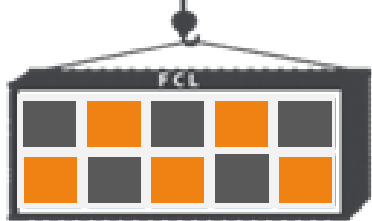


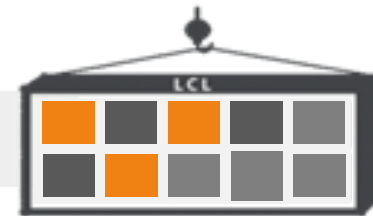
Total Transport Systems Limited

Result Update Presentation

Q2 & H1 FY21



Disclaimer



Total Transport
Systems Limited

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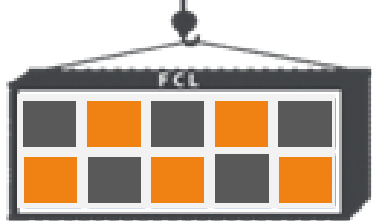
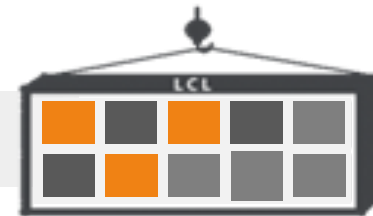
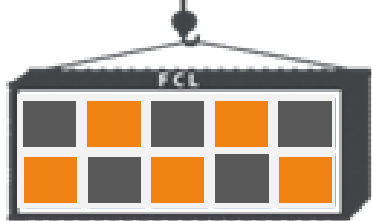


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- 01** Executive Summary
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Executive Summary



Overview

- Incorporated in 1994, Total Transport Systems Ltd. amongst one of the reputed player in Indian Logistics Industry
- Engaged in Cargo Consolidation and Deconsolidation for Less than Container Load (LCL), and Full Container Load (FCL), and Freight Forwarding for both exports and imports
- 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, whose network complements globally

Business Segments

Cargo Consolidation

Freight Forwarding

Air Freight

Last mile delivery operations

Marquee Clients

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

Consolidated Financials (FY20)

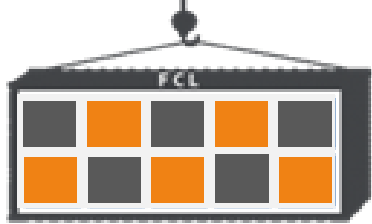
Revenue
Rs. 399.57
Crore

EBITDA
Rs. 7.16 Crore
EBITDA Margin
1.79 %

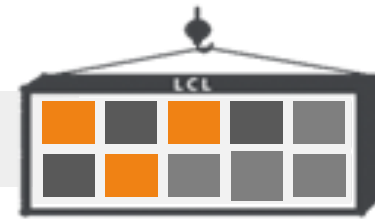
FY20 RoCE
8.70 %
FY20 RoE
7.01%



Consolidated Financial Performance



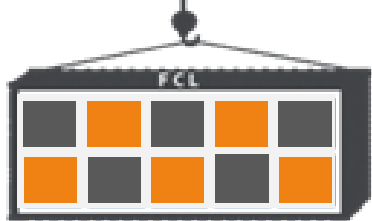
Impact of COVID – 19



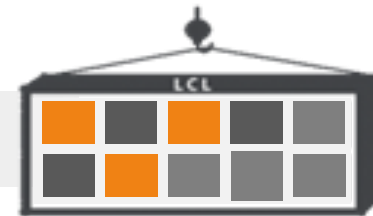
- COVID-19 pandemic posed unprecedented challenges across the world. Entire industries and businesses were impacted, and Total' has been no exception to it.
- Due to lock down and subsequent restrictions on movement, the entire logistics industry faced financial distress.
- As a result, there will be a major impact of Covid on turnover and profitability. Closure of economic activity has led to disruptions in the supply chain.

- While almost all operating sites were under lockdown mode during the national lockdown phase, the units catering to essential commodities across Fast Moving Consumer Goods were operational. Accordingly, the Company continued to service these

- Company has ensured all the safety and sanitization measures across all our service locations and are following increased protocols to ensure all involved are safe and secure.
- The Company is gradually ramping up capacities across business verticals, on a daily basis.
- The Company has robust system in place and all its locations are well networked.
- Even during the lockdown with a combination of critical staff working from respective locations and all others working from home, all reporting systems worked seamlessly without any disruption.
- Company has taken appropriate measures to ensure requisite liquidity and there is no significant concern



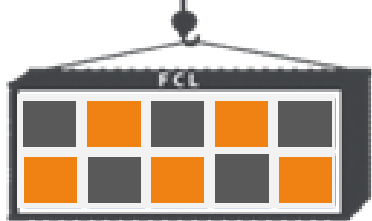
Consolidated Income Statement – Quarterly



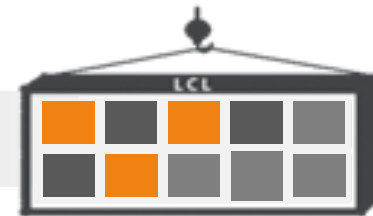
Particulars (Rs. Cr.)	Q2 FY21	Q2 FY20	Y-o-Y (%)	Q1 FY21
Revenue from operations	64.67	94.57		72.33
Other income	0.00	0.00		0.00
Total income	64.67	94.57	(31.62%)	72.33
Employee Cost	4.47	4.78		4.11
Operating expenses	56.72	86.48		72.79
Total Expenditure	61.19	91.26		76.90
EBITDA	3.48	3.31	4.95%	(4.58)
EBITDA Margin %	5.38%	3.50%	188 bps	(6.33%)
Other Income	0.03	0.02		(0.01)
Depreciation	0.19	0.31		0.25
Finance Cost	0.58	0.52		0.58
Exceptional Item	0.00	0.00		0.00
Share of (profit)/loss from investment in associate	0.00	0.00		(0.01)
Profit Before Tax	2.73	2.50		(5.43)
Tax	0.00	0.00		0.00
Profit After Tax	2.73	2.50	9.14%	(5.43)
PAT Margin	4.22%	2.64%	158 bps	(7.51%)
<u>Total Comprehensive Income</u>				
Minority Interest	0.01	0.00		(0.01)
Other Comprehensive Income	0.00	0.00		0.00
Net Profit	2.71	2.50	8.40%	(5.42)
Net Profit Margin	4.20%	2.65%	155 bps	(7.50%)
Basic EPS Rs.	1.90	1.75		(3.79)

Q2 FY21 vs Q2 FY20

- Income from Operations declined on account of reduction in handling of cargo shipments during the quarter and reduction in volumes on account of COVID-19
- EBITDA increased despite reduction in revenues is mainly on account of reduction in operational expenses at port and focusing on higher margin LCL shipments



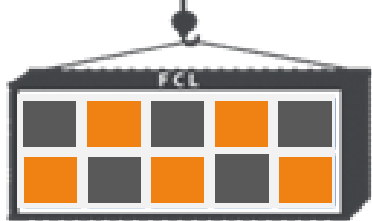
Consolidated Income Statement – Half Yearly



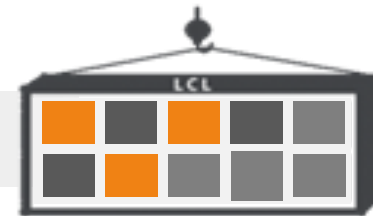
Particulars (Rs. Cr.)	H1 FY21	H1 FY20	Y-o-Y (%)
Revenue from operations	136.99	158.41	
Other income	0.00	0.00	
Total income	136.99	158.41	(13.52%)
Employee Cost	8.58	10.17	
Operating expenses	129.51	142.07	
Total Expenditure	138.09	152.24	
EBITDA	(1.10)	6.17	(117.85%)
EBITDA Margin %	(0.80%)	3.90%	
Other Income	0.01	0.03	
Depreciation	0.44	0.60	
Finance Cost	1.17	0.96	
Exceptional Item	0.00	0.00	
Share of (profit)/loss from investment in associate	(0.01)	0.00	
Profit Before Tax	(2.70)	4.63	
Tax	0.13	1.63	
Profit After Tax	(2.83)	3.00	(194.51%)
PAT Margin	(2.07%)	1.89%	
<u>Total Comprehensive Income</u>			
Minority Interest	0.00	0.02	
Other Comprehensive Income	0.00	0.00	
Net Profit	(2.84)	2.98	(195.12%)
Net Profit Margin	(2.07%)	1.88%	
Basic EPS Rs.	(1.98)	2.08	

