



TOTAL TRANSPORT SYSTEMS LIMITED



LCL & FCL

NSE: TOTAL

Q3 & 9M FY26

INVESTOR PRESENTATION



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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

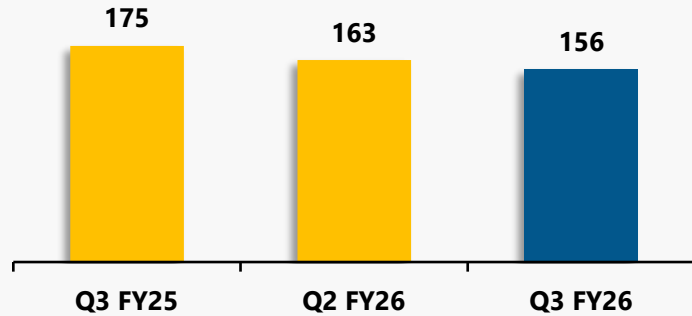
- ❖ Q3 FY26 Financial Performance
- ❖ 9M FY26 Financial Performance
- ❖ Segment Performance
- ❖ Volume Overview



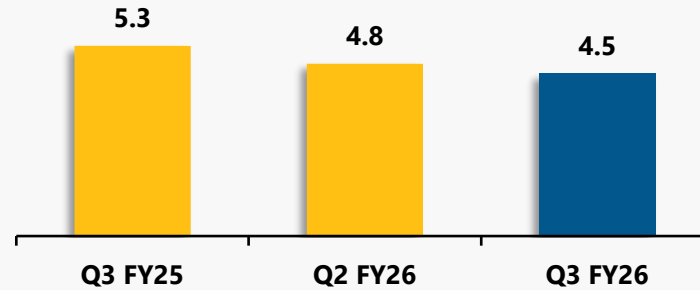
Q3 FY26 Consolidated Financial Performance

(₹ in Cr)

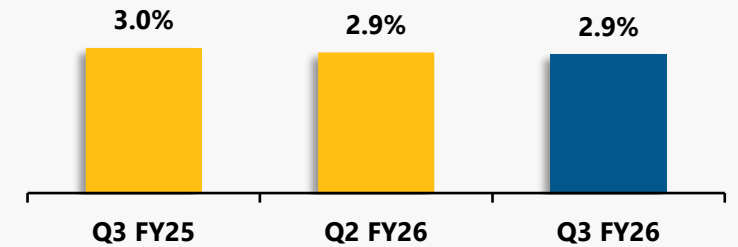
Revenue



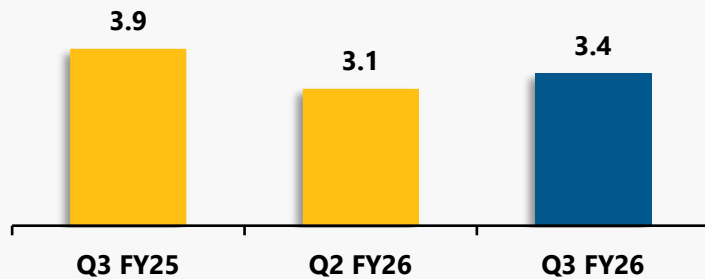
EBITDA



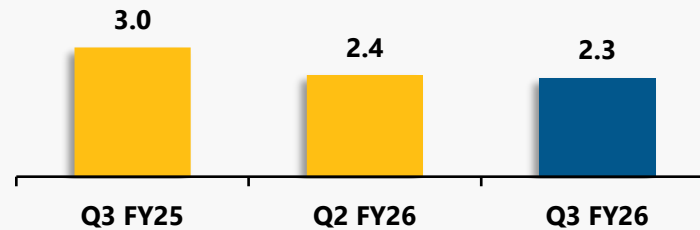
EBITDA Margin (%)



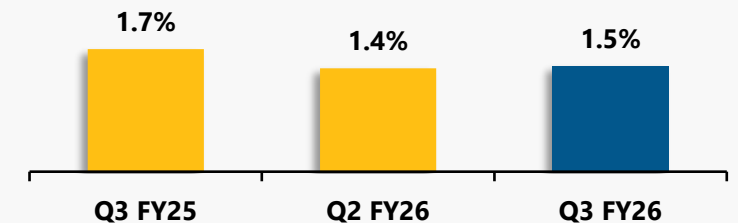
PBT



PAT

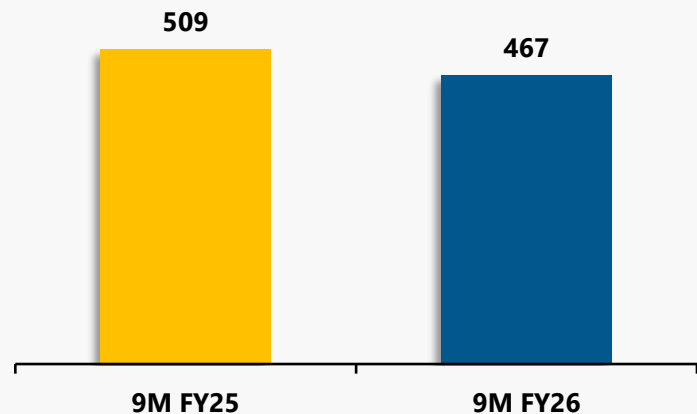


PAT Margin (%)



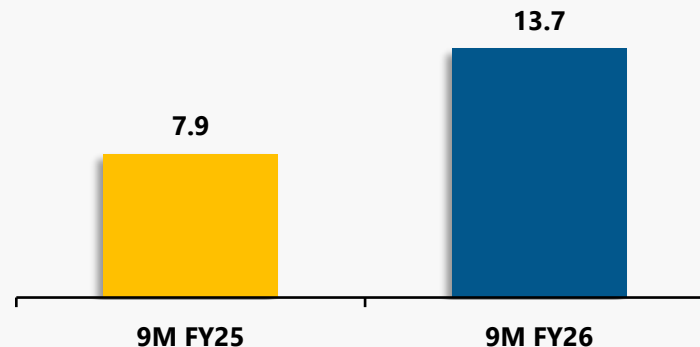
(₹ in Cr)

Revenue



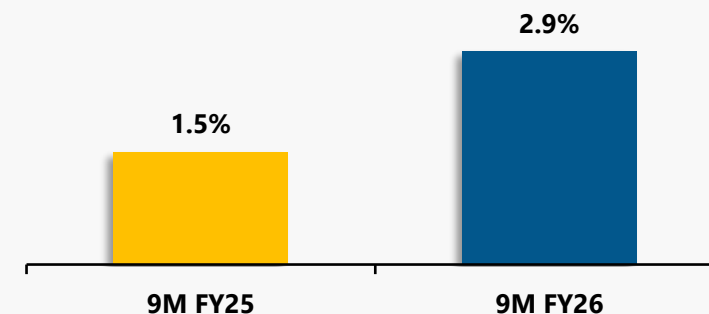
EBITDA

📈 73.6% YoY



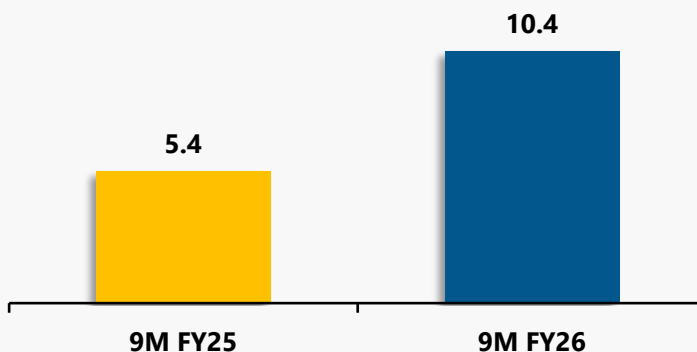
EBITDA Margin (%)

