



SHREE OSFM E-MOBILITY LIMITED

INVESTOR PRESENTATION MAY 2024



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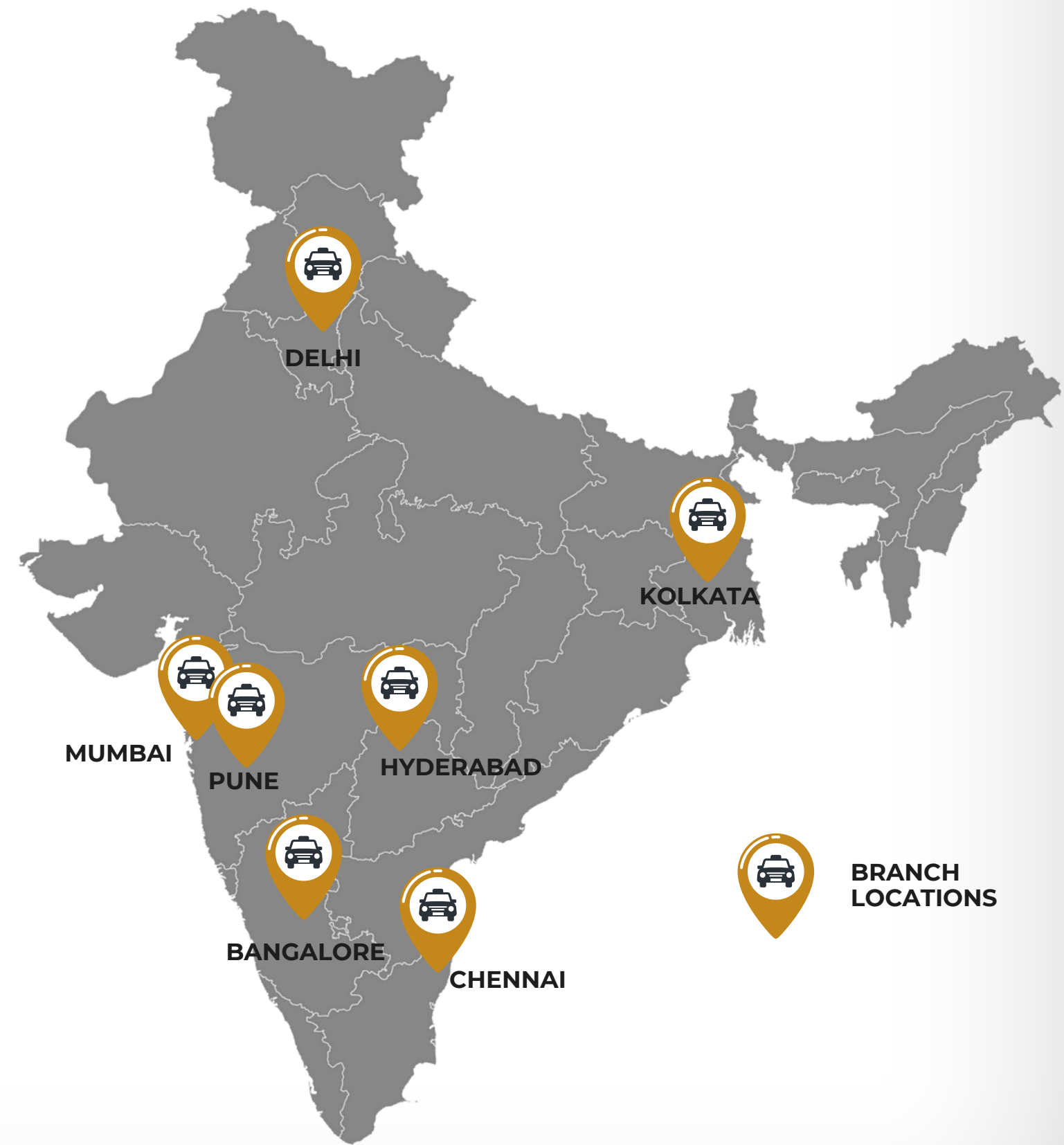
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ABOUT US



- 119 CR Revenues
- 42+ OPERATING SITES
- 2700+ VEHICLES
- 3500 + DRIVERS
- PREMIUM CLIENTS
- PRESENCE IN MAJOR CITIES
- ASSET LIGHT MODEL
- EV EQUIPPED

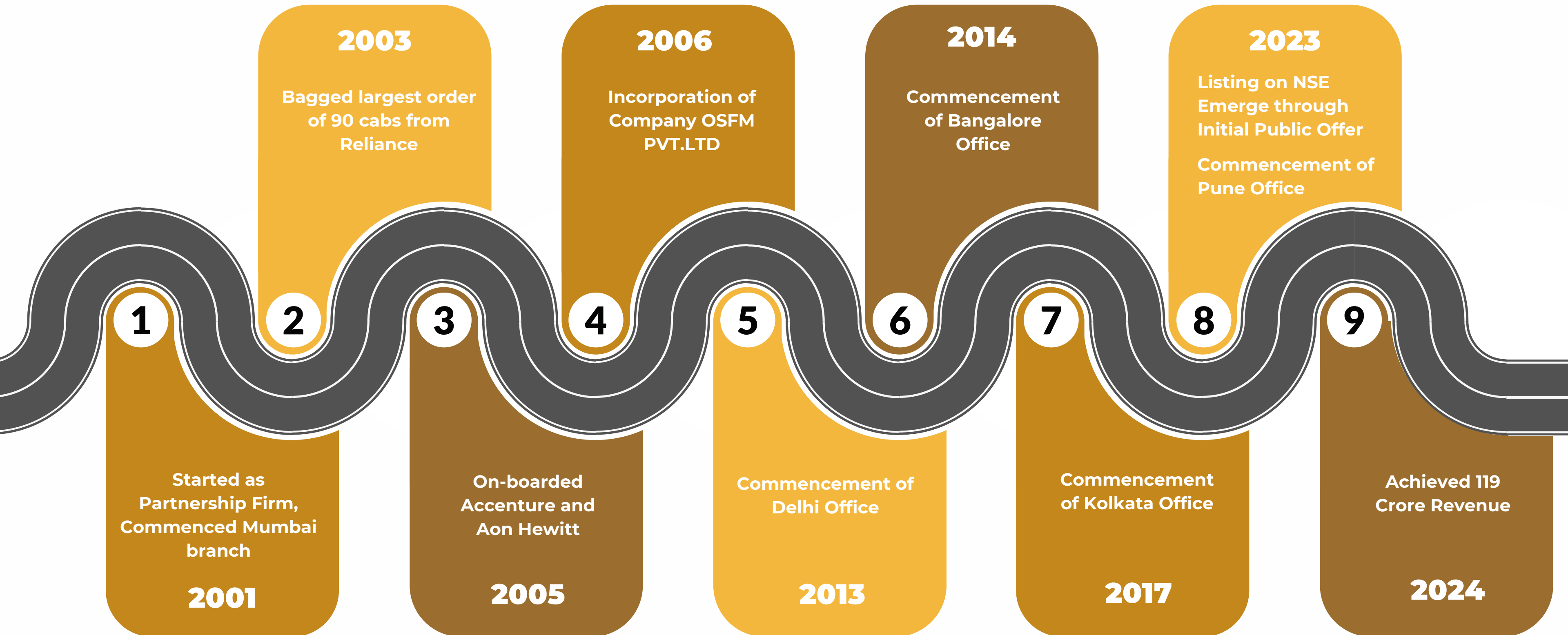




COMPANY OVERVIEW



JOURNEY SO FAR



LEADERSHIP TEAM



NITIN SHANBHAG
CHAIRMAN & WHOLE TIME
DIRECTOR

- An MBA by qualification, he has been in the people logistics industry for over a decade.
- His expertise lies in devising innovative cost effective transport solutions for industries as diverse as IT, Aviation, BFSI and Media.
- He looks after Key Account Management & Sales Team Building.



