



# TOTAL TRANSPORT SYSTEMS LIMITED



NSE: **TOTAL**

Q2 & H1 FY26

INVESTOR PRESENTATION



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# Presentation Content

- 1 **Q2 & H1 FY26 Financials**
- 2 **Company Profile**
- 3 **Growth Drivers**
- 4 **New Age Business - Abhilaya**
- 5 **Historical Data**







**Mr. Makarand Pradhan**  
**Promoter & MD**

*"Q2 marks a period of steady advancement driven by strong discipline and targeted business initiatives. Our freight-forwarding and air-freight divisions delivered solid volume growth, reflecting customer trust and the durability of our business model. While we continue to monitor evolving tariff structures & global trade policies, the demand outlook & our competitive position remain favourable.*

*Building on this momentum, Q2 FY26 revenue rose 10.9% QoQ to ₹164 Cr, contributing to ₹311 Cr in revenue for H1 FY26. Greater efficiency supported EBITDA of ₹5 Cr in Q2 FY26, a YoY growth of 4.0x, helping us reach ₹9 Cr in H1 FY26. Quarterly margins improved to 2.9% from 0.6% in Q2 FY25, reflecting a YoY increase of 231 bps. Profitability strengthened further, with Q2 FY26 PAT at ₹2.4 Cr, bringing H1 FY26 PAT to ₹5.3 Cr.*

*With strong volumes, improved margins, and focused execution, we are confident in sustaining our growth path and delivering long-term stakeholder value. Our priorities include service enhancement, agility, and capturing opportunities across key business verticals, ensuring we navigate industry shifts effectively and maintain a solid foundation for continued progress."*



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## Q2 & H1 FY26 Financials

- ❖ Q2 FY26 Financial Performance
- ❖ H1 FY26 Financial Performance
- ❖ Segment Performance
- ❖ Volume Overview

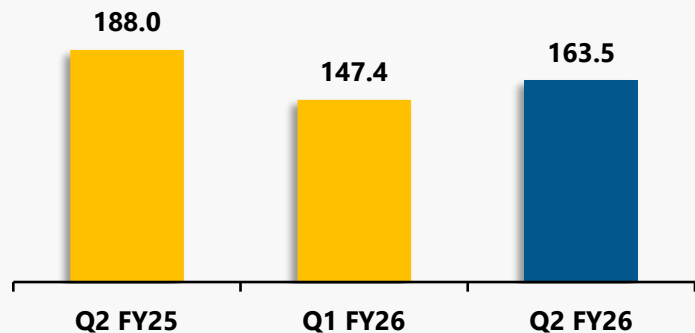


# Q2 FY26 Consolidated Financial Performance

(₹ in Cr)

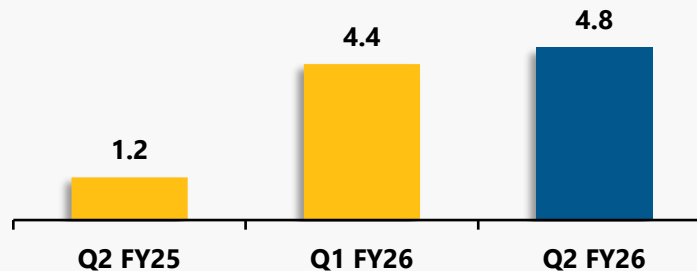
## Revenue

↑ 10.9% QoQ



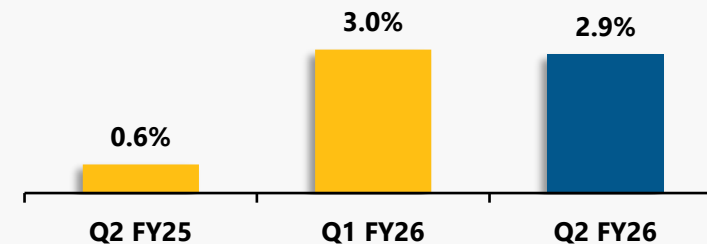
## EBITDA

↑ 10.5% QoQ    ↑ 4.0x YoY



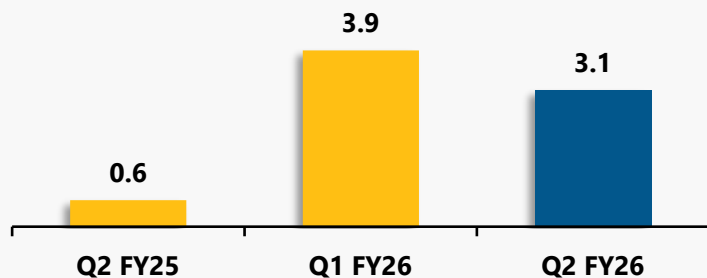
## EBITDA Margin (%)

↑ 231 bps YoY

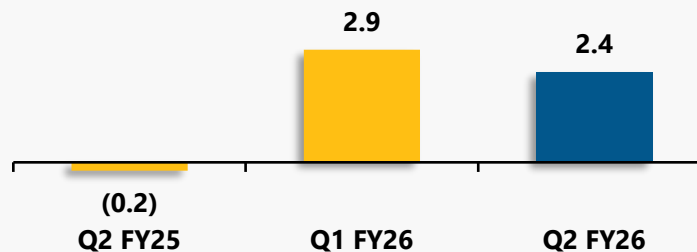


## PBT

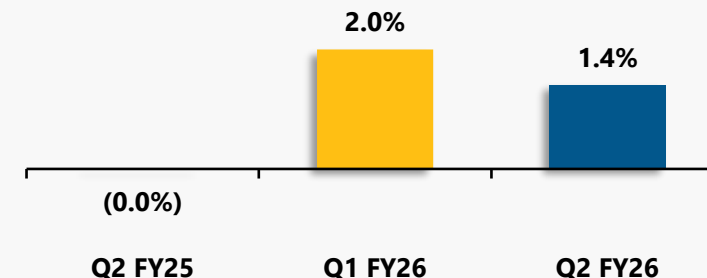
↑ 5.2x YoY



## PAT



## PAT Margin (%)

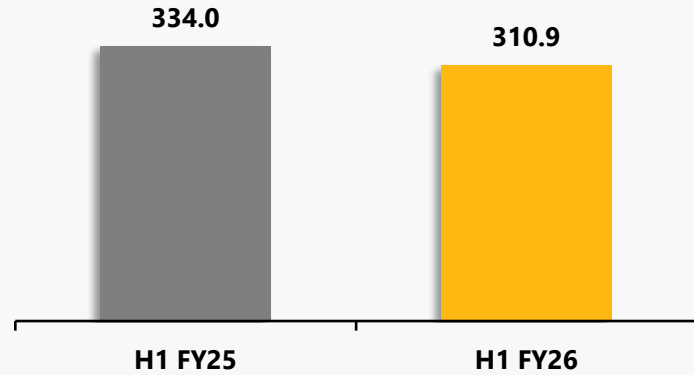




# H1 FY26 Consolidated Financial Performance

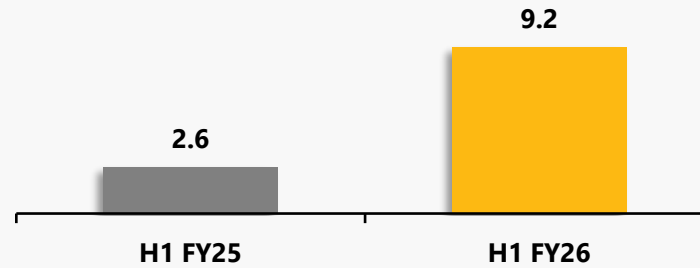
(₹ in Cr)

