



## IPO Note

# Voler Car Limited

Recommendation: **AVOID!**

### Company Background -

- **Incorporation:** Voler Car Limited was originally incorporated as "Jamuna Travels Private Limited" on Jun 24, 2010. The registered office is located at Kolkata, West Bengal.
- **Business Activity:** The company is engaged in providing employee transportation services (ETS) to IT/ITeS, large corporates and MNCs clients with presence across various major cities in India.
- **Human Resource:** The company has 74 permanent employees as on Dec 31, 2024.

### Objects of the Issue -

- Funding working capital requirements of the company
- General Corporate Expenses
- IPO Issue Expense

### Promoters Name -

Vikas Parasrampur and Pawan Parasrampur

### Rationale for recommendation -

- ✓ The PE ratio is 20.17 times post issue annualized basis makes it slightly aggressively priced.
- ✓ The company's top line had seen a sudden increase in FY24 and the EBITDA has remained inconsistent over the years.
- ✓ The company had negative net worth in FY22 and FY23.
- ✓ The company has high concentration for customers and suppliers.
- ✓ The company has high concentration in Kolkata and Mumbai.
- ✓ The industry is highly fragmented and competitive.

### IPO Details

Opening Date	Feb 12, 2025
Closing Date	Feb 14, 2025
Allotment Date	Feb 17, 2025
Listing Date	Feb 19, 2025
Stock Exchange	NSE SME
Lot Size	1,600 Shares
Issue Price Per Share	₹85 to ₹90
Issue Size	27.00 Cr.
Fresh Issue	27.00 Cr.
Offer for Sale	-
Application Amt	₹ 1,44,000 (1,600 shares)

### INDUSTRY - Employee Transportation Service Avg. P/E ratio as per RHP - 15.48

KPI's	KPIs (In Lakhs)			
	FY 22	FY 23	FY 24	Sep-24
Revenue	2,372.51	2,396.07	3,089.71	2,149.79
EBITDA	174.31	92.57	531.11	337.23
Net Profit	78.81	199.23	356.29	248.57
RoCE	26.92%	11.82%	136.39%	16.42%*
ROE	-**	-**	110.91%	12.30%*
P/E	86.54	34.22	19.11	20.17*

\*Annualized  
\*\*Equity is -ve.

### Promoter Share Holding Pattern

Pre-Issue	Post-Issue
92.88%	67.87%

### Valuation Parameters

Particulars	Pre-Issue	Post Issue*
EPS	4.71	4.46
BVPS	216.60	36.27
P/E	19.11	20.17
P/BV	0.42	2.48
Mkt Cap (In Cr)	73.29	100.29

