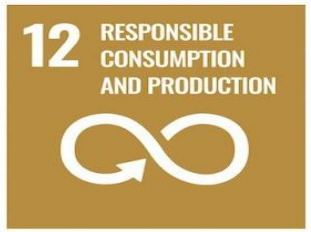
ZIPBOLT

SUSTAINABLE INTELLIGENT E-MOBILITY

Our Sustainable Development Growth goals



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PROBLEM STATEMENT

Key Issues with EVs & Li-ion Battery:

1. Slow adoption of EV & Li-ion Batteries, due to lack of Financial and Operational Support.

2. High Replacements in Warranty, due to Lack of Lifecycle Management & Quicker Degradation.

3. Battery Fire and Asset Safety Issues, due to No Battery & Health Monitoring,

Growing safety concern for EV Li-ion Batteries has led to Govt. of India enforcing the Revised ARAI certifications AIS 156 Rev.2 and Battery Waste Management Rules 2023 (Amended).

ELECTRIC VEHICLES

Why Are EVs Catching Fire in India? Experts Explain What Can Be Done to Solve It

By Rinchen Norbu Wangchuk — April 7, 2022

Recent video clips of electric vehicles (EVs) catching fire have gone viral on social media. We explore why and whether this casts a shadow on India's march towards e-mobility adoption.

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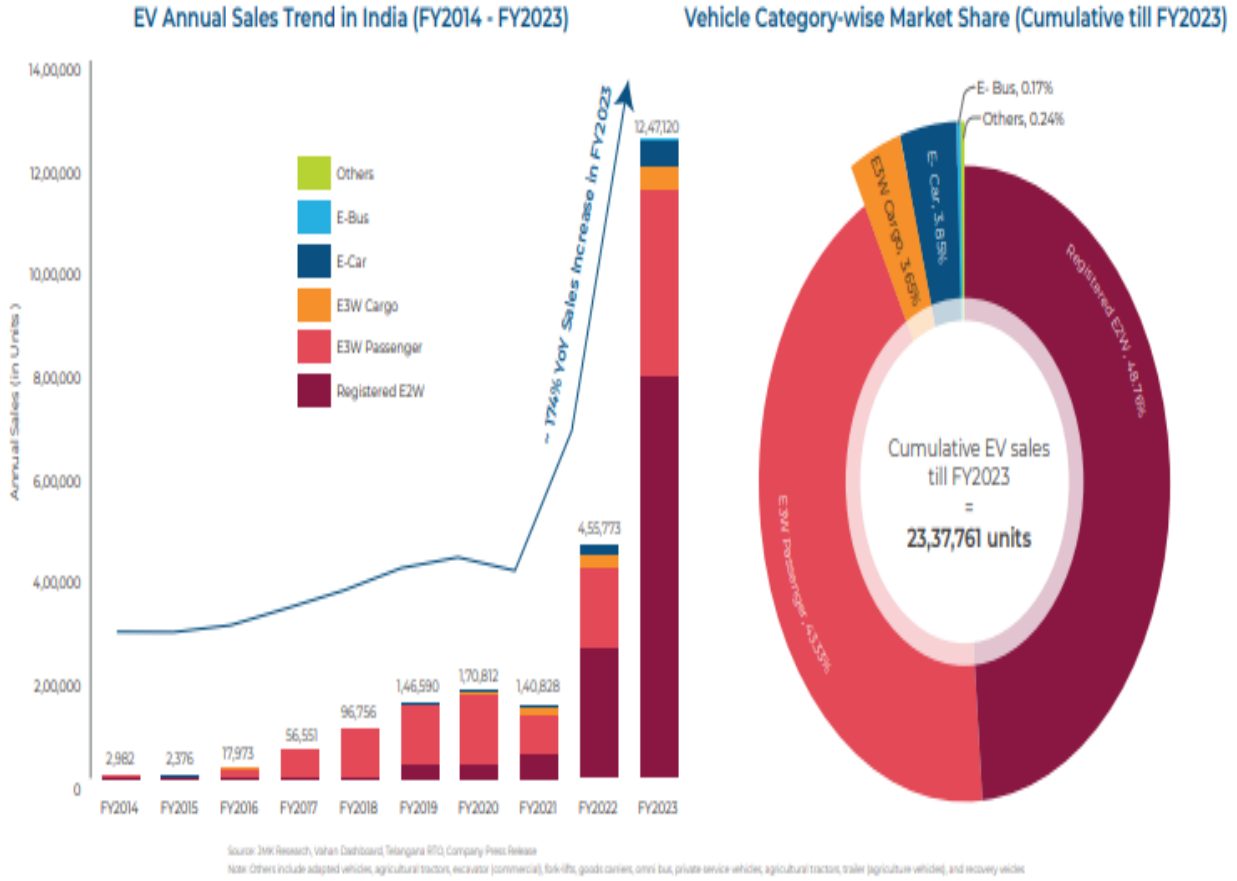
MARKET SIZE AND VOLUMES

