



Telematics. Payments. Commerce.



Introduction – Corporate Offerings

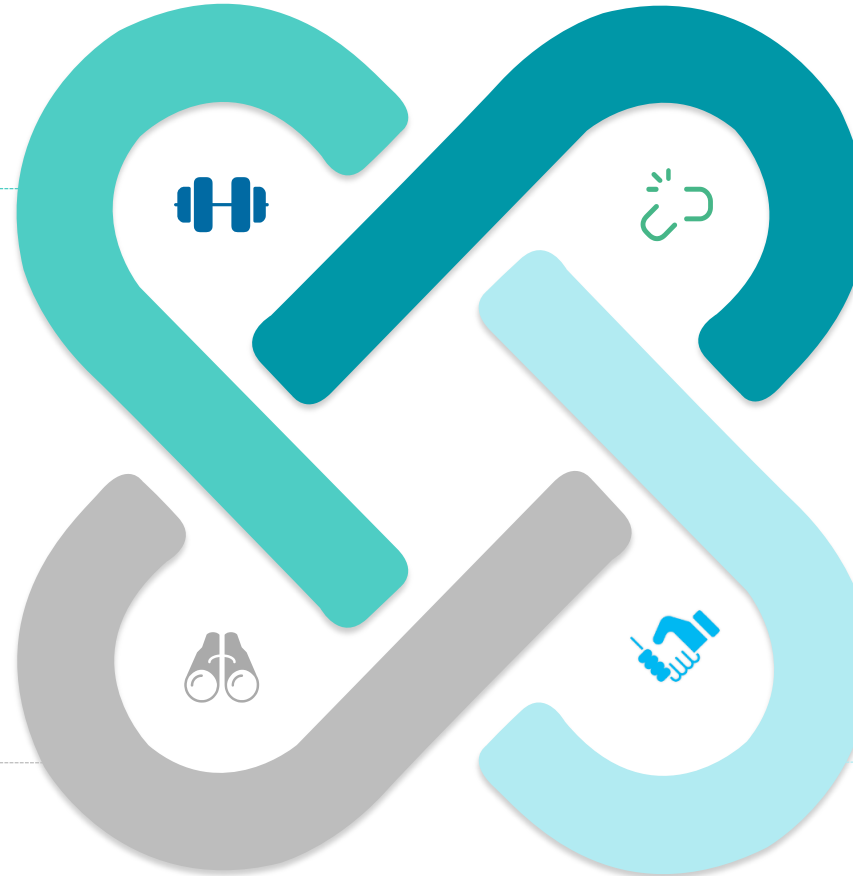
About Us | Founders & Investors

Shridhar Gupta | Co-Founder

An entrepreneur since 20, Shridhar was on the founding team of **Fitho**, leading fitness tech platform acquired by **Practo** in 2015. In 2015, he led sales and partnerships at **ClearTax**, India's first Y-Combinator product, backed by **SAIF Partners** and **Sequoia Capital**.

Shailesh Lakhani | Investor

Shailesh is currently **Managing Director** of **Sequoia Capital**, the world's largest VC fund, early backer of **Google**, **Apple**, **Yahoo**, **Whatsapp**, etc. He represents Sequoia on our Board.



