

JFLL/CS/SE/2025-2026/38

Date: 23.09.2025

To,

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

Listing Operations Department,  
BSE Limited,  
P.J. Towers, Dalal Street,  
Mumbai – 400 001.  
BSE Scrip Code: 543420

ISIN: INE982V01025

**Subject: Investor Presentation - Disclosure under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor presentation September 2025.

This presentation is also available on the website of the Company at [www.jfll.com](http://www.jfll.com) for the information of members and the public at large.

Kindly take the same on record.

Thanking you,  
Yours faithfully,

For Jet Freight Logistics Limited

Anmol Ashvin Patni  
Company Secretary & Compliance Officer

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**REGD. OFFICE:** C-706, Pramukh Plaza, Cardinal Gracious Road, Opp. Holy Family Church,  
Chakala, Andheri East, Mumbai – 400099



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# JET FREIGHT LOGISTICS LTD

Investor Presentation

September 2025



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# PRESENTATION OUTLINE

- Company Overview
- Business Overview
- Way Forward
- Financial Highlights







# COMPANY OVERVIEW



Full stack integrated logistics company with **Domestic** and **Global** presence



# ENCOMPASSING ENTIRE LOGISTICS SUPPLY CHAIN

“Advancing from **2PL** to **4PL** for **Seamless Supply Chain Integration**”

Operating Since  
**1986**

Established in  
**Mumbai**

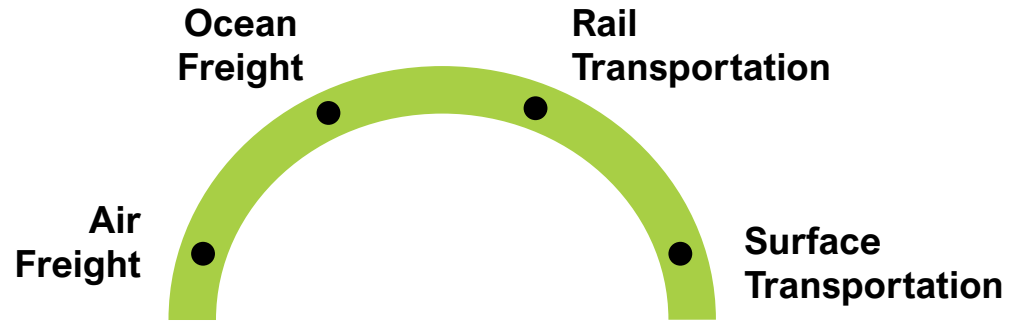
Serving  
**150+ countries**

Handling  
**150+ Tonnes/Day**

Agency Network  
**5000+**

Employee Strength  
**200+**

**Door to Door &  
Port to Port Delivery**  
International | Domestic



Trusted & Sustainable  
**“Freight Forwarder”**

Warehousing  
Services

Courier  
Services

Custom  
Clearance



# OUR CORE GUIDING PRINCIPLES

## Vision

To be a growth oriented company by becoming the preferred choice in total logistics management servicing global customers.

## Mission

To be the foremost Integrated logistics provider, with a focus on operational excellence, technology, and value proposition, resulting in Customer and Employee satisfaction thus ensuring excellent financial results.

## Core Values



Customer First



Collaboration



Agility



Rise to Innovate



Growth mindset



Ownership



# LEADERSHIP BEHIND OUR FREIGHT SOLUTIONS



**Mr. Richard Francis Theknath**

Chairman & Managing Director

With 28 years of experience at Jet Freight, Mr. Richard Theknath is the Chairman & Managing Director of the company. A pioneer in the industry, he fosters a competitive yet supportive environment, promoting continual improvement and a positive approach to challenges. His leadership has united Jet Freight's skilled workforce, driving the company to achieve significant milestones. Actively involved in daily operations, Mr. Theknath plays a key role in strategic decisions across marketing, development, and business operations. He holds an FMBA from NMIMS Mumbai and an Executive MBA from IIT Bombay and Washington University in St. Louis. He enjoys traveling, reading, and mentoring.



**Mr. Dax Francis Theknath**

Executive Director

With 16 years of experience in freight forwarding, logistics, customs clearing, and handling Mr. Dax Theknath, Executive Director at Jet Freight, is an exceptional multitasker. His expertise drives sales and operational excellence, while overseeing overseas business expansions and new verticals. Dax plays a key role in employee development and restructuring within the organization. Passionate about both career growth and flying, he holds a commercial pilot license from the Department of Transportation and FAA. Dax enjoys football, music, and mentoring.

