

H1 FY18 Media Release

Revenues at Rs 62.9 Crore, Y-o-Y growth of nearly 5%

EBITDA at Rs. 12.3 Crore, Y-o-Y jump of 21%

EBITDA margins at 19.62%, 265 bps Y-o-Y improvement

PAT at Rs. 2.7 Crore, Y-o-Y jump of over 48%

PAT margins at 4.3%, over 120 bps Y-o-Y improvement

16th November 2017, New Delhi, India: Jalan Transolutions (India) Limited (NSE: JALAN), amongst leading automobile transporter in India, has announced its unaudited financial results for the half year ended September 30th, 2017.

The Company is into transportation of two-wheeler vehicles, Full Truck Load (FTL), with owned fleet of more than 400 trucks to provide seamless service.

Key Financials (Rs. Crore): -

Particulars	H1 FY18	H1 FY17	Y-o-Y%	FY17	FY16	Y-o-Y %
Revenue from Operations	62.9	60.2	4.6%	129.4	114.7	12.9%
EBIDTA	12.3	10.2	20.9%	24.1	19.3	24.4%
EBITDA margin (%)	19.6%	17.0%	265bps	18.6%	16.9%	172bps
PAT	2.7	1.8	47.8%	5.1	2.9	73.5%
PAT margin (%)	4.3%	3.0%	126bps	3.9%	2.5%	137bps

Performance Highlights: -

For Half Year ended September 30th, 2017:

- Revenue from operations was at Rs. 62.9 crore in H1 FY18, as against Rs. 60.2 crore in H1 FY17, a Y-o-Y growth of 4.6%
- EBITDA stood at Rs. 12.3 crore in H1 FY18 as against Rs. 10.2 crore in the previous year, significant Y-o-Y growth of 20.9%
- EBITDA margin increased by over 265 bps in H1 FY18 to 19.6% as against 17.0% in H1FY17

- **Profit After Tax was at Rs. 2.7 crore** in H1 FY18 as against Rs. 1.8 crore in H1 FY17, a **phenomenal growth of 47.8%**
- **PAT margin increased by nearly 130 bps to 4.3 %** as against 3.0 % in H1 FY17

Management Comment:

Commenting on this development, **Mr. Manish Jalan, Director & CFO**, Jalan Transolutions (India) Ltd. said,

“We have demonstrated a good growth in this half year, despite various hurdles on account of GST implementation across the value chain. It has been few months since GST has been implemented and it has been very well accepted across industry verticals. However, we believe that it would take a few more quarters before one is able to see the positive impact of GST on ground.

There is immense growth opportunity in the logistics space and a huge demand for efficient, organized logistics and transportation providers. We at Jalan Transolutions (India) Limited are constantly upscaling ourselves & expanding our network to meet increasing demand for transportation of two-wheeler vehicles.

We expect second half of the year to be better given the trend of higher business volume for most manufacturers.”

About Jalan Transolutions (India) Limited:

Jalan Transolutions (India) Limited, started its progressive journey in 2003 as a two-wheeler transport solution provider with a renowned Multinational Automobile Company. Over the years, it has become one of the leading automobile transportation company in Northern India and expanded its network across the country that allows it to deliver clients' shipment on time with greater safety and ease, through its IT enabled and value-added services, a fleet of about 400 Company Owned Trucks and extensive network. Company also provides Full Truck Load (FTL) & Less than Truck Load (LTL) services. Company has Technology Collaboration with Quikhop to increase transparency on each step and achieve greater visibility.

Majority of trucks are GPS enabled and centralized information technology network provides seamless real-time monitoring of our operations and consignment bookings and delivery status. Ability to provide timely delivery and quality service is key to our reputation and further expansion of goods transportation business. The Company has In-house Truck Service Station - Jalan Business Centre located in Dharuhera, Haryana, having connectivity with 3 national highways.

For more details, please visit: www.jalantransolutions.com

For any Investor Relations query, please contact:

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