## Revenue



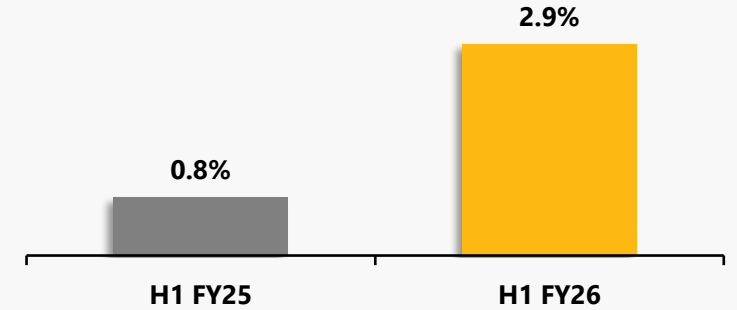
## EBITDA

📈 2.6x YoY



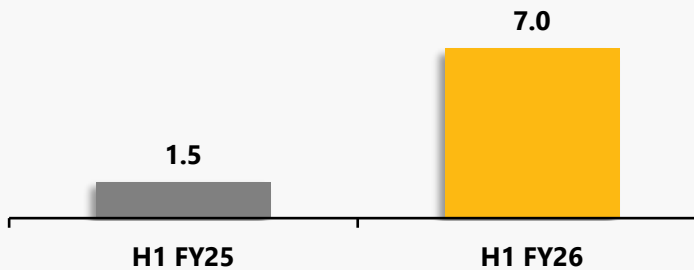
## EBITDA Margin (%)

