

WTi cabs

Wise Travel India Limited

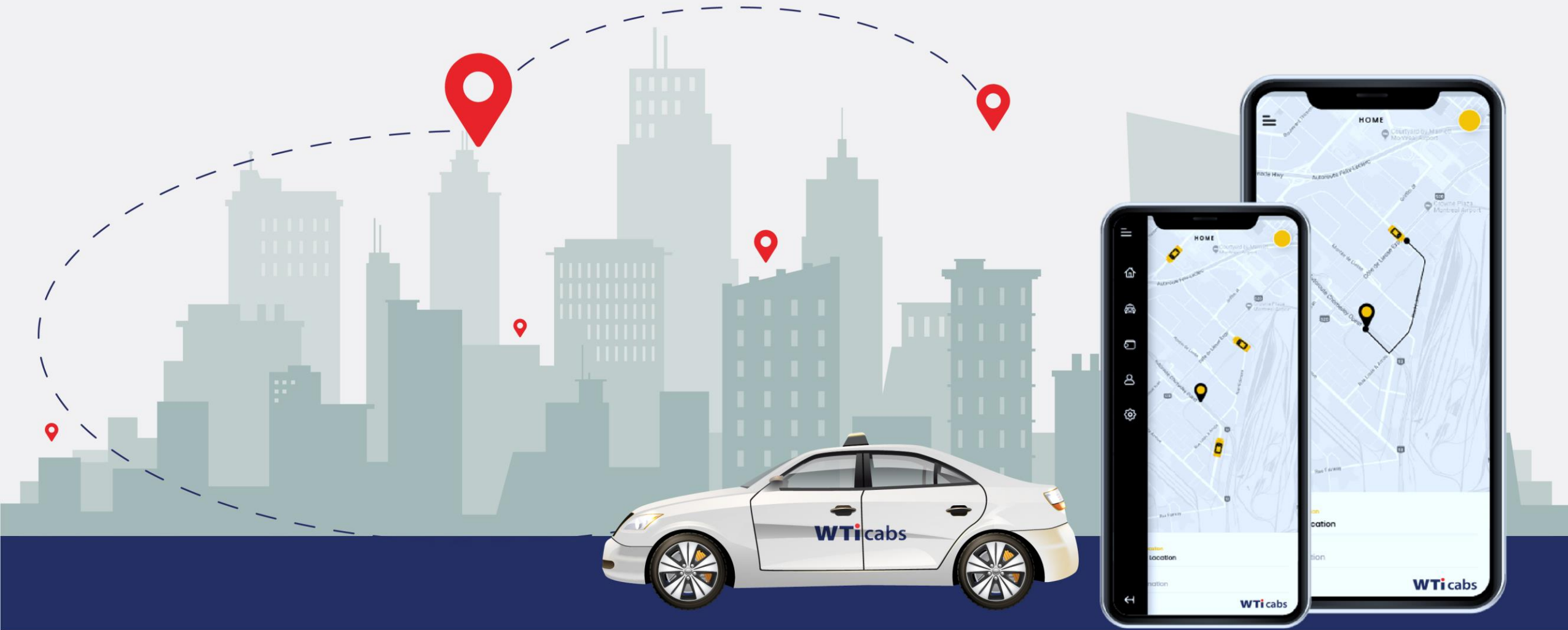
Investor Presentation- FY24



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Company & Business Overview

WTicabs: Pioneering Sustainable Urban Mobility



Established in 2009, Wise Travel India Limited (WTicabs, The Company) stands as a trailblazer in India's urban mobility sector.

Over the years, the company expanded its footprint across major Indian cities, broadened its service portfolio through strategic acquisitions, and earned international acclaim as a leader in ground transport.

Committed to sustainability, WTicabs integrated electric vehicles into its fleet and ventured into tier 2, 3, and 4 cities.

In 2023, the company marked its international debut in Dubai, underlining its commitment to innovation, customer service, and a greener future for mobility.