📈 138 bps YoY



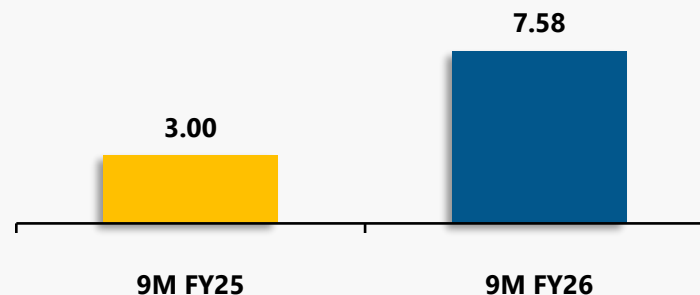
PBT

📈 90.9% YoY



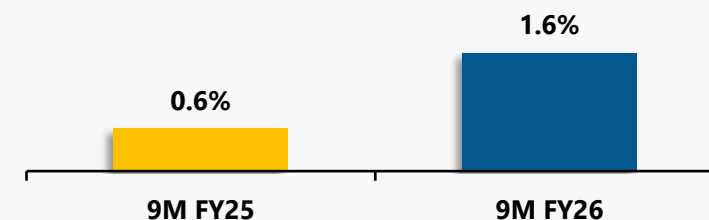
PAT

📈 2.5x YoY



PAT Margin (%)

📈 103 bps YoY

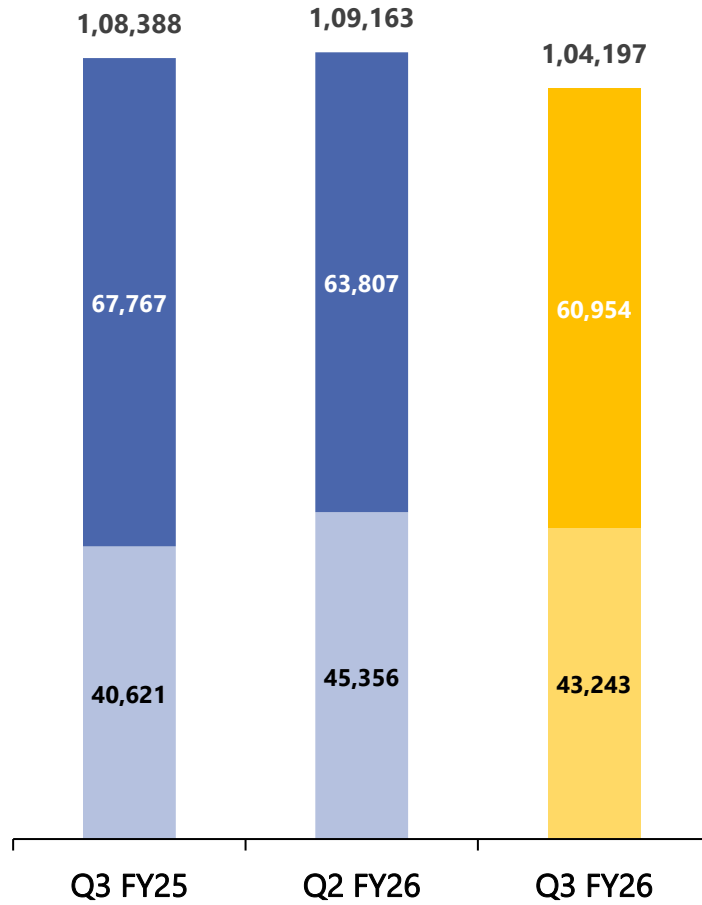




Q3 FY26 Business Volume Overview

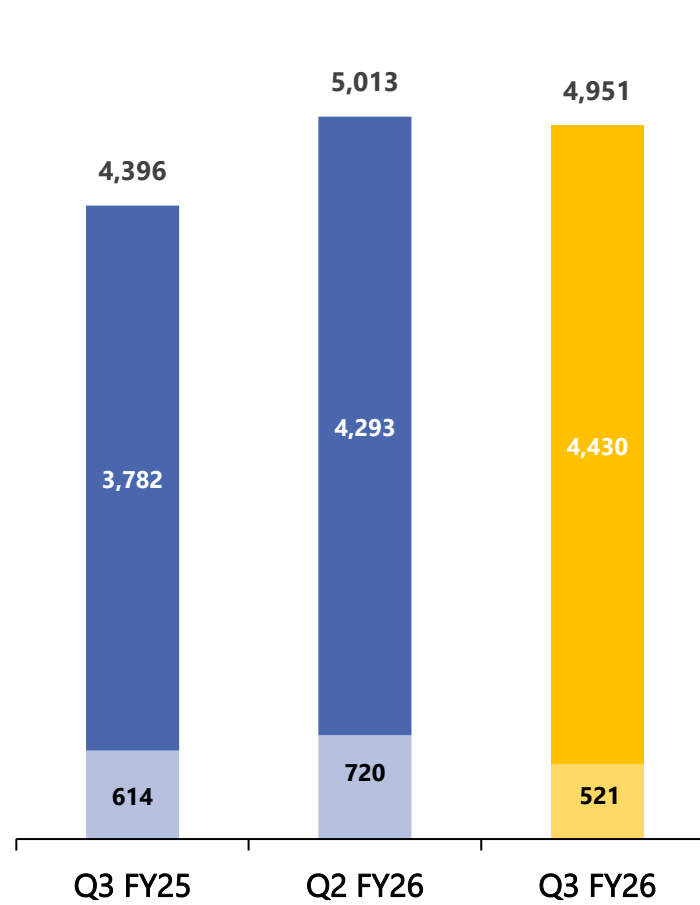
LCL Consolidation (CBMs)

■ Import ■ Export Total



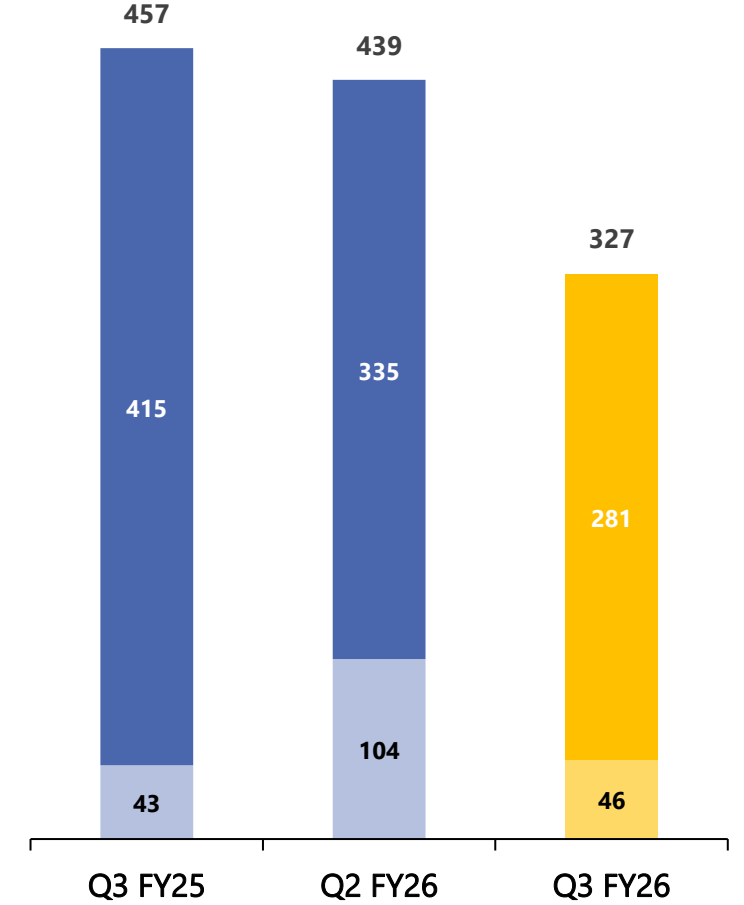
FCL Freight Forwarding (TEUs)

