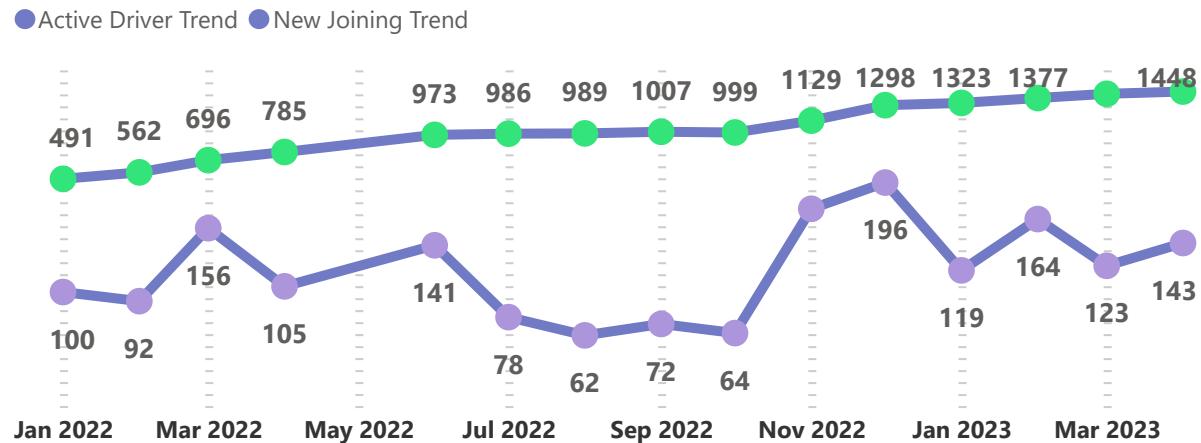
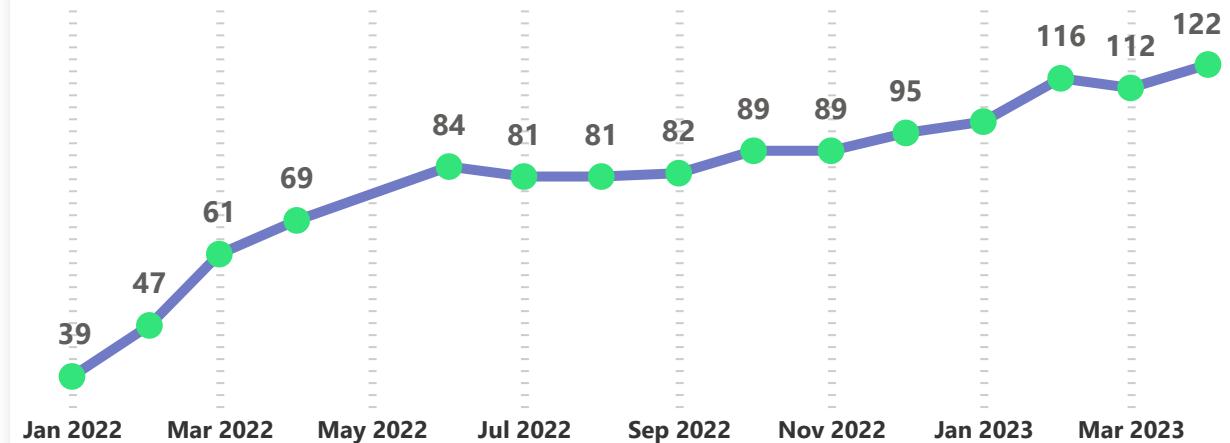


CHARGEUP LAST 1 YEAR GROWTH TREND JAN'22 - APR'23 GROWTH TREND

Active Driver & Driver Addition Trend Last 1 year

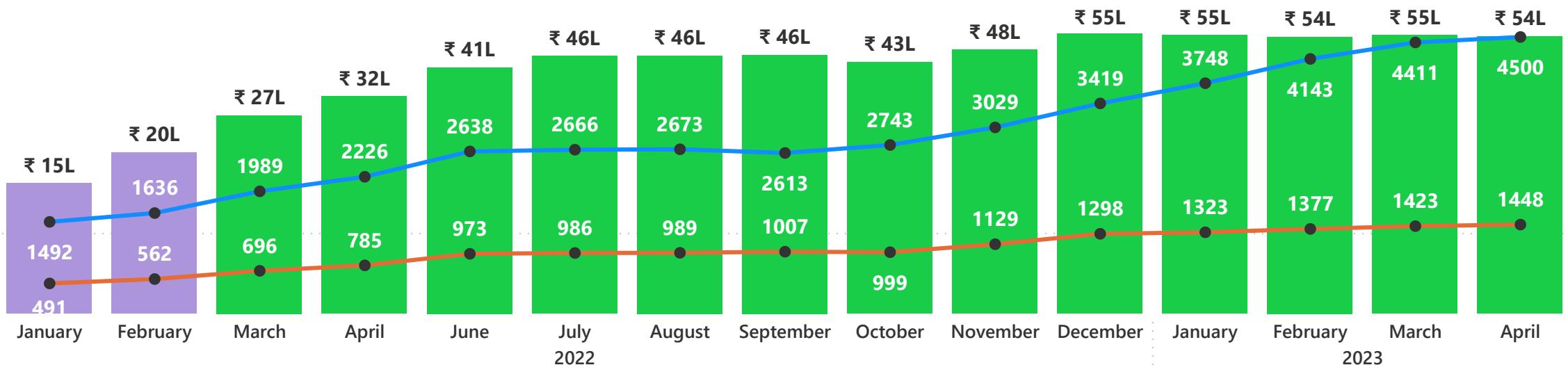


Chargeup Stations Growth Trend Last 1 Year



RENTAL REVENUE, ASSET & DRIVER GROWTH TREND LAST 1 YEAR

● Swapping Revenue Trend Last 1 Year ● Battery Trend Last 1 Year ● Active Driver Trend Last 1 Year



E-CHARGEUP DASHBOARD APRIL 2023

Operational Bss

140

117

Org Level Insight

->Chetan

->Punit

->Ashwarya

->Jaipur

->Lucknow

Org Tot Stocks

5434

Org Tot Driver

1,668

Focus of Month

Actionable Insight

Org Rev Apr (In Lacs)

₹ 73L

Target: ₹ 126L (-42.2%)

Swap Rev (In Lacs)

₹ 55L

vs Mar: ₹ 43L (+28.96%)

2w Lease Rev (In Lacs)

₹ 6L

Target: ₹ 9L (-36.03%)

Fixed Bat Rev (In Lacs)

₹ 0.9L

Target: ₹ 11.0L (-92.04%)

Bss Joining (In Lacs)

₹ 5L

Target: ₹ 13L (-61.54%)

Driver Join (In Lacs)

₹ 5L

Target: ₹ 13L (-62.27%)

Org Active Drivers

1,668

Target: 2,487

New Driver Joining

146

vs Mar: 110 (+32.73%)

Driver Churn

2

New Bss Joining

9

Target: 50 (-82%)

App Adoption

52%

Target: 100%

Org Idle Assets

543

Renewals Pending

452

Swap,2w: 336, 71

ORG REVENUE TREND LAST 4 MONTH



SWAP REVENUE TREND LAST 4 MONTH



REVENUE PER SEGEMENT MARCH'23

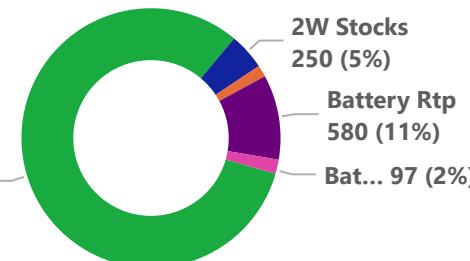
● Increase ● Decrease ● Total



Total Stock

● Battery On Field ● 2W Stocks ● Fix Battery ● Battery Rtp ● Battery WH

Battery On Field
4479 (82%)



