

**JFLL/CS/SE/2024-2025/38**

**Date: 19.12.2024**

**To,**  
Listing Department,  
**National Stock Exchange of India Limited,**  
Exchange Plaza, Bandra Kurla Complex,  
Bandra East, Mumbai-400051.  
NSE Trading Symbol: JETFREIGHT

Listing Operations Department,  
**BSE Limited,**  
P.J. Towers, Dalal Street,  
Mumbai – 400 001.  
BSE Scrip Code: 543420

**ISIN: INE982V01025**

**Subject: Presentations made/being made to analysts / institutional investors.**

In furtherance to our Intimation bearing no. JFLL/CS/SE/2024-2025/37 dated 17.12.2024 and Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor presentation December 2024 which will be used to interact by the Company to the analysts/ institutional investors at the event to be held on 20.12.2024.

This presentation is also available on the website of the Company at [www.jfll.com](http://www.jfll.com) for the information of members and the public at large.

Kindly take the same on record.



Thanking you,  
Yours faithfully,

**For Jet Freight Logistics Limited**

**Anmol Ashvin Patni**  
**Company Secretary & Compliance Officer**

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**REGD. OFFICE:** C-706, Pramukh Plaza, Cardinal Gracious Road, Opp. Holy Family Church,  
Chakala, Andheri East, Mumbai – 400099

 +91 22 6104 3700  [contactus@jfll.com](mailto:contactus@jfll.com)  [www.jfll.com](http://www.jfll.com)

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# JET FREIGHT LOGISTICS LTD

Investor Presentation

December 2024



# DISCLAIMER

This document has been prepared for information purposes only and is not an offer or invitation or recommendation to buy or sell any securities of Jet Freight Logistics Ltd (“JFLL”, “Jet Freight Logistics”, “Jet Freight”, “Company”), nor shall part, or all, of this document form the basis of, or be relied on in connection with, any contract or investment decision in relation to any securities of the Company. This document is strictly confidential and may not be copied, published, distributed or transmitted to any person, in whole or in part, by any medium or in any form for any purpose. The information in this document is being provided by the Company and is subject to change without notice. The Company relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness. This document contains statements about future events and expectations that are forward-looking statements. These statements typically contain words such as "expects" and "anticipates" and words of similar import. Any statement in this document that is not a statement of historical fact is a forward looking statement that involves known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. None of the future projections, expectations, estimates or prospects in this document should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates or prospects have been prepared are correct or exhaustive or, in the case of the assumptions, fully stated in the document. The Company assumes no obligations to update the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements. You acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.

# PRESENTATION OUTLINE

- Company Overview
- Business Overview
- Way Forward
- Financial Highlights





# COMPANY OVERVIEW



Full stack integrated logistics company with **Domestic and Global** presence



# ENCOMPASSING ENTIRE LOGISTICS SUPPLY CHAIN

“Advancing from **2PL** to **4PL** for **Seamless Supply Chain Integration**”

Operating Since **1986**

Established in **Mumbai**

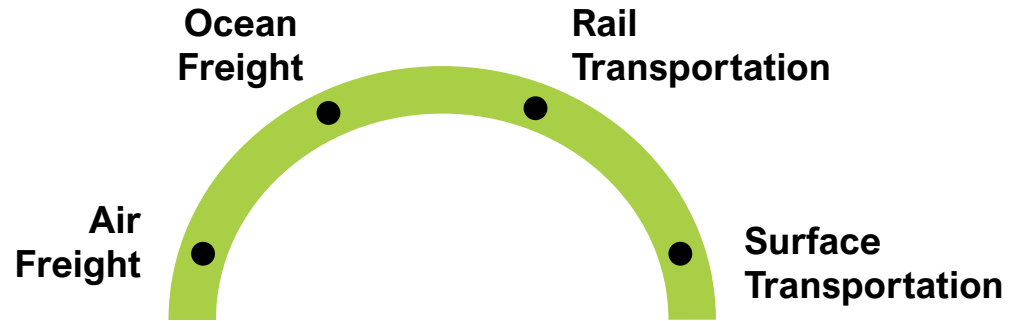
Serving **150+ countries**

Handling **200+ Tonnes/Day**

Agency Network **5000+**

Employee Strength **200+**

**Door to Door & Port to Port Delivery**  
International | Domestic



Trusted & Sustainable  
**“Freight Forwarder”**

Warehousing Services

Courier Services

Custom Clearance

# OUR CORE GUIDING PRINCIPLES

## Vision

To be a growth oriented company by becoming the preferred choice in total logistics management servicing global customers.

