

Scrip Code: 536264



3<sup>rd</sup> February 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 nine months ended 31<sup>st</sup> December 2024.

Kindly take on record the above.

Thanking You

**For Tiger Logistics (India) Limited**

**Vishal Saurav  
Company Secretary & Compliance Officer**



## TIGER LOGISTICS (INDIA) LIMITED

### Q3 & 9M FY25 INVESTOR PRESENTATION



BSE: 536264



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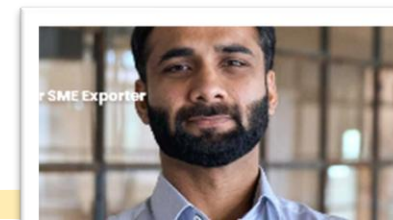
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# Presentation Content

- 1 | **Q3 & 9M FY25 Financial Performance**
- 2 | **Financial & Operational Overview**
- 3 | **Industry Snapshot**
- 4 | **Company Overview**
- 5 | **Evolution of Tiger Logistics**
- 6 | **Vision 2027**
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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 that Tiger Logistics has demonstrated exceptional growth and resilience in the quarter, marking a significant milestone in our journey. Our TEUs volume saw a remarkable 27.8% YoY increase in Q3 FY25. During the quarter our revenue surged by 3.1 times YoY, while EBITDA grew 2.5 times, maintaining a healthy 6.1% margin. Net profit saw a robust 2.3 times YoY increase, reaching ₹842.3 lakh in Q3 FY25, underscoring the strong fundamentals driving our business.*

*Additionally, our upgraded credit rating from IVR reinforces the strength of our financial position and growth potential. We are proud of the strategic partnerships we've cultivated, including collaborations with government organizations like HPCL, BHEL, BEML, and BNPLIPL, all of which have enhanced our logistics capabilities. With an in-principle approval to raise ₹400 crore and a clear roadmap for accelerated growth, Tiger Logistics is well-positioned for continued success and innovation. We remain dedicated to delivering sustainable growth and value to our stakeholders, and deeply appreciate your ongoing trust and support in our vision."*



## 1. Q3 & 9M FY25 Financial Performance

-  Current Development
-  Q3 & 9M FY25 Performance

Q3 & 9M FY25  
BSE: 536264



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🏢 **TEU Volume Performance** Has Registered Significant **YoY Growth** with **Q3 FY25** recording a **27.8% increase** in TEUs compared to **Q3 FY24**, while **9M FY25** achieved a **44.0%** growth, reflecting better market demand and improved operational efficiency.

🏢 **Air Transport Performance: Q3 FY25** recorded a **2.2x increase** from **Q3 FY24**. Although there was a **slight decline** from **Q2 FY25**, the **overall trajectory remains positive**. Additionally, **9M FY25 surpassed FY24's total volume**, reaching 3,33,262 kgs compared to 3,02,717 kgs in FY24, indicating **strong market traction** and **enhanced air logistics capabilities**.

🏢 **Revenue contribution** during **9M FY25** and **Q3 FY25** reflects **diversification** and **resilience**, with increasing contributions from the "Others" and "Commodities" segments while maintaining **stability** in the core **Automobile** sector.

🏢 The **9M FY25 revenue contribution** from the **top 5 customers** stands at **62%**, ensuring a well-diversified revenue base. The **60%** contribution in **Q3 FY25**, **slightly lower** than **Q2 FY25 (62%)**, reflects stable engagement with key customers. Compared to FY22's peak of 84%, the **decline in dependency on top customers indicates a strategic broadening of the customer base**, reducing reliance on a few key accounts.

🏢 **9M FY25 Financial Performance:**

📈 The company achieved a **revenue of ₹42,180 Lakhs**, reflecting a **2.9x YoY** growth.

📈 **EBITDA** stood at **₹2,375 Lakhs**, marking a **2.3x YoY** increase.

📈 For 9M FY25, the company reported a **PAT of ₹2,058 Lakhs**, reflecting a **2.3x YoY** increase.

🏢 **Q3 FY25 Financial Performance:**

📈 The company achieved a **revenue of ₹16,047 Lakhs**, with a **0.2% QoQ** increase and **3.1x YoY** growth.

📈 The **EBITDA** for Q3 FY25 stood at **₹978 Lakhs**, reflecting an **11.3% QoQ** increase and **2.5x YoY** growth.

📈 For the quarter, the company reported a **PAT of ₹842 Lakhs**, marking an **11.8% QoQ** increase and **2.3x YoY** growth.

📈 The **EBITDA Margins** stood at **6.1%**, compared to **5.5%** in **Q2 FY25**.

📈 The **PAT Margins** was **5.2%**, compared to **4.7%** in **Q2 FY25**.



## Credit Rating Upgrade:

- Infomercs Valuation and Rating (IVR) upgraded Tiger Logistics' outlook from "Negative" to "Stable", reflecting strong financial health and growth potential, driven by a significant YoY increase in container volumes handled during Q1 FY25, boosting revenue and profitability.
- Long-term Bank Facilities (Cash Credit): ₹28.00 Cr reaffirmed at IVR BBB+/Stable (upgraded from Negative to Stable).
- Short-term Bank Facilities: ₹1.60 Cr continue to hold a rating of IVR A2.
- Long/Short Term Bank Facilities (Proposed): ₹2.40 Cr reaffirmed at IVR BBB+/Stable and IVR A2.

