



One World Logistics Pvt. Ltd.

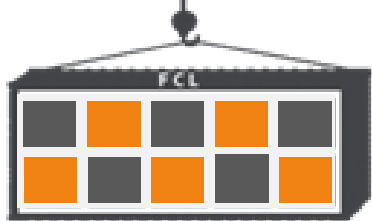
Last mile specialists

Total Transport Systems Limited

Result Update Presentation

Q4 & FY23





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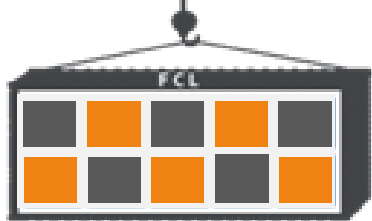
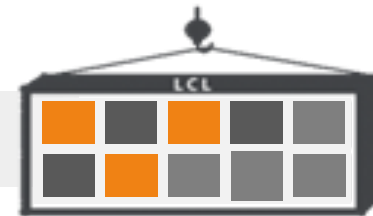


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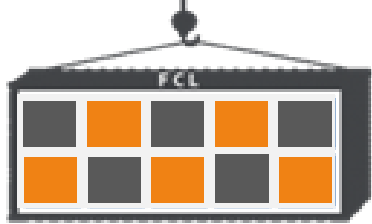
Consolidated Financial Highlights

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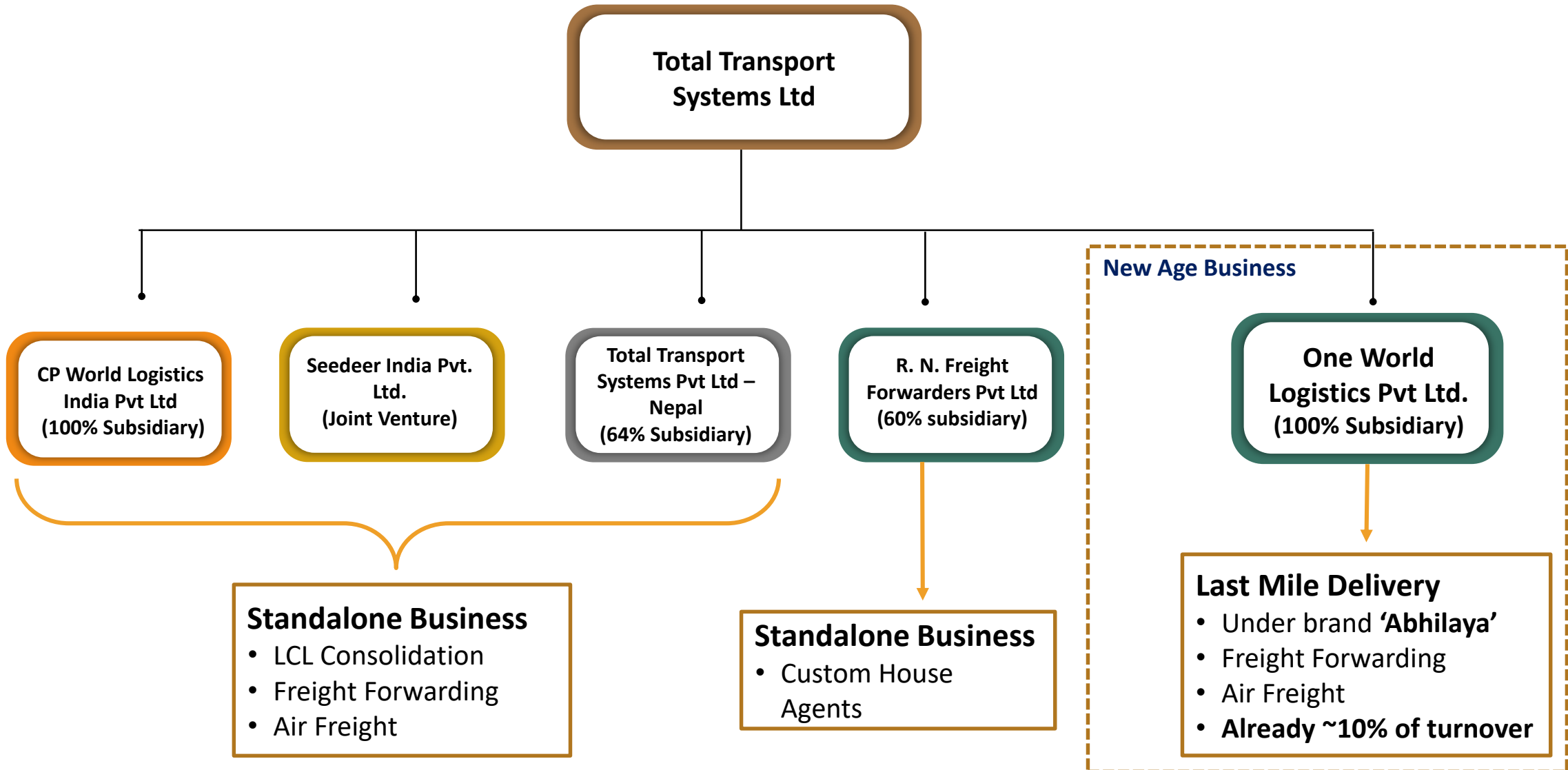
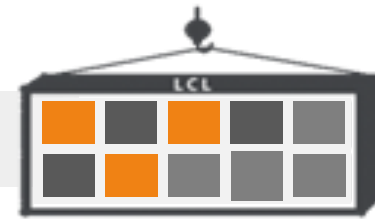
Company Overview

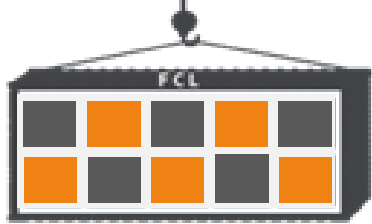
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Business Overview

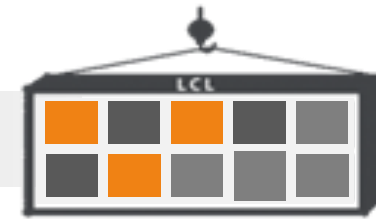


Group Structure





Executive Summary



Overview

- Incorporated in 1994 - among reputed players in Indian Logistics Industry
- Represents world's 5th largest consolidators network named "iCargo Alliance" formed along with CP World Group and Fang Cheng International Transportation Services Co. Ltd. of China - access to over 89 countries across 1,100 locations with 166 offices globally
- Member of IATA, FIATA i.e., International Federation of Freight Forwarding Association, Bombay Overseas Freight Brokers Association, Federation of Freight Forwarder's Associations in India, Consolidators Association of India and AMTOI

Marquee Clients

- **Domestic** - TATA Motors Ltd., Reliance Industries Ltd., Raymonds Group, IPCA Labs, Cadila Pharmaceuticals Ltd., Axis Electrical Components, etc.
- **International** - Dachser Intelligent Logistics, Hellman, Agility, DHL, Schenkers, etc.

