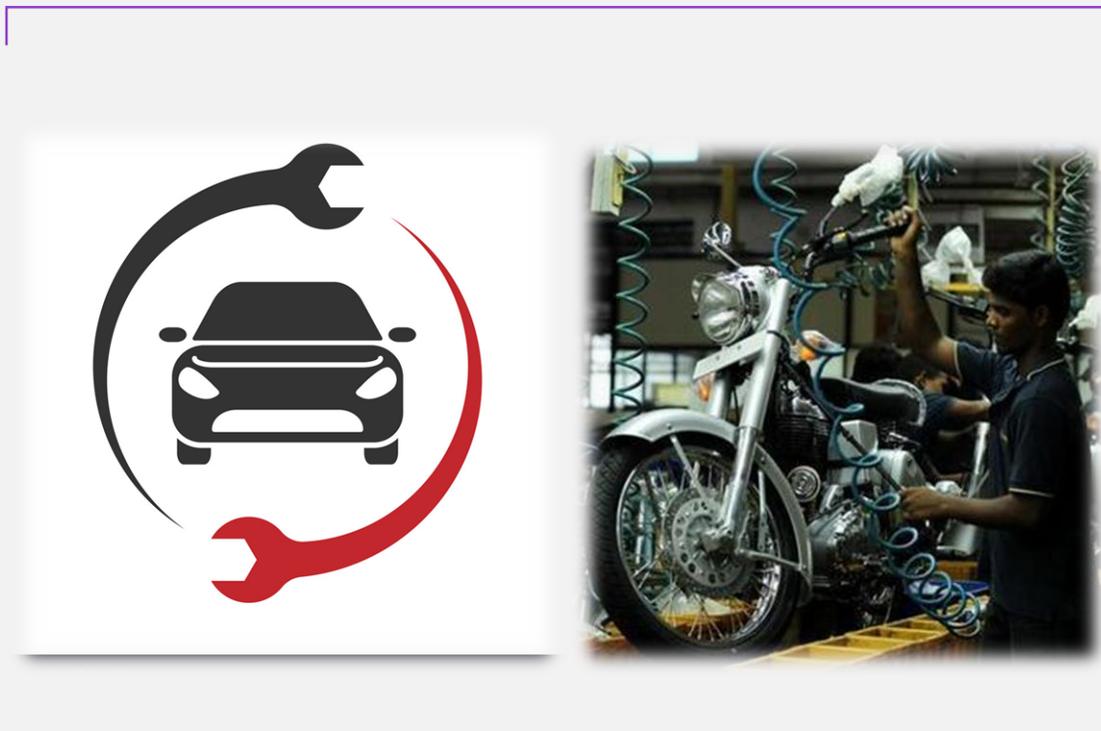




# PITCH DECK AUTOZANG

A to Z - To All your Worries



# About Us

Autozang is a unique service platform for bikes and cars that transforms the after-sales service industry. Autozang provides a hassle-free experience focused on transparency and customer satisfaction.

# The Problem



Price

PRICE is a big concern for any customer and there is no price uniformity for various third party workshops.



Workmanship

There is always a disparity between the quality of the service and the amount paid by the customer.



Fast Paced Life

In today's life, no one wants to be in a workshop and spend a whole day having their vehicle serviced. Therefore, we offer a pick and drop service.



