



TOTAL TRANSPORT SYSTEMS LIMITED



NSE: **TOTAL**

Q1 FY26

INVESTOR PRESENTATION



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Presentation Content

1 Q1 FY26 Financials

2 Company Profile

3 Abhilaya

4 Historical Data

5 Growth Drivers

6 Annexure





01

Q1 FY26 Financials

- ❖ Managing Director's Message
- ❖ Consolidated Financial Performance
- ❖ Volume Overview
- ❖ Business Verticals Turnover



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

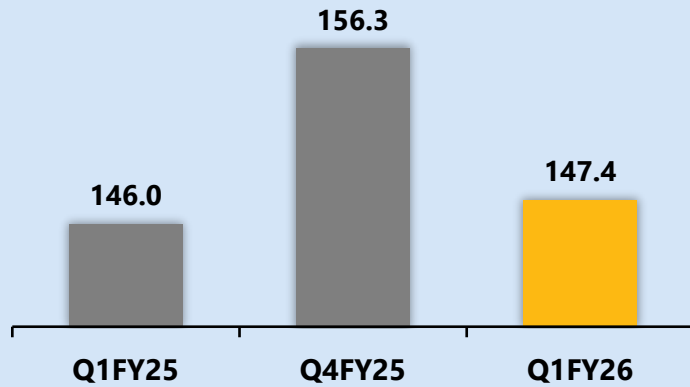
"We began FY26 on a strong note, posting Q1 revenue of ₹147 Cr, a stable 1% YoY growth despite macroeconomic challenges. EBITDA stood at ₹4.4 Cr with a 3.0% margin, growing over 3.1x YoY. PAT reached ₹2.9 Cr, marking a 12.5x YoY increase. These results reflect our commitment to profitable growth, operational discipline, and service excellence.

India's logistics sector continues to expand, driven by increasing demand for technology-enabled and integrated services. Improvements in last-mile connectivity are enhancing efficiency and supporting India's role in global trade. We are actively investing in automation, digital platforms, and supply chain visibility to serve customers more effectively. The rise of e-commerce and outsourcing is further increasing demand for 3PL and fulfilment services, where we see strong growth potential.

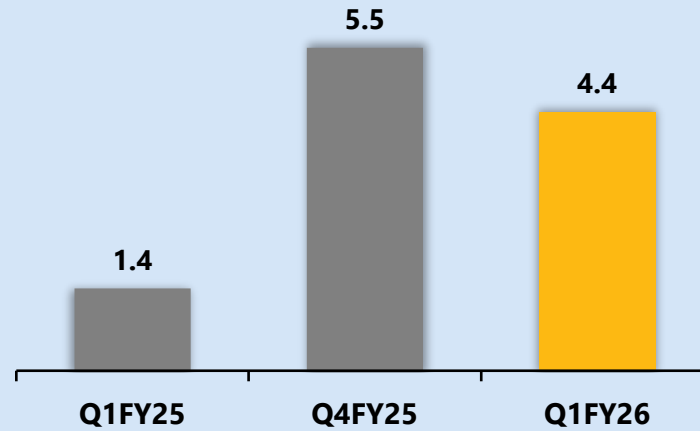
Although challenges such as high fuel costs, fluctuating freight rates due to global disruptions, a shortage of skilled manpower and infrastructure gaps remain, the broader outlook is encouraging. Supportive policy measures, strong demand, and rapid digital adoption are setting the stage for sustainable industry growth. With a clear strategy, agile execution, and a future-focused mindset, we are well-positioned to grow and lead in this evolving logistics landscape. As we advance through FY26, we remain confident in our direction and committed to long-term value creation for our shareholders."



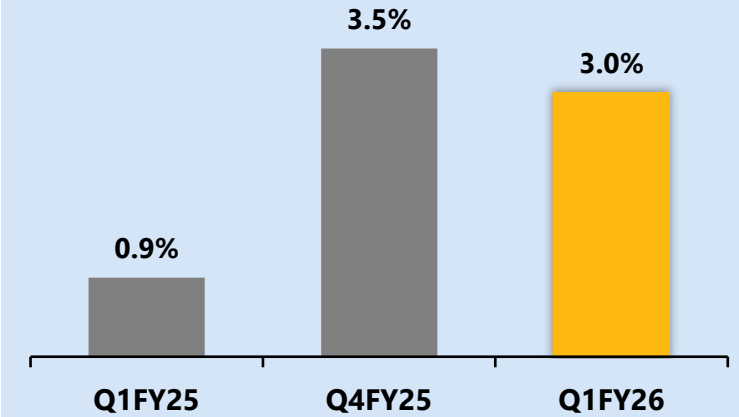
Revenue (Rs. Cr)



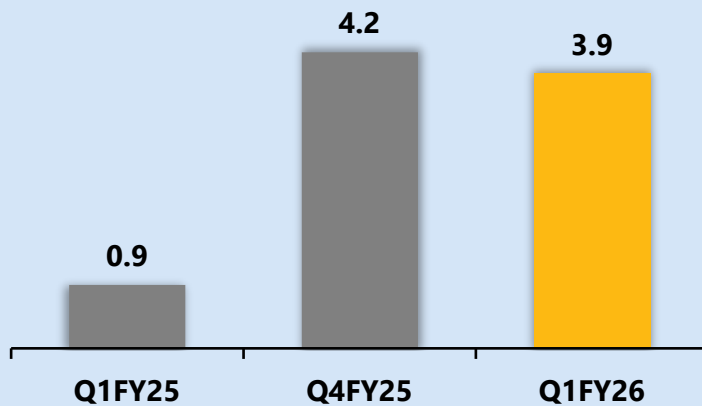
EBITDA (Rs. Cr)



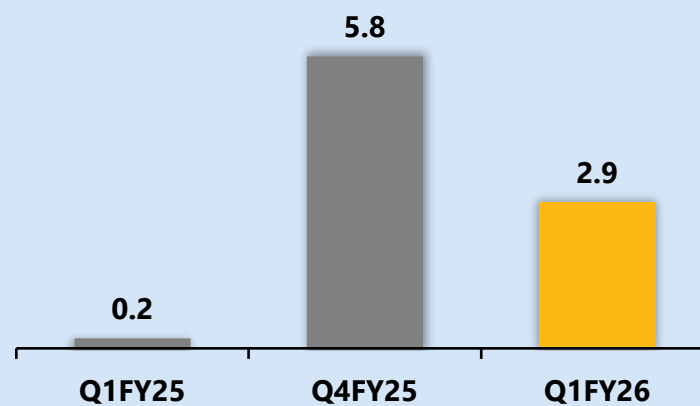
EBITDA Margin (%)



