



31st January, 2023

BSE LIMITED

Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai- 400001
Scrip Code: 540738

Sub: Investor Presentation

Dear Sir/ Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith an Investor Presentation.

This Investor Presentation is also being uploaded on the Company's website
<https://www.shreejitranslogistics.com/>

Kindly take the same on records.

Yours Faithfully

For Shreeji Translogistics Limited

Divyesh Badiyani

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. : AAEC3602B

SAC Code : 996511

CIN No. : L63010MH1994PLC077890

Shreeji Translogistics Ltd.

TRANSPORTING >> TRUST >> SAFELY

Investor Presentation 2022

January, 2023





SAFE
HARBOUR

Certain statements in this document may 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 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

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



COMPANY OVERVIEW

- Shreeji Translogistics Limited (STL) has today risen to become a large integrated national logistical solution provider in India by providing freight management and integrated logistics solution services to multiple industries.
- It offers a broad array of completely integrated services like full truck load transport (FTL), parcel and part truck load services/less than truck load (LTL), import-export services, Over Dimensional Cargo (ODC) and bonded trucking
- The Company operates fleets of different trucks in terms of design, size and capacities.
- STL owns and operates a fleet of more than 300 owned trucks and more than 4,500 outsourced trucks.
- The Company has over four decades of experience in freight management, logistic solutions and warehousing services. It is a pioneer in the concept of bonded trucking.
- STL has expanded its goods transportation network across various states, covering majorly the length and breadth of India and providing the goods transportation services over a broad range of distances.

SHREEJI AT GLANCE

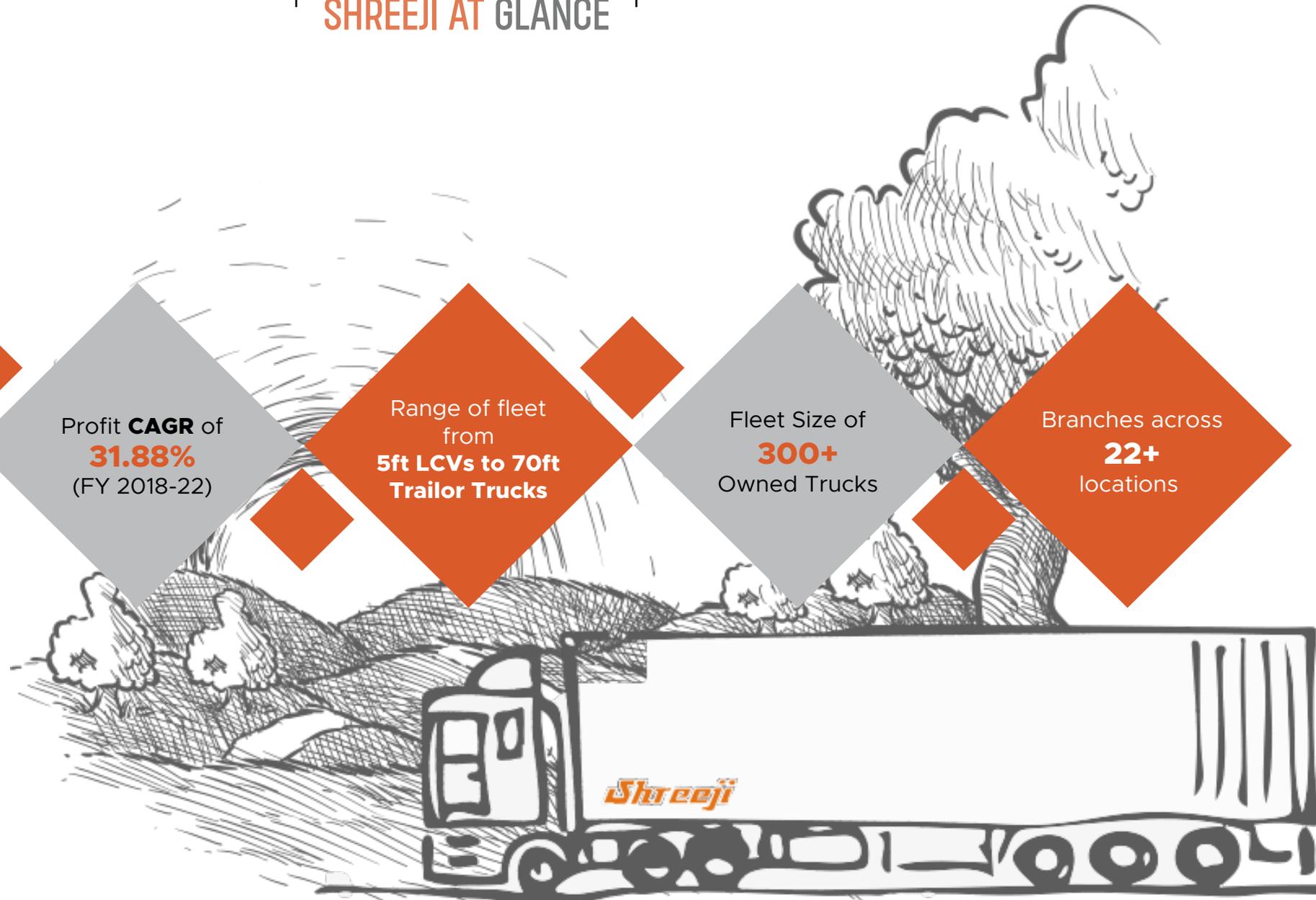
Revenue **CAGR**
of **10.82%**
(FY 2018-22)

Profit **CAGR** of
31.88%
(FY 2018-22)

Range of fleet
from
**5ft LCVs to 70ft
Trailer Trucks**

Fleet Size of
300+
Owned Trucks

Branches across
22+
locations



CORPORATE STRUCTURE

The Company has
Three Subsidiary
as on
**31st December,
2022**

SHREEJI TRANSLOGISTICS LIMITED

51%

100%

100%

TKD DIGITRANS TECH PVT LTD

STL TRANSWORLD PVT LTD

MIHANI TRADING PVT LTD

TKD Digitrans is to acquire identified assets and liabilities of TKD Communications LLP, which has an app named TKDost on Google Play Store to build 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. between transporters, truck owners & agents. Its active users has grown from 2,000 in FY2020 to 7,200 in FY2022.