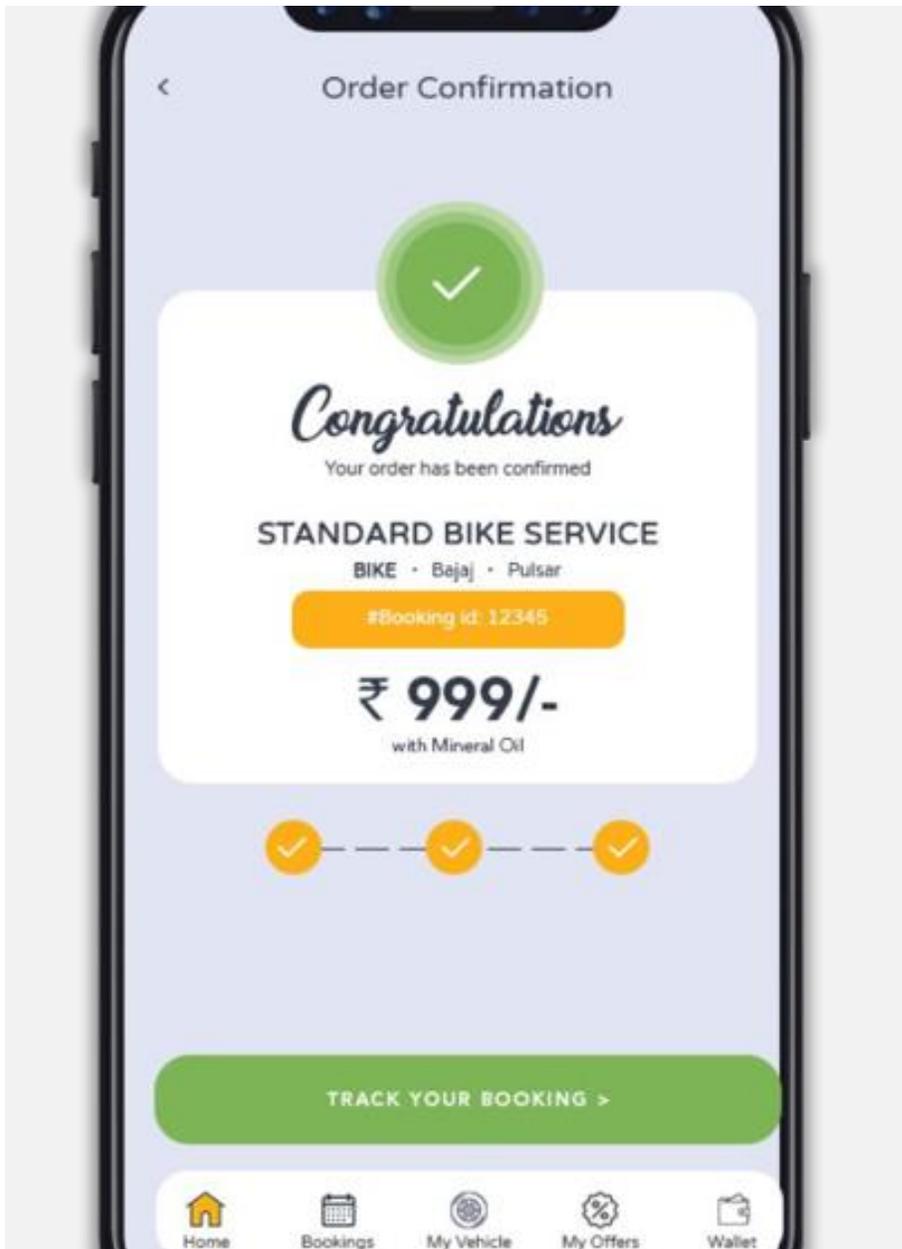
Warranty

Multi-brand workshops generally do not provide a guarantee on the service that has been performed. So even if the customer comes back with a minor fault after a few days, they are charged.



Authenticity

Service with a local garage increases the chances of using unreliable products.



# Solution

The Booking service has been simplified as the customer can book a service online through our app or website.



Transparency

Customer can track his service at any time and stage with real time update and through aid of app.



