# SKYWAYS AIR SERVICES LIMITED

*(formerly known as Skyways Air Services Private Limited)*

SKYWAYS GROUP

To,

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| The Manager,<br>Department of Corporate Services-Compliances,<br>National Stock Exchange of India Limited<br>Exchange Plaza, Bandra Kurla Complex,<br>Bandra (East), Mumbai- 400 051 | The Department of Corporate Relations<br>BSE Limited<br>Phiroze Jeejebhoy Towers, Dalal Street, Fort,<br>Mumbai - 400001 |

**SYMBOL: SKYWAYS** **Scrip ID: 544890**

**Sub: Transcript of Earnings Conference Call pertaining to the Unaudited Financial Results for the quarter and half year ended September 30, 2026**

Dear Sir,

This is in continuation to our earlier letter dated November 17, 2026, regarding audio recording of the Earnings Conference Call held on November 17, 2026, at 04:30 P.M. (IST) on the performance of the Unaudited Standalone and Consolidated Financial Results of the Company for the quarter and half year ended September 30, 2026.

Please find attached herewith the transcript of the above Earnings Conference Call.

The above disclosure is also being uploaded on the website of the Company at www.skyways-air.in.

You are requested to take the same on your record.

Thanking You,

**For Skyways Air Services Limited**
**(Formerly Skyways Air Services Private Limited)**

HITESH KUMAR
Digitally signed by HITESH KUMAR
Date: 2026.11.23 16:50:01 +05'30'

**Hitesh Kumar**
**Company Secretary cum Compliance Officer**
**M. No. A33286**

**Place: New Delhi**
**Date: 23.11.2026**

# “Skyways Air Services Limited

# Q2 and H1 FY27 Earnings Conference Call”

# November 17, 2026

**MANAGEMENT:** **MR. YASHPAL SHARMA – CHAIRMAN, MANAGING DIRECTOR AND CHIEF EXECUTIVE OFFICER – SKYWAYS AIR SERVICES LIMITED**
**MR. HIMANSHU CHHABRA – WHOLE TIME DIRECTOR AND CHIEF FINANCIAL OFFICER – SKYWAYS AIR SERVICES LIMITED**

**Moderator:** Ladies and gentlemen, good day and welcome to the Q2 FY27 Earnings Conference call of Skyways Air Services. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance, during the conference call, please signal an operator by pressing star and then zero on your touchtone phone. Please note that this conference is being recorded.

I now hand the conference over to Mr. Yashpal Sharma, Chairman, Managing Director, and CEO of Skyways Air Services. Thank you and over to you, sir.

**Yashpal Sharma:** Thank you very much. Very good afternoon, everyone. It's a pleasure for me to be here and on this second Earnings call since the Skyways Air Services got listed on the exchanges. This is a very important moment for us, not merely because we are reporting just another quarter, but because it reflects the consistency with which our strategy is beginning to convert into scale, profitability and shareholder value.

Our Q2 and H1 performances have been driven by broad-based growth across our air cargo and non-air cargo businesses. Air cargo volumes have grown significantly by 27% in this quarter for us and we have seen a solid double-digit growth also in the other verticals of logistics for the group. This is not growth which has been concentrated just by one geography or by one customer segment or even one service line.

It's a growth which has spread across the verticals we have built. We are growing at nearly 3x the pace of the industry, both in India and overseas. The Indian export market grew roughly around 8% in this quarter, while Skyways grew 3x of this. In the air cargo, we continue to remain number one player in the country and we have improved our global rankings by two positions to go to number 42 at the end of the Q2.

This is truly a proud moment for Skyways and India. Our non-air businesses, which have also seen a significant growth, delivered a strong momentum for us, with H1 revenue growing from INR315 crores to INR566 crores over the last H1. This demonstrates that Skyways has created multiple growth engines to diversify its growth in air, ocean, express, cross-border custom brokerage, trucking and other value-added services all are contributing significantly to our growth.

Our past performance and our future rests on four growth pillars, which at Skyways we call the Skyways Growth Quad, which is centered around being connected, scale-driven, smart and being future-ready. These help us in deepening wallet share with current customers, acquiring new customers expanding our technology-led product suite and strengthening our global network through acquisition of larger carrier capacities.

Each of these pillars is now moving significantly and working together, giving and adding steam to our efforts of growing our business. The commercial performance and the financial performance has also seen a significant rise for us. We've seen a consolidated revenue from operations grow 90.3% year-on-year.

We have clocked INR1,311.45 crores in Q2 of this year. EBITDA also increased by 96% to INR58.47 crores and our PAT has actually grown even better by rising 129.6% to INR33.18 crores this year. These numbers have added up and given us a very solid H1 for FY27, whereby revenues for this H1 have grown 90.3% to INR2,527.9 crores, with an EBITDA rise also of 90% in the H1 to INR108.6 crores and PAT growing at a very, very solid pace of 135% to INR59.97 crores over the H1 of last year.

What is particularly encouraging is that this growth has come with improving profitability. Our PAT margins improved 43 basis points to 2.53% in Q2 and by 46 basis points to 2.37% in H1 total. Our absolute profits have grown materially. Marginally margins have expanded and return ratios have also got strengthened.

We are currently operating at an annualized ROCE of approximately 23%. Even though this is one of the best in the industry, but this is not our destination. Our efforts will be to sustain it and wherever possible improve it further through a very disciplined capital allocation, operating leverage and technology-led productivity improvements as we go along.

