



17th May, 2023

BSE Limited

Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai – 400001

Scrip Code: 540738

Sub: Investor Presentation – Audited Financial Results for the quarter and financial year ended 31st March, 2023

Dear Sir/ Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith an Investor Presentation on the Audited Financial Results of the Company for the quarter and financial year ended 31st March, 2023.

This Investor Presentation is also being uploaded on Company's website <https://www.shreejitranslogistics.com/>

Kindly take the same on records.

Thanking you,

Yours faithfully,

For Shreeji Translogistics Limited

RAJNIKANT
CHHABILDA
S SHAH

Digitally signed by
RAJNIKANT
CHHABILDAS SHAH
Date: 2023.05.17
13:00:45 +05'30'

Rajnikant C. Shah

Wholetime Director

(DIN: 00269109)



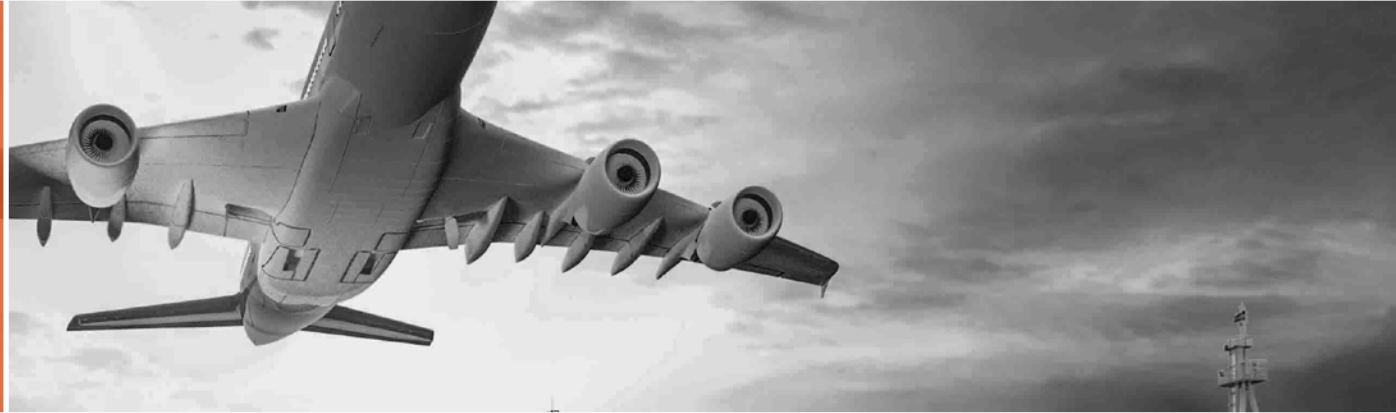


Shreeji Translogistics Ltd.

TRANSPORTING >> TRUST >> SAFELY

Investor Presentation 2023

May, 2023

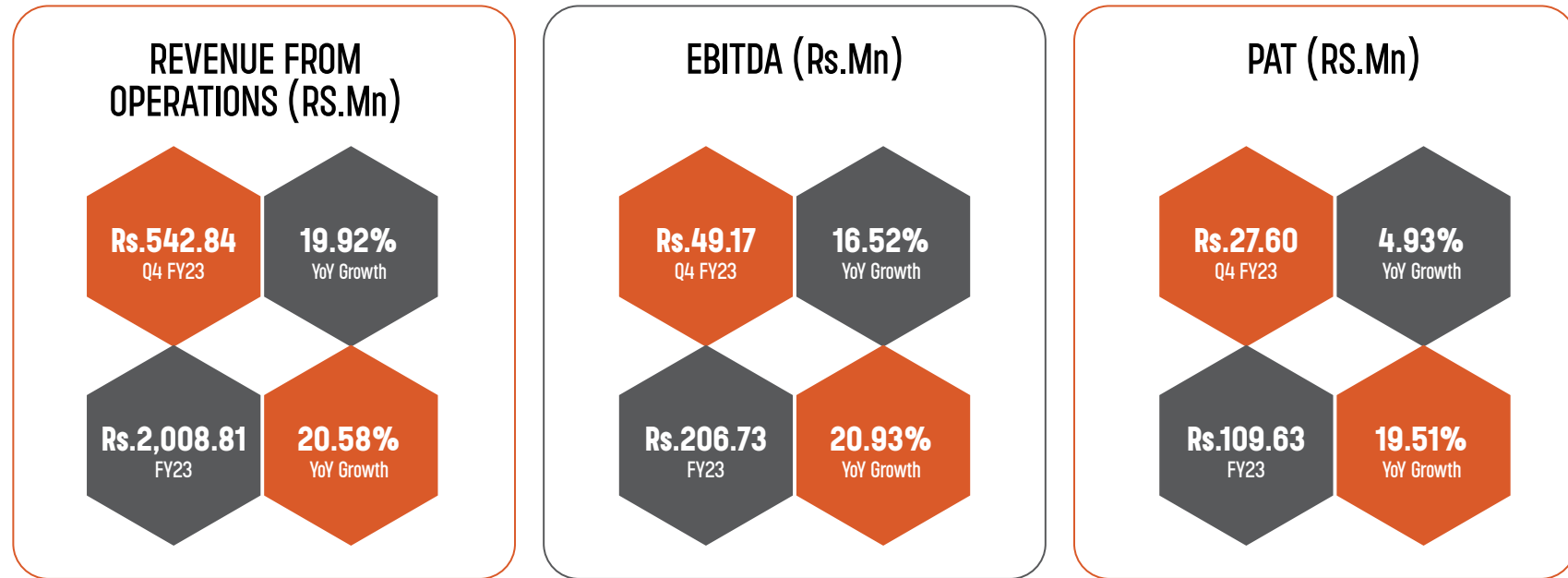




SAFE HARBOUR

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political, or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Shreeji Translogistics Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

KEY CONSOLIDATED HIGHLIGHTS - Q4 & FY23



KEY MANAGEMENT COMMENTARY

- Our company is embarking on an ambitious journey of expanding our branch network which will help us unlock new opportunities for our valued customers and our business.
- Proudly empowered by cutting-edge software solutions like TKDost, our business excels in vehicle sourcing, streamlines operations, and delivers exceptional service to valued customers.
- We are delighted to announce our entry into the over dimensional cargo (ODC) segment, a remarkable milestone in our journey. This strategic move signifies our commitment to exploring new horizons and diversifying into vertical markets by expanding our capabilities and embracing fresh opportunities.
- Safety of goods and strong customer relationships are paramount to us. That's why we implemented digital locks in our trucks, ensuring peace of mind and building trust. It demonstrates our unwavering commitment to customer satisfaction and the protection of their valuable cargo.





VISION

To be a leader in the supply chain industry, providing reliable world class supply chain solutions and become the most valuable organization for all stakeholders.

MISSION

- To earn trust and respect from our stakeholders and society at large
- To offer cost effective and reliable services and solutions
- To have a motivated team in a conducive work environment
- To be a technology driven logistics company
- To serve customers with superior supply chain solutions



COMPANY OVERVIEW

- Shreeji Translogistics Limited (STL) has today risen to become a large integrated national logistical solution provider in India by providing freight management and integrated logistics solution services to multiple industries.
- It offers a broad array of completely integrated services like full truck load transport (FTL), parcel and part truck load services/less than truck load (LTL), import-export services, Over Dimensional Cargo (ODC) and bonded trucking
- The Company operates fleets of different trucks in terms of design, size and capacities.
- STL owns and operates a fleet of around 300 owned trucks and more than 4,500 outsourced trucks.
- The Company has over four decades of experience in freight management, logistic solutions and warehousing services. It is a pioneer in the concept of bonded trucking.
- STL has expanded its goods transportation network across various states, covering majorly the length and breadth of India and providing the goods transportation services over a broad range of distances.

