



TRANSFORM YOUR CHARGING EXPERIENCE

PRIVATE & CONFIDENTIAL



Problems

- In residential complexes the main challenge faced by people is charging of their EV due to long cabling costs.
- Insufficient sanctioned loads for individual spots

An unanticipated barrier emerges in India's EV adoption

Owners of eco-friendly electric vehicles find charging an uphill task in residential complexes

Source: Economic Times

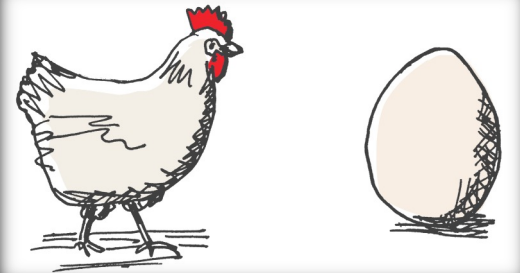
EV push hit by lack of charging points

Sandip Mishra / TNN / Updated: May 16, 2023, 10:43 IST

 194 PTS

Source: The Times Of India

Eggsplare the dilemma: EVs awaiting chargers or chargers awaiting EVs?



Sonik Mobility

Offering

Full Charging Solution - Sonik station



Residential EV charging

- ✓ EV chargers for residential complexes
- ✓ Safe charging based on the Indian EV standards
- ✓ Charge Your Vehicle Through App or FasTag

Station Installation



- ✓ Expert Team Installs A Charging Station At Your Requested Location
- ✓ Dedicated area wise technical/customer service, especially for early adopters

Energy Delivery



- ✓ Expert Operator delivers & brings the 'charge' to your vehicle



Manufacturing Partner



Exclusive Partnerships



- ✓ Auto-scan Vehicle
- ✓ Payment via FasTag



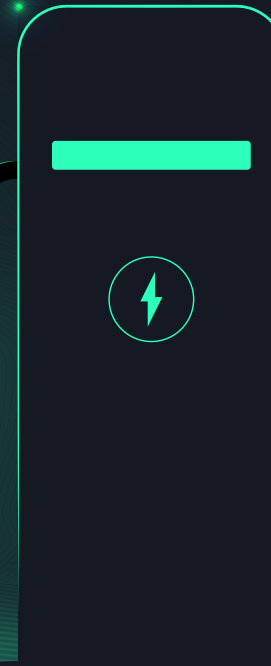
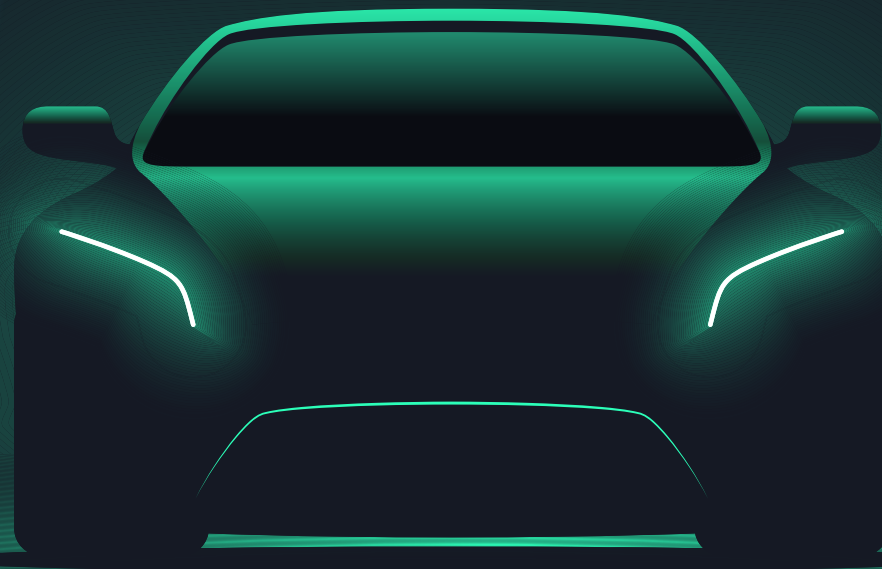
Optimized EV Experience



