

JFLL/CS/SE/2024-2025/50

Date: 05.03.2025

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: Investor Presentation – Disclosure under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor presentation March 2025.

This presentation is also available on the website of the Company at 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

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



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www.jfll.com

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JET FREIGHT LOGISTICS LTD

Investor Presentation

March 2025



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PRESENTATION OUTLINE

- Company Overview
- Business Overview
- Way Forward
- Quarterly Performance Highlights
- Annual Performance 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

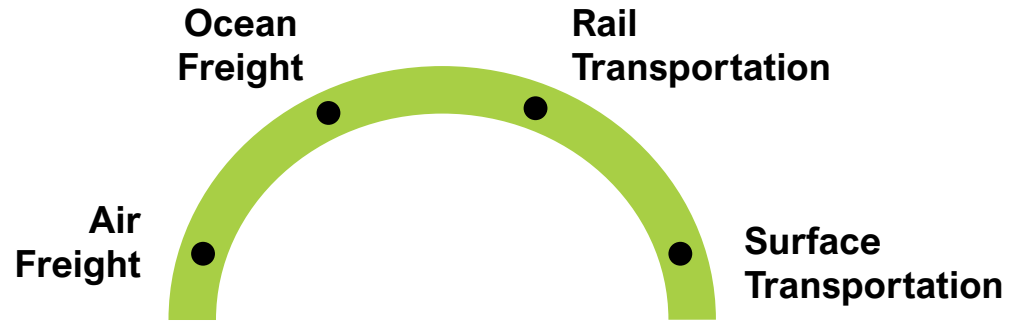
Serving
150+ countries

Handling
150+ 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)

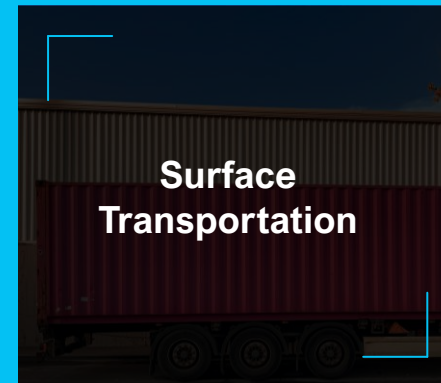
OUR INTEGRATED LOGISTICS SOLUTION (1/2)

- 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.

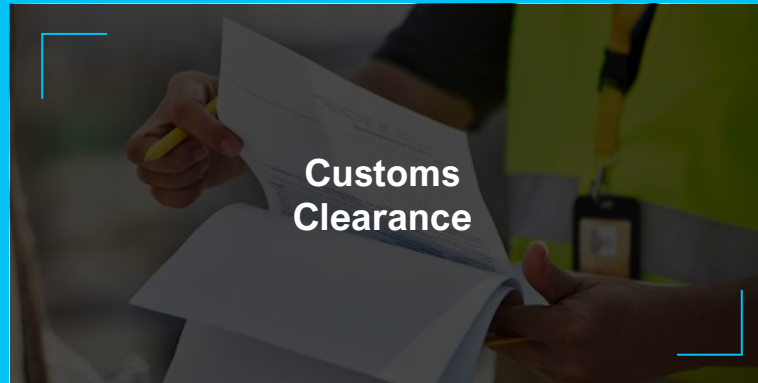


- Domestic and international door-to-door services through JETXPS (Jet Freight Express Pvt Ltd).
- Fleet of trucks, trailers, and delivery vehicles for B2B services.

