



S J LOGISTICS (INDIA) LTD.

PRIVATE & CONFIDENTIAL



COMPANY PROFILE

www.sjlogistics.co.in

COMPANY OVERVIEW

With over two decades of expertise, we provide seamless logistics and supply chain solutions worldwide.

CORE SERVICES:

- Project Cargo Handling
- Ocean & Air Freight Forwarding
- Customs Clearance
- Inland Transportation & Warehousing
- Door-to-Door Delivery
- NVOCC Operations

Global Network Memberships:

Proudly affiliated with ALN Network, America Alliance, and PPL, ensuring reliable partnerships worldwide.



DIVERSIFIED SERVICE PORTFOLIO





PROJECT CARGO

- ☑ Expertise in transporting oversized, critical, and high-value cargo for infrastructure projects requiring specialized storage, lifting, and handling.
- ☑ Turnkey solutions with detailed planning tailored to the commodity's size, weight, and complexity.
- ☑ Handles power generators, excavators, transmission towers, earth-moving equipment, ODC, and break-bulk cargo.
- ☑ Successfully serving developing nations in Africa and South America, with key customers in Gujarat and Kolkata.



OCEAN FREIGHT FORWARDING

- ☑ Seamless shipping of goods in and out of India via sea routes.
- ☑ Access to an extensive carrier network for securing competitive cargo space rates.
- ☑ Special focus on yarn and textile exports from regions like Rajasthan, Gujarat, and Ludhiana to destinations across South America, Europe, the Gulf, and Africa.
- ☑ Expertise in handling various goods, including automobiles, heavy engineering equipment, pharmaceuticals, carpets, and iron and steel products.



AIR FREIGHT FORWARDING

- Competitive rates for both import and export shipments to and from India
- Strong partnerships with leading airlines to manage small and large consignments



WAREHOUSING

- State-of-the-art facility in Maharashtra



CUSTOMS CLEARANCE

- Expertise in documentation and customs procedures for seamless export and import operations
- Representation during customs assessments, duty payments, and cargo clearance



INLAND TRANSPORTATION

- Comprehensive cargo solutions from customer locations to final destinations



NVOCC CARGO


- Efficient cargo handling in the Gulf and upper Gulf regions as a registered NVOCC operator



DOOR TO DOOR DELIVERY

- End-to-end services ensuring timely delivery to buyers
- Includes warehousing, intermodal transportation, and customs clearance
- Specialized solutions for container delivery to landlocked destinations

KEY EVENTS & MILESTONE

- 
- 2024-25** Obtained IATA License.
Joined X2 Elite Network.
 - 2023-24** Membership with PPL Network & America Alliance.
Began warehousing operations in Bhiwandi, Maharashtra.
Listed on NSE Emerge Platform for SMEs.
 - 2022-23** SJA Logisol India Pvt. Ltd. and S.J.L. Group (Singapore) became subsidiaries.
 - 2018-19** Gained membership in the Africa Logistics Network (ALN).
 - 2016-17** Transitioned to a Public Limited Company.
Managed the first turnkey project cargo/ODC cargo.
 - 2014-15** Received FMC-OTI-NVOCC Bond registration.
Secured SCAC Code for AMS filing on U.S. Customs Portal.
Became a member of FIATA (International Federation of Freight Forwarders Association).
 - 2013-14** Registered under the Multimodal Transportation of Goods Act (1993) .
Complied with Multimodal Transport Operators Rules (1992).
 - 2007-08** Obtained Importer-Exporter Code (IEC).
 - 2003-04** Company Incorporated.

INDUSTRIES SERVED }

We specialize in providing logistics solutions for a diverse range of industries, including:
Yarn & Textile Commodities • Automobile • Heavy Engineering Goods • Power Transmission
• Rubber Tapes • Pharmaceutical • Carpet Handicraft Items • Iron And Steel Items • Tyres



GLOBAL REACH OUR EXTENSIVE NETWORK SPANS ACROSS:

- North America
- South America
- Europe
- Africa
- Asia
- Middle East
- Oceania
- Russia and beyond

COMPETITIVE STRENGTHS

EXTENSIVE AGENCY NETWORK & STRATEGIC PARTNERSHIPS

- ✓ Strong ties with international companies, shipping lines, and carriers.
- ✓ Expertise in negotiating favorable commercial terms for clients.
- ✓ Agency agreements with key global partners like Ecuador, Brazil, Chile, USA, Paraguay, Vietnam, and more.