**Charging
Duration**



**Dedicated and
Prompt
service/solution**



Accessibility



Phygital

Our current product portfolio - Residential charging



11 kW
Mach - III

18 kW
Mach - IV

3.3 kW
Mach - I

7.4 kW
Mach - II



India's current EV Economy

90K

EVs purchased monthly – growing in excess of 60% per year

6.3%

of vehicles sold in India, in FY23, were electric

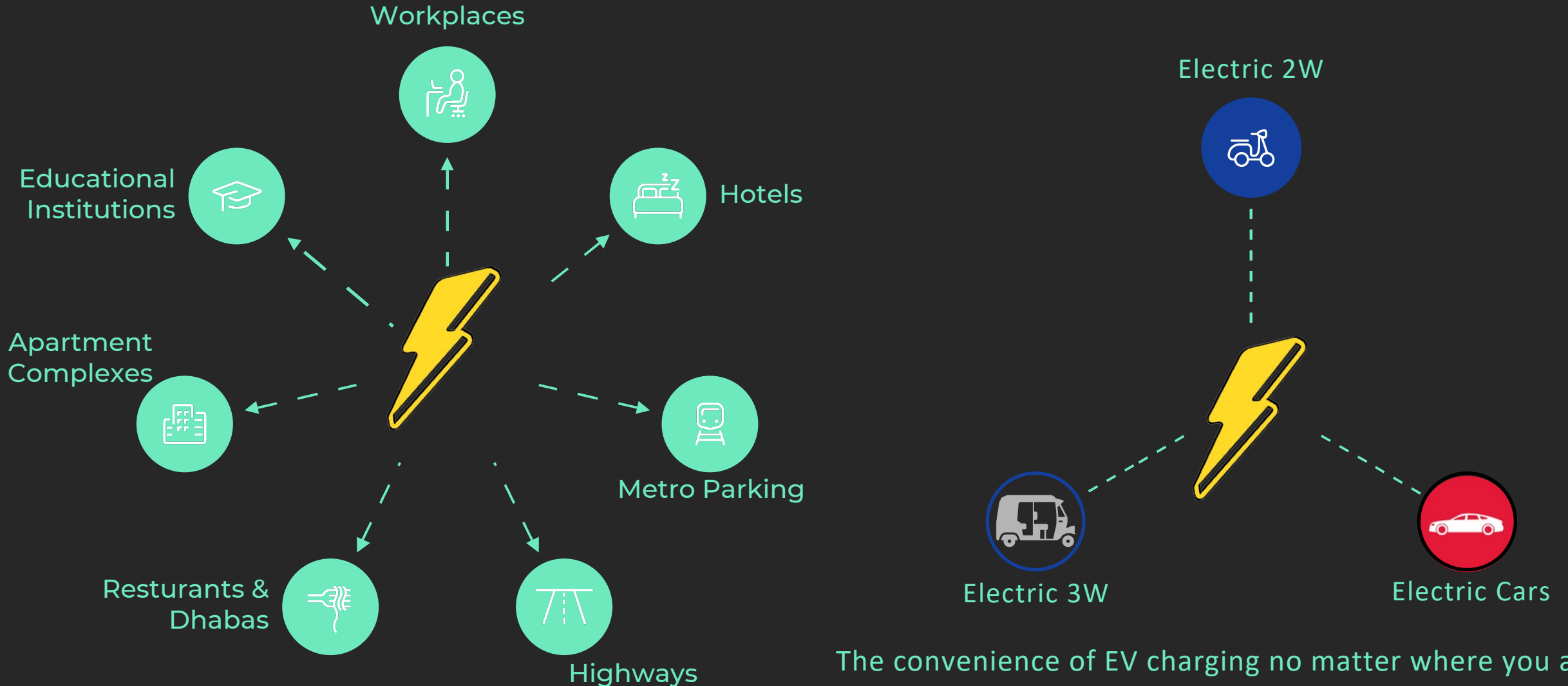
INR 51.72 billion

Allocated by the government to subsidize and promote EV adoption

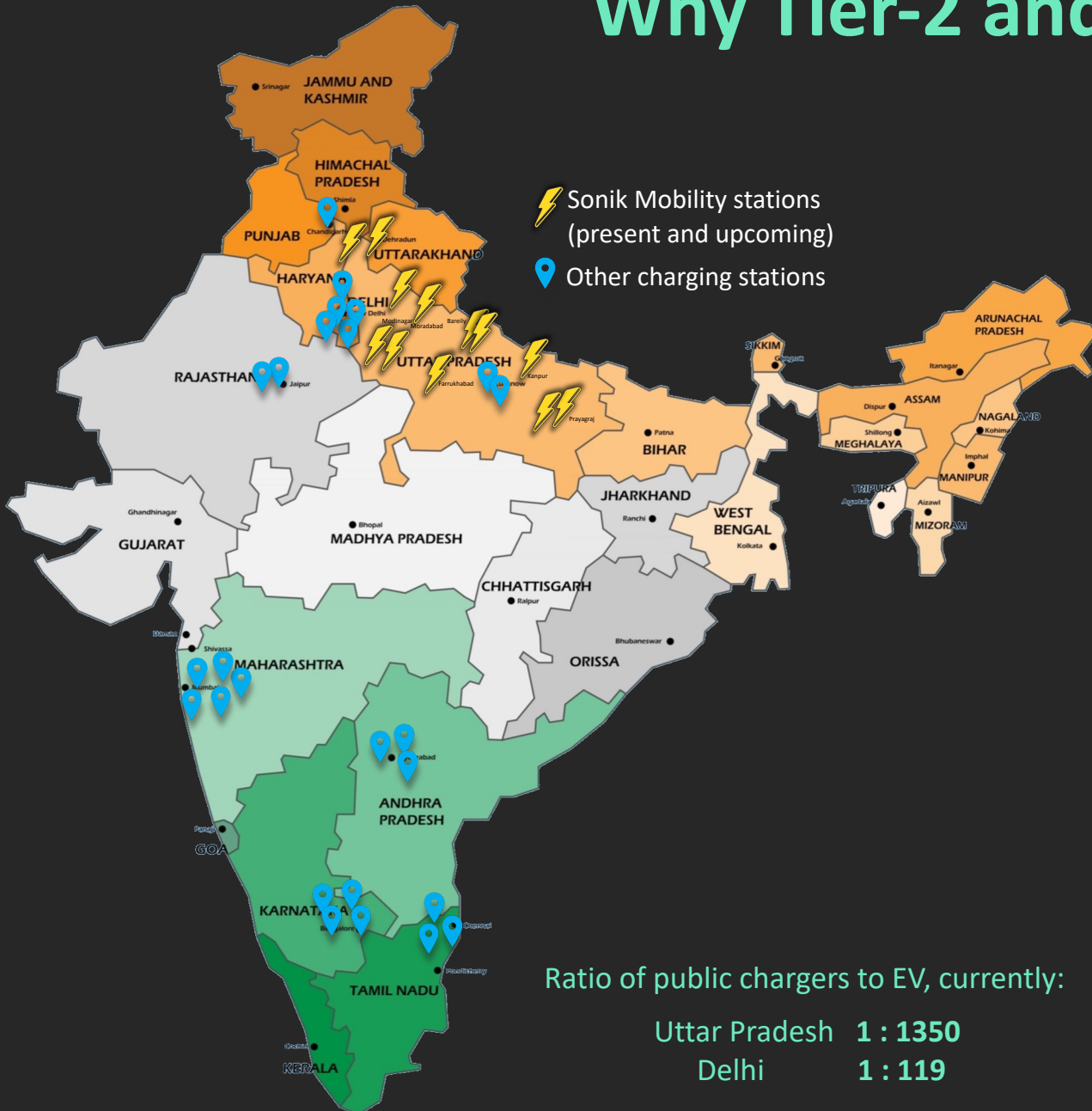


Our Target Segment

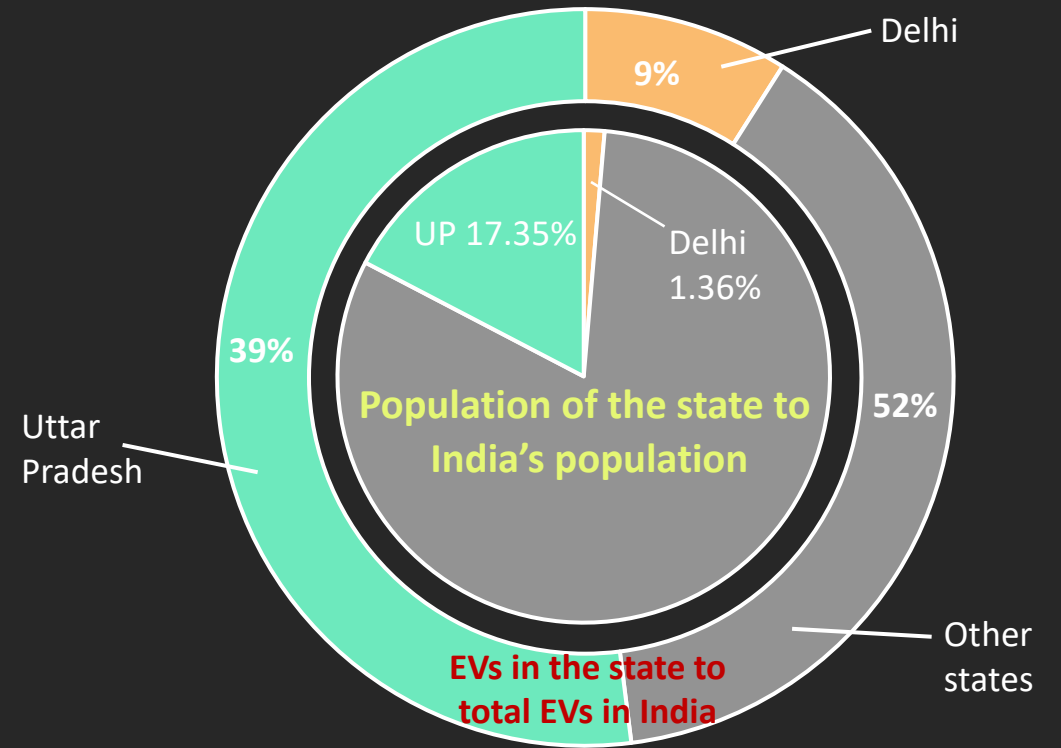
Building a network of EV charging solution for all vehicle segments especially in underserved tier 2 & tier 3 cities



