



Jet Freight Logistics Limited

An NSE & BSE Listed Company ISO

9001:2015 Certified

CIN: L63090 MH 2006 PLC 161114

IATA No.: 14/3-4781

www.jetfreight.co

Date: 18.01.2022

JFLL/CS/SE/2021-2022/32

To,

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

The Secretary, Listing Department,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400 001.
BSE Scrip Code: 543420.

ISIN: INE982V01017

Subject: Outcome of the Schedule of Analyst / Institutional Investors/broking house meeting under the Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir/ Madam,

Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the points discussed in brief made to the analyst/institutional investors/broking house on a Virtual Group Call/meeting held in Mumbai on January 17, 2022.

Kindly take it on your records.

Thanks & Regards,
For **Jet Freight Logistics Limited**

Shraddha Mehta
Company Secretary & Compliance Officer

REGD. OFFICE: C-706, Pramukh Plaza, Cardinal Gracious Road, Opp. Holy Family

Church, Chakala, Andheri East, Mumbai - 400 099. Tel.: +91 22 6104 3700

Hotline No : 9614926926 Email : info@jetfreight.co Website : www.jetfreight.co

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Brief Transcript of the Virtual Group Call/Meeting of
Jet Freight Logistics Limited
(referred as “Jet Freight”) with
Analyst/Institutional Investors/broking house
held on **January 17, 2022.**

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The Meeting/discussion started with a general introduction of all the participants in the Meeting. Everyone exchanged kind words and greetings.

Mr. Richard Francis Theknath, Chairman & Managing Director initiated the topic by giving a brief overview/introduction about the business followed by the History of the Company since 1986. He also shared about the vision and mission mantra that Jet Freight follows.

After some discussion, the analyst/institutional investors/broking house representatives were welcomed to ask questions, if any about the Company and the business. Below is the list of questions asked by the representatives and the response that was given by the Company's end.

Question: Do rates Differ in Air & Ocean Freight?

Answer: Yes, rates differ in Air & Ocean Freight

Question: Does clientele differ in Air & Sea Freight Business?

Answer: Yes, in general, Air Freight clientele are related to perishable/pharma industry or where there is requirement of urgent shipment.

Question: Contract prices as sea freight price is high?

Answer: In case of sea, there is a possibility. The prices of Sea freight are increasing drastically, but like we've mentioned already, we have priority/contract prices. In case of Air business, we are number one Air exporter for most of the top airlines, consecutively since many years. We would like to highlight that, wherever there is Contracted pricing for Air freight with Airlines, for upcoming few months, we would pass on the benefit of the same to our Customers as well. This is practice and such rates may not be offered by our competitors in general parlance.

Question: How much difference in Air & Sea freight per tonne margin wise?

Answer: Though our Air Freight business is much wider than Sea, we are into both the businesses, we look forward to margins ranging between 5-15%.

Question: what is your Revenue mix?

Answer: Our revenue is around 80% with Air Export and 10% for Sea Business, balance is formed by hyper-local and domestic business, which we are doing with the help of IT Enabled platform where we have end-to-end solution for any customer. We also provide door-to-door delivery for our clients.

Question: Do you have Domestic Business?

Answer: Yes, we do have domestic business and we are planning to widen the scope of this market area in near future. Currently we have entered into couple of tie-ups with Corporates also for executing their B2B Shipments.

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Question: What is the Growth Rate of your Company?

Answer: We have a growth rate of around 30% on CAGR basis, and we are certain to continue this momentum in the near future.

Question: What is the market share of Jet Freight Logistics Limited in the Indian Air Freight Market?

Answer: We believe we are leaders in Air Freight. We have a market share of approximately 6% and have Air Freight of around 200 per tonne per day where the size of the market is 3000 per tonne a day.

Question: What are your Working Capital Days?

Answer: Around 15-30 days, because for Airlines we need to release their payments within 30-45 days and our customers would seek for credit on similar lines, varying from 30-45-60 days.

Question: How to be competitive? What is the competitive advantage?

Answer: We have a membership of WCA, we've been holding IATA license since couple of years' now and we are able to book space in Airlines for future months too, that's where we have competitive advantage along with better rates.

Question: Are there any volume commitments with Airlines?

Answer: Yes, as mentioned earlier, there are volume commitments with Airlines.

Question: Which industry dominates or gives more business?

Answer: In our case, most of the business is from Agri commodities which are perishable in nature. Second most important is pharma followed by engineering equipment's etc.

Question: Do we provide end-to-end services?

Answer: Yes, since we have tie-ups all across the world, we do provide end to end services be it Air, Sea or Domestic.

Question: What is your Profitability Margin?

Answer: Like we've mentioned earlier as well, our profitability margin varies between 5-15% amongst all different businesses.

The Virtual Group Call/Meeting was concluded by exchanging greetings and gratitude towards one another.

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