



S J LOGISTICS (INDIA) LTD.

PRIVATE & CONFIDENTIAL

**INVESTOR
PRESENTATION**

COMPANY OVERVIEW

- 2 decade old Company providing Logistics and Supply Chain solutions across South America, Europe, Gulf & South East Asia
- Key services includes Project Cargo, Ocean & Air Freight Forwarding, Customs Clearance, Inland transportation Warehousing, Door Delivery & NVOCC
- Member of agency networks like ALN Network, America Alliance & PPL



DIVERSIFIED SERVICE PORTFOLIO





PROJECT CARGO

- Transportation of oversized, critical and high value cargo related to infrastructures projects requiring specialized storage, lifting and transporting
- Handled on turnkey basis
- Detailed planning and technical experience depending on the commodity size, weight, complexity, or configuration.
- Includes cargo's such as power generating set, excavator, transmission tower, earth moving equipment, transmission towers, ODC & break-bulk cargo
- Exported to developing nations in African continent & South America by customers based in Gujarat & Kolkata



OCEAN FREIGHT FORWARDING

- Shipping of goods in and out of India through sea
- Leverage network and long-standing carrier relationships to secure cargo space at reasonable prices
- Focus on Yarn & Yarn products for customers based in Rajasthan, Gujarat, Madhya Pradesh & Ludhiana and export to Countries like South America, Europe, Gulf countries & Africa
- Other goods like automobile, heavy engineering goods, power transmission, rubber tapes, pharmaceutical, carpet, handicraft items, iron and steel items



AIR FREIGHT FORWARDING

- Provide air freight rates for both export and import shipments from and to India
- Long working relationships with reputed airlines to handle consignments ranging from small and large shipments



WARE HOUSING

- Proposed facility of 38910 sq. ft. at Bhiwandi, Dist. Thane, Maharashtra



CUSTOMS CLEARANCE

- Preparation and submission of documentations required to facilitate Export/Imports
- Represent client during customs examination, assessment, payment of duty and delivery of cargo post customs clearance



INLAND TRANSPORTATION

- Picking of cargo from Customer's location to door delivery till point of destination



NVOCC CARGO

- NVOCC Cargo handling services in Gulf & upper Gulf sectors as a non-vessel operating common carrier(NVOCC) Agency Agreement with Good Voyage Shipping Services operating Middle East



DOOR DELIVERY

- Delivery at place is end to end Cargo handling & ensuring delivery of goods to buyers location
- Includes warehousing, intermodal transportation, delivery & custom clearance
- Facilitate coontainer door delivery to land locked countries

2013-14

Registration under the Multimodal Transportation of Goods Act, 1993 and Registration of Multimodal Transport Operators Rules, 1992.

Registration with the Brazilian custom authorities of SJ Logistics India Limited House BL

2007-08

Obtained Importer-Exporter Code (IEC)

2003-04

Incorporation of the Company.

2014-15

Receipt of FMC-OTI-NVOCC Bond issued by the American Alternative Insurance Corporation

Registered for SCAC Code with USA Customs for AMS Filing directly on Customs Portal

Opted for Insurance of all MTO Bill of Lading of S J Logistics

Receipt of membership International Federation of Freight Forwarders Association (FIATA)

2016-17

Conversion of the Company from Private Limited to Public Limited Company.

Handling the first project cargo/ODC cargo for Trunkey Project in the year 2017

2018-19

Receipt of membership of Africa Logistics Network (ALN)

2022-23

SJA Logisol India Private Limited and S. J. L. Group (Singapore) Pte. Ltd., Singapore become the subsidiary.

2023-24

Receipt of membership of PPL Network & America Alliance.