STL Transworld operates GTA business on hire purchase basis.

Opportunity based trading activities



FROM THE DESK OF THE CHAIRMAN



“It is with pride and gratitude, I address that I am delighted to be a part of this fantastic organization for more than 4 decades. We are growing dynamically by focusing on our brick and mortar services and seamlessly integrating the same with advanced tech enabled offerings. We received numerous awards and recognitions during the quarter which reflects positively on our service capabilities and acts as a testimony for our differentiated client centric approach to deliver seamless logistics services.

Focussing on our vision & mission, and with an ideology of aiming high, we have shown remarkable growth in FY22 and continue to aim higher in FY23, which is seen from our Q3 FY23 performance. This endeavours STL to win industry leading clients like UPS in this quarter. These partnerships demonstrate our commitment to providing exceptional logistics and transportation services to our clients. Additionally, we are honored to have received several awards and recognitions for our efforts in the industry like "Esteemed Platinum Customer" in western region by Indian Oil Corporation and Customs Bonded Trucking Operator of the year by Aviation Cargo Group. These achievements are a testament to the hard work and dedication of our team, and we look forward to continuing to provide exceptional service to all of our clients.

On the financial performance front, I am delighted to share with you that our Revenue from operations increased to **₹ 1,465.98 MN in 9M FY23** from **₹ 1,204.16 MN in 9M FY22** showing a remarkable growth of **21.74%**. The Net Profit also grew from **₹ 65.77 MN in 9M FY22 to ₹ 83.10 MN in 9M FY23**.

The Indian Government's increasing focus on the development of the logistics sector by implementing initiatives such as Make in India, Atmanirbhar Bharat, Vocal for local, Digital India, National Logistics Policy and Bharat Mala Road Network for efficient and integrated logistics solutions which in turn will bring in investments, business, and consequent growth opportunities.

India's logistics market has been growing at a rapid pace and is expected to reach **USD 330 billion by 2025 from USD ~250 billion in 2022**. This expansion will be supported by several factors, including the fast-developing e-commerce industry, impending technical advancements and an expanding retail sales market.

I wish to place on record my sincere appreciation towards our employees at all levels for their wholehearted dedication and efforts. I also thank all the stakeholders - Investors, Customers, Suppliers, Bankers, Government authorities, Regulators and the management team including the Co-Directors on the Board for their continued association with the Company and seek such continued support in the days to come.”



GROWTH STORY

1976
Shreeji started its journey



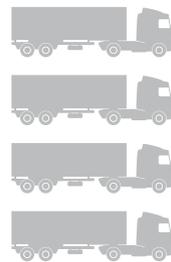
1984
Shreeji forayed as "Shreeji Transport Corporation" (STC) with sole focus on parcel services.



1994
STC was converted to "Shreeji Transport Services Private Limited" i.e. a Private Limited Company.



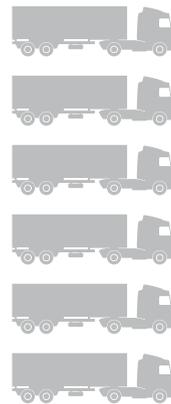
2000
The Company started using Containerized trucks for both FTL & parcel business.



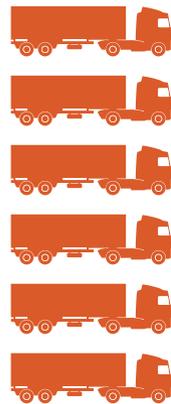
2001
Shreeji introduced global positioning system (GPS) on its trucks for real-time tracking of vehicle movement.



2002
The Company started and pioneered in Bonded Trucking business, it was a pathbreaking move for the Company.



2003
Shreeji received ISO 9001 certification credentials



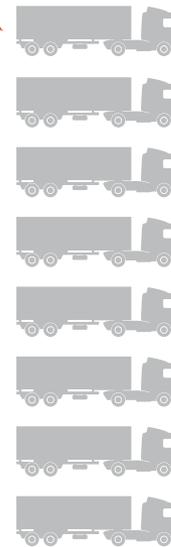
2006
The company expanded its fleet to 100 vehicles.



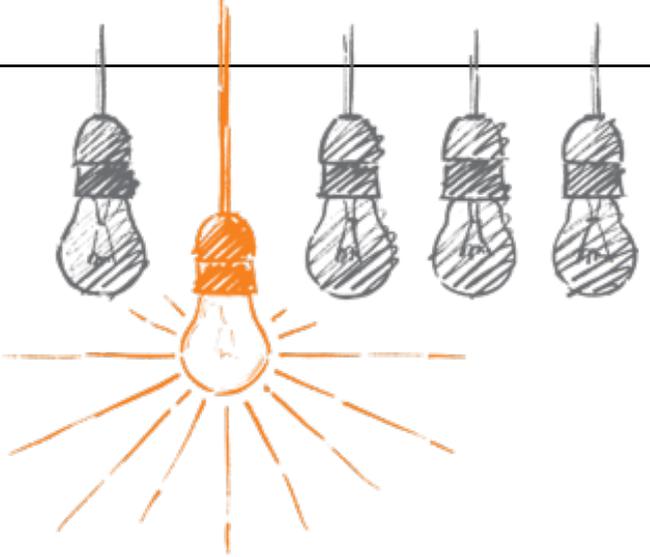
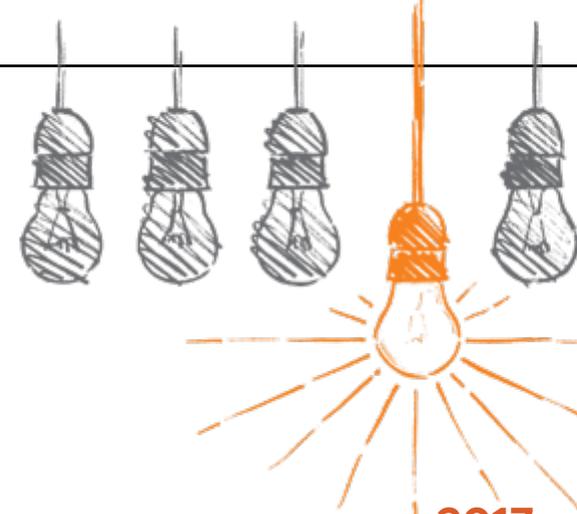
2010
Shreeji doubled its fleet size to 200 vehicles.



