TOTAL™ TRANSPORT

Keeping Promises Since 1994

TOTAL TRANSPORT SYSTEMS LIMITED

Q2 & H1 FY27

INVESTOR PRESENTATION

NSE: TOTAL



OCEAN FREIGHT
LCL & FCL SERVICES

INLAND TRANSPORT
& PROJECT LOGISTICS

CONTRACT LOGISTICS
& WAREHOUSING

CUSTOMS CLEARANCE
& FREIGHT FORWARDING

Safe Harbor

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Presentation Content

TOTAL™ TRANSPORT
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1. Q2 & H1 FY27 Financials
2. Company Profile
3. Growth Drivers
4. Events & Recognition
5. Historical Data



Managing Director Message

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"We have continued our growth momentum in the second quarter, with H1 FY27 revenue increasing 53.6% YoY to ₹478 crore. The growth in topline was supported by the addition of new clients, expansion of our last-mile delivery segment and increased business volumes in air cargo. Our diversified service portfolio and asset-light business model continue to support the expansion of our operations.

Going forward, we are focused on expanding our presence across more cities, strengthening our last-mile delivery operations and adding dedicated teams to scale up our air cargo business. These initiatives are expected to support further growth in both topline and bottom line, while enhancing our service capabilities and operational efficiency. We remain committed to executing our growth plans with discipline and creating sustainable long-term value for our shareholders."



Mr. Makarand Pradhan
Promoter & MD

Trust At the Core | **Sustainable Growth** | **Enduring Relationships** | **Operational Excellence**



TOTAL™ TRANSPORT
Keeping Promises Since 1994

1 Q2 & H1 FY27 Financials

- Q2 FY27 Financial Performance
- H1 FY27 Financial Performance
- Volume Overview
- Consolidated Income Statement
- Consolidated Balance Sheet

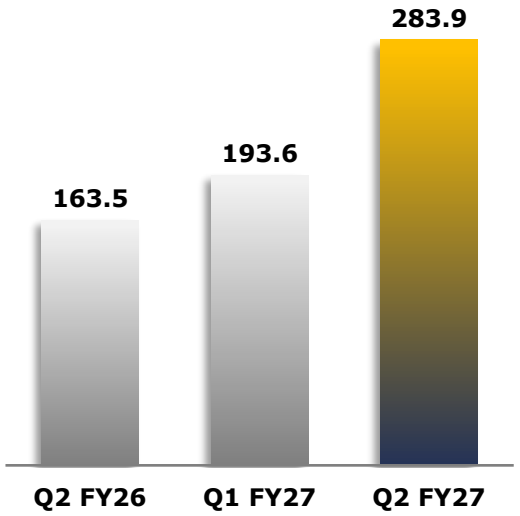
Q2 FY27 Consolidated Financial Performance

