

TOTAL™ TRANSPORT

Keeping Promises Since 1994

TOTAL TRANSPORT SYSTEMS LIMITED

Q3 & 9M FY25

INVESTOR PRESENTATION

NSE: TOTAL

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

"We are pleased to report robust performance in Q3 FY25, with revenue reaching ₹14,510 lakhs, reflecting an impressive 63.9% YoY growth. Our EBITDA & PAT expanded 2.6x & 2.0x on YoY basis respectively, underscoring our continued focus on enhancing profitability. Our Air Transport segment demonstrated outstanding progress, with revenue increasing to ₹1,227 lakhs in Q3 FY25, contributing 8.5% to our total revenue. The FCL and LCL segments continued to exhibit steady growth, further solidifying their performance. Additionally, Abhilaya, our Last Mile Delivery solution, experienced notable expansion. Revenue for the quarter reached ₹2,843 lakhs, reflecting rising demand and successful market penetration.

Looking ahead, we remain committed to strengthening our core businesses, driving innovation, expanding into new markets, and enhancing customer satisfaction. We are equally focused on maintaining operational efficiency and delivering sustainable growth for our investors. With a strong foundation, a dedicated team, & a clear vision, we are confident in achieving new milestones and ensuring long-term success. We extend our sincere appreciation to our stakeholders, employees, and partners for their continued trust & support."

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01

Q3 & 9M FY25 Financials

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

Q3 FY25 Financial Performance

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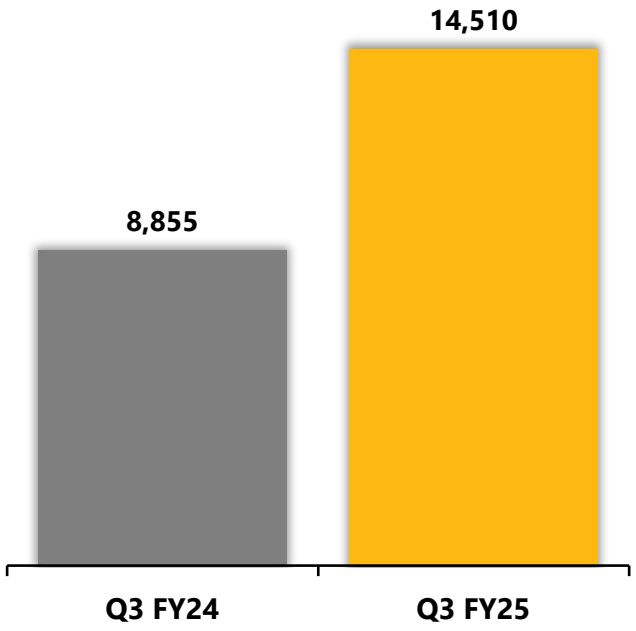
₹ in Lakhs

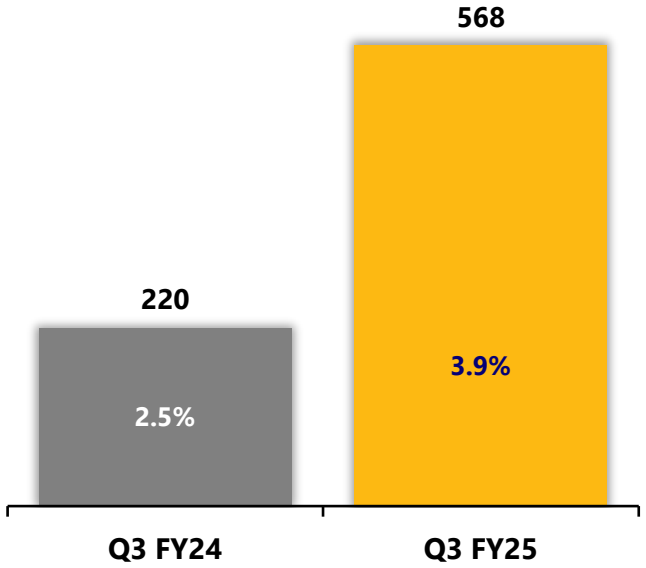
Revenue

63.9% YoY



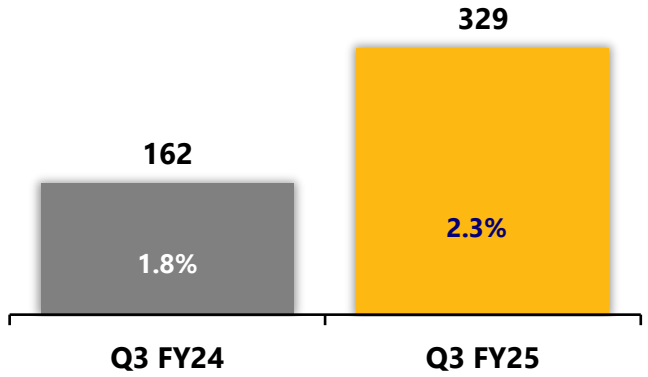
EBITDA & EBITDA Margin(%)

2.6x YoY



PAT & PAT Margin(%)

2.0x YoY



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9M FY25 Financial Performance

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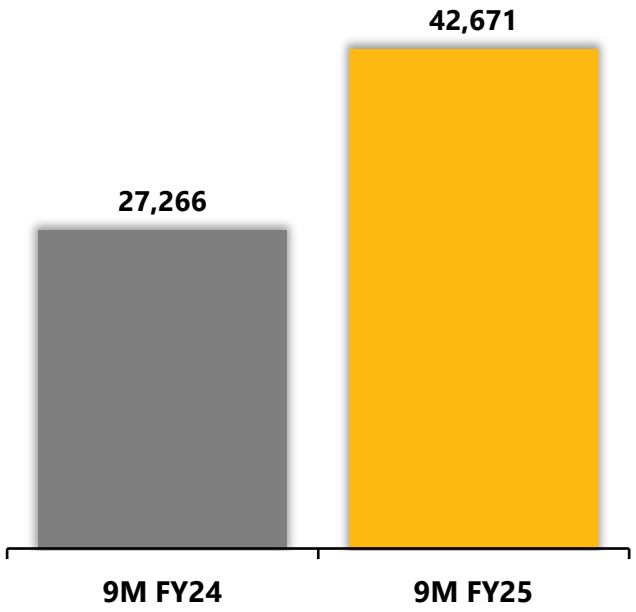
₹ in Lakhs

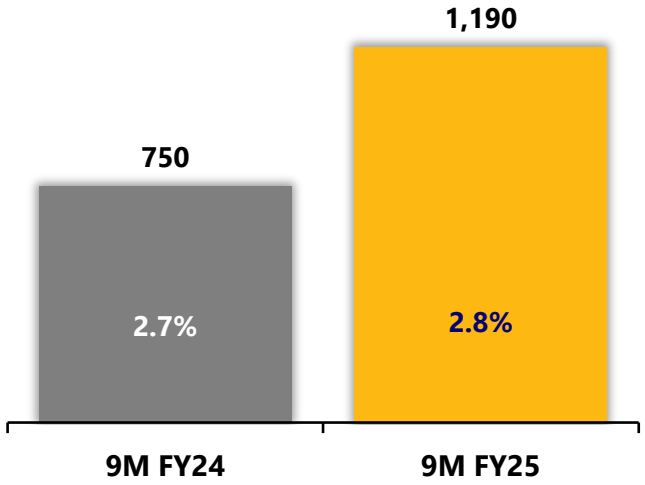
Revenue

56.5% YoY



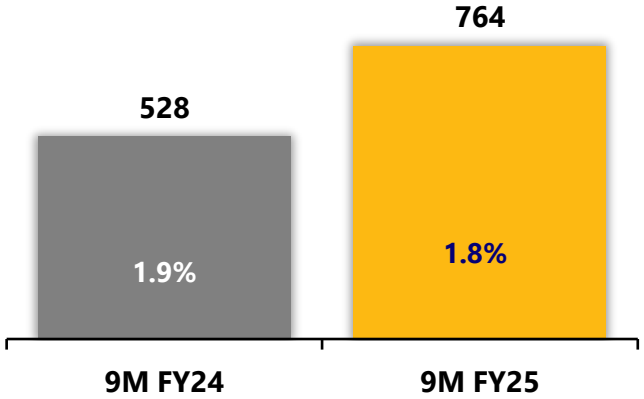
EBITDA & EBITDA Margin(%)

