

DJ MEDIAPRINT & LOGISTICS LIMITED

(Formerly known as D J Logistic Solutions Private Limited)



DJMLCS/BSE334/2024-25

13th February, 2025

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: Investor Presentation -Financial Results Q3 and Nine Months FY 2024-25

Please find enclosed a copy of Investor Presentation on the Un-audited Financial Results (Standalone) for the quarter and Nine Months ended December 31, 2024.

The Investor Presentation is also being uploaded on the Company's website www.djcorp.in.

Request you to kindly take the same on record.

Thanking you,

Yours Sincerely,
For DJ Mediaprint & Logistics Limited

Khushboo Mahesh Lalji
Company Secretary & Compliance Officer
M.No.: A53405

Encl: a/a

DJ MEDIAPRINT & LOGISTICS LIMITED

Investor Presentation – Q3 - FY 2025





**IMPORTANT
UPDATES**

ACQUISITION UPDATE

DJ Mediaprint & Logistics Limited
Acquires 51% stake in

Sai Links, a Partnership Firm,

effective January 22, 2025.

Strategic Rationale

- Expands presence in mobility services segment
- Aligns with company's growth objectives
- Presents significant opportunities for future growth



EXPANSION UPDATE

DJ Mediaprint & Logistics Limited
strengthens its presence with a

New Record Management Centre in

Mysuru, Karnataka

Key Highlights

- 5000 sq. ft. facility
- Enhances storage and logistics capabilities
- Supports business growth and expansion



EXPANSION UPDATE

DJ Mediaprint & Logistics Limited
expands its footprint with a

New Record Management Centre in

Bhiwandi, Maharashtra

Key Highlights

- 15,000 sq. ft. facility
- Enhances storage and logistics capabilities
- Supports business growth and expansion



CORPORATE ACTION UPDATE

Preferential Allotment of
Convertible Equity Share Warrants

THE COMPANY ALLOTTED

**82, 53,359 CONVERTIBLE
EQUITY SHARE WARRANTS**

ON PREFERENTIAL BASIS
ON JANUARY 02, 2025



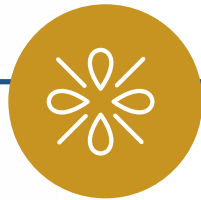
ABOUT US

Since its inception in 2009, DJ Mediaprint & Logistics Limited has emerged as a pioneering force in the printing and logistics landscape, offering comprehensive solutions that cater to the diverse needs of its clients. As a leading provider of integrated printing and courier services, the company seamlessly bridges the gap between businesses and their customers across India and beyond.

DJ Mediaprint & Logistics Limited's expertise extends beyond printing and logistics to encompass Records Management and Document Management services, making it a one-stop solution for organizations seeking streamlined operations. The company's impressive client portfolio boasts an array of esteemed entities from various sectors, including corporates, government and semi-government institutions, banking, financial services, insurance, healthcare, airlines, shipping, logistics, education, manufacturing, and retail. By fostering long-standing relationships with clients and adapting to their evolving needs, DJ Mediaprint & Logistics Limited has solidified its position as a trusted partner in the industry, delivering tailored solutions that drive business success.



VALUE PROPOSITION



Enhanced Customer
Experience



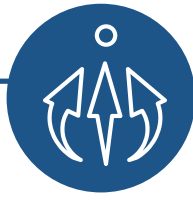
Diversified Product &
Client Mix



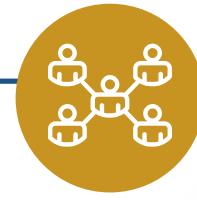
End-to-End
Service



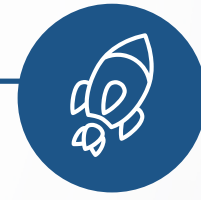
Enhanced Customer
Experience



Technology-Enabled
Solutions



Strategic
Partnerships



Supported by
Eminent Board

CORE VALUES VISION MISSION

MISSION



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.

