

TOTAL TRANSPORT SYSTEMS LIMITED

Q1 FY27

INVESTOR PRESENTATION

NSE: TOTAL



OCEAN FREIGHT
LCL & FCL SERVICES



INLAND TRANSPORT
& PROJECT LOGISTICS



CONTRACT LOGISTICS
& WAREHOUSING



CUSTOMS CLEARANCE
& FREIGHT FORWARDING



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Managing Director Message

“We have started FY27 on a strong note, driven by healthy business momentum and disciplined execution. On a YoY basis, Revenue from Operations increased 31.3% to ₹193.6 crore, while EBITDA grew 48.3% to ₹6.5 crore and Profit After Tax rose 40.5% to ₹4.1 crore. The improvement in profitability reflects our continued focus on operational efficiency, cost discipline, and delivering reliable logistics solutions to our customers. Our diversified service portfolio and long-standing customer relationships continue to strengthen our business and support sustainable growth.

The Indian logistics sector continues to benefit from expanding trade, supply chain diversification, and ongoing infrastructure investments, although geopolitical developments have resulted in periodic disruptions across global shipping routes. We remain confident in the long-term opportunities for the sector and believe our asset-light business model, global network, and customer-centric approach position us well to capture this growth. Going forward, our priority will be to strengthen service capabilities, leverage technology, improve productivity, and deliver consistent value for our customers and shareholders through sustainable and profitable growth.”



