



Jalan Transolutions (India) Limited

**Result Update Presentation
November 2017**



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Director's Message



Commenting on the Financial Results, 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."

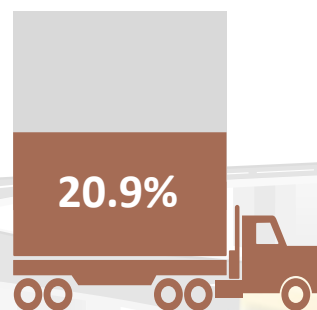
We expect second half of the year to be better given the trend of higher business volume for most manufacturers."



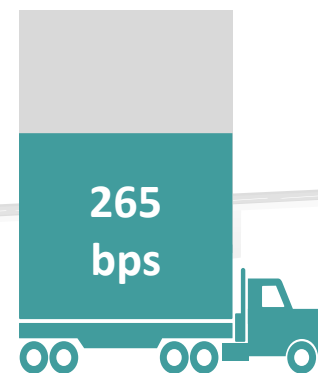
Financial Performance – H1 FY18



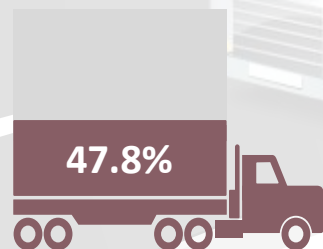
Revenue
Rs 62.9 Cr



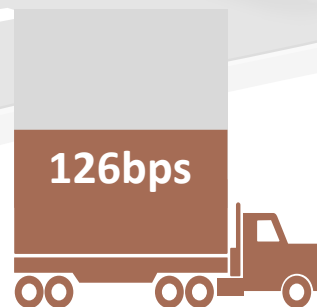
EBITDA
Rs. 12.3Cr



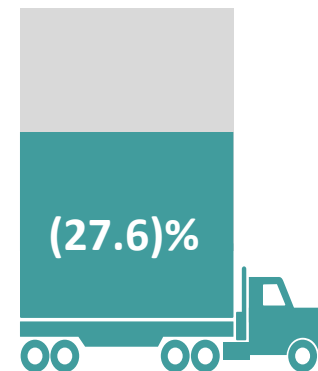
EBITDA Margin
19.6 %



PAT
Rs. 2.7Cr



PAT Margin
4.3%



EPS*
Rs. 1.86 vs Rs. 2.57
H1FY17

*Company Raised Rs. 17.71 crore via issue of 38,49,000 equity shares of F.V Rs.10/-



Financial Highlights – H1 FY18



Rs. Cr	H1 FY18	H1 FY17	Y-o-Y (%)
Total Income	62.9	60.2	4.6%
Raw Materials	49.2	48.3	
Employee Cost	0.7	0.9	
Other Cost	0.7	0.7	
Total Expenditure	50.6	50.0	
EBITDA	12.3	10.2	20.9%
EBITDA Margin%	19.6%	17.0%	265 bps
Other Income	0.9	0.6	
Depreciation	4.6	3.4	
EBIT	8.7	7.4	
Interest	4.7	4.7	
Exceptional Item	0.0	0.0	
Profit Before Tax	4.1	2.8	
Tax	1.4	0.9	
PAT	2.7	1.8	47.8%
PAT Margin%	4.3%	3.0%	126 bps
EPS in Rs.*	1.86	2.57	

*Company Raised Rs. 17.71 crore via issue of 38,49,000 equity shares of F.V Rs.10/-



Balance Sheet as on 30th Sept'2017

Rs. Cr	As on 30 th Sept'17
Shareholder's Funds	39.0
Share capital	14.5*
Reserves & Surplus	24.4
Non-current liabilities	26.0
Long term borrowings	23.5
Defer Tax liabilities	2.5
Other Long-Term liabilities	0.0
Long-Term Provisions	0.0
Current liabilities	39.9
Short Term Borrowings	32.7
Trade Payables	3.5
Other Current liabilities	0.3
Short-term provisions	3.4
Total Equities & Liabilities	104.8

