

Scrip Code: 536264



30th October 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 half year ended 30th September 2024.

Kindly take on record the above.

Thanking You

For Tiger Logistics (India) Limited

**Vishal Saurav
Company Secretary & Compliance Officer**



TIGER LOGISTICS (INDIA) LIMITED

Q2 & H1 FY25 INVESTOR PRESENTATION





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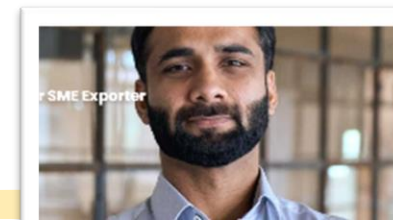
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■ **Commenting on the results, Mr. Harpreet Singh Malhotra, Chairman & MD of Tiger Logistics (India) Limited said,**

"I am pleased to share the remarkable progress Tiger Logistics has achieved this quarter. Our Multimodal segment continues to excel, now contributing the vast majority of our total revenue. This growth reflects our strong market position in integrated logistics, driven by a commitment to operational excellence and customer-focused service. The increase in TEU volumes highlights our enhanced capacity to meet growing demand, underscoring our commitment to reliability and efficiency.

Financially, we have seen robust growth in this quarter and half year with substantial increases in revenue, EBITDA, and profitability. This positive trajectory demonstrates the strength of our strategic approach, even in a competitive environment. We remain focused on sustainable growth and enhancing our operational efficiencies to drive long-term success.

Additionally, our air logistics capabilities have strengthened significantly, with a notable increase in volumes, reflecting the company's agility and strength across various logistics channels. This diversification is essential to our ongoing growth and resilience. I extend my deepest gratitude to our dedicated team and stakeholders for their support as we move confidently toward a bright future for Tiger Logistics."



1. Q2 & H1 FY25 Financial Performance

-  **Current Development**
-  **Q2 & H1 FY25 Performance**

Q2 & H1 FY25
BSE: 536264



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• The **Multimodal segment** has shown remarkable growth, increasing its share from **93% to 95%** of total revenue by Q2FY25, reflecting the company's strong performance in integrated logistics services.

• Tiger Logistics recorded a robust **34.7% increase** in **TEU volumes** on a YoY basis for **Q2FY25**, with **16,781 TEUs** handled, up from 12,460 TEUs in Q2FY24. This growth reflects a positive trend in operational efficiency and market demand.

• **TEU volumes** for **H1FY25** reached **33,967**, a substantial **53.5% rise** compared to 22,131 TEUs in H1FY24. This consistent growth emphasises the company's strong positioning and ability to scale operations effectively.

• The company achieved an increase of **38.9% in TEU volumes**, with 50,463 TEUs recorded in **FY24**, compared to 36,319 TEUs in **FY21**, demonstrating sustained long-term growth, driven by strategic initiatives and market expansion.

• **In the air transport sector**, there was a remarkable **4.5x increase** in volume during **Q2FY25** compared to **Q2FY24**. Volumes rose to 1,25,372 kg from 27,794 kg, showcasing significant improvement in air logistics capabilities. Also, the air transport volumes for H1FY25 reached 2,37,972 kg, indicating a robust performance in air logistics, further enhancing the company's diverse service offerings.

• **Half-Yearly Financial Performance:** Tiger Logistics generated a **revenue of ₹26,133.4 lakhs** in H1 FY25, showing a **2.7x increase YoY**. The **EBITDA** for H1 FY25 was **₹1,396.4 lakhs** with a **margin of 5.3%**. **PAT** for H1 FY25 was **₹1,215.9 lakhs** with a **PAT margin of 4.7%**, reflecting an overall positive financial trajectory despite minor declines in margin.

• **Quarterly Financial Performance:**

↳ The company achieved a **revenue of ₹16,017.0 lakhs** in Q2 FY25, which represents a robust **QoQ increase of 58.3%** and a **YoY growth of 3.0x**.

↳ The **EBITDA** for Q2 FY25 stood at **₹879.3 lakhs**, a notable **increase of 70.0% QoQ and 2.2x YoY**. However, the **EBITDA margin slightly contracted**, registering at **5.5%** compared to **7.5%** in **Q2 FY24**, indicating a **decline of 202 bps**.

↳ Tiger Logistics demonstrated significant improvement in profitability, with **PBT** for Q2 FY25 reaching **₹1,015.8 lakhs**, a **64.3% increase** from the **previous quarter** and a **YoY growth of 2.4x**.

↳ For the quarter, the company reported a **PAT** of **₹753.7 lakhs** in Q2 FY25, reflecting a **strong QoQ rise of 62.9%** and a **YoY growth of 2.3x**. However, the **PAT margin** witnessed a **YoY decrease of 131 bps, closing at 4.7% in Q2 FY25** compared to **6.0% in Q2 FY24**.



