



**ward  
wizard**

Innovations & Mobility Limited  
An ISO 9001 : 2015 Company

Ref: WIML/BSE/IP/JULY-2022

Date: 18<sup>th</sup> July, 2022

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

Scrip Code: 538970

Ref: - Wardwizard Innovations & Mobility Limited

Sub: Investor Presentation

Dear Sir/Madam,

The Investor Presentation made to the Analysis is enclosed herewith

Kindly take the same on record and acknowledge the receipt.

**Thanking you,**  
**For Wardwizard Innovations & Mobility Limited**

**Sneha Shouche**  
**Chief Financial Officer**

Encl: As above





# WARDWIZARD INNOVATIONS & MOBILITY LTD.

INVESTOR PRESENTATION

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# ABOUT THE COMPANY

## 1ST EV BSE LISTED

The only listed company with core business of EV

## MANUFACTURING PROWESS

Manufacturing Facility - Plant Capacity of 4-6 Lakhs per year at full capacity with 2-3 shifts annually

## PEDIGREE

Crossed a Milestone revenue of more than Rs. 180 crore.

A Zero Debt Company

## NETWORK

550+ Dealers & Touchpoints across India

## 9 PRODUCT VARIANTS

More than 11 (2-Wheeler) EV models Offered to the market under the Brand Joy E-bike

## OUTLETS & BRANDS

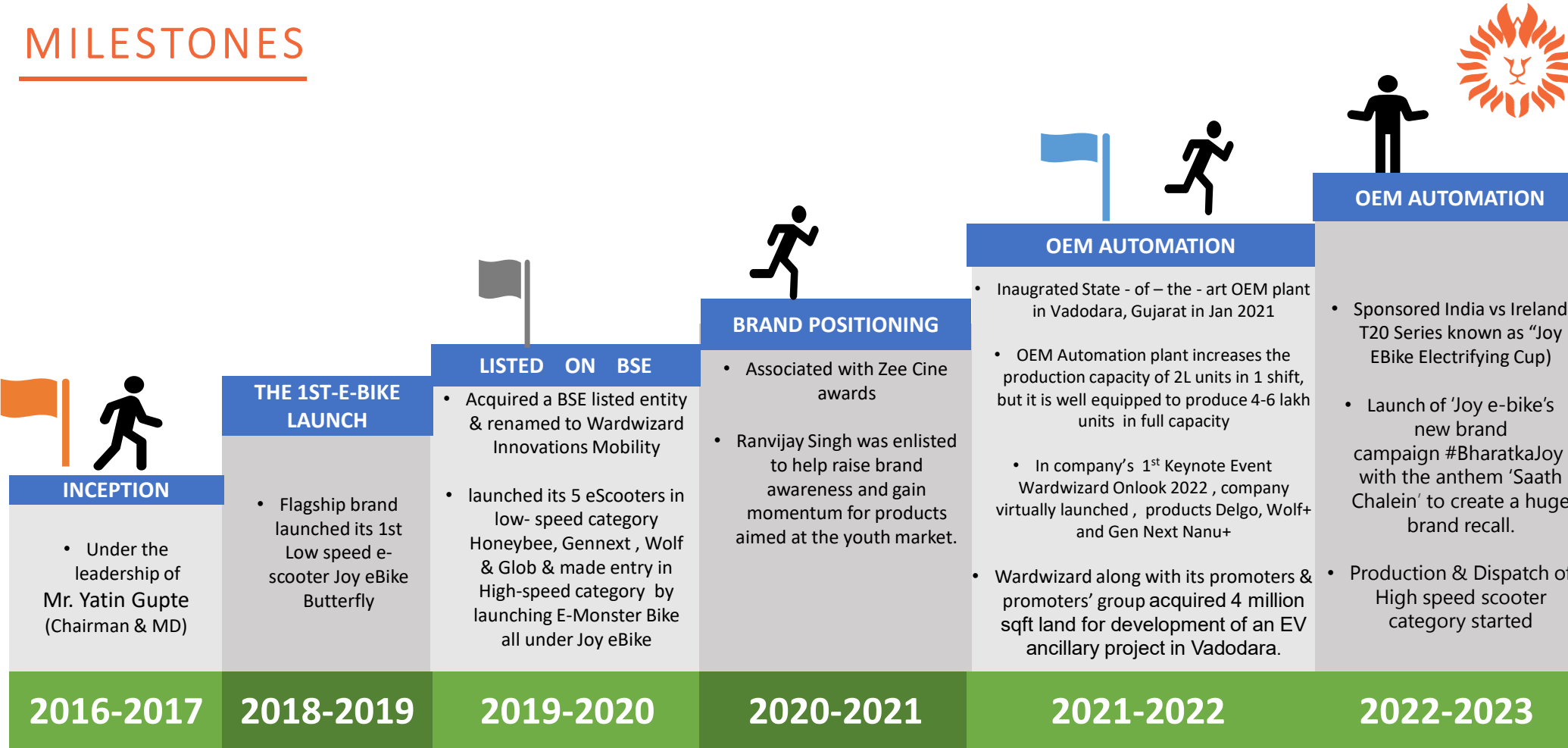
10+ Exclusive Retail Outlets of Joy-e bikes