Rs. Cr	As on 30 th Sept'17
Non-current assets	34.4
Fixed assets	32.4
Goodwill on consolidation	0.0
Non-current Investments	0.0
Long-term loans & advances	0.6
Other non-current assets	1.4
Current assets	70.4
Current investments	0.0
Inventories	0.0
Trade receivables	57.0
Cash & Cash equivalents	0.2
Short-term loans & Advances	13.2
Other Current Assets	0.0
Total Assets	104.8

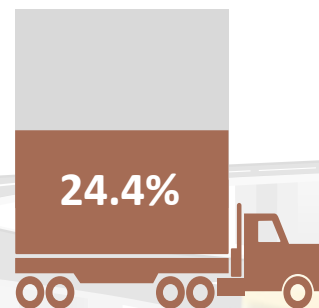
*Company Raised Rs. 17.71 crore via issue of 38,49,000 equity shares of F.V Rs.10/-



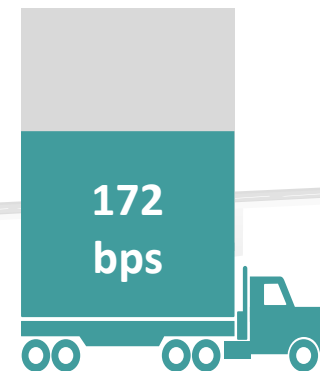