PAN India
Presence



7,500+
Fleet



12
Dedicated Airport
Counters



550+
Clients



800+
Team size



24*7
Call Centre



Be-spoke
Solution

FY24

₹ 409.91 Cr

Revenue

₹ 47.13 Cr

EBITDA

₹ 24.18 Cr

PAT

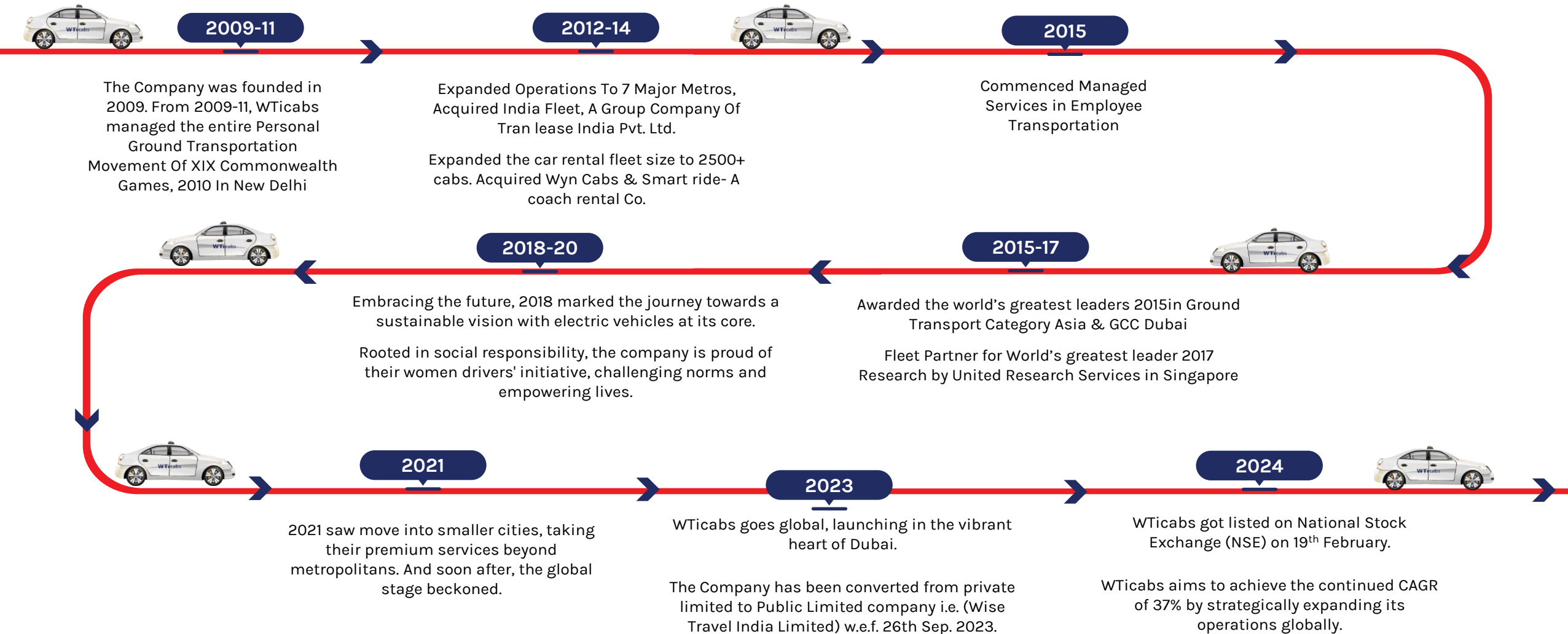
149.59 Cr

Net Worth

16.16%

RoE

Evolution In Motion: The Journey Unfolded





Industry Overview

Key Parameters	Value Proposition
Growth & Market Potential	<ul style="list-style-type: none"> Corporate Car Rental industry, presently is INR 375 Bn, slated to grow its market share to INR 700 Bn by 2030. Annual growth rate of 11%. Currently Employee transportation industry is INR 3000 Bn, and is expected to grow to INR 3600 Bn by 2030 with CAGR of 5.34%. Tremendous growth potential in car rental market in India fueled by booming Corporate/Commercial, Hospitality and Tourism sectors.
Robust Business Model	<ul style="list-style-type: none"> Presence across the value chain through services including Car Rental, Employee Transportation, Managed Services and Long Term Rental. Best in class quality of service with unmatched network spanning in 250+ cities of India. Operations carried out with largest fleet on road and robust technology platform.
Market Leadership	<ul style="list-style-type: none"> One of the most promising car rental companies in India, is well poised to garner further market share. Planning to get into relationship with the leading car rental brands across the world. Strong relationships with a over 600 corporate clients across industries. First Indian mobility company to expand Globally.
Healthy Financials	<ul style="list-style-type: none"> Since inception in 2009, has been consistently showing excellent financial performance; registered a healthy revenue CAGR of 37%, with a projected 5 year CAGR of over 35-40% fueled by high customer acquisition and retention. Financial projections and plans clearly highlight WTicabs continued healthy financial outlook.

WTicabs aims to attain a CAGR of 35-40% through strategic investments, emphasizing Employee Transportation Services, Car Rental Services, and the consolidation of operations in 250+ cities, ultimately establishing a significant global presence.