# OUR JOURNEY - SOARING THE SKIES & SAILING THE SEAS

**1986**

Mr. Francis Theknath founded **Jet Airfreight**, a proprietorship business in Airfreight

**1995**

Mr. Richard Theknath joined the business

**1999**

"IATA" Certified

**2006**

Incorporated as "**Jet Freight Logistics Private Limited**"

**2012**

Mr. Dax Theknath joined the business & Mrs. Agnes Francis Theknath rejoined the company in the capacity of a director

**2019**

Commenced **Ocean Shipping**

**2018**

**First Global Footprints in Dubai**  
Technology Footprint

**2017**

Jet Freight gets ranked "**No.1 Agent**" for **International Perishable Cargo** by Air India & "**Top Cargo Agent**" by Emirates

**2016**

Converted into **Jet Freight Logistics Limited** & listed on **NSE Emerge** platform.

**2015**

**CSR Initiative** - The **Saved Pearl Foundation** founded by Mrs. Arlene Theknath

**2020**

Expansion in **Netherlands**

**2021**

**Migrated to Main Board** of NSE & BSE.  
**Started Road Transportation**

**2022**

Initiated "**Mission Excel**", **A Business Transformation Initiatives**  
Started **Courier Services**  
Expansion in **UK & USA**

**2023**

Significant increase in volume

**2025**

Becomes launch customer for **Airbus A330 P2F (Widebody)** Cargo Aircraft (to operate as exclusive GSSA for the airline company to be incorporated in India)



# A COMPREHENSIVE BUSINESS OVERVIEW

# PROVIDING GLOBAL LOGISTICS & SUPPLY CHAIN SOLUTIONS



Leading 2PL Freight Forwarder, Transitioning to 4PL

Offers logistics solutions for import, export, domestic, and third-country supply chain needs

Technology-driven global freight forwarding company

Tailor-made logistics solutions for businesses of all sizes

Specializes in Air & Ocean Freight services

Expertise in perishables, time-sensitive, general cargo, ODC, hazardous, and refrigerated shipments across Air, Sea, Rail, and Road

Authorized Customs clearing agency

Handling 150+ tonnes of air cargo daily

Recognized with top-performer awards by Indian and International Airlines and institutions

Expertise in handling time-sensitive shipments in critical situations



Operating across **13 branches in India**



Present in **4 international locations**



Powering Operations with **Digital Platform** (under development)



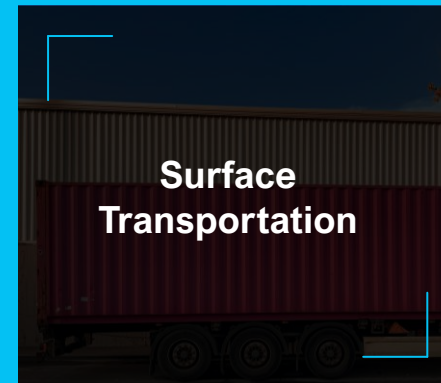
# OUR INTEGRATED LOGISTICS SOLUTION (1/2)

- Handling over 150+ tonnes of cargo daily.
- Specializing in perishables, pharmaceuticals, electronics, and more.
- Global presence with 150+ countries served.
- IATA affiliation and partnerships with 100+ airlines.
- Services include door-to-door delivery, charter flights, and temperature-controlled shipments.



- Global reach across all major seaports.
- Expertise in heavy lift, over-dimensional, and breakbulk cargo.
- Real-time tracking and end-to-end service solutions.
- Partnerships with leading carriers ensuring flexibility and reliability.

- Extensive network connecting major cities and industrial hubs in India and worldwide.
- Cross-border rail services, parcel transportation, and more.
- Partnerships with leading rail operators for global coverage.

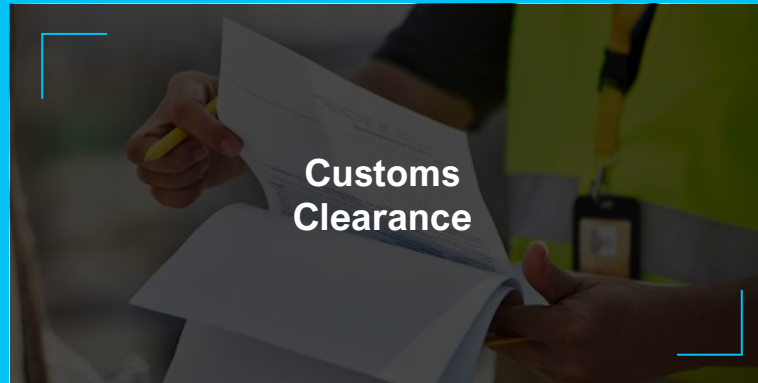


- Domestic and international door-to-door services through JETXPS (Jet Freight Express Pvt Ltd).
- Fleet of trucks, trailers, and delivery vehicles for B2B services.

