

Date: January 24, 2026

To,
The Listing Department,
National Stock Exchange of India Limited,
Exchange Plaza, 5th floor,
Plot No. C/1, G Block,
Bandra Kurla Complex, Bandra (East),
Mumbai - 400 051

Trading Symbol: FLYSBS

Sub: Corporate Presentation

Please find enclosed the Corporate Presentation to be presented post this filing at the Investor Call scheduled to held on January 24, 2026.

We request you to take the same on record.

Thanking You,

For **FLYSBS AVIATION LIMITED**

Name : Saptharishi N

Designation : Company Secretary and Compliance Officer

www.sbsaviation.in

FlySBS Aviation Limited

REGISTERED OFFICE

Plot No.16 (NP), 3rd Floor, IndiQube Palmyra, SIDCO Industrial Estate, Ekkatuthangal, Guindy Industrial Estate, Chennai, Chennai City Corporation, Tamil Nadu, India, 600032.

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CIN:

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GST:

33AAECF1762D1Z3



FlySBS AVIATION LIMITED



FlySBS Aviation Limited: Making Private Air Travel More Accessible

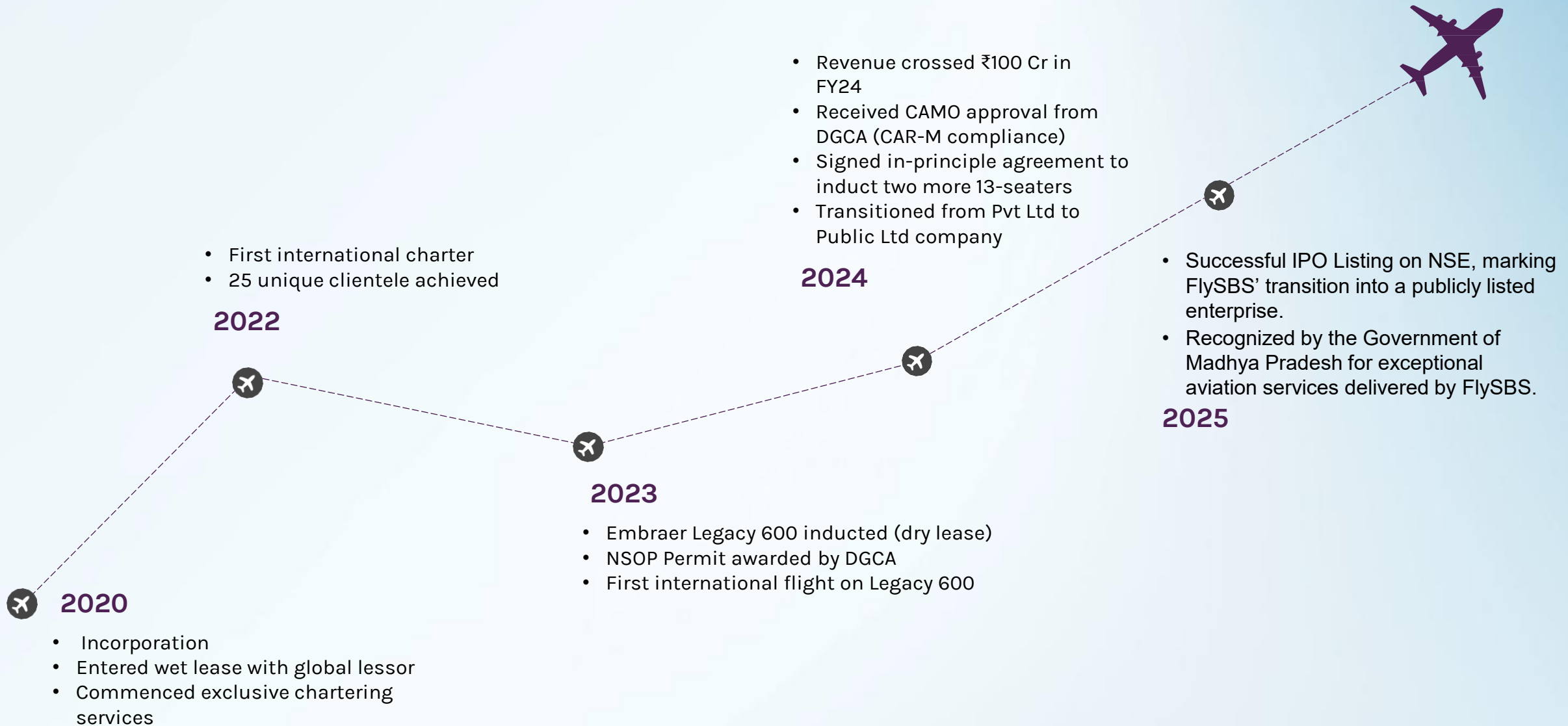
FlySBS Aviation Limited (The Company, FlySBS) is a DGCA-approved non-scheduled air charter operator based in Chennai, offering bespoke private jet services to an elite clientele that includes corporates, high-net-worth individuals (HNIs), ultra-HNWIs, celebrities, and diplomats. The company operates with an asset-light model through a combination of dry and wet lease arrangements, providing high-end air travel solutions across both domestic and international destinations.

Having a reach across six continents, FlySBS has positioned itself as a consistent aviation partner for time-sensitive and luxury-driven travel needs. Its fleet includes the 13-seater Embraer Legacy 600 under dry lease, complemented by wet-leased access to long-range jets like Dassault Falcon 2000, Bombardier Challenger 605, and Global 6000.

Backed by a leadership team with expertise in aviation, finance, and luxury services, FlySBS combines operational excellence with customer-centric service. The company maintains stringent compliance and safety standards through DGCA approved in-house continuous airworthiness management team and quality management team.



Key Milestones: From Launch To Global Operations




Charter Footprint: Destinations Connected Across India & The Globe



- | | |
|-----------|--------------------|
| Mumbai | Coimbatore |
| Delhi | Tuticorin |
| Chennai | Cochin |
| Hyderabad | Bhubaneshwar |
| Bangalore | Vishakhapatnam |
| Ahmedabad | Thiruvananthapuram |
| Vadodara | Calicut, Mysore |
| Jaipur | Guwahati |

 **Indian Cities Connected**



International Destinations Connected 

- | | |
|-------------|-------------|
| Japan | Europe |
| USA | Middle East |
| New Zealand | Africa |

Piloting The Vision: Led By Aviation Experts



Capt. Deepak Parasuraman

Managing Director

Experience - 26 Years

- Holds a Commerce degree and a Doctorate in Trade and Tariff Barriers
- Has established successfully a cargo airline and air cargo operations
- Secured key regulatory approvals and associated with the Company since inception



Mr. Ambashankar

Whole Time Director & Chief Executive Officer

Experience - 23 Years

- Holds a Bachelor's degree in Arts from the University of Madras
- Worked with leading brands: Mercedes-Benz, Emirates Trading Agency, and Tata Finance
- Brings expertise in aviation operations and engineering, guides the Company's strategic and technical direction



Mr. Kannan Ramakrishnan

Non-Executive Director

Experience – 20 Years

- Science graduate from St. Joseph's College
- Completed CEO Leadership Program from ISB
- Worked with leading companies and played a key role in building Shreshtha Business Solutions Group
- Over 20 years of experience in the retail and luxury automobile industry



Mr. K Raghuram

Independent Director

Experience - 35 Years

- Holds a degree from the University of Madras and completed PG Diploma in Business Administration
- Worked with Lexus, Mercedes-Benz, and Honda
- Experienced in marketing and quality audits



Ms. Divya M

Independent Director

Experience - 10 Years

- Holds degrees in Commerce and Corporate Governance
- Qualified Company Secretary, worked with leading companies
- Brings expertise in corporate law and compliance



Mr. Vaidhyanathan R

Independent Director

Experience - 40 Years

- Holds a Bachelor's in Commerce and a law degree from the University of Bombay
- Certified Associate of the Indian Institute of Bankers (CAIIB)
- Background in banking and currently a freelance financial consultant for SMEs

**Beyond Boundaries: Delivering
Critical And Luxury Travel Across
Six Continents**



Operating With An Asset-Light Business Model

FlySBS provides private charter services for HNIs, UHNIs, and corporates, offering flexible access without ownership hassles. Domestically, it connects key Tier 1 & 2 cities with luxury and privacy. Internationally, it has touched six continents through global lessor tie-ups, ensuring smooth, end-to-end travel experiences.