H2 FY20 vs H2 FY19 -

- Special FCL export shipment not handled during the first half and COVID -19 impact in the first quarter led to decline in revenues from operation
- Certain fixed costs that were incurred despite lower volumes in the first quarter on account of COVID-19 resulted in decline in EBITDA

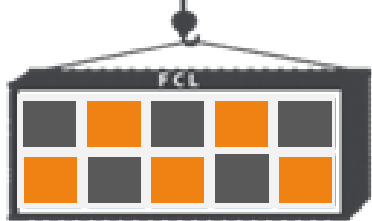


Consolidated Balance Sheet as on 30th Sept'20

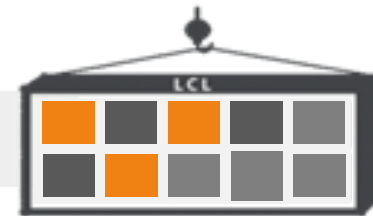


Particulars (Rs. Cr)	As on 30 th Sept'20	As on 31st March 2020
Equity	44.42	47.21
Equity Share Capital	14.31	14.31
Other Equity	30.00	32.80
Minority Interest	0.11	0.11
Non-current liabilities	3.63	3.71
long term borrowing	0.23	0.34
Deferred tax liabilities	0.00	0.00
Other non current Liabilities	0.00	0.00
Provisions	3.40	3.37
Current liabilities	49.11	82.22
Short term Borrowings	22.17	21.53
<u>Trade Payables</u>	0.00	0.00
a. Micro and Small Enterprises	0.05	0.07
b. Other than Micro and small Enterprises	15.16	49.82
Other Financial Liabilities	0.00	0.00
Other Current Liabilities	2.90	4.61
Provisions	8.82	6.19
Current Tax Liabilities (Net)	0.00	0.00
Total Equities & Liabilities	97.16	133.14

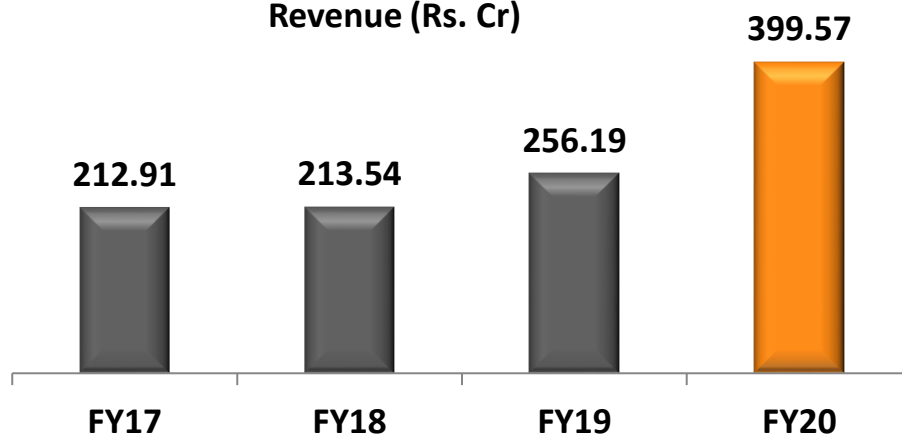
Particulars (Rs. Cr)	As on 30 th Sept'20	As on 31st March 2020
Non-current assets	11.33	12.03
PPE	7.84	8.25
Intangible Assets	0.13	0.13
Investments in subsidiaries and associates	0.10	0.11
Non Current Investments	0.06	0.06
Deferred Tax Assets/ (Liability)	0.75	0.88
Long term Loans & Advances	1.68	1.83
Other Non-Current Assets	0.77	0.77
Current Assets	85.79	121.11
Trade Receivables	74.62	112.95
Cash & Cash Equivalents	1.38	0.38
Bank Balance other than Cash	0.37	0.27
Loans & Advances	0.55	0.50
Other Non Current Assets	8.87	7.01
Total Assets	97.12	133.14



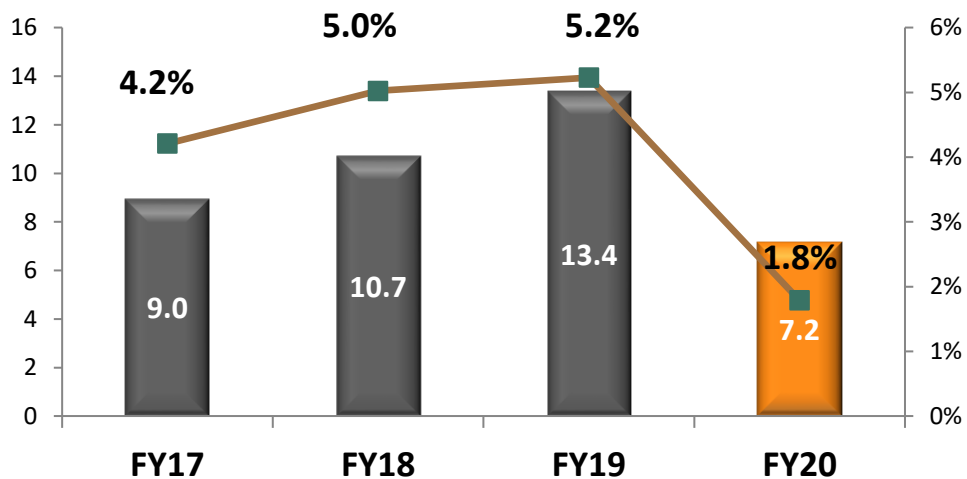
Consolidated Annual Financial Highlights



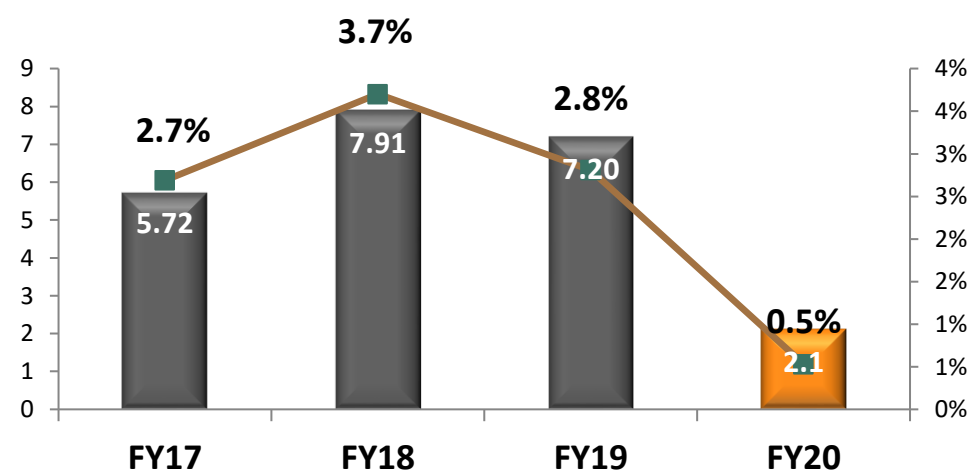
Revenue (Rs. Cr)

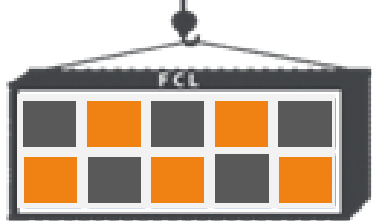


EBITDA (Rs. Cr) / Margin (%)