2017
Converted to Shreeji Translogistics Limited and got listed on BSE.



2022-23
The company owns and operates 300+ owned & 4,500+ outsourced trucks. TKD Digi Trans has been incorporated as a subsidiary. Awards received by ACE and recognition from IOC as an esteemed customer. Addition of ODC segment



OUR LEADERSHIP POOL



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



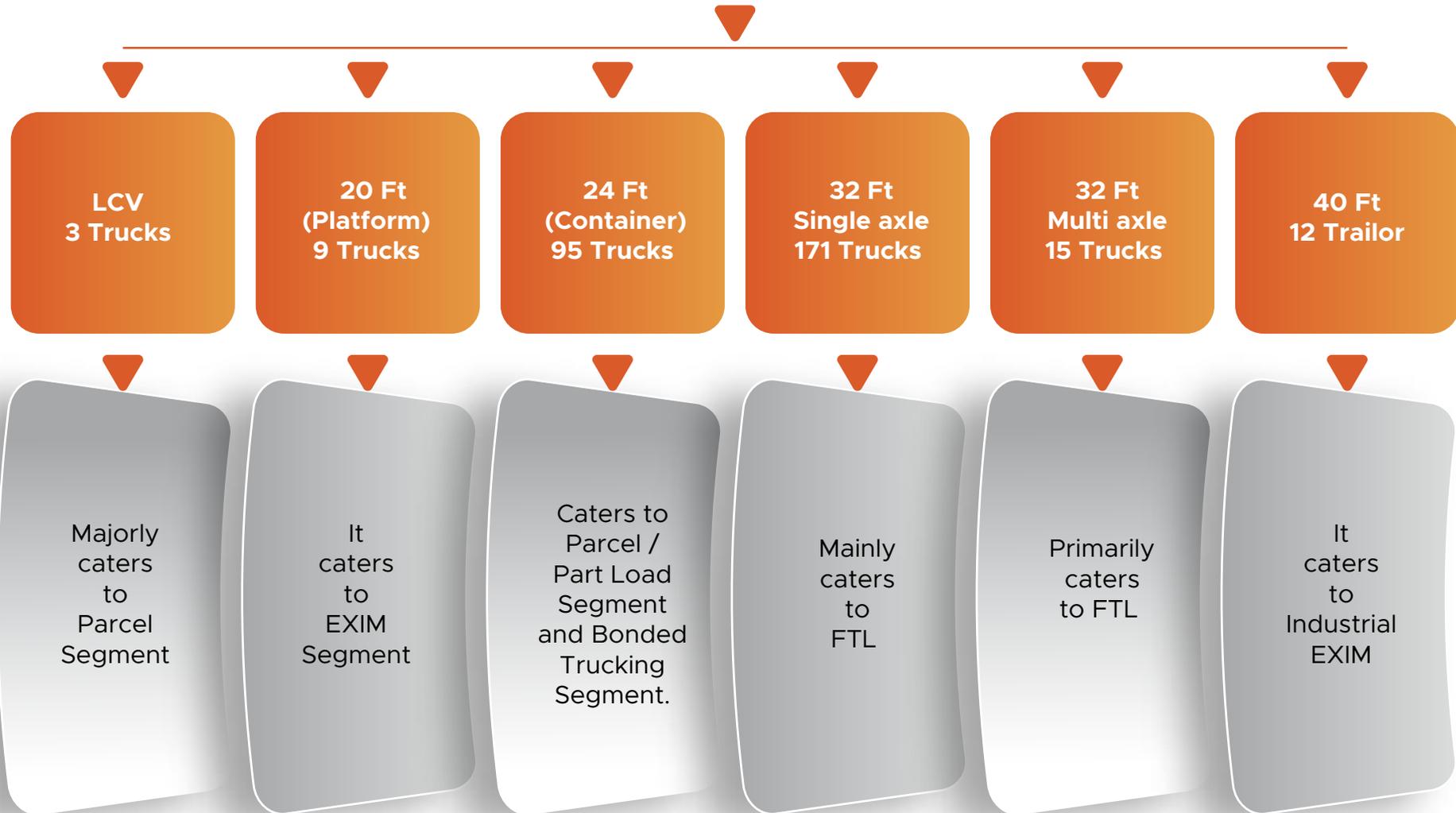
Branches:

Ahmedabad | Baroda | Bhopal
Coimbatore | Delhi | Goa
Hosur | Hubli | Hyderabad
Indore | Kochi | Kolkata
Kolhapur | Madurai | Mysore
Pune | Shimoga | Surat
Tuticorin | Vapi | Mundra | Kandla |
Gandhidham



FLEET SIZE

305 TRUCKS



SERVICE OFFERINGS

Full 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 **2,70,00,000** 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)

In Q3 FY23 STL broadened its range of offerings by foraying into Odd Dimensional Cargo (ODC) Services.

