



8<sup>th</sup> August, 2023

**BSE Limited**

Phiroze Jeejeebhoy Towers  
Dalal Street, Mumbai – 400001

**Scrip Code: 540738**

**Sub: Earnings Release for the quarter ended 30<sup>th</sup> June, 2023**

Dear Sir/ Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith an Earnings Release for the quarter ended 30<sup>th</sup> June, 2023.

This Earnings 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**

**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

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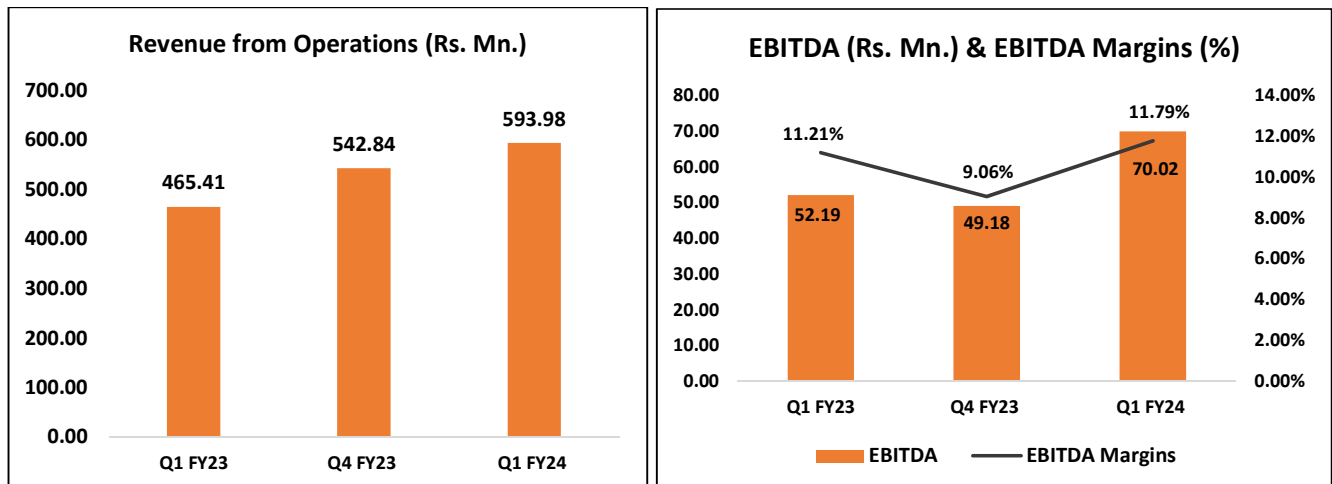
**Registered Office:** D-3011, Akshar Business Park, Plot No. 003, Sector 25, Vashi, Navi  
Mumbai – 400703

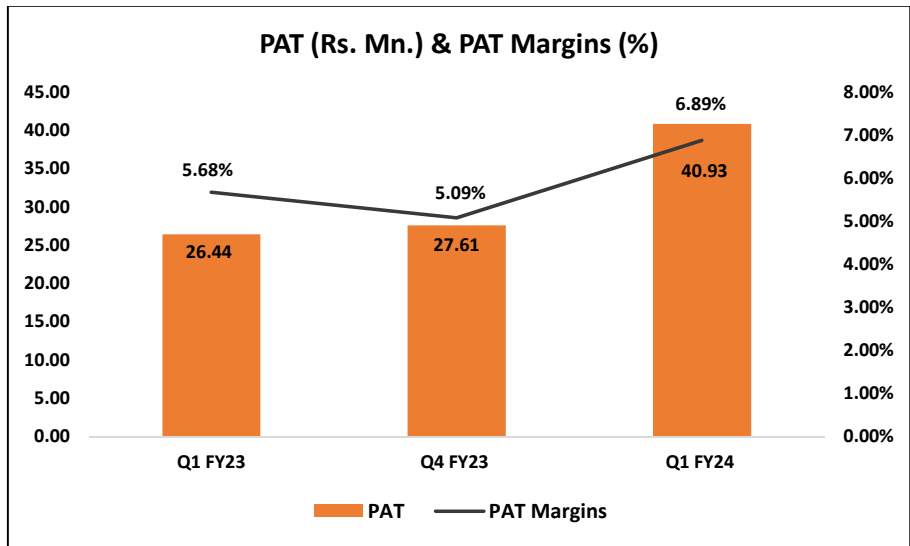
### Q1 FY24 – Earnings Update

Revenue from Operations grew by **27.63%** and was reported at **Rs. 593.98 Mn** in Q1 FY24  
EBITDA grew by **34.17%** and stands at **Rs. 70.02 Mn** in Q1 FY24  
PAT grew by **54.82%** to **Rs. 40.93 Mn** in Q1 FY24

