

JFLL/CS/NSE/2018-2019/80

Date: 06.02.2019

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

ISIN: INE982V01017

**Subject: Outcome of the Schedule of Analyst / Institutional Investors 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 Presentation made to the analyst/institutional investors at the meeting held in Mumbai on February 05, 2019.

Kindly take it on your records.

Thanks & Regards,  
For Jet Freight Logistics Limited

  
Jabir Contractor  
Chief Financial Officer



**Sarthi Capital Advisors Private Limited**  
Bridging the Gaps



*Jet Freight Logistics Limited*

February, 2019  
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**Corporate Overview**



## Company Overview

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S A R T H I

- **Jet Freight Logistics Ltd** is a strong player in the Air Freight Logistics industry with a legacy of 3 decades in this business. Started as a proprietorship firm and with a steady business growth, it transited from a private limited to a public limited company in 2016.
- With the top most rating with all the most airlines, Jet Freight is no. 1 with all major airlines in their cargo business, by meeting their tonnage expectation on year on year basis. As a result, the company has been able to serve an exporter base of over 600 customers all across India in the perishable and General cargo segments. Perishables , Temperature Control & Time Sensitive logistics, being a niche area has given the company its standing amongst top three national air freight forwarders in India.
- Long vintage of Jet Freight exporters speaks volumes about its service level and customer satisfaction. Customers like Glenmark Pharmaceuticals Ltd, LuLu Group, Arvind Ltd, Dishman and Allanasons Private Limited are being served by Jet Freight as part of its portfolio
- Across India, company has 13 branches with a wholly owned subsidiary started in Dubai (UAE) for serving the last leg of exporters from India and also diversify in other GCC geographic.

## Company Overview

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S A R T H I

- Technology being a growth driver in any industry in today's times and keeping up with that a technology platform by the name of "Bookkargo" was prepared as an in house development project. Pilot testing of the project is underway and with its success, a tool would be available with the company to facilitate its growth in sales by convenient and quick customer acquisition.
- With a CAGR of 16.31 % in turnover, the company has shown a decent growth in revenues over the last five years. However, the CAGR of EBIDTA is 32% over the period of 5 years and with operating leverage coming into play, the future growth in EBIDTA also looks very encouraging. Year on year improvement in tonnage gives a better bargaining power with all the major airlines which in turn would get reflected in its bottom line in years to come.
- The Company is also making an endeavour to grow inorganically by acquiring a company which would bring synergy to its existing air freight business. Hence overall with organic and inorganic growth prospects, the company is poised for getting a better valuation in terms of market capitalization.

# Segments of JFLL



T H I



## Perishable

- Perishable items are sensitive items, goods that will likely deteriorate if exposed to adverse temperature or humidity.
- Includes fresh cut flowers, fish, fruits, vegetables, meat etc

