

DJ MEDIAPRINT & LOGISTICS LIMITED

(Formerly known as D J Logistic Solutions Private Limited)



DJMLCS/BSE295/2024-25

14th August, 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: Investor Presentation -Financial Results Q1/FY 2024-25

In compliance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we enclose herewith the Investor Presentation-Financial Results Q1/FY 2024-25.

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

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

A photograph of a warehouse worker in a yellow shirt and hard hat, pushing a blue pallet jack loaded with grey boxes. The worker is in a large warehouse with high ceilings and blue metal shelving units filled with yellow and grey boxes. A large red diagonal graphic element is overlaid on the image.

EARNINGS

PRESENTATION

Q1 FY 2025



DJ MEDIAPRINT & LOGISTICS LIMITED

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

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 various industries such as corporates, Government and Semi Government institutions, banking, financial services, insurance, healthcare, airlines, shipping, logistics, education, manufacturing, retail

Company posted revenues of Rs 57.04 cr in FY 2024.



REVENUE FROM OPERATIONS

(In %)

$\frac{FY23-24}{FY22-23}$ 12.85%

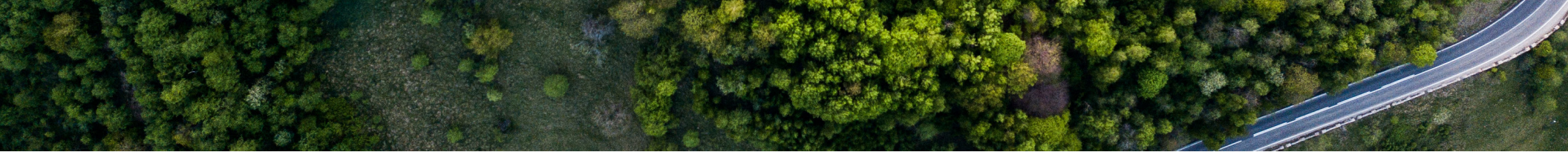
PAT

(In %)

