


ORIX AUTO INFRASTRUCTURE SERVICES LIMITED (OAI)

ORIX Auto Infrastructure Services Limited

- Established in March 1995 as a joint venture in India between ORIX Corporation, Japan and Infrastructure Leasing & Financial Services Limited (IL & FS), India
- Today, OAIS is the established market leader in the auto infrastructure services sector

Products and Services offered by OAIS

The products and services of OAIS include:

Asset Funding

- Vehicle Leasing & Value Added Services
- Commercial Vehicle & Construction Equipment Financing

Asset Based Value Added Services

- Car Rental
- Equipment Banking
- Radio Taxi

Other Services

- Business Transport Solution
- Service Centre
- BTRS

OAIS National Network

- Mumbai (HQ)
- Regional Offices
 - Delhi
 - Chennai
 - Kolkata
 - Hyderabad
 - Bangalore
- Other Offices
 - Pune
 - Jaipur



- Chandigarh
- Moradabad
- Agra
- Kanpur
- Indore
- Bikaner
- Udaipur
- Jodhpur
- Nagpur
- Kochi

Key Differentiators of OAIS

- **Risk Diversified business model** - OAIS has carefully chosen a business model for each of its business lines through Revenue Model (Fund & Fee based), Revenue Type (Short vs. Long-term Revenue) & Customer Base (Corporate vs. Retail clientele)
- **Robust Risk Management Framework** - OAIS has a robust internal audit system and a rigorous internal approval & monitoring process. All operations are monitored by various committees of the Board e.g. Audit Committee, Asset Liability Management Committee, Compensation Committee, etc
- The focus is on providing **End-to-End services** and solutions which are customised to suit specific requirements
- OAIS has successfully introduced **Chauffeur Entrepreneur Program** to promote entrepreneurship amongst its drivers and to keep their interest aligned to the Company. Being an Auto Infrastructure provider, driver is one of the most critical for operations and providing quality service
- OAIS has implemented an **integrated technological platform** to ensure high operational efficiencies and greater customer convenience
- OAIS has developed **high degree of confidence & backing from its shareholders**

Leasing Business Overview

- OAIS is one of the earliest entrants in car leasing market in India, offering a range of solutions to the Corporates across India
- Key clientele include large corporates and MNCs like Siemens, East India Hotels, Cadbury, Max NY Life ,HCL Technologies, Lafarge, etc
- OAIS offers unique & innovative leasing products, having advantage of car rental and service centre facilities in house, like
 - Finance lease/ Operating Lease, Lease with insurance management, with maintenance, with insurance & maintenance management, value added products like automatically transferable lease, novated lease, corporate mobility solutions
- OAIS also has tie up with auto manufacturers like BMW to provide leasing services for their cars in the domestic market through its dealership network pan India

Car Rentals

- OAIS is a leading pan-India provider of premium car rental services to top hotels & corporate houses with a fleet of 1,300 cars
- The company's service portfolio includes spot rentals, long term rentals, hotel travel services and ground transportation for conferences and events
- OAIS' key clientele include premium customers and large corporates like Mckinsey, Taj Group, Goldman Sachs, Wipro, Hotel Courtyard Marriott, Tata Tele Services, etc
- The company offers both chauffeured and self-drive options
- OAIS manages its fleet through a balanced mix of owned vs. outsourced cars so as to maximize fleet utilization & minimize operational costs while being able to maintain the required service levels

Business Transport Solution

- OAIS started the BTS (staff transportation) business in June 2003, mainly targeting the fast growing IT/ ITES segment in India; today, it has over 50 corporate clients that include well known names such as HP, TCS, Wipro, HSBC, Bharti Cellular, Jet Airways, etc
- OAIS places a high degree of emphasis on being fully compliant in every aspect of its business. Accordingly, the company focuses on business that gives value added transport solutions to clients

Radio Taxi - Unique offering of OAIS

- OAIS commenced Radio Taxi Services in 2008 and is operational in Delhi, Hyderabad & Kolkata with the fleet size of over 700 cabs. The Company plans to expand its services in Mumbai & Bangalore
- OAIS is the Second largest fleet owner in Delhi & Hyderabad. And in Kolkata it is the only Radio Taxi operator
- OAIS has worked with manufacturers to customise the vehicle to suit Radio Taxi requirements and high level of maintenance for reliable service
- OAIS has CEP program to align their interest to that of the Company
- We have a fully integrated technology platform supported by in house call centre for improved operational efficiency

BRTS

- Buses are the most economical and widely used mode for intra-city public transport in India. Till date, intra-city bus transportation were managed by State undertakings. Economical and efficient public transport has not been able to keep pace with the rapid urbanization
- Against this background, the central govt. has established the JNNURM; 18 MRTS projects totaling INR 45 bn have been sanctioned till now
- BRTS is an intra-city public transport mode using buses on dedicated corridors to approach service quality of rail transit while still retaining the cost savings of bus transit
- OAIS has entered this important segment and offers efficient and economical intra-city bus services working alongwith the local authorities

Commercial Vehicle Financing

- OAIS ventured into CV financing in 2000
- OAIS has followed a conscious strategy of focusing on Depth vs. breadth of presence, High quality assets & Portfolio sale
- OAIS is increasing its focus on used CV finance, given the higher growth rates expected in this segment over the next few years
- OAIS is also well placed to profitably engage in the used CV finance business as it possesses the following keys factors required to succeed in this business
 - Knowledge of the asset class to be able to price it right
 - Grass root level market presence
 - To assess credit worthiness of customer and
 - To ensure high collection efficiencies