Why Tier-2 and Tier-3 Cities?



EV registration to population



UP VS Delhi – EVSE to population, 1/100

Revenue Model

Revenue sharing model

Sonik Mobility will setup and maintain the charger for the host, charger cost will be borne by the host



Profits shared monthly with the host

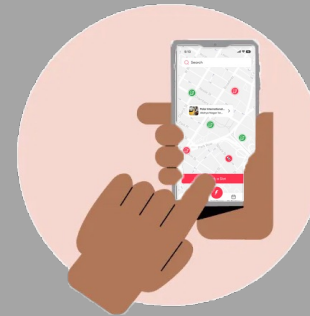
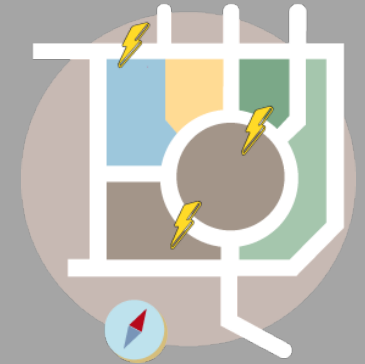
Promote the hosts business on Sonik app

Host chooses what to set up the charging cost



Public swap/Charging stations

Sonik Mobility will locate optimal locations for the charger to create a smart network of chargers

