



TOTAL TRANSPORT SYSTEMS LIMITED

**Q2 & H1 FY25
INVESTOR PRESENTATION**

NSE: TOTAL



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Commenting on the quarterly results, Mr. Makarand Pradhan, MD of Total Transport Systems Limited said,

"We are pleased to report strong financial performance for Q2 and H1 FY25, with revenue of ₹16,150 lakhs, reflecting a 34.5% QoQ and 79.1% YoY growth. EBITDA reached ₹348 lakhs, marking a 27.4% increase QoQ and 71.2% YoY, while PAT rose to ₹233 lakhs, reflecting a 15.5% QoQ growth, demonstrating our commitment to operational excellence and the successful execution of strategic initiatives. Our LCL Consolidation volumes totalled 67,613 CBMs for exports and 40,822 CBMs for imports, while both our FCL Freight Forwarding and Air Freight segments also showed strong gains, further strengthening our market position.

Looking ahead, we remain optimistic about sustained growth in the coming quarters. We are confident that our ongoing focus on innovation and operational efficiency will drive continued success. We extend our sincere thanks to our shareholders for their continued trust and support, and we are committed to building on this momentum to deliver lasting value."



01

Q2 & H1 FY25 Financials

- ❖ Q2FY25 Financial Performance
- ❖ H1FY25 Financial Performance
- ❖ Q2 & H1FY25 Volume Performance
- ❖ Business Verticals Turnover

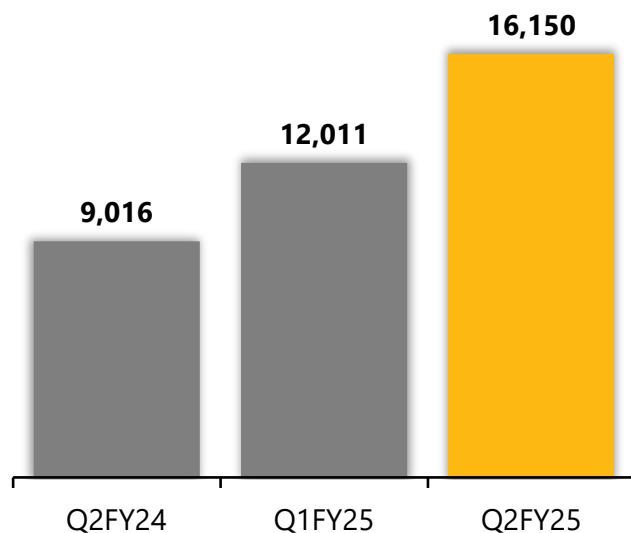




₹ in Lakhs

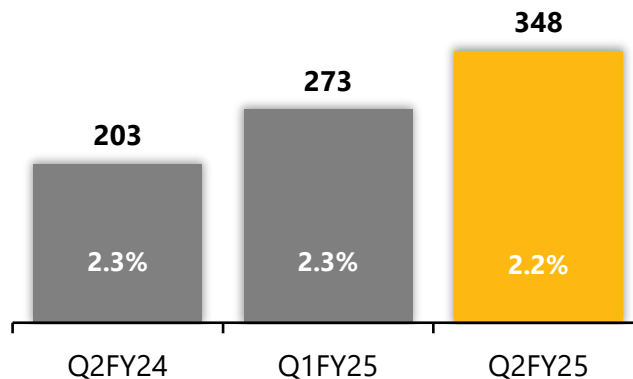
Revenue

↑ 34.5% QoQ ↑ 79.1% YoY



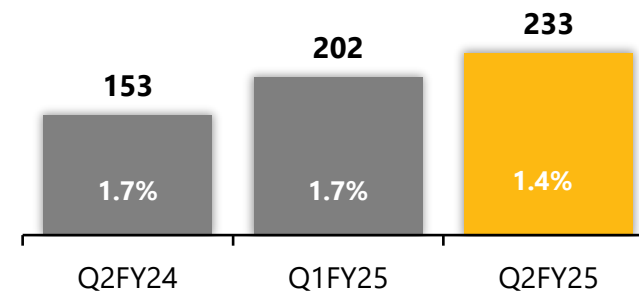
EBITDA & EBITDA Margin(%)

↑ 27.4% QoQ ↑ 71.2% YoY



PAT & PAT Margin(%)

↑ 15.5% QoQ ↑ 52.3% YoY

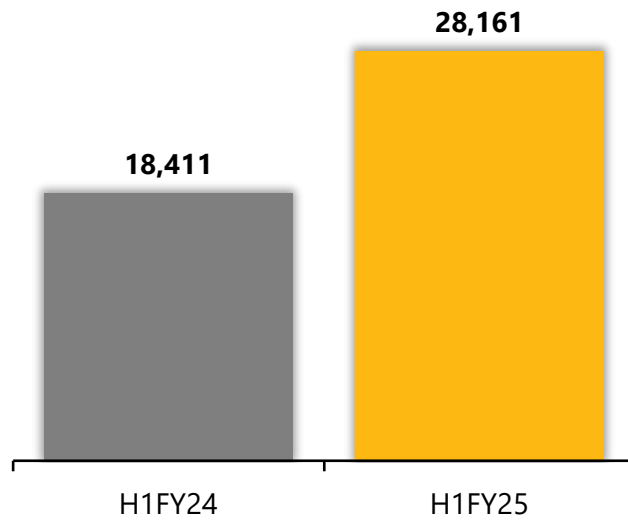




₹ in Lakhs

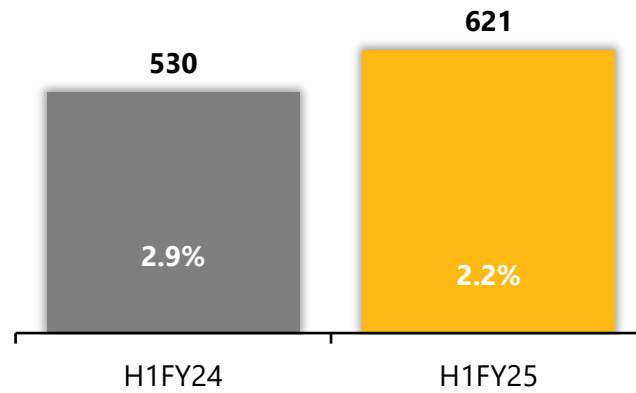
Revenue

↑ 53.0% YoY



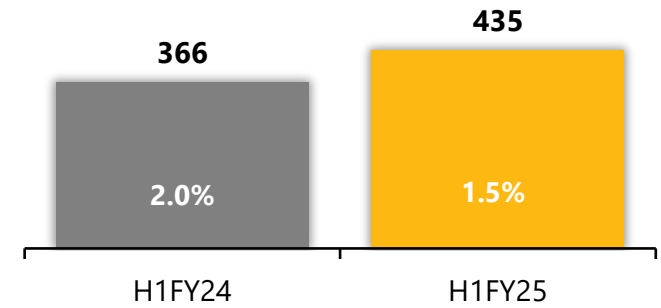
EBITDA & EBITDA Margin(%)