## Mission

To be the foremost Integrated logistics provider, with a focus on operational excellence, technology, and value proposition, resulting in Customer and Employee satisfaction thus ensuring excellent financial results.

## Core Values



Customer First



Collaboration



Agility



Rise to Innovate



Growth mindset



Ownership



# LEADERSHIP BEHIND OUR FREIGHT SOLUTIONS



**Mr. Richard Francis Theknath**  
Chairman & Managing Director

With 28 years of experience at Jet Freight, Mr. Richard Theknath is the Chairman & Managing Director of the company. A pioneer in the industry, he fosters a competitive yet supportive environment, promoting continual improvement and a positive approach to challenges. His leadership has united Jet Freight's skilled workforce, driving the company to achieve significant milestones. Actively involved in daily operations, Mr. Theknath plays a key role in strategic decisions across marketing, development, and business operations. He holds an FMBA from NMIMS Mumbai and an Executive MBA from IIT Bombay and Washington University in St. Louis. He enjoys traveling, reading, and mentoring.



**Mr. Dax Francis Theknath**  
Executive Director

With 16 years of experience in freight forwarding, logistics, customs clearing, and handling Mr. Dax Theknath, Executive Director at Jet Freight, is an exceptional multitasker. His expertise drives sales and operational excellence, while overseeing overseas business expansions and new verticals. Dax plays a key role in employee development and restructuring within the organization. Passionate about both career growth and flying, he holds a commercial pilot license from the Department of Transportation and FAA. Dax enjoys football, music, and mentoring.

# OUR JOURNEY - SOARING THE SKIES & SAILING THE SEAS

**1986**

Mr. Francis Theknath founded **Jet Airfreight**, a proprietorship business in Airfreight

**1995**

Mr. Richard Theknath joined the business

**1999**

"IATA" Certified

**2006**

Incorporated as "**Jet Freight Logistics Private Limited**"

**2012**

Mr. Dax Theknath joined the business & Mrs. Agnes Francis Theknath rejoined the company in the capacity of a director

**2019**

Commenced **Ocean Shipping**

**2018**

**First Global Footprints in Dubai**  
Technology Footprint

**2017**

Jet Freight gets ranked "**No.1 Agent**" for **International Perishable Cargo by Air India** & "**Top Cargo Agent**" by Emirates

**2016**

Converted into **Jet Freight Logistics Limited** & listed on **NSE Emerge** platform.

**2015**

**CSR Initiative** - The **Saved Pearl Foundation** founded by Mrs. Arlene Theknath

**2020**

Expansion in **Netherlands**

**2021**

**Migrated to Main Board of NSE & BSE.**  
**Started Road Transportation**

**2022**

Initiated "**Mission Excel**", **A Business Transformation Initiatives**  
Started **Courier Services**  
Expansion in **UK & USA**

**2023**

Significant increase in volume



# A COMPREHENSIVE BUSINESS OVERVIEW

# PROVIDING GLOBAL LOGISTICS & SUPPLY CHAIN SOLUTIONS

Leading **2PL Freight Forwarder**, Transitioning to **4PL**

Offers logistics solutions for **import, export, domestic, and third-country supply chain needs**

**Technology-driven** global freight forwarding company

**Tailor-made logistics solutions** for businesses of all sizes

Specializes in **Air & Ocean Freight** services

Expertise in **perishables, time-sensitive, general cargo, ODC, hazardous, and refrigerated shipments** across Air, Sea, Rail, and Road

**Authorized Customs clearing agency**

Handling **150+ tonnes** of air cargo daily

Recognized with **top-performer awards** by Indian and International Airlines and institutions

**Expertise in handling time-sensitive shipments** in critical situations



Operating across **13 branches in India**



Present in **4 international locations**



Powering Operations with **Digital Platform** (under development)

