

FLY-HI MARITIME TRAVELS LIMITED

Investor Presentation

BSE SME IPO · 2026



Disclaimer



Investments in equity and equity-related securities involve a degree of risk and investors should not invest any funds in this Issue unless they can afford to take the risk of losing their investment. Investors are advised to read the risk factors carefully before taking an investment decision in this offering. For taking an investment decision, investors must rely on their own examination of our Company and the Issue including the risks involved. The Equity Shares offered in the Issue have neither been recommended nor approved by Securities and Exchange Board of India nor does Securities and Exchange Board of India guarantee the accuracy or adequacy of the Prospectus. Specific attention of the investors is invited to the section titled “Risk Factors” beginning on page no 24 of the Prospectus.

All statements contained in this Prospectus that are not statements of historical facts constitute “forward looking statements”. All statements regarding our expected financial condition and results of operations, business, objectives, strategies, plans, goals and prospects are forward-looking statements. These forward-looking statements and any other projections contained in this Prospectus involve known and unknown risks, uncertainties and other factors that 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.

Our Company, having made all reasonable inquiries, accepts responsibility for and confirms that this Prospectus contains all information with regard to our Company and the Issue, which is material in the context of this Issue; that the information contained in this Prospectus is true and correct in all material aspects and is not misleading in any material respect; that the opinions and intentions expressed herein are honestly held.

Fly-Hi Maritime: End to End Travel Logistics Solutions



Integrated Maritime Travel Specialist

Our company manages end to end travel arrangements for crew of commercial shipping companies, ensuring that the crew members move seamlessly from their home country to the port of boarding. We manage their airline tickets, ground travel, hotel stay, visa application etc until they reach the desired port of boarding.

IATA Accredited

We hold IATA accreditation (No. 14006425), certified for meeting the professional standards of the International Air Transport Association to promote and sell international air passenger transportation.

Global Revenue Footprint

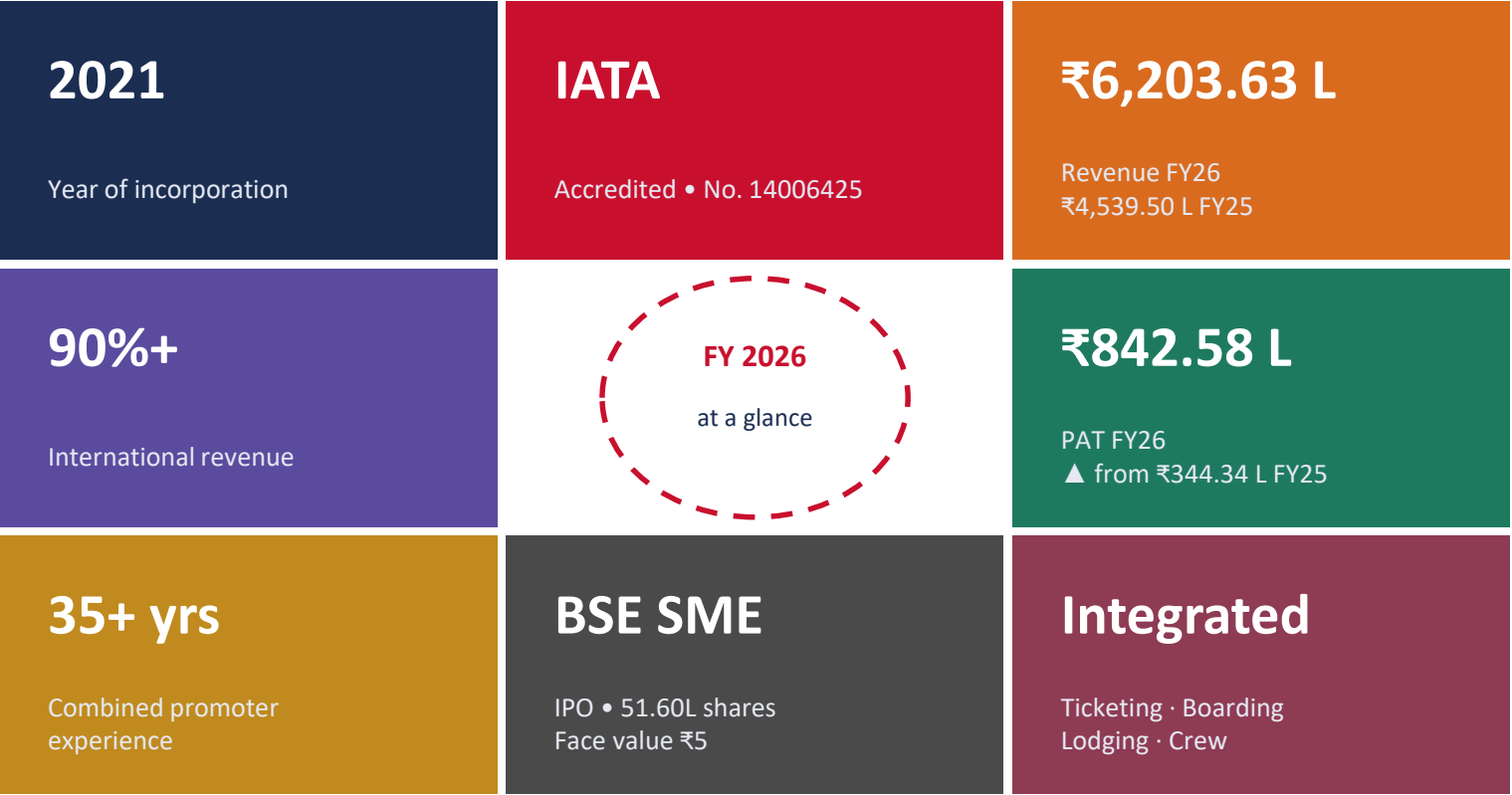
Over 90% of revenues are generated from international clients, reflecting a strong global business model serving the maritime industry worldwide.

