

13<sup>th</sup> February 2026

To,  
BSE Ltd.,  
P J Tower, Dalal Street,  
Mumbai 400001.

To,  
National Stock Exchange of India Limited  
Exchange Plaza, Bandra-Kurla Complex,  
Bandra (E), Mumbai 400051

**Subject: Disclosure under Regulation 30 of SEBI (LODR) Regulations, 2015.**

Dear Sir,

Pursuant to Regulation 30 of SEBI (LODR) Regulations, 2015 and all the other applicable provisions thereto, please find attached Investor Presentation for the period ended 31<sup>st</sup> December 2025.

Kindly take on record the above.

Thanking You

**For Tiger Logistics (India) Limited**

**Vishal Saurav**  
**Company Secretary & Compliance Officer**



# **TIGER LOGISTICS (INDIA) LIMITED**

**Q3 & 9M FY26**  
**INVESTOR PRESENTATION**



**NSE: TIGERLOGS**  
**BSE: 536264**

This presentation and the accompanying slides (the "Presentation"), which have been prepared by Tiger Logistics (India) Limited (the "Company"), is solely for information purposes and does not constitute an offer, recommendation, or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except utilising a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data that the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on the truth, accuracy, completeness, fairness, and reasonableness of the contents of this Presentation. This Presentation may not be all-inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties, and assumptions that are difficult to predict. These risks and uncertainties include but are not limited to, the performance of the Indian economy and the economies of various international markets, the performance of the industry in India and worldwide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company, and the Company is not responsible for such third-party statements and projections.

# PRESENTATION CONTENT

**1 Q3 & 9M FY26 Financials**

---

**2 Operational Overview**

---

**3 Growth Strategy**

---

**4 Corporate Profile**

---

**5 Historical Data**

---



**Commenting on the results, Mr. Harpreet Singh Malhotra, Chairman & MD of Tiger Logistics (India) Limited, said,**

*"In Q3 FY26, we delivered revenue of ₹13,902 lakhs, EBITDA of ₹757 lakhs with a margin of 5.4%, and PAT of ₹594 lakhs with a margin of 4.3%. The performance reflects resilient demand, with TEU volumes growing 52% year-over-year, even as freight realisations across the air cargo segments remained competitive. Importantly, revenue trends were rate-driven rather than volume-driven, demonstrating strong underlying growth.*

*Despite near-term pressure, our nine-month EBITDA margin improved to 6.0% from 5.6% last year, underscoring our focus on cost discipline and operational efficiency. Finance costs were modestly higher due to increased working capital utilization to support growing volumes, which we continue to manage prudently.*

*Looking ahead, we remain confident in our long-term prospects. Structural improvements in India's logistics ecosystem, combined with our asset-light model and diversified trade portfolio, position us well to navigate market dynamics and deliver sustainable, profitable growth. We remain committed to creating long-term value for our shareholders while strengthening our business fundamentals and scaling efficiently."*



The journey has just begun

# Q3 & 9M FY26 Financials



## 1 Q3 & 9M FY26 Financials

- ◆ Q3 FY26 Financial Performance
- ◆ 9M FY26 Financial Performance
- ◆ Volume Performance
- ◆ Income Statement
- ◆ Balance Sheet Statement