# OVERVIEW



# MILESTONES



# EXPERIENCED MANAGEMENT

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- An industry stalwart and marketing maestro, Mr. Yatin Gupte, is the Chairman & Managing Director at Wardwizard Innovations & Mobility Ltd. He is an instrumental leader who with his exemplary knowledge and path-breaking innovative ideas, is consciously working in making the nation 'future ready' in the field of mobility.
- With a vision to leave a mark with his world class innovations, Mr. Gupte is on his journey to nurture dynamic leaders for tomorrow while transforming the entire ecosystem by offering viable solutions.
- Mr. Gupte founded Wardwizard Group. in 2016 and since then our EV Operations started. In October 2019, Wardwizard acquired a listed entity and in March 2020 name and object change procedures were completed. By this time Wardwizard Innovations and Mobility Ltd. became first ever EV company which got listed in BSE with an aim to provide sustainable greener alternatives to current ways of life.
- Under his leadership, the Company's market cap grew from INR500 crore in September 2020 to INR2200 crore in March 2022. The company is not only gaining popularity for its innovative and distinguished products in India, but it has spread its wings in global markets as well.
- His dreams are in line with the growth of the country and hence he has been working on boosting the 'Make-in-India and Atmanirbhar Bharat' mission to augment greener alternatives in the electric vehicle sector in accordance with the vision of our Hon. PM. Shri Narendra Modi to initiate and execute a better living in India with a Solution to Pollution.
- Through this journey he has been recognized for his contribution and bagged some prestigious awards including Outstanding Contribution for Environmental Conservation and Innovative Product at House of Commons London, UK Parliament by WBR, Best Electric Vehicle Manufacturing CEO by Global CEO Excellence Award, The Most Promising Business Leader of Asia 2020 -2021 by Economic Times, Best Brand Award by Economic Times amongst many others., Most Enterprising Business Leaders promoting Innovations & Environmental Conservation at House of Commons, London, UK by Asian UK Business Meet and Awards 2022
- Wardwizard EV Ancillary cluster, a large ecosystem of stakeholders being set up by our company, is our commitment to strengthen the EV value chain in India. This will enable, not only Wardwizard, but the entire EV industry in India, to overcome the supply chain and product lifecycle challenges
- An honorary doctorate in social service and MBA holder in Insurance & Risk Management, he has experience of close to two decades in the various fields of business, sales, and much more.



MR. YATIN GUPTÉ



## EXPERIENCED MANAGEMENT



**SANJAY GUPTÉ - ED**

- He is a National Apprenticeship Certificate course holder in the Trade of Machinist IN Mumbai G.K.W Ltd.
- He has approximately 45 years of experience in the field of Engineering and worked with different groups of the Companies. He worked as a General Manager Marketing with Poggen-AMP Nagar Sheth Powertronics Ltd.



**SHEETAL BHALERAO – NON-EXECUTIVE  
NON-INDEPENDENT DIRECTOR**

- She has spent 18+ years in the industry and executed many leadership roles whether as a CEO of Yeppy Foods and director of Wardwizard. With a strong hold on Finances, Mrs. Bhalerao leads her way forward at Wardwizard, with previous insights and learnings from the position of Account and Finance director with JZ Hospitality in Pune.
- In her tenure at Wardwizard, the company has achieved record breaking additional sales. The company under her leadership made diverse expansion plans, specially post center and state government announcements of subsidy support.
- A prodigy by nature, she went to the University Of South Australia where she pursued her MBA in Human Resources and services & post that She sought a career in finance.



**SNEHA SHOUCHE - CFO**

- Under her profound leadership, the company executed diverse plans for improved infrastructure, product and critical partnerships. This feat not only underlines her energy and ownership towards her work, but also her sense of responsibility towards the brand, public relations and investor relations.
- With over a decade of experience of manufacturing industry, she has held a plethora of leadership roles across board. Prior to being instated as the Chief Financial Officer (CFO) for Wardwizard, she was a Business Development Manager with J.S Corrupack Pvt. Ltd.
- She completed her Master's in Business Administration (M.B.A.) in Finance . Alongside, she also believes in putting a well-rounded monetary system in place to ensure smooth and seamless functioning of an organization.



**Ms. Jaya Bharadwaj - CS**

- Graduate in Commerce (B.Com) and Associate member of ICSI, New Delhi.
- 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.





## EXPERIENCED MANAGEMENT



**MR. RAVIDRAN NAMBIAR**  
- PRESIDENT – IB

- As President - International Business at Ward Wizard Group he is involved into International Business, Strategy, Business Development for our two flagship brands Joy E Bike and VYOM
- At Wardwizard Solutions Uganda Limited as a Co-Founder & Director, we have created our extended footprint to explore to Africa Market through the Pearl of Africa - Uganda
- We have created a top-of-the-line assembly line for assembling Semi Knock Down Kits of LED Smart TVs & Battery Powered Two-Wheeler sourced from India and China. He heads this operation right from Sourcing to creating the Distribution Network for Sales across Uganda and other East African Markets of Tanzania, Kenya, Rwanda, South Sudan.



**MR. VINEET AKRE -**  
SVP - FACTORY

- More than 20 years experience in Design & Manufacturing of High Voltage Instrument Transformers.
- 10+ year experience in database applications development in MS Access



**MR. ALOK JAMDAR -**  
VP - FACTORY

- More than 30+ years of experience in developing critical machined components & assemblies, cost effectively.
- Carrying out detailed process mapping prior to manufacturing such that each stage is controlled & documented for future validation & back tracing



**MR. AJAY PAWAR - VP**  
- FACTORY

- Over 19+ years of experience in the areas of Project Management, Operations & Maintenance and Spares Management.
- Proficiency in managing operations & maintenance of a wide range of machinery & equipment's. Expertise in implementing cost saving measures to achieve reduction in terms of raw material, procurement costs, and logistics costs



**MR. ANNASAHEB**  
KUMBHAR – AVP FACTORY

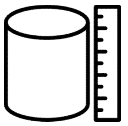
- Leading all facets of procurement responsibilities, by accurately analyzing company needs and introducing strategic procurement plans.
- Developing and implementing new systems and processes to enhance efficiency and productivity, selection of effective vendor & procurement system that boosted inventory turnover while cutting carrying costs



# STATE OF THE ART MANUFACTURING FACILITY



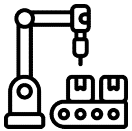
Infrastructure spread across 70k square feet.



