

Scrip Code: 536264



29th May 2024

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 2024.

Kindly take on record the above.

Thanking You

For Tiger Logistics (India) Limited

Vishal Saurav Gupta
Company Secretary & Compliance Officer



TIGER LOGISTICS (INDIA) LIMITED

Q4 & FY24 INVESTOR PRESENTATION



BSE: 536264



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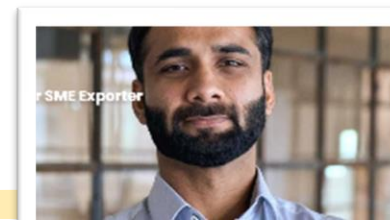
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Presentation Content

- 1 | **Q4 & FY24 Financial Performance**
- 2 | **Financial & Operational Overview**
- 3 | **Industry Snapshot**
- 4 | **Company Overview**
- 5 | **Evolution of Tiger Logistics**
- 6 | **Vision 2027**
- 7 | **Annexure**





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

"The past year has been a testament to Tiger Logistics' resilience and adaptability in the face of global challenges. Despite uncertainties stemming from geopolitical tensions and supply chain disruptions, our company has not only weathered the storm but also emerged stronger than ever. In Q4FY24, our revenues surged to ₹92.7 Cr, marking an impressive 78.5% increase on QoQ and a 51.9% YoY rise, signalling a robust recovery in the logistics sector. This remarkable growth was fuelled by our strategic response to the prolonged disruptions in the Red Sea and our ability to capitalise on heightened demand in the container market.

Furthermore, the performance of our digital platform, FreightJar, underscores our commitment to innovation. Within its inaugural year, FreightJar has surpassed expectations, exemplifying our dedication to providing cutting-edge logistics solutions. With the recent launch of FreightJar 2.0, we are poised to revolutionise how SMEs and MSMEs manage their import and export shipments, solidifying our position as leaders in the industry. As we look to the future, our focus remains on boosting revenue, sustaining cost controls, and optimising operations, ensuring continued success and growth for Tiger Logistics. We extend our heartfelt gratitude to our shareholders for their unwavering support, and together, we are confident in our ability to navigate the path ahead with strength and determination."



1. Q4 & FY24 Financial Performance

-  Current Development
-  Q4 & FY24 Performance

Q4 & FY24
BSE: 536264



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- 🏆 **Tiger Logistics has been awarded a government tender from HPCL**, marking a significant entry into the petrochemical logistics segment.
- 🏆 **Tiger Logistics Secures Tender from BHEL**, to manage sea imports and exports, including customs clearance, forwarding, handling, transportation, and warehousing.
- 🏆 **On March 4, 2024, shareholders' eligibility** was decided for **sub-dividing each equity share** from a face value of ₹10/- to 10 equity shares with a face value of ₹1.00 each.
- 🏆 **FreightJar**, a digital freight booking and management platform, was named **Digital Startup of the Year at the Northern India Multimodal & Logistics Awards 2024**, held at The Lalit, New Delhi.
- 🏆 **Tiger Logistics has launched 'TiGreen'** to enhance its role in the sustainable energy sector, aligning with government initiatives like the PM Surya Ghar scheme. In 2023, the company expanded its network in Cambodia, Malaysia, Vietnam, Thailand, and Hong Kong for importing solar module panels.

- 🏆 **Mr. Susanta Kumar Panda, aged 65, has been appointed as an Independent Director.** A member of the 1982 Indian Revenue Service (IRS) - Customs & Excise, Mr. Panda holds a B.A. (Hons) from Ravenshaw College, Utkal University, and an M.A. from Hindu College, Delhi University. He also has an LL.B. degree and extensive experience with the Central Government.
- 🏆 **TEU's Performance Metrics:** We are delighted to report that our Quarterly & Yearly Total TEU's volume demonstrated a growth of 17% on a QoQ basis and 13% on a YoY basis respectively.
- 🏆 **Air Transport Performance Metrics:** We are pleased to share that we have registered a 63% growth in the Air Transport segment on a QoQ basis.
- 🏆 **Positive Net Worth Highlights:** In FY24, our Net Worth has crossed ₹100 Cr, marking a significant milestone for the company.
- 🏆 **Freight Jar's Performance:** During the financial year 2024, Freight Jar's customer base grew to 350 by the end of March 2024, demonstrating consistent revenue growth and effective customer acquisition efforts.