## Revenue

₹13,902 Lakhs

## EBITDA

₹757 Lakhs

## EBITDA Margin

5.4%

## EBIT

₹929 Lakhs

## EBIT Margin

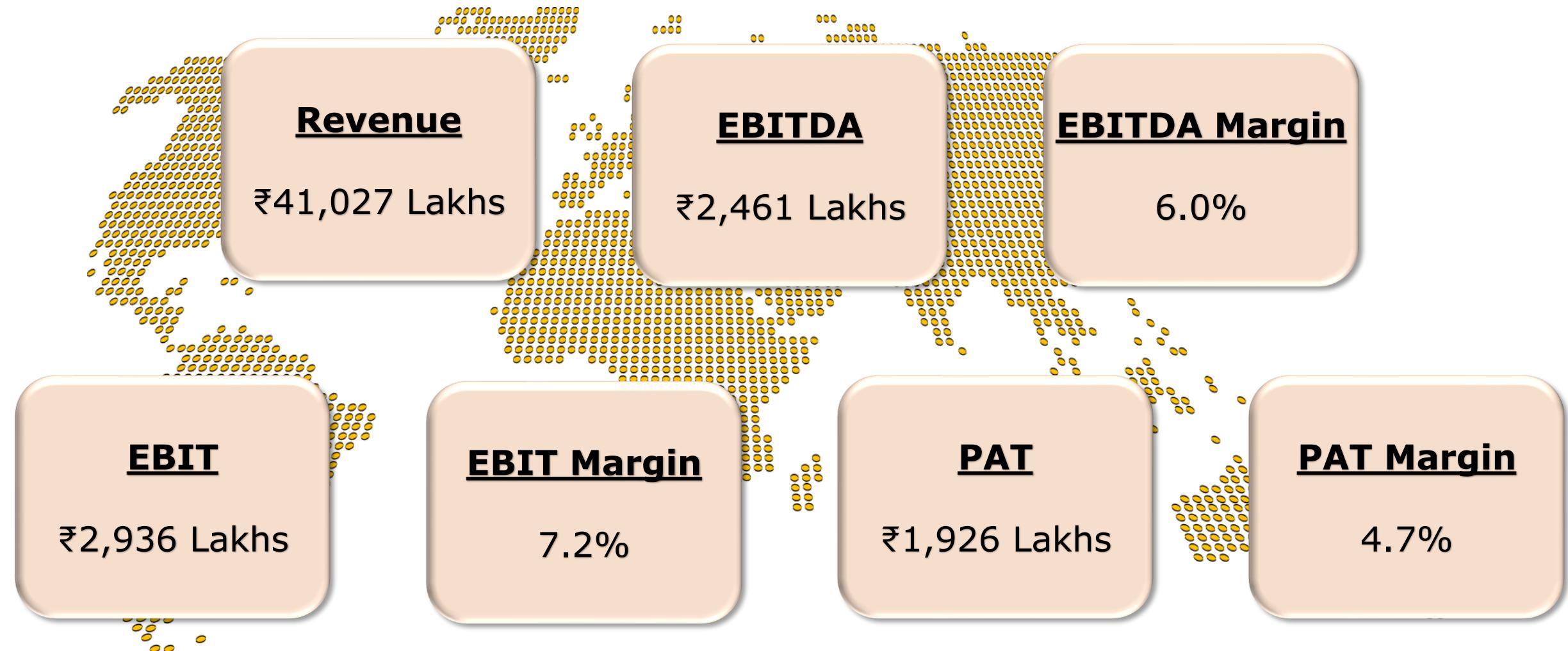
6.7%

## PAT

₹594 Lakhs

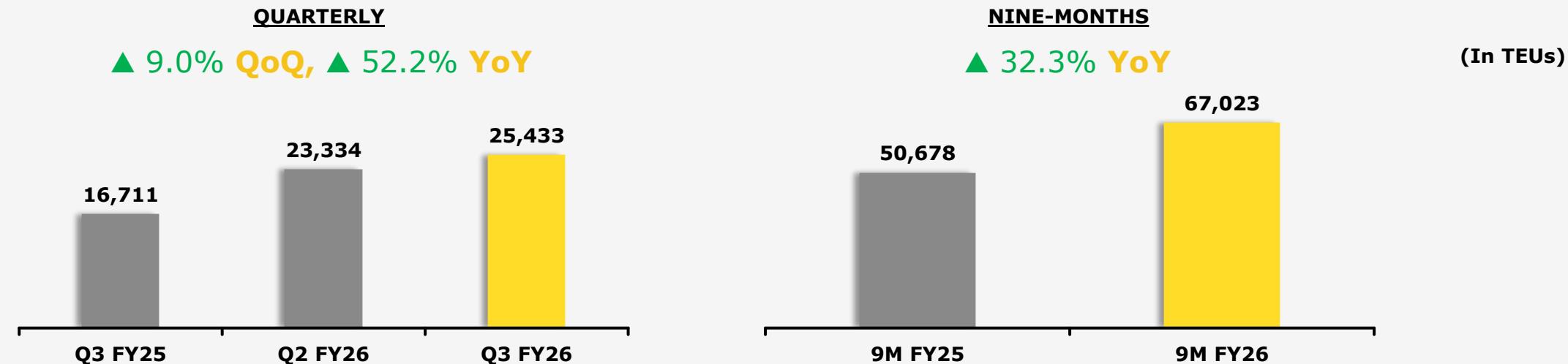
## PAT Margin

4.3%

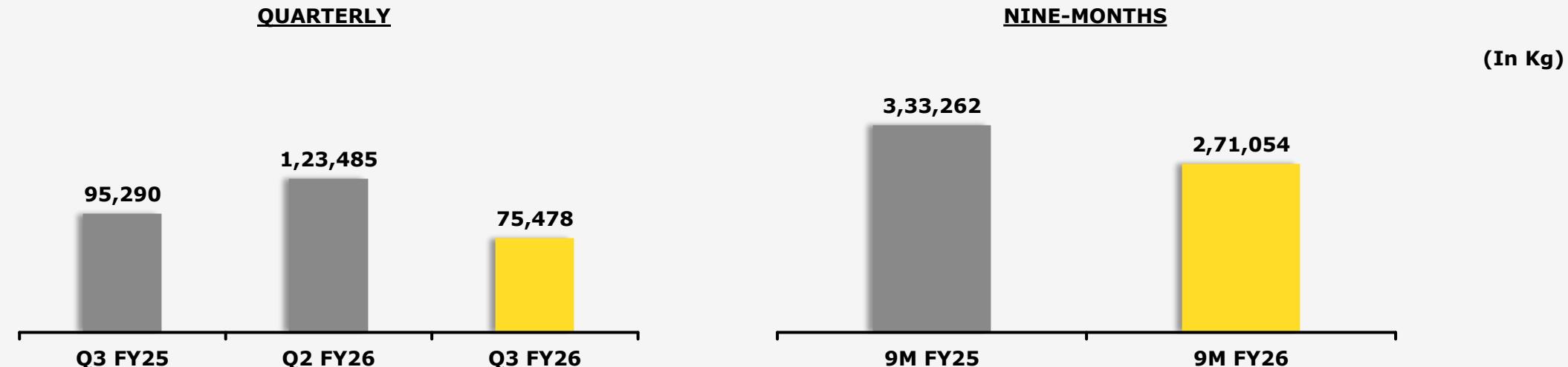


# Volume Performance

TEU's Volume



Air Transport



# Income Statement

₹ in Lakhs

Parameters	Quarterly					Nine-Months			Yearly
	Q3 FY26	Q2 FY26	QoQ	Q3 FY25	YoY	9M FY26	9M FY25	YoY	FY25
<b>Revenue</b>	<b>13,902.5</b>	<b>16,873.1</b>	(17.6%)	<b>16,046.6</b>	(13.4%)	<b>41,027.4</b>	<b>42,180.0</b>	(2.7%)	<b>53,630.5</b>
Operating Expenses	12,288.9	14,946.2		14,327.4		36,169.2	37,947.7		47,955.6
Employee Expenses	573.8	508.5		465.8		1,579.2	1,256.8		1,703.3
Other Expenses	282.5	304.6		275.0		818.4	600.8		877.2
<b>EBITDA</b>	<b>757.3</b>	<b>1,113.8</b>	(32.0%)	<b>978.4</b>	(22.6%)	<b>2,460.6</b>	<b>2,374.8</b>	3.6%	<b>3,094.3</b>
<b>EBITDA Margins</b>	<b>5.4%</b>	<b>6.6%</b>	(115 bps)	<b>6.1%</b>	(294 bps)	<b>6.0%</b>	<b>5.6%</b>	(25 bps)	<b>5.8%</b>
Other Income	195.8	202.2		266.2		545.0	649.0		883.6
Depreciation	24.3	23.5		21.3		70.0	63.0		84.7
<b>EBIT</b>	<b>928.8</b>	<b>1,292.5</b>	(28.1%)	<b>1,223.3</b>	(24.1%)	<b>2,935.6</b>	<b>2,960.8</b>	(0.9%)	<b>3,893.3</b>
<b>EBIT Margins</b>	<b>6.7%</b>	<b>7.7%</b>	(98 bps)	<b>7.6%</b>	(346 bps)	<b>7.2%</b>	<b>7.0%</b>	(153 bps)	<b>7.3%</b>
Finance Cost	147.2	94.8		95.3		326.5	198.7		284.1
<b>PBT</b>	<b>781.6</b>	<b>1,197.7</b>	(34.7%)	<b>1,128.0</b>	(30.7%)	<b>2,609.1</b>	<b>2,762.1</b>	(5.5%)	<b>3,609.2</b>
Tax	187.8	335.8		285.7		682.8	703.6		907.0
<b>PAT</b>	<b>593.8</b>	<b>861.9</b>	(31.1%)	<b>842.3</b>	(29.5%)	<b>1,926.4</b>	<b>2,058.5</b>	(6.4%)	<b>2,702.2</b>
<b>PAT Margins</b>	<b>4.3%</b>	<b>5.1%</b>	(84 bps)	<b>5.2%</b>	(0 bps)	<b>4.7%</b>	<b>4.9%</b>	(19 bps)	<b>5.0%</b>

