

Scrip Code: 536264



Date: 12th May, 2023

To,
BSE Limited
Corporate Relationship Department,
1st Floor, New Trading Ring, Rotunda Building,
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, 2023.

Kindly take on record the above.

Thanking You

For Tiger Logistics (India) Limited

Harpreet Singh Malhotra
Managing Director
DIN: 00147977



TIGER LOGISTICS (INDIA) LIMITED

Q4 & FY23 - INVESTOR PRESENTATION

March 2023



BSE: 536264



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Q4 & FY23 Financial Performance

01



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Commenting on the results, **Mr. Harpreet Singh Malhotra, CMD** said,

"We are pleased to report that we have not only maintained but also increased our foothold in the market, with a notable 10% increase in TEU volume on a year-on-year basis for the full year and an impressive 52% growth in volume for the quarter, despite the weak economic outlook globally. While we faced certain challenges during the quarter, such as high inflationary and interest rate regimes, recession fears, gradual economic growth rates, and prevailing war situations in the international market, we remained focused on executing our strategy and delivering value to our stakeholders. During the quarter, we launched our proprietary product, "FreightJar," a digital freight platform that offers a competitive edge and strengthens our position in the market.

Looking forward, we are optimistic about the company's performance in FY24, supported by stable consumer consumption and investment demand. With growth projected on the lower elevated base of FY23, we believe that our company's performance will continue to be favourable".



FY-23

Revenue
43,335 Lakhs

EBITDA*
2,592 Lakhs

PAT#
2320 Lakhs

Q4 FY-23

Revenue
6,103.51 Lakhs

EBITDA*
257.68 Lakhs

PAT#
308 Lakhs

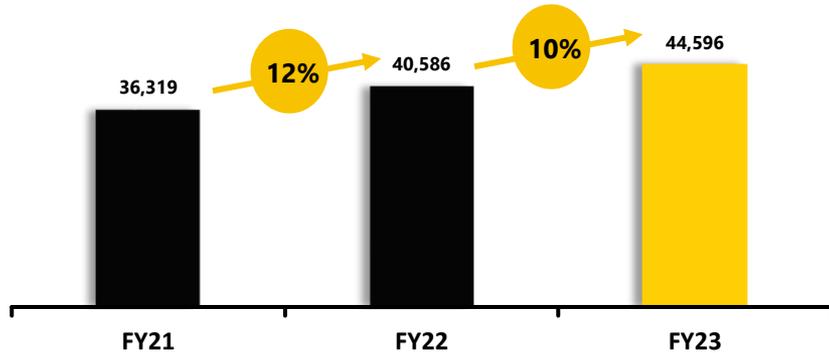
Note:

* EBITDA = PBT + Finance Costs + Depreciation & amortization - Other income

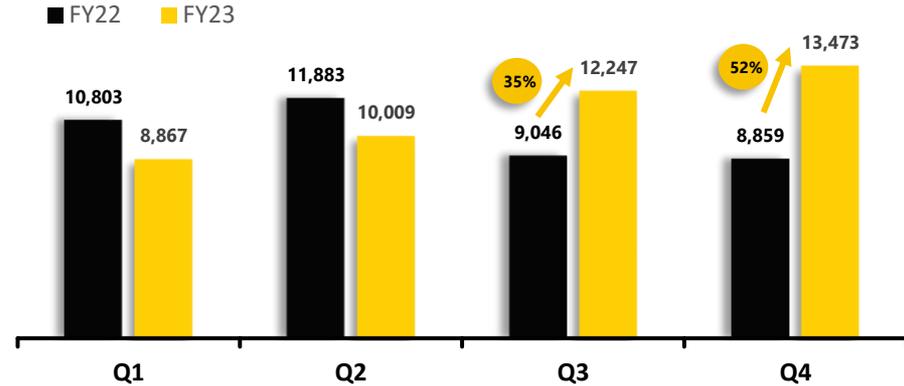
PAT represents Total Comprehensive Income for the period



TWENTY FEET UNIT'S (TEU'S) VOLUME



TEU VOLUME – COMPARISON

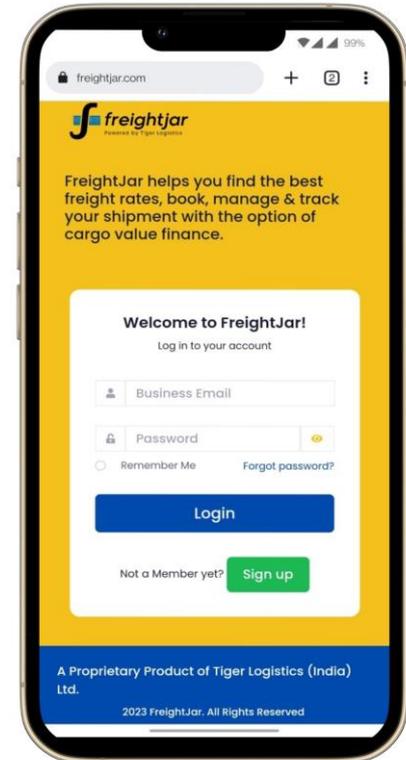


- Steady Growth in TEU Volume:** Our company has demonstrated consistent growth in the shipping industry, with a 10% increase in TEU volume maintained throughout the year.
- Strong Foothold in the Market:** Our unwavering commitment to excellence has enabled us to establish and maintain a strong foothold in the shipping industry.

- Impressive Quarter-on-Quarter Growth:** Despite a challenging global economic outlook, we are proud to report a remarkable 52% increase in volume for the quarter on a YoY basis.
- Resilient Performance in Changing Times:** In the face of a rapidly evolving global landscape, we have demonstrated our resilience by consistently exceeding expectations and achieving outstanding results.



[Video](#)



Introduction

FreightJar is a **digital** logistics platform that aims to streamline freight booking and management in international logistics. The platform's **intuitive** interface and comprehensive features have been designed to enhance **operational efficiency**, enabling exporters and importers to **manage** their shipping requirements more **efficiently**.

FreightJar enables users to access **real-time freight rates**, book freight **instantly**, automate **documentation**, and **track shipments** for improved accessibility, visibility, and transparency in their supply chains. Furthermore, FreightJar offers **Cargo Value Financing solutions** to exporters, providing them with the ability to **manage cash flow** and apply for **collateral-free financing options**.

FreightJar represents a **significant leap** forward in the **digitization of logistics operations**, enabling businesses to streamline their freight booking and management processes, and providing access to supply chain financing options to support business growth.

This company's platform gives over **63 million SMEs and MSMEs** access to **competitive freight rates** and reputable freight forwarders and shipping lines. The product enables exporters and importers to monitor their **shipment and delivery schedules**, providing the necessary information for making informed decisions.