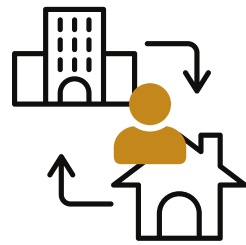
R. C. PATIL
MANAGING DIRECTOR

- He has been in the industry for over two decades which has enabled him to gain an understanding of the intricacies of the industry
- His in-depth industry knowledge & excellent networking skills has enabled the company to create an extensive vendor pool

BUSINESS OVERVIEW



OUR OFFERINGS



EMPLOYEE TRANSPORTATION

- Employee Transportation services across E2E services, Fleet services, etc.
- Over 2700 vehicles present across 12 cities.
- Compliant, clean vehicles with daily monitoring.



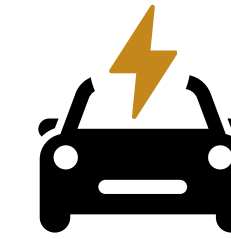
CHAUFFEUR DRIVEN CAR RENTAL SERVICES

- Vehicles available on call basis.
- Multiple vehicle options across different segment of cars.
- Booking and billing enabled through mobile app.



EVENTS TRANSPORTATION

- Events Transportation to enable a seamless experience.
- Management of transport solutions across India.
- Complaint and clean vehicles.



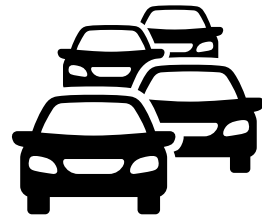
GREEN FLEET

- Pioneers in EVs tech with an experienced team.
- Vehicle usage and cell charge information integrated with ETS.
- Successfully running operations in Bangalore and Trivandrum.

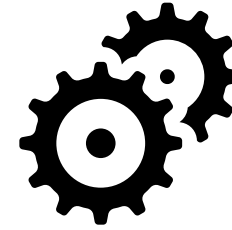
THE OSFM ADVANTAGE

- Plan Routes & Schedules with our route planning and optimization engine.
- Real time tracking and execution through mobile.
- 24x7 control tower
- Transparency & audit trail.
- 24x7 Customer Care.
- Well trained and groomed drivers.
- Large fleet of vehicles to ensure round the clock availability.
- Extensive fleet to match vehicles with the required services.
- Large mix of standard vehicles with luxury options.
- End to End management capability.
- Dashboard analytics on vehicle performance and tracking.
- GHG and Carbon footprint management.

BUSINESS MODEL



VENDOR POOL



SERVICES



CLIENTS AND
GEOGRAPHY

1500+ Vendors



2700+ Vehicles
3500+ Drivers



SHREE OSFM



IT-BPM, Aviation,
BFSI Sectors







8 Cities across 7
States


SERVICES PROVIDED

- Pools in various vendors & provides employee logistics services to corporates.
- Acts as a complete transportation solution provider to corporates by ensuring compliance of their various policies like police verification, real time tracking of vehicles, ensuring on time arrivals of employees, etc. by providing on-site teams & back end support.
- At the same time provides requisite training & assistance to vendors thereby enabling them to meet high standards of corporates.

FLEET DETAILS



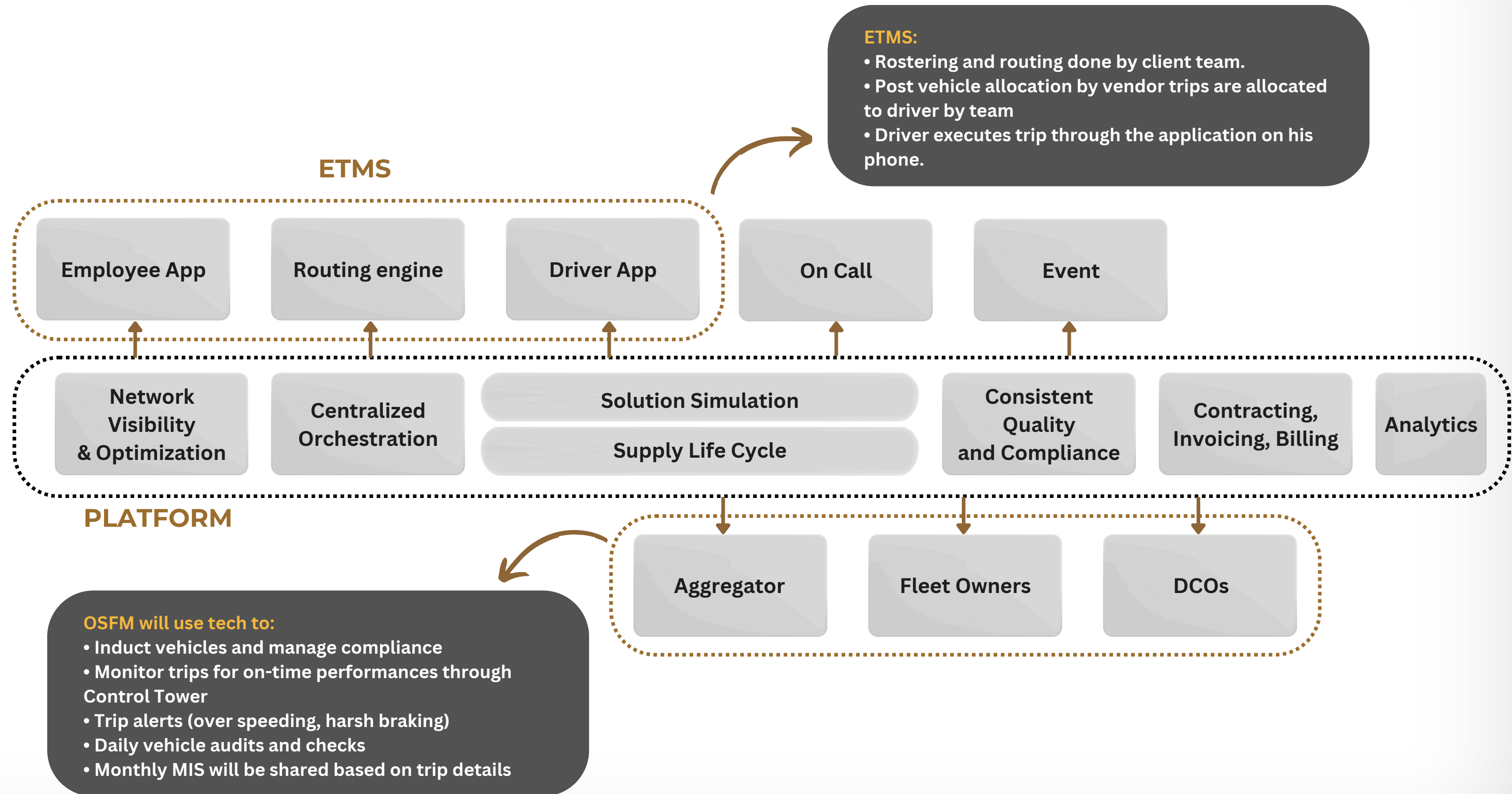
	 4 SEATER			 SUV			 TT			 BUS			City Total
	Own	BA	Total	Own	BA	Total	Own	BA	Total	Own	BA	Total	
Bangalore	NA	151	151	35	55	90	NA	NA	NA	NA	NA	NA	241
Chennai	NA	20	20	NA	5	5	NA	NA	NA	NA	NA	NA	25
Delhi	NA	109	109	NA	40	40	NA	NA	NA	NA	NA	NA	149
Hyderabad	NA	30	30	NA	18	18	NA	NA	NA	NA	NA	NA	48
Kolkata	NA	80	80	NA	37	37	NA	NA	NA	NA	NA	NA	117
Mumbai	100	985	1085	80	667	747	NA	80	80	NA	40	40	1952
Pune	0	100	100	6	70	76	1	2	3	NA	NA	NA	179
Total	100	1475	1575	121	892	1013	1	82	83	0	40	40	2711