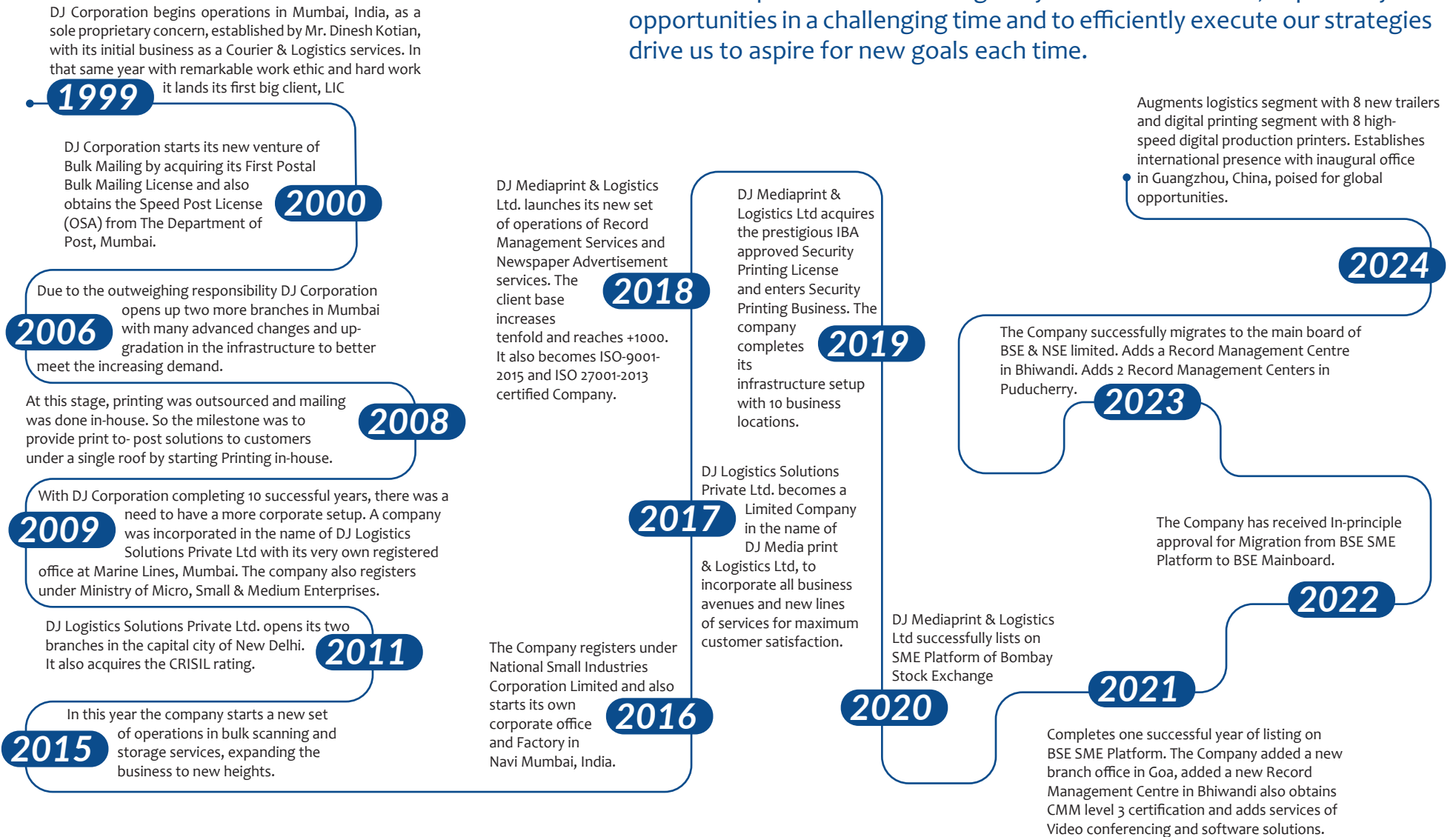
$\frac{FY23-24}{FY22-23}$ 51.42%



BIG JOURNEY
BEGINS WITH SMALL STEPS..



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.



