

March 24, 2025

To,
Listing Compliance Department,
National Stock Exchange of India Limited (SME Emerge),
Exchange Plaza, Plot No. C/1,
Block G, Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051

Company Symbol – VOLERCAR (NSE Emerge), ISIN: INE241X01014, Series – EQ

Dear Sir/ Madam,

Subject: Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Investor Presentation.

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, please find enclosed Investor Presentation.

The above information is also being hosted on the Company's website at www.volercars.com, in terms of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended. The said presentation will also be used for Post Results Earning Conference Call with Analysts/Investors.

You are requested to kindly take the same on your record.

Thanking you,

Yours faithfully,

For, **Voler Car Limited**

PAWAN
PARASRA
MPURIA
Digitally signed
by PAWAN
PARASRAMPURIA
A
Date: 2025.03.24
16:53:36 +05'30'

Pawan Parasrampuria
Managing Director
DIN: 01731502

Encl.: A/a

VOLER CAR LIMITED

CIN - U63040WB2010PLC150637

Regd. Office: 22 Burtolla Street, 4th Floor, Kolkata, West Bengal, India – 700007

Corp. Office: Room No. 608, 6th Floor, Merlin Infinite, DN-51, Sec-V, Salt Lake City, Kolkata, West Bengal - 700091

E-mail: info@volercars.com, (L): 033-48089904, (M): 9147359888, Website: www.volercars.com

An ISO 9001 : 2015 | ISO 14001 : 2015 | ISO 27001 : 2022 Certified Company



INVESTOR MEMORANDUM



Safe Harbor

This presentation and the accompanying slides (the "Presentation"), which have been prepared by Voler Car Limited (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

Content

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About Us

EMPLOYEE MOBILITY SOLUTIONS PROVIDER

- We are primarily engaged in providing Employee Transportation Services (ETS) to large MNC's and corporate clients with presence across various major cities in India.
- Our solutions cover comprehensive home-to-office-to-home transportation, supported by 24/7 customer service, dedicated location teams, and a fleet of verified vehicles and chauffeur-drivers.
- Only working with IT/ITeS, large corporates and MNCs clients in India.
- We operate largely on an asset-light model where the majority of our vehicles are sourced from vendors rather than owned. This strategy allows us to maximize revenue by optimizing seat usage and enhancing overall employee mobility.
- Founded in 2010 by Mr. Pawan Parasrampur and Mr. Vikas Parasrampur with a focus on reliable service in employee mobility management.



+ 2,500
Fleet Size



9 Cities
Presence



74
Employees



+1,183 Trips
Per Day



14
Corporate Clients

ABOUT US



GPS System

The integration of our third-party technology with our GPS tracking system allows us to easily manage our client's corporate travel requirements from a single integrated system.



Seamless Operations

Our operation team handles reservations, operations, car tracking, incident response, and manage the client SLAs.

Women In Priority

Priority to not drop off women last, and if such situation arises then we ensure that an escort is provided for their safety.



Presence

We operate in Kolkata, Mumbai, Pune, Bhubaneshwar, Delhi-NCR, Lucknow, Ludhiana, Jaipur and Ahmedabad with a fleet that includes both vendor-sourced and company leased vehicles.

Management Vision

At Voler Car Limited, our vision is to revolutionize Employee Transportation Services (ETS) by delivering unparalleled customer experiences, innovative solutions, and sustainable growth. We aim to be the preferred choice for ETS by prioritizing customer satisfaction, leveraging advanced technology, and fostering a culture of excellence. Our approach is a customer-centric focus. We strive for operational excellence, support employee empowerment, and build strategic partnerships to enhance our services. Our commitment to sustainable growth and expansion drives us to explore new markets and business models. By adhering to these principles, Voler Car Limited aims to lead the ETS industry with integrity, innovation, and a steadfast commitment to excellence.



Mr. Vikas Parasrampur
Whole Time Director

Journey



2010

Our Company was incorporated as a Private Company under the name and style of 'Jamuna Travels Private Limited'.



2010

Launched Employee Transportation and Car Rental Services in Kolkata, with Wipro as inaugural client.



2013

Expanded Employee Transportation and Car Rental Services in Hyderabad and Bangalore.



2014

Expanded our ETS and Car Rental Services to Chennai.



2015

Name of our Company was changed to 'Voler Car Private Limited'.

Introduced Self Drive Car Rental Services, with Delhi as the first city.



2016

Started providing Self Drive Car Rental Service in Bangalore and Chandigarh.

Started providing ETS, Car Rental and Self Drive Car Rental Services in Pune.

Started providing Employee Transportation Services in Bhubaneshwar.

Journey



2017

Started providing ETS and Car Rental service in Ahmedabad.



2018

Started providing Self Drive Car Rental Services in Mysore, Kolkata and Jaipur.



2019

Started providing ETS and Car Rental services in Mumbai.

Ceased its Self Drive Car Rental Services in all the cities where it was operational.

Ceased its ETS and Car Rental Service Operations in Chennai.