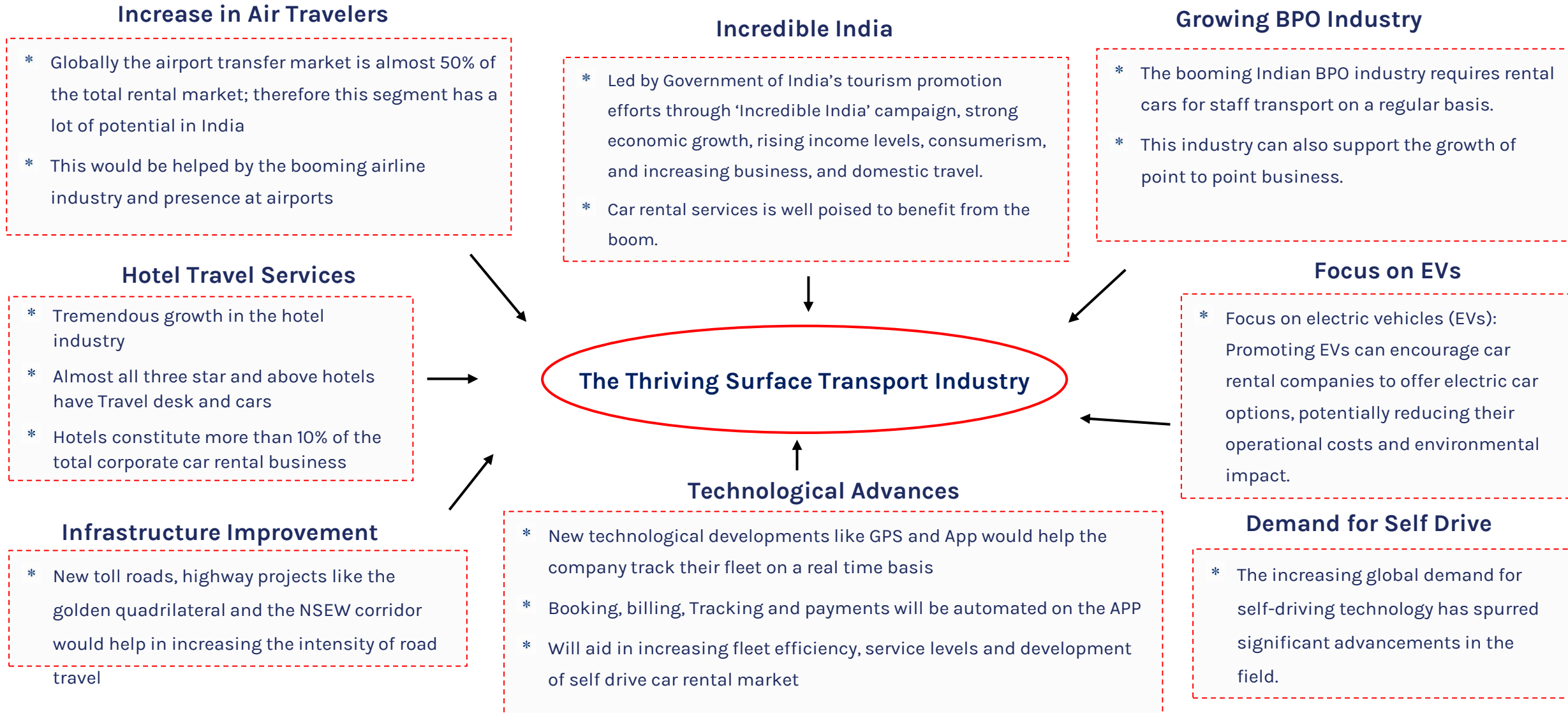
Corporate Car Rental Market

- The Indian car rental industry is a behemoth, valued at a staggering **INR 375 billion** and poised for phenomenal growth.
- WTicabs stands at the forefront of this exciting market, primed to capitalize on the projected **27% surge** over the next 3-5 years.
- WTicabs operates within the organized segment, expected to outpace the unorganized market over the next five years.
- Compared to global peers, India's organized car rental market penetration is low, presenting a massive opportunity for WTicabs to capture untapped market share.

