



IPO DETAILS

#IPOology

ECOS (INDIA) MOBILITY & HOSPITALITY LIMITED



 **ISSUE OPEN**

28th August, 2024

 **ISSUE CLOSE**

30th August, 2024

Min. Lot Size

44 shares

Issue Price Band

₹318 - ₹334

Issue Size

Fresh Issue:
NIL Eq shares
(₹ 0.00Cr)

OFS:
1.80 Cr Eq shares
(₹601.20 Cr)

Face Value

₹2

Industry

Travel Services

Listing at

NSE, BSE

RATING

Subscribe

OPEN ACCOUNT

APPLY NOW

Marwadi Shares and Finance Limited

Corporate Office: Marwadi Financial Plaza, Nana Mava Main Road, Off 150ft Ring Road, Rajkot - 360001, Gujarat.

Registered Office: X-Change Plaza, Office No. 1201 to 1205, 12th Floor, Building No. - 53E, Zone - 5, Road 5E, Gift City, Gandhinagar - 382355, Gujarat.
0281 7174 100/0281 6192 100 **CIN of MSFL:** U65910GJ1992PLC017544

SEBI Reg. No. of MSFL for NSE, BSE, MCX, NCDEX: INZ000174730 | Membership No.: NSE:08760, BSE:0910, MCX:56410, NCDEX:1280 | SEBI Regn.No. of DP: IN-DP-476-2020 (NSDL DPID:IN300974) (CDSL DPID:12035100) | Research Analyst: INH 000002186 AMFI: ARN-42506 | PFRDA: POP07082018

Disclaimer: 'Investment in securities market are subject to market risks, read all the related documents carefully before investing'.

For Facts & Figures



ECOS (INDIA) MOBILITY & HOSPITALITY LIMITED

Rationale

Considering the FY24 EPS of Rs 10.42 on a post issue basis, the company is going to list at a P/E of 32.05x with a market cap of Rs 2,004 Cr, whereas its peers namely Wise Travel India Ltd, and Shree OSFM EMobility Ltd are trading at P/E of 28.0x, and 34.6x respectively.

We assign "Subscribe" rating to this IPO as the company is India's largest chauffeur driven mobility provider and has long-standing customer relationships. Also, it is available at reasonable valuation as compared to its peers.

Objectives of the issue

Achieve the benefits of listing the Equity Shares on the Stock Exchanges

Carry out the Offer for Sale of up to 18,000,000 Equity Shares by the Selling Shareholders.

Company Overview

ECOS (India) Mobility & Hospitality Limited is a chauffeur driven car rental service provider in India. The company's primary business is to provide chauffeured car rentals ("CCR") and employee transportation services ("ETS").

The company also provides cars of self-drive basis in the cities of Delhi, Gurugram, Mumbai, Bengaluru and outside India through Vendors.

In FY 2024, employee transportation services ("ETS") contributed to 54.71%, chauffeured car rentals ("CCR") contributed to 43.29% and other segments contributed to 2% of revenue from operations.

As of March 31, 2024, Company has a pan-India presence in 109 cities through their own vehicles and vendors, spread across 21 states and 4 union territories in India.

The company also address the global car rental requirements of their corporate customers, through their global network of vendors with capability of providing CCR services in over 30 countries.

In FY 2024, through CCR and ETS segments, company has completed more than 3,100,000 trips averaging at more than 8,400 trips in a day.

The Company operates a fleet of more than 12,000 economy to luxury cars, mini vans and luxury coaches. They also provide specialty vehicles such as luggage vans, limousines, vintage cars and vehicles for accessible transportation for people with disabilities.



Top CCR & ETS Service Provider for Fortune 500 Firms in FY 2024

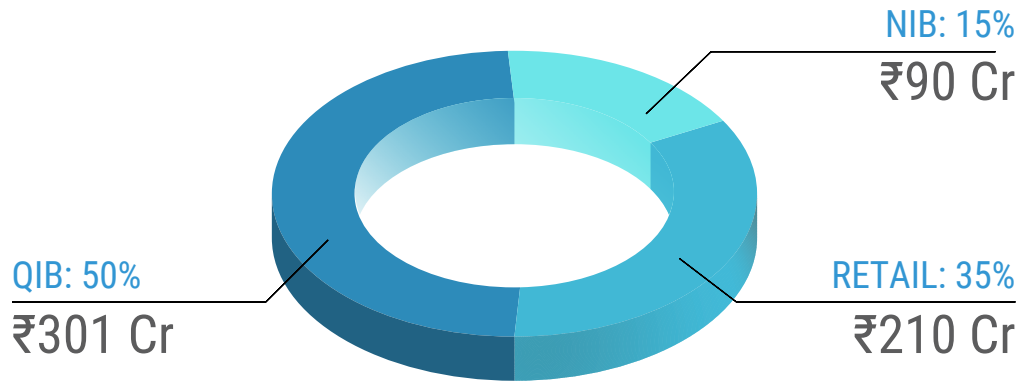
In FY 2024, the company has served the CCR and ETS requirements of over 1,100 organizations including fortune 500 companies like Indigo, HCL, Deloitte, IndusInd Bank, HDFC Life, and Walmart Global Tech.