Niche Service Model

Operates in the specialized maritime crew travel segment, providing integrated services on a composite basis to shipping company clients across India and overseas.



Business Snapshot at a Glance



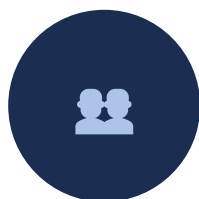
Board of Directors



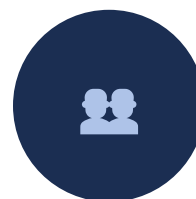
Mr. Jitendra Kumar Negi
Managing Director & Chairman
DIN: 02597521



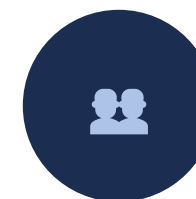
Mr. Mridul Dilip Singhvi
Whole Time Director
DIN: 09448593



Ms. Arshita Singh
Independent Director
DIN: 10440686



Mr. Vipin Kumar Chhawchhriya
Independent Director
DIN: 11431627



Mr. Deepesh Mittal
Independent Director
DIN: 11431053

Service Portfolio Overview



A Air Ticketing

International and regional ticketing, including multi-leg itineraries which are planned as per vessel schedules and joining windows.

M Maritime Crew Travel

Our company manages end to end travel arrangements for crew of commercial shipping companies, ensuring that the crew members move seamlessly from their home country to the port of boarding.

B Boarding & Lodging

We arrange supply of hotels, airlines, car rentals, transfer providers and other services via direct connectivity or through third party aggregators for ship crew at ports.

G Global Coordination

Our company has appointed a distributor in UAE to manage customers based in foreign countries due to their international requirements. Our customers include a few marquee names in the commercial shipping industry.

C Composite Service Offering

Our company provides integrated services on a composite basis, covering airline tickets, ground travel, hotel stay, visa application and 24/7 support during crew travel from home country to port of boarding.

R Regulatory Compliance

Fully compliant with GST (Delhi & Maharashtra), ESIC, EPF and other statutory frameworks governing travel agencies. We are an IATA accredited company (No. 14006425).

