

DJ MEDIAPRINT & LOGISTICS LIMITED

(Formerly known as D J Logistic Solutions Private Limited)



DJMLCS/BSE 264/2024-25

16th May, 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: Investors Presentation FY 2023-24

In compliance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we enclose herewith the Investors Presentation on Financial & Operational Review for FY 2023-24.

The Investors Presentation is also being uploaded on the Company's website www.djcorp.in. You are requested to kindly take the same on record.

Thanking you,

Yours faithfully,

For DJ Mediaprint & Logistics Limited

Khushboo Mahesh Lalji
Company Secretary & Compliance Officer

M. No.: A53405

Encl: As Above



DJ MEDIAPRINT & LOGISTICS LIMITED

Q4 & FINANCIAL YEAR ENDED
31ST MARCH, 2024

INVESTOR PRESENTATION

OUR MISSION



Vision

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.



Mission

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



Our Focus On Value Creation

OUR COMMITMENT

We maintain good relationships along with customization of our offerings in an elegant manner to make a vast difference in our customer's perception.

QUALITY

We deliver quality products and unsurpassed services that together deliver premium value added services to our customers.

INTEGRITY

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


OUR TEAMWORK

With responsibility we take ownership towards organizing team work to deliver cost efficient services and products.

RESPECT FOR OUR PEOPLE

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

SAFE HARBOUR

The background of the slide shows a person's hands typing on a laptop keyboard. Overlaid on this are several glowing blue digital icons: a large checkmark in a circle, a gear with a hand, a clipboard with a pencil, a speech bubble with a checkmark, a thumbs up with a gear, and a computer monitor with a magnifying glass. The overall aesthetic is modern and tech-oriented.

This presentation has been prepared by DJ Mediaprint & Logistics Limited (the “Company”) solely for information purposes without any regard to any specific objectives, financial situations or information needs of any particular person. This presentation and its contents are confidential and should not be copied, distributed, disseminated, published or reproduced, in whole or part, or disclosed by recipients directly or indirectly to any other person. Data and comments contained in the presentation are basis what the Company believes are a reasonable representation of its businesses.

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.

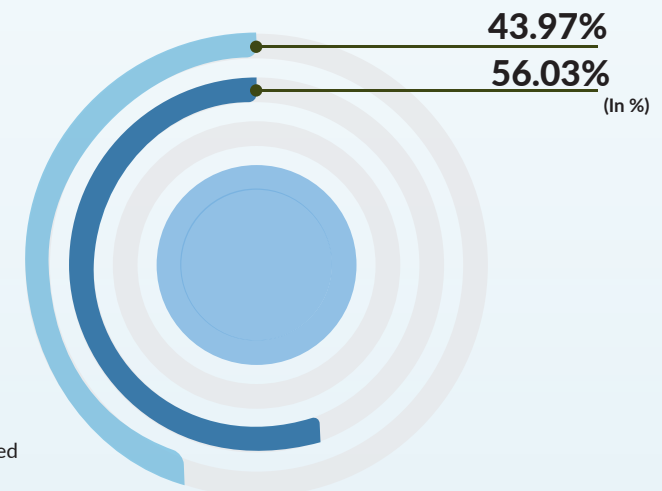
The Company will not be in any way responsible for any action taken based on such data or comments or statements and undertakes no obligation to publicly update these data or comments or forward-looking statements to reflect subsequent events or circumstances.

BUSINESS OVERVIEW

- « Incorporated in 2009
- « Leading provider of Integrated printing and courier solutions in India and abroad
- « It also provides Records Management & Document Management services
- « Currently has several offices spread across Mumbai, Navi Mumbai & Bhiwandi (Thane), one in Delhi and Puducherry.
- « Clients are from corporates, Government and Semi Government institutions and from various industries such as banking, financial services, insurance, healthcare, airlines, shipping, logistics, education, manufacturing, retail.
- « Company posted revenues of Rs 57.04 cr in FY 2024 out of which Record Management, Scanning and Document Logistics business constituted highest share of 56.03% followed by Printing 43.97%