Financial Performance - FY17



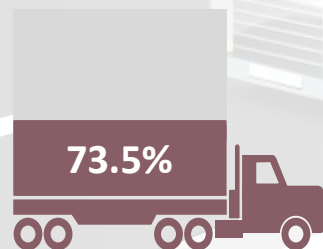
Revenue
Rs 129.4 Cr



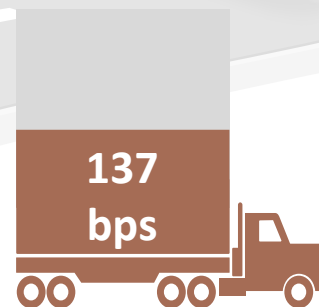
EBITDA
Rs. 24.1 Cr



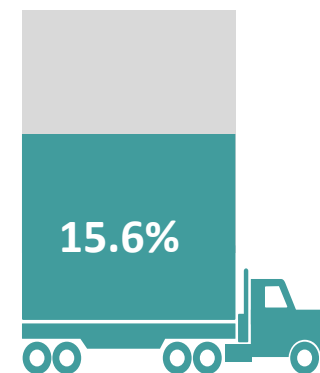
EBITDA Margin
18.6 %



PAT
Rs. 5.1 Cr



PAT Margin
3.9 %



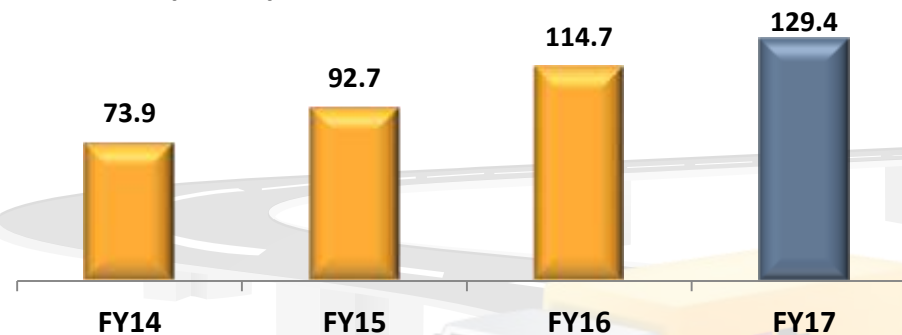
EPS
Rs. 4.73 vs Rs. 4.09 FY16



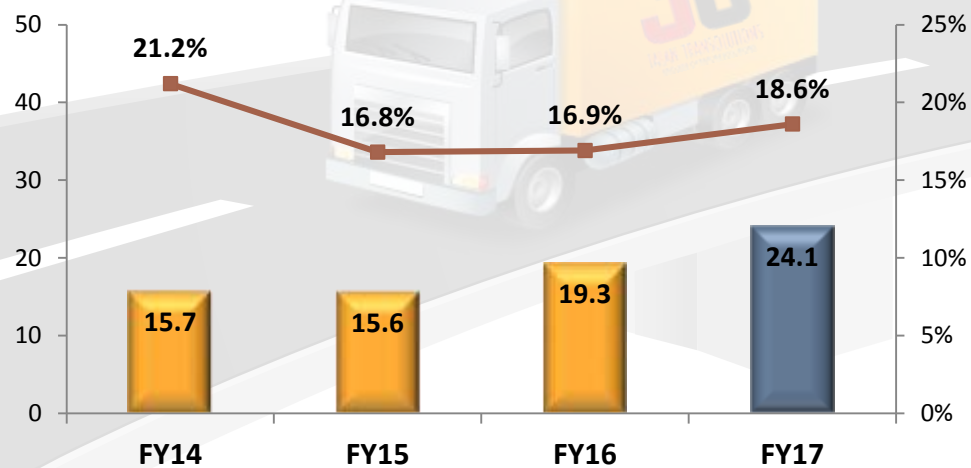
Financial Highlights – FY17



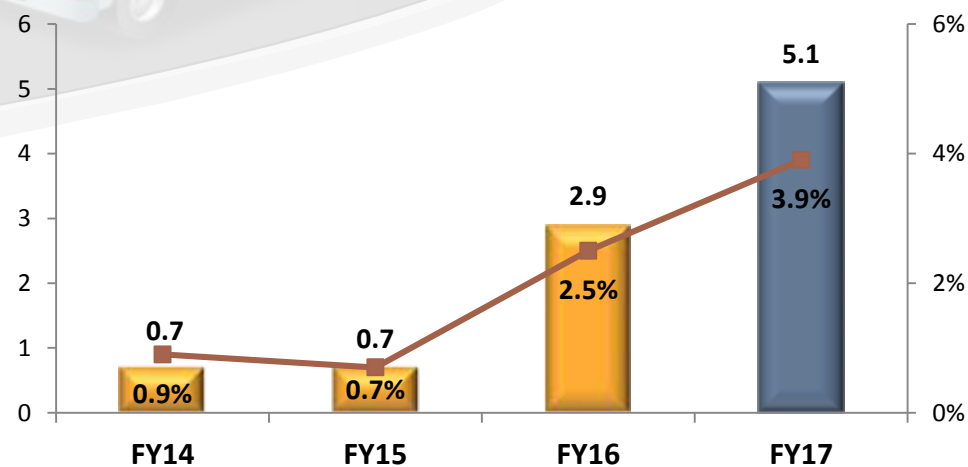
Revenue (Rs. Cr)



EBITDA (Rs. Cr) / Margin (%)



PAT (Rs. Cr) / Margin (%)





