



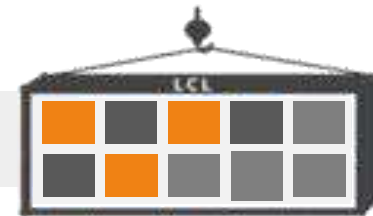
Total Transport Systems Limited

Result Update Presentation

Q1 FY22



Disclaimer



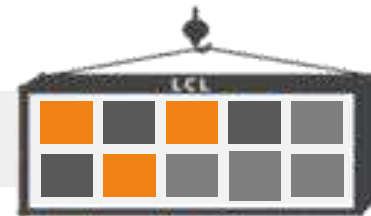
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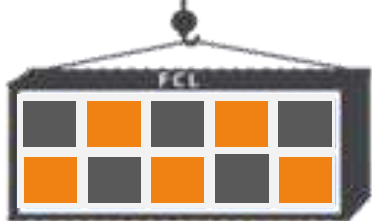
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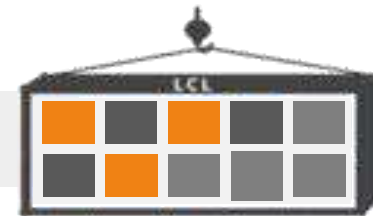
Company Overview

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Business Overview



Executive Summary



Overview

- Incorporated in 1994, Total Transport Systems Ltd. Is among one of the reputed players in Indian Logistics Industry
- Engaged in Cargo Consolidation and Deconsolidation for Less than Container Load (LCL), and Full Container Load (FCL), and Freight Forwarding for both exports and imports
- 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, whose network complements globally

Business Segments

Cargo Consolidation

Freight Forwarding

Air Freight

Last mile delivery operations

Marquee Clients

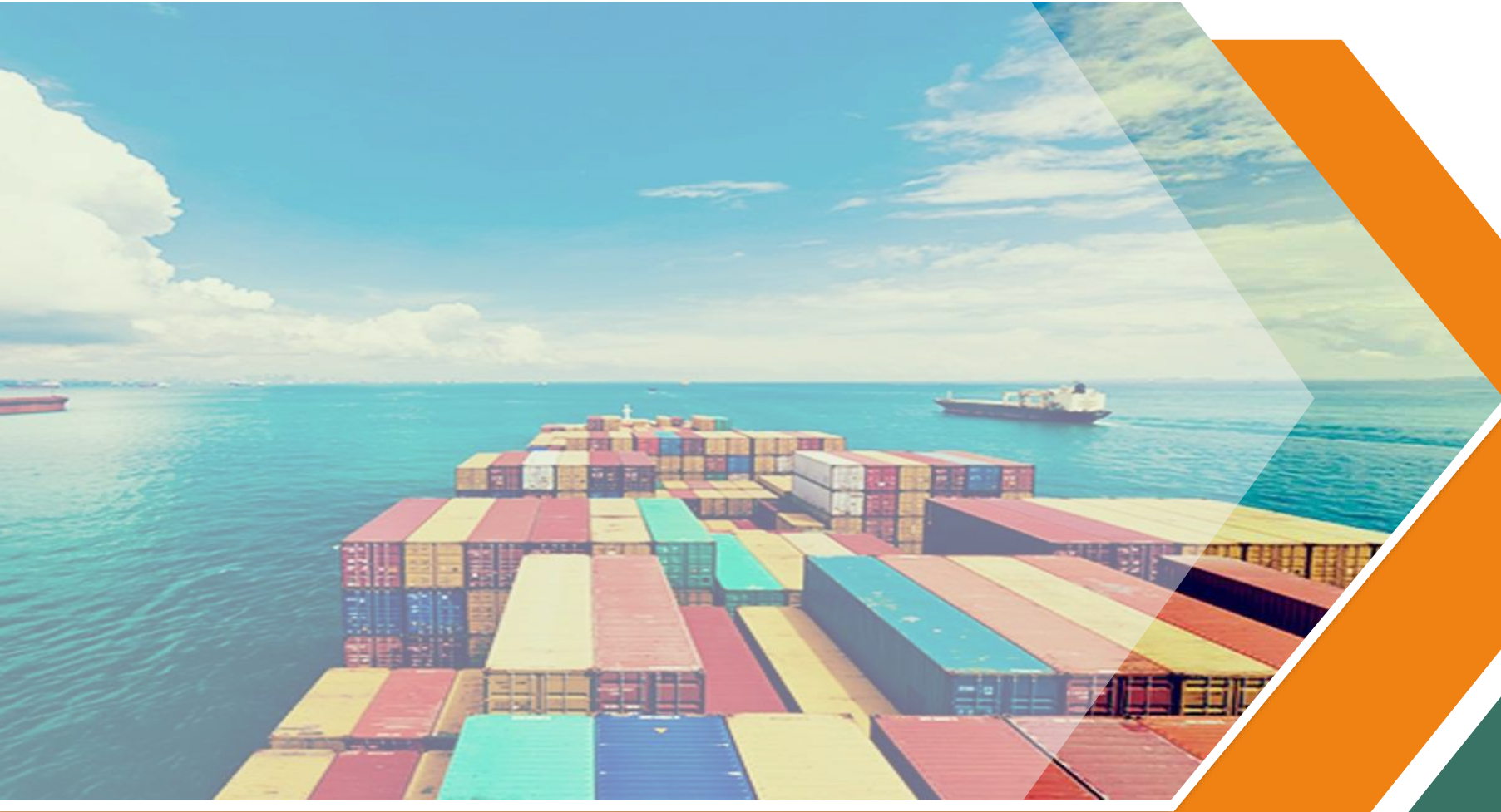
- **Domestic** - TATA Motors Ltd., Reliance Industries Ltd., Raymonds Group, IPCA Labs, Cadila Pharmaceuticals Ltd., Axis Electrical Components, etc.
- **International** - Dachser Intelligent Logistics, Hellman, Agility, DHL, Schenkers, etc.

Consolidated Financials (Q1 FY21)

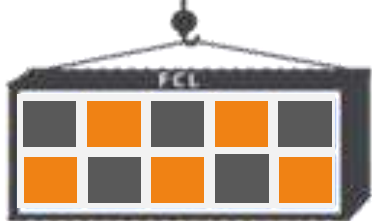
Revenue
Rs. 102.71
Crore

EBITDA
Rs. 3.91 Crore
EBITDA Margin
3.81%

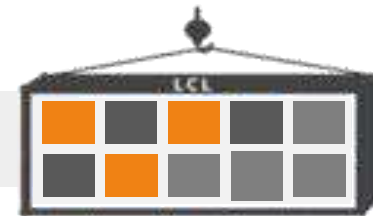
FY21 RoCE
3.35 %



Consolidated Financial Performance



Managing Director's Message–Q4 & FY21



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

The market continues to face challenges from the ongoing pandemic as the second wave hampered business operations during the first quarter. However, we are confident to sustain through and recover soon from this. As for our financial performance for the quarter ended 30th June 2021, revenue grew 42.01% YoY to Rs. 102.71 crores, while EBITDA and PAT increased 185.36% and 144.75% to Rs. 3.91 crores and Rs. 2.43 crores, respectively. The pandemic has brought to light the essence of logistics for delivering essential and utmost important products and services during such times of crisis.

