



TOTAL TRANSPORT SYSTEMS LIMITED

**Q4 & FY25
INVESTOR PRESENTATION**

NSE: TOTAL



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

"FY25 was a standout year for us, driven by strong execution, strategic focus, and financial discipline. In a rapidly changing environment, we stayed agile and delivered solid results. Our revenue rose 41% to ₹55,637 lakhs, EBITDA grew by 68.3% to ₹1,753 lakhs, and PAT increased 79.3% to ₹1,130 lakhs. These results reflect our continued investments in infrastructure, technology, and customer service, which have strengthened our operations and deepened client trust.

Operationally, we saw steady YoY growth across key segments. LCL volumes increased 4.2%, FCL volumes rose 15.1%, and air transport grew by 4.4%. These gains reflect our ability to serve rising demand across domestic and global supply chains. We continue to focus on efficiency, reliability, and innovation, ensuring that we stay ahead in a competitive and evolving market.

India's logistics sector is entering a new growth phase, supported by policy reforms, digital adoption, and infrastructure upgrades. As traditional, fragmented models give way to integrated, tech-driven platforms, there is a growing opportunity for asset-light, agile companies like ours. We are well-positioned to benefit from this shift and play a key role in enabling global and domestic trade. As we move forward, we remain committed to scaling our business, enhancing customer experience, and creating long-term value for all our stakeholders. We thank our employees, clients, partners, and shareholders for their continued support and belief in our journey."



01

Q4 & FY25 Financials

- ❖ Standalone Financial Performance
- ❖ Standalone Volume Overview
- ❖ Standalone Business Verticals Turnover

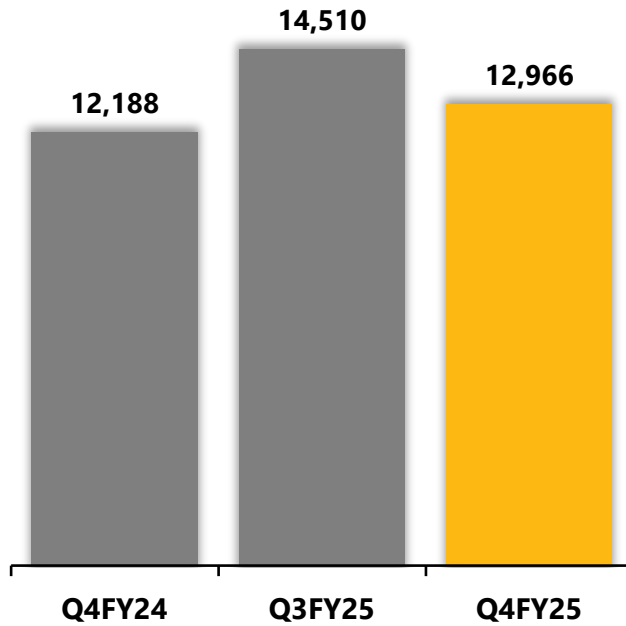




₹ in Lakhs

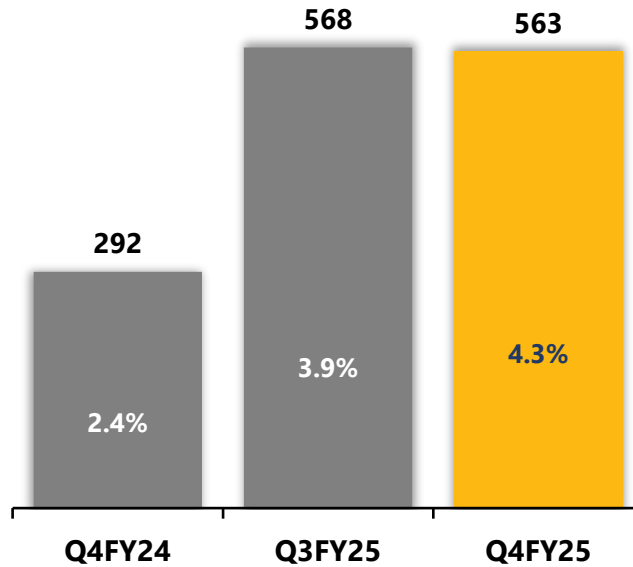
Revenue

↑ 6.4% YoY



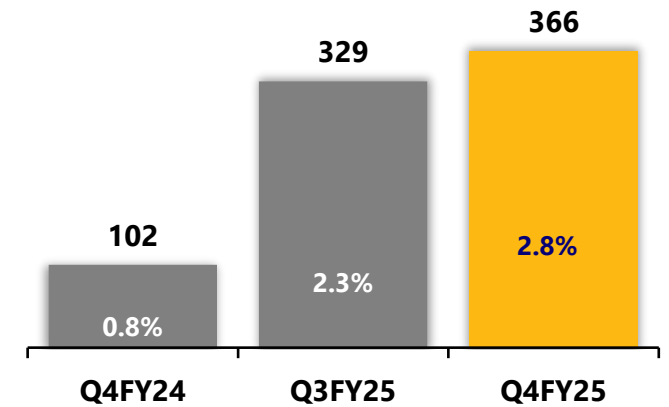
EBITDA & EBITDA Margin(%)

↑ 93.0% YoY



PAT & PAT Margin(%)

