



The Fleet Uptime Operating System

Seed Round · ₹6 Cr

INVESTOR PITCH



— THE CORE PROBLEM

Every Parked Truck Loses Lakhs.



₹30+ Lakhs

Annual downtime loss per truck



35-40 Days

Average downtime per incident



3-5 Middlemen

Between fleet owner and resolution



Zero Visibility

Into repair status, cost, or timeline

THE EXISTING SYSTEM

// FRAGMENTED CHAIN & UNCOORDINATED HANDOFFS

FLEET OWNER
Origin

BROKER
Handoff 1

MECHANIC
Handoff 2

PARTS DEALER
Handoff 3

MECHANIC
Handoff 4

FLEET OWNER
Resolution (?)

- Multiple disjointed interactions lead to communication blindspots, lost billable hours, and inflated parts markup.

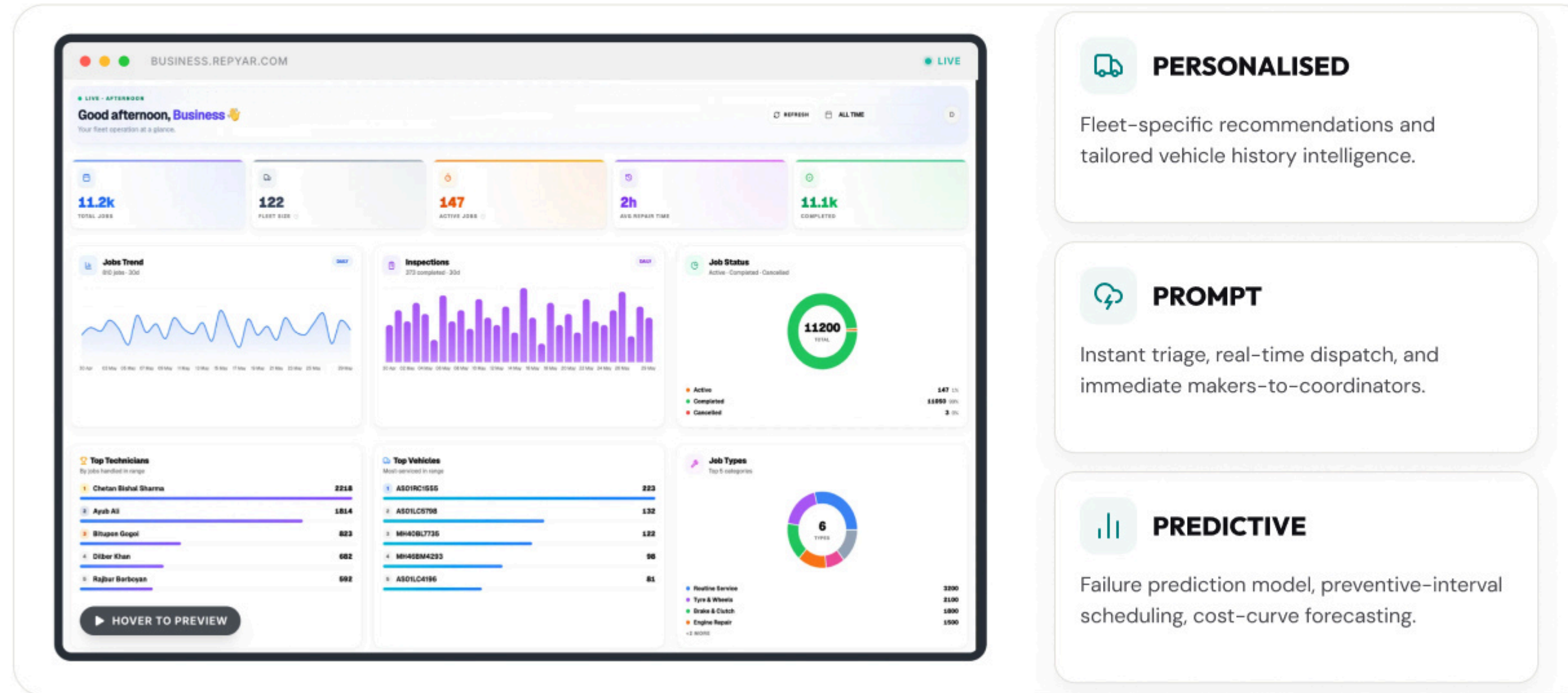
Bottom: India's ₹5 Lakh Crore aftermarket is fragmented, unorganised, and ripe for a tech-led platform play.

