Date: 17th June, 2024

Listing Compliance Department
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor Plot No. C/1,
G Block Bandra Kurla Complex,
Bandra (East), Mumbai – 400 051

Ref: Wise Travel India Limited |ISIN: INE623Y01011| Symbol: WTICAB

Subject: Investor Presentation under Regulation 30 read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/ Madam,

Pursuant to Regulation 30 read with Para A of Part A of Schedule III of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015. Please find enclosed herewith the "Investor Presentation" of the Investor meet of the Company. held on 11th June, 2024 at 4:00 P.M.

The aforementioned presentation has been uploaded on the company's website https://www.wticabs.com/Content/Investor_Presentation_fy24.pdf

You are requested to take the same on your record.

Thanking you,

For Wise Travel India Limited

SHIVANI RASTOGI Digitally signed by SHIVANI RASTOGI Date: 2024.06.17 15:20:24 +05'30'

Shivani Rastogi
Company Secretary & Compliance Officer

Wise Travel India Limited
(Formerly known as Wise Travel India Private Limited)
CIN U63090DL2009PLC189594
D-21, Corporate Park, 3rd Floor,
Near Dwarka Sector-8 Metro Station,
Sector-21, Dwarka, New Delhi-110077
Tel : +91 11 45434543
Email : info@wticabs.com
Website : www.wticabs.com

WTi cabs

Wise Travel India Limited

Investor Presentation- FY24

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This presentation contains statements that contain "forward looking statements" including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating Wise Travel India Limited future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macro economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. We undertakes no obligation to publicly revise any forward looking statements to reflect future likely events or circumstances.

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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	₹ 47.13 Cr	₹ 24.18 Cr	149.59 Cr	16.16%
Revenue	EBITDA	PAT	Net Worth	RoE

Evolution In Motion: The Journey Unfolded

2009-11

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

2012-14

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.

2015

Commenced Managed Services in Employee Transportation

2015-17

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

2018-20

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.

2021

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

2023

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.

2024

WTicabs got listed on National Stock Exchange (NSE) on 19th 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 w**ith **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.

Source: https://www.mordorintelligence.com/industry-reports/india-car-rental-market

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.

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

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

WTi cabs

The Thriving Surface Transport 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

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.

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

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.

Infrastructure Improvement

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

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

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.

