### OCT 2022 COT 2022 An Official Archive of Okinawa Autotech COT 2022

## SETS INDUSTRY BENCHMARK O WITH FESTIVE SALES

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### MD's Message



### ADVANCED TECH WITH STELLAR FESTIVE SALES SHOW A GROWING IMPETUS FOR GREEN MOBILITY

Going green is the future. The statement holds true universally, but more so in case of automotives. Being the largest electric two-wheeler manufacturer in the world, India is steadily heading towards a sustainable future - the latest developments with respect to the development of EV infrastructure in the country can attest to that. This month saw BEL launching indigenously-developed Li-ion battery cells for electric vehicles, along with setting up a pilot plant for Li-ion prismatic cell development and production in Pune. Extending its commitment to boosting EV adoption in the country through convenient and secure electric mobility, Okinawa developed detachable batteries for its electric scooters, which was recently featured in our Dual 100 and Ridge 100 models. The technology is finding great merit amongst other industry players, who are also developing similar offerings with removable battery option.

The month of October 2022 was also marked by the onset of the festive season accompanied by the largest celebration of the year – Diwali. A period of joy, celebration and revelry for consumers, manufacturers and sellers like, the festive season concluded by bringing in increased sales volumes and revenues for businesses. With every Indian household going big on celebratory purchases, the automotive sector, too, witnessed bumper sales, as projected beforehand by various reports.

The most heartening part of it all, however, is the consumer preference for electric vehicles, which is growing at a steady pace. The month of September 2022 had registered a monthon-month increase of 6.2 per cent in EV sales, and the festive boom is only taking this figure higher.

October 2022 saw a robust growth in our retail sales, we have successfully managed to register the sale of 17,531 units. It was a moment of both, pride and joy, for us, since the achievement is not just a marker of the brand's growth but also of the growing number of consumers who are readily joining the green movement by choosing an EV as their next vehicle. The current consumer sentiment and growing trust for EVs is quite encouraging for manufacturers like us, and we intend to uphold it in the months to come with our new and improved offerings.

The cheerful conclusion of the festive season is just the beginning for the robust growth that the industry is eyeing for the rest of the year. The slowdown induced by the pandemic is long gone, and we are super-charged to achieve more milestones with respect to research, development and sales, ready to drive India towards the future of sustainable mobility.

**Jeetender Sharma** Founder & MD, Okinawa Autotech





### OKINAWA AUTOTECH SETS BENCHMARCK FOR EV TWO-WHEELER INDUSTRY

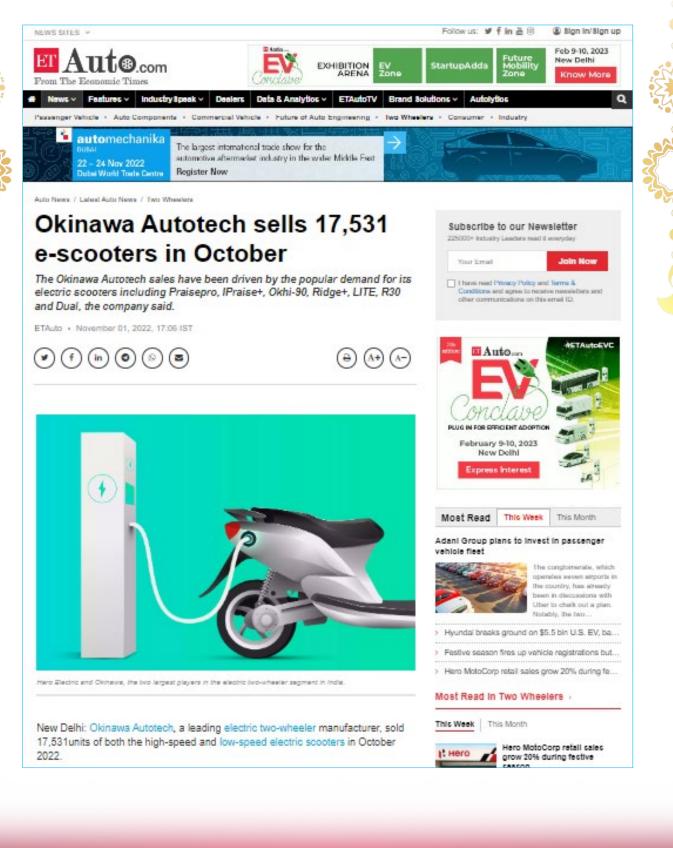
# REGISTERS RETAIL SALES OF 17,5331 UNITS IN OCTOBER 2022