Chargeup Impact

Avg Cost Per Km

1.45 INR

Zero Emission Km Covered

5.21 Cr

Tress Planted Till Day

3.3 Lacs

Driver Income Generated

64.1 Cr

Reduction In Co2 Emission

4897 Ton

PUNIT PERFORMANCE DASHBOARD APRIL 2023

Target vs Achieved



Org Level Insight

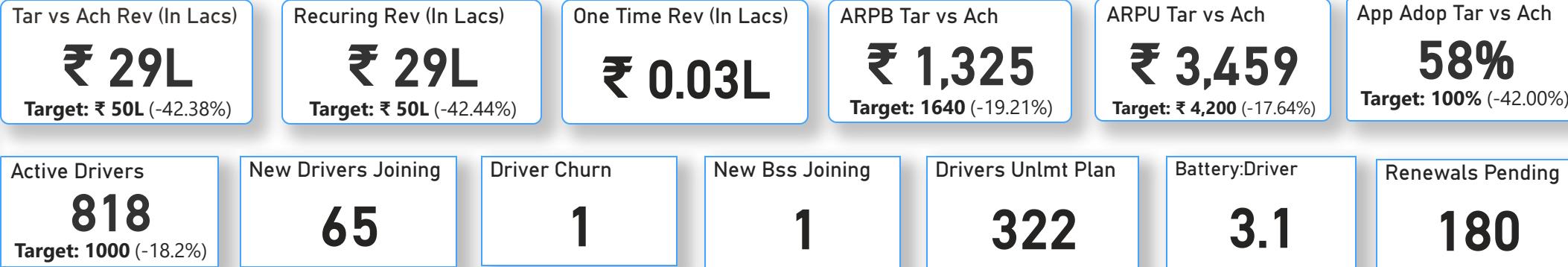
- >Chetan
- >Punit
- >Ashwarya
- >Jaipur
- >Lucknow

Active Stocks

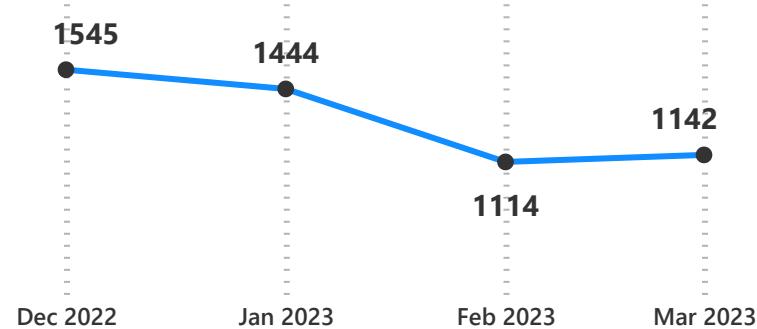
2573

Active Driver

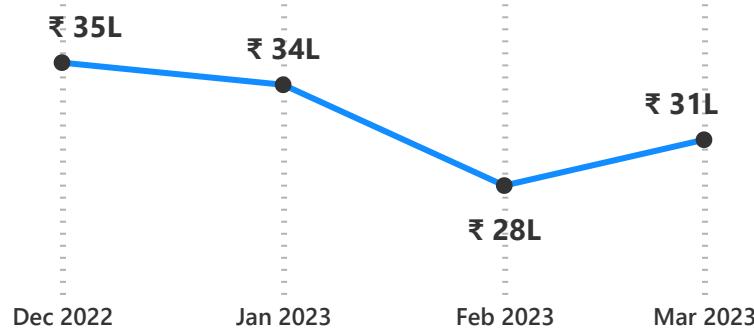
818



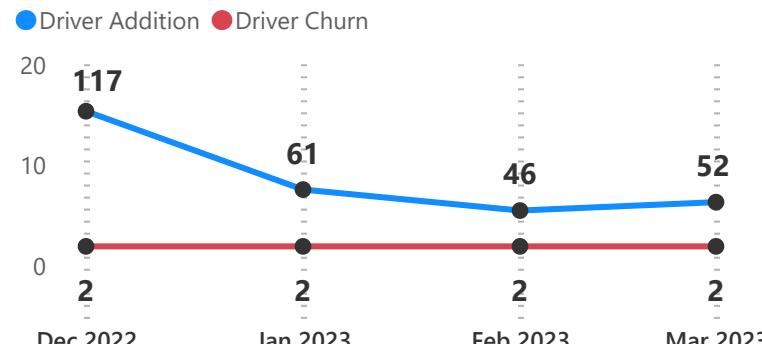
Punit Zone ARPB Trend (Last 4 Mon)



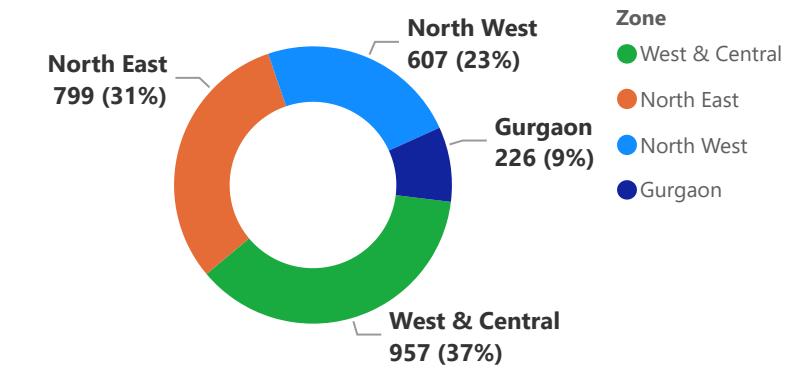
Punit Zone Revenue Trend (Last 4 Mon)



Punit Zone Driver Addition Trend (Last 4 Mon)



Punit Zonewise Battery On Field



Focus Of Month

Data Pending from BSS

13

Idle Battery At Station

465

New Driver Addition

65

Driver Attendance

62%

AR Pending

699K

ASHWARYA PERFORMANCE DASHBOARD APRIL 2023

Target vs Achieved



Org Level Insight

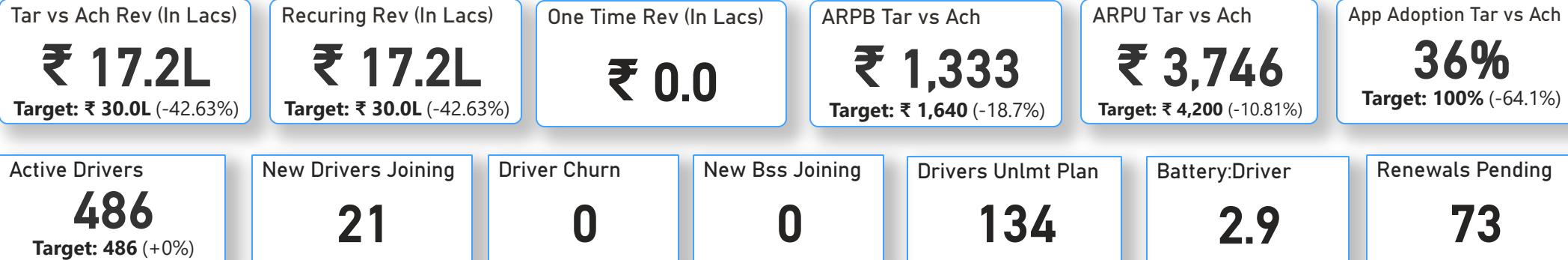
- >Chetan
- >Punit
- >Ashwarya
- >Jaipur
- >Lucknow