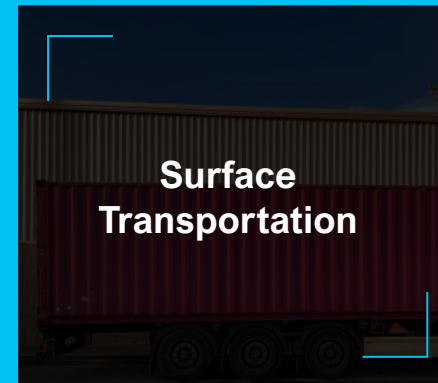
# OUR INTEGRATED LOGISTICS SOLUTION (1/2)

- Handling over 150 tonnes of cargo daily.
- Specializing in perishables, pharmaceuticals, electronics, and more.
- Global presence with 150+ countries served.
- IATA affiliation and partnerships with 100+ airlines.
- Services include door-to-door delivery, charter flights, and temperature-controlled shipments.



- Global reach across all major seaports.
- Expertise in heavy lift, over-dimensional, and breakbulk cargo.
- Real-time tracking and end-to-end service solutions.
- Partnerships with leading carriers ensuring flexibility and reliability.

- Extensive network connecting major cities and industrial hubs in India and worldwide.
- Cross-border rail services, parcel transportation, and more.
- Partnerships with leading rail operators for global coverage.

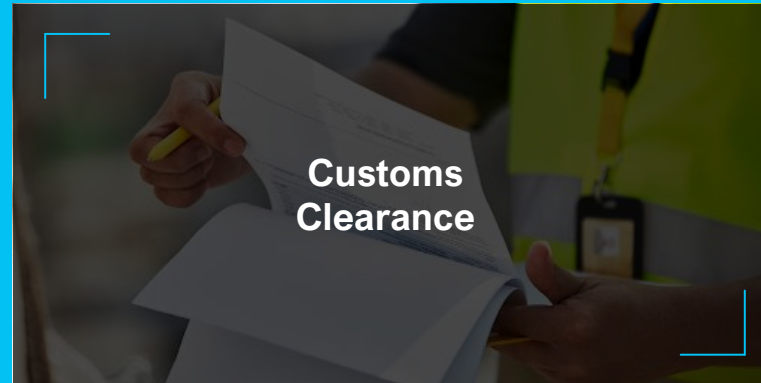


- Domestic and international door-to-door services through JETXPS (Jet Freight Express Pvt Ltd).
- Fleet of trucks, trailers, and delivery vehicles for B2B services.

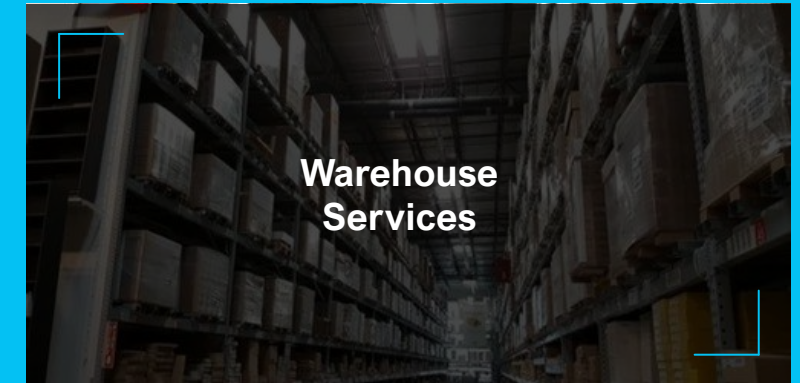
# OUR INTEGRATED LOGISTICS SOLUTION (2/2)



- Jet Express, our subsidiary, offers reliable courier services globally.
- Services include express delivery, same-day and next-day delivery, with value-added services such as packaging and tracking.



- Licensed Customs House Agent (CHA) with a global network of partners.
- Full-service customs clearance for air, ocean, and surface shipments.
- End-to-end solutions for import/export, documentation, and cargo inspection.



- Well-managed warehouses for both domestic and international shipments.
- Specialized temperature-controlled solutions and inventory management.
- Re-packaging, palletizing, and handling of diverse cargo types.

