



## **TOTAL TRANSPORT SYSTEMS LIMITED**

**Q3 & 9M FY26**

**INVESTOR PRESENTATION**





This presentation and the accompanying slides (the "Presentation"), which have been prepared by Total Transport Systems Limited (the "Company"), is solely for information purposes and does not constitute an offer, recommendation, or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except utilising a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data that the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness, and reasonableness of the contents of this Presentation. This Presentation may not be all-inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties, and assumptions that are difficult to predict. These risks and uncertainties include but are not limited to, the performance of the Indian economy and the economies of various international markets, the performance of the industry in India and worldwide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

# Presentation Content

**1 Q3 & 9M FY26 Financials**

**2 Company Profile**

**3 Growth Drivers**

**4 Events & Recognition**

**5 Historical Data**





**Mr. Makarand Pradhan**  
**Promoter & MD**

*"Q3 FY26 reflected a stable operating phase amid a mixed global trade environment marked by tariff-related challenges, trade uncertainty and ongoing geopolitical developments. Revenue for the quarter stood at ₹156 Cr, with EBITDA and PAT of ₹4.5 Cr and ₹2.3 Cr respectively, reflecting consistent execution across the Company's LCL, FCL and air-freight operations.*

*Operational efficiency and financial discipline initiatives implemented during 9M FY26 drove a meaningful improvement in profitability. EBITDA increased 73.6% YoY to ₹13.7 Cr, with margins expanding by 138 bps to 2.9%. PAT rose 2.5x YoY to ₹7.6 Cr, with margins improving by 103 bps to 1.6%, underscoring a strengthening earnings profile.*

*Longer-term sector visibility remains constructive, supported by developments such as the EU-India Free Trade Agreement, easing US tariff pressures, and continued government focus on infrastructure, ports and logistics. As sector fundamentals improve, the Company is well positioned to support long-term value creation for shareholders."*



1

## Q3 & 9M FY26 Financials

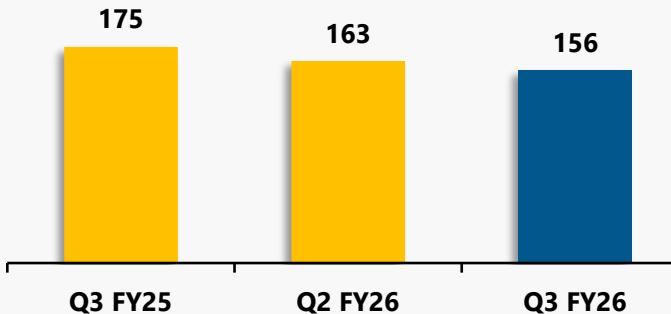
- ❖ Q3 FY26 Financial Performance
- ❖ 9M FY26 Financial Performance
- ❖ Segment Performance
- ❖ Volume Overview



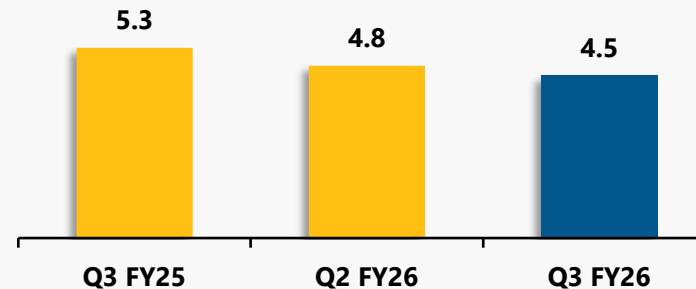
# Q3 FY26 Consolidated Financial Performance

(₹ in Cr)