## General

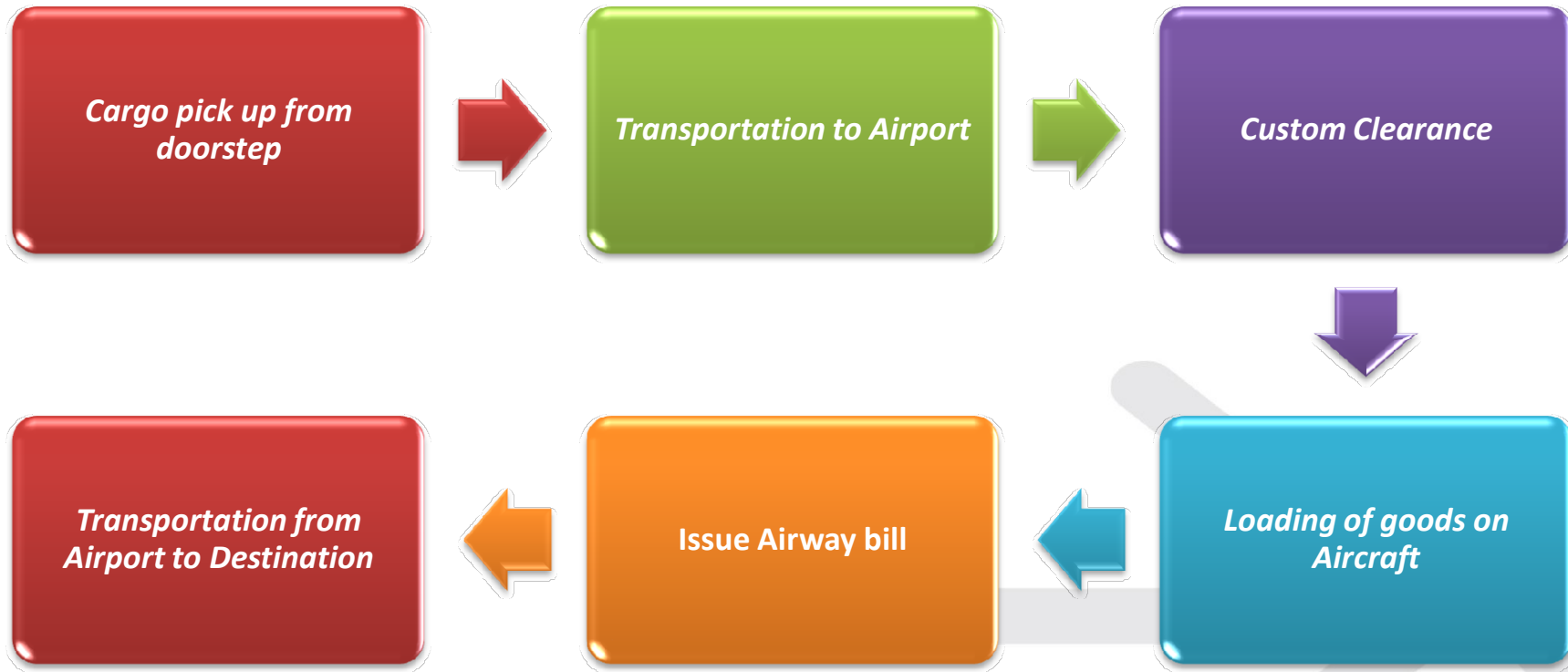
- This includes handling project cargoes, heavy lift, DGR cargo, temperature control cargo and break bulk cargoes.
- Industry like pharmacy and life sciences, biotechnology, ship spares, chemical, industrial, automotive, aeronautics, telecom, fashion etc

## Domestic freight forwarding

- Domestic cargo booking service, pan India on national and private Carrier.
- Tie up with Air India and Jet Airways, Indigo Airlines, Air Asia, Spice Jet and so on respectively on Port to Port basis.

- ▶ JFLL is a established name in the providing services for hazardous cargo, pharmaceutical cargo, temperature controlled cargo, general cargo and perishable cargo.
- ▶ It is registered with International Air Transport Association (IATA) for Air cargo

# Logistics Process of JFLL



# Awards and Accolades



S A R T H I

Year	Airline	Award
2004-2005	Air India	Outstanding Performance Award
2006	Cathay Pacific Cargo	Outstanding Performance Award
2006-2007	Air India	Excellence Award for Numero Uno Cargo Sales Agents
2007-08	Air India	Highest Perishable Cargo Sales
2008-09	Silver kilo award	Exceeding revenue in freight agents for IX1 Category
2009	Cathay Pacific Cargo	Outstanding Performance Award
2010-2011	Emirates	Top Cargo Agent
2010-2011	Thomas Cook	Outstanding Performance Award.
2010-2011	Saudi Cargo	Top agent
2011-2012	Emirates	Certificate of Appreciation for Continued support
2011-2012	Emirates	Top Cargo agents
2012	(ACAAI) Air Cargo Agents Association of India	Distinguished Services
2013	Jet Airways	Outstanding Sales Achievement and exceptional Cargo Revenue Performance
2013	Saudi Cargo	Top client 2013
2014	Saudi Cargo	Top client 2014
2013-2014	Emirates	Certificate of Appreciation for Continued support
2014-15	Air India	1 <sup>st</sup> Cargo Perishable Agent
2014-2015	Jet Airways	Exceptional Cargo Revenue Performance
2016-17	Air India	Awarded 1st Rank international perishable cargo agent
2016-17	Emirates	Awarded as Top cargo agent

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**Operational Overview**



# Board of Directors



S A R T H I



**Mr. Richard Francis Theknath**, aged 37 years is the promoter and managing director of the company . He has done FMBA from NMIMS and has more than 15 years of experience in freight forwarding . In 2006 he started jet freight Pvt. Ltd along with his father late Mr. Francis Theknath. He heads the financial and marketing decisions of the company and also take care of business relations , custom clearing and public relations.



**Mr. Dax Theknath**, aged 30 years is the whole time director of the company since 2006. He holds a license for Commercial pilot issued by Department of Transportation and Federal Aviation Administration (United Stated of America). He has significant experience in the field of Freight Forwarding, Logistics, Custom Clearing and handling and is now responsible for Marketing and maintaining operational excellence in the Organization.

He is also a state level football & Boxing champion.