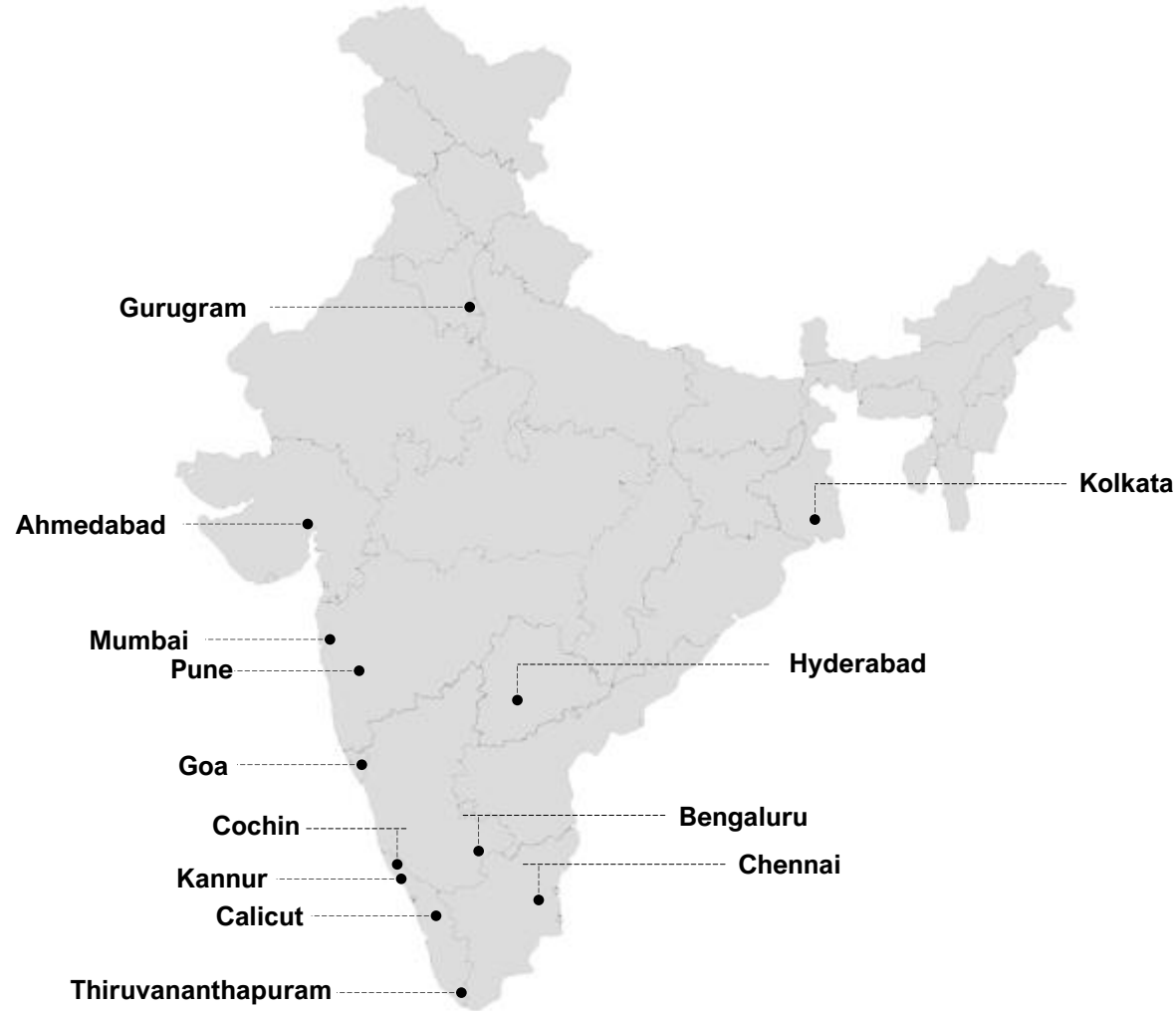
# INDUSTRY-SPECIFIC SOLUTIONS FOR ALL SECTORS