TECHNOLOGY & INNOVATION



TECH IN BACK-END



GPS TRACKING & SAFETY



- Female Employee Dropcall auto confirmation.
- Toll free number with call masking
- Fight back button in Mobile App
- SMS on Pickups
- Regulation compliant Panic button

Tr.No	Trip Id	DR:	Shift Time	Vehicle Type	Plate No	Driver Name	Current Status	Action
1	15412	Logg	1530	SW	WH1400791	Sonali Pat	ONGOING	View
2	15414	Logout	1530	SW	WH1400791	Eshaj Pat	COMPLETED	View
3	15417	Logg	1530	SW	WH1400791	Eshaj Pat	COMPLETED	View

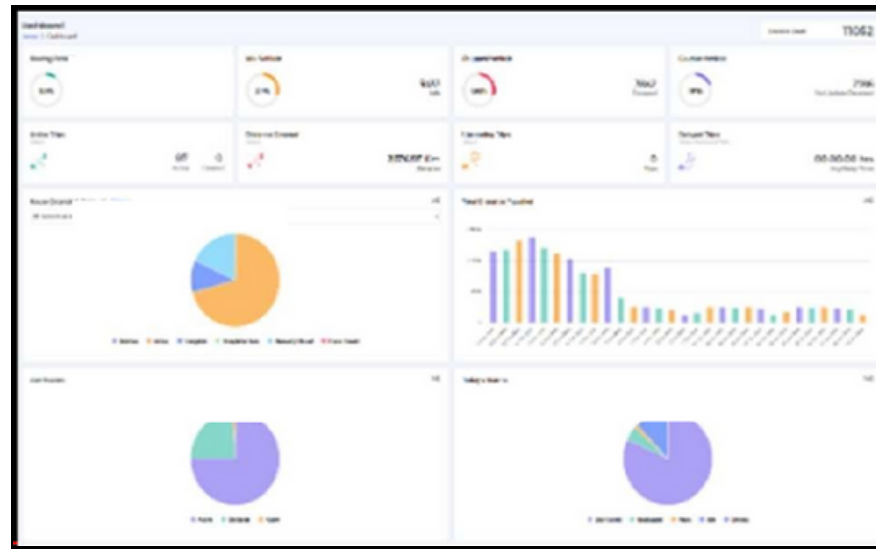
The screenshots show the following features:

- Active Trip:** A vertical timeline showing the driver's path with timestamps and location names. For example, one trip starts at 7:57 PM at 'Iita Bhadra' and ends at 8:26 PM at 'Anjali p'.
- Dropcall Confirmation:** A notification at the bottom stating 'Operator has been notified that you are not inside and ask call you soon'.
- Navigation and Fight Back:** Buttons for 'NAVIGATE' and 'FIGHT BACK' are visible at the bottom.

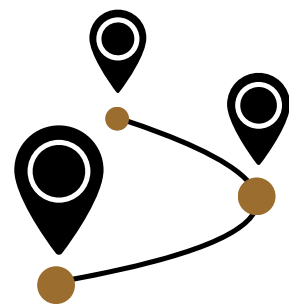
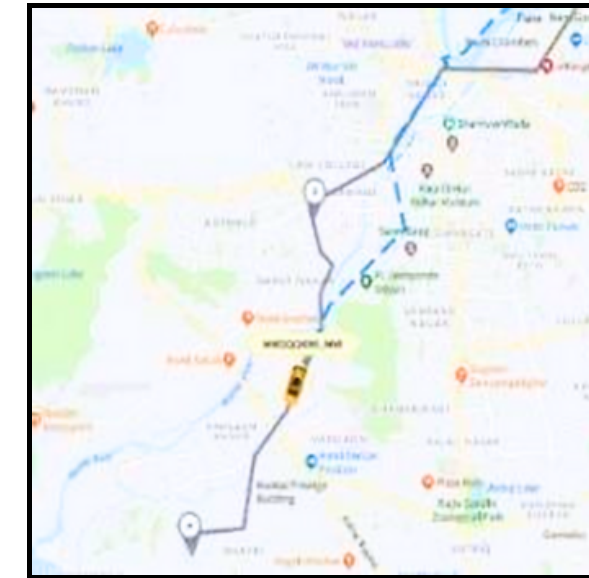
ANALYTICS



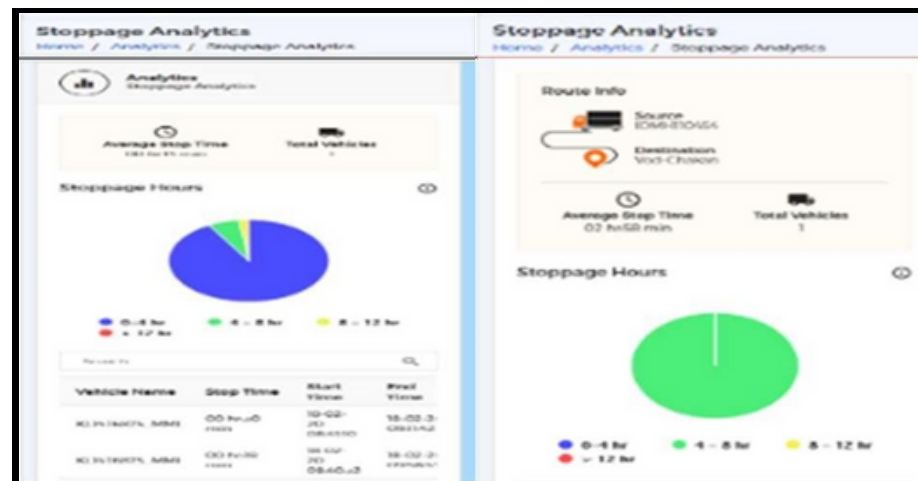
TRIP BASED ANALYSIS



REAL TIME TRIP TRAIL MONITORING



VEHICLE & ROUTE ANALYSIS



REPORTS AND ALARMS

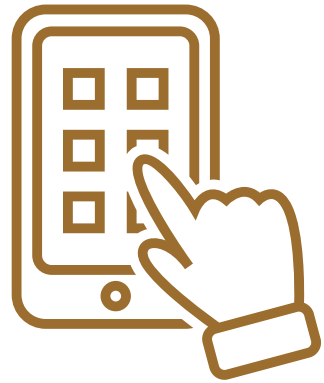
Reports

- Dashboard
- DailySummary
- AlarmLog
- Speed
- FleetSummary
- Movementreport
- CommunicationStatus
- Geofence InOut Report
- TripSummaryreport
- Night Drives
- Vehicle Stuck Report

Alarms

- Ignition
- Overspeed
- Unplugged
- Geofence
- Stoppage
- Idle
- Route Start
- Stop Point
- Route End
- Long Halt
- Continuous Driving
- GPRS Connectivity

SMART, SAFE & RELIABLE



SMART

- Techenabled operation
- RealtimeMIS
- Logicbased allocationof vehicles
- Accuratebilling
- Optimised fleetmix
- Electricvehicle Fleet



SAFE

- Vehicles available on call basis.
- Multiple vehicle options across different segment of cars.
- Booking and billing enabled through mobile app.



RELIABLE

- Events Transportation to enable a seamless experience.
- Management of transport solutions across India.
- Complaint and clean vehicles.

SAFETY OF EMPLOYEES IS TOP MOST PRIORITY AND WE FOLLOW THE BEST IN CLASS TECH ENABLED PROCESS FOR IT.

