



Innovations & Mobility Limited
An ISO 9001: 2015
Company

REF: WIML/BSE/IP/OCT-2022

Date: 22nd October, 2022

To
Corporate Relations Department
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai- 400 001

BSE Scrip Code: 538970
Script ID: WARDINMOBI

Ref - Wardwizard Innovations & Mobility Limited

Sub: Results Presentation

Dear Sir/Madam,

We hereby enclose Results Presentation for “**Q-2 of F.Y. 22-23 – Quarterly Presentation – September 2022**”

Kindly take the same on record and acknowledge the receipt.

Thanking you,
For Wardwizard Innovations & Mobility Limited

Deepakkumar Doshi
Chief Financial Officer

CIN No.- L35100MH1982PLC264042

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India Corporate Office - Survey 26/2, Opp, Pooja Farm, Sayajipura, Ajwa Road, Vadodara Gujarat - 390019, India

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WARDWIZARD INNOVATIONS & MOBILITY LTD.

QUARTERLY PRESENTATION

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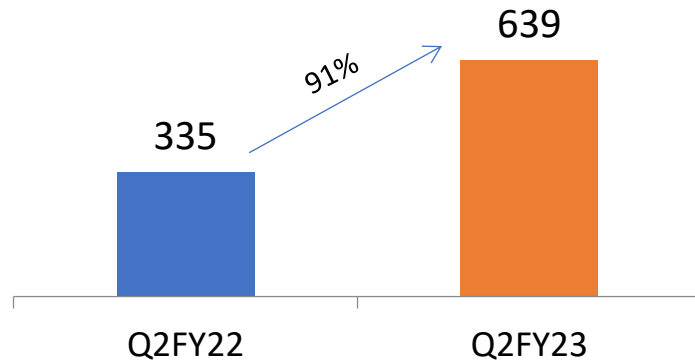
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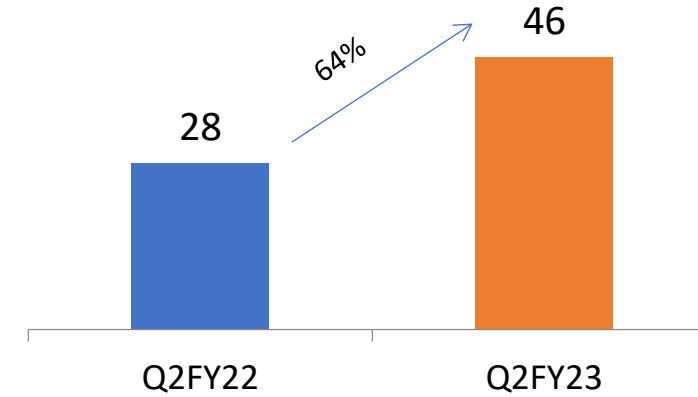
QUARTERLY FINANCIAL HIGHLIGHTS



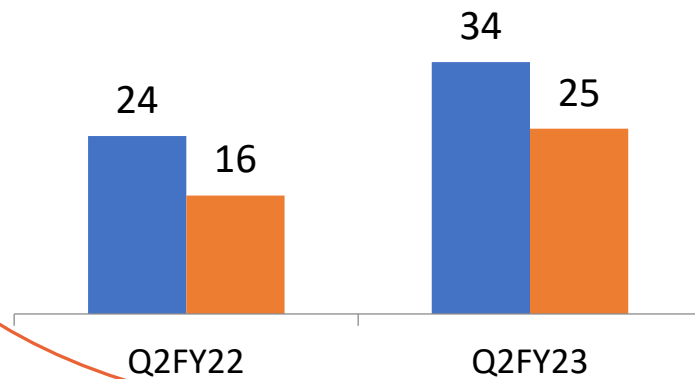
TOTAL REVENUE (INR Mn)



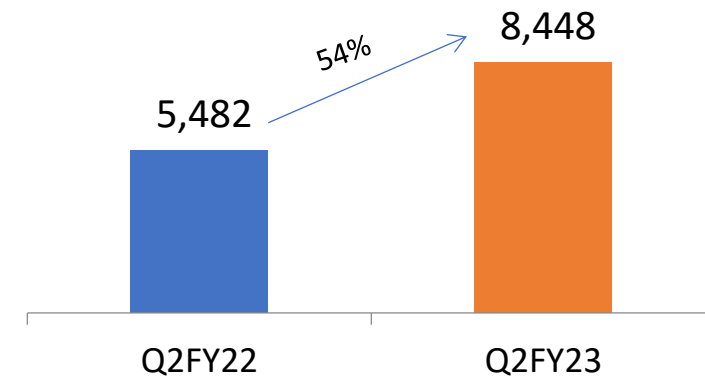
EBITDA (INR Mn)



PBT / PAT (INR Mn)



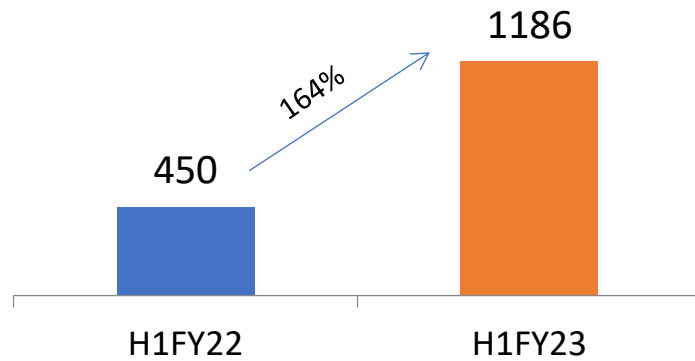
VOULME (Units)



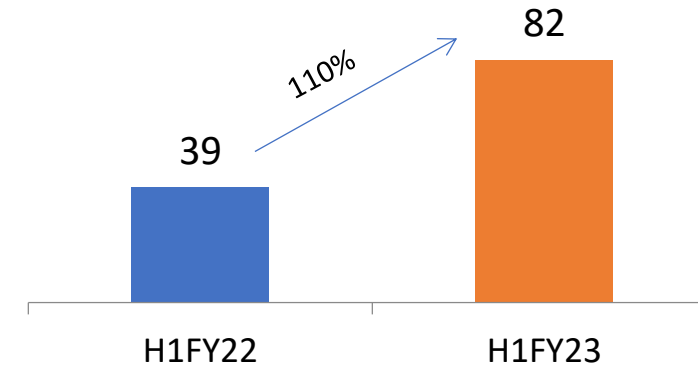
HALF YEARLY FINANCIAL HIGHLIGHTS



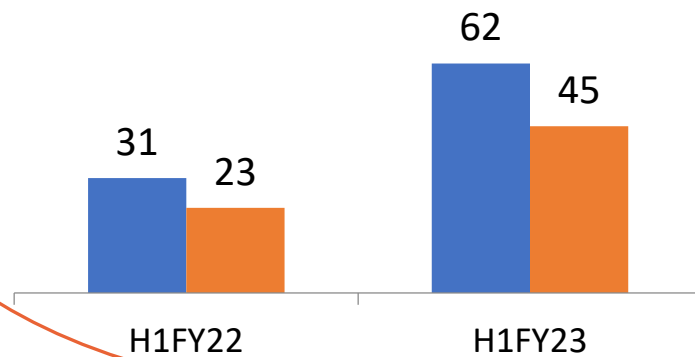
TOTAL REVENUE (INR Mn)



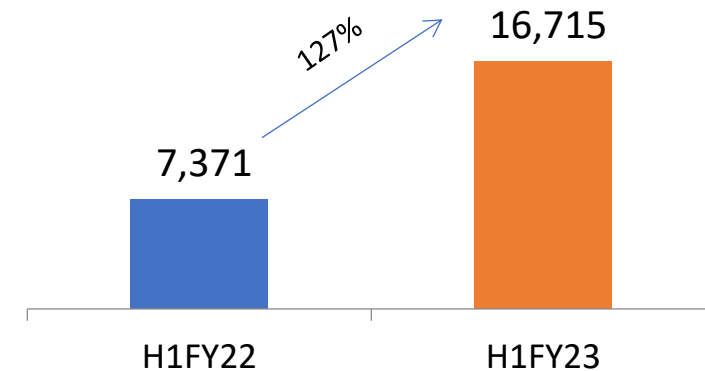
EBITDA (INR Mn)



PBT / PAT (INR Mn)



VOULME (Units)