Starting the warehousing operations by entering into an agreement for renting warehouse space located at Bhiwandi

Company listed on NSE Emerge Platform for SME's on 19th December 2023

**KEY EVENTS
& MILESTONE**

INDUSTRIES SERVED

Yarn & Textile Commodities • Automobile • Heavy Engineering Goods
Power Transmission • Rubber Tapes • Pharmaceutical • Carpet
Handicraft Items • Iron And Steel Items



COMPETITIVE STRENGTHS

EXISTING AGENCY NETWORK AND ARRANGEMENTS

- Strong Network with international companies
- Strong relationship with the ship lines & carriers.
- Able to negotiate favorable commercial terms & operational advantageous for clients.
- Agency agreements with parties located in countries like Ecuador, Brazil, Chile, Peru, United States of America, Paraguay, Bolivia, Hongkong, China, Taiwan, Vietnam & other countries



STRONG KNOWLEDGE & PROMOTER EXPERTISE

- Mr. Rajen Hasmukhlal Shah Chairman & Managing Director has 33 years of experience
- Experienced management team with significant experience in the areas of finance, logistics, freight & forwarding business.

LONG STANDING BUSINESS & TRACK RECORD

- Market standing & industry experience has resulted in cost efficiencies & maintain service quality & reliability

STRONG RELATIONSHIP WITH DIVERSE CUSTOMER BASE

- Service quality, reach and efficiency & business processes have led to customer retention
- Competitive advantage in gaining new clients & increasing business.

WIDE RANGE OF LOGISTICS SERVICES & SOLUTIONS

- Multimodal transport operator ocean freight forwarding, custom clearances, transportation and other value added services
- Combination of logistics and transportation network
- Registered own House Bill of Lading with the Brazilian customs wherein the cargo will be delivered to the consignee only upon the submission of House Bill of lading thus keeping the cargo safe

SPECIALIZED NICHE BUSINESS VERTICAL PROJECT CARGO

- Transported earth moving equipment, transmission towers, ODC & break-bulk cargo.
- Project gets exported in huge volumes and in single lot
- Serving clients from Gujarat & Kolkata to export goods to developing nations in the African continent & South America



DETAILS OF A FEW PROJECT CARGOS HANDLED

Sr. No.	Scope of Work	Cargo Description	Destination
1.	Complete end to end logistics service which includes pick up of cargo from supplier, custom clearance at POL, Ocean freight services from India to Arica, Custom clearance at POD (which requires accurate documentation as it is a duty exempt cargo) & door Delivery upto the premises of the consignee based at Tarija, Bolivia	Galvanized Transmission Liner Tower and Parts	South America
2.	Cargo inspection, loading with precision on Flat rack container, lashing & choking of the container, Customs clearance at POL, freight services from India to Jebel Ali, UAE	Caterpillar Make 3516B	Asia
3.	Cargo inspection, loading with precision on Flat rack container, lashing & choking of the container, Customs clearance at POL, freight services from India to Dar Es Salam, Tanzania	JCB 3DX Super Backhoe Loader	Africa
4.	Customs clearance at POL, freight services from India to Monrovia, Liberia	Plastic insulated Electrical Cable	Africa
5.	Arranging Customs clearance at POL in coordination with agent at Germany, freight services from Hamburg, Germany to Monrovia, Liberia	Switchgear Panels	Africa
6.	Customs clearance at POL, freight services from India to Savannah, USA	Laminated Leaf Springs	North America
7.	Customs clearance at POL, freight services from India to Monrovia, Liberia	Composite distribution board	Africa
8.	Customs clearance at POL, freight services from India to Houston, USA	Heat resistant rubber tension tape	North America
9.	Customs clearance at POL, freight services from India to Norfolk, USA & Door delivery upto the ramp at Indianapolis, USA	PP Woven Industrial Fabric	North America

BUSINESS STRATEGIES

PSU CUSTOMERS ONBOARDING

- **Specialized Focus:** We're now targeting Public Sector Undertakings (PSUs) for their crucial logistics needs.
- **Expertise and Infrastructure:** With our extensive experience and robust infrastructure in freight forwarding, we're equipped to handle complex supply chains.
- **Tailored Solutions:** We offer customized logistics solutions to optimize efficiency, reduce costs, and ensure timely delivery.
- **Commitment to Partnership:** Our goal is to build long-term partnerships with PSUs based on trust, transparency

IATA LICENSE

- **We're in the process of obtaining an IATA license for air cargo services.**
- **Commitment to Excellence:** This underscores our dedication to top standards in freight forwarding.
- **Benefits for Clients:** Once licensed, clients will gain access to preferential rates, improved cargo visibility, and streamlined processes.
- **Enhanced Reputation and Partnerships:** Our IATA license will boost credibility, strengthen relationships with airlines, and ensure adherence to industry standards.



