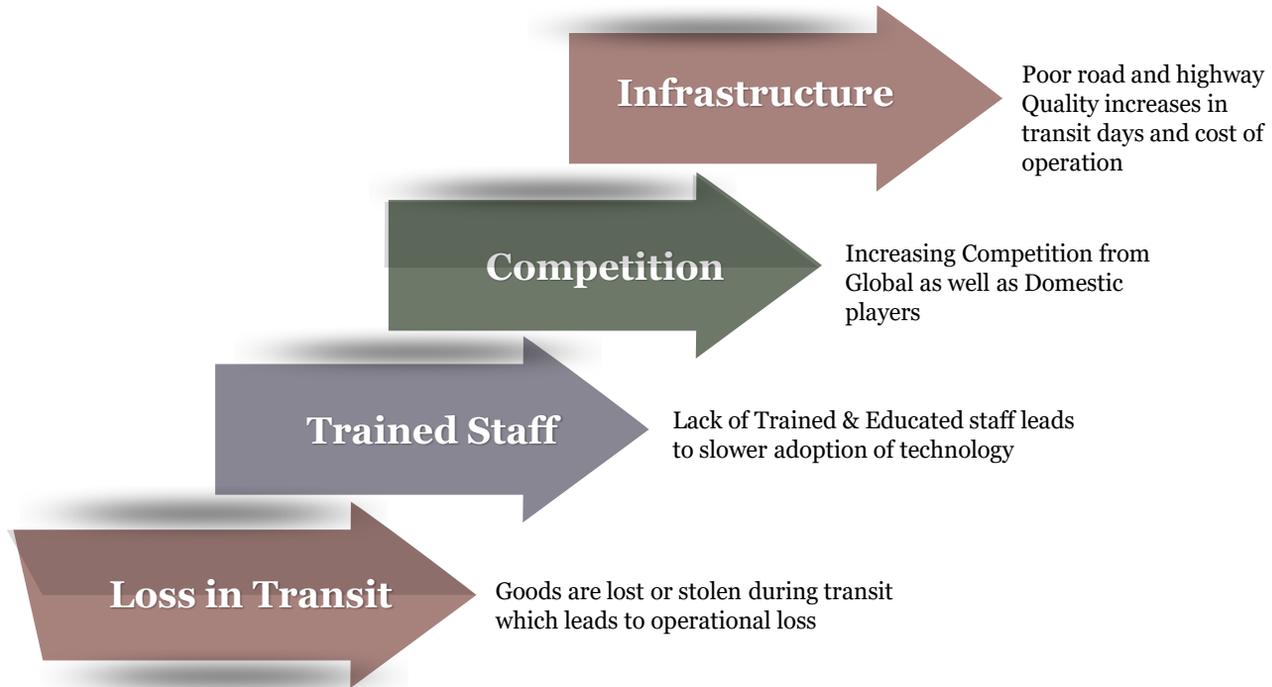
## Consumption Demand

- 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

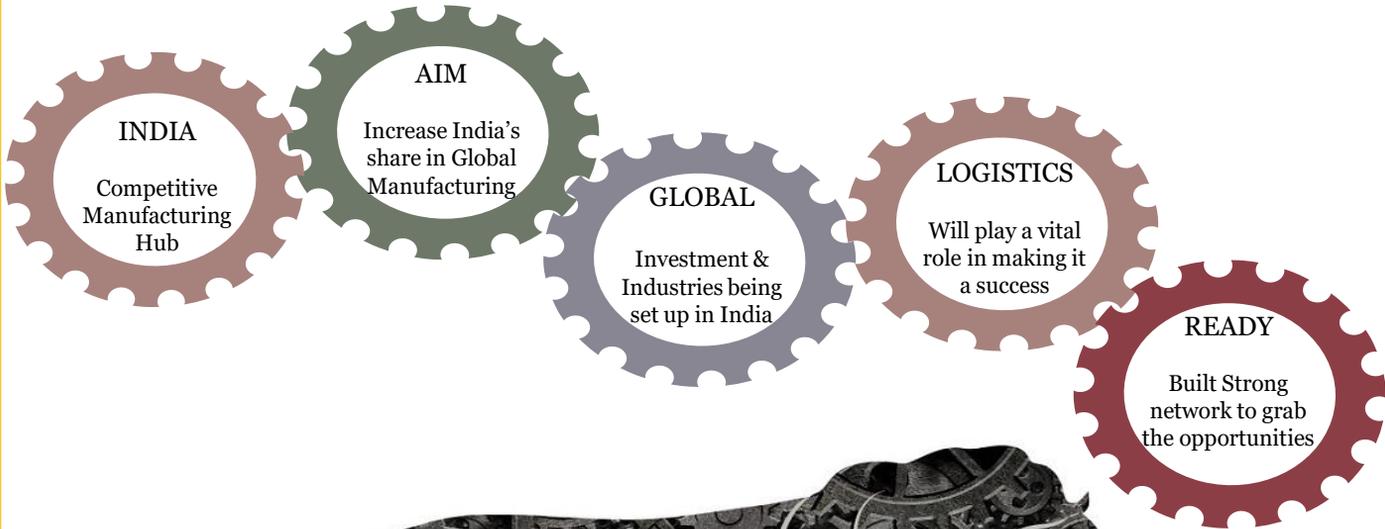
- Global demand of Made in India goods increasing
- Better Port Infrastructure to help EXIM propel further