2022

Company ceased its ETS and Car Rental Service Operations in Hyderabad and Bangalore.



2024

Started providing ETS and Car Rental Services in Delhi NCR.

The Company got converted and its status changed to Public Limited Company.



2025

Started providing ETS in Jaipur, Lucknow and Ludhiana.

Services

EMPLOYEE TRANSPORTATION SERVICE

We are providing only Employee Transportation Services in India mainly in Kolkata, Mumbai, Pune, Bhubaneswar, Delhi-NCR, Lucknow, Ludhiana, Jaipur and Ahmedabad.



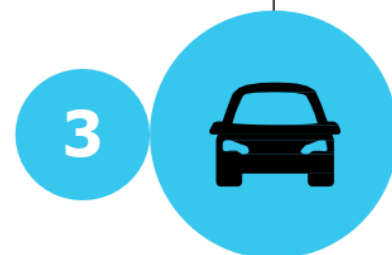
24x7 Customer Support

Call us anytime



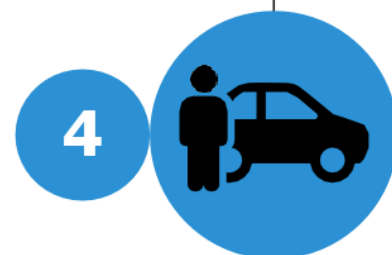
Dedicated Location Teams

#1 Site, #1 Dedicated Team



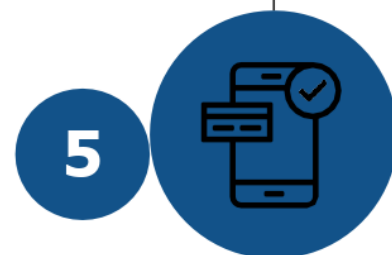
Verified Fleet

We Care for Your Safety



Verified Chauffers-Driver Partners

Well Trained and Professional



Technology Driven

Seamless and Maximum Optimisation of Fleet

Business Model



FLEET - DRIVER MANAGEMENT

- Drivers list their cars on our platform after passing +50 quality check like fleet age, drivers' medical check, etc.
- **Drivers get expected price/km irrespective of number of employees in the car.**
- All fleet maintenance costs are beared by drivers including insurance, fuel, etc.
- Fleets are ready at any point of time.
- Drivers get better rates than B2C model.

Fleet Inventory



B2B CAB SERVICE

- We are the bridge between car drivers/vendors and employees for the commute.
- We get details from the client regarding number of employees to be commuted, location, time, and others.
- **We pool cabs by strategically placing employees so that no seats go empty with maximising revenues.**
- **We optimise end-to-end employee mobility.**

Voler Cars



CUSTOMER - EMPLOYEE MANAGEMENT

- **We charge clients on CPBE Model (Cost Per Boarded Employee) where per employee per seat rates are charged.**
- Charges are basis actual number of days travelled rather than monthly charges.
- We maintain SLA (Service Level Agreement) where we ensure timely pick up and drop off.
- Contract life is ~4-5 years.

Customers

Our Fleet

Leased Vehicles

4 EV Cars



Fleet Range

We offer a diverse fleet of vehicles, including electric and non-electric cars, buses, and tempo travellers

Vendor Vehicles

2,510 Vendor Vehicles



Sustainability

We also offer hybrid vehicles and electric vehicles curbing our carbon footprints and offering eco-friendly options to our customers.





BUSINESS HIGHLIGHTS

OPERATIONAL CHECK

a

Client uploads the employee travel database

b

Basis the travel movements, cabs are called to the site (for Drops) or sent directly to employee locations (for pickups) at relative time slots

c

Cab movements are constantly tracked from the control room through GPS

d

Ground staff handles the execution and supervisors/managers constantly monitor the ops to maintain service levels (on time arrivals/departures)

e

Reports are generated daily/weekly/monthly to keep track of KPIs (key performance indicators) and support in billing modules.

f

Client shares the MIS fortnightly/monthly basis which is checked by Internal MIS/accounts team. The reports are validated with reports shared by Ops team and further appraised for billing

g

This process is repeated day in/out with improvisations wherever needed

Cab Sourcing Model

Cab sourcing is done either on package/trip model or km model. Sourcing model varies basis best commercial fit.

CAB INDUCTION AND LISTING	ASSURANCE FOR CAB OWNERS	CAB DETAILS ON CLIENT PLATFORM	NO LISTING FEE FOR DRIVERS	DRIVER INCURRED COSTS
Cab induction and listing on the platform are handled by the Voler team after sourcing cabs and drivers for a specific client contract.	Cab owners seek long-term associations, business stability, and payment security, all of which are assured by Voler.	Listed cabs include essential details like cab registration (RC, Permit, Insurance, Pollution check, fitness certificate), driver information (License, medical certificate, Aadhar card), and GPS tracking details.	There is no specific fee for listing drivers on the client platform.	The only costs incurred by drivers include ensuring their car's compliance is up to date, the cost of obtaining a medical certificate, and acquiring a GPS device.

