Management Discussion

Falguni Atara - Moderator, Hem Securities Limited
Yeah, thank you, sir. Very good afternoon, ladies and gentlemen. Thank you for joining the Zelio E-Mobility Limited half-yearly earning call for the period ended 30th September 2026. Joining us on the call today from the management team are Mr. Kunal Arya, Managing Director of Zelio E-Mobility Limited, We will now commence the call with the opening thoughts from the management, post which we will open the forum for the Q&A section where the management will be glad to respond to any query that you may have.

Before we move to the main call, I would like to read a standard disclaimer. So there may be a forward-looking statement about the company which are based on the belief, opinion, and expectations of the company's management on the date of this call. The company does not assume any obligation to update this forward-looking statement if those belief, opinion, expectations or any other circumstances changes. These statements are not just a guarantee for future performance and involve risks and uncertainties that are difficult to predict. Consequently, listeners should not place any undue reliance on such forward-looking statements.

With this, I will hand over this call to Mr. Kunal, the Managing Director of Zelio E-Mobility, to take it forward. Over to you, sir.

Kunal Arya - Managing Director, Zelio E-Mobility Limited
Thank you. Good afternoon, everyone, and thank you for giving us your Saturday afternoon. I am Kunal Arya, Managing Director of Zelio E-Mobility Limited. Our board approved the results for the half year ended 30th September 2026 yesterday, and they are on the BSE website. Let me say it upfront, this has been the strongest half year in Zelio's history, and the results are as good as we had planned, or in many ways better. I will take about 10 minutes to walk you through them, and then I will take very Question you have.

Myself, as long as you have questions. I want to begin not with today but with one year ago. In November last year, we held our first earnings call as a listed company. We had been on BSE for just about 6 weeks. On that call, I made you some promises. I said we would close FY26 at INR260 to INR280 crores of revenue. I said we would open a plant in Odisha, and I said we would build Zelio in the right way-- growth, but never at the cost of profit. So before I give you a single new number, let me give you the report card.

FY26 did not close at INR280 crore, it closed at INR314 crore. The Odisha plant at Cuttack started production in February, Coimbatore followed in July, and On 28th October, our 4th plant at Patan started commercial production. I say this is not to boost, but because I believe our management should be judged on one simple question: did they do what they said? I want every call we hold to answer that question. Now, this half year, our consolidated revenue from operations for the 6 months was INR296.66 crore, more than double the same period last year.

To put that in perspective, in 6 months we have done about 95% of what took us the whole of last year, and the profit has grown even faster than the revenue, which is exactly what we told you would happen as we scale. EBITDA was INR40.49 crore, and our EBITDA margin went up from 12% last year to 13.6%. Profit after tax wasINR INR31.39 crore, more than 2.5 times last year's first half, with a net margin above 10%. Earnings per share for the half was INR14.84. That is 98% of the EPS we earned in the entire FY26, and this is on a larger share base after our IPO.

On a standalone basis, revenue was INR289.10 crore and profit after tax was INR30.53 crore. Our

subsidiary Zelio Auto Components added INR7.56 crore of revenue and remained profitable. But numbers alone, alone do not tell you why this is happening. So let me tell you who is behind these numbers. It is a college girl in a small town who no longer depends on someone to drop her for tuition. It is a mother who drops the children at school and then goes to the market on her own. It is the kirana shopkeeper who uses our logics to carry his stock, and it is the rickshaw driver who bought a Tanga, bought because for him a vehicle is not a lifestyle, it is a livelihood.

These are our customers. They do not buy on hype, they buy on trust, on running cost, and on whether a spare part is available when they need it. And that is why our dealer network matters so much to us. Today we have more than 400 dealers across more than 25 states. And we are going towards 550. Now I also want to be completely honest with you about the other side of growth because you will see it in the balance sheet anyway. Growing this fast needs working capital. During the half, we built inventory and paid advances to our suppliers to secure supply before the festive season and to feed our new plants.

Because of that, our operating cash flow for the half was negative and our borrowings Went up to INR48-- INR44.82 crore. Our debt-to-equity is now 0.31 times against 0.18 times in March. It is still comfortable, but I am not going to pretend it did not move. What gives me confidence is this: our receivables are less than 6 days of sale because our dealers pay us in advance. Our net worth has grown from INR111.5 crore in March to INR142.9 crores. Our finance cost for the half was only about INR1 crore, and this inventory is not lying in a warehouse waiting for a buyer.