Q4 FY24 Financial

Revenue
₹9,271 Lakhs

51.9%
YoY

EBITDA*
₹468 Lakhs

81.4%
YoY

EBITDA Margin
5.0%
Vs
4.2%
Q4FY23

PAT
₹403 Lakhs

Up 82.3%
YoY

PAT Margin
4.3%
Vs
3.6%
YoY

FY-24 Financial

Revenue
₹24,026 Lakhs

EBITDA*
₹1,502 Lakhs

EBITDA Margin
6.3%

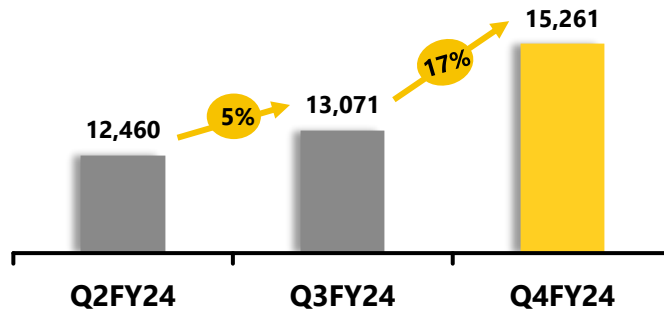
PAT
₹1,296 Lakhs

PAT Margin
5.4%



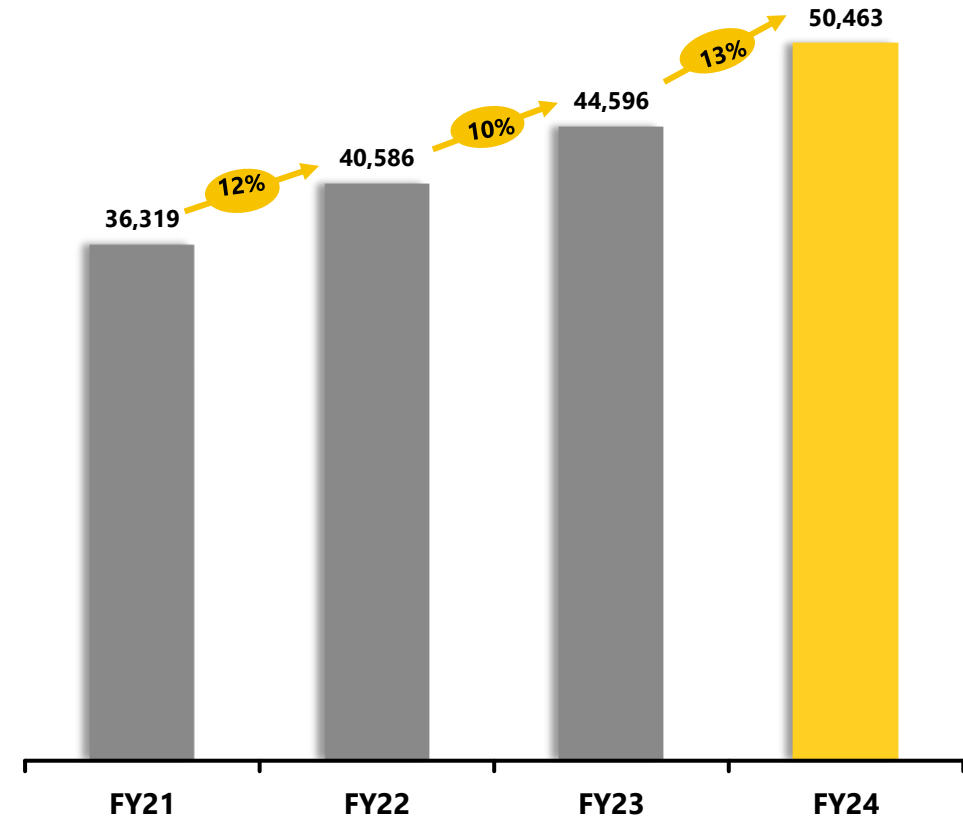
TEU'S – TOTAL VOLUME

(In TEUs)



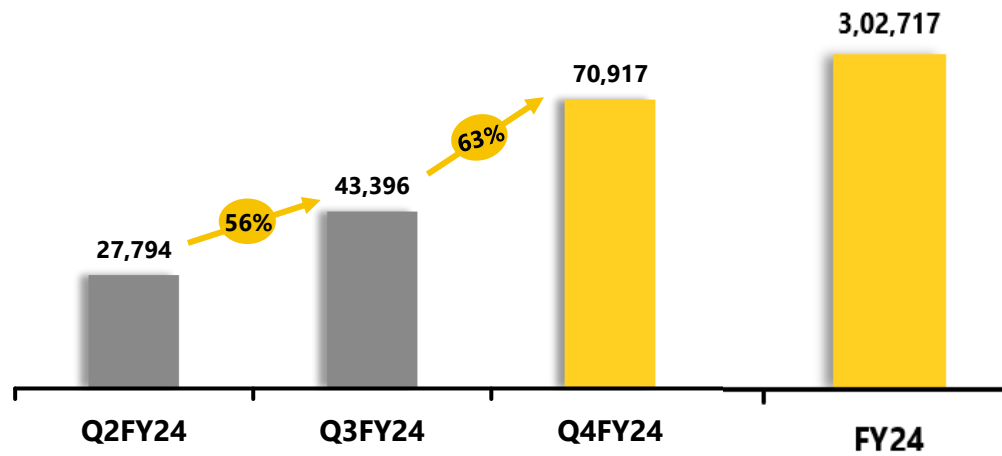
TEU'S – YEARLY VOLUME

(In TEUs)



AIR TRANSPORT

(In Kgs)





2. Financial & Operational Overview

- Industry Wise Revenue Composition
- Segment Wise Revenue Composition
- Working Capital Limit & Fixed Assets

