

Logistics, but Better



JICA Webinar

December 2021

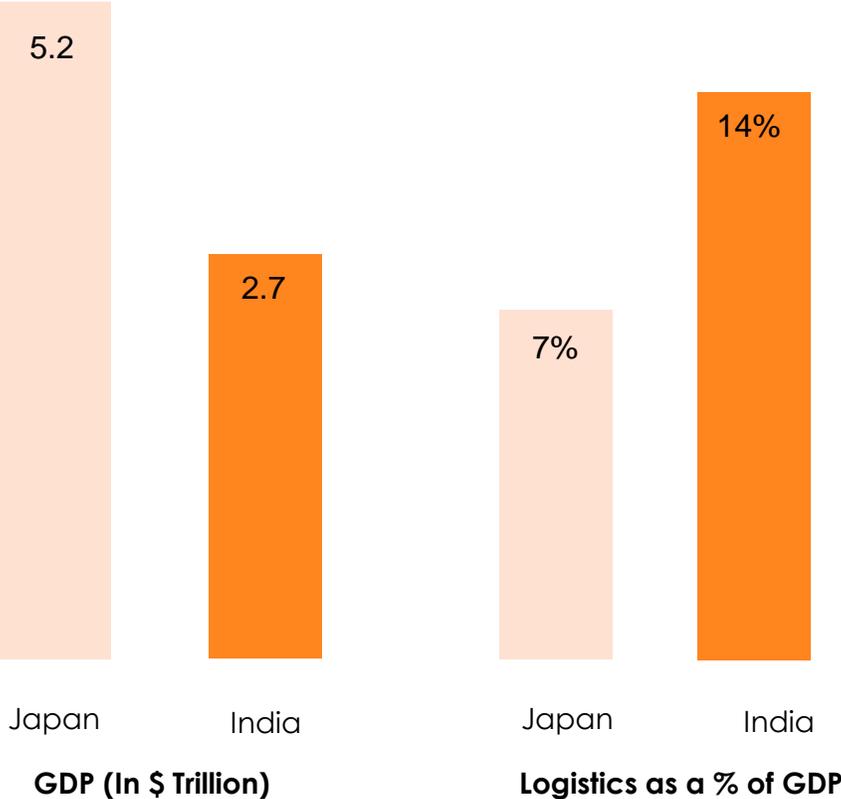
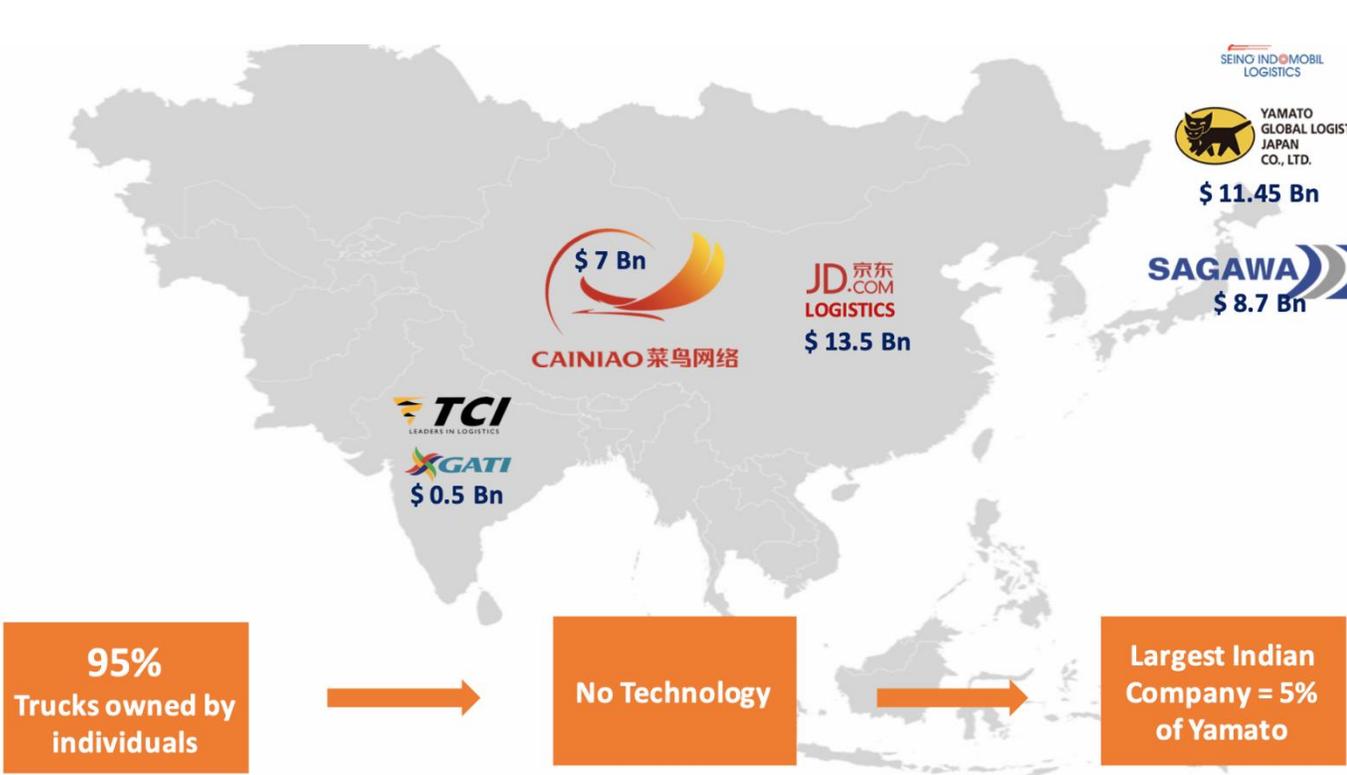
Our Vision