## Renewed Government Partnerships:

- Strengthened Ties with 3 major PSUs - Bharat Heavy Electricals Limited (BHEL), Bharat Earth Movers Limited (BEML) & Bank Note Paper Mill India Limited (BNPLIPL).
- For efficient international freight handling, the company will continue providing logistics and freight forwarding services for both sea and air cargo, covering exports and imports.

## Empaneled by Hindustan Petroleum Corporation Limited (HPCL):

- This partnership highlights Tiger Logistics' commitment to quality and will support HPCL's critical freight and customs operations, ensuring seamless import and export processes. Reinforcing company reputation for reliable and innovative logistics solutions.

## Business Blueprint for Growth:

- The company has developed a detailed roadmap for accelerated growth, focusing on market opportunities, emerging trends, and competitive positioning.
- The plan leverages data-driven insights to optimize resources, explore untapped potential, and maintain a competitive edge.

## Approval for Fundraising:

- The company has received in-principle approval to raise up to ₹400 Cr through equity shares, convertible instruments, or other securities via a Preferential Issue.
- The fundraising is intended to finance the growth plan and will be subject to statutory approvals and SEBI regulations.

## Wins CONCOR EXIM Star Award 2023-24:

- Received the prestigious CONCOR EXIM Star Award 2023-24 for outstanding contributions to global trade and efficient customs operations at Pant Nagar - CHA, Area-1.
- Conferred by the Container Corporation of India (CONCOR), the award highlights Tiger Logistics' commitment to excellence in the EXIM trade sector and its pivotal role in connecting India's supply chain to the global economy.