Trust
At the Core



Sustainable
Growth



Enduring
Relationships



Operational
Excellence



Mr. Makarand Pradhan

Promoter & MD

1

Q1 FY27 Financials

- ❖ Q1 FY27 Financial Performance
- ❖ Segment Performance
- ❖ Volume Overview



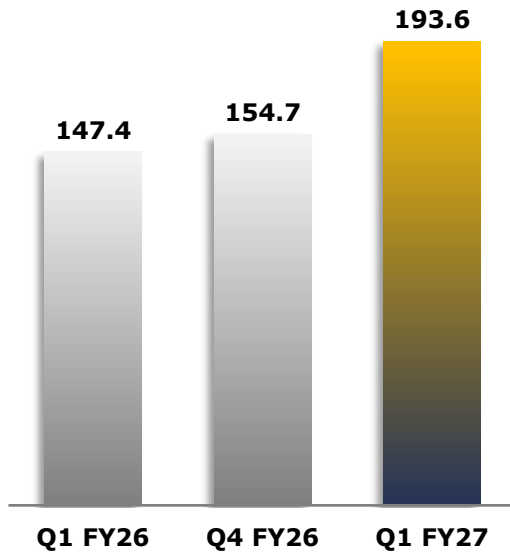


Q1 FY27 Consolidated Financial Performance

₹ in Cr

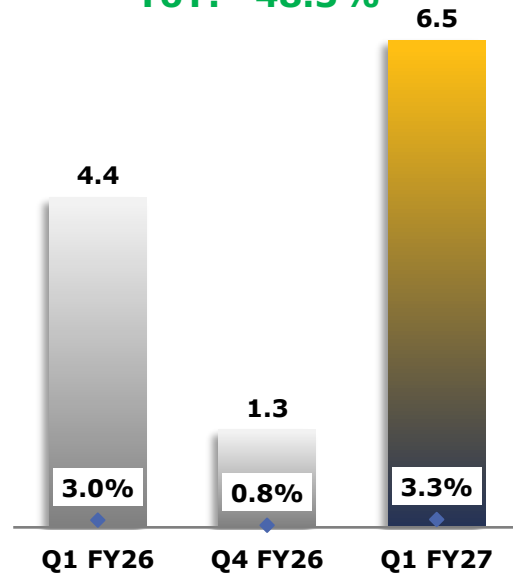
Revenue

QoQ: 25.1%
YoY: 31.3%



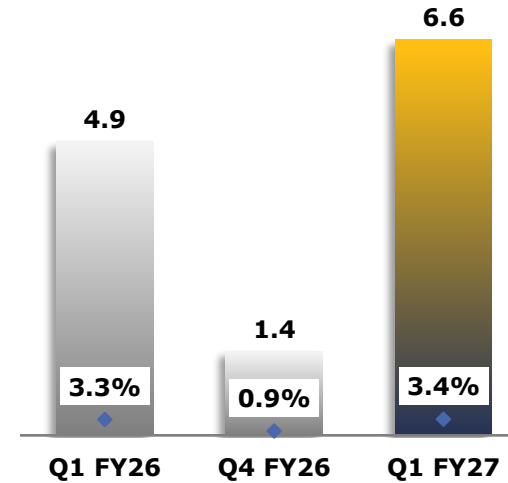
EBITDA

QoQ: 5.1x
YoY: 48.3%



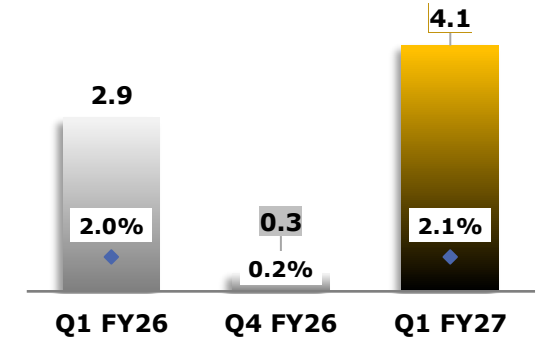
EBIT

QoQ: 4.6x
YoY: 34.0%



PAT

QoQ: 14.4x
YoY: 40.5%

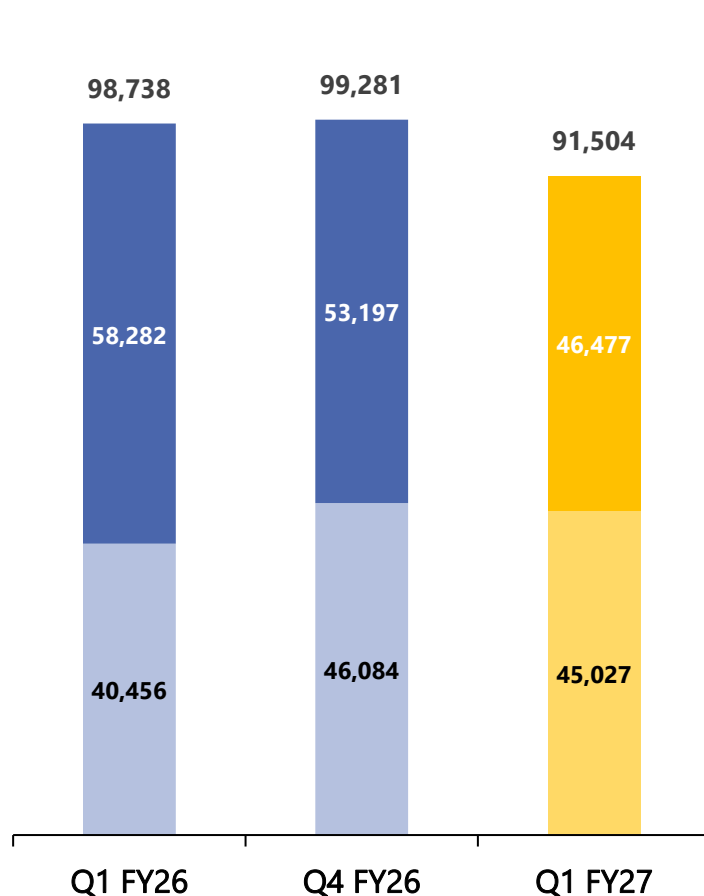




Q1 FY27 Business Volume Overview

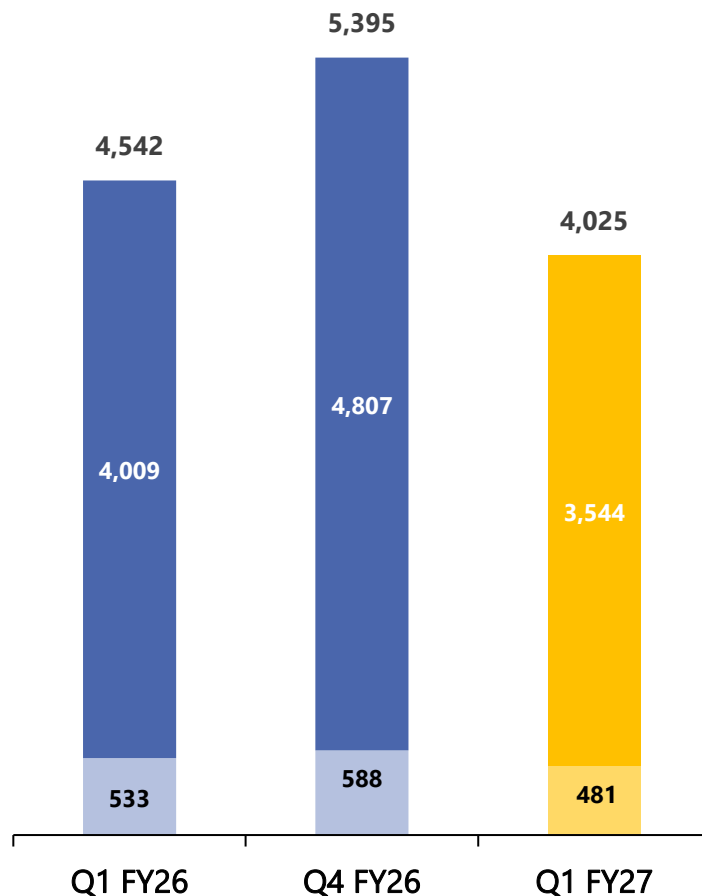
LCL Consolidation (CBMs)

■ Import ■ Export Total



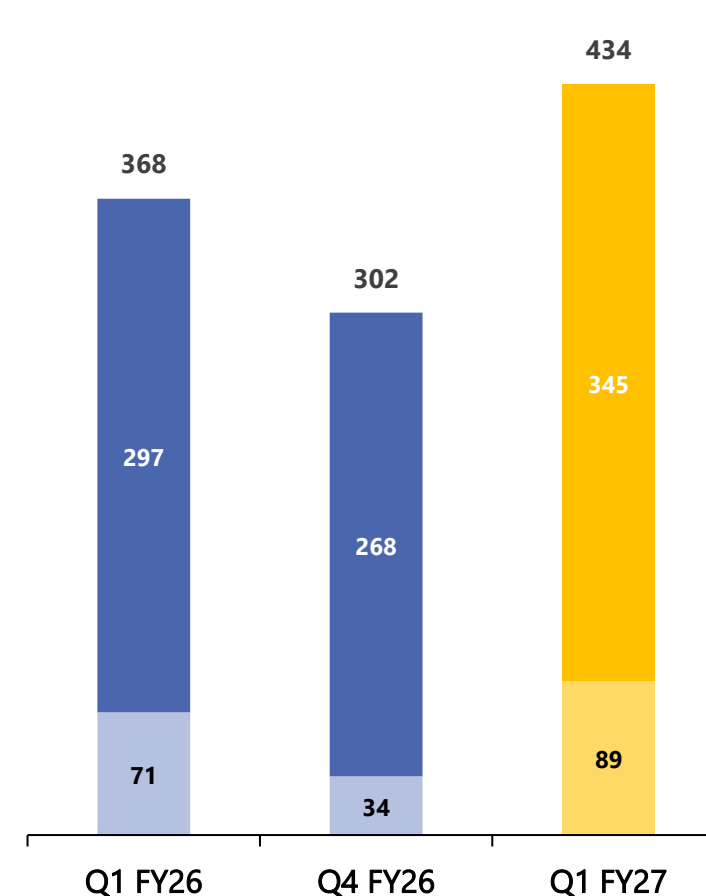
FCL Freight Forwarding (TEUs)

■ Import ■ Export Total



Air Freight (Tons)

