



19th January, 2024

BSE Limited

Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai – 400001

Scrip Code: 540738

Sub: Investor Presentation for the quarter and nine months ended 31st December, 2023

Dear Sir/ Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith Investor Presentation for the quarter and nine months ended 31st December, 2023.

Kindly take the same on records.

Thanking you,

Yours faithfully,

For Shreeji Translogistics Limited

Himani Dave

Company Secretary & Compliance Officer



REGIONAL OFFICES :

Chennai : T : 2680 0092 / 2680 0093 • E : chennai@shreejitrans.com
Bangalore : T : 4081 2222 / 4081 2200 • E : bangalore@shreejitrans.com

PAN No. : AAEC53602B
SAC Code : 996511
CIN No. : L63010MH1994PLC077890

Shreeji Translogistics Ltd.

TRANSPORTING >> TRUST >> SAFELY

INVESTOR PRESENTATION

JANUARY 2024



Shreeji Translogistics Ltd.
TRANSPORTING >> TRUST >> SAFELY



SAFE HARBOUR

Certain statements in this document can 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 (“STL” or “The company”) 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

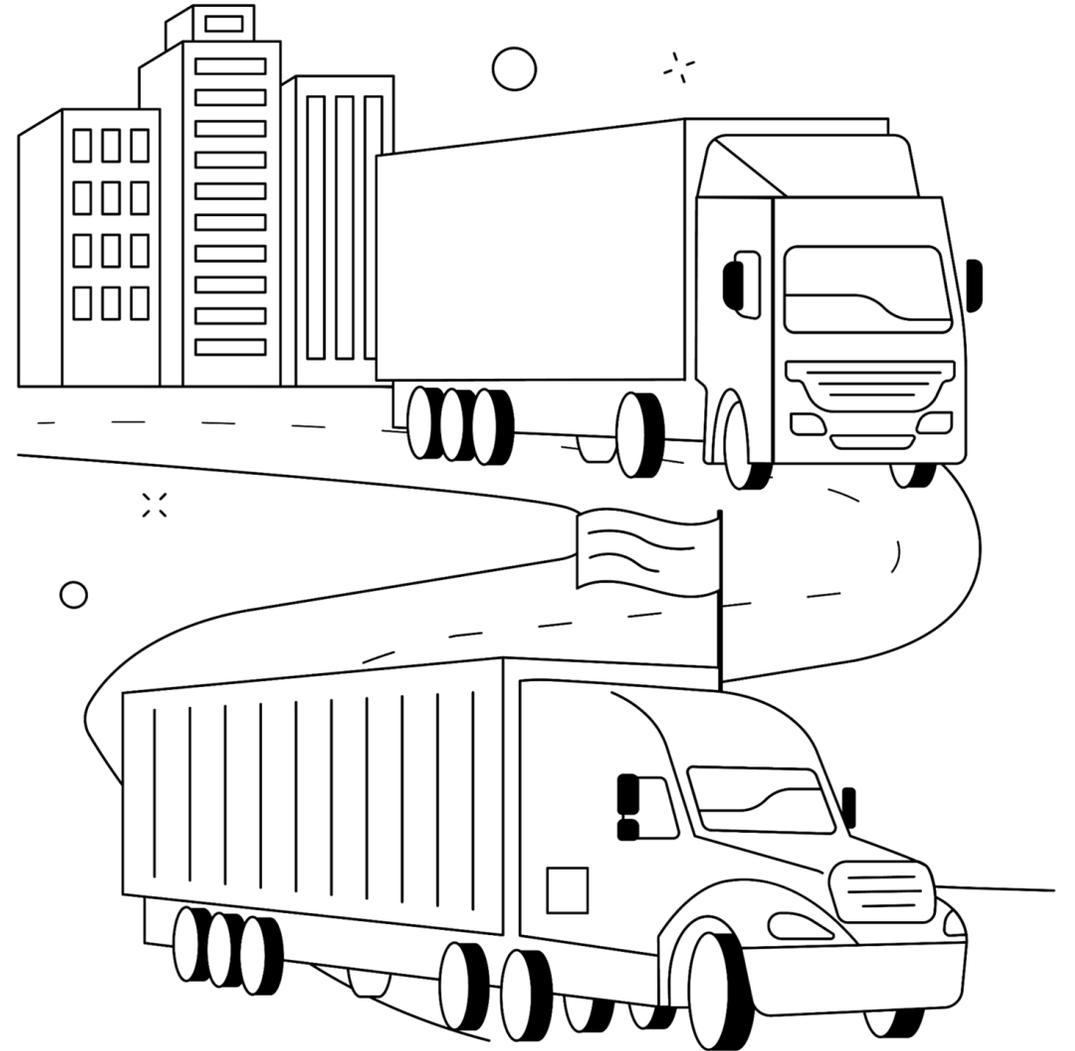
VISION & MISSION

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



KEY CONSOLIDATED HIGHLIGHTS – 9M FY24

1918.67MN

9M FY24

**REVENUE FROM
OPERATIONS**

30.88%

YoY Growth

242.45MN

9M FY24

EBITDA

45.40%

YoY Growth

140.55MN

9M FY24

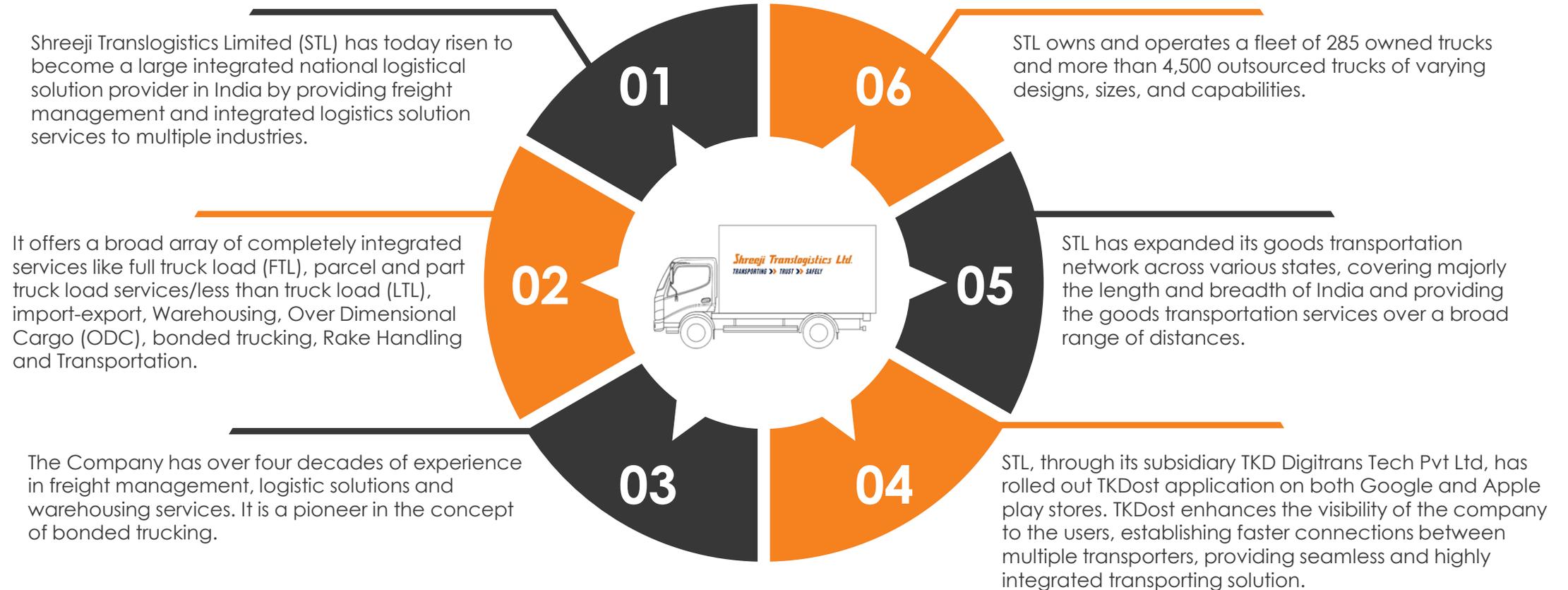
PAT

71.35%

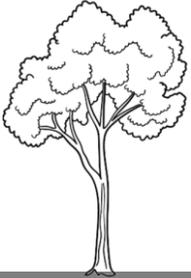
YoY Growth



COMPANY OVERVIEW

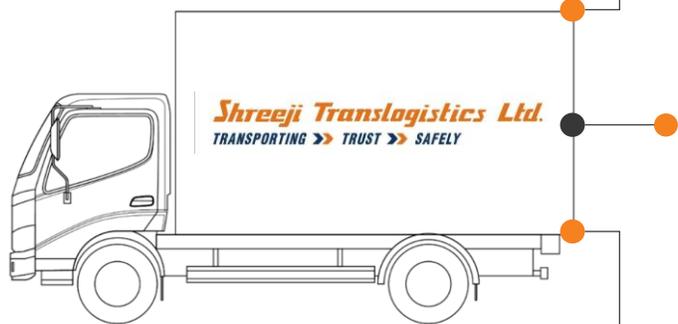


SHREEJI AT GLANCE



CORPORATE STRUCTURE

The Company has **Three Subsidiaries**



51%

TKD Digitrans Tech Pvt Ltd

TKD Digitrans Tech Pvt Ltd has an app named TKDost on Google Play Store and Apple store which acts as a bridge between Transporters, Truck Owners and Agents and helps in arranging loads/ vehicles from anywhere in India which will be effective in the upcoming quarters. Its active users has grown from 2,000 in FY20 to 10,000 in 9M FY24

100%

STL Transworld Pvt Ltd.

