

DJ MEDIAPRINT & LOGISTICS LIMITED

(Formerly known as D J Logistic Solutions Private Limited)



DJMLCS/BSE314/2024-25

11th November, 2024

To,
The Manager-Listing
The Corporate Relation Department,
Bombay Stock Exchange of India Ltd
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai 400 001.
BSE Scrip Code-543193

To,
The Manager-Listing
The Listing Department,
National Stock Exchange of India Ltd
Exchange Plaza, 5th Flr, Plot No C/1
G Block, BKC, Mumbai-400051.
NSE Symbol-DJML

ISIN: INEOB1K01014

Dear Sir/Madam,

Sub: Investor Presentation -Financial Results Q2-H1/FY 2024-25

In compliance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we enclose herewith the Investor Presentation-Financial Results Q2-H1/FY 2024-25.

The Investor Presentation is also being uploaded on the Company's website www.djcorp.in.

Request you to kindly take the same on record.

Thanking you,

Yours Sincerely,

For **DJ Mediaprint & Logistics Limited**

Khushboo Mahesh Lalji
Company Secretary & Compliance Officer
M.No.: A53405

Encl: a/a



Designing Service



Printing Service



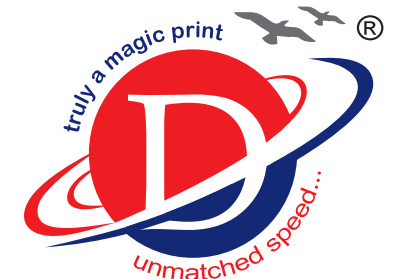
Logistics Service



Newspaper Service

DJ MEDIAPRINT & LOGISTICS LIMITED

Investor Presentation – Q2 - H1 - FY 2025



Bulk Mailing Service



Scanning Service



Storage & Record Management Service



Staffing Services



SAFE HARBOUR

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Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements.

The Company will not be in any way responsible for any action taken based on such data or comments or statements and undertakes no obligation to publicly update these data or comments or forward-looking statements to reflect subsequent events or circumstances.



About Us

Since its inception in 2009, DJ Mediaprint & Logistics Limited has emerged as a pioneering force in the printing and logistics landscape, offering comprehensive solutions that cater to the diverse needs of its clients. As a leading provider of integrated printing and courier services, the company seamlessly bridges the gap between businesses and their customers across India and beyond.

DJ Mediaprint & Logistics Limited's expertise extends beyond printing and logistics to encompass Records Management and Document Management services, making it a one-stop solution for organizations seeking streamlined operations. The company's impressive client portfolio boasts an array of esteemed entities from various sectors, including corporates, government and semi-government institutions, banking, financial services, insurance, healthcare, airlines, shipping, logistics, education, manufacturing, and retail. By fostering long-standing relationships with clients and adapting to their evolving needs, DJ Mediaprint & Logistics Limited has solidified its position as a trusted partner in the industry, delivering tailored solutions that drive business success.



Received Business Icon Awards-2024

Mr. Dinesh Kotian, MD of DJ Mediaprint & Logistics Limited won the prestigious Business Icon Awards- 2024 for Customer Service Excellence in Logistics.





Value Proposition



Enhanced
Customer
Experience



Diversified
Product & Client
Mix



End-to-End
Service



Enhanced
Customer
Experience



Technology-
Enabled
Solutions



Strategic
Partnerships



Supported by
Eminent Board



MISSION

To be the key pioneer of printing and logistics solutions, worldwide and to be the customer's first and best choice. To delight our customers with quality service by setting new benchmarks through innovation and modern technology.



VISION

Profitable growth through superior customer service, innovation, quality and commitment.



VALUES

We uphold the highest standard with passion and integrity in all our activities.

Core Values Vision Mission

We value our people, encourage their development, maintain good discipline and reward their performance.



Big journey begins with small steps..

DJ Corporation begins operations in Mumbai, India, as a sole proprietary concern, established by Mr. Dinesh Kotian, with its initial business as a Courier & Logistics services. In that same year with remarkable work ethic and hard work

1999 it lands its first big client, LIC

DJ Corporation starts its new venture of Bulk Mailing by acquiring its First Postal Bulk Mailing License and also obtains the Speed Post License (OSA) from The Department of Post, Mumbai.

2000

Due to the outweighing responsibility DJ Corporation opens up two more branches in Mumbai with many advanced changes and up-gradation in the infrastructure to better meet the increasing demand.

2006

At this stage, printing was outsourced and mailing was done in-house. So the milestone was to provide print to- post solutions to customers under a single roof by starting Printing in-house.

2008

With DJ Corporation completing 10 successful years, there was a need to have a more corporate setup. A company was incorporated in the name of DJ Logistics Solutions Private Ltd with its very own registered office at Marine Lines, Mumbai. The company also registers under Ministry of Micro, Small & Medium Enterprises.

2009

DJ Logistics Solutions Private Ltd. opens its two branches in the capital city of New Delhi. It also acquires the CRISIL rating.

