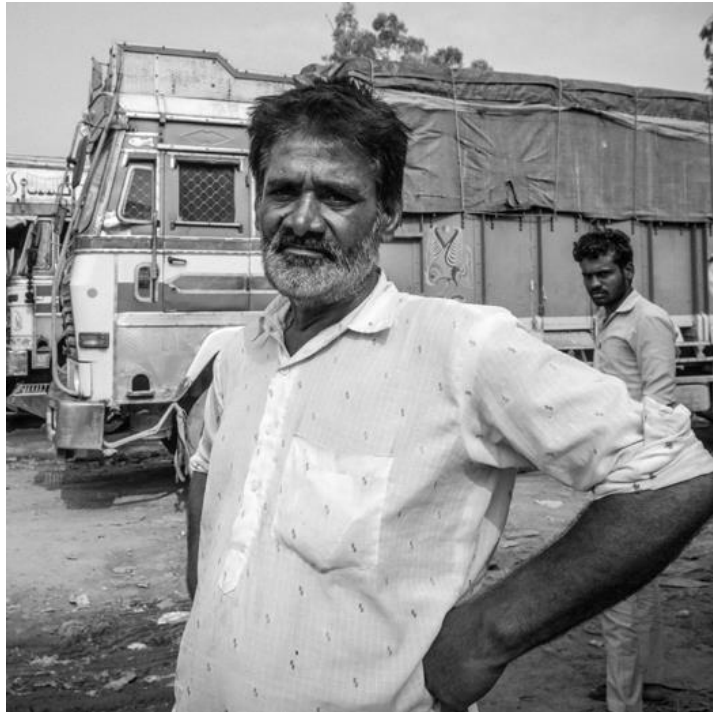


The image features the word "Fligital" in a bold, italicized sans-serif font. The letters "F", "l", "i", "g", and "i" are colored in a gradient from red to purple, while the letters "t", "a", and "l" are blue. The logo is centered within a series of five concentric dashed light gray circles that expand outwards from the center of the text.

***Fligital***





# Current Scenario



$$\begin{array}{l} \text{Avg. Revenue per trip} \\ \text{Rs. 25,000} \end{array} - \begin{array}{l} \text{Expenses} \\ \text{Rs. 23,500} \end{array} = \begin{array}{l} \text{Profit} \\ \text{Rs. 1,500} \end{array}$$

# Problem Statement



## Result

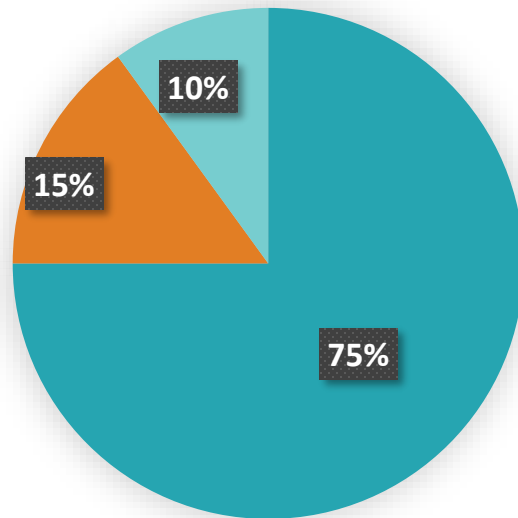
- Lack of business visibility
- Multiple transactions with various vendors
- Transactions at a high price
- Spends more time & money to meet ends
- Uses multiple tools to keep track of business
- Lacks transparency & not efficient

On an average a fleet owner spends **15-20%** more money per truck per year to do business