Q2 FY25 Financial

Revenue
₹16,017 Lakhs

↑ 58.3%
QoQ

↑ 3.0x
YoY

EBITDA
₹879 Lakhs

↑ 70.0%
QoQ

↑ 2.2x
YoY

EBITDA Margin
5.5%

Vs

5.1%
Q1 FY25

PAT
₹754 Lakhs

↑ 62.9%
QoQ

↑ 2.3x
YoY

PAT Margin
4.7%

Vs

4.6%
Q1 FY25

H1 FY25 Financial

Revenue
₹26,133 Lakhs

↑ 2.7x
YoY

EBITDA
₹1,396 Lakhs

↑ 2.1x
YoY

EBITDA Margin
5.3%

Vs

6.9%
H1 FY24

PAT
₹1,216 Lakhs

↑ 2.3x
YoY

PAT Margin
4.7%

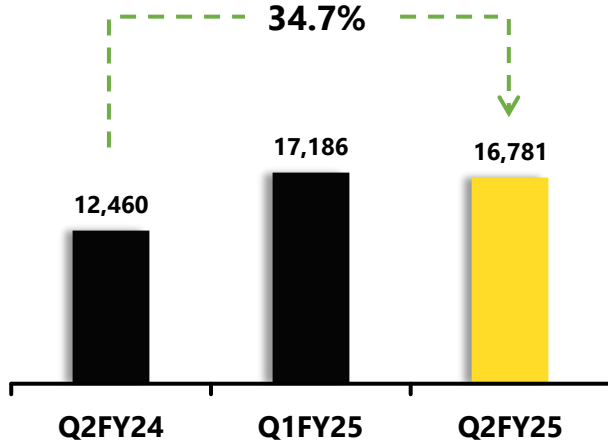
Vs

5.6%
H1 FY24

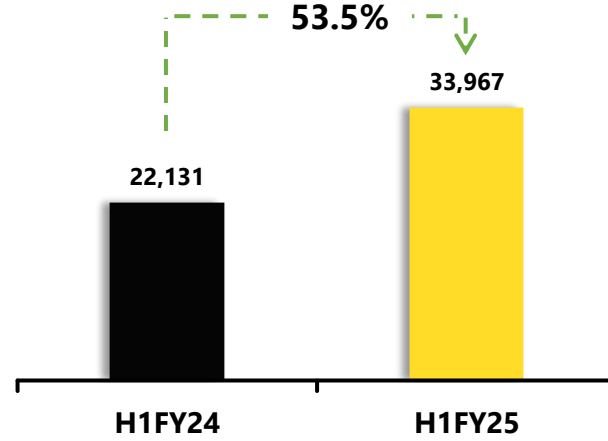


