

# TOTAL TRANSPORT SYSTEMS LIMITED

**Q4 & FY26**

INVESTOR PRESENTATION

**NSE: TOTAL**



OCEAN FREIGHT  
LCL & FCL SERVICES



INLAND TRANSPORT  
& PROJECT LOGISTICS



CONTRACT LOGISTICS  
& WAREHOUSING



CUSTOMS CLEARANCE  
& FREIGHT FORWARDING



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# Presentation Content

**1** | **Q4 & FY26 Financials**

**2** | **Company Profile**

**3** | **Growth Drivers**

**4** | **Events & Recognition**

**5** | **Historical Data**



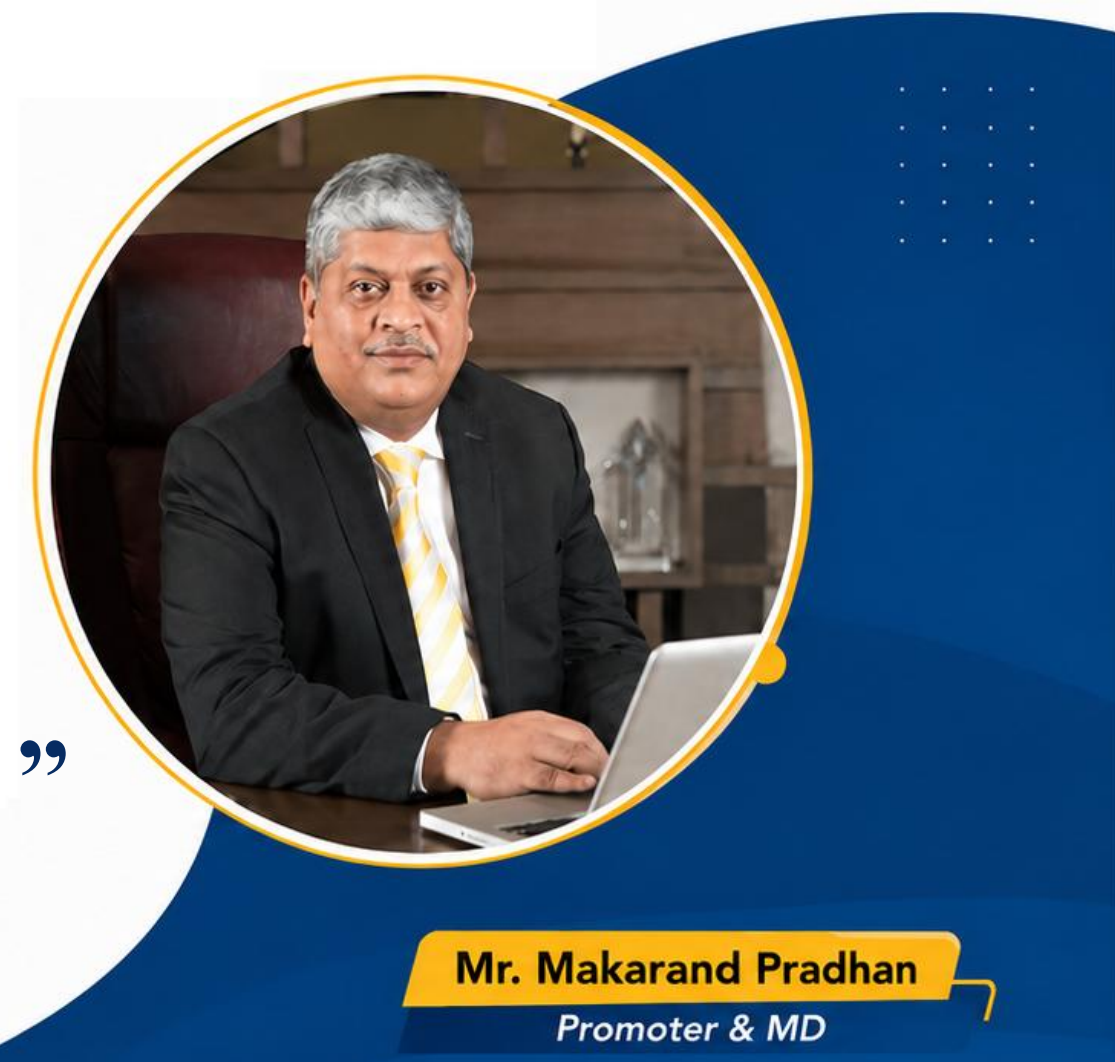


# Managing Director Message

“FY26 was marked by a challenging global trade environment, with cautious demand trends, geopolitical tensions, ongoing war-related disruptions, and fluctuating freight rates across logistics segments. Despite these conditions, the Company remained focused on disciplined execution, operational efficiency, and prudent financial management, with Revenue from Operations standing at ₹622 Cr during the year.

Our continued emphasis on operational optimization and efficient execution across multimodal logistics operations supported EBITDA growth of 11.9% YoY to ₹15 Cr. EBITDA margins improved by 40 bps to 2.4%, reflecting the Company’s focus on profitability enhancement and business efficiency. PAT for FY26 stood at ₹8 Cr, with PAT margins remaining stable at 1.3%. While Q4 FY26 witnessed relatively softer performance amid subdued trade activity and pricing pressure across certain freight segments, we continued to maintain operational stability and customer-focused execution across LCL, FCL, and air-freight operations.

Looking ahead, the long-term outlook for the logistics sector remains encouraging, supported by India’s infrastructure development, supply-chain diversification, and improving trade opportunities. With a prudent operating approach and improving efficiencies, the Company remains well positioned to capitalize on emerging opportunities and create sustainable long-term value for stakeholders.”



**Mr. Makarand Pradhan**  
Promoter & MD



Trust  
At the Core



Sustainable  
Growth



Enduring  
Relationships



Operational  
Excellence

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## Q4 & FY26 Financials

- ❖ Q4 FY26 Financial Performance
- ❖ FY26 Financial Performance
- ❖ Segment Performance
- ❖ Volume Overview

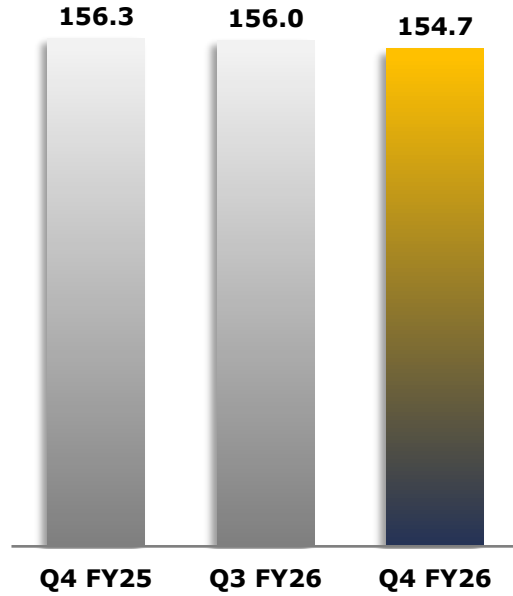




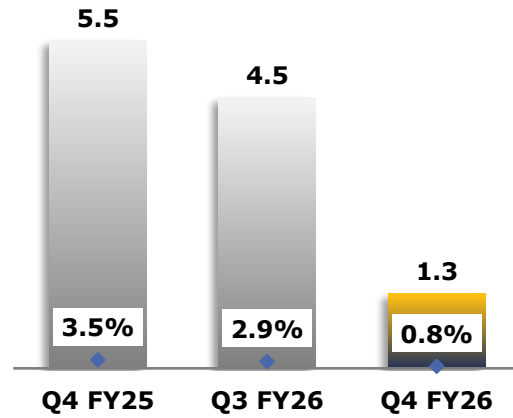
# Q4 FY26 Consolidated Financial Performance

