



ZELIO E-MOBILITY LIMITED

INVESTOR PRESENTATION





At A Glance

Manufacturing, assembling and supplying of two-wheelers ("E-2Ws") and three-wheelers ("3Ws") electric vehicles



2021
Incorporated



280
dealers



Khewat, Hisar,
(Haryana)
Headquarters



72000 units p.a.
(2W and 3W)
Installed capacity



Total **8** EV
models across
2Ws and 3Ws



24,458.01 sq. mtrs.
Total Manufacturing
Facility



20+ states &
UTs in India



"Zelio" (E-2Ws)
& "Tanga" (3Ws)
Brand Name



Revenue CAGR*
170.65%

PAT CAGR*
123%

ROE
83.99%

ROCE
34.84%



Product Portfolio 2Ws



MODEL | EEVA



MODEL | EEVAZX



MODEL | GRAVY



MODEL | LEGENDER



MODEL | MYSTERY



MODEL | XMEN



Product Portfolio 3Ws and Revenue Bifurcation



(Amount in Rs. Lakhs)

Activity	For the period / year ended on							
	September 30, 2024		March 31, 2024		March 31, 2023		March 31, 2022	
	Amount	% of total purchases	Amount	% of total purchases	Amount	% of total purchases	Amount	% of total purchases
Imports	4,793.82	73.72%	4,143.03	54.43%	1,841.26	48.21%	764.33	64.20%
Domestic Purchase	1,709.25	26.28%	3,467.94	45.57%	1,978.03	51.79%	426.17	35.80%
TOTAL	6,503.07	100.00%	7,610.97	100.00%	3,819.29	100.00%	1190.5	100.00%



Revenue Bifurcation – Geography wise

The following table presents the revenue from operations generation from top 10 states in India:

(Rs. in Lakhs)

Particulars	For the period and the year ended							
	September 30, 2024		March 31, 2024		March 31, 2023		March 31, 2022	
	Amount	% to total sales	Amount	% to total sales	Amount	% to total sales	Amount	% to total sales
Haryana	2,279.03	30.27%	3,910.01	41.41%	2,826.33	55.15%	868.2	67.34%
Gujarat	888.23	11.80%	315.77	3.34%	15.22	0.30%	0	0.00%
Uttar Pradesh	771.81	10.25%	1,012.52	10.72%	280.49	5.47%	40.85	3.17%
West Bengal	705.06	9.37%	964.97	10.22%	686.55	13.40%	91.87	7.12%
Punjab	688.33	9.14%	925.65	9.80%	657.27	12.82%	171.47	13.30%
Madhya Pradesh	546.57	7.26%	494.75	5.24%	85.53	1.67%	11.2	0.87%
Odisha	504.49	6.70%	853.74	9.04%	175.35	3.42%	0	0.00%
Rajasthan	299.02	3.97%	275.75	2.92%	119.27	2.33%	72.59	5.63%
Maharashtra	153.3	2.04%	197.1	2.09%	155.93	3.04%	10.32	0.80%
Delhi	98.55	1.31%	14.91	0.16%	34.71	0.68%	22.82	1.77%
TOTAL	6,934.39	92.11%	8,965.17	94.94%	5,036.65	98.28%	1,289.32	100.00%