↑ 3.6x YoY

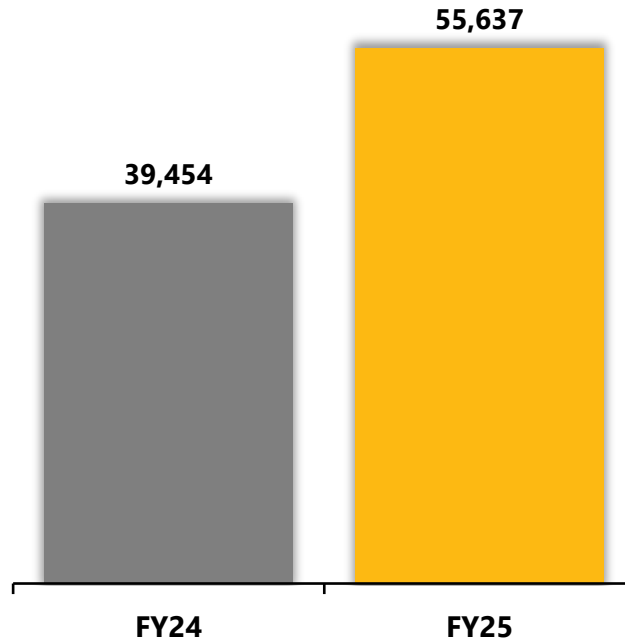




₹ in Lakhs

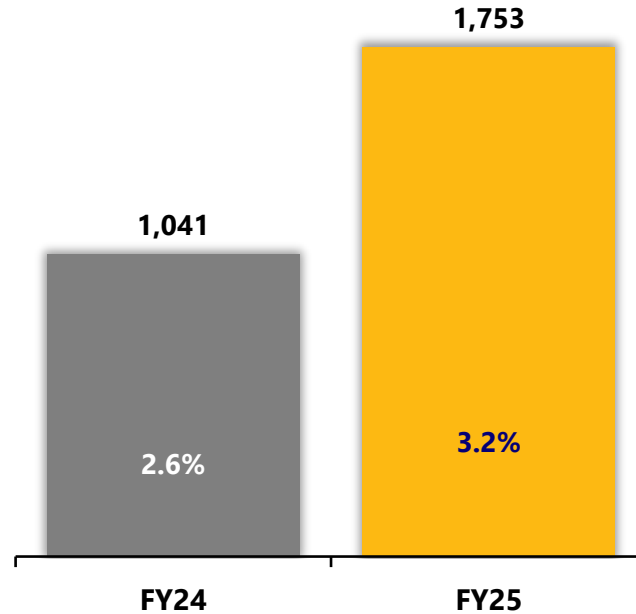
Revenue

↑ **41.0% YoY**



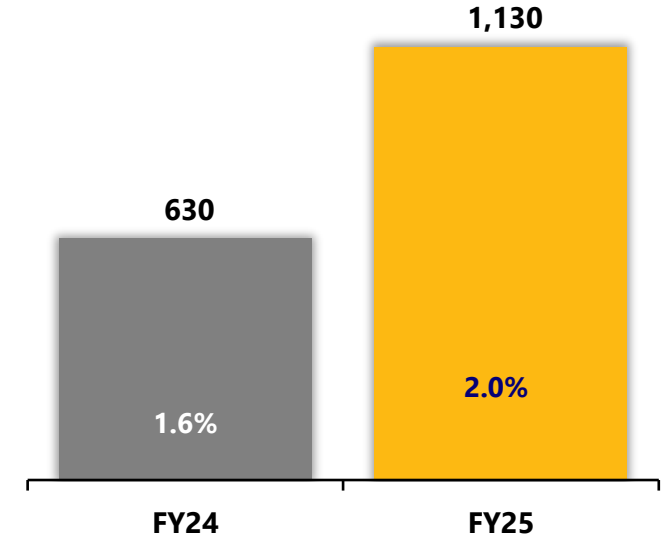
EBITDA & EBITDA Margin(%)

↑ **68.3% YoY**



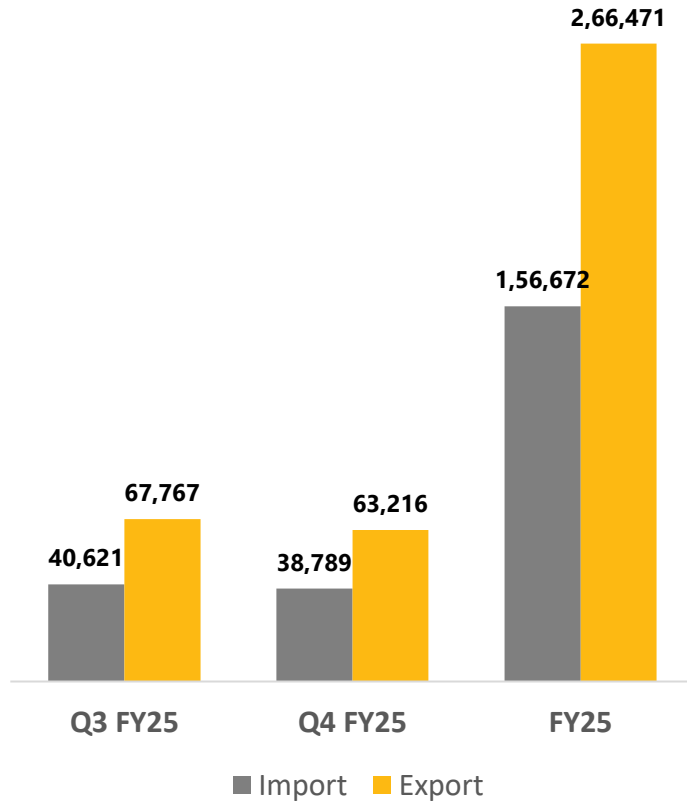
PAT & PAT Margin(%)

