



Total Transport Systems Limited

Member of the C. P. World Group

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Mumbai 400 072. Maharashtra, INDIA.

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CIN : U63090MH1995PLC091063

25th January, 2018

To,
The Manager
Listing Compliance Department
National Stock Exchange of India Limited
Exchange Plaza
Bandra Kurla complex, Bandra (East)
Mumbai- 400051

SYMBOL: TOTAL

Sub: Intimation for Investor Presentation pursuant to regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

Respected Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 Please find attached herewith the Investor presentation of the Company.

We request you to please take the above information on your record.

Thanking you,

Yours faithfully,

For Total Transport Systems Limited

B. S. Trivedi

Bhavik Trivedi

Company Secretary & Compliance Officer



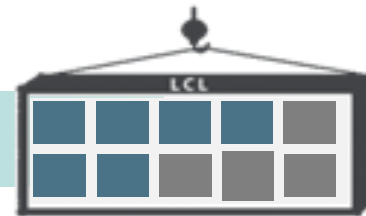
Total Transport Systems Limited



Investor Presentation January 2018



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Systems Limited*

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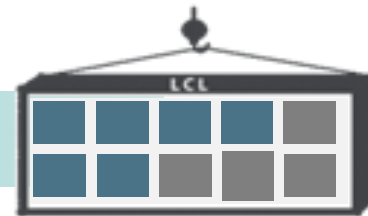
A red Kalmar container handler is shown in profile, lifting a large white shipping container. The container is tilted upwards by the handler's boom. The handler has large, heavy-duty tires and a visible operator's cab. The background is plain white.

01

Company Overview



About The Company



**Total Transport
Systems Limited**

- **Incorporated in 1994** – reputed name in Indian Logistics Industry, located in Mumbai - Engaged in **LCL, FCL, Freight Forwarding, Deconsolidation** business for both exports and imports

- First Company to be listed on **NSE Emerge exchange** which has huge “**LCL**” revenue play

- **Pan-India presence with 11 own offices** and 7 associate offices
- CP World network provides access to **39 countries in 81 global locations**

- **Employs 401 (including contractual)** employees in India alone. Highly experienced Key managers and staff managing timely delivery at any destination

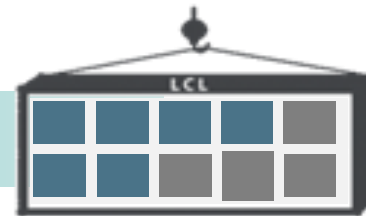
- Sizeable market share in India's LCL segment and **among leading players in cargo consolidation**

- Represent **world's 5th largest consolidators** network named “**I Cargo Alliance**”, with **89 countries with 166 offices**





Key Milestones



Total Transport
Systems Limited

Rapid Customer Acquisitions

Growing International Network

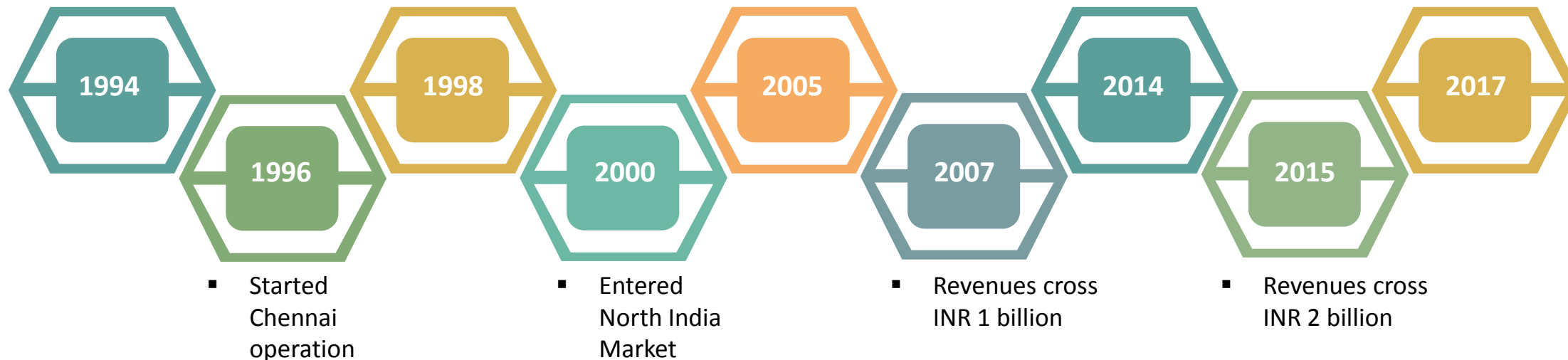
- Incorporated in 1994

- Started Ahmedabad operation

- Established CP World Global network

- Best Consolidator Awards for over 15 years

- Listed on NSE Emerge Exchange – IPO Oversubscribed 130x
- Ventured in new service – Air freight

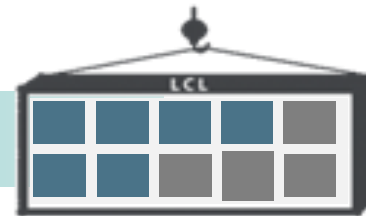


Domestic Footprint

Rapid Growth in Scale



Experienced Management Team



**Total Transport
Systems Limited**



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
- Overseas Business Policies and overall management of Companies
- Also associated with various Overseas Organisations and is in best position to lead Company
- President of Consolidators Association of India
- Chairman of CP World Group and I Cargo Alliance

Sanjiv A. Potnis

Promoter and Executive 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. Serving as President of Bombay Freight Brokers Association
- Responsible for Sales & Marketing across India and globe for Company
- Actively takes part in key managerial decisions in Company



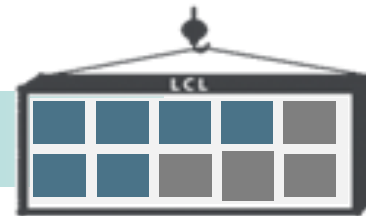
Shrikant D. Nibandhe

Promoter, Executive Director & CFO

- Diverse experience of thirty years in Logistics, Freight Forwarding and Management of Container Freight Stations (CFSs)
- Associated with since 1998 and 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



Experienced Management Team



**Total Transport
Systems Limited**



Nitin Phadke

Vice President - Finance

- Strong experience of 27 years in Accounting and Finance, out of which 21 years is in Freight forwarding industry
- Actively involved in setting up of process and system in each of the company
- Worked with Leading freight forwarders

Kanchan Kulkarni

General Manager – Air Freight



- Rich experience of over 32 years in Freight forwarding industry
- Strong expertise is in Air Freight business for over 26 years
- Responsible for business Development and actively involved in developing overseas partners and network for the Airfreight business

Mr. Kaushal Buch

General Manager – Sea Freight

- More than 20 years of experience in Freight forwarding and cargo consolidation field
- Responsible for business development both in India and overseas
- Working with Total Transport Systems Ltd for equal number of years and heading Sea Freight , India