↑ 17.3% YoY



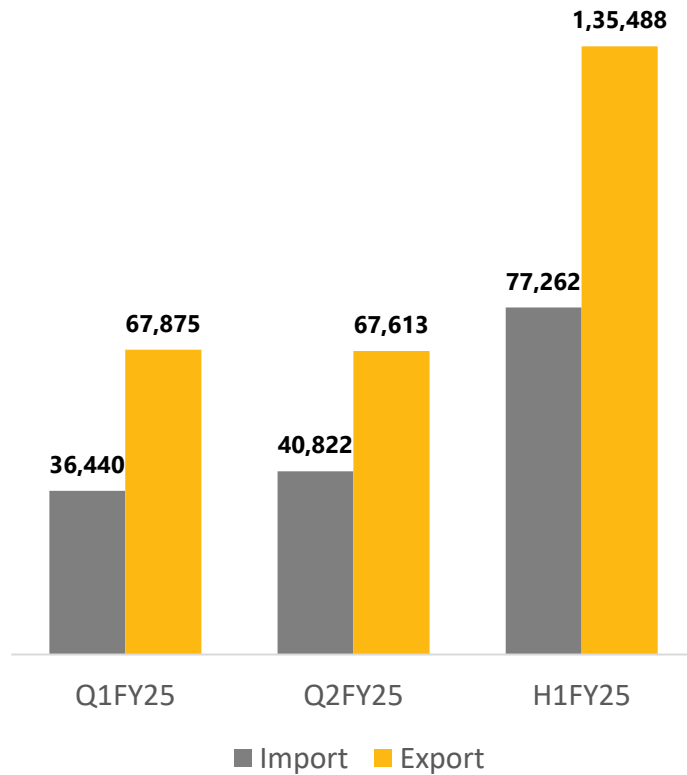
PAT & PAT Margin(%)

↑ 18.8% YoY

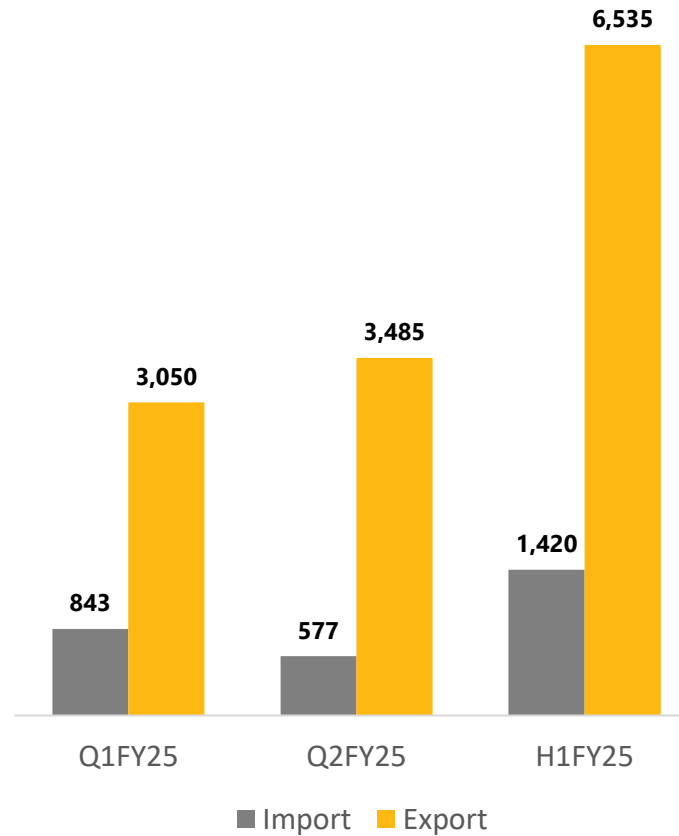




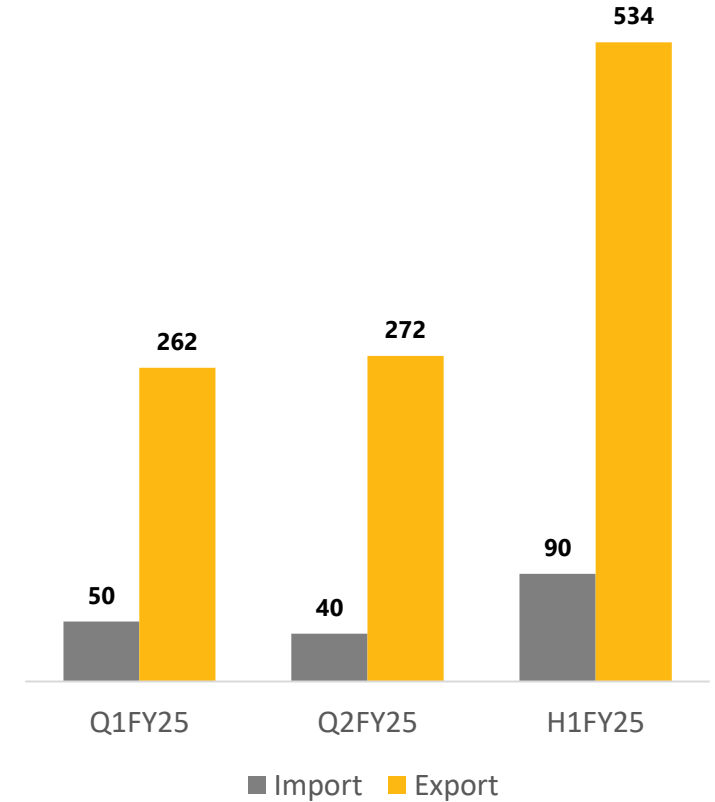
LCL Consolidation (in CBMs)



FCL Freight Forwarding (in TEUs)

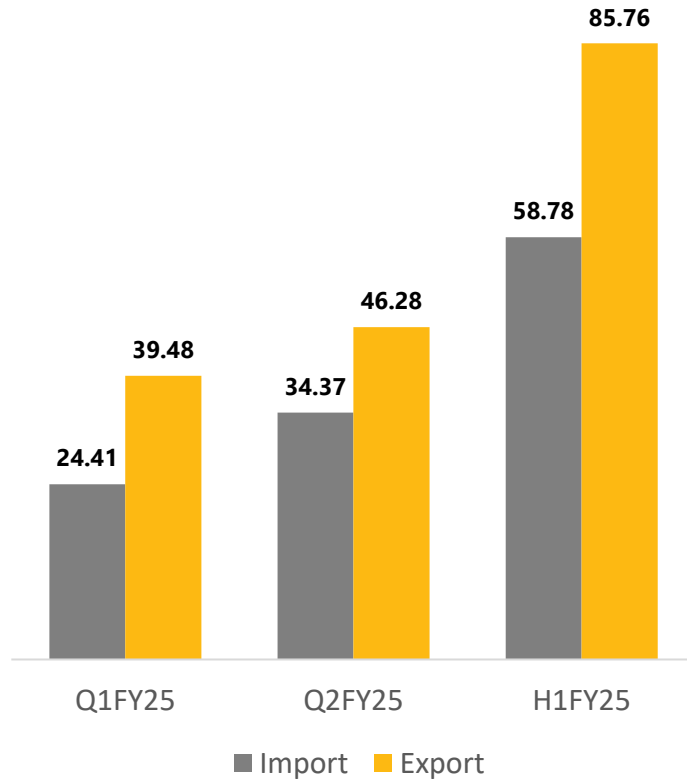


Air Freight (in Tons)

