

CONNECTING INDIA.
CONNECTING GROWTH.



SHIP BRIDGE

POWERING INDIA'S LOGISTICS THROUGH
LOCAL STRENGTH & SMART CONNECTIVITY

PITCH DECK →



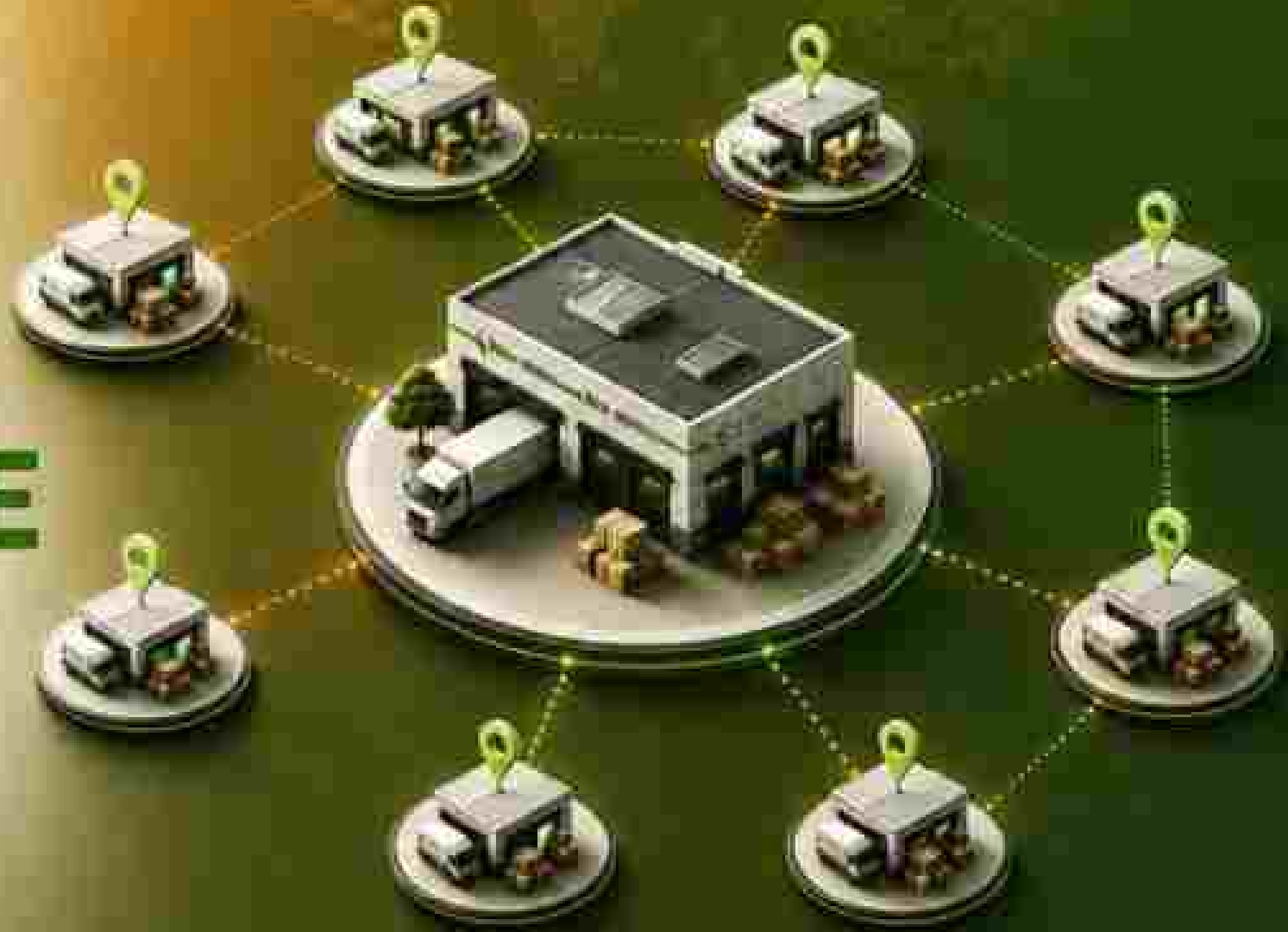
STRONGER
NETWORKS



SMARTER
SOLUTIONS



SCALABLE
GROWTH



REIMAGINING LOGISTICS NETWORKS



SHIP BRIDGE
LOGISTICS SOLUTIONS



Ship Bridge is building a **pan-India, asset-light logistics** ecosystem by organizing fragmented local transporters through **technology, branding, and financial enablement**, delivering **standardized, reliable, and scalable logistics** solutions for SMEs, traders, and enterprises across urban and rural India.

WHY NOW?



Fragmentation →
consolidation
opportunity



Unreliable logistics →
standardization
need



Rural demand
growth →
connectivity gap



Local transporter
limits →
tech enablement



A FRAGMENTED MARKET PROBLEM



Highly Fragmented Logistics Market

Both unorganized players,
no integration



High Fuel Costs



Vehicle Breakdown



No Pricing & Service Standardization

Inconsistent rates,
unreliable delivery



Weak Rural & Tier 2/3 Connectivity

Limited reach, inefficient
distribution



Driver Shortage



Late Deliveries



Local Transporters Lack Enablement

No tech, branding,
or capital access



2 hr 15 min remaining - 130 km left

Delivered by 2-40 PM

Departed

7:05 AM - Mumbai, MH

Pratik Sharma

+91 98765 43310

Contact

Building a Connected Solution



Organizing Fragmented Transporters
Integrating local players into one unified network



Building Pan-India Connectivity
Hub & spoke model across rural to metro routes



Standardizing Pricing & Operations
Tech-driven rates, tracking, and service protocols