\*Annualized

### Lead Managers -

**GYR Capital Advisors Private Limited**

### Registrar -

**KFin Technologies Limited**

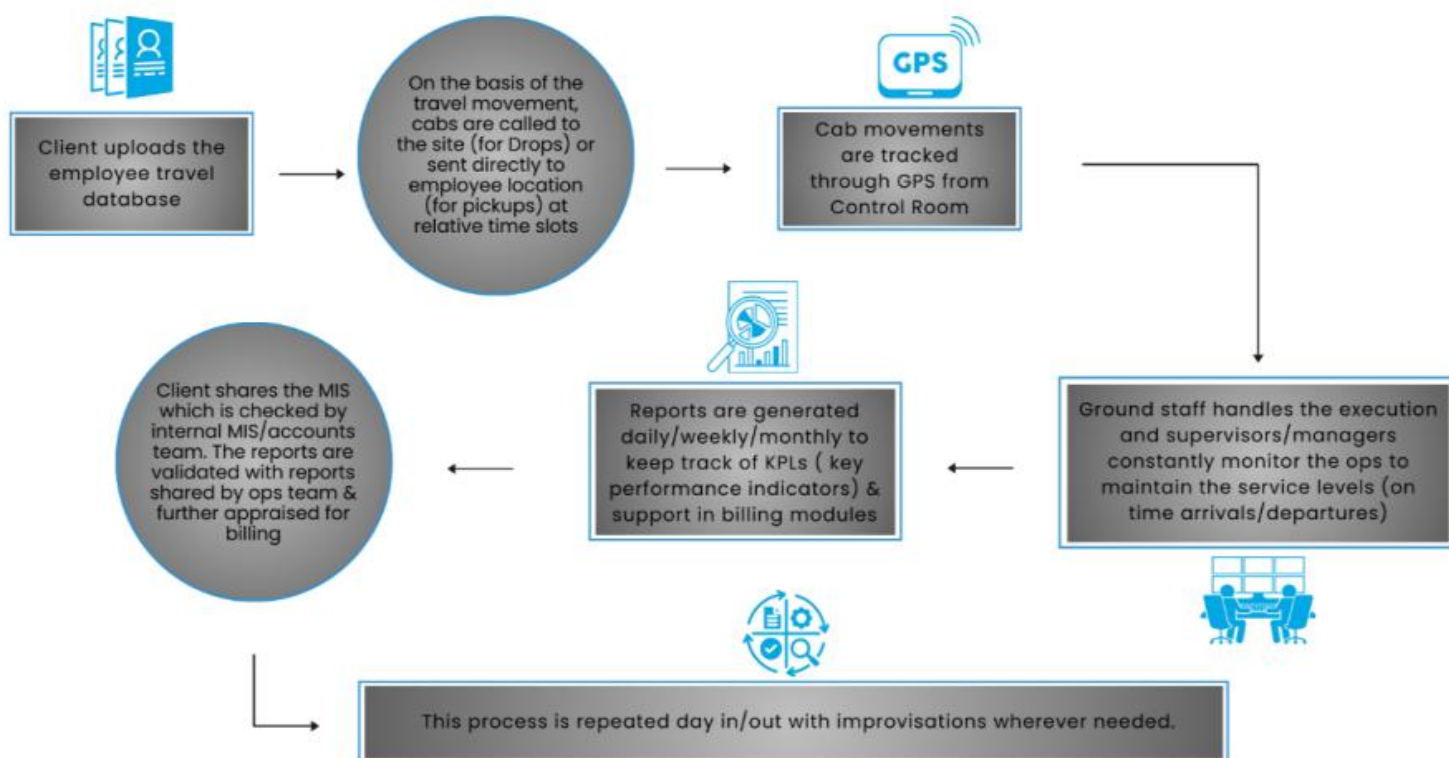
**Business Overview -**

Voler Car Limited is engaged in providing employee transportation services (ETS) to IT/ITeS, large corporates and MNCs clients with presence across various major cities in India. The ETS 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.

The company manages a pooled fleet of over 2,500 vehicles, including small cars, sedans, SUVs, electric vehicles, buses, and tempo travellers. In the FY2024-25 (up to Nov 30, 2024), the company has completed around 2,84,039 trips, with a daily average exceeding 1,183 trips. The company operates on an asset-light model and source vehicles from vendors. They operate in Kolkata, Mumbai, Pune, Bhubaneshwar, Delhi-NCR, Ahmedabad, Lucknow, Jaipur and Ludhiana with a fleet that includes both vendor-sourced and company leased vehicles.

They have integrated GPS tracking system that allows to easily manage client’s corporate travel requirements from a single integrated system. For this purpose, they have entered into an agreement with Loconav and Rocket Flyer.