End-Use Clients: Global Shipping Companies | Maritime Logistics Firms | Vessel Operators | Crew Management Agencies

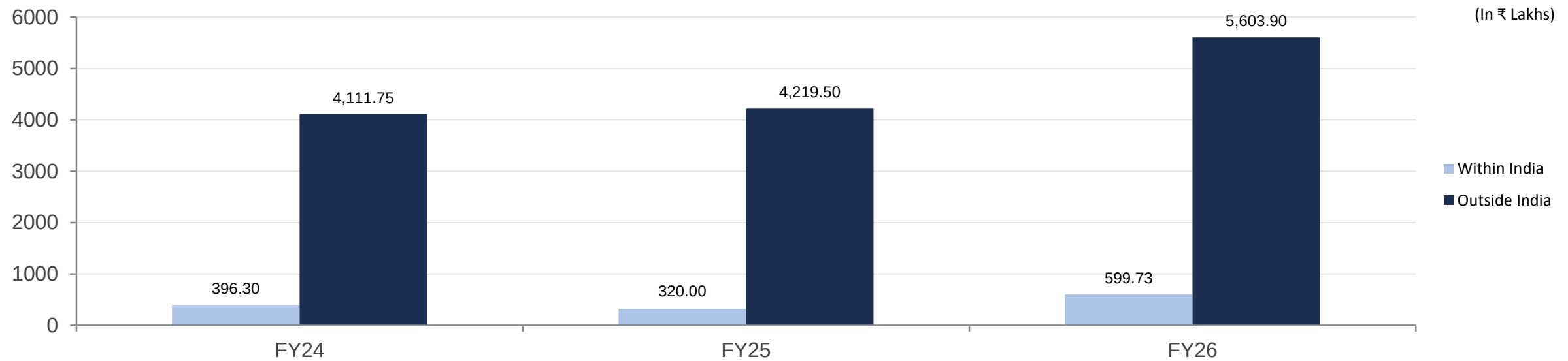
Geographical Revenue Bifurcation



(All amount In ₹ Lakhs except for %)

Particulars	FY2023-24	FY2023-24 %	FY2024-25	FY2024-25 %	FY2025-26	FY2025-26 %
Within India	396.30	8.79%	320.00	7.05%	599.73	9.67%
Outside India	4,111.75	91.21%	4,219.50	92.95%	5,603.90	90.33%
Total Revenue	4,508.05	100%	4,539.50	100%	6,203.63	100%

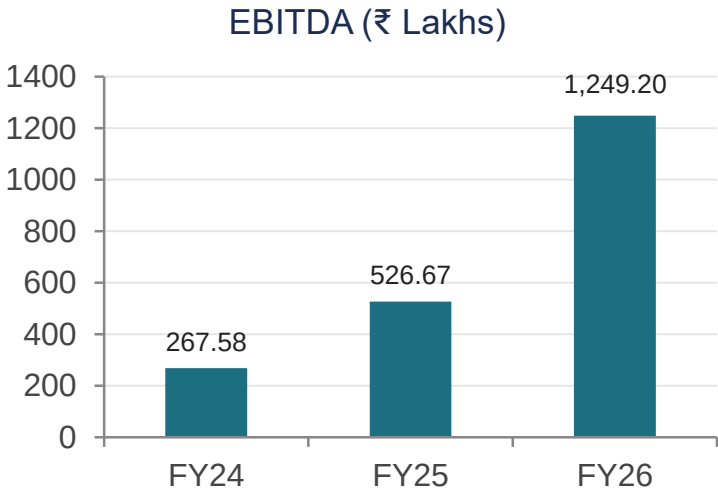
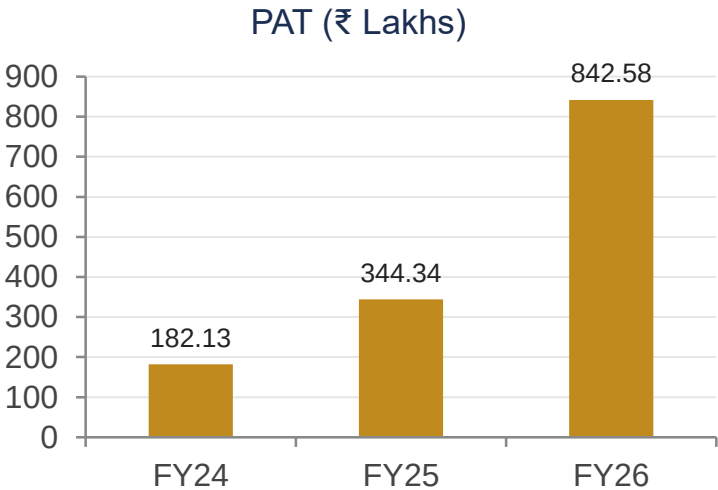
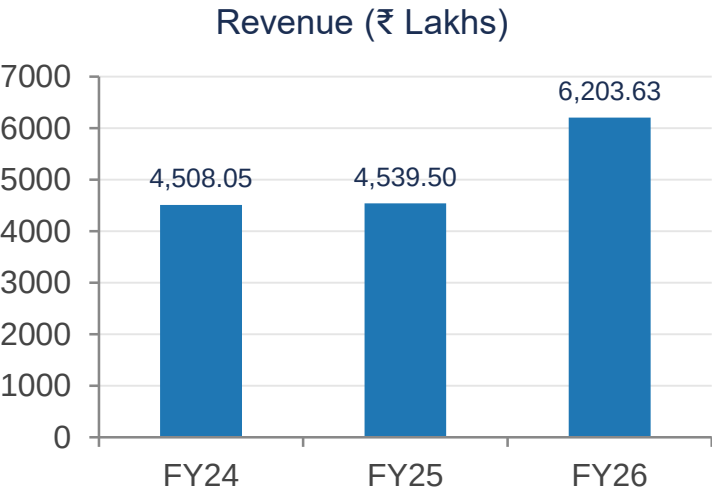
Revenue is geographically diversified, with 9.67% generated within India and 90.33% from outside India in FY2025-26.



