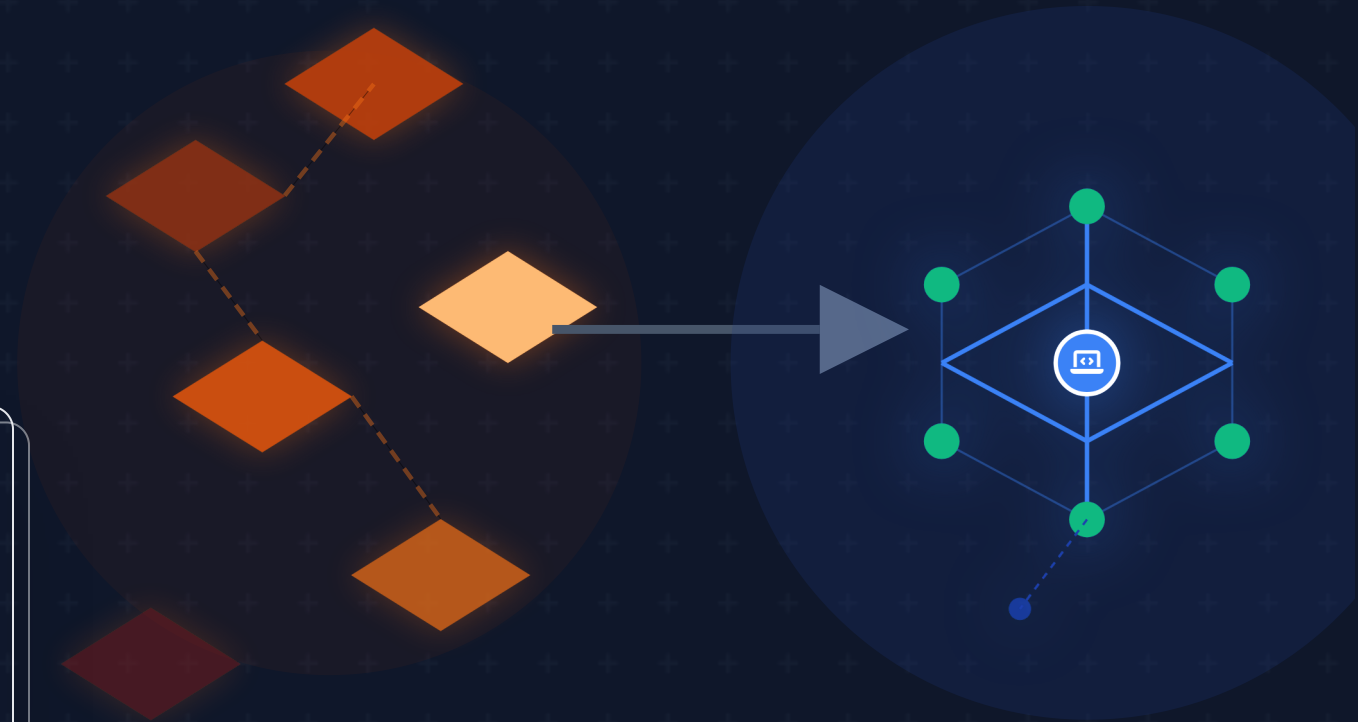




## Vyomchara

# An Integrated **AI Platform** to Modernize India's **Mining** **Sector**

“India's mining sector is the bedrock of our economy, but it's built on a fractured digital foundation. We are **Vyomchara**, and we are building the **unified intelligence layer** for the mine of the future.”



**FRACTURED**

**UNIFIED INTELLIGENCE**



IIT KANPUR

### FOUNDING TEAM



Harsh Raj  
Founder, MD



Somu Prajapati  
Co-Founder, CTO



Sahil Dhull  
Head of AI

PRESENTED ON

January 22, 2026



# A Trillion-Dollar Industry Running on Disconnected, Obsolete Technology

The core issue is a lack of integrated, end-to-end platforms, creating massive inefficiencies across the mining value chain.



## Data Silos

Geologists, engineers, and operators don't share a single source of truth, leading to misinformed decisions.



## High Costs

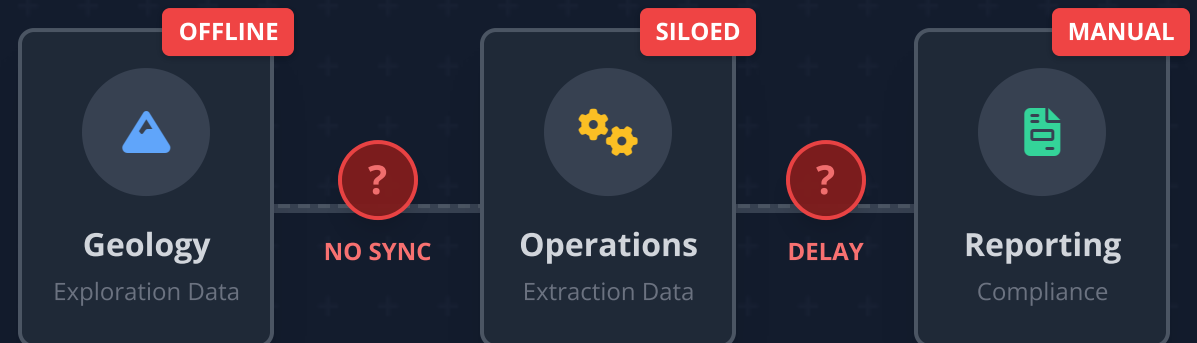
Expensive foreign technology is unfeasible for most Indian firms, leaving mid-tier miners behind.




## Safety & Compliance

Manual processes lead to critical safety risks and reporting failures, risking shutdowns.

### CURRENT STATE: FRACTURED WORKFLOW



 **Result: 40% Operational Inefficiency & Increased Risk**



# The Vynomchara Platform: Mining 4.0

An integrated hardware-software stack to Acquire, Analyze, and Act





# Tapping into India's Massive Mining Potential

TOTAL AVAILABLE MARKET (TAM)  
Source: Industry Reports 2025

\$285 B

India Metals & Mining Industry 2024

KEY OPPORTUNITY

"No dominant Indian leader in integrated mining technology."

Incumbents like Hexagon and Reactore are too expensive and monolithic for the average Indian firm.

TARGET STRATEGY



Phase 1

Private Contractors  
Initial Entry