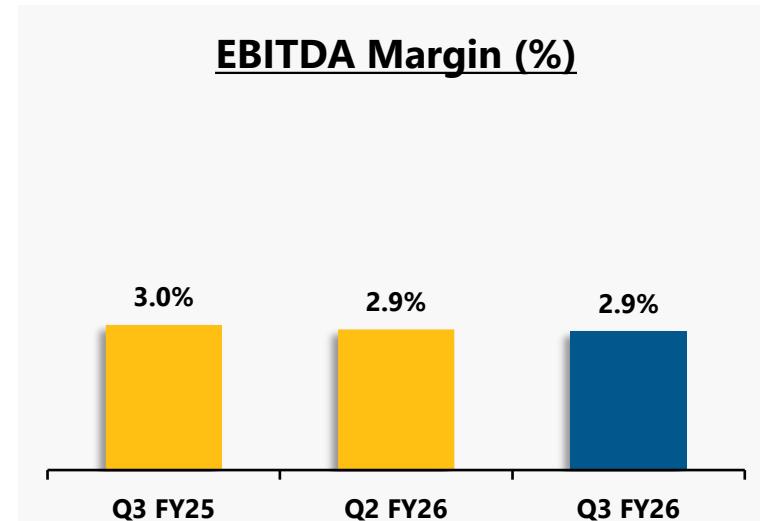
**Revenue**



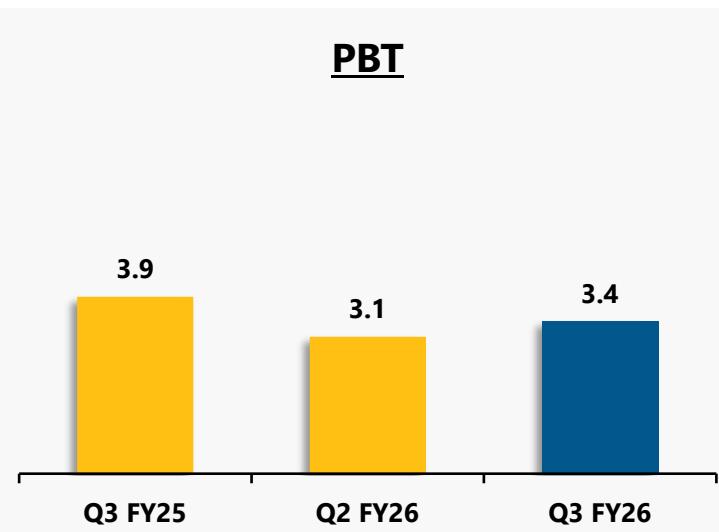
**EBITDA**



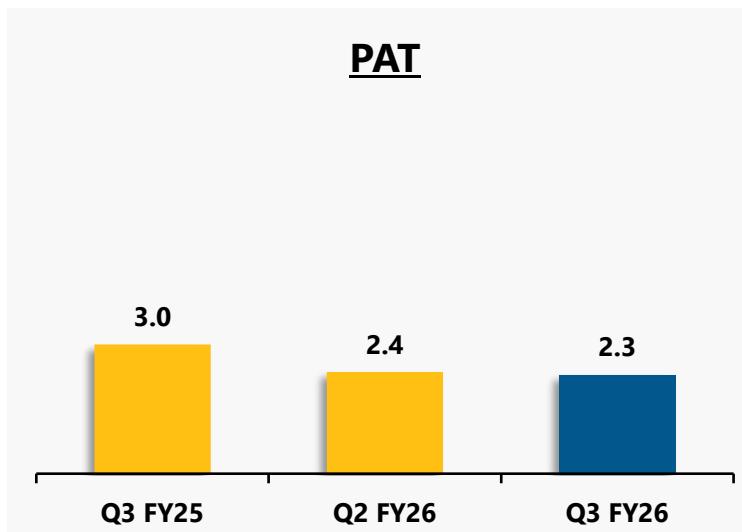
**EBITDA Margin (%)**



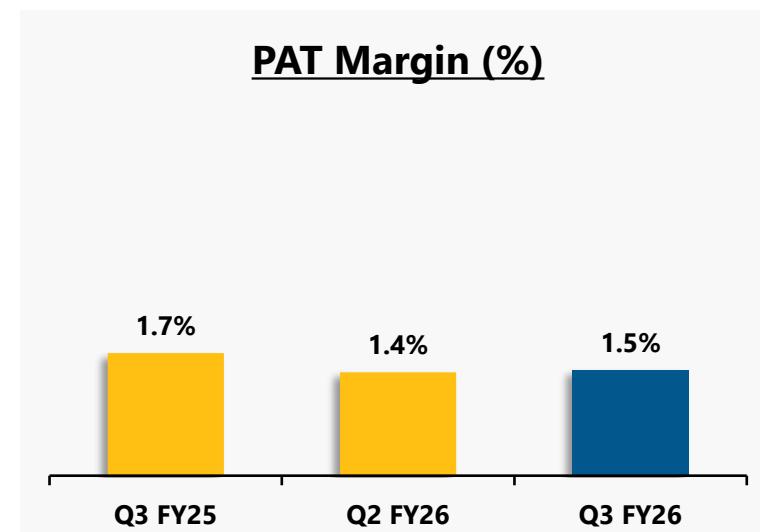
**PBT**



**PAT**



**PAT Margin (%)**

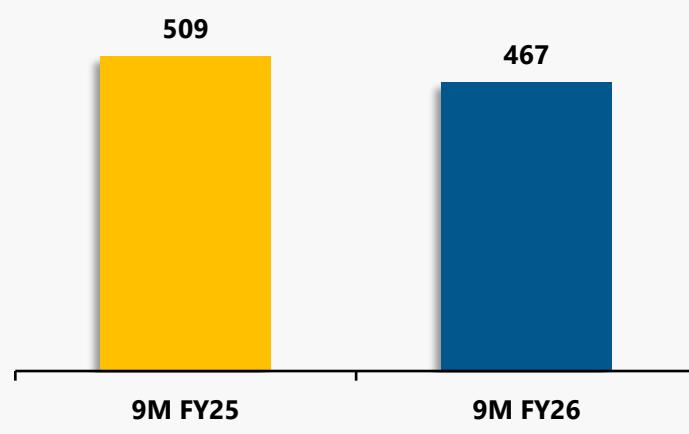




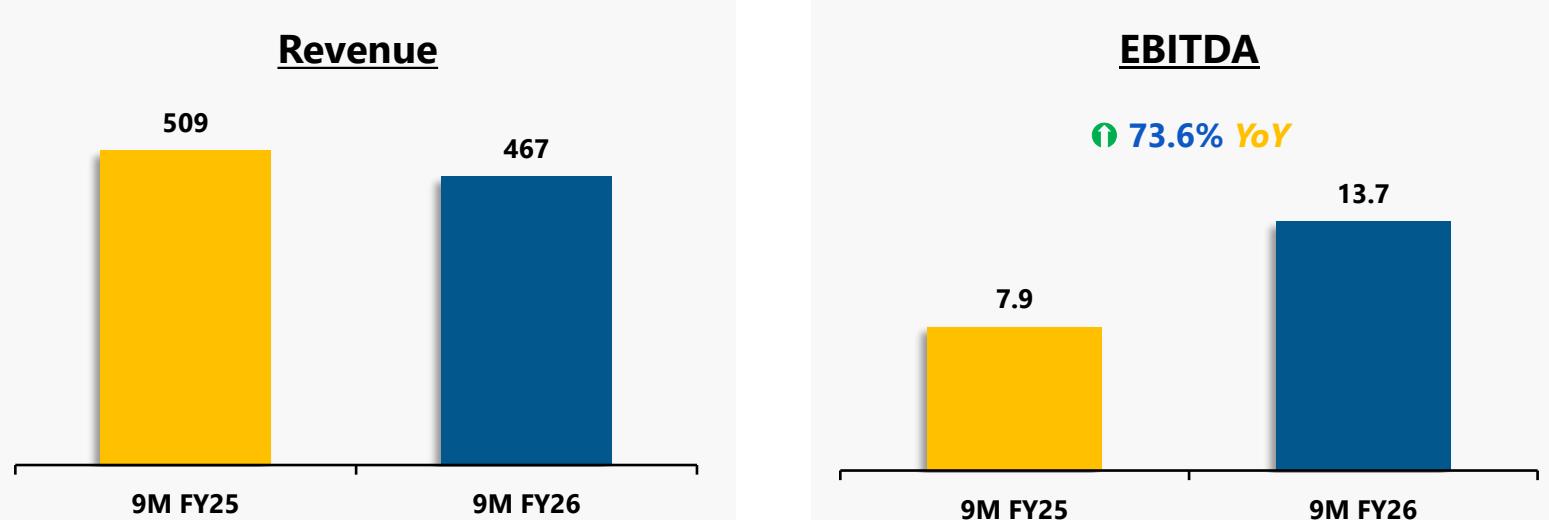
# 9M FY26 Consolidated Financial Performance

(₹ in Cr)

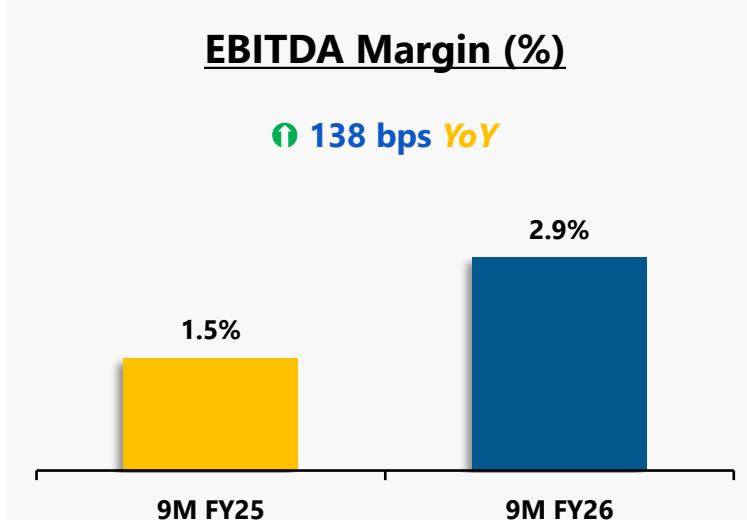
## Revenue



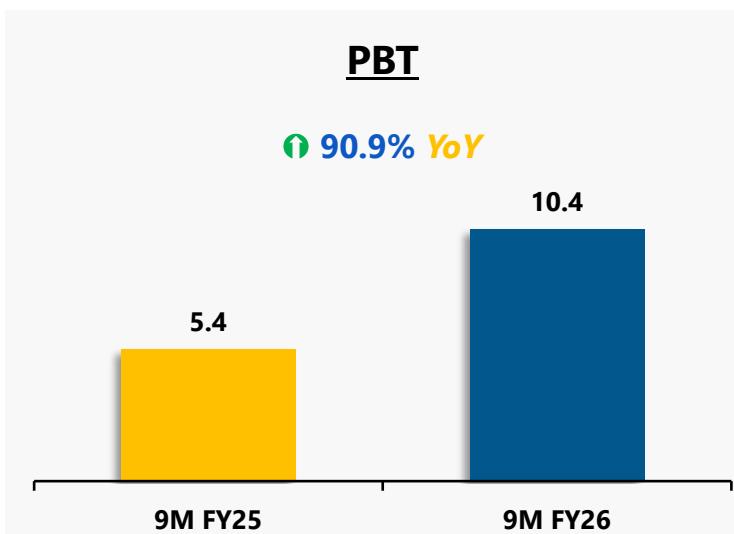
## EBITDA



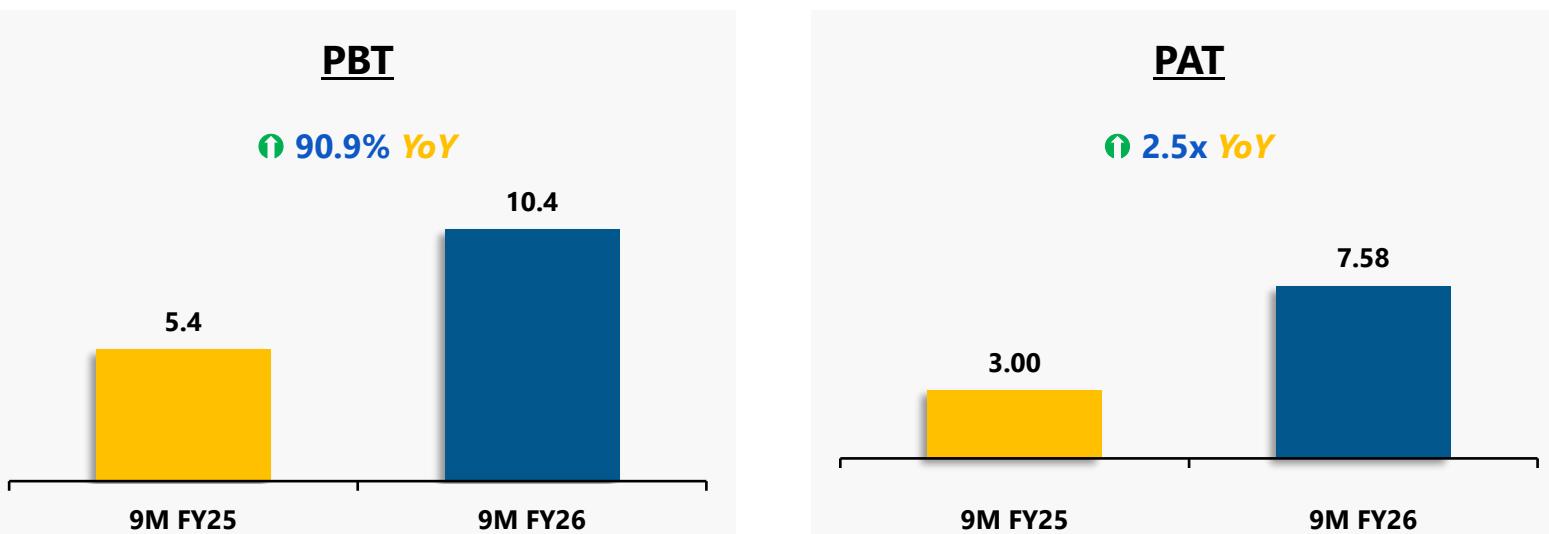
## EBITDA Margin (%)



