

# INTRODUCING



## Gujarathi Empire's InfoTech Ventures



Transportation Business  
Management Software

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B2B Digital Marketplace for  
Automobile Components

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## About Gujarathi Empire

*Gujarathi Empire's* experience and commitment to the shipping industry is now rising to greater heights with our aim to digitize the industry.



### Founded

1980, as a land transportation service provider



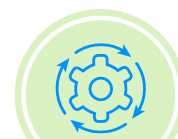
### Domain

Ship brokering and chartering business.



### Role

Ship broker, operator, charterer, and commodity broker in the dry and general cargo market.



### Geographies Operating

Asia, Europe, Africa, and America



**X AMOUNT** in revenue during the fiscal year 2022-23

# About Gujarathi Empire



## Mission

To help customers achieve their business activities by providing best-in-class and cost-effective trading and shipping solutions.



## Vision

To grow alongside our clients, enable processes by leveraging emerging technologies, and keep accessing newer markets.



# Our Clients/Associations



## Fleetezy: Problem in the Industry



### THE POPULAR BELIEF

Gone are the days of a labor-intensive, underdeveloped logistics industry in India. Today, **the logistics industry**, just like most industries post-covid, **embraces cutting-edge technology, enabling seamless end-to-end operations online.**



### THE PARALLEL REALITY

**Many small-scale logistics and transportation workers**, who rely on their own vehicles or hire a small team, **are facing significant challenges in effectively managing their expenses for maintenance, fuel, and other operational needs.**

## Fleetezy: Problem in the Industry

Manual record-keeping not only leads to possible discrepancies in operations, but a lack of technology removes any chances of analysis or actionable insights.



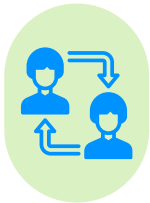
### **Fleet Trip and Maintenance Management**

**Lack of proper systems** to track/optimize fleet trips, fuel consumption, and maintenance schedules can lead to **inefficiencies and unexpected breakdowns**.



### **Delivery Receipts Records**

**Without digital tools**, truck drivers struggle to maintain comprehensive records, leading to **delays in invoicing and potential payment disputes**.



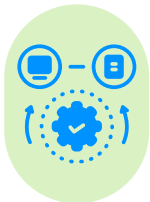
### **Vendor Management**

**Managing vendor relationships, ensuring timely payments, and resolving issues** is time-consuming and challenging due to limited resources & knowledge.



### **Cash Flow Management**

**Irregular cash flow with elayed payments from clients or discrepancies in invoicing**, impacts their ability to cover operating expenses, fuel costs, and driver payments.



### **Regulatory Compliance**

**Lack of support on compliance regulations & proper documentation** leads to inadvertent violations and penalties.



### **Insurance and Risk Management:**

**Limited understanding of insurance policies, and assessing risks associated with cargo & driver safety** leads to financial losses.



## Current Scenario

Currently, **only large-scale logistics companies are benefiting from customised solutions that they hire and pay for**, while **a small quantity of softwares that support small-scale logistics needs are too complex** for a layman to use.



## There's a need for...

**Small-scale logistics owners need an easy-to-use software** with features required for managing their operations effectively **for minimal financial and resource loss**, and for understanding the current stance of their business.

## Fleetezy: Our Solution

Fleetezy is a user-friendly digital platform and mobile app that solves these pain points of the small-scale transport fleet owners through a combination of technological and back-office administration solutions.



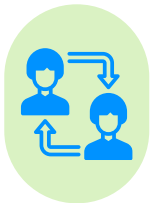
### **Fleet Trip and Maintenance Management**

*Maintain a fleet of vehicles involving coordinating trips, scheduling maintenance and repairs, and ensuring compliance with regulations.*



### **Delivery Receipts Records**

*Maintain accurate and organized records of delivery receipts for transparent billing, proof of delivery, and dispute resolution.*



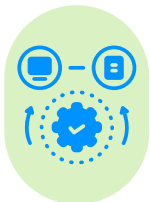
### **Vendor Management**

*Easily coordinate with vendors, such as fuel stations, repair shops, and suppliers, is essential for smooth operations.*



