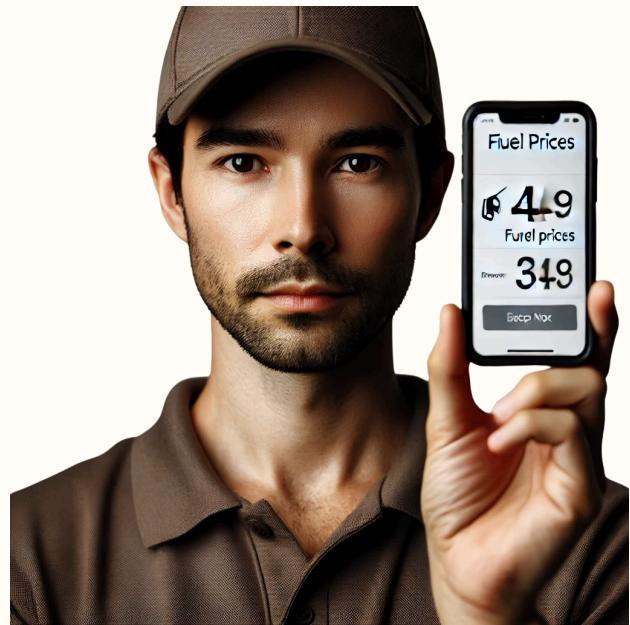


EV Fleets for Quick Commerce



PROBLEM

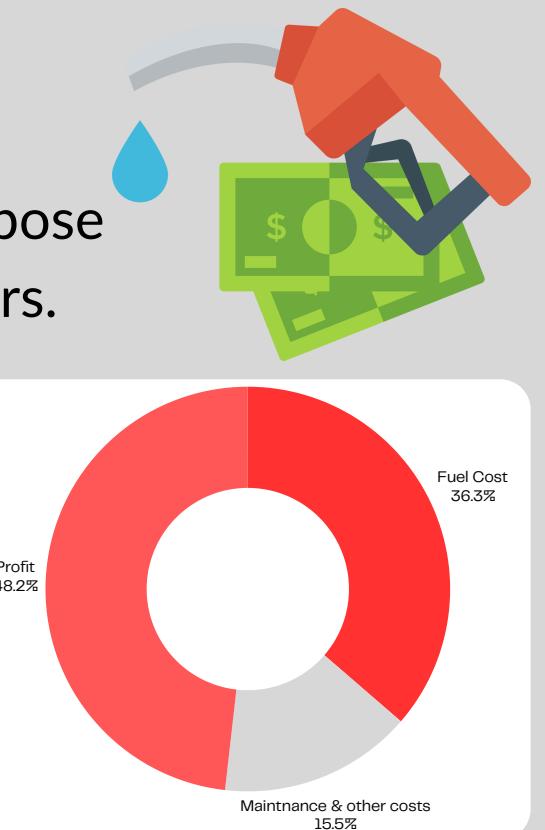


High operational costs, inadequate EV infrastructure, and limited access to affordable vehicles create significant barriers for quick commerce delivery partners, affecting their earnings, productivity, and overall participation in the sector.

1 High Operating Costs of ICE Vehicles

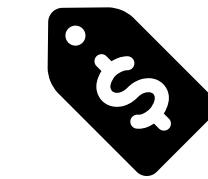
Traditional petrol-based scooters and bikes impose significant financial burdens on delivery partners.

Fuel (36.3%) and Maintenance (15.5%) together account for 51.8% of the total revenue on Delivery. Such **high expenses** coupled with **razor thin margins** make it difficult for delivery partners to achieve sustainable earnings with an ICE Vehicle

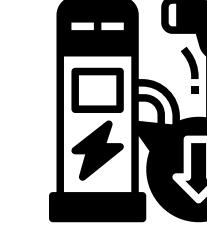


2 Barriers to EV Adoption

Partnering with established infrastructure providers to integrate access to hundreds of battery-swapping stations across cities.



