



Press Release

Tiger Logistics India Limited

August 06, 2025

Ratings

Instrument Facility	Amount (Rs. Crore)	Current Ratings	Previous Rating	Rating Action	Complexity Indicator
Long term Bank Facilities	37.67	IVR A-/Stable (IVR Single A Minus with Stable Outlook)	IVR BBB+/Stable (IVR Triple B Plus with Stable Outlook)	Rating Upgraded	Simple
Short Term bank Facilities	2.60	IVR A2+ (IVR A Two Plus)	IVR A2 (IVR A Two)	Rating Upgraded	Simple
Long/Short Term Bank Facilities (Proposed)	4.73	IVR A-/Stable & A2+ (IVR A Minus with Stable outlook and A Two Plus)	IVR BBB+/Stable (IVR Triple B Plus with Stable outlook) & IVR A2 (IVR A Two)	Rating Upgraded	Simple
Total	45.00	Rupees Forty Five Crores Only			

Details of Facilities/Instrument are in Annexure 1

Facility wise lender details are at Annexure 2

Detailed explanation of covenants is at Annexure 3

Detailed Rationale

Infomerics Valuation and Rating Limited (IVR) has upgraded the long-term rating to IVR A Minus along with stable outlook due to improved business performance in the export market and short-Term rating to IVR A2+ for the bank loan facilities of Tiger logistics India Limited (TLIL).

The ratings continue to draw comfort from experienced promoters primarily reflect its diversified revenue streams, encompassing consolidated operations in freight forwarding, warehousing, domestic transportation, and customs clearance. Ratings also consider strong global presence of its promoters' business and their extensive network in the global logistics market. Ratings underpinned by the presence of diversified clientele with strong credit profile, established relationships with clientele, experienced management team with long track record. However, ratings are constrained by working capital intensive operations, dependence of the



Press Release

logistics industry on overall economic prospects and fragmented nature of the sector with numerous players.

The long-term rating outlook is Stable on the back of satisfactory demand outlook of the respective industry coupled with favourable financial risk profile.

Infomerics Ratings has principally relied on the standalone audited financial results of TLIL up to 31 March 2025 (refers to period April 1st, 2024 to March 31st, 2025) and projected financials till FY2028, publicly available information/ clarifications provided by the company's management.

Key Rating Sensitivities:

Upward Factors

- Significant growth in scale of business TOI was above Rs 800.00 crores with improvement in profitability metrics thereby leading to overall improvement in cash accruals and liquidity.
- Improvement in the capital structure with further improvement in debt protection metrics.

Downward Factors

- Dip in operating income and/or profitability further impacting the debt coverage indicators and/or further deterioration in the financial risk profile.
- Any significant rise in working capital intensity or unplanned capex leading to a further deterioration in the liquidity position.

List of Key Rating Drivers with Detailed Description



Press Release

Key Rating Strengths

- **Experienced promoters with long track record of operations**

The promoter, Mr. Harpreet Singh Malhotra has long standing experience of about two decades in the logistic sector. Extensive experience of the promoter underpins the business risk profile of the company and supports it to develop established relationship with its customers. Moreover, the company got custom house agent license in the year 2000. Thereafter, it gradually expanded its operations in all the elements of the supply chain management with major focus on import/export related ocean freight forwarding and over the years developed an established track record of operations. Presently, Mr. Harpreet Singh Malhotra and the other director Ms. Benu Malhotra are at the helm of affairs of the company. The directors are well supported by an experienced team of professionals.

- **Established relationship with its suppliers and diversified customer base**

The company has established relationships with Shipping lines/Air lines owing to its long presence in the industry which is crucial for logistic services. On the other side, the company is associated with reputed companies like Piaggio, LG, BHEL, Rites, Welspun, Sterlite, Bhatia shipping, Honda motorcycle, Eagle logistics Colombo, Jaguar overseas ltd, Hero MotoCorp etc which indicates its strong customer portfolio.

- **Asset light model of operations**

The company has an asset light business model with 98% of its fleet hired from a network of truck vendors/operators. This model helps the company to reduce its fixed costs and gives the company the flexibility to scale up or scale down its operations, in line with the economic cycles.

- **Comfortable capital structure with moderate debt protection metrics**

The capital structure of the company represent by overall gearing remains at comfortable level at 0.25x in FY25 (PY: 0.11x) whereas long-term debt-equity ratio is at 0.01x in FY25 owing to good net worth of Rs. 137.03 crore against outstanding debt of Rs. 34.38 Crore as on March 31, 2025. Further, the total



Press Release

indebtedness of the company as reflected by TOL/TNW remained satisfactory at 0.42x as on March 31, 2025 (PY: 0.30x in FY24). Operating cycle of the company is comfortable at 50 days in FY25 (PY: 73 days in FY24) marked by comfortable debtor collection period of 60 days respectively in FY25. Current ratio of the company stood comfortably at 3.42x in FY25 (PY: 4.50x in FY24). The company has adequate interest service coverage ratio (ISCR) of the company at 12.89x in FY25 (PY: 20.25x in FY24), debt service coverage ratio (DSCR) is stood at 10.04x in FY25.