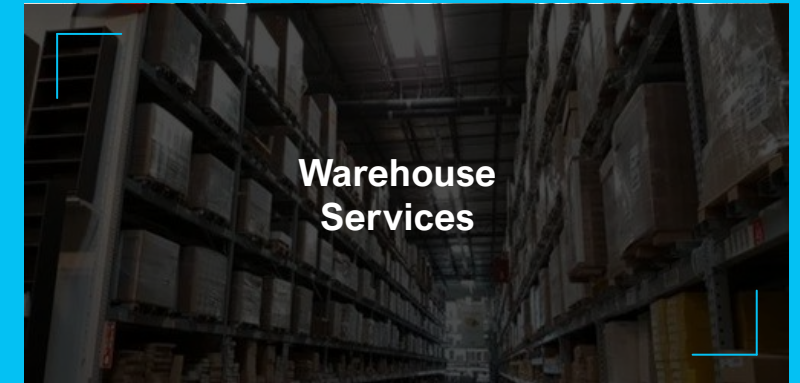
OUR INTEGRATED LOGISTICS SOLUTION ^(2/2)



- 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.

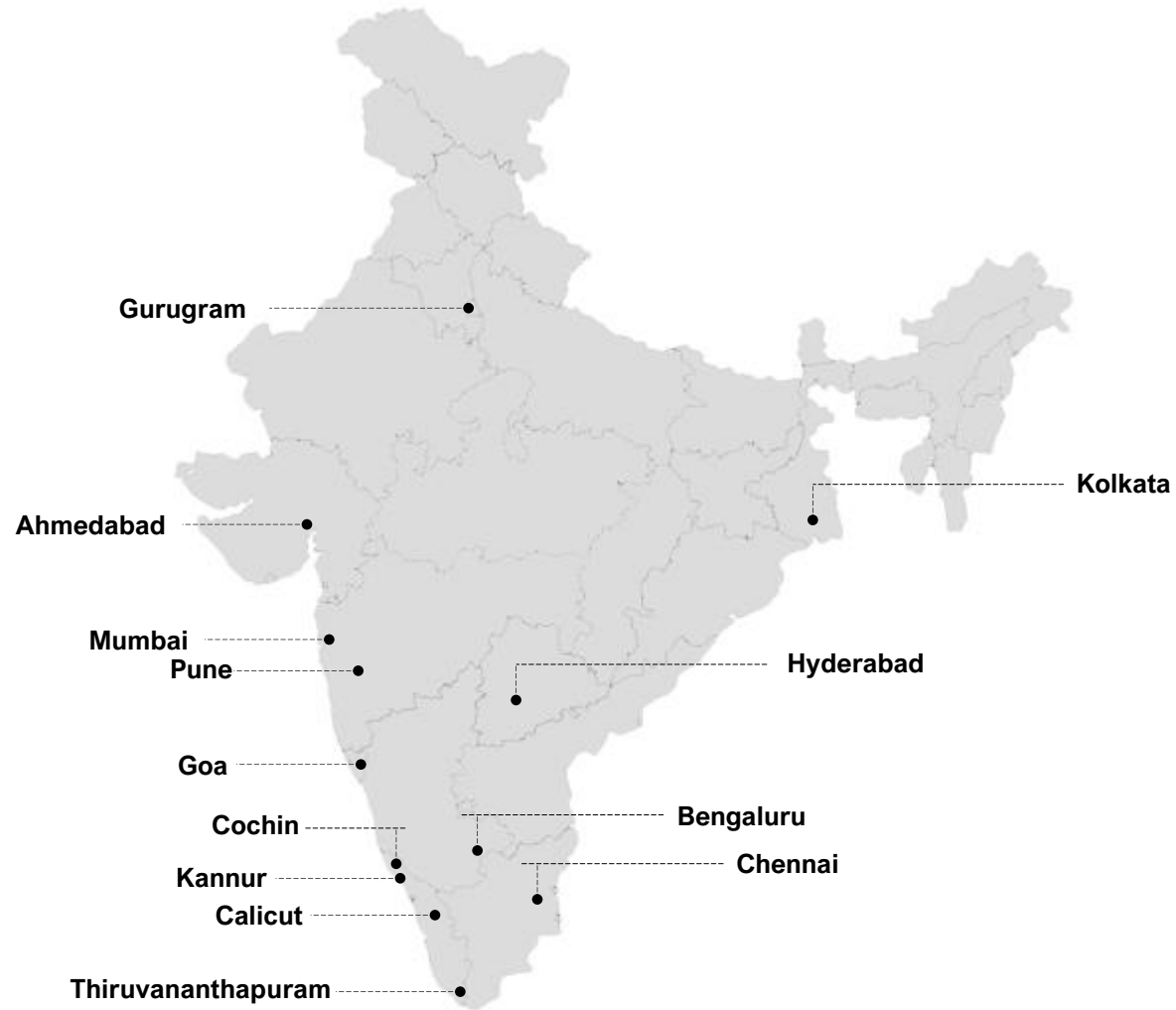
INDUSTRY-SPECIFIC SOLUTIONS FOR ALL SECTORS