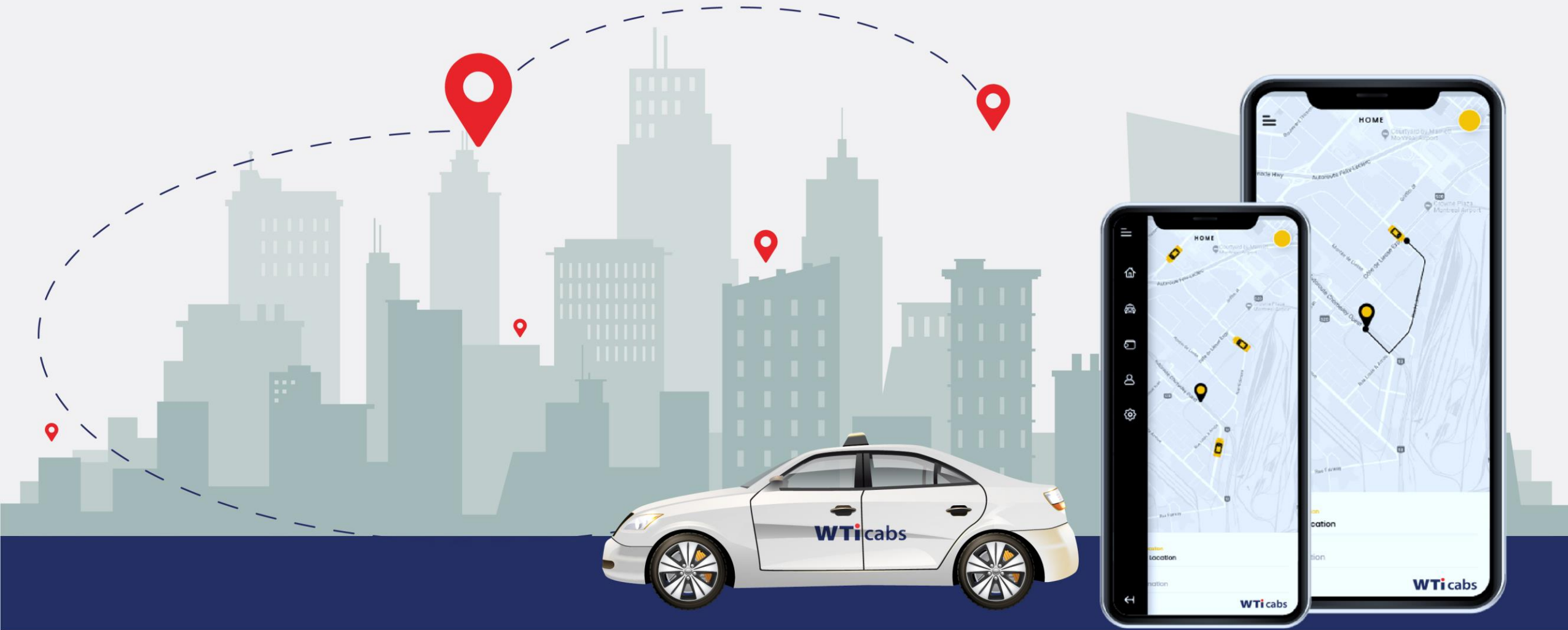
Employee Transportation Market

- Rising Corporate Office Presence In Asia-Pacific Fuels Demand For Employee Transportation Service.
- Currently Employee transportation industry is **INR 3000 Bn**, and is expected to grow to **INR 3600 Bn by 2030** with **CAGR of 5.34%**.
- While metros like Delhi and Mumbai drive initial demand, Tier 2 & 3 cities are the next frontier. WTicabs, with its established presence and understanding of these markets, is ready to unlock this massive hidden potential.
- The growth of the BPO industry and expanding corporate needs create a steady demand for staff transportation solutions, a segment where WTicabs can excel.

Source: <https://www.imarcgroup.com/car-rental-market>
<https://finance.yahoo.com/news/key-trends-car-rental-market-172300143.html?guccounter=1>



Parameters	(Typical) B2B Aggregator	WTicabs
Business Model Primacy	Driver discretion : May accept or reject ride/s	Client-centric : Committed to discharging services per service level agreement (SLA), with in-built business continuity plan (BCP)
Key Objective/s	Designed for retail/mass market services/consumption	Bespoke, optimal mobility solution for corporates and retail Governed by SLA.
Governance, SLA adherence	Low : Evidenced by withdrawal of contracts due to lack of personal touch during service cycles	High : Bespoke service/s with humane centrality. Ceaseless customer/client relationship management (CRM)
Customer Satisfaction (C-Sat)	Limitations of over-simplified star rating system. Questionable provenance. Difficult to measure. Safety, security accountability open ended	High : Real time monitoring, intelligence and remediation. Uncompromising safety, security, with emphasis on women's safety
Costs	Unpredictable. See-sawing. Surge pricing. Algorithmic vagaries. Too many unknowns govern pricing outcomes.	Predictable. Optimal. SLA driven pricing. Real time intelligence helps in optimal routing matrix. Superior SLA outcomes with same inputs. Do more with less.