2011

In this year the company starts a new set of operations in bulk scanning and storage services, expanding the business to new heights.

2015

DJ Mediaprint & Logistics Ltd. launches its new set of operations of Record Management Services and Newspaper Advertisement services. The client base increases tenfold and reaches +1000. It also becomes ISO-9001-2015 and ISO 27001-2013 certified Company.

2018

DJ Mediaprint & Logistics Ltd acquires the prestigious IBA approved Security Printing License and enters Security Printing Business. The company completes its infrastructure setup with 10 business locations.

2019

DJ Logistics Solutions Private Ltd. becomes a Limited Company in the name of DJ Media print & Logistics Ltd, to incorporate all business avenues and new lines of services for maximum customer satisfaction.

2017

The Company registers under National Small Industries Corporation Limited and also starts its own corporate office and Factory in Navi Mumbai, India.

2016

DJ Mediaprint & Logistics Ltd successfully lists on SME Platform of Bombay Stock Exchange

2020

Completes one successful year of listing on BSE SME Platform. The Company added a new branch office in Goa, added a new Record Management Centre in Bhiwandi also obtains CMM level 3 certification and adds services of Video conferencing and software solutions.

2021

The Company has received In-principle approval for Migration from BSE SME Platform to BSE Mainboard.

2022

The Company successfully migrates to the main board of BSE & NSE limited. Adds a Record Management Centre in Bhiwandi. Adds 2 Record Management Centers in Puducherry.

2023

Augments logistics segment with 8 new trailers and digital printing segment with 8 high-speed digital production printers. Establishes international presence with inaugural office in Guangzhou, China, poised for global opportunities.

2024

Our CSR efforts

As part of our CSR efforts, DJ Mediaprint & Logistics Limited has initiated a 'Green Legacy' program, planting a tree in our office compound with each client visit. This symbolic gesture demonstrates our commitment to environmental sustainability, offsetting our carbon footprint, and inspiring others to join us in preserving nature's beauty





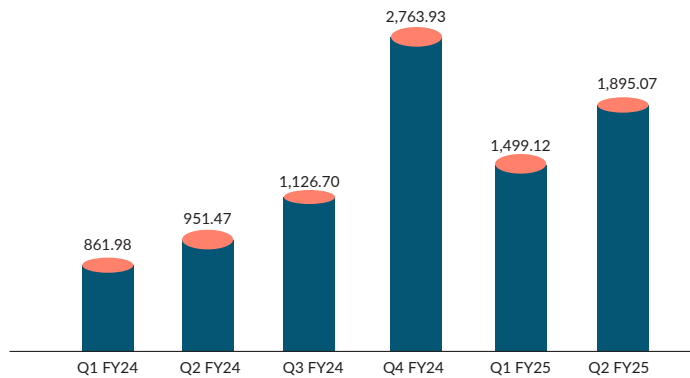
Financial Updates



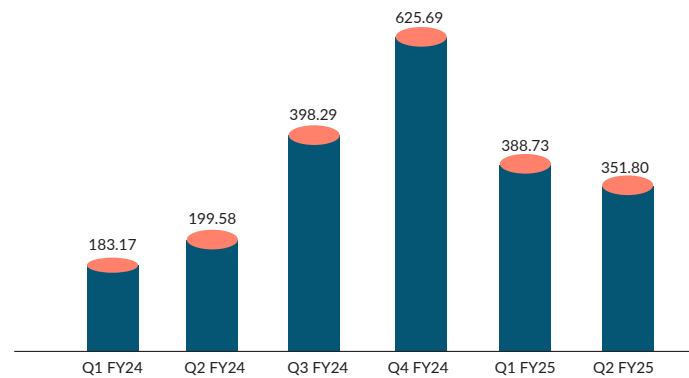


Consistent Improvement in Business Performance

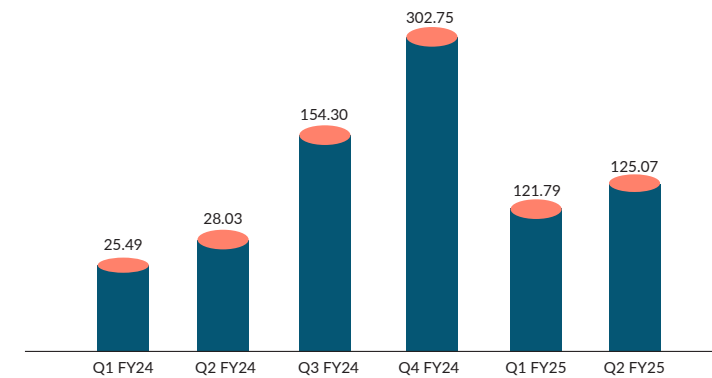
Revenue Trend (Rs. In Lakhs)



EBITDA Trend (Rs. In Lakhs)