- **Improvement in scale of operations and profitability in FY25(A)**

TLIL scale of operation improved significantly by 125.59% and stood at Rs. 542.00 crore as of March 2025 as throughout the year, 68,858 TEUs were managed, rising from 50,463 TEUs in FY24, representing 37% YoY growth. This steady increase was due to expanded operations and strengthened relationships with clients. Additionally, growth was spread across the year. Over the entire year, the company moved 377,617 Kg of air cargo, reflecting a clear 25% YoY increase. The segment is becoming an important growth area alongside the company's core sea freight and logistics services. Further the Monthly volume increased from 300 to 1,500 TEUs, with future target of 3,500 TEUs/month from TiGreen which is a renewable energy vertical. The Growth is Driven by rising imports from China and growing exports to the U.S

The EBITDA of the company improved from Rs. 15.36 crore in FY24 to Rs. 36.62 Crore in FY25 due to improvement in total operating income in FY25, however the company is able to maintains its operating margin and profitability margins at 6.76% (PY: 6.39%) and 4.96% (PY5.31%).

Key Rating Weaknesses

- **Highly competitive intensity in logistics business**

Indian logistics sector has high degree of fragmentation with the presence of large established companies and many small and medium sized unorganised companies. Further, logistics being



Press Release

a global industry the company also faces competition from the global operators also. Intense competition restricts the bargaining power and affect the profit margins to an extent. Due to high competition in the sector, higher operating efficiency, maintenance of superior service standards and providing innovative solutions to the evolving customer requirements will be keys for TLIL to expand its market position.

- **Susceptibility of revenues to economic slowdown and variations in trade volumes**

The performance of the logistics sector (freight forwarding industry) is linked to global economic activities, which impact the trade volumes, especially given the stiff competition amid the highly fragmented industry structure. Any slowdown in domestic and global manufacturing/industrial activities, due to weak economic conditions or restrictive trade policies, can have a negative impact on the company's revenues and its cash flows. Further, growth and development in port, rail, road infrastructure are also playing a crucial role for its business opportunities which is also dependent on various socio-political aspects and economic scenarios.

- **Exposure to foreign exchange fluctuation risk**

The company is exposed to the risk of foreign currency fluctuations to the extent of cost of services rendered in foreign currency. Any adverse fluctuations in forex with respect to the exchange rates for Indian currency may affect the profitability of the company. However, the company has natural hedging on the back of its foreign currency receipts and uses forward contracts for hedging.

Analytical Approach: Standalone

Applicable Criteria :

[Rating Methodology for Service Sector entities](#)
[Financial Ratios & Interpretation Non- Financial Sector](#)
[Criteria for assigning rating outlook](#)
[Policy on Default Recognition](#)
[Complexity Level of Rated Instruments/Facilities](#)



Press Release

Liquidity – Adequate

Tiger Logistics India Limited had a GCA of Rs.27.86 crore in FY25 as against repayment obligation of Rs.0.24 crore. The company has a Current Ratio of 3.42x as of March 31, 2025. The free cash & cash equivalent was Rs.51.16 Crore as on March 31, 2025. Liquidity is expected to remain strong as the company is barely utilizing its fund-based limits.

About the Company

Incorporated in the year 2000, Tiger Logistics (India) Limited is a multi-vertical logistics solution provider. It undertakes both in-bound and out-bound logistics solutions. The company offers air and ocean freight forwarding, project logistics, customs clearance/brokerage and trade compliance, supply chain consulting & logistics, cold chain logistics, warehousing, and distribution services. The company has its focus on ocean freight forwarding segment and derives its major revenue from import/export related transportations. Headquartered in Delhi, the company has offices in Ahmedabad, Pune, Chennai, Kutch, Ludhiana, Kolkata, Jaipur, Mundra, Veraval, etc

Financials (Standalone):

For the year ended* As on	(Rs. crore)	
	31-03-2024	31-03-2025
	Audited	Audited
Total Operating Income	240.26	542.00
EBITDA	15.36	36.62
PAT	12.96	27.02
Total Debt	11.78	34.38
Tangible Net worth*	110.20	137.03
EBITDA Margin (%)	6.39	6.76
PAT Margin (%)	5.31	4.96
Overall Gearing Ratio (x)	0.11x	0.25x
ISCR (x)	20.25	12.89