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₹ in Cr

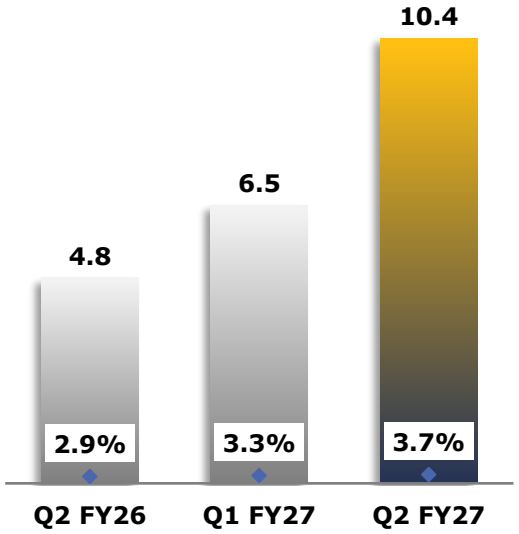
Revenue

QoQ: 46.7%
YoY: 73.7%



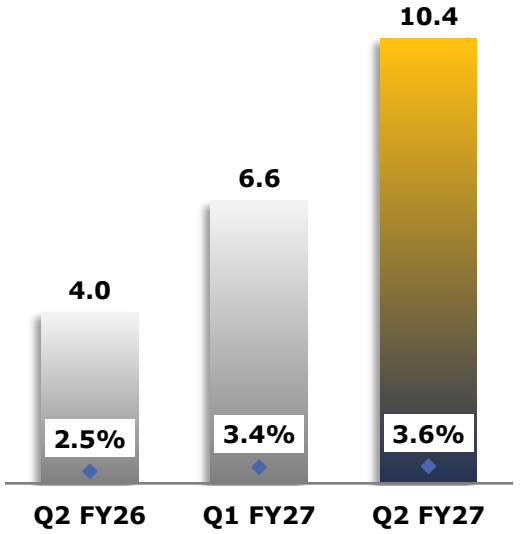
EBITDA

QoQ: 61.9%
YoY: 2.2x



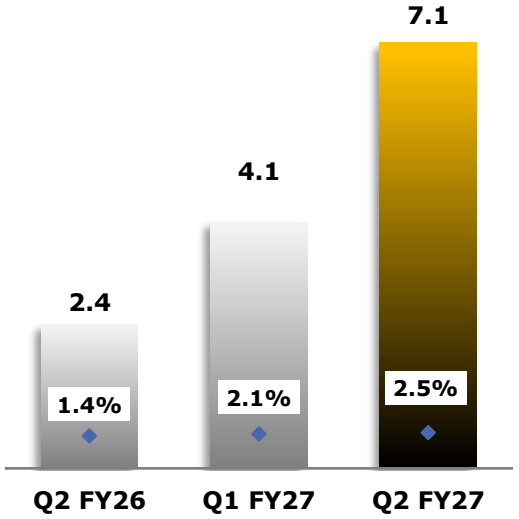
EBIT

QoQ: 57.0%
YoY: 2.6x



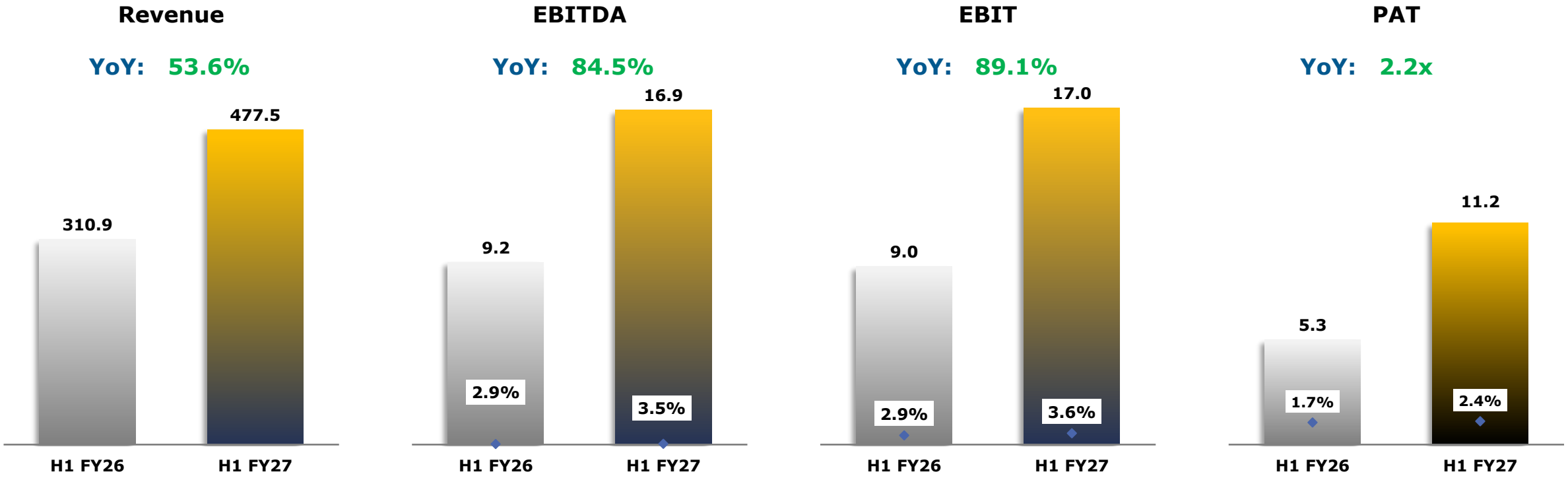
PAT

QoQ: 72.6%
YoY: 3.0x



H1 FY27 Consolidated Financial Performance

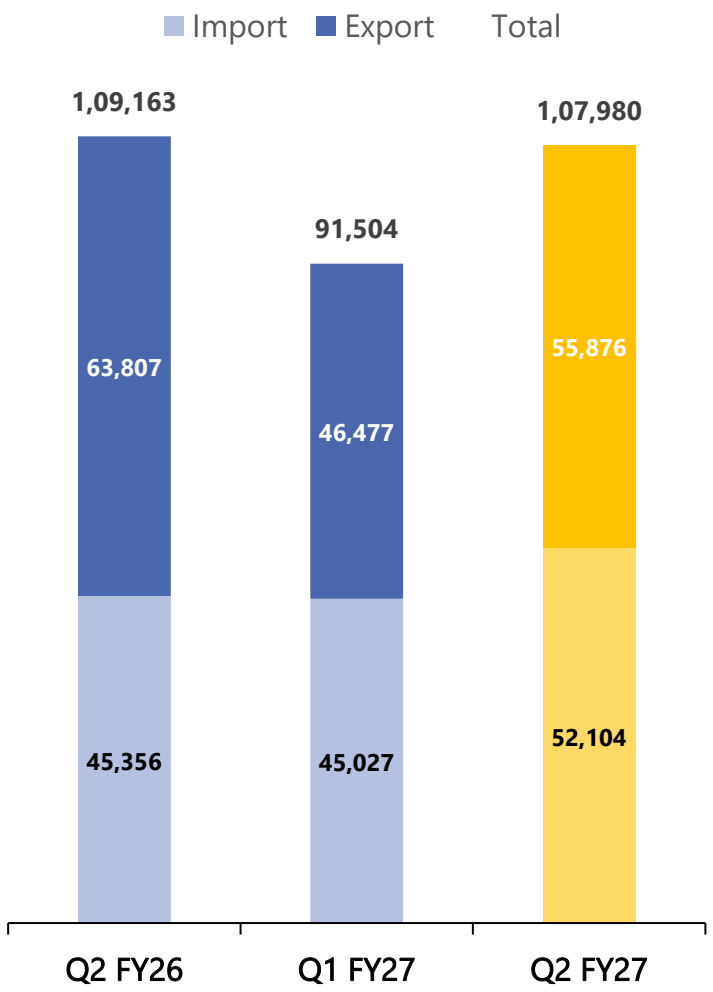
₹ in Cr



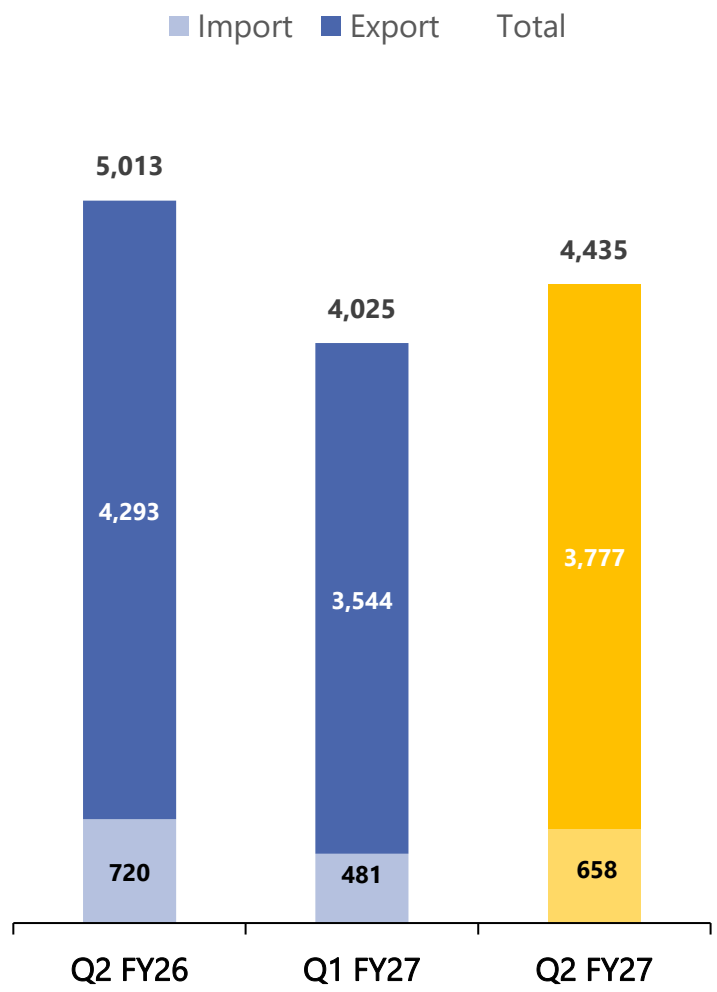
Q2 FY27 Business Volume Overview

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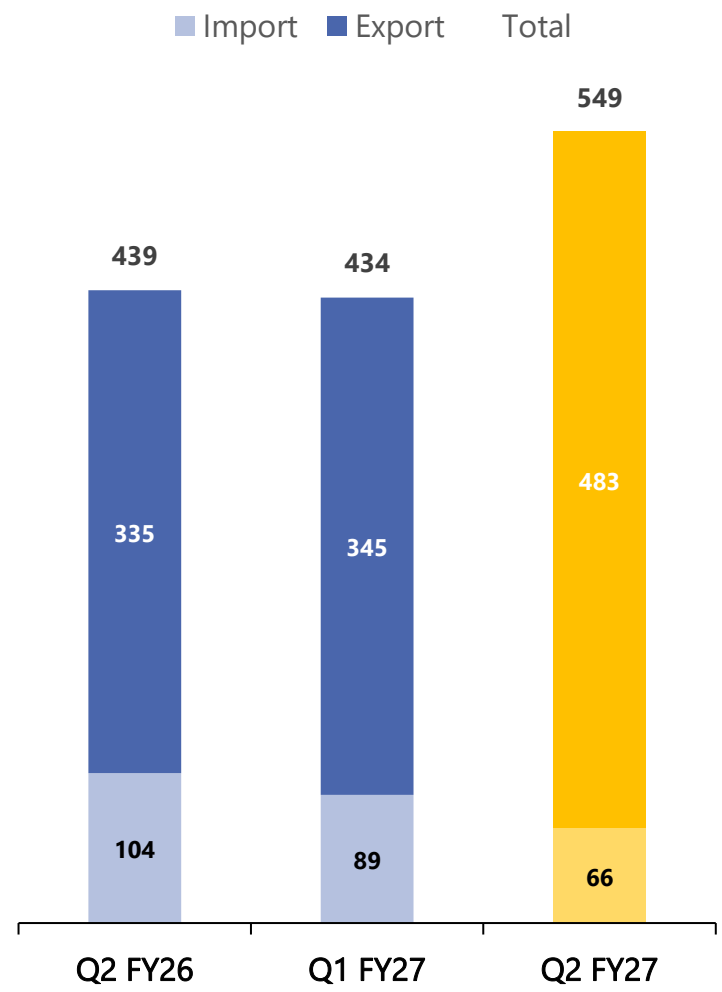
LCL Consolidation (CBMs)