Business Segments

Cargo Consolidation
(LCL & FCL)

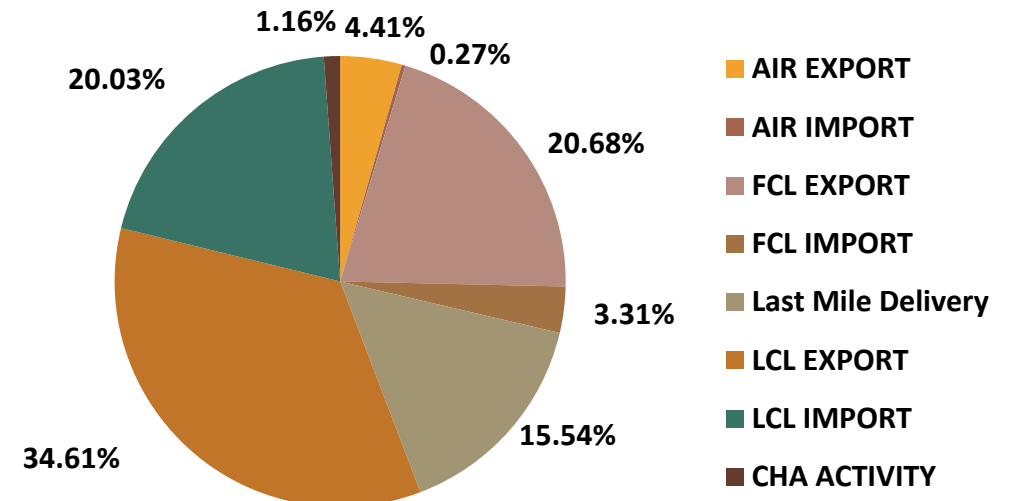
Freight Forwarding

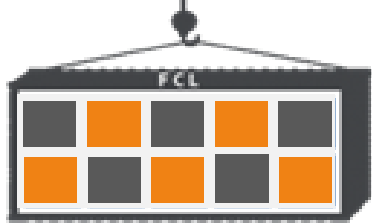
Air Freight

Last Mile Delivery

Custom House Agents

Total Revenue (Q4 FY23)





One World Logistics Pvt Ltd



New Business Segment

- Started Last Mile business in the first six months itself tied with prominent E-Commerce platforms like Amazon, Flipkart, FedEx & SpiceJet since October 2018
- New additions to last mile delivery – 80 ODH for Flipkart, 4 for Jio Mart, TataCliq & Snapdeal

“Abhilaya”

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

24M+ Shipments

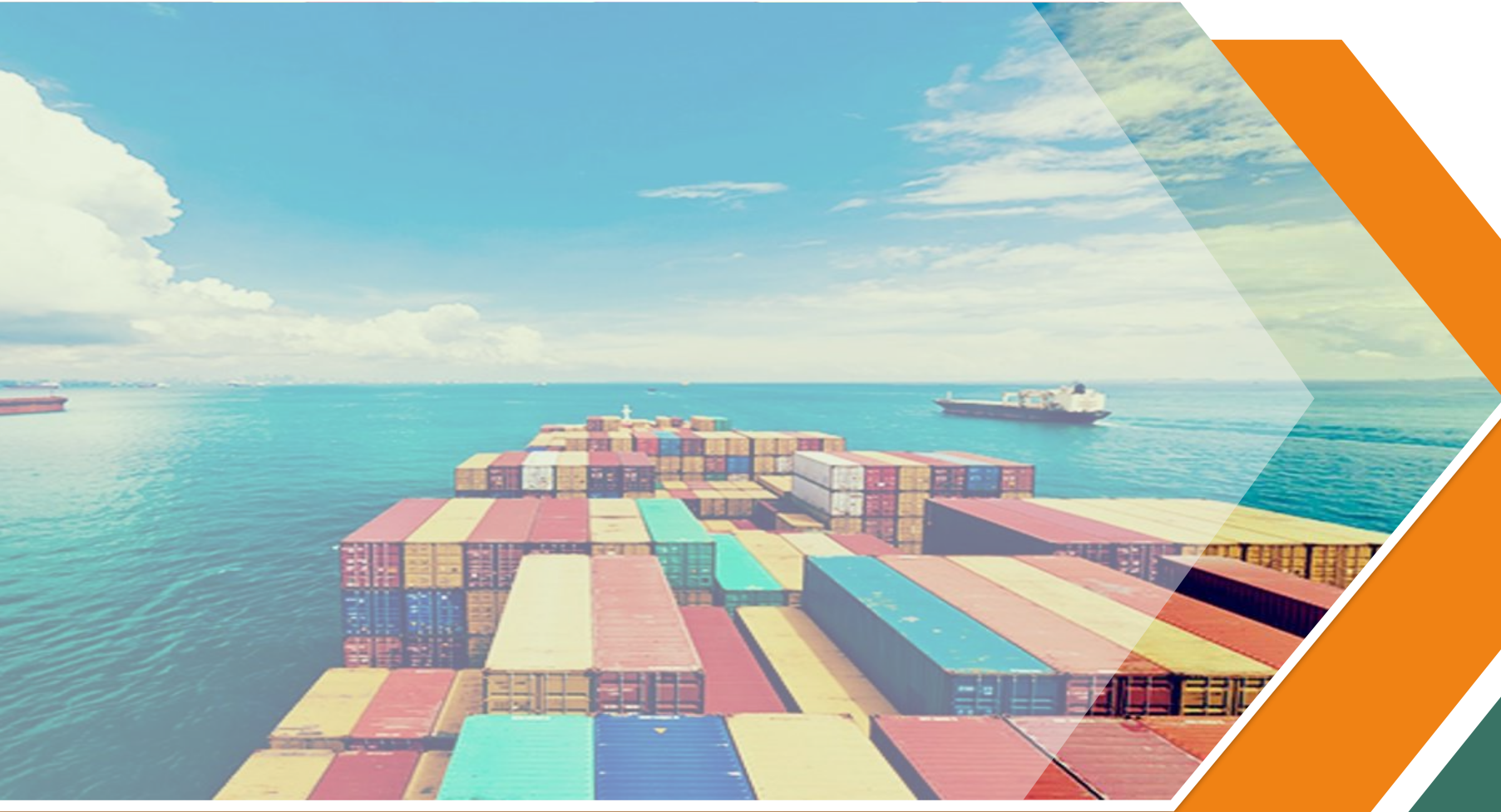
3,500+ Trained Associates

2,000+ Vehicles

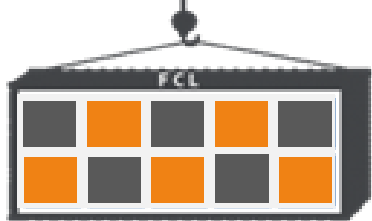
1,000+ Pin Codes

As of March 31, 2023





Consolidated Financial Performance



Managing Director's Message – Q4 & FY23

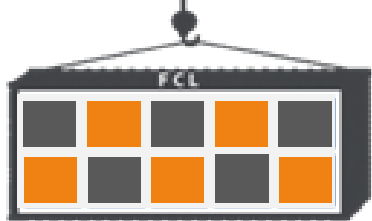


Commenting on the results, Mr. Makarand Pradhan, MD, Total Transport Systems Ltd. said:

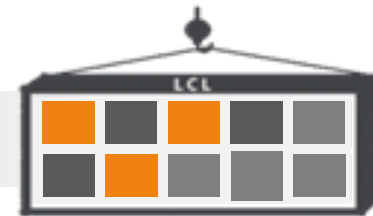
For the year ended 31st March 2023, our Company recorded a revenue of Rs. 590.27 crores, YoY increase of 1.21%, EBITDA and PAT of Rs. 14.62 crores and Rs. 5.22 crores respectively. During this term, despite nearly a 80% YoY decline in freight rates, our revenue grew slightly on the back of volume growth.

We are delighted to share that our last mile delivery business 'Abhilaya' has invested in 50 EV scooters with the long term objective of being an ESG driven Company, being environmentally concerned gradually incorporating green initiatives & reducing our carbon footprint while continuing to be more and more efficient. This will improve business operations by making it more cost effective, deliver orders on time, and provide higher and better operational mix.

I would like to thank the entire team of TTSL for their untiring efforts, hard work, sincerity and dedication. I would also like to thank our valued Stakeholders, whose support and faith in our Company has given us the determination and ambition to set and achieve higher standards and benchmarks.”



