



30<sup>th</sup> May, 2024

**BSE Limited**

Phiroze Jeejeebhoy Towers  
Dalal Street, Mumbai – 400001

**Scrip Code: 540738**

**Sub: Investor Presentation for the financial year ended 31<sup>st</sup> March, 2024**

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 financial year ended 31<sup>st</sup> March, 2024.

Kindly take the same on records.

Thanking you,

Yours faithfully,

**For Shreeji Translogistics Limited**

**Rajnikant C. Shah**  
**Wholtime Director**  
**(DIN: 00269109)**



**REGIONAL OFFICES :**

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

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

*Shreeji Translogistics Ltd.*

TRANSPORTING >> TRUST >> SAFELY

# INVESTOR PRESENTATION

MAY 2024



*Shreeji Translogistics Ltd.*  
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# SAFE HARBOUR

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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

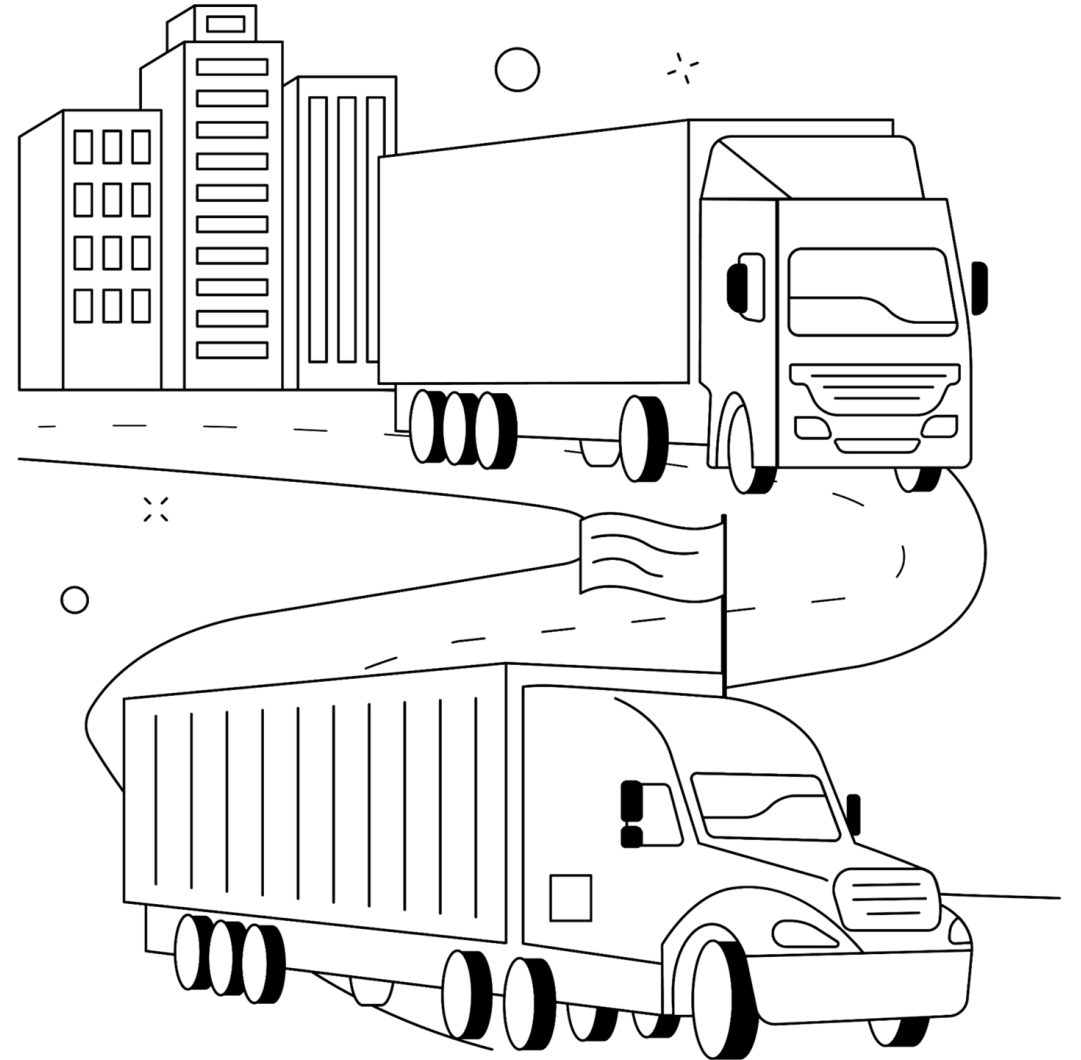
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## VISION