Following the robust consumer demand for its dynamic range of EV scooters, Okinawa Autotech, a leading Indian Electric two-wheeler manufacturing company, sold a record 17,531 units in retail sales during October month.





https://auto.economictimes.indiatimes.com/news/two-wheelers/okinawaautotech-sells-17531-e-scooters-in-october/95231444



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## **Achieving Milestones**



ETAuto	https://auto.economictimes.indiatimes.com/news/two-wheelers/okinawa-autotech-sells- 17531-e-scooters-in-october/95231444
Money Control	https://www.moneycontrol.com/news/business/electric-two-wheeler-sales-breach-75k- mark-in-october-industry-body-cautiously-optimistic-9427881.html
Car and Bike	https://www.carandbike.com/news/auto-sales-october-2022-okinawa-achieves-new- monthly-record-with-17-531-retail-sales-3203617
Business Today	https://www.businesstoday.in/entrepreneurship/story/ola-breaches-20000-units-in-sales- becomes-largest-ev-seller-in-india-351447-2022-11-01
The Financial Express	https://www.financialexpress.com/auto/electric-vehicles/okinawa-october-sales-double-from-september-tally/2763227/
Mobility Outlook	https://www.mobilityoutlook.com/analysis/hero-back-on-top-ola-electric-registers-most-e2ws-during-diwali-season/
Punjab Kesari	https://gadget.punjabkesari.in/automobile/news/okinawa-sold-17-531-electric-scooters-in-october-1705266
INC42	https://inc42.com/buzz/two-wheeler-ev-registrations-cross-70k-mark-in-october-ola- electric-tops-the-list-again/
Autocar Professional	https://www.autocarpro.in/news-national/ola-despatches-20000-units-in-october-now- holds-the-no-1-position-in-ev-two-wheeler-sales-113194
Navbharat Times	https://navbharattimes.indiatimes.com/auto/car-bikes/okinawa-autotech-rocks-in-electric- scooter-segment-registering-17531-units-retail-sale-in-october-2022/articleshow/95232854. cms
Fortune India	https://www.fortuneindia.com/enterprise/ola-electric-sells-20000-units-in-oct-okinawa- crosses-17500-mark/110240
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News9Live	https://www.news9live.com/auto/electric-scooter-sales-in-october-2022-ola-electric-on-top- in-record-month-for-e2w-retails-205325
Business News This Week	http://businessnewsthisweek.com/business/okinawa-autotech-registers-retail-sales-of- 17531-units-in-october-2022/
Bikewale	https://www.bikewale.com/news/okinawa-sells-17531-electric-scooters-in-india-in- october-2022/#:~:text=Electric%20two%2Dwheeler%20maker%20Okinawa,in%20the%20 post%2Dpandemic%20era.
Hunt Daily News	https://huntdailynews.in/okinawa-electric-scooters-all-electric-scooters-of-okinawa- company-created-a-lot-17531-vehicles-sold-in-last-31-days-okinawa-autotech-rocks-in- electric-scooter-segment-registering-17531-units-reta/
Media Bulletins	http://mediabulletins.com/business/okinawa-autotech-registers-retail-sales-of-17531-units- in-october-2022/
Content Media Solution	https://contentmediasolution.com/business/okinawa-autotech-registers-retail-sales-of-17531-units-in-october-2022/
Online Media Café	https://onlinemediacafe.com/business/okinawa-autotech-registers-retail-sales-of-17531- units-in-october-2022/
Outfable	https://www.outfable.com/top-news/the-okinawa-company-sold-17531-vehicles-of-all-electric-scooters-in-the-last-31-days/
Digit News	https://digitnews.in/all-electric-scooters-of-okinawa-company-made-a-splash-17531- vehicles-sold-in-the-last-31-days/
MSN	https://www.msn.com/en-in/autos/news/okinawa-sells-17-531-electric-scooters-in-india-in-october-2022/ar-AA13BxD1?ocid=XMMO
Hindustan News Hub	https://hindustannewshub.com/tech-news/big-jump-in-e-scooter-sale-this-company-broke- all-records-bookings-are-happening-continuously/
Car and Bike Hindi	https://www.carandbike.com/hindi/two-wheeler-sales-october-2022-okinawa-achieves-new-monthly-record-with-17-531-retail-sales-news-3480612





