

Innovations & Mobility Limited An ISO 9001: 2015 Company

REF: WIML/BSE/IP/APRIL-2023

Date: 14th April, 2023

To Corporate Relations Department BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400 001

BSE Scrip Code: 538970 Script ID: WARDINMOBI

Ref - Wardwizard Innovations & Mobility Limited

Sub: Investor Presentation

Dear Sir/Madam,

We hereby enclose an Investor Presentation "Q-3 of F.Y. 22-23 – Quarterly Presentation – December 2022"

Kindly take the same on record and acknowledge the receipt.

Thanking you, For Wardwizard Innovations & Mobility Limited

Deepakkumar Doshi Chief Financial Officer

CIN No.- L35100MH1982PLC264042





Wardwizard Innovations & Mobility Limited

Investor Presentation Q3 FY23

برسمهم



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Company Overview

Ward Wizard @ Glance

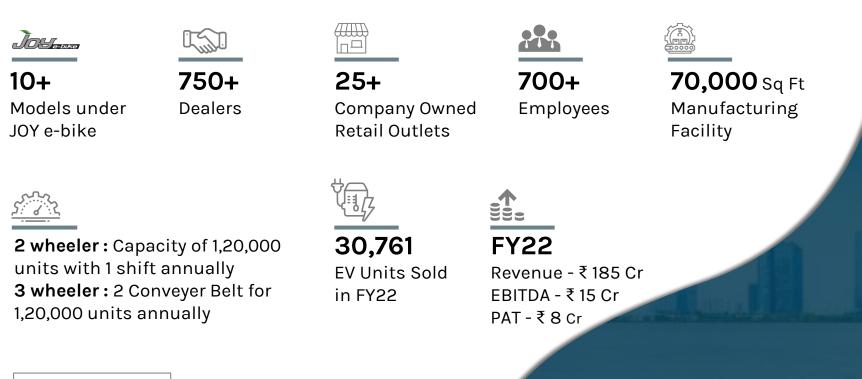
ward Wizard

Wardwizard Innovations & Mobility Limited (Wardwizard, The Company) is a prominent manufacturer of Electric Two-wheeler Vehicles in India, operating under the brand name Joy e-bike. The Company has one of the broadest product lines of any EVscooters and motorcycle company

With a focus on sustainable and eco-friendly transportation solutions, The Company is dedicated to producing high-quality electric vehicles that are both affordable and efficient.

Wardwizard is also India's first Electric Vehicle Manufacturer to be listed on the Bombay Stock Exchange (BSE) with the core business of EV Manufacturing.

Through its dedication to sustainable transportation and innovation, Wardwizard is helping to pave the way for a cleaner, greener future in India and beyond.



Vision

To Empower 55,000 Enterprises For Prosperity

Our Values

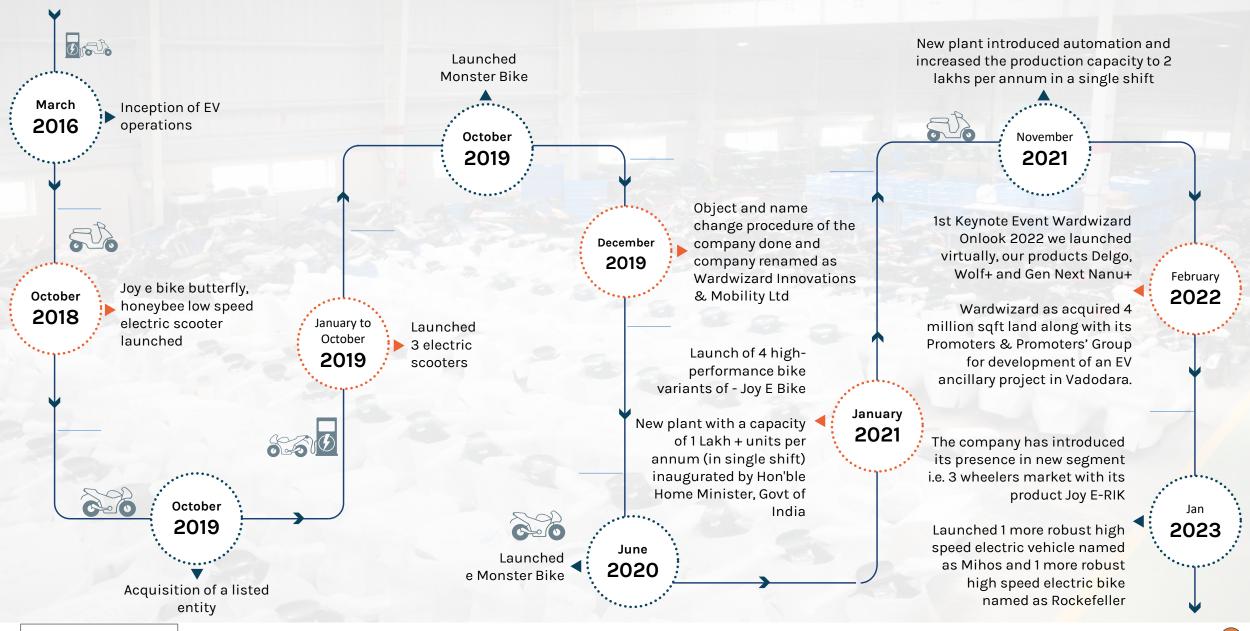
Empowerment Customer Satisfaction Growth

Investor Presentation

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Our Journey





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State of the Art Manufacturing Facility





