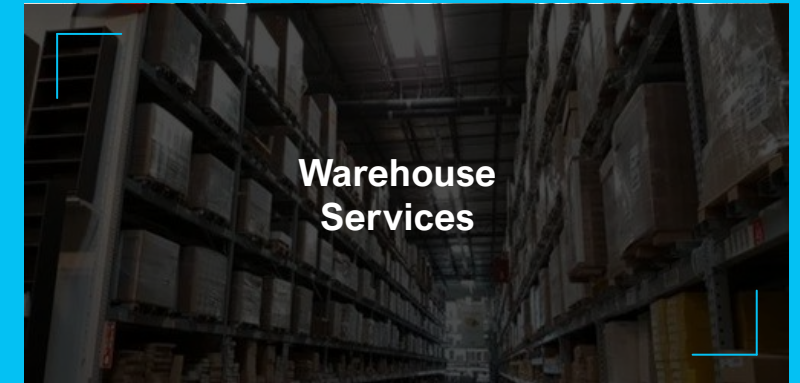
# OUR INTEGRATED LOGISTICS SOLUTION (2/2)



- Jet Express, our subsidiary, offers reliable courier services globally.
- Services include express delivery, same-day and next-day delivery, with value-added services such as packaging and tracking.

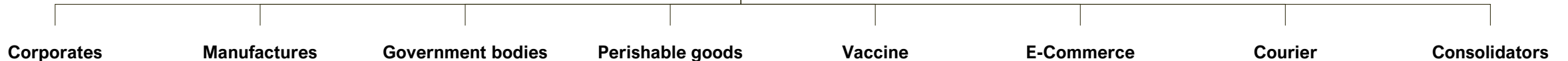
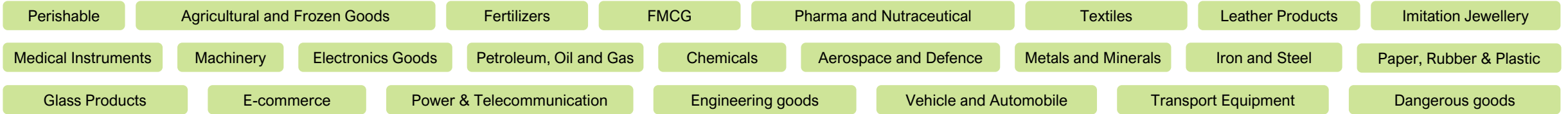


- Licensed Customs House Agent (CHA) with a global network of partners.
- Full-service customs clearance for air, ocean, and surface shipments.
- End-to-end solutions for import/export, documentation, and cargo inspection.