It is stock for the season that is already underway. As it turns into sales in the second half, we expect working capital to ease. I personally review it every week and I will report it to you on the next call. Let me come back now to Patan because of me it is a special one. Zelio was born in Hisar. Our first scooter was made in Hisar, and our 4th plant at Patan is also in Hisar. It adds 72,000 units a year-- 48,000 of 2-wheelers and 24,000 for 3-wheelers. Investment is more than INR20 crore, and a large part of it is backward integration so that more of what goes into Zelio is made by Zelio.

It is funded partly from our IPO proceeds as per the objects of the issue and the rest from our own accruals. Think about where we were 18 months ago. Zelio had 1 plant and 72,000 units of capacity. Today we have 4 plants-- Ladakh, Coimbatore, and Patan, that is northeast and south-- with INR3.12 lakh units of installed capacity, closer to our customers, faster to our dealers, lower on logistics cost. And since we are talking about trust, let me say one thing about your money. Our monitoring agency report for September quarter filed 2 days ago shows no deviation in how we have used the IPO proceeds.

Every rupee has gone where we told you it would. And last month, our shareholders approved our preferential issue of about INR168 crore. For a company that came to SME platform just over a year ago, this is a big step. It means reputed institutional investors have studied our business closely and chosen to partner with us for the long term. A meaningful part of it is the promoter's own money through warrants. When we ask you to believe in Zelio, we are putting our own money behind the same belief.

The capital will build our next phase of growth. So what do we commit to you for the full year? I will say it as clearly as I did before: more than 1,25,000 units, more than 550 dealers, new high-speed models, and revenue growth of 75 to 80%. And one person-- and one promise that does not change with any quarter: we will never trade profits for vanity volume. Half the year is already behind us, and I am confident. Let me close where I began. One year ago, I made you some promises, and today I have shown you what we did with them.

When I speak to you again after the full year, I want to give you the same report card with the same answer: we said it and we did it. There are still crores of Indian homes where the first scooter or the next scooter has not been bought yet. That is our work and that is our opportunity. Thank you, moderator. We can now open the lines for questions.

Questions & Answers

Operator
Thank you. We will now begin with the question -and -answer session. [Operator Instructions] The first question comes from the line of Tahir Hyderabadwala with Crowbiz Fund. Please go ahead.

Taher Hyderabadwala - Analyst, GrowBiz Fund
Hi sir, can you hear me? Am I audible?

Kunal Arya - Managing Director, Zelio E-Mobility Limited
Yes, sir.

Taher Hyderabadwala - Analyst, GrowBiz Fund
Sir, thank you for the opportunity and congrats on the good sort of-- good set of numbers that you delivered. Great, great numbers. Sir, I have 2-3 questions. First, on the revenue front. Revenue-- our revenue has grown significantly, about 120% compared to H1 FY26. So I just wanted a clarification on volume sold. How much of this is because of the volume sold increase, or how much is because of the high-speed and high high price excuse we have sold the breakup between that and what is our product wise volume sold between high speed low speed scooter and three why three wheel three wheeler.

Kunal Arya - Managing Director, Zelio E-Mobility Limited
Tayarji last year in two wheeler alone we in complete 5 20 6 we sold more than 70 th and in this half year only we have sold sixty thousand sixty two thousand plus units of two wheel and in high speed if you can compare our company is [Foreign Speech] maximum sales [Foreign Speech] low speed scooters [Foreign Speech] high speed [Foreign Speech] proportion less [Foreign Speech] financial year [Foreign Speech] high speed models [Foreign Speech] then we will focus on high speed as well but [Foreign Speech] maximum number of sales [Foreign Speech] low [Foreign Speech] and [Foreign Speech] and in this half year alone [Foreign Speech] but due to raw material increase [Foreign Speech] 48 to 50 fifty thousand [Foreign Speech] average SQ price

Taher Hyderabadwala - Analyst, GrowBiz Fund
[Foreign Speech]

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech]

Taher Hyderabadwala - Analyst, GrowBiz Fund
Okay , sir . okay [Foreign Speech]

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech]

Taher Hyderabadwala - Analyst, GrowBiz Fund
Okay sir okay in one last question sir [Foreign Speech]

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech] will invest more in R&D and all and capacities and lines [Foreign Speech]

Taher Hyderabadwala - Analyst, GrowBiz Fund
Sir , one last question. [Foreign Speech]

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech]

Taher Hyderabadwala - Analyst, GrowBiz Fund
[Foreign Speech]

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech]

Taher Hyderabadwala - Analyst, GrowBiz Fund
Okay.