# Market Size



## Fleet Owner's ownership

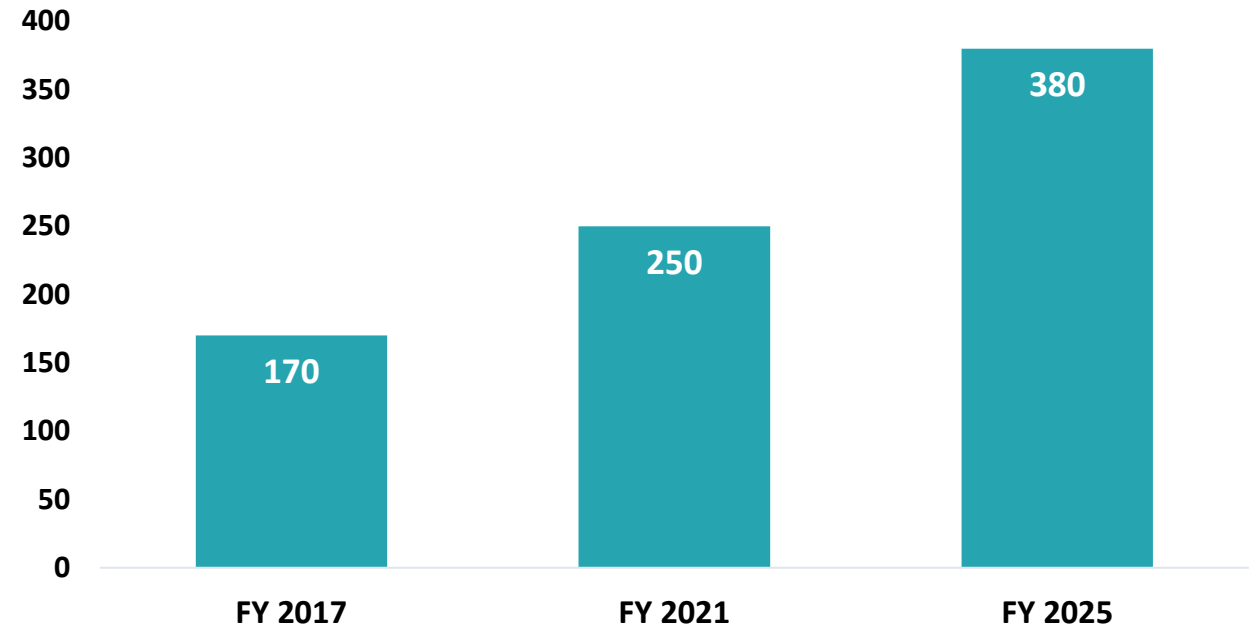


Fleet Size: ■ 1 to 5 ■ 6 to 20 ■ More than 20

**In India, 90% fleet owners own less than 20 fleet**

## India's logistic market size from 2017 to 2021, with an estimate for 2025

*(in billion U.S. dollars)*



Source: <https://www.statista.com/statistics/1288177/india-size-of-logistics-market/>

Source: <https://indiancompanies.in/logistics-industry-in-india-indian-logistics-market/#:~:text=about%2014%20per%20cent%20now,is%20owned%20by%20organised%20players.>

# Our Solution



## Advantages

- ONE platform for multiple needs
- Provides transparency & better visibility
- Gets discounts, savings from multiple vendors of being **Fligitian**
- Saves time & saves money

# The Team



## Praveen Kumar Reddy P

Founder & CEO, Business & Product

- 20 years of experience in problem-solving, solutions development, and establishing new businesses.
- Industry experience includes **Logistics**, and Process Manufacturing, FMCG/CPG, BFSI
- Education: B.Tech, MS



## Shashwat Bishwen

Co-founder & CTO, Technology

- Shashwat has around 17 years of experience in working multiple domains.
- Extensive & deep knowledge in **Logistics**, FMCG & health care. He brings wealth of experience in developing solutions simple
- Education: NIIT, MBA