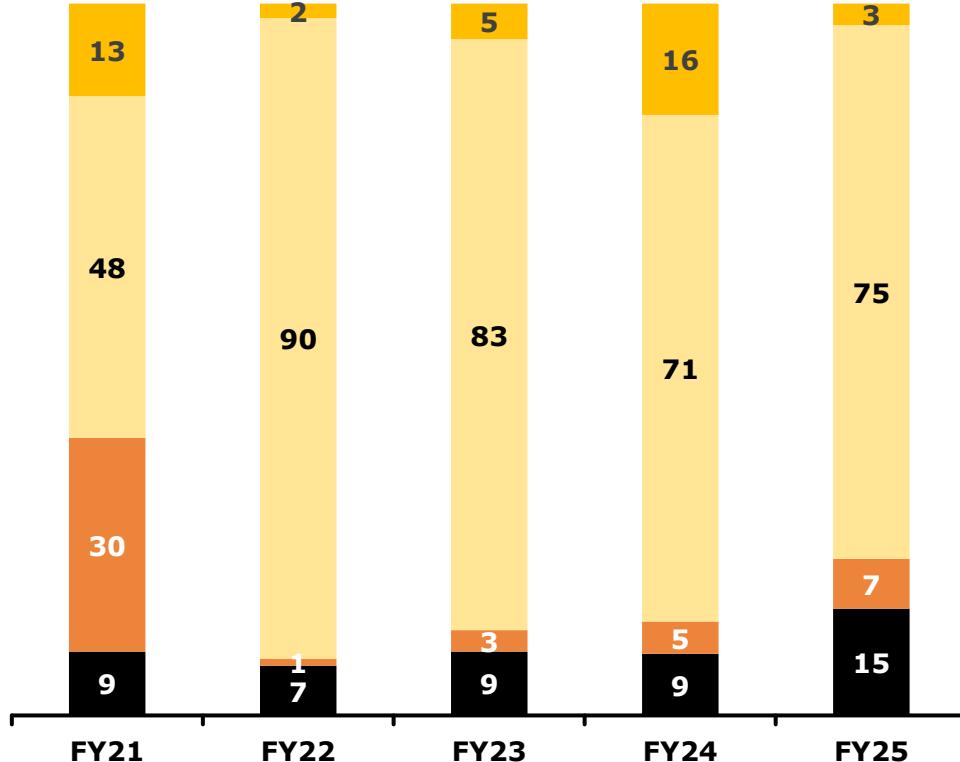
# Operational Overview

## 2 Operational Overview

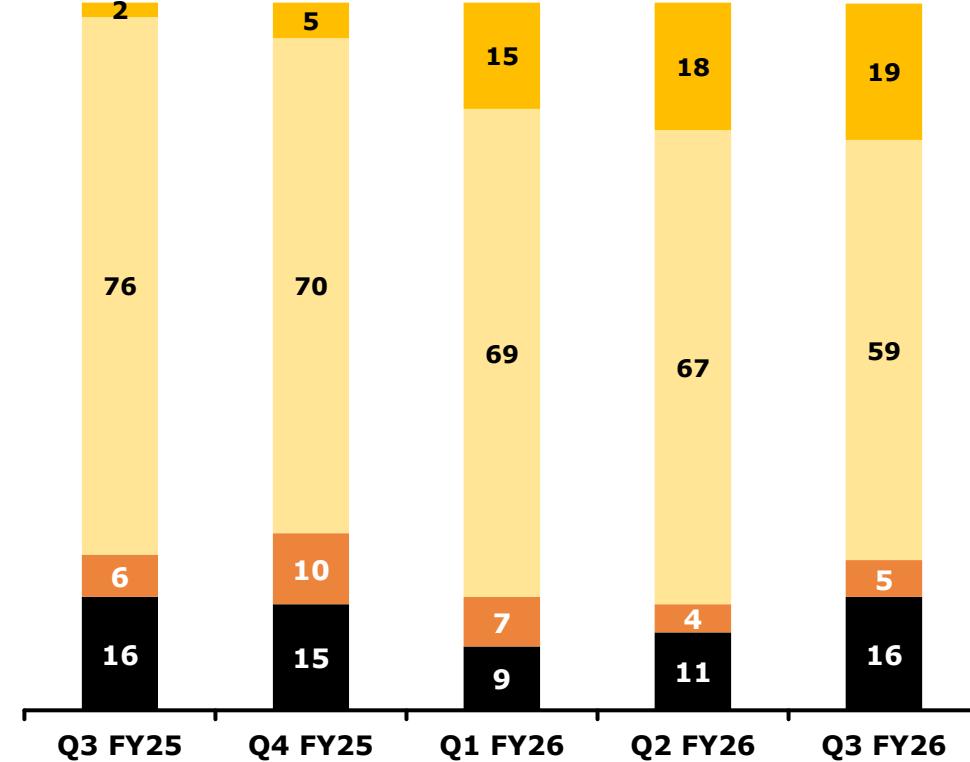
- ◆ Industry Wise Revenue Composition
- ◆ Top 5 Customer Revenue Composition
- ◆ Segment Wise Revenue Composition
- ◆ Working Capital Limit & Fixed Assets