## Q3 FY25 Financial

Revenue  
₹16,047 Lakhs

↑ 0.2%  
QoQ

↑ 3.1x  
YoY

EBITDA  
₹978 Lakhs

↑ 11.3%  
QoQ

↑ 2.5x  
YoY

EBITDA Margin  
6.1%

Vs

5.5%  
Q2 FY25

PAT  
₹842 Lakhs

↑ 11.8%  
QoQ

↑ 2.3x  
YoY

PAT Margin  
5.2%

Vs

4.7%  
Q2 FY25

## 9M FY25 Financial

Revenue  
₹42,180 Lakhs

↑ 2.9x  
YoY

EBITDA  
₹2,375 Lakhs

↑ 2.3x  
YoY

EBITDA Margin  
5.6%

Vs

7.0%  
9M FY24

PAT  
₹2,058 Lakhs

↑ 2.3x  
YoY

PAT Margin  
4.9%

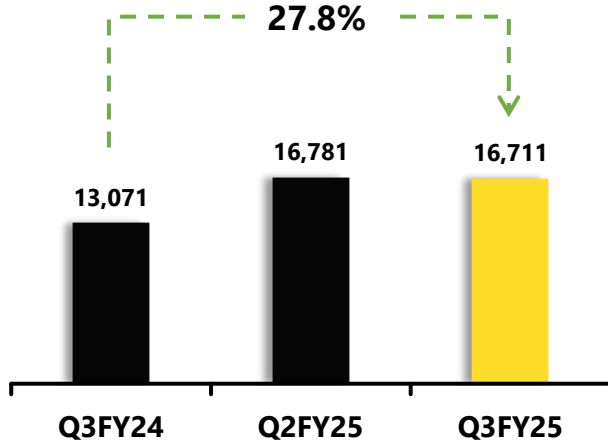
Vs

6.1%  
9M FY24

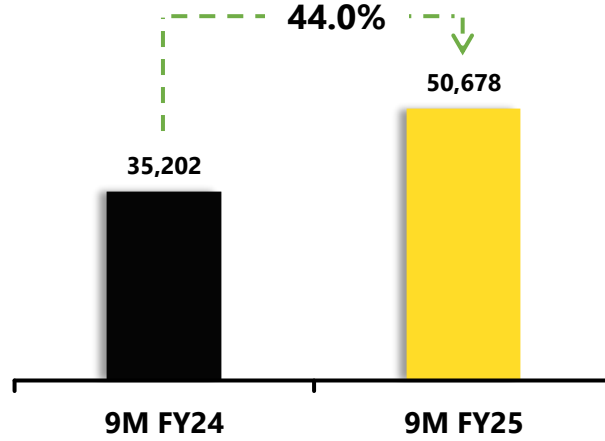


# Q3 & 9M FY25 Volume Performance

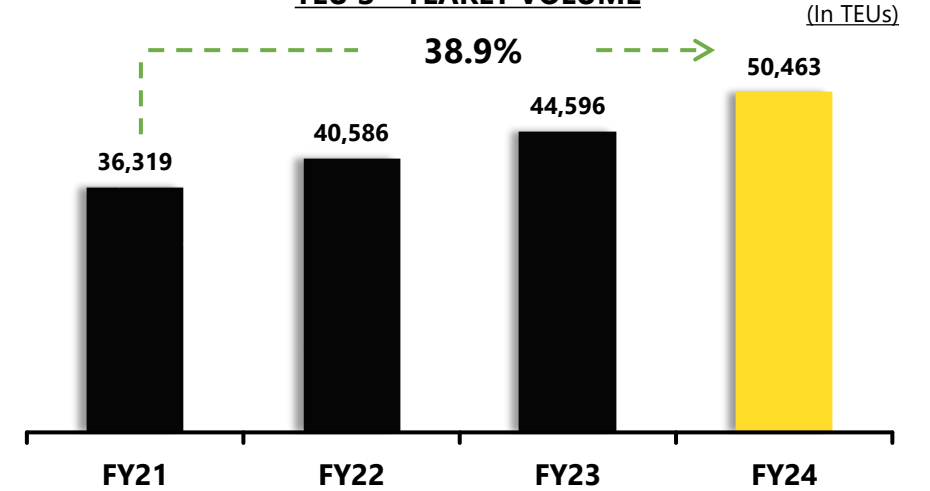
**TEU'S – QUARTERLY VOLUME**



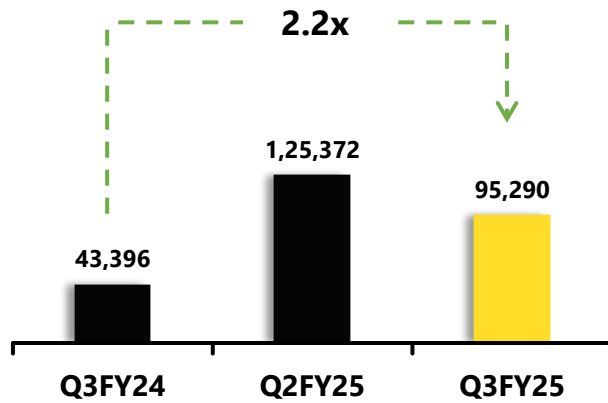
**TEU'S – NINE MONTHS VOLUME**



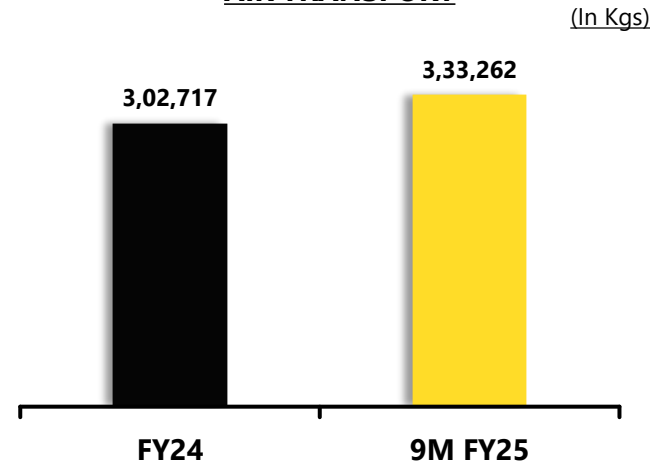
**TEU'S – YEARLY VOLUME**



**AIR TRANSPORT**



**AIR TRANSPORT**





## 2. Financial & Operational Overview

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



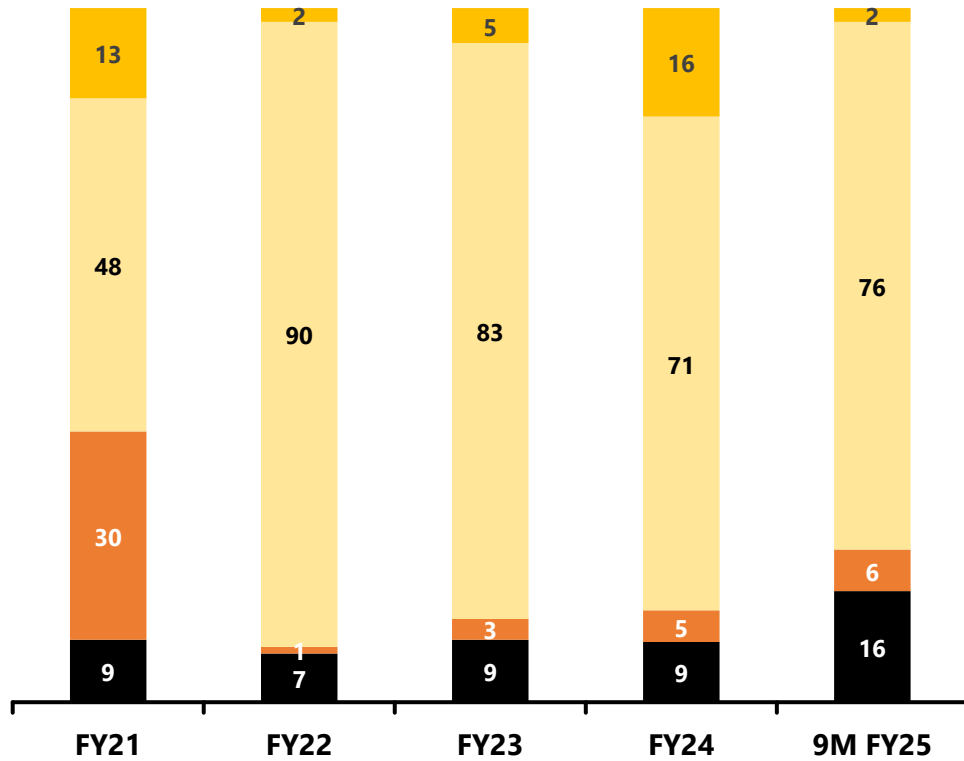
Q3 & 9M FY25  
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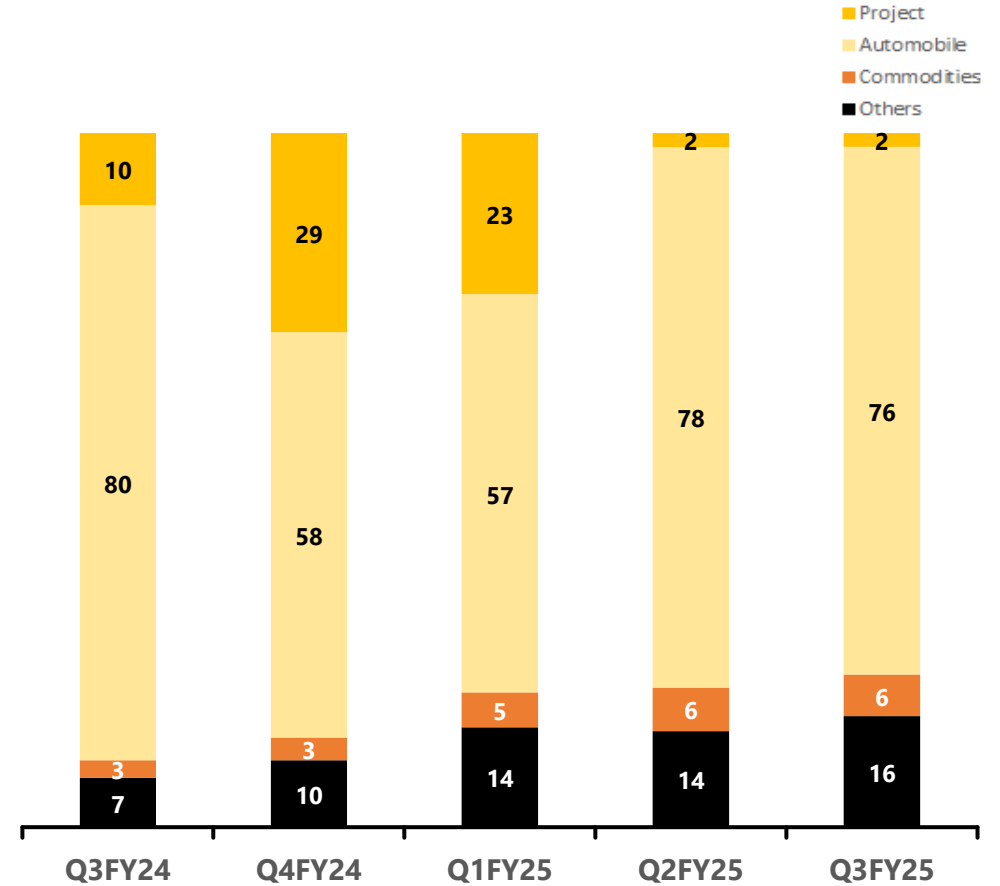