Capacity of 1 Lakh units in single shift transitioned to 2 Lakh units, with the help of automation thus increasing the volume count to 4-6 lakh Units with 2-3 shifts at full capacity utilization.



Plant has location advantage with proximity to the vendors.



New Automatic assembly line ensure adequate and timely production.



1.10 minutes is the average time taken by each assembly section to complete the task assigned to the same.



# PRODUCT PROFILE



## Low Speed e2W



↑  
WOLF



↑  
GLOB



↑  
MONSTER



↑  
GEN NEXT NANU

## High Speed e2W



↑  
HURRICANE



↑  
BEAST



↑  
E-MONSTER



↑  
THUNDERBOLT

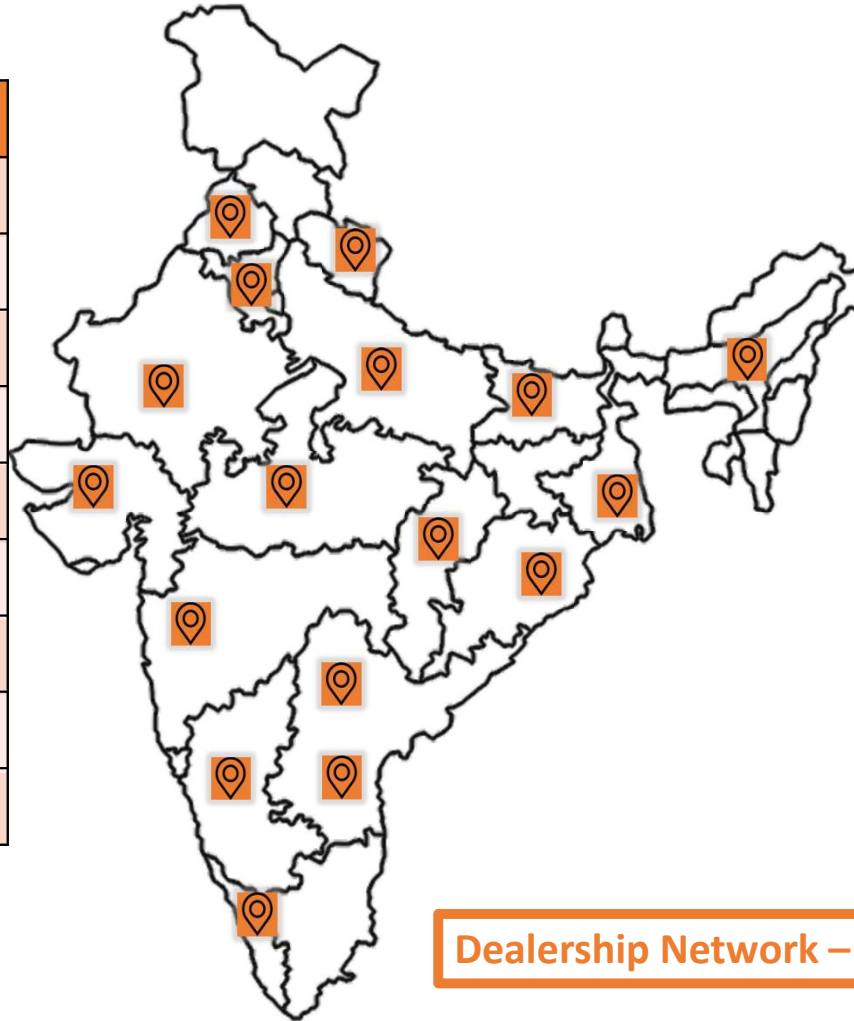


↑  
SKYLINE

# DEALER NETWORK



STATE	NO OF DEALERS
J&K	2
Haryana	16
Punjab	4
Uttar Pradesh	40
Rajasthan	71
Gujarat	173
Maharashtra	130
Kerala	1
Karnataka	1



STATE	NO OF DEALERS
Delhi	7
Uttarakhand	7
Bihar	25
Assam	1
Chhattisgarh	19
Jharkhand	9
Odisha	3
West Bengal	3
Madhya Pradesh	79

**Dealership Network – 550+**

# OUTLETS



Joy Ebike Exclusive Showroom are present 10+ different locations



# AWARDS & ACCOLADES



**ward wizzard** | **JOY e-BIKE**

**Innovation for a Cause!**

Mr. Yatin Gupte, Chairman & MD, Wardwizard Innovations & Mobility Ltd. is facilitated with the "Most Enterprising business leader promoting innovation and environmental conservation" award at The House of Commons, London, UK by Asian UK Business Meet & Awards 2022



**YATIN GUPTA**  
MD & Chairman,  
Wardwizard Innovations & Mobility Ltd.

# EVENTS & CAMPAIGNS



EV EXPO participation in Bangalore, Mumbai and West Bengal with the core idea of B2B and brand positioning



Pune Alternate Fuel Conclave 2022 participation by Joy Ebike



We have our brand hoardings on HPCL Petrol Pumps in 460+ location in India.

# MARKETING CAMPAIGNS



Joy EBike partnered with The Kapil Sharma Show as the co-presenter. For the show to have mass brand awareness.

Joy EBike had a partnership with AajTak for event like: MasterStroke and Joy EBike Reporter and other prime time shows.