■ Import ■ Export Total





Consolidated Income Statement

Parameters (₹ in Cr)	Quarterly					Yearly
	Q1 FY27	Q4 FY26	QoQ	Q1 FY26	YoY	FY26
Revenue	193.6	154.7	25.1%	147.4	31.3%	621.6
Operating Expenses	163.5	133.8		123.0		525.9
Employee Expenses	14.8	12.9		12.9		53.8
Other Expenses	8.8	6.7		7.1		26.9
EBITDA	6.5	1.3	5.1x	4.4	48.3%	14.9
EBITDA Margins	3.3%	0.8%	252 bps	3.0%	38 bps	2.4%
Other Income	1.1	1.2		1.4		3.6
Depreciation	0.9	1.1		0.9		3.9
Finance Cost	1.1	1.0		1.0		4.0
Associate share of Profit/Loss	0.0	0.0		0.0		0.2
PBT	5.5	0.4	12.8x	3.9	40.5%	10.8
Tax	1.4	0.1		1.0		2.9
PAT	4.1	0.3	14.4x	2.9	40.5%	7.9
PAT Margins	2.1%	0.2%	195 bps	2.0%	14 bps	1.3%

2

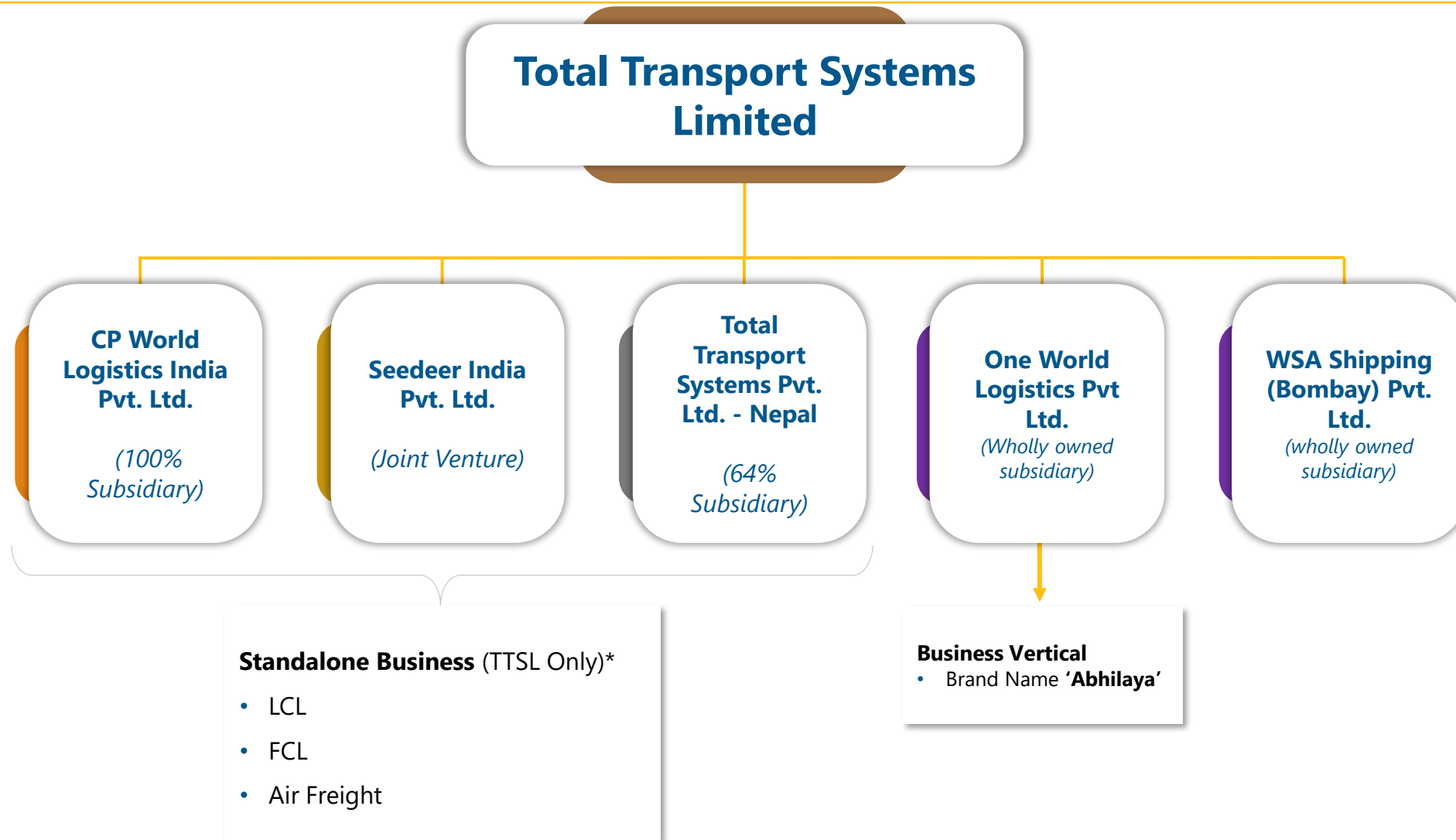
Company Profile

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





Consolidated Group Structure



*Standalone business represents activities carried out directly by Total Transport Systems Limited and does not represent a separate legal entity.