↑ **79.3% YoY**

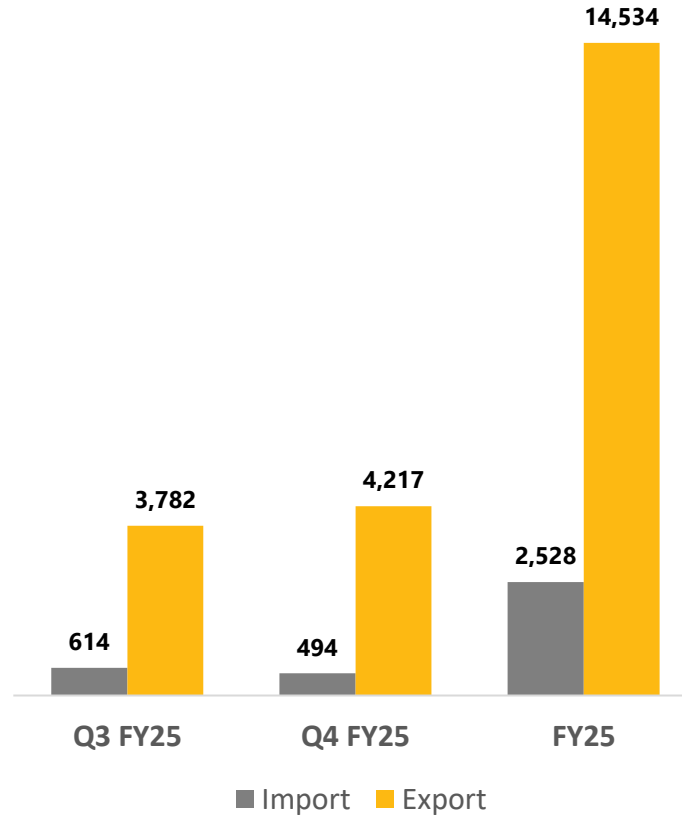




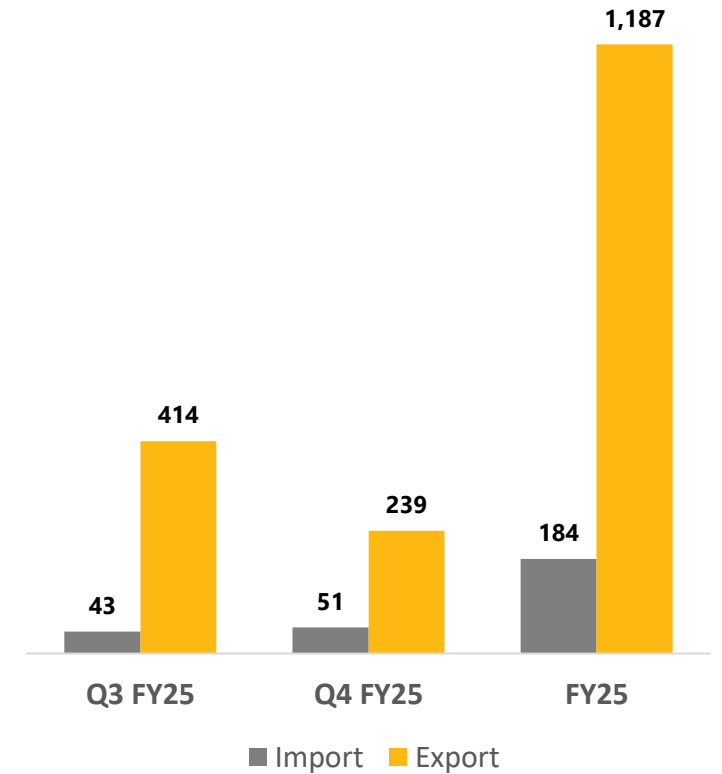
LCL Consolidation (in CBMs)



FCL Freight Forwarding (in TEUs)

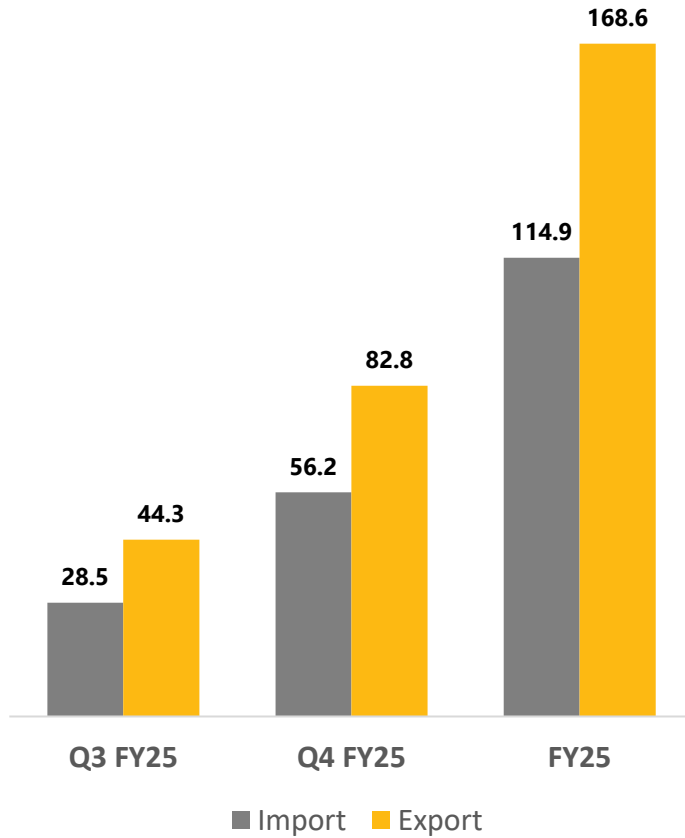


Air Freight (in Tons)

