



S J LOGISTICS (INDIA) LIMITED

August 23, 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- Disclosure under Regulation 30 of SEBI (LODR) Regulations, 2015

Dear Sir/ Madam,

Pursuant to Regulation 30 of SEBI (LODR) Regulations, 2015 and all the other applicable provisions thereto, please find attached Press Release dated 23rd August 2024 in relation to announcement of Financial Results for the quarter ended 30th June 2024.

Kindly take on record the above.

Thanking You

For S J Logistics (India) Limited

RAJEN

HASMUKHL

AL SHAH

Rajen Hasmukhlal Shah

Chairman & Managing Director

DIN: 01903150

Digitally signed by
RAJEN HASMUKHLAL
SHAH
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CIN : L63000MH2003PLC143614

S J Logistics (India) Limited reports
Strong Financial Performance for Q1 of FY 25

S J LOGISTICS (INDIA) LIMITED, a leading player in the Shipping & Logistics Sector announced its financial results for Q-1 of the fiscal year 2025, showcasing a robust performance amidst a dynamic market environment.

Our Company has received Certificate of Accreditation from IATA to promote, sell and handle international air cargo transportation in previous month. This move into air freight is seen as a major milestone in the company's strategic development, providing customers with a complementary range of services and strengthening the overall logistics business. The customer on-board process has already started & the impact of the same can be seen in the upcoming financial results.

Recently, CMD of our Company had been felicitated as Winner of "***The Dynamic Entrepreneur of The Year***" Award at 14th All India Maritime & Logistics Awards. This honour reflects our unwavering commitment to leading the logistics industry.

Key Financial Highlights

Consolidated

- Company has been able to achieve Revenue from Operations of Rs.100.71 Crores in Q-1 of FY25 vis-a-vis Rs.270.86 Crores for full FY24
- EBITDA achieved by Company in Q-1 of FY25 is Rs.14.13 Crores vis-a-vis Rs.29.43 Crores for full FY24
- EBITDA margins have increased from 10.87% in FY24 to 14.03% in Q-1 FY25
- PAT achieved by Company in Q-1 of FY25 is Rs.10.73 Crores vis-a-vis Rs.22.61 Crores for full FY24
- PAT margins have increased from 8.35% in FY24 to 10.65% in Q-1 FY25

Standalone

- Company has been able to achieve Revenue from Operations of Rs.62.81 Crores in Q-1 of FY25 vis-a-vis Rs.148.71 Crores for full FY24
- EBITDA achieved by Company in Q-1 of FY25 is Rs.7.33 Crores vis-a-vis Rs.13.64 Crores for full FY24
- EBITDA margins have increased from 9.17% in FY24 to 11.67% in Q-1 FY25
- PAT achieved by Company in Q-1 of FY25 is Rs.5.28 Crores vis-a-vis Rs.10.07 Crores for full FY24
- PAT margins have increased from 6.77% in FY24 to 8.40% in Q-1 FY25

Orders in Hand

We are pleased to share that our order book remains exceptionally strong, reflecting a healthy pipeline and sustained demand for our logistics services. The robust volume of orders is a direct result of our ongoing efforts to expand our market reach and enhance our service offerings. We have successfully secured several long-term contracts with key players for Project Cargo Shipments, which are expected to contribute significantly to our revenue in the coming quarters.

Our strong order book is also a testament to our ability to meet the evolving needs of our clients and adapt to market dynamics. Looking ahead, we are confident that our solid order book will provide a stable foundation for our growth and enable us to drive continued success. We remain committed to delivering exceptional service and value to our clients, while leveraging our strong position to capitalize on emerging opportunities in the logistics sector.

Management Commentary

Rajen Hasmukhlal Shah, Chairman & Managing Director of S J Logistics (India) Limited, commented on the company's financial performance for the Q-1 of fiscal year 2025:

"We are delighted to report a robust financial performance for Q1 FY25, highlighting our resilience and strategic foresight in a rapidly evolving logistics landscape. The exponential increase in consolidated revenue and growth in net profit are testaments to our team's dedication and our strategic initiatives aimed at driving sustainable growth.

This quarter, we have seen significant improvements across our key performance metrics. Our company has achieved consolidated revenue of Rs.100.71 Crores in Q-1 FY25 which was Rs.270.86 Crores in full FY24, this growth reflects not only the expansion of our service offerings but also our focus on operational efficiency and market penetration. Further, the rise in consolidated net profit demonstrates our effective cost management and operational discipline, enabling us to enhance shareholder value while investing in our future.

Increase in our EBITDA margin which is 14.03% in Q1 FY25, as compared to 10.87% in FY23-24 underscore the success of our ongoing initiatives to optimize our logistics processes and control costs. This has been possible with the increased contribution of Project Cargo Shipments which carry higher EBITDA margins. These improvements are crucial as we continue to navigate a complex market environment.

The increase in cargo volume and the improvement in delivery timelines are particularly noteworthy. They are indicative of our commitment to operational excellence and our ability to meet the evolving needs of our customers with greater efficiency and reliability.

Future Outlook

Looking ahead, our company is optimistic about the growth opportunities in the logistics sector. The company plans to further expand its operations and enhance its service capabilities to meet the evolving needs of its customers and also on-boarding of new customers. With a strong focus on sustainability and digital transformation, S J Logistics (India) Limited aims to lead the industry in providing innovative and efficient logistics solutions. The company is also exploring strategic partnerships and acquisitions to strengthen its market position and drive long-term value creation. Our focus will remain on leveraging emerging opportunities and driving innovation to deliver superior value to our clients and stakeholders

Our team's relentless pursuit of excellence, coupled with our strategic investments, positions us well to capitalize on the growing demand for logistics services. We are optimistic about the future and are committed to maintaining our momentum as we advance into the second Quarter of the fiscal year."

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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