

September 20, 2025

To,  
*Listing Compliance Department*  
**National Stock Exchange of India Limited**  
Exchange Plaza,  
Bandra-Kurla Complex,  
Bandra (E), Mumbai 400051

**NSE Symbol: TIGERLOGS**

**Sub: Investor Presentation for the quarter ended 30<sup>th</sup> June 2025**

Dear Sir/Ma'am,

As part of our ongoing efforts to keep shareholders and stakeholders well-informed, and in light of the Company's recent listing on the National Stock Exchange of India Limited (NSE) and Pursuant to Regulation 30 of SEBI (LODR) Regulations, 2015, we are enclosing the latest available Investor Presentation for the quarter ended 30<sup>th</sup> June 2025.

The Company shall henceforth be making such disclosures on a regular basis in accordance with SEBI Listing Regulations.

You are requested to please take the same on records and disseminate on your official website.

Thanking You,

Yours faithfully,

**For Tiger Logistics (India) Limited**

**Vishal Saurav**  
**Company Secretary and Compliance Officer**



**TIGER LOGISTICS (INDIA) LIMITED**

**INVESTOR PRESENTATION  
Q1 FY26**



**BSE: 536264**



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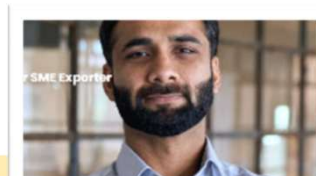
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# Presentation Content

- 1 **Q1 FY26 Financial Performance**
- 2 **Financial & Operational Overview**
- 3 **Industry Snapshot**
- 4 **Company Overview**
- 5 **Evolution of Tiger Logistics**
- 6 **Growth Strategy**
- 7 **Annexure**





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

*"Q1 FY26 has been a steady and encouraging quarter for Tiger Logistics under a dynamic global economic environment, with revenue reaching ₹10,252 lakhs, reflecting a YoY growth of 1.3%. EBITDA increased by 14% to ₹590 lakhs, with an improved margin of 5.8%. PAT stood at ₹471 lakhs, with a PAT margin of 4.6%. Our core multimodal logistics business remained strong, contributing 94% of total revenue, while container volumes grew by 6.2% YoY. Although air transport volumes declined due to softer demand, our business continues to demonstrate resilience. Our diversification efforts are delivering results, with the top five customers now contributing just 51 % of revenue, further improving stability.*

*Looking ahead, the sector shows a strong long-term outlook. Government initiatives, such as the National Logistics Policy, the implementation of GST, and infrastructure investment, are expected to reduce logistics costs and enhance sector efficiency. Developments in multimodal transport, logistics parks, and dedicated freight corridors are further strengthening the ecosystem. While global uncertainties and rising fuel prices require our attention, we remain optimistic and well-prepared for the future. To our valued shareholders, thank you for your continued trust and support. Your belief in our vision inspires us to build an innovative, tech-driven, and sustainable logistics leader."*



## 1. Q1 FY26 Financial Performance

 **Business Development**

 **Q1 FY26 Performance**

**Q1 FY26**  
**BSE: 536264**



[www.tigerlogistics.in](http://www.tigerlogistics.in)



## Q1 FY26 Business Performance:

- ↙ **Revenue:** Tiger Logistics reported revenue of ₹10,252 lakhs in Q1 FY26, registering a modest growth of 1.3% YoY and a 10.5% decline QoQ due to sluggish performance in the air transport segment.
- ↙ **EBITDA:** The company's EBITDA stood at ₹590 lakhs, marking a 14.0% YoY increase with an EBITDA margin of 5.8%, reflecting a 64 bps YoY improvement owing to better operational efficiency.
- ↙ **PAT:** In Q1 FY26, Tiger Logistics achieved a PAT of ₹471 lakhs, reflecting a 1.8% YoY increase. The PAT margin stood at 4.6%.
- ↙ **TEU's Volume Growth:** Container volumes continued their growth momentum, rising to 18,256 TEUs in Q1 FY26, showing a 6.2% YoY increase.
- ↙ **Air Transport Decline:** Air transport volume dropped significantly to 72,091 in Q1 FY26, down from 1,12,600 in Q1 FY25, reflecting a sharp contraction in air freight demand.