■ Import ■ Export Total



Air Freight (Tons)

■ Import ■ Export Total

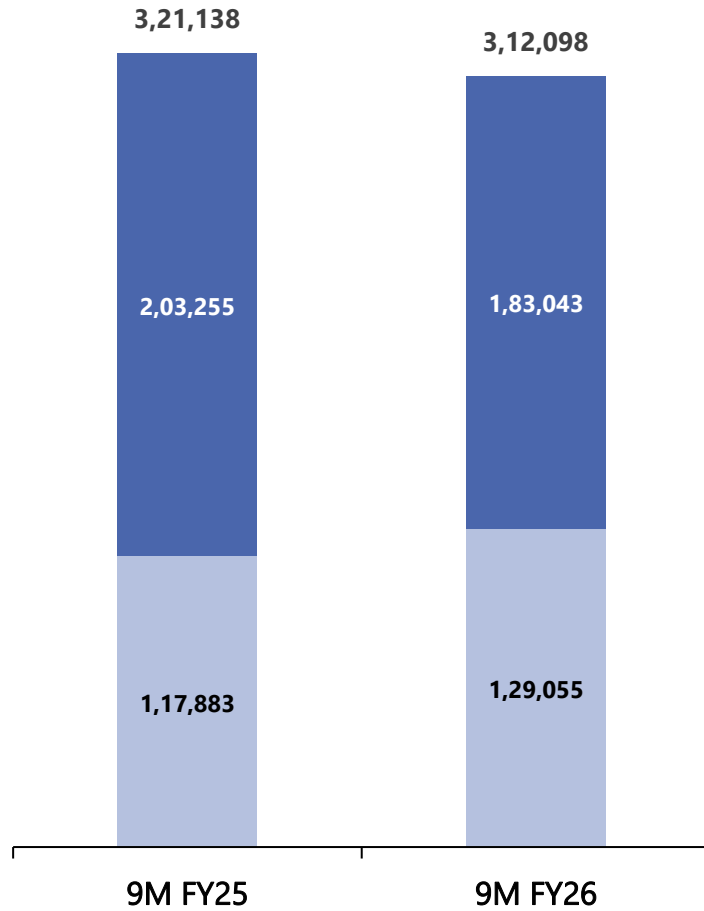




9M FY26 Business Volume Overview

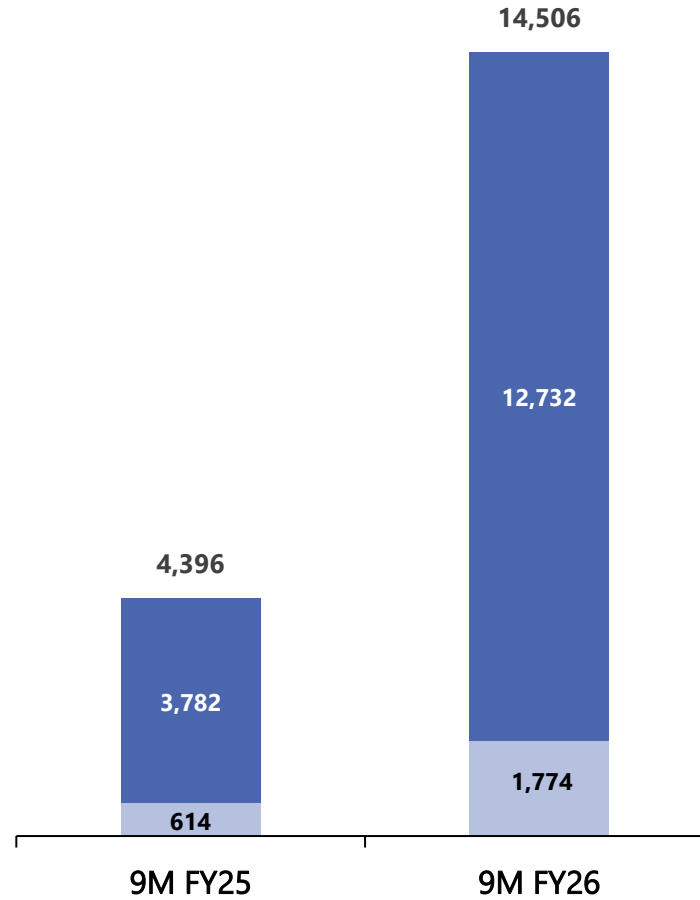
LCL Consolidation (CBMs)

■ Import ■ Export Total



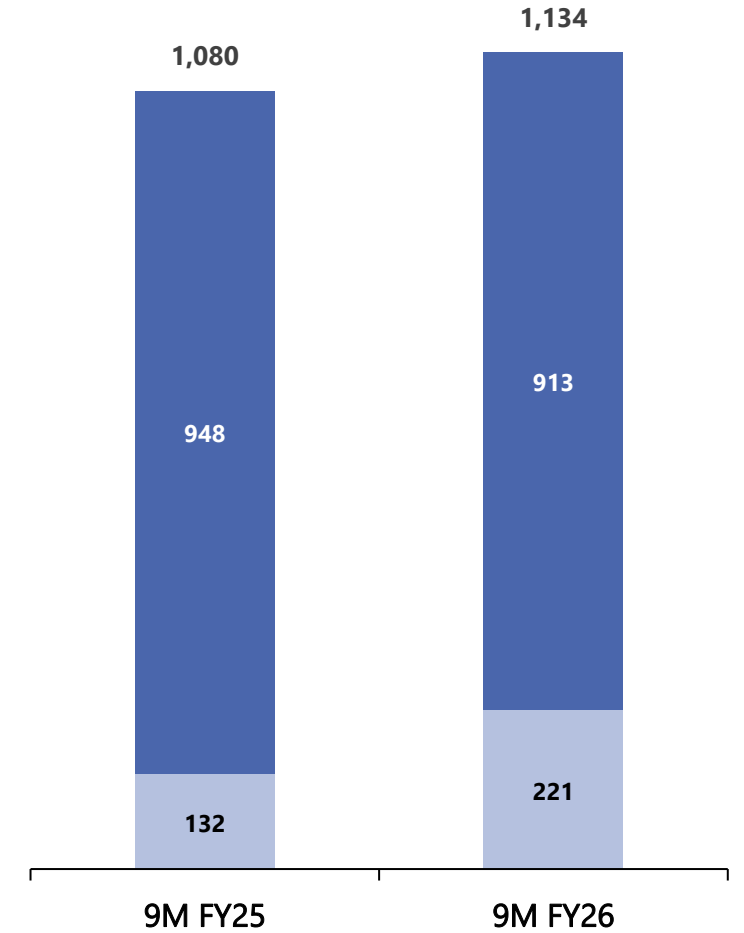
FCL Freight Forwarding (TEUs)

■ Import ■ Export Total



Air Freight (Tons)

■ Import ■ Export Total





Consolidated Income Statement

Parameters (₹ in Cr)	Quarterly					Nine-Months			Yearly
	Q3 FY26	Q2 FY26	QoQ	Q3 FY25	YoY	9M FY26	9M FY25	YoY	FY25
Revenue	155.99	163.46	(4.6%)	175.02	(10.9%)	466.90	508.99	(8.3%)	665.24
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
EBITDA	4.52	4.81	(5.9%)	5.31	(14.8%)	13.68	7.88	73.6%	13.34
EBITDA Margins	2.9%	2.9%	(4 bps)	3.0%	(13 bps)	2.9%	1.5%	138 bps	2.0%
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
PBT	3.40	3.05	11.2%	3.95	(13.9%)	10.38	5.44	90.9%	9.66
Tax	1.10	0.70		0.95		2.80	2.44		0.85
PAT	2.29	2.36	(2.7%)	2.99	(23.4%)	7.58	3.00	2.5x	8.81
PAT Margins	1.5%	1.4%	3 bps	1.7%	(24 bps)	1.6%	0.6%	103 bps	1.3%