📈 218 bps YoY



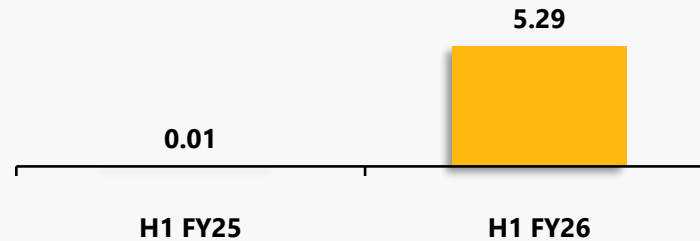
## PBT

📈 3.7x YoY



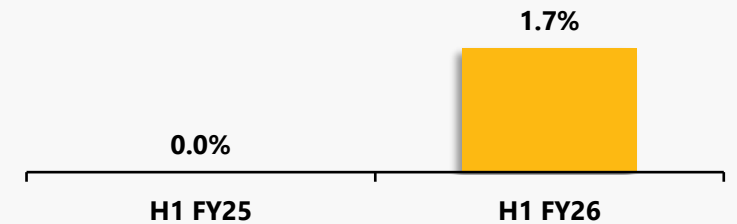
## PAT

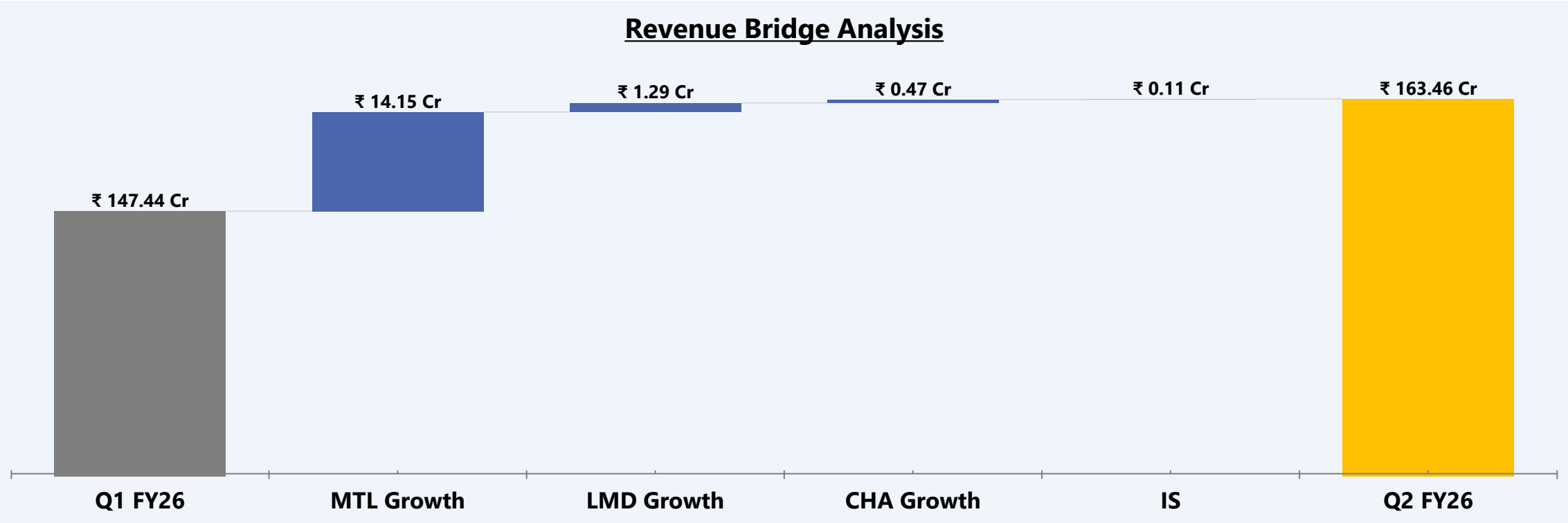
📈 489x YoY



## PAT Margin (%)

📈 170 bps YoY

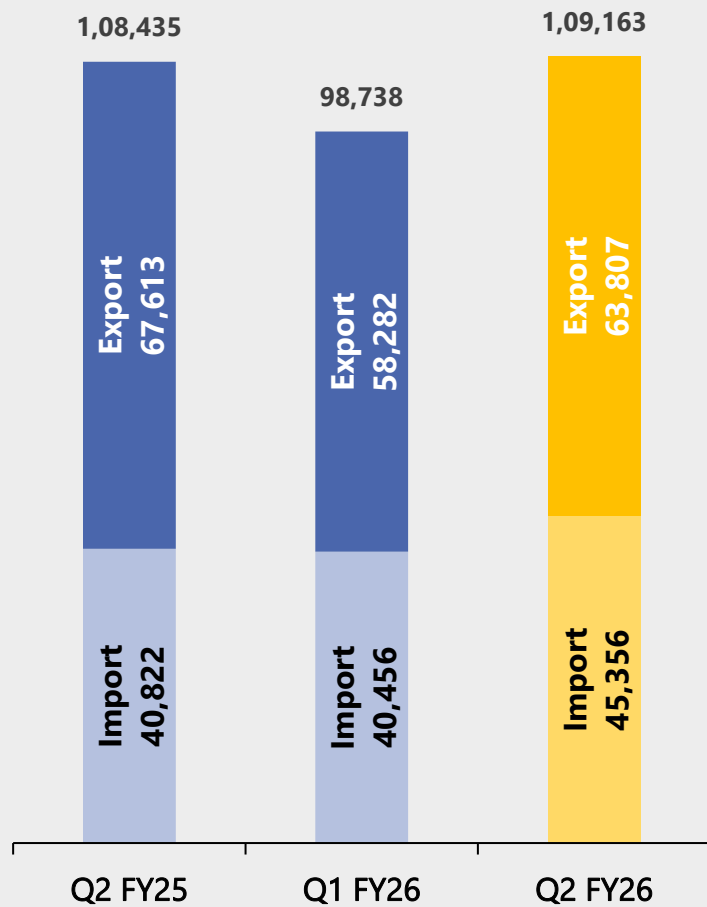




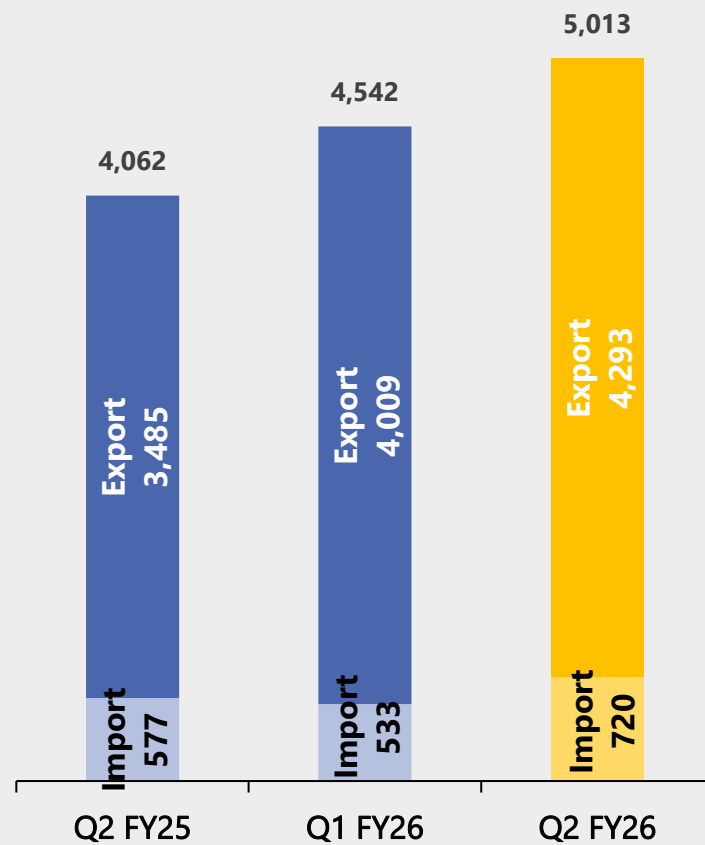
Particulars	Q1 FY26	Q2 FY26	QoQ Change	Inference
Multimodal Transport (MLT)	₹120.63 Cr	₹134.78 Cr	₹ 14.15 Cr	Continued solid growth in the core business segment
Last Mile Delivery (LMD)	₹ 26.05 Cr	₹ 27.34 Cr	₹ 1.29 Cr	Healthy expansion in last mile delivery operations
CHA Activity (CHA)	₹ 1.30 Cr	₹ 1.77 Cr	₹ 0.47 Cr	Significant increase in CHA activity revenue
Inter Segment (IS)	(₹ 0.54) Cr	(₹ 0.43) Cr	₹ 0.11 Cr	Inter-segment revenue dependency reduced accounted
Total	₹147.44 Cr	₹163.46 Cr	₹ 16.02 Cr	Strong growth of 10.9% across all business segments.



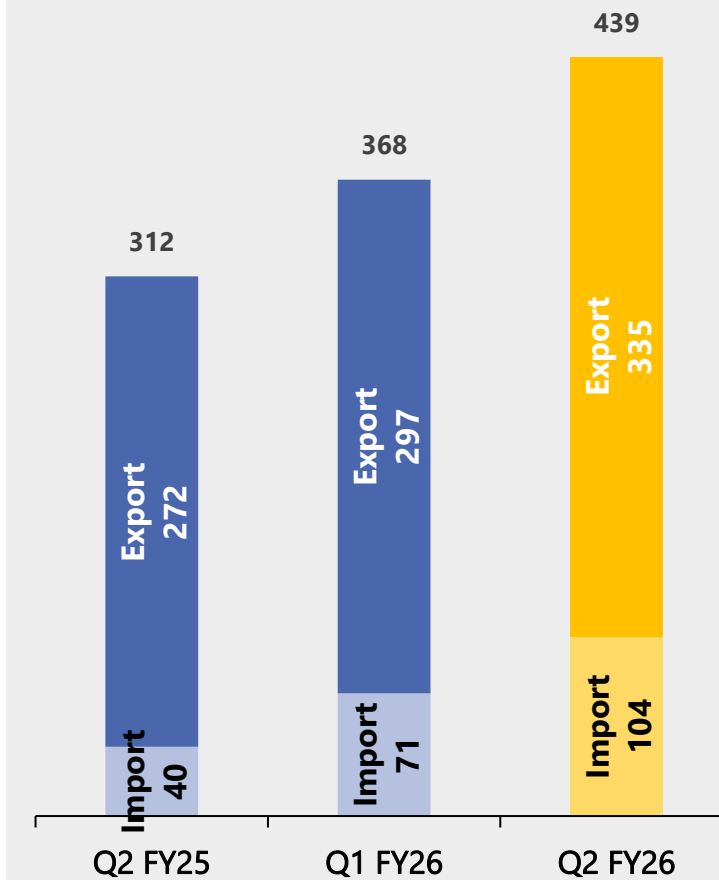
LCL Consolidation (CBMs)



FCL Freight Forwarding (TEUs)



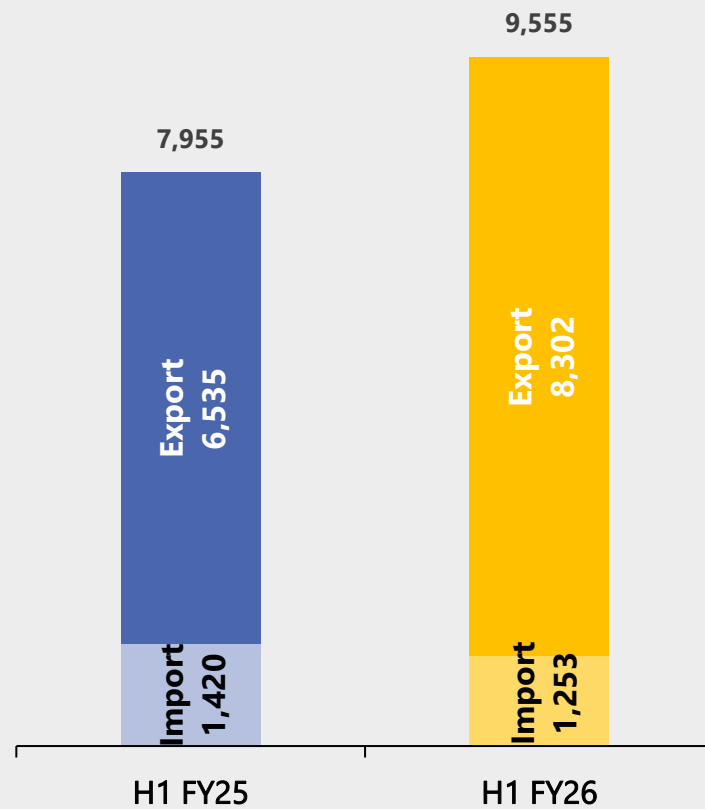
Air Freight (Tons)



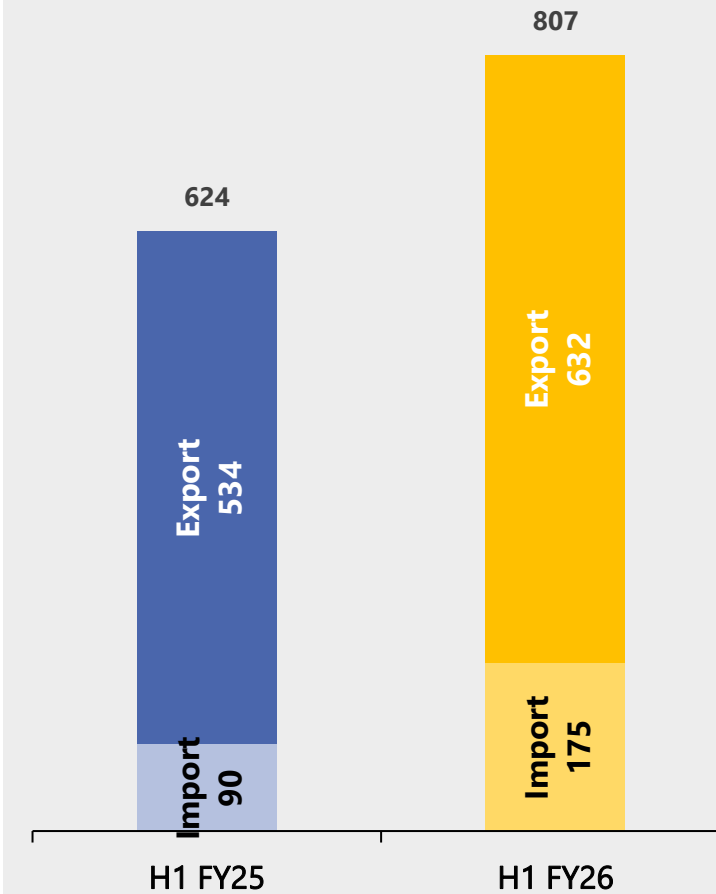
## LCL Consolidation (CBMs)



