

JFLL/CS/NSE/2017-2018/40

Date: 27.01.2018

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 January 25, 2018.

Kindly take it on your records.

Thanks & Regards,
For Jet freight Logistics Limited



Shraddha Mehta
Company Secretary & Compliance Officer



Sarathi Capital Advisors Private Limited

Bridging the Gaps

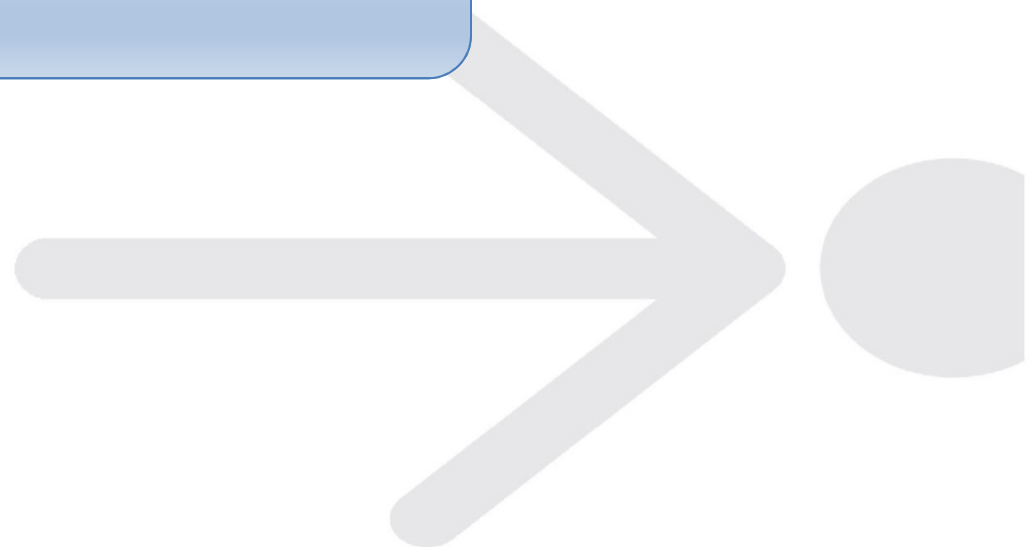


Jet Freight Logistics Limited

January, 2018

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Corporate Overview



Company Overview



- Jet Airfreight was established as proprietorship in the year 1986 by Mr. Francis Theknath with a vision to be the top player in the industry providing all kinds of logistic solution and soon emerged as India's No.1 Air freight Forwarder for handling perishable, general and time sensitive cargo amongst the domestic companies.
- Apart from perishable, time Sensitive and general Cargo, it is the known name in the market for custom Clearance, logistics solution, shipment of hazardous cargo and ODC consignments. All JFLL branches have state-of-an art technology that supports round the clock operational processes, makes them faster and defect free.
- The company has its presence in all the key cities in India and services coverage of over 200 countries in the world. It is further expanding its network at a rapid rate.
- In 2016-17, the company was awarded as 1st rank international perishable cargo agent by Air India and as Top cargo agent by Emirates.
- JFLL has developed a niche in air freight food business, with strong relationship with key global airlines at senior level . It also enjoys strong buying power because of bulk business in air freight.
- Going forward, the company has huge potential to handle reverse logistics in importing countries. And also develop technology based solution for importers and exporters globally.