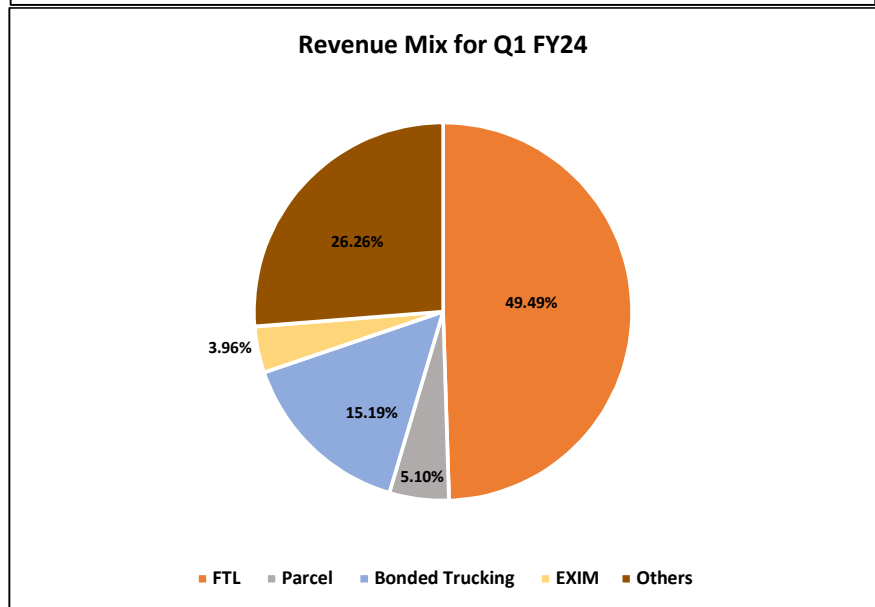
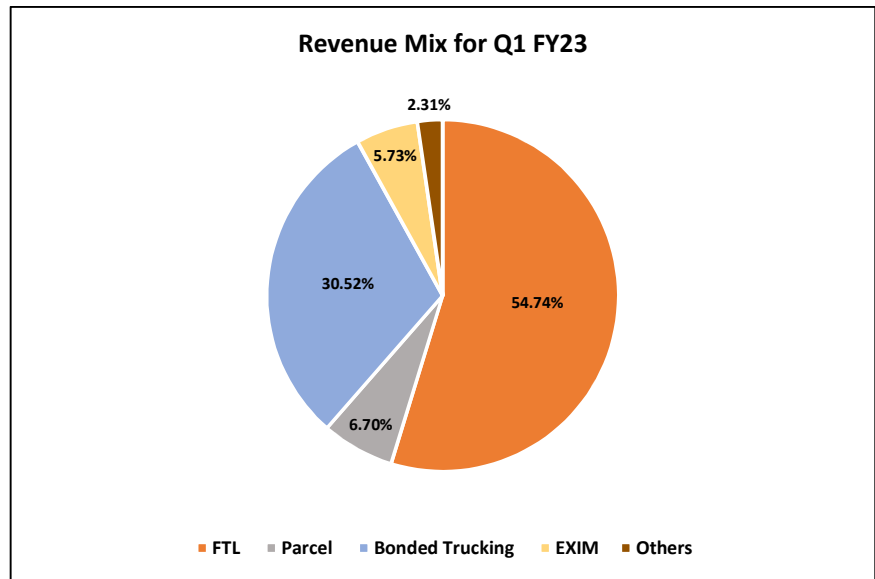
**Vashi, Navi Mumbai, 8<sup>th</sup> August 2023:** Shreeji Translogistics Ltd. (STL), is a diversified end-to-end logistics service provider which has evolved into a prominent integrated solution provider for national logistics within India. With over four decades of experience, STL offers a broad array of services such as Full Truck Load (FTL), Parcel and Less than Truck Load (LTL), EXIM, Over Dimensional Cargo (ODC), and Bonded Trucking Services through around **300** owned and more than **4,500** outsourced trucks. STL in its board meeting held on 8<sup>th</sup> August 2023, has inter-alia considered and approved the unaudited financial results of the company for the Q1 FY24 period.