58.7% YoY



PAT & PAT Margin(%)

44.6% YoY



Standalone Volume Overview

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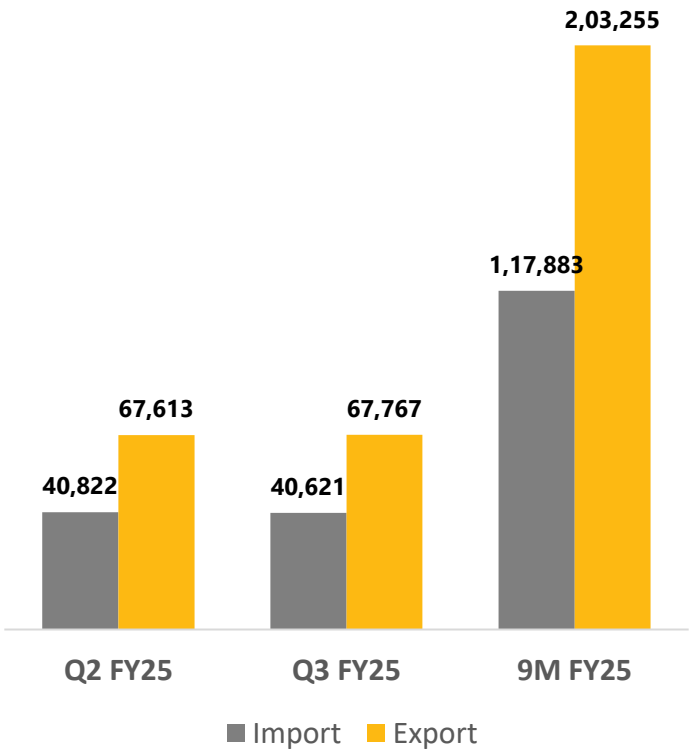
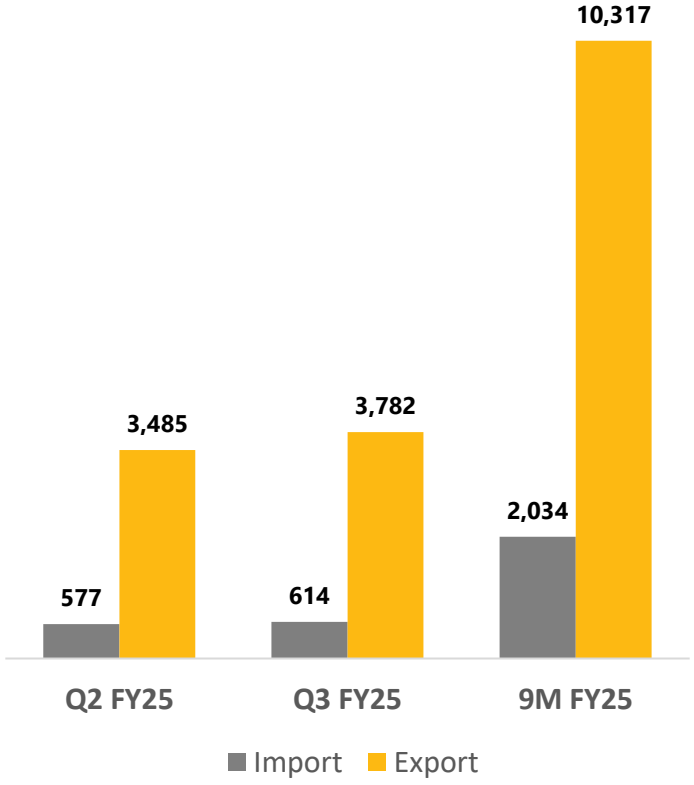
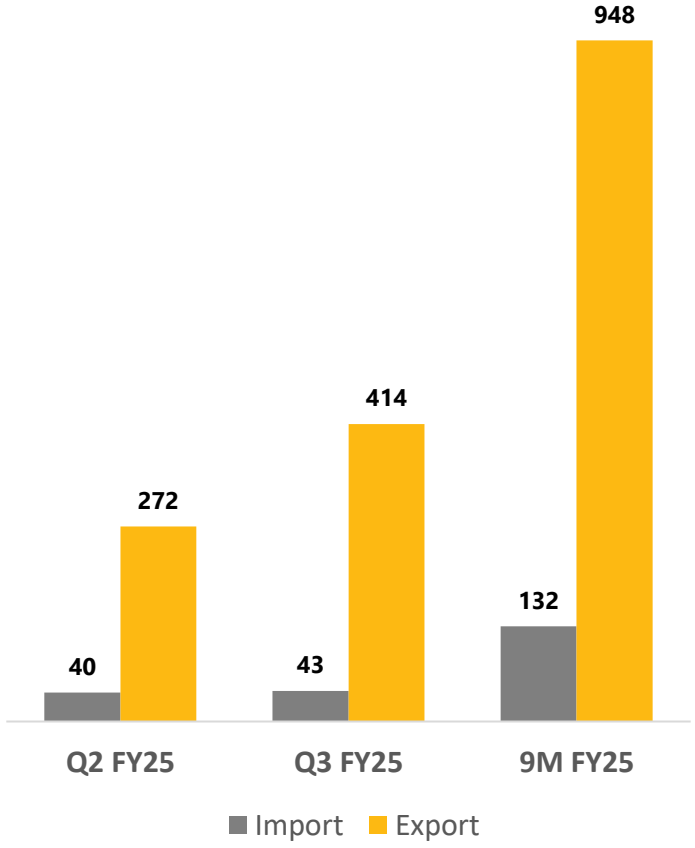
LCL Consolidation (in CBMs)



FCL Freight Forwarding (in TEUs)



Air Freight (in Tons)



Standalone Business Verticals Turnover

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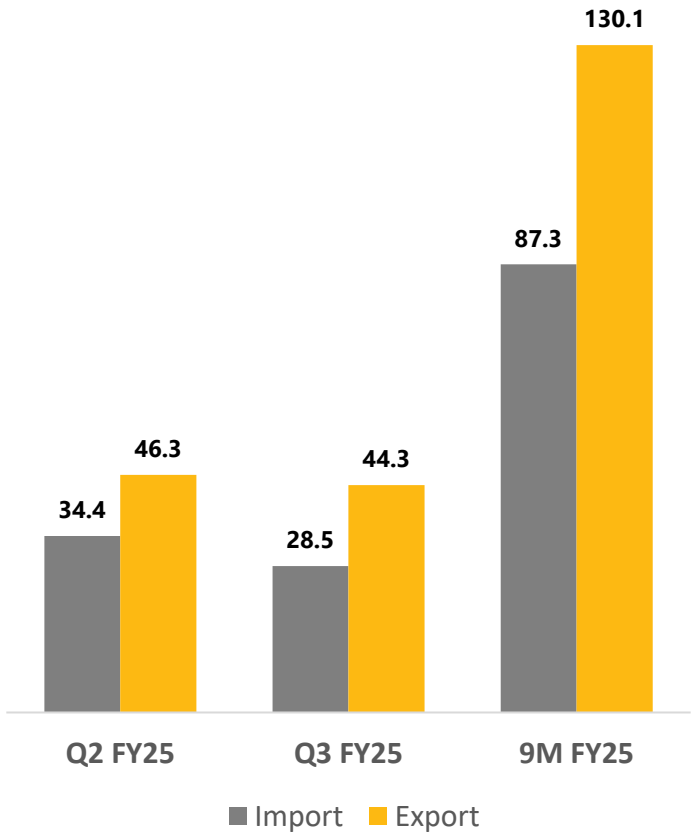
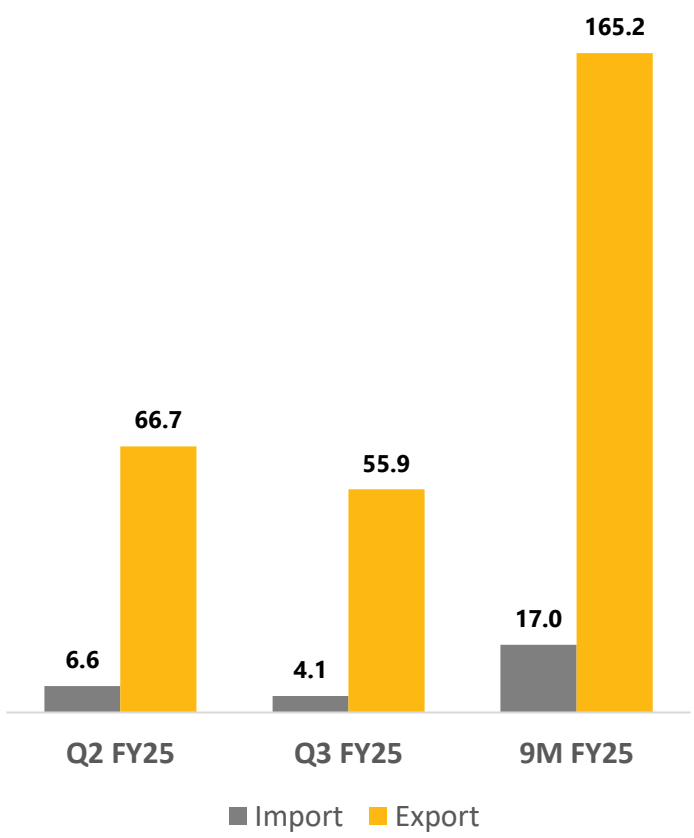
₹ in Cr