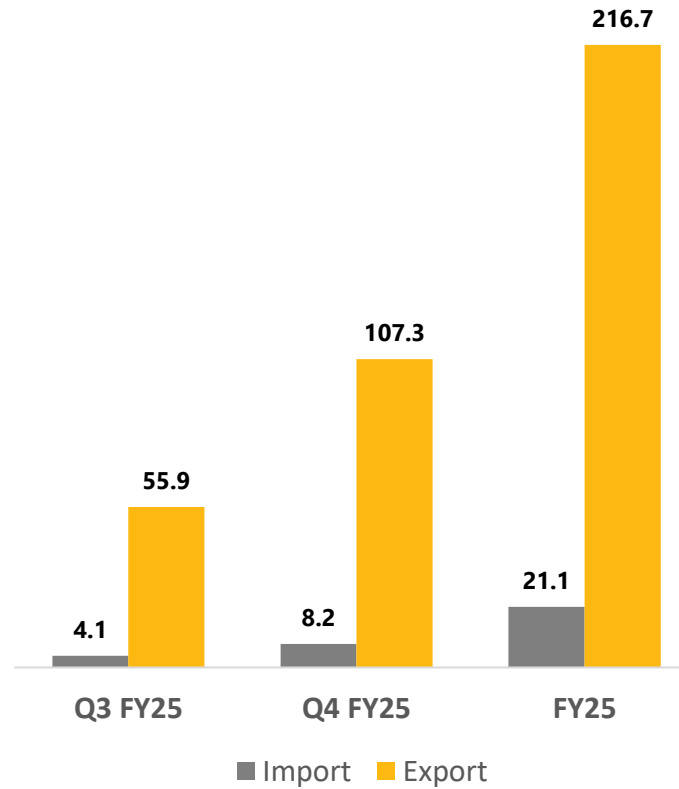




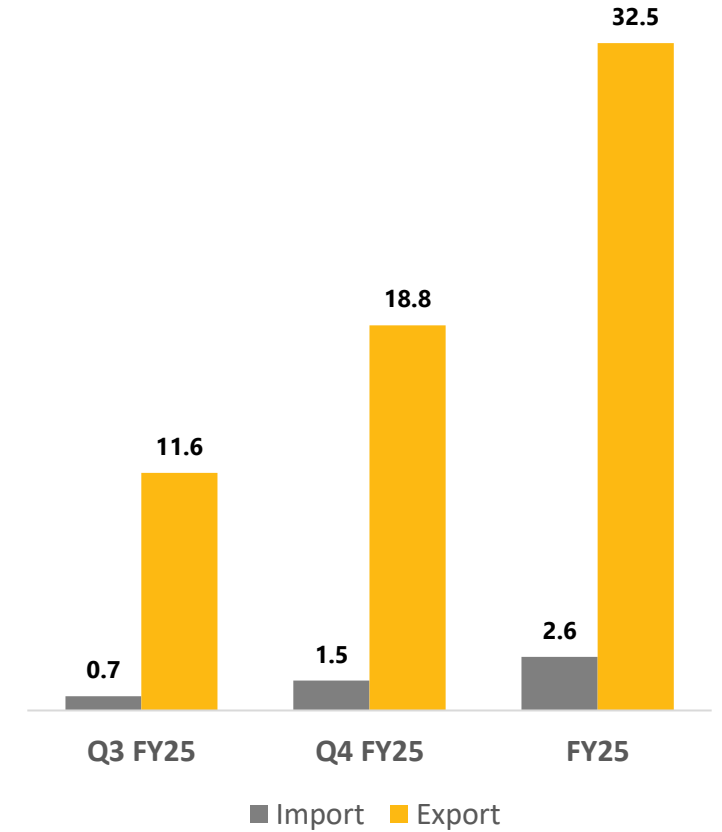
LCL Consolidation



FCL Freight Forwarding



Air Freight



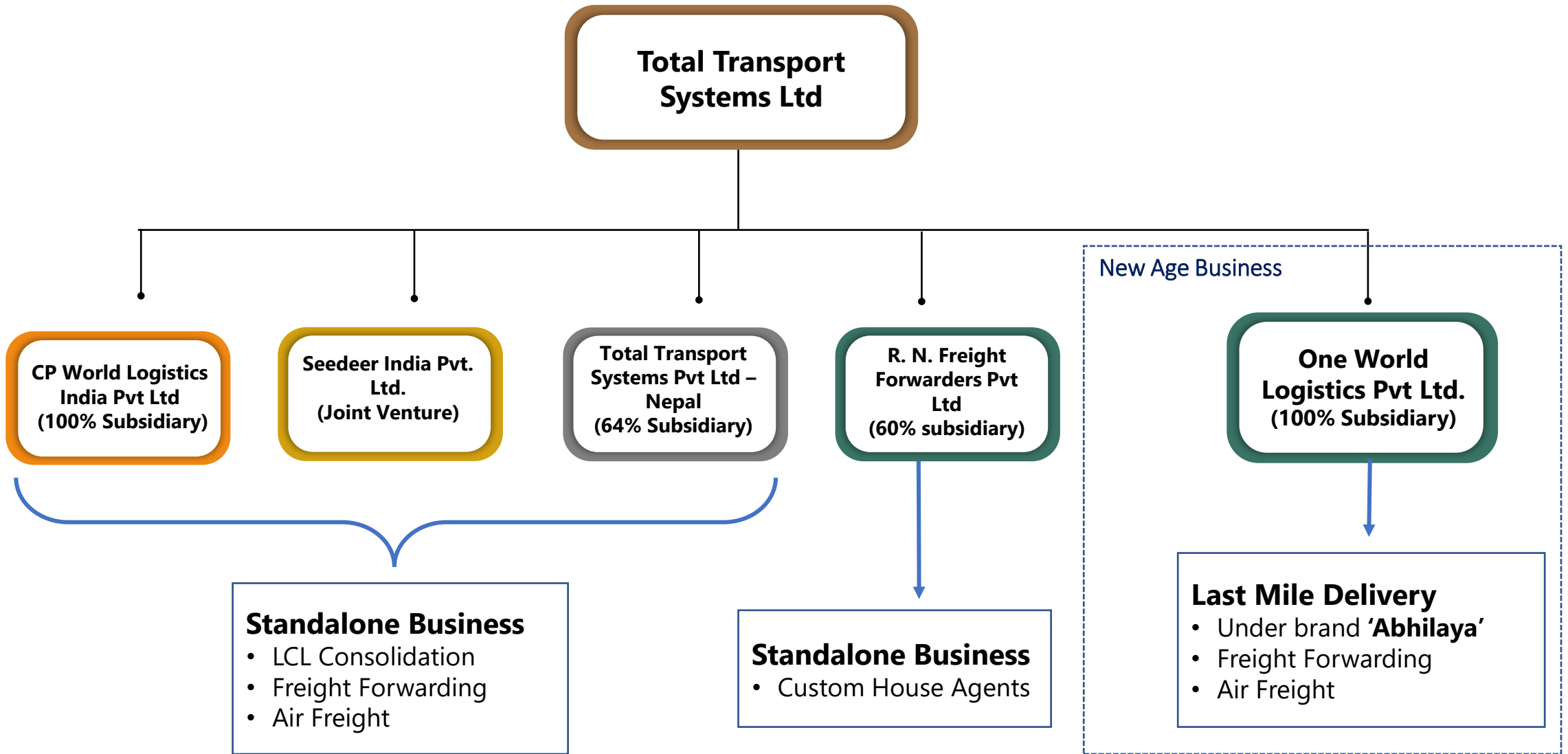


02

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

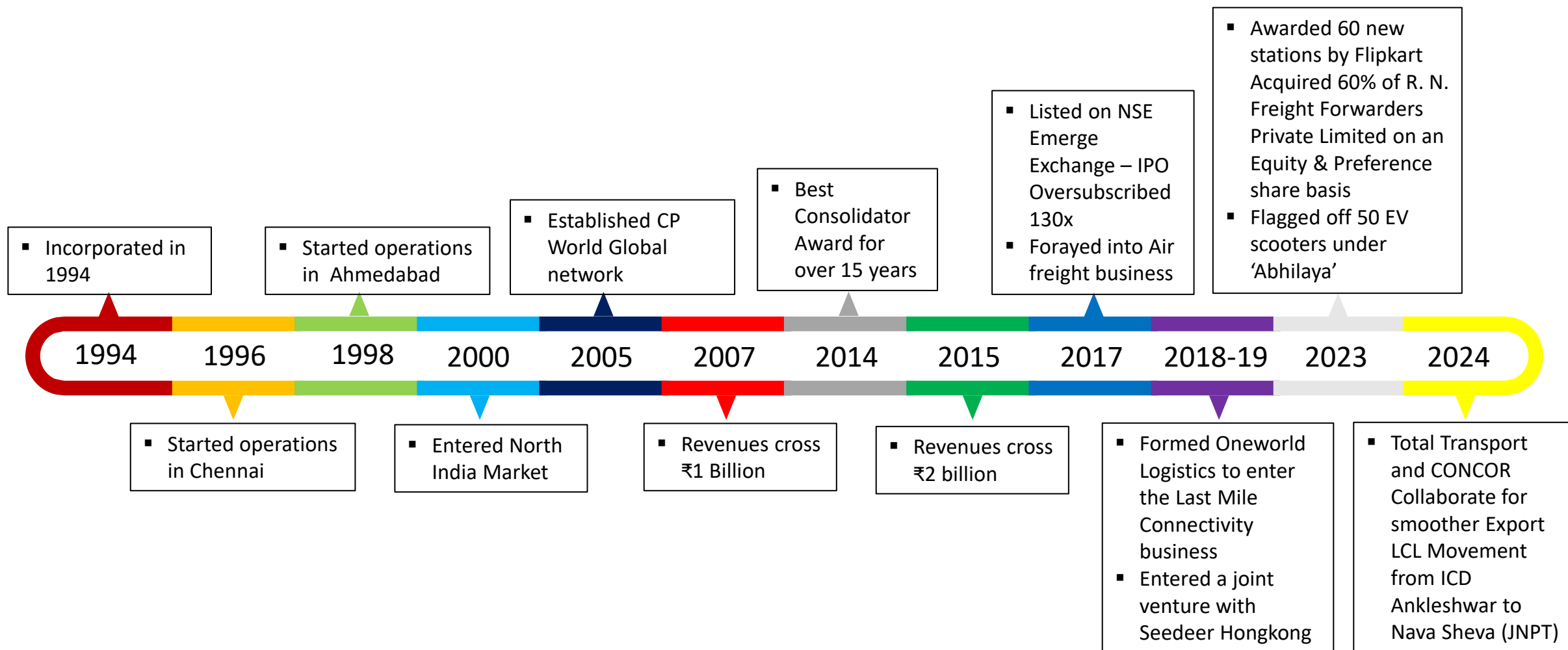
Standalone Business

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 the 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 the 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 the shipping industry.
- ❖ Responsible for Sales & Marketing across India and the globe for the Company
- ❖ Actively takes part in key managerial decisions of the Company

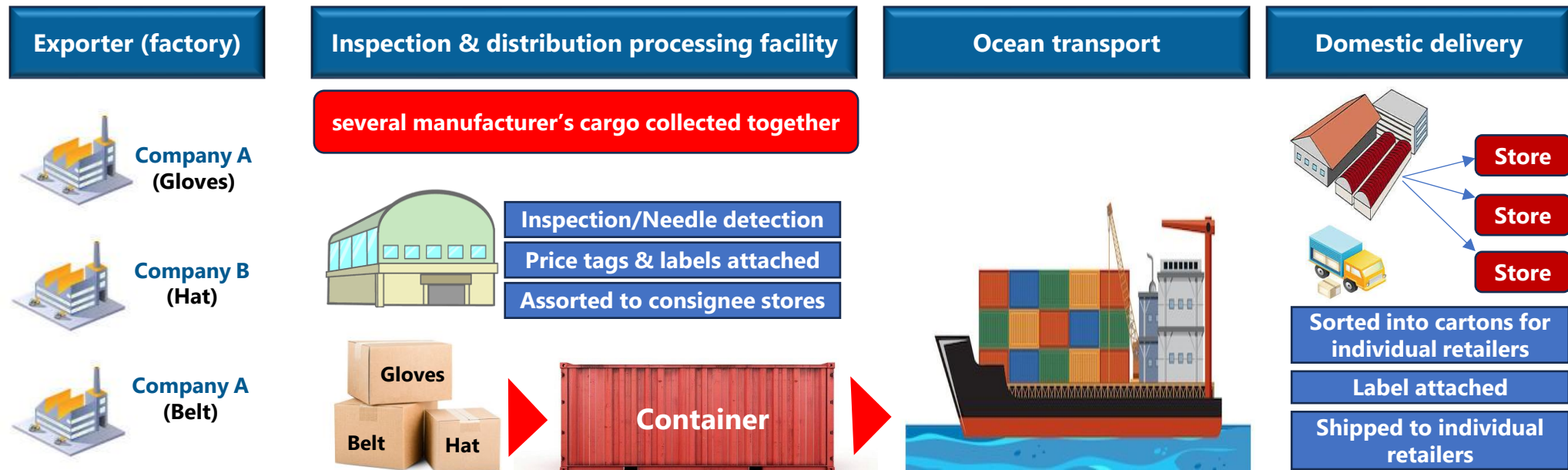


Shrikant D. Nibandhe – Promoter and CFO

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



- Cargo Consolidation for less than container loads (LCL) has been one of the core business activities of the Company since its 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