STL Transworld Pvt Ltd. operates GTA business on hire purchase basis

100%

Mihani Trading Pvt Ltd

Mihani Trading Pvt Ltd undertakes Opportunity based trading activities

FROM THE CHAIRMAN'S DESK



With a profound sense of gratitude and pride, I address you, reflecting on my remarkable journey spanning more than four decades within this esteemed organization, Shreeji Translogistics Limited (STL).

We celebrate not just milestones of our past, but the boundless possibilities that lie ahead. Our unwavering commitment to the core values embedded in our vision and mission, has been driving force behind the remarkable growth we have witnessed in FY23, also in 9M FY24. This commitment is exemplified by the successful onboarding of new clients, the establishment of new branches, and our relentless pursuit to elevate the safety and quality of our fleets. Our recent entry to portfolio of Rake handling & transportation service, opens doors to diverse high volume business opportunities in India.

On the financial performance front, I am delighted to share with you that our Revenue from operations increased to ₹ 1918.67 MN in 9M FY24 from ₹ 1465.98 MN in 9M FY23 showing a remarkable growth of 30.88%. Furthermore, Profit also grew from ₹ 83.09 MN in 9M FY23 to ₹ 139.91 MN in 9M FY24.

STL has received prestigious accolades, including the title of 'Custom Bonded Trucking Operator of the Year' in both Northern and South East regions. These accolades underscore the tireless dedication of our exceptional team, whose hard work and commitment continue to the bedrock of success.

The landscape of the logistics sector in India is undergoing a transformative phase, fuelled by government initiatives such as Make in India, Atmanirbhar Bharat, Vocal for Local, Digital India, National Logistics Policy, Bharat Mala Road Network opening vast opportunities for investments, business growth, and development. As we navigate ever-expanding logistics market in India, 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 opportunities presented.

