



SkyCargo Solutions

# STARTUP PITCH DECK



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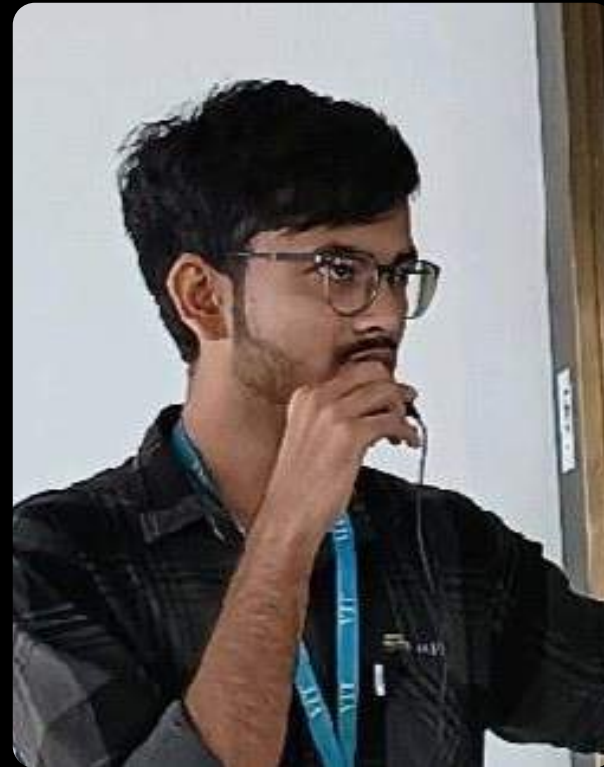
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# MEET THE TEAM



**NEHA SINGH**

Chief Executive Officer



**KHAN MOHAMMAD  
RAZA**

Chief Technical Officer



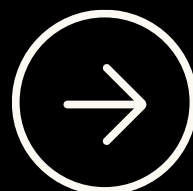
**AMIT  
MEERCHANDANI**

Chief Operation Officer





# PROBLEM STATEMENT



## Need?

**Efficiency and Speed:** Our ropeway system significantly reduces delivery times compared to traditional truck transport, offering more reliable and faster logistics.

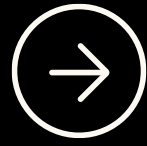
**Cost and Environmental Benefits:** By lowering operational costs and emissions, our system provides a more sustainable and economical transportation solution.



## Why our Product?

**Current Practice:** Customers currently rely on traditional truck transport for interstate deliveries, which is often slow, inefficient, and subject to delays due to traffic, road conditions, and regulatory checkpoints.

**Our Superior Solution:** Our ropeway system offers a faster and more reliable alternative by eliminating traffic-related delays and providing consistent, predictable delivery times. This not only reduces delivery times but also cuts operational costs and emissions, making it a more efficient and sustainable option for interstate logistics.



# PRODUCT/TECHNOLOGY OVERVIEW

Our ropeway system redefines interstate freight transport with its unique aerial infrastructure, offering a completely new and efficient way to move goods that bypasses common road transport issues.

**Sustainability and Efficiency:** Our solution not only cuts down on delivery times but also drastically reduces carbon emissions, providing a greener, more sustainable option for businesses committed to environmental responsibility.



# SIZE OF THE MARKET OPPORTUNITY



## India Market Opportunity

Target Customers: Logistics companies, manufacturers, and e-commerce firms.

Estimated Customers: 1 million logistics operators.

Price per Container: ₹10,000 (\$125) per year.

Market Potential:

10% of the logistics operators, translating to 100,000 customers.

Total Market Potential: ₹10 billion (\$125 million) annually.

## US and Canada Market Opportunity (Year 3)

Target Customers: Large logistics companies and retailers.

Estimated Customers: 5 million containers transported annually.

Price per Container: \$200 per year.

Market Potential:

5% of the market, translating to 250,000 containers.

Total Market Potential: \$50 million annually.

## Global Expansion Potential

Europe:

Estimated Market Size: €2 billion annually.

Asia-Pacific:

Estimated Market Size: \$5 billion annually.