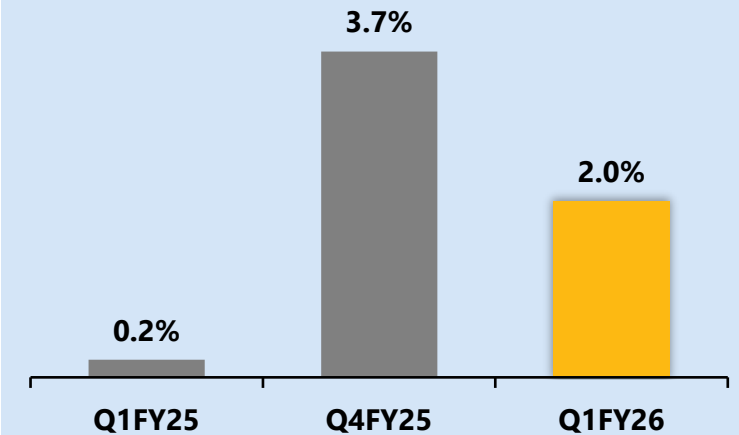
PBT (Rs. Cr)



PAT (Rs. Cr)



PAT Margin (%)



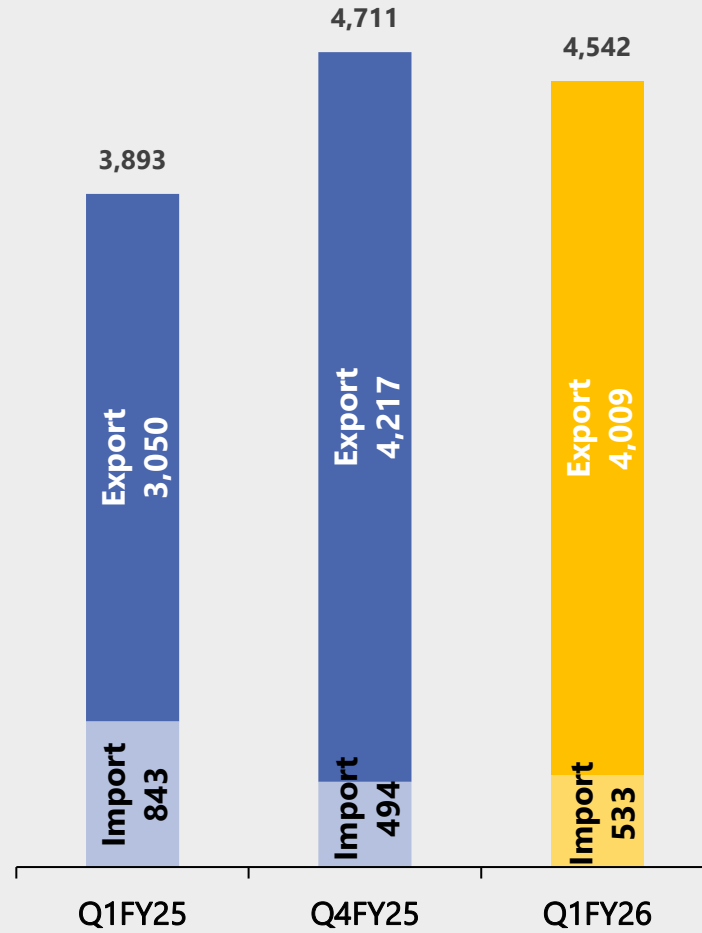


Volume Overview

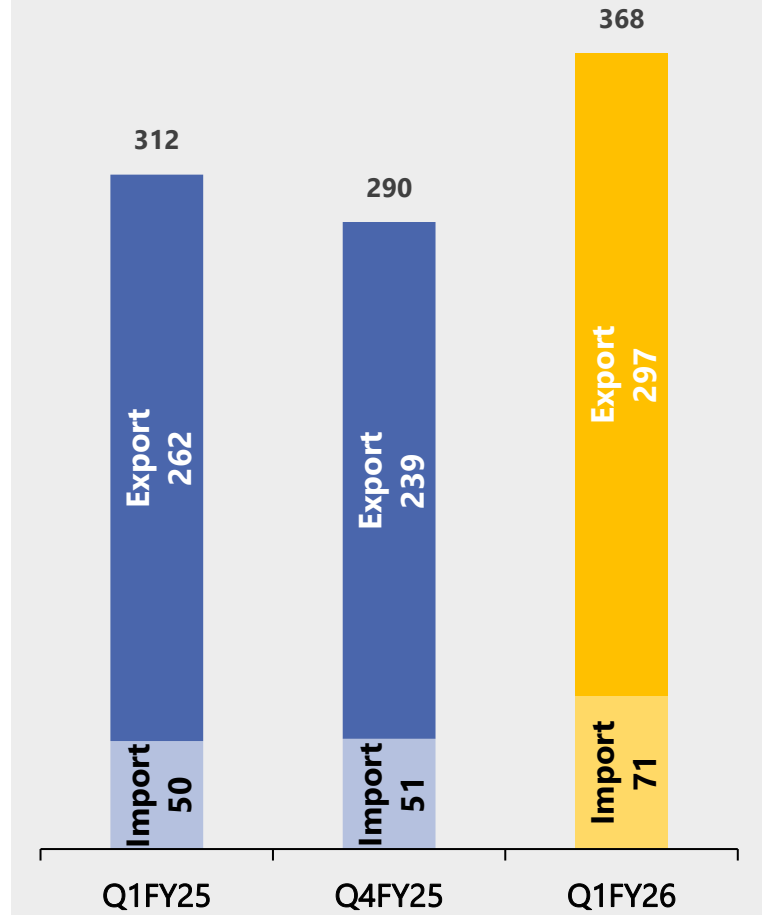
LCL Consolidation (CBMs)



FCL Freight Forwarding (TEUs)



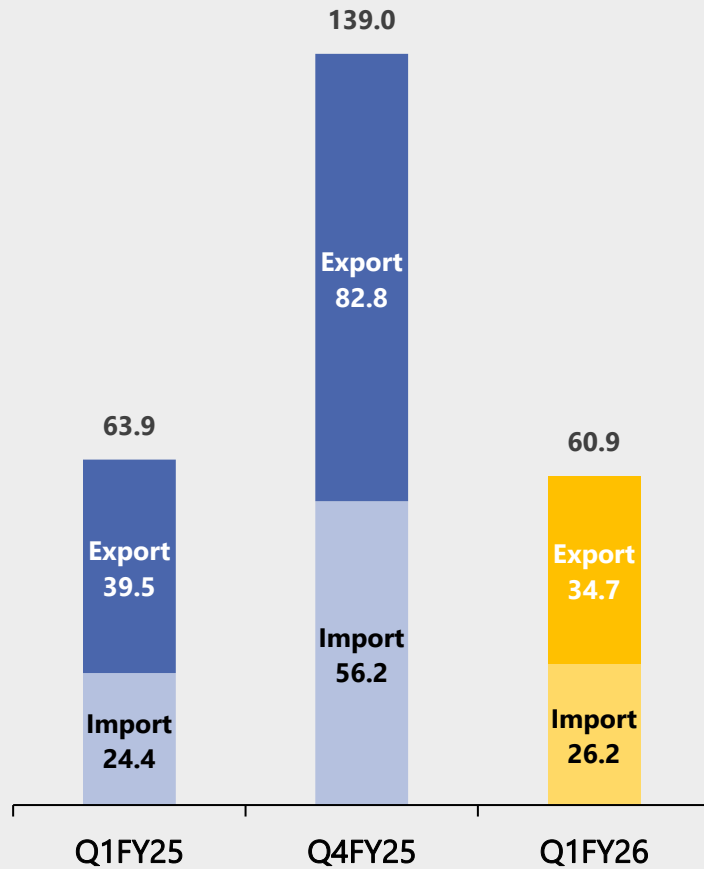
Air Freight (Tons)