I would like to express my sincere appreciation to our valued stakeholders for their continued invaluable support and association with STL and we humbly seek your ongoing backing as we forge ahead into the future."



GROWTH STORY



Shreeji started its journey



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



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



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



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



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



Shreeji received ISO 9001 certification credentials



The company expanded its fleet to 100 vehicles



Shreeji doubled its fleet size to 200 vehicles



Converted to Shreeji Translogistics Limited and got listed on BSE



Fleet size stood at 285 trucks. Incorporation of TKD Digi Trans as a subsidiary. Forayed in the Over Dimensional Cargo (ODC) segment. Received many Awards and recognitions, Received the prestigious AEO-LO Certification from CBIC, The Company started new business vertical of Railway Rake handling and transportation

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



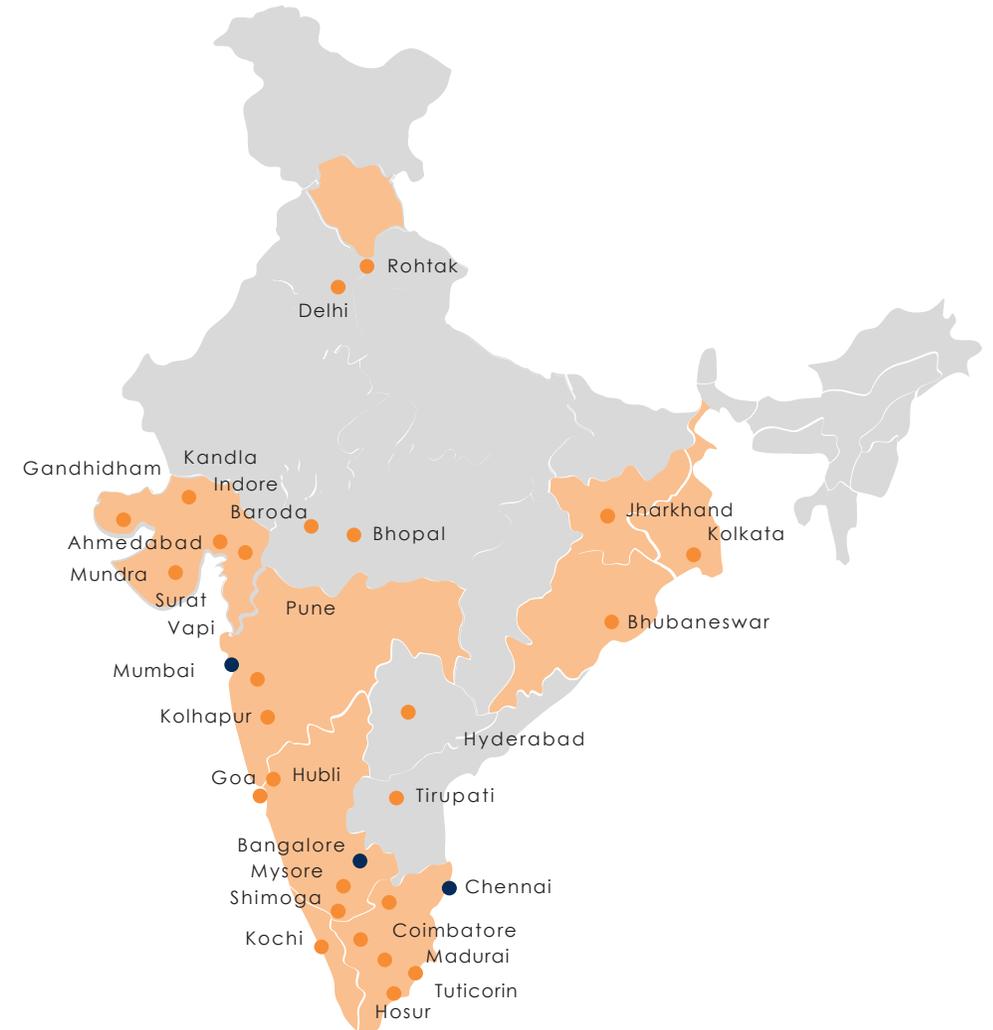
Regional Office

Bangalore & Chennai



Branches

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



SERVICE OFFERINGS

FULL TRUCK 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)

- 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 yeilds. 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.

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 6,000 container loads per annum for stuffing and de-stuffing of Cargo.

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-to-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 runs 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.

SERVICE OFFERINGS

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

RAILWAY RAKE HANDLING AND TRANSPORTATION

- In this segment, We do off loading of steel materials from rail wagon through cranes and seamlessly transitioning them onto trailers for last mile delivery for our valued clients on PAN India Basis which is a critical link in steel supply chain.
- Achieving Cost Efficiency for Customers through Multi-Modal Transportation by smoothly Combining Rail and Road Networks.
- With substantial government investments in logistics and connectivity, exemplified by initiatives like the MMLP (Multi-Modal Logistics Park), India's rapidly expanding network of roads, railways, and ports is laying the foundation for a prosperous business ecosystem.
- It helps in facilitating ease of business and improving connectivity through its efficiency.

COMPANY'S USP

BONDED TRUCK DIVISION

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

EXIM

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

FTL

- Company owns the fleets.
- Direct agreement with top Indian and Multinational companies.
- Own Offices in major metros and cities.

PARCEL

- Company has expertise in handling textiles, readymade goods and industrial items.
- Door-to-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 the regular steel, resulting in improved cargo safety.
- Further, Domex steel is more corrosion-resistant 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, ODC and Rake Handling & Transportation.



KEY CLIENTS

FTL



PARCEL



IMPORT - EXPORT/ ODC/ RAKE



BONDED



and many more...