Vijay Veragiwala

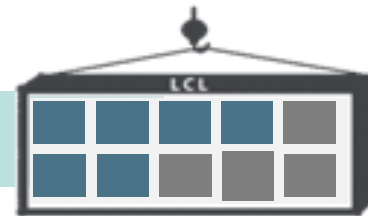
Regional manager



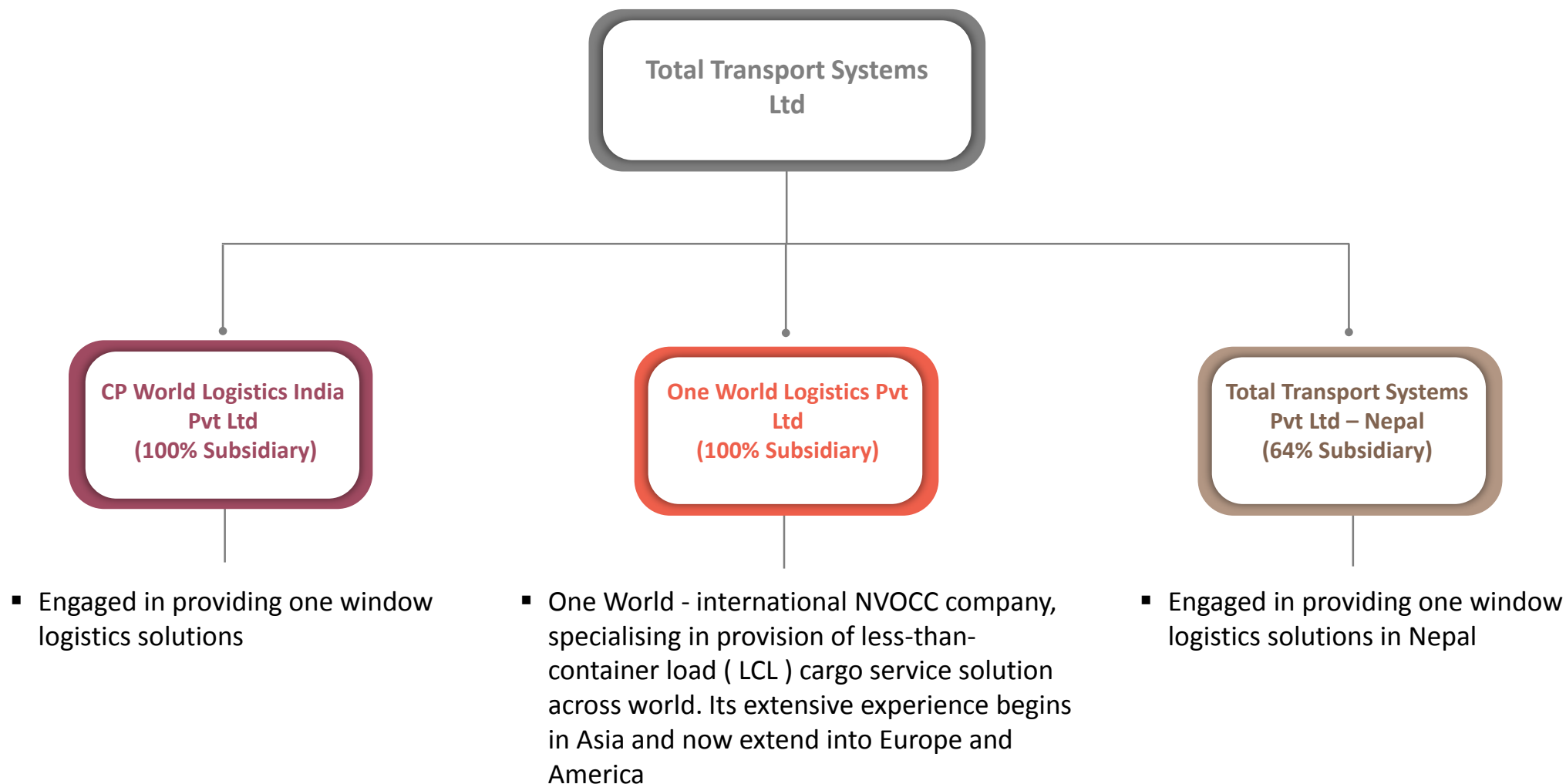
- Vast experience of over 38 years Shipping, forwarding and consolidation activity
- He is with Total Transport Systems Limited since 2003 and key member of a team
- Regional manager for Eastern India, Nepal and Bhutan and responsible for Pune market



Group Structure

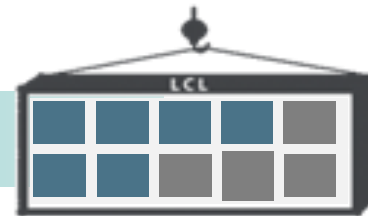


**Total Transport
Systems Limited**





Awards and Recognitions



**Total Transport
Systems Limited**

Year	Award	Achievements
2009-10	Concor Awards (EXIM)	Best LCL Consolidator 1 st position
2009-10	Concor India- South Region Award	LCL Consolidator 2 nd Position
2010-11	Concor Awards (Daily Shipping Times)	Best LCL Consolidator 1 st position
2011-12	Concor Awards (Daily Shipping Times)	Best LCL Consolidator 1 st position
2012	Gujarat Star Awards (Daily Shipping Times)	Best LCL Consolidator of Year (Gujarat)
2012	South East Cargo and Logistics Award	Best LCL Consolidator 1 st position
2012-13	Concor Awards (Exim)	Best Consolidator LCL Exports 1 st position
2012-13	Concor Awards (Exim)	Best Consolidator LCL Imports 1 st position
2013-14	Concor Awards (Daily Shipping Times)	Best Consolidator LCL Exports 1 st position
2013-14	Concor Awards (Daily Shipping Times)	Best Consolidator LCL Import 2 nd position
2013-14	Concor Awards (Daily Shipping Times)	Direct LCL Console 3 rd position
2014	Gujarat Star Awards (Daily Shipping Times)	Best LCL Consolidator of year(Gujarat)
2014-15	Concor Awards (Exim)	Direct LCL Console 1 st position
2014-15	Concor Awards (Exim)	Best Consolidator LCL Import 2 nd position
2014-15	Concor Awards (Exim)	Best Consolidator LCL Exports 1 st position
2015	Gujarat Star Awards (Daily Shipping Times)	Best LCL Consolidator of year (Gujarat)
2015	South East Cargo and Logistics Award	Best LCL Consolidator 1 st position
2015-16	Concor Awards	Best Consolidator LCL Exports 1 st position
2015-16	Concor Awards	Best Consolidator LCL Import 2 nd position
2016	South East Cargo and Logistics Award	LCL Consolidator Import Finalist
2016	South East Cargo and Logistics Award	LCL Consolidator Export Finalist
2016	Logistics Asia awards	LCL Consolidator
2017	India Mari-Time Awards	LCL Consolidator

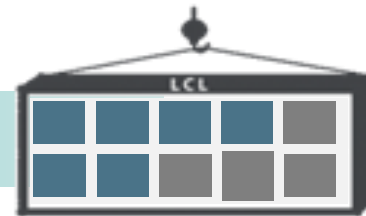
The background of the slide is a photograph of a wall. The wall is covered with numerous small, square tiles in various colors including red, orange, yellow, green, and grey. In the bottom right corner of the image, there is a large, illuminated logo consisting of two interlocking triangles forming a hexagon, with the text 'CP WORLD' in bold, black, 3D block letters below it.

02

Business Overview



Business Offerings



**Total Transport
Systems Limited**



**Total Transport
Systems Limited**

**Cargo
Consolidation
(LCL) 70%***

**Freight Forwarding
(FCL & Projects)
25%***

**Air
Freight
5%***

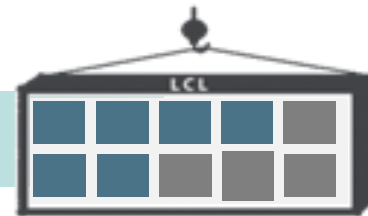
**Imports
40%***

**Exports
60%***

**Started
operations in
Aug'17**

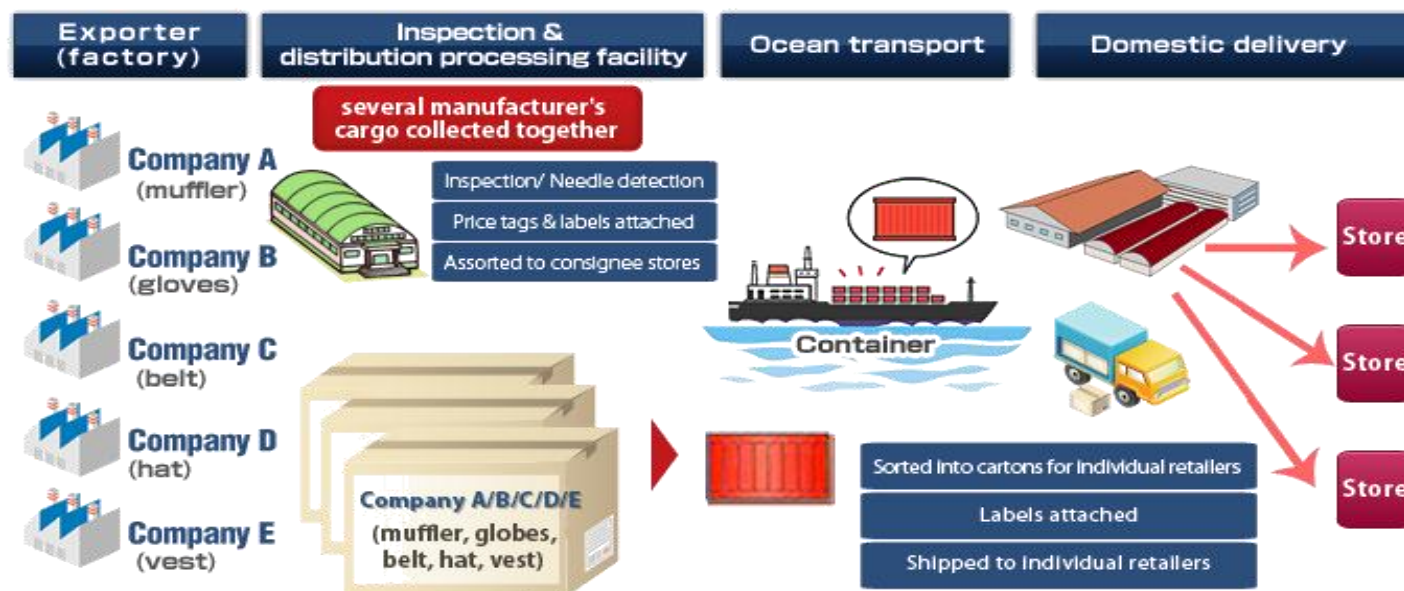


Services Offered – Cargo Consolidation



Total Transport
Systems Limited

- **Core business activity** since inception
- Consolidates shipments for more than **1,100 destinations worldwide**
- **Market leader** with sizeable market share across all major locations in India
- Over **10% market share** at major locations in India
- Contributes **60-65% of total turnover** as on March 31, 2017
- Strong Global Presence – Network across **89 countries with 166 offices**
- **TTSL/CP World** receives Less-than-Container-Load (LCL) cargo from various freight-forwarders
- Tie-ups with leading shipping lines **Maersk, MSC, NYK, Hapag Lloyd, Hyundai, CMA –CGM, Cosco**