Equipment Banking

- OAIS forayed into the Equipment rental business in FY 07 to leverage its experience in the auto sector in the growing infrastructure space
- OAIS provides a complete range of hiring solutions, including
 - Dry lease – Only operator & maintenance with OAIS
 - Wet lease – Maintenance, manpower & fuel managed by OAIS
- Currently, OAIS has total 200 assets under its management which consist of Transit Mixers, Concrete Pumps, Excavators, Boom & Line Pumps & Loaders
- OAIS focus is on short to medium term contracts, providing pricing flexibility
- We maintain a balanced mix between wet and dry lease to Optimize margins
- OAIS targets a broader set of clients, specifically project contractors in construction segment, so as to have the
 - ability to procure short to medium term contracts, and
 - flexibility to work with the contractor across projects over a long-term

Service Centre

- OAIS has state-of-the-art ISO 9001:2000 certified facilities in Mumbai and Gurgaon authorized by multiple auto-makers and is setting up a facility in Bangalore
- In-house Service center division to support & maintain our large car fleet, ensures operational efficiencies in all our other business lines
- Better maintenance of vehicles resulting in
 - Longer economic life of the asset
 - Higher residual value for its owned vehicles
- Over the years, the division has
 - moved beyond internal clients to external corporate customers, thereby converting itself into a separate profit centre
 - developed ability to offer value added services such as maintenance & insurance linked lease options and fleet management options in the leasing business
 - access to competitively priced spares through tie-ups with multiple OEMs

Contacts

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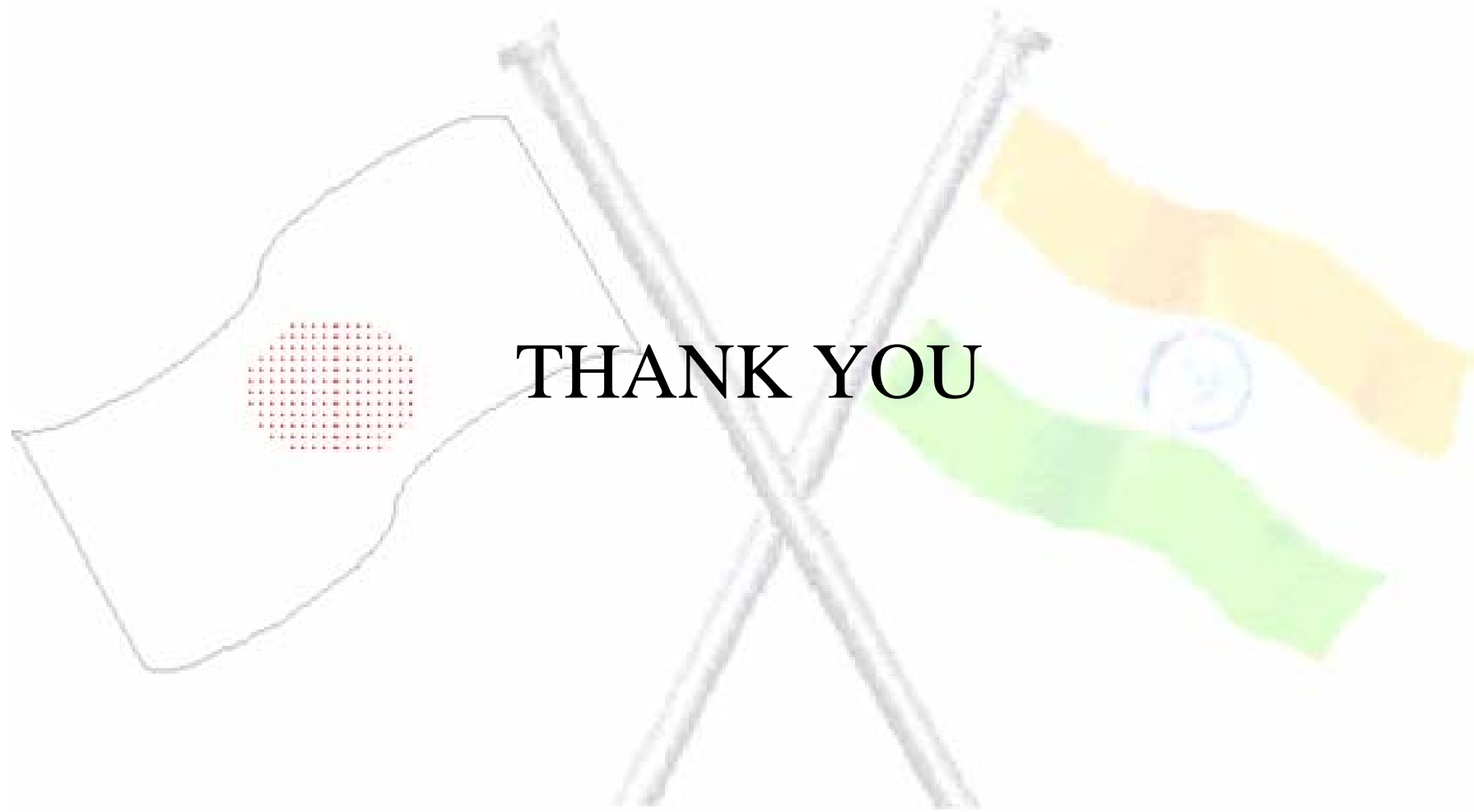
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THANK YOU