INCREASE PRESENCE & EXPAND NETWORK

- **Continue to invest in enhancing presence into different geographies**
- **Establish additional offices & Increase capacity in existing branch offices to increase volume handling capability**

LEADERSHIP

Kulshekhar Kumar

Whole Time
Director

Qualification:
Master of
International
Business and
Management

Experience:
21 Years

Rajen Hasmukhlal Shah

Chairman &
Managing
Director

Qualification:
Chartered
Accountant (CA)

Experience:
33 years

Jeet Rajen Shah

Whole Time
Director & CFO

Qualification:
SP Jain School of
Global Management
Master of Global
Business (MGB)

Experience: 5 Years



CERTIFICATIONS



**AFRICA
LOGISTICS
NETWORK**



INDUSTRY OVERVIEW

Valued at US\$ 250 billion in 2021 & predicted to increase to US\$ 380 billion by 2025, at 10%-12% year-on-year growth rate

Employs more than 22 million people



Estimated to account for about 14.4% of GDP.

Consists of 37 export promotion councils, 40 Participating Government Agencies (PGAs), 20 Government agencies, 10,000 commodities & 500 certifications.

INDUSTRY OVERVIEW

RECENT TRENDS

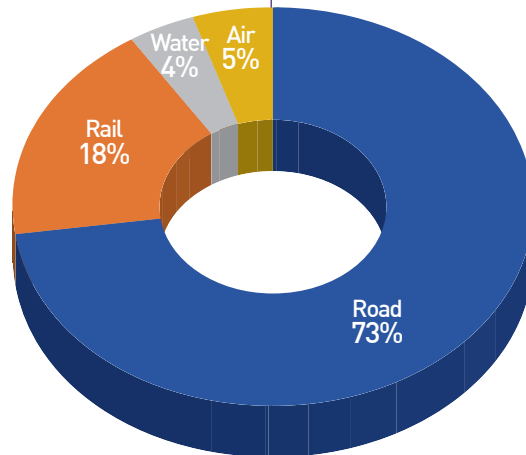
Challenges

Fragmentation - Only 10 percent organized & numerous unorganized players

Infrastructure and road connectivity

Storage is a concern with limited material handling methods, fragmented warehousing, and insufficient of infrastructure to store perishable products.

Segment break up (FY21)



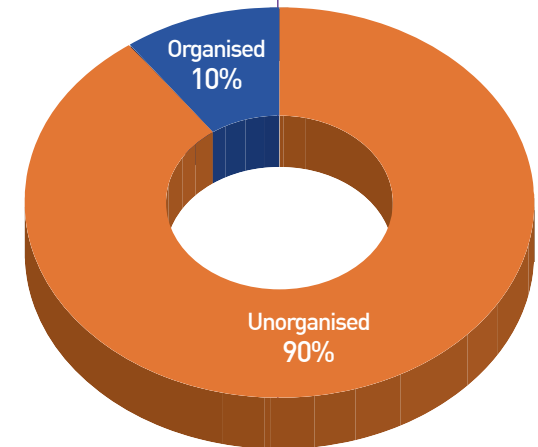
Recent trends

Tier-II and III cities have witnessed a growth in consumption patterns, resulting in a focus-shift towards logistics.

Artificial Intelligence has been imperative in saving time, reducing costs, increasing productivity, and accuracy with cognitive automation.

Exports in India are on a rising tide with 2018-19 reaching record high registering an expansion of around 11%.

Structure



MANAGEMENT COMMENTARY



RAJEN SHAH
CHAIRMAN & MANAGING DIRECTOR

During the year, our company reported a total income of Rs.270.86 Crores reflecting a Y-O-Y growth of 81.96%. Our EBITDA margins stood at Rs.29.43 Crores which is 10.87% of total Revenue and has increased from 8.52% in previous year. Further, our PAT margins stood at Rs.22.61 Crores which is 8.35% of total Revenue and has increased from 5.55% in previous year. The rise in our EBITDA & PAT margins is attributed to our relentless pursuit of operational efficiency, benefiting from economies of scale as our business expands & effective cost optimization measures. These efforts underscore our commitment to excellence and value creation for stakeholders, driving sustainable growth and profitability.