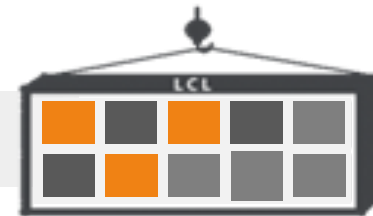


PAT (Rs. Cr) / Margin (%)





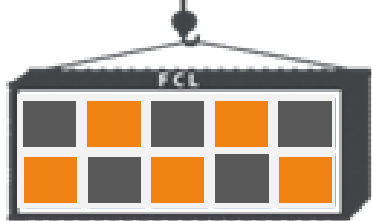
Consolidated Income Statement Annual



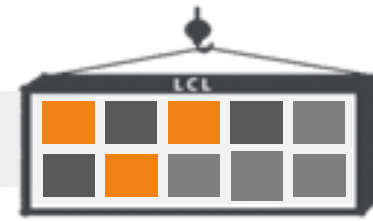
Particulars (Rs. Cr.)	FY20	FY19	Y-o-Y (%)
Revenue from operations	399.57	256.19	
Other income	0.00	0.00	
Total income	399.57	256.19	55.96%
Employee Cost	22.16	20.46	
Operating expenses	370.25	222.34	
Total Expenditure	392.41	242.80	
EBITDA	7.16	13.40	(46.53%)
EBITDA Margin %	1.79%	5.23%	(344 bps)
Other Income	0.04	0.11	
Depreciation	1.21	1.22	
Finance Cost	2.14	1.68	
Exceptional Item	0.00	0.00	
Share of (profit)/loss from investment in associate	(0.08)	0.00	
Profit Before Tax	3.78	10.60	(64.37%)
Tax	1.66	3.39	
Profit After Tax	2.11	7.20	(70.64%)
PAT Margin	0.53%	2.81%	(228 bps)
<u>Total Comprehensive Income</u>			
Minority Interest	0.02	0.02	
Other Comprehensive Income	(0.44)	0.41	
Net Profit	1.65	7.59	(78.21%)
Net Profit Margin	0.41%	2.96%	(255 bps)
EPS	3.33	8.42	(60.49%)

FY20 vs FY19-

- Income from Operations increased as Company undertook special FCL movement assignment resulting in higher billing and higher volume
- PAT decrease due to combination of effect of Covid 19 in Q4, increase in number of employees due to new business segment of Last Mile Delivery and increase in CC limit leading to higher finance costs

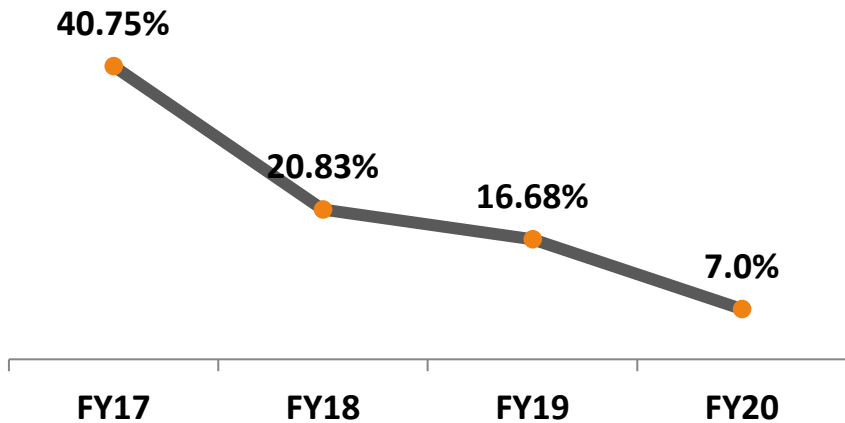


Key Ratios

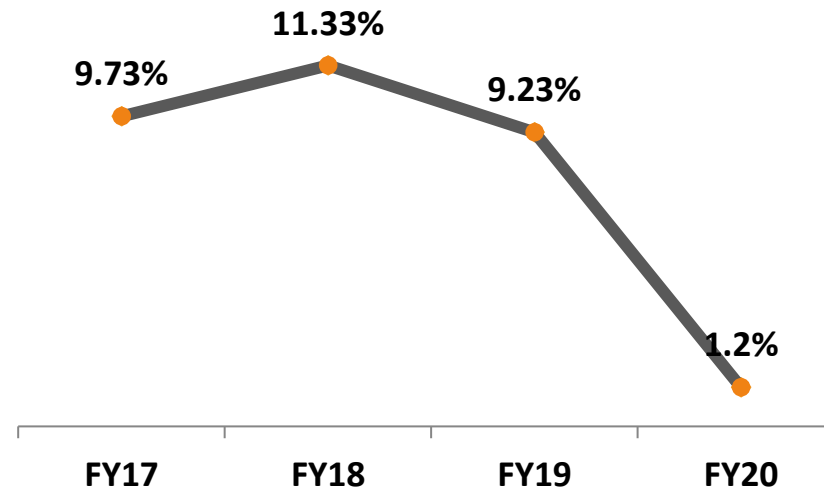


Total Transport Systems Limited

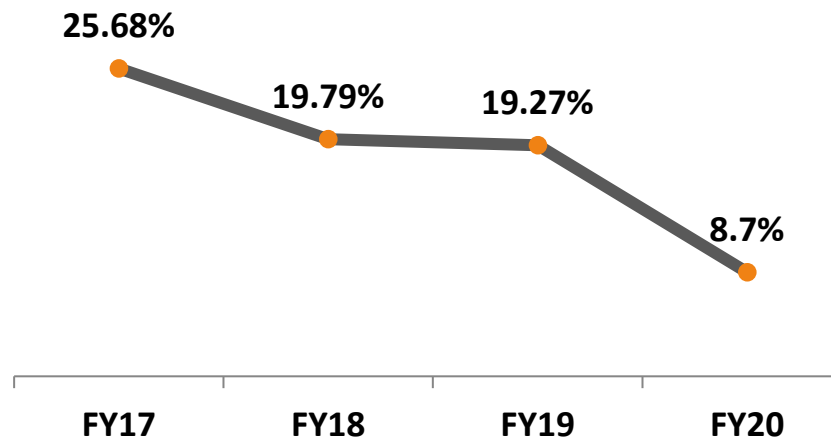
RoE(%)

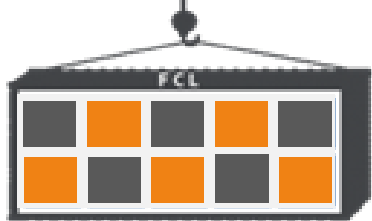


RoA(%)



RoCE(%)



