

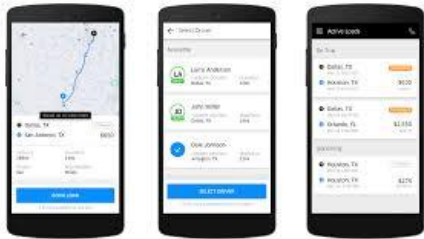
# Corporate Presentation



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



# Valoriser Consultants – A Brief Introduction



- Valoriser Consultants is a management consultancy firm, specialises in urban transport, new mobility, data analytics, operation management and e-mobility. The company has presence in North America and India, serving clients across the globe
- VAL helps other organizations grasp opportunities, drive positive results, make strategic decisions, generate efficiencies, and brings sustainable change for clients, our people and society at large
- VAL is a trusted partner for implementing various projects and programs spanning across sectors such as transportation, new mobility, smart cities, electric vehicles and many more
  - Market entry support services provide support to international organizations entering South Asia, North America and MENA region

VAL is committed to quality and service excellence in all that it does, bringing its best to clients

# Service Areas

## Program Management

- Feasibility Studies
- Vendor Selection Assistance & Management
- Operation Manuals & SOP preparation
- Contract & SLA Management

## Transaction Advisory

- Feasibility Studies
- Project Structuring within legal and regulatory framework
- Preparation of RFX, Contract
- RFX Submission assistance

## Transportation Planning

- Traffic & Transportation Surveys
- Market Research & Surveys
- Benchmarking & Detailed Project Reports

## Public Policy & Advocacy

- Regulatory Advisory
- Risk Management Advisory
- Stakeholder Consultation & Engagement
- Partnerships & Alliances

## Corporate Strategy & Business Planning

- Market Sizing & Opportunity Assessment
- Alliances, Mergers & Acquisitions
- Benchmarking & Peer Comparison
- Advisory and Funding for startup

## Market Research & Consultancy

- Industry Research Reports
- Best Practices Reports
- Data Analytics & Business Intelligence
- Thought Leadership & Articles

## Product and Go To Market Strategy

- Market Assessment & Research
- Demand & Supply Assessment
- Strategic Planning
- Financial Modelling & Revenue Forecasts

## Market Entry Strategy

- Strategic Support for entry to various countries
- Regulatory and Legal Support
- Partnerships and Alliances
- Marketing Strategy



# Key Clients – Urban Transport



# Creds: Past Work – Transaction advisory / O&M

The logo for Serco, featuring the word "serco" in a lowercase, sans-serif font with a red dot above the letter 'o'.

- L-1 for the operation of 50 Buses on BRT line in Indore. Successfully signed their first contract in India
- Bid management for bus operation in other cities - Ludhiana (Punjab) and Jaipur (Rajasthan), and ITS project in Indore (Madhya Pradesh) and Tamil Nadu
- Local business intelligence and cost inputs to understand the dynamics of Indian bus market
- Preparation of bid document and business model for the operation of 123 buses for Ahmedabad BRT
- Operation management for 120 Low Floor buses in Delhi under the scheme of private stage carriage corporatization
- Achieved 98% operational efficiency in last 3 years with record 1% default in first 2 years
- Floated RFP for the purchase of buses and handled the procurement as per specification



# Creds: Past Work – Transaction advisory



- L-2 for the operation of 350 CNG buses in Delhi, including key inputs for the preparation of business model, technical proposal as well as coordination with US HQ
- Bid management for bus operation in other cities – Gurgaon (Haryana), Amritsar (Punjab) and Delhi
- Report on public transport market size in India, followed by regional assessment (PESTLE, State ranking on different parameters, project pipeline and market landscape)
- Preparation of market entry strategy and evaluation of current opportunities
- Preparation and submission of Information Memorandum to Bank to raise funds/equity for project finance, including 232 buses and depot infrastructure, for an amount of INR 900 million



# Creds: Past Work – Public Policy / Market Sizing



**UBER**



- Market entry strategy for Clean Motion to launch their electric Auto – Zbee in India (Currently operational in 2 states)
- Report on market entry strategy, as well as, legal and statutory requirements for product launch and expansion in India
- Coordination with Transport Department and support the client in radio taxi application process as per new guidelines
- Market intelligence report on existing taxi laws in India
- Study on “Performance of Taxi Vehicles in India” to understand the feasibility of introducing “Electric Vehicles and related Infrastructure” for Taxi operations with focus on 8 key cities
- Prepared market assessment report for private equity / VC firms for taxi market in India and impact of cab aggregators



# Creds: Past Work – Consulting



- Supporting Lumiplan for reviewing the existing operations in Mysore and evolving a new operations model for improved bus services (network analysis and route optimization) for KSRTC



- Consulting for implementing Employee Transportation Solution (ETS) to automate Routing Planning, Rostering, Fleet Optimization, MIS & Billing, Adhoc Transport Service and SLA management for Delhi



- Research on Taxi Industry in India and future opportunities for Radio Taxi Operation
- Industry report of Taxi market in Delhi and players profiling



- Define new business model for the company to sell its services to cab and auto aggregators based on per trip
- Setup meeting with prospective clients to introduce FRT (First Response Team) concept





# Media Coverage

**THE STRAITS TIMES**

**FT**  
FINANCIAL  
TIMES

# Bloomberg

**business today**

**ET**

**BS**  
Business Standard

**hindustantimes**

**live mint.com**  
THE WALL STREET JOURNAL.

 **moneycontrol.com**  
INDIA'S NO.1 FINANCIAL PORTAL

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**Thank You!!**

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