SHREEJI AT GLANCE

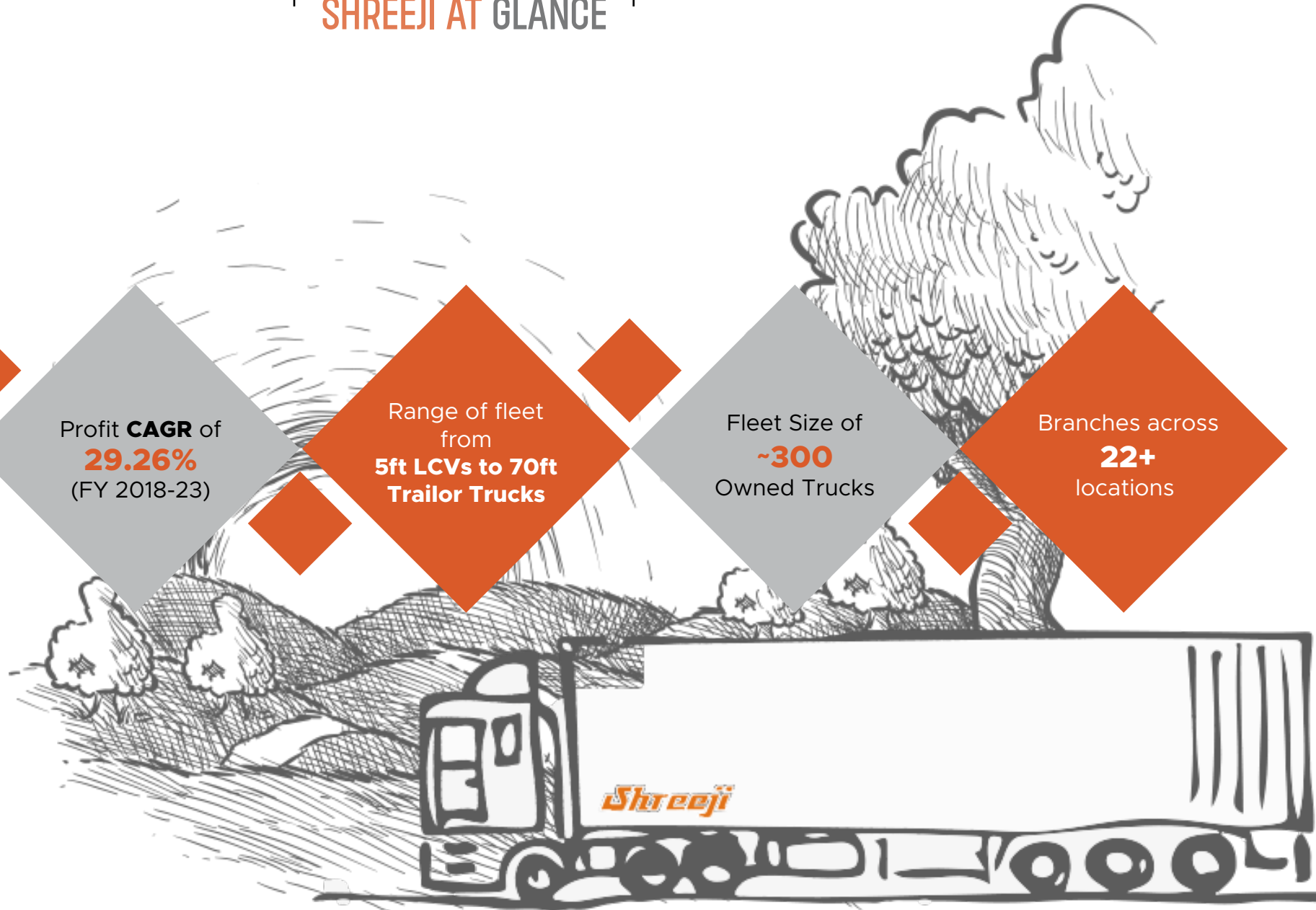
Revenue **CAGR**
of **12.71%**
(FY 2018-23)

Profit **CAGR** of
29.26%
(FY 2018-23)

Range of fleet
from
**5ft LCVs to 70ft
Trailer Trucks**

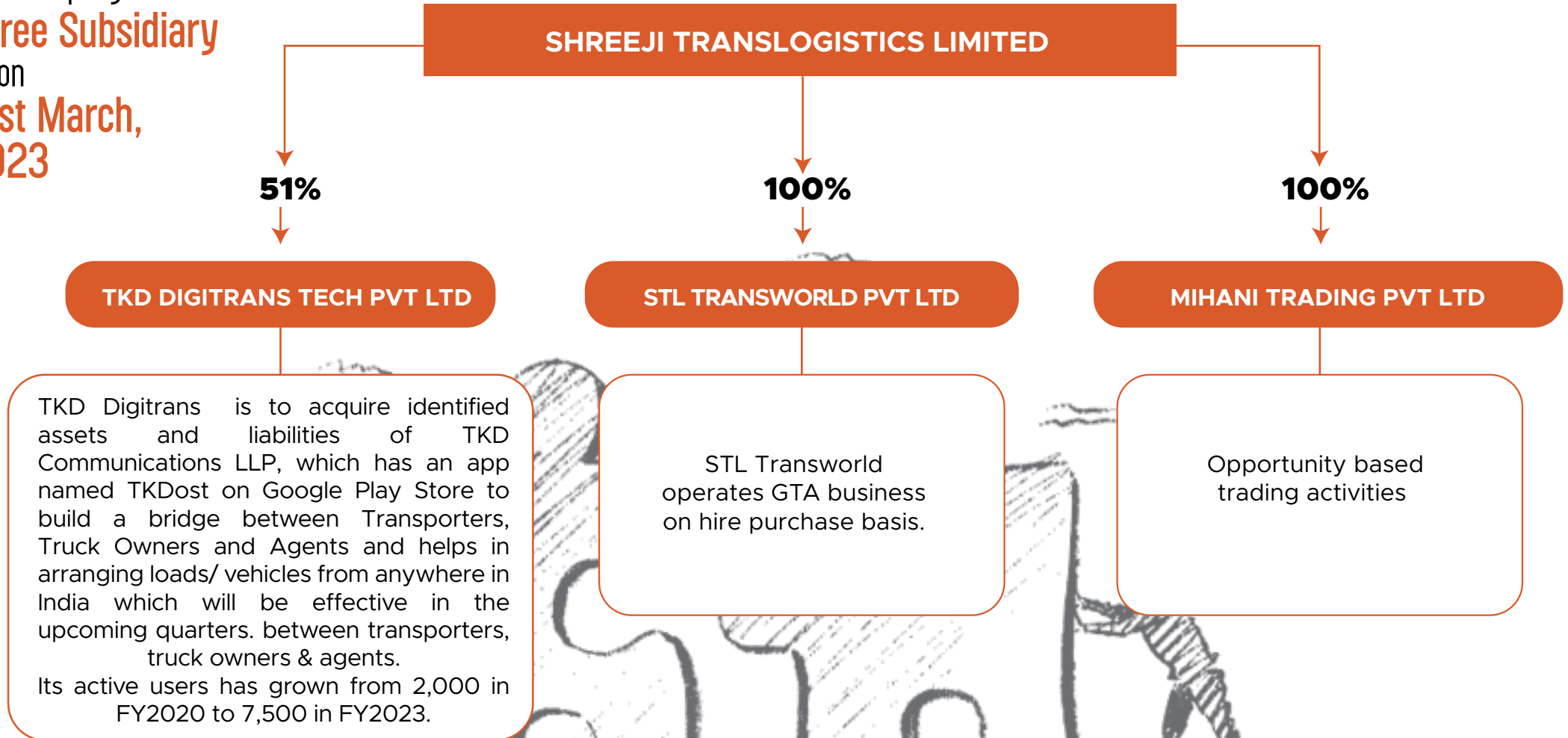
Fleet Size of
~300
Owned Trucks

Branches across
22+
locations



CORPORATE STRUCTURE

The Company has
Three Subsidiary
as on
**31st March,
2023**



FROM THE DESK OF THE CHAIRMAN



"It is an immense honor and deep sense of appreciation that I address you today, as I reflect on my extraordinary voyage spanning more than four decades within this distinguished organization, Shreeji Translogistics Ltd. Our continuous growth and success stem from our unwavering focus on providing seamless logistics services that merge our traditional brick and mortar offerings with cutting-edge technology. The recognition we have received through numerous awards and accolades during this quarter serves as a testament to our service capabilities and our steadfast commitment towards providing client-centric cost efficient logistics service.