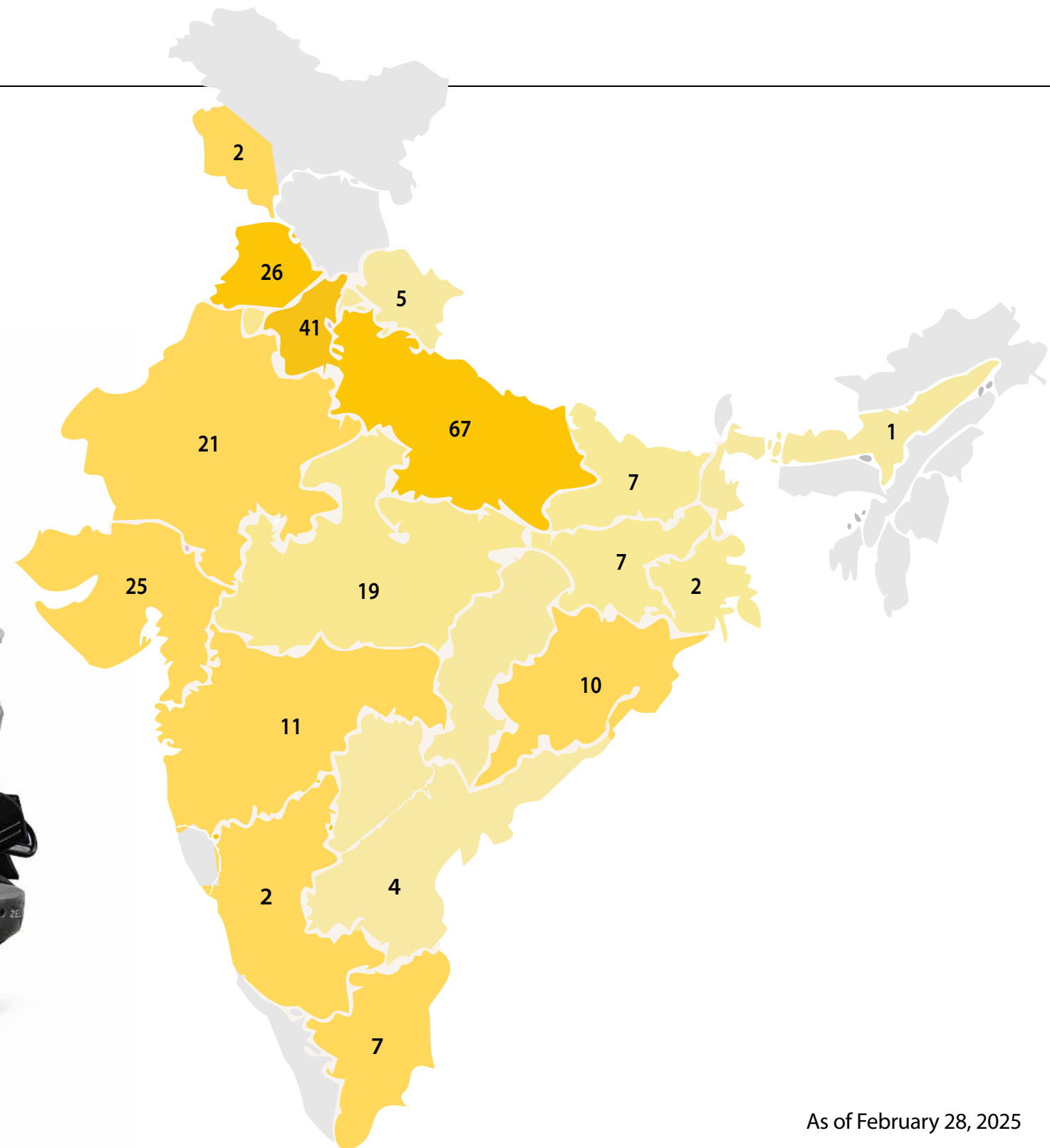


Dealer Network

Dealer network is geographically distributed across India,

Total 280 Dealers

NO. OF DEALERS



As of February 28, 2025



Manufacturing Process



Importing
CKD Kits



Store and
Incoming Quality
Control (IQC)
Operations



Chassis and
Sub-Assemblies
Preparation



Main
Assembly



IPQC and
FQC Checks



Pre-Delivery
Inspections (PDI)
and Dispatch





Manufacturing Facility

Corporate Office & Manufacturing Unit:

Khewat No 510, 442, Hisar Road, Ladwa,
Hisar-125006, Haryana, India

Proposed Manufacturing unit:

Patan, Hisar- 125120, Haryana,
India



(Current Manufacturing unit located at Ladwa, Hisar (outside view))



(Current Manufacturing unit located at Ladwa, Hisar (inside view))



Leadership Team



Mr. Niraj Arya

Designation:
Chairman & Whole
Time Director
Experience: 18 years



Mr. Kunal Arya

Designation:
Managing Director
Experience: 5 years



Mr. Deepak Arya

Designation:
Whole Time Director
Experience: 12 years










Mrs. Sayuri Arya

Designation:
Non-Executive Director
Experience: 1.5 years



Intellectual Property

S. No.	Brand name/Logo Trademark/Copyright	Class	TM Category	Applicant	Trademark Number/ Application No./ Registraion Certificate No.	Date of Application	Status
1.		12	Device	Zalio Auto Private Limited	Trade Mark No. 4867525	May 07, 2021	Registered
2.		39	Device	Zalio Auto Private Limited	Trade Mark No. 5962325	June 02, 2023	Registered
3.		12	Device	Zalio Auto Private Limited	Trade Mark No. 5962326	June 02, 2023	Registered
4.		12	Device	Zalio Auto Private Limited	Trade Mark No. 6153355	Oct 17, 2023	Registered
5.		35	Device	Zalio Auto Private Limited	Trade Mark No. 6153356	Oct 17, 2023	Registered
6.		12	Device	Zalio Auto Private Limited	Trade Mark No. 6153357	Oct 17, 2023	Registered
7.		35	Device	Zalio Auto Private Limited	Trade Mark No. 5639939	Oct 08, 2022	Registered