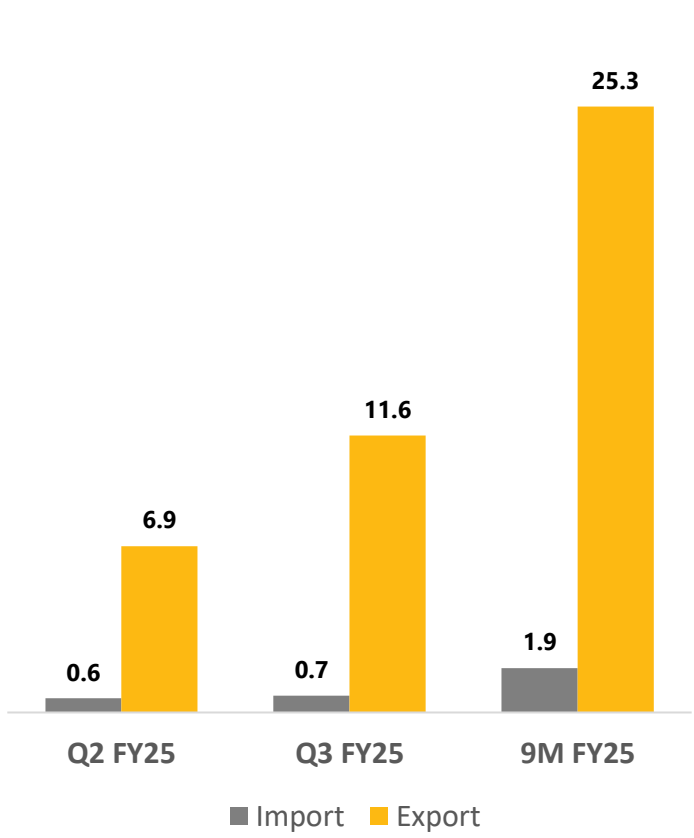
LCL Consolidation



FCL Freight Forwarding



Air Freight



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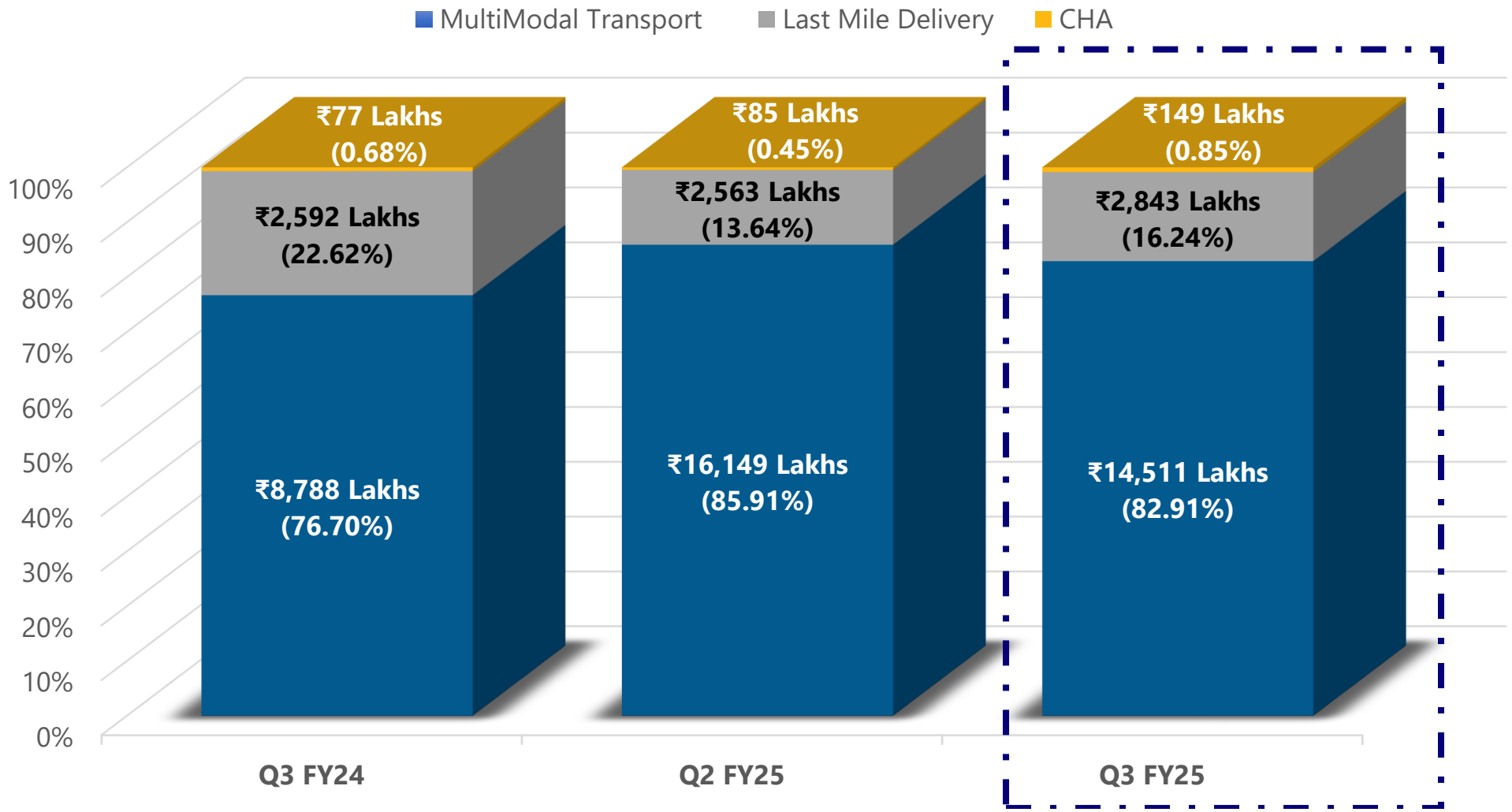
Consolidated Segmentwise Revenue