SEAMLESS OPERATIONS



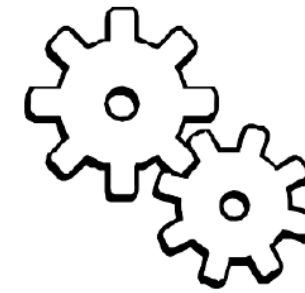
Teams

This comprises of executives, supervisors, MIS/accounts, managers, etc.



Cabs

These are aggregated from market considering procurement cost and quantum. It can be sedans, SUVs, tempo travellers, buses, electric vehicles (EVs).



Technology

We use GPS tracking devices to monitor clients' trips, further we use mail and SMS blasting services to keep employees updated with their trip details ahead of their trips.



Client Database

This oversees key operational aspects like pick-up/drop counts, routing, cab allocation, ensuring optimal occupancy, multiple time slots, and synchronizing with cab assignments for efficient employee transportation.

CLIENTELE

KEY INDUSTRIES



IT and ITES



Manufacturing



BFSI



Aviation



Hospitality



Real Estate and
Infrastructure



Telecom



Media &
Entertainment



Healthcare

KEY CLIENTS



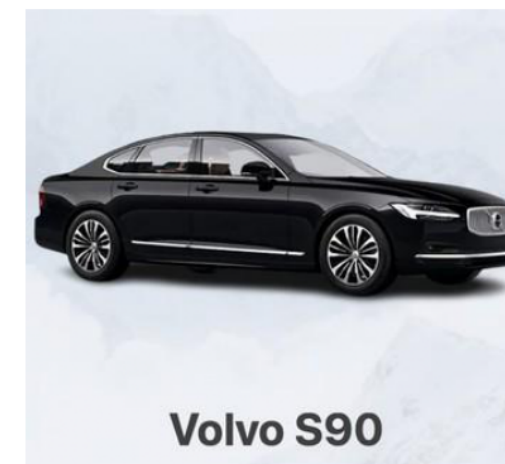
BOSCH



Vehicle Fleet

+2500 Fleet

- We maintain a fleet of vehicles ranging from economy cars to luxury sedans and SUVs. Customers can choose the type of vehicle that best suits their requirements and budget.
- Cab utilization is 70% for both EV and Non EV categories.



Booking at Voler

CORPORATE BOOKING

Corporates can engage with VOLER CAR Cabs by entering into an agreement. The booking process usually involves providing details such as the pickup location, drop-off location, date, time, and type of vehicle required.

VALUE ADDED SERVICES TO CORPORATES

Corporate bookings are routed through independent RFQ process where basis of our quality, prices and size the agreements are awarded. This RFQ (request for quote) is done via various clients' platforms and over mails (where platforms are not available).



Efficient Transportation Services



PICKUP AND DROP-OFF

On the scheduled date and time, the assigned driver arrives at the designated pickup location to pick up the Employees/Associates. The driver then transports the Employees/Associates to their desired destination. Similarly, for drop-offs, the driver ensures the Employees/Associates reaches their destination safely and on time.

PAYMENT OPTIONS

VOLER CAR Cabs usually offers online payment options for customers' convenience. The fare may be calculated based on factors such as distance travelled, duration of the trip and vehicle type.

ADDITIONAL SERVICES

Depending on the customer's requirements, VOLER CAR Cabs may offer additional services such as airport transfers, outstation trips, corporate travel solutions, and customized travel packages.

24x7 Customer Support

CUSTOMER SUPPORT

VOLER CAR Cabs typically provides customer support services to address any queries, issues, or assistance required by customers before, during, or after their journey. This may include a helpline number, online chat support, or email support.

SAFETY AND COMFORT

VOLER CAR Cabs prioritizes the safety and comfort of its customers by ensuring that vehicles are well-maintained, regularly serviced, and equipped with safety features such as GPS & panic button. Our vehicles are law compliant and drivers are well trained, experienced and adhere to traffic regulations and provide courteous service to passengers.

Overall, VOLER CAR Cabs operates with a focus on providing reliable, convenient, and comfortable transportation services to its customers, whether for local travel within cities or for outstation journeys.



INVESTMENT HIGHLIGHTS

ASSET LIGHT BUSINESS MODEL

NO FIXED COST

Only drivers are paid.
No cost associated
with fuel,
depreciation, etc

OPERATING LEVERAGE

New business directly
adds into bottomline
as an effect of no fixed
costs associated.

MARGIN INCREMENT

Operating leverage
with asset light
balance sheet
coupled with cash
generation will boost
margins.

NO DEFAULT

No payment default
by any of the clients
till date.

