

Date: June 12th, 2024

To,
National Stock Exchange of India Limited
Listing & Compliance Department
Exchange Plaza, 5th Floor, Plot No. C/1,
G Block, Bandra-Kurla Complex, Bandra
Mumbai - 400 051 India

Company Symbol: **COMMITTED**
Company ISIN: INE597Z01014

Subject: Investor's Presentation 'Earnings Update H2'FY24 & FY'24'

Dear Sir / Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations"), read with Part A of Schedule III of the Listing Regulations, we are enclosing herewith the Investors Presentation "Earnings Update H2'FY24 & FY'24" of the Company for the half year and year ended March 31, 2024.

The copy of the same shall be made available on the Company's website at www.committedgroup.com.

You are requested to take the same on your record.

Thanking You,

Yours Faithfully,
For **Committed Cargo Care Limited**

Charumita Bhutani
Company Secretary

Encl: A/a



“COMMITTED CARGO CARE LIMITED”

INVESTORS PRESENTATION

EARNINGS UPDATE

H2' and FY' 2024



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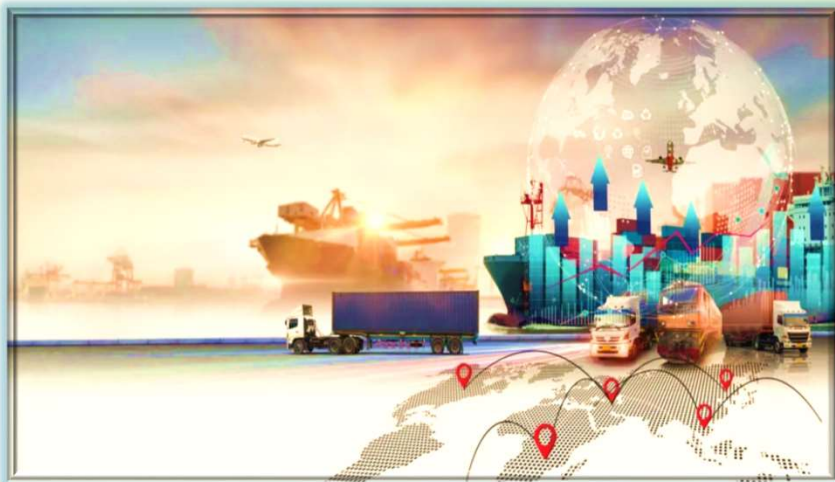




- ✓ To serve as a proactive cargo gateway, anticipating and addressing every stage of a shipment's journey with dedication. The company aspires to experience strategic growth, evolving into a highly respected and recognized.
- ✓ Consequently, achieving unmatched service standards leading to consistent expansion and recognition in both the Domestic and International markets.



- ✓ Introduction
- ✓ Activities Profile
- ✓ Our Journey



- ✓ The Committed Cargo Care adoption of the "Total Freight Management" methodology is aided by the wide range of freight industry expertise gathered under one roof.
- ✓ The company's cutting-edge organizational structure, creative methodology, dynamic workforce, and robust worldwide connections allow it to provide personalized services at a competitive pricing.



Forwarding

- Sea Freight Solutions
- Air Freight Solutions
- Multi Modal Solutions

Logistics

- 3PL Services
- Bonded Warehouse Logistics
- Project Services

Customs House Brokerage

- Exports
- Imports
- Consultancy

Specialized Services

AVI/ Live Animals, HUM/ Human Remain Relocations, Life Sciences, Diplomatic Relocations, Exhibition Cargo, Critical Logistics, and many more.

International Express

- Inbound
- Outbound



Financial Year	Events
1998	Incorporated as Private Limited Company.
2001	Accredited by IATA.
2004	Mumbai Office started.
2005	Jaipur Office started.
2006	Accredited by FIATA.
2014	Turnover crossed Rs. 50 Crs.
2014	Received License for Custom Broker authorizing Company to act as Custom Broker all over India.
2015	Ludhiana Office started.
2016	Delhi/ ICD Tuglakabad Office started.
2017	Awarded NSIC – CRISIL Rating of CRISIL MSE – I indicating ‘ Higher Credit Worthiness’.
2018	Converted into a Public Limited Company.
2021	Received ISO 9001:2015 Certificate.
2021	Turnover crossed Rs. 100 Crores.
2023	Mumbai’s 2nd office started.
2023	Listing of Company’s equity shares at NSE (SME) with IPO of Rs. 24.95 Crs.
2023	25 years of Company’s operations completed.
2024	New offices at Goa, New Delhi, Ahmedabad, Bengaluru, Pune, Hyderabad, and Chennai started.



- ✓ Committed Cargo Care Team
- ✓ Diverse Business Relationships
- ✓ Locations
- ✓ Integrated Supply Chain
- ✓ Strengths



Dr. Nitin Bharal (Whole-time Director & CEO)
Narendra Singh Bisht (Whole-time Director & CFO)
Rajeev Sharma (Managing Director)
Yash Pal Arora (Whole-time Director)
Shaman Chaudhry (Independent Director)
Dr. John Joseph (Independent Director)
Gurinder Singh (Independent Director)
CS Charumita Bhutani (Company Secretary & Compliance Officer)

with a team of 180+



UPS Express Private Limited	PSAFL Speedmark Forwarding Private Limited
Kuehne & Nagal Private Limited	DHL Express Private Limited
UFlex Limited	Okaya Fujikawa Power Private Limited
Accuracy Medical Equipment Private Limited	Regional Centre for Biotechnology
Mindray Medical India Private Limited	Translational Health Science and Technology Institute
Unicorn Denmart Limited	Mirka India Private Limited
Kobelco Construction Equipment India Private Limited	Richa Global Exports
Ingenico International India Private Limited	Kaulsons Motorcycles Private Limited
Electrorent India Private Limited	SMS India Private Limited
The Malt Company (India) Private Limited	Samsung Data Systems
Indian Institute of Technology, Indore	National Institute of Plant Genome Research
Vinccent Biotech Private Limited	LSKB Aluminium Foils Private Limited
Richa Global Exports Private Limited	Normet India Private Limited
Toyzone Impex Private Limited	Hopscotch Wholesale Trading Private Limited
Divyanshi Aviation Services Private Limited	Diamond India Limited
Jupiter Laminators Private Limitedand many more!