T H I

Segments of JFLL



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

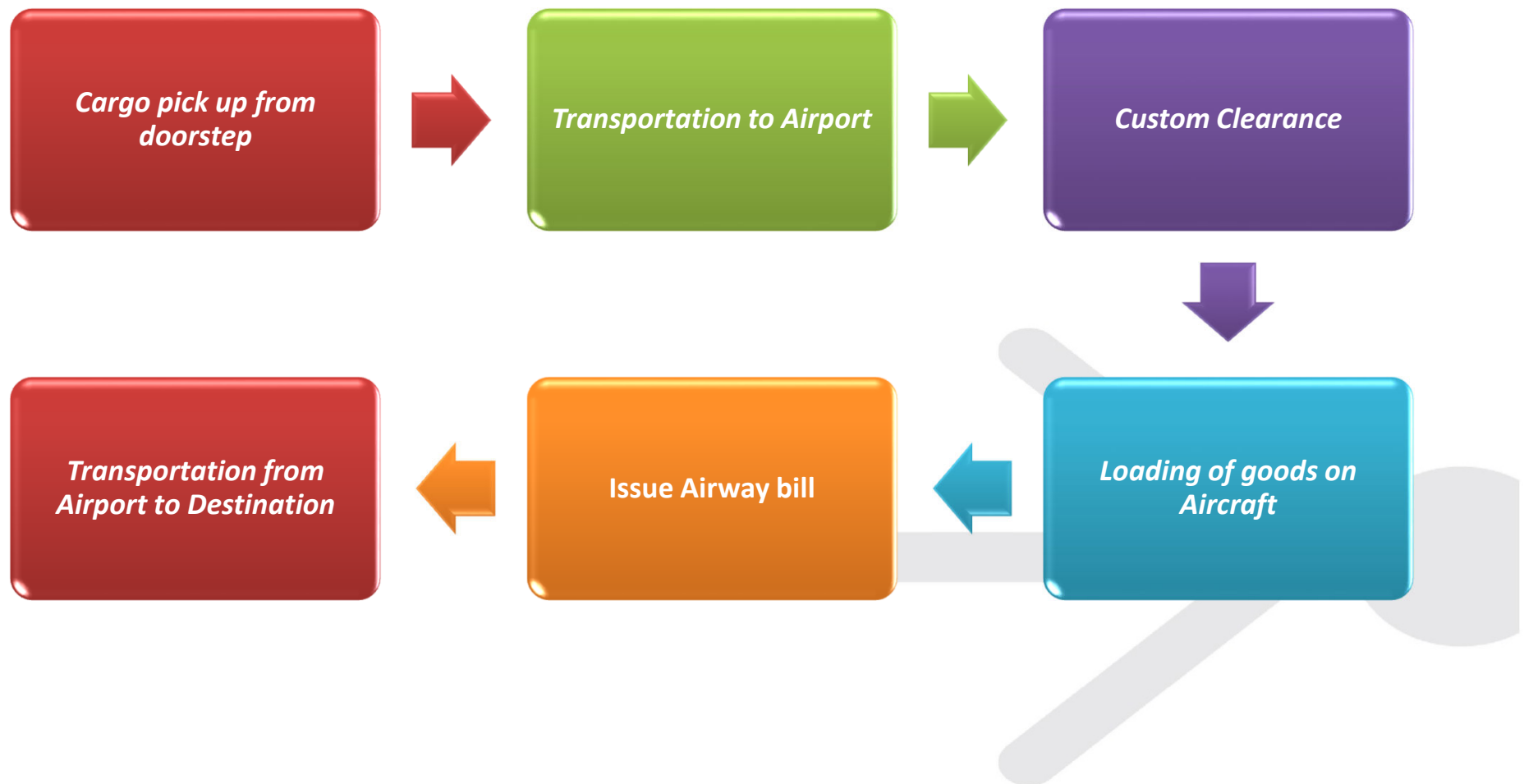


Domestic freight forwarding

- 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



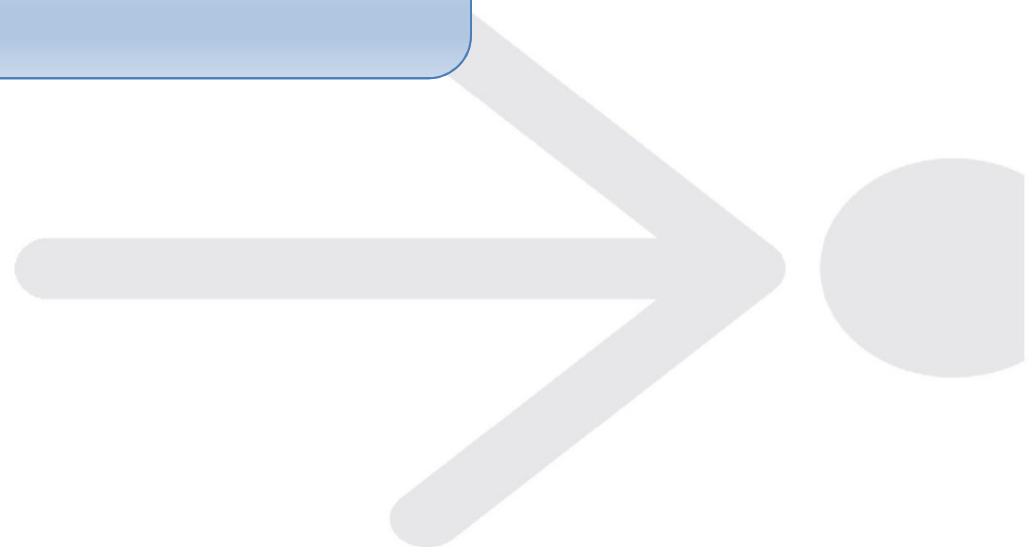
Awards and Accolades



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 st 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

Operational Overview



Board of Directors



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.