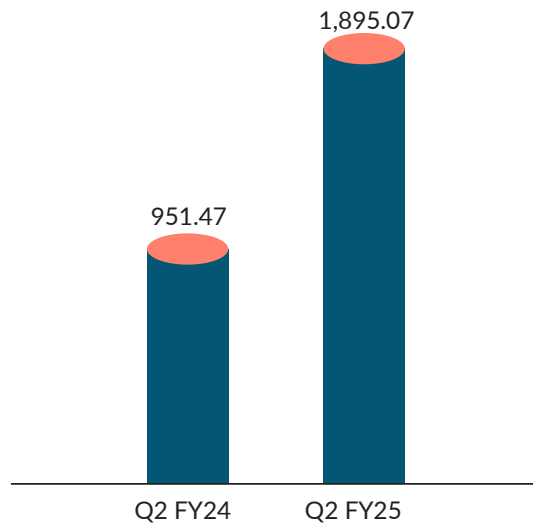
PAT Trend (Rs. In Lakhs)



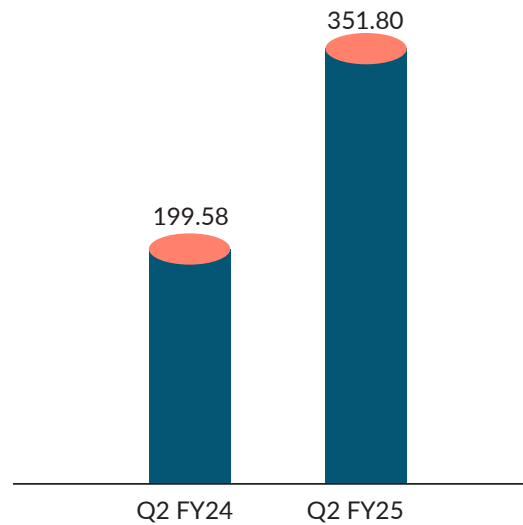


Q2 FY25 Performance Highlights

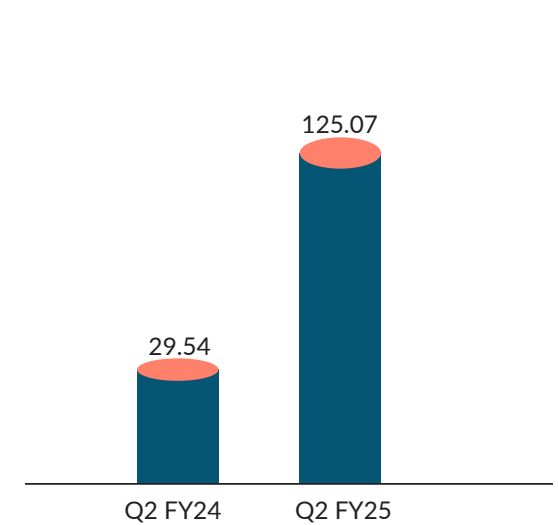
Revenue Trend (Rs. In Lakhs)



EBITDA Trend (Rs. In Lakhs)



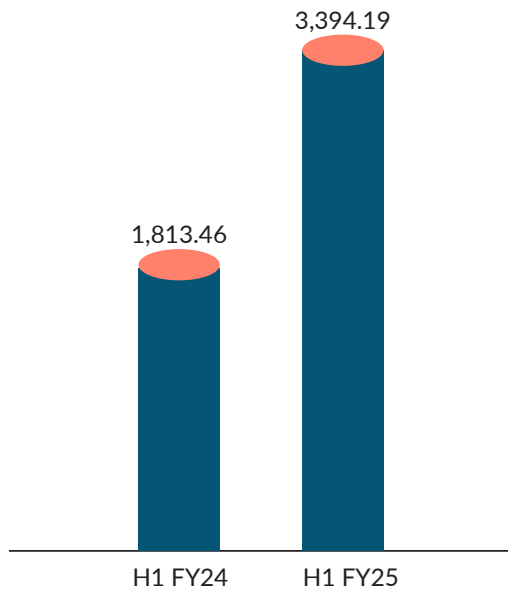
PAT Trend (Rs. In Lakhs)