THE SOLUTION

The Fleet Uptime Operating System

SYSTEM DIAGRAM

Three core capabilities connected through a unified operating system.



PROVEN RESULTS

40%

Faster Resolution

Average breakdown resolution time reduced to hours instead of days

60%

Cost Savings

Elimination of middlemen and unneeded repairs

99%

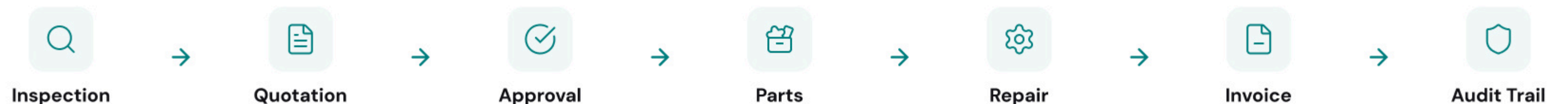
Real-time Visibility

Live vehicle-level repair telemetry

CASE STUDY HIGHLIGHT

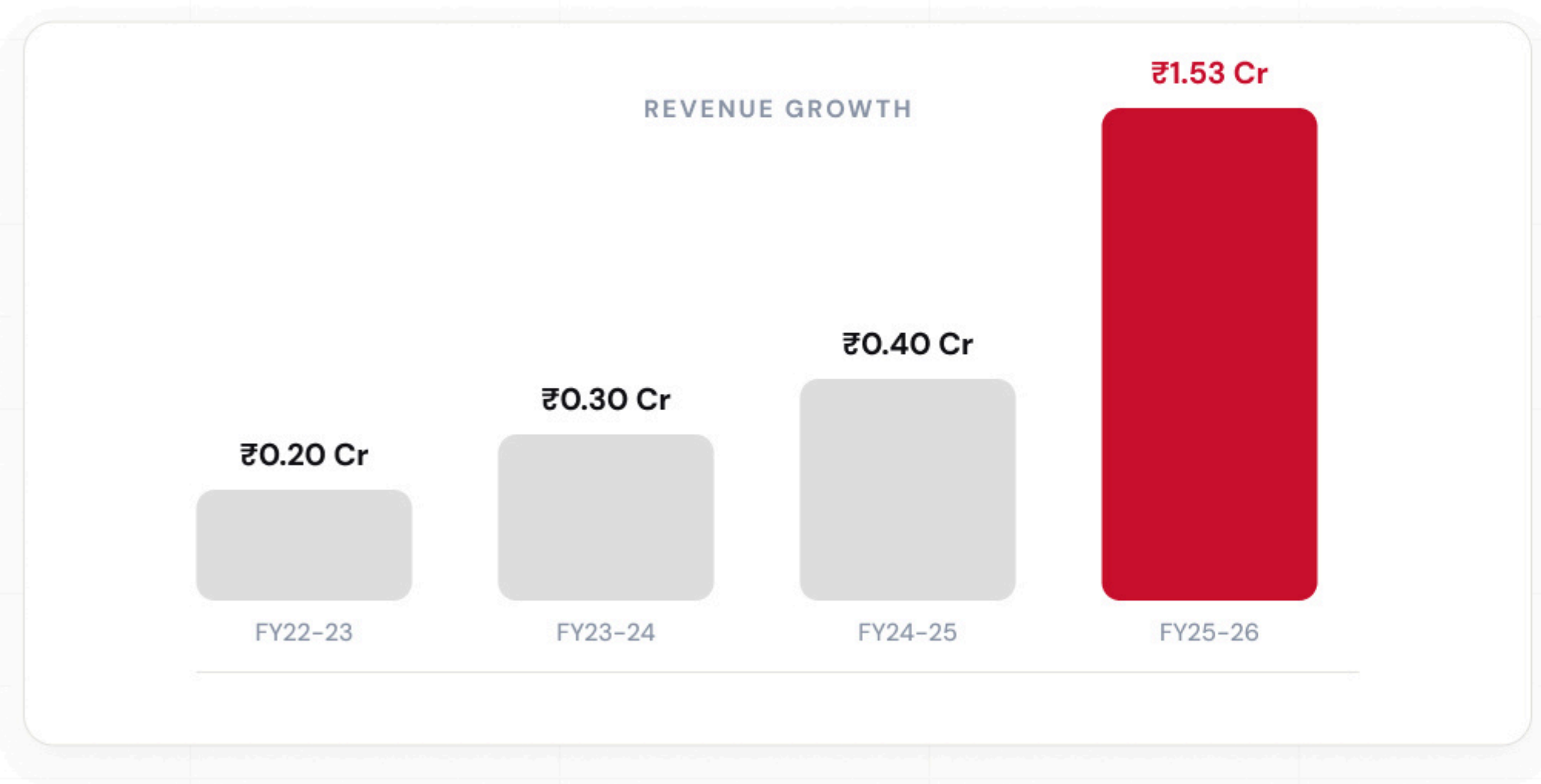
Delhivery saved ₹2.4 Cr in Year 1

CONTROL LAYER // REAL-TIME OPERATIONS WORKFLOW



₹1.53 Cr Revenue. 340% YoY Growth.

Profitable. Repeatable. Growing.



Enterprise Customers

DELHIVERY

STARCEMENT
Solid Setting



Operating Proof



30+ Technicians



10,000+ Repairs Completed



58% Gross Margin

Built in Northeast India. Proven with enterprise fleets. Ready to replicate nationally.

— GROWTH PIPELINE

Consolidating Fragmented Demand

₹8 Cr Revenue Target — FY27

₹55 Lakh Already Achieved

Our technology-driven fleet uptime platform converts recurring enterprise logistics demand into local density, creating defensible network moats.

Existing Enterprise Customers

Delhivery Ltd. • STAR Cement Ltd.

Recently Onboarded

Red Health • Aeropict Logistics • JSD Transport • STAR Logistics • SVN Logistics • New Indian Logistic • New India Transport

Enterprise Pipeline

Prava Logistics • Trimurti Logistics • Inland Logistics • ABC Logistics • Dinanath Transport • Assam Rhino • Radhika Express • NPS Transport • Indian Army • JK Logistics • Shree Maruti Logistics • OM Logistics • MS Freight • M/S Choudhury Brothers • Flyingbees Express • Arindam Courier Service

+100