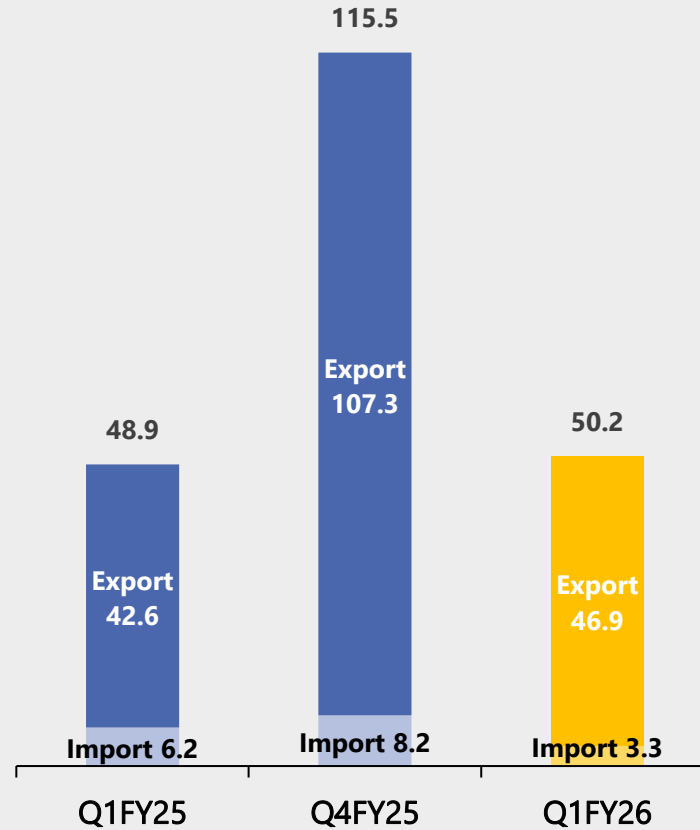


Standalone Business Verticals Turnover

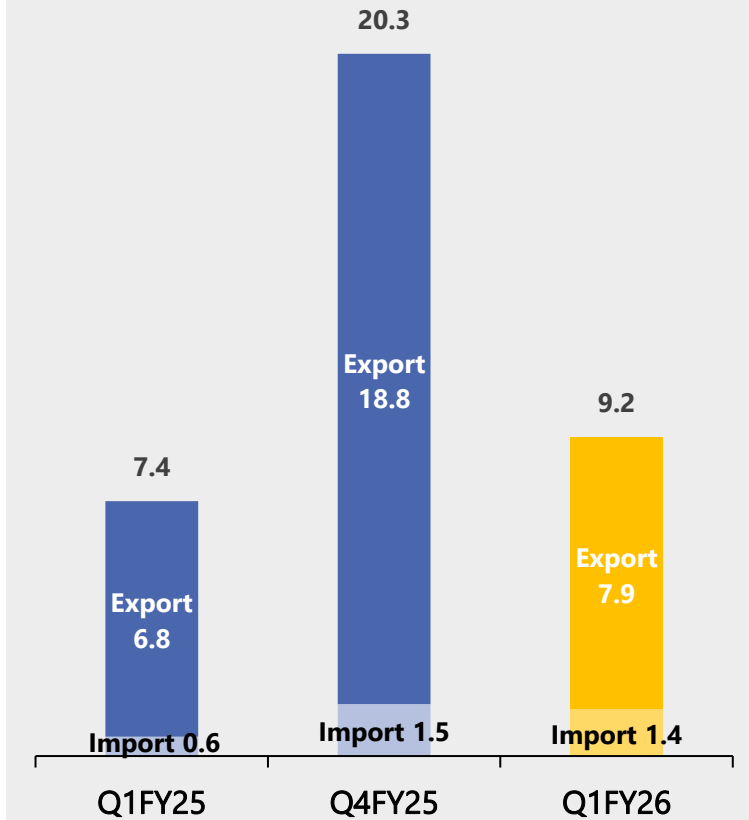
LCL Consolidation (Rs. Cr)



FCL Freight Forwarding (Rs. Cr)



Air Freight (Rs. Cr)