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 – FY24

**2537.86MN**

FY24

**REVENUE FROM OPERATIONS**

**26.37%**

YoY Growth

**310.26MN**

FY24

**EBITDA**

**40.33%**

YoY Growth

**163.73MN**

FY24

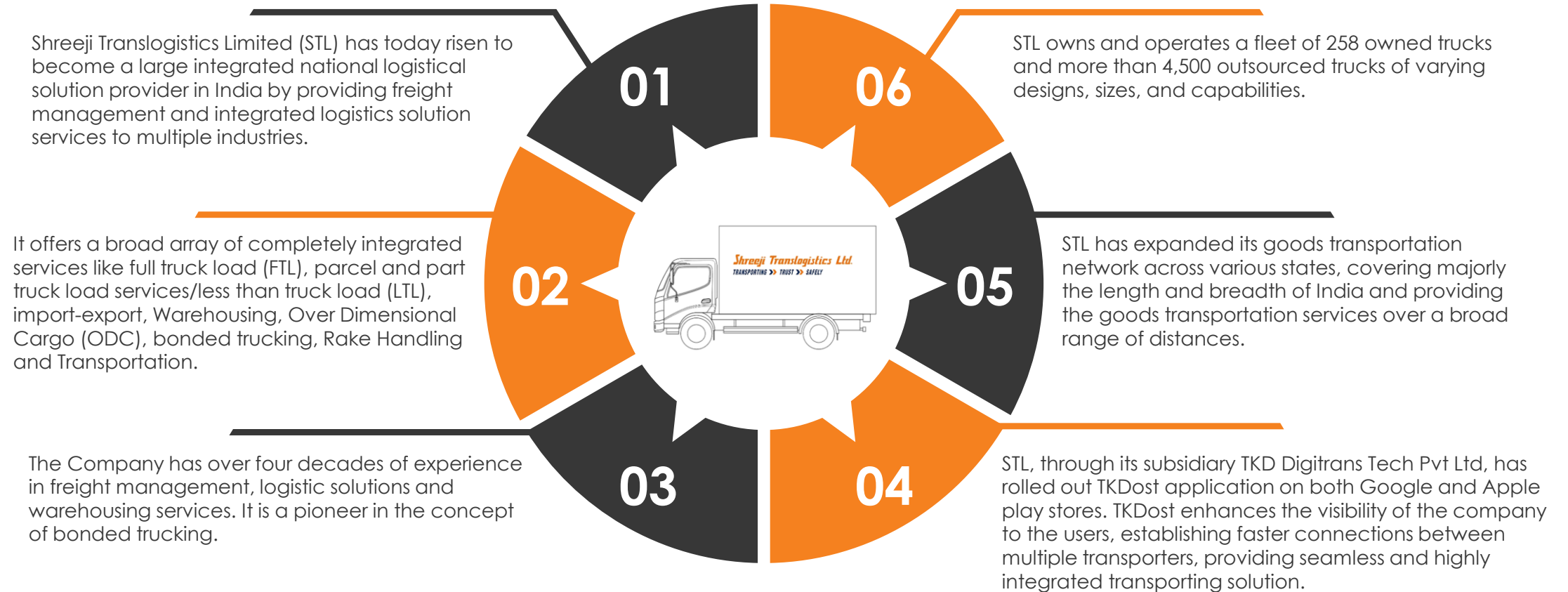
**PAT**

**49.35%**

YoY Growth



# COMPANY OVERVIEW



# SHREEJI AT GLANCE

**15.28 CAGR**

Revenue of  
(FY 2019 – 24)

**5000+**

Clients  
Served

**5 - 70ft**

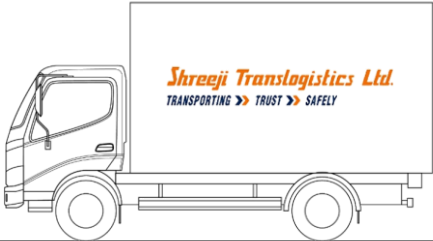
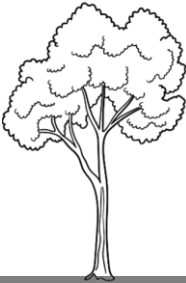
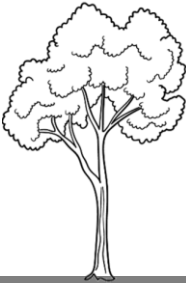
Range  
of Fleet

**6**

Different Business  
Segments

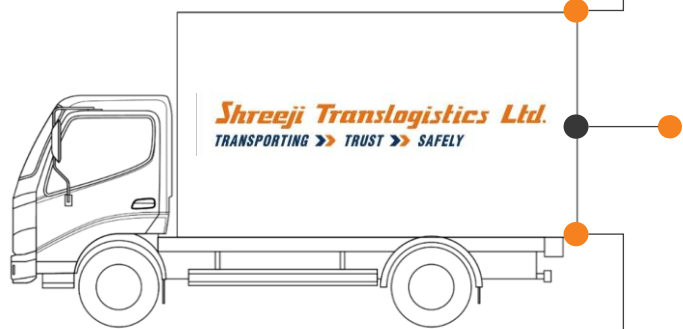
**30+**

Branches across  
locations



# 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 15,000 in 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



It is immense honour and deep sense of appreciation, I address you, reflecting on my extraordinary voyage of over four decades within this esteemed organization, Shreeji Translogistics Limited (STL).