3W EV MARKET INDIA

- UP TO 2023, ALMOST 50% OF ALL ELECTRIC VEHICLES SOLD WERE ELECTRIC 3W.
- LI-ION BATTERY COST IS ~40% TOTAL COST OF ELECTRIC VEHICLE.
- BY 2030, 75%-90% THREE-WHEELERS (3W) TO BE ELECTRIC IN INDIA.
- LI-ION POWER BATTERY MARKET SIZE IS WILL REACH USD 40 BILLION BY 2030 WITH ELECTRIC 3W MOBILITY CAPTURING USD 10 BILLION.



Source: Indian Industry report by JMK Research and Niti Aayog 2030 Projections

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MARKET SEGMENTATION

LI-ION POWER BATTERY MARKET SIZE IS WILL REACH USD 40 BILLION BY 2030 WITH ELECTRIC 3W MOBILITY REACHING USD 10 BILLION.

	3W Cargo (excl. E-rickshaw)	3W Passenger (excl. E-loaders)	Battery Energy Storage Systems
BUSINESS MODEL	Rent/Lease	Rent/Lease	Sell
SIZE OF BATTERY	10KW	4KW	1 KWh to 100 KWh
DEGRADATION (3 YRS)	30%	40%	20%
UNIT COST (per KWh)	INR 16k/KWh	INR 14k/KWh	INR 12k/Kwh
BATTERY COST	INR 1.6 Lacs	INR 56 k	INR 12000 – 12 Lacs
GROSS MARGIN	Interest Spread + Cost	Interest Spread + Cost	Cost + Salvage Value

Source: Indian Industry report by JMK Research and Niti Aayog 2030 Projections

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PRODUCT TECHNICAL COMPARISON

	LEAD ACID (5kW)	NEW Li-ion Battery (4kWh)	Zipbolt Li-ion Battery (4kWh)
Actual Costing	INR 30k	INR 80k	INR 55k
Life of Battery	12 Months	36 Months	36 Months
Comparative Costing	~ INR 1.20L	INR 80k	INR 55k
Mileage (6 Months)	50 KMs *(~40% drop)*	96 KMs *(~3% drop)*	96 KMs *(~5% drop)*
Charging Time	6-8 Hrs	3 Hrs	3 Hrs
Electricity Cost Per Day	INR 50	INR 32	INR 32
Weight	100 Kg+	25 Kg	30 Kg

Battery Swapping Stations & EV FLEETS for 2W/3W

Why Customers Adopt?:

- ***Affordable,***
- ***High performance***
- ***Operations Mobile App***
- ***Battery Monitoring***