Uniform Pricing

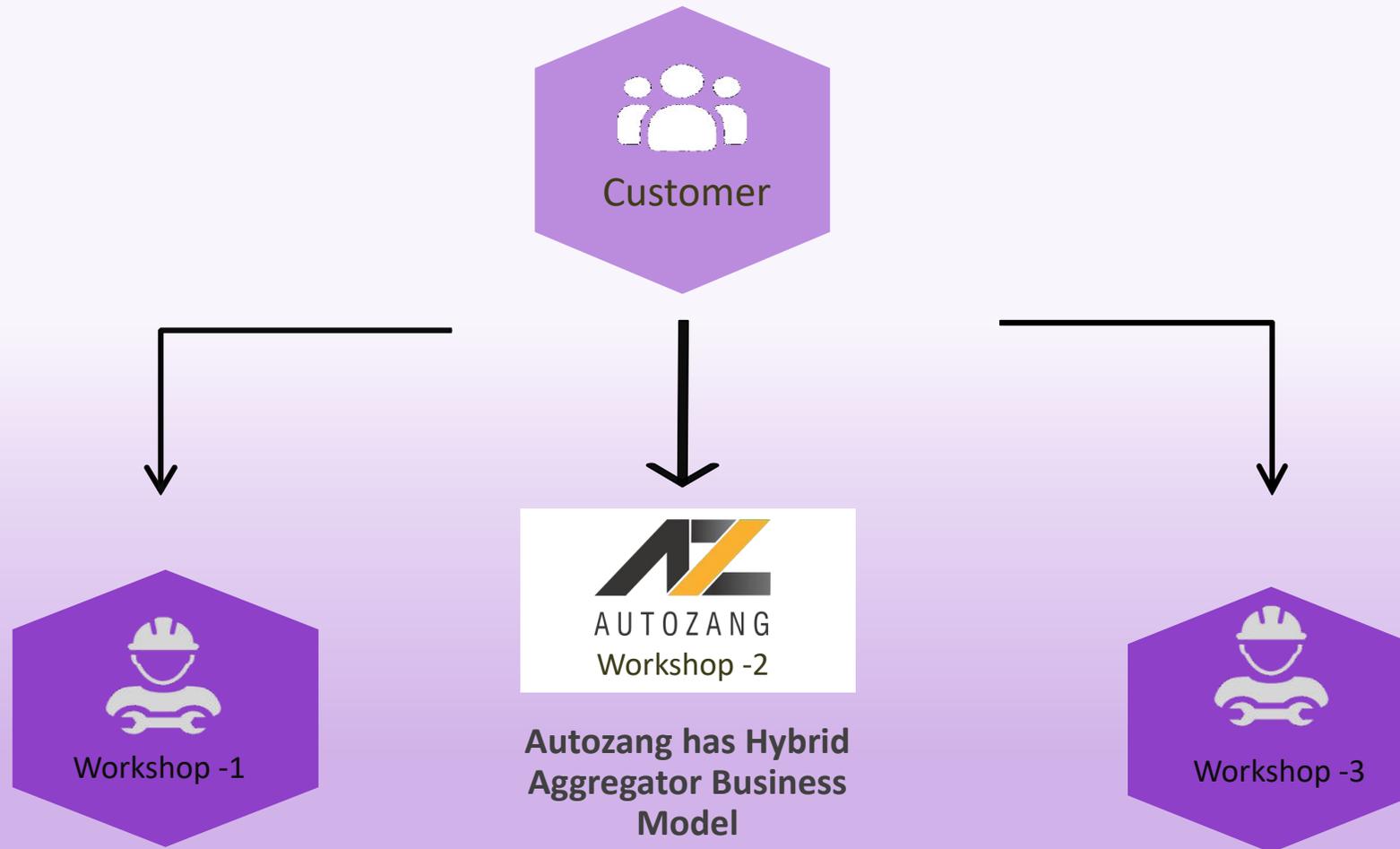
Identical and uniform prices are maintained in all Autozang workshops.



Service Warranty

We provide a service guarantee so that the customer can have peace of mind whenever it is repaired by Autozang.