# Industry Wise Revenue Composition

### 9M & Yearly Revenue Composition (%)



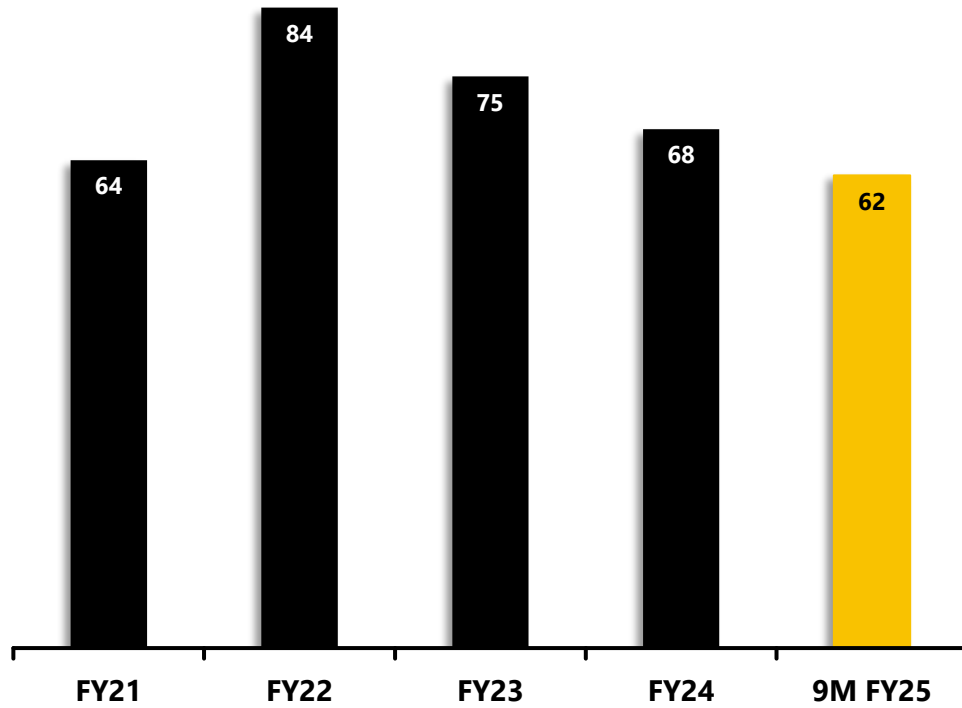
### Quarterly Revenue Composition (%)