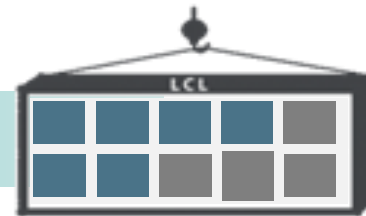


Cargo Consolidation

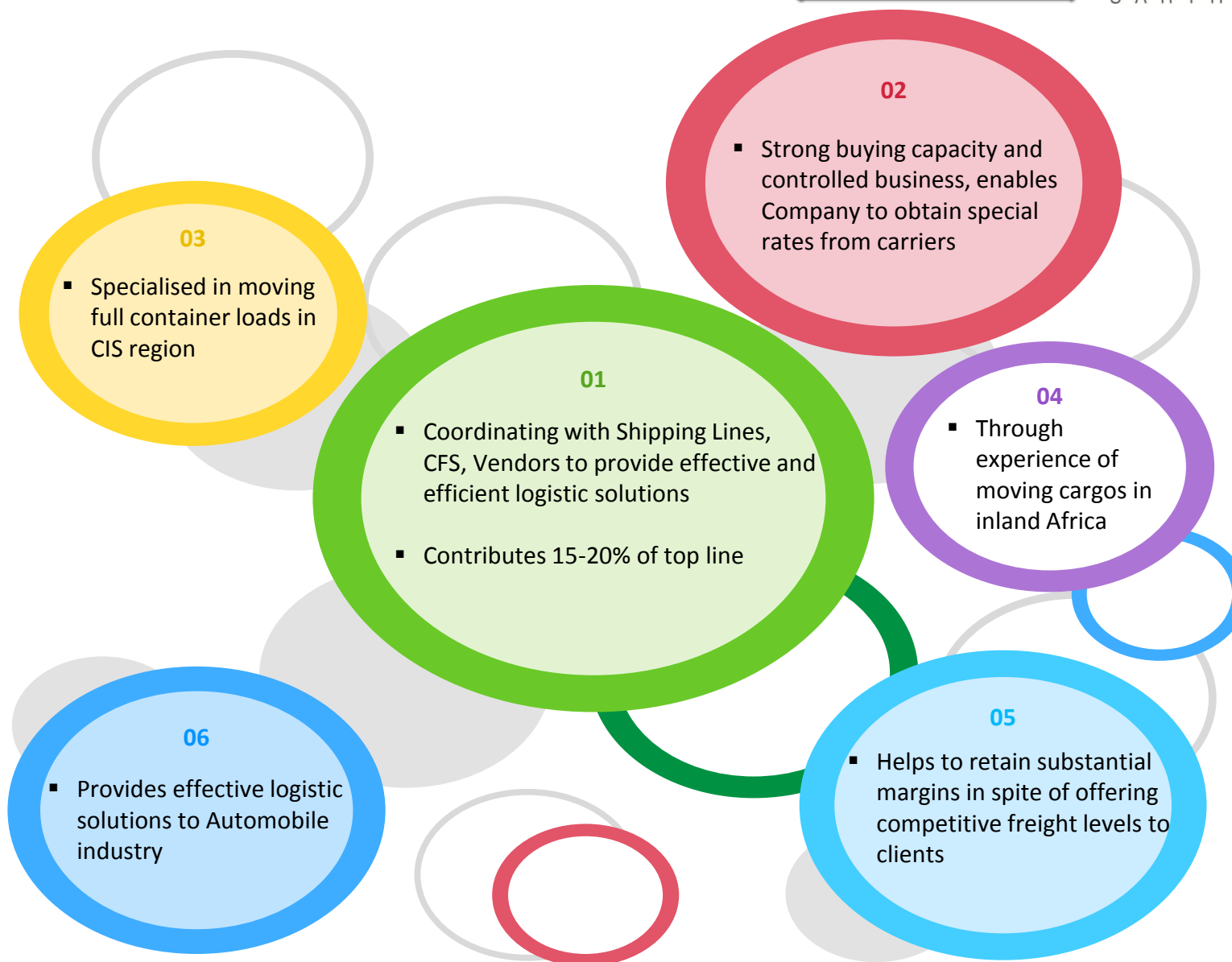
Focus geographies – CIS
countries
Africa
Afghanistan



Services Offered – Freight Forwarding

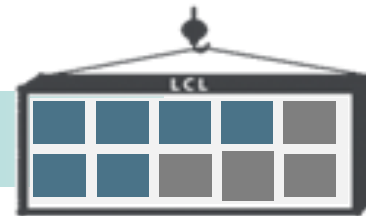


Total Transport
Systems Limited





Services Offered – Air Freight



**Total Transport
Systems Limited**



- Proficient Airfreight handling team with over 15 years rich experience
- Specialized team to handle any type of DGR cargo
- Strong network partners worldwide to provide best possible solutions to clients
- Strong ability to handle any imports or exports to/from any International airport across globe

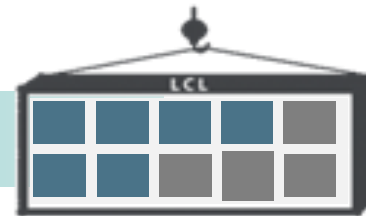


- IATA Accredited
- Strong partners worldwide to handle DDP, DDU and Ex-Works as members of freight forwarding networks
- Centralized pricing and co-ordination desk in Mumbai for pan India operations
- Focus to provide shortest turn around time to get shipments confirmed





Key Strengths



**Total Transport
Systems Limited**

Expertise in business

- More than 20 years of expertise in logistics industry in dealing with global clients
- High Entry barrier for new entrants

Strong Client Relationships

- Long term relationships with marquee clients.; Over 1,000 smaller clients
- Alliance of over 500 CHA's

Robust International Network

- Robust network of consolidator through CP world
- Over 1,100 agents network

Functional Expertise

- **Strong Employee Network** – Over 400 employees(Including contractual) across 11 locations in India
- **Robust IT System** - Web-based, 24x7 real-time tracking and Standardized software