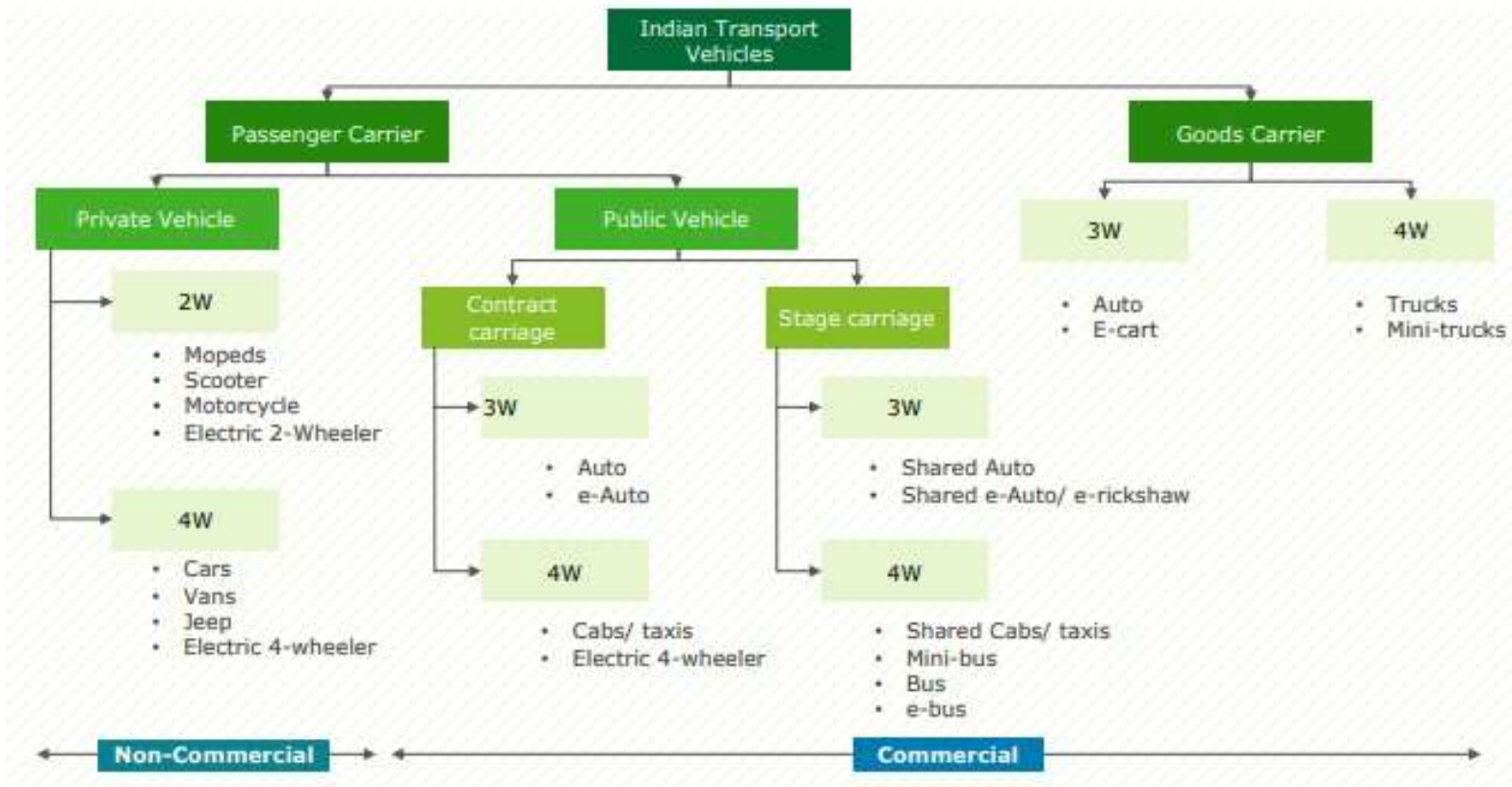


## INDUSTRY UPDATE

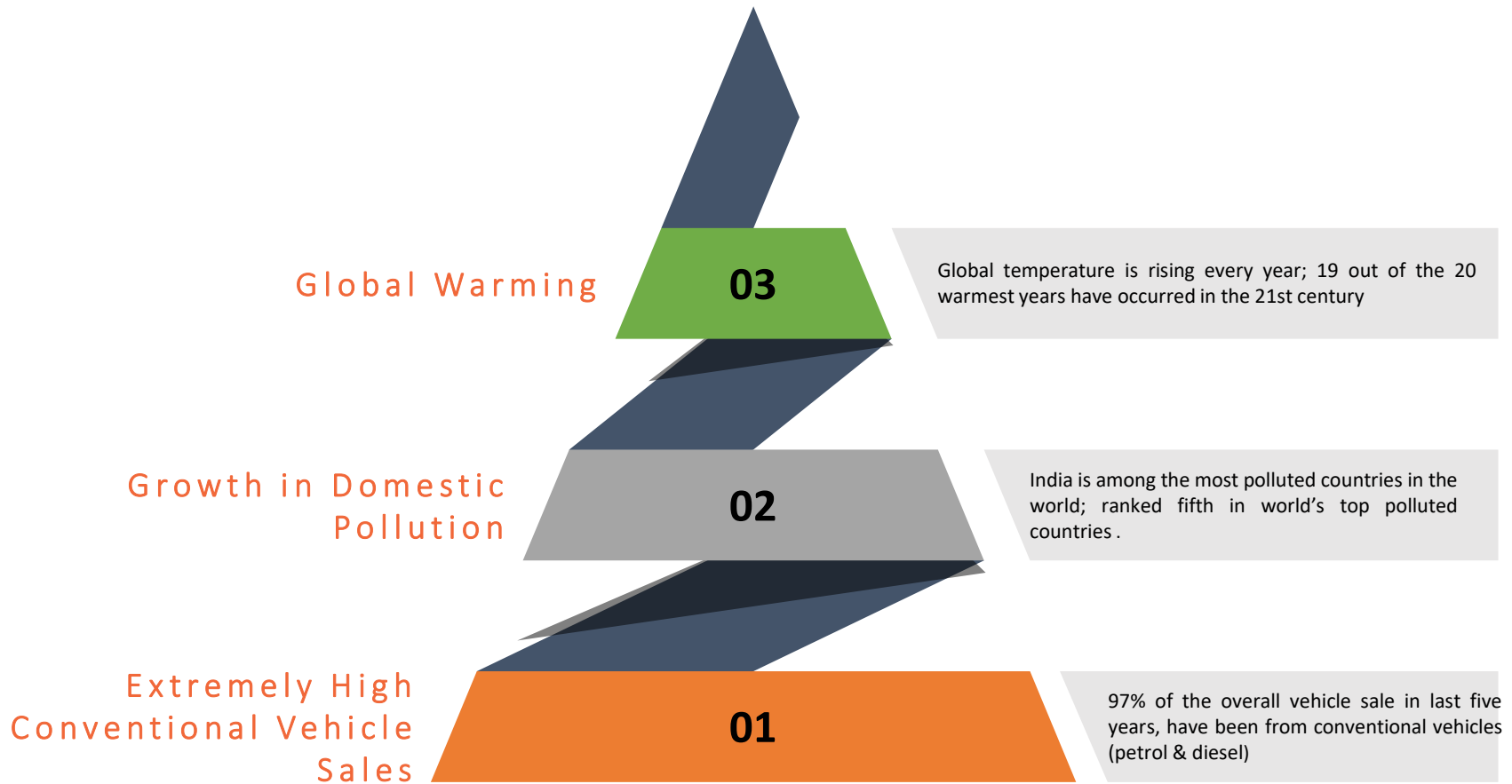




# VEHICLE CATEGORIES AND ASSOCIATED SERVICES IN INDIAN MARKET



# NEED FOR INDIA TO SHIFT ITS MOBILITY STRATEGY





# BENEFITS OF ELECTRIC VEHICLE

**EVs ARE SIMPLER** : EVs have lesser components and live 3.5 times longer than ICE vehicles



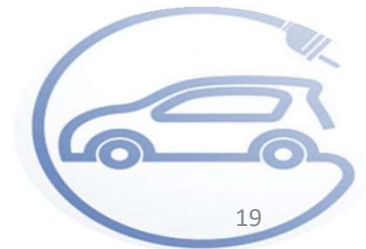
Moving Parts	
ICE	150
EV	24



Wearing Parts	
ICE	24
EV	11