Empowering Local Transporters
Providing tech, branding, and financial access

End-to-End Logistics Platform



B2B & B2C Logistics Services
End-to-end transport solutions



FTL, LTL & Milk Run
Flexible and optimized movement



Pan-India Network
Village to metro connectivity



Tech-Enabled Operations
Tracking and standardization

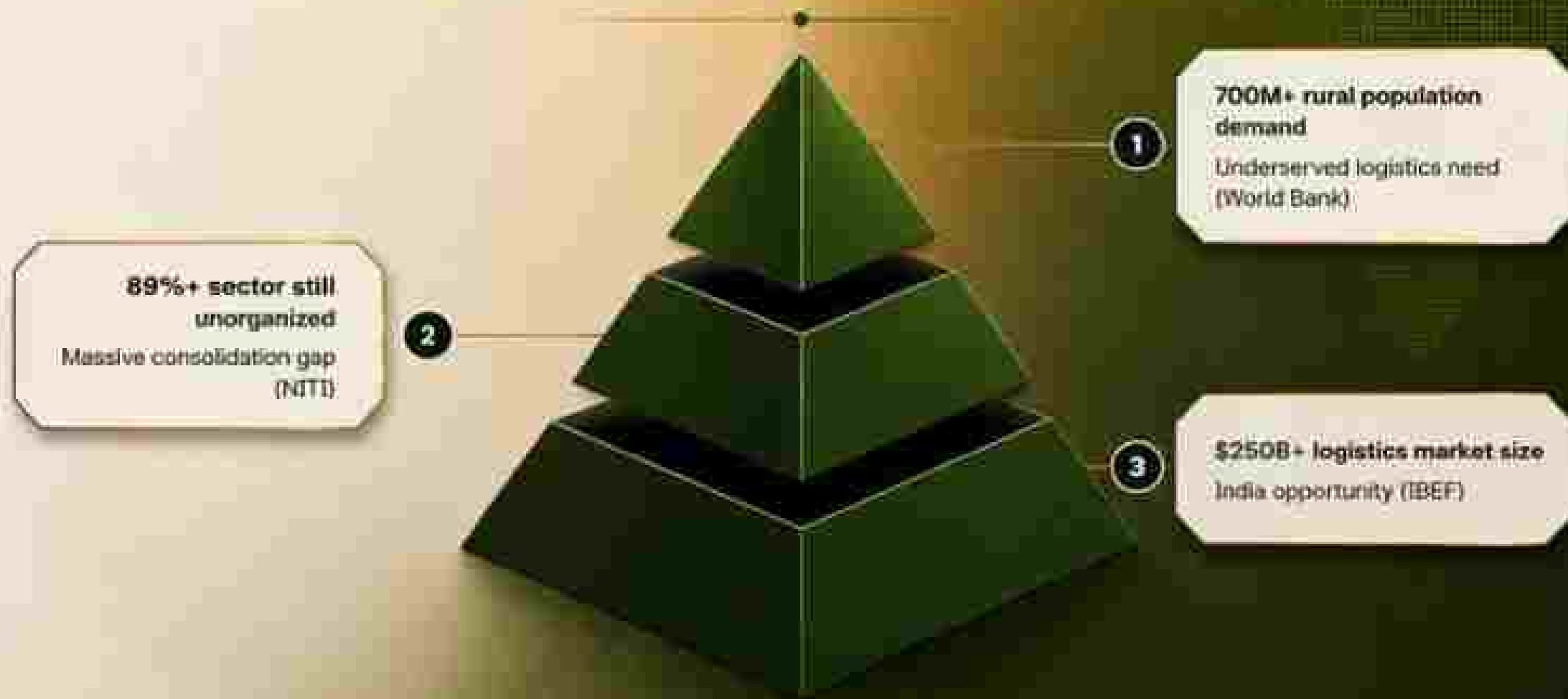


Scheduled Deliveries
Reliable, time-bound execution



Aggregation & Distribution