FCL Freight Forwarding (TEUs)



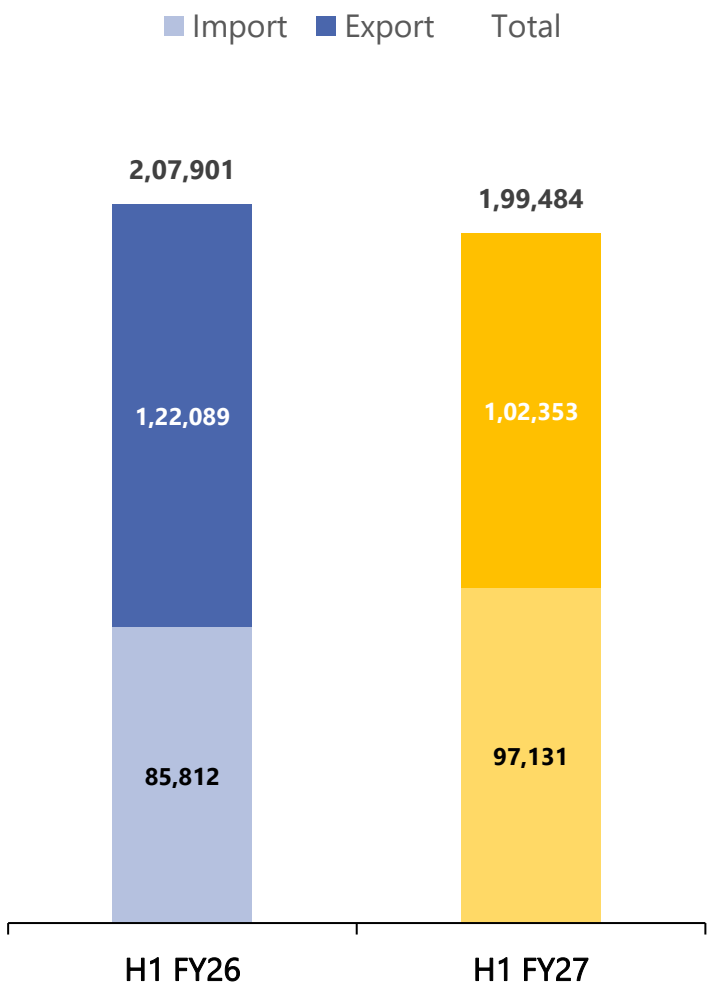
Air Freight (Tons)



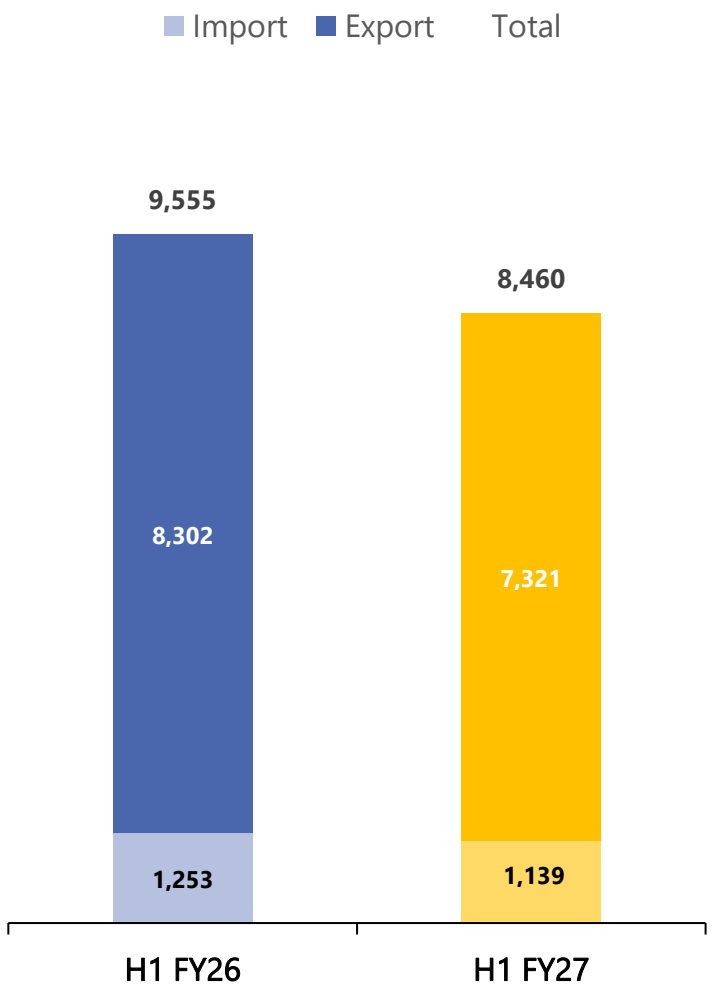
H1 FY27 Business Volume Overview

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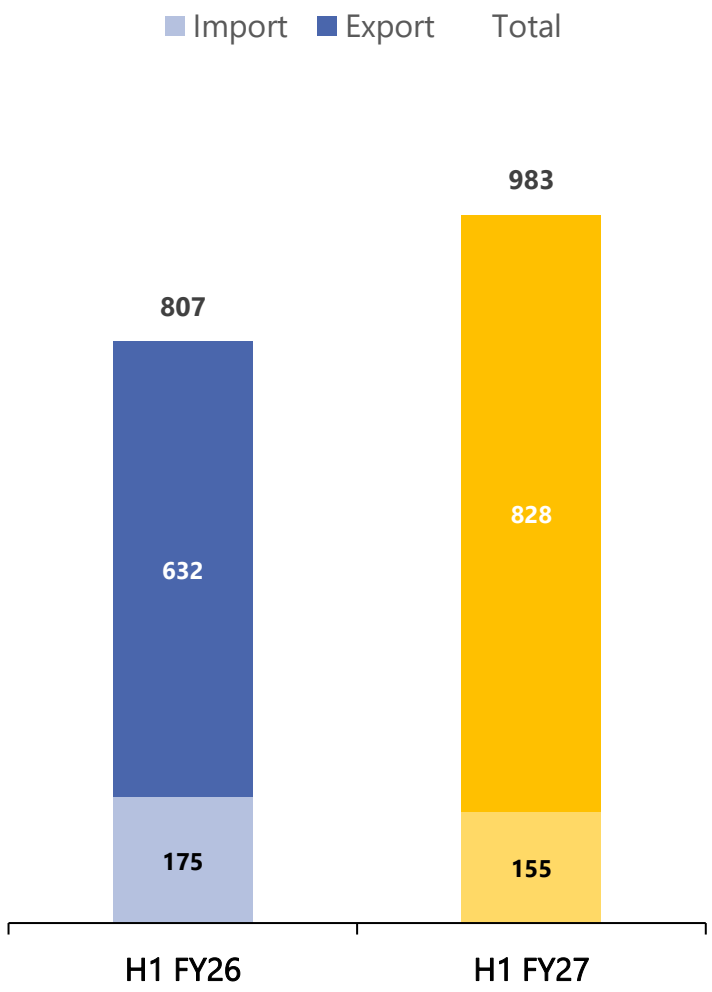
LCL Consolidation (CBMs)



FCL Freight Forwarding (TEUs)



Air Freight (Tons)