Business Segment

Multimodal Freight



Last Mile Delivery

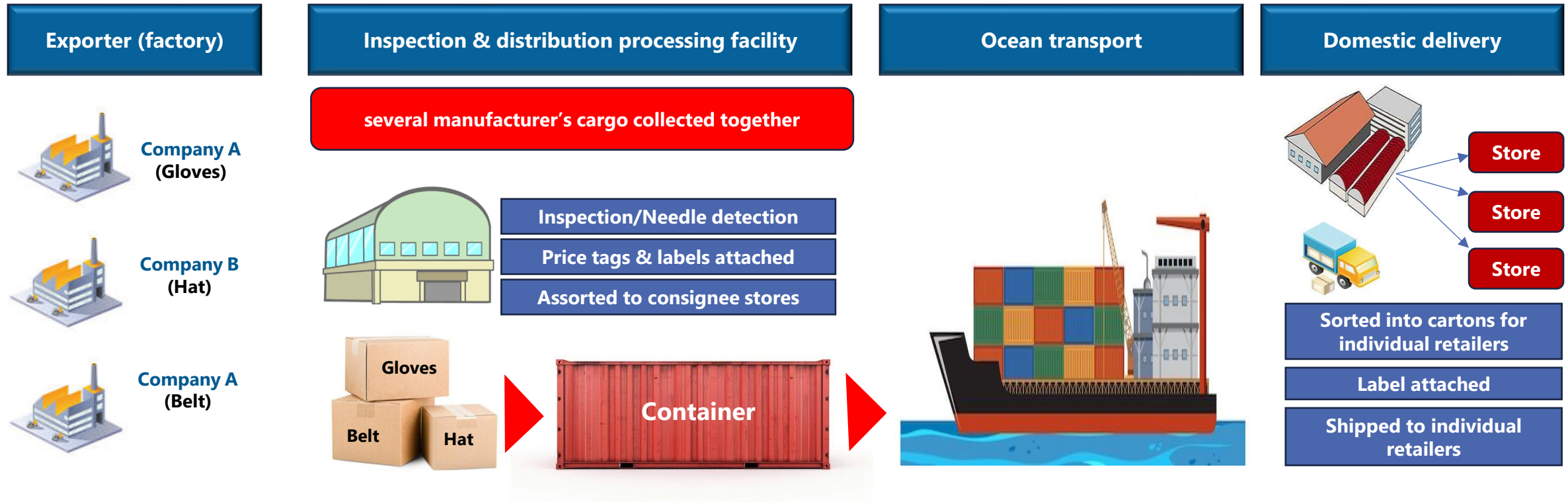


Custom House Agent (CHA)





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



CP World Global Network & iCargo Alliance



- 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



Last Mile Delivery – Abhilaya Operating Snapshot

Business Model



- ▶ Pick-up from E-commerce partner stations
- ▶ Last-mile delivery via **Abhilaya** rider network
- ▶ Customer delivery

**Executed through EDSP and DSP partner network*

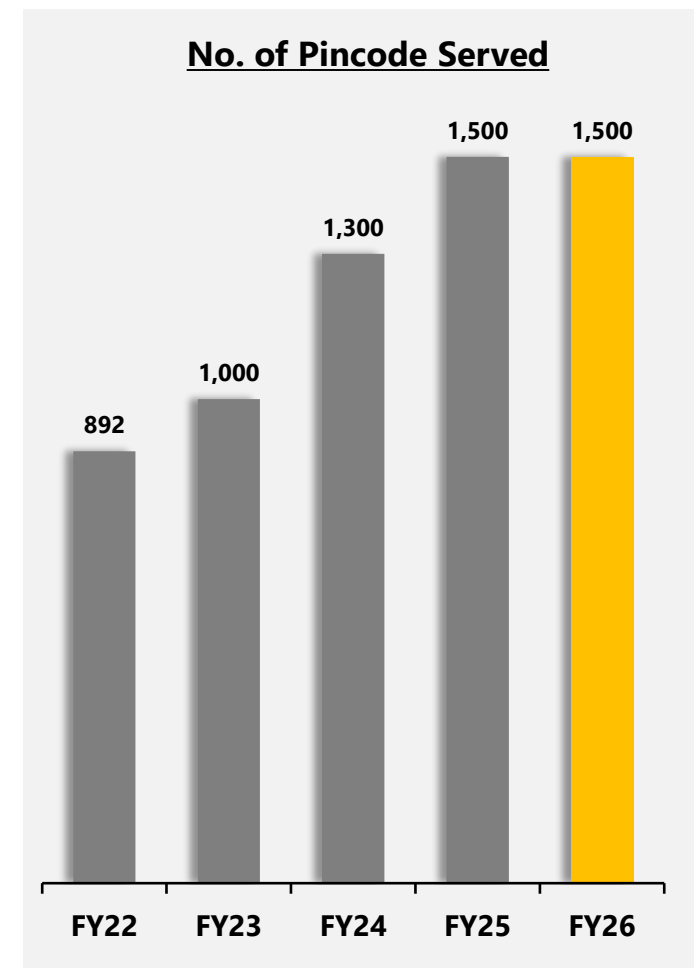
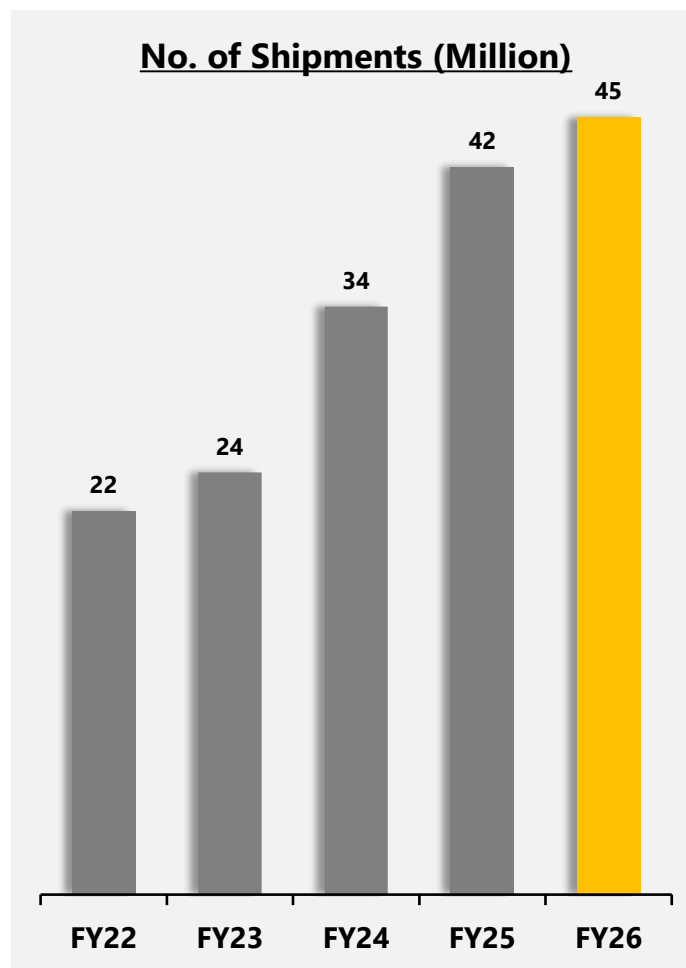
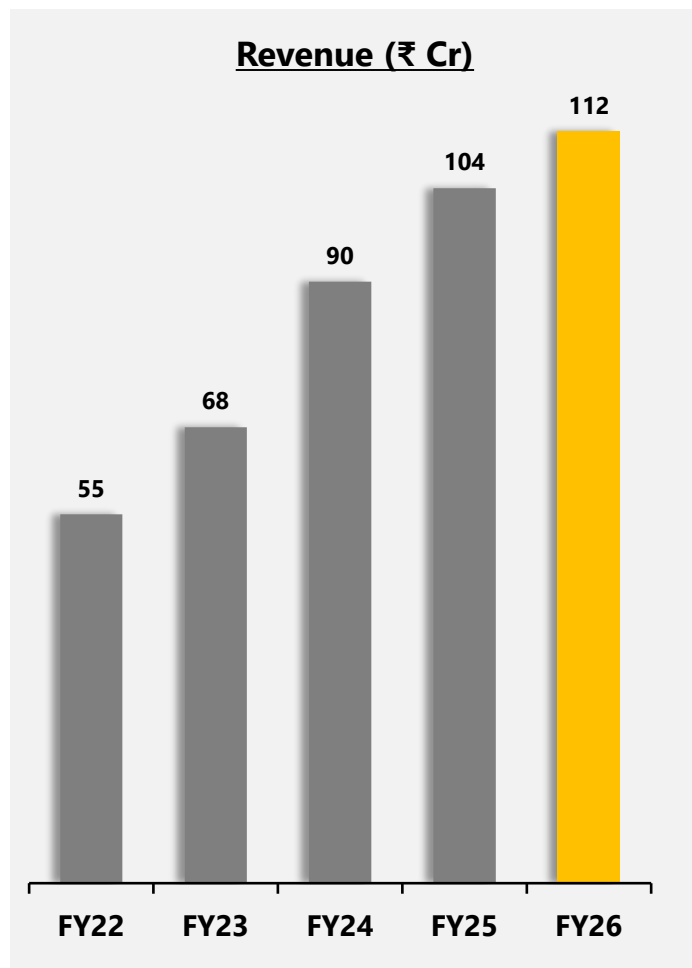
Service Offerings