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.

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 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 run 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.



CONTD...

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

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 6000 container loads per annum for stuffing and de-stuffing of Cargo.



COMPANY'S USP

Bonded Truck Division

- Company is a Pioneer & market leaders in Bonded trucking business
- Company has agreement / contracts with international airlines.
- Custom approved licence for bonded trucking

FTL

- Company with own fleet.
- Direct agreement with top Indian and Multinational companies.
- Own Offices in major metros and cities.

Exim

- Handling export and import containers with time bound service.
- Expertise in solar projects, doing business with top companies.

Parcel

- Company has expertise in handling textiles, readymade goods and industrial items.
- 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 regular steel, resulting in improved cargo safety. Further, Domex steel is more corrosion-resistant steel 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 and ODC.



KEY CLIENTS

FTL



Parcel



Import - Export



Bonded

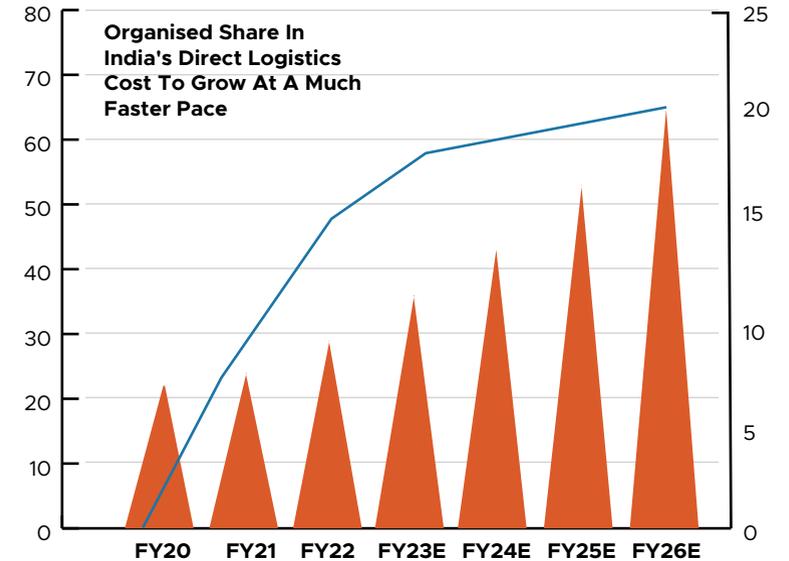


and many more...



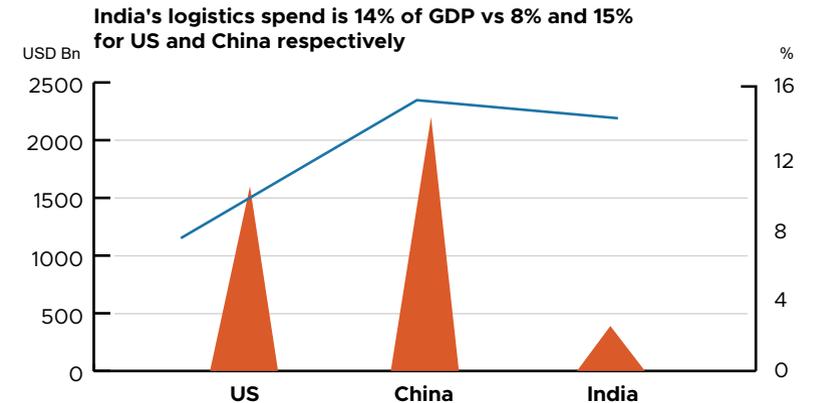
INDUSTRY OVERVIEW

- The Indian logistics industry has been gaining traction in the last few years and plays a very important role in facilitating trade and thereby propelling the growth of the Indian economy. Several factors such as - improving infrastructure nationwide, opportunities in emerging markets & channel alliances, urbanisation, faster adoption of newer technologies & digitalization, increased consumer preference for the reduced delivery time, and deployment of innovative techniques for a fast delivery of products are all playing the role of a catalyst in fuelling the growth of the logistics industry in India.
- As of now, the logistics sector is dominated by transportation which has over 85% share in value terms- its share is set to remain high for the next few years. The rest 15% share is borne by storage (Warehouse). The sector is employment intensive, absorbing 22 million people.
- The Indian logistics industry is highly fragmented and unorganized. It remains fragmented, with the organized players accounting for approximately 10% of the total market share.
- The logistics theme revolves around formalisation of the Indian economy, with GST being a big driver. Traditional logistics chain involved customers approaching transporters who would coordinate with truckers through brokers to transport goods and services. Brokerage charges tend to be 3-8% of rates booked for the cargo. Organised players have eliminated the broker and they are directly reaching out to truckers, leading to improved margins. The overall direct logistics cost should see the organised share rise to 19%, from 10%, implying a 20% CAGR, similar to the past five-year trend.
- Logistics costs is 7-9% of GDP in developed countries like US and Germany. Good infrastructure and efficient paperwork keep indirect logistics costs like inventory carrying, pilferage and wastages at a low. Minister of Commerce and Industry Piyush Goyal stated India targets dropping logistics costs to less than 10% of GDP from the current 14-15% in the next five years.



Source: Statista 2022

■ Organised share in India's Direct Logistics cost (USD bn) - (LHS)
 (% YoY Growth) - (RHS)



Source: Statista 2022



PROACTIVE APPROACH TO MITIGATE COMMON INDUSTRY RISKS

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 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.

DRIVER RELATED 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.

CUSTOMER RELATED RISK

Company provides containerized trucks which reduces spoilage, pilferage and damages while goods are in transit.