### **Cash Flow Management**

*Effectively manage the cash flow for a sustained transportation business.*



### **Regulatory Compliance**

*Timely updates and ensured compliance to the numerous regulations, including load limits, driver hours of service, and safety standards.*



### **Insurance and Risk Management:**

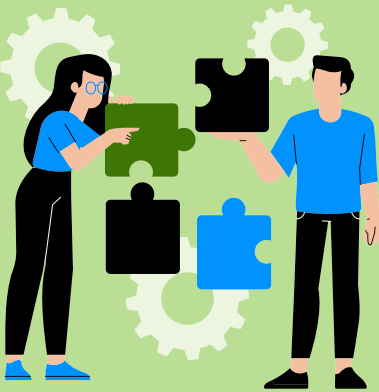
*Navigate insurance coverage and mitigate risks effectively and effortlessly.*



## Fleetezy (Phase 2): Our Solution

After continuous improvement and several technological developments in the Fleetezy platform, we will launch **Fleetezy for Logistics Companies** (Phase 2).

### The Problem



**Logistics companies hire and pay for customized solutions**, but **these software contain various backlogs and bugs** that impair the process. Due to this, **there's always a need of maintaining a corresponding manual record** of fleet operations by these companies.

### Our Solution

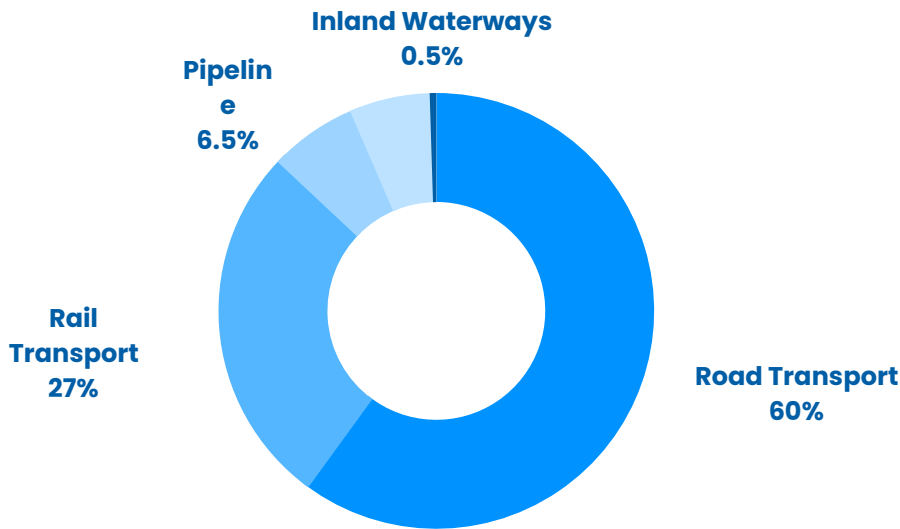


Our unmatched expertise will allow us to **build customized solutions for logistics companies that actually work efficiently and effortlessly.**

# Fleetezy: Market and the Opportunity

## Market Overview – Indian Logistics Industry

Backbone of the Indian economy.