## FCL Freight Forwarding (TEUs)



## Air Freight (Tons)





# Consolidated Income Statement

Parameters (₹ in Cr)	Quarterly					Half-Yearly			Yearly
	Q2 FY26	Q1 FY26	QoQ	Q2 FY25	YoY	H1 FY26	H1 FY25	YoY	FY25
<b>Revenue</b>	<b>163.46</b>	<b>147.44</b>	<b>10.9%</b>	<b>187.97</b>	<b>(13.0%)</b>	<b>310.90</b>	<b>333.97</b>	<b>(6.9%)</b>	<b>665.24</b>
Operating Expenses	138.92	123.03		167.77		261.95	294.58		575.37
Employee Expenses	13.29	12.95		12.25		26.24	23.82		48.08
Other Expenses	6.45	7.11		6.76		13.56	13.00		28.45
<b>EBITDA</b>	<b>4.81</b>	<b>4.35</b>	<b>10.5%</b>	<b>1.19</b>	<b>4.0x</b>	<b>9.16</b>	<b>2.57</b>	<b>2.6x</b>	<b>13.34</b>
<b>EBITDA Margins</b>	<b>2.9%</b>	<b>3.0%</b>	<b>(1 bps)</b>	<b>0.6%</b>	<b>231 bps</b>	<b>2.9%</b>	<b>0.8%</b>	<b>218 bps</b>	<b>2.0%</b>
Other Income	0.15	1.42		1.29		1.57	2.45		4.10
Depreciation	0.96	0.89		0.94		1.84	1.82		4.00
Finance Cost	0.99	0.99		0.95		1.98	1.76		3.93
Associate share of Profit/Loss	0.04	0.04		-		0.08	0.05		0.15
<b>PBT</b>	<b>3.05</b>	<b>3.93</b>	<b>(22.4%)</b>	<b>0.59</b>	<b>5.2x</b>	<b>6.99</b>	<b>1.49</b>	<b>3.7x</b>	<b>9.66</b>
Tax	0.70	0.99		0.81		1.69	1.48		0.85
<b>PAT</b>	<b>2.36</b>	<b>2.94</b>	<b>(19.8%)</b>	<b>(0.22)</b>	<b>-</b>	<b>5.29</b>	<b>0.01</b>	<b>489.1x</b>	<b>8.81</b>
<b>PAT Margins</b>	<b>1.4%</b>	<b>2.0%</b>	<b>(55 bps)</b>	<b>-</b>	<b>-</b>	<b>1.7%</b>	<b>0.0%</b>	<b>170 bps</b>	<b>1.3%</b>



# Consolidated Balance Sheet

Assets (₹ in Cr)	H1 FY26	FY25	Equity and Liabilities (₹ in Cr)	H1 FY26	FY25
<b>Non-current Assets</b>	<b>46.98</b>	<b>46.30</b>	<b>Equity</b>	<b>88.75</b>	<b>83.45</b>
Property, land and equipment	15.17	15.76	Equity Share Capital	16.13	16.13
Capital work-in-progress	3.50	3.50	Other Equity	72.54	67.35
Right of Use Assets	2.25	2.08	Attributable to Non-Controlling Interest	0.08	(0.03)
Other Intangible Assets	1.57	1.38	<b>Non-Current Liabilities</b>	<b>11.64</b>	<b>10.34</b>
Investments	7.29	5.95	Borrowings	0.53	0.77
Loans	0.03	0.08	Lease Liabilities	1.68	1.60
Other Financial Assets	1.12	2.75	Provisions	9.43	7.97
Deferred Tax Asset (Net)	6.40	6.39			
Current Tax Assets (Net)	9.65	8.41			
<b>Current Assets</b>	<b>135.67</b>	<b>126.62</b>	<b>Current Liabilities</b>	<b>82.26</b>	<b>79.13</b>
Investments	2.02	1.56	Borrowings	35.54	35.83
Trade Receivables	98.04	99.53	Lease Liabilities	0.70	0.55
Cash and Bank Balance	26.46	16.17	Trade Payables	37.34	32.63
Loans	0.29	0.19	Other Financial Liabilities	4.65	4.21
Other Financial Assets	2.01	1.86	Other Current Liabilities	4.01	4.97
Other Current Assets	6.85	7.31	Provisions	0.02	0.94
<b>Total Assets</b>	<b>182.65</b>	<b>172.92</b>	<b>Total Equity and Liabilities</b>	<b>182.65</b>	<b>172.92</b>