EXPERTISE & LEADERSHIP

- ✓ Led by Mr. Rajen Hasmukhlal Shah, with over 33 years of industry experience.
- ✓ Backed by a skilled management team specializing in finance, logistics, and freight operations.

PROVEN TRACK RECORD

- ✓ Decades of market leadership ensure cost efficiency, quality, and service reliability.

STRONG CUSTOMER RELATIONSHIPS

- ✓ Commitment to quality, efficiency, and reliability drives customer retention.
- ✓ Proven ability to attract new clients and expand business.

COMPREHENSIVE LOGISTICS SOLUTIONS

- ✓ Multimodal transport services covering ocean freight, customs clearance, and transportation.
- ✓ Registered House Bill of Lading ensures secure and efficient cargo delivery.



SPECIALIZED LOGISTICS SOLUTIONS

PROJECT CARGO

DETAILS OF A FEW PROJECT CARGOS HANDLED

We handle complex cargo, including earth-moving equipment, transmission towers, ODC, and break-bulk cargo, ensuring seamless transportation for large-scale projects.



KEY HIGHLIGHTS:

- Expertise in transporting high-volume, single-lot cargo.
- Supporting exports from Gujarat and Kolkata to developing nations in Africa and South America.

Sr. No.	Scope of Work	Cargo Description	Destination
1.	End-to-end logistics, including ocean freight, customs clearance, and delivery to consignee premises.	Galvanized Transmission Liner Tower and Parts	South America
2.	Cargo inspection, precision loading, lashing, and choking of containers for freight services.	Caterpillar Make 3516B	Asia
3.	Same as above, ensuring secure transportation of specialized machinery.	JCB 3DX Super Backhoe Loader	Africa
4.	Customs clearance and freight services.	Plastic Insulated Electrical Cable	Africa
5.	Coordinated clearance in Germany, followed by freight delivery to Liberia.	Switchgear Panels	Africa
6.	Ocean freight and customs services for large machinery.	Laminated Leaf Springs	North America
7.	Similar services ensure the safe delivery of goods to Africa.	Composite Distribution Board	Africa
8.	Customs clearance and freight services to the U.S.	Heat Resistant Rubber Tension Tape	North America
9.	Full logistics support, including door-to-door delivery in the U.S.	PP Woven Industrial Fabric	North America

BUSINESS STRATEGIES

PSU CUSTOMERS ONBOARDING



- ☑ Specialized Focus: Catering to the logistics needs of Public Sector Undertakings (PSUs).
- ☑ Expertise & Infrastructure: Leveraging robust freight forwarding infrastructure to handle complex supply chains.
- ☑ Tailored Solutions: Providing customized logistics plans to enhance efficiency, reduce costs, and ensure timely delivery.
- ☑ Commitment to Partnership: Building long-term relationships with PSUs based on trust and transparency.

INCREASE PRESENCE & EXPAND NETWORK



- ☑ Investing in geographical expansion to enhance global presence.
- ☑ Establishing new offices and enhancing capacity at existing locations to handle increased volumes.

IATA LICENSE



- ☑ Excellence Commitment: Demonstrating dedication to the highest standards in freight forwarding.
- ☑ Client Benefits: Offering preferential rates, better cargo visibility, and streamlined processes.
- ☑ Enhanced Reputation: Boosting credibility and strengthening partnerships with airlines while adhering to industry standards.

LEADERSHIP TEAM

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 Managment
Master of Global Business (MGB)
Experience: 7 Years



CERTIFICATION

Our certifications reflect our commitment to excellence, reliability, and adherence to global logistics and freight forwarding standards.

KEY CERTIFICATIONS & MEMBERSHIPS:



FIATA

International Federation
Of Freight
Forwarders Associations



IATA

International Air
Transport Association



FMC

Federal Maritime
Commission



SCAC

National Motor
Freight Traffic Association
(NMFTA)



AMTOI

Association Of
Multimodal Transport
Operators Of India



**SME
CHAMBER
OF INDIA**



ALN

Africa Logistics
Network



**PPL
ONE FAMILY**

Pacific Power
Logistics



AA

Americas
Alliance



X2 Elite



FFFAI

Federation Of
Freight Forwarders
Associations

INDUSTRY OVERVIEW : CHALLENGES & FRAGMENTATION

Fragments:

Organized vs. Unorganized:

Around 20% of the logistics sector is now organized, indicating gradual improvement. However, 80% remains unorganized, highlighting significant room for growth.