Despite the challenges posed by global supply chain disruptions and economic volatility, the company has demonstrated resilience and agility, delivering exceptional results and surpassing expectations. The company has been able to increase its business with the increased availability of working capital out of funds raised through Public Issue which is reflected in above numbers. Further, the repayment of Term Loans out of IPO Proceeds enabled company to improve its Debt Equity Ratio and ultimately improve its profitability.

Our Company as on date has market cap of Rs.550 Crores + which has more than doubled since its date of listing in December 2023 which indicates growing investor confidence in the company's future prospects, management team, and overall strategy.

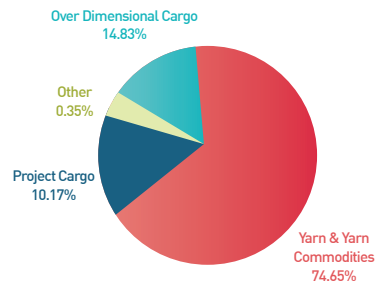
We are excited to announce our pursuit of new business opportunities within Public Sector Undertakings (PSUs) for handling their logistics requirements. Our goal is to become the preferred logistics partner for PSUs, driving value creation, and contributing to their mission of national development.

We are pleased to announce that our company is currently in the process of obtaining an IATA (International Air Transport Association) license, marking a significant milestone in our journey towards excellence in the freight forwarding industry. The pursuit of an IATA license underscores our commitment to upholding the highest standards of professionalism, compliance, and quality in air cargo transportation.

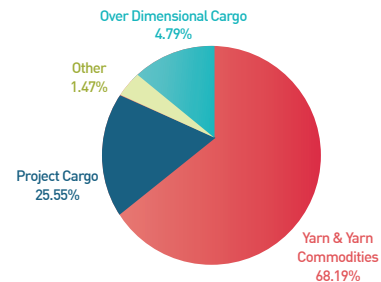
As we look towards the future, our management team remains optimistic and proactive in navigating the challenges and opportunities that lie ahead in the Shipping & Logistics industry. With various initiatives undertaken by Government on the infrastructure development to improve logistics experience, we foresee enhanced business opportunities. Despite the uncertainties brought about by the global unrest and other macroeconomic factors, we are confident in our ability to adapt, innovate, and drive sustainable growth.

SALES VERTICAL-SERVICE STATISTICS

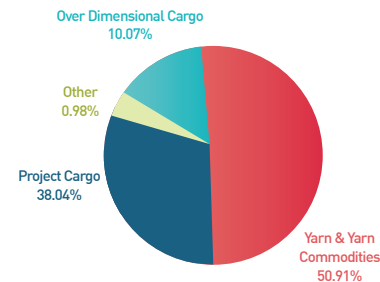
2021-22



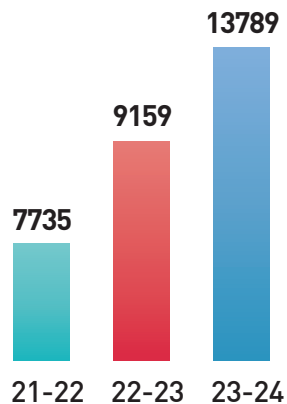
2022-23



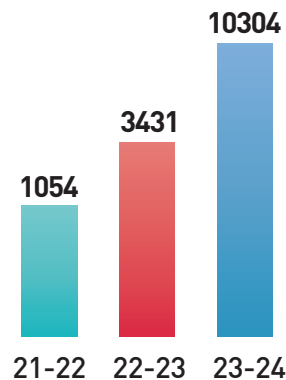
2023-24



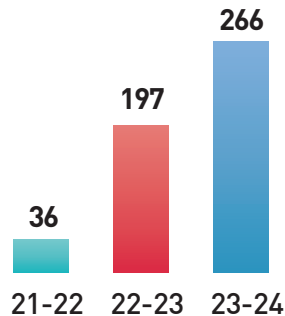
Yarn & Yarn Commodities



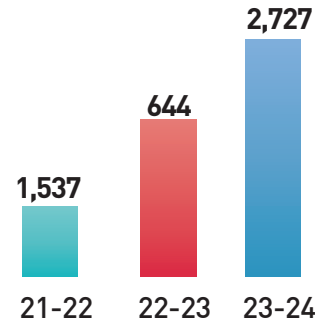
Project Cargo



ODC (Over Dimension Cargo)