## Revenue Composition:

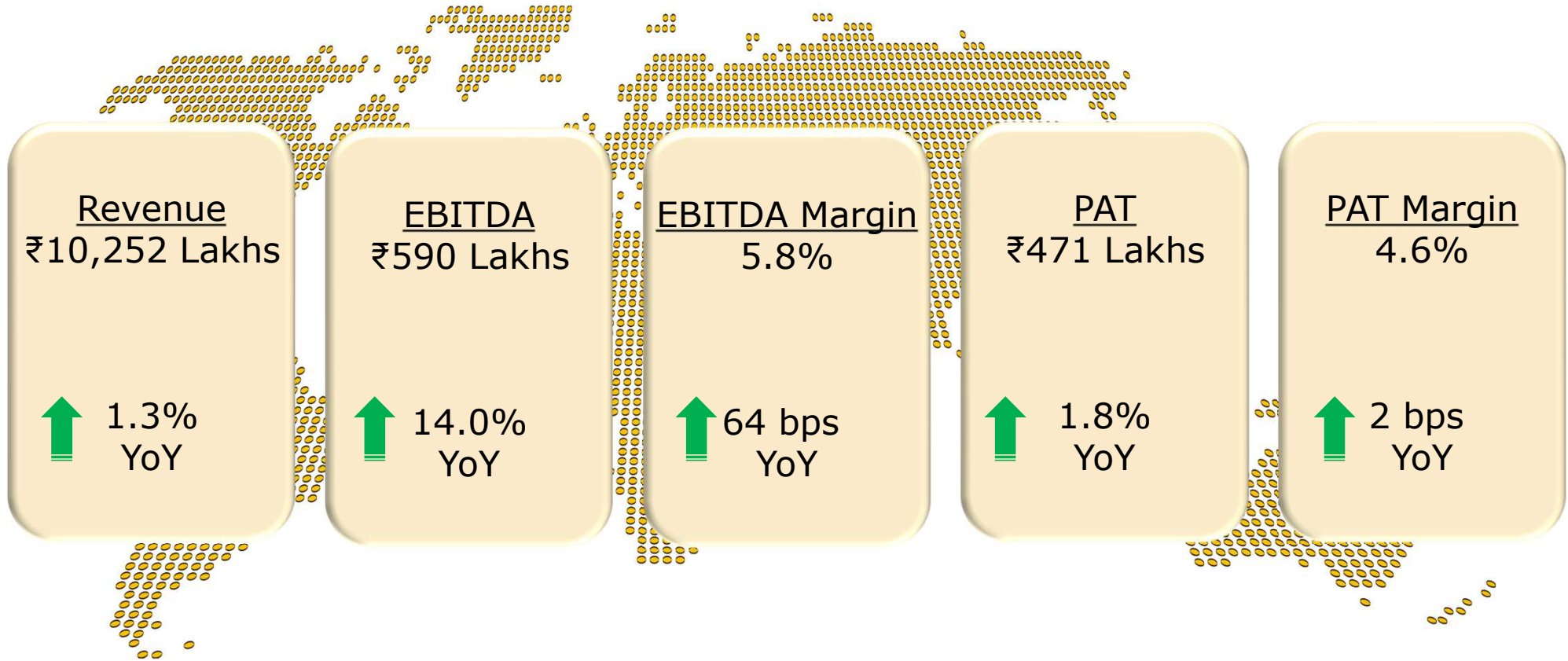
- ↙ The top 5 customers contributed 51% to revenue in Q1 FY26, continuing a downward trend. This reflects a successful diversification strategy and reduced dependency on a concentrated client base, thereby enhancing revenue stability.
- ↙ The automobile sector remained the largest contributor at 69%, while the project sector rose to 15%, driven by growing involvement in infrastructure and specialized logistics.
- ↙ Multimodal logistics contributed 94%, reaffirming it as Tiger's core strength. CHA services grew slightly to 3%, indicating expansion potential, while transportation remained stable, reflecting consistency across key business segments.

## Forward Strategy:

- ↙ Tiger Logistics is transitioning from customer and industry concentration to a strategy focused on balanced growth.
- ↙ By diversifying revenue streams while strengthening its core multimodal operations, the company is building resilience and positioning itself for long-term scalability across multiple sectors.