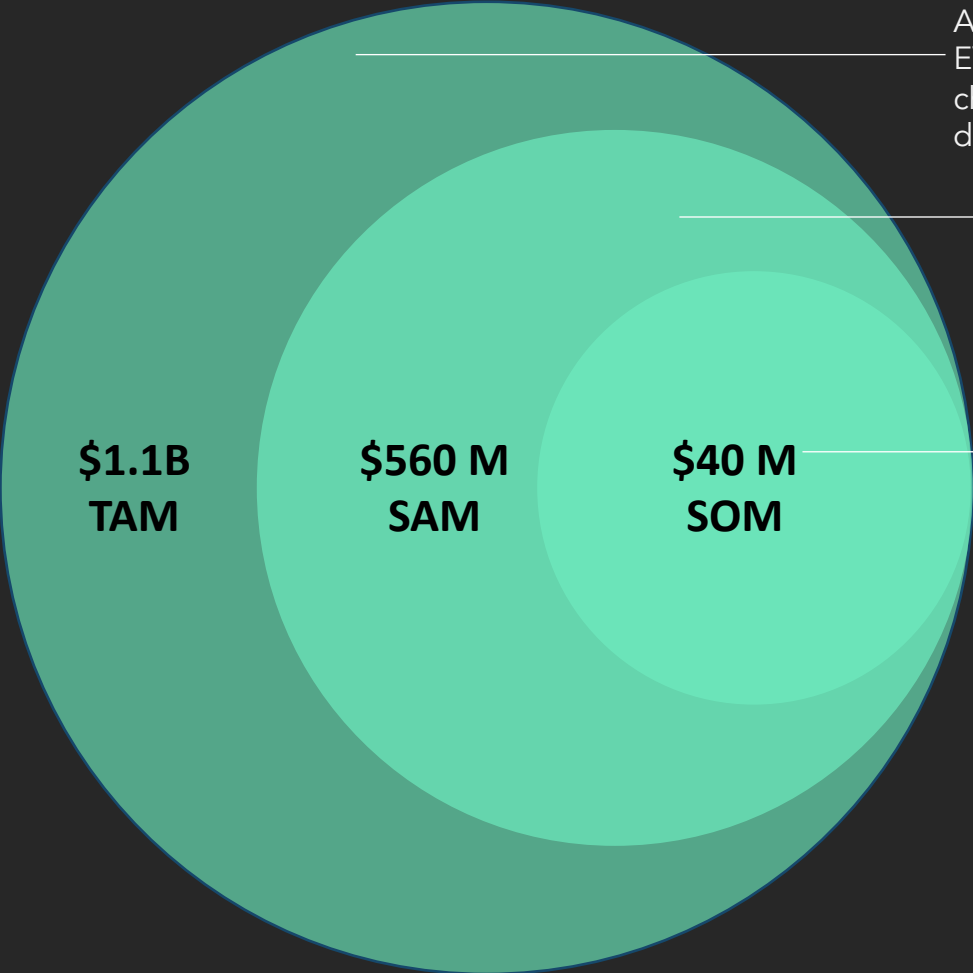


Easy location and payment for customer through the easy-to-use Sonik Mobility mobile application

Total app transaction time < 2 minutes

To Avoid Peak Load Charges & avail benefit of uniform tariff rate : Annual Subscription Model

Market Share



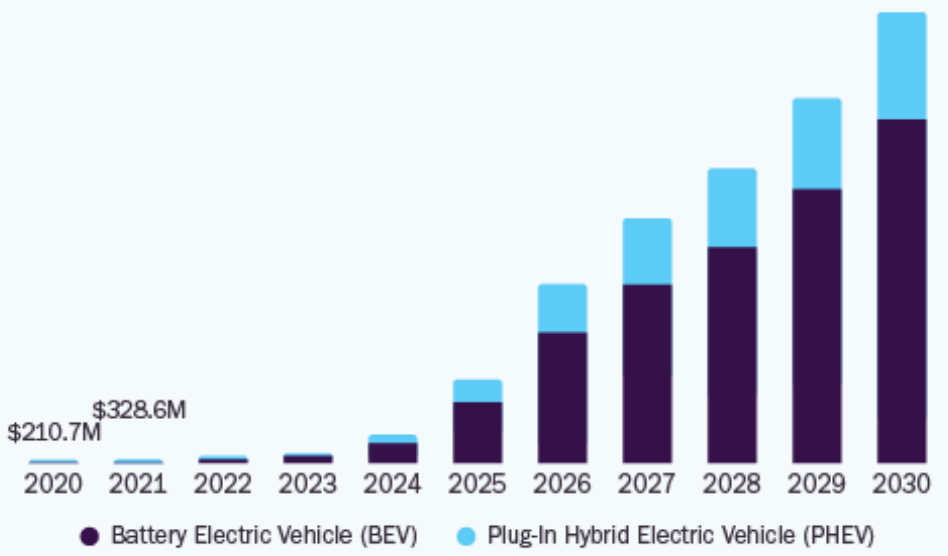
All 2W,3W & 4 W EVs in India charging once a day

All 2W, 3W & 4W EVs in target states charging once a day

Capturing 20% of the market in targeted Tier-2 and Tier-3 cities

India Electric Vehicle Market

size, by product, 2020 - 2030 (USD Million)



UNIT ECONOMICS PER CHARGES

Assumptions

- 4W battery size 30 kW, 2W battery size 4kW.
- 180 total charges of each per year/ 15 charges per month, every alternate day of month. Utilization = 10%