WHAT DO WE DO

DRIVER CHECKS

- Police verification & Background verification
- Valid Driving license with minimum 2yrs driving experience
- Medical fitness certificate
- Part of cross company initiative on driver record checks

VEHICLE CHECKS:

- Vehicle registration certificate, Mfr. date
- Keu Docs: Insurance, Fitness, Permit, Certificate, Tax, PUC
- Install GPS and Panic button

EMPLOYEES CHECKS:

- Background verification of all employees which includes ID, address, criminal record check and education.

AUDITS:

- Driver, Vehicle, Site & Ground supervisors physically audited by Quality & Compliance officers
- Dedicated QC and Compliance officers at site

HOW DO WE IT

THIRD PARTY BACKGROUND VERIFICATION

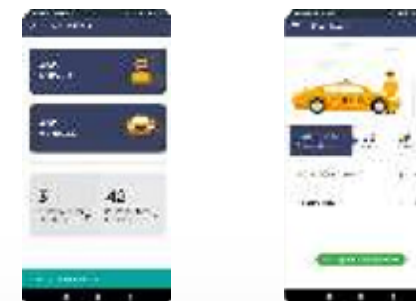
- OSFM has Tied up with 3 Pan India agencies for doing verification
- For driver they cover: ID, CCRV, LAV, PAV
- They also cover EMV and EDV
- For drivers we also do PCC orPVSD over the course of first 45 days

COMPLIANCE CHECKS

- DL & vehicle RC checked through Mparivahan website. Original documents are verified.
- Driver & site supervisors are interviewed before deployment.

TECHNOLOGY ENABLED

- Every vehicle is loaded onto system and tracked through life cycle
- Non compliant vehicles are not given trips



BUSINESS PARTNER DIVERSITY



OSFM HAS A MIX OF AGGREGATORS, SELF FLEET THROUGH DCO & FLEET OWNERS COMPRISING THE BUSINESS PARTNERS PROVIDING THE FLEET MIX

AGRREGATORS

- Aggregators aggregate vehicles from Fleet owners, Driver cum owners or other aggregators.
- OSFM has around 300 Aggregators Pan India

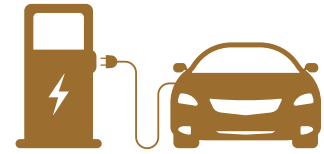
FLEET OWNERS

- Fleet owners who own the Fleet and are directly associated with OSFM.
- Approximately 10% of Business Partners are Fleet owners

BENEFITS OF ASSET LIGHT MODEL

- Rapid scalability & Flexible solutions to meet customer requirements.
- Leveraging the existing ecosystem without disturbing it.
- Cross utilisation of Resources.
- Managing the business contingencies effectively.

GREEN FLEET



SUCCESS STORY

SUCCESSFUL EV DEPLOYMENT

Deployment of 30+ EVs across the country

- Highly positive response from Drivers due to driving ease & fuel costs
- Preferred mode of transport for large number of daily commuters

INDIA PUSHES TOWARDS ACHIEVING THE TARGET OF MAKING 30% ELECTRIC VEHICLES BY 2030 'THE FUTURE IS ELECTRIC'



- Low emission profile
- Reduced dependency on non renewables
- Government subsidies and rebates



- Lower Total cost of ownership
- Independence from fuel prices
- Metered electricity usage
- Reduced maintenance costs



- Monitor driving behavior through App
- Recharge battery when braking
- Reducing engine noise and vibrations
- Telematics, Remote diagnostics, Fleet APIs

THE OSFM ADVANTAGE

Fast & Convenient Charging with options for normal & Fast charge for EVs

EV Telematics for a connected Car: Tracking, Fleet management, vehicle health, etc.



Enhanced driving experience: Phone App to track, charge, AC control, door lock/unlock

Advanced Analytics for Optimized Operations: Driver scores, geo-fencing etc.

FINANCIAL OVERVIEW



BALANCE SHEET



(In ₹ Crores)

Equities & Liabilities	FY24	FY23	FY22	FY21	Assets	FY24	FY23	FY22	FY21
Equity	14.28	10.50	1.50	1.50	Non-Current Assets				
Reserves	38.88	9.95	15.86	14.58	Fixed Assets	10.64	4.39	1.99	4.53
Net Worth	53.16	20.45	17.36	16.08	Non Current Investments	0.43	0	8.21	10.18
Non Current Liabilities					Non Current Assets	1.00	0.10	0.06	0.08
Long Term Borrowing	12.42	2.80	0.87	3.10	Deferred Tax Assets (Net)	1.22	1.41	1.23	0.90
Long Term provision	0.00	0.00	0.00	0.00	Total Non Current Assets	13.30	5.89	11.49	15.68
Total Non Current Liabilities	12.42	2.80	0.87	3.10	Current Assets				
Current Liabilities					Trade Receivables	18.93	12.13	5.99	7.33
Short Term Borrowings	0.00	6.41	1.91	2.55	Cash & Bank Balance	30.22	9.05	1.13	1.59
Trade Payables	11.47	7.87	3.60	4.77	Short Term Loans & Advances	8.70	5.62	4.39	4.50
Short Term Provisions	2.45	1.59	1.06	1.60	Other Current Assets	11.81	9.34	2.89	0.00
Other Current Liabilities	3.46	2.92	1.08	1.00	Total Current Assets	69.67	36.15	14.40	13.42
Total Current Liabilities	17.38	18.79	7.65	9.92	Total Assets	82.96	42.05	25.88	29.10
Total Liabilities	82.96	42.04	25.88	29.10					

PROFIT & LOSS STATEMENT



Particulars	FY24	FY23	FY22	FY21
Revenue From Operations	118.19	82.11	30.30	29.19
Other Income	0.87	0.50	0.49	0.60
Total Income	119.06	82.61	30.80	29.79
Operating Expenses	96.54	68.52	23.65	23.81
Employee Cost	6.47	4.27	2.33	1.96
Other Expenses	1.89	1.58	1.21	0.97
Total Expenditure	104.91	74.37	27.19	26.73
EBIDTA	14.15	8.24	3.61	3.05
EBIDTA(%)	11.89	9.97	11.72	10.25
Interest	0.17	0.71	0.05	0.13
Depreciation	3.26	3.39	1.68	2.37
PBT	10.72	4.14	1.88	0.55
TAX Expense (Including Deferred Tax)	2.62	1.05	0.25	(0.18)
PAT	8.10	2.91	1.63	0.74
PAT Margin (%)	6.81	3.52	5.29	2.48

YEARLY FINANCIAL PERFORMANCE



Particulars	FY24	FY23	Y-o-Y
Revenue From Operations	118.19	82.11	43.9%
Other Income	0.87	0.50	74.9%
Total Income	119.06	82.61	44.1%
Operating Expenses	96.54	68.52	40.9%
Employee Cost	6.47	4.27	51.5%
Other Expenses	1.89	1.58	19.9%
Total Expenditure	104.91	74.37	41.1%
EBIDTA	14.15	8.24	71.8%
EBIDTA(%)	11.89	9.97	192 BPS
Interest	0.17	0.71	(76.0%)
Depreciation	3.26	3.39	(3.9%)
PBT	10.72	4.14	159.2%
TAX Expense (Including Deferred Tax)	2.62	1.05	150.4%
PAT	8.10	2.91	178%
PAT Margin (%)	6.81	3.52	329 BPS

CASHFLOW HIGHLIGHTS



(In ₹ Crores)