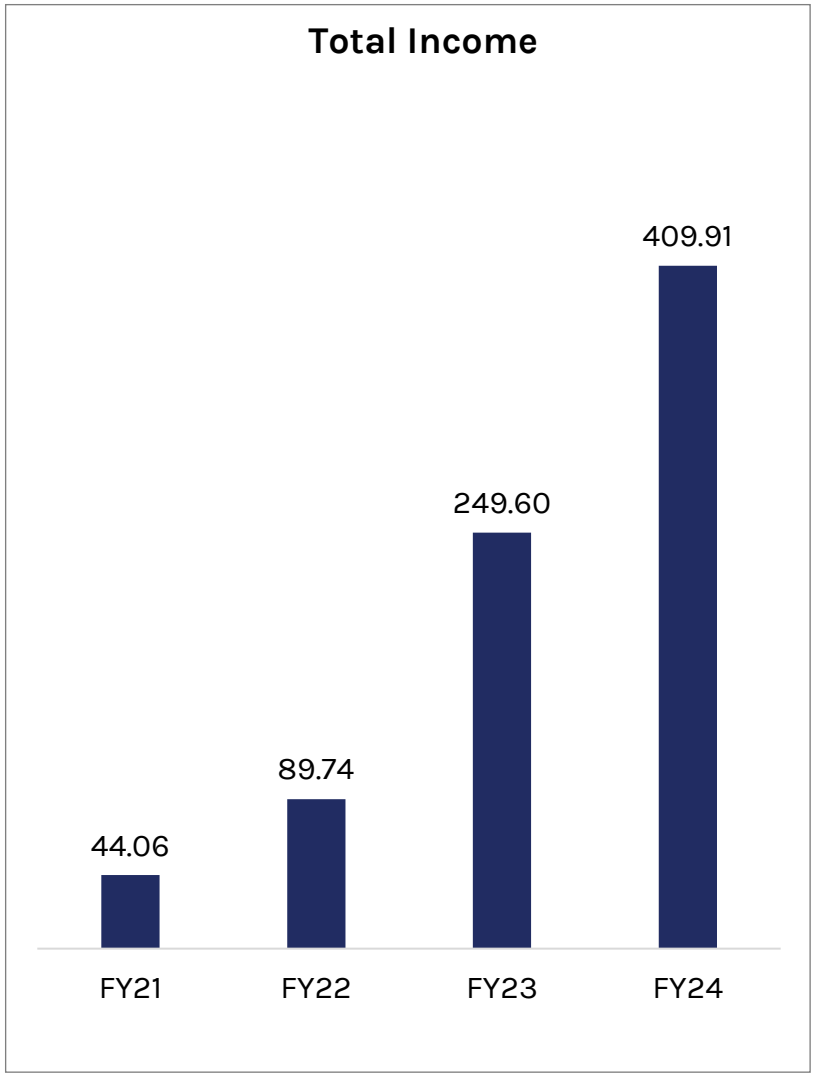
Financial Overview

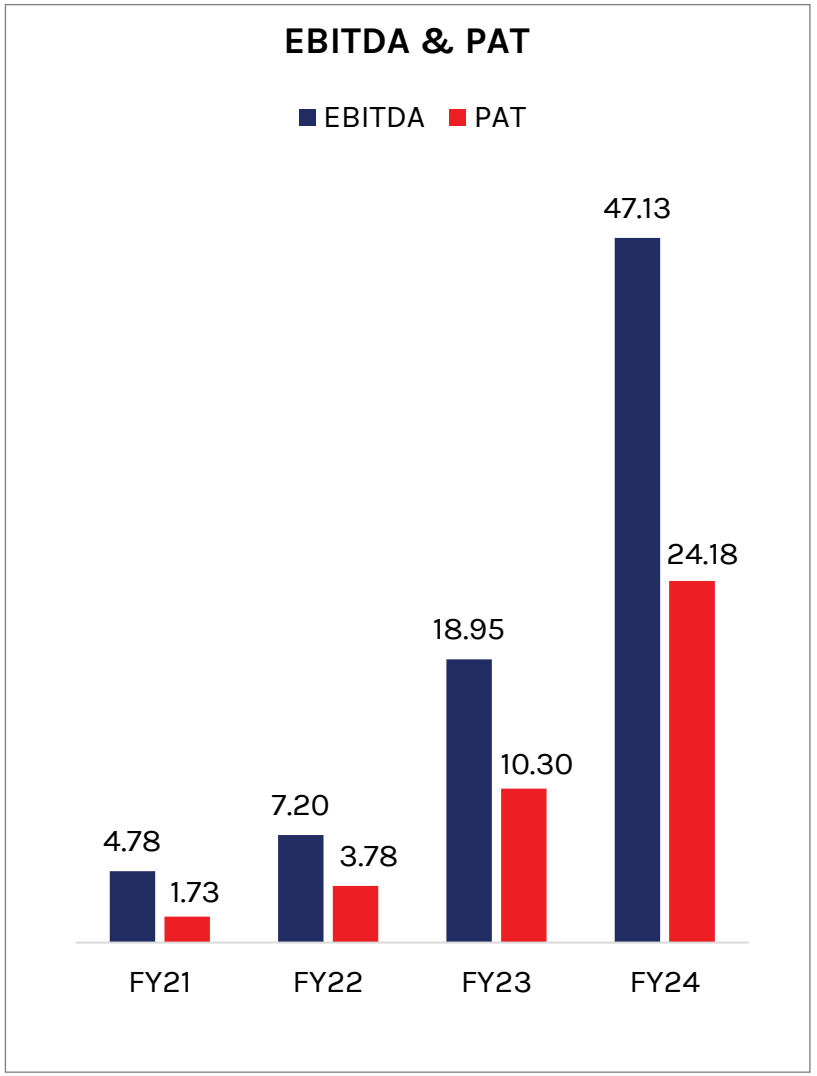
Key Financials

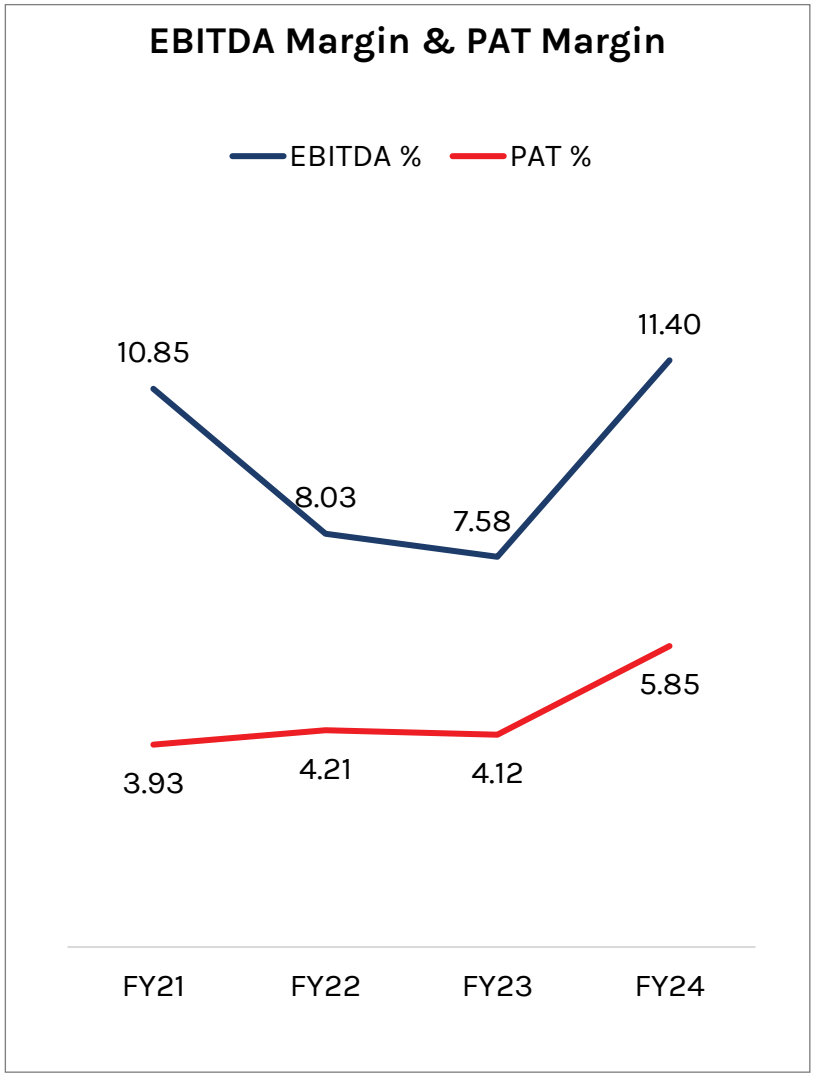
Key Financial Performance	March 31, 2024	March 31, 2023	March 31, 2022	March 31, 2021
Revenue from Operations	409.91	249.60	89.74	44.06
EBITDA	47.13	18.95	7.20	4.78
EBITDA Margin	11.40%	7.58%	8.03%	10.85%
PAT	24.18	10.30	3.78	1.73
PAT Margin	5.85%	4.12%	4.21%	3.93%
Net Worth	149.59	40.52	28.32	24.54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