₹ in Cr

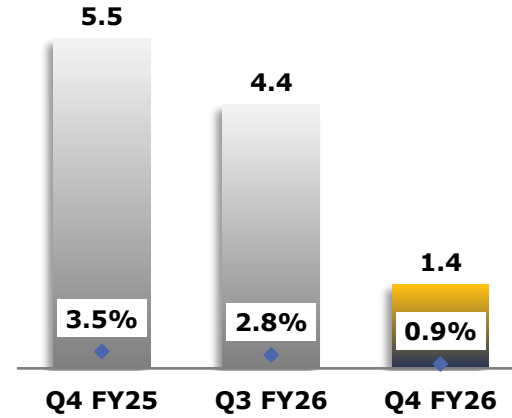
### Revenue



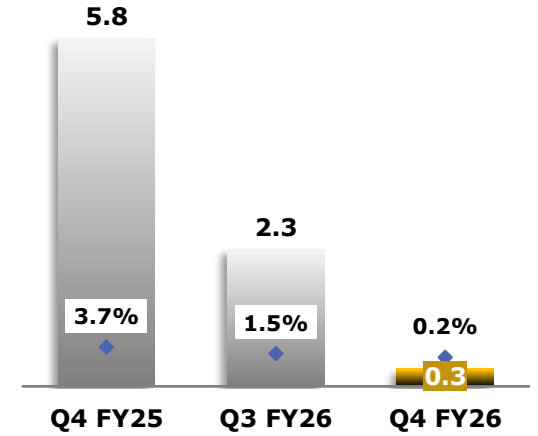
### EBITDA



### EBIT



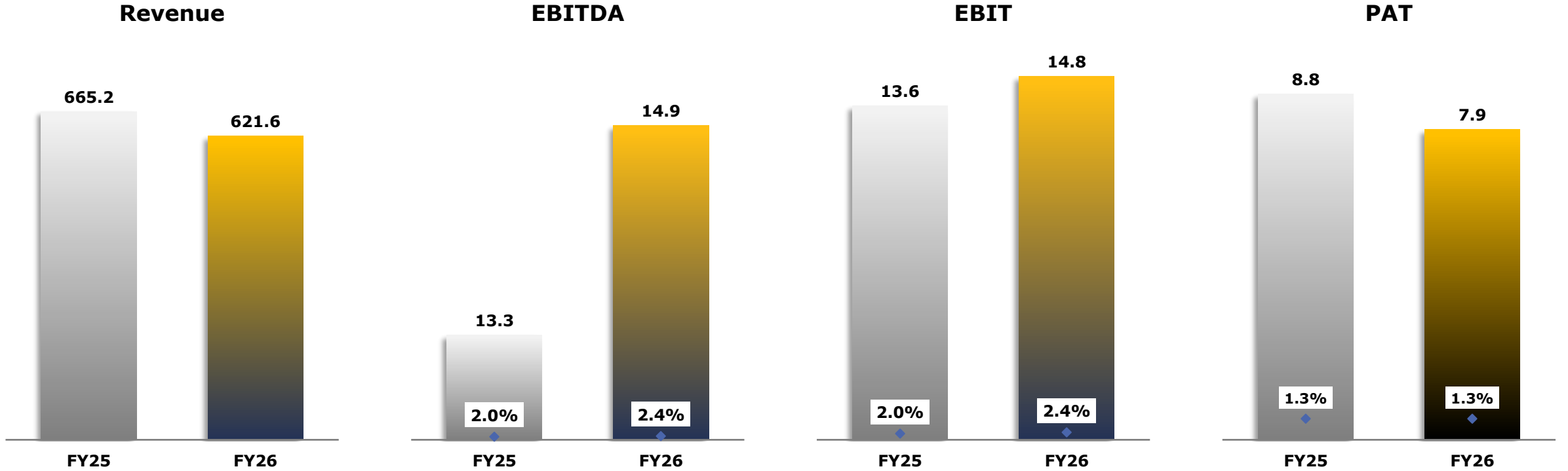
### PAT





# FY26 Consolidated Financial Performance

₹ in Cr

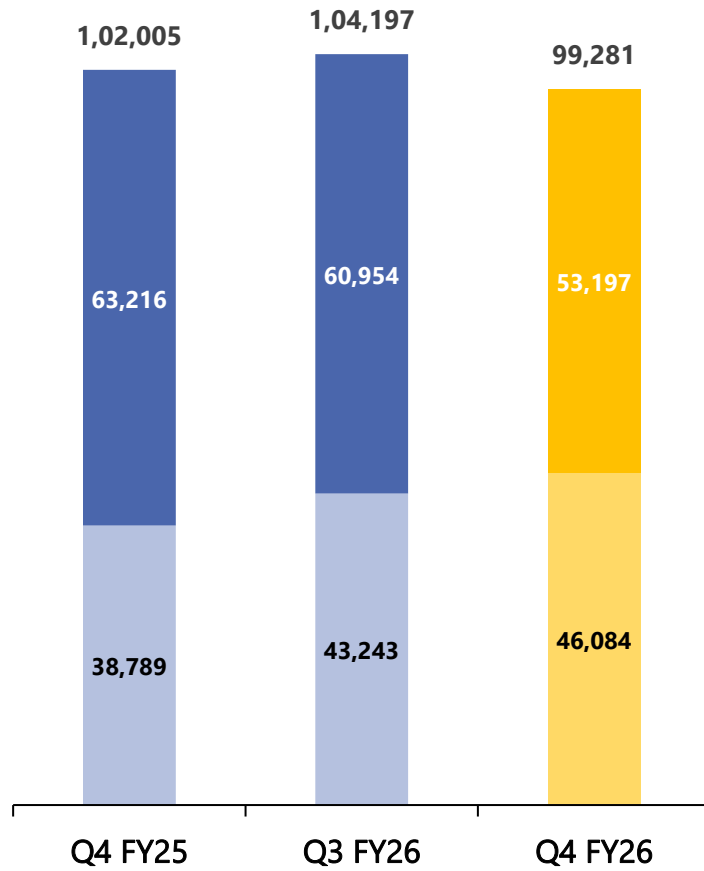




# Q4 FY26 Business Volume Overview

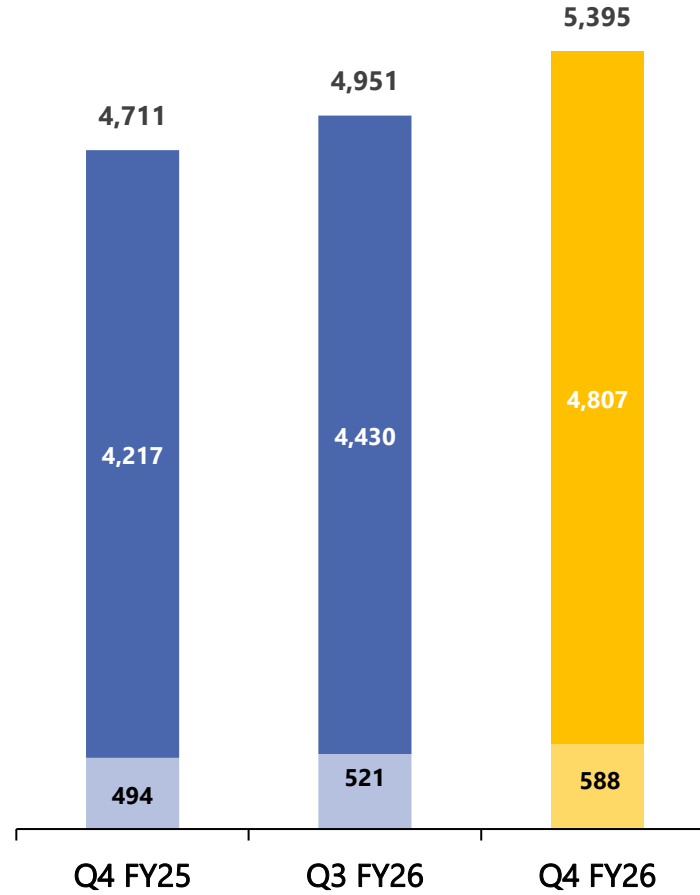
## LCL Consolidation (CBMs)

