

WOL3D India Ltd



Investor Presentation – March 2025



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Growth Drivers



Financial Performance



3D Printing and its Benefits

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



Application in Varied Sectors:

- This technology can be used in various sectors and is ideal for small to mid size businesses

Manufacturing



Education



Engineering



Architecture



Interior Design



Fashion Design



Product Design



Healthcare



Concrete (Cement)



Cost Effective:

- Seamless additive manufacturing with minimal waste and lower costs. Approx Energy Consumption is 1 hour = 1 unit.



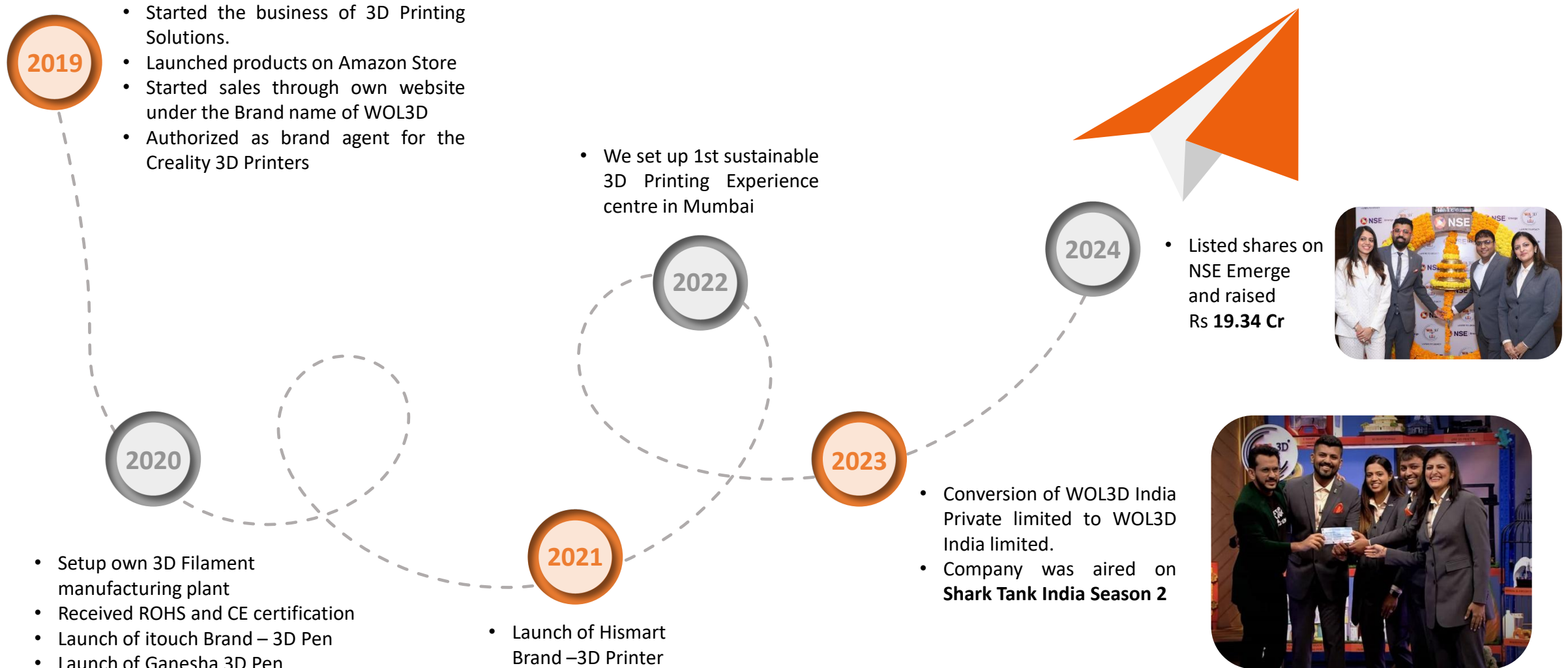
Easy Raw Material:

- Polylactic Acid (PLA) - made from corn starch, 100% biodegradable - no crude derivative/no plastic;
- Thermoplastic polyurethane (TPU) - flexible and elastic filament;
- Acrylonitrile Butadiene Styrene (ABS) and Resins – liquid filament



Company Overview

Journey to becoming a Leading Player in 3D Printing Solutions



WOL3D – Key Business Strengths

One Stop Solution for 3D Printing



Wide range of Offerings...

- 3D Printers
- 3D Scanners
- 3D Pens
- Laser Engravers
- Consumables (raw material)
- Prototyping Services

Catering to diverse Industries like Manufacturing, Education, Engineering, Designing, etc.

