



30th January, 2023

**BSE Limited**

Phiroze Jeejeebhoy Towers

Dalal Street, Mumbai – 400001

**Scrip Code: 540738**

**Sub: Press Release – Unaudited Financial Results for the quarter and nine months ended 31st December, 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 and nine months ended 31<sup>st</sup> December, 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**

**DIVYESH BHARAT  
BADIYANI**

Digitally signed by DIVYESH BHARAT BADIYANI  
DN: c=IN, o=Personal,  
pseudoym=bel2e4c7057c70c6b2090e38f0d3d97f48bc4  
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95410bc95119209608853350, cn=DIVYESH BHARAT  
BADIYANI  
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**Divyesh Badiyani**

**Company Secretary & Compliance Officer**



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**PAN No.** : AAEC53602B

**SAC Code** : 996511

**CIN No.** : L63010MH1994PLC077890

# *Shreeji Translogistics Ltd.*

**TRANSPORTING >> TRUST >> SAFELY**

CIN: L63010MH1994PLC077890

**Registered Office:** Shreeji Translogistics Ltd., Shreeji House, Sector 19C, Plot No.107, Vashi, Navi Mumbai  
– 400 705.

**Revenue from Operations reported at Rs. 521.41 Mn in Q3 FY23 and Rs. 1,465.98 Mn for 9M FY23**

**EBITDA stands at Rs. 53.47 Mn in Q3 FY23 and Rs. 157.56 Mn for 9M FY23**

**PAT at Rs. 26.93 Mn in Q3 FY23 and Rs. 82.03 Mn for 9M FY23**

## Q3 & 9M FY23 – Earning Updates

**Vashi, Navi Mumbai, XX January 2023:** Shreeji Translogistics Limited (STL) an India-based surface logistics and parcel delivery service provider, in its board meeting held on 30th January 2023 has approved the Unaudited Financial Results of the company for Q3 and 9M ended on 31<sup>st</sup> December, 2022.

### **Consolidated Financial Statement Highlights for Q3 FY23 v/s Q3 FY22**

Particulars (Rs. Mn)	Q3 FY23	Q3 FY22	YoY%
Revenue from Operations	521.41	440.77	<b>18.30%</b>
Other Income	1.42	6.38	
<b>Total Revenue</b>	<b>522.83</b>	<b>447.14</b>	
Total Expenses excluding Depreciation, Amortization & Finance Cost	467.94	399.51	
<b>EBITDA</b>	<b>53.47</b>	<b>41.26</b>	<b>29.59%</b>
<b>EBITDA Margin (%)</b>	<b>10.25%</b>	<b>9.36%</b>	<b>89bps</b>
Depreciation & Amortization	8.98	9.57	
Finance Cost	9.86	10.73	
<b>PBT before Exceptional Item</b>	<b>36.05</b>	<b>27.33</b>	
<b>Exceptional Items</b>	<b>-</b>	<b>-</b>	
<b>PBT</b>	<b>36.05</b>	<b>27.33</b>	<b>31.91%</b>
Tax	9.12	8.42	
<b>PAT</b>	<b>26.93</b>	<b>18.92</b>	<b>42.37%</b>
<b>PAT Margin %</b>	<b>5.16%</b>	<b>4.29%</b>	<b>95bps</b>
Other comprehensive profit / loss	0.57	0.12	
<b>Net PAT</b>	<b>27.50</b>	<b>19.04</b>	
<b>Diluted EPS</b>	<b>2.57</b>	<b>1.80</b>	

### **Financial Performance Comparison – Q3 FY23 v/s Q3 FY22**

- Revenue from Operations **increased by 18.30% from Rs. 440.77 Mn in Q3 FY22 to Rs. 521.41 Mn in Q3 FY23** due to uplift in demand during festive season, addition of new clients and moving into new geographies.
- The EBITDA **increased by 29.59% from Rs. 41.26 Mn in Q3 FY22 to Rs. 53.47 Mn in Q3 FY23** on the back of strong demand for logistics required by our clients, robust utilization of fleet and entering in higher margin business segment of Over Dimensional Cargo (ODC).
- Profit increased by **42.37% from Rs. 18.92 Mn in Q3 FY22 to Rs. 26.93 Mn in Q3 FY23.**

