





TOTAL™ TRANSPORT
Keeping Promises Since 1994

abhilaya
WE MOVE THE LAST MILE

One World Logistics Pvt. Ltd.

Last mile specialists





Total Transport Systems Limited

Result Update Presentation

Q4 & FY24

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Group Structure

TOTAL TRANSPORT
Keeping Promises Since 1994

Total Transport Systems Ltd

- **CP World Logistics India Pvt Ltd (100% Subsidiary)**
- **Seedeer India Pvt. Ltd. (Joint Venture)**
- **Total Transport Systems Pvt Ltd – Nepal (64% Subsidiary)**
- **R. N. Freight Forwarders Pvt Ltd (60% subsidiary)**
- **One World Logistics Pvt Ltd. (100% Subsidiary)**

Standalone Business
- LCL Consolidation
- Freight Forwarding
- Air Freight

Standalone Business
- Custom House Agents

New Age Business

Last Mile Delivery
- Under brand **'Abhilaya'**
- Freight Forwarding
- Air Freight
- **Already ~10% of turnover**

Executive Summary

TOTAL TRANSPORT
Keeping Promises Since 1994

Overview

- Incorporated in 1994 - among reputed players in Indian Logistics Industry
- 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 - access to over 89 countries across 1,100 locations with 166 offices globally
- 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

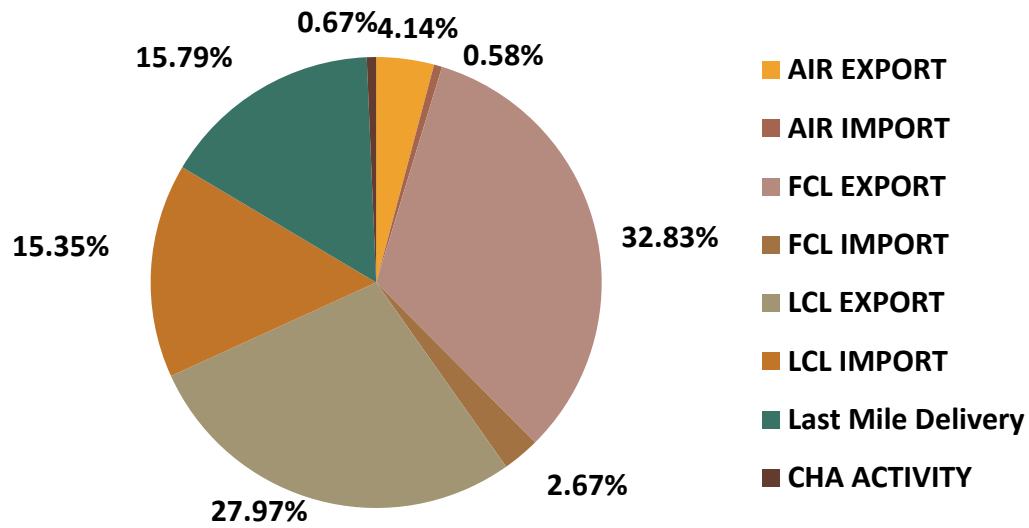
Marquee Clients

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

Business Segments

- Cargo Consolidation (LCL & FCL)
- Freight Forwarding
- Air Freight
- Last Mile Delivery
- Custom House Agents

Total Revenue (Q4 FY24)



One World Logistics Pvt Ltd

New Business Segment	▪ Started Last Mile business in the fist six months itself tied with prominent E-Commerce platforms like or Amazon ,Flipkart, FedEx & SpiceJet since October 2018 ▪ New additions to last mile delivery – 1 for Amazon, 80 ODH for Flipkart ,4 for Jio Mart, TataCliq & Snapdeal
"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

35M+ Shipments

5,000+ Trained Associates

3,000+ Vehicles

1,300+ Pin Codes

As of March 31st,2024













Consolidated Financial Performance

Managing Director's Message – Q4 & FY24

TOTAL TRANSPORT
Keeping Promises Since 1994

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

For the year ended 31st March 2024, We have registered a revenue of Rs. 488.10 crore, EBITDA and PAT of Rs. 7.15 crore and 1.26 crore respectively. During this term, revenue is declined due to significant decline in freight rate leading to lower profitability.