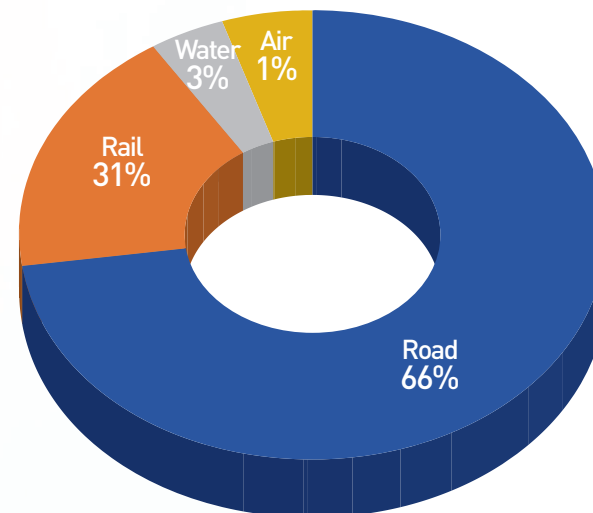
KEY ISSUES:

- Limited material handling infrastructure: Despite investments, inefficiencies in material handling persist.
- Fragmented warehousing: The coexistence of organized and unorganized warehousing facilities complicates logistics planning.
- Inadequate storage solutions for perishable goods: Limited cold storage capacity continues to hinder the efficient transport of perishables.

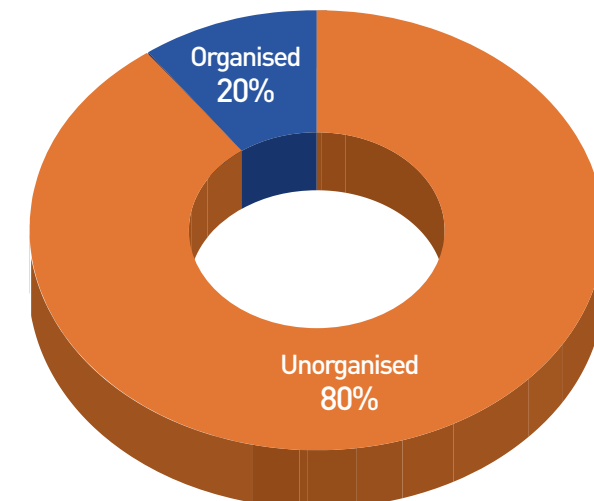
Recent Trends in Logistics

- Growth in Tier-II and Tier-III Cities:
 - ✓ Changing consumption patterns are driving a shift toward logistics-focused solutions.
- AI in Logistics:
 - ✓ Artificial Intelligence is revolutionizing the industry with enhanced productivity, cost savings, and cognitive automation.
- Export Growth:
 - ✓ Exports from India saw an 11% rise during 2018-19, indicating the steady expansion in global trade.

Segment Breakdown (FY23-FY24)



Structure of the Industry



INDUSTRY OVERVIEW

Market Value:

Valued at US\$ 250 billion in 2021.

Projected to grow to US\$ 380 billion by 2025 at a 10%-12% annual growth rate.



Economic Contribution:
Accounts for approximately 14.4% of India's GDP.



Employment:

Provides jobs to over 22 million people.



Scope & Scale:
Comprises 37 export promotion councils, 40 Participating Government Agencies (PGAs), 20 government bodies, 10,000 commodities, and 500 certifications.

MANAGEMENT COMMENTARY



RAJEN SHAH

CHAIRMAN & MANAGING DIRECTOR

“As we reflect on the financial results for the nine months and quarter ended 31st December 2024, I am filled with immense pride and optimism for the future of S J LOGISTICS (INDIA) LIMITED. Our performance during this period is a testament to the dedication and hard work of our entire team, as well as our strategic focus on excellence and innovation within the logistics and transportation industry.”

