



Partners for Sustainable Mobility



Destination: Sustainable Mobility

Our Journey



At NVS Travel Solutions, since our inception in 2007 we have been known for adding value in terms of route and occupancy optimisation for our clients while we serve their employee transportation requirements.

With the launch of our EV busses on 15th June 2024, this year, We have become India's first and only fleet operator to provide EV bus services. Now we are able to take sustainable mobility more further than ever before.

"The road ahead seems expensive and uncertain but is paved with EV Vehicles. Let's give a better future for our children and work to create a brand identity that means culture change" - Nagraj NV, Founder - CEO.



Our CEO's 1st take on EV Busses



Its Cr@zy Expen\$ive!

Loan rates are over 19% p.a.

The purchase cost of an EV bus exceeds the cost of similar Diesel or CNG bus by over 400% and the cost of finance is also higher accounting for the lack of data to predict accurate asset depreciation rates.

Untested supply chain for spare parts and access to service centers

Only 2 Private EV busses in India at the moment.

Unlike diesel vehicles which have a loud motor hum of 80-95 decibels that drowns all, the electric bus experience is largely silent so even the small rattling noises are picked up by our ears. And thus needs immediate addressal of even the smallest things.

Charging Infrastructure

120KW/hr power supplies don't come easy.

Creating charging infrastructure for an EV bus requires space, lengthy waiting times, huge costs and government liaising. Not to mention the hassle of planning routes and charging opportunities in advance with fear of encountering dead batteries mid trip.



But, the Future is Electric!

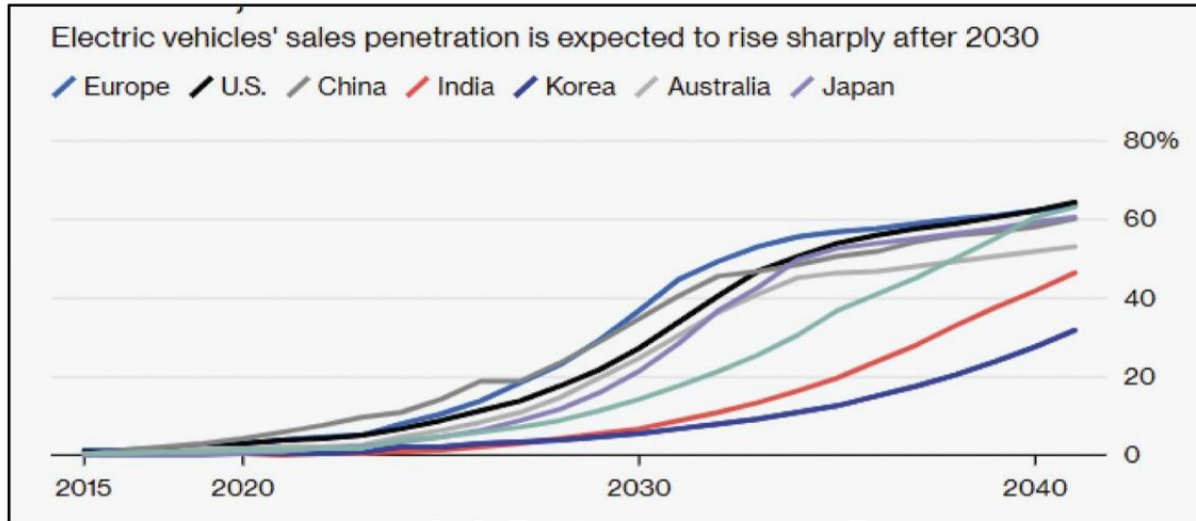
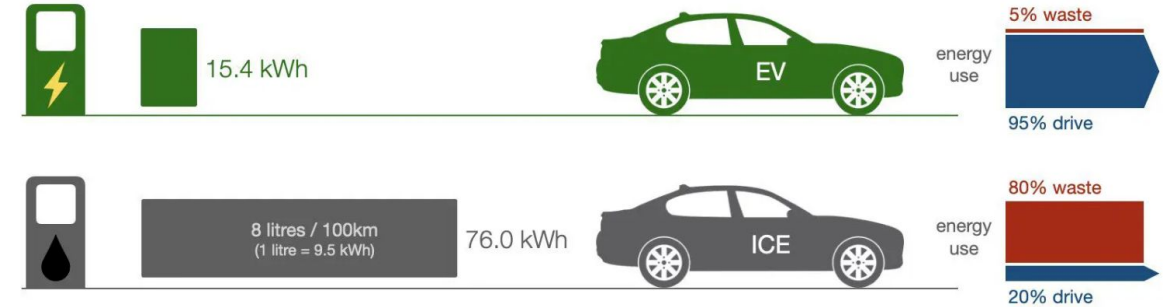


Figure 1. Projection of Electric Vehicles

Source: https://www.irjmets.com/uploadedfiles/paper/issue_5_may_2022/24839/final/fin_irjmets1653897083.pdf

How much energy is needed to travel 100km?