We are pleased to inform our stakeholders that, in line with our earlier communication dated February 08, 2024, the Board of Directors has resolved to streamline our investment process for operational efficiency. During the meeting held on May 27, 2024, the Board consented to acquire a 25% equity stake by investing USD 66,750. This acquisition will be made by purchasing shares from one of the founding shareholders once the new company is established, rather than entering into a Joint Venture (JV) Agreement to incorporate a new entity.

This strategic decision underscores our commitment to seizing opportunities within the African transportation landscape, reflecting a forward-looking and prudent business decision. By solidifying its presence in Ghana and bolstering its capacity for cargo handling, TTSL aims to enhance market presence, foster growth, and deliver sustained value to stakeholders, aligning with its strategic objectives in the African market.

I would like to thank every member of the TTSL team for their unwavering efforts, dedication, and commitment. I also extend my sincere appreciation to our esteemed stakeholders for their continuous support and trust in our company, which inspires us to strive for excellence and set higher standards.

Consolidated Income Statement – Quarterly

TOTAL TRANSPORT
Keeping Promises Since 1994

Particulars (Rs. Cr.)	Q4 FY24	Q4 FY23	Y-o-Y (%)	Q3 FY24
Revenue from Operations	148.29	113.16		114.57
Other Operating Income	0.00	0.00		0.00
Total income	**148.29**	**113.16**	**31.05%**	**114.57**
Employee Cost	10.38	9.77		11.15
Other Expenses	136.38	102.19		101.52
Total Expenditure	**146.76**	**111.96**	**31.08%**	**112.68**
EBITDA (Excluding other Income)	**1.54**	**1.19**	**28.97%**	**1.89**
EBITDA Margin %	**1.04%**	**1.05%**	**(1 bps)**	**1.65%**
Other Income	0.80	0.19		1.28
Depreciation	1.15	0.68		0.99
Finance Cost	1.82	0.65		0.81
Exceptional Item	0.00	0.00		0.00
Share of (profit)/loss from investment in associate	(0.08)	0.00		0.00
Profit Before Tax	**(0.71)**	**0.06**	**(1260.88%)**	**1.38**
Tax	(0.04)	0.95		0.58
Profit After Tax	**(0.67)**	**(0.89)**	**25.33%**	**0.80**
PAT Margin	**(0.45%)**	**(0.79%)**	**34 bps**	**0.70%**
Add: items that will not be reclassified to P&L	(0.20)	(0.60)		0.00
Minority Interest	0.00	0.01		0.01
Net Profit	**(0.87)**	**(1.50)**	**42.24%**	**0.79**
Net Profit Margin	**(0.59%)**	**(1.33%)**	**74 bps**	**0.69%**
Basic EPS Rs.	(0.39)	(0.53)	**26.42%**	0.48

Q4 FY24 vs Q4 FY23

- Increase in revenue mainly due to increase in volume
- Increase in EBITDA on account of rise in revenue, coupled with increase in Freight cost

Consolidated Income Statement – Annual

Particulars (Rs. Cr.)	FY24	FY23	Y-o-Y (%)
Revenue from Operations	488.10	590.27	
Other Operating Income	0.00	0.00	
Total income	**488.10**	**590.27**	**(17.31%)**
Employee Cost	43.52	37.30	
Other Expenses	437.43	538.36	
Total Expenditure	**480.95**	**575.65**	**(16.45%)**
EBITDA (Excluding other Income)	**7.15**	**14.62**	**(51.09%)**
EBITDA Margin %	**1.47%**	**2.48%**	**(101 bps)**
Other Income	3.77	0.43	
Depreciation	3.69	2.16	
Finance Cost	3.95	3.04	
Exceptional Item	0.00	0.00	
Share of (profit)/loss from investment in associate	(0.08)	0.00	
Profit Before Tax	**3.20**	**9.85**	**(67.46%)**
Tax	1.95	4.63	
Profit After Tax	**1.26**	**5.22**	**(75.97%)**
PAT Margin	**0.26%**	**0.88%**	**(62 bps)**
Add: Items that will not be reclassified to P&L	(0.20)	(0.60)	
Minority Interest	0.01	0.01	
Net Profit	**1.05**	**4.61**	**(77.26%)**
Net Profit Margin	**0.21%**	**0.78%**	**(57 bps)**
Basic EPS Rs.	0.78	3.47	**(77.52%)**