Established Distribution Network



- **9** Branch Offices
- **5** Franchisee Offices
- Experience Centre at offices

Supplying through **E-commerce Platforms and Retail Chains**

Authorised distributors of global companies like Flashforge Corp, Creality, Bambu Lab, etc.

Experienced Promoters & Qualified Management



- 25 yrs of Promoters' experience
- Early entrant in the 3D Printing industry (**8+** years)
- Dedicated management team with a strong understanding of the industry
- Key milestones include **setting up of own 3D Filament plant, aired on Shark Tank, listed shares on NSE Emerge and raised Rs 19.34 Cr**

Growth Strategies

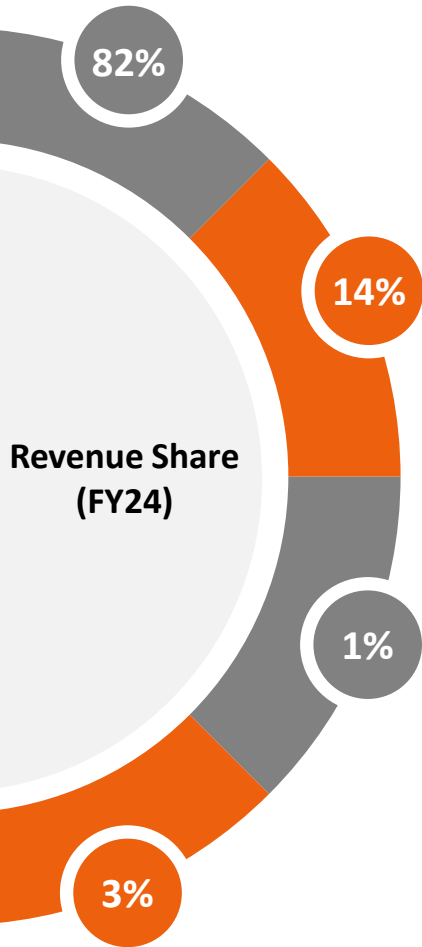


- Well placed to capitalize on the indigenization, commercialization and policy initiatives in the Industry
- Expanding product portfolio
- Expanding geographical reach and addressable market
- Scaling up branding activities
- Backward Integration; filament manufacturing capacity

Robust Financials (FY24)

Revenue	EBITDA	Profit after Tax	Net Debt/Equity	Return on Equity	Return on Capital Employed
Rs 396 Mn	Rs 70 Mn	Rs 50 Mn	0.45x	62%	43%
 42%*	 146%*	 147%*			

1. One-Stop Solutions for 3D Printing



Hardware:

3D Printers, 3D Pens, 3D Scanners, Laser Engravers, Concrete (Cement) 3D Printer and Robotic Arm



Consumables:

3D Filaments, 3D Resins



Prototyping Services:

SLA Prototyping, FDM Prototyping, SLS Prototyping



Other Services



**Trusted by Professionals
across Industries, from
Education to Manufacturing**



Product Portfolio: Hardware

3D Printers



Authorized distributors of leading global brands such as **Creality 3D, Flashforge, Bambu Lab, Phrozen, Elegoo and UltiMaker, Tvasta**, providing high-quality 3D printing hardware for a variety of applications.

3D Pens



User-friendly devices that allow individuals to create **three-dimensional designs** by extruding heated plastic filaments, suitable for both artistic and professional uses

3D Scanners



State-of-the-art scanners engineered to convert physical objects into accurate **3D digital** models, enabling further customization or replication.

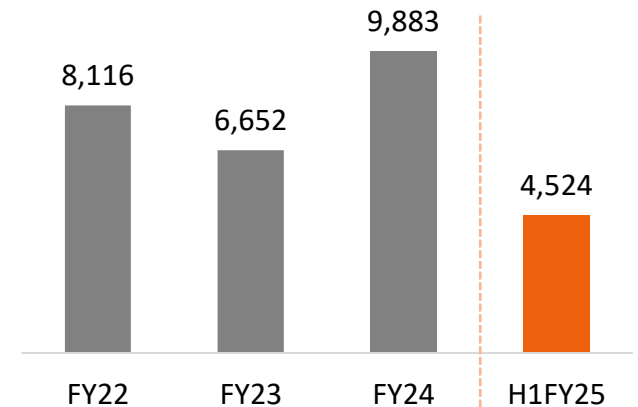
Laser Engravers



Advanced equipment capable of engraving detailed designs and patterns onto a wide array of materials and surfaces.

- Market leadership with 60-70% market share in India
- Tie-ups in place with Poddar International School and Orchid International, Kendriya Vidyalaya, PSG Institution.