This quarter has been particularly notable, not only for our robust financial results but also for our active participation in the India International Cargo & Multimodal Logistics Show (IICS) 2024. This esteemed event provided us with a significant platform to showcase our latest advancements, network with industry leaders, and reinforce our commitment to driving progress within the logistics sector. Our involvement in IICS 2024 has solidified our position as an industry pioneer, committed to leading the way in logistics excellence and innovation.

Looking ahead, we are excited about the diverse opportunities that lie before us. As we continue to build long-term relationships with customers across various industries, our focus on operational excellence, technological innovation, and sustainable logistics practices will position us favourably to capitalize on the growing demand for global trade and supply chain optimization.

From a financial standpoint, the robust nature of our order book positions us exceptionally well to maintain revenue growth for the remainder of FY 2025. Our strong cash flow generation is enabling us to continue making substantial investments in the business. Furthermore, our diverse client base and extensive geographic reach offer a resilient foundation to effectively manage market fluctuations or disruptions.

We continue to uphold a disciplined approach to cost management and capital allocation, ensuring we consistently deliver significant returns to our shareholders. Our unwavering commitment to both revenue growth and cost efficiency will remain at the core of our financial strategy as we move forward.

In conclusion, I am confident that the solid foundation we have built, coupled with our strategic initiatives and unwavering commitment to excellence, will propel S J LOGISTICS (INDIA) LIMITED to new heights. We look forward to leveraging the insights and connections gained from this quarter's achievements to further elevate our services and continue our journey of growth and success.

MANAGEMENT COMMENTARY



JEET RAJEN SHAH

DIRECTOR & CFO

Performance

We are elated with our performance this quarter. These outcomes highlight the dedication and tireless efforts of our team, as well as our strategic focus on technological advancements and sustainability. Our unwavering commitment to delivering superior service to our clients and pioneering innovation in the Shipping & Logistics sector remains resolute.

Future Opportunities:

We remain highly optimistic about the numerous opportunities on the horizon as we continue to build and strengthen long-term relationships with clients across diverse industries. Our commitment to operational excellence, innovative technological solutions, and sustainable logistics practices positions us strongly to capitalize on the growing demand for global trade and the optimization of supply chains. As the logistics landscape evolves, we are well-equipped to drive success and meet the future challenges of the global market.

Future Outlook:

As we look ahead, S J Logistics (India) Limited is poised for continued success and growth. We plan to:

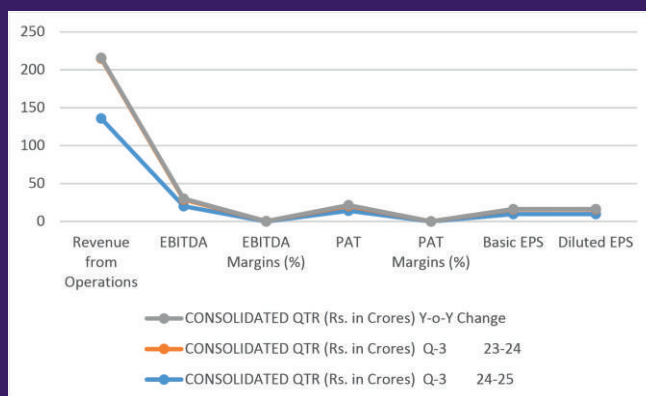
- Further expand our global network to new and emerging markets.
- Further expand the category of industries that we cater services to.
- Invest in cutting-edge technology to enhance operational efficiency and customer experience.
- Foster strong relationships with our partners and stakeholders to drive collaborative innovation.

We are confident that our strategic initiatives and focus on excellence will propel us to new heights in the Shipping & Logistics industry.

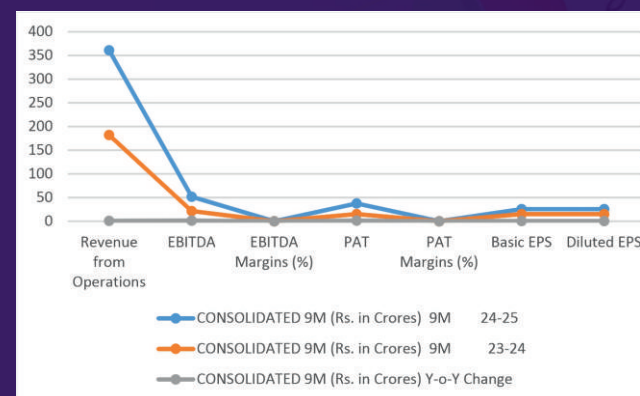
RESULTS OVERVIEW AND ACHIEVEMENTS

S J Logistics (India) Limited, a prominent name in the Shipping & Logistics Sector, has announced its financial results for the year ending December 31ST, 2024. The company's robust performance underscores its commitment to excellence and innovation in logistics and transportation.

