



13th May, 2022

BSE Limited

Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai – 400001

Scrip Code: 540738

Sub: Investor Presentation – Audited Financial Results for the quarter and financial year ended 31st March, 2022

Dear Sir/ Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith an Investor Presentation on the Audited Financial Results of the Company for the quarter and financial year ended 31st March, 2022.

This Investor Presentation 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

D Badiyani

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 March '22

www.shreejitranslogistics.com

Safe Harbor

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The material that follows is a Investor Release of general background information about the Company's activities as at the date of the Investor Release or as otherwise indicated. It is information given in summary form and does not purport to be complete and it cannot be guaranteed that such information is true and accurate. This Investor Release has been prepared by and is the sole responsibility of the Company. By accessing this Investor Release, you are agreeing to be bound by the trading restrictions.

It is for general information purposes only and should not be considered as a recommendation that any investor should subscribe to or purchase the Company's equity shares or other securities. This Investor Release includes statements that are, or may be deemed to be, "forward looking statements". These forward-looking statements can be identified by the use of forward-looking terminology, including the terms "believes", "estimates", "anticipates", "projects", "expects", "intends", "may", "will", "or" or, in each case, their negative or other variations or comparable terminology, or by discussions of strategy, plans, aims, objectives, goals, future events or intentions. These forward- looking statements include all matters that are not historical facts. They appear in a number of places throughout this Investor Release and include statements regarding the Company's intentions, beliefs or current expectations concerning, amongst other things, its results or operations, financial condition, liquidity, prospects, growth, strategies and the industry in which the Company operates. By their nature, forward looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. The factors which may affect the results contemplated by the forward-looking statements could include, among others, future changes or developments in the Group's business, (the Group's regulatory and competitive environment, and (political, economic, legal and social conditions in India or the jurisdictions in which our Group operates. Forward looking statements are not guarantees of future performance including those relating to general business plans and strategy of the Company, its future outlook and growth prospects, and future developments in its businesses and its competitive and regulatory environment. No representation, warranty or undertaking, express or implied, is made or assurance given that such statements, views, projections or forecasts, if any, are correct or that the objectives of the Company will be achieved.

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Management Commentary

Mr. Rajnikant Shah

Wholetime Director
Finance, Accounts & IT

Commenting on the results, Mr. Rajnikant Shah, Wholetime Director at Shreeji Translogistics Ltd said:

“ SHREEJI reported revenue of INR 16657.77 Lakhs and EBITDA* of INR 2109.47 Lakhs as on 31st Mar'22. Revenue grew by 52 % in FY22 over FY21 while EBITDA grew by 164%. We are excited about the future growth opportunities as we continue to enter into new segments as well as move up the value chain.

We have always strived to improve our stature by constantly focusing on our services, improving our technologies and providing value addition to our customers. Despite the overall challenging scenario, we have achieved a good performance. We continue to look for new opportunities which would result in sustainable improvement of our profitability.

In today's global business environment, trust is more important than ever, which is reflected in our strong order wins from all types of clientele.

A good financial plan is a Road map to success, as the choices we make today, will affect our future. We expect our performance to grow in the coming quarters and financial years. ”

**Post-Exceptional EBITDA*

From its modest beginnings in 1976, SHREEJI TRANSLOGISTICS LTD, formerly known as Shreeji Transport Services (P) Ltd. has today risen to become a large integrated national logistical solution provider in India. With more than four decades of experience in freight management, logistic solutions and warehousing services, Shreeji has made stalwart progress along the highways of India.

We cater to a wide range of logistical requirements ranging from Export-Import Container movement to Bonded trucking movement. The Full Load Transport Service forms the core business at Shreeji, and in this sector, Shreeji has earned its reputation of being a trusted name for Time-Bound Deliveries.

A specialist in parcel and part-load services in the industry, Shreeji is known for its timeliness and reliable services. The Company made a foray into Custom Bonded Trucking in 2002, which was a path-breaking move and highly applauded by the Airline Industry.

The Company owns and operates a strong fleet of commercial vehicles consisting of 290 owned trucks and more than 500 outsourced trucks and serves a broad range of industries, including the e-commerce, fast-moving consumer goods (FMCG), white goods, food, textiles and apparel, furniture and fixture, pharmaceutical, plastics and metal.