We honour our past milestones while embracing the limitless possibilities that lie ahead. In line with the core values embedded in our vision and mission, we have achieved remarkable growth in FY24. This dedication is evident in the successful onboarding of new clients, the establishment of new branches, and our relentless pursuit to elevate the safety and quality of our fleets.

On the financial performance front, I am delighted to share with you that our Revenue from operations stood at ₹ 2537.86 MN in FY24. Furthermore, Profit also stands at ₹ 163.73 MN in FY24.

STL has received prestigious accolades, including the title of 'Logistics Champion – Mid Tier' at the 6<sup>th</sup> India Logistics Strategy & Awards 2024 organized by ISCM. These accolades underscore the tireless dedication of our exceptional team, whose hard work and commitment continue to be the bedrock of success.

The Indian government's unwavering focus on the development of logistics sector through initiatives such as Make in India, Atmanirbhar Bharat, Vocal for Local, Digital India, National Logistics Policy, Bharat Mala Road Network have opened 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 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 extend my heartfelt gratitude to our valued stakeholders for their continued invaluable support and association with STL in this forward thinking journey."



# 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

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**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 2,40,00,000 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

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## 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

**Panasonic**

**LOTTE** **amazon**

**SHAHI** **Flipkart**

**lifestyle** **OTIS**

## PARCEL

**SARAVANA STORES**  
Super Store of Shopping World

**POTHYS**  
Alayam of Silks

**Charu**

**Anshul Life Sciences**  
Partnering. Innovation. adding value.

**Cipla** **Wadpack**  
A UPF INDUSTRIES COMPANY

## IMPORT - EXPORT/ ODC/ RAKE

**JINDAL** **STEEL & POWER**

**BHEL**

**RenewSys**  
let there be light

**TESA**  
TESLA TRANSFORMERS INDIA LTD.

**LM** WIND POWER

**indutch**  
COMPOSITES TECHNOLOGY PVT. LTD.

## BONDED

**FedEx** **DHL**

**SINGAPORE AIRLINES CARGO**

**AIR INDIA** **TURKISH CARGO**

**Lufthansa Cargo**

and many more...

