

JFLL/CS/SE/2026-2027/18

Date: May 15, 2026

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 for the Quarter & Financial Year ended March 31, 2026:

Dear Sir/ Madam,

In accordance with Regulation 30 read with Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Investor Presentation for the quarter and financial year ended March 31, 2026 is enclosed.

This intimation is also being hosted on the Company's website at www.jfl.com.

Kindly take it on your records.

Yours faithfully,
For Jet Freight Logistics Limited

Anmol Ashvin Patni
Company Secretary & Compliance Officer



Jet Freight Logistics Limited

INVESTOR PRESENTATION
Q4 & FY 2026



Disclaimer

This document has been prepared for information purposes only and is not an offer or invitation or recommendation to buy or sell any securities of Jet Freight Logistics Ltd (“JFLL”, “Jet Freight Logistics”, “Jet Freight”, “Company”), nor shall part, or all, of this document form the basis of, or be relied on in connection with, any contract or investment decision in relation to any securities of the Company. This document is strictly confidential and may not be copied, published, distributed or transmitted to any person, in whole or in part, by any medium or in any form for any purpose.

The information in this document is being provided by the Company and is subject to change without notice. The Company relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness. This document contains statements about future events and expectations that are forward-looking statements. These statements typically contain words such as “expects” and “anticipates” and words of similar import. Any statement in this document that is not a statement of historical fact is a forward-looking statement that involves known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements.

None of the future projections, expectations, estimates or prospects in this document should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates or prospects have been prepared are correct or exhaustive or, in the case of the assumptions, fully stated in the document. The Company assumes no obligations to update the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements.

You acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.



COMPANY OVERVIEW

INDIA'S FULL-STACK INTEGRATED LOGISTICS PARTNER

JFLL: Pioneering Global Logistics and Freight Forwarding

"Trusted and Sustainable 4PL Freight Forwarder"



Founded in **1986**
in **Mumbai**



Employee Strength
200+



Serving **150+**
Countries



Specialisation in
**E-commerce/Courier, Agro
products and Pharmaceuticals.**



5000+ Agency
Network



AEO-LO Certified
(Authorised Economic
Operator - Logistics Operator)

Tier-1 status and Blocked Space Agreements (BSA) with major airlines ensure your cargo flies while competitors are waitlisted.

Provide specialized air cargo services through dedicated full charter operations—an advanced capability offered by very few companies in India.



Air Freight



Surface Transportation



Custom Clearance



Ocean Freight



Rail Transportation



Courier service

Vision to Lead, Values to Deliver



VISION

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



MISSION

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

Customer First

Ability to put Customers at the center of organizational decision making.

Collaboration

Ability to proactively work with stakeholders to produce superior output

Rise to Innovate

Finding a new and better way of doing work to impact business results.

Agility

Ability to respond to change with speed.

Growth mindset

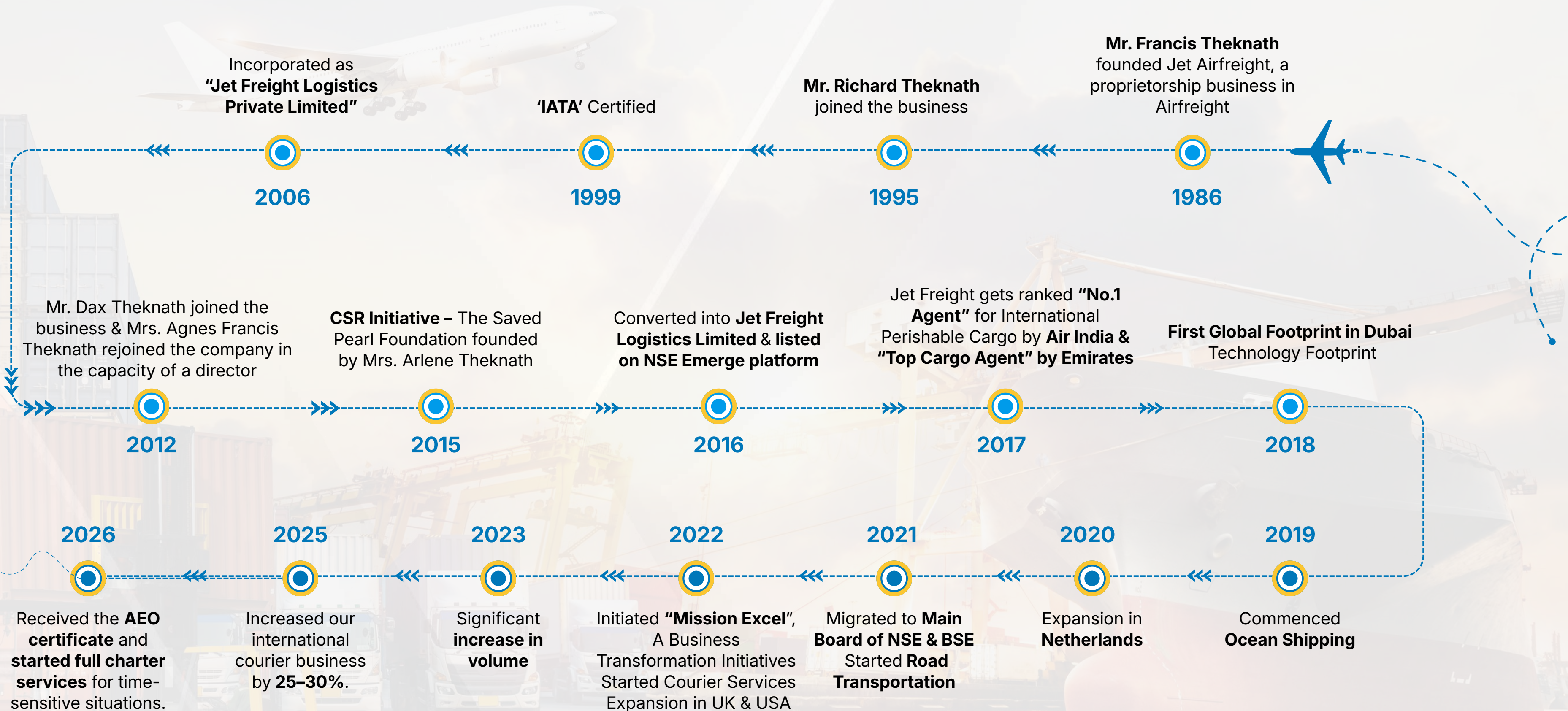
Ability to constantly explore higher goals with calculated risks.