Import Export Total



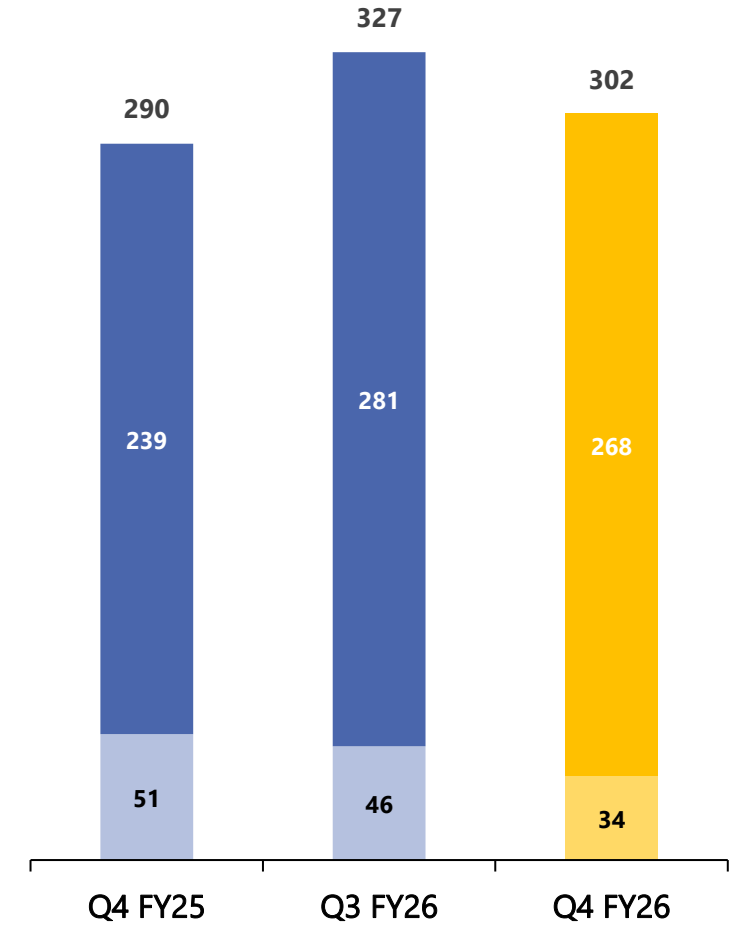
## FCL Freight Forwarding (TEUs)