- ✓ Company's integrated logistics services include sourcing, storing, moving, and distributing products. At Committed Group, company defines functional experience, expertise, speed, flexibility, and ingenuity to manage freight efficiently every time.
- ✓ As an experienced provider of 3PL (Third Party Logistics) 24 x 7, company provide a total supply chain solution for logistics and freight management needs. Company's ongoing goal is to simplify the shipping process for it's clients by finding the best rates and then smoothly coordinating all aspects of the shipment from pick-up to ship to delivery for it's E2E, B2E, B2B, B2C and C2C clientele base.
- ✓ At Committed Group, company practices logistics. It can develop a comprehensive project plan for client's organization, deploy a project team, and remain with client's team through the implementation and start-up. Committed analyzes existing processes, from initiation of an order through fulfillment, and evaluate modal selection, carrier utilization, and existing cost structures. Company formulates a customized solution for it's unique needs. Committed group is a hub-based third party fulfillment and logistics company servicing both domestic and international needs.



- ❑ Presence in the Logistics Sector for more than 25 Years.
- ❑ Over 2 decades of stable performance and growth.
- ❑ Comprehensive Activities Profile within the Logistics Sector with a stable and resilient business model.
- ❑ One of the Leading CFA players in the country.
- ❑ Strong Customer Relationships
- ❑ Expanding Geographical presence, both within and outside India.
- ❑ Corporate ramp up in full swing.
- ❑ Very high employees' retention.
- ❑ Asset Light Business Model, hence having low capex requirements.
- ❑ Debt free company and having sufficient cash reserves for future expansion.
- ❑ Continuously profit making company for more than 10 years with stable cash flows.
- ❑ Diversified Suppliers network.
- ❑ Highly experienced management team.



KEY FINANCIAL METRICS

- ✓ Highlights of the Performance
- ✓ Historical Profitability Statement
- ✓ Historical Balance Sheet



- ✓ Remarkable year with a standalone performance across financial and operational parameters.
- ✓ Initial Public Offer (IPO) of Rs. 24.94 Crs. successfully completed with an over subscription of 86 times.
- ✓ Revenue of INR 142.59 Crs. in FY24 as against INR 122.21 Crs. in FY23, 16.7% growth on YOY basis.
- ✓ Revenue of INR 78.24 Crs. in H2'FY24 as against INR 59.66 Crs. in H2'FY23, 31.1% growth on half yearly basis.
- ✓ Net Cash Position of INR 29.7 Crs. as on 31st March, 2024
- ✓ Geographical presence increased with new branches at Mumbai, Ahmedabad, Pune, Goa, Bangalore, Hyderabad and Chennai.
- ✓ Appointed as PAN India Re-seller for United Parcel Service (UPS) International Courier Express services.
- ✓ Corporate ramp up under way with strengthening of present organization structure.

STRONGER BALANCE SHEET AND ROBUST PERFORMANCE READIES THE COMPANY TO AGGRESSIVELY PARTICIPATE IN ONGOING LOGISTICS SECTOR'S GROWTH.



Rs. in Crs.

Particulars	H2 FY'24	H1 FY'24	FY'24	FY'23
	Unaudited	Unaudited	Audited	Audited
Total Income	78.92	64.44	143.36	122.42
Contribution	11.19	9.01	20.20	17.81
Contribution Margin (%)	14.2%	14.0%	14.1%	14.5%
Employee Expenses	5.39	4.10	9.50	7.49
Other Expenses	2.55	1.27	3.82	2.78
EBITDA	3.25	3.64	6.88*	7.54
Finance Cost	0.03	0.03	0.06	0.10
Depreciation	0.38	0.11	0.49	0.23
Amortisation	0.63	-	0.63	-
Tax	0.70	0.88	1.58	1.88
Profit After Tax	1.51	2.62	4.12	5.33

Note 1: The EBITDA for FY24, is lower because of higher employee expenses and other Expenses incurred for new branches at Mumbai, Pune, Ahmedabad, Goa, Hyderabad and Chennai. These branches were started in the second half of FY24 and the effect of revenues being generated by these branches will be visible in FY25 and onwards.

Note 2: Profit after Tax (PAT) in FY24 is lower because of lower EBITDA as explained in Note 1, along with higher Depreciation and Amortization of IPO Expenses.



Rs. in Crs.

Equities & Liabilities	FY24	FY23
Net Worth	55.29	28.73
Non-Current Liabilities	1.5	1.19
Current Liabilities	10.03	9.44
Borrowings (Non Current & Non Current)	0.11	0.67
Total Equities & Liabilities	66.93	40.03
Assets	FY24	FY23
Non-Current Assets	3.06	1.43
Other Current Asset	7.34	5.84
Trade Receivables	26.83	22.26
Cash and Cash Equivalents	29.7	10.5
Total Assets	66.93	40.03



Thank You..!

Committed Care Cargo Limited
Leadership through commitment.....