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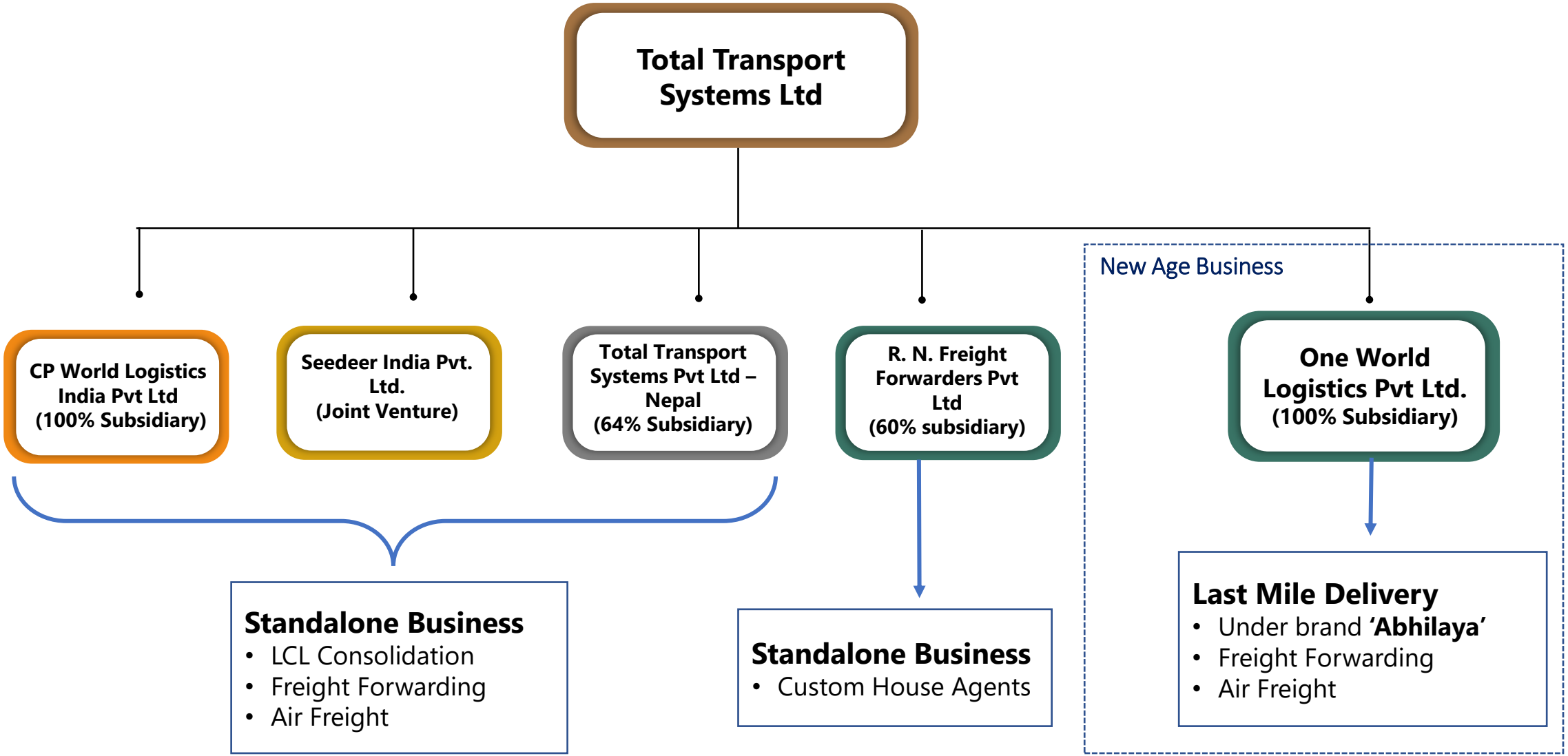
02

Company Profile

- Group Structure
- Company Overview
- Milestones
- Board of Directors
- Business Verticals

Group Structure















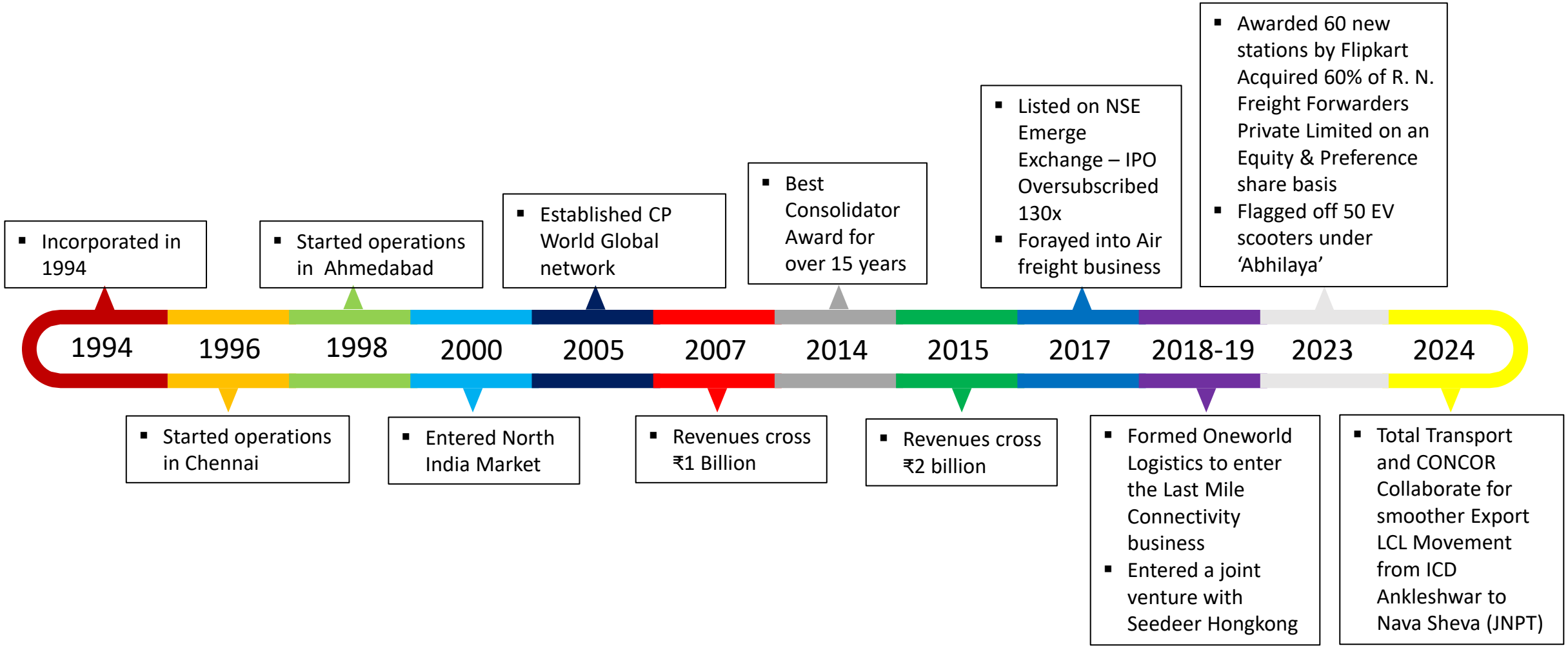
LCL Consolidation	Freight Forwarding	Air Freight	Last Mile Delivery - Abhilaya
Standalone Business			One World Logistics Pvt Ltd

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

Milestones


1994
Incorporated in 1994
1996
Started operations in Chennai
1998
Started operations in Ahmedabad
2000
Entered North India Market
2005
Established CP World Global network
2007
Revenues cross ₹1 Billion
2014
Best Consolidator Award for over 15 years
2015
Revenues cross ₹2 billion
2017
Listed on NSE Emerge Exchange – IPO Oversubscribed 130x
Forayed into Air freight business
2018-19
Formed Oneworld Logistics to enter the Last Mile Connectivity business
Entered a joint venture with Seedeer Hongkong
2023
Awarded 60 new stations by Flipkart
Acquired 60% of R. N. Freight Forwarders Private Limited on an Equity & Preference share basis
Flagged off 50 EV scooters under 'Abhilaya'
2024
Total Transport and CONCOR Collaborate for smoother Export LCL Movement from ICD Ankleshwar to Nava Sheva (JNPT)