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Financial Updates



Corporate Action



Business Snapshot



Financial Snapshot

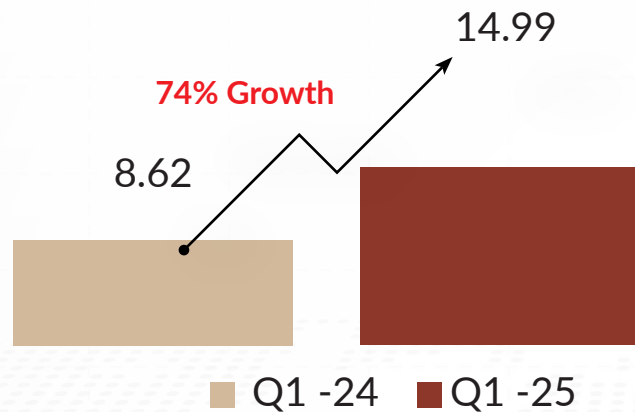


FINANCIAL UPDATES

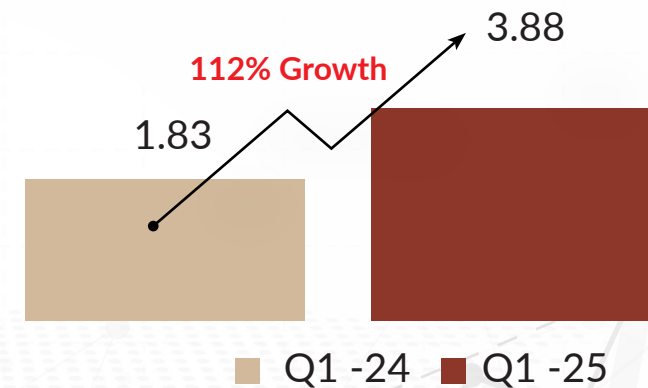


Q1 FY25 PERFORMANCE HIGHLIGHTS

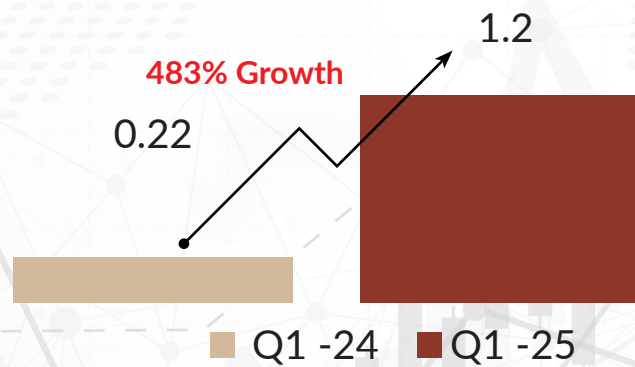
NET SALES (₹ In Cr)



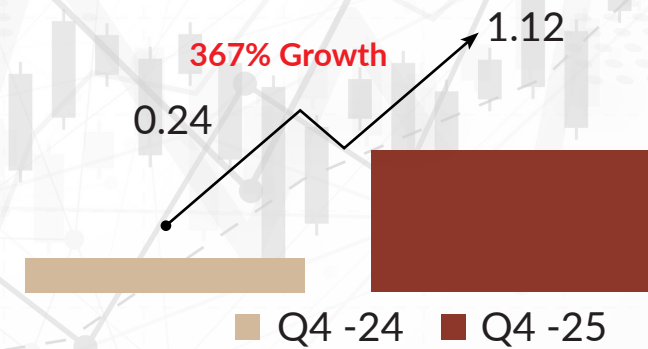
EBITDA (₹ In Cr)



PAT (₹ In Cr)



EPS (₹ In Cr)



Q1 FY25 P&L SUMMARY

(₹ In Cr)

PARTICULARS	Q1 FY25	Q4 FY24	Q1 FY24	YoY% CHANGE
Revenue from Operations	14.99	27.63	8.62	73.89%
Total Income	0.52	0.57	0.18	188.89%
Operating Expenses	11.15	21.43	6.80	63.97%
EBITDA	3.83	6.04	1.81	111.06%
EBITDA %	25.55%	21.86%	20.99%	-
Finance Cost	0.67	0.65	0.58	16.12%
Depreciation & Amortization	1.89	1.54	0.93	103.23%
PBT	1.31	4.05	0.30	75.38%
PAT	1.20	2.98	0.22	76.06%
EPS (₹)	1.12	2.76	0.24	366.66

Q1 FY 25 SEGMENT UPDATE

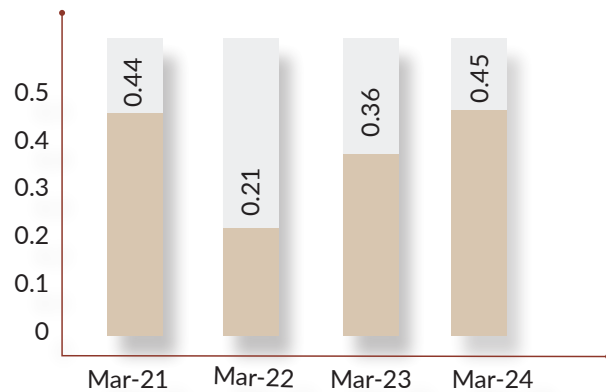
(₹ In Cr)

SEGMENT PARTICULARS		Q1 FY25	Q4 FY24	Q1 FY24
Revenue from Operations	Total Revenue	14.99	27.63	8.62
Total Income	EBITDA	3.83	6.05	1.81
Printing	Revenue	10.20	16.08	4.14
	EBITDA	3.42	5.25	(0.74)
Services	Revenue	4.79	11.55	4.47
	EBITDA	0.41	0.80	2.55