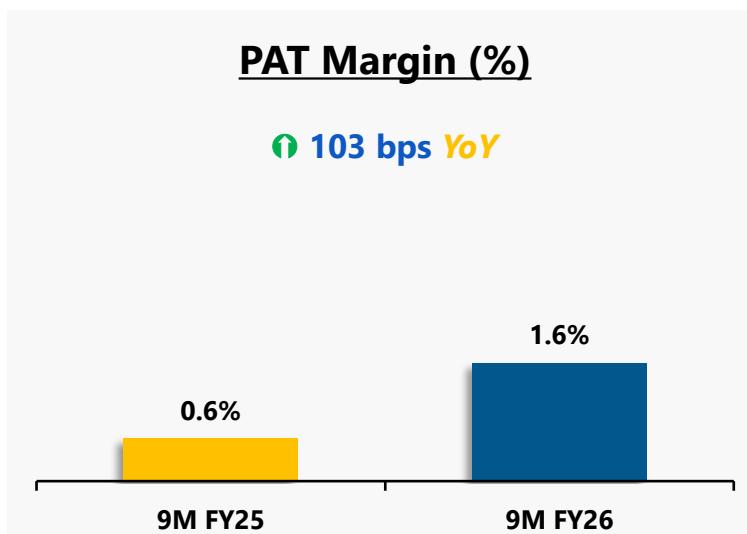
## PBT



## PAT



## PAT Margin (%)

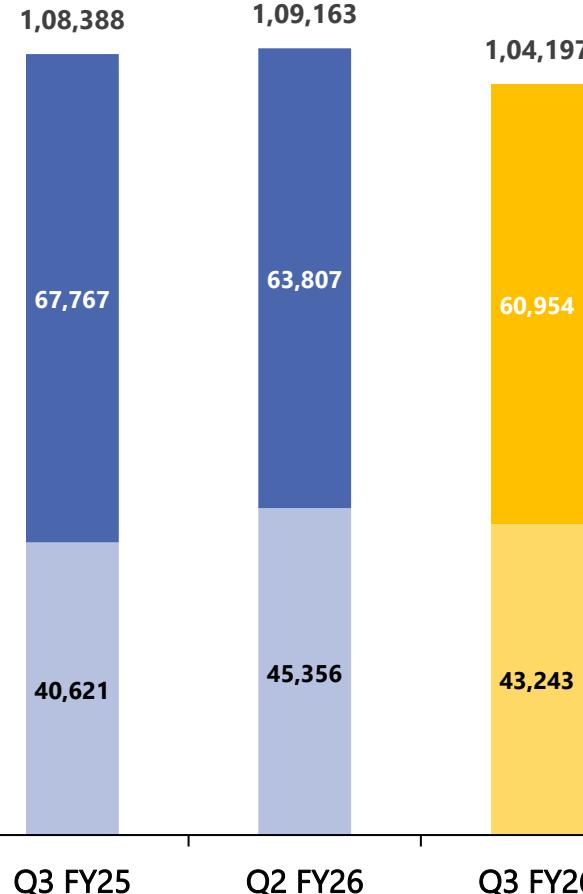




# Q3 FY26 Business Volume Overview

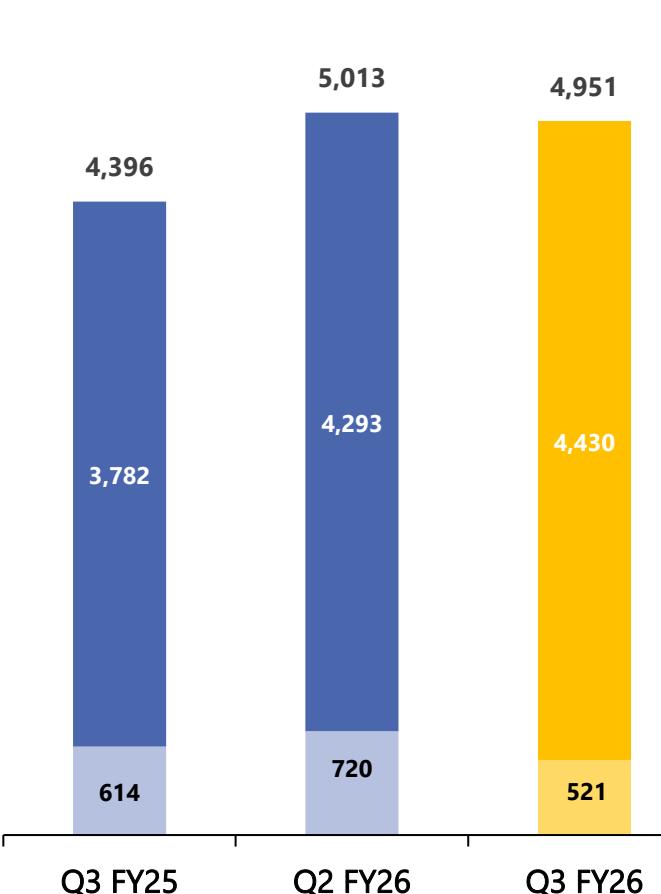
## LCL Consolidation (CBMs)

■ Import ■ Export ■ Total



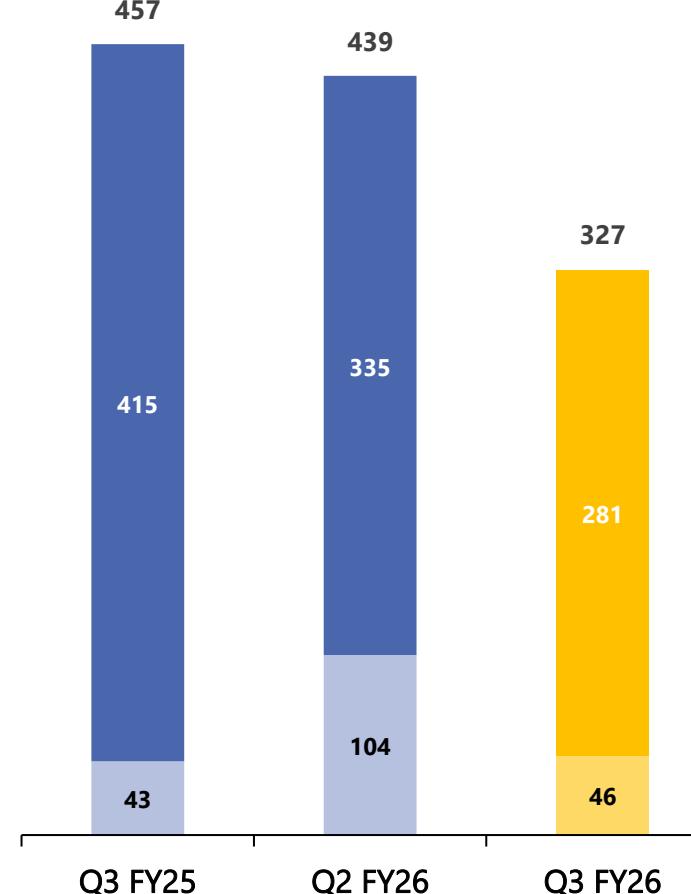
## FCL Freight Forwarding (TEUs)