IN-TRANSIT RISK



FINANCIAL STATEMENT HIGHLIGHTS

| Particulars (Rs. Mn) | Q3 FY23 | Q3 FY22 | YoY% |
|---|---------------|---------------|---------------|
| Revenue from Operations | 521.41 | 440.77 | 18.30% |
| Other Income | 1.42 | 6.38 | |
| Total Revenue | 522.83 | 447.14 | |
| Total Expenses excluding Depreciation, Amortization & Finance Costs | 467.94 | 399.51 | |
| EBITDA | 53.47 | 41.26 | 29.59% |
| EBITDA Margin (%) | 10.26% | 9.36% | 89bps |
| Depreciation & Amortization | 8.99 | 9.57 | |
| Finance Cost | 9.86 | 10.73 | |
| PBT before Exceptional Item | 36.05 | 27.33 | |
| Exceptional Items | - | - | |
| PBT | 36.05 | 27.33 | 31.91% |
| Tax | 9.12 | 8.42 | |
| PAT | 26.93 | 18.92 | 42.37% |
| PAT Margin % | 5.16% | 4.29% | 87bps |
| Other comprehensive profit / loss | 0.57 | 0.12 | |
| Net PAT | 27.51 | 19.04 | |
| Diluted EPS | 2.57 | 1.80 | |