# Industry Wise Revenue Composition

## Yearly Revenue Composition (%)

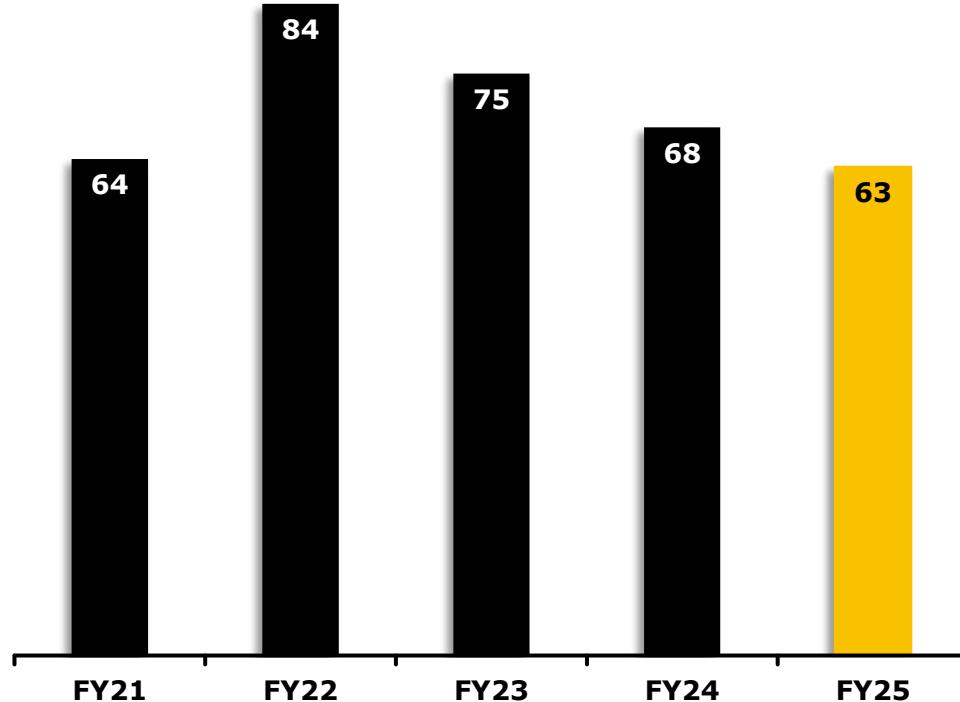


## Quarterly Revenue Composition (%)

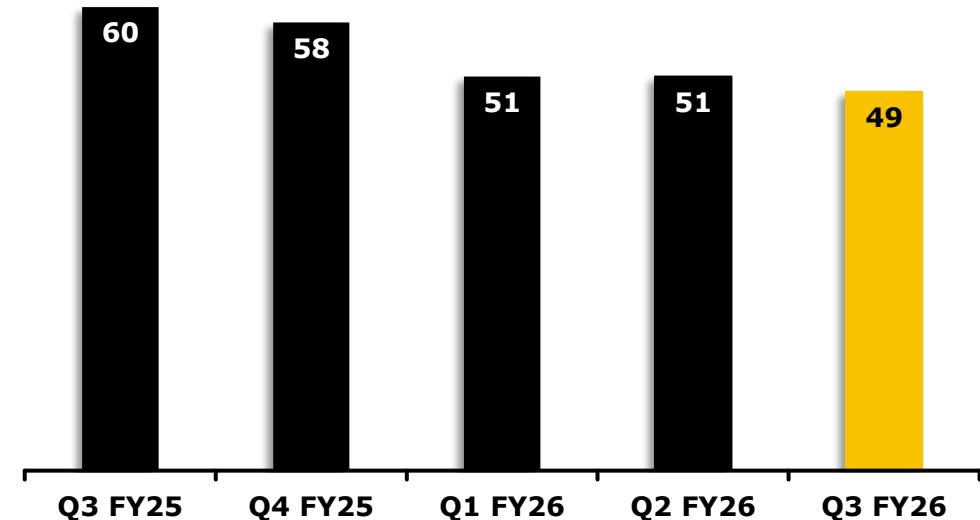


# Top 5 Customer Revenue Composition

## Yearly Revenue Composition (%)

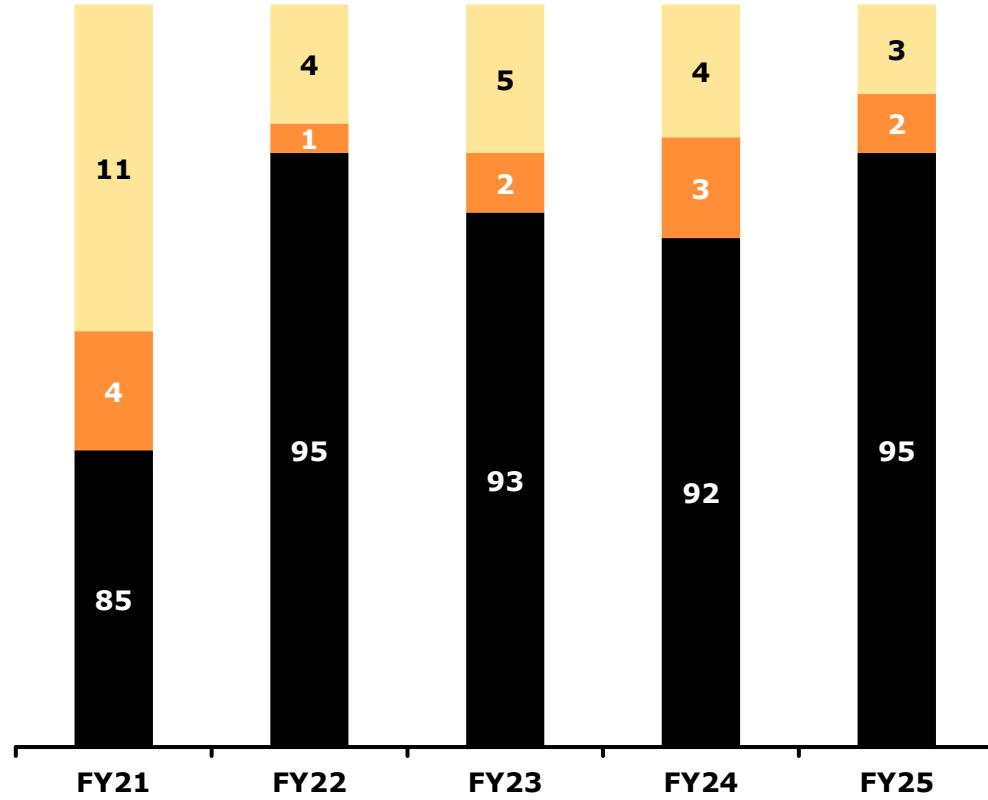


## Quarterly Revenue Composition (%)

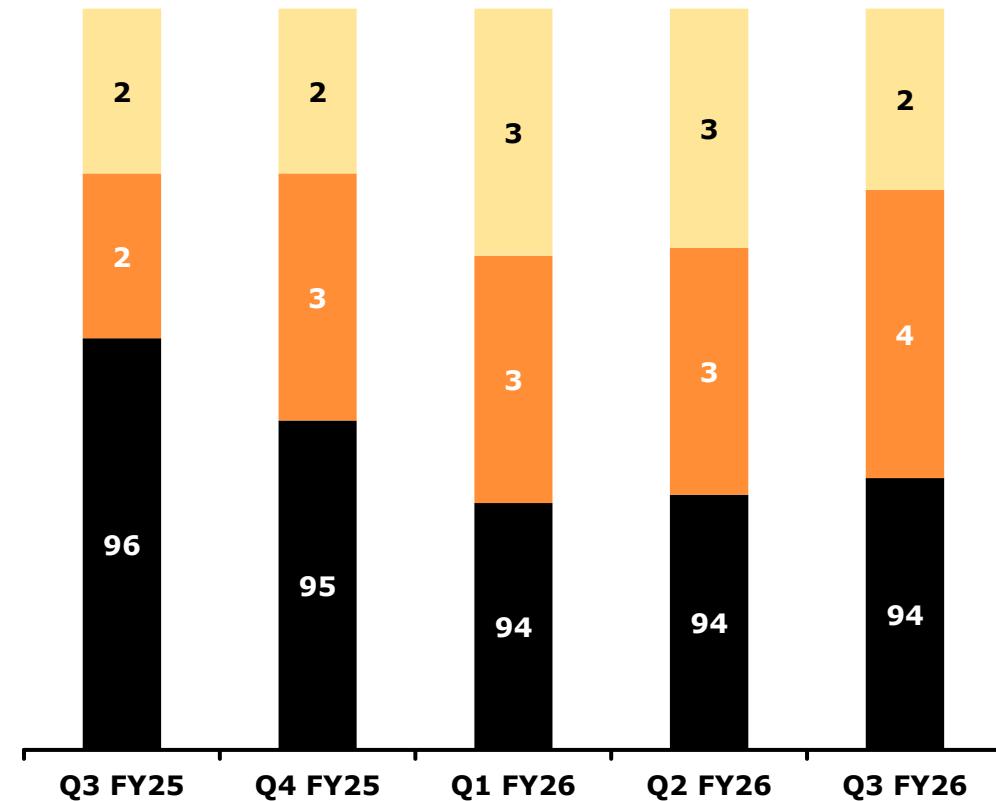


# Segment Wise Revenue Composition

## Yearly Revenue Composition (%)



## Quarterly Revenue Composition (%)



# Working Capital Limit & Fixed Assets

(₹ in Cr)

Sanctioned Working Capital Limit (Fund-based) as of 31 <sup>st</sup> December 2025				
Financial Year	SBI	IDBI	ICICI	Kotak
<b>FY21</b>	16.0	5.0	-	-
<b>FY22</b>	16.0	5.0	-	10.0
<b>FY23</b>	16.0	2.0	-	10.0
<b>FY24</b>	16.5	2.0	10.0	-
<b>FY25</b>	16.5	2.0	10.0	-
<b>9M FY26</b>	23.5	3.5	10.0	-

Cash Reserve	
Financial Year	Net Cash in Hand
<b>FY21</b>	7.4
<b>FY22</b>	31.6
<b>FY23</b>	52.4
<b>FY24</b>	41.8
<b>FY25</b>	51.2

Fixed Assets	
Financial Year	Net Block
<b>FY21</b>	8.6
<b>FY22</b>	7.8
<b>FY23</b>	7.5
<b>FY24</b>	8.8
<b>FY25</b>	8.7

25  
YEARS

The journey has just begun

# Growth Strategy



## 3 Growth Strategy

- ◆ Logistics Sector Overview
- ◆ Growth Engine
- ◆ Growth Pillar
- ◆ Digital Platform - FreightJar 2.0





## Logistics Sector Size

Indian freight and logistics market is estimated to grow at 8.8% annually to USD 484 billion by 2029 from USD 317 billion in 2024

**\$ 484 Bn**



## Logistics Performance Index

India ranked 44 in the Global LPI in 2018, a Barometer for gauging Trade Logistics Performance

**44/160 Rank**



## Logistics Cost

Total logistics cost is 13% of GDP. Comparative figures for China are 18%, while for the USA they are 8.5%



## Infrastructure Boom

Government reforms in Transportation & Digitalisation, increase in Port Capacities, & Railway Traffic aim at improving the logistics sector



