



TOTAL TRANSPORT SYSTEMS LIMITED

**Q1 FY25
INVESTOR PRESENTATION**

NSE: TOTAL



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

"Our expansion into third-party logistics is becoming a significant driver of growth, with operations in Mumbai laying the groundwork for future expansions into Bengaluru and Delhi NCR. While the global Red Sea crisis has introduced some disruptions and increased ocean freight rates, our robust network has maintained stability. We continue to retain our market share and are dedicated to delivering efficient, multimodal solutions for our customers. Additionally, we are exploring new opportunities, particularly in developing rail terminals to broaden our reach.

In the last-mile delivery segment, particularly through Abhilaya, we are addressing the challenges of tight margins and operational complexities with a proactive approach. We are focusing on high-potential regions and leveraging technology to transform these challenges into opportunities for enhanced service and profitability. By managing a diverse range of goods, including cosmetics, garments, household items, and food products, we are tapping into markets with substantial potential.

The shipping and logistics industry presents numerous opportunities. We are positioning ourselves for sustained success by investing in key areas, such as expanding our trailer fleet and refining our container sourcing strategy. We are navigating current conditions and using them as a catalyst for growth and innovation, setting the stage for long-term success."



01

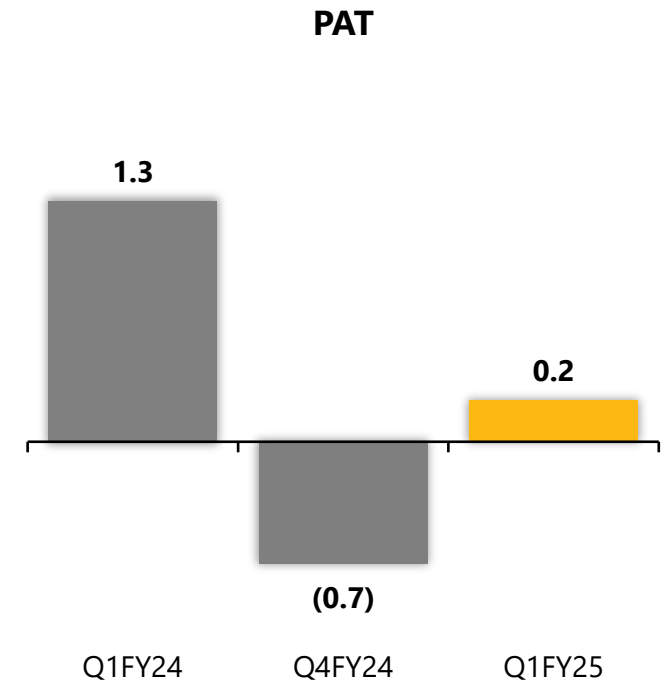
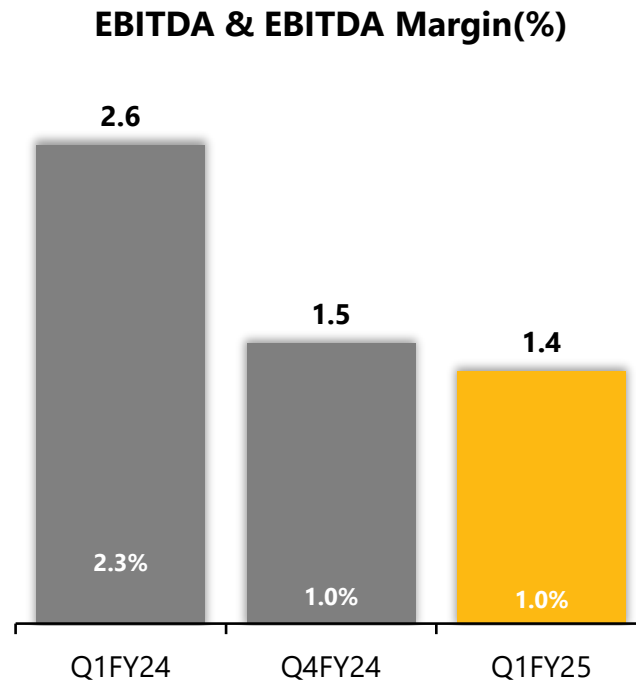
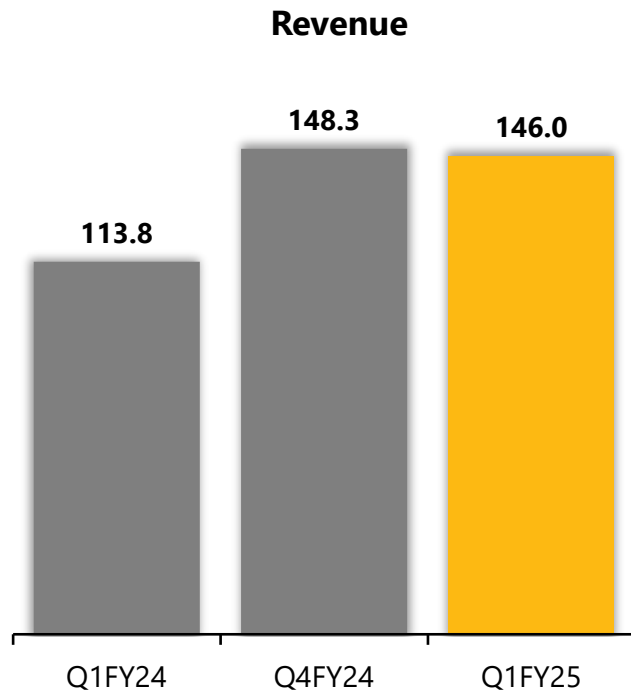
Q1FY25 Financials

