



SHREE OSFM E-MOBILITY LIMITED

INVESTOR PRESENTATION SEPTEMBER 2024

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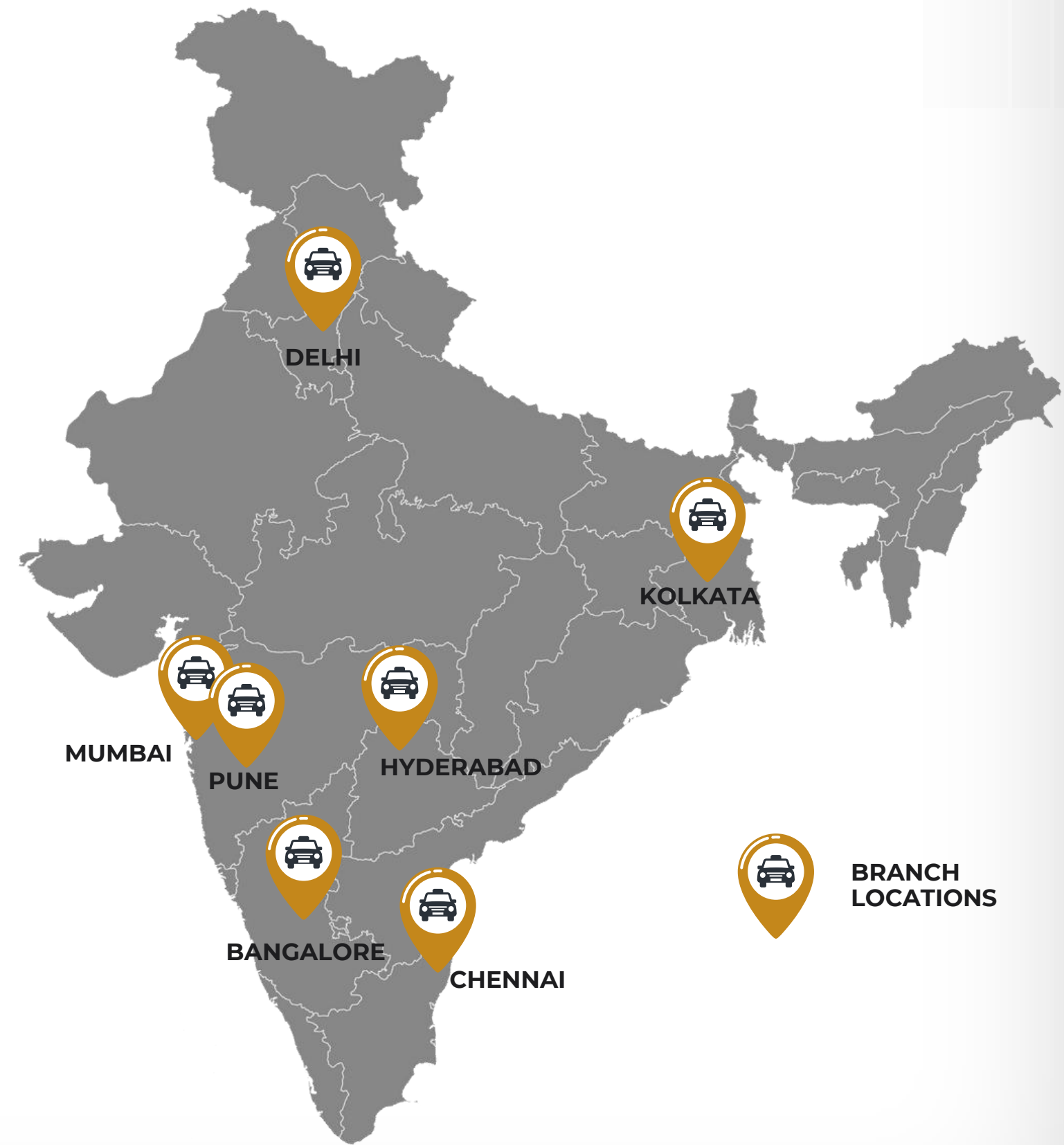
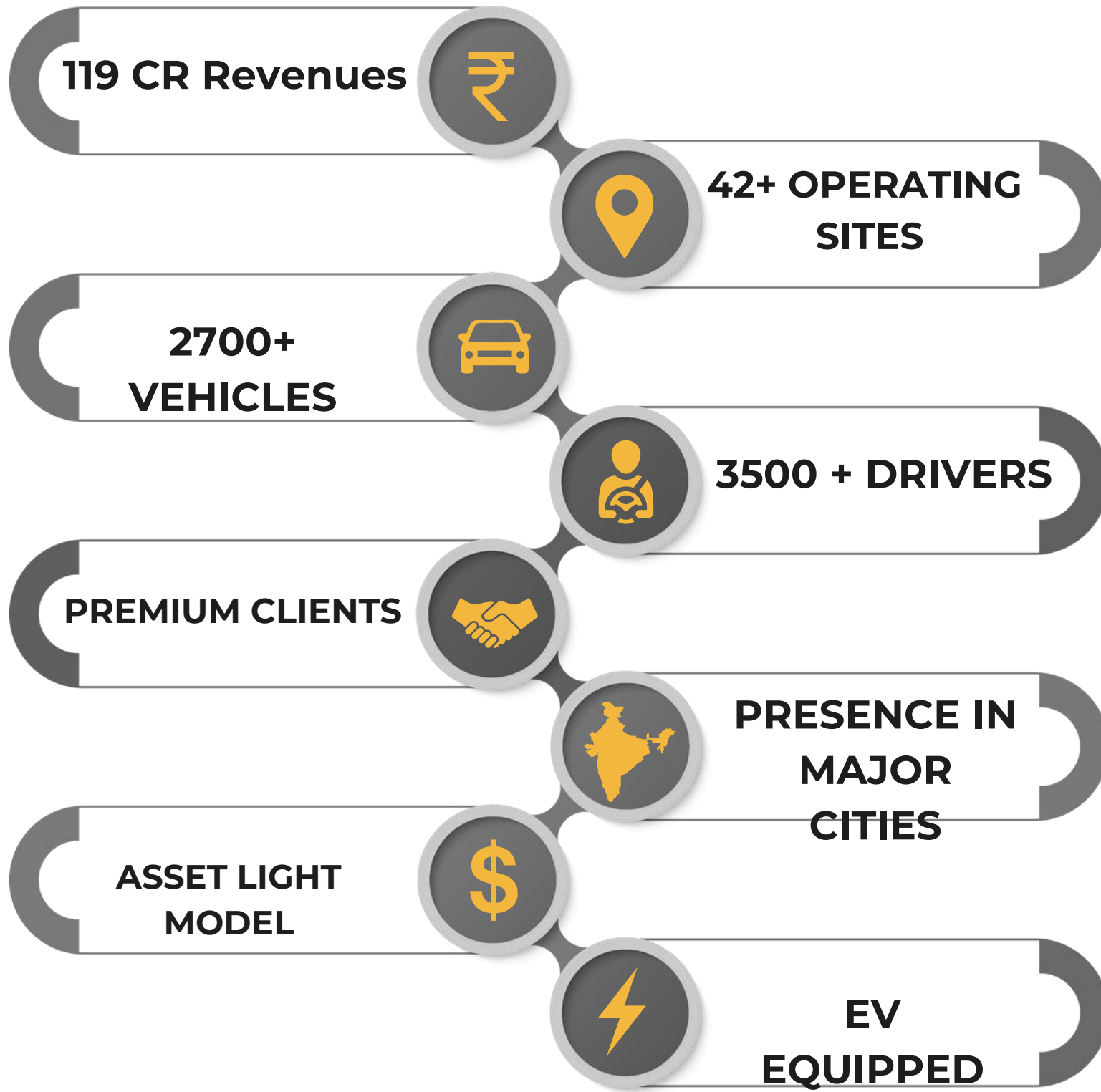
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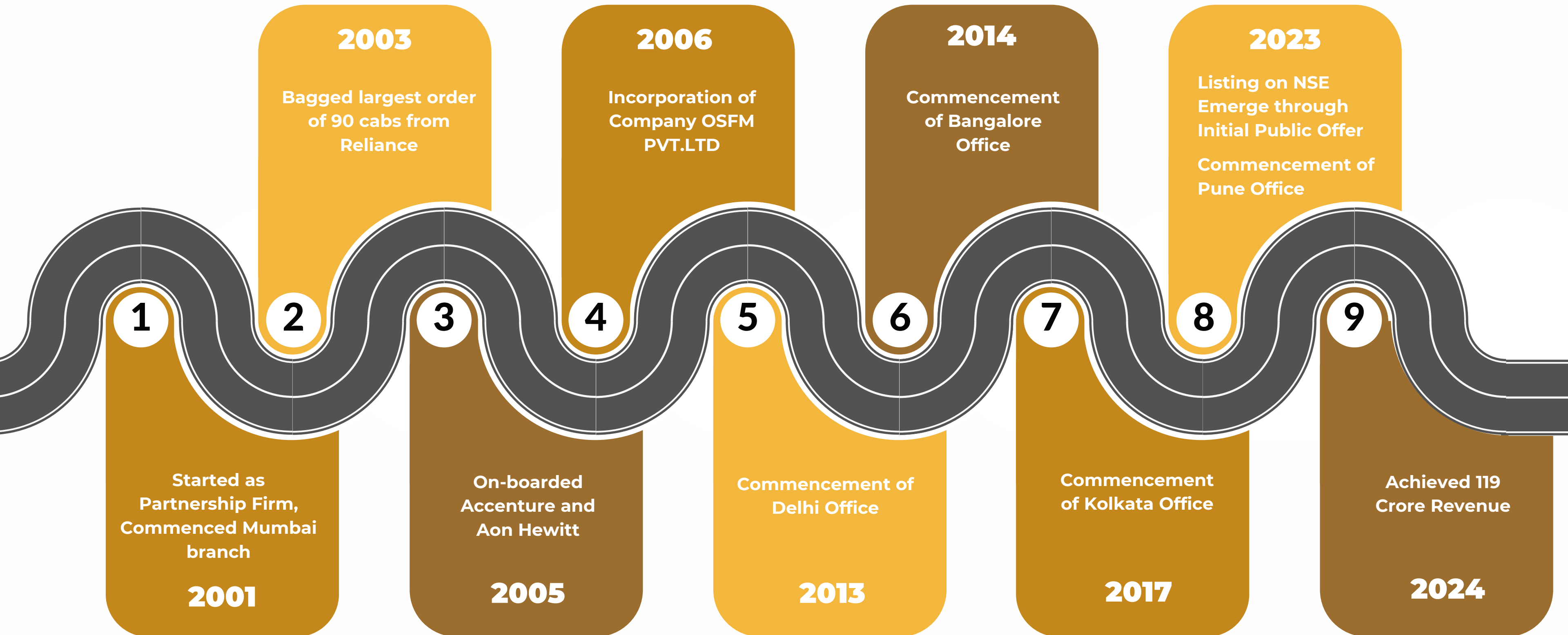
COMPANY OVERVIEW