Source: <https://thedriven.io/2023/02/02/to-ev-or-not-to-ev-a-clear-cost-analysis-between-electric-vehicles-and-ice-cars/>

We've taken a difficult first step...

Is it the right time for you to join hands?

Non-Tipping point reasons to go EV...

Possible by unlikely Economic Benefits

1. **Lower Operating Costs:** EVs have fewer moving parts than internal combustion engine vehicles, leading to lower maintenance costs. Additionally, electricity as a fuel is generally cheaper than petrol or diesel.
2. **Government Incentives:** The Indian government offers various incentives for purchasing EVs, such as tax benefits, subsidies, and reduced registration fees, which can lower the overall cost of acquiring and operating an EV fleet.
3. **Fuel Price Volatility:** EVs provide a hedge against the volatility of fossil fuel prices, ensuring more predictable transportation costs.

Employee Benefits

1. **Health and Well-being:** Reduced emissions lead to better air quality, which can contribute to the overall health and well-being of employees.
2. **Employee Satisfaction:** Providing clean and modern transportation options can boost employee morale and satisfaction, reflecting the company's investment in their welfare.

Regulatory Compliance

1. **Future-Proofing:** With stricter emissions regulations anticipated in the future, shifting to EVs now can help the company stay ahead of regulatory changes and avoid potential penalties.
2. **Urban Mobility Policies:** Many Indian cities are developing policies to restrict the use of high-emission vehicles. Using EVs ensures compliance with these emerging urban mobility policies.

Technological Advancements

1. **Fleet Management:** Modern EVs come equipped with advanced telematics and fleet management systems, offering better control, monitoring, and optimization of transportation operations.

Only reasons to go EV...

Corporate Social Responsibility (CSR)

1. **Sustainability Goals:** Adopting EVs aligns with your global and local sustainability goals. You have a need to demonstrate your company's commitment to environmental stewardship and sustainable practices. You want to lower your carbon footprint as per scope 3 of GHG Protocol

#PromoteDomesticEV #ContributeToBetterAirQuality

Long-term Vision

1. **Brand Image:** Being an early adopter of EV technology will enhance your company's reputation as an innovator and leader in sustainability, meeting your need to attract eco-conscious customers, employees, and investors.
2. **Sustainable Growth:** Transitioning to EVs is part of your broader strategy to ensure long-term sustainability and growth. You are aligned with global trends towards greener and more sustainable business practices.



Why Electric Busses over EV cars



Environmental Benefits

1. **Greater Emission Reductions:** A single EV bus can replace multiple EV cars, leading to a higher overall reduction in greenhouse gas emissions and air pollutants.
2. **Efficient Land Use:** EV buses reduce the number of vehicles on the road, which can help decrease traffic congestion and the associated emissions from idling vehicles.

Economic Benefits

1. **Lower Per Capita Costs:** The cost of transporting each employee is lower with EV buses compared to EV cars, due to the higher passenger capacity.
2. **Reduced Infrastructure Needs:** Fewer charging stations are needed when using EV buses compared to a fleet of EV cars, reducing infrastructure investment costs.
3. **Economies of Scale:** Bulk procurement and maintenance of EV buses can lead to cost savings through economies of scale.

Operational Efficiency

1. **Higher Passenger Capacity:** EV buses can transport a larger number of employees per trip, reducing the number of trips needed and increasing operational efficiency.
2. **Simplified Management:** Managing a fleet of EV buses is simpler compared to managing a larger number of EV cars, easing logistical and administrative burdens.
3. **Optimized Routes:** EV buses can be used on fixed routes with optimized schedules, ensuring reliable and consistent transportation for employees.

1. Longer Contract Tenure: We offer clients longer contract periods (e.g., 7-10 years). This can lower the monthly cost as the total cost is spread over a longer duration.

2. Energy Cost Management: We propose that the client Invest in efficient charging infrastructure to reduce electricity costs, & time associated with charging.

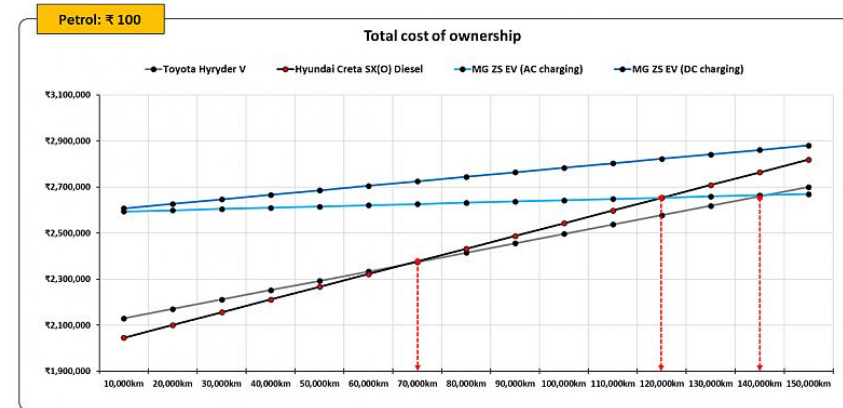
3. Increased Kilometers Utilized Per Day: We look to maximize the usage of each bus by scheduling more trips per day. Electric buses have lower operational costs per kilometer, making frequent use more economical.