VISION



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

VALUES



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

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

FINANCIAL UPDATES

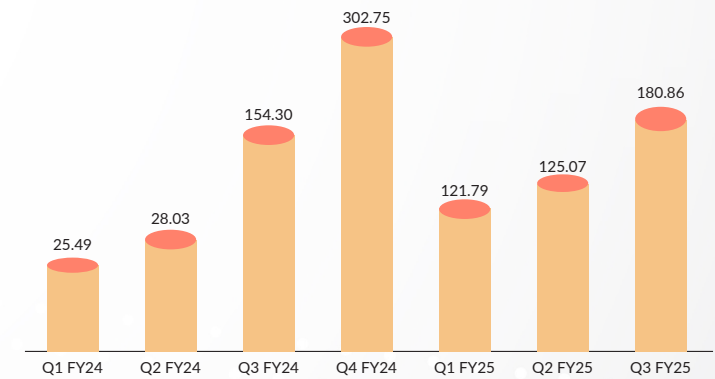
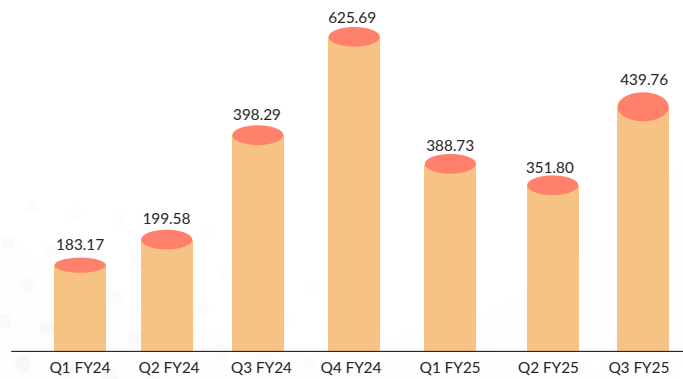
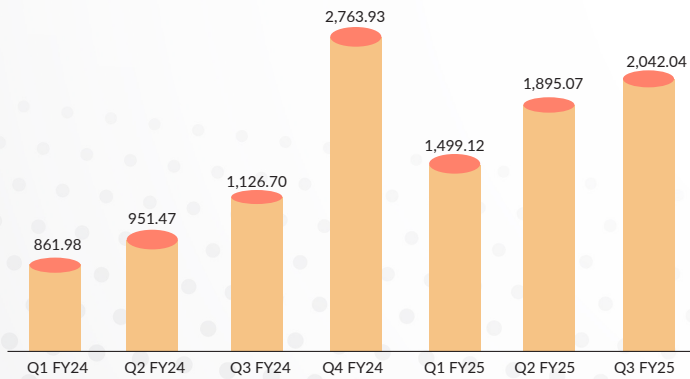


CONSISTENT IMPROVEMENT IN BUSINESS PERFORMANCE

Revenue Trend (Rs. In Lakhs)

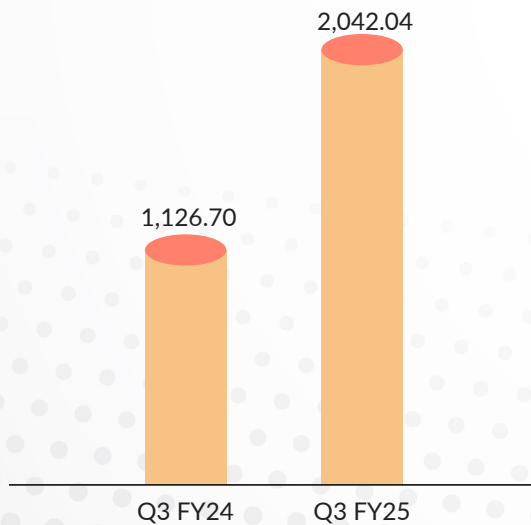
EBITDA Trend (Rs. In Lakhs)

PAT Trend (Rs. In Lakhs)