Import Export Total



## Air Freight (Tons)

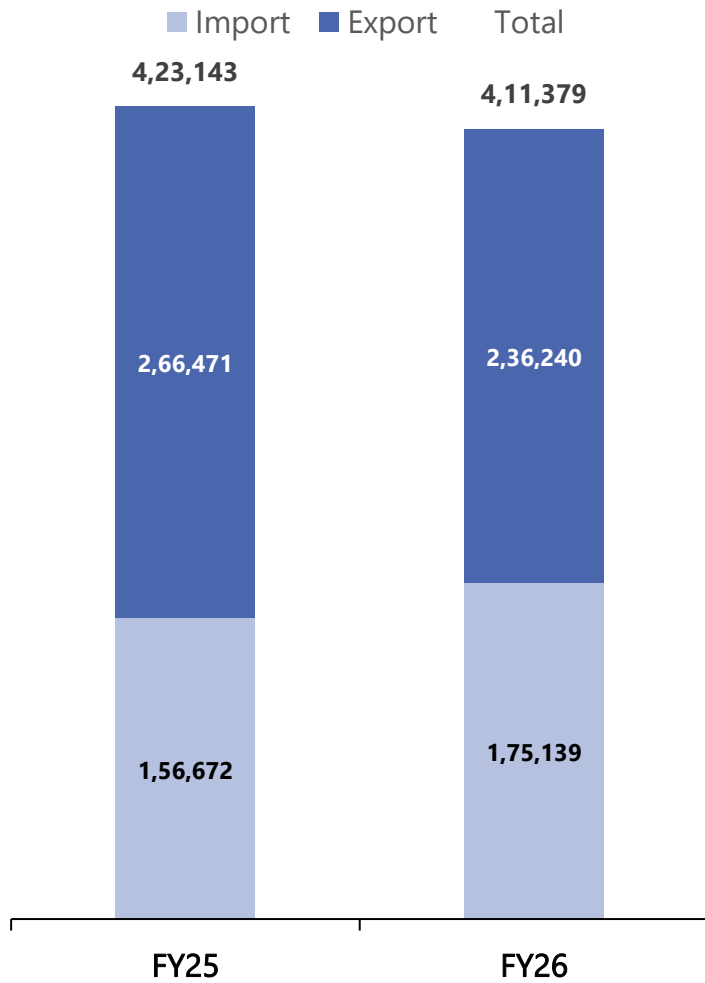
Import Export Total



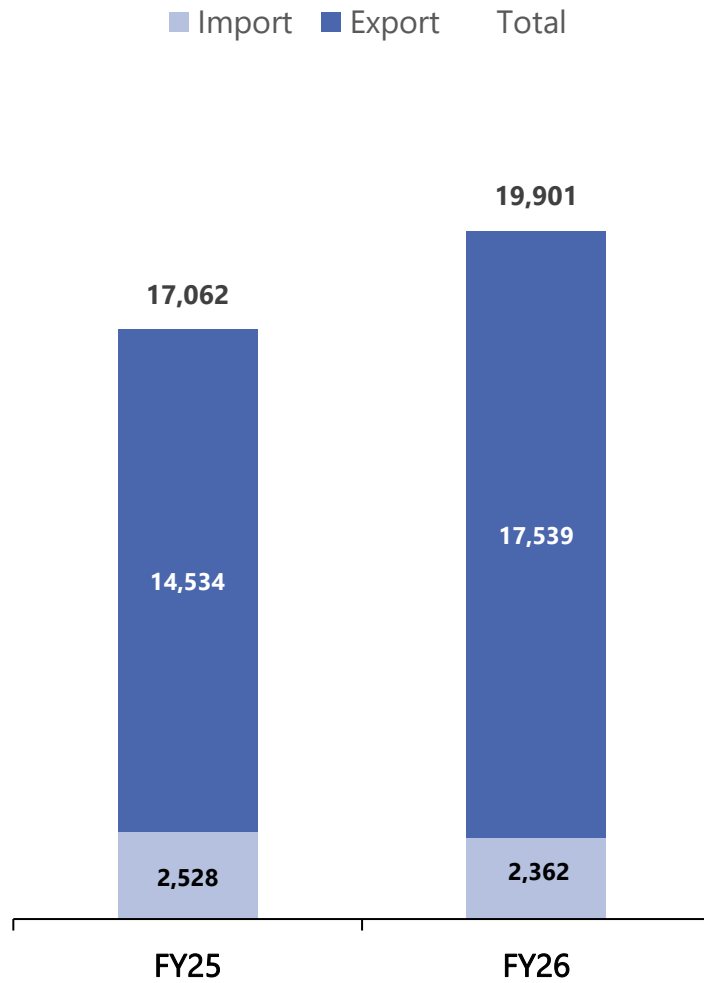


# FY26 Business Volume Overview

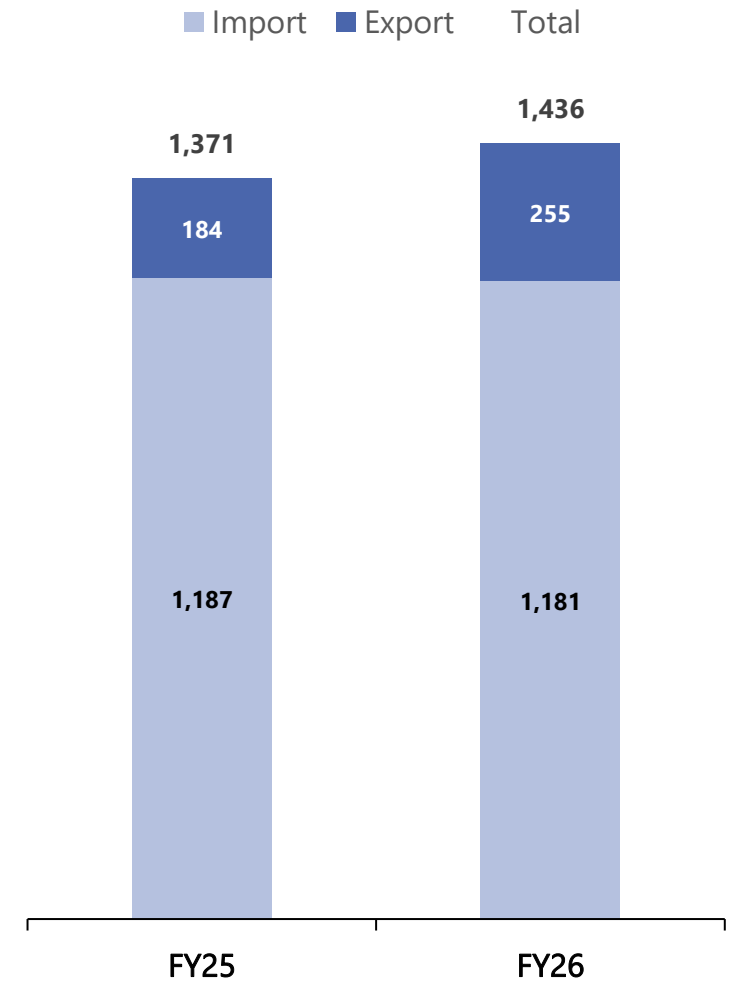
## LCL Consolidation (CBMs)



## FCL Freight Forwarding (TEUs)



## Air Freight (Tons)





# Consolidated Income Statement

Parameters (₹ in Cr)	Quarterly					Yearly		
	Q4 FY26	Q3 FY26	QoQ	Q4 FY25	YoY	FY26	FY25	YoY
<b>Revenue</b>	<b>154.7</b>	<b>156.0</b>	<b>(0.8%)</b>	<b>156.3</b>	<b>(1.0%)</b>	<b>621.6</b>	<b>665.2</b>	<b>(6.6%)</b>
Operating Expenses	133.8	130.2		132.4		525.9	575.4	
Employee Expenses	12.9	14.6		12.0		53.8	48.1	
Other Expenses	6.7	6.7		6.4		26.9	28.5	
<b>EBITDA</b>	<b>1.3</b>	<b>4.5</b>	<b>(72.3%)</b>	<b>5.5</b>	<b>(77.1%)</b>	<b>14.9</b>	<b>13.3</b>	<b>11.9%</b>