NO OWNED FLEET

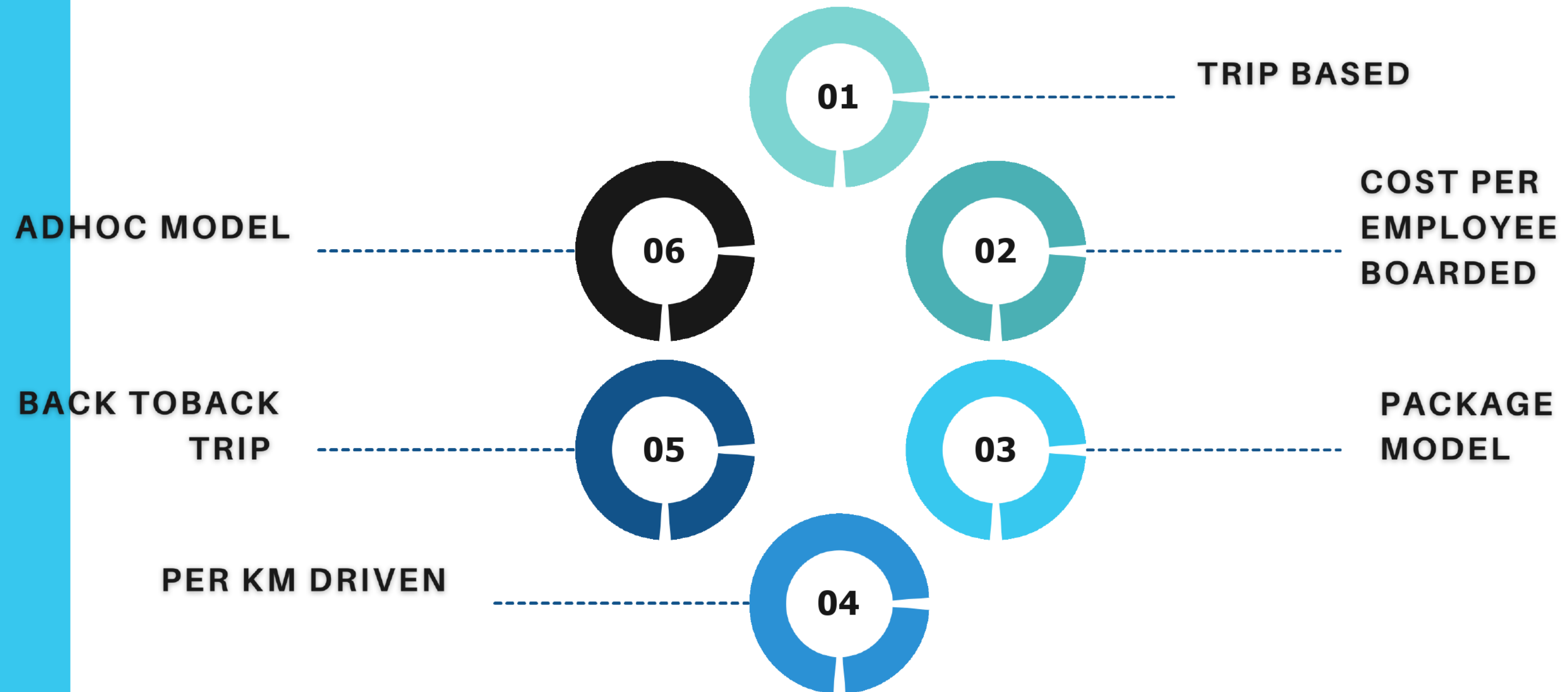
Drivers list themselves
and get their own
fleet.

LONG TERM CLIENT RELATIONSHIP



Flexible Pricing Model

We charge our clients via agreed pricing model



Optimising Operations



CAB OCCUPANCY

The routing (combining employees from a directional route in a single cab) takes care of cab occupancy.



EMPLOYEE ROUTING

Majorly the routing is done during pre-planning stage as it involves number of employees to be combined, routes to combine, distance parameters, time taken to reach office etc.



MAINTAINING TAT

TAT would be ideally 1 week to work on entire database and seek necessary approvals.