**Service Process:**



**Revenue Bifurcation Geography-wise-**

(Amt in Lakhs)

Particulars	FY 2022		FY 2023		FY 2024		Sep-2024	
	Amt	%	Amt	%	Amt	%	Amt	%
Kolkata	1,434.03	60.44%	2,013.93	84.05%	2,653.66	85.89%	1,774.88	82.56%
Mumbai	932.18	39.29%	374.63	15.64%	424.42	13.74%	259.00	12.05%
Ahmedabad	6.30	0.27%	7.51	0.31%	6.32	0.20%	3.37	0.16%
Bhubaneshwar	-	-	-	-	5.31	0.172%	27.31	1.27%
Gurgaon	-	-	-	-	-	-	85.23	3.96%
<b>Total</b>	<b>2,372.51</b>	<b>100.00%</b>	<b>2,396.07</b>	<b>100.00%</b>	<b>3,089.71</b>	<b>100.00%</b>	<b>2,149.79</b>	<b>100.00%</b>

### Competition -

- 1. Market Competition:** The industry is competitive where the key factors of competition primarily comprise of service quality, timely service, fleet size, availability of specific vehicles and price.
- 2. Geographic Competition:** The company faces competition from small and large players in both organized and unorganized sector.
- 3. Barriers to entry:** Low barriers to entry.
- 4. Threat of Substitutes:** High threat of substitutes.
- 5. Bargaining Power of Buyers:** The bargaining power is high with the customers.
- 6. Bargaining Power of Suppliers:** The bargaining power is moderate with the suppliers.

### Business Strategies -

- The company plans to expand their presence in additional Tier-I (Chennai, Bangalore and Hyderabad) and Tier-II (Chandigarh and Surat) cities across India.
- The company intends to increase and grow their fleet size.
- The company intends to continue to train staff to be courteous, attentive and responsive to customer needs.

### Risk Factors -

The company is heavily dependent on top 10 customers for its revenue generation constituting 99.55%, 99.50%, 99.65% and 99.73% in FY22, FY23, FY24 and Sep-24.

The company is highly dependent on top 10 vendors/ suppliers for fleet requirement contributing to 66.50%, 63.83%, 74.55% and 67.47% IN FY22, FY23, FY24 and Sep-24 respectively.

The company is highly concentrated in 2 states (Kolkata and Mumbai) contributing 99.73%, 99.69%, 99.63% and 94.61% in FY22, FY23, FY24 and Sep-24 respectively.

The company has 19 cases against it for civil, tax and criminal matters amounting to Rs. 274.33 lakhs and has filed 1 case for civil matters amounting to Rs. 24.00 lakhs.

The promoters have 4 cases against it for criminal and civil matters amounting 41.16 lakhs.

The company has contingent liabilities of Rs. 136.35 lakhs as of Sep-24.

### PEER ANALYSIS -

Particulars	Voler Car Limited			Wise Travel India Limited			Shree OSFM E-Mobility Limited		
	FY 22	FY 23	FY 24	FY 22	FY 23	FY 24	FY 22	FY 23	FY 24
NP Margin	3.32%	8.31%	11.53%	4.19%	4.13%	5.61%	5.23%	3.53%	6.81%
EBITDA Margin	7.35%	3.86%	17.19%	8.07%	7.58%	11.22%	11.82%	10.00%	11.90%
RoCE	26.92%	11.82%	136.39%	17.63%	24.91%	21.05%	10.74%	20.82%	16.64%
ROE	-*	-*	110.91%	13.28%	25.41%	15.63%	9.27%	14.27%	15.26%
EPS (INR)	1.04	2.63	4.71	2.32	6.14	11.29	1.53	2.78	6.54
P/E	86.54	34.22	19.11	-	-	16.61	-	-	18.70

\*Total Equity is Negative.