Close Proximity To The **Vendors**



Spread Across 70,000 Sq Ft



1 Semi-automatic Assembly Lines

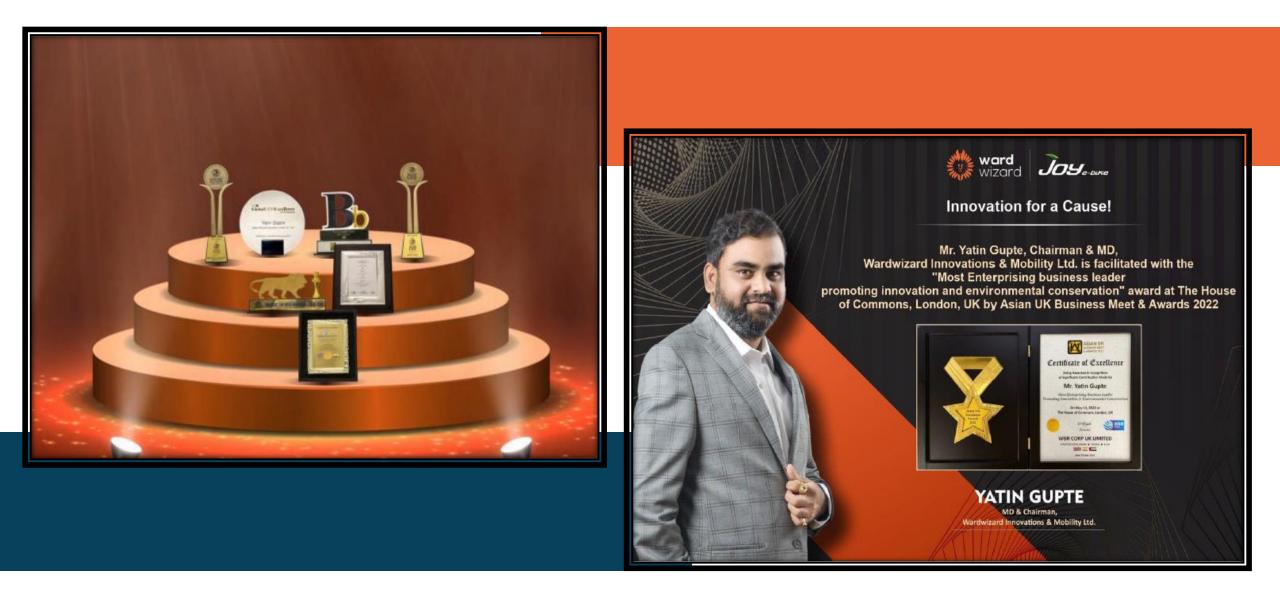


Annual Capacity Single Shift 1,20,000 Units PA for 2 wheeler and 3 wheeler



A Vehicle Is Produced Every **150** Seconds After First Vehicle Is Completed









Management Overview

Management Team





Yatin Sanjay Gupte Chairman & Managing Director

- Mr. Gupte currently serves as Chairman and Managing Director for Wardwizard, and founded and Wardwizard Group in 2016
- He has 15 years of experience working in sales & marketing, business development, client servicing, renewals, and operations (including 11 years of work experience in insurance)
- He has an Honorary Doctorate in Social Service and earned his Master's in Business Administration (M.B.A Exe.) in Insurance & Risk Management from Bhartyiya Shiksha Parisha, Uttar Pradesh



Wardwizard

Limited

• Mr. Doshi currently serves as

Chief Financial Officer for

• Prior to becoming Chief Financial

Officer for Wardwizard, he was

the Chief Financial Officer of

Mangalam Industrial Finance

• He is Chartered Accountant (CA)

Commerce (B.Com)

and completed his Graduation in

Deepak Doshi Chief Financial Officer



Ravidran Nambiar President of International Business



Jaya Ashok Bhardwaj Company Secretary Compliance Officer

- Mr. Nambiar currently serves as the President of International Business for Wardwizard
 - He is responsible for international business strategy and development for the two flagship brands; Joy ebike and VYOM
 - He received his Bachelor of Science (B.Sc) from The Maharaja Sayajirao University of Baroda

- Ms. Bhardwaj currently serves as Company Secretary and Compliance Officer for Wardwizard
- She is Company Secretary (CS) and completed her Graduation in Commerce (B.Com)
- She has more than 7 years of experience as Company Secretary for listed companies in the field of Company Law, secretarial matters, security law, legal matters and compliances.

Management Team





Vineet Akre Sr. Vice President of R&D & Production



Alok Jamdar Vice President Operations (Production)



VILAS PATURKAR 3 Wheeler head

- Mr. Akre currently serves as Senior Vice President of R&D and Production for Wardwizard
- Prior to joining Wardwizard, he worked as an Assistant Vice President of Production for Hivoltrans Electricals Pvt. Ltd.
- He completed his Bachelor of Engineering (BE) from Shri Sant Gajanan Maharaj College of Engineering, Shegaon

- Mr. Jamdar currently serves as
 Vice President of Production
 Operations for Wardwizard
- He has more than 30 years of experience in developing critical machined components & assemblies while being cost effective
- He graduated with a Diploma in Mechanical Engineering from the Institute of Mechanical Engineers Baroda, India

- Mr. Vilas is a competent professional with an experience of over 34 years in the areas of R & D /Inspection, Testing, Electrical Maintenance and Quality Management
- Experienced in Electronics & Electrical components (Motor, Controller, charger & Harness)
 Designed of Main wiring harness for Electrical two & three wheelers for production

Board of Directors





Yatin Sanjay Gupte Chairman & Managing Director



- He has 15 years of experience working in sales & marketing, business development, client servicing, renewals, and operations (including 11 years of work experience in insurance)
- He has an Honorary Doctorate in Social Service and earned his Master's in Business Administration (M.B.A Exe.) in **Insurance & Risk Management** from Bhartyiya Shiksha Parisha, Uttar Pradesh