Q2 & H1 FY25 Volume Performance

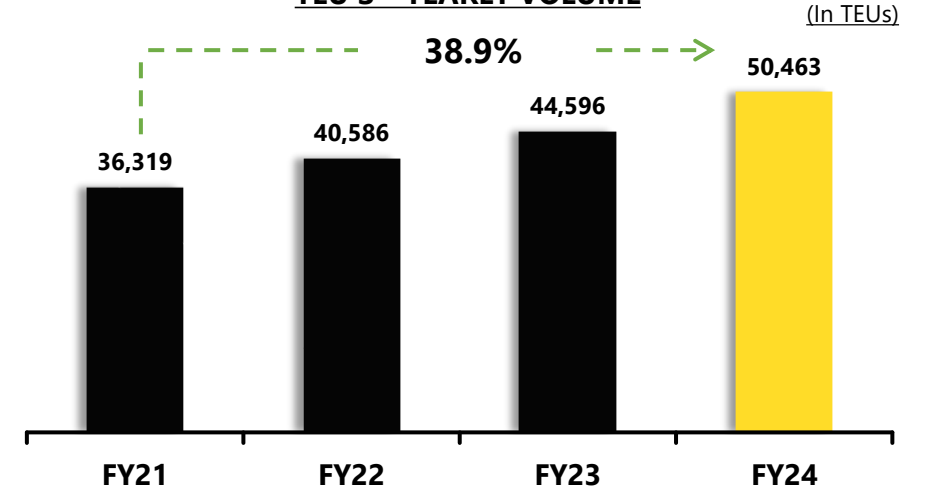
TEU'S – QUARTERLY VOLUME



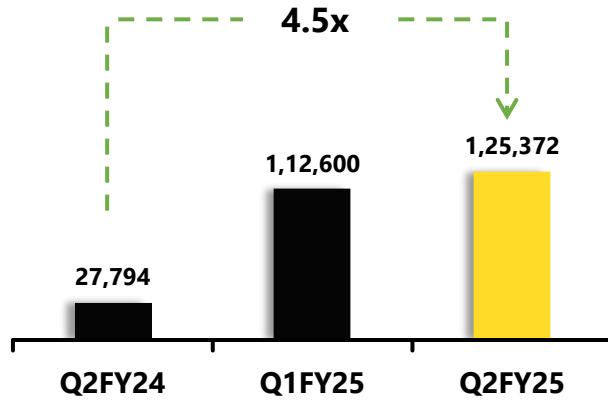
TEU'S – HALF YEARLY VOLUME



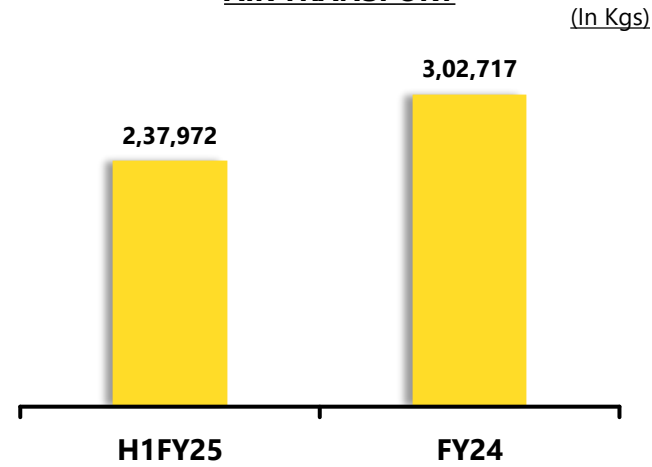
TEU'S – YEARLY VOLUME



AIR TRANSPORT






AIR TRANSPORT





2. Financial & Operational Overview

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



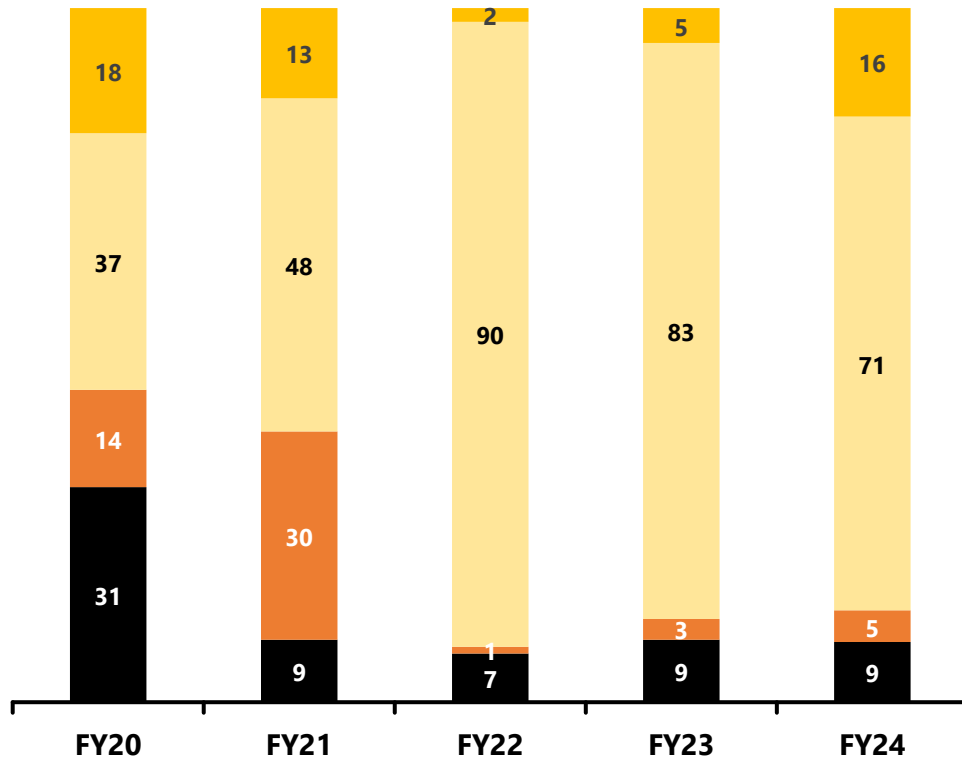
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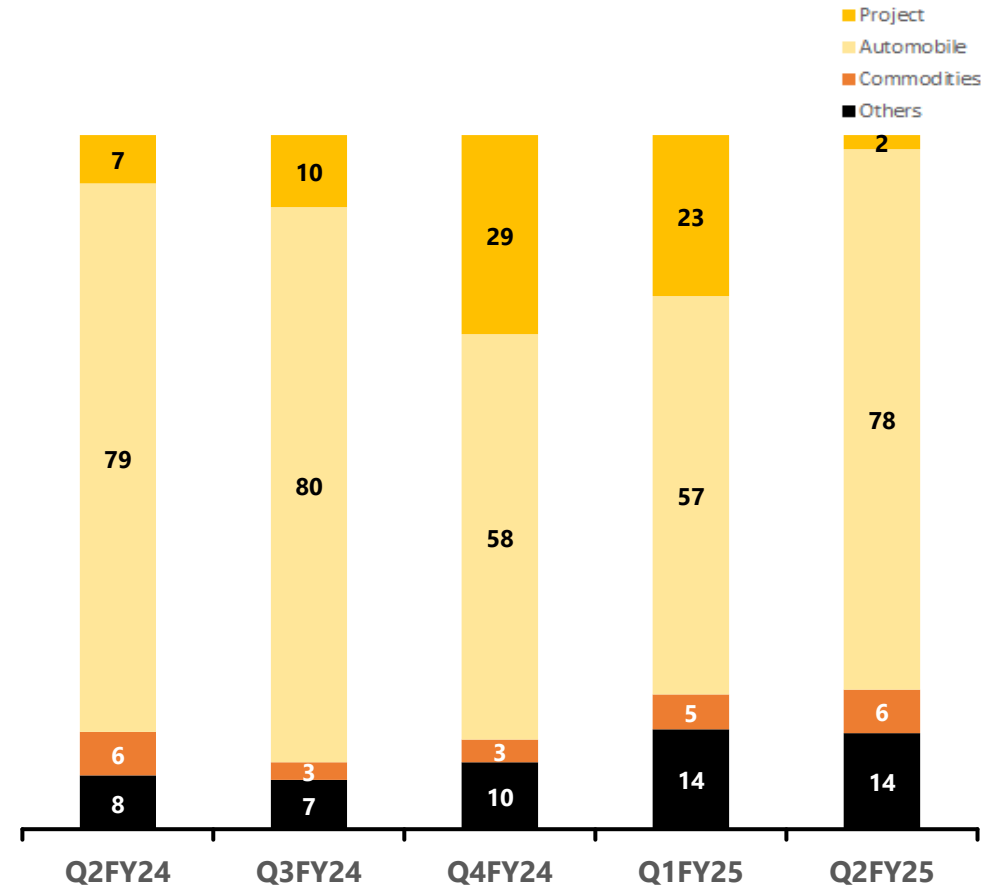