4. Higher Occupancy: We can implement scheduling systems that maximize bus occupancy by aligning bus schedules with peak demand times. We can also use data to optimize routes, ensuring buses are running on paths with higher passenger demand. The resulting increase in number of busses required will also get us a lower purchase rates from manufacturers.

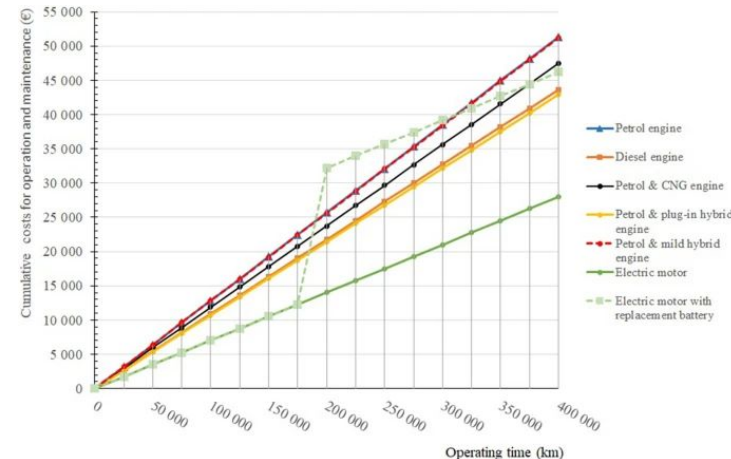
5. Cost-sharing Initiatives

- **Pooling & Partnerships:** We help partner with other companies in the Techpark or business location to increase occupancy & utilisation where multiple clients share the cost of the service.
- **Advertising Benefit:** We can generate additional value add by allowing the client to advertise on buses.

NVS Making EV busses more affordable



Source: <https://www.team-bhp.com/forum/indian-car-scene/258062-hybrids-vs-diesel-vs-electric-car-total-cost-ownership-study.html>



Source: <https://www.nature.com/articles/s41598-022-14715-8>

OUR JOURNEY

**Why work with us to go Green.
Let us start with our Story**

2007
Started with Corporate Fleet Service

2011
Inception of Bus Service

2014
Invention of Automated Shuttle/School Transport Management System

2013
Technology Research & Development for the solutions driven services

2015
Implementation of technology for school vertical

2019
Fleet size of 350+ Vehicles
600 INDIVIDUALS
Powerful process driven system, Technology Transformation, Introduction of "Zones" The online Transport Management Application

2020
Inception of Rent A Car Services & Roorides Implementations

2021 
N India Expansion with Business Associations

2022
Fleet Size of - 550+ Vehicles, 800 Individual

2024 - First Electric bus

Track Record (Intro)



We are considered to be one of the reliable transport partners today. Our customer's feedback and constantly developmental strategies have helped us achieve the below. Well-equipped to take up any size of the contract.