Technology, ladies and gentlemen, is no longer just a support function in Skyways over the last few years. It has been central to how we win businesses, serve customers and expand margins. Our platforms are giving customers greater speed, flexibility and a much better visibility of their business.

We are able to offer multiple routing options, helping customers optimize their supply chain needs based on costs, transit times, capacity and service requirements. Technology is also very importantly helping us reduce transactional friction, making it faster and simpler for customers to move across borders, access the information and manage their supply cycles.

This is helping us in two ways. First, it really helps us to deepen our wallet share with our existing customers and also by offering a wider and more integrated set of services to newer customers. These new customers coming onto a platform, including customers who are actually wanting speed, transparency, digital control over their logistics operations.

Equally important, a deeper integration of digital capabilities and technology-led processes is improving operational productivity and scalability for us. As volumes grow, our systems allow us to handle complexity without a proportionate increase in the costs. This has been one of the key drivers, ladies and gentlemen, behind our margin expansion and we expect technology to remain a structural lever for profitability improvement going forward as well.

As we all know, India's logistics sector has been at an inflection point. Rising exports, new airport capacities, other infrastructure improvements, the infrastructure strongly growing, and expansion of manufacturing are creating durable tailwinds for this industry. As per media reports recently, we saw that non-petroleum merchandise has grown 18% to USD259 billion, between April to October.

And this is not just dependent on oil shipments alone. In October 2026, we saw merchandise exports alone stand at USD49.47 billion, compared with USD34.1 billion last year, which is showing a strong demand for Indian goods across the globe. Sectors such as pharmaceuticals, consumer electronics, semiconductors, defence products, automotive, textiles, and agri-products are driving meaningful export growth for the country.

At the same time, India's widening middle class and expanding services sector are creating stronger domestic consumption. Customers today expect a wide range of products delivered to them much faster with greater visibility and reliability. This is precisely the environment in which technology-led logistics becomes even more important and essential.

Skyways is deliberately increasing its focus on these new-age sectors. They demand speed, compliance, visibility, a very specialized handling, and reliable cross-border execution. These are areas where our air cargo strengths, our global network, our tech stack, and integrated service offerings can create a very meaningful advantage for customers.

The global supply chain landscape is also creating opportunity for Indian exporters and Indian logistics service providers. New trade agreements, rising manufacturing investments, and the diversification of global sourcing are encouraging companies to look at India as a more important part of their supply chain.

Free trade agreements are creating further momentum by improving market access for Indian exporters, reducing friction across cross-border trade. For Skyways, this creates an opportunity to become a stronger partner for Indian manufacturers, our exporters, MSMEs, global enterprises seeking dependable India-to-world connectivity. International e-commerce is another very important growth vector.

It is enabling MSMEs, individual sellers, and large corporates alike to reach global markets. Our express and e-commerce logistics platform, sKart Edge, is designed to simplify cross-border movement and make international trade more accessible for each enterprise as well as individuals. We are also working to deepen penetration into Tier 3 cities and beyond so that businesses in India's hinterland can access global markets with same ease as larger enterprises do. We recently even tied up with India Post to strengthen this very penetration.

The technology of sKart has been giving steam to these small little shippers, small little vendors, and even large enterprises to reach the global markets. New initiatives and milestones that we have been taking in this period also saw us take meaningful progress across several strategic initiatives that will strengthen both our near-term execution and also our long-term growth.

We renewed our annual global agreement with Qatar Airways in this quarter as well, which is an important reformation of long-standing and strategically significant airline relationship. The agreement is designed to further increase the mutual air cargo volumes handled by both of us across our geographies.

For us, these airline and shipping line partnerships strengthen our access to capacity on the world's most extensive global trade routes. Reliable capacity access is fundamental to our ability to serve customers consistently especially during the periods of peak demands or supply chain disruption. We also established a warehouse in UK, Birmingham, ladies and gentlemen, recently enhancing our presence and service capability in a very important international market.

It also complements our international network expansion and gives us a very strong physical foundation in a market which has meaningful trade flows with India. With the India-UK FTA now in place, we are confident that this step will further boost our business volumes, not just on India-UK trade lane but also for global customers seeking logistics solutions in UK.

Our recent investment in Sageroute Logistics continues to advance our ability to provide smarter, more efficient logistics solutions. They have created a very solid landside operation capabilities for many complex logistics needs for sectors especially like the renewable energy. As Government of India pushes for greener avenues for its energy needs, this step will surely position Skyways Group very strongly for this vision of the Indian government.

Together with sKart Edge, our cross-border e-commerce platform, and Phantom Road Express, our trucking subsidiary, it reinforces our view that future of logistics will be shaped by companies that combine the physical reach and provide digital intelligence. During the period, we have also received an important recognition from 2 of our great partners.

Emirates SkyCargo conferred a special recognition on Skyways in acknowledgement of our continued support, strong performance, and consistent service quality across the key trade lanes. Even IAG Cargo also gave us a valued business partner award. These accolades reinforce our strategy of building deep performance-led relationships with global carriers, relationships that will strengthen our ability to secure reliable capacity and deliver consistent outcomes for our customers.

Ladies and gentlemen, talking of the way forward, we've always seen historically the second half of each year has always been more stronger than the first half. Skyways is definitely looking forward and targeting a revenue of over INR5,000 crores for this full year. While we want to make sure we go towards this vision, this mission, we want to make sure that our profitability is also sustained at the current levels.