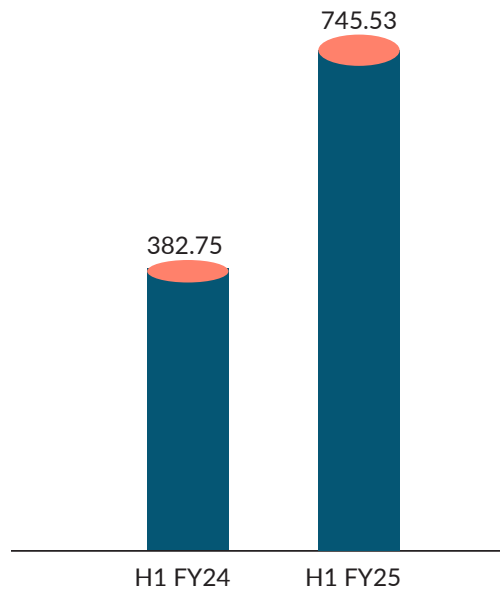


H1 FY25 Performance Highlights

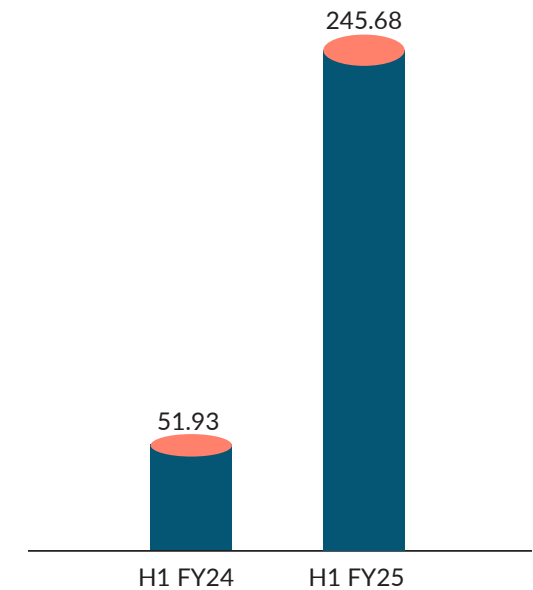
Revenue Trend (Rs. In Lakhs)



EBITDA Trend (Rs. In Lakhs)



PAT Trend (Rs. In Lakhs)





Profit & Loss Statement

Particulars (Rs. Lakhs)	Q2 FY25	Q2 FY24	YoY	H1 FY25	H1 FY24	YoY	FY24
Revenue from Operations	1,895.07	951.47		3,394.19	1,813.46		5,704.10
Other Income	5.80	8.31		11.05	10.06		20.92
Total Income	1,900.88	959.78	98.05	3,405.24	1,823.52	86.74	5,725.02
Cost of materials consumed	1,190.71	349.58		2,103.79	654.95		2,468.84
Purchase of Stock in Trade	19.13	-		23.63	-		250.34
Changes in Inventories of Finished Goods, WIP & Stock in Trade	28.70	227.00		64.74	413.69		694.97
Employee Benefit Expenses	85.91	75.73		161.70	160.38		338.10
Other Administrative Expenses	224.63	107.89		305.85	211.75		566.07
EBITDA	351.80	199.58	76.27	745.53	382.75	94.78	1,406.70
Depreciation and Amortization Expense	127.89	138.29		317.02	232.17		531.78
EBIT	223.91	61.29		428.51	150.58		874.92
Finance Cost	60.43	53.64		133.16	111.96		244.20
Profit before Tax	163.48	7.65		295.35	38.62		630.72
Current Tax	46.76	1.14		84.47	9.72		185.00
Deffered Tax	(8.34)	(23.03)		(34.80)	(23.03)		(49.84)
Short/Excess Tax	-	-		-	-		(8.38)
Profit After Tax	125.07	29.54	323.38	245.68	51.93	373.10	503.94
Other Comprehensive Income	0.56	(1.51)		1.74	1.59		6.61
Total Comprehensive Income	125.63	28.03		247.42	53.52		510.55
PAT Margin (%)	6.63	2.95		7.29	2.95		8.95
EPS (in Rs.)	0.39	0.26		0.76	0.48		4.65

Balance Sheet

Assets (Rs. Lakhs)	Sep-24	Mar-24
Non Current assets		
Property, Plant and Equipment	1,811.42	1,962.97
Capital work-in-progress	-	-
Intangible Assets	-	-
Intangible Assets under development	-	-
Right Use of Assets	178.96	206.84
Financial Assets		
Investments	11.79	10.05
Loans & Advances	87.30	45.86
Other financial assets	-	-
Deffered Tax Assets	132.64	97.85
Other non-current assets	0.19	0.19
Total Non Current Assets	2,222.30	2,323.76
Current Assets		
Inventories	571.16	635.90
Financial Assets		
Investments	-	-
Trade receivables	2,717.73	1,797.30
Cash and cash equivalents	82.33	44.50
Bank balances other than above	-	-
Loans & Advances	-	52.73
Current Tax Assets (Net)	165.33	101.24
Other current assets	535.06	1,049.35
Total Current Assets	4,071.60	3,681.02
Total Assets	6,293.90	6,004.78

Liabilities (Rs. Lakhs)	Sep-24	Mar-24
Equity		
Equity Share capital	3,248.35	1,082.78
Other Equity	332.00	2,271.81
Non-Controlling Interest	-	-
Total Equity	3,580.35	3,354.59
Financial liabilities		
Borrowings	497.65	555.59
Lease Liabilities	208.31	233.19
Provisions	-	-
Deferred tax liabilities (Net)	-	-
Total Non Current Liabilities	705.96	788.77
Financial liabilities		
Borrowings	1,279.59	990.59
Lease Liabilities	-	-
Trade Payables	382.07	604.93
Other financial liabilities	-	-
Provisions	274.85	190.23
Other current liabilities	48.16	71.35
Current tax liabilities (Net)	22.91	4.32
Total Current Liabilities	2,007.59	1,861.42
Total Equity and Liabilities	6,293.90	6,004.78