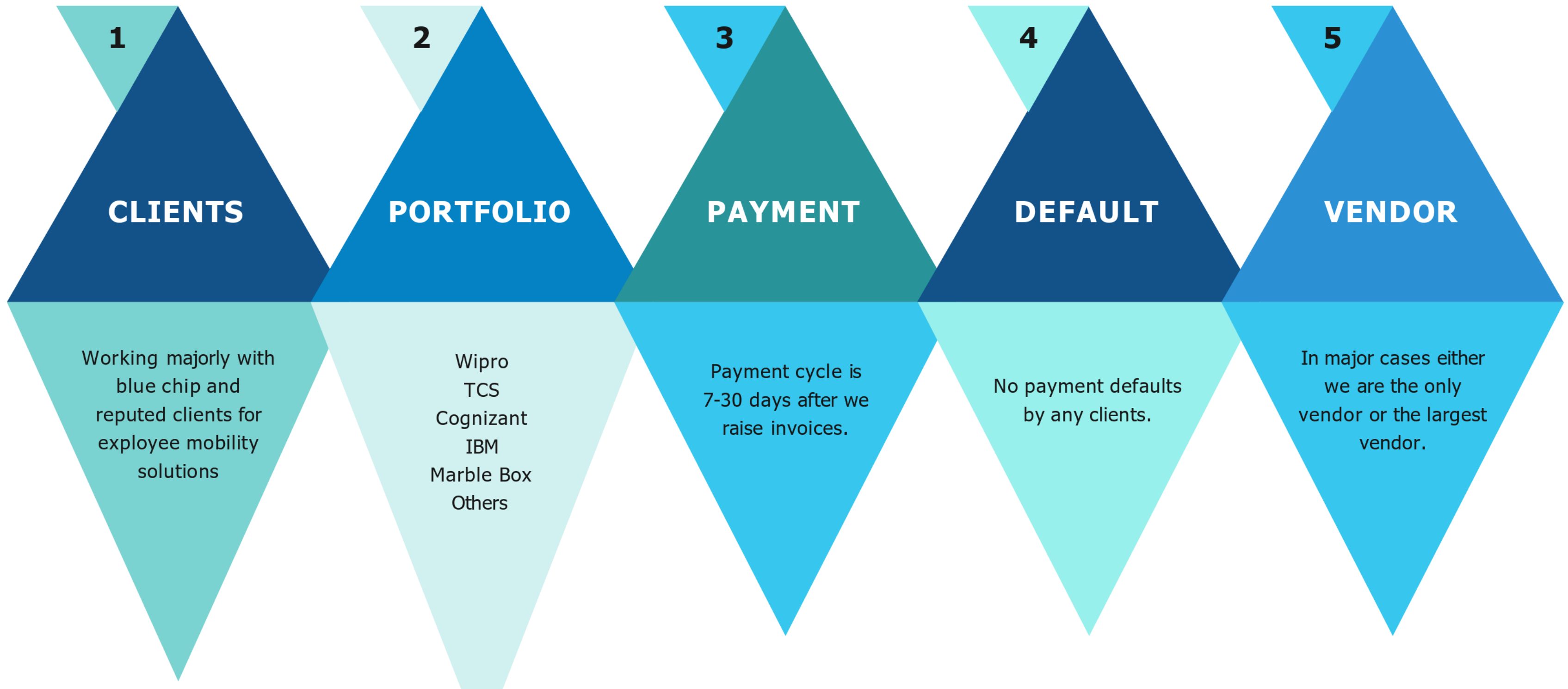


RE-ROUTING

Any changes in employee entry/exits are accommodated easily in the on-going operations. TAT for this activity is few minutes.

Effective way of routing employees in a cab to maximise revenues

Blue Chip Clients



EXPANDING IN NEW CITIES



EAST

Presence:
Kolkata &
Bhubaneswar



WEST

Presence:
Mumbai
Pune
Ahmedabad



NORTH

Presence:
Delhi NCR
Lucknow
Ludhiana
Jaipur

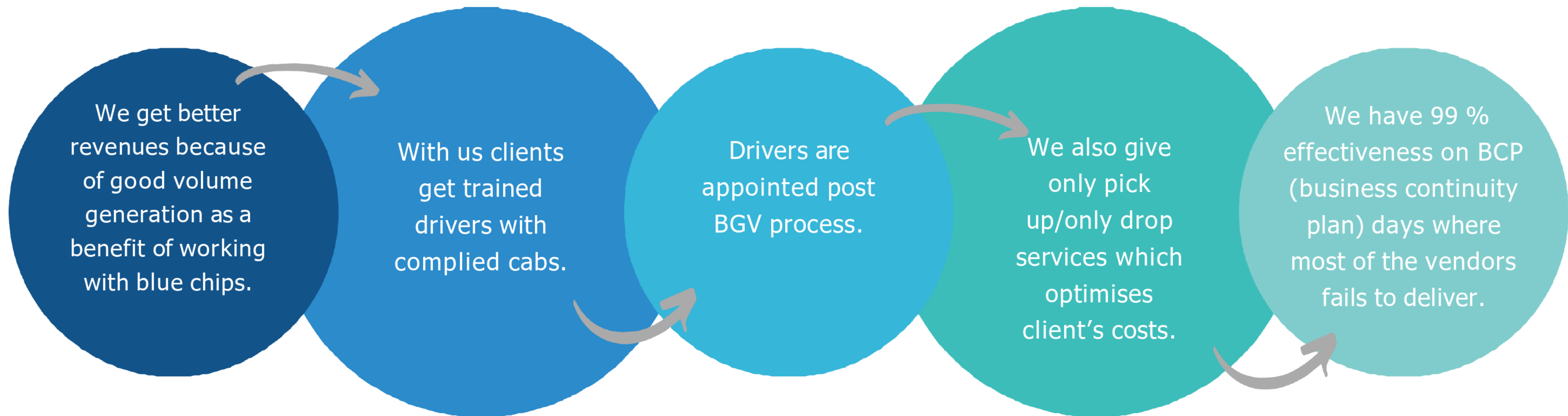


SOUTH

No Presence

Expansion planned in Bangalore, Hyderabad, Chennai, Surat and Chandigarh.