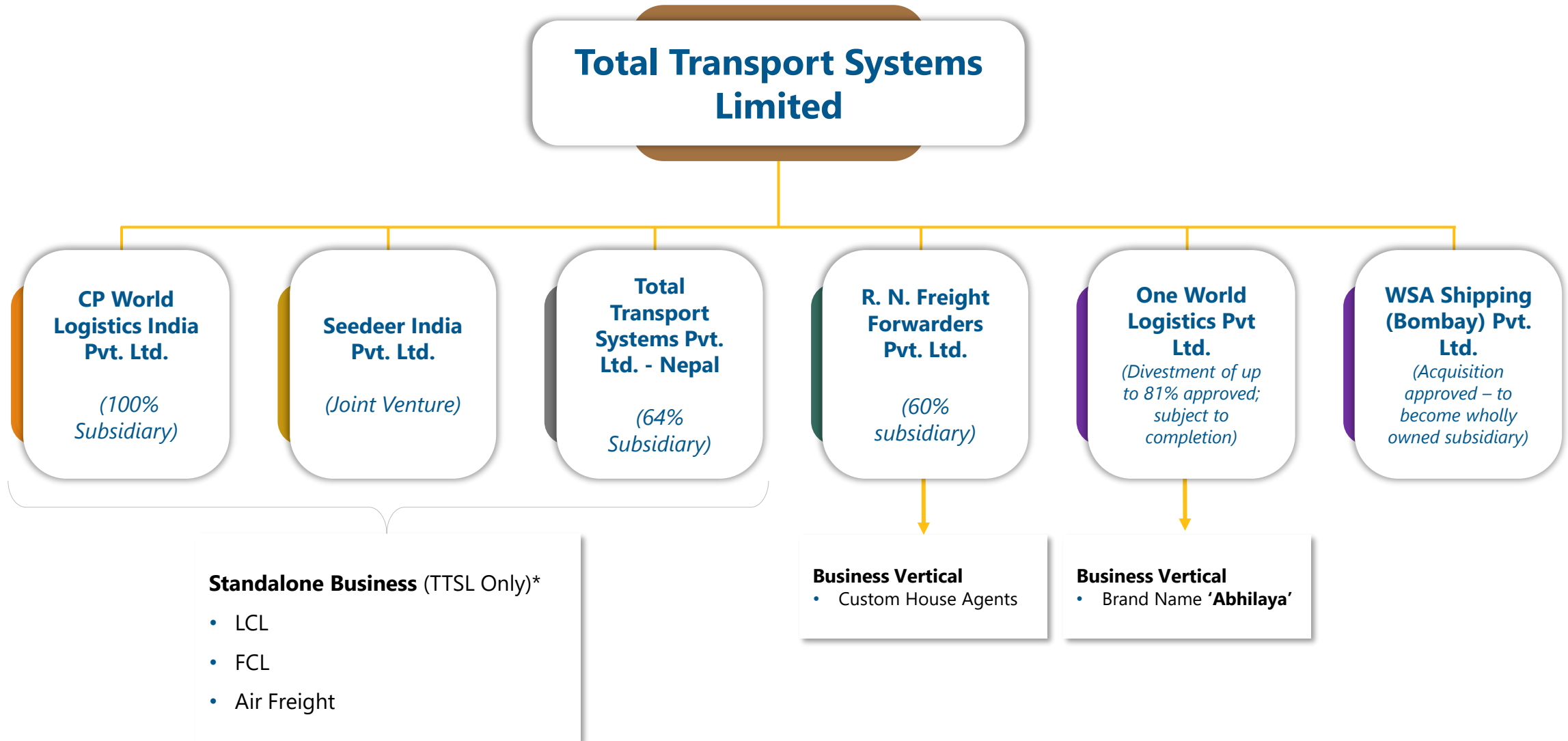
2

Company Profile

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



Consolidated Group Structure



*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

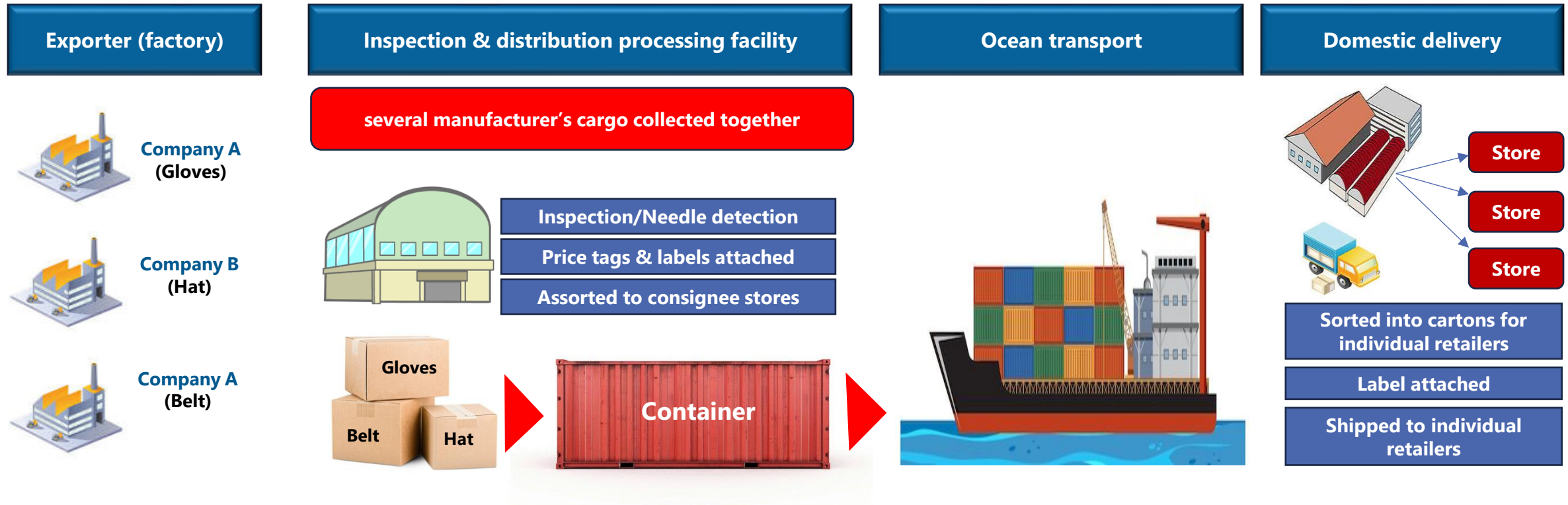


Custom House Agent (CHA)





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



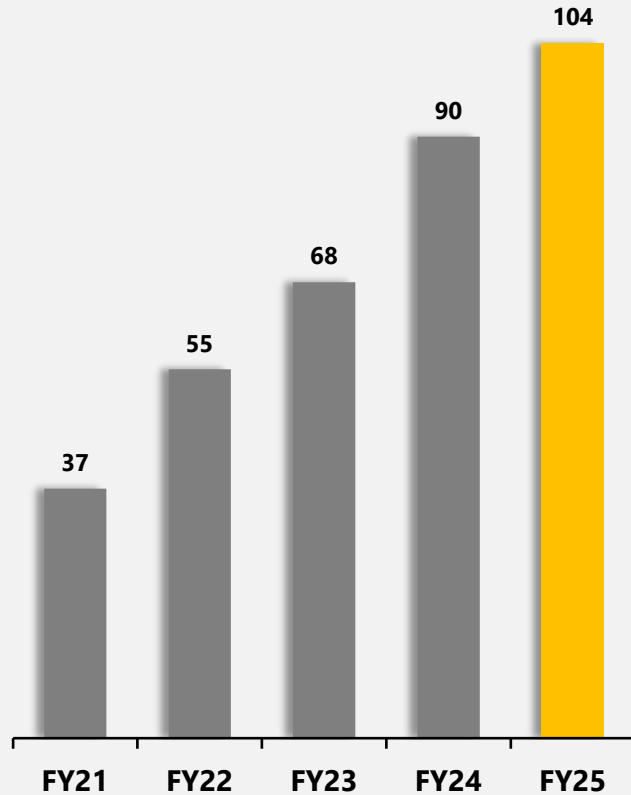
Scale & Reach (FY25)