Financial Highlights – FY17

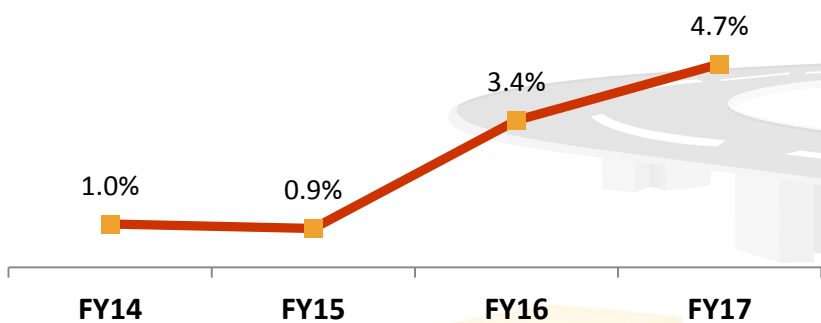


Rs. Cr	FY17	FY16	Y-o-Y (%)
Total Income	129.4	114.7	12.9%
Raw Materials	1.3	3.4	
Employee Cost	1.9	1.8	
Other Cost	102.2	90.1	
Total Expenditure	105.4	95.3	
EBITDA	24.1	19.3	24.4%
EBITDA Margin%	18.6%	16.9%	172 bps
Other Income	1.5	1.0	
Depreciation	7.5	7.5	
EBIT	18.0	12.8	
Interest	10.0	8.6	
Exceptional Item	0.0	0.0	
Profit Before Tax	8.0	4.2	
Tax	3.0	1.3	
PAT	5.1	2.9	73.5%
PAT Margin%	3.9%	2.5%	137 bps
EPS in Rs.	4.73	4.09	

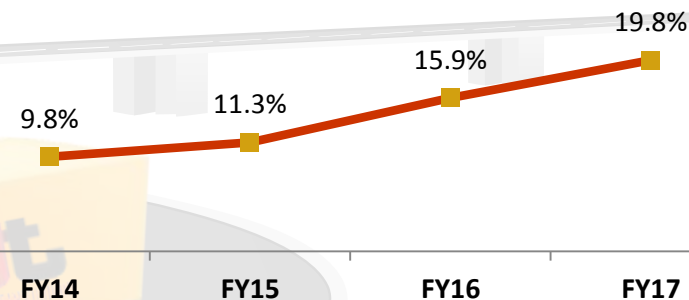


Key Financial Ratios

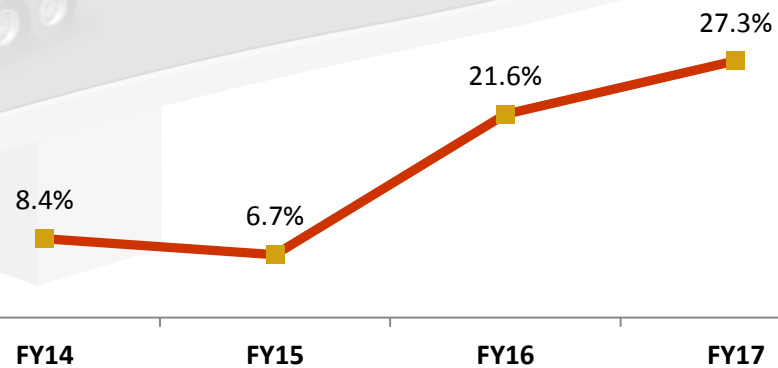
ROA# (%)



RoCE* (%)



RoE** (%)





Balance Sheet as on 31st March, 2017

Rs. Cr	As on 31 st March'17	As on 31 st March'16
Shareholder's Funds	18.5	13.5
Share capital	10.7	7.1
Reserves & Surplus	7.9	6.4
Non-current liabilities	37.2	23.5
Long term borrowings	34.7	21.6
Defer Tax liabilities	2.5	1.9
Other Long-Term liabilities	0.0	0.0
Long-Term Provisions	0.0	0.0
Current liabilities	52.5	48.7
Short Term Borrowings	37.8	45.3
Trade Payables	11.9	2.2
Other Current liabilities	1.2	0.3
Short-term provisions	1.5	0.8
Total Equities & Liabilities	108.2	85.7

Rs. Cr	As on 31 st March'17	As on 31 st March'16
Non-current assets	43.1	36.9
Fixed assets	41.6	36.1
Goodwill on consolidation	0.0	0.0
Non-current Investments	0.0	0.0
Long-term loans & advances	0.6	0.8
Other non-current assets	0.9	0.6
Current assets	65.2	48.1
Current investments	0.0	0.0
Inventories	0.7	1.1
Trade receivables	50.6	39.7
Cash & Cash equivalents	0.8	0.5
Short-term loans & Advances	13.1	6.7
Other Current Assets	0.0	0.0
Total Assets	108.2	85.7