**14.4%**  
of India's  
GDP

**\$6.25 Billion**  
Total funding to logistics  
start-ups just across 8  
deals (2019)

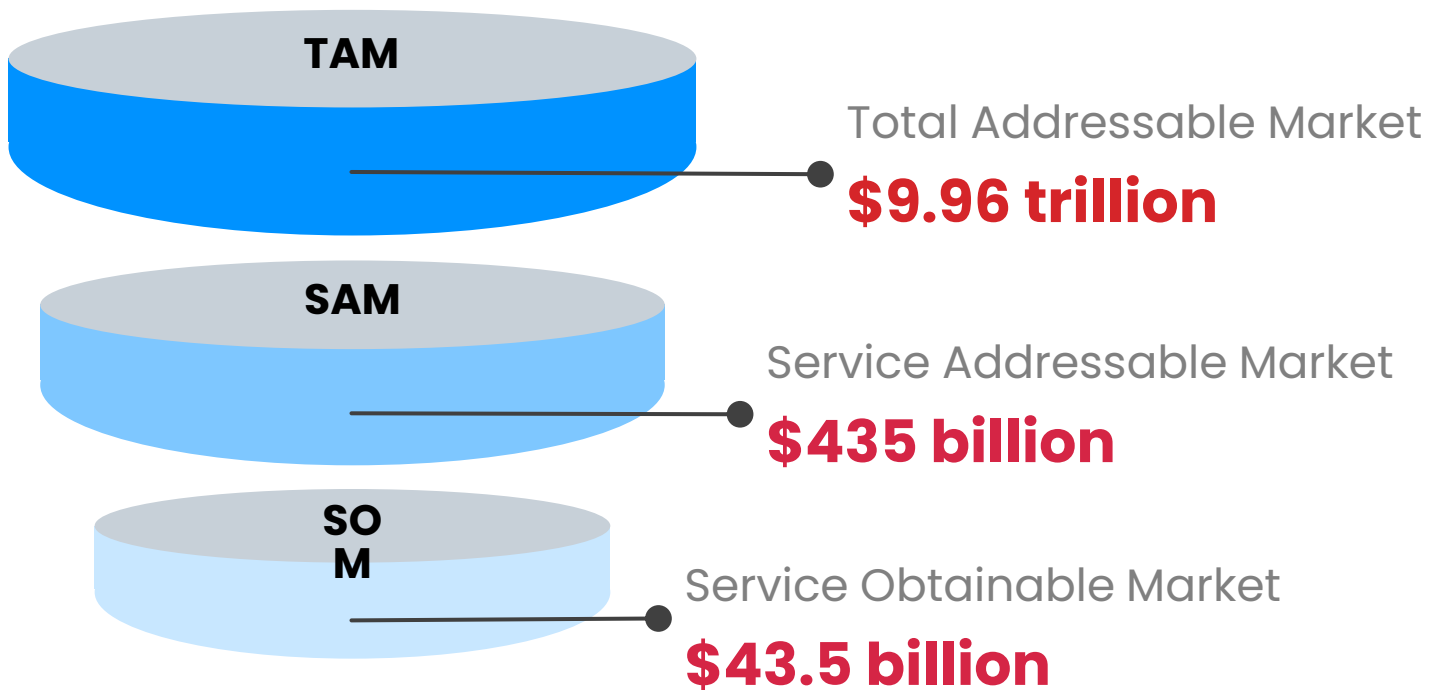
**2.2 Crore**  
Number of people  
logistics sector  
employs

India is now ranked  
**38<sup>th</sup>** in the global  
logistics market, a  
jump of 6 ranks

### Increasing Investments in the sector

- A budget allocation of **Rs. 27, 482 crore** for DFCC (a 75% increase).
- The sector has attracted investments of **Rs 8,257 crore** since the beginning of the year. (2022)

# Fleetezy: Market and the Opportunity



SAM- Global Logistics Market (2022)

SAM- Indian Logistics Market (2023)

SOM- 10% of SAM\*

## Fleetezy: Market and the Opportunity



India is experiencing **a growing realization and adoption of technology-driven integrated logistics** – continuously improving the country's logistics efficiency greatly.

Yet,

**The trucking industry is present predominantly in the Tier II, Tier III and smaller towns** due to which the stakeholders **struggle with technology adoption.**



**Our target is to bridge this gap** with our easy and extra user-friendly mobile and desktop app for small-scale logistics owners.