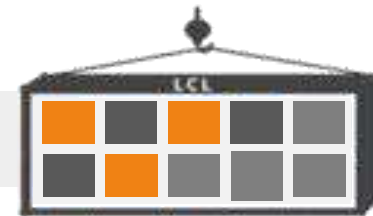
While FCL movements were restricted during the quarter, congestion and space cut led to increased liner freight levels, leading to higher top line and profit margins. Moreover, higher freight rates coupled with economies of scale from higher volumes helped improve margins.

Our diversified network of partners gives us a strong foothold in the domestic logistics industry. Our collaborations with various companies worldwide have also enabled us to maintain resilience in these cautious and testing times. We continue to focus on better growth prospects and sustainable profitability. Our recent migration to the NSE main board is also giving us better visibility and reach into the investor community.

I would like to thank the entire team of TTSL for their untiring efforts, hard work, sincerity and dedication. Also, I would 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 benchmarks.



Impact of COVID – 19



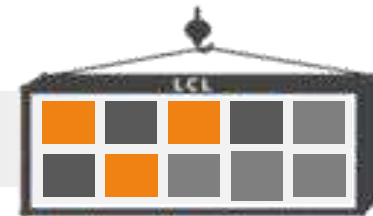
- COVID-19 pandemic posed unprecedented challenges across the world. Entire industries and businesses were impacted, and TTSL has been no exception to it.
- Due to lock down and subsequent restrictions on movement, the entire logistics industry faced financial distress.
- As a result, there will be a major impact of Covid on turnover and profitability. Closure of economic activity has led to disruptions in the supply chain.

- While almost all operating sites were under lockdown mode during the national lockdown phase, the units catering to essential commodities across Fast Moving Consumer Goods were operational. Accordingly, the Company continued to service these

- Company has ensured all the safety and sanitization measures across our service locations and are following increased protocols to ensure all involved are safe and secure.
- Company is gradually ramping up capacities across business verticals, on daily basis.
- Company has robust systems in place and all its locations are well networked.
- Even during the lockdown with combination of critical staff working from respective locations and all others working from home, all reporting systems worked seamlessly without any disruption.
- Company has taken appropriate measures to ensure requisite liquidity and there is no significant concern



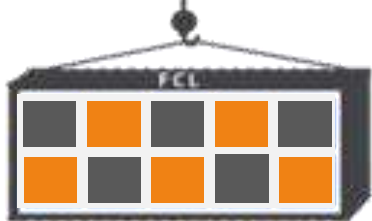
Consolidated Income Statement – Quarterly



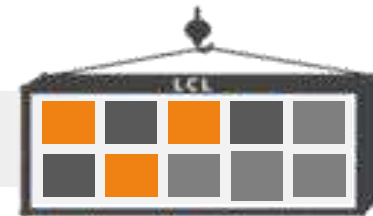
Particulars (Rs. Cr.)	Q1 FY22	Q1 FY21	Y-o-Y (%)	Q4 FY21
Revenue from operations	102.71	72.33		95.96
Other income	0.00	0.00		0.00
Total income	102.71	72.33	42.01%	95.96
Employee Cost	6.88	4.11		5.85
Operating expenses	91.93	72.79		87.32
Total Expenditure	98.80	76.90	28.48%	93.17
EBITDA	3.91	-4.58	185.36%	2.79
EBITDA Margin %	3.81%	-6.33%	1014 bps	2.91%
Other Income	0.01	(0.01)		0.23
Depreciation	0.23	0.25		0.23
Finance Cost	0.64	0.58		0.60
Exceptional Item	0.00	0.00		0.00
Share of (profit)/loss from investment in associate	(0.02)	(0.01)		(0.04)
Profit Before Tax	3.02	(5.43)		2.16
Tax	0.59	0.00		0.72
Profit After Tax	2.43	(5.43)	144.75%	1.44
PAT Margin	2.37%	(7.51%)	985 bps	1.50%
<u>Total Comprehensive Income</u>				
Minority Interest	0.01	(0.01)		0.01
Other Comprehensive Income	0.00	0.00		(0.27)
Net Profit	2.43	(5.42)	144.73%	1.16
Net Profit Margin	2.36%	(7.50%)	986 bps	1.21%
Basic EPS Rs.	1.70	(3.80)	144.74%	1.01

Q1 FY22 vs Q1 FY21

- Q1 FY21 was uncertain due to which restrictions of FCL movements. In Q1 FY22 congestion and space cut resulted in increased liner freight, increase in freight levels and margins – restarted FCL bookings. This resulted in higher growth in revenue and profit margins
- Increase in EBITDA margin mainly due to optimization of operating costs due to higher volumes and increase in freight rates