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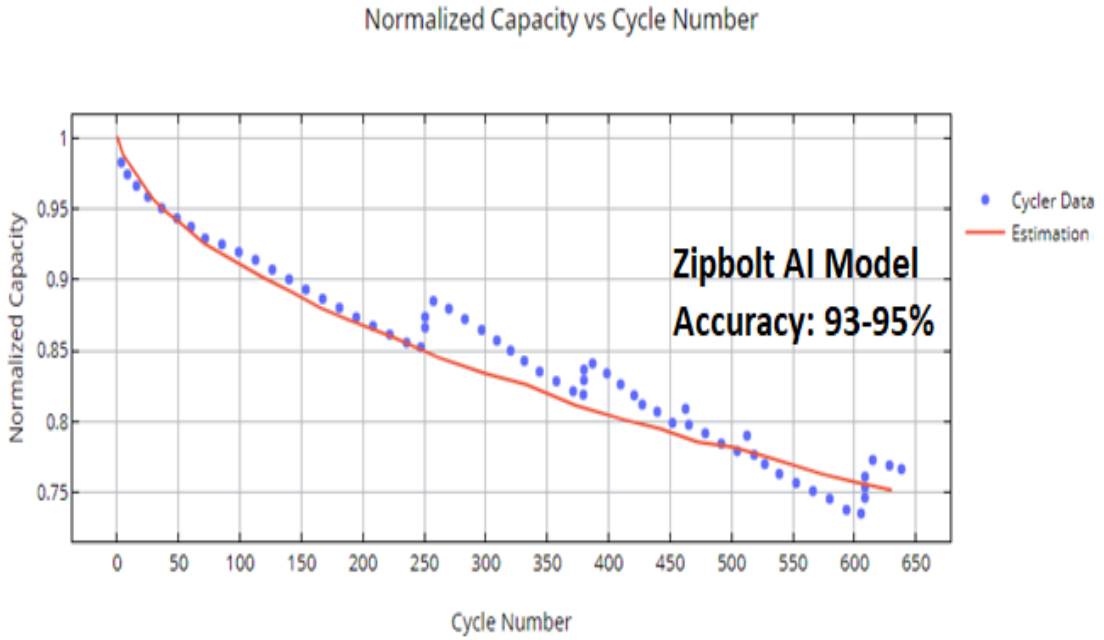
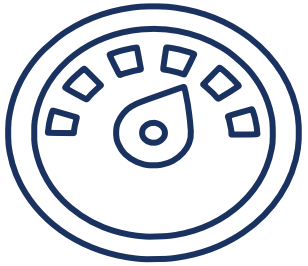
BATTERY AI TECH: BATTERY LIFE PREDICTION & EXTENSION



- Eg. 32650 LFP Cell cycle data used for estimation and prediction
- First 100 cycles of data is used for the model training & Benchmarking
- Predicted capacity has max. error as 7.36%
- Current Model Accuracy is 93-95%

BATTERY SECURITY & FIRE SAFETY

Zipbolt ensures safety from Thermal Runaways(Thermal Mgmt. System) and as well as Asset security



INTELLIGENT BATTERY SERVICING & LIFE EXTENSION

Lifecycle Management tech ensures longer battery life using ML/Deep Learning Algorithms.

RECYCLING & BUY BACK/REPLACEMENTS

Using AI to manage Battery life, also helps increase Buy Back value and Recycling payout at End of Life.

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Leadership Team & Advisors

Rohan Singh

Founder & CPO

B.Tech BITS Pilani, PG in Product Management,
Disruptive Strategy, Harvard Business School
10+ Years Exp in Bulk Chemicals, IT & e-Waste Recycling

Sonia Singh

CEO & Head of Business Operations

B.Sc, & M.Sc Sociology, PGDM in Marketing,
18+ years with Rotary International, Paul Harris Fellow
Member NITI AAYOG Committee on Li-ion Battery BWM.

Aryan Prajapati
Lead Engineer,
M.Tech, Systems Engg,
Delhi Tech. University DTU

Prachi Singh
EV Battery Engineer,
M.Tech Power Systems.
NIT Surat, B. Tech
(Electrical)

Hardeep Tanwar
Service Engineer,
B.E & Diploma in Mechanical
New Delhi Engg Tech.

Vishnu Narahari
IP & Technology Advisor,
(Part of Shell E4 team)
IIM Kozhikode, IIT Delhi

CMDE, AKASH KAPUR (RETD.)
B.Tech(Elec), M.Tech IIT(D)
MBA(MKT), M.PHIL(DSS)
Certified Global SCM Consultant
35+ years in Indian Navy

Expanding our Team to 25, across AI Tech, Engineering, Sales & Operations verticals.