## Models That Make Us Money



### PHASE 1

Small-Scale/Individual Fleet Owners

***Subscription Fee of Rs. 5000/-***



### PHASE 2

Logistics Companies

***Customized Solutions with Avg. Ticket  
Size of Rs. 2.5 Lakh***



## Getting Better with Every Year

### 2023-24

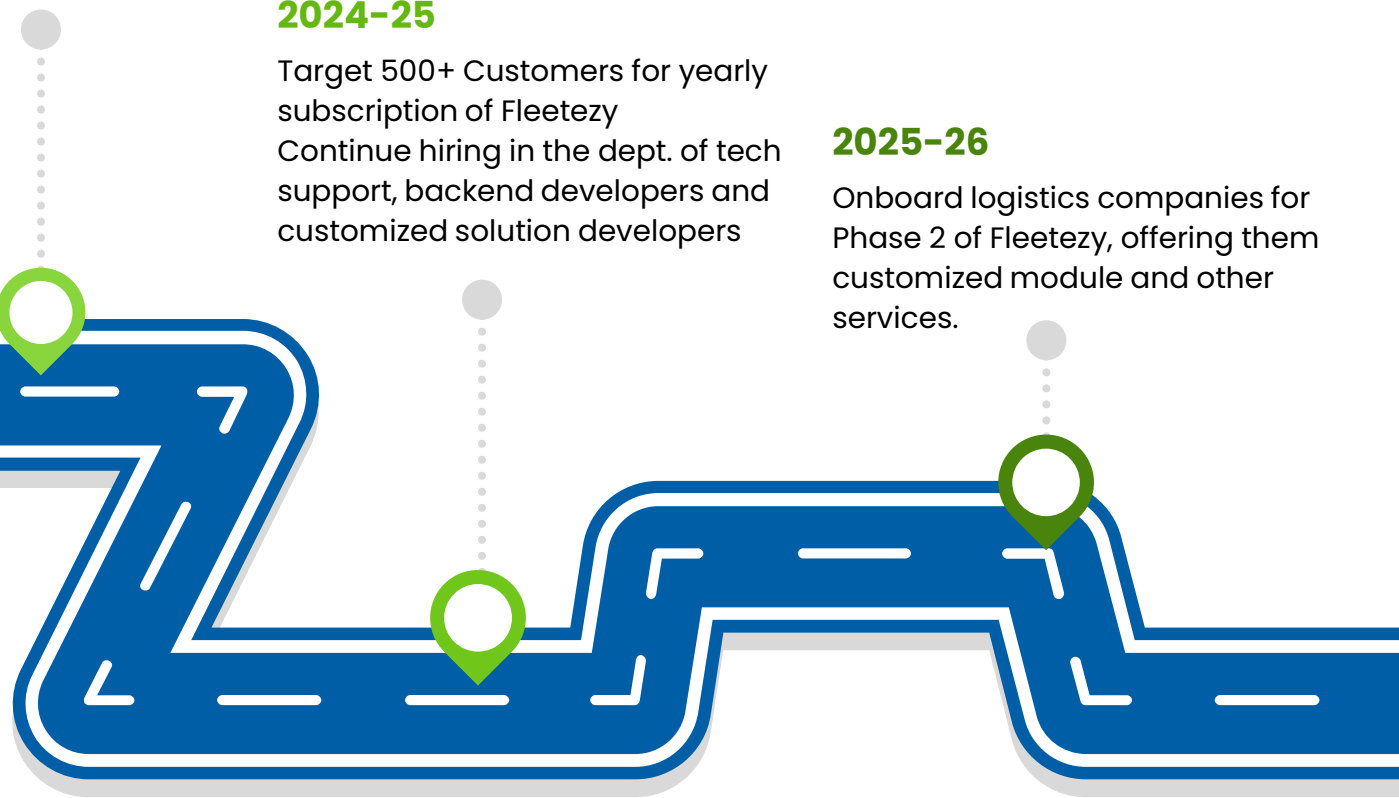
Legal Work Permits and Registration Completed  
Business Planning & Implementation  
Business Plan ready & Team Set  
Build Infrastructure  
Initiate Pending and Final Tech Development of Fleetezy  
Market Product Launch and Initial Level Market Entry in Pune  
Seeking Funding with initial 50-100 subscribers for the platform

### 2024-25

Target 500+ Customers for yearly subscription of Fleetezy  
Continue hiring in the dept. of tech support, backend developers and customized solution developers

### 2025-26

Onboard logistics companies for Phase 2 of Fleetezy, offering them customized module and other services.



**Make GE Infotech into a public listed company by 2026-27.**

## AutoCaps: Problem in the Industry

For many decades in India, the **auto-repairing industry has been following a traditional model of manufacturer, distributor, retailer, and buyer** – let's delve into its discrepancies.