Balance Sheet

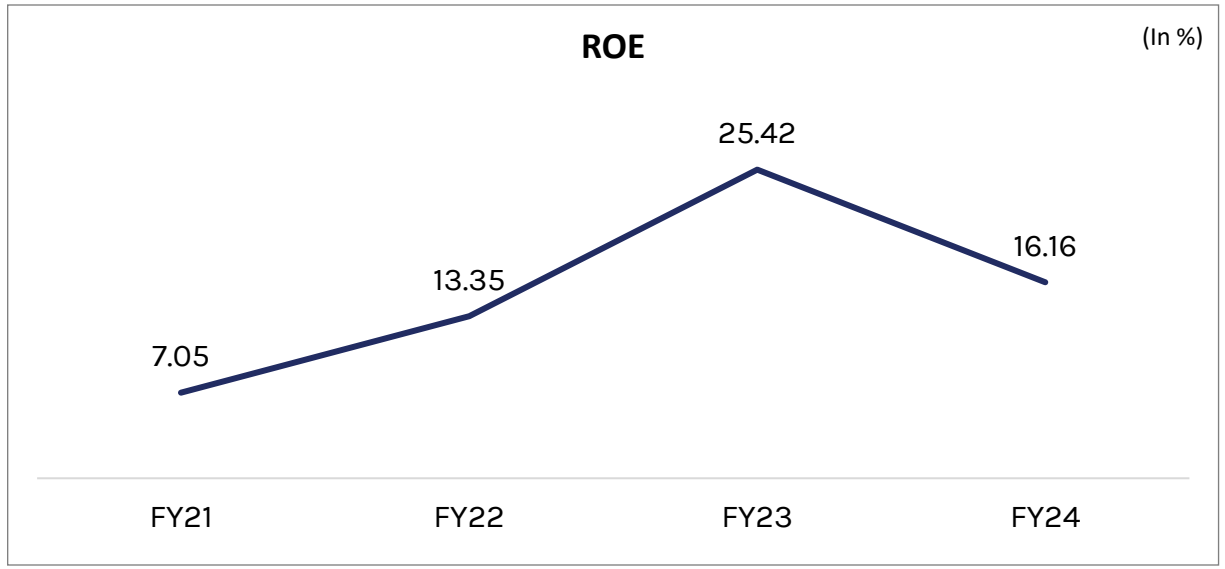
Equities & Liabilities	FY24	FY23	FY22	FY21
Equity	23.81	3.16	2.95	2.95
Reserves	125.77	37.37	25.37	21.59
Net Worth	**149.59**	**40.52**	**28.32**	**24.54**
Non Current Liabilities				
Long Term Borrowing	11.49	16.74	2.16	0.57
Other Loan Term Liabilities	2.80	2.71	-	-
Long Term Provision	2.61	1.48	1.45	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**

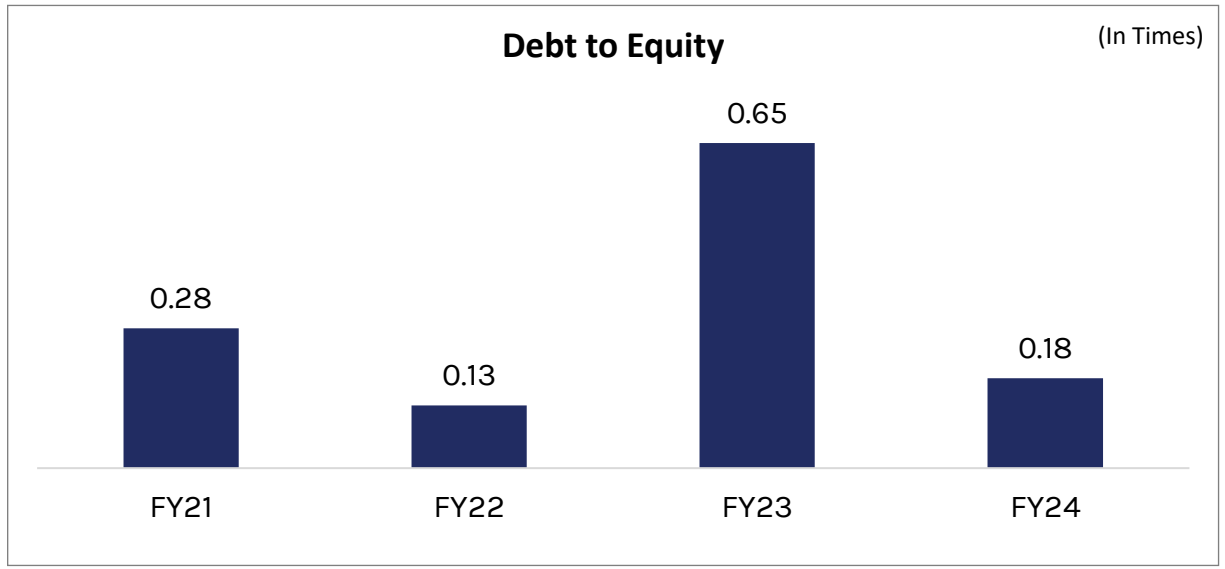
Assets	FY24	FY23	FY22	FY21
Non-Current Assets				
Fixed Assets	20.23	20.89	11.55	11.06
Non Current Investments	0.72	0.67	0.80	0.64
Long Term Loans & Advances	4.93	13.20	-	-
Non Current Assets	20.79	7.03	5.42	4.01
Deferred Tax Assets (Net)	1.67	1.13	1.08	1.06
Total Non Current Assets	**48.34**	**42.92**	**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**