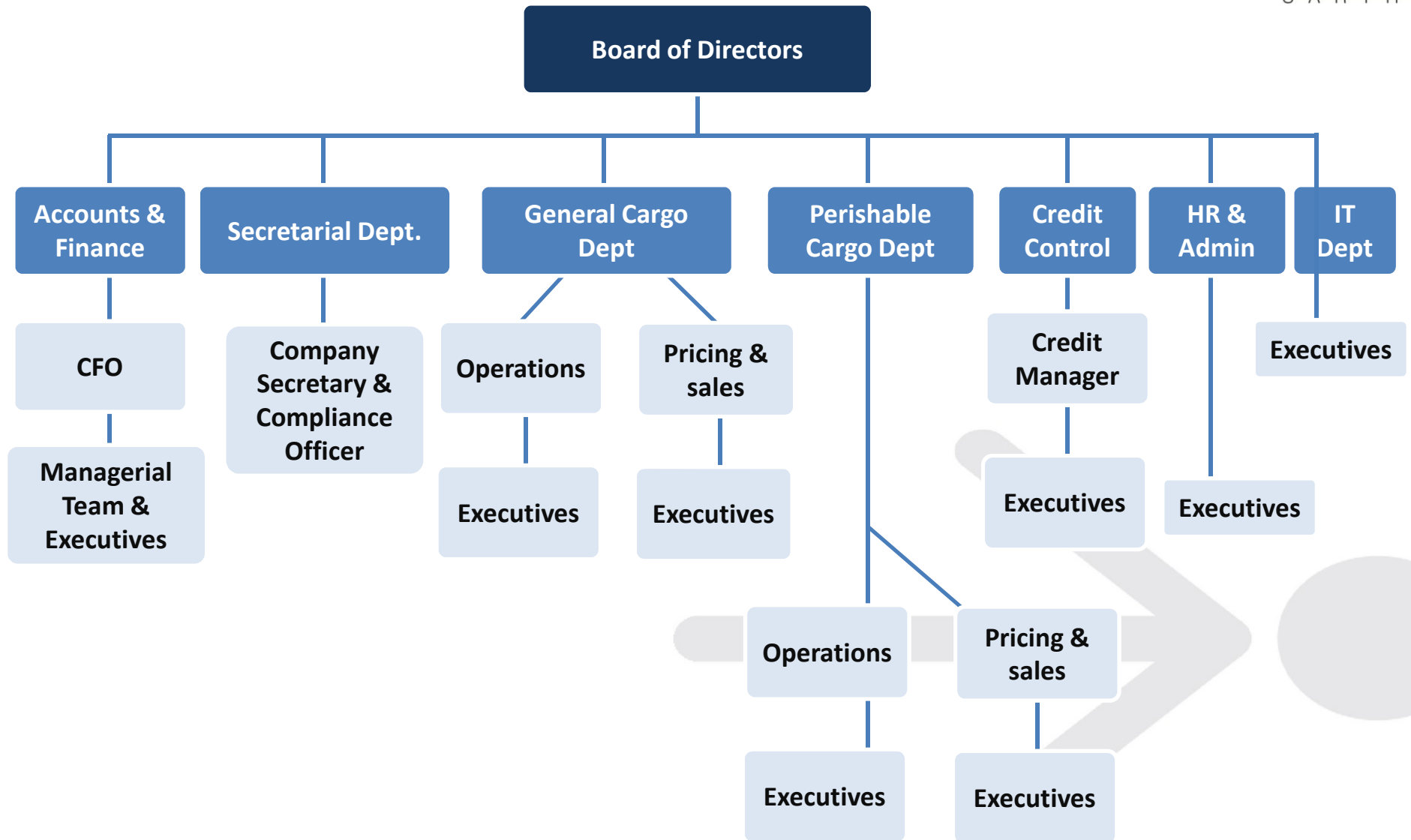
Mr. Dax Theknath, aged 30 years is the whole time director of the company since 2006. He holds a license for Commercial pilot issued by Department of Transportation and Federal Aviation Administration (United States of America). He has significant experience in the field of Freight Forwarding, Logistics, 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



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.