# Board of Directors

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**Ms. Agnes Francis Theknath** wife of Late Shri Francis Joseph Theknath, aged 59 years, (the Founder of Jet Freight) who has matriculated from Bombay, initially supported her husband’s business from outside by giving the required guidance to the family Business. She is now acting as a mentor to her two sons i.e. Mr. Richard Francis Theknath and Mr. Dax Francis Theknath and takes keen interest in the Business decision-making. Having worked with the founder has groomed her with the required intricacies of the business, which she is now passing it on, to her two sons as legacy.



**Mr. Cypriano Savio Fernandes** is an Independent Director of the Company wef May 29, 2017. He is a Senior Business Professional having 27 years of experience across Business Development, Banking and Financial Services, Relationship Management and Business Strategy Leadership. As an Executive Director with J. P. Morgan Chase Bank NA (2012-2016) and Vice President with Citibank NA (1995-2011), he was responsible for managing senior level relationships of global companies operating in India across various industries During his tenure with these institutions, he has gained wide experience in managing relationships, developing business strategies and identifying new areas of opportunities, financial planning, ensuring client satisfaction.

## Board of Directors

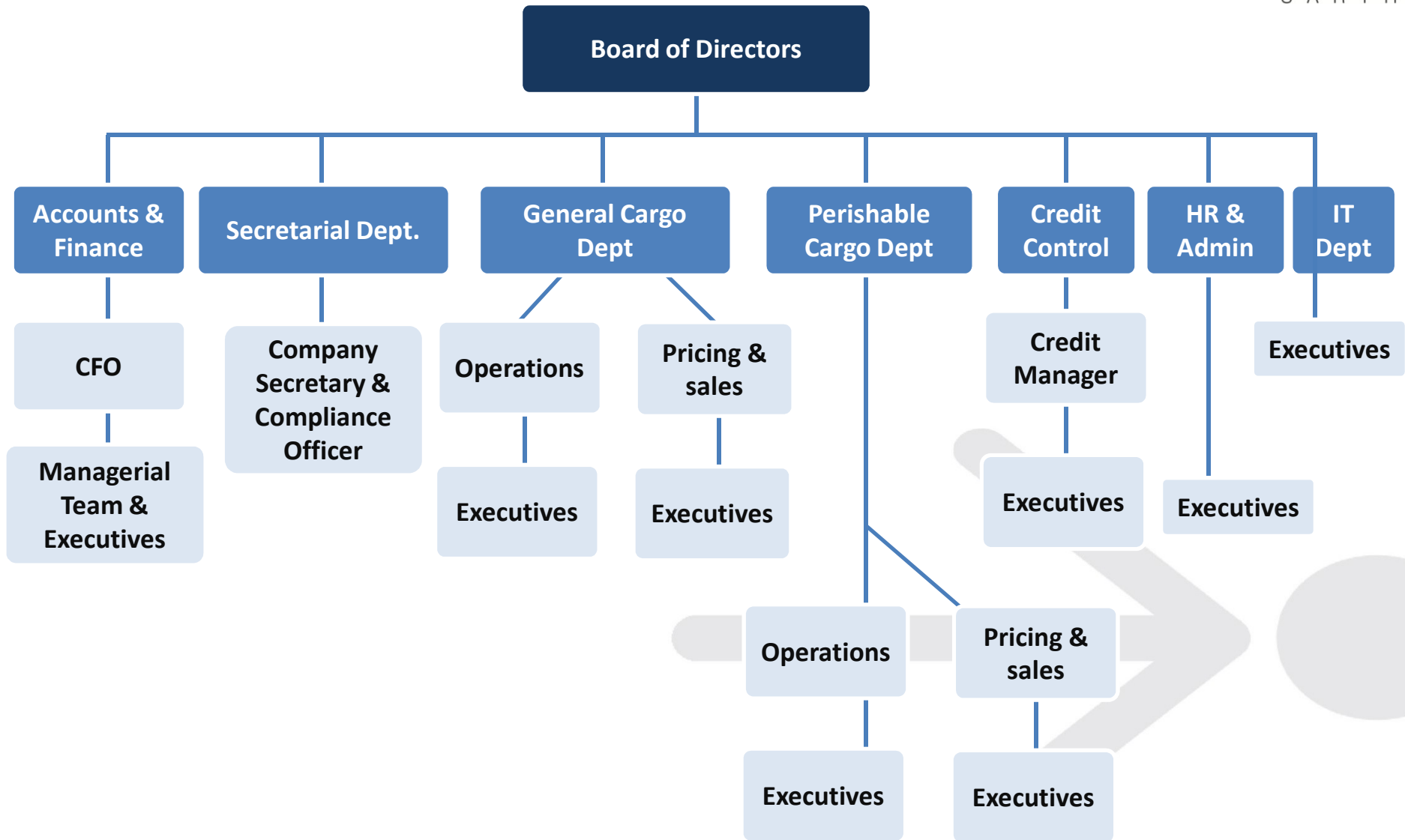
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**Mr. Nikhil Sunil Arya** is the Non-Executive and Independent Director of the Company. He has acquired a B.Com studying accounts and finance as well as an LL.B from Mumbai University. He is an associate member of the Institute of Company Secretaries of India. He has an experience of over 3 years in the field of Corporate Affairs and Compliance.