■ Import ■ Export ■ Total



## Air Freight (Tons)

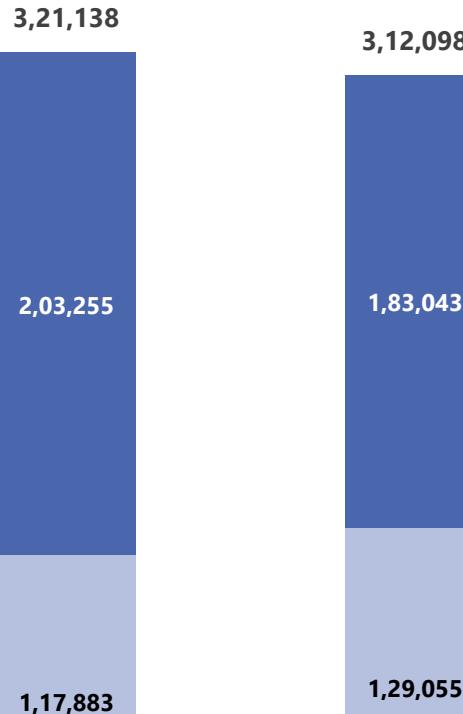
■ Import ■ Export ■ Total





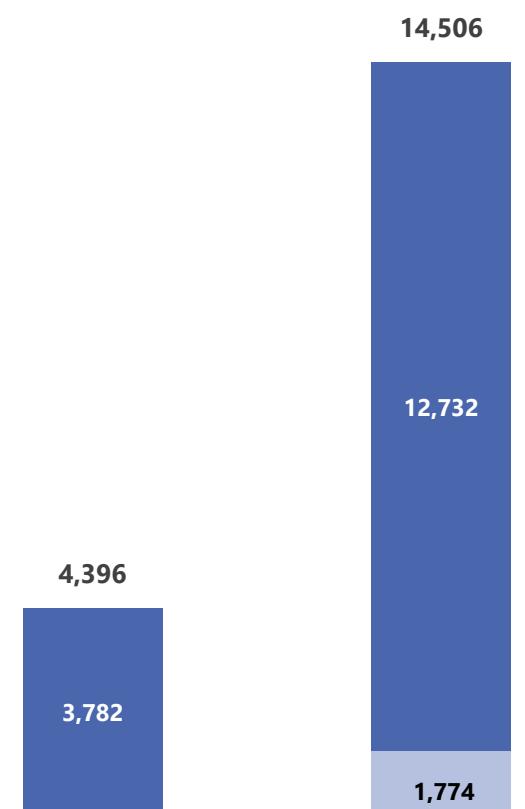
## LCL Consolidation (CBMs)

■ Import ■ Export Total



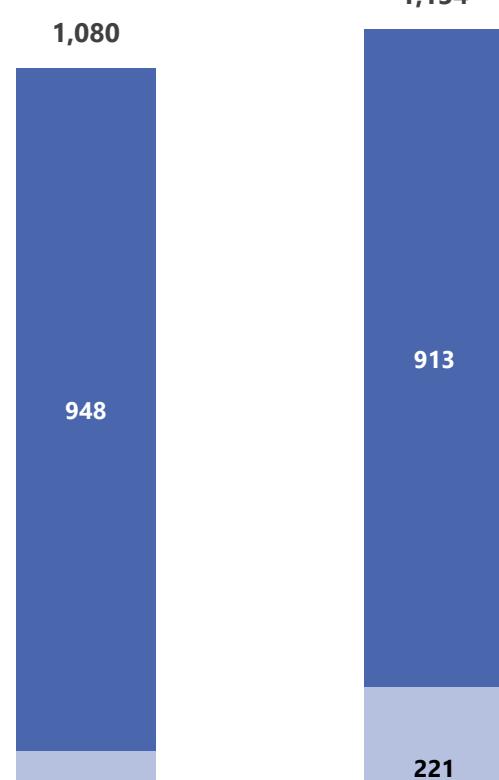
## FCL Freight Forwarding (TEUs)

■ Import ■ Export Total



## Air Freight (Tons)

■ Import ■ Export Total





# Consolidated Income Statement

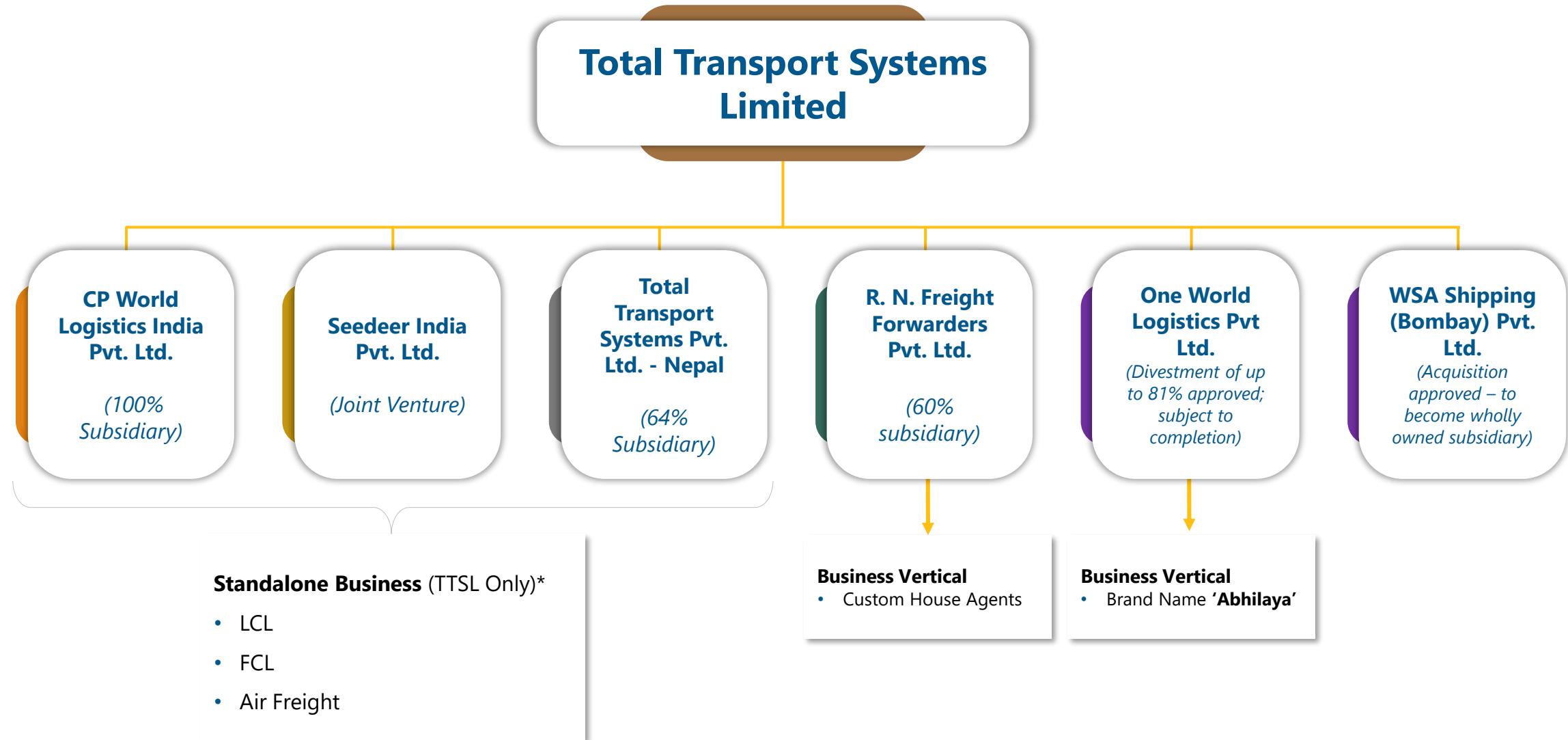
Parameters (₹ in Cr)	Quarterly					Nine-Months			Yearly FY25
	Q3 FY26	Q2 FY26	QoQ	Q3 FY25	YoY	9M FY26	9M FY25	YoY	
<b>Revenue</b>	<b>155.99</b>	<b>163.46</b>	(4.6%)	<b>175.02</b>	(10.9%)	<b>466.90</b>	<b>508.99</b>	(8.3%)	<b>665.24</b>
Operating Expenses	130.18	138.92		148.43		392.12	443.01		575.37
Employee Expenses	14.60	13.29		12.27		40.84	36.10		48.08
Other Expenses	6.69	6.45		9.01		20.26	22.01		28.45
<b>EBITDA</b>	<b>4.52</b>	<b>4.81</b>	(5.9%)	<b>5.31</b>	(14.8%)	<b>13.68</b>	<b>7.88</b>	73.6%	<b>13.34</b>
<b>EBITDA Margins</b>	<b>2.9%</b>	<b>2.9%</b>	(4 bps)	<b>3.0%</b>	(13 bps)	<b>2.9%</b>	<b>1.5%</b>	138 bps	<b>2.0%</b>
Other Income	0.81	0.15		0.58		2.38	3.03		4.1
Depreciation	1.01	0.96		1.06		2.85	2.88		4
Finance Cost	0.97	0.99		0.94		2.95	2.70		3.93
Associate share of Profit/Loss	0.04	0.04		0.05		0.12	0.10		0.15
<b>PBT</b>	<b>3.40</b>	<b>3.05</b>	11.2%	<b>3.95</b>	(13.9%)	<b>10.38</b>	<b>5.44</b>	90.9%	<b>9.66</b>
Tax	1.10	0.70		0.95		2.80	2.44		0.85
<b>PAT</b>	<b>2.29</b>	<b>2.36</b>	(2.7%)	<b>2.99</b>	(23.4%)	<b>7.58</b>	<b>3.00</b>	2.5x	<b>8.81</b>
<b>PAT Margins</b>	<b>1.5%</b>	<b>1.4%</b>	3 bps	<b>1.7%</b>	(24 bps)	<b>1.6%</b>	<b>0.6%</b>	103 bps	<b>1.3%</b>



## 2

## Company Profile

- ❖ Group Structure
- ❖ Business Segments
- ❖ Cargo Consolidation for LCL
- ❖ CP World Global Network & iCargo Alliance
- ❖ Last Mile Delivery – Abhilaya
- ❖ Milestones
- ❖ Board of Directors



\*Standalone business represents activities carried out directly by Total Transport Systems Limited and does not represent a separate legal entity.