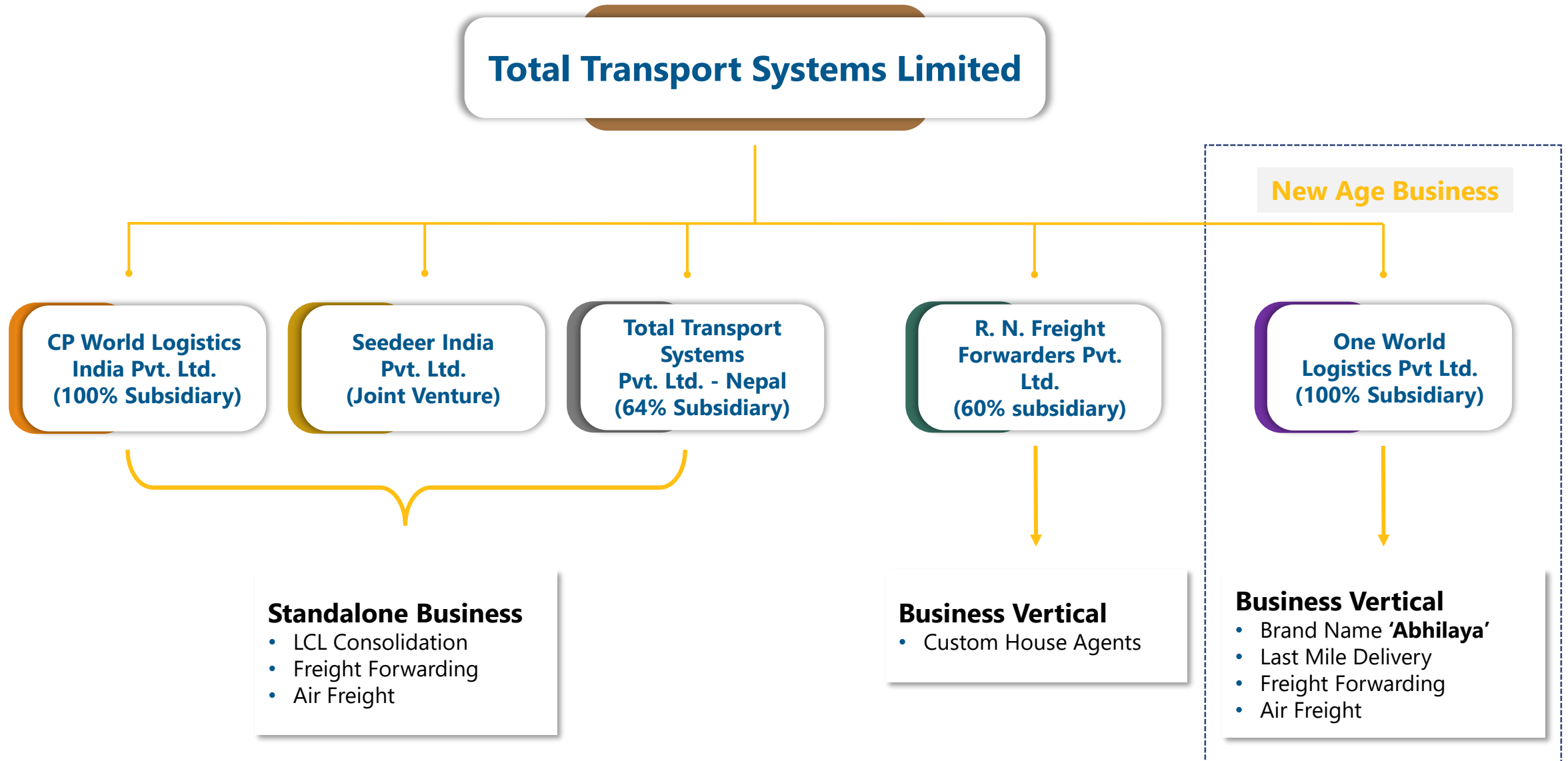


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## Company Profile

- ❖ 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

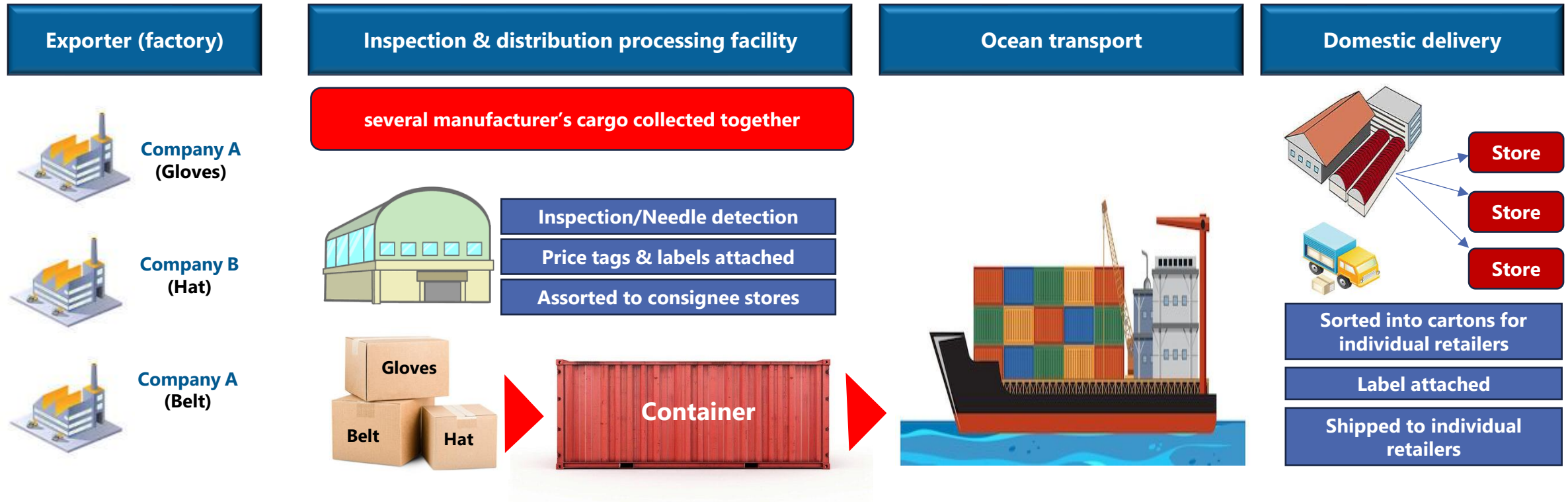
### R. N. Freight Forwarders Pvt Ltd (60% subsidiary)

**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 and many more



- 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

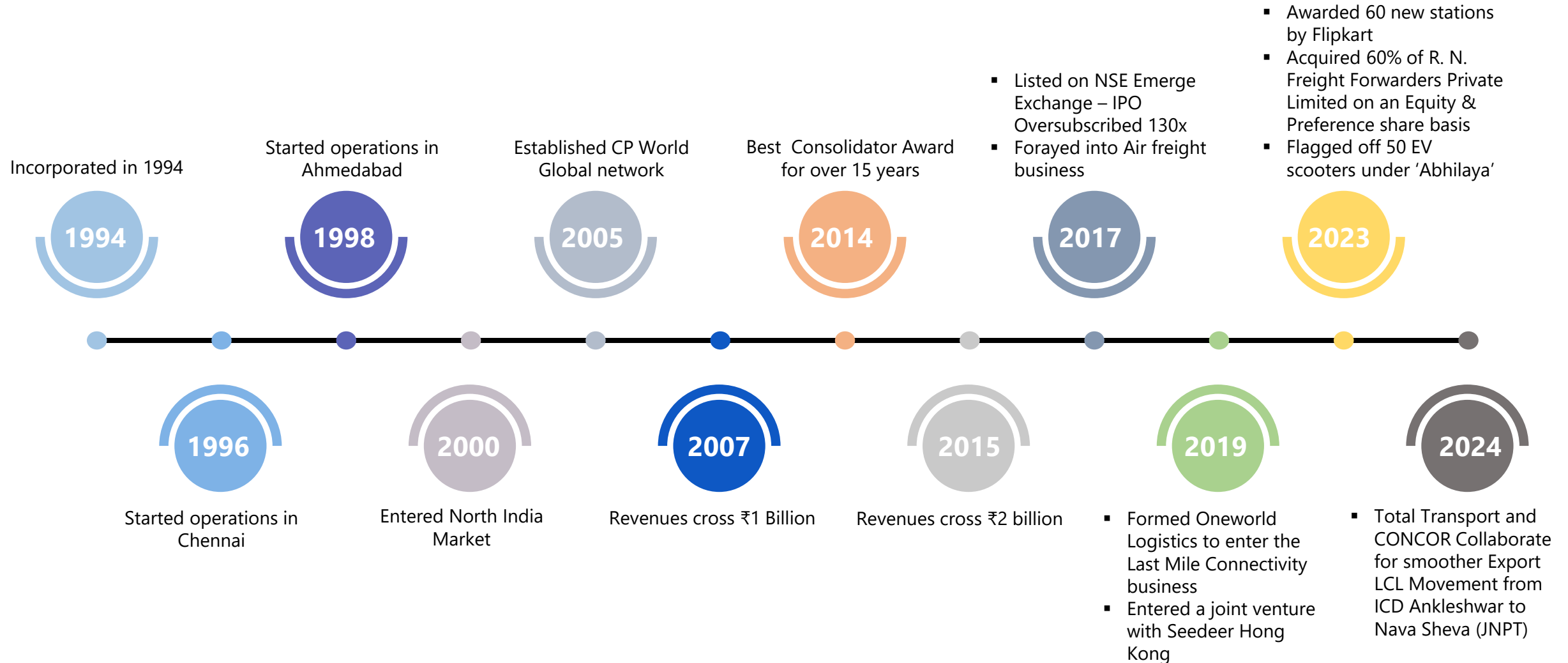
- 180+ agents connecting 1,100 locations in 89 countries globally that include both key trading partners of India, such as Gulf states, as well as rapidly growing EXIM hubs such as S.E. Asia, South America and many more

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 the US, Canada, and Europe, is achieved



# 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 30 years
- ❖ Oversees Business Policies and overall management of the Company
- ❖ Also associated with various Overseas Organisations and is in the best position to lead the Company
- ❖ President of the Consolidators Association of India and 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 the 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**