# Organization Chart and Employee ratio



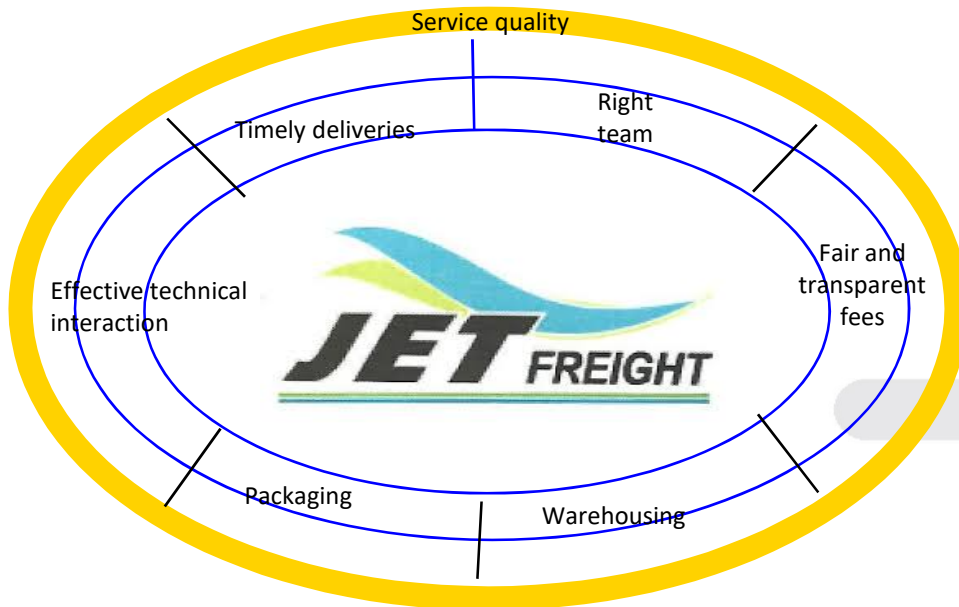


## JFFL Offices

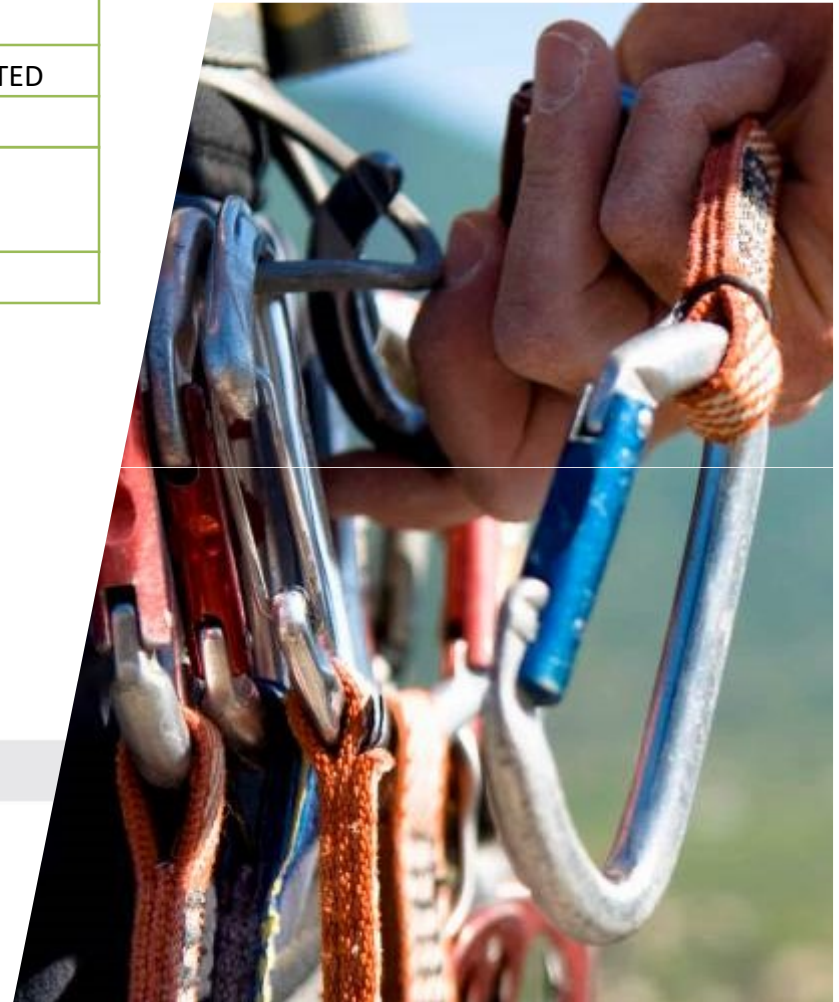
- ▶ JFLL registered and corporate office is located at Mumbai and have branches in various cities like Delhi, Bangalore, Cochin, Calicut, Hyderabad, Ahmedabad, Lucknow, Trivandrum, etc
- ▶ It has dedicated team which works all round to ensure safe handling for customers perishable cargo, temperature controlled cargo, time sensitive cargo and all permitted dangerous cargo.
- ▶ They have tie up with various agents across the world, this commission based agents provide services whereby, goods reach from international airport to respective destinations on time.
- ▶ They as freight forwarder take full responsibilities of shipments from the point of receipt to point of destination.