Our confidence is grounded in several factors. First, the demand environment remains very supportive. Particularly across exports of some key commodities like I mentioned, electronics, pharmaceuticals, and automotive, where we are putting a very, very strong impetus. Secondly, our carrier capacity arrangements provide a strong foundation to convert demand into dependable service and profitable volumes.

Thirdly, our technology platforms are improving customer acquisition, wallet share increase, operating productivity, and scalability to our business. On the strategic front, our tech platform ASAP is -- now it's in very final stages of testing, and across all aspects, we are making sure that this works perfectly well. And we are looking forward to launching this in the early part of Q4 of this year.

We have also set out a very clear plan for one of the five international geographies that we have planned for this year, and we expect the first of them to be operational in the Q4 of this year, and the remaining geographies also expected to come online over the next 2 quarters to 3 quarters post that as well. We remain highly optimistic about both the near-term and long-term outlook for the organization.

India's logistics sector is entering a period of structural growth, and Skyways is well positioned to participate in that growth through its integrated service, its modeling, its technology capabilities, its global networks, very, very strong carrier partnerships, and most importantly, a very disciplined execution. Thank you very much. I'll pause for now and hand this over to our CFO, Himanshu Chhabra, to take this forward and run you through our financial performance. Thank you very much.

**Himanshu Chhabra:** Good evening, ladies and gentlemen. Thank you, Mr. Yashpal Sharma, and a warm welcome everyone on the Q2 and H1 FY27 earnings call. Before I take you through the numbers of the Q2 and H1, I would request all of you to have a quick look back. Our operating revenue had more than doubled between FY24 and FY26. And the Q1 results showed that the momentum continued. I am pleased to say that it has carried through the second quarter and the first half of FY27 as well.

Revenue growth of Q2 and H1 FY27. In Q2 FY27, our revenue from operations stood at INR1,311.45 crores, which is up by 90.3% year-on-year basis, and 7.8% quarter-on-quarter basis. For the first half, our revenue from operations stood at INR2,528 crores approximately, up 90.3% over H1 FY26. This growth came from all our service engines and importantly from volumes as well as realizations.

Segment performance, if you want to have a look at the air cargo, continues to be at the forefront of our revenue engine, and the revenue was up at INR983.42 crores in Q2, which is up 90.1% year-on-year. And if you talk about the H1, it stood at INR1,959.79 crores, which is up 93.5%. Volumes, if you talk about the Q2, were 27,629 tons, which were up 27% year-on-year basis, and 51,115 tons in H1, which is up 25.2%.

Coming to the ocean segment, revenue in Q2 stood at INR247.1 crores, which is up 113.8%, and INR399.72 crores in H1, which is up 91.5%. Volumes in the ocean segment stood at 9,165 TEUs in Q2 which is up 15.9%, and 17,187 TEUs in H1, which is up 16.7%. The express cargo and the parcel business also is showing upward trajectory for our business. Revenue was INR58.79 crores in Q2, which is up 34.6%, and INR121.38 crores in H1, which is up 48.2%. We handled 72,197 shipments in Q2 FY27, which is up 8.4%, and 1,34,967 shipments in H1, which is up 17.7%. Our customer base also is continuing to be stabilized at 9,500 plus levels, and no loss of customers have been reported in the portfolio.

Now, I'll take your attention towards the profitability. Our EBITDA in Q2, operating EBITDA, stood at INR58.47 crores, which is up 96% year-on-year, and an EBITDA margin of 4.46%. For H1, EBITDA stood at INR108.60 crores at an EBITDA margin of 4.3%. The profitability after tax was INR33.18 crores in Q2 and the profitability after tax margin of 2.53%, and INR59.97 crores in H1, a PAT margin of 2.37%. The EPS, the basic earnings per share, was INR1.91 in Q2 and INR3.6 in H1. We are continuing to focus on converting growth into profitability and keeping our margin profile very, very healthy.

I'm also pleased to announce or share that our board has declared a second interim dividend of INR0.40 per equity share, which is 4% of the face value of INR10 each, for the second quarter. The record date is scheduled on Friday the 20th November 2026. And the dividend will be paid as per the guidelines within the 30 days of the declaration.

Coming on the balance sheet, our returns -- on the returns and the leverage, our ROCE stood at 10.46% for the H1, and the ROE stood at 8.23% against the ROCE of 8.26% in H1 2026. Our gross debt-to-equity has reduced to 0.58 as of 30th September 2026. The gross debtors realization period has also improved to 62.77 days vis-à-vis 75.19 days if we compare the H1 to the FY26, which shows good collections and the credit selection of the customers with the top customers and the collection cycle improving in the current period, H1.

On the future outlook going forward, we feel that the volume trend across air, ocean, and express remains encouraging, and our recent investment will definitely act towards further increasing them. Foreign container line, we have made a further investment in the subsidiary to reduce its debt which are in line with the objects of our IPO. Sageroute Logistics, which specializes in the road freight business and focusing on the renewable sector, which is done through our subsidiary Brace Port. As Brace Port, which is our subsidiary, has acquired 76% in Sageroute Logistics with the planned capital infusion to support its operation.

In the UAE, our subsidiary Avito Global Freight is also setting up a subsidiary in Free Zone in Abu Dhabi to strengthen their presence in the Middle East, Asia. Our board has approved expansion into five geographies in the previous quarter, and we expect these offices to add volumes after the initial stabilization period is over. And we would aim at a reduced breakeven period for these offices, which historically has been 3 years to 4 years, considering the volume and the customer base that we are targeting, we may get an early breakeven for these new geographies.