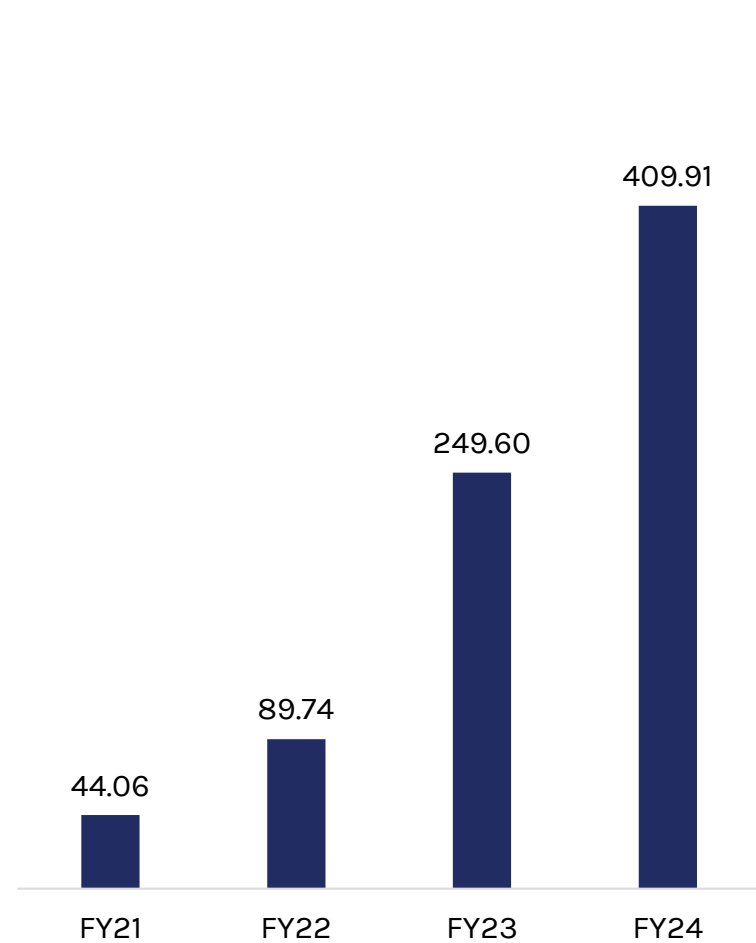


Financial Overview

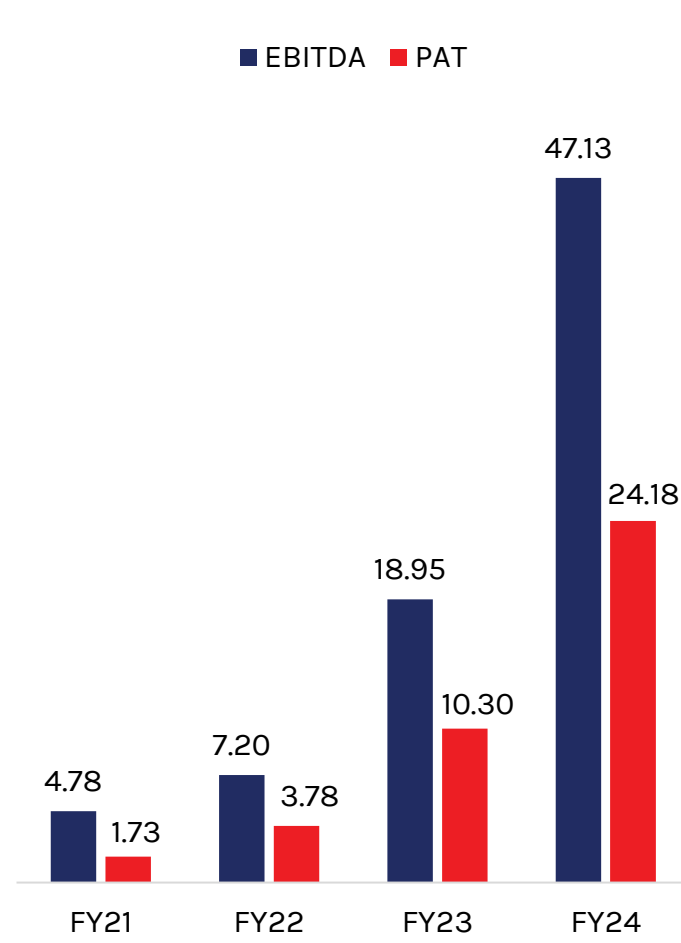
Key Financial Performance	March 31, 2024	March 31, 2023	March 31, 2022	March 31, 2021
Revenue from Operations	409.91	249.60	89.74	44.06
EBITDA	47.13	18.95	7.20	4.78
EBITDA Margin	11.40%	7.58%	8.03%	10.85%
PAT	24.18	10.30	3.78	1.73
PAT Margin	5.85%	4.12%	4.21%	3.93%
Net Worth	149.59	40.52	28.32	24.54
RoE(%)	16.16%	25.42%	13.35%	7.05%

WTicabs has achieved the targeted revenues consistently year on year and has remained profitable since its inception with a CAGR of 37%.