- ▶ Same-day and scheduled last-mile delivery
- ▶ Reverse pickup and returns
- ▶ Rural and Tier-2 delivery coverage
- ▶ B2B intra-state distribution



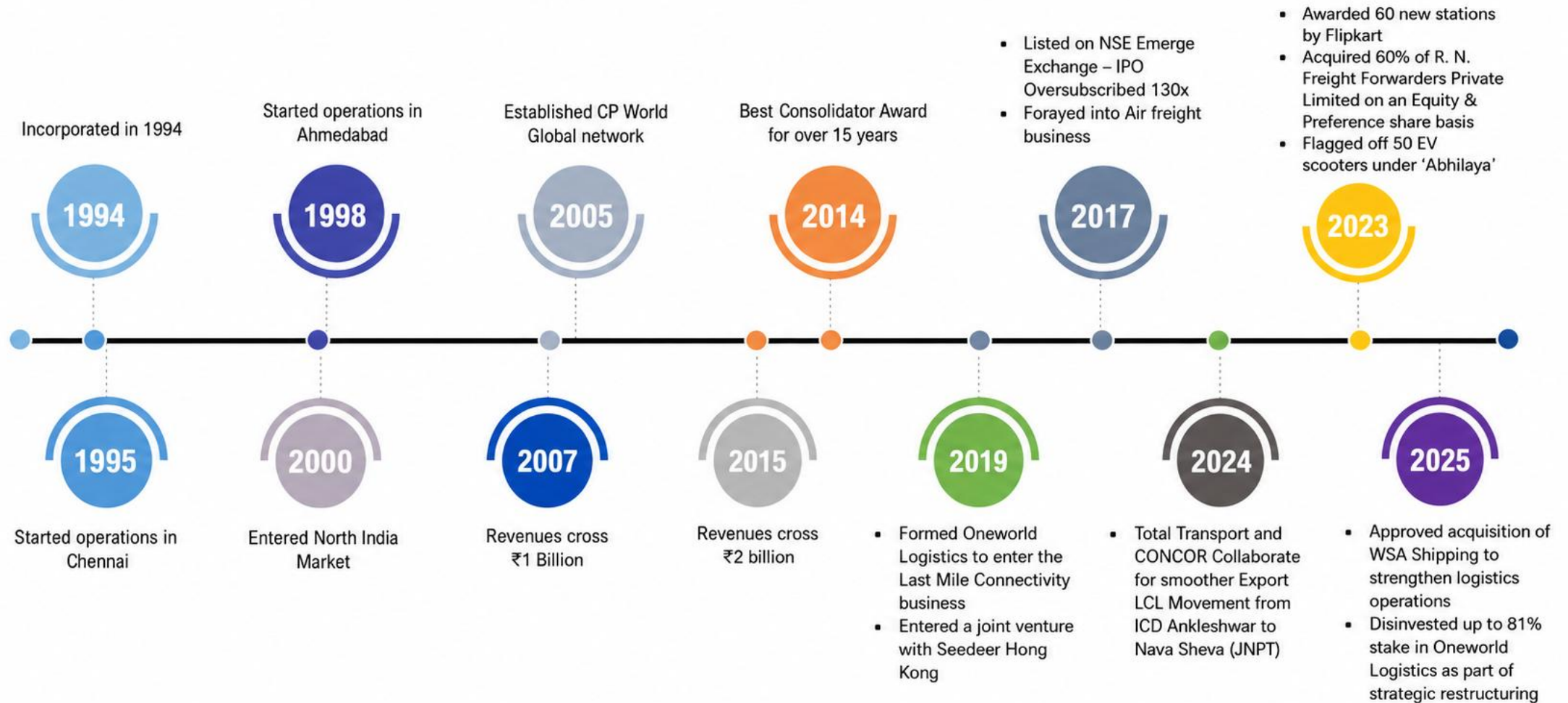


Abhilaya Operational Highlights





Milestones



Note: Milestones are indicative of key developments in the Company's journey.