First to last mile integration

A Large Untapped Opportunity



Key Industry Drivers



Our Focused Customer Segments



Our Market Potential



\$250B+ TAM (India logistics market)

Covers full freight, warehouse & distribution ecosystem across sectors (IBEF)



\$80B+ SAM (Road freight & SME logistics)

Tapping road transport, SME shipments, Tier 2/3 distribution flows (NITI, IBEF)



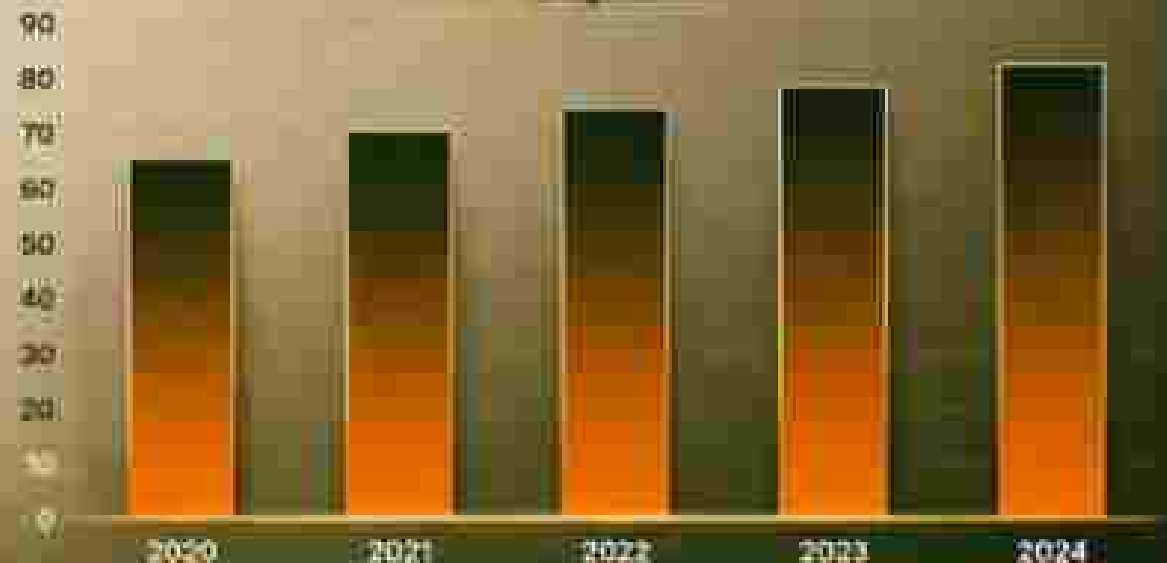
\$500M+ SOM (Initial serviceable market)