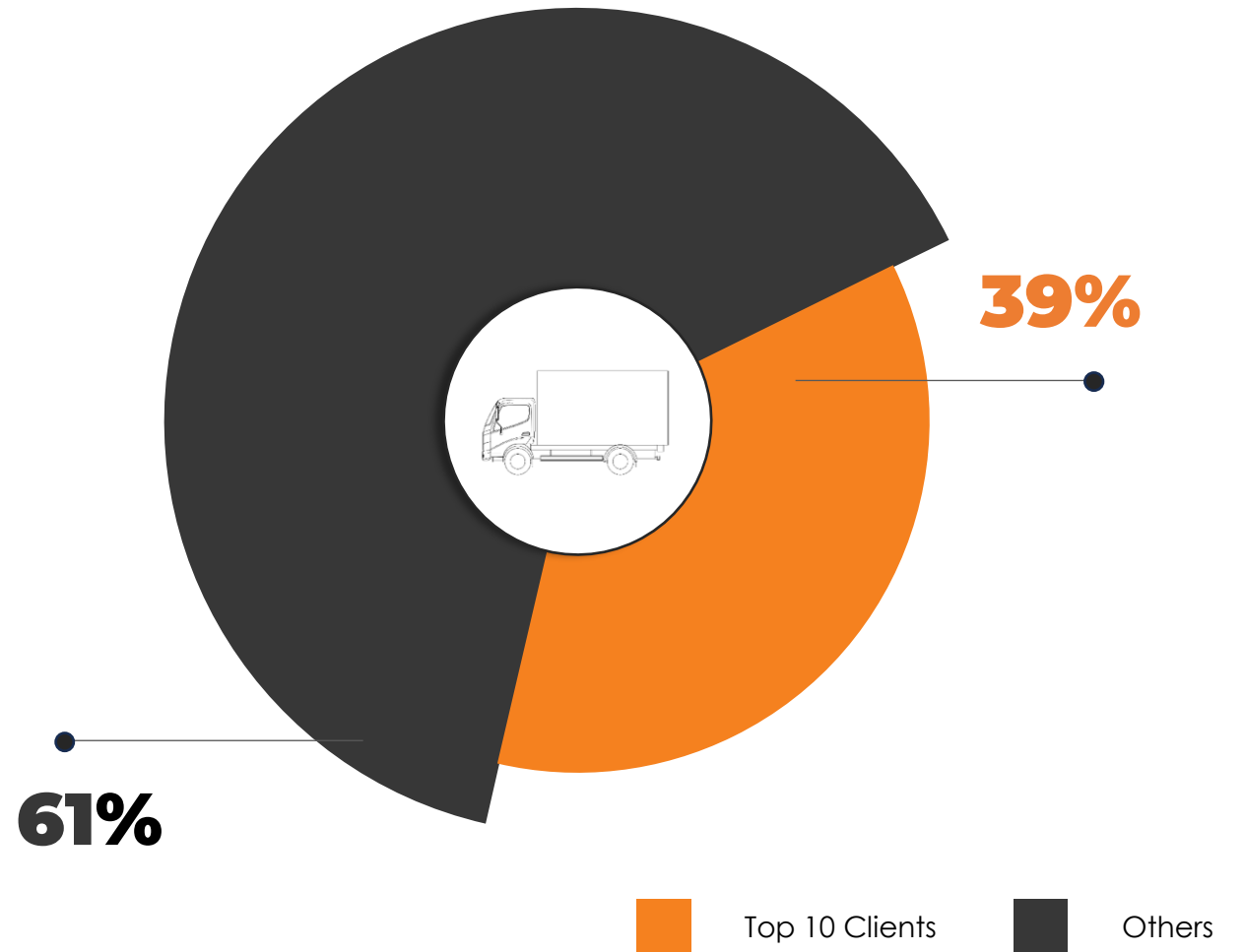
# DIVERSIFIED REVENUE MIX

## REVENUE DIVERSIFICATION FOR 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



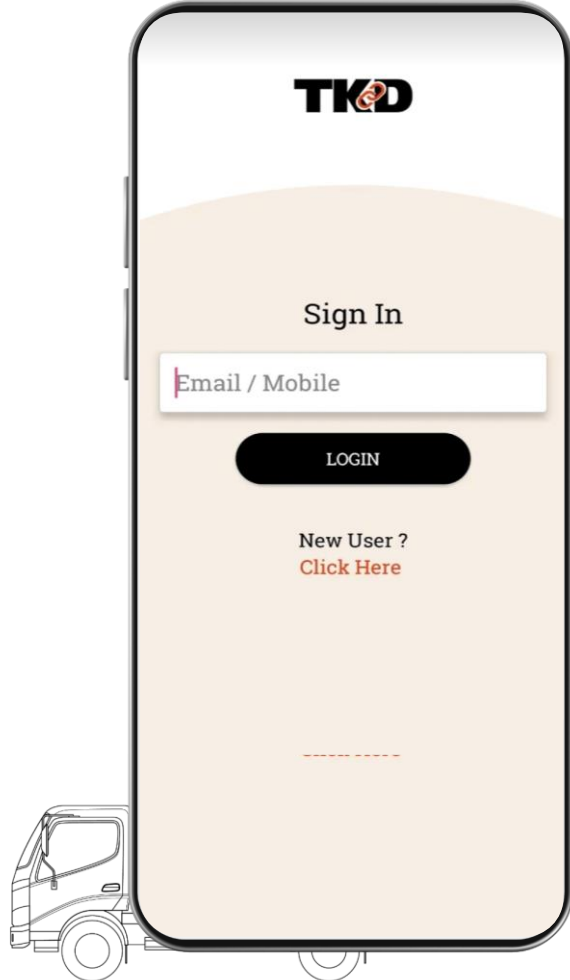
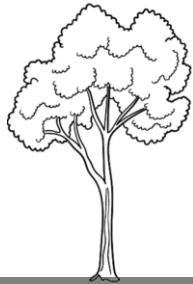
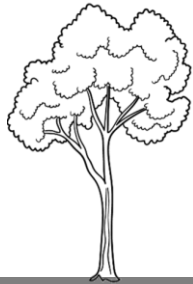
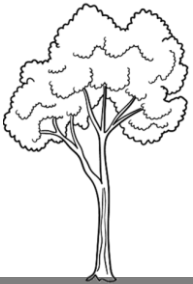
End-to-End  
Tracking