Consolidated Income Statement

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Parameters (₹ in Cr)	Quarterly					Half-Yearly			Yearly
	Q2 FY27	Q1 FY27	QoQ	Q2 FY26	YoY	H1 FY27	H1 FY26	YoY	FY26
Revenue	**283.9**	**193.6**	*46.7%*	**163.5**	*73.7%*	**477.5**	**310.9**	*53.6%*	**621.6**
Operating Expenses	249.0	163.5		138.9		**412.5**	261.9		525.9
Employee Expenses	15.3	14.8		13.3		30.0	26.2		53.8
Other Expenses	9.2	8.8		6.4		18.0	13.6		26.9
EBITDA	**10.4**	**6.5**	*61.9%*	**4.8**	*2.2x*	**16.9**	**9.2**	*84.5%*	**14.9**
EBITDA Margins	***3.7%***	***3.3%***	*35 bps*	***2.9%***	*74 bps*	***3.5%***	***2.9%***	*59 bps*	***2.4%***
Other Income	1.0	1.1		0.2		2.1	1.6		3.6
Depreciation	1.1	0.9		1.0		2.0	1.8		3.9
Finance Cost	1.3	1.1		1.0		2.4	2.0		4.0
Profit from Associates	0.0	0.0		0.0		0.0	0.1		0.2
PBT	**9.1**	**5.5**	*64.2%*	**3.1**	*2.9x*	**14.6**	**7.0**	*2.1x*	**10.8**
Tax	2.0	1.4		0.7		3.4	1.7		2.9
PAT	**7.1**	**4.1**	*72.6%*	**2.4**	*3.0x*	**11.2**	**5.3**	*2.1x*	**7.9**
PAT Margins	***2.5%***	***2.1%***	*38 bps*	***1.4%***	*107 bps*	***2.4%***	***1.7%***	*65 bps*	***1.3%***

Consolidated Balance Sheet

TOTAL TRANSPORT
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Assets (₹ in Cr)	H1 FY27	FY26	Equity and Liabilities (₹ in Cr)	H1 FY27	FY26
Non-current Assets	**48.46**	**50.84**	**Equity**	**99.87**	**90.52**
Property, land and equipment	16.23	16.02	Equity Share Capital	16.13	16.13
Capital work-in-progress	4.93	4.00	Other Equity	83.59	74.35
Right of Use Assets	2.43	1.83	Attributable to Non-Controlling Interest	0.15	0.05
Other Intangible Assets	5.46	4.22	**Non-Current Liabilities**	**19.55**	**9.88**
Investments	0.22	4.93	Borrowings	6.68	0.46
Loans	0.41	0.55	Lease Liabilities	2.26	1.38
Other Financial Assets	2.96	1.95	Provisions	10.61	8.04
Deferred Tax Asset (Net)	6.86	6.64			
Current Tax Assets (Net)	8.96	10.70			
Current Assets	**224.35**	**140.43**	**Current Liabilities**	**153.39**	**90.87**
Investments	0.21	0.20	Borrowings	52.82	37.42
Trade Receivables	178.97	99.75	Lease Liabilities	0.33	0.63
Cash and Bank Balance	30.09	31.92	Trade Payables	91.92	42.53
Loans	0.20	0.13	Other Financial Liabilities	5.04	3.69
Other Financial Assets	2.30	2.08	Other Current Liabilities	3.28	4.89
Other Current Assets	12.58	6.34	Provisions	-	1.73
Total Assets	**272.81**	**191.27**	**Total Equity and Liabilities**	**272.81**	**191.27**



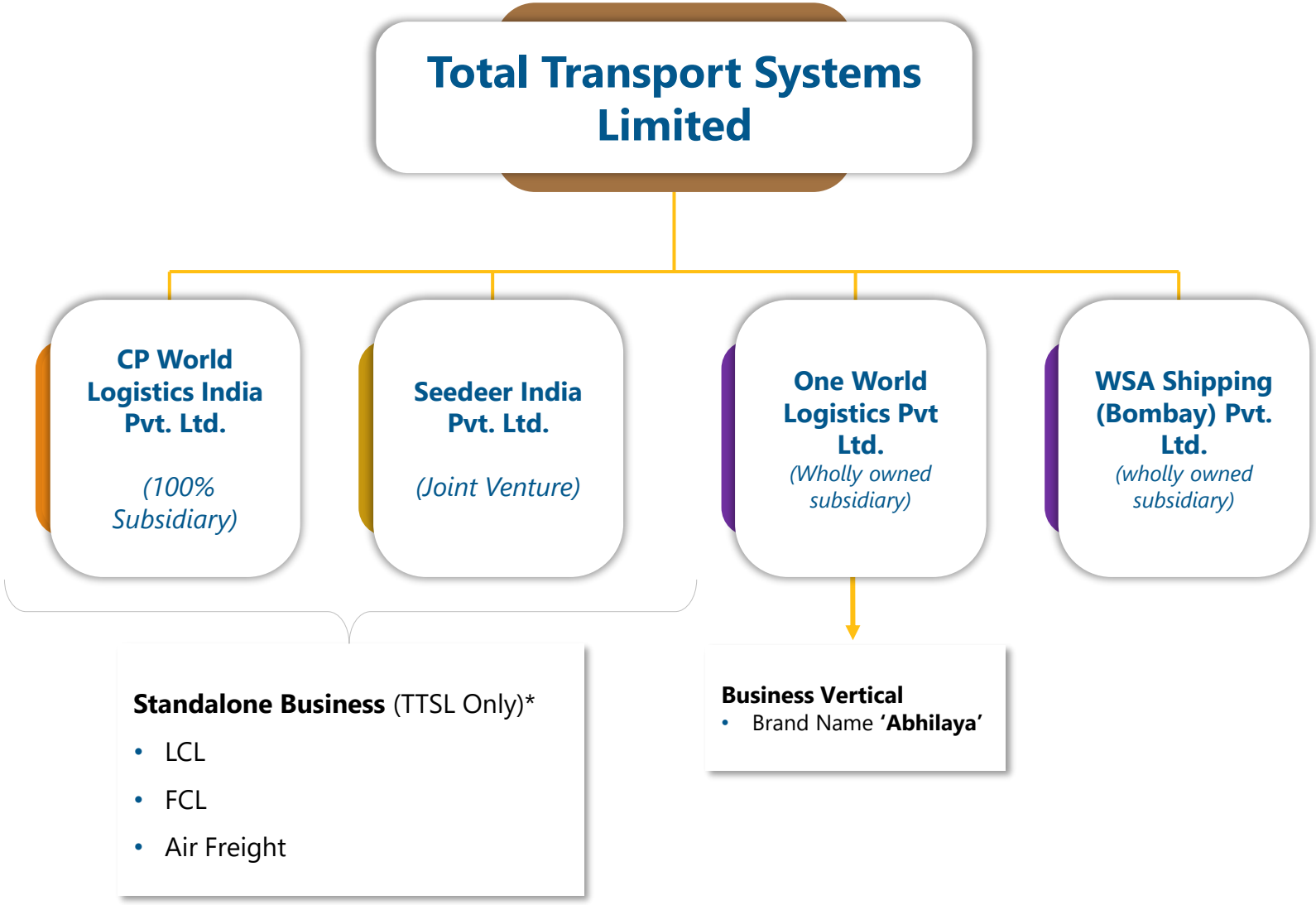
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Company Profile

- 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.