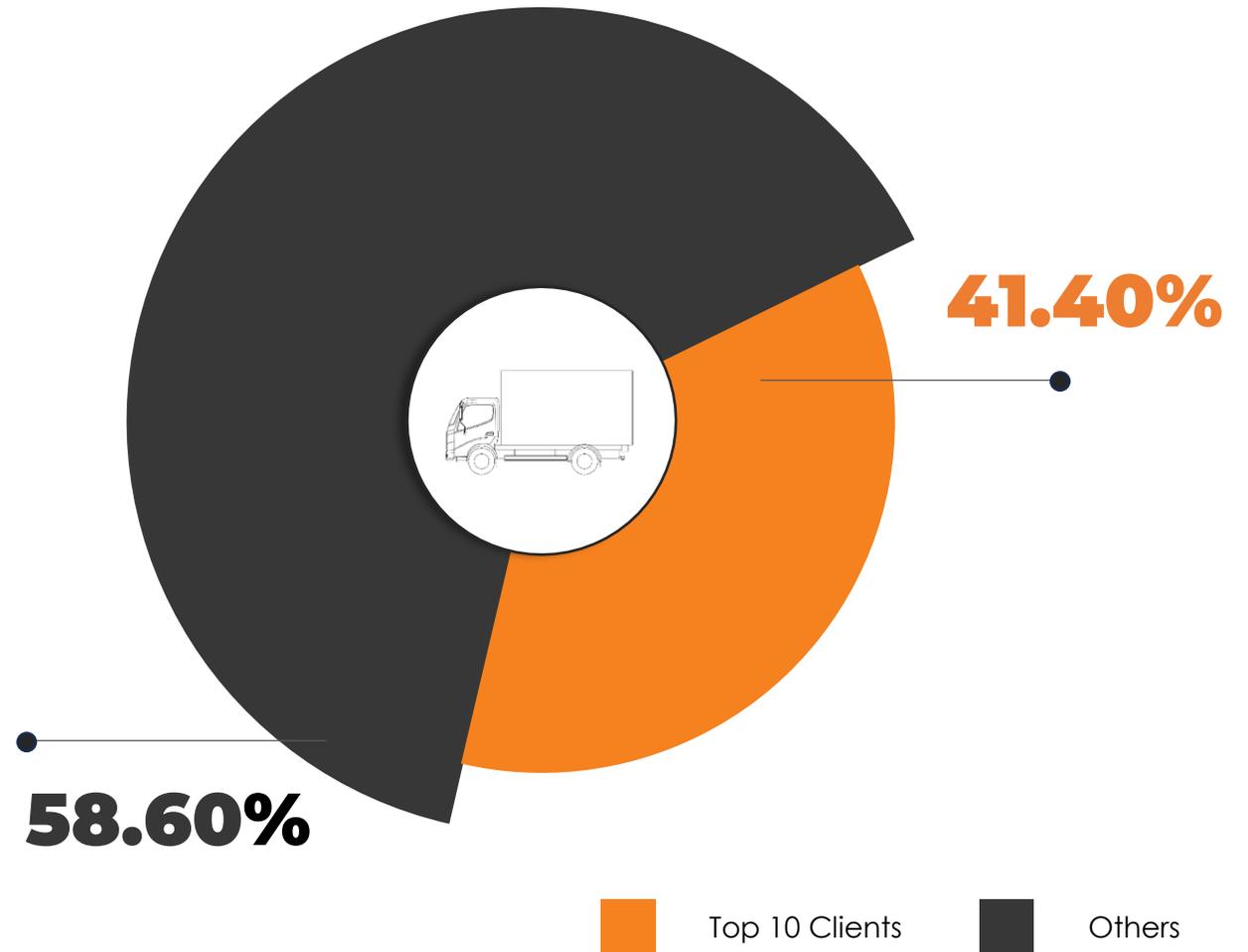
DIVERSIFIED REVENUE MIX

REVENUE DIVERSIFICATION FOR 9M FY24

44

The company's revenue mix is strategically diversified across multiple clients, mitigating its reliance on handful of patrons.

This strategic approach ensures a more stable and secure revenue stream for STL



TKDOST - DIGITAL FREIGHT PLATFORM

TKDost is a cutting-edge digital logistics platform that seeks to optimize freight booking and management within the logistics industry. With an intuitive interface and array of comprehensive features, the platform empowers transporters, truck owners, and agents to seamlessly connect with each other allowing them to efficiently handle their shipping needs, and track status, thus significantly boosting operational efficiency.



Real-Time
Quotes & Booking



Automation Facilitate
Seamless Communication



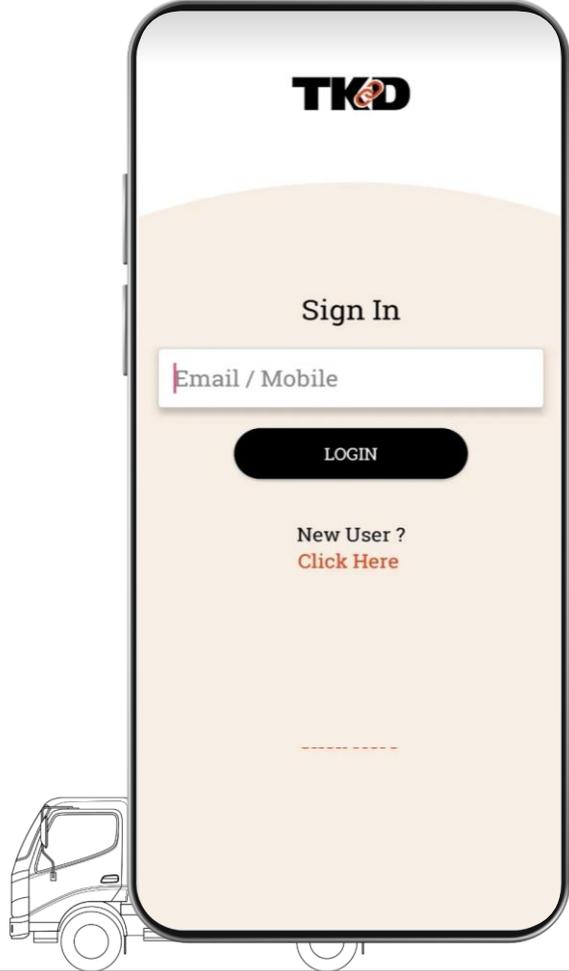
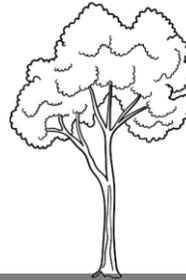
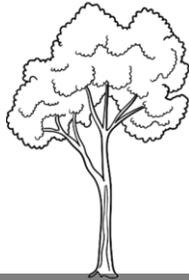
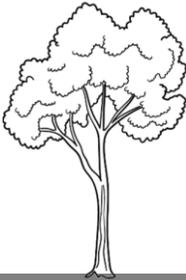
End-to-End
Tracking