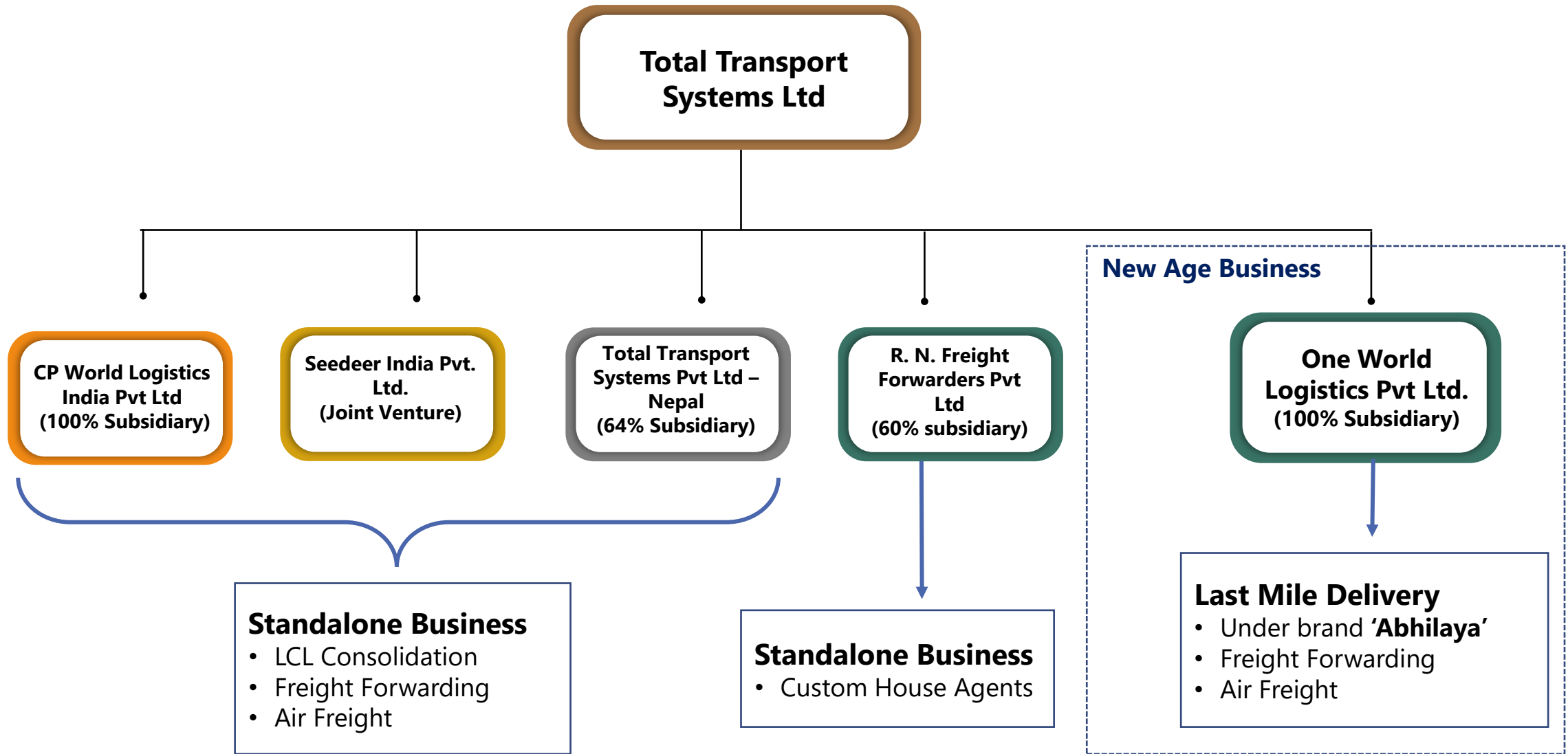




02

Company Profile

- ❖ Group Structure
- ❖ Business Segments
- ❖ Cargo Consolidation for LCL
- ❖ CP World Global Network & iCargo Alliance
- ❖ Milestones
- ❖ Board of Directors





Total Transport Systems Limited

LCL Consolidation



Freight Forwarding



Air Freight



Last Mile Delivery



Custom House Agents



Standalone Business

- TTSL specializes in logistics services such as export and import cargo consolidation, full container loads, and air freight from India to global destinations.
- Cargo Consolidation for less than container loads (LCL) has been one of the core business activities of the Company since its inception, and garners a good market share in India
- Leveraging on its LCL leadership to achieve significant presence in the Full Container Load (FCL) business as well. Coordinates with various Shipping Lines, CFS agents, and Vendors to provide effective and efficient logistics solutions to its end customers
- 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.

One World Logistics Pvt Ltd
(100% subsidiary)

- Started Last Mile business with prominent E-Commerce platforms like Amazon and Flipkart, 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 retailers

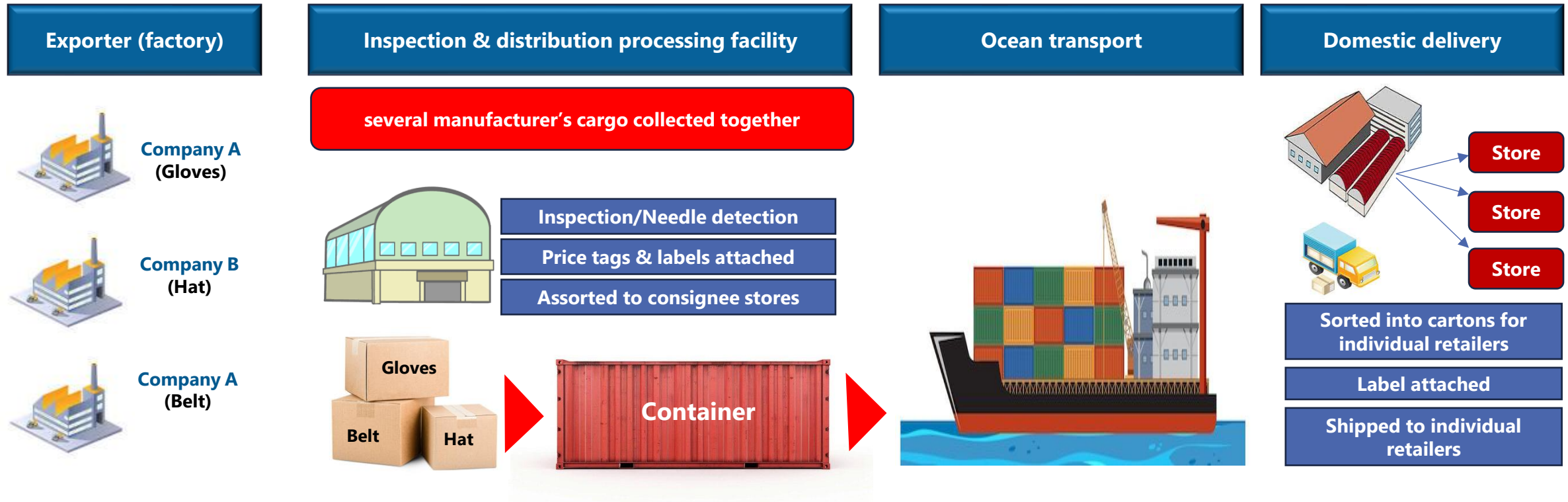
R. N. Freight Forwarders Pvt Ltd
(60% subsidiary)

**For more Information on
Total Transport Systems Limited,
Please Scan below QR code**





Cargo Consolidation For LCL



- 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



- 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

Greater trust, reliability
& exclusivity

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)