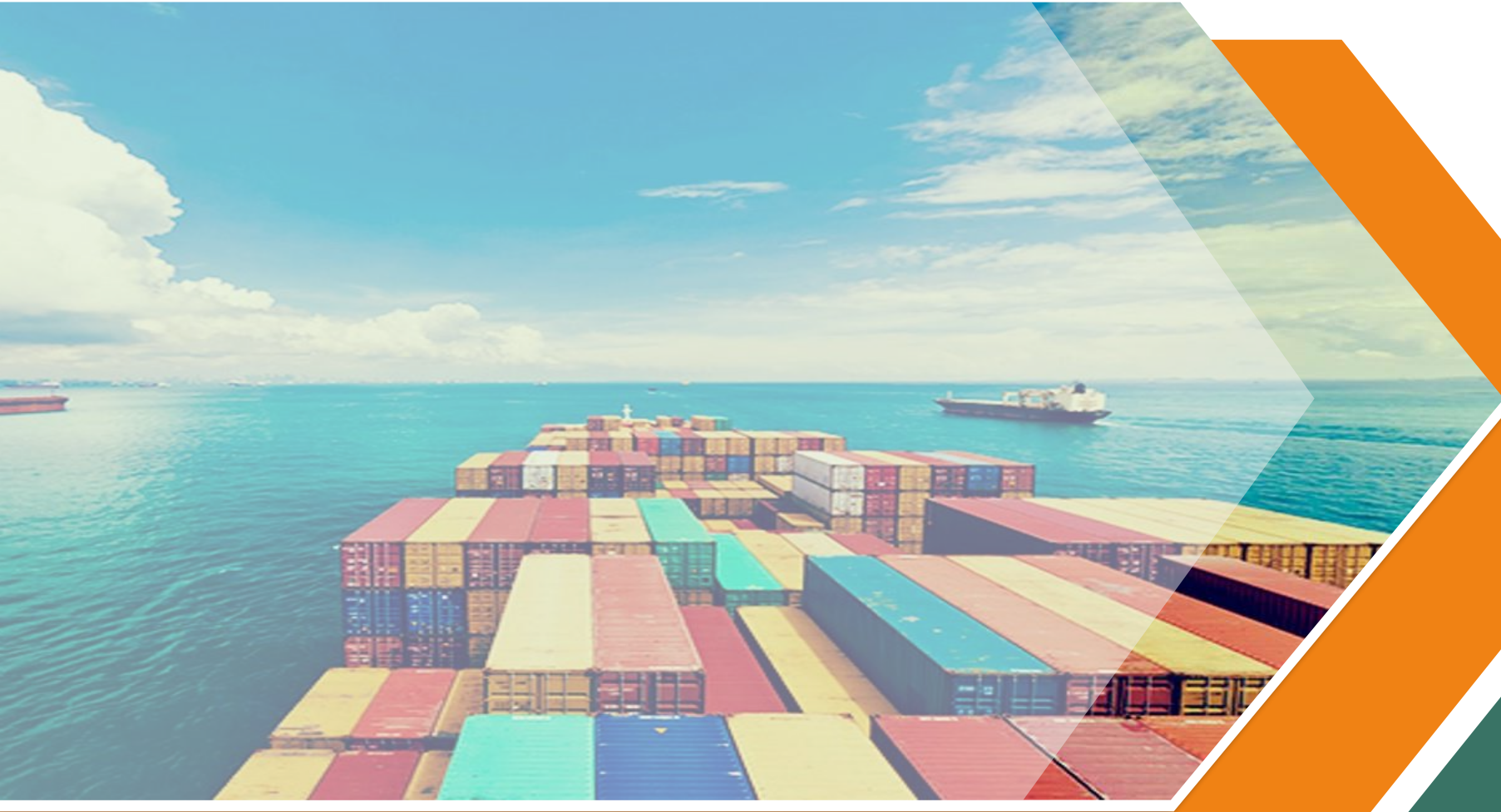


Consolidated Balance Sheet

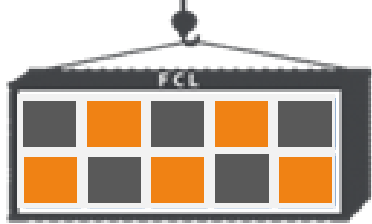


Particulars (Rs. Cr)	As on 31st March 2019	As on 31st March 2020
Equity	45.54	47.21
Equity Share Capital	14.31	14.31
Other Equity	31.14	32.80
Minority Interest	0.09	0.11
Non-current liabilities	3.36	3.71
long term borrowing	0.71	0.34
Deferred tax liabilities	0.00	0.00
Other non current Liabilities	0.00	0.00
Provisions	2.66	3.37
Current liabilities	33.40	82.22
Short term Borrowings	17.55	21.53
<u>Trade Payables</u>	0.00	0.00
a. Micro and Small Enterprises	0.12	0.07
b. Other than Micro and small Enterprises	14.18	49.82
Other Financial Liabilities	0.00	0.00
Other Current Liabilities	1.43	4.61
Provisions	0.12	6.19
Current Tax Liabilities (Net)	0.00	0.00
Total Equities & Liabilities	82.30	133.14

Particulars (Rs. Cr)	As on 31st March 2019	As on 31st March 2020
Non-current assets	12.57	12.03
PPE	9.32	8.25
Intangible Assets	0.13	0.13
Investments in subsidiaries and associates	0.04	0.11
Non Current Investments	0.04	0.06
Deferred Tax Assets/ (Liability)	0.78	0.88
Long term Loans & Advances	0.74	1.83
Other Non-Current Assets	1.51	0.77
Current Assets	69.73	121.11
Trade Receivables	62.98	112.95
Cash & Cash Equivalents	2.84	0.38
Bank Balance other than Cash	0.09	0.27
Loans & Advances	0.85	0.50
Other Non Current Assets	2.96	7.01
Total Assets	82.30	133.14

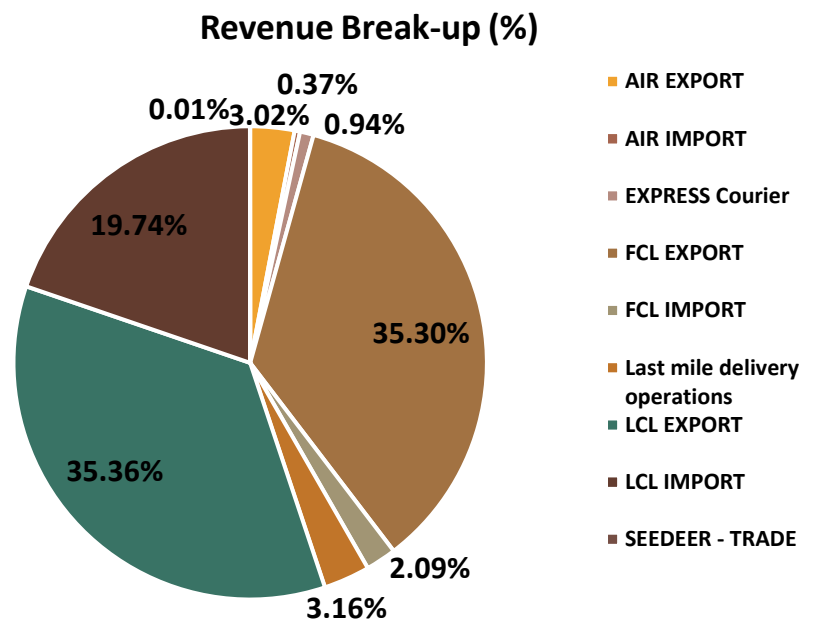
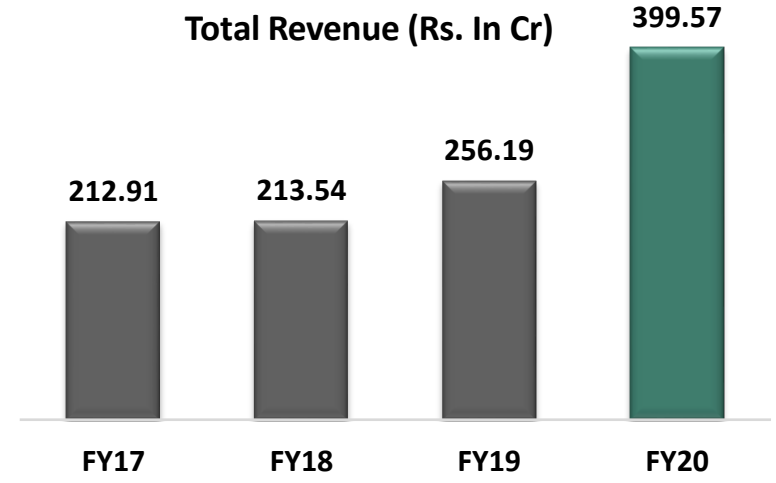