Competitive Strengths

Experienced Promoters with senior management backed by marketing team

Promoters and senior management are backed by in-house sales and marketing team of 19 employees as on February 28, 2025

Experienced Promoters with senior management backed by marketing team

Promoters and senior management are backed by in-house sales and marketing team of 19 employees as on February 28, 2025



Quality Assurance ensuring standardized product quality

ISO 9001:2015 , ISO 14001:2015 and ISO 45001:2018 certifications

Geographically Diversified customer base

As of September 30, 2024 and FY ending 2023-24, 2022-23 and 2021-22, contributing 92.11%, 94.94%, 98.28% and 100.00% of total revenue from sales in top 10 geographical regions



Business Strategies

Expand our manufacturing facility

Company is committed to expanding its manufacturing capabilities, For pursuing the same, land has been acquired via a 10-year lease agreement, dated February 13, 2025

Expansion of our geographical footprint

Through geographic diversification, aim to mitigate operational risks associated with over-reliance on specific regions

Scale up branding and promotional activities

Intend to continue marketing initiatives through regular participation in national level exhibitions, regular visit in international trade fairs, sales & promotional videos

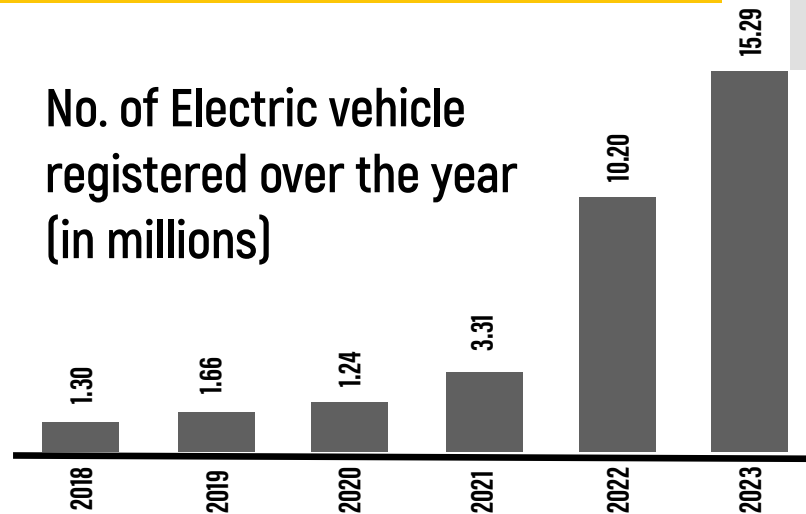




Industry Overview

- India's Electric Vehicle (EV) sector is experiencing rapid growth, fuelled by government incentives, rising environmental concerns, and technological advancements
- India has set a target to increase the share of electric two-wheelers & three-wheelers to 80% by 2030

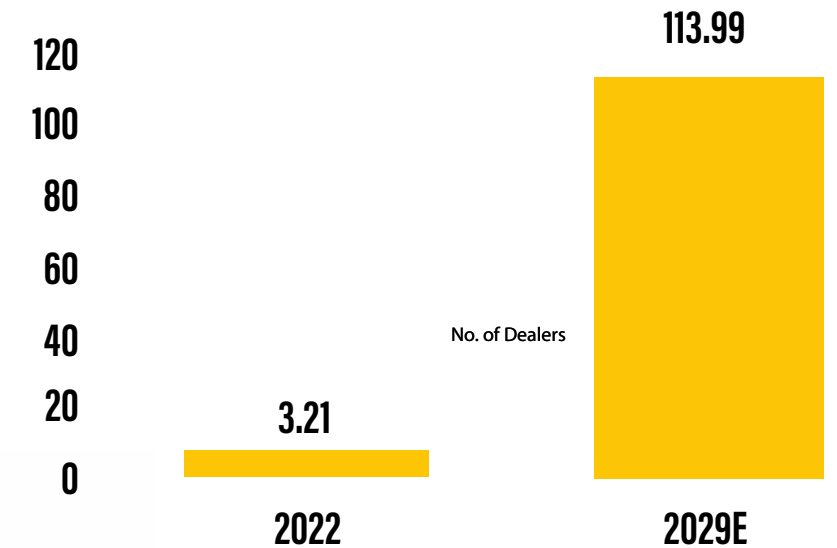
No. of Electric vehicle registered over the year (in millions)