<b>EBITDA Margins</b>	<b>0.8%</b>	<b>2.9%</b>	<b>(209 bps)</b>	<b>3.5%</b>	<b>(350 bps)</b>	<b>2.4%</b>	<b>2.0%</b>	<b>40 bps</b>
Other Income	1.2	0.81		1.07		3.6	4.1	
Depreciation	1.1	1.0		1.1		3.9	4.0	
Finance Cost	1.0	1.0		1.2		4.0	3.9	
Associate share of Profit/Loss	0.0	0.0		0.1		0.2	0.2	
<b>PBT</b>	<b>0.4</b>	<b>3.40</b>	<b>(87.3%)</b>	<b>4.22</b>	<b>(89.8%)</b>	<b>10.8</b>	<b>9.7</b>	<b>(11.9%)</b>
Tax	0.1	1.10		(1.6)		2.9	0.8	
<b>PAT</b>	<b>0.3</b>	<b>2.3</b>	<b>(87.5%)</b>	<b>5.8</b>	<b>(95.1%)</b>	<b>7.9</b>	<b>8.8</b>	<b>(10.7%)</b>
<b>PAT Margins</b>	<b>0.2%</b>	<b>1.5%</b>	<b>(128 bps)</b>	<b>3.7%</b>	<b>(372 bps)</b>	<b>1.3%</b>	<b>1.3%</b>	<b>(6 bps)</b>

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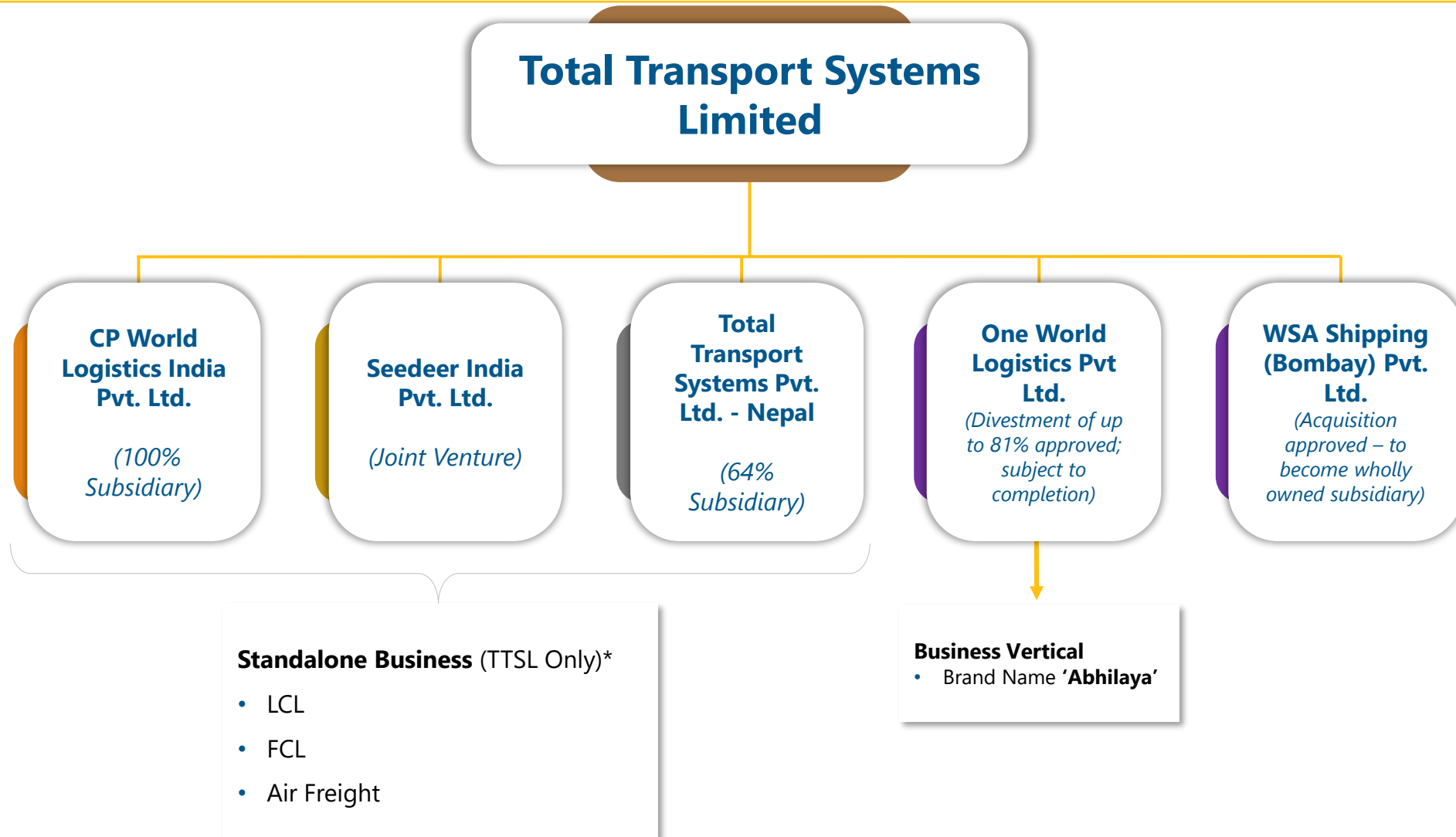
## Company Profile