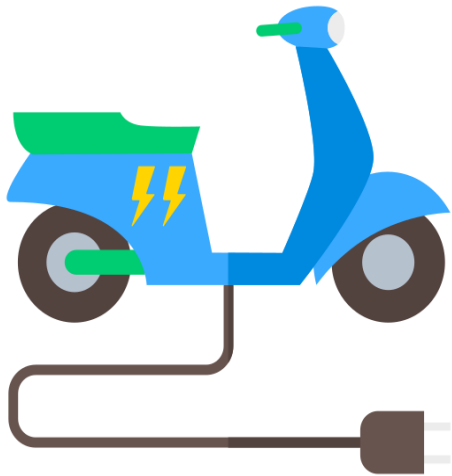
QUARTERLY FINANCIAL HIGHLIGHTS



Particulars (Rs Mn)	Q2FY23	Q2FY22	Y-o-Y	Q1FY23	Q-o-Q	H1FY23	H1FY22	Y-o-Y
Volume	8,448	5,482	54%	8,267	2%	16,715	7,371	127%
ASP	75,623	61,108	24%	66,124	14%	70,925	60,991	16%
Sales from operations	639	335	91%	547	17%	1,186	450	164%
Other Income	1	0	337%	1	43%	1	1	59%
Total Income	640	335	91%	547	17%	1,187	451	163%
COGS	533	283	88%	466	15%	999	366	173%
Employee cost	21	13	61%	19	10%	40	24	67%
Finance cost	2	0		0		2	0	
Depreciation	10	4	134%	9	21%	19	8	130%
Other Expenses	39	10	275%	26	52%	65	19	239%
Total Expenses	606	311	95%	519	17%	1,125	420	168%
Profit Before Taxes	34	24	42%	28	21%	62	31	101%
Taxes	9	7	26%	7	26%	16	7	128%
Profit after Taxes	25	17	46%	21	20%	45	23	96%

- Q2FY23 revenues rose to Rs 639 mn led by stellar volume growth of 54 % YoY owing to increasing reach of the company and customers focus on eco friendly model
- EBITDA expanded to 46mn YoY with margins at 7.2 % due to cost optimisation and automation of assembling activity
- PAT for the quarter increased to Rs 25mn from 17mn YoY, an increase of 46%
- The company in the last sixth months have ensured to keep the margins intact, with increasing their reach to outside India as well.
- The company is optimistic of continuing the performance .on the back of a increase channel count, increasing order book and capacity addition due to the automatic assembly lines which has already gone live

KEY RECENT UPDATES



Sold 8,448 units of electric two-wheelers in the second quarter of FY'23 thrived 54% when compared to the same period of last fiscal



Enters partnership with Nepal's leading automobiles distributor & dealer "Mahabir Automobile" thereby foraying its dealership network internationally.



Wardwizard Global Pte Ltd (Singapore) is incorporated to carry on the business of Manufacturing of Lithium Batteries ,assemble Motor Vehicles & trading in E-Vehicles & other ancillary activities.

To carry out the business activity:-

- ✓ company has planned to hire a team of 30 scientists.
- ✓ The business will focus on researching battery management systems, pack assemblies, battery chemistry, and other EV parts.



Showcased its entire range of marque electric two-wheelers at the EV India 2022 at India Expo Center, Greater Noida



Partnered with Mangalam Industrial Finance Ltd (RBI registered NBFC) to support the buyers with quick finance to make EV purchase easier Under the arrangement, Mangalam will provide auto loans for the high and low speed electric two-wheelers of Wardwizard.



Joy e-bike being the title sponsor for EV India 2022, the company showcased its entire range of marque electric two-wheelers at the EV India 2022 at India Expo Center, Greater Noida



ABOUT US



ABOUT THE COMPANY

1ST EV BSE LISTED

The only listed company with core business of EV

MANUFACTURING PROWESS

Manufacturing Facility - Plant Capacity of 4-6 Lakhs per year at full capacity with 2-3 shifts annually

9 PRODUCT VARIANTS

More than 11 (2-Wheeler) EV models Offered to the market under the Brand Joy E-bike

OUTLETS & BRANDS

10+ Exclusive Retail Outlets of Joy-e bikes

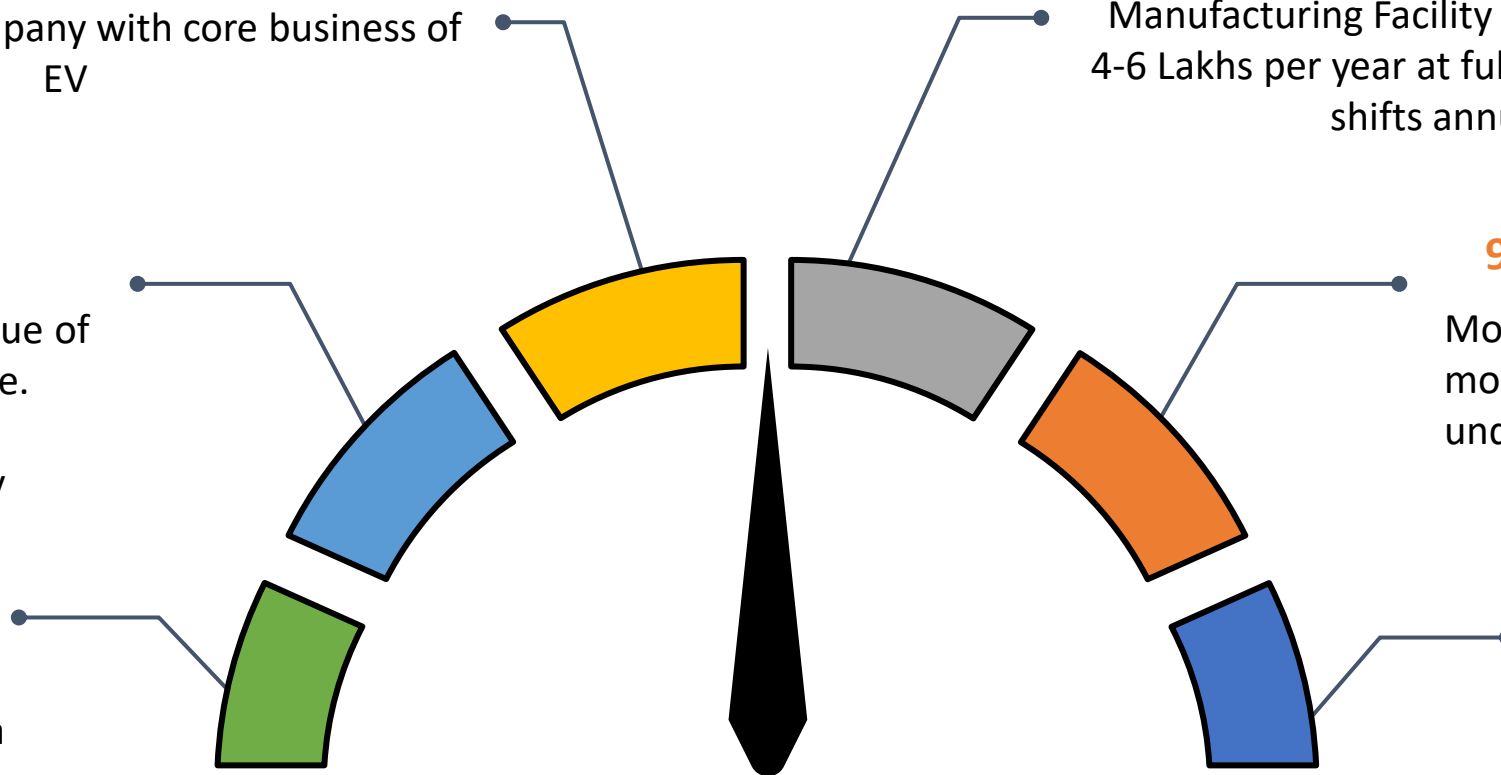
PEDIGREE

Crossed a Milestone revenue of more than Rs. 180 crore.

A Zero Debt Company

NETWORK

550+ Dealers & Touchpoints across India

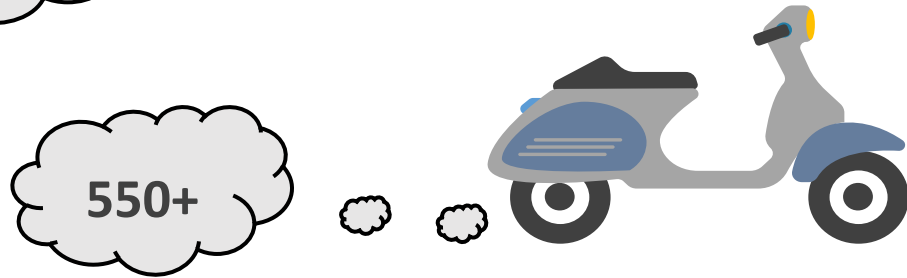




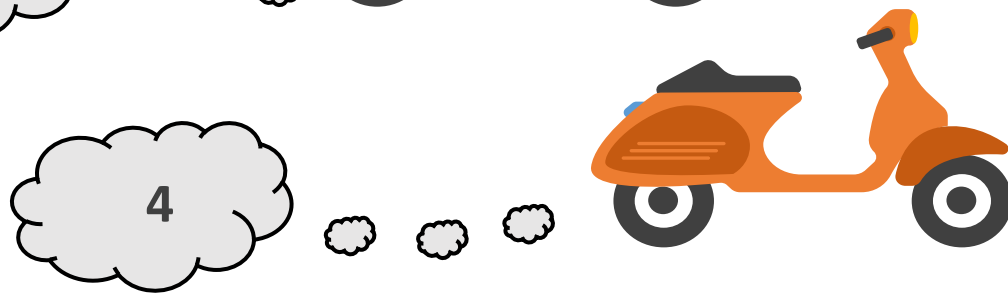
OVERVIEW



Happy & Satisfied customers



Dealers touchpoints Pan India



Zonal Office & 1 Branch Office



Company Owned Retail outlet

MILESTONES



OEM AUTOMATION

- Sponsored India vs Ireland T20 Series known as “Joy EBike Electrifying Cup)
- Launch of ‘Joy e-bike’s new brand campaign #BharatkaJoy with the anthem ‘Saath Chalein’ to create a huge brand recall.
- Enters partnership with Nepal’s leading automobiles distributor & dealer “Mahabir Automobile” thereby foraying its dealership network internationally.