India's leading app for truckers to increase earnings by making urban trucking efficient

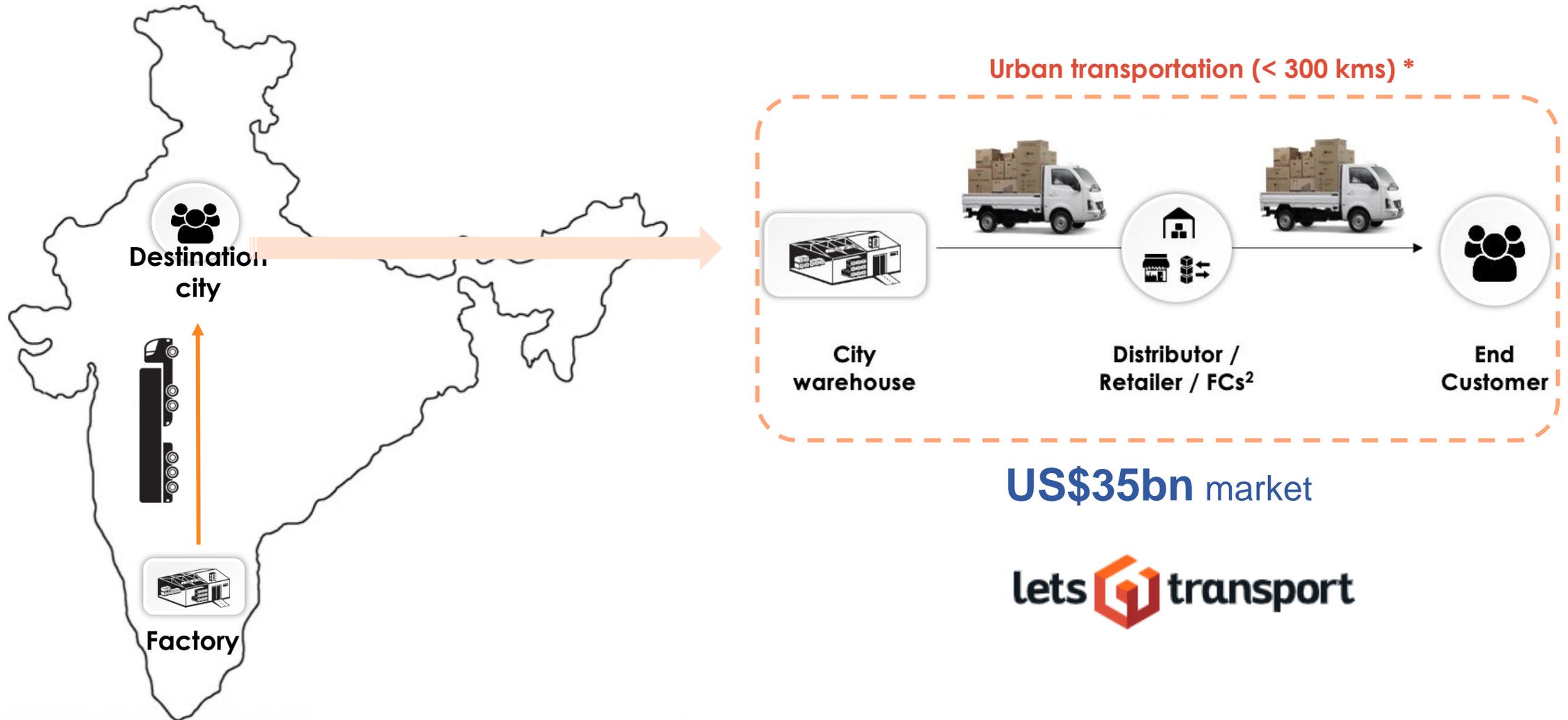


High fragmentation leading to inefficiencies and poor earnings



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Our canvas – Within city, urban trucking platform



US\$35bn market

lets  transport

Where are we today



\$70mn

Revenue run-rate



15%

MoM Revenue growth¹



4x

Wallet Share expansion



17

Cities present



200+

Enterprises served till date



30k

Active trucks (140K Regd.)

Post COVID – 2.5x revenue growth, Contribution margin positive

Backed by



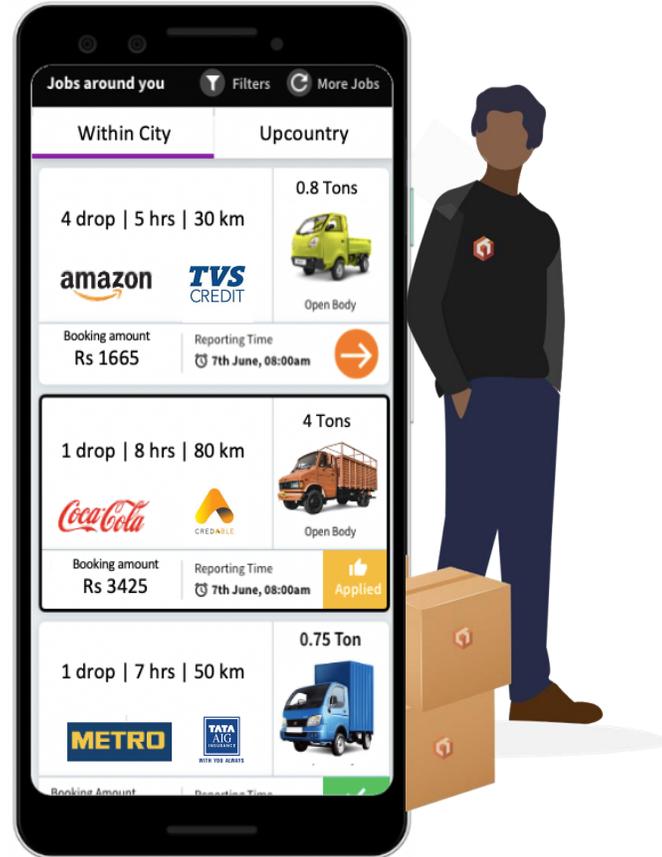
LT platform: Democratizing truckers' access to enterprises – clients, banks etc.

200+ Clients aggregated – Download & ready to go

Built in legal contracts, invoicing, collections etc.