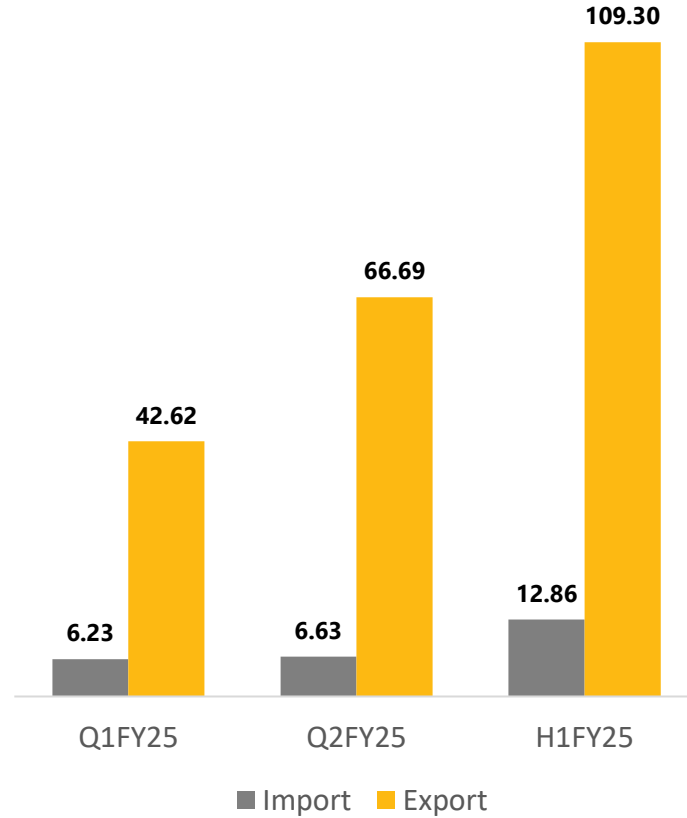




LCL Consolidation

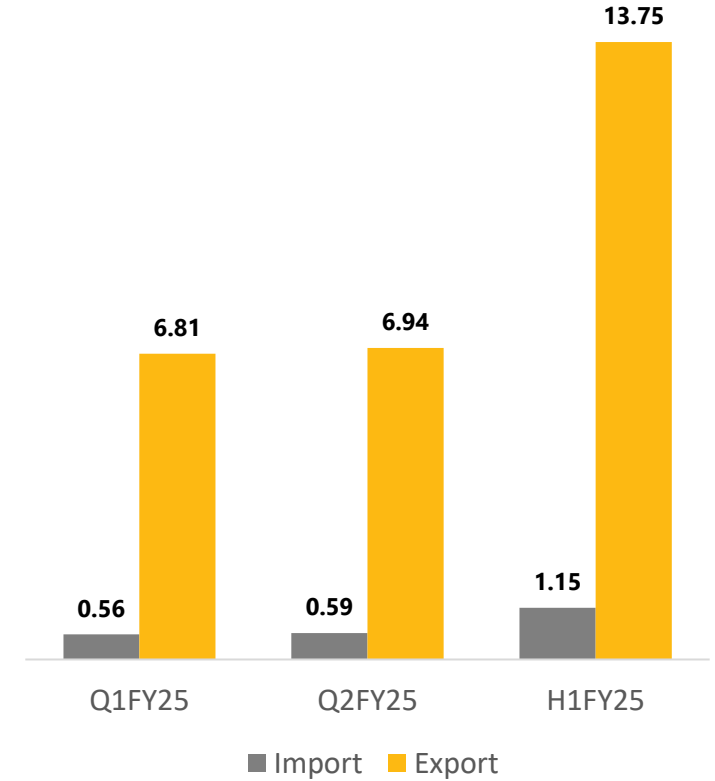


FCL Freight Forwarding



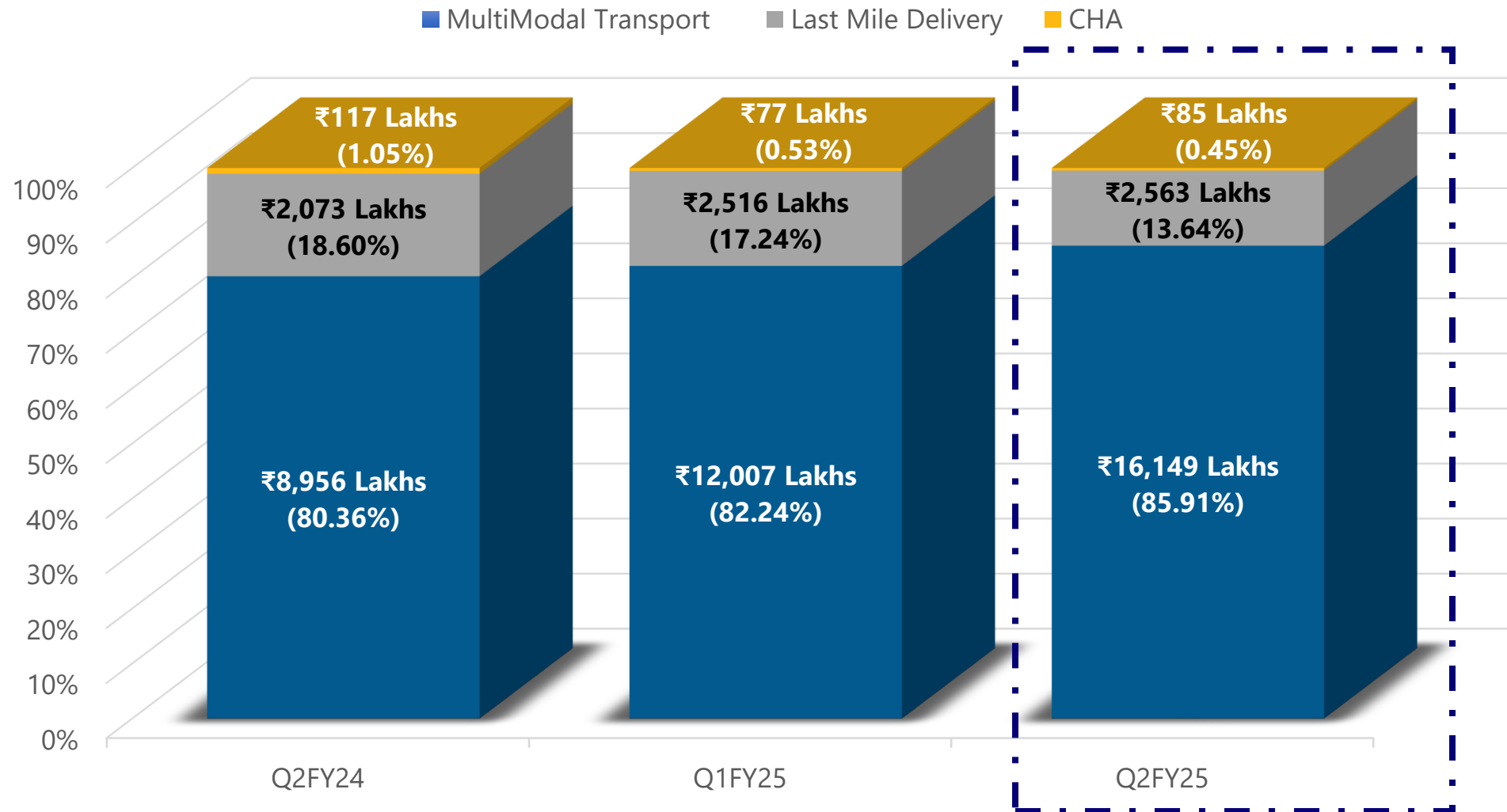
Air Freight

₹ in Crores





Consolidated Segmentwise Revenue



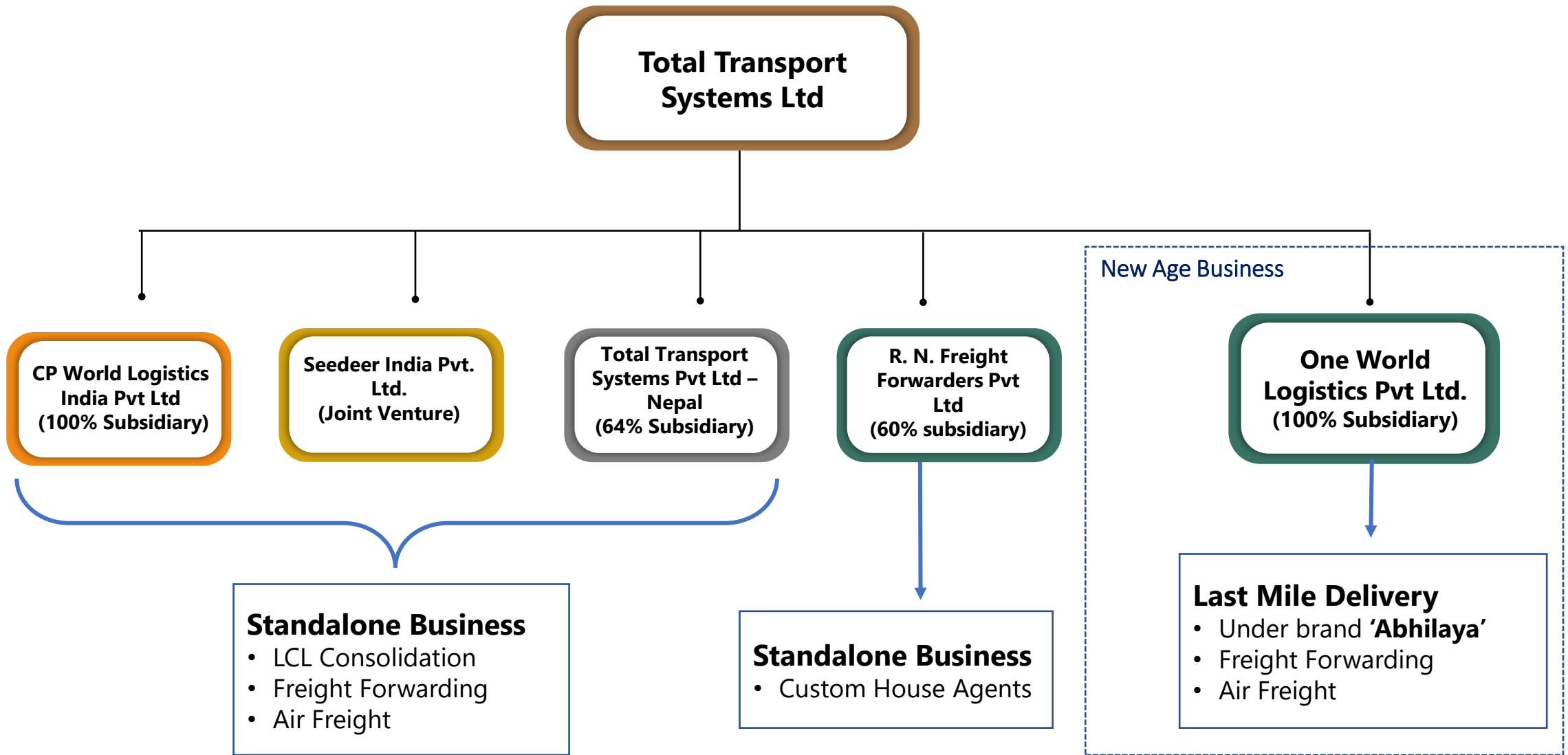


02

Company Profile

- ❖ Group Structure
- ❖ Company Overview
- ❖ Milestones
- ❖ Board of Directors
- ❖ Business Verticals







LCL Consolidation



Freight Forwarding



Air Freight



Last Mile Delivery - Abhilaya



One World Logistics Pvt Ltd

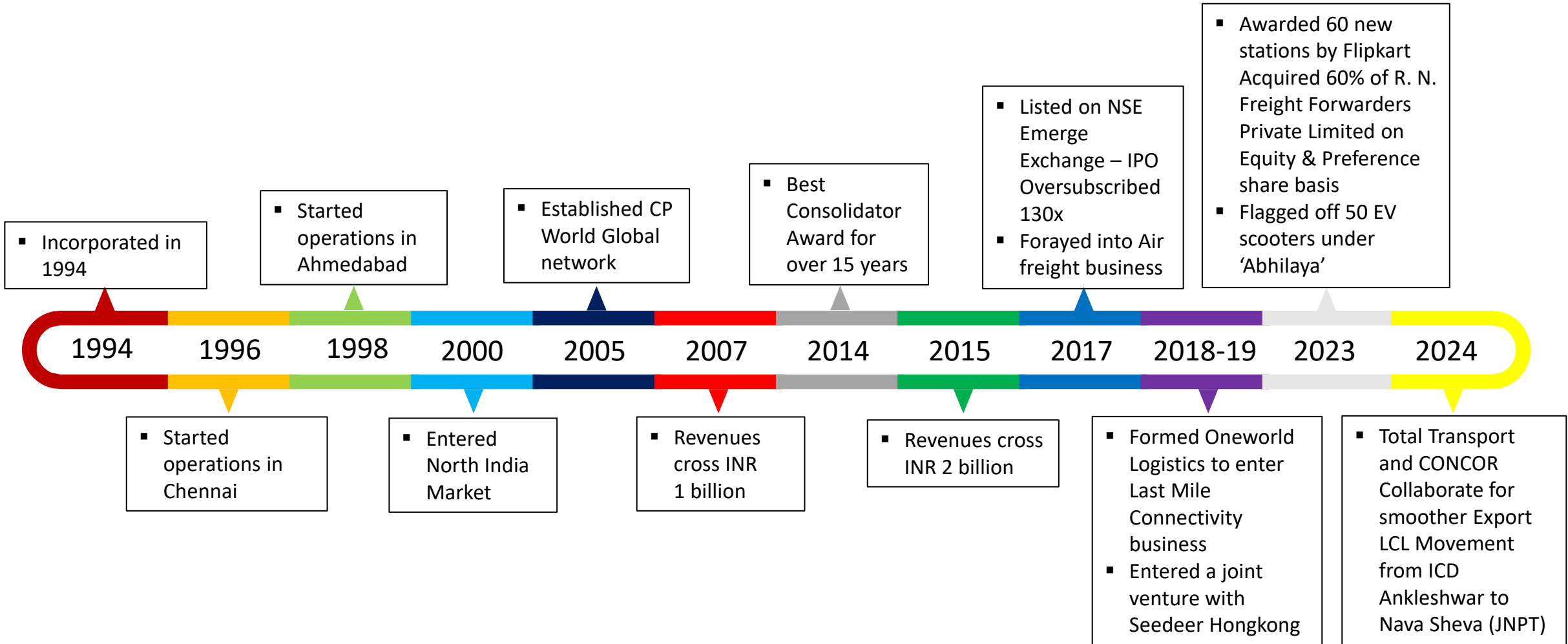
Standalone Business

Total Transport Systems Limited

- ❑ **Total Transport Systems Ltd (TTSL)**, established in 1994, is a prominent player in India's cargo market, having solidified its position in the logistics industry through an extensive network of partners.
- ❑ TTSL specializes in logistics services such as export and import cargo consolidation, full container loads, and air freight from India to global destinations.
- ❑ The company holds a Multi-Modal Transport Operator's License and an FMC license, enabling it to expand into new markets and efficiently manage groupage traffic.
- ❑ One World Logistics Pvt Ltd, focusing on last-mile delivery under the brand "Abhilaya" for major E-commerce platforms.
- ❑ TTSL has partnered with Seedeer (Hong Kong) E-Commerce Company Limited to form **Seedeer (India) E-commerce Private Limited**, enhancing its access to global supply chain activities in India.