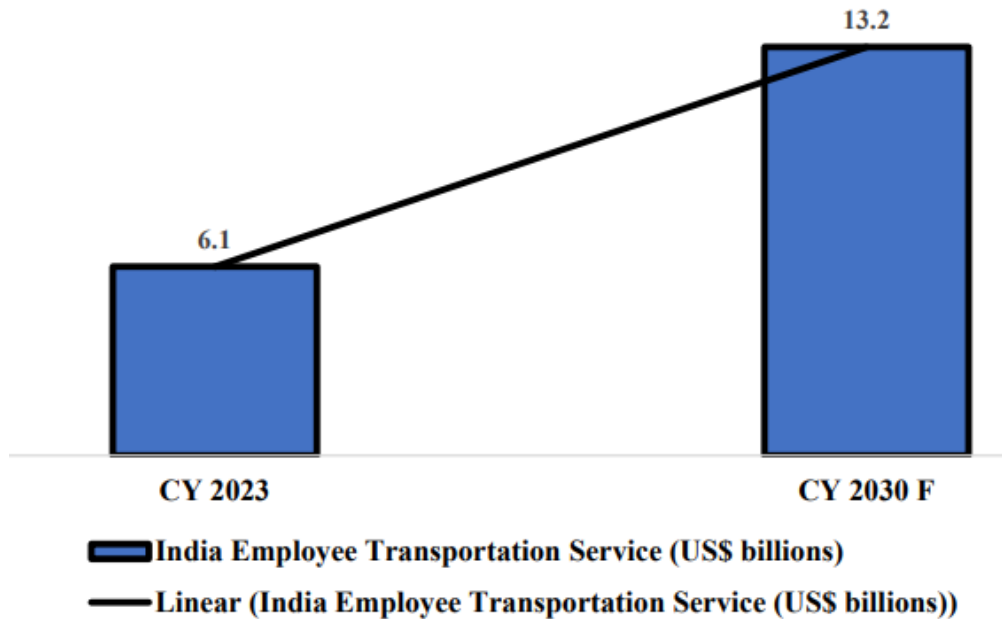
- The market cap of the company is less compared to its peers.
- The PE ratio of the company is more than its peers.
- The RoCE and RoE of the company is very high compared to its peers.

## INDUSTRY OVERVIEW -

### Indian Employee Transportation Service Market –

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.

### India Employee Transportation Service (US\$ billions)



(Source:RHP)

### Key Opportunities and Drivers –

- **Tier 2 & 3 City Expansion:** By CY2028, Tier 2 & 3 cities will host 57% of India's urban workforce. While Tier 1 cities dominate corporate mobility revenue, providers are tapping smaller cities for growth, driven by ITES expansion and rising business travel.
- **Global expansion:** Over the past decade, IT and ITES firms have expanded into the Philippines, South Africa, Romania, and the Middle East (notably in construction). This growth fuels corporate mobility demand, offering Indian firms with expertise a key opportunity to establish themselves quickly.
- **Huge expansion of GCCs in India:** GCCs in India are expanding rapidly, driven by a strong IT sector and cost-effective workforce. Their numbers are set to grow from 1,580 in 2023 to 2,400 by 2030. Government policies supporting R&D and innovation in IT, electronics, and EVs further boost this growth. Emerging GCC clusters in Tier 2 & 3 cities like Hosur and Nashik complement established hubs in Pune and Bengaluru, increasing demand for quality employee transport.
- **Improved roads boost ground travel:** Government investments, like the National Infrastructure Pipeline, enhance corporate mobility and increase road passenger traffic, shifting short trips from air to road transport.

**Key Management -**

<b>Key Management Persons Name - Age</b>	<b>Vikas Parasrampur</b> 38
<b>Designation and No. of years of experience</b>	Promoter and Whole-Time Director, 13+ years of experience in corporate and travel services
<b>Qualification</b>	Bachelor's degree in Commerce and Master's degree in Business Administration
<b>Other Directorships</b>	Shyamdhhan Traders Private Limited and VRMS Infrastructures LLP

<b>Key Management Persons Name - Age</b>	<b>Pawan Parasrampur</b> 61
<b>Designation and No. of years of experience</b>	Promoter, Chairman and Managing Director, 14+ years of experience in Corporate and Travel Service industry and 22 years of prior experience in real estate and logistics for the steel and energy sectors
<b>Qualification</b>	Bachelor's degree in Commerce
<b>Responsibility</b>	Responsible for overseeing overall management, day-to-day affairs, and strategic decision-making
<b>Other Directorships</b>	CPS Infratech Private Limited, Jamuna Infosol Private Limited etc.