Organization Chart and Employee ratio



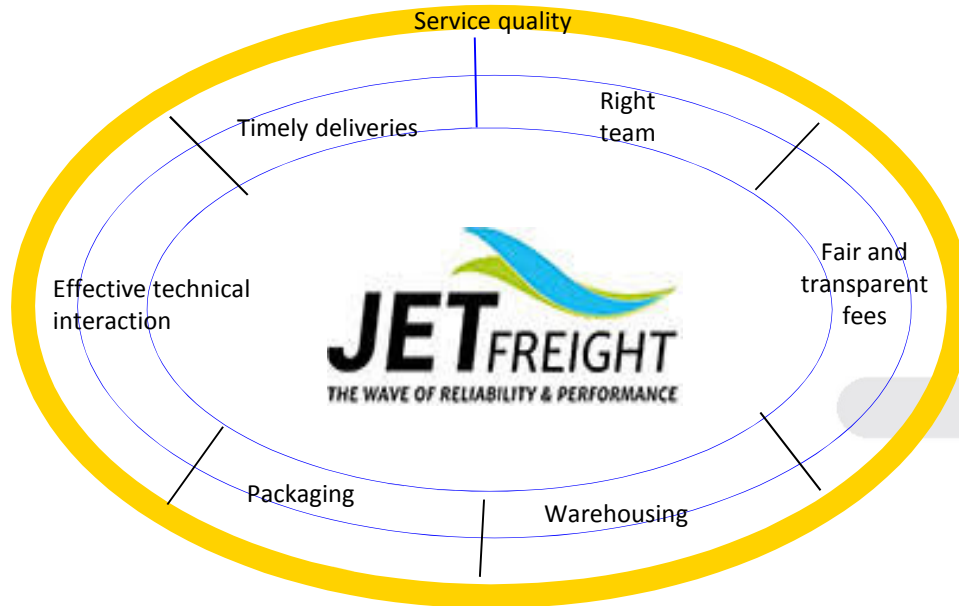


JFLL Offices

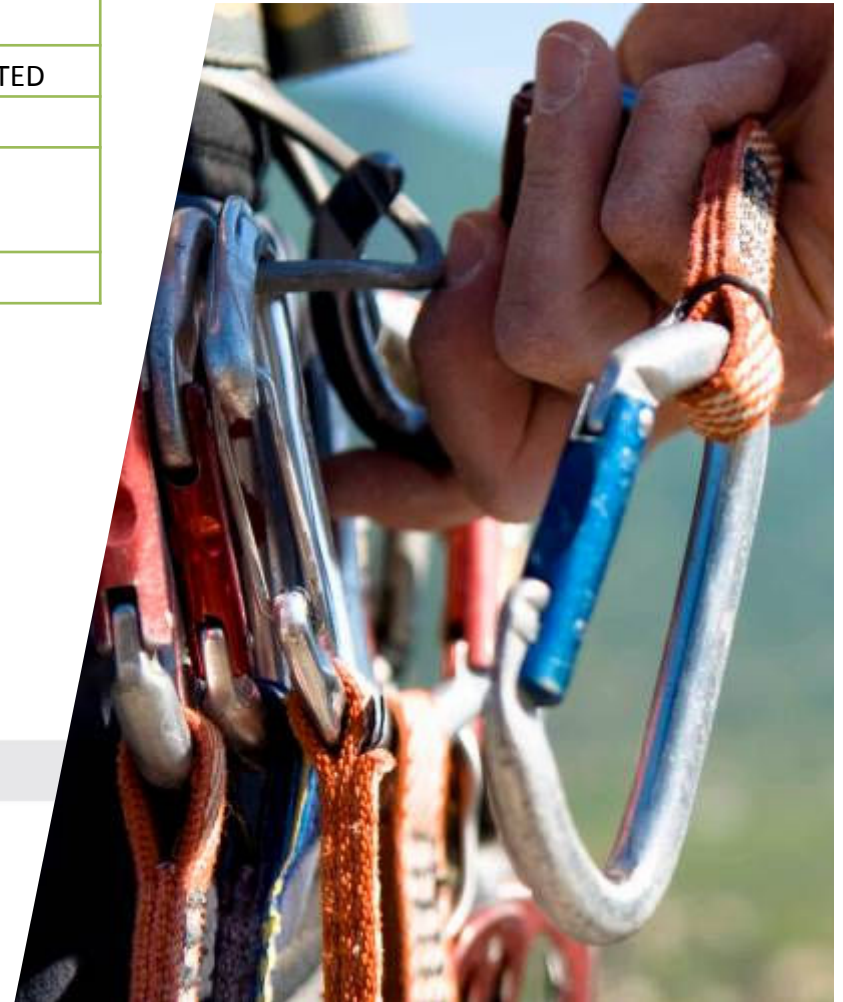
- ▶ JFLL registered and corporate office is located at Mumbai and have branches in various cities like Delhi, Bangaluru, Cochin, Calicut, Hyderabad, Ahmedabad,, Chennai, Kolkata,Jaipur Lucknow, Trivandrum
- ▶ It has dedicated team which works all round to ensure safe handling for customers perishable cargo, temperature controlled cargo, time sensitive cargo and all permitted dangerous cargo.
- ▶ The have tie up with various agents across the world. The 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

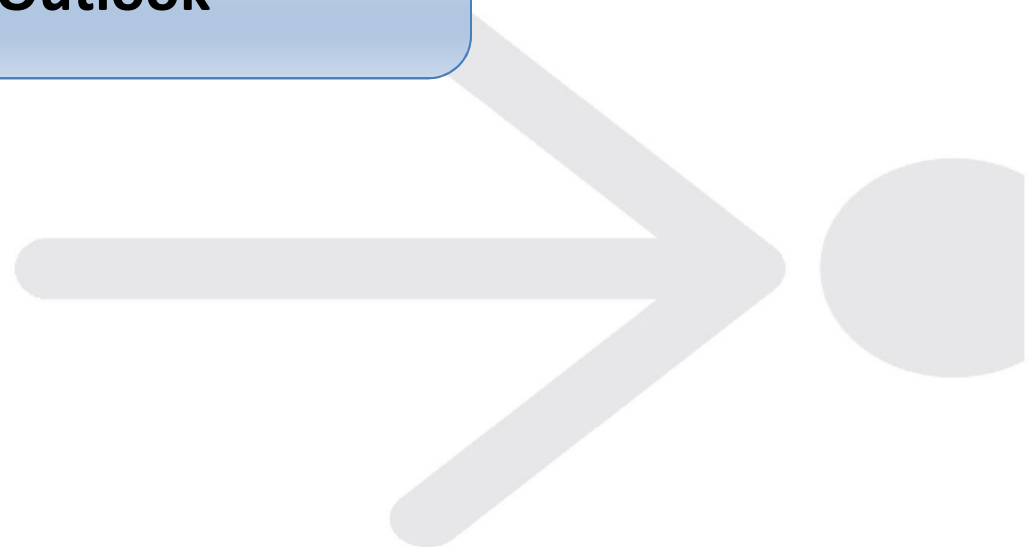
General	Perishable
GLENMARK	FAIR EXPORTS (I) PVT LTD
TRANSYS GLOBAL FORWARDING PVT LTD	ALLANASONS PRIVATE LIMITED
RAPID INDIA LOGISTICS PVT LTD	ELITE INTERNATIONAL
VIGHNAHAR CLEARING SHIPPING AND LOGISTICS	KHUSHI INTERNATIONAL
WL-HAVEN	CHAND INTERNATIONAL