ABOUT US



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.



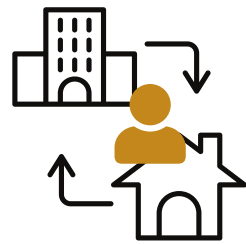
R. C. PATIL
MANAGING DIRECTOR

- 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.



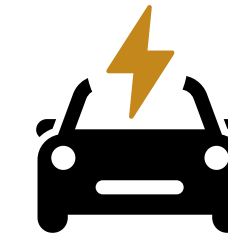
CHAUFFEUR DRIVEN CAR RENTAL SERVICES

- 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

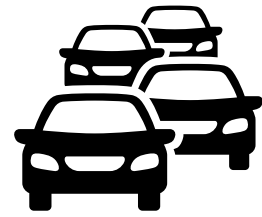
- Plan Routes & Schedules with our route planning and optimization engine.
- Real time tracking and execution through mobile.
- 24x7 control tower
- Transparency & audit trail.

- 24x7 Customer Care.
- Well trained and groomed drivers.
- Large fleet of vehicles to ensure round the clock availability.

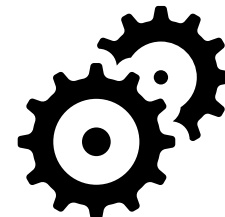
- Extensive fleet to match vehicles with the required services.
- Large mix of standard vehicles with luxury options.

- 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

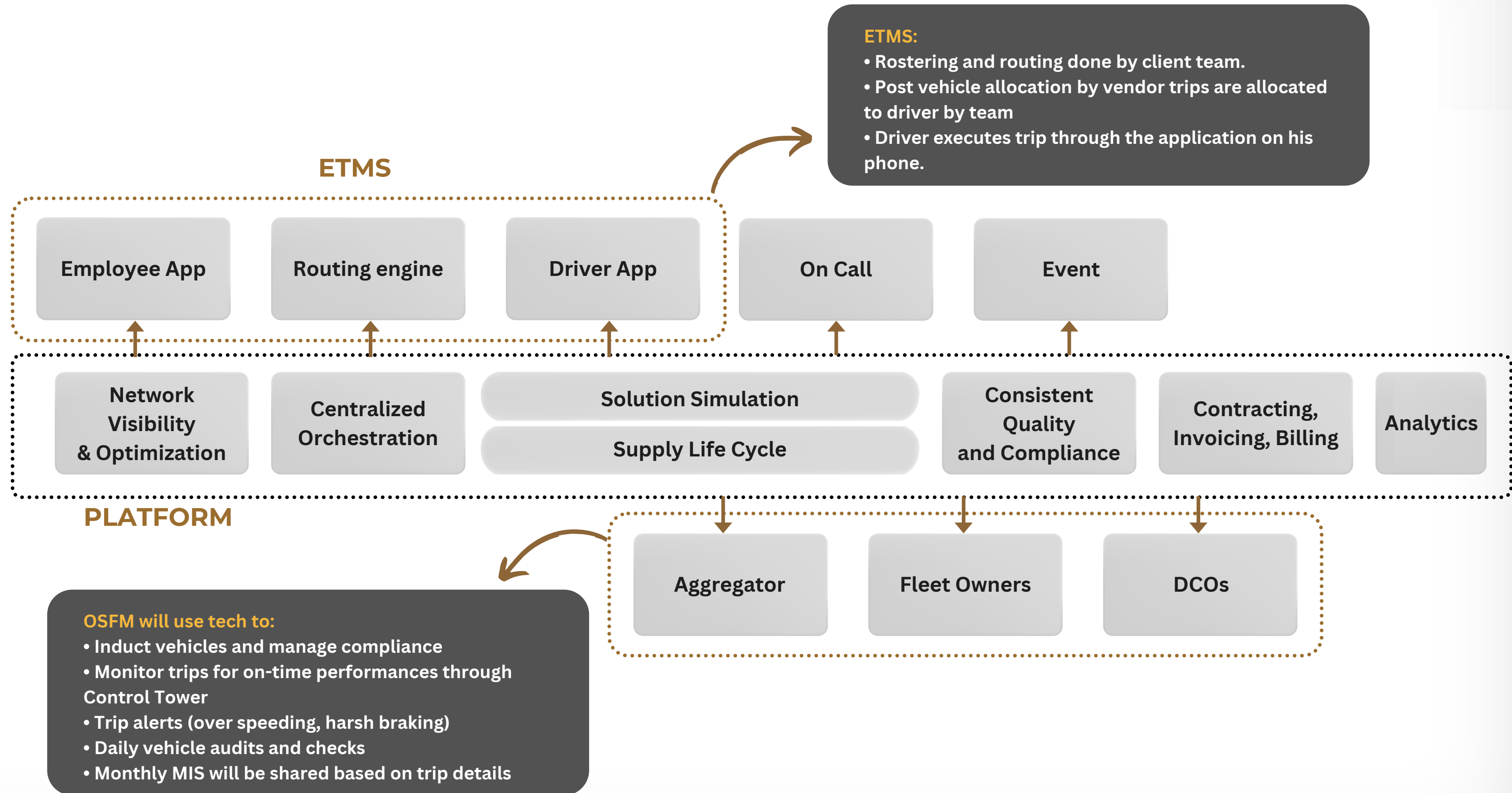


	 4 SEATER			 SUV			 TT			 BUS			City Total
	Own	BA	Total	Own	BA	Total	Own	BA	Total	Own	BA	Total	
Bangalore	NA	151	151	35	55	90	NA	NA	NA	NA	NA	NA	241
Chennai	NA	20	20	NA	5	5	NA	NA	NA	NA	NA	NA	25
Delhi	NA	109	109	NA	40	40	NA	NA	NA	NA	NA	NA	149
Hyderabad	NA	30	30	NA	18	18	NA	NA	NA	NA	NA	NA	48
Kolkata	NA	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

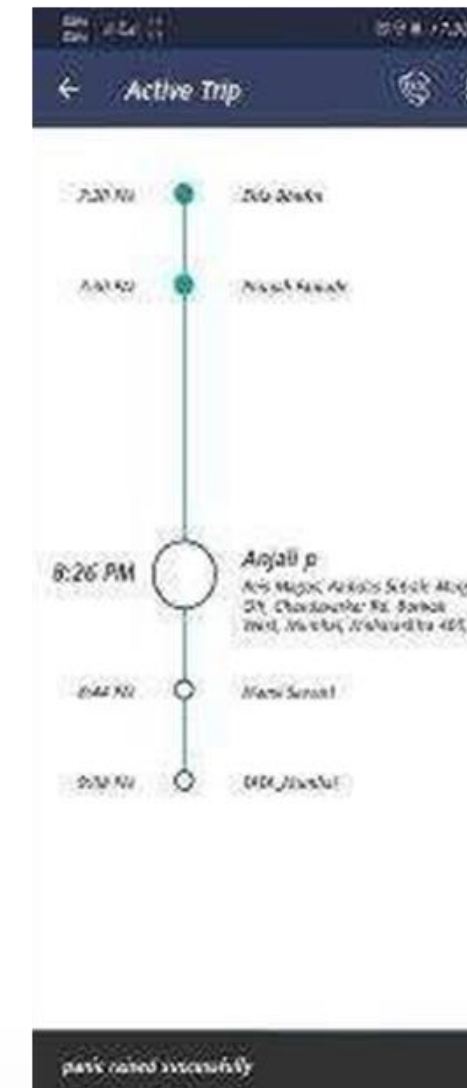
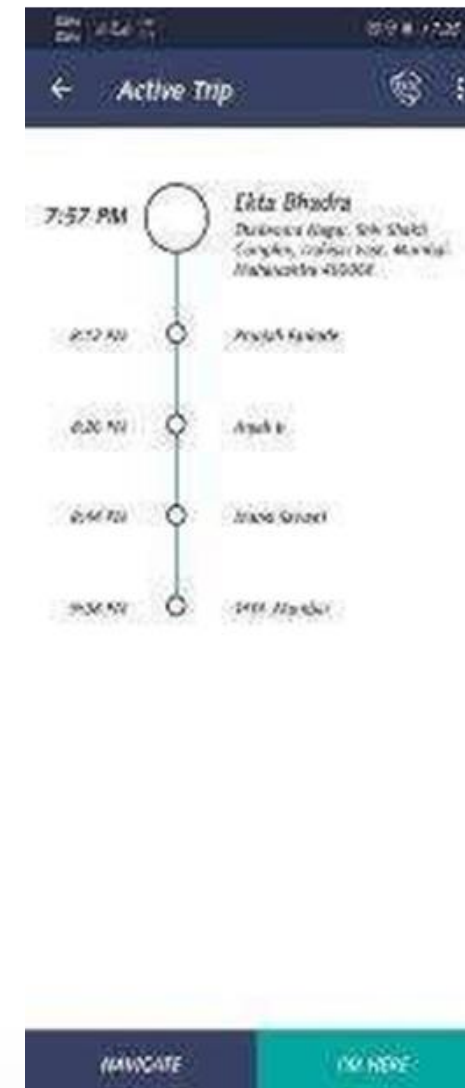


- Female Employee Dropcall auto confirmation.
- Toll free number with call masking
- Fight back button in Mobile App
- SMS on Pickups
- Regulation compliant Panic button

Dashboard screenshot showing trip status filters and a table of active trips.