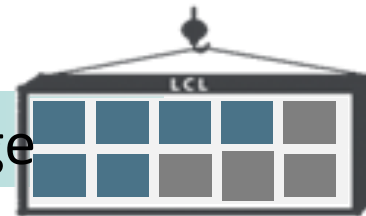
Strategic Domestic Footprint

- Present in all major locations including Key hubs, ports





CP World Global Network – An Advantage

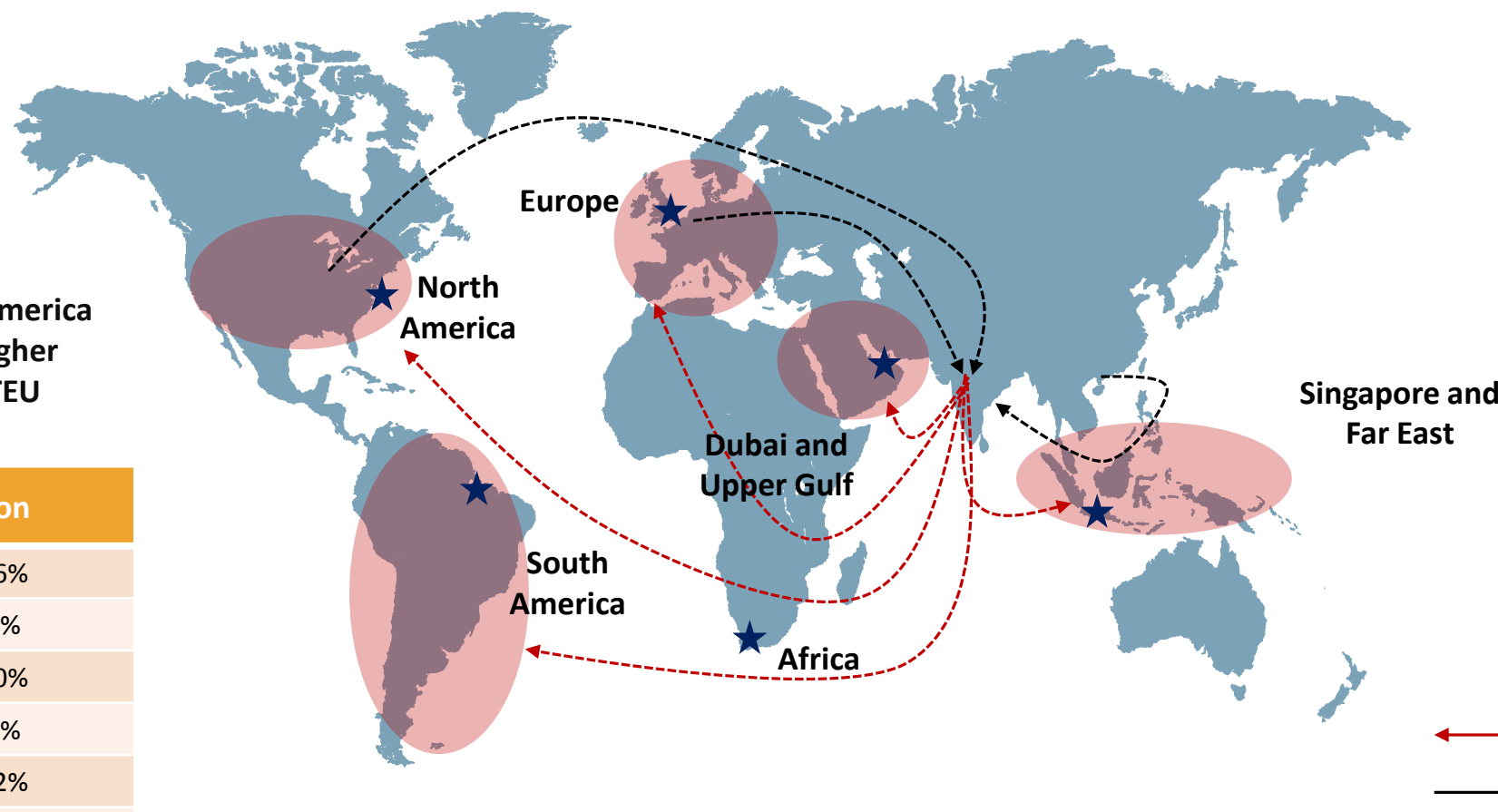


Total Transport
Systems Limited

N. America, S. America
routes give higher
margin per TEU

CP World Contribution

CP World Contribution	
Asia	36%
Oceania	8%
Europe	20%
Africa	2%
America	12%
South America	10%
Middle East	12%

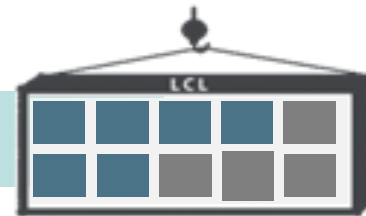


← Export
→ Import

- Traditionally major routes: Dubai & Upper Gulf, Singapore & Far East
- Increasingly plying longer routes: North America, South America, Europe
- South Africa and other African countries also getting more traffic



Reciprocal Relationship



Total Transport Systems Limited

Membership to exclusive networks



Strong Agent Network



Greater market power

Greater trust, reliability & exclusivity

Global reach through one-to-one relationships

Contender for top position

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)

- 180+ agents connecting 1,100 locations in 39 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, S. America

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



Mr. Makarand Pradhan
Group Chairman
CP World



Mr. Ken Chiang
Group CEO
CP World



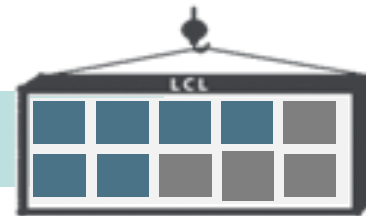
- Strong global network
- Staff of 1,250 personnel
- Singapore, Hong Kong, Busan and Jebel Ali - Main trans-shipment hubs
- Access to exclusive cargo from/to S.E. Asia, Australia, Gulf states, Europe, Americas



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



Strong Client Relationships



**Total Transport
Systems Limited**

**Custom Brokers and
Freight Forwarders**

Easy customer access

- **30% of total export tonnage through own network**

Deep-rooted client relationships

- **Around 50% of customers with Group for >5 years**

Trusted service provider

- **Low rate of customer attrition**

■ **Relationships with Custom Brokers**

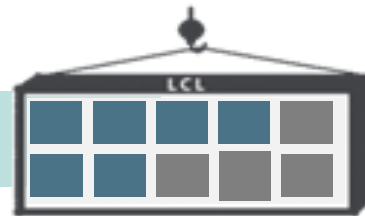
- Both FCL and LCL
- Majority of clients ship 60-70% of their cargo through TTSL

■ **Relationships with freight forwarders**

- Majority of TTSL's freight forwarder customers, forward their cargo through TTSL and have been associated with organisation for a long time



Marquee Clients

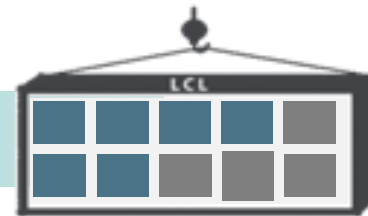


Total Transport
Systems Limited



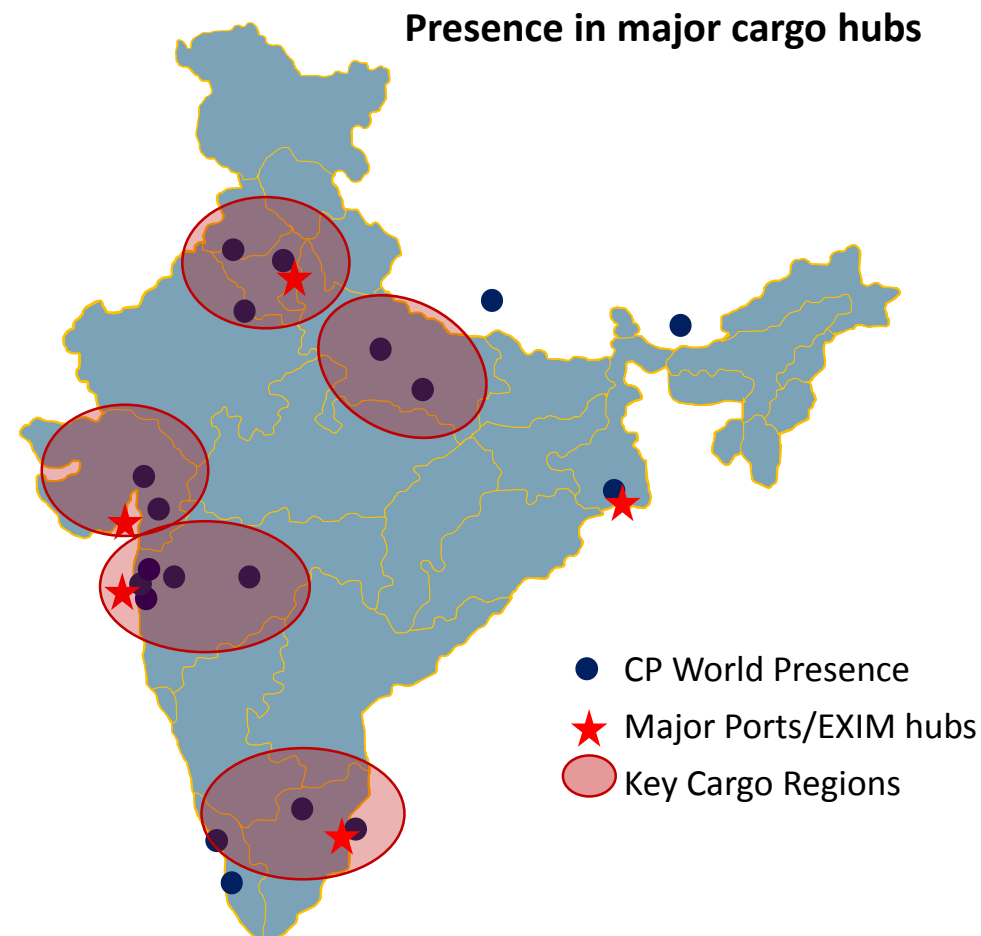


Strategic Footprint in India



Total Transport
Systems Limited

- **Cargo Sourcing:** 17(including CP World) offices that cover key cargo (export) hubs:
 - **North:** Engineering goods, auto and auto components marble, textiles, agri, pharmaceuticals
 - **West:** Chemicals, textiles, engineering and auto
 - **North Central:** Agri goods, textiles, engineering, carpets
 - **South:** Engineering goods, textiles, auto and auto components
 - **East:** Textiles, jute products, leather, iron & steel
- **Strategic tie-ups:** To provide port based services such as trailer transport, container transport etc.