Network Includes Tier-1 Cities



Delhi



Mumbai



Chennai

Domestic Travel Highlights

Revenue Contribution
FY24: ₹ **1,464.49** Lakhs
FY25: ₹ **4,466.58** Lakhs
FY26 H1: ₹ **3496.26** Lakhs
FY26 Q3: ₹ **2520.98** Lakhs



Guwahati



Mysore



Cochin

Tier-2 Hubs

Destinations Covered



Japan



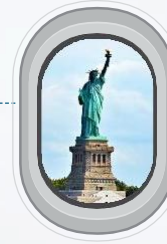
Middle East



Europe

International Travel Reach

Revenue Contribution
FY24: **9,184.20** Lakhs
FY25: **14,922.98** Lakhs
FY26 H1: ₹ **10264.38** Lakhs
FY26 Q3: ₹ **5954.80** Lakhs



USA



New Zealand



Africa

Flown across all 6 continents

Client Channels: In-house team + 12 travel agents/brokers



Sales & Marketing Leadership

The company's growth is driven by a strategic marketing approach shaped by its experienced leadership, targeting high-net-worth and corporate clients.



In-House Team Supervised by CEO

A dedicated in-house sales and marketing team, led by CEO Mr. Ambashankar, manages lead generation, client relations, and repeat business with personalized service.



Industry Engagement

Active participation in BAOA and NBAA strengthens industry credibility and offers valuable networking opportunities.



Luxury Brand Positioning

"FlySBS" is positioned as a premium brand through luxury magazine placements, event sponsorships, and targeted outreach.



Digital Outreach

Digital marketing through SEO, PPC, and social media—anchored by a strong website—drives visibility and client engagement.

Repeat Clients Revenue % (FY25): 89.26%

Repeat Clients Revenue % (FY26 H1): 84.79%

Repeat Clients Revenue % (FY26 Q3): 79.00%

Ensuring Safety & Quality Standards

Regulatory Compliance

The company adheres to DGCA guidelines with an approved in-house Continuing Airworthiness Management Exposition (CAME) and a dedicated quality department.

Qualified Team

A team of trained, certified, and motivated professionals ensures compliance with airworthiness standards.

Robust Quality System

A defined quality policy, plan, and audit procedures form the backbone of a system designed to maintain aircraft safety and reliability.

Continuous Monitoring

All maintenance and airworthiness activities are regularly monitored for compliance and effectiveness.

Oversight of Contractors

Maintenance by third-party organizations is closely supervised to ensure alignment with contractual and regulatory standards.

Certified Auditors

Audits are conducted by certified personnel trained in CAR M, CAR-145, safety systems, and human factors.



Team & Training

21 full-time employees + **6** on retainerhip

Includes **9-member** trained crew for luxury and safety compliance

Ongoing **DGCA**-compliant training programs + internal service skill enhancements