Key Financial Highlights



(All Amounts in ₹ Lakhs | Margins in %)



Metric	FY24	FY25	FY26
Revenue (₹ L)	4,508.05	4,539.50	6,203.63
PAT (₹ L)	182.13	344.34	842.58

Key Financial Ratios



Revenue from Operations ₹6,203.63 L <i>FY2026</i>	EBITDA ₹1,249.20 L <i>FY2026 Margin: 20.14%</i>	PAT ₹842.58 L <i>FY2026 Margin: 13.58%</i>	EPS ₹8.41 <i>FY2026 (per share)</i>
ROCE 67.22% <i>FY2026</i>	ROE 61.29% <i>FY2026</i>	EBITDA Margin 20.14% <i>FY2026</i>	PAT Margin 13.58% <i>FY2026</i>

Period	Revenue (₹ L)	EBITDA (₹ L)	EBITDA %	PAT (₹ L)	ROCE / ROE
FY2024	4,508.05	267.58	5.94%	182.13	37.61% / 34.39%
FY2025	4,539.50	526.67	11.60%	344.34	45.18% / 44.08%
FY2026	6,203.63	1,249.20	20.14%	842.58	67.22% / 61.29%

Industry Overview – Maritime Travel & Crew Management



USD 2.18 Bn

Crew Travel Market Size
in 2024 (IMRAC / CareEdge)

USD 4.25 Bn

Projected Market Size by 2033
(Source: IMRAC / CareEdge Research)

CAGR ~7.6%

Crew Travel Market (2025–2033)
USD 2.36 Bn (2025) → USD 4.25 Bn (2033)

1 **Rise in Maritime Trade**

According to UN Trade and Development, global maritime trade increased by 2.4% in 2023 to 12.3 billion tons. The sector is projected to expand by 2% in 2024 and by an average of 2% annually through 2030.

2 **Growth and Increasing Complexity in Global Shipping**

The international shipping sector is operating across wider routes, diverse geographies, and with multinational crew compositions, increasing the volume and frequency of crew movements.

3 **Strengthening Maritime Crew Welfare Compliance**

Global maritime authorities are placing greater focus on seafarer welfare, safety, and working conditions. Requirements related to fatigue management, safe transit, and layover arrangements have tightened.

4 **Increasing Frequency of Crew Changes**

Larger fleets and more intensive sailing schedules require more frequent crew changes to maintain compliance with labour norms and support vessel safety.

5 **Crew Travel Market Outlook**

The global crew travel market is expected to advance from USD 2.36 billion in 2025 to more than USD 4.25 billion by 2033, supported by a cumulative annual growth pattern.

6 **Driving Efficiency Through Digital Transformation**

The adoption of cloud-based platforms, AI tools, and data-analytics systems in crew travel management is improving operational efficiency, cost control, and scalability.

Business Strategies



01 Appoint International Distributors

Our company has planned to appoint distributors in the international markets to offer our services to clients based in the international markets for new customer acquisition as well as it will help in servicing the customers better giving them an ease of doing business with our company.