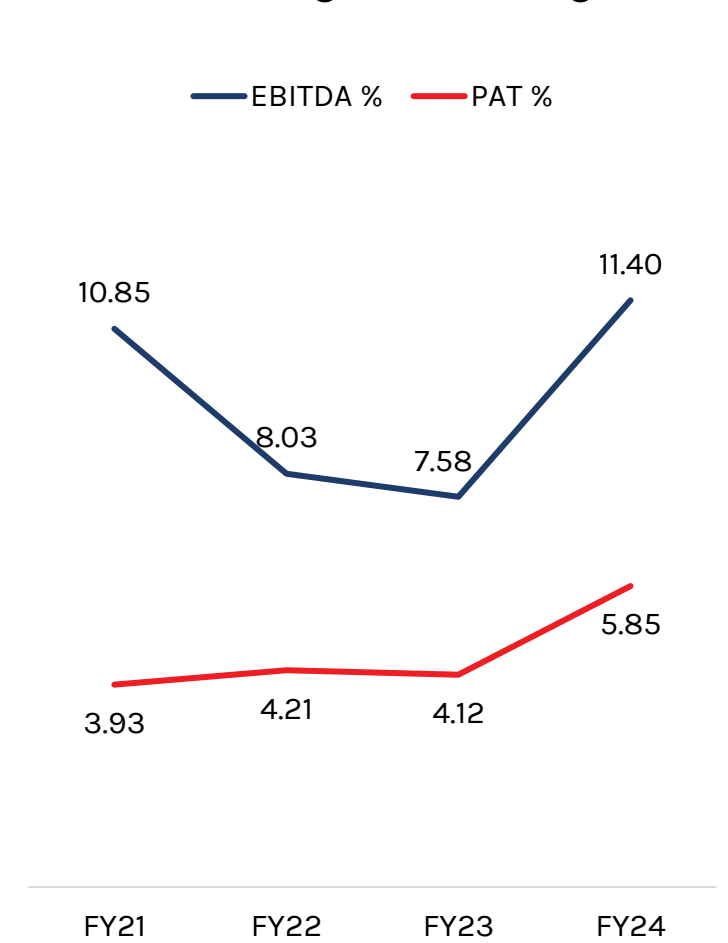
Total Income



EBITDA & PAT



EBITDA Margin & PAT Margin



All Figures In ₹ Cr and Margin In %

Profit & Loss Statement

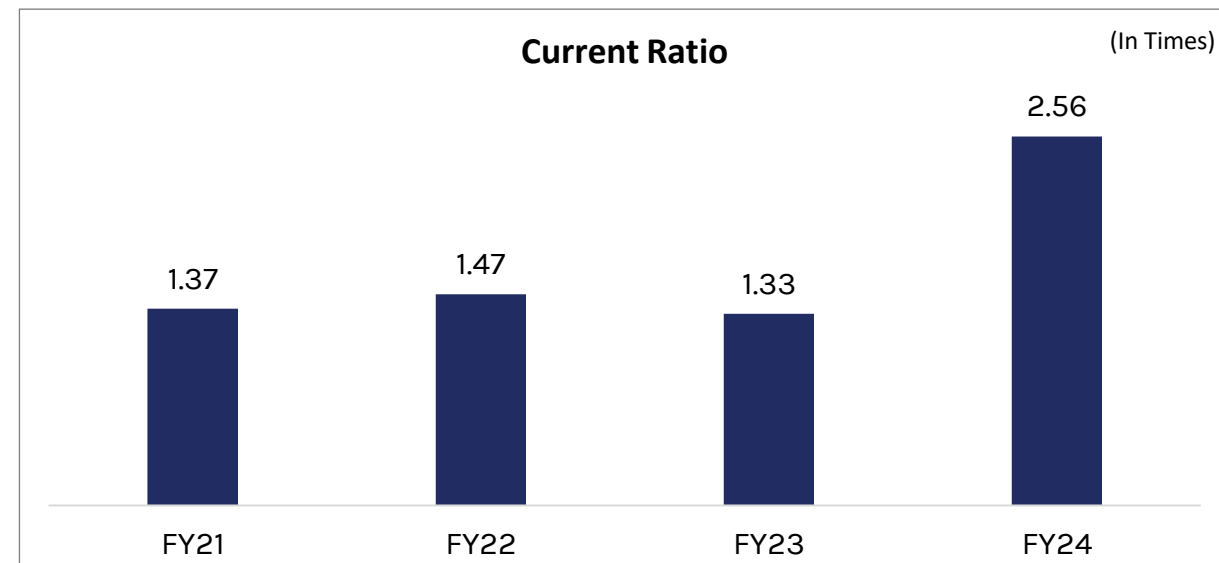
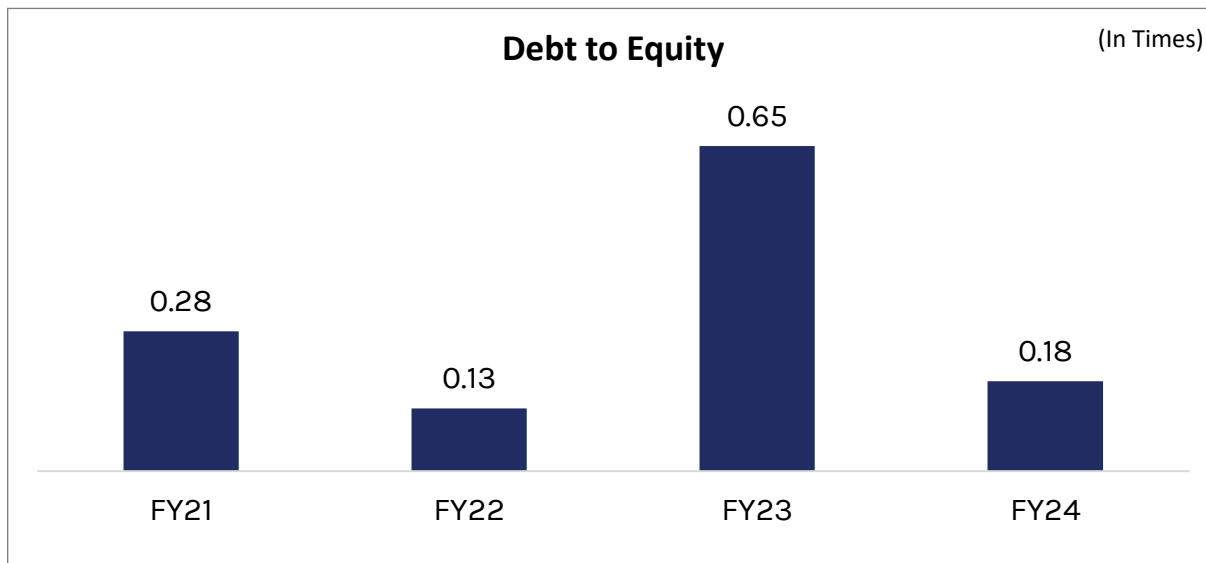
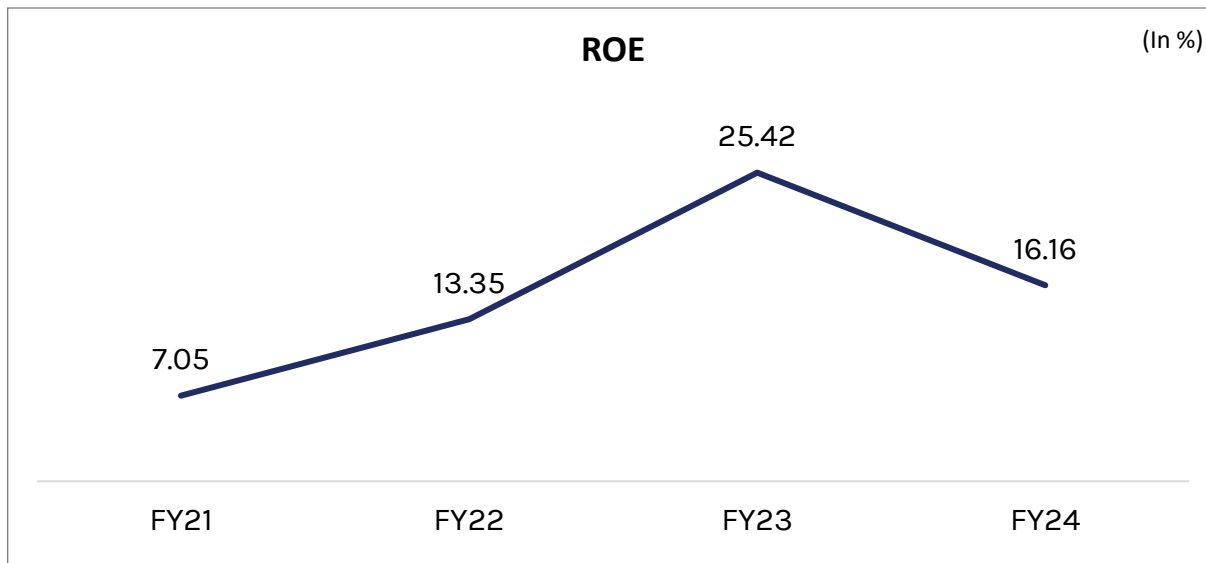
Particulars	FY24	FY23	FY22	FY21
Net Sales	409.91	249.60	88.62	42.27
Other Income	3.62	0.37	1.08	1.79
Total Income	413.53	249.97	89.70	44.06
Operating Expenses	320.98	197.07	65.29	28.84
Employee Cost	27.05	20.28	10.32	6.32
Other Expenses	18.38	13.67	6.89	4.12
Total Expenditure	366.41	231.02	82.50	39.28
EBIDTA	47.13	18.95	7.20	4.78
EBIDTA(%)	11.40	7.58	8.03	10.85
Interest	3.67	1.51	0.68	0.56
Depreciation	11.31	3.61	1.61	1.99
PBT	32.15	13.83	4.91	2.23
TAX Expense (Including Deferred Tax)	7.97	3.53	1.13	0.50
PAT	24.18	10.30	3.78	1.73
PAT Margin (%)	5.85	4.12	4.21	3.93