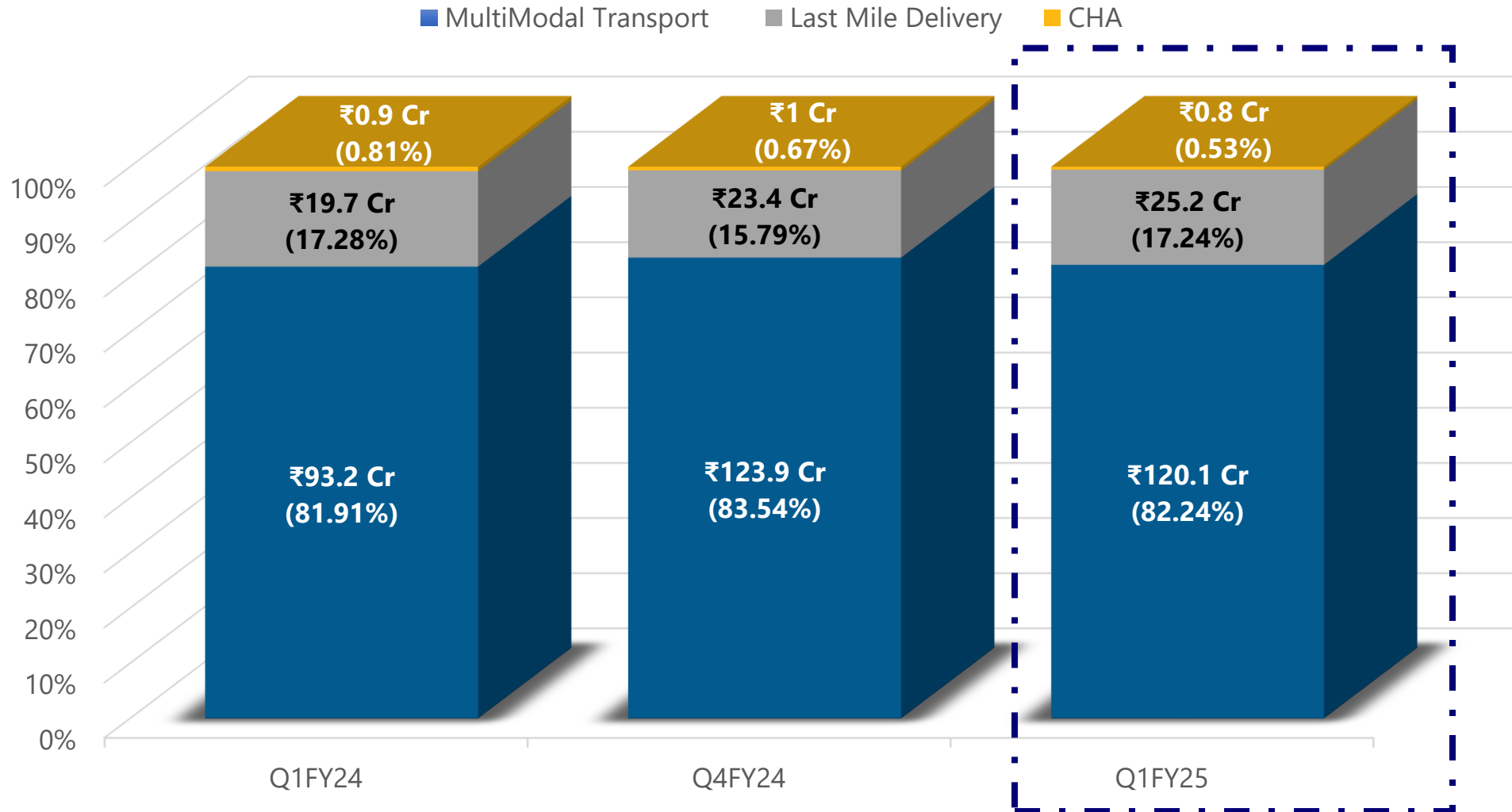
- ❖ Q1FY25 Financial Performance
- ❖ Segment Revenue