Total Global Market Potential

India: \$125 million

US and Canada: \$50 million

Europe: \$2 billion

Asia-Pacific: \$5 billion

Cumulative Potential: Approximately \$7.175 billion annually

# COMPETITIVE LANDSCAPE

## Current Competitors

Traditional Trucking Companies

Key Players: DHL, FedEx, Blue Dart

Weaknesses: High fuel costs, traffic delays, driver shortages

Rail Freight Services

Key Players: Indian Railways, Union Pacific

Weaknesses: Limited reach, slower delivery times, inflexible routes

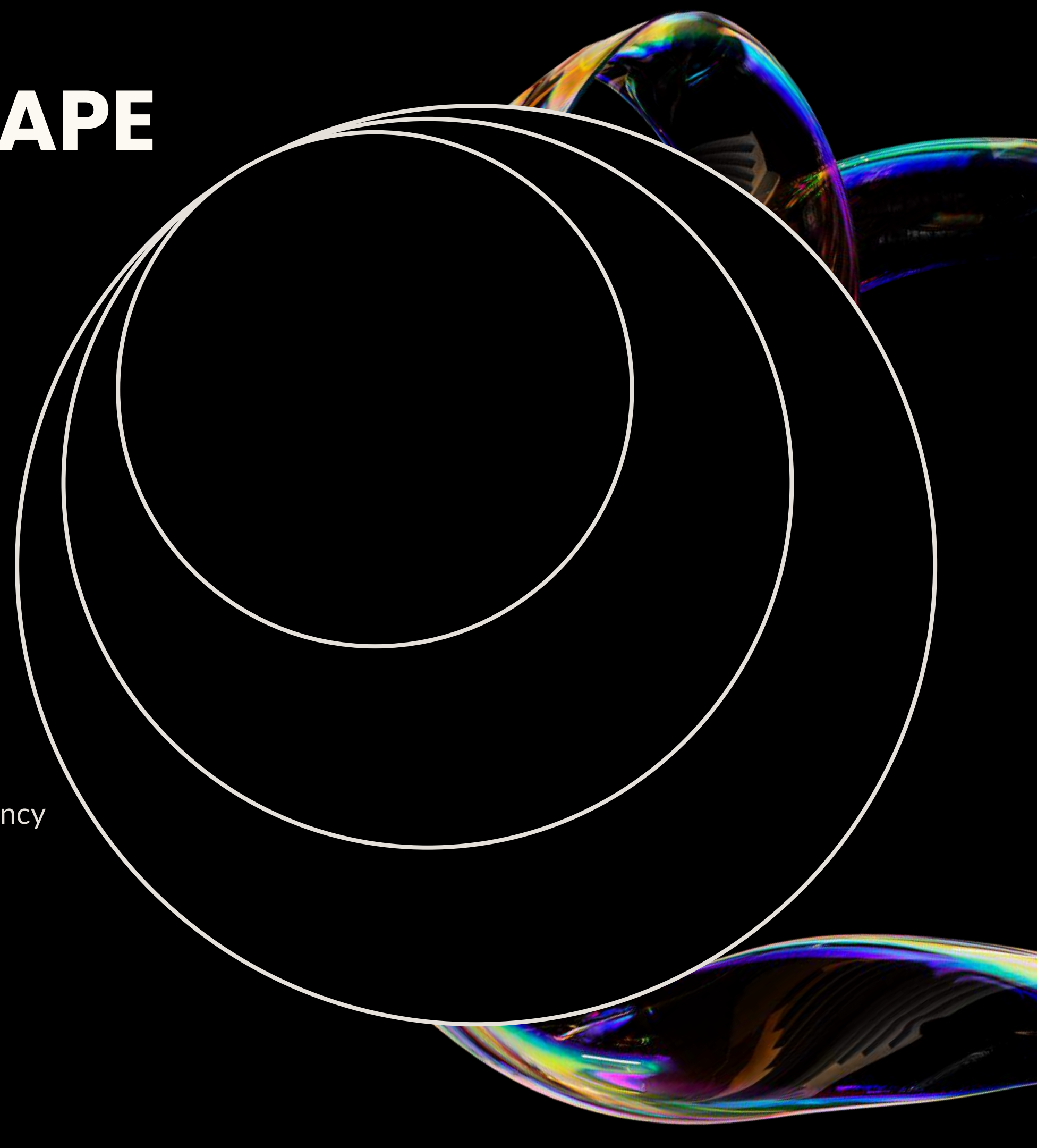
Future Competitors

Drone-Based Delivery

Key Players: Amazon Prime Air

Weaknesses: Limited payload, regulatory challenges, weather dependency

Hyperloop and Maglev Systems



# COMPETITIVE LANDSCAPE

Weaknesses: High infrastructure costs, long-term development, unproven technology  
Autonomous and Electric Trucks

Key Players: Tesla, Waymo

Weaknesses: High technology costs, infrastructure adaptation, regulatory hurdles

Plan to Win the Battle

Efficiency and Speed

Faster Delivery: Uninterrupted transit reduces delivery times significantly.

Cost-Effectiveness

Lower Operational Costs: Less fuel and maintenance than trucks.

Sustainability

Eco-Friendly: Reduced carbon emissions compared to traditional transport.