In line with our vision, mission, and a resolute commitment to aiming high, we have achieved remarkable growth in the fiscal year 2023. This progress is evident from our outstanding performance in the fiscal year FY23. We have also secured partnerships with industry-leading clients which reflect our dedication to delivering reliable logistics and transportation services to our esteemed clients.

We are incredibly honored to be recognized by esteemed industry associations and other stakeholders in the logistics industry. Being acknowledged as the "Esteemed Platinum Customer" in the western region by Indian Oil Corporation and receiving the title of "Customs Bonded Trucking Operator of the Year" by the Aviation Cargo Group are significant achievements. They exemplify the hard work and unwavering dedication of our exceptional team. We remain steadfast in our commitment to providing outstanding service to all our clients.

I am delighted to share the news of our exceptional performance. Our revenue from operations surged to ₹ 2,008.81 million in FY23, a substantial increase from ₹ 1,665.99 million in FY22, indicating a remarkable growth rate of 20.58%. Furthermore, our profits have also witnessed a significant rise from ₹ 91.73 million in FY22 to ₹ 109.63 million in FY23.

The Indian Government's unwavering focus on the development of the logistics sector through initiatives like Make in India, Atmanirbhar Bharat, Vocal for Local, Digital India, National Logistics Policy, and Bharat Mala Road Network opens up vast opportunities for investments, business growth, and development. As India's logistics market continues to expand at a rapid pace, with a projected value of USD 330 billion by 2025 compared to USD ~250 billion in 2022, we find ourselves well-positioned to capitalize on this growth. Factors such as the flourishing e-commerce industry, imminent technological advancements, and the expanding retail sales market will be crucial drivers of our success.

I would like to express my sincere appreciation to our dedicated employees at all levels for their wholehearted dedication and tireless efforts. It is their commitment that drives our success and sets us apart. I would also like to extend my heartfelt gratitude to our valued stakeholders. Your continued support and association with Shreeji Translogistics have been invaluable, and we humbly seek your continued support as we forge ahead into the future."

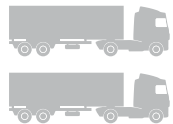


GROWTH STORY

1976
Shreeji started its journey



1984
Shreeji forayed as "Shreeji Transport Corporation" (STC) with sole focus on parcel services.



1994
STC was converted to "Shreeji Transport Services Private Limited" i.e. a Private Limited Company.



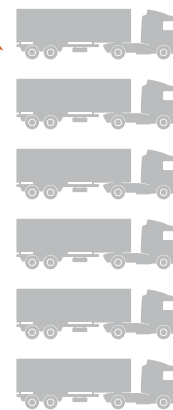
2000
The Company started using Containerized trucks for both FTL & parcel business.



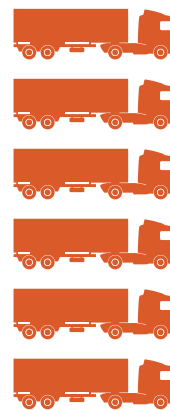
2001
Shreeji introduced global positioning system (GPS) on its trucks for real-time tracking of vehicle movement.



2002
The Company started and pioneered in Bonded Trucking business, it was a pathbreaking move for the Company.



2003
Shreeji received ISO 9001 certification credentials



2006
The company expanded its fleet to 100 vehicles.



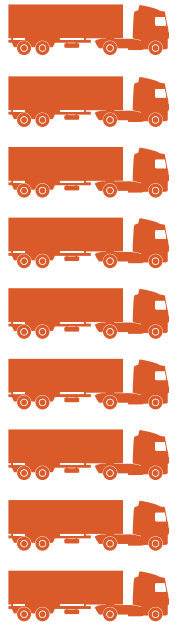
2010
Shreeji doubled its fleet size to 200 vehicles.



2017
Converted to Shreeji Translogistics Limited and got listed on BSE.



2022-23
Fleet size stood at 300 trucks. Incorporation of TKD Digi Trans as a subsidiary. Forayed in the Over Dimensional Cargo (ODC) segment. Bagged many highly reputed clients in its portfolio. Received many Awards and recognitions. Addition of 4 Branches across India. Receive the prestigious AEO-LO Certification from CBIC.



OUR LEADERSHIP POOL



Mr. Bipin C. Shah

Chairman & Wholetime Director - Group Head



Mr. Narendra C. Shah

Wholetime Director – Operations & Business Head – Shipping Line Container Movement.



