



# S J LOGISTICS (INDIA) LIMITED

**S. J. A. Group of Companies**

**May 27, 2024**

**National Stock Exchange of India Limited**

Exchange Plaza, C – 1, Block - G,  
Bandra Kurla Complex, Bandra (E), Mumbai – 400051, India

**Symbol:** SJLOGISTIC

**Subject: Press Release on Audited Financial Results (Standalone & Consolidated) for the quarter and year ended March 31, 2024**

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended from time to time, please find the enclosed in Press Release on Audited Financial Results (Standalone & Consolidated) for the quarter and year ended March 31, 2024.

This will also be available on the Company's Website at <https://www.sjlogistics.co.in/>

Kindly take the same on your records.

Thanking you,

For and on behalf of  
**S J Logistics (India) Limited**

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**Rajen Hasmukhlal Shah**  
**Chairman & Managing Director**  
DIN: 01903150

Registered Office

Office No. 901/902/903, Centrum, Opp. Raila Devi Lake, Wagle Estate Thane (West)-400604. Maharashtra, INDIA

Tel.: +91 22 61982800. Fax: +91 22 61982801. Email: info@sjgroup.co.in | www.sjlogistics.co.in

CIN: U63000MH2003PLC143614



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## BUSINESS HIGHLIGHTS FY 2023-24

**S J LOGISTICS (INDIA) LIMITED** delivers Strong Financial Performance and Unveils Strategic Vision for Future Growth.

**S J Logistics (India) Limited**, a distinguished leader in the freight forwarding industry, proudly announces its stellar performance for the fiscal year 2023-24. 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.

### FINANCIAL HIGHLIGHTS

Key highlights of S J Logistics (India) Limited's performance for Fiscal 2023-24 include:

#### **Consolidated**

- Revenue from Operations increased to Rs.270.86 Crores (182% Y-o-Y Growth)
- EBITDA in absolute terms increased to Rs.31.93 Crores (238% Y-o-Y Growth)
- EBITDA margin increased from 8.99% to 11.79%
- PAT in absolute terms increased to Rs.22.61 Crores (273% Y-o-Y Growth)
- PAT margin increased from 5.55% to 8.35%

#### **Standalone**

- Revenue from Operations increased to Rs.148.71 Crores (38% Y-o-Y Growth)
- EBITDA in absolute terms increased to Rs.16.15 Crores (266% Y-o-Y Growth)
- EBITDA margin increased from 5.62% to 10.86%
- PAT in absolute terms increased to Rs.10.07 Crores (426% Y-o-Y Growth)
- PAT margin increased from 2.19% to 6.77%

### ORDERS IN HAND

Our company is pleased to report a robust and sufficient orders in hand, reflecting strong demand for our Project cargo Shipments and the trust placed in us by our clients. The size and stability of our orders serve as a testament to our market leadership, operational excellence, and the quality of our service offerings.

The ample orders in hand provides visibility into future revenue streams, offering stability and predictability in our financial performance. It not only underscores the resilience of our business model but also positions us well to capitalize on growth opportunities and navigate market fluctuations effectively.

Looking ahead, our sufficient orders in hand provides a solid foundation for sustainable growth and enables us to plan and allocate resources strategically. We will continue to focus on operational excellence, innovation, and customer satisfaction to further strengthen our position in the market and drive long-term value for our stakeholders.

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## **MAJOR BUSINESS DEVELOPMENTS**

### **PSU CUSTOMERS ONBOARDING**

We are excited to announce our pursuit of new business opportunities within Public Sector Undertakings (PSUs) for handling their logistics requirements. PSUs represent a cornerstone of the national economy, and their logistics needs are diverse and crucial for their operations. Our company is uniquely positioned to cater to the logistics needs of PSUs, drawing upon our extensive experience, expertise, and infrastructure in freight forwarding. We understand the intricacies of managing complex supply chains and are well-equipped to provide customized solutions that optimize efficiency, reduce costs, and ensure timely delivery. As we embark on this journey to support PSUs with their logistics needs, we are committed to fostering long-term partnerships built on trust, transparency, and collaboration. Our goal is to become the preferred logistics partner for PSUs, driving value creation, and contributing to their mission of national development.

### **IATA LICENSE**

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. This license will not only enhance our credibility and reputation in the market but also open up new avenues for growth and collaboration. Upon successful completion of the licensing process, we will join a select group of industry-leading companies authorized to provide air cargo services in accordance with IATA regulations. This will enable us to offer a wider range of air freight solutions to our clients, including access to preferential rates, enhanced cargo visibility, and streamlined documentation processes. Moreover, obtaining an IATA license will reinforce our position as a trusted partner for our clients, assuring them of our adherence to stringent industry standards and best practices. It will also strengthen our relationships with airlines and other industry stakeholders, facilitating smoother operations and better service delivery.

## **FUTURE OUTLOOK**

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.

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## **ABOUT S J LOGISTICS INDIA) LIMITED**

S J Logistics (India) Limited stands as a premier international logistics service provider, encompassing an array of services including freight forwarding, transportation, warehousing, Non-Vessel Operating Common Carrier (NVOCC), and customs clearance. It has two wholly-owned subsidiaries i.e. SJA Logisol India Private Limited and S.J.L. Group Singapore Pte Ltd. The Company has made its debut in the primary market with an IPO & Listed its securities on NSE Emerge in December 2023

## **DISCLAIMER**

Certain statements in this document that are not historical facts are “forward looking statements”. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause 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 statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

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