Cargo
Insurance



Time
Saving



PROACTIVE APPROACH TO MITIGATE COMMON INDUSTRY RISKS

01

DRIVER RELATED RISK

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's 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.

02

CUSTOMER RELATED RISK

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

03

IN-TRANSIT 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.

04

THEFT RELATED RISK

In order to enhance the safety and security of in-transit cargo, and reducing the risk of theft, the company has installed digital locks on its fleets that are highly advanced and cannot be broken into. It can only be opened by the driver via the OTP which when received from the authorised personnel.



FINANCIAL STATEMENT HIGHLIGHTS

CONSOLIDATED INCOME STATEMENT

FINANCIAL STATEMENT HIGHLIGHTS

Q3 FY23 v/s Q3 FY24

Revenue from operations:

Revenue from operations increased by 26.47% from Rs. 521.41 Mn. in Q3 FY23 to Rs. 659.43 Mn. in Q3 FY24 majorly led by increased customer base, expansion to new regions, and addition of new service lines.

EBITDA & EBITDA Margins:

EBITDA increased by 63.57% from Rs. 54.89 Mn. in Q3 FY23 to Rs. 89.79 Mn. in Q3 FY24. This significant growth is attributed to increase in scale of operations and efficient utilization of fleets. EBITDA margins surged by 308 bps from 10.53% in Q3 FY23 to 13.62% in Q3 FY24

PAT & PAT Margins:

PAT increased by 89.88% from Rs. 26.93 Mn. in Q3 FY23 to Rs. 51.13 Mn. in Q3 FY24 and PAT Margins increased drastically by 258 bps from 5.16% in Q3 FY23 to 7.75% in Q3 FY24

Particulars (Rs. Mn)	Q3 FY24	Q3 FY23	YoY%	Q2 FY24	QoQ%
Revenue from Operations	659.43	521.41	26.47%	651.11	1.28%
Other Income	42.01	1.42		26.05	
Total Revenue	701.45	522.83		677.16	
Total Expenses excluding Depreciation, Amortization & Finance Cost	611.66	467.94		595.02	
EBITDA	89.79	54.89	63.57%	82.14	9.32%
EBITDA Margin (%)	13.62%	10.53%	308bps	12.62%	100bps
Depreciation & Amortization	10.98	8.99		9.69	
Finance Cost	12.74	9.86		11.25	
PBT before Exceptional Item	66.07	36.05		61.20	
Exceptional Items	-	-		-	
PBT	66.07	36.05		61.20	
Tax	14.94	9.12		12.71	
PAT	51.13	26.93	89.88%	48.49	5.46%
PAT Margin %	7.75%	5.16%	258bps	7.45%	30bps
Other comprehensive profit / loss	0.18	0.57		0.02	
Net PAT	51.31	27.50		48.51	
Diluted EPS	0.99	0.52		0.93	

FINANCIAL STATEMENT HIGHLIGHTS

CONSOLIDATED INCOME STATEMENT

FINANCIAL STATEMENT HIGHLIGHTS

9M FY23 v/s 9M FY24

Revenue from operations:

Revenue from operations increased by 30.88% from Rs.1465.98 Mn. in 9M FY23 to Rs.1918.67 Mn. in 9M FY24 majorly led by increased customer base, expansion to new regions, and addition of new service lines.

EBITDA & EBITDA Margins:

EBITDA increased by 45.40% from Rs. 166.74 Mn. in 9M FY23 to Rs. 242.45 Mn. in 9M FY24. This significant growth is attributed to increase in scale of operations and efficient utilization of fleets. EBITDA margins surged by 126 bps from 11.37% in 9M FY23 to 12.64% in 9M FY24

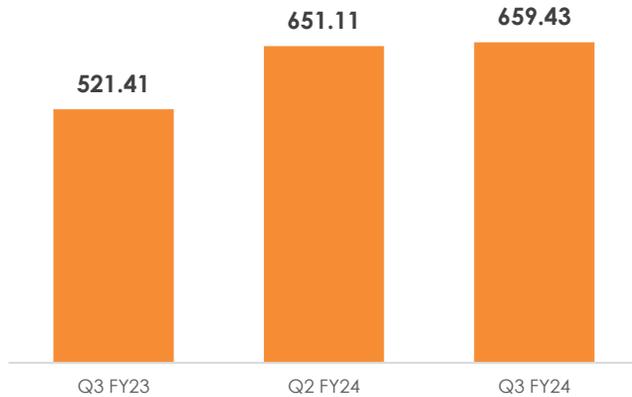
PAT & PAT Margins:

PAT increased by 71.35% from Rs. 82.03 Mn. in 9M FY23 to Rs. 140.55 Mn. In 9M FY24 and PAT Margins increased drastically by 173 bps from 5.60% in 9M FY23 to 7.33% in 9M FY24