Maintenance & Reliability

MRO partnership with DGCA-approved facility in Bangalore

Ensures high fleet uptime, timely overhauls, and reduced downtime

CAMO framework in place for continuous airworthiness and safety oversight



4 Legacy 600



VT-SSR



VT-GPS



Q4 FY26

3 Citation Cessna CJ2+

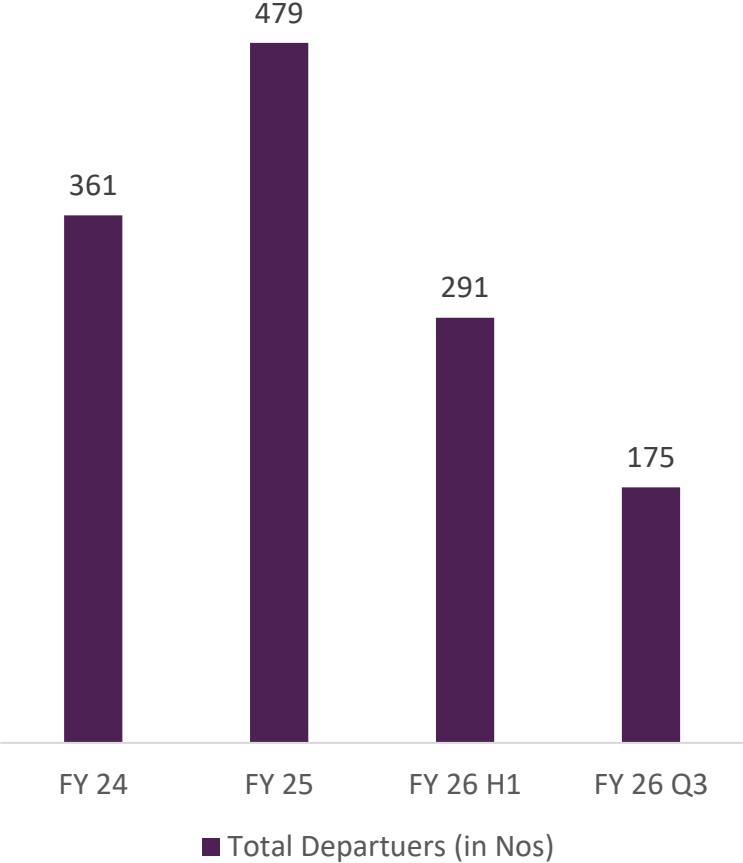


Q4 FY26

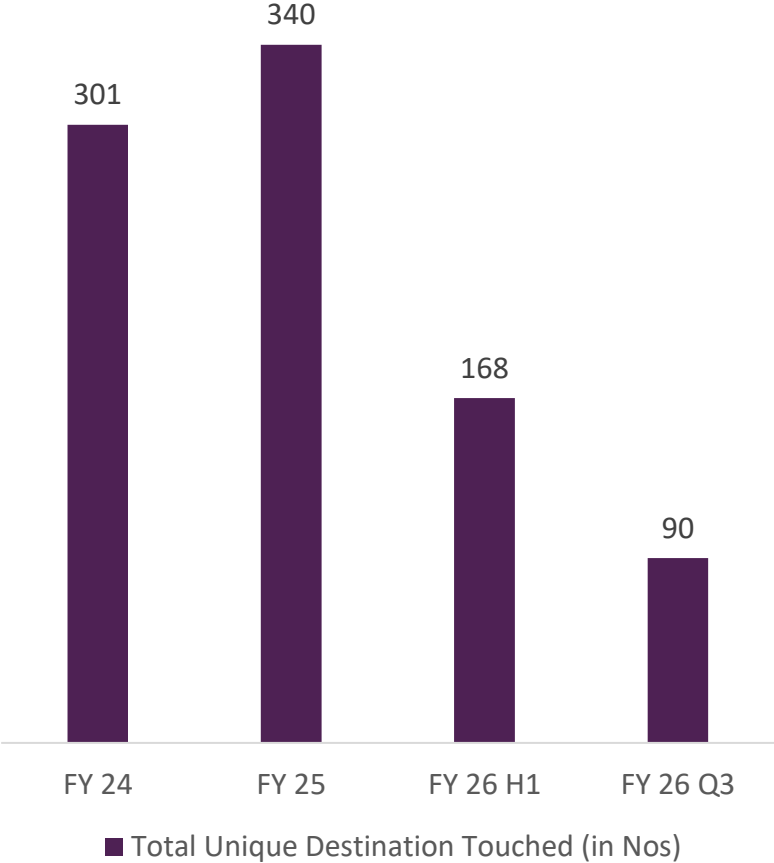
Q1 FY27

Flying Metrics: Operational KPIs & Destination Coverage

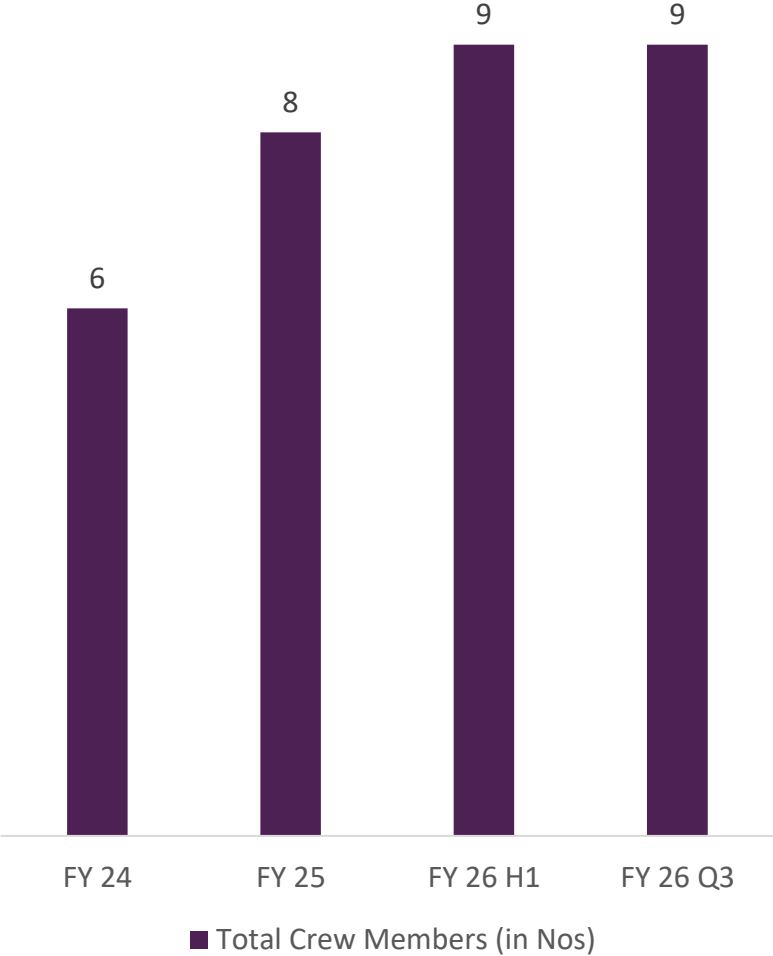
Total Departures (in Nos)



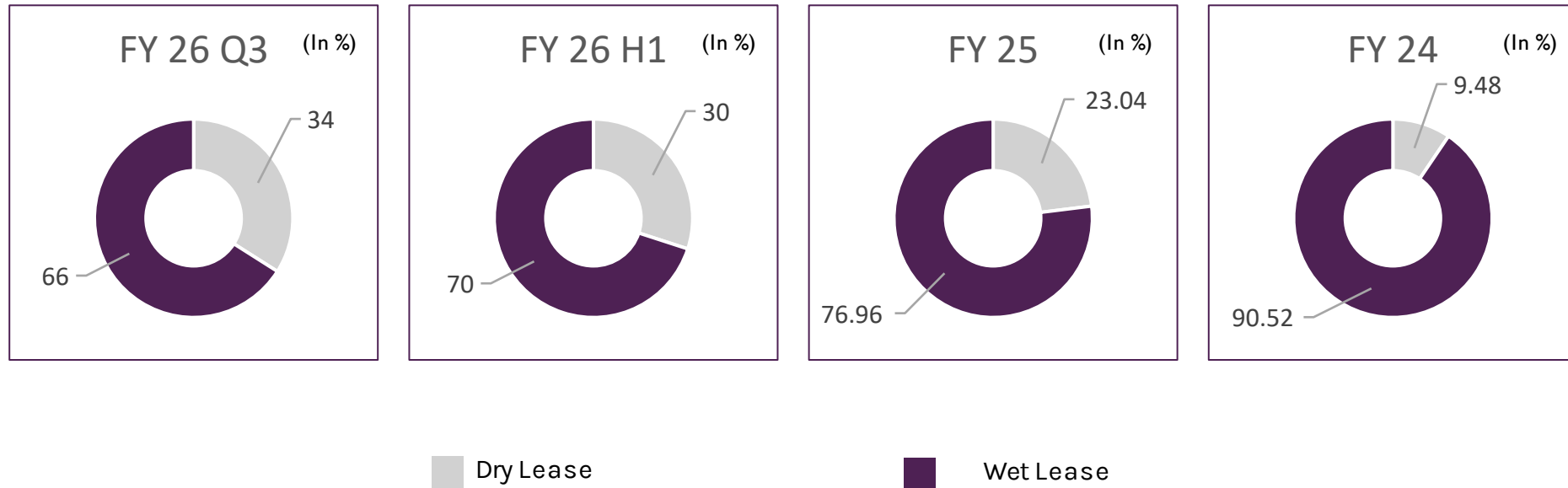
Total Unique Destination Touched (in Nos)



Total Crew Members (in Nos)



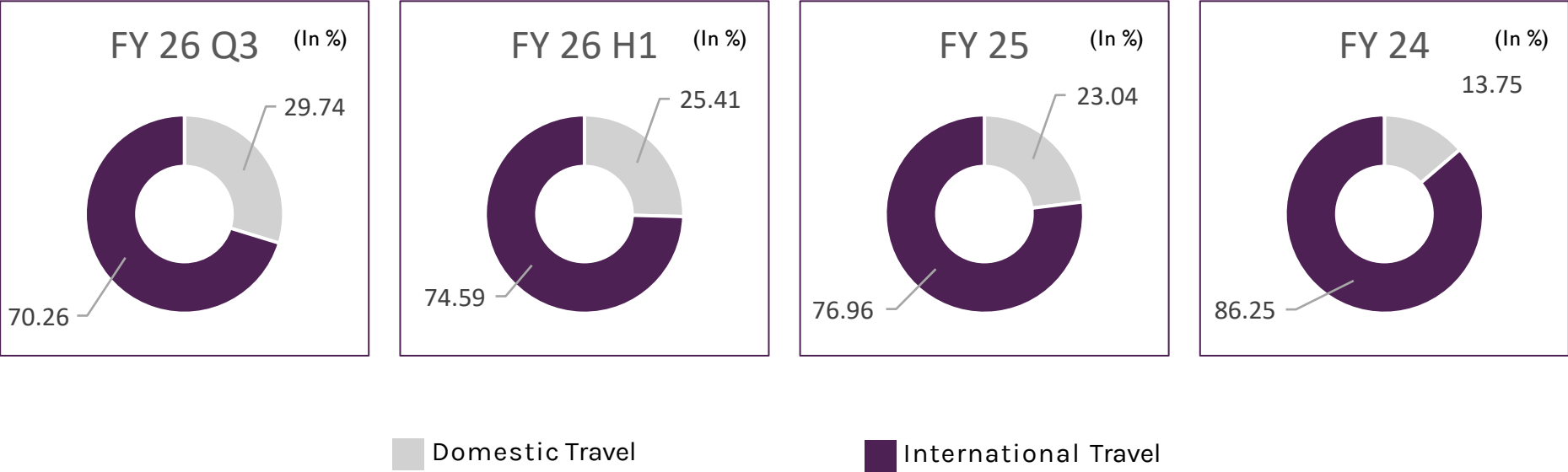
Dry vs Wet Lease Revenue Streams



In ₹ Lakhs

Particulars	FY26 Q3	FY26 H1	FY25	FY24
Revenue From Aircraft Under Dry Lease Arrangement	2861.55	4143.76	4466.58	1009.62
Revenue From Aircraft Under Wet Lease Arrangement	5614.23	9616.88	14922.98	9639.07
Total	8475.77	13760.64	19389.56	10648.69