# Market Size & GTM



## TAM – Total Addressable Market

Global Logistics & supply chain market is growing at CAGR 5.7% by 2027

Predicted at \$ 13 Tn by 2027

## SAM – Serviceable Available Market

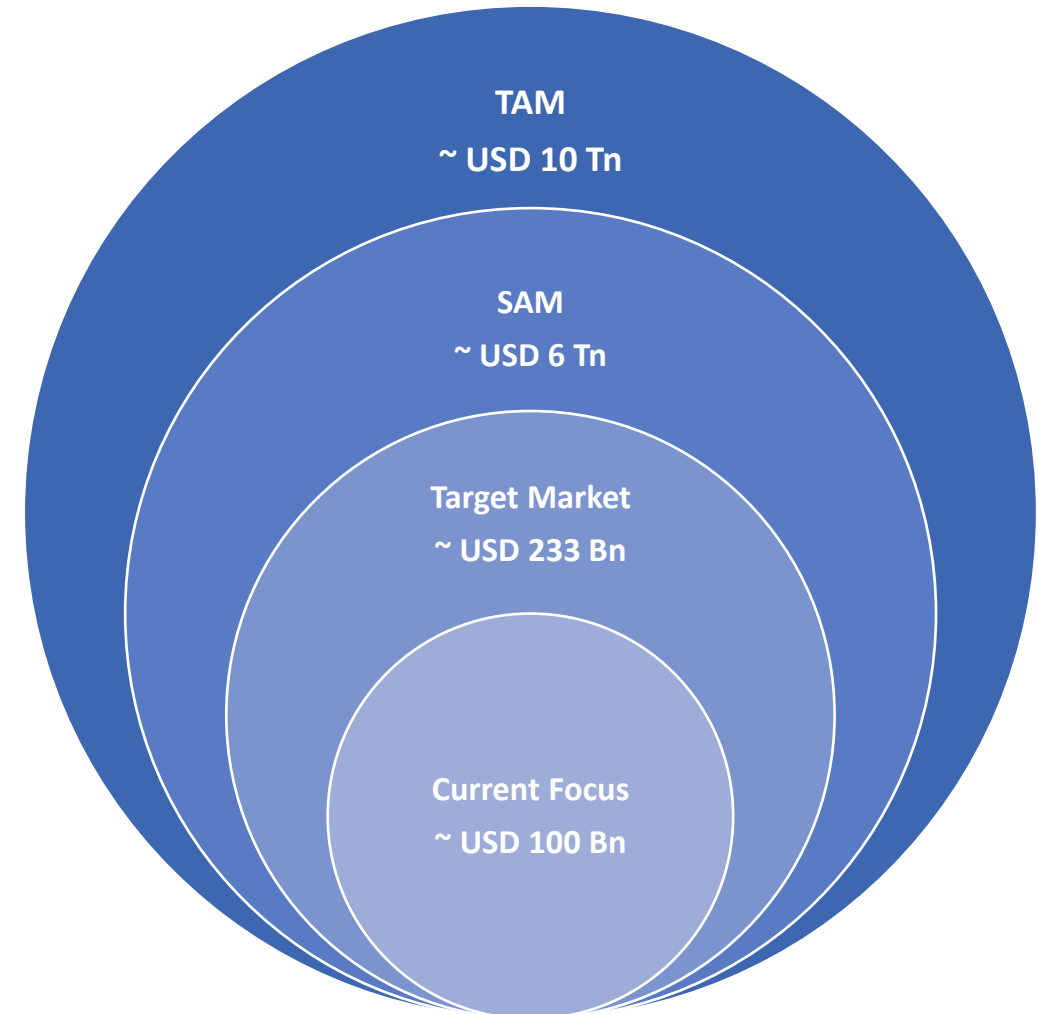
Unorganized logistics market (Approx. 60%)

## Target Market

India

## Current Focus (GTM)

Use case: Intercity & Intracity for South India



# Our Journey so far



--- 2020-21

→ 2022

## So far

- Digitizing end-to-end operations
- GPS Partners integration
- Platform to get visibility on business & take smart decisions

# Revenue streams



## Tech Platform

Yearly Subscriptions

## Operations

- Intercity Operations
- Intracity Operations

## Avg. Annual Subscriptions

### Annual Subscription Fee

Small Operators	<b>INR 0</b>
Medium Operators	<b>INR 32 K</b>
Large Operators	<b>INR 45 K</b>