Mr. Rajnikant C. Shah

Wholetime Director – Finance, Accounts & IT



Mr. Mukesh M. Shah

Wholetime Director - Administration & Business Head - Parcel & Part Load



Mr. Mahendra C. Shah

Wholetime Director – Marketing & Business Head - Full Truck Load

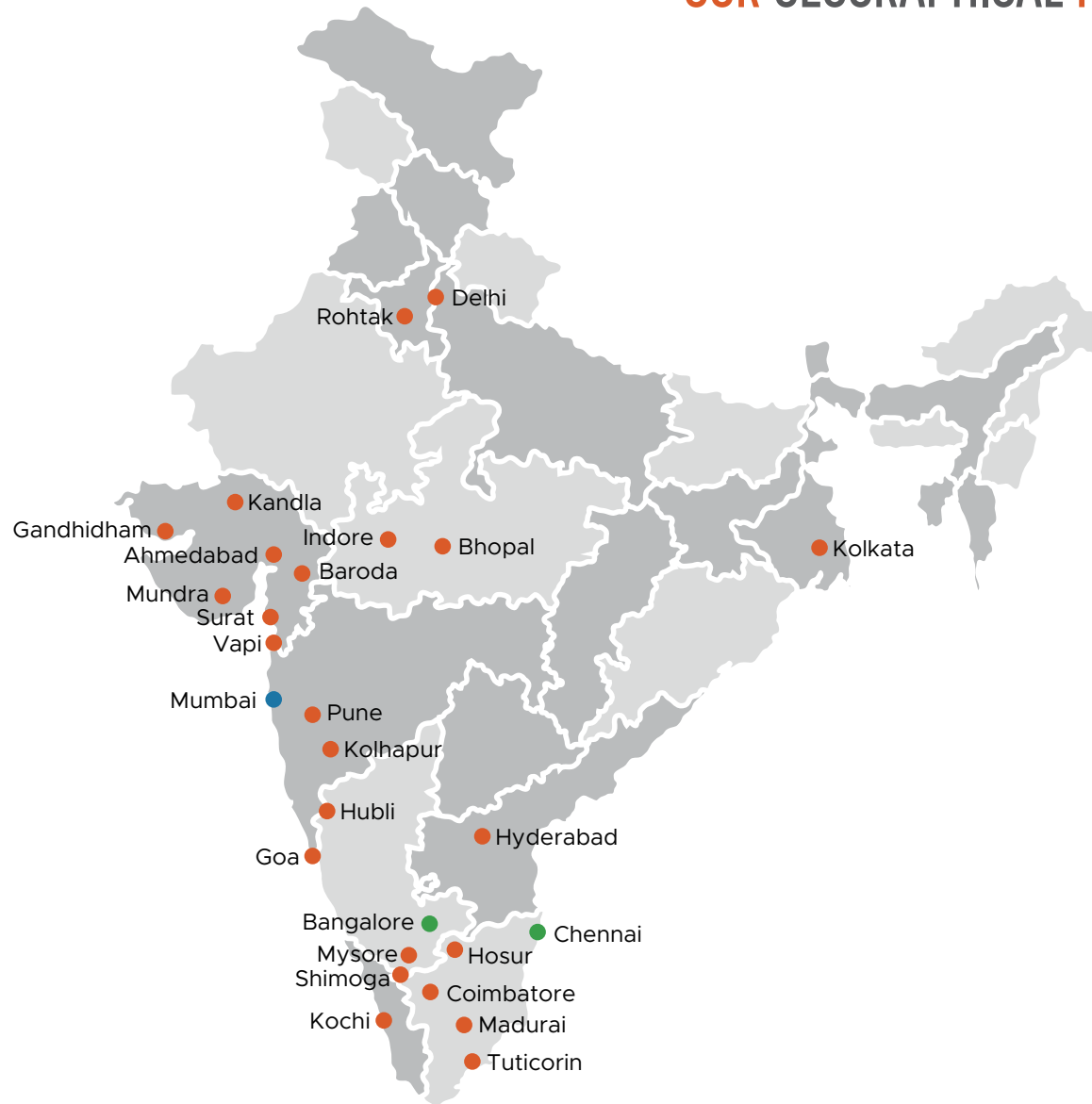


Mr. Rupesh M. Shah

Wholetime Director – Business Development & Business Head – Bonded Trucking



OUR GEOGRAPHICAL PRESENCE



Registered Head Office : Mumbai



Regional Office : Bangalore & Chennai



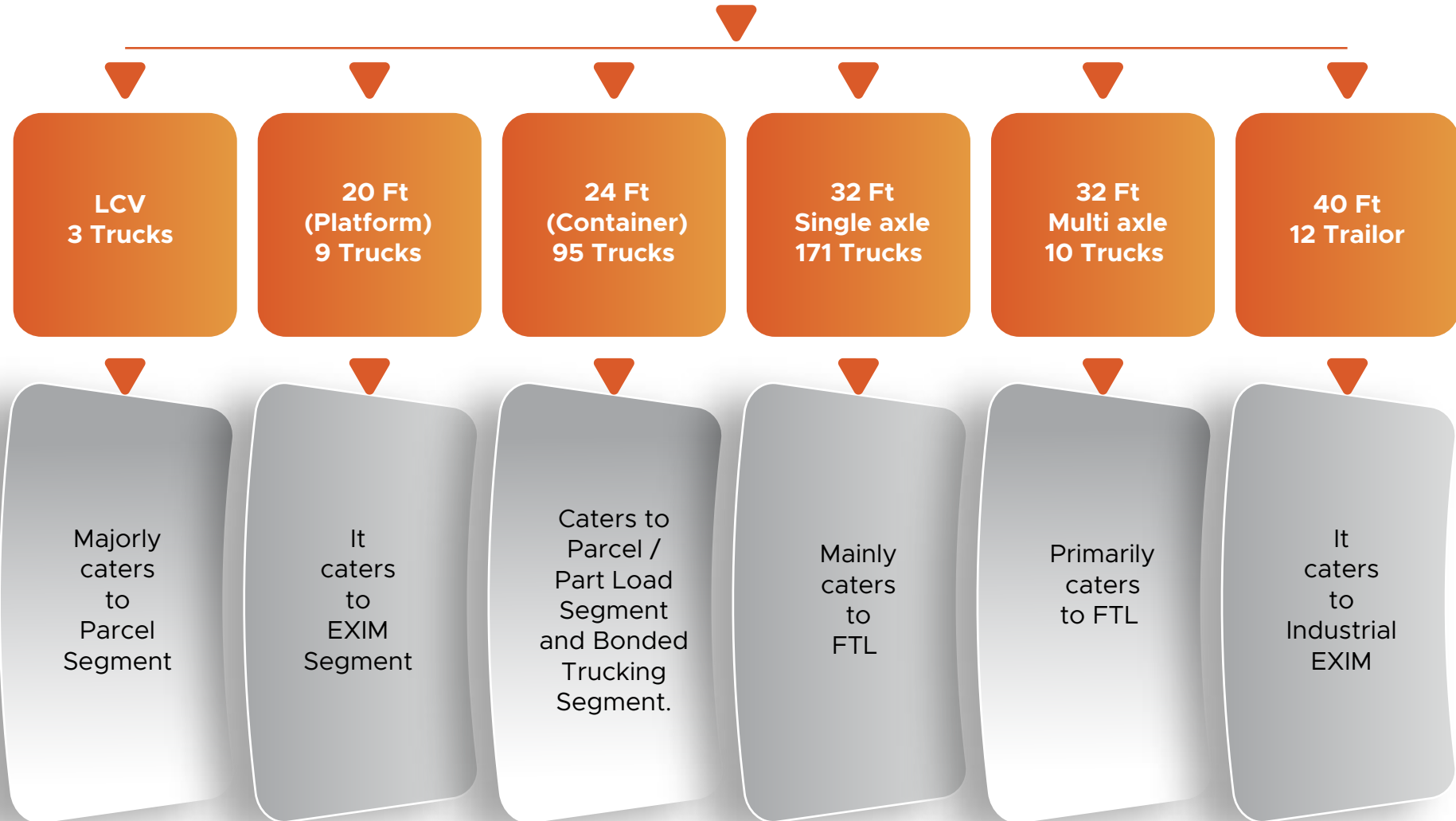
Branches:

Ahmedabad | Baroda | Bhopal
Coimbatore | Delhi | Goa
Hosur | Hubli | Hyderabad
Indore | Kochi | Kolkata
Kolhapur | Madurai | Mysore
Pune | Shimoga | Surat
Tuticorin | Vapi | Mundra | Kandla |
Gandhidham | Rohtak



FLEET SIZE

300 TRUCKS



SERVICE OFFERINGS

Full Load

STL's Full Truck Load (FTL) segment forms the core of Logistical Supply Chain Solution. Clients can rent or lease out the entire vehicle to transport goods across India. The vehicle choices include – Pickup, Canter, Full Body, Half Body, Containers, Platforms and Trailors. The fleet size ranges from 5 ft to 70 ft. Additionally, the company helps to ensure that clients receive the best, most cost-effective service options.

- Company is operating in over **650** routes across India
- Leasing of FTLs to clients on monthly basis from any of their locations across India.
- All fleets are under AMC with the OEM's thus enabling better maintenance and lesser breakdowns
- Company covers more than **2,70,00,000** kms every year **39,500** trips every year
- Company owned vehicles cover more than **1,68,00,000** kms per year

Over Dimensional Cargo (ODC)

In Q3 FY23 STL broadened its range of offerings by foraying into Odd Dimensional Cargo (ODC) Services.

ODC is a cargo that extends beyond the normal loading deck of a cargo in order to deliver oversized goods and it is a specialized service having good yields. ODC services will allow STL to carry heavy cargo materials for transportation.

STL has hired experienced staff, having an expertise of over 20 years in the ODC segment in transport industry for better accuracy and meeting client requirements.

Parcel / Part Load

Company's Parcel & Part Load or the Less than Truck Load (LTL) Transport option helps medium and small businesses and individuals to use the services.

- Company provides Door Delivery of Parcels.
- Retail cross docking for major Customers in Retail, Electronics and similar Industries for cost effective and time efficient movement of goods.
- Company run a Daily Direct parcel service:
From: Mumbai, Vapi, Surat, Ahmedabad and Indore.
To: Bangalore, Mysore and Chennai.
- Company's parcel and part load service works as per the "Hub & Spoke" arrangement where the entire load is transported to the central warehouse (HUB) and then further distributed to specific locations which enables faster freight movement.



CONTD...

Bonded Trucking

The Company is the pioneer in Custom Bonded trucking which it started in 2002. This path breaking solution is provided to customs notified air cargo complexes in airports across India. This move was appreciated by the airline industry when it was introduced and consequently STL is serving multiple airlines by providing these services.

Key Benefits of Bonded Trucking:

- Airlines become 'online carriers' without landing their flights.
- Expands operation to destination with no flights
- Hazardous cargo can be carried
- Enables transport of odd sized cargo

3PL & Warehousing

The Company provides 3PL and Warehousing services in and around Mumbai, Bangalore & Chennai. These services can be provided at other locations based on client requirement and project feasibility.