Additional fleet operators identified

High-priority prospects mapped along active operational corridors

 Every new fleet increases local demand density—making our technician, parts and execution network stronger.

The Real Competitor Is the Existing Local Repair System.

LOCAL WORKSHOPS

Cheap to repair. Expensive to manage.

⌚ Slow execution

📄 No SLA

🔒 Opaque pricing

📦 Parts delays

📁 No audit trail

🚫 No accountability

VS

FLEET SOFTWARE

BlackBuck • LocoNav • WheelsEye • Intangles

What fleet software does:

🖥️
Tracking

📍
GPS Visibility

📊
Diagnostics

What fleet software doesn't do:

🔧
No Repairs

👤
No Technicians

📦
No Parts

They don't execute repairs.

— WHY REPYAR WINS

Execution + Control + Intelligence



🔧 FIX

Hyperlocal technicians + parts

🛡️ MAINTAIN

Dedicated teams + preventive maintenance

✅ CONTROL

Digital inspection + quotation + approval + audit trail

📈 PREDICT

Repair data → faster diagnosis → predictive maintenance

Local workshops have execution without control. Fleet software provides visibility without execution. **REPYAR combines both.**

A Massive Existing Market. **Still Fragmented.**

TAM • TOTAL ADDRESSABLE MARKET

₹1.5 Lakh Cr / Year

India's commercial vehicle repair & maintenance market

SAM • SERVICEABLE ADDRESSABLE MARKET

₹45,000 Cr

Large enterprise commercial fleets

SOM • SERVICEABLE OBTAINABLE MARKET

₹630 Cr



WHY REPYAR

India doesn't need another workshop.

India needs an organized execution layer connecting fleets, technicians, parts and repair intelligence.

- **One Fleet Uptime Network.**

GTM

We scale region by region—placing execution capacity where commercial vehicles are concentrated.