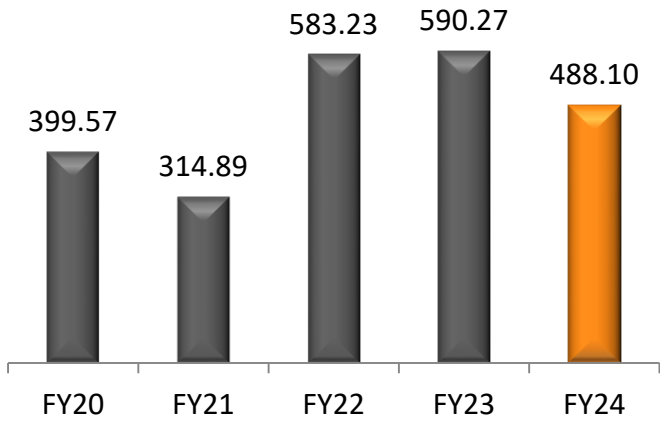
FY24 vs FY23 –

- Revenue has declined due to lower freight rates in the first half of the year
- Decrease in EBITDA is mainly due high freight rates & high operating cost

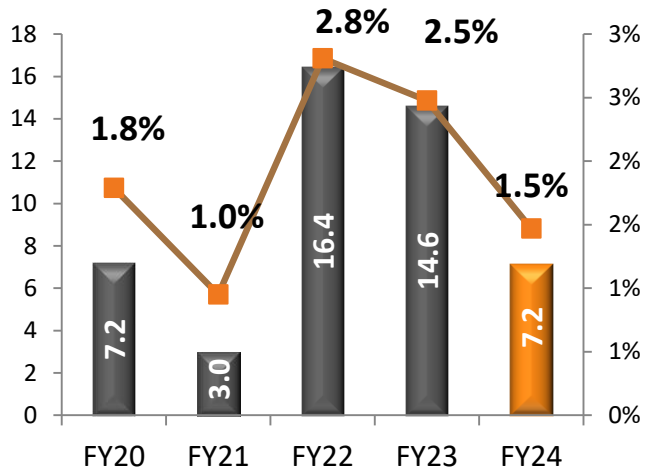
Consolidated Annual Highlights

TOTAL TRANSPORT
Keeping Promises Since 1994

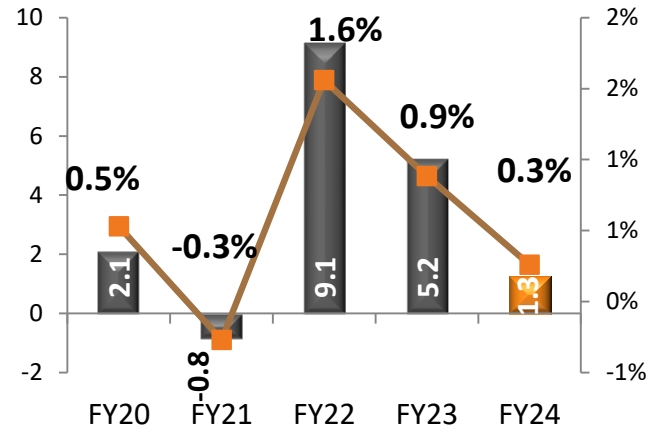
Revenue (Rs. Cr)