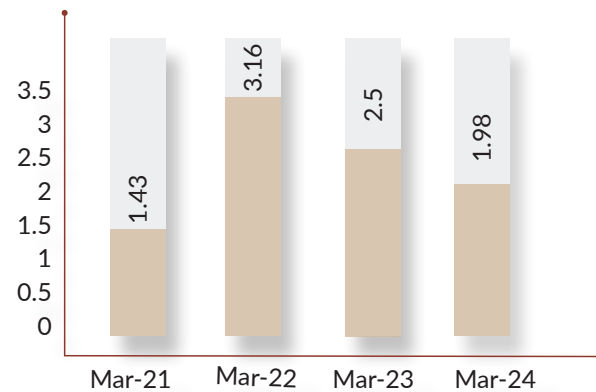


FY 24 ROBUST FINANCIAL HEALTH

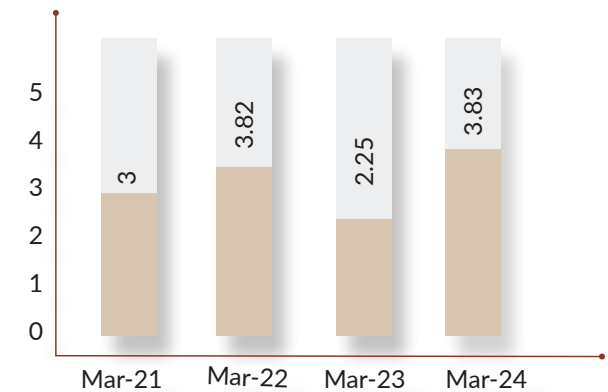
DEBT EQUITY RATIO



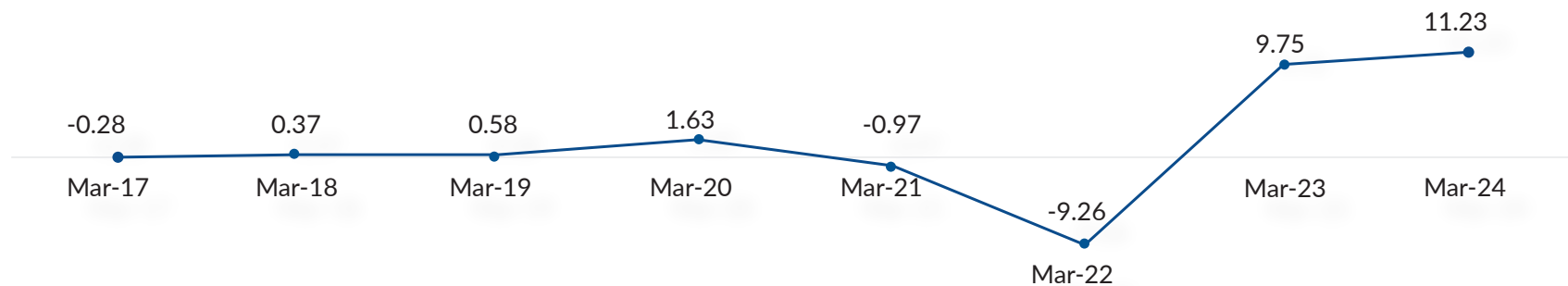
CURRENT RATIO



TRADE RECEIVABLES TURNOVER RATIO



CASHFLOW FROM OPERATIONS (₹ CR)