# Challenges



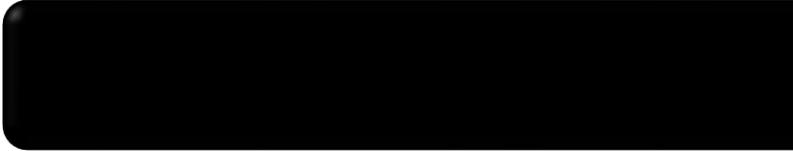


# Make in India – Growth Opportunity





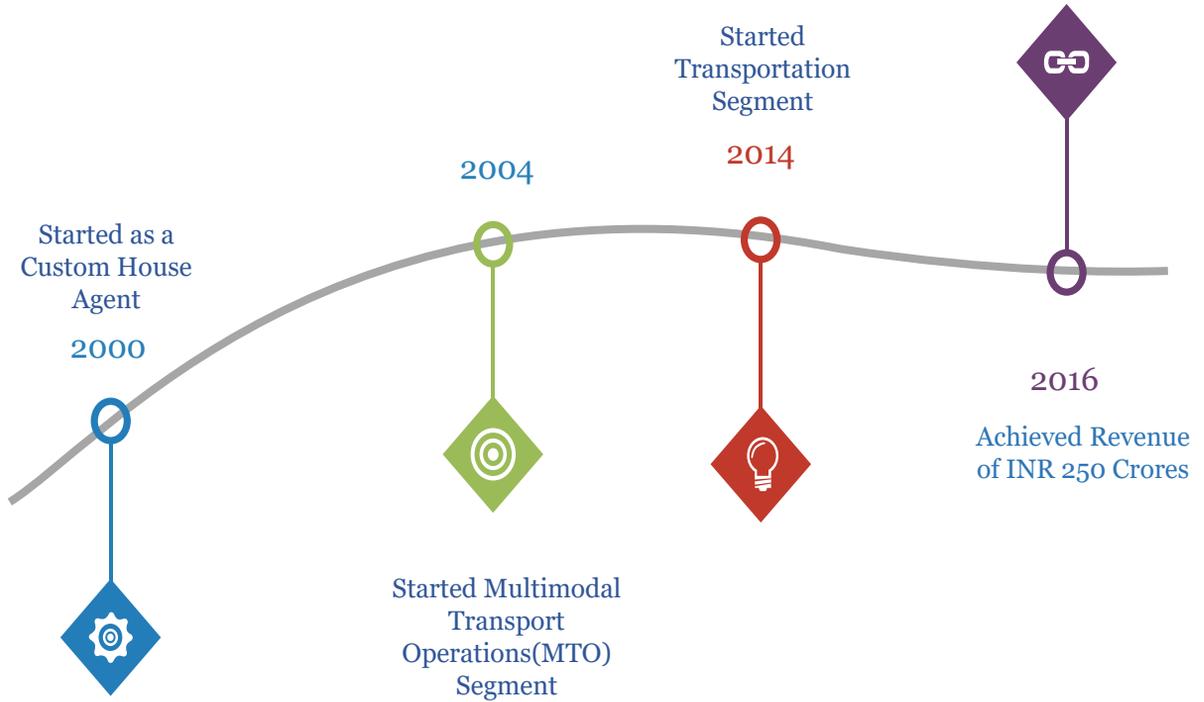
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**The Journey so far...**