High
Upfront Cost

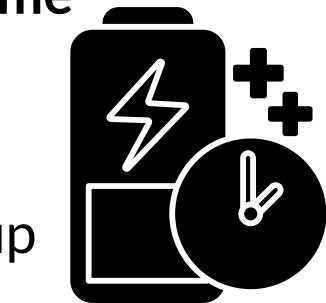


Inadequate
Infra



Charging downtime

3-4 hours per cycle, reduces productivity by up to 30% daily



3 Unmet Demand for Affordable Delivery Solutions



Around 30% of potential delivery partners are unable to join the workforce due to a lack of access to affordable vehicles. Despite demand for quick commerce delivery growing at a **CAGR of 20%**, vehicle availability remains a critical bottleneck.

Affordable EV rental solutions have the potential to unlock significant workforce participation and drive operational efficiency.

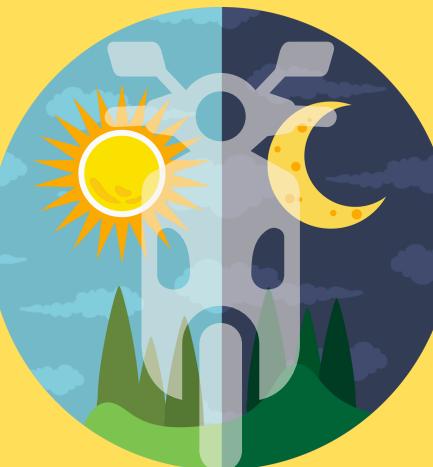
SOLUTION



To solve this problem, Ridezzy offers shift-based EV rentals, maximizing fleet utilization, reducing costs, and ensuring better cost control, seamless support, and operational efficiency through proprietary vehicle ownership.

1 Affordable Shift-Based EV Rentals

Traditional rental models impose unnecessary cost
Renting EVs for manageable 6-8 hour shifts - 24/7



20%
↓
Rental Cost



100%
↑
Productivity



60%
↑
Profits



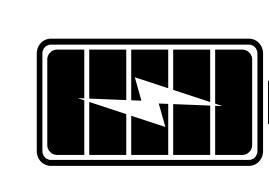
Extra
Flexibility

3 Owned EV Fleet with IoT & Superior Support

Proprietary Fleet to ensures consistent performance integrated with superior support



Track Vehicle
Health & Usage



Fleet & Battery
Management



Roadside
Assistance



Alerts to Avoid
Disruption

IOT Integration

Superior Support

2 Swappable EV Battery Ecosystem

Partnering with established infrastructure providers to integrate access to hundreds of battery-swapping stations across cities.



25%
↓
Downtime



Extended
Operation



More
Profits/Day



Enhanced
Convenience

WHY NOW?



Rapid Growth of Quick Commerce and Workforce Demand

Exponential growth with key players like **Flipkart**, **Tata**, **PhonePe**, and **Paytm** entering the space

Zepto, **Blinkit**, and **Swiggy Instamart** rapidly scaling operations to compete.