Filters: ALL TRIPS: 3, ON BOARD: 1, DEPARTED: 0, ACCEPTED: 0, PENDING ACCEPTING: 0, COMPLETED: 2, CANCELLED: 0, RCE: 1

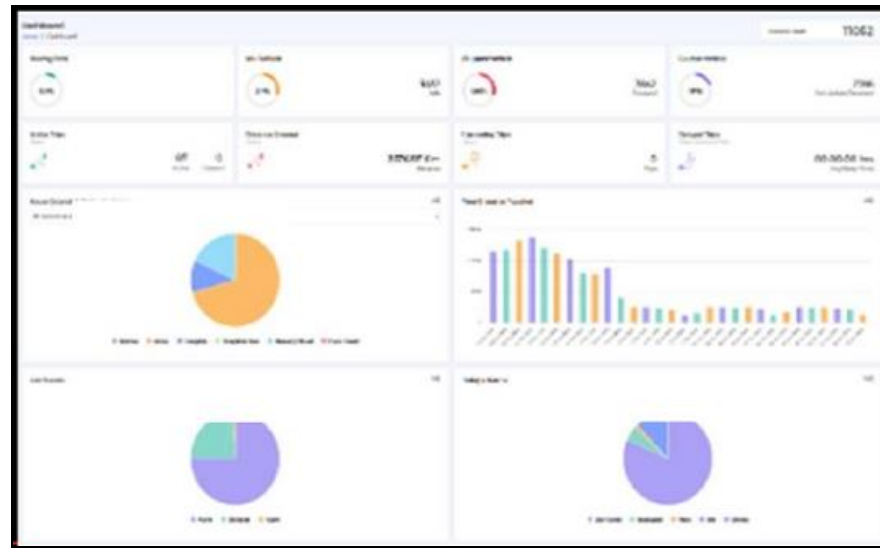
Sl.No	Trip Id	DR	Start Time	Vehicle Type	Fleet No	Driver Name	Current Status	Action
1	15412	logi	10:00	SW	1811400791	Sonali Pat	ONGOING	View
2	15414	logi	09:00	SW	1811400791	Eshaj Pat	COMPLETED	View
3	15417	logi	09:00	SW	1811400791	Eshaj Pat	COMPLETED	View



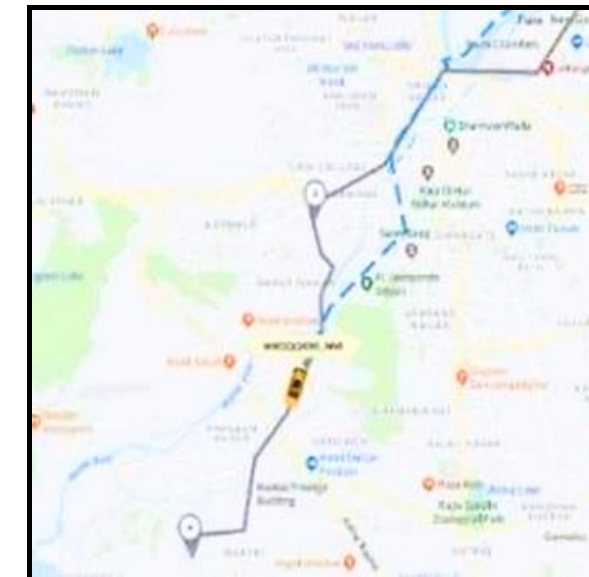
ANALYTICS



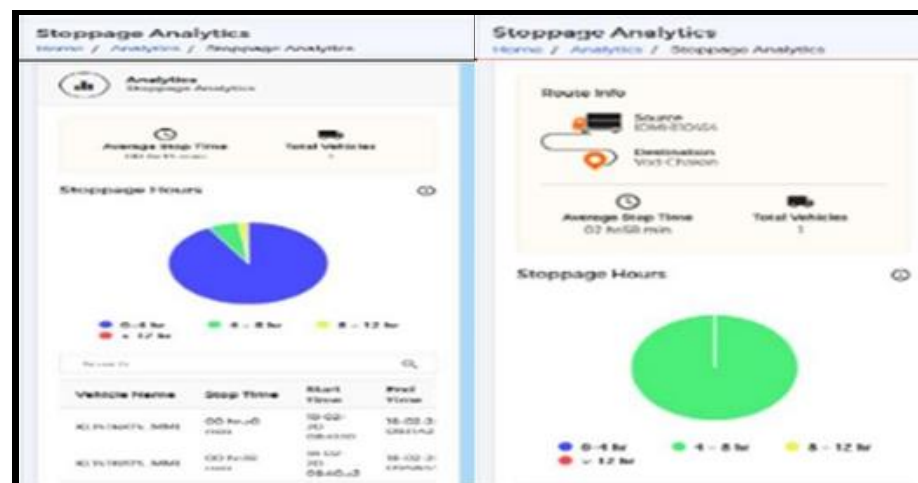
TRIP BASED ANALYSIS



REAL TIME TRIP TRAIL MONITORING



VEHICLE & ROUTE ANALYSIS

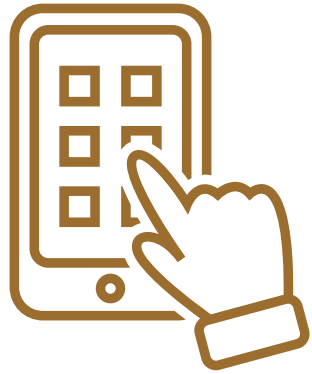


REPORTS AND ALARMS

- 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

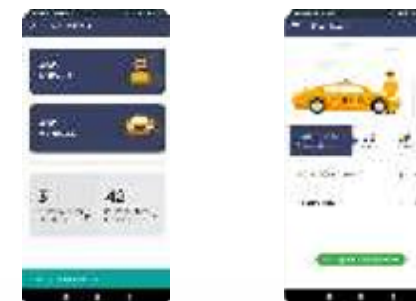
- OSFM has Tied up with 3 Pan India agencies for doing verification
- For driver they cover: ID, CCRV, LAV, PAV
- They also cover EMV and EDV
- For drivers we also do PCC orPVSD over the course of first 45 days

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.