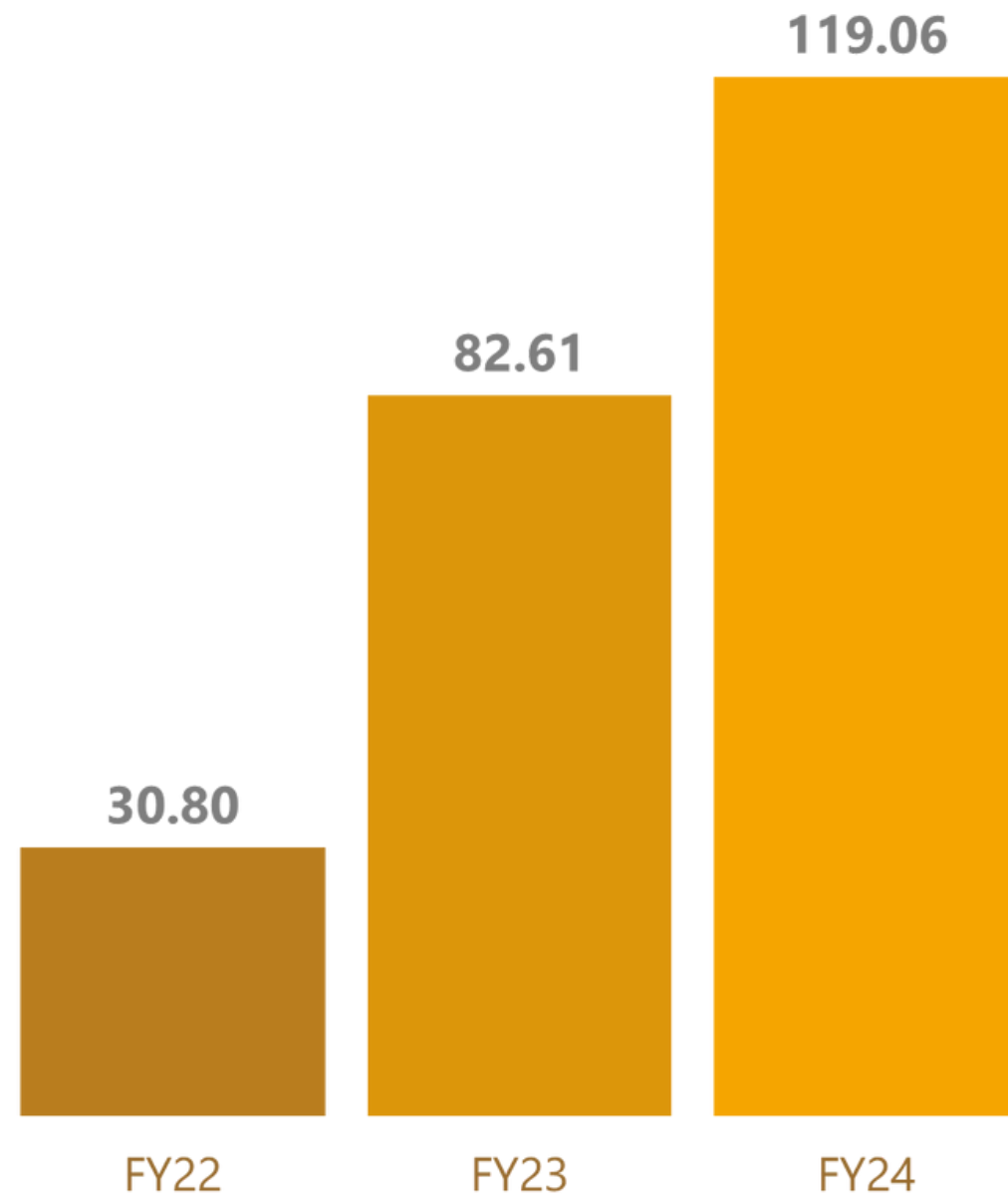
Particular	FY24	FY23	FY22	FY21
Cashflow from Operations	3.71	-0.67	0.35	9.53
Cashflow from Investments	-8.74	-5.02	2.11	-9.79
Cashflow from Financing	26.20	5.72	-2.92	-7.42
Net Cash Flow	21.17	0.03	-0.46	-7.68
Opening Cash Balance	9.06	1.13	1.59	9.27
Closing Cash Balance	30.22	1.16	1.13	1.59

KEY RATIOS



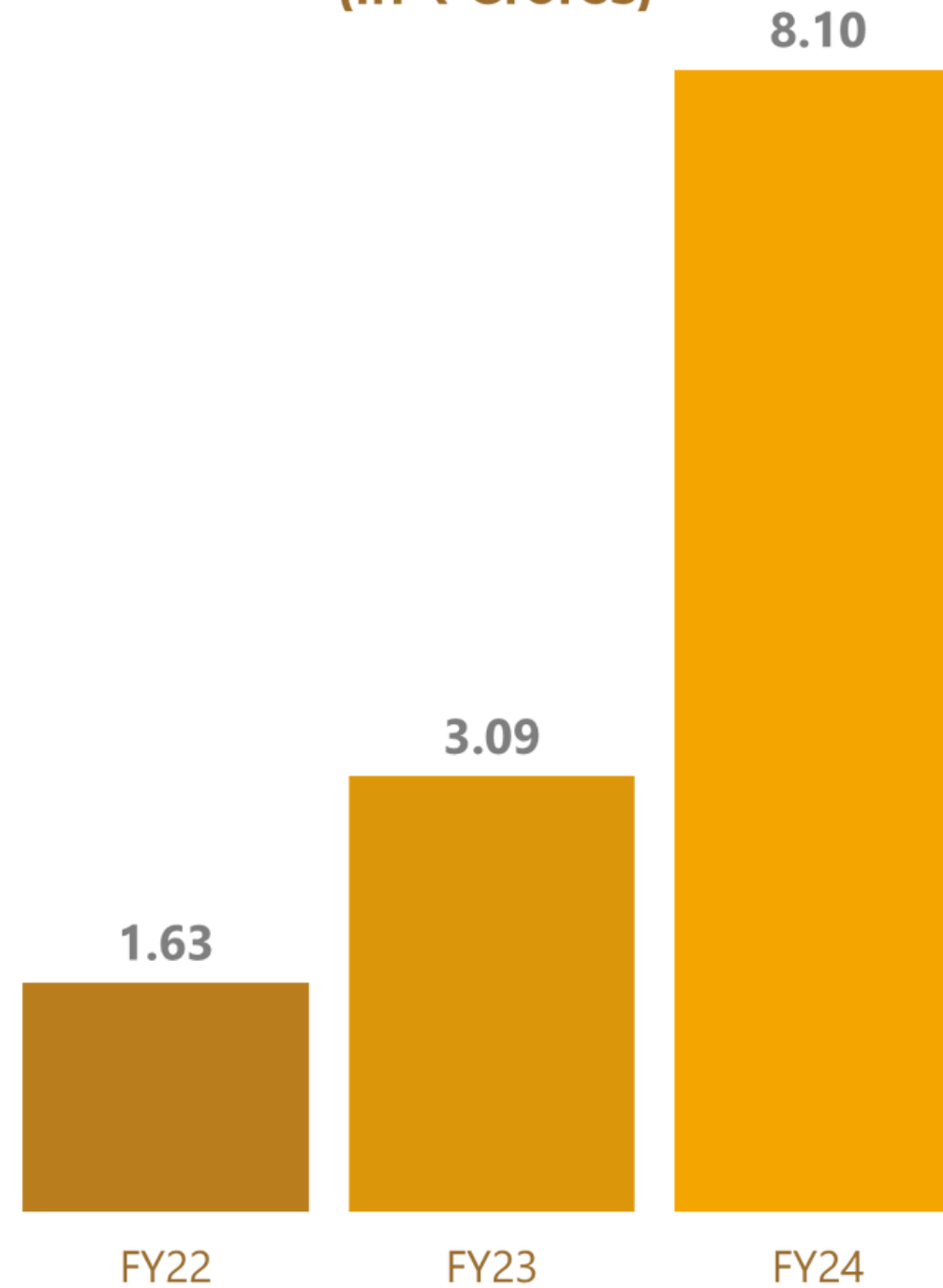
Revenue

(In ₹ Crores)