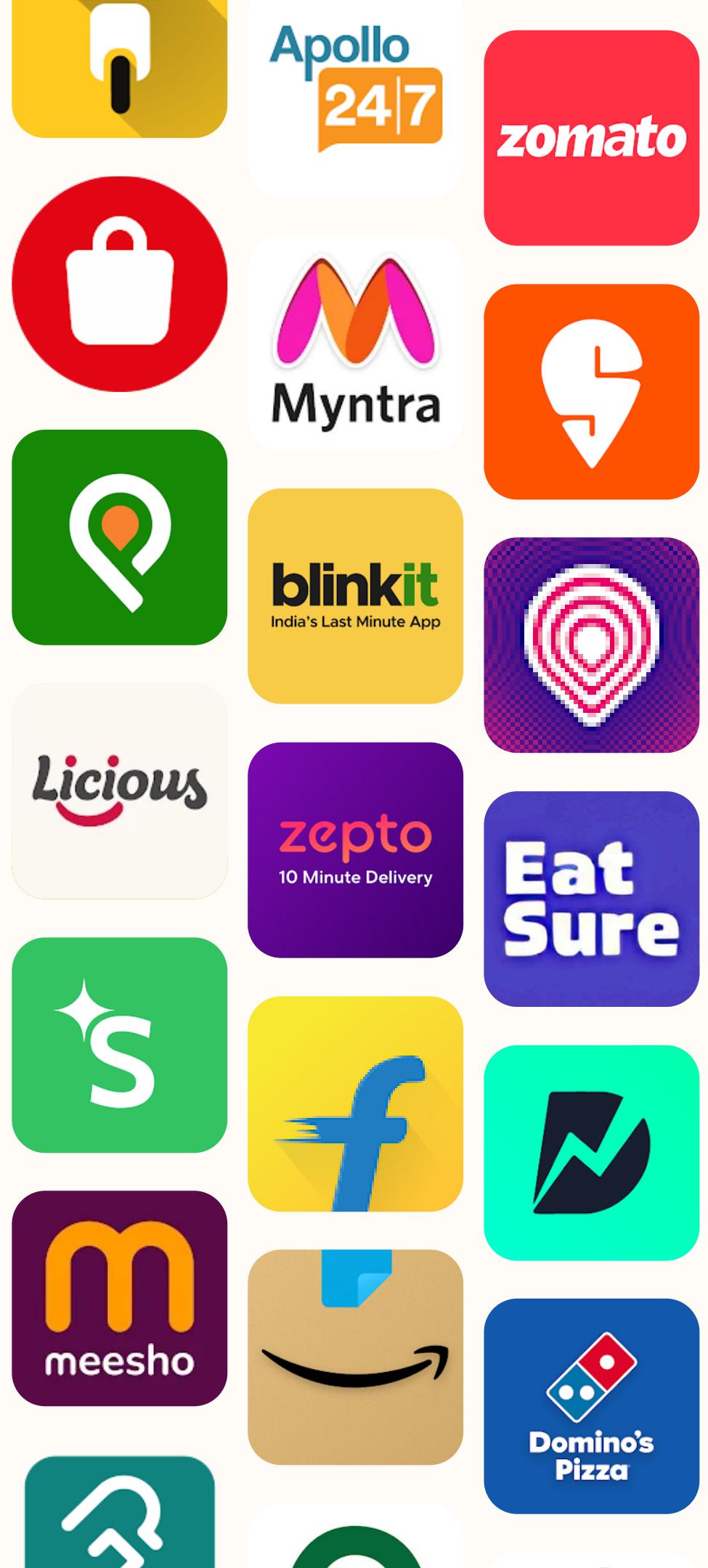
Expanding beyond groceries, with sectors like fashion (**Myntra**, **Nykaa**) now offering quick delivery options



Corporate & GOV Net-Zero Goals Driving EV Adoption

Major players like **Zomato**, **Swiggy**, and **Zepto** are actively seeking EV partners to align with their net-zero emission goals, targeting **100% EV adoption by 2030 (Zomato)** and **80% EV fleet integration by 2028 (Swiggy)**. This shift creates a **multi-billion dollar opportunity** for EV rental providers.

GOI is actively supporting carbon neutrality in the delivery sector through FAME-II subsidies, tax incentives, and low-interest financing schemes



PRODUCT

High-Speed EV Two-Wheeler: Tailored specifically for quick commerce and delivery operations, balancing performance, durability, and efficiency.