Features

- Instant Quotes & Booking: Saves time by discovering the best freight rates from Multiple Shipping Lines and allowing you to book instantly.
- Automated Documentation: Avoids the hassle of communicating through multiple email, phone calls & locating documents.
- End-to-End Shipment Tracking: Offers real-time shipment tracking for enhanced supply chain visibility.
- Cargo Value Financing: Allows Exporters to manage cash flow and apply for collateral-free financing options.
- Transparency: Get Full transparency on Billing & Transactions
- E-Payment: Make E-payment for their order
- Time-Saving: Save 5X - 10X Time in Booking their Shipment





Financial Fundamentals

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Multi - Vertical Global Logistics Solution Provider

Established In 2000

Started in 2000 with the vision to become a **one-stop solution** for international logistics

Multi - Vertical

One of the few logistics companies with experience in **dealing with multiple industries**

Solution Provider

Carve out **tailored solutions** based on customer's needs and manage their end-to-end logistics requirement

Beliefs & Principles

Cost-effective, error-free, efficient, & timely services to clients

Partnership Oriented

Adopted an **asset-light model through partnerships** with leading carriers



PAN India Presence

Our robust network of agents and affiliates helps in swift & quick movement of goods

One Stop Solution

Having a large gamut of services makes us a complete logistic solution provider

Asset Light Model

Our Asset Light Business model results in Higher ROCE & ROE



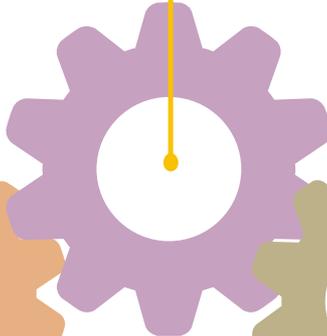
Strong Execution

Our strong on ground force constantly thrives for efficiency in execution



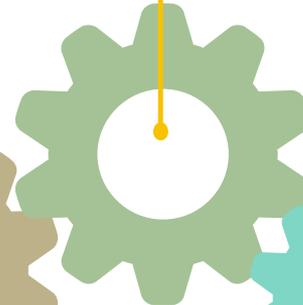
Varied Product Mix

We have hedged the risk of downturn in economy by having varied product mix



Strong IT backup

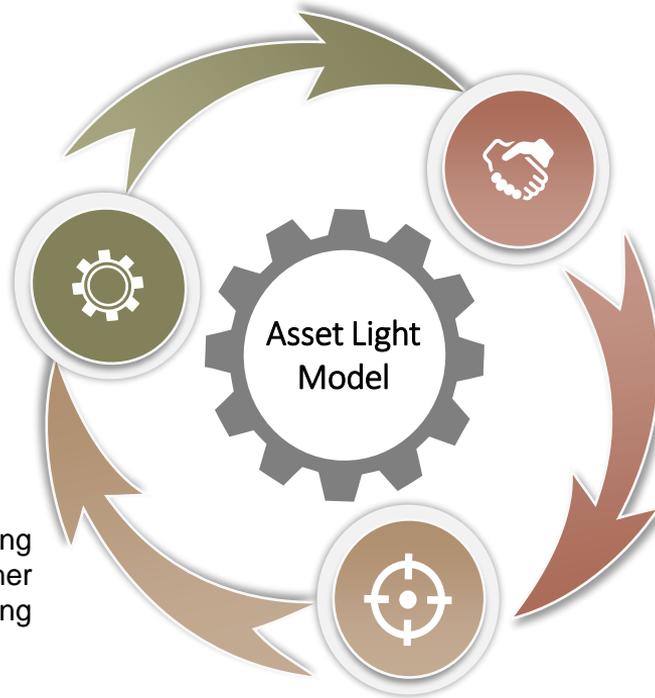
We have built strong IT infrastructure in our systems to compliment our operational excellence



Low Leverage

Through optimum fund utilization we have been a low leverage company





... helps Balance Sheet Management

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

Partnership Based Approach ...

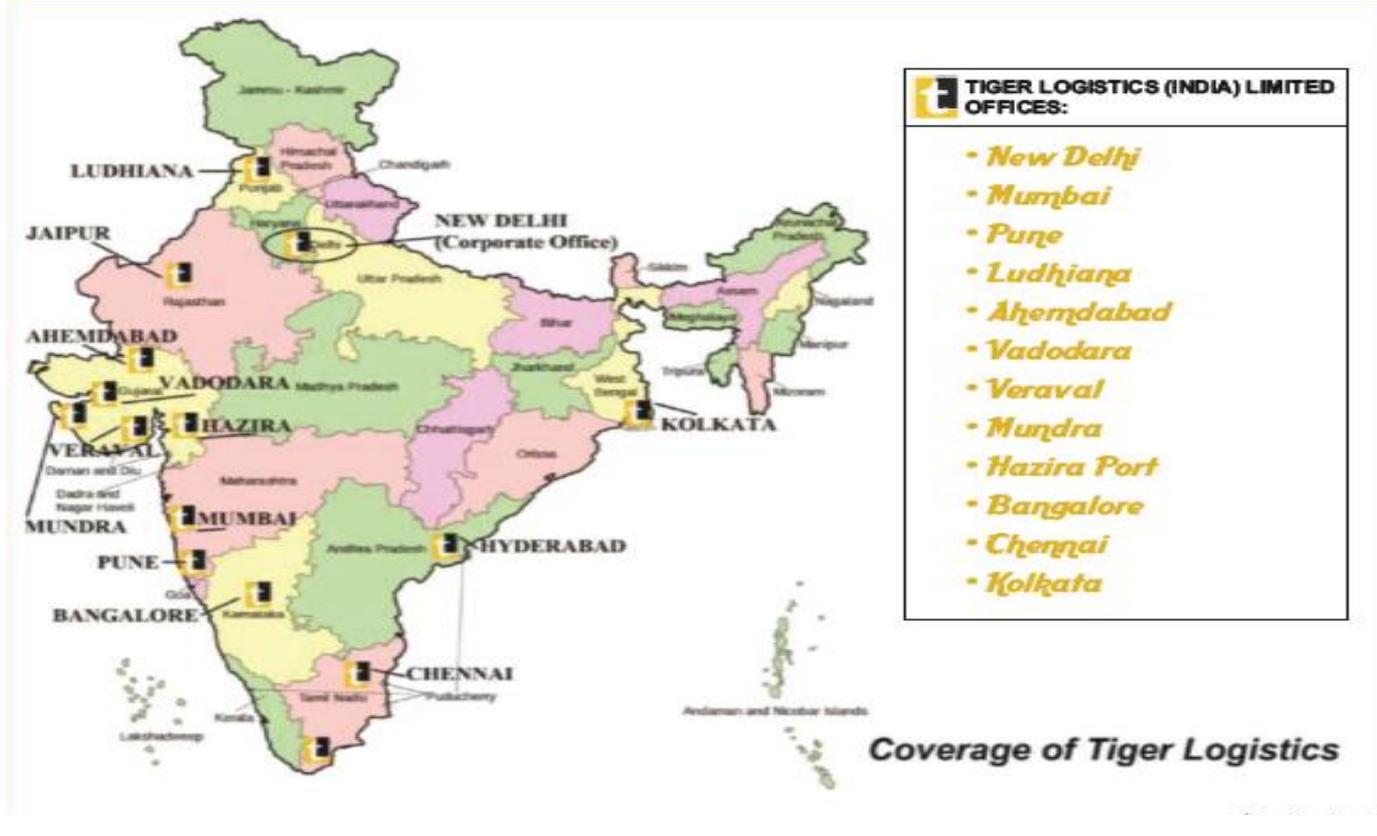
Leverage on the strengths and fleets of partners without reorienting the wheel to create a large asset base

