

## About Company

NTL India Private Limited, incorporated in 2005 and based in Tamil Nadu, is a prominent transport solution provider in India. The company offers a wide range of transport services to various industries, including IT and non-IT BPOs, factories, hospitals, pharmaceuticals, oil companies, telecommunication firms, construction companies, media organizations, logistics providers, auditing firms, banks, and management institutions. Operating in major cities such as Chennai, Gurgaon, Mumbai, Bangalore, Hyderabad, and Kolkata.

## Business Vertical

<p><b>Employee Transportation Management (ETM )</b></p>	<p><b>Laptop Movement Service</b></p>	<p><b>Rent A Cab ( RAC )</b></p>
<p>Comprehensive management of the clients employee movement through Fleets (SUV's, Tempos and Buses)</p>	<p>Delivering the Laptops/Assets to the Client Employees across India</p>	<p>Providing the Option of the Clients Employees to Rent the vehicle for Short durations/Time</p>

## Key Highlights

- **Resilience:** NTL India is one of the few Employee Transportation Management companies to have survived the challenges of COVID-19 and industry fluctuations, proving itself as a true survivor.
- **Marquee Customer Base:** Marquee customer list with the likes of CTS, Accenture, Amazon, IBM, Mobis, Paypal etc. Marquee clients such as Rane, Fredunberg, Trimex, Tata Projects, Flipkart, and others were added to NTL India's customer cohort.
- **Competition:** In a highly unorganized market with no direct competitors, NTL India benchmarks itself against competitors like ECO Mobility, ORIX India, Shree OSM, and Avis India.

## Investment Utilization

- Total Investment: INR 70 Crores, divided into two tranches.
- Tranche 1 (INR 20 Crores): INR 7 Crores as primary capital for the company. INR 13 Crores to purchase shares from existing promoters (specifically G Saravanan's shares). Tranche 2 (INR 50 Crores): Funds to be raised through an IPO and utilized for working capital.

## Key Facts

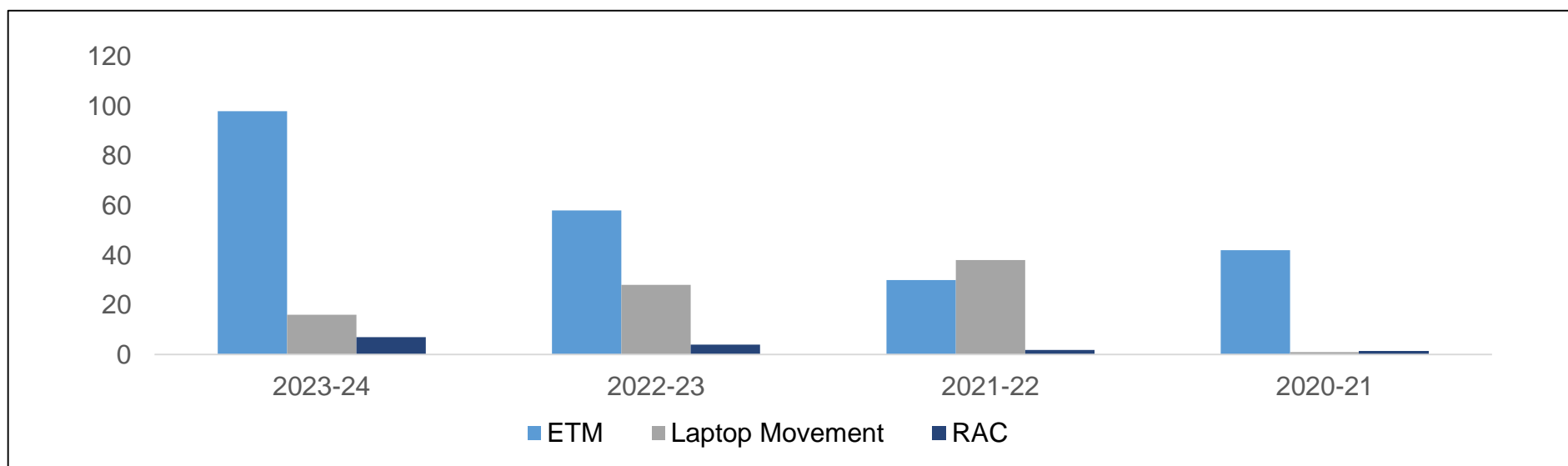
<b>7+</b> City presence in India	<b>1300+</b> Vehicle Fleet	<b>35%+</b> Growth Rate in the FY 23-24	<b>18%+</b> EBITDA in the FY 23-24
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## Financial Highlights

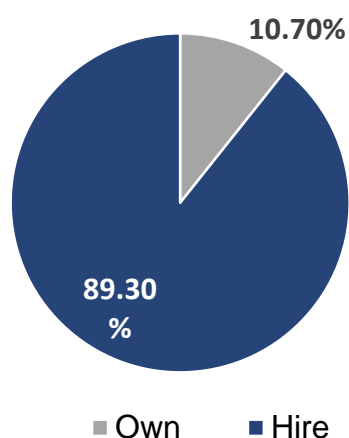
In ₹ Crore

P&L	FY23	FY24E	FY25E	FY26E	FY27E
Revenue	85.1	116.3	162.77	230.6	292.6
Total Expenditure	69.2	95.5	131.1	182.3	228.8
EBITDA	16	20.7	31.7	48.3	63.8
EBITDA Margin	19%	18%	19%	21%	22%
Depreciation	1.4	3.5	2.3	7.9	8.6
Interest	6.4	5.2	4.5	4.7	5.3
PBT	8.2	12	24.9	35.6	49.9
Tax	1.9	3.5	6.1	9.7	15.1
PAT	6.3	8.7	18.9	26	34.8
PAT Margin	7%	7%	12%	11%	12%

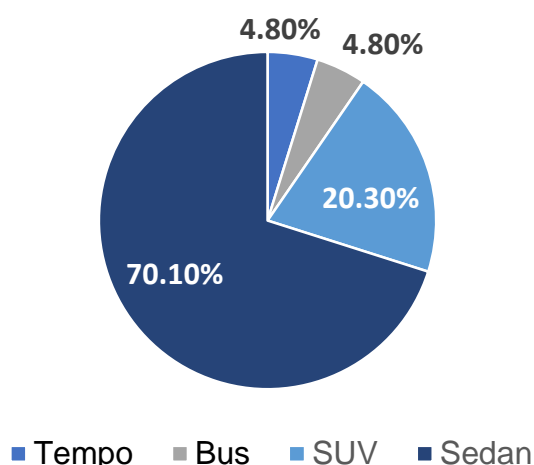
## Segment Wise Revenue



## Fleet Split as on 2024-25



## Fleet Break Up as on 2024-25



## Top 5 Clients by Longevity