- The overall management of the company is decent.
- The promoter and management have good experience in the industry.
- Sachin Punni, Shristi Garg and Pankaj Jhavar are Independent Directors of the Company. They also have vast experience and education in their respective fields.
- Ankit Toshniwal (CFO), aged 33 years, holds a B.Com degree and is a qualified CA. He has 9+ years of experience.
- Mustafa Rangwala (CS), aged 29 years, has 2 years of experience.

## FINANCIAL SNAPSHOT

## Statement of Profit and Loss

Amt in Lakhs.

Particulars	FY 22	FY 23	FY 24	Sep-24
Revenue from Operations	2,372.51	2,396.07	3,089.71	2,149.79
Other Income	110.33	266.90	55.44	7.88
<b>Total Income</b>	<b>2,482.84</b>	<b>2,662.97</b>	<b>3,145.15</b>	<b>2,157.67</b>
<b>Expenses</b>				
Direct Expenses	1,735.66	1,873.16	2,162.39	1,572.82
Employee Benefit Expenses	348.11	333.03	325.85	180.54
Finance Cost	66.35	28.46	10.26	4.36
Depreciation and Amortization Expense	89.38	54.95	24.10	5.42
Other expenses	114.43	97.31	111.40	75.19
<b>Total Expenses</b>	<b>2,353.93</b>	<b>2,386.91</b>	<b>2,634.00</b>	<b>1,838.33</b>
<b>EBITDA</b>	<b>174.31</b>	<b>92.57</b>	<b>531.11</b>	<b>337.23</b>
<b>EBITDA Margin</b>	<b>7.35%</b>	<b>3.86%</b>	<b>17.19%</b>	<b>15.69%</b>
<b>Profit/(Loss) before exceptional items &amp; tax</b>	<b>128.91</b>	<b>276.06</b>	<b>511.15</b>	<b>319.34</b>
Exceptional Items	-	-	41.04	15.99
<b>Profit/(Loss) before tax</b>	<b>128.91</b>	<b>276.06</b>	<b>552.19</b>	<b>335.33</b>
<b>Tax Expense</b>				
Deferred Tax	50.10	76.83	195.90	86.76
<b>Total Tax</b>	<b>50.10</b>	<b>76.83</b>	<b>195.90</b>	<b>86.76</b>
<b>Profit/(Loss) for the year</b>	<b>78.81</b>	<b>199.23</b>	<b>356.29</b>	<b>248.57</b>
<b>Net Profit Margin</b>	<b>3.32%</b>	<b>8.31%</b>	<b>11.53%</b>	<b>11.56%</b>

## Statement of Assets and Liabilities

Amt in Lakhs.

Particulars	FY 22	FY 23	FY 24	Sep-24
<b>EQUITY AND LIABILITIES</b>				
<b>1. Shareholders' funds</b>				
Share Capital	14.83	14.83	14.83	814.35
Reserves and surplus	-249.12	-49.89	306.40	278.46
<b>Total Equity</b>	<b>-234.29</b>	<b>-35.06</b>	<b>321.23</b>	<b>1,092.81</b>
<b>NON-CURRENT LIABILITIES</b>				
Long-term borrowings	492.89	292.89	-	-
Other Long Term Liabilities	28.50	25.00	21.00	15.00
Long-Term Provisions	28.36	35.31	29.51	32.99
<b>Total Non-current liabilities</b>	<b>549.75</b>	<b>353.20</b>	<b>50.51</b>	<b>47.99</b>
<b>CURRENT LIABILITIES</b>				
Short-term Borrowings	62.02	87.00	118.85	38.75
Trade Payables				
(i) Total outstanding dues of MSME	67.31	56.53	47.19	55.35
(ii) Total outstanding dues of creditors other than MSME	543.86	535.26	443.15	474.76
Other Current Liabilities	176.15	143.02	66.51	75.19
Short-term provisions	48.09	49.98	51.35	48.20
<b>Total Current liabilities</b>	<b>897.43</b>	<b>871.79</b>	<b>727.05</b>	<b>692.25</b>
<b>Total Liabilities</b>	<b>1,447.18</b>	<b>1,224.99</b>	<b>777.56</b>	<b>740.24</b>
<b>Total Equity and Liabilities</b>	<b>1,212.89</b>	<b>1,189.93</b>	<b>1,098.79</b>	<b>1,833.05</b>
<b>ASSETS</b>				
<b>NON-CURRENT ASSETS</b>				
Property, Plant and Equipment	34.08	33.46	31.03	29.89
Intangible Assets	58.88	13.68	-	-