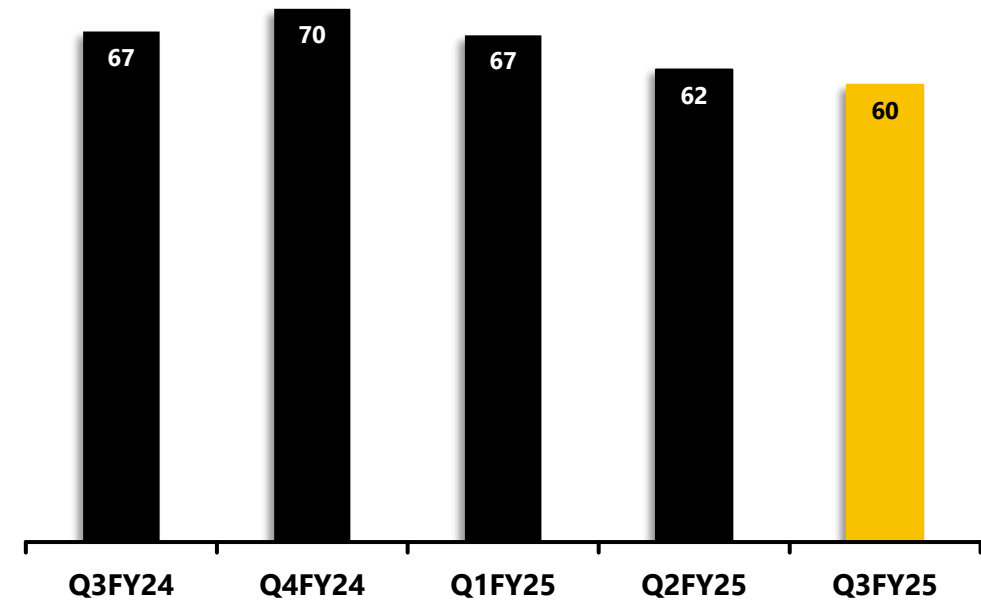


# Top 5 Customer Revenue Composition

9M & Yearly Contribution To Revenue (%)



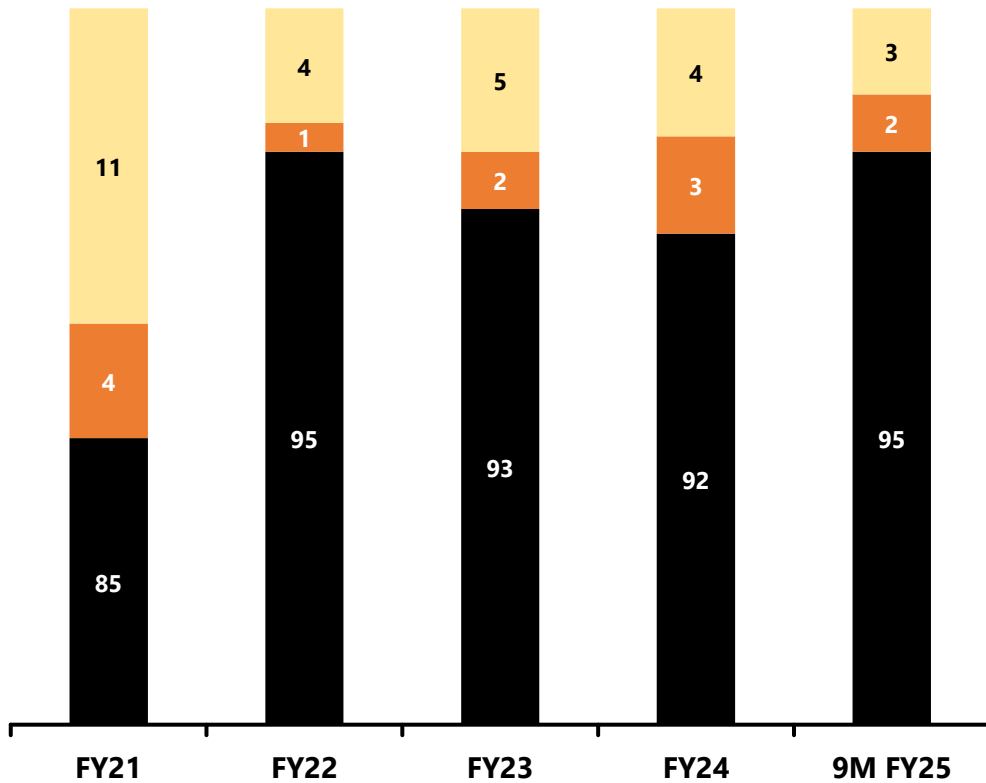
Quarterly Contribution To Revenue (%)