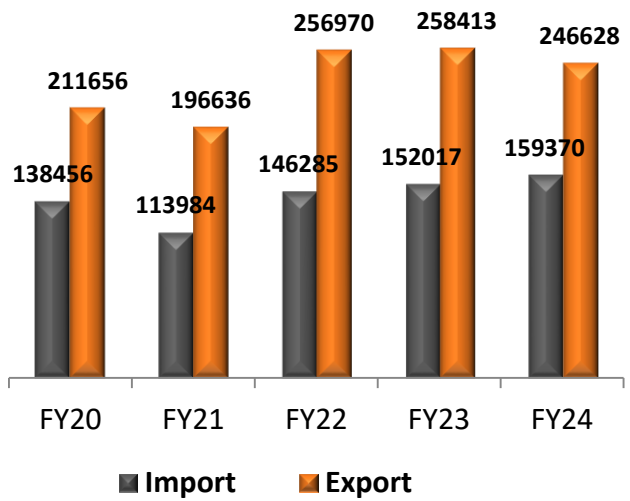
EBITDA (Rs. Cr) / Margin (%)



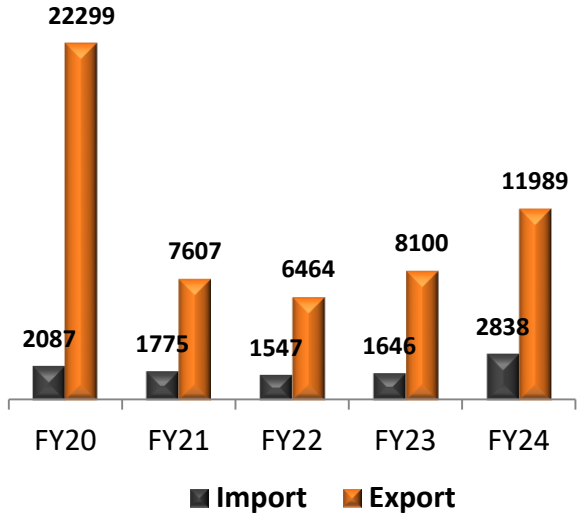
PAT (Rs. Cr) / Margin (%)



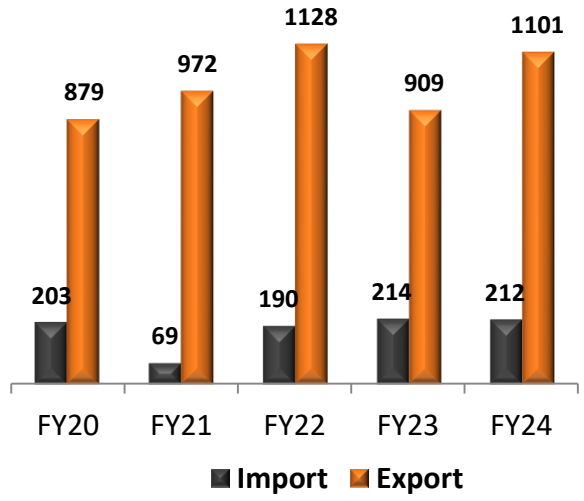
Consolidation (cbms)



Freight Forwarding (TEUs)

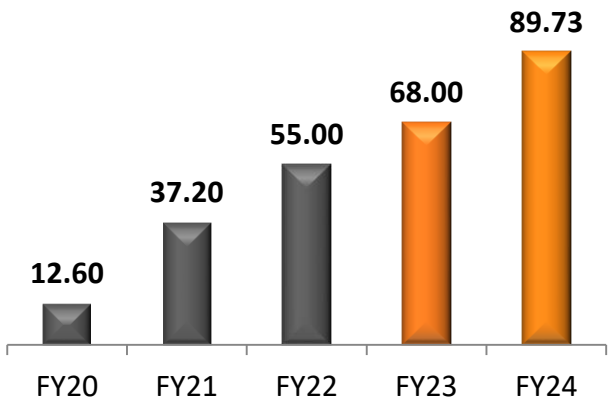


Air Freight (Tons)