Ownership

Taking initiative and being responsible for the outcomes.



Our Non-Stop Journey Toward Global Leadership





A COMPREHENSIVE BUSINESS OVERVIEW

Major Industries Served

E-commerce & Courier

Driven by increasing cross-border demand and fast delivery requirements



Pharmaceuticals & Healthcare

Handling time-sensitive and temperature-controlled shipments

Industrial & Engineering Goods

Supporting bulk and project cargo movements

Consumer Goods & Electronics

High-volume, fast-moving shipments across global markets

Integrated Logistics Solutions



Air Freight

- IATA-certified;
- Partnerships with 100+ airlines
- Specialises in perishables, pharma, hazardous & time-sensitive cargo



Ocean Freight

- Commenced 2019
- Global seaport reach
- Heavy lift & over-dimensional cargo



Surface Transportation

- Domestic & international door-to-door services through JETXPS and a fleet of trucks, trailers, and delivery vehicles for B2B services



Rail Transportation

- Global rail network with cross-border services and partnerships for worldwide coverage.



Courier Services

- Express, same-day & next-day delivery via Jet Express subsidiary



Customs Clearance

- Licensed CHA
- End-to-end import/export documentation

Comprehensive Service Portfolio



Courier & E-Commerce

- E-Commerce
- International & Domestic Courier
- Overnight Courier Service
- Student/Unaccompanied Baggage
- Gifts, Sample, Documents
- Corporate Products
- FMCG
- Relocation
- Household Items



Air Freight

- Perishable Cargo
- General Cargo
- Time Sensitive Cargo
- Aerospace Logistics
- Temperature Controlled Shipment
- Full and Part Charter
- Consolidation services
- Project Cargo



Ocean Freight

- Container Freight Station Loads
- Worldwide Consolidation Service
- ODC and Project Shipments
- Temperature Controlled Shipment
- BreakBulk
- Dangerous Material
- Coastal Shipping
- Multimodal Solutions



Rail Transportation

- Bulk Cargo
- Temperature Controlled Shipment
- ISO Containers
- Closed and Open Autoracks
- Consumer Goods
- Dangerous Materials
- Multimodal Services



Surface Transportation

- Curtain Sided Transportation
- Tanker Transportation
- Multi Locations Pick Up and Delivery
- First Mile to Last Mile Delivery
- Flatbed Transportation
- Temperature Controlled Transportation
- Automotive Transportation



Customs Clearance

- Licensed CHA
- Customs Documents Filing
- Customs Clearance Process
- Exim Trade Compliance

The Power of Precision: Our Operational Footprints



Leading **2PL Freight Forwarder**,
Transitioning to 4PL



Technology-driven global
freight forwarding company



Tailor-made logistics solutions
for businesses of all sizes



**Expertise 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



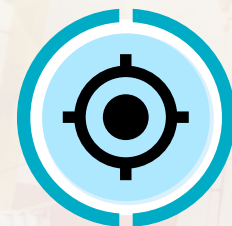
Handling **150+ tonnes** of air
cargo daily