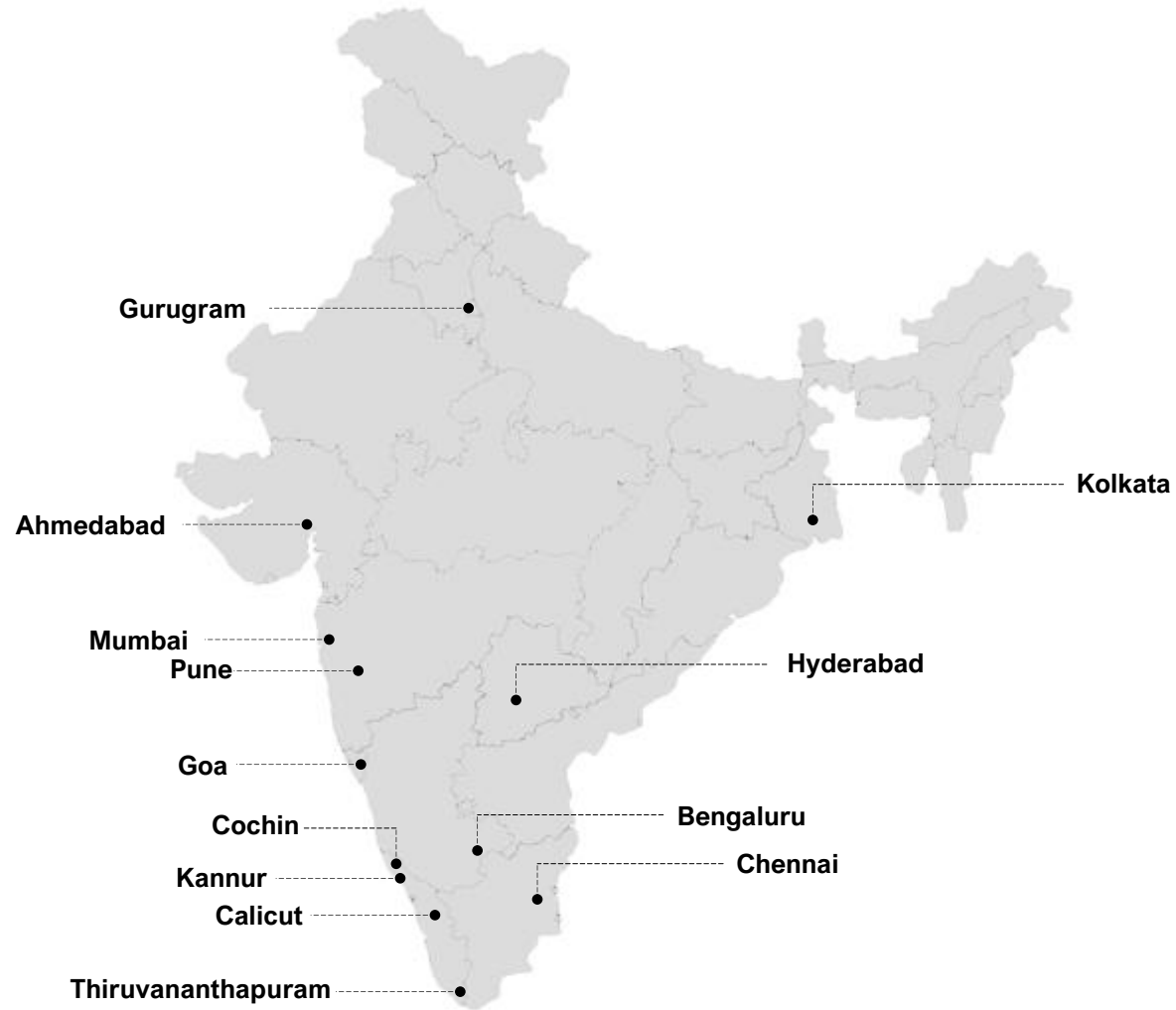


- Well-managed warehouses for both domestic and international shipments.
- Specialized temperature-controlled solutions and inventory management.
- Re-packaging, palletizing, and handling of diverse cargo types.