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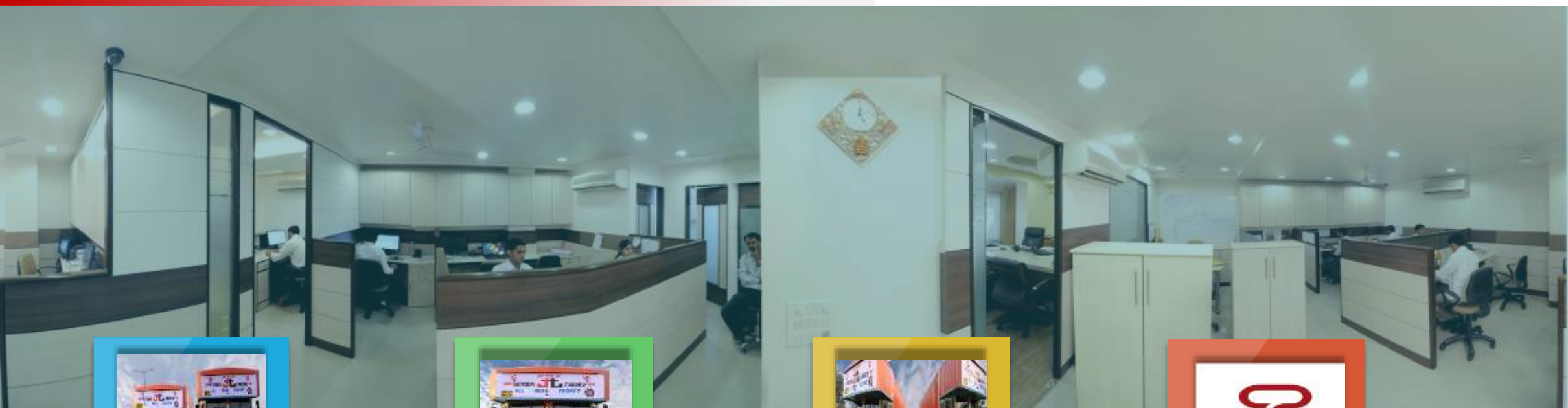
Business Overview

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Way Ahead



Company Overview



Two-Wheeler Transportation

- Leader in automobile transportation in North India
- Custom-built vehicle designed for two wheelers



Own Fleet

- More than 400 trucks to provide seamless service
- Majority of trucks are GPS equipped



Full Truck Load (FTL) Transportation

- Move Full Truck Load Cargo all across India



Technology Collaboration with Quikhop

- Enhancing process to increase transparency on each step and achieve greater visibility



Milestones



2003

Incorporation of Company as "Jalan Carriers Private Limited"

2008

Converted to Public Limited Company and name changed to "Jalan Transolutions (India) Limited"

2013

Acquired two-wheeler businesses of "Prashar Road Carriers Pvt. Ltd." and "Vasundhara Logistics"

2015

In association with "Ashok Leyland Ltd." & "JK Tyres Ltd." created fully equipped, 25,000 sq. ft. In-house workshop at Haryana

2017

Company got listed on NSE Emerge platform, raised Rs 17.71 Cr through IPO



Management Team



Mr. Rajesh Jalan



Managing Director

- Holds degree in Bachelor in Commerce (B.com Hon.) from Delhi University, Hansraj College
- More than 27 years of Experience in Transportation and Logistic Industrial activities
- Multifunctional experience, guides company in growth strategies

Mr. Manish Jalan



Director & CFO

- Bachelor in Commerce from University of Delhi, PGDAV College, certified diploma Course in Web Commerce Master, Geneva (Switzerland) and Completed MPOWER program from IIM Ahmedabad
- More than 24 years of Experience in Transportation and Logistic
- Responsible for overall operational activities of Company

Mrs. Mamta Sharma



CS & Compliance Officer

- Holds degree in Bachelor of Commerce (Bcom)
- Qualified Company Secretary
- Completed LL.B.
- More than 7 years of experience