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
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PRESENCE – BRANCH OFFICES



United Kingdom



USA



Netherlands



Dubai

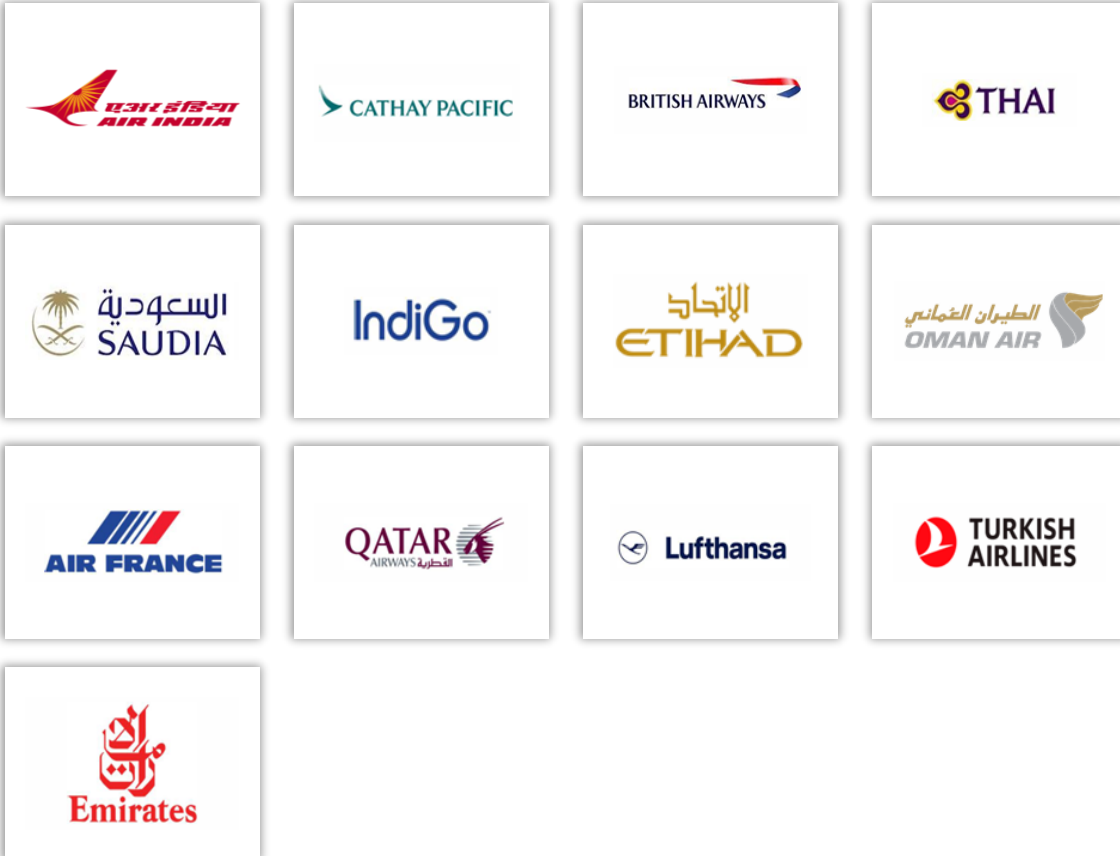
