



18<sup>th</sup> January, 2024

**BSE Limited**

Phiroze Jeejeebhoy Towers  
Dalal Street, Mumbai – 400001

**Scrip Code: 540738**

**Sub: Earnings Release for the quarter and nine months ended 31<sup>st</sup> December, 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 and nine months ended 31<sup>st</sup> December, 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



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**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

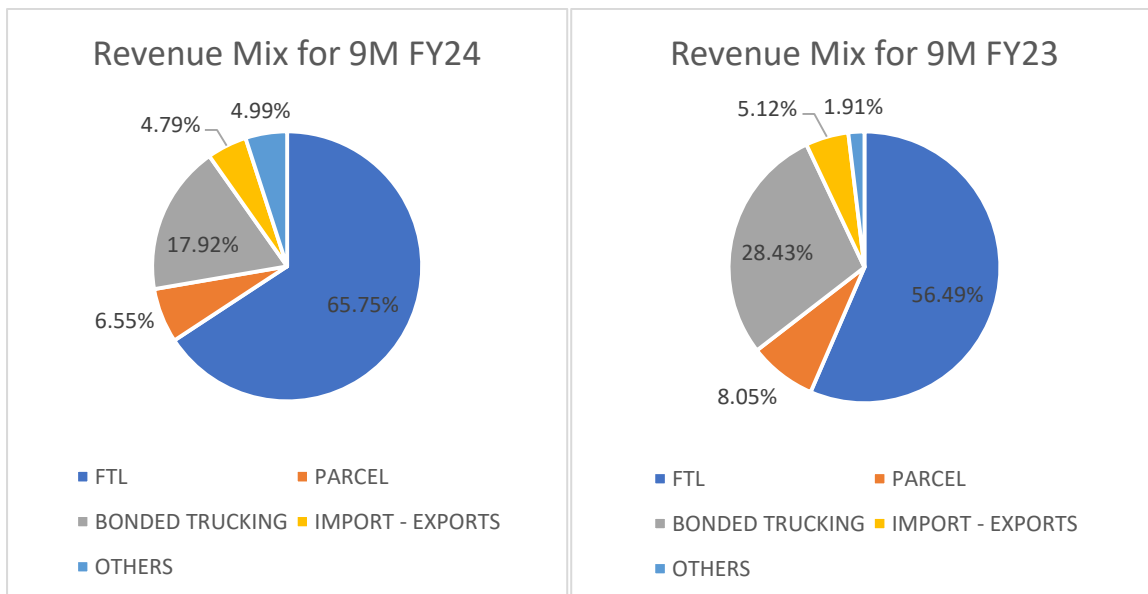
### Q3 & 9M FY24 – Earnings Update

**Revenue from Operations** grew by 26.47 % YoY and was reported at Rs. 659.43 Mn in Q3 FY24  
**EBITDA** grew by 63.57 % YoY and stands at Rs. 89.79 Mn in Q3 FY24  
**PAT** grew by 89.88 % YoY to Rs. 51.13 Mn in Q3 FY24

**Revenue from Operations** grew by 30.88 % YoY and was reported at Rs. 1918.67 Mn in 9M FY24  
**EBITDA** grew by 45.40 % YoY and stands at Rs. 242.45 Mn in 9M FY24  
**PAT** grew by 71.35 % YoY to Rs. 140.55 Mn in 9M FY24

**Vashi, Navi Mumbai, 18<sup>th</sup> January, 2024:** 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 owned trucks and outsourced trucks. STL, in its Board Meeting held on 18<sup>th</sup> January, 2024, has inter-alia considered and approved the unaudited financial results of the Company for the Q3 & 9M FY24 period.

#### Consolidated Revenue Mix: 9M FY24 v/s 9M FY23



### Consolidated Financial Performance Highlights:

Particulars (Rs. in Mn)	Q3 FY24	Q3 FY23	YoY %	Q2 FY24	QoQ%	9M FY24	9M FY23	YoY %
REVENUE from operations	659.43	521.41	26.47%	651.11	1.28%	1918.67	1465.98	30.88%
EBITDA	89.79	54.89	63.57%	82.14	9.32%	242.45	166.74	45.40%
EBITDA Margin(%)	13.62%	10.53%	308bps	12.62%	100bps	12.64%	11.37%	126bps
PAT	51.13	26.93	89.88%	48.49	5.46%	140.55	82.03	71.35%
PAT Margin(%)	7.55%	5.16%	258bps	7.45%	30bps	7.33%	5.60%	173bps
EPS	0.99	0.52		0.93		2.69	1.59	

### Business Updates:

- The Company has successfully executed Railway Rake Handling & Shifting (H&S) and Transportation services into different locations namely Vishakhapatnam (Andhra Pradesh), Bhilai (Chhattisgarh), Haridwar (Uttarakhand), Kanpur (Uttar Pradesh).
- STL is also into mobile advertising on its trucks, offering businesses a dynamic platform to showcase their products and services to wider audience.
- The Company has enlarged its expansion in Central India with opening of a new branch in Indore, Madhya Pradesh.
- The Company has been awarded with Customs Bonded Truck Operator of the Year Award at Northern India Air Cargo Conclave & Awards 2023.
- The Company has recently received the “Customs Bonded Trucking Operator of the Year Award” at South East Air Cargo Conclave & Awards 2023.

### Management Commentary:

#### ***Commenting on the performance of 9M FY24, the management team of STL said:***

“We are happy to share with you our remarkable growth and financial performance for Q3 & 9M FY24. Our revenue from operations increased by 26.47 % from ₹ 521.41 MN in Q3 FY23 to ₹ 659.43 MN in Q3 FY24. The Profit margins increased significantly by 258 bps and stood at 7.75 % in Q3 FY24 compared to 5.16 % in Q3 FY23.

Furthermore, our revenue from operations increased by 30.88 % from ₹ 1465.98 MN in 9M FY23 to ₹ 1918.67 MN in 9M FY24. Furthermore, Profit also grew from ₹ 82.03 MN in 9M FY23 to ₹ 140.55 MN in 9M FY24.

We remain fully committed in developing and increasing our service network, provide highly efficient and cost effective tech-enabled logistics solutions and develop deep customer centric relations to become a logistics partner of choice for our clients and contribute meaningfully to increasing efforts taken by government.

Our recent entry into new portfolio of rake handling & transportation service, opens doors to diverse high volume business opportunities in India. The landscape of the logistics sector in India is undergoing a transformative phase, fuelled by government initiatives such as Make in India, Atmanirbhar Bharat, Vocal for Local, Digital India, National Logistics Policy,

*Q3 & 9M FY24 Earnings Update*

and Bharat Mala Road Network opening vast opportunities for investments, business growth, and development.

Our performance reflects the commitment towards providing differentiated, efficient and agile logistic services to our clients. We are continuously looking to explore new opportunities for revenue generation and long-term growth.

Lastly, we 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”

**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, ODC services and Rake handling & transportation 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. STL is led by a team of seasoned professionals with robust experience in the logistics sector.

**For Further Information on the Company, please visit: <https://www.shreejitranslogistics.com>**

Mrs. Himani Dave, CS

**Shreeji Translogistics Ltd.**

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