OEM AUTOMATION

- Inaugrated State - of – the - art OEM plant in Vadodara, Gujarat.
- OEM Automation plant increases the production capacity of 2L units in 1 shift, but it is well equipped to produce 4-6 lakh units in full capacity
- In our 1st Keynote Event Wardwizard Onlook 2022 we launched virtually, our products Delgo, Wolf+ and Gen Next Nanu+
- Wardwizard EV Ancillary Cluster acquired 4 million sqft land along with its Promoters & Promoters’ Group for development of an EV ancillary project in Vadodara.



BRAND POSITIONING

- Associated with Zee Cine awards
- Ranvijay Singh was enlisted to help raise brand awareness and gain momentum for products aimed at the youth market.



LISTED ON BSE

- Acquired a BSE listed entity & renamed to Wardwizard Innovations Mobility
- launched its 5 eScooters in low- speed category Honeybee, Gennext , Wolf & Glob & made entry in High-speed category by launching E-Monster Bike all under Joy eBike

THE 1ST-E-BIKE LAUNCH

- Flagship brand launched its 1st Low speed e-scooter Joy eBike Butterfly



INCEPTION

- Under the leadership of Mr. Yatin Gupte (Chairman & MD)

2016-2017

2018-2019

2019-2020

2020-2021

2021-2022

2022-2023

EXPERIENCED MANAGEMENT



- An industry stalwart and marketing maestro, Mr. Yatin Gupte, is the Chairman & Managing Director at Wardwizard Innovations & Mobility Ltd. He is an instrumental leader who with his exemplary knowledge and path-breaking innovative ideas, is consciously working in making the nation 'future ready' in the field of mobility.
- With a vision to leave a mark with his world class innovations, Mr. Gupte is on his journey to nurture dynamic leaders for tomorrow while transforming the entire ecosystem by offering viable solutions.
- Mr. Gupte founded Wardwizard Group. in 2016 and since then our EV Operations started. In October 2019, Wardwizard acquired a listed entity and in March 2020 name and object change procedures were completed. By this time Wardwizard Innovations and Mobility Ltd. became first ever EV company which got listed in BSE with an aim to provide sustainable greener alternatives to current ways of life.
- Under his leadership, The company is not only gaining popularity for its innovative and distinguished products in India, but it has spread its wings in global markets as well.
- Through this journey he has been recognized for his contribution and bagged some prestigious awards including Outstanding Contribution for Environmental Conservation and Innovative Product at House of Commons London, UK Parliament by WBR, Best Electric Vehicle Manufacturing CEO by Global CEO Excellence Award, The Most Promising Business Leader of Asia 2020 -2021 by Economic Times, Best Brand Award by Economic Times amongst many others., Most Enterprising Business Leaders promoting Innovations & Environmental Conservation at House of Commons, London, UK by Asian UK Business Meet and Awards 2022
- Wardwizard EV Ancillary cluster, a large ecosystem of stakeholders being set up by our company, is our commitment to strengthen the EV value chain in India. This will enable, not only Wardwizard, but the entire EV industry in India, to overcome the supply chain and product lifecycle challenges
- An honorary doctorate in social service and MBA holder in Insurance & Risk Management, he has experience of close to two decades in the various fields of business, sales, and much more.



MR. YATIN GUPTÉ

EXPERIENCED MANAGEMENT



SANJAY GUPTÉ - ED

- He is a National Apprenticeship Certificate course holder in the Trade of Machinist IN Mumbai G.K.W Ltd.
- He has approximately 45 years of experience in the field of Engineering and worked with different groups of the Companies. He worked as a General Manager Marketing with Poggen-AMP Nagar Sheth Powertronics Ltd.



**SHEETAL BHALERAO – NON-EXECUTIVE
NON-INDEPENDENT DIRECTOR**

- She has almost 18 years of experience in the field and has had numerous leadership positions, including CEO of Yeppey foods & director of Wardwizard.
- A prodigy by nature, she went to the University Of South Australia where she pursued her MBA in Human Resources and services & post that She sought a career in finance.



DEEPAK DOSHI - CFO

- He is Chartered Accountant (CA) and Graduate in Commerce (B.Com.)
- With over a decade of experience in the areas of Accounts, Finance, Audit, Direct Taxation, Indirect Taxation & Costing in Manufacturing Industry, Auto Sector, Real Estate, Banking Sector, Listed Companies.
- His responsibilities would include overseeing the organization's whole accounting and financial division.



Ms. Jaya Bharadwaj - CS

- Graduate in Commerce (B.Com) and Associate member of ICSI, New Delhi.
- She has more than 7 years of experience as Company Secretary for listed companies in the field of Company Law, secretarial matters, security law, legal matters and compliances.

EXPERIENCED MANAGEMENT



MR. RAVIDRAN NAMBIAR
- PRESIDENT – IB

- As President - International Business at Ward Wizard Group he is involved into International Business, Strategy,
- We have created our extended footprint to explore to Africa Market through the Pearl of Africa - Uganda
- We have created a top-of-the-line assembly line for assembling Semi Knock Down Kits of LED Smart TVs & Battery Powered Two-Wheeler sourced from India and China.



MR. VINEET AKRE -
SVP - FACTORY

- More than 20 years experience in Design & Manufacturing of High Voltage Instrument Transformers.
- 10+ year experience in database applications development in MS Access



MR. ALOK JAMDAR -
VP - FACTORY

- More than 30+ years of experience in developing critical machined components & assemblies, cost effectively.
- Carrying out detailed process mapping prior to manufacturing such that each stage is controlled & documented for future validation & back tracing



MR. AJAY PAWAR - VP
- FACTORY

- Over 19+ years of experience in the areas of Project Management, Operations & Maintenance and Spares Management.
- Proficiency in managing operations & maintenance of a wide range of machinery & equipment's. Expertise in implementing cost saving measures to achieve reduction in terms of raw material, procurement costs, and logistics costs



MR. ANNASAHEB
KUMBHAR – AVP FACTORY

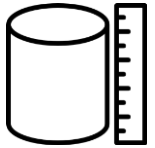
- Leading all facets of procurement responsibilities, by accurately analyzing company needs and introducing strategic procurement plans.
- Developing & implementing new systems and processes to enhance efficiency and productivity, selection of effective vendor & procurement system that boosted ¹³ inventory turnover



STATE OF THE ART MANUFACTURING FACILITY



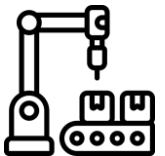
Infrastructure spread across 70k square feet.



Capacity of 1 Lakh units in single shift transitioned to 2 Lakh units, with the help of automation thus increasing the volume count to 4-6 lakh Units with 2-3 shifts at full capacity utilization.



Plant has location advantage with proximity to the vendors.



New Automatic assembly line ensure adequate and timely production.



1.10 minutes is the average time taken by each assembly section to complete the task assigned to the same.