Consolidated Income Statement – Annual



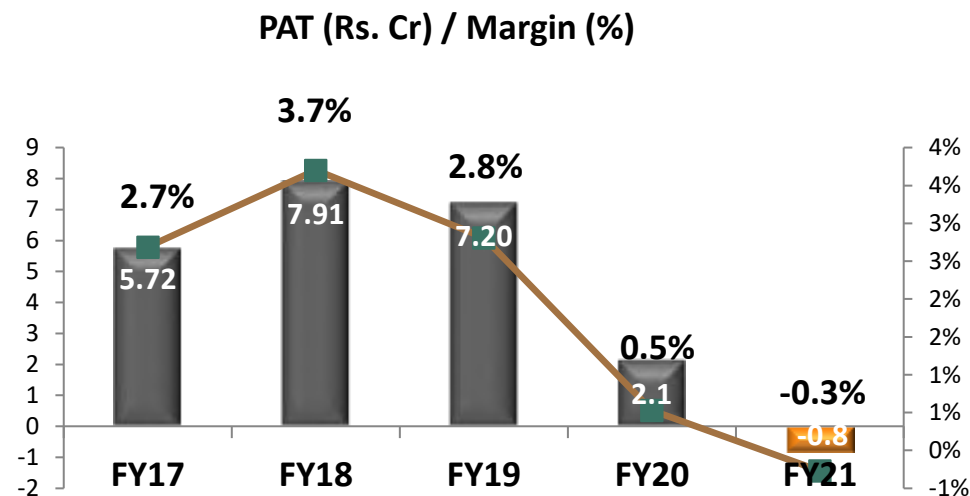
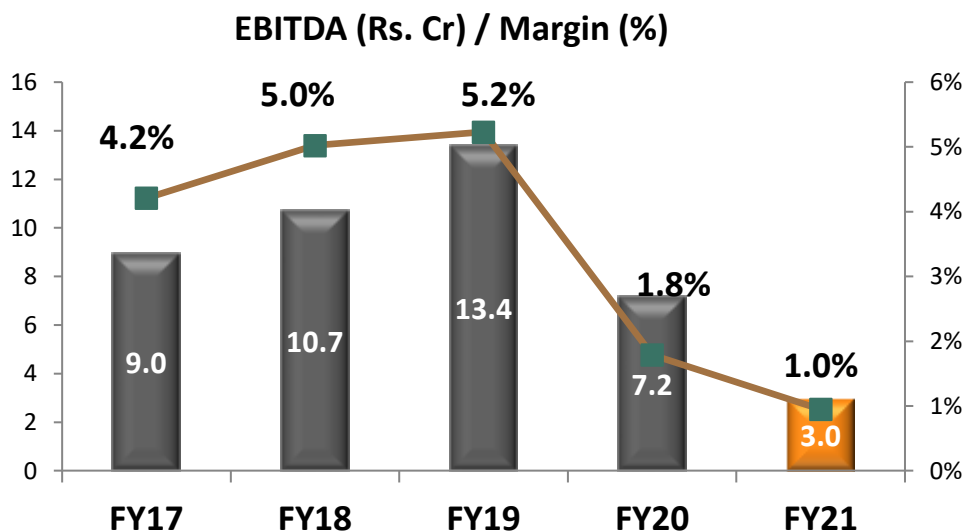
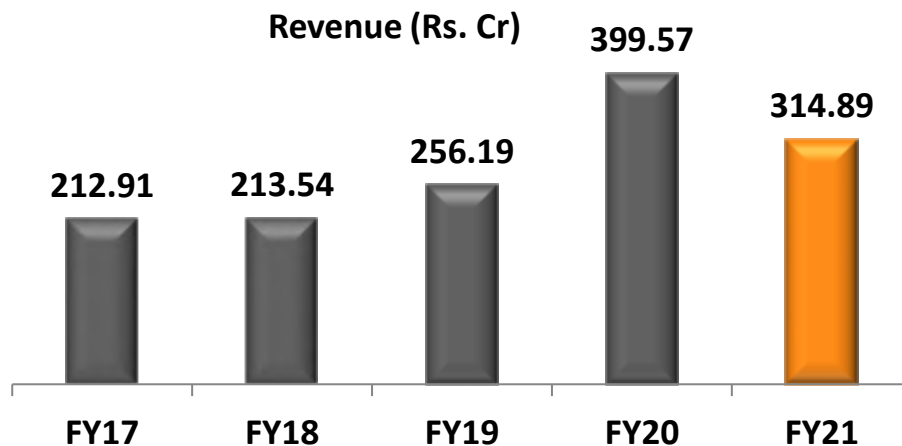
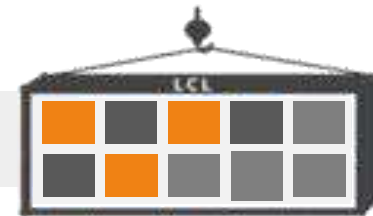
Particulars (Rs. Cr.)	FY21	FY20	Y-o-Y (%)
Revenue from operations	314.89	399.57	
Other income	0.00	0.00	
Total income	314.89	399.57	(21.19%)
Employee Cost	20.66	22.16	
Operating expenses	291.23	370.25	
Total Expenditure	311.89	392.41	
EBITDA	2.99	7.16	(58.19%)
EBITDA Margin %	0.95%	1.79%	(84 bps)
Other Income	0.25	0.04	
Depreciation	0.92	1.21	
Finance Cost	2.30	2.14	
Exceptional Item	0.00	0.00	
Share of (profit)/loss from investment in associate	(0.07)	(0.08)	
Profit Before Tax	(0.05)	3.78	
Tax	0.79	1.66	
Profit After Tax	(0.84)	2.11	(139.78%)
PAT Margin	(0.27%)	0.53%	
<u>Total Comprehensive Income</u>			
Minority Interest	0.02	0.02	
Other Comprehensive Income	(0.27)	(0.44)	
Net Profit	(1.13)	1.66	(168.46%)
Net Profit Margin	(0.36%)	0.41%	(77 bps)
Basic EPS Rs.	(0.59)	1.48	(139.86%)

FY21 vs FY20 -

- Special FCL export shipment not handled during this year and COVID-19 impact in the year led to decline in revenues from operations
- Ripple effect of pandemic and lockdown on industry resulted in shortage of inventories, space and increase in transport and detention cost - congestions at various ports have added on cost of shipments in first half. This led to decrease in EBITDA