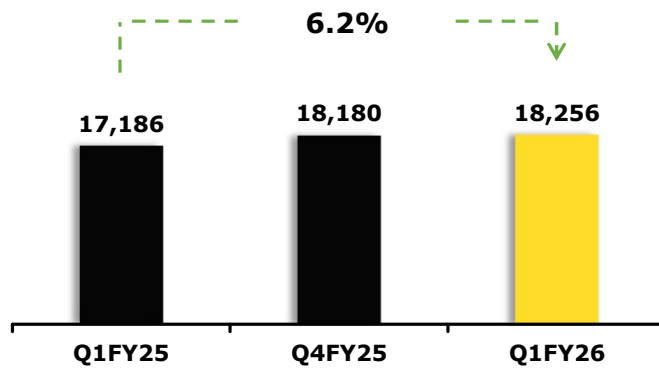
# Q1 FY26 Financial Performance



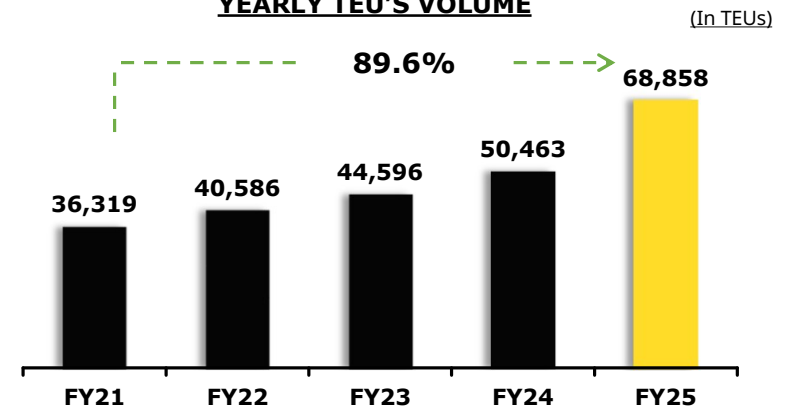


# Q1 FY26 Volume Performance

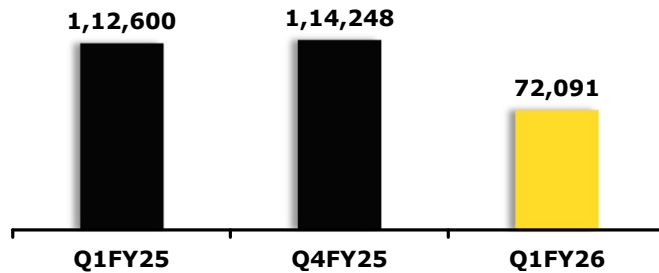
**QUARTERLY TEU'S VOLUME**



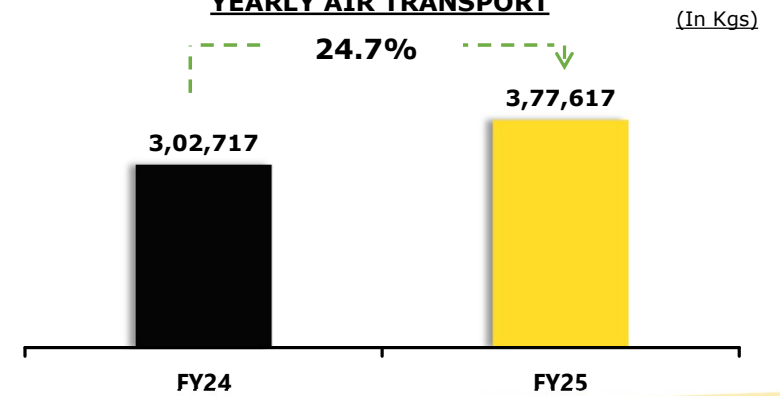
**YEARLY TEU'S VOLUME**



**QUARTERLY AIR TRANSPORT**



**YEARLY AIR TRANSPORT**





## 2. Financial & Operational Overview

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