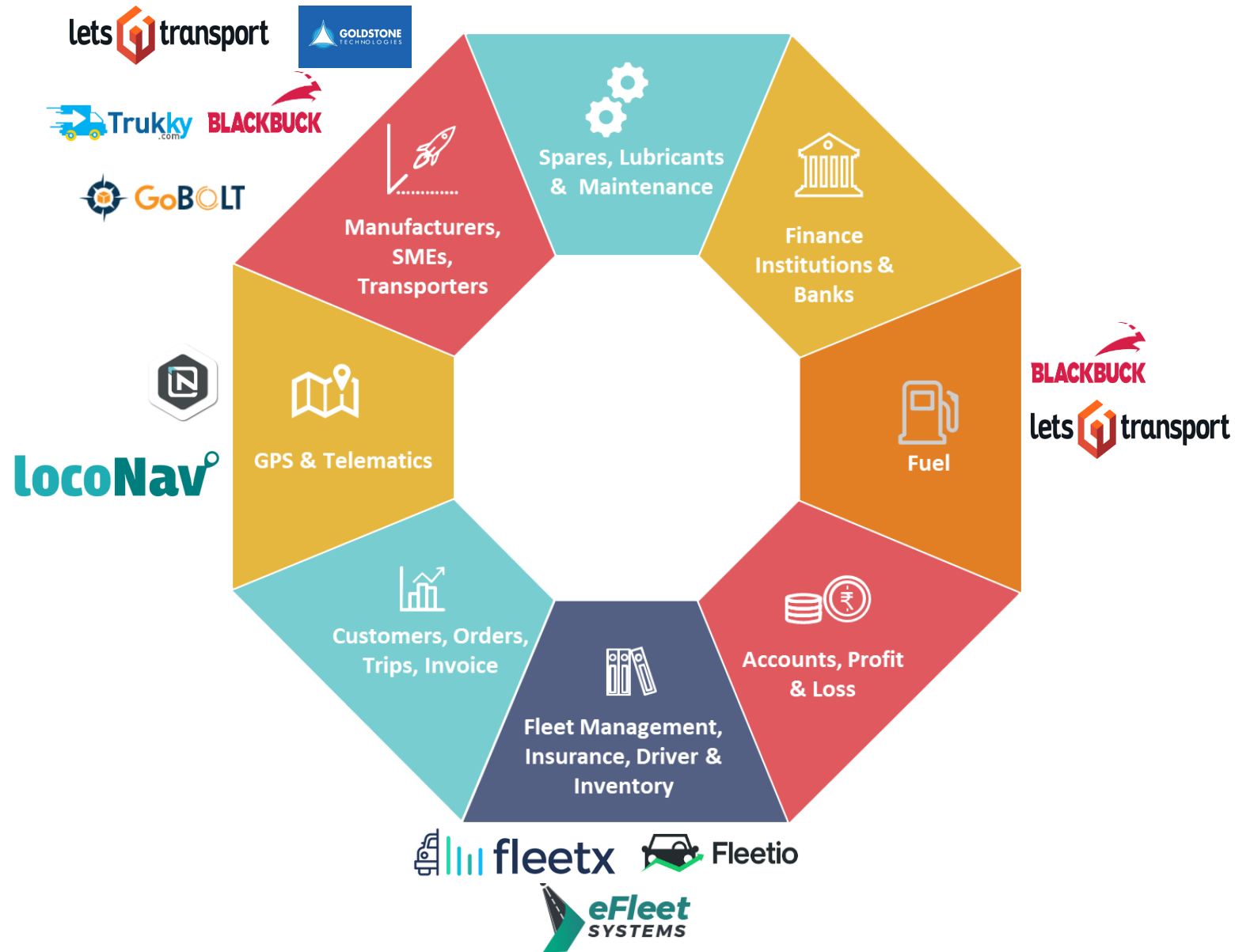
## Revenue Streams

### Optimizing Supply Chain

Intercity Operations	<b>4-8 % per transaction</b>
Intracity or Mid-mile	<b>3k per vehicle per month</b>