#### Consolidated Financial Performance Snapshot:





**Consolidated Revenue Mix: Q1 FY23 v/s Q1 FY24**



### Consolidated Financial Performance Highlights:

Particulars (Rs. Mn)	Q1 FY24	Q1 FY23	YoY %	Q4 FY23
Revenue from Operations	593.98	465.41	27.63%	542.84
Other Income	0.50	2.25		5.17
<b>Total Revenue</b>	<b>594.48</b>	<b>467.65</b>		<b>548.01</b>
Total expenses excluding finance cost, depreciation and amortization	523.96	413.22	26.80%	493.66
<b>EBITDA</b>	<b>70.02</b>	<b>52.19</b>	<b>34.17%</b>	<b>49.18</b>
<b>EBITDA Margins %</b>	<b>11.79%</b>	<b>11.21%</b>	<b>58 bps</b>	<b>9.06%</b>
Depreciation and Amortization	7.55	8.08		8.34
Finance Cost	10.28	9.40		8.21
<b>PBT before exceptional items</b>	<b>52.69</b>	<b>36.96</b>		<b>37.80</b>
Exceptional Items	0.00	0.00		0.00
<b>PBT</b>	<b>52.69</b>	<b>36.96</b>		<b>37.80</b>
Tax	11.60	10.52		10.19
<b>PAT</b>	<b>40.93</b>	<b>26.44</b>	<b>54.82%</b>	<b>27.61</b>
<b>PAT Margins %</b>	<b>6.89%</b>	<b>5.68%</b>	<b>121 bps</b>	<b>5.09%</b>
Other Comprehensive Income	(0.84)	0.64		(0.49)
<b>Net PAT</b>	<b>40.09</b>	<b>27.08</b>		<b>27.12</b>
Diluted EPS	0.77	0.52		0.52

- **Revenue from Operations**

- Revenue from operations increased by 27.63% from Rs. 465.41 Mn. in Q1 FY23 to Rs. 593.98 Mn. in Q1 FY24 majorly led by increased customer base, expansion to new regions, and addition of new service lines.

- **EBITDA & EBITDA Margins**

- EBITDA increased by 34.17% from Rs. 52.19 Mn. in Q1 FY23 to Rs. 70.02 Mn. in Q1 FY24. This significant growth is attributed to increase in scale of operations and efficient utilization of fleets. EBITDA margins surged by 58 bps from 11.21% in Q1 FY23 to 11.79% in Q1 FY24

- **PAT & PAT Margins**

- PAT increased by 54.82% from Rs. 26.44 Mn. in Q1 FY23 to Rs. 40.93 Mn. in Q1 FY24 and PAT Margins increased drastically by 121 bps from 5.68% in Q1 FY23 to 6.89% in Q1 FY24.

### **Business Updates:**

- The Company added Qatar Airways, a highly respected multinational airlines company, as one of its esteemed clients in the bonded trucking division.
- STL received AEO-LO Certification from Central Board Of Indirect Taxes And Customs, symbolizing excellence in securing the supply chain and delivering seamless and efficient logistics solutions. It recognizes business entities that are in compliance with highly stringent **World Custom Organization's (WCO's) SAFE Framework** demonstrating high degree of reliability of the services provide.
- STL successfully installed digital locks on majority of its fleets ensuring optimum safety and security of in-transit cargo, and reducing the risk of theft.
- STL expanded its business presence by setting up a new branch in Rohtak.

### **Management Commentary:**

#### ***Commenting on the performance of Q1 FY24, the management team of STL said:***

*We are happy to share with you our robust business and financial performance for Q1 FY24. Our revenue from operations increased by 27.63% from Rs. 465.41 Mn in Q1 FY23 to Rs. 593.98 Mn in Q1 FY24. Our EBITDA margins increased marginally by 58 bps from 11.21% in Q1 FY23 to 11.79% in Q1 FY24 and PAT margins surged significantly by 121 bps and stood at 6.89% in Q1 FY24 compared to 5.68% in Q1 FY23.*

*In this quarter, we achieved significant milestones, driving our company's growth and commitment to excellence across all areas of our business. Our accomplishments included successful onboarding of new clients, expanding our presence with the establishment of new branches, enhancing our service offerings, and implementing measures to improve the safety and quality of our fleets.*

*Going forward, we are continuously looking to explore new opportunities for revenue generation and long-term growth. To this end, we are planning to expand in the ODC segment, and amplify our fleet size. This strategic expansion will aid enhance our ability to serve clients more efficiently and establish a sturdy groundwork for future growth paving the way for sustained growth.*

*We are experiencing robust demand for our efficient logistics solutions due to the thriving domestic economy and the government's commitment to developing superior logistics infrastructure. The emphasis on supporting the growing needs of the domestic manufacturing sector and reducing logistics costs from 13% to 8% of GDP has created numerous opportunities for our company.*

*Lastly, we would like to express our sincere appreciation to our employees at all levels for their wholehearted dedication and tireless efforts. I would also like to extend my heartfelt gratitude to our valued stakeholders. Your continued support and association with Shreeji Translogistics Ltd. have been invaluable, and we humbly seek your continued support as we forge ahead into the future."*

### **About Shreeji Translogistics Ltd.**

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 Over Dimensional Cargo (ODC) 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, bonded trucking services and ODC services. It operates different types of trucks based on 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 around 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: <https://www.shreejitranslogistics.com>**

Mrs. Himani Dave, CS

**Shreeji Translogistics Ltd.**

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

**Contact:** 022-40746666 / 022-40746644

Krunal Shah/Naman Maheshwari

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

**Email:** [krunal@cap-ir.com](mailto:krunal@cap-ir.com) / [naman@cap-ir.com](mailto:naman@cap-ir.com)

**Contact:** +91-9372467194

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