Together, these should support our volume growth over time, and we will keep growing with discipline on the margins and on the balance sheet front. We really thank all of our investors and stakeholders for their continued support and belief in us, and we'll be very happy to answer your questions on the financials. I would like now to hand over the call to the moderator to take it forward. Thank you very much and very good evening to you.

**Moderator:** Thank you. We will now begin with the question-and-answer session. Your first question comes from the line of Gunesh Wagh with RPI Advisors. Please go ahead.

**Gunesh Wagh:** Yes. Hi, sir. Am I audible to you?

**Mr. Yashpal Sharma :** Yes. Mr. Gunesh, you are. Thank you. Please continue.

**Gunesh Wagh:** Hi. Thank you for the opportunity, sir. So my first question is, what measurable benefits have the company's technology platform delivered in terms of the productivity, cost saving and the customer acquisition, sir?

**Mr. Yashpal Sharma :** So, yes, great question. Basically, how we've designed our technology platform is to offer customers a very quicker turnaround on the way they look at their pricing and their route needs. And this makes them create their supply chain needs in a much faster way. So their access to our pricing, their access to the global capacities becomes faster, which brings in a faster way of them transacting with us, and which means that we are able to expand our businesses with the customers in a very, very big way.

Even transactionally, the customers are able to see much faster because of our internal ERPs. The transactional speed has been great. We have also been including some of the AI and OCR technologies now in our business, which are helping us to transact much faster and simplify some of our internal operational processes, which means that the customers are not just able to do a price point check with us for the routing need.

They are also able to look at how their visibility of their milestone is also available for them. So it's quite an end-to-end experience that a customer gets whereby they are choosing Skyways solution over some of the other competitors, even if they are a global MNC or a local company. They are preferring to use Skyways across Air, Ocean, and Express.

**Gunesh Wagh:** Okay, okay, sir. And my second question is, what is the current status and commercialization timeline for the ASAP platform and the other technology initiatives?

**Mr. Yashpal Sharma :** Right, so as I mentioned in my address as well, that the final testing stage is on now. We are in the final testing rounds and we are doing all the necessary critical analysis of each and every aspect of this tool. And we assume that over the next 2 to 5 weeks, the entire testing would be complete, and we will be able to do the official launch of this in the early phase of Q4 of this year.

**Gunesh Wagh:** Okay. And you had very good financials for this quarter, sir. So I just want the breakup, segment-wise breakup for all the financials. Like you have mentioned H1 FY27 revenues for all of these segments, but how it has performed as compared to the H1 FY26. So could you please give me that segment-wise?

**Mr. Himanshu Chhabra :** So, as we mentioned on the air freight side, the air freight numbers have doubled up, almost 90% growth in the revenue. And the ocean freight vertical has also doubled up, more than doubled up to 116%. And rest, the express have also nearly grown by 80%, 85%. So which is translating to overall growth of 90%-odd. And the exact details are also shared in the presentation that we have given to the stock exchanges just an hour back before the earnings call.

**Gunesh Wagh:** Okay, and do you also provide some kind of a margin breakup for all these segments, sir?

**Mr. Himanshu Chhabra :** So as the margin -- we have earlier also clarified in the previous quarter's call, the gross margin profile of these businesses are very similar. So the business and the customer segments are also sometimes common in across all these verticals. So the margin-wise breakup of these revenue segments we don't do, and it's at the overall basis.

**Gunesh Wagh:** Okay. So one thing I noticed in the ratio slides, so our ROE and ROC -- ROEs keep on declining, sir. So what is the major reason for this? Like in 22.37% FY24, it has come down to 14.15% in FY26. So what is the key reason for this?

**Mr. Himanshu Chhabra :** So, as you understand that we have done the pre-IPO rounds and now the IPO as well, so on the expanded equity, the ROE is because of the denominator effect, right? So if you analyse the current H1 numbers so this will translate into upwards of 16%, 16.5% ROE as well on the expanded equity. And as we scale along further and this effective utilization of the IPO proceeds, which is already showing on the ROCE side, which is upwards of 22%, if you analyze it, the number, 21% approximately. So this is already showing that the extended capital is put into use very effectively, both on the pre-IPO side and on the IPO side.

**Gunesh Wagh:** Okay, and I believe you have guided for some INR5,000 crores of revenue, top line that you wanted to achieve. So can you elaborate on that, how you are going to achieve that?

**Mr. Yashpal Sharma :** So, like I mentioned that historically our H2 is greater than H1. This is what we've seen over the last decade or so. And looking at how we have managed to keep our volume growth, we are very confident that we will be able to achieve a very similar to H1 or actually better than H1 numbers in H2 as well.

**Gunesh Wagh:** Okay, got it, sir. And just on the industry side -- one last question on the industry side. What do you think how H2, like, the whole year is going to perform, in terms of the whole industry, in terms of the volume, cargo volumes and all? What do you think, is it in line with our expectation?

**Mr. Yashpal Sharma :** Yes, very much. I mean, if you look at the growth in the Q2 numbers, there has been a nice growth in the air cargo volumes. If I talk about the air cargo volume, there have been a decent growth of over 8% in the export side itself, and the imports have also grown pretty much in the similar lines. The domestic segment also remains robust. So this is pretty much in line with what we see.

And as you can see the way the Indian exports is booming now, we expect this growth to get better. And if you look at our growth, we have been kind of growing 3x of the growth that the country has been witnessing. And this is not just for now, even the last 2-3 years, 4 years, if you look at those numbers, we have been kind of growing at 3-4x of the volumes that India does.