02 Digital Tools for Efficient Operations

We have already started working on tie-ups, in-house developments etc for creating such digital tools which will help us in servicing our customers more efficiently, make purchases more cost effective thereby making our margins better, avoiding human errors etc.

03 Onboarding Customers from Different Industry Segment

We plan to start approaching cruise lines by giving them travel management solutions for their crew travel. This will help us in expanding our customer portfolio which will create new revenue stream for our company and will also insulate us from any future disruptions in the commercial shipping industry.

04 Expand in International Markets

Our company has planned to appoint two or three marketing personnel to travel to foreign countries and connect with prospective customers. We have planned to scout the European Union countries as the biggest commercial shipping companies are located in that region.

05 Working Capital Deployment via IPO

Utilize ₹2,423.72 Lakhs from IPO proceeds for funding working capital requirements and ₹400.00 Lakhs for repayment of borrowings, enabling the Company to scale service volumes and take on larger mandates from global shipping companies.

06 IATA Accreditation as Differentiator

We are an International Air Transport Association (IATA) accredited company (No. 14006425). We ensure full compliance with GST, ESIC, EPF (Delhi and Maharashtra) and other statutory frameworks governing travel agencies.

Business Strengths



I Proven Track Record

Consistently performing over the last 3 years, including the Russia–Ukraine war period, demonstrating resilience to geopolitical pressure situations.

R Experienced Management

Qualified and experienced team with strong understanding of commercial shipping requirements. Mr. Jitendra Negi has 15+ years of maritime industry experience and Mr. Mridul Dilip Singhvi has 22+ years of business experience.

P Established Relationships with Customers

Built good relationships with customers over the years, helping us generate repeat business and new customers through mouth publicity.

G Skilled and Hardworking Workforce

Our disciplined and hardworking workforce enables us to provide top-notch service, complex planning, prompt feedbacks and continuous real-time monitoring on a 24/7 basis.

S Distributor for Better Customer Servicing

Appointed a distributor in UAE to be closer to international customers, better understand their needs and reach new clients in international markets.

N Business Operations Outside India

Working out of India provides a cost advantage due to low manpower costs and other overheads, making us competitive and helping us achieve good margins.

Object of the Issue



Particulars	₹ In Lakhs
Gross Proceeds from the Issue (at Issue Price)	4,243.61
Less: Issue Related Expenses	603.35
Net Proceeds of the Issue to Our Company	3,640.26

Utilization of Net Proceeds

Purpose	Amount (₹ Lakhs)
Funding Working Capital Requirements of our Company	2,423.72
Repayment and/or pre-payment, in part, of borrowing availed by our Company	400.00
Towards talent acquisition for Business Marketing and Development activities	180.00
General Corporate Purposes	636.54

Key Use of Funds – Working Capital

We propose to utilize ₹2,423.72 Lakhs from the Net Proceeds towards funding of our Company's working capital requirements, ₹400.00 Lakhs for repayment and/or pre-payment of borrowings, and ₹180.00 Lakhs Towards talent acquisition for Business Marketing and Development activities. The balance ₹636.54 Lakhs shall be used for General Corporate Purposes.