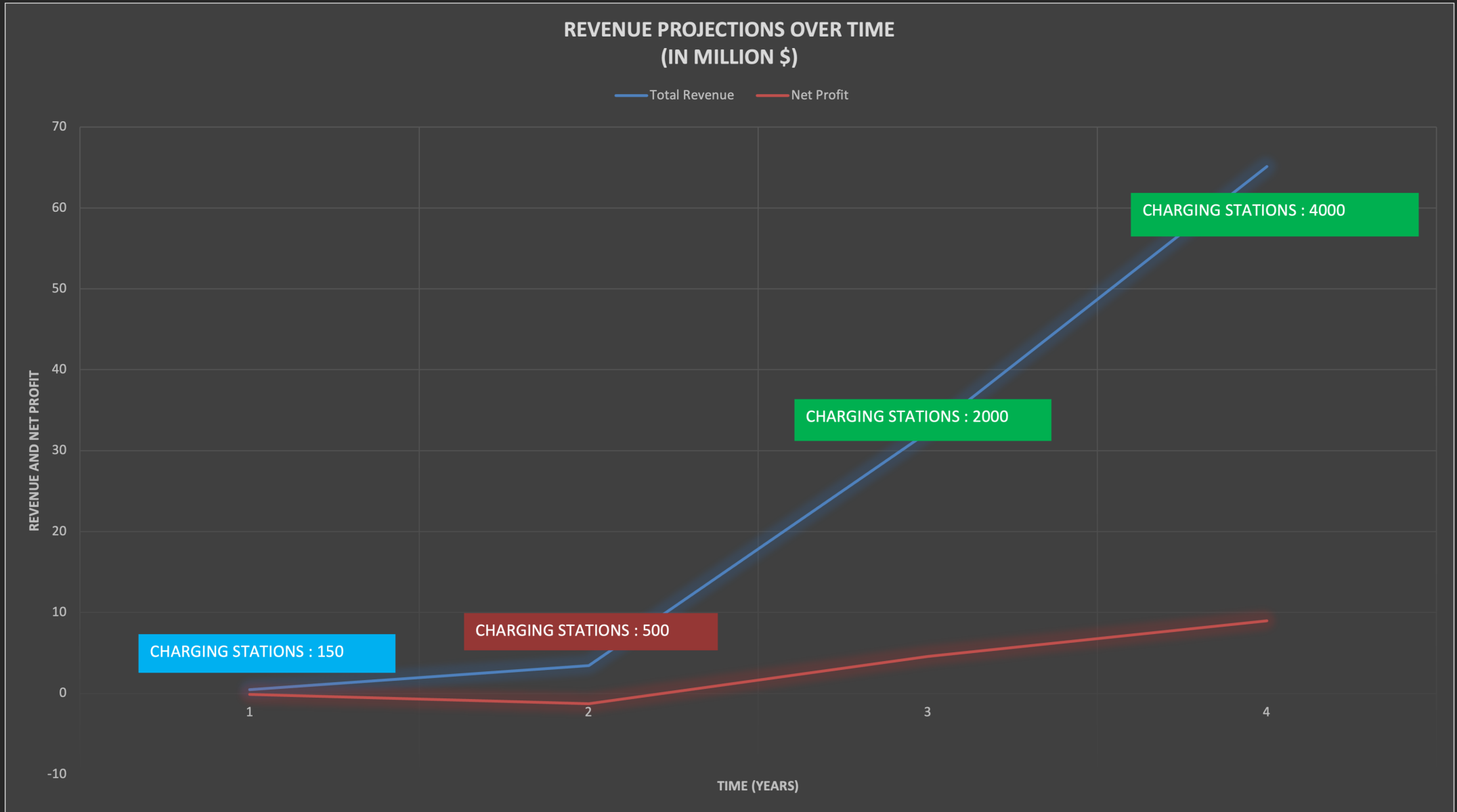
11 kW charging station setup cost	\$ 718
No. of charges in a year	180
Electricity cost/ unit	\$ 0.1
Gross margin %	50
Charging customer/unit	\$ 0.2
Electricity cost/ month	\$ 51
Total revenue/month	\$ 102
Total profit/month	\$ 51
Total profit/year	\$ 612
Overhead %	11.8535695
Breakeven time (months)	14.0639085
Breakeven time (years)	1.171992375

Assumptions

- 4W battery size 30 kW, 2W battery size 4kW.
- 360 total charges of each per year/ 30 charges per month, everyday of month. Utilization = 20%

11 kW charging station setup cost	\$ 718
No. of charges in a year	360
Electricity cost/ unit	\$ 0.1
Gross margin %	50
Charging customer/unit	\$ 0.2
Electricity cost/ month	\$ 102
Total revenue/month	\$ 204
Total profit/month	\$ 102
Total profit/year	\$ 1224
Overhead %	11.8535695
Breakeven time (months)	7.031954248
Breakeven time (years)	0.585996187

Financial Projections



Our Team



Mohammad Safa Azhar

CO-FOUNDER | CEO

EMobility+ 40 Under 40



Prerak Gupta

CO-FOUNDER | CTO



Prof. Ashok Jhunjunwala

Senior Advisor

President IIT Madras Research park

**Principal Advisor to Minister of Power,
MNRE and Railways, Government of India,
New Delhi**



Rajendrakumar Krishnamurthy

Senior Advisor

Head of LCV Operations, Ashok Leyland



ROYAL ENFIELD

Some of our installations



Working flawlessly even in basements, unlike other chargers no problems with connecting to CMS