So Skyways is very confident that if we -- the growth that the Indian -- we've seen the Indian Minister of Civil Aviation and the ministry and overall rolling out for the Indian air cargo sector over the next 5 to 20 years, in fact. So that growth is pretty substantial. And if we as Skyways continue to outdo the Indian growth, we will grow at a very significant pace from here.

The Indian capacity is also increasing, just to answer your question a little deeper, capacities in India are also growing. If you can see that, Air India has ordered aircraft, IndiGo's ordered aircraft, the other -- I mean, the British Airways has added capacity to India, Virgin has added capacity to India. So, EVA Airlines is coming in from December as well.

So a lot of airlines and global carriers are looking at India because they clearly, all of them have also done deep study of the Indian market and they anticipate a very solid growth for India. And not just from the export perspective, but also imports as well as domestic. So overall, the Indian logistics space looks in a very, very promising phase over the next decade, I feel.

**Gunesh Wagh:** Right. And these geopolitical issues and all, this is not impacting our business, right?

**Mr. Yashpal Sharma :** Well, these geopolitical issues actually separate the haves from the have-nots. And if you look at how we have performed even in the difficult period of March and April when there was a considerable amount of capacity decrease across the world, our volumes still grew. And this is really on the back of the strong --- like I said, our technology is helping us to penetrate the carriers' capacities and bring in more capacity for our customers through the technology and also through the carrier capacity contracts we have.

So it really separates when the market gets tough, you are very clearly able to see who is the one, who is the service provider who can get capacity for the customers and who cannot. And the global customers today, not just in India, but customers around the world need consistent support to move their goods.

And if they see that a sizable player -- we are a market dominant player, we are a clear number one in the country in terms of air cargo. So we are a choicest logistics service provider, especially in the air cargo needs. And like we just mentioned that our non-air business has been growing significantly, and we've seen kind of a 90% increase or 80% increase in our non-air businesses as well.

Well, this H1 over H1, we've gone to INR568 crores from INR315 crores from last year. So we are not just seeing how we are able to offer solutions for our air customers, but customers know that when Skyways is offering a solution across these products, we will deliver. We will make sure that whatever tag that we are offering the customers, we will deliver.

**Gunesh Wagh:** Right. And just one last clarification, sir. So despite we have a very good revenue growth in both Q2 and H1, our margins has been in a flattish trend. So any, any comment on that, how we are going to improve our margin or this is the standard margin, sir?

**Mr. Himanshu Chhabra :** So the margin if you'll see has improved, both quarter-on-quarter and year-on-year basis. But as you the whole business as such, there is not a big shift possible, but there is a gradual shift possible in the EBITDA margins. And we are seeing that operating leverage coming in very nicely as we are scaling up.

The employee cost ratios and the other overhead cost ratio to revenue tend to come down as we scale up business. So we have seen effective utilization of the capital, both on the financial capital and on the human resource capital that we have. And this trajectory, we are confident that should continue on the margin improvement side also.

Gradual process will continue and as more and more scale and more and more geographies will get added, eventually the international offices margins is better than the India export margin per se. And once the breakeven is achieved, even in the geographies that we are targeting, we can reasonably expect an improvement in the overall EBITDA margins over a period of 1 to 2 years.

**Gunesh Wagh:** Okay, any guidance on the margin front because the question why I am asking this question? Because TVS supply chain I believe is in the same line of business and they are doing around 7% to 8% of EBITDA margin kind of thing, so any guidance you said that you will be achieving breakeven in next 1 years to 2 year so what will be our margin trajectory sir?

**Mr. Himanshu Chhabra :** So what we targeting is a PAT breakeven. So on the name that you mentioned are asset-heavier business than ours [Inaudible] into the overall supply chain, including the warehousing and contract logistics. So we are venturing into those areas gradually, maintaining a low capex profile. But at the same time, our net profit margins will be better from as compared to the other company that you mentioned.

**Gunesh Wagh:** Okay. Got it, sir. Thank you for the detailed answer, sir and best of luck for the future, sir.

**Management:** Thank you, Mr. Ganesh. Thank you, Ganesh ji.

**Moderator:** Thank you. Your next question comes from the line of Vidhi Jain with Jain Investments. Please go ahead.

**Mr. Yashpal Sharma :** Sorry, could you say the name again?

**Moderator:** That is Vidhi Jain with Jain Investments.

**Mr. Yashpal Sharma :** Okay.

**Vidhi Jain:** Hi, so my question is how much of this revenue per employees improved since these electronic platforms went live?

**Mr. Himanshu Chhabra :** Sorry, can you repeat the question please?

**Vidhi Jain:** My question is how much has the revenue per employee improved since these platforms, the electronic platforms, went live?

**Mr. Himanshu Chhabra :** So as we talk about the 90% growth year-on-year and there has been a kind of a 15% growth in the, headcount. So the overall effective increase has been around 67% and that is where the revenue per employee has improved.

**Vidhi Jain:** Understood. And how much has a self-service booking in the SLS 100X cut your cost per shipment?

**Mr. Himanshu Chhabra :** So as the customer – and the customers use both the kind of models. So all the services are available to the customers, whether they can use the online platform that we have and the offline, email or a telephonic model, that whenever the customer chooses. So once the online platform is there, the efficiency obviously improves by 15% to 20% on an overall basis for all of us.