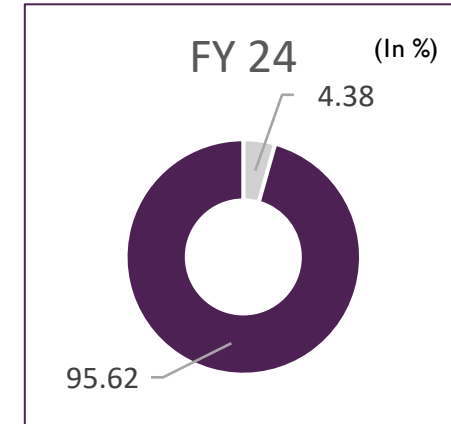
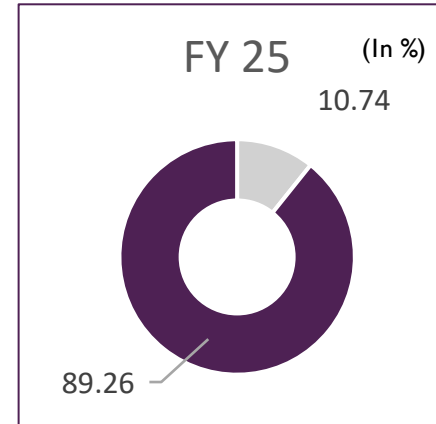
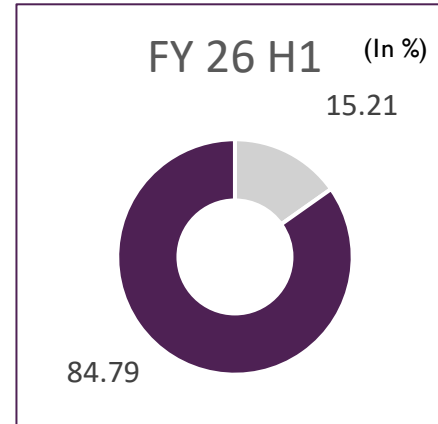
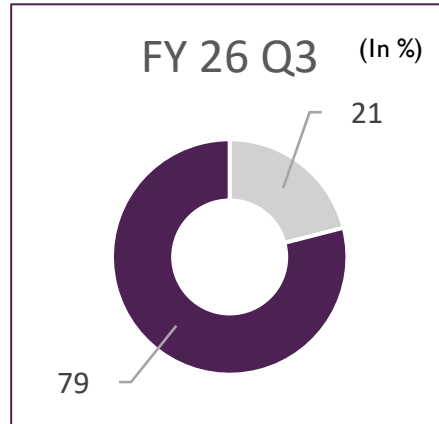
Revenue Mix Across Domestic & International Travel



In ₹ Lakhs

Particulars	FY26 Q3	FY26 H1	FY25	FY24
Revenue From Domestic Travel	2520.98	3496.26	4466.58	1464.49
Revenue From International Travel	5954.80	10264.38	14922.98	9184.20
Total	8475.77	13760.64	19389.56	10648.69

High Revenue Share From Repeat Clients



First Time Service User



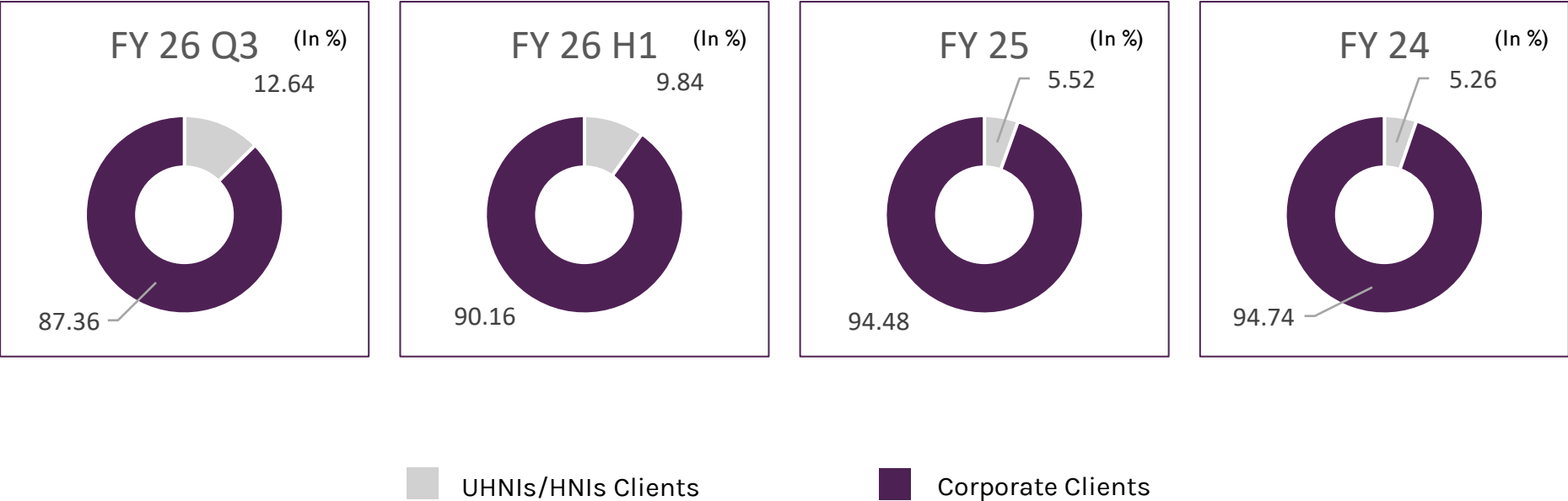
Repetitive Service User

In ₹ Lakhs

Particulars	FY26 Q3	FY26 H1	FY25	FY24
First Time Service User Clients	1780.31	2093.12	2081.80	466.40
Repetitive Service User Clients	6695.46	11667.52	17307.76	10182.39
Total	8475.77	13760.64	19389.56	10648.69

First Time User added from April 25 – dec 25 – 45 Nos, Contributed revenue – 3873.43 Lakhs

Revenue Split By UHNIs & Corporates



In ₹ Lakhs

Particulars	FY26 Q3	FY26 H1	FY25	FY24
Revenue From UHNIs/HNIs Clients	1070.95	1354.39	1069.55	560.37
Revenue From Corporate Clients	7404.82	12406.25	18320.01	10088.32
Total	8475.77	13760.64	19389.56	10648.69

Highly Regulated Sector

Entry demands stringent DGCA compliance, airport slot control, safety audits, and certified infrastructure.

Natural Barriers to Entry

High capital requirements, skilled workforce, and operational clearances limit new competition.

Operational Framework

Comprehensive systems in place covering certifications, trained personnel, and process discipline.

Strategic Advantage In A High-Barrier Industry

Scalable Operations

Ability to swiftly meet client demand with organizational agility and structural efficiency.

