



S J LOGISTICS (INDIA) LIMITED

March 11, 2025

National Stock Exchange of India Limited

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

Symbol: SJLOGISTIC

Subject: Exhibiting and leading as Title Sponsor for Mega Cargo Show CTL & BHP 2025

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, We are Pleased to inform you that Company is exhibiting and leading as Title Sponsor for **Mega Cargo Show CTL & BHP 2025** happening in Jio World Convention Centre, Mumbai on March 11, 2025 and March 12, 2025.

Mega Cargo Show CTL & BHP 2025 & S J Logistics India Limited's Participation

The **Mega Cargo Show CTL & BHP 2025** returns for its 15th edition at Jio World Convention Centre, BKC, Mumbai on 11th & 12th March 2025. This prestigious event brings together a diverse group of stakeholders from the cargo, logistics, and shipping industries, providing a unique platform to delve into the evolving challenges, trends, and opportunities shaping the sector. With over 100 exhibitors and more than 10,000 attendees from India and across the globe, the expo will showcase cutting-edge solutions in cargo handling, transportation, logistics technology, and supply chain management. It will provide opportunities for business networking, knowledge exchange and collaboration, featuring state of the art equipment and services designed to enhance efficiency in the logistics industry.

S J Logistics (India) Limited, as the Title Sponsor and exhibitor at the Mega Cargo Show CTL & BHP 2025, is set to receive outstanding visibility globally. In this regard, Exim India conducted an exclusive interview with our CMD, Mr. Rajen Shah, which was featured in the Exim Newspaper, dated March 10, 2025. A copy of the coverage is attached for your reference as Annexure I.

This prestigious event offers a prime opportunity to highlight the company's strengths in freight forwarding, project cargo management, and comprehensive logistics services. By connecting with a diverse audience of EPCs, shippers, and logistics professionals, S J Logistics can expand its international reach, discover new business avenues, and stay ahead of emerging trends. Engaging with key stakeholders will elevate the brand, facilitate strategic alliances, and reinforce its position as a leader in the logistics field.

Our CMD, Mr. Rajen Shah along with other prominent dignitaries of the Industry had an Inauguration ceremony of CTL BHP exhibition today. Details relating to inauguration ceremony are attached as Annexure II.

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

Parth Raval
Company Secretary & Compliance Officer

Registered Office

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CIN: L63000MH2003PLC143614



S J Logistics (India) Limited

**SJ LOGISTICS
IS SET TO LEAD AT
MEGA CARGO SHOW 2025!**

11 12

MARCH

MEET US AT BOOTH F-01

Let's shape the future of logistics together!

JIO WORLD CONVENTION CENTRE, MUMBAI

 www.sjlogistics.co.in

'I want SJ Logistics to be a 5PL, a global MNC'

—Rajen Shah, CMD, SJ Logistics (India) Ltd



From a Chartered Accountant handling key responsibilities at leading firms to founding a listed logistics company that has been making its mark in providing comprehensive end-to-end solutions, it has been a journey of perseverance and resolve for **Mr Rajen Shah, Chairman and Managing Director of SJ Logistics (India) Ltd**. His aim is to grow the company into a global MNC from India, which is reflected in its steady expansion both in the country and overseas.

With SJ Logistics all set to be a prominent presence at the **CTL BHP 2025 mega exposition and conference** beginning tomorrow, Mr Shah dwelt on the company's journey thus far and its future plans in an interaction with **Exim India**. Excerpts:

★ How did SJ Logistics come into being?

That's an interesting story. I am a qualified Chartered Accountant and this is a first generation business. I started out as an employee in the Mafatlal Group and then moved to Johnson Tiles where I began looking after many departments besides accounts. EXIM was one of them; it was a new area for me and I found it exciting. I began handling all the imports of the company, which also involved negotiating shipping rates. I found all of this very interesting and that is what drew me to logistics. The



Mr Rajen Shah, CMD, SJ Logistics (India) Ltd

industry was not very prominent then, and when I ventured into it there were many who questioned why a CA wanted to become a transporter. I commenced SJ Shipping Agency in 1999 as a proprietary concern involved in forwarding. It became a private limited company in 2003, which was converted into a deemed public company in 2016. In 2023, SJ Logistics (India) Ltd got listed on the SME segment of the NSE.

★ What are the main activities of the company and some of the key commodities it handles?

Our main activity is forwarding. We have a lot of long-term contracts with major MLOs and work with almost all of them. We handle all types of commodities but have specialised in a few over the years like steel cargo and yarn which have provided us consistent business. We handle significant volumes of yarn from South East Asia, and have our own office in Singapore since 2013. We have also been moving a lot of project cargo, like earthmoving

equipment, dumpers etc. and specialise in transmission towers. These go to Africa, Europe and Latin America. Africa, especially, is a huge market for transmission towers. Tyres have also emerged as a key segment for us, with a lot of good clients. The primary markets are Europe, Latin America and North America. We have good partners in all these major global regions and even have our own JVs in some places. We have our own B/L registered with Customs in major South American countries and are a member of key international logistics networks.

★ How would you describe your clientele?