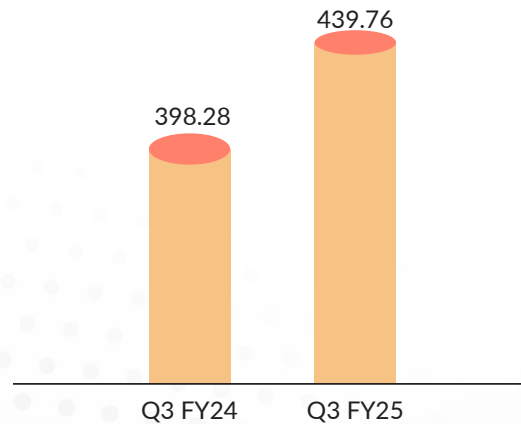


Q3 FY25 PERFORMANCE HIGHLIGHTS

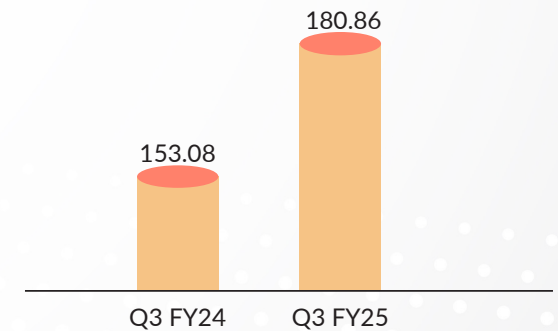
Revenue Trend (Rs. In Lakhs)



EBITDA Trend (Rs. In Lakhs)



PAT Trend (Rs. In Lakhs)



PROFIT & LOSS STATEMENT

Particulars (Rs. Lakhs)	Q3 FY25	Q3 FY24	YoY	9M FY25	9M FY24	YoY	FY24
Revenue from Operations	2,042.04	1,126.70		5,436.23	2,940.17		5,704.10
Other Income	5.34	5.29		16.39	15.35		20.92
Total Income	2,047.38	1,132.00	80.86	5,452.63	2,955.52	84.49	5,725.02
Cost of materials consumed	1,553.41	262.76		3,641.57	917.70		2,468.84
Purchase of Stock in Trade	3.02	-		25.80	-		250.34
Changes in Inventories of Finished Goods, WIP & Stock in Trade	(459.17)	198.09		(394.43)	611.79		694.97
Employee Benefit Expenses	84.95	87.99		243.81	248.36		338.10
Other Administrative Expenses	425.41	184.88		754.33	396.64		566.07
EBITDA	439.76	398.28	10.42	1,181.55	781.03	51.28	1,406.70
Depreciation and Amortization Expense	167.30	144.98		484.33	377.15		531.78
EBIT	272.46	253.29		697.22	403.87		874.92
Finance Cost	68.63	66.94		198.04	178.90		244.20
Profit before Tax	203.83	186.35		499.17	224.97		630.72
Current Tax	41.17	46.90		125.64	56.62		185.00
Deffered Tax	(18.20)	(13.63)		(53.00)	(36.66)		(49.84)
Short/Excess Tax							(8.38)
Profit After Tax	180.86	153.08	18.15	426.54	205.00	108.06	503.94
Other Comrehensive Income	-	1.22		-	2.81		6.61
Total Comprehensive Income	180.86	154.30		426.54	207.81		510.55
PAT Margin (%)	8.86	13.69		7.85	7.07		8.95
EPS (in Rs.)	0.56	1.43		1.31	1.92		4.65

BUSINESS SNAPSHOT



Printing Solutions

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.

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
- « Demat Statements
- « Credit Card Statements
- « Insurance Policies
- « Mobile-phone Bills
- « Personalised MICR Cheque Books
- « Electricity Bills
- « Direct Mail Applications
- « Barcoded OMR Sheets
- « Barcoded Insurance Proposal Forms
- « Personalised Delivery Instruction Books (for shares)
- « Reminder Notices
- « Voter Lists



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



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



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.

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.



Scanning & Record Management

Scanning & Digitization Process

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

- « 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



3,50,000SQ.FT. plus of dedicated storage space
Record Management Centers at 12 locations

- 7** in Bhiwandi (Mumbai),
- 2** in Puducherry
- 2** in Delhi
- 1** in Mysore

Newspaper Advertising

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 Whatsapp 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.



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.