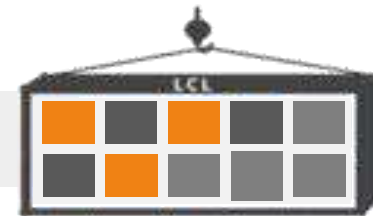


Consolidated Annual Financial Highlights



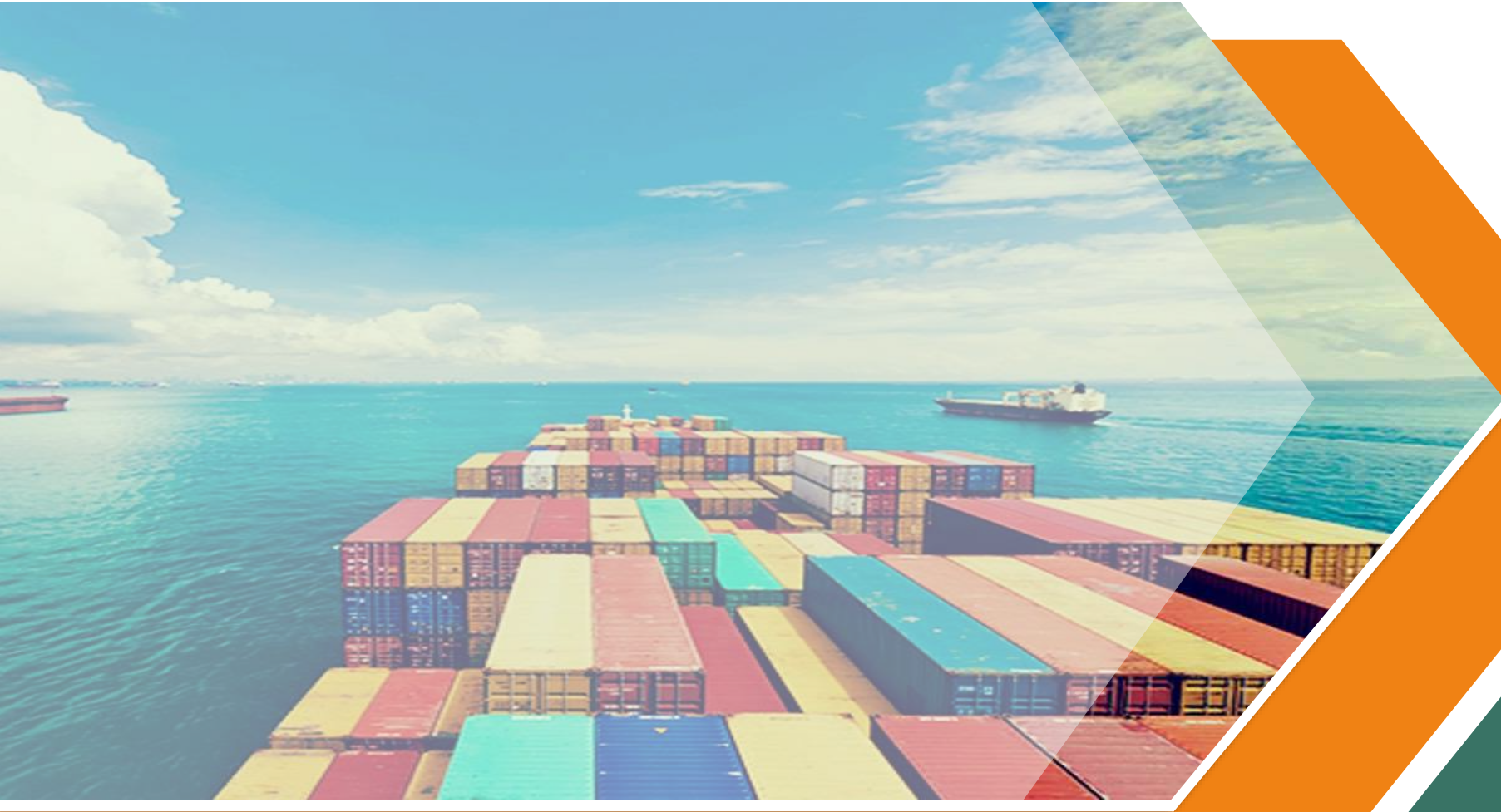


Consolidated Balance Sheet as on 31st March 21

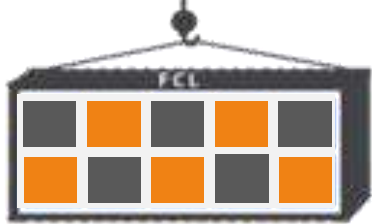


Particulars (Rs. Cr)	As on 31st March 2021	As on 31st March 2020
Equity	46.14	47.21
Equity Share Capital	14.31	14.31
Other Equity	31.70	32.80
Minority Interest	0.13	0.11
Non-current liabilities	8.37	3.71
long term borrowing	4.31	0.34
Deferred tax liabilities	0.00	0.00
Other non current Liabilities	0.00	0.00
Provisions	4.06	3.37
Current liabilities	49.30	82.22
Short term Borrowings	18.98	21.53
<u>Trade Payables</u>	-	
a. Micro and Small Enterprises	0.06	0.07
b. Other than Micro and small Enterprises	21.28	49.82
Other Financial Liabilities	0.00	0.00
Other Current Liabilities	2.89	4.61
Provisions	6.09	6.19
Current Tax Liabilities (Net)	0.00	0.00
Total Equities & Liabilities	103.81	133.14

Particulars (Rs. Cr)	As on 31st March 2021	As on 31st March 2020
Non-current assets	13.68	12.03
PPE	8.05	8.25
Other Intangible Assets	0.02	
Intangible Assets under Development	0.13	0.13
Investments in subsidiaries and associates	0.05	0.11
Non Current Investments	0.07	0.06
Deferred Tax Assets/ (Liability)	1.08	0.88
Long term Loans & Advances	3.88	1.83
Other Non-Current Assets	0.41	0.77
Current Assets	90.13	121.11
Trade Receivables	78.18	112.95
Cash & Cash Equivalents	3.51	0.38
Bank Balance other than Cash	0.43	0.27
Loans & Advances	1.35	0.50
Other Non Current Assets	6.66	7.01
Total Assets	103.81	133.14



Company Overview

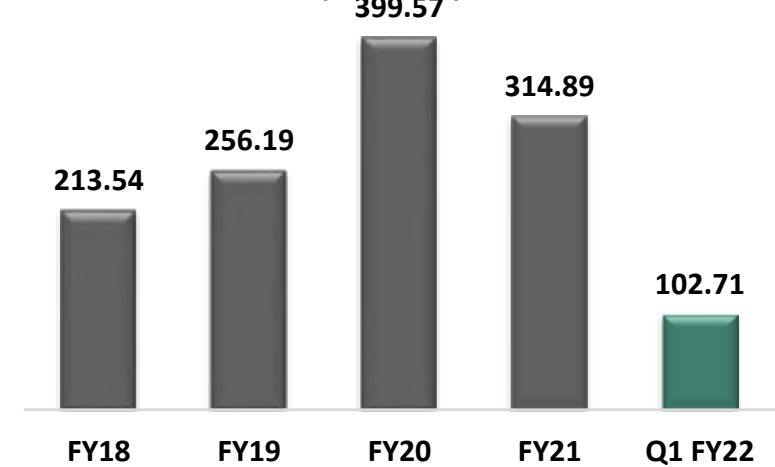


About Us

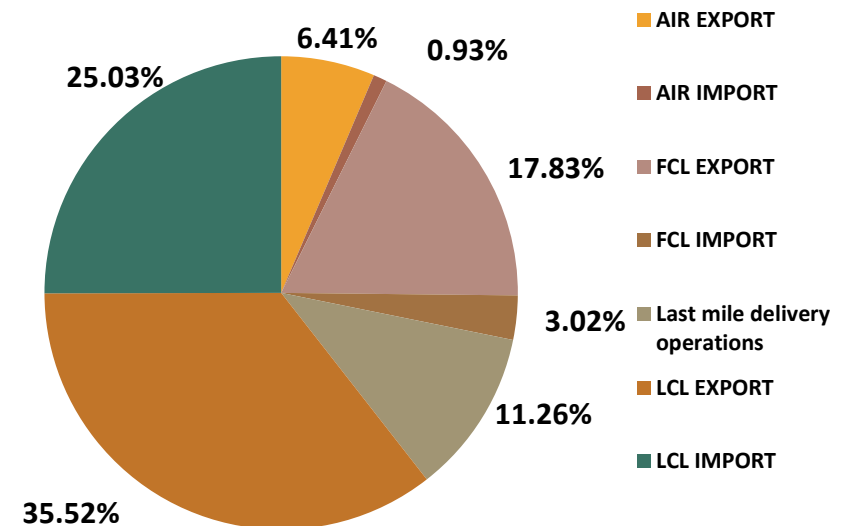
- Offers end to end logistics with focus on cargo consolidation for less than and full container loads, freight forwarding and air freight from India to worldwide destinations
- Sizeable market share in India's LCL segment and has regular business relationships with various marquee clients
- Employs over 400 approx. employees (including contractual) in India, which includes highly experienced key managers and staffs, catering to timely deliveries to any destination
- Pan-India network of 13 offices covering all major ports and cargo hubs and has reciprocal international network with an exclusive membership of CP World Global Network and iCargo alliance with access to over 89 countries across 1,100 locations with 166 offices globally
- Has Multi-Modal Transport operator's license as well as Federal maritime commission license for servicing various needs of customer requirements
- 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

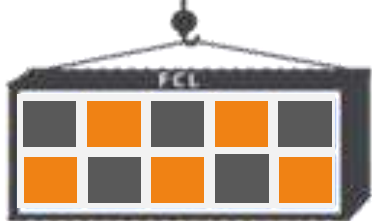


Total Revenue (Rs. In Cr)