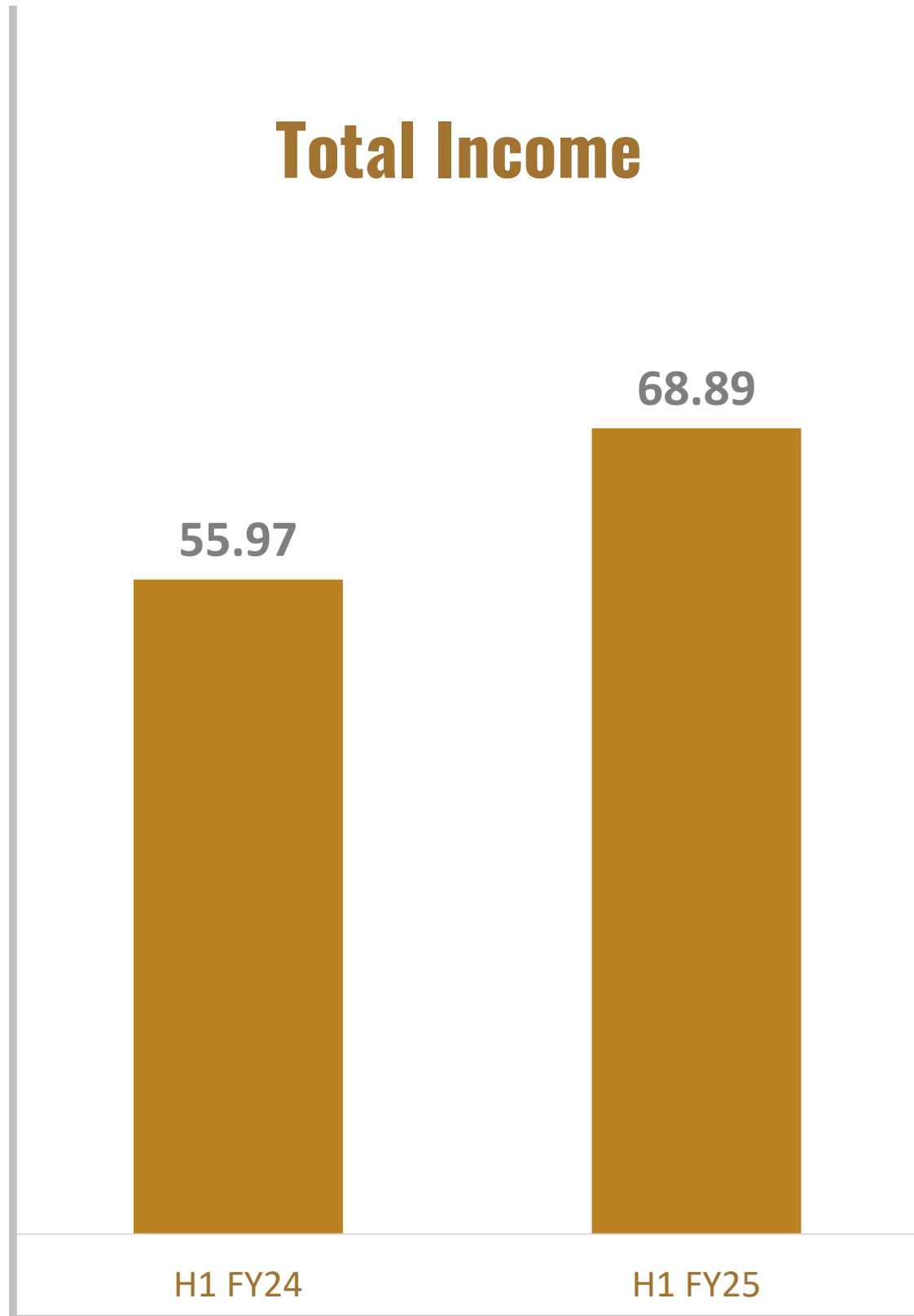
FINANCIAL OVERVIEW



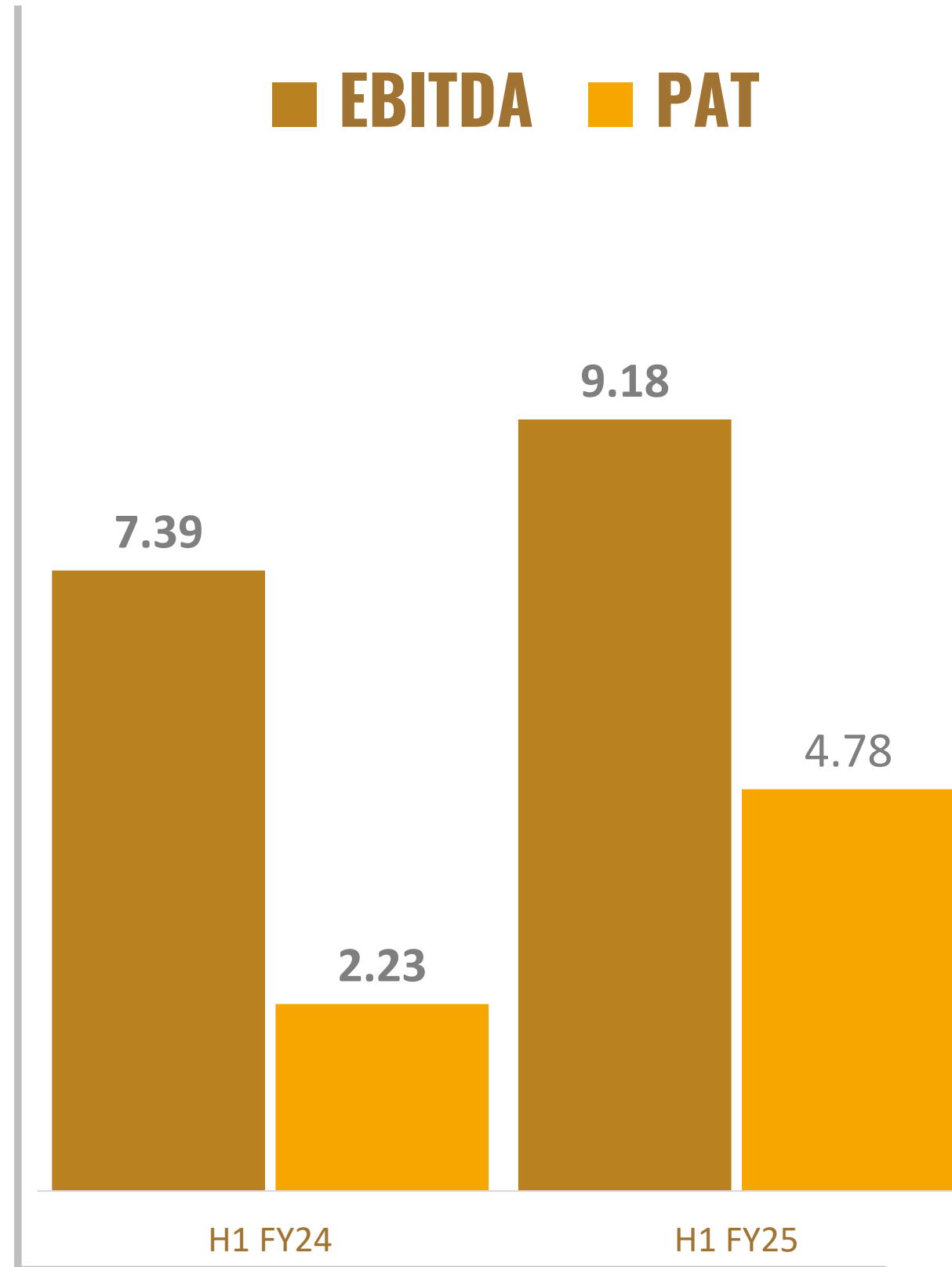
Half Yearly Performance Highlights YoY



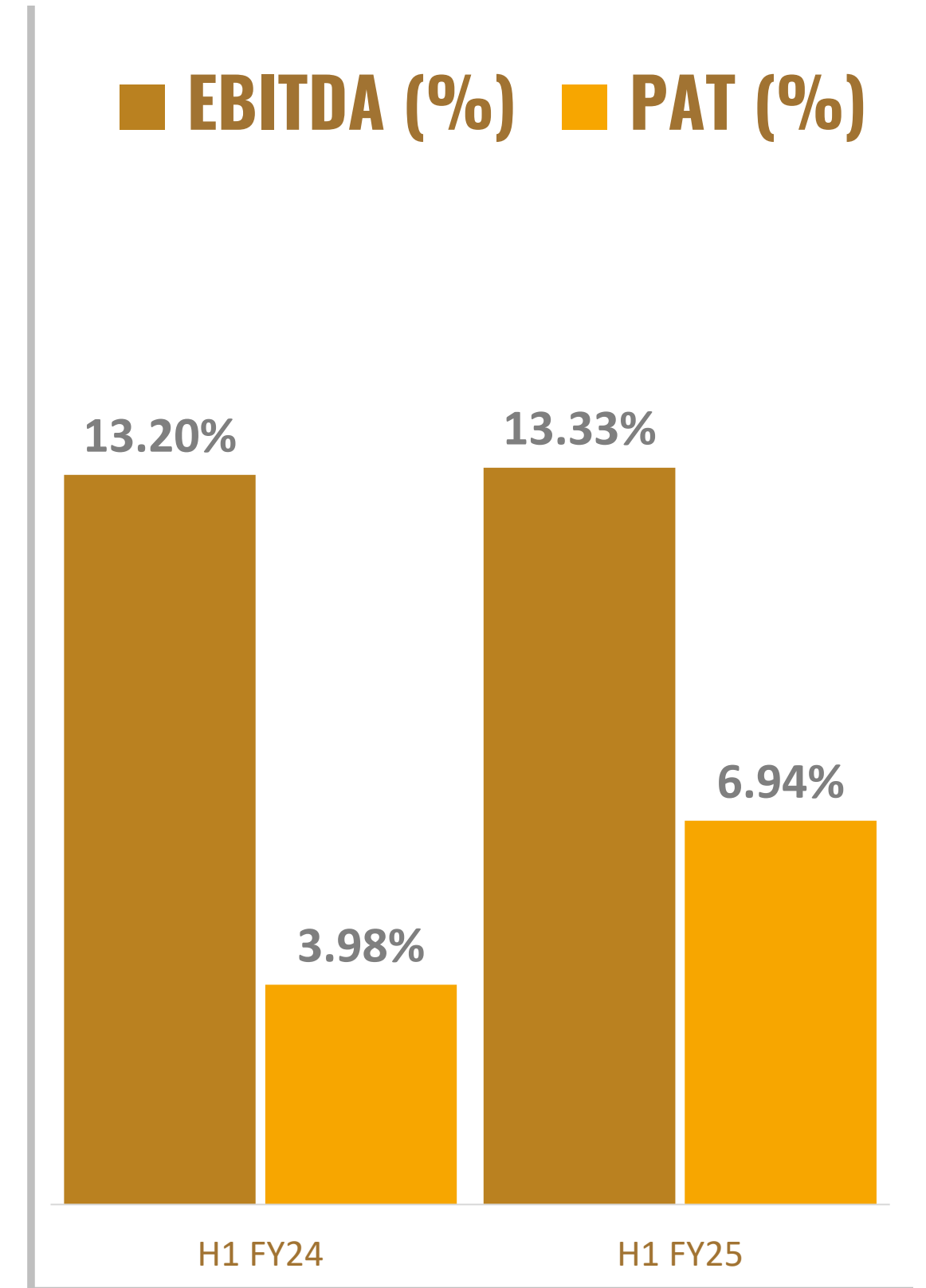
Total Income



EBITDA PAT



EBITDA (%) PAT (%)



HALF YEARLY PROFIT & LOSS STATEMENT



(In ₹ Crores)

Particulars	H1 FY25	H1 FY24	YoY
Revenue From Operation	67.97	55.72	
Other Income	0.92	0.25	
Total Income	68.89	55.97	23.08%
Operating Expenses	54.52	45.64	
Employee cost	3.63	2.32	
Other Expenses	1.56	0.63	
Total Expenditure	59.71	48.58	
EBITDA	9.18	7.39	24.31%
EBITDA Margin (%)	13.33%	13.20%	13
Interest	0.60	0.31	
Depreciation	2.29	3.51	
PBT	6.30	3.58	76.13%
Tax (Expenses Including Deferred Tax)	1.52	1.35	
PAT	4.78	2.23	114.81%
PAT Margin (%)	6.94%	3.98%	296

Management's Comment

“Our performance in the first half of FY25 reflects the growing demand for dependable, efficient corporate transportation services in India’s major business hubs. We are pleased to report a 23% increase in total revenue to ₹69 crore, alongside a significant growth in net profit to ₹4.78 crore.