We have expanded our goods transportation network across various states, covering all the regions across India and providing our goods transportation services over a broad range of distances from Kerala in the South to Jammu in the North, Gujarat in the West to Kolkata in the East.

About Us



Board of Directors



BIPIN SHAH

Wholetime Director – Group Head



NARENDRA SHAH

Wholetime Director – Operations & Business Head – Shipping Line Container Movement



RAJNIKANT SHAH

Wholetime Director – Finance, Accounts & IT



MUKESH SHAH

Wholetime Director – Administration & Business Head – Parcel & Part Load



MAHENDRA SHAH

Wholetime Director – Marketing & Business Head - Full Truck Load



RUPESH SHAH

Wholetime Director – Business Development & Business Head – Bonded Trucking

Our Presence



MUMBAI - Head Office

Mr. John Vaz

M/s. Shreeji Translogistics Ltd.
Shreeji House, Sector 19C, Plot No.107, Vashi, Navi
Mumbai – 400 705

BENGALURU - Regional Office

Mr. Syed Ahmed

M/s. Shreeji Translogistics Ltd.
Dr. Devraj Urs Truck Terminal, Yeswanthpur, 2nd
Stage, Bangalore – 560 022.

CHENNAI - Regional Office








Mr. Rajiv Vora

M/s. Shreeji Translogistics Ltd.
Plot No.38, 39 & 40, Cauvery Nagar, Madiravedu,
Vellapanchavadi, Chennai - 77.

Key Clients & Patronage



Our Fleet Strength: 290

Vehicle Type	Fleets(Nos.)	Capacity(Tonnes)
32 Ft Closed 	171	09
24 Ft Closed 	79	76
32 Ft Closed 	15	18
40 Ft Closed 	12	09
20 Ft Closed 	09	09
LCV 	03	03
20 Ft Closed 	01	06

Recent Achievement



Success does not begin with receipt of awards, but it begins with the satisfaction that we feel after achieving the goals set by us.

Recently, Shreeji was honored with '**Premier Bonded Trucking Operator**' award at the India Cargo Awards 2022.

Shreeji has won a lot of awards over the years, for all types of services and this new achievement has also been added to its Kitty.



FY22 Consolidated Financial Overview

(INR in Lakhs)