PRODUCT PROFILE

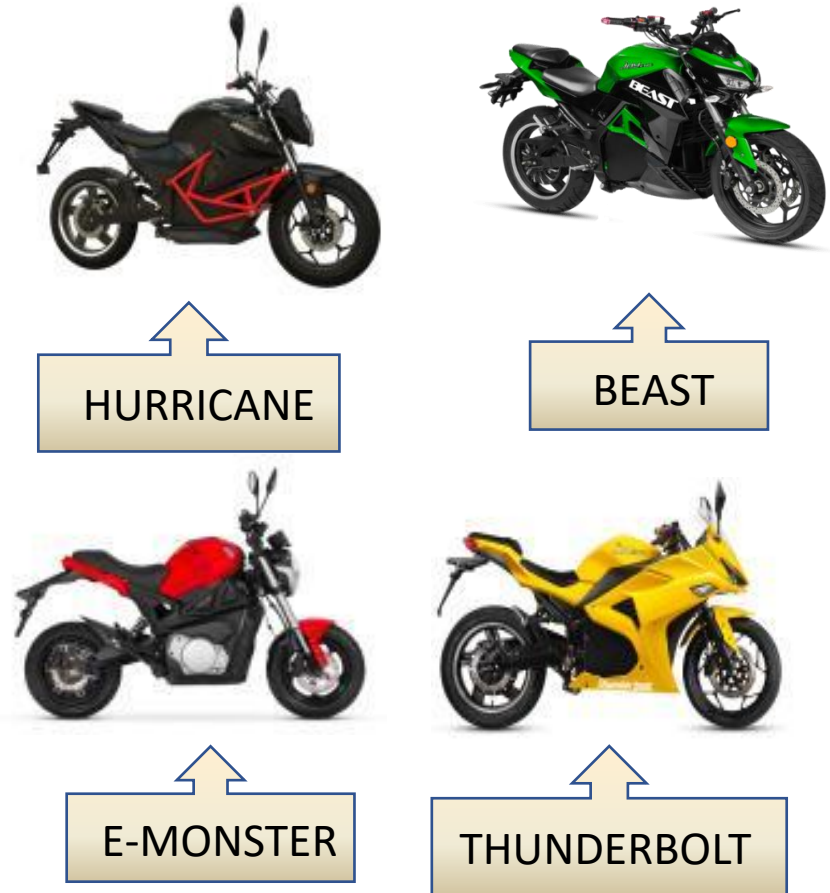
Low Speed e2W



High Speed Scooter e2W



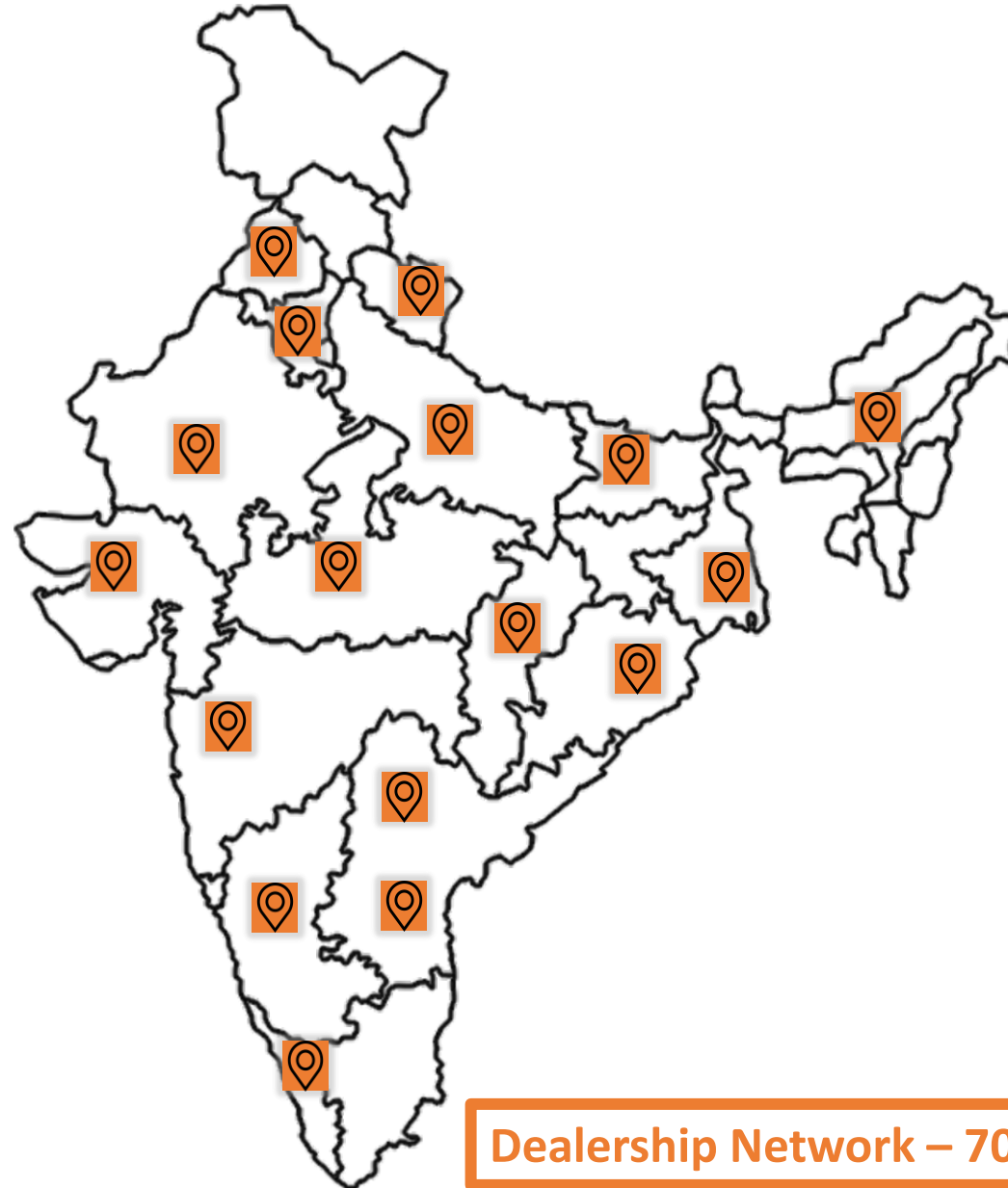
High Speed Bikes e2W



DEALER NETWORK



STATE	NO OF DEALERS
J&K	6
Haryana	18
Punjab	13
Uttar Pradesh	80
Rajasthan	74
Gujarat	175
Maharashtra	130
Kerala	1
Karnataka	8
Goa	2
Himachal Pradesh	2
Chandigarh	2



STATE	NO OF DEALERS
Delhi	10
Uttarakhand	14
Bihar	48
Assam	1
Chhattisgarh	19
Jharkhand	9
Odisha	16
West Bengal	24
Madhya Pradesh	79

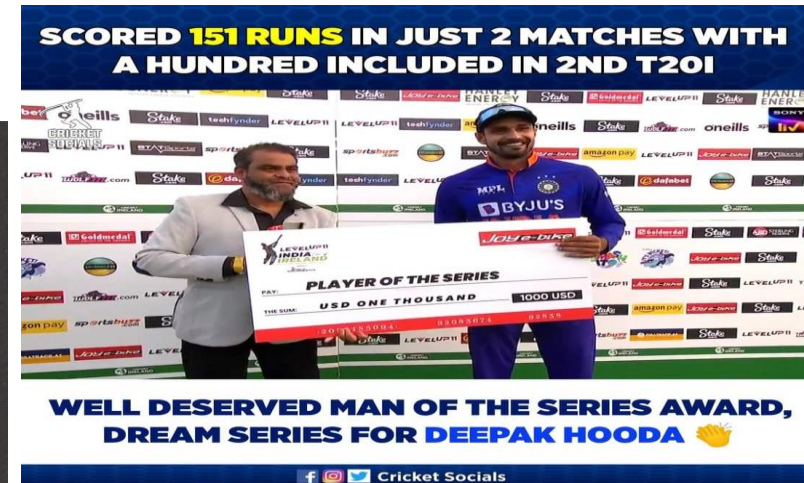
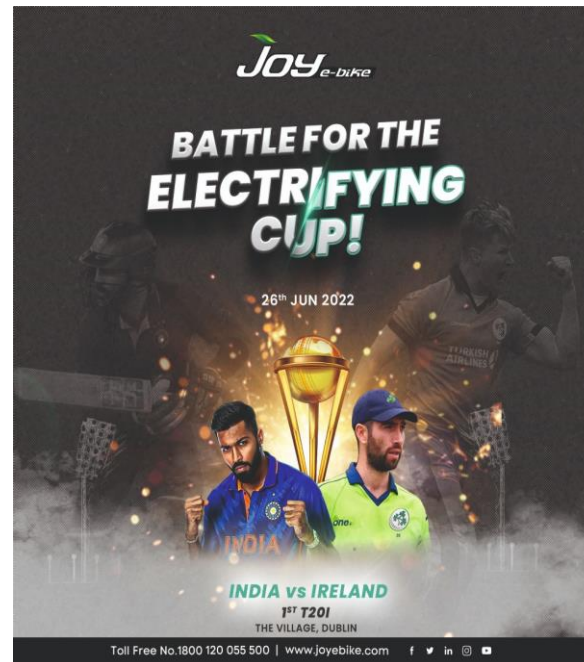
INTERNATIONAL	NO OF DEALERS
Nepal	1

Dealership Network – 700+

BRANDING & MARKETING



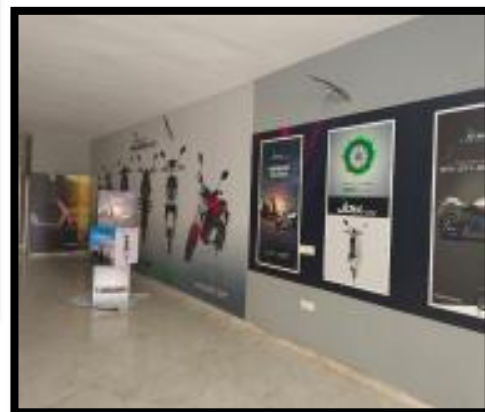
SPONSORED – MATCH BETWEEN INDIA & IRELAND



OUTLETS



Joy Ebike Exclusive Showroom are present 10+ different locations



EVENTS & CAMPAIGNS



EV EXPO participation in Bangalore, Mumbai and West Bengal with the core idea of B2B and brand positioning