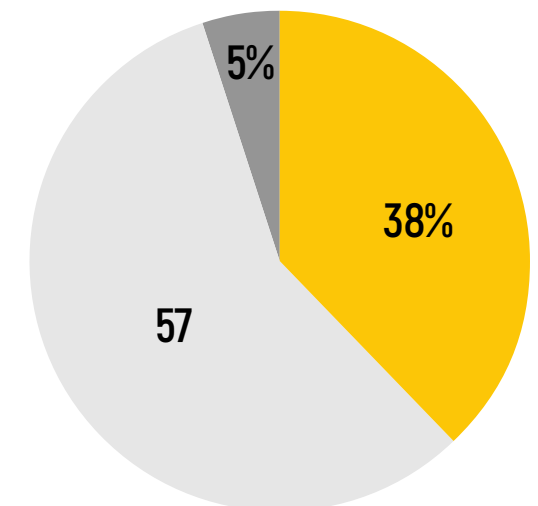
- In 2023, the global electric vehicle market was valued at USD 255.54 billion. It is projected to reach approximately USD 2,108.80 billion by 2033, growing at a significant CAGR of 23.42% from 2024 to 2033
- India's electric vehicle market is anticipated to expand at a CAGR of 28.52% to attain US\$ 18.319 billion by 2029 from US\$ 5.22 billion in 2024



Electric vehicle sold by category in FY24



EVs market size in India (in US\$ billion)





Government Initiatives

- The Government has reaffirmed its commitment towards EVs and its mission for 30% electric mobility by 2030
- Budget announced customs duty exemption on the import of capital goods and machinery required for the manufacture of lithium-ion batteries
- FAME II for EV Scheme was Commenced on 1st April 2019 with a total budgetary support of US\$ 1.43 billion (Rs. 10,000 crore), 30% procurement of manufactured or processed products must be from SMEs



- As of December 2023, EV manufacturers received a subsidy of US\$ 637 million (Rs. 5294.00 crore) for selling 11,79,669 electric vehicles under Phase-II of the FAME India Scheme
- Electric Mobility Promotion scheme: Scheme supports 3,72,215 EVs, comprising 3,33,387 e-2Ws, and 38,828 e-3Ws (including 13,590 rickshaws & e-carts and 25,238 e-3Ws in L5 category), offering incentives exclusively for advanced battery-equipped vehicles