# Business Model



# Market Opportunity

60%

After sales Market

The Total manpower  
deployed in  
automobile industry  
with 253 million  
vehicles in operation

7.33%

CAGR

Indian Two-wheeler  
Market

bn\$9

Competitions

The future of the massive  
Indian two-wheeler after-sales  
market lies in the hands of  
'managed marketplaces' who  
can leverage technology

# Competition

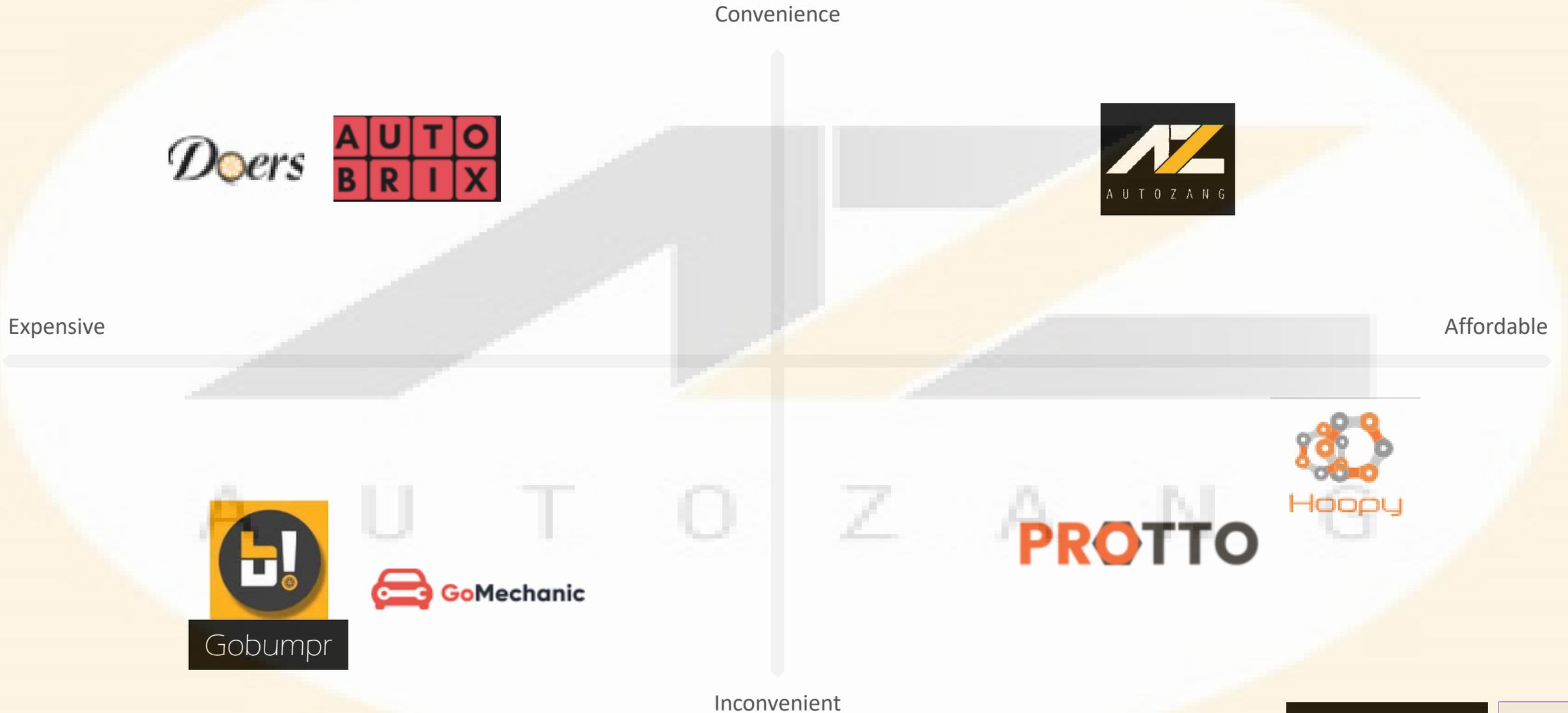
## Our Company

- We have our own authorized workshop and hybrid business model to provide a quality experience.
- We provide 15 days of service warranty.
- We provide last mile service to our customers i.e. pick up and drop off facilities.
- Our customer support is active 24 hours a day for guaranteed customer satisfaction.
- Our turn Around time for each service is 5-6 hours.

## Our Competitor

- Most of our competitors work on an aggregator model where the quality of service can be hampered.
- The service guarantee is absent with most of our competitors because they do not have their own approved workshops.
- Turn around time around of our competitors are around 8 hours.

