



# Vajram Electric

The Disruptive EV Company

Investor Presentation



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# Who Are We?



Vajram Electric is **special Business Unit** established in order to fulfill the **manufacturing** requirements of eBikeGo.

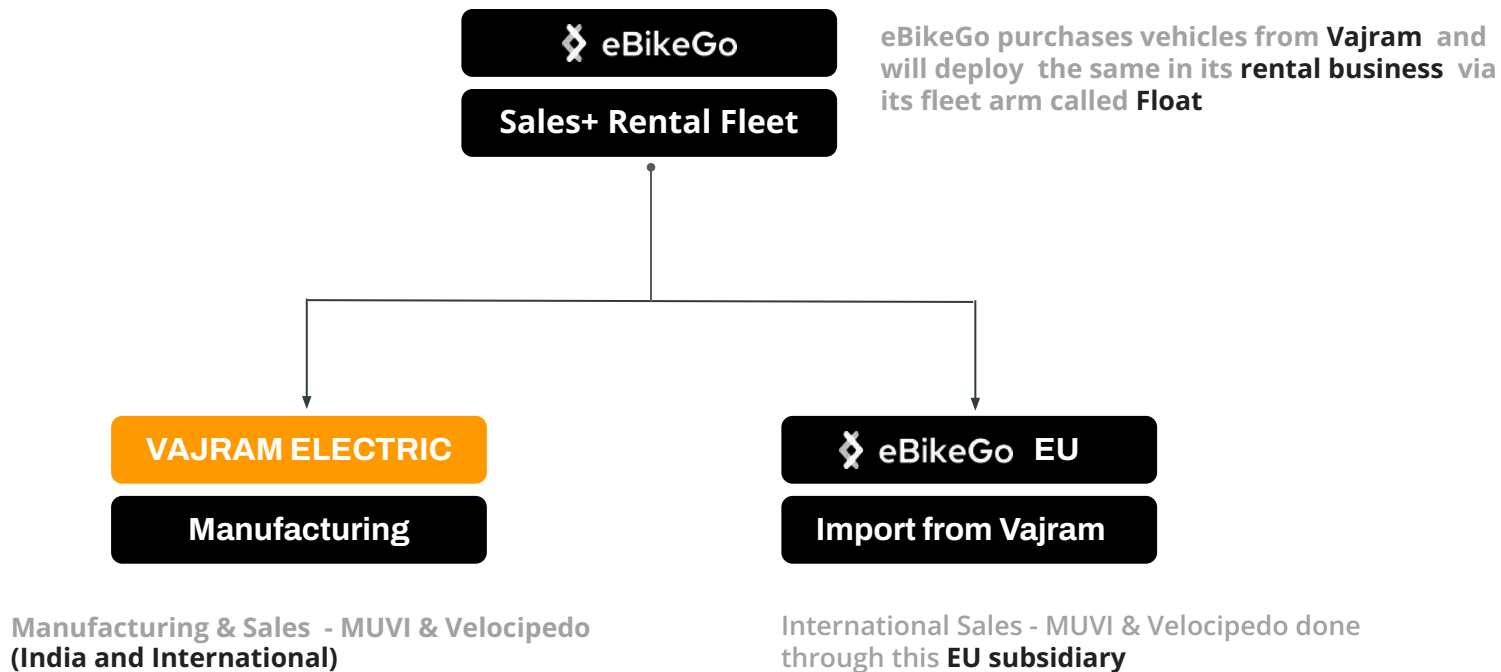


Vajram Electric aims to disrupt the **status quo** of today's EV companies and push the boundaries of experience received by today's consumers.