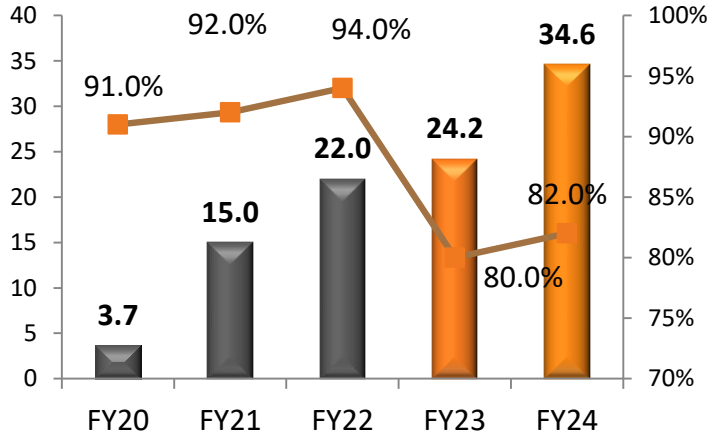


One World Logistics - Highlights

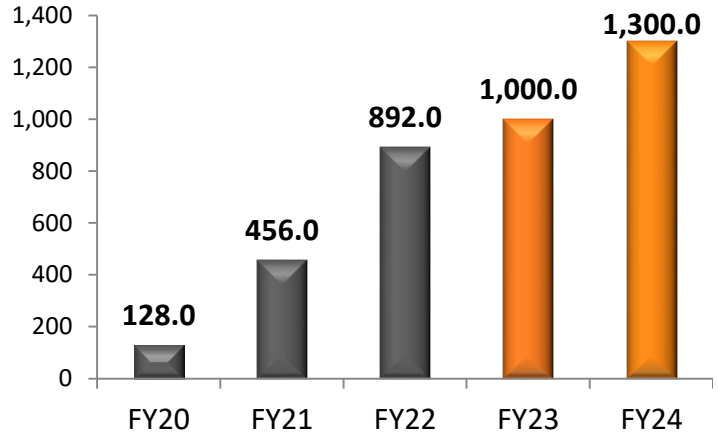
Revenue (Rs. Cr)



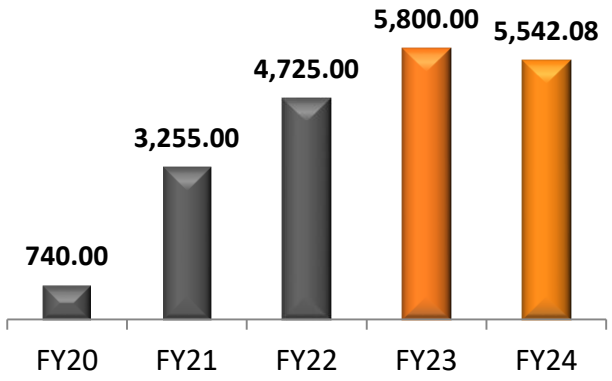
No. of Shipments (in mn) / Delivery Conversion



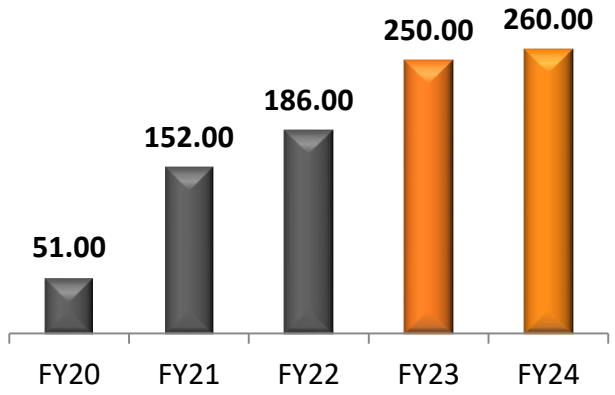
No. of Pincodes Served



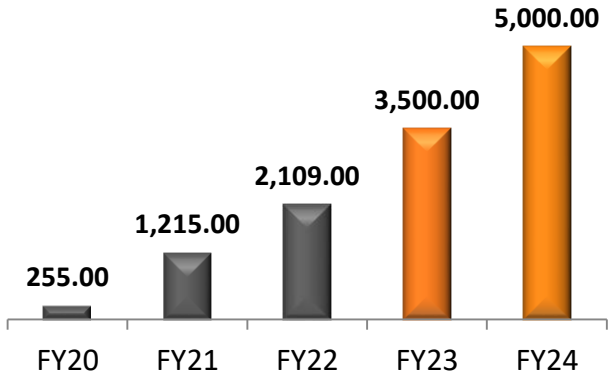
Gross Merchandise Value (Rs. Cr)