₹ in Cr





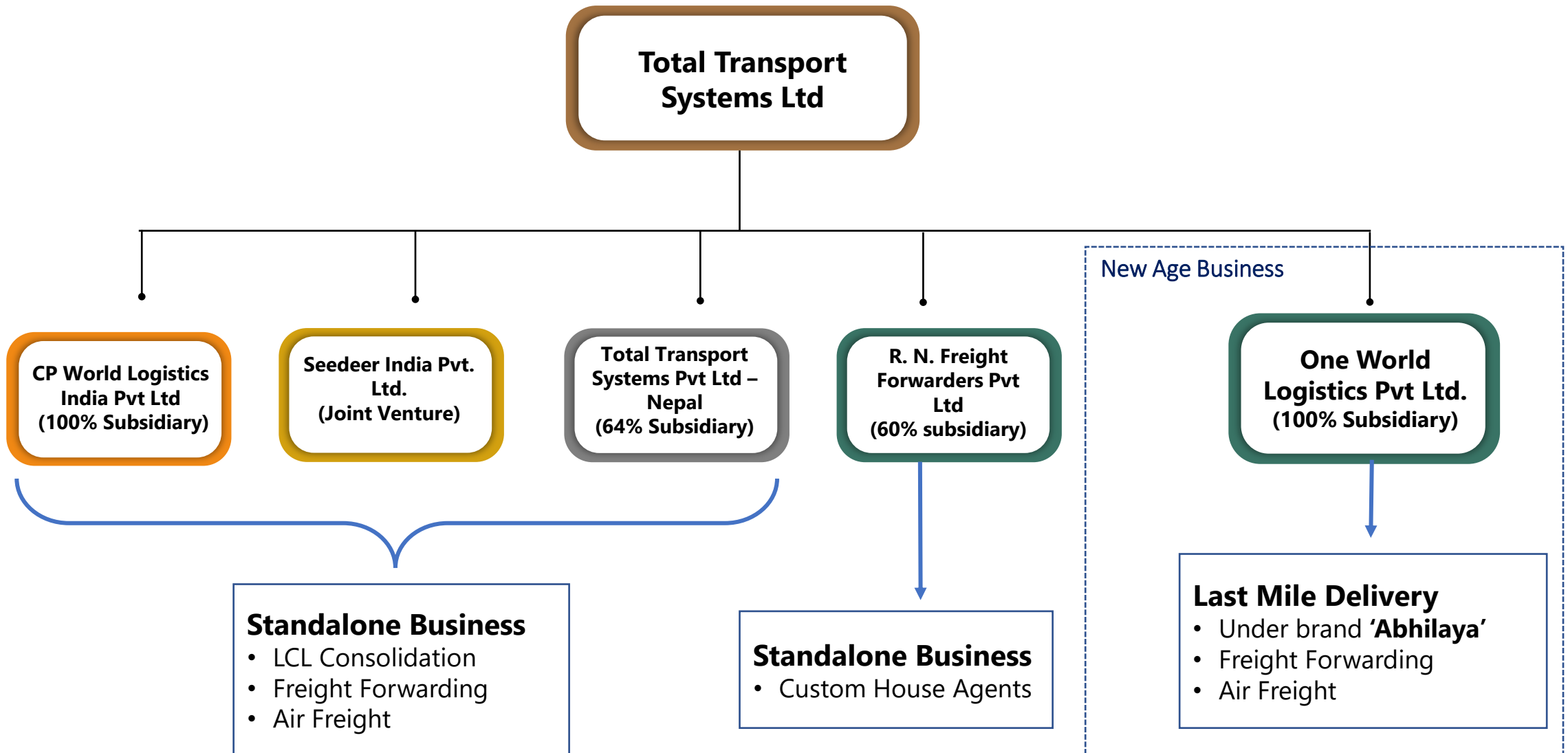


02

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

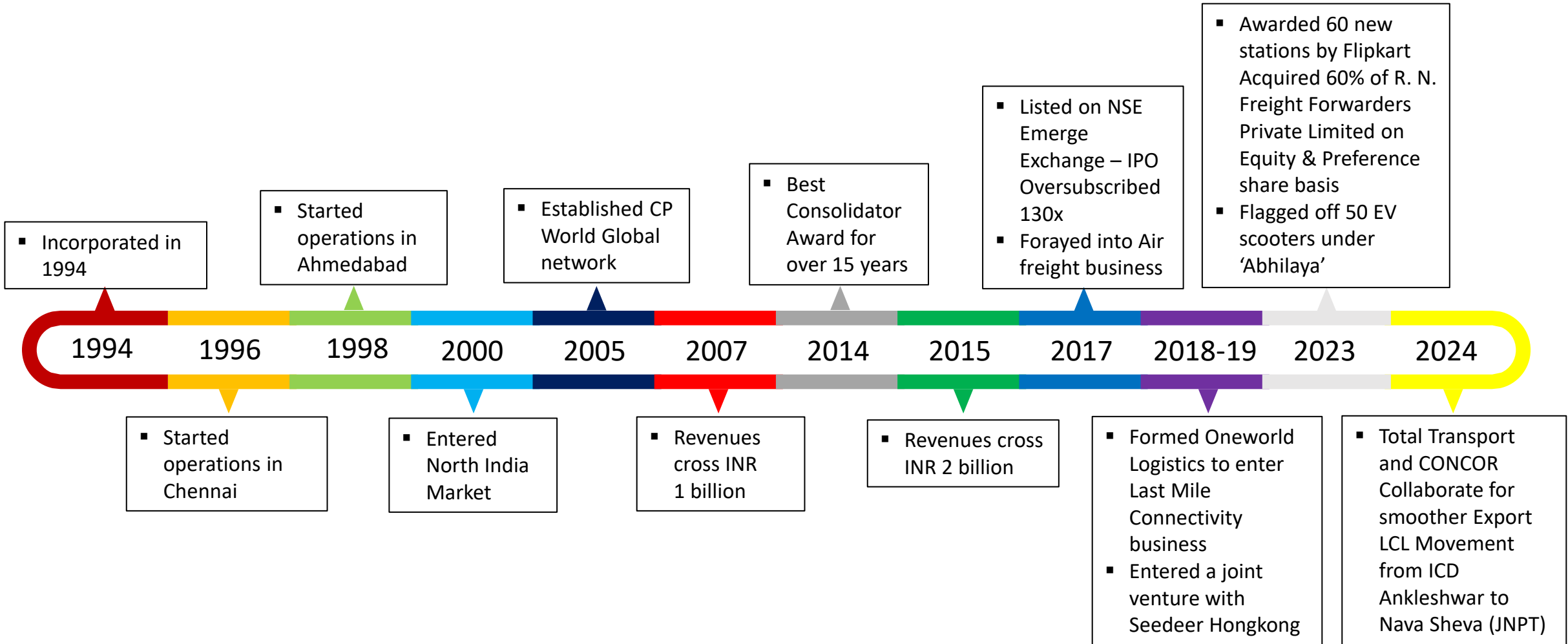
Standalone Business

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



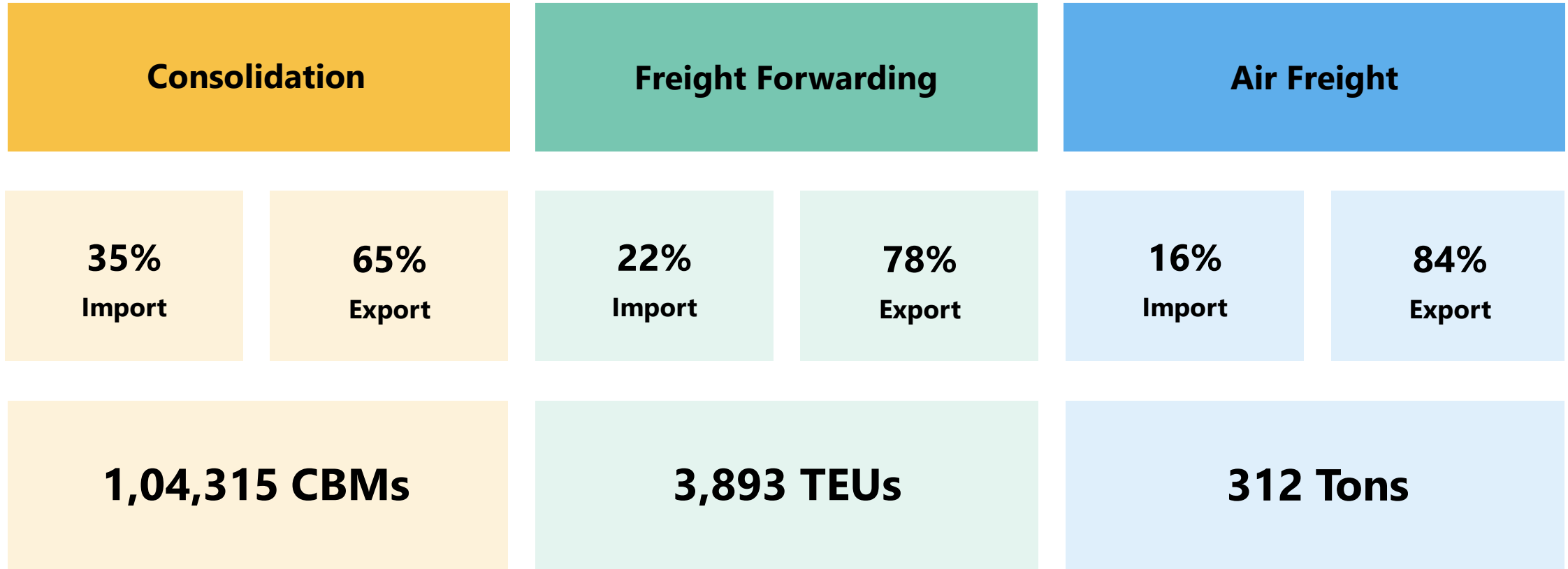
Sanjiv A. Potnis – Promoter and Director