- ❖ 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.



# Business Segment

## Multimodal Freight



## Last Mile Delivery

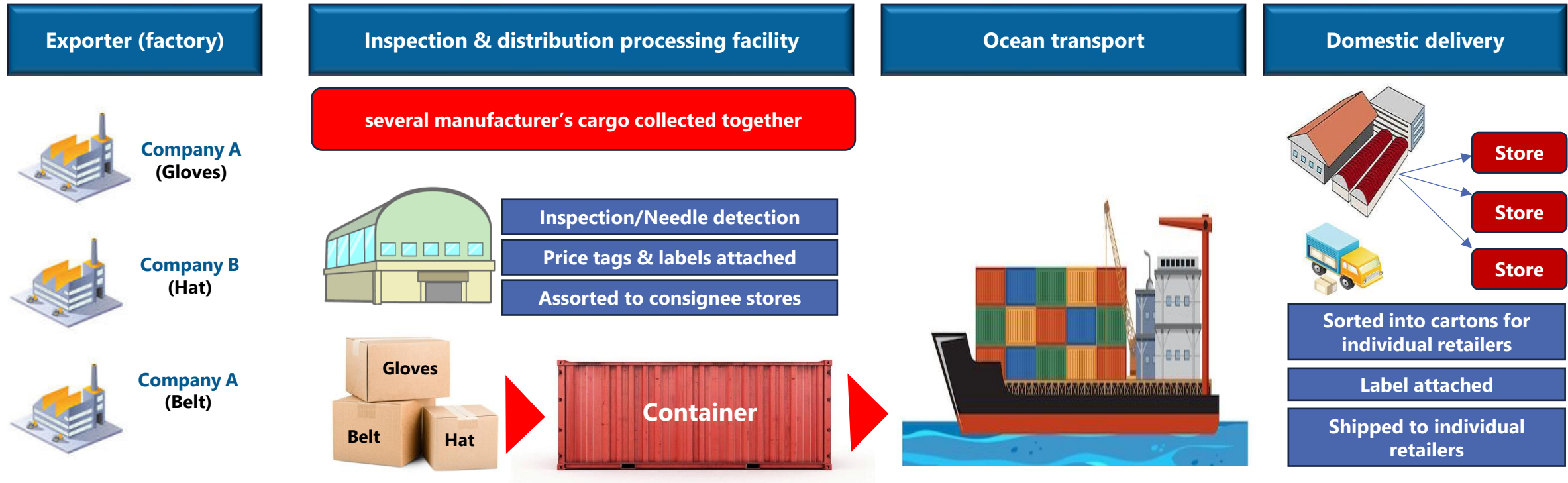


## Custom House Agent (CHA)





# 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*

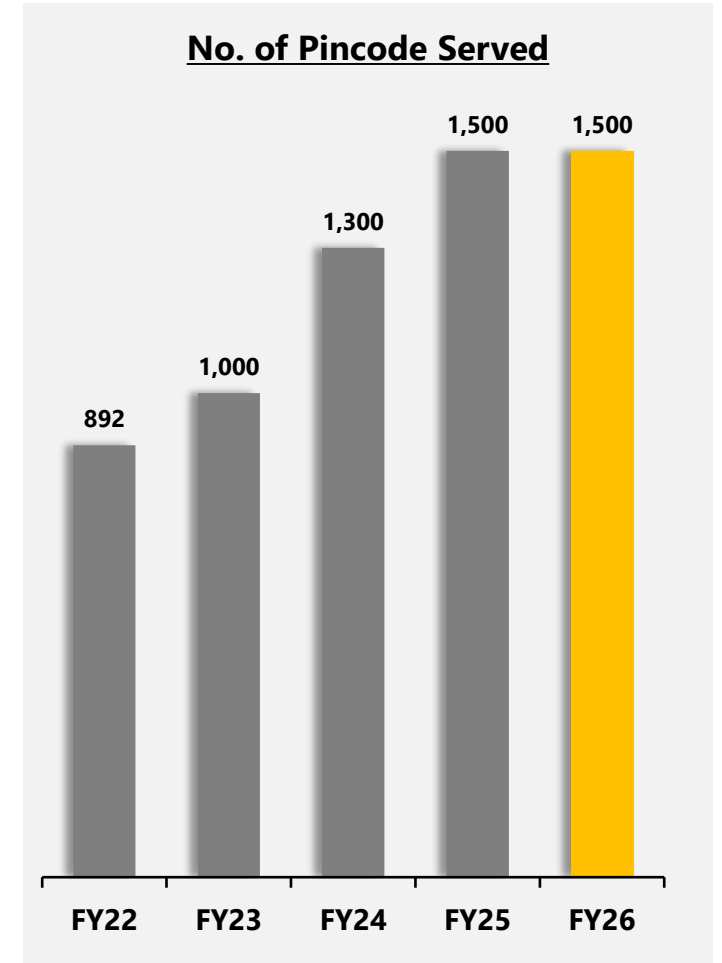
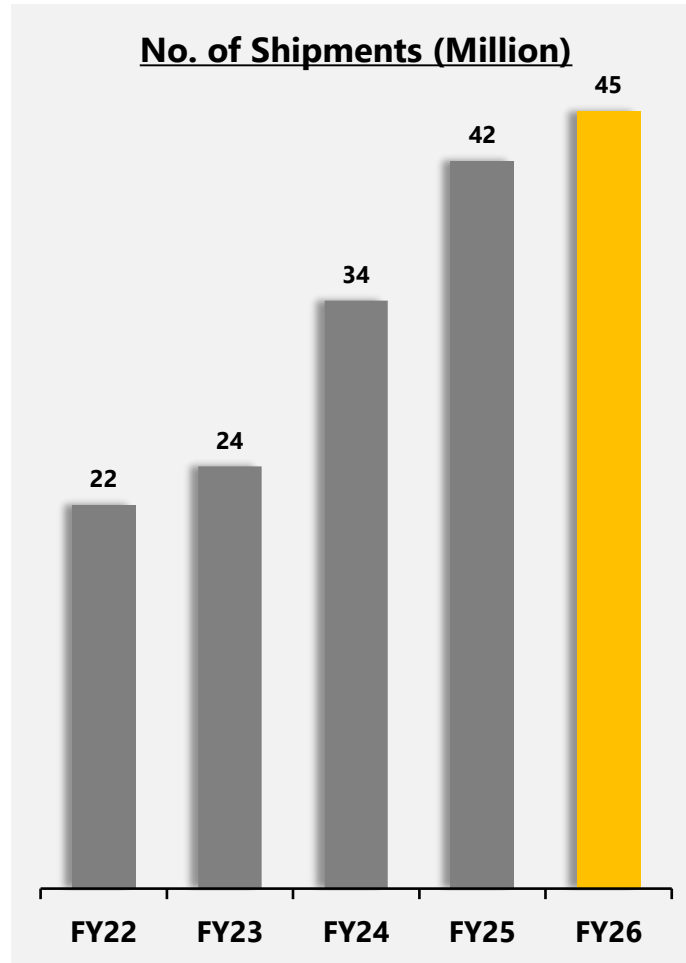
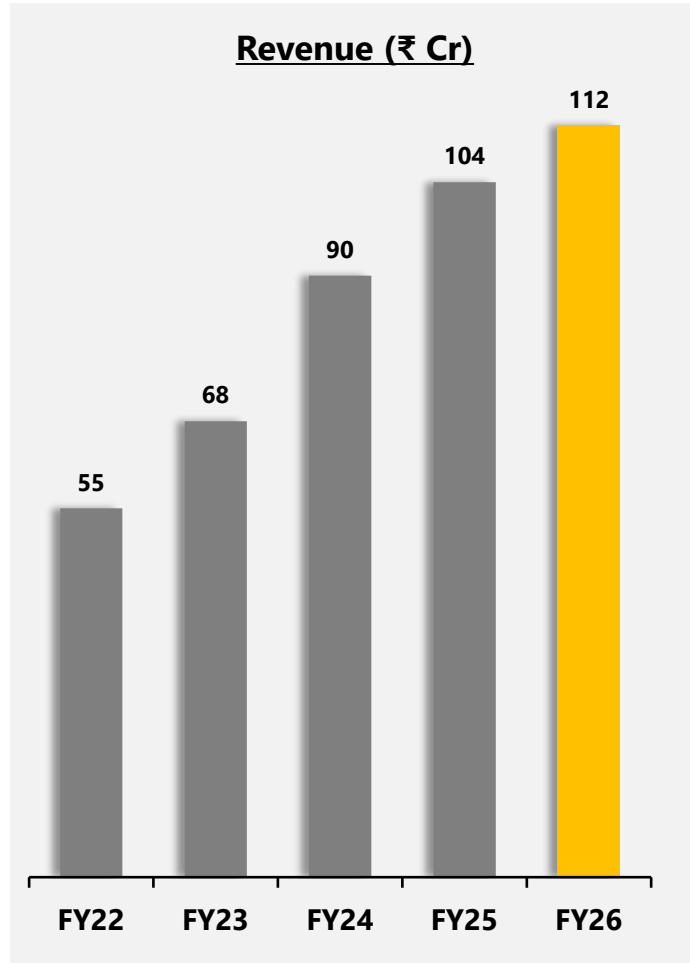
## Service Offerings