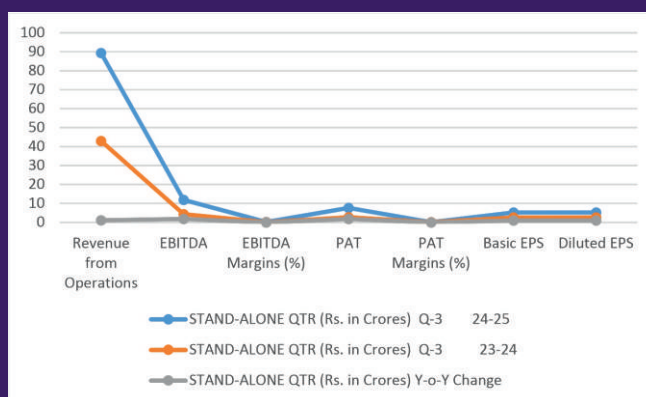
Key Financial Highlights:



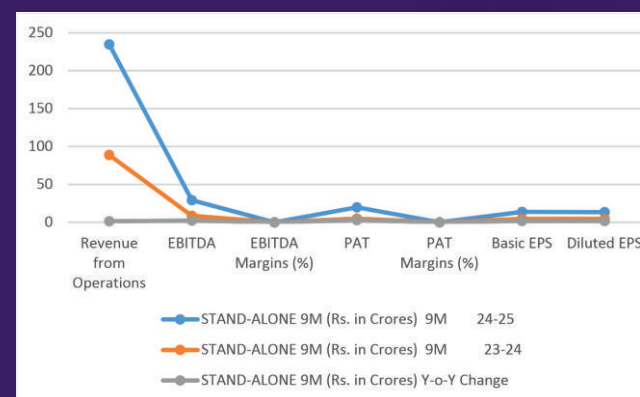
CONSOLIDATED QTR (Rs. in Crores)			
Particulars	Q-3 24-25	Q-3 23-24	Y-o-Y Change
Revenue from Operations	135.85	79.23	71.46%
EBITDA	20.27	8.68	133.53%
EBITDA Margins (%)	14.92%	10.96%	396 Bps
PAT	14.21	6.18	129.94%
PAT Margins (%)	10.46%	7.80%	266 Bps
Basic EPS	9.78	6.04	61.92%
Diluted EPS	9.75	6.04	61.38%



CONSOLIDATED 9M (Rs. in Crores)			
Particulars	9M 24-25	9M 23-24	Y-o-Y Change
Revenue from Operations	360.76	182.32	97.87%
EBITDA	52	21.81	138.42%
EBITDA Margins (%)	14.41%	11.96%	245 Bps
PAT	37.66	15.49	143.12%
PAT Margins (%)	10.44%	8.50%	194 Bps
Basic EPS	25.92	15.14	71.20%
Diluted EPS	25.83	15.14	70.61%