Features of Warehousing

- Clean and dry segregated areas of storage
- Controlled by ERP systems that maintain real time inventory status and generate MIS reports.
- Warehouses are linked to all offices
- Cargo handled by Modern material handling equipment operated by Skilled Manpower.
- FIFO (First in First out) system which enables the customer to ensure circulation and distribution of goods in accordance with Expiry Date.
- Protected and monitored by CCTV's and professional Guards
- Regular compliance trainings and fire safety drills conducted at warehouse to prepare staff for emergencies

EXIM

- STL provide vehicles to connect the 'Linehaul' Ocean and Rail segments of Containerized Freight Movement. Company has services for both types of container loads catering to Import and Export segments. These are specialized trucks running between ocean ports, rail terminals, ICD's & CFS. Containers are normally 20 feet and 40 feet in length. This is majorly serviced by hired fleets.
- On an average STL moves more than 6000 container loads per annum for stuffing and de-stuffing of Cargo.



COMPANY'S USP

Bonded Truck Division

- Company is a Pioneer & market leaders in Bonded trucking business
- Company has agreement / contracts with international airlines.
- Custom approved licence for bonded trucking

FTL

- Company with own fleet.
- Direct agreement with top Indian and Multinational companies.
- Own Offices in major metros and cities.

Exim

- Handling export and import containers with time bound service.
- Expertise in solar projects, doing business with top companies.

Parcel

- Company has expertise in handling textiles, readymade goods and industrial items.
- Door delivery of consignment since 1983
- Company is using Hub and Spoke model.

Other USP's

- The trucks are constructed of Special Steel named Domex Steel, which is four times stronger than regular steel, resulting in improved cargo safety. Further, Domex steel is more corrosion-resistant steel and hence enhances overall life of the trucks.
- STL's owned trucks are maintained by AMC's by OEM thereby enhancing overall service and repair quality. This leads to better performance of the trucks resulting in lower consumption of fuel and lesser carbon footprints.
- Company has put in place digital locks across its own fleet.
- Developing expertise in specialized logistics services like project logistics and ODC.



KEY CLIENTS

FTL



Parcel



Import - Export



Bonded

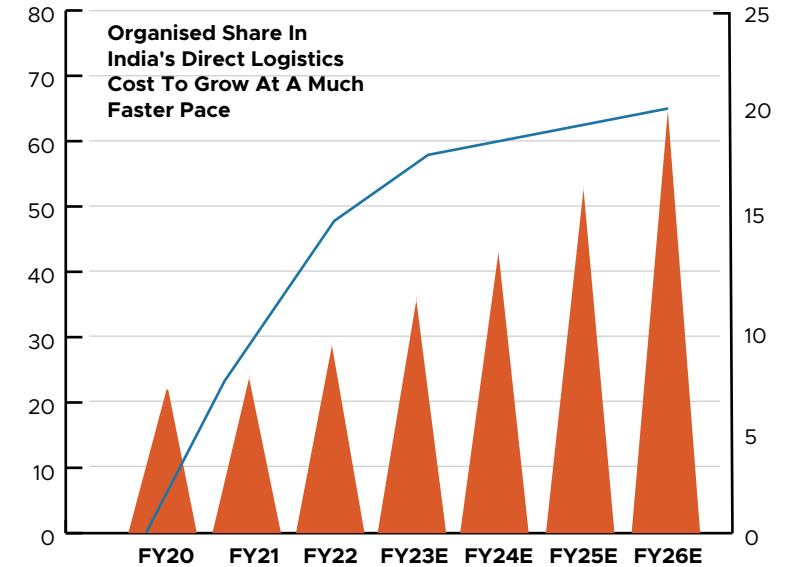


and many more...



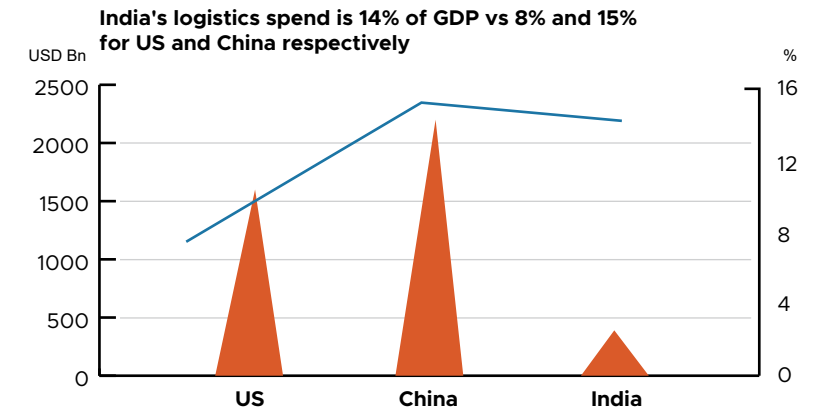
INDUSTRY OVERVIEW

- The Indian logistics industry has been gaining traction in the last few years and plays a very important role in facilitating trade and thereby propelling the growth of the Indian economy. Several factors such as - improving infrastructure nationwide, opportunities in emerging markets & channel alliances, urbanisation, faster adoption of newer technologies & digitalization, increased consumer preference for the reduced delivery time, and deployment of innovative techniques for a fast delivery of products are all playing the role of a catalyst in fuelling the growth of the logistics industry in India.
- As of now, the logistics sector is dominated by transportation which has over 85% share in value terms- its share is set to remain high for the next few years. The rest 15% share is borne by storage (Warehouse). The sector is employment intensive, absorbing 22 million people.
- The Indian logistics industry is highly fragmented and unorganized. It remains fragmented, with the organized players accounting for approximately 10% of the total market share.
- The logistics theme revolves around formalisation of the Indian economy, with GST being a big driver. Traditional logistics chain involved customers approaching transporters who would coordinate with truckers through brokers to transport goods and services. Brokerage charges tend to be 3-8% of rates booked for the cargo. Organised players have eliminated the broker and they are directly reaching out to truckers, leading to improved margins. The overall direct logistics cost should see the organised share rise to 19%, from 10%, implying a 20% CAGR, similar to the past five-year trend.
- Logistics costs is 7-9% of GDP in developed countries like US and Germany. Good infrastructure and efficient paperwork keep indirect logistics costs like inventory carrying, pilferage and wastages at a low. Minister of Commerce and Industry Piyush Goyal stated India targets dropping logistics costs to less than 10% of GDP from the current 14-15% in the next five years.



Source: Statista 2022

■ Organised share in India's Direct Logistics cost (USD bn) - (LHS)
 □ (% YoY Growth) - (RHS)



Source: Statista 2022



PROACTIVE APPROACH TO MITIGATE COMMON INDUSTRY RISKS

On an average 10 to 12% of Indian fleet remain idle due to driver scarcity. STL was faced with similar issue. In order to overcome this, STL started an incentive program under the name and style of “Paiya Gumao Paisa Kamao”. STL was able to successfully implement the program owing to which STL idle fleet has become zero/negligible. The incentive is provided on per KM basis, so more the KMs driven by drivers, more they are benefited and thereby increasing overall fleet utilisation.

DRIVER RELATED RISK

In order to minimize risks of dissatisfied customer, the Company is providing extensive training to even its frontline workers who have limited literacy to address any last mile customer requirements.

CUSTOMER RELATED RISK

Company provides containerized trucks which reduces spoilage, pilferage and damages while goods are in transit.