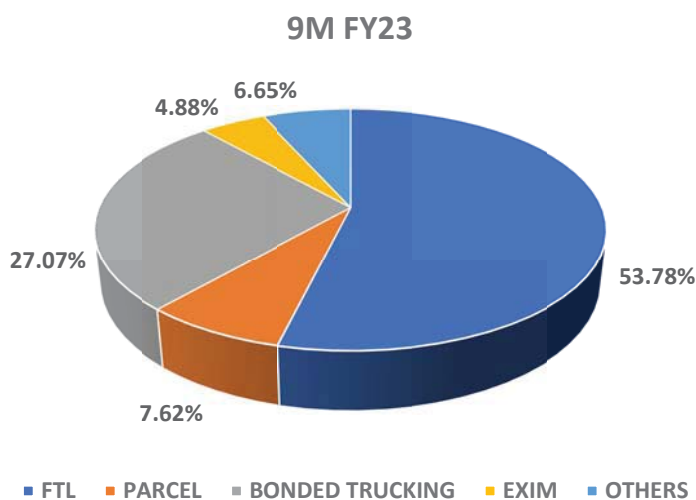
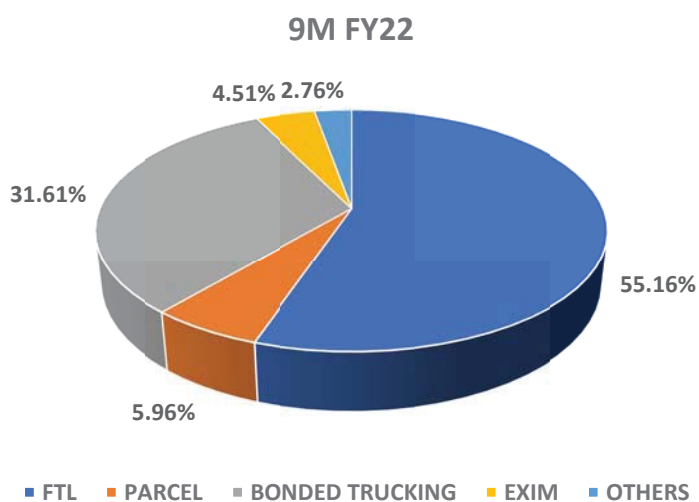
### **Consolidated Financial Statement highlights for 9M FY23 v/s 9M FY22:**

<b>Particulars (Rs. Mn)</b>	<b>9M FY23</b>	<b>9M FY22</b>	<b>YoY%</b>
Revenue from Operations	1,465.98	1,204.16	<b>21.74%</b>
Other Income	5.045	14.29	
<b>Total Revenue</b>	<b>1,471.03</b>	<b>1,218.45</b>	
Total Expenses excluding Depreciation, Amortization & Finance Cost	1,308.41	1,084.56	
<b>EBITDA</b>	<b>157.57</b>	<b>119.60</b>	<b>31.75%</b>
<b>EBITDA Margin (%)</b>	<b>10.75%</b>	<b>9.93%</b>	<b>82bps</b>
Depreciation & Amortization	25.27	27.53	
Finance Cost	28.30	31.40	
<b>PBT before Exceptional Item</b>	<b>109.04</b>	<b>74.97</b>	
<b>Exceptional Items</b>	<b>4.14</b>	<b>17.77</b>	
<b>PBT</b>	<b>113.18</b>	<b>92.73</b>	<b>22.05%</b>
Tax	31.15	27.32	
<b>PAT</b>	<b>82.03</b>	<b>65.42</b>	<b>25.39%</b>
Other comprehensive profit / loss	1.07	0.35	
<b>Net PAT</b>	<b>83.10</b>	<b>65.77</b>	
<b>PAT Margin %</b>	<b>5.60%</b>	<b>5.43%</b>	<b>21bps</b>
<b>Diluted EPS</b>	<b>7.82</b>	<b>6.24</b>	

