

## Zipbolt details for Investment Memo

### 1. Team Structure

Name & Designation	Qualification & Experience
<b>Rohan Singh- Founder &amp; CPO</b>	B.Tech BITS Pilani, PG in Product Management, Disruptive Strategy, Harvard Business School, 10+ Years Exp in Bulk Chemicals, IT & e-Waste
<b>Sonia Singh- CEO &amp; Head of Business Operations</b>	B.Sc, & M.Sc Sociology, PGDM in Marketing, 18+ years Experience at Rotary International
<b>Vikas Kumar- Lead Researcher</b>	M.Tech, Metallurgical Engg. NML Jamshedpur
<b>Prachi Singh- EV Battery Engineer</b>	M.Tech Power Systems. NIT Surat, B. Tech (Electrical)
<b>Aryan Prajapati- Design &amp; Automation Engineer</b>	B.E in Manufacturing Process and Automation, NSIT Delhi
<b>Dr. Sanmitra Barman- Process and Technology Advisor</b>	PhD Chemistry, University of Kansas & Jadavpur University
<b>Vishnu Narahari- IP &amp; Technology Advisor, CMDE, AKASH KAPUR (RETD.)</b>	(Part of Shell E4 team) IIM Kozhikode, IIT Delhi B.Tech(Elec), M.TechIIT(D) MBA(MKT), M.PHIL(DSS) Certified Global SCM Consultant 35+ years in Indian Navy

### 2. Marketing Strategy

#### LiB GTM Channels:

- **EPR- Mandated:**
  - EV Dealerships
  - E-mobility OEMs
  - Energy Storage Manufacturers
  - Li-ion Battery Swapping Companies

### 3. Growth & Expansion Plan

The Business Model is decentralized into a Hub & Spoke Franchise, where the Spokes would be on FOFO/FOCO model, located at the Top 10 cities that are leading in EV B2B adoption and focus on deployment across PAN India locations in the Phase 2.

### 4. Battery Intelligence AI SaaS and Digital Battery Services Platform

For Digital monitoring and tracking of Battery along with Real Time features, our Blockchain based Mobile App will integrate battery cost fractionalization model with AI diagnostics. This Leverages the data learning model and utilizes datasets consisting of pictures of used battery and cells to provide accurate evaluations and cost estimates.

## 5. W.C Requirements

INR 2 Cr required for leasing assets deployment and have 12 months of turnaround

## 6. Cap infusion till date & Usage

Seed Round: INR 25 Lacs from Villgro as a Grant Award

### FUNDRAISING SEED ROUND

#### RAISING CAPITAL (Equity + Debt):

INR 4.5 Cr. (\$500K)

#### PRE-MONEY VALUATION

INR 40.0 Cr. (\$5 Million)

#### Previous Fund/Grant:

Villgro iPitch Grant (INR 25 Lacs)

- Seed investment of \$500,000 (INR 4.5 Cr.), Aiming EBITDA +ve in 2 yrs post
- Positive unit economics with Net Margins above 20%.
- Average Expense/Incurred Burn : INR 3.5 Lacs/Month
- Timeframe for Next Fundraising Round : 15 Months

#### FUND ALLOCATION