Active Stocks

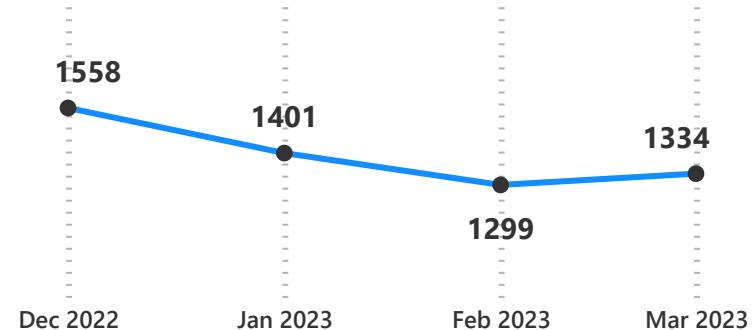
1411

Active Driver

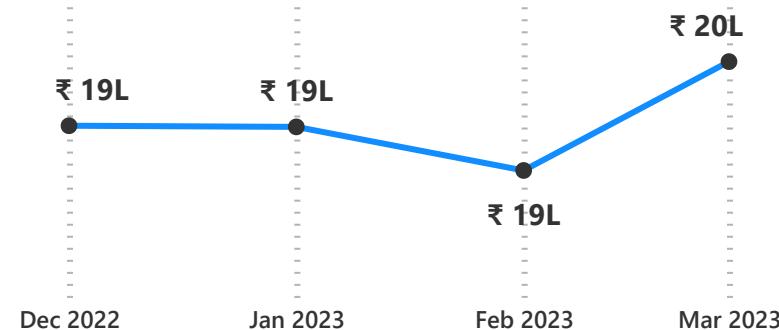
486



Ashwarya Zone ARPB Trend (Last 4 Mon)



Ashwarya Zone Revenue Trend (Last 4 Mon)



Focus Of Month

Data Pending from BSS

8

Idle Battery At Station

148

New Driver Addition

21

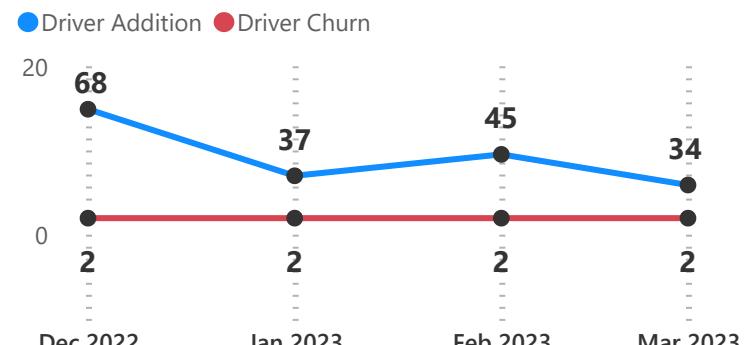
Driver Attendance

63%

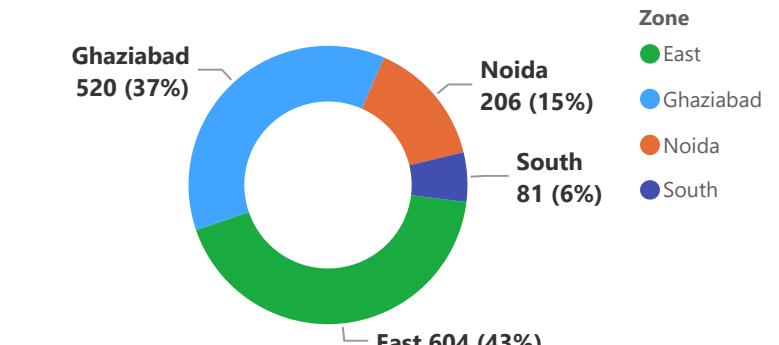
AR Pending

276K

Ashwarya Zone Driver Addition Trend (Last 4 Mon)



Ashwarya Zonewise Battery On Field



CHETAN PERFORMANCE DASHBOARD APRIL 2023

Target vs Achieved



Org Level Insight

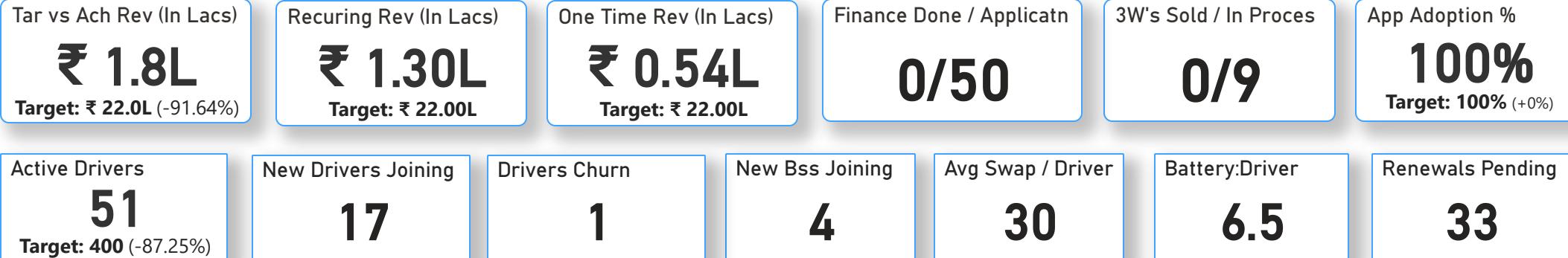
- >Chetan
- >Punit
- >Ashwarya
- >Jaipur
- >Lucknow

Active Stocks

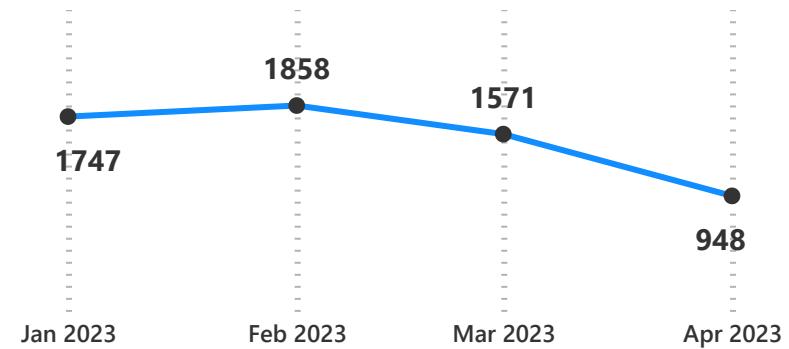
330

Active Driver

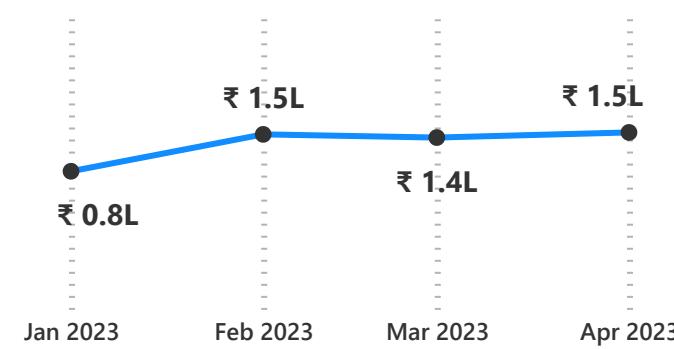
51



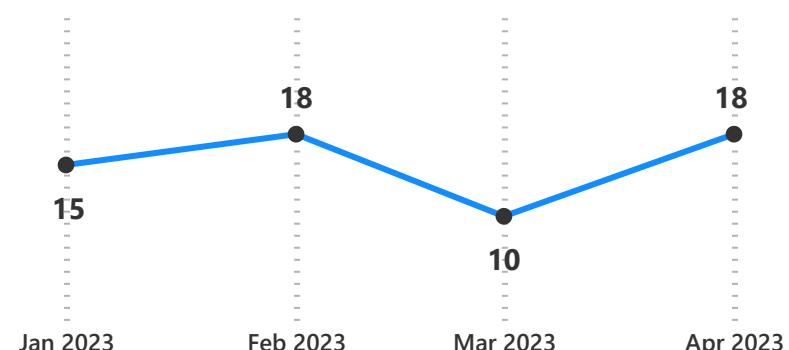
Mathura Zone ARPB Trend (Last 4 Mon)