Reliability tools – Future Enterprise ready



One App does it all for the truckers

Financing - Working Capital, Personal Loans



Insurance



Fuel & Other consumables benefits



Other benefits - Leasing, financing, sales



Business collaborations with Japanese corporates

Company	Project details	Pictures
	<ul style="list-style-type: none"> - We ran a pilot in collaboration with Denso and Maruti Suzuki to improve the efficiency and develop temperature management solutions for the delivery of refrigerated goods by shippers and other service providers in the following regions in India - Denso's refrigeration unit was fitted in Maruti Suzuki Super Carry trucks, and we deployed this vehicles for our clients transporting refrigerated goods - The pilot ran successfully for 6 months before the country went into lockdown in Mar-2020 	
	<ul style="list-style-type: none"> - We collaborated with the Government of Karnataka under their Samruddhi Scheme to promote entrepreneurship amongst the economically backward section across the State - As part of this scheme, state enabled young entrepreneurs by investing in assets capable of providing earning opportunities - We partnered with Isuzu trucks and helped these young entrepreneurs procure Isuzu commercial trucks and start earnings from our platform by using the asset 	
	<ul style="list-style-type: none"> - We work extensively with SMAS Auto Leasing India Private Limited, which is a Sumitomo Mitsui Auto Service Group company - While SMAS Auto Leasing works more with personal cars, we started commercial vehicle leasing with them 3 years back - Currently we have 28 trucks under lease from SMAS Auto Leasing and are looking to expand the leasing offering directly to more truckers through our platform in the coming years 	