Client service framework



Industry and Business Outlook



India Logistics sector outlook

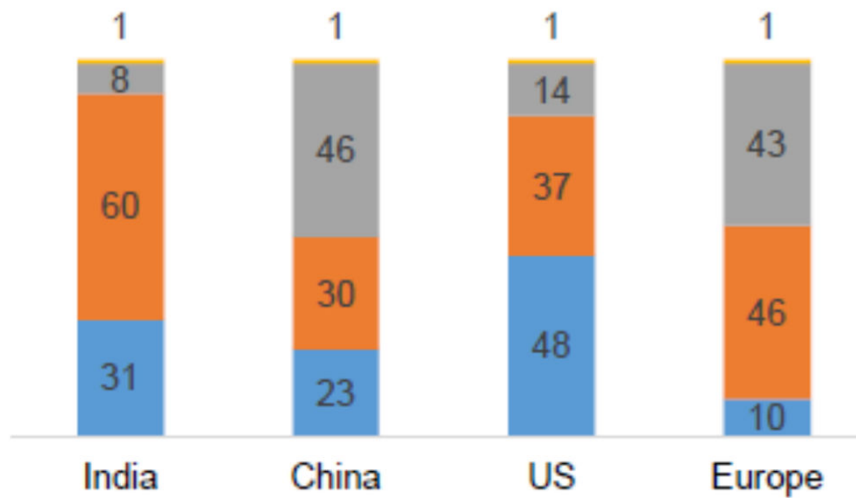
- India's logistics sector is expected to grow at a CAGR of 12.17% by 2020, driven by the growth in the manufacturing, retail, FMCG, and ecommerce sectors. India spends around 14.4% GDP on logistics and transportation.
- The Indian logistics sector has grown at a CAGR of over 16% over the last five years.
- The total market opportunity for project logistics services in India is estimated to be \$150.86 billion till 2019.
- It is estimated that the warehouse market in India is expected to grow at a CAGR of 10% whereas freight forwarding market is expected to grow at a CAGR of 12% till 2020
- Overall, export import (EXIM) cargo at Indian ports is projected to increase to around 2800 MMT by 2020 from approximately 890 MMT currently.
- Finished consumer goods, both imported and those produced in India, will have to be transported to the middle class consumers, which by 2030 are expected to increase four fold from the current middle class population of 160 million.



Global Air freight market

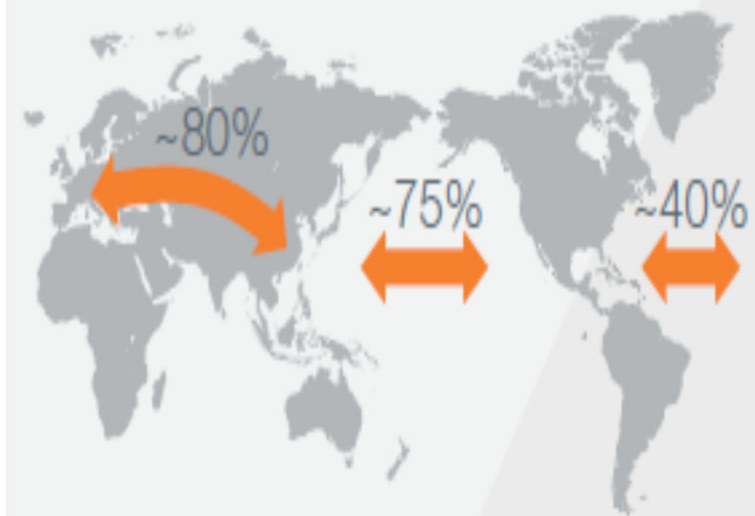
Modal Mix - Transportation (in %)