# INDUSTRY-SPECIFIC SOLUTIONS FOR ALL SECTORS



# PRESENCE – BRANCH OFFICES



**United Kingdom**



**USA**



**Netherlands**



**Dubai**



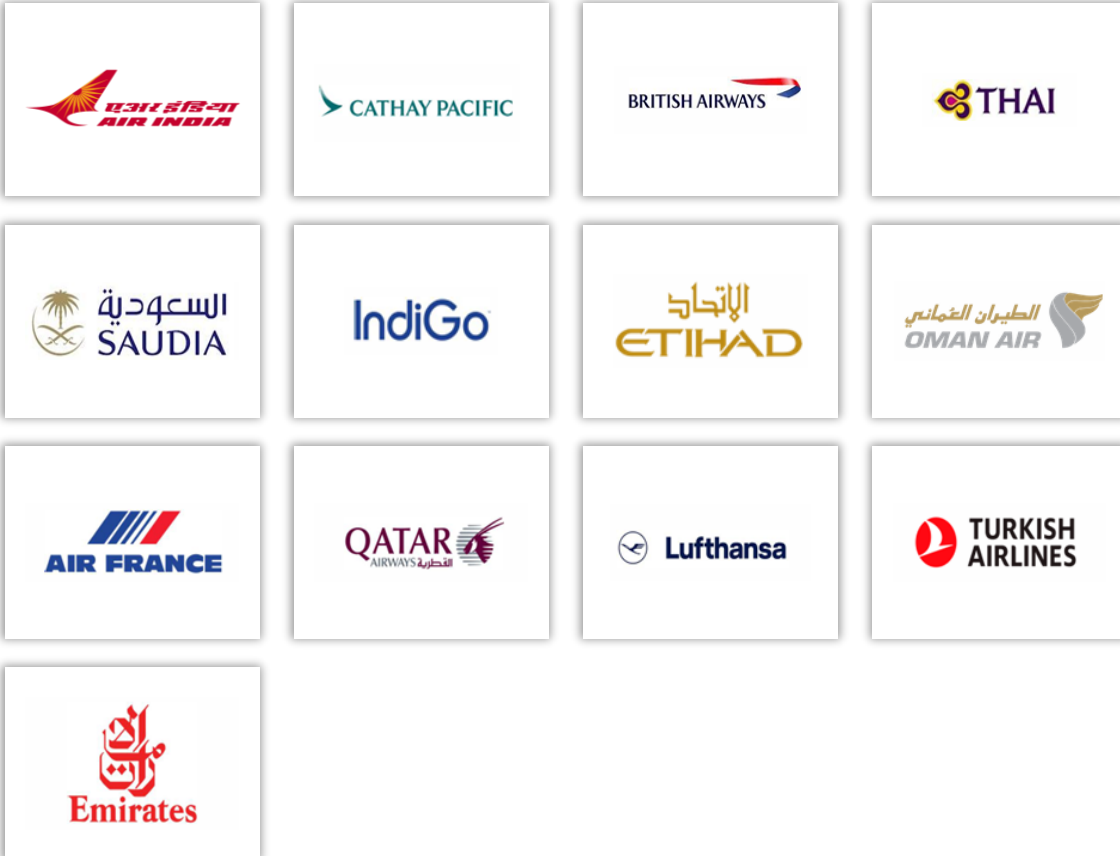
# PRESENCE – INTERNATIONAL

Serving  
**150+** countries

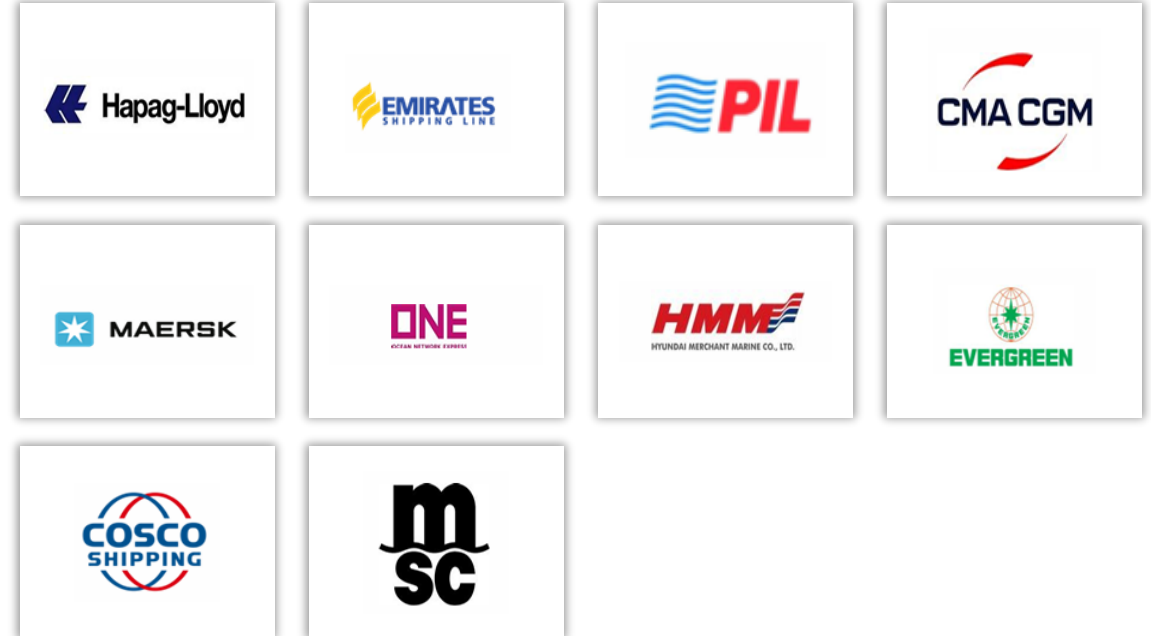
**KEY HUBS:** Dubai, London, Doha, Frankfurt, Rotterdam, Sharjah, Abu Dhabi, Bangkok

# OUR PREFERRED CARRIER PARTNERS

## Airlines



## Shipping Lines



# COMPETITIVE ADVANTAGE



## Courier Service

With our digital platform, we ensure seamless tracking, real-time updates, and data-driven decisions to improve operational efficiency.



## Global Network

Operating in 150+ countries and leveraging partnerships with leading airlines, shipping lines, and rail carriers worldwide to offer reliable, flexible, and cost-effective logistics solutions.