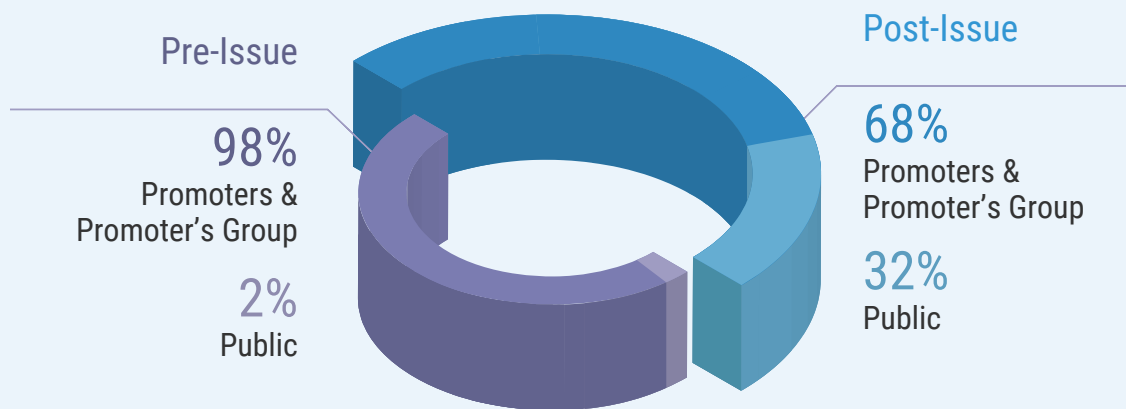
ECOS (INDIA) MOBILITY & HOSPITALITY LIMITED

Issue Details

Issue Break-Up



Shareholding Pattern



Capital Structure (in ₹ Cr.)