- ❖ 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

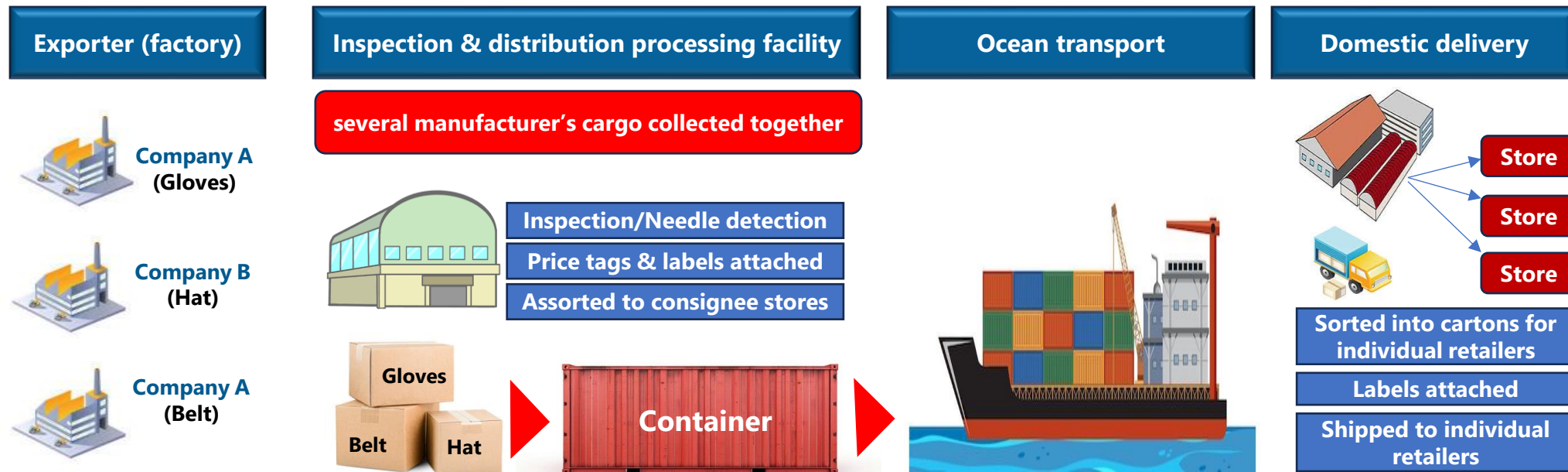


As on YTD June 2024



- 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, Flipkart, FedEx & SpiceJet since October 2018
- New additions to last mile delivery – 175 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, Restaurants, FMCG, Pharma and online & offline retailers



9 Millions+ Shipments

4,000+ Trained Associates

1,500+ Vehicles

1,500+ Pin Codes

As on YTD 30th June 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 53 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 23 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.

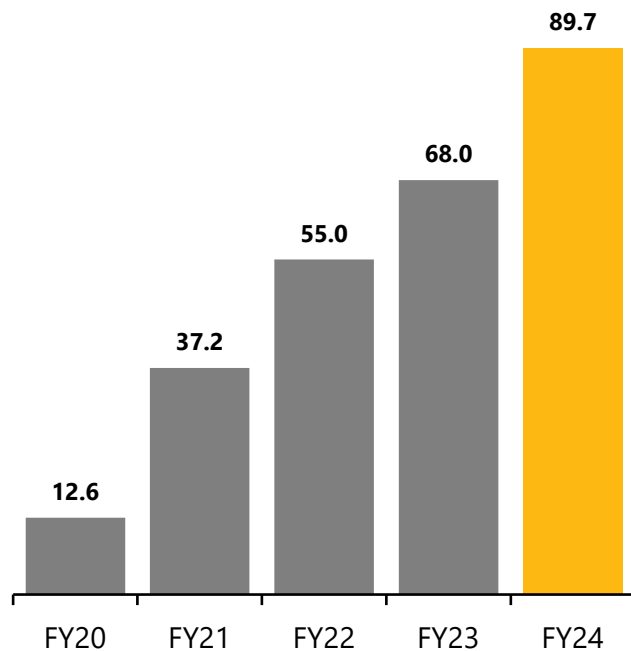


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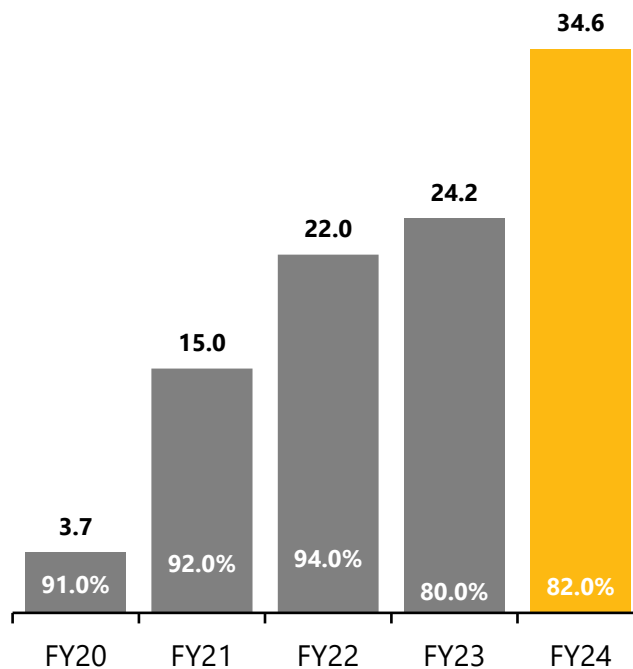




