



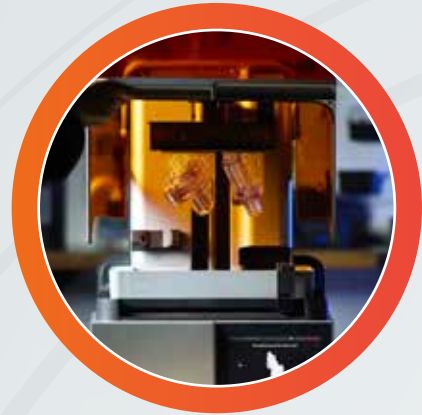
# WOL 3D INDIA LTD

INVESTOR PRESENTATION

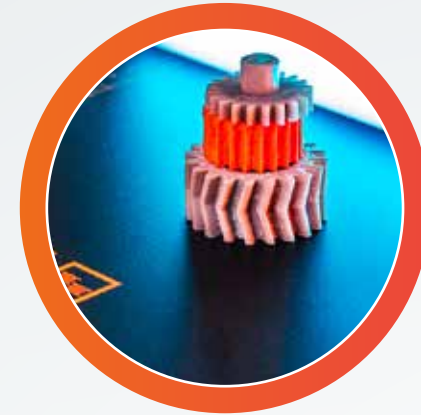


Book Running Lead Manager  
**Hem Securities**

# Company Overview



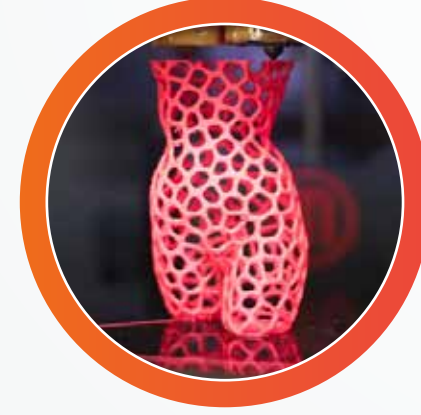
In the business of providing 3D Printing solutions enabling easier prototyping finding its application in various sectors like manufacturing, education, engineering, architecture, interior designing, fashion designing, product designing, medical, dental etc



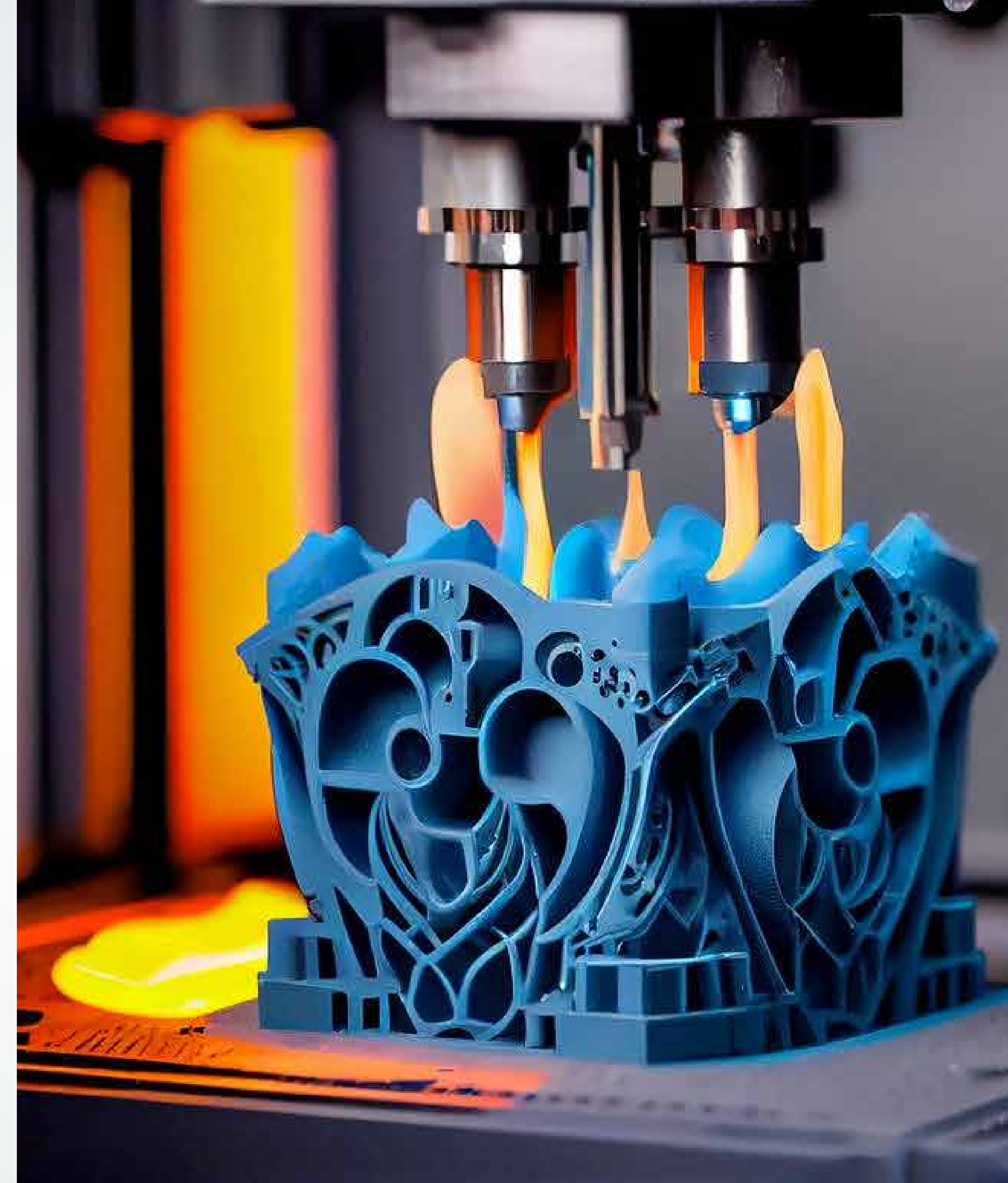
Manufactures thermoplastic filaments used in 3D printers made from Acrylonitrile Butadiene Styrene (ABS) and Polylactic Acid (PLA) plastic



Company's manufacturing facility is located in Bhiwandi, Maharashtra. We have 4 branch offices in Delhi, Hyderabad, Bangalore, and Mumbai, and 5 franchisee offices in Pune, Chennai, Coimbatore, Rajkot, and Nagercoil. Additionally, we have built 3D Printing Experience Centres at all these locations.



Products are sold through experience centres, e-commerce platforms such as Flipkart, Jiomart, Firstcry, Indiamart, Snapdeal, Moglix, and Amazon, and retail chains like CROMA and Crosswords.



# ■ Bridging Ideation And Manufacturing With Cutting-edge 3D Printing Solutions

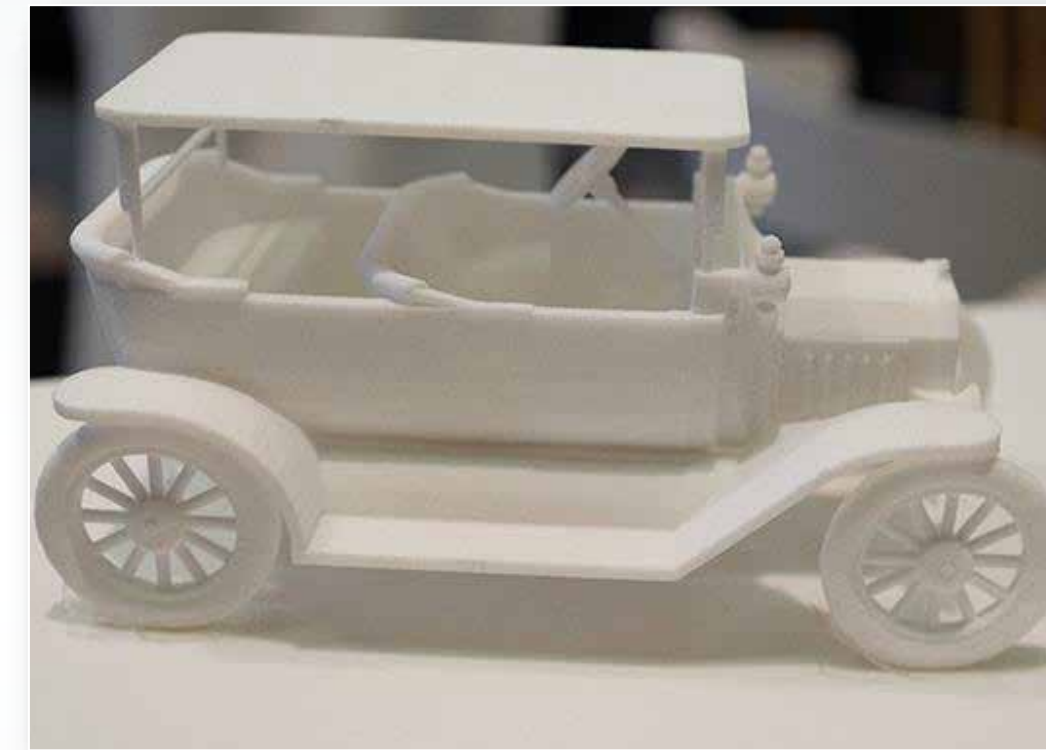
## PRODUCT PORTFOLIO



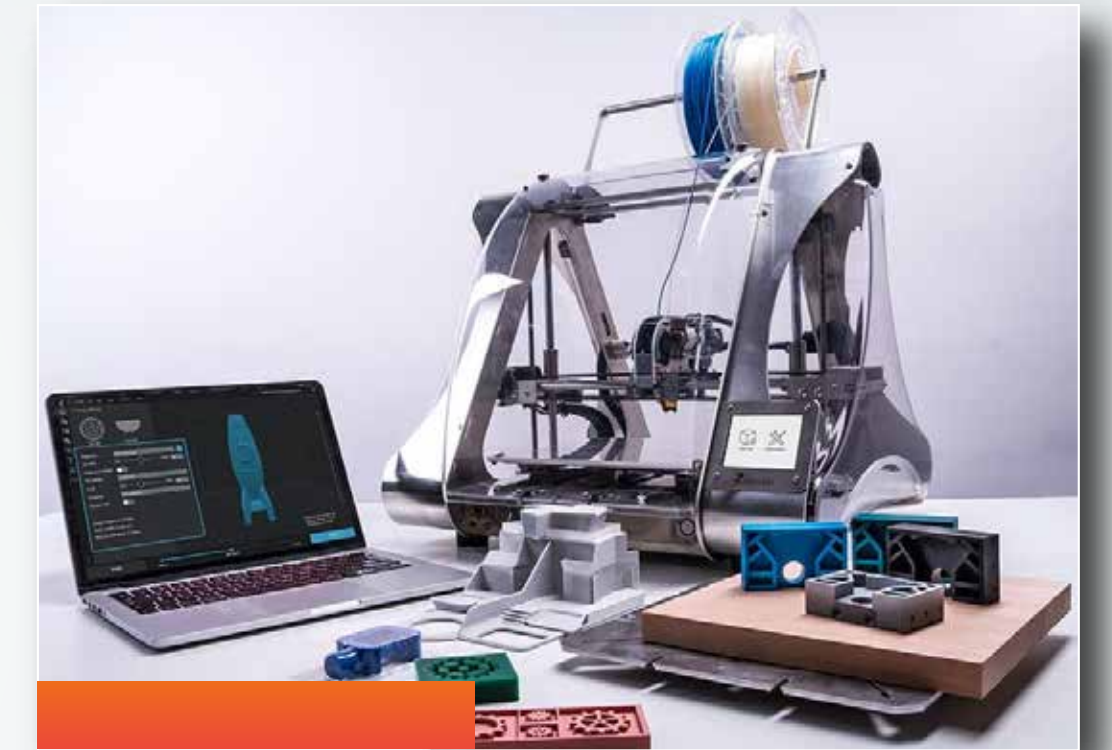
**HARDWARES**



**CONSUMABLES**



**PROTOTYPING SERVICES**



**OTHER SERVICES**

Seamless additive manufacturing with minimal waste and lower costs, supported by partnerships with leading international 3D printer brands.