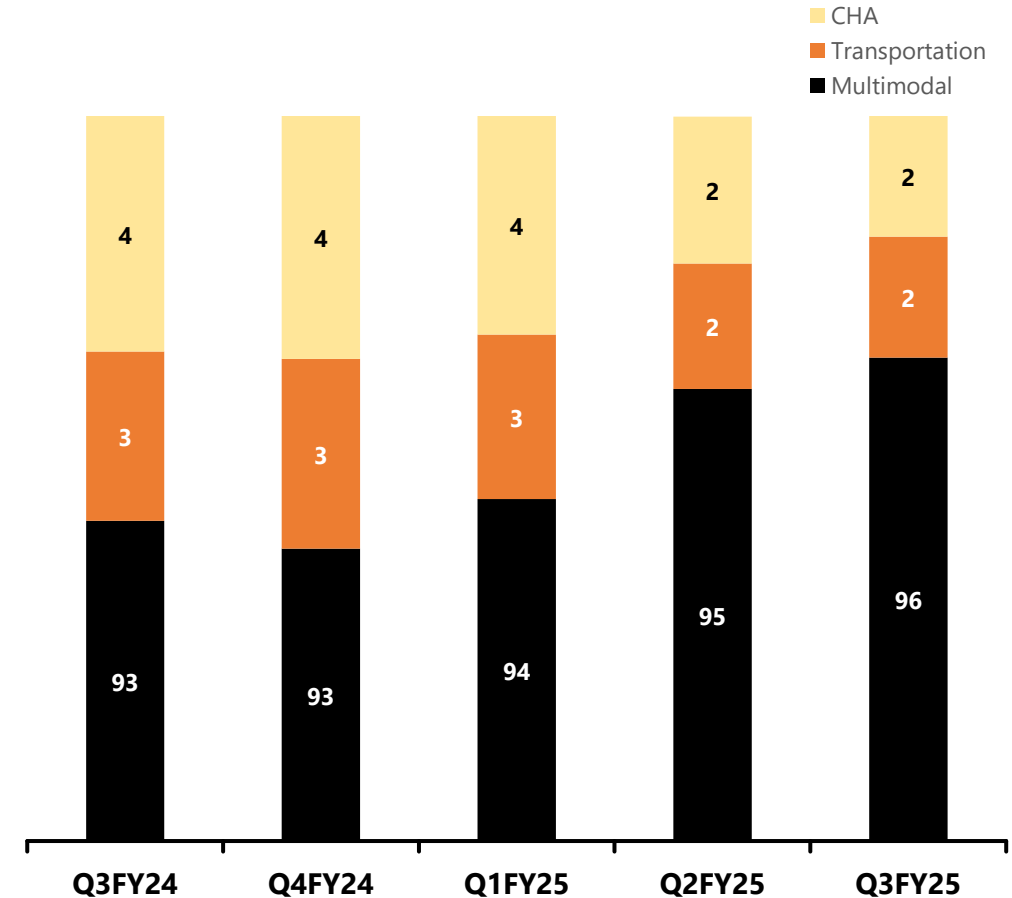


# Segment Wise Revenue Composition

### 9M & Yearly Revenue Composition (%)



### Quarterly Revenue Composition (%)



CHA  
Transportation  
Multimodal



## Sanctioned Working Capital Limit (Fund-based) as of 31<sup>st</sup> 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



Q3 & 9M FY25  
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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

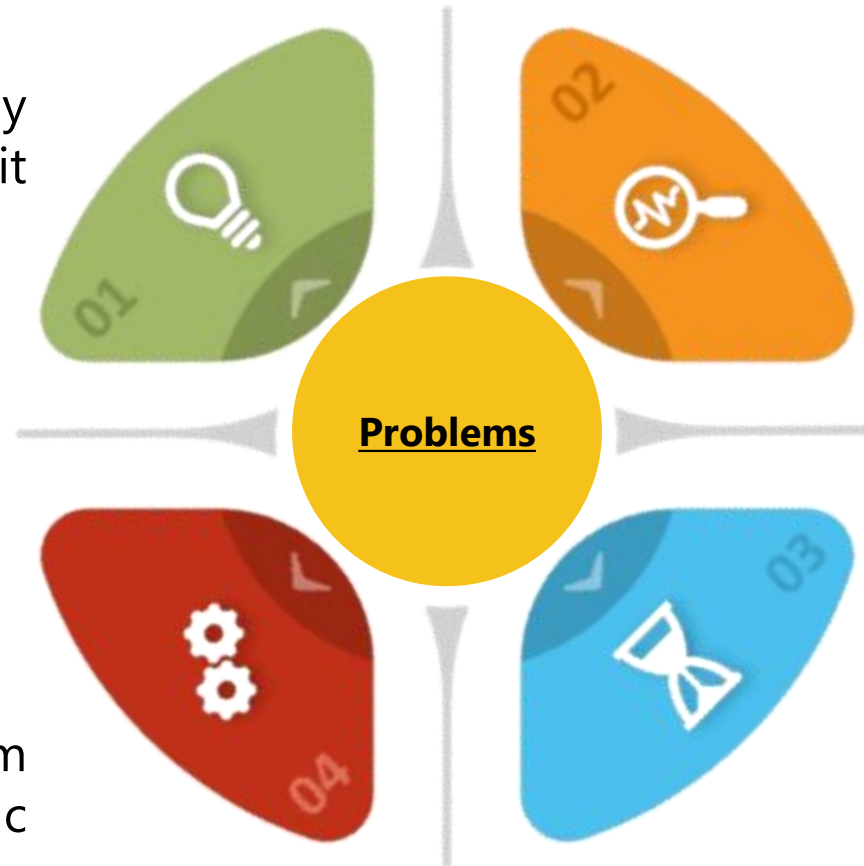


## Infrastructure

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

Q3 & 9M FY25  
BSE: 536264



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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



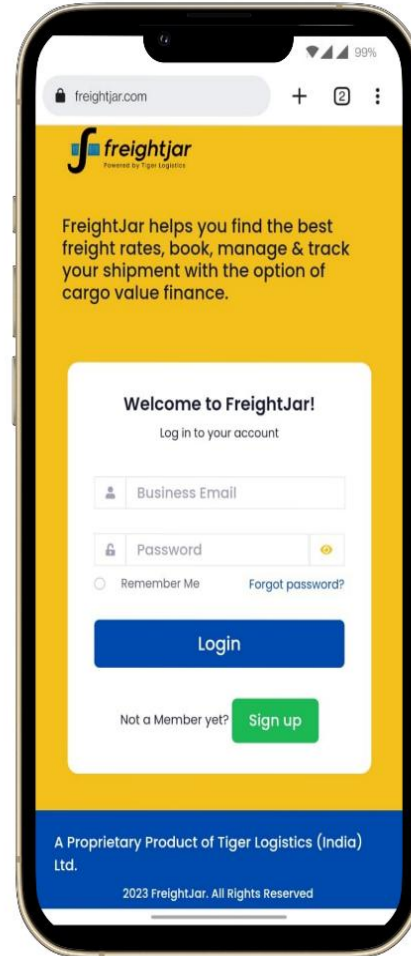
Search Rates of Multiple Shipping Lines to Optimize your cost