Early-Mover Edge

Among the few with global charter experience and an established dry lease model.

Sustainable Growth Platform

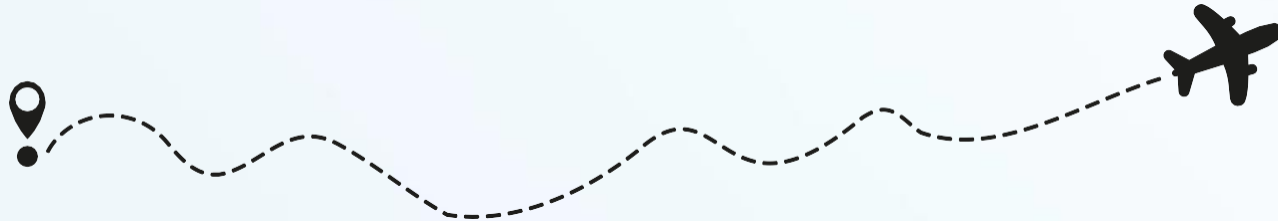
Strategic positioning enables long-term leadership, margin stability, and sector dominance.

Private Aviation Landscape: Navigating A High-Growth, High- Expectation Market



The Global Aviation Market Size Was Valued At Approximately \$1,011 Billion In 2023.

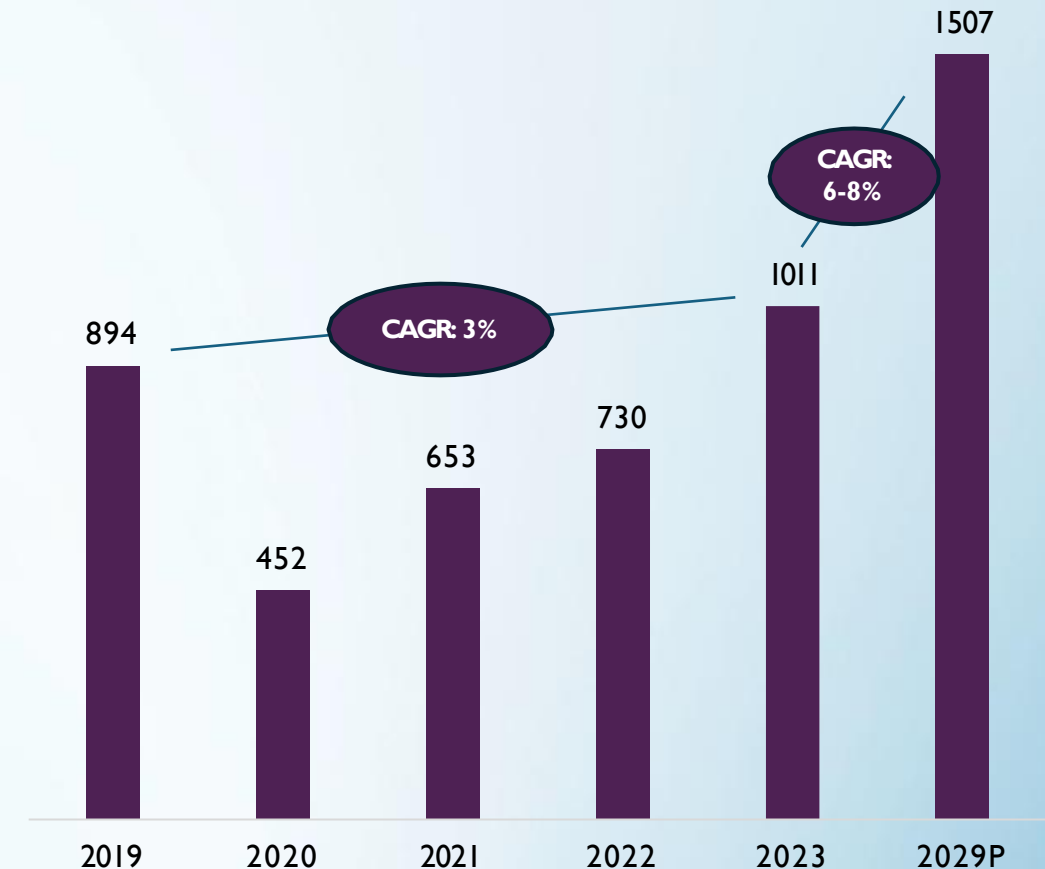
- The market is expected to grow at a 6–8% CAGR from 2023 to 2029, driven by rising air travel, disposable incomes, and tourism in emerging economies.
- The aviation industry saw a 50% revenue drop in 2020 due to COVID-19 travel restrictions but is now rebounding, led by demand in Asia-Pacific and North America.



Global Aviation Market Segmentation By Type And Market Share

- Passenger Air Transport- 85%
- Charter Air Transport- 9%
- Cargo Air Transport- 6%

Global Aviation Market Size (USD Bn)



Charting Growth: India's Aviation Market Outlook & Industry Snapshot

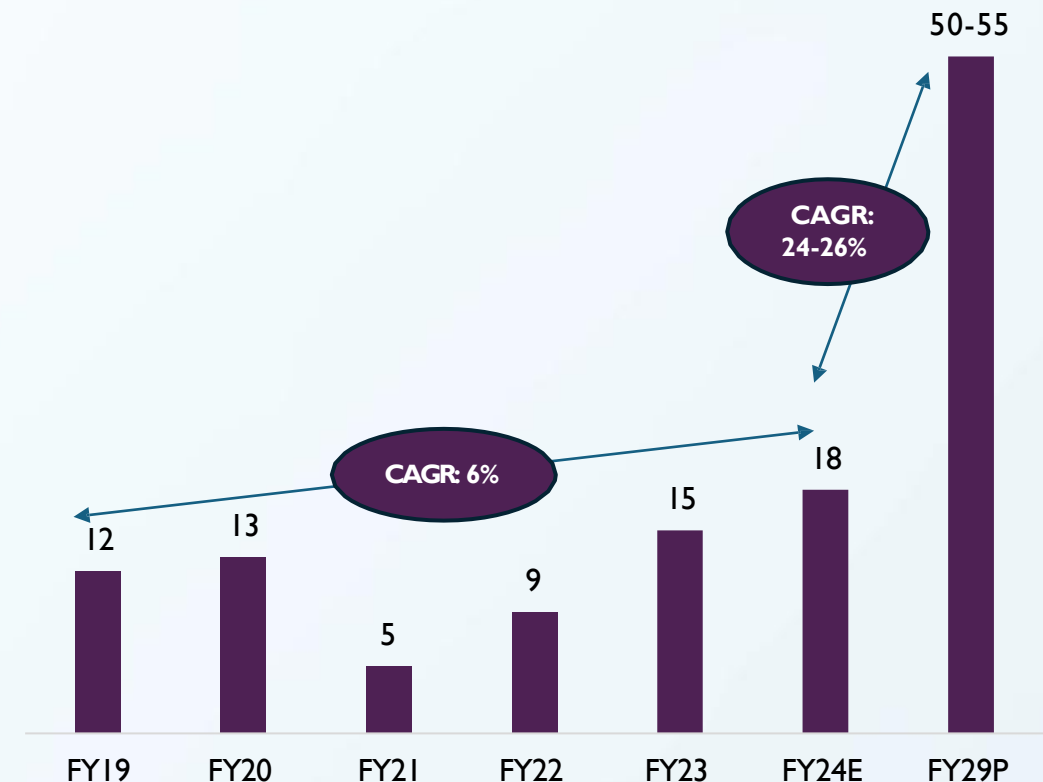
India's Aviation Market Was \$15 Bn In FY23, Growing At A 10.3% CAGR Since FY19, And Is Projected To Reach \$22-27 Bn By FY29 At A 7-9% CAGR.