- ₹ Revenue: ₹104 Cr
- 📦 Shipments: 42 million
- 📍 Pincodes Served: 1,500+
- 🚚 Delivery Vehicles: 1,500+
- 👥 Trained associates: 4,500+

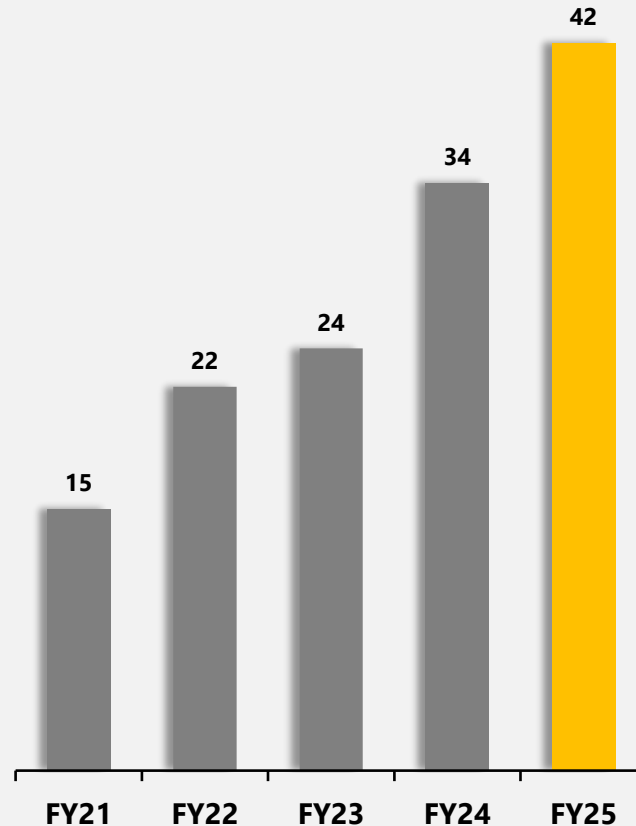
- ▶ **Last-mile** delivery operations are conducted under the “**Abhilaya**” brand through One World Logistics Pvt. Ltd. and form part of consolidated group operations.



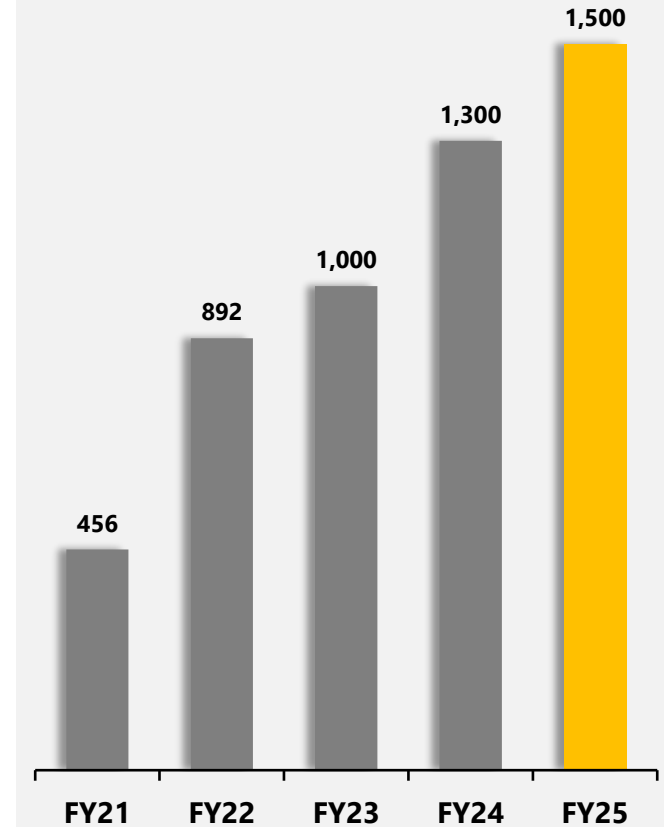
Revenue (₹ Cr)



No. of Shipments (Million)