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



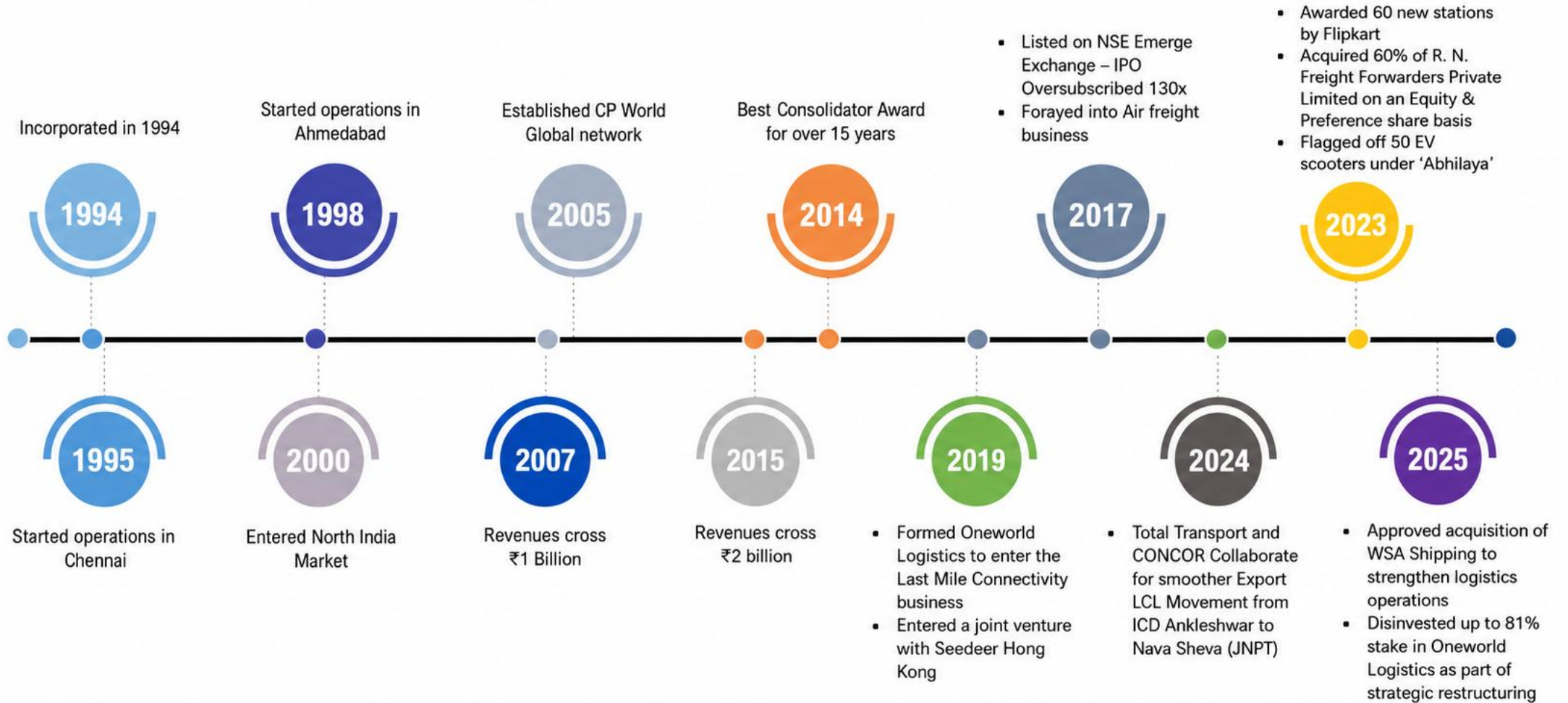


# Abhilaya Operational Highlights





# Milestones



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

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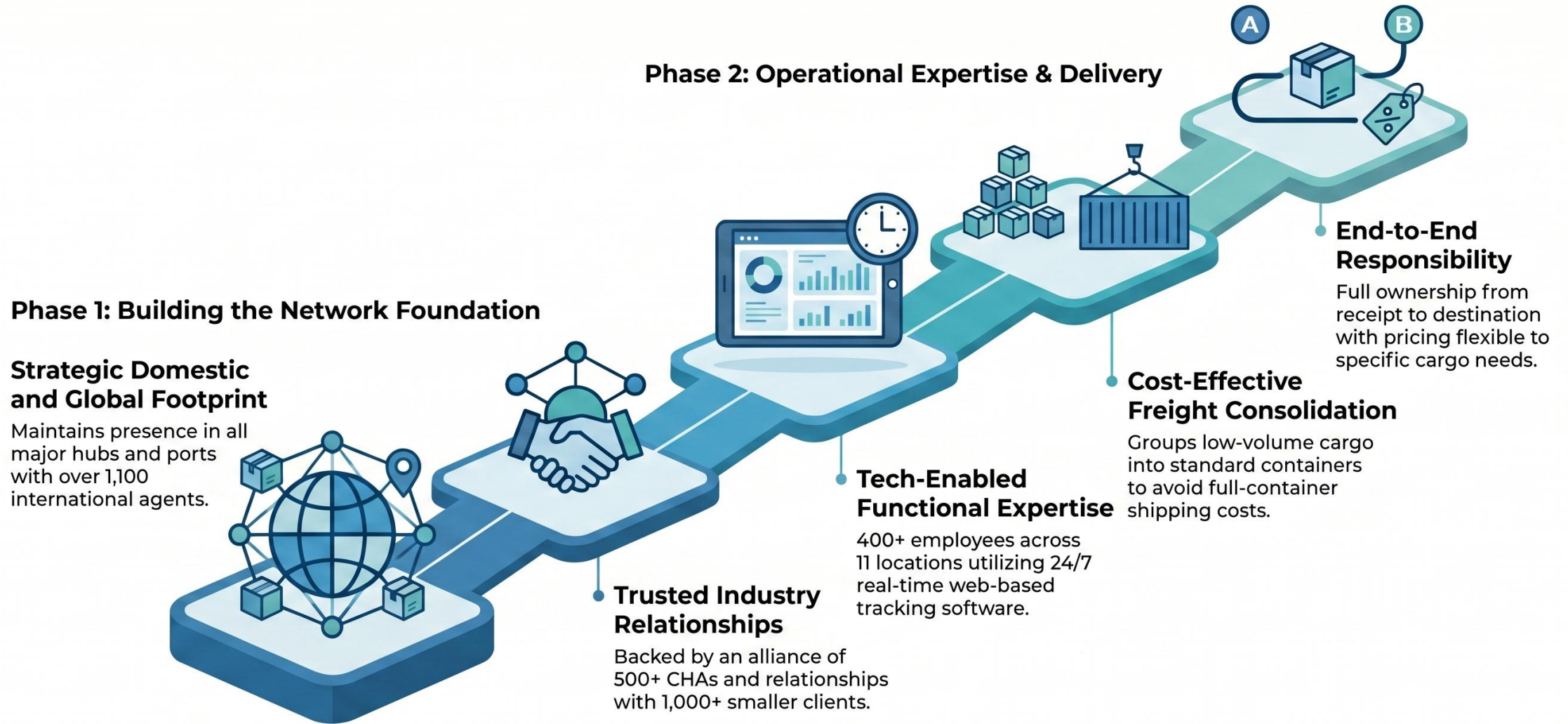
## Growth Drivers

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





# Drivers of Growth





# Marquee Clients





# Future Strategy



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## Leadership & Performance

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





# Promoters & Leadership Team



## **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 30 years
- ❖ 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



## **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 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



## **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



# Execution & Recognition

## Awards



**LCL Consolidator of the Year**  
– Exim Star Awards 2025



**LCL Consolidator**  
– 12<sup>th</sup> Samudra Manthan Awards

## Execution Milestones



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



## Execution Milestones



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

**Project Cargo Execution (3,500 CBMs)**



**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

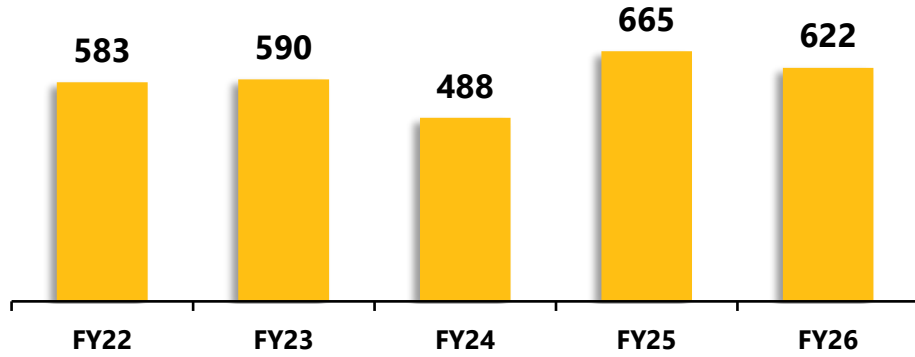




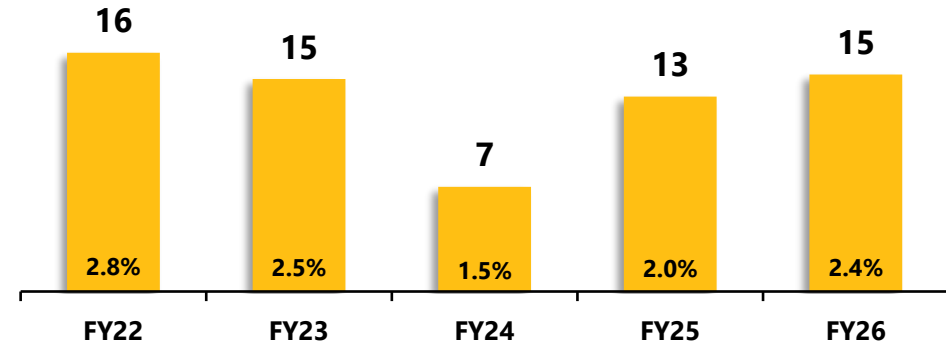
# Consolidated Financials Data

(₹ in Cr)