**Q1 FY26**  
**BSE: 536264**

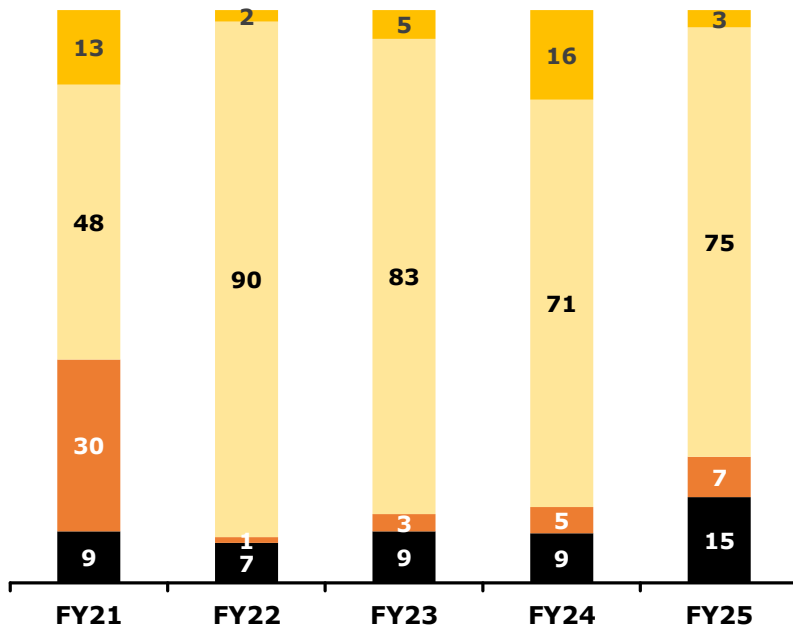


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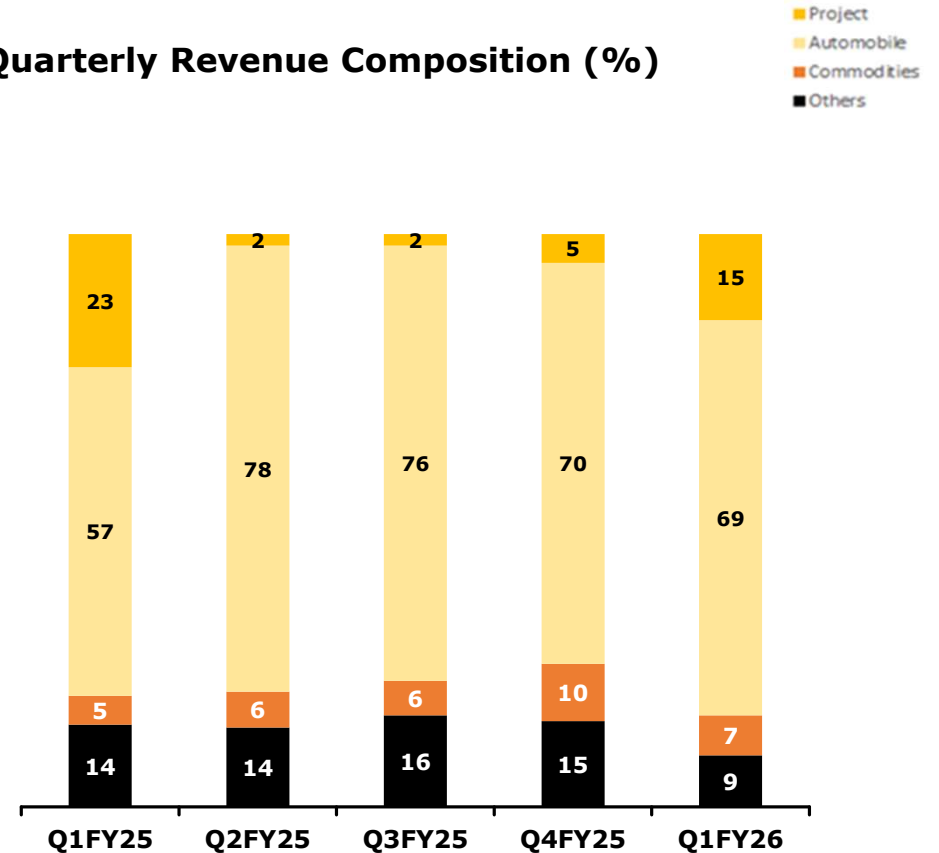


# Industry Wise Revenue Composition

## Yearly Revenue Composition (%)



## Quarterly Revenue Composition (%)

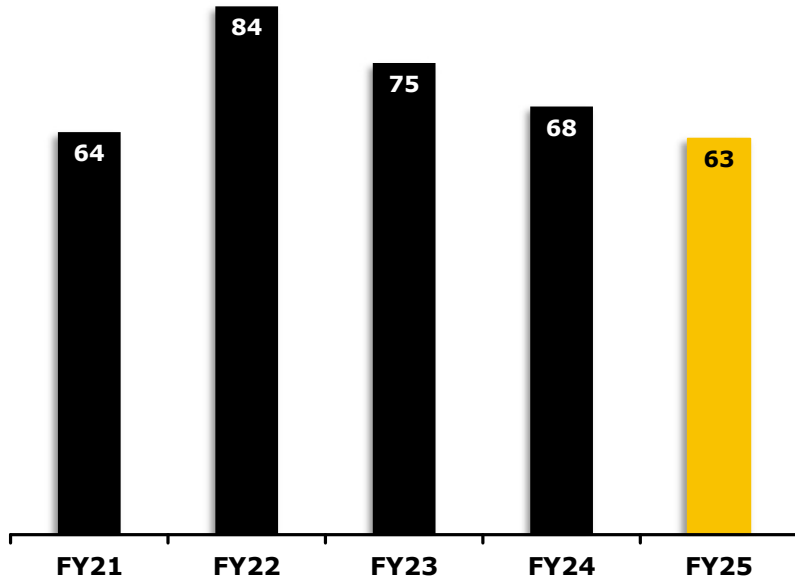


- Project
- Automobile
- Commodities
- Others

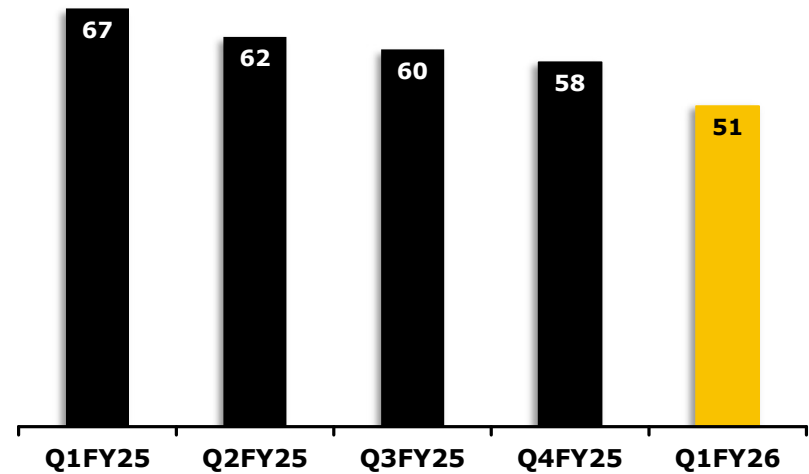


# Top 5 Customer Revenue Composition

Yearly Revenue Composition (%)