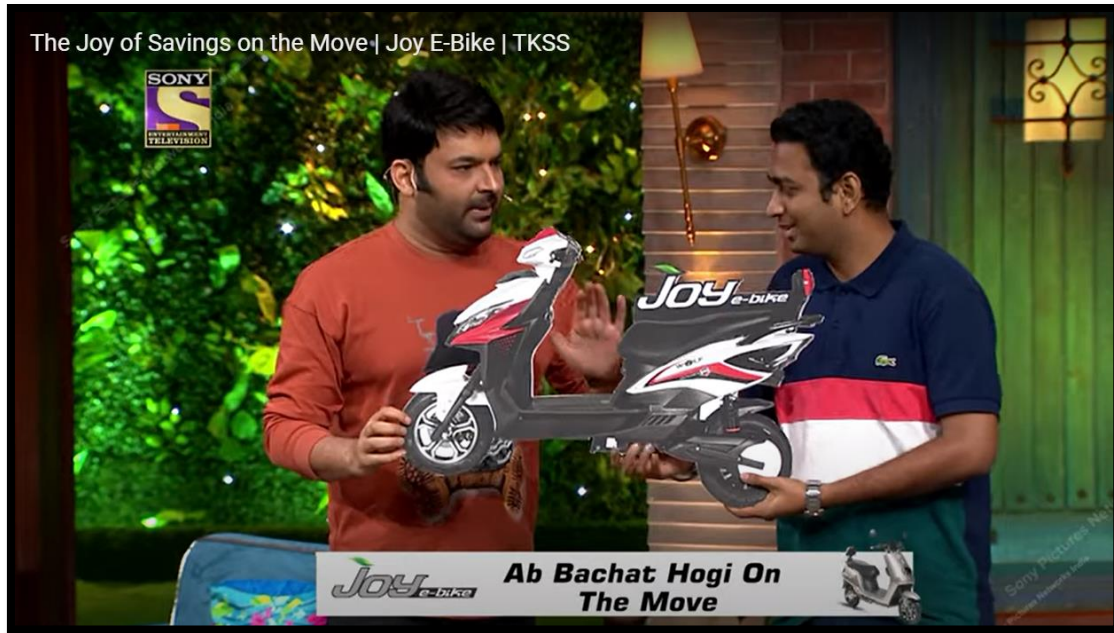


Pune Alternate Fuel Conclave 2022 participation by Joy Ebike



We have our brand hoardings on HPCL Petrol Pumps in 460+ location in India.

MARKETING CAMPAIGNS



Joy EBike partnered with The Kapil Sharma Show as the co-presenter. For the show to have mass brand awareness.

Joy EBike had a partnership with AajTak for event like: MasterStroke and Joy EBike Reporter and other prime time shows.



AWARDS & ACCOLADES



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Innovation for a Cause!

Mr. Yatin Gupte, Chairman & MD, Wardwizard Innovations & Mobility Ltd. is facilitated with the "Most Enterprising business leader promoting innovation and environmental conservation" award at The House of Commons, London, UK by Asian UK Business Meet & Awards 2022



YATIN GUPTA
MD & Chairman,
Wardwizard Innovations & Mobility Ltd.