- Perishable
- Agricultural and Frozen Goods
- Fertilizers
- FMCG
- Pharma and Nutraceutical
- Textiles
- Leather Products
- Imitation Jewellery
- Medical Instruments
- Machinery
- Electronics Goods
- Petroleum, Oil and Gas
- Chemicals
- Aerospace and Defence
- Metals and Minerals
- Iron and Steel
- Paper, Rubber & Plastic
- Glass Products
- E-commerce
- Power & Telecommunication
- Engineering goods
- Vehicle and Automobile
- Transport Equipment
- Dangerous goods



- Corporates
- Manufactures
- Government bodies
- Perishable goods
- Vaccine
- E-Commerce
- Courier
- Consolidators

# PRESENCE – BRANCH OFFICES



United Kingdom



USA



Netherlands



Dubai



# PRESENCE – INTERNATIONAL

Serving  
**150+** countries

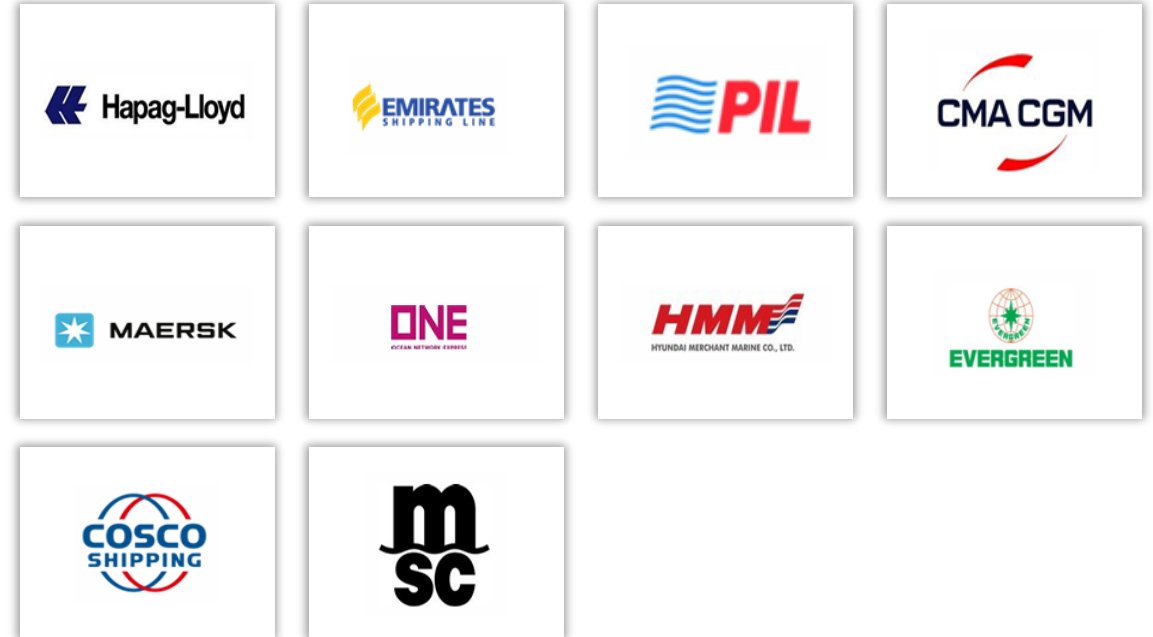
**KEY HUBS:** Dubai, London, Doha, Frankfurt, Rotterdam, Sharjah, Abu Dhabi, Bangkok

# OUR PREFERRED CARRIER PARTNERS

## Airlines



## Shipping Lines



# COMPETITIVE ADVANTAGE



## Courier Service

With our digital platform, we ensure seamless tracking, real-time updates, and data-driven decisions to improve operational efficiency.



## Global Network

Operating in 150+ countries and leveraging partnerships with leading airlines, shipping lines, and rail carriers worldwide to offer reliable, flexible, and cost-effective logistics solutions.



## Customization & Flexibility

Tailored logistics solutions to meet unique client requirements, including handling perishables, hazardous cargo, time-sensitive shipments, and more.



## Industry Recognition

Awarded top-performer certifications by numerous Indian and international airlines and institutions for excellence in service and operations.