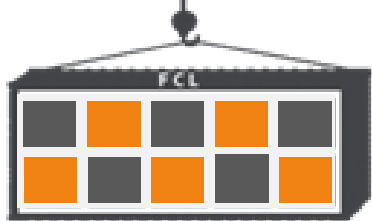
Consolidated Income Statement – Quarterly



Particulars (Rs. Cr.)	Q4 FY23	Q4 FY22	Y-o-Y (%)	Q3 FY23
Revenue from Operations	113.16	172.26		132.39
Other Operating Income	0.00	0.00		0.00
Total income	113.16	172.26	(34.31)%	132.39
Employee Cost	9.77	9.05		10.63
Other Expenses	102.19	159.24		118.61
Total Expenditure	111.96	168.29	(33.47)%	129.24
EBITDA	1.19	3.97	(69.98)%	3.14
EBITDA Margin %	1.05%	2.31%	(126) Bps	2.38%
Other Income	0.19	0.06		0.14
Depreciation	0.68	0.49		0.58
Finance Cost	0.65	0.58		0.90
Exceptional Item	0.00	0.00		0.00
Share of (profit)/loss from investment in associate	0.00	0.00		0.00
Profit Before Tax	0.06	2.96		1.80
Tax	0.95	1.22		0.81
Profit After Tax	(0.89)	1.73	(151.55)%	0.99
PAT Margin	(0.79)%	1.01%	(180) Bps	0.74%
Add: items that will not be reclassified to P&L	0.00	0.00		0.00
Minority Interest	(0.04)	(0.12)		0.25
Other Comprehensive Income	(0.59)	(0.15)		0.01
Net Profit	(1.45)	1.71	(184.70)%	0.74
Net Profit Margin	(1.28)%	0.99%		0.56%
Basic EPS Rs.	(0.59)	1.21	(148.76)%	0.50

Q4 FY23 vs Q4 FY22

- Decrease in revenue mainly due to decrease in freight rate of more than 86%
- Decrease in EBITDA on account of lower revenue and higher employee expense on account of one time bonus



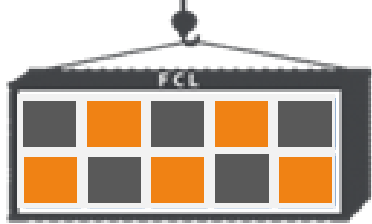
Consolidated Income Statement – Annually



Particulars (Rs. Cr.)	FY23	FY22	Y-o-Y (%)
Revenue from Operations	590.27	583.23	
Other Operating Income	0.00	0.00	
Total income	590.27	583.23	1.21%
Employee Cost	37.30	30.75	
Other Expenses	538.36	536.07	
Total Expenditure	575.65	566.81	1.56%
EBITDA	14.62	16.42	(10.94)%
EBITDA Margin %	2.48%	2.81%	(33) Bps
Other Income	0.43	0.42	
Depreciation	2.16	1.34	
Finance Cost	3.04	1.95	
Exceptional Item	0.00	0.00	
Share of (profit)/loss from investment in associate	0.00	(0.05)	
Profit Before Tax	9.85	13.50	
Tax	4.63	4.38	
Profit After Tax	5.22	9.12	(42.74)%
PAT Margin	0.88%	1.56%	(68) Bps
Add: Items that will not be reclassified to P&L	0.00	0.00	
Minority Interest	(0.02)	(0.12)	
Other Comprehensive Income	(0.59)	(0.17)	
Net Profit	4.65	9.08	(48.75)%
Net Profit Margin	0.79%	1.56%	
Basic EPS Rs.	3.47	6.46	(46.28)%

FY23 vs FY22 –

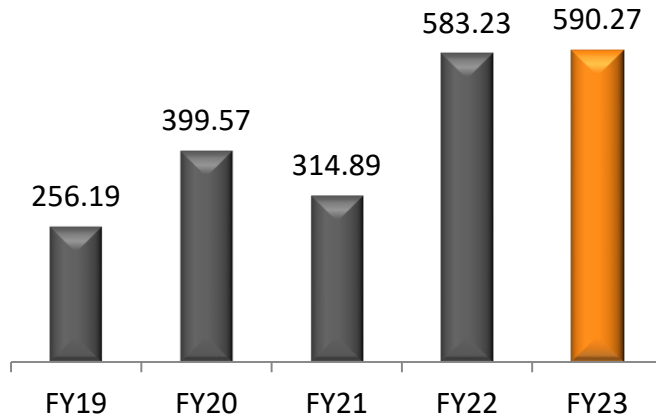
- Our revenues grew slightly on back of volume growth, despite a nearly 80% decrease in freight rates
- Decrease in PAT is mainly due dip in freight cost



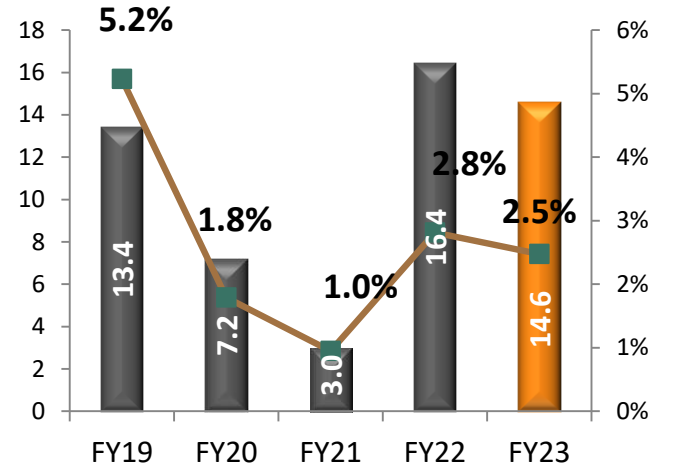
Consolidated Annual Highlights



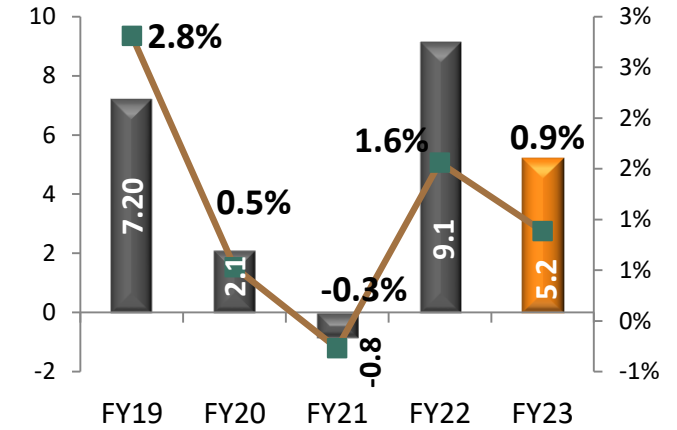
Revenue (Rs. Cr)



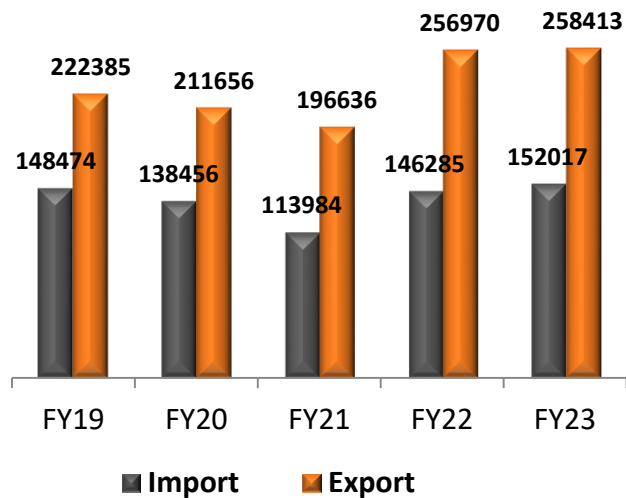
EBITDA (Rs. Cr) / Margin (%)