Quarterly Revenue Composition (%)



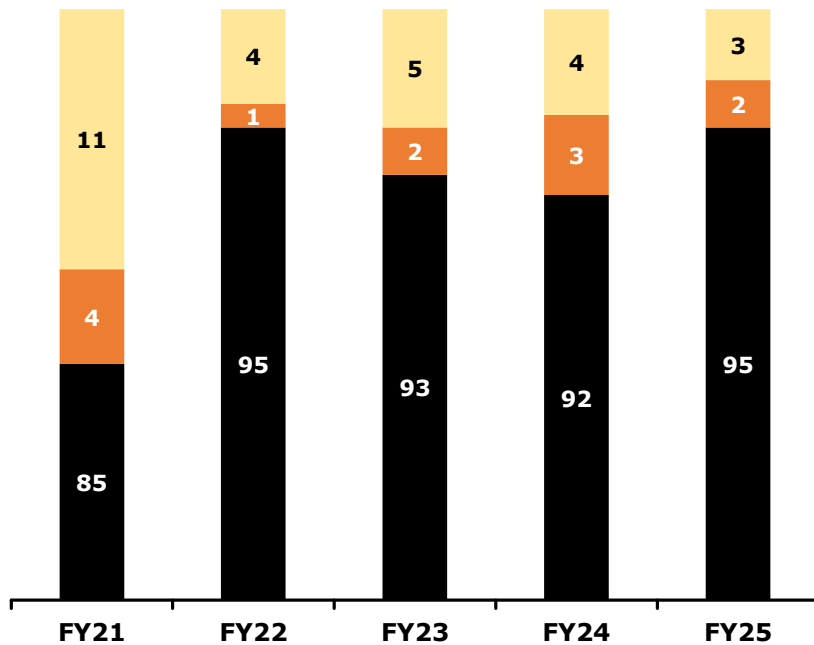


# Segment Wise Revenue Composition

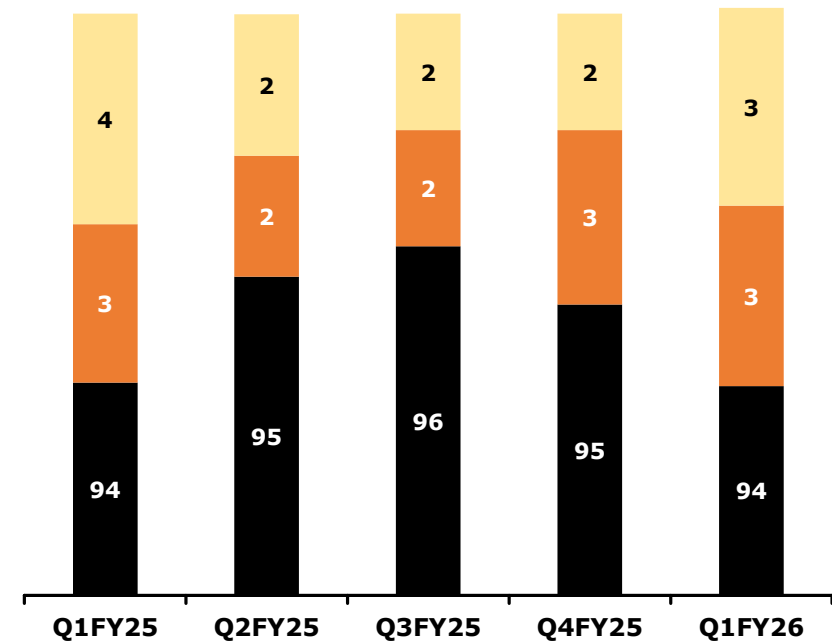


- CHA
- Transportation
- Multimodal

### Yearly Revenue Composition (%)



### Quarterly Revenue Composition (%)





## Working Capital Limit & Fixed Assets

(₹ in Cr.)

Sanctioned Working Capital Limit (Fund-based) as of 31 <sup>st</sup> June 2025				
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	-
FY25	16.5	2.0	10.0	-

Cash Reserve	
Financial Year	Net Cash in Hand
FY21	7.4
FY22	31.6
FY23	52.4
FY24	41.8
FY25	51.2

Fixed Assets	
Financial Year	Net Block
FY21	8.6
FY22	7.8
FY23	7.5
FY24	8.8
FY25	8.7

25  
YEARS

The journey has just begun



### 3. Industry Snapshot

- 🌐 Indian Logistics Sector
- 🌐 Demand Drivers
- 🌐 Sector Challenges

Q1 FY26  
BSE: 536264



[www.tigerlogistics.in](http://www.tigerlogistics.in)