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech]

Taher Hyderabadwala - Analyst, GrowBiz Fund
[Foreign Speech] Thank you . Thank you sir I have brief interview

Operator
The next question comes from the line of Kushal Kashliwal With InvED Research. Please go ahead.

Kushal Kasliwal - Analyst, InVed Research
Yeah, hello Kunal sir. Congrats on the very good set of numbers.

Kunal Arya - Managing Director, Zelio E-Mobility Limited
Thank you.

Kushal Kasliwal - Analyst, InVed Research
Great sir, I've been following your journey since IPO sir. Many congratulations. I think you have done very well as a company. So sir, my first question is on competition. I am actually seeing a lot of You know, smaller players, uh, many players also inspired by Zelio, but a lot of smaller players are coming in small, in slow speed. Uh, so how do you see that, sir? I mean, larger players are also now seeing at this market growth, and some smaller players are also, you know, trying to come. Uh, few players are right now clocking like 50 to 70 crore.

Annual sales and they are planning like 200-300 crore annual sales in the next 2-3 years. So [Foreign Speech] long term what can it impact us in long term? How do you see you know yourself versus competition?

Kunal Arya - Managing Director, Zelio E-Mobility Limited
Hello sir. [Foreign Speech]

Kushal Kasliwal - Analyst, InVed Research
[Foreign Speech] what is your current market share?

Kunal Arya - Managing Director, Zelio E-Mobility Limited
It's around now I think eight to nine percent and our target [Foreign Speech] twenty five percent of the market share achieve [Foreign Speech]

Kushal Kasliwal - Analyst, InVed Research
This is only on close feed also, close feed excluding

Kunal Arya - Managing Director, Zelio E-Mobility Limited
Low speed also high speed as well we will also enter high speed as well and we are planning and we have we have we have all we are also submitting our products for approval in the ICAT and ARAI and high speed as well.

Kushal Kasliwal - Analyst, InVed Research
Okay. 89 percentage on the combined volume of...

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech] high speed we will enter then we will compare.

Kushal Kasliwal - Analyst, InVed Research
Okay , understood sir my second question is on commodity price inflation it has been impacting a lot of auto ancillary companies also some OEM companies and it [Foreign Speech] almost you know five ten percent [Foreign Speech] how is it likely to impact demand [Foreign Speech] demand same [Foreign Speech] even even after a ten fifteen percent increase in in your ASP

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech] last three to four months [Foreign Speech].

Kushal Kasliwal - Analyst, InVed Research
Okay [Foreign Speech] even ten percent in hike in prices is not impacting that much.

Kunal Arya - Managing Director, Zelio E-Mobility Limited
Yes. [Foreign Speech]

Kushal Kasliwal - Analyst, InVed Research
Got it, okay, okay sir, I'll come back and let you know. Thank you so much. Thank you so much. All the best.

Operator
The next question comes from the line of Bharat Shankar, an individual investor. Please go ahead.

Bharat Shankar - Analyst, Individual Investor
Yeah hello, good afternoon. My name is Bharat Shankar. Can you hear me?

Kunal Arya - Managing Director, Zelio E-Mobility Limited
Yes, sir. Hi, Bharat ji. Yeah, please. Hi, Bharat ji. Hello.

Bharat Shankar - Analyst, Individual Investor
Hi, hi. Good afternoon. Good afternoon. First of all, congratulations, uh, to the entire Zelio team on impressive growth numbers. And I was really-- yesterday when I saw the reports, I was really, really impressed. You know, sales growth of 120% YOY and net profit growth of 164%. Really impressive numbers. First of all, congratulations on that. And but one thing that really caught my attention was that the ability to build distribution network, because manufacturing of course is one challenge, but auto [Foreign Speech] that is really really a big challenge which most of the companies fail to crack.