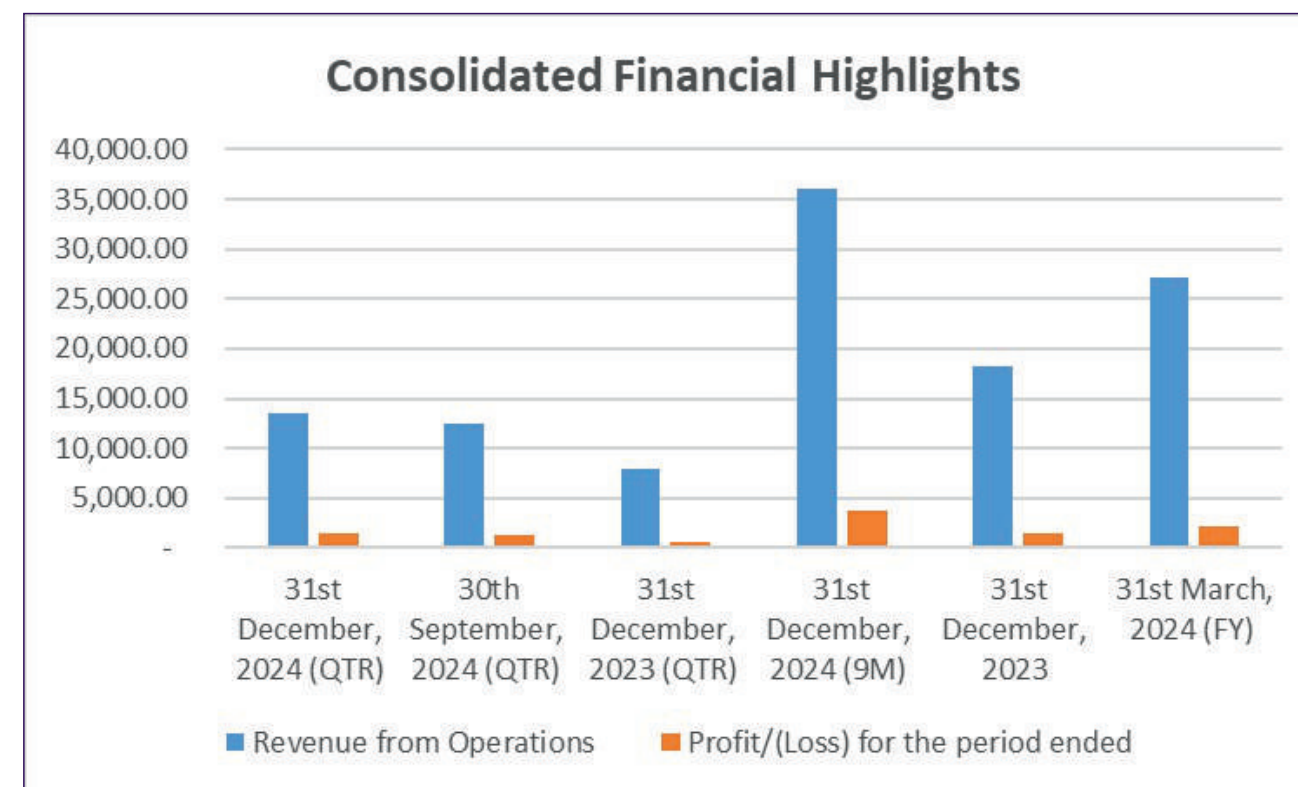
STAND-ALONE QTR (Rs. in Crores)			
Particulars	Q-3 24-25	Q-3 23-24	Y-o-Y Change
Revenue from Operations	89.34	42.93	108.09%
EBITDA	11.89	4.28	177.69%
EBITDA Margins (%)	13.31%	9.97%	334 Bps
PAT	7.64	2.71	181.92%
PAT Margins (%)	8.55%	6.31%	224 Bps
Basic EPS	5.26	2.64	99.24%
Diluted EPS	5.24	2.64	98.48%



STAND-ALONE 9M (Rs. in Crores)			
Particulars	9M 24-25	9M 23-24	Y-o-Y Change
Revenue from Operations	234.75	89	163.77%
EBITDA	29.46	8.68	239.40%
EBITDA Margins (%)	12.55%	9.75%	280 Bps
PAT	19.95	4.88	308.81%
PAT Margins (%)	8.50%	5.48%	302 Bps
Basic EPS	13.73	4.77	187.84%
Diluted EPS	13.69	4.77	187.00%