Avg. Contract duration - 5 years

# Competitors



# Traction



## FY 2021 – 22

**Total Revenue:** 1.32 Cr

## FY 2022 – 23

**Total Revenue:** 1.3 Cr (April – Oct)

**Work Orders:** 29 Cr (Rest of the year)

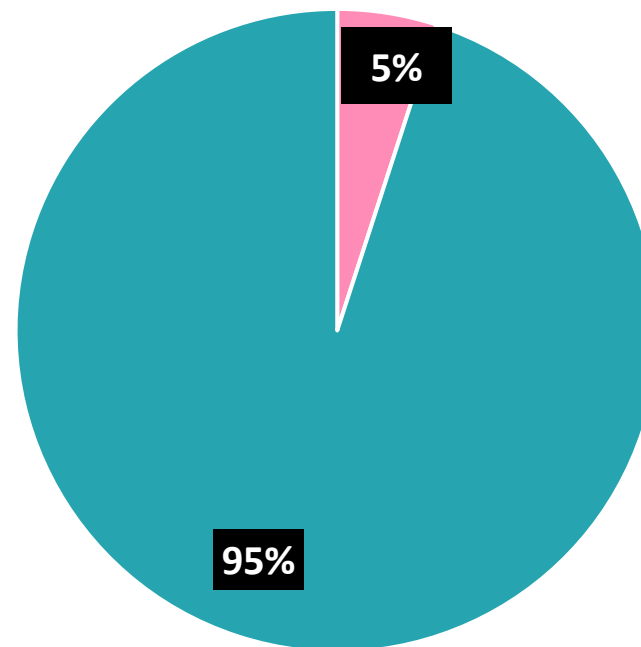
**7**

Tech Platform

**830**

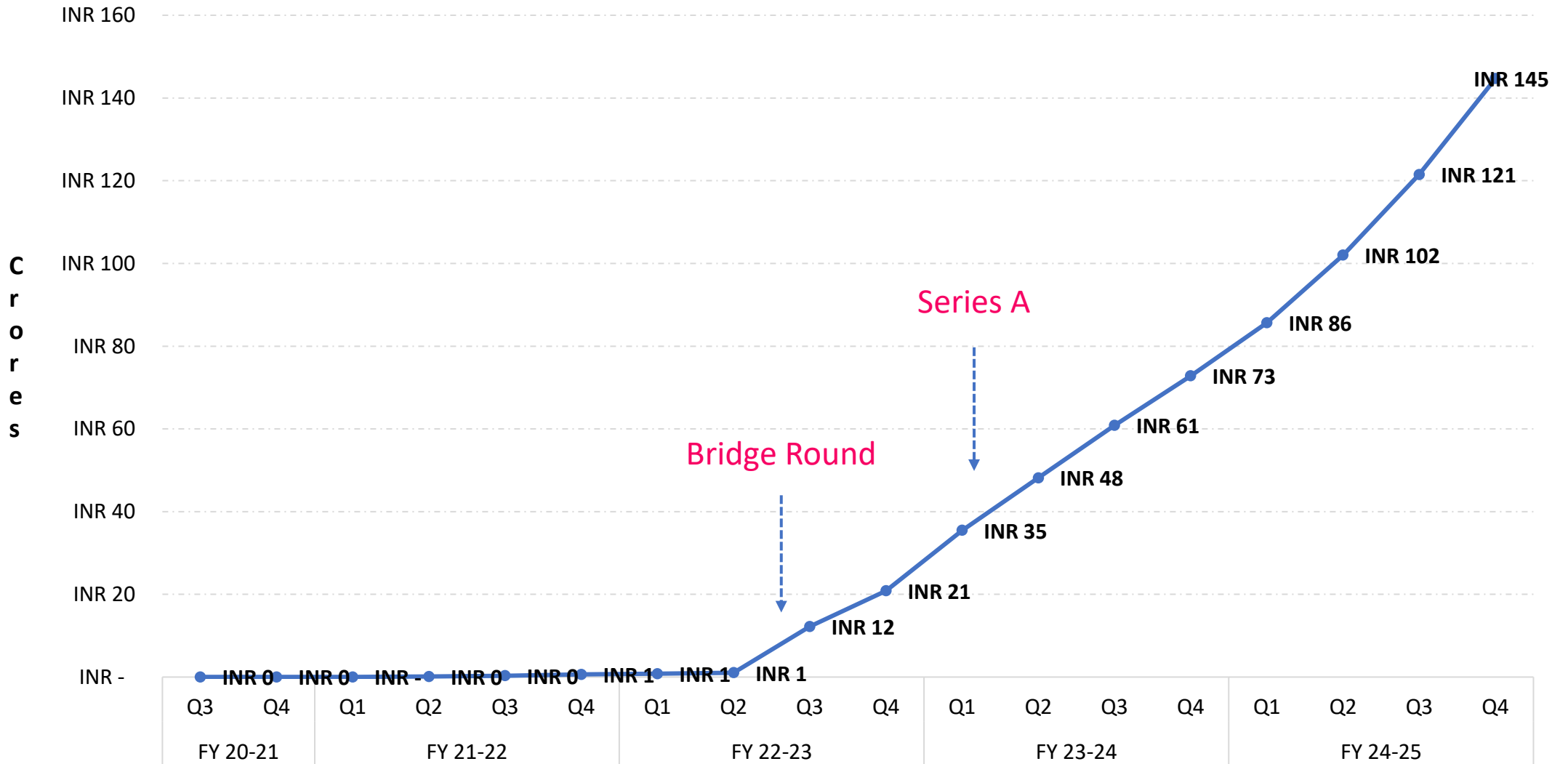
Logistic Operations

Revenue Streams split



■ Tech Platform ■ Logistic Operations

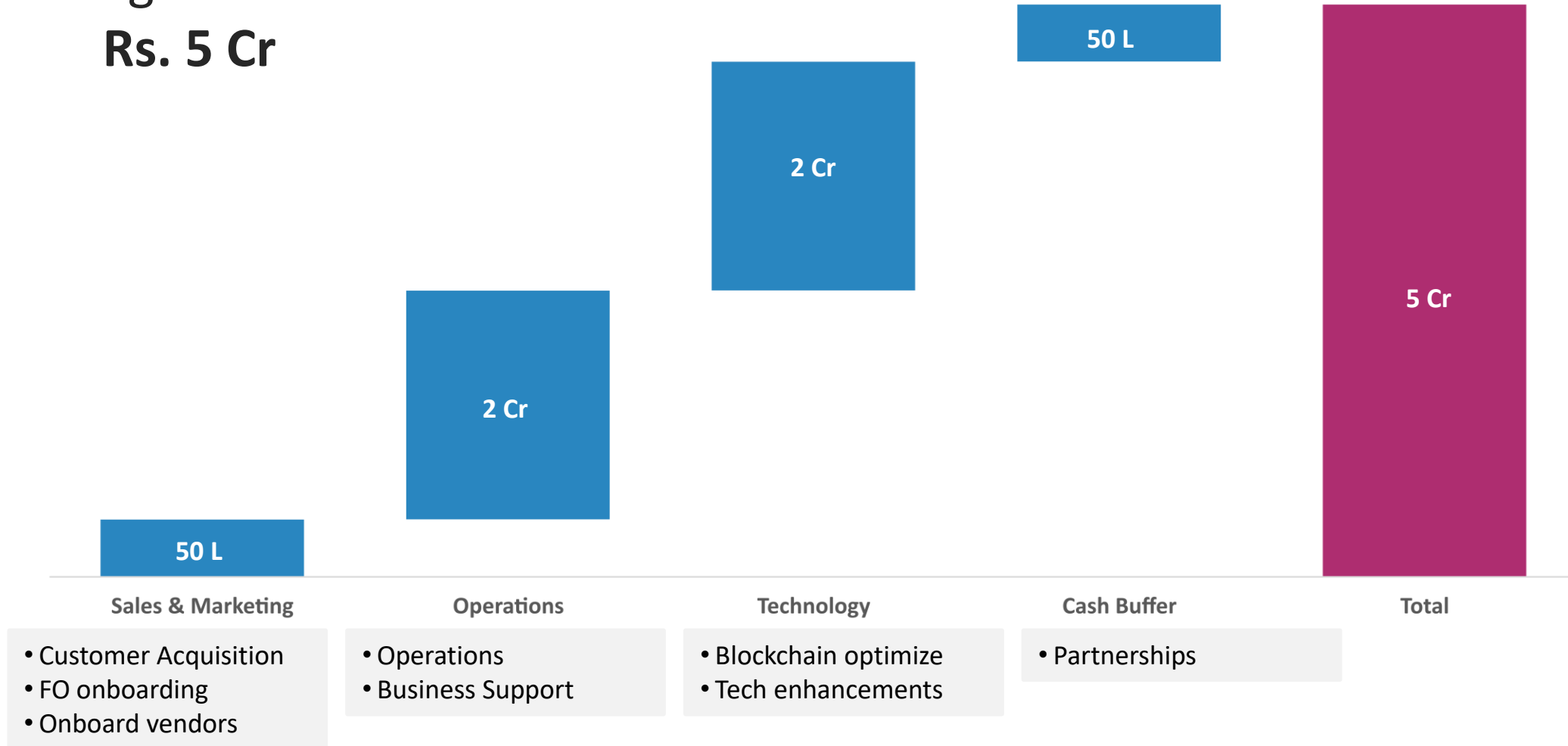
# Revenue Projection



# Funding Requirement

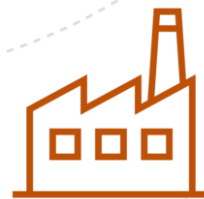


Bridge Round  
Rs. 5 Cr



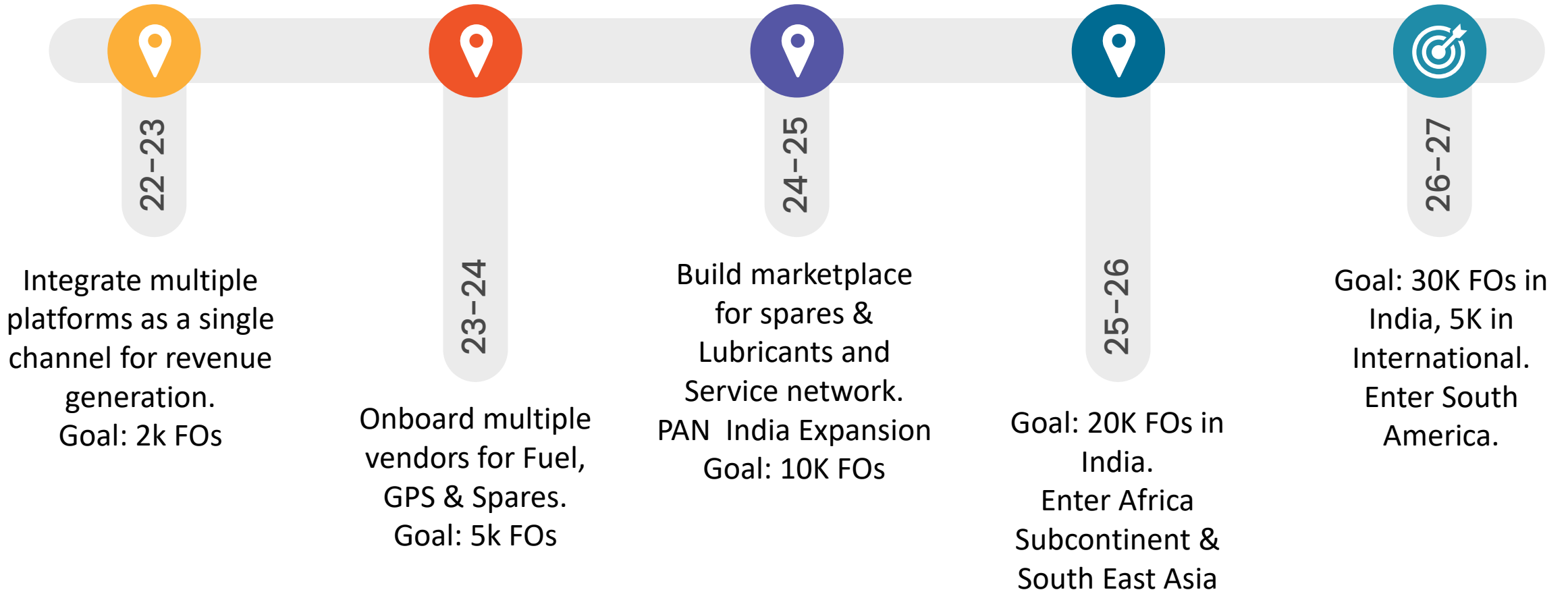


