



NXT Sales & Services Pvt Ltd.

An initiative by a woman entrepreneur
For the Solution of Maintenance and
diagnostics of Electric Vehicles (EVs)

We Provide
Complete **SOLUTION**
For Electric 2-Wheelers

BECAUSE
we care for your smile

- Sales
- Service
- Spares & Accessories
- Skill Development



About Us

NXT Sales & Services Focusses on Maintenance and diagnostics of electric two wheelers, skill development , technological innovation and hence provide complete EV solutions The company has a team of experienced industry professionals & a senior scientific advisor from IIT Delhi.

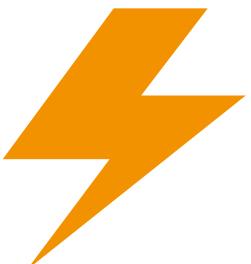
The overall experience of the team is more than two decades in this field. The vision & mission aims to promote EVs in india and also to make India a global hub for all EV solutions. The company also ensure varied job opportunities for young aspirants by developing their skills through various training & development programs



Our Mission : To provide smooth and accessible solutions for sales, service, spares & skill development for all EV users, manufacturers & influencers

Our Vision : To create the robust & foolproof ecosystem for EVs

Our Aim : Adoption of 100% electric mobility by each individual of India through best of the services and ecosystem



Networking

Dealer Network : We are excited to announce our plan to establish 500 dealerships across India, expanding our presence globally. This strategic move aims to enhance customer access, streamline service delivery, and strengthen our market position worldwide.

Corporate Network : Expanding corporate sales, fleet, and delivery business involves targeting corporate clients for bulk sales, optimizing fleet management for efficiency, and enhancing delivery operations with advanced logistics and tracking systems. Leveraging technology for route optimization, investing in green mobility, and implementing robust CRM systems can boost client acquisition and retention, leading to sustainable growth.



Skill Development

Ecosystem for promoting the usage of electric vehicles in India - To develop a ecosystem for end to end maintenance & diagnostics of electric two wheelers (E2W)

Skill Development - To train manpower for maintenance & diagnostics of electric 2W both hardware & software

Maintenance & Diagnostics of Electric Two wheelers

Shortfall & existing problems:

- ✓ After sales services particularly for 2-wheelers resulting in slower adoption of electric two wheelers.
- ✓ Lack of serviceability, maintenance & diagnostics
- ✓ Lack of trained manpower
- ✓ Insufficient Training and skill development
- ✓ Fewer Job Opportunities
- ✓ Under developed infrastructure
- ✓ Insufficient availability of spare parts



Service model

Our service model is a state of art end to end solutions for maintenance & diagnostics of EV 2W

Novelty 1: Well equipped workshop(s) with a facility of fully automated scanning & diagnostics using state of art technology (for electrical and mechanical components such as Cell balancer, charger-discharger, motor tester, etc.)

Novelty 2 : To promote skill development in the country in respect of maintenance and diagnostics for electric 2-wheelers in line with an initiative of the Government of India to promote skills under the vision of the Prime Minister of India- Pradhan Mantri Kaushal Vikas Yojana (PMKVY)

Novelty 3: To Launch App based interface for providing faster resolution for maintenance & diagnostics of electric two-wheelers

Novelty 4: To launch door to door and on road service on call for breakdown and diagnostics

Novelty 5: provide platform for services for electric 2-wheelers under one umbrella with a vision for expansion pan India

Novelty 6: provide platform for services for electric 2-wheelers with a turnaround time of maximum 4 hours

Novelty 7: To provide on spot charging facility for EV users in case of breakdown due to battery drain

Hardware: setting up of Fully equipped workshop, Mobile Service van, Skilled manpower, Spare parts inventory

Software: Launching customer friendly mobile app for tracking service station, spare parts & logging complaints and tracking progress update etc.