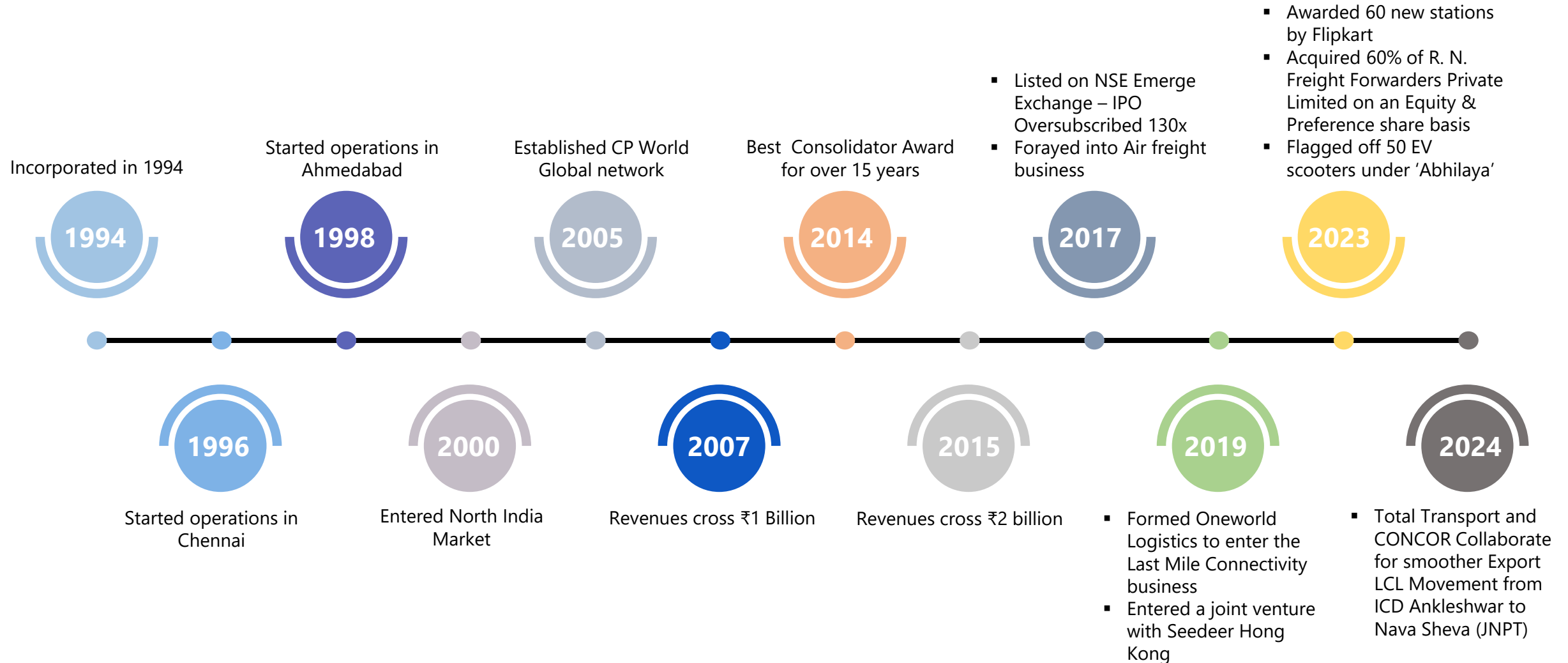


No. of Pincode Served





Milestones

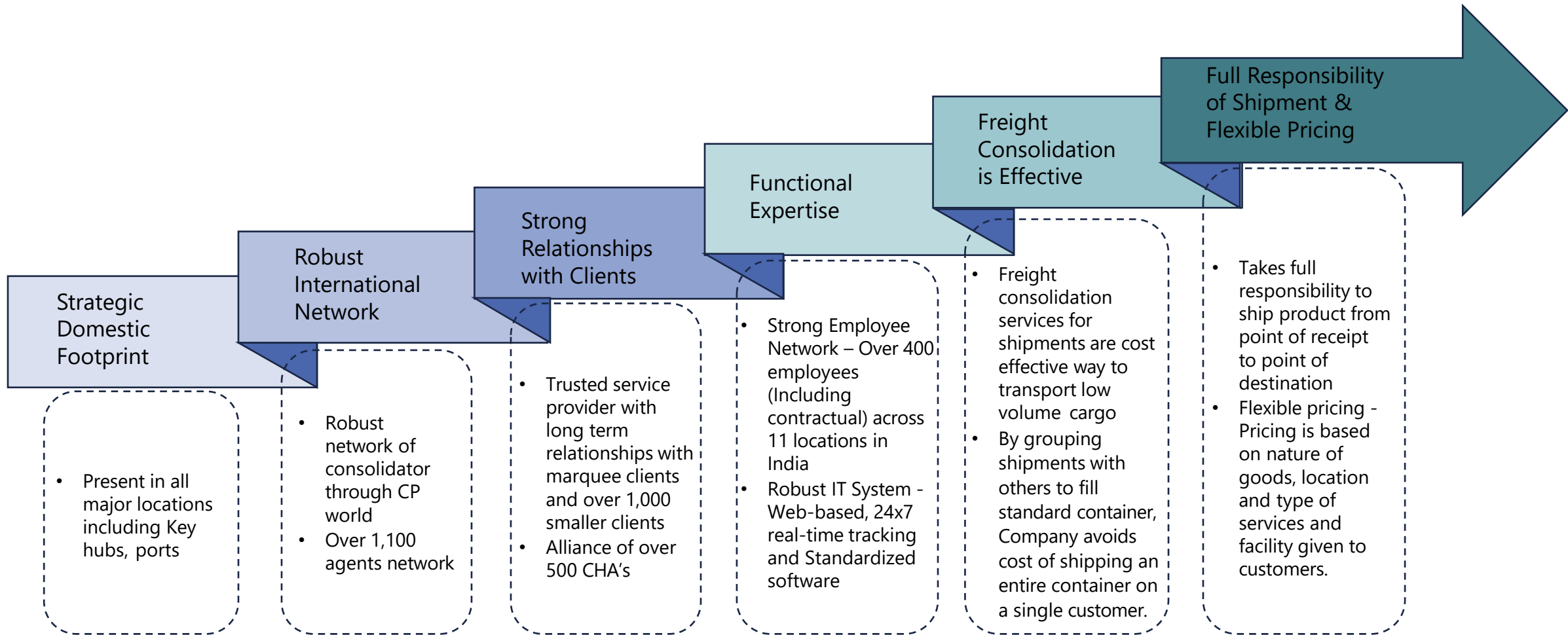




3

Growth Drivers

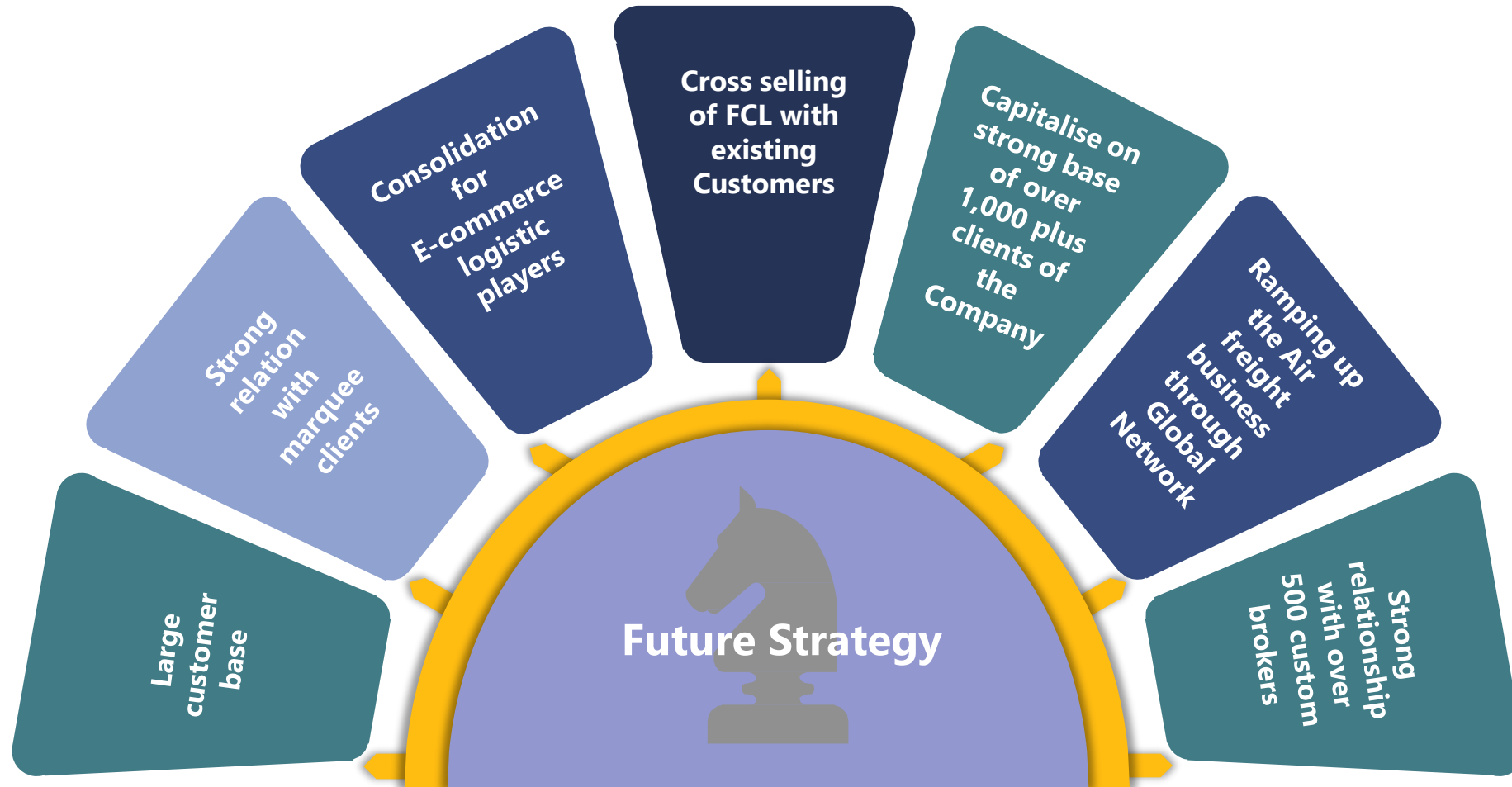
- ❖ Drivers of Growth
- ❖ Marquee Clients
- ❖ Future Strategy





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
– 12th Samudra Manthan Awards

Execution Milestones



**ODC & Heavy-Lift Execution –
Bangladesh**



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



Multi-Stage Project Handling



Project Cargo Execution (3,500 CBMs)