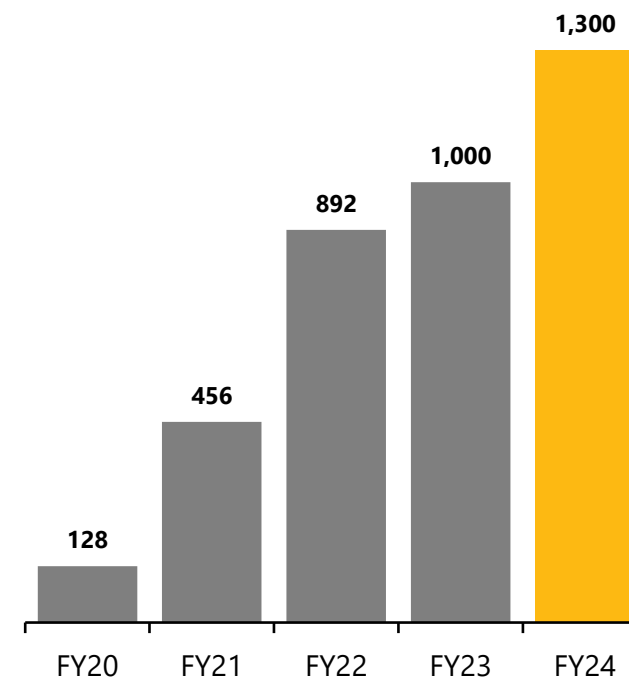
Revenue (₹ in Cr)



No. of Shipments (In Million) & Delivery Conversion

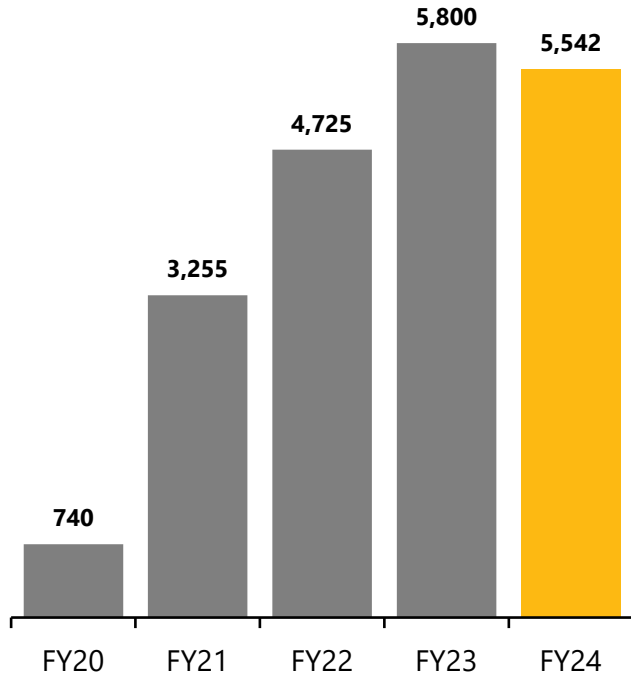


No. of Pincodes Served

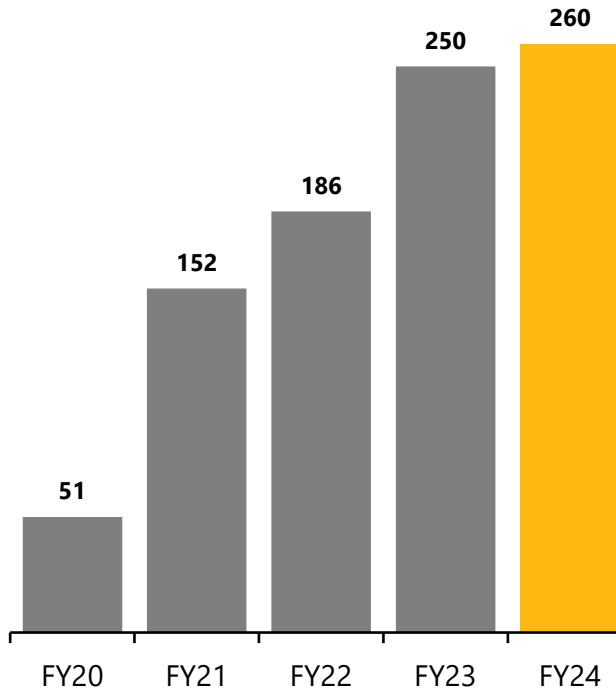




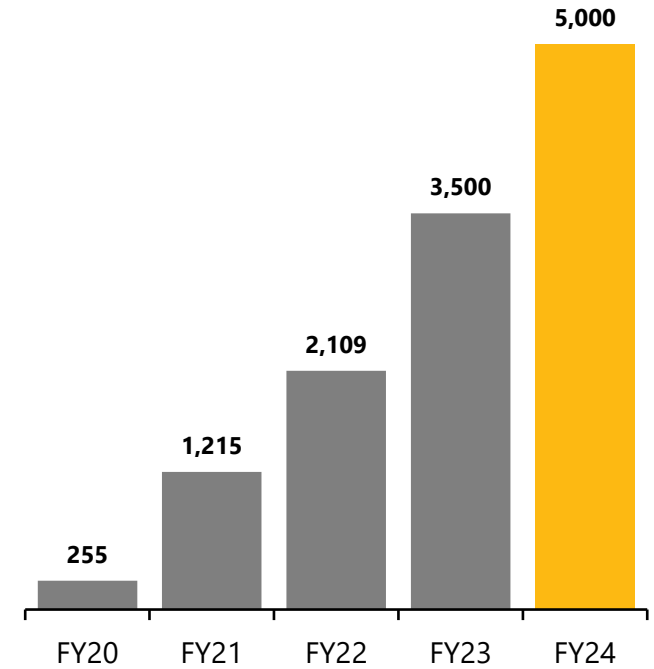
Gross Merchandise Value (₹ in Cr)