**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

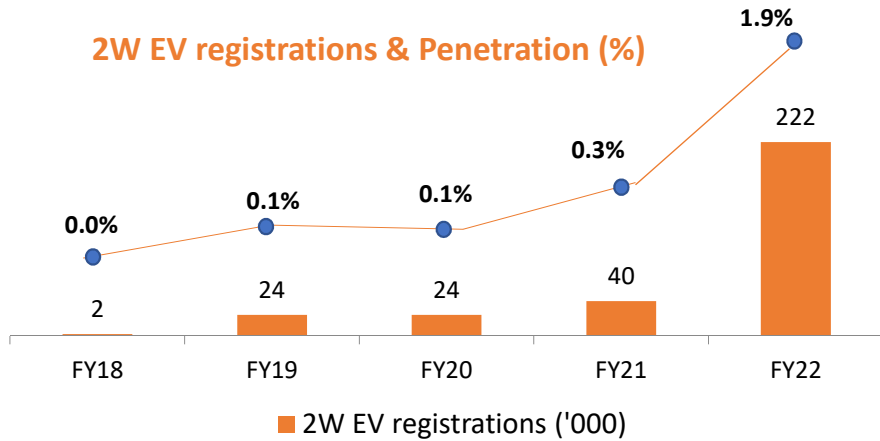
**EVs HAVE BEGUN TO MAKE ECONOMIC SENSE**: Electric vehicles have a significantly higher upfront cost, as compared to ICE vehicles, largely on account of battery costs. On the other hand, the operating costs for an EV are much lower. Thus, Total Cost of Ownership (TCO) is an important and correct assessment of economic comparison between ICE vehicles and EVs