- The civil aviation sector boosts economic growth by generating jobs, increasing output, and improving logistical efficiency.
- India is now the world's 3rd largest civil aviation market for domestic traffic.
- India's aviation growth is driven by a rising middle class, better regional connectivity (RCS UDAN), and major airport infrastructure investments.
- Over 60% of India's 220+ million air passengers are served by metro city airports.
- Future growth will come from greenfield and upgraded brownfield airports in tier 2 and 3 cities, emerging as key aviation hubs.

Key growth drivers:

- Rising Middle-Class and Disposable Income
- Government Initiatives (UDAN Scheme)
- Infrastructure Expansion
- Growing Tourism Sector
- Favourable Demographics
- Foreign Direct Investment (FDI) and Private Sector Participation

Global Aviation Market Size (USD Bn)



Emerging Trends In India's Private Jet Sector

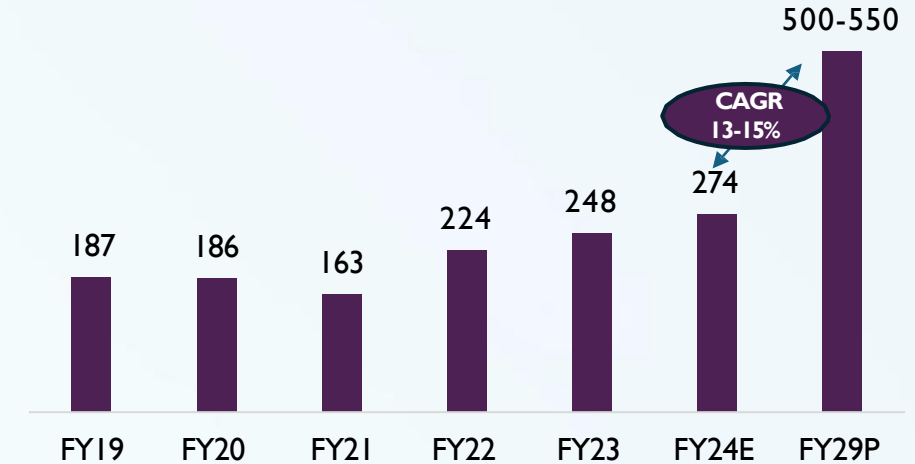
India's Private Jet Market Grew From \$187M In FY19 To \$274M In FY24, With An 8% CAGR.

- India's private jet industry is growing rapidly, driven by rising demand from HNWIs, executives, and a preference for flexible travel.
- Growth is fueled by more HNWIs, rising business travel needs, and expanding economic activity in tier 2 and 3 cities.
- India's private jet market is projected to grow at a 13-15% CAGR over the next five years.
- Supportive policies and innovations like jet-sharing will boost private jet accessibility and adoption in India.

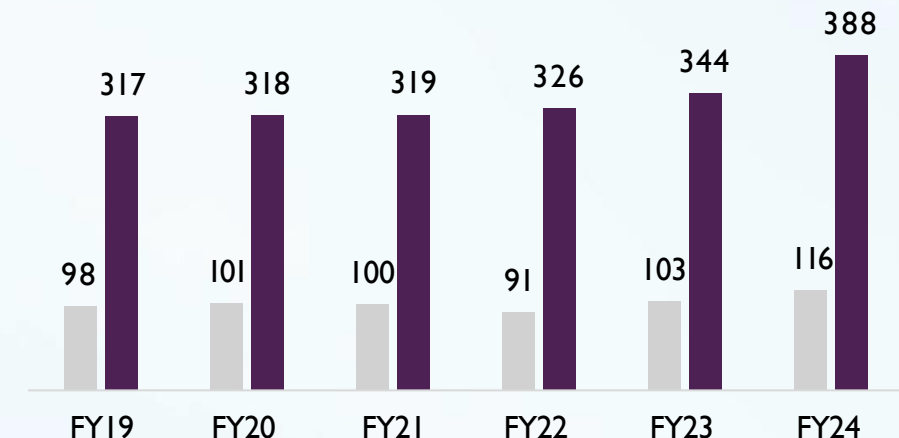
As Of FY24, India's Private Jet Market Has 116 Non-scheduled Operators.

- These 116 operators serve business leaders, celebrities, and HNWIs, forming a core part of the private jet industry.
- Non-scheduled operations offer flexible, private, and time-saving travel, making them vital to the private jet industry.

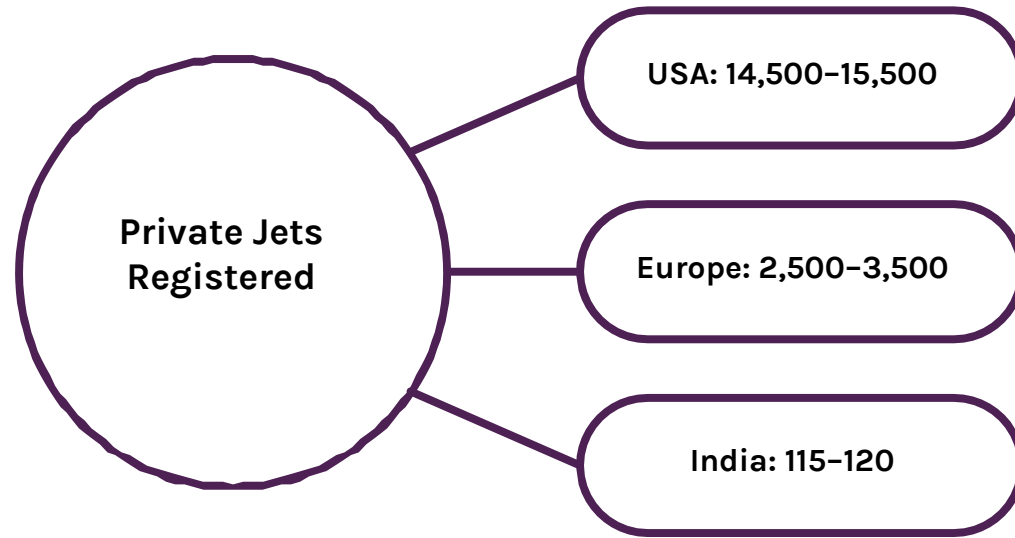
Private Jet Industry Market Size(USD Mn)



Current Market Of NSOP In India(in numbers)