Industry Wise Revenue Composition

Industry Wise Yearly Revenue Composition (%)



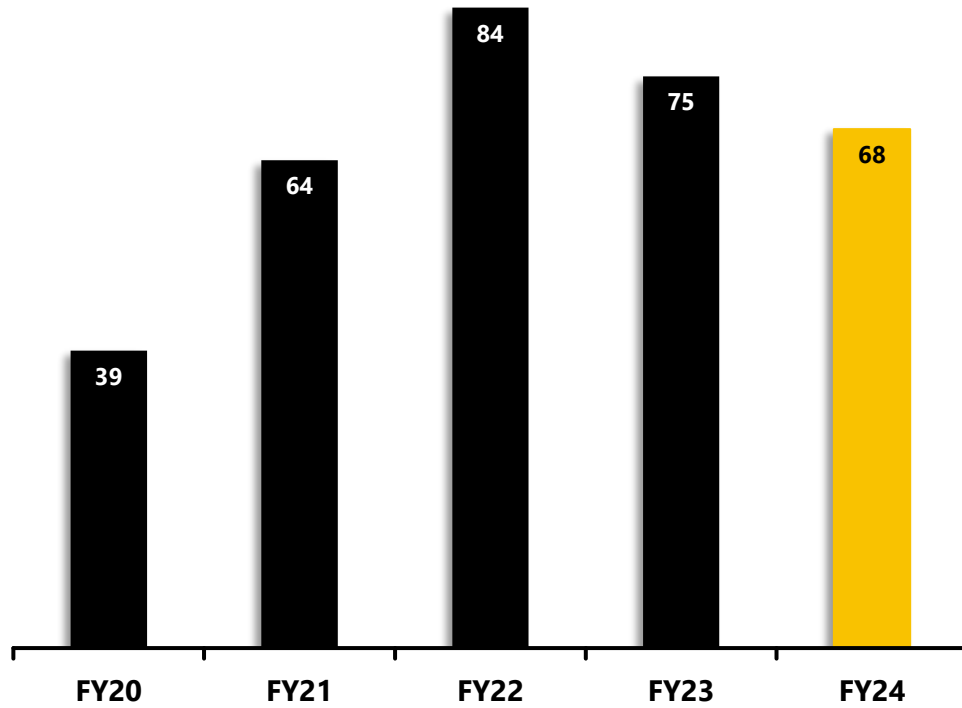
Industry Wise Quarterly Revenue Composition (%)



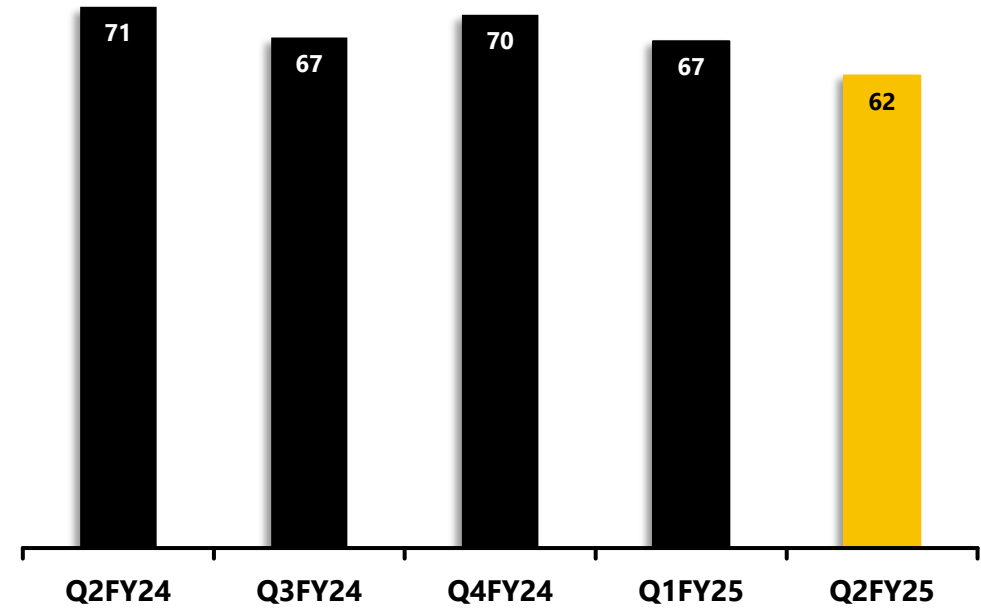
- Project
- Automobile
- Commodities
- Others