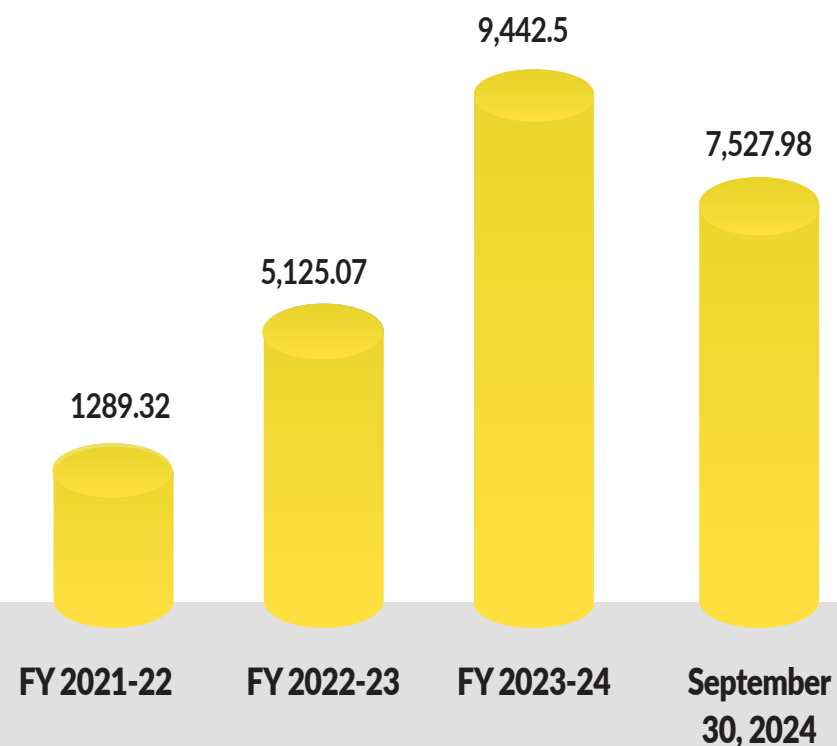




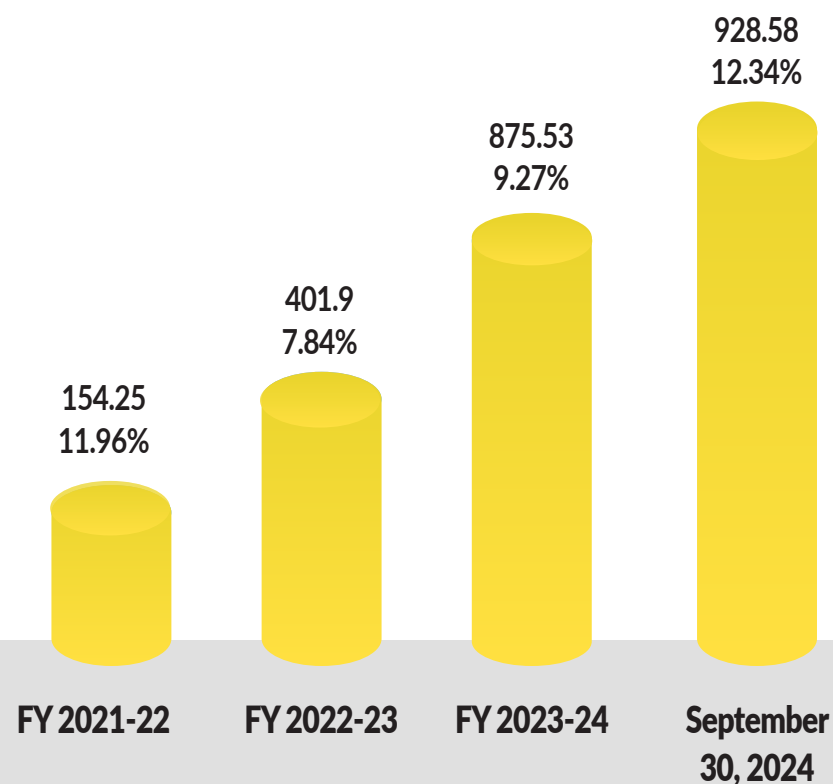
Key Performance Indicators

(In Lakhs except percentages and ratios)