## Industries Driving Growth

The increase in manufacturing drives an uptick in demand, E-commerce, Automobiles, Pharmaceutical, Textiles & Cement Sector Industry

## Export Demand

- ♦ Achieved \$197 billion worth of merchandise exports
- ♦ Expected to reach the target of \$400 billion this year
- ♦ Estimated 33% increase in merchandise exports
- ♦ Better port infrastructure to help EXIM propel further

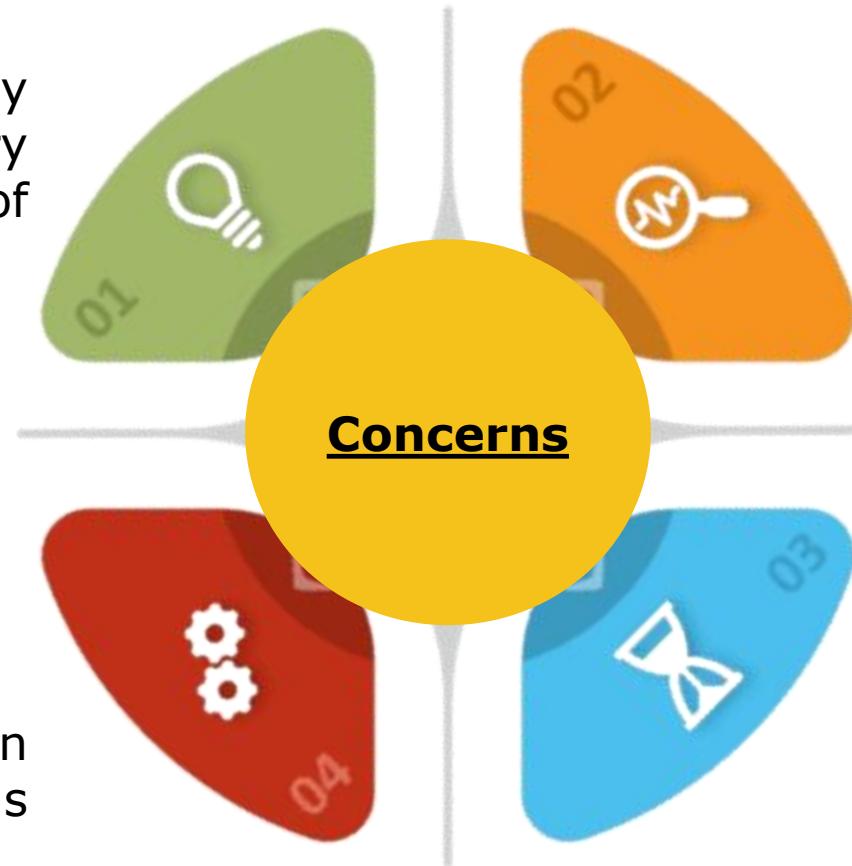


## Manufacturing Boost

- ♦ The Make In India initiative has opened doors to IT manufacturing
- ♦ Expected steady annual increase of 9.7% in industrial production
- ♦ National Logistics Policy to reduce logistics cost from ~14% to 9-10% of GDP, with goals to boost efficiency, integrate supply chains, and grow logistics as a growth engine

## Infrastructure

Poor road and highway quality increases delivery days, and the cost of operation



## Competition

Increasing competition from global as well as domestic players

## Trained Staff

Lack of trained and educated staff leads to slower adoption of technology

## Transit Loss

Goods are lost or stolen during transit, which leads to operational loss.

**Tiger Logistics have been  
Pioneering  
End-to-End  
Logistics Globally**

## 01.

We are a prominent global logistics firm offering comprehensive solutions in freight forwarding, transportation, and customs clearance.

## 02.

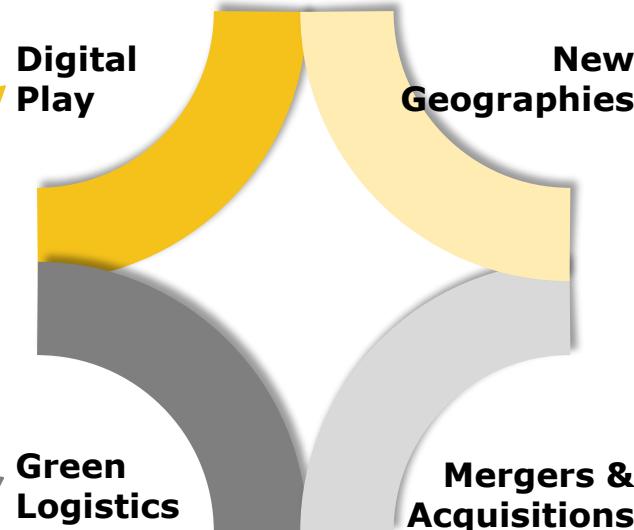
**With over 25 years of industry experience**, Tiger Logistics (India) Limited has a robust nationwide presence, serving various **Sectors including**

- **Automotive**
- **Engineering**
- **Textiles**
- **Commodities**
- **Pharmaceuticals**
- **FMCG industries**

## 03.

We operate with an Asset-Light Approach Model, collaborating with partners worldwide to ensure dependable, efficient, and punctual cargo transportation.

- International logistics sector remains largely manual, highlighting a significant opportunity to digitalize logistics processes.
- By implementing FreightJar™, we can enhance efficiency and reduce costs, ultimately benefiting our customers.
- The platform will enable automated RFQs, real-time freight and price discovery, shipment tracking, and digital documentation and invoicing which will streamline operations and improve overall service delivery.



- To further increase our global competitiveness and enhance our capability to serve customers, we plan to strengthen our network of agents and partners in new geographies.
- To establish sales offices in Bangladesh, South America, and the US, dedicated solely to breaking into new markets and securing business opportunities.
- This will enable us to better serve our clients and reinforce our position as a leading player in the international logistics sector.

- We are planning to establish an EV division for first-mile logistics.
- Large corporations now prefer partnering with companies focused on sustainability to reduce their carbon footprints.
- This strategic move will position us as a leader in carbon-conscious logistics, making us an attractive choice for environmentally aware clients.