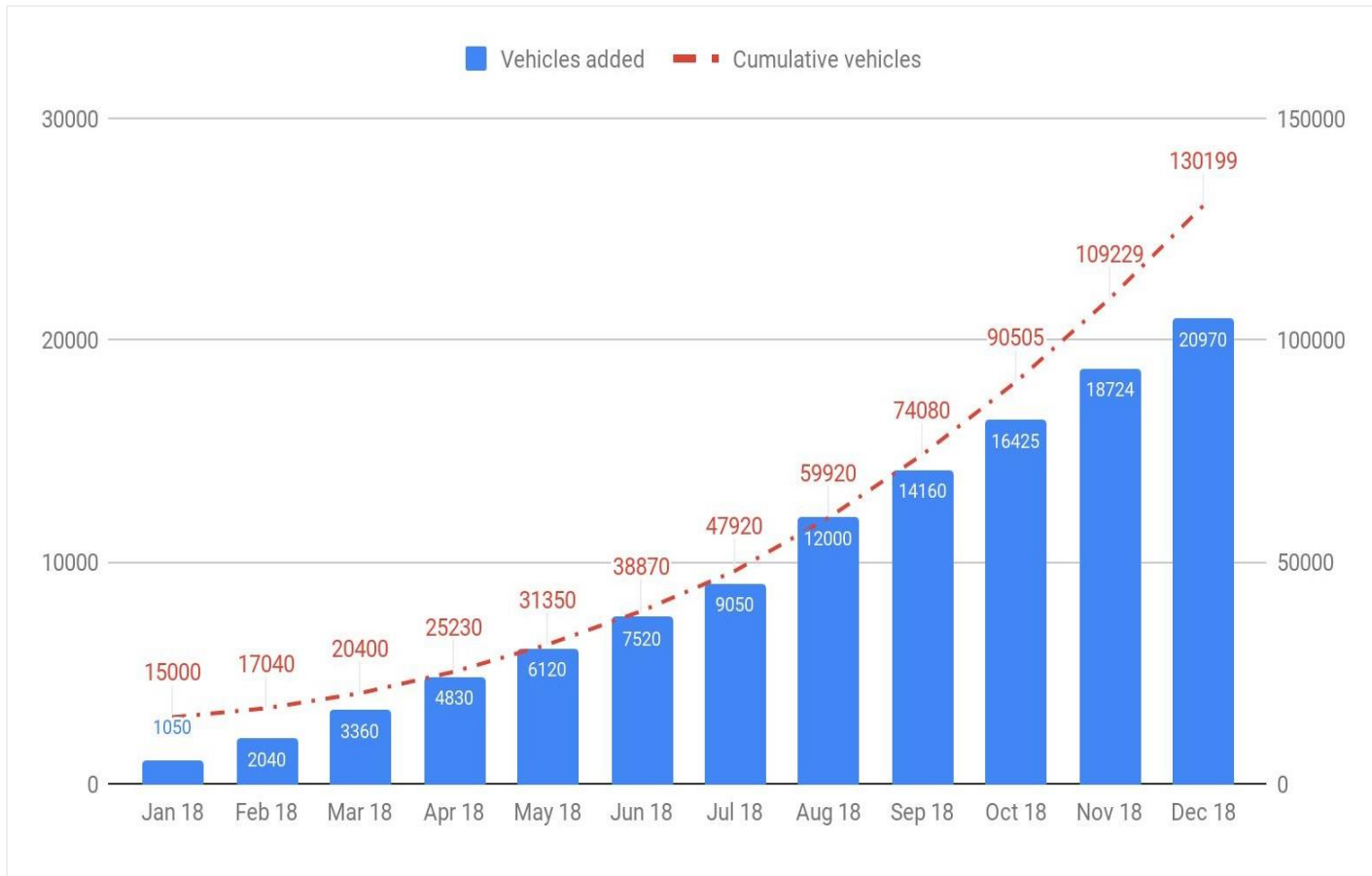
Vidit Jain | Co-Founder

A passionate product guy, Vidit has built software for leading technology companies across **Asia** and the **US**. Under his leadership at **ClearTax**, their product grew from 1.5 lac users to over 10 lac users and he also built backend for Valley based start-up which was recently acquired by **Sendgrid**.

Vishal Dixit | Investor

Ex- Partner at **Mayfield VC**, one of the world's largest VC Funds. Vishal is a seasoned growth investor and has been partner in his personal capacity at LocoNav.