Q4 & FY24
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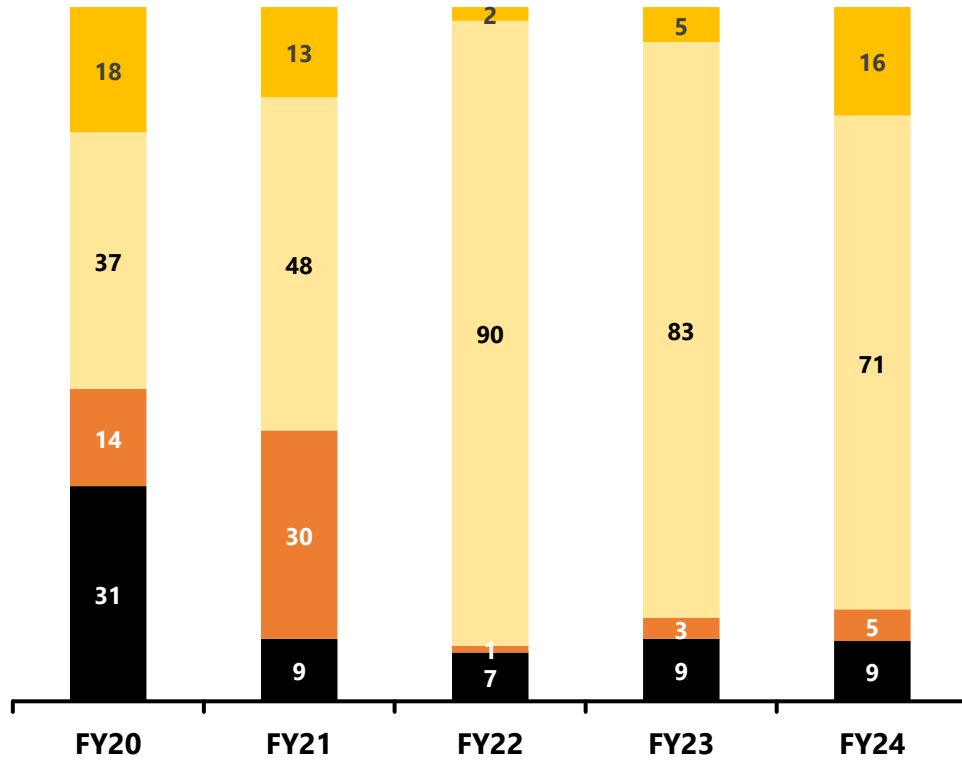


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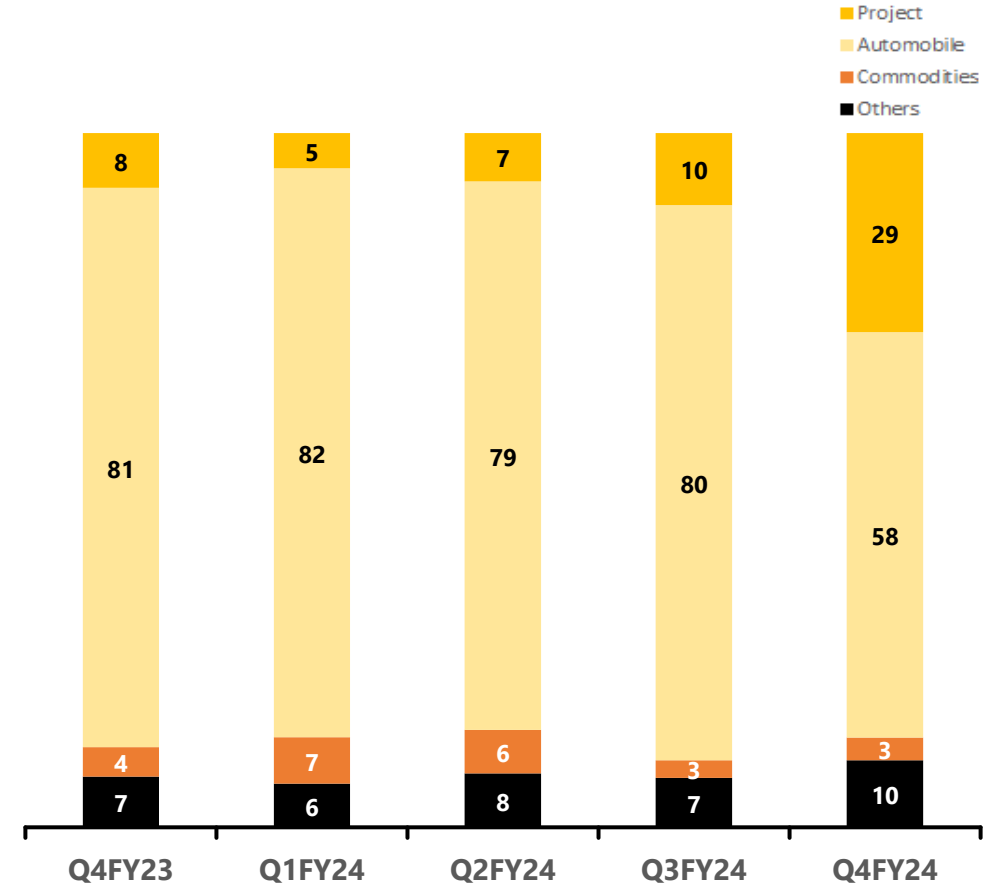


Industry Wise Revenue Composition

Industry Wise Yearly Revenue Composition (%)