LetsTransport – Building an ecosystem of product offerings for the marginalized community of truckers in India

Problem statements for truckers

Marginalized community of fragmented truckers

70%+ drivers do not have access to formal channels of capital from banks, NBFCs

Lack of access to capital

60% of the trucks are under vehicle financing with EMIs being a monthly burden for truckers

High financial burden

35-40% p.a., rates of interest for borrowings made through informal channels push truckers into debt traps for life

Informal channels of financing

40%+ truckers lack formal education or have not completed their degrees

Lack of training



Our solutions and offerings

We aim to build an inclusive ecosystem for the trucker community

Earnings based financing

We offer working capital solutions to truckers against earnings on our platform, unlocking capital for their growth and expansion

Personal lending

We address truckers' short term needs for capital through personal loans from our partners NBFCs at affordable rates, helping them with making regular payments

Insurance

We offer insurance products to truckers at much cheaper rates compared to the market by leveraging scale of our platform

Training and reach out program

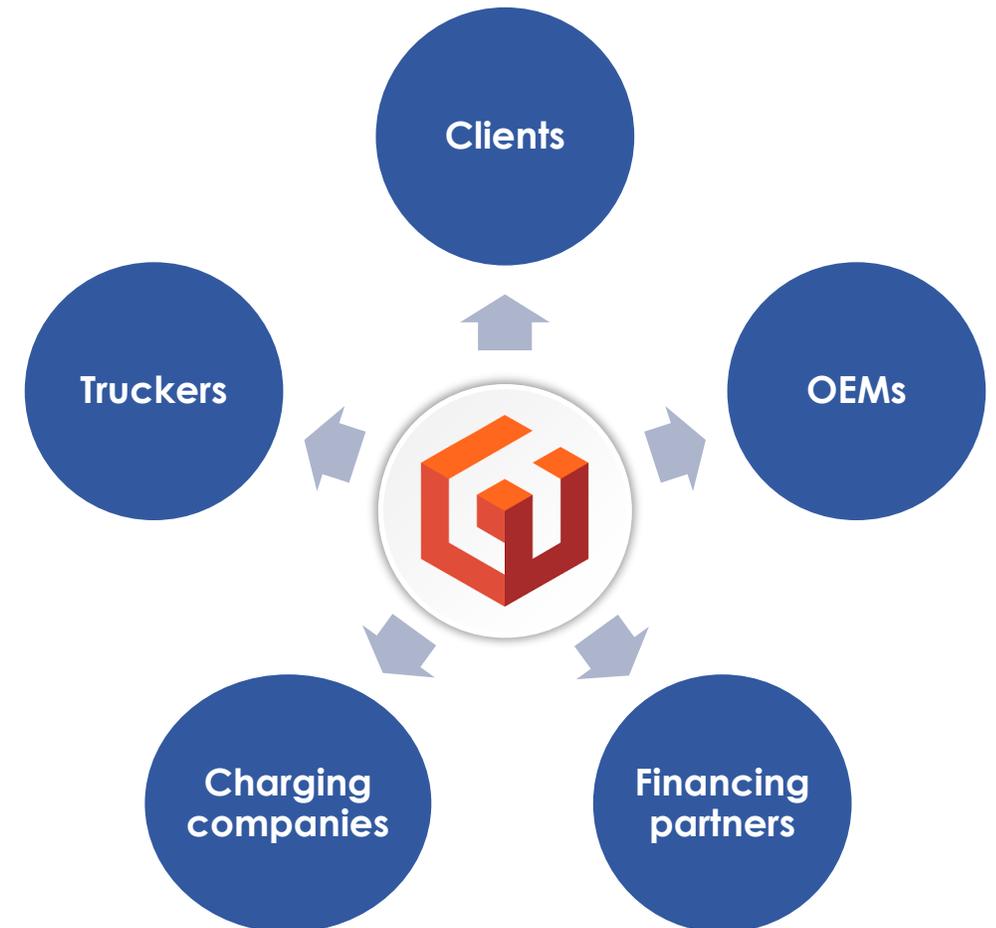
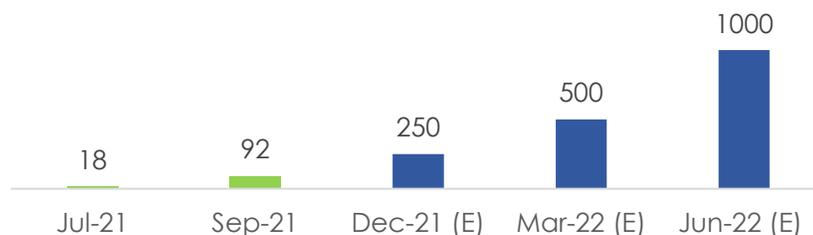
We offer various trainings to our partners including road safety, growth training, technology and financial literacy, etc.