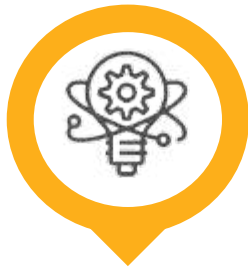


Vajram Electric is a **subsidiary** of eBikeGo to function as a resilient **EV OEM** service with its unique product portfolio

# Group Structure



# Our Vision & Mission Statement



## Innovation

We aspire for innovation.  
Our aim is to create innovative,  
sustainable products, that **add value**



## Excellence

We chase excellence in every step of our  
action, our virtue is to develop robust,  
state-of-the art, **durable products**



## Sustainable

Sustainability lies at our core. Everything we  
do adds up to creating a secure, safe and  
sustainable ecosystem : a **better world**

# Our Journey so far



# Management Team



**Dr. Irfan Khan**

**Founder & CEO**



Experience : 22 Years

Education



Doctorate-Alt. Medicine  
Open University Of Colombo

Experience



Chief Wellness  
Consultant - Ananda



Business Consultant -  
Design - Vana



**Ivan Contreras**

**CEO - International Business**



Experience : 20 Years

Education



Harvard University  
MIT University

Experience



CEO - Moving



CEO - Torrot



**Chandra Mouli**

**Chief Business Officer**



Experience : 10 Years

Education



Acharya Nagarjuna  
University

Experience



BD - Franchise India



Team Lead - Golars India

# Management Team



**Somaraju Putta**

COO - Manufacturing



Experience : 20 Years

## Education



Coventry  
University

## Experience



KPIT Technologies



TVS Motors



**Anuragg V.**

Chief Finance Officer



Experience : 15 Years

## Education



ICAI

## Experience



Moody's



Emerging Equities



**Kedar Soman**

CO-Founder & CTO



Experience : 25 Years

## Education



MS, Mech Engineering  
University Of  
Cincinnati, Ohio

## Experience



Senior Software  
Engineer



Software Engineer



# Our Visionary Investors



Cyprian Dmello

CBRE South Asia  
Pvt. Ltd



Jayant Chhajed

Accel Technnova  
Pvt. Ltd



Sivaram Prasad  
Juvva

Market Yard  
Chairman  
Govt of AP



Swaroop TG

VentaVid Success  
Coach



Anil Besa

Senior IT Architect  
IBM

Gained confidence of  
**75+ Investors**

Currently Vajram Electric has around **75+ Investors** from varied domains, that constitute of HNIs, EV enthusiasts as well as serial entrepreneurs and Angel investors

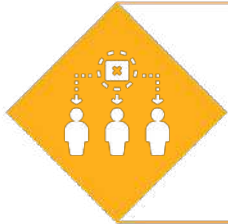
# Why EV Adoption is not happening exponentially in India ?



₹ 2.40/Km  
PETROL VEHICLE



₹ 0.20/Km  
ELECTRIC VEHICLE



**Lack** of awareness on EV  
High Upfront cost  
Poor after Sales & Service  
Reliability

**Not having** Strong EV ecosystem,  
(Infrastructure, Awareness, Right  
Vehicle Models).



# The Problem



Build Quality of most of EV are substandard!



Imported components which are of low quality.



Battery standardisation and lack of Charging ecosystem



Lack of financing options

# Solution from Vajram Electric

Here to solve:

Low quality &  
unreliable Evs

Presence of  
lower  
generation Evs

- ❖ **Improve Manufacturing Processes**
- ❖ **Invest in Research and Development**
- ❖ **Build a Strong After-Sales Service Network**
- ❖ **Build Partnerships with Reliable Component Suppliers**
- ❖ **Focus on Customer Feedback**



# The Market opportunity

info-AutocarIndia

**66%**

2 wheeler market share

**70%**

Of the carbon monoxide  
is emitted by 2 wheelers

**300%**

Year on Growth which  
shows massive potential

**6 Lakhs**

2 wheelers sold in 2022

## ELECTRIC 2W SALES IN INDIA SINCE 2013

Year	Units sold	Growth
2013	1,989	
2014	1,678	-15.63%
2015	1,453	-13.40%
2016	1,459	0.41%
2017	1,515	3.83%
2018	16,301	976.00%
2019	28,280	73.48%
2020	26,534	-6.17%
2021	1,51,685	471.66%
2022	6,15,365	305.68%
Total	8,46,259	

