# WTicabs

**Wise Travel India Limited** 

**Investor Presentation-FY24** 



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Investor Presentation -



**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**





2009-11

2012-14



2015

The Company was founded in 2009. From 2009-11, WTicabs managed the entire Personal Ground Transportation Movement Of XIX Commonwealth Games, 2010 In New Delhi Expanded Operations To 7 Major Metros, Acquired India Fleet, A Group Company Of Tran lease India Pvt. Ltd.

Expanded the car rental fleet size to 2500+ cabs. Acquired Wyn Cabs & Smart ride- A coach rental Co.

Commenced Managed Services in Employee Transportation



2018-20

20





Embracing the future, 2018 marked the journey towards a sustainable vision with electric vehicles at its core.

Rooted in social responsibility, the company is proud of their women drivers' initiative, challenging norms and empowering lives. Awarded the world's greatest leaders 2015in Ground Transport Category Asia & GCC Dubai

Fleet Partner for World's greatest leader 2017 Research by United Research Services in Singapore



2021

2023

2024



2021 saw move into smaller cities, taking their premium services beyond metropolitans. And soon after, the global stage beckoned.

WTicabs goes global, launching in the vibrant heart of Dubai.

The Company has been converted from private limited to Public Limited company i.e. (Wise Travel India Limited) w.e.f. 26th Sep. 2023.

WTicabs got listed on National Stock Exchange (NSE) on 19<sup>th</sup> February.

WTicabs aims to achieve the continued CAGR of 37% by strategically expanding its operations globally.



**Industry Overview** 

### **Industry Highlights**



#### **Key Parameters**

#### Value Proposition

# Growth & Market Potential

- 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

- **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**

- 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**

- 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.

### WTicabs Poised for Growth...



### 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.

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

### ... Drivers of a High Growth Industry ...



#### Increase in Air Travelers

- \* Globally the airport transfer market is almost 50% of the total rental market; therefore this segment has a lot of potential in India
- \* This would be helped by the booming airline industry and presence at airports

#### **Hotel Travel Services**

- Tremendous growth in the hotel industry
- \* Almost all three star and above hotels have Travel desk and cars
- \* Hotels constitute more than 10% of the total corporate car rental business

#### Infrastructure Improvement

\* New toll roads, highway projects like the golden quadrilateral and the NSEW corridor would help in increasing the intensity of road travel

#### Incredible India

- \* Led by Government of India's tourism promotion efforts through 'Incredible India' campaign, strong economic growth, rising income levels, consumerism, and increasing business, and domestic travel.
- \* Car rental services is well poised to benefit from the boom.

#### **Growing BPO Industry**

- \* The booming Indian BPO industry requires rental cars for staff transport on a regular basis.
- \* This industry can also support the growth of point to point business.

### The Thriving Surface Transport Industry

### Technological Advances

- \* New technological developments like GPS and App would help the company track their fleet on a real time basis
- \* Booking, billing, Tracking and payments will be automated on the APP
- \* Will aid in increasing fleet efficiency, service levels and development of self drive car rental market

#### Focus on EVs

\* Focus on electric vehicles (EVs):

Promoting EVs can encourage car
rental companies to offer electric car
options, potentially reducing their
operational costs and environmental
impact.

#### **Demand for Self Drive**

\* The increasing global demand for self-driving technology has spurred significant advancements in the field.

### WTicabs Business Model



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 Financials**

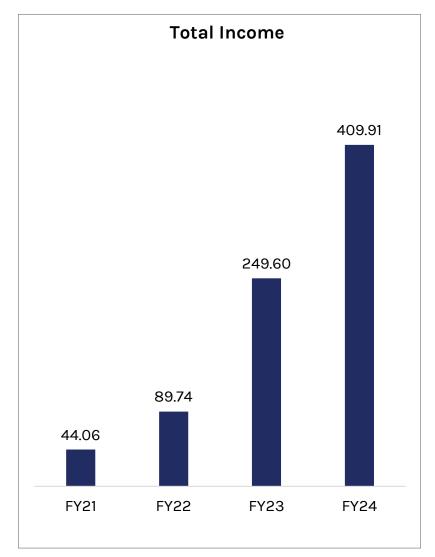


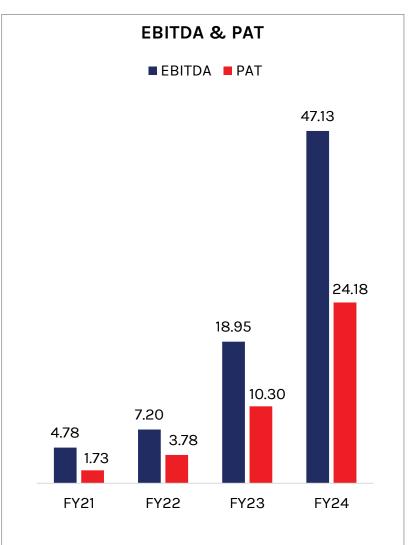
Key Financial Performance	March 31, 2024	March 31, 2023	March 31, 2022	March 31, 2021
Revenue from Operations	409.91	249.60	89.74	44.06
EBITDA	47.13	18.95	7.20	4.78
EBITDA Margin	11.40%	7.58%	8.03%	10.85%
PAT	24.18	10.30	3.78	1.73
PAT Margin	5.85%	4.12%	4.21%	3.93%
Net Worth	149.59	40.52	28.32	24.54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