Printer Volume Sold (Nos.)



Product Portfolio: Consumables

WOL 3D manufactures **premium-grade** filaments, including **ABS** and **PLA**, essential for producing high-quality 3D prints.

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

3D Filaments



3D Resins



High transparency Resin
Wax Like Resin, Dental Resin

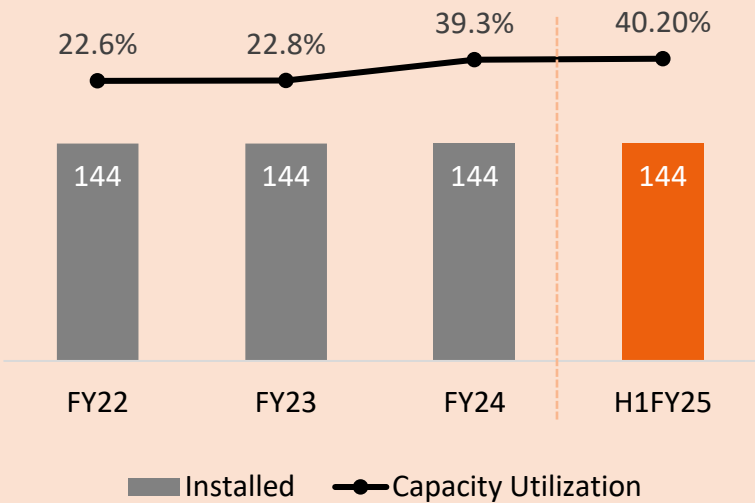


Engineering
Pro Resin Glow in the dark



Castable Resin
Water washable

Capacity of 3D Filament (in Tonnes)



Product Portfolio: Prototyping & Other Services

SLA Prototyping



FDM Prototyping



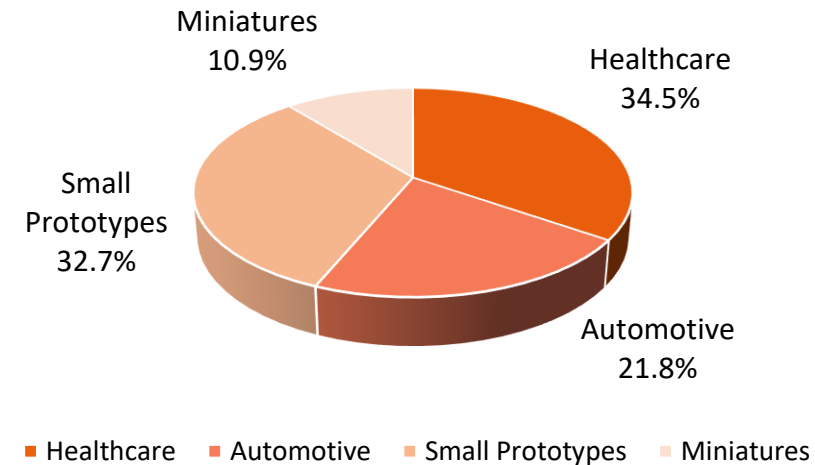
SLS Prototyping



Prototyping Services:

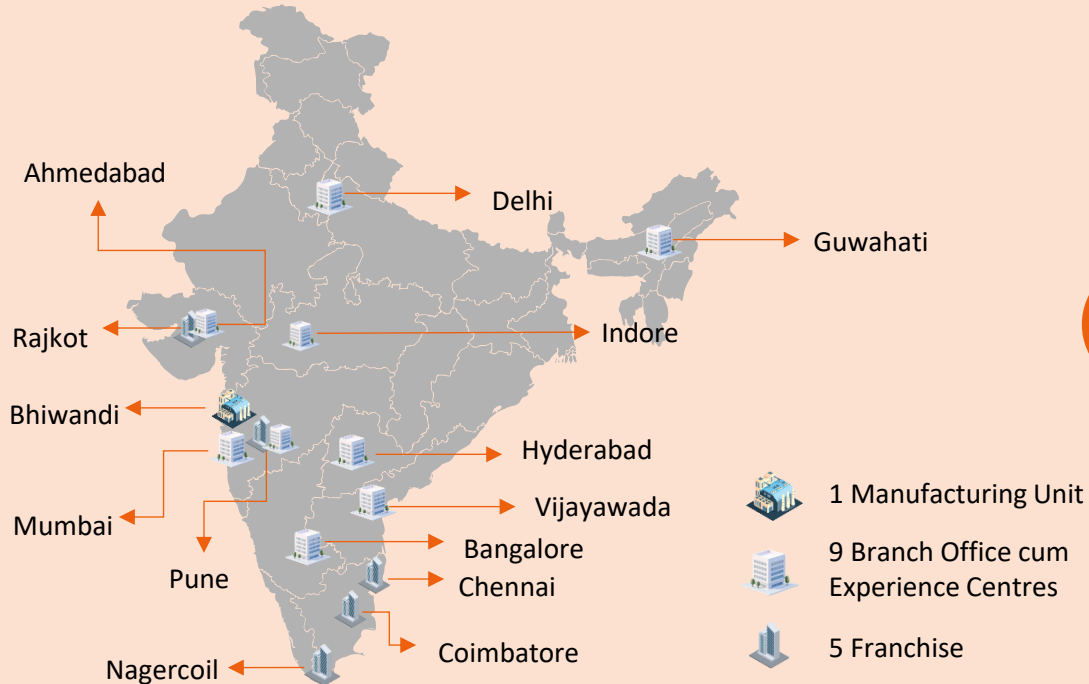
Expert prototyping solutions utilizing **FDM**, **SLA**, and **SLS** technologies, which include **CAD modeling**, **reverse engineering**, and **vacuum casting** to facilitate rapid product development.