■ Rail ■ Road ■ Water ■ Air

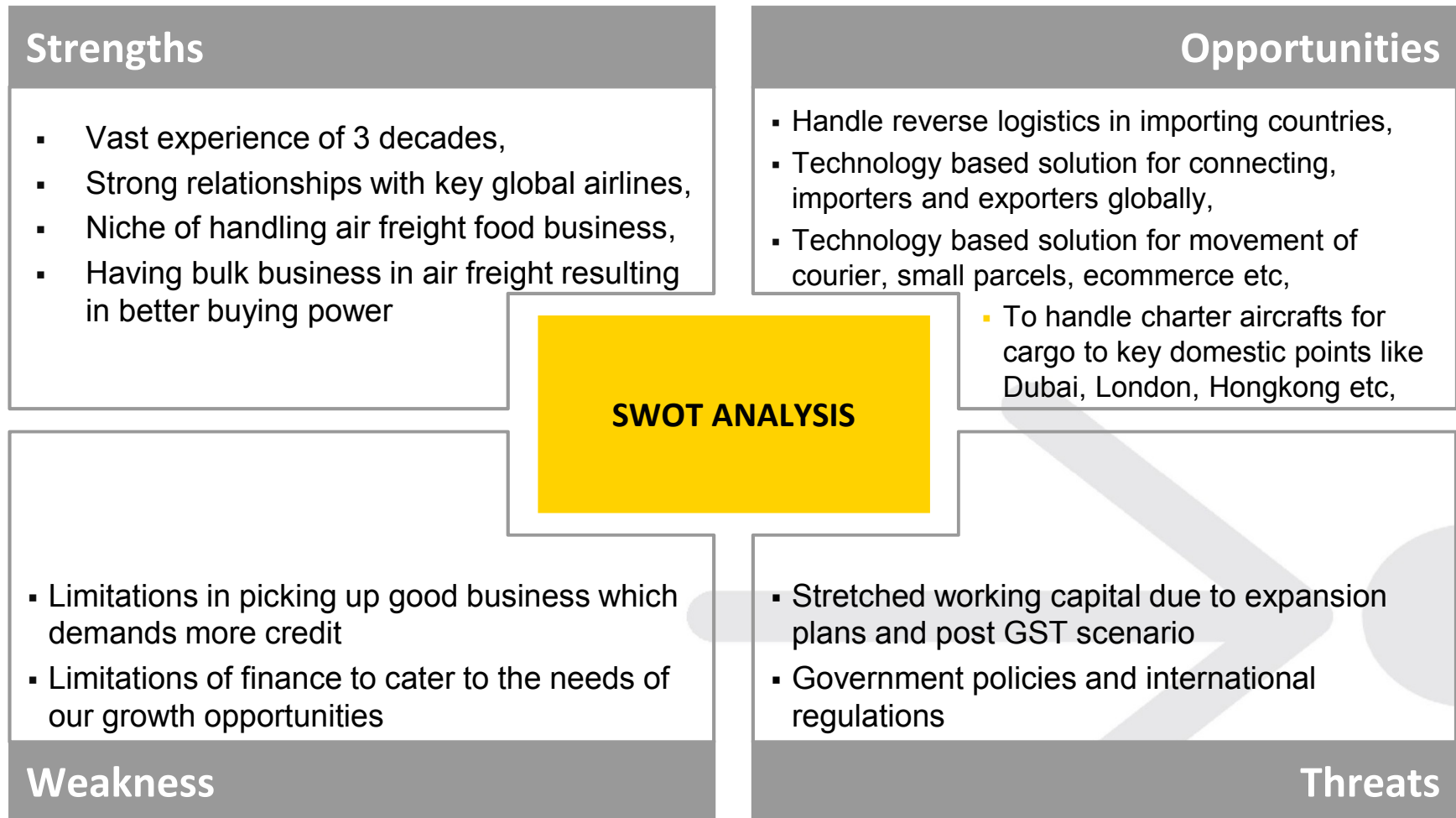


Source: CII & CARE

Total air cargo traffic carried by freighters by percentage

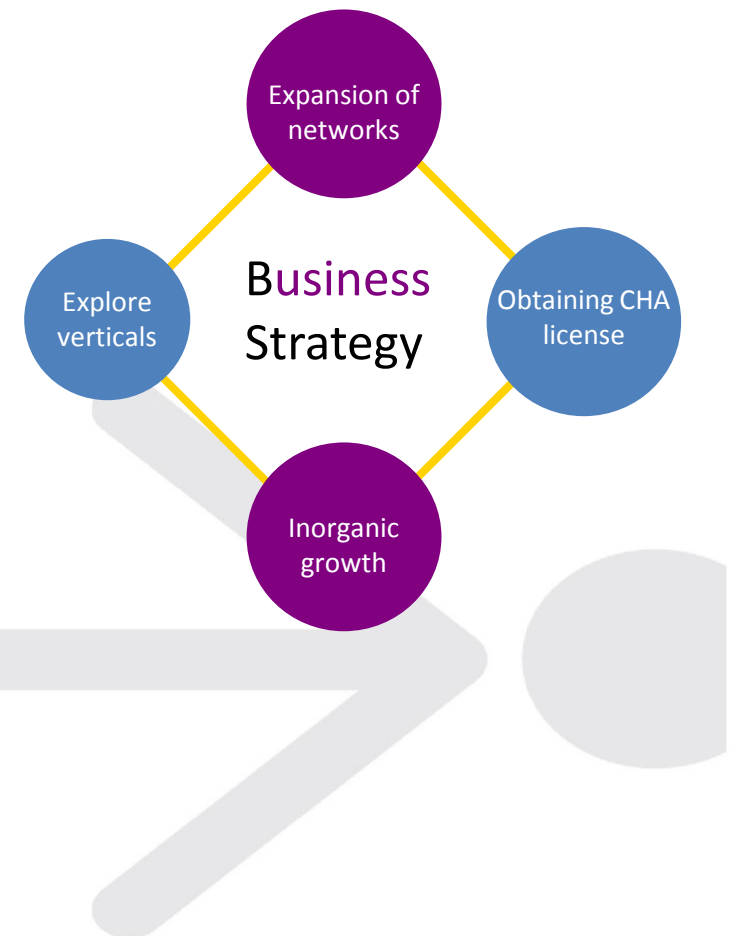


SWOT Analysis

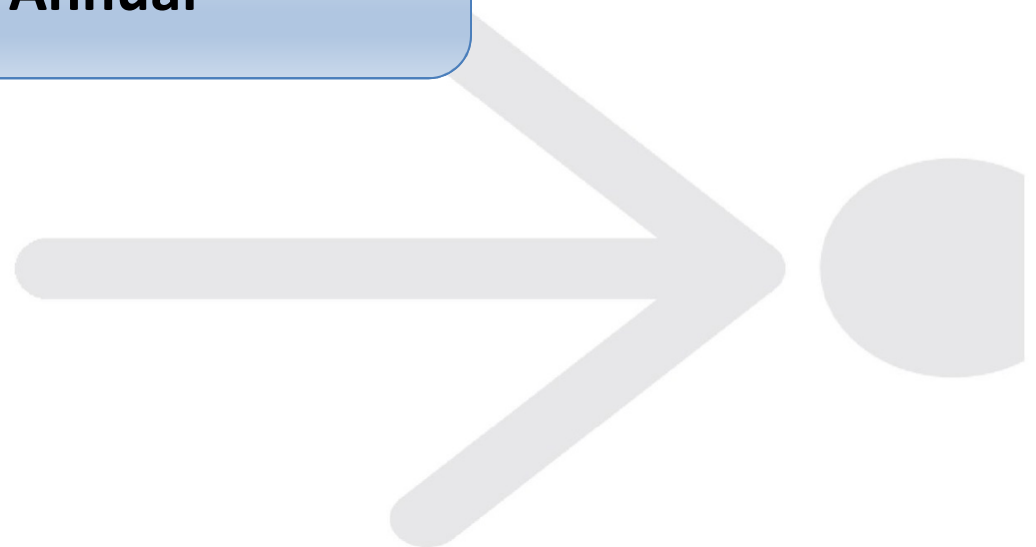


Business outlook

- Horizontal expansion by way of increase in number of branches is also envisaged in business plan to gain the market share.
- 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 up a branch or a subsidiary.

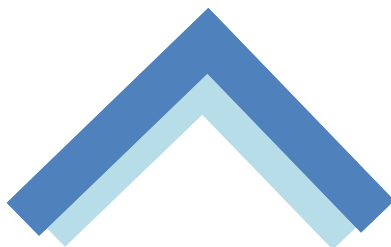


Financials – Half Yearly & Annual



Business outlook

Gr 38.99%
Y-o-Y



Sales Rs 139.96 cr

Gr 52.67%
Y-o-Y



