

## **DETAILS OF BUSINESS**

**MANN FLEET PARTNERS LIMITED** ("Company") are engaged in the business of providing ultra-luxury, luxury, premium and economy car rental services delivering solutions to corporates ("Corporate Car Rental" or "CCR"), governments, embassies, travel agencies, retail clients ("Retail Car Rental" or "RCR") and high-net worth individuals ("HNIs") for their transportation needs.

We offer a wide array of mobility solutions for our clients, including, event-based transportation, spot-rentals, long-term rentals, package-based and self-drive car leasing. As of this Draft Red Herring Prospectus, we have provided chauffeur services in various cities spanning across India, United Arab Emirates, Saudi Arabia and England, through a mix of owned and fleets operated by vendors.

We offer professionally-managed chauffeured car rental services across the ground-transportation segments in India by balancing an efficient mix of economy, premium, and luxury vehicles in our fleet. We offer end-to-end mobility solutions tailored to the transportation requirements of our clients. These services can include a diverse range of solutions such as airport transfers, corporate events, conferences, exhibitions, outstation trips, hourly rentals, long-term rentals, self-drive car leasing etc.

We differentiate ourselves through our focus on safety, punctuality, customer satisfaction, and our ability to curate services to a wide range of client preferences and budgets. Our technology-enabled fleet management systems enhance operational efficiency and allow us to deliver a seamless experience to our customers. We believe that the growing demand for organized, on-demand transportation, particularly among corporate clients presents a significant growth opportunity. Our strategy remains focused on expanding our geographic footprint, strengthening our vehicle portfolio, and investing in technology to optimize fleet utilization and enhance customer experience. We have provided these services to corporate customers, including Fortune 500 companies.

## **MANN FLEET PARTNERS LIMITED**

(Previously known as Mann Tourist Transport Service Limited)

(Formerly known as Mann Tourist Transport Service Private Limited)

Recognised by Department of Tourism, Govt. of India

CIN. : U50401DL1992PLC049876

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The CCR segment is a B2B and B2B2C business, where our customers are corporate companies, and the end consumer is an employee, client, guest, or visitor of these corporate companies. The transportation services provided to corporates includes on-demand and scheduled vehicle rentals for meetings, client visits, foreign delegation visits, transportation support for events, employee commute and other business-related travel.

We also provide self-drive vehicles for clients interested in using their own chauffeurs or driving the vehicles themselves. We offer this service in Delhi, Gurugram, Noida and Mumbai. We have also provided vehicles for self-drive outside India through vendors. We operate through several vehicle segments, namely economy, premium, luxury, minivans, and coaches.

Our customers benefit from our wide variety of offerings which provide a comprehensive solution for the transportation needs of various demographics. While we have derived majority of our revenue from CCR, but we also cater to embassies, travel agents, event management companies etc. While CCR addresses corporate clients, RCR caters to the individuals, families, or end customers that avail our services for personal needs. By serving both verticals, company can meet full stack of requirement within ground passenger transportation and realize significant cross-selling potential. This full-stack approach also enhances our operational efficiency as, both CCR and RCR operate on the same technological and administrative infrastructure.

We provide our services to customers operating in a wide range of industries including, but not limited to, information technology, manufacturing, telecommunications, banking, consulting, healthcare, e-commerce, pharmaceutical, legal, logistics and transportation companies.