But I'm really happy to see that Zelio is like, you know, you guys have been cracking it. Like, you know, you guys have been killing in distribution network. I've been seeing the numbers and it is really, really great to see, you know, such kind of a growth. And I have a few questions related to the growth plans and the future opportunities. So [Foreign Speech] If you want, I can ask all of these questions at once, or if you want, I can ask one by one also. [Foreign Speech].

Kunal Arya - Managing Director, Zelio E-Mobility Limited
One by one is better.

Bharat Shankar - Analyst, Individual Investor
[Foreign Speech] . I specifically Bangalore [Foreign Speech] Bangalore especially Bangalore in you know Mumbai in Hyderabad in Delhi in like most of the big cities right so right now, these days like Blinkit [Foreign Speech] Zappos, Swiggy, Instamart, Flipkart, Minutes [Foreign Speech] and right now I see most of them buying EVs and I specifically talk to them [Foreign Speech] why they are switching to EVs and they say that [Foreign Speech] they give free stations, charging stations to them and I saw some video bikes also and I was really happy to see that okay [Foreign Speech] like you know people are liking it and I was really happy to see that and here I wanted to understand [Foreign Speech] is there any plans to tie up with these third party vendors [Foreign Speech] is there plan to expand into this particular segment?

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech]

Bharat Shankar - Analyst, Individual Investor
Okay understand understand fair enough and [Foreign Speech] related and I see that recently quite a good amount of funds have been raised and also good to see that promoters [Foreign Speech] this shows that promoters also have a lot of skin in the game in the expansion plans. so based on this fund raising, right? so what kind of manufacturing capacity expansion the shareholders can expect? and how much will you invest You know, you would like to answer that. And what kind of a revenue and profitability growth do you expect from these investments over the next two to three years? Or maybe next one to two years, maybe you can say.

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech] we are planning for R&D and backward integration. And [Foreign Speech] already [Foreign Speech] low speed alone more in air more than 2 2 million scooters are sold every year

Kushal Kasliwal - Analyst, InVed Research
sold

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech] fund raiser [Foreign Speech] main motto [Foreign Speech] R&D [Foreign Speech]

new tech [Foreign Speech] and new backward integration [Foreign Speech] because [Foreign Speech] on a larger scale it will take 2 to 3 years to be completed and R&D [Foreign Speech]

Bharat Shankar - Analyst, Individual Investor
Understood and basically capacity backward integration [Foreign Speech] okay okay understood.

Kunal Arya - Managing Director, Zelio E-Mobility Limited
Secondly [Foreign Speech] East [Foreign Speech] South [Foreign Speech] and [Foreign Speech] every month we are selling more than 160

Bharat Shankar - Analyst, Individual Investor
Scooters oh really I [Foreign Speech] I then knew that you know we

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech] distributor open outlet in Kathmandu as...

Bharat Shankar - Analyst, Individual Investor
Well. really nice. so right now are we only in Nepal [Foreign Speech] is there any other place outside India?

Kunal Arya - Managing Director, Zelio E-Mobility Limited
Only in Nepal till now.

Bharat Shankar - Analyst, Individual Investor
Are there any plans?

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech]

Bharat Shankar - Analyst, Individual Investor
[Foreign Speech] backward integration [Foreign Speech] and also current day as we want to understand what is the current capacity utilization the production [Foreign Speech] production volumes [Foreign Speech] can we expect better operating you know margins due to economies battery technology [Foreign Speech] so are we working on our own battery technology [Foreign Speech] right now are there any other parts where the focus is more?

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech] because we invest a huge amount of money on R&D participants.

Operator
In the interest of time and -- the next question comes from the line of Debjyoti Mondal with Tundra Capital. Please go ahead.

Debjyoti Mondal - Analyst, Tundra Capital
Hello sir.

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech]

Debjyoti Mondal - Analyst, Tundra Capital
[Foreign Speech]

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech]

Debjyoti Mondal - Analyst, Tundra Capital
Yes sir.

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech]

Debjyoti Mondal - Analyst, Tundra Capital
West Bengal Durgapur, Kolkata 200 kilometers.

Kunal Arya - Managing Director, Zelio E-Mobility Limited
Durgapur [Foreign Speech].

Debjyoti Mondal - Analyst, Tundra Capital
[Foreign Speech]

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech]

Debjyoti Mondal - Analyst, Tundra Capital
Okay sir [Foreign Speech]. Congrats.