Focused clusters via hub-spoke scaling through tech-powered aggregation (informal + industry estimates)



CAGR
11.5%

Tier 2/3 Demand in (\$Billion)



How We Generate Revenue

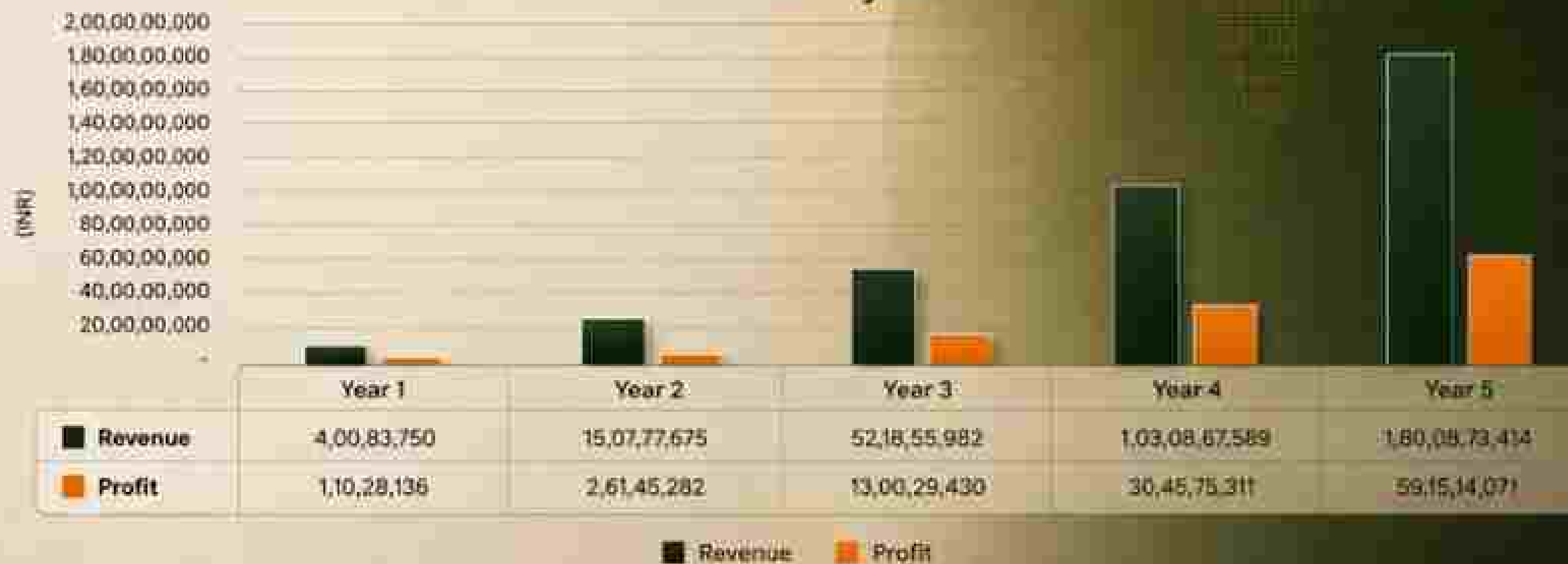


Driving Operational Efficiency



Projected Financials

For the next 5 years



Us VS. Major Competitors

Key Factors	Ship Bridge Logistics	Delhivery	Rivigo	Safexpress	Blue Dart	Gati
 Deep Tier 2/3 & Rural Reach						
 Local Transporter Integration Model						
 Asset-Light Scalable Model						
 Standardized SME-Focused Services						
 Technology-Driven Operations						
 Low-Cost Aggregation Advantage						