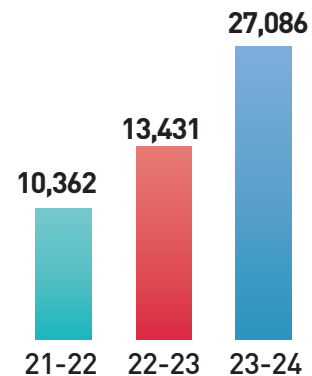


Other



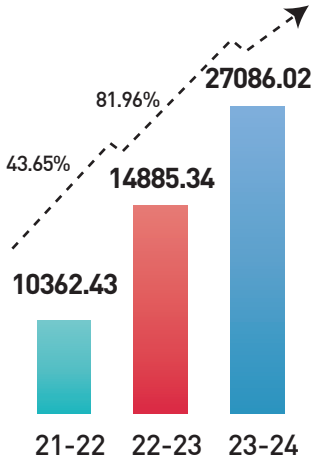
Amount in Rs. Lakhs

Total

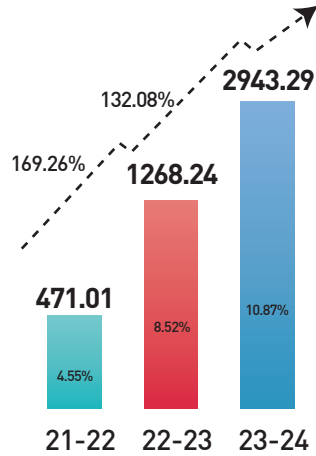


Financial Chart

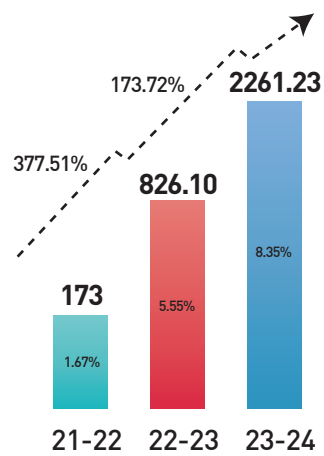
Revenue from operations



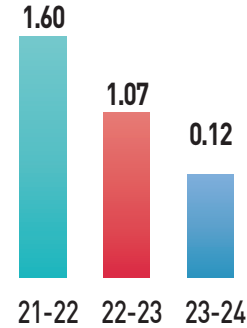
EBITDA



PAT

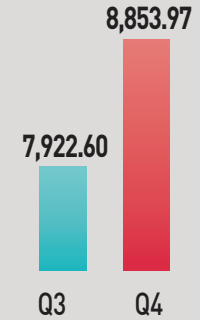


Debt Equity ratio



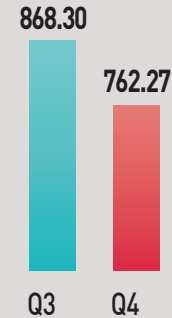
Revenue from Operations

FY 23-24



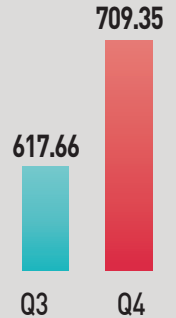
EBITDA

FY 23-24



PAT

FY 23-24



STATEMENT OF ASSETS & LIABILITIES

(Rs. in lakhs)