# Clientele

General	Perishable
GLENMARK	FAIR EXPORTS (I) PVT LTD
TRANSYS GLOBAL FORWARDING PVT LTD	ALLANASONS PRIVATE LIMITED
RAPID INDIA LOGISTICS PVT LTD	ELITE INTERNATIONAL
VIGHNAHAR CLEARING SHIPPING AND LOGISTICS	KHUSHI INTERNATIONAL
WL-HAVEN	CHAND INTERNATIONAL



Client service framework



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**Industry and Business  
Outlook**





## India Logistics sector outlook

- India's logistics sector is expected to grow at a CAGR of 13% over the medium term driven by the growth in the manufacturing, retail, FMCG, and ecommerce sectors. India spends around 14% GDP on logistics and transportation.
- The Indian logistics sector has grown at a CAGR of over 7.8% over the last five years
- The logistics sector in India is currently estimated to be US \$160 billion. The sector is expected to touch US \$215 billion over the next two years
- It is estimated that the warehouse market automation in India is expected to grow at a CAGR of 10-12% to US \$3.49 billion by the year 2020
- Logistics infrastructure, integrated logistics and birth of numerous logistics start ups are key drivers of growth from supply side



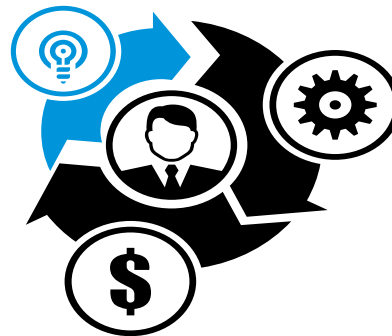
India's GDP is growing by around 7-9 % annually while its manufacturing sectors is witnessing Strong double digit growth rate.

### GST

With GST bill, now India's tax structure will be simplified for warehousing and logistics as well. It will add about 2% to India's GDP growth.