Prototype Work Mix



2. Established Sales & Distribution Network

Offline Presence – Spread across Geographies



Online Presence - Through Ecommerce and Retail Chains



+



Expansion Plan

To expand the number of stores-cum-experience centres from presently **9 to 36** stores, with each store situated in a different state. The **Experience Centres** are designed to assist customers in aligning their goals with the products offered by WOL 3D. Each Experience Centre will occupy an approximate area of 1,000 - 1,500 sq. ft. **The Company added 3 new stores in Pune, Indore, Ahmedabad in January 2025 and 2 new stores in Guwahati and Vijayawada in March 2025.**

Marketing Initiatives



We are committed to **educating our customers** and empowering them with knowledge that enhances their experience and strengthens long-term engagement.



Store in Store set up with **Reliance, Crosswords** and so on.



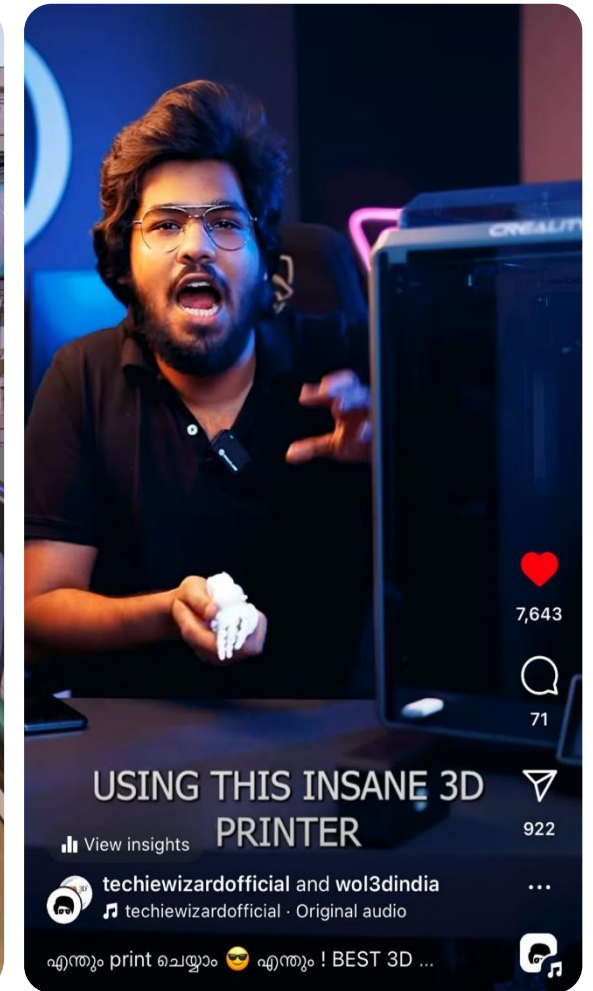
Continue to enhance brand awareness and customer loyalty through promotional and marketing efforts substantially increasing digital presence and engagements.



Co-Branding Initiatives: Distributors for products of various international companies like: **Flashforge Corporation, Creality, Bambu lab, Phrozen Techy.**



Focusing on 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.**



Experience Centres



Getting closer to customers through more Experience 3D Centres

Making 3D printing accessible to customers with more than 9 Experience Centers

Expansion Plan of 20+ by March 2026

Some of our Achievements



WOL3D on Shark Tank S2

We are thrilled to announce that our company was recently featured on Shark Tank India Season 2 Week 9 Episode 41. Received an offer from Aman Gupta (Co Founder and CMO at boAt Lifestyle).