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**

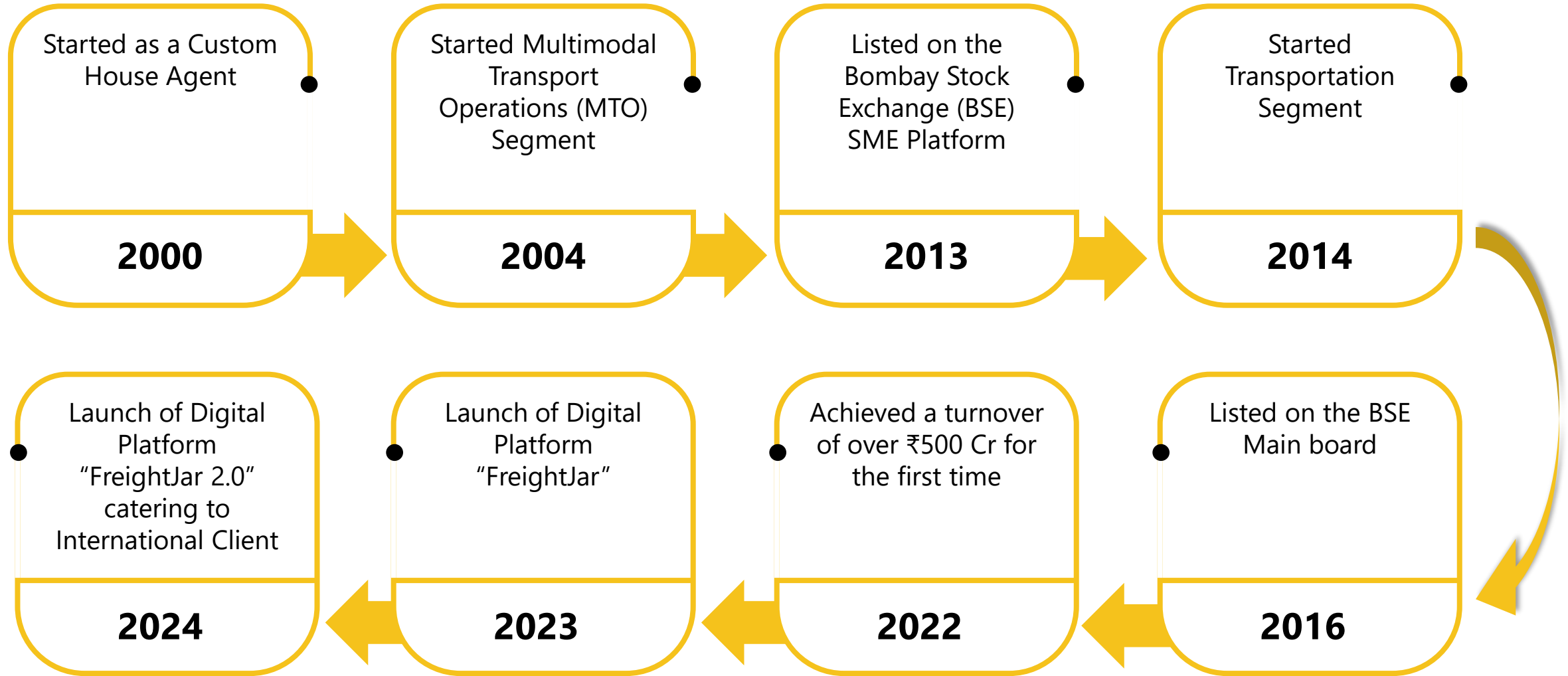
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# Timeline

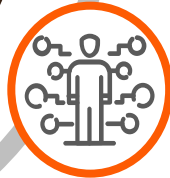




● **First Generation Entrepreneur** Graduate from Delhi University



● **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**

**Q3 & 9M FY25**  
**BSE: 536264**



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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.