# Product Portfolio: Hardwares

## 3D PRINTERS



## 3D PENS



I touch pace



I touch Play



I touch Prime



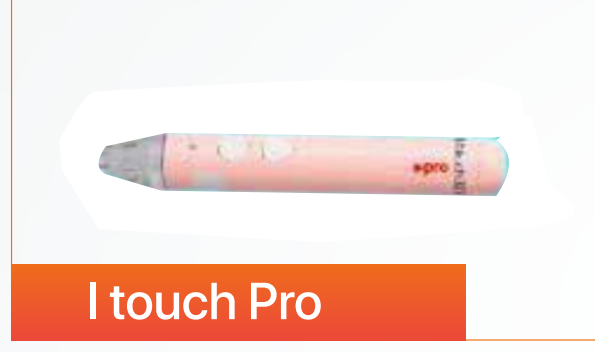
I touch Plus



I touch



I touch Signature



I touch Pro

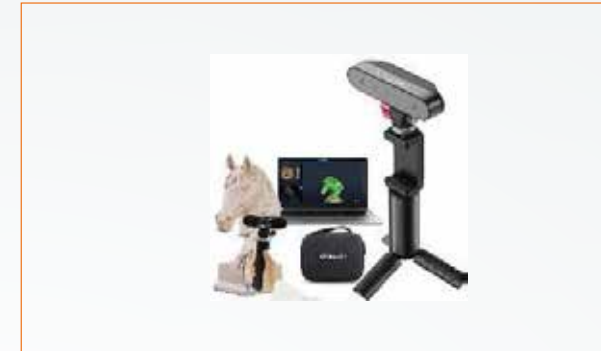


I-Tech



I-Tech

## 3D SCANNERS



## LASER ENGRAVERS



# Product Portfolio: Consumables

## 3D FILAMENTS



## 3D RESINS



- High transparency resin
- Wax Like Resin, Dental Resin



- Engineering
- Pro Resin Glow in the dark

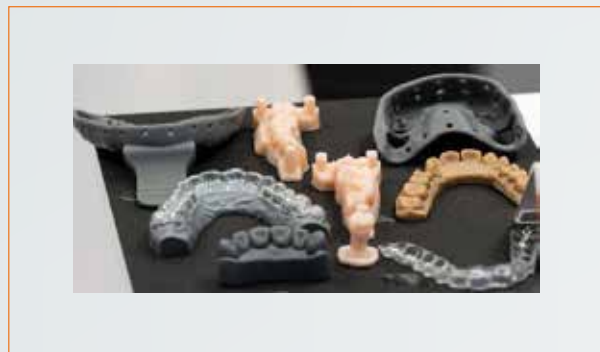


- Castable Resin
- Water washable

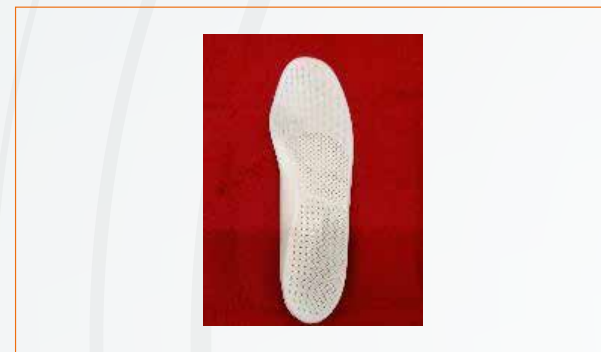
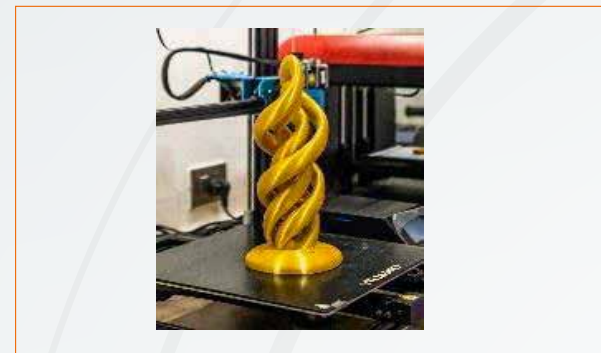