[Read More](#)

Featured on Mid Day

Featured in Mid Day! Explore how we're making waves with our innovative solutions and industry expertise.

[Read More](#)

Awards Winner

Proud winners of multiple prestigious awards! Celebrating our dedication to excellence and innovation in the industry.



Successfully completed the IPO of Rs 193.6 Mn
Listed on NSE Emerge with effect from September 30, 2024

3. Experienced Management



Rahul Virendra Chandalia

Chairman and Managing Director

- Post Graduate Diploma in Management from Prin. L.N. Welingkar Institute of Management Development & Research
- **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
- **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
- Two decades of experience in the electrical sector.
- Formerly associated with Bhavya Lights, a proprietorship firm.
- Responsible for Human Resources and after-sales services
- Successfully expanded the company's customer base under his leadership.



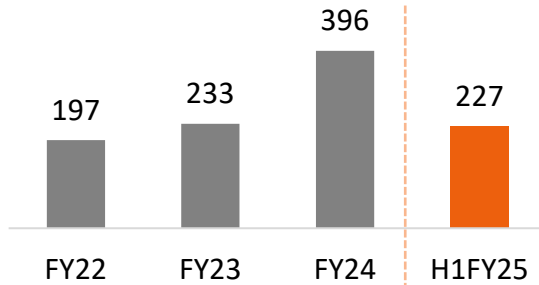
Swati Pradeep Jain

Non-Executive Director

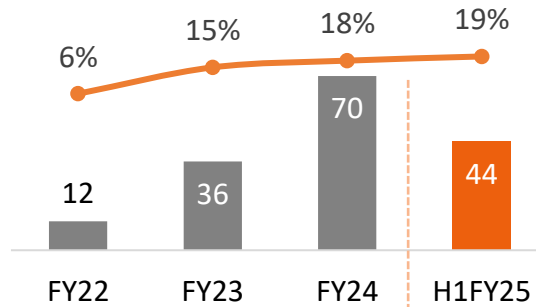
- Bachelor of Arts from the University of Mumbai (2005)
- Three years of experience with Amisha Impex Pvt Ltd.
- Experienced in the textile and fashion industry.

4. Robust Financial Growth with High Profitability

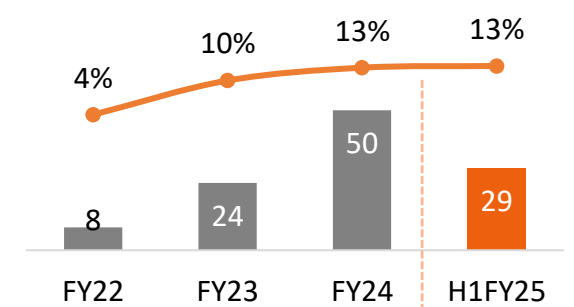
Revenue (Rs Mn)



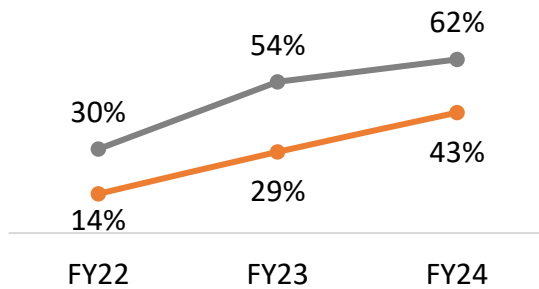
EBITDA (Rs Mn) & EBITDA Margin (%)



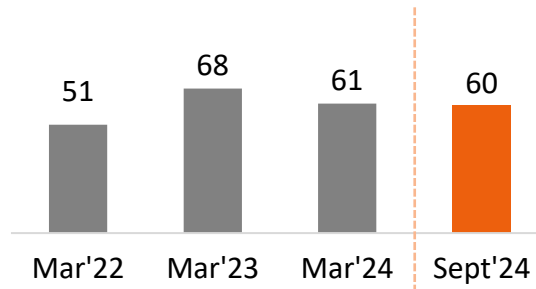
PAT (Rs Mn) & PAT Margin (%)