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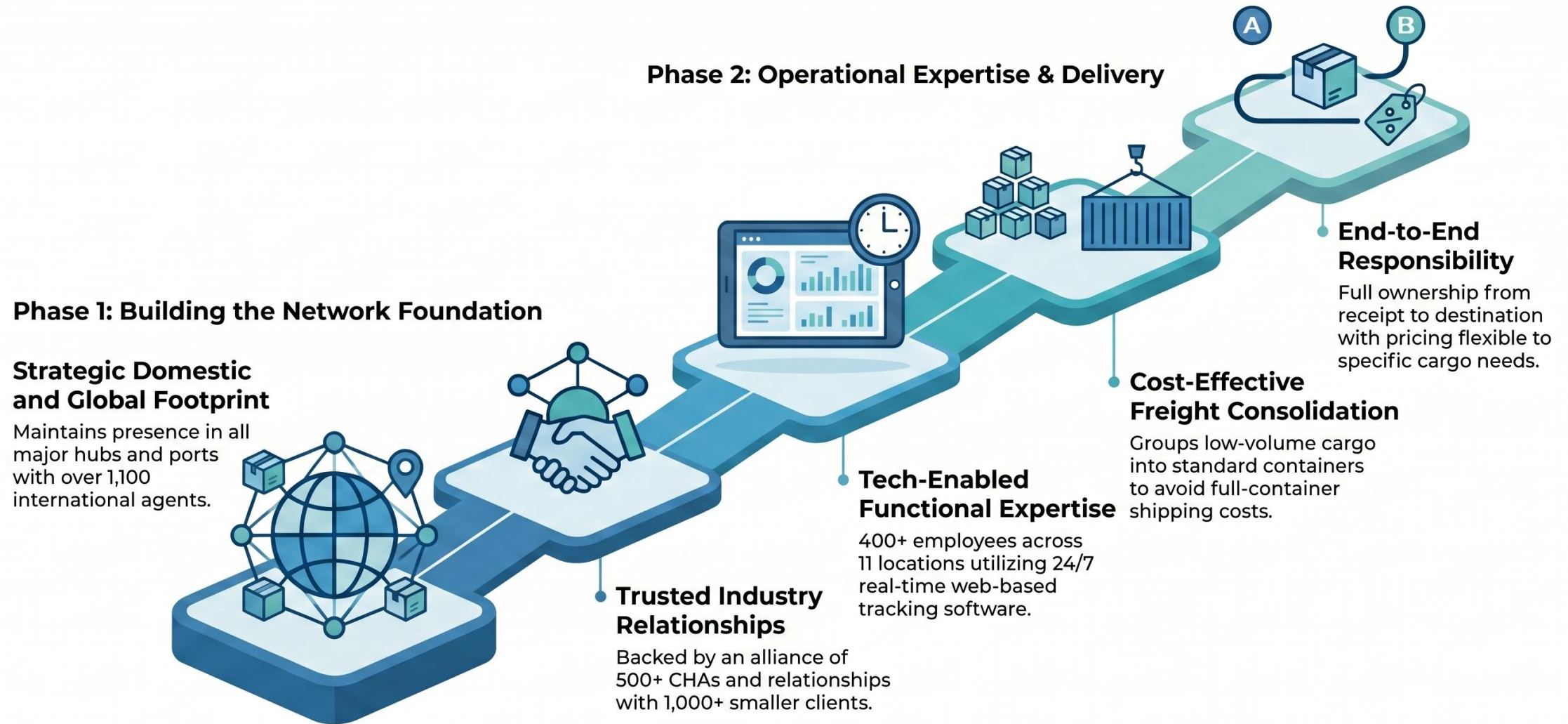
Growth Drivers

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





Drivers of Growth





Marquee Clients





Future Strategy



4

Leadership & Performance

- ❖ Leadership Team
- ❖ Execution & Recognition
- ❖ Industry Presence & Engagement





Leadership Team



Makarand P. Pradhan – Promoter and Managing Director

- ❖ Director of the Company since 1994 and has more than 40 years of experience in the Freight Forwarding and Logistics industry.
- ❖ 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



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



Leadership Team



Sanjiv A. Potnis – Promoter and Director

- ❖ Started his career with Dolphin Chartering Services Pvt. Ltd.; Later, he joined Forbes Gokak Ltd.
- ❖ Experience of over 30 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



Kaushal Buch – CEO

- ❖ A highly experienced professional with extensive marketing background.
- ❖ Kaushal has dedicatedly been a part of TTSL for almost 30 years.
- ❖ A young and talented CEO, having expertise in business development and handling human resources.
- ❖ He has developed strategic networks globally
- ❖ Also involved in streamlining the day-to-day operations of TTSL on a pan India basis.



Execution & Recognition

Awards



LCL Consolidator of the Year
– Exim Star Awards 2025



LCL Consolidator
– 12th Samudra Manthan Awards

Project Cargo Execution (3,500 CBMs)



**ODC & Heavy-Lift Execution –
Bangladesh**



Execution Milestones



**Project Completion & Delivery
(India–Indonesia)**



Multi-Stage Project Handling



Industry Presence & Engagement



Participation at India International Cargo Show IICS 2025 as part of ongoing industry engagement



Interaction with trade bodies and industry institutions at IICS 2025



Engagement with global logistics partners and industry stakeholders during the event



Participation in industry discussions on logistics freight forwarding and trade corridors