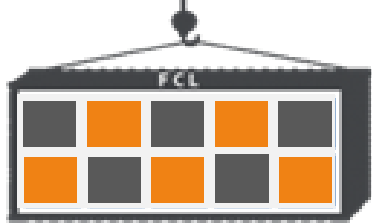
Company Overview



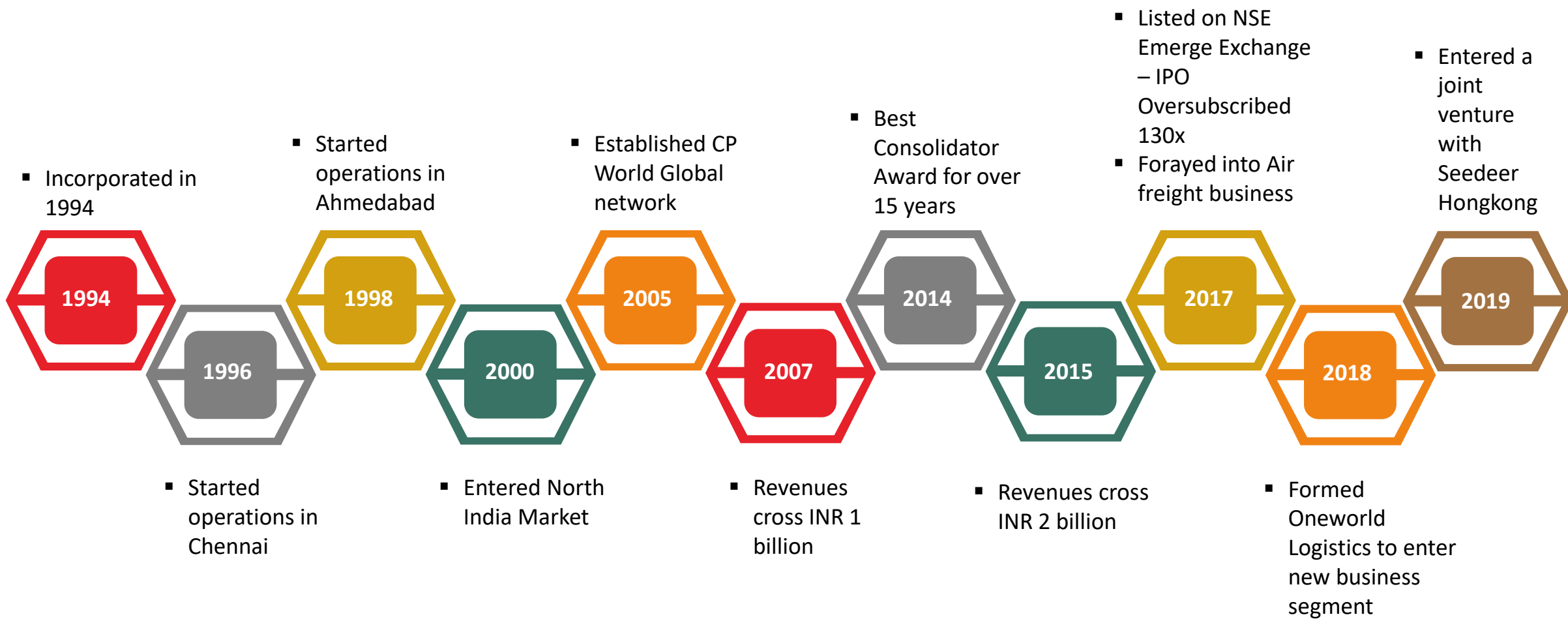
About Us

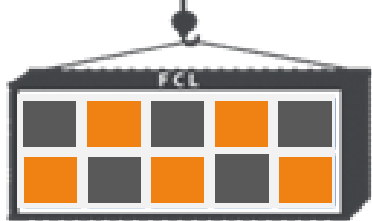
- Offers end to end logistics with focus on cargo consolidation for less than and full container loads, freight forwarding and air freight from India to worldwide destinations
- Sizeable market share in India's LCL segment and has regular business relationships with various marquee clients
- Employs over 400 approx. employees (including contractual) in India, which includes highly experienced key managers and staffs, catering to timely deliveries to any destination
- Pan-India network of 13 offices covering all major ports and cargo hubs and has reciprocal international network with an exclusive membership of CP World Global Network and iCargo alliance with access to over 89 countries across 1,100 locations with 166 offices globally
- Has Multi-Modal Transport operator's license as well as Federal maritime commission license for servicing various needs of customer requirements
- 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



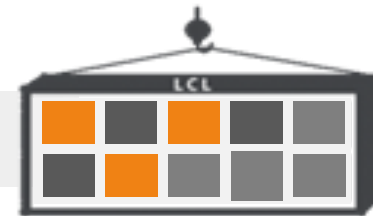


Key Milestones





Board of Directors



Total Transport
Systems Limited



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

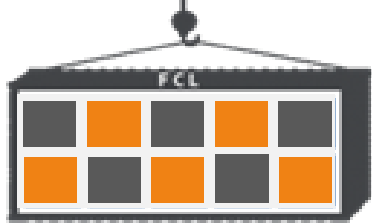
Sanjiv A. Potnis – Promoter and Director

- ❑ 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



Total Transport Systems- Key Differentiators



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

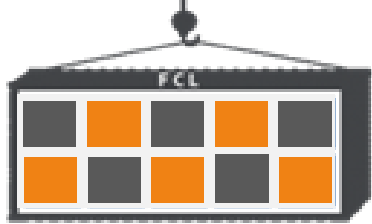
- Freight consolidation services for shipments are cost effective way to transport low volume cargo
- By grouping shipments with others to fill standard container, Company avoids cost of shipping an entire container on a single customer.

Full responsibility of Shipment & Flexible Pricing

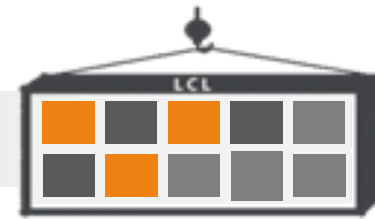
- Takes full responsibility to ship product from point of receipt to point of destination
- Flexible pricing - Pricing is based on nature of goods, location and type of services and facility given to customers.