### Troubles of the Manufacturer

- **Lower Profits** due to a long chain of middlemen
- **Lack of a Shipment Network** restricts their sale to area distributors: **Limited Customer Reach**



### Troubles of the Retailer (Auto-Repairing Service Provider)

- **High Costs** due to a long chain of middlemen
- **Unavailability of Inventory and Long Wait Time** for replacements from the distributor: Failing to seize business growth opportunities.





## Current Scenario

Currently, B2B eCommerce market players in this industry are dealing in one of the four – Components, Accessories, Parts, or Spares of automobiles.

***No one-stop shop for all auto-related products available in the market.***



## There's a need for...

An ***online marketplace for end-to-end every auto-related product*** for ***nearly every automobile.***



## AutoCaps: Our Solution

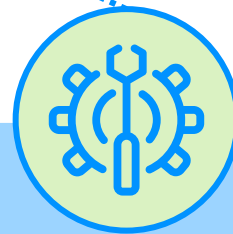
Introducing **AutoCaps, a B2B eCommerce platform** for **Components, Accessories, Parts, and Spares** of two, three, and four-wheeler vehicles including EVs, light commercial vehicles, heavy commercial vehicles, marine boats, mining & earthmoving vehicles, agriculture vehicles, genset, etc.

### CONCERNED STAKEHOLDERS



**Authorized Manufacturers** will access the platform to list and sell CAPS.

- Regulated and definite margins void of any distributor influence
- Greater Customer Reach
- Shipment completely controlled by us



**Auto-Repairing Service Providers** will access the platform to buy CAPS.

- Lower Costs of inventory
- Easy and Quick Buying of inventory with Delivery within 72 Hours
- Resultant Increased Business in their respective areas



## AutoCaps: Product Features

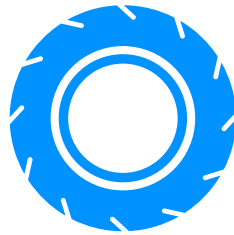
Our eCommerce platform will be available as a mobile application and a website for easy access and will support a user interface optimized for convenience and clarity.



# AutoCaps: Market and the Opportunity



The rapid growth of Indian Auto Components Industry is being fueled by increasing investments, favorable trade policies, competitive costs, and **India's being the 5<sup>th</sup> largest manufacturer of vehicles.**



## Indian Auto Components Market

Highest-Ever Revenue of **USD 56 Bn**, grows **23%** in FY 2021-22  
**USD 200 Bn** by 2026

**Automotive aftermarket segment** in India is expected to reach **\$32 Bn** by 2026.

**2.3%**

Share in  
India's GDP



**6%**

CAGR (over  
6 years)