This growth is a testament to our asset-light model and adaptable service offerings tailored to meet the evolving needs of our clients. With an expanding client base and a strong reputation for reliability and service excellence, we are well-positioned to continue our growth trajectory in the coming quarters. We remain committed to enhancing operational efficiency, expanding our fleet partnerships, and delivering safe, premium transportation solutions for India’s top employers

As we look to the future, we are focused on leveraging digital advancements to enhance route optimization, fleet utilization, and client engagement. By investing in technology and expanding our vendor partnerships, we aim to further strengthen our position as a trusted transportation partner for India’s top employers, driving operational excellence and sustainable growth. We are confident that our continued emphasis on quality and client satisfaction will pave the way for even greater achievements in the coming quarters.”

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

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					

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)

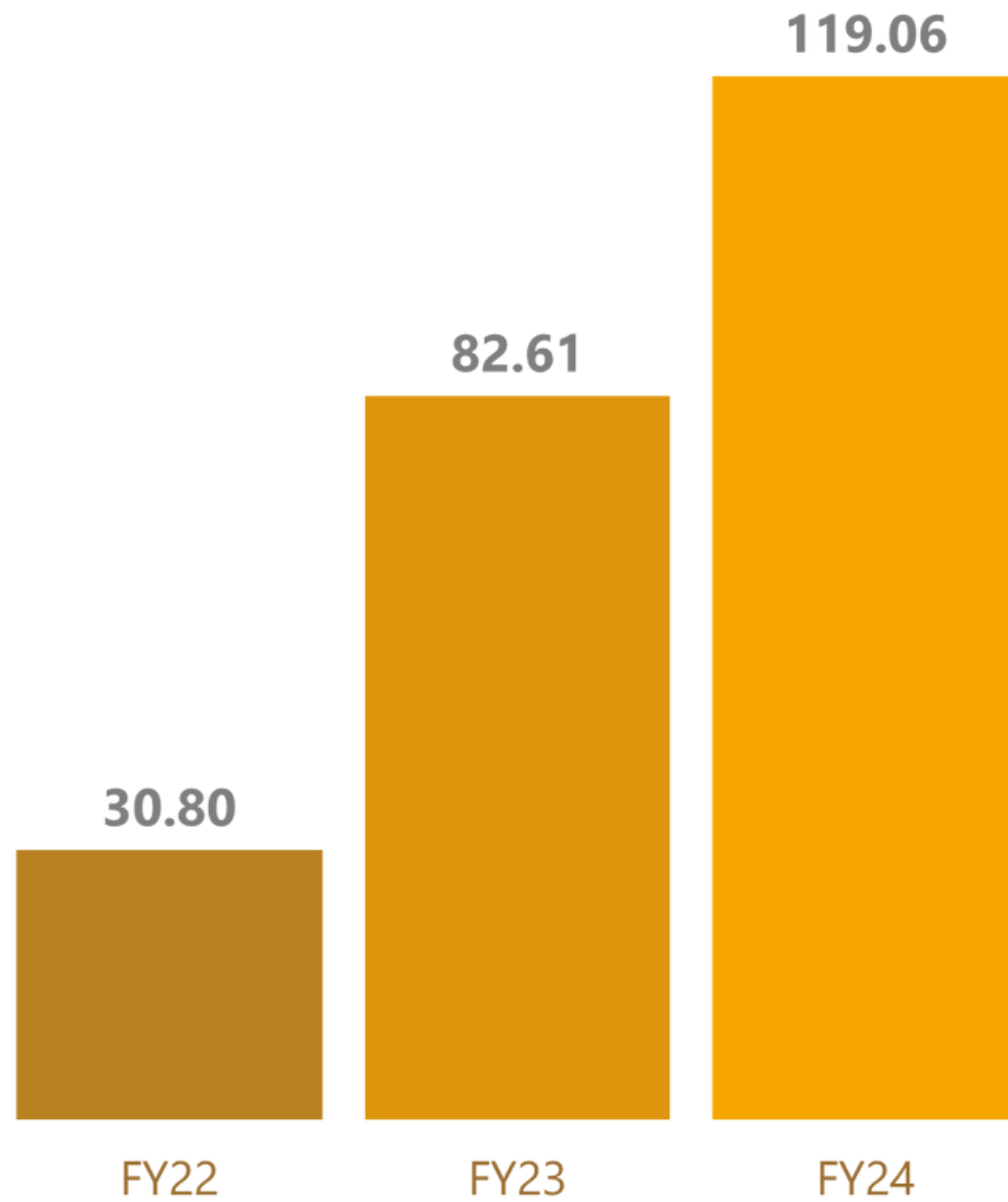
Particular	FY24	FY23	FY22	FY21
Cashflow from Operations	3.71	-0.67	0.35	9.53
Cashflow from Investments	-8.74	-5.02	2.11	-9.79
Cashflow from Financing	26.20	5.72	-2.92	-7.42
Net Cash Flow	21.17	0.03	-0.46	-7.68
Opening Cash Balance	9.06	1.13	1.59	9.27
Closing Cash Balance	30.22	1.16	1.13	1.59

KEY RATIOS



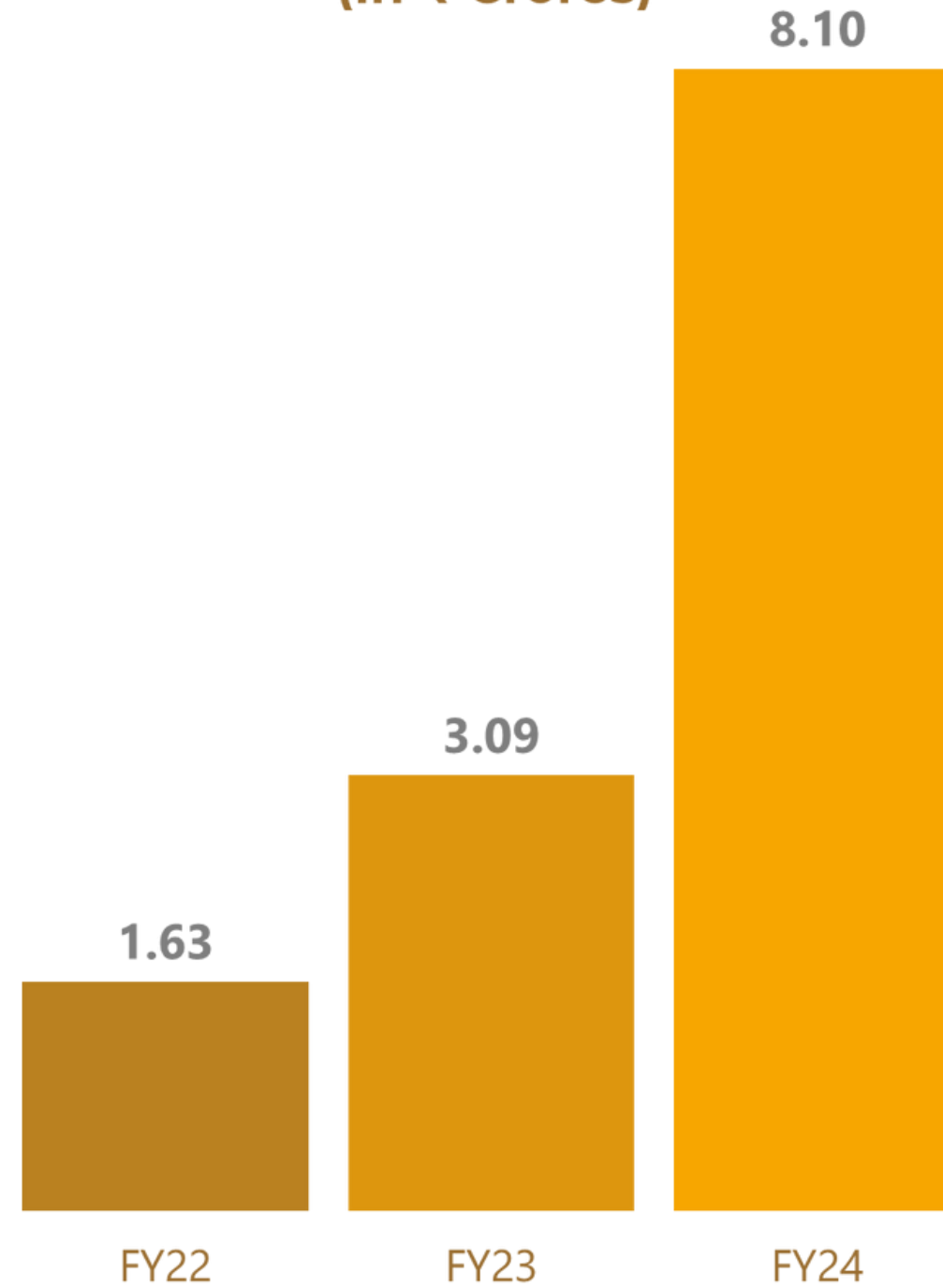
Revenue

(In ₹ Crores)