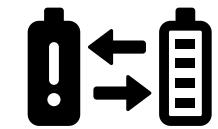
High Speed 2Wheeler Scooter



60 kmph



80Km / Swap



BatterySwap
Infrastructure



Style

Elegant sports design



TCO

Durability with reliable power train,
running cost ₹0.12/km



Performance

Less Wh/Km with smooth drivetrain,
pickup 0-30 km/h, gradability



Comfort & convenience

CBS tuned brakes, Tuned Suspension,
12" wheel, drivability, ground clearance,
2kW swap battery



Connected with user
experience IoT

Smart mobile App with IoT on battery



Durability

High strength chassis (70k km tested),
Motor tested for 40K km



Subscription +
Swapping Model

Reducing upfront CAPEX



Vehicle leasing model

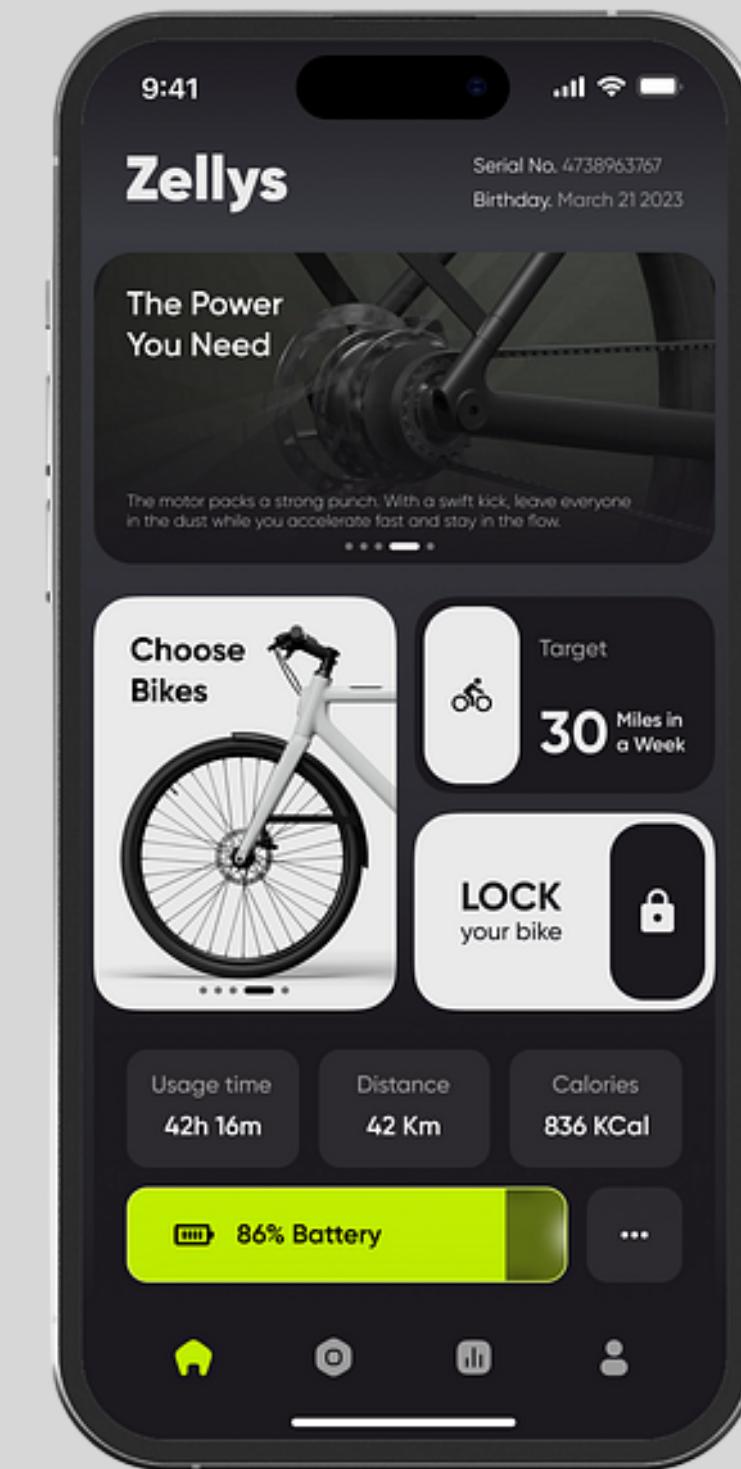
Lower EMI & Pay-Per-Use Model



Guaranteed
performance

Maximised uptime & mileage

IOT Enabled Application



COMPETITORS

The EV rental ecosystem in India features key players with varying strengths and limitations.