# Product Portfolio: Prototyping & Other Services

## SLA PROTOTYPING



## FDM PROTOTYPING



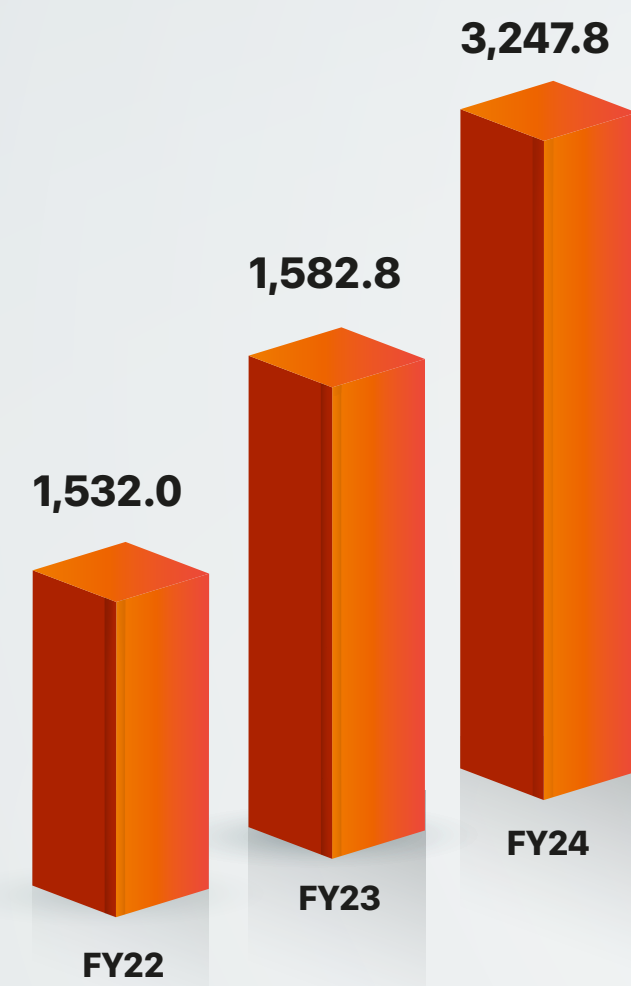
## SLS PROTOTYPING



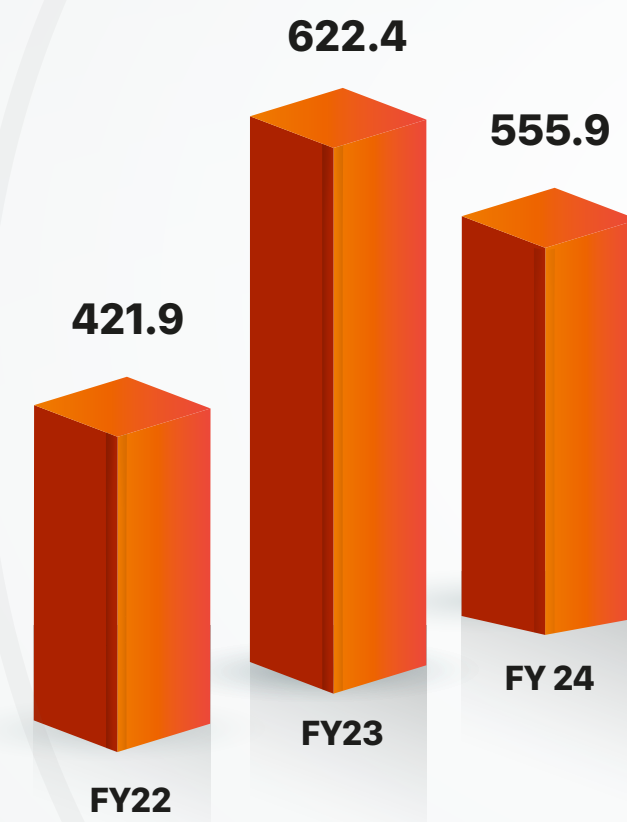
# Product Wise Revenue Bifurcation

₹ in Lakhs

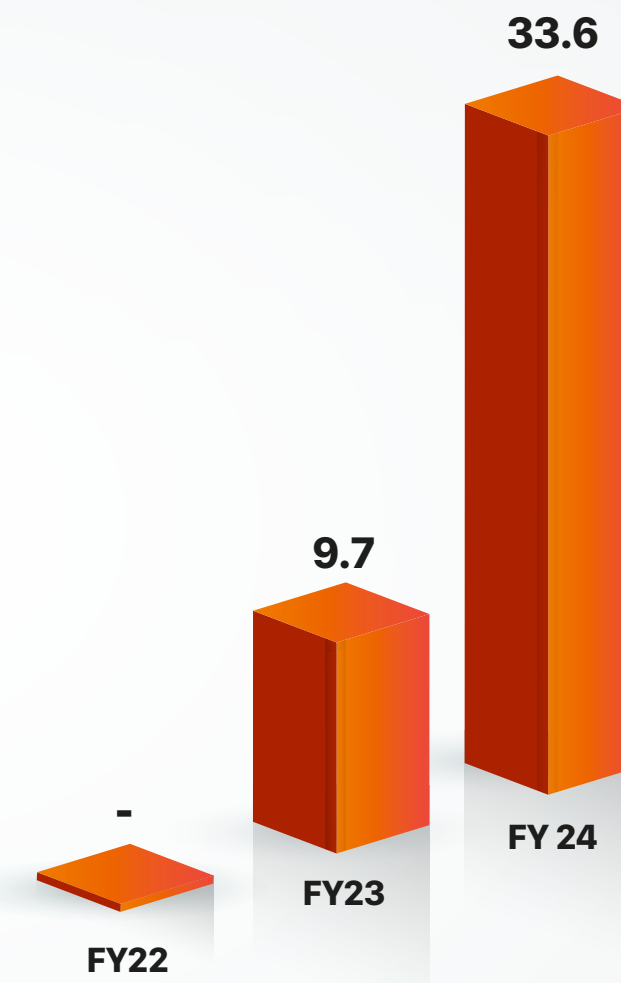
## Hardware



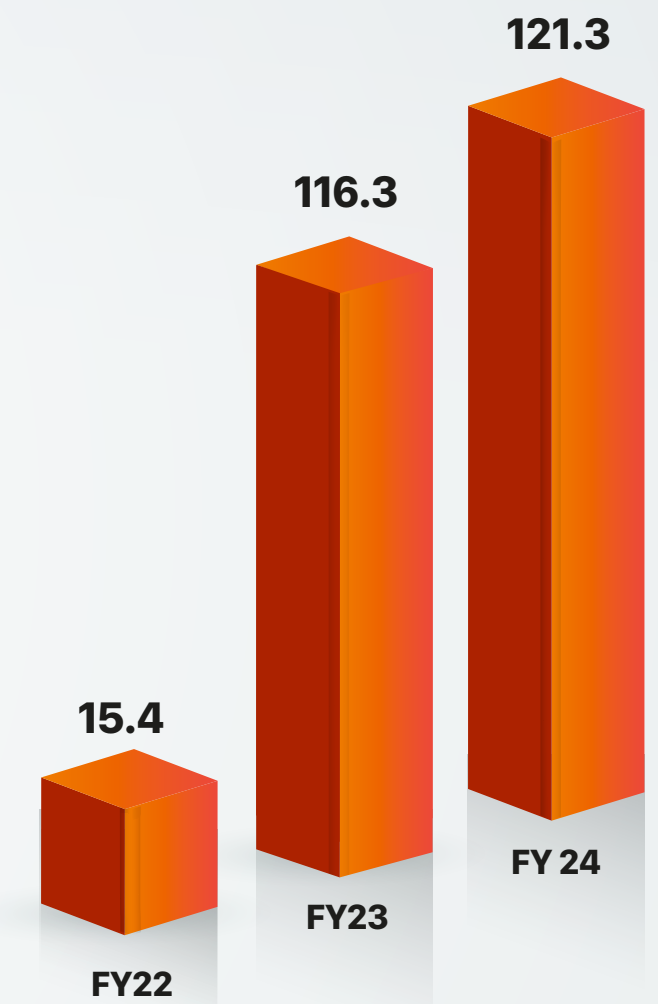
## Consumables



## Prototyping Services

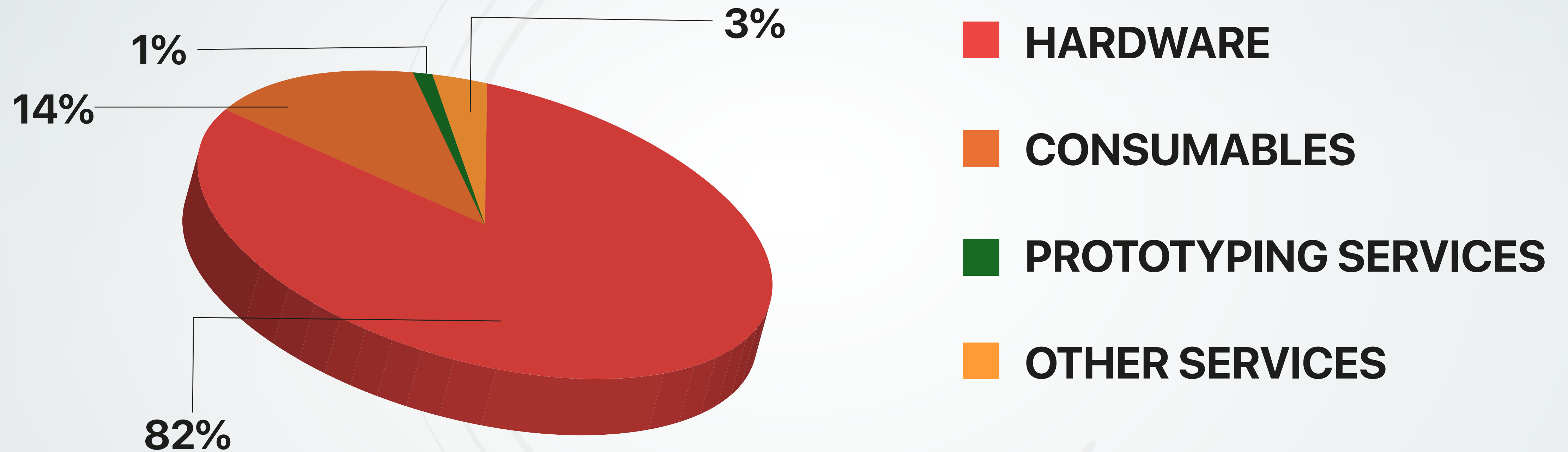


## Other Services



# Product Wise Revenue Bifurcation

## REVENUE BIFURCATION – FY 24



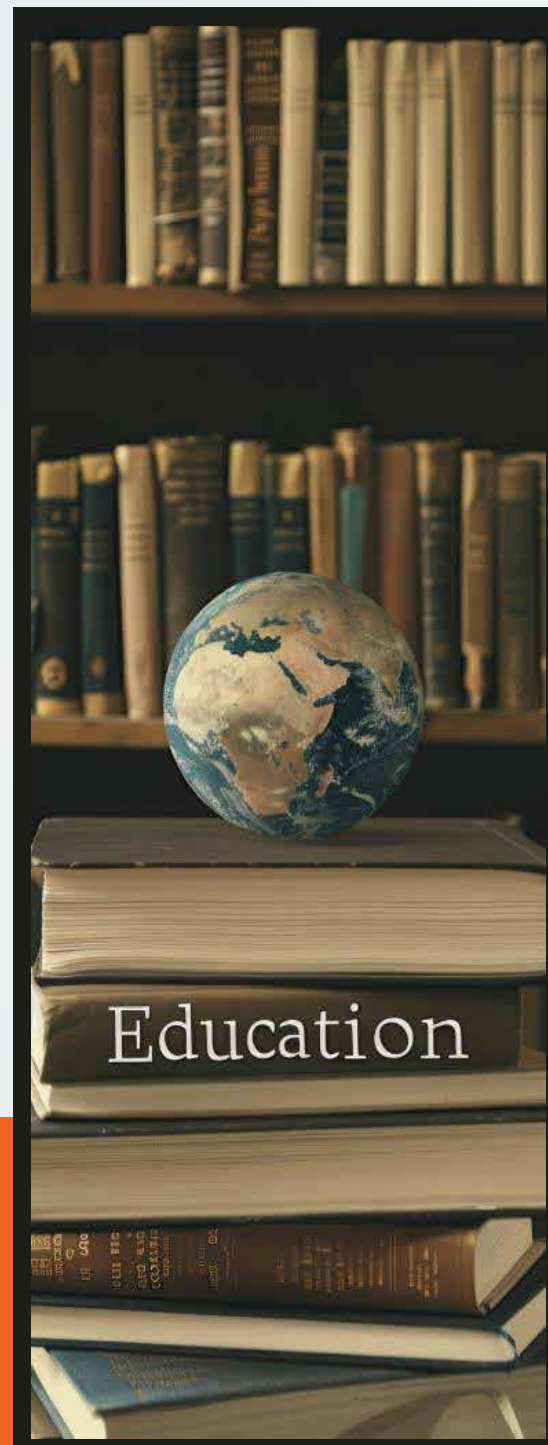


# 3D Printing Solutions Find Applications In These Sectors



**MANUFACTURING**

**EDUCATION**



**ARCHITECTURE**

**INTERIOR  
DESIGNING**



**FASHION  
DESIGNING**

**MEDICAL**

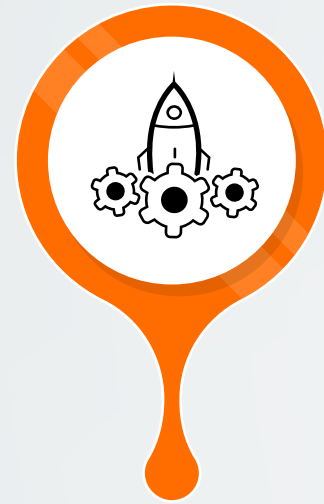


**ENGINEERING**

# Key Milestones

2019

- Started the business of 3D Printing Solutions.
- Launched products on Amazon Store
- Started sales through own website under the Brand name of WOL3D
- Authorized as brand agent for the Creality 3D Printers



2020

- Set up own 3D Filament manufacturing plant
- Received ROHS and CE certification
- Launch of itouch Brand – 3D Pen
- Launch of Ganesha 3D Pen



2021

- Launch of Hismart Brand –3D Printer



2022

- We set up 1st sustainable 3D Printing Experience centre in Mumbai



2023

- Conversion of Wol 3d India Private limited to Wol 3d India limited.
- Company was aired on Shark Tank India Season 2



# Competitive Strengths

## Established 3D Printing Ecosystem

- One stop solution for just everything about Printing technology all under one roof.
- Co-branding initiatives as distributors for products of various international companies like: Flashforge Corporation, Creality, Bambu lab, Phrozen Techy

## Dedicated After-Sales Network

- Customer Support Team addressing troubleshooting, training or installation of 3D printer, scanners or any spares required to be replaced in product
- Offer after sales through various channels, including phone, email, live chat through Interactive voice response service (IVR) etc.

## Established Filament Manufacturing Capability for Efficient Backward Integration

- Bhiwandi, Maharashtra is accredited with ISO 9001:2015 for quality management system, ROHS, CE Certificate and it has production capacity of 144 tonnes per annum.
- The backward integration of manufacturing facility has reduced dependence on third party suppliers for raw materials..

## Experienced Promoter and Management Team

- Promoters sought advantage of an early entrant in the 3D printing industry
- Dedicated management team with a strong understanding of the industry that enables us to effectively identify and take advantage of market opportunities..

## Consistent Focus on Quality

- Focus on quality is maintained at all stages right from the scing of raw materials, which is undertaken from manufacturers to the product manufacturing and assembly stage, which is subject to a rigorous review and monitoring process undertaken at manufacturing facilities.

# Business Strategies

## Increase Geographical Reach and Expand Addressable Market

- Continually seek to enhance addressable market through network of resellers.
- Intend to expand franchisee business model and develop distributors and dealers across the country
- Optimization of online presence, including e-commerce platforms and digital marketing
- Intend to add a greater number of experience centre in newer offices across India to facilitate client's engagement

## Capitalize on Indigenization, Commercialization and Policy Initiatives in the Industry

- Support 'National Strategy on Additive Manufacturing.
- Engage with Atal Innovation Mission and state government projects.
- Partner with centers of excellence and government programs.

## Scale Up Branding, Promotional, and Digital Activities

- Continue to enhance brand awareness and customer loyalty through promotional and marketing efforts substantially increasing digital presence and engagements.
- Intend to continue offline and online marketing initiatives including in-shop displays, distribution of freebies, marketing at platforms of Indiamart, Justdial, Google Adwords etc, social media branding at Facebook, Instagram and by way of unboxing videos on Youtube etc.

## Continue to Strengthen Existing Product Portfolio

- Consistently focused on expanding and optimising our product range to offer utility, a range of features and value for money.
- Intend to add products from various other international brands to become Indian Distributors for them and meet customer demands.
- Increase in -house manufactured products to reduce reliance on traded items.