Cargo Consolidation for LCL

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Exporter (factory)	Inspection & distribution processing facility	Ocean transport	Domestic delivery



Company A
(Gloves)

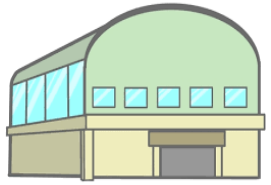


Company B
(Hat)



Company C
(Belt)

several manufacturer's cargo collected together

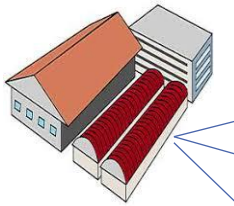


- Inspection/Needle detection
- Price tags & labels attached
- Assorted to consignee stores











- Store
- Store
- Store

- Sorted into cartons for individual retailers
- Label attached
- Shipped to individual retailers

- 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

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C P 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 and many more

iCARGO Alliance

- 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

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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

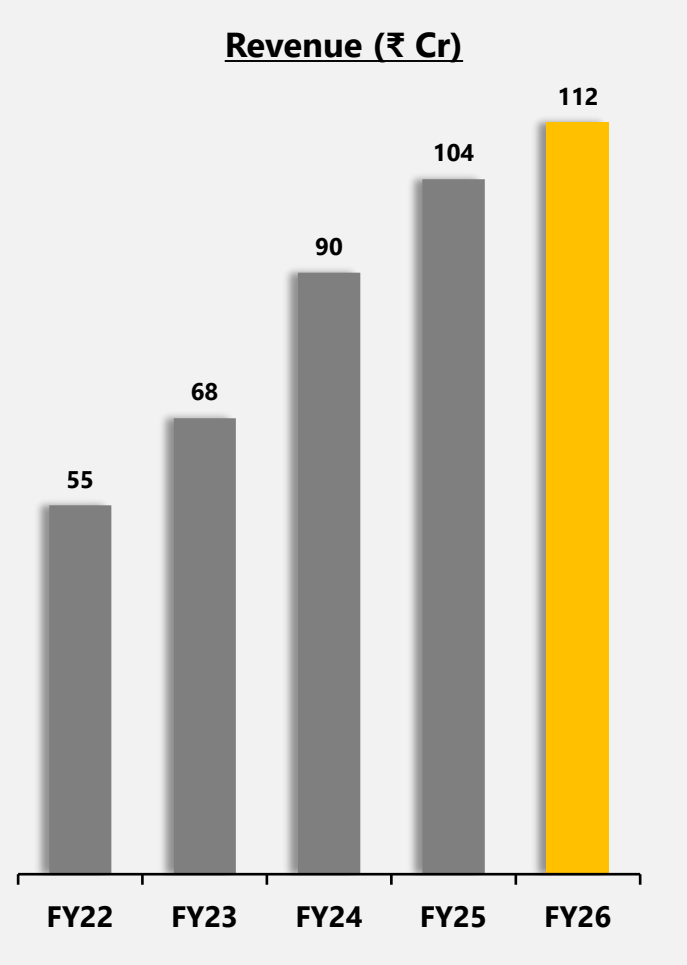
- Same-day and scheduled last-mile delivery
- Reverse pickup and returns
- Rural and Tier-2 delivery coverage
- B2B intra-state distribution