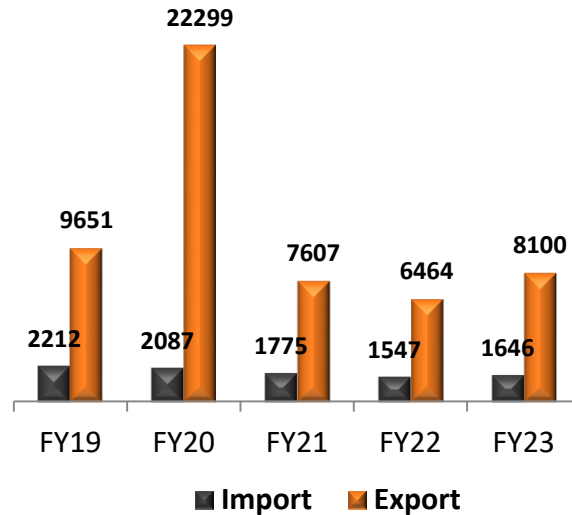
PAT (Rs. Cr) / Margin (%)



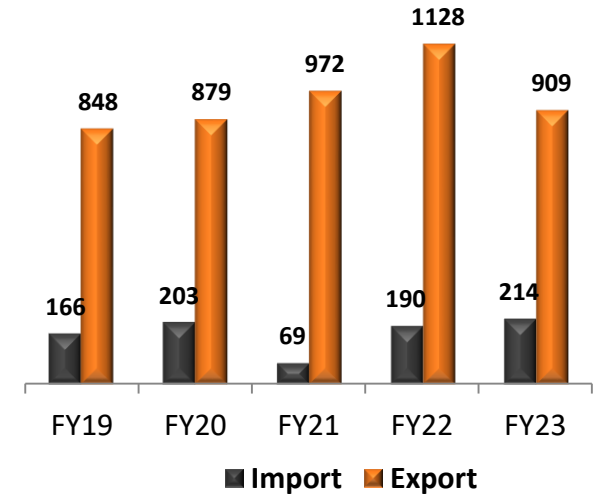
Consolidation (cbms)

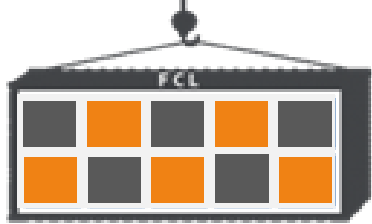


Freight Forwarding (TEUs)



Air Freight (Tons)

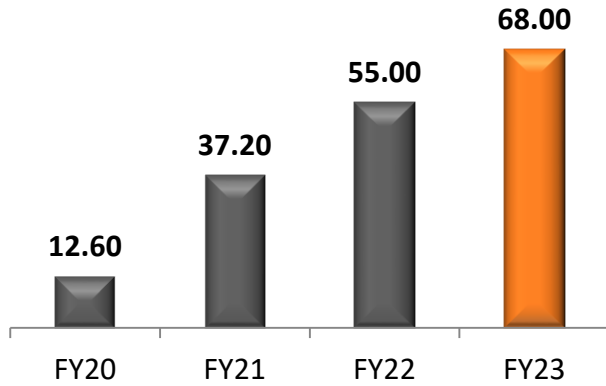




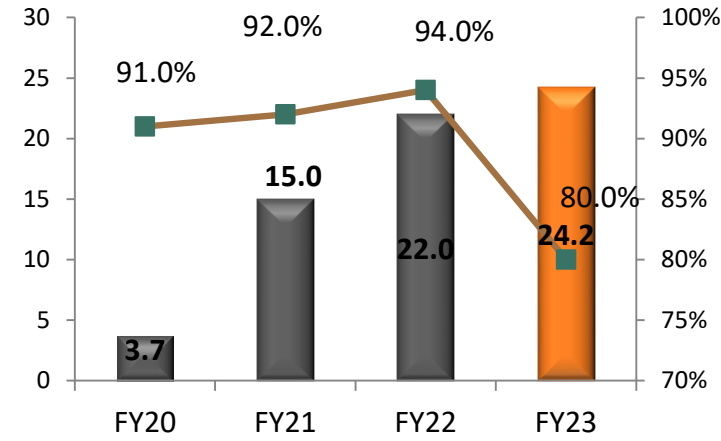
One World Logistics - Highlights



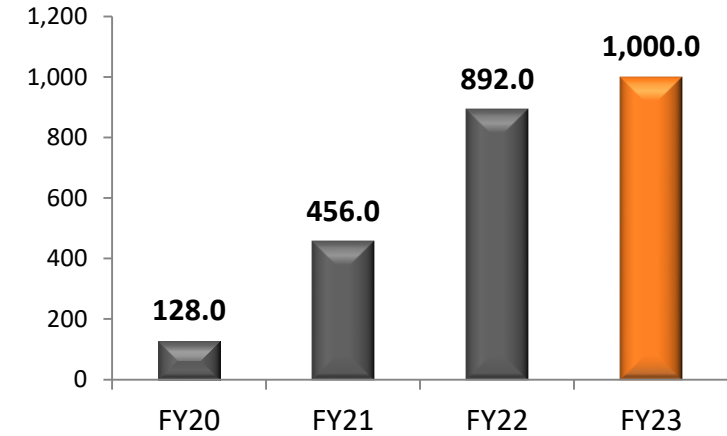
Revenue (Rs. Cr)



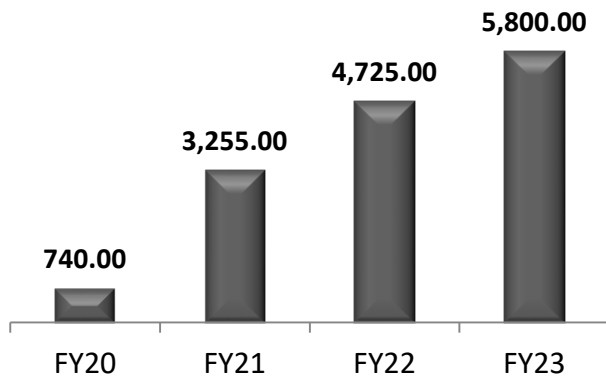
No. of Shipments (in mn) / Delivery Conversion



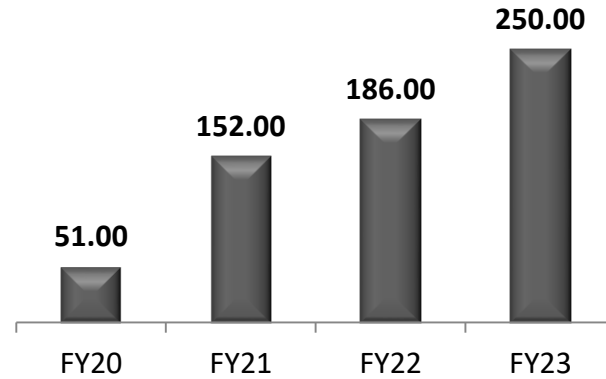
No. of Pincodes Served



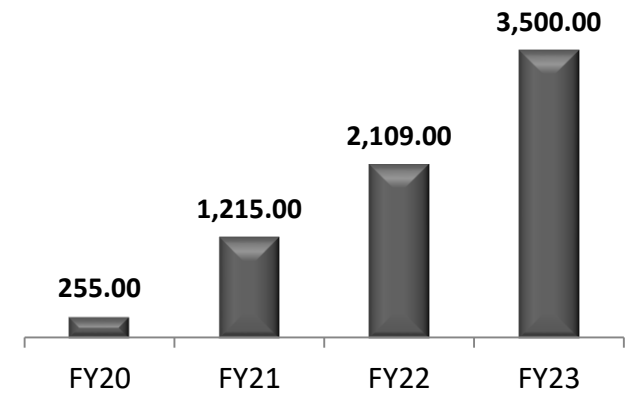
Gross Merchandise Value (Rs. Cr)