For more Information
Please Scan





Makarand P. Pradhan – Promoter and Managing Director

- ❖ Director of Company since 1994 and has vast experience in Freight Forwarding and Logistics Industry, stretching over thirty years
- ❖ Oversees Business Policies and overall management of Companies
- ❖ Also associated with various Overseas Organisations and is in best position to lead the Company
- ❖ President of Consolidators Association of India
- ❖ 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 field of Freight Forwarding & Offshore operations and exposure to shipping industry.
- ❖ Responsible for Sales & Marketing across India and globe for Company
- ❖ Actively takes part in key managerial decisions of the Company



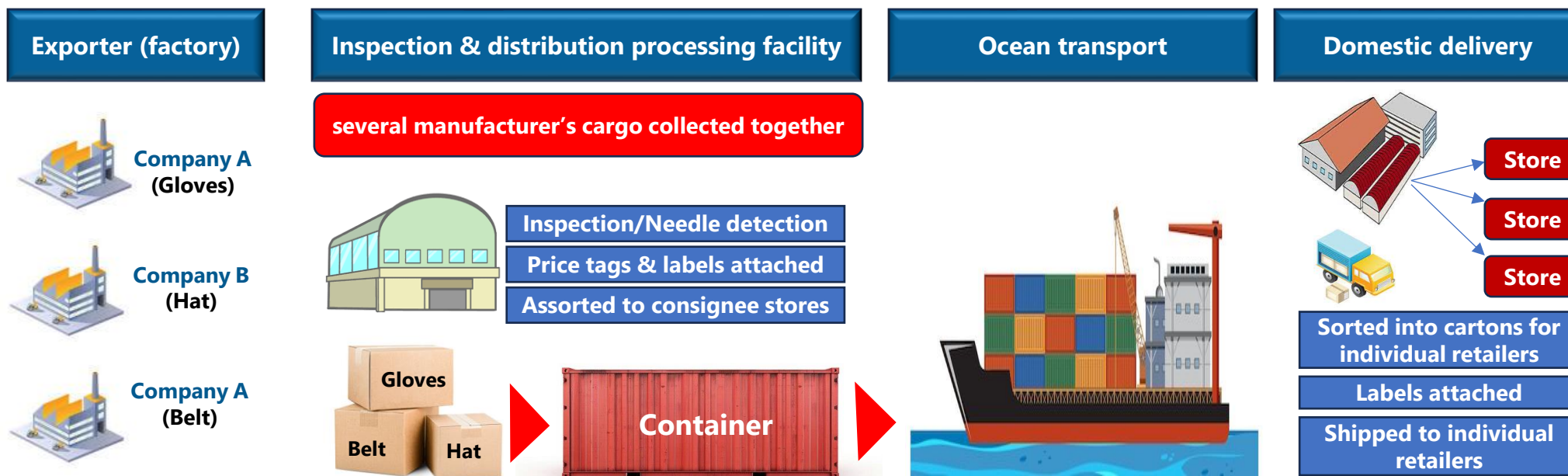
Shrikant D. Nibandhe – Promoter and CFO

- ❖ 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, leads various other functions like Corporate Communication and Human Resources
- ❖ Treasurer of Consolidators Association of India since Inception in 2003



- Cargo Consolidation for less than container loads (LCL) is one of core business activities of Company since inception, and garners good market share in India
- 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

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- Leveraging on its LCL leadership to achieve significant presence in Full Container Load (FCL) business as well
- Coordinates with various Shipping Lines, CFS agents and Vendors to provide effective and efficient logistic solutions to its end customers
- Strong buying capacity and controlled business enables them to obtain better rates from carriers
- Good knowledge and experience of moving cargos in inland Africa





- TTSL is an international air freight forwarding company providing professional and reliable international air freight import and export services across the globe.
- International Air Transportation Association (IATA) Accredited.
- It has centralized pricing and co-ordination desk in Mumbai for pan India operations.
- It has strong partners worldwide to provide the best possible solutions to its clients like DDP, DDU and Ex-Works as members of freight forwarding networks.
- Specialized team to handle any type of DGR cargo.
- Professional Airfreight handling team with over 15 years of experience.
- Focused to provide shortest turn around time to get shipments confirmed.





03

One World Logistics Pvt Ltd.

- ❖ About Abhilaya
- ❖ Products Offered
- ❖ Business Model
- ❖ Highlights

The Abhilaya logo is centered within a large, yellow, double-lined hexagonal frame. The word 'Abhilaya' is written in a stylized, orange and black font. Below it, the tagline 'WE MOVE THE LAST MILE' is written in a smaller, black, sans-serif font. The background of the slide features a large yellow arrow pointing to the right, partially overlapping the hexagonal frame.



New Business Segment

- Started Last Mile business in the first six months itself tied with prominent E-Commerce platforms like Amazon and Flipkart
- Last mile delivery – 147 stations for Flipkart.

“Abhilaya”

- Operated under brand “Abhilaya”
- India’s fast growing on-demand last-mile delivery solution provider offering tech-enabled delivery solutions for E-commerce, FMCG, Pharma and online & offline retailers



9.5 Millions+ Shipments

4,000+ Trained Associates

1,500+ Vehicles

1,500+ Pin Codes

As on 30th September 2024



Exclusive Distribution Service Partners (EDSP):

EDSP's are station owned by Company at place where shipments from ecommerce players are received for last mile delivery. Currently we operate through 55 EDSPs

Distribution Service Partners (DSP):

These are stations owned as Captive arms by Ecommerce players and Company picks up shipments from respective warehouses for final deliveries. Currently we operate through 20 DSPs.



DSP/EDSP

Shipments Picked from stations for final Delivery



Shipments Delivered



◆ Same Day Delivery (SDD)

Scope: Prime e-commerce delivery within municipal limits from a single pick-up point. Weight limit 2kg.

◆ Pincode Delivery & Reverse Pick-Up

Scope: Deliveries within 3 km to and from the origin pick-up point, food delivery. Weight limit 2kg.



◆ Building Delivery Stations in Tier-2 cities – RLMA

Scope: Prime e-commerce delivery and reverse pick-up within the taluka limits from a single pick-up point. Weight limit 2kg.

◆ E-commerce Reference Centres

Scope: Creating awareness with local marketing and catalogue promotions at taluka level for online companies.



◆ B2B Distribution

Scope: Deliveries within same GST state – LTL, FTL.

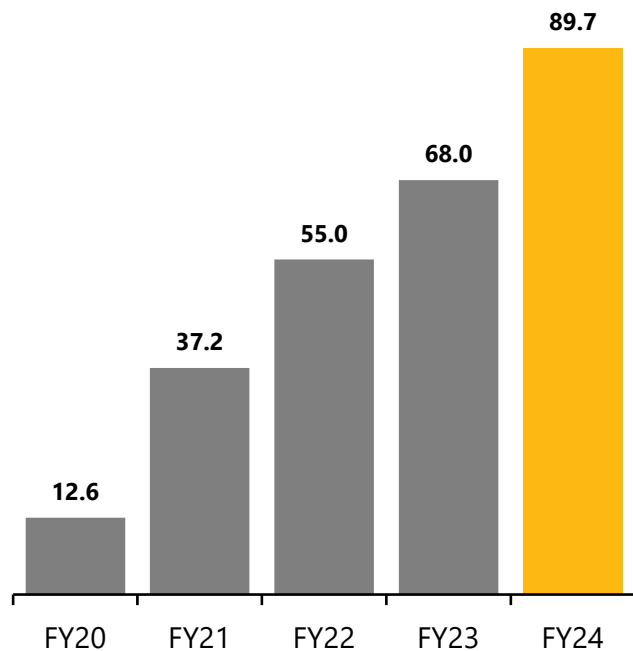


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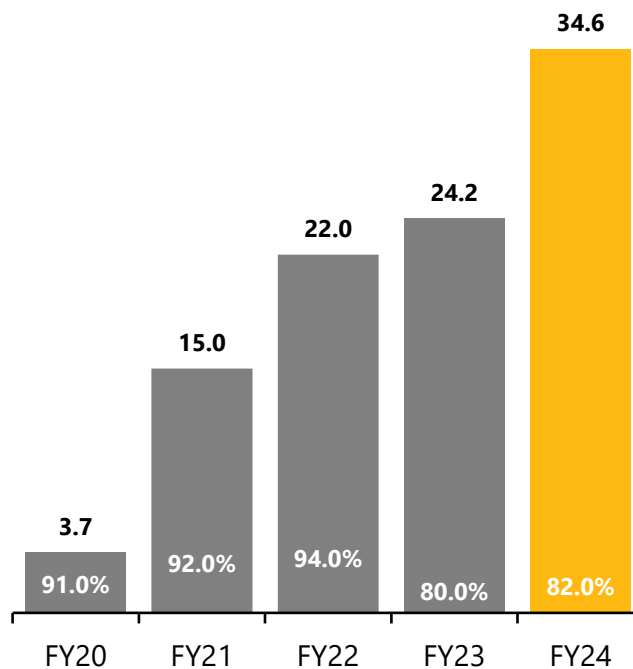