Global reach through
one-to-one relationships

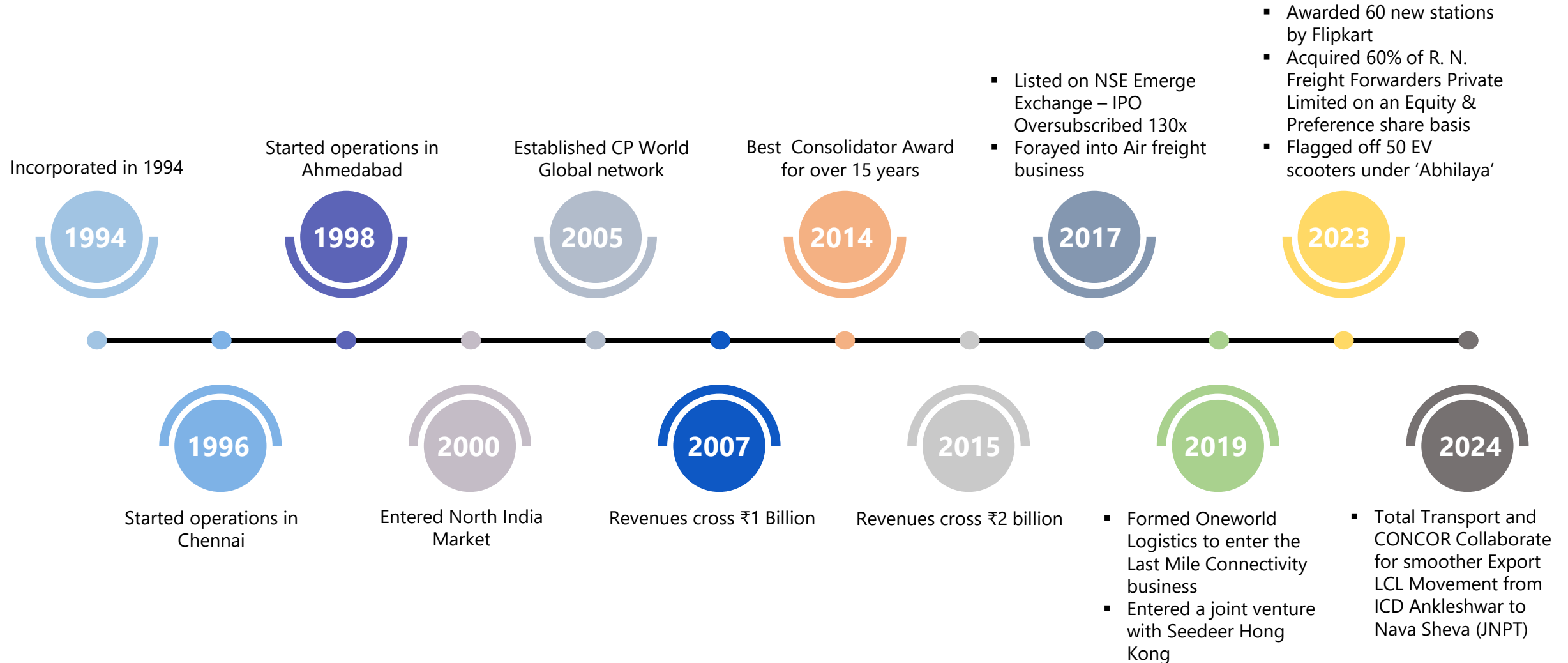
- 180+ agents connecting 1,100 locations in 89 countries globally that include both key trading partners of India such as Gulf states as well as rapidly growing EXIM hubs such as S.E. Asia, S. America

Contender for top
position

- 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



Milestones





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 the 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



03

Abhilaya

- ❖ Business Model
- ❖ Products Offered
- ❖ Highlights



Exclusive Distribution Service Partners (EDSP):

EDSPs are stations owned by the Company at the place where shipments from e-commerce 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 E-Commerce players, and companies pick up shipments from respective warehouses for final deliveries. Currently, we operate through 19 DSPs.



Shipments Picked
from stations for
final Delivery



41 Millions+
Shipments

4,000+
Trained Associates

1,500+
Vehicles

1,500+
Pincode

As of 31st March 2025 (FY25)

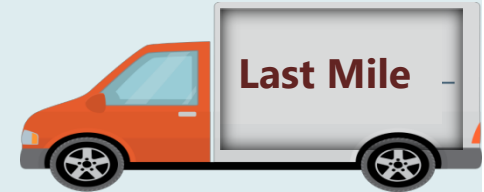


◆ Same Day Delivery (SDD)

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

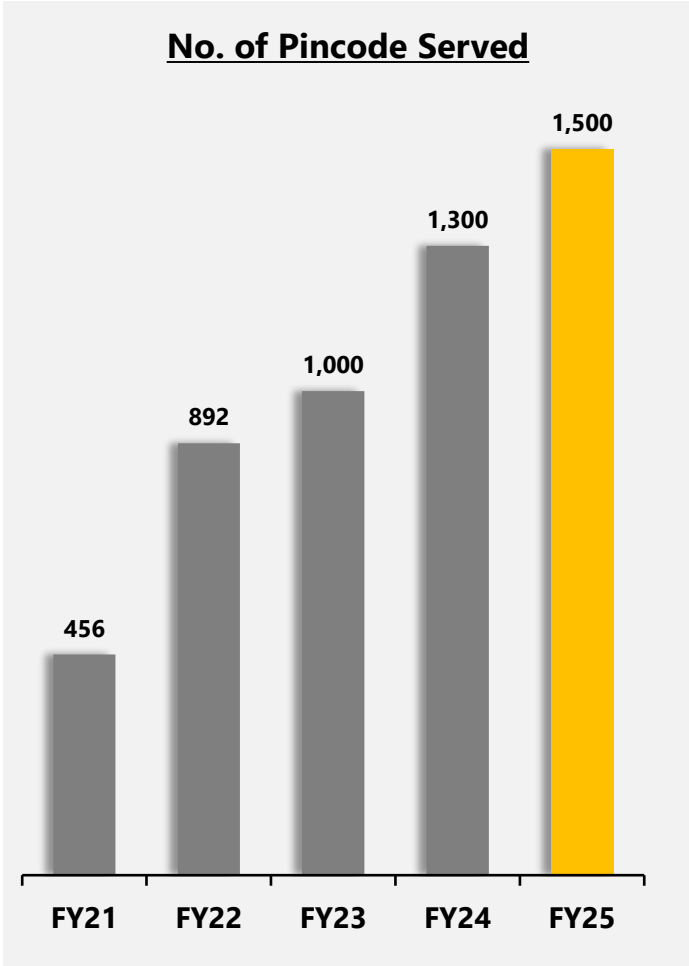
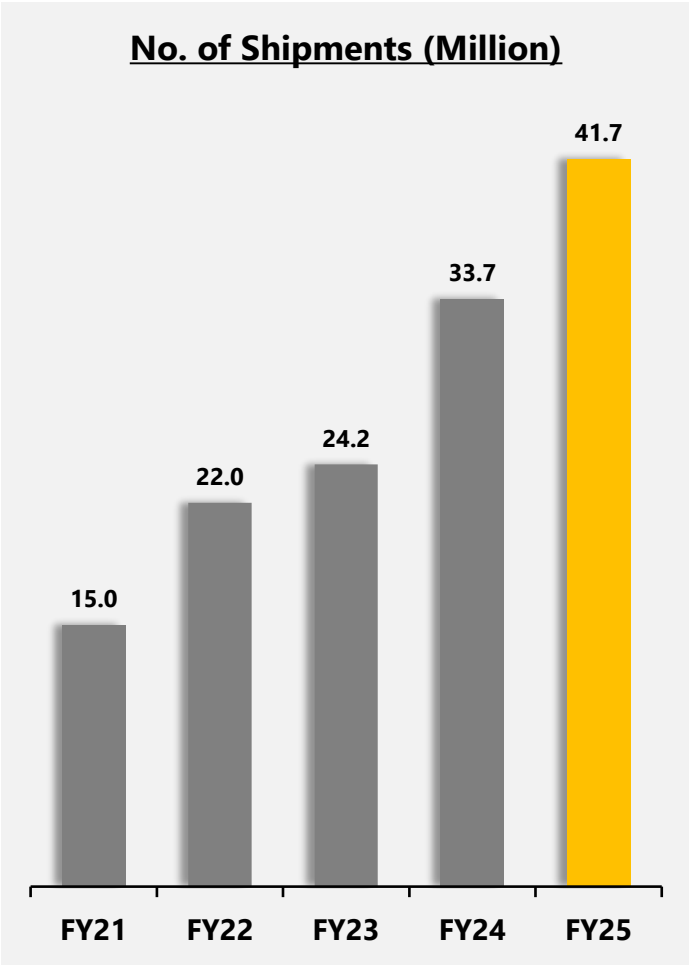
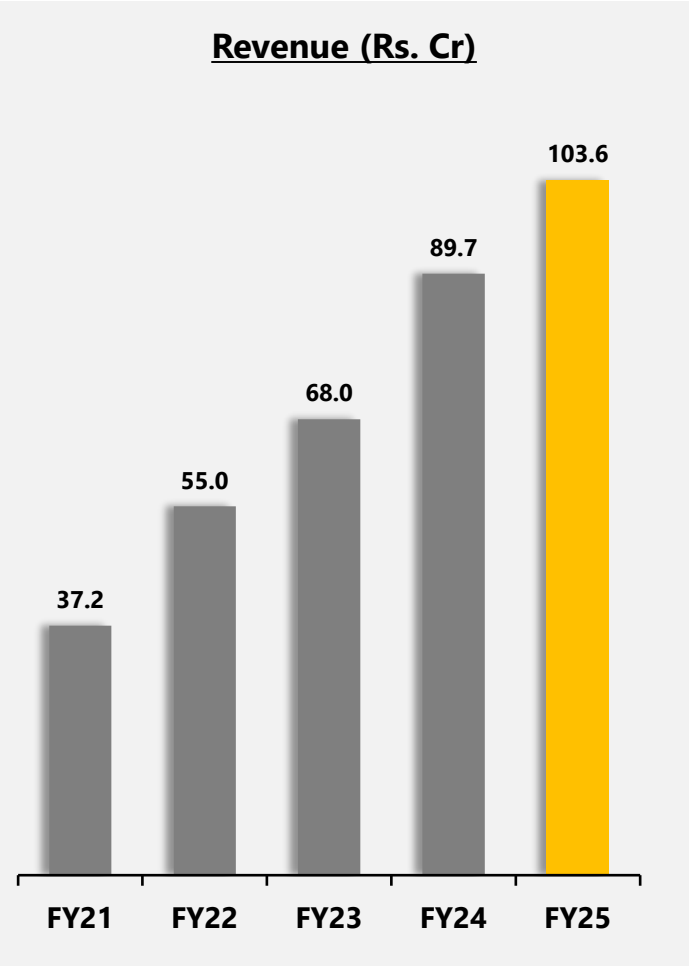
Scope: Creating awareness with local marketing and catalogue promotions at taluka level for online companies.



