# BLIND INVESTMENT TEASER

## EV CHARGING INFRASTRUCTURE PLATFORM

PAN INDIA FAST CHARGING NETWORK · PHASE 1: THE CAFE PARK COLLABORATION

**Technology-Enabled CPO**
Proprietary OCPP / OCPI integration · Real-time monitoring · Dynamic pricing · Multi-channel payments · Fleet & retail

**EV Infrastructure + The Café Partner - 120 Stations**
160 kW DC ultra-fast chargers deployed across premium café locations · Long-term revenue share · Exclusive partnership

**FOMO CO - COCO Model**
Phase 1 CPO for premium café - 120 stations · Phase 2 Pan-India EV charging platform · Scalable asset-light model

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YOUR VISION, OUR EXPERTISE — SIMPLIFIED NOC SOLUTIONS

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## About The EV Charging Infrastructure Company

Company Name: **Total Energy Infrastructure Company** is a fast-growing Electric Vehicle (EV) facility and operating a portfolio EV charging infrastructure platform across high-traffic urban locations, primarily cafés in India and Europe. Built through a bootstrapped, founder-led approach, the company has established operational scale and strong customer traction in a capital-light manner, with a focus on delivering low-cost, reliable EV charging.

| | |
|---|---|
| Technology-enabled Charge Point Operator (CPO) | Date: 2025 |
| Pune, Kolkata & Bangalore, Karnataka | Location: Pune, India |
| Mohammad Sameer, Sandeep Tilak (c) | Total Employees: 15 |

### Platform Capabilities

- Remote monitoring and of charging stations via centralized dashboard
- Smart energy management and load optimization
- Seamless overview across Google processes / digital application
- Dynamic pricing setting systems and real-time reporting
- OCPI integration with CPMs enabling roaming and cross-network interoperability
- International partner network presence in Nepal

## Platform Metrics & Operational Footprint

| Total Stations | Total Charging Ports | Operational Uptime |
|---|---|---|
| 215+ | 345+ | 495+ |
| Active Customers (MAU) | Monthly Active Sessions | Monthly Revenue |
| 92,000+ | 9.18M+ | ₹25.56 Cr |

### Strategic Partner Ecosystem

| | | | | |
|---|---|---|---|---|
| Amazon Accounts | Operations | Tata Cliq | Indian Oil | The Café Partners |
| Amazon Pay | Customer Support | Tata Neu | Indian Oil Adani | Cafe Coffee Day |
| Amazon Prime | Amazon Fresh | Tata Consumer Products | Indian Oil Adani Gas | Cafe Coffee Day Express |
| Amazon Web Services | Amazon Pharmacy | Tata Consumer Products Salt | Indian Oil Adani Gas Pipeline | Cafe Coffee Day Express Express |
| Amazon Wallet | Amazon Prime Video | Tata Consumer Products Tea | Indian Oil Adani Gas Pipeline Limited | Cafe Coffee Day Express Express Express |
| Amazon Wallet Limited | Amazon Prime Video Limited | Tata Consumer Products Tea Limited | Indian Oil Adani Gas Pipeline Limited Limited | Cafe Coffee Day Express Express Express Express |

### Charging Network — A Glimpse

Pune EV Super Charging Station

Pune EV Super Charging Station

## Company Financials (Audited)

| FY 2023-24 | FY 2024-25 | YoY |
|---|---|---|
| ₹16.62 Cr | ₹25.56 Cr | +53.81% |
| Revenue from Operations | Revenue from Operations | Revenue from Operations |

| Expense Head | FY 2023-24 | FY 2024-25 | Growth |
|---|---|---|---|
| Employee Benefit Expenses | ₹4.50 Cr | ₹6.30 Cr | +40.00% |
| Power Expenses | ₹4.50 Cr | ₹6.30 Cr | +40.00% |
| Net Profit After Tax (PAT) | ₹6.77 Cr | ₹10.41 Cr | +53.78% |

**Running A Costs:** ₹22.54 Cr (Apr - Dec 2025) - 55% Labor, 24% CPO Site Operations, 21% Power, 0.5% Other. Audited financials available on request post signing of the MoU.

**Ownership:** Hybrid - Owned - Office - Network - Pan-India partnerships · Operational Partnerships · Funding Partnerships · FOMO Corp Inc Phase 1 Agreement

## Phase 1 CPO Partnership

**Key Strategic Advantage:** The Café Partner provides a secure guaranteed — 5 yrs under-utilized, The Café Partner is obligated to provide an alternative location, providing the company a secure deployment and revenue sharing model with the Cafe aligned with them.