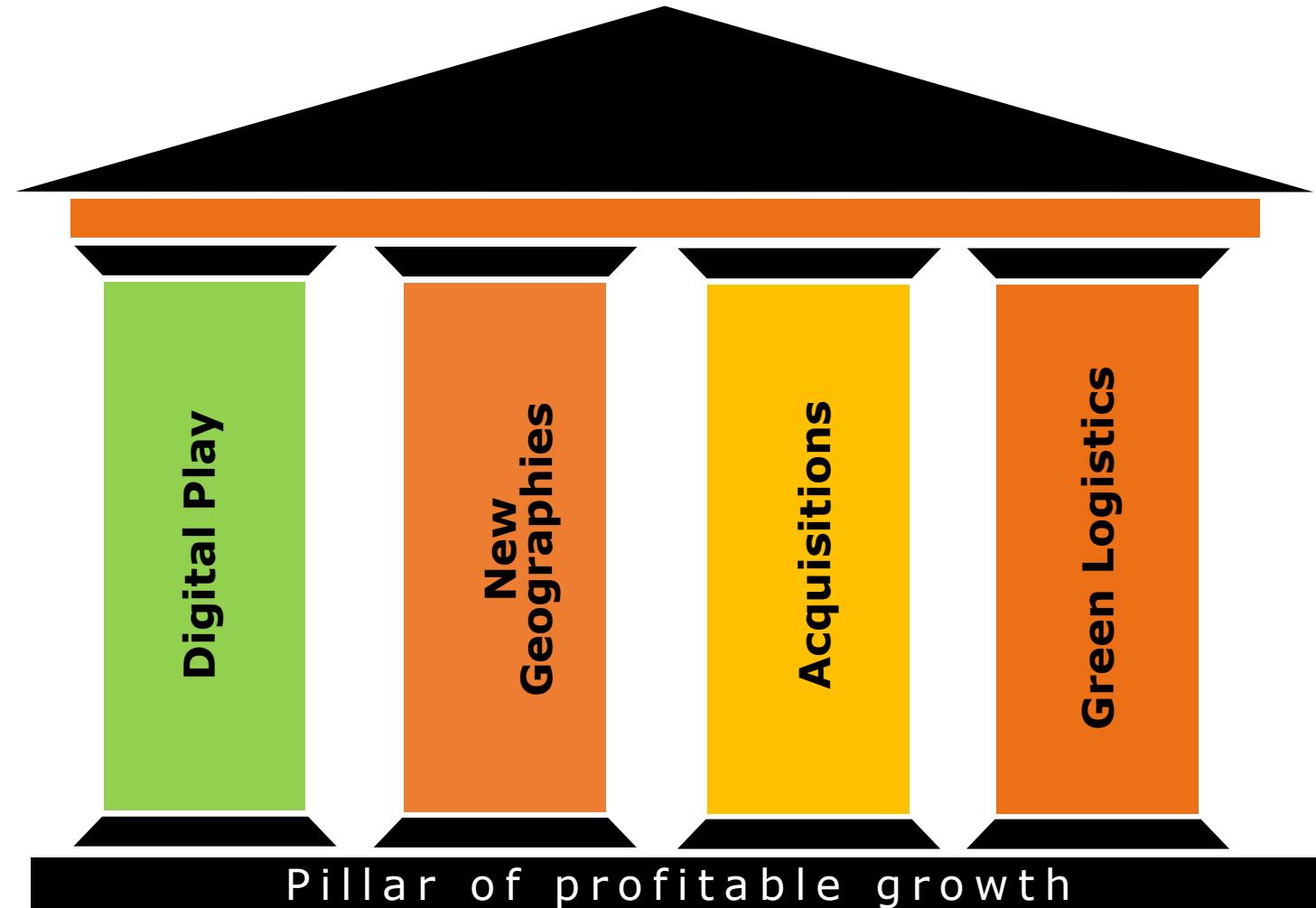
- We've already hired business consultants to search for medium-sized companies in the LCL & import sectors.
- These acquisitions will help us expand our product mix into related areas like export packaging while making the most of our existing network and skills.
- This strategic move ensures our growth by new verticals without diluting our expertise.

## Tiger Logistics' Growth is Driven by

- Dedicated team delivery
- Consistent, high-quality service
- Strong industry expertise
- Timely and responsive operations
- End-to-end efficient freight management services



- Achieved & Improving
- Continuous
- Ongoing



## Powered by Tiger Logistics - "FreightJar"

Digital End-to-end shipment handling  
- *India's leading global logistics solution provider.*

### Back-end



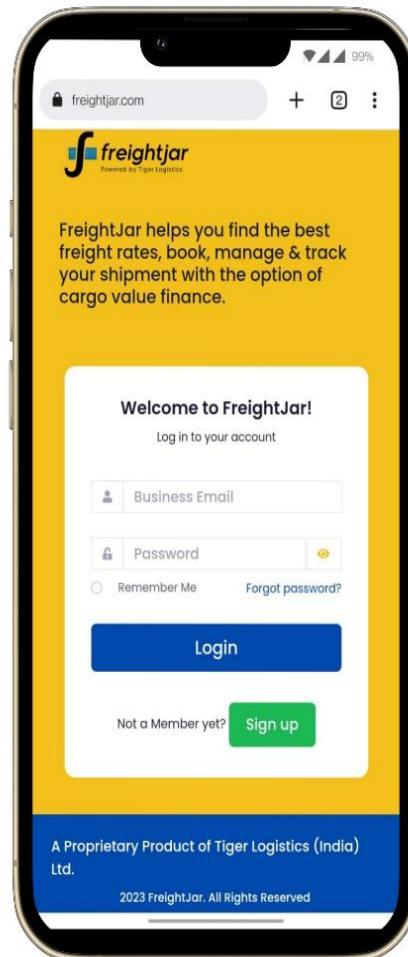
Search Rates of  
Multiple Shipping  
Lines to Optimize  
your cost



Get An Instant  
Quote on your  
Global Shipping  
Requirement



Launch of  
FreightJar  
2.0



### Front-End



Track Your Shipments in  
Real-Time for Enhanced  
Supply Chain Visibility



Helps in faster booking  
and saves ~5 working  
days and reduce  
logistics cost ~30%



Sales  
Acceleration



[Video](#)



# Corporate Profile

## 4 Corporate Profile

- ◆ Mission & Vision
- ◆ Promoter Prowess
- ◆ Milestone
- ◆ International Footprints
- ◆ Clients
- ◆ Accreditations & Affiliations
- ◆ Recognition & Awards

**WE ARE TIGER LOGISTICS**  
**IN THE RIGHT PLACE, AT THE RIGHT TIME**  
Setting a new standard for global trade.



## Mission & Vision

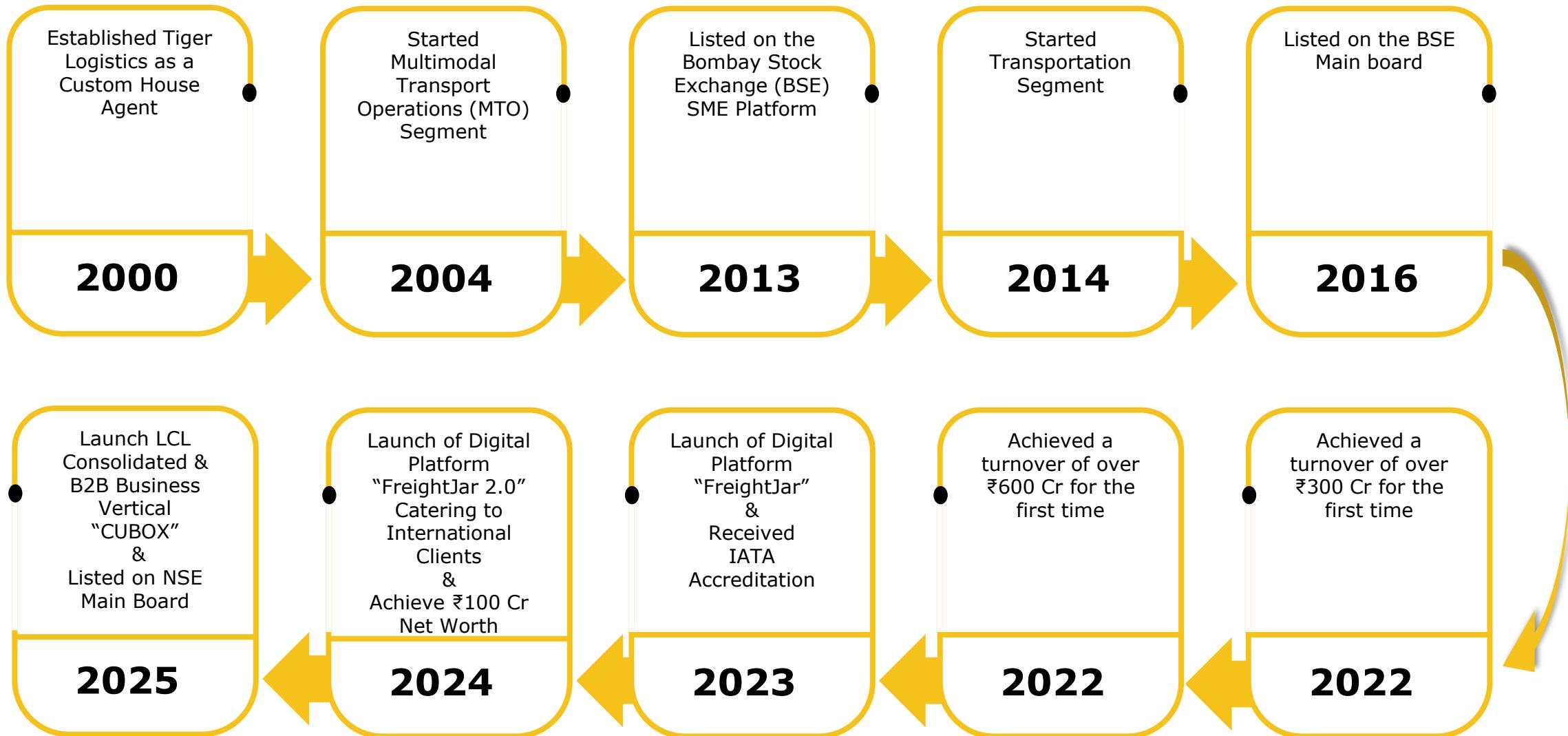
**Logistics is the backbone of the global economy;** it is the tool that has been instrumental in the evolution of human civilization.