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

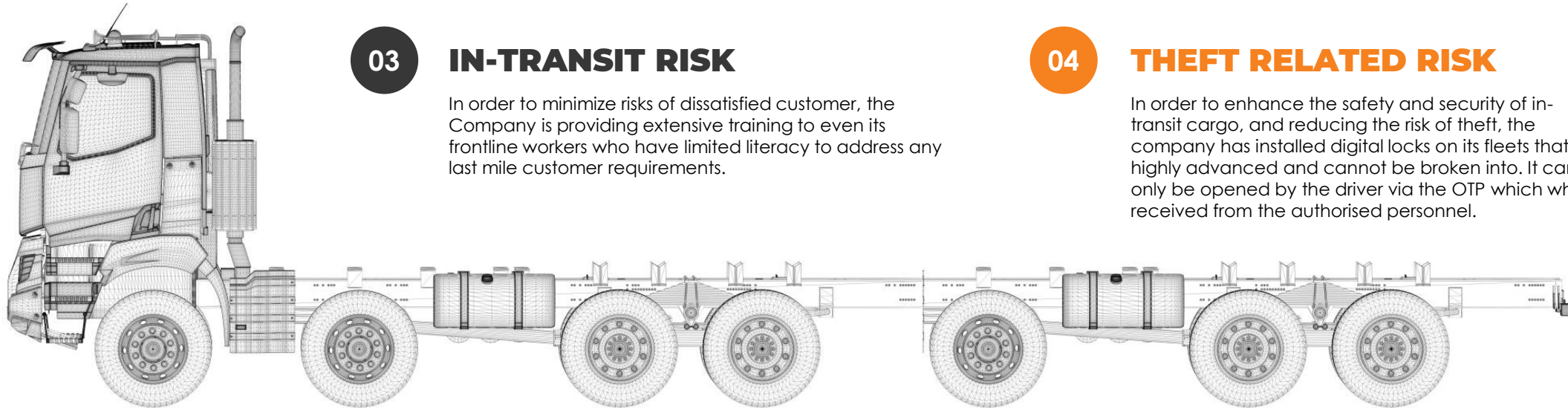
## IN-TRANSIT RISK

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

FY23 v/s FY24

#### Revenue from operations:

Revenue from operations increased by 26.37% from Rs.2008.32 Mn. in FY23 to Rs.2537.86 Mn. in FY24 majorly led by increased customer base, expansion to new regions, and addition of new service lines.

#### EBITDA & EBITDA Margins:

EBITDA increased by 40.33% from Rs. 221.09 Mn. in FY23 to Rs. 310.26 Mn. in FY24. This significant growth is attributed to increase in scale of operations and efficient utilization of fleets. EBITDA margins surged by 121 bps from 11.01% in FY23 to 12.23% in FY24

#### PAT & PAT Margins:

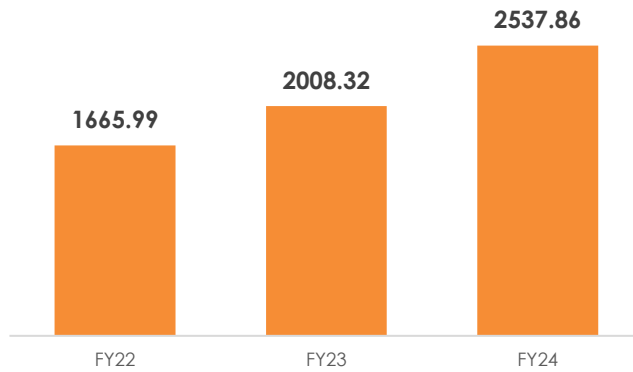
PAT increased by 49.35% from Rs. 109.63 Mn. in FY23 to Rs. 163.73 Mn. In FY24 and PAT Margins increased by 99 bps from 5.46% in FY23 to 6.45% in FY24

Particulars (Rs. Mn)	FY24	FY23
Revenue from Operations	2537.86	2008.32
Other Income	120.09	8.41
<b>Total Revenue</b>	<b>2657.95</b>	<b>2016.73</b>
Total Expenses excluding Depreciation, Amortization & Finance Cost	2347.69	1795.64
<b>EBITDA</b>	<b>310.26</b>	<b>221.09</b>
<b>EBITDA Margin (%)</b>	<b>12.23%</b>	<b>11.01%</b>
Depreciation & Amortization	44.38	33.60
Finance Cost	49.08	36.52
<b>PBT before Exceptional Item</b>	<b>216.79</b>	<b>150.97</b>
Tax	53.07	41.34
<b>PAT</b>	<b>163.73</b>	<b>109.63</b>
<b>PAT Margin %</b>	<b>6.45%</b>	<b>5.46%</b>
Other comprehensive profit / loss	-0.93	0.58
Net PAT	162.80	110.20
Diluted EPS	2.34	2.11