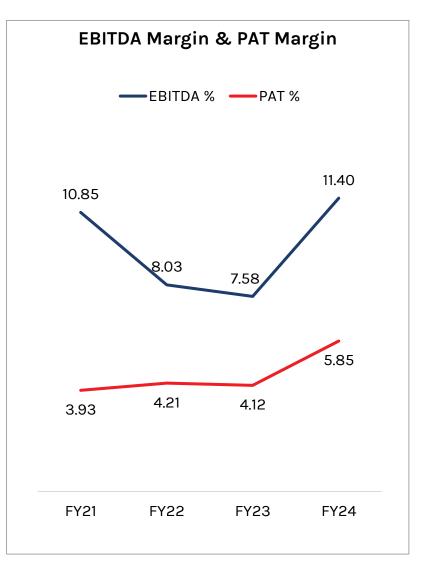
WTicabs has achieved the targeted revenues consistently year on year and has remained profitable since its inception with a CAGR of 37%.

### Key Financial Highlights









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
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### **Balance Sheet**



Equities & Liabilities	FY24	FY23	FY22	FY21	Assets	FY24	FY23	FY22	FY21
Equities & Liabilities	F124	F123	F122	FIZI	ASSELS	- F124	F123		FIZI
Equity	23.81	3.16	2.95	2.95	Non-Current Assets				
Reserves	125.77	37.37	25.37	21.59	Fixed Assets	20.23	20.89	11.55	11.06
Net Worth	149.59	40.52	28.32	24.54	Non Current Investments	0.72	0.67	0.80	0.64
Non Current Liabilities									
Long Term Borrowing	11,49	16.74	2.16	0.57	Long Term Loans & Advances	4.93	13.20	-	-
_			2.10	0.07	Non Current Assets	20.79	7.03	5.42	4.01
Other Loan Term Liabilities	2.80	2.71	-	-	Deferred Tax Assets (Net)	1.67	1.13	1.08	1.06
Long Term Provision	2.61	1.48	1.45	1.29					
Total Non Current Liabilities	16.90	20.94	3.61	1.86	Total Non Current Assets	48.34	42.92	18.85	16.77
Current Liabilities					Current Assets				
Short Term Borrowings	15.79	9.67	1.40	6.30	Trade Receivables	85.67	59.18	28.03	13.28
Trade Payables	53.07	42.80	21.70	16.22	Cash & Bank Balance	102.92	11.84	8.92	16.96
Short Term Provisions	0.30	0.68	2.43	1.69	Short Term Loans & Advances	3.67	3.61	0.39	0.91
Other Current Liabilities	6.38	3.37	2.57	2.11	Other Current Assets	1.43	0.45	3.84	4.80
Total Current Liabilities	75.53	56.53	28.10	26.32	Total Current Assets	193.68	75.07	41.18	35.95
Total Liabilities	242.02	117.99	60.03	52.72	Total Assets	242.02	117.99	60.03	52.72

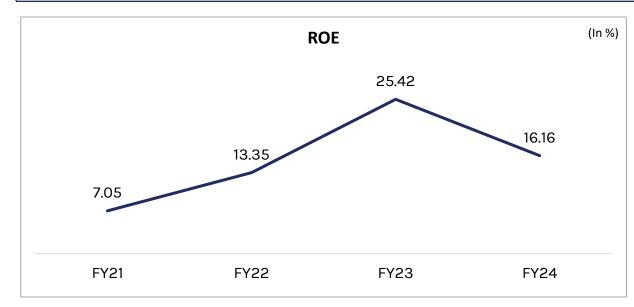
# Cashflow Highlights

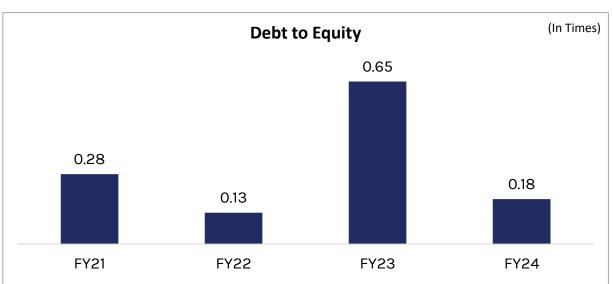


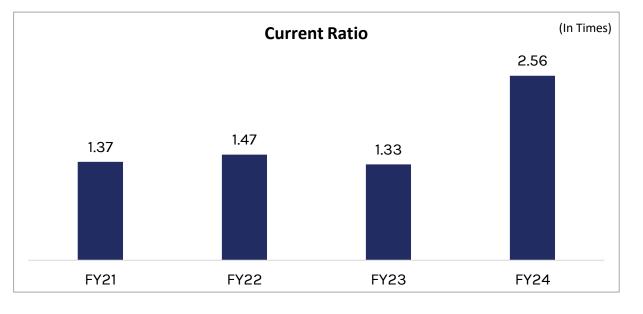
Particular	FY24	FY23	FY22	FY21
Cashflow from Operations	20.36	5.15	-2.85	11.56
Cashflow from Investments	-95.96	-23.83	-8.08	-3.14
Cashflow from Financing	83.32	24.24	-3.31	-3.82
Net Cash Flow	7.72	5.56	-14.24	4.60
Opening Cash Balance	8.29	2.72	16.96	12.36
Closing Cash Balance	16.01	8.29	2.72	16.96

# **Key Ratios**











The Way Ahead

# Strategic Roadmap: Way Forward