Top 5 Customer Yearly Contribution To Revenue (%)



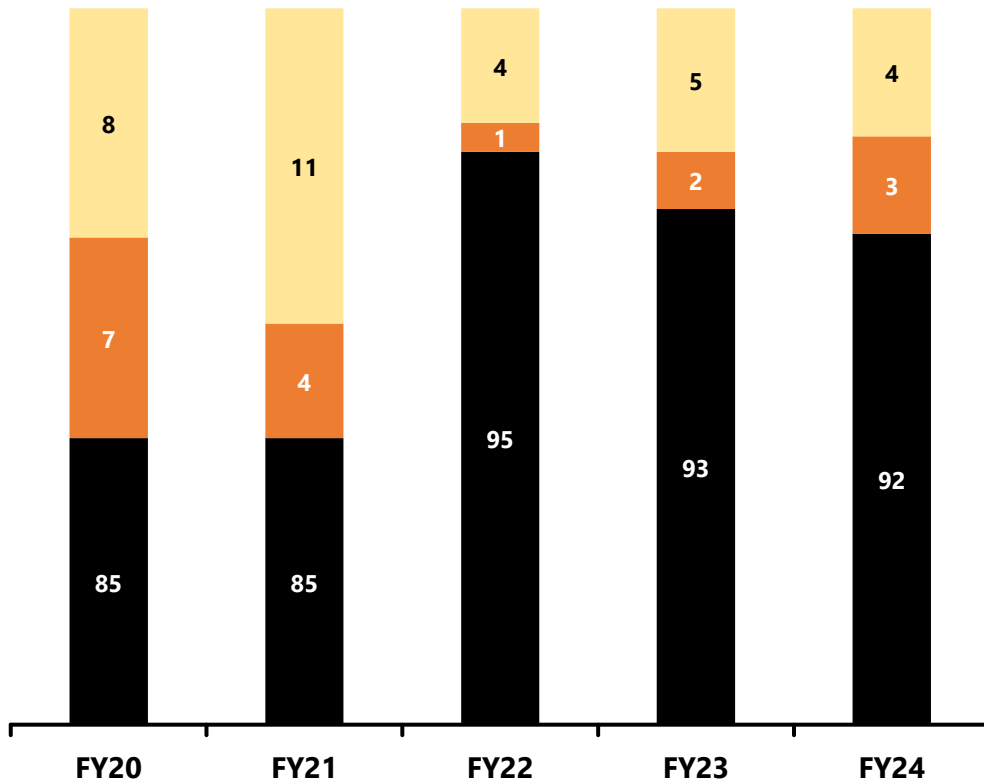
Top 5 Customer Quarterly Revenue Composition (%)



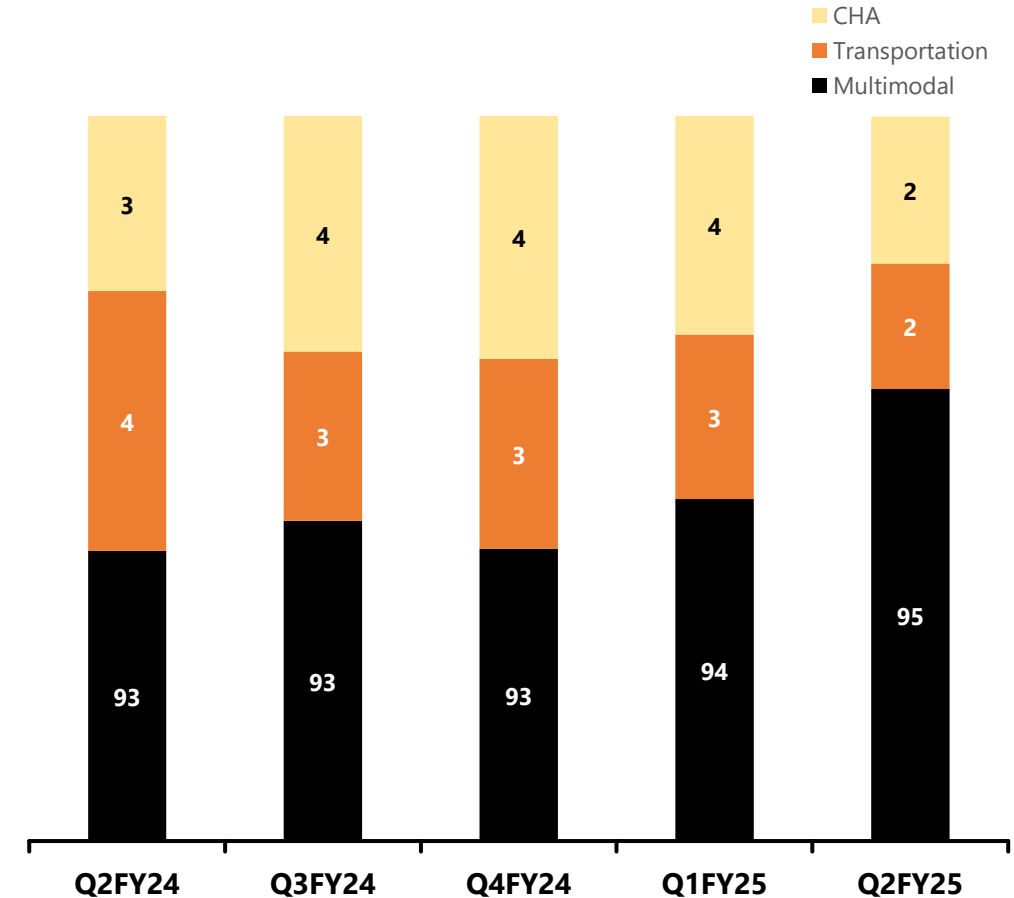


Segment Wise Revenue Composition

Segment Wise Yearly Revenue Composition (%)