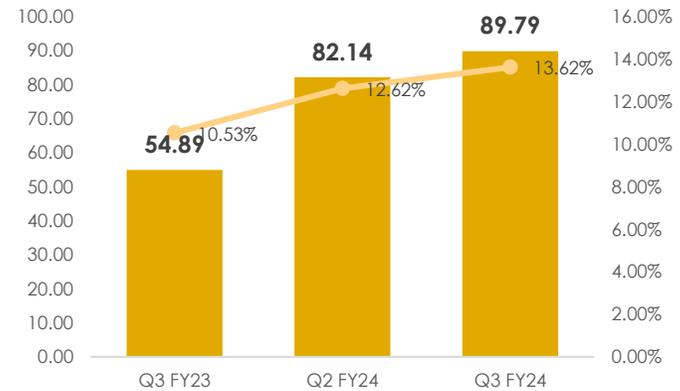
Particulars (Rs. Mn)	9M FY24	9M FY23	YoY%
Revenue from Operations	1918.67	1465.98	30.88%
Other Income	72.33	9.18	
Total Revenue	1991	1475.16	
Total Expenses excluding Depreciation, Amortization & Finance Cost	1748.55	1308.41	
EBITDA	242.45	166.74	45.40%
EBITDA Margin (%)	12.64%	11.37%	126bps
Depreciation & Amortization	28.22	25.27	
Finance Cost	34.27	28.30	
PBT before Exceptional Item	179.96	113.18	59.01%
Exceptional Items	-	-	
PBT	179.96	113.18	
Tax	39.41	31.15	
PAT	140.55	82.03	71.35%
PAT Margin %	7.33%	5.60%	173bps
Other comprehensive profit / loss	-0.64	1.07	
Net PAT	139.91	83.09	
Diluted EPS	2.69	1.59	

FINANCIAL SNAPSHOT

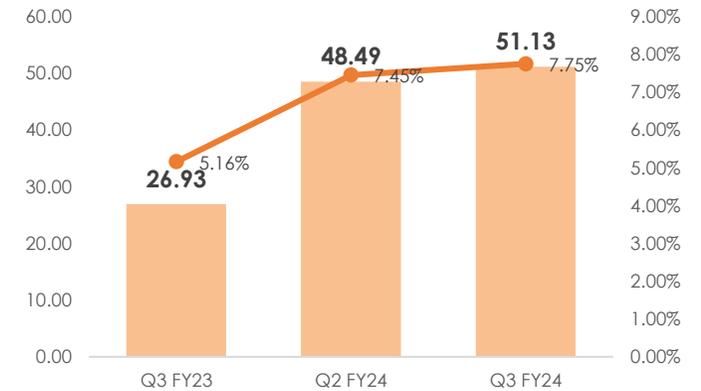
REVENUE FROM OPERATION (RS. MN)



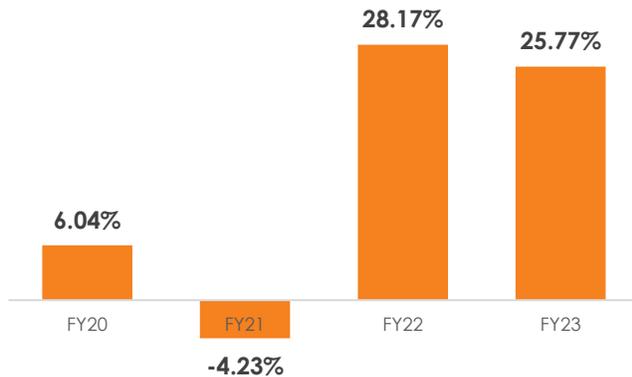
EBIDTA (RS. MN)



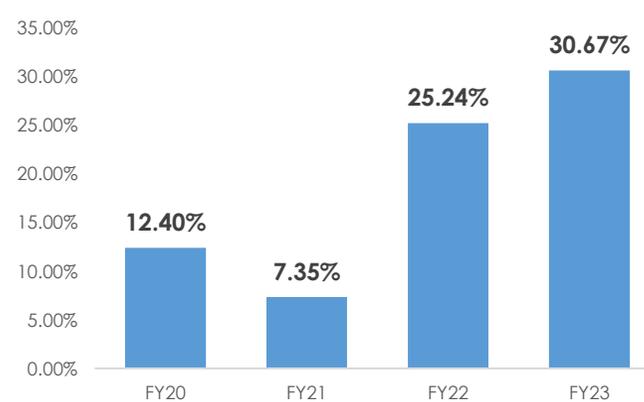
PAT (RS. MN.)



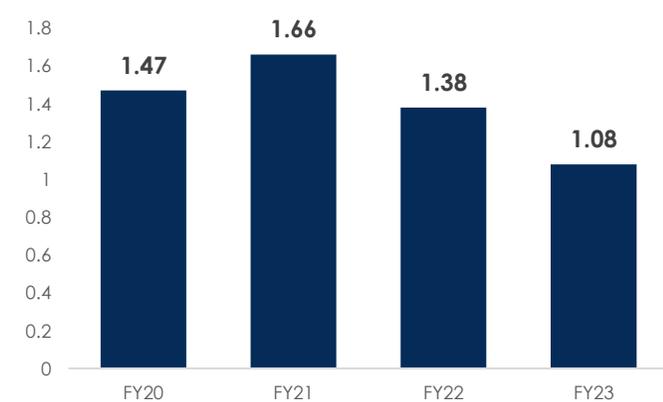
ROE (%)