Expertise in handling **time-sensitive shipments** in critical
situations



Operating **across 13 branches** in
India



Present in **4 international
locations**

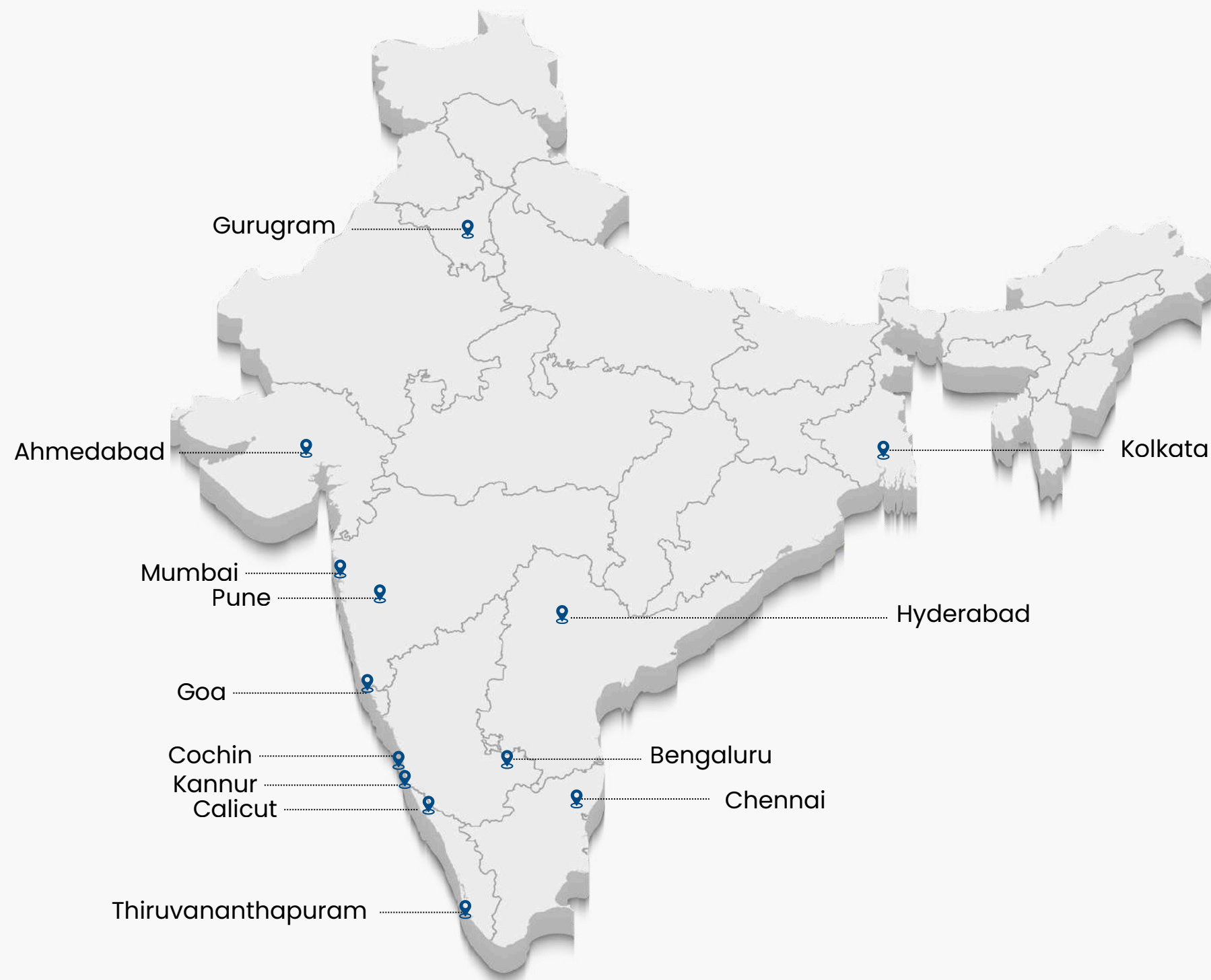


**Powering Operations
with Digital Platform
(under development)**

Provides **advanced digital tracking** with **full end-to-end visibility** from the **"Door"** in **India to global destinations**, replacing traditional, paper-heavy processes



Robust Domestic Network with Growing Global Presence



USA

Jet Freight Logistics Inc. (WOS)



Netherlands

Jet Freight Logistics B.V. (WOS)



UK

(Proposed Subsidiary)



Dubai

(Proposed Subsidiary)

13 Branches across India along with 4 International Presence

International Presence



Serving
150+ Countries

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

Preferred Carrier Partner

Strategic Partnerships with multiple global airline carriers

enabling competitive pricing & capacity access

AIR INDIA Emirates QATAR AIRWAYS

Lufthansa BRITISH AIRWAYS ETIHAD

IndiGo TURKISH AIRLINES CATHAY

+30 More

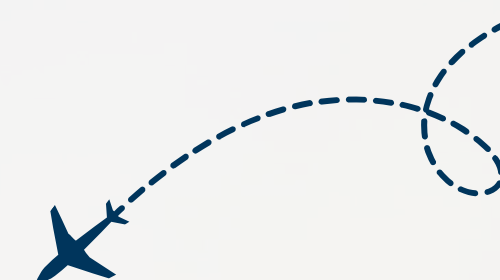
Shipping Lines

Hapag-Lloyd EMIRATES SHIPPING LINE PIL CMA CGM

MAERSK ONE OCEAN NETWORK EXPRESS HMM HYUNDAI MERCHANT MARINE CO., LTD. EVERGREEN

COSCO SHIPPING MSC

Competitive Advantage



Perishable leadership

Recognized as the **No. 1 Agent** for international perishable cargo by Air India, offering 24/7 temperature-precision that general forwarders lack.



Tech Driven

Advanced digital tracking provides full end-to-end visibility from the "Door" in India to global destinations, replacing traditional, paper-heavy processes.



Preferred Airline Access

Tier-1 status and Blocked Space Agreements (BSA) with major airlines (Emirates, Qatar, Air India) ensure your cargo flies while competitors are waitlisted.



Industry Recognition

Awarded **Top Cargo Agent** by Emirates for the excellence in services and operations.



Agile Operations

Large enough for global scale but small enough to avoid the bureaucracy of giants. Providing faster decision-making and personalized service.



Global Networking

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.

Association & Certification



Recognized and awarded top performer certifications by many airlines in India



ASSOCIATIONS



KEY CERTIFICATIONS



Visionaries Behind Jet Freight Logistics



Richard Francis Theknath
Chairman & Managing Director

- 28+ years in the logistics industry
- Fosters a competitive and supportive environment, promoting continual improvement
- Actively involved in daily operations and strategic decisions (marketing, development, business operations)
- Education:
 - FMBA from NMIMS Mumbai
 - Executive MBA from IIT Bombay and Washington University in St. Louis



Dax Francis Theknath
Executive Director

- 16+ years in freight forwarding, logistics, and customs clearing
- Drives sales and operational excellence, overseas business expansions and new verticals
- Plays a key role in employee growth and organizational restructuring
- Holds a commercial pilot license from the Department of Transportation and FAA