# Our Product Portfolio

With cutting edge technology & Business Intelligence, Vajram Electric aims to build an Integrated EV Ecosystem



## Muvi

Smart, sleek, powerful,  
European made, connected  
Electric 2-Wheeler for  
international market



## Velocipede

All-weather, high range, high  
speed futuristic Electric Trike  
apt for bike-taxi and heavy  
goods transportation



# MUVI

The most practical, fun and sustainable way to move around the city

Essential, dynamic & practical. MUVI is a sleek & dependable, European designed robust Electric 2-Wheeler. MUVI is your ideal companion designed to move you around with no hassles.

- **State-of-the-Art European Design, manufactured in India.**
- **Versatile use, robust body suited to various terrain.**
- **Environmentally friendly and quiet.**
- **Depending on your needs, the Muvi can be configured to fit you: choose it with more or less power depending on how you're going to use it.**



# Specifications

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LCD DASHBOARD WITH SMARTPHONE APP  
AND VEHICLE MANAGEMENT UNIT

REMOVABLE BATTERY PACKS

HYDRAULIC SHOCK ABSORBER

COMBINED BRAKING SYSTEM

ALUMINIUM AND 90/80-16 TYRES



LED LIGHTS

CAN-BUS COMMUNICATIONS ON  
BOARD DIAGNOSTICS (OBDII)

BELT DRIVE TRANSMISSION

BLDC 48V TORROT MOTOR



# Strong Moats

01

India's **1st fourth generation electric two wheeler** designed in Europe and made in india

02

Sold more than **25k units** and has gone through lot of reatrition with its technology and design

03

First to build a seamless **offline online experience** for consumers

04

**Scalable , Affordable & IP driven**  
Product portfolio

05

**Strong Management** team with combined work experience of 100+ years and worked for, Torrot,Lafarge, Johnson Controls, Moody's and KPIT

06

Acquired **from reputed EU company called Torrot** which is founded in 1948

# Velocipedo

The solution for sustainable mobility of tomorrow



Reddot Award

Winner 2019

Velocipedo is a new concept of three wheeled electric and interconnected vehicle that will revolutionize mobility in cities as we know it today.

- Thanks to its front wheels and its upper dome, your comfort and safety is guaranteed.
- Drive your city with agility and emitting 0 contaminated emissions.
- The new Velocipedo is from today your best alternatives to combustion vehicles.
- Its lightweight construction and innovative user interface systems makes the Velocipedo the most technologically advanced vehicle and one of a kind.



# Why Velocipedo for International?

## The Global Scenario



### Increasing Recession & Inflation

Foreseeing the high chance of **recession** especially in US and EU markets, purchasing power of the individuals is being **reduced**. **Affordability** with a 4-Wheeler is being impacted but a 2-wheeler can't suffice the necessity of a bike, hence a dire need of **filling that gap**.

### Moor's Law and the growth in technology

As per Moore's Law, the growth in technological progress is exponential and hence, the future of EVs has to be prepared in advance, in order to become market ready and deliver value to our consumers



### Hence, MUVI

Velocipedo, World's first indigenous Trike serves both the **purposes** as it provides the benefits of a 4-Wheeler with the maneuverability of a 2-Wheeler and is a affordable, futuristic vehicle. With Velocipedo, we are **perfecting the future**.



# Why Velocipedo for India?

## The Indian Scenario



### Rental Cars

On the other hand, in India as well, we witness the use of Rental cars and for most of the people it is **overkill**! Also constant lingering thought of safety is also a concern.

### The Ultimate Electric Solution

Velocipedo solves the problem as it is an **electric solution** : service is at low cost and also solves the traffic problem, better than a bike Taxi, without even use of a helmet.