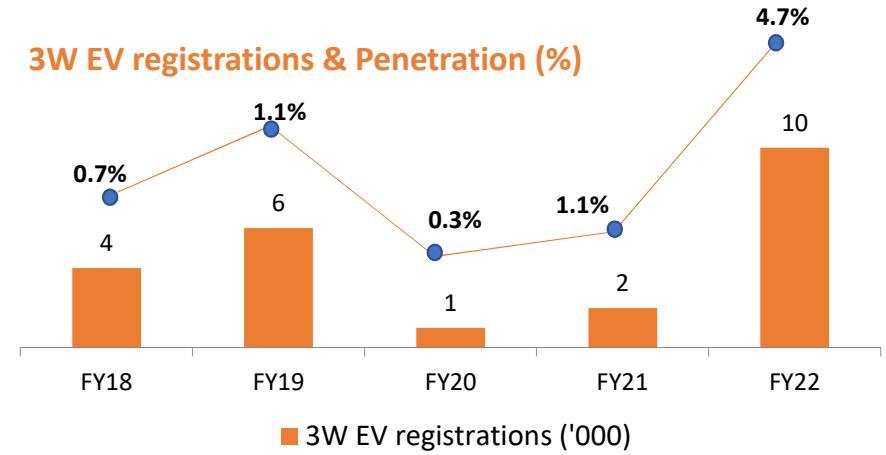


# EV- PENETRATION IN INDIA

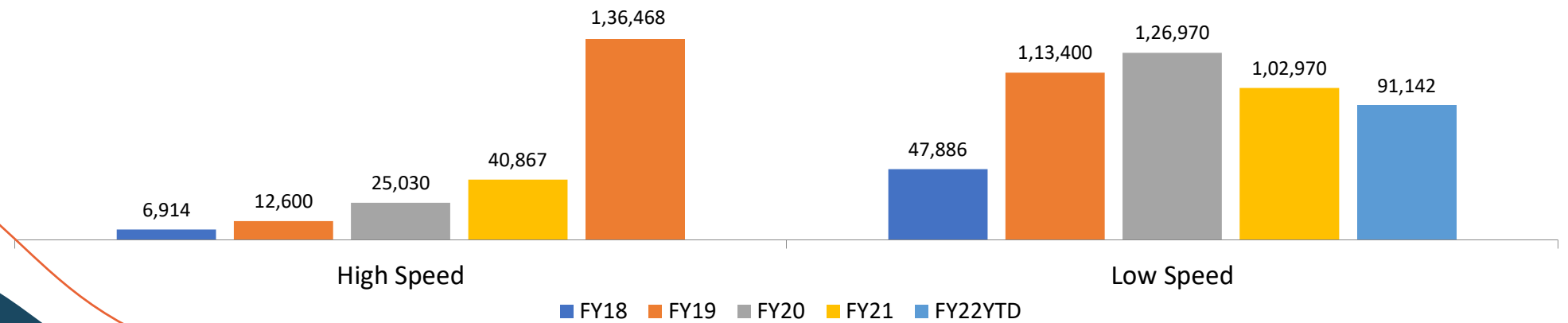
### 2W EV registrations & Penetration (%)



### 3W EV registrations & Penetration (%)



### Growing Share of Premium e2W



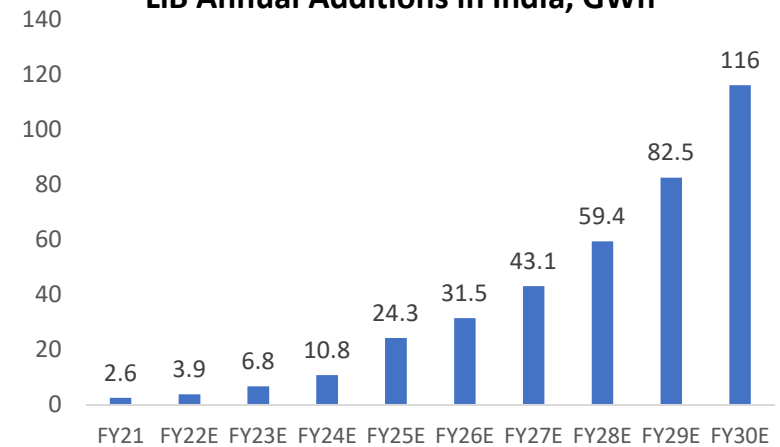
# LITHIUM- ION BATTERY



- India is still dependent on imports for lithium-ion batteries (LiB)
- Ninety percent of the total LiB demand will be driven by automotive applications.
- The demand for lithium-ion batteries (LiB) in India has been driven by portable applications (consumer electronics like mobiles, laptops, video cameras etc.), stationary energy storage applications, and electric vehicles (EVs).
- The majority (~80 per cent) of LiB demand is from EVs while 20 per cent is from non-automotive applications (mainly energy storage).
- Research estimates that the annual LiB market in India will reach 116GWh in 2030, with EVs accounting for ~90 per cent of the overall market on the back of huge government targets of adding variable renewable energy sources to the grid



**LiB Annual Additions in India, GWh**





## WAY FORWARD

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# WAY FORWARD

## PAN INDIA PRESENCE

To Have Presence Pan India by 2023

## FIRST EV ANCILARY CLUSTER IN INDIA

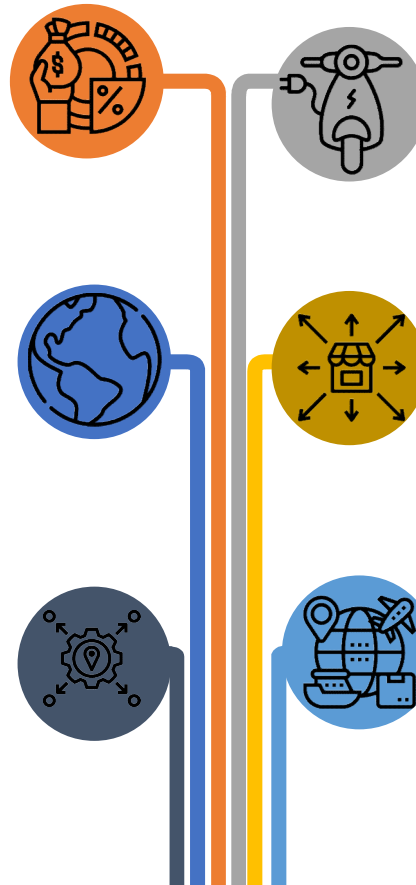
To begin with first of its kind in India, EV Ancillary Cluster.

Ancillary Cluster would ensure to plug supply chain gap arise due to dependency on China.

Acquired 4 million sq. Ft land to strengthen the growth of EV Manufacturing.

## EYEING 3W MARKET

Company is foraying to enter 3 e-wheeler space



## NEW PRODUCT LAUNCHES

New EV offerings at various price points

The launch of a single, swift electric two-wheeler that will boost the intended market's size over all of India

## CAPACITY EXPANSION

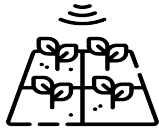
Automation of our assembly line has enabled to increase the product volume to **XX**

## EXPORT REVENUES

Export destination to be mainly Middle - east, European and African countries



# EV- ANCILLARY CLUSTER



Already acquired a 4 million sq Ft land for the cluster



The cluster will consist of R&D center & production center for manufacturing of electric two wheelers & three wheelers



Signed MoU with Gujarat Government with the investment of 500cr for research and development of electric vehicles in Gujarat



The cluster will generate employment of about 6,000 jobs



The manufacturing partners will be invited to put up their production units under one roof to manufacture necessary components by offering cutting-edge facilities, such as land, people resources, and other critical resources.