Kunal Arya - Managing Director, Zelio E-Mobility Limited
Thank you , sir.

Operator
Next question comes from the line of Anup Chotani, an individual investor. Please go ahead.

Anup Chotani - Analyst, Individual Investor
At the outset, I would like to congratulate the entire team for amazing set of numbers.

Kunal Arya - Managing Director, Zelio E-Mobility Limited
Thank you, sir.

Anup Chotani - Analyst, Individual Investor
My question is from the point of view of the liquidity for the investors, has the management decided on any roadmap for listing the company on the main board?

Kunal Arya - Managing Director, Zelio E-Mobility Limited
Sir, [Foreign Speech] and back to back [Foreign Speech] but [Foreign Speech] and [Foreign Speech] maybe in a year, maybe in a two year, but maybe last in two years, probably will come in main board [Foreign Speech]

Anup Chotani - Analyst, Individual Investor
[Foreign Speech] large larger number of investors [Foreign Speech]

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech]

Anup Chotani - Analyst, Individual Investor
Thank you, thank you so much, thank you.

Operator
The next question comes from the line of Naman with Sangvi Family Office. Please go ahead.

Naman - Analyst, Sangvi Family Office
Sir, congrats on good set of numbers. Just wanted two three clarifications, right? Now in low speed we are doing a good job, right? The number is numbers are looking very up very strong so what is the rationale for getting into a highly competitive you know high speed market where you have so many increments and [Foreign Speech] right to win [Foreign Speech] I know the dealer network could help you but you know there there will be a Secondly, sir, [Foreign Speech] R&D, you know, we are so heavily invested in R&D.

Could you elaborate what sort of features get added into the R&D? Because what our understanding is that majorly the battery pack R&D is the most important. So how do we differentiate between our battery packs versus others, right? The, the capability is widely known. So what is the difference and where in R&D are we exactly spending? So these are the two questions.

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech] last two months before one sixty eight crores [Foreign Speech] motor and battery packs [Foreign Speech] mostly lead acid batteries use [Foreign Speech] from Vietnam, Malaysia and China. But [Foreign Speech] after two or three years [Foreign Speech] we are spending on R&D, we will spend on R&D. That's why we have raised two months before we have raised the fun and sub low speed and high speed both easy segments [Foreign Speech] and [Foreign Speech] and reliable product [Foreign Speech] reliable and durable product [Foreign Speech]

Naman - Analyst, Sangvi Family Office
And just [Foreign Speech] targeted price range [Foreign Speech]

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech] but it will be much lesser than the other competitors.

Naman - Analyst, Sangvi Family Office
[Foreign Speech] I'll join back in the queue. Thank you, thank you and congratulations.

Kunal Arya - Managing Director, Zelio E-Mobility Limited
Thank you.

Operator
The next question comes from the line of Naman Saraf with Saraf Family Office. Please go ahead.

Naman Saraf - Analyst, Saraf Family Office
Good afternoon, management. Very happy to be here. My question-- 2 questions. First is, is there any significant chance that the unregistered vehicle limits are tightened in India? Because just because of the number of these vehicles on the road, is there any chance of that happening?

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech] hello sir [Foreign Speech] because [Foreign Speech] that they are increasing up to 600 watt [Foreign Speech] rules will come [Foreign Speech] government shortly [Foreign Speech] maybe this financial and next finance [Foreign Speech]

Naman Saraf - Analyst, Saraf Family Office
Okay, that's actually a big relief to hear, so thanks for that. Secondly, my question is regarding the Tanga, 3-wheeler vehicle. [Foreign Speech] Because right now I believe it's a small share of your business. And secondly [Foreign Speech] I'm guessing how much of this industry is unorganized or I should say low organized market [Foreign Speech]

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech] Patan plant [Foreign Speech] quality control [Foreign Speech] but now [Foreign Speech] in-house production [Foreign Speech] proper quality control [Foreign Speech] and [Foreign Speech] three thousand tanga wheels sell and [Foreign Speech] also Bajaj and Mahindra also have entered the segment Bajaj Mahindra Piaggio so it's a very big market.

Naman Saraf - Analyst, Saraf Family Office
Can I also safe to assume tanga market will also have a lower margin compared to your two wheeler market.

Kunal Arya - Managing Director, Zelio E-Mobility Limited
This I cannot say because [Foreign Speech] our price will be far better.