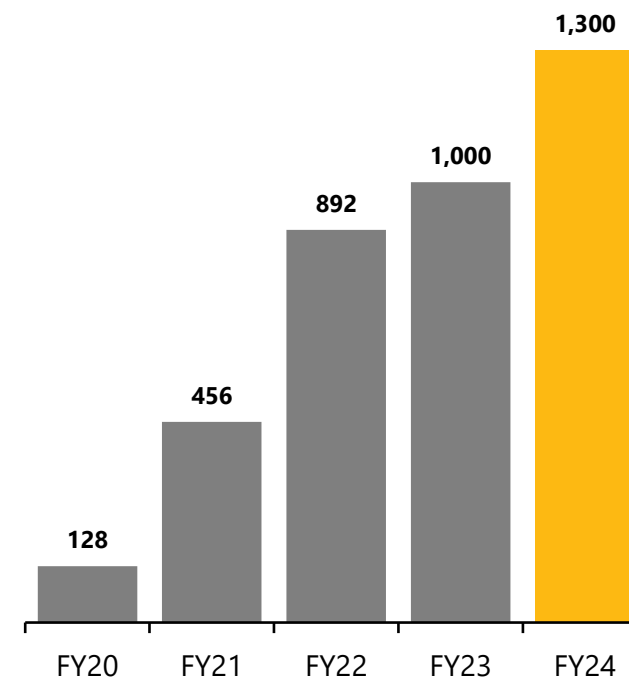
Revenue (₹ in Cr)



No. of Shipments (In Million) & Delivery Conversion

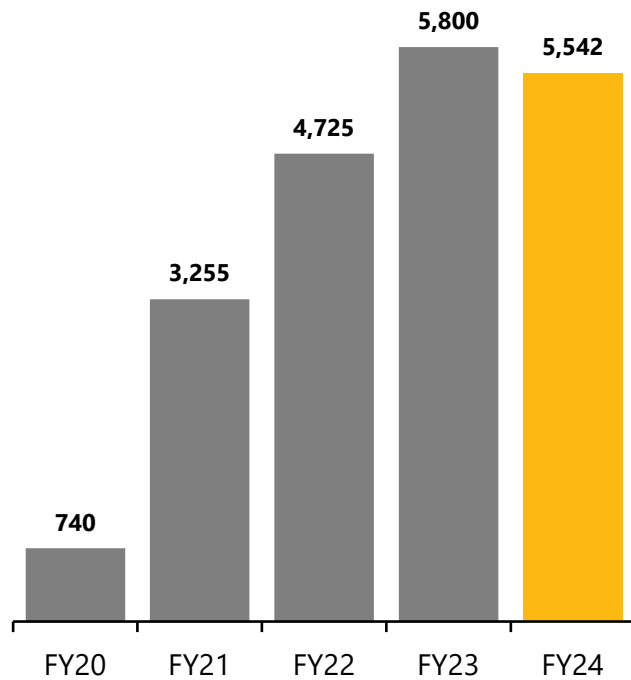


No. of Pincodes Served

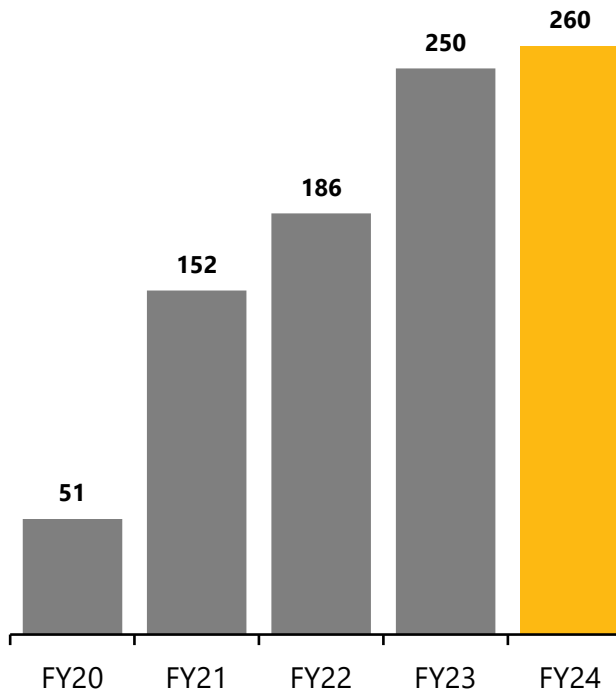




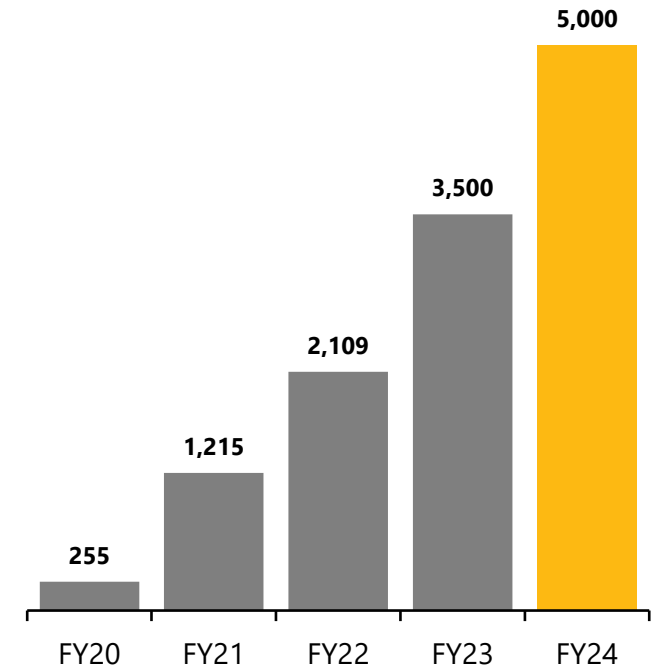
Gross Merchandise Value (₹ in Cr)



No. of Stations



No. of Associates





04

Historical Data

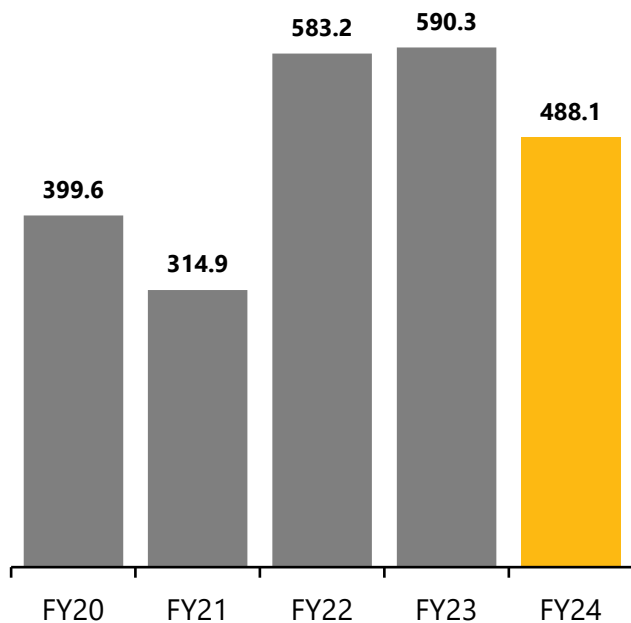
- ❖ Consolidated Financial Data
- ❖ Volume Data