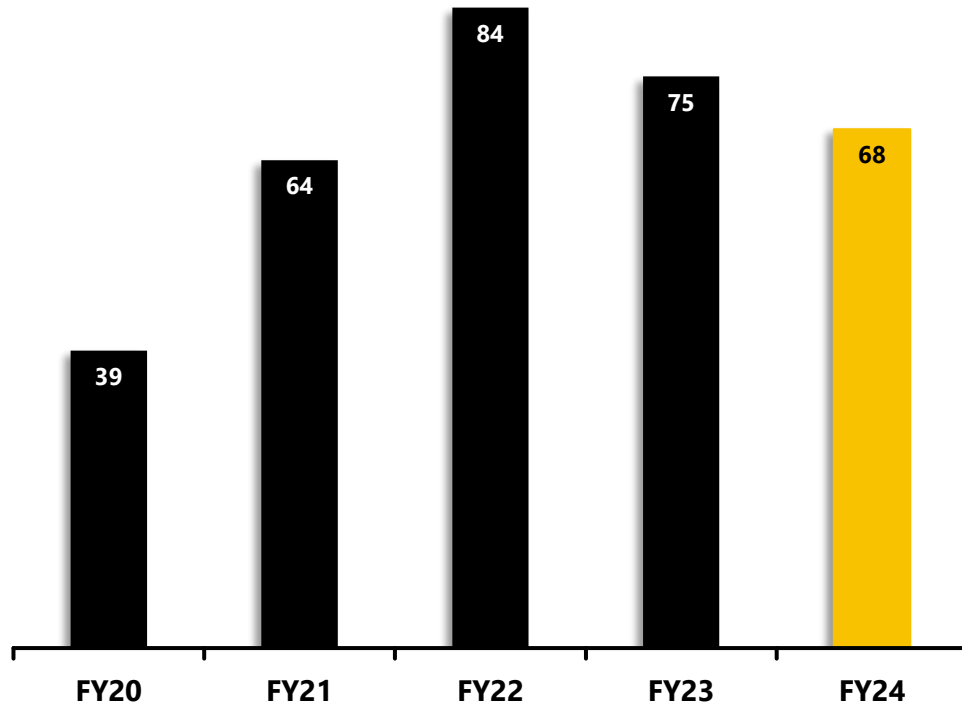
Industry Wise Quarterly Revenue Composition (%)



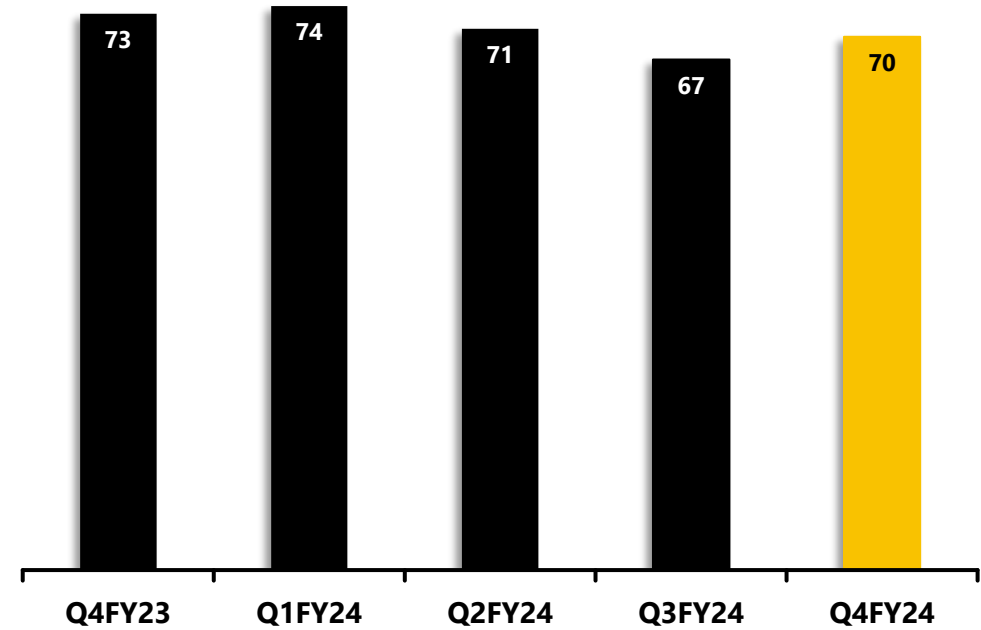
- Project
- Automobile
- Commodities
- Others



Top 5 Customer Yearly Contribution To Revenue (%)



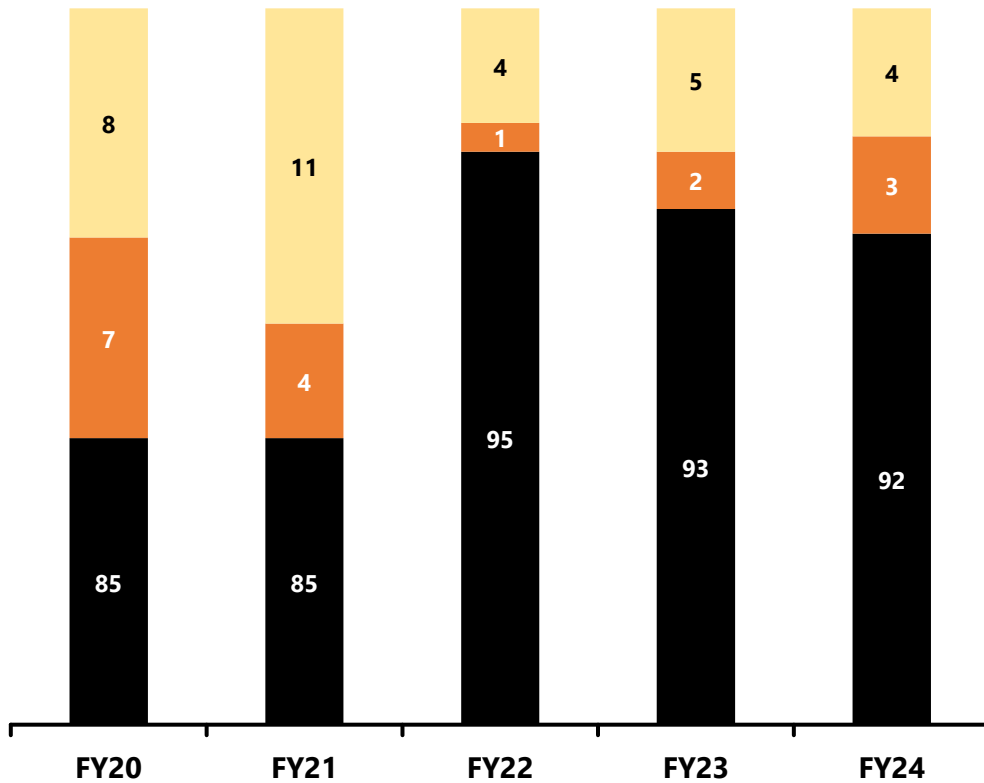
Top 5 Customer Quarterly Revenue Composition (%)