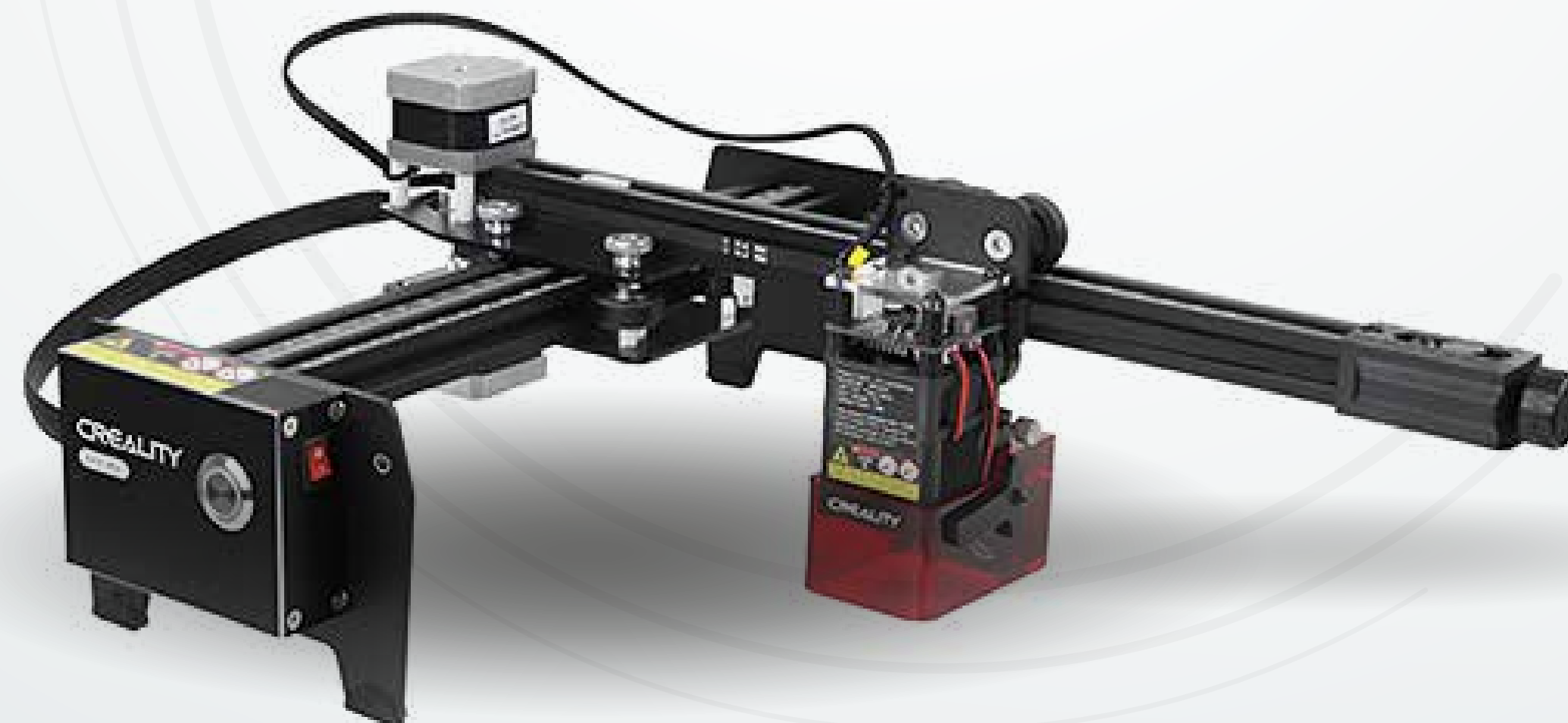
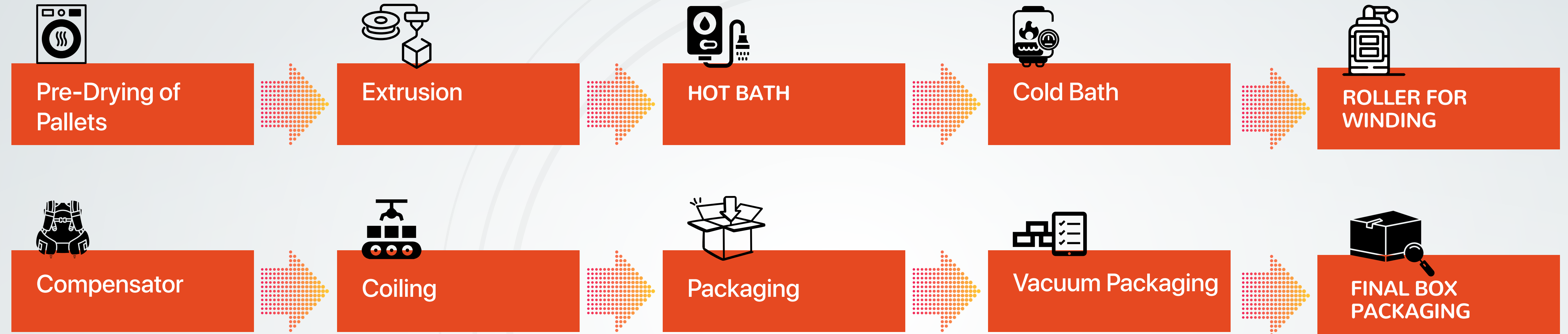
## Continue to expand our manufacturing facility and invest in additional plant and machinery and increase backward integration in the plant

- Increase manufacturing capacity with a new filament extrusion line, raising total capacity to 288 tons.
- Invest in new plant machinery to improve production efficiency and reduce costs.
- Enhance backward integration to lower dependency on third -party suppliers and improve margin control.

## Continue to Strive for Cost Efficiency

- Focus on cost management through in -house integrated manufacturing, strategic supplier negotiations, and efficient inventory management.
- Invest in employee training to enhance skills, productivity and operational efficiency.
- Economies of scale will also enable company to continuously improve operational efficiencies

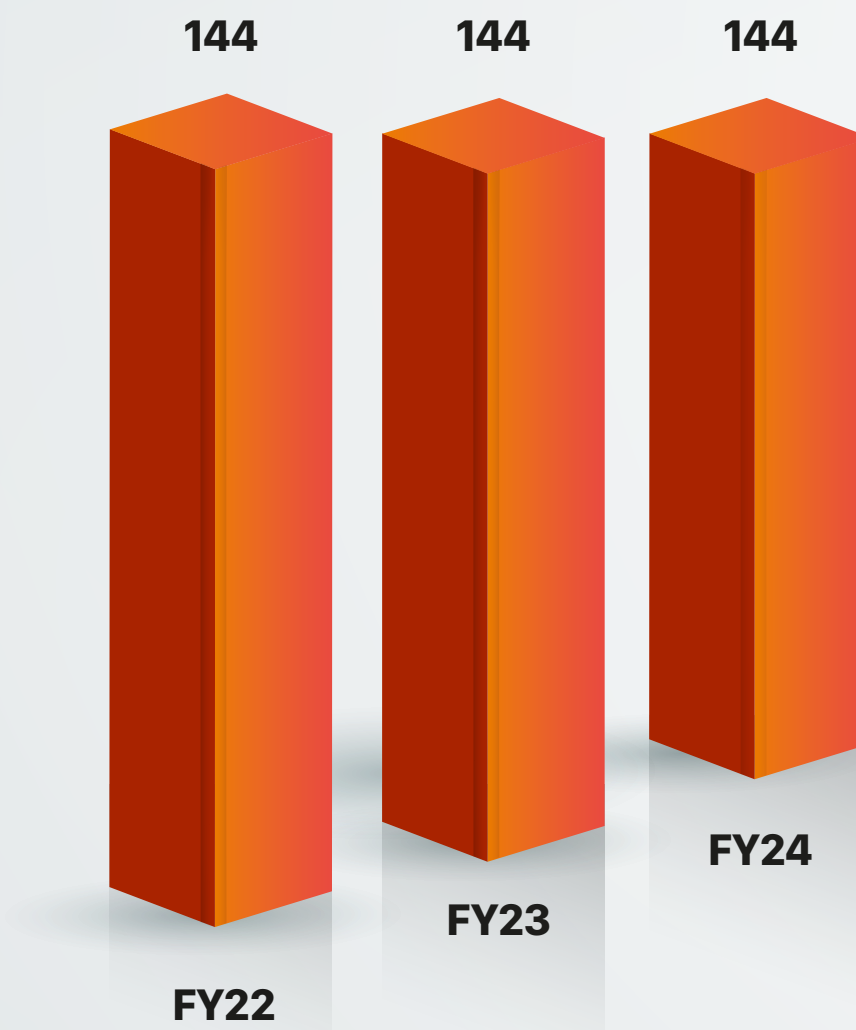
# Manufacturing Processes Of Filaments



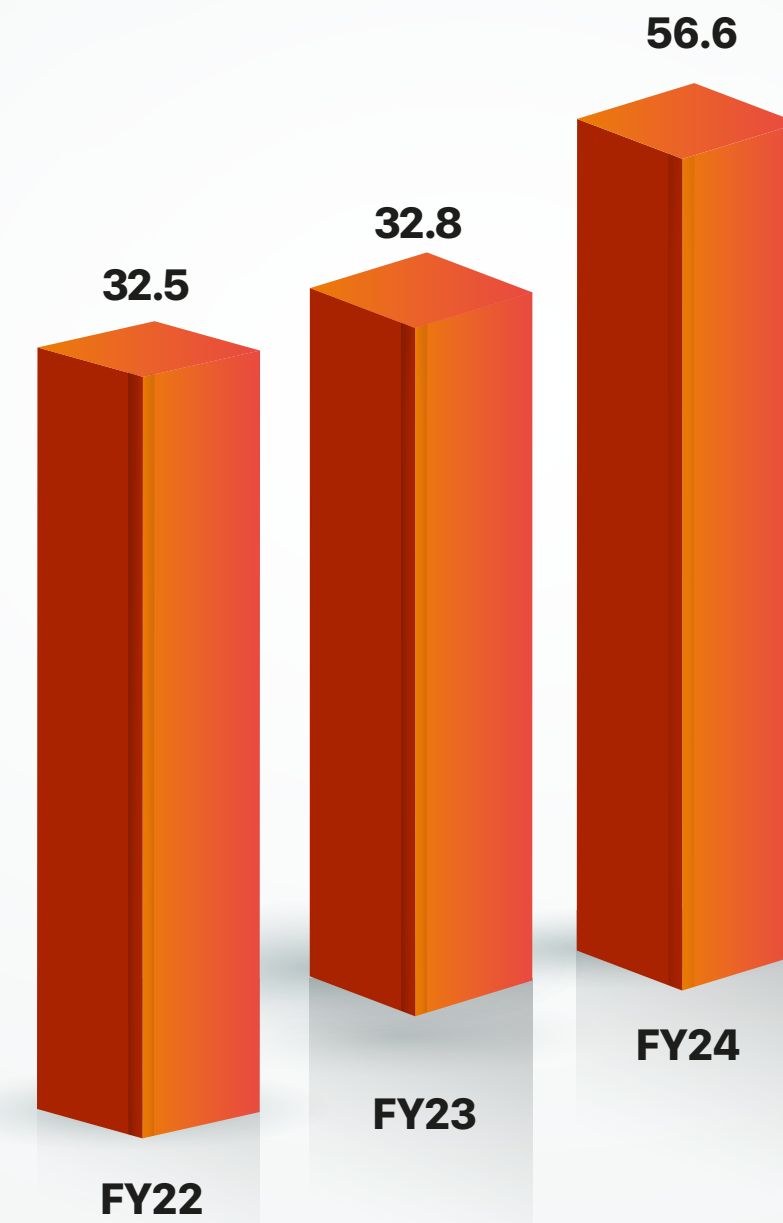
# Capacity Utilization-3D FILAMENT

In Tonnes (Except %)