**5 Mn**

Employment  
generated

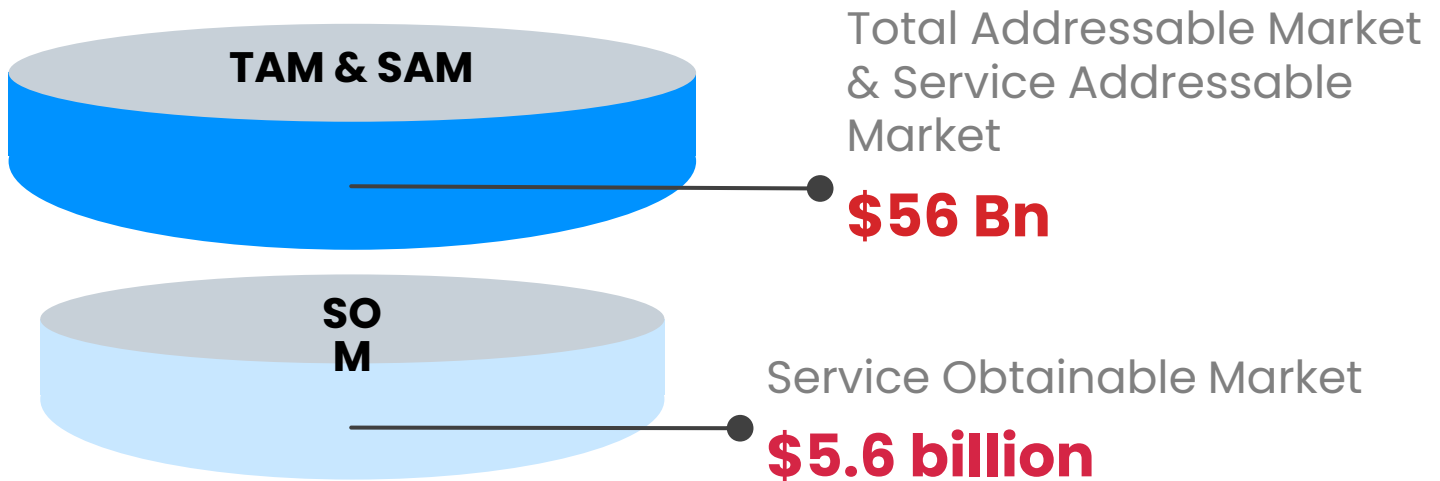


**\$13.3 Bn**

Auto  
Component  
exports



## Our Market



TAM & SAM- Indian Auto Components Market

SOM- 10% of SAM\*

## Models That Make Us Money



6% to 10% Commission on every sale from the seller – varies with vehicle type.

**\*Minimum Order Amount: Rs. 20,000/-**



## Getting Better with Every Year

### 2023-24

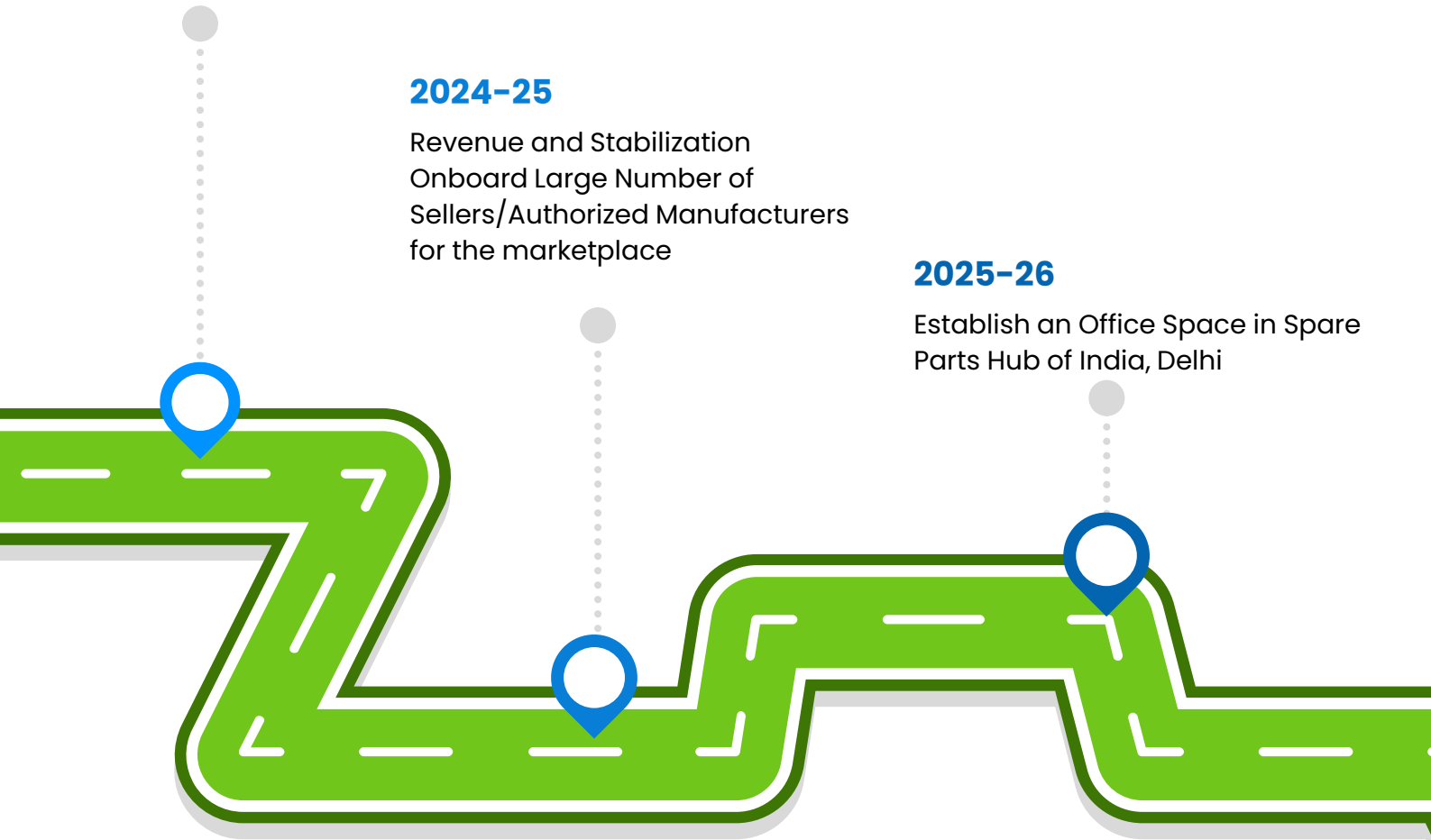
A Competent Team and Infrastructure  
in Place  
Business Planning & Implementation  
Work Permits and Legal Registration  
Corporate and Agents Chain Set-up