No. of Stations



No. of Associates





04

Historical Data

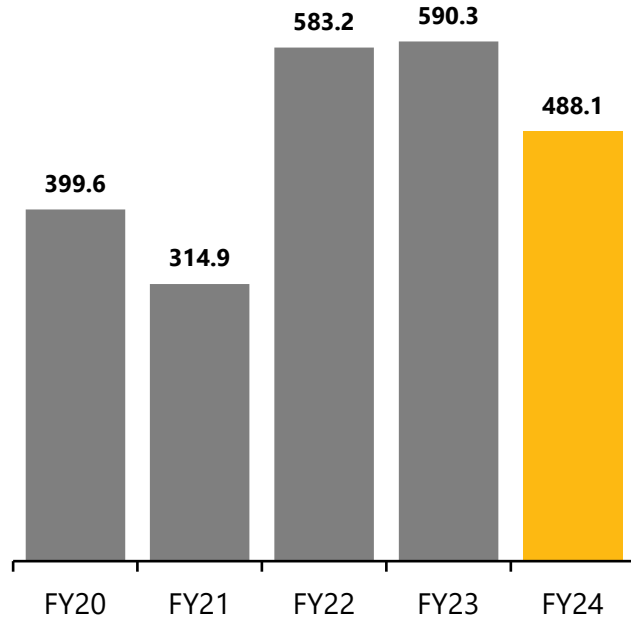
- ❖ Consolidated Financial Data
- ❖ Volume Data



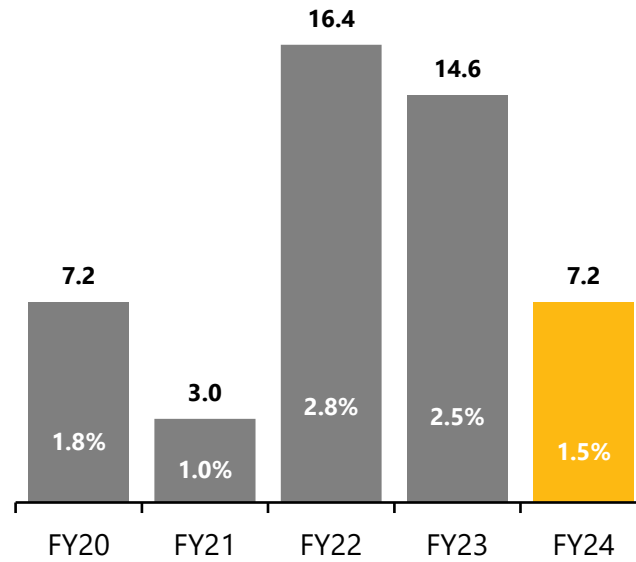


₹ in Cr

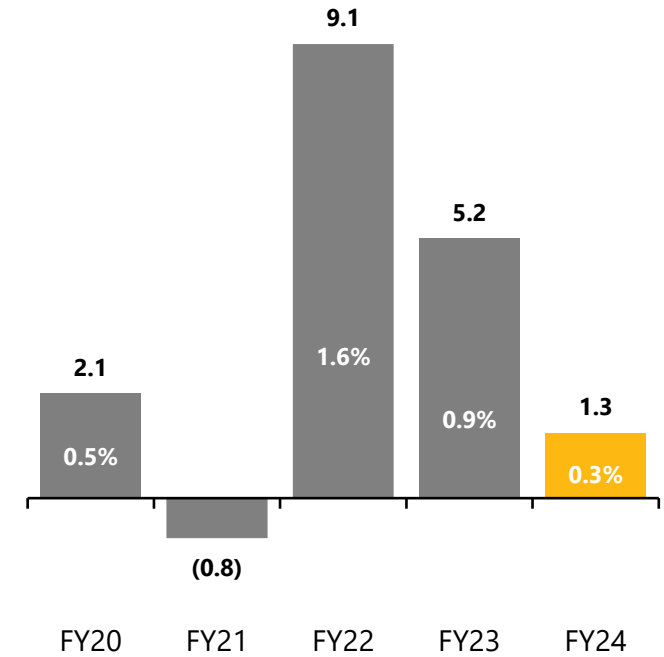
Revenue



EBITDA & Margin(%)

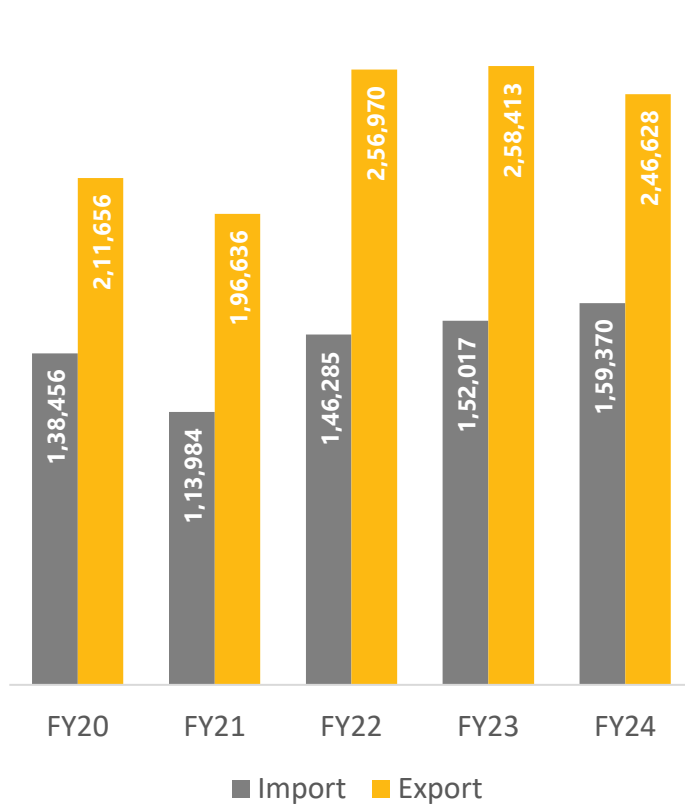


PAT & Margin(%)