Segment Revenue

- Printing
- Record Management Scanning & Logistics Services



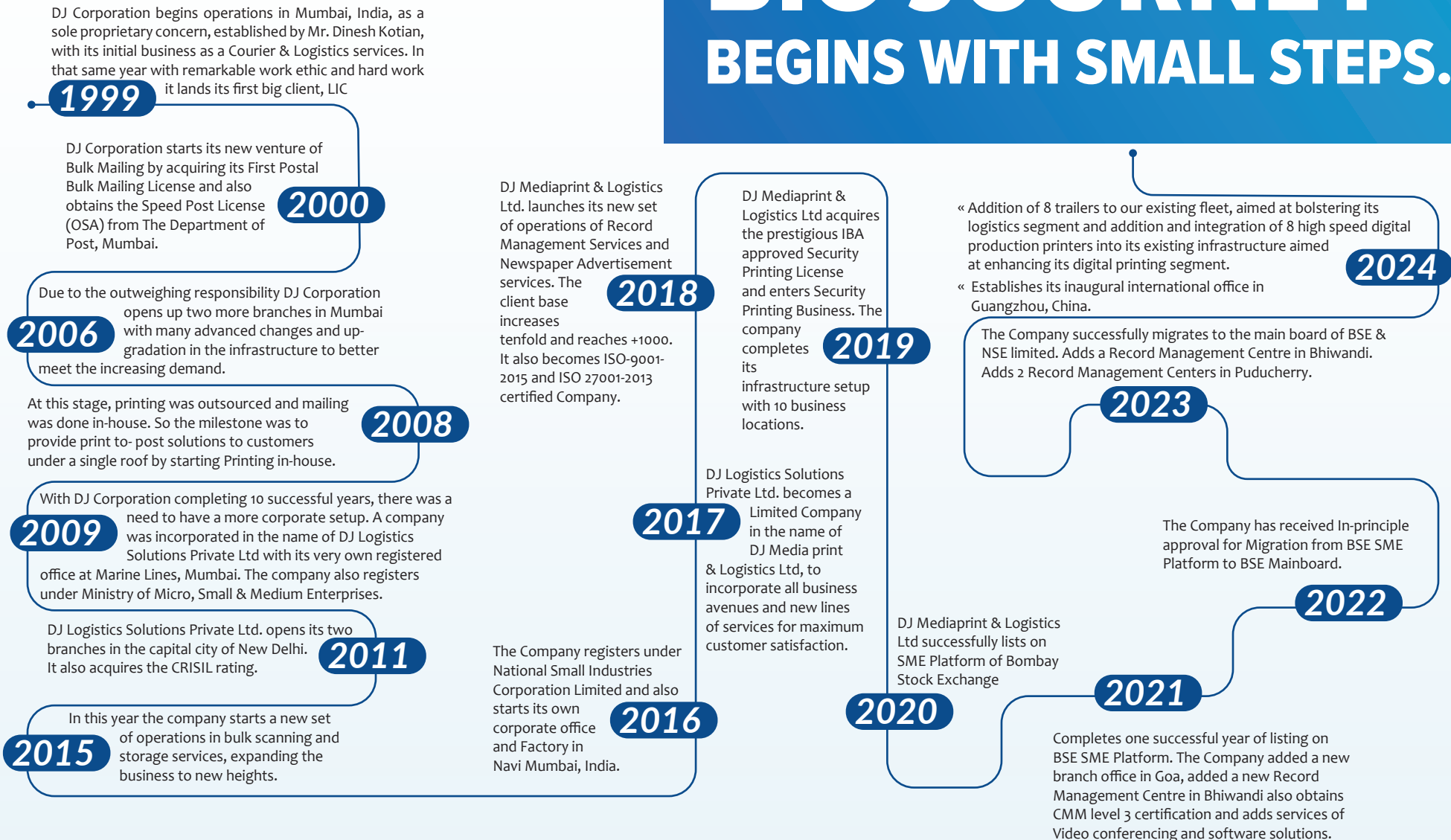
*Previous years figures have been updated as per IND AS transition.