Operational Income

INR 16657.77 Lakhs

EBITDA

INR 1780.01 Lakhs

EBITDA Margin

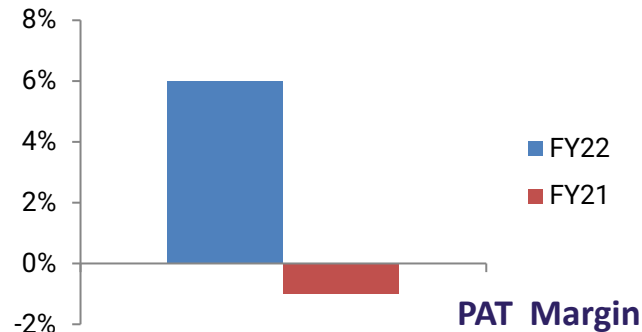
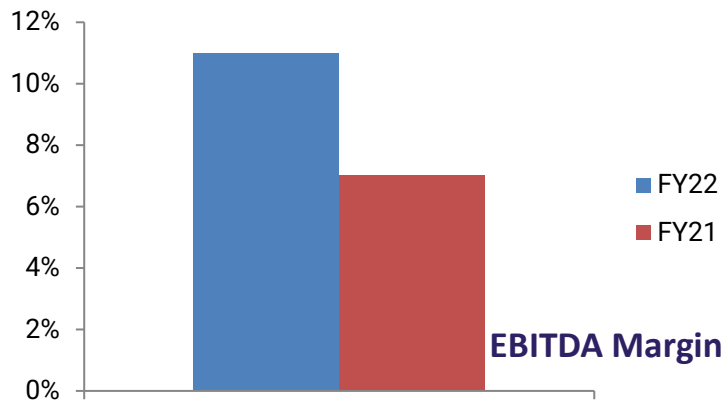
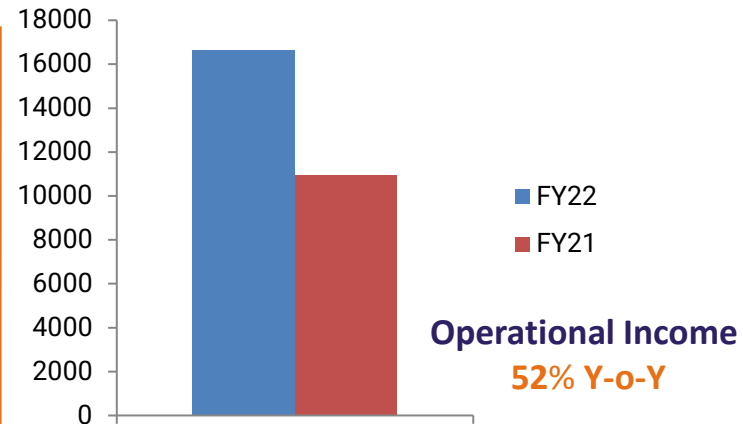
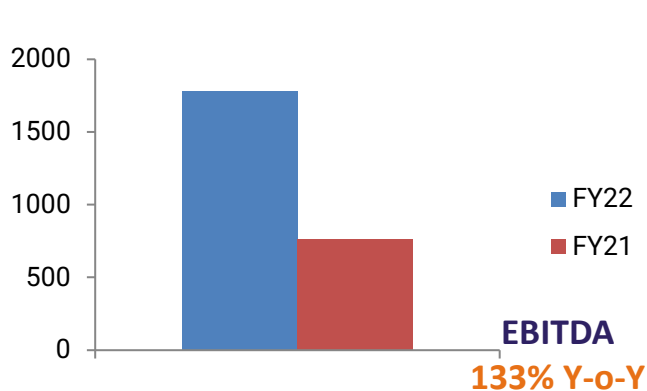
11.00%

Net Profit

INR 918.9 Lakhs

PAT Margin

6.00%



Q4 FY22 Consolidated Financial Overview

(INR in Lakhs)

Operational Income

INR 4526.26 Lakhs

EBITDA

INR 438 Lakhs

EBITDA Margin

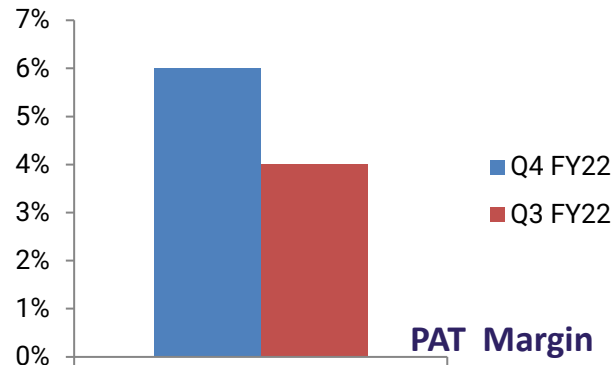
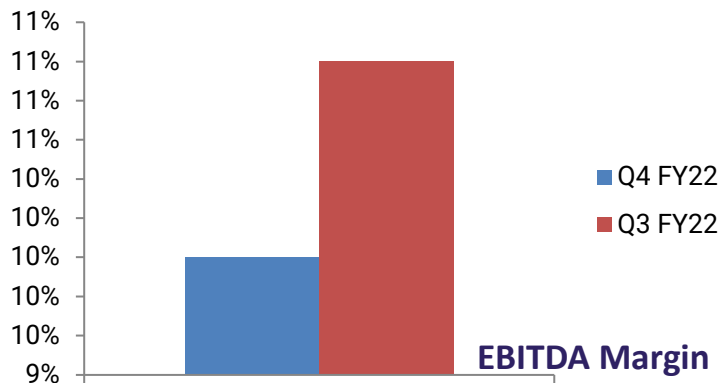
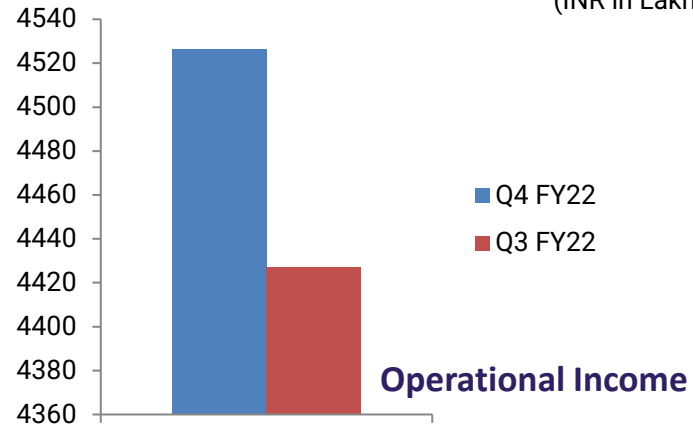
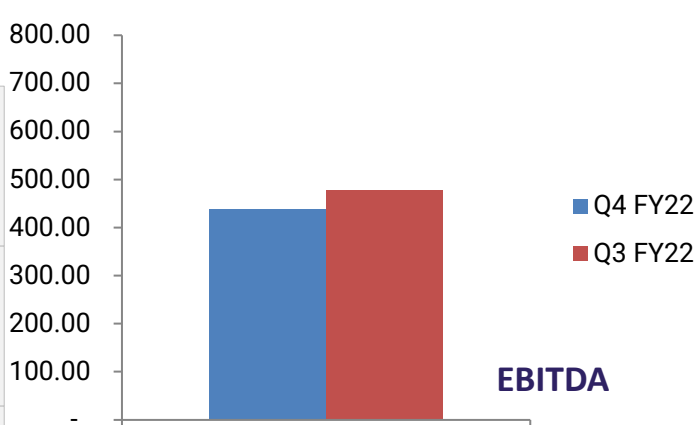
10.00%