# ASSOCIATIONS & CERTIFICATIONS

“ Recognized and awarded top performer certifications by many airlines in India ”

## ASSOCIATIONS





# WAY FORWARD

# WAY FORWARD



Growth over  
Next 3 to 5 Years

**Volume CAGR  
@10% to 15%**

**Earnings CAGR  
@ 40%**

Expanding  
Operations Globally

**Door to Door  
Delivery**  
*(with a Particular  
focus on Domestic  
Services)*

Scaling  
Up

**Ocean Freight  
Operation**



# FINANCIAL HIGHLIGHTS

# QUARTERLY RESULT SUMMARY & HIGHLIGHTS

Particulars (INR Mn)	Q2FY25	Q1FY25	Q2FY24	YoY%	H1FY25	H1FY24	YoY%
Revenue from Operations	871.2	1,420.4	882.4	(1.3)	2,291.5	2,017.9	13.6
<b>Total Expenditure</b>	<b>837.3</b>	<b>1,386.3</b>	<b>878.4</b>	<b>(4.7)</b>	<b>2,223.6</b>	<b>2,025.7</b>	<b>9.8</b>
Operating Expenses	770.1	1,320.3	799.9	(3.7)	2,090.4	1,859.1	12.4
Employee Benefit Expenses	49.1	51.8	64.3	(23.5)	100.9	124.7	(19.1)
Other Expenses	18.1	14.3	14.3	26.4	32.4	41.9	(22.8)
<b>EBITDA</b>	<b>33.8</b>	<b>34.1</b>	<b>4.0</b>	<b>754.9</b>	<b>67.9</b>	<b>(7.8)</b>	<b>100.0</b>
<b>EBITDA Margin (%)</b>	<b>3.9</b>	<b>2.4</b>	<b>0.4</b>	<b>+344 bps</b>	<b>3.0</b>	<b>(0.4)</b>	<b>+335 bps</b>
Other Income	2.4	1.5	1.9	26.5	3.9	3.6	7.1
Depreciation	5.3	5.2	6.8	(22.7)	10.5	13.4	(22.2)
<b>EBIT</b>	<b>31.0</b>	<b>30.3</b>	<b>(0.9)</b>	<b>(3480.3)</b>	<b>61.4</b>	<b>(17.6)</b>	<b>100.0</b>
Interest	15.8	14.6	13.1	20.7	30.5	26.9	13.2
<b>Profit Before Exceptional Items &amp; Tax</b>	<b>15.2</b>	<b>15.7</b>	<b>(14.0)</b>	<b>(208.6)</b>	<b>30.9</b>	<b>(44.5)</b>	<b>100.0</b>
Exceptional Items (Net)	-	-	(19.9)	-	-	(19.9)	-
<b>Profit Before Tax</b>	<b>15.2</b>	<b>15.7</b>	<b>(34.0)</b>	<b>100.0</b>	<b>30.9</b>	<b>(64.5)</b>	<b>100.0</b>
Tax	5.6	5.3	-	-	10.9	(0.2)	100.0
<b>Profit After Tax</b>	<b>9.6</b>	<b>10.3</b>	<b>(34.0)</b>	<b>100.0</b>	<b>20.0</b>	<b>(64.3)</b>	<b>100.0</b>
<b>Net Profit Margin (%)</b>	<b>1.1</b>	<b>0.7</b>	<b>(3.8)</b>	<b>+495 bps</b>	<b>0.9</b>	<b>(3.2)</b>	<b>+406 bps</b>
<b>Reported Earnings Per Share (Rs)</b>	<b>0.21</b>	<b>0.22</b>	<b>(0.73)</b>	<b>100.0</b>	<b>0.43</b>	<b>(1.38)</b>	<b>100.0</b>