CAB VOLUME GENERATION



B2B - Dynamic Advantages over B2C

CUSTOMER CERTAINTY

B2C has no new customer certainty after drop-off at a specific location

DRIVER STICKINESS

Drivers get better rates coupled with customer certainty

CAB UTILIZATION

Maximum revenue generation with better vehicle utilisation



PREDICTABILITY

Number of Customers, trips, kilometres, revenues, fuel usage can be predicted

LESS PRICE SENSITIVE

Corporate segment is less price sensitive than B2C Segment

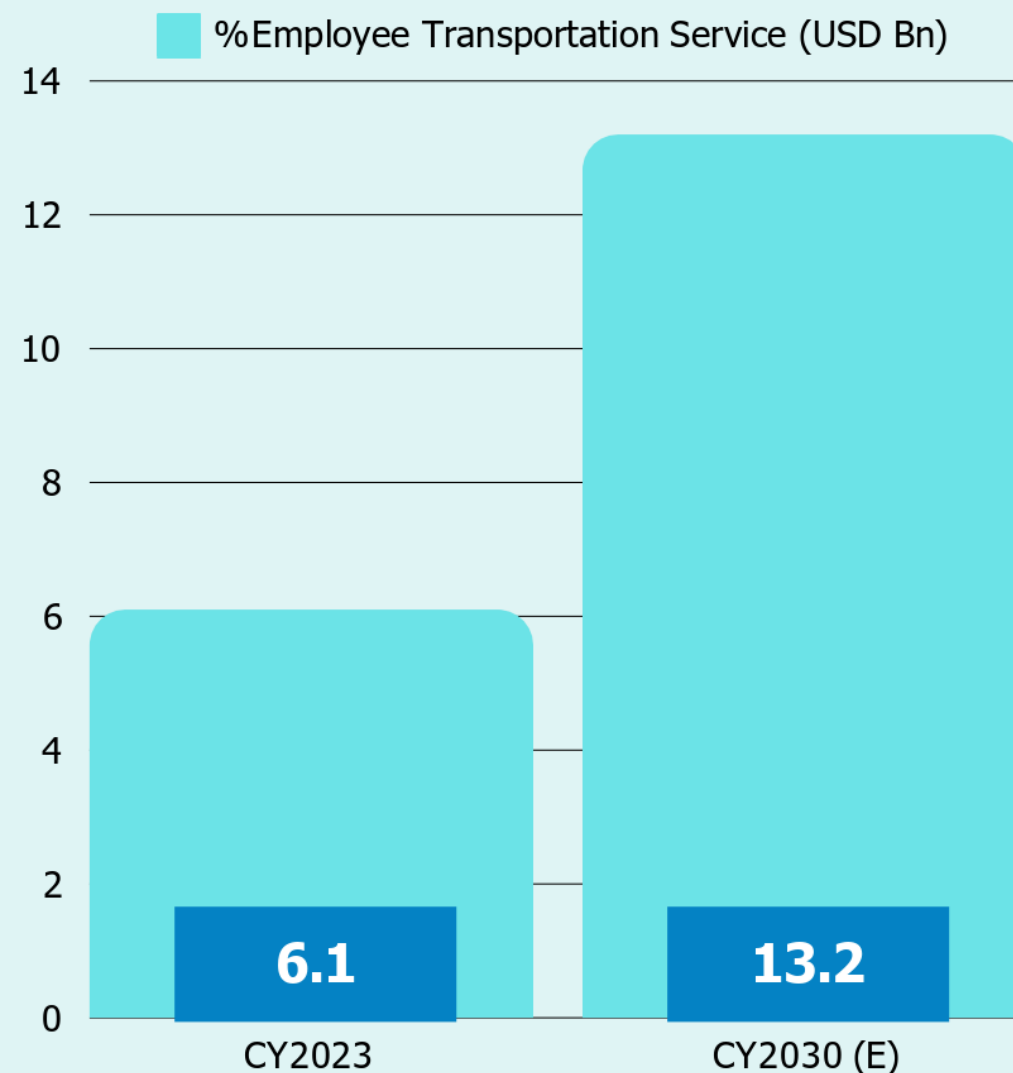
FLEET AVAILABILITY

Fleet can be arranged in most of the uncertain times due to driver stickiness

INDUSTRY BOOM

The employee transportation service market, is estimated to have generated a revenue of ₹503.5 billion (\$6.1 billion) as of CY2023, and it exhibits steady expansion growing in line with development of corporates such as IT, Global Capability Centers (GCC) segments etc.

It is expected to grow at a CAGR of 11.8% to reach ₹1097.6 billion (\$13.2 billion) revenue in CY2030. This aligns with India's growing economy, the rise of the organized sector, and increasing employee expectations for convenient commutes.



By CY2028, India's Tier 2 & 3 cities are projected to host 57% of the urban workforce. Although Tier 1 cities currently contribute significantly, mobility providers are aiming to capitalise on smaller cities as additional revenue sources.

The ETS market caters primarily to corporates, particularly in tier-1 cities, with pricing models varying based on vehicle type, route distance, and service customization. Common models include per-employee, per-trip, and fixed monthly charges.