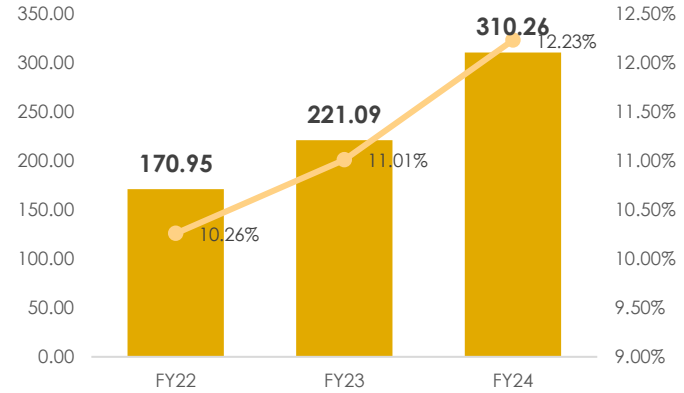


# FINANCIAL SNAPSHOT

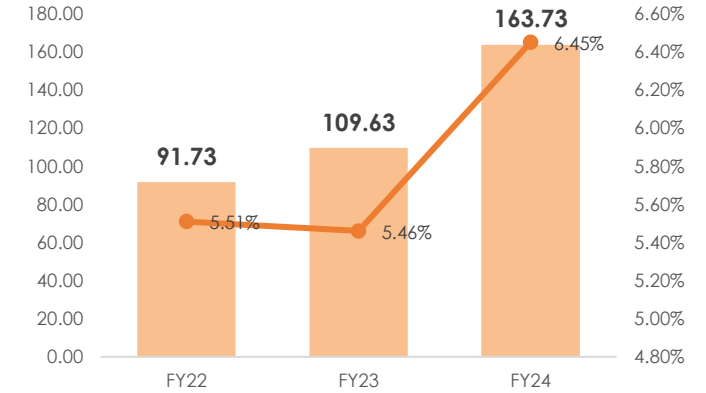
REVENUE FROM OPERATION (RS. MN)



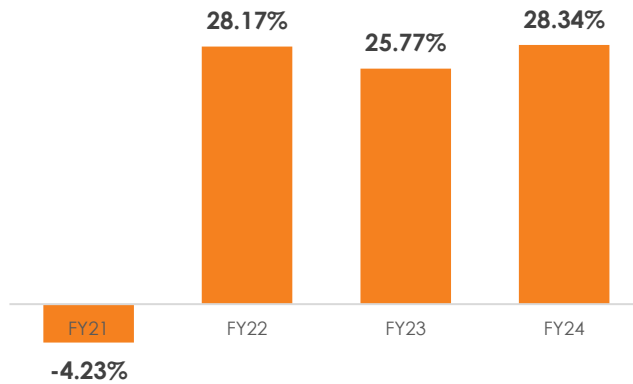
EBIDTA (RS. MN)



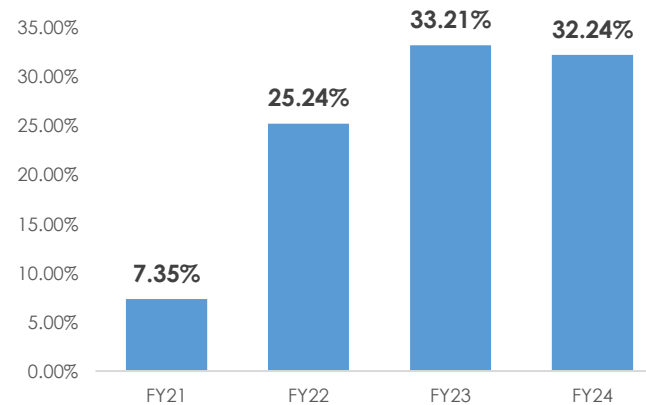
PAT (RS. MN.)



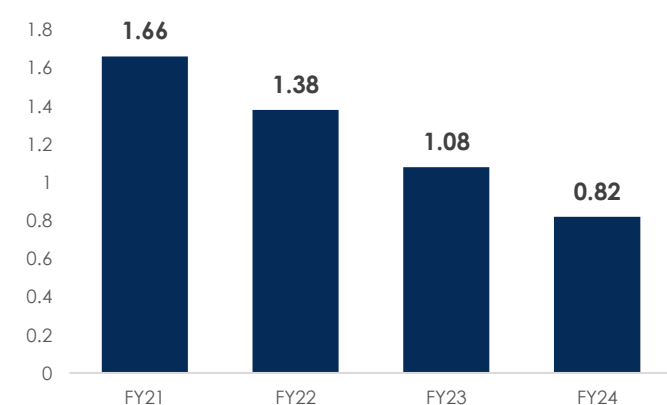
ROE (%)