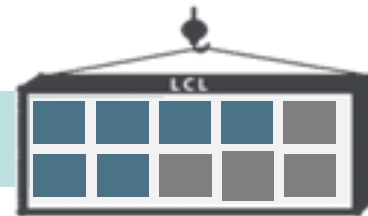


03

Half Yearly Financial Highlights

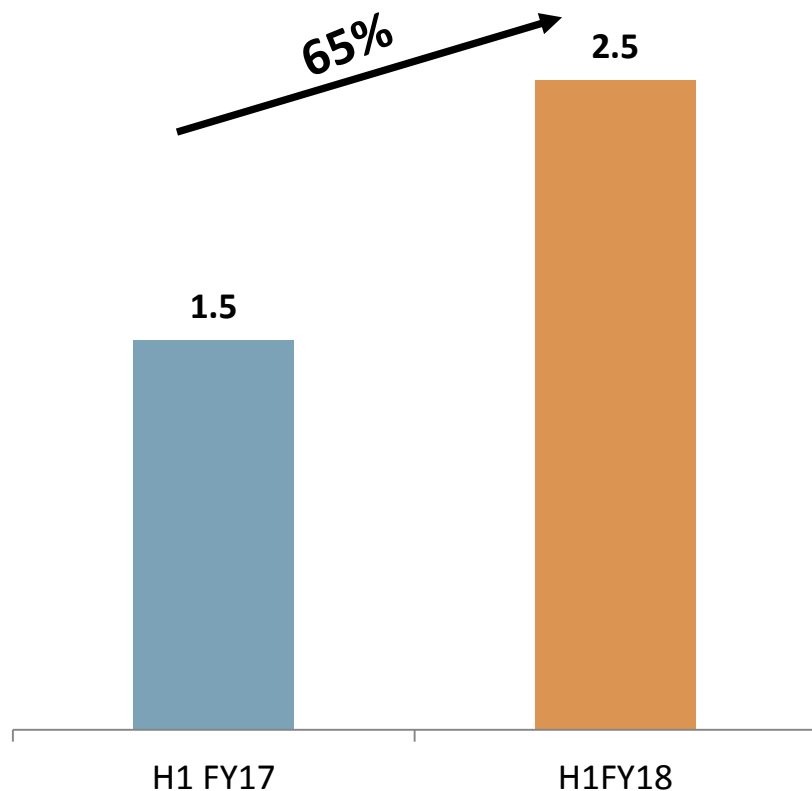


Half Yearly Performance Metrics

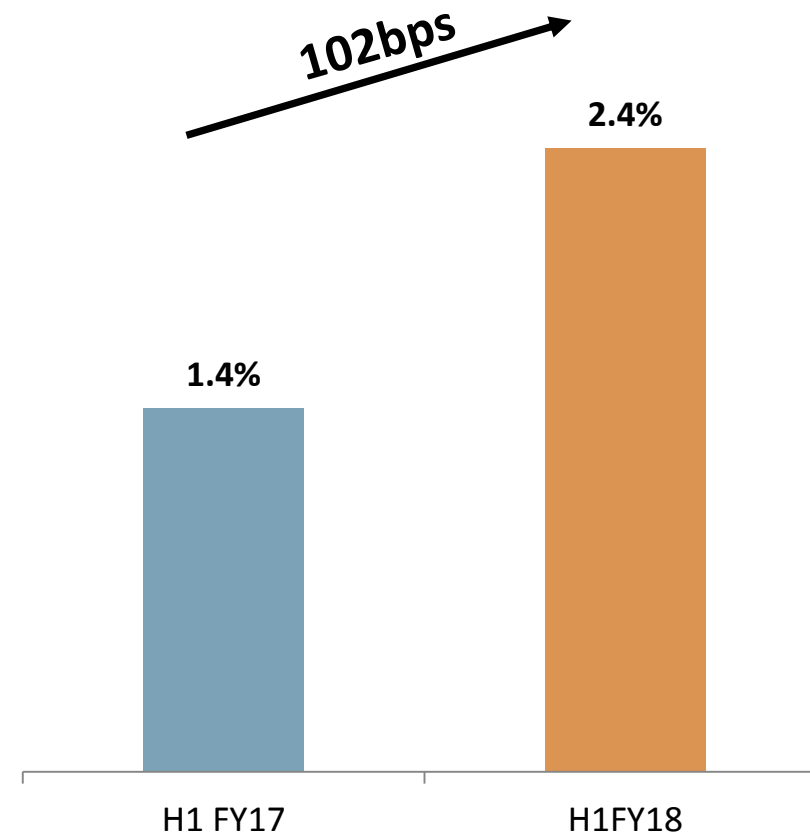


Total Transport
Systems Limited

PAT (In Rs. Crore)

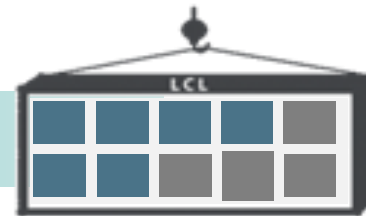


PAT Margin %



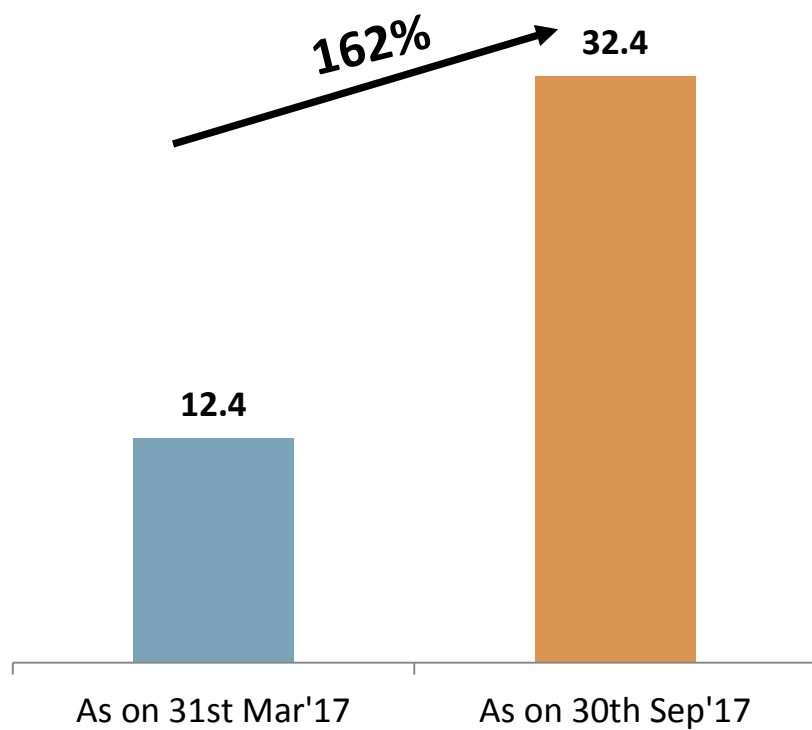


Balance Sheet Highlights

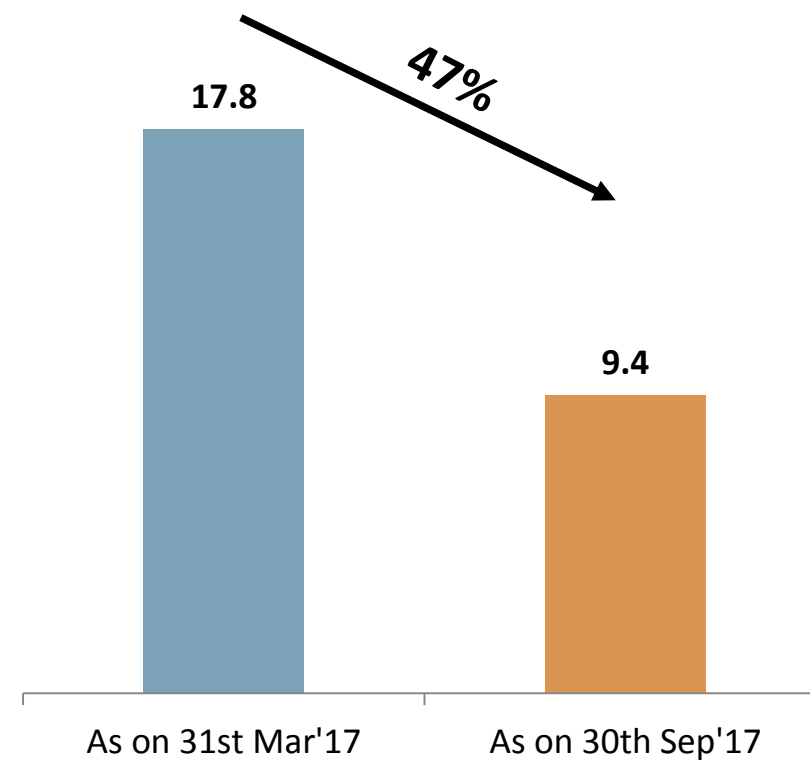


*Total Transport
Systems Limited*

Networth (In Rs. Crore)