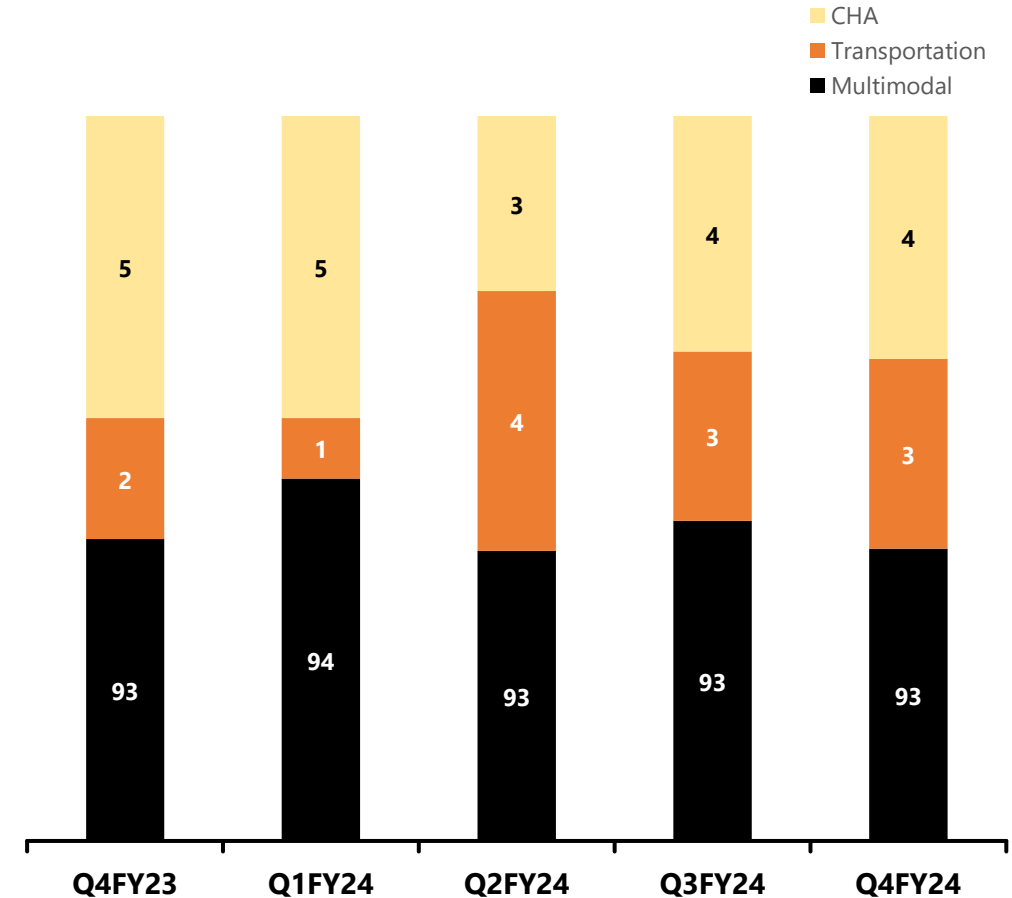


Segment Wise Revenue Composition

Segment Wise Yearly Revenue Composition (%)



Segment Wise Quarterly Revenue Composition (%)



CHA
Transportation
Multimodal



Sanctioned Working Capital Limit (Fund-based) as of 31st March 2024 (₹ in Cr.)

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	-

Cash Prosperity From FY21 to FY24 (₹ in Cr.)




Financial Year	Net Cash in Hand
FY21	7.4
FY22	36.0
FY23	57.5
FY24	52.97

Fixed Assets Details From FY21 to FY24 (₹ in Cr.)

Financial Year	Net Block
FY21	8.6
FY22	7.8
FY23	7.5
FY24	8.8



3. Industry Snapshot

-  Indian Logistics Sector
-  Demand Drivers
-  Sector Challenges



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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 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 is 18% while for USA is 8.5%

13%



Infrastructure Boom

Government reforms in Transportation & Digitalization, increase in Port Capacities, & Railway Traffic aim at Improving the logistics sector