Strategic Domestic Footprint

- Present in all major locations including Key hubs, ports

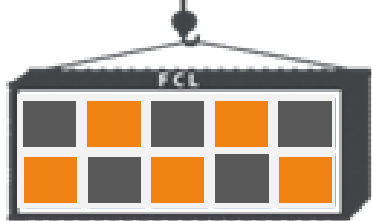


Marquee Clients



Total Transport Systems Limited





Awards and Recognitions

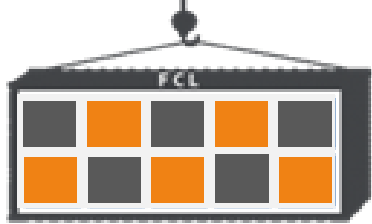


Total Transport
Systems Limited

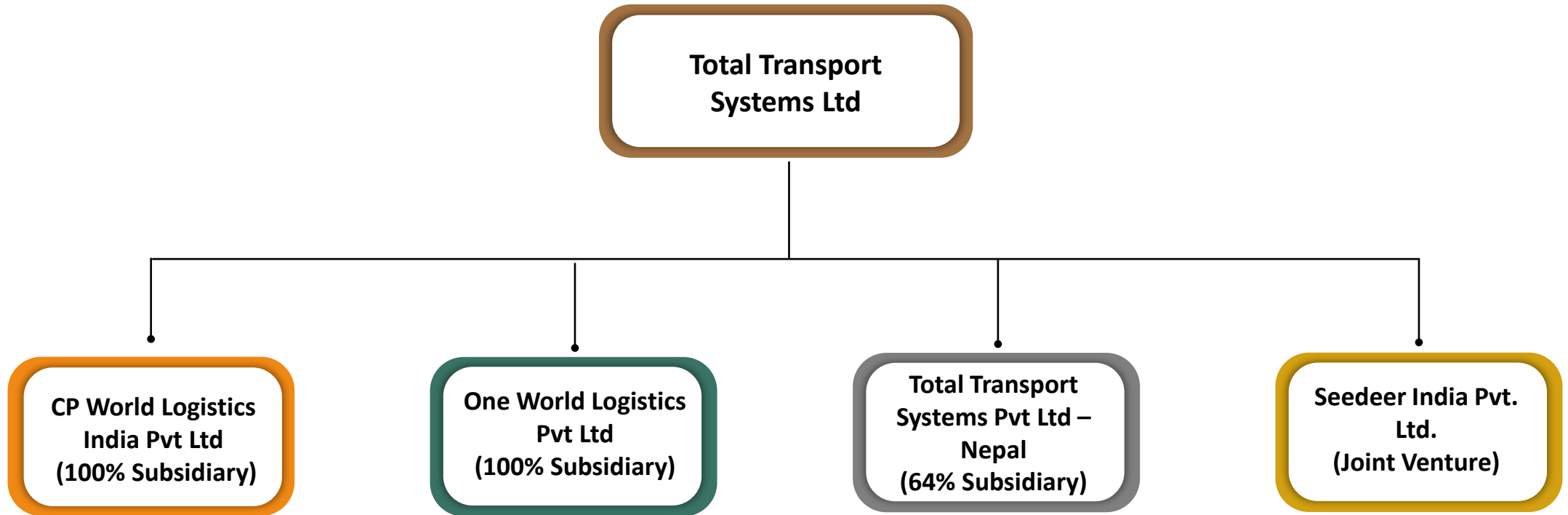
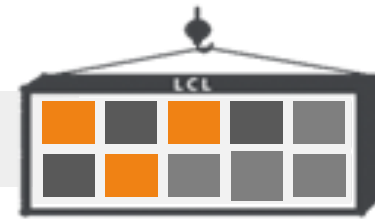
Year	Award	Achievements
2018	India Mari-Time Awards	LCL Consolidator
2017	India Mari-Time Awards	LCL Consolidator
2016	Logistics Asia awards	LCL Consolidator
2016	South East Cargo and Logistics Award	LCL Consolidator Export Finalist
2016	South East Cargo and Logistics Award	LCL Consolidator Import Finalist
2015-16	Concor Awards	Best Consolidator LCL Import 2 nd position
2015-16	Concor Awards	Best Consolidator LCL Exports 1 st position
2015	South East Cargo and Logistics Award	Best LCL Consolidator 1 st position
2015	Gujarat Star Awards (Daily Shipping Times)	Best LCL Consolidator of year (Gujarat)
2014-15	Concor Awards (Exim)	Best Consolidator LCL Exports 1 st position
2014-15	Concor Awards (Exim)	Direct LCL Console 1 st position
2014	Gujarat Star Awards (Daily Shipping Times)	Best LCL Consolidator of year(Gujarat)
2013-14	Concor Awards (Daily Shipping Times)	Direct LCL Console 3 rd position
2013-14	Concor Awards (Daily Shipping Times)	Best Consolidator LCL Import 2 nd position
2013-14	Concor Awards (Daily Shipping Times)	Best Consolidator LCL Exports 1 st position
2012-13	Concor Awards (Exim)	Best Consolidator LCL Imports 1 st position
2012-13	Concor Awards (Exim)	Best Consolidator LCL Exports 1 st position
2012	South East Cargo and Logistics Award	Best LCL Consolidator 1 st position
2012	Gujarat Star Awards (Daily Shipping Times)	Best LCL Consolidator of Year (Gujarat)
2011-12	Concor Awards (Daily Shipping Times)	Best LCL Consolidator 1 st position
2010-11	Concor Awards (Daily Shipping Times)	Best LCL Consolidator 1 st position
2009-10	Concor India- South Region Award	LCL Consolidator 2 nd Position
2009-10	Concor Awards (EXIM)	Best LCL Consolidator 1 st position

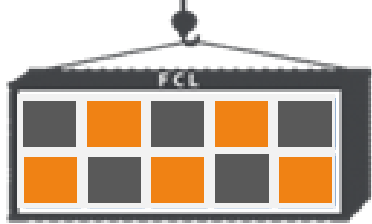


Business Overview

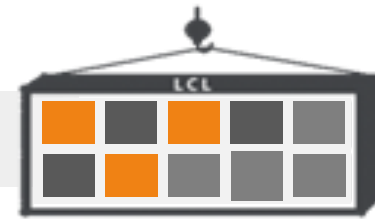


Group Structure





Business Verticals



Consolidation

Freight Forwarding

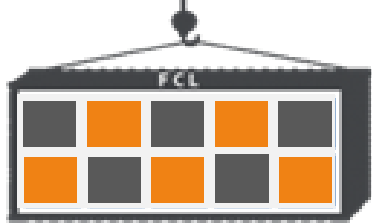
Air Freight

Imports 39.55%	Exports 60.45%	350112 TEUs
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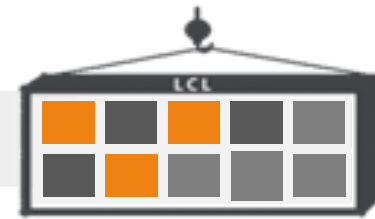
Import 14.77%	Exports 85.23%	20377 TEUs
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1082 Tons

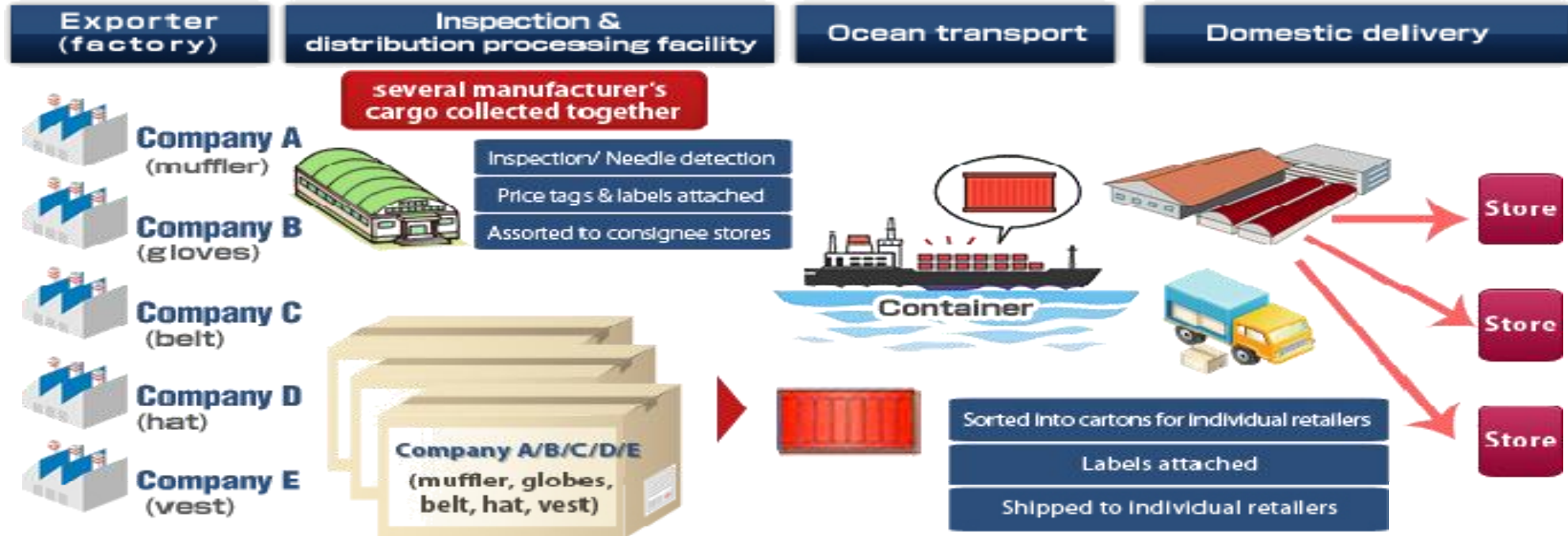


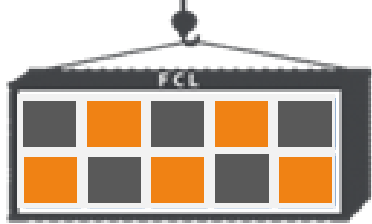


Consolidation

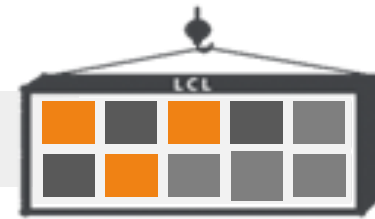


- Cargo Consolidation for less than container loads (LCL) is one of core business activities of Company since inception, and garners good market share in India
- Consolidates shipments for more than 1,100 destinations worldwide through its network across 89 countries
- Tie-ups with leading shipping lines like CMA–CGM, Maersk, MSC, ONE, Hapag Lloyd, Hyundai & Cosco
- Strong geographies are CIS countries, Africa & Afghanistan