Experienced & Professional Board of Directors



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

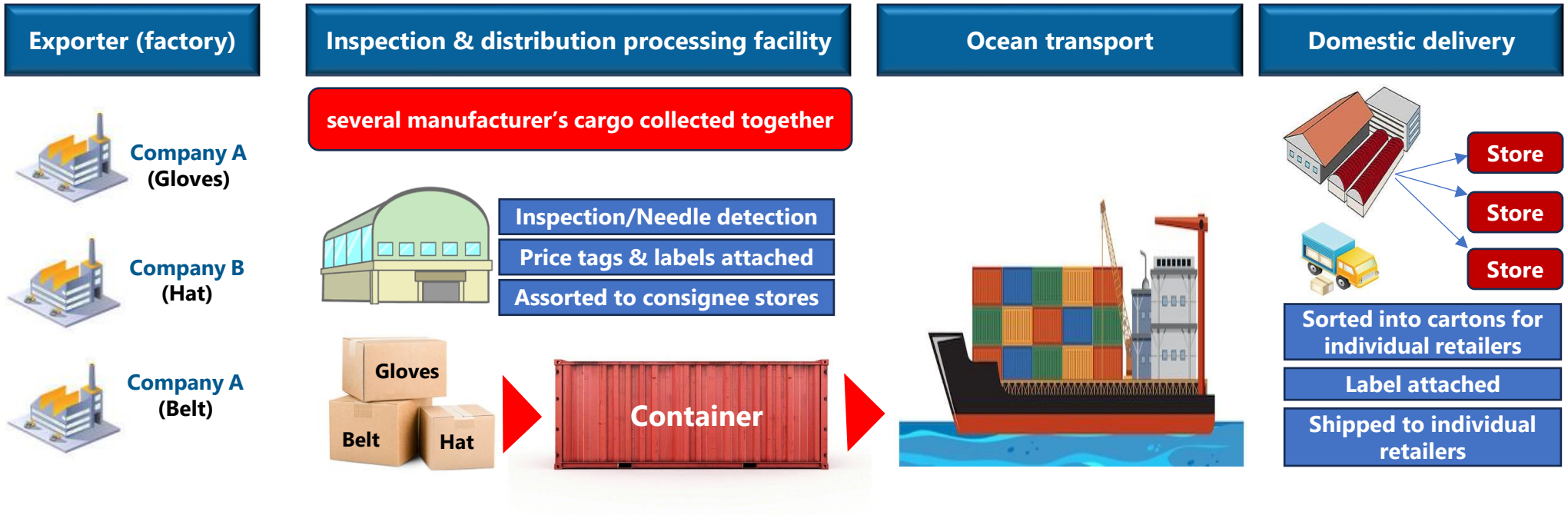


Shrikant D. Nibandhe – Promoter and CFO

- 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

- 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



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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.
- 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.





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WE MOVE THE LAST MILE

03

One World Logistics Pvt Ltd.

- About Abhilaya
- Products Offered
- Business Model
- Highlights

New Business Segment	▪ Started Last Mile business in the fist six months itself tied with prominent E-Commerce platforms like Amazon and Flipkart ▪ 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, FMCG, Pharma and online & offline retailers



abhilaya
WE MOVE THE LAST MILE

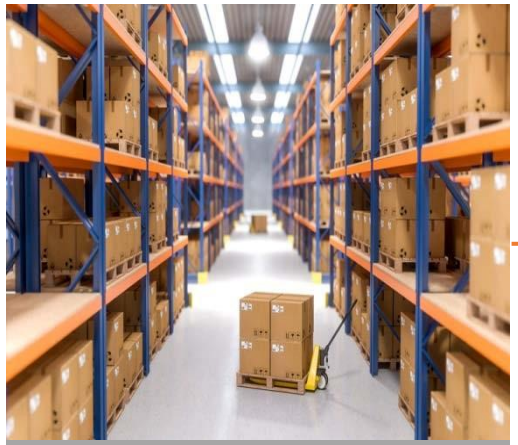


29 Millions+ Shipments	4,000+ Trained Associates	1,500+ Vehicles	1,500+ Pincode

As of 31st December 2024 (9M 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 56 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

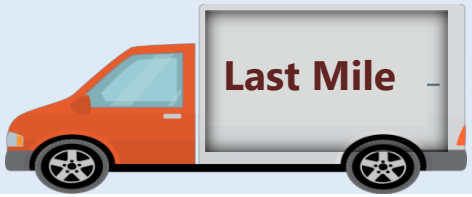
Shipments Picked from stations for final Delivery





Shipments Delivered

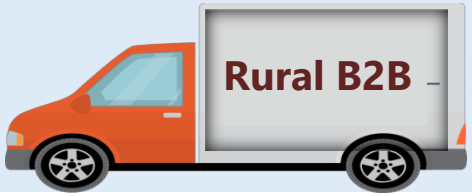
- **Same Day Delivery (SDD)**
  Scope: Prime e-commerce delivery within municipal limits from a single pick-up point. Weight limit 2kg.
- **Pincode Delivery & Reverse Pick-Up**
  Scope: Deliveries within 3 km to and from the origin pick-up point, food delivery. Weight limit 2kg.



- **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.



abhilaya
WE MOVE THE LAST MILE











Abhilaya - Highlights

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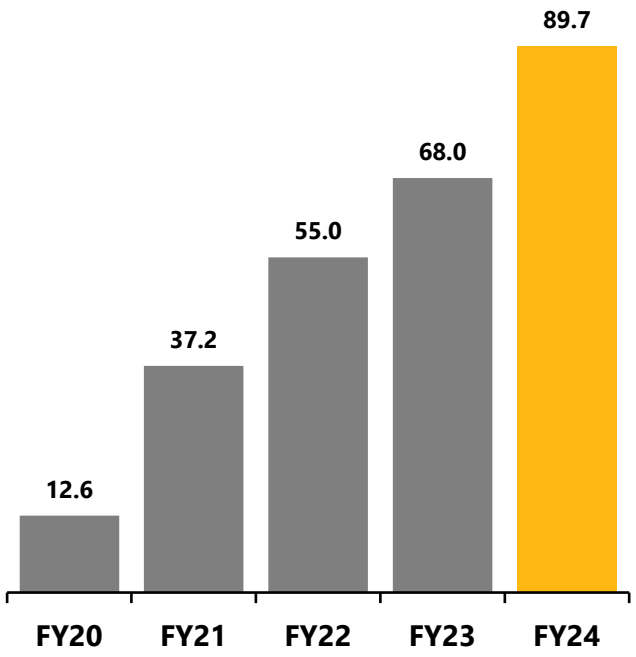
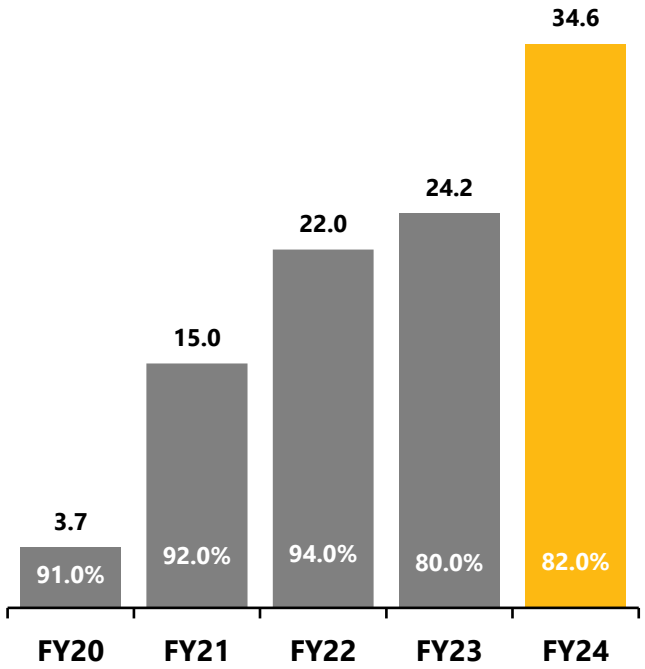
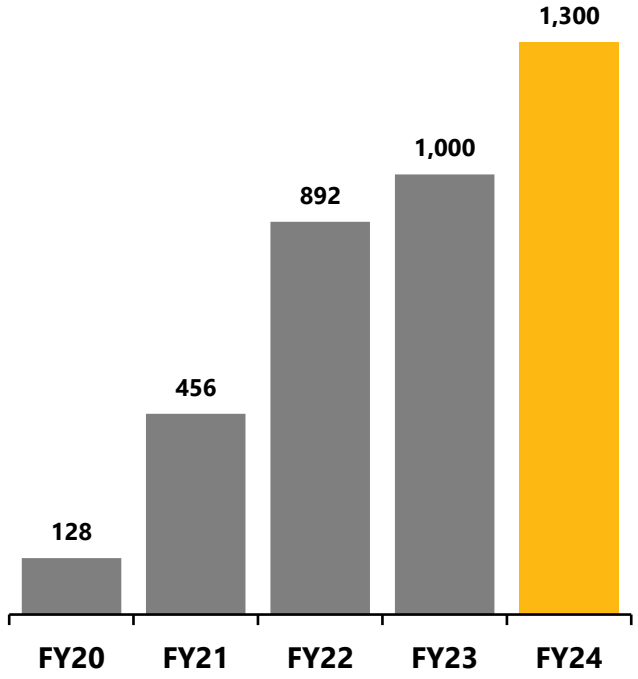
Revenue (₹ in Cr)