What Sets Us Apart



Deep rural & Tier 2/3 reach
Unmatched last-mile penetration



Asset-light scalable network
High ROI, low capex expansion



Tech + aggregation backbone
Optimized routing & visibility



Local transporter empowerment model
Turning unorganized into organized



Standardized pricing & service
Reliable SME-focused logistics

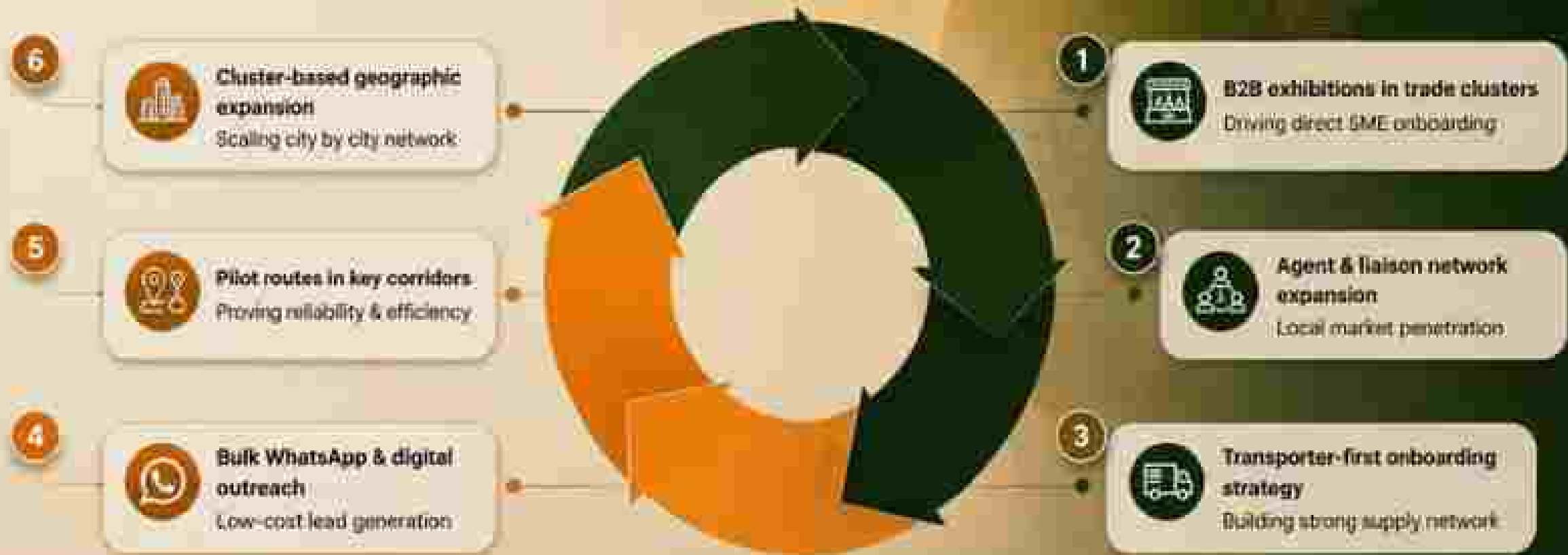


Hub-spoke + line-haul integration
Pan-India seamless connectivity

How We Reach Our Customers

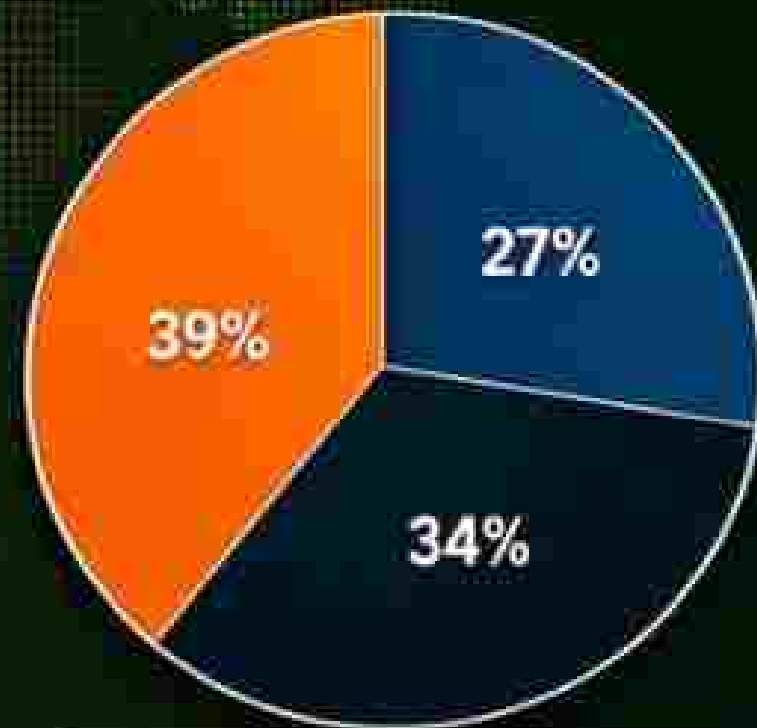


Steps to Enter the Market



Investment & Utilization Plan

Utilization of Funds		Amount in Rs.
	Capital Expenditure	1,42,00,000
	Operational Expenditure	2,78,00,000
	Marketing Expenses	1,32,00,000
Total		5,60,00,000



-  Capital Expenditure
-  Operational Expenditure
-  Marketing Expenses

Milestones to Growth



Brains Behind the Idea



Ashish Joshi

BSc Microbiology,
MBA (Marketing)

Strategic leader driving market expansion, partnerships, and revenue growth, with deep understanding of SME trade ecosystems and logistics demand clusters.



Prachi Agarwal

B.Tech CSE | AI & Automation
Specialist

Technology-focused leader managing AI automation, scalable platforms, and operational systems, strengthening our tech-enabled logistics infrastructure.



Anurag Singh

B.Tech CSE | AI Systems Architect

AI and systems expert leading platform architecture, intelligent workflows, and scalable backend ecosystems, enabling data-driven logistics optimization and operational efficiency.



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Strengths & Risks Overview



- **Asset-light scalable model**
Low capex, fast expansion
- **Deep tier 2/3 focus**
Deep market penetration