# Competition Option



# Growth Strategy

How will we scale in the future

## Phase 1

March, 2021

- Autozang will open its first service center in Bangalore.
- In 2021, Autozang will continue to open new workshops in 6 other cities.



## Phase 2

February, 2022

- Autozang will start its car service workshops via a hybrid model.
- Autozang will enter 2 more cities in the same year.
- Autozang will diversify its activities with auto spare business and a marketplace for two-wheeler and 4-wheeler.



## Phase 3

April, 2023

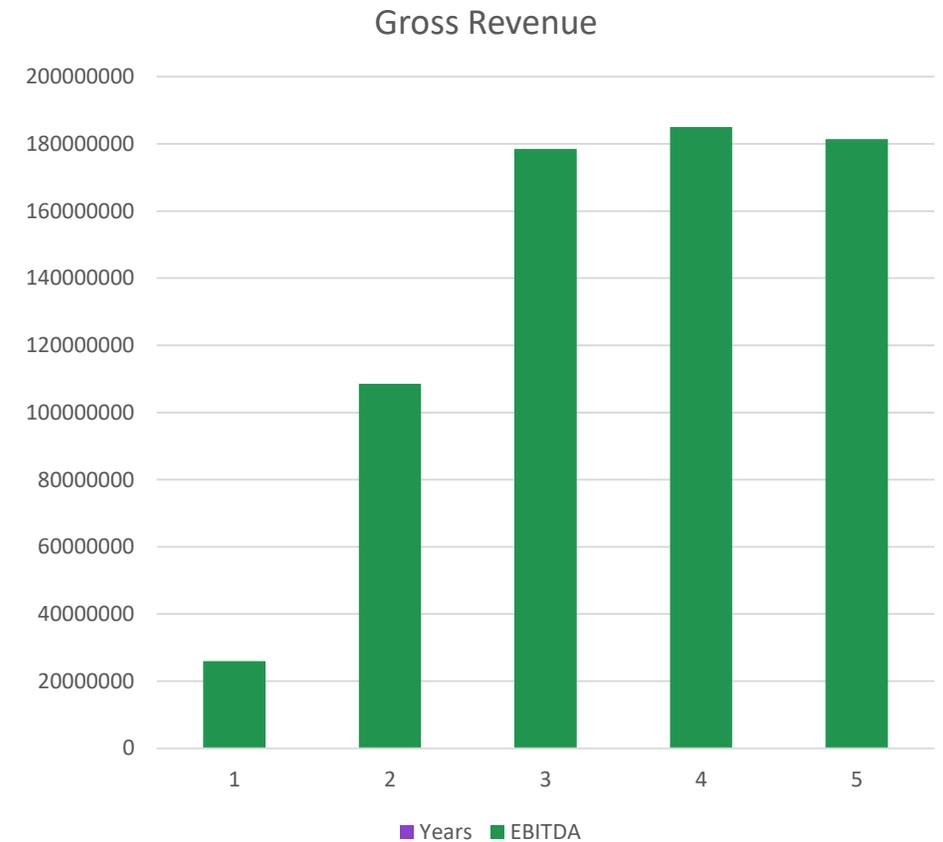
- Autozang will focus on building more efficient CRM and Garage management software with the use of pre-existing infrastructure.
- Autozang will focus on acquiring customers through Corporate tie-ups, which will ultimately reduce the cost of customer acquisition.