Particulars	FY 22	FY 23	FY 24	Sep-24
Long-Term Loans and Advances	86.89	96.79	63.15	100.39
Deferred tax assets (net)	413.10	336.28	140.38	53.63
Other Non- current Assets	47.83	48.55	32.65	50.33
<b>Total Non-Current assets</b>	<b>640.78</b>	<b>528.76</b>	<b>267.21</b>	<b>234.24</b>
<b>CURRENT ASSETS</b>				
Current Investments	19.89	-	-	-
Trade Receivables	168.83	237.61	369.74	372.58
Cash & Cash equivalents	24.34	12.24	99.80	537.61
Short term loans and advances	236.04	183.58	178.62	209.19
Other Current Assets	123.01	227.74	183.42	479.43
<b>Total Current assets</b>	<b>572.11</b>	<b>661.17</b>	<b>831.58</b>	<b>1,598.81</b>
<b>Total Assets</b>	<b>1,212.89</b>	<b>1,189.93</b>	<b>1,098.79</b>	<b>1,833.05</b>

**Cash Flow Statement**

Amt in Lakhs.

Particulars	FY 22	FY 23	FY 24	Sep-24
Net Cash Flow from Operating Activities	378.02	203.16	303.01	6.37
Net Cash Flow from Investing Activities	-17.70	-8.11	1.27	-9.20
Net Cash Flow from Financing Activities	-355.11	-207.15	-233.99	457.91

**Key Ratios**

Per Share Data	FY 22	FY 23	FY 24	FY 25*	Valuation Ratios (x)	FY 22	FY 23	FY 24	FY 25*
Diluted EPS	1.04	2.63	4.71	4.46	EV/EBITDA	1.70	3.59	0.64	0.06
BV per share	-157.98	-23.64	216.60	36.27	Market Cap / Sales	0.06	0.06	0.04	2.33
<b>Operating Ratios</b>					P/E	86.54	34.22	19.11	20.17
EBITDA Margins	7.35%	3.86%	17.19%	15.69%	Price to Book Value	-0.57	-3.81	0.42	2.48
PAT Margins	3.32%	8.31%	11.53%	11.56%	<b>Solvency Ratios</b>				
Inventory days	-	-	-	-	Debt / Equity	-**	-**	0.37	0.01
Debtor days	26.04	36.29	43.80	34.46	Current Ratio	0.64	0.76	1.14	1.14
Creditor days	-	-	-	-	Quick Ratio	0.64	0.76	1.14	1.14
<b>Return Ratios</b>					Asset Turnover	1.96	2.01	2.81	3.91
RoCE	26.92%	11.82%	136.39%	16.42%	Interest Coverage Ratio	1.28	1.32	49.42	76.10
RoE	-**	-**	110.91%	12.30%					

\*Annualized

\*\*Total Equity is negative.