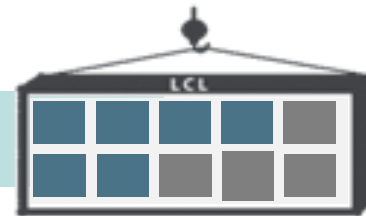


Total Debt (In Rs. Crore)





Half Yearly Financial Statements

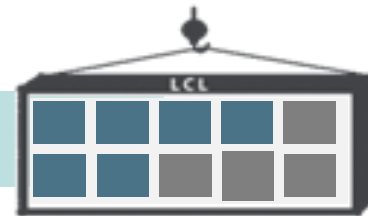


**Total Transport
Systems Limited**

Rs. Crore	H1 FY18	H1 FY17
Revenue	103.73	109.95
Employee Expenses	7.19	6.69
Other Expenses	92.93	99.29
Total Expenditure	100.12	105.98
EBITDA	3.61	3.96
Depreciation	0.37	0.74
EBIT	3.24	3.22
Other Income	0.31	0.00
Finance Cost	1.03	1.76
PBT	2.52	1.46
Taxes	0.04	0.03
PAT	2.47	1.50
Minority Interest	0.00	0.01
PAT after Minority Interest	2.47	1.49



Balance Sheet Highlights



**Total Transport
Systems Limited**

Rs. Crore	As on 30 th Sept'17	As on 31 st Mar'17
Shareholder's Funds	32.39	12.37
Share capital	14.31	5.00
Reserves & Surplus	18.09	7.37
Minority Interest	0.06	1.80
Non-current liabilities	4.51	5.70
Long term borrowings	1.68	2.75
Long-Term Provisions	2.83	2.96
Current liabilities	28.40	40.43
Short Term Borrowings	7.76	15.03
Trade Payables	8.85	17.43
Other Current liabilities	11.78	7.97
Total Equities & Liabilities	65.37	60.31

Rs. Crore	As on 30 th Sept'17	As on 31 st Mar'17
Non-current assets	9.30	11.15
Fixed assets	7.88	9.85
Non-current Investments	0.04	0.01
Long-term loans & advances	0.62	0.37
Deferred Tax Assets	0.76	0.93
Current assets	56.07	49.16
Trade receivables	33.68	32.50
Cash & Cash equivalents	3.82	2.35
Short-term loans & Advances	18.57	14.30
Total Assets	65.37	60.31

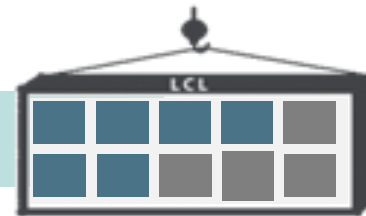


04

Annual Financial Highlights

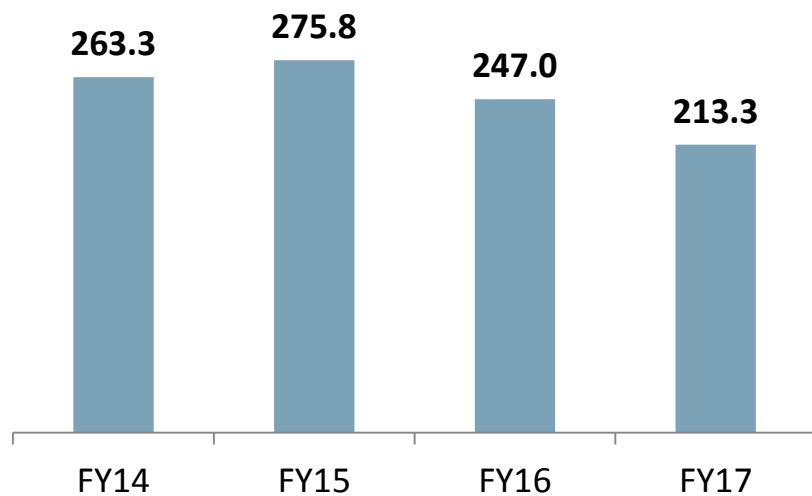


Strong Annual Operational Performance

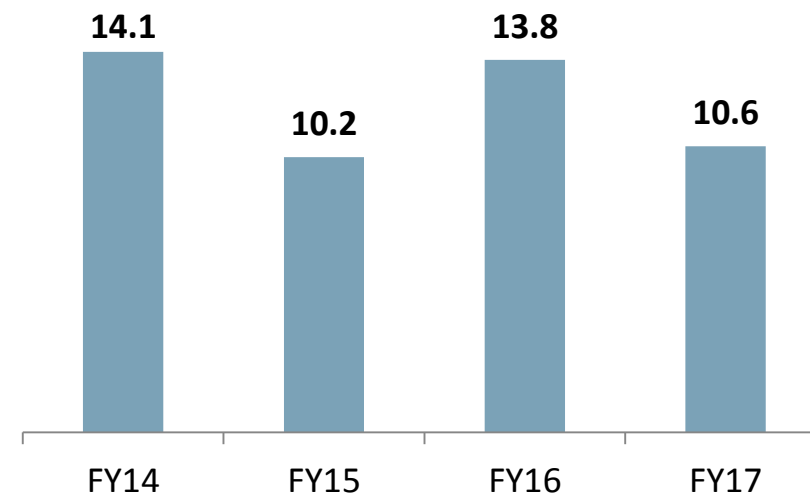


Total Transport
Systems Limited

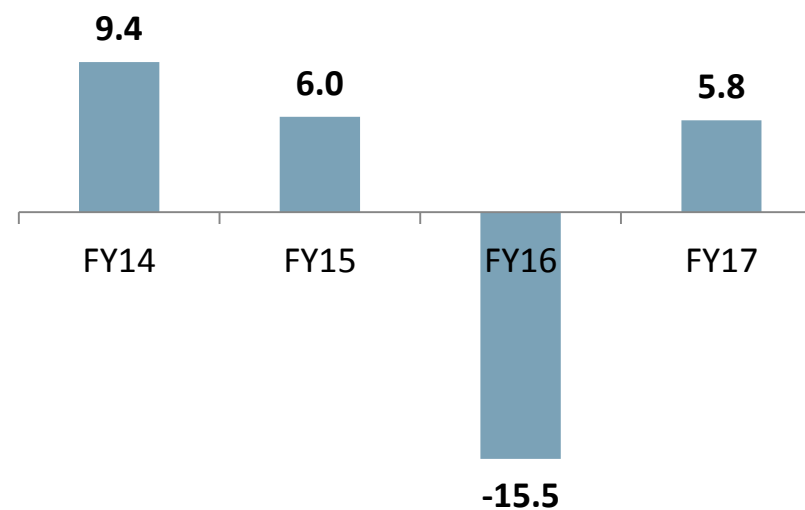
Revenue



EBITDA



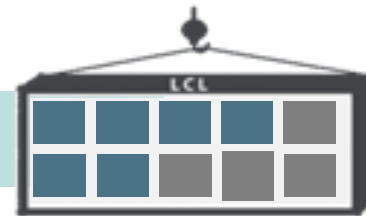
PAT



In Rs. Cr.