Below is a comparison of prominent competitors with Ridezzy:

Features					
High-speed EV (60 km/h)	✓	✓	✗	✗	✓
Battery Swap (80 km)	✓	✓	✗	✗	✓
Real-time Tracking	✓	✓	✓	✓	✓
Flexible Rental Plans	✓	✗	✗	✗	✗
Advertisement Integration	✓	✓	✗	✗	✗
Support Services	✓	✗	✓	✓	✓
Low Maintenance Costs	✓	✓	✓	✓	✓

KEY DIFFERENTIATORS

Shift Based Rentals

Ridezzy is the only player offering a fleet for only the time required by delivery partners to deliver. -Shift Based Rentals which also increase affordability for gig workers

Exclusive Partnership

We have exclusive partnerships with upcoming quick commerce apps like Zing and Swish, positioning us as a preferred fleet partner.

Roadside Assistance

Ridezzy is the only player offering roadside assistance with custom-modified e-rickshaws equipped with tools and tow services for quick on-ground support.

MARKET SIZE

- The Indian EV two-wheeler market is projected to grow at a **CAGR of 34%** over the next five years, driven by government incentives, rising fuel prices, and increasing adoption in commercial logistics and last-mile delivery services.
- The EV Logistic, valued at **USD 15 billion in CY23**, is projected to grow exponentially to **USD 49 billion by CY30** with a **CAGR of ~11%**.
- With over **70% of urban consumer purchases** being unplanned and requiring immediate fulfillment, delivery efficiency has become paramount, driving the demand for two-wheelers.
- An estimated **60% of quick commerce deliveries** are completed using two-wheelers, emphasizing the critical role of EVs in the ecosystem.
- Government policies, including **FAME-II subsidies, tax incentives, and low-interest financing schemes**, are accelerating EV adoption, making this an opportune moment to invest in the EV rental market.

\$ 15 Billion

Total Addressable Market

\$ 13 Billion

Servicable Available Market

\$ 5 Billion

**Servicable Obtainable Market
in Next 5 Years**

TAM

SAM

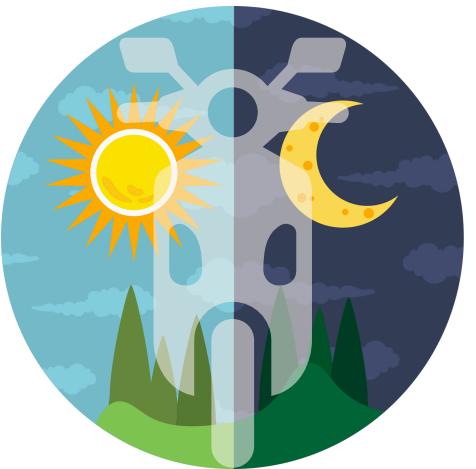
SOM

BUSINESS MODEL

Shift Based Rentals

Entire fleet will operate at 2 shifts per day (9am – 5pm 7pm – 3pm). The 2 hour slots will operate as maintenance hours. A 1 month rental plan will allow a user access to a vehicle from the hub for 1 shift. At completion vehicle will return to hub.