Our Team



Agnes Theknath
Non-Executive Director



Jaya Singhania
Independent Director



Rushabh Patil
Independent Director



Ajay Gandeja
Independent Director



Deepak Kacha
Chief Financial Officer

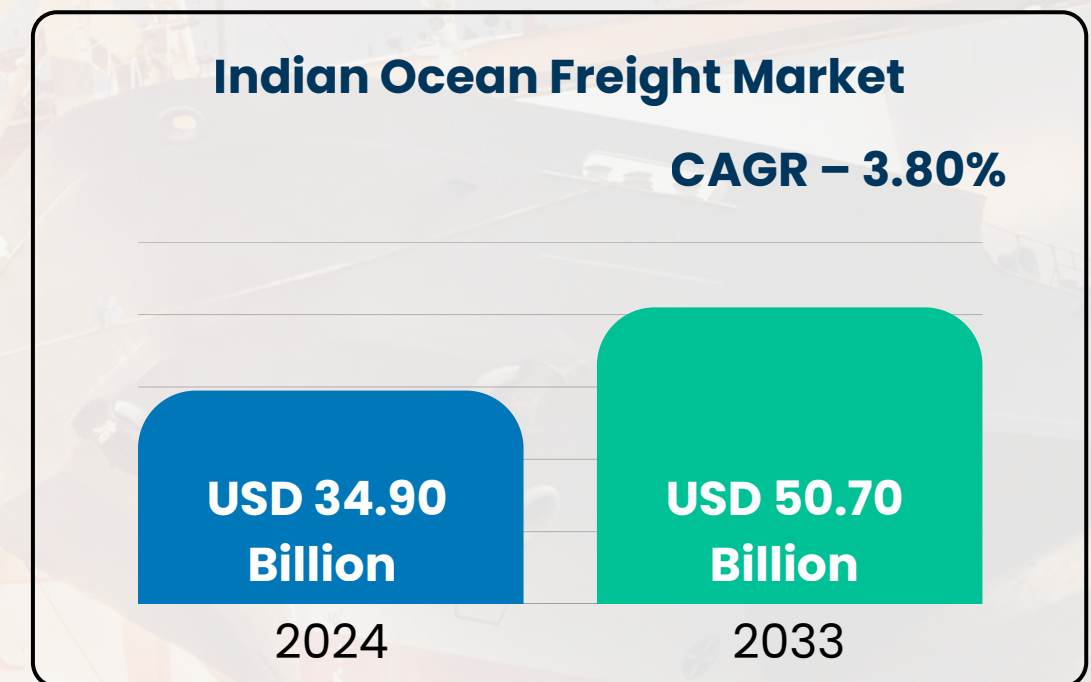