# Build the largest echo system for logistics





# Mile stones & Road Map

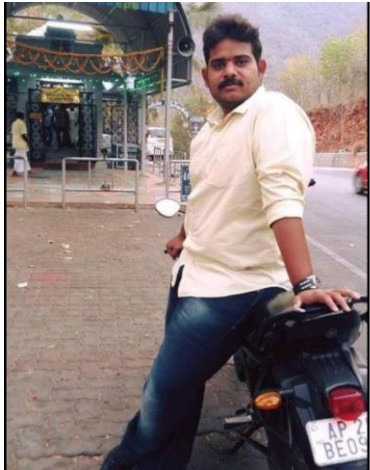


Driving growth through market research, innovation & improving efficiency in every step



**THANK YOU**

# What do Customers say about us?



**Fligital**

My vehicle was idle at Rajahmundry for 2 days with no loads. Fligital team contacted me and arranged the load in 2 hours. Loading & Unloading completed with no issues and 100% payment received at unloading point. The team was in touch with me throughout. Excellent service by the Fligital team !!!

**Vamsi**  
Hyderabad

<https://fligital.in>



**Fligital**

Fligital offered excellent service in finding a load from Madhurai to Hyderabad. The team was extremely responsive for all questions

Fligital team coordinated well to make sure there is no communication gap. When delay happened, the Fligital team was proactive in sharing detention charges.

Advance & Balance payments received on time with out delays.

**SHANKAR,**  
Chengalpattu

<https://fligital.in>

“”

The features are very good.  
The reminders make sure I never miss a deadline. Definitely worth the money.

**- Aandavar Lorry Services**  
Fleet Owner, Tamil Nadu



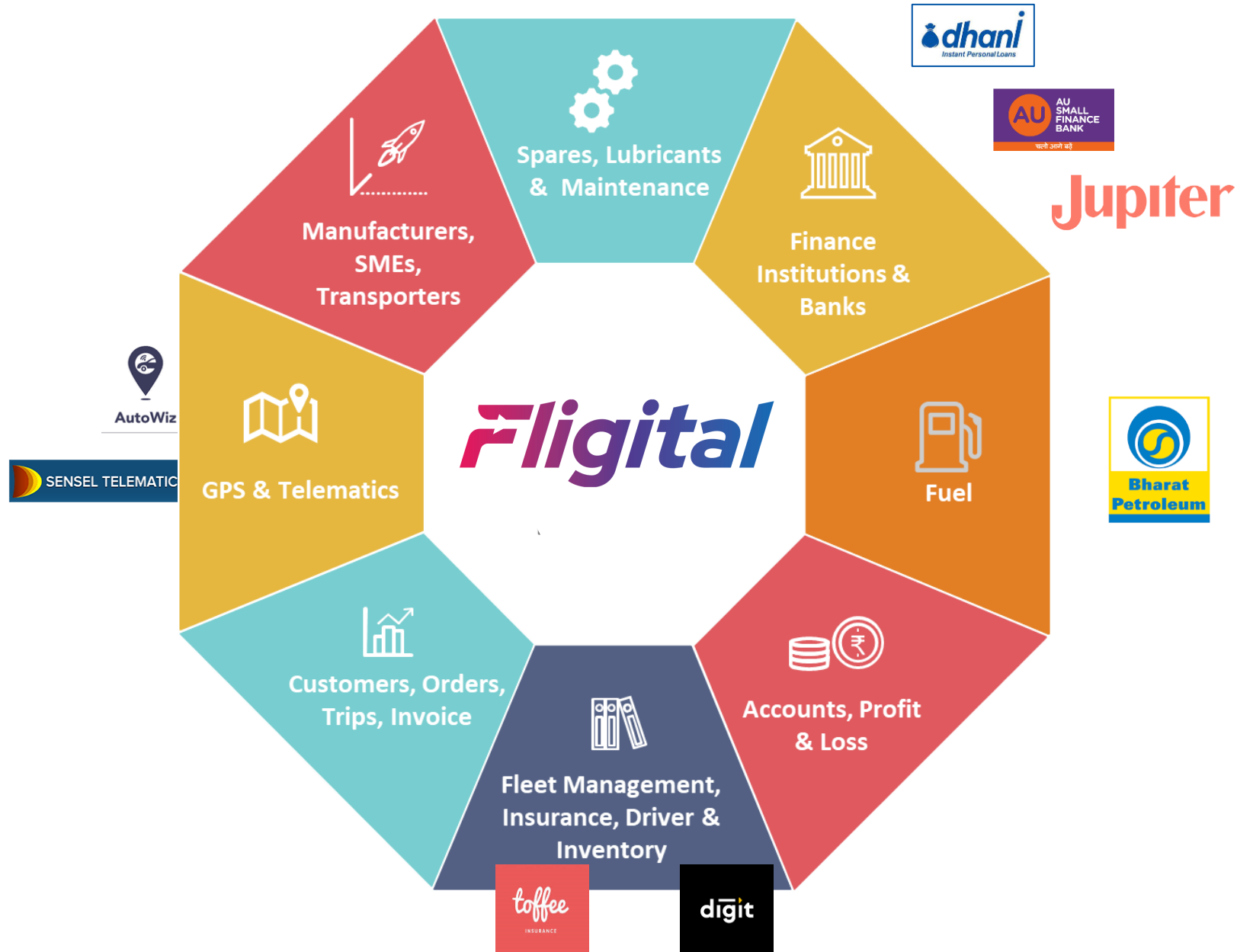
“”