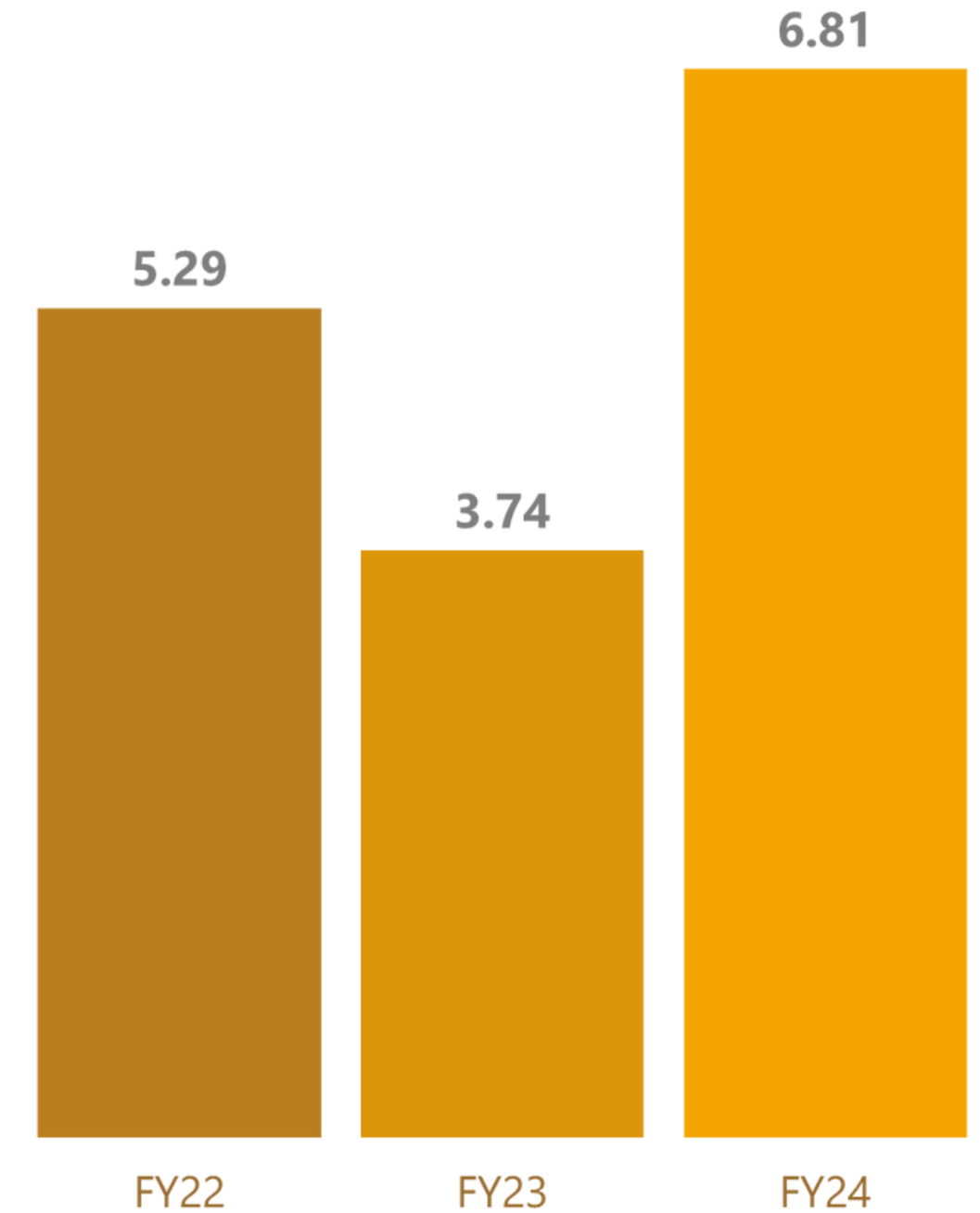
Net Profit

(In ₹ Crores)



PAT Margin

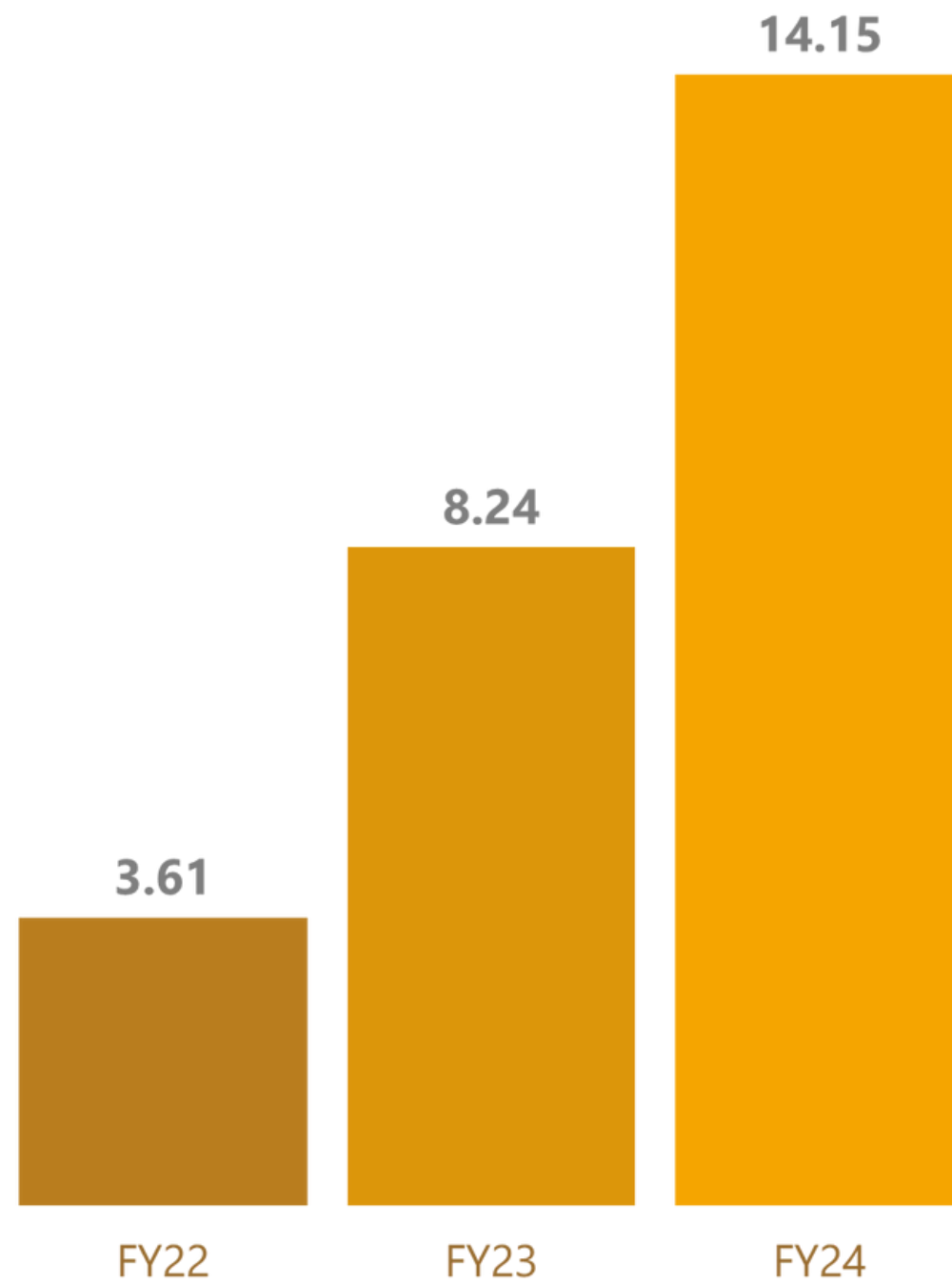
(In %)