**Vidhi Jain:** Understood. Thank you. That answers my question.

**Mr. Himanshu Chhabra :** Thank you, Ms Jain.

**Moderator:** Thank you. Your next question comes from the line of Yash Parker with Patel Investments. Please go ahead.

**Yash Parker:** Hi sir, thank you so much for the opportunity. Am I audible?

**Mr. Yashpal Sharma :** Yes, Mr. Yash, please continue.

**Yash Parker:** Hi sir. First of all congratulations on good growth in the air cargo and ocean freight. So we see that the air cargo revenue grew by nearly 93%, 94% in H1, which is significantly outpacing the volume growth of 25%. I guess the rate right now is somewhere around INR383 per kg. So could you provide an outlook on the sustainability of these higher yields and to what extent they are expected to normalize over the coming, let's say, two to three quarters from now?

**Mr. Yashpal Sharma :** Well, what we've seen is that there is obviously a fuel surcharge component which sits in this yield that you have seen. And as the fuel surcharges will always go up and down. So we consider that there is always going to be on quarter-to-quarter basis 5% to 10% variation in the fuel prices can always happen.

And then this is the trend that we've seen in the past as well. So we are not expecting to have any kind of a sharp decrease or increase in these rates because if the normalcy of general freight rates other than the fuel is does not see a very big shift in very quick time. Usually if there's a shift anything beyond 5% to 10%, it happens over a period of three to four quarters. So we looking at the global capacities available currently, the trends that we see we don't really see that there is going to be any big shift in the air freight yields over the next couple of quarters, barring the fuel, increase or decrease that might come along.

**Yash Parker:** Right. Also so we can also see the same in the ocean cargo. So what are the key drivers that is also driving significant increase in the revenue per TEU and also like is there any improvement in the customer or trade mix that we are seeing and we are forecasting in our business?

**Mr. Yashpal Sharma :** Yes, so ocean the bigger part of the business around the world, ocean freight is a very significant play. And what we've seen or what we've witnessed in the last quarter or so is that due to the disruptions in some of the geographies in the world, which we are all aware of, that the shipping lines have had to change the routes in which they operate.

And some of these - some of the touch points in these global routings have actually got shifted. And this is what has impacted some of the trade lanes in a much larger way. And obviously as you must have seen in COVID period also, that there was a global disruption in terms of the inventory available.

So the global inventory of containers to get circulated, it needs the normalcy or the consistency of the shipping routes to happen in the way they have been happening. Because if, for example, containers are sitting at one port or one country, unless a container vessel comes around, they are not going to get rotated.

So the consistency in which, say for example, every weekly if there is a weekly routing of a container or a vessel which goes on this service, they need to make sure that they call that port every time. And this disruption actually happened in March and April, but the routing got visible to the whole customer base and others around the world, probably in May or June.

And as things hopefully will get normalized in the Middle East, we are confident that some positive signs that are here that we see from the world things will slowly start getting normalized there. But ocean stability comes slightly at a slower pace because of the nature at which they operate rather than air cargo.

So I think that the ocean capacities will remain pretty range-bound over the next two to three quarters. We don't really see too much of change happening there. And hopefully some of these straits that are currently closed will open up and will fast-track the movement of vessels. And more normalization we'll get to see in the next quarter or so.

**Yash Parker:** Okay, it makes sense. So last question from my end. So we see that you have also identified warehousing, coal storage and fulfillment services as part of the integrated logistics offerings. So could you elaborate on the current, the existing warehouse infrastructure, particularly the extent of owned versus leased facilities and also the use of third-party warehousing partners? Are there any plans to expand this segment over the next 2 to 3 years as well?

**Mr. Yashpal Sharma :** So, as we have grown in the last couple of decades, we have remained pretty much asset-light. And that has been the ethos of the organization, not to be asset-light, but asset-sensitive. Wherever asset is very, very required is where we want to invest in. If it is backed by a customer demand, customer need, we will go in and invest in those critical assets. Otherwise, we want to pretty much remain asset-light. That's been the ethos of the organization.

There's plenty of -- in some of the critical areas, we want to make sure that we invest so that customers become sticky with us and we are able to -- as one of the key aspects of our business is to bring cross-selling. So a lot of customers need to ensure that you have warehousing, fulfillment services, distribution networks as part of your portfolio to give an end-to-end customer -- need to the customers.

Customers today work on an omnichannel strategy. They don't just work with either the brick-and-mortar or just the online. Today the strategy is pretty multifold in terms of their selling capabilities. So we, being a very leading logistics service provider, want to make sure that wherever we need to invest in these, whether it is movable assets like trucks or refrigerated trucks or any other, we will go in. But largely we want to remain asset sensitive.

To answer your question exactly on what we've built, so we've just recently concluding our cold chain facility here in Delhi, which will enable us to get about 200,000 cubic feet of cold chain capacity for the healthcare sector as well as the food and vegetable sector. And also we've recently operationalized one in Birmingham, UK, whereby, we are targeting a very specific segment in the automotive side, and that will help us to grow and acquire more customers in these areas.

So we want to remain -- we want to collaborate with other logistics service providers in the market and use their capacities wherever there is a need. But if it means, like I said, if it means that a customer is committing us on a long-term basis, and like I said, we want to penetrate more in the pharmaceutical sector, that's a very, very key growth area for us.

So their customers need those temperature control facilities, and we will on a case-to-case basis evaluate and go in and create some of those capabilities here and there.

**Yash Parker:** Right, sir. Makes sense. Thank you. Thank you so much for patiently answering, sir.

**Mr. Yashpal Sharma :** Thank you very much.

**Moderator:** Thank you. Your next question comes from the line of Karan Sharma, an Individual Investor. Please go ahead.