Growth Trajectory



Vehicle growth momentum is very strong

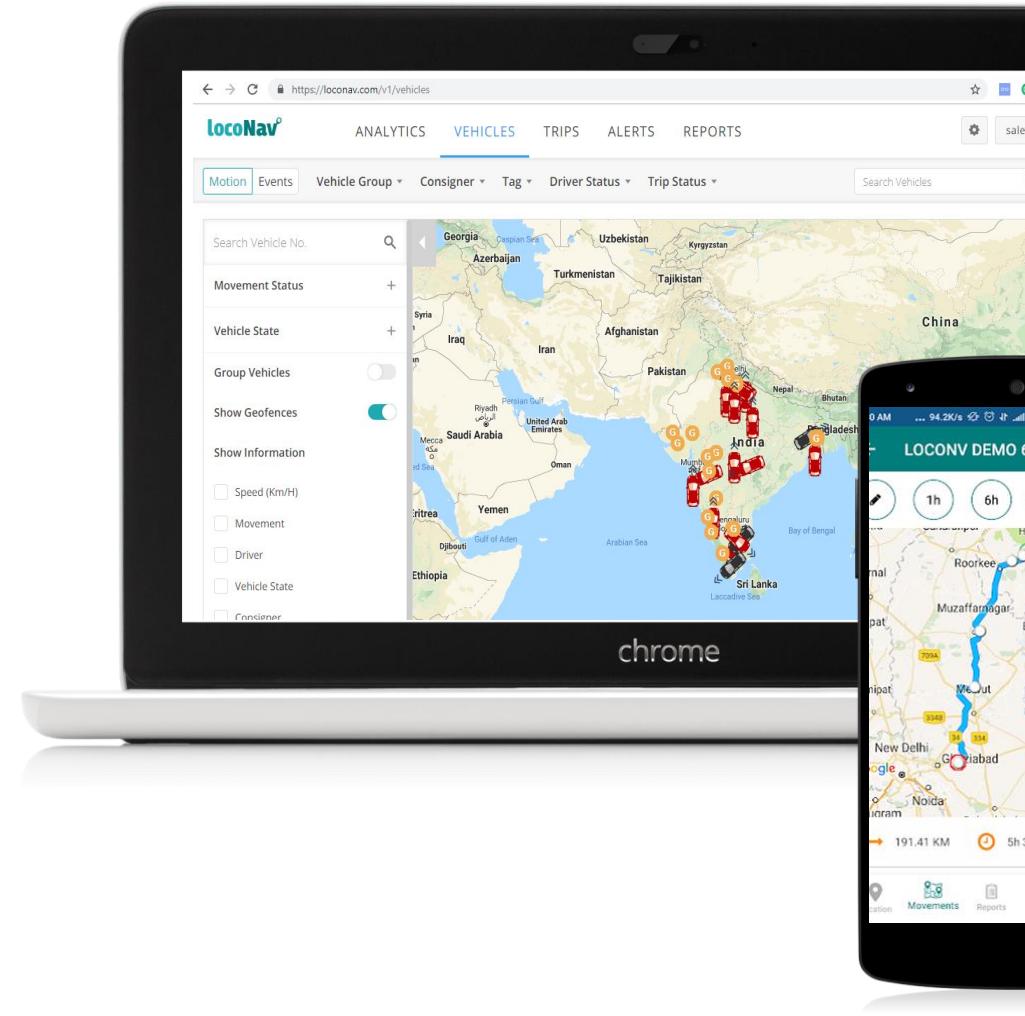
- **Strong market pull** - have added more than 50% of the vehicles in the last 5 months
- Approx. **130,000 vehicles** by the end of the 2018 with current team and capital
- **4.5 Lakh+ Vehicles** by Dec'2019
- **30 Lakh+ Vehicles** by Dec'2023

Tracking and Visibility

- **Live Vehicle Tracking** – have a hawk-eye view on all vehicles that are plying for the company
- **Shipment Tracking Module** – Visibility of all outbound shipments equipped with intelligent algorithms* to identify various states
- **Real-time Alerts** – Get notified of various event types (geofence entry/exit, stoppages, **tampering**, overspeeding, shipment related# etc)
- **Identify Theft/Pilferage** – with the help of our intelligent algorithms, track and identify back unloading, forward unloading, theft etc
- **Deviations/Diversions** – Identify cases where the driver has engaged in suspicious activity such as deviating from the route, unplanned stoppages etc

* 6 states: Completed, Unsuccessful, Delayed, Ongoing, Trashed, New

#Shipment Start, Shipment Reached, Shipment Delayed, Stoppage on route



Optimization | Cost & Operations

- **Turn Around Time** – Optimize both 'In-Plant' and Outbound movement using recursive analysis. Identify and take action against repeat defaulters
- **Insightful Reports and MIS** – Comprehensive reports and analysis on shipment performance on various levels; daily, weekly, monthly, dealer wise, region wise, state wise etc
- **Transporter Performance** – Insightful reports & analysis on no. of trips undertaken and their status – completed, delayed, unsuccessful etc. Incentivize or penalize based on weekly/monthly performance to ensure that a higher standard of operation is achieved
- **Increased Trip Frequency** – provide visibility to dealers along with ETA to ensure that detention time is reduced and thereby facilitate a quicker return to plant