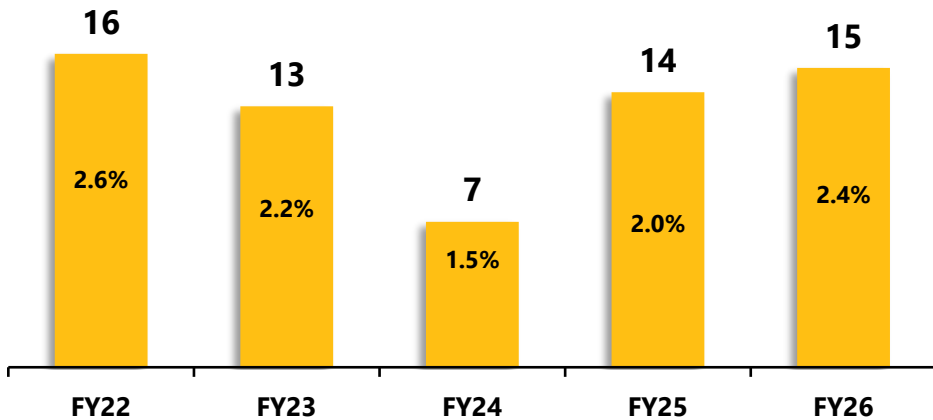
## Revenue



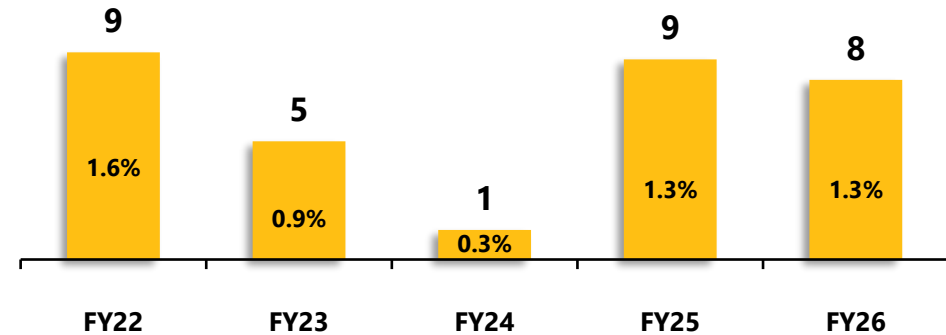
## EBITDA & Margins



## EBIT & Margins



## PAT & Margins





# Volume Data – LCL Consolidation

In CBMs

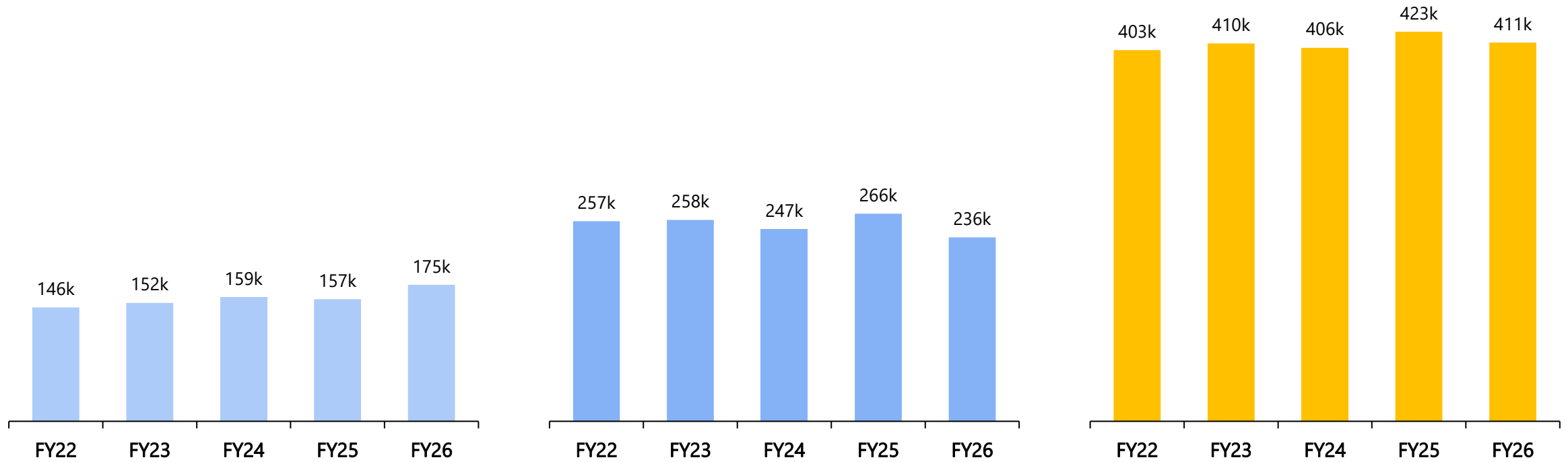
IMPORT



EXPORT



TOTAL





# Volume Data – FCL Freight Forwarding

In TEUs

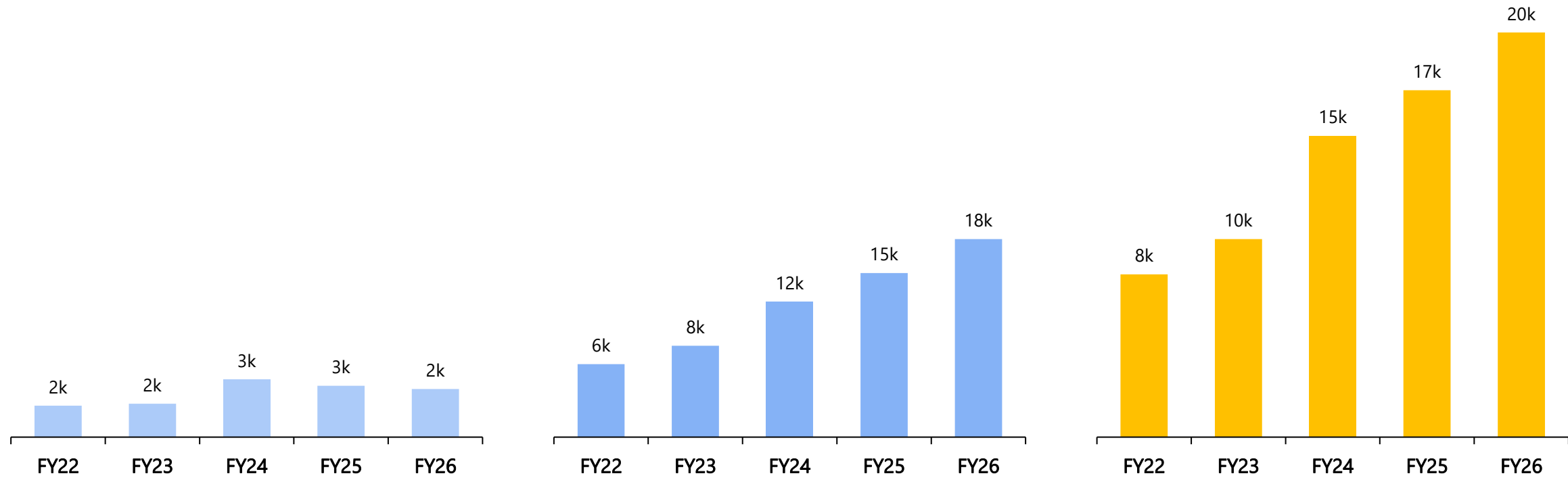
IMPORT



EXPORT



TOTAL





# Volume Data – Air Freight

In Tons

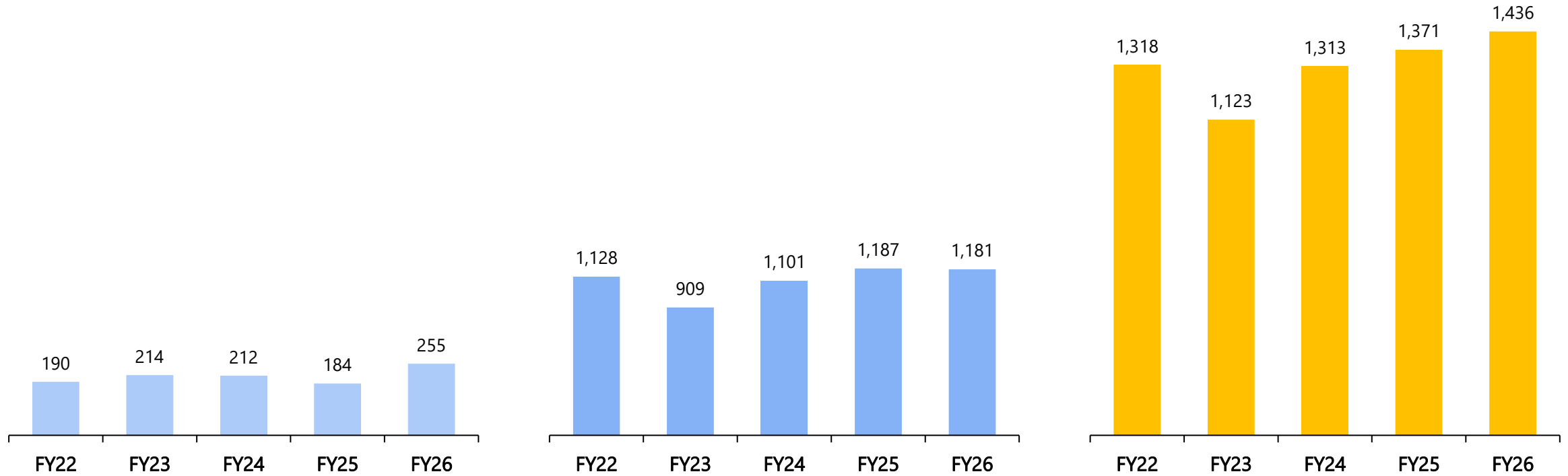
IMPORT

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TOTAL





# THANK YOU!

**Total Transport Systems Limited**  
CIN: L63090MH1995PLC091063

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