Local market integration
- **Tech-enabled operations**
Better control & efficiency

Strengths



- **Low initial brand recall**
Trust building phase
- **Partner dependency risk**
Service variability, onboarding complexity
- **Working capital needs**
Cash flow pressure

Weaknesses



- **89% unorganized market**
High consolidation scope
- **Growing SME demand**
Frequent shipment flow
Need flexible expansion
Infrastructure boost
- **Digital adoption rise**
Scalable efficiency gains

Opportunities



- **Strong incumbents**
High competition
- **Price sensitivity market**
Margin pressure
- **Execution challenges**
Service inconsistency risk
- **Cost fluctuations**
Fuel & regulatory impact

Threats

Business Snapshot

Ship Bridge is building a pan-India, asset-light logistics platform by organizing and empowering fragmented local enterprises through technology, branding, and financial enablement. We address the critical inefficiencies in India's 89% unorganized logistics sector by delivering standardized, reliable, and cost-efficient logistics solutions to SMEs, traders, and enterprises. Our hub-and-spoke model integrated with line-haul networks ensures seamless connectivity from villages to metros. With a focus on Tier 2/3 and rural markets, we unlock underserved demand while maintaining high scalability and strong unit economics. Positioning ourselves as a high-growth, high-impact logistics platform for investors.



Business Idea

Tech-enabled transporter aggregation



Target Market

SMEs & Tier 2/3 logistics demand



Business Model

Asset-light hub & spoke network

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Thanks!

Any questions?

You can find me at:



@username



user@mail.me