DJML has passed many stepping stones through the last two decades. The growth over these years is largely a result of integration of business which we have acquired. The desire to go beyond the convention, explore myriad opportunities in a challenging time and to efficiently execute our strategies drive us to aspire for new goals each time.

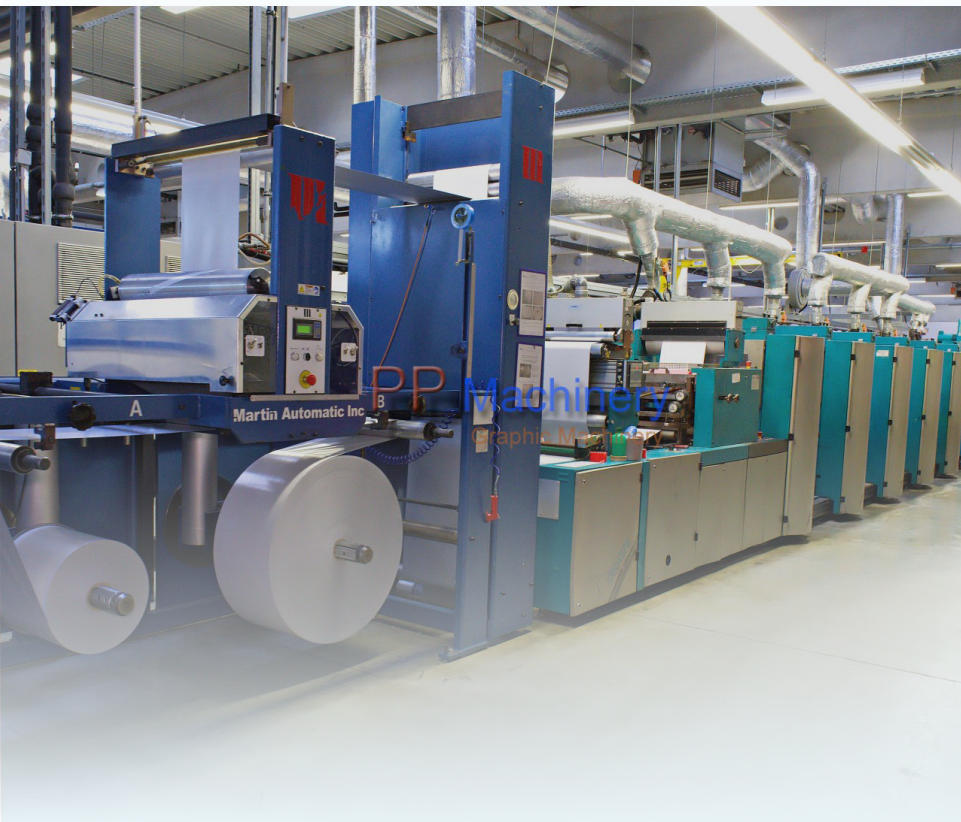
BIG JOURNEY BEGINS WITH SMALL STEPS..



Truly a Magic Print...

Printing Solutions Offered

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.