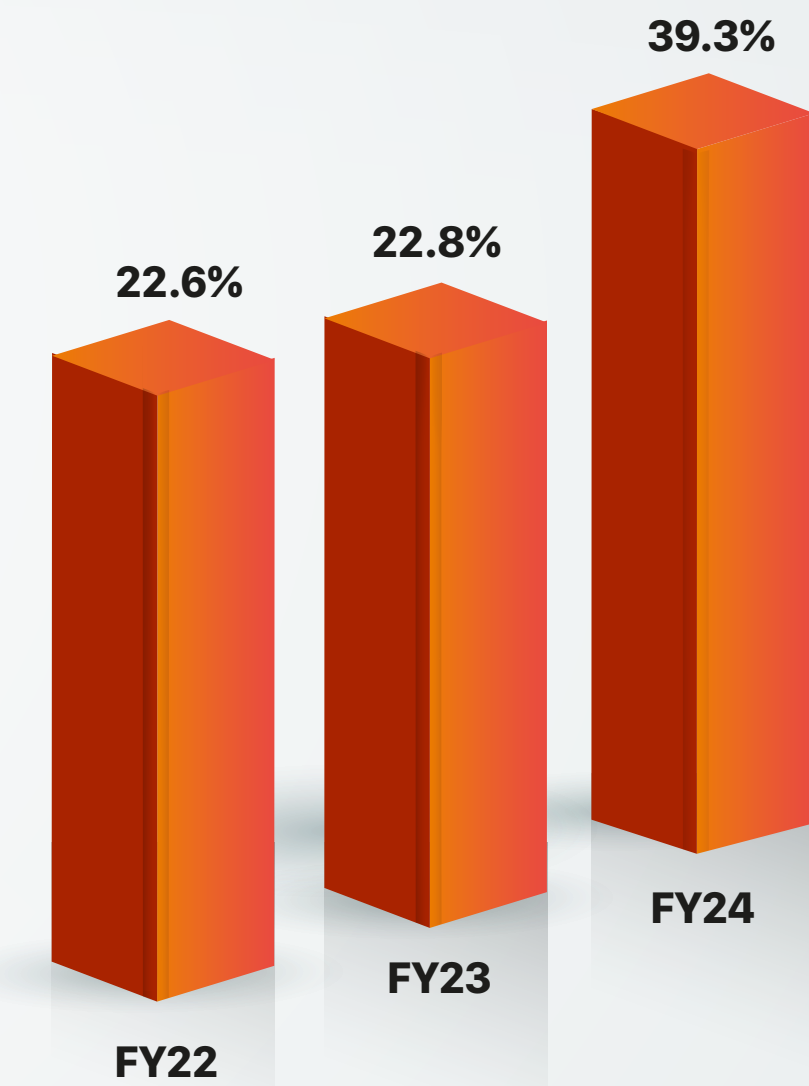
### Installed



### Actual Production

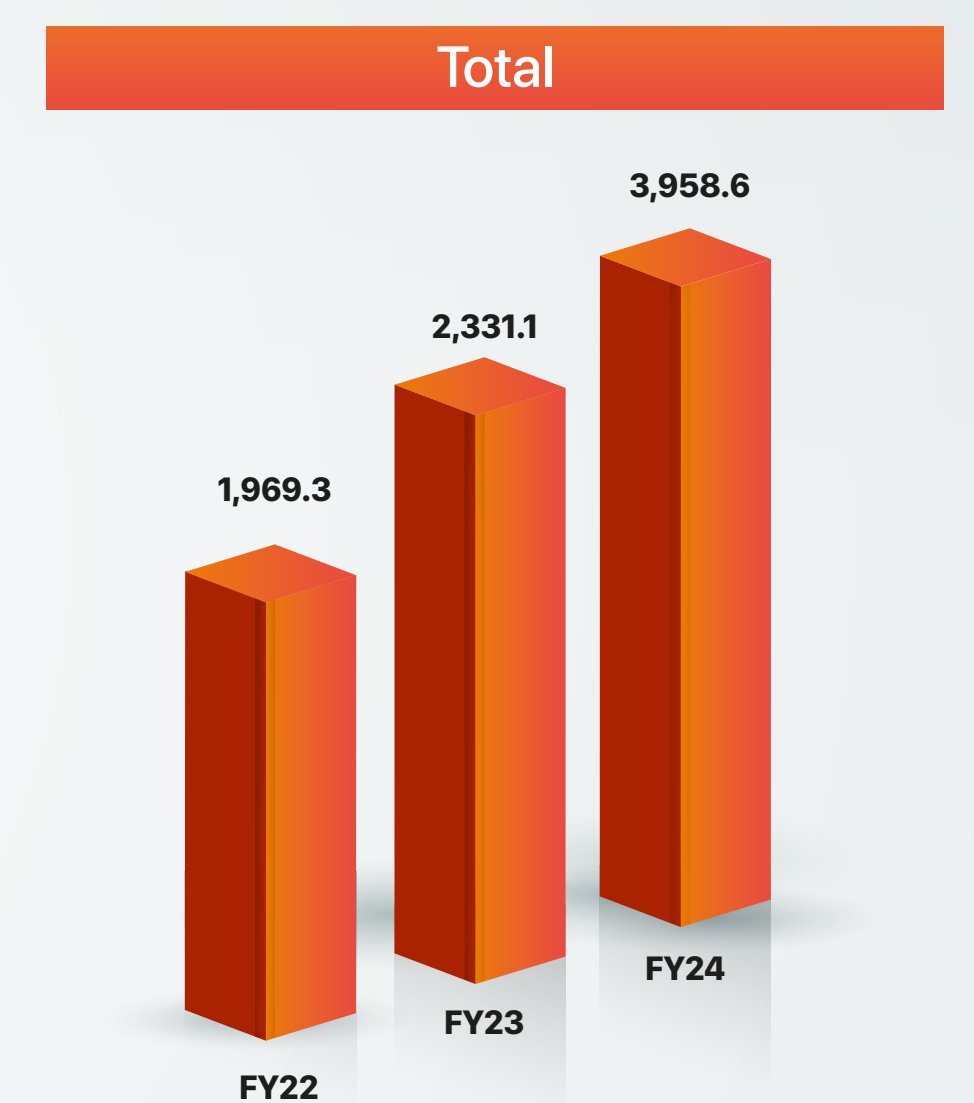
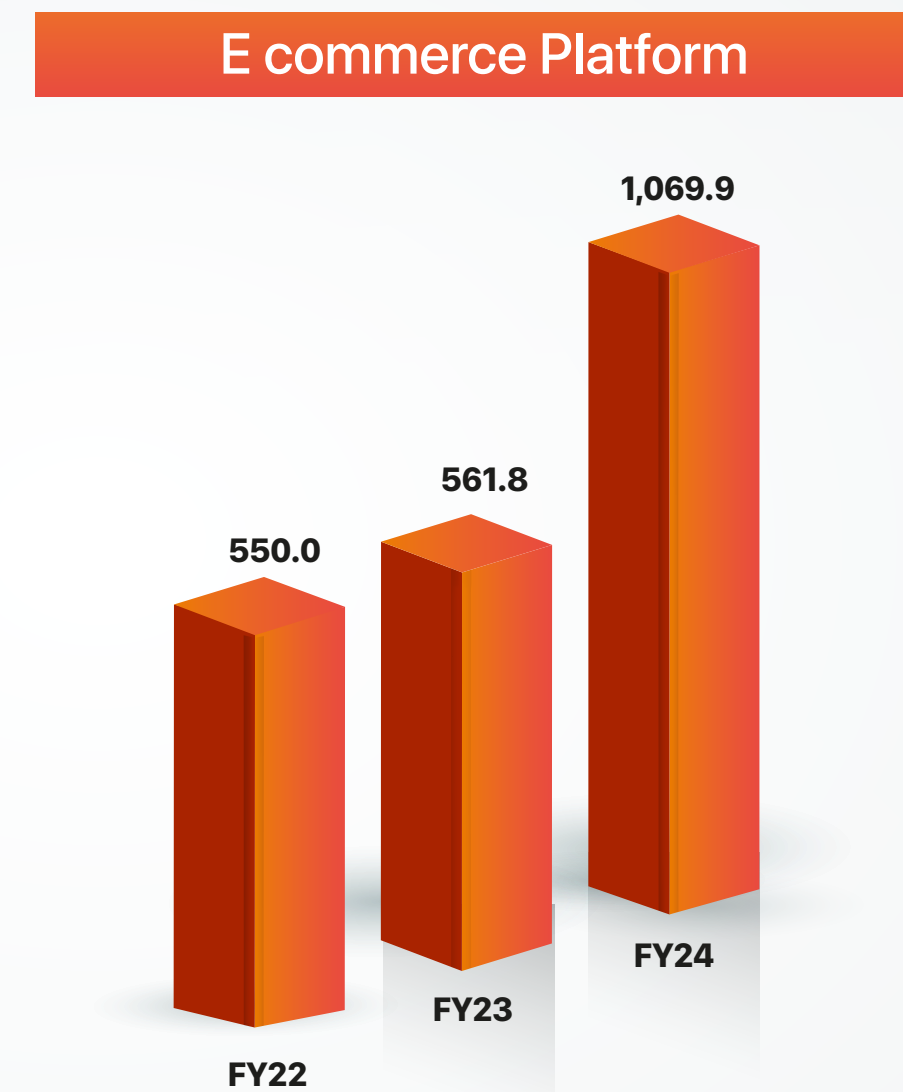
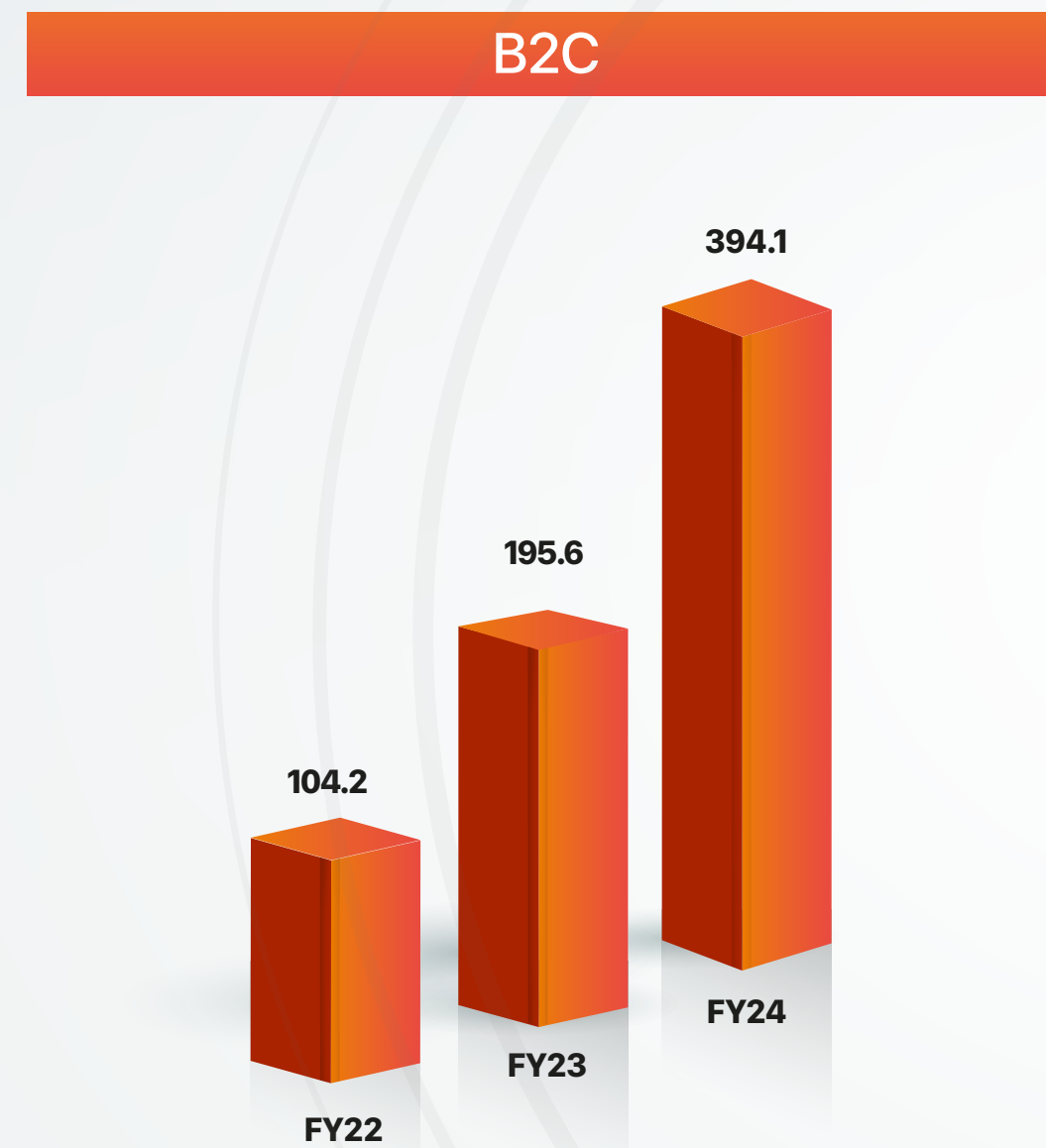
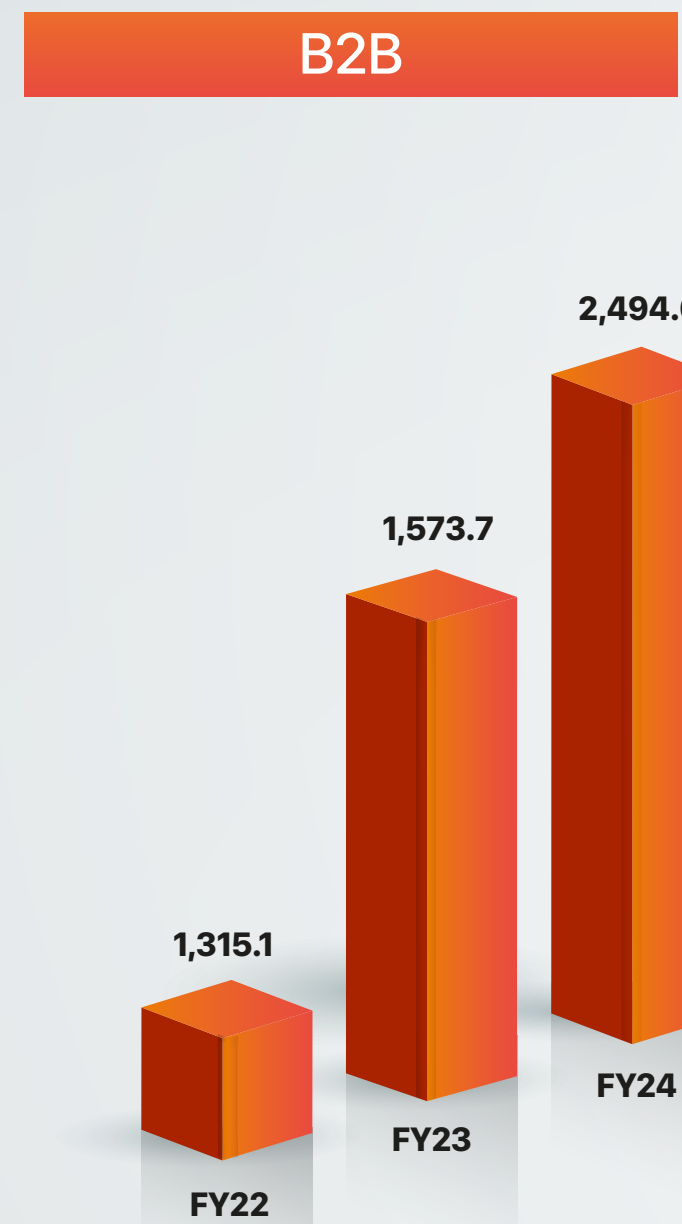