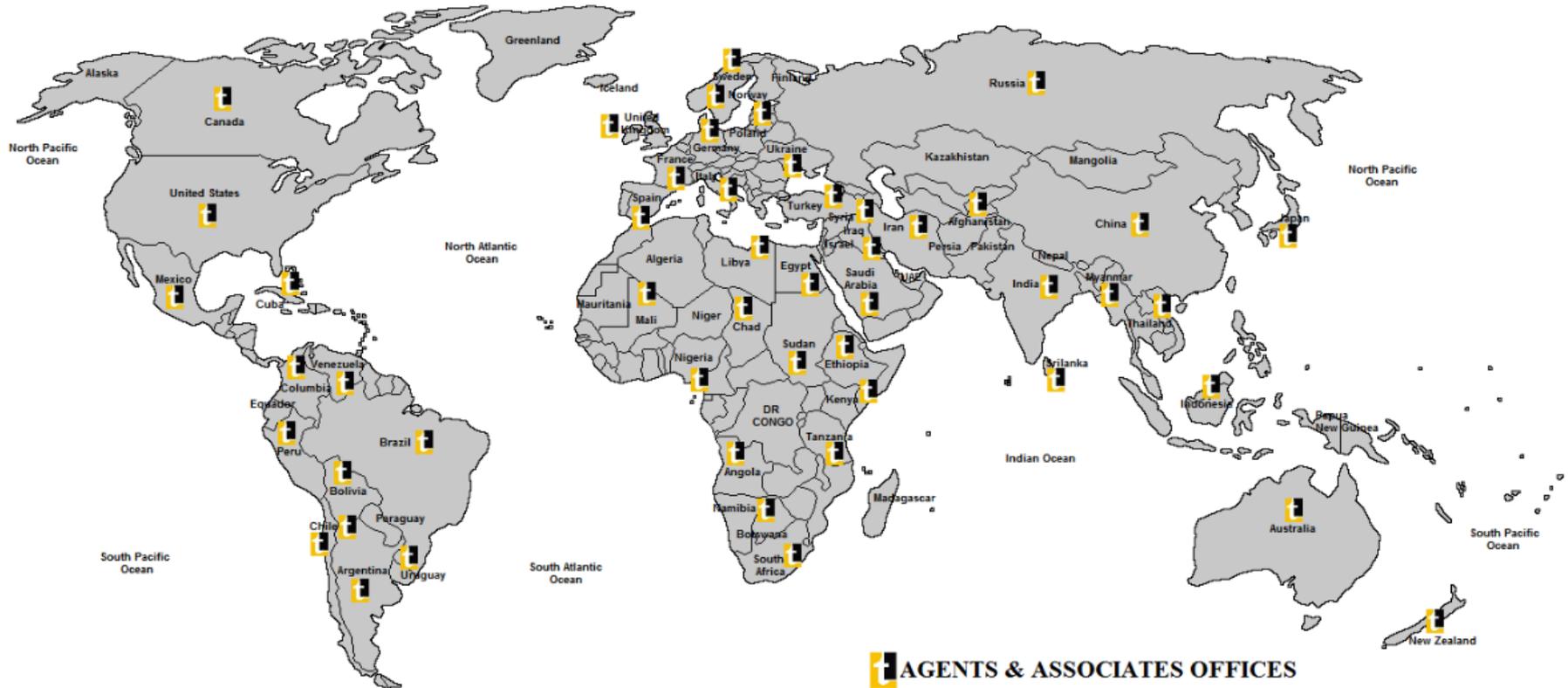
... allows us Greater flexibility to Expand Portfolio ...

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



Extensive National Reach







When Exporter has Full Container Load



Our associations with multiple shipping line corporates help us source Full Container Loads

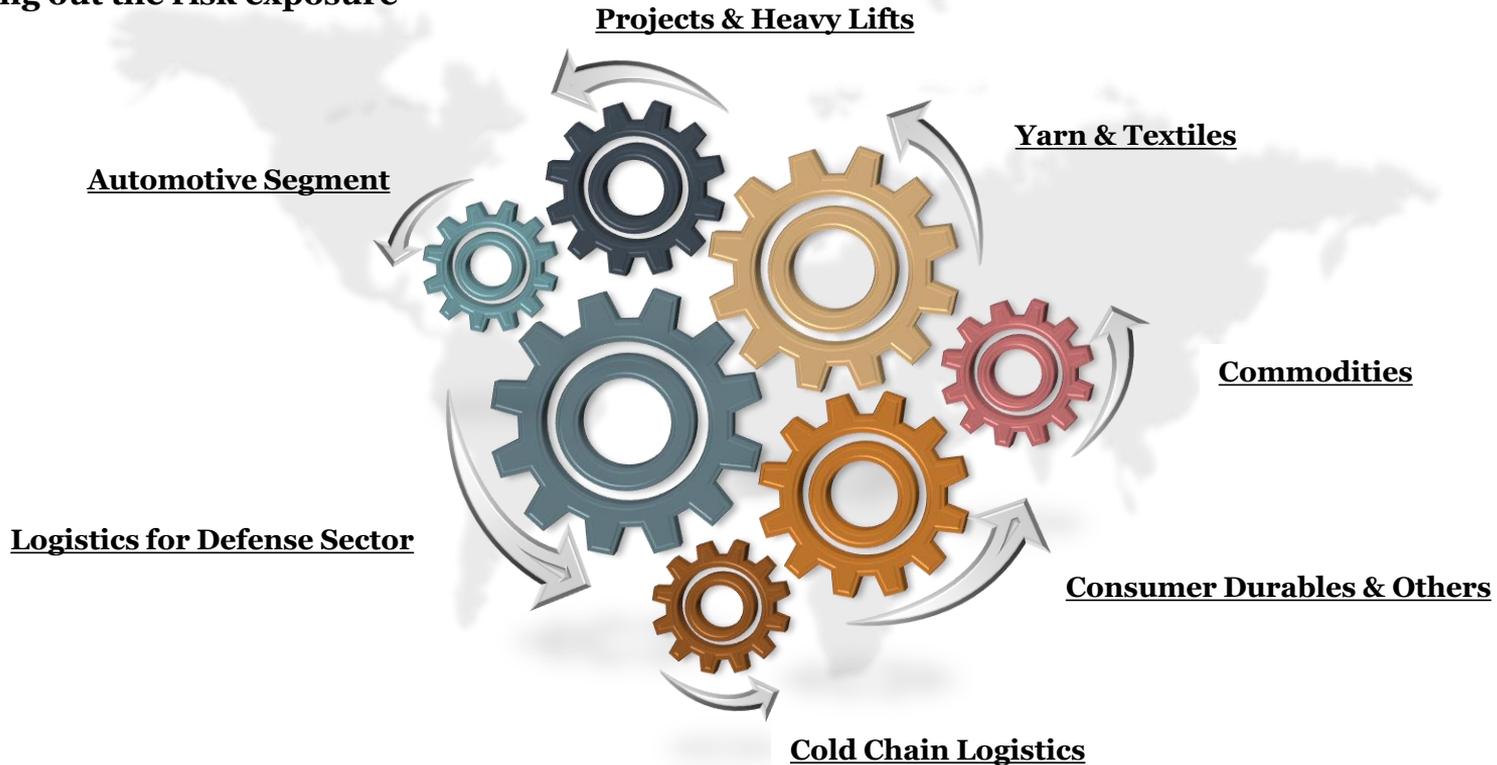
When Exporter has Less than Container Load