Platform for industry dialogue and capability showcase at IICS 2025

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Historical Data

- ❖ Consolidated Financial Data
- ❖ Volume Data

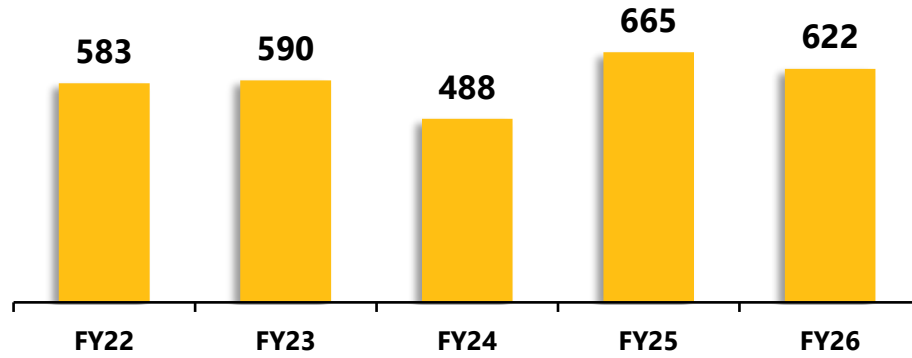




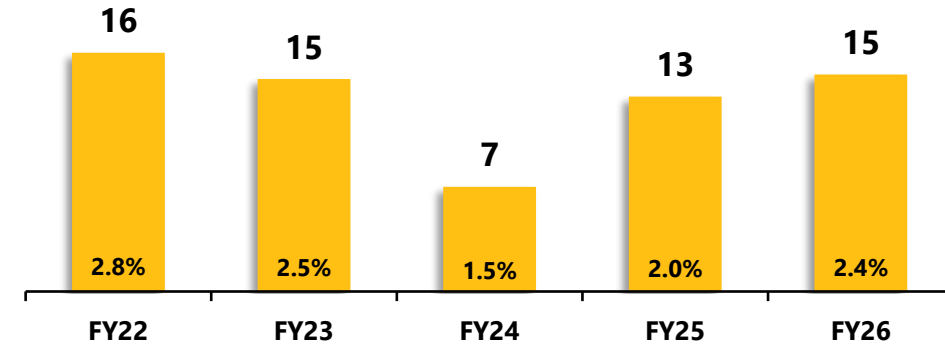
Consolidated Financials Data

(₹ in Cr)