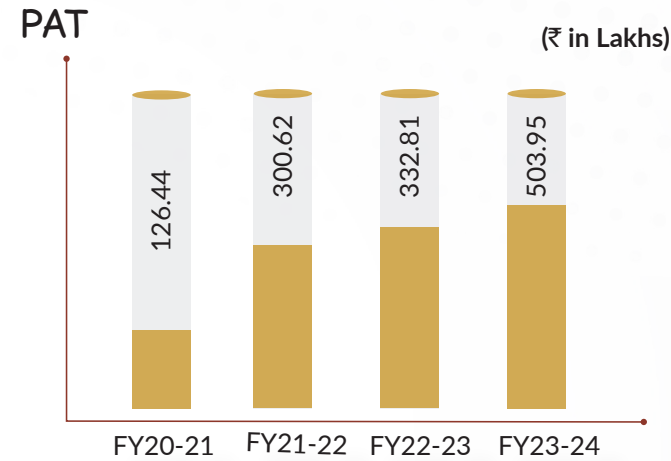
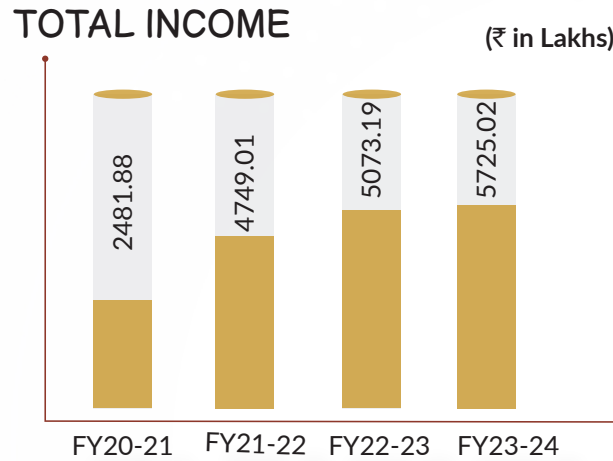


FINANCIAL SNAPSHOT



EBITDA Margins have steadily grown in past 4 years

EBITDA MARGINS HAVE STEADILY
GROWN IN PAST 4 YEARS



REVENUE FROM OPERATIONS (In %)

$$\frac{\text{FY24-25}}{\text{FY23-24}} \uparrow \mathbf{12.85\%}$$

PAT (In %)

$$\frac{\text{FY24-25}}{\text{FY23-24}} \uparrow \mathbf{51.42\%}$$

EBITDA (In %)

$$\frac{\text{FY24-25}}{\text{FY23-24}} \uparrow \mathbf{65.04\%}$$

NET WORTH (In %)

$$\frac{\text{FY24-25}}{\text{FY23-24}} \uparrow \mathbf{16.91\%}$$

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

Profit & Loss Statement

Particulars (Rs. Lakhs)	FY21	FY22	FY23	FY24
Revenue from Operations	2,466.12	4,734.47	5,055.36	5,704.10
Other Income	15.76	14.54	17.84	20.92
Total Income	2,481.88	4,749.01	5,073.20	5,725.02
Cost of materials consumed	2,266.95	3,765.08	2,985.27	2,468.84
Purchase of Stock in Trade	-	219.18	665.89	250.34
Changes in inventories of finished goods, WIP and Stock in trade	(421.57)	(248.87)	(309.34)	694.97
Employee Expenses	111.66	181.83	268.12	338.10
Other Administrative Expenses	210.35	169.39	610.97	566.07
EBITDA	314.49	662.40	852.29	1,406.70
Depreciation and Amortization Expense	71.50	129.09	261.63	531.78
EBIT	242.99	533.31	590.66	874.92
Finance Cost	71.41	112.09	132.48	244.20
Profit before Tax	171.59	421.22	458.18	630.72
Tax				
Current Tax	47.74	124.29	154.50	185.00
Deffered Tax	(2.59)	(3.70)	(29.12)	(49.84)
Short/Excess Tax	-	-	-	(8.38)
Profit After Tax	126.44	300.63	332.80	503.94
Items that will be reclassified to profit or loss	-	0.65	0.83	6.61
Total Comprehensive Income	126.44	301.28	333.64	510.56
PAT Margin (%)	5.13	6.36	6.60	8.95
EPS	4.20	2.78	3.07	4.65