IN-TRANSIT RISK



FINANCIAL STATEMENT HIGHLIGHTS – CONSOLIDATED INCOME STATEMENT

Financial Statement Highlights : Q4 FY23 v/s Q4 FY22

Particulars (Rs. Mn)	Q4 FY23	Q4 FY22	YoY%
Revenue from Operations	542.84	452.68	19.92%
Other Income	5.17	7.92	
Total Revenue	548.00	460.60	
Total Expenses excluding Depreciation, Amortization & Finance Costs	493.66	410.47	
EBITDA	49.17	42.20	16.52%
EBITDA Margin (%)	9.06%	9.32%	
Depreciation & Amortization	8.34	11.04	
Finance Cost	8.21	9.44	
PBT before Exceptional Item	37.79	29.65	
Exceptional Items	-	-	
PBT	37.79	29.65	
Tax	10.19	3.34	
PAT	27.60	26.31	4.93%
PAT Margin %	5.08%	5.81%	
Other comprehensive profit / loss	(0.49)	0.12	
Net PAT	27.11	26.42	
Diluted EPS	0.52	0.50	



FINANCIAL STATEMENT HIGHLIGHTS – CONSOLIDATED INCOME STATEMENT

Financial Statement Highlights : FY23 v/s FY22

Particulars (Rs. Mn)	FY23	FY22	YoY%
Revenue from Operations	2,008.81	1,665.99	20.58%
Other Income	14.348	30.83	
Total Revenue	2,023.16	1,696.82	
Total Expenses excluding Depreciation, Amortization & Finance Costs	1802.08	1,495.04	
EBITDA	206.73	170.95	20.93%
EBITDA Margin (%)	10.29%	10.26%	
Depreciation & Amortization	33.60	38.56	
Finance Cost	36.51	40.84	
PBT before Exceptional Item	150.97	122.39	
Exceptional Items	-	-	
PBT	150.97	122.39	
Tax	41.34	30.66	
PAT	109.63	91.73	19.51%
PAT Margin %	5.46%	5.51%	
Other comprehensive profit / loss	0.58	0.47	
Net PAT	110.20	92.19	
Diluted EPS	2.11	1.76	

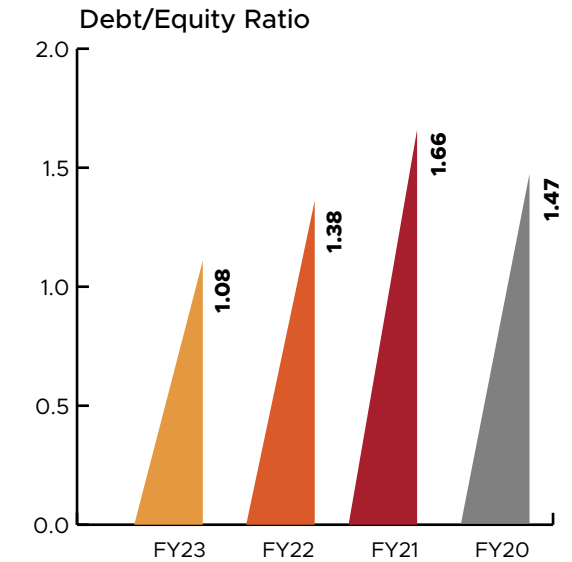
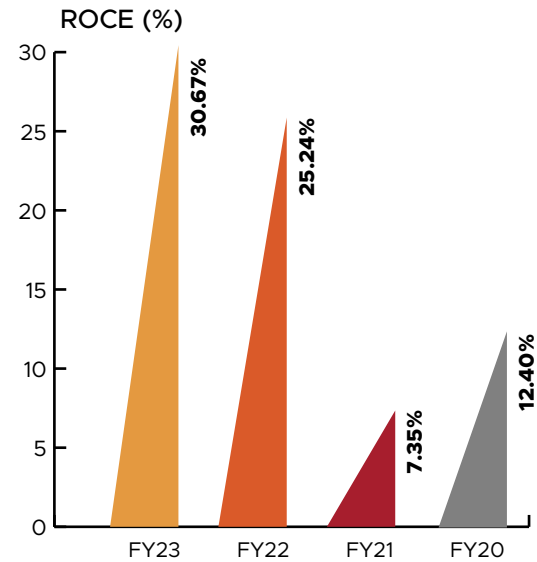
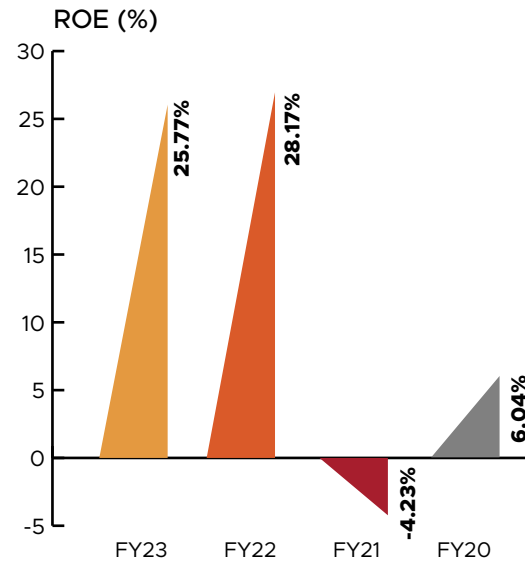
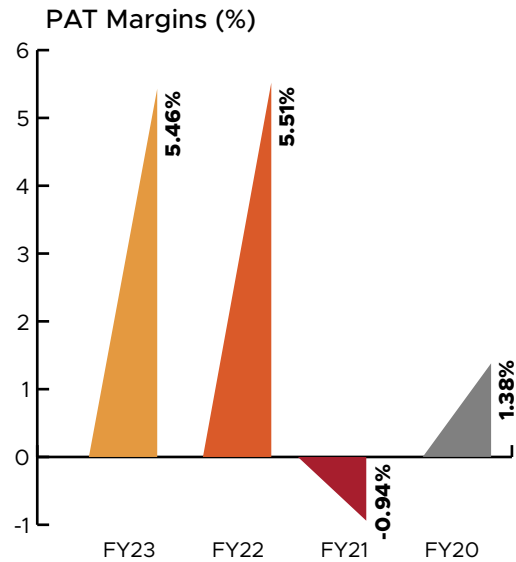
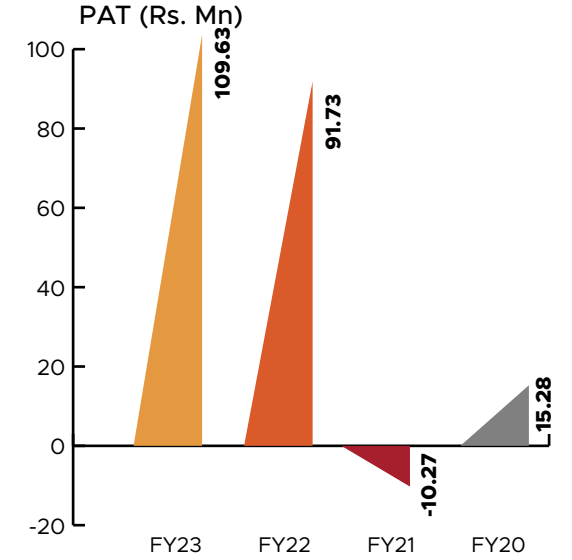
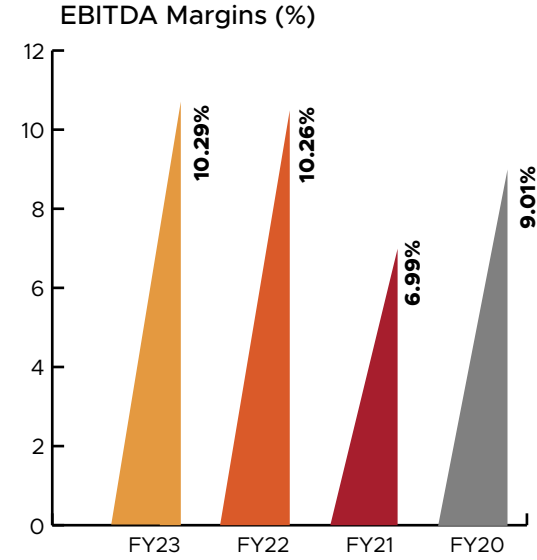
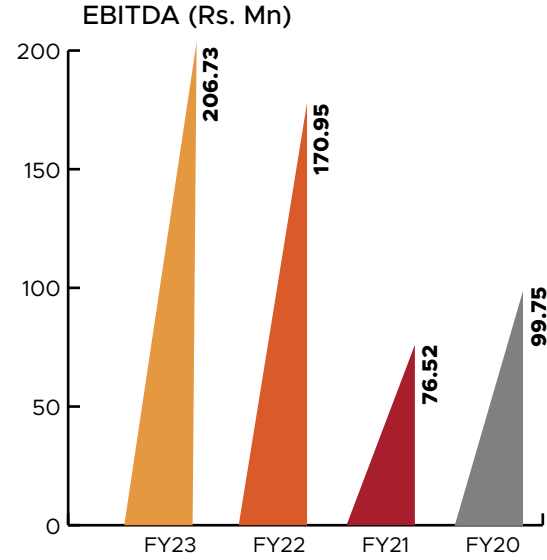
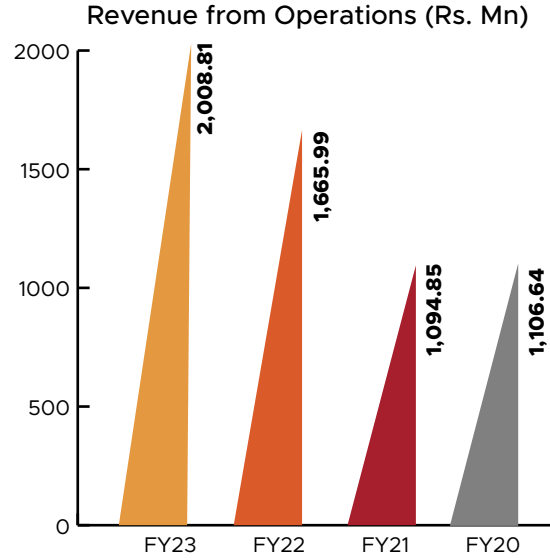