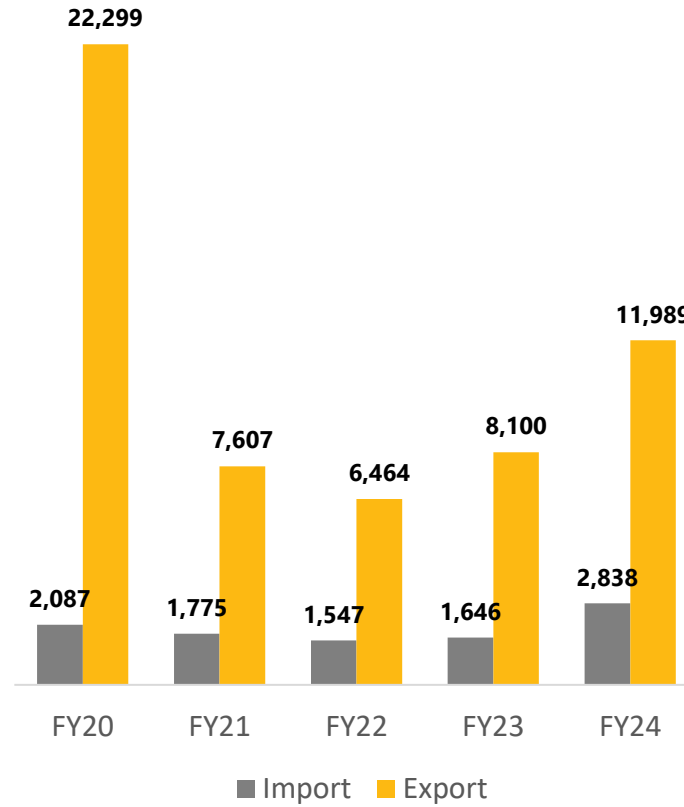




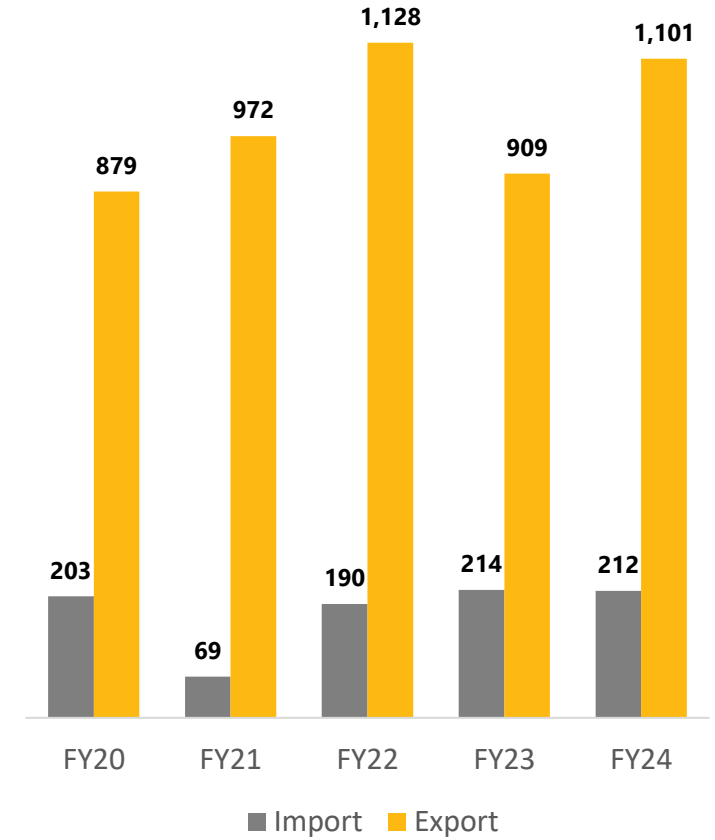
Consolidation (CBMs)



Freight Forwarding (TEUs)



Air Freight (Tons)