## Per-Station Cost Breakdown — 160 kW DC Fast Charger

Pune EV Super Charging Station

| | Capital Head | Cost | Percentage |
|---|---|---|---|
| 1 | Charger Hardware (160 kW DC Fast Charger) | ₹18.00 Lakh | 75.00% |
| 2 | GST @ 5% | ₹0.90 Lakh | 3.75% |
| 3 | Electrical Infrastructure & Grid Work | ₹2.50 Lakh | 10.42% |
| 4 | Electrification Work (with cable) | ₹1.20 Lakh | 5.00% |
| 5 | Electrical Logistics Work | ₹1.40 Lakh | 5.83% |
| 6 | CCTV, Network, Fire Extinguisher & Basic Furniture | ₹0.40 Lakh | 1.67% |
| 7 | GST @ 18% (Items 3, 4, 5) | ₹1.35 Lakh | |
| 8 | Installation & Fit Out | ₹1.25 Lakh | 5.21% |
| | **TOTAL CAPEX (Per Station)** | **₹24.00 Lakh** | **100.00%** |
| | **Revenue Share Agreement (VP Lease)** | | |
| 9 | Revenue Share Agreement (VP Lease) | ₹1.00 Lakh | |
| 10 | Demand Lead Charges | ₹2.40 Lakh | |
| 11 | AMC Charging Hardware (Year 1) | ₹0.60 Lakh | 10% Of AMC |
| 12 | GST @ 18% (Item 10) | ₹0.11 Lakh | |
| | **GRAND TOTAL - 1 Yrs Charging Station (Incl. GST)** | **₹29.11 Lakh** | **Rs. 29.11 Lakh** |

**Revenue Share Agreement (VP Lease):** Lease Agreement signed, AMC, Insurance & sign-boards connected for First 2 years - After 2 years AMC, Insurance & sign-boards Chargeable (Separately)

## Payment Milestone Schedule (Phase 1 Total: 1200 Crores)

| | | |
|---|---|---|
| 10% | Initial Milestone (incl. GST) - on agreement execution | ₹120.00Lakh |
| 20% | Mid-point - during or light-speed completion | ₹120.00Lakh |
| 20% | Pre-launch delivery & electrification | ₹120.00Lakh |
| 50% | Post-project completion & commissioning | ₹1,200.00Lakh |

## Collaboration Structure — Three-Party Framework

| THE OPERATOR | THE CAFE PARTNER | THE INVESTOR |
|---|---|---|
| Leased EV Super Charging Hardware | Provides cafés (preferably commercial) | Provides capital for hardware |
| Covers standard operating & equipment | CPO pays zero rent for 5 years | Pay-back: 18-24 years (10%) |
| AMC & insurance contracts for 5 years | Agrees 10% revenue share (cumulative) in lights | Monthly payouts from charging revenue |
| Day-to-day & platform management | Site Infrastructure Ready from Day 1 | Operational Control: Zero |
| Customer acquisition & support | Location guarantee: 5 years minimum | Right of first refusal to lease power |
| Charging management & billing | Operational: 24 hours accessible | Portfolio Revenue share with |
| Yearly 75% profitability sharer | | 10 year capital recovery |

### Revenue Flow Summary

| Operator | Investor |
|---|---|
| 90 units x Gross per Unit Generated at the charging station | |
| Rolling 30 days (Lab - 20%) | 10% of gross sales (Rolling 30 Days - Lab 20% of cost) |
| Net Profit after 10% | 10% Net Profit - Gross Lease Fees (Lease Fees) |
| Investor Share | 10% of The Operator's net profit (PT Lab and 10% of profit) |
| 90% Lab Operator Share | 10% Lab Investor Share (Lease Fees Not deducted in Agreed) |
| Agreement Duration | 10 years, renewable by mutual agreement |

## Why Invest COCO Model Works

The Investor COCO model allows investors to participate in India's EV revolution without any operational complexity. The revenue provides capital, the Operator manages everything and the partner provides locations.

**Why Investor Now?**

**Policy Leadership.** Nagpur Model: The Café Partner's entire rolling, second-hand EV charging infrastructure, the Operator's Nagpur Model, Pune Model, Kolkata Model.

**Current Operations.** Pune, Kolkata, Bangalore, Karnataka, Maharashtra, Rajkot, Gujarat, Karnataka and 24 Lakhs EV charging stations.