Cash Flow Statement

Particulars (Rs. Lakhs)	Sep-24	Sep-23
Net Profit Before Tax	295.35	38.62
Operating profit before working capital changes	734.48	334.07
Cash generated from Operations	422.44	650.70
Net Cash from Operating Activities	356.10	1,023.39
Net Cash from Investing Activities	(156.31)	(1,026.89)
Net Cash from Financing Activities	(237.62)	27.23
Net Increase / (Decrease) in Cash and Cash equivalents	37.83	(23.73)
Cash & Cash equivalents at the beginning of the period	44.50	69.07
Cash & Cash equivalents at the end of the period	82.33	45.34
Net Increase / (Decrease) in Cash and Cash equivalents	37.83	(23.73)



Business Snapshot





Printing Solutions

DJML, an IBA approved security printer, offers diverse printing solutions for a wide clientele, including commercial and digital printing services. Our integrated facility boasts state-of-the-art machinery and cutting-edge technology, ensuring top-notch quality and swift turnarounds. Ongoing investments in automation minimize downtime and wastage, delivering efficient and cost-effective solutions.

Variable Data Printing (VDP)

A form of digital printing used for bulk printing with the same basic layout for each printed piece while the text, images or graphics may change from one printed copy to another



VDP Outputs

- « Bank Statements
- « Personalised MICR Cheque Books
- « Personalised Delivery Instruction Books (for shares)
- « Demat Statements
- « Electricity Bills
- « Reminder Notices
- « Credit Card Statements
- « Direct Mail Applications
- « Voter Lists
- « Insurance Policies
- « Barcoded OMR Sheets
- « Mobile-phone Bills
- « Barcoded Insurance Proposal Forms



Logistics Solutions

Logistics involves efficiently managing the acquisition, storage, and transportation of resources until they reach their destination. Rigorous processes, executed by well-trained professionals, adhere to standardized procedures for secure and hassle-free item movement.

Provides comprehensive moving services, covering packing, loading, transportation, unloading, and unpacking across India. Operating our fleet ensures an extra layer of security, minimizing incidents of theft, pilferage, and damage during transportation.



DJML Strives...

- « To ensure best last mile connectivity
- « Online tracking facility
- « Dedicated manpower and Company vehicles
- « 24X7, 365 days operations
- « Door to door pick-up & delivery
- « On time delivery
- « Best service
- « Late pick-ups and early connectivity
- « Handle with care



Document Logistics Solutions



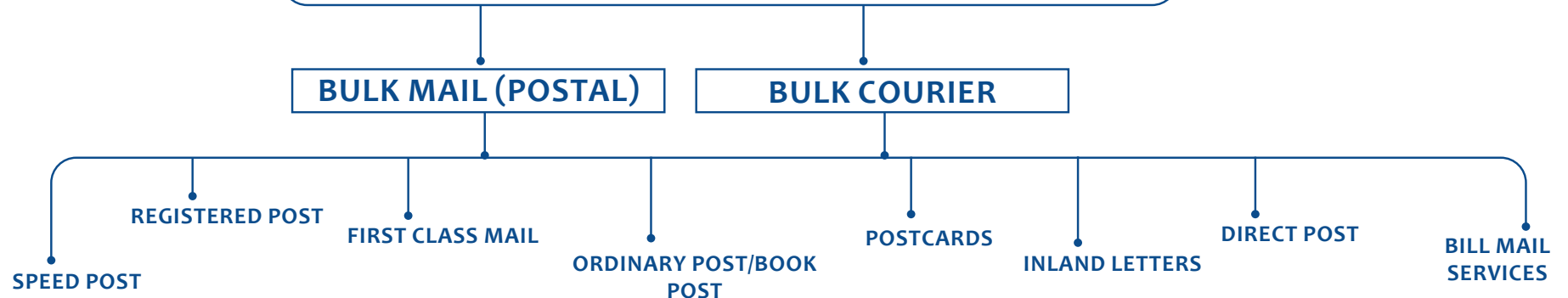
DJ has Speed Post license (OSA), Franchisee and NAF Licenses from the Department of Post

163 NATIONAL SPEED POST CENTERS

850 STATE SPEED POST CENTERS IN INDIA

INTERNATIONAL COURIER LINKING **97**
MAJOR COUNTRIES AROUND THE GLOBE

DOCUMENT LOGISTICS SOLUTIONS



Four Types of Courier Services

- « Unsecured Shipments: Include direct mail, receipts, bills, general mail, etc
- « Semi-secured Shipments: Include credit card statements, account statements, welcome kits, insurance policies
- « Secured Shipments: Include Debit/Credit cards, ATM security pin mail, tickets, legal communication, coupons, cheque books, etc.
- « Bulk Shipments: Include Newsletters, magazines, print stationery, health care products

Bulk Mailing

- « Authorized bulk mailer of the Department of India Post
- « Mass mailing system that can send a large number of mails, envelopes, brochures, etc. through the postal department at pre-set intervals
- « Customized value-added services of pick-up, cutting, folding, inserting, pasting, sorting as per pin code, bundling, bagging, franking, and making articles ready for dispatch, Internet based Track & Trace services, MIS/ reporting & return articles handling





Scanning & Record Management Scanning & Digitization Process

Organizing and storing all records of a company
End-to-end solutions from record creation, retention, archiving, retrieval and to destruction.