The Fligital tool is very useful.  
It saves manual effort and also monitors the expenses.

**- Sri Krishna Transports**  
Fleet Owner, Tamil Nadu



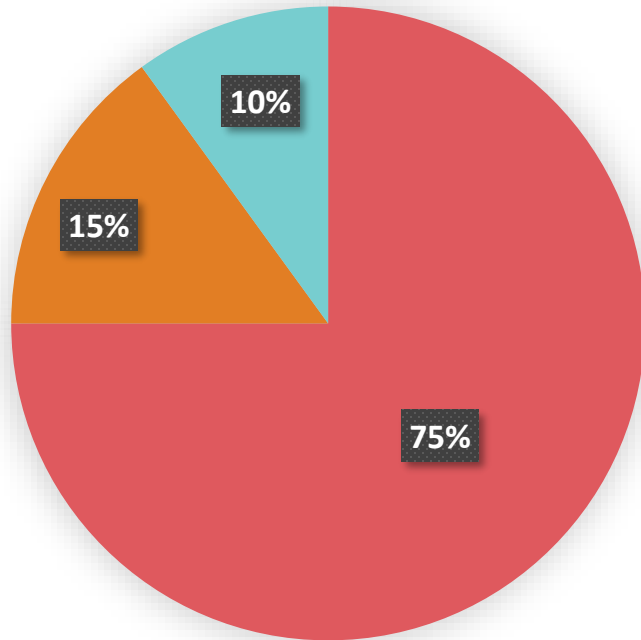
# Ecosystem



# Business Operations



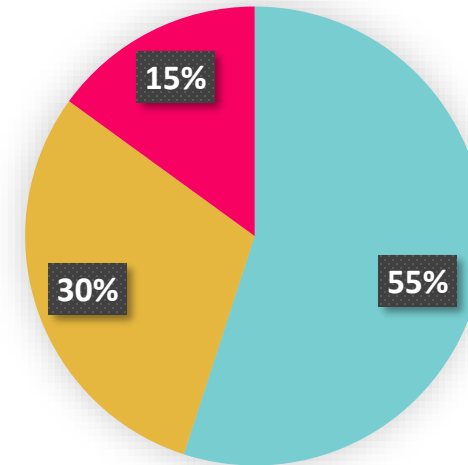
### Fleet Owner's ownership



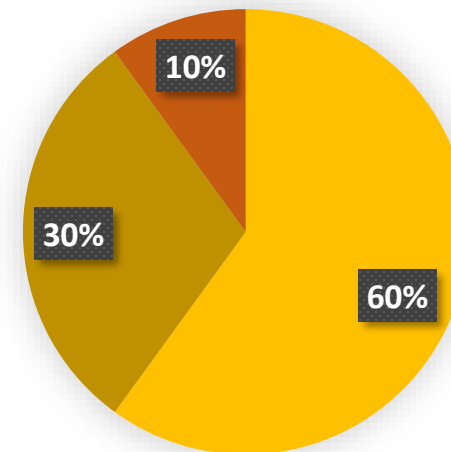
Fleet Size: ■ 1 to 5 ■ 6 to 20 ■ More than 20

**90% fleet owners own less than 20 fleet**

### For every Rs. 100 of business done



■ Direct Revenue  
■ Indirect Revenue  
■ Idle Time



■ Direct Expenses  
■ Operational Expenses  
■ Admin & Compliance

# Customers



## Intercity



MBDL

Archana Traders

## Intracity