### Capacity Utilization



# Revenue Bifurcation – Customer Segment

Rs. in Lakhs



# Leadership Team



## Rahul Virendra Chandalia

Chairman and Managing Director

Post Graduate Diploma in Management from Prin. L.N. Welingkar Institute of Management Development & Research (We School), Mumbai(2011).

**13 years** of total experience

Former Sales and Procurement Head at Rahul Rayon.

With the company since 2019

Responsible for financial affairs and compliance management.

## Saloni Rahul Chandalia

Whole Time Director & CFO

Master of Management Studies in Finance from Prin. L.N. Welingkar Institute of Management Development & Research (We School), Mumbai (2010).

**13 years** of total experience

Proprietor of Ubercool Gifting Solutions since 2013.

With the company since 2019

Responsible for financial affairs and compliance management.

## Pradeep Shripal Jain

Whole Time Director

B.Com from Sydenham College of Commerce and Economics, Mumbai (2002).

**Two decades** of experience in the electrical sector.

Formerly associated with Bhavya Lights, a proprietorship firm.

Responsible for Human Rescues and after-sales services in the company.

Successfully expanded the company's customer base under his leadership.

## Swati Pradeep Jain

Non-Executive Director

Bachelor of Arts from the University of Mumbai (2005).

Three years of experience with Amisha Impex Pvt Ltd.

Experienced in the textile and fashion industry.



# Industry Overview

## ADDITIVE MANUFACTURING (3D PRINTING)

### Next Generation Digital Manufacturing

Additive Manufacturing (AM), also known as 3D printing, creates objects layer by layer, offering design freedom, shape optimization, reduced timeto-market, and lower capital expenditures. AM is pivotal in the Industrial Revolution 4.0, transforming manufacturing processes globally

### India's Opportunity in AM

India is poised to become a leading hub for AM with the adoption of the 'National Strategy on Additive Manufacturing' by the Ministry of Electronics and Information Technology (MeitY). This strategy aims to:

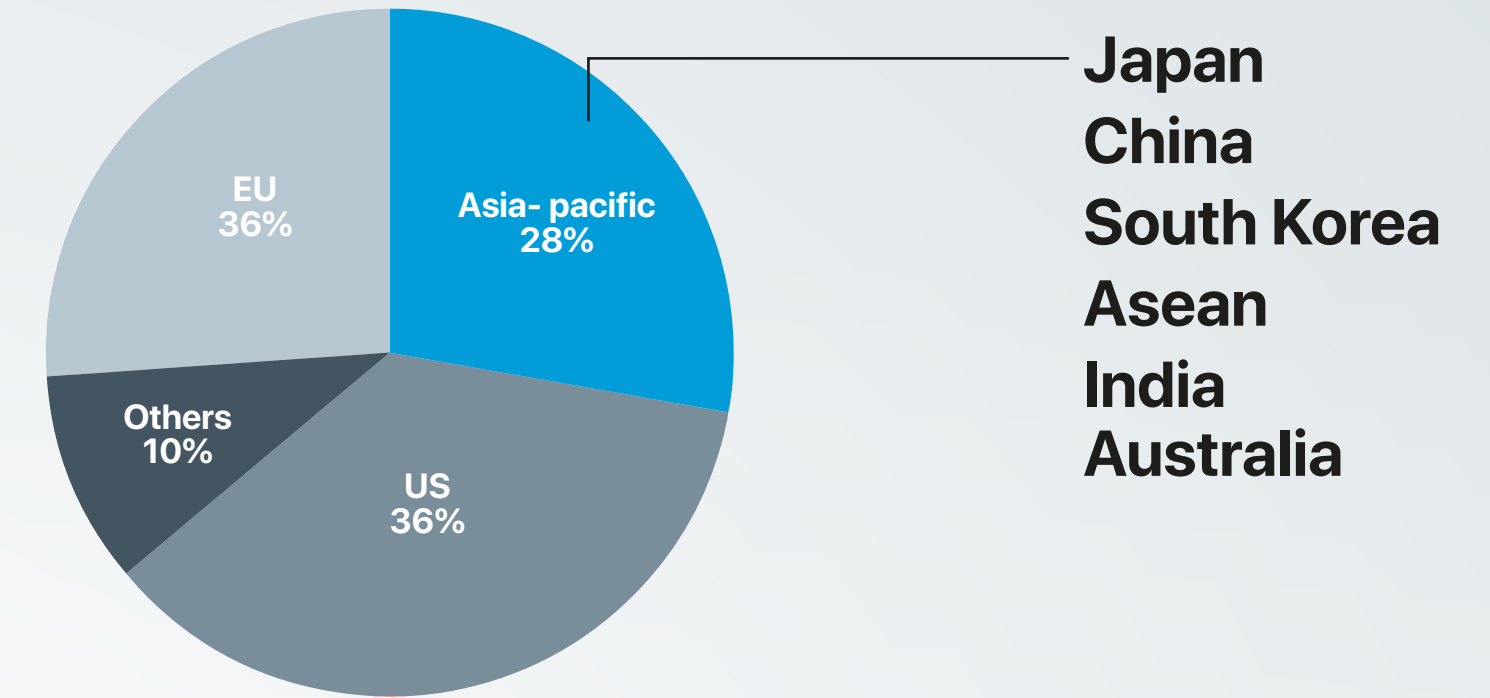
- Capture 5% of the global AM market within three years.
- Add \$1 billion to India's GDP.

### Global and National Context

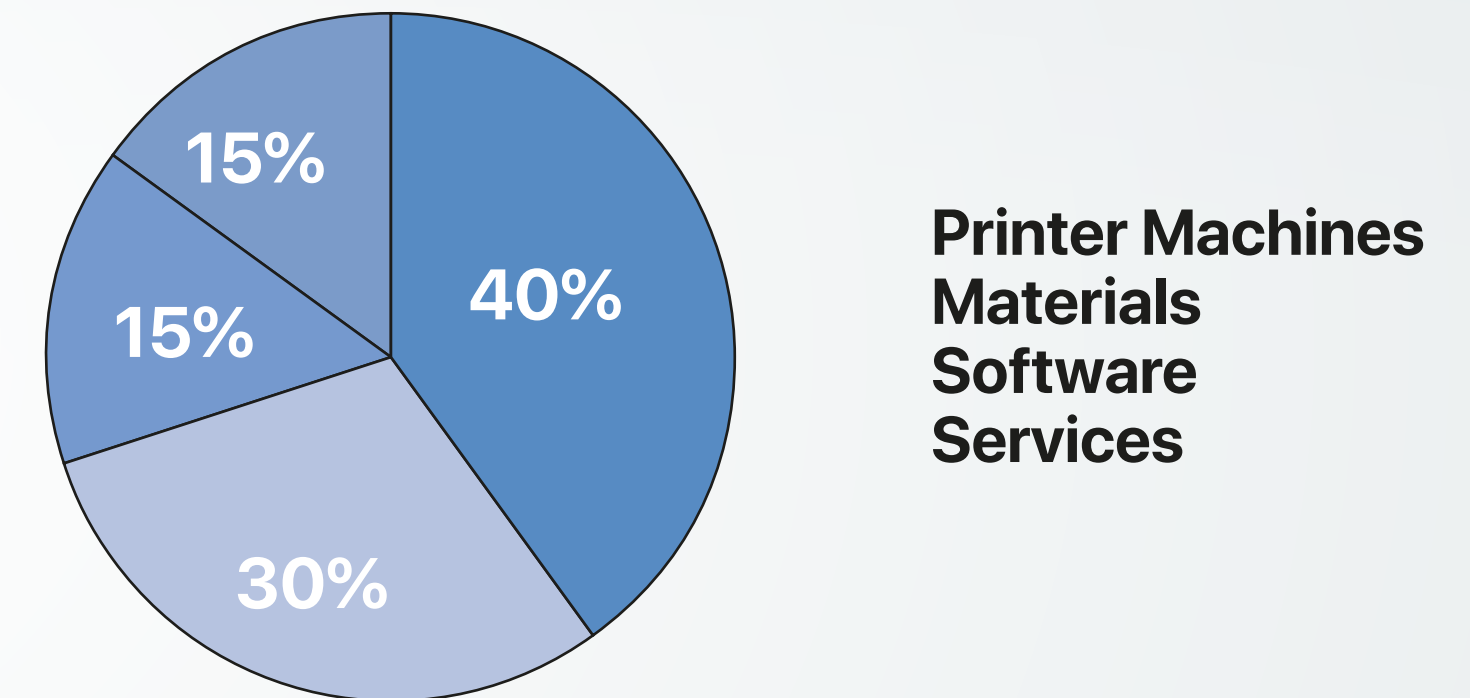
- The global AM market, valued at over \$7 billion in 2017, is projected to reach \$35.6 billion by 2023.
- The Indian government is taking significant steps, including initiatives like the Atal Innovation Mission and state-level collaborations, to foster AM adoption.