CORPORATE ACTION



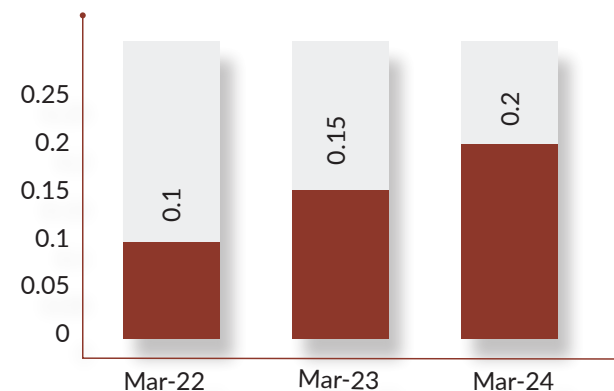
CORPORATE ACTION BONUS ISSUE

TOTAL AMOUNT	₹ 21.65 Cr
Bonus Ratio	2:1 (Two Equity shares for every share owned)
Pre-Bonus Equity Shares	1,08,27,840 shares of ₹ 10 each
Post-Bonus Equity Shares	3,24,83,520 shares of ₹ 10 each
Reserves available for Capitalization as on March 31, 2024	Securities Premium – ₹ 9.08 Cr General Reserve – ₹ 1.32 Cr Free Reserves – ₹ 12.26 Cr
Nature of issuance	Bonus issue out of Share Premium account and Free Reserves
Record Date	Aug 9 th , 2024
Trading Approval	The said Bonus Shares are listed and permitted to trade on the Exchanges BSE Limited and NSE Limited w.e.f. Friday, August 16, 2024 .

DIVIDENDS

The company declared a dividend of Re 0.2 (2%) per equity share of Rs 10 each for the financial year 2023-24

FINAL DIVIDEND IN ₹





BUSINESS SNAPSHOT



PRINTING

Solutions

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.