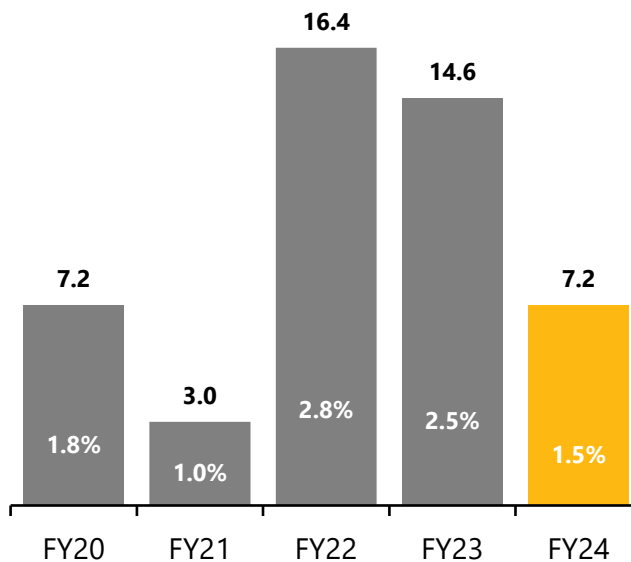


₹ in Cr

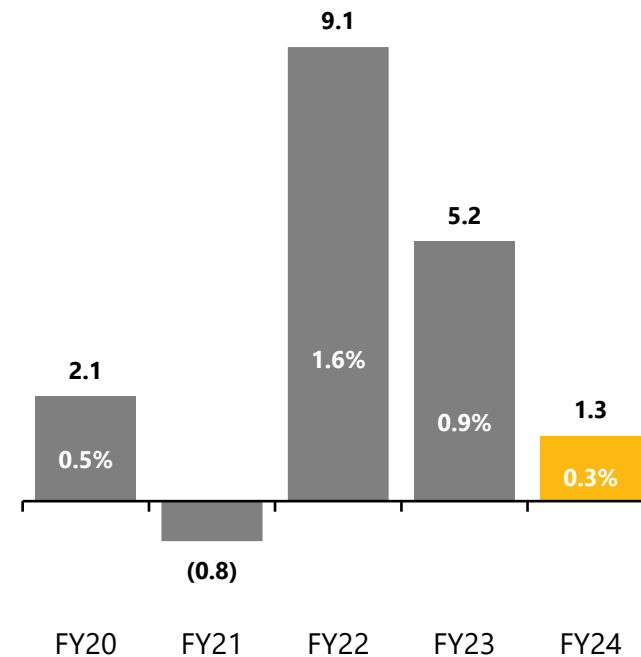
Revenue



EBITDA & Margin(%)

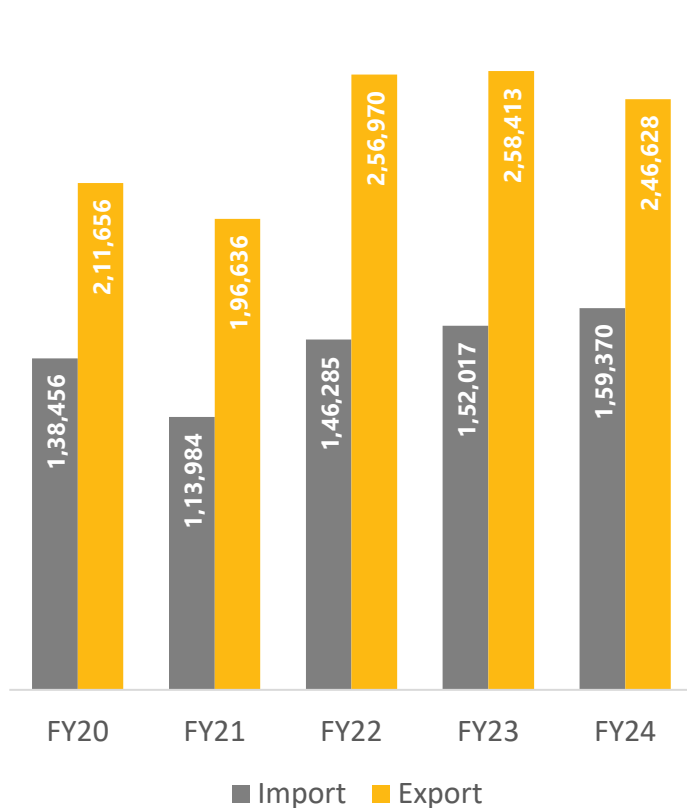


PAT & Margin(%)

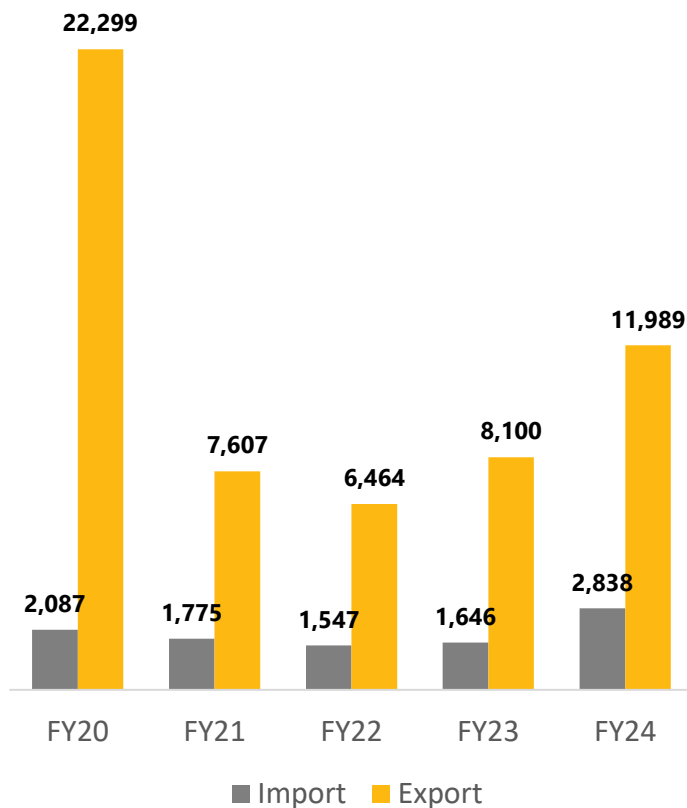




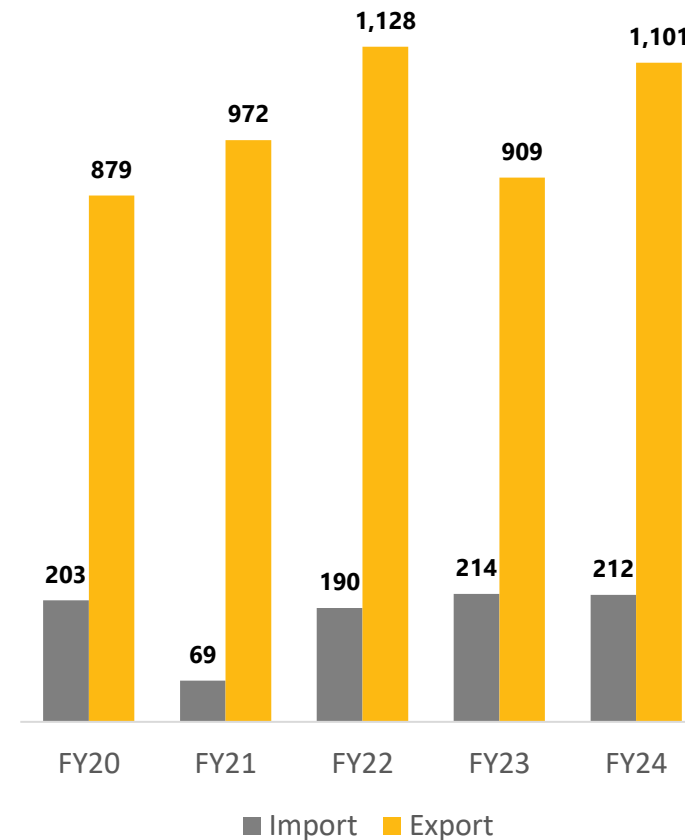
Consolidation (CBMs)