#### HTAuto

#### MONDAY OCTOBER 17, 2022

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#### **NEW ERA OF TECHNOLOGY OKINAWA IS ENTERING INTO** N UNTAPPED SEGMENT OF **GH-END PERFORMANCE ELECTRIC MOTORCY** LE SOON

With its recent JV with Italian electric two-wheeler maker Tacita. Okinawa Autotech plans to establish itself as a key player in the world of electric two-wheeler manufacturing. Its Founder and Managing Director Jeetender Sharma talks about Okinawa's dynamic range of products for the ever-emerging needs of the customers

1000 in the next 3 years. How would you achieve it? We have one of the widest product portfolios currently and are very much on par with internal combustion engines at the most competitive prices. We have managed to maintain a consistent momentum in our sales in the past couple of years and have met customer operactions through hinovalive strategies and reach out. We have clearly defined our customer approach and readmap and will be able to sustain our growth in the future.

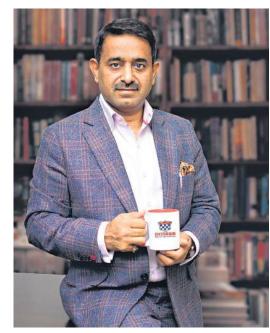
#### What are your plans for the EV segment? Who are your strongest competitors?

segment? Who are your strongest competitors? We are tully prepared to ride into a sustainable ture. Our recent V with Italian electric two-wheeler maker Tacita is to lower the use of fossil fuels, as well as establish ourselves as a key player in the world of bedric two-wheeler for both domesitic and international markets. The first model of the JV will include a high-end performance electric motorcycle which will be rolled ut in 2023. The testing of the motorcycle is already underway at our RAD testing the testing of the testing of the motorcycle is already underway at our RAD entrie in Europe.

A tai syour target for the next three years? and the seve-merging needs customers. We are charging ahead with an aggressive investment plan and seek to make the most of the burgeoning demand for electro tea-wheelers in India. We will be investing fis to corror to fis 1500 corror in the adv. Morture with Tachar We currently have more than 500 bealerships across India and are looling to egand our deletership tervork to be good to have more brado to due deletership tervork to be good to have more brad solong a chieve 11?

What is the strongest point of your

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OKHi-90

2017

2019

L'PRAISE+

The initial two years were spent in market research, understanding the customer requirements and challenges, in developing the entire Supplier base, Prototype development, Endurance testing, etc. Based on the same, the 1st Prototype of Okinava's first techric scotort was tested for 25000 km in different road conditions.

After thorough research, we launched our first product in 2017 - It was India's first high-speed electric scooter - The Okinawa Ridge. Okinawa Praise launched (December).

Praise De - Himalayas: Okinawa Praise conquered the highest motorable road in the conquered the highest motorable road in the World with a historic Journey, from Gurgaon to Khardungla at an altitude of 18379 ft, in 10 days, covering 1350 kms which is a world record with first ever detachable Lithium-ION battery in India.

Okinawa Autotech is the first Indian company to get a FAME II subsidy from the Government of India.

or India. Okinawa iPraise+ launched (January). Okinawa PraisePro electric scooter launched (September).

(September). Okinawa Rides In The All-new Lite With Some Cool New Features (Okinawa Lite launched in Numerber).

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DUALIDO

Lite

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#### Launched its first B2B electric scooter -The Okinawa Dual (January 2020). India's first customisable B2B Electric two-wheeler - Okinawa Dual to propel 'services on wheels'

2020

2021

wheeler - Okinawa Dual to proper Services on Wheels'. With the largest loading capacity ever on a two-wheeler, Okinawa is deploying the Dual for last-mile logistics. With dual loading capacity on the Fornd as well as the rear side of the vehicle, Okinawa Dual is a first-of-tis-such as gas cylinedro. Later to the nichle requirements of delivery. From heavy items such as gas cylinders, Ieevy Indruky Items equipment, water cans tet to day to-day items of formation control of the temportal additional customized accessories such as Delivery Box, Stackable Crates, Cold storage boxes for medicines, Qvilmed crarier, Lab on wheels etc. that can seamlessly and safely carry these products.