No. of Stations



No. of Associates



Consolidated Balance Sheet as on 31st Mar'24

TOTAL TRANSPORT
Keeping Promises Since 1994

Particulars (Rs. Cr)	As on 31st Mar 2024	As on 31st Mar 2023
Equity	**76.17**	**75.03**
Equity Share Capital	16.13	16.13
Other Equity	59.94	58.58
Minority Interest	0.10	0.31
Non-current liabilities	**7.95**	**5.56**
Long term borrowing	1.32	0.26
Deferred Tax Liabilities (Net)	0.00	0.00
Lease Liabilities	0.17	0.04
Provisions	6.46	5.27
Current liabilities	**73.20**	**41.70**
Short term Borrowings	32.17	16.27
Lease Liabilities	0.11	0.01
Trade Payables		
a. Micro and Small Enterprises	0.60	0.12
b. Other than Micro and small Enterprises	30.67	19.39
Other Financial Liabilities	2.90	3.12
Other Current Liabilities	5.66	2.27
Provisions	1.08	0.52
Current Tax Liabilities (Net)	0.00	0.00
Total Equities & Liabilities	**157.32**	**122.29**

Particulars (Rs. Cr)	As on 31st Mar 2024	As on 31st Mar 2023
Non-current assets	**37.35**	**18.23**
PPE	18.11	12.04
Capital WIP	3.50	0.00
Right of Use Assets	0.27	0.05
Goodwill	0.07	0.07
Other Intangible Assets	0.06	0.08
Intangible Assets under Development	1.01	0.49
Non Current Financial Assets	0.55	0.00
Non Current Investments	3.37	1.64
Deferred Tax Assets/ (Liability)	2.48	1.54
Current Tax Assets	7.84	0.00
Long term Loans & Advances	0.09	2.32
Other Non-Current Assets	0.00	0.00
Current Assets	**119.96**	**104.06**
Investments	2.76	0.98
Trade Receivables	85.68	69.47
Cash & Cash Equivalents	4.15	10.97
Bank Balance other than Cash	18.22	14.15
Loans & Advances	0.27	1.08
Others	1.86	1.70
Current Tax Assets	7.03	5.70
Total Assets	**157.32**	**122.29**



Company Overview

Key Milestones

TOTAL TRANSPORT
Keeping Promises Since 1994

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 INR 1 billion

2014
- Best Consolidator Award for over 15 years

2015
- Revenues cross INR 2 billion

2017
- Listed on NSE Emerge Exchange – IPO Oversubscribed 130x
- Forayed into Air freight business

2018 - 19
- Formed Oneworld Logistics to enter 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 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

TOTAL TRANSPORT
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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…

TOTAL TRANSPORT
Keeping Promises Since 1994

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

TOTAL TRANSPORT
Keeping Promises Since 1994

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



Business Overview

Business Verticals

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Consolidation			Freight Forwarding			Air Freight
Imports 39%	Exports 61%	4,05,998 CBMs	Imports 19%	Exports 81%	14,827 TEUs	1,313 Tons







As of March 31, 2024

Cargo Consolidation

TOTAL TRANSPORT
Keeping Promises Since 1994

- 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

TOTAL TRANSPORT
Keeping Promises Since 1994

- 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

TOTAL TRANSPORT
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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