PRESENCE – INTERNATIONAL

Serving
150+ countries

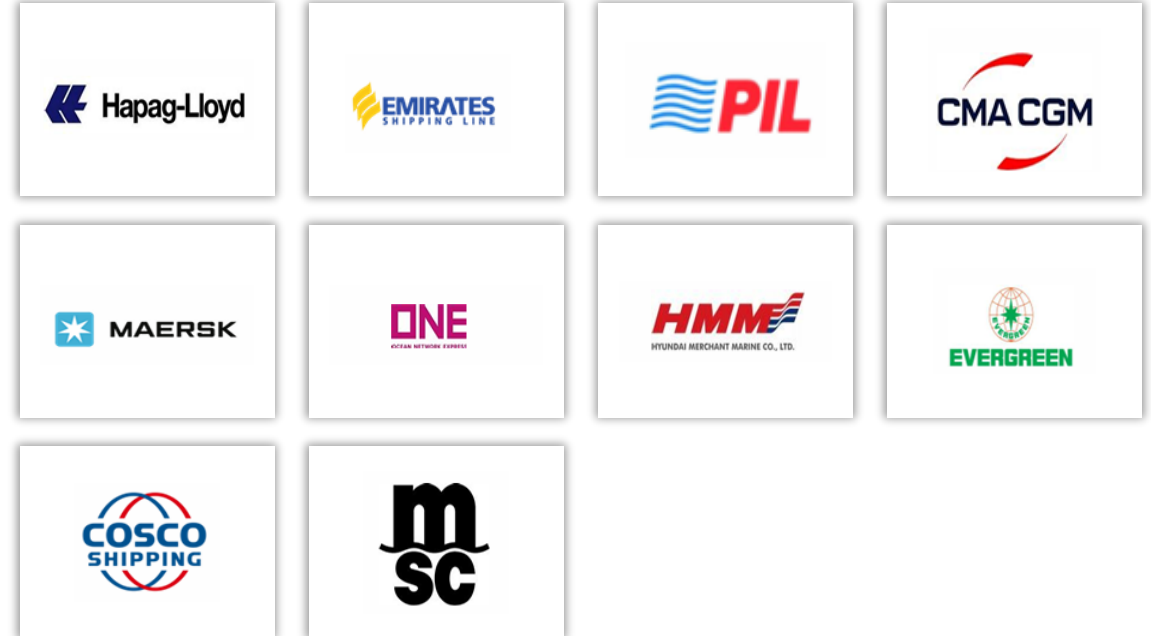
KEY HUBS: Dubai, London, Doha, Frankfurt, Rotterdam, Sharjah, Abu Dhabi, Bangkok

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.