Avishek Kumar Non Executive -Independent Director

- Mr. Kumar currently serves as Non Executive Independent Director
- He also currently serves as a Director of Datakrew, CEO and Founder and Director of Sunkonnect
- He obtained his Bachelor of Engineering from R.V. College **Microelectronics from Nanyang** Technological University, and **Doctor Computer Engineering from** the National University of Singapore



Sheetal Mandar Bhalerao Non-Executive - Non-Independent Director

Non-Executive, Non-Independent

Managing Director of Wardwizard

Yeppy Foods and the Account and

Finance Director of JZ Hospitality

Business Administration (M.B.A)

in Human Resources and Services

Director for Wardwizard

• She also currently serves as a

Food and Beverages Limited

• She was previously the CEO of

• She obtained her Master's in

from the University of South

Australia





Sanjay Mahadev Gupte Executive - Non Independent Director

- Mr. Gupte currently serves as Executive Director for Wardwizard
- He previously worked as a General Manager of Marketing with Poggen-AMP Nagar Sheth Powertronics Ltd.
- He is a National Apprenticeship Certificate course holder in the Trade of Machinist IN Mumbai G.K.W Ltd.

Board of Directors





Bhargav Govindprasad Pandya Non Executive – Independent Director



for Wardwizard

Coliers Ltd.

Baroda

Mukeshkumar Bapulal Kaka Non Executive – Independent Director

o Mr. Kaka currently serves as Non-

Executive Independent Director

Senior Chief General Manager

Director (Finance) of Mahaguj

Electricity Corporation Ltd.,

• He received a Bachelor of

of Commerce (M.Com), and Bachelor of Laws (LLB.) from the Maharaja Sayajirao University Baroda, and also obtained his Inter ICWA and Final.ICWA from the Institute of Cost & Works Accountants of India and his Ph.D

from The M.S. University of

(F&A) (CFO) with Gujarat State

Baroda and also as the Executive

Commerce (B.Com Hons.), Master

• He previously served as the

or



Neelambari Harshal Bhujbal Non Executive – Independent Director

- Ms. Bhujbal currently serves as Non-Executive Independent Director for Wardwizard
- She has more than 10 years of experience in human resource management, providing recruitment services for IT and non-IT organizations in PAN India
- She possess a Masters of Personnel Management (MPM) and Bachelor of Home Science (B.H.Sc.)

- Mr. Pandya currently serves as Non-Executive Independent Director for Wardwizard
- He previously worked 11 years as an Officer and Sr. Manager in the Foreign Exchange department Baroda Main branch, the Alkapuri branch, the International Business branch of Baroda, and the Anand Main
- He received a Bachelor of Commerce (B.Com), Bachelor of Laws (LLB.), Inter CWA., and CAIIB(I)



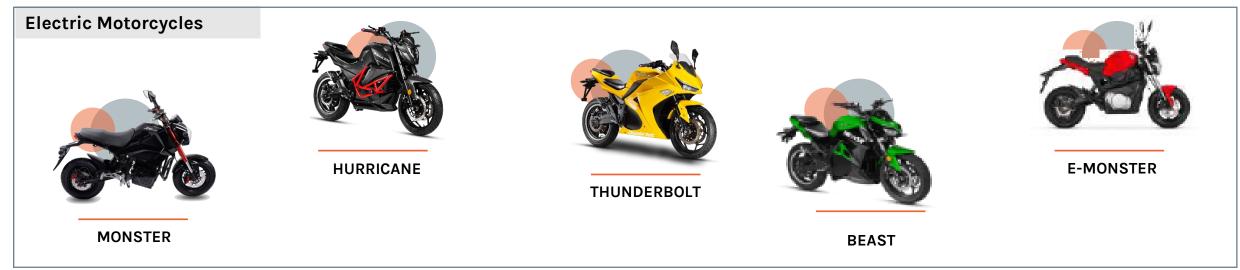


Company Overview

Product Portfolio







Having Presence Across the EV Two Wheeler Value Chain

Product Portfolio Presence Across The Value Chain



Segment	Models	Performance	Registration	Market Segmentation
Low-Speed Electric Scooters	Wolf Gen Next Nanu Glob	Low Speed	Not Required	Rural and Semi-Urban Terrains 16 – 25 years old
High-Speed Electric Motorcycles	E-Monster Beast Thunderbolt Hurricane	High Performance	Required	Hilly Terrains Ages vary
High-Speed Electric Scooters	Wolf+ Gen Next Nanu+ Wolf ECO GenNext ECO	High Speed	Required	Urban, Hilly, and Rural Terrains 18 – 60 years old
Electric Three- Wheeler	E-Rik	High Speed	Required	High Speed Commercial Vehicle





New Launches At Auto Expo 2023 - MIHOS





Colours Available

1. Jet Black Glossy

2. Matt White

3. Satin Blue

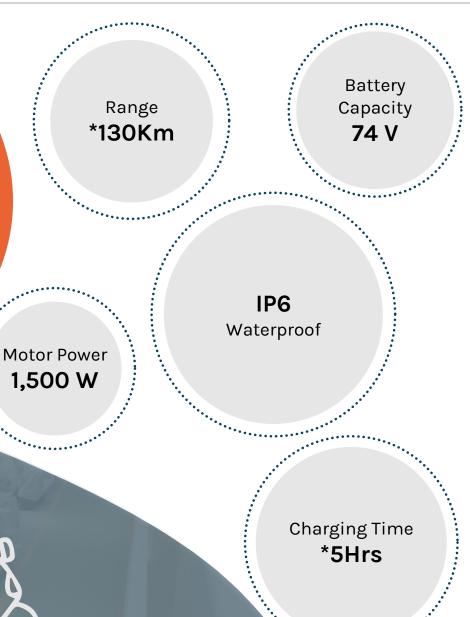
4. Rose Gold

5. Sparkel Black

<u>For More Details</u>

MIHOS: It is designed and developed with Poly DiCycloPentadiene (PDCPD) for additional durability and flexibility to absorb maximum impact on the road.