**India International Cargo Show
IICS 2025 – MUMBAI**



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

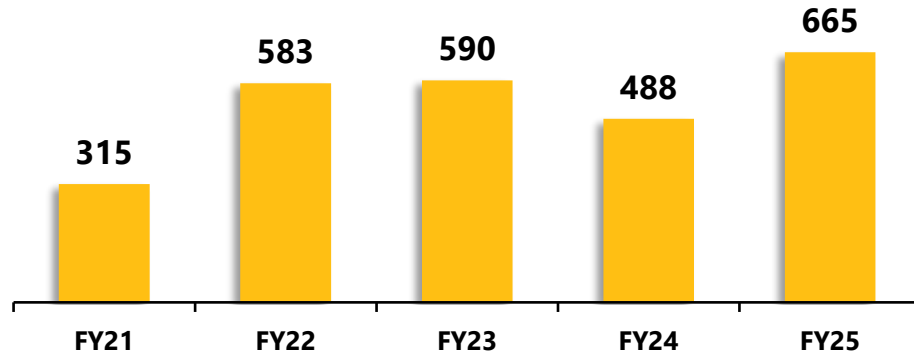
Historical Data

- ❖ Consolidated Financial Data
- ❖ Volume Data



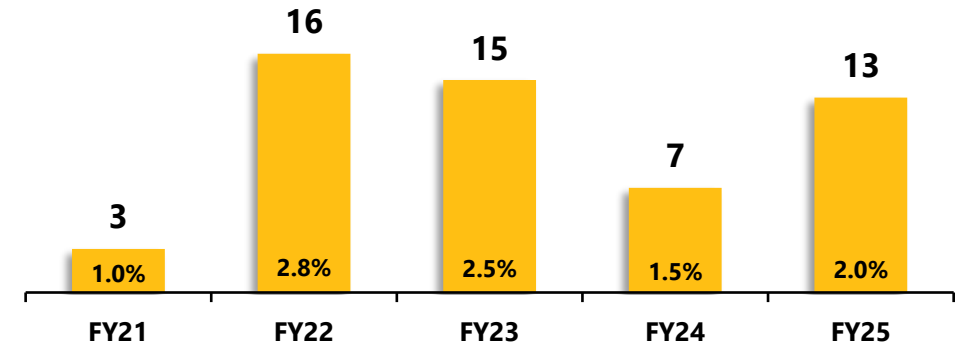
Revenue

5 Year CAGR: 16.1%

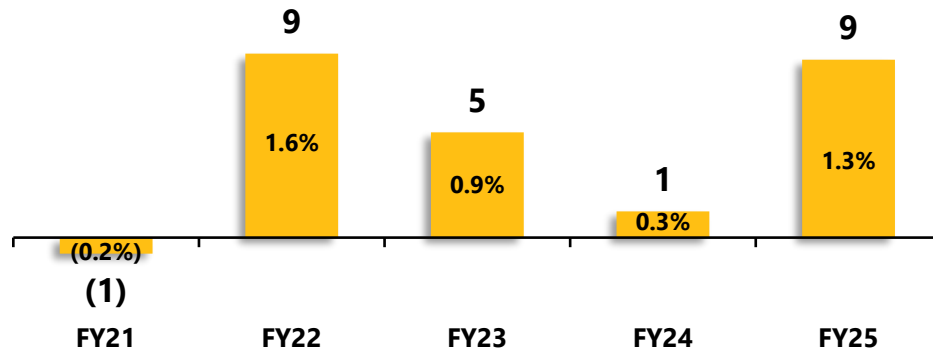


EBITDA & Margins

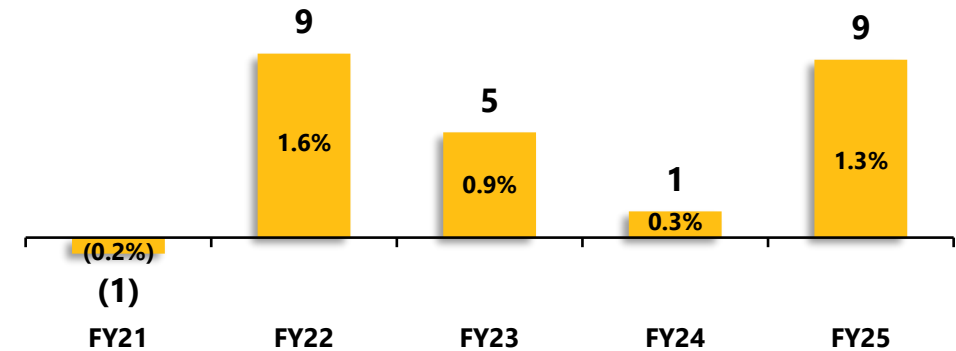
5 Year CAGR: 34.9%



EBIT & Margins



PAT & Margins





Volume Data - LCL Consolidation

In CBMs

IMPORT

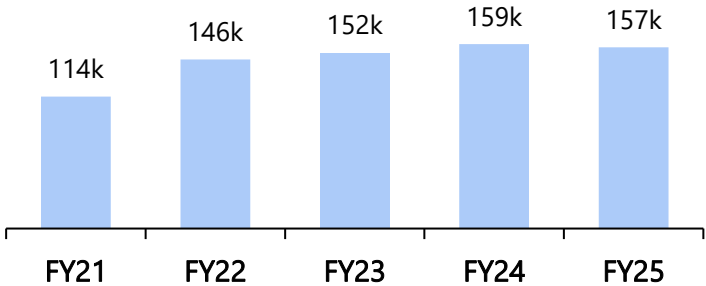


EXPORT

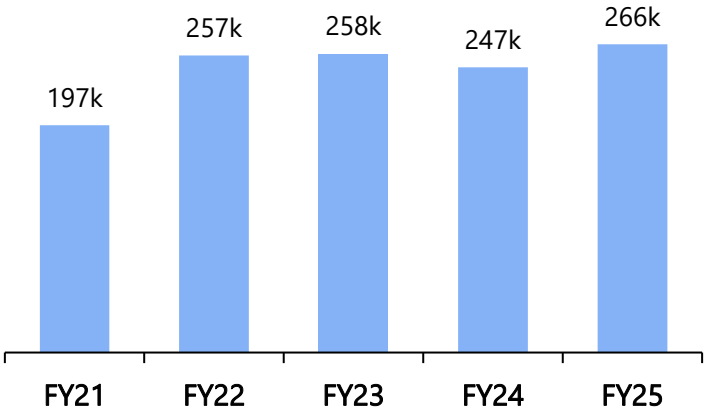


TOTAL

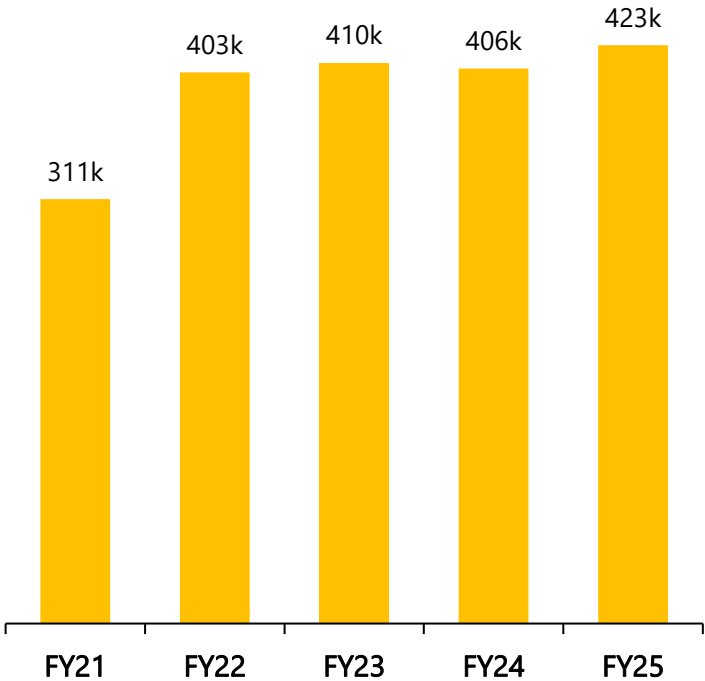
5 Year CAGR: **6.6%**



5 Year CAGR: **6.2%**