Safety and Reliability





# FUNDING NEEDS, USE OF FUNDS & PROPOSED VALUATION



## Funding Requirements

Amount to Raise: \$10 million

## Use of Funds:

Infrastructure Development: \$5 million

Technology and R&D: \$2 million

Marketing and Customer Acquisition: \$1.5 million

Operations and Staffing: \$1 million

Contingency Fund: \$500,000

## Co-Investors

## Current Commitments:

Lead Investor: XYZ Ventures, committed \$3 million

Co-Investor: ABC Capital, committed \$2 million

## Runway and Milestones

Duration: Funds will last 18 months

## Milestones:

Customer Acquisition: Reach 50,000 customers

Revenue Target: Achieve \$15 million in revenue

Operational Deployment: Establish 3 major ropeway routes

## Follow-On Capital

## Series A Funding:

Planned Amount: \$20 million

Expected Timeline: 18 months after the initial round

Purpose: Expansion into new markets and scaling operations

## Proposed Valuation

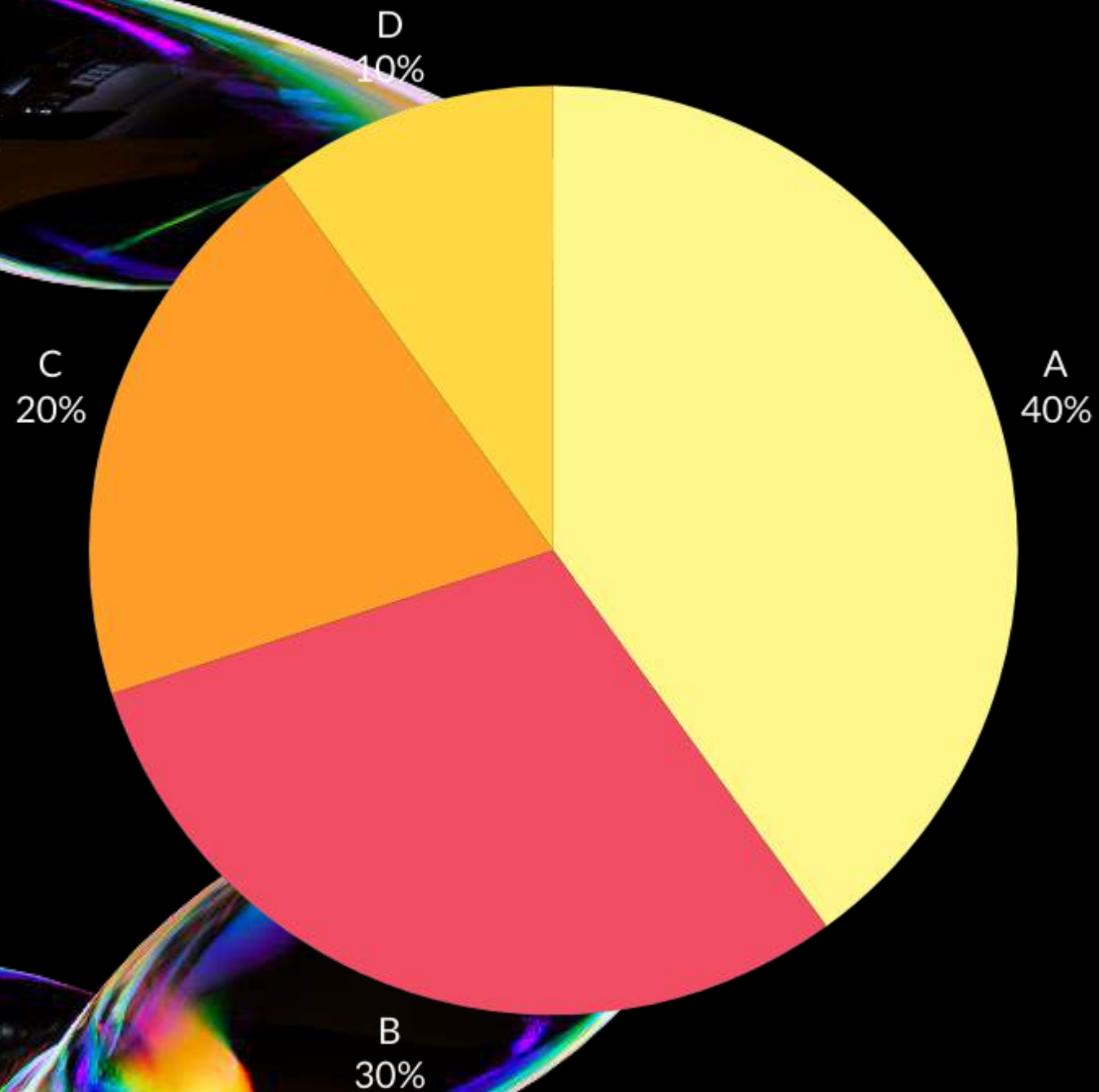
Current Valuation: \$40 million

Post-Money Valuation: \$50 million





# . EXIT OPTIONS



If you can, give examples of exits in your industry (or comparable examples)

Investor Exit Strategies:

Strategic Acquisition:

Potential Buyers: Large logistics companies, transportation firms, or infrastructure developers might acquire our business to enhance their service offerings and expand their market reach.