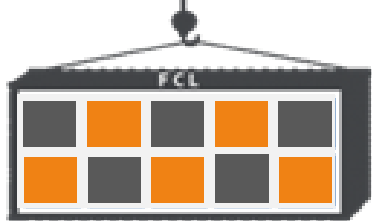


No. of Stations

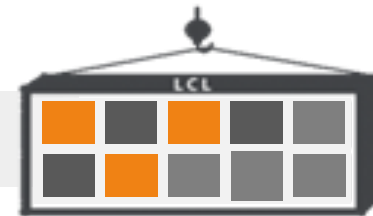


No. of Associates



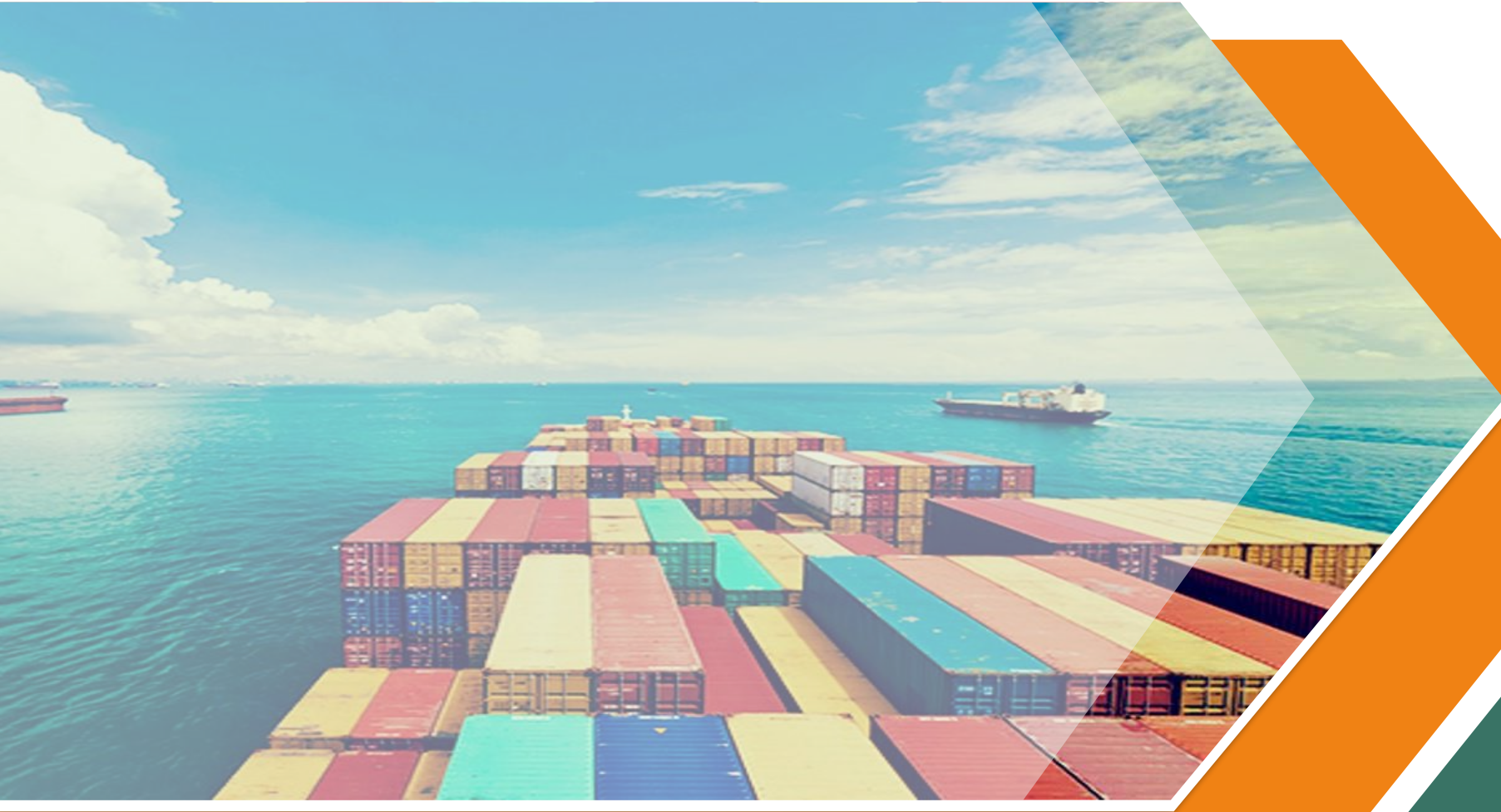


Consolidated Balance Sheet as on 31st Mar'23

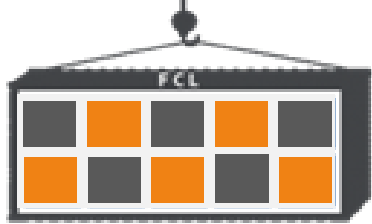


Particulars (Rs. Cr)	As on 31 st Mar 2023	As on 31 st Mar 2022
Equity	77.63	54.32
Equity Share Capital	16.13	14.31
Other Equity	61.19	40.30
Minority Interest	0.31	(0.29)
Non-current liabilities	6.09	7.73
Long term borrowing	0.26	3.14
Deferred Tax Liabilities (Net)	0.00	0.00
Lease Liabilities	0.04	0.00
Provisions	5.79	4.59
Current liabilities	41.18	70.43
Short term Borrowings	16.27	23.32
Lease Liabilities	0.01	0.08
<u>Trade Payables</u>		
a. Micro and Small Enterprises	0.12	0.12
b. Other than Micro and small Enterprises	14.63	32.49
Other Financial Liabilities	0.00	0.00
Other Current Liabilities	5.39	5.14
Provisions	4.76	9.28
Current Tax Liabilities (Net)	0.00	0.00
Total Equities & Liabilities	124.89	132.47

