

# CLEAN

taxi  electric

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ZERO EMISSION TAXI FLEET



# About US

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- 25 Year of Trusted Service
- Market Leader & Reference Standard for Airport Transfer
- LMD 100 Customers
- Next 25 Year Vision
- Creating the Platform Zero Emission Transportation
- Driver Training Center



[www.ae.lk](http://www.ae.lk)

# Clients





# Sri Lanka "The Miracle of Asia"





# Highways

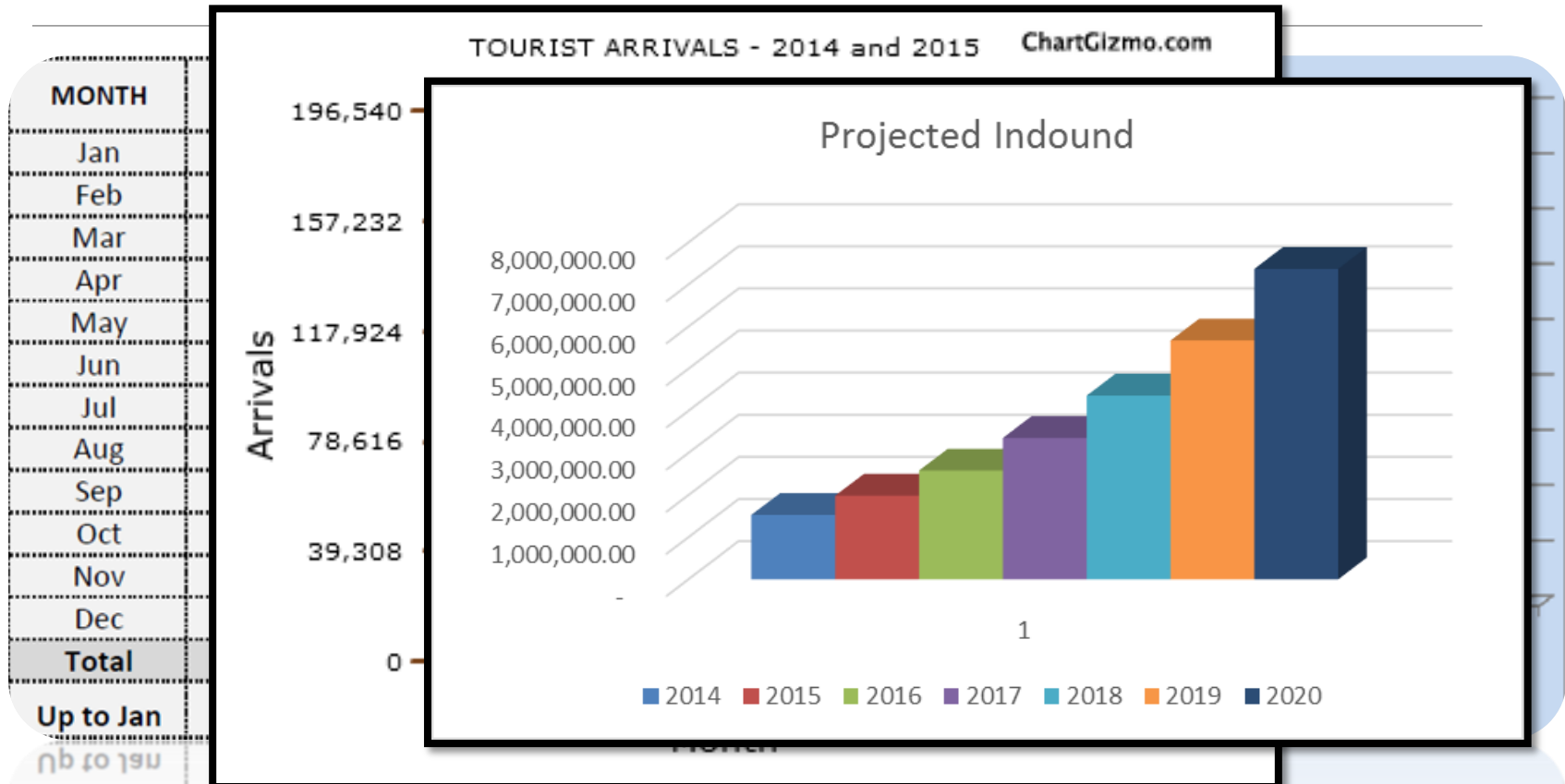
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Sri Lanka has accelerated their highway development programme and has planned three new highways connecting the country for rapid transport