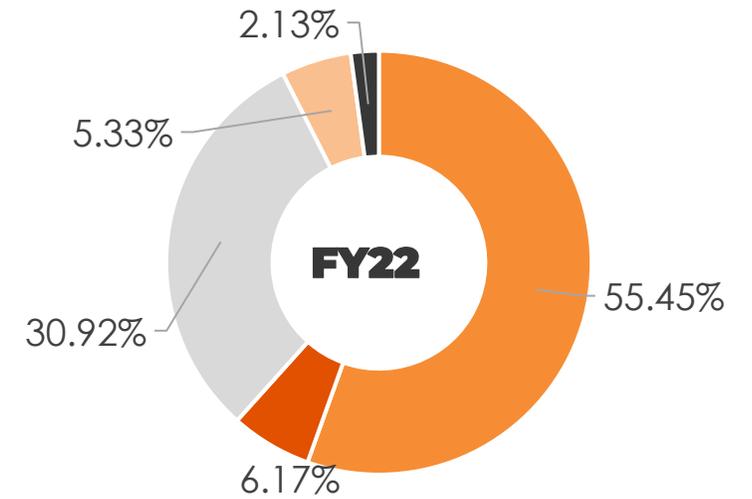
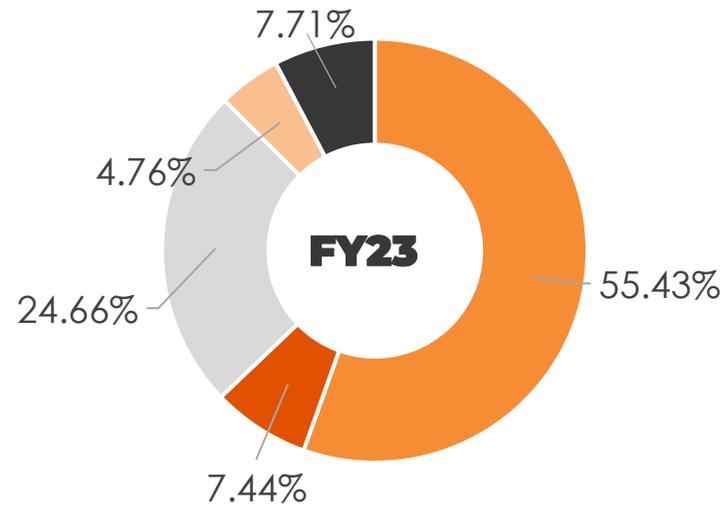
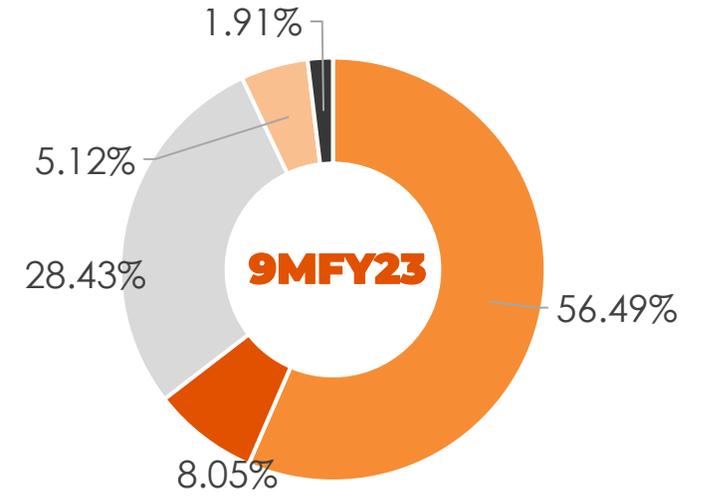
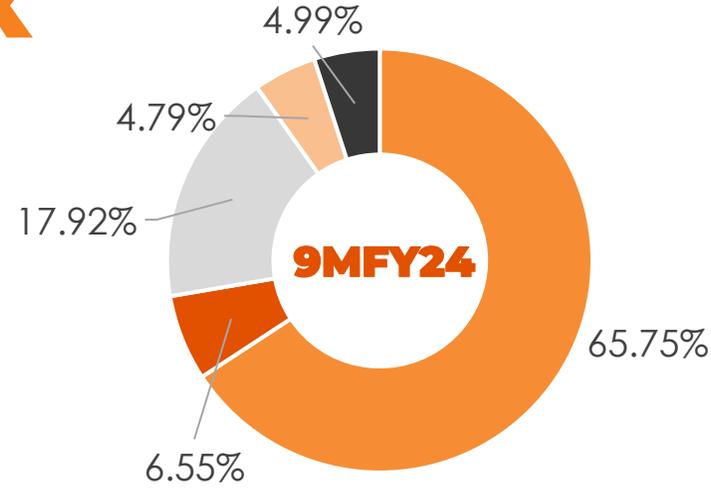
ROCE (%)



DEBT / EQUITY RATIO



REVENUE MIX



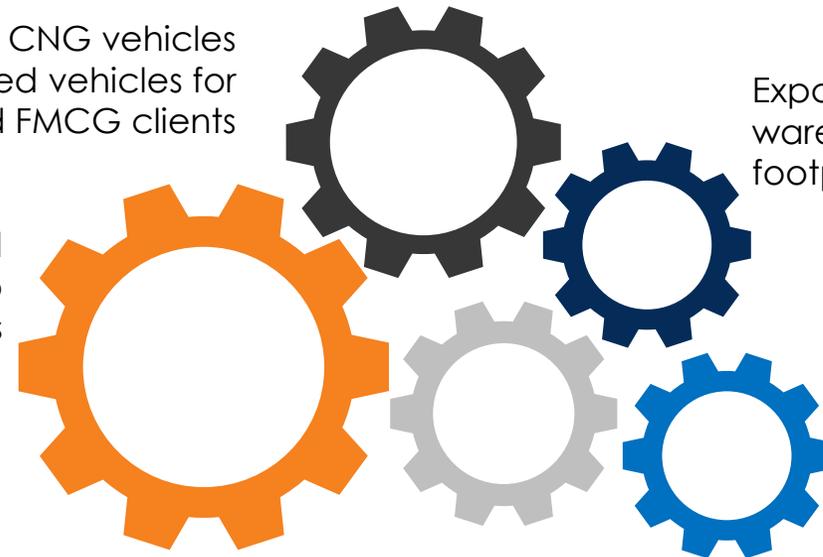
- FTL
- PARCEL
- BONDED-TRUCKING
- IMPORT-EXPORT
- OTHERS