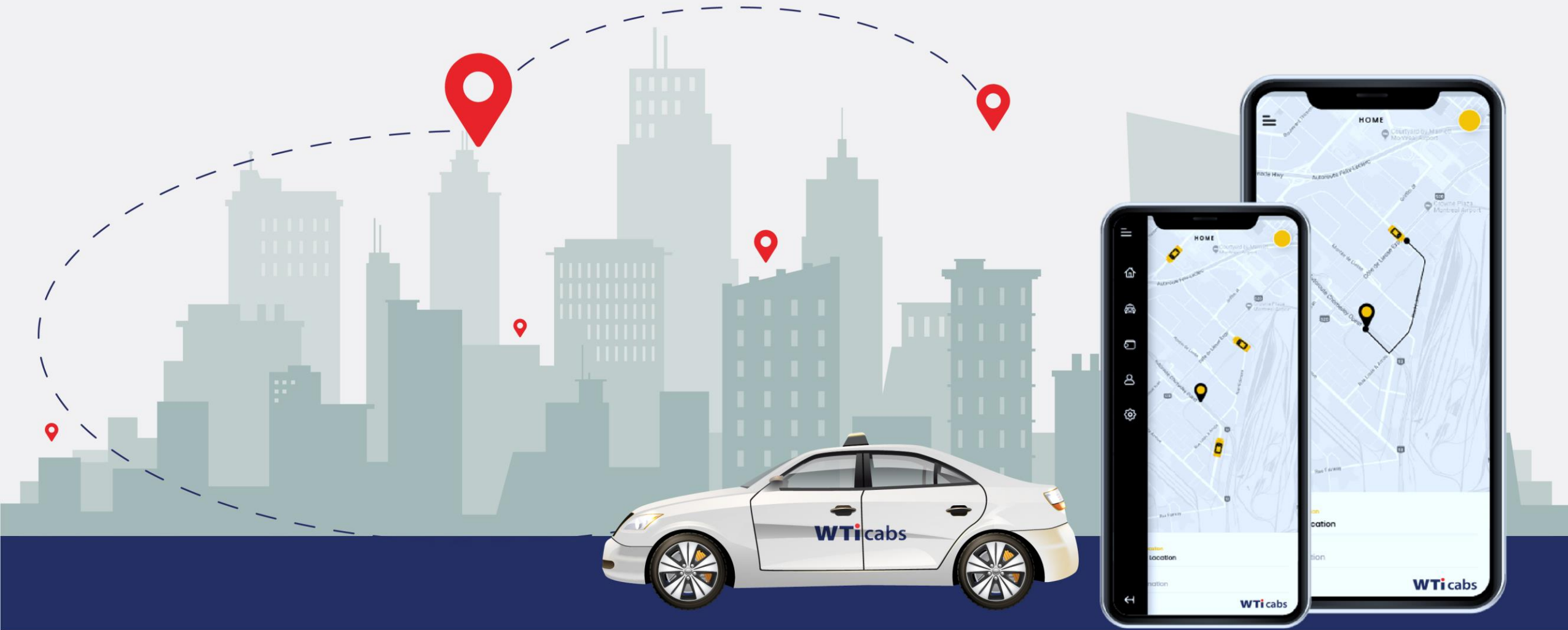
Balance Sheet

Equities & Liabilities	FY24	FY23	FY22	FY21
Equity	23.81	3.16	2.95	2.95
Reserves	125.77	37.37	25.37	21.59
Net Worth	149.59	40.52	28.32	24.54
Non Current Liabilities				
Long Term Borrowing	11.49	16.74	2.16	0.57
Other Loan Term Liabilities	2.80	2.71	-	-
Long Term Provision	2.61	1.48	1.45	1.29
Total Non Current Liabilities	16.90	20.94	3.61	1.86
Current Liabilities				
Short Term Borrowings	15.79	9.67	1.40	6.30
Trade Payables	53.07	42.80	21.70	16.22
Short Term Provisions	0.30	0.68	2.43	1.69
Other Current Liabilities	6.38	3.37	2.57	2.11
Total Current Liabilities	75.53	56.53	28.10	26.32
Total Liabilities	242.02	117.99	60.03	52.72