The new-age-high-speed electric scooter further comes with smart and Intelligent features to bring maximum convenience of the rider while riding.



New Launches At Auto Expo 2023 - E-RIK





Joy E-Rik falls under L5 passenger category. The three wheeler is designed and developed by the R&D team with prime focus on promoting localization and "Make In India" initiative.

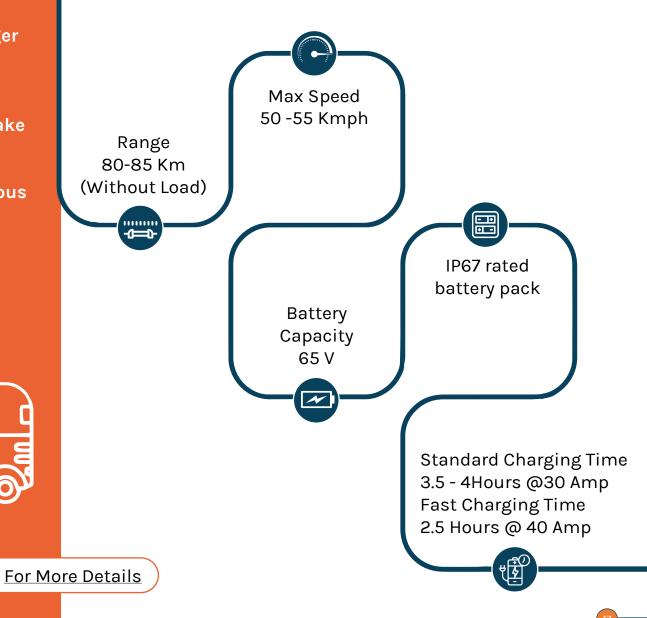
The vehicle is much more spacious and stable while driving.



• White • Blue • Yellow • Green

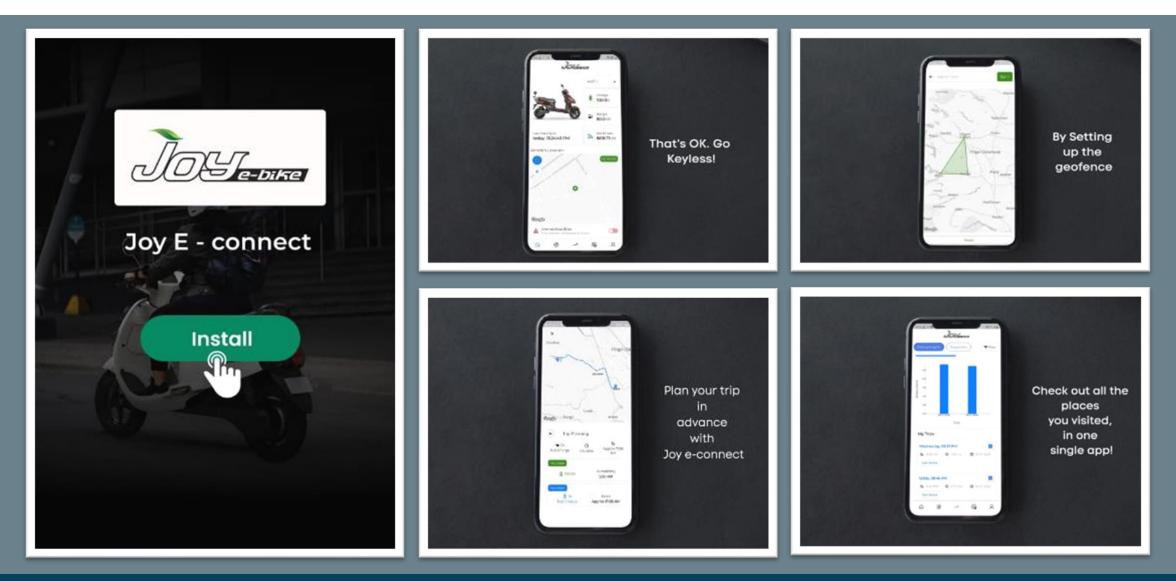






Revolutionize Your Ride with Joy E – Connect





Take Control of Your Ride with Joy E-Connect: Smart, Secure, and Connected!

Investor Presentation

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Increasing Dealer Network



State	Urban Area	Rural Area	Total
Gujarat	44	137	181
Maharashtra	48	78	126
Rajasthan	37	47	84
Madhya Pradesh	23	57	80
Chhattisgarh	9	10	19
Delhi/Haryana	47	29	76
Uttar Pradesh	50	39	89
Bihar/Jharkhand	23	28	51
Odisha	3	16	19
West Bengal	15	12	27
Karnataka	3	4	7
Grand Total	302	457	759

State	No. of Dealers	S
J&K	6	U
Punjab	13	
Uttar Pradesh	89	В
Rajasthan	84	A
Gujarat	181	С
Maharashtra	126	0
Kerala	1	V
	7	
Karnataka	7	M
Goa	2	
Himachal Pradesh	2	
Chandigarh	2	h
Delhi/ Haryana	76	Ν

State	No. of Dealers
Uttarakhand	14
Bihar/ Jharkhand	51
Assam	1
Chhattisgarh	19
Odisha	19
West Bengal	27
Madhya Pradesh	80