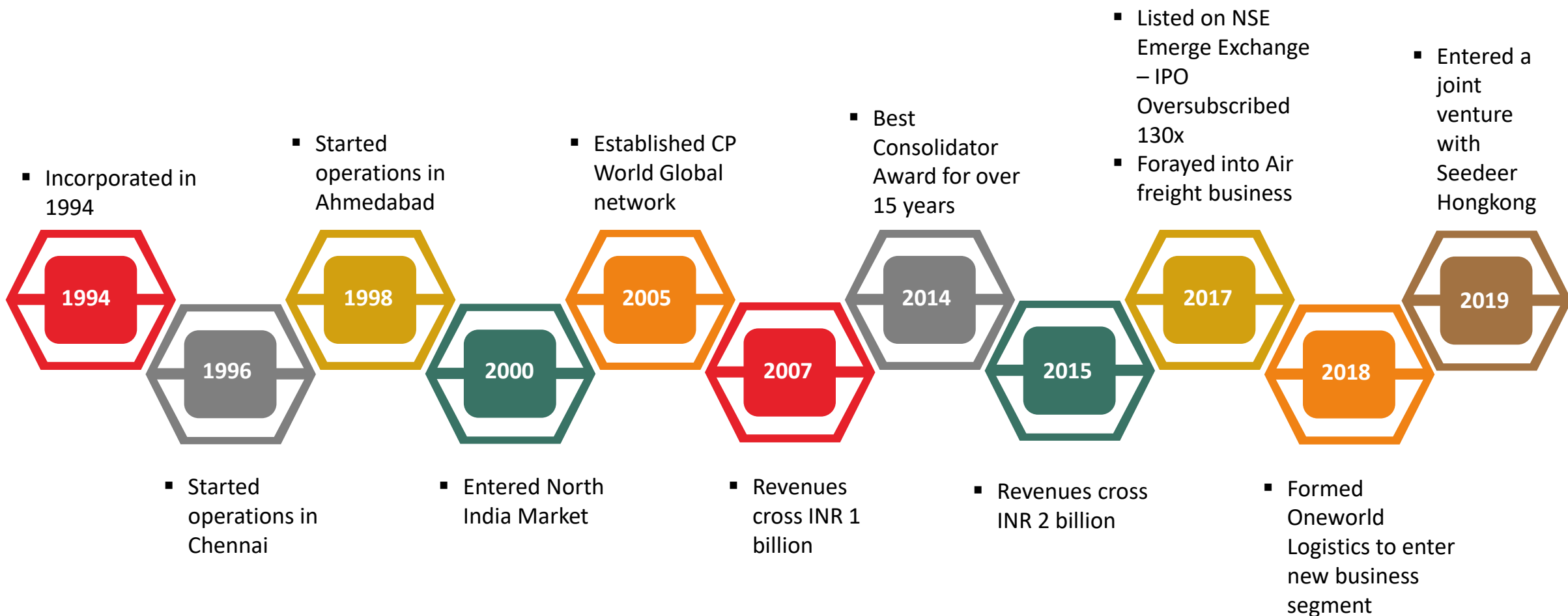
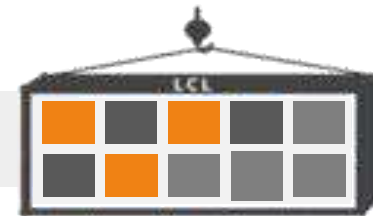


Revenue Break-up (%)



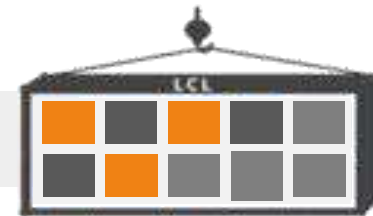


Key Milestones





Experienced & Professional Board of Directors



**TOTAL™
TRANSPORT**
Keeping Promises Since 1994



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

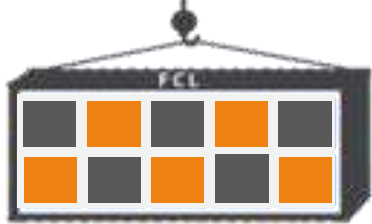
Sanjiv A. Potnis – Promoter and Director

- ❑ 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

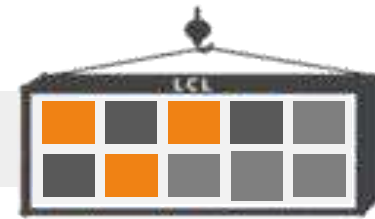


Shrikant D. Nibandhe – Promoter and CFO

- ❑ 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

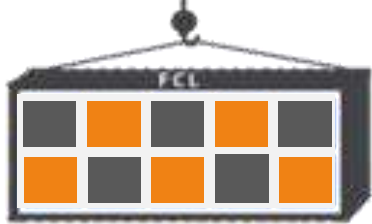
- Freight consolidation services for shipments are cost effective way to transport low volume cargo
- By grouping shipments with others to fill standard container, Company avoids cost of shipping an entire container on a single customer.

Full responsibility of Shipment & Flexible Pricing

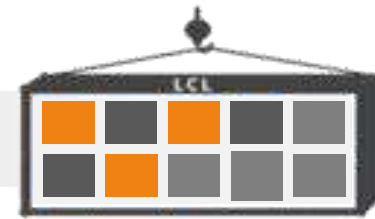
- Takes full responsibility to ship product from point of receipt to point of destination
- Flexible pricing - Pricing is based on nature of goods, location and type of services and facility given to customers.