CONSOLIDATED BALANCE SHEET

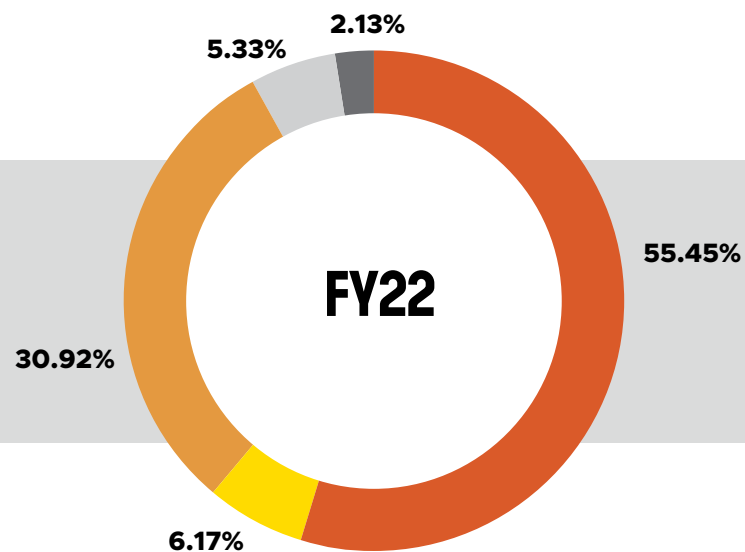
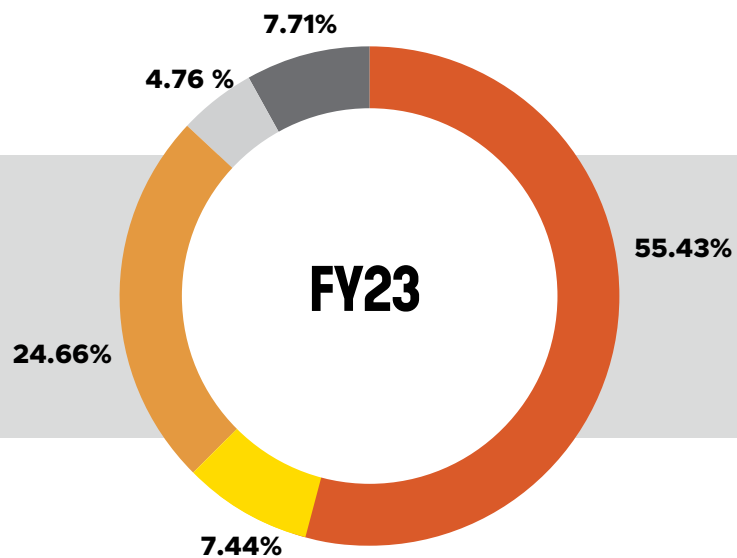
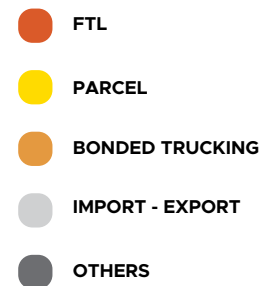
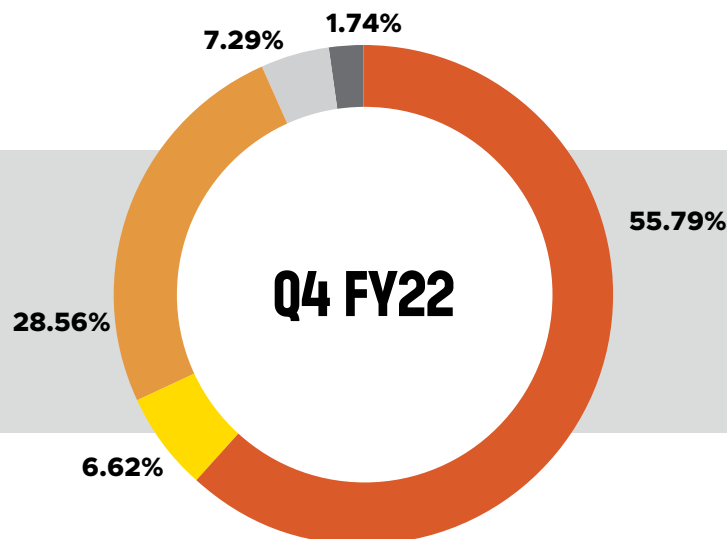
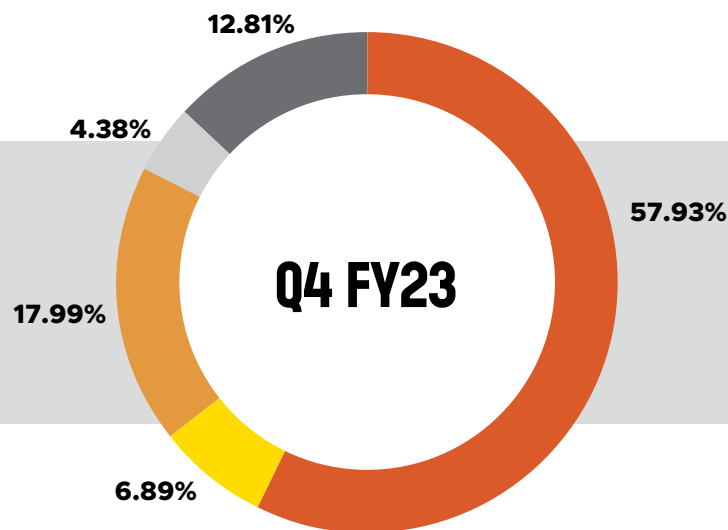
Particulars (₹ in Mn)	FY23	FY22	Shareholders Fund	FY23	FY23
Assets			Equity and Liabilities		
PP&E	191.36	202.18	Equity Share Capital	104.83	104.83
Capital WIP	62.32	-	Other Equity	320.73	220.77
Investment Property	10.25	1.60	Non Controlling Interests	(0.19)	-
Intangible Assets	1.36	-	Shareholders Fund	425.36	325.60
Intangible Assets under development	6.84	-			
Investments	2.24	2.42	Borrowings	95.05	155.32
Other financial assets	9.55	12.24	Deferred Tax Liabilities	18.42	18.59
Other non current assets	0.82	42.68	Provisions	21.70	20.88
Total Non-Current Assets	284.75	261.12	Other Non-Current Liabilities	3.97	4.06
Inventories	35.71	57.25	Total Non-Current Liabilities	139.14	198.85
Trade Receivables	582.15	449.89			
Cash & Cash Equivalents	68.85	44.46	Borrowings	365.68	293.29
Other financial Assets	9.63	0.03	Trade Payables	137.65	61.02
Current Assets (Net)	-	22.11	Other Current liabilities	13.80	20.53
Other Current Assets	105.29	66.97	Provisions	4.75	2.54
Total Current Assets	801.62	640.70	Total Current Liabilities	521.87	377.37
Total Assets	1,086.37	901.82	Total Equity & Liabilities	1,086.37	901.82