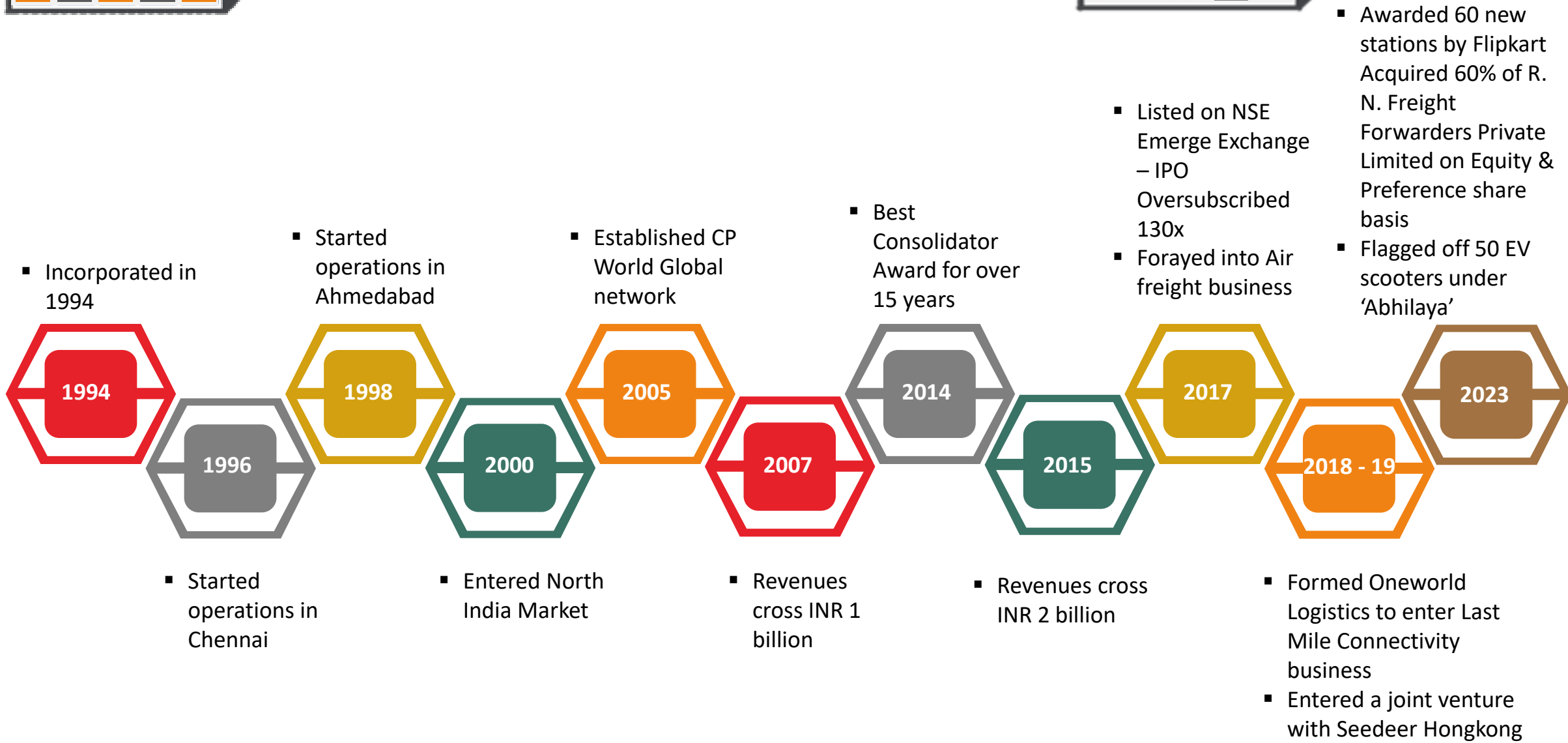
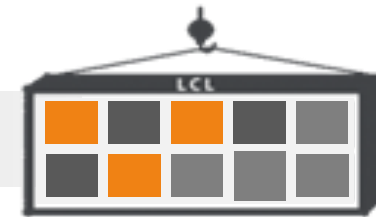
Particulars (Rs. Cr)	As on 31 st Mar 2023	As on 31 st Mar 2022
Non-current assets	20.84	13.79
PPE	12.04	9.50
Right of Use Assets	0.05	0.09
Goodwill	2.68	0.00
Other Intangible Assets	0.08	0.02
Intangible Assets under Development	0.49	0.00
Investments in subsidiaries and associates	0.00	0.00
Non Current Investments	1.64	0.38
Deferred Tax Assets/ (Liability)	1.54	1.13
Long term Loans & Advances	2.32	2.67
Other Non-Current Assets	0.00	0.00
Current Assets	104.06	118.69
Investments	0.98	0.60
Trade Receivables	69.47	102.20
Cash & Cash Equivalents	10.97	6.11
Bank Balance other than Cash	14.15	2.63
Loans & Advances	1.08	0.78
Others	1.70	1.27
Current Tax Assets	5.70	5.10
Total Assets	124.89	132.47

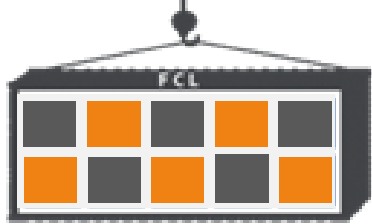


Company Overview

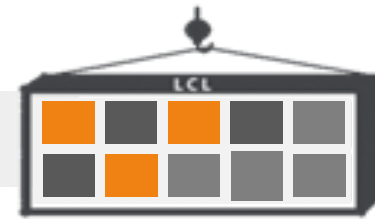


Key Milestones





Experienced & Professional Board of Directors



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

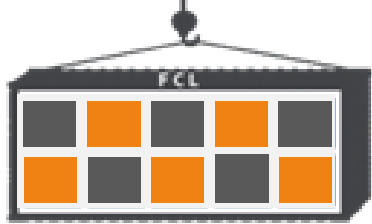
Sanjiv A. Potnis – Promoter and Director

- ❑ 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



What makes us different...



Robust International Network

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

Strong Relationships with clients

- Trusted service provider with long term relationships with marquee clients and over 1,000 smaller clients
- Alliance of over 500 CHA's

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

Freight Consolidation is Cost effective

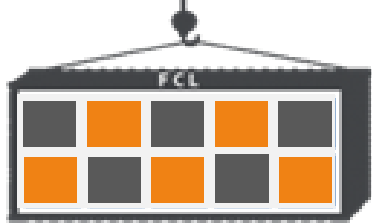
- Freight consolidation services for shipments are cost effective way to transport low volume cargo
- By grouping shipments with others to fill standard container, Company avoids cost of shipping an entire container on a single customer.

Full responsibility of Shipment & Flexible Pricing

- Takes full responsibility to ship product from point of receipt to point of destination
- Flexible pricing - Pricing is based on nature of goods, location and type of services and facility given to customers.