## Multimodal Freight



## Last Mile Delivery

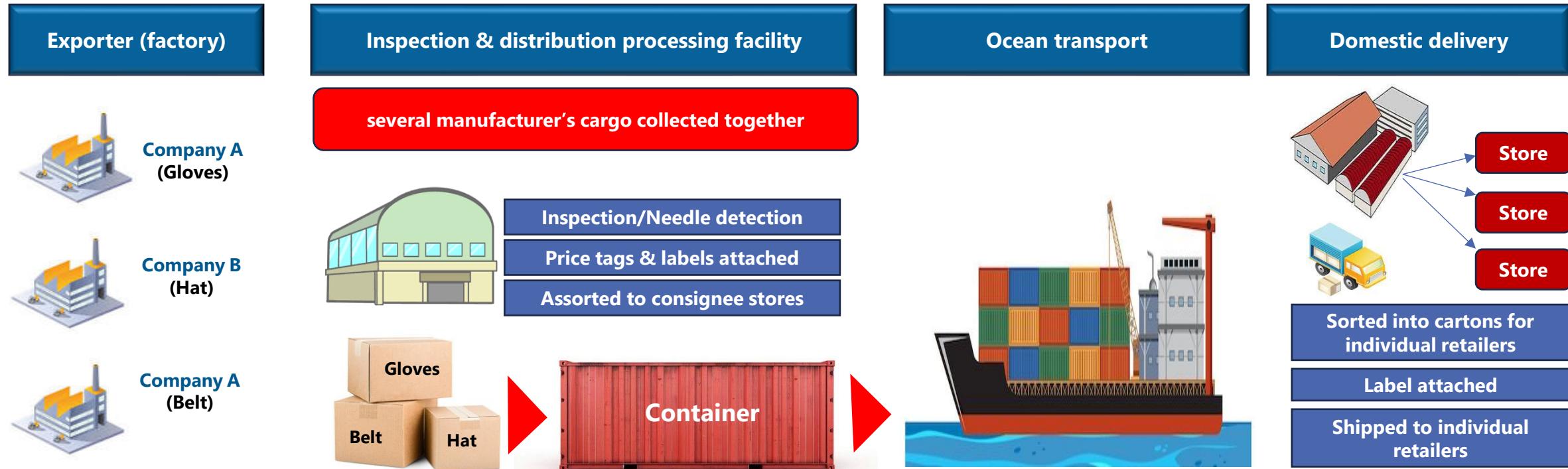


## Custom House Agent (CHA)





# Cargo Consolidation For LCL



- Consolidates shipments for more than 1,100 destinations worldwide through its network across 89 countries
- Long-standing tie-ups with leading shipping lines like CMA-CGM, Maersk, MSC, ONE, Hapag Lloyd, Hyundai & Cosco, etc.
- Strong geographies apart from India, are CIS countries, Africa & Afghanistan



- Strong global network
- Staff of 1,250 personnel
- Singapore, Hong Kong, Busan and Jebel Ali-Main trans-shipment hubs
- Access to exclusive cargo from/to S.E. Asia, Australia, Gulf States, Europe, Americas and many more



- Registered in Hong Kong
- Promoted by CP World Group and Eurasia Group
- Exclusive cargo alliance across 89 countries with 166 offices

Greater trust, reliability & exclusivity

Led formation of exclusive networks (Mr Pradhan is Chairman of both networks)

- CP World Global Network: Formed with Ken Chiang of Singapore in 2005
- iCargo Alliance: Formed in 2011 along with CP World Group and Fang Cheng (China)

Global reach through one-to-one relationships

- 180+ agents connecting 1,100 locations in 89 countries globally that include both key trading partners of India, such as Gulf states, as well as rapidly growing EXIM hubs such as S.E. Asia, South America and many more

Contender for top position

- Rapid growth in volumes and revenues with increased access to geographies and cargo
- Increased profitability on account of longer routes, such as the US, Canada, and Europe, is achieved



## Business Model



- ▶ Pick-up from E-commerce partner stations
- ▶ Last-mile delivery via **Abhilaya** rider network
- ▶ Customer delivery

*\*Executed through EDSP and DSP partner network*

## Service Offerings

- ▶ Same-day and scheduled last-mile delivery
- ▶ Reverse pickup and returns
- ▶ Rural and Tier-2 delivery coverage
- ▶ B2B intra-state distribution