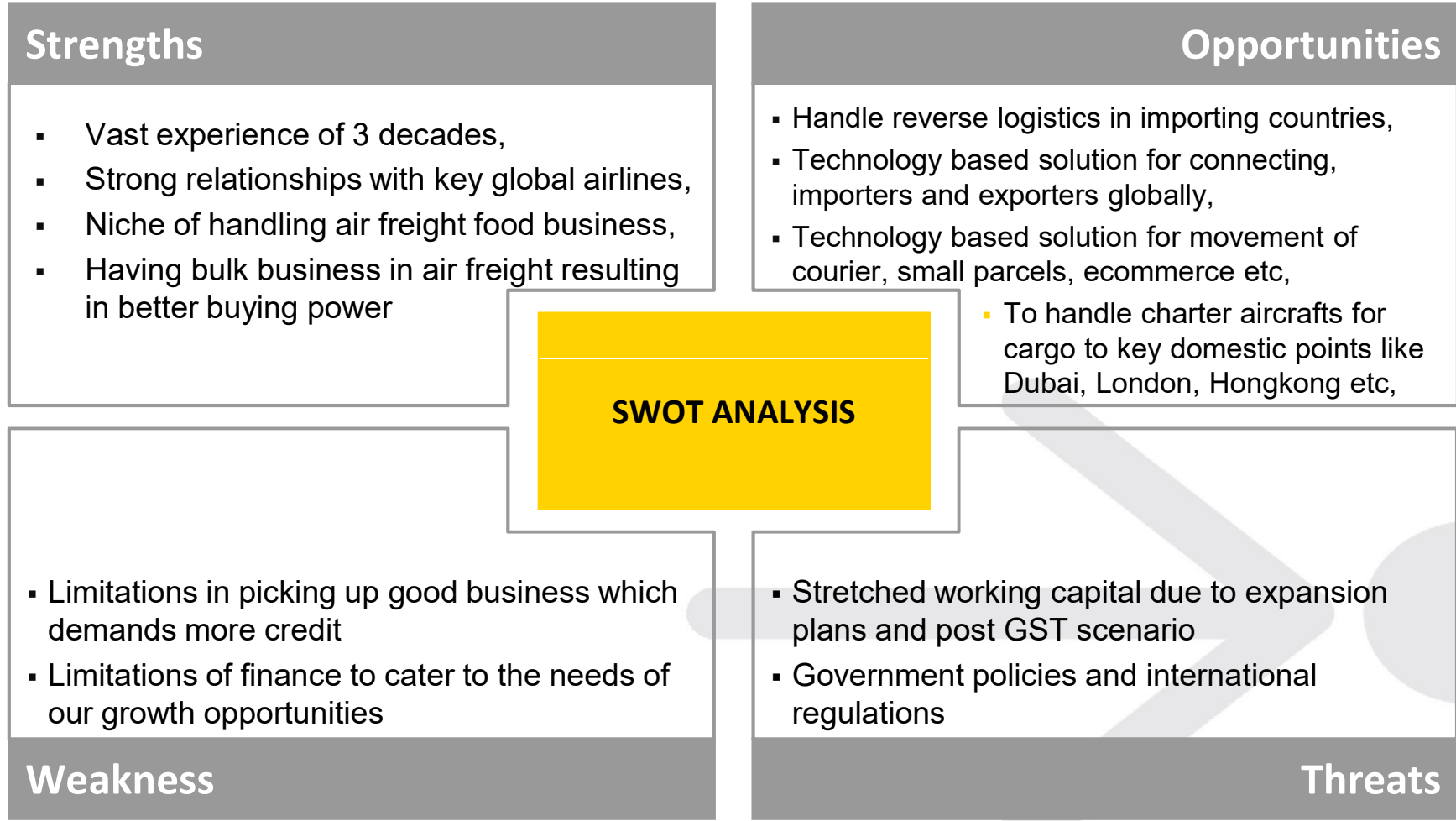
- India's Air Cargo industry is expected to handle 2.80 million tons of cargo by 2019 increasing at a CAGR of 5.5%
- According to IATA air cargo represents less than 1% of world trade by volume but over 35% by value

- The government's focus on providing 100% FDI in airports has proved to be a major boost for the industry
- Apart from this 100% tax exemption for airport projects for next 10 years is also another driver



The major initiative taken by Indian Government to propel Air Cargo further are formation of Air cargo Logistics Promotion Board for to provide ecosystem for harmonized growth of aviation sector

# SWOT Analysis





## Business outlook

- As a business strategy, they entered into the Domestic cargo business and have put the required infrastructure in place at its Mumbai, Delhi, Bangalore and Chennai branches. This business is expected to contribute growth in coming years.
- Further, horizontal expansion by way of increase in number of branches is also envisaged in business plan to gain a larger share in markets like Trivandrum and Kolkata.
- Focusing on General cargo and increasing the revenue contribution from this business will be a top priority going forward.
- Will try receivable factoring services from banks. As a result of this, the company would be in a position to provide long credit period which is a pre-requisite to gain business from various pharma, chemicals, FMCG companies.
- Inorganic growth would be the other area which the company is always open for further growth. Discussions are on for overseas diversification by setting by a branch or a subsidiary.