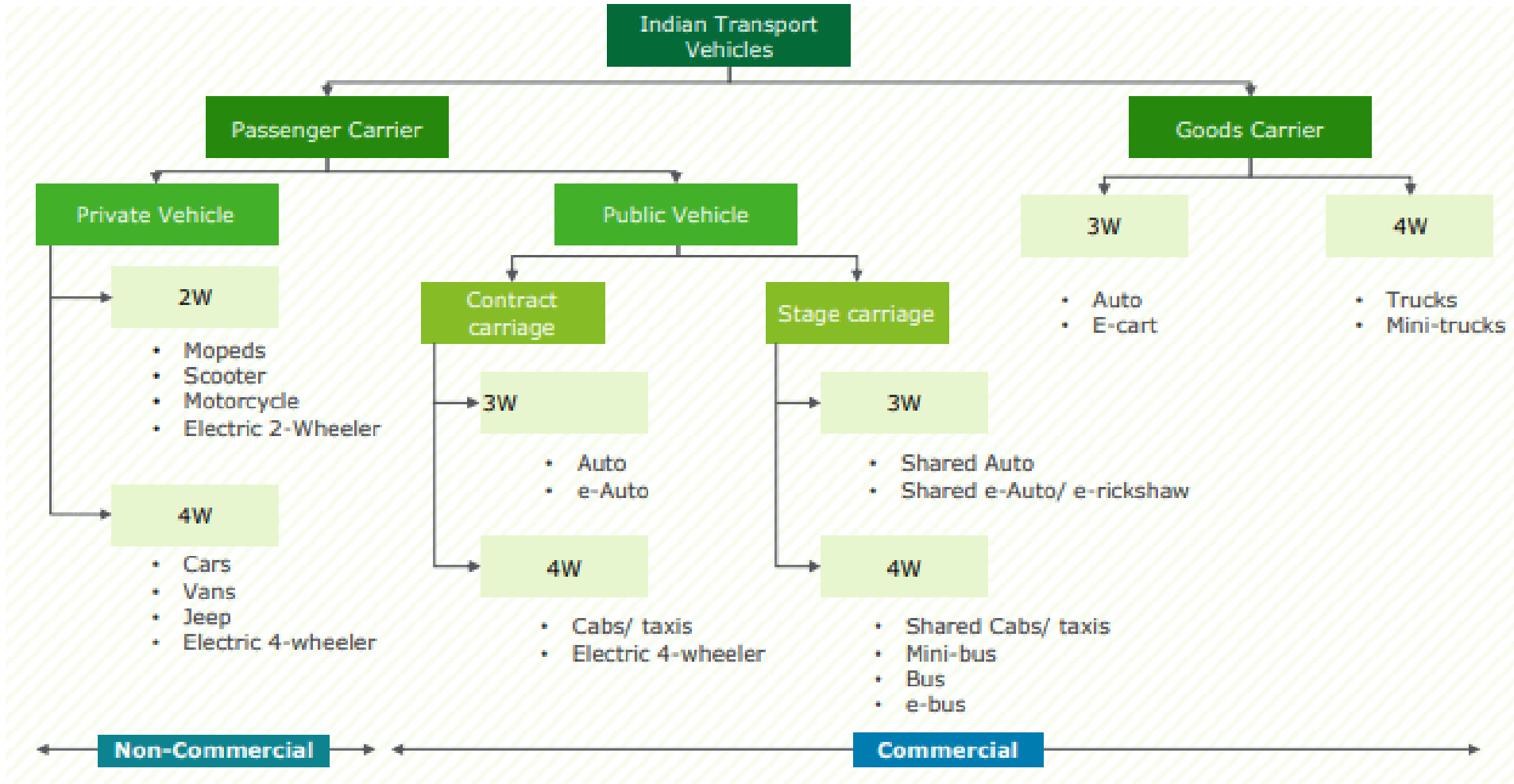


INDUSTRY UPDATE



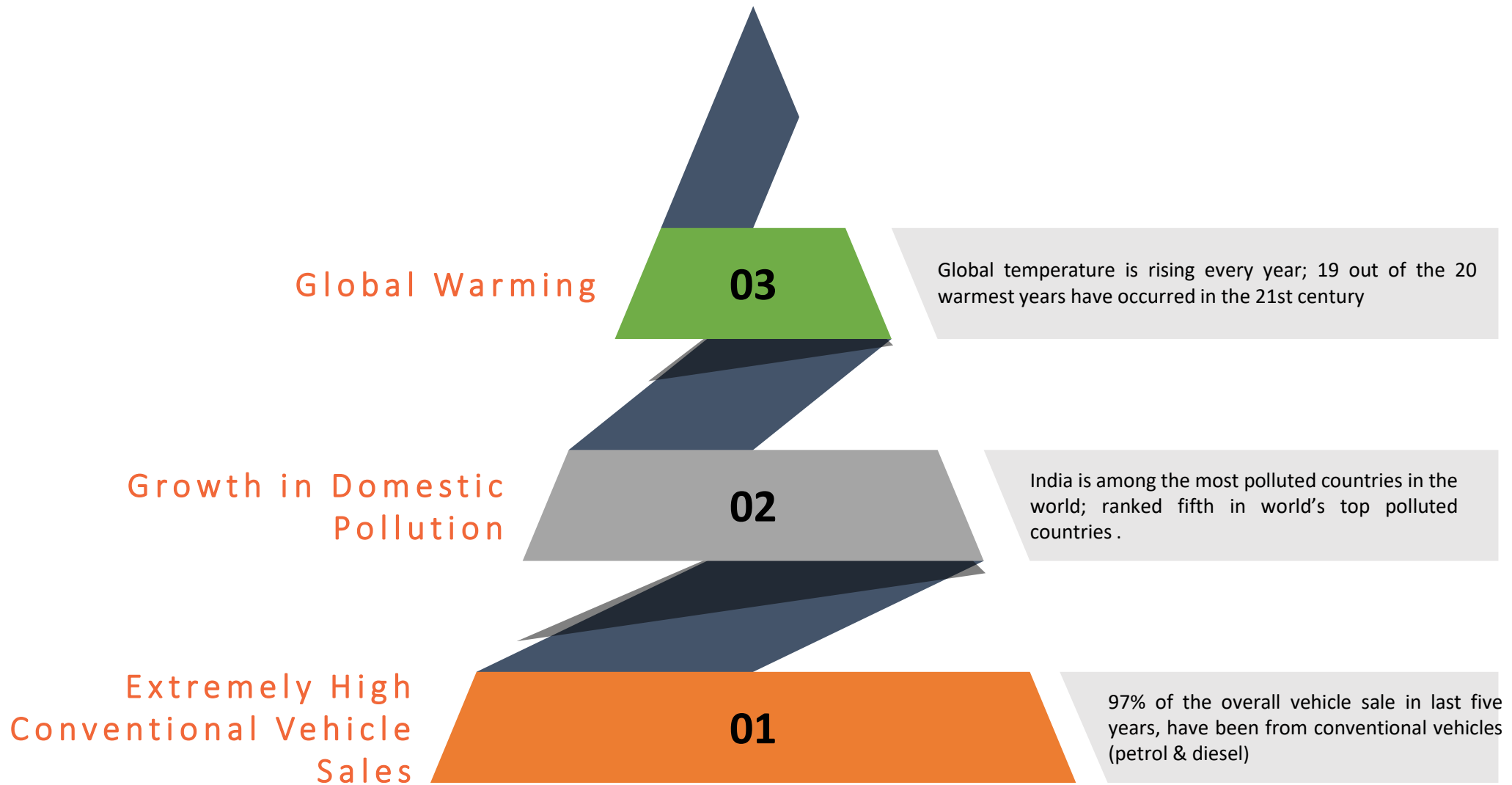


VEHICLE CATEGORIES AND ASSOCIATED SERVICES IN INDIAN MARKET





NEED FOR INDIA TO SHIFT ITS MOBILITY STRATEGY





BENEFITS OF ELECTRIC VEHICLE

EVs ARE SIMPLER : EVs have lesser components and live 3.5 times longer than ICE vehicles



Moving Parts	
ICE	150
EV	24



Wearing Parts	
ICE	24
EV	11

EVs ARE MORE POWERFUL: EVs can offer full torque at zero RPM, whereas ICE vehicles can only operate in a certain RPM range. Thus, at lower speeds, EVs are more powerful

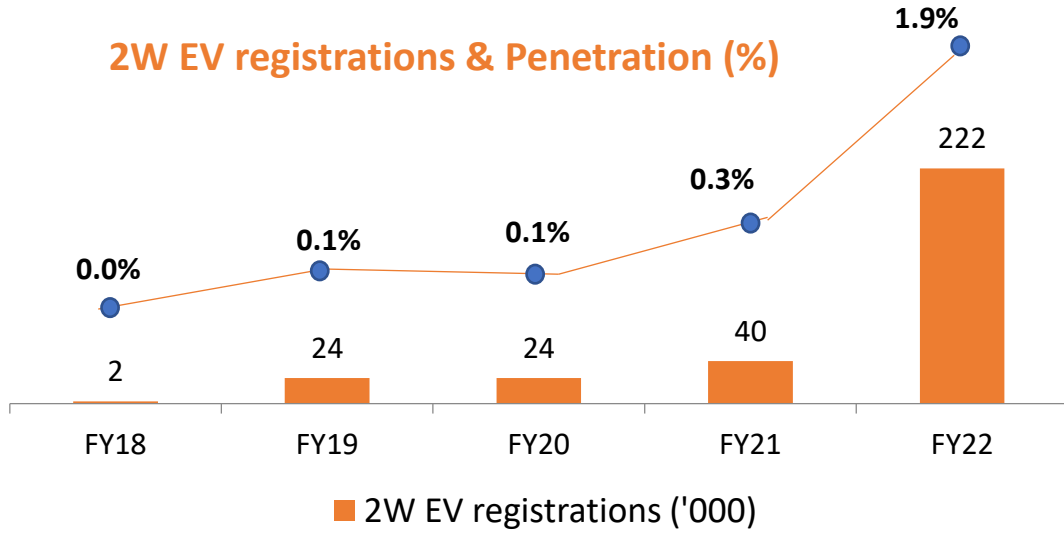
EVs HAVE BEGUN TO MAKE ECONOMIC SENSE: Electric vehicles have a significantly higher upfront cost, as compared to ICE vehicles, largely on account of battery costs. On the other hand, the operating costs for an EV are much lower. Thus, Total Cost of Ownership (TCO) is an important and correct assessment of economic comparison between ICE vehicles and EVs



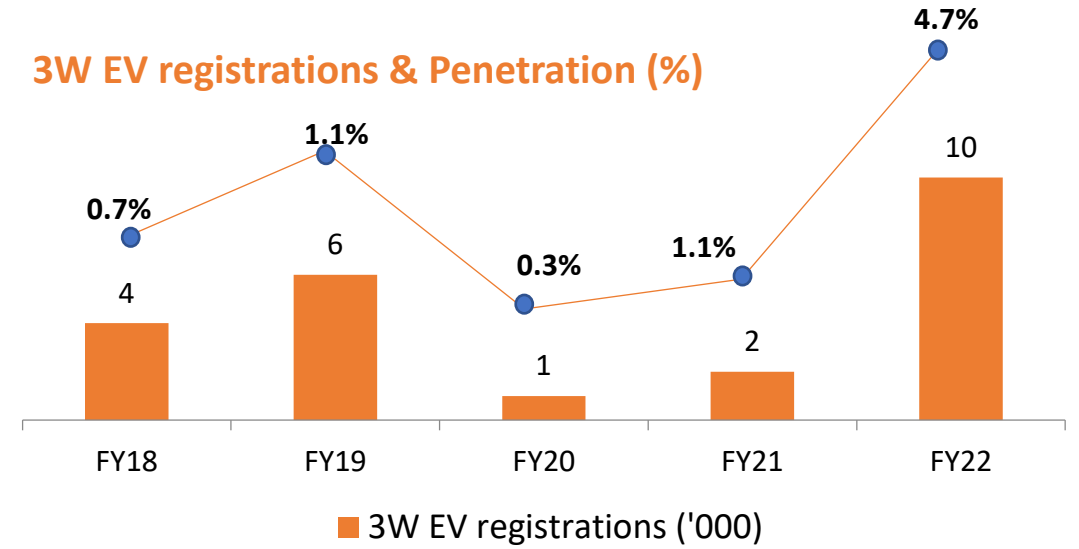


EV- PENETRATION IN INDIA

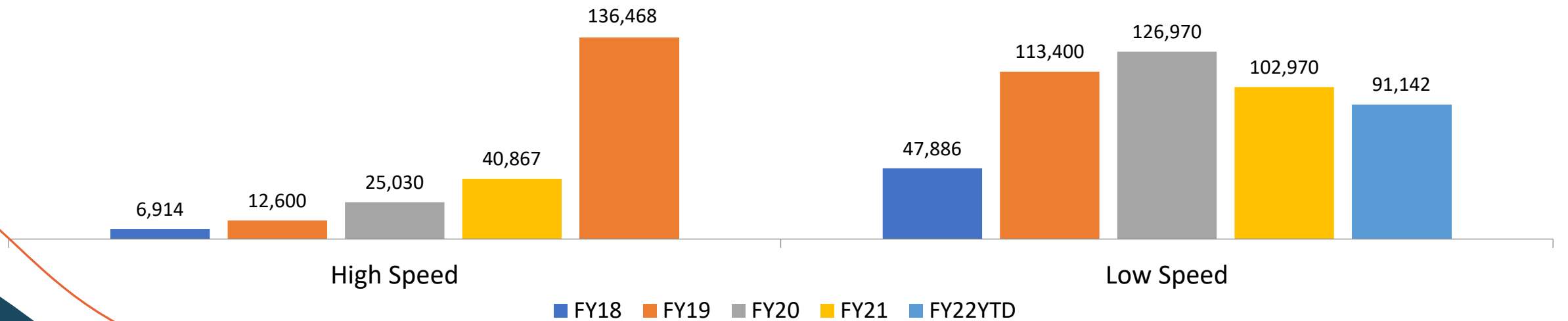
2W EV registrations & Penetration (%)



3W EV registrations & Penetration (%)