FINANCIAL PERFORMANCE COMPARISON: Q2 FY23 vs Q2 FY22 vs Q1 FY23

- Revenue from Operations increased by **18.30%** from **Rs. 440.77 Mn in Q3 FY22 to Rs. 521.41 Mn in Q3 FY23** mainly on account of improved performance across our business segments owing to expansion in fleet size, on boarding new clients and moving into new markets.
- The **EBITDA** increased from **Rs. 41.26 Mn in Q3 FY22 to Rs.53.47 Mn in Q3 FY23**.
- PAT** increased by **42.37%** from **Rs. 18.92 Mn in Q3 FY22 to Rs. 26.93 Mn in Q3 FY23**.



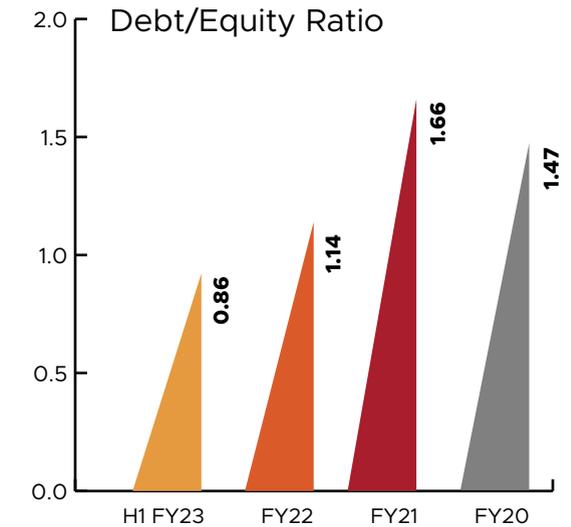
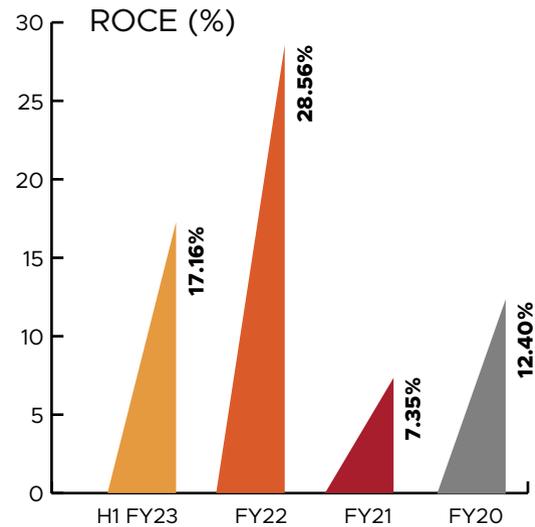
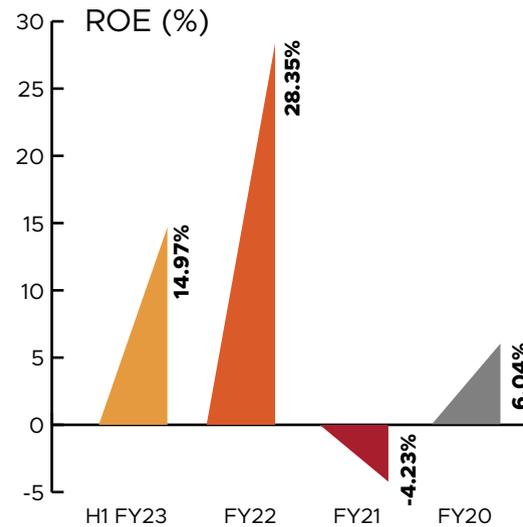
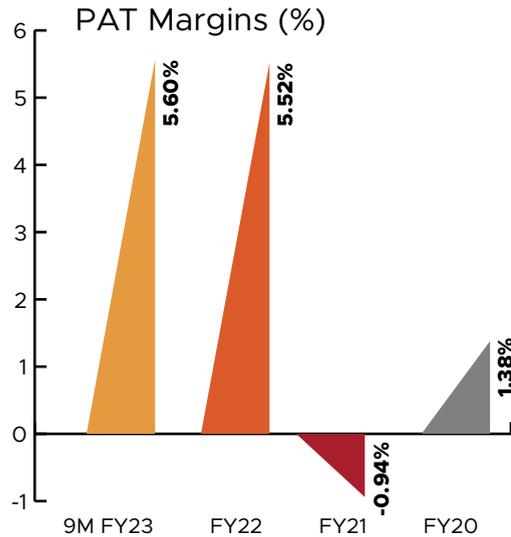
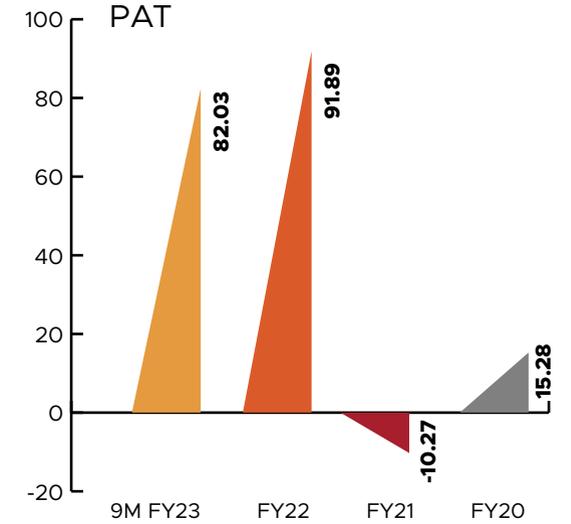
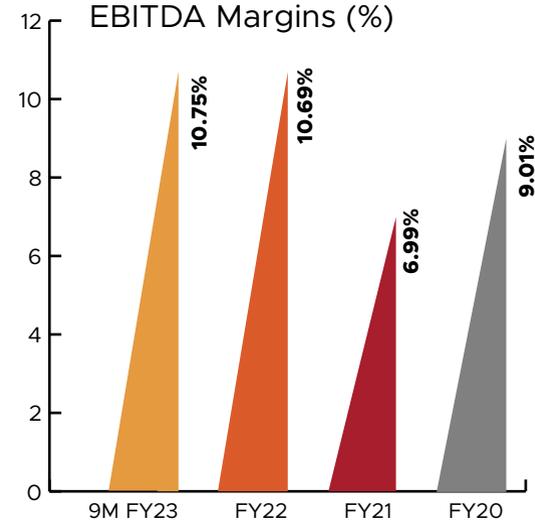
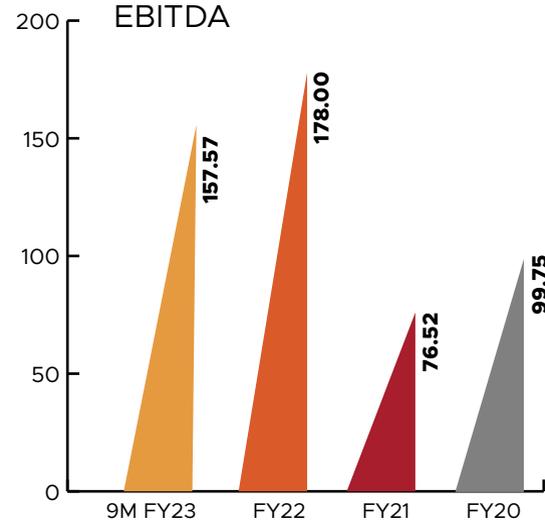
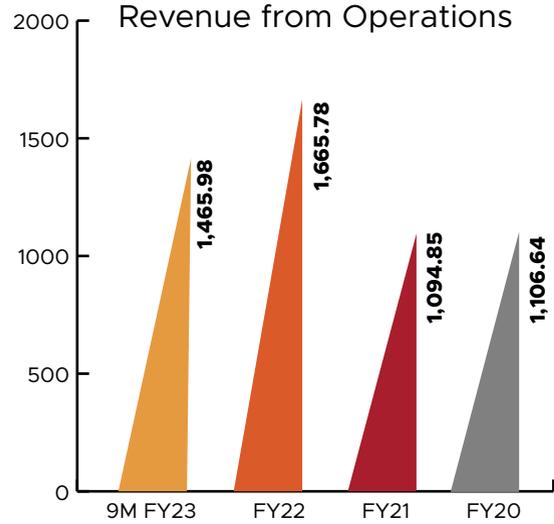
INCOME STATEMENT