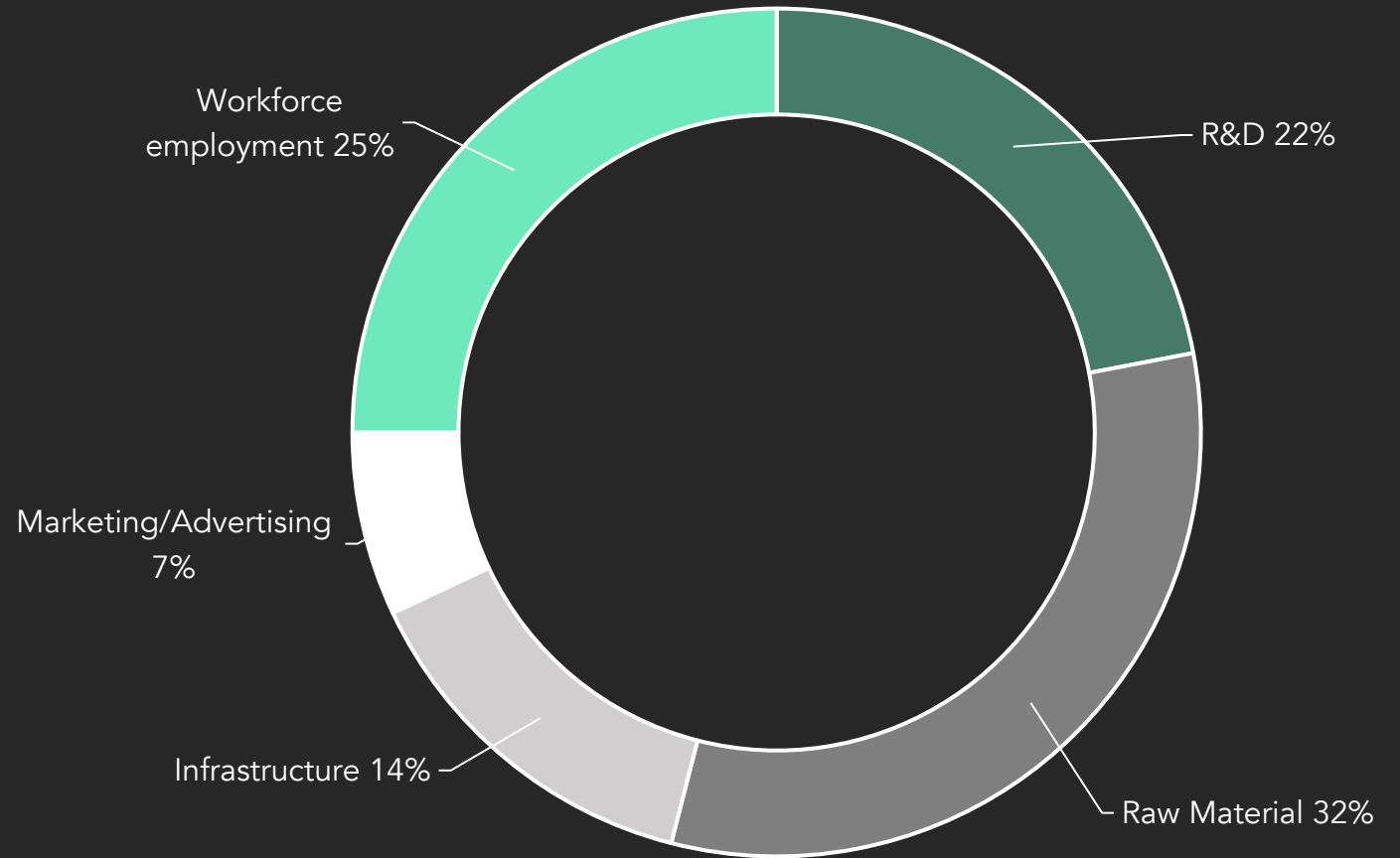
Ask

\$300,000

for the next

14 months

**This would enable us to increase our team
and deploy at least 300 Sonik stations by
2025 eventually increasing revenue by
150X.**



Our Journey So Far

November 2021

Azhar Engineering
Formally incorporated in
Noida

July 2022

Market research and
survey conducted

May 2022

Sonik Mobility registered as a
trademark of Azhar Engineering to
conduct due EV business

September 2022

Azhar engineering
formally incubated at IIT-
Madras research park.

October 2022

Charger
development
started at IIT-M
research park

iitm
research
park

December 2022

App development started;
Azhar engineering wins the
FICCI Energy start up of the
year award 2022



November 2023

Charging stations
contracts acquired for
POC at Mahagun
maple, golf city, paras
build tech Noida