◆ B2B Distribution

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







04

Historical Data

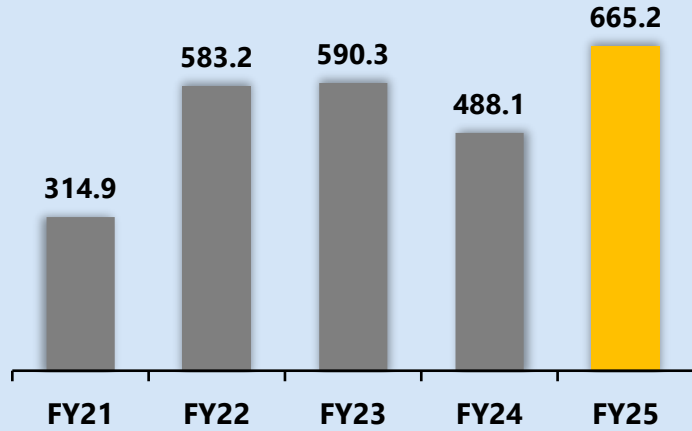
- ❖ Consolidated Financial Data
- ❖ Volume Data



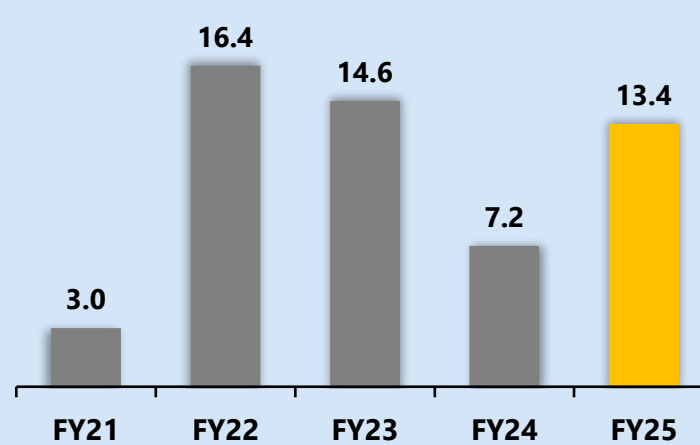


Consolidated Financials Data

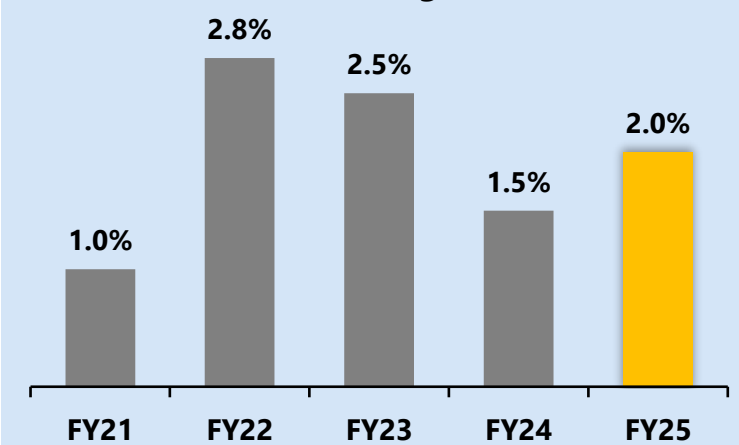
Revenue (Rs. Cr)



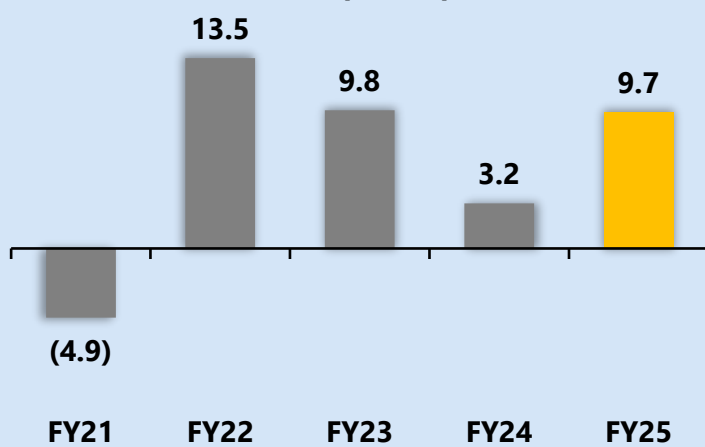
EBITDA (Rs. Cr)