- 

01 – LAND

Win anchor enterprise fleets.

Enterprise contracts create immediate vehicle volume and predictable repair demand.

Direct Sales • Fleet Referrals • Transporter Networks • Strategic Partnerships
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02 – MAP DENSITY

Let fleet demand determine infrastructure.

We map: Fleet Hubs • Vehicle Movement • Repair Demand • Parts Demand • Logistics Clusters

We don't choose hub locations first. Fleet density chooses them.
- 

03 – DEPLOY ₹15-20L Micro-Hubs

Standardized execution hubs positioned around high-density fleet clusters.

Technicians + Parts + Repair Infrastructure + REPYAR OS
- 

04 – REPEAT

Northeast → Delhi NCR → Mumbai Region → Bengaluru / South India

NORTHEAST — FIRST REGIONAL NETWORK



One connected execution network. One operating system.

The Playbook

Anchor Fleets



Density



Micro-Hubs



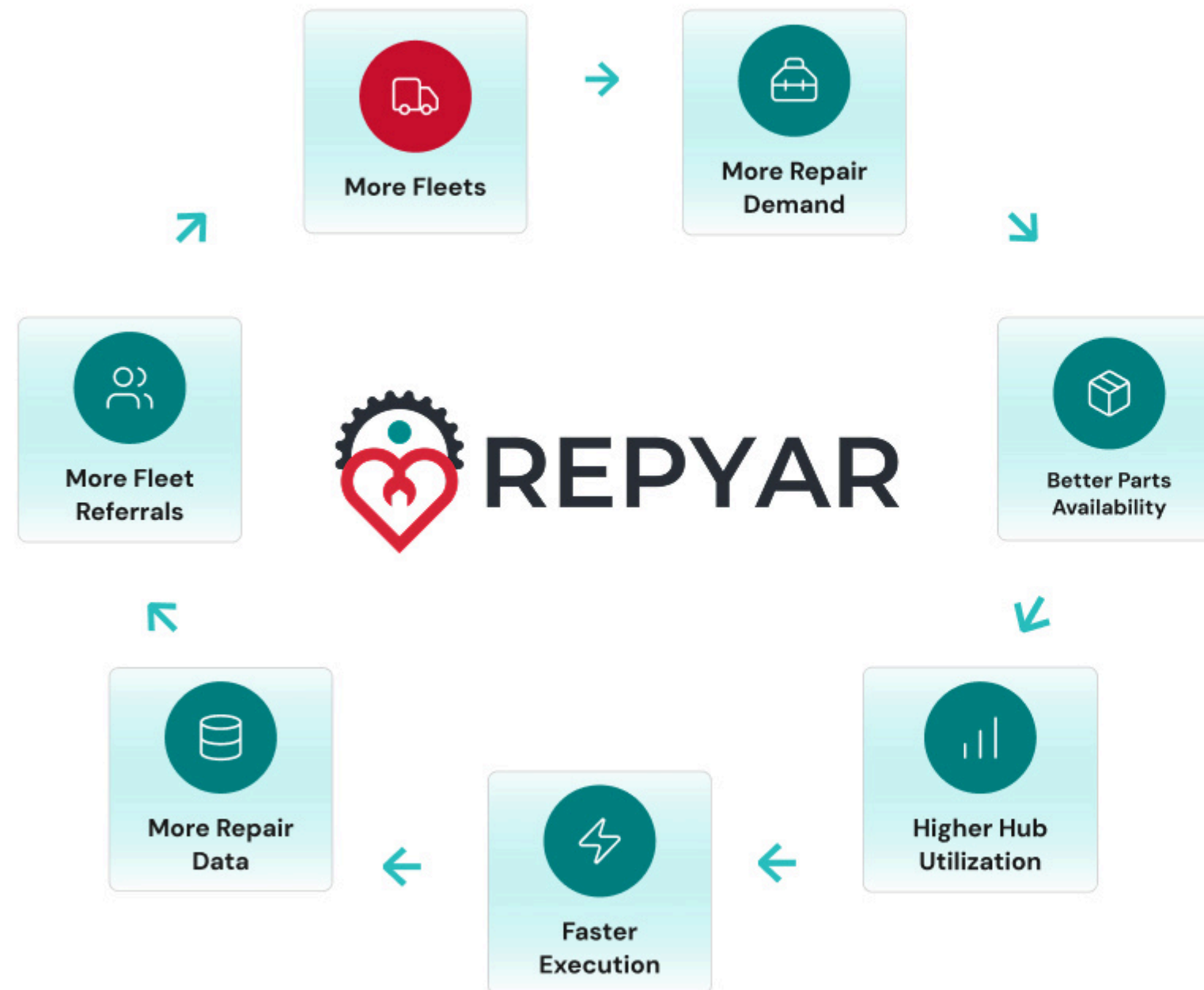
Regional Coverage



More Fleets

Demand First. Hubs Second. Regional Coverage Follows.

Every New Fleet Makes the Network Stronger.



Every customer strengthens three things simultaneously:

- Physical Network
- Unit Economics
- Repair Intelligence

This is an important standalone slide. It shows investors why REPYAR becomes structurally stronger as it scales rather than merely becoming larger.



Physical Network



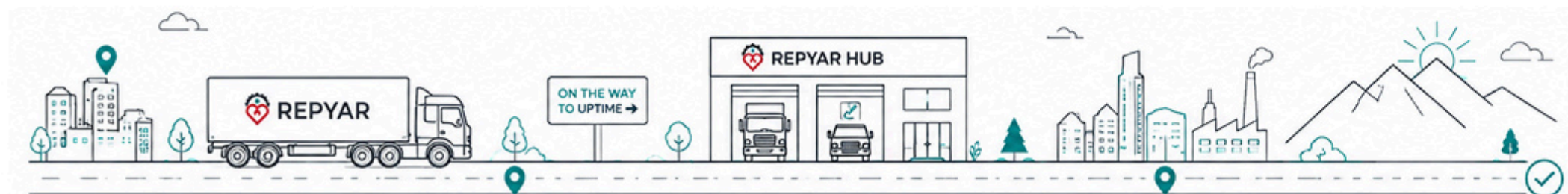
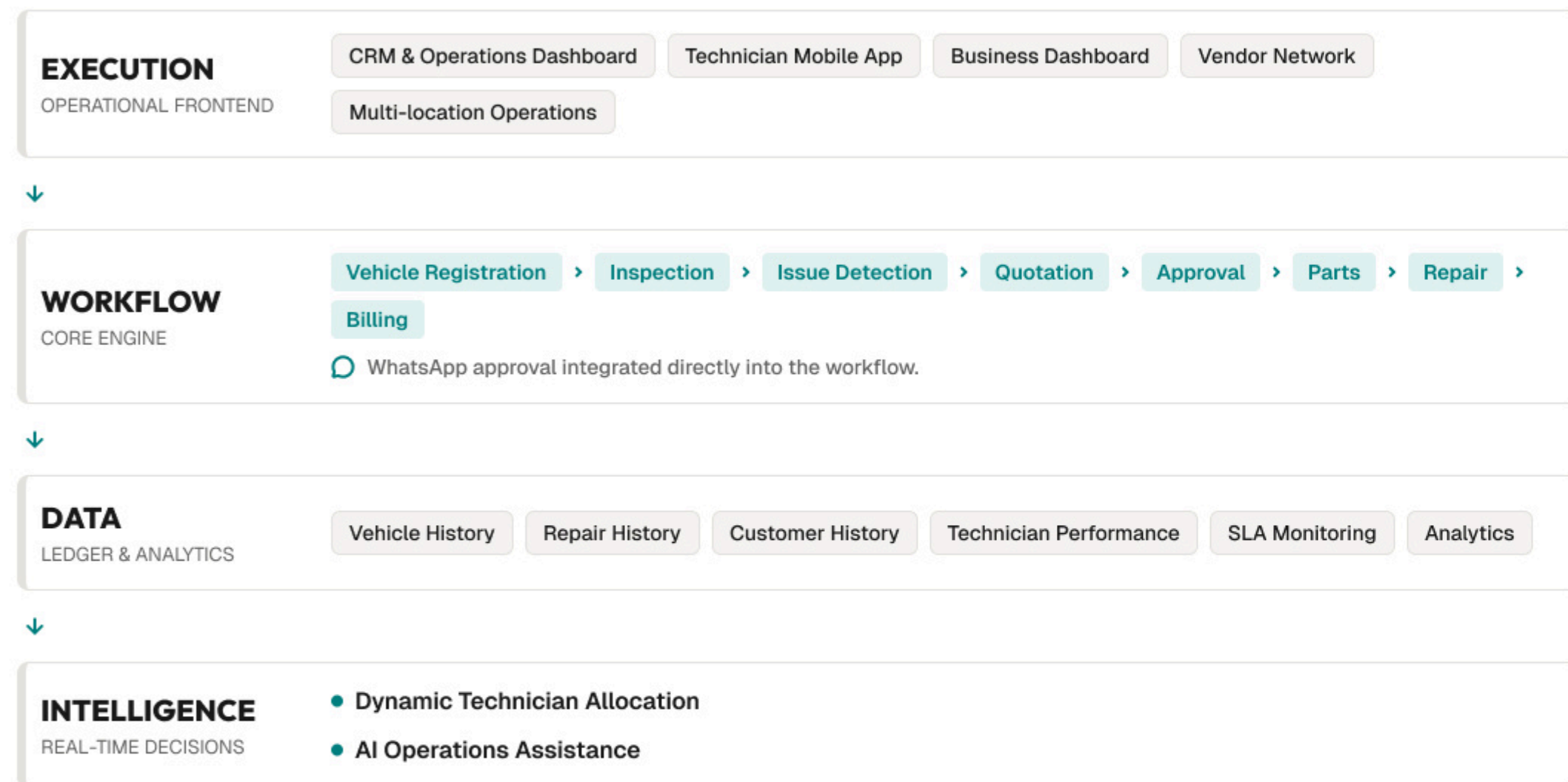
Unit Economics