- 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
- ❖ Business Model
- ❖ Products Offered
- ❖ Highlights





New Business Segment

- Started Last Mile business in the first six months itself tied with prominent E-Commerce platforms like Amazon and Flipkart
- Last mile delivery – 146 stations for Flipkart.

"Abhilaya"

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



41 Millions+
Shipments

4,000+
Trained Associates

1,500+
Vehicles

1,500+
Pincode

As of 31st March 2025 (FY25)

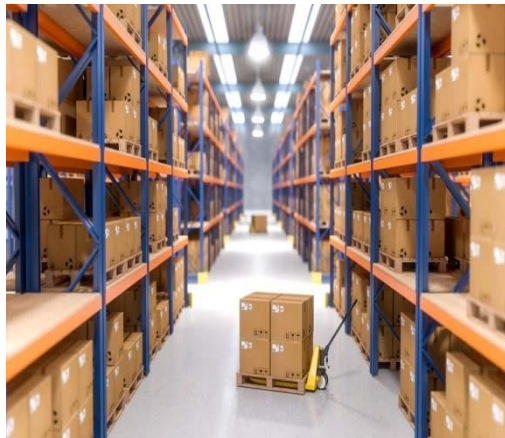


Exclusive Distribution Service Partners (EDSP):

EDSP's are station owned by Company at place where shipments from ecommerce players are received for last mile delivery. Currently we operate through 59 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 19 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.