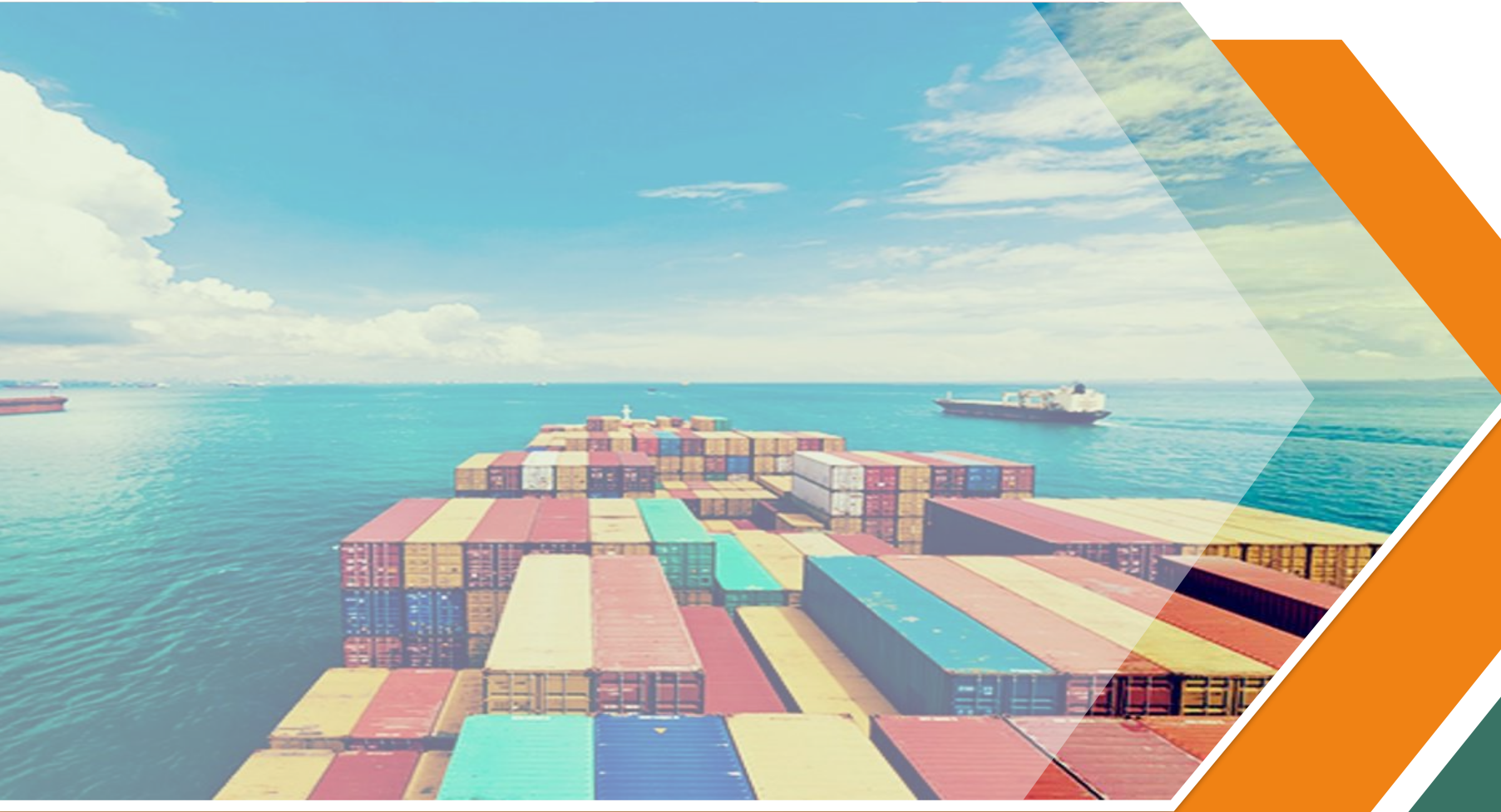
Strategic Domestic Footprint

- Present in all major locations including Key hubs, ports

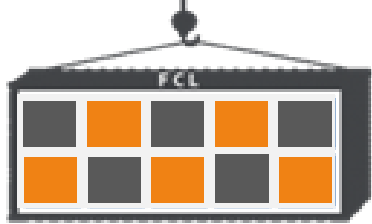


Marquee Clients

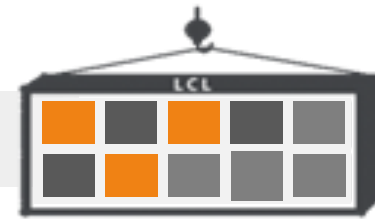




Business Overview



Business Verticals



Consolidation

Freight Forwarding

Air Freight

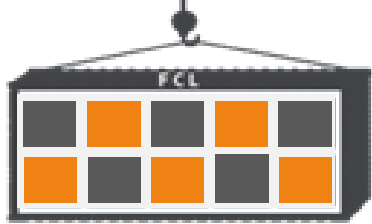
Imports 37.04%	Exports 62.96%	4,10,430 CBMs
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Imports 16.89%	Exports 83.11%	9,746 TEUs
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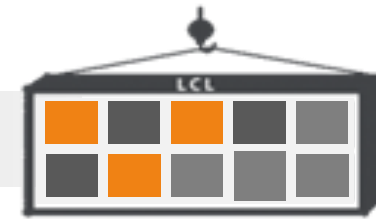
1,124 Tons



As of March 31, 2023

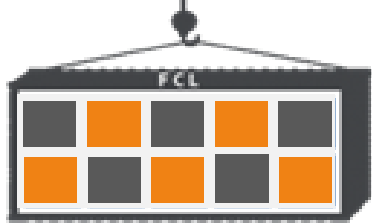


Cargo Consolidation

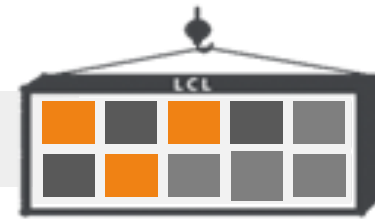


- Cargo Consolidation for less than container loads (LCL) is one of core business activities of Company since inception, and garners good market share in India
- Consolidates shipments for more than 1,100 destinations worldwide through its network across 89 countries
- Long standing tie-ups with leading shipping lines like CMA–CGM, Maersk, MSC, ONE, Hapag Lloyd, Hyundai & Cosco, etc.
- Strong geographies apart from India, are CIS countries, Africa & Afghanistan



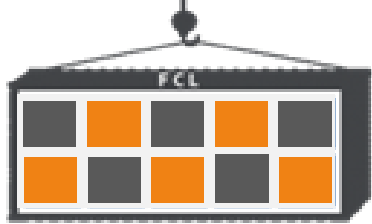


Freight Forwarding

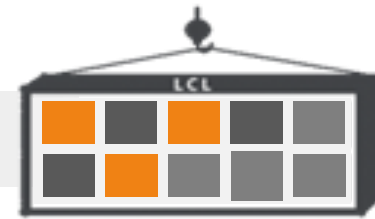


- Leveraging on its LCL leadership to achieve significant presence in Full Container Load (FCL) business as well
- Coordinates with various Shipping Lines, CFS agents and Vendors to provide effective and efficient logistic solutions to its end customers
- Strong buying capacity and controlled business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



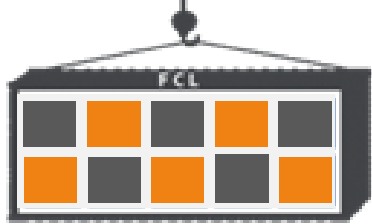


Air Freight

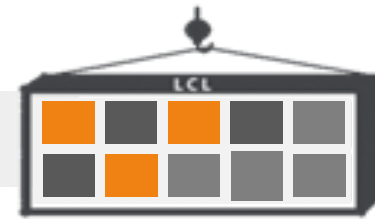


- TTSL is an international air freight forwarding company providing professional and reliable international air freight import and export services across the globe.
- It has centralized pricing and co-ordination desk in Mumbai for pan India operations.
- It has strong partners worldwide to provide the 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.
- International Air Transportation Association (IATA) Accredited.
- Activity started in July 17, currently averaging 75 tons per month





CP World Global Network & iCargo Alliance



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 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, 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



- 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



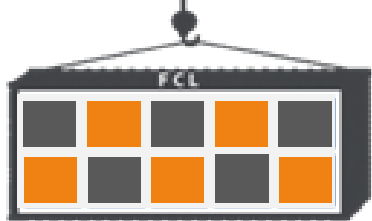
- Registered in Hong Kong
- Promoted by CP World Group and Eurasia Group
- Exclusive cargo alliance across 89 countries with 166 offices



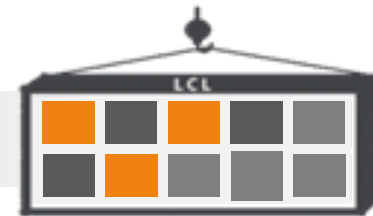
Mr. Makarand Pradhan
Group Chairman
CP World