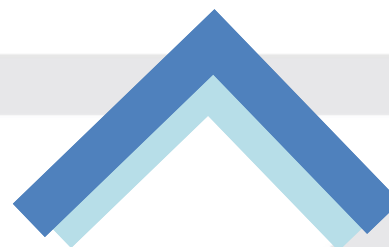
EBITDA Rs 5.74 cr

Gr 54.36%
Y-o-Y



EBIT Rs 5.30 cr

Gr 107.42%
Y-o-Y



PAT Rs 2.49 cr

Financials – H1FY18 Vs H1FY17

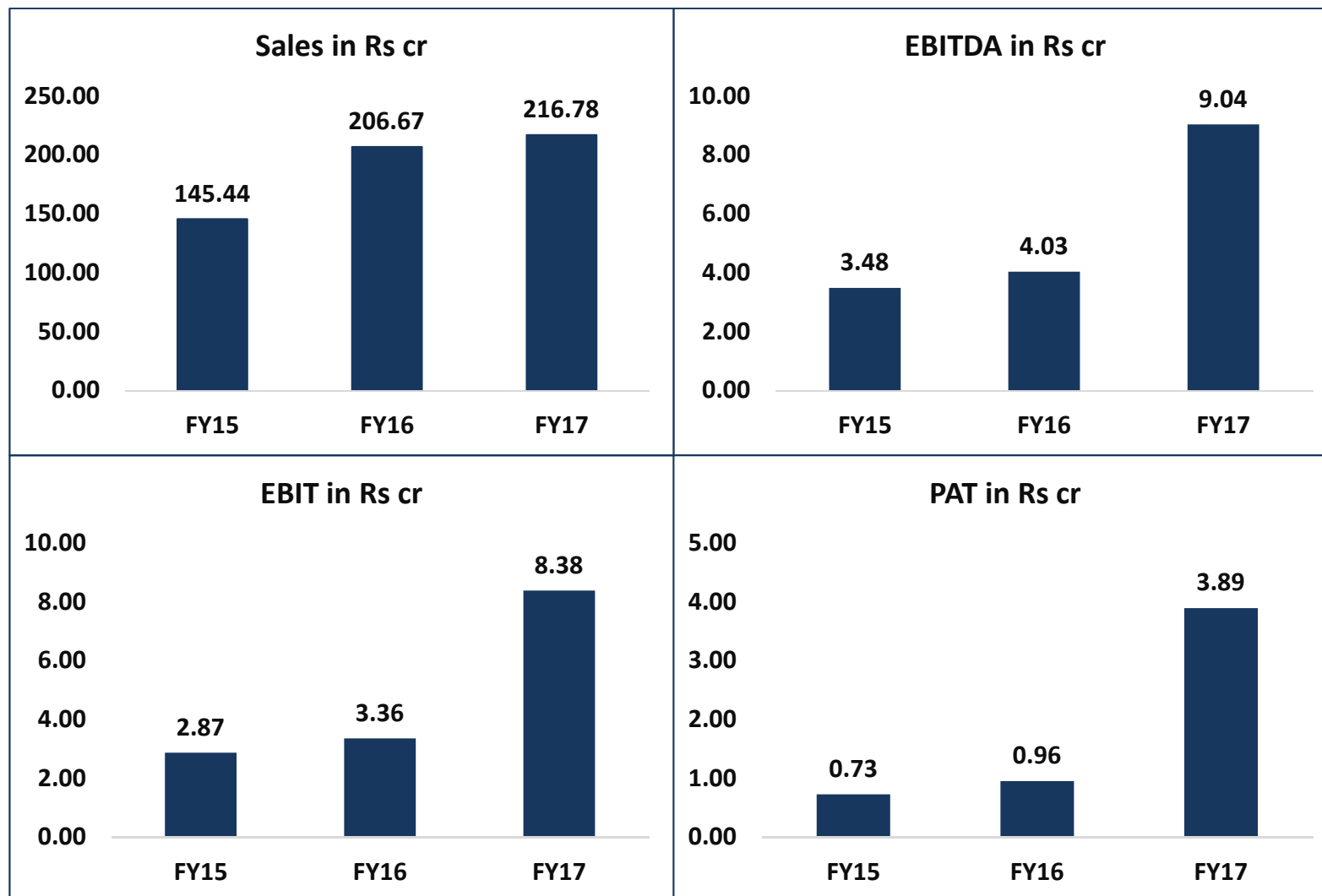
Income Statement	H1FY17	H1FY18	Gr Y-o-Y
Total Revenue	100.70	139.96	38.99%
Expenditure:			
Operating Expenses	91.80	128.90	
Employee Expenses	2.57	3.43	
Other Expenses	2.56	1.88	
Total Expenditure	96.94	134.21	
EBITDA	3.76	5.74	52.67%
Margin	3.74%	4.10%	
Depreciation	0.33	0.44	
EBIT	3.44	5.30	54.36%
Margin	3.41%	3.79%	
Finance Cost	1.52	1.25	
EBT	1.92	4.05	111.25%
Margin	1.91%	2.90%	
Taxes	0.72	1.57	
PAT	1.20	2.49	107.42%
Margin	1.19%	1.78%	