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



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

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

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





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

SPEED POST

REGISTERED POST

FIRST CLASS MAIL

ORDINARY POST/BOOK
POST

POSTCARDS

INLAND LETTERS

DIRECT POST

BILL MAIL
SERVICES



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

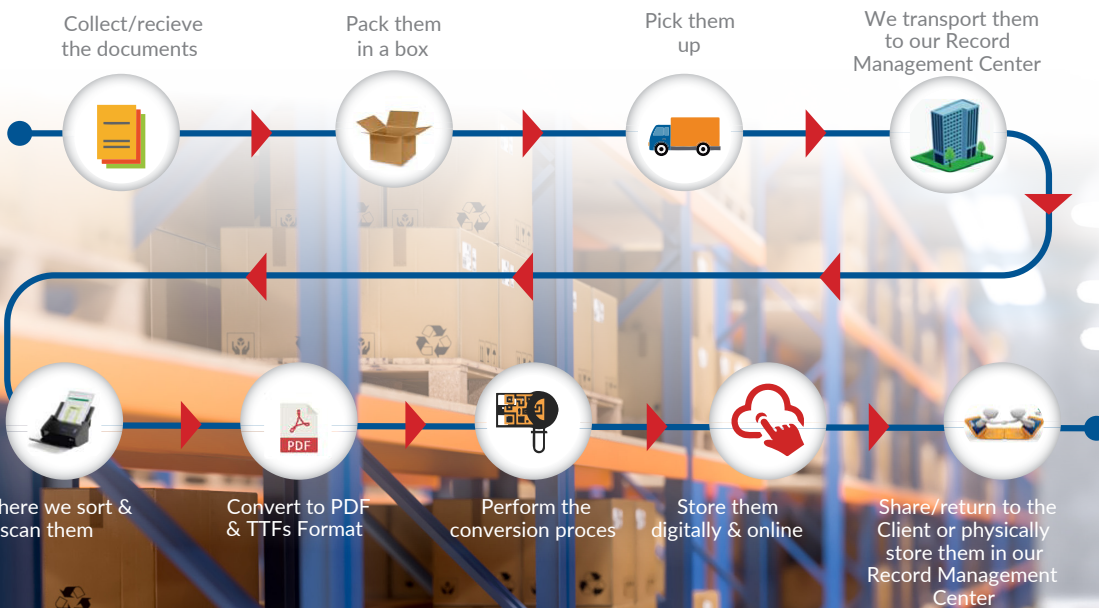
Bulk Mailing

- « 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

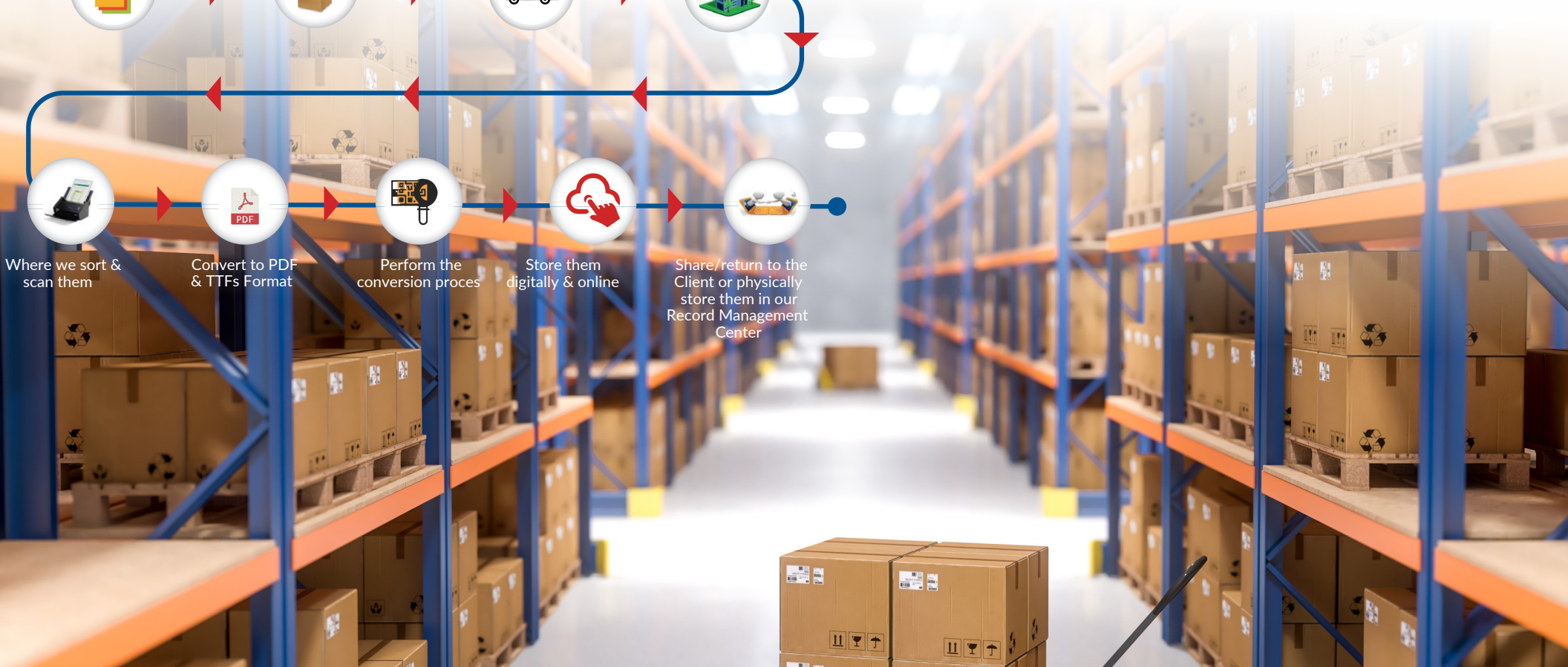


SCANNING & RECORD MANAGEMENT

Scanning & Digitization Process



- « 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





Organizing and storing all records of a company

End-to-end solutions from record creation, retention, archiving, retrieval and to destruction.

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

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

RECORD MANAGEMENT CENTERS AT 11 LOCATIONS

7 IN BHIWANDI (Mumbai),

2 IN PUDUCHERRY

2 IN DELHI



Record Management
Software



Document
Management
Software



Professionally Trained
Manpower



Secured Vehicles



Seamless &
Expediated Delivery



Online Access To
Clients For Rms



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

OTHER SERVICES



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



Newspaper Advertising

- « 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.