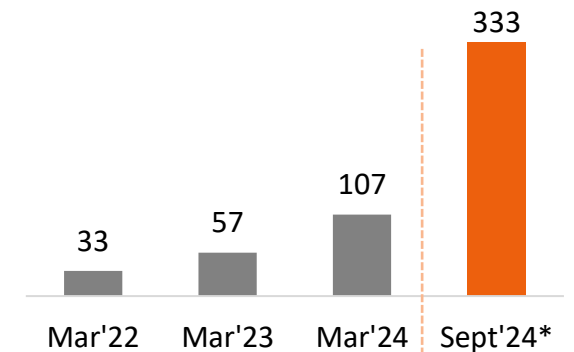
ROE (%) & ROCE (%)



Total Borrowings (Rs Mn)



Networth (Rs Mn)





Growth Drivers

Expanding Product Portfolio:



Foraying into New Verticals such as **Concrete (Cement) 3D Printer and Robotic Arm**. In Feb'25, secured an export order worth **USD 390,000** from an international client in the USA. This order is part of a strategic partnership agreement with TVASTA Manufacturing Solutions Pvt. Ltd.

Will continue to focus on **expanding Products/Offerings**

Scaling up Branding Activities:



Continued focus on boosting brand awareness and customer loyalty through **enhanced digital engagement and targeted marketing**, including in-store displays, freebies, and promotions on platforms like Indiamart, Justdial, Google Ads, and social media channels such as Facebook, Instagram, and YouTube. The focus is on educating customers and creating a digital infrastructure to support queries.

Expanding Reach, Adding New Markets:



Secured its **first-ever export order** to an international client in the USA for a Concrete (Cement) 3D Printer and a Robotic Arm.

Plans to expand stores-cum-experience centres from presently **9 to 30 by FY27**, where customers can align their goals with WOL 3D products.

All offices will also serve as experience centers, including providing after-sales support, to establish **one office per state within the next 3 years**.

Backward Integration - Filament Manufacturing Capacity:



The manufacturing facility in Bhiwandi, Maharashtra is accredited with ISO 9001:2015 for a quality management system, ROHS, CE Certificate and it has a **production capacity of 144 tonnes per annum**, this has reduced dependency on third-party suppliers.

Industry Growth Drivers



Global and National Context:

- The global AM market, valued at over \$20 billion in 2024, is projected to reach \$95 billion by 2031.



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.



Government Initiatives:

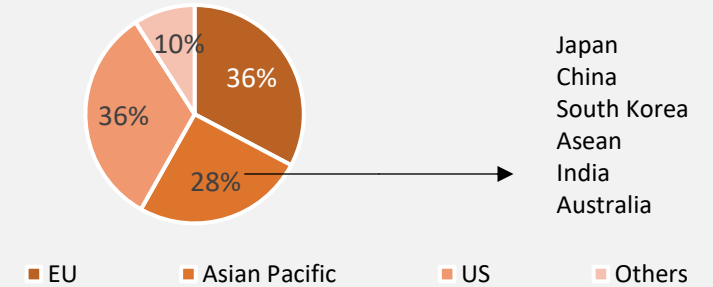
- Government supports AM via **Atal Innovation Mission** and state partnerships.
- Schools get **₹10 Lakhs funding** for AM projects.
- Focus: **3D printing in STEM**, impacting **4,000+ schools** with **Atal Tinkering Labs**.



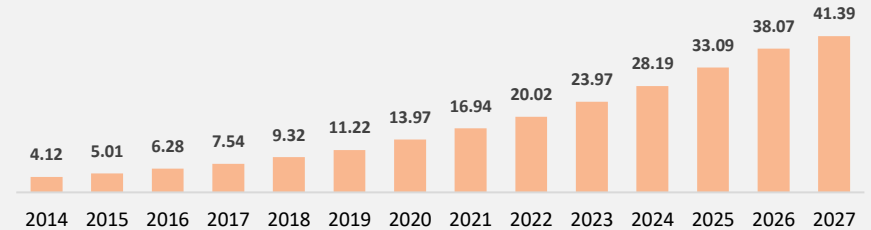
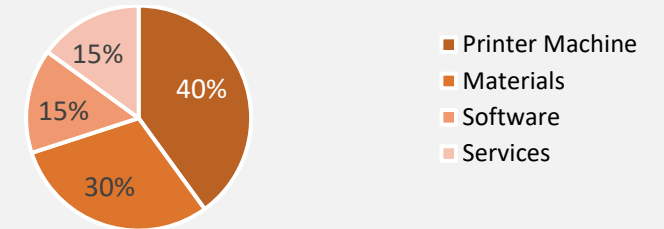
Budget 2025:

- Atal Tinkering Labs: 50,000 labs to be set up in government schools over the next 5 years. Each such lab has the opportunity of having minimum one 3D Printer and revenue of Rs 30K to 1 lakh.
- The budget's support for micro-entrepreneurs, especially women from SC/ST communities, will create new opportunities in the 3D printing value chain.