## Customization & Flexibility

Tailored logistics solutions to meet unique client requirements, including handling perishables, hazardous cargo, time-sensitive shipments, and more.



## Industry Recognition

Awarded top-performer certifications by numerous Indian and international airlines and institutions for excellence in service and operations.

# ASSOCIATIONS & CERTIFICATIONS

“

Recognized and awarded top performer certifications by many airlines in India

”

## ASSOCIATIONS

**JCTRANS**

**The Global Air Cargo Forwarders Alliance**  
GFA SOLUTIONS

**CH**

**ACI**

**ACFI**  
Together We Can

**FIATA**

**IATA**



**ISO**  
9001:2015

**MTO**  
Multimodal Transport Operation

**BCBA**

## KEY CERTIFICATIONS





# WAY FORWARD

# WAY FORWARD



Growth over  
Next 3 to 5 Years

**Volume CAGR  
10% to 15%**

**Earnings CAGR  
40%**

Expanding  
Operations Globally

**Door to Door  
Delivery**  
*(with particular  
focus on Domestic  
Services as an  
extension of Port-  
to-Port services)*

Scaling  
Up

**Ocean Freight  
Operation**



# Becoming India's First Airbus A330 P2F (Widebody) Cargo Operator

## In partnership with -

Elbe Flugzeugwerke GmbH (EFW), Seclink Group, and Confty Capital Partners (Dubai).



JFLL to operate as the exclusive India GSSA for the airline company (plans to be incorporated in India)

## A330 P2F Aircraft

*(ideal for both regional and long-haul cargo operations)*



- ▶ JFLL Becomes Launch Customer for A330 P2F Aircraft — Multi-Aircraft Deal Signed.
- ▶ Supported by Seclink Group & Confty's investment, along with EFW's world-class conversion expertise.
- ▶ Aircraft will be operated through a partner airline model, with flight operations outsourced to the aforementioned airline company.

### Market Impact:

- Addresses demand surge in Indian air cargo.
- E-commerce, exports, infrastructure growth.
- Supports India's transformation into a global freight hub *(Domestic & International freight needs)*.



# FINANCIAL HIGHLIGHTS



# QUARTERLY RESULT SUMMARY & HIGHLIGHTS (Standalone)

Particulars (INR Mn)	Q1FY26	Q4FY25	Q1FY25	YoY%	QoQ%
Revenue from Operations	1,193.7	1,134.1	1,420.4	(16.0)	5.3
Other Income	14.9	1.7	1.5	925.6	775.6
<b>Total Income</b>	<b>1,208.6</b>	<b>1,135.8</b>	<b>1,421.8</b>	<b>(15.0)</b>	<b>6.4</b>
Operating Expenses	1,091.5	1,033.8	1,320.3	(17.3)	5.6
Employee Benefit Expenses	54.3	50.8	51.8	4.8	6.8
Other Expenses	17.8	18.0	14.3	24.0	(1.2)
<b>Total Expenditure</b>	<b>1,163.5</b>	<b>1,102.6</b>	<b>1,386.3</b>	<b>(16.1)</b>	<b>5.5</b>
<b>EBITDA</b>	<b>45.1</b>	<b>33.2</b>	<b>35.5</b>	<b>26.9</b>	<b>35.7</b>
<b>EBITDA Margin (%)</b>	<b>3.7</b>	<b>2.9</b>	<b>2.5</b>	<b>+123 bps</b>	<b>+80 bps</b>
Depreciation	5.1	5.0	5.2	(1.2)	2.5
<b>EBIT</b>	<b>39.9</b>	<b>28.2</b>	<b>30.3</b>	<b>31.7</b>	<b>41.6</b>
Interest	16.2	21.0	14.6	10.3	(22.9)
<b>Profit Before Tax</b>	<b>23.8</b>	<b>7.2</b>	<b>15.7</b>	<b>51.6</b>	<b>227.9</b>
Tax	6.0	5.6	5.3	12.5	8.1
<b>Reported Net Profit</b>	<b>17.8</b>	<b>1.7</b>	<b>10.3</b>	<b>71.8</b>	<b>954.8</b>
<b>Net Profit Margin (%)</b>	<b>1.5</b>	<b>0.1</b>	<b>0.7</b>	<b>+74 bps</b>	<b>+132 bps</b>
<b>Reported Earnings Per Share (Rs)</b>	<b>0.38</b>	<b>0.04</b>	<b>0.22</b>	<b>72.7</b>	<b>850.0</b>