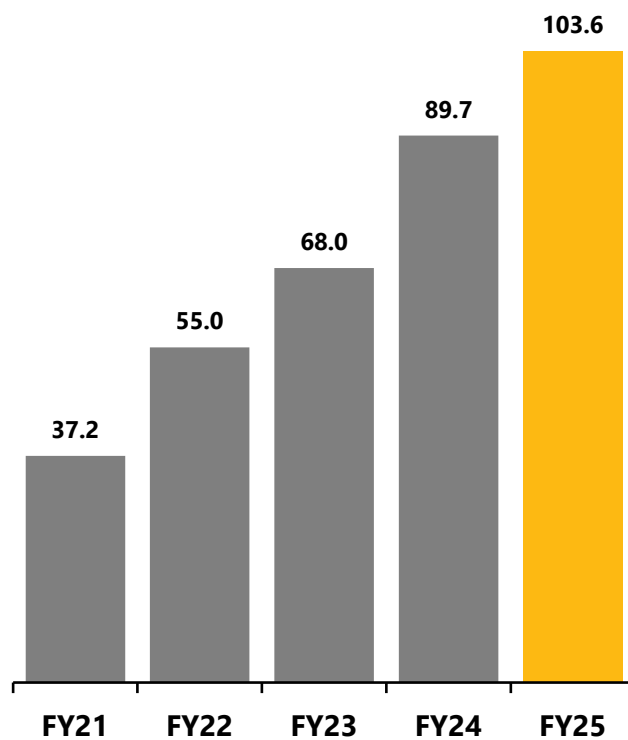
◆ B2B Distribution

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

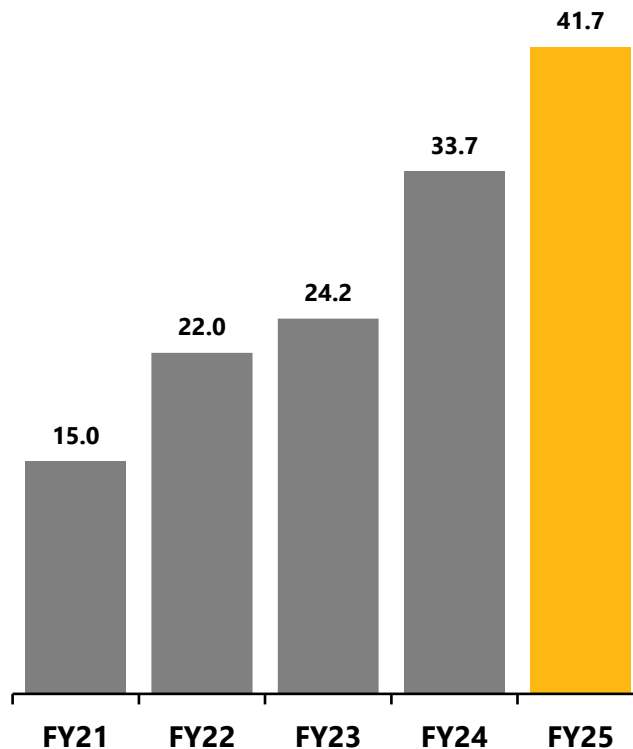




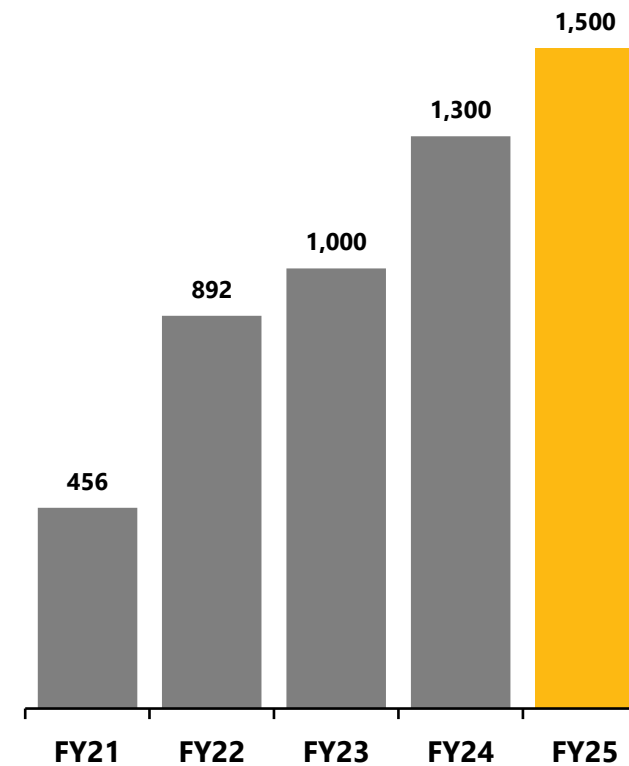
Revenue (₹ in Cr)



No. of Shipments (In Million)