**INTERPRETATION –**

- The top line has increased over the years. It increased by 0.99% in FY23. The low percentage growth was due to slight improvements in ongoing contracts with existing clients. There were no major new business acquisitions during this period. It increased by 28.95% in FY24 which was due to addition of new clients from the BPO/KPO sector and WFO was mandated.
- The net profit had also increased over the years. It increased by 152.80% in FY2023 and by 78.83% in FY24. The sudden increase in FY24 was due to decrease in cost of materials consumed.
- The EBITDA margin saw a dip in FY23 which was due to increase in other income and PAT margin has increased over the years.
- The RoCE and RoE has been fluctuating over the years.

**LEAD MANAGER TRACK RECORD –**

The lead manager to the issue is **GYR Capital Advisors Private Limited**.

A table has been set below highlighting the details of the IPO of the last companies handled by the Lead Manager in recent times –

**GYR Capital Advisors Private Limited –**

Sr. No.	Company Name	Issue Size in Cr.	Issue Price/Share (In INR)	Listing Date	CMP* (INR)
1.	Chamunda Electricals Limited	14.60	50.00	Feb 11, 2025	66.50
2.	CapitalNumbers Infotech Limited	169.37	263.00	Jan 27, 2025	211.15
3.	Delta Autocorp Limited	54.60	130.00	Jan 14, 2025	104.15
4.	NACDAC Infrastructure Limited	10.01	35.00	Dec 24, 2024	61.55
5.	Emerald Tyre Manufacturers Limited	49.26	95.00	Dec 12, 2024	140.15
6.	Rajputana Biodiesel Limited	24.70	130.00	Dec 03, 2024	260.00
7.	Freshara Agro Exports Limited	75.39	116.00	Oct 24, 2024	173.90
8.	Lakshya Powertech Limited	49.91	180.00	Oct 23, 2024	248.25
9.	Afcom Holdings Limited	73.83	108.00	Aug 09, 2023	730.15
10.	Sathlokhar Synergys E&C Global Limited	92.93	140.00	Aug 06, 2019	442.75

The company has handled 35 mandates in the last three years (including current year).

\*CMP for the above-mentioned companies is taken as of 11<sup>th</sup> Feb 2025.

As per the offer document, all the above-mentioned mandates CapitalNumbers Infotech has opened at discount and remaining all have opened at a premium on the listing day.



## Recommendation -

Voler Car Limited has been in the industry since 2010 and has good experience in the industry.

The P/E on a post-IPO annualized basis is around 20.17 times which makes it slightly aggressively priced.

The company's management is decent; however, incorporating more experienced professionals in relevant fields could enhance decision-making and drive future growth.

The company's top line has increased over the years and saw a sudden increase in FY24. The EBITDA and EBITDA margin have remained inconsistent over the years and saw a dip in FY23. The company had negative net worth for FY22 and FY23. Overall, the financials of the company looks slightly unsustainable.

The company has high concentration of suppliers and customers and loss of any can have an adverse impact in their business operations. Also, they have geographic concentration in Kolkata and Mumbai.

Overall, the company is competing in a fragmented industry and there are many small and local players in this industry. Also, the company does not have any unique strategies to expand their geographic presence.

Thus, investors can **AVOID** this IPO for now.

### Disclaimer

We are not registered research analysts with SEBI and are not subject to the regulations governing research analysts. This research report is for educational purposes only and should not be construed as investment advice. The information contained in this report is based on publicly available information and is believed to be reliable, but no representation or warranty, express or implied, is made as to its accuracy or completeness. Also, some of the employees of our organization may have or may in the future hold investments in the company that is the subject of this research report. This may create a conflict of interest, and you should be aware of this when considering the information contained in this report. You should consult with your financial advisor before making any investment decisions.

The analysis and recommendations are based on the current market and company-specific scenario, along with the data available in the prospectus. Market and company-specific conditions may change after the company's listing, potentially impacting its performance and outlook. We will not be providing any follow-up reports or updates on this analysis post-listing.

### OUR WEBSITE:

[www.tiareconsilium.com](http://www.tiareconsilium.com)

### OUR APP AVAILABLE ON:



### CONNECT WITH US ON :