15 Cr
Authorized Equity
Share Capital



12 Cr
Paid-Up Capital
(Pre-Offer)

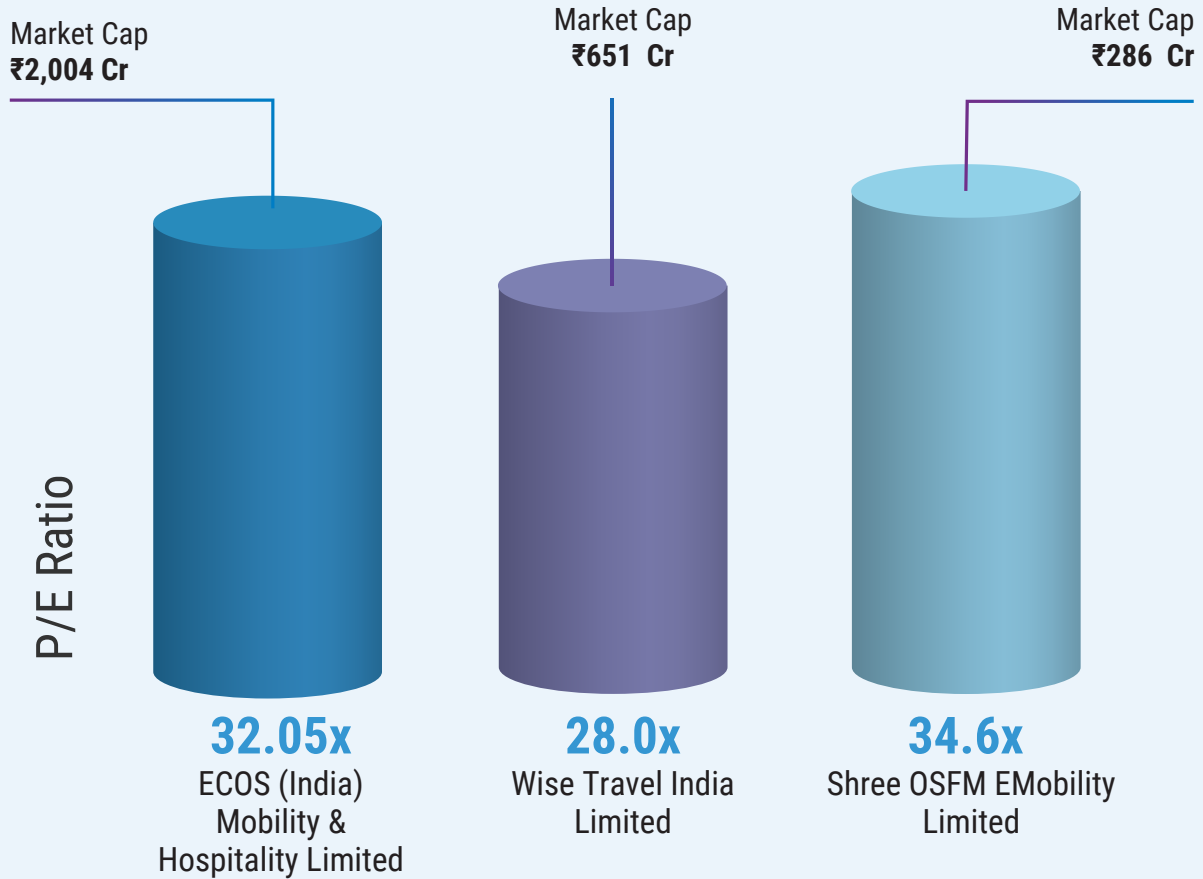


12 Cr
Paid-Up Capital
(Post-Offer)



ECOS (INDIA) MOBILITY & HOSPITALITY LIMITED

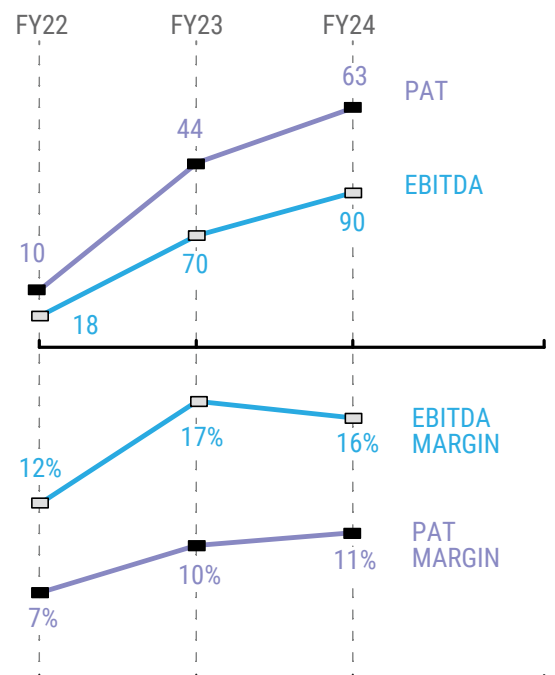
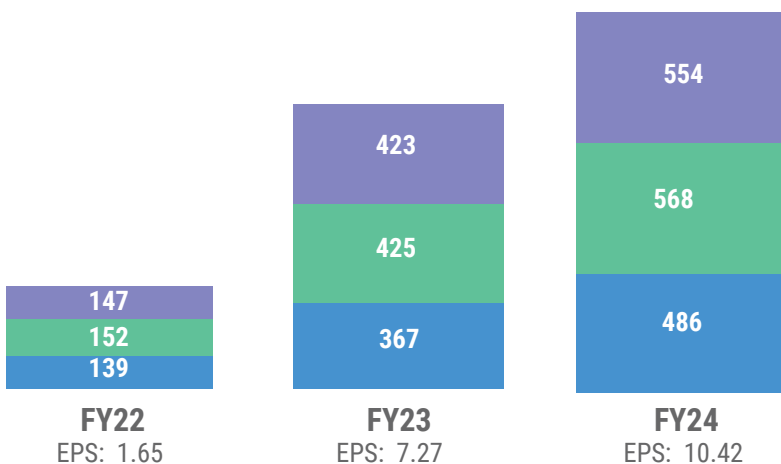
Valuations and Peer Comparison



Market Cap data of listed securities as on August 23, 2024

Financial Snapshot (in ₹ Cr.)

- Revenue
- Total Income
- Total Expenses





ECOS (INDIA) MOBILITY & HOSPITALITY LIMITED

Business Insights



Competitive Strengths

- India's largest and most profitable chauffeur driven mobility provider in a chauffeur driven mobility provider market in terms of revenue from operations and profit after tax for Fiscal 2023
- Long-standing customer relationships with business synergies across business segments
- Pan-India presence with operations in 109 cities in India
- Established brand built over years through operational excellence
- Comprehensive technology ecosystem enabling operational superiority
- Robust financials with consistent performance



Business Strategy

- Expanding presence in Tier-II and Tier-III cities in India and increasing penetration in cities with existing operations
- Acquisition of new customers and increasing revenue from existing customers and expanding sales team
- Continue to focus on technology to ensure operational excellence.
- Continue focus on building brand through brand building strategies and focus on operational excellence
- Expanding geographical footprint globally.
- Leverage position in the chauffeur driven mobility provider industry to capitalize on the growth in the industry which will drive next phase of growth.



Risks

- Company is measured against high quality service standards and governed by the terms and condition of contracts with customers. Any failure to comply with these standards or the terms and conditions may lead to the cancellation of existing and future bookings, which could adversely affect reputation, business, results from operations, financial conditions and cash flows.
- Company derives a significant part of revenue from some customers, and do not have long term contracts with all of these customers. If one or more of such customers choose not to utilize services or to terminate contracts or agreements, business, cash flows, financial condition and results of operations may be adversely affected.

Promoters and Management Details

Rajesh Loomba - Chairman and Managing Director

Aditya Loomba - Joint Managing Director

Nidhi Seth - Non-Executive Director

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