Mr. Ken Chiang
Group CEO
CP World

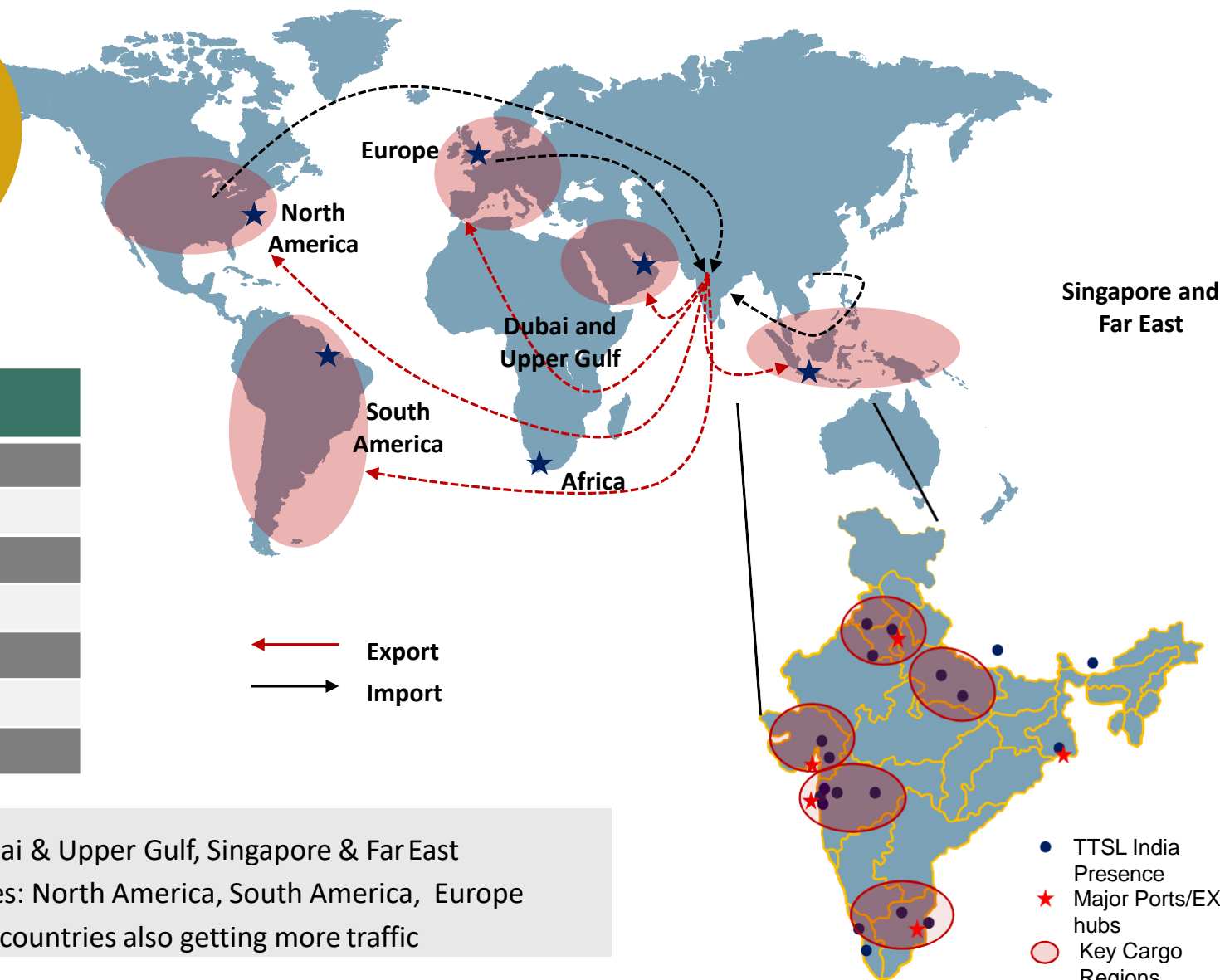


TTSL in association with CP / I cargo Network



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

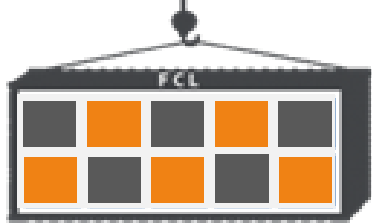
CP World Contribution	
Asia	36%
Oceania	8%
Europe	20%
Africa	2%
America	12%
South America	10%
Middle East	12%



← 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

● TTSL India Presence
★ Major Ports/EXIM hubs
○ Key Cargo Regions



One World Logistics Pvt Ltd- Business Model

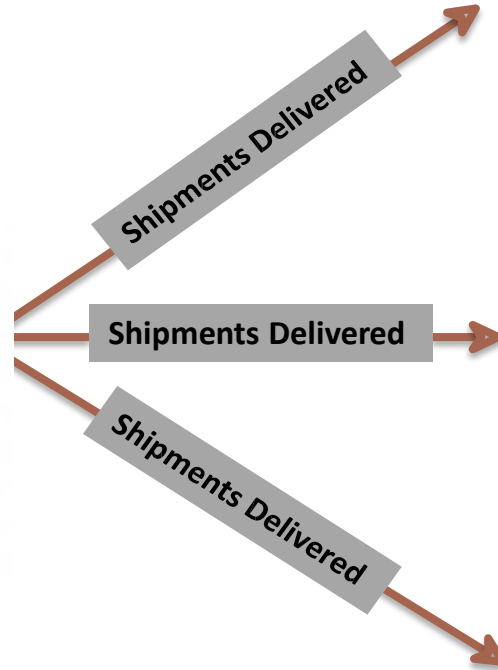


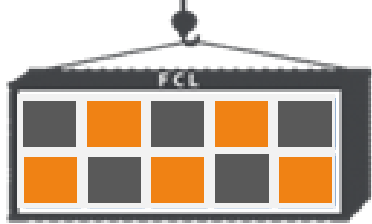
Shipments Picked from stations for final Delivery

DSP / EDSP

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 45 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 60 DSPs





One World Logistics Pvt Ltd- Products offered



Same day Delivery – SDD

Scope : Prime ecommerce delivery with in ty municipal limits from single pick up point. Weight limit 2kg.

Pin code Delivery and Reverse pick up - LMA

Scope : deliveries with in 3 kms to and from origin pick up point, food delivery. Weight limit 2kg.



1. Building delivery stations in Tier II cities – RLMA

Scope : Prime ecommerce delivery and reverse pick up with in the taluka limits from single pick up point . Weight limit 2kg.

2. E-commerce reference Centres

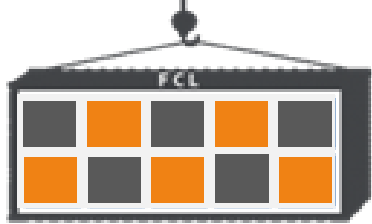
Scope : Creating awareness with local marketing and catalogue promotions at taluka level for online companies



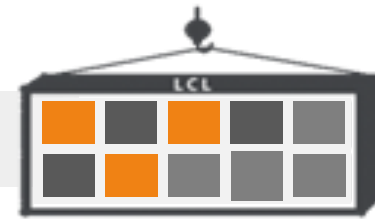
B 2 B Distribution

Scope : Deliveries within same GST state - LTL , FTL





Future Strategy



Large customer base and strong relation with marquee clients

Capitalise on strong base of over 1,000 plus clients of the Company

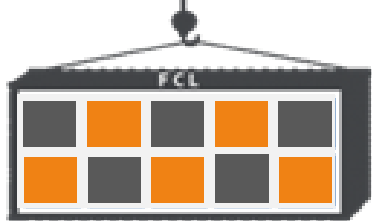
Consolidation for E-commerce logistic players

Cross selling of FCL with existing Customers

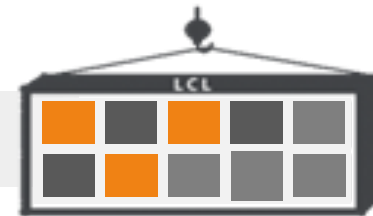
Strong relationship with over 500 custom brokers

Ramping up the Air freight business through Global Network.





Thank You



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TRANSPORT**
Keeping Promises Since 1994

 **NSE** TOTAL

 **Bloomberg** TOTAL:IN

REUTERS  **TOTA.NS**

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