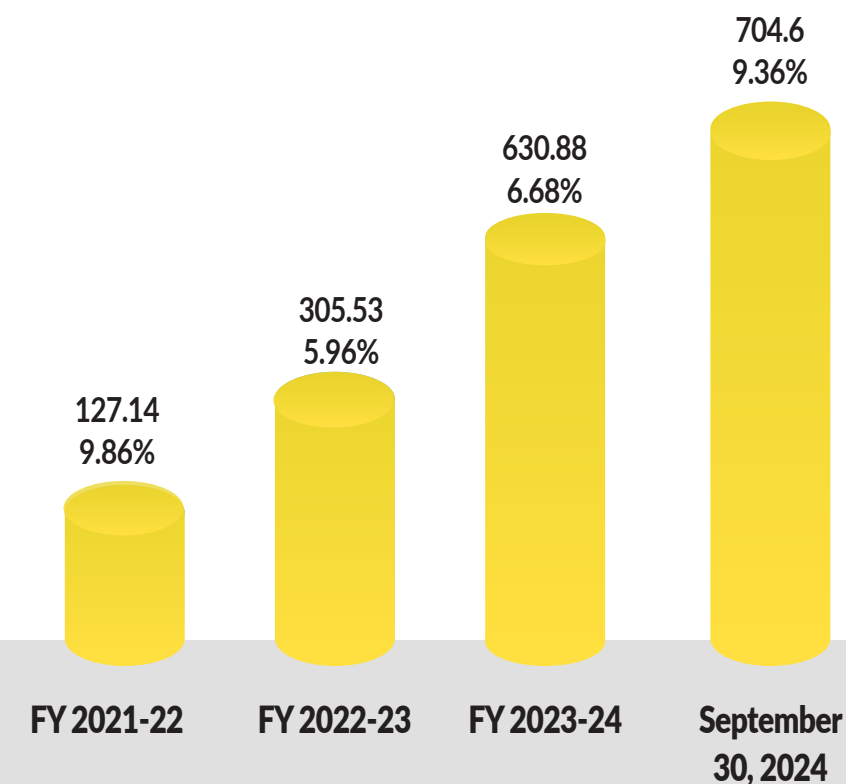
Revenue From Operations



EBITDA & EBITDA Margin



PAT & PAT Margin

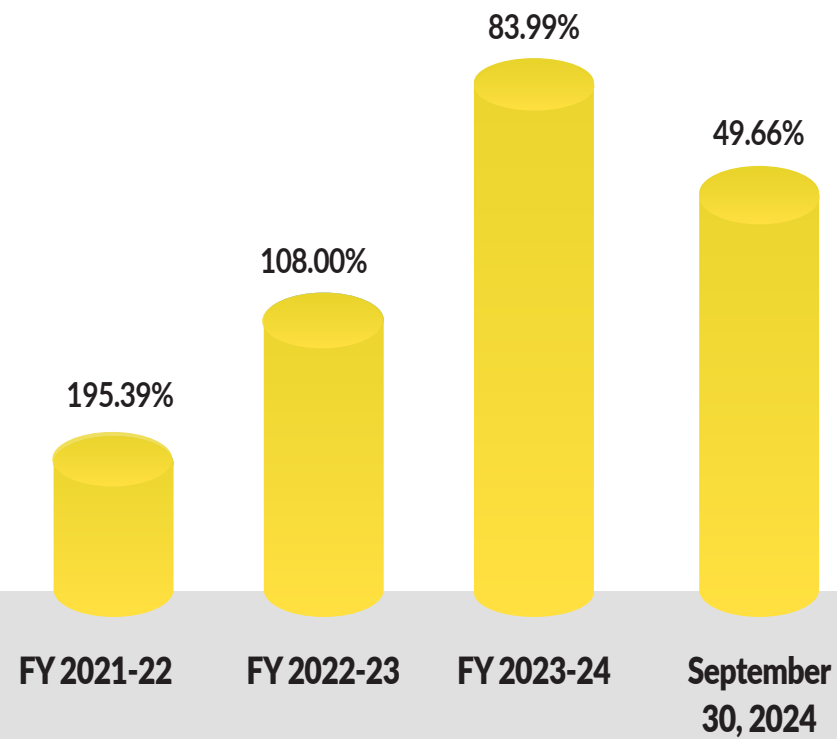




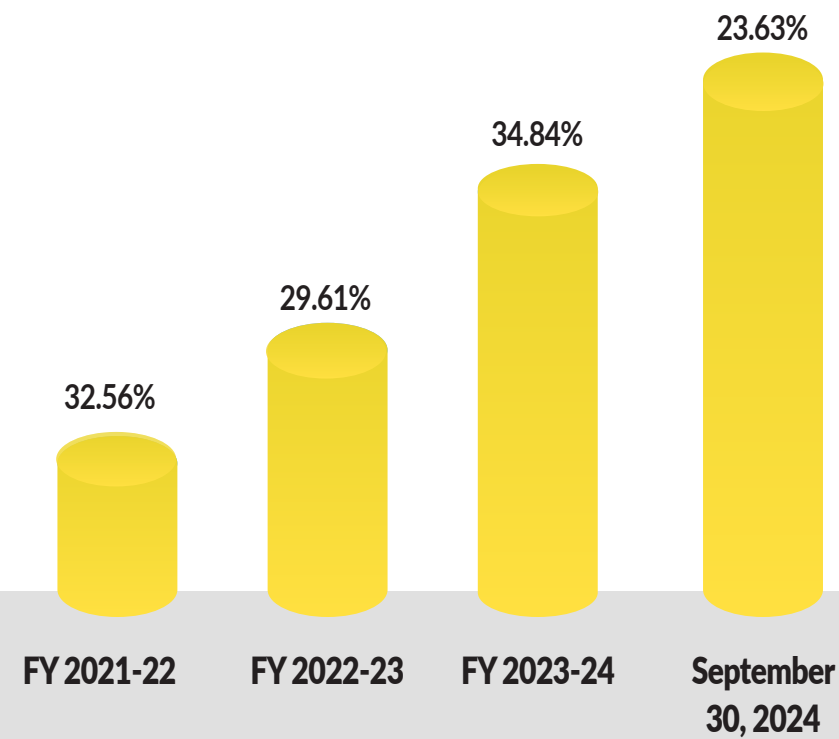
Key Performance Indicators

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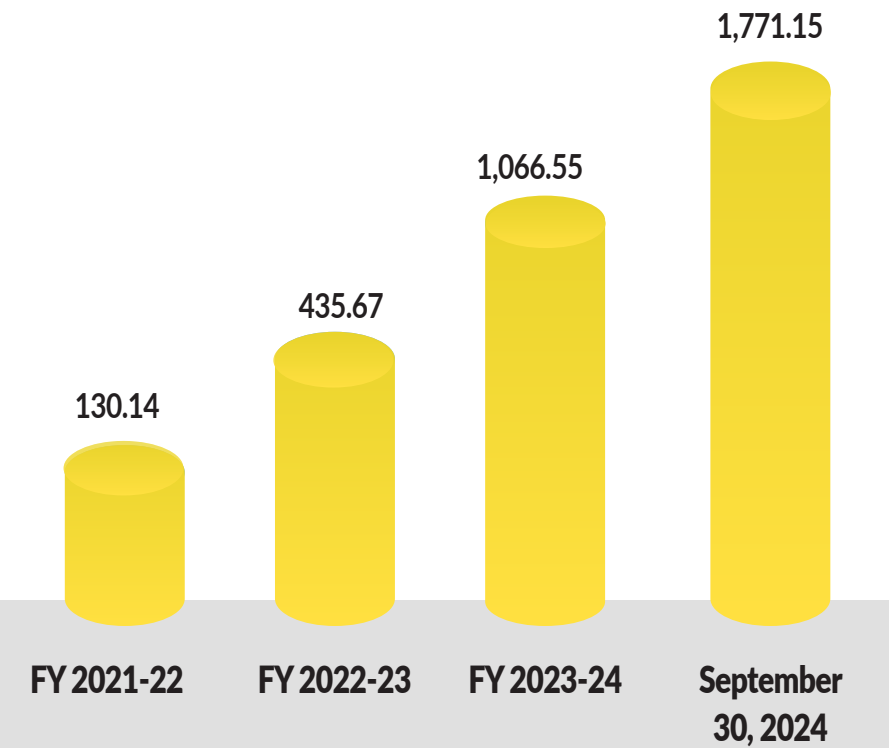
RoE (%)