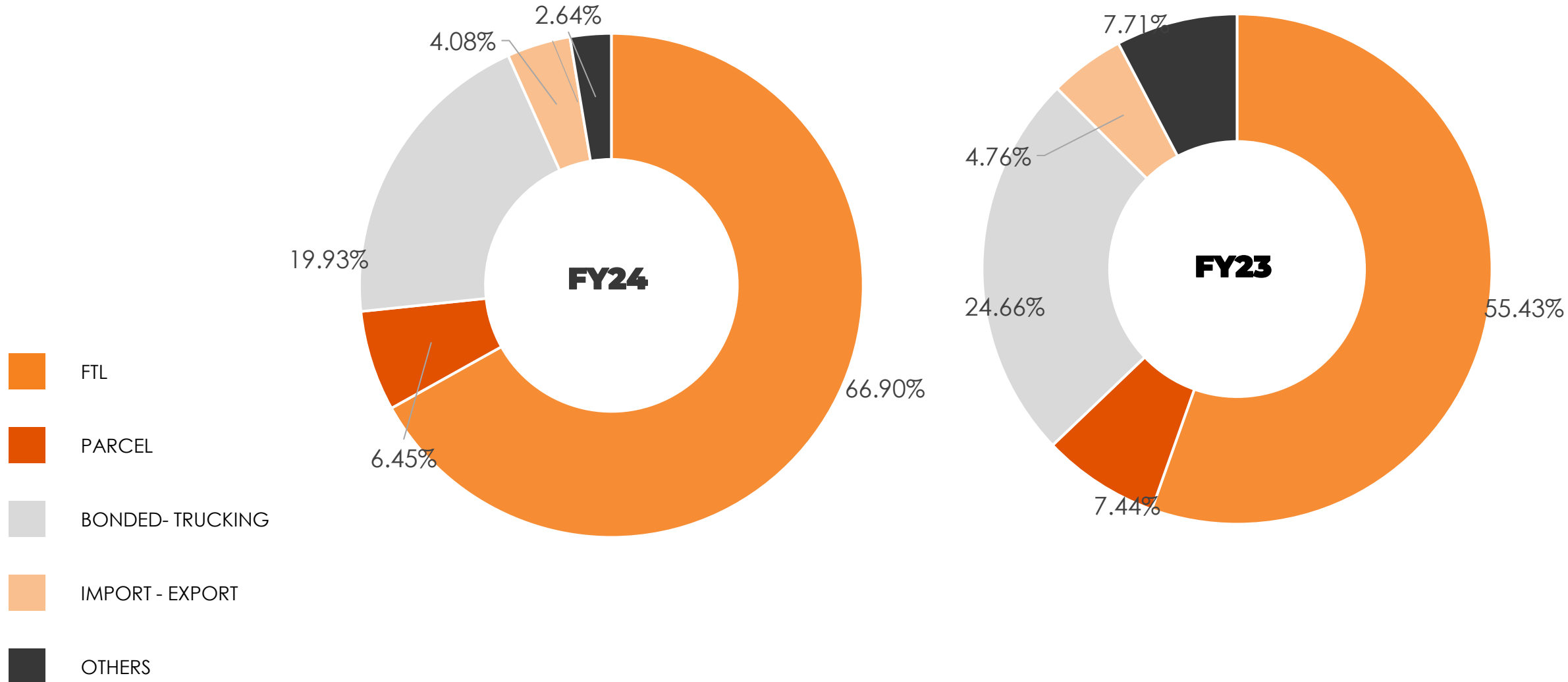
ROCE (%)



DEBT / EQUITY RATIO



# REVENUE MIX



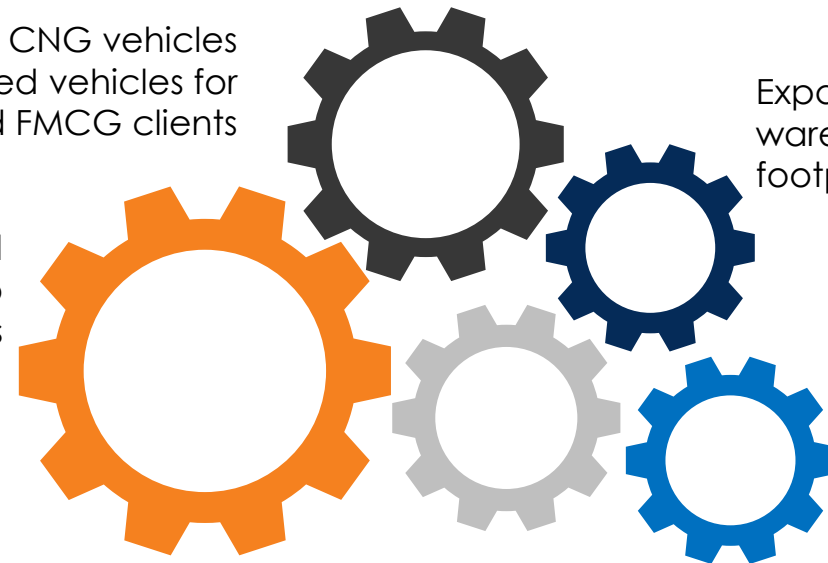
# FUTURE STRATEGIES

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Acquisition of new and advanced vehicle to service more client needs