**7%
Attrition**

1st Fleet
Operator to
own proprietary
technology

**99.5%
Vehicle uptime**

**99.7%
Service
Uptime**

**Zero Cash
Transaction**

**100% Client
Retention to
date**

**Proprietary
end to end
process**

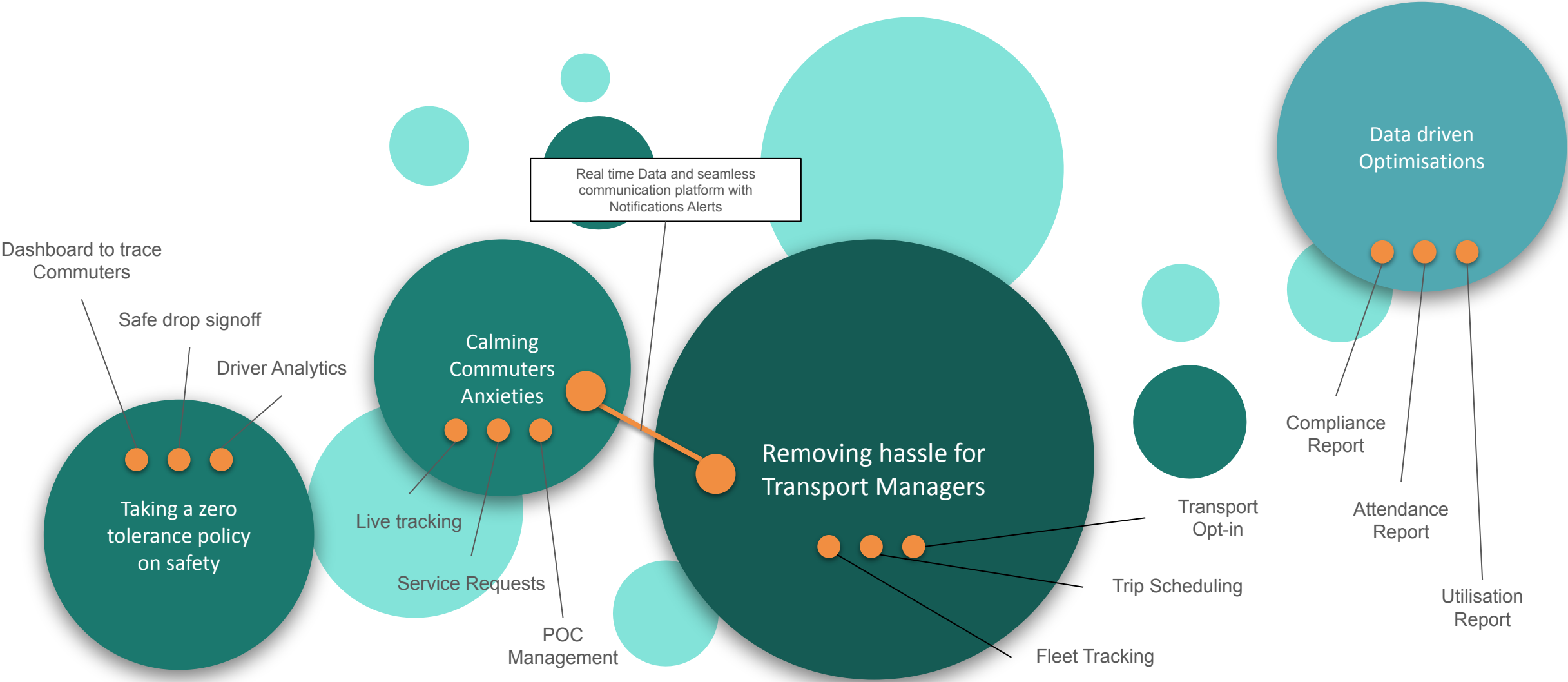
Components of our success



1. Technology
2. Ground staff
3. Vehicles
4. Operational Readiness
5. Support system
6. Leadership
7. Governance
8. Innovation

Technology

(Components of our Success)



Our Staff

(Components of our Success)



Hiring

- Locally Sourced staff
- Entrance tests on fitness, grooming, driving, and 7 other key facets.
- Salaries are above market rate to attract top talent.

Training

- Child safety, Traffic Rules & Defensive Driving Skills,
- Accidents or Emergency Scenarios, First Aid training, Usage of Fire extinguishers,
- Vehicles Maintenance & best practices from the OEMs
- Etiquette on client premises, & while interacting with parents and staff

Retention

- Ontime payment, yearly increments,
- Policies to avail Salary advance for the emergency situations.
- Successful Rewards and recognitions programmes in place

Compliance

- 100% Compliant with labour law - ESI and PF for all staff,
- Original documents collected for security.
- Annual Police Background Verification.

Wellness

- Medical cover for staff and their family

Vehicles

(Components of our Success)



01	Safety	<ul style="list-style-type: none">• Supreme Court Guidelines (ref: AIS-063) compliant school busses.• Fire Detection & Suppression/ Alerting systems/ GPS/ CCTV enabled.• Speed governors & Sensor based real time Harsh driving alerts.
02	Comfort	<ul style="list-style-type: none">• Extraordinary seating comfort possible with custom seats.• No overcrowding due 1:1 seating Ratio.• Grab handle on the back of every seat & Lower footrest for easy boarding.
03	Maintenance	<ul style="list-style-type: none">• Daily Checklist based inspection done by drivers.• Fortnightly Preventive Maintenance Audit.• In house maintenance team enabling faster and better quality of service.• Strategic Relations with OEMS for faster service times.
04	Compliance	<ul style="list-style-type: none">• Software based maintenance of all Vehicle documents and their validity.• No fines paid for a non compliant vehicle over the last 7 years.
05	Branding	<ul style="list-style-type: none">• Indirectly indicate quality of the company brand.• bus body stickering to attract talent and increase brand awareness.• Busses cleaned daily to show off your branding to right target audience.