February 2023

Charger, swap station and
app integration testing
begins



September 2023

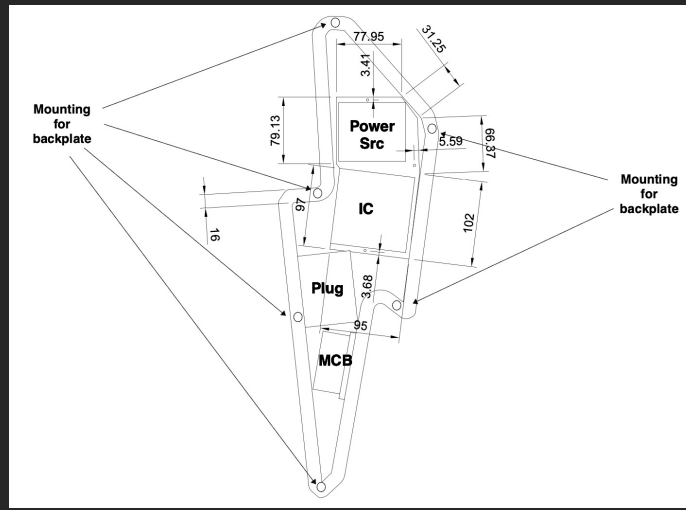
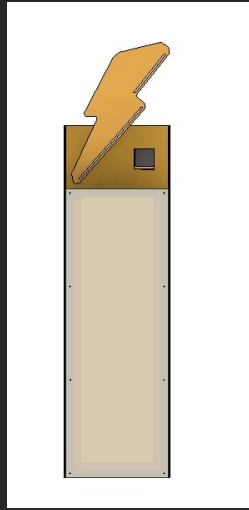
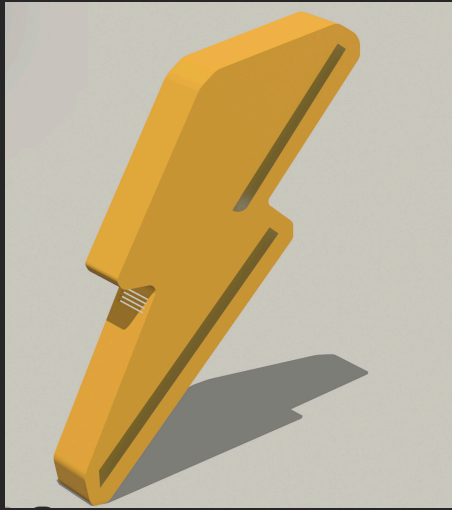
Successful POC with
FastTag for NPCI in
collaboration with airtel
payments bank

February 2024

Successfully
commissioned and
operating 13 charging
points and acquiring
contracts for more
locations consequently



Render to reality



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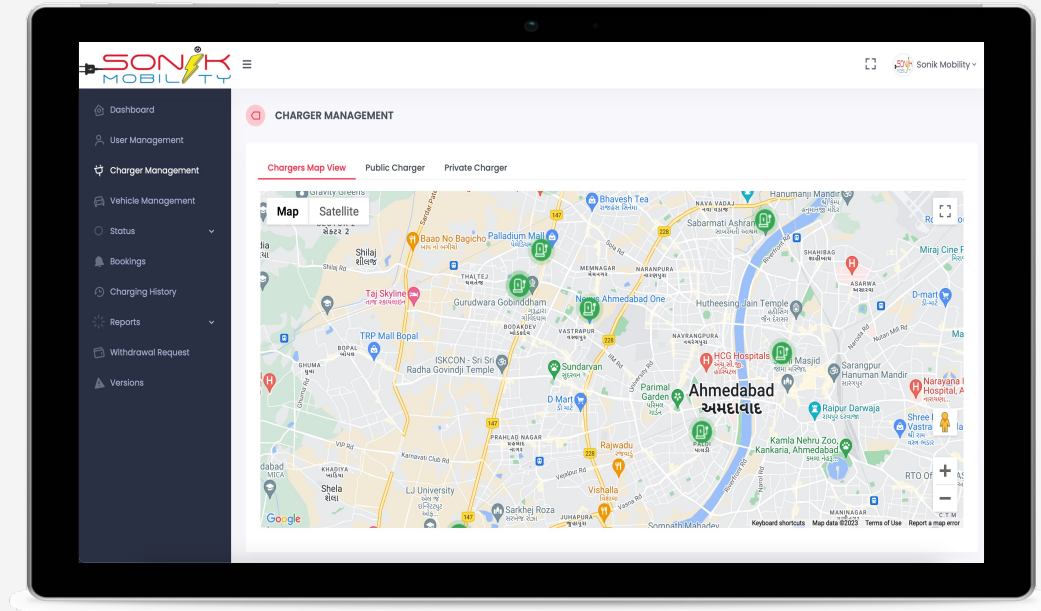
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Appendix

OUR CAPABILITY AT DISPLAY



Business End-
Charger Management System



User's End- Mobile application



Problem



Some charging instances from high rise apartment complexes