



10th August, 2022

BSE Limited

Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai – 400001

Scrip Code: 540738

Sub: Press Release – Unaudited Financial Results for the quarter ended 30th June, 2022

Dear Sir/ Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a Press Release on the Unaudited Financial Results of the Company for the quarter ended 30th June, 2022.

This Press Release 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

DBBadiyani



Divyesh Badiyani
Company Secretary & Compliance Officer



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PAN No. : AAEC3602B
SAC Code : 996511
CIN No. : L63010MH1994PLC077890

Shreeji Translogistics Ltd.

TRANSPORTING >> TRUST >> SAFELY

CIN: L63010MH1994PLC077890

Registered Office: Shreeji Krupa, Sector 19C, Plot No.107, Vashi, Navi Mumbai – 400 705.

Revenue from Operations reported at **Rs. 465.41 Mn in Q1 FY23**

EBITDA stands at **Rs. 54.44 Mn for Q1 FY23**

PAT stands at **Rs. 26.44 Mn in Q1 FY23**

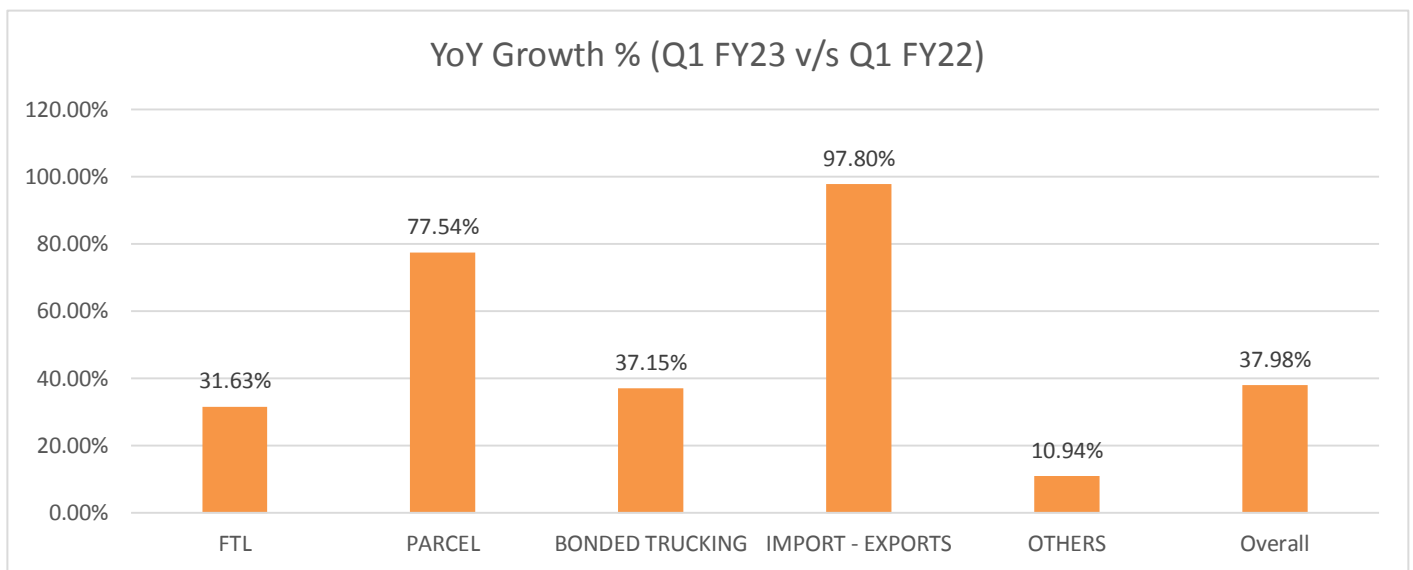
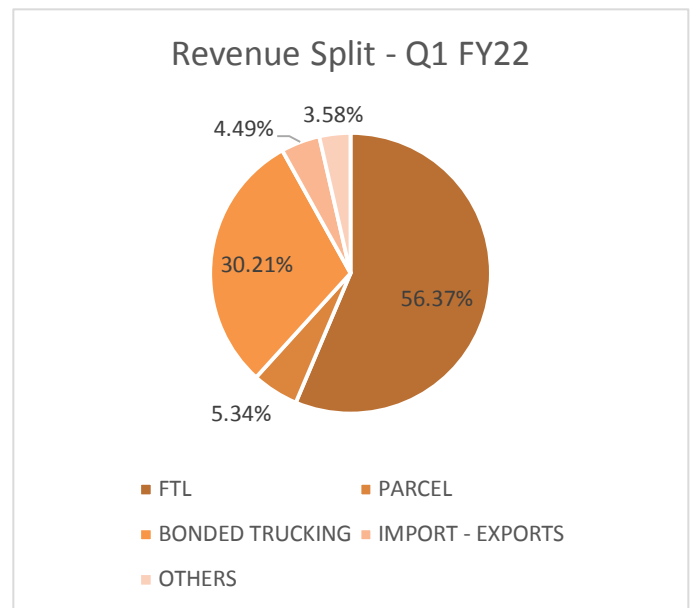
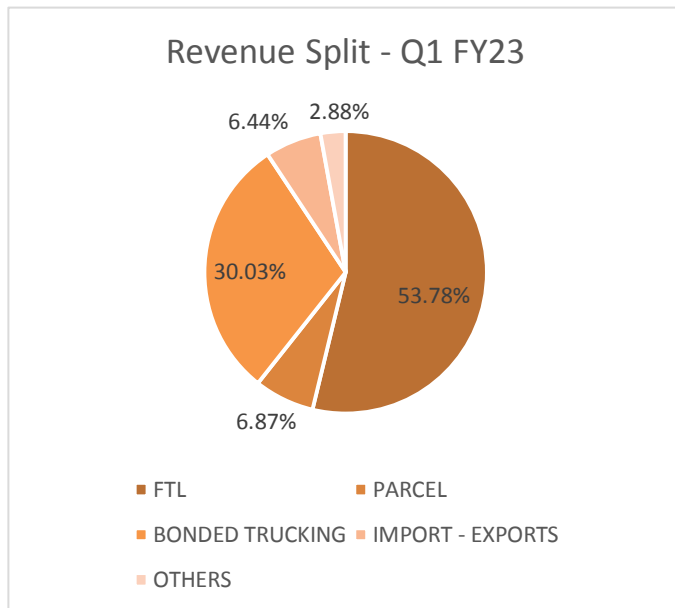
Q1 FY23 – Earning Updates