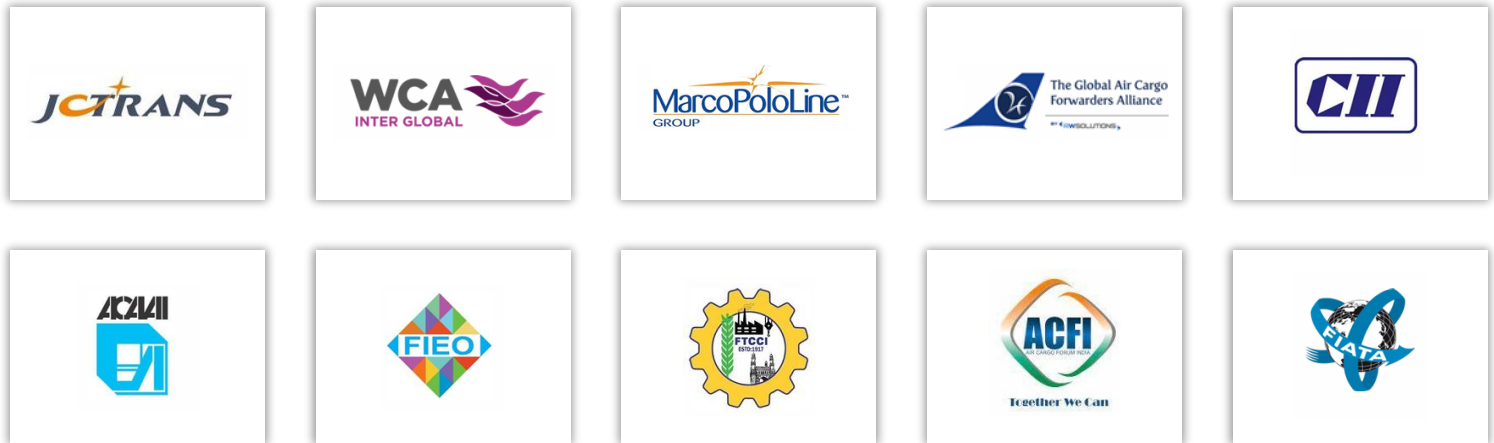
Industry Recognition

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



KEY CERTIFICATIONS



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 particular
focus on Domestic
Services as an
extension of Port-
to-Port services)*

Scaling
Up

**Ocean Freight
Operation**



QUARTER PERFORMANCE HIGHLIGHTS

QUARTERLY HIGHLIGHTS (Standalone)

Particulars (INR Mn)	Q3FY25	Q2FY25	Q3FY24	YoY%	QoQ%	9MFY25	9MFY24	**YoY%
Revenue from Operations	940.7	871.2	905.2	3.9	8.0	3,232.3	2,923.1	10.6
Total Expenditure	898.4	837.3	875.0	2.7	7.3	3,122.1	2,900.7	7.6
Operating Expenses	832.5	770.1	814.8	2.2	8.1	2,922.8	2,673.9	9.3
Employee Benefit Expenses	48.4	49.1	47.0	(3.0)	(1.5)	149.3	171.7	(13.1)
Other Expenses	17.6	18.1	13.2	33.4	(2.7)	49.9	55.1	(9.4)
EBITDA	42.3	33.8	30.2	39.9	25.0	110.2	22.4	391.6
EBITDA Margin (%)	4.5	3.9	3.3	+116 bps	+61 bps	3.4	0.8	+264 bps
Other Income	5.5	2.4	1.4	287.0	125.9	9.4	5.1	86.0
Depreciation	5.4	5.3	5.8	(7.1)	2.2	15.8	19.2	(17.6)
EBIT	42.5	31.0	25.9	64.1	36.8	103.8	8.3	1154.3
Interest	17.6	15.8	13.7	28.7	11.4	48.1	40.6	18.4
PBT (before Exceptional Items)	24.9	15.2	12.2	103.7	63.2	55.8	(32.3)	100.0
Exceptional Items (Net)*	-	-	26.5	(100.0)	-	-	6.6	(100.0)
PBT (after Exceptional Items)	24.9	15.2	38.7	(35.8)	63.2	55.8	(25.8)	100.0
Tax	9.2	5.6	(4.0)	100.0	65.1	20.2	(4.2)	100.0
Reported Net Profit	15.6	9.6	42.7	(63.4)	62.2	35.6	(21.6)	100.0
Adjusted Net Profit	15.6	9.6	16.2	(3.7)	62.2	35.6	(21.6)	100.0
Adjusted Net Profit Margin (%)	1.7	1.1	1.8	-13 bps	+55 bps	1.1	(1.0)	+206 bps
Adjusted Earnings Per Share (Rs)	0.34	0.21	0.35	(3.7)	62.2	0.77	(0.61)	100.0
Reported Earnings Per Share (Rs)	0.34	0.21	0.92	(63.4)	62.2	0.77	(0.46)	100.0

9MFY25 vs 9MFY24

Revenue
▲ 10.6%

EBITDA
▲ 391.6%

EBITDA Margin
▲ +264 bps

Net Profit**
▲ 100.0%

Net Profit Margin
▲ +206 bps

* Capital gain of INR 26.5 million in Q3FY24 recognized as an exceptional item on the liquidation of the 100% foreign subsidiary, Jet Freight Logistics FZCO.