FINANCIAL PERFORMANCE COMPARISON : 9M FY23 VS 9M FY22

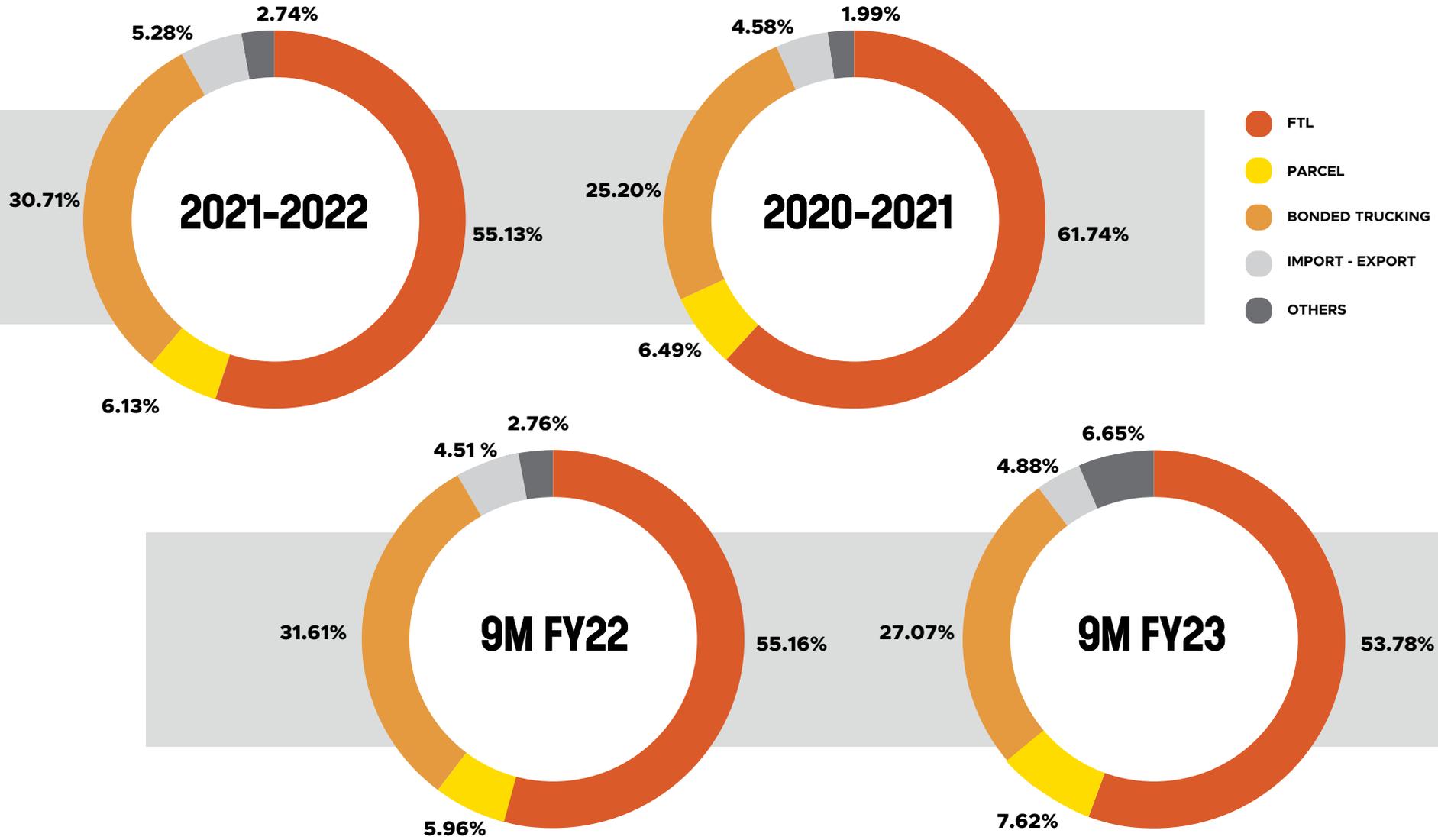
| Particulars (Rs. Mn) | 9M FY23 | 9M FY22 | YoY% |
|---|-----------------|-----------------|---------------|
| Revenue from Operations | 1,465.98 | 1,204.16 | 21.74% |
| Other Income | 5.045 | 14.29 | |
| Total Revenue | 1,471.02 | 1,218.45 | |
| Total Expenses excluding Depreciation, Amortization & Finance Costs | 1,308.41 | 1,084.56 | |
| EBITDA | 157.57 | 119.60 | 31.75% |
| EBITDA Margin (%) | 10.75% | 9.93% | 82bps |
| Depreciation & Amortization | 25.27 | 27.53 | |
| Finance Cost | 28.30 | 31.40 | |
| PBT before Exceptional Item | 109.04 | 74.97 | |
| Exceptional Items | 4.14 | 17.77 | |
| PBT | 113.18 | 92.73 | 22.05% |
| Tax | 31.15 | 27.32 | |
| PAT | 82.03 | 65.42 | 25.39% |
| PAT Margin % | 5.60% | 5.43% | 17bps |
| Other comprehensive profit / loss | 1.07 | 0.35 | |
| Net PAT | 83.10 | 65.77 | |
| Diluted EPS | 7.82 | 6.24 | |



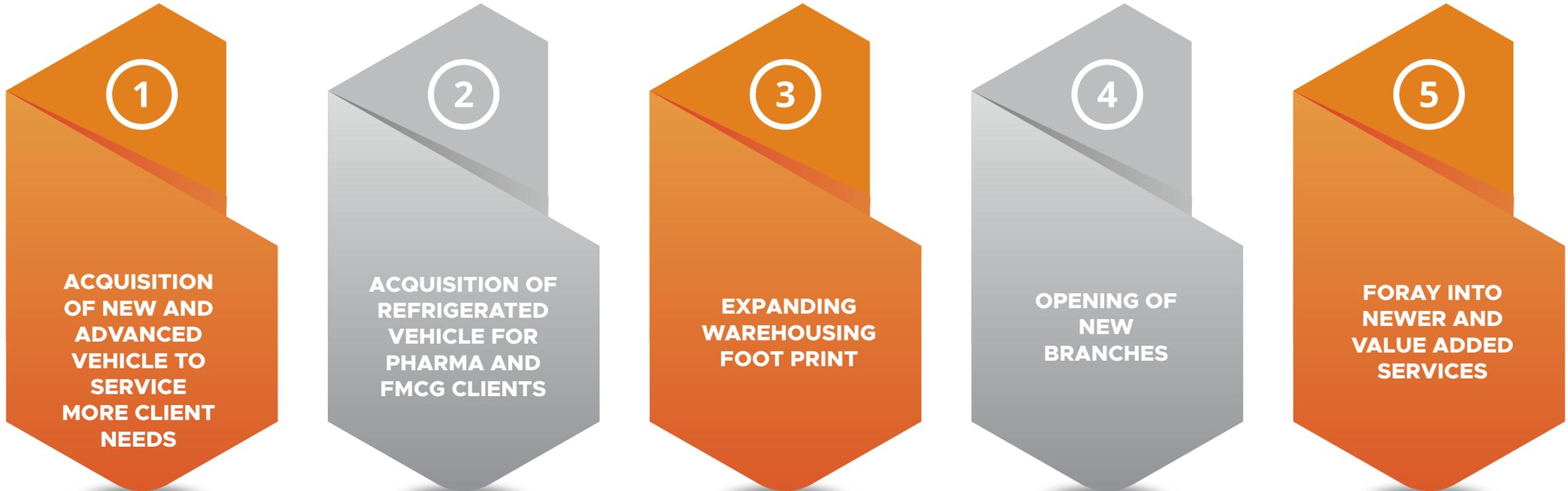
FINANCIAL SNAPSHOT



REVENUE MIX



FUTURE STRATEGIES



MANAGEMENT GUIDANCE/ FINANCIAL OUTLOOK

FORWARD GUIDANCE

- The management expects the revenue to grow by ~15 to 20% in FY23, driven mainly on account of new addition in customers, serving newer geographies, good consumption demand and favourable capex related investment cycle.
- EBITDA margin will remain in the bracket of 11 to 12% on account of effective utilization of fleet and efficient cost controls.