### 2024-25

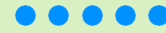
Revenue and Stabilization  
Onboard Large Number of  
Sellers/Authorized Manufacturers  
for the marketplace

### 2025-26

Establish an Office Space in Spare  
Parts Hub of India, Delhi



# Leadership Profile



Co-founder & Director, Gujarathi Empire Group  
Ex Merchant Navy Officer & Class IV Marine Engineer CEO &  
Director, Triz Ventures Pte Ltd Singapore  
Ex Brand :- Petpooja  
Ex Venture :- RBB Ship Chartering Startup  
Enthusiast  
Networking, Sales & Marketing  
Strategy & SOP Implementation; Revenue Generation

**MR. ASHUTOSH GUJARATHI**



Co-founder  
Director – Business Strategy, Gujarathi Empire Group

**KETAN SOJITRA**

# Leadership Profile



Co-founder, Gujarathi Empire Group  
Currently acting as COO  
MBA Finance & Marketing  
Commercial operations & Management  
Deals & Negotiations  
Leadership Qualities Sales  
& Marketing

**MR. SAMKIT METHA**



CFO, Gujarathi Empire Group  
Finance & Budgeting

**CA SWARUP CHINGALE**



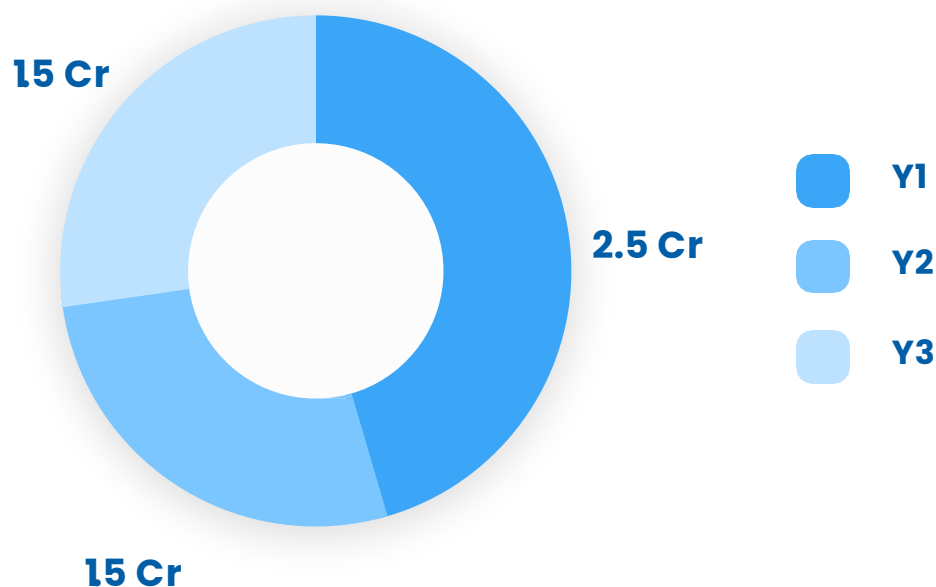
Co-founder, Gujarathi Empire  
Group Currently acting as CTO  
IT Engineer  
Software Development & Strategy  
Flexible process & Automation  
Management Problem Solving Attitude