** Where 9MFY24 is negative, the YoY is adjusted to 100% growth

KEY HIGHLIGHTS FOR 9MFY25

Revenue Growth

- + Achieved revenue of **INR 3,232 Mn** in 9MFY25, a **10%+ increase YoY**.
- + Recorded revenue of **INR 940.7 Mn** in Q3FY25, showing an **8.0% QoQ** growth.

EBITDA Performance

- + EBITDA grew to **INR 110.2 Mn** in 9MFY25, a **390%+ YoY** growth.
- + Q3FY25 EBITDA stood at **INR 42.3 Mn**, reflecting **25% QoQ** growth.

Net Profit Improvement

- + Reported Net Profit of **INR 35.6 Mn** in 9MFY25, a turnaround from loss in the previous period.
- + Net profit in **Q3FY25** reached **INR 15.6 Mn**, marking a **60%+ QoQ growth**, showcasing strong financial growth.



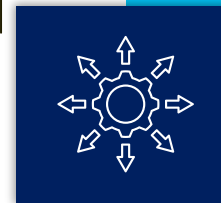
Recognized Leadership

- + Recognized by Air India as the Top Agent in the Southern Region for Perishables.



Strategic Partnerships

- + Established a strategic partnership with India's leading steel and metal industry company.



Ocean Freight Expansion

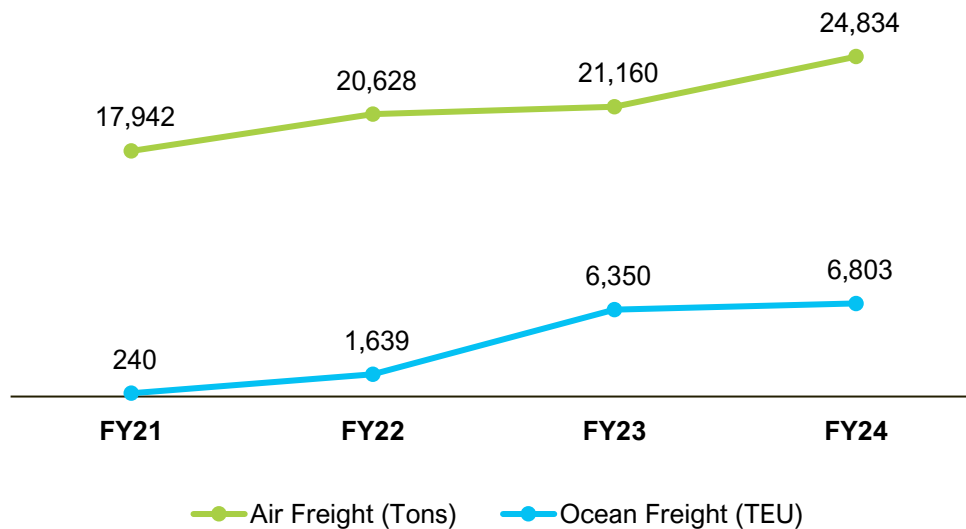
- + Continued expansion in Ocean Freight with a **110%+ increase YoY** in Q3FY24.