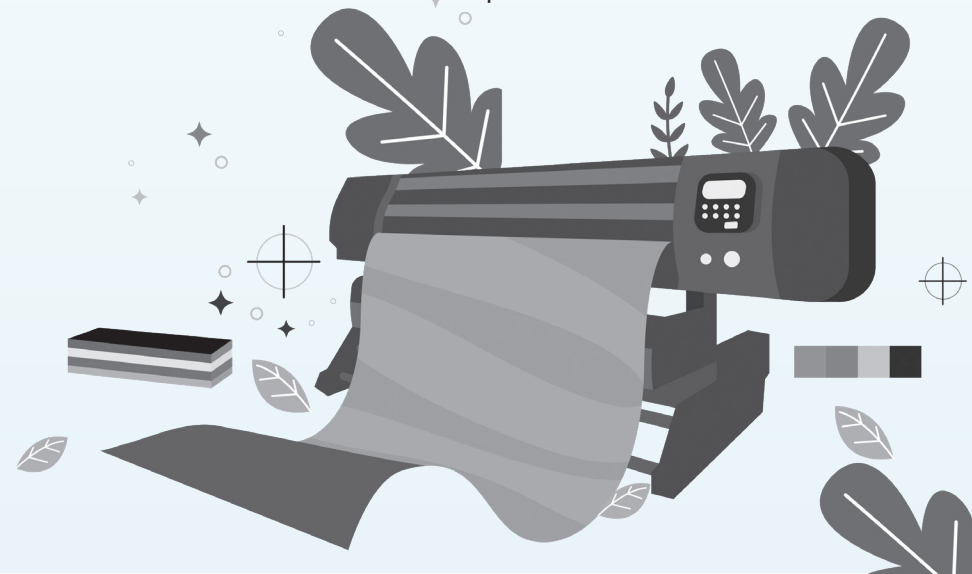
PRINTING SOLUTIONS

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
- « Barcoded Insurance Proposal Forms
- « Mobile-phone Bills



Truly a Magic Print...

Security Printing

- « Printing of items that prevent them to be forged or tampered.
- « Security products are customized based on client's requirements and need to meet necessary security standards



Our offerings in the security printing segment include:

- Personalized MICR Cheque Books
- Board/ University Certificates
- Policy Bonds
- Dividend Warrants
- Identity Cards
- Stock Certificates
- OMR (Optical Marking Recognition) Answer Sheet
- With serial numbering or bar code or litho code
- OMR Admit Card
- OMR Application Form
- OMR Registration Form
- OMR Survey/Data Collection Form
- Railway Tickets

PRINTING SOLUTIONS



Continuous Stationery

- « Continuous stationery involves using continuous form paper sheet to print receipts, bank and other statements, bills, and other commercial purpose documents.
- « Regular orders from several banks, listed companies and government bodies for forms, bills, receipts, invoices, statements, etc

To reach and deliver any location, any city, anywhere in India and beyond...

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





Provide courier services through air, rail and road transportation across India



DOCUMENT LOGISTICS SOLUTIONS

DJ HAS SPEED POST LICENSE (OSA), FRANCHISEE AND NAF LICENSES FROM THE DEPARTMENT OF POST

163 NATIONAL SPEED POST CENTERS

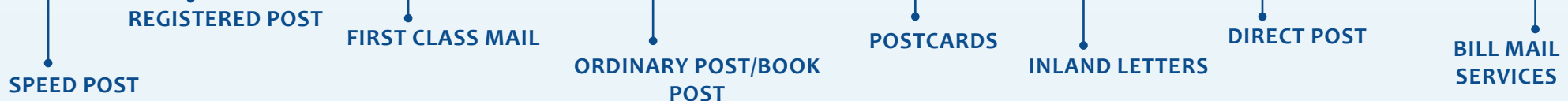
850 STATE SPEED POST CENTERS IN INDIA

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

DOCUMENT LOGISTICS SOLUTIONS

BULK MAIL (POSTAL)

BULK COURIER



Authorized Bulk Mailer by
The Department of India Post...

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



DOCUMENT LOGISTICS SOLUTIONS



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

End-to-End solutions from records creation, retention, archiving & retrieval...

SCANNING & RECORD MANAGEMENT

- « 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

Scanning & Digitization Process



End-to-End solutions from records creation, retention, archiving & retrieval...



SCANNING & RECORD MANAGEMENT

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

2,50,000 SQ.FT. PLUS OF DEDICATED STORAGE SPACE

RECORD MANAGEMENT CENTERS AT **10 LOCATIONS**

7 IN BHIWANDI (Mumbai),

2 IN PUDUCHERRY

1 EACH IN DELHI

- *RMS Facilities at Multiple Cities*
- *Secure Storage*
- *Authorized Access*

 Record Management Software	 Document Management Software	 Professionally Trained Manpower	 Secured Vehicles	 Seamless & Expediated Delivery	 Online Access To Clients For Rms
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 Customised Document/ Record Management Solutions	 Onsite Digitization	 Onsite Archiving	 24X7 Manned Security	 Electronic Surveillance System	 Restricted Authorised Access	 Fire Suppression- Water Co2, Abc Powder	 Fire Detection - Vesda, Smoke Detectors Inside The Rack	 Iso Standards & Certifications
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OTHER SERVICES

Advertising Solutions-

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 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.