Segment Wise Quarterly Revenue Composition (%)





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

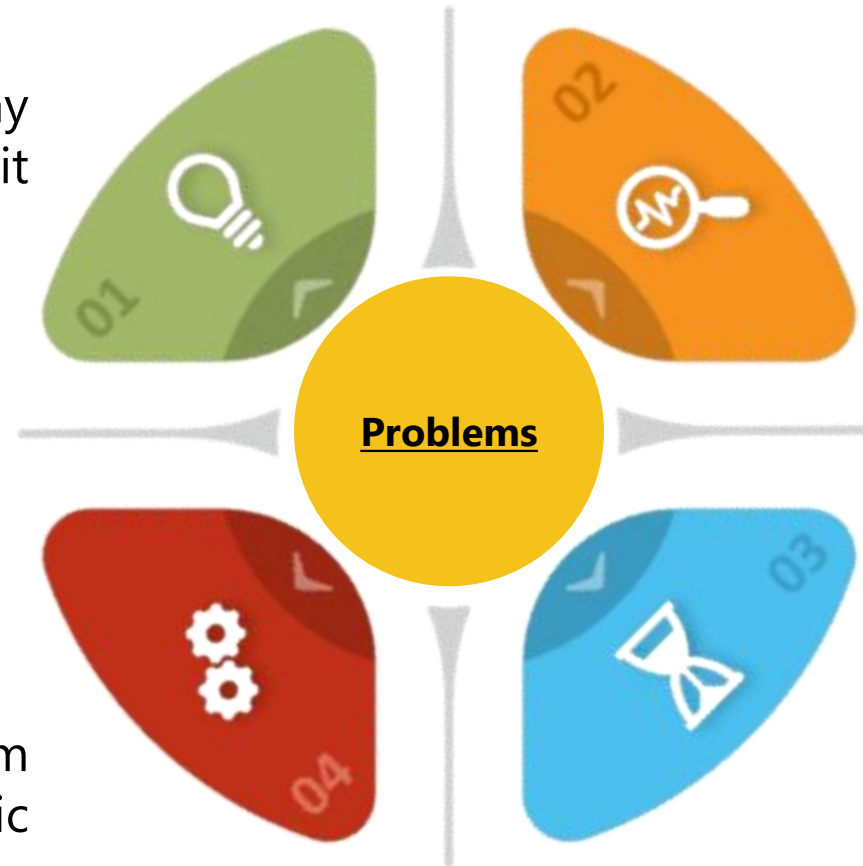


Infrastructure

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



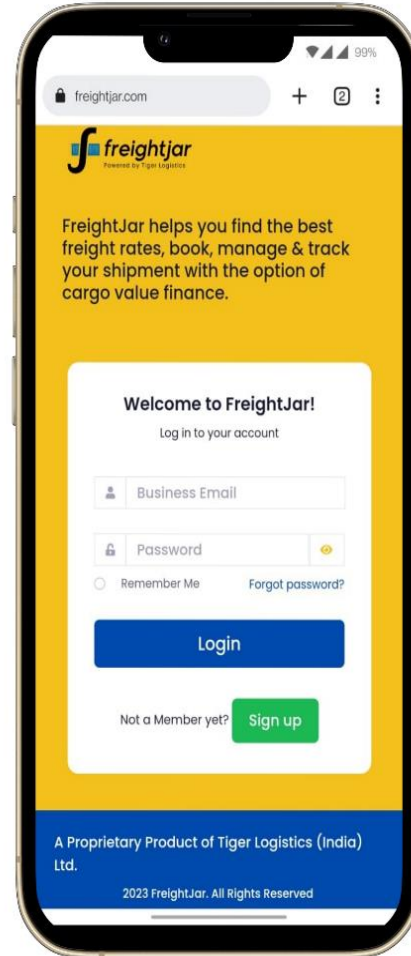
Search Rates of Multiple Shipping Lines to Optimize your cost



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](#)