LetsTransport – Building the EV ecosystem in the Indian commercial trucking sector

EV adoption in Indian commercial trucking is a huge step towards achieving UN's Sustainable Development Goals on Climate Action

- **Adoption of EVs will become a necessity for truckers to continue sustaining business:** With rising fuel costs, increased asset costs for internal combustion engines and industry wide push from enterprises to move to more sustainable alternatives, it has become critical for truckers to move towards EV
- **EV adoption continues to be a challenge:** However, there are multiple challenges with EV adoption as there is limited understanding of the products in the market, multiple OEMs offering similar products, financiers not willing to provide financing options for EVs, range anxiety due to inadequate charging infrastructure
- **LetsTransport is uniquely positioned to build the EV ecosystem:** We are to leverage our position in the market with a reliable access to demand, well trained fleet of truckers, our partnerships with NBFCs, charging technology companies and OEMs to address the problems faced by the EV ecosystem. We are bringing all parties to the same table and helping solve for the inefficiencies and promoting EV adoption across the market

EVs deployed through LetsTransport

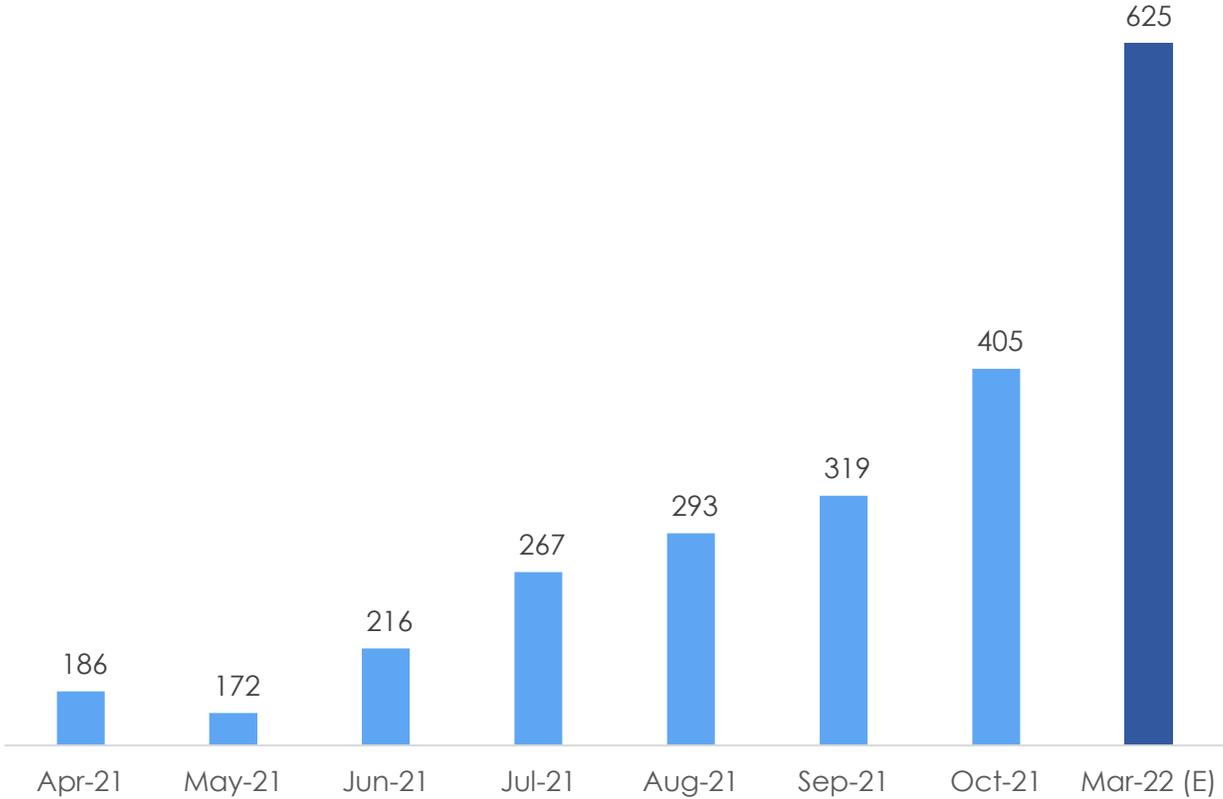


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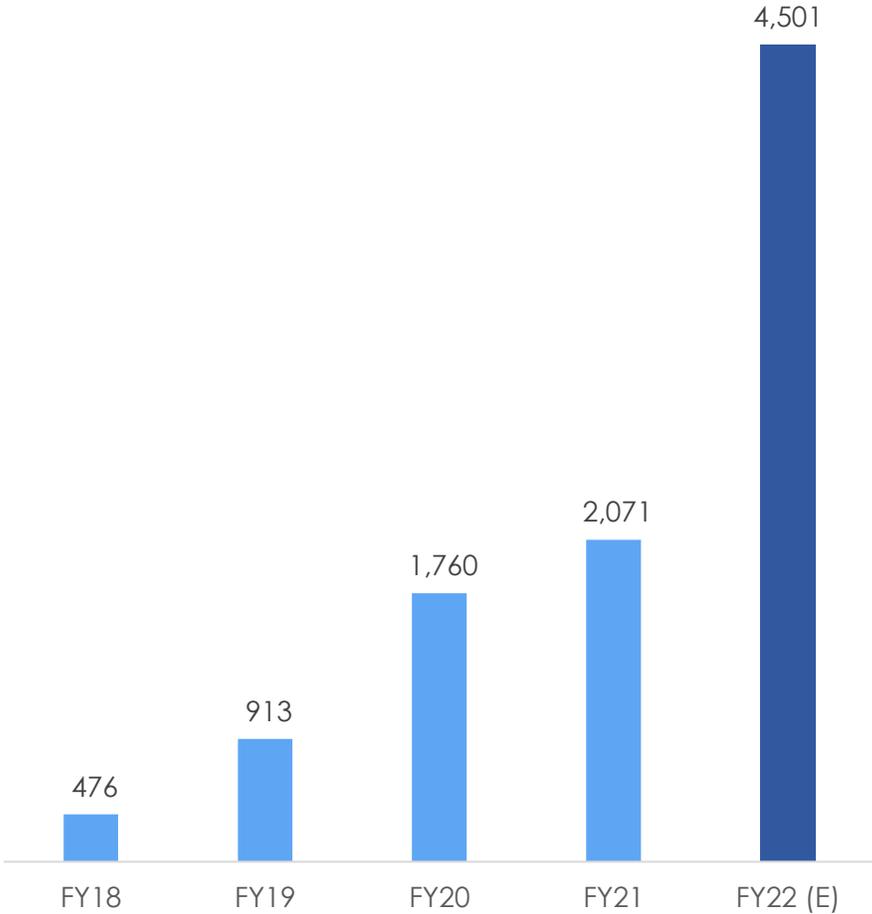
We have a strong growth momentum coming out of the second national lockdown