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**Financials – Half Yearly &  
Annual**



## Financials – H1FY19 Vs H1FY18



Income Statement	H1FY18	H1FY19	Gr Y-o-Y
Total Revenue	139.9	170.5	21.8%
Expenditure:			
Operating Expenses	128.9	157.7	
Employee Expenses	3.4	4.4	
Other Expenses	1.9	2.9	
Total Expenditure	134.2	164.9	
EBITDA	5.7	5.6	-2.1%
Margin	4.1%	3.3%	
Depreciation	0.4	0.4	
EBIT	5.30	5.2	-1.3%
Margin	3.8%	3%	
Finance Cost	1.2	1.5	
EBT	4.05	3.7	-7.6%
Margin	2.9%	2.2%	
Taxes	1.6	0.6	
PAT	2.5	3.1	26.1%
Margin	1.8%	1.8%	



Revenue  
Rs. 170.5 Crs

21.8%



PAT  
Rs. 3.1 Crs

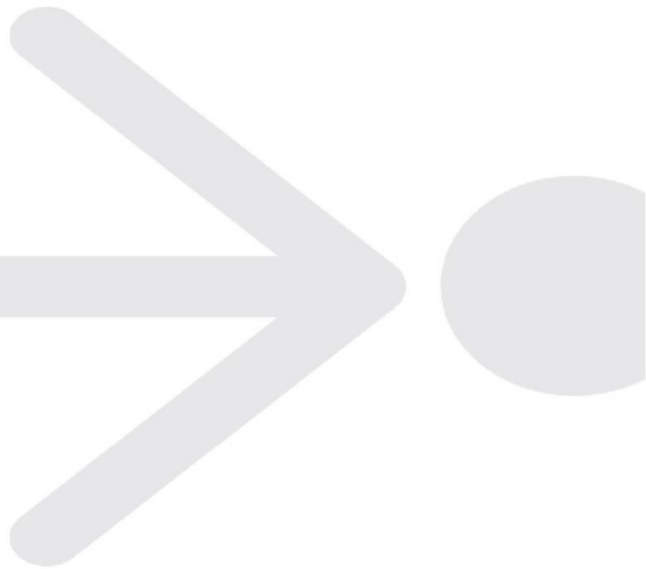
26.1%

# Balance Sheet

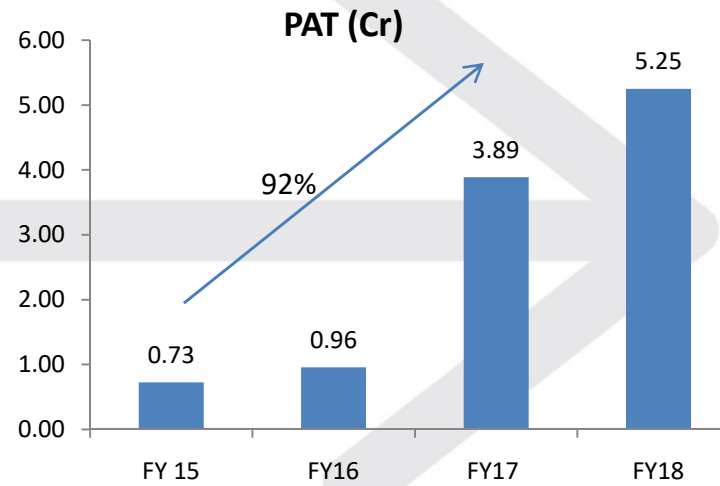
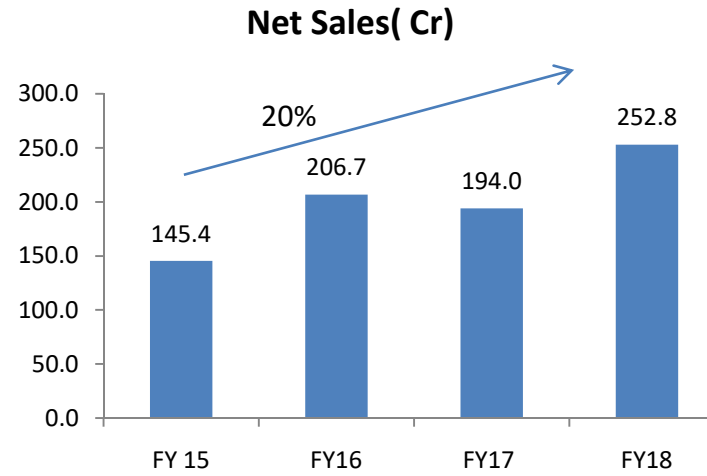
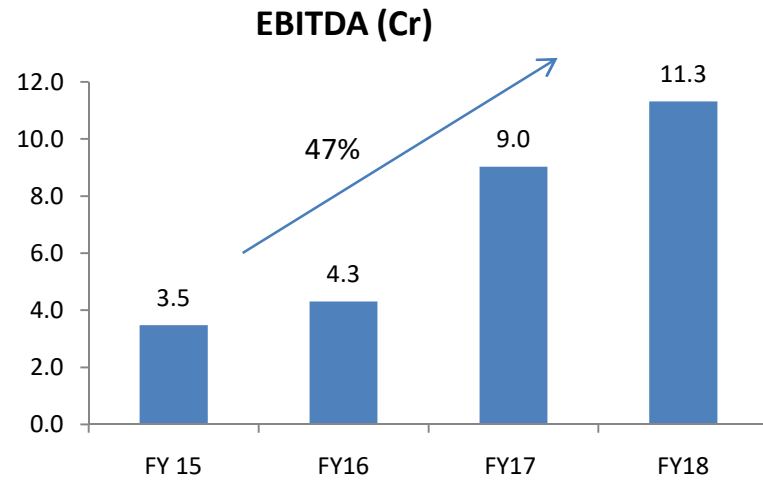