#### The only EV 2W company to have a comprehensive range of scooters in its portfolio.

portfolio. Okinawa receives International Automotive Task Force (IATF) certification for designing and manufacturing of electric two-wheeler - became the first EV manufacturer in the country to attain this feat. Launched Ad-campaign 'Ye E Sahi hai', breaking several myths about EVs.

Substantial increase in sales in FY2022 on account of rising fuel prices as well as the supportive policies from several state governments inducing customers to opt for electric mobility. Hit I Lakh sales in the year 2021. Opened first state-of-the-art experience centre - Okinawa Galaxy in Dehradun.

Expanded Okinawa Galaxy stores network in Delhi, Jajur, Noida, Ahmedabad, Dehradun, Mumbai, Bhubaneshwar. Launchedi mida's first 16-inch wheel sized electris sooter - the OKH1-90. Commenced second Manufacturing facility in Rajasthan.

in Rajasthan. Okinawa JV with Tacita for high-end Electric Motorcycles & Powertrain - Motor, Controller, Battery & BMS: Design will be done in Okinawa-Tacita R&D center Europe, whereas these components will be manufactured by Okinawa in India. 2022 Stated construction of new Mega Factory in Karoli, Rajasthan. It will be operational in 2023 with an annual capacity of 1 million units.

Aim to take our total sales figures to Dealership network of over 1000+ 2025 State-of-the-art Experience center to showcase the EV TECHNOLOGY experience.



currently testing at company's kap centre in Eurpoe						
Products	Price Range (ex-showroom)	Range*/Charge*				
R30	₹ 61,998	60 km/charge*				
Lite	₹ 66,993	60 km/charge*				
Ridge 100	₹ 74,741	149 km/charge*				
Dual 100	₹ 79,813	129 km/charge*				
Ridge+	₹ 69,783	84 km/charge*				
PraisePro	₹ 87,593	90~100 km/charge*				
iPraise+	₹ 113,023	140 km/charge*				
OKHI-90	₹ 1,21,866	160 km/charge*				
New Motorcycle	Coming Soon					
*Under ideal test conditions - specific range depends upon riding condition and road condition						

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## **Thought Leadership**





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### Okinawa in News







### **Okinawa in News**









### Okinawa in News



#### Okinawa Okhi-90 First Ride Review:

### Game changer in electric scooter market

karnataka State Open University	https://karnatakastateopenuniversity.in/okinawa-okhi90.html
MSN	https://www.msn.com/en-in/money/topstories/okinawa-okhi- 90-first-ride-review-game-changer-in-electric-scooter-market/ ar-AA12NKXd?ocid=EMMX
Zee News	https://zeenews.india.com/electric-vehicles/okinawa-okhi- 90-first-ride-review-game-changer-in-electric-scooter- market-2520303.html
Autocar India	https://www.autocarindia.com/bike-news/ola-s1-air-similarly- priced-alternatives-426157

msn

Zee News + Follow View Profile

Okinawa Okhi-90 First Ride Review: Game changer in electric scooter market -

Zee News - 10 Oct

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# Let's welcome our new dealer partners Inaugurated in OCT 2022

DEALER NAME	STATE	CITY
ARUNA ELECTRO MOTORS	TAMIL NADU	THIRUVALLUR
MD MOTORS	HARYANA	GURGAON
MADHAV E-VEHICLES	GUJARAT	AMRELI
VBM AUTOMOBILES	UTTAR PRADESH	FIROZABAD



### **Top Sales Achiever**





### Dealers with highest retail sale for October month

DEALER NAME	STATE	RETAIL SALE FOR OCT MONTH
WEBER E VEHICLES	GUJARAT	537
JAIPUR OKINAWA	RAJASTHAN	506
VIGOROUS MOTORS	RAJASTHAN	263
OM INFINITY AUTOMOBILE	CHHATTISGARH	255
SHARMA RICKSHAW INDUSTRIES	CHHATTISGARH	238

On behalf of entire Okinawa family, we would like to thank you all for your immense contribution to secure the tremendous sales numbers in the month of October. It has been a pleasure to have you all as a part of Okinawa Family. We are confident that with your continuous support we will touch the new heights of success...