Industries Driving Growth

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

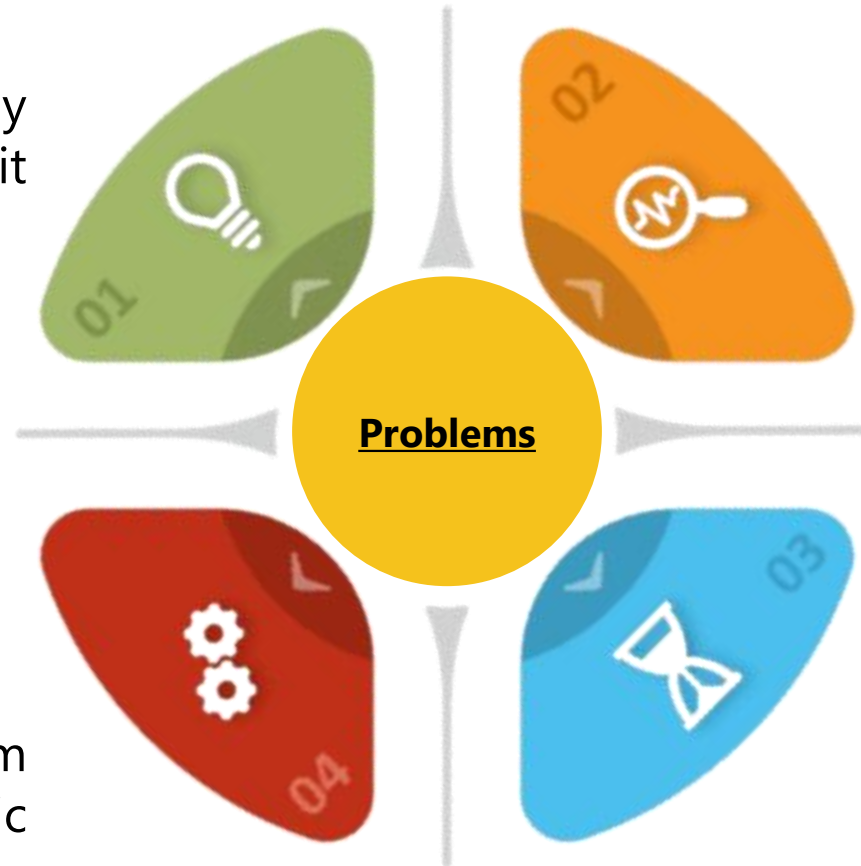


Infrastructure

Poor road and highway quality increases in transit days and cost of operation

Competition

Increasing competition from global as well as domestic players



Trained Staff

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

Transit Loss

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



4. Company Overview

-  **About Us**
-  **Why Tiger Logistics**
-  **FreightJar**
-  **International Footprints**
-  **Clients**

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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.



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



Mission & Vision

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.



Tiger Logistics Growth Stems from

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





Powered by Tiger Logistics - "FreightJar"

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

Back-end



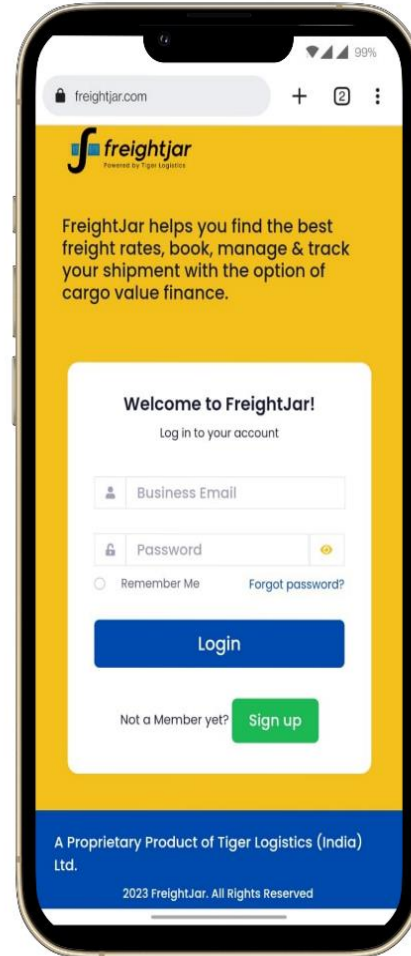
Search Rates of Multiple Shipping Lines to Optimise your cost



Get An Instant Quote on your Global Shipping Requirement



Launch of FreightJar 2.0



Front-end



[Video](#)



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



Sales Acceleration



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



International Footprints





Clients





5. Evolution of Tiger Logistics

- Timeline**
- Promoter Prowess**
- Recognition & Awards**
- Accreditations & Affiliations**

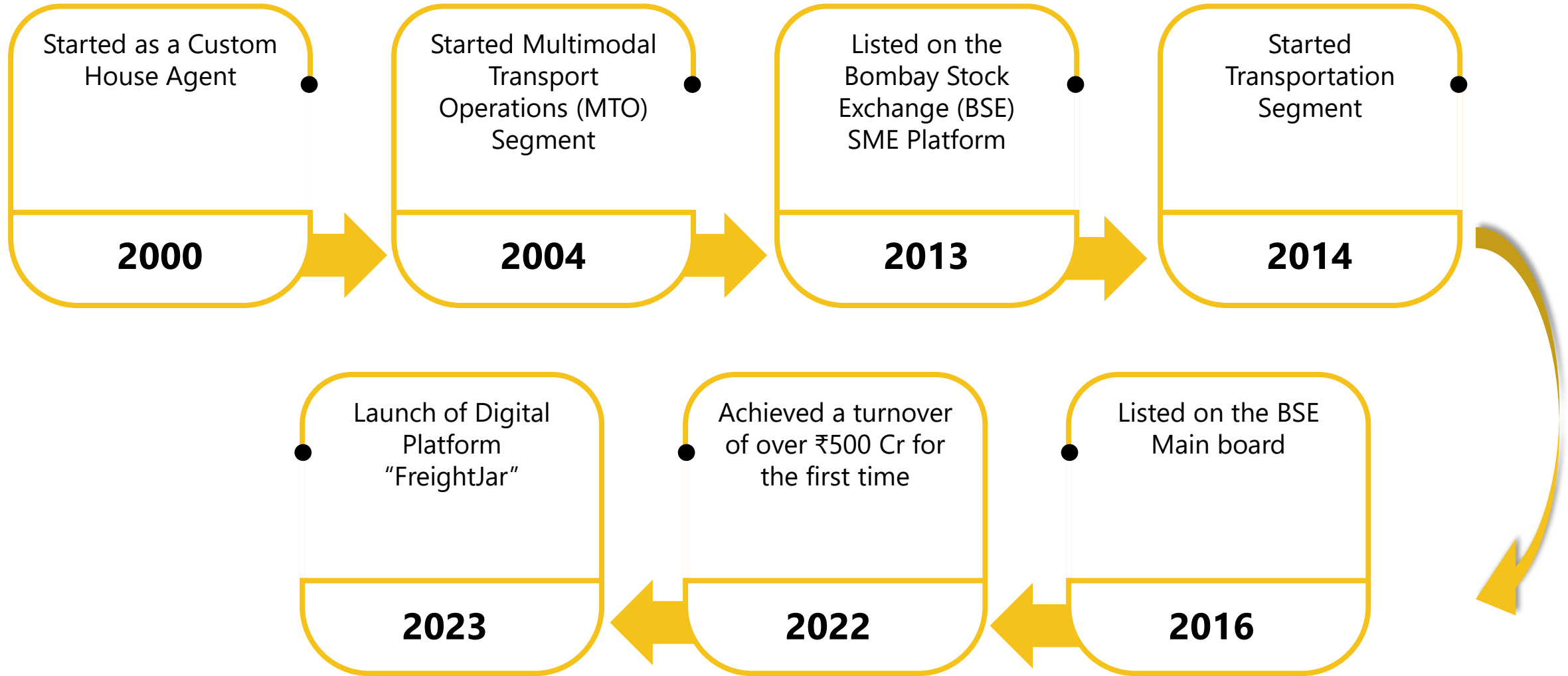
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Timeline