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

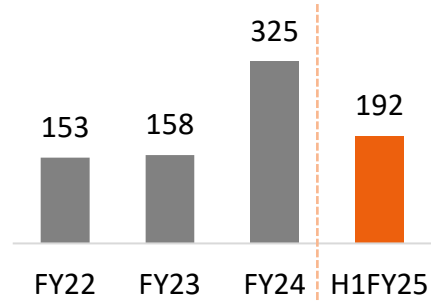


Financial Performance

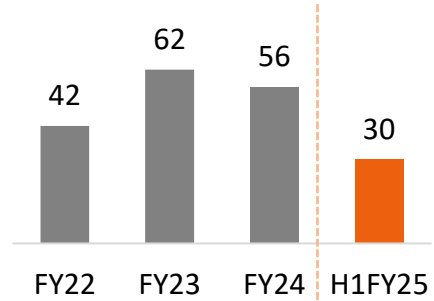
Segment-wise Revenue

Product Wise

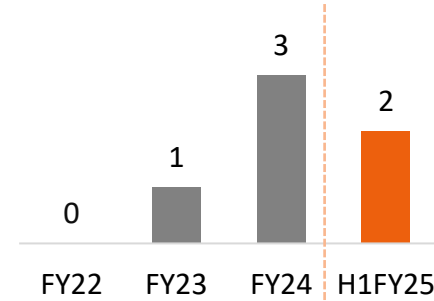
Hardware (Rs Mn)



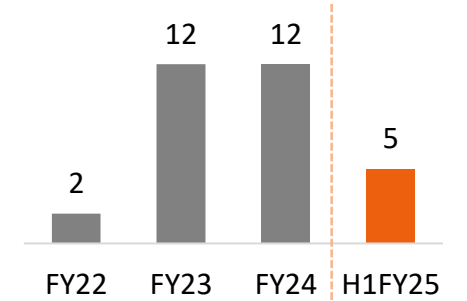
Consumables (Rs Mn)



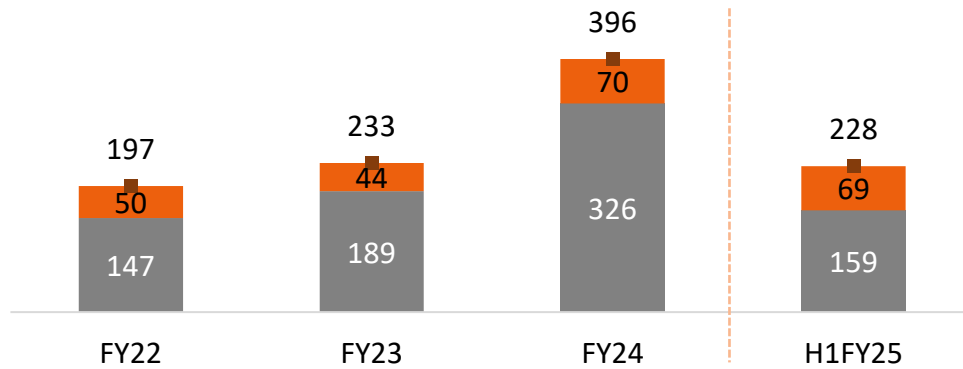
Prototyping Services (Rs Mn)



Other Services (Rs Mn)

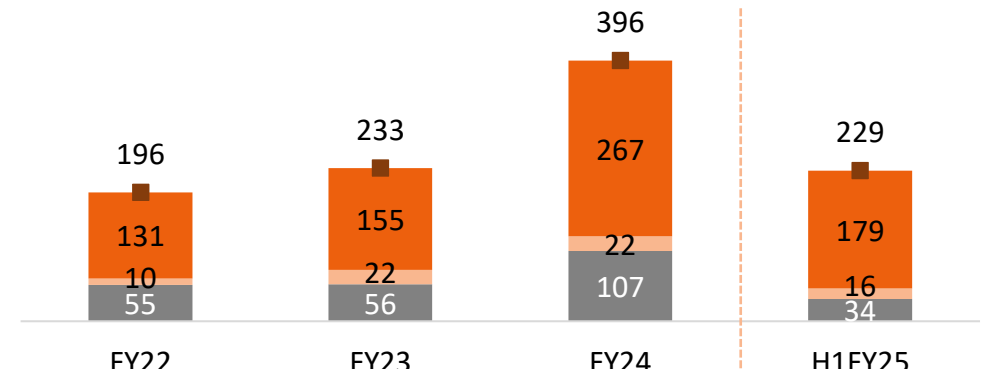


B2B + B2C (Rs Mn)