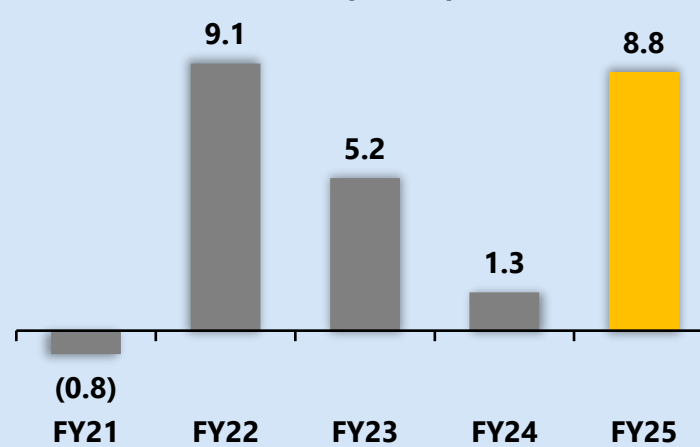
EBITDA Margin (%)



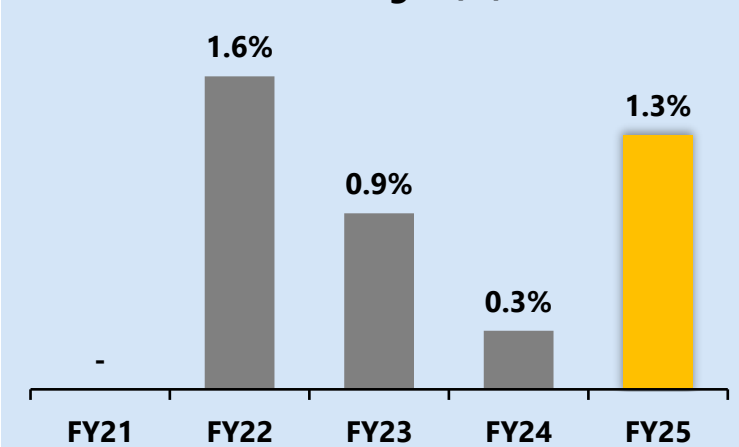
PBT (Rs. Cr)



PAT (Rs. Cr)



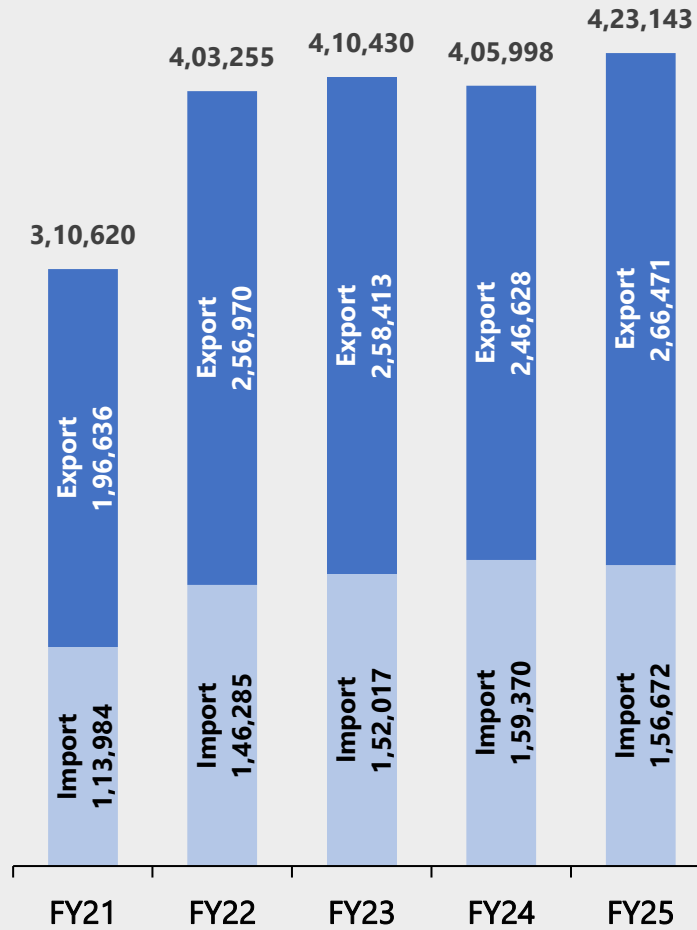
PAT Margin (%)