No. of Pincode Served





04

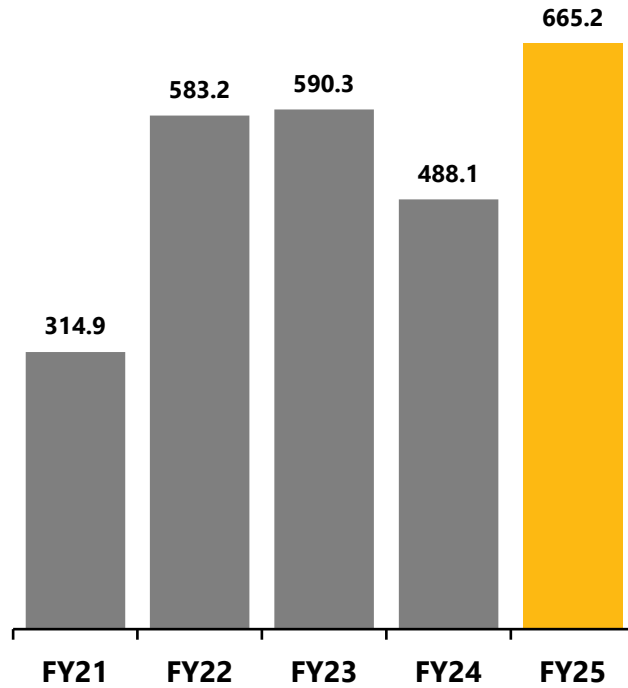
Historical Data

- ❖ Consolidated Financial Data
- ❖ Volume Data

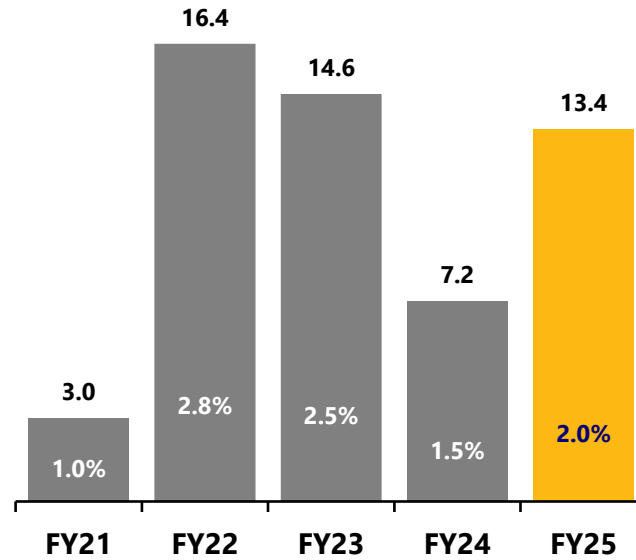




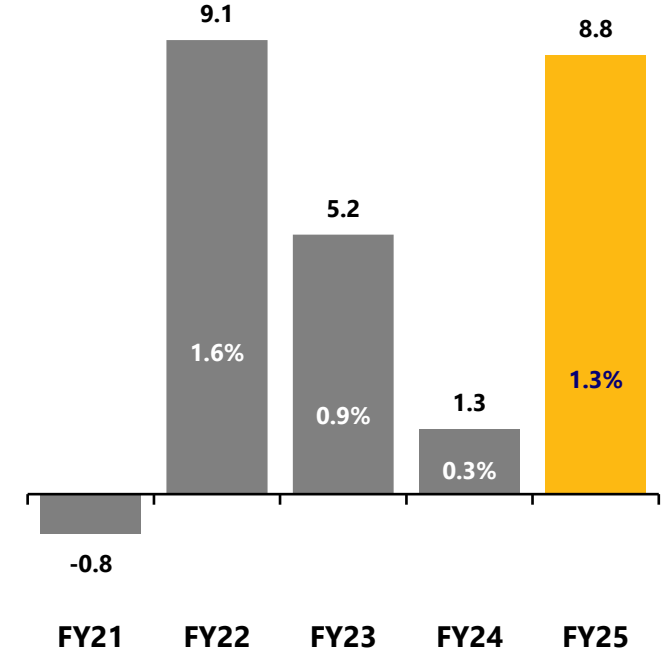
Revenue



EBITDA & Margin(%)

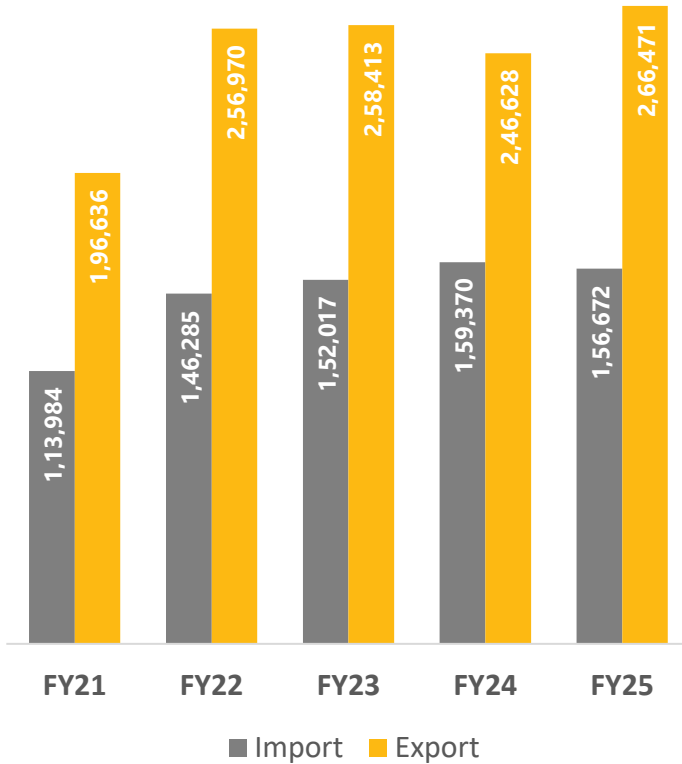


PAT & Margin(%)

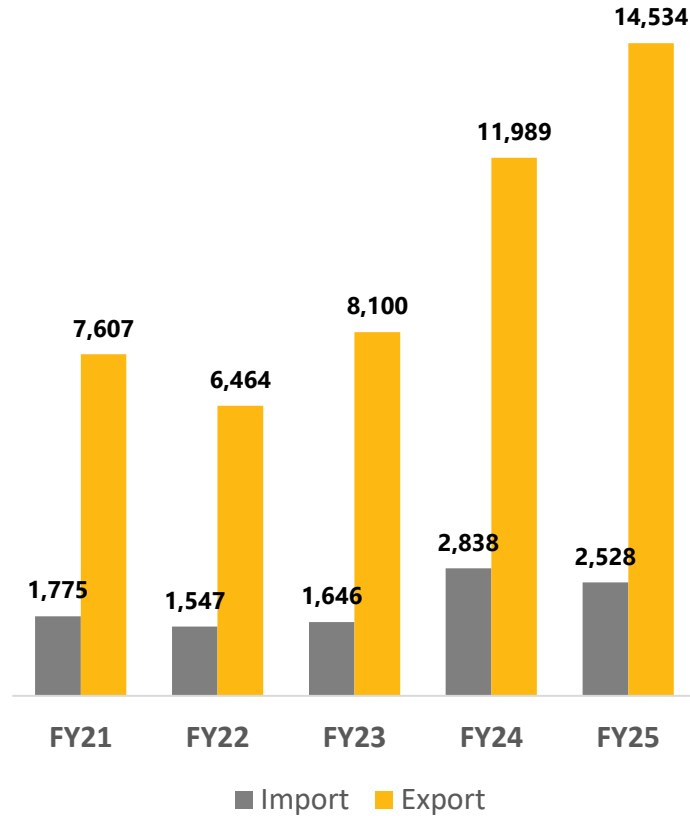




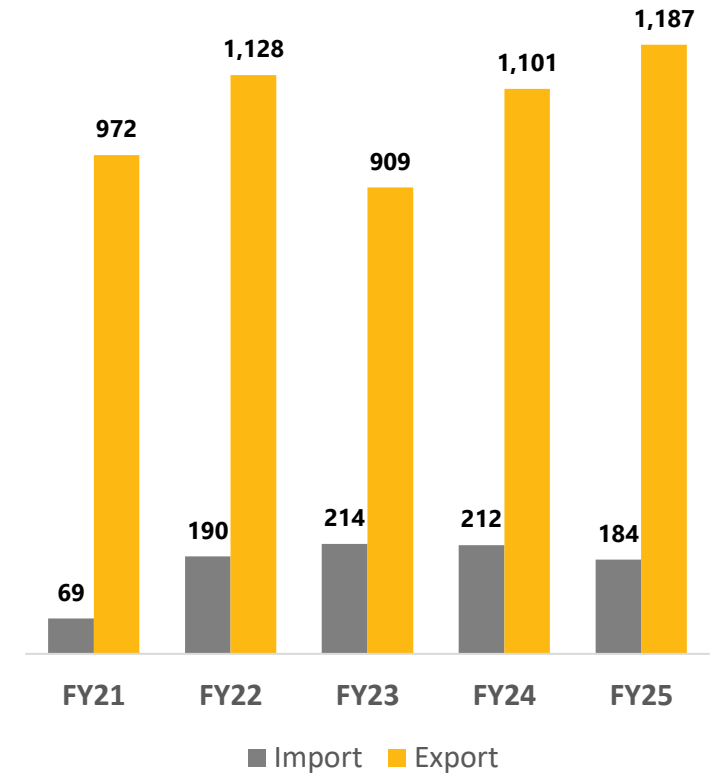
Consolidation (CBMs)