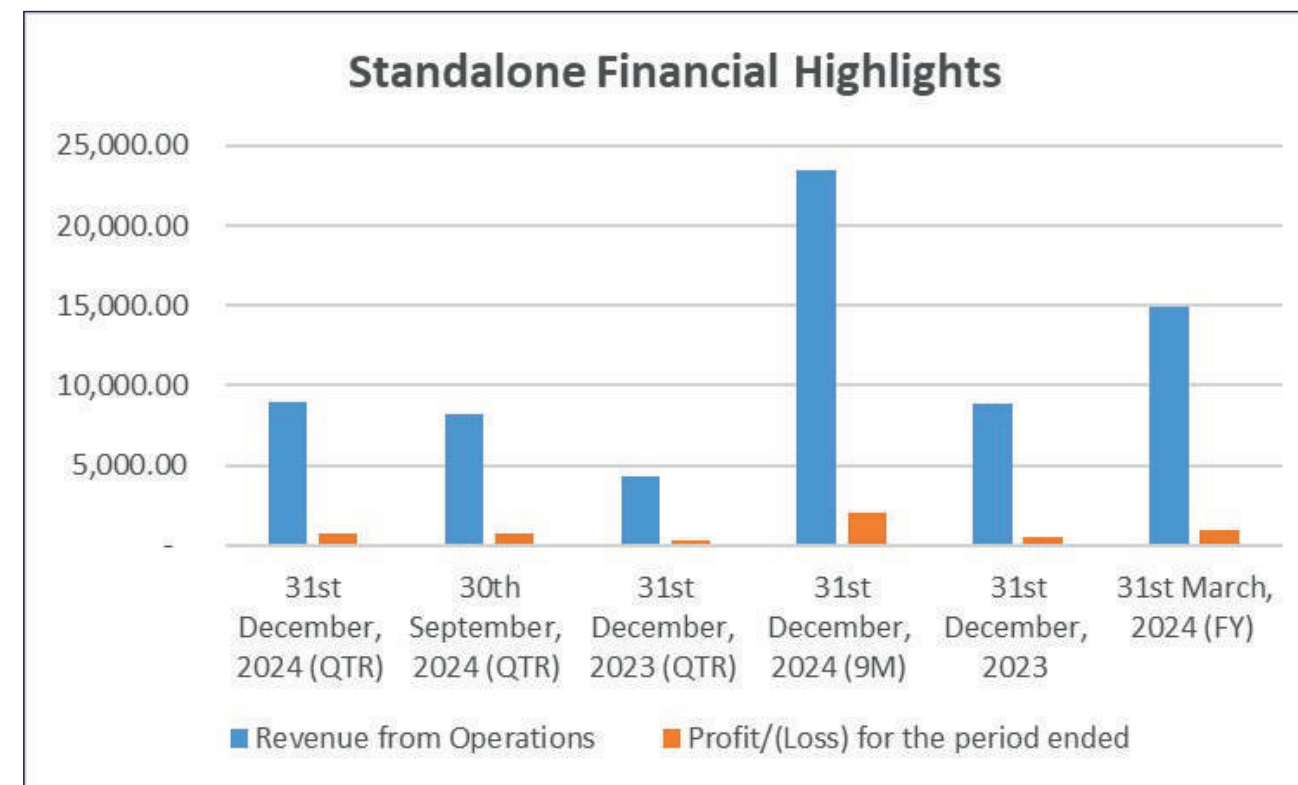
STATEMENT OF CONSOLIDATED PROFIT & LOSS - (RS. IN LAKHS EXCEPT EPS)

Particulars	For the Quarter ended 31st December, 2024	For the Quarter ended 30th September, 2024	For the nine months ended 31st December, 2024	For the Year ended 31st March, 2024
INCOME				
Revenue from Operations	13,585.31	12,419.91	36,076.26	27,086.02
Other Income	9.32	9.83	27.25	249.40
TOTAL INCOME	13,594.63	12,429.74	36,103.51	27,335.42
EXPENSES				
Purchase of Services	11,189.55	10,076.26	29,514.62	22,658.37
Employee Benefit Expenses	279.73	212.88	677.11	612.30
Depreciation & Amortisation Expense	62.25	35.66	118.02	46.13
Finance Cost	137.35	87.60	261.16	279.35
Other Expenses	89.28	370.50	684.31	872.06
TOTAL EXPENSES	11,758.16	10,782.90	31,255.22	24,468.21
Profit before tax	1,836.47	1,646.84	4,848.29	2,867.21
Tax Expenses				
Current Tax (Income Tax)	396.09	371.88	1,055.85	616.59
Deferred Tax	19.13	3.09	26.72	-11.23
Excess/(Short) Provision of Previous Year	-	-	-	0.63
Net Tax Expenses	415.22	374.96	1,082.57	605.99
Profit/(Loss) for the period ended	1,421.25	1,271.87	3,765.72	2,261.22
Earnings per Equity Share:				
Basic	9.78	8.78	25.92	20.03
Diluted	9.75	8.78	25.83	20.03