FINANCIAL SNAPSHOT



REVENUE MIX



FUTURE STRATEGIES

1

**ACQUISITION
OF NEW AND
ADVANCED
VEHICLE TO
SERVICE
MORE CLIENT
NEEDS**

2

**ADDITION OF -
1) CNG VEHICLES
2) REFRIGERATED
VEHICLES FOR
PHARMA AND
FMCG CLIENTS"**

3

**EXPANDING
WAREHOUSING
FOOT PRINT**

4

**OPENING OF
NEW
BRANCHES**

5

**FORAY INTO
NEWER AND
VALUE ADDED
SERVICES**



CSR AND OTHER ACTIVITIES



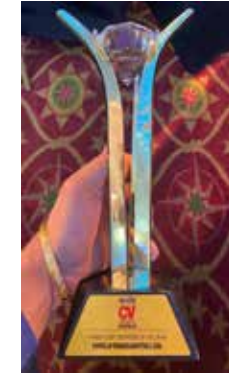
Shreeji Translogistics Ltd. actively contributes to the social and economic development of the communities in which the company operates. In so doing Shreeji build a better, sustainable way of life for the weaker sections of society and raise the country's human development index. Shreeji have always considered sustainable development the keystone of business strategy.

- In August 2018, the Company provided trucks free of charge for transporting flood relief material to Kerala from Bangalore
- In 2019 August, the Company supplied trucks free of charge for transportation of flood relief material to Coorg area, Karnataka
- During COVID 19 pandemic peak period, company helped in transporting oxygen cylinders & food in Chennai government hospitals
- Company's branch at Chennai during the pandemic first wave of Covid 19 were able to manoeuvre Breakfast food packets for the Doctors and Para medicals staffs at four prestigious Government hospital for a fortnight
- In August 2020, the company provided Education fund of 9 lakhs in Chennai
- In June 2022, the Company provided education fund of around INR 4 Lakhs for a rural school in Mysore
- In February 2023, the Company provided 3.5 Lakhs for the construction of hospital infrastructure, including beds, in Palghar



AWARDS & CERTIFICATIONS

YEAR	AWARD ISSUED BY	CATEGORY
2023	Apollo (CV)	Large Fleet Operator of the Year
2022	South East Air Cargo Conclave & Awards 2022	Custom Bonded Trucking Operator of the Year
2022	Indian Oil Corporation Limited	Esteemed Platinum Customer
2022	TV9 Leaders of Road Transport Awards	Company of the year- south
2022	Cipla	Beyond the Call Duty
2022	India Cargo Awards	Premier Bonded Trucking
2019	India Cargo Awards	Best Custom Bonded Trucking Operator
2019	ACE - South East Air Cargo Conclave & Awards	Custom Bonded Truck Operator of the year
2018	IKEA – Transport Logistics Service Area South Asia	Best Land Carrier – Performance, Vehicle Quality, Communication, Agility, Account Management
2018	ACE - South East Air Cargo Conclave & Awards	Custom Bonded Truck Operator of the year
2018	India Cargo Awards	Leading Bonded Trucking Operator
2017	India Cargo Awards	Leading Bonded Trucking Operator - North & East Region
2017	India Cargo Awards	Premier Bonded Trucking Operator - West & South Region
2015	Apollo CV Award	Fleet Operator of the year - Niche Application
2015	South East Cargo & Logistics Award	Custom Bonded Truck Operator of the year
2015	India Cargo Awards	Best Custom Bonded Trucking Award - West & South Region
2015	India Cargo Awards	Best Custom Bonded Trucking Award - North & East Region
2015	Samsung Electronics	Best Performer
2015	Samsung Electronics	Top Performer
2013	Apollo CV Award	Best Practice Adapter of the year
2013	International Conference and Exhibition	Cargo Scope Award



CAPITAL MARKET INFORMATION

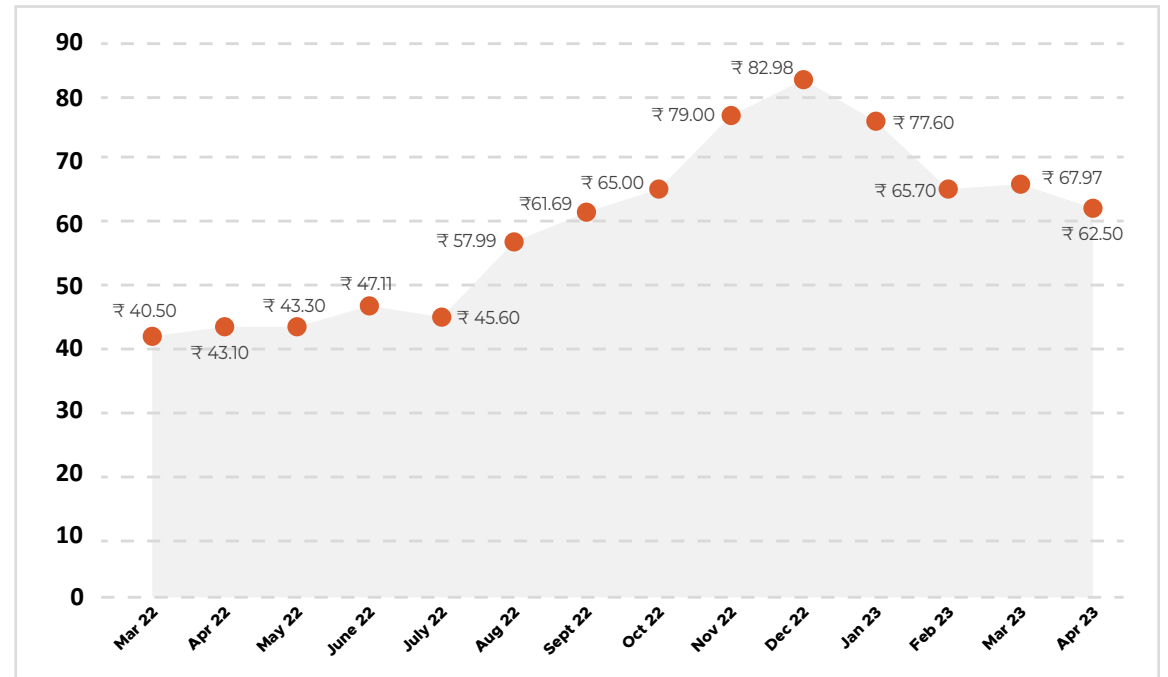
SHAREHOLDING PATTERN

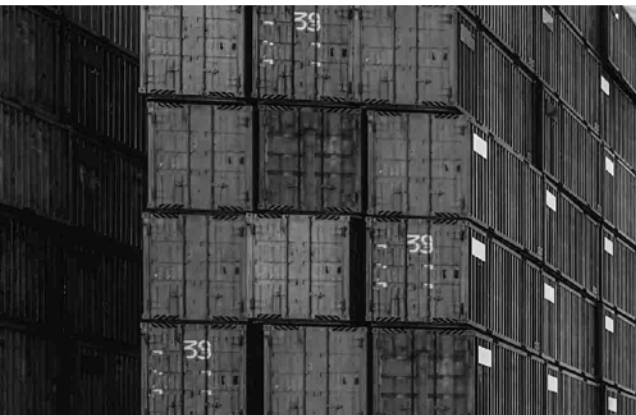
Particulars	March 2023
Promoter and Promoter Group	72.70%
Public	27.30%
TOTAL	100.00%

MARKET INDICATORS

Issued Shares	5,24,12,625
Share Price (15/05/2023)	62.40
Market Cap (₹ MN)	3,270.54
52 Weeks High/Low	101.82/41.08

STOCK PERFORMANCE OF LAST ONE YEAR





THANK YOU

Mr. Harshal Shah, CEO

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