# HOW DO WE SEE GROWTH PANNING OUT OVER THE LONGER HAUL

**Strengthening its pole position in key markets like Gujarat, Maharashtra, Kerala, Karnataka. MP and Rajasthan**



The volume contribution from these states are roughly about 2/3rd and the company aims to deepen its footprints in most parts of the region with the breath of its channel reach

Having a certain minimum radius of Joy-e dealership between one from another thus ensuring a top of mind recall in the minds of its patrons

Aim to replicate the regional success in the neighboring markets like North and East India

**Expansion of dealership network count to 1500 in next 2 years**



Little to no upfront cost to undertake the dealership/ sub-dealership of the company

Incentivizing the dealers with attractive performance margin

Periodic interaction with region wise dealers to understand interaction with last mile consumers

Getting real time feedback from customer and ensuring they are addressed in a timely

# HOW DO WE SEE GROWTH PANNING OUT OVER THE LONGER HAUL



## Better Margins & New Product launches



Scaling up utilization levels in the range of 70-80% in the next 2-3 years thus by benefitting from the economies of scale. Expected launches of 4 high speed bikes in the this fiscal

The price range of these bikes will be 75-100% higher than the current offerings catering altogether to a different set of target market

We could also expect to witness a fair share of cannibalization of sales , though the overall effect of these measures will stay positive for WWIML. Introduction of 3w-EV for the domestic market by the end of the fiscal

## Capex + New Markets



Setting up assembly facility that will cater to markets in the eastern and northern region

These measures will address the demands of existing channels this reducing logistical cost borne by company and dealers

The existing facility will have a sizeable capacity to address the demand. The company has already carried out its feasibility study and is looking to acquire funds to commence this pilot



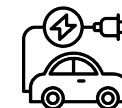
## Exports of E2W & E3W



Over the last decade every country is adopting the use of EV vehicles presents opportunity galore

At present a significant portion of the e2w export demand is served by several countries which opens doors of opportunities to be tapped

WWIML has identified a few countries for its exports of e2w and e3w vehicles in certain destination as expects to commence its operations by next fiscal thus aiding overall growth, margins and profitability



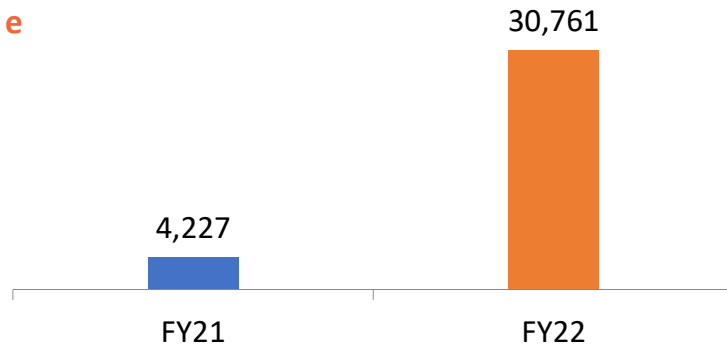


## FINANCIAL UPDATE

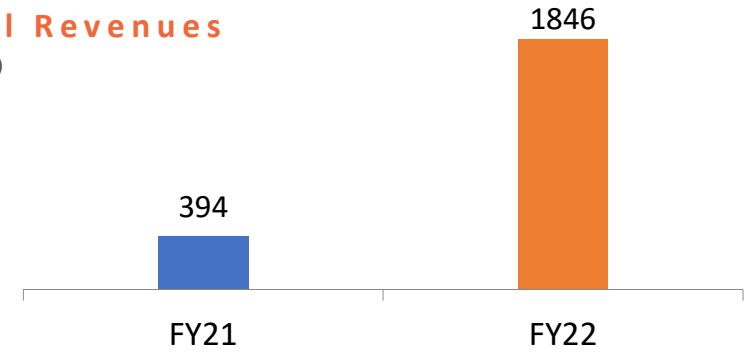


# FINANCIAL HIGHLIGHTS

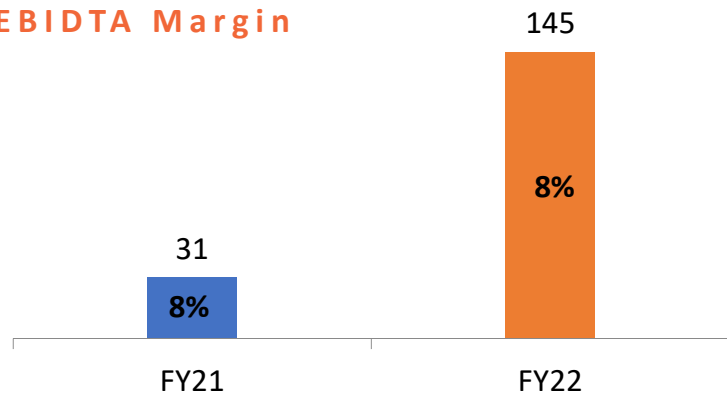
**Volume**  
(Units)



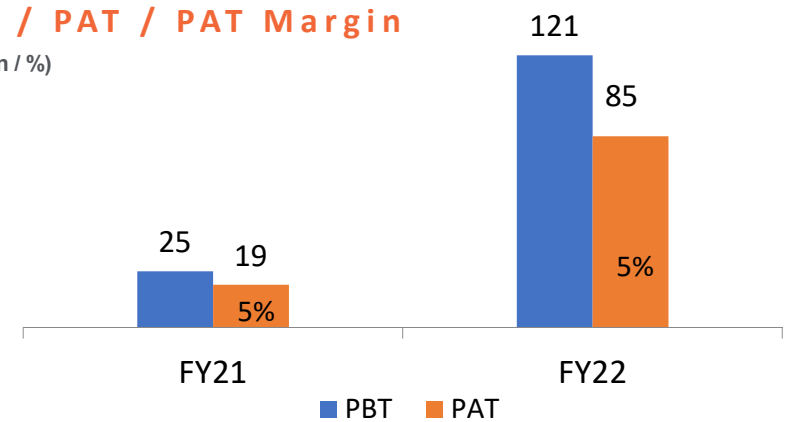
**Total Revenues**  
(INR Mn)