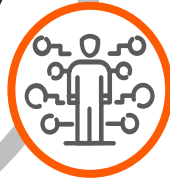




● **First Generation Entrepreneur** Graduate from Delhi University



● **Started Tiger Logistics Pvt Ltd** in 2000 with a **team of 8 People**



● **Previously** involved in the **automotive industry**, with a focus on **international logistics**, played a crucial role in **bringing BMW motorcycles to India.**



● Received **Numerous Awards** Associated with various **NGOs**



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



Awarded

“Digital Startup of the Year”

- At Northern India Multimodal Logistics Awards 2024



Accreditations & Affiliations





6. Vision 2027

 **Growth Engines**

 **Vision 2027**

Q4 & FY24
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- /// The international logistics sector remains largely manual, highlighting a significant opportunity to digitalize logistics processes.
- /// By implementing Freightjar, 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.

Digital Play

- /// 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.
- /// We will establish sales offices in Bangladesh, South America, and the US, dedicated solely to breaking into new markets and securing business opportunities.
- /// This expansion will enable us to better serve our clients and reinforce our position as a leading player in the international logistics sector.

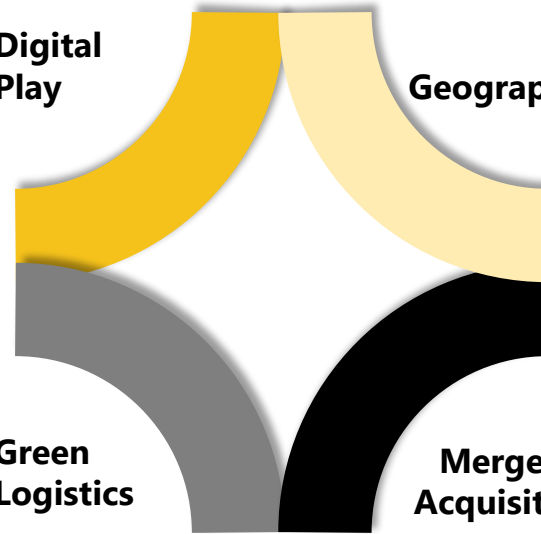
New Geographies

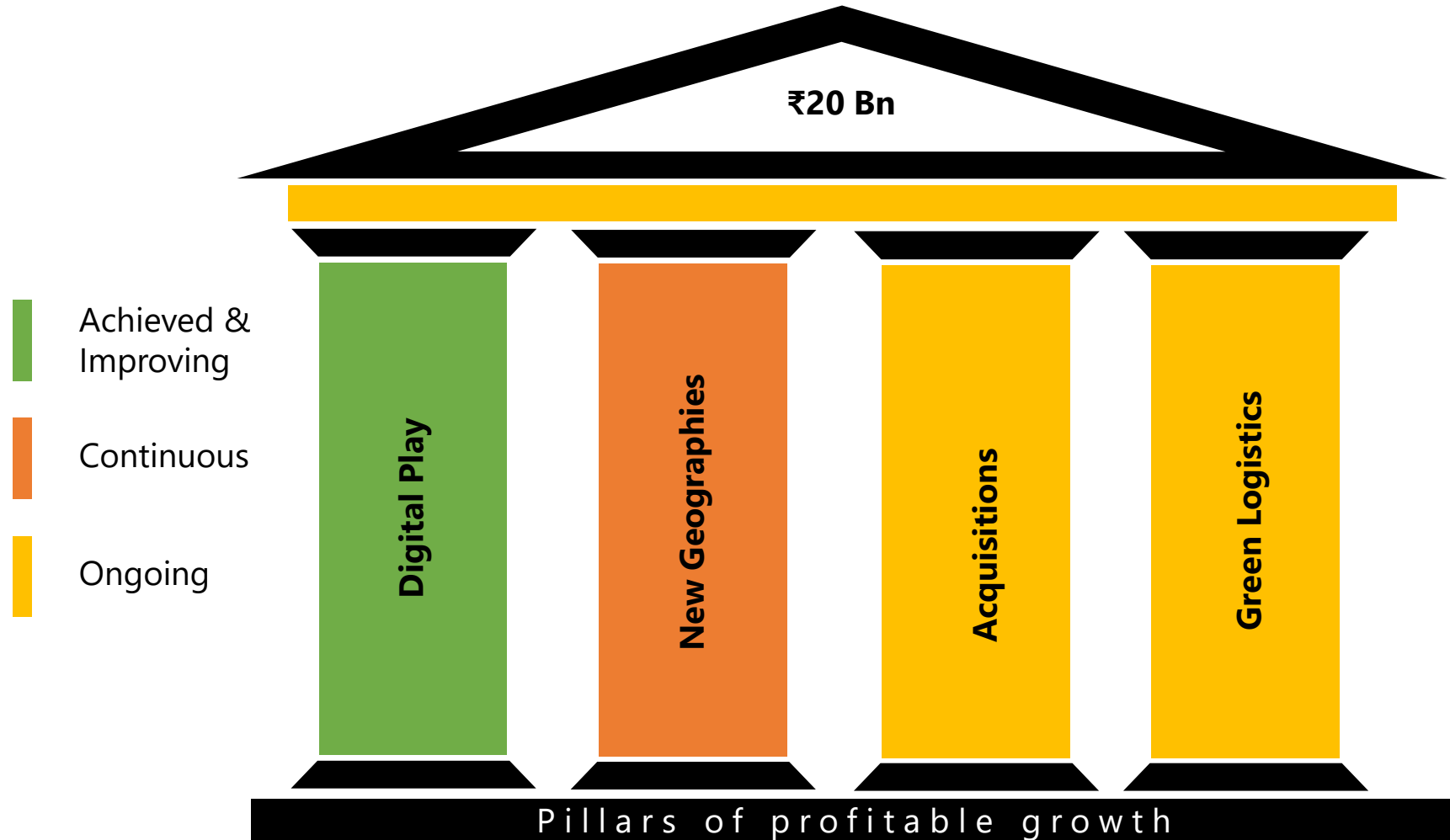
- /// We are planning to establish an EV division for first-mile logistics.
- /// As large corporations increasingly prioritize their carbon footprints, they prefer to partner with companies that operate with a focus on sustainability.
- /// This strategic move will position us as a leader in carbon-conscious logistics, making us an attractive choice for environmentally aware clients.

Green Logistics

- /// We've already hired business consultants to search for medium-sized companies in the LCL and 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.

