# Revamp Moto Financial Position

## Profitability

Below is a snapshot showing profitability metrics for Revamp moto in FY25.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Month | Revenue (₹ Lakhs) | Gross Margin (₹ Lakhs) | Gross Margin (%) | EBITDA (₹ Lakhs) | Units Sold |
| April 2024 | 10 | -2.8 | -28.6% | -31.3 | 14 |
| May 2024 | 16 | -4.0 | -24.5% | -29.8 | 20 |
| June 2024 | 2 | -0.6 | -24.5% | -31.2 | 3 |
| July 2024 | 8 | 0.3 | 4.0% | -12.3 | 12 |
| August 2024 | 51 | 2.4 | 4.6% | -19.9 | 80 |
| September 2024 | 75 | 6.0 | 8.0% | -27.3 | 120 |
| October 2024 | 106 | 8.3 | 7.8% | -15.7 | 169 |
| November 2024 | 178 | 17.1 | 9.6% | -2.6 | 280 |
| December 2024 | 250 | 22.1 | 8.8% | -0.9 | 384 |
| January 2025 | 264 | 22.7 | 8.6% | 2.8 | 400 |
| February 2025 | 132 | 11.4 | 8.6% | -14.5 | 200 |
| March 2025 | 245 | 21.8 | 8.9% | -6.2 | 368 |

Revamp Moto generated ₹13.78 Cr in revenue during FY25 through the sale of over 2,000 electric vehicles. Our gross margins improved from -25.9% in Q1 to 8.7% in Q4, mainly due to the transition to our more cost-efficient model, RM Yaara 25.  
  
While Revamp hasn’t achieved full-year EBITDA profitability yet, we did turn EBITDA positive in January, which was our best month with 400 units sold. Revamp moto has planned to scale up monthly production in FY26, which will help us in achieving EBITDA profitability during the current financial year.

## 2. Burn Rate

For FY25, Revamp Moto had an average monthly operating expense at ₹27.3 lakh. Due to increasing sales of the RM Yaara 25, Revamp was able to offset a significant portion of these costs. As a result, our average monthly cash burn reduced to ₹15.7 lakh.

Currently, Revamp moto has a monthly cash burn of Approx. 10 lakhs per month. The Burn rate is further projected to decrease with the planned increase in monthly production in FY26.

## 3. Runway

Revamp Moto currently has a projected runway of 8 months, based on its current cash reserves and Projected monthly burn rate.  
  
Revamp has always followed a proactive approach to fundraising, ensuring that our runway stays within a comfortable range of 8 to 10 months. This gives us the flexibility to scalewithout the pressure of urgent capital requirements.