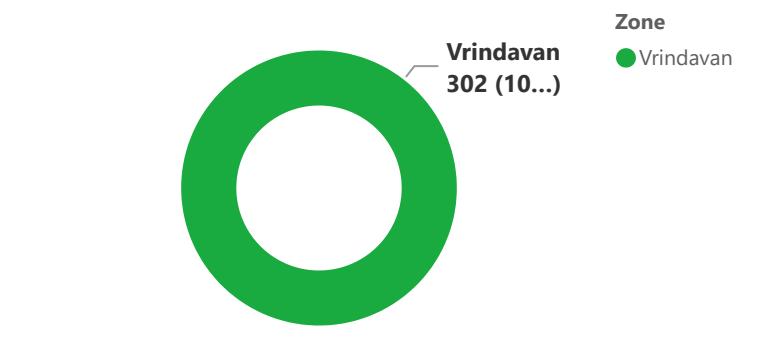
Mathura Revenue Trend (Last 4 Mon)



Mathura Driver Addition Trend (Last 4 Mon)



Mathura Battery On Field



Focus Of Month

Data Pending from BSS

6

Idle Battery At Station

164

New Driver Addition

18

Driver Attendance

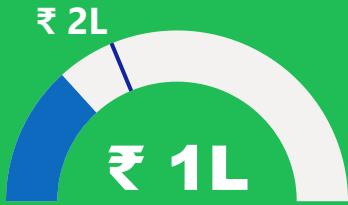
67%

AR Pending

125K

JAIPUR PERFORMANCE DASHBOARD APRIL 2023

Target vs Achieved



Org Level Insight

- >Chetan
- >Punit
- >Ashwarya
- >Jaipur
- >Lucknow

Active Stocks

100

Active Driver

28

Tar vs Ach Rev (In Lacs)

₹ 0.01L

Target: ₹ 1.50L (-99.45%)

Recurring Rev (In Lacs)

₹ 0.01L

Target: ₹ 1.50L (-99.45%)

One Time Rev (In Lacs)

₹ 0.0

ARPB Tar vs Ach

₹ 1,179

Target: 1640 (-28.11%)

Avg Swap Driver

38

App Adop Tar vs Ach

100%

Target: 100% (+0%)

Active Drivers

39

Target: 50 (-22%)

New Drivers Joining

1

Target: 28 (-96.43%)

User Churn

0

New Bss Joining

0

Drivers Unlmt Plan

0

B:D Ratio

4.1

Renewals Pending

10

Focus Of Month

Data Pending from BSS

6

Idle Battery At Station

104

New Driver Addition

18

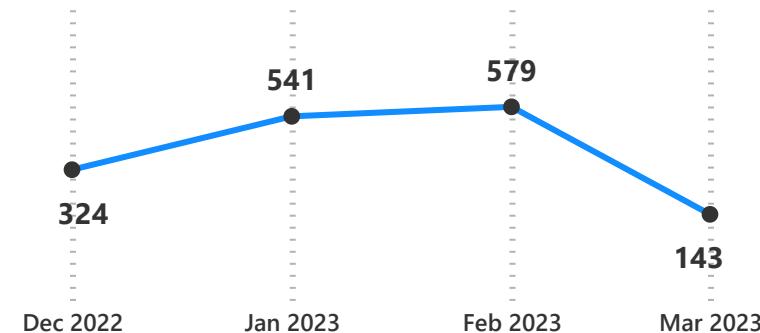
Driver Attendance

48%

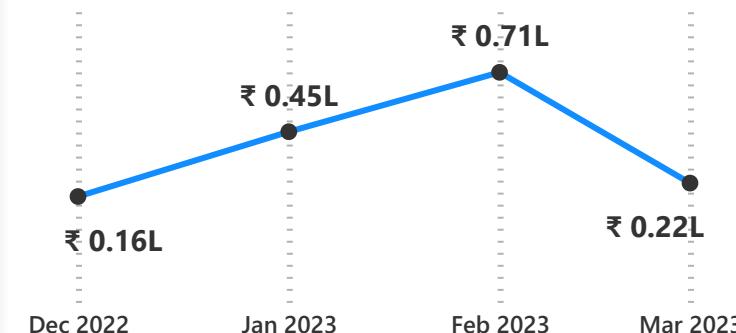
AR Pending

24K

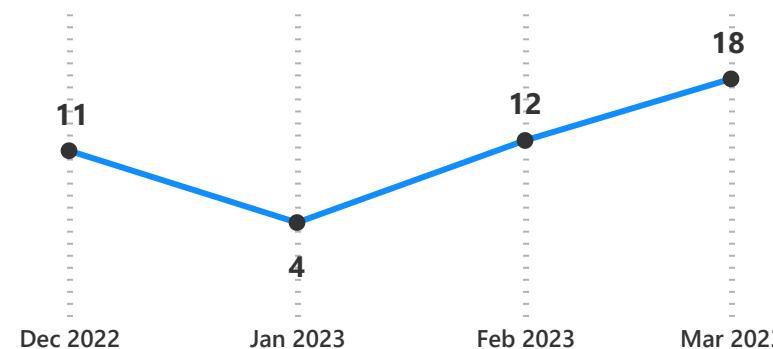
Jaipur ARPB Trend (Last 4 Mon)



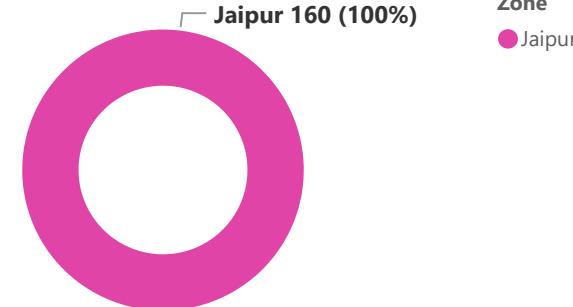
Jaipur Revenue Trend (Last 4 Mon)



Jaipur Driver Addition Trend (Last 4 Mon)

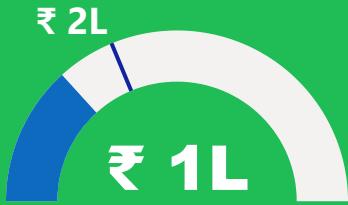


Jaipur Battery On Field



LUCKNOW PERFORMANCE DASHBOARD APRIL 2023

Target vs Achieved



Org Level Insight

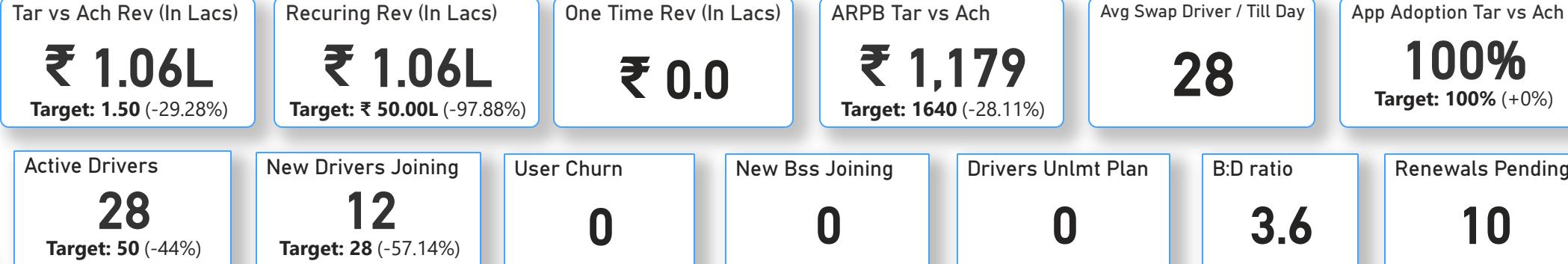
- >Chetan
- >Punit
- >Ashwarya
- >Jaipur
- >Lucknow