# Indian Logistics Sector



## Logistics Sector Size

Indian freight and logistics market is estimated to grow at 8.8% annually to USD 484 billion by 2029 from USD 317 billion in 2024

**\$ 484 Bn**



## Logistics Performance Index

India ranked 44 In the 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 are 18%, while for the USA they are 8.5%



## Infrastructure Boom

Government reforms in Transportation & Digitalisation, 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

[Source: Sector Reports](#)



### 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

- ◆ The Make In India initiative has opened doors to IT manufacturing
- ◆ Expected steady annual increase of 9.7% in industrial production
- ◆ National Logistics Policy to reduce logistics cost from ~14% to 9–10% of GDP, with goals to boost efficiency, integrate supply chains, and grow logistics as a growth engine

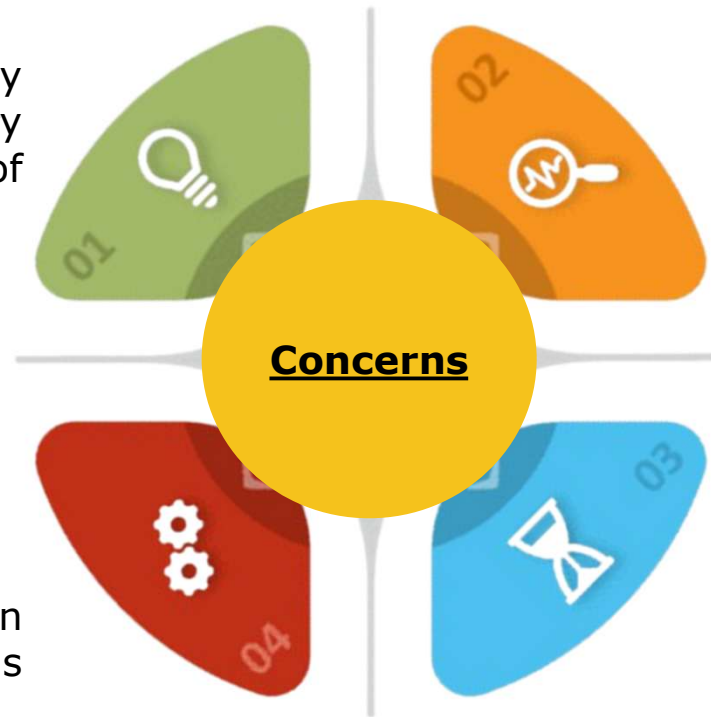


## Infrastructure

Poor road and highway quality increases delivery days, and the 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.

25  
YEARS

The journey has just begun



## 4. Company Overview

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

Q1 FY26  
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





# FreightJar 2.0



## Powered by Tiger Logistics - "FreightJar"

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

### Back-end



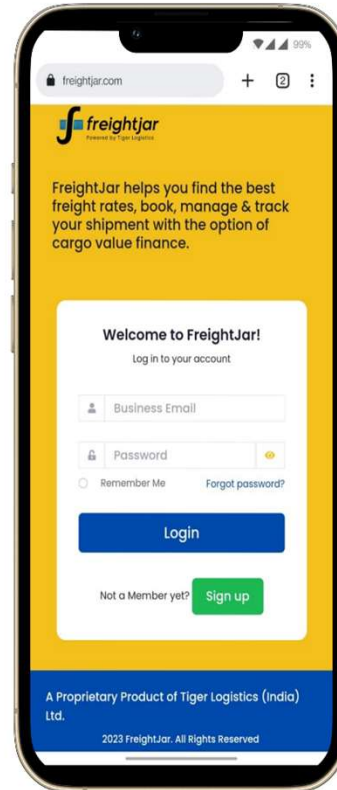
Search Rates of Multiple Shipping Lines to Optimize your cost



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](#)



# International Footprints





# Clients





## 5. Evolution of Tiger Logistics

- 🌐 **Milestone**
- 🌐 **Promoter Prowess**
- 🌐 **Recognition & Awards**
- 🌐 **Accreditations & Affiliations**