CSR AND OTHER ACTIVITIES



Shreeji Translogistics Ltd. actively contributes to the social and economic development of the communities in which the company operates. In so doing Shreeji build a better, sustainable way of life for the weaker sections of society and raise the country's human development index. Shreeji have 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 COVID 19 pandemic peak period, company helped in transporting oxygen cylinders & food in Chennai government hospitals.
- Company's branch at Chennai during the pandemic first wave of Covid 19 were 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 9 lakhs in Chennai
- In June 2022, the company provided Education fund of 3.5 lakhs in Mysore



AWARDS & CERTIFICATIONS

| YEAR | AWARD ISSUED BY | CATEGORY |
|------|--|--|
| 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 |
| 2012 | Samsung Electronics | Best Service Provider |



CAPITAL MARKET INFORMATION

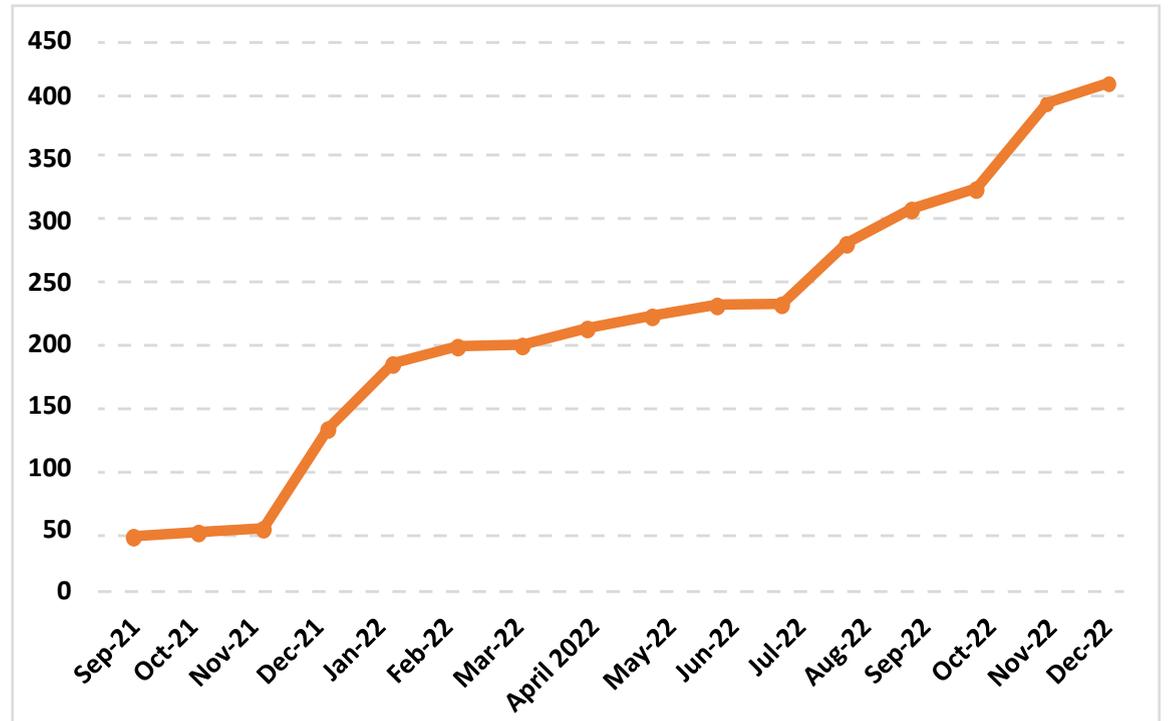
SHAREHOLDING PATTERN

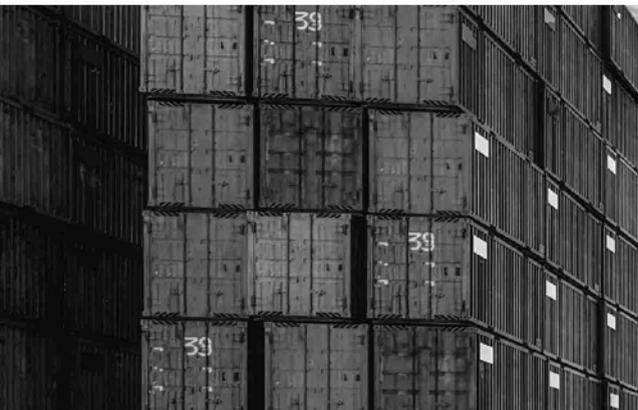
| Particulars | December 2022 |
|-----------------------------|---------------|
| Promoter and Promoter Group | 72.70% |
| Public | 27.30% |
| TOTAL | 100.00% |

MARKET INDICATORS

| | |
|--------------------------|---------------|
| Issued Shares | 1,04,82,525 |
| Share Price (30-01-2023) | 394.85 |
| Market Cap (₹ MN) | 4,205.59 |
| 52 Weeks High/Low | 509.10/182.05 |

STOCK PERFORMANCE OF LAST ONE YEAR





Mr. Divyesh Badiyani, CS
Shreeji Translogistics Limited
Contact: 022 - 4074 6666 / 4074 6644
Email : cs@shreejitransport.com

Investor Relations Advisor
Krunal Shah/Naman Maheshwari
Captive IR Strategic Advisors Pvt. Ltd.
Contact: +91 9372467194
Email: krunal@cap-ir.com/naman@cap-ir.com