### Velocipedo Cargo Variant

Velocipedo's Cargo model **empowers** the user to take more load with comfort and thus makes the life of delivery executive easy and better



# Customers & Partners



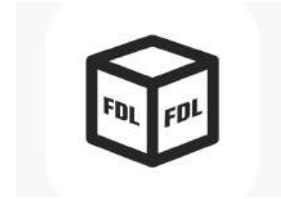
Big Basket



Shadowfox



Amazon



FDL



Ferns & Petals



DHL



Moving



Domino's Pizza



ReVel B2B



BeRide



Eddy

# Our Business & Revenue Model



## Made in India

We will manufacture and sell a portfolio of unique electric vehicles in India

As the vehicles are manufactured in India we will make Profit Margins

**(10% - 15%)**

01



## Export

Along with sales in India, we intend to export these high quality EVs to European and South East Asian Markets

With exports overseas, we incur tremendous profit margins!

**(25% - 30%)**

02



## EV Platform as a Service

We also plan to provide our High Quality power train, hub motor, skateboard and other parts to other EV Companies Globally

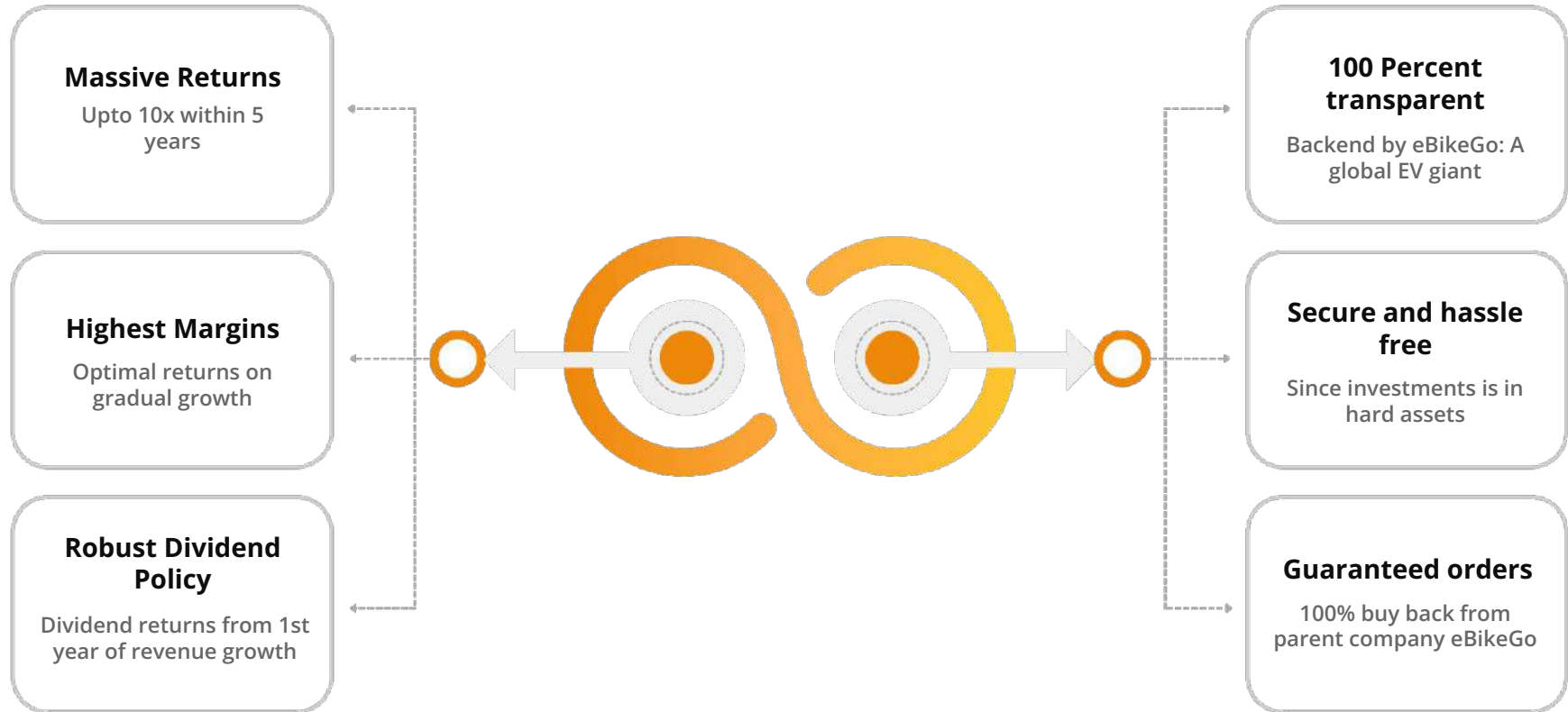
With our EV Platform as a Service Model, we plan to achieve high margins