International No. of Dealers Nepal 1





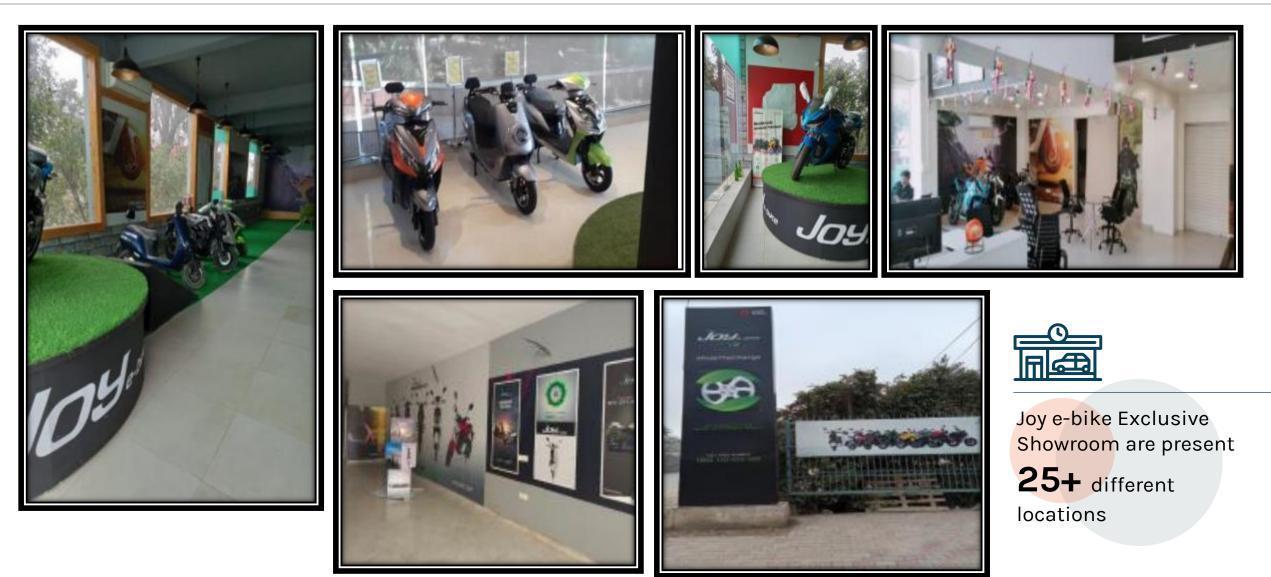
750+ Dealers



4 Zonal Office Branch Office

Company Owned Retail Outlets





Engaging Marketing Techniques To Create Brand Awareness

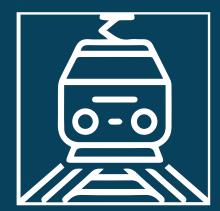




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Engaging Marketing Techniques To Create Brand Awareness





Marketing in Indian Railways







Industry Overview

EV Mobility Market Overview & Government Initiative In India



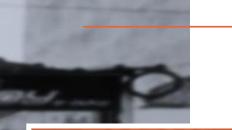
The Indian government has planned US\$ 3.5 billion in Investment flow into EV startincentives over a five-year The EV market in India is ups in 2021 touched an allperiod until 2026 under a estimated to reach Rs. 50.000 time high, increasing nearly crore (US\$ 7.09 billion) by revamped scheme to 255% to reach Rs. 3.307 crore encourage production and 2025. (US\$ 444 million). export of clean technology vehicles. The Indian automotive electric A report by India Energy Storage Alliance estimated two-wheeler industry grew by In 2022, EV sales reached a new high of 10,54,938 units that the EV market in India is more than 300% in 2022 and is expected to cross 50% market surpassing 1 Mn mark for the likely to increase at a CAGR of share by 2023, with connected first time with 4.7% market 36% until 2026. The projection two-wheelers and high-speed share in overall automobile for the EV battery market is electric vehicles driving the sales. forecast to expand at a CAGR of growth. 30% during the same period.

EV Mobility Market Overview & Government Initiative In India



The Indian government is working to create an integrated EV mobility ecosystem with a low carbon footprint and high passenger density with an emphasis on urban transportation reform.

Mahindra & Mahindra has tied up with three electric vehicle infrastructure partners to offer charging solutions for its range of passenger electric vehicles. There is a need to set up proper charging infrastructure for EVs in India, and various public sector firms, ministries and railways have come together to create infrastructure and to manufacture components.





The Government approved FAME and plans to cover all vehicle segments and all forms of hybrid & pure EVs. FAME-I was extended until March 31, 2019. In February 2019, the Government of India approved FAME-II scheme with a fund requirement of Rs. 10,000 crore (US\$ 1.39 billion) for FY20-22.