Active Stocks

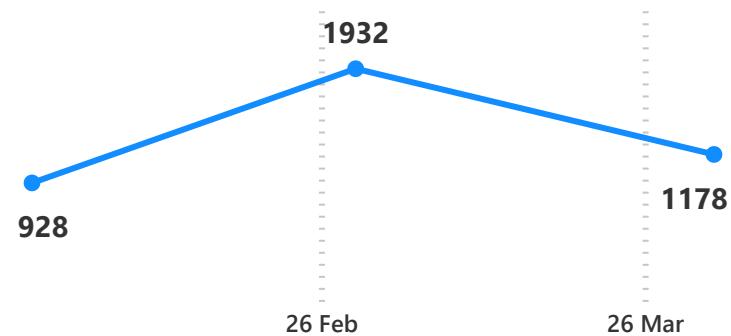
100

Active Driver

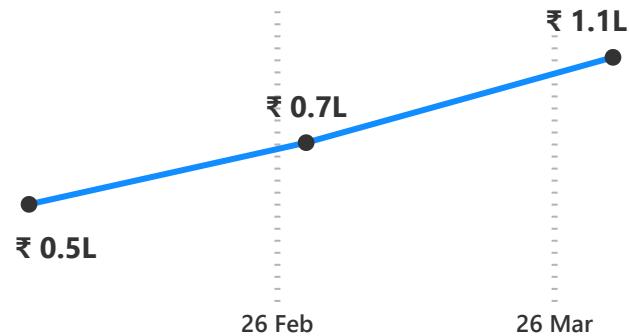
28



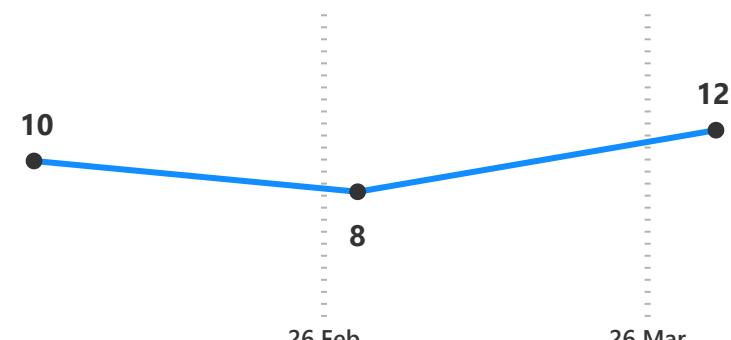
Lucknow Zone ARPB Trend (Last 4 Mon)



Lucknow Revenue Trend (Last 4 Mon)



Lucknow Driver Addition Trend (Last 4 Mon)



Lucknow Battery On Field



Focus Of Month

Data Pending from BSS

2

Idle Battery At Station

27

New Driver Addition

12

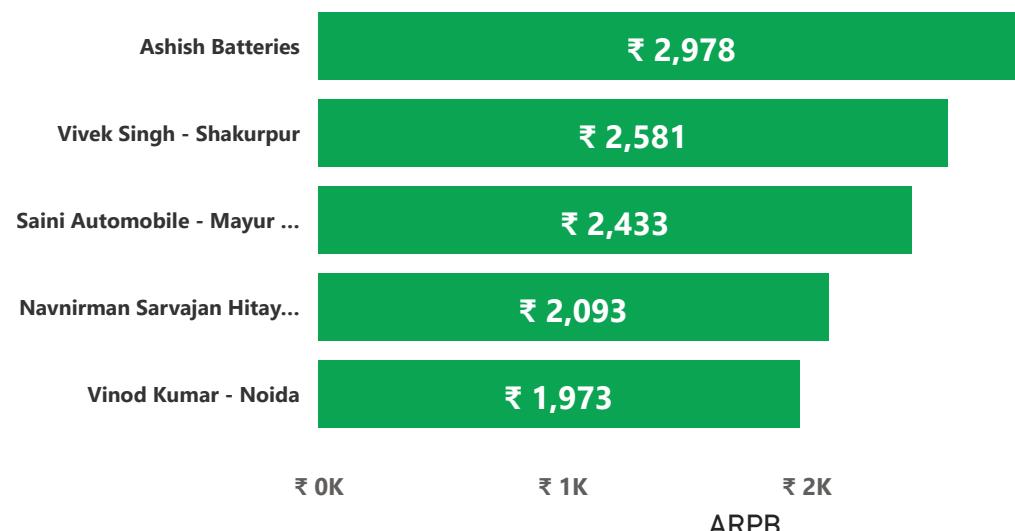
Driver Attendance

63%

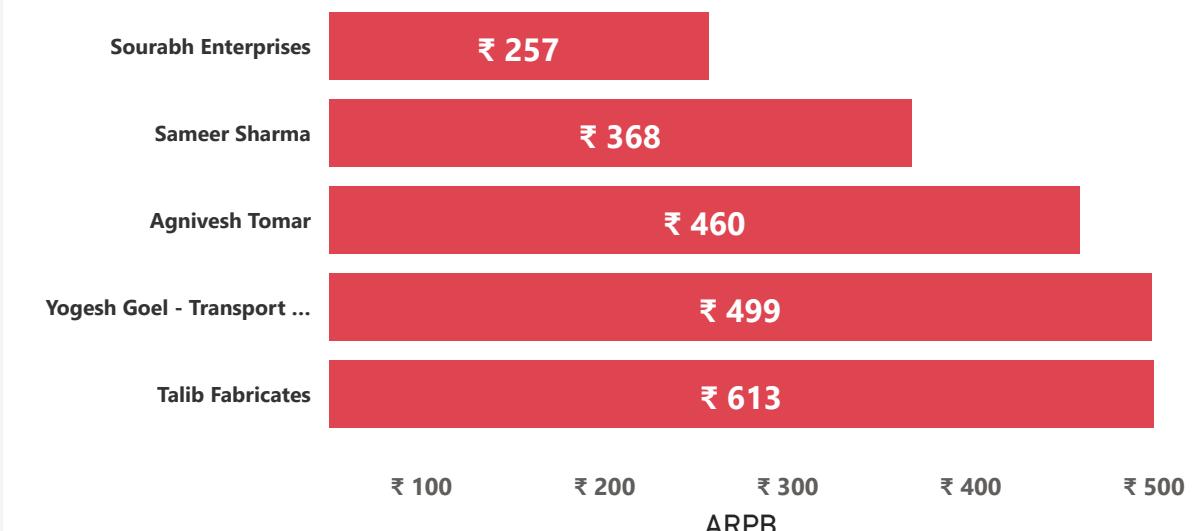
AR Pending

48K

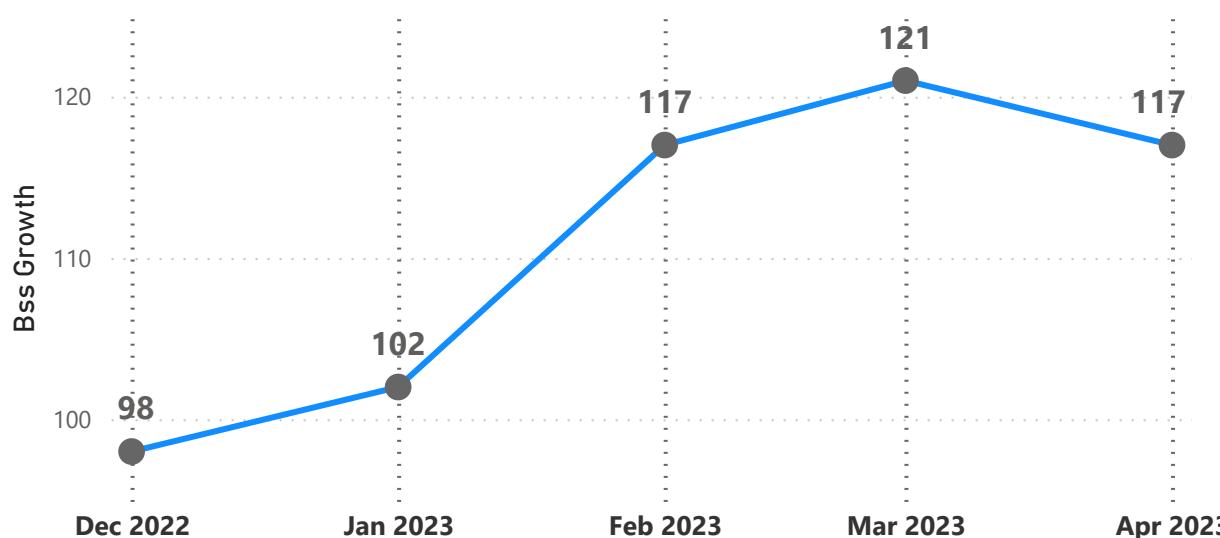
Chargeup Top 5 Dealers April'23 Based on ARPB