Balance Sheet - Assets

Assets (Rs. Lakhs)	Mar-21	Mar-22	Mar-23	Mar-24
Non Current assets				
Property, Plant and Equipment	220.71	529.72	1,060.62	1,962.97
Capital work-in-progress	-	-	-	-
Intangible Assets	61.83	41.22	20.61	-
Intangible Assets under development	-	-	-	-
Right Use of Assets	243.50	195.30	136.45	206.84
Financial Assets				
Investments	5.38	5.45	6.19	10.05
Loans	37.84	72.40	50.27	45.86
Other financial assets				
Deferred tax assets (net)	15.17	18.87	48.00	97.84
Other non-current assets	-	-	218.20	0.19
Total Non Current Assets (A)	584.44	862.97	1,540.34	2,323.76
Current Assets				
Inventories	772.66	1,021.53	1,330.88	635.90
Financial Assets				
Investments				
Trade receivables	860.38	1,627.51	1,182.74	1,797.29
Cash and cash equivalents	10.73	78.91	69.07	44.50
Bank balances other than above				
Loans & Advances	24.20	12.83	51.03	52.73
Current Tax Assets (Net)	54.15	93.44	109.38	101.24
Other current assets	80.86	320.03	418.32	1,049.35
Total Current Assets (B)	1,802.99	3,154.25	3,161.42	3,681.02
Total Assets (A+B)	2,387.43	4,017.22	4,701.77	6,004.78

Balance Sheet - Liabilities

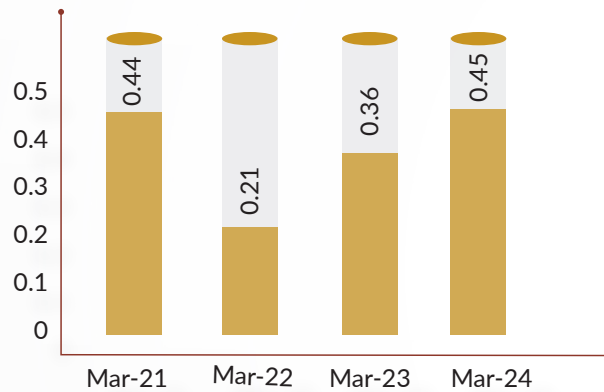
Liabilities (Rs. Lakhs)	Mar-21	Mar-22	Mar-23	Mar-24
Equity				
Equity Share capital	421.39	1,082.78	1,082.78	1,082.78
Other Equity	318.47	1,444.70	1,777.48	2,271.81
Non-Controlling Interest	-	-	-	-
Total Equity (A)	739.86	2,527.48	2,860.27	3,354.59
Financial liabilities				
Borrowings	236.51	281.27	433.92	555.58
Lease Liabilities	259.56	207.47	143.77	233.19
Provisions	-	-	-	-
Deferred tax liabilities (Net)	-	-	-	-
Total Non Current Liabilities (B)	496.07	488.74	577.69	788.77
Financial liabilities				
Borrowings	100.64	241.90	653.90	990.59
Lease Liabilities	-	-	-	-
Trade Payables	914.35	471.78	301.50	604.93
Other financial liabilities	-	-	-	-
Provisions	61.64	138.43	162.38	190.23
Other current liabilities	25.32	66.22	64.32	71.35
Current tax liabilities (Net)	49.55	82.67	81.71	4.32
Total Current Liabilities (C)	1,151.50	1,001.00	1,263.81	1,861.42
Total Equity and Liabilities (A+B+C)	2,387.43	4,017.22	4,701.77	6,004.78