**as per Infomerics standards*

Status of non-cooperation with previous CRA : It is under ISSUER NOT COOPERATING with CARE Ratings via press release dated August 30, 2024 on account of non-availability of requisite information from the company

Any other information: : Nil

Rating History for last three years:



Press Release

Sl. No.	Name of Instrument/Facilities	Current Rating (Year 2025-26)			Rating History for the past 3 years			
		Type	Amount Outstanding (Rs. crore)	Rating	Date(s) & Rating(s) assigned in 2024-25 Dated: Oct 07, 2024	Date(s) & Rating(s) assigned in 2023-24 Dated : Feb 15, 2024	Date(s) & Rating(s) assigned in 2023-24 Dated : Aug 11, 2023	Date(s) & Rating(s) assigned in 2022-23 Dated : Aug 05, 2022
1	Term Loan	Long Term	0.67	IVR A-/Stable (IVR Single A Minus with Stable Outlook)	-	-	-	-
2	Cash Credit	Long Term	37.00	IVR A-/Stable (IVR Single A Minus with Stable Outlook)	IVR BBB+/Stable (IVR Triple B Plus with Stable Outlook)	IVR BBB+/Negative (IVR Triple B Plus with Negative outlook)	IVR BBB+/Stable (IVR Triple B Plus with Stable outlook)	IVR BBB+/Stable (IVR Triple B Plus with Stable outlook)
3	Bank Guarantee	Short Term	1.10	IVR A2+ (IVR A Two Plus)	IVR A2 (IVR A Two)	IVR A2 (IVR A Two)	IVR A2 (IVR A Two)	IVR A2 (IVR A Two)
4	CEL	Short Term	1.50	IVR A2+ (IVR A Two Plus))	IVR A2 (IVR A Two)	IVR A2 (IVR A Two)	IVR A2 (IVR A Two)	IVR A2 (IVR A Two)
5	Proposed	Long/Short Term	4.73	IVR A-/Stable & A2+ (IVR A Minus with Stable outlook and A Two Plus)	IVR BBB+/Stable (IVR Triple B Plus with Stable outlook) & IVR A2 (IVR A Two)	IVR BBB+/Negative (IVR Triple B Plus with Negative outlook) & IVR A2 (IVR A Two)	IVR BBB+/Stable (IVR Triple B Plus with Stable outlook) & IVR A2 (IVR A Two)	IVR BBB+/Stable (IVR Triple B Plus with Stable outlook) & IVR A2 (IVR A Two)

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About Infomerics:

Infomerics Valuation And Rating Ltd (Infomerics) [Formerly Infomerics Valuation and Rating Pvt. Ltd] was founded in the year 1986 by a team of highly experienced finance professionals for research and risk evaluation. Infomerics commenced its activities as External Credit



Press Release

Assessment Institution after obtaining registration from Securities Exchange Board of India (SEBI) and accreditation from Reserve Bank of India (RBI).

Adhering to best international practices and maintaining high degree of ethics, the team of analysts at Infomerics deliver quality credit ratings. Infomerics evaluates wide range of debt instruments which helps corporates access to financial markets and provides investors credit ratings backed by in-depth research. The transparent, robust, and credible ratings have gained the confidence of investors and the banks.

Infomerics has a pan India presence with Head Office in Delhi and Corporate Office at Mumbai, with branches in major cities and representatives in several locations.

Infomerics also has international presence with credit rating operations in Nepal through its JV subsidiary.

For more information visit www.infomerics.com

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Annexure 1: Details of Facilities

Name of Facility	Date of Issuance	Coupon Rate/ IRR	Maturity Date	Size of Facility (Rs. Crore)	Rating Assigned/ Outlook
Long Term Bank Facilities – Term Loan			April 2028	0.67	IVR A- /Stable (IVR Single A Minus with Stable Outlook)
Long Term Bank Facilities – Cash Credit			-	37.00	IVR A- /Stable (IVR Single A Minus with



Press Release

					Stable Outlook)
Short Term Bank Facilities – CEL			-	1.50	IVR A2+ (IVR A Two Plus)
Short Term Bank Facilities – Bank Guarantee			-	1.10	IVR A2+ (IVR A Two Plus))
Long/Short Term Bank facilities (Proposed)			-	4.73	IVR A- /Stable & A2+ (IVR A Minus with Stable outlook and A Two Plus)

Annexure 2: Facility wise lender details:

<https://www.infomerics.com/admin/prfiles/len-Tiger-Logistics-aug25.pdf>

Annexure 3: Detailed explanation of covenants of the rated instrument/facilities: Not Applicable

Annexure 4: List of companies considered for consolidated analysis: Not applicable

Note on complexity levels of the rated instrument: Infomerics has classified instruments rated by it on the basis of complexity and a note thereon is available at www.infomerics.com