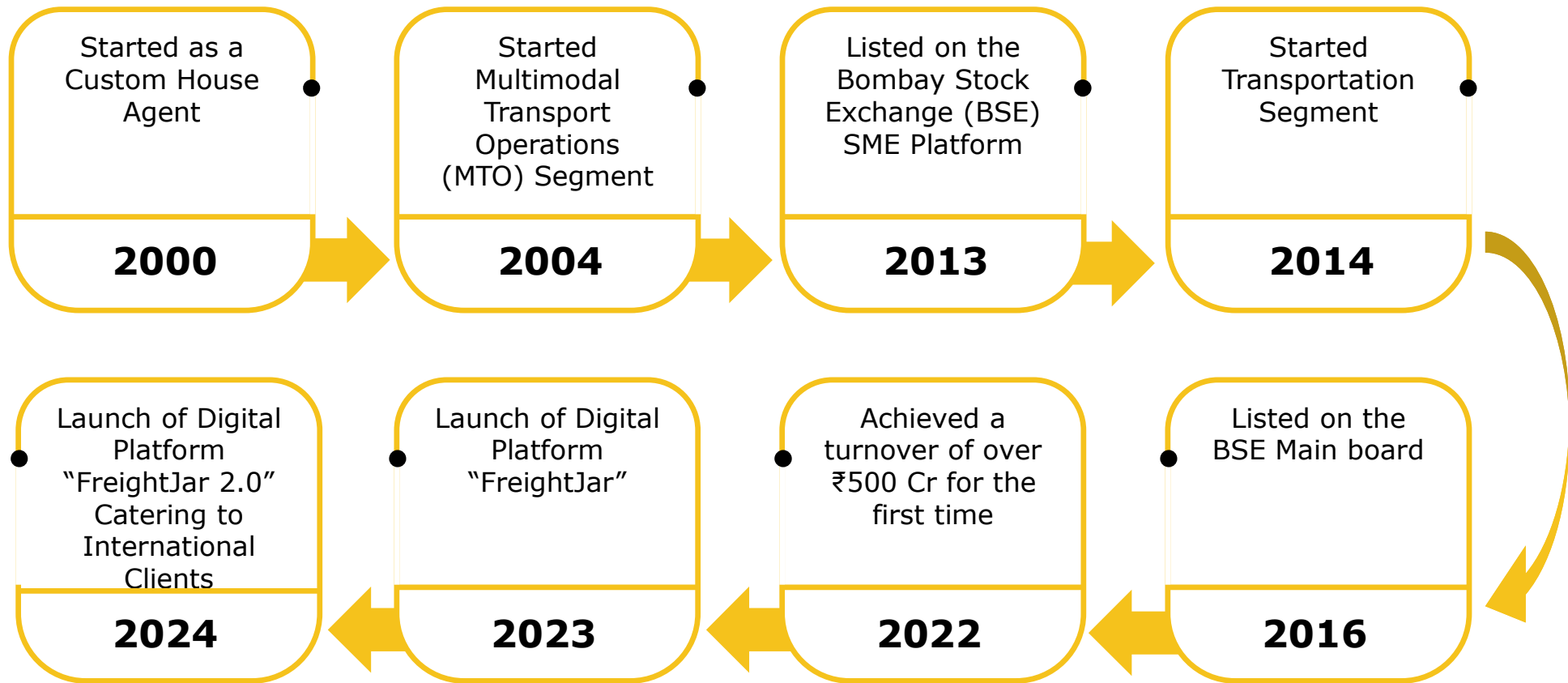
**Q1 FY26**  
**BSE: 536264**



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## Milestone





## Promoter Prowess



● **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**



## Recognition & Awards



### Recipient

**"India's Greatest  
Brands & Leaders  
2015-16 in  
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



# Recognition & Awards



## 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 from July 2024 to July 2025.



## Recognition & Awards



### **Awarded**

**"25 Years of Logistics Excellence"**

- At Conquest 2025, New Delhi



### **Awarded**

**"Logistics Champion – Mid-Sized Company"**

- By ISCM Logistics Ranking 2025



### **Awarded**

**"Logistics Company of the Year"**

- At the All India Maritime and Logistics Awards 2025



# Accreditations & Affiliations



Confederation of Indian Industry

ISO 9001  
ISO 14001  
OHSAS 18001  
BUREAU VERITAS  
Certification



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



Bombay Stock Exchange Limited  
**BSE**  
The edge is efficiency



25  
YEARS

The journey has just begun



## 6. Growth Strategy

 Growth Engines

 Growth Pillar

Q1 FY26  
BSE: 536264



[www.tigerlogistics.in](http://www.tigerlogistics.in)



# Growth Engines

- 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

## New Geographies

- 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.