RoCE (%)



Net Worth





Statement of Assets and Liabilities

(Figures in Rs. Lakhs, unless state otherwise)

Particular	30th Sep. 2024	31st Mar 2024	31st Mar 2023	31st Mar 2022
I. EQUITY AND LIABILITIES				
Shareholders' funds				
(a) Share capital	3	3	3	3
(b) Reserves and surplus	1,768.15	1,063.55	432.67	127.14
(c) Money Received against Share Warrants	-	-	-	-
	1,771.15	1,066.55	435.67	130.14
Share application money pending allotment	-	-	-	-
Non-current liabilities				
(a) Long-term borrowings	746.93	619.5	382	149.44
(b) Deferred tax liabilities (Net)	-	2.89	-	-
(c) Other Long-Term liabilities	-	-	-	-
(d) Long-term provisions	8.24	4.24	1.96	0.6
	755.17	626.63	383.96	150.04
Current liabilities				
(a) Short-term borrowings	1,450.12	791.09	576.58	223.82
(b) Trade payables				
(A) Total outstanding dues of micro enterprises and small enterprises;	187.02	7.3	7.28	0.73
(B) Total outstanding dues of creditors other than micro enterprises and small enterprises.	725.42	268.49	78.22	169.27
(c) Other current liabilities	375.38	115.86	52.14	182.39
(d) Short-term provisions	124.49	31.86	13	0.22
Total	2,862.43	1,214.60	727.22	576.43
TOTAL EQUITY AND LIABILITIES	5,388.75	2,907.78	1,546.85	856.61
II. ASSETS				
Non-current assets				
(a) Property, Plant and Equipment and Intangible Assets				
(i) Property, Plant and Equipment	852.31	766	91.11	46.92
(ii) Intangible Assets	-	-	-	-
(iii) Capital Work in Progress	118.78	103.55	372	-
(iv) Intangible Assets under development	-	-	-	-
(b) Non- Current Investment	-	-	-	-
(c) Deferred tax assets (Net)	5.44	-	1.26	0.23
(d) Long-Term Loans and Advances	-	-	-	-
(e) Other non-current assets	269.6	1.54	-	1.2
	1,246.13	871.09	464.37	48.35
Current assets				
(a) Inventories	3,032.67	1,352.11	648.73	580.86
(b) Trade receivables	134.59	160.88	98.32	26.37
(c) Cash and cash equivalents	12.66	5.24	9.95	2.74
(d) Short-term loans and advances	962.7	518.46	325.48	198.29
Total	4,142.62	2,036.69	1,082.48	808.26
TOTAL ASSETS	5,388.75	2,907.78	1,546.85	856.61





Statement of Profit and Loss

(Figures in Rs. Lakhs, unless state otherwise)

Particular	Period ended 30th Sep 2024	Year ended 31st March, 2024	Year ended 31st March, 2023	Period from 15th July, 2021 to 31st March, 2022
INCOME				
Revenue from operations	7527.98	9442.5	5125.07	1289.32
Other income	75.92	47.33	37.23	13.18
Total income	7603.9	9489.83	5162.3	1302.5
EXPENSES				
Cost of material consumed	5900.27	7629.67	4286.3	900.08
Direct expenses	185.73	231.23	134.44	122.09
Changes in inventories of finished goods	-84.21	62.96	-48.54	-38.9
Employee benefit expenses	250.43	308.92	182.61	78.4
Finance costs	88.3	102.74	48.56	11.45
Depreciation and amortization expenses	64.82	57.94	21.19	2.47
Other expenses	347.18	334.19	168.35	73.4
Total expenses	6752.52	8727.65	4792.91	1148.99
Profit Before Exceptional & Extraordinary items & Tax	851.38	762.18	369.39	153.51
Exceptional / Extraordinary Items	-	-	-	-
Profit Before Tax	851.38	762.18	369.39	153.51
Tax expenses				
- Current Tax	155.12	127.15	64.89	26.6
- Deferred Tax	-8.34	4.15	-1.03	-0.23
	146.78	131.3	63.86	26.37
Profit After Tax	704.6	630.88	305.53	127.14
Earning Per Equity Share				
Basic (Rs.)	4.26	3.82	1.85	0.77
Diluted (Rs.)	4.26	3.82	1.85	0.77