Operational Readiness

- All Vehicles Equiped with Umbrella, Torch, First Aid Box, Fire Extinguisher, Tool- kit.
- Help-line numbers easily accessible
- Pre-trip vehicle check lists
- Service back-up - through networking of service stations
- Proven Supply Chain Partnerships: All brand vehicle manufactures tie-ups with 24/7 spares support
- Fleet Maintenance is never a challenge – Inhouse team of experts and dedicated workshop setup with mobile van to ensure preventive maintenance, vehicle fitness and roadworthiness
- Dedicated vehicle parking - Owned/leased parking arrangements at multiple locations of the city ensuring brand values of each client.



Support System

(Components of our Success)



SLA & CSAT driven

The response time of our support team is continually monitored and audited to maximise Customer Satisfaction.

3

Multi Channel Support

Support Desk Can be accessed on Call, Whatsapp & Mail

1



Escalation Matrix

L1 - L2 - L3 support system designed to address customer queries with Priority, Speed and Empathy.

3

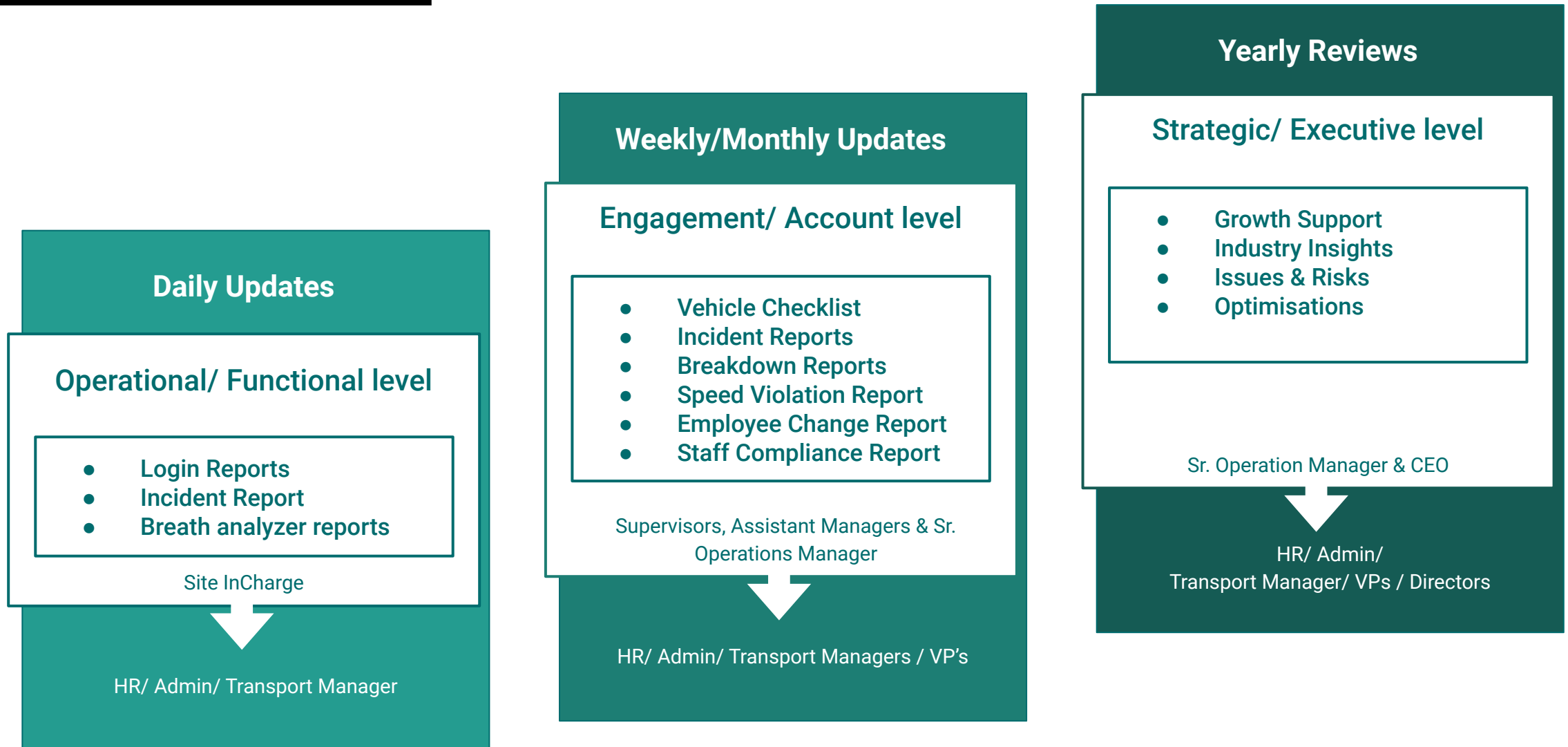


Leadership (Components of our Success)



Governance

(Components of our Success)



Innovation (Components of our Success)