KEY STRATEGIES



Geographical Expansion

We aim to expand into Tier-I cities like Chennai, Bangalore, and Hyderabad, and Tier-II cities like Chandigarh, and Surat, while strengthening our presence in existing locations such as Kolkata, Mumbai, Pune, Bhubaneswar, Delhi-NCR, Lucknow, Ludhiana, Jaipur and Ahmedabad.



Expanding Sales Team

We plan to acquire new clients, increase revenue from existing customers, and enter untapped markets. Enhanced operational presence and an expanded sales team will support these efforts.



Fleet Expansion

To meet growing demand and improve operational capacity, we will increase fleet size, ensuring flexibility, reliability, and efficiency across all locations.



Brand Building and Operational Excellence

We will focus on customer satisfaction, safety, and efficient services, supported by staff training, feedback mechanisms, and adoption of the latest industry practices to enhance the customer experience.

Management

MR. VIKAS PARASRAMPURIA

Whole-time Director

38 years old, is the Whole-Time Director and Promoter of our company. With over 13 years of experience in corporate and travel services, he plays a key role in our company's success. He has a Master's degree in Business Administration from ICFAI University, Dehradun, and a Bachelor's degree in Commerce from the University of Calcutta.

He is crucial in leading our management team with forward-thinking ideas and strategies. His expertise helps guide our daily operations and make important decisions, making him an essential part of our company's growth and success.

MR. PAWAN PARASRAMPURIA

Chairman and Managing Director

Aged 61, serves as the Chairman, Managing Director, and Promoter of our Company bringing over 14 years of expertise in the Corporate and Travel Service industry, along with 22 years of prior experience in real estate and logistics for the steel and energy sectors. He holds a Bachelor's degree in Commerce from St. Xavier's College, University of Calcutta. Mr. Pawan is renowned for his expertise in making informed financial decisions and providing strategic guidance to senior management. His ability to analyze operations, identify areas for improvement, and implement cost-saving measures significantly contributes to the company's operational excellence and sustained growth. He plays a pivotal role in overseeing overall management, day-to-day operations, and strategic decision-making.





FINANCIAL HIGHLIGHTS

INCOME STATEMENT

(₹ In Lakhs)

Particulars	Sep 30, 2024	Mar 31, 2024	Mar 31, 2023	Mar 31, 2022
Total Income	2,157.67	3,145.15	2,662.97	2,482.84
EXPENDITURE				
Direct operating expenses	1,572.82	2,162.39	1,873.16	1,735.66
Employee benefits expense	180.54	325.85	333.03	348.11
Finance costs	4.36	10.26	28.46	66.35
Depreciation & amortization expense	5.42	24.1	54.95	89.38
Other expenses	75.19	111.4	97.31	114.43
Exceptional items	15.99	41.04	-	-
Profit before tax	335.33	552.19	276.06	128.91
Total Tax Expenses	86.76	195.9	76.83	50.1
Profit after tax	248.57	356.29	199.23	78.81
EPS	3.05	4.71	2.63	1.04

BALANCE SHEET

(₹ In Lakhs)

Particulars	Sep 30, 2024	Mar 31, 2024	Mar 31, 2023	Mar 31, 2022
EQUITY AND LIABILITIES				
Shareholders' Funds				
a. Share Capital	814.35	14.83	14.83	14.83
b. Reserves and Surplus	278.46	306.4	-49.89	-249.12
Long Term Liabilities				
a. Long Term Borrowings	-	-	292.89	492.89
b. Other Long-Term Liabilities	15	21	25	28.5
c. Long Term Provisions	32.99	29.51	35.31	28.36
Current Liabilities				
a. Short Term Borrowings	38.75	118.85	87	62.02
b. Trade Payables	530.11	490.34	591.79	611.17
c. Other Current Liabilities	75.19	66.51	143.02	176.15
d. Short Term Provisions	48.2	51.35	49.98	48.09
TOTAL	1833.05	1098.79	1189.93	1212.89

BALANCE SHEET




(₹ In Lakhs)

Particulars	September 30, 2024	March 31, 2024	March 31, 2023	March 31, 2022
Non-Current Assets				
- Property, Plant & Equipment	29.89	31.03	33.46	34.08
- Intangible Assets	-	-	13.68	58.88
- Deferred Tax Assets (Net)	53.63	126.2	336.28	413.1
- Long-Term Loans & Advances	100.39	63.15	96.79	86.89
- Other Non-Current Assets	50.33	32.65	48.55	47.83
Current Assets				
a. Current Investments	-	-	-	19.89
b. Trade Receivables	372.58	369.28	237.61	168.83
c. Cash & Cash Equivalents	537.61	99.8	12.24	24.34
d. Short-Term Loan & Advances	209.19	140.96	183.59	236.04
e. Other Current Assets	479.43	183.42	227.74	123.01
TOTAL	1833.05	1098.79	1189.93	1212.89




Service Contract Updates



Motherson Air Travel Agencies Limited (Bihar Region)

-  Estimated **monthly revenue: ₹3 crore+**.
-  Minimum deployment of **500 vehicles**, with scope for further scalability.
-  Strengthening presence in the Bihar region and expanding service reach.