Spare Parts & Accessories

Electric scooters, a popular mode of urban transportation, occasionally require spare parts for maintenance and repair. Key components include:

1. **Battery:** The heart of an electric scooter, it powers the motor. Over time, batteries may degrade and require replacement to maintain performance.
2. **Brakes:** Effective brakes are crucial for safety. Brake pads and discs can wear out and need periodic replacement.
3. **Motor:** The motor, typically located in the wheel hub, can experience wear and tear, necessitating replacement for optimal performance.
4. **Control Panel:** The dashboard or control panel, which displays speed, battery level, and other information, may malfunction and need replacement.
5. **Throttle and Brake Levers:** These handlebar components are essential for controlling the scooter and may require replacement if damaged.
7. **Lights:** Headlights and taillights are important for visibility and safety, especially at night. Replacing faulty lights ensures the scooter remains visible to others.
8. **Fenders and Decks:** These parts protect the scooter from dirt and damage. They can crack or break over time and need replacement to maintain the scooter's aesthetics and functionality.

Regular maintenance and timely replacement of these spare parts can extend the life of an electric scooter and ensure a safe riding experience.



NXT Sales & Services App based Solutions

Objective : To Create an awesome customer experience using "NXT Sales & Services App".

NXT sales & Services App enables customers to protect, track usage, connect with and maintain their vehicles



Overview

- ✓ Create a digital platform for customers to access relevant information about the maintenance & diagnostics of their EVs.
- ✓ Engage existing customers and influence future prospects with the help of a immersive and relevant UI and UX system.
- ✓ Build a digitally connected platform to further engagement and source relevant information which will aid in future product and service development endeavors.



Key Features of NXT customer App

- ✓ **Internet of Things (IoT)** - IoT devices can be used to monitor the health of electric vehicle components in real-time, allowing for predictive maintenance and reducing the risk of unexpected breakdowns
- ✓ **Battery health alerts** - Battery voltage fluctuations & temperature alerts to be automatically generated for fleet manager as well as the rider
- ✓ **Motor health alerts** - Motor temperature alerts to be sent to fleet manager as well as the rider
- ✓ **Parts Shelf-life alerts** - Option to include parts shelf-life and alerts to be sent. For eg: Tyre, if shelf life is declared as 800 km then fleet manager/rider will get an alert after 700-750 km ride activities, so he can place replacement orders.
- ✓ **Breakdown alerts** - Any fault with battery, motor, controller or if power assist not functioning - immediate alerts to be sent to user with an option to upload picture and description of fault to take necessary actions
- ✓ **Crash alerts** - Automatic alerts to be sent to customer and users emergency contact details
- ✓ **Anti-theft alert** - if the e-bike is moved or forced to move in locked mode
- ✓ **Geo-fence alerts** - if the e-bikes crosses the set parameters - alerts to be automatically sent to customers to take necessary action
- ✓ **Tampering alerts** - Tampering of battery, motor, controller should be automatically detected and alerts to be sent to customer
- ✓ **Servicing alerts** - Last servicing date, for which part it was done or it was complete and when is the next servicing needed
- ✓ **Subscription renewal alerts** - To be generated automatically at least 5 days in advance

Last, But Not The Least

- ✓ **Maintenance** - Get an automated maintenance schedule depending on your bike usage
- ✓ **DIY** - Get access to DIY maintenance tips and tricks through videos
- ✓ **Connect** - with service representatives in case of any help required

Alerts



Crash alerts



E-bike health alerts



Maintenance updates



DIY – tips & tricks



Support & assistance



Few Novel Processes for Maintenance & Diagnostics

- ✓ Remote Monitoring and Diagnostics
- ✓ Battery Management Systems
- ✓ Battery health monitoring
- ✓ Software Updates
- ✓ Road Side assistance
- ✓ Real Time in-vehicle Diagnostics
- ✓ Motor diagnostics
- ✓ Thermal management system maintenance
- ✓ Predictive Maintenance & Service Scheduling

Future Techniques For Maintenance & Diagnostics Of EVs

Augmented Reality (AR) & Virtual Reality (VR) - AR & VR technologies can be used to provide technicians with immersive & interactive training on electric vehicle systems and components. They can also be used for remote diagnostics, allowing technicians to visualize & diagnose problems remotely.