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FUNDRAISING SEED ROUND

RAISING CAPITAL (Equity + Debt):

INR 4.5 Cr. ($500K)

PRE-MONEY VALUATION

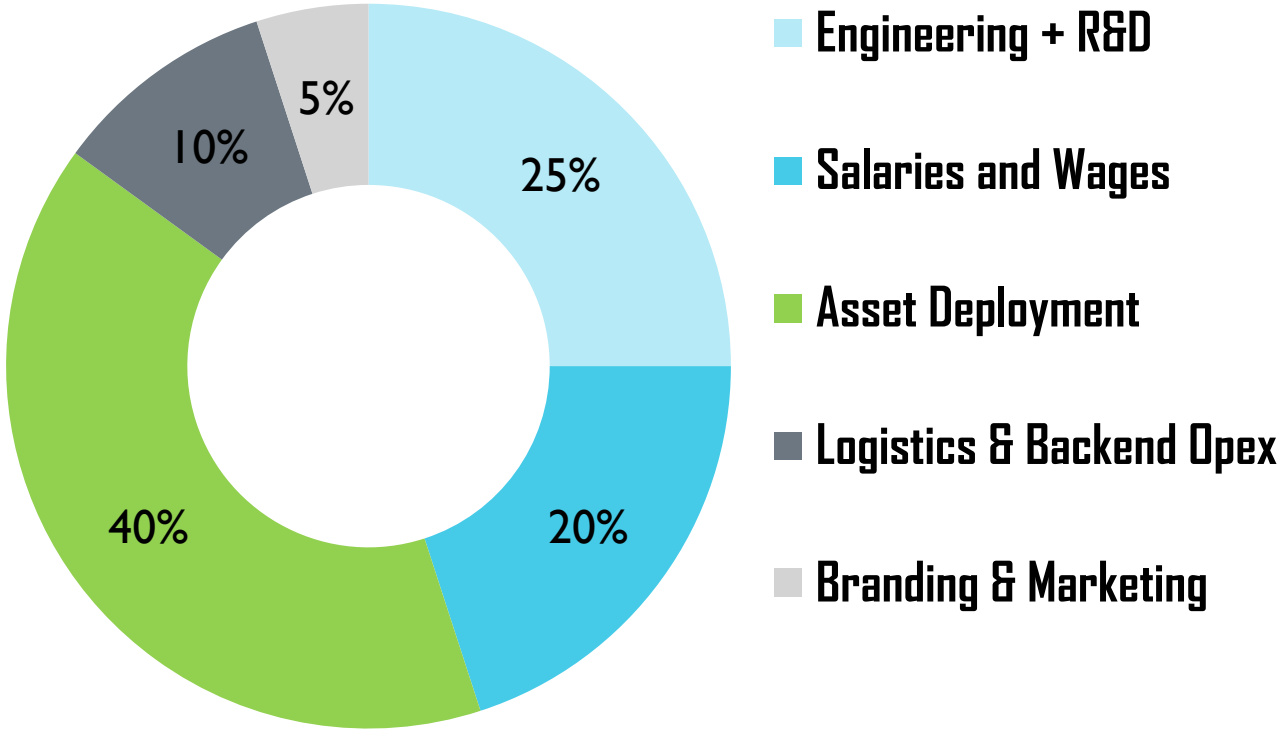
INR 40.0 Cr. ($5 Million)

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



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ROADMAP AND PROJECTED REVENUES

Start: Aug'21

Villgro iPitch Award Grant of $30000.

Zipbolt Incorporated in August 2021 at India Accelerator, Gurgaon.

FY 2022-24

Zipbolt setups R&D Centre with 4Engineers and filed process patent.

Started Developing AI/ML Models with Data from 50 EV Battery Packs (4KWh) and 2 BESS (30 KWh).

FY 2024 Annual Revenue: $30,000 or INR 25 Lacs

FY 2024-25

Fund Raising $500,000

Deploy AI/ML Models using B2B SaaS to 2W and 3W customers

To Expand across 25 Centers in Delhi NCR with 250 Deployments.

FY 2025 Target Revenue: $200,000 or INR 1.5 Cr.

FY 2025-26

Target Expansion of Operations with 1000 EVs units and 100 BESS Deployments and

Expand to 100+ Centers in Top 10 cities

Target Annual Revenue $500,000 or INR 4 Cr.

Beyond: 2026

Onboard Battery Swapping Operators with 5000 EVs and 250 BESS Stations across 5+ Metro Cities.

Raise Series A round of $2 Million, and
Target ARR $2.5 Million or INR 20 Cr. with Net Positive/ Breakeven.

Target IPO in next 3 years.