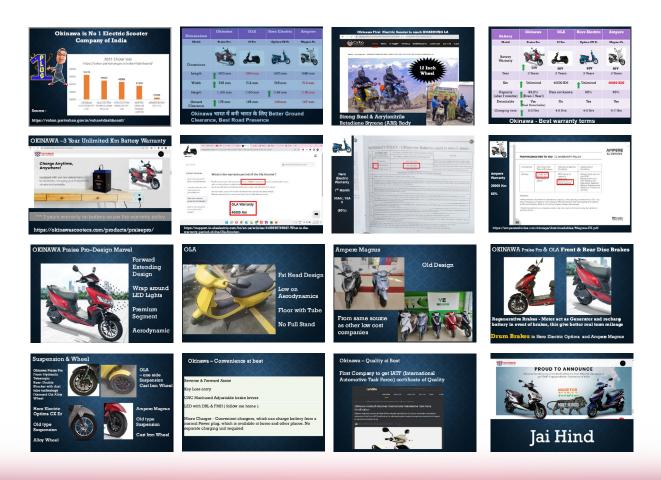
### **Dealer Initiative**



# OUT OF THE BOX THINKING

At Okinawa we always appreciate and welcome the out of the box thinking by everyone associated with us. Taking this initiative ahead one of the members of our dealer family **Shiv Auto E Rider**, **Maharashtra** took a different and unique approach to persuade potential clients about best-inclass products and services of Okinawa. They used a flip book that made the boring product presentation interesting and resulted in increased sales in the month of October.

We invite such creative ideas from dealers for better results.





### **Dealer Initiative**



#### Prateek Enterprises, Prayagraj



Saket Autowheels Pvt Ltd, Basti



Imperial Motors, Varanasi



Rana Autotech-Kanpur





### **Dealer Initiative**



NS Motors, Bhopal



Abhinav Enterprise, Sitamarhi, bihar



Ace E-Bikes



Allied Auto, Korba

Aum Automobiles, Khambaliya







### **Dealer Testimonial**





### Moving Towards Greener Future Together

We have been associated with Okinawa Autotech since December 2021.

We are proud of this association with India's leading electric two-wheeler manufacturer. With incredible brand name and best-in-class services, Okinawa has earned tremendous respect and love from its customers.

We adore the brand's vision of providing environment friendly mobility solutions to the citizens of our country and hope our relationship with Okinawa touches the new heights of success.

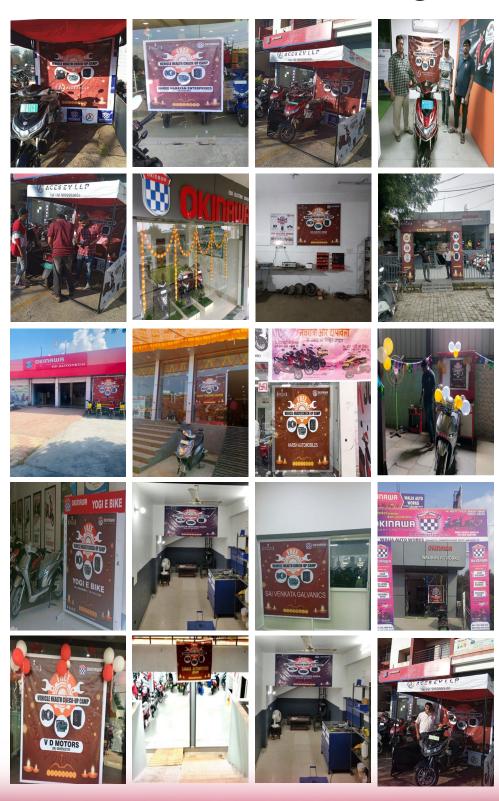
Mrs. Sakshi Bhatia Vinayak Motors, Dehradun