2,50,000SQ.FT. plus of dedicated storage space
Record Management Centers at 11 locations

7 in Bhiwandi (Mumbai),
2 in Puducherry
2 in Delhi

- « Secured storage for business records and management services
- « Data Tape storage and Back up rotation services
- « Document scanning / processing and Image hosting services
- « Business Process support functions, namely Data Entry, Backlog Scanning and KYC Verification
- « High value items storage

Newspaper Advertising

Outdoor Advertising: We provide outdoor advertising solutions that captivate audiences and drive results.

- From dynamic billboards to strategically placed bus queue shelter ads, we connect with consumers on the move, sparking engagement and maximizing brand exposure.

Newspaper Advertisement: Our newspaper ads are strategically crafted to reach audiences engaged with print media.

- Partnerships with prestigious newspapers across India, we offer cost-effective print media services.
- Publishing financial results, bank notices, tenders, post ballots, classified ads, job postings, display ads, recruitment ads, obituary ads, matrimonial ads, public notice ads, court notice ads, and other commercial materials for businesses to publish in newspapers.

Bulk Email Whatsapp and SMS

- « Marketing/Promotional Emails: Expand client's marketing reach and enhance conversion rates
- « Legal and Compliance-Related Emails: Assist in sending legally compliant emails for various corporate communications
- « Transactional Emails: Delivery of personalized transactional emails including order confirmations, dispatch notifications, delivery alerts, and other customer-related communications

Other Services





Bulk Scanning

- « Solutions for organizations that need scanning of large number of documents on regular basis
- « It is an efficient and economical way for companies to outsource their scanning processes to be managed by professional set-ups and purpose-built systems
- « Services include off-site records storage, documents, scanning, rotation, evaluating and shredding

Manpower supply

- « Provides Semi-skilled & skilled workforce plays in daily business operations.
- « Committed to delivering top-tier staffing solutions
- « Rigorous candidate validation process, including documentation, reference checks, and detailed record-keeping, we prevent potential fraudulent activities.
- « To ensure your business runs seamlessly, allowing you to focus on core activities without distraction.



Way Forward



Progressing
Towards
Sustainable
Growth

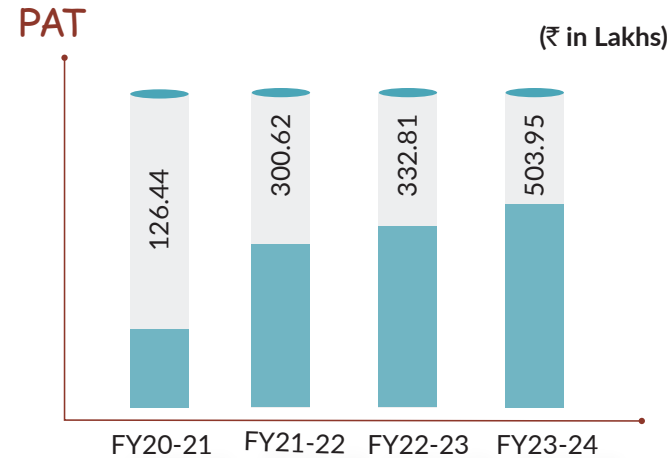
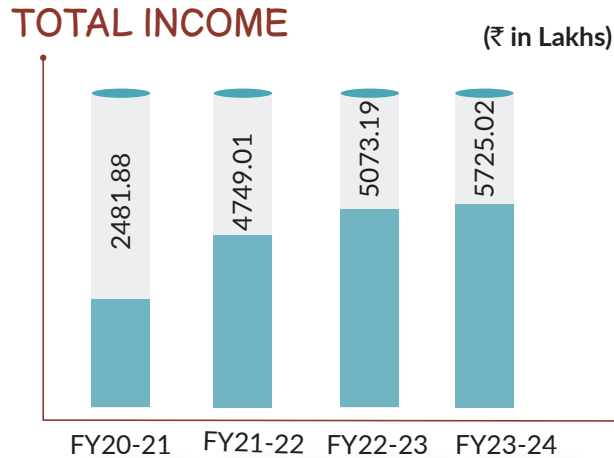


