



E-Commerce
Logistics Startup

Logistics Ecosystem

E-Commerce Platform

Client → E-commerce Logistics Service Provider

A growth story built on strong foundation...

	2015	2016	2017	2018
Revenue (to exit March)	INR XX Mn	INR XX Mn	INR XX Mn	INR XX Mn
State Footprint	ABC	ABC	ABC	ABC
Team Size	YY	YY	YY	YY
Daily Order Volume	PQR	PQR	PQR	PQR
GMV Cash Transacted	XYZ	XYZ	XYZ	XYZ
Primary Customers	123	123	123	123



What's the Promise

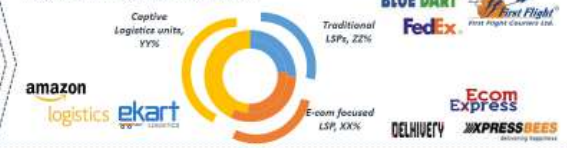


Inflection Point – industry is growing fast...we need to grow faster to sustain momentum

Industry growing at a rapid pace...



...leading to intense competitive activity

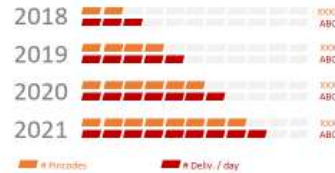


Innovation, technology, process optimization & investments have helped E-com focused LSPs to carve a niche in the industry



Key Investment Considerations

- 1** High growth potential & multiple favourable tailwinds
- 2** Product Agnostic and Scalable business model, with built-in efficiencies & control
- 3** Demonstrated experience of 4 years
- 4** Built a winning team
- 5** Focus on customer experience
- 6** High delivery SLA adherence rate



...and Progressive Business Model...

Complete forward integration helping in standardization and taking quick decisions.
 Strong Presence in Tier and growing from outer periphery to inner periphery and entering
 Dedicated teams for customers based on their demand projections
 Big Hub that can cater to additional deliveries from potential customers likes.....



The network & infrastructure is capable of delivering not only products of e-commerce players like but also grocery, pharma &
 ABC is on the verge of entering partnerships with two new customers within a month – a leading delivery company & a diversifying its delivery capability

Time to scale up and down is very quick as has been demonstrated throughout our four years of experience