Repair Intelligence

The Fleet Maintenance Operating System

ALREADY BUILT. RUNNING IN PRODUCTION.



WHAT WE BUILD NEXT

FLEET OS

STAGE 3

The complete horizontal maintenance operating system. Unified ecosystem integration connecting telematics, driver behaviors, and multi-vendor networks into a single screen.

NETWORK INTELLIGENCE

STAGE 2

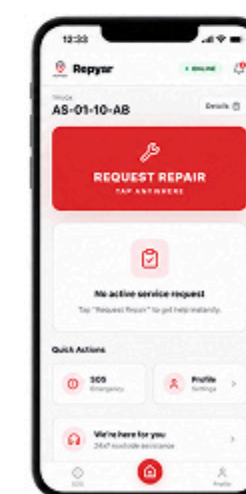
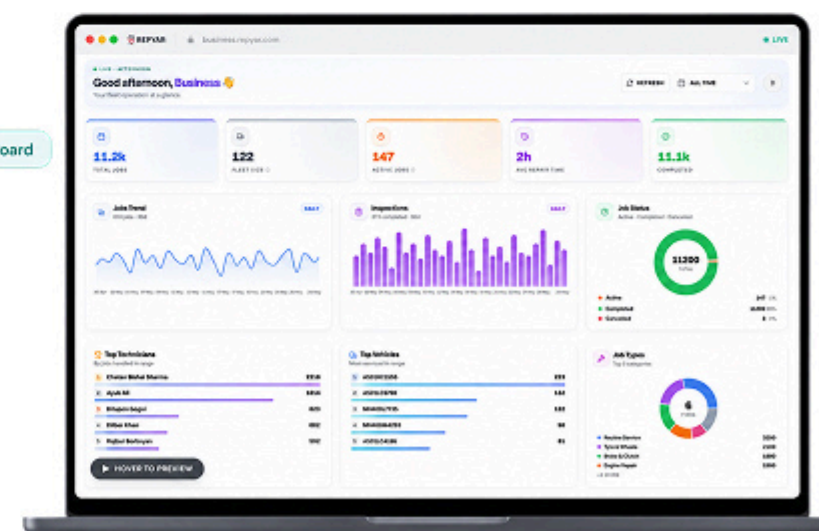
Collaborative and aggregated learnings. Automated cross-fleet vendor benchmarking, smart routing algorithms, dynamic pricing models, and direct integration with supply chain networks.