**Investor Benefits.** Capital-light participation, Operational expenses are minimal, Investor only contributes capital, Revenue share, Exit at 10 years.

**Partner Approach.** Co-marketing station adoption with increase over time, Location scouting + capital approvals.

**Strategic Advantage.** Establishing India's first nationwide Café EV Network — Operational, 2027

## Investment Parameters — Phase-1 Summary

| Total Investment | Total Stations | Revenue Share |
|---|---|---|
| ₹61.27 L | 120 | ₹100 Cr |
| Per Station (Incl. GST) | Across Tier 1 & Tier 2 cities | Years 1-10 (Net) |

| Capital Head | Amount | Notes |
|---|---|---|
| Site Infrastructure | ₹40.00/Port (Incl. GST) | |
| Total Other (Phase 1) | 120 The Café Partner Outlets | |
| Total Investment | Total Stations | |
| Business Model | Investor Invests in Infrastructure development under COCO model - Operators manages all operations | |
| Revenue Distribution | Investor: 10% of Net Revenue Share Gross Lease | |
| The Café Partner Share | 20% profit share in 120 Bifurcated Lease Agreement, The Café Partner - 100 Bifurcated Lease Site Fees, The Operator | |
| Operator | Operations, Maintenance, Customer Support, Billing | |
| Agreement Period | 10 years, renewable | |
| Charger Specification | 160 kW Fast-Charger Capable - Compatible with all modern EVs - Future-proof technology | |
| Location Guarantee | If any The Café Partner outlet closes, The Café Partner is obligated to provide an alternative location | |

## How Investor Capital Will Be Deployed

The total investment of **₹120 Crores** raised from investors will be used for capital purchase — primarily into production assets and operational readiness to ensure maximum returns.

| Total Investment | Total Stations | Revenue Share |
|---|---|---|
| ₹120 Cr | ₹75 Cr | ₹25 Cr |
| Per Station (Incl. GST) | Across Tier 1 & Tier 2 cities | Years 1-10 (Net) |

**FTE Crores — Project Capital**

- **₹60 Cr EV Super Charger** - Equipment sourcing, import & delivery to site
- **₹15 Cr Infrastructure Works** - Canopy, light boards, transformer installation
- **₹5 Cr Commissioning & Power Approvals** - Grid-tied charger, OT-tariff, grid connection
- **₹5 Cr Commissioning** - Grid-tied installation, testing & handover of 120 stations
- **Insurance & Warranty Coverage** - First 2 years AMC, insurance & spl cover
- **120 The Café Partner outlet** - Pan-India deployment

**FOMO Crores — Working Capital**

- **₹20 Cr Operations** - Staff, Operations, Maintenance, Customer support, Marketing & Sales
- **₹5 Cr Contingency** - Spare parts, Insurance, Legal, Contingency

**Investor Share (Phase 1):** Investors will receive a share of revenue from the first 120 kinds of market operators and revenue for the 10 year lease. - 10% revenue - International expansion revenue share.

## Pre-AMR Economics & Station Profit Projections

### Profit Calculation per Unit (INR)

| | |
|---|---|
| Pre-Lab Selling Price (incl. GST) | 15.00 |
| GST @ 18% | 18.00 |
| Total Selling Price (incl. GST) | 33.00 |
| Operating Revenue Per Unit | 15.00 |
| Operating Revenue Per Unit | 15.00 |
| Total Cost | 1.00 |
| Profit Per Unit | 14.00 |
| **Profit Per Unit - Lab** | **12.00** |

Profit Per Unit - Lab 12.00 Profit Per Unit - Lab 12.00 Profit Per Unit - Lab 12.00 Profit Per Unit - Lab 12.00

### Per-Station Monthly Profit Projection

| Gross Case Scenario | |
|---|---|
| Lab Selling Price | 20 units |
| Gross Operating Revenue | 5 hours |
| Gross Lab Profit | 1 day |
| Gross Lab Profit | 10,000 |
| **Monthly Profit - Operator** | **10,000.00** |
| **Base Case Scenario** | |
| Lab Selling Price | 120 units |
| Gross Operating Revenue | 2 hours |
| Gross Lab Profit | 1 day |
| Gross Lab Profit | 10,000 |
| **Monthly Profit - Operator** | **10,000.00** |