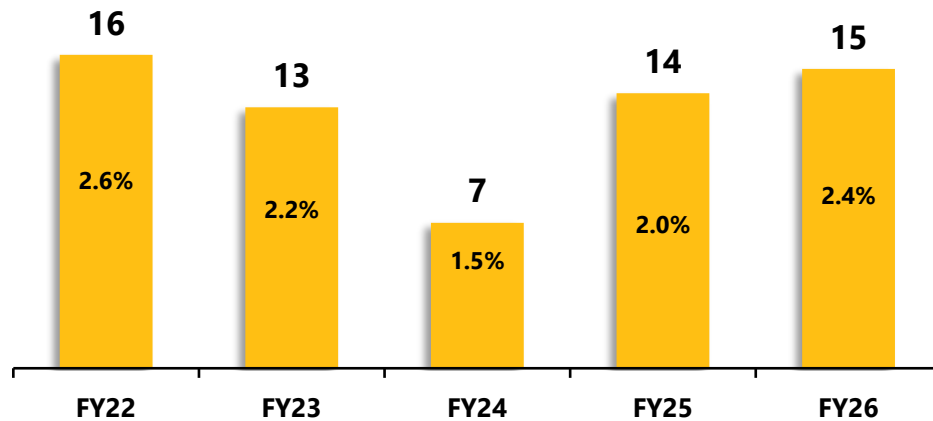
Revenue



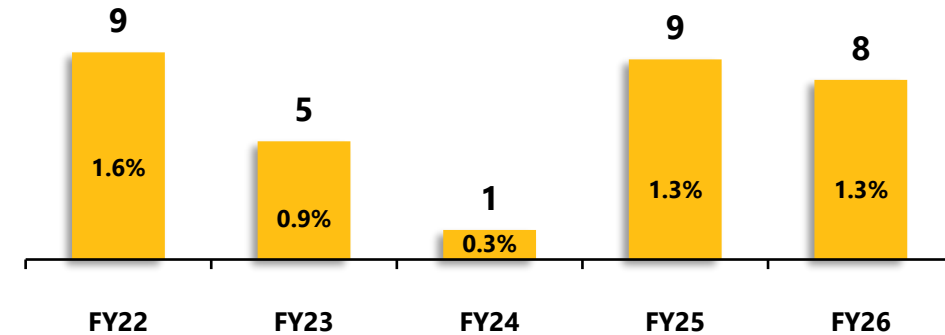
EBITDA & Margins



EBIT & Margins



PAT & Margins





Volume Data – LCL Consolidation

In CBMs

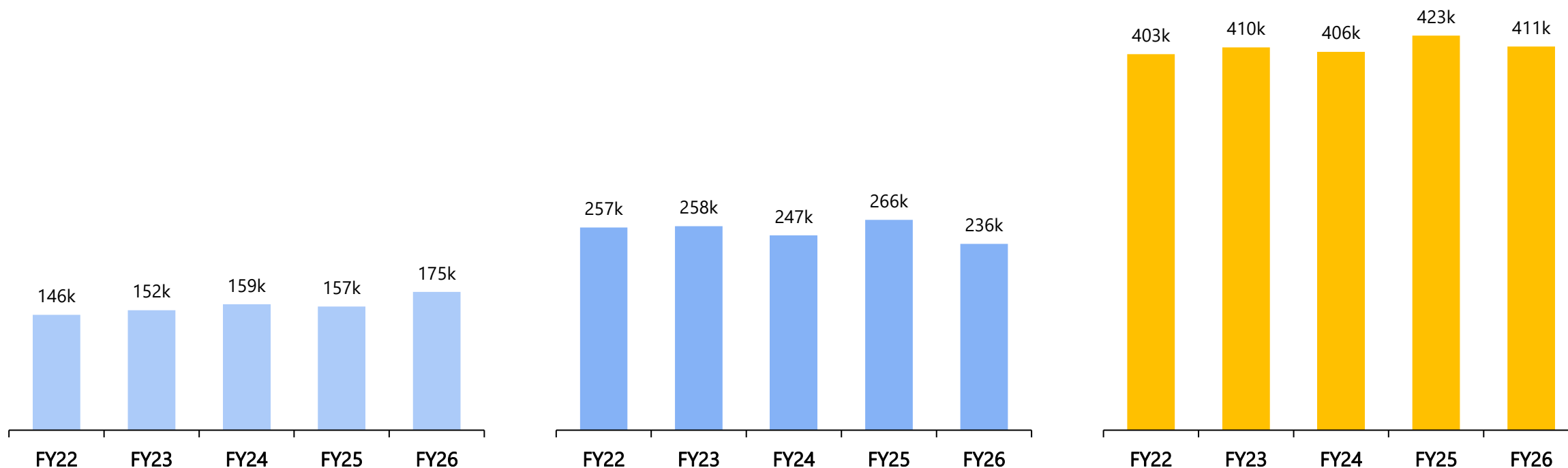
IMPORT



EXPORT



TOTAL





Volume Data – FCL Freight Forwarding

In TEUs

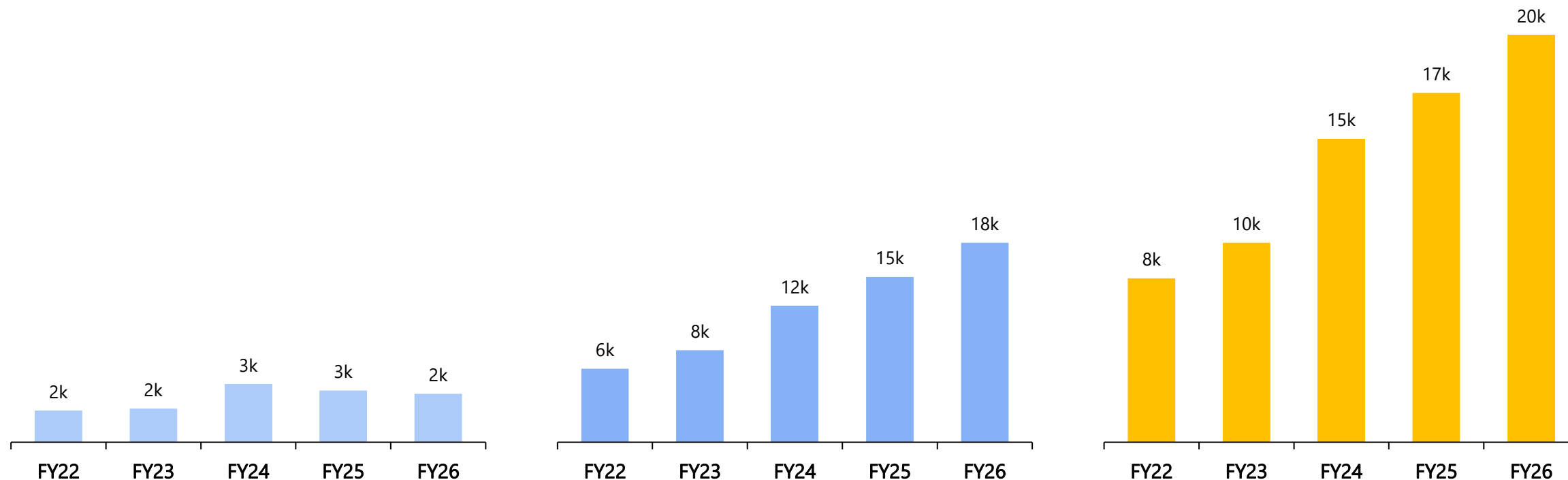
IMPORT



EXPORT



TOTAL





Volume Data – Air Freight

In Tons

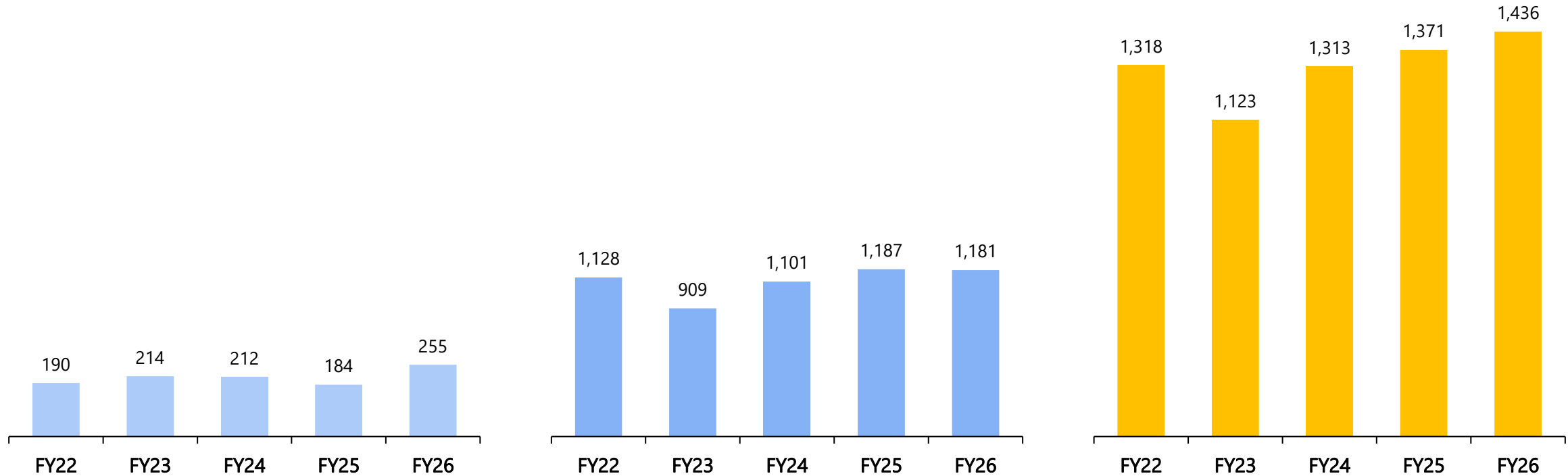
IMPORT



EXPORT



TOTAL





THANK YOU!

Total Transport Systems Limited
CIN: L63090MH1995PLC091063

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