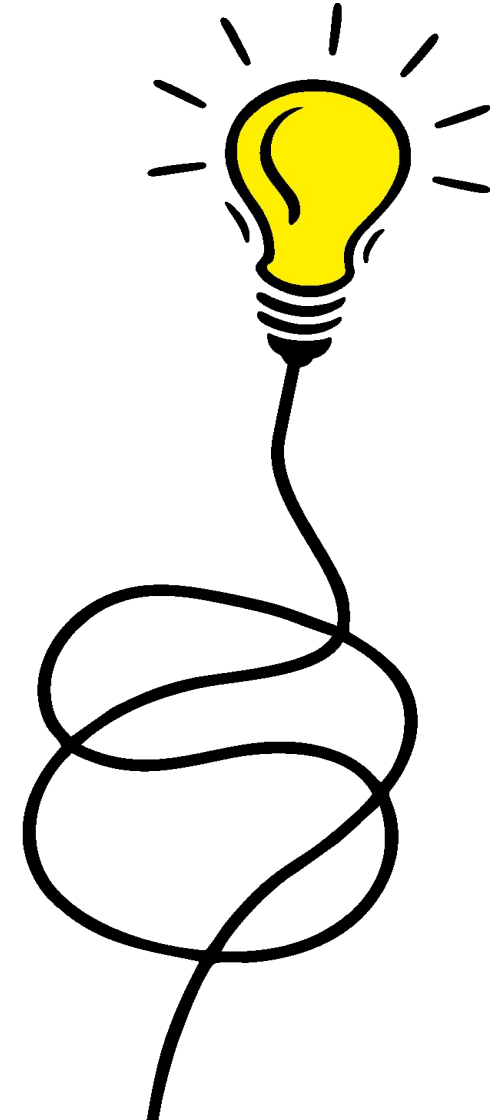
A few instances of where we've made disproportionate impact

- Hassle free Transport Opting
- Dynamic Recipient Selection For Live Transport updates

Through a strong in-house **technology team 'Roorides'**

- Ongoing OBD implementation
- Body Paint Life Extension
- Strap on Seat Belts
- Staff training system

Thanks to a **motivated ground team** who are always pushing the horizons of safety, cost, & quality.



EMPLOYEE TRANSPORTATION & RENT A CAB SERVICES

- Infosys Limited, Bengaluru
- Yaskawa India private limited, Bengaluru
- Molex India Business Services Private Limited, Bengaluru
- Molex India Pvt Ltd, Bengaluru
- OLA Electric Technologies Pvt Ltd - Pan India
- ANI Technologies Pvt Ltd - Pan India
- Sudeeksha Healthcare India Pvt Ltd - Pan India
- Tharworx India Pvt Ltd - Pan India
- Waterlabs India Pvt Ltd - Bangalore & Hyderabad
- Deutsche Bank India Pvt Ltd - Bengaluru
- EFD Induction Ltd - Bengaluru
- System Controls Technology Solutions Pvt Ltd - Bengaluru
- Zee Entertainment Enterprises Ltd - Pan India
- Online Tech Support Pvt Ltd, Bengaluru & Chennai
- Exide Energy Solutions Ltd, Bangalore
- Progress Software Development Pvt Ltd, Bangalore
- SLK Global Solutions Pvt Ltd, Bangalore
- CitiusTech Healthcare Technology Private Limited
- Tessolve Semiconductor Pvt Ltd
- Shapoorji Pallonji Group
- Axon Interconnectors And Wires Pvt Ltd
- Amadeus Software Labs India Pvt Ltd
- Reliance Projects & Property Management Services Ltd

Client List



Top Client logos to be added

1. infosys,
2. synechron,
3. SLK/VOYA
4. Molex
5. Axon
6. Amadeus
7. Bosch

EV Bus Features

Best of Comfort

- Air Suspension - front & rear
- Comfortable Cushioned Plastic moulded seats
- More leg Space
- Driver AC Vents
- Gearless operation
- Air curtain for Better cooling



Best of Performance



Best of Power - 235 KW
Best of Torque - 3255 Nm
Best of Range - 200 kms per day*
Fast Charging - 0-80% in 1.5 Hrs