Q1 FY26 (YoY | QoQ)

**EBITDA**

**26.9%**  
YoY



**35.7%**  
QoQ

**EBITDA Margin**

**+123 bps**  
YoY



**+80 bps**  
QoQ

**Net Profit**

**71.8%**  
YoY



**954.8%**  
QoQ

**Net Profit Margin**

**+74 bps**  
YoY

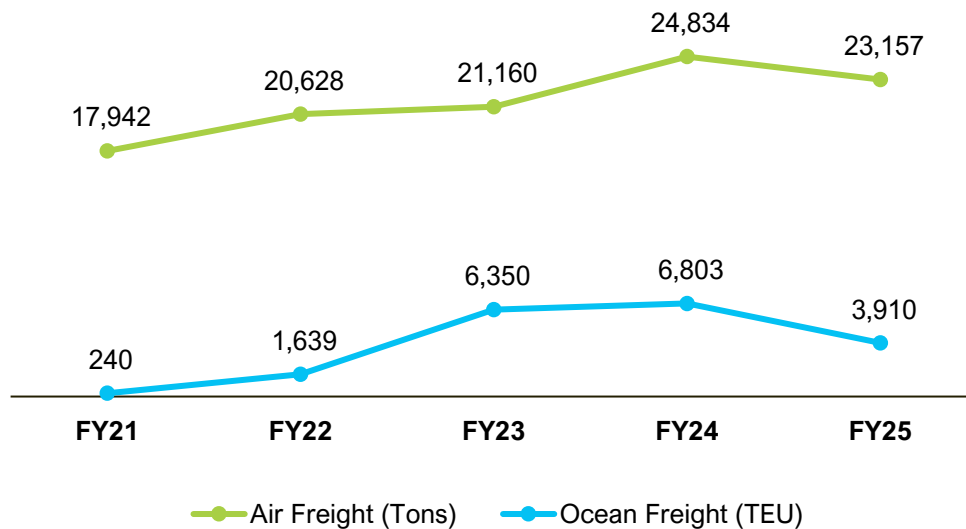


**+132 bps**  
QoQ

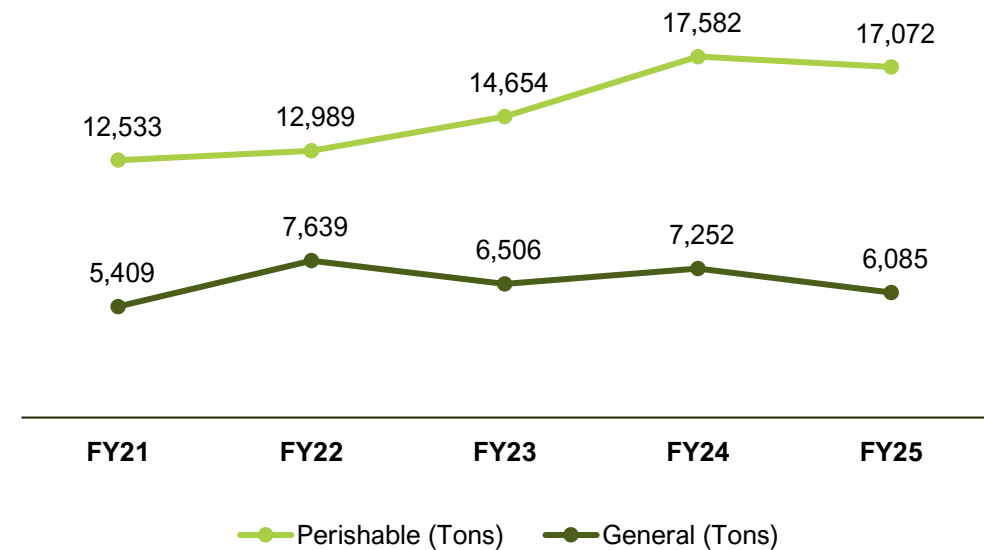


# VOLUME BIFURCATION

Mode Wise



Product Category Wise (Air Freight)