# Traction

- Forecasting for success

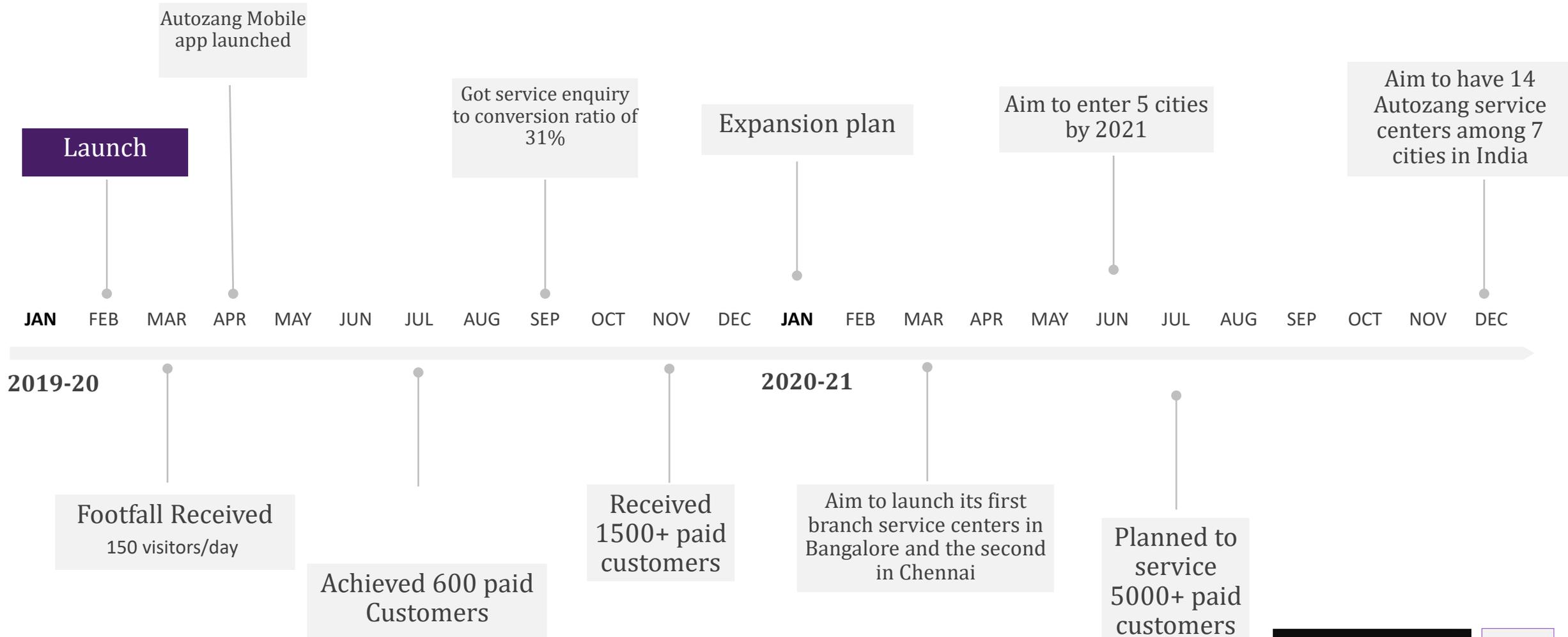
Figures in Lakhs

	No of Workshop	Users	Gross Revenue	Company Revenue
2021	1	800	Rs 3.2	Rs 2.2
2022	12	9600	Rs 260	Rs 192
2023	14	11200	Rs 1,086	Rs 810
2024	14	1200	Rs 1,785	Rs 1,332
2025	20	16000	Rs 1,812	Rs 1355