Best of Comfort

Best of Safety



Best of Efficiency



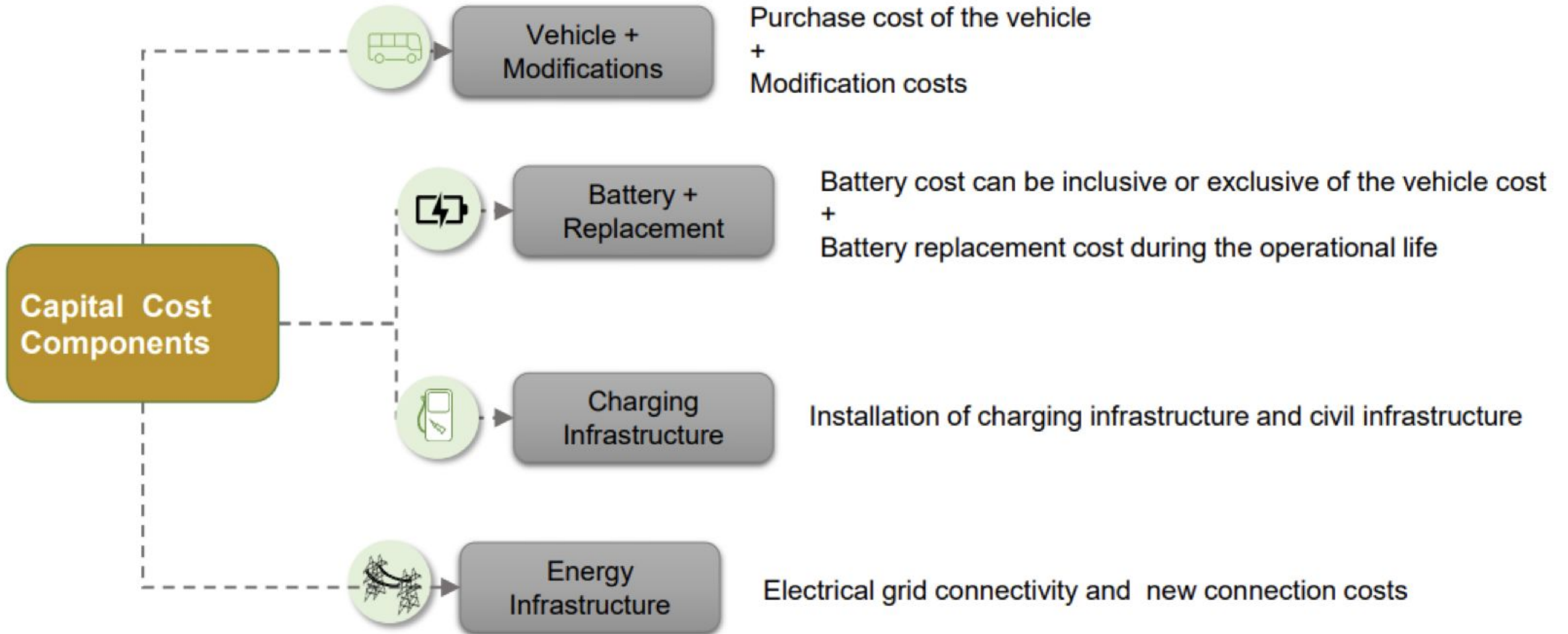
Best of Efficiency

- LPO bus with doors in FOH and WB.
- 32 Seats with Double door
- Runs upto than 200 kms per day with opportunity charging
- Regenerative braking

Best of Safety

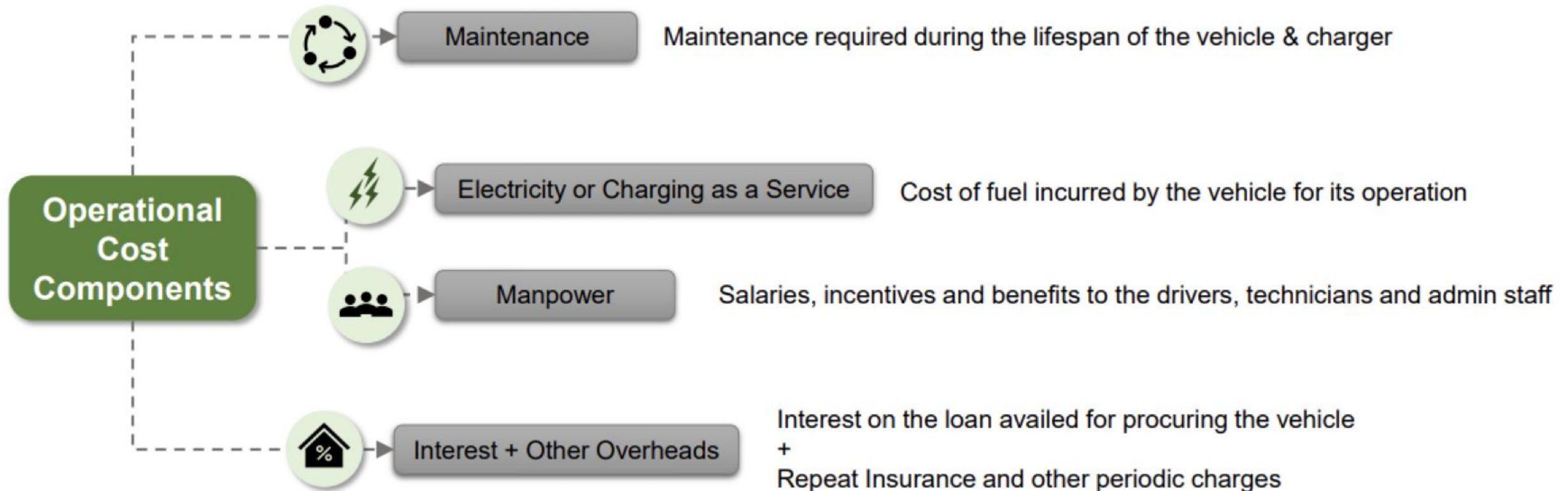
- Intelligent FDSS
- Disk Brakes
- Stronger & Lighter Domex Frame
- Roof mounted batteries
- Rear View Camera
- Destination Boards & Start Stop button
- Stable liquid cooled LFP battery compliant to Nail penetration test