It is this movement, this acceleration of trade, commerce, culture and life that **Tiger Logistics (India) Limited aims** to facilitate with a seamless process, dependable services and a foolproof approach.



- **First Generation Entrepreneur** Graduate from Delhi University
- **Started Tiger Logistics** Pvt Ltd in 2000 with a **team of 8 People**
- Previously involved in the **automotive industry**, with a focus on **international logistics**, played a crucial role in **bringing BMW motorcycles to India**.
- Received **Numerous Awards** Associated with various **NGOs**

# Milestone



December  
2025

# International Footprints



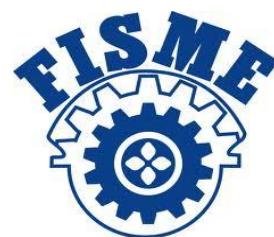
# Accreditations & Affiliations



Confederation of Indian Industry



Indo-German Chamber of Commerce  
Deutsch-Indische Handelskammer  
Mumbai · Delhi · Kolkata · Chennai  
Bengaluru · Pune · Düsseldorf



# Clients



# Recognition & Awards



## Recipient

**"India's Greatest  
Brands & Leaders  
2015-16 in  
PRIDE OF THE NATION"  
(Logistics sector)**

- PWC India, & chosen by  
Consumers & Industry



## Awarded

**"World's Greatest  
Brand & Leader of Asia  
& GCC in Logistics  
sector"**

- PWC India



## Awarded

**"Most Diversified  
Logistics Company of  
the Year"**

- At Northern India  
Multimodal Logistics  
Awards, PWC India



## Awarded

### **“Business Leader of the Year”**

- At Northern India Multimodal Logistics Awards



## Awarded

### **“Digital Startup of the Year”**

- At Northern India Multimodal Logistics Awards 2024



## Certified

### **“Great Place To Work”**

- Great Place To Work® in India from July 2024 to July 2025.

# Recognition & Awards



## Awarded

### **“25 Years of Logistics Excellence”**

- At Conquest 2025, New Delhi



## Awarded

### **“Logistics Champion – Mid-Sized Company”**

- By ISCM Logistics Ranking 2025



## Awarded

### **“Logistics Company of the Year”**

- At the All India Maritime and Logistics Awards 2025

# Historical Data

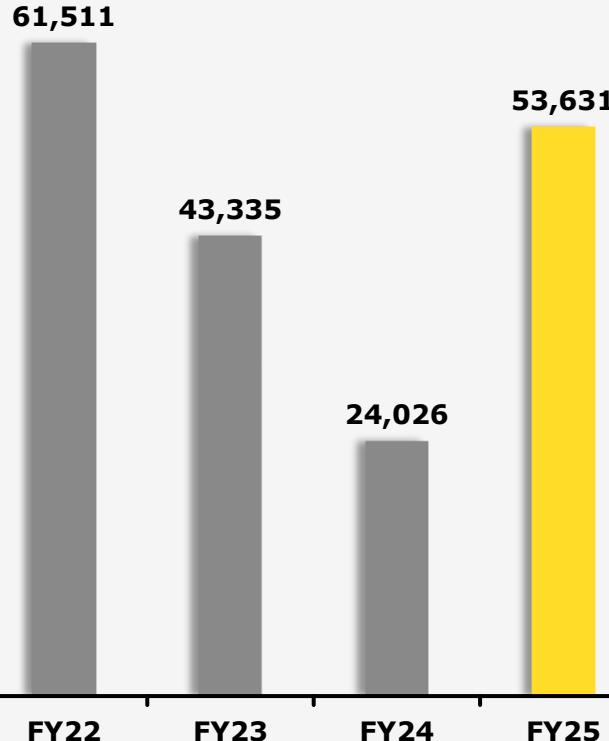
## 5 Historical Data

- ◆ Historical Financial Data
- ◆ Historical Operational Data

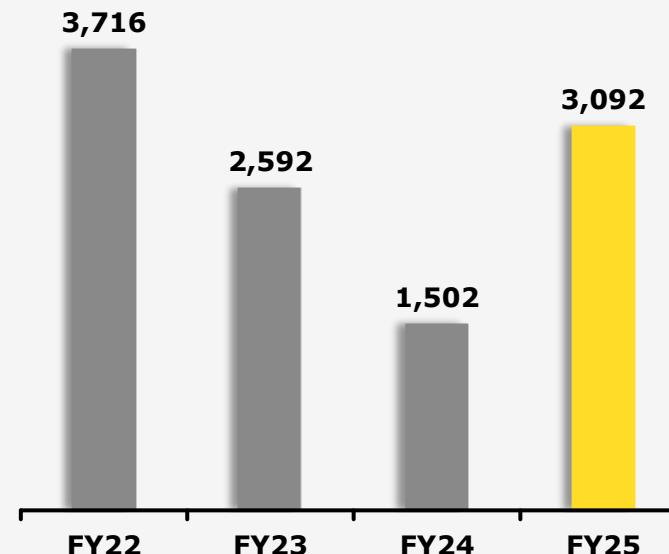
# Historical Financial Data

(₹ in Lakhs)