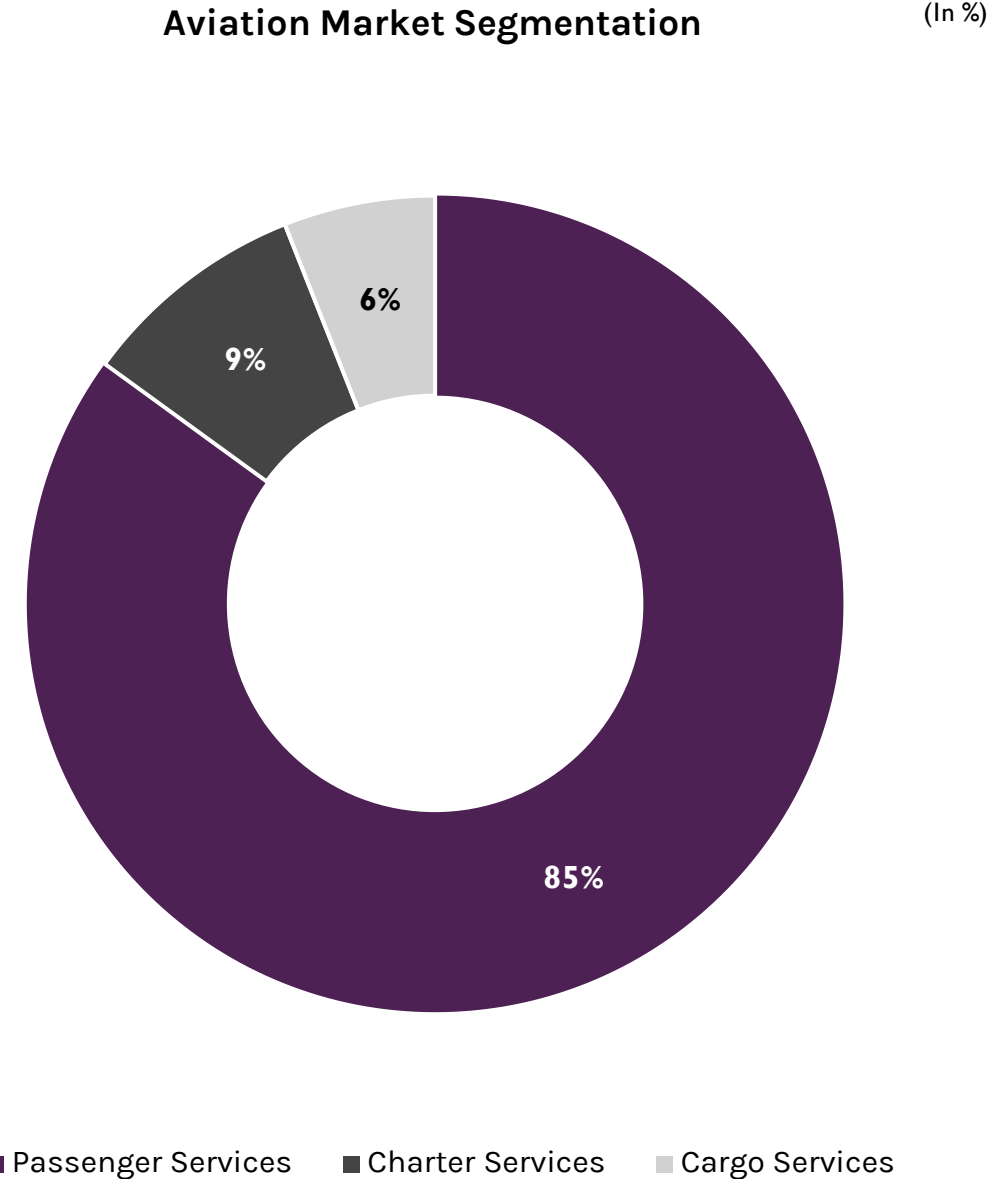


The Private Jet Market Expansion & Future Trends



Key Growth Drivers:

- 1 Increased demand for business travel flexibility
- 2 Rise in high-net-worth individuals
- 3 Growth in on-demand charter services
- 4 Interest in sustainable aviation
- 5 Demand for remote travel
- 6 Stricter regulations on commercial aviation boosting private travel



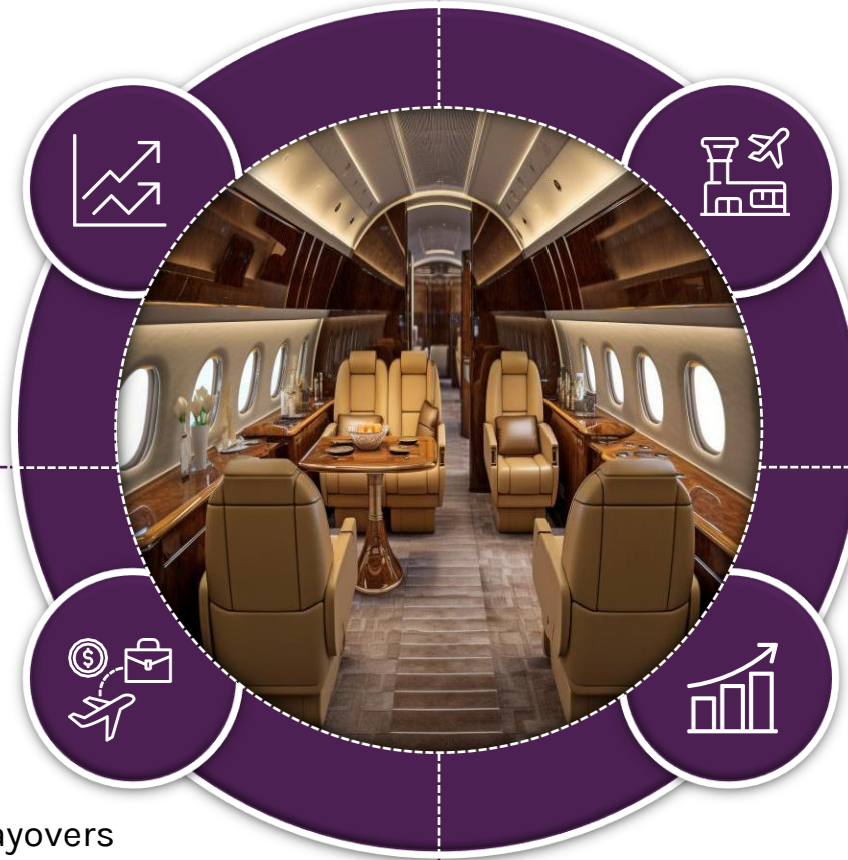
Why Private Air Charter Services Are On The Rise

Strong Demand Drivers

- Surge in HNWIs & UHNWIs seeking exclusive, time-saving travel
- Rising demand for flexibility, privacy, and direct routes
- Growth in corporate travel, M&A, and medical charters

Compelling Cost-Value Proposition

- Comparable cost to first-class for groups (e.g., ₹11.03L vs ₹11.04L per pax, Chennai-London RT)
- Time savings (10-12 hrs. vs 15-17 hrs.), no layovers
- Reduced wait times, separate terminals, no queues



Infrastructure & Accessibility Improvements

- Government push under UDAN and dedicated aviation terminals
- Increase in Tier 2 & 3 cities' economic activity
- Jet-sharing platforms and app-based booking enabling mass accessibility

Market Expansion Outlook

- India's private jet market to grow from \$274M (FY24) to \$500-550M by FY29
- CAGR of 13-15% driven by wealth creation and travel demand
- Fleet expansion, regulatory support, and digital models enabling scale