## Scale & Reach (FY25)

₹ Revenue: ₹104 Cr

📦 Shipments: 42 million

📍 Pincode Served: 1,500+

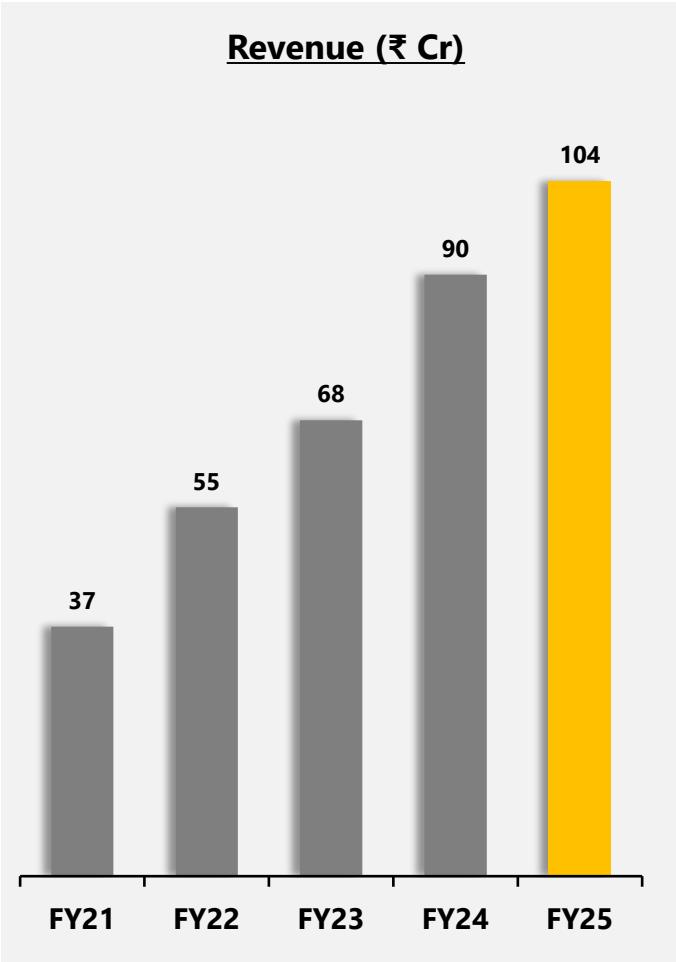
🚚 Delivery Vehicles: 1,500+

👤 Trained associates: 4,500+

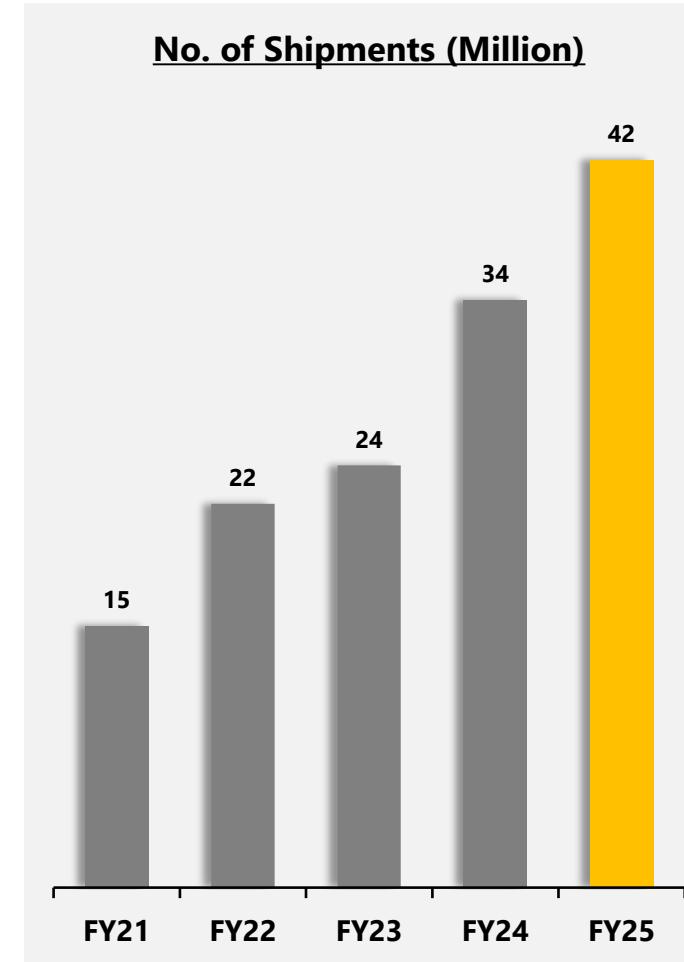
- ▶ **Last-mile** delivery operations are conducted under the "**Abhilaya**" brand through One World Logistics Pvt. Ltd. and form part of consolidated group operations.