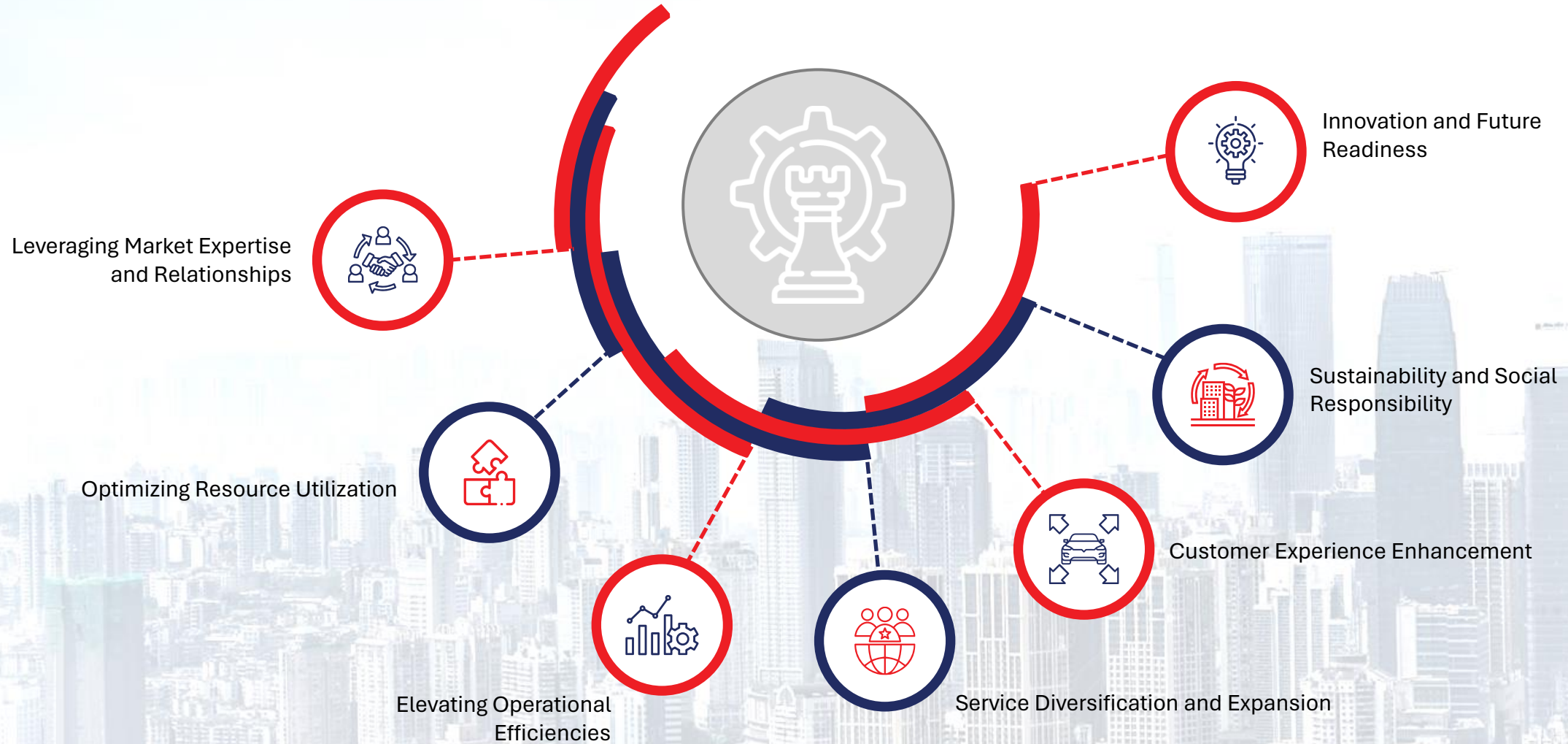
Assets	FY24	FY23	FY22	FY21
Non-Current Assets				
Fixed Assets	20.23	20.89	11.55	11.06
Non Current Investments	0.72	0.67	0.80	0.64
Long Term Loans & Advances	4.93	13.20	-	-
Non Current Assets	20.79	7.03	5.42	4.01
Deferred Tax Assets (Net)	1.67	1.13	1.08	1.06
Total Non Current Assets	48.34	42.92	18.85	16.77
Current Assets				
Trade Receivables	85.67	59.18	28.03	13.28
Cash & Bank Balance	102.92	11.84	8.92	16.96
Short Term Loans & Advances	3.67	3.61	0.39	0.91
Other Current Assets	1.43	0.45	3.84	4.80
Total Current Assets	193.68	75.07	41.18	35.95
Total Assets	242.02	117.99	60.03	52.72

Particular	FY24	FY23	FY22	FY21
Cashflow from Operations	20.36	5.15	-2.85	11.56
Cashflow from Investments	-95.96	-23.83	-8.08	-3.14
Cashflow from Financing	83.32	24.24	-3.31	-3.82
Net Cash Flow	7.72	5.56	-14.24	4.60
Opening Cash Balance	8.29	2.72	16.96	12.36
Closing Cash Balance	16.01	8.29	2.72	16.96





The Way Ahead



The logo for WTicabs, featuring the letters 'WT' in a bold, dark blue font, followed by 'icabs' in a lighter blue font. A small red dot is positioned above the 'i' in 'icabs'.

WTicabs

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