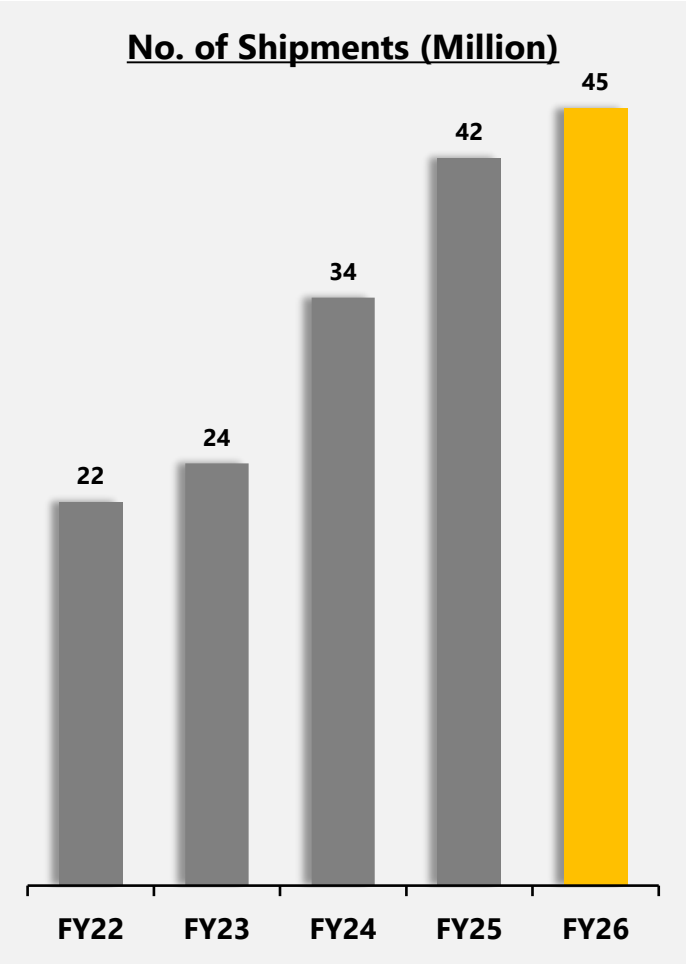


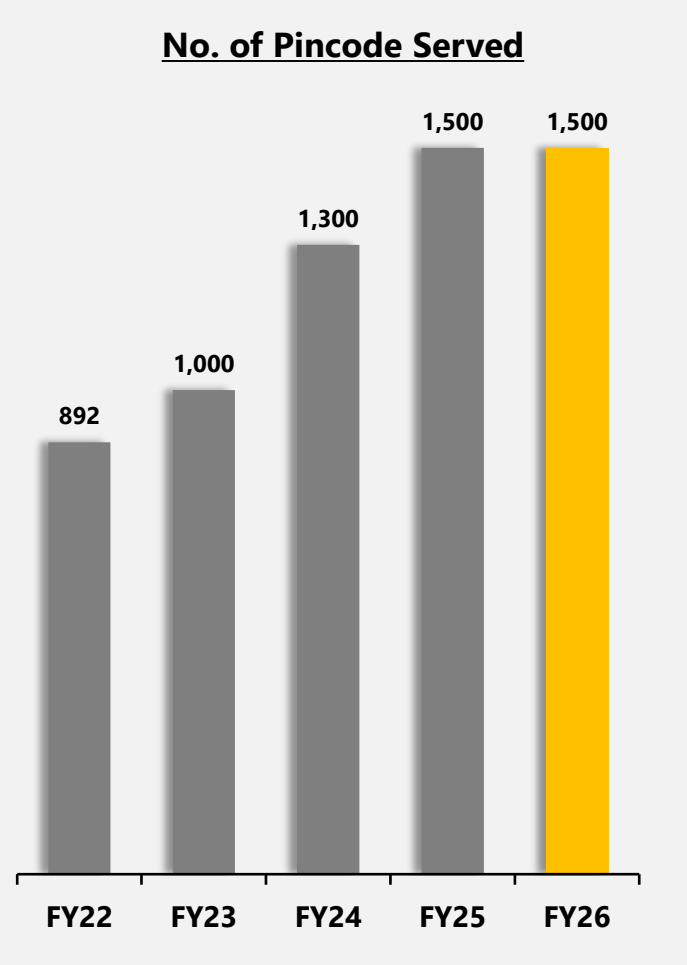


Abhilaya Operational Highlights

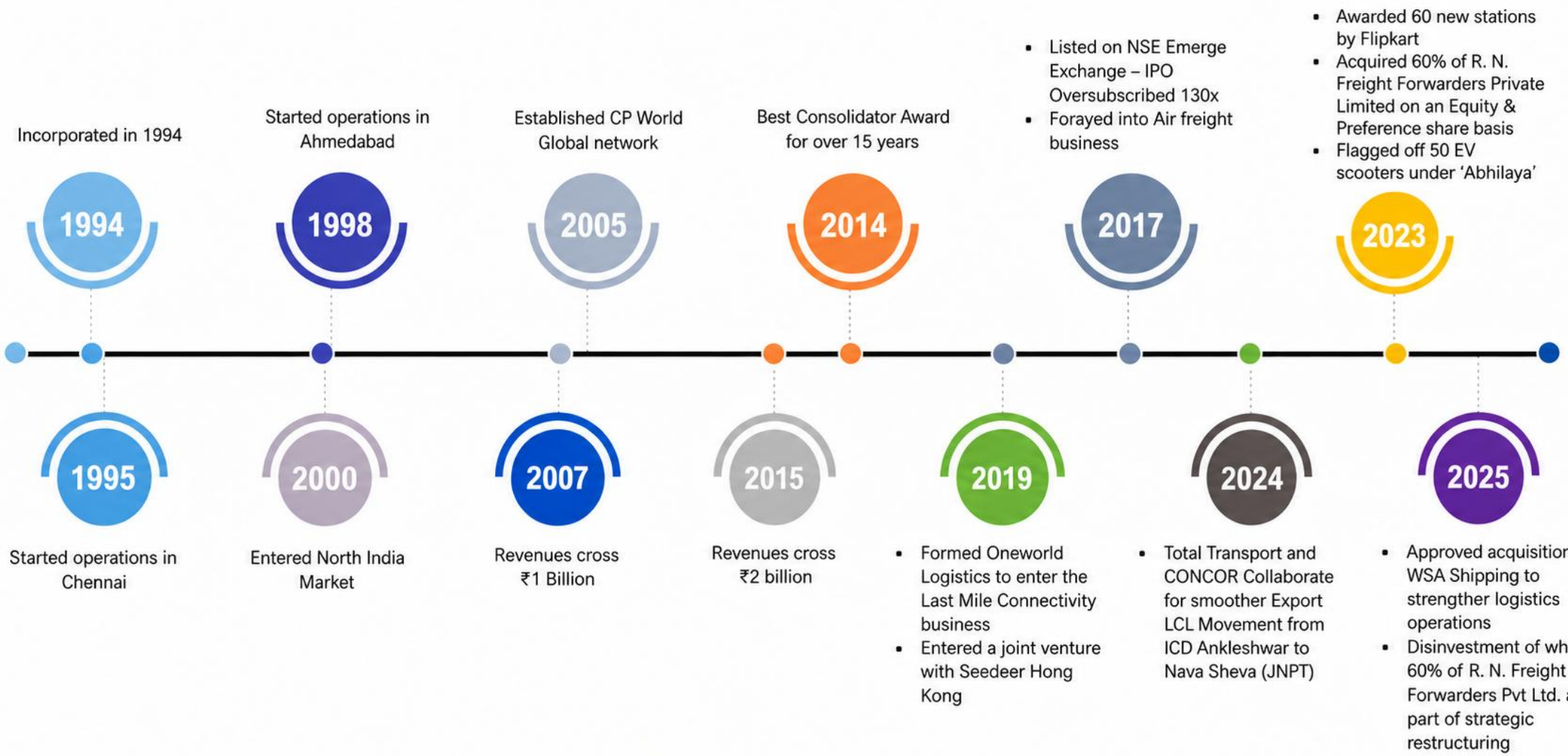
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Milestones



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



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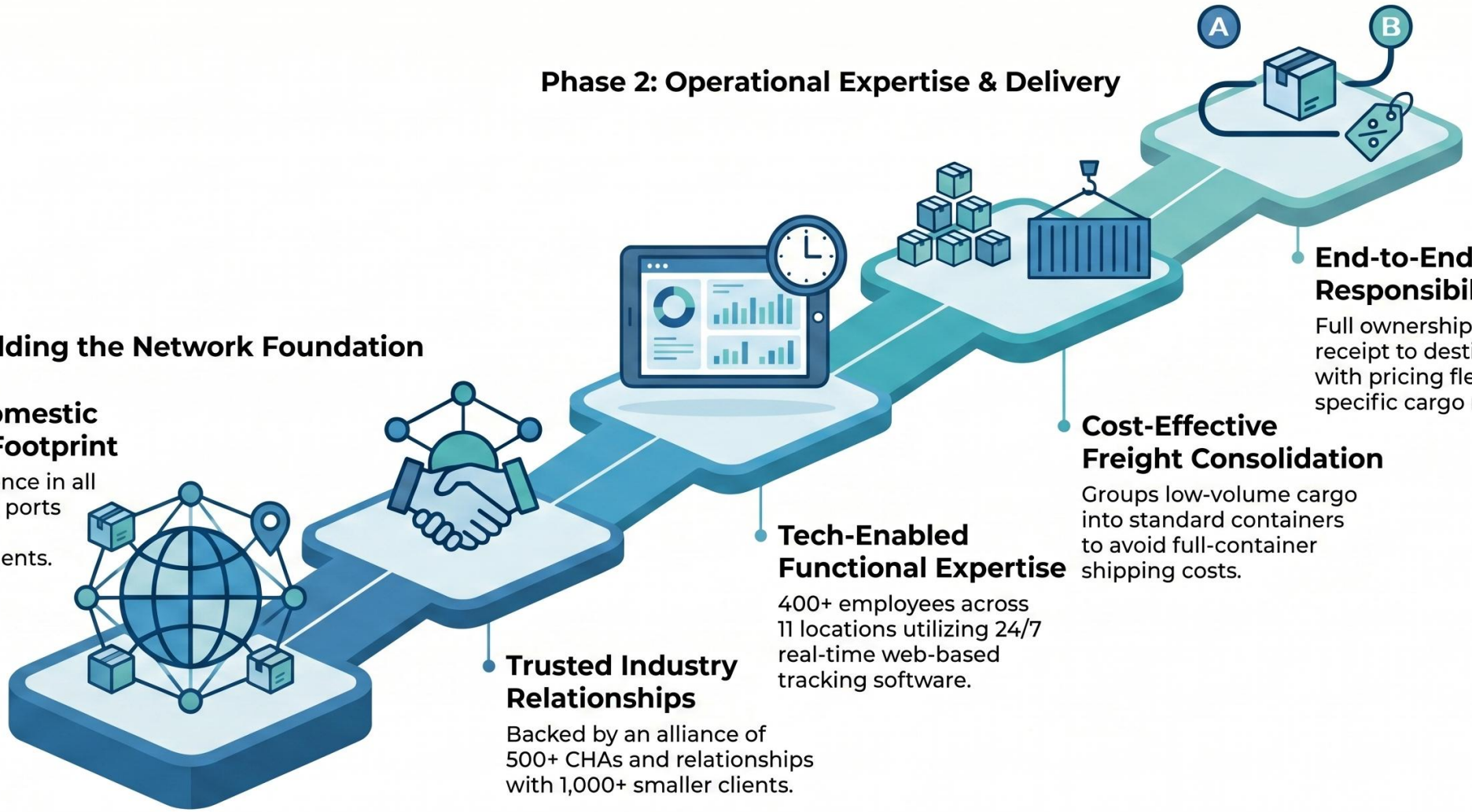
3

Growth Drivers

- Drivers of Growth
- Marquee Clients
- Future Strategy

Drivers of Growth

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Phase 1: Building the Network Foundation

Strategic Domestic and Global Footprint

Maintains presence in all major hubs and ports with over 1,100 international agents.

Trusted Industry Relationships

Backed by an alliance of 500+ CHAs and relationships with 1,000+ smaller clients.

Phase 2: Operational Expertise & Delivery

Tech-Enabled Functional Expertise

400+ employees across 11 locations utilizing 24/7 real-time web-based tracking software.