Clients





5. Evolution of Tiger Logistics

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

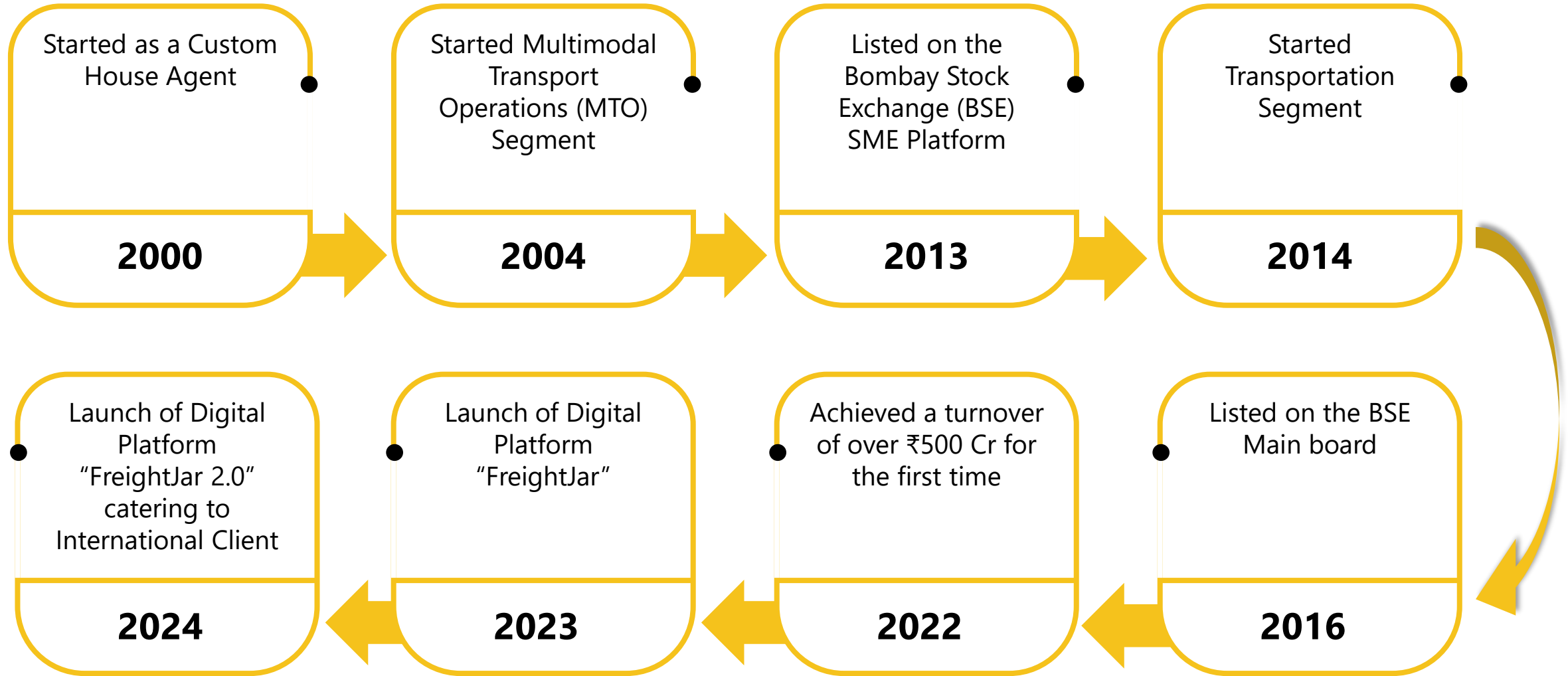
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Timeline





● **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



Certified

“Great Place To Work”

- Great Place To Work® in India for the period July 2024 to July 2025.



Accreditations & Affiliations



Confederation of Indian Industry



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





6. Vision 2027

 **Growth Engines**

 **Vision 2027**

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- 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.
- 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.