Financial Snapshot



EBITDA Margins have steadily grown in past 4 years

EBITDA MARGINS HAVE STEADILY GROWN IN PAST 4 YEARS



REVENUE FROM OPERATIONS (In %)

$$\frac{\text{FY23-24}}{\text{FY22-23}} \uparrow \mathbf{12.85\%}$$

PAT (In %)

$$\frac{\text{FY23-24}}{\text{FY22-23}} \uparrow \mathbf{51.42\%}$$

EBITDA (In %)

$$\frac{\text{FY23-24}}{\text{FY22-23}} \uparrow \mathbf{65.04\%}$$

NET WORTH (In %)

$$\frac{\text{FY23-24}}{\text{FY22-23}} \uparrow \mathbf{16.91\%}$$

ASSET AND CAPITAL EFFICIENCY ARE ON AN UPSWING ON THE BACK OF BETTER ASSET UTILIZATION AND HIGHER MARGINS



Profit & Loss Statement

Particulars (Rs. Lakhs)	FY21	FY22	FY23	FY24
Revenue from Operations	2,466.12	4,734.47	5,055.36	5,704.10
Other Income	15.76	14.54	17.84	20.92
Total Income	2,481.88	4,749.01	5,073.20	5,725.02
Cost of materials consumed	2,266.95	3,765.08	2,985.27	2,468.84
Purchase of Stock in Trade	-	219.18	665.89	250.34
Changes in inventories of finished goods, WIP and Stock in trade	(421.57)	(248.87)	(309.34)	694.97
Employee Expenses	111.66	181.83	268.12	338.10
Other Administrative Expenses	210.35	169.39	610.97	566.07
EBITDA	314.49	662.40	852.29	1,406.70
Depreciation and Amortization Expense	71.50	129.09	261.63	531.78
EBIT	242.99	533.31	590.66	874.92
Finance Cost	71.41	112.09	132.48	244.20
Profit before Tax	171.59	421.22	458.18	630.72
Tax				
Current Tax	47.74	124.29	154.50	185.00
Deffered Tax	(2.59)	(3.70)	(29.12)	(49.84)
Short/Excess Tax	-	-	-	(8.38)
Profit After Tax	126.44	300.63	332.80	503.94
Items that will be reclassified to profit or loss	-	0.65	0.83	6.61
Total Comprehensive Income	126.44	301.28	333.64	510.56
PAT Margin (%)	5.13	6.36	6.60	8.95
EPS	4.20	2.78	3.07	4.65

Balance Sheet - Assets

Assets (Rs. Lakhs)	Mar-21	Mar-22	Mar-23	Mar-24
Non Current assets				
Property, Plant and Equipment	220.71	529.72	1,060.62	1,962.97
Capital work-in-progress	-	-	-	-
Intangible Assets	61.83	41.22	20.61	-
Intangible Assets under development	-	-	-	-
Right Use of Assets	243.50	195.30	136.45	206.84
Financial Assets				
Investments	5.38	5.45	6.19	10.05
Loans	37.84	72.40	50.27	45.86
Other financial assets				
Deferred tax assets (net)	15.17	18.87	48.00	97.84
Other non-current assets	-	-	218.20	0.19
Total Non Current Assets (A)	584.44	862.97	1,540.34	2,323.76
Current Assets				
Inventories	772.66	1,021.53	1,330.88	635.90
Financial Assets				
Investments				
Trade receivables	860.38	1,627.51	1,182.74	1,797.29
Cash and cash equivalents	10.73	78.91	69.07	44.50
Bank balances other than above				
Loans & Advances	24.20	12.83	51.03	52.73
Current Tax Assets (Net)	54.15	93.44	109.38	101.24
Other current assets	80.86	320.03	418.32	1,049.35
Total Current Assets (B)	1,802.99	3,154.25	3,161.42	3,681.02
Total Assets (A+B)	2,387.43	4,017.22	4,701.77	6,004.78

Balance Sheet - Liabilities

Liabilities (Rs. Lakhs)	Mar-21	Mar-22	Mar-23	Mar-24
Equity				
Equity Share capital	421.39	1,082.78	1,082.78	1,082.78
Other Equity	318.47	1,444.70	1,777.48	2,271.81
Non-Controlling Interest	-	-	-	-
Total Equity (A)	739.86	2,527.48	2,860.27	3,354.59
Financial liabilities				
Borrowings	236.51	281.27	433.92	555.58
Lease Liabilities	259.56	207.47	143.77	233.19
Provisions	-	-	-	-
Deferred tax liabilities (Net)	-	-	-	-
Total Non Current Liabilities (B)	496.07	488.74	577.69	788.77
Financial liabilities				
Borrowings	100.64	241.90	653.90	990.59
Lease Liabilities	-	-	-	-
Trade Payables	914.35	471.78	301.50	604.93
Other financial liabilities	-	-	-	-
Provisions	61.64	138.43	162.38	190.23
Other current liabilities	25.32	66.22	64.32	71.35
Current tax liabilities (Net)	49.55	82.67	81.71	4.32
Total Current Liabilities (C)	1,151.50	1,001.00	1,263.81	1,861.42
Total Equity and Liabilities (A+B+C)	2,387.43	4,017.22	4,701.77	6,004.78