PREDICTIVE INTELLIGENCE

STAGE 1

Proactive maintenance forecasting. Predict machine failure points, estimate optimal replacement windows, automate parts procurement flows, and mitigate unplanned downtime.

Business Dashboard



Driver's App

Every Repair Makes REPYAR Smarter.

Unit Economics & Revenue Model — ₹20 Lakh Builds a Branch. It Pays Back in 4.7 Months.

Every city is a repeat of one proven unit — a regional hub with branch spokes around it.

THE SPOKE

One Branch, Per Month

Revenue ex-GST — 180 invoices @ ₹7,670	₹11.70 L
Parts & materials — 40% of revenue	(₹4.68 L)
Branch OpEx — 9 staff, rent, power	(₹2.76 L)
CONTRIBUTION after parts and every branch cost	36.5% margin ₹4.27 L

One-time capex per branch
₹20 L

Target Payback
In 4.7 Months

THE HUB

One Per City Region

Priced off actuals — Guwahati's hub runs at ₹7.14 L today.



CUSTOMER VALUE

What One Vehicle is Worth

₹13,000 per vehicle / month
₹1.5 Lakh a year

 Repairs Mechanical & structural	 Spare parts Guaranteed genuine supply	 AMC Annual Maintenance Contract	 Software Fleet diagnostic platform
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Four streams, one invoice, one accountable partner.

INVOICES PER DAY
per branch

2.2
live today

2.4
true breakeven

6.0
planned run-rate

22.5
staffed ceiling

FINANCIAL PROJECTIONS

5-Year Build-Up — ₹8 Cr to ₹633 Cr. and 1 City to 19.

One ₹6 Cr seed round is the only external capital in the plan. Every branch after that is funded by the business.



Metric	Y1 FY27	Y2 FY28	Y3 FY29	Y4 FY30	Y5 FY31
Cities live	1	3	8	12	19
Branches (cumulative)	10	30	80	105	140
Vehicles under management	809	3,945	7,875	18,982	41,423
Revenue (₹ Cr)	8.1	61.9	125.4	289.3	633.1
EBITDA (₹ Cr)	1.8	28.8	52.3	134.4	326.0
EBITDA margin	23%	47%	42%	46%	51%
PAT (₹ Cr)	1.3	21.3	38.3	99.4	242.9

Gross margin held flat at 60% (parts at 40% of revenue) · ₹13,000 average realised revenue per vehicle per month · 25% tax · no debt in the plan.

Raising ₹6 Cr

Build the Next Regional Networks.

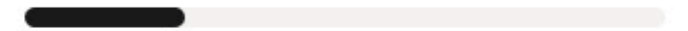
45% Regional Expansion & Micro-Hubs

Build execution capacity around proven fleet density.



25% Technician & Parts Network

Expand hyperlocal technician and vendor coverage.



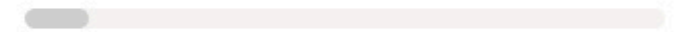
20% Technology & Fleet Intelligence

Predictive intelligence, automation and network intelligence.



10% Enterprise Sales

Acquire anchor fleets and launch new regions.



Milestones Before Series A

Revenue milestones: [TO BE FINALISED]



This round turns REPYAR's Northeast operating model into a repeatable regional expansion engine.

The same team that built REPYAR's profitable operating model across Northeast India is now ready to replicate it nationally.



Subrata Bhowmik

FOUNDER & CEO

10+ years across business and enterprise sales
Built REPYAR's transporter relationships and technician network from the ground up

Strategy • Enterprise Sales • Partnerships • Expansion



Pranjal Gogoi

FOUNDER & COO

Automobile Engineer
14+ years in commercial vehicle operations
Experience across Kirloskar and Volvo