OUR NEW *International Branch*



Our company has officially established its inaugural international office in

GUANGZHOU, CHINA

This strategic move signifies our entrance into the global market and our dedication to pursuing

BUSINESS OPPORTUNITIES
on an **INTERNATIONAL SCALE**

Our CLIENTS



भारतीय स्टेट बैंक
State Bank of India
हर भारतीय का बैंक
THE BANKER TO EVERY INDIAN



बैंक ऑफ़ इंडिया
Bank of India
Relationships beyond banking.



Our CLIENTS



COMMENTING ON THE RESULTS

Commenting on the results, Dinesh Kotian, Managing Director, DJML said that: “Q4 is typically a strong quarter for us when we historically report the highest revenues on the back of strong revenue flows from finance and other verticals.

Our **PRINTING** business grew **18.64%** for the whole year while revenues of **RECORD MANAGEMENT, SCANNING AND DOCUMENT LOGISTICS** were up a strong **8.66%** annually.

We will continue to add new clients in both our businesses which is expected to boost revenues for the year ahead. We recently bagged an order from **NAVI MUMBAI POLICE DEPARTMENT TO PROVIDE SCANNING AND DOCUMENT MANAGEMENT SOLUTIONS.**

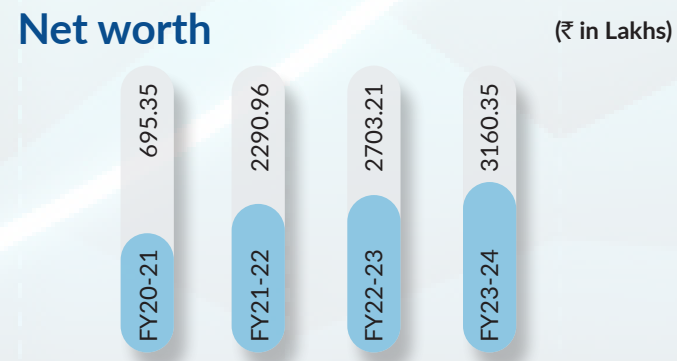
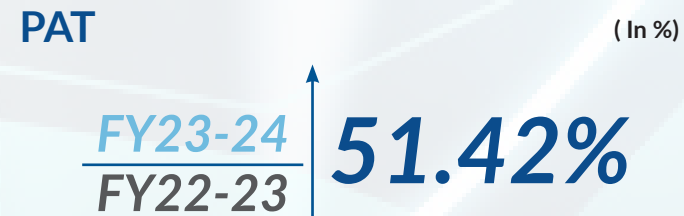
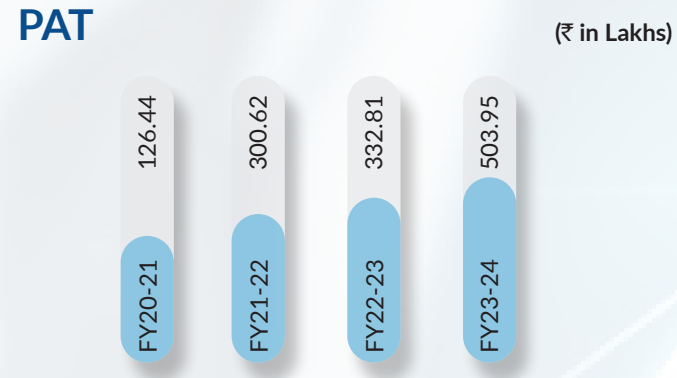
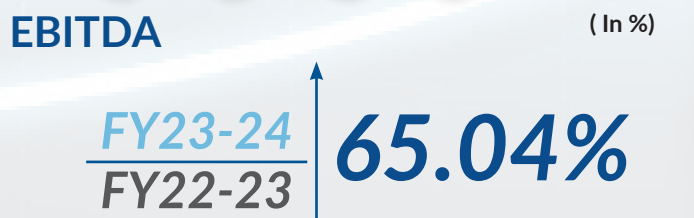
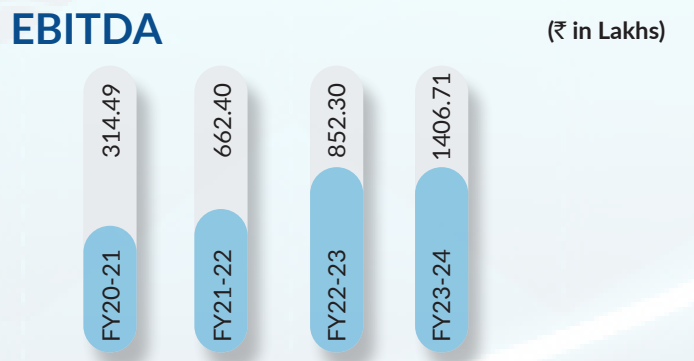
In addition, we secured **₹ 6 CR** order for **PRINTING AND DISPATCH AND BULK SCANNING SERVICES.**