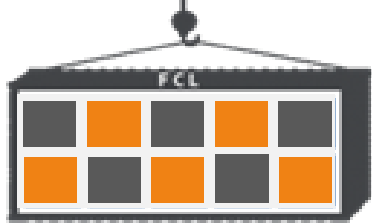


Freight Forwarding

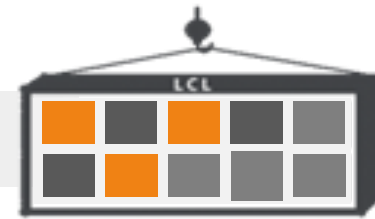


- Leveraging its LCL leadership to achieve significant presence in Full Container Load (FCL) business as well
- Coordinates with various Shipping Lines, CFS agents and Vendors to provide effective and efficient logistic solutions to its end customers
- Strong buying capacity and controlled business enables them to obtain better rates from carriers
- Good knowledge and experience of moving cargos in inland Africa



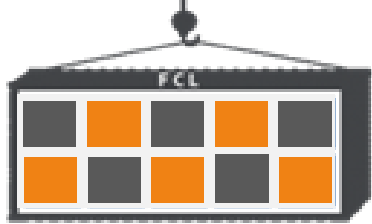


Air Freight

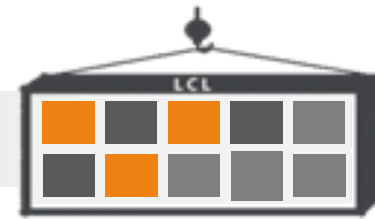


- TTSL is an international air freight forwarding company providing professional and reliable international air freight import and export services across the globe.
- It has centralized pricing and co-ordination desk in Mumbai for pan India operations.
- It has strong partners worldwide to provide the 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



Greater trust, reliability & exclusivity

Global reach through one-to-one relationships

Contender for top position

- 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)

- 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

- 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



- 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



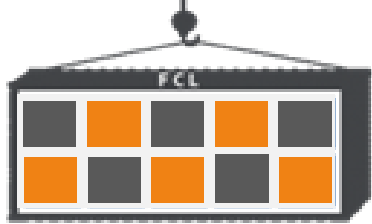
- Registered in Hong Kong
- Promoted by CP World Group and Eurasia Group
- Exclusive cargo alliance across 89 countries with 166 offices



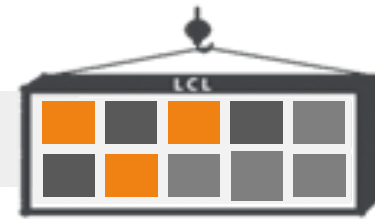
Mr. Makarand Pradhan
Group Chairman
CP World



Mr. Ken Chiang
Group CEO
CP World

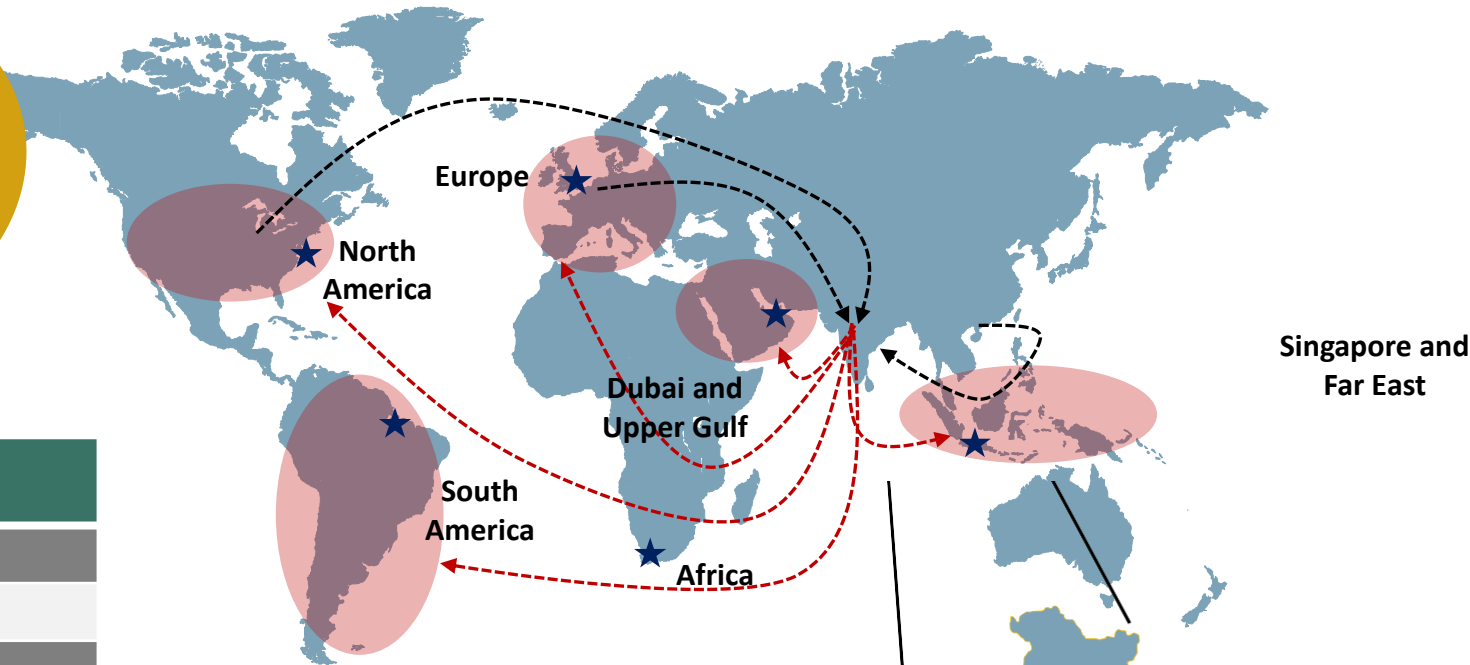


TTS in association with CP / I cargo Network



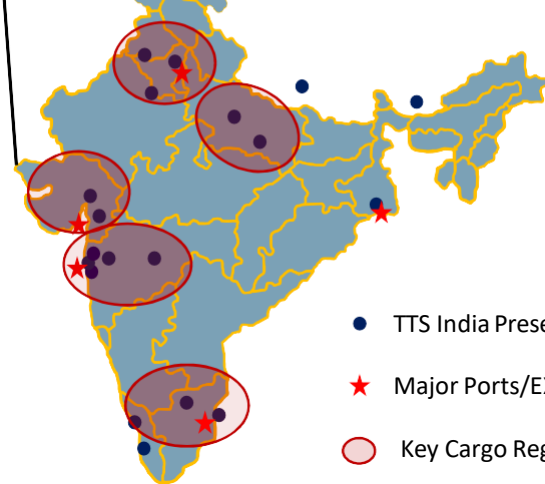
N. America, S. America routes give higher margin per TEU

CP World Contribution	
Asia	36%
Oceania	8%
Europe	20%
Africa	2%
America	12%
South America	10%
Middle East	12%