Consistent Growth Metrics: Tracking Performance Across Key Financial Periods



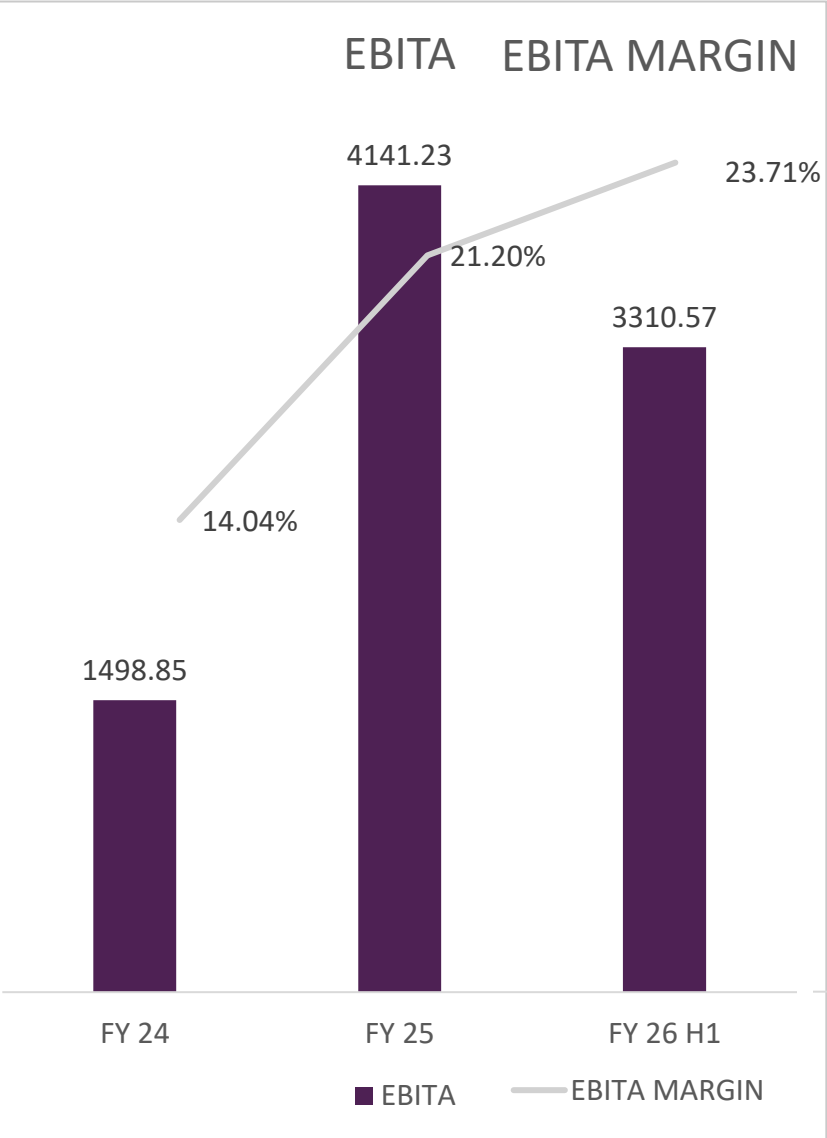
Key Financial Highlights

(All Amount In ₹ Lakhs & Margins In %)

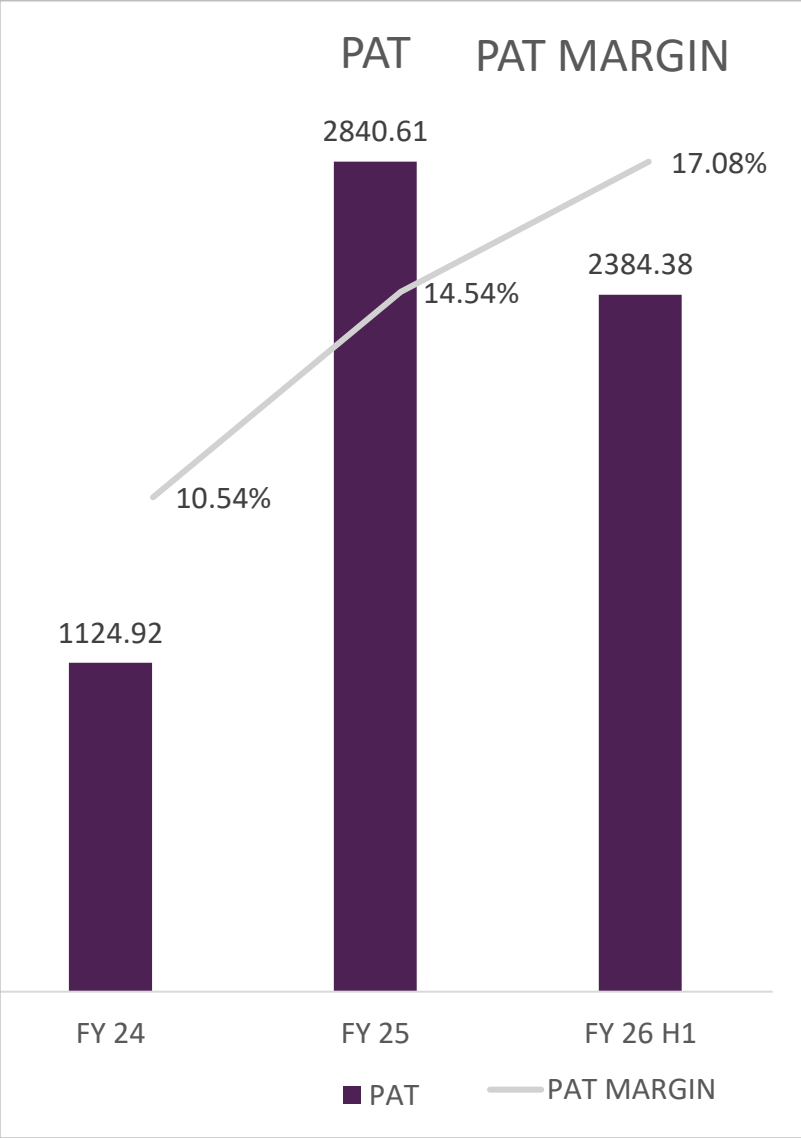
Total Income



EBITA EBITA MARGIN



PAT PAT MARGIN



Innovative Edge: Leveraging Technology Solutions As A Strategic Strength





Experienced Promoters & Senior Management With Extensive Domain Knowledge:

- Capt. Deepak Parasuraman – Aviation expert with global experience in business & cargo aviation
- Mr. Kannan Ramakrishnan – 20+ years in retail & luxury; leads strategy and finance
- Mr. Ambashankar (CEO) – Focus on operations, safety & compliance and client service

Strategic Positioning In A High Entry Barrier Industry:

- Operates in a high-barrier, highly regulated industry
- Infrastructure, certifications, and skilled team
- Early-mover advantage supports sustained growth

In-house Fleet And Existing Flight Operational Experience:

- Operates a mix of dry and wet-leased premium jets
- Long-range aircraft offer flexibility, performance, and service
- Adding two 13-seater jets under long-term dry lease

Synergies With The Group Company, Afcom Holdings Limited:

- Strategic synergies with Afcom Holdings
- Shared scale and expertise reduce costs
- Partnership enhances competitiveness and enables growth

Operational Excellence, Aircraft Maintenance And Tailored Solutions For The Clients:

- Dedicated team of 22 employees & 2 retainers
- Partners with DGCA-approved MRO for reliable aircraft maintenance
- Ongoing staff training & luxury in-cabin service reinforce premium brand image

Growth Through Fleet Expansion Under Dry Lease Model:

- The company plans fleet expansion through dry lease, improving cost control and operational flexibility.
- Two aircraft are set to join the fleet soon, pending regulatory approvals.
- Six more aircraft will be acquired using proceeds from the current issue to meet growing demand.

Leveraging Technology Solutions As A Strategic Strength:

- The company plans a tech-driven air-time subscription model for flexible, efficient bookings.
- GPS-based services will optimize aircraft positioning and reduce costs.
- Technology will enhance efficiency, client experience, and cost savings.



Capitalize On Growth Opportunities In Private Air Chartering Service Industry:

- The Indian private jet market is growing at a 13-15% CAGR, driven by rising demand from HNIs and Tier 2/3 cities.
- The company is expanding its fleet with two 13-seater aircraft and plans six more using issue proceeds.
- Global business models like loyalty programs and membership options are being introduced to scale operations.

Leveraging Strong Sales & Marketing Channels And Client Acquisition Initiatives:

- The company uses industry expertise and a network of travel agents to target high-net-worth individuals and corporate clients.
- Organic growth through client referrals supports business expansion.
- Market intelligence helps capture demand, particularly in underserved regions.

Thank You



FlySBS Aviation Limited

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Guindy Industrial Estate, Chennai, Chennai
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