Cost of Morning Shift Monthly Plan – 4500
 Cost of Night Shift Monthly Plan – 4700



E-commerce & e-Grocery Pay-per-Delivery/Ride	Large Retail Formats Minimum Guarantee Model	Hyperlocal offline retail Premium pricing for on-demand
15 shipments X Rs.45/delivery = Rs.675 in 8 hours OR 50 shipments X Rs.19/delivery = Rs.950 in 8 hours	Rs.750/day Minimum Guarantee for 15 Deliveries OR Rs.20000/month for 28 days delivery, 9 hour daily	Rs.45/order for 4 km, Rs.9/km post that OR for 3km, Rs.11/km post that
 Milk Groceries Newspaper UBER rapido	 Milk basket	 UBER rapido

Vehicle Advertising



Vehicle Advertisement Plans offers multiple branding options. Our advertisement service will offer engagement at half the cost charged by meta platforms while giving brands a very niche audience of quick commerce users who can be targeted directly.

Ridezzy estimated 4.5 Million views per 100 ev fleet, for similar views Meta will charge 9 Lakhs.



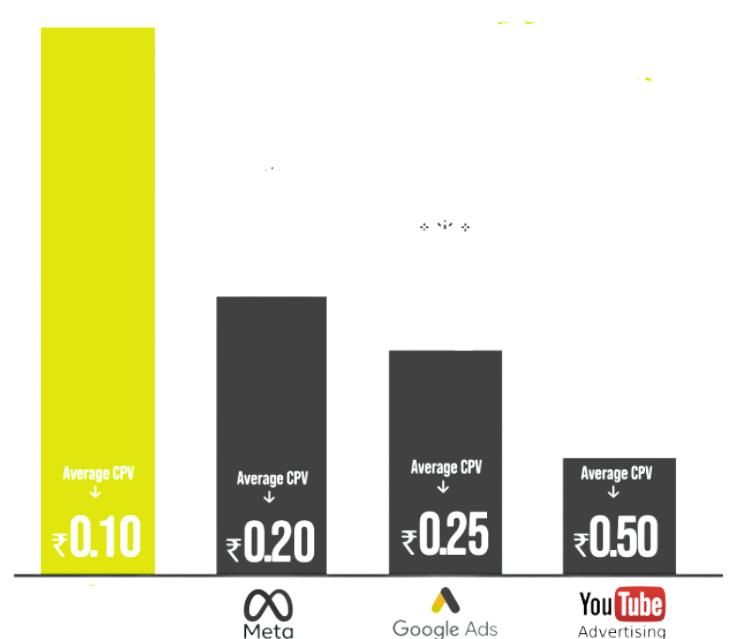
T-Shirt Ad



Helmet Ad



Scooty Ad



JOURNEY

STORY AND MILESTONES



Initial Traction

We began by partnering with petrol bike rental vendors in Delhi, onboarding 4–5 delivery partners. Identifying a rising demand for cost-effective and eco-friendly EVs, we pivoted our focus to electric vehicles.



Building the EV Supply Chain

To meet EV demand, we engaged 15–20 Indian manufacturers like Voltium and Gkon, and explored bulk exports with Chinese manufacturers. After negotiations with rental companies such as Eveez and Zevo India, we partnered with Lectrix for branded EV scooters on rent at competitive rates.



Strategic Partnerships with Delivery Ecosystem

We engaged CXOs from Quick Commerce and delivery companies for commission-based partnerships and onboarded 9–10 fleet managers overseeing 600–1000 riders each. They committed to transitioning to Ridezzy's EVs for cost efficiency, comfort, and reliability.



Scaling with Market Demand

With a reliable EV supply chain and key partnerships, we're positioned for rapid growth. Fleet managers, cluster managers, and CXOs have aligned with Ridezzy on a commission basis. With funding, we plan to scale operations and become the leading EV rental solution for delivery partners.



TEAM

MEET THE TEAM



AMAR KUMAR

FOUNDER & CEO

NSUT, IIT ROORKEE

Prev- Founder,
HealthKo

SANIDHYA GARG

CO-FOUNDER & COO

IIT DELHI

Prev-Founder,
Unipace

SATYA VYAS

ADVISOR & MENTOR

Founder & CEO,
Project Hero

AMIT KUMAR

ADVISOR & MENTOR

Co-Founder & CEO,
Shoopy