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Industry Overview



- Road transportation - USD 1.5 trillion industry globally
- In India - especially significant sector, given high reliance on roads, over 60% of total freight transported by road and is estimated to be USD 96 billion industry
- Expected to grow at CAGR 15% over next 5 years (as per ASSOCHAM), more than double expected rate of growth of Indian economy
- Freight transport market expected to be worth US\$ 307.70 billion by 2020 with about 110 new logistics parks expected to be operational with estimated cost of USD 1 Billion
- Simplifying tax system, GST helps reduce wait time at check posts, that previously was spent in dealing with numerous taxes at state level
- Key trends driving growth of Logistic Industry in India include:
 - Higher levels of outsourced logistics
 - Increasing complexity of logistics services requirements



Our Business Offerings



Two Wheeler Logistics

- More than decade of expertise in moving two wheelers from factory to wholesaler and dealers

Full truck Load (FTL)

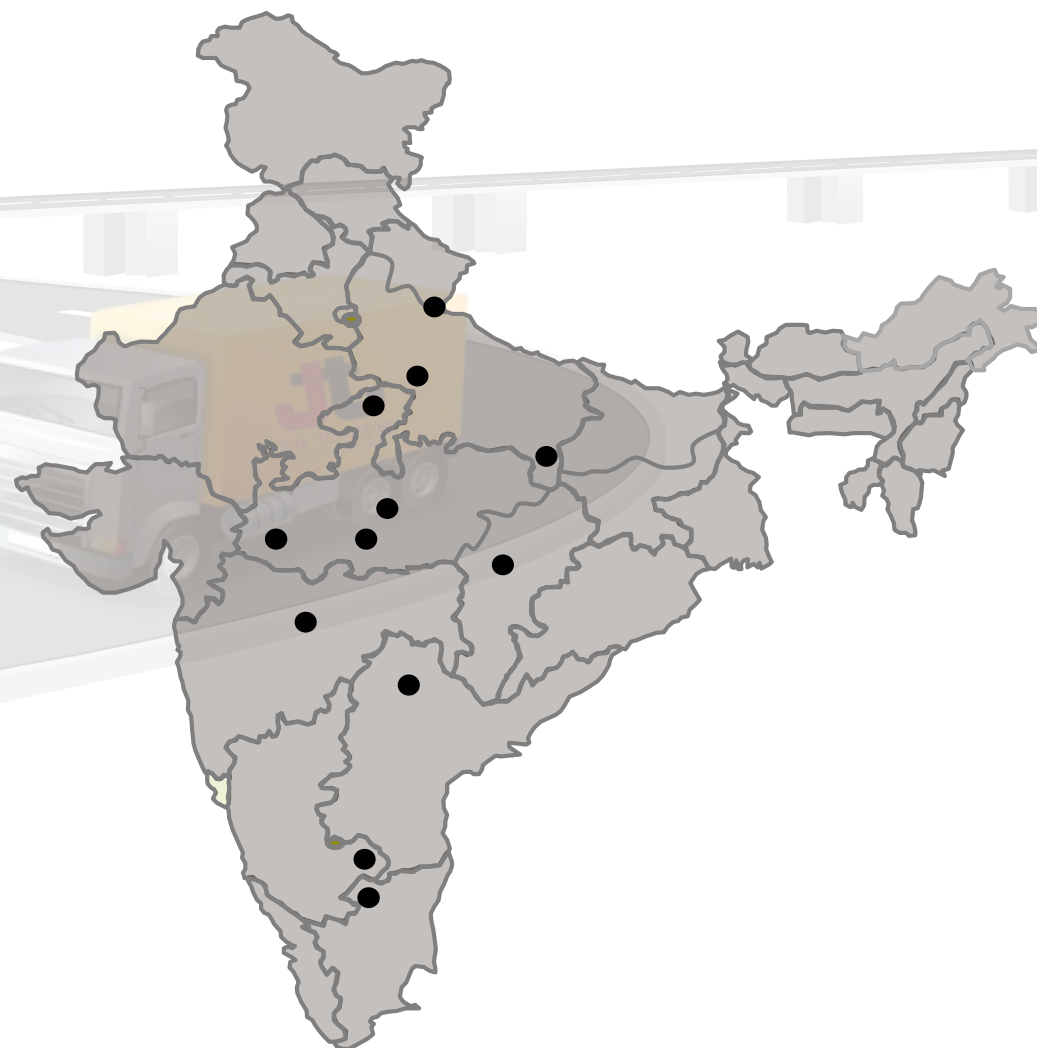
- Deliver full truck load from consignor to consignee at any time and any place across India through strong network and large number of owned fleets