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



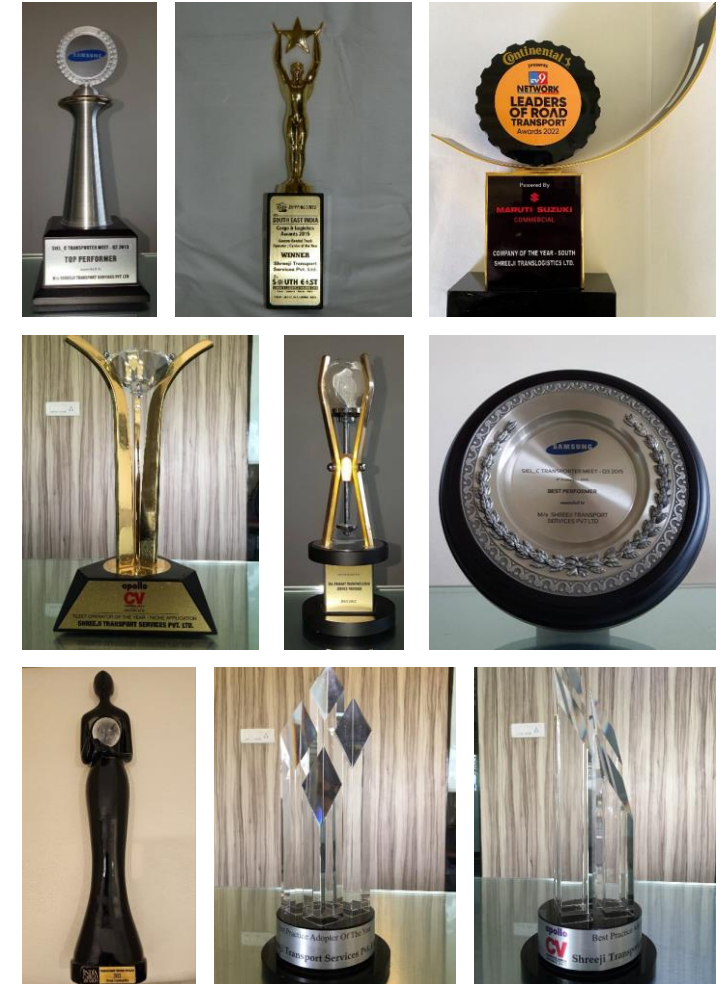
Expanding warehousing footprint

Opening of new branches

Expansion in Rake handling and Transportation PAN India

# AWARDS & CERTIFICATIONS









YEAR	AWARD ISSUED BY	CATEGORY
2024	Institute of Supply Chain Management Forum	Logistics Champion – Mid Tier
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
-  In February 2024, the Company provided INR 14.6 Lakhs for the rehabilitation and distribution of basic needs to poor community and solar lamp installation in Maharashtra.

# CAPITAL MARKET INFORMATION

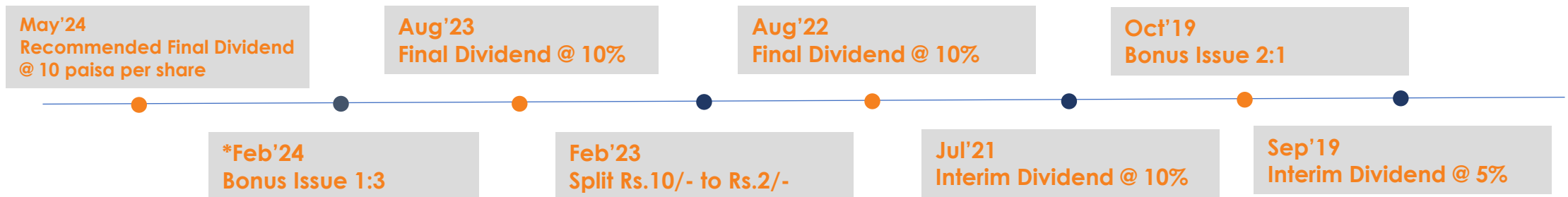
## SHAREHOLDING PATTERN

Particulars	May 2024
Promoter and Promoter Group	63.41%
Public	36.59%
Total	100%

## MARKET INDICATORS

Issued Shares-	6,98,83,500
Share Price (29/05/2024)	28.91
Market Cap (₹ MN)	2020.33
*52 Weeks High/Low	58.50/26

## CORPORATE ACTIONS





***Shreeji Translogistics Ltd.***  
TRANSPORTING >> TRUST >> SAFELY

**THANK YOU**

MAY 2024

**HARSHAL SHAH, CEO**

Shreeji Translogistics Limited

Contact: 022 - 4074 6666 / 4074 6644

Email : [cs@shreejitransport.com](mailto:cs@shreejitransport.com)

[www.shreejitranslogistics.com](http://www.shreejitranslogistics.com)