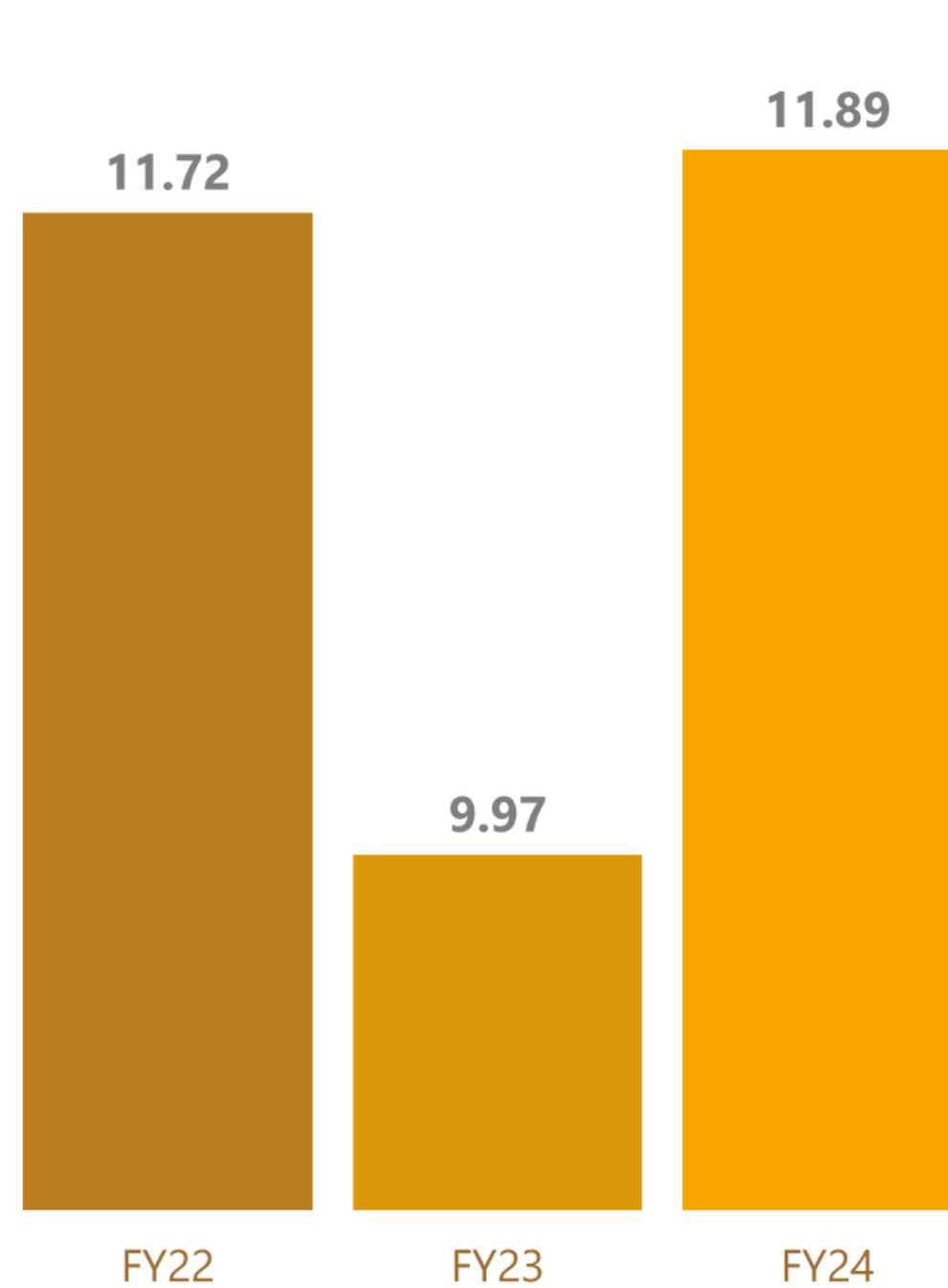
KEY RATIOS



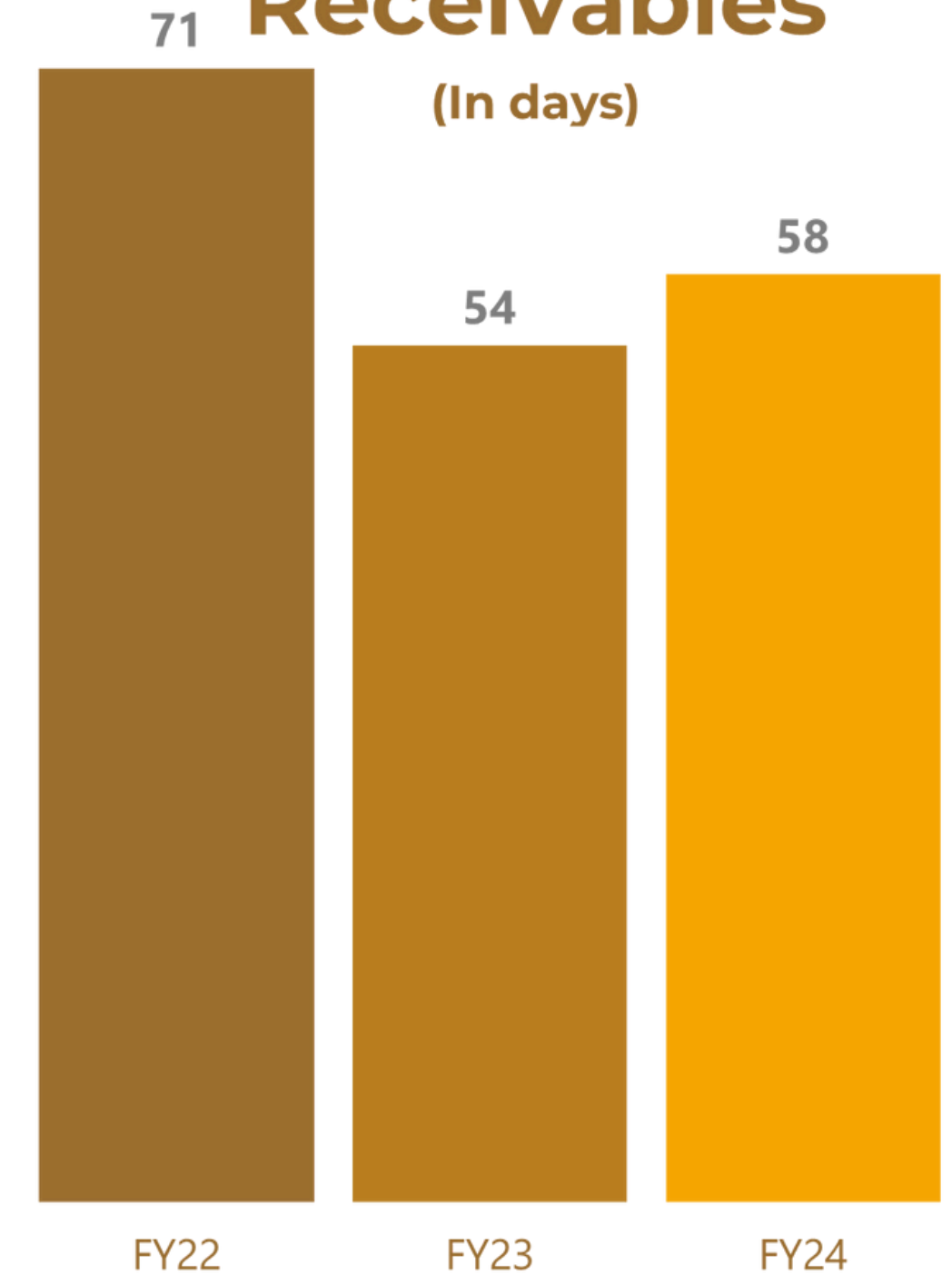
EBITDA (In ₹ Crores)



EBITDA Margin (In %)