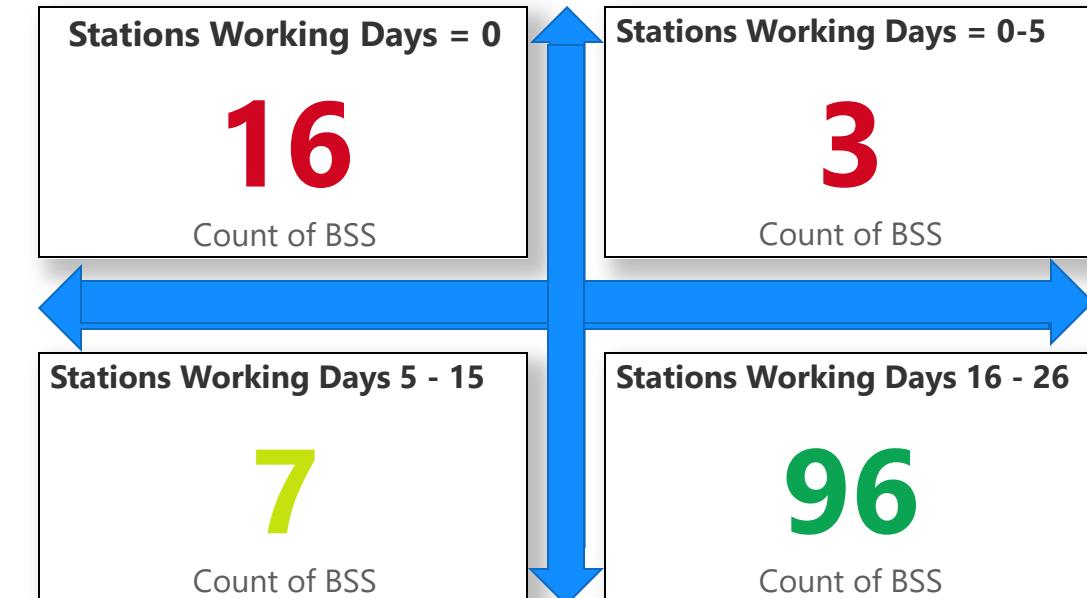
Chargeup Bottom 5 Dealers April'23 Based on ARPB



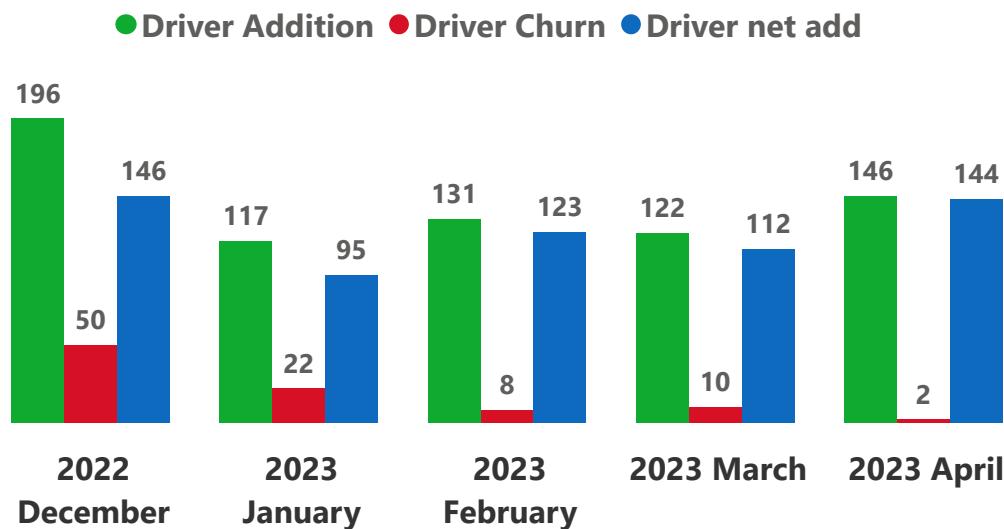
Bss Growth Last 5 Months Dec'22 - Mar'23



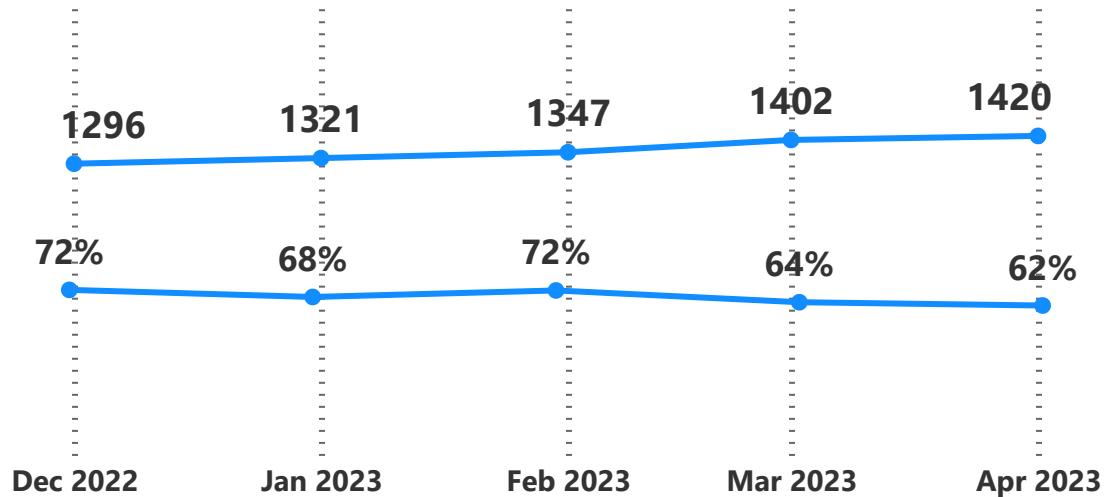
STATIONS COUNT BASED ON DAYS OF SHEET RECEIVED