Cashflow Statement

(Figures in Rs. Lakhs, unless state otherwise)

Particular	Period ended 30th Sep 2024	Year ended 31st March, 2024	Year ended 31st March, 2023	Period from 15th July, 2021 to 31st March, 2022
A. CASH FLOW FROM OPERATING ACTIVITIES				
Profit Before Tax	851.38	762.18	369.39	153.51
Adjustment for:				
Finance Cost	88.3	102.74	48.56	11.45
Depreciation	64.82	57.94	21.19	2.47
Gratuity Provision	4.14	2.28	1.36	0.61
Provision for CSR Expenses	4.3	-	-	-
Provision for Warranty Expenses	30.11	-	-	-
Interest Income on FDR	-0.09	-0.03	-0.01	-0.01
Loss due to theft	3.72	-	-	-
Operating Profit Before Increase/Decrease in Asset & Liability	1046.68	925.11	440.49	168.03
(Increase)/Decrease in Inventories	-1684.29	-703.38	-67.88	-580.86
(Increase)/Decrease in Trade Receivable	26.29	-62.56	-71.96	-26.37
(Increase)/Decrease in Short Term Loans and Advances	-444.24	-192.98	-127.17	-198.29
(Increase)/Decrease in Other Non - Current Asset	-268.07	-1.54	1.2	-1.2
Increase/(Decrease) in Trade Payables	636.65	190.28	-84.49	170
Increase/(Decrease) in Short Term Provisions	31.13	-	-	-
Increase/(Decrease) in other current liabilities	259.52	63.72	-130.25	182.39
Cash Generated from Operations	-396.32	218.65	-40.06	-286.3
Direct taxes paid	-128.16	-108.29	-52.11	-26.39
Net Cash from Operating Activities: (A)	-524.48	110.36	-92.17	-312.69





Cashflow Statement

(Figures in Rs. Lakhs, unless state otherwise)

Particular	Period ended 30th Sep 2024	Year ended 31st March, 2024	Year ended 31st March, 2023	Period from 15th July, 2021 to 31st March, 2022
B. CASH FLOW FROM INVESTING ACTIVITIES:				
Purchase of Property, Plant and Equipment	-166.36	-464.38	-437.39	-49.39
Interest Income on FDR	0.09	0.03	0.01	0.01
Net Cash from Investing Activities: (B)	-166.27	-464.35	-437.38	-49.38
C. CASH FLOW FROM FINANCING ACTIVITIES				
Proceeds from share capital	-	-	-	3
Proceeds from Secured Long Term Borrowing	217.19	332.99	313	24
Repayment of Secured Long Term Borrowing	-71.59	-87.65	-52.63	
Proceeds from Unsecured Long-Term Borrowing	15.63	46.7	29.19	133.21
Repayment of Unsecured Long-Term Borrowing	-12.69	-22.1	-4	-2.85
Proceeds/(Repayment) from Short Term Borrowings	637.93	182.08	299.76	218.9
Finance Charges Paid	-88.3	-102.74	-48.56	-11.45
Net Cash from Financing Activities: (C)	698.17	349.28	536.76	364.81
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS				
DURING THE YEAR (A) + (B) + (C)	742	-4.71	7.21	2.74
Opening Cash and cash equivalents	5.24	9.95	2.74	-
Closing Cash and cash equivalents	12.66	5.24	9.95	2.74
Net Cash Flow	742	-4.71	7.21	2.74





Issue Structure

Equity Shares beig Issued	: Up to 64,20,000 Equity Shares
Category Allocation	:
Stock Exchange to be listed on	: BSE SME
Issue Price & Size	:
Lot Size	:
Issue Period	:
Issue Proceeds	: 1. Repayment and/or pre-payment, in full or part, of borrowing availed by our Company 2. Funding the Capital Expenditure requirements towards setting up of a new manufacturing unit 3. To Meet Working Capital Requirement 4. General Corporate Purpose.
Book Running Lead Manager to the Issue	: Hem Securities Ltd.
Registrar to the Issue	: Maashitla Securities Private Limited





ZELIO E-MOBILITY LIMITED



Hem Securities Ltd.

Building your wealth through values

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