# 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





# **Financial & Operational Overview**



# Q2/H1 FY17 Income Statement

Rs. Millions	Q2FY17	H1FY17	H1FY16	YoY
<b>Revenue</b>	<b>870</b>	<b>1,406</b>	<b>1,216</b>	<b>15.6%</b>
Operating Expenses	763	1,228	1,076	
Employee Expenses	36	67	48	
Other Expenses	19	30	26	
<b>EBITDA</b>	<b>53</b>	<b>80</b>	<b>65</b>	<b>22.3%</b>
<b>EBITDA Margin</b>	<b>6.06%</b>	<b>5.68%</b>	<b>5.37%</b>	<b>+31bps</b>
Other Income	0	1	2	
Depreciation	1	3	4	
<b>EBIT</b>	<b>52</b>	<b>78</b>	<b>64</b>	
<b>EBIT Margin</b>	<b>5.96%</b>	<b>5.57%</b>	<b>5.26%</b>	
Interest / Finance Cost	1	2	2	
<b>PBT</b>	<b>51</b>	<b>76</b>	<b>62</b>	
Tax	18	27	21	
<b>PAT</b>	<b>33</b>	<b>50</b>	<b>40</b>	<b>22.6%</b>
<b>PAT Margin</b>	<b>3.84%</b>	<b>3.53%</b>	<b>3.33%</b>	<b>+31bps</b>

# Balance Sheet



Rs. Millions	H1FY17	FY16	FY15	FY14
Share Capital	106	106	42	42
Reserves and Surplus	312	262	253	231
<b>Shareholders Funds</b>	<b>418</b>	<b>368</b>	<b>295</b>	<b>273</b>
Long-term Borrowings	2	2	13	-
Long-term Provisions	11	10	7	5
<b>Non-current liabilities</b>	<b>13</b>	<b>12</b>	<b>20</b>	<b>5</b>
Short-term Borrowings	72	59	77	-
Trade Payables	337	293	216	148
Other Current Liabilities	59	58	72	4
<b>Current liabilities</b>	<b>468</b>	<b>410</b>	<b>365</b>	<b>152</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>899</b>	<b>790</b>	<b>680</b>	<b>430</b>
Fixed Assets	29	28	30	31
Capital Work in Progress	15	3	-	-
Long-term Loans and Advances	3	4	2	2
Other Non Current Assets	7	5	3	1
<b>Non-current assets</b>	<b>54</b>	<b>40</b>	<b>35</b>	<b>34</b>
Trade Receivables	745	672	568	306
Cash and Cash Equivalents	91	70	49	78
Short-term Loans and Advances	0	1	23	2
Other current assets	9	7	5	10
<b>Current assets</b>	<b>845</b>	<b>750</b>	<b>645</b>	<b>396</b>
<b>TOTAL - ASSETS</b>	<b>899</b>	<b>790</b>	<b>680</b>	<b>430</b>