Driver Growth Trend



Active Drivers & Attendance Trend Dec'22 - Mar'23



Driver Classification Based on Driver Attendance & Swap

Best Performing Driver

431

Atten > 80% & Swap : Driver > 1.5

Underdogs Driver

407

Atten < 80% & Swap : Driver > 1.5

Average Performing Driver

282

Atten > 80% & Swap : Driver < 1.5

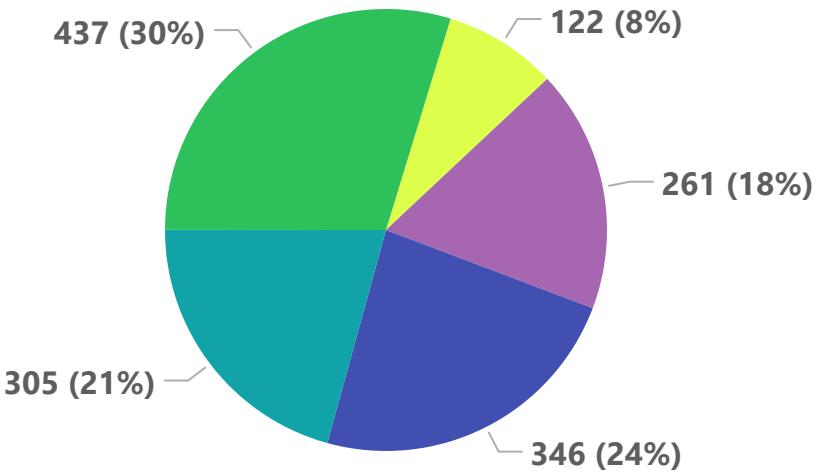
Below Average Performing

301

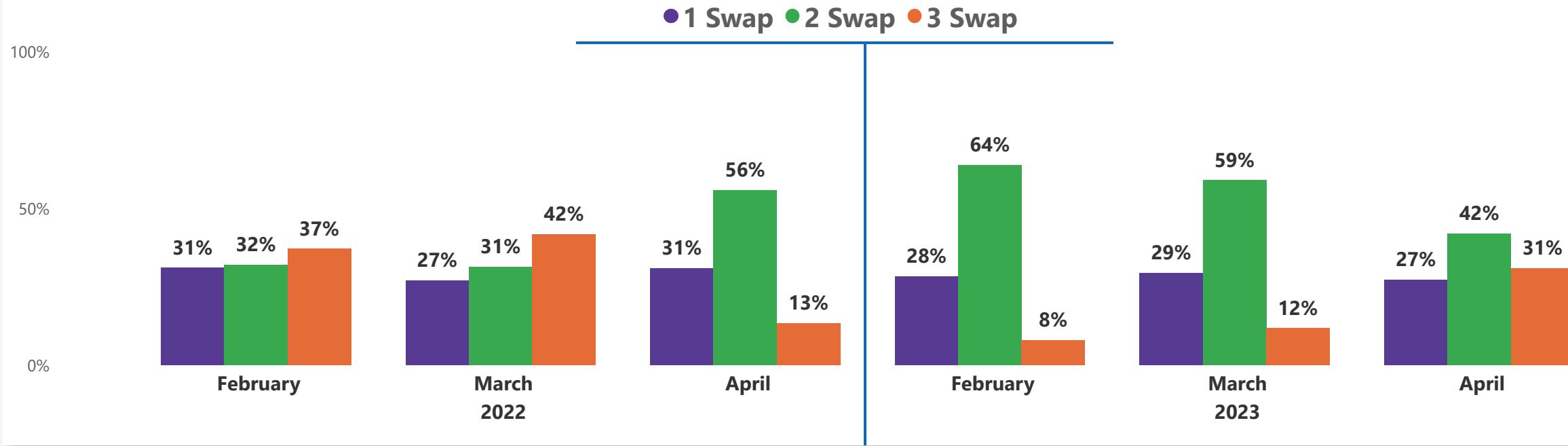
Atten < 80% & Swap : Driver < 1.5

Active Driver Lifetime Bifurcation & Age On Network

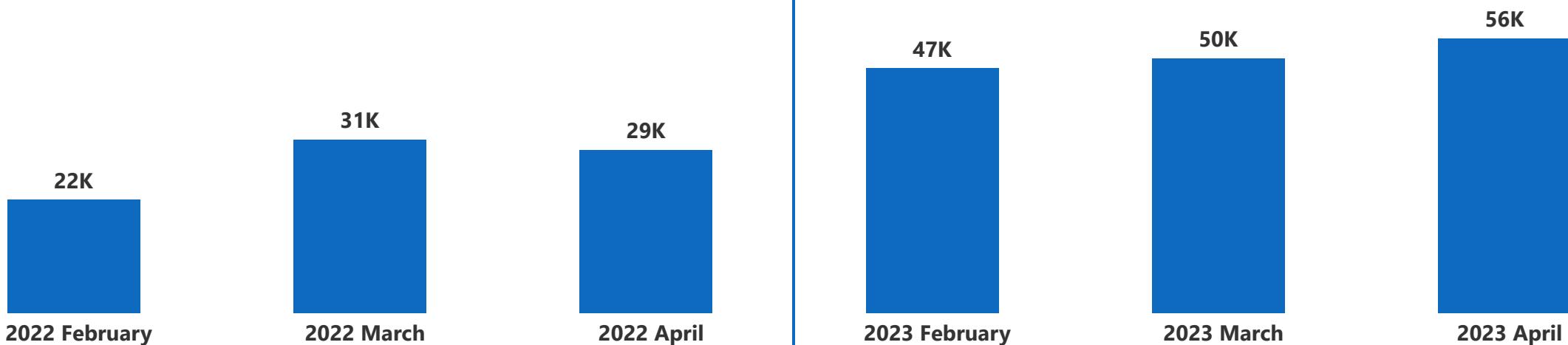
● 0-30 days ● 1-3 months ● 3-6 months ● 6-12 months ● 1 year +



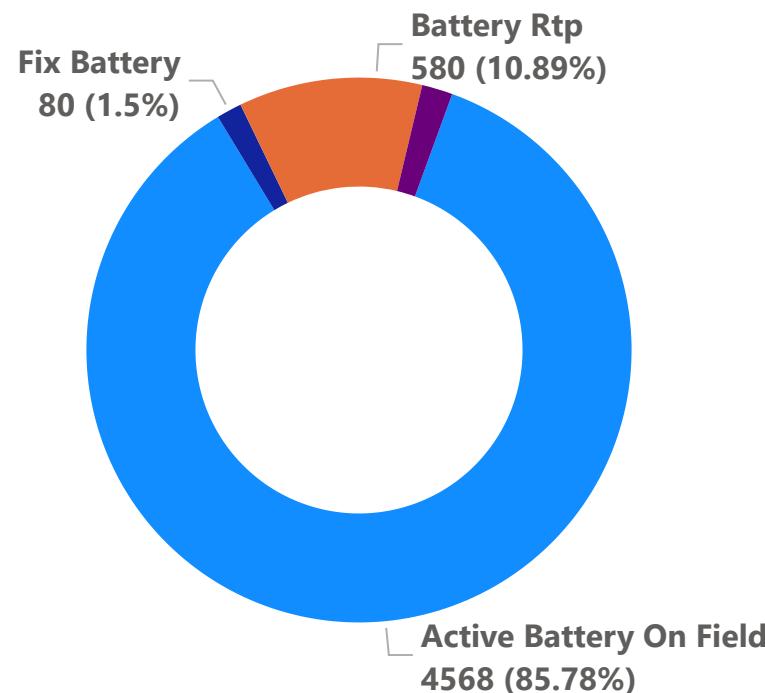
1, 2, 3 Swap Last Year 2022 vs 2023 Trend & Comparision



Last Year 2022 vs 2023 Swaps Growth Trend & Comparision



STOCK DISTRIBUTION



Dealers with 2.5>Battery:Driver

23

Dealers with 2.5-3 Battery:Driver

14

Dealers with 3-6 Battery:Driver

60

Dealers with 6 < Bat:Driver

11

List of Dealers Having 1-50 Batteries

Dealer Name	No of Batteries Holding
Aas Mohd. Malik - Ghaziabad	47
Abid khan - Tilak Nagar	31
Agnivesh Tomar	20
Anil Kumar	30
Ansh Wheels	9
Anshu E-Rickshaw Parking	20
Ashish Batteries	12
Balaji Trading Company - Kalkaji	31
Bali Ram - Pitampura	31
Bhupinder Singh - Krishna Nagar	38
Bhutani Battery House - Shakurpur	32
BSE Mobility	24
Chanchal Charging Station - Harsh Vihar	44
Chandarbhan - Vaishali	32
Choudhary Motors	20
COCO-Lucknow	38
Deepa Kumari	44
Deepak Yadav	22
Total	2203

List of Dealers Having 51-200 Batteries

Dealer Name	No of Batteries Holding
Vishal Jain - Shatri Nagar	91
Vinod Kumar - Noida	66
Vikram - Anand Parbat	60
Udit - Santnagar	51
Shiv Kumar - Nangloi	80
Sagar Khara - Wazirpur	143
Rohit Arora - Zakhira	60
Rajbir - Gurgaon	51
Rahul Yadav	57
Rahul Choudhary - Ghaziabad	89
Pitambar Yadav - Shakurpur	53
Nisha Solanki - Budh Vihar	61
Nikhil Kumar - Shakurpur	59
Manju Anand - Subhash Nagar	60
Mahesh Khari - Tri Nagar	58
Kishore Store - Wazirpur	100
Kishore Kumar Bendukuri	82
Kanha Batteries - Karol Bagh	156
Firoz Malik - Wazirpur	60
Total	1741