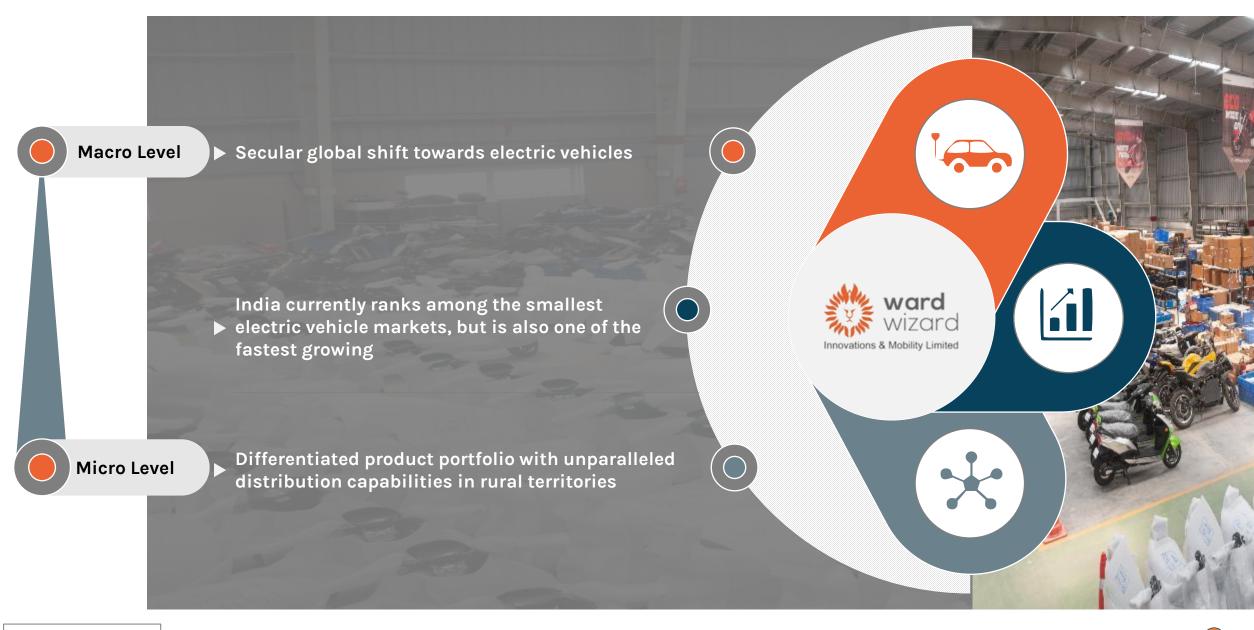
In the year 2021, India's spending on electrical architecture development, such as battery development, electrification, e-motors and power electronics, came up to Rs. 48,215 crores (US\$ 6.39 billion).



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Multi-Dimensional Growth Opportunity





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India's Electric Vehicle Market: Small but Mighty in Growth!



Global Warming Growth in Domestic Pollution **Extremely High** Conventional Vehicle Sales

Indiaisamongthemost pollutedcountriesinth eworld;rankedfifthinw orld'stoppollutedcount ries

Globaltemperatureisris ingeveryyear;19outofth e20warmestyearshave occurredinthe21stcent ury 97%oftheoverallvehicle salesinthelastfiveyear shavebeenfromconven tionalvehicles(petrol& diesel)

State Government Incentives To Promote EV Addoption

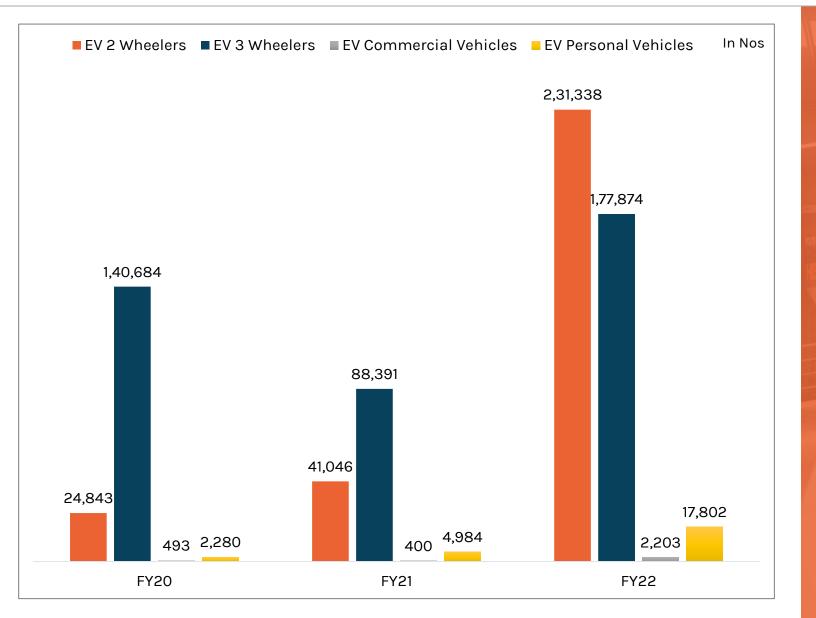


State	Gujarat and Assam	Delhi	Kerala	Maharashtra	Manipur	Odisha
2 Wheeler	₹ 10,000/kWh	Demand Generation Incentive: Up to ₹ 30,000 Purchase Incentive: ₹ 5,000/kWh up to ₹ 30,000		₹ 5,000/kWh up to ₹ 10,000 for the first 100,000 electric 2-wheelers	₹ 10,000/kWh up to ₹ 1,50,000 for the first 3,500 electric 2- wheelers	15% up to ₹ 5,000
3 Wheeler	₹ 10,000 /kWh	Purchase Incentive of ₹ ₹ 30,000 Interest subvention of 5% on loans and/or hire purchase scheme for the purchase	25% of the EV up to ₹ 30,000	₹ 5,000/kWh up to ₹ 30,000 for the first 15,000 electric 3- wheelers autos ₹ 5,000/kWh up to ₹ 30,000 for the first 10,000 electric 3- wheelers goods carrier	₹ 4,000/kWh up to ₹ 5,00,000 for the first 200 electric 3- wheelers	15% up to ₹ 12,000
4 Wheeler	₹ 10,000 /kWh	Purchase Incentive of ₹ 10,000 /kWh up to ₹ 1,50,000 for the first 1000 e- cars		₹ 5,000/kWh up to ₹ 1,50,000 for the first 10,000 electric 4- wheelers cars ₹ 5,000/kWh up to ₹ 1,00,000 for the first 10,000 electric 4- wheelers goods carrier	₹ 4,000/kWh up to ₹ 15,00,000 for the first 2,500 electric 4-wheelers	15% up to ₹ 1,00,000