# INCOME STATEMENT (Standalone)

Particulars (INR Mn)	FY21	FY22	FY23	FY24	FY25
Revenue from Operations	3,469.9	4,570.5	4,169.8	3,877.9	4,366.4
Other Income	6.1	5.3	7.2	18.0	11.1
<b>Total Income</b>	<b>3,476.0</b>	<b>4,575.8</b>	<b>4,177.0</b>	<b>3,895.9</b>	<b>4,377.5</b>
Operating Expenses	3,266.6	4,274.9	3,853.5	3,522.4	3,956.6
Employee Benefit Expenses	87.5	122.4	169.4	223.5	200.1
Other Expenses	20.8	65.9	66.9	72.9	67.9
<b>Total Expenditure</b>	<b>3,374.9</b>	<b>4,463.2</b>	<b>4,089.8</b>	<b>3,818.8</b>	<b>4,224.6</b>
<b>EBITDA</b>	<b>101.1</b>	<b>112.6</b>	<b>87.2</b>	<b>77.1</b>	<b>152.9</b>
<b>EBITDA Margin (%)</b>	<b>2.9</b>	<b>2.5</b>	<b>2.1</b>	<b>2.0</b>	<b>3.5</b>
Depreciation	21.6	27.4	28.1	22.1	20.8
<b>EBIT</b>	<b>79.5</b>	<b>85.2</b>	<b>59.1</b>	<b>55.0</b>	<b>132.0</b>
Interest	38.8	40.4	50.5	59.4	69.0
<b>PBT (before Exceptional Items)</b>	<b>40.7</b>	<b>44.8</b>	<b>8.6</b>	<b>-4.4</b>	<b>63.0</b>
Exceptional Items (Net)	-	-	-	6.6	-
<b>PBT (after Exceptional Items)</b>	<b>40.7</b>	<b>44.8</b>	<b>8.6</b>	<b>2.2</b>	<b>63.0</b>
Tax	13.7	16.8	7.9	-0.4	25.8
<b>Reported Net Profit</b>	<b>27.0</b>	<b>28.0</b>	<b>0.7</b>	<b>2.6</b>	<b>37.3</b>
<b>Net Profit Margin (%)</b>	<b>0.8</b>	<b>0.6</b>	<b>0.0</b>	<b>0.1</b>	<b>0.9</b>
<b>Reported Earnings Per Share (Rs)*</b>	<b>1.17</b>	<b>1.21</b>	<b>0.01</b>	<b>0.06</b>	<b>0.80</b>

\*Historical EPS is recalculated for equitable comparison due to stock split in FY23.

# BALANCE SHEET (Standalone)

Particulars (INR Mn)	FY23	FY24	FY25
<b>EQUITY &amp; LIABILITIES</b>			
<b>Shareholders' Fund</b>	<b>622.4</b>	<b>624.8</b>	<b>660.7</b>
Share Capital	232.0	232.0	232.0
Other Equity	390.4	392.8	428.7
<b>Non-Current Liabilities</b>	<b>162.7</b>	<b>164.5</b>	<b>157.5</b>
Long Term Borrowings	155.4	156.9	149.2
Long Term Provisions	7.4	7.6	8.3
<b>Current Liabilities</b>	<b>753.5</b>	<b>916.4</b>	<b>965.3</b>
Short Term Borrowings	442.4	391.9	482.8
Lease Liabilities	10.9	9.1	11.4
Trade Payables	257.6	452.6	255.0
Short Term Provisions	0.8	0.9	1.6
Other Current Liabilities	41.8	31.6	53.4
Other Financial Liabilities		30.3	161.1
<b>TOTAL</b>	<b>1,538.6</b>	<b>1,705.6</b>	<b>1,783.6</b>


Particulars (INR Mn)	FY23	FY24	FY25
<b>ASSETS</b>			
<b>Non-Current Assets</b>	<b>921.6</b>	<b>767.5</b>	<b>673.0</b>
Property, Plant & Equipment	140.8	122.4	121.2
Intangible Assets	153.9	140.5	131.6
Right-of-use Assets	10.8	8.6	10.9
Investment in Subsidiaries	2.7	2.6	2.6
Long Term Loans & Advances	19.6	10.9	16.9
Deferred Tax Assets (Net)	45.1	45.1	33.9
Income Tax Assets (Net)	243.2	140.4	73.8
Other Non-Current Assets	305.5	277.1	276.4
Other Financial Assets		19.9	5.8
<b>Current Assets</b>	<b>617.0</b>	<b>938.1</b>	<b>1,110.6</b>
Trade Receivables	449.9	691.7	780.5
Cash & Cash Equivalents (CCE)	2.3	3.5	5.6
Bank Balance other than CCE	82.6	129.5	118.7
Other Current Assets	82.2	112.5	204.6
Other Financial Assets		0.9	1.3
<b>TOTAL</b>	<b>1,538.6</b>	<b>1,705.6</b>	<b>1,783.6</b>



# THANK YOU !

## JET FREIGHT LOGISTICS LTD.

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