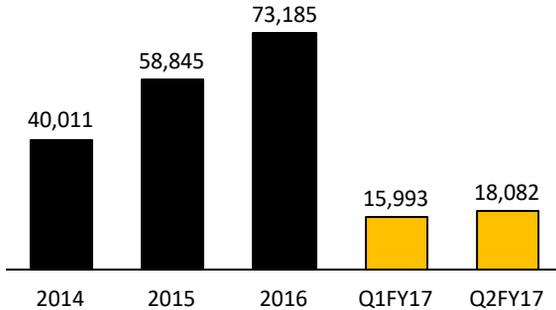
# Income Statement

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

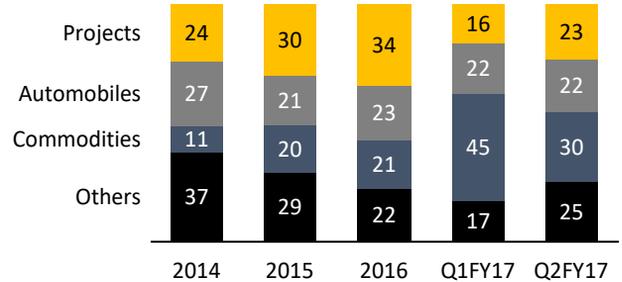
# Operational Metrix



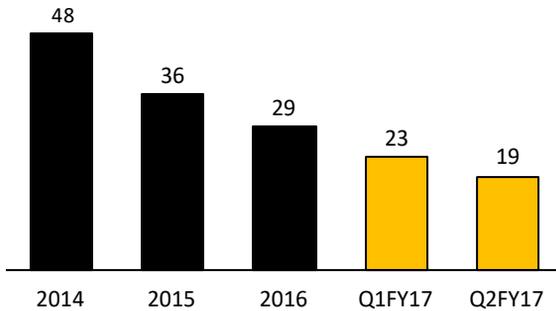
**Twenty Feet Unit's (TEU's) Volume**



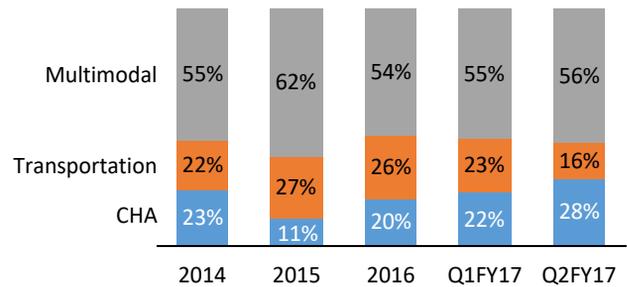
**Industry wise Revenue Composition %**



**Top 5 Customers Contribution to Revenue %**



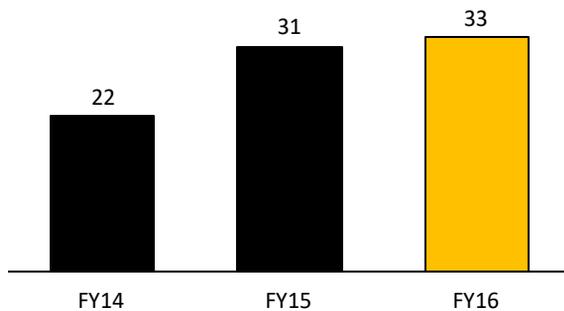
**Segment wise Revenue Composition %**



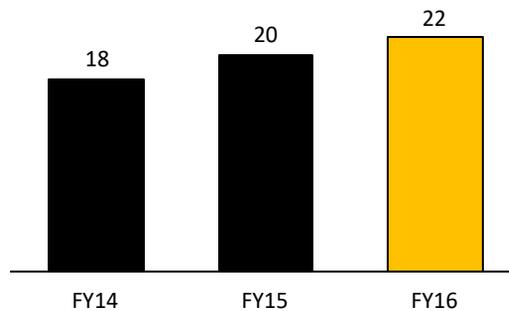
# Performance Measurement



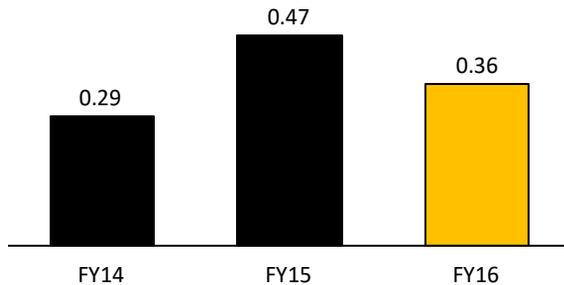
*Return on Capital Employed %*



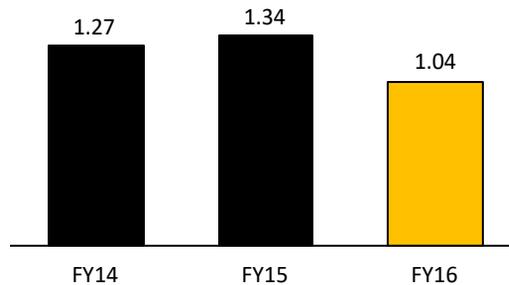
*Return on Equity %*



*Net Debt to Equity Ratio*



*Net Debt to EBITDA Ratio*





## **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:

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