## H1FY19 Vs FY18 in Rs crore

Balance Sheet	H1FY19	FY18
Share Capital	11.9	5.8
R & S	12.8	15.6
Net Worth	<b>24.7</b>	<b>21.4</b>
Long Term Debt	7.1	8.1
Net Deferred Tax Liabilities	0.1	0.6
Short Term Borrowings	21.1	20.5
Trade Payables	29.1	17.5
Other Current Liabilities	5.8	6.2
Total Current Liabilities	56.3	44.3
<b>Total Liabilities</b>	<b>89.3</b>	<b>75.1</b>
Fixed Assets	11.8	11.7
Loans & Advances	0.2	0.1
Other non Current Assets	3.1	4.1
Receivables	67.4	57.5
Cash & Bank	4.2	0.9
Loans & Advances	2.5	0.9
Other Assest	4.6	0.0
Total Current Assets	74.2	59.3
<b>Total Assets</b>	<b>89.3</b>	<b>75.1</b>



# Financial Snap Shot - Annual



# Financials



S A R T H I

<b>Income Statement</b>	<b>FY15</b>	<b>FY16</b>	<b>FY17</b>	<b>FY 18</b>
Sales	142.80	206.27	194.00	252.4
Other income	2.64	0.41	0.06	0.4
Total Sales	145.44	206.67	194.01	252.8
Operating Expenses	132.61	192.53	175.58	229.2
Employee Expenses	5.02	5.34	5.32	7.4
Other Expenses	4.32	4.77	4.08	4.9
Total Expenditure	141.96	202.65	184.97	241.5
EBITDA	3.48	4.03	9.03	11.3
Depreciation	0.61	0.67	0.66	0.8
EBIT	2.87	3.36	8.38	10.5
Finance Cost	1.78	1.84	2.27	2.7
EBT	1.09	1.52	6.11	7.8
Taxes	0.36	0.57	2.22	2.5
PAT	0.73	0.96	3.89	5.3

<b>Balance Sheet</b>	<b>FY15</b>	<b>FY16</b>	<b>FY17</b>	<b>FY 18</b>
Share Capital	4.00	4.00	5.45	5.8
Reserve & Surplus	1.95	2.90	8.14	15.6
Shareholders Funds	5.95	6.90	13.59	21.4
Long Term Loan	4.13	6.90	4.48	8.1
Other Long Term Liabilities	0.72	0.77	1.11	0.13
Current Liabilities	10.80	14.56	19.17	44.3
Short Term Borrowings	8.28	11.42	12.00	20.5
Trade Payables	12.09	16.13	14.82	17.5
Other Current Liabilities	4.28	2.36	12.10	6.4
<b>Source of Funds</b>	<b>35.45</b>	<b>44.48</b>	<b>58.09</b>	<b>75.1</b>
Fixed Assets	6.49	6.40	11.62	11.8
Investments	0.05	0.05	0.00	0.00
Other non current assets	6.69	6.61	5.71	4.19
Current Assets:	6.74	6.67	5.71	
Debtors	22.22	28.69	35.53	57.5
Cash & Equivalents	-0.57	2.10	3.28	0.9
Other Current Assets	0.57	0.62	1.95	0.9
<b>Application Of Funds</b>	<b>35.45</b>	<b>44.48</b>	<b>58.09</b>	<b>75.1</b>

# Ratio



Ratio Analysis	FY15	FY16	FY17	FY 18
EBITDA Margin	2.39%	2.08%	4.66%	4.48%
EBIT Margin	1.97%	1.63%	3.87%	4.16%
EBT Margin	0.75%	0.74%	2.82%	3.08%
PAT Margin	0.50%	0.46%	1.80%	2.08%
RoCE	6.60%	6.93%	21.55%	17.84%
RoNW	12.24%	13.84%	28.64%	24.56%

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**HAPPY TO HELP....**



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