### **Financial Performance Comparison – 9M FY23 v/s 9M FY22**

- Revenue from Operations **increased by 21.74% from Rs. 1,204.16 Mn in 9M FY22 to Rs. 1,465.98 Mn in 9M FY23.**
- The EBITDA **increased by 31.75% from Rs. 119.60 Mn in 9M FY22 to Rs. 157.57 Mn in 9M FY23.**
- Profit increased by **25.40% from Rs. 65.42 Mn in 9M FY22 to Rs. 82.03 Mn in 9M FY23.**

## Revenue Mix comparison - 9M FY22 v/s 9M FY23



### **Business Updates**

- The company added United Parcel Service (UPS), a multinational logistics company, as one of its esteemed clients in the bonded trucking division.
- On 3<sup>rd</sup> November 2022 STL was awarded with Customs Bonded Trucking Operator of the year at the 3<sup>rd</sup> South East Cargo Conclave & Awards 2022 hosted by the Aviation Cargo Express Group.
- STL had been honoured as an “Esteemed Platinum Customer” in the western region by Indian Oil Corporation Limited on the back of high diesel consumption while maintaining a solid track record of on-time payments.
- STL broadened its range of offerings by foraying into Over Dimensional Cargo services which will allow the company to broaden its service offerings.

## Management Comments

### Commenting on the performance of Q3 FY23

*"It gives me immense pleasure to share that **STL** has recorded its **highest ever revenue growth** for the **third quarter and nine months** ended for **FY23**. On the financial front, our **Revenue from Operations** grew by **18.30%** from **Rs. 440.77 Mn** in **Q3 FY22** to **Rs. 521.41 Mn** in **Q3 FY23** and by **21.74%** from **Rs. 1,204.16 Mn** in **9M FY22** to **Rs. 1,465.98 Mn** in **9M FY23**. **EBITDA** has grown by **29.59%** and **EBITDA margins** have improved from **9.36%** in **Q3 FY22** to **10.25%** in **Q3 FY23** reporting a decent growth of **89bps** on a **YoY basis**, mainly driven by an increased volume of business and consequent economies of scale.*

*This quarter has been a spectacular one for STL as we on boarded newer clients and received many awards and recognitions from marquee partners and industry associations like **Indian Oil Corporation, Aviation Cargo Express Group**, etc. reflecting our continuous endeavour to provide step ahead cost and time efficient and client centric services. With our continuous focus to provide differentiated and value added services under the umbrella of **STL**. Our foray in the **Over Dimensional Cargo (ODC) service** division, will enable us to contribute more meaningfully in Government Initiatives like Make in India, PM Gati Shakti, etc. by providing project logistics and higher value added services.*

*We are very optimistic of the growth momentum in the logistics sector primarily supported by growing need of efficient logistics in nation building. Macro indicators like a robust **32% YoY growth** in **E-way bills generation** and an **11% MoM rise** in **diesel consumption (Oct–Nov)** are just initial indicators of the rising demand for our services. In order to capture the rising market opportunities that lie ahead of us and to establish a strong brand presence, we at STL have been consistently taking necessary measures to achieve our goals.*

*We further expect to expand our cargo business and to enter into refrigerated vehicles and other vehicles in the coming quarters and years.*

*I would like to take this opportunity, on behalf of the Board of Directors, to thank each and every one of you for your unwavering support in this forward-thinking journey.*

### Management's Outlook for FY23

- The management expects the revenue to **grow by ~15%-20%** in FY23 over FY22, mainly on the account of new addition in fleets, government initiatives, and favourable investment activities.
- We expect the EBITDA margins to be in the level of 11-12%.

### 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 300 owned trucks and more than 4,500 outsourced trucks. STL is led by a team of seasoned professionals with robust experience in the logistics sector.

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For further information on the Company, please visit [www.shreejitranslogistics.com](http://www.shreejitranslogistics.com)

Mr. Divyesh Badiyani, CS

Krunal Shah/ CA Naman Maheshwari

**Shreeji Translogistics Limited**

**Captive IR Strategic Advisors Pvt. Ltd.**

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