EV Bus Service - Capital costs (Terms of Association)

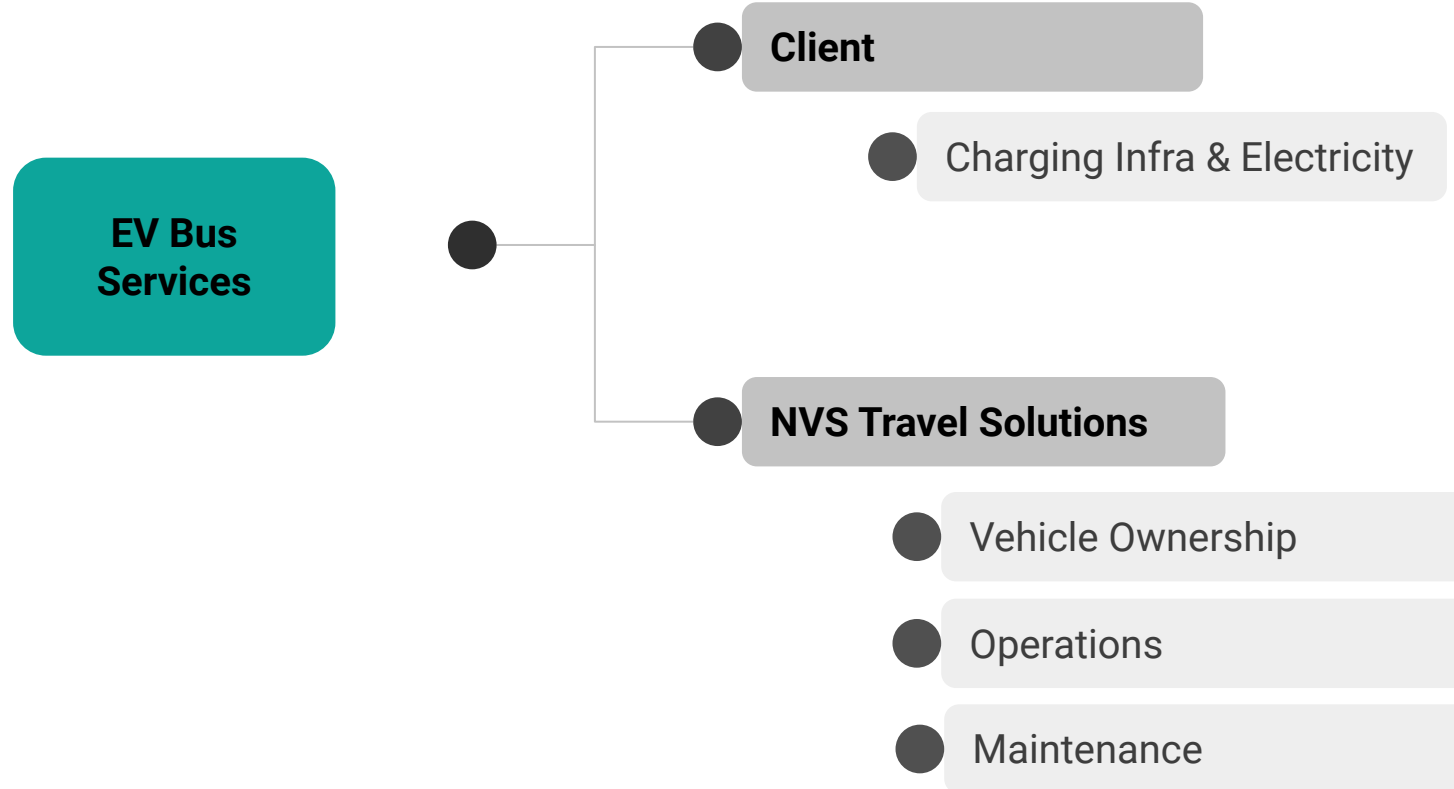


EV Bus Service - Operational costs

(Terms of Association)



Proposed Model of Association



Next Steps

1. Q&A
2. Unmet Needs?
3. What are your milestones?
4. Reach us for solutioning.

Reach us

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Thank you