Our strong network of consolidators provide us continuous business opportunities thus strengthening our position as a leading FCL player in India



Spreading out the risk exposure

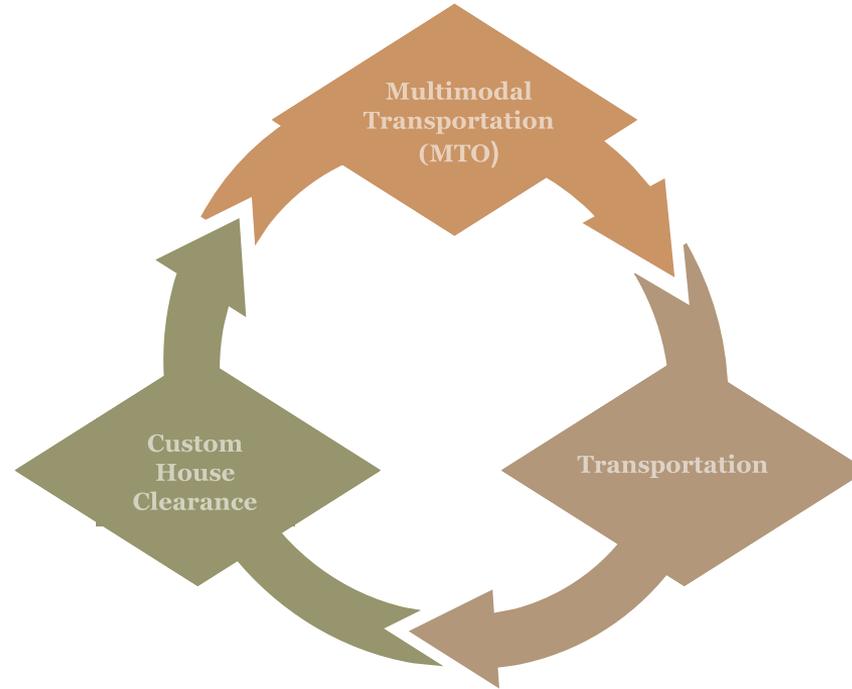




Multi – Segment Experience

- ◆ Operate on Asset Light Model
- ◆ Have a multi-industry exposure
- ◆ Handle an average of 4500 TEUs per month

- ◆ 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 & ICDs of India



- ◆ Expertise in handling Project Logistics & Food Commodities
- ◆ Exposure to varied products