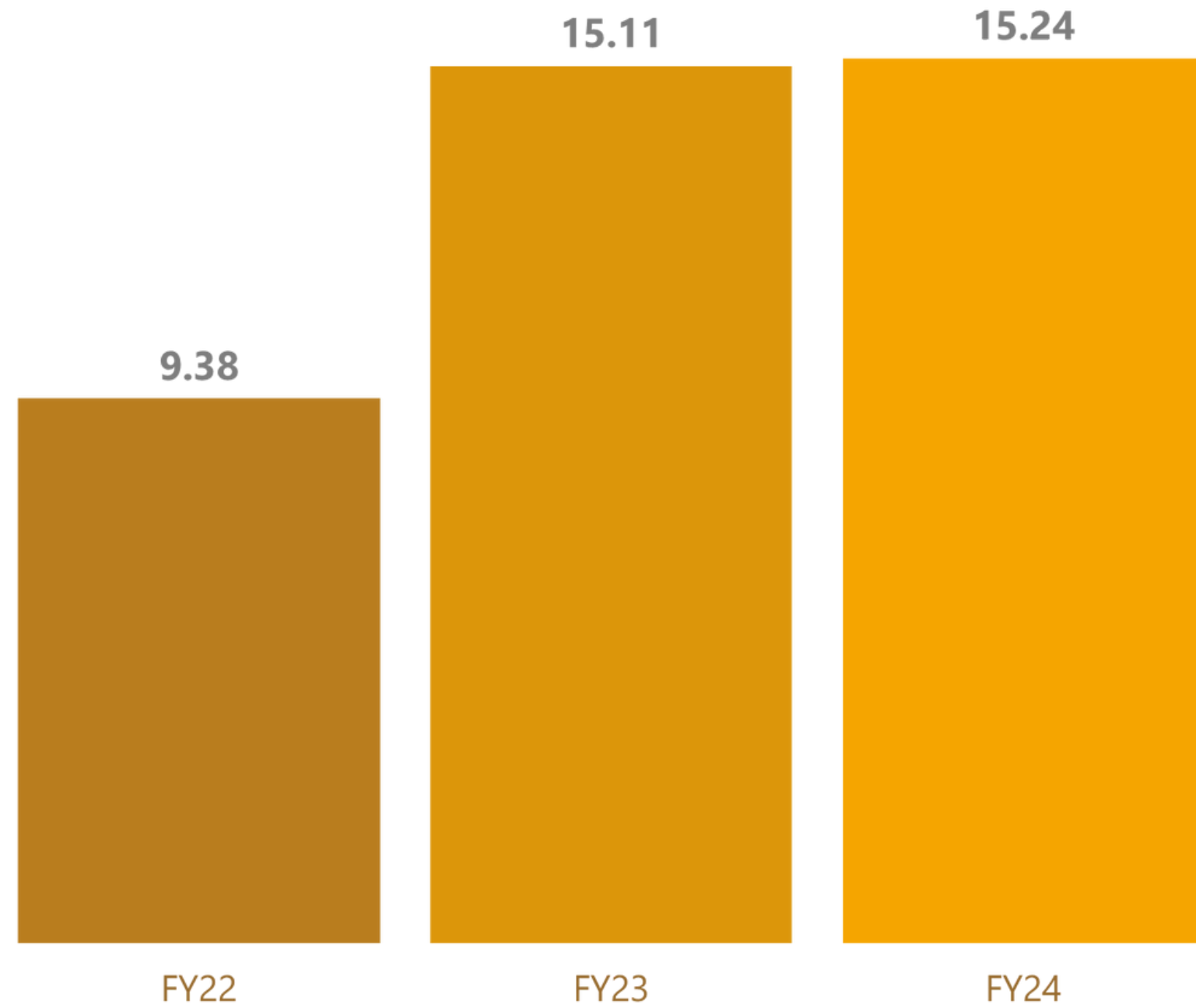
Trade Receivables (In days)



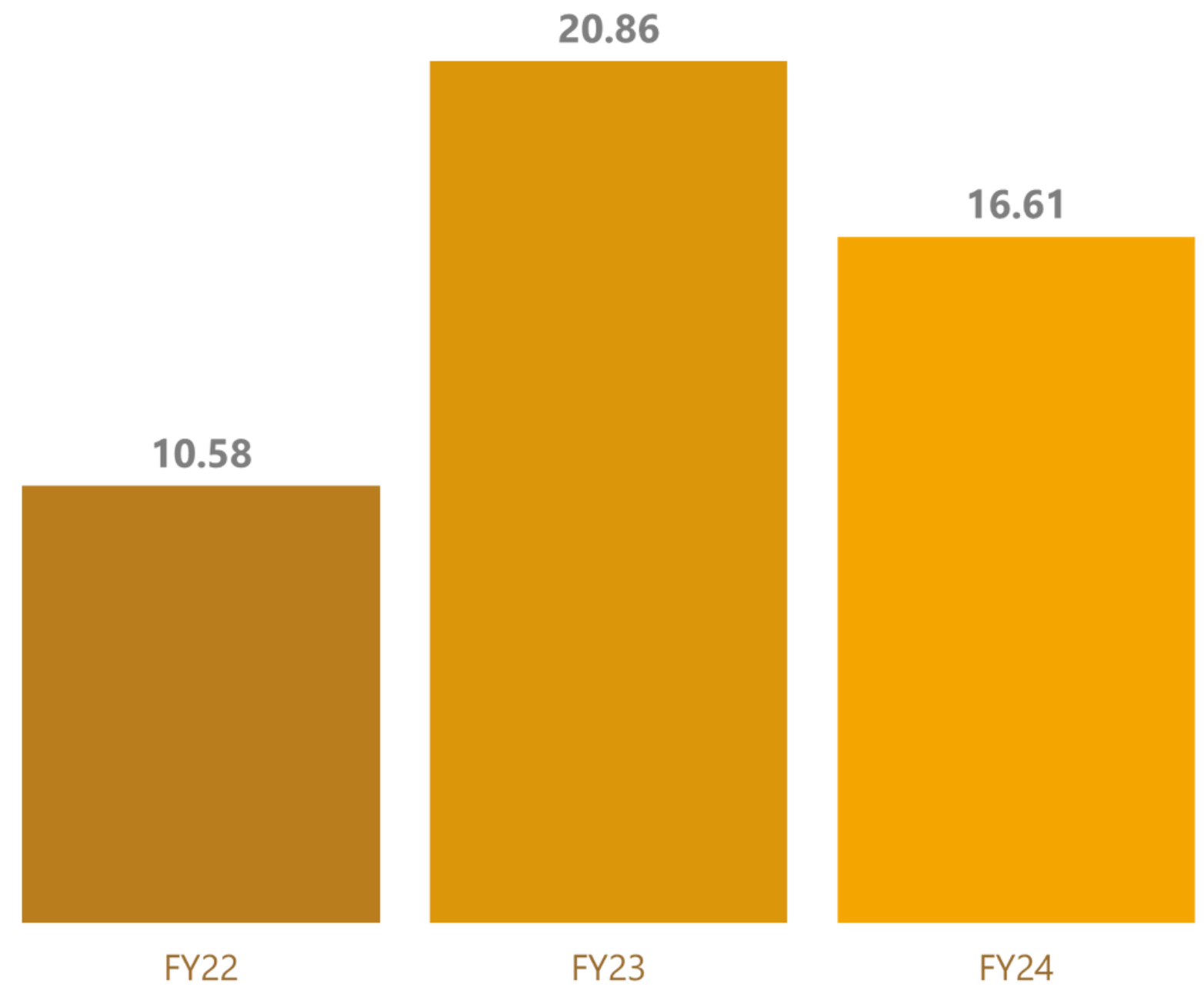
KEY RATIOS



ROE (In %)



ROCE (In %)



**THANK
YOU**