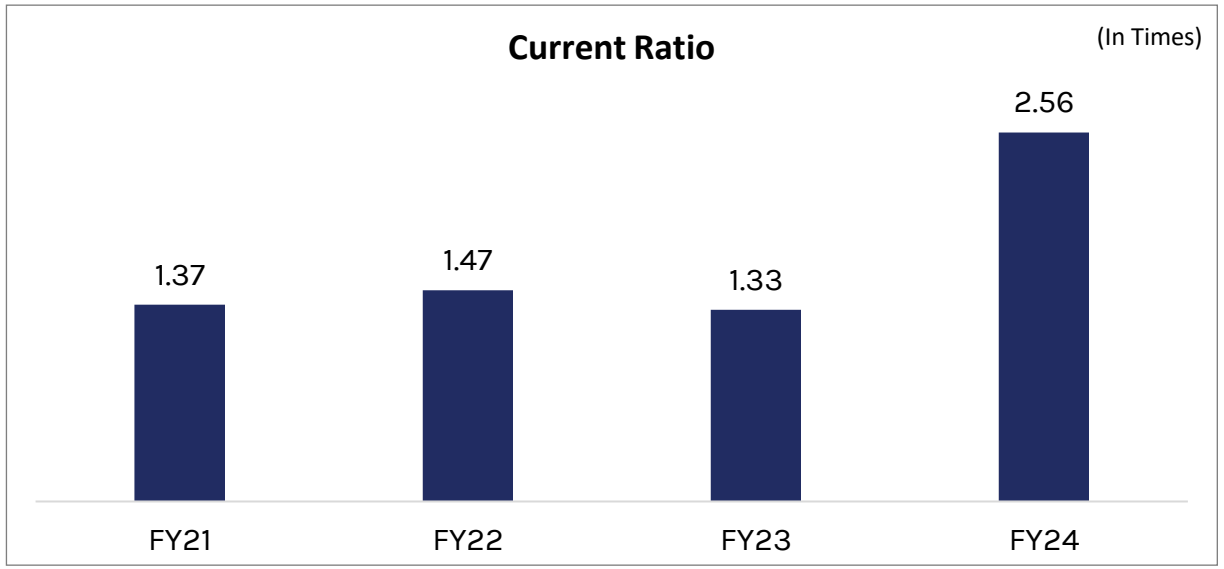
Cashflow Highlights

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

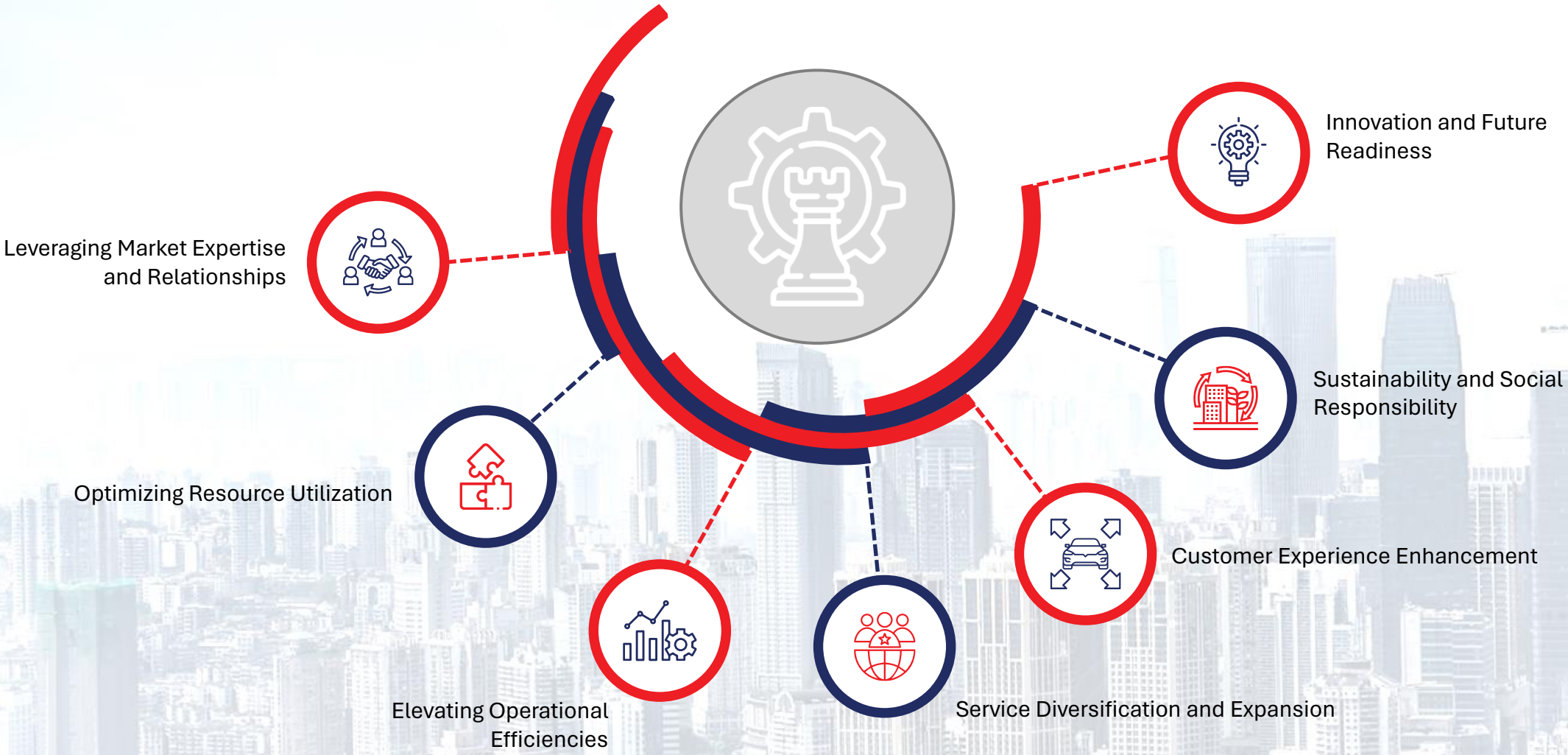

ROE
(In %)
7.05
13.35
25.42
16.16
FY21
FY22
FY23
FY24


Debt to Equity
(In Times)
0.28
0.13
0.65
0.18
FY21
FY22
FY23
FY24


Current Ratio
(In Times)
1.37
1.47
1.33
2.56
FY21
FY22
FY23
FY24

The Way Ahead

Strategic Roadmap: Way Forward



WTicabs

WISE TRAVEL INDIA LIMITED
D-21, Corporate Park, 3rd Floor, Near
Sector-8 Metro Station, Sector-21,
Dwarka- 110075
Phone: +91-11-45434542
Email: info@wticabs.com
Website: www.wticabs.com