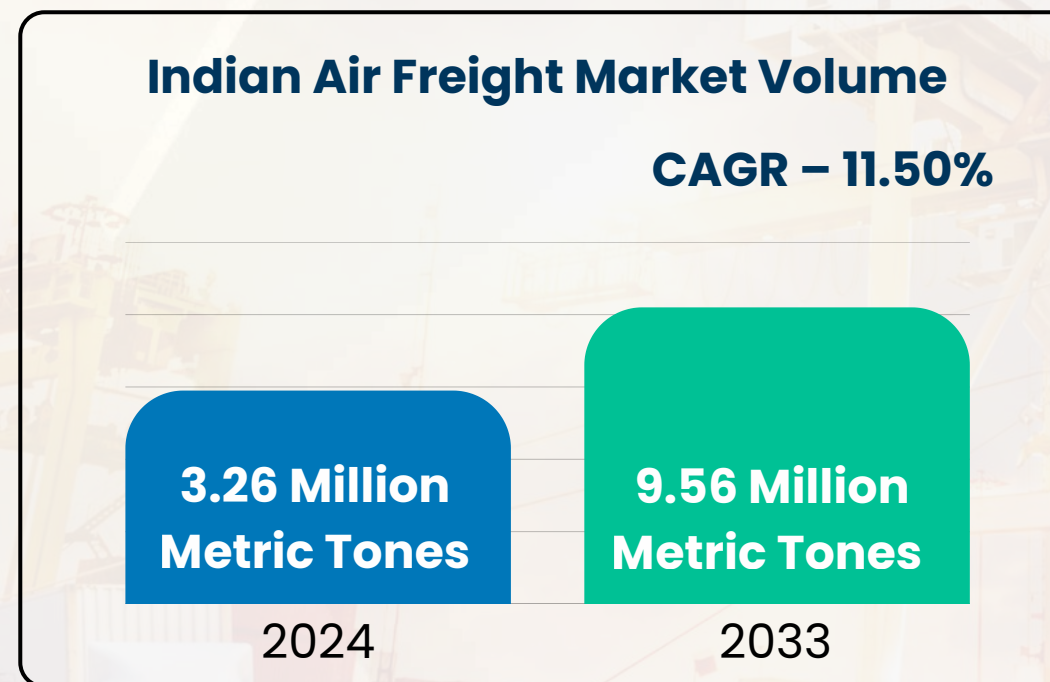
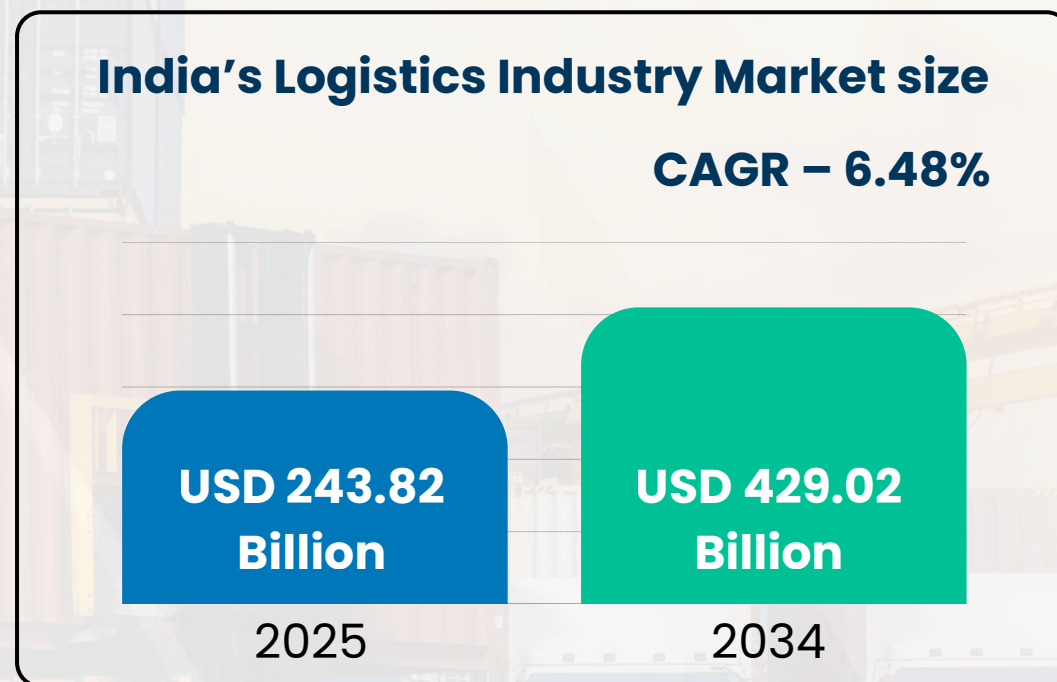
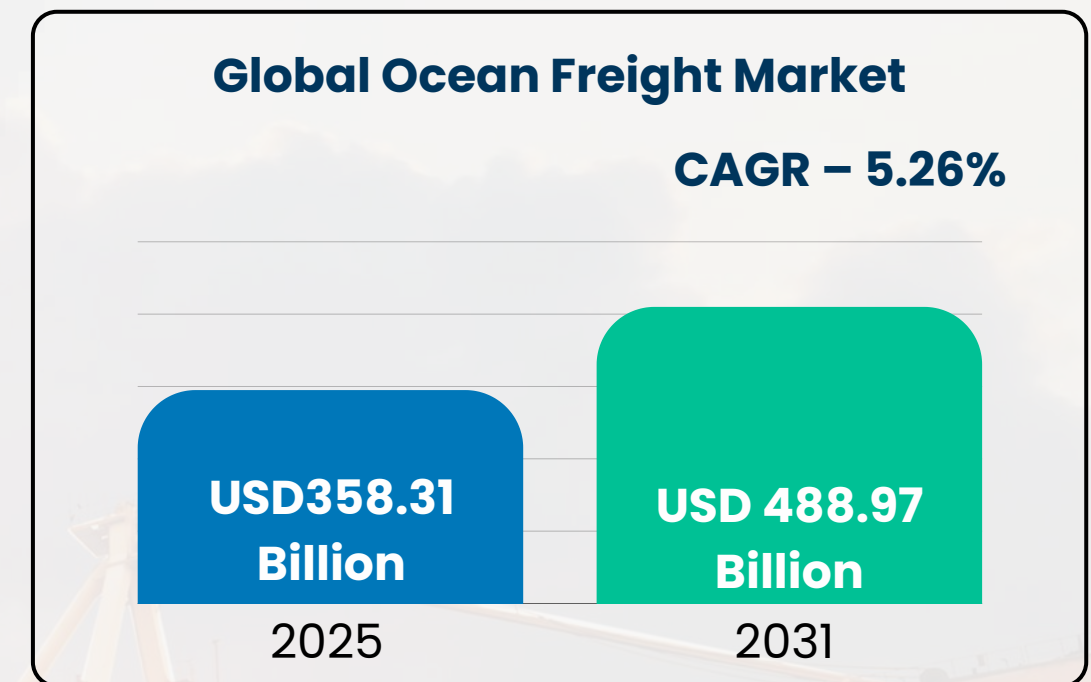
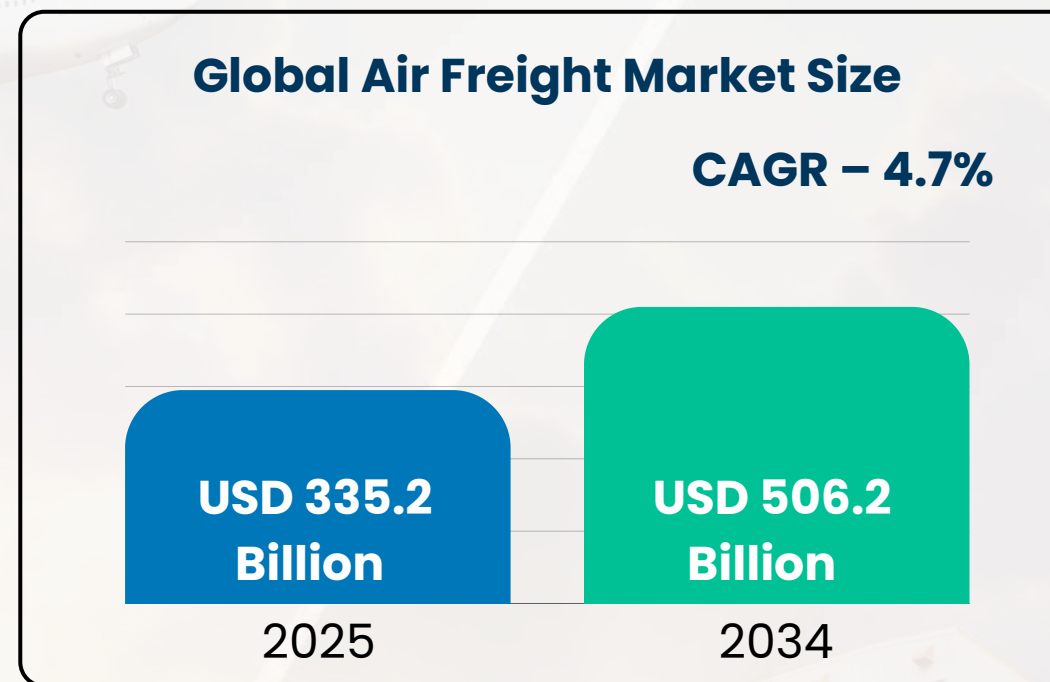
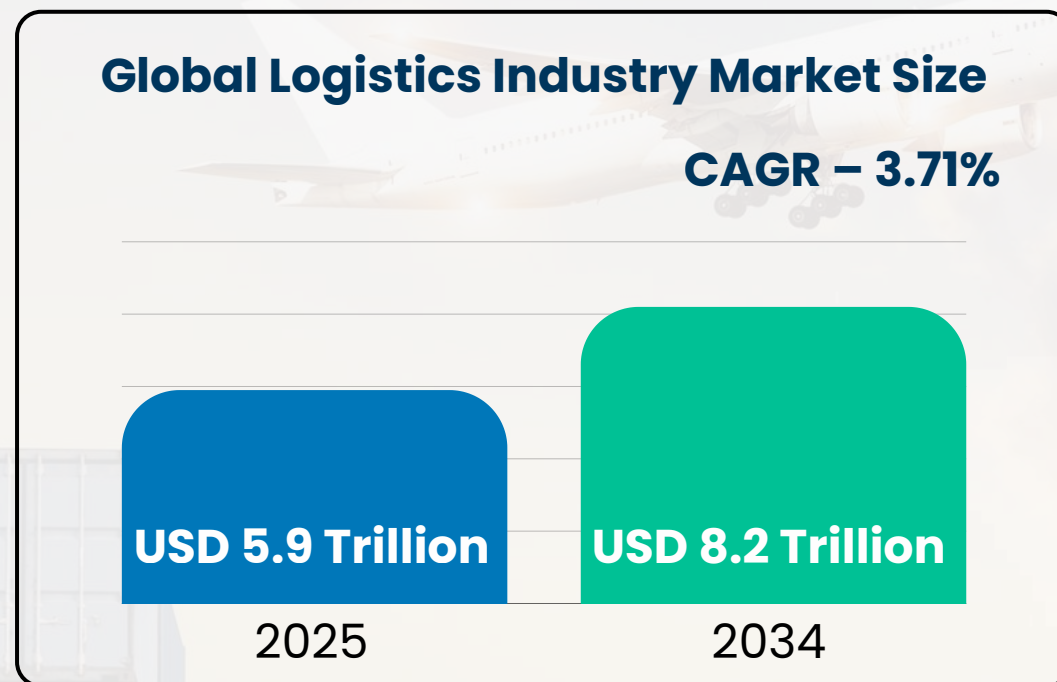