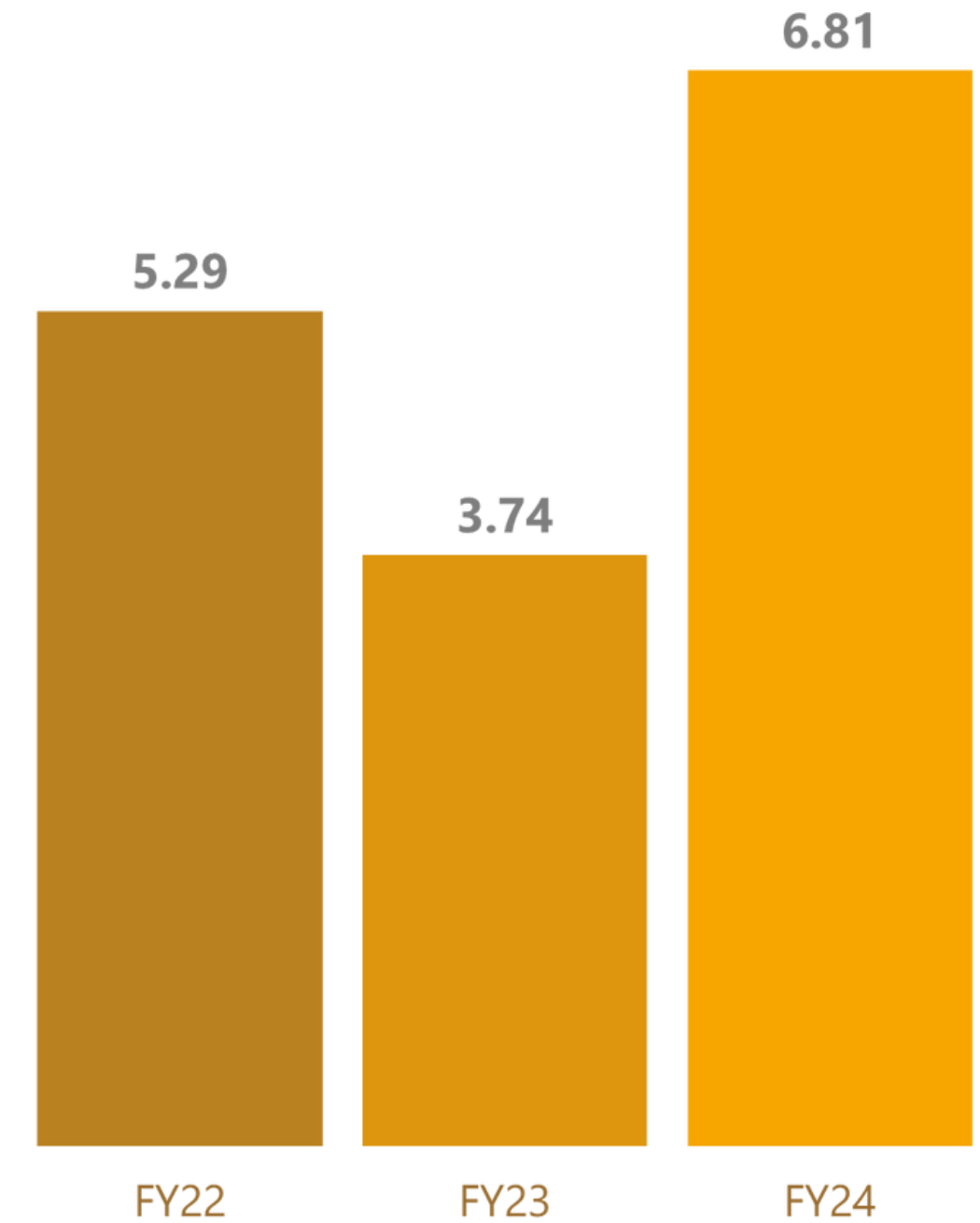
Net Profit

(In ₹ Crores)



PAT Margin

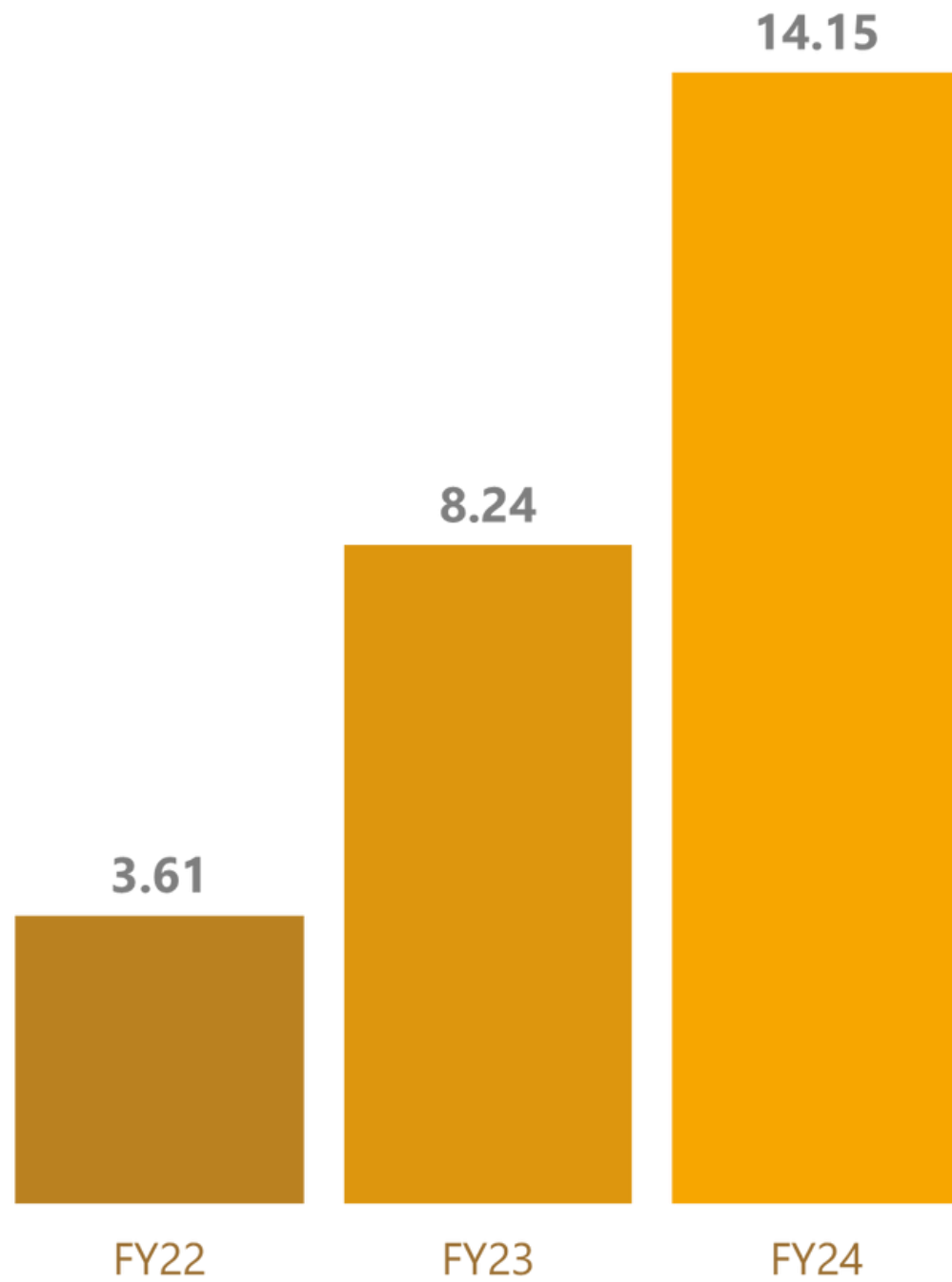
(In %)