Servicing multiple clients



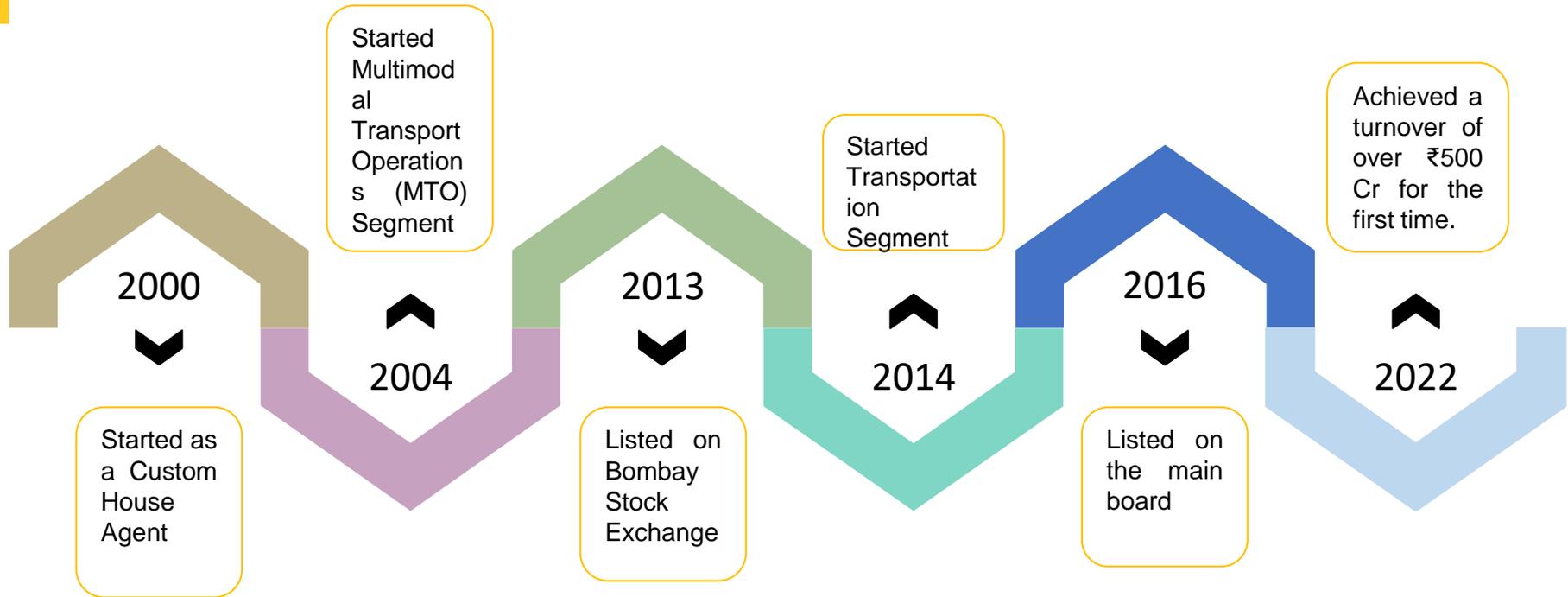


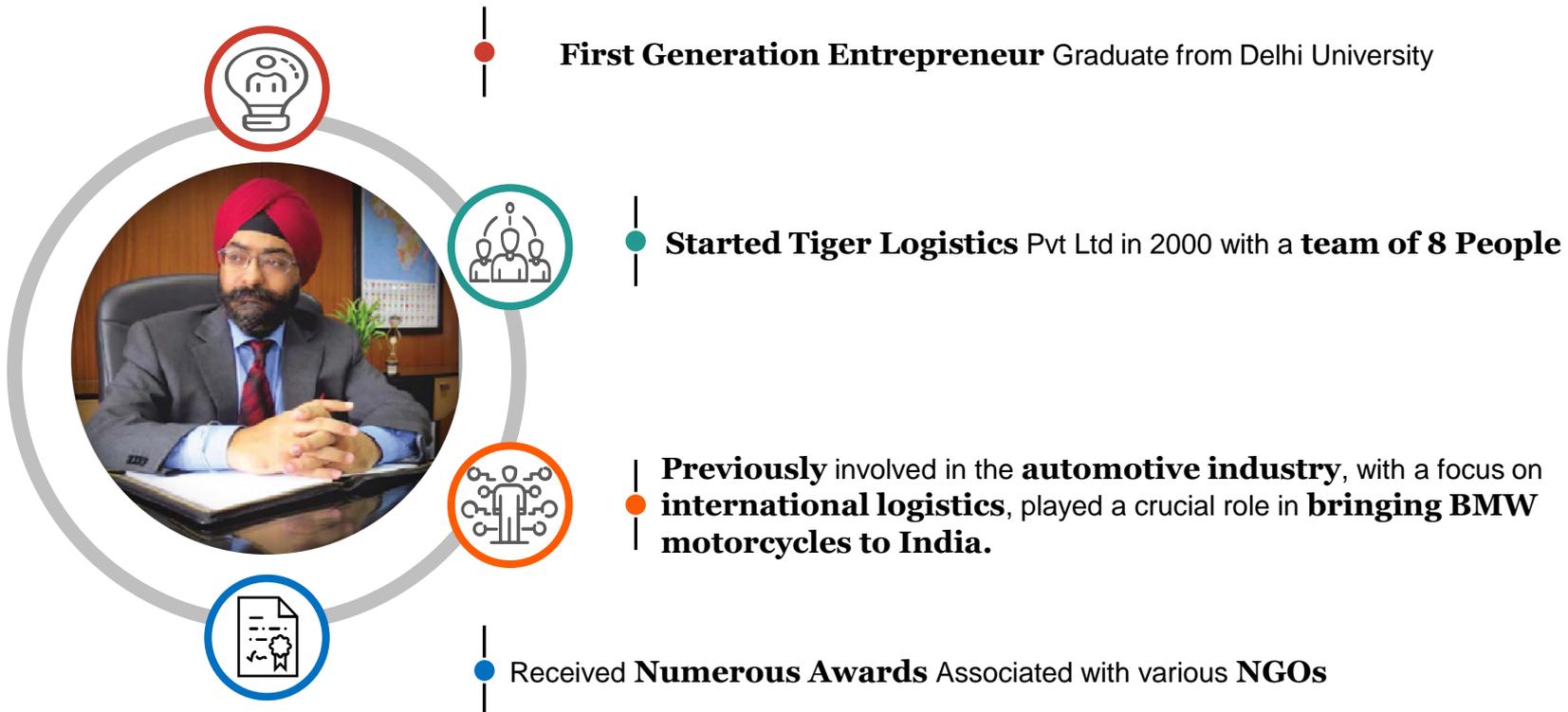
Evolution of Tiger Logistics

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Recipient of

“India’s Greatest Brands & Leaders 2015-16 – 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



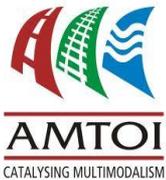
Awarded

“Business Leader of the Year”

- At Northern India Multimodal Logistics Awards



Accreditations & Affiliations





Financial & Operational Overview

04

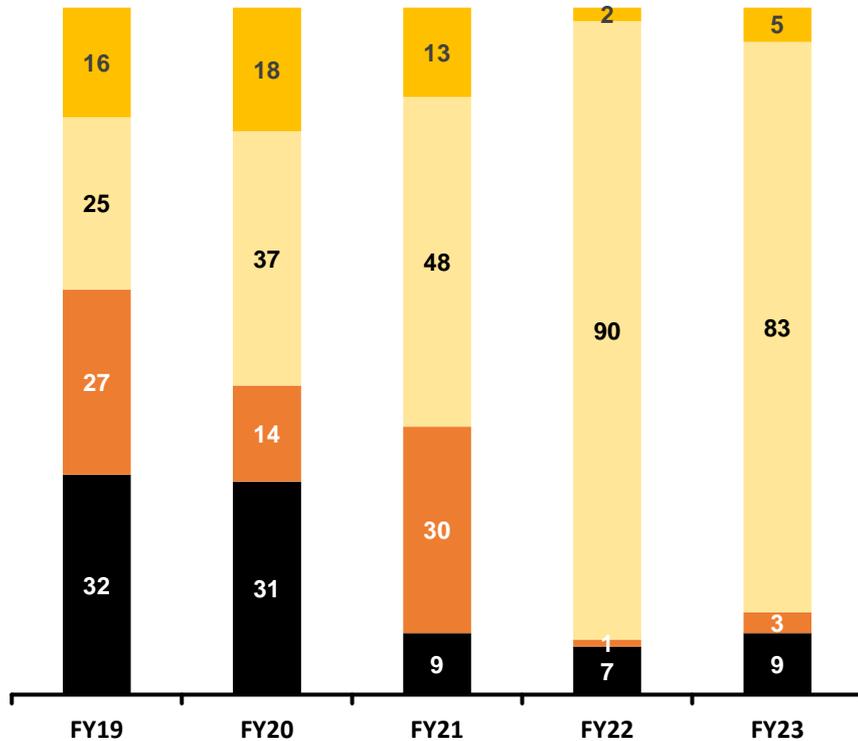


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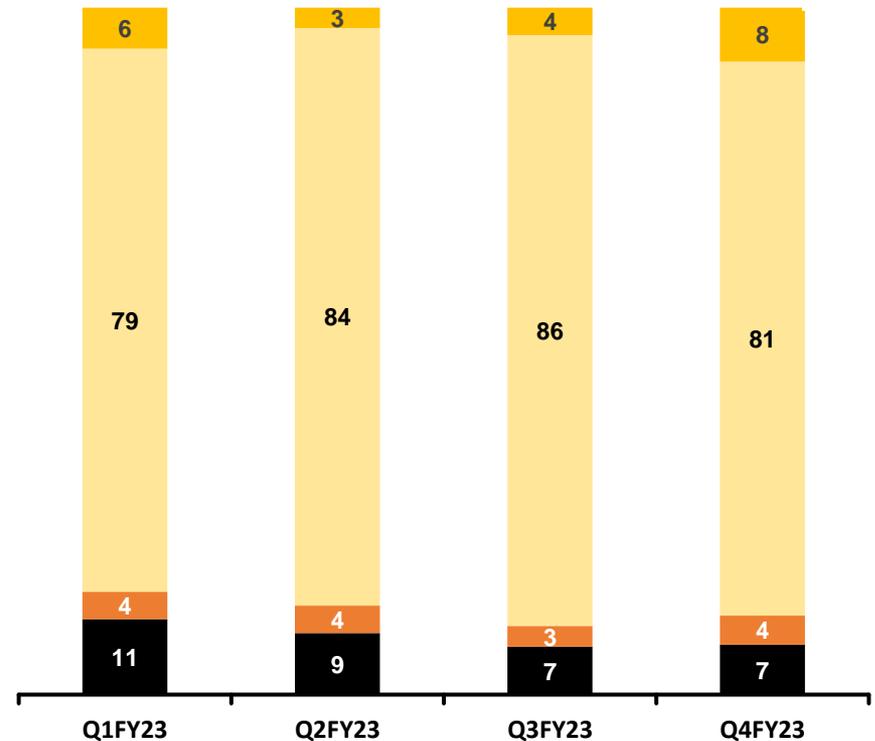


- Project
- Automobile
- Commodities
- Others

Industry Wise Yearly Revenue Composition (%)