Cost-Effective Freight Consolidation

Groups low-volume cargo into standard containers to avoid full-container shipping costs.

End-to-End Responsibility

Full ownership from receipt to destination with pricing flexible to specific cargo needs.

Marquee Clients

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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

Future Strategy

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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

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Awards



LCL Consolidator of the Year

– Exim Star Awards 2025



LCL Consolidator

– 12th Samudra Manthan Awards

Execution Milestones



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

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



Project Cargo Execution (3,500 CBMs)





Multi-Stage Project Handling

Industry Presence & Engagement





Participation at India International Cargo Show IIICS 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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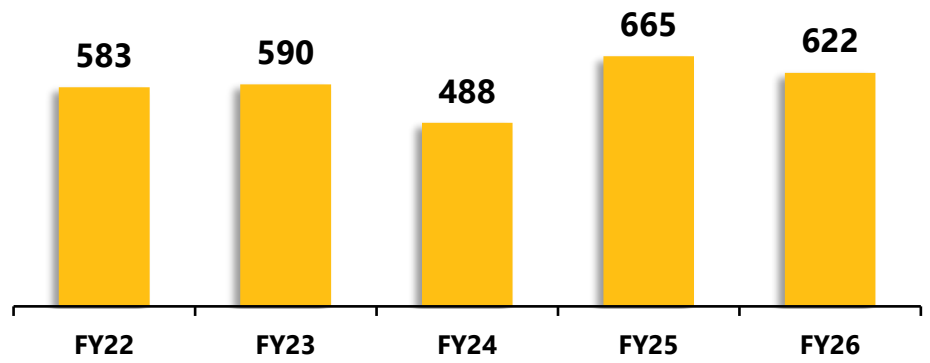
Historical Data

- Consolidated Financial Data
- Volume Data

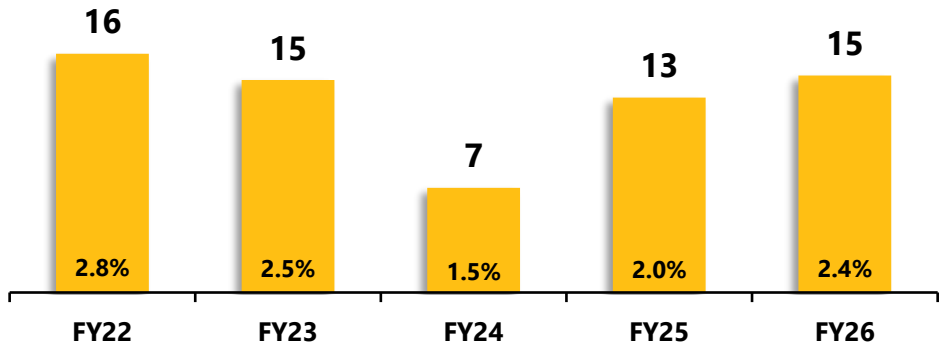
Consolidated Financials Data

(₹ in Cr)