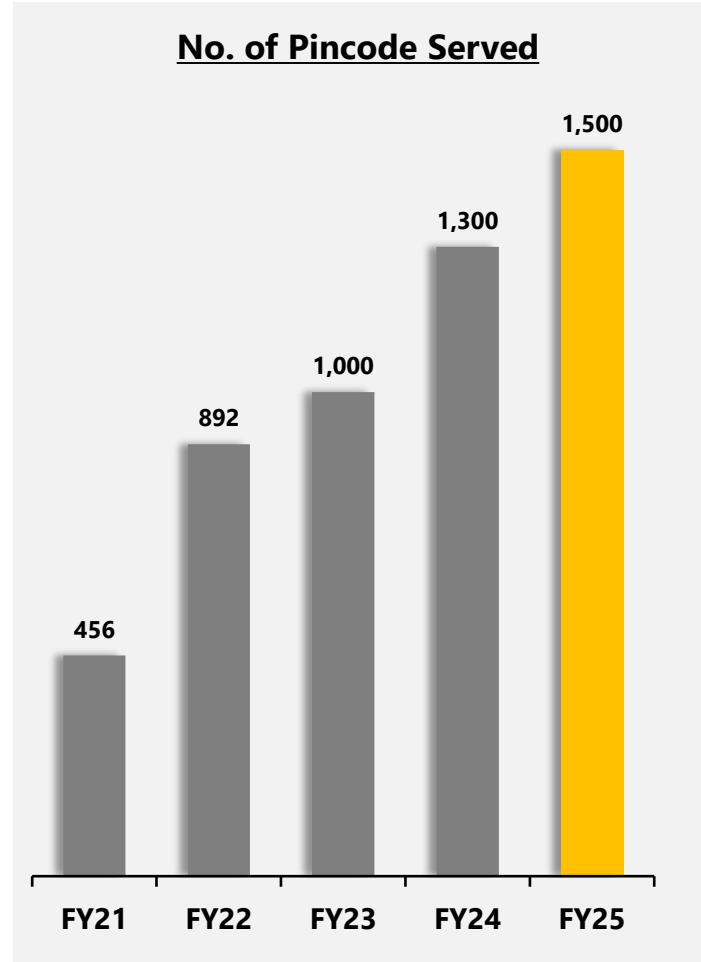
**Revenue (₹ Cr)**



**No. of Shipments (Million)**

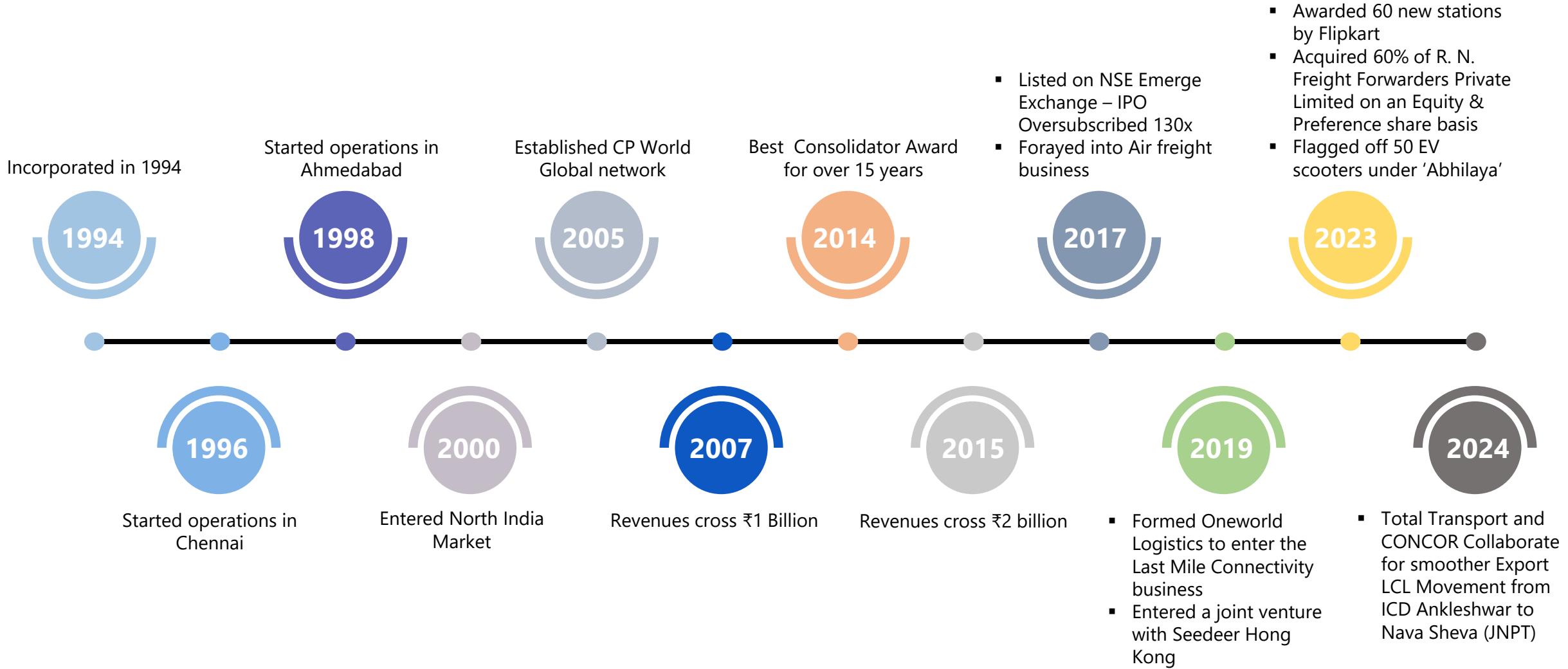


**No. of Pincode Served**





# Milestones

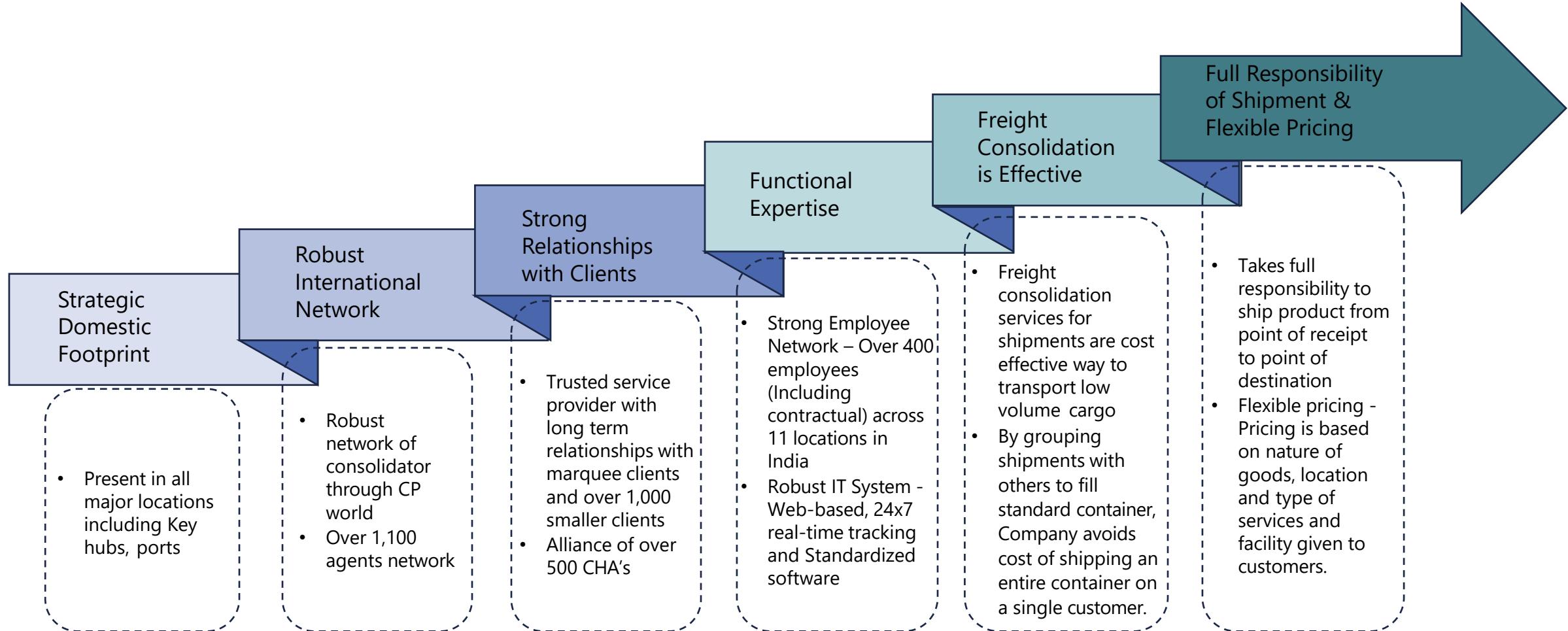




## 3

### Growth Drivers

- ❖ Drivers of Growth
- ❖ Marquee Clients
- ❖ Future Strategy





## Marquee Clients







4

## Leadership & Performance

- ❖ Promoters & Leadership Team
- ❖ Execution & Recognition
- ❖ Industry Presence & Engagement



## Makarand P. Pradhan – Promoter and Managing Director

- ❖ Director of the Company since 1994 and has vast experience in Freight Forwarding and Logistics Industry, stretching over 30 years
- ❖ Oversees Business Policies and overall management of the Company
- ❖ Also associated with various Overseas Organisations and is in the best position to lead the Company
- ❖ President of the Consolidators Association of India and Chairman of CP World Group and I-Cargo Alliance



## Sanjiv A. Potnis – Promoter and Director

- ❖ Started his career with Dolphin Chartering Services Pvt. Ltd.; Later, he joined Forbes Gokak Ltd.
- ❖ Experience of over 25 years in the field of Freight Forwarding & Offshore operations and exposure to the shipping industry.
- ❖ Responsible for Sales & Marketing across India and the globe for the Company
- ❖ Actively takes part in key managerial decisions of the Company



## Shrikant D. Nibandhe – Promoter and CFO

- ❖ Diverse experience of thirty years in Logistics, Freight Forwarding and Management of Container Freight Stations (CFSs)
- ❖ Associated since 1998 and is actively involved in all discussions with International Associates
- ❖ Also oversees Finance, and leads various other functions like Corporate Communication and Human Resources
- ❖ Treasurer of Consolidators Association of India since its Inception in 2003



## Awards



**LCL Consolidator of the Year**  
– Exim Star Awards 2025



**LCL Consolidator**  
– 12<sup>th</sup> Samudra Manthan Awards

ODC & Heavy-Lift Execution –  
Bangladesh

## Execution Milestones



**Project Cargo Execution (3,500 CBMs)**



**Project Completion & Delivery**  
(India–Indonesia)



**Multi-Stage Project Handling**





Participation at India International Cargo Show IICS 2025 as part of ongoing industry engagement



Interaction with trade bodies and industry institutions at IICS 2025



Engagement with global logistics partners and industry stakeholders during the event



Participation in industry discussions on logistics freight forwarding and trade corridors