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SUPPORTED BY:

OUR EV OEM PARTNERS:

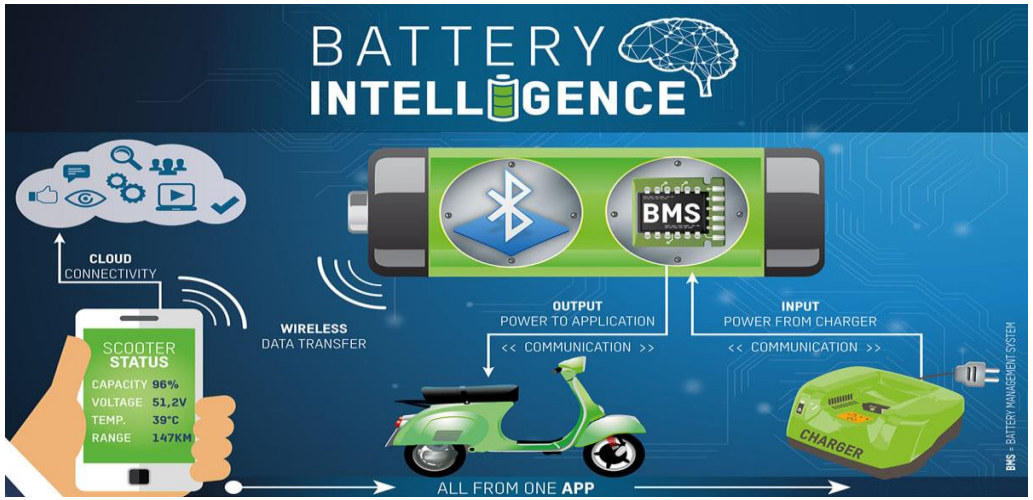
FOR ZIPSURE AI

CONTACT +918368681769 or HELLO@ZIP-SURE.COM

*Logos used for representation only

CASE 1: EV BATTERY SWAPPING (From Sept 2021)

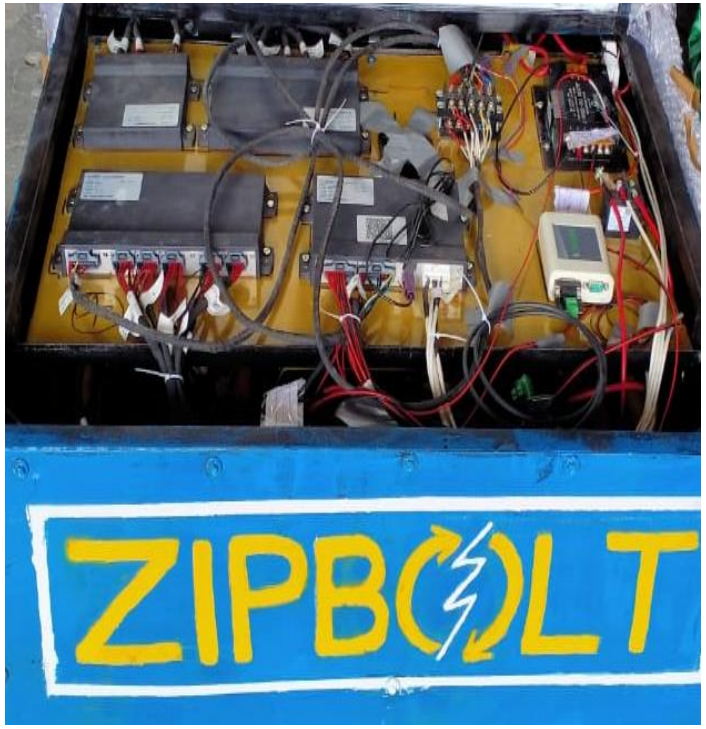
TARGET: eBikes & eRickshaws (upto 5kWh)



Erickshaw Swapping at ZIPBOLT Delhi #2 Station

Zipbolt EV Battery Swapping, 224/1, Birla

CASE 2: BESS EV DC CHARGING (From Oct 2022)



PORTABLE/DC FAST CHARGING 30kWh (upto 160kWh) : Suitable for Fast Charging EVs such as E-loaders & Electric Cars (with CCS2), capable of integrating with Green Renewable Power.

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