- Southern Coast
- Central Province
- Northern Province



# Tourism Statistics



2015 – 30% Increase

# Advantages in Electric

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Dominated by Diesel 65%, 30 Petrol & 5% Hybrid

No Zero Emission Eco System

- No Recharge Points
- Minimum Repair Centres and Support Services

Less government Tax (initiated from new government)

Government Tax  
Vehicle Tax 100%-300%  
Zero Emission 5%

# The Niche

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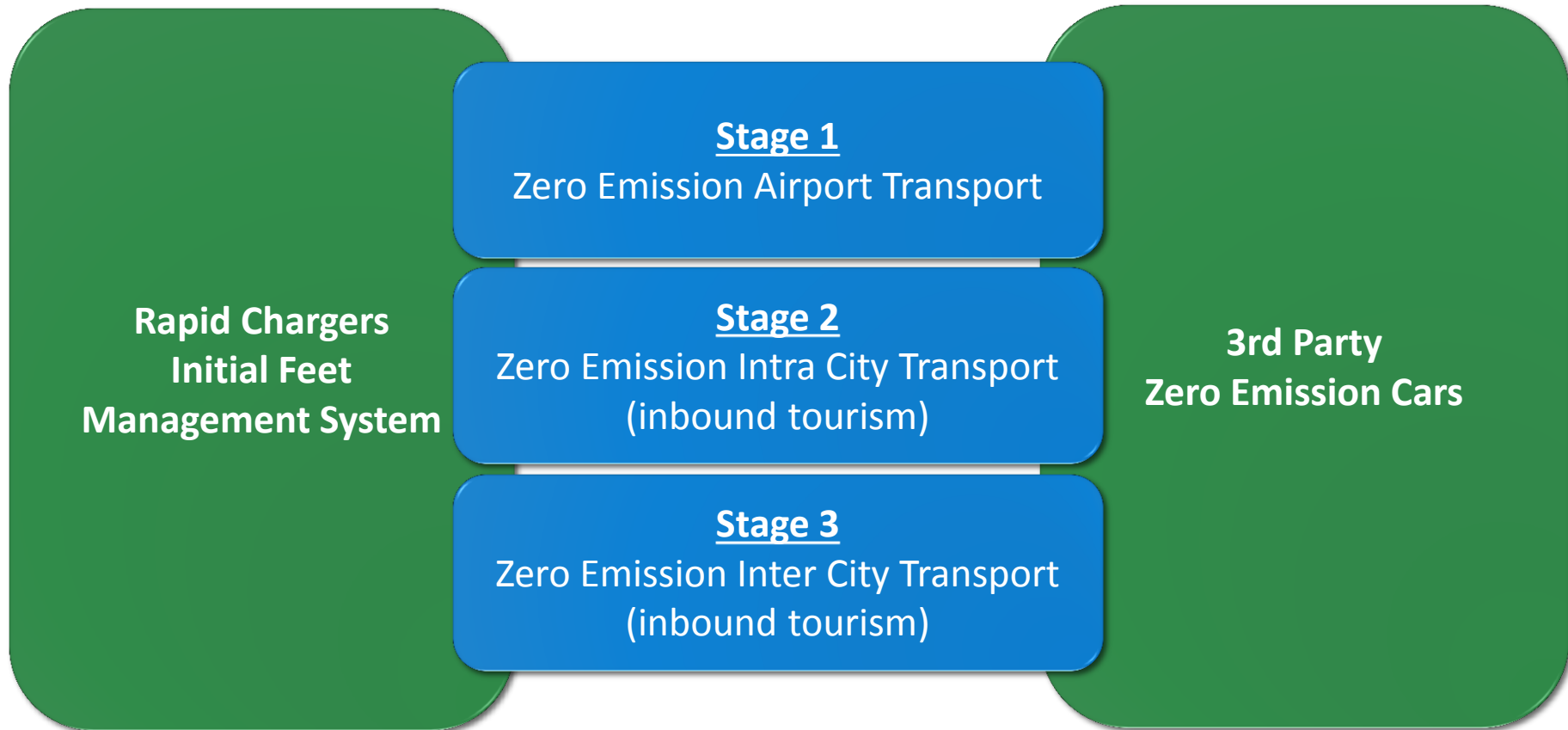
A company that can setup this new eco system:

- Rapid Charging Stations
- Initial Fleet
- Fleet Management (End to End automated)
- Has been in the business & has to be reputed brand
- Has a large corporate cliental & New business opportunities with rapid increase of tourism



# Model

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# New Fleet

## Economy



- ☐ 120-140 KM Ranger
- ☐ Metered Taxi

## Business



- ☐ 120-350 KM Ranger
- ☐ Marked/Unmarked Taxi
- ☐ English Speaking Drivers

## First Class



- ☐ 300-380 KM Ranger
- ☐ Unmarked Taxi
- ☐ Experienced Driver
- ☐ English Speaking Drivers

# Carbon Foot Print

Current Fleet	Type	Fleet	CO2/Ton/1 Year	CO2/Ton/8Year
	Diesel Toyota Vans	15	356	2,862
	Hybrid Toyota Prius	15	89	713
	Total CO2 Saving for 8 Years			3,575

3rd Party Fleet	Type	Fleet	CO2/Ton/1 Year	CO2/Ton/8Year
	Diesel Toyota Vans	50	1,192	9,542
	Hybrid Toyota Prius	50	318	2,544
	Petrol Cars	100	1,092	8,736
	Total CO2 Saving for 8 Years			20,822

**Saving 23,000T/CO2**



# Investment

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details	
Capital Cost (USD Mn)	4
Debt (USD Mn)	3
Equity (USD Mn)	1
Project IRR (Pre Tax)	24%
Project IRR (Post Tax)	20%
Equity IRR	77.4%
Investor IRR	15%

# CLEAN TAXI PROJECT IN SRI LANKA



## FORECASTED INCOME STATEMENT

	NOTE	YEAR 1 \$	YEAR 2 \$	YEAR 3 \$	YEAR 4 \$	YEAR 5 \$
<b>TURNOVER</b>	<b>01</b>	<b>1,287,273</b>	<b>1,834,364</b>	<b>2,414,182</b>	<b>2,486,727</b>	<b>2,952,000</b>
No of trips per day		146	206	266	266	266
<b>COST OF OPERATION</b>						
<b>Direct Expenses</b>						
Direct Labour	02	193,091	275,155	362,127	373,009	442,800
Direct Expenses	03	232,424	348,636	435,795	458,722	478,021
		425,515	623,791	797,923	831,731	920,821
<b>GROSS PROFIT</b>		<b>861,758</b>	<b>1,210,573</b>	<b>1,616,259</b>	<b>1,654,997</b>	<b>2,031,179</b>
<b>GP %</b>		<b>67%</b>	<b>66%</b>	<b>67%</b>	<b>67%</b>	<b>69%</b>
Other Income		-	-	-	-	-
		861,758	1,210,573	1,616,260	1,654,997	2,031,179
<b>OPERATIONAL EXPENSES</b>						
Administration	04	460,682	543,716	552,152	561,009	570,310
Selling & Distribution	05	124,545	130,773	137,311	144,177	151,386
		585,227	674,489	689,463	705,186	721,696
<b>OPERATING PROFIT( EBIT)</b>		<b>276,531</b>	<b>536,085</b>	<b>926,797</b>	<b>949,811</b>	<b>1,309,484</b>
<b>OPERATING PROFIT( EBIT) as %</b>		<b>21%</b>	<b>29%</b>	<b>38%</b>	<b>38%</b>	<b>44%</b>
Finance cost	06	75,000	75,000	75,000	75,000	75,000
<b>PROFIT BEFORE TAX</b>		<b>201,531</b>	<b>461,085</b>	<b>851,797</b>	<b>874,811</b>	<b>1,234,484</b>
<b>PROFIT BEFORE TAX as %</b>		<b>16%</b>	<b>25%</b>	<b>35%</b>	<b>35%</b>	<b>42%</b>
Taxation @ 28%	07	-	66,104	175,503	181,947	282,655
<b>PROFIT AFTER TAX</b>		<b>201,531</b>	<b>394,981</b>	<b>676,294</b>	<b>692,864</b>	<b>951,829</b>
<b>PROFIT AFTER TAX as %</b>		<b>16%</b>	<b>22%</b>	<b>28%</b>	<b>28%</b>	<b>32%</b>

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Thank you