No. of Shipments (In Million) & Delivery Conversion



No. of Pincode Served



Abhilaya - Highlights

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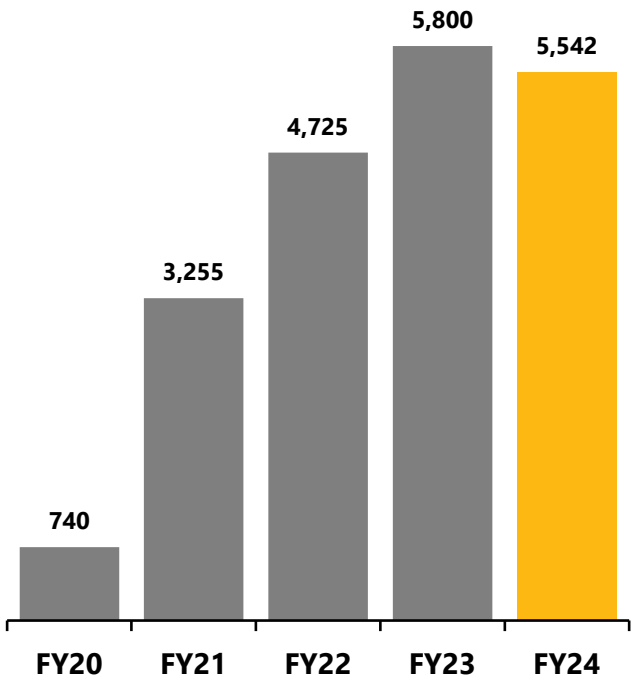
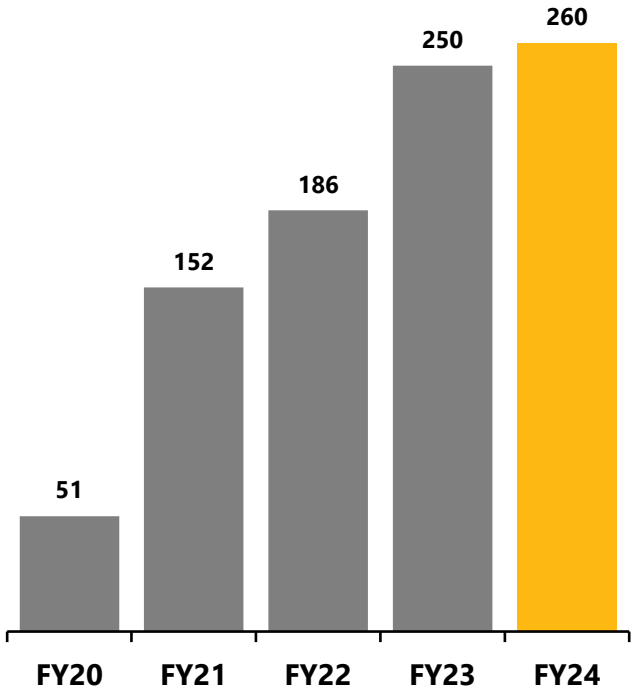
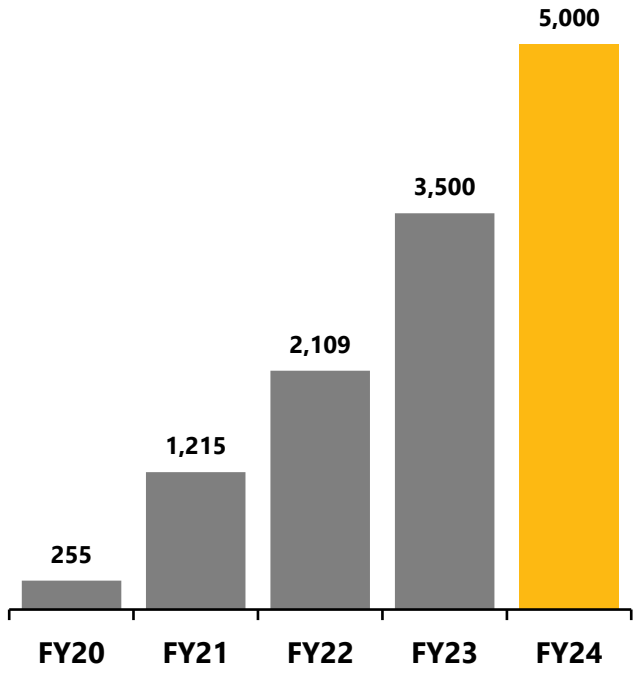
Gross Merchandise Value (₹ in Cr)



No. of Stations



No. of Associates



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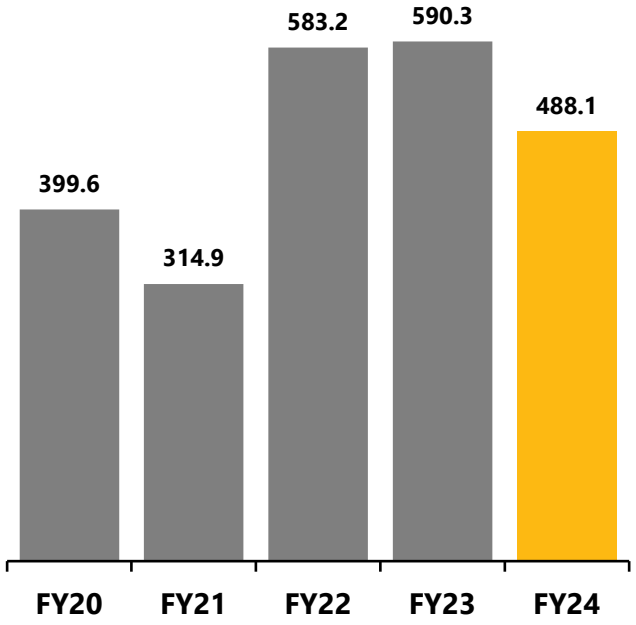
04

Historical Data

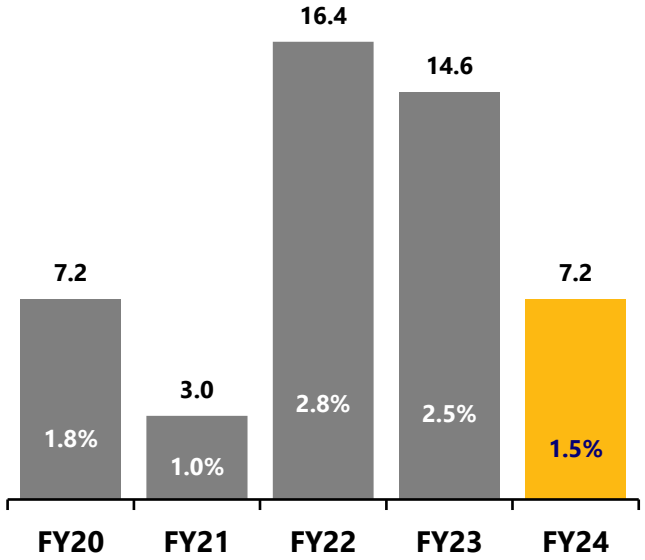
- Consolidated Financial Data
- Volume Data