Naman Saraf - Analyst, Saraf Family Office
Okay well great to hear glad to be associated with this company thank you very much.

Kunal Arya - Managing Director, Zelio E-Mobility Limited
Thank you.

Operator
The next question comes from the line of Ankit Shah. An individual investor. Please go ahead.

Kunal Arya - Managing Director, Zelio E-Mobility Limited
Hello?

Ankit Shah - Analyst
Hello? Yeah, am I audible?

Kunal Arya - Managing Director, Zelio E-Mobility Limited
Yes, sir.

Ankit Shah - Analyst
First of all, uh, congratulations to the management on great set of numbers. My first question would be to you, Kunal, that I think in the last con call you had updated that the dealer network we have has reached to 400 dealers. So right now, what is the dealer count looking like? That is my first question. I would want to ask one more after you answer this.

Kunal Arya - Managing Director, Zelio E-Mobility Limited
Now dealer count is around 400 to 450.

Ankit Shah - Analyst
Okay, so there has not been a very substantial increase, we can say. Compared to the last con call that we had?

Kunal Arya - Managing Director, Zelio E-Mobility Limited
Because, because from last 6 months demand of EV has increased rapidly and we have stopped making the new dealers because we have to fulfill the demand of our existing dealers. So the limited-- so the little number of dealers we have developed, we have developed only in South India because there we have set up a new plant and there we have open capacity. That's why we have For dealer we have opened for dealer development, but in other cities where our capacity was completely utilized, there we have not added no new dealers. But now we have increased the capacity. [Foreign Speech] now we will increase the dealer network.

Ankit Shah - Analyst
Okay great and [Foreign Speech] this whole talk about low speed electric vehicles versus high speed electric vehicle [Foreign Speech] electric vehicle is taking up the majority share impaired to the normal petrol vehicle [Foreign Speech] whatever articles I have been able to read in the internet [Foreign Speech] low speed compared to high speed because no registrations and all government [Foreign Speech] so how do you see that and currently if I am not wrong [Foreign Speech] high speed vehicle [Foreign Speech] SKUs [Foreign Speech] right? [Foreign Speech]

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech] almost two to three high speed vehicles [Foreign Speech] and secondly [Foreign Speech] and [Foreign Speech] because most of the state state governments [Foreign Speech] and low speed and high speed [Foreign Speech] above more than one lakh rupees [Foreign Speech] after insurance charges and RTO it goes up to one lakh ten and one lakh fifteen thousand and low speed [Foreign Speech] and [Foreign Speech] for fifty thousand rupees [Foreign Speech]

Ankit Shah - Analyst
[Foreign Speech]

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech]

Ankit Shah - Analyst
[Foreign Speech] how much of that can you project that that will be a low speed electric two-wheeler?

Kunal Arya - Managing Director, Zelio E-Mobility Limited
More than 50%.

Ankit Shah - Analyst
[Foreign Speech]

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech]

Ankit Shah - Analyst
[Foreign Speech]

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech]

Ankit Shah - Analyst
[Foreign Speech] that this one accurately a comparison.

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech]

Operator
[Foreign Speech] Please go ahead.

Naman Saraf - Analyst, Saraf Family Office
Hi sir, am I audible?

Kunal Arya - Managing Director, Zelio E-Mobility Limited
Yes sir.

Naman Saraf - Analyst, Saraf Family Office
[Foreign Speech]

Kunal Arya - Managing Director, Zelio E-Mobility Limited
Sir sorry [Foreign Speech]

Naman Saraf - Analyst, Saraf Family Office
[Foreign Speech]

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech] and side by side [Foreign Speech] quality and durable reliable product [Foreign Speech] India market [Foreign Speech] India market price sensitive [Foreign Speech]

Naman Saraf - Analyst, Saraf Family Office
[Foreign Speech]

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech]

Operator
The next question comes from the line of Arvind Jadhav, an individual investor. Please go ahead.

Arvind Jadhav - Analyst
Hello sir.

Kunal Arya - Managing Director, Zelio E-Mobility Limited
Hello.

Arvind Jadhav - Analyst
[Foreign Speech] Congratulations on good setup number sir. sir [Foreign Speech] question [Foreign Speech] 70 to 80 percent revenue target [Foreign Speech] compared to last year.