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Growing Electric Vehicle Sales In India





FY20 - FY22 CAGR by Segment

Electric 2 Wheelers 205% Electric 3 Wheelers 12% Electric Commercial Vehicles 111% Electric Personal Vehicles 179%

2-wheeled electric vehicles are the fastest growing segment within India's dynamic electric vehicle market

Investor Presentation

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Electric Vehicles vs. Internal Combustion Engines (ICE)

EVs Are Simpler: EVs have fewer components and live 3.5 times longer than ICE vehicles	EVs Are More Powerful: EVs can offer full torque at zero RPM, whereas ICE vehicles can only operate in a certain RPM range. Thus, at lower speeds, EVs are more powerful	EVs Have Begun to Make Economic Sense: Electric vehicles have a significantly higher upfront cost, as compared to ICE vehicles, largely on account of battery costs. On the other hand, the operating costs for an EV are much lower. Thus, Total Cost of Ownership (TCO) is an important economic comparison between ICE vehicles and EVs
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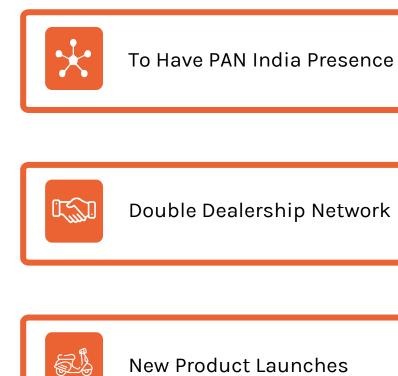
Moving	g Parts		Electric Vehicle	ICE
ICE 150	150	Cost of Purchase (₹)	1,04,167	91,500
EV 24	24	Operating Cost	₹ 0.15/km	₹ 1.97/km
Wearin	g Parts	Maintenance Cost	No Maintenance cost	
ICE	24	Downtime	No Downtime	
EV	11	Impact on Environment	Eco friendly	





The Way Forward





New Product Launches





Strengthening Position In Key Markets



Develop India's First EV Cluster



Improve Margins



Exploring Export Opportunities

EV - Ancillary Cluster





Acquired a 4 million sq. ft property for the cluster The cluster will consist of a R&D center and a production center for the manufacturing of electric two wheelers & three wheelers Signed MoU with Gujarat Government for the investment of ₹ 500 Cr for research and development of electric vehicles in Gujarat The cluster will generate employment of about 6,000 jobs Manufacturing partners will be invited to colocate their production units and utilize stateof-the-art facilities, resources, and labor to manufacture essential components





Financial Overview

Q3 & 9M FY23 Result Highlights



Y-0-Y% **Particulars** Q3 FY23 Q3 FY22 Y-O-Y % 9M FY23 9M FY22 Net Sales 69.83 58.11 188.38 103.07 Other Income 0.00 0.19 0.15 0.28 **Total Income** 69.83 58.30 19.78% 188.53 103.35 82.42% **Expenses** 55.45 50.06 **Raw Material costs** 155.37 86.90 **Employee Benefit Expenses** 6.28 2.26 1.80 4.19 Other Expenses 5.63 1.93 12.15 3.85 **Total Expenditure** 63.34 53.79 173.80 94.94 EBIDTA 6.49 4.51 43.58% 14.73 8.41 75.15% EBIDTA (%) 9.29 7.74 7.81% 8.14% Interest 0.48 0.00 0.65 0.00 Depreciation 1.25 0.64 3.16 1.47 PBT 4.76 3.88 22.68% 10.92 6.94 57.35% TAX Expense (Including Deferred Tax) 2.93 1.33 1.01 1.74 **Reported Net Profit** 3.43 2.87 19.51% 7.99 53.65% 5.20