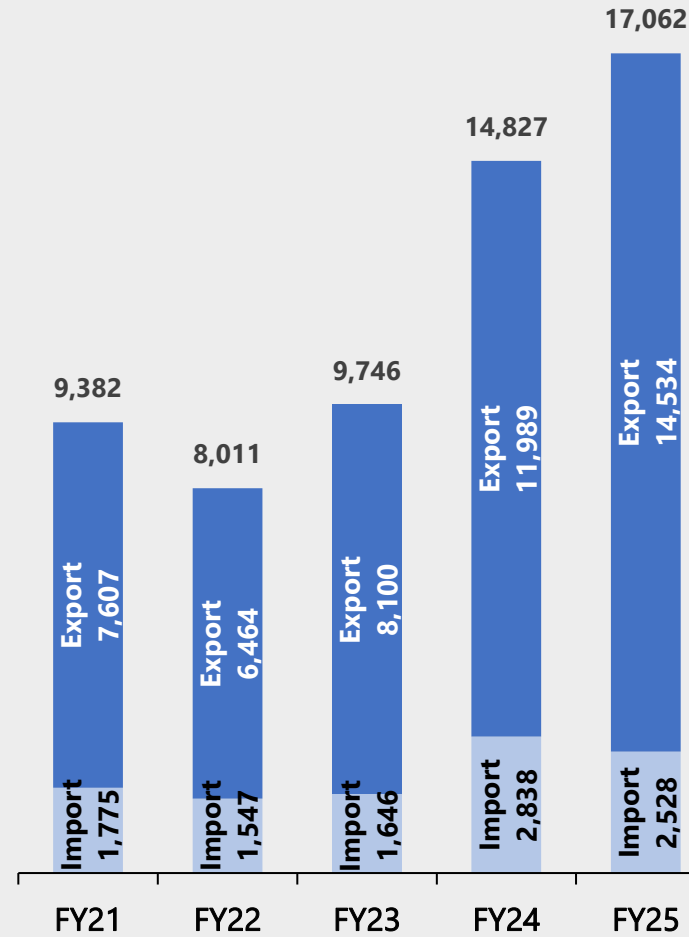


Volume Data

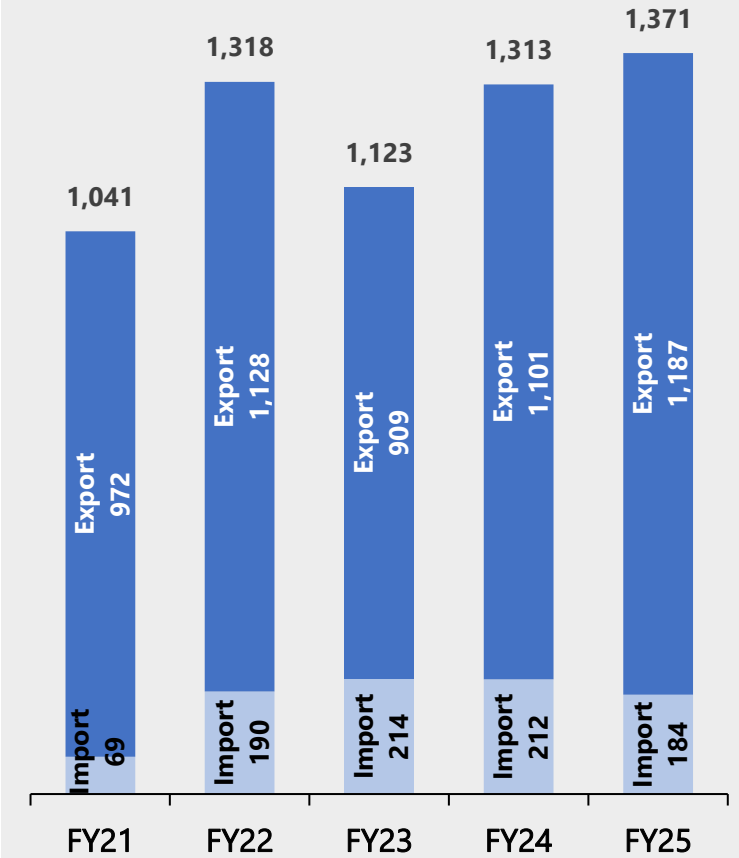
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FCL Freight Forwarding (TEUs)



Air Freight (Tons)

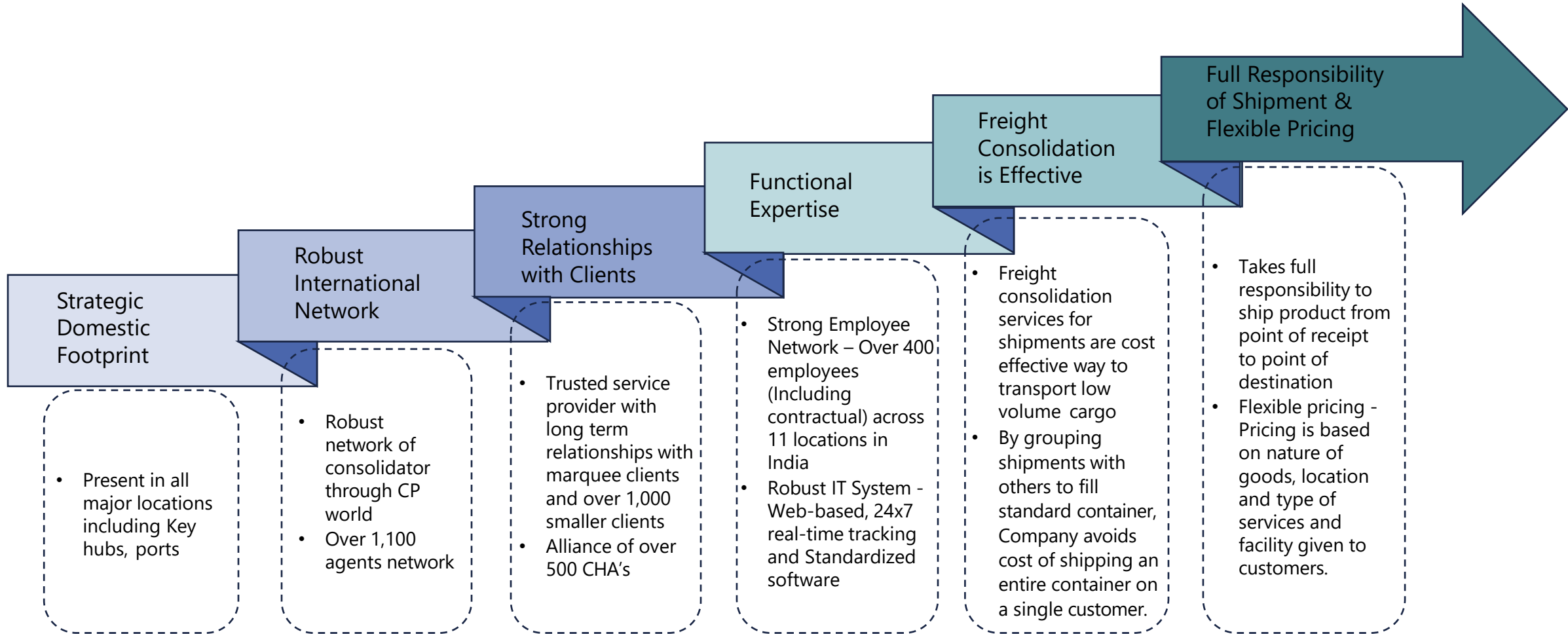




05

Growth Drivers

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





Marquee Clients







06

Annexure

❖ Consolidated Income Statement



Consolidated Income Statement

Parameters (₹ in Cr)	Quarterly					Yearly
	Q1 FY26	Q4 FY25	QoQ	Q1 FY25	YoY	FY25
Revenue	147.4	156.3	(5.6%)	146.0	1.0%	665.2
Operating Expenses	123.0	132.4		126.8		575.4
Employee Expenses	12.9	12.0		11.6		48.1
Other Expenses	7.1	6.4		6.2		28.5
EBITDA	4.4	5.5	(20.4%)	1.4	3.1x	13.3
EBITDA Margins	3.0%	3.5%	(55 bps)	0.9%	200 bps	2.0%
Other Income	1.4	1.1		1.2		4.1
Depreciation	0.9	1.1		0.9		4.0
EBIT	4.9	5.5	(9.8%)	1.7	2.9x	13.6
EBIT Margins	3.3%	3.5%	(16 bps)	1.2%	217 bps	2.0%
Interest / Finance Cost	1.0	1.2		0.8		3.9
Associate share of Profit/Loss	0.0	0.1		0.0		0.2
PBT	3.9	4.2	(6.8%)	0.9	4.4x	9.7
Tax	1.0	(1.6)		0.7		0.8
PAT	2.9	5.8	(49.4%)	0.2	12.5x	8.8
PAT Margins	2.0%	3.7%	(173 bps)	0.2%	183 bps	1.3%



THANK YOU!

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