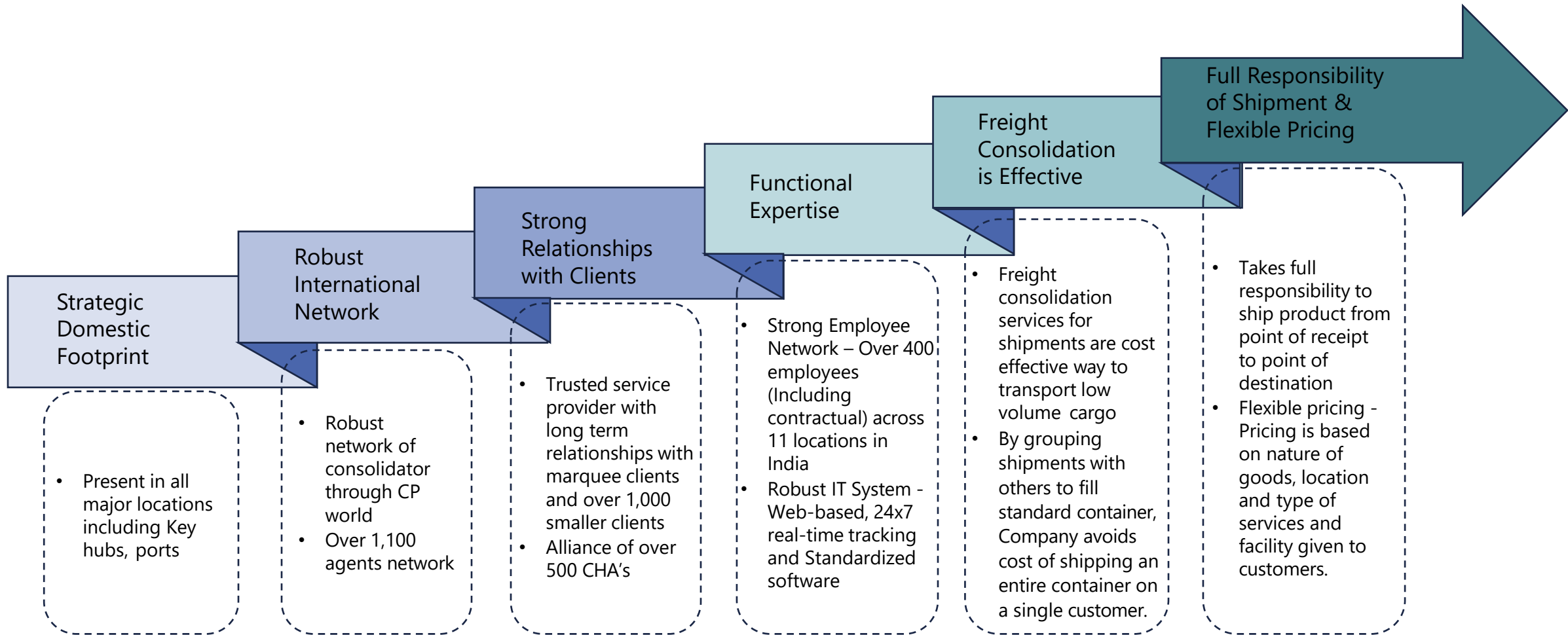
- ❖ Diverse experience of thirty years in Logistics, Freight Forwarding and Management of Container Freight Stations (CFSs)
- ❖ Associated since 1998 and is actively involved in all discussions with International Associates
- ❖ Also oversees Finance, and leads various other functions like Corporate Communication and Human Resources
- ❖ Treasurer of Consolidators Association of India since its Inception in 2003



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## Growth Drivers

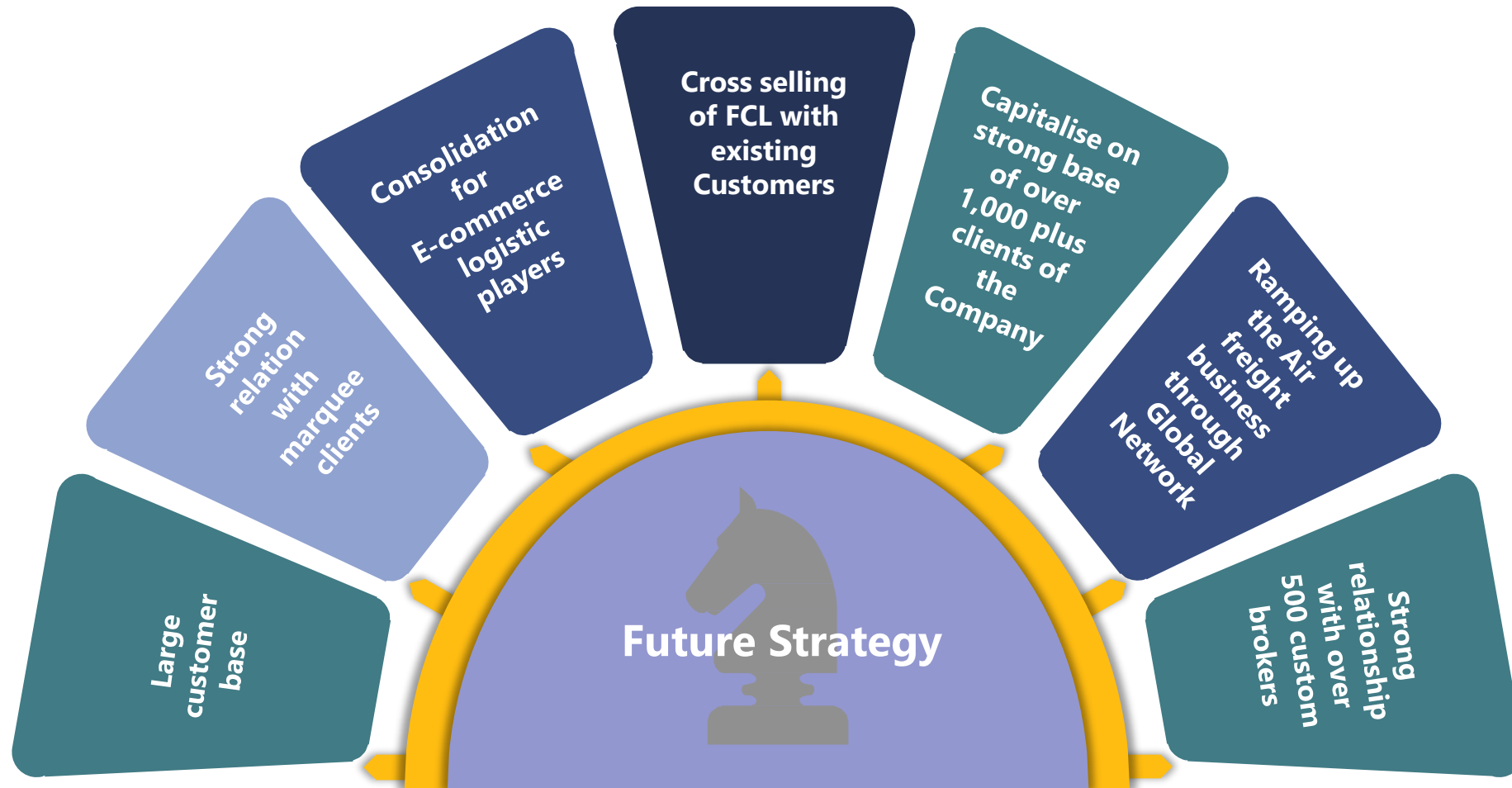
- ❖ Drivers of Growth
- ❖ Marquee Clients
- ❖ Future Strategy





# Marquee Clients









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## New Age Business - Abhilaya

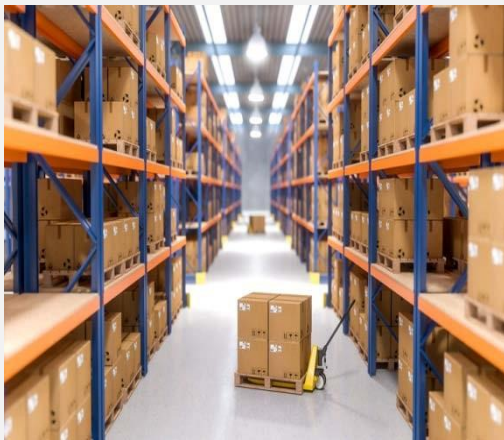
- ❖ Business Model
- ❖ Services Offered
- ❖ Operational Highlights





**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 62 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 12 DSPs.