**EBIDTA / EBIDTA Margin**  
(INR Mn / %)



**PBT / PAT / PAT Margin**  
(INR Mn / %)



# PROFIT & LOSS STATEMENT



Particular (Rs mn)	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY 21	Q1 FY22	Q2 FY22	Q3FY22	Q4FY22	FY22
Income from operations	35.2	68.8	106.8	182.5	393.2	114.6	335	581.1	814.9	1845.6
Other income	0	0.2	11.8	-11.5	0.5	0.7	0.2	1.9	3.0	5.8
<b>Total Income</b>	<b>35.2</b>	<b>69</b>	<b>118.6</b>	<b>170.9</b>	<b>393.6</b>	<b>115.3</b>	<b>335.2</b>	<b>583</b>	<b>817.9</b>	<b>1851.4</b>
Opex	32.8	65	109.9	154.9	362.5	104.4	307.2	537.8	757.3	1706.7
<b>EBITDA</b>	<b>2.4</b>	<b>4</b>	<b>8.7</b>	<b>16</b>	<b>31.1</b>	<b>10.9</b>	<b>28</b>	<b>45.2</b>	<b>60.6</b>	<b>144.7</b>
<b>% Margins</b>	<b>6.7</b>	<b>5.9</b>	<b>8.1</b>	<b>8.8</b>	<b>7.9</b>	<b>9.5</b>	<b>8.4</b>	<b>7.8</b>	<b>7.4</b>	<b>7.8</b>
Depreciation	0.8	1.2	1.3	3	6.3	3.8	4.5	6.4	8.6	23.3
<b>EBIT</b>	<b>1.6</b>	<b>2.8</b>	<b>7.4</b>	<b>13</b>	<b>24.8</b>	<b>7.1</b>	<b>23.5</b>	<b>38.8</b>	<b>52.0</b>	<b>121.4</b>
<b>% Margins</b>	<b>4.5</b>	<b>4.1</b>	<b>6.9</b>	<b>7.1</b>	<b>6.3</b>	<b>6.2</b>	<b>7</b>	<b>6.7</b>	<b>6.4</b>	<b>6.6</b>
Financial Expense	0	0	0	0	0	0	0	0	0	0
<b>PBT</b>	<b>1.6</b>	<b>2.8</b>	<b>7.4</b>	<b>13</b>	<b>24.8</b>	<b>7.1</b>	<b>23.5</b>	<b>38.8</b>	<b>52.0</b>	<b>121.4</b>
<b>% Margins</b>	<b>4.5</b>	<b>4.1</b>	<b>6.9</b>	<b>7.1</b>	<b>6.3</b>	<b>6.2</b>	<b>7</b>	<b>6.7</b>	<b>6.4</b>	<b>6.6</b>
Tax	0	0	0	6.1	6.1	0	7.3	10.1	19.2	36.6
<i>% Tax rate</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>46.7</i>	<i>24.5</i>	<i>0</i>	<i>31.2</i>	<i>26.1</i>	<i>36.9</i>	<i>30.2</i>
<b>PAT</b>	<b>1.6</b>	<b>2.8</b>	<b>7.4</b>	<b>6.9</b>	<b>18.7</b>	<b>7.1</b>	<b>16.2</b>	<b>28.7</b>	<b>32.8</b>	<b>84.8</b>
<b>% Margins</b>	<b>4.5</b>	<b>4.1</b>	<b>6.9</b>	<b>3.8</b>	<b>4.8</b>	<b>6.2</b>	<b>4.8</b>	<b>4.9</b>	<b>4.0</b>	<b>4.6</b>
EPS	0.08	0.13	0.34	0.04	0.1	0.03	0.06	0.11	0.14	0.35

# BALANCE SHEET



Rs. mn	FY 21	FY22
Share capital	219.4	259.2
Other Equity	61.67	363.2
Non-Controlling Interest	0	0
<b>Shareholder's Funds</b>	<b>281.1</b>	<b>622.43</b>
<b>NON-CURRENT FINANCIAL LIABILITIES</b>	<b>0.7</b>	<b>2.1</b>
Long Term Borrowings	0	0
Other financial liabilities	0	0
Provisions	0.7	2.1
Deferred Tax Liabilities	0	0
Other Non-Current Liabilities	0	0
<b>CURRENT LIABILITIES</b>	<b>98.76</b>	<b>1168.4</b>
Short Term Borrowings	0	0
Trade Payables	92.8	703.1
Current Tax Liability	0	0
Provisions	4.5	13.5
Other financial liabilities	0	0.1
Other Current Liabilities	1.5	451.7
<b>TOTAL EQUITIES &amp; LIABILITIES</b>	<b>380.6</b>	<b>1792.9</b>

Rs. mn	FY 21	FY22
Tangible Assets	151.4	360.4
Capital WIP	2.2	0
Intangible Assets	1	1.3
Unallocated Capex	0	0
<b>Property, Plant &amp; equipment</b>	<b>154.6</b>	<b>361.7</b>
<b>NON-CURRENT FINANCIAL ASSETS</b>	<b>37.8</b>	<b>127.1</b>
Loans	37.7	24.2
Deferred Tax Assets	-0.4	3
Other Non-Current Assets	0.5	5.4
Other Non-Current Assets	0.0	94.5
<b>CURRENT ASSETS</b>	<b>188.1</b>	<b>1304.1</b>
Inventories	73.2	715.8
Trade receivables	28.9	58.6
Cash & Bank	22.8	170.8
Loans	26.3	151.0
Other Financial Assets	0.1	0.1
Other Current Assets	36.6	221.6
Current Tax Assets	0.2	-13.8
<b>TOTAL ASSETS</b>	<b>380.6</b>	<b>1792.9</b>



**Thank you**

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