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.





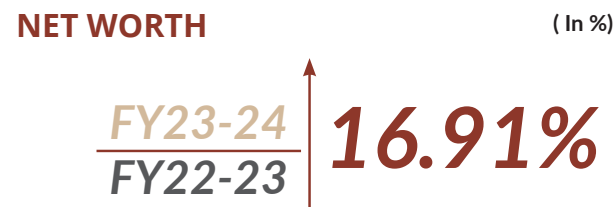
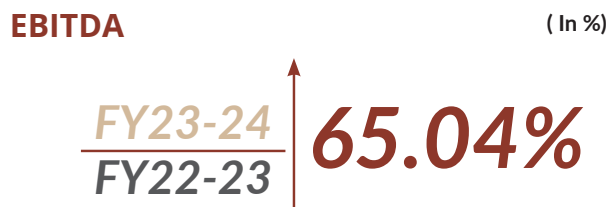
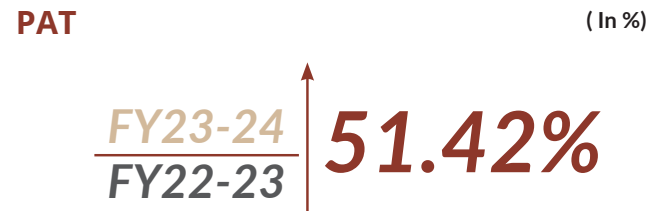
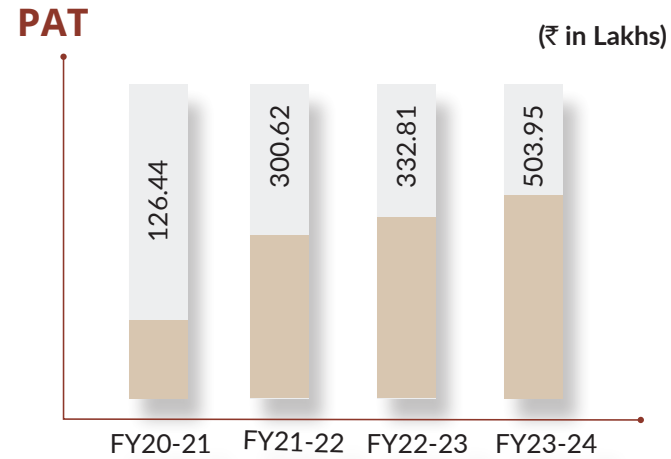
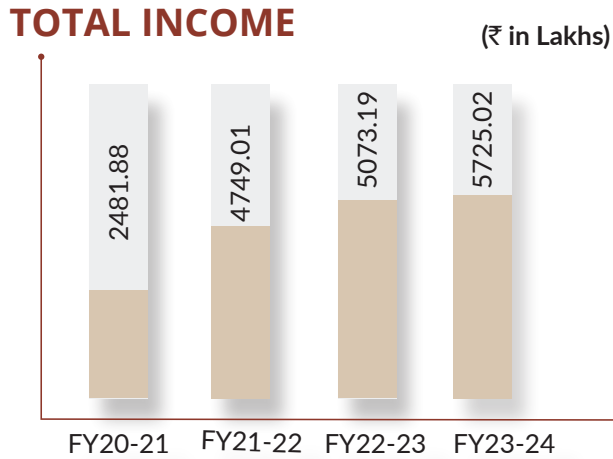
FINANCIAL SNAPSHOT





EBITDA MARGINS HAVE STEADILY GROWN IN PAST 4 YEARS

EBITDA MARGINS HAVE STEADILY GROWN IN PAST 4 YEARS



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

FINANCIAL SNAPSHOT ANNUAL TRENDS SNAPSHOT

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

(Units: ₹ in Crores unless stated)

(₹ in Crores)

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



Contact Us!

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