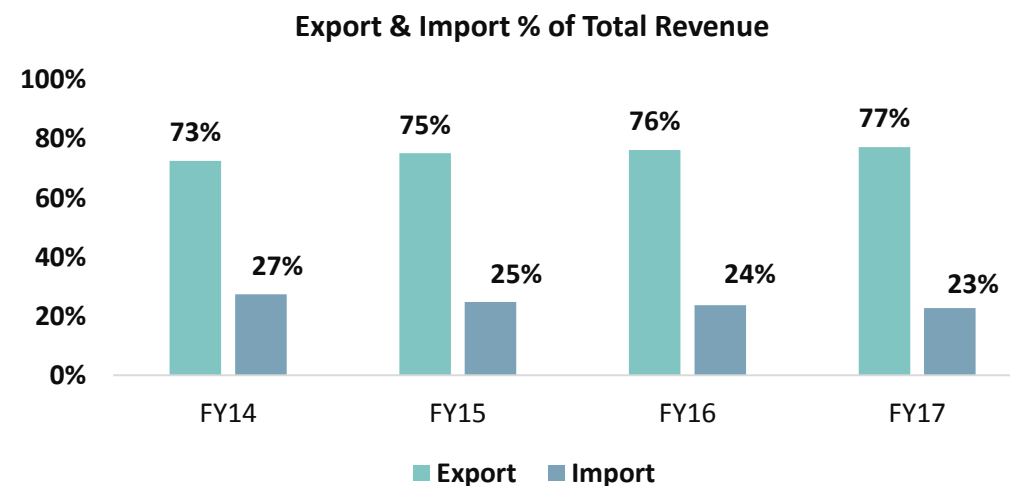
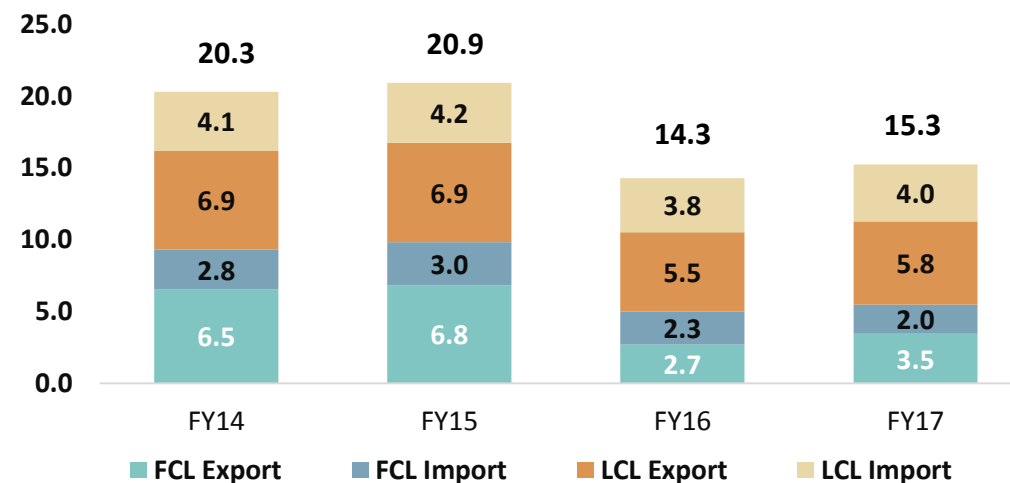
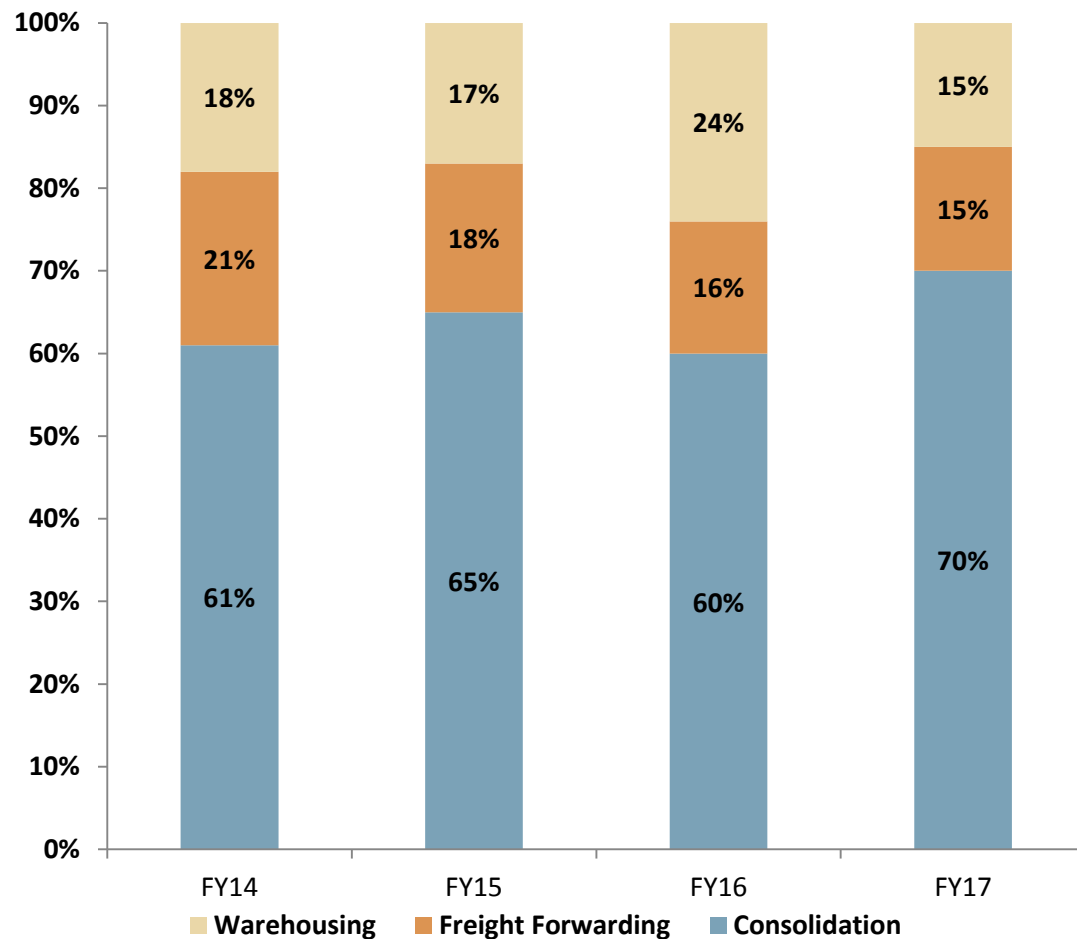


Business Vertical Breakups



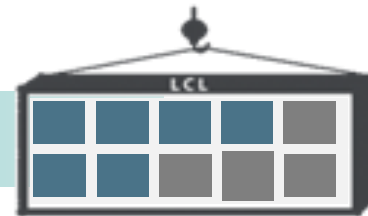
Total Transport
Systems Limited

TEU's (in 000's)