DSP/EDSP

Shipments Picked  
from stations for  
final Delivery



Shipments Delivered

**11 Millions+**  
**Shipments**

**4,500+**  
**Trained Associates**

**1,500+**  
**Vehicles**

**1,500+**  
**Pincode**

As of 30<sup>th</sup> September 2025 (Q2 FY26)

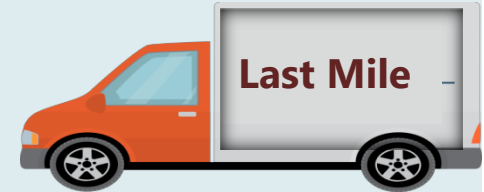


## ◆ Same Day Delivery (SDD)

**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.



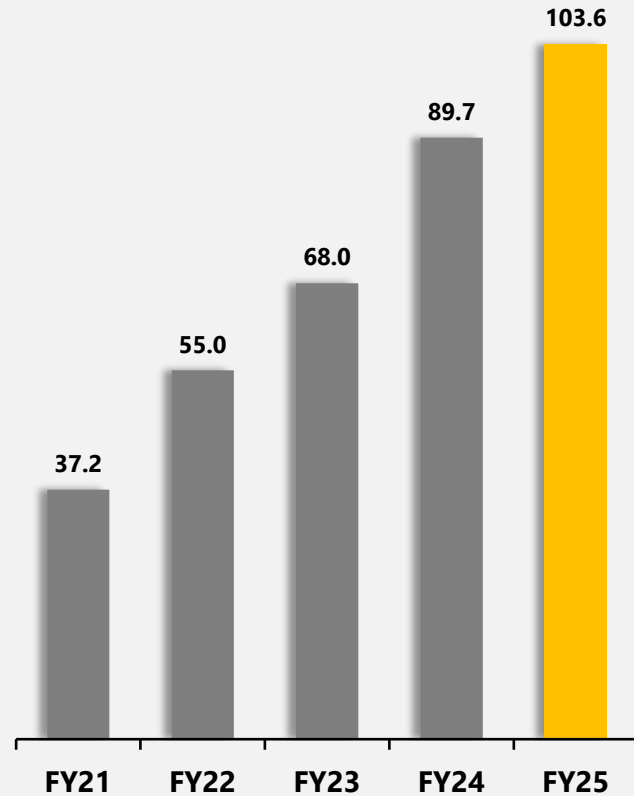
## ◆ B2B Distribution

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

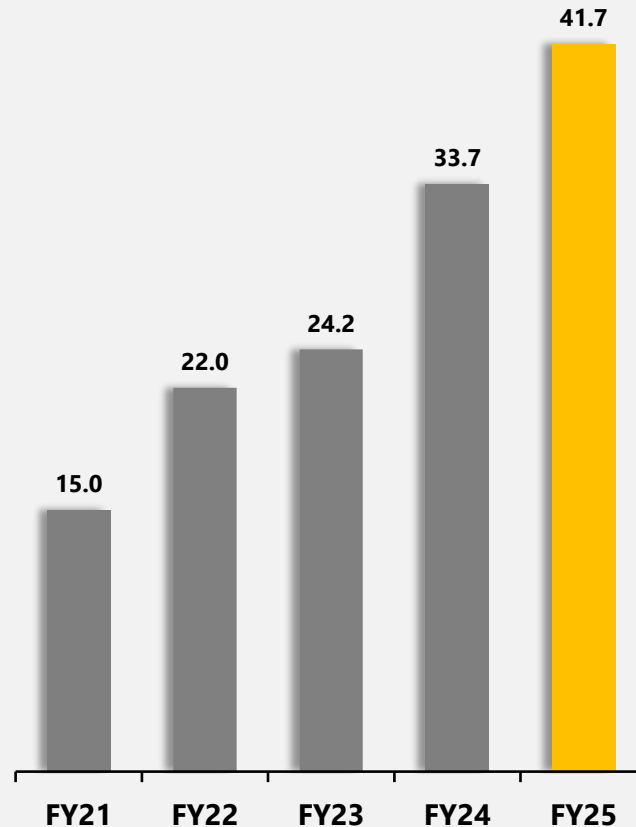




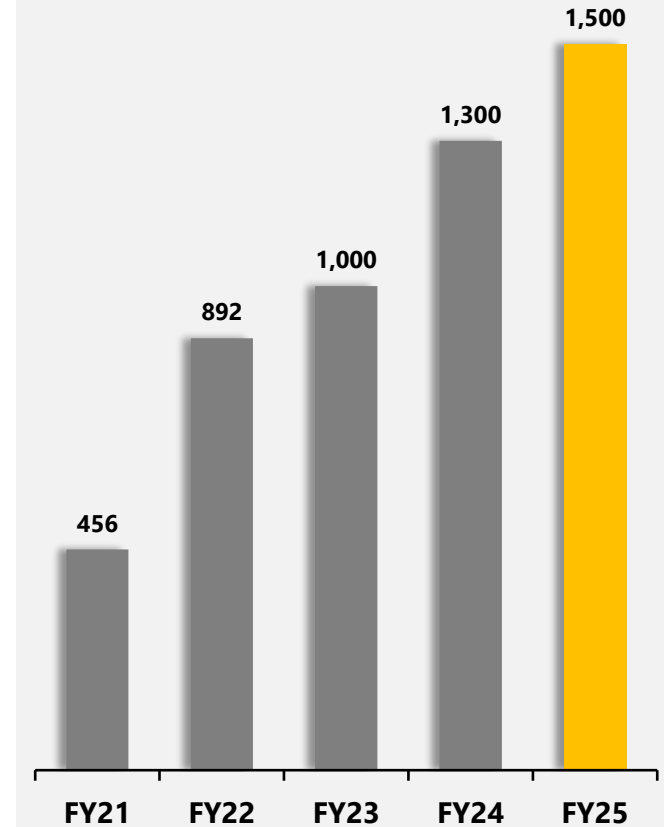
Revenue (Rs. Cr)



No. of Shipments (Million)



No. of Pincode Served





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## Historical Data

- ❖ Consolidated Financial Data
- ❖ Volume Data

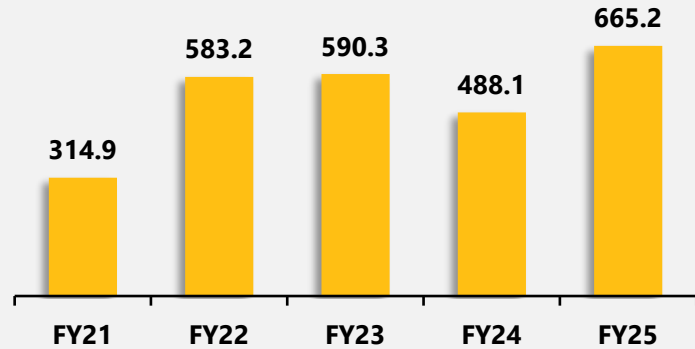


# Consolidated Financials Data

(₹ in Cr)

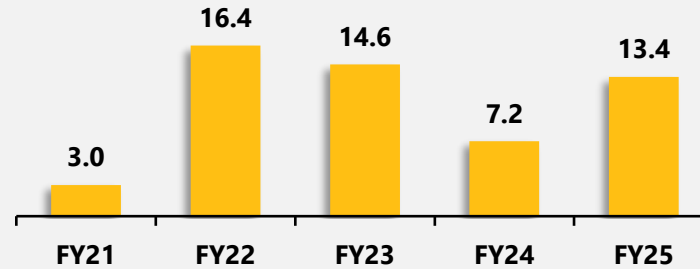
## Revenue

5 Year CAGR: 16.1%

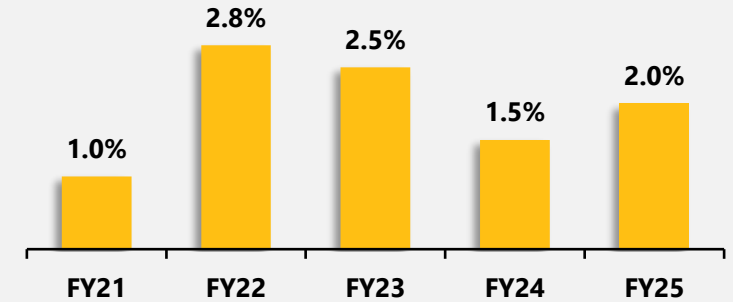


## EBITDA

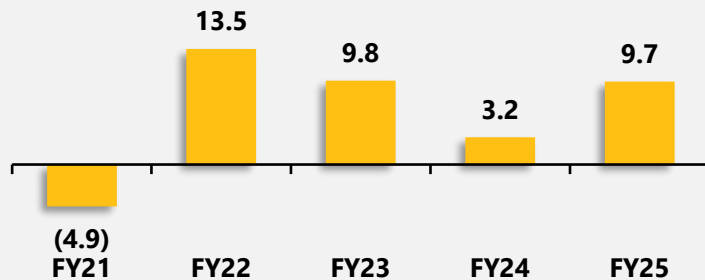
5 Year CAGR: 34.9%



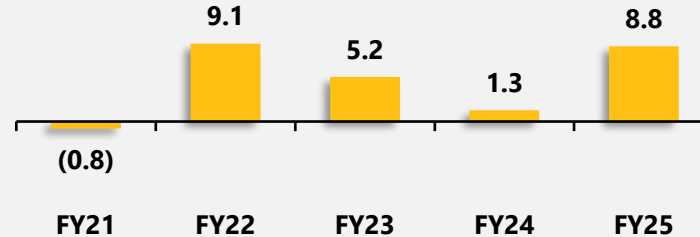
## EBITDA Margin (%)