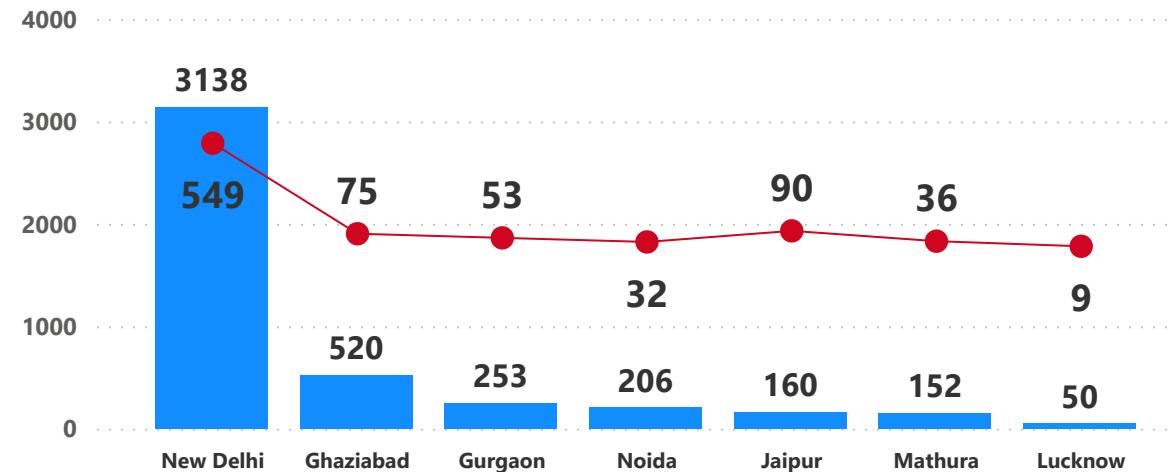
Last 4 Month Revenue & Battery Growth Trend

- Swapping Revenue Trend ● Battery Growth Trend



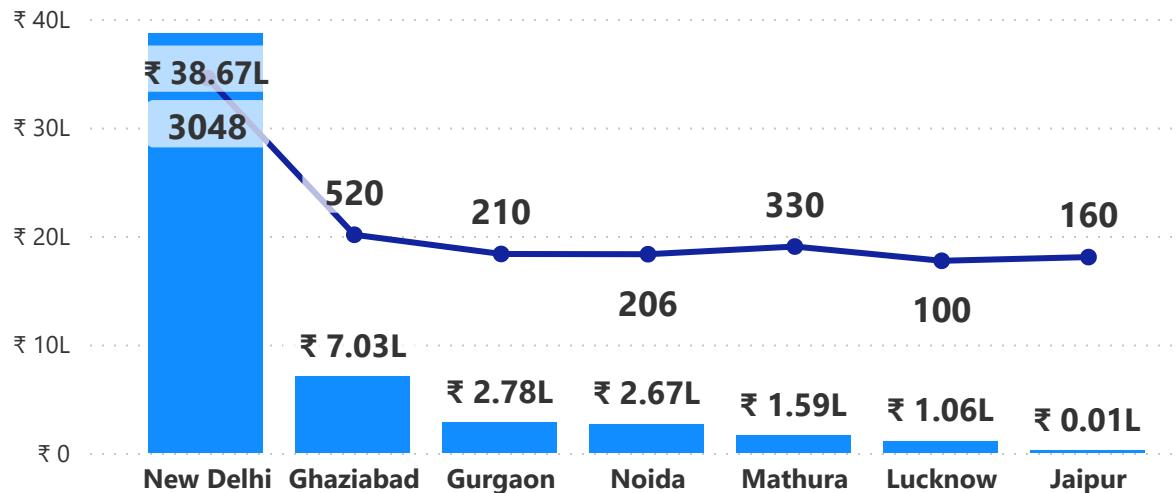
Citywise Battery Stock & Idle Batteries April'23

- Active Battery Per City ● Batteries Idle Per City



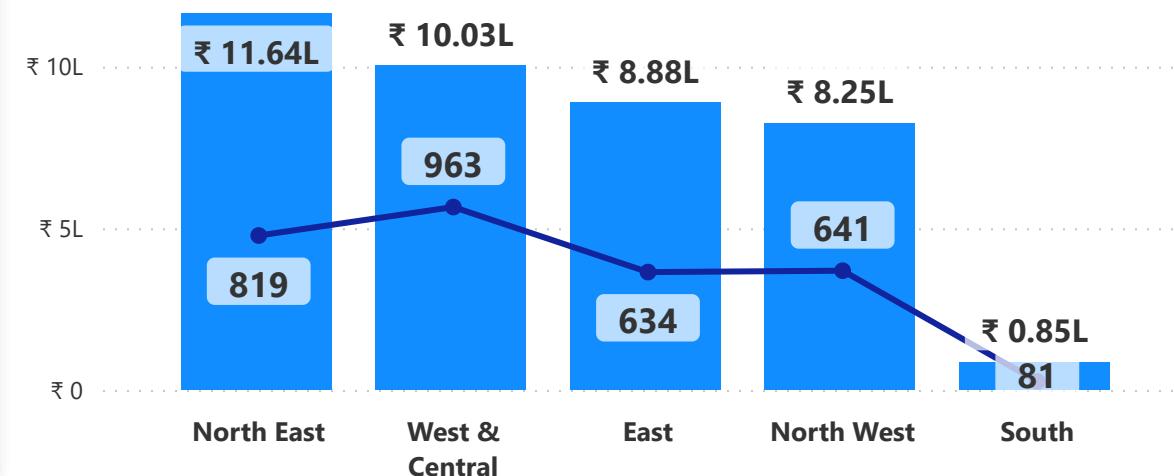
Citywise Revenue Growth April 23

- Citywise Revenue Till Day ● Citywise Active Battery On Field



Cluster Wise Revenue Growth April 23

- Swapping Revenue Per Zone March ● Active Batteries Per Cluster March 23



Driver Analysis

Product Wise Driver Bifurcation				Product Wise Revenue			
	Count February 2023	Count March 2023	Count April 2023		Count February 2023	Count March 2023	Count April 2023
MAU	1377	1423	1409	MAU	1377	1423	1409
New Driver Addition	164	123	106	New Driver Addition	164	123	106
Products				Products			
Subscription Driver	330	385	418	Subscription Driver	₹3,667	₹3,319	₹2,516
<u>Monthly Drivers</u>	249	282	307	<u>Monthly Drivers</u>	₹3,934	₹3,736	₹2,897
<u>Weekly Drivers</u>	81	103	111	<u>Weekly Drivers</u>	₹2,847	₹2,179	₹1,463
Daily Drivers	1364	1427	1491	Daily Drivers	₹3,098	₹2,970	₹2,843

Driver Churn Product wise			
	Count February 2023	Count March 2023	Count April 2023
MAU	1377	1423	1409
Driver Churn	14	12	2
Products			
Subscription Driver	1	3	1
<u>Monthly Drivers</u>	1	2	1
<u>Weekly Drivers</u>	0	1	0
Daily Drivers	13	9	1

Focus of Month



Data Pending from BSS

18

Idle Battery At Station

423

New Driver Addition

125

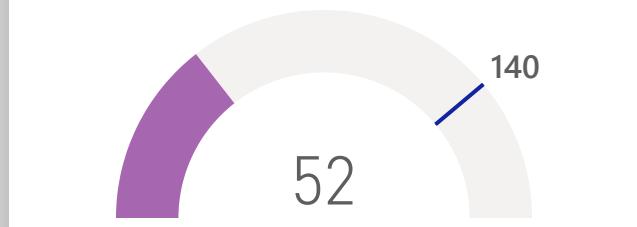
Driver Attendance

62%

2w Idle Stocks

75

Dealer App Adoption
Target Vs Achieved



ARPB <1k & ARPU <3k

13!

vs Feb: 17 (-4 -23.53%)

Drivers Attendance Trend