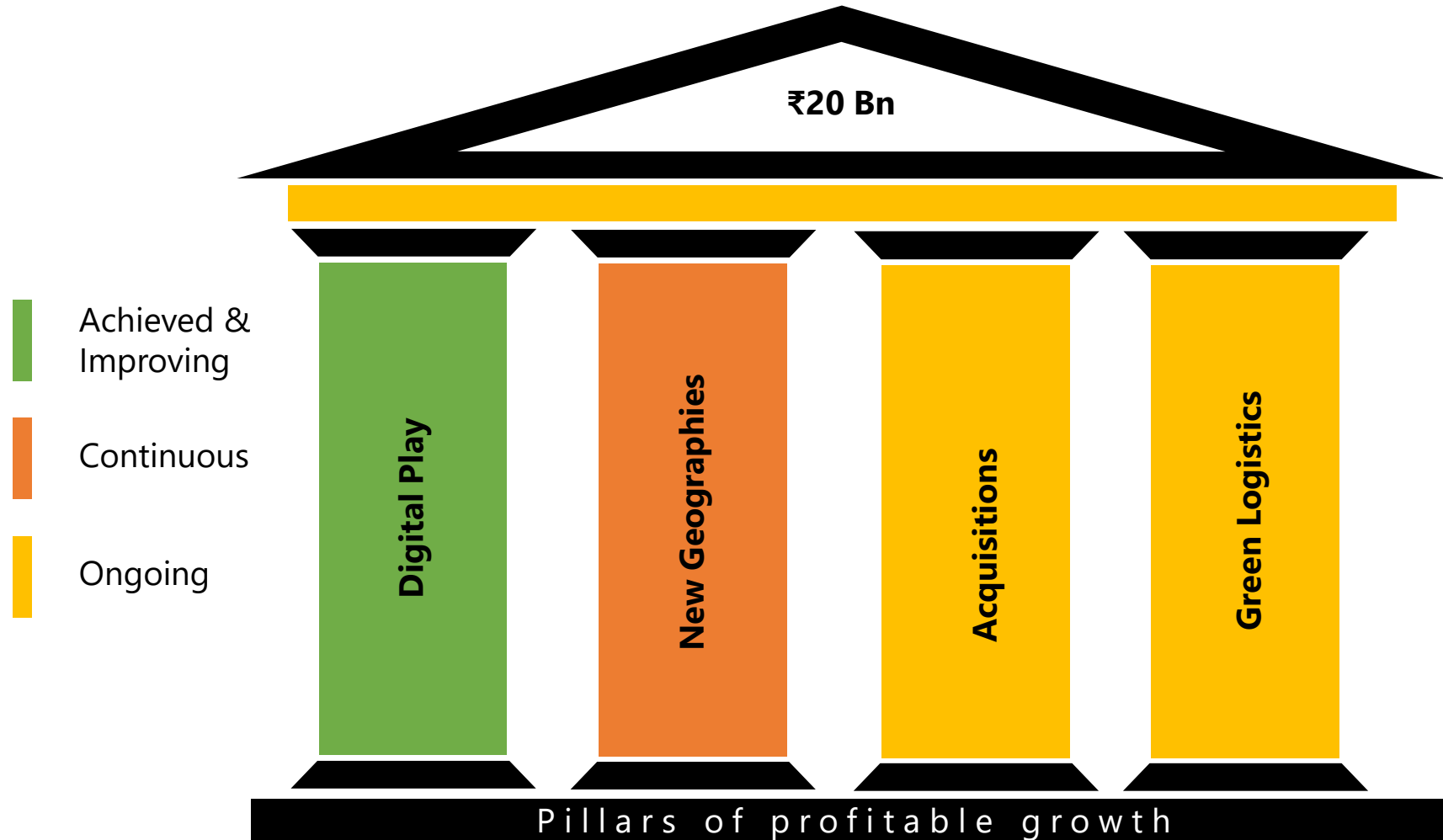
## New Geographies

- 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

Q3 & 9M FY25  
BSE: 536264



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# Profit & Loss Statement

Parameters (₹ in Lakhs)	Quarterly					Nine - Months			Yearly
	Q3 FY25	Q2 FY25	QoQ	Q3 FY24	YoY	9M FY25	9M FY24	YoY	FY24
<b>Revenue</b>	<b>16,046.6</b>	<b>16,017.0</b>	<b>0.2%</b>	<b>5,195.0</b>	<b>3.1x</b>	<b>42,180.0</b>	<b>14,754.6</b>	<b>2.9x</b>	<b>24,025.8</b>
Operating Expenses	14,327.4	14,593.5		4,285.3		37,930.2	12,325.7		20,543.9
Employee Expenses	465.8	407.0		376.6		1,259.6	1,027.5		1,382.7
Other Expenses	275.0	137.3		135.5		615.4	366.8		597.0
<b>EBITDA*</b>	<b>978.4</b>	<b>879.3</b>	<b>11.3%</b>	<b>397.6</b>	<b>2.5x</b>	<b>2,374.8</b>	<b>1,034.7</b>	<b>2.3x</b>	<b>1,502.2</b>
<b>EBITDA Margins</b>	<b>6.1%</b>	<b>5.5%</b>	<b>61 bps</b>	<b>7.7%</b>	<b>(156 bps)</b>	<b>5.6%</b>	<b>7.0%</b>	<b>(138 bps)</b>	<b>6.3%</b>
Other Income	266.2	223.1		109.1		649.0	213.7		387.7
Depreciation	21.3	21.1		16.7		63.0	50.9		77.9
<b>EBIT</b>	<b>1,223.3</b>	<b>1,081.3</b>	<b>13.1%</b>	<b>490.0</b>	<b>2.5x</b>	<b>2,960.8</b>	<b>1,197.5</b>	<b>2.5x</b>	<b>1,812.0</b>
<b>EBIT Margins</b>	<b>7.6%</b>	<b>6.8%</b>	<b>87 bps</b>	<b>9.4%</b>	<b>(181 bps)</b>	<b>7.0%</b>	<b>8.1%</b>	<b>(110 bps)</b>	<b>7.5%</b>
Interest / Finance Cost	95.3	65.4		4.0		199.0	10.6		42.5
<b>PBT</b>	<b>1,128.0</b>	<b>1,015.8</b>	<b>11.0%</b>	<b>486.0</b>	<b>2.3x</b>	<b>2,761.8</b>	<b>1,186.9</b>	<b>2.3x</b>	<b>1,769.5</b>
Tax	285.7	262.2		117.6		703.5	285.5		473.2
<b>PAT</b>	<b>842.3</b>	<b>753.7</b>	<b>11.8%</b>	<b>368.4</b>	<b>2.3x</b>	<b>2,058.3</b>	<b>901.4</b>	<b>2.3x</b>	<b>1,296.3</b>
<b>PAT Margins</b>	<b>5.2%</b>	<b>4.7%</b>	<b>54 bps</b>	<b>7.1%</b>	<b>(184 bps)</b>	<b>4.9%</b>	<b>6.1%</b>	<b>(123 bps)</b>	<b>5.4%</b>

**Note:**

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



**Tiger Logistics (India) Limited**  
CIN - L74899DL2000PLC105817

**Thank You**



**Tiger Logistics (India) Limited**

**Mr. Vishal Saurav Gupta**

*Company Secretary & Compliance Officer*

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