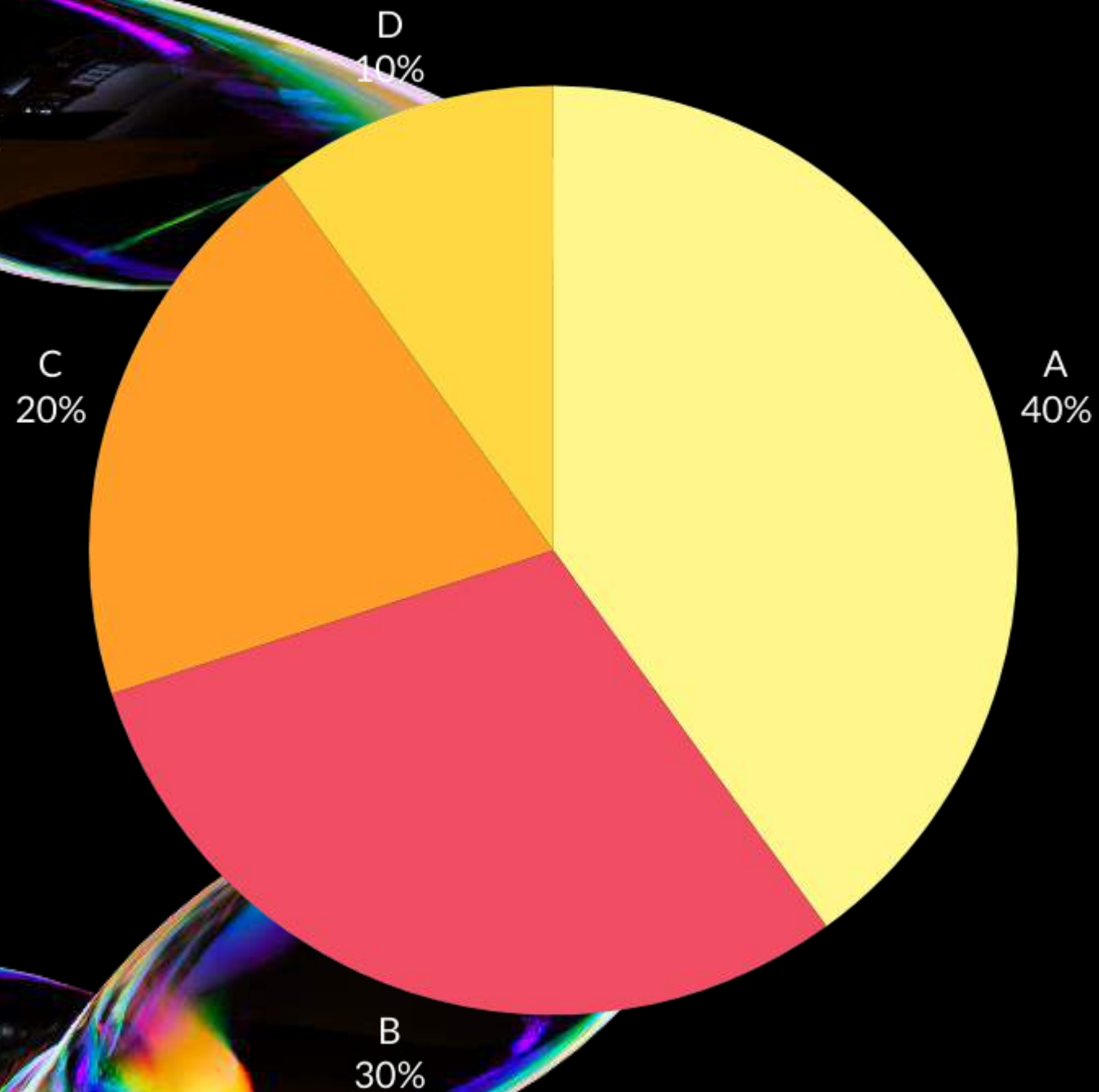
Example: In 2019, XPO Logistics acquired Con-way, a leading trucking and logistics company, to strengthen its position in the logistics industry.

Initial Public Offering (IPO):

Market Potential: Given the innovative nature and environmental benefits of our ropeway system, we foresee strong market interest and the potential for a successful IPO as our business scales and gains market traction.

Example: In 2020, Proterra, an electric vehicle technology company, went public through a merger with a special purpose acquisition company (SPAC), highlighting the market's interest in sustainable transportation solutions.

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# THANK YOU

for your time and attention