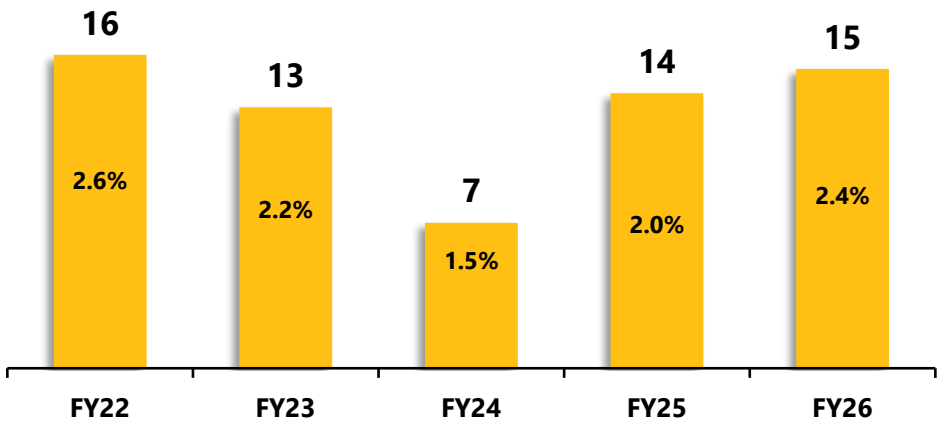
Revenue



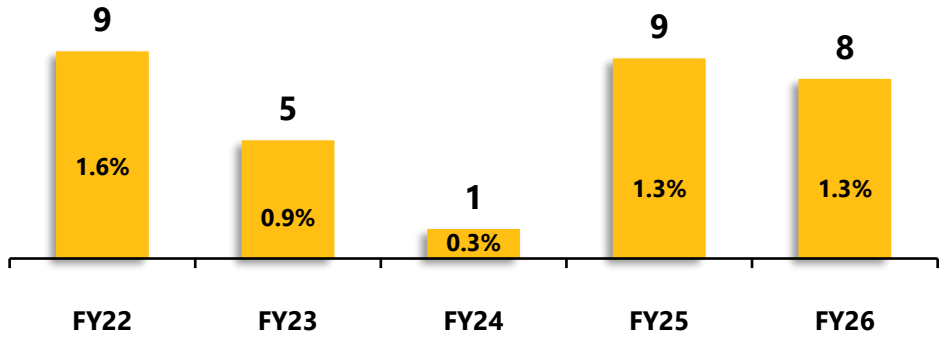
EBITDA & Margins



EBIT & Margins



PAT & Margins

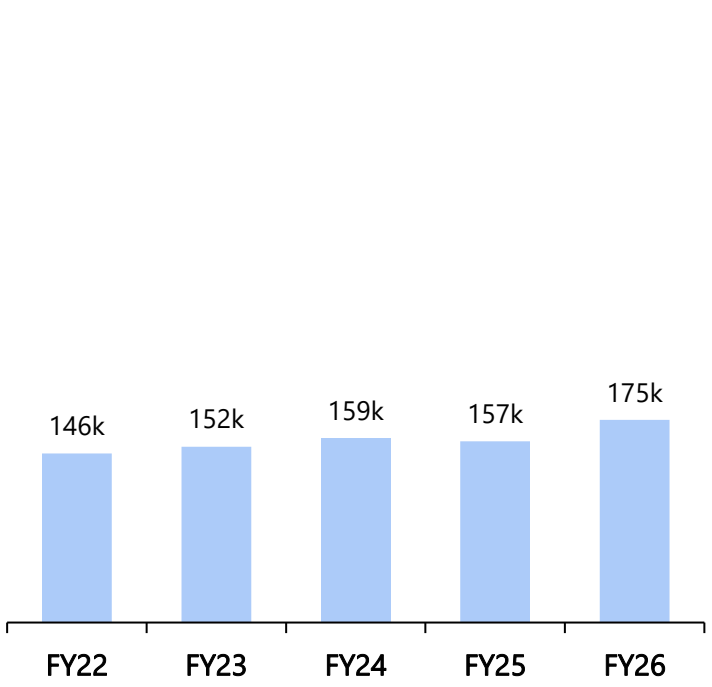


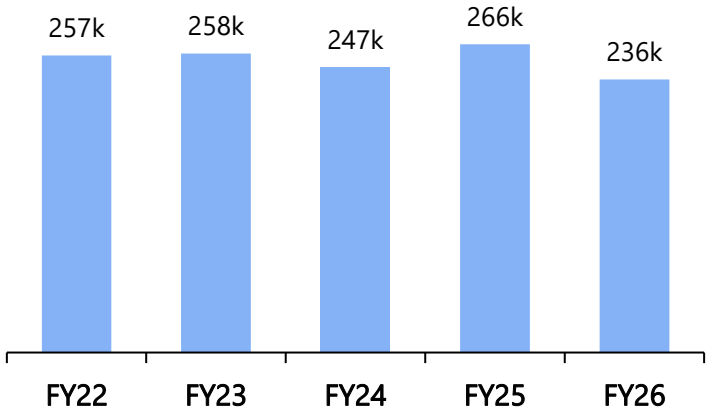
Volume Data – LCL Consolidation

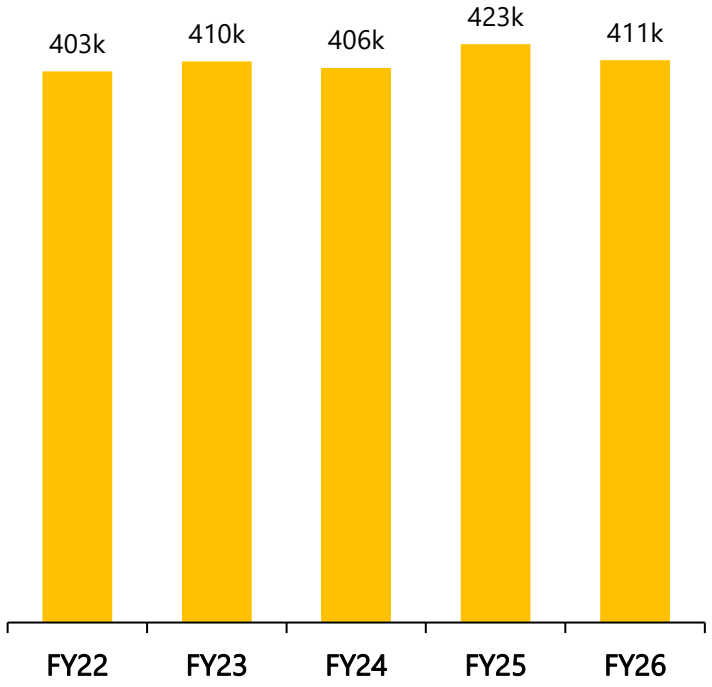
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In CBMs

IMPORT + **EXPORT** = **TOTAL**





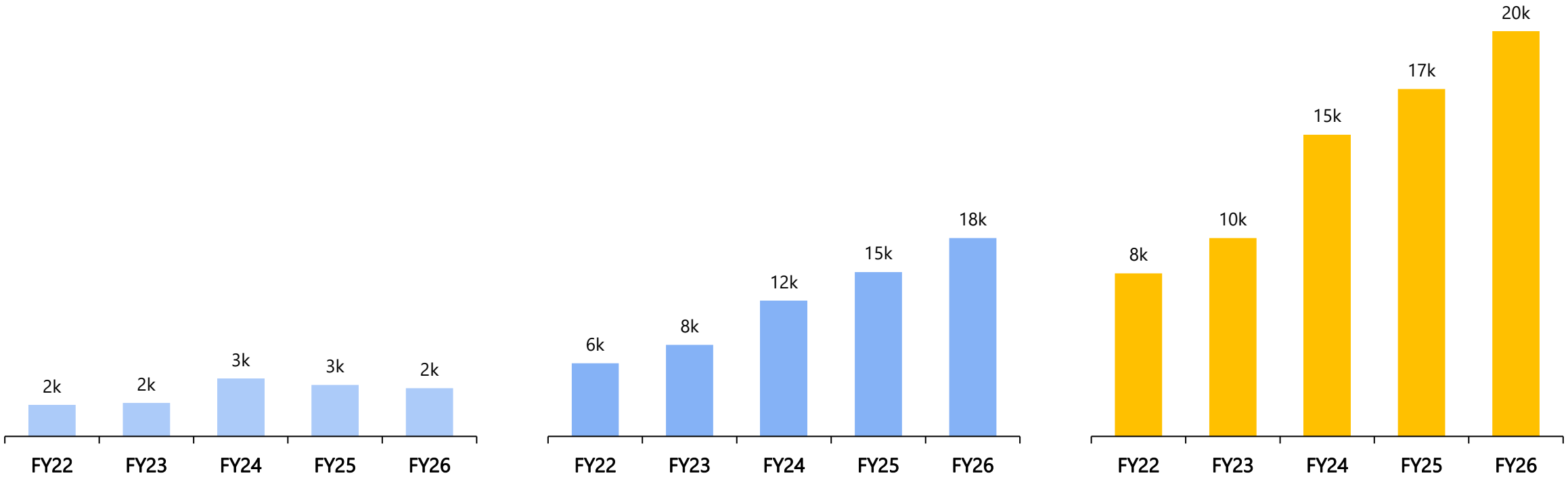


Volume Data – FCL Freight Forwarding

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In TEUs

IMPORT + EXPORT = TOTAL

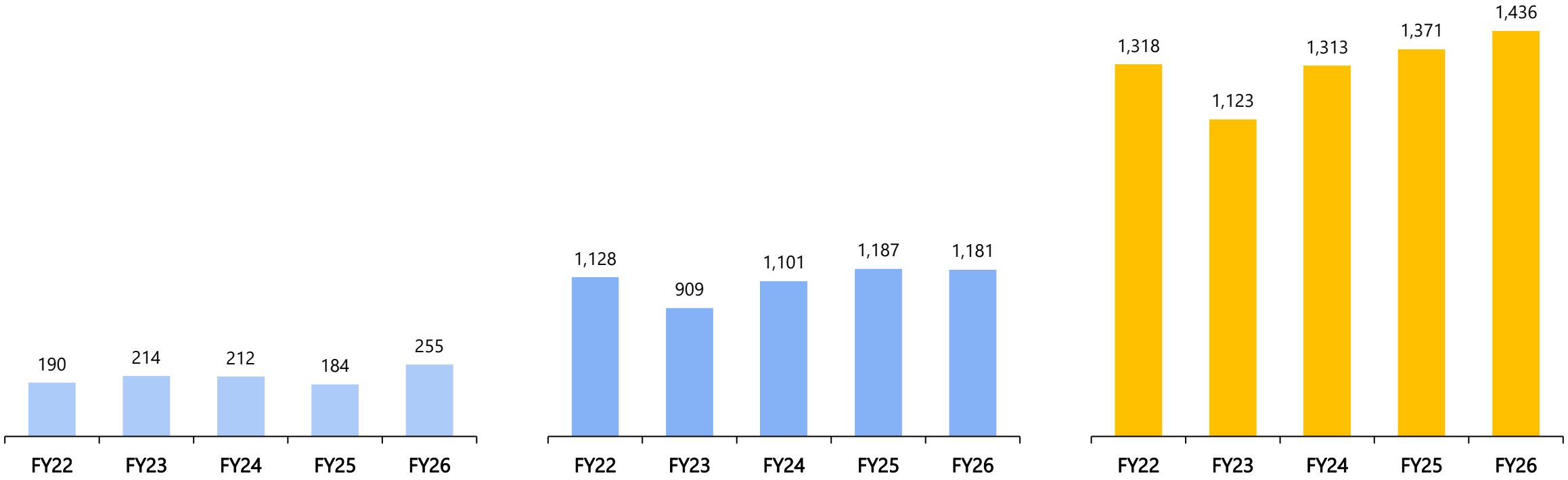


Volume Data – Air Freight

TOTAL™ TRANSPORT
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In Tons

IMPORT + EXPORT = TOTAL



TOTAL™ TRANSPORT
Keeping Promises Since 1994

THANK YOU!

Total Transport Systems Limited
CIN: L63090MH1995PLC091063

For more information, please contact:

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