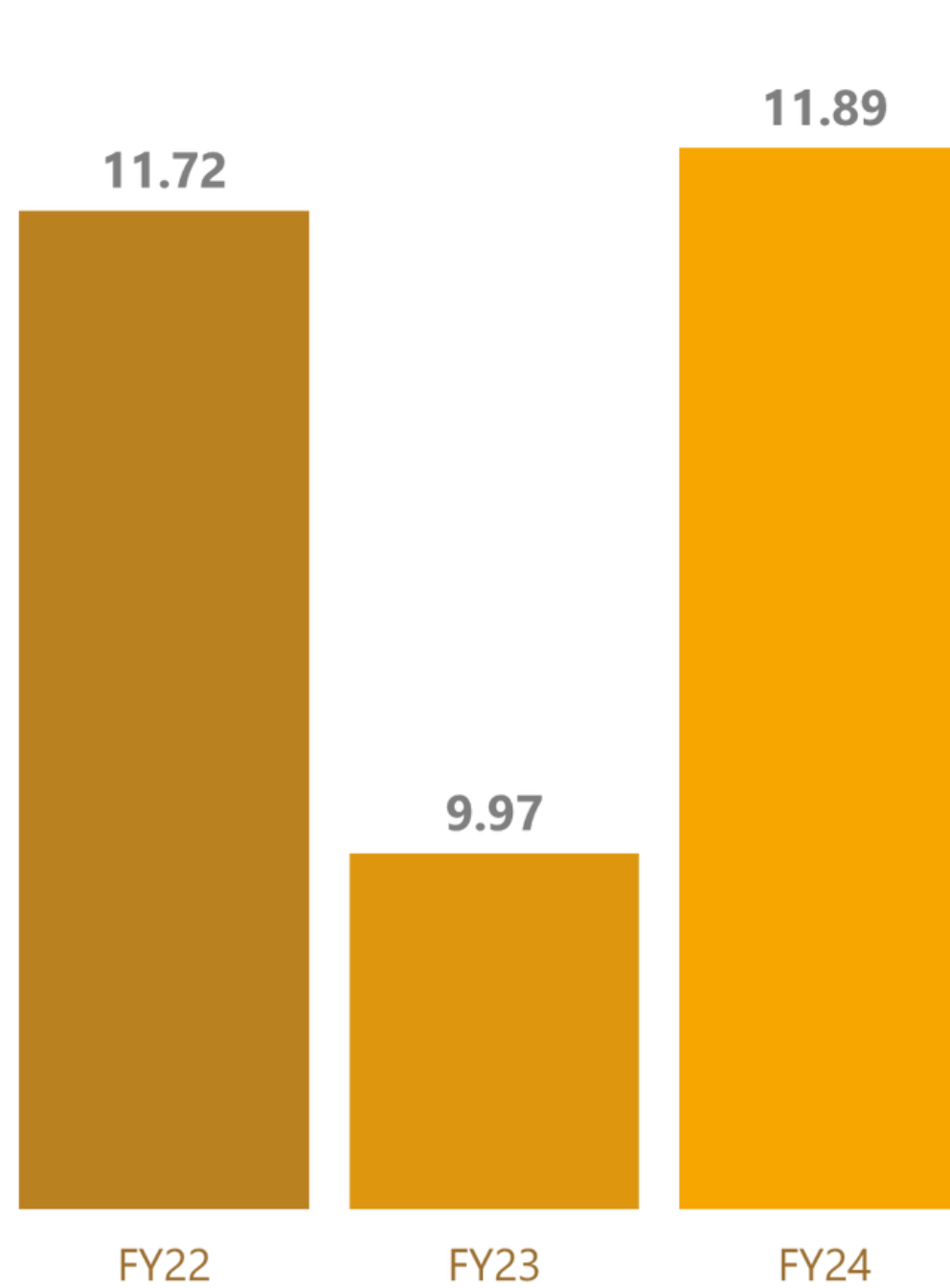
KEY RATIOS



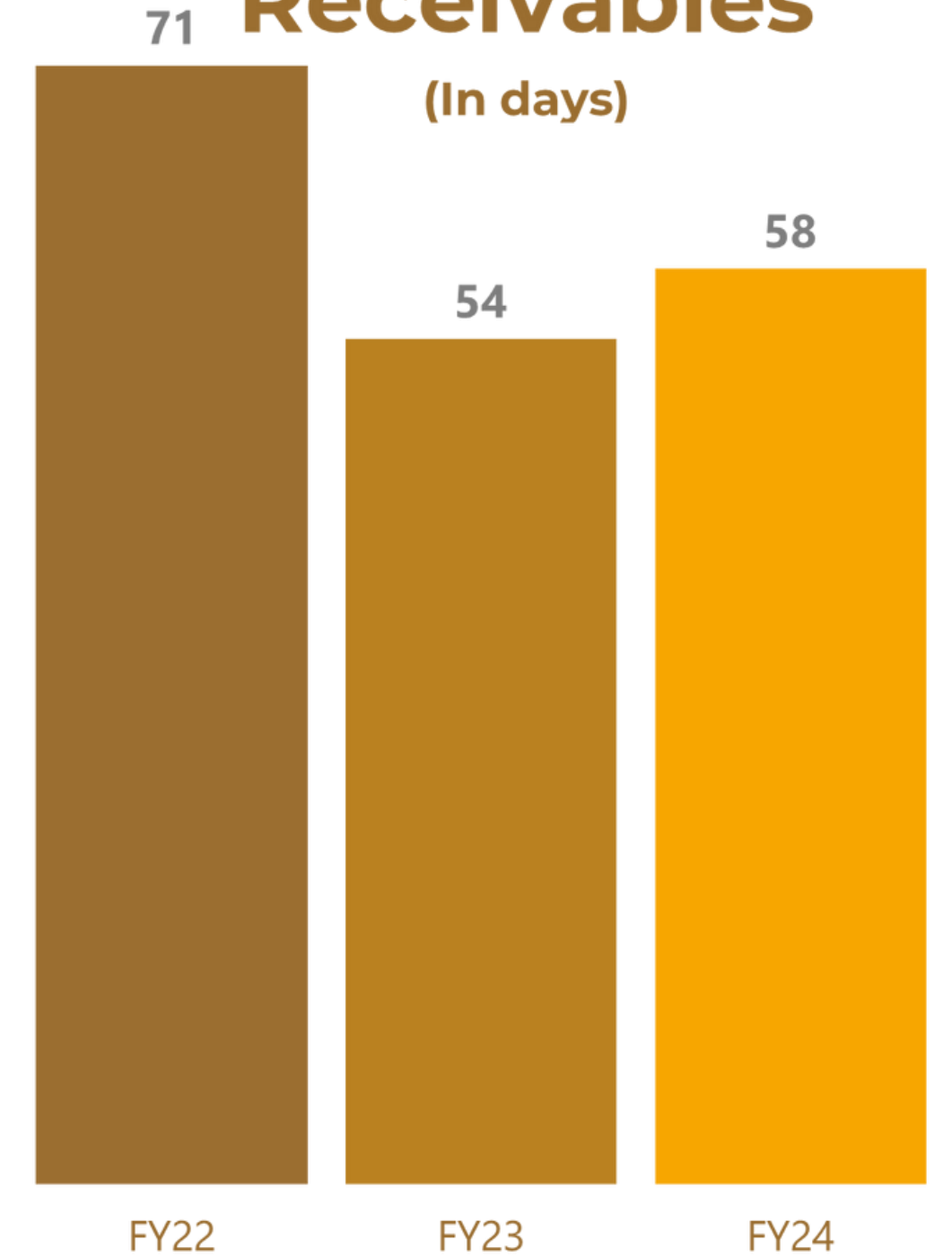
EBITDA (In ₹ Crores)



EBITDA Margin (In %)



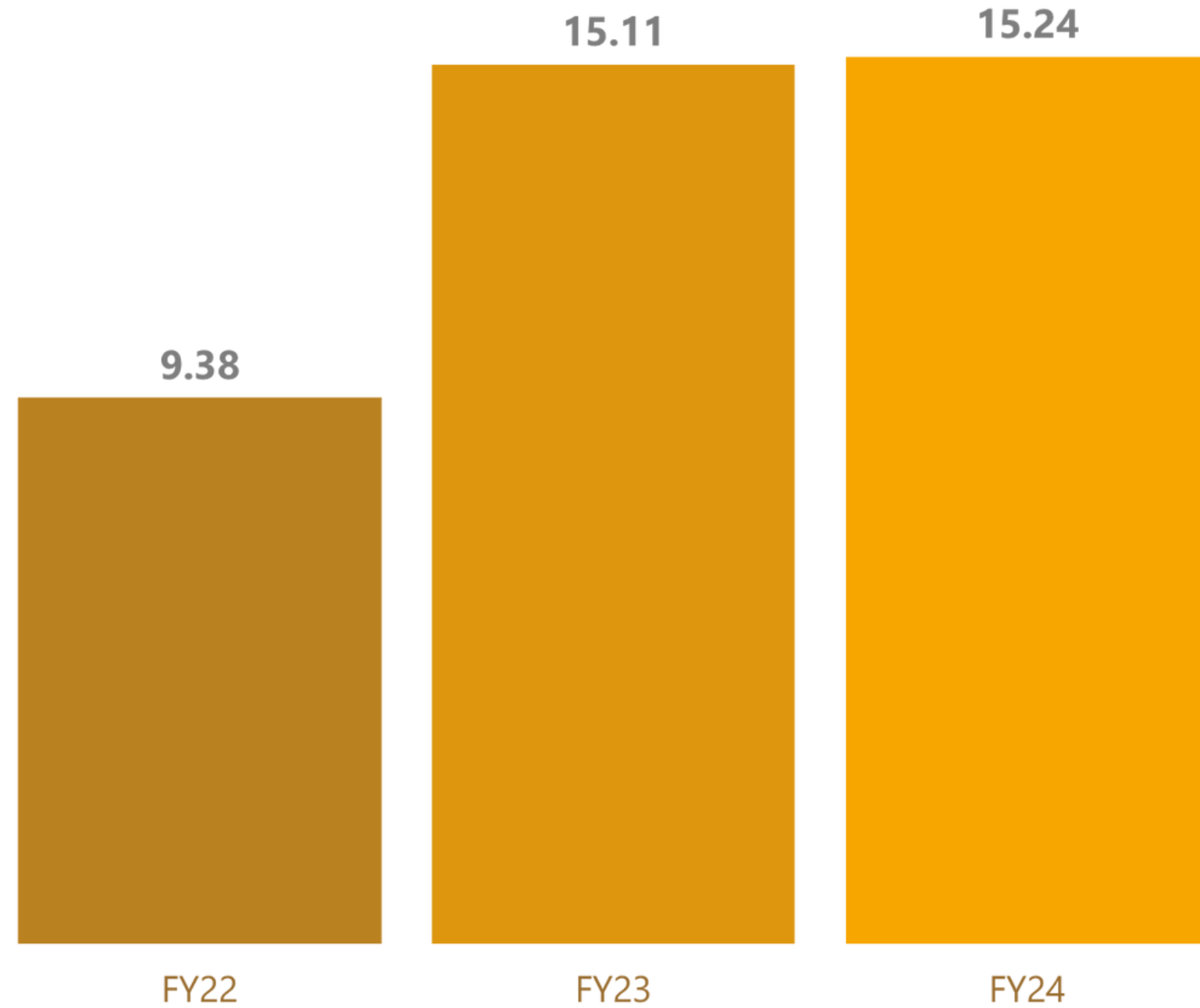
Trade Receivables (In days)