- 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

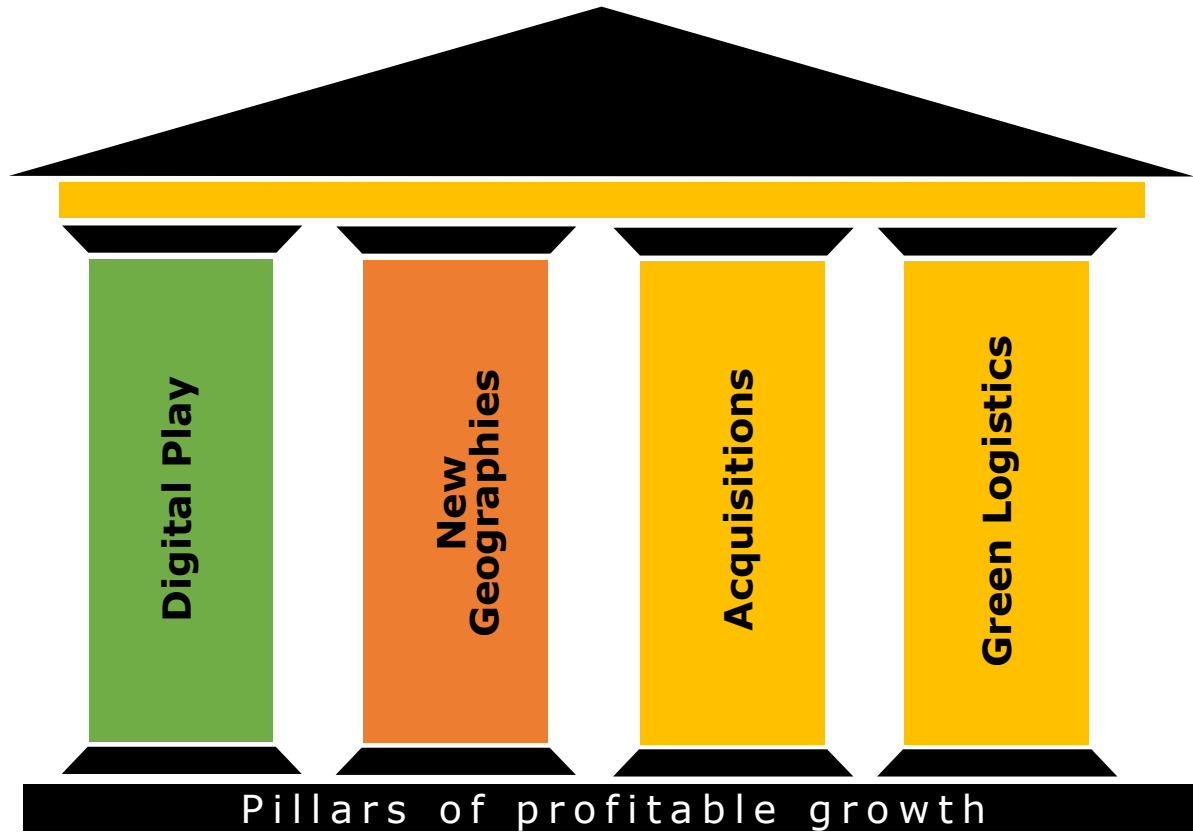
## Mergers & Acquisitions

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



# Growth Pillar

-  Achieved & Improving
-  Continuous
-  Ongoing



25  
YEARS

The journey has just begun



## 7. Annexure

 Profit & Loss Statement

Q1 FY26  
BSE: 536264



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# Profit & Loss Statement

Parameters (₹ in Lakhs)	Quarterly					Yearly
	Q1 FY26	Q4 FY25	QoQ	Q1 FY25	YoY	FY25
<b>Revenue</b>	<b>10,251.9</b>	<b>11,450.5</b>	<b>(10.5%)</b>	<b>10,116.4</b>	<b>1.3%</b>	<b>53,630.5</b>
Operating Expenses	8,934.1	10,008.0		9,026.7		47,964.8
Employee Expenses	497.0	446.5		384.0		1,701.2
Other Expenses	231.3	276.5		188.5		873.0
<b>EBITDA</b>	<b>589.5</b>	<b>719.5</b>	<b>(18.1%)</b>	<b>517.1</b>	<b>14.0%</b>	<b>3,091.5</b>
<b>EBITDA Margins</b>	<b>5.8%</b>	<b>6.3%</b>	<b>(53 bps)</b>	<b>5.1%</b>	<b>64 bps</b>	<b>5.8%</b>
Other Income	147.0	234.6		159.8		886.8
Depreciation	22.3	21.7		20.6		84.7
<b>EBIT</b>	<b>714.3</b>	<b>932.4</b>	<b>(23.4%)</b>	<b>656.3</b>	<b>8.8%</b>	<b>3,893.6</b>
<b>EBIT Margins</b>	<b>7.0%</b>	<b>8.1%</b>	<b>(118 bps)</b>	<b>6.5%</b>	<b>48 bps</b>	<b>7.3%</b>
Finance Cost	84.5	85.4		38.0		284.5
<b>PBT</b>	<b>629.8</b>	<b>847.0</b>	<b>(25.6%)</b>	<b>618.3</b>	<b>1.9%</b>	<b>3,609.1</b>
Tax	159.1	203.4		155.8		908.3
<b>PAT</b>	<b>470.7</b>	<b>643.6</b>	<b>(26.9%)</b>	<b>462.5</b>	<b>1.8%</b>	<b>2,700.8</b>
<b>PAT Margins</b>	<b>4.6%</b>	<b>5.6%</b>	<b>(103 bps)</b>	<b>4.6%</b>	<b>2 bps</b>	<b>5.0%</b>



# Thank You

**Tiger Logistics (India) Limited**

**CIN - L74899DL2000PLC105817**

**Mr. Vishal Saurav Gupta**

*Company Secretary & Compliance Officer*

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