Pan India Presence



	Branch Location
1	Bhopal – Madhya Pradesh
2	Hyderabad – Telangana
3	Narsapura – Karnataka
4	Raipur – Chhattisgarh
5	Aurangabad – Maharashtra
6	Gwalior – Madhya Pradesh
7	Hosur – Tamil Nadu
8	Indore – Madhya Pradesh
9	Jabalpur – Madhya Pradesh
10	Mahoba – Uttar Pradesh
11	Pant Nagar – Uttarakhand
12	Renukoot – Uttar Pradesh





In-house Truck Service Station



- Jalan Business Centre is located in Dharuhera, Haryana
- Connectivity with 3 national highways: NH8 (Delhi-Jaipur-Mumbai), NH71 (Jalandhar-Rohtak-Jhajjar-Rewari) and NH71B (Rewari-Dharuhera- Sohna-Palwal), Proposed Delhi-Mumbai Industrial Corridor
- Strategically located near Two Wheeler manufacturers HeroMoto Corp & Honda Motorcycles

Jalan Business Center:

- Authorised Ashok Leyland Service Station – with around the clock availability of service experts, approved spare parts, latest techniques and modern machine to deliver complete breakdown solutions, repair, and preventive maintenance solutions
- Caters to both in-house fleet as well as trucks owned by other transport companies
- Authorised JK Tyre Outlet – stocks and sells truck tyres and wheel components
- Driver Training Facility set up in association with “Saarthi Foundation”



Key Clients



ASHOK LEYLAND

Ashok Leyland



Hero

HeroMoto Corp



Bajaj Auto Ltd



TVS Toyota Tsusho Supply
Chain Solution Limited



Honda Motorcycle &
Scooter India (P) Ltd



Mahindra Two
Wheeler Ltd.



Key Strengths



Proven Track Record

- Profitable track record in past 5 years and continuous increase in revenues

Leveraging on Experience of Promoters

- Vast experience in field of logistics which indicates strong ability to maintain business viability and steer business through operational hurdles

Strong Supplier Relationships

- Strong relationships with most leading carriers enables to negotiate favourable commercial terms and operational advantageous for clients

Investment in Technology

- Invested significant resources in technological capabilities and developed technology system which enables to keep complete check on operational and accounting processes

Customized Service Offerings

- Constantly try to address customers' needs and try to provide tailor-made specification according to their requirements





Awards & Certifications



**Honda Motorcycle & Scooter India Pvt. Ltd.
2014, Tokyo, Japan**



**Bajaj Auto Ltd.-
Transport Vendor
Conference - 2015**



**Ashok Leyland- Best
Relationship Award**



**Life Membership- All
India Motor Transport
Congress**



**Ashok Leyland
Continued Support and
dedication Award**



**Baja Auto Ltd- High
Volume Transport
Vendor Award**



**Mahindra Logistics –
Business Partners
Award 2014**



**ISO 9001:2008
Certificate of
Registration**



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Way Ahead

- Rich & in depth understanding combined with strong experience in transportation logistics to understand intricacies of 3PL industry dynamics & operations
- Making inroads for understanding specific client requirements & thereby creating strong presence in 3PL



- Focus on leasing trucks from small truck owners for business expansion
- Will enable to increase revenues and profits without investing large amount of capital in owned fleet

- Continue to expand distribution network of branches for goods transportation
- Plan to add significant number of branches in southern and eastern regions of India as well as increase depth of existing network in key Indian states

- Plan to enter into transportation of Four - wheeler vehicles, which has better margins



Thank You



JALAN

For further information, please contact:

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