To bolster our **LOGISTICS BUSINESS**, we added **8 TRAILERS** to our existing fleet. With India’s **GDP GROWTH** rate expected to slightly more than **7%** in FY '25, DJML is geared to support the nation with a strong supply chain, express distribution and logistics solution.



Robust Financial Performance

EBITDA MARGINS HAVE STEADILY GROWN IN PAST 5 YEARS



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

Financial Snapshot - Annual Trends

P&L	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
Sales	57.04	50.5	47.3	24.7	21.2
Total Expenditure	43.18	42.2	40.9	21.6	18.3
Operating Profit	13.86	8.3	6.5	3.1	2.9
Other Income	0.21	0.2	0.2	0.2	0.1
Interest	2.44	1.3	1.1	0.8	0.7
Depreciation	5.32	2.6	1.3	0.7	0.8
Tax	1.27	1.3	1.2	0.5	0.4
Net Profit	5.11	3.3	3.0	1.3	1.1
Balance Sheet					
Share Capital	10.8	10.8	10.8	4.2	3.0
Reserves & Surplus	22.7	17.8	14.5	3.2	1.2
Borrowings	17.79	12.3	7.3	6.0	5.1
Trade Payables	6.10	3.0	4.7	9.1	5.5
Total Liabilities	60.04	47.0	40.2	23.9	16.0
Assets					
Fixed Assets	21.70	12.2	7.7	5.3	3.0
Inventories	6.36	13.3	10.2	7.7	3.5
Trade Receivables	17.97	11.8	16.3	8.6	8.0
Total Assets	60.04	47.0	40.2	23.9	16.0

Cash Flow Summary	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
Operating Activities	11.23	9.8	-9.3	-1.0	1.6
Investing Activities	-10.91	-9.1	-4.0	-0.5	-0.1
Financing Activities	-0.07	-0.5	14.0	1.6	-1.9
Net Cash Flow	0.25	0.1	0.7	0.1	-0.3
Per Share Ratios					
Basic EPS (Rs.)	4.65	3.08	2.78	1.50	1.82
Book Value / Share (Rs.)	30.98	26.42	23.48	18.02	13.90
Face Value (Rs.)	10	10	10	10	10
Return Ratios					
Return on Networth (%)	15.22	11.6	12.3	16.7	26.0
ROCE (%)	20.46	17.2	18.4	27.1	36.6
Return On Assets (%)	8.39	7.1	8.2	5.9	6.8
Liquidity Ratios					
Current Ratio (X)	1.98	2.5	3.2	1.4	1.2
Quick Ratio (X)	1.64	1.5	2.1	0.8	0.9
Leverage Ratios					
Debt to Equity (x)	0.46	0.38	0.21	0.44	1.22
Interest Cov Ratios (%)	5.76	6.43	7.09	3.40	3.32
Valuation Ratios					
P/E (x)	36.98	44.2	0	0	0
P/B (x)	5.55	5.12	2.70	2.77	0

(Units: ₹ in crores unless stated)



Contact Us!

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