**Karan Sharma:** Hi, sir. Good evening. Thank you for giving me the opportunity, sir. Sir, I wanted to understand the revenue mix between exports and imports. Like, what percentage of our current revenue comes from the export and import? Like, going forward, does the company see an opportunity to increase its share of import business, particularly if the imports are less?

**Mr. Yashpal Sharma :** So yes, so that's a great question, Mr. Sharma. And we have been focusing on the imports in the last 5 to 6 years in a very, very big way, and we have seen a considerable growth in our volumes in the import segment as well. Even if you look at FY24 to '26 numbers on the air cargo side, we were at 2,500 tons on the air import side, which grew to 7,600 tons by the end of March FY '26.

And this year we are looking at a very sizable -- even a sizable, almost a 40% to 42% growth this year is what we are anticipating on the import numbers. And we clearly see that the Indian market, like I had mentioned in my opening address, that the customers in India today seeking a larger portfolio of products, not just from India but overseas.

So India will remain committed over on the import side. A lot of raw material, a lot of finished products will continue to flow into India. So it is a very strong endeavor for us to grow, and this is also very low-hanging bringing through because a lot of these customers who are importing are already on board on one of our services.

So that is helping us to cross-sell and increase our import volume. So you will see a very considerable increase in the import volumes. And also, like Himanshu ji just mentioned, as we are now looking at opening up 5 new geographies in the Asian markets, and most of the imports coming into India are coming through some of these Asian markets.

And as we create our own footprint in these places, that will further add steam to our import volumes. And countries like Indonesia, Philippines, Malaysia, Singapore, China, some of these markets are really adding. We started offices in Vietnam, Thailand, and some of these other economies. And we have seen, because of setting up those offices, our volumes have got a increase.

And we feel that as we will create these footprints we will in times ahead be able to give a very solid boost to our imports, not just in air but in ocean also.

**Karan Sharma:** So percentage-wise it will be like 60-40 or 70-30? Like, can we have like number for export?

**Mr. Yashpal Sharma :** For now? You mean for now or future?

**Karan Sharma:** Now.

**Mr. Yashpal Sharma :** So currently our import is roughly around 5% to 6% of our business, and which we expect to keep growing year on year. And we are targeting to have a very, very decent part of our business in the next 4 or 5 years coming in from imports, like I said.

**Karan Sharma:** Yes, it's nice to hear, sir. One more question. In the previous call, right, you had provided guidance for the -- like, current quarter for December quarter, like last time you did for September. So can we get this time also on Q-o-Q basis, like compared to September quarter, will December will do better?

**Mr. Yashpal Sharma :** Well, we are very confident that the way the markets are growing, the volumes have been -- are consistently growing for us as well. And we are very confident of a very solid H2 performance. So we look forward to Q3 also contributing in a good way to the H2 because usually the Q4 is stronger than Q3. So in the H2 there you will see that shift. But overall, both the quarters will be at a very, very decent position is what we see from here.

**Karan Sharma:** Thank you very much, sir. Congratulations, sir, again for very good numbers. Thank you, sir.

**Mr. Yashpal Sharma** Thank you very much. Thank you so much.

**Moderator:** Thank you. Your next question comes from the line of Divya Reddy with Sunshine Capital. Please go ahead.

**Divya Reddy:** Hello, Yes, good evening. Am I audible?

**Mr. Yashpal Sharma :** Yes Ms. Reddy is ready. You're audible. Please go ahead.

**Divya Reddy:** So I just wanted to know that what share of your bookings now come from your digital platform?

**Mr. Himanshu Chhabra :** Around 15 to 20% on the overall basis. We are trying to increase our online penetration vis-à-vis the offline penetration. And this takes time because the customers also are used to working in a particular manner. And over these years this number has grown, and we are trying to implement and educate and create a kind of integrative approach towards implementing technology into the entire ecosystem where we and the client are communicating. But this is a gradual process and it's improving.

**Mr. Yashpal Sharma :** Miss Reddy, let me also come in here. This is Yashpal Sharma. So, the new age products that we have set in, like the Express, is almost 95% to 96% through the technology. Okay, so that is what is the new age products that are set in. The customers have been aligned pretty much in the Express and e-commerce industry.

So the customers acceptance to your tools or the technologies as important as you having the tools. So we are seeing a good penetration coming in with the other products also, but the e-commerce and Express will continue to drive the digital penetration for the group. And we see every quarter we are seeing an upward trend in how the customers are able to digitally transact with us.

**Divya Reddy:** Okay. And also, sir...

**Mr. Himanshu Chhabra :** Sorry to interrupt. The launch of ASAP also in the last quarter will further drive this online vis-à-vis offline percentage of our overall business. Because in the Q -- in the Tier 3 and the Tier 4 and the entire globe at large will be able to transact online with us.

**Divya Reddy:** Okay, so I was asking that how many customers actively use the SLS hike and SLS 100x?

**Mr. Himanshu Chhabra :** Around 15% to 20% of our business, the customers use the platforms.

**Divya Reddy:** Okay.

**Mr. Himanshu Chhabra :** But as I mentioned, it's a process. In the Express side, it's nearly 100%.

**Divya Reddy:** Okay. Yes, that answers my question, sir. Thank you and all the best.

**Management:** Thank you. Thank you, Ji.

**Moderator:** Thank you. Your next question comes from the line of Dignesh with NorthStar. Please go ahead.

**Dignesh:** Hi everyone, very good morning and thank you for this opportunity. First, I have just 2 questions in my mind. So the first one is, so your ocean and express are smaller than compared to air. So, sir, I just want to know what are your strategies going forward to increase it, or will it be the same as historically?