Freight Forwarding (TEUs)



Air Freight (Tons)



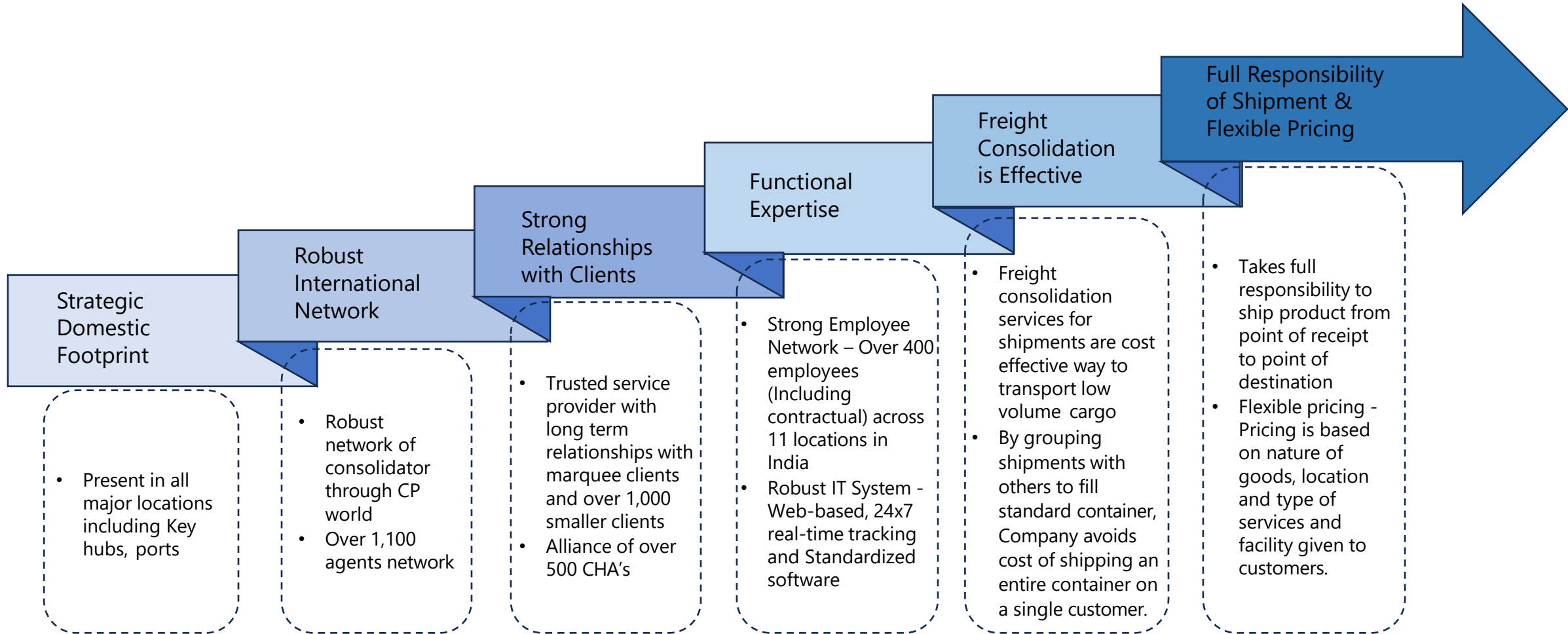


05

Growth Drivers

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







Marquee Clients







06

Annexure

- ❖ Standalone Income Statement
- ❖ Standalone Balance Sheet





Standalone Income Statement

Particulars (₹ in Lakhs)	Quarterly					Half-Yearly			Yearly
	Q2 FY25	Q1 FY25	QoQ	Q2 FY24	YoY	H1FY25	H1FY24	YoY	FY24
Revenue from Operations	16,149.8	12,011.1	34.5%	9,016.1	79.1%	28,160.9	18,411.4	53.0%	39,454.0
Multi-Modal & Transportation Expenses	14,337.9	10,366.0		7,509.0		24,703.9	15,266.6		32,938.6
Employee Cost	1,047.5	987.0		957.2		2,034.6	1,900.1		3,736.7
Other Expenses	416.2	384.8		346.6		801.0	714.9		1,737.3
EBITDA (Excluding other Income)	348.1	273.3	27.4%	203.3	71.2%	621.4	529.9	17.3%	1,041.4
EBITDA Margin %	2.2%	2.3%	(12) Bps	2.3%	(10) bps	2.2%	2.9%	(67) bps	2.6%
Other Income	115.5	133.4		164.7		248.9	222.3		483.1
Depreciation	78.1	75.2		73.2		153.3	128.7		314.8
Finance Cost	78.5	64.0		67.5		142.5	116.2		377.2
Profit Before Tax	307.1	267.5	14.8%	227.4	35.1%	574.5	507.3	13.3%	832.5
Tax	73.9	65.6		74.3		139.5	141.2		202.5
Profit After Tax [PAT]	233.2	201.9	15.5%	153.1	52.3%	435.0	366.1	18.8%	630.0
PAT Margin	1.4%	1.7%	(24) bps	1.7%	(25) bps	1.5%	2.0%	(44) bps	1.6%



Assets (₹ in Lakhs)	H1FY25	FY24	Equity and Liabilities	H1FY25	FY24
Non-current Assets	6,850.2	6,321.0	Equity	10,279.0	9,922.6
Property, land and equipment	1,523.6	1,651.7	Equity Share Capital	1,612.7	1,612.7
Capital work-in-progress	350.0	350.0	Other Equity	8,666.3	8,309.9
Right of Use Assets	11.7	15.4			
Other Intangible Assets	116.8	100.7	Non-Current Liabilities	779.2	739.6
Investments	3375.4	1,606.1	Borrowings	118.5	127.9
Loans	382.3	1,711.4	Lease Liabilities	5.0	9.1
Other Financial Assets	56.2	55.0	Provisions	655.7	602.6
Deferred Tax Asset (Net)	264.8	222.9			
Current Tax Assets (Net)	769.4	607.9			
Current Assets	11,790.0	9,803.1	Current Liabilities	7,582.0	5,461.9
Investments	204.4	275.6	Borrowings	3,094.8	2,629.8
Trade Receivables	10,215.2	7,332.9	Lease Liabilities	7.8	7.3
Cash and Bank Balance	1,121.9	1,924.9	Trade Payables	3,846.9	2,318.8
Loans	19.6	14.1	Other Financial Liabilities	347.1	242.7
Other Financial Assets	19.2	56.4	Other Current Liabilities	169.9	157.3
Other Current Assets	209.6	199.2	Provisions	115.5	106.1
Total Assets	18,640.2	16,124.1	Total Equity and Liabilities	18,640.2	16,124.1



THANK YOU!

For further information, please contact:

Total Transport Systems Limited

Mr. Bhavik Trivedi

Company Secretary

L: 022 6644 1500

E: bhavik.trivedi@mum.ttspl.in

W: www.ttspl.in

Rik Consultancy & Advisory Services LLP

Mr. Ashish Singh

Investor Relations Consultant

M: +91 83293 85762

E: ashish.singh@rikcapital.in

W: www.rikcapital.in