Platform for industry dialogue and capability showcase at IICS 2025



## 5

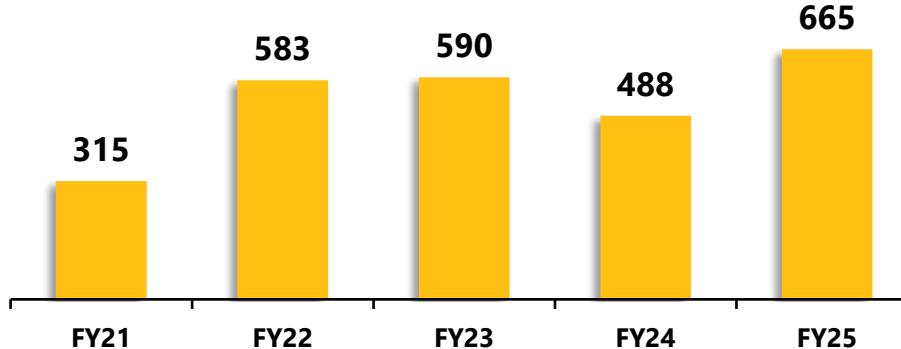
### Historical Data

- ❖ Consolidated Financial Data
- ❖ Volume Data



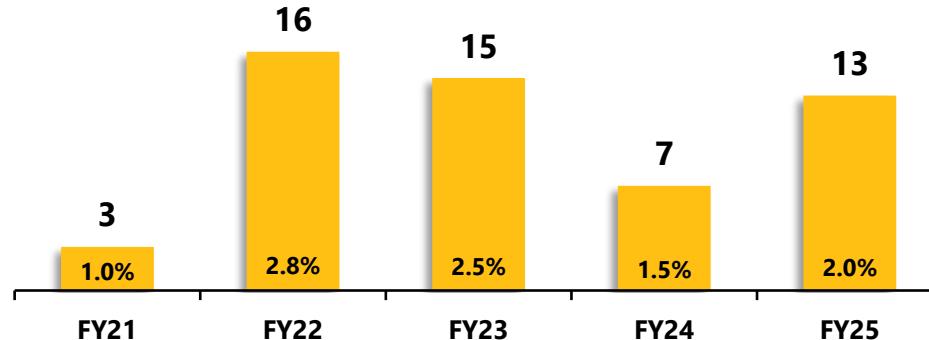
## Revenue

5 Year CAGR: 16.1%

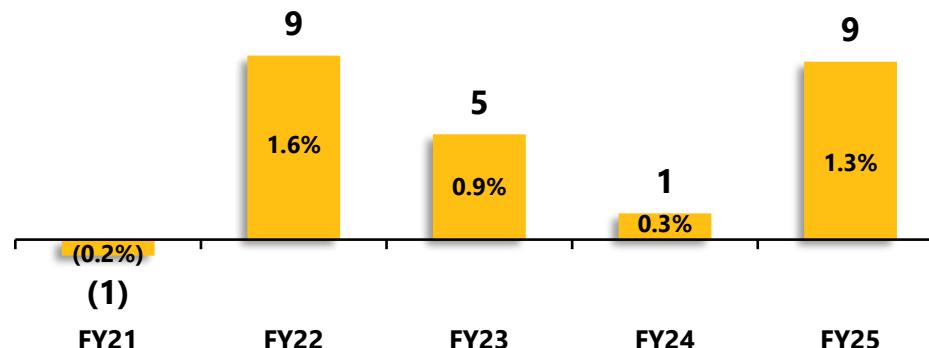


## EBITDA & Margins

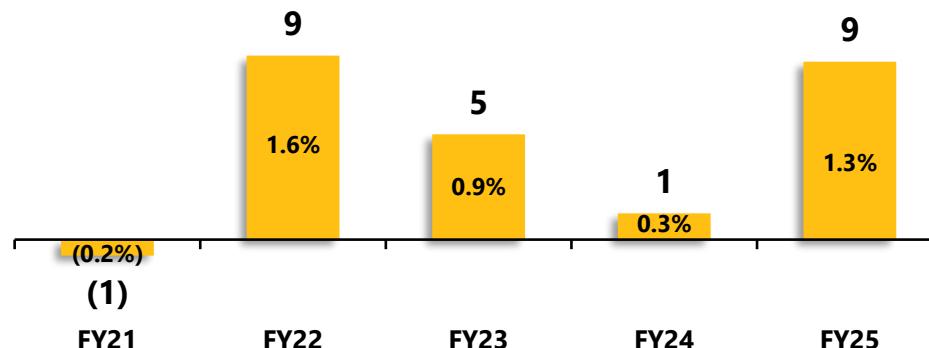
5 Year CAGR: 34.9%



## EBIT & Margins



## PAT & Margins





# Volume Data - LCL Consolidation

IMPORT

+

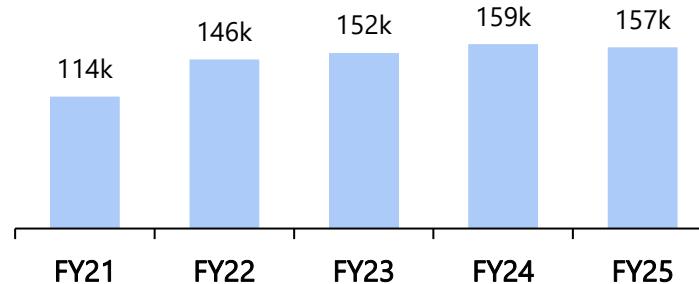
EXPORT

=

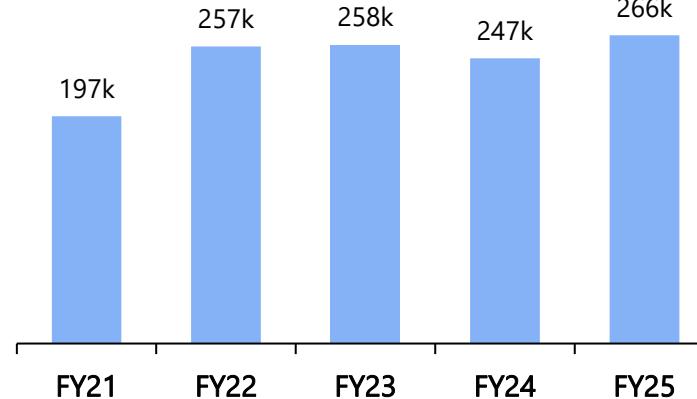
TOTAL

In CBMs

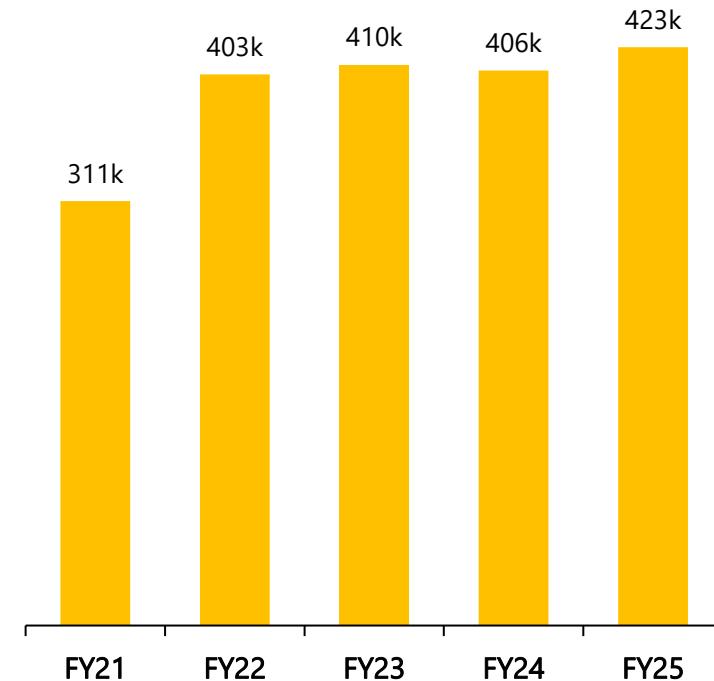
5 Year CAGR: 6.6%



5 Year CAGR: 6.2%



5 Year CAGR: 6.3%





In TEUs

**IMPORT**



**EXPORT**

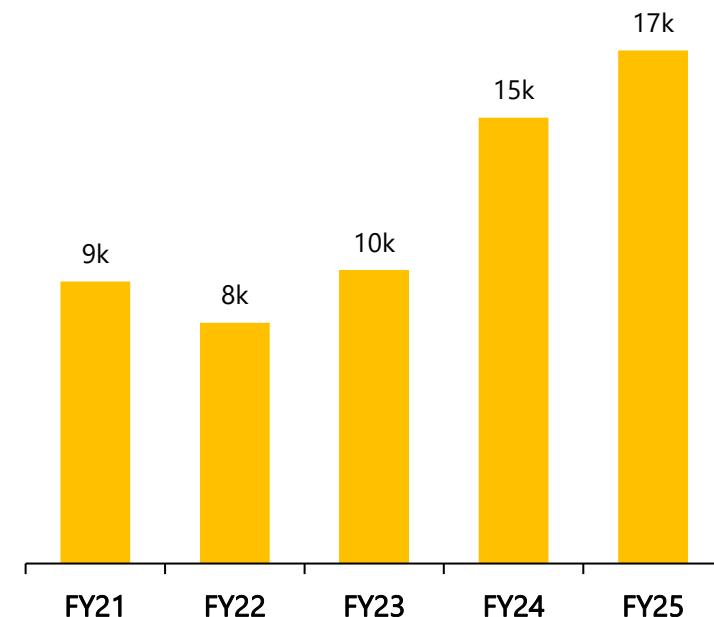
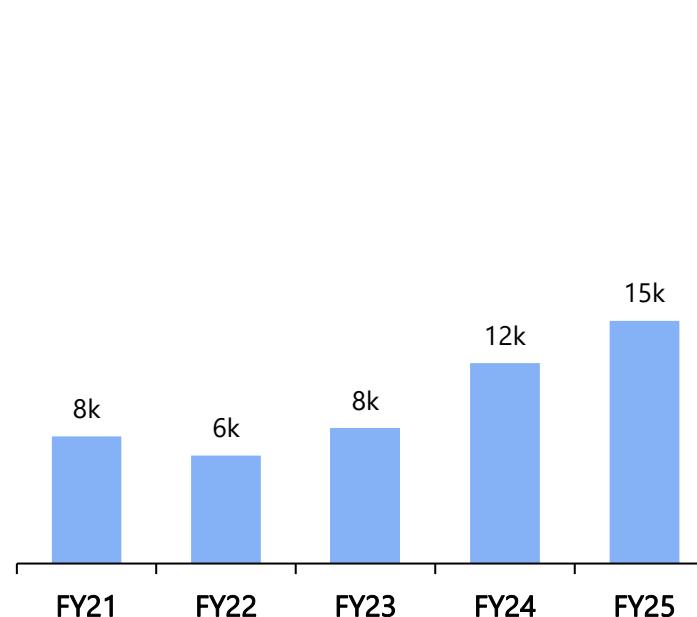
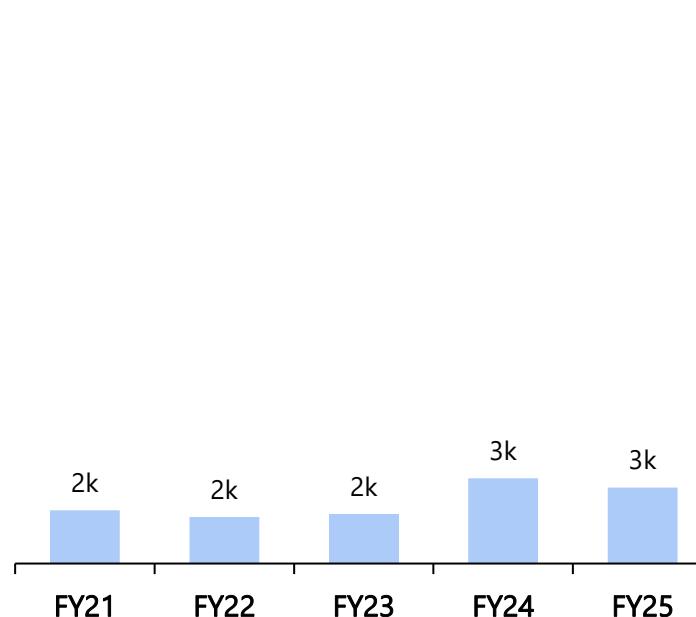


**TOTAL**

5 Year CAGR: 8.5%

5 Year CAGR: 13.4%

5 Year CAGR: 13.6%







# THANK YOU!



[Meeting Request Form](#)

**Total Transport Systems Limited**  
CIN: L63090MH1995PLC091063

**For more information, please contact:**

**Mr. Bhavik Trivedi**

*Company Secretary & Compliance Officer*

**L:** 022 6644 1500

**E:** [Bhavik.trivedi@mum.ttspl.in](mailto:Bhavik.trivedi@mum.ttspl.in)

**W:** [www.ttspl.in](http://www.ttspl.in)

**Mr. Ashish Singh**

*Investor Relations Consultant, Rik Capital*

**M:** +91 83293 85762

**E:** [ashish.singh@rikcapital.in](mailto:ashish.singh@rikcapital.in)

**W:** [www.rikcapital.in](http://www.rikcapital.in)