We have a strong and wide-ranging client base. It has been our policy from the beginning to get maximum business directly from Exporters and be less dependent on Freight Forwarders for business. That is what we have been doing in most of our forwarding business.

★ Is SJ Logistics also an NVOCC?

Yes, we have an NVOCC division with over 2,000 containers. We are building up our inventory and plan to reach 5,000 containers shortly. We offer services to the Gulf, Upper Gulf and the Middle East. Libya is also now a major focus. It is a gateway to the Middle East, a non-sanctioned country where the duty structure is low. As Libya is undergoing reconstruction, there is high demand for building materials. We have good partners in Libya too.

★ What are some of the other services that you offer?

We are also into ancillary services. We have a pool of 50 container trailers, a yard in Nhava Sheva as well as a warehouse. The trailers are used both for transportation requirements of our in-house forwarding customers and are also for outside transportation business. The warehouse commenced operations in a small way last year and we will expand capacity as demand increases.

★ What is the company's USP?

One of our USPs is DAP shipment in project cargoes. Generally the ratio of DAP is only 30%; 70% is port to port. But when we move transmission towers, for example, the ratio changes completely – 80% is DAP service and just 20% port to port. Our USP is also in handling documentation, exemption certificates, liaisoning with the relevant



authorities, as well as the specialisations offered with our global partners.

★ In what type of vessels do you load project cargoes?

We are into the containerised business and, therefore, cargo like transmission towers and ancillaries go into 20ft and 40ft boxes. Sometimes Open Top. Containers are not a problem, we get them from MLOs.

★ Does the company also provide domestic logistics services?

Yes, SJ is also into domestic logistics. In fact, if required, we even outsource such services for customers, be it warehousing, transportation, or CHA services. But we have our own team to look after the overall operations.

★ How important is digitisation and technology in logistics today?

Digitisation and technology are extremely important. Customers today want continuously updated information about the location of their cargo, transit time, the situation in a particular trade lane like the Red Sea, etc. This is made possible by digitisation and technology. So it cannot be avoided and will only grow further. Technology is constantly advancing and all of us in the industry have to adapt accordingly.

★ How has the company's growth been over the years and what are the projections for the future?

The company's growth has been steady. This is a capital-driven industry and if one has a good amount of capital

to deploy, that helps to grow the business. Post-listing, we have grown 3x, putting the funds raised from the market into our various verticals. We want to continue strengthening our verticals and also foray into new ones. For example, we now have an IATA licence and handle a good amount of air cargo. That was not the case about 1.5 years before. There will be ups and downs in growth but ultimately, I want to see 70-80% of the company's business in auto mode across verticals. It is not easy but we are working towards that goal.

★ Could you elaborate on your branch network?

In India we have branch networks in Delhi, Mumbai, Ludhiana, Kanpur, Jaipur, Jodhpur, Ahmedabad, Gandhidham, Vadodara, Surat, Pune, Chennai and Vizag. Internationally, we have own offices in the key hubs of Dubai and Singapore.

Services/Solutions

- | | |
|-----------------|-------------------------|
| ◆ Ocean Freight | ◆ Air Freight |
| ◆ Project Cargo | ◆ Warehousing |
| ◆ NVOCC | ◆ Inland Transportation |
| ◆ Door Delivery | ◆ CHA |

★ How do you view the growth of the Indian economy?

The Indian economy has shown good growth in the last decade. Infrastructure development has been one of the highlights, especially near the ports, which has facilitated the logistics sector and increased India's participation in the global market. The future looks bright and going ahead I want India to be a driving force of the world economy. The government's Viksit Bharat 2047 is a great initiative towards this end, in which logistics will be a major contributor. The government is aiming for a positive balance of trade, which I think will happen.

★ Any suggestions for the government?

I think the Indian logistics sector needs more policy and regulatory facilitation. The cost of logistics should be brought down to benefit the Indian trade. The cost of borrowing should also be reduced. This will provide a level playing field to Indian logistics players.

★ What is your key aim for SJ Logistics going ahead?

I want SJ Logistics to be a 5PL, a global MNC that is an integral part of the logistics business worldwide. It will not be easy, because we are competing with big global players. But we will put in all efforts to make it happen. ■





S J LOGISTICS (INDIA) LIMITED



Dignitaries Present at the Event

Mr. Gopal Krishna (IAS)	Former Shipping Secretary, Ministry of Shipping, Government of India & Chairman, CSC (Conciliation and Settlement Committee)
Mr. Rajen Shah	Chairman & Managing Director, S J Logistics India Limited
Ms. Shannon Gonzales	Global Senior Director, Project & Energy Services, Expeditors
Mr. Mukesh Oza	Group President & CEO, Samsara Group
Mr. Dushyant Mulani	Director, Khimji Poonja Freight Forwarders Pvt Ltd & Chairman, Federation of Freight Forwarders Association in India (FFFAI)
Mr. Rajiv Jalota, (Retd. IAS)	Advisor, Indian Ports Association
Mr. John Southwell	Senior Trade and Investment Commissioner (a/g) and Minister Counsellor (Commercial) - South Asia, Australian Trade and Investment Commission (Austrade)
Mr. Shyam Jagannathan (IAS)	Director General of Shipping, Directorate General of Shipping

Registered Office

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