Fleet Operations • Service Execution • Technician Network



Trithanka Baruah

CO-FOUNDER & CTO

B.Tech, Computer Science
Built REPYAR's Fleet Maintenance Operating System

Product • Engineering • Platform Architecture • AI

Why This Team Wins



BUSINESS

Enterprise relationships and customer acquisition



OPERATIONS

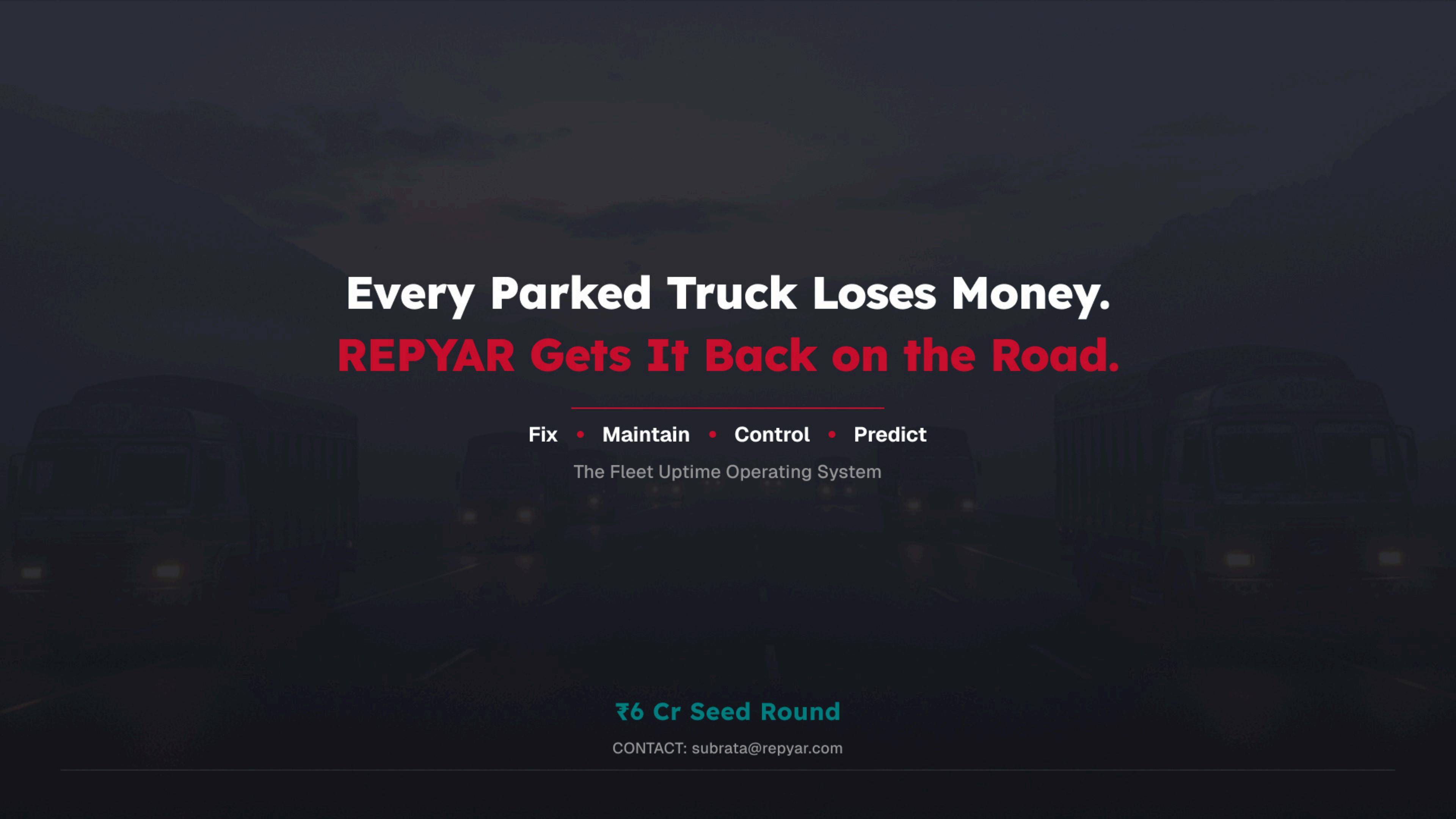
Deep commercial-vehicle execution capability



TECHNOLOGY

Entire operating system built in-house

BUILT TOGETHER FROM DAY ONE



Every Parked Truck Loses Money. **REPYAR Gets It Back on the Road.**

Fix • Maintain • Control • Predict

The Fleet Uptime Operating System

₹6 Cr Seed Round

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