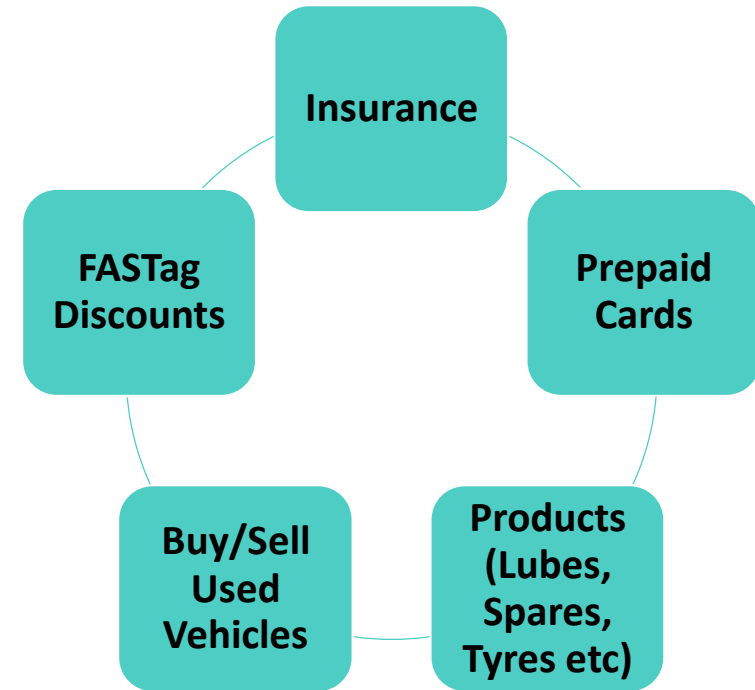
Optimization | Cost & Operations

- **Dealer Performance** – Generate reports using trip related metrics such as completed shipments, unsuccessful shipments, deviation instances, dealer detention et al, to identify dealer performance and take action against poor performers. Can be used to gamify the dealer network and instil best practices
- **Distance Correction** – Create a repository of all Dealer locations and identify the actual distance from plant to concerned destination. **Eliminate** cases where the pre-defined distances in the ERP system is more leading to unnecessarily **high payouts** on those routes
- **Demand Forecasting / Dispatch Planning** – Daily scheduled report of vehicle status to the Sales & Marketing teams for visibility on current and expected vehicle availability. Precise planning to aid in **increased serviceability** to facilitate **greater sales volumes** and thereby capture a **larger market share**
- **ERP Integration** – Update shipments from the ERP system directly and seamlessly onto the LocoNav platform on a **real-time basis** to ensure **fully automated shipment tracking**

Transporter & Dealer Benefits | Increase Loyalty & Retention

- **LocoNav Platform** – transporters and fleet owners get access to an end-to-end vehicle management platform for a hawk-eye view of the entire fleet and its performance
- **Marketplace offerings*** – as part of a bundled solution, fleet owners get access to all our marketplace offerings*; one stop solution for any and all requirements pertaining to owning a commercial vehicle
- **Visibility to Dealers** – Notification alerts to be sent to the dealers once their orders have left the plant. This will help them plan to arrange the requisite personnel for unloading the consignment

*LocoNav's Marketplace Offerings



Implementation

- **Mandate** – we recommend that a mandate be pushed towards the transporters for a seamless transition. We are more than happy to help convince the transporters of the benefits they will be receiving
- **Installation Capacity** – Each installer can easily install **5 – 10** devices on a daily basis*
- **Dedicated Installers** – Service technicians will be deployed at the plant for an expedited installation process
- **Dedicated KAM** – we will be assigning a Key Account Manager to be the single point of contact for any and all coordination pertaining to implementation of LocoNav telematics devices