5 Year CAGR: **6.3%**





Volume Data - FCL Freight Forwarding

In TEUs

IMPORT



EXPORT

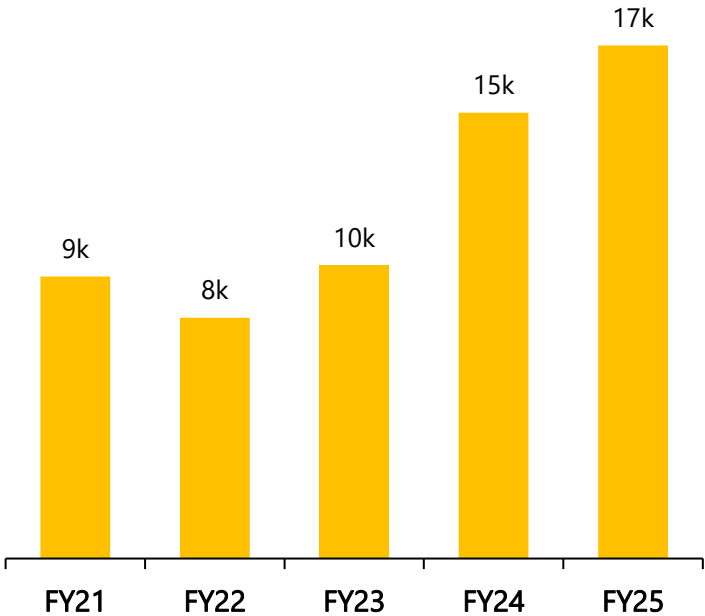
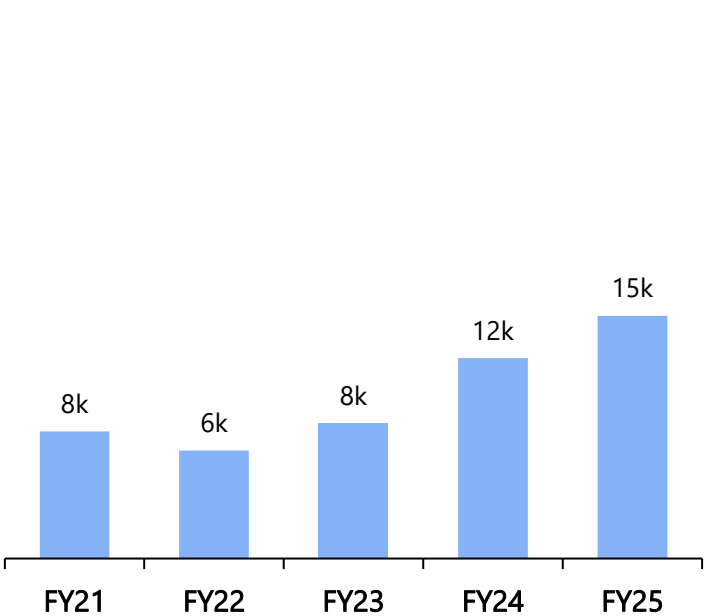
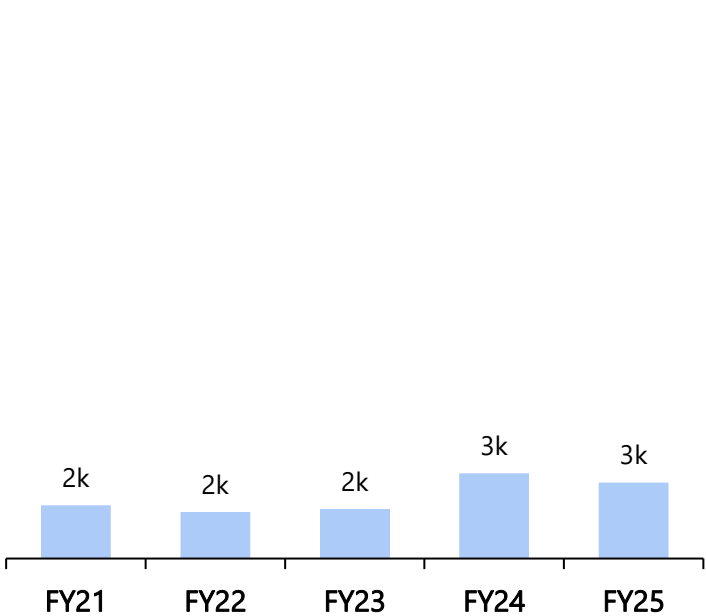


TOTAL

5 Year CAGR: **8.5%**

5 Year CAGR: **13.4%**

5 Year CAGR: **13.6%**





Volume Data - Air Freight

In Tons

IMPORT

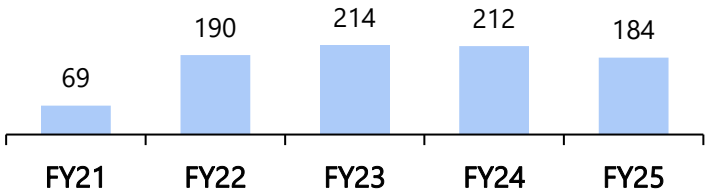


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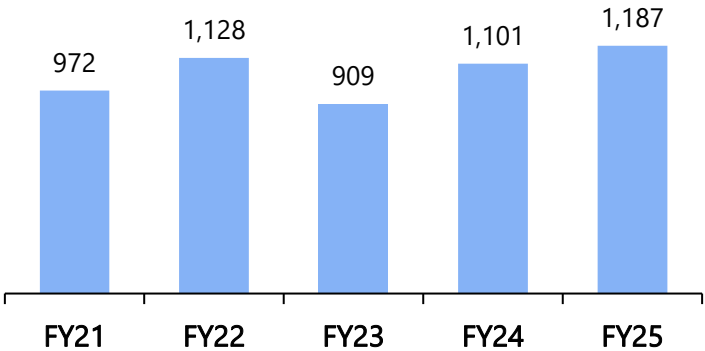


TOTAL

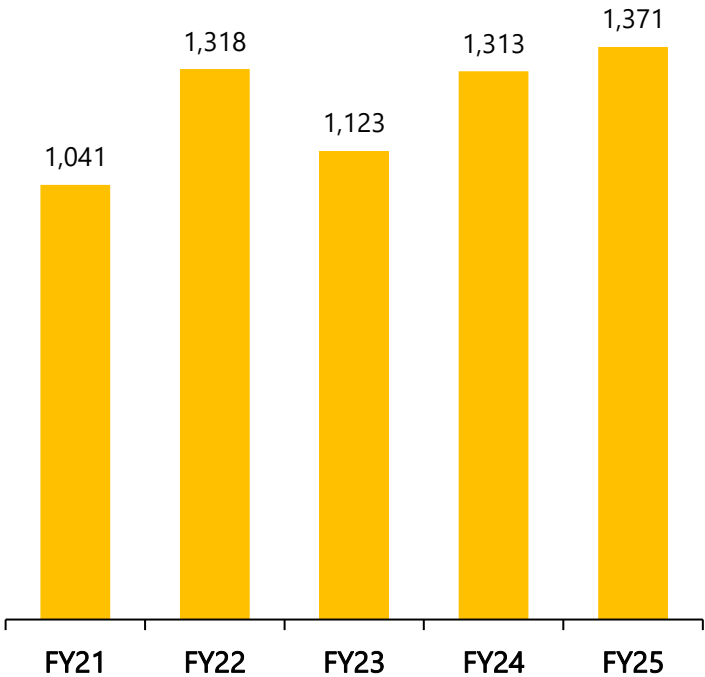
5 Year CAGR: **21.7%**



5 Year CAGR: **4.1%**



5 Year CAGR: **5.7%**





THANK YOU!



[Meeting Request Form](#)

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