### Key Benefits and Goals

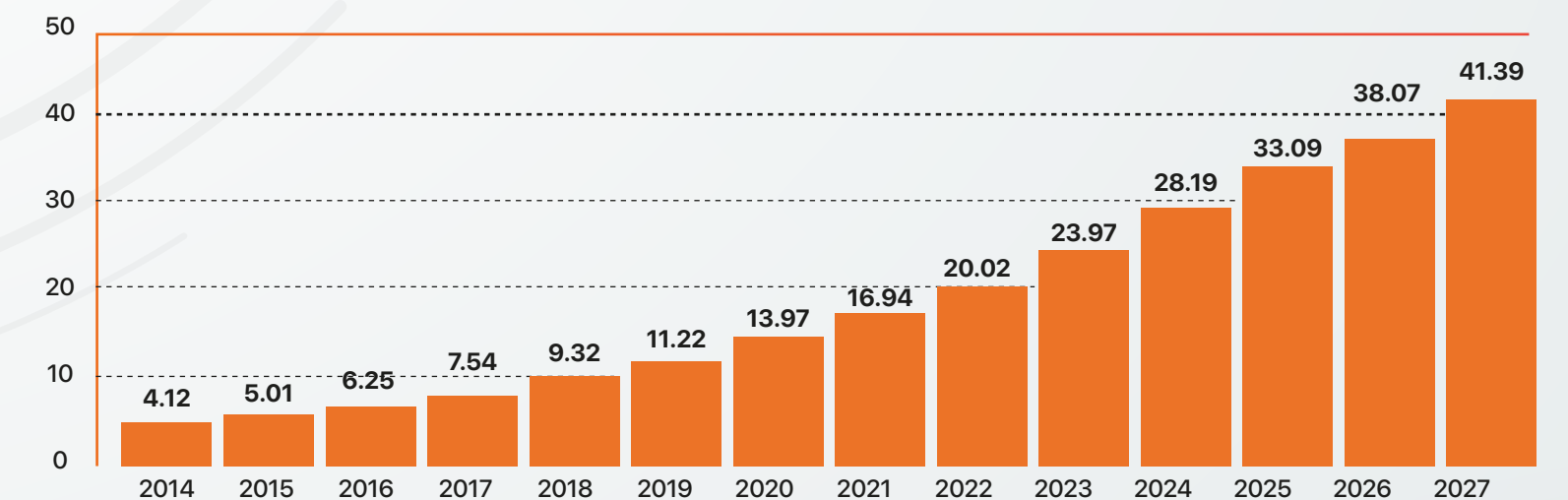
- Enhances design flexibility and manufacturing efficiency.
- Supports small and medium enterprises (SMEs) by simplifying supply chains and promoting innovation.
- Aims to create a conducive ecosystem for AM development and deployment.



Global Additive Manufacturing Market Distribution



Business wise Market Distribution



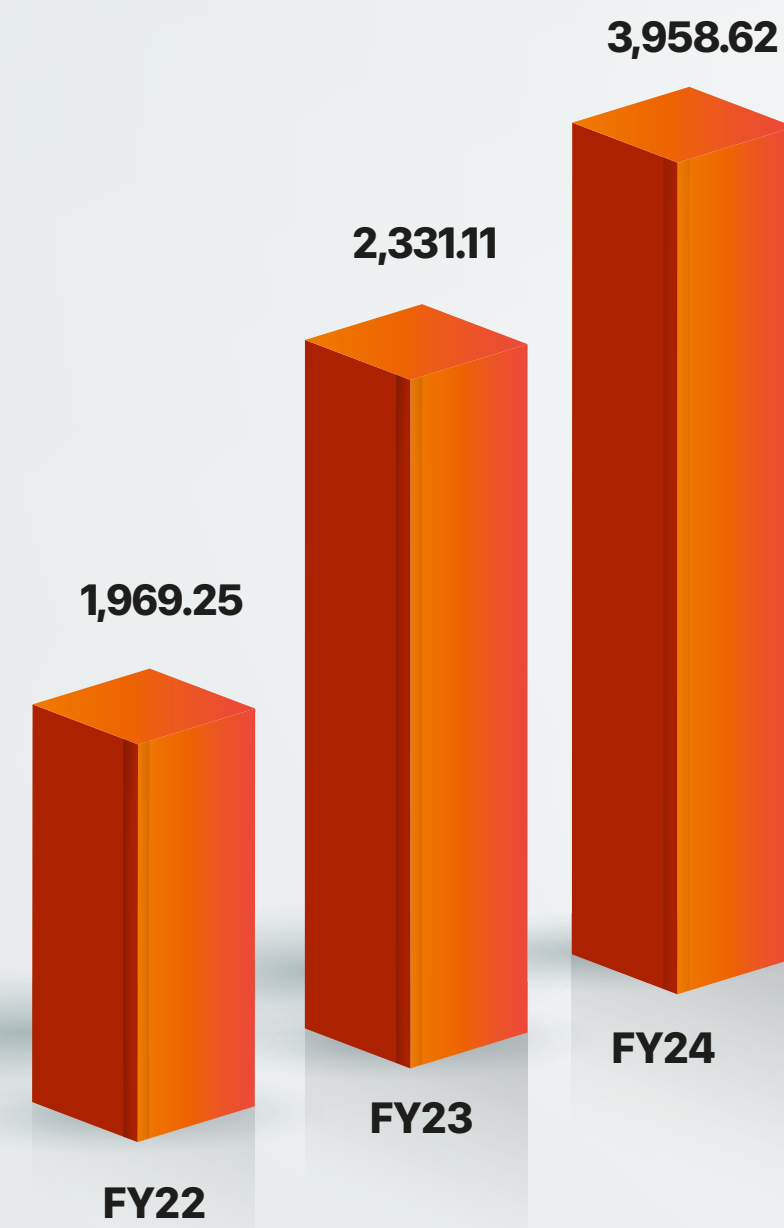
AM Market Growth ( Sector includes Hardware, Materials, Services, Software)