FUTURE STRATEGIES



Acquisition of new and advanced vehicle to service more client needs

Addition of CNG vehicles and Refrigerated vehicles for pharma and FMCG clients



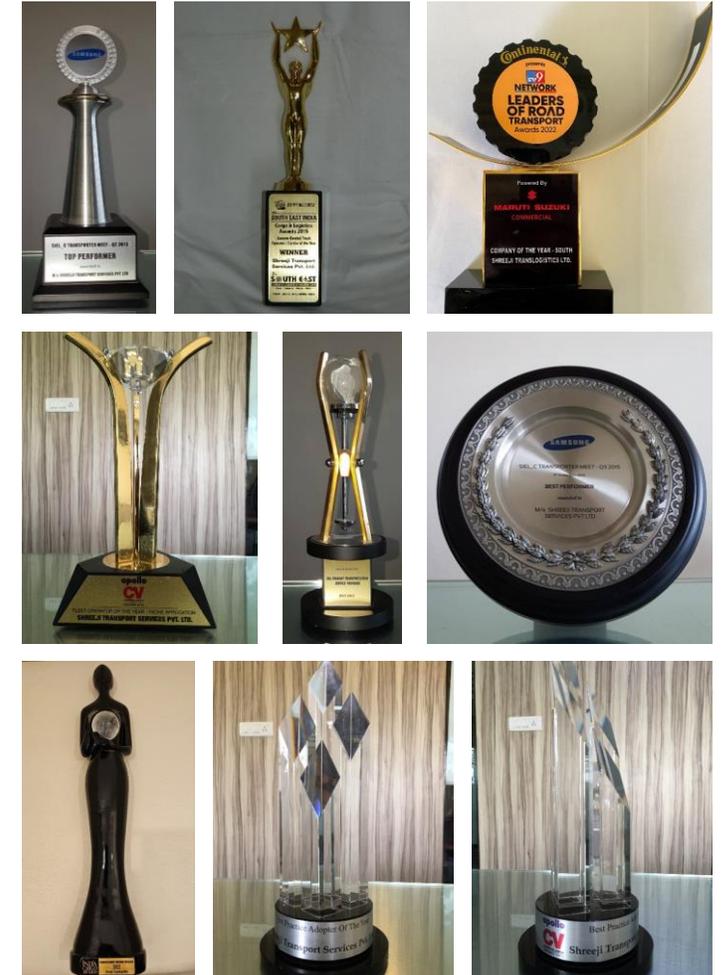
Expanding warehousing footprint

Opening of new branches

Expansion in Rake handling and Transportation PAN India

AWARDS & CERTIFICATIONS

YEAR	AWARD ISSUED BY	CATEGORY
2023	ACE-South East Air Cargo Conclave & Awards	Custom Bonded Truck Operator of the year
2023	Cargo Nxt - Excellence in Logistics Industry	Best Custom Bonded Trucking Company
2023	ACE-Northern India Air Cargo Conclave & Awards	Custom Bonded Truck Operator of the year
2023	India Cargo Awards	Premium Bonded Trucking Operator
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



CSR AND OTHER ACTIVITIES



Shreeji Translogistics Ltd. actively contributes to the social and economic development of the communities in which the company operates. In doing so Shreeji builds a better, sustainable way of life for the weaker sections of society and raises the country's human development index. Shreeji has 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 peak period of COVID 19 pandemic, company helped in transporting oxygen cylinders & food in Chennai government hospitals
-  During the first wave of Covid 19 pandemic, Company's branch at Chennai was 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 INR 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 INR 3.5 Lakhs for the construction of hospital infrastructure, including beds, in Palghar

CAPITAL MARKET INFORMATION

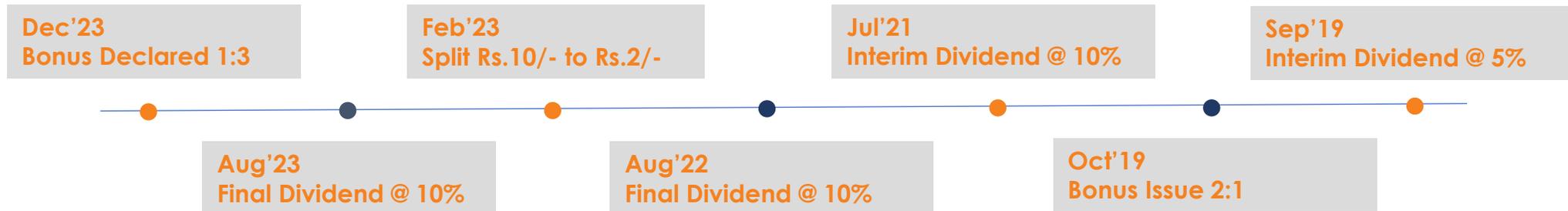
SHAREHOLDING PATTERN

Particulars	January 2024
Promoter and Promoter Group	72.70%
Public	27.30%
Total	100%

MARKET INDICATORS

Issued Shares-	5,24,12,625
Share Price (17/01/2024)	52.38
Market Cap (₹ MN)	2745.37
52 Weeks High/Low	85.97/50.00

CORPORATE ACTIONS



Shreeji Translogistics Ltd.
TRANSPORTING >> TRUST >> SAFELY

THANK YOU

JANUARY 2024

HIMANI DAVE, CS

Shreeji Translogistics Limited

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