### **Service Initiative**



### Vehicle Health Checkup Campaign



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### **Service Initiative**







































### **HR Initiative**



Diwali Celebration



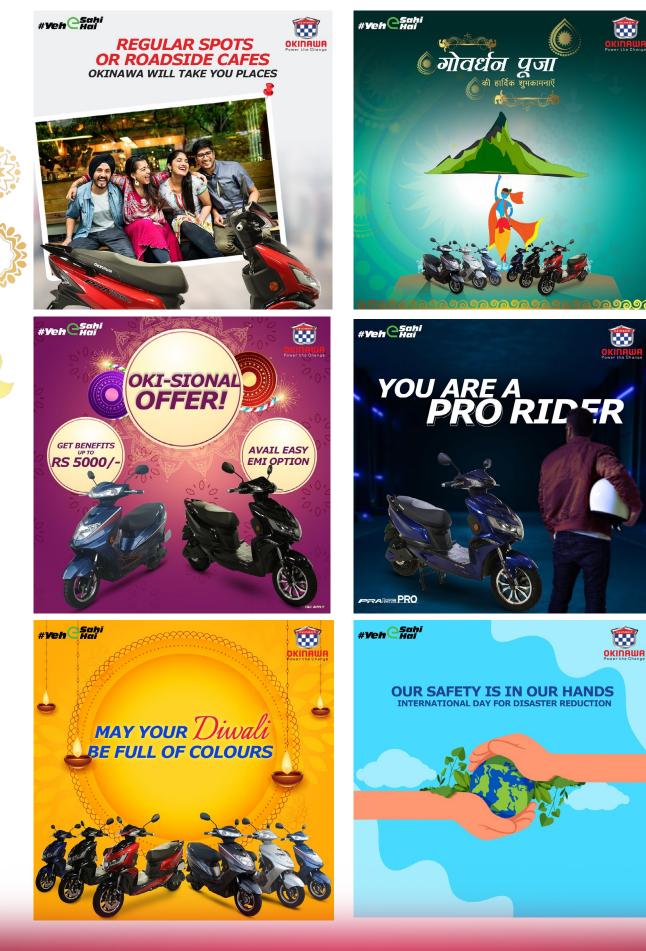






### **Social Media**



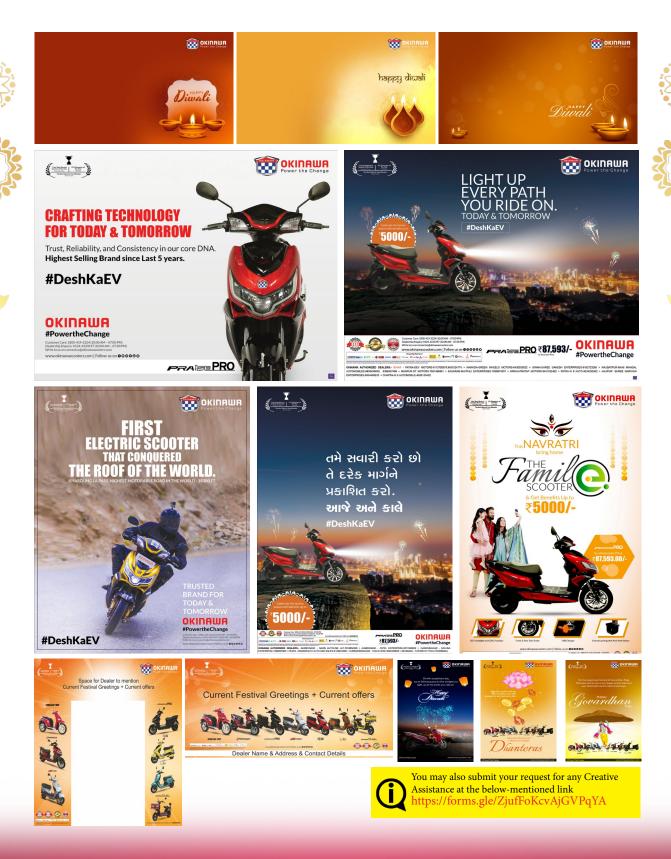


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### **Creative Support**



Okinawa has been supporting its dealer partners with similar creatives for every occasion that matches the brand's DNA. These designs give synergy to the entire promotional materials, product pictures, advertisement layouts etc.



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You may also send your entries to be the part of this newsletter. Please send your entries before 20th of every month at

pr@okinawascooters.com

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