**Mr. Yashpal Sharma :** So as I had mentioned that historically when the organization had started 4 decades ago, we started with air cargo. And over the last decade and a half is where we started to work on the other logistics solutions and verticals. So, and the real impetus has happened in the last 5-7 years. And if you look at the growth that we've seen in H2 versus H1 where we've grown at 80% in the non-air, so which includes Ocean, Express, Trucking, other value-added services.

So there is a very solid growth coming in on the non-air businesses for us. And as we are a very professionally run organization and all the other products are also run by very industry specialists. So these CXOs and the VPs who run these -- the Ocean Express and Trucking solutions for us, they specialize in those industries and they have been leading us from the front and building a very strong growth for us.

And 80% growth, I think, if we are doing we have done this in this H2. I think, we are moving at a good pace and we will continue to strive forward and add substantial volume as well as revenues from these non-air segments as well.

**Dignesh:** Okay that clearly answers my question. So, another one was, so given the year FY28 -- I mean, so given the higher base behind you, so do we expect a little bit decrease in the growth, or will it -- I just need your guidance on that?

**Mr. Yashpal Sharma :** We are not talking of any degrowth at any stage. We are very confident of our volume growth. The organization has laid out a very strong foundation as well as a roadmap on customer acquisition, increasing our wallet share from the current customers.

We feel over the next 4 to 5 years we will continue to see a very sustained volume growth of 25% to 30% year-on-year. So we are very, very bullish on the prospects of the organization over the next 5 to 10 years, actually.

**Dignesh:** Okay, okay, I got you on that. Thanks a lot, sir.

**Mr. Yashpal Sharma :** Thank you.

**Moderator:** Thank you. The next question comes from the line of Deepankar Bisht with CCVIM. Please go ahead.

**Deepankar Bisht:** Thank you for the opportunity, sir. Sir, can you tell more about the platform that you are going to launch in Q4?

**Mr. Yashpal Sharma :** Yes, so this is actually, Mr. Bisht, this is a platform that we built for creating a very solid integrated logistics solution for customers. Today customers are largely trading offline around the country, especially in the Tier 3, Tier 4 markets of the country where customers don't have access to good and big service providers like us.

They need to get visibility of pricing, they need to get visibility of capacities, they need to book cargoes in real-time basis as well. So, our platform ASAP, which is, like I said, in the end stages of its testing, will give this capability to the customers not just to see the price but also book cargo in real-time basis.

They will be able to use the payment gateways to complete their transactions as well. So, the tool is pretty powerful. We are very, very confident of positioning this tool and really creating a strong value for that small little cobbler sitting somewhere in the country trying to send a pair of shoes to probably a country which is 8,000-10,000 kilometers away.

We want to make sure that that person does not have to look around whenever they want to transact. We want to add steam to their business. E-commerce logistics, as you understand, you see the cross-border e-commerce logistics is growing globally, and in India, we have just touched the tip of the iceberg.

And the customers today are trying to, through social platforms, through e-platforms, they are trying to not just look at selling their products or their produce to Indian customers, but they can tomorrow sell their produce to 8.4 billion customers around the world. So that is the capability that ASAP will give them. They'll give them access to capacities not just in air, ocean, even express solutions end to end.

And the airlines and the shipping lines, the integrators, we have done API integration with them. So this day, the platform will give them a very solid base on which customers would be able to transact and add speed to their business.

**Deepankar Bisht:** So, what kind of revenue can we expect in FY28 from this platform?

**Mr. Yashpal Sharma :** We feel that the smaller markets in the country, the Tier 2, Tier 3, Tier 4 markets in the country, there's -- if you look at just the MSME sector, almost 45% of India's exports come from the MSME sector, and large part of the MSME actually sits in these smaller towns. They don't sit in the main cities, right?

And today we know for a fact that they are actually working to the -- with the carrier, going through sometimes 4 to 5 intermediaries. So, when you create that visibility for customers to be able to transact to the source, it really adds a lot of business. So, when they will be -- we are very confident of getting, adding at least 15% to 20% in these markets, just from these smaller markets into our product portfolio.

**Moderator:** Okay, thank you.

**Moderator:** Thank you, as there are no further questions from the participants, I now hand the conference over to Mr. Yashpal Sharma for closing comments. Over to you, sir.

**Mr. Yashpal Sharma :** Thank you very much, ladies and gentlemen. Thank you for being part of this earning call. All I would like to say to close this is, as we move forward, our focus remains on consolidating our leadership position in air freight. We have been the number one company in India for the last few years, and we are very confident, and we'll continue to make India proud by keeping up this lead.

We are also building our capabilities across the wider logistics ecosystem and will continue our growth in those areas as well. As technology sits at the core of our transformation, a growing global footprint will add and also a clear strategic direction to our business.

We are very confident of the ability to capture these emerging opportunities and create sustainable value for customers around the world. Guided by our growth quad, we remain very focused on a disciplined execution, which has been our biggest strength, and building a more integrated, diversified, and a very future-ready logistics organization.

I want to extend my gratitude to all the stakeholders who are attached with us, including our investors, for joining us, believing in us, and for being part of the Skyways growth journey to date.

We look forward to your continued support as we continue to move towards a global leadership vision. Thank you very much and have a great evening. Looking forward to a great year-end.

**Moderator:** Thank you. On behalf of Skyways Air Services, that concludes this conference. Thank you everyone for joining us, and you may now disconnect your lines.