### Profit Analysis — 120 Stations (Phase 1)

| | Base Case | Base Case |
|---|---|---|
| Monthly Profit Per Station | ₹ 10,000 | ₹ 10,000 |
| Total Monthly Profit (120 Stations) | ₹ 14,40,000 | ₹ 21,60,000 |
| Annual Profit (120 Stations) | ₹ 1,72,80,000 | ₹ 2,59,20,000 |
| Investor Share (10%) — Monthly | ₹ 1,44,000 | ₹ 2,16,000 |
| Investor Share (10%) — Annual | ₹ 17,28,000 | ₹ 25,92,000 |

## Cumulative Profit Growth & Break-Even

Site Investment: ₹ **10,000** Operator Share: 90% Investor Share: 10% Lab Investor Share: 20% Lab Investor Share: 20% Lab Investor Share: 20% Lab Investor Share: 20%

## India EV Market & Infrastructure Gap

| Market Size | Current Stations | Target |
|---|---|---|
| ~$105B | 300 MT | Fastest |
| Projected by 2030 | Public charging stations | Growth rate |

### India Market Tailwinds

- **Government-led mandate** is driving EV adoption across driving demand for charging infrastructure
- **Rising fuel prices** - increasing TCO advantage of EVs over ICE vehicles
- **Corporate fleet electrification** transitions from large enterprises & PSUs
- **Urban congestion** is accelerating EV adoption in Tier 1 & Tier 2 cities
- **Consumer adoption** rapidly increasing across the 3W, 2W & passenger vehicles

### The Infrastructure Gap Opportunity

EV charging infrastructure is **severely underdeveloped** relative to vehicle sales growth.

Private operators are **easier to obtain locations** than they which go as consumers.

Historical evidence from The Café Partner highlights further, as **being secured** — consumers are.

India's infrastructure deployment is **long-term defensible asset protection.**

EV charging station operators will **appreciate over time** — operational + capital assets.

## What Makes This Opportunity Unique

| | | | |
|---|---|---|---|
| **CAPACITY-LIGHT, HIGH-VOLUME MODEL**<br>Investors fund the hardware, The Café Partner provides the premium locations, the Operator runs the network. Three parties, one transaction, no single party bears the full risk. | **CAPACITY, CAPEX, TIME TO MARKET**<br>The Café Partner with over 120 stations ready to deploy, the Operator's Nagpur Model, Pune, Kolkata, Bangalore, Karnataka, Maharashtra, Rajkot, Gujarat, Karnataka. | **CAPACITY, CAPEX, TIME TO MARKET**<br>Operations & Asset Management Operations & Asset Management Operations & Asset Management Operations & Asset Management | **CAPACITY, CAPEX, TIME TO MARKET**<br>Capital Partnership Capital Partnership Capital Partnership Capital Partnership Capital Partnership Capital Partnership |
| **THE FIRST MOVER ADVANTAGE**<br>Network effects, brand recognition, and the Café Partner's exclusive locations compound over time. The Operator's Nagpur Model, Pune, Kolkata, Bangalore, Karnataka, Maharashtra, Rajkot, Gujarat, Karnataka. | **THE CAFE PARTNER'S SUSTAINABLE REVENUE STREAM**<br>The Café Partner's revenue share from EV charging is a recurring, low-cost, high-margin stream. Zero capital investment, zero operational burden. | **INVESTOR PROTECTION**<br>Minimum revenue share guarantees, exit rights, and asset-backed structure protect investor capital. | **LONG-TERM ASSET APPRECIATION**<br>Unlike consumer tech, EV charging infrastructure appreciates in value as EV adoption accelerates and the Café Partner's locations compounds over time. |

## Beyond Phase 1 — Scaling the Platform

Under Phase 1 Investor Invest in the CO Model. The Café Partner's Nagpur Model, Pune, Kolkata, Bangalore, Karnataka, Maharashtra, Rajkot, Gujarat, Karnataka. Phase 2 Pan-India EV charging infrastructure platform.

### Highway Hub Infrastructure

| Phase 1 | Phase 2 Pan-India |
|---|---|
| Partnerships | 300 |
| Nationwide | 1,000 |
| Nationwide | 500 |
| Partner Partners | 20 |

| Capital Partnership | Capital Partnership |
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**Long-term vision:** India's EV charging infrastructure platform — establishing one of India's largest EV charging infrastructure networks, leveraging strategic relationships across 20+ transportation and additional SUVs. EV fleet operators, vehicle hub hubs, and digital advertising infrastructure & mobility.

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# THANK YOU

We look forward to connecting under NDA

For detailed due diligence, partnership discussion, and company identity disclosure, please reach out to our authorized Agent.

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