Growth path of Global Additive Manufacturing Market

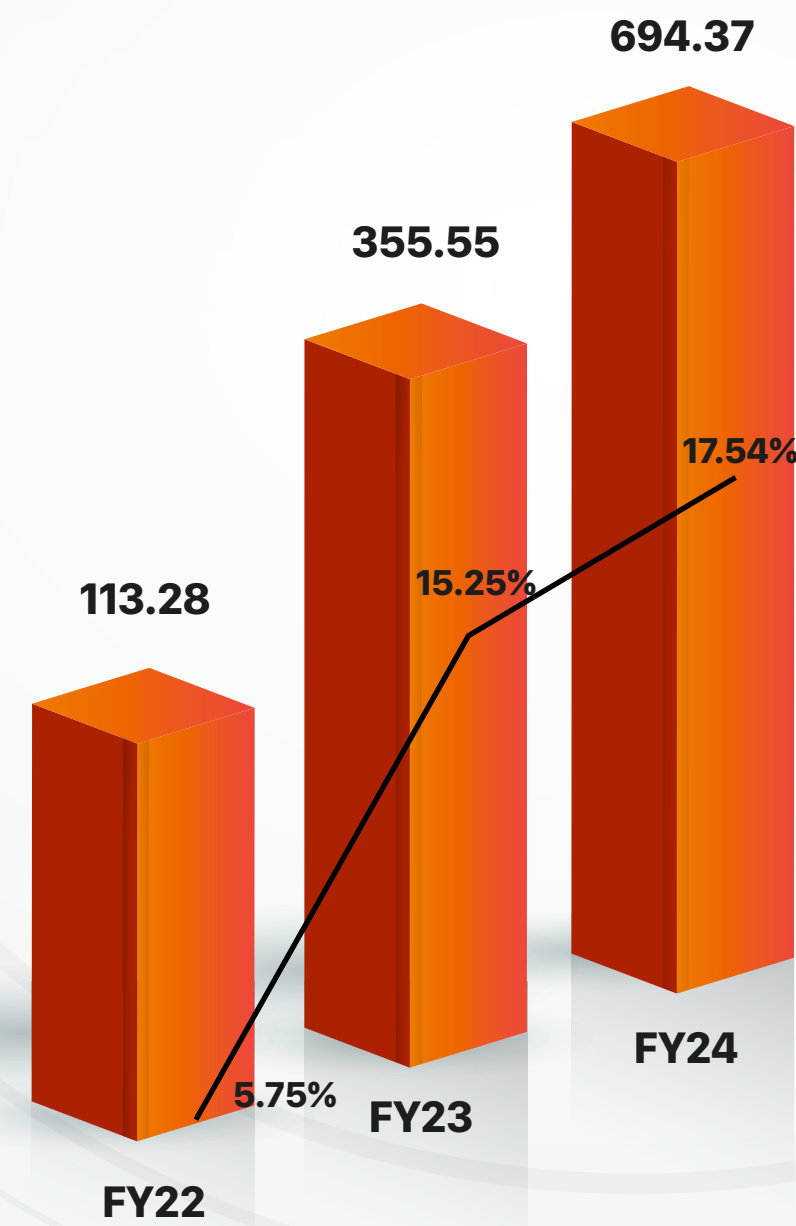
# Key Financial Metrics

Rs. in Lakhs

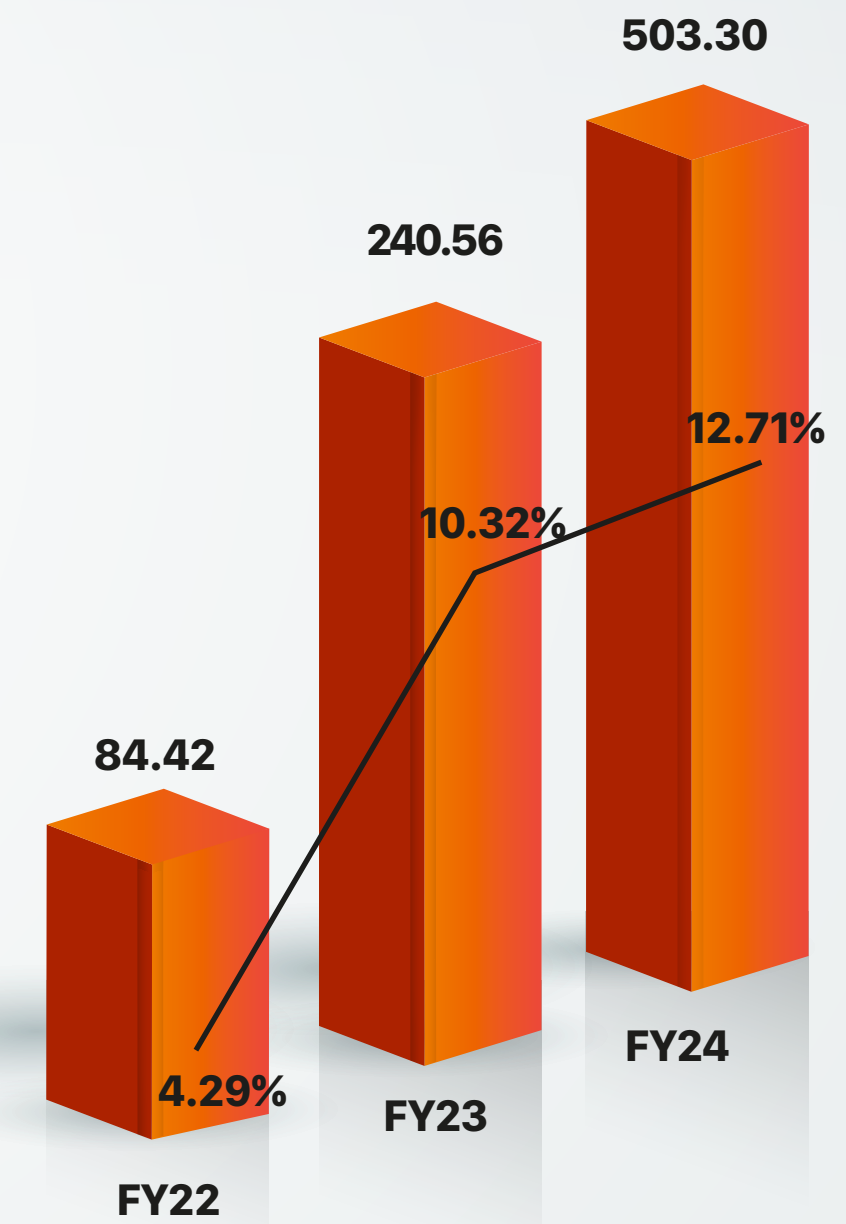
### Revenue



### EBITDA & EBITDA Margin(%)

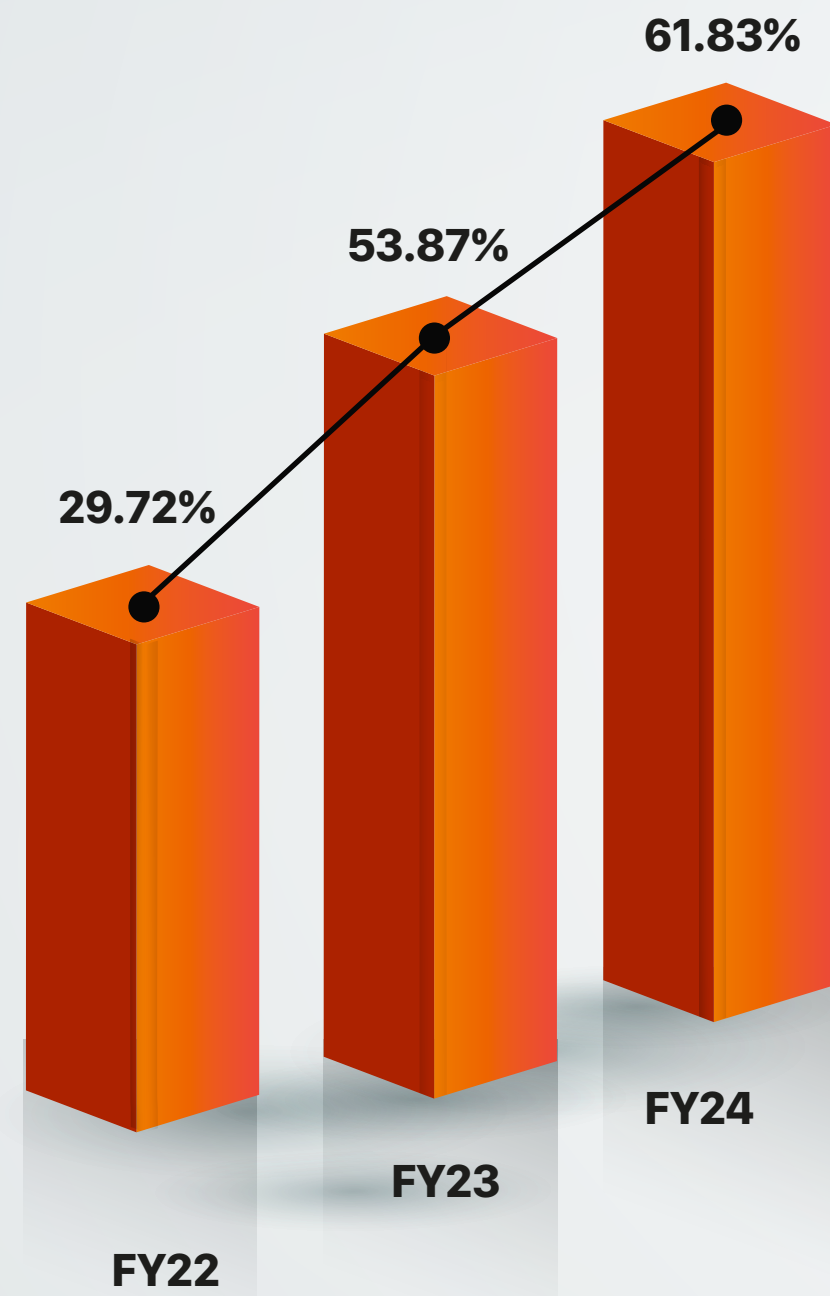


### PAT & PAT MARGIN (%)

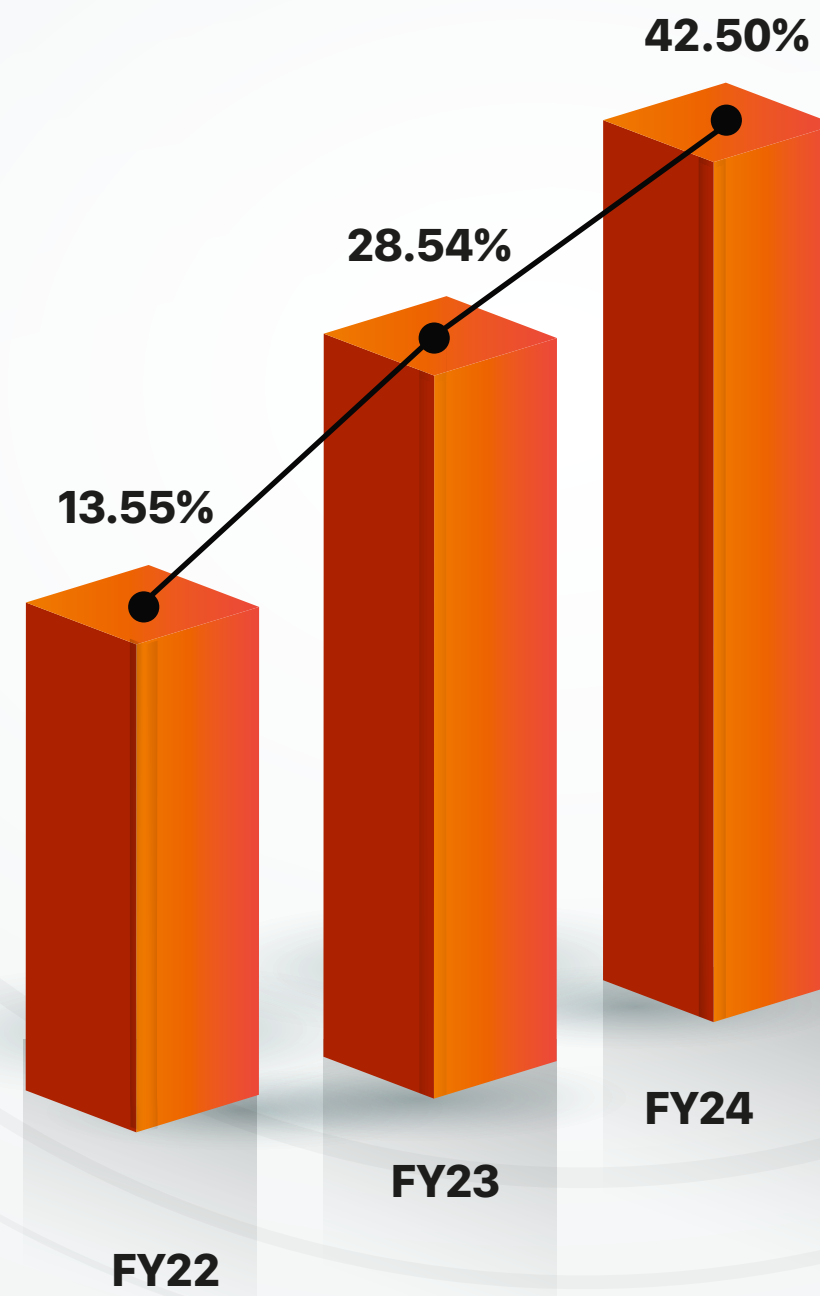


# Key Financial Metrics

ROE %



ROCE %



# Statement of Profit & Loss

(Amount in Rs. Lakhs)

Particulars	For the year ended March 31,		
	2024	2023	2022
Income:			
Revenue From Operations	3,958.62	2,331.11	1,969.25
Other Income	42.80	40.21	67.78
Total Income	4,001.43	2,371.32	2,037.03
Expenses:			
Cost of Material Consumed	210.08	92.35	77.68
Purchases of stock in Trade	2,989.86	1,496.61	1,550.52
Changes in inventories of finished goods	(688.06)	(20.87)	(243.32)
Employee benefit expenses	225.09	121.37	124.80
Finance Cost	50.21	26.53	51.21
Depreciation and amortization expenses	19.53	29.26	14.88
Others Expenses	521.64	285.81	343.70
Total Expenses	3,328.36	2,031.07	1,919.46
Profit before exceptional, extraordinary items and tax	673.06	340.25	117.57
Less: Exceptional Items	-	-	-
Profit before extraordinary items and tax (A-B)	673.06	340.25	117.57
Prior Period Items	-	-	-
Extra ordinary items	-	-	-
Profit before tax	673.06	340.25	117.57
Tax expense:			
Current tax	172.35	100.00	35.50
Tax Related to Earlier year	-	-	-
Deferred Tax	(2.59)	(0.31)	(2.35)
Profit/(Loss) for the period After Tax- PAT	503.30	240.56	84.42

# Statement of Assets & Liabilities

(Amount in Rs. Lakhs)

Particulars	As at March 31,		
	2024	2023	2022
<b>I. EQUITY AND LIABILITIES</b>			
(1) Shareholder's Funds			
(a) Share Capital	300.00	300.00	100.00
(b) Reserves and Surplus	761.22	266.80	226.25
(2) Share Application Money Pending Allotment	-	-	-
(3) Non-Current Liabilities			
(a) Long-Term Borrowings	344.16	348.41	364.24
(b) Deferred Tax Liability(Net)	-	-	-
(c) Long term provision	7.64	3.44	1.92
(d) Other long-term Liabilities	-	-	-
(4) Current Liabilities			
(a) Short Term Borrowing	228.45	330.57	145.54
(b) Trade Payables			
- For Micro, Small & Medium enterprises	-	-	-
- For Other than Micro, Small & Medium enterprises	509.88	-	71.79
(c) Other Current Liabilities	166.96	118.39	85.67
(d) Short-Term Provisions	137.97	23.26	7.21
<b>Total</b>	<b>2,456.27</b>	<b>1,390.88</b>	<b>1,002.62</b>

# Statement of Assets & Liabilities

(Amount in Rs. Lakhs)

PARTICULARS	As at March 31,		
	2024	2023	2022
<b>II.ASSETS</b>			
(1) Non-Current Assets			
(a) Property, Plant and Equipment and Intangible Assets			
(i) Property, Plant and Equipment	55.18	56.70	33.16
(ii) Intangible Assets	0.12	0.16	0.21
(ii) Capital Work In Progress	-	-	26.31
(b) Deferred Tax Assets (net)	6.24	3.65	3.34
(d) Other non-current assets	40.77	16.28	17.16
(2) Current Assets			
(a) Inventories	1,680.65	681.63	613.23
(b) Trade receivables	400.95	449.15	187.83
(c) Cash and Other Bank Balances	92.62	46.34	68.16
(d) Short-Term Loans And Advances	135.27	118.94	42.28
(e) Other Current Assets	44.48	18.05	10.94
<b>Total</b>	<b>2,456.27</b>	<b>1,390.88</b>	<b>1,002.62</b>

# Issue Structure

Equity Shares Offered for Sale	17,04,000
Category Allocation	QIB: 807,00, NII: 243,000 RII: 566,000 & MM: 88,000
Stock Exchange to be listed on	NSE Emerge
Issue price Band & Size (@ upper price band )	Rs. 142 to Rs. 150 & Rs. 25.56 Cr
Lot Size	1000
Issue period	23 <sup>rd</sup> Sep, 2024 to 25 <sup>th</sup> Sep, 2024
Issue Proceeds	<ol style="list-style-type: none"><li>1. Repayment in full or in part, of certain of our outstanding Borrowing</li><li>2. Funding to meet working capital requirements</li><li>3. General Corporate purpose</li></ol>
Lead Manager to the Issue	Hem Securities Ltd.
Registrar to the Issue	Bigshare Services Pvt. Ltd.



# WOL 3D INDIA LTD



Book Running Lead Manager

**Hem Securities Limited**

904, A Wing, Naman Midtown,  
Senapati Bapat Marg, Lower Parel, Mumbai-400013

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Tel No.: 022-4906-0000

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203, Jaipur Tower M.I. Road, Jaipur-302001

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**Ramadhin Rane**

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