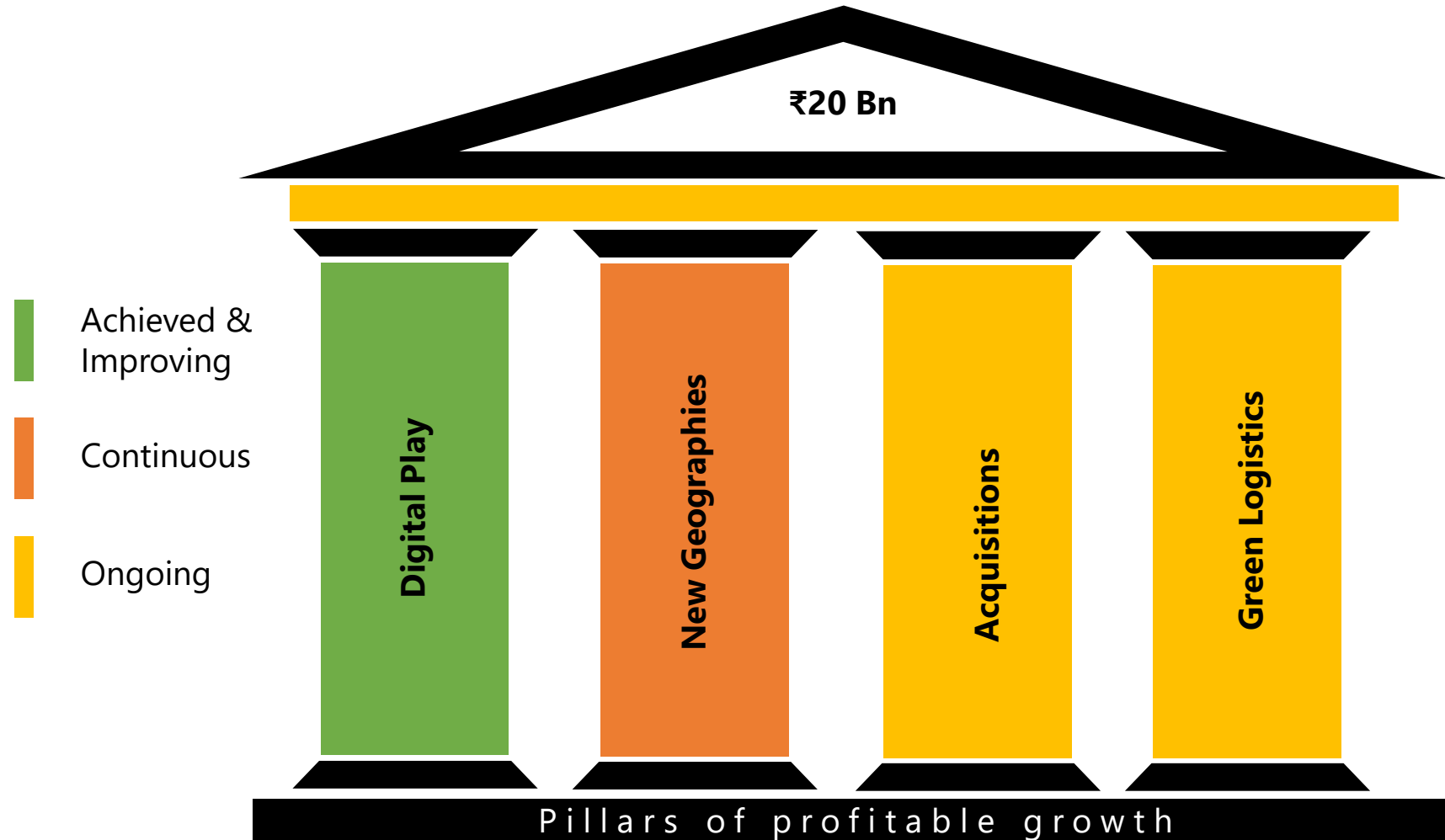
New Geographies

- 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.

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 Statement



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Profit & Loss Statement

Parameters (₹ in Lakhs)	Quarterly					Half-Yearly			Yearly
	Q2 FY25	Q1 FY25	QoQ	Q2 FY24	YoY	H1 FY25	H1FY24	YoY	FY24
Revenue	16,017.0	10,116.4	58.3%	5,357.6	3.0x	26,133.4	9,559.6	2.7x	24,025.8
Operating Expenses	14,593.5	9,026.7		4,480.7		23,620.2	8,040.5		20,543.9
Employee Expenses	407.0	384.0		324.4		791.1	650.9		1,382.7
Other Expenses	137.3	188.5		149.9		325.7	209.2		597.0
EBITDA*	879.3	517.1	70.0%	402.6	2.2x	1,396.4	659.1	2.1x	1,502.2
EBITDA Margin	5.5%	5.1%	38 bps	7.5%	(202) bps	5.3%	6.9%	(155) bps	6.3%
Other Income	223.1	159.8		41.7		382.8	82.5		387.7
Depreciation	21.1	20.6		17.4		41.7	34.3		77.9
EBIT	1,081.3	656.3	64.8%	426.9	2.5x	1,737.5	707.3	2.5x	1,812.0
EBIT Margin	6.8%	6.5%	30 bps	8.0%	(122) bps	6.7%	7.4%	(75) Bps	7.5%
Interest / Finance Cost	65.4	38.0		3.5		103.8	6.5		42.5
PBT	1,015.8	618.3	64.3%	423.4	2.4x	1,633.8	700.8	2.3x	1,769.5
Tax	262.2	155.8		100.9		417.9	168.0		473.2
PAT	753.7	462.6	62.9%	322.4	2.3x	1,215.9	532.8	2.3x	1,296.3
PAT Margin	4.7%	4.6%	13 bps	6.0%	(131) bps	4.7%	5.6%	(92) bps	5.4%

Note:

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



Balance Sheet Statement

Assets (₹ in Lakhs)	H1 FY25	FY24	Liabilities	H1 FY25	FY24
Non-current Assets	6,159.6	2,408.3	Shareholders' Fund	12,345.6	11,083.6
Fixed Assets	908.1	905.1	Share Capital	1,057.3	1,057.3
Investments	1,168.2	1,122.1	Reserve & Surplus	11,288.4	10,026.4
Other Non-current Assets	4,083.4	381.1	Non-current Liabilities	378.6	442.6
Current Assets	13,427.2	11,949.8	Long Term Borrowing	90.1	88.1
Trade Receivable	11,162.3	6,979.4	Other Non-current Liabilities	288.5	354.5
Other Current Assets	1,763.2	794.9	Current Liabilities	6,862.6	2,831.9
Cash & Bank Balance	501.7	4,175.5	Short Term Borrowing	3,331.4	1,082.7
			Other Current Liabilities	3,531.2	1,749.2
Total Assets	19,586.8	14,358.1	Total Liabilities	19,586.8	14,358.1



Tiger Logistics (India) Limited
CIN - L74899DL2000PLC105817

Thank You



Tiger Logistics (India) Limited

Mr. Vishal Saurav Gupta

Company Secretary & Compliance Officer

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