■ B2B ■ B2C ■ Total

E-commerce Platform (Rs Mn)



■ E-Commerce ■ Franchise ■ D2C (own website) ■ Total

Customer Segment

Profit & Loss Highlights

Particulars (Rs Mn)	FY22	FY23	FY24	H1FY25
Revenue from Operations	196.9	233.1	395.9	227.2
Raw Material Expenses	138.5	156.8	251.2	141.4
Employee Expenses	12.5	12.1	22.5	17.6
Other Operating Expenses	34.4	28.6	52.2	24.6
Total Expenses	185.3	197.5	325.9	183.7
EBITDA	11.6	35.6	70.0	43.6
EBITDA Margin (%)	5.9%	15.3%	17.7%	19.2%
Depreciation	1.5	2.9	2.0	1.2
Finance Cost	5.1	2.7	5.0	4.0
Other Income	6.8	4.0	4.3	0.6
Profit Before Tax (PBT)	11.8	34.0	67.3	39.0
Tax Expenses	3.6	10.0	17.2	9.7
Profit After Tax (PAT)	8.2	24.0	50.1	29.3
PAT Margin (%)	4.2%	10.3%	12.6%	12.9%

Balance Sheet Highlights

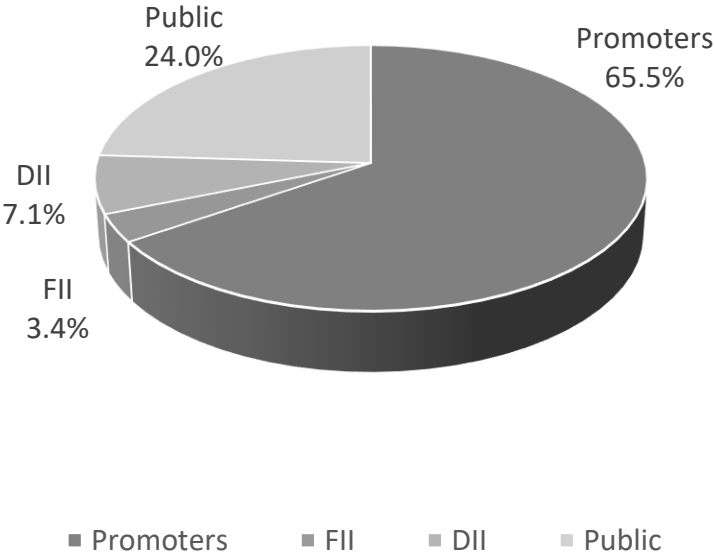
Liabilities (Rs Mn)	Mar-22	Mar-23	Mar-24	Sep-24
Total Equity	33	57	107	333
Share Capital	10	30	30	65
Other Equity	23	27	77	268
Non-Current Liabilities	37	35	34	1
Borrowings	36	35	33	0
Provisions	0	0	1	1
Current Liabilities	31	47	104	139
Short Term Borrowings	15	33	28	60
Trade Payables	7	0	51	47
Other Current Liabilities	9	12	11	15
Provisions	1	2	14	18
Total Liabilities	100	139	245	473

Assets (Rs Mn)	Mar-22	Mar-23	Mar-24	Sep-24
Non-Current Assets	8	8	10	14
Plant, Property & Equipment	3	6	6	9
Capital WIP	3	0	0	0
Deferred Tax Assets	0	0	1	1
Other Non-Current Assets	2	2	4	4
Current Assets	92	131	232	459
Inventories	61	68	168	179
Debtors	19	45	40	63
Cash Eq. and Bank	7	5	9	199
Short-Term Loans And Advances	4	12	14	8
Other Current Assets	1	2	4	11
Total Assets	100	139	245	473

Cashflow Highlights

Particulars (Rs Mn)	FY24	H1FY25
Net Cash Flow From Operating Activities	23.9	-3.2
Cash Generated/ (Used) In Investing Activities	-8.9	0.9
Cash Generated/ (Used) In Financing Activities	-10.4	191.6
Net Increase/(Decrease) In Cash And Cash Equivalents	4.6	189.4
Cash and Cash Equivalents at the beginning of the year	4.6	9.3
Cash and Cash Equivalents at the end of the year	9.3	198.6

Shareholding Pattern (as on September-24)



Script Related Information (as on 12th March 2025)

NSE Code	WOL3D
CMP (Rs)	100
Market Cap (Rs Mn)	650
Shares O/s (Mn)	6.45
Face Value (Rs)	10

Let's Connect:



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