Financials – H1FY18 Vs H1FY17

Liabilities	H1FY18
Share Capital	5.80
Reserve & Surplus	12.91
Shareholders Funds	18.72
Deferred Lax Liabilities	0.80
Long Term Loan	7.81
Long Term Provisions	0.51
Current Liabilities	27.84
Short Term Borrowings	16.10
Trade Payables	23.15
Other Current Liabilities	10.77
Provisions	0.13
Total Liabilities	78.00

Assets	H1FY18
Fixed Assets	11.62
Investments	0.00
Loans & Advances	0.25
Other non current assets	7.40
Deffered Tax Assets	0.00
Current Assets:	7.66
Debtors	52.04
Cash & Equivalents	4.13
Loans & Advances	2.56
Other Current Assets	-
Total Assets	78.00

Financial Snap Shot - Annual



Financials



Rs in Cr

Income Statement	FY15	FY16	FY17
Sales	142.80	206.27	216.72
Other income	2.64	0.41	0.06
Total Sales	145.44	206.67	216.78
Expenditure:			
Operating Expenses	132.61	192.53	198.35
Employee Expenses	5.02	5.34	5.32
Other Expenses	4.32	4.77	4.08
Total Expenditure	141.96	202.65	207.74
EBITDA	3.48	4.03	9.04
Depreciation	0.61	0.67	0.66
EBIT	2.87	3.36	8.38
Finance Cost	1.78	1.84	2.27
EBT	1.09	1.52	6.11
Taxes	0.36	0.57	2.22
PAT	0.73	0.96	3.89

Balance Sheet	FY15	FY16	FY17
Share Capital	4.00	4.00	5.45
Reserve & Surplus	1.95	2.90	8.14
Shareholders Funds	5.95	6.90	13.59
Long Term Loan	4.13	6.90	4.48
Other Long Term Liabilities	0.72	0.77	1.11
Current Liabilities	10.80	14.56	19.17
Short Term Borrowings	8.28	11.42	12.00
Trade Payables	12.09	16.13	14.82
Other Current Liabilities	4.28	2.36	12.10
Source of Funds	35.45	44.48	58.09
Fixed Assets	6.49	6.40	11.62
Investments	0.05	0.05	0.00
Loans & Advances	0.29	0.29	0.20
Other non current assets	6.40	6.32	5.51
Deferred Tax Assets	0.00	0.00	0.00
Current Assets:	6.74	6.67	5.71
Debtors	22.22	28.69	35.53
Cash & Equivalents	-0.57	2.10	3.28
Loans & Advances	0.38	0.62	1.95
Other Current Assets	0.19	0.00	
Application Of Funds	35.45	44.48	58.09

Ratio

Ratio Analysis	FY15	FY16	FY17
EBITDA Margin	2.39%	1.95%	4.17%
EBIT Margin	1.97%	1.63%	3.87%
EBT Margin	0.75%	0.74%	2.82%
PAT Margin	0.50%	0.46%	1.80%
RoCE	28.47%	24.36%	46.38%
RoNW	12.24%	13.84%	28.64%

Ratio

Ratio Analysis	FY15	FY16	FY17
EBITDA Margin	2.39%	1.95%	4.17%
EBIT Margin	1.97%	1.63%	3.87%
EBT Margin	0.75%	0.74%	2.82%
PAT Margin	0.50%	0.46%	1.80%
RoCE	28.47%	24.36%	46.38%
RoNW	12.24%	13.84%	28.64%

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HAPPY TO HELP....



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