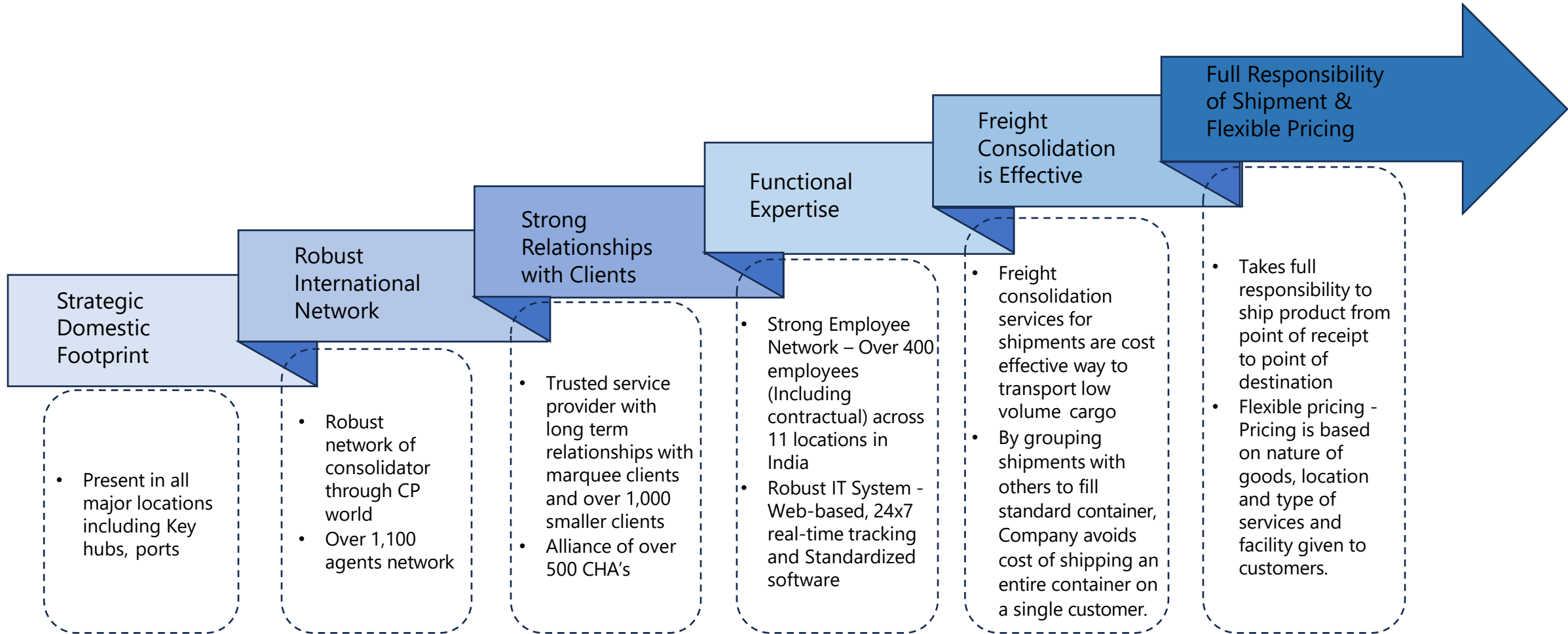


05

Growth Drivers

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

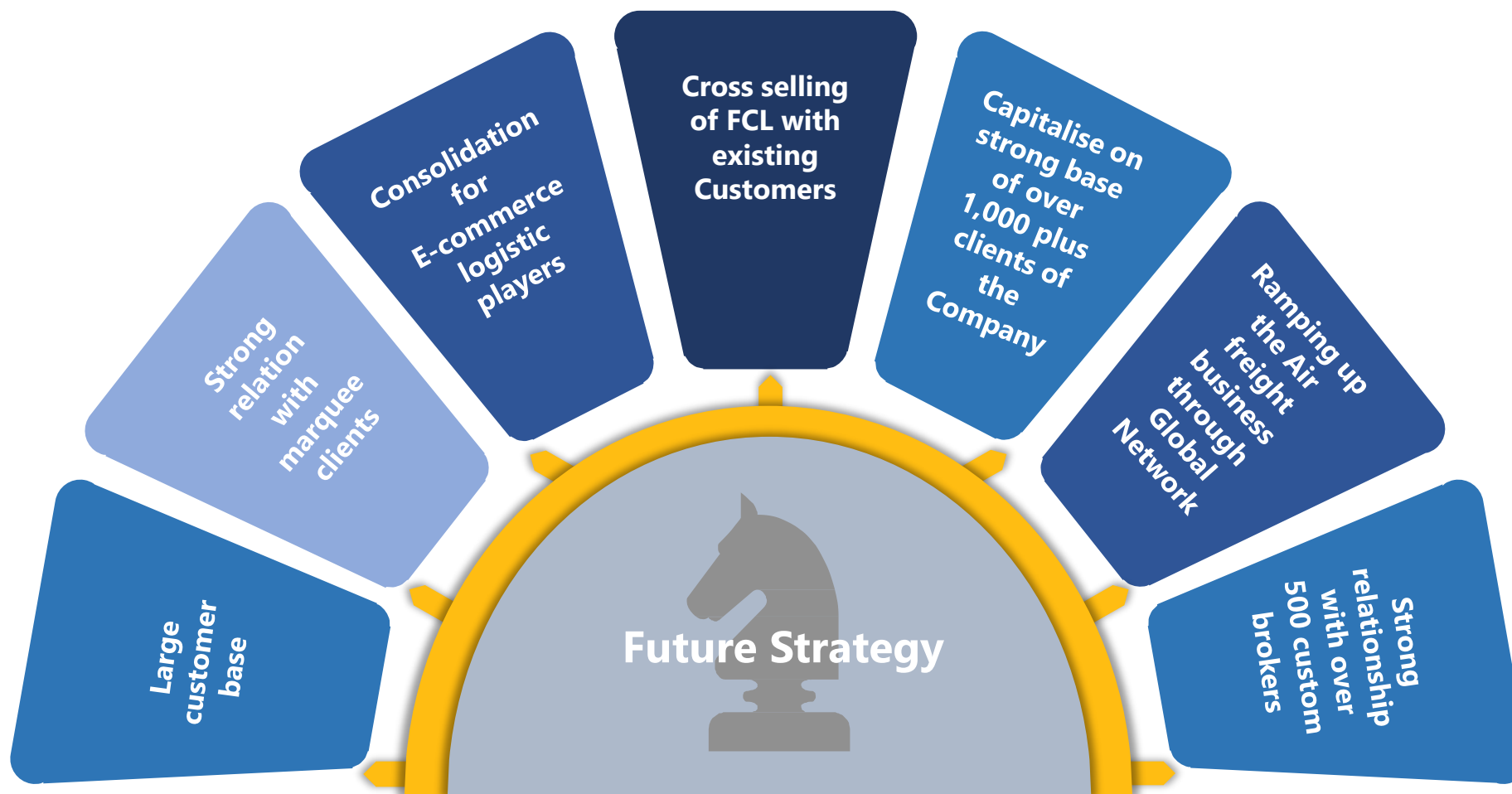






Marquee Clients







06

Annexure

- ❖ Consolidated Income Statement





Particulars (₹ in Cr)	Quarterly					Yearly
	Q1 FY25	Q4 FY24	QoQ	Q1 FY24	YoY	FY24
Revenue from Operations	146.00	148.29	(1.55)%	113.78	28.32%	488.10
Employee Cost	11.58	10.38		10.81		43.52
Other Expenses	133.04	136.38		100.33		437.43
EBITDA (Excluding other Income)	1.39	1.54	(9.91)%	2.63	(47.41)%	7.15
EBITDA Margin %	0.95%	1.04%	(9) bps	2.31%	(136) bps	1.47%
Other Income	1.16	0.80		0.64		3.77
Depreciation	0.89	1.15		0.69		3.69
Finance Cost	0.80	1.82		0.61		3.95
Share of profit/(loss) from investment in associate	0.05	(0.08)		0.00		(0.08)
Profit Before Tax	0.90	(0.71)	-	1.99	(54.77)%	3.20
Tax	0.67	(0.04)		0.66		1.95
Profit After Tax	0.23	(0.67)	-	1.32	(82.31)%	1.26
PAT Margin	0.16%	-	-	1.16%	(100) bps	0.26%



THANK YOU!

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