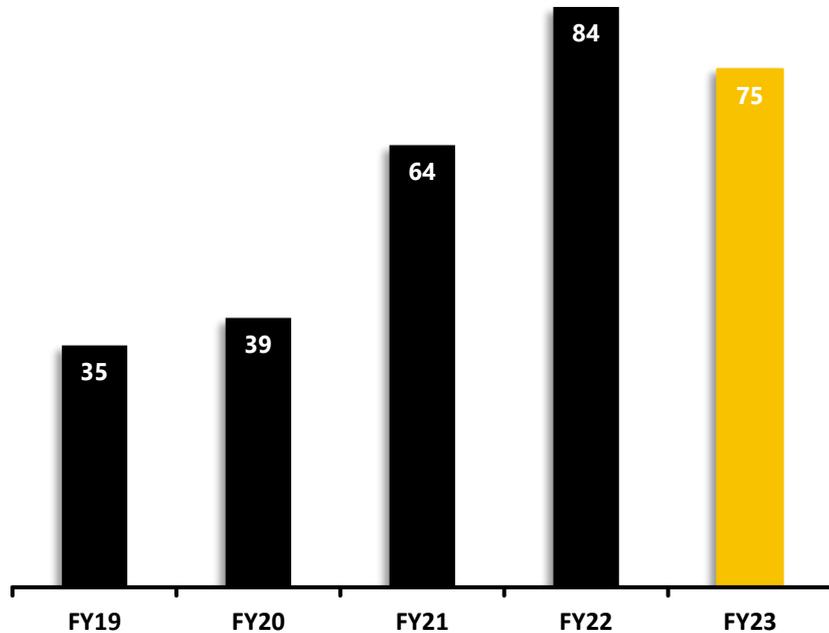


Industry Wise Quarterly Revenue Composition (%)

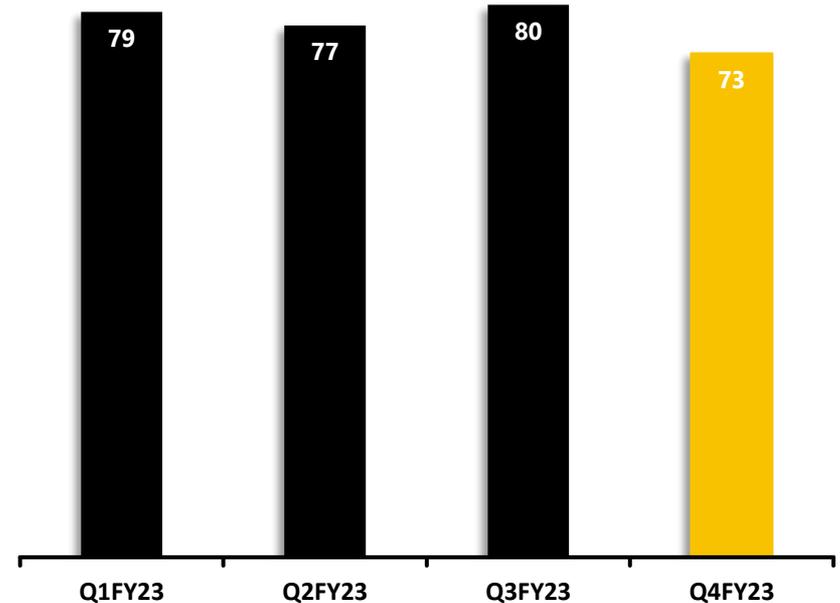




Top 5 Customer Yearly Contribution To Revenue (%)

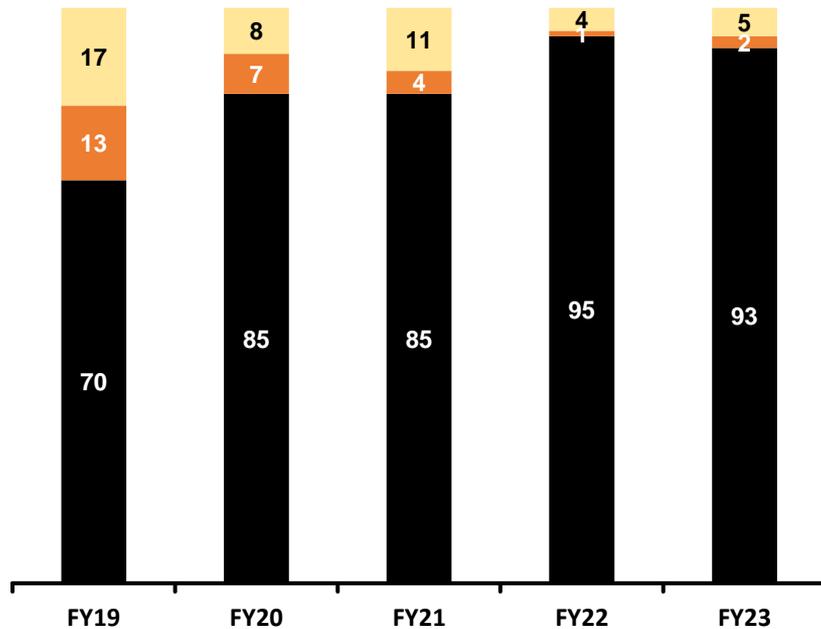


Top 5 Customer Quarterly Revenue Composition (%)

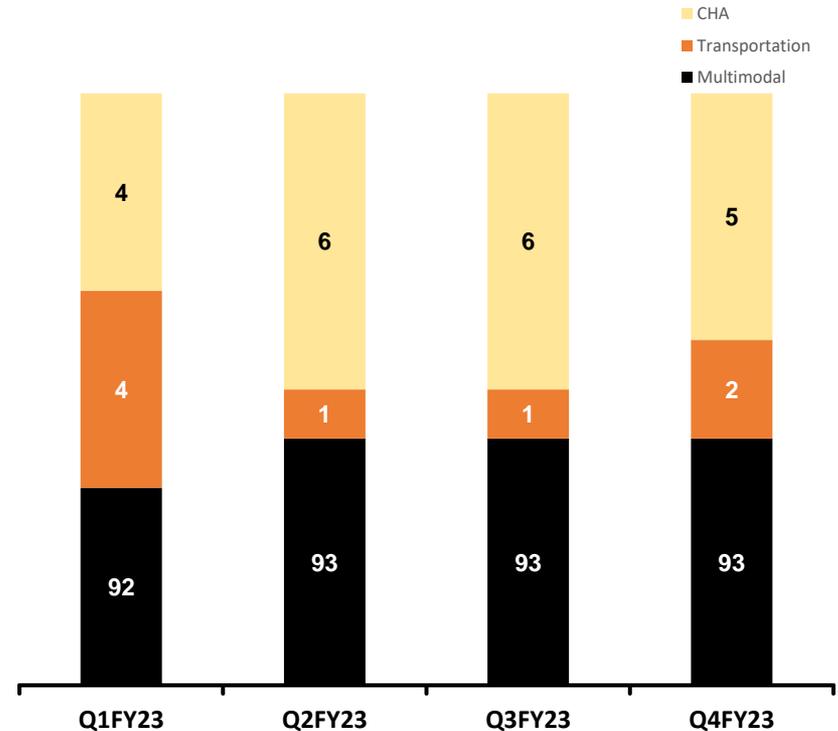




Segment Wise Yearly Revenue Composition (%)



Segment Wise Quarterly Revenue Composition (%)





Working Capital Limit (Fund-based) as of 31st March 2023

Financial Year	SBI	IDBI	Kotak
FY21	16.00	5.00	-
FY22	16.00	5.00	10.00
FY23*	16.00*	2.00*	10.00*

Cash Prosperity during the financial year from FY21 to FY23 (₹ in Cr.)