**(30% - 40%)**

03

Promising a Solid Future Ahead, Witness Our Journey!

# Why Invest with Us?



# Financial Projections

5 Years Financial Projections					(Rs. in Crore)
Particulars	CY 2023	CY 2024	CY 2025	CY 2026	CY 2027
Number of bikes to be sold	7500	22435	67563	109754	186987
Operating Income (In Crore)	₹ 13.5	₹ 42.7	₹ 156.5	₹ 451.8	₹ 854.5
Growth %	–	78%	108%	62%	40%
EBITDA (In Cr)	₹6.5	₹ 21.9	₹ 60.4	₹ 143.6	₹ 243.5
PAT (In Cr)	₹ 3.1	₹ 17.6	₹ 47.3	₹ 86.3	₹ 149.5



# Timeline of Manufacturing



- **Critical components** (e.g) will be procured from original European suppliers for the initial batch of 1500 vehicles
- Later these components will be localized in India

# Notable Partners

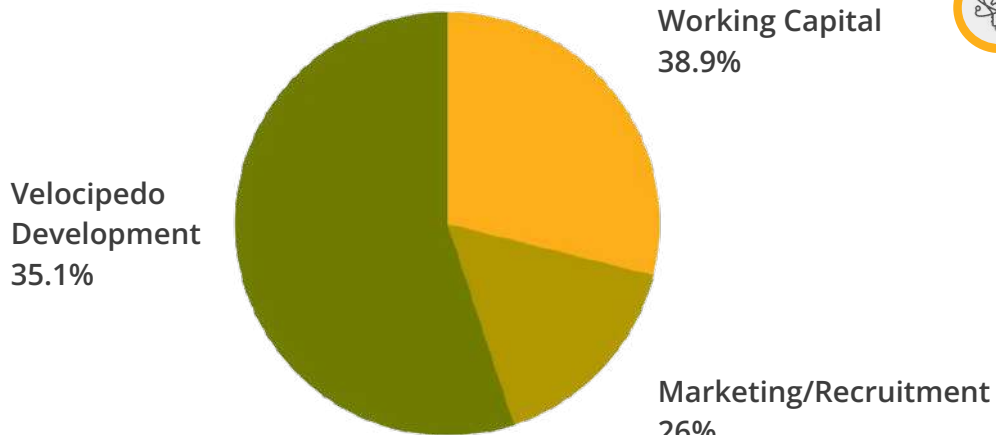


## ASSOCIATES



# Funding Required & Utilization

## Funding Utilization



**Funding Ask  
10 Crores**

**Commitments  
4 Crores**

## This will lead us to :

Strong Global EV OEM

Onboarding Industry Experts for product development

Velocipede Testing & Production - FY24 onwards

Muvi Production Readiness & Delivery - Q2 FY 23 onwards

Enhancing Manufacturing Activities

Integrated R&D Centre launch in FY 24

# Our Manufacturing Plant @ Nashik MIDC



**We would Love to  
Connect with You!**

**Chandra Mouli**

**Chief Business Officer**

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**+91 72089 79113**



**[www.vajramelectric.com](http://www.vajramelectric.com)**





**We would Love to  
Connect with You!**

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