Financial Ratios

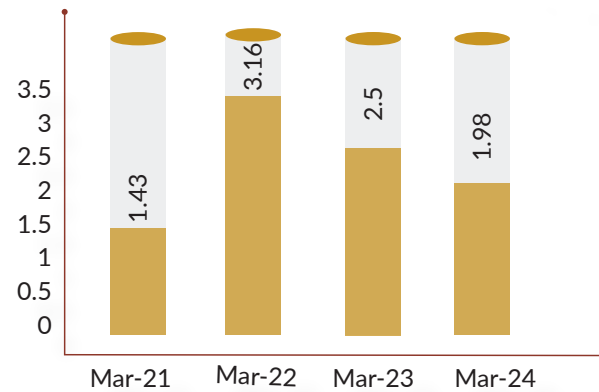
Particulars	Mar-21	Mar-22	Mar-23	Mar-24
Per Share Ratios				
Basic EPS (Rs.)	1.50	2.78	3.08	4.65
Book Value / Share (Rs.)	18.02	23.48	26.42	30.98
Face Value (Rs.)	10	10	10	10
Return Ratios				
Return on Networth (%)	16.7	12.3	11.6	15.22
ROCE (%)	27.1	18.4	17.2	20.46
Return On Assets (%)	5.9	8.2	7.1	8.39
Liquidity Ratios				
Current Ratio (X)	1.4	3.2	2.5	1.98
Quick Ratio (X)	0.8	2.1	1.5	1.64
Leverage Ratios				
Debt to Equity (x)	0.44	0.21	0.38	0.46
Interest Cov Ratios (%)	3.40	7.09	6.43	5.76
Valuation Ratios				
P/E (x)	0	0	44.2	36.98
P/B (x)	2.77	2.70	5.12	5.55

FY 24 Robust Financial Health

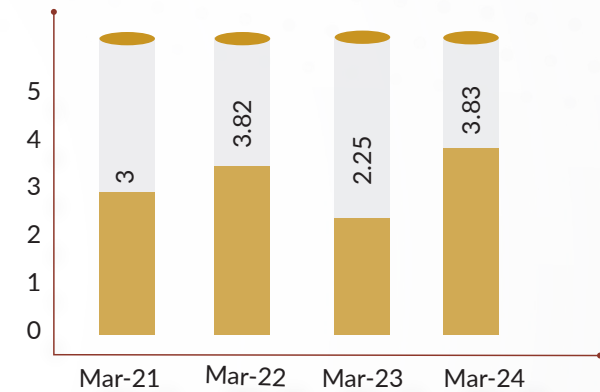
DEBT EQUITY RATIO



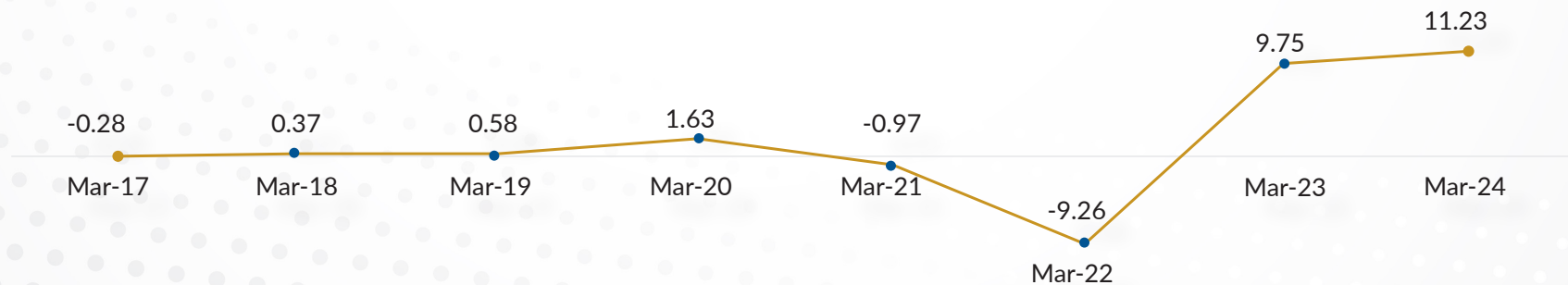
CURRENT RATIO

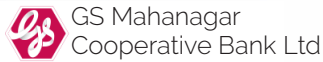


TRADE RECEIVABLES TURNOVER RATIO



CASHFLOW FROM OPERATIONS (₹ CR)





Our CLIENTS





Our CLIENTS



The Willingdon Sports Club



Navi Mumbai Sports Association

THE NATIONAL SPORTS CLUB OF INDIA

SAFE HARBOUR



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Thank You

REGISTERED OFFICE

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1st Dhobi Talao Lane, Mumbai – 400 002.

CORPORATE OFFICE

UP Warehouse, Mafco Yard, Plot No. 4 to 9,
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Email : sales@djcorp.in | Web : www.djcorp.in

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Khushboo Lalji

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