Vashi, Navi Mumbai, 10th August 2022: Shreeji Translogistics Limited (STL) is an India-based surface logistics and parcel delivery service provider, in its board meeting held on 10th August, 2022, it has approved the Unaudited Financial Results of the Company for the First Quarter Ended on 30th June 2022.

Consolidated Financial Results Highlights for Q1 FY23 v/s Q1 FY22

Particulars	Q1 FY23	Q1 FY22	YoY %
Revenue from Operations	465.41	326.94	42.35%
Other Income	2.24	2.93	
Total Revenue	467.65	329.87	41.77%
Total Expenses excluding Depreciation, Amortization & Finance Costs	413.21	288.89	
EBITDA	54.44	40.98	32.85%
EBITDA Margin (%)	11.70%	12.53%	
Depreciation & Amortization	8.08	9.60	
Finance Cost	9.40	10.47	
PBT before Exceptional Item	36.96	20.91	
Exceptional Items	0	0.00	
PBT	36.96	20.91	76.76%
Tax	-10.52	-5.33	
PAT	26.44	15.58	69.70%
PAT Margin %	5.68%	4.77%	
Other comprehensive profit / (loss)	0.64	0.42	
Net PAT	27.08	16.00	69.25%
Diluted EPS	2.52	1.49	

A brief summary of revenue performance is indicated below



Financial Performance Comparison – Q1 FY23 v/s Q1 FY22

- Revenue from Operations **increased by 42.35% from Rs. 326.94 Mn in Q1 FY22 to Rs. 465.41 Mn in Q1 FY23** mainly on account of improved performance in across our service offerings owing to addition of customers, moving into new markets with higher earning potential and continual quality improvement measures enabling us to retain our clients and increasing business with them.
- The EBITDA **increased by 32.85% from Rs. 40.98 Mn in Q1 FY22 to Rs. 54.44 Mn in Q1 FY23** on the back of strong demand for logistics required by our client and robust utilization of fleet.

- Net profit increased by **69.25%** from **Rs. 16.00 Mn** in **Q1 FY22** to **Rs. 27.08 Mn** in **Q1 FY23**.

Business Updates

- STL has set up a new branch at Kokta, Bhopal, to meet the increasing demands of the customers and to deliver prompt and speedy service to their patrons. This will help better utilization of their fleets at higher capacity.
- STL bagged business from TATA Power Solar Systems Limited for transportation of their products PAN India.

Management Comments

Commenting on the performance of Q1 FY23, Mr. Rajnikant Shah (Wholetime Director) said:

*“It gives me immense pleasure to share with you our company’s performance highlights during first quarter ended 30th June, 2022. We are extremely delighted to share that we have reported highest ever quarterly revenues of **INR 465.41 Mn** on back of providing differentiated customer-oriented services, improving our technologies and providing value added proposition to our customers.*

*Our performance was an all rounded one owing to secular demand for our logistics services, deepening customer relations and improved profitability. Our revenues **increased by approx. 42% from INR 326.94 MN in Q1FY22 to INR 465.41 MN in Q1FY23** majorly led by growth in parcel services, import-export business, bonded trucking and FTL segments. Further, our revenue growth and improved fleet utilization has led to significant increase in **PAT margins from 4.77% in Q1 FY22 to 5.68% in Q1 FY23**.*

We are very positive on the developments in logistics sector owing to Government’s thrust on initiatives like Make In India, Vocal for Local, etc. which are likely to aid the growth of logistics sector and open multi fold business opportunities. Further, our presence in supporting major e-commerce platform for their logistics has put us in sweet spot of serving one of the fastest growing segment of the Indian economy.

We further expect to expand our logistics business by entering into refrigerated vehicles, increasing fleet size and by providing value added tech enabled logistics aggregator services under the umbrella of STL

We assure you to keep our focus on growth with margins and commitment to maximising shareholder wealth. I would like to take this opportunity, on behalf of the Board of Directors, to thank each and every one of you for your constant support in this progressive journey together”

Management Guidance for FY23

- The management expects the revenue to **grow by ~15 to 20%** in FY23, driven mainly on account of new addition in customers, serving newer geographies, good consumption demand and favourable capex related investment cycle.
- EBITDA margin will **remain in the bracket of 11 to 12%** on account of effective utilization of fleet and efficient cost controls.

About Shreeji Translogistics Limited.

Shreeji Translogistics Limited (STL) was incorporated in 1984, headquartered in Vashi, Navi Mumbai. The Company is engaged in freight management, logistic solutions and warehousing services. It caters a range of logistical requirements from import-export container movement to bonded trucking movements. The various types of services provided by the Company include full truck load transport services (FTL), parcel and part truck load services/ less than truck load (LTL), import-export services and bonded trucking services. It operates different types of trucks on the basis of design and size along with varying capacities. Its container trucks are used for transportation of parcels, white goods and consumer packaged goods (FMCG). The Company's platform trucks are mainly used for import-export containers and also for transportation of heavy-duty goods like automotive parts and machineries. It owns and operates a fleet of more than 290 owned trucks and more than 500 outsourced trucks.

For further information on the Company, please visit www.shreejitranslogistics.com

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Shreeji Translogistics Limited

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