CP WORLD

- 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

iCARGO Alliance

- 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

TTSL in association with CP / I cargo Network

TOTAL TRANSPORT
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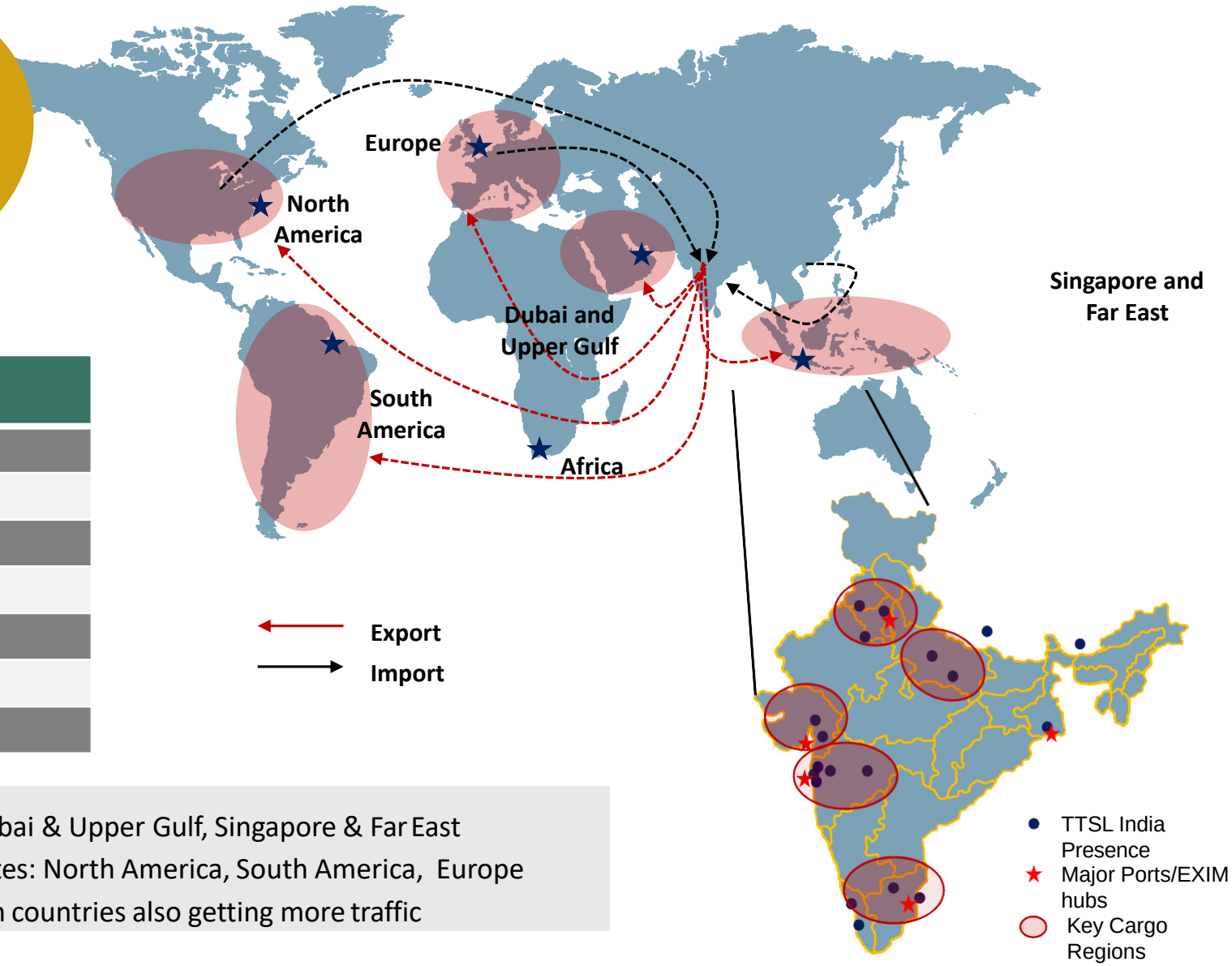
N. America, S. America routes give higher margin per TEU



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

One World Logistics Pvt Ltd- Business Model

TOTAL TRANSPORT
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DSP / EDSP

Shipments Picked from stations for final Delivery



Shipments Delivered

Shipments Delivered

Shipments Delivered







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 45 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 60 DSPs

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One World Logistics Pvt Ltd- Products offered

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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

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Future Strategy

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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

NSE TOTAL | Bloomberg TOTAL:IN | REUTERS TOTA.NS

For further information, please contact:

Company :

Total Transport Systems Limited

Mr. Bhavik Trivedi
Company Secretary
bhavik.trivedi@mum.ttspl.in

www.ttspl.in