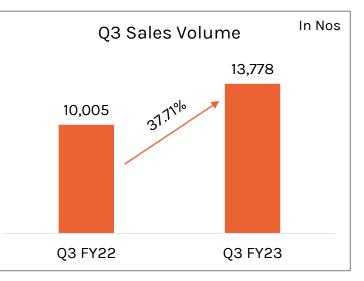
4.92

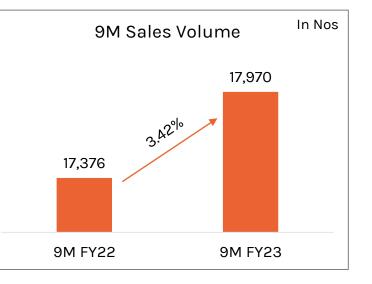
4.91

In ₹ Cr

5.03%

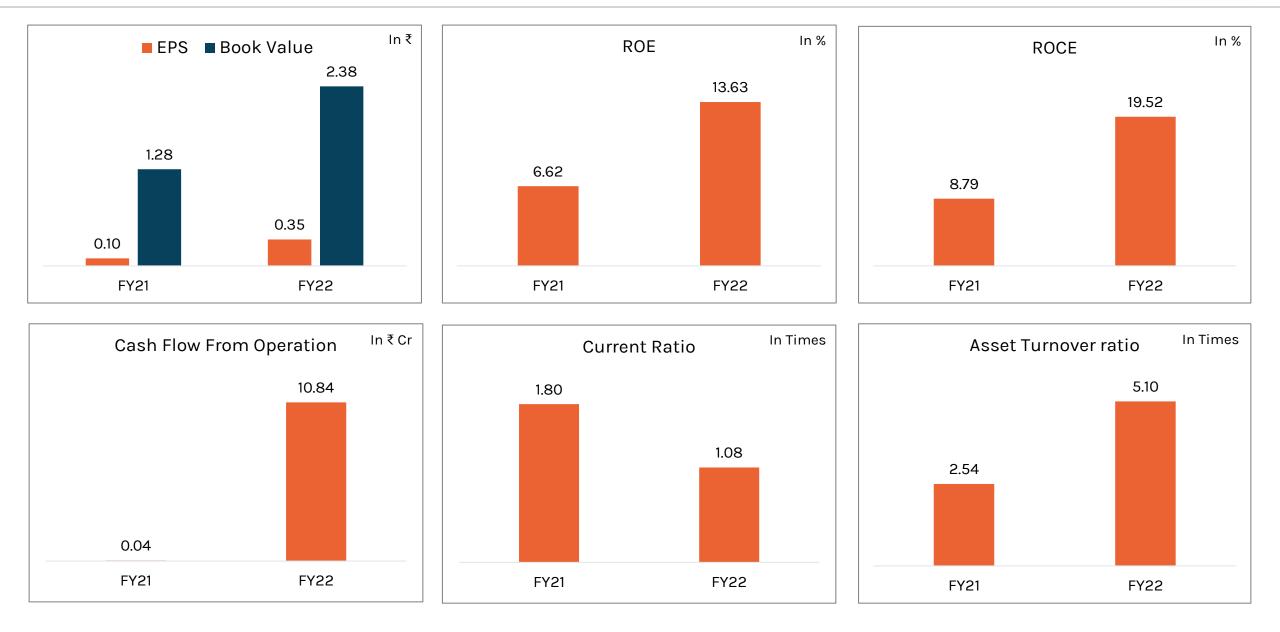
4.24%





NPM (%)

Key Financial Highlights



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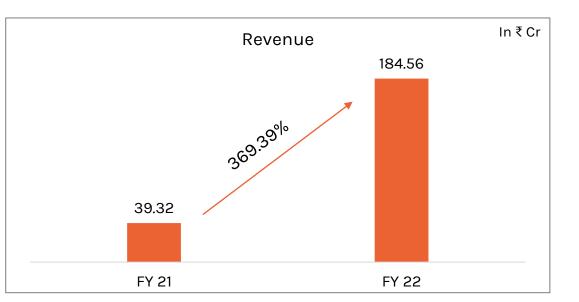
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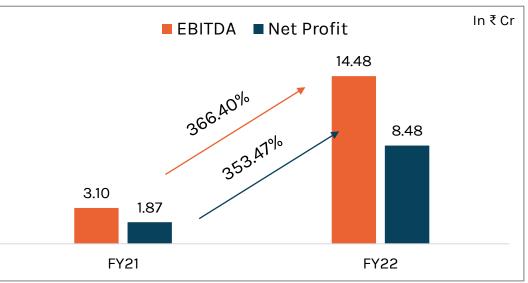


Profit & Loss Statement



		In ₹ Cr
Particulars	FY 21	FY 22
Revenues	39.32	184.56
Other Income	0.05	0.58
Total Income	39.36	185.14
Raw Material Costs	31.83	158.54
Employee Costs	3.02	6.13
Other Expenses	1.41	5.99
Total Expenditure	36.26	170.66
EBITDA	3.10	14.48
EBITDA Margin	7.83%	7.82%
Finance Costs	0.00	0.03
Depreciation	0.63	2.33
РВТ	2.47	12.15
Тах	0.61	3.66
Reported Net Profit	1.87	8.48
Reported Net Profit Margin	4.58	4.58





Balance Sheet



In ₹ Cr

Equities & Liabilities	FY21	FY22
Equity	21.94	25.92
Reserves	6.17	36.32
Net Worth	28.11	62.24
Non Current Liabilities		
Long Term Borrowing	0.00	0.00
Deferred Tax Liabilities	0.00	0.00
Long Term Provision	0.07	0.21
Total Non Current Liabilities	0.07	0.21
Current Liabilities		
Short Term Borrowings	0.00	0.00
Trade Payables	9.28	70.31
Other Current Liabilities	0.15	45.18
Short Term Provision	0.45	1.35
Total Current Liabilities	9.88	116.84
Total Liabilities	38.06	179.29

Assets	FY21	FY22
Non Current Assets		
Fixed Assets	15.46	36.18
Other Non Current Financial Assets	3.82	2.96
Other Non Current Assets (Including DTA)	-0.03	9.75
Total Non Current Assets	19.24	48.88
Current Assets		
Inventories	7.32	71.58
Trade Receivables	2.89	5.86
Cash & Bank Balance	2.28	17.08
Other Current Financial Assets	2.64	15.10
Current Tax Assets (Net)	0.02	-1.37
Other Current Assets	3.67	22.16
Total Current Assets	18.83	130.41
Total Assets	38.06	179.29



Stock Informa	tion	Shareholding I
	As on 31-03-2023	
BSE Code	538970	
ISIN	INE945P01024	
Share Price (₹)	51.80	
Market Capitalization (₹ Cr)	1,340.96	
No. of Shares Outstanding	26,20,52,303	29.81
Face Value (₹)	1.00	
52 Week High (₹)	85.50	
52 Week Low (₹)	47.80	
Corporate Acti	ions	_0.10
Corporate Action	Ex Date	
Dividend ₹ 0.075	22-08-2022	
Rights Issue	20-01-2022	
Dividend ₹ 0.050	17-08-2021	
Stock Split From ₹ 10/- to ₹ 1/-	17-03-2021	Promoter & Promoter Group
Bonus Issue 1:1	08-07-2015	



Mr. Deepak Doshi Chief Financial Officer

Survey No. 26/2, Opp. Pooja Farm, Sigma College Road, Hanumanpura, Ajwa Road, Vadodara – 390019 (Gujarat) Email: <u>cfo@wardwizard.in</u> Website: <u>www.wardwizard.in</u>

Thank You



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