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech]

Arvind Jadhav - Analyst
[Foreign Speech] H2 will be softer than H1?

Kunal Arya - Managing Director, Zelio E-Mobility Limited
Sir, I will say H2 will be greater because [Foreign Speech] So October and November was Diwali seasons and [Foreign Speech] and [Foreign Speech] and it will be great I can just assure you

Arvind Jadhav - Analyst
okay and sir [Foreign Speech] revenue and net profit [Foreign Speech]

Kunal Arya - Managing Director, Zelio E-Mobility Limited
Next H2 [Foreign Speech]

Arvind Jadhav - Analyst
[Foreign Speech]

Kunal Arya - Managing Director, Zelio E-Mobility Limited
2030 [Foreign Speech] by 2030 [Foreign Speech] more than one million scooters every every year [Foreign Speech] and [Foreign Speech] at least 25% [Foreign Speech]

Arvind Jadhav - Analyst
So right now what is the market share

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech] seven to eight eight to nine percent.

Arvind Jadhav - Analyst
[Foreign Speech]

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech]

Arvind Jadhav - Analyst
Target [Foreign Speech] low speed [Foreign Speech] low speed [Foreign Speech] no one can be competitive with us because [Foreign Speech] That's

Arvind Jadhav - Analyst
Good sir, that's great sir. Thank you, thank you for my answer sir. Thank you.

Operator
The next question comes from the line of Web of Gen with Nucleus Capital. Please go ahead.

Vaibhav Jain - Analyst, Nucleus Capital
Yeah, hi sir and congratulations for good startup number. what are the percentage of material we are importing sir right now sir

Kunal Arya - Managing Director, Zelio E-Mobility Limited
we have 16 to 17 excuse in like if you talk about [Foreign Speech] 20 to 30 percent only electrical

parts are only imported remaining other part which 70% in-house [Foreign Speech] hello hello

Operator
[Foreign Speech] sir please

Vaibhav Jain - Analyst, Nucleus Capital
go ahead to CR [Foreign Speech] hello [Foreign Speech]

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech]

Vaibhav Jain - Analyst, Nucleus Capital
[Foreign Speech] show cause notice [Foreign Speech] 76.72 crore [Foreign Speech] under the protest I think pay [Foreign Speech] status [Foreign Speech].

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech] pay [Foreign Speech] we are fighting for it, we have appealed, [Foreign Speech] we have filed and [Foreign Speech] it's not alone on me, [Foreign Speech] and everyone has filed a complaint regarding that, and [Foreign Speech]

Vaibhav Jain - Analyst, Nucleus Capital
Okay, and sir battery [Foreign Speech].

Kunal Arya - Managing Director, Zelio E-Mobility Limited
[Foreign Speech]

Vaibhav Jain - Analyst, Nucleus Capital
[Foreign Speech] Because we are compliant. [Foreign Speech]

Kunal Arya - Managing Director, Zelio E-Mobility Limited
We have fulfilled all the compliances sir [Foreign Speech]

Vaibhav Jain - Analyst, Nucleus Capital
answer we bear the battery warranty cost because you are importing so either we are bearing if there is any issue and the supplier supplier

Kunal Arya - Managing Director, Zelio E-Mobility Limited
is also supporting and we are also bearing some but [Foreign Speech]

Vaibhav Jain - Analyst, Nucleus Capital
okay answer

Kunal Arya - Managing Director, Zelio E-Mobility Limited
Yes sir.

Vaibhav Jain - Analyst, Nucleus Capital
So what was the purpose of this sir?

Kunal Arya - Managing Director, Zelio E-Mobility Limited
Sir [Foreign Speech] but we have no motive of borrowing. For future we have increased [Foreign Speech] one time for future perspective.

Operator
Ladies and gentlemen we will take that as the last question for today. I would now like to hand the conference over to Ms. Falguni Attara for the closing remarks.

Falguni Atara - Moderator, Hem Securities Limited
Hello?

Operator
Yes, ma'am, please go ahead.

Falguni Atara - Moderator, Hem Securities Limited
Yeah, thank you so much, everyone. So on behalf of InSecurity, I would like to sincerely thank you, Kunal ji, for taking the time to join this call and responding all the queries in such a detailed and insightful manner. I would also like to thank all the participants for joining this call and for their active participation. So thank you very much for joining this.

Operator
[Operator Closing Remarks]