Financial Year	Net Cash in Hand
FY21	07.42
FY22	36.00
FY23	57.50

Fixed Assets Details during the financial year from FY21 to FY23 (₹ in Cr.)

Financial Year	Net Block
FY21	8.62
FY22	7.85
FY23	7.51

Note*: As on 31st March 2023, Tiger Logistics is not utilizing any Cash Credit limit from SBI & IDBI Bank. Kotak has disbursed 4Cr. out of 10 Cr.



Vision 2027

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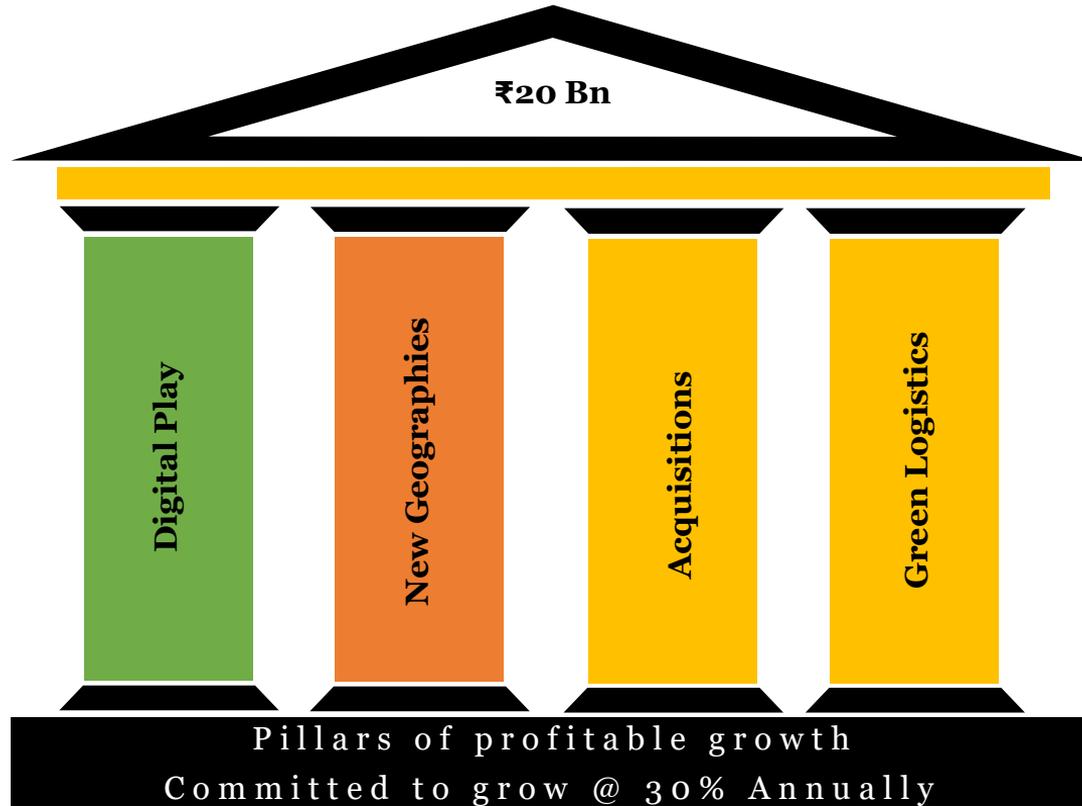
Vision: ₹20 Bn Company in the FY27



Achieved



Continuous





Digital Play

Use technology to digitalize freight forwarding to adopt end-to-end automation.

The international logistics sector is still largely manual. There is a big need to digitalize logistics processes to save on inefficiency costs by leveraging technology and passing on the benefits to the customers.

How?

Building a platform that will enable automated RFQs, real-time freight/price discovery and shipment tracking, digital documentation and invoicing.

New Geographies

Enhance the current network of agents & partners in new geographies to further increase global competitiveness and capability to serve the customer.

How?

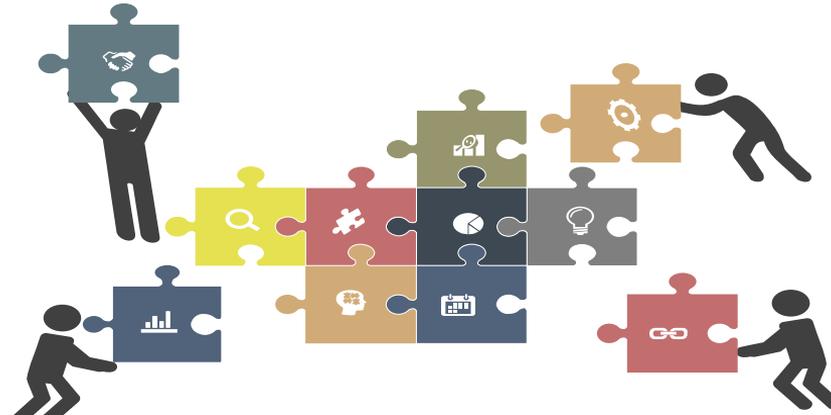
Open Sales offices in Bangladesh, South America and the US, solely involved in breaking into businesses.

Merges and Acquisitions

Acquire companies in related spaces such as LCL, export packaging and imports to expand product mix while leveraging our existing network and skills.

How?

Already mandated business consultants to scout for medium-sized companies in the LCL and import play, which would add new verticals to the company through inorganic growth without diluting the expertise.



Green Logistics

Adopt sustainable practices to offset the environmental cost of operations and become compliant to eco-standards of MNCs

How?

Setting up an EV division of first mile logistics. Increasingly, big corporates are becoming conscious of their carbon footprints and give priority to companies working carbon-consciously.