Anmol Patni
Company Secretary and Compliance Officer



INDUSTRY OUTLOOK

Future Industry Growth Snapshot



India's international air cargo outperformed global averages – growing ~19% in 2024 vs. a global average of 13%.
Between Apr 2024–Jan 2025, international cargo volumes reached ~1.93 million tonnes – a 17.2% surge YoY

Air Freight Industry

Key Industry Tailwinds For JFLL



Pharma exports

India's pharmaceutical exports exceeded **USD 21 billion in FY25** — structurally dependent on air freight for temperature control and compliance



Navi Mumbai Airport

Planned 3.5 Mn tonne cargo capacity — a direct long-term catalyst for JFLL's Mumbai-centric operations



Air Cargo Target

India's Ministry of Civil Aviation has set a policy target of **10 million tonnes of air cargo annually by 2030**, more than 2.7x current volumes



Perishables growth

Perishables account for 15–20% of India's air cargo volumes



Policy support

PM Gati Shakti & National Logistics Policy targeting logistics cost reduction from ~14% of GDP to sub-10%



E-commerce boom

India's e-commerce logistics market valued at USD 19.54 Bn in 2025, projected at USD 103.83 Bn by 2034 (CAGR 20.39%)

Sources: IMARC | Air Cargo Week |



India e-commerce expected to reach

\$550Bn by 2035,

with rising Tier 2/3 adoption driving increased reliance on air freight for faster deliveries.

Government plans to allocate

\$1.83Bn for airport infrastructure by 2026,

alongside ~\$4.99Bn investment in the air cargo sector over the next 4 years, aimed at expanding cargo capacity, modernising airports, and enhancing air navigation services to support higher freight volumes.



GLOBAL EXPANSION & STRATEGIC GROWTH ROADMAP

Growth & Expansion Strategy

Target Markets (Geographies)

The Company is strategically focused on key international trade lanes, including:

India–US, Canada

India–Europe (UK,
Germany)

Gulf and Middle
East



E-Commerce Expansion



Strengthen partnerships & optimize logistics

(marketplaces, D2C brands, courier tie-ups, long-term contracts)



Expand services & improve margins

(B2B/B2C international offerings, pricing optimization)

Technology & Process Optimization



- Tech-driven automation & visibility
- Lower costs & faster Turnaround Time (TAT) to attract premium clients

Expansion into Ocean Freight – Strategic Growth Driver

Industry Tailwinds



Ocean freight carries **~70% - 80% of global trade volume**, making it the backbone of global logistics



Industry growing at **~3-5% CAGR**, driven by globalization, e-commerce & supply chain diversification



Strong growth in **containerized trade, bulk commodities & cross-border shipments**

Ocean freight expansion transforms Jet Freight into a scalable, multimodal logistics player aligned with long-term global trade growth.