## H1FY25 vs H1FY24

**Revenue**  
▲ **13.6%**

**EBITDA**  
▲ **100.0%**

**EBITDA Margin**  
▲ **+355 bps**

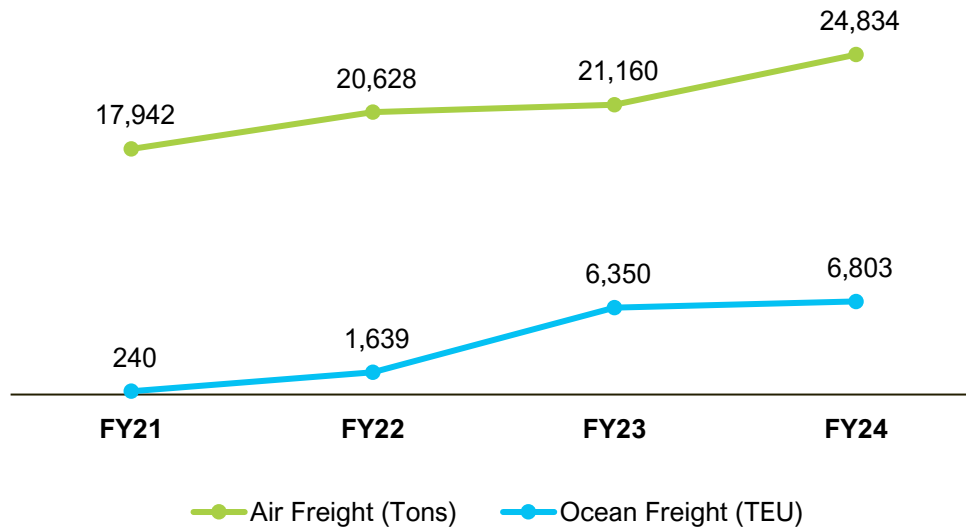
**Net Profit**  
▲ **100.0%**

**Net Profit Margin**  
▲ **+406 bps**

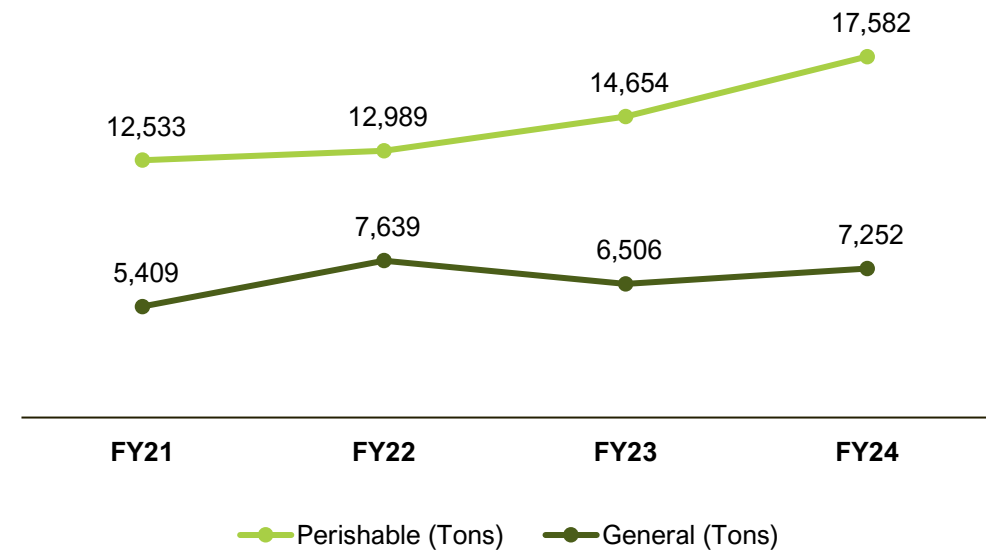


# VOLUME BIFURCATION

### Mode Wise



### Product Category Wise (Air Freight)



# INCOME STATEMENT (Standalone)



Particulars (INR Mn)	FY21	FY22	FY23	FY24	H1FY25
<b>Revenue from Operations</b>	<b>3,469.9</b>	<b>4,570.5</b>	<b>4,169.8</b>	<b>3,877.9</b>	<b>2,291.5</b>
<b>Total Expenditure</b>	<b>3,374.9</b>	<b>4,463.1</b>	<b>4,089.8</b>	<b>3,818.8</b>	<b>2,223.6</b>
Operational Expenses	3,266.6	4,274.9	3,853.5	3,522.4	2,090.4
Employee Benefit Expenses	87.5	122.4	169.4	223.5	100.9
Other Expenses	20.8	65.9	66.9	72.9	32.4
<b>EBITDA</b>	<b>95.0</b>	<b>107.5</b>	<b>80.0</b>	<b>59.1</b>	<b>67.9</b>
<b>EBITDA Margin (%)</b>	<b>2.7</b>	<b>2.4</b>	<b>1.9</b>	<b>1.5</b>	<b>3.0</b>
Other Income	6.1	5.3	7.2	18.0	3.9
Depreciation	21.6	27.4	28.1	22.1	10.5
<b>EBIT</b>	<b>79.6</b>	<b>85.3</b>	<b>59.1</b>	<b>55.0</b>	<b>61.4</b>
Interest	38.8	40.4	50.5	59.4	30.5
<b>Profit Before Exceptional Items &amp; Tax</b>	<b>40.8</b>	<b>45.0</b>	<b>8.6</b>	<b>-4.4</b>	<b>30.9</b>
Exceptional Items	-	-	-	6.6	-
<b>Profit Before Tax</b>	<b>40.8</b>	<b>45.0</b>	<b>8.6</b>	<b>2.2</b>	<b>30.9</b>
Tax	13.7	16.8	7.9	-0.4	10.9
<b>Profit After Tax</b>	<b>27.1</b>	<b>28.2</b>	<b>0.6</b>	<b>2.6</b>	<b>20.0</b>
<b>Net Profit Margin (%)</b>	<b>0.8</b>	<b>0.6</b>	<b>0.0</b>	<b>0.1</b>	<b>0.9</b>
<b>Reported Earnings Per Share (Rs)*</b>	<b>1.17</b>	<b>1.21</b>	<b>0.01</b>	<b>0.06</b>	<b>0.43</b>

\*Historical EPS is recalculated for equitable comparison due to stock split in FY23.

# BALANCE SHEET (Standalone)

Particulars (INR Mn)	FY23	FY24	H1FY25