Growing Share of Premium e2W



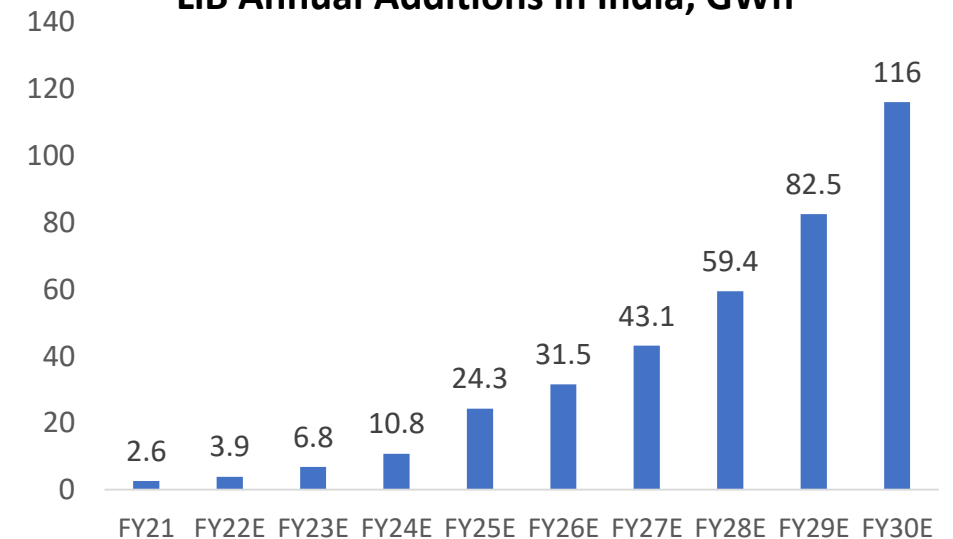


LITHIUM- ION BATTERY

- India is still dependent on imports for lithium-ion batteries (LiB)
- Ninety percent of the total LiB demand will be driven by automotive applications.
- The demand for lithium-ion batteries (LiB) in India has been driven by portable applications (consumer electronics like mobiles, laptops, video cameras etc.), stationary energy storage applications, and electric vehicles (EVs).
- The majority (~80 per cent) of LiB demand is from EVs while 20 per cent is from non-automotive applications (mainly energy storage).
- Research estimates that the annual LiB market in India will reach 116GWh in 2030, with EVs accounting for ~90 per cent of the overall market on the back of huge government targets of adding variable renewable energy sources to the grid



LiB Annual Additions in India, GWh





WAY FORWARD



WAY FORWARD

PAN INDIA PRESENCE

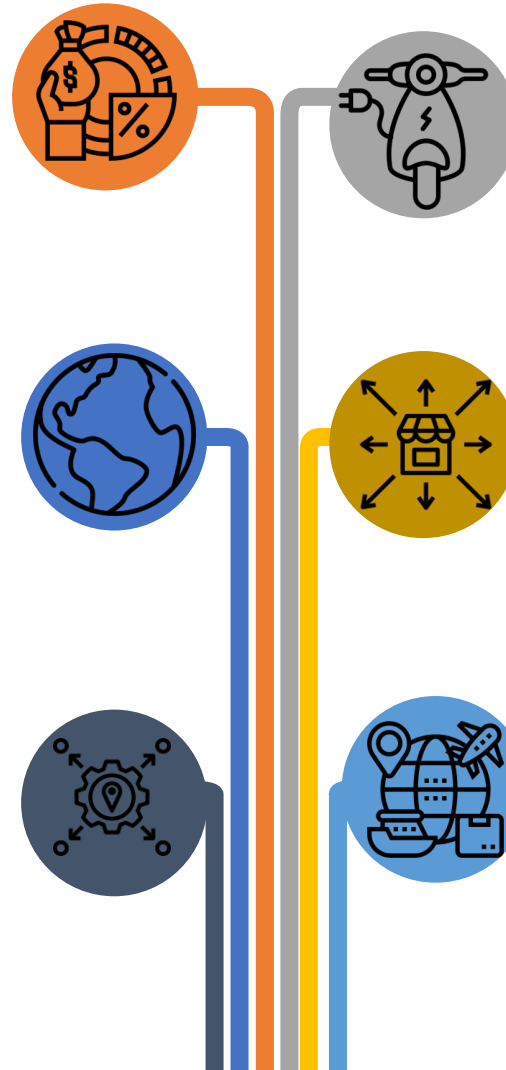
To Have Presence Pan India by 2023

FIRST EV ANCILARY CLUSTER IN INDIA

- To begin with first of its kind in India, EV Ancillary Cluster.
- Ancillary Cluster would ensure to plug supply chain gap arise due to dependency on China.
- Acquired 4 million sq.ft land to strengthen the growth of EV manufacturing.

EYEING 3W MARKET

Company is foraying to enter 3 e-wheeler space



NEW PRODUCT LAUNCHES

Company would be launching 1 more robust high speed electric vehicle and, entering to 3-Wheeler passenger vehicle

CAPACITY EXPANSION

Automation of our assembly line has enabled to increase the product volume

EXPORT REVENUES

Export destination to be mainly Middle - east, European and African countries.

EV- ANCILLARY CLUSTER



Already acquired a 4 million sq Ft land for the cluster



The cluster will consist of R&D center & production center for manufacturing of electric two wheelers & three wheelers



Signed MoU with Gujarat Government with the investment of 500cr for research and development of electric vehicles in Gujarat



The cluster will generate employment of about 6,000 jobs



The manufacturing partners will be invited to put up their production units under one roof to manufacture necessary components by offering cutting-edge facilities, such as land, people resources, and other critical resources.





HOW DO WE SEE GROWTH PANNING OUT OVER THE LONGER HAUL

Strengthening its pole position in key markets like Gujarat, Maharashtra, Kerala, Karnataka. MP and Rajasthan



The volume contribution from these states are roughly about 2/3rd and the company aims to deepen its footprints in most parts of the region with the breath of its channel reach

Having a certain minimum radius of Joy-e dealership between one from another thus ensuring a top of mind recall in the minds of its patrons

Aim to replicate the regional success in the neighboring markets like North and East India

Expansion of dealership network count to 1500 in next 2 years



Little to no upfront cost to undertake the dealership/ sub-dealership of the company

Incentivizing the dealers with attractive performance margin

Periodic interaction with region wise dealers to understand interaction with last mile consumers

Getting real time feedback from customer and ensuring they are addressed in a timely



HOW DO WE SEE GROWTH PANNING OUT OVER THE LONGER HAUL

Better Margins & New Product launches



Scaling up utilization levels in the range of 70-80% in the next 2-3 years thus by benefitting from the economies of scale. Expected launches of 4 high speed bikes in the this fiscal

The price range of these bikes will be 75-100% higher than the current offerings catering altogether to a different set of target market

We could also expect to witness a fair share of cannibalization of sales , though the overall effect of these measures will stay positive for WWIML. Introduction of 3w-EV for the domestic market by the end of the fiscal

Capex + New Markets



Setting up assembly facility that will cater to markets in the eastern and northern region

These measures will address the demands of existing channels this reducing logistical cost borne by company and dealers

The existing facility will have a sizeable capacity to address the demand. The company has already carried out its feasibility study and is looking to acquire funds to commence this pilot



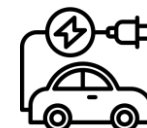
Exports of E2W & E3W



Over the last decade every country is adopting the use of EV vehicles presents opportunity galore

At present a significant portion of the e2w export demand is served by several countries which opens doors of opportunities to be tapped

WWIML has identified a few countries for its exports of e2w and e3w vehicles in certain destination as expects to commence its operations by next fiscal thus aiding overall growth, margins and profitability