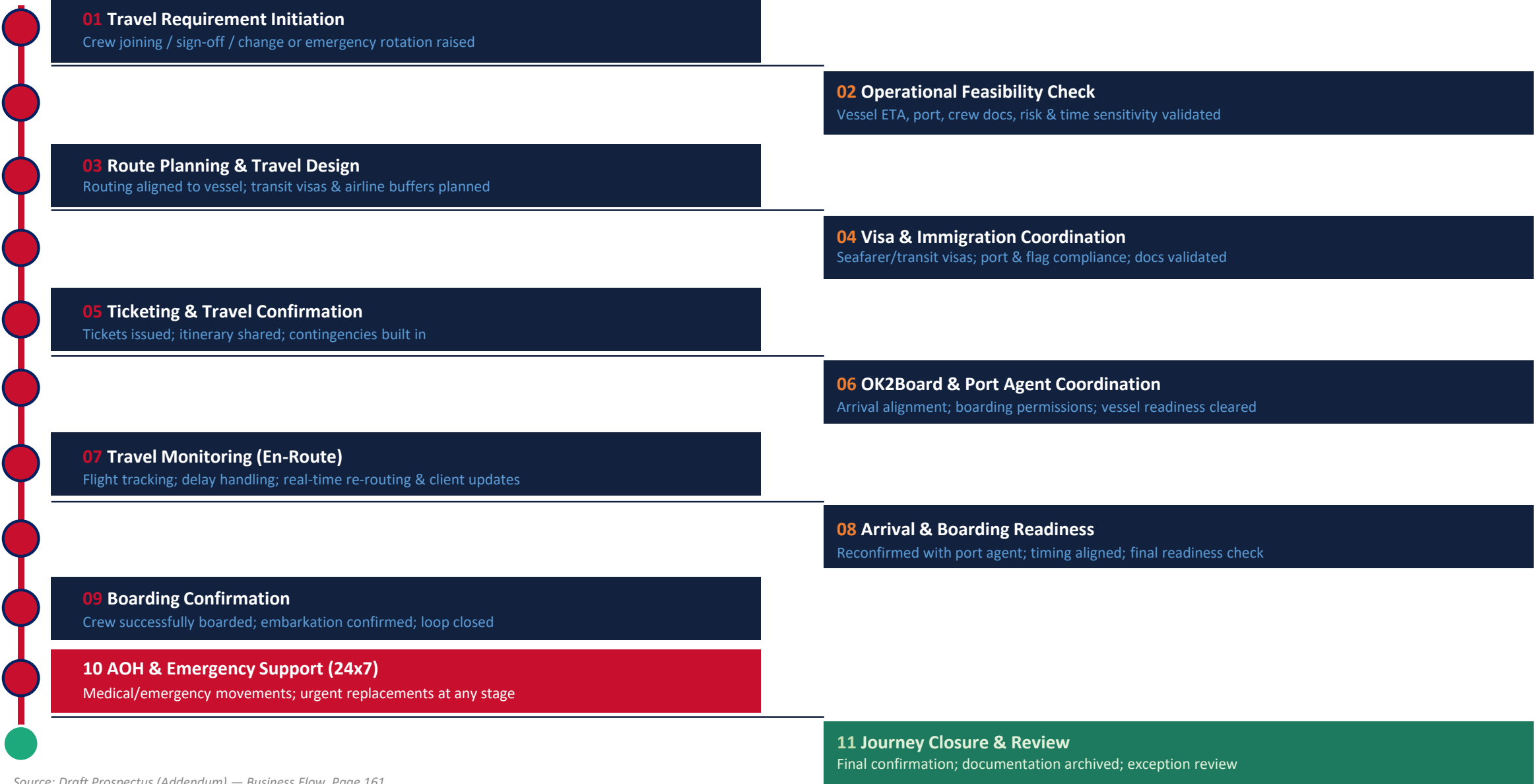
Issue Highlights



Fresh Issue	Up to 41,60,400 Equity Shares
Offer for Sale	Up to 9,99,600 Equity Shares
Total Issue Size	Up to 51,60,000 Equity Shares
Face Value	₹5/- per Equity Share
Issue Size	₹52.63 Crore
Issue Price	₹102 per share
Lot Size	1,200 Equity Shares
Issue Opens	1 st September, 2026 (Tuesday)
Issue Closes	3 rd September, 2026 (Thursday)
NII	Up to 24,48,000 Equity Shares
Individuals Investors	At least 24,48,000 Equity Shares
Market Maker	2,64,000 Equity Shares

Pre-Issue Equity	1,00,20,000 Equity Shares
Post-Issue Equity	1,41,80,400 Equity Shares
Market Cap (Post)	₹144.64 Crore (at Issue Price)
Promoter Holding (Pre)	80%
Market Maker	Bhaijee Broking & Investments Private Limited
Lead Manager	Corporate Makers Capital Limited
Registrar	KFin Technologies Limited
Listing	BSE SME Platform

CREW TRAVEL — END-TO-END BUSINESS FLOW



Thank You

FLY-HI MARITIME TRAVELS LIMITED

CIN: U63030DL2021PLC387367

Company Secretary: Ms. Renu Agrawal

Registered Office: SF-04, 2nd Floor, Vasant Square Mall, Vasant Kunj, New Delhi – 110070

CORPORATE MAKERS CAPITAL LIMITED

611, 6th Floor, Pragati Tower, Rajendra Place, New Delhi – 110008

Tel: +91-11-41411600

Email: info@corporatemakers.in

Website: www.corporatemakers.in