# Timeline

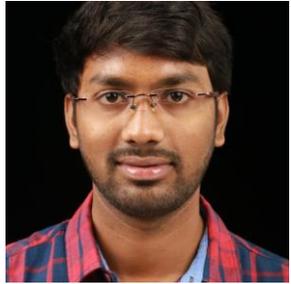
Our two-year action plan



# Financials

HEADINGS	2020	2021	2022	2023	2024	2025
	Projected	Projected	Projected	Projected	Projected	Projected
Expected Revenue	₹ 1,047,000.00	₹ 62,265,000.00	₹ 187,000,000.00	₹ 279,000,000.00	₹ 288,000,000.00	₹ 288,000,000.00
Workshop and office rent	₹ 75,000.00	₹ 3,615,000.00	₹ 9,720,000.00	₹ 13,680,000.00	₹ 13,680,000.00	₹ 13,680,000.00
Salaries and Wages	₹ 480,000.00	₹ 19,875,000.00	₹ 44,033,100.00	₹ 59,902,500.00	₹ 63,374,946.00	₹ 67,024,436.40
Marketing Expenses	₹ 135,000.00	₹ 8,800,000.00	₹ 18,300,000.00	₹ 22,100,000.00	₹ 21,600,000.00	₹ 21,600,000.00
Electricity And other Over Head	₹ 45,000.00	₹ 4,010,000.00	₹ 6,420,000.00	₹ 4,870,000.00	₹ 4,320,000.00	₹ 4,320,000.00
Total Estimated Cost	₹ 735,000.00	₹ 36,300,000.00	₹ 78,473,100.00	₹ 100,552,500.00	₹ 102,974,946.00	₹ 106,624,436
Profit before Interest and Depreciation (EBITDA)	₹ 312,000.00	₹ 25,965,000.00	₹ 108,526,900.00	₹ 178,447,500.00	₹ 185,025,054.00	₹ 181,375,563.60
Financial expenses	₹ -	₹ -	₹ -	₹ -	₹ -	₹ -
Total interest on loans	₹ -	₹ -	₹ -	₹ -	₹ -	₹ -
Depreciation	₹ 15,550.00	₹ 357,517.50	₹ 715,777.38	₹ 624,617.02	₹ 534,510.09	₹ 457,560.64
Operating profit	₹ 296,450.00	₹ 25,607,482.50	₹ 107,811,122.63	₹ 177,822,882.98	₹ 184,490,543.91	₹ 180,918,002.96
Other incomes	₹ -	₹ -	₹ -	₹ -	₹ -	₹ -
Preliminary expenses written off	₹ -	₹ -	₹ -	₹ -	₹ -	₹ -
Profit / (loss) before taxation	₹ 296,450.00	₹ 25,607,482.50	₹ 107,811,122.63	₹ 177,822,882.98	₹ 184,490,543.91	₹ 180,918,002.96
Tax @25%	₹ 74,112.50	₹ 6,401,870.63	₹ 26,952,780.66	₹ 44,455,720.75	₹ 46,122,635.98	₹ 45,229,500.74
profit after tax	₹ 222,337.50	₹ 19,205,611.88	₹ 80,858,341.97	₹ 133,367,162.24	₹ 138,367,907.93	₹ 135,688,502.22
Add back						
Depreciation	₹ 15,550.00	₹ 357,517.50	₹ 715,777.38	₹ 624,617.02	₹ 534,510.09	₹ 457,560.64
Preliminary expenses written off	₹ -	₹ -	₹ -	₹ -	₹ -	₹ -
Net cash accruals in INR Lakhs(PAT)	₹ 237,887.50	₹ 19,563,129.38	₹ 81,574,119.34	₹ 133,991,779.25	₹ 138,902,418.02	₹ 136,146,062.86

# Key Management People



Umesh V

Co-Founder

Mr. Umesh is a software engineer by profession. He worked at HCL Process Automation Expert Worked as a team leader for testing new products at IBM.



Abhishek S

Co-Founder and Product development

Mr. Abhishek is a production engineer. He worked at Rane NSK Steering System as a test and product development engineer and has Experience in the automotive service sector at Renault-Nissan and Tata.