Teleperformance Global Business Private Limited (Noida Region)

-  Estimated **monthly revenue: ₹3.25 lakh+**.
-  Future scalability based on operational performance and business needs.
-  Reinforcing our partnership with leading corporate clients.

Expansion into Southern India

Teleperformance Global Business Private Limited (Bangalore Region)

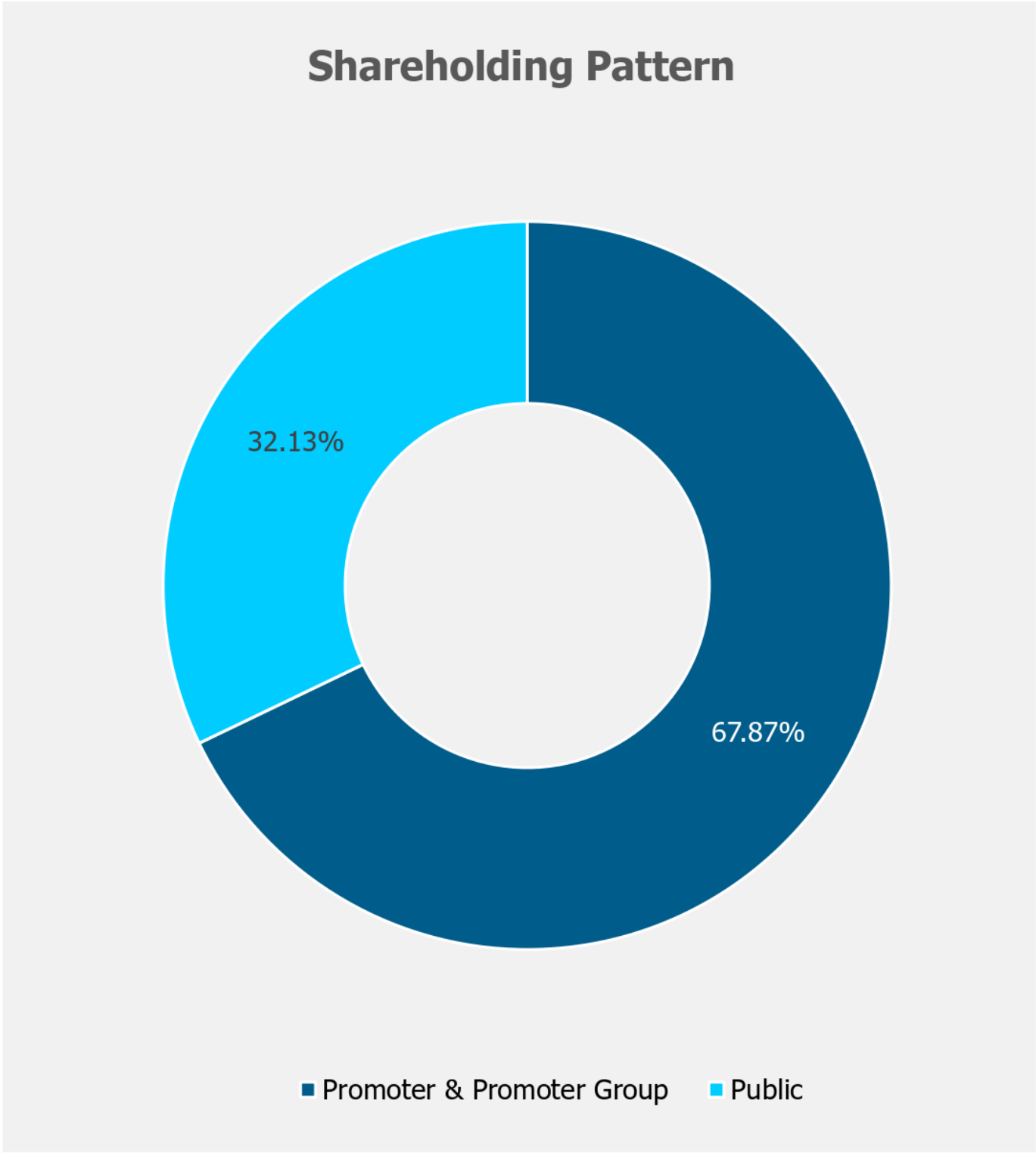
First-time entry into **Southern India**, marking a key milestone.

Expanding service network to cater to corporate clients in Bangalore.

Strengthening Voler Car's national presence in the employee transportation sector.

STOCK DATA

NSE CODE: VolerCar ISIN: INE241X01014	
Share Price (₹)	90.40
Market Capitalization (₹ Cr)	100.74
No. of Shares	1,11,43,527
Face Value (₹)	10.00
52 week High-Low (₹)	93.90 - 77.40



Connect With Us!



Company	Investor Relations Advisors
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