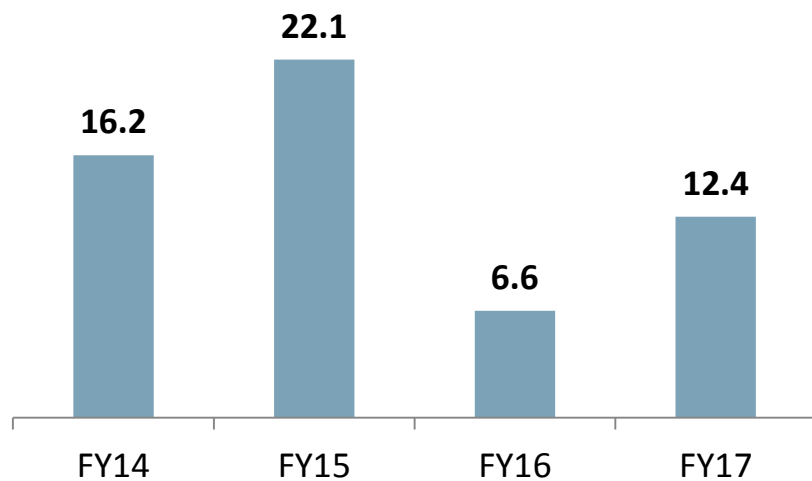


Annual Balance Sheet Performance

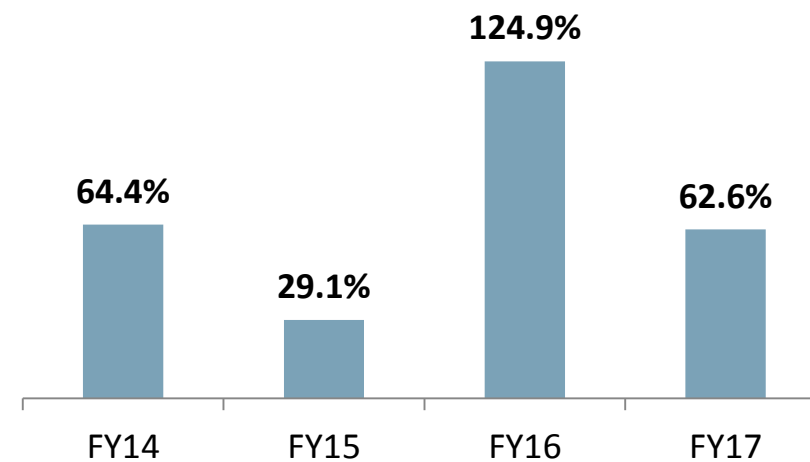


Total Transport
Systems Limited

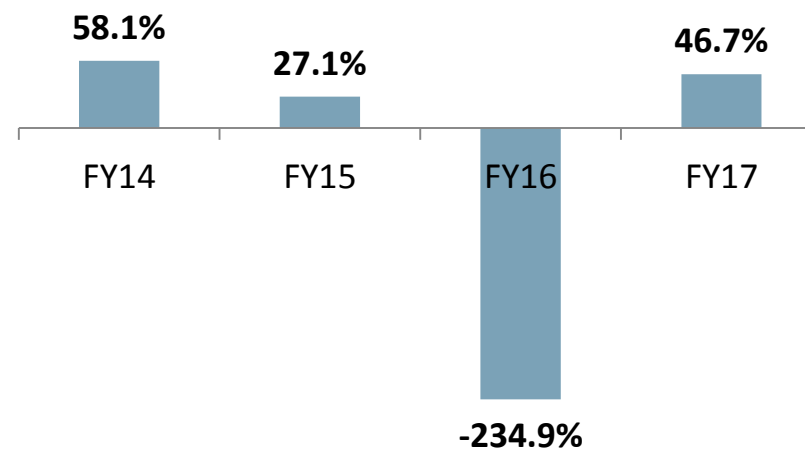
Net worth



RoCE



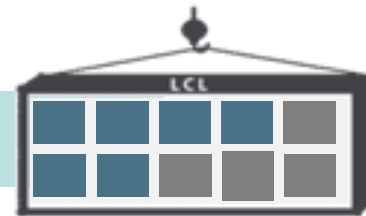
RoNW



In Rs. Cr.



Annual Financial Statements



**Total Transport
Systems Limited**

Rs. Crore	FY17	FY16
Revenue	213.27	247.02
Operating Expenses	175.18	205.62
Employee Expenses	15.10	13.82
Other Expenses	12.41	13.81
Total Expenditure	202.69	233.26
EBITDA	10.58	13.77
Depreciation	1.12	1.55
EBIT	9.46	12.22
Finance Cost	3.96	3.99
PBT	5.50	8.23
Exceptional Item	-	-24.62
Taxes	-0.22	-0.07
PAT	5.72	-16.32
Share of Minority & Asso.	-0.05	-0.83
PAT after Minority	5.77	-15.49

- Company entered into business of CFS and developed capacity of handling around 13,000 containers by 2015. Due to regulatory changes and loss of one of prime overseas customer (which went bankrupt), this diversification became unviable
- Therefore decided to exit this business and handed over CFS to government. Reported loss of Rs. 15.49 cr in FY 15-16
- Renewed focus on core business of LCL and cargo consolidation and freight forwarding. This business contributed 95% in FY13, reduced to 76% in FY16, has now gradually recovered to 85% in FY17
- EBITDA margin and PAT margin of 5.4% and 3.6% respectively in FY14 dropped in FY 15 and FY 16 and now recovered to 5.0% and 2.7% in FY17
- After drop in FY15 and FY16, RoCE and RoNW have now recovered to 62.6% and 46.7% in FY17, which is similar to FY14 numbers of 64.4% and 58.1% respectively

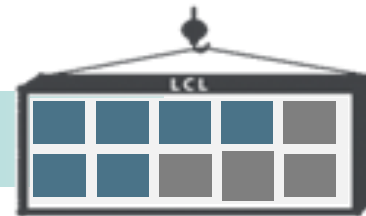
05

Way Ahead

M. G. W	32,500 KG 71,650 LBS
TARE	3740 KG 8245 LBS
NET	28,760 KG 63,405 LBS



Leveraging Opportunities



**Total Transport
Systems Limited**

Opportunity: Strong Growth fundamental in Container Traffic:

- Growth in India's export-import trade
- Increasing containerization of cargo
- Large port capacity expansion underway, both major and non-major
- Plans for increasing container handling capacity at major, non-major ports
- Highly fragmented cargo consolidation space opportunities for large players

TTSL's strengths:

Leadership in cargo consolidation

Strong domestic footprint

Strong international network

Relationship with shipping lines

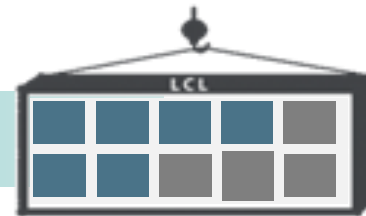
Operational Expertise

**Focused to
grow core
activity
&
Air-Freight**

**Market
dominance**



Way Ahead



**Total Transport
Systems Limited**

Large customer base and strong relation with marquee clients

- Strong customer base and huge global network to increase client count through reference and also lead to increase volume
- Cross selling opportunity among existing clients via play between FCL & LCL and expansion of import and export

Door-to-door delivery and Airfreight

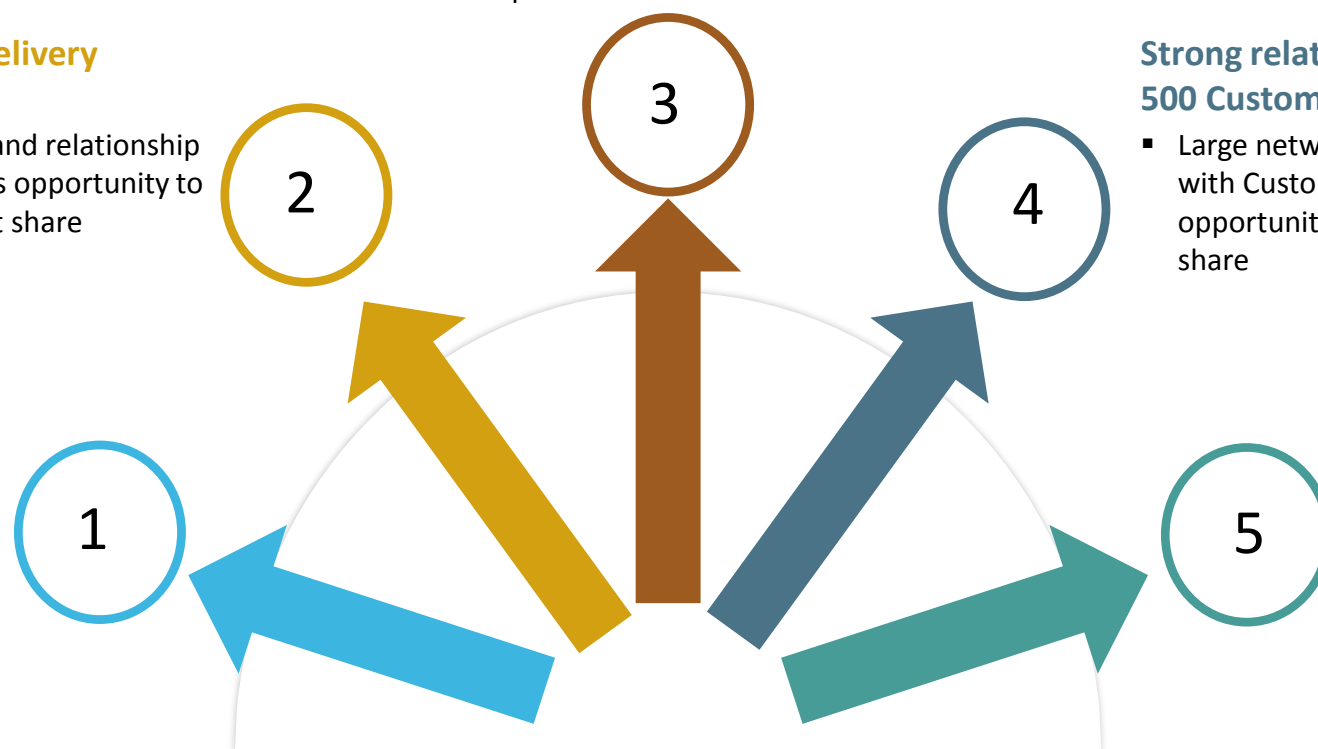
- Large network and relationship with CHA's gives opportunity to increase market share

Strong relationship with over 500 Customs Broker

- Large network and relationship with Customs Brokers gives opportunity to increase market share

Mining strong base over 1000 of small clients

- Deepening business amongst network of small clients for higher growth

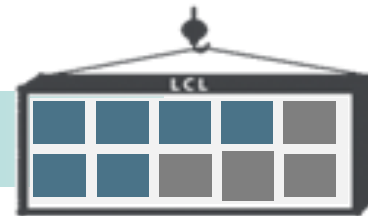


E- Commerce

- Consolidation for E-commerce logistic players



Disclaimer



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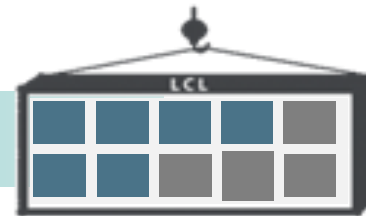
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Thank You



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