STATEMENT OF STANDALONE PROFIT & LOSS - (RS. IN LAKHS EXCEPT EPS)

Particulars	For the Quarter ended 31st December, 2024	For the Quarter ended 30th September, 2024	For the nine months ended 31st December, 2024	For the Year ended 31st March, 2024
INCOME				
Revenue from Operations	8,933.78	8,260.19	23,474.99	14,871.41
Other Income	11.87	11.06	33.51	250.86
TOTAL INCOME	8,945.65	8,271.25	23,508.50	15,122.27
EXPENSES				
Purchase of Services	7,415.95	6,901.91	19,582.52	12,557.66
Employee Benefit Expenses	173.27	114.58	384.00	278.47
Depreciation & Amortisation Expense	48.16	22.60	80.33	38.16
Finance Cost	119.61	65.07	209.09	247.23
Other Expenses	155.36	219.86	562.54	670.89
TOTAL EXPENSES	7,912.35	7,324.02	20,818.48	13,792.41
Profit before tax	1,033.30	947.23	2,690.02	1,329.86
Tax Expenses				
Current Tax (Income Tax)	248.96	238.40	664.78	333.89
Deferred Tax	20.05	5.16	29.74	-10.64
Excess/(Short) Provision of Previous Year	-	-	-	-0.68
Net Tax Expenses	269.01	243.56	694.52	322.57
Profit/(Loss) for the period ended	764.29	703.67	1,995.50	1,007.29
Earnings per Equity Share:				
Basic	5.26	4.86	13.73	8.92
Diluted	5.24	4.86	13.69	8.92



STATEMENT OF ASSETS & LIABILITIES - (RS. IN LAKHS)

Particulars	CONSOLIDATED		STANDALONE	
	For the Year Ended 31.03.2024	For the Year Ended 31.03.2023	For the Year Ended 31.03.2024	For the Year Ended 31.03.2023
I. EQUITY & LIABILITIES				
Shareholder's Funds				
(a) Share Capital	1,448.31	295.17	1,448.31	295.17
(b) Reserves & Surplus	9,756.05	2,845.75	7,838.04	2,179.94
(c) Money received against share warrants	-			
Non-Current Liabilities				
(a) Long Term Borrowings	747.15	2,658.51	179.75	2,289.61
(b) Deferred Tax Liabilities (Net)	48.41	59.64	49.01	59.65
(c) Long Term Provisions	20.18	-	15.33	-
Current Liabilities				
(a) Short Term Borrowings	564.39	697.49	547.52	685.73
(b) Trade Payables	-		-	
(i) Total Outstanding dues of Micro, Small and Medium Enterprises	15.18	73.60	12.87	68.84
(ii) Total Outstanding dues of Creditors other than Micro, Small and Medium Enterprises	1,343.89	509.78	633.29	257.28
(c) Other Current Liabilities	1,025.57	1,005.32	588.20	676.69
(d) Short Term Provisions	4.00	-	3.84	
TOTAL	14,973.13	8,145.27	11,316.17	6,512.92
II. ASSETS				
Non-Current Assets				
(a) Property, Plant & Equipment and Intangible Assets				
(i) Property, Plant & Equipment	441.13	744.28	282.98	744.07
(ii) Intangible Assets	0.43	0.43	0.43	0.43
(b) Non-Current Investments	5.03	5.03	680.03	680.03
(c) Long Term Loans & Advances	2,234.34	88.74	2,182.33	43.48
Current Assets				
(a) Trade Receivables	7,907.93	4,877.15	4,966.20	2,650.28
(b) Cash and Bank Balances	131.89	117.26	94.91	93.02
(c) Short Term Loans & Advances	4,232.21	2,291.86	3,104.98	2,291.16
(d) Other Current Assets	20.17	20.52	4.30	10.45
TOTAL	14,973.13	8,145.27	11,316.17	6,512.92



**S J LOGISTICS (INDIA) LTD.
SJA LOGISOL (I) PVT. LTD. | S J L GROUP (SINGAPORE) PTE. LTD.**

901/902/903, Centrum, Wagle Industrial Estate, Thane West, Thane, Maharashtra 400604



www.sjlogistics.co.in

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