Monthly revenue (INRmn)

**\$100mn
ARR**



Annual revenue (INRmn)



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Fundraising plan

We are looking to raise **\$35-40mn** as part of our Series C round to expand our product offerings for truckers and clients

\$15mn

To be invested in **core business** and **manage working capital**

\$10mn

To be invested in expanding **trucker ecosystem products**

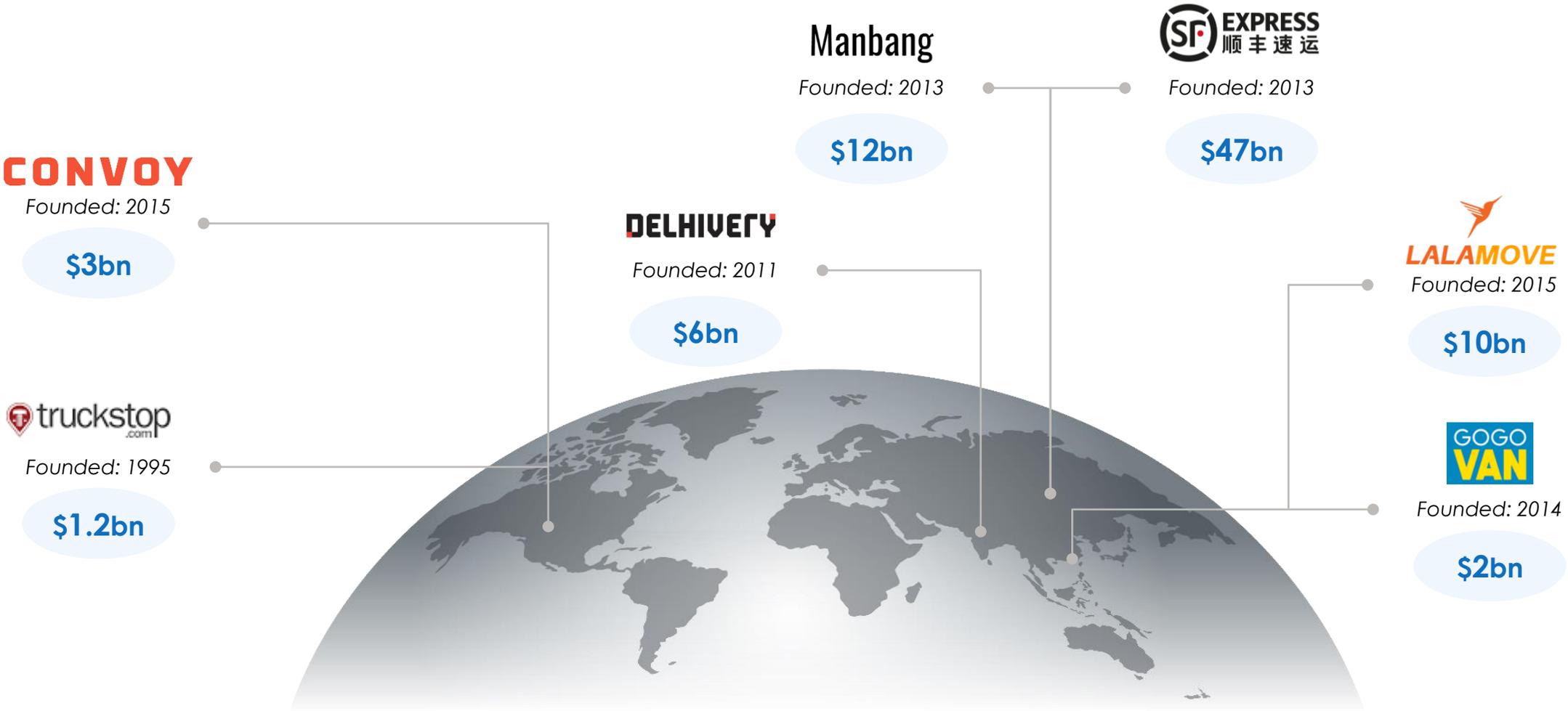
\$5mn

To be invested in expanding **electric vehicles** operations

\$5mn

For **inorganic growth opportunities/acquisitions**

Large global outcomes created by solving unique regional problems



Thank You!

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