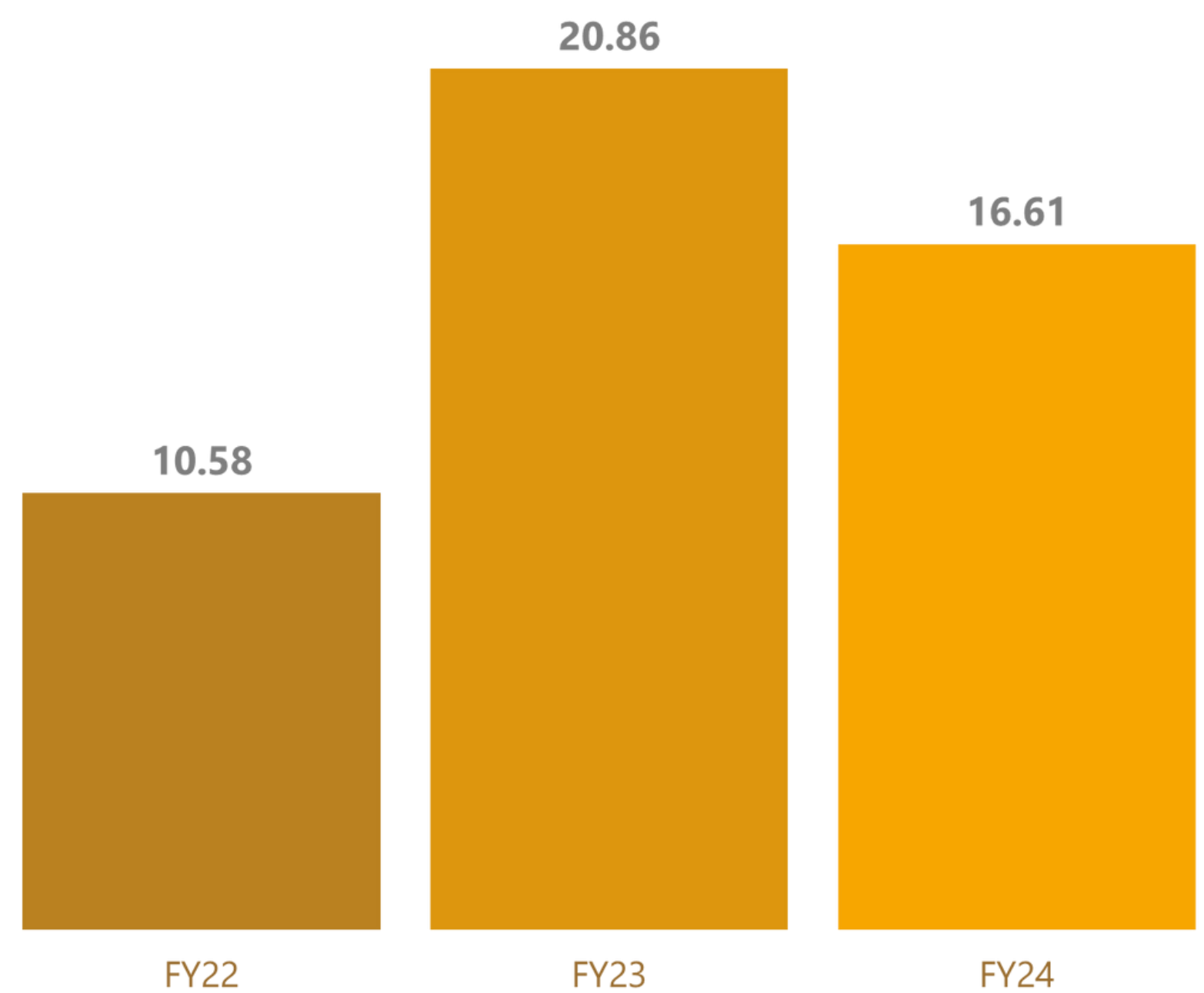
KEY RATIOS



ROE (In %)



ROCE (In %)



Stock Data



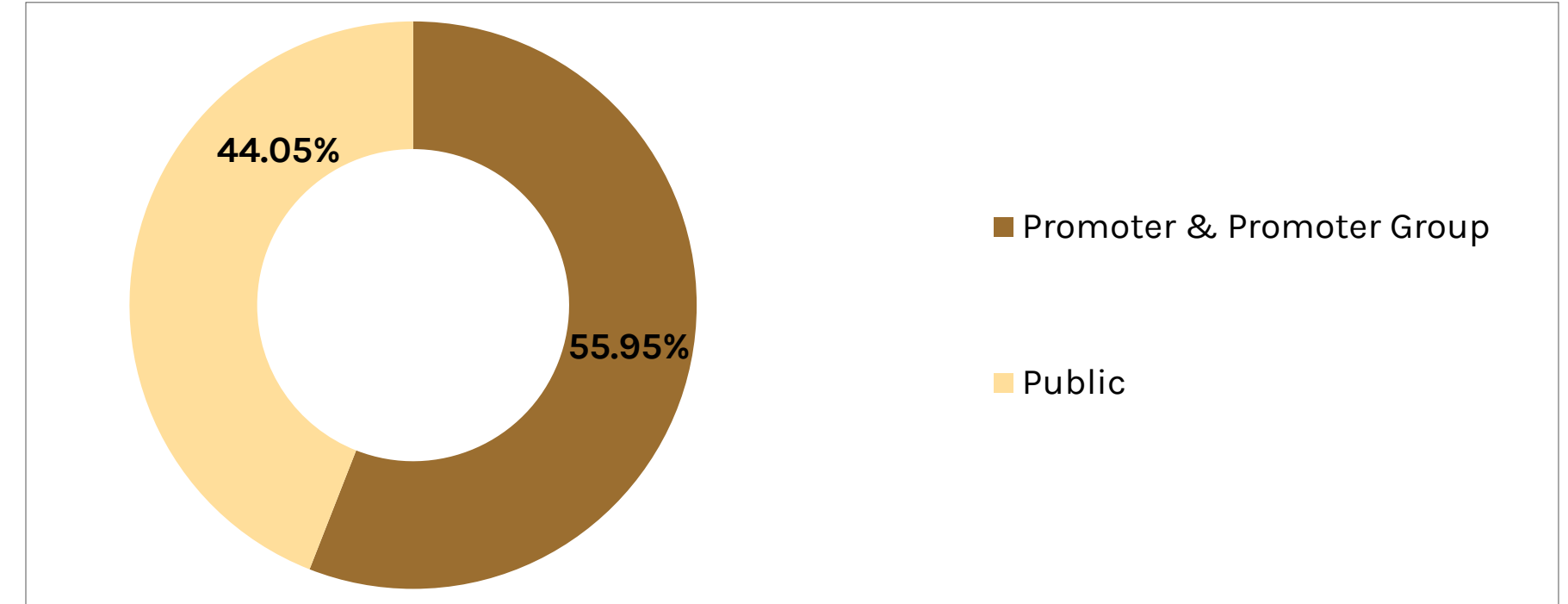
Stock Information

As on 12-11-2024

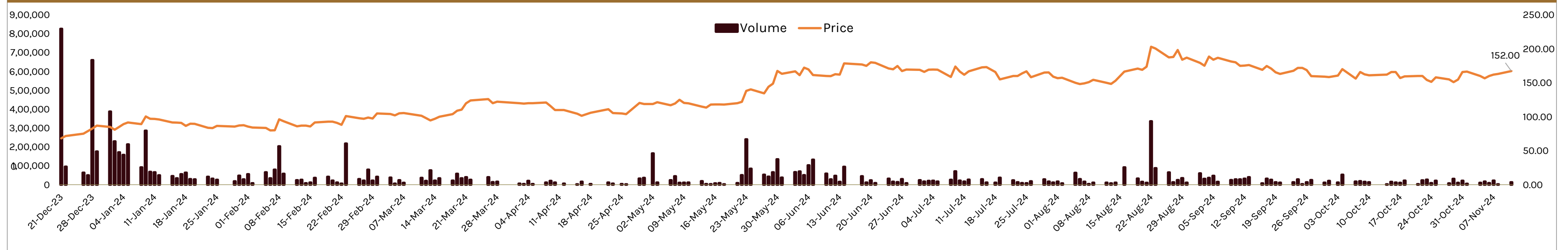
NSE Code	SHREEOSFM
ISIN	INE02S501018
Share Price ₹	152.00
Market Capitalization ₹ Cr	234.13
No. of Share Outstanding	1,42,84,000
Face Value ₹	10.00
52 Week High ₹	215.00
52 Week Low ₹	63.00

Share Holding Pattern

As on 30-09-2024



Share Performance From 21st December 2023



Source: NSE

**THANK
YOU**