**MR. ASHISH BABEL**

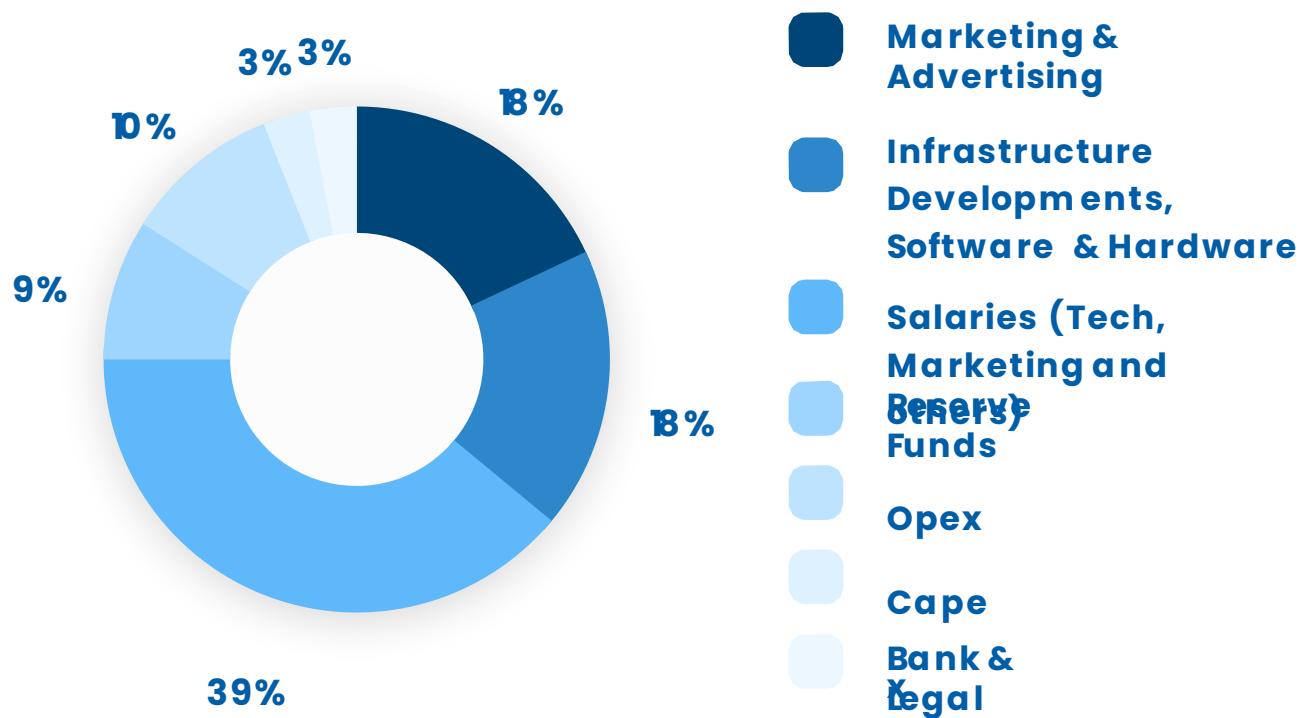


## Ask & Usage

### How We'll Use **INR3.5 Cr** to Our Advantage



### Distribution of Funds



# THANK YOU

## **Welcome Onboard!**

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Survey No. 49/1+28, 1st Floor, Yashogun  
Apartment Near Dapodi Police Chowky,  
above Bhojwani Sweet, Dapodi, Pune,  
Maharashtra 411012