Mergers & Acquisitions







7. Annexure

 Profit & Loss Statement

 Balance Sheet



Q4 & FY24
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Profit & Loss Statement

Parameters (₹ in Lakhs)	Quarterly					Yearly	
	Q4FY24	Q3FY24	QoQ	Q4FY23	YoY	FY24	FY23
Revenue	9,271.3	5,195.0	78.5%	6,103.5	51.9%	24,025.8	43,334.8
Operating Expenses	8,221.3	4,285.3		5,182.5		20,543.9	38,559.3
Employee Expenses	358.3	376.6		337.2		1,382.7	1,186.7
Other Expenses	224.2	135.5		326.1		597.0	996.5
EBITDA*	467.5	397.6	17.6%	257.7	81.4%	1,502.2	2,592.2
EBITDA Margin	5.0%	7.6%	(261) bps	4.2%	82 bps	6.3%	6.0%
Other Income	174.0	109.1		139.9		387.7	679.7
Depreciation	27.0	16.7		19.7		77.9	78.0
EBIT	614.5	490.0	25.4%	377.9	62.6%	1,812.0	3,193.9
EBIT Margin	6.6%	9.4%	(280) bps	6.2%	40 bps	7.5%	7.4%
Interest / Finance Cost	32.0	4.0		4.2		42.5	59.5
PBT	582.5	486.0	19.9%	373.7	55.9%	1,769.5	3,134.4
Tax	179.9	117.6		152.9		473.2	813.1
PAT	402.6	368.4	9.3%	220.9	82.3%	1,296.3	2,321.2
PAT Margin	4.3%	7.1%	(275) bps	3.6%	72 bps	5.4%	5.3%

Note:

* EBITDA = Revenue – Operating Expenses – Employee Expenses – Other Expenses



Balance Sheet Statement

Assets (₹ in Lakhs)	FY24	FY23	Liabilities	FY24	FY23
Non-current Assets	2,408.3	1,470.8	Shareholders' Fund	11,083.6	9,762.9
Fixed Assets	905.1	751.1	Share Capital	1,057.3	1,057.3
Investments	1,122.1	548.1	Reserve & Surplus	10,026.4	8,705.6
Other Non-current Assets	381.1	171.6	Non-current Liabilities	442.6	281.0
Current Assets	11,949.8	10,480.2	Long Term Borrowing	88.1	0.0
Trade Receivable	6,979.4	4,929.7	Other Non-current Liabilities	354.5	281.0
Other Current Assets	794.9	310.4	Current Liabilities	2,831.9	1,907.1
Cash & Bank Balance	4,175.5	5,240.1	Short Term Borrowing	1,082.7	0.0
			Other Current Liabilities	1,749.2	1,907.1
Total Assets	14,358.1	11,951.0	Total Liabilities	14,358.1	11,951.0



Tiger Logistics(India) Limited
CIN - L74899DL2000PLC105817

Tiger Logistics (India) Limited

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