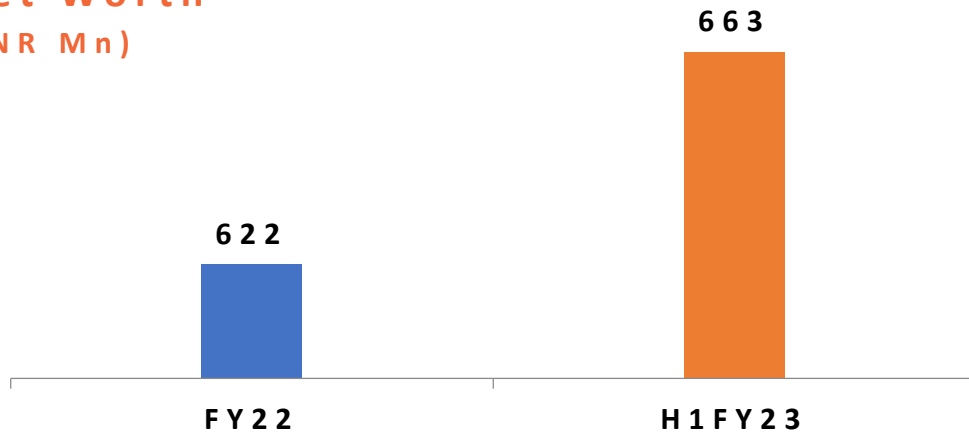


FINANCIAL UPDATE

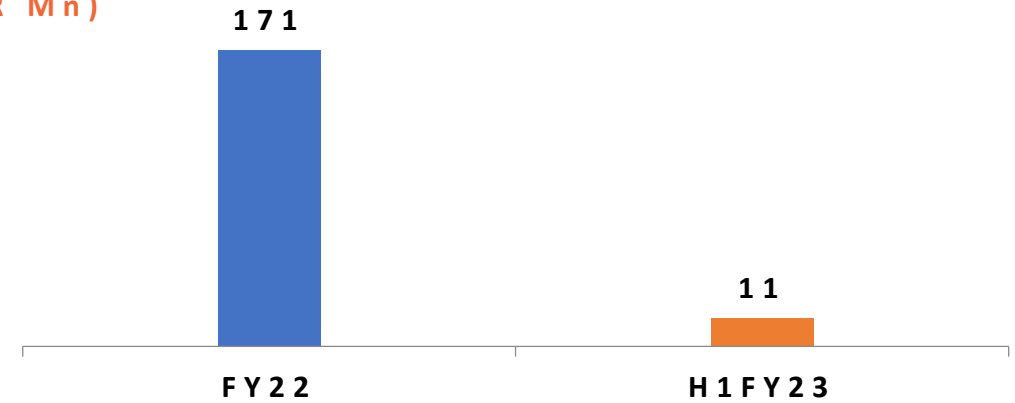
FINANCIAL HIGHLIGHTS



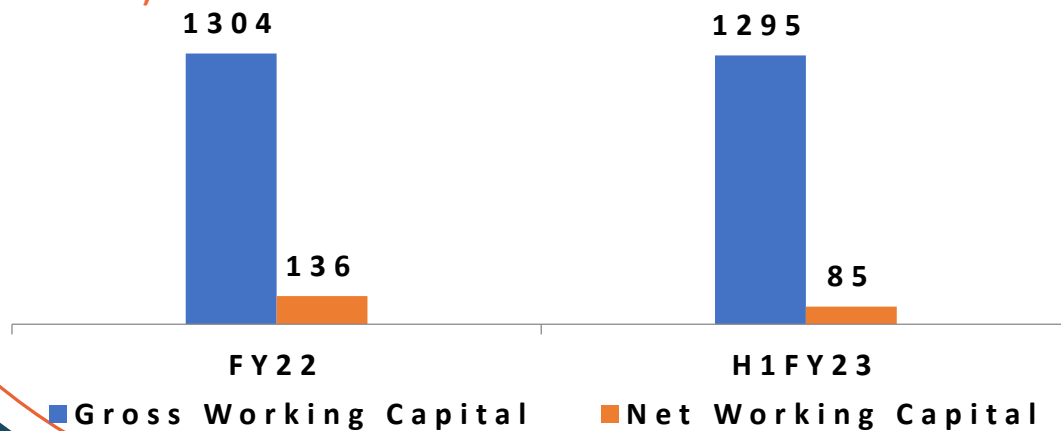
Net Worth (INR Mn)



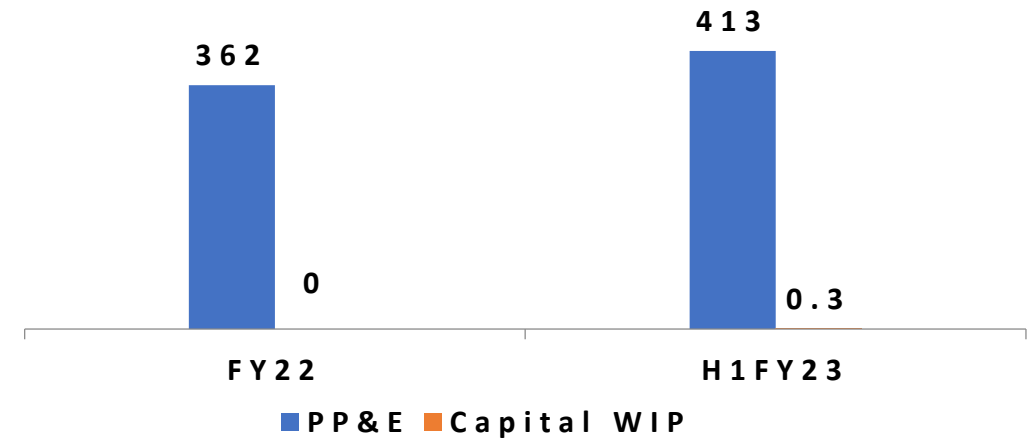
Cash and Bank Balances (INR Mn)



Gross and Net Working Capital (INR Mn)



Capital Expenditure (INR Mn)



PROFIT & LOSS STATEMENT



Particular (Rs mn)	Q2 FY21	Q3 FY21	Q4 FY21	FY 21	Q1 FY22	Q2 FY22	Q3FY22	Q4FY22	FY22	Q1FY23	Q2FY23
Income from operations	68.8	106.8	182.5	393.2	114.6	335.0	581.1	814.9	1845.6	546.6	638.9
Other income	0.2	11.8	-11.5	0.5	0.7	0.2	1.9	3.0	5.8	0.6	0.9
Total Income	69.0	118.6	170.9	393.6	115.3	335.2	583.0	817.9	1851.4	547.3	639.7
Opex	65.0	109.9	154.9	362.5	104.4	307.2	537.8	757.3	1706.7	510.8	593.8
EBITDA	4.0	8.7	16.0	31.1	10.9	28.0	45.2	60.6	144.7	36.5	46.0
% Margins	5.9	8.1	8.8	7.9	9.5	8.4	7.8	7.4	7.8	6.7	7.2
Depreciation	1.2	1.3	3.0	6.3	3.8	4.5	6.4	8.6	23.3	8.6	10.5
EBIT	2.8	7.4	13.0	24.8	7.1	23.5	38.8	52.0	121.4	27.8	35.5
% Margins	4.1	6.9	7.1	6.3	6.2	7.0	6.7	6.4	6.6	5.1	5.5
Financial Expense	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.7
PBT	2.8	7.4	13.0	24.8	7.1	23.5	38.8	52.0	121.4	27.8	33.8
% Margins	4.1	6.9	7.1	6.3	6.2	7.0	6.7	6.4	6.6	5.1	5.3
Tax	0.0	0.0	6.1	6.1	0.0	7.3	10.1	19.2	36.6	7.2	8.7
<i>% Tax rate</i>	<i>0.0</i>	<i>0.0</i>	<i>46.7</i>	<i>24.5</i>	<i>0.0</i>	<i>31.2</i>	<i>26.1</i>	<i>36.9</i>	<i>30.2</i>	<i>26.0</i>	<i>26.9</i>
PAT	2.8	7.4	6.9	18.7	7.1	16.2	28.7	32.8	84.8	20.6	25.0
% Margins	4.1	6.9	3.8	4.8	6.2	4.8	4.9	4.0	4.6	3.8	3.9
EPS	0.13	0.34	0.04	0.1	0.03	0.06	0.11	0.14	0.35	0.08	0.10

BALANCE SHEET



Rs. mn	FY22	H1FY23
Share capital	259.2	259.2
Other Equity	363.2	404.0
Non-Controlling Interest	0	0
Shareholder's Funds	622.43	663.3
<u>Non-current Financial Liabilities</u>	2.1	2.5
Long Term Borrowings	0	0
Other financial liabilities	0	0
Provisions	2.1	2.5
Deferred Tax Liabilities	0	0
Other Non-Current Liabilities	0	0
Current liabilities	1168.4	1210.32
Short Term Borrowings	0	83.0
Trade Payables	703.1	647.4
Current Tax Liability	0	0.0
Provisions	13.5	61.3
Other financial liabilities	0.1	0.3
Other Current Liabilities	451.7	418.3
Total Equities & Liabilities	1792.9	1876.1

Rs. mn	FY22	H1FY23
Tangible Assets	360.4	409.9
Capital WIP	0	0.3
Intangible Assets	1.3	2.7
Unallocated Capex	0	0.0
Property, Plant & equipment	361.7	412.9
<u>Non-current Financial Assets</u>	127.1	167.9
Loans	24.2	24.2
Deferred Tax Assets	3	3.0
Other Non-current financial assets	5.4	10.5
Other Non-Current Assets	94.5	130.2
Current Assets	1304.1	1295.3
Inventories	715.8	757.5
Trade receivables	58.6	161.8
Cash & Bank	170.8	10.6
Loans	151.0	123.5
Other Financial Assets	0.1	5.3
Other Current Assets	221.6	244.6
Current Tax Assets	-13.8	-7.9
Total Assets	1792.9	1876.1

ANNEXURES



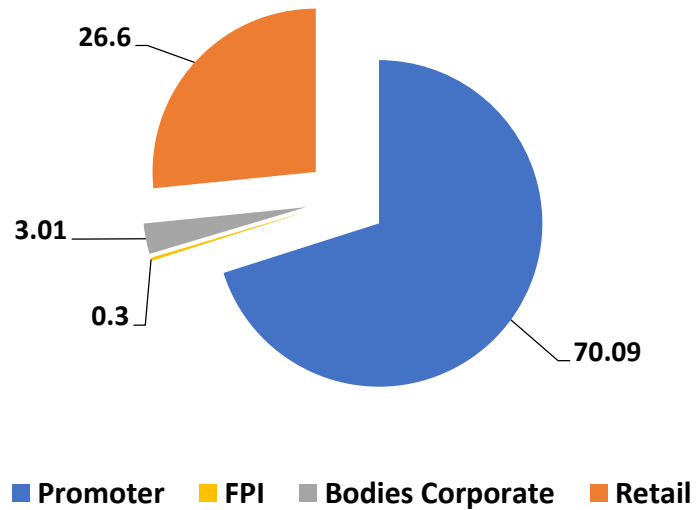
Market Capitalization (Rs. Cr)
₹ 1,475 Cr

Shares Outstanding (Mn)
262.05

BLOOMBERG CODE:
WRDW:IN

BSE CODE: 538970

Shareholding Pattern as on 30th Sep 2022



Relative Performance WWIML vs BSE Small Cap 250





Thank you

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