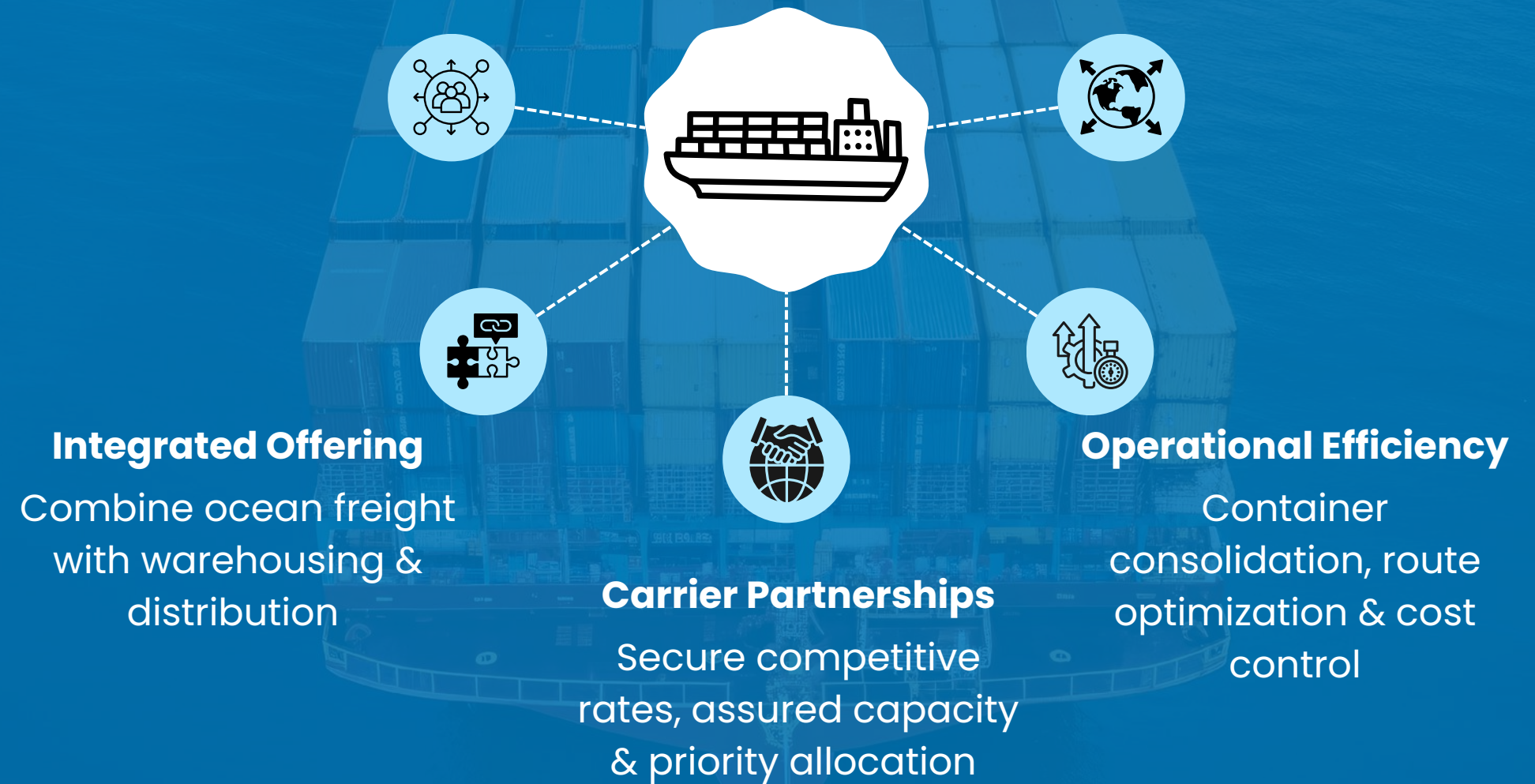
Growth Strategy (3x Ocean Freight Scale-Up)

Customer Expansion

Target high-volume sectors (agro, retail, industrial cargo)

Trade Lane Expansion

Focus on India-US, India-Europe & intra-Asia corridors



Integrated Offering

Combine ocean freight with warehousing & distribution

Carrier Partnerships

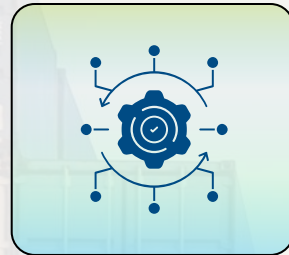
Secure competitive rates, assured capacity & priority allocation

Operational Efficiency

Container consolidation, route optimization & cost control

ERP & CRM Overview – Operational Backbone & Strategic AI Roadmap

Current State (Core Platform)



Unified System:

Single, cloud-based ERP & CRM platform managing end-to-end business processes, including finance, order management, inventory, and customer data.



Key Capabilities:

Real-time visibility into supply chain, automated workflows for order-to-cash and procure-to-pay, and a centralized 360° customer view.



Impact:

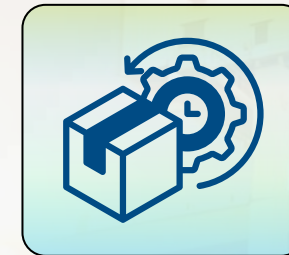
Reduced manual data entry, improved reporting accuracy, and faster sales-to-logistics handoffs.

Next-Gen Focus: AI Integration (Next 3 Quarters)



Customer Experience:

AI-powered predictive insights for proactive issue resolution (e.g., delay alerts) and intelligent self-service portals for order status and returns.



Logistics Efficiency:

AI route optimization, demand forecasting to reduce stockouts / overstock, and anomaly detection in shipment tracking to auto-flag exceptions.



Goal:

Drive lower operational costs, faster issue resolution, and differentiated customer service.

The ERP/CRM provides a stable digital foundation; the upcoming AI layer will directly enhance customer satisfaction and logistics ROI without replacing core systems.



FINANCIAL HIGHLIGHTS

Diversified Global Revenue Contribution



All figures in Lakhs

Region	F.Y.24-25	% of Total Revenue	F.Y.25-26	% of Total Revenue
Europe	14,767.92	37.07%	15011.34	35.40%
Gulf	9,537.82	23.94%	8280.57	19.53%
USA	6811.23	17.10%	8217.17	19.38%
Asia	5,712.46	14.34%	7003.27	16.51%
Africa	2,190.36	5.50%	2920.48	6.89%
Australia	817.96	2.05%	975.47	2.30%
Total	39837.75	100.00%	42408.3	100.00%

Consolidated P&L (Quarterly)