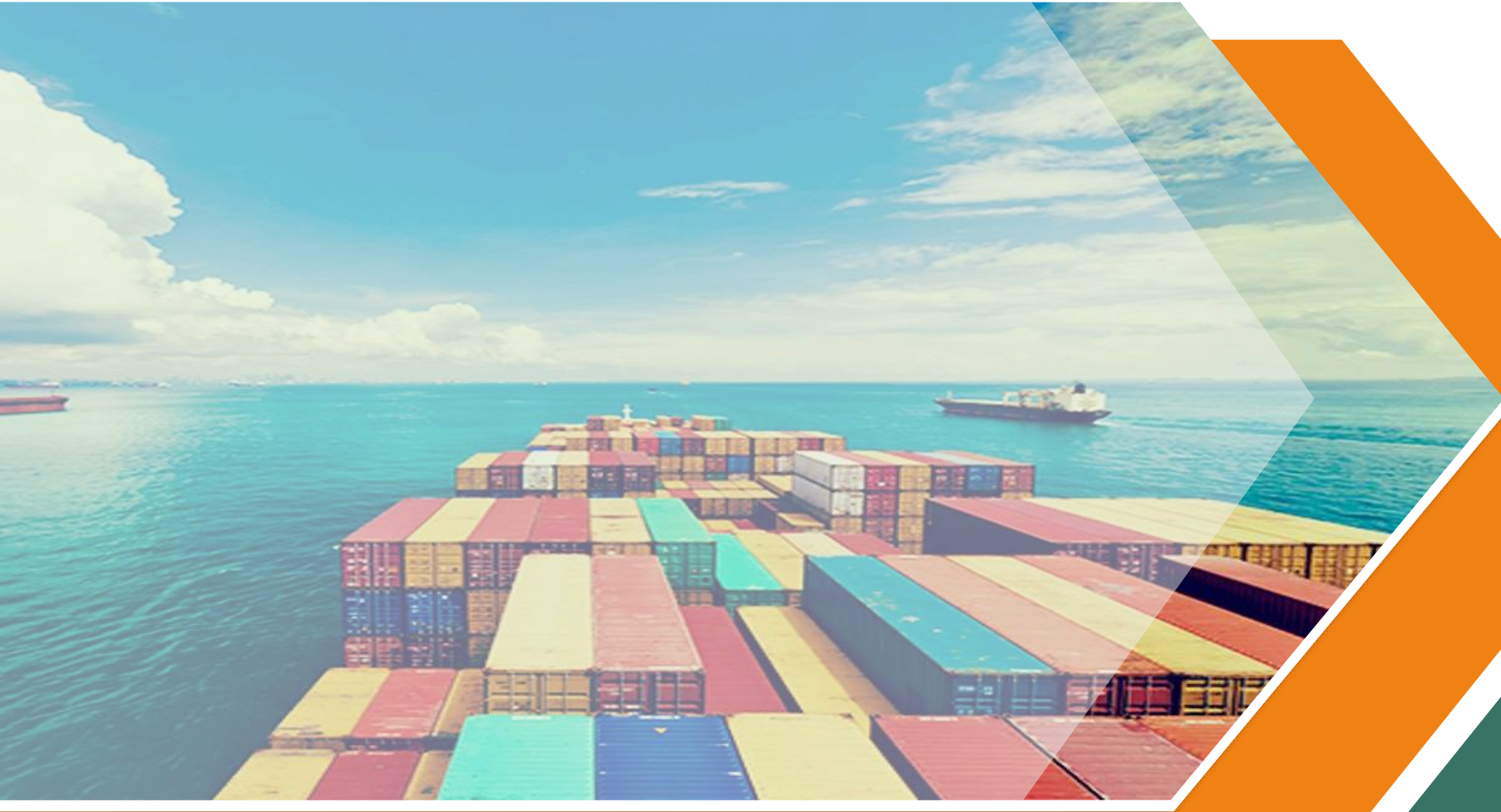
Strategic Domestic Footprint

- Present in all major locations including Key hubs, ports



Marquee Clients

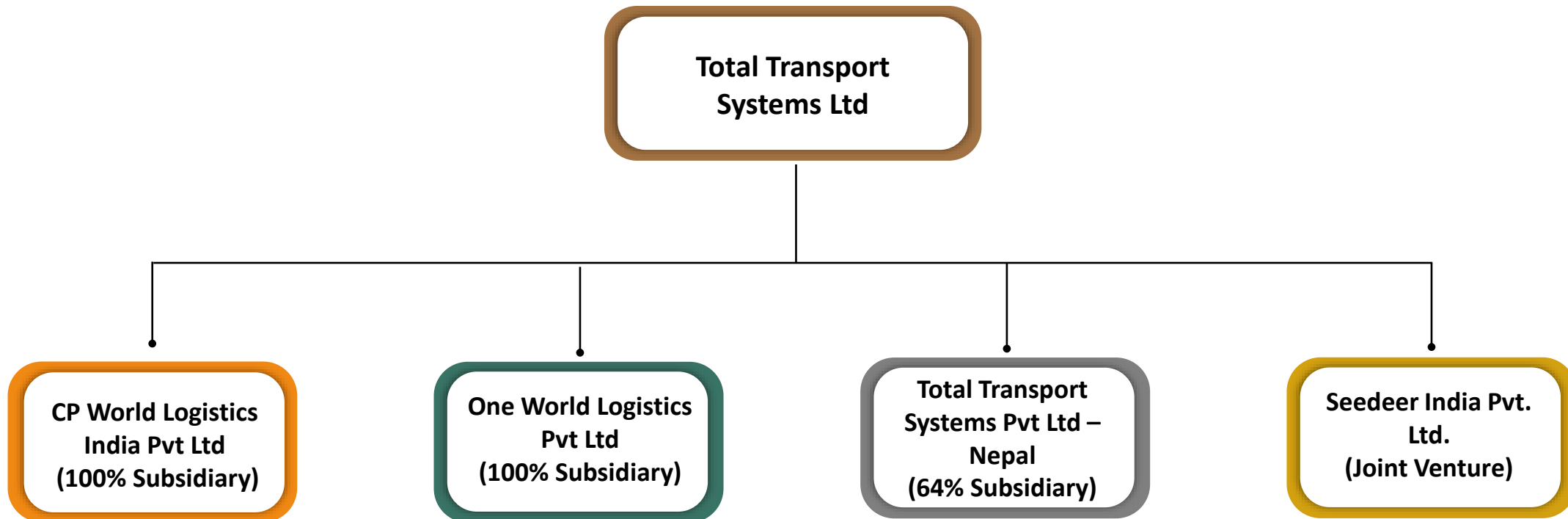
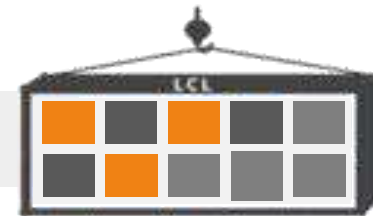


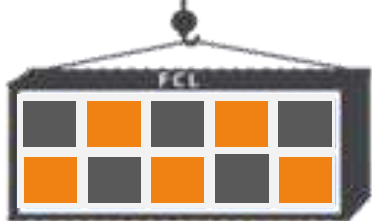


Business Overview

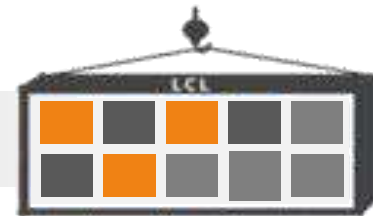


Group Structure





Business Verticals



Consolidation

Freight Forwarding

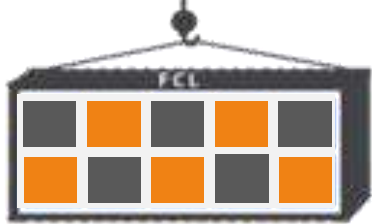
Air Freight

Imports 38.26%	Exports 61.74%	93,646 CBMs
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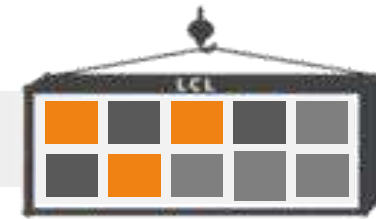
Imports 19.86%	Exports 80.14%	1,732 TEUs
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319 Tons

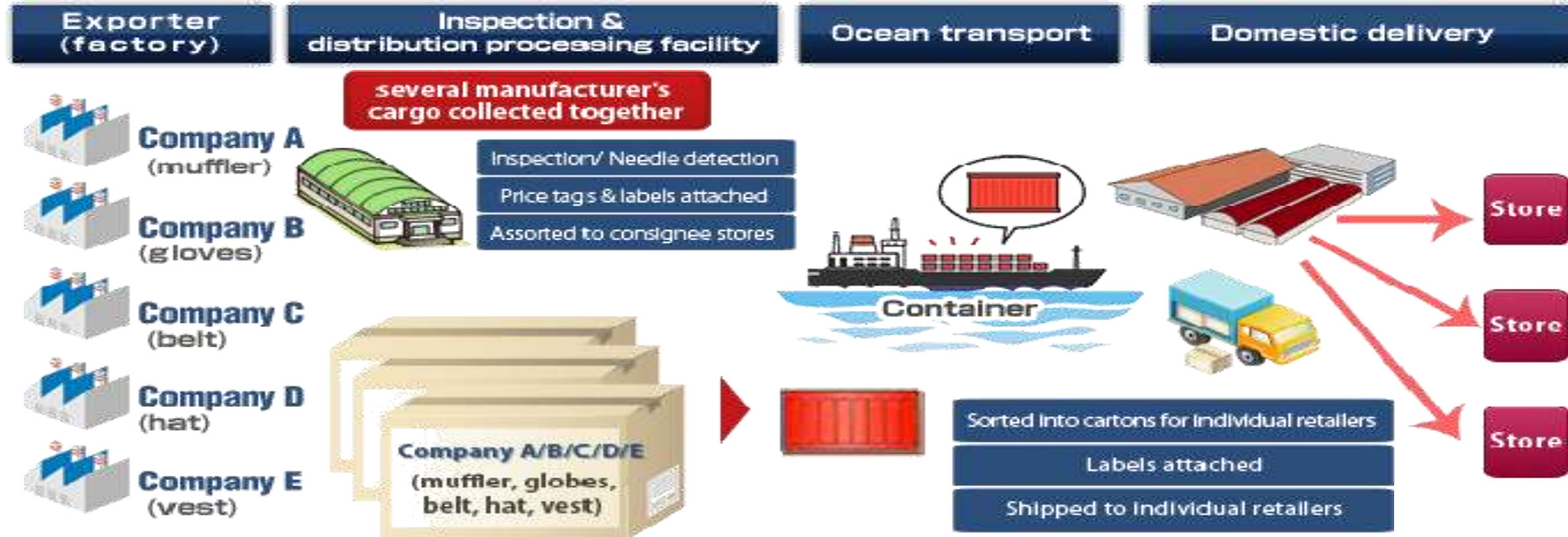


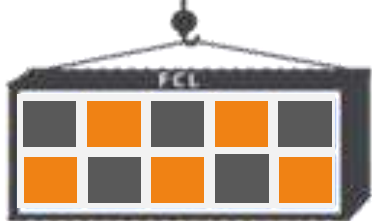


Cargo Consolidation

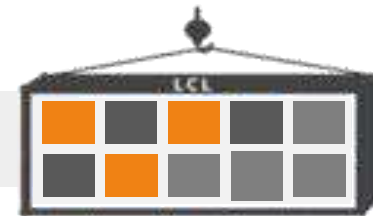


- Cargo Consolidation for less than container loads (LCL) is one of core business activities of Company since inception, and garners good market share in India
- Consolidates shipments for more than 1,100 destinations worldwide through its network across 89 countries
- Long standing tie-ups with leading 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

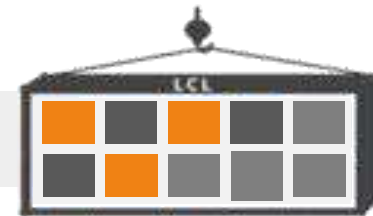


- Leveraging on its LCL leadership to achieve significant presence in Full Container Load (FCL) business as well
- Coordinates with various Shipping Lines, CFS agents and Vendors to provide effective and efficient logistic solutions to its end customers
- Strong buying capacity and controlled business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





Air Freight

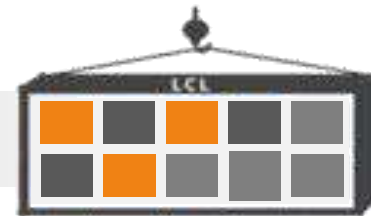


- TTSL is an international air freight forwarding company providing professional and reliable international air freight import and export services across the globe.
- It has centralized pricing and co-ordination desk in Mumbai for pan India operations.
- It has strong partners worldwide to provide the 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



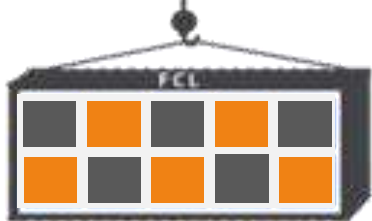
- Registered in Hong Kong
- Promoted by CP World Group and Eurasia Group
- Exclusive cargo alliance across 89 countries with 166 offices



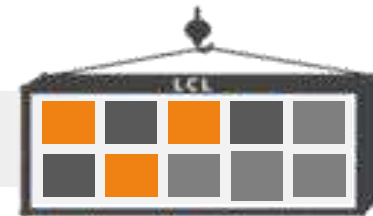
Mr. Makarand Pradhan
Group Chairman
CP World



Mr. Ken Chiang
Group CEO
CP World

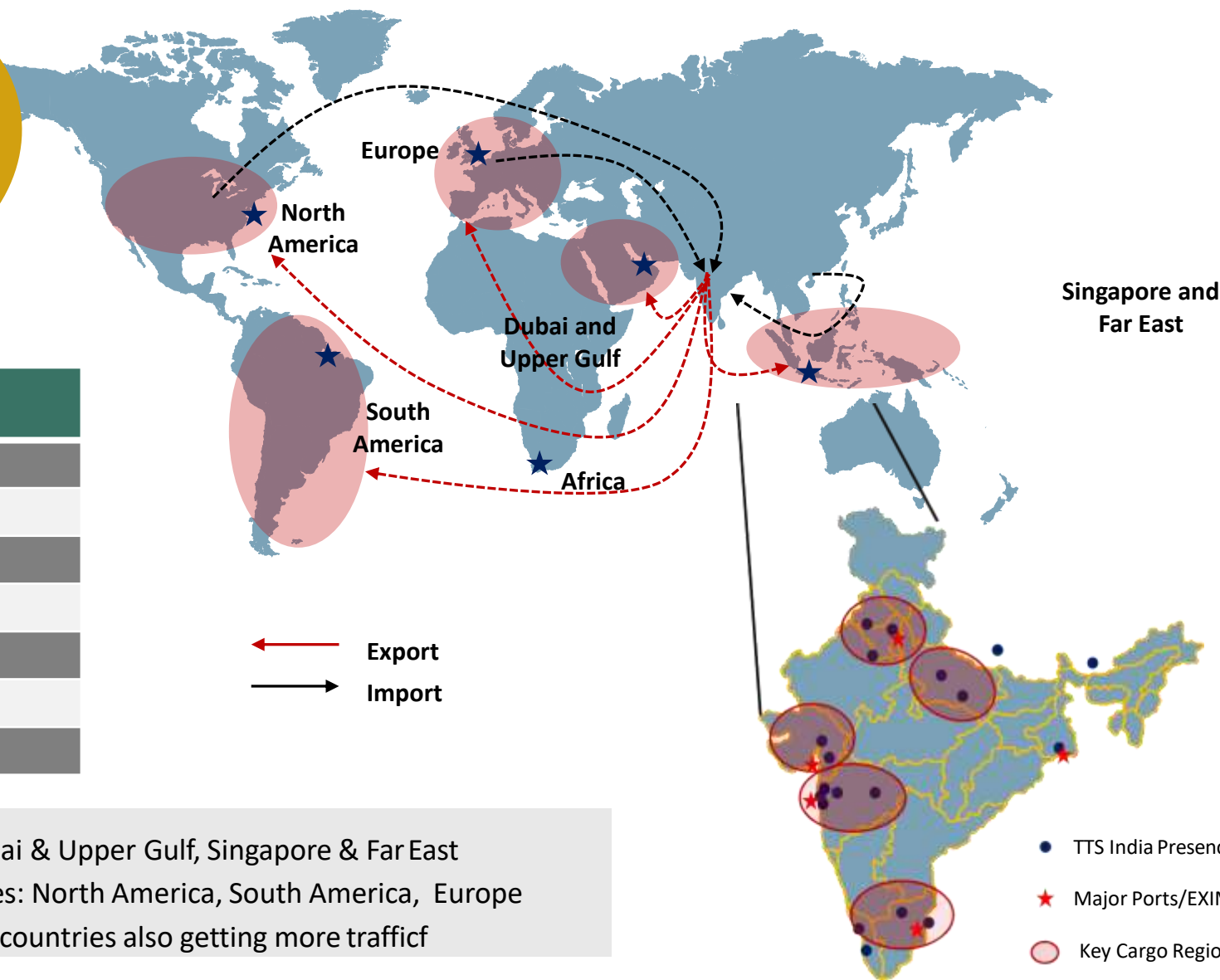


TTS in association with CP / I cargo Network



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%

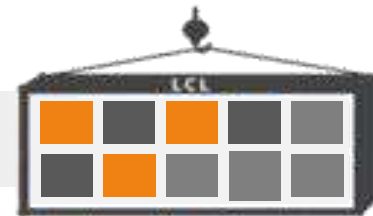


- Traditionally major routes: Dubai & Upper Gulf, Singapore & Far East
- Increasingly plying longer routes: North America, South America, Europe
- South Africa and other African countries also getting more traffic

- TTS India Presence
- ★ Major Ports/EXIM hubs
- Key Cargo Regions



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 – 65 ODH for Flipkart and 4 for Jio Mart

“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

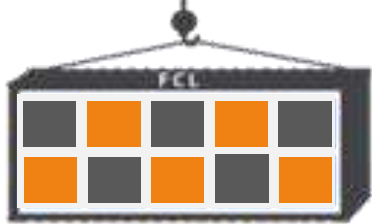
4M+ Shipments

2000+ Trained Associates

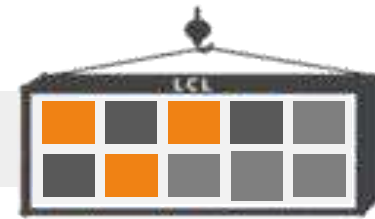
1000+ Vehicles

800+ Pin Codes





One World Logistics Pvt Ltd- Business Model



Shipments Picked from stations for final Delivery

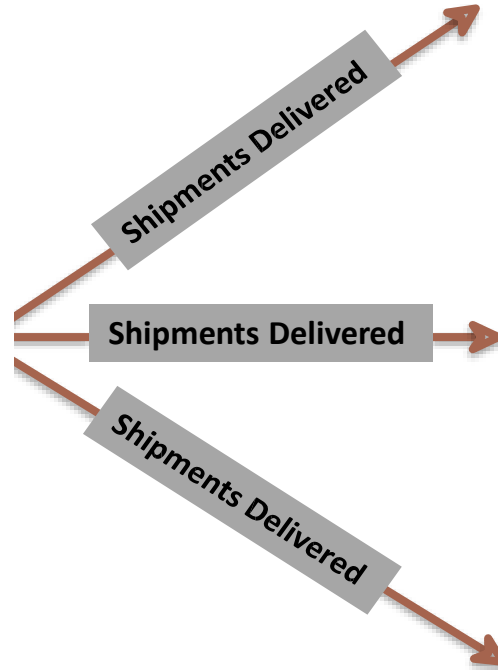
DSP / EDSP

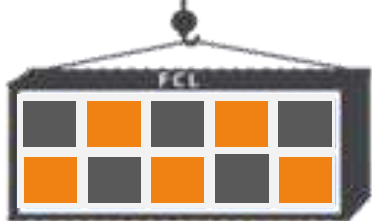
Station (SP):

SP's are station owned by Company at place where shipments from ecommerce players are received for last mile delivery. Currently we operate through 70 SPs.

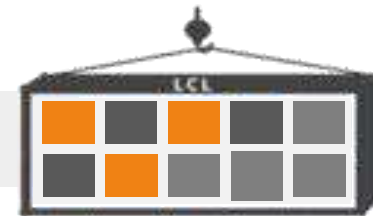
Station Less Station Partners (SLSP):

These are stations owned as Captive arms by E-commerce players and Company picks up shipments from respective warehouses for final deliveries. Currently we operate through 100 SLSPs.





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

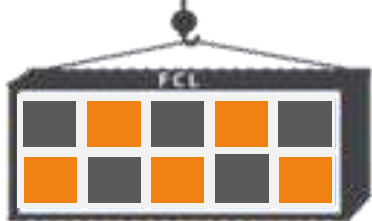
Scope : Creating awareness with local marketing and catalogue promotions at taluka level for online companies



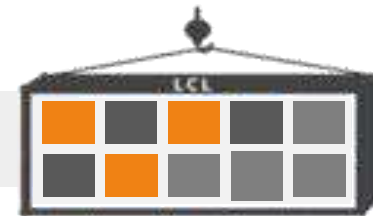
B 2 B Distribution

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

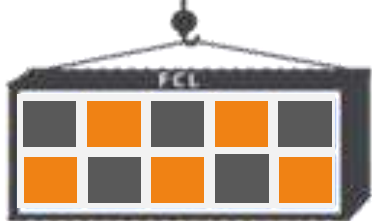
Consolidation for E-commerce logistic players

Cross selling of FCL with existing Customers

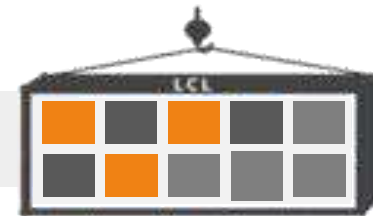
Strong relationship with over 500 custom brokers

Ramping up the Air freight business through Global Network.





Thank You



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Keeping Promises Since 1994

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For further information, please contact:

Company :

Total Transport Systems Limited

Mr. Bhavik Trivedi

Company Secretary

bhavik.trivedi@mum.ttspl.in

www.ttspl.in

Investor Relations Advisors :

Bridge Investor Relations Pvt. Ltd.

Ms. Savli Mangle

savli@bridge-ir.com

Ms. Disha Shah

disha@bridge-ir.com

www.bridge-ir.com