Net Profit

INR 261.80 Lakhs

PAT Margin

6.00%



FY22 Consolidated Profit & Loss

Particulars (INR in Lakhs)	FY22	FY 21	Y-o-Y %
Revenue from operations	16,657.78	10,948.50	52.15
Other Income	67.92	50.00	35.84
Total Revenue	16,725.70	10,998.51	52.07
Expenses	14,945.69	10,233.32	46.05
Pre exceptional EBITDA	1,780.01	765.18	132.63
EBITDA %	11%	7%	
Finance Cost	408.35	421.47	(3.11)
Depreciation and Amortization Expenses	385.60	430.92	(10.52)
Pre-Exceptional PBT	986.06	-87.20	
Exceptional Item	239.46	-	
Post-Exceptional PBT	1,225.52	-87.20	
Post-exceptional EBITDA	2,019.47	765.18	
EBITDA %	12%	7%	
Tax	306.63	15.46	
Profit After Tax	918.90	-102.66	
PAT Margin%	6%	-1%	
Diluted EPS	8.77	-0.98	

Q4 FY22 Consolidated Profit & Loss

Particulars (INR in Lakhs)	Q4 FY22	Q3 FY22	Q-o-Q %
Revenue from operations	4,526.27	4,427.14	2.24
Other Income	15.50	44.11	(64.87)
Total Revenue	4,541.77	4,471.25	1.58
Expenses	4,103.76	3,993.76	2.75
Pre exceptional EBITDA	438.01	477.49	(8.27)
EBITDA %	10%	11%	
Finance Cost	94.20	107.45	(12.33)
Depreciation and Amortization Expenses	110.35	95.73	15.27
Pre-Exceptional PBT	233.45	274.30	
Exceptional Item	61.79	-	
Post-Exceptional PBT	295.24	274.30	
Post-exceptional EBITDA	499.80	477.49	
EBITDA %	11%	11%	
Tax	33.44	84.16	
Profit After Tax	261.80	190.14	
PAT Margin%	6%	4%	
Diluted EPS	2.50	1.81	