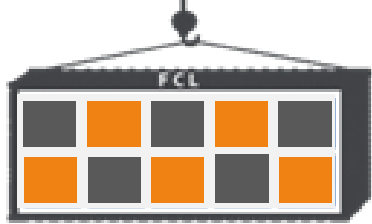


← Export
→ Import

- 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



● TTS India Presence
★ Major Ports/EXIM hubs
○ Key Cargo Regions



One World Logistics Pvt Ltd



New Business Segment entered

- Started Last Mile business in the first six months itself tied with prominent E-Commerce platforms like Amazon, Flipkart, FedEx & SpiceJet since October 2018

“Abhilaya”

- Operated under the 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

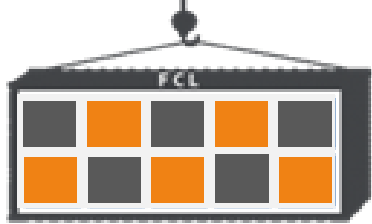
8m+ Shipments

1000+ Trained Delivery Agents

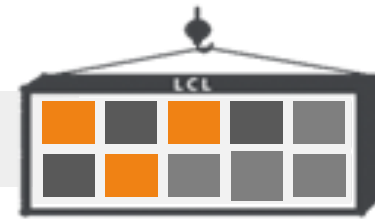
800+ Vehicles

400+ Pin Codes





One World Logistics Pvt Ltd- Products offered



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

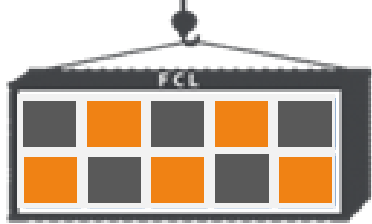
Scope : Creating awareness with local marketing and catalogue promotions at taluka level for online companies



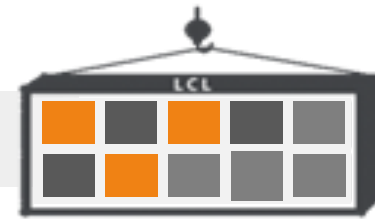
B 2 B Distribution

Scope : Deliveries within same GST state - LTL , FTL





One World Logistics Pvt Ltd- Business Model



Shipments Picked from stations for final Delivery

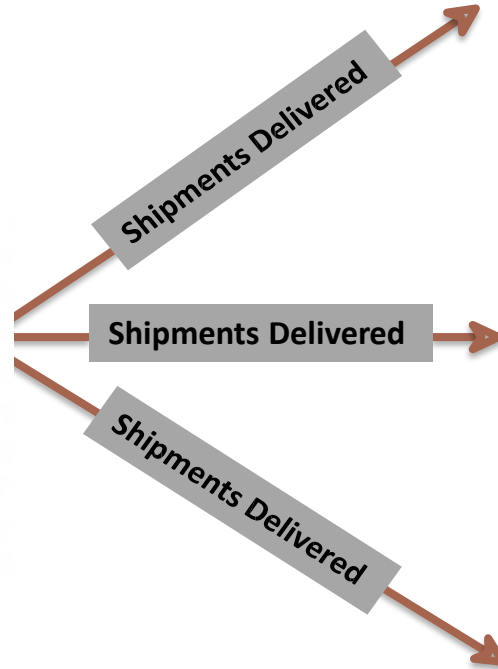
DSP / EDSP

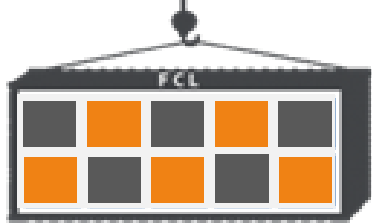
Station (SP):

SP's are the station owned by company at place where shipments from ecommerce players are received for last mile delivery. Currently we operate through 70 SPs.

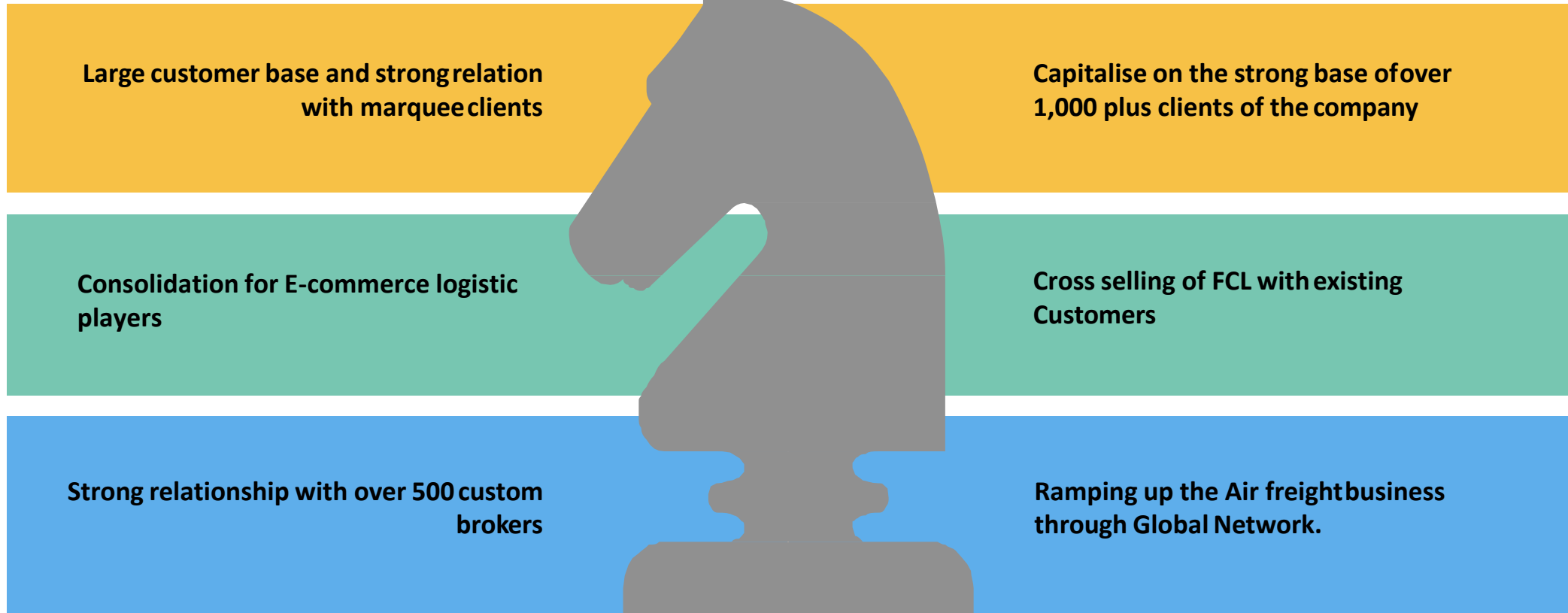
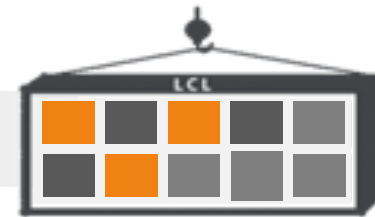
Station Less Station Partners (SLSP):

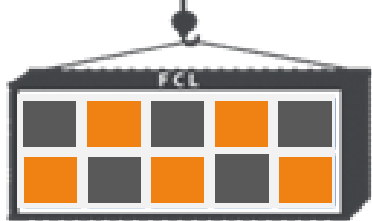
These are stations owned as Captive arms by E-commerce players and company picks the shipments from there warehouses for final deliveries. Currently we operate through 100 SLSPs.



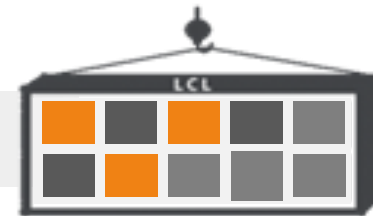


Future Strategy





Thank You



For further information, please contact:

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