All figures in Lakhs

Particulars	Q4 FY2026	Q4 FY2025	YoY%	Q3 FY2026	QoQ%	FY2026	FY2025	YoY%
Revenue From Operations	12759.93	11453.44	11.41%	11319.88	12.72%	44429.87	44375.57	0.12%
Other Income	108.50	28.99	274.27%	74.75	45.15%	381.22	157.32	142.32%
Total Income	12868.43	11482.43	12.07%	11394.63	12.93%	44811.09	44532.89	0.62%
Operational Expenses	11347.49	10396.08	9.15%	10222.44	11.01%	39908.51	40175.47	(0.66%)
Employee Benefits Expense	498.88	517.09	(3.52%)	502.81	(0.78%)	2060.84	2045.18	0.77%
Other Expenses	227.25	192.21	18.23%	192.97	17.76%	788.24	745.17	5.78%
Total Expenditure	12073.62	11105.38	8.72%	10918.22	10.58%	42757.59	42965.82	(0.48%)
EBITDA	794.81	377.05	110.80%	476.41	66.83%	2053.50	1567.07	31.04%
EBITDA Margin	6.18%	3.28%	-	4.18%	-	4.58%	3.52%	-
Depreciation, Amortisation	47.78	52.96	(9.78%)	47.21	1.21%	193.58	218.86	(11.55%)
EBIT	747.03	324.09	130.50%	429.20	74.05%	1859.92	1348.21	37.95%
Finance Costs	188.47	234.61	(19.67%)	198.44	(5.02%)	700.39	715.62	(2.13%)
Profit Before Tax	558.56	89.48	524.23%	230.76	142.05%	1159.53	632.59	83.30%
Tax	250.68	55.62	350.70%	122.67	104.35%	478.67	257.54	85.86%
PAT	307.88	33.86	809.27%	108.09	184.84%	680.86	375.05	81.54%
PAT Margin	2.39%	0.29%	-	0.95%	-	1.52%	0.84%	-
EPS (in Rs.)	0.66	0.07	-	0.23	-	1.47	0.81	-

Consolidated P&L (Yearly)

All figures in Lakhs

Particulars	FY 2024	FY 2025	FY 2026
Revenue From Operations	40,125.22	44,375.57	44,429.87
Other Income	187.88	157.32	381.22
Total Income	40,313.10	44,532.89	44,811.09
Operational Expenses	36,440.64	40,175.47	39,908.51
Employee Benefits Expense	2,281.65	2,045.18	2,060.84
Other Expenses	801.79	745.17	788.24
Total Expenditure	39,524.08	42,965.82	42,757.59
EBITDA	789.02	1,567.07	2,053.50
EBITDA Margin (%)	1.96	3.52	4.58%
Depreciation & Amortisation	229.04	218.86	193.58
EBIT	559.98	1,348.21	1,859.92
Finance Costs	611.25	715.62	700.39
Profit Before Exceptional Items	(51.27)	632.59	1,159.53
Exceptional Items – Gain / (Loss)	65.95	-	-
Profit Before Tax (PBT)	14.68	632.59	1,159.53
Tax	(2.22)	257.54	478.67
PAT	16.90	375.05	680.86
PAT Margin (%)	0.04%	0.84%	1.52%
EPS (in Rs.)	0.04	0.81	1.47

Consolidated Balance Sheet

All figures in Lakhs

Particulars	FY 2024	FY 2025	FY 2026
Equity			
Paid up equity share capital	2320.19	2320.19	2320.19
Reserve and Surplus	3764.45	4125.29	4798.29
NCI	(22.10)	(21.17)	(21.17)
Total Equity	6062.54	6424.31	7097.31
Liabilities			
Non-Current Liabilities			
Long term Borrowings	1569.14	1491.96	1493.08
Deferred Tax Liabilities (Net)	-	0.01	0.07
Income Tax Assets (Net)	2.04	-	-
Long term Provisions	76.59	84.57	114.71
Total Non-Current Liabilities	1647.77	1576.54	1607.86
Current Liabilities			
Short term Borrowings	3921.49	4828.80	5856.20
Lease Liabilities	98.09	130.85	74.53
Trade Payable	4631.97	4408.79	3796.20
Other financial Liabilities	354.72	187.84	126.17
Other current Liabilities	322.56	561.51	673.74
Short term Provision	8.66	15.69	13.29
Total Current Liabilities	9337.49	10133.48	10540.13
Total	17047.80	18134.33	19245.30

Particulars	FY 2024	FY 2025	FY 2026
Assets			
Non-Current Assets			
PPE	1226.08	1212.99	1154.89
Capital work-in-progress	7.34	-	-
Intangible Assets	1405.08	1326.17	1235.16
Right-of-use Assets	93.77	126.60	72.37
Financial Assets	198.96	57.98	69.34
Deferred Tax Assets (Net)	450.95	339.13	66.77
Income Tax Assets (Net)	1403.76	414.18	399.86
Other Non-Current Assets	2822.20	2763.52	2700.25
Total Non-Current Assets	7608.14	6240.57	5698.64
Current Assets			
Trade Receivables	6892.42	7789.42	9662.21
Cash & Cash Equivalents	46.57	65.43	95.83
Bank Balance other than Cash & Cash Equivalents	1294.74	1187.10	1367.16
Other Financial Assets	9.93	337.39	430.50
Other Current Assets	1195.99	2514.42	1990.96
Total Current Assets	9439.65	11893.76	13546.66
Total	17047.79	18134.33	19245.30

Cash Flow Statements

All figures in Lakhs

Particulars	FY 2024	FY 2025	FY 2026
A. Net Cash from / (used in) Operating Activities	1,500.71	(252.00)	(814.10)
B. Net Cash from / (used in) Investing Activities	(642.26)	123.59	438.79
C. Net Cash from / (used in) Financing Activities	(1,112.95)	147.27	405.72
Net Increase / (Decrease) in Cash & Cash Equivalents (A+B+C)	(254.50)	18.86	30.41
Cash & Cash Equivalents at the Beginning of the Year	301.08	46.57	65.43
Cash & Cash Equivalents at the End of the Period	46.57	65.43	95.84

THANK YOU



 CS Anmol Patni
 +91 22 6104 3700
 ir@jfl.com



 Abhishek Bhutra | Himanshu Jain
 +91 80006 85556 | +91 89051 81853
 Invrel@finportal.in

[INVESTOR KIT](#)

[MEETING REQUEST](#)