	Particulars	Consolidated		Standalone	
		As at the year ended			
		31/3/2024	31/3/2023	31/3/2022	31/3/2021
	EQUITY & LIABILITIES				
	Shareholders' Funds				
	(a) Share Capital	1,448.31	295.17	222.04	222.04
	(b) Reserves and Surplus	9,756.05	2,845.75	1,342.14	1,169.15
		11,204.36	3,140.92	1,564.18	1,391.19
	Non-Current Liabilities				
	(a) Long-Term Borrowings	747.15	2,658.51	2,010.59	734.06
	(b) Deferred Tax Liabilities (Net)	48.41	59.64	55.04	50.57
	(c) Long Term Provisions	20.18	-	-	-
		815.74	2,718.15	2,065.63	784.63
	Current Liabilities		-		
	(a) Short-Term Borrowings	564.39	697.49	497.70	1,713.42
	(b) Trade Payables				
	Dues of micro and small enterprise	15.18	73.60	1.89	6.03
	Dues of others	1,343.89	509.78	744.01	756.56
	(c) Other Current Liabilities	1,025.57	1,005.32	82.53	246.85
	(d) Short Term Provisions	4.00	-	111.59	114.86
		2,953.03	2,286.20	1,437.72	2,837.72
	TOTAL	14,973.13	8,145.27	5,067.53	5,013.54
	ASSETS				
	Non-Current Assets				
	(a) Property Plant & Equipment and Intangible Assets				
	(i) Property, Plant & Equipment	441.13	744.28	789.54	840.33
	(ii) Intangible Assets	0.43	0.43	0.47	0.47
	(iii) Capital Work-in-Progress	-	-		
	(b) Non-Current Investments	5.03	5.03	50.60	48.30
	(c) Long Term Loans and Advances	2,234.34	88.74	-	-
		2,680.93	838.48	840.61	889.10
	(2) Current Assets		-		
	(a) Trade Receivables	7,907.93	4,877.15	4,096.08	3,968.96
	(b) Cash and Bank Balance	131.89	117.26	29.09	26.49
	(c) Short-Term Loans and Advances	4,232.21	2,291.86	42.44	39.47
	(d) Other Current Assets	20.17	20.52	59.31	89.52
	12,292.20	7,306.79	4,226.92	4,124.44	
	TOTAL	14,973.13	8,145.27	5,067.53	5,013.54

STATEMENT OF PROFIT & LOSS

(Rs. in lakhs)

Particulars	Consolidated				Standalone	
	For the Quarter ended 31st March	For the Quarter ended 31st December	For the Year ended 31st March	For the Year ended 31st March	For the Year ended 31st March	For the Year ended 31st March
	2024	2024	2024	2023	2022	2021
INCOME						
Revenue from Operations	8,853.97	7,922.60	27,086.02	14,885.34	10,362.43	12,392.64
Other Income	211.83	8.47	249.40	69.82	32.75	10.24
TOTAL INCOME	9,065.80	7,931.07	27,335.42	14,955.16	10,395.18	12,402.88
EXPENSES						
Purchase of Services	7,588.52	6,665.69	22,658.36	12,439.29	9,520.12	11,332.26
Employee Benefit Expenses	220.81	143.54	612.30	637.24	303.53	329.23
Depreciation and Amortisation Expense	15.91	10.10	46.13	44.43	52.04	50.97
Finance Cost	42.22	78.05	279.35	250.41	223.45	210.66
Other Expenses	282.37	245.08	872.06	540.56	67.77	354.64
TOTAL EXPENSES	8,149.83	7,142.46	24,468.20	13,911.93	10,166.91	12,277.76
Profit before tax	915.97	788.61	2,867.22	1,043.23	228.27	125.12
Tax Expenses				-		
Current Tax (Income Tax)	223.53	167.52	616.59	210.09	50.79	35.81
Deferred Tax	-19.77	2.51	-11.23	4.60	4.48	6.31
Excess/(Short) Provision Of Previous Year	-	0.63	0.63	2.44	-	-
Net tax Expenses	203.76	170.66	605.99	217.13	55.27	42.12
Profit/(Loss) for the period	712.21	617.95	2,261.23	826.10	173.00	83.00
Earning per equity share :						
Basic	6.31	6.04	20.03	9.59	2.60	1.25
Diluted	6.31	6.04	20.03	9.59	2.60	1.25



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