<b>EQUITY &amp; LIABILITIES</b>			
<b>Shareholders' Fund</b>	<b>622.4</b>	<b>624.8</b>	<b>644.9</b>
Share Capital	232.0	232.0	232.0
Other Equity	390.4	392.8	412.9
<b>Non-Current Liabilities</b>	<b>162.7</b>	<b>164.5</b>	<b>174.0</b>
Long Term Borrowings	155.4	156.9	165.7
Long Term Provisions	7.4	7.6	8.3
<b>Current Liabilities</b>	<b>753.5</b>	<b>916.4</b>	<b>713.4</b>
Short Term Borrowings	442.4	391.9	420.9
Lease Liabilities	10.9	9.1	9.5
Trade Payables	257.6	452.6	228.4
Short Term Provisions	0.8	0.9	0.9
Other Current Liabilities	41.8	61.8	53.6
<b>TOTAL</b>	<b>1,538.6</b>	<b>1,705.6</b>	<b>1,532.3</b>


Particulars (INR Mn)	FY23	FY24	H1FY25
<b>ASSETS</b>			
<b>Non-Current Assets</b>	<b>921.6</b>	<b>767.5</b>	<b>723.1</b>
Property, Plant & Equipment	140.8	122.4	124.6
Intangible Assets	153.9	140.5	136.1
Right-of-use Assets	10.8	8.6	9.3
Investment in Subsidiaries	2.7	2.6	2.6
Long Term Loans & Advances	19.6	10.9	11.2
Deferred Tax Assets (Net)	45.1	45.1	46.0
Income Tax Assets (Net)	243.2	140.4	95.7
Other Non-Current Assets	305.5	297.0	297.8
<b>Current Assets</b>	<b>617.0</b>	<b>938.1</b>	<b>809.2</b>
Trade Receivables	449.9	691.7	579.9
Cash & Cash Equivalents (CCE)	2.3	3.5	1.2
Bank Balance other than CCE	82.6	129.5	108.0
Other Current Assets	82.2	113.4	120.1
<b>TOTAL</b>	<b>1,538.6</b>	<b>1,705.6</b>	<b>1,532.3</b>



# THANK YOU !

## JET FREIGHT LOGISTICS LTD.

705-706, Wing C, Pramukh Plaza,  
Cardinal Gracious Road, Chakala,  
Andheri E, Mumbai 400099


 +91 22 6104 3700

 [contactus@jfill.com](mailto:contactus@jfill.com)

 <https://www.jfill.com>

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 +91 845288 6099

 [contact@kaptify.in](mailto:contact@kaptify.in)

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