₹ in Cr

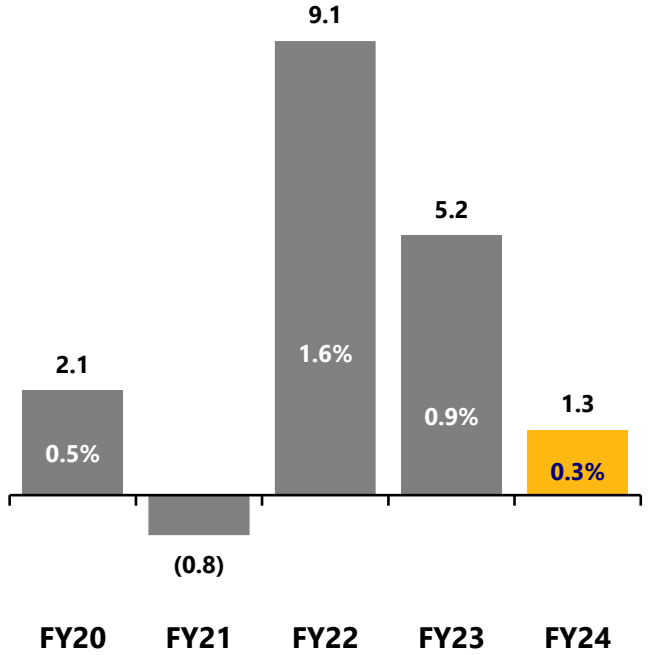
Revenue



EBITDA & Margin(%)



PAT & Margin(%)



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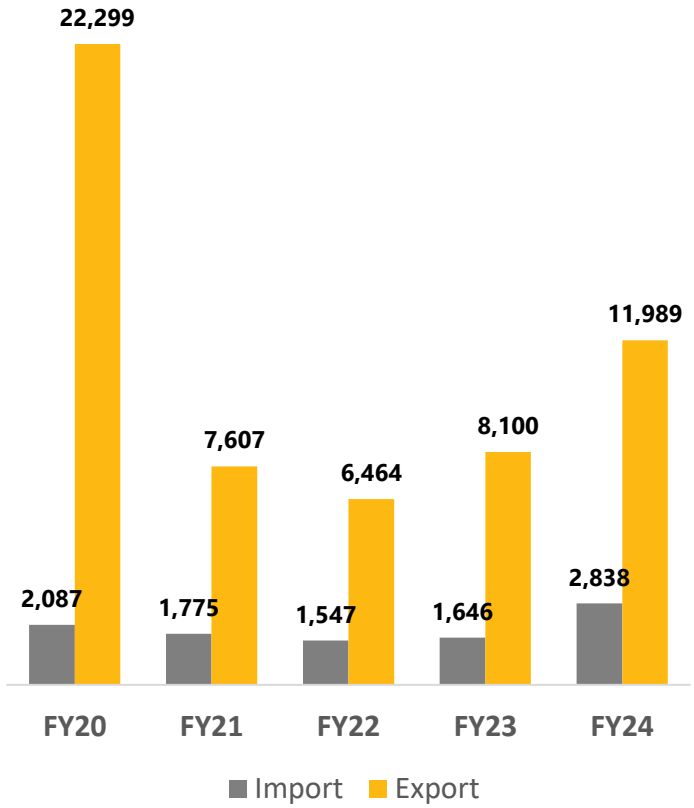
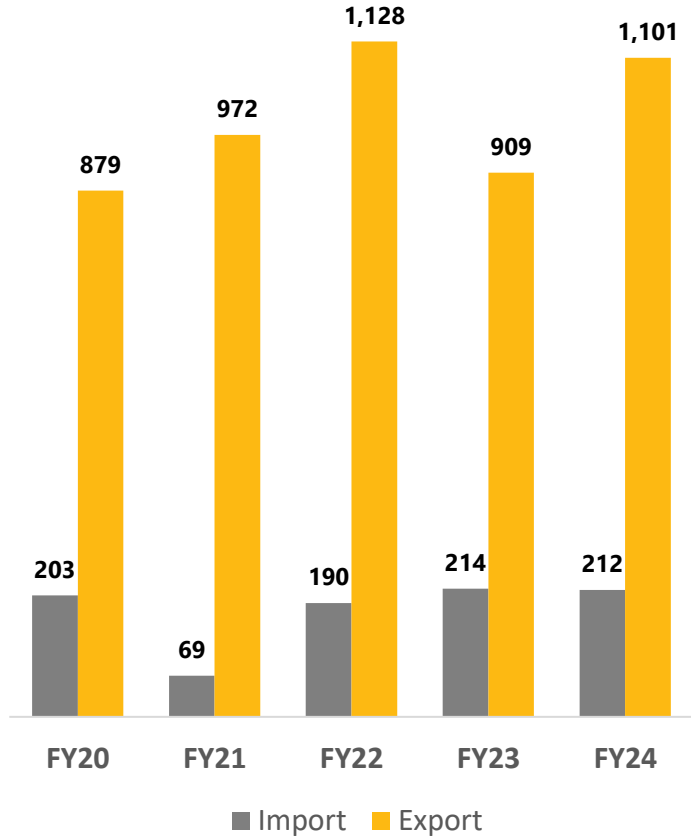
Consolidation (CBMs)



Freight Forwarding (TEUs)



Air Freight (Tons)



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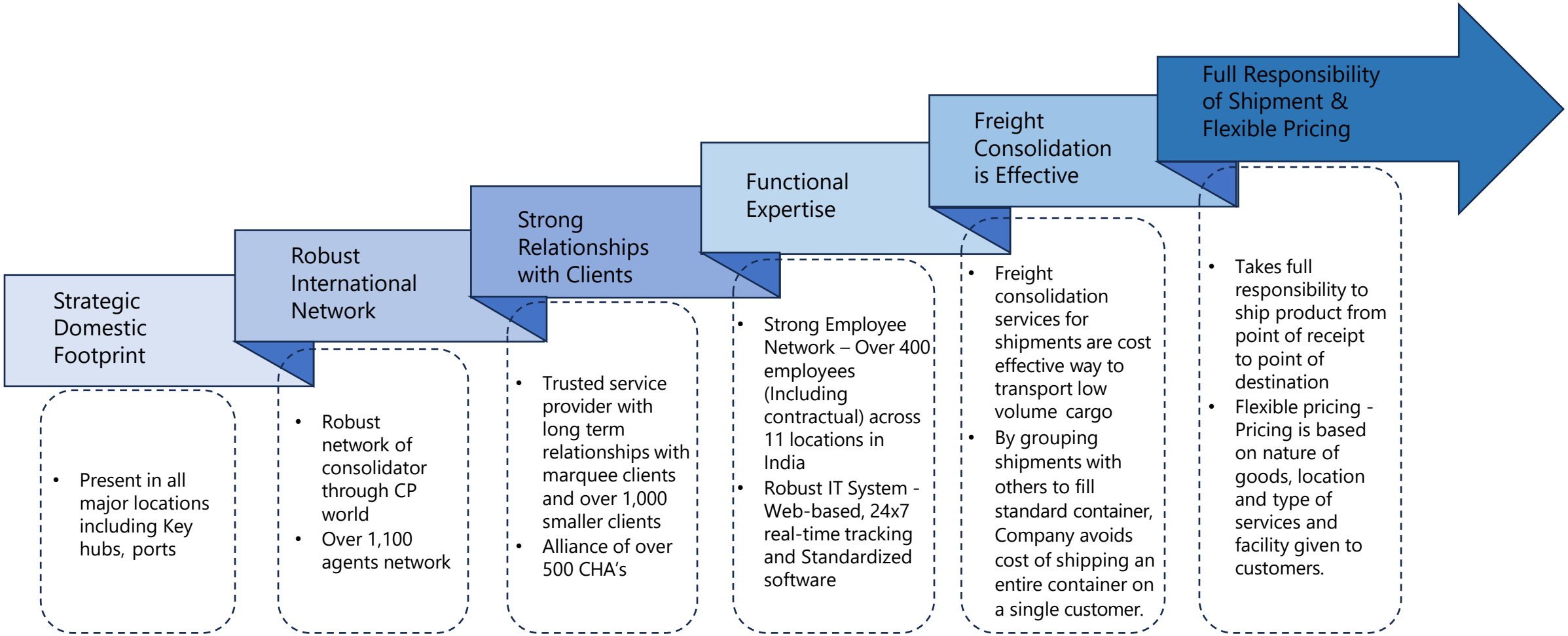
05