Corporate Actions

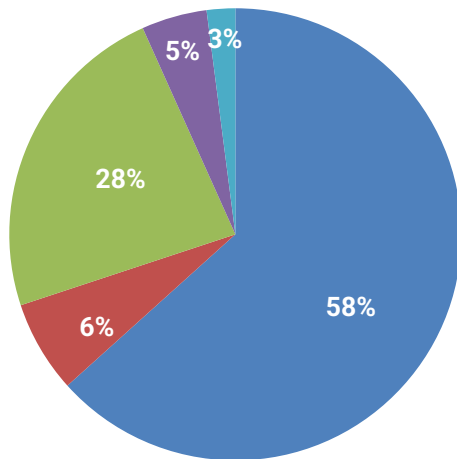


**Recommended at the Board Meeting held on 10th May'22, to be approved at the upcoming AGM*

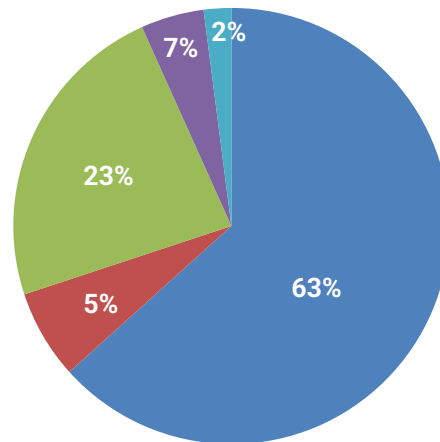
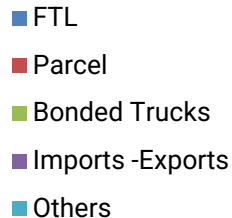
Business Mix and Segment Growth

Y-o-Y % Growth

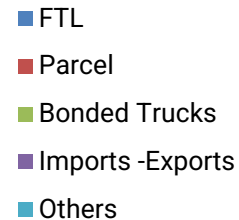
FTL	35%
Parcel	37%
Bonded Trucks	75%
Imports –Exports	49%
Others	101%



Revenue FY22
INR 16657 Lakhs



Revenue FY21
INR 10948 Lakhs



Growth Story

1984

01

Incorporation of "Shreeji Transport Corporation" (STC) - parcel services.

1986

02

"Bangalore Roadways" was formed with focus on truck brokerage business

1994

03

STC was converted to "Shreeji Transport Services Private Limited"

2000

04

Company started using Containerized trucks for both FTL & parcel business

2002

Company started and pioneered in Bonded Trucking business

2001

05

Global positioning system (GPS) on its trucks for real-time tracking of vehicle

06

2017

07

Converted to Shreeji Translogistics Limited" and got listed on BSE

Journey towards a Profitable Growth



Clients

Increased our client base & Increased business from existing clients



Projects

Started capturing project based business which give us higher number of trips



Warehouse

Started Warehousing sector from Hyderabad location & planning to grow further



Expand

Expansion through a new vertical of Car Carrier Transportation



Optimize

Increase in km runs through our existing Fleets i.e. less idle trucks



E-Comm

Increase in Business with E-commerce Companies

Future Strategy

- Shreeji is intending to expand the Cargo Business and to enter into **refrigerated vehicles**
- Intending to add **CNG vehicles** to our fleets
- Intending to expand **warehousing** sector in major cities to gain advantage of increased demand for warehousing facilities.
- Planning to **expand own vehicles**
- For Safety of customer Cargo, we are implementing latest technology of **Digital locks** in our fleets

Strengths and Opportunities

Strengths of SHREEJI

290 Own Fleets

more than 500 Outsourced Fleets i.e.
A Large no. of attached vehicle group

All fleets are under AMC, serviced &
maintained by OEMs

Serving top Indian & MNC Clients

Exemplary Customer Retention &
maintaining Customer Relations

Inbuilt ERP Software

Owning Offices across India



Opportunities in Our Sector

New Government Initiatives like Make In India, Vocal for Local, etc. helps logistics sector multi fold many business opportunities

Foreign companies investment in manufacturing sector influencing domestic transport sector

Global Recognition to Transportation

Wide range of logistical requirements across Industries

Demand of specialist transport requirements and last mile delivery

Thank You

Shreeji Translogistics Ltd.

(Formerly Known as *Shreeji Transport Services (P.) Ltd.*)

ISO 9001:2015 Certified | IBA Approved

www.shreejitranslogistics.com

Nishita Shah | Chartered Accountant

Email: nishita@shreejitrans.com