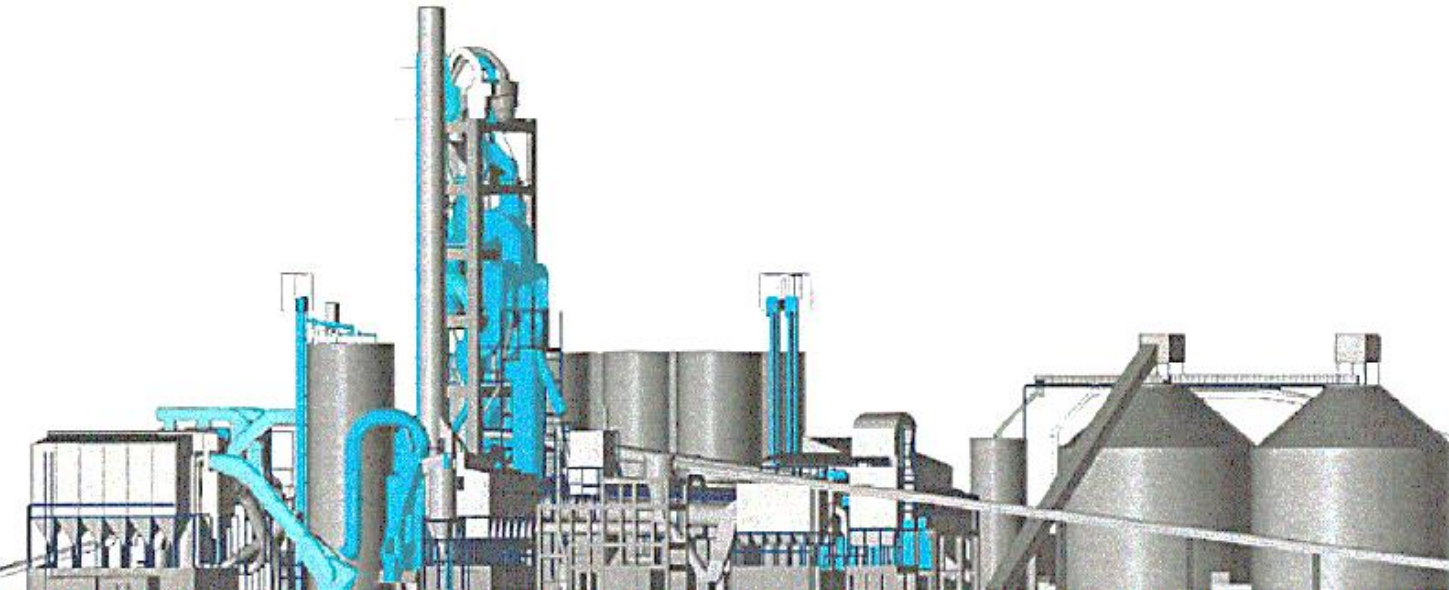


*Subject to vehicle availability

Success Stories | Shree Cement

“*Shree Cement*
**increased visibility,
optimized TAT & reduced
pilferages**

- Client wanted to gain visibility of all movements & understand the root-cause of sub-optimal logistics movement which led to high operational costs
- LocoNav provided state-of-art telematics solution for the entire fleet
- Visibility of all consignments increased by more than **50%**
- Integrated with their internal ERP system for automated shipment tracking
- Have market leading In-Plant TAT



Success Stories | Key Clients in Cement & Manufacturing

We managed **KJS cement's prime cement plant**, and set up a logistic shipment control room to track and monitor all shipments in **real time** bringing down pilferages by **10%**.



ITC has a massive movement across different consumer products. LocoNav's platform helped ITC in getting a **Hawk Eye view** of all the logistics operations going on at different sites such as Manufacturing Unit, Warehouse, Distributor/CnF Agents.



Barak Valley Cements improved on its in-plant TAT, a 20% reduction, by making data driven decisions on the basis of analytics available on LocoNav's platform.



Prestigious Clientele

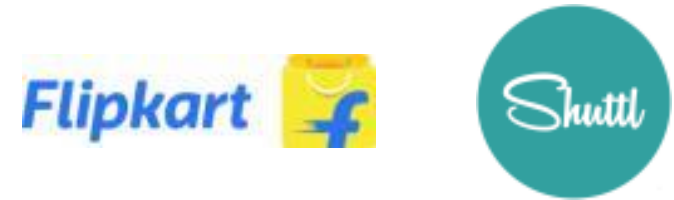
Cement and Manufacturing



Fleets and Vehicle Aggregators



E-Comm, Retail and Others





Simple, fast & secure way to manage your vehicles

Thank You