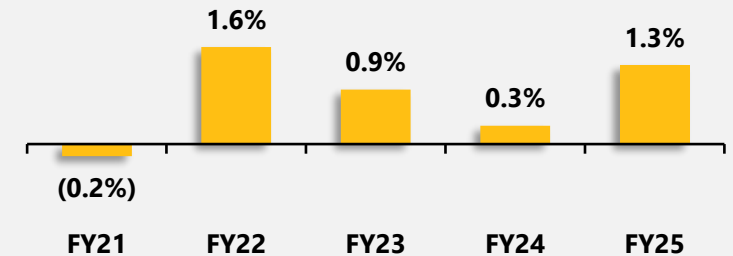
## PBT



## PAT



## PAT Margin (%)

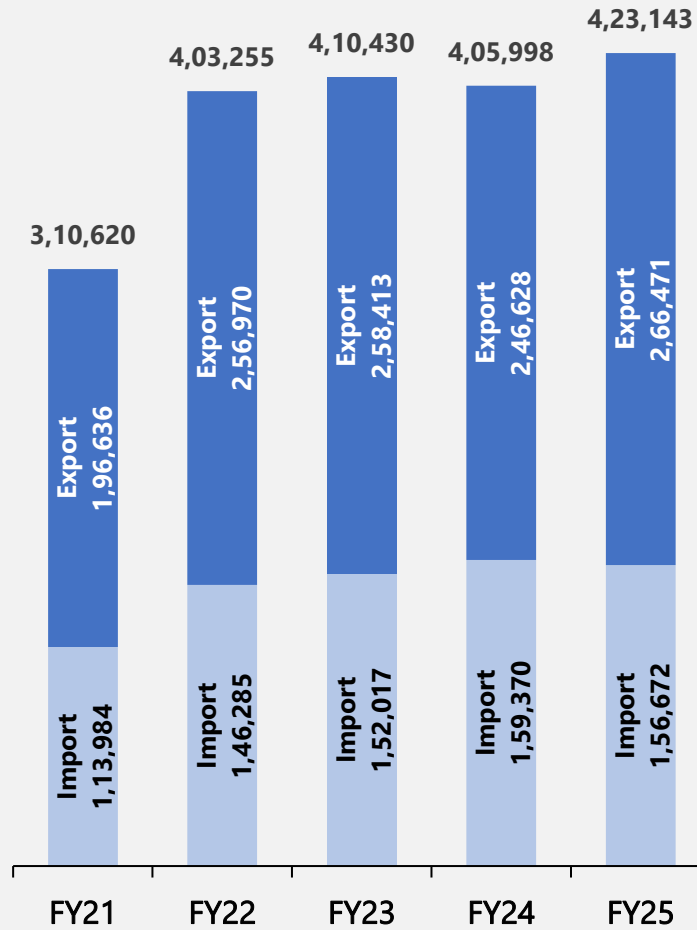




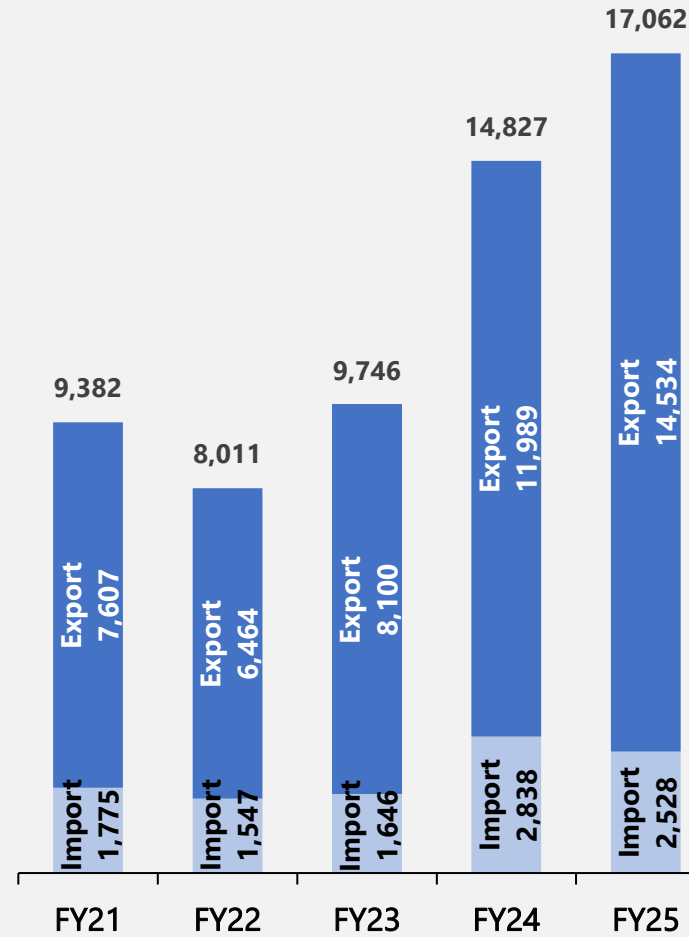


# Volume Data

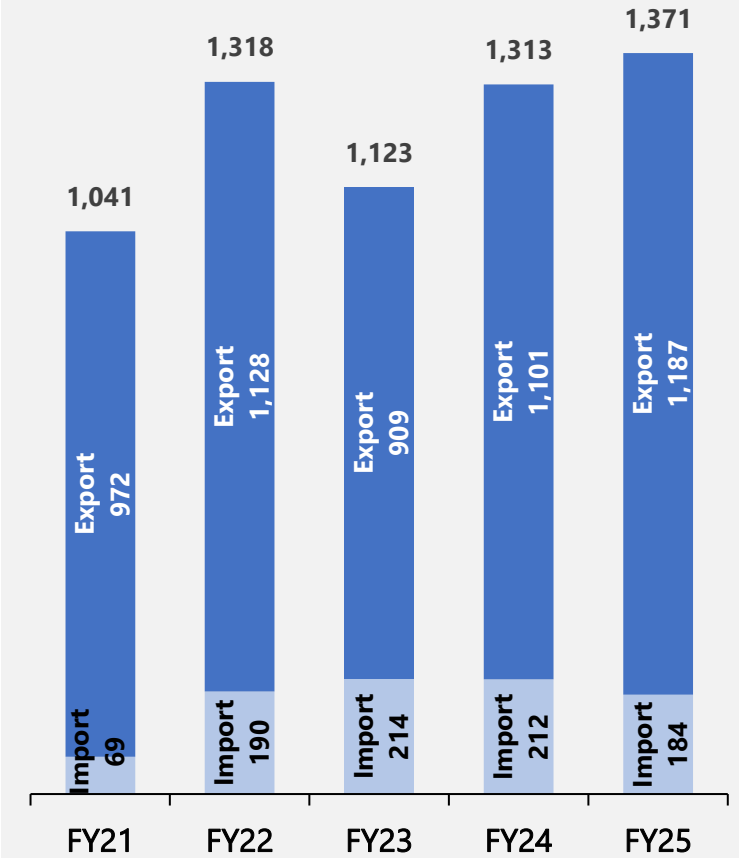
**LCL Consolidation (CBMs)**



**FCL Freight Forwarding (TEUs)**



**Air Freight (Tons)**





# THANK YOU!

**Total Transport Systems Limited**  
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