Growth Drivers

- Drivers of Growth
- Marquee Clients
- Future Strategy

Drivers of Growth



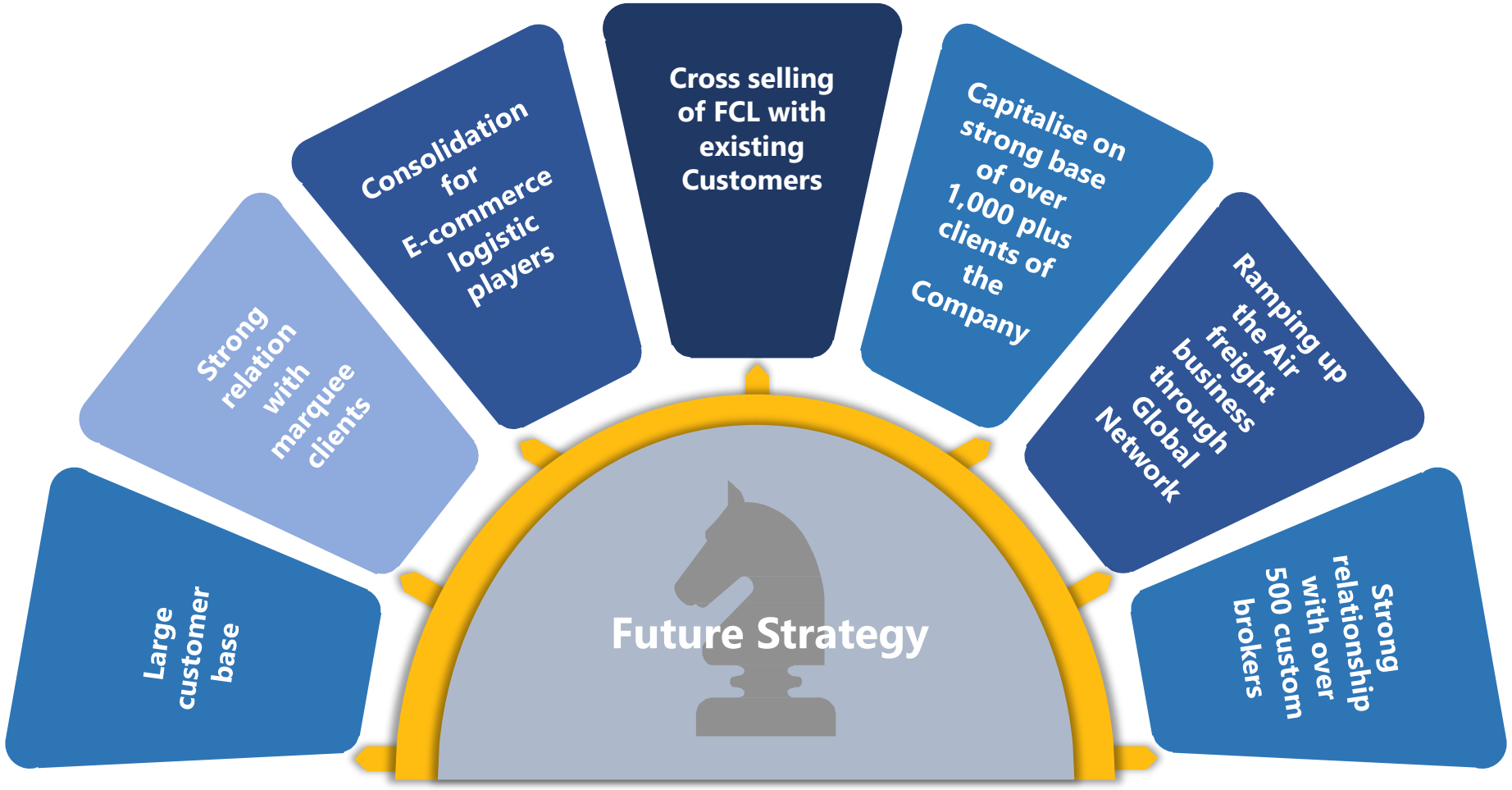
Marquee Clients

TATA MOTORS
Raymond
DHL
CADILA PHARMACEUTICALS LIMITED
GONSAI LOGISTICS PVT. LTD.
"We Value Commitments"
An ISO:9001:2008 certified company
DB SCHENKER

AGIO
ipca
A dose of life
MuPharm Laboratories
Claris
medley
INTEGRITY IN MEDICINE
Uniworld Logistics
PERFECTING SOLUTIONS
SAJJAN INDIA LIMITED

HEX
AN ISO 9001 COMPANY
ROHA
INNOVATING FOR YOU. WITH YOU.
MICRO INKS
Wings of Imagination
Agility
A New Logistics Leader
AXIS
AMAR GROUP
WE RUN WITH QUALITY
Leben
LABORATORIES PVT. LTD.

hellmann
Worldwide Logistics
WANBURY
Towards Better Healthcare
torrent
PHARMA
KUEHNE+NAGEL
CEAT
DACHSER
Intelligent Logistics
SEAWAYS
GROUP


Large customer base
Strong relation with marquee clients
Consolidation for E-commerce logistic players
Cross selling of FCL with existing Customers
Capitalise on strong base of over 1,000 plus clients of the Company
Ramping up the Air freight business through Global Network
Strong relationship with over 500 custom brokers
Future Strategy

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06

Annexure

- Standalone Income Statement

Standalone Income Statement

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Parameters (₹ in Lakhs)	Quarterly					Nine - Months			Yearly
	Q3 FY25	Q2 FY25	QoQ	Q3 FY24	YoY	9M FY25	9M FY24	YoY	FY24
Revenue	**14,510**	**16,150**	***(10.2%)***	**8,855**	***63.9%***	**42,671**	**27,266**	***56.5%***	**39,454**
Operating Expenses	12,313	14,338		7,296		37,017	22,563		32,939
Employee Expenses	1,008	1,048		956		3,042	2,856		3,737
Other Expenses	621	416		383		1,422	1,097		1,737
EBITDA	**568**	**348**	***63.3%***	**220**	***2.6x***	**1,190**	**750**	***58.7%***	**1,041**
EBITDA Margins	***3.9%***	***2.2%***	***176 bps***	***2.5%***	***143 bps***	***2.8%***	***2.7%***	***4 bps***	***2.6%***
Other Income	31	116		161		280	383		483
Depreciation	87	78		85		240	213		315
EBIT	**512**	**386**	***32.9%***	**296**	***73.2%***	**1,229**	**919**	***33.7%***	**1,210**
EBIT Margins	***3.5%***	***2.4%***	***114 bps***	***3.3%***	***19 bps***	***2.9%***	***3.4%***	***(49 bps)***	***3.1%***
Interest / Finance Cost	79	79		77		221	193		377
PBT	**434**	**307.1**	***41.2%***	**219**	***98.1%***	**1,008**	**726**	***38.8%***	**833**
Tax	105	74		57		245	285		203
PAT	**329**	**233**	***40.9%***	**162**	***2.0x***	**764**	**528**	***44.6%***	**630**
PAT Margins	***2.3%***	***1.4%***	***82 bps***	***1.8%***	***44 bps***	***1.8%***	***1.9%***	***(15 bps)***	***1.6%***

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