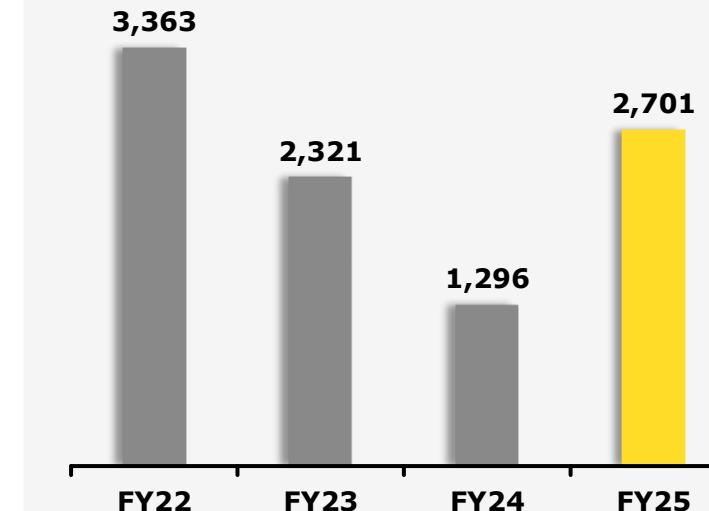
## Revenue



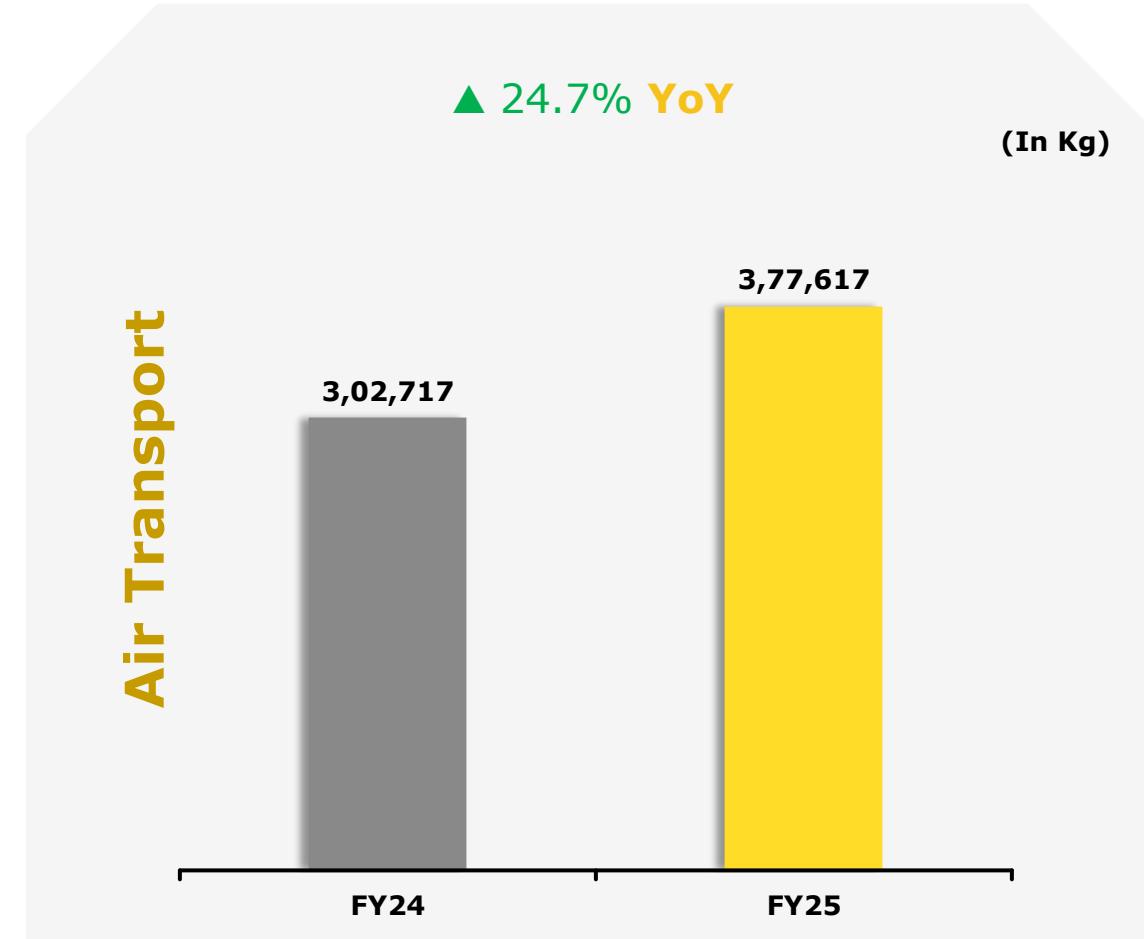
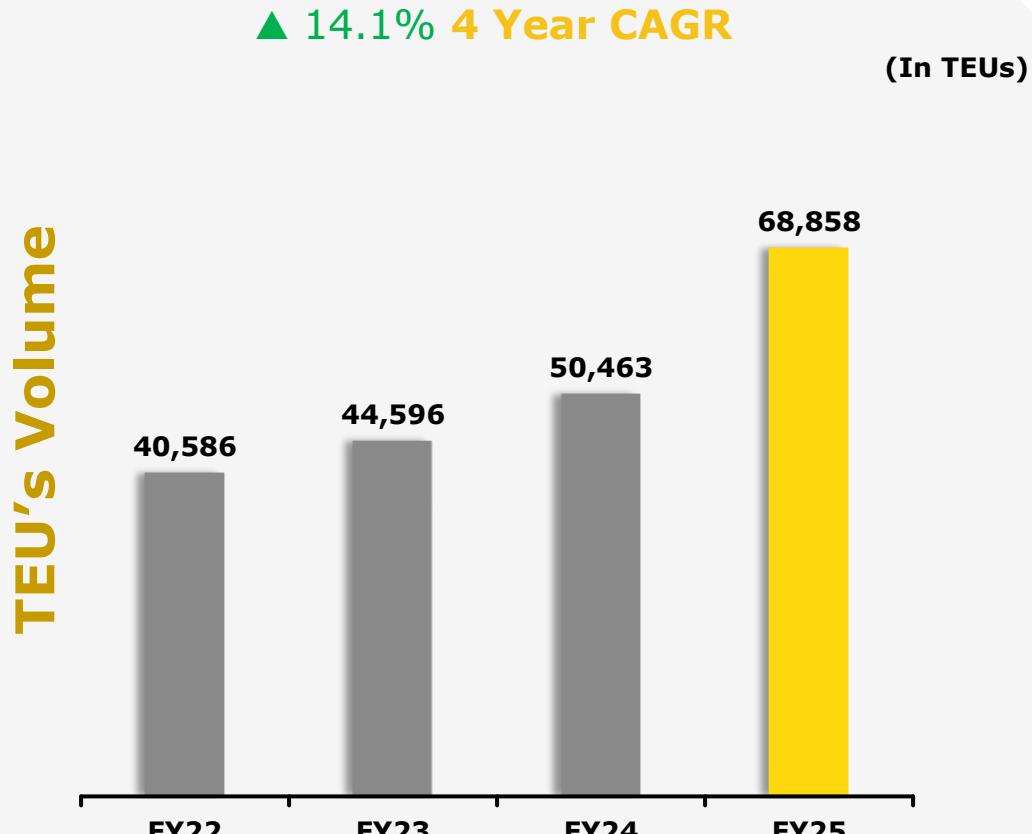
## EBITDA



## PAT



# Historical Operational Data





# Thank You



[Meeting Request Form](#)

**Tiger Logistics (India) Limited**

**CIN - L74899DL2000PLC105817**

**Mr. Vishal Saurav Gupta**

*Company Secretary & Compliance Officer*

**E:** [csvishal@tigerlogistics.in](mailto:csvishal@tigerlogistics.in)

**W:** [www.tigerlogistics.in](http://www.tigerlogistics.in)

**Mr. Ritesh Shashiprakash Singh**

*Investor Relations Consultant, Rik Capital*

**M:** +91 83293 85762

**E:** [ritesh.singh@rikcapital.in](mailto:ritesh.singh@rikcapital.in) | **W:** [www.rikcapital.in](http://www.rikcapital.in)