Machine Learning (ML) & Artificial Intelligence (AI) - ML and AI algorithms can be used to analyze data from electric vehicle sensors & predict maintenance needs before they occur. This can improve vehicle reliability and reduce maintenance costs.

Next-Generation Technologies

- Smart Battery Management
- Integrated Solar Panels
- AI-Powered Riding Assistant
- Advanced Regenerative Braking
- Modular Design
- Augmented Reality (AR) Helmets
- Wireless Charging
- Adaptive Suspension Systems
- Biometric Authentication
- Energy Recovery Systems



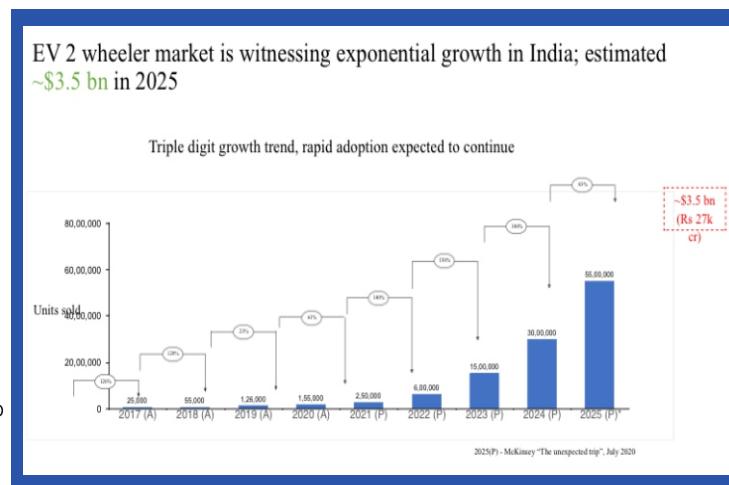
- Eco-Friendly Materials
- High-Performance Motors
- Smart Lighting Systems
- Personalized dashboard
- Integrated Safety Systems
- Compact Foldable Design
- Hydrogen Fuel Cells
- Enhanced Connectivity
- Voice Control
- Air Purifying Systems

Market Size

Current market size pan India of EV 2W around 2 million & is expected to increase 100% every year

The market size of EV 2W is expected to 10 million by 2025 with a triple digit growth every year
(Ref : Mckinsey report July 2020)

EV 2W sales recorded a massive growth of 305.68% in 2022 after selling 6,15,365 units that year.



In previous years, the numbers stood at 1,51,685 units. The humongous jump is reflective enough of the trajectory and increasing acceptance of EVs in India.

Why Now? – Need of an hour

- ✓ The National Electric Mobility Mission Plan (NEMMP) 2020 launched by the Government of India aims to promote usage of electric and hybrid vehicles.
- ✓ With the launch of NEMMP 2020, the population of EV 2W is exponentially increasing. However, there are inadequate facilities to service the customers.
- ✓ The population of EV 2W will further grow to a mark of 5 million per annum by 2025 and if the issue of serviceability remain unaddressed, the development of EV 2W sector will continue to be a challenge in India.

Traction

- ✓ To conceptualize this proposal, an extensive market research has been carried out for data sampling as a first hand information through personal experience in the field of electric scooters sales & service.
- ✓ It was realized through interaction with top brand like Yamaha, Mahindra, Kinetic, Suzuki, Piaggio, Okinawa and more, that without setting up a workshop for providing one stop end to end solution to the consumers, the target of customer satisfaction and enhancing the usage of electric vehicles could not be achieved.
- ✓ Actual turnover of 80 Lakh in FY 2023-24
- ✓ Projected turnover for FY 2024-25 is 15+ Cr
- ✓ **Grabbed confirmed order of 5000 Electric Scooters from fleet management companies**
- ✓ Genuine Customer service.





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