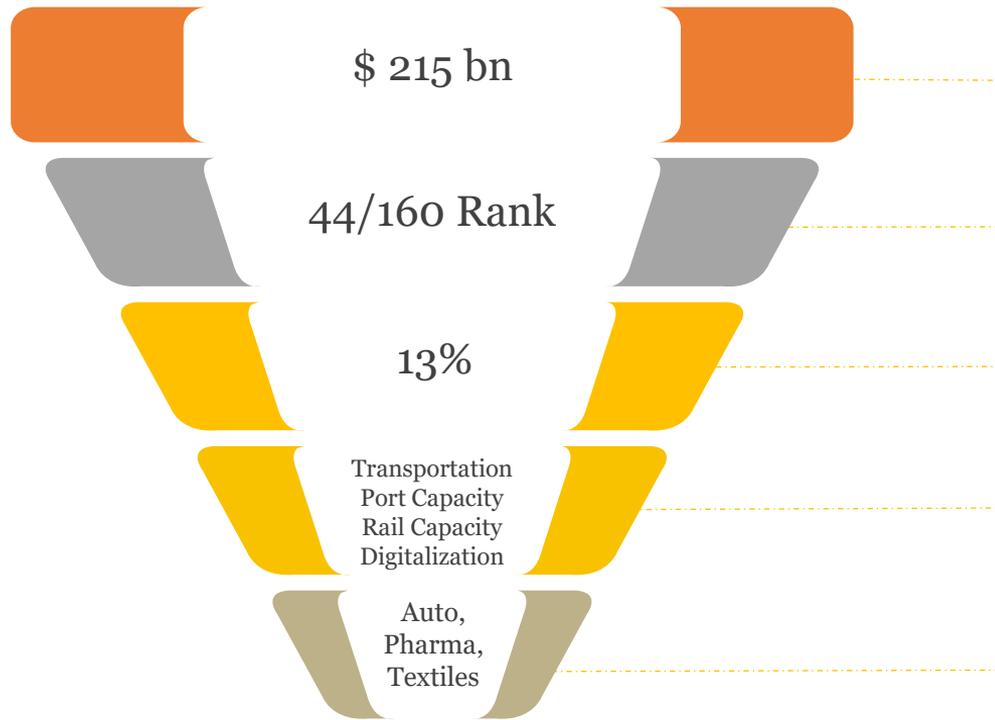


Industry Snapshot

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Size of Logistics Sector

Indian logistics industry is marked at US \$ 215 billion, and is expected to grow at a CAGR of 10.7 per cent between 2022-2024

Logistics Performance Index

India ranked 44 in Global LPI in 2018. 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%

Infrastructure Boom

Government reforms in transportation, digital transformation, increase in port capacities, and railway traffic aim at improving the logistics sector

Industries driving growth

Uptick in demand is driven by increase in manufacturing, e-commerce, Automobiles, Pharmaceutical, Textiles & Cement Industry



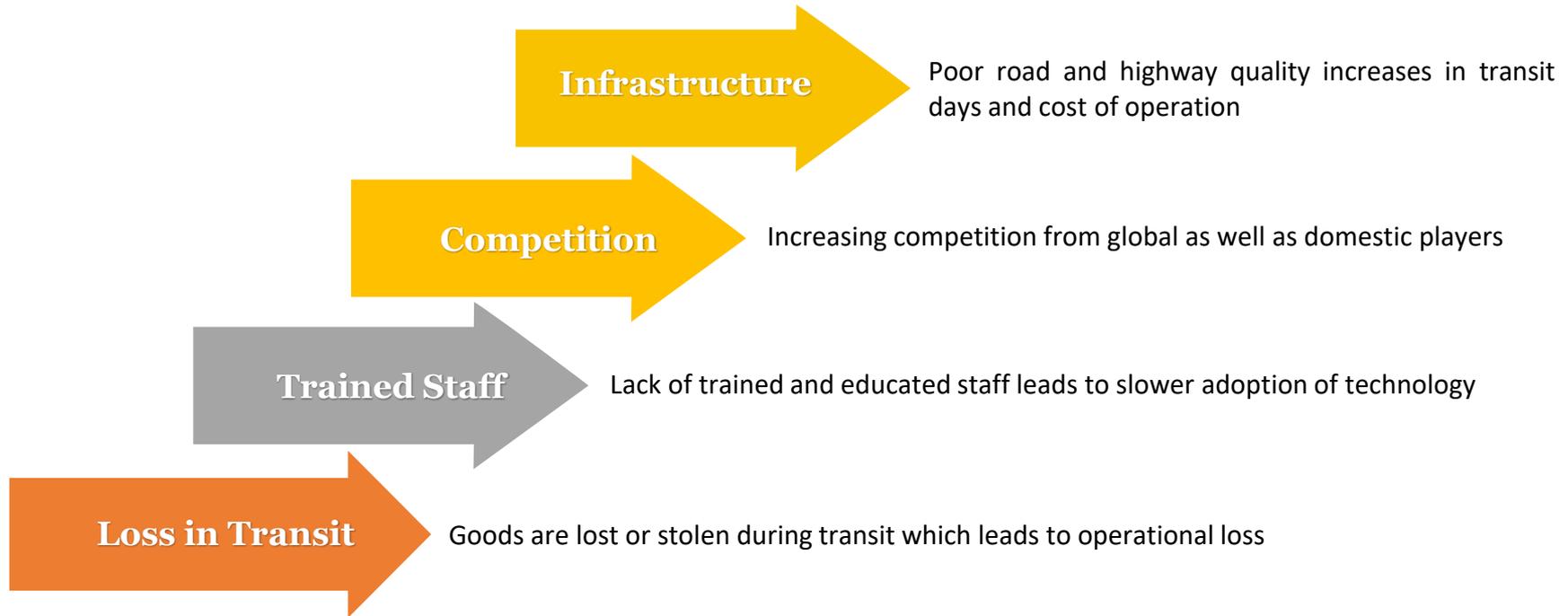
Export Demand

- ◆ 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

- ◆ 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





Tiger Logistics(India) Limited
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Annexure

07



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Profit & Loss Statement

₹ in Lakhs

Parameters	Q4FY23	Q3FY23	Q4FY22	FY23	FY22
Revenue	6,104	8,283	17,065	43,335	61,511
Operating Expenses	5,182	6,951	15,429	38,559	55,980
Employee Expenses	337	329	287	1,187	1,029
Other Expenses	326	119	185	997	785
EBITDA*	258	884	1,163	2,592	3,716
EBITDA Margin	4.2%	10.7%	6.8%	5.9%	6.0%
Other Income	140	240	72	680	210
Depreciation	20	19	20	78	80
EBIT	378	1,104	1,215	3,194	3,846
EBIT Margin	6.2%	13.3%	7.1%	7.4%	6.3%
Interest / Finance Cost	4	1.3	3	60	107
PBT	374	1,103	1,212	3,134	3,738
Tax	153	276	159	813	375
PAT#	308	835	1,060	2,320	3,353
PAT Margin	5.0%	10.1%	6.2%	5.4%	5.5%

Note:

* EBITDA = PBT + Finance Costs + Depreciation & amortization - Other income

PAT represents Total Comprehensive Income for the period



Balance Sheet Highlights

₹ in Lakhs

Assets	31.03.23	31.03.22	Liabilities	31.03.23	31.03.22
Non-current Assets	1,470.82	1,517.07	Shareholders' Fund	9762.85	7,442.95
Fixed Assets	751.11	785.21	Share Capital	1,057.25	1,057.25
Investments	548.15	521.70	Reserve & Surplus	8,705.60	6,385.70
Other Non-current Assets	171.56	210.16	Non-current Liabilities	281.03	266.59
Current Assets	10,480.17	10,607.44	Long Term Borrowing	0.00	0.00
Trade Receivable	4,929.66	6,866.00	Other Non-current Liabilities	281.03	266.59
Other Current Assets	310.40	950.55	Current Liabilities	1,907.11	4,414.96
Cash & Bank Balance	5,240.11	3,155.89	Short Term Borrowing	0.00	0.00
			Other Current Liabilities	1,907.11	4,779.96
Total Assets	11,950.99	12,489.50	Total Liabilities	11,950.99	12,489.50