# Team



Srihari Pasupala

Android App Development Lead



Swaran Veerla

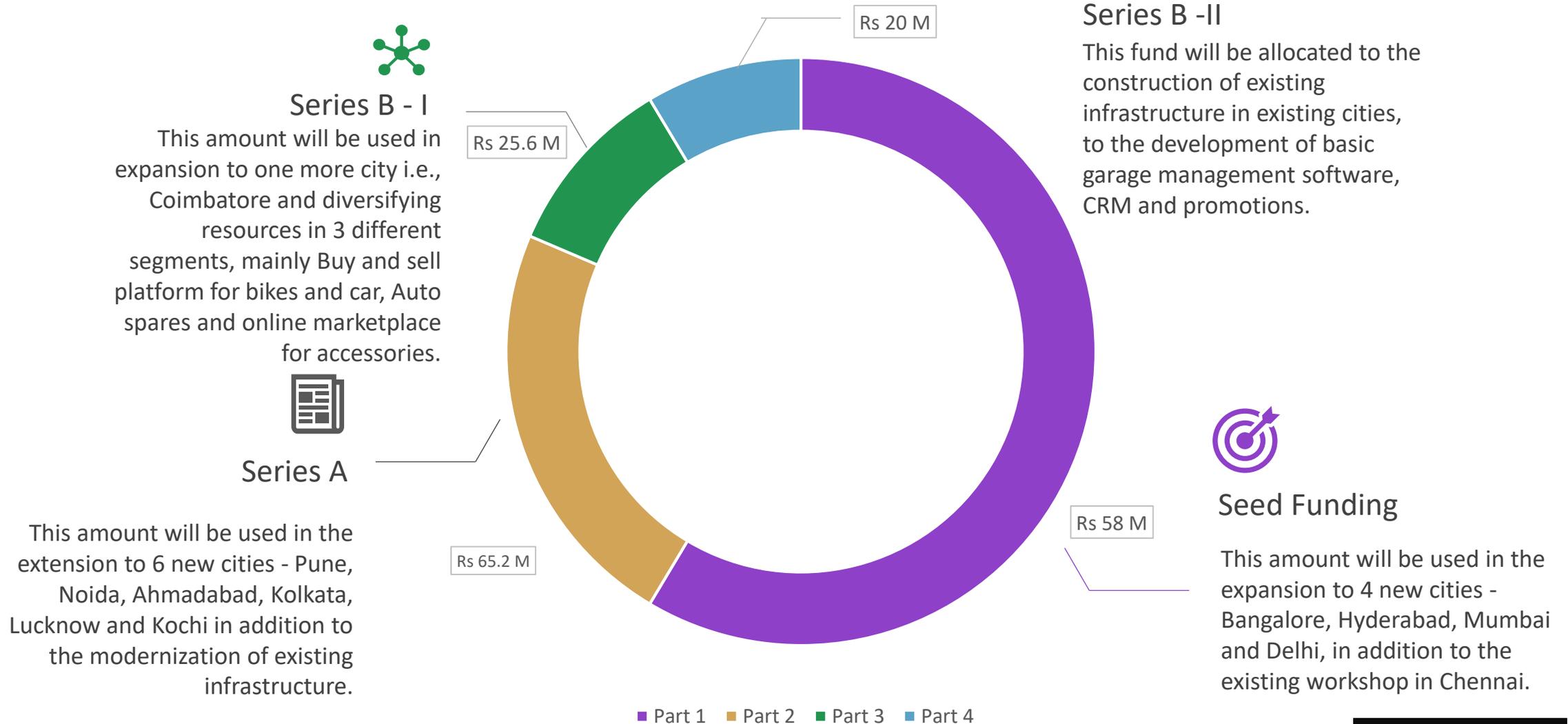
Web Development Lead



Mr. Vijay

Lead Technician

# Funding



While India is witnessing the best bicycle launches with newer technology and features, the after-sales service market has shown enormous potential.

Autozang has developed a unique service model and online platform which can lead the after-sales service industry in India. Autozang is seeking Rs 5,80,00,000 as seed funding for business expansion and product improvement.

Why to Invest in Autozang?

- ✓ This market is bound to grow astronomically over the next 5 years.
- ✓ Specific and clear growth focus for each business segment.
- ✓ Highly Experienced Management Team.
- ✓ Well positioned for profitable growth.



# Summary

A To Z SOLUTION

To All Your Worries



# Thank You

 Abhishek S

 Umesh V

 [+91 9962299268](tel:+919962299268)

 [+91 8124738395](tel:+918124738395)

 [abhisekh@autozang.com](mailto:abhisekh@autozang.com)  [umesh@autozang.com](mailto:umesh@autozang.com)

 [Autozang.com](https://www.autozang.com)



**A TO Z SOLUTION**  
*to all your worries*

COMPLETE CAR SERVICE

COMPLETE BIKE SERVICE