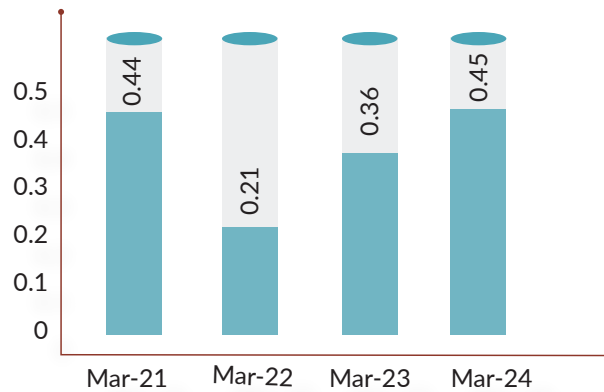


Financial Ratios

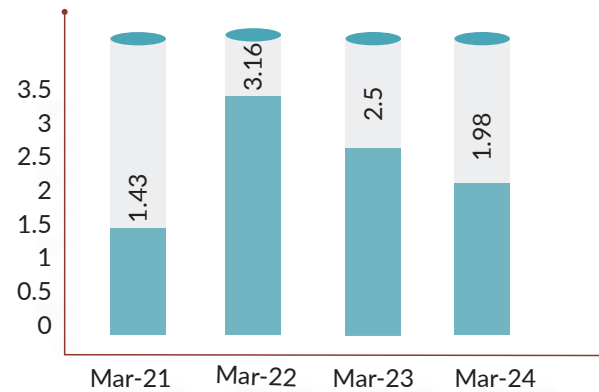
Particulars	Mar-21	Mar-22	Mar-23	Mar-24
Per Share Ratios				
Basic EPS (Rs.)	1.50	2.78	3.08	4.65
Book Value / Share (Rs.)	18.02	23.48	26.42	30.98
Face Value (Rs.)	10	10	10	10
Return Ratios				
Return on Networth (%)	16.7	12.3	11.6	15.22
ROCE (%)	27.1	18.4	17.2	20.46
Return On Assets (%)	5.9	8.2	7.1	8.39
Liquidity Ratios				
Current Ratio (X)	1.4	3.2	2.5	1.98
Quick Ratio (X)	0.8	2.1	1.5	1.64
Leverage Ratios				
Debt to Equity (x)	0.44	0.21	0.38	0.46
Interest Cov Ratios (%)	3.40	7.09	6.43	5.76
Valuation Ratios				
P/E (x)	0	0	44.2	36.98
P/B (x)	2.77	2.70	5.12	5.55

FY 24 Robust Financial Health

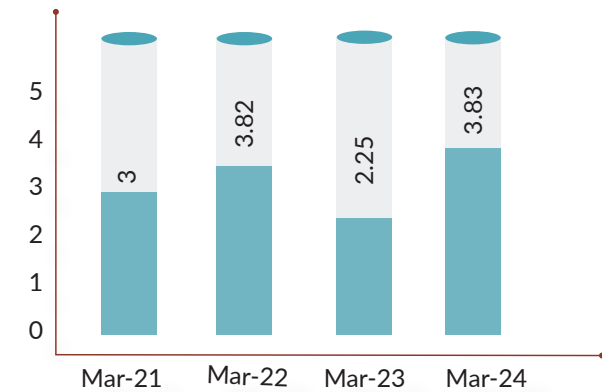
DEBT EQUITY RATIO



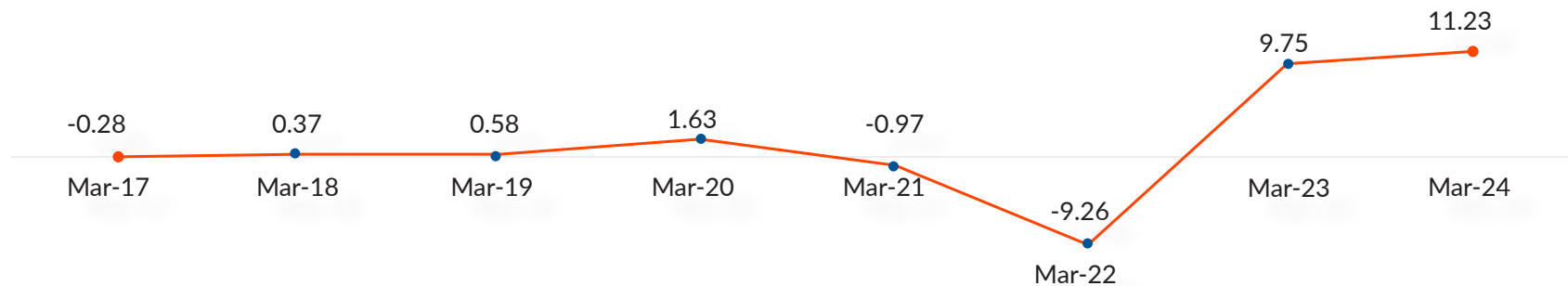
CURRENT RATIO

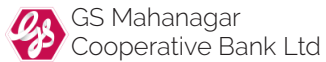


TRADE RECEIVABLES TURNOVER RATIO



CASHFLOW FROM OPERATIONS (₹ CR)





Our CLIENTS





Our CLIENTS



Thank You

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