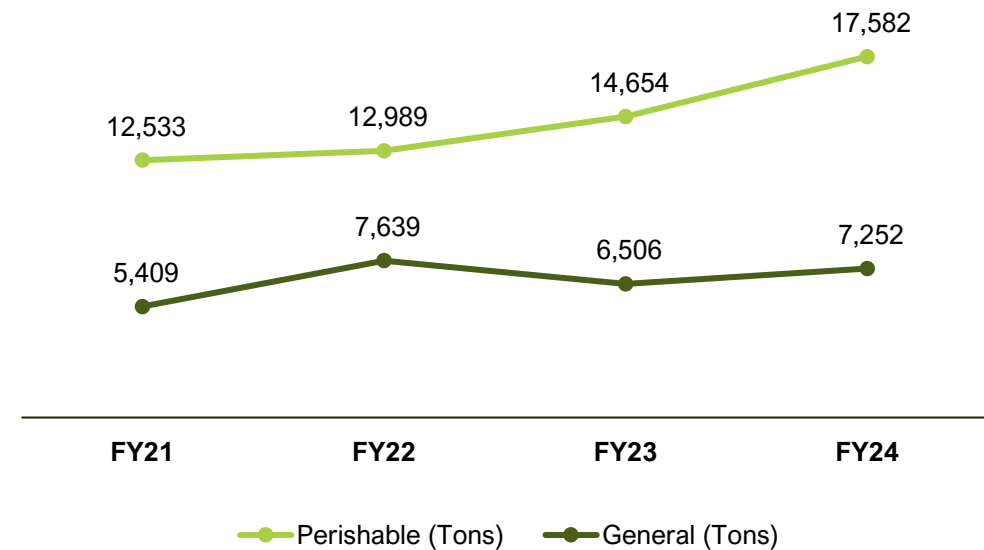
ANNUAL PERFORMANCE HIGHLIGHTS

VOLUME BIFURCATION

Mode Wise



Product Category Wise (Air Freight)



INCOME STATEMENT (Standalone)

Particulars (INR Mn)	FY21	FY22	FY23	FY24	9MFY25
Revenue from Operations	3,469.9	4,570.5	4,169.8	3,877.9	3,232.3
Total Expenditure	3,374.9	4,463.1	4,089.8	3,818.8	3,122.1
Operational Expenses	3,266.6	4,274.9	3,853.5	3,522.4	2,922.8
Employee Benefit Expenses	87.5	122.4	169.4	223.5	149.3
Other Expenses	20.8	65.9	66.9	72.9	49.9
EBITDA	95.0	107.5	80.0	59.1	110.2
EBITDA Margin (%)	2.7	2.4	1.9	1.5	3.4
Other Income	6.1	5.3	7.2	18.0	9.4
Depreciation	21.6	27.4	28.1	22.1	15.8
EBIT	79.6	85.3	59.1	55.0	103.8
Interest	38.8	40.4	50.5	59.4	48.1
Profit Before Exceptional Items & Tax	40.8	45.0	8.6	-4.4	55.8
Exceptional Items	-	-	-	6.6	-
Profit Before Tax	40.8	45.0	8.6	2.2	55.8
Tax	13.7	16.8	7.9	-0.4	20.2
Profit After Tax	27.1	28.2	0.6	2.6	35.6
Net Profit Margin (%)	0.8	0.6	0.0	0.1	1.1
Reported Earnings Per Share (Rs)*	1.17	1.21	0.01	0.06	0.77

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

BALANCE SHEET (Standalone)

Particulars (INR Mn)	FY23	FY24	H1FY25
EQUITY & LIABILITIES			
Shareholders' Fund	622.4	624.8	644.9
Share Capital	232.0	232.0	232.0
Other Equity	390.4	392.8	412.9
Non-Current Liabilities	162.7	164.5	174.0
Long Term Borrowings	155.4	156.9	165.7
Long Term Provisions	7.4	7.6	8.3
Current Liabilities	753.5	916.4	713.4
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
TOTAL	1,538.6	1,705.6	1,532.3


Particulars (INR Mn)	FY23	FY24	H1FY25
ASSETS			
Non-Current Assets	921.6	767.5	723.1
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
Current Assets	617.0	938.1	809.2
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
TOTAL	1,538.6	1,705.6	1,532.3



THANK YOU !

JET FREIGHT LOGISTICS LTD.

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