Freight Forwarding (TEUs)



Air Freight (Tons)



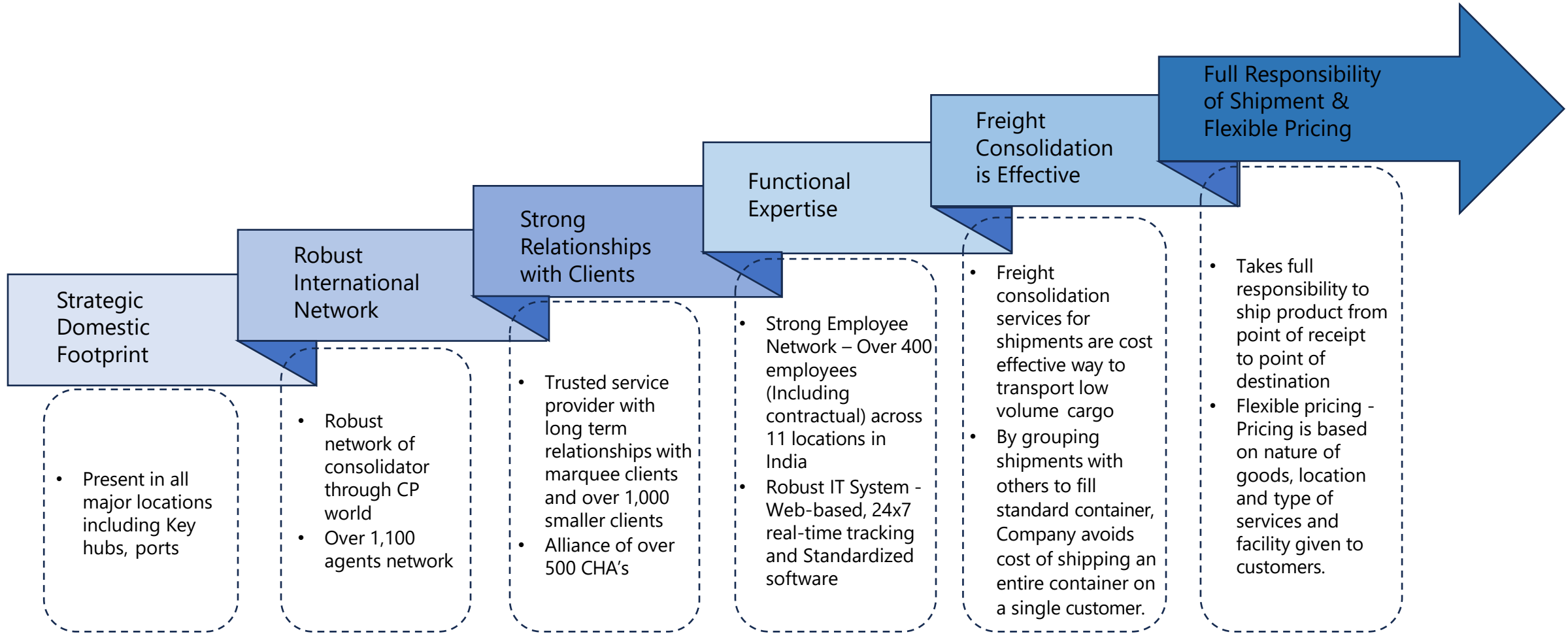


05

Growth Drivers

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







Marquee Clients







06

Annexure

- ❖ Standalone Income Statement
- ❖ Standalone Balance Sheet





Standalone Income Statement

Parameters (₹ in Lakhs)	Quarterly					Yearly		
	Q4 FY25	Q3 FY25	QoQ	Q4 FY24	YoY	FY25	FY24	YoY
Revenue	12,966	14,510	(10.6%)	12,188	6.4%	55,637	39,454	41.0%
Operating Expenses	10,996	12,313		10,376		48,013	32,939	
Employee Expenses	990	1,008		880		4,032	3,737	
Other Expenses	417	621		640		1,839	1,737	
EBITDA	563	568	(0.9%)	292	93.0%	1,753	1,041	68.3%
EBITDA Margins	4.3%	3.9%	43 bps	2.4%	195 bps	3.2%	2.6%	51 bps
Other Income	110	31		100		390	483	
Depreciation	97	87		101		338	315	
EBIT	575	512	12.3%	290	98.1%	1,805	1,210	49.2%
EBIT Margins	4.4%	3.5%	91 bps	2.4%	205 bps	3.2%	3.1%	18 bps
Interest / Finance Cost	82	79		184		303	377	
PBT	493	434	13.8%	106	4.6x	1,502	833	80.4%
Tax	128	105		4		372	203	
PAT	366	329	11.4%	102	3.6x	1,130	630	79.3%
PAT Margins	2.8%	2.3%	56 bps	0.8%	198 bps	2.0%	1.6%	43 bps



Standalone Balance Sheet

Assets (₹ in Lakhs)	FY25	FY24	Equity and Liabilities (₹ in Lakhs)	FY25	FY24
Non-current Assets	7,538.4	6,321.0	Equity	10,911.4	9,922.6
Property, land and equipment	1,397.5	1,651.7	Equity Share Capital	1,612.7	1,612.7
Capital work-in-progress	350.0	350.0	Other Equity	9,298.7	8,309.9
Right of Use Assets	200.9	15.4			
Other Intangible Assets	116.0	100.7	Non-Current Liabilities	941.1	739.6
Investments	3,457.4	1,606.1	Borrowings	54.9	127.9
Loans	746.7	1,711.4	Lease Liabilities	156.8	9.1
Other Financial Assets	274.8	55.0	Provisions	729.4	602.6
Deferred Tax Asset (Net)	324.6	222.9			
Current Tax Assets (Net)	670.5	607.9			
Current Assets	9,852.9	9,803.1	Current Liabilities	5,538.8	5,461.9
Investments	155.9	275.6	Borrowings	2,807.9	2,629.8
Trade Receivables	8,280.2	7,332.9	Lease Liabilities	50.5	7.3
Cash and Bank Balance	1,267.6	1,924.9	Trade Payables	2,141.7	2,318.8
Loans	6.4	14.1	Other Financial Liabilities	330.5	242.7
Other Financial Assets	19.6	56.4	Other Current Liabilities	117.5	157.3
Other Current Assets	123.2	199.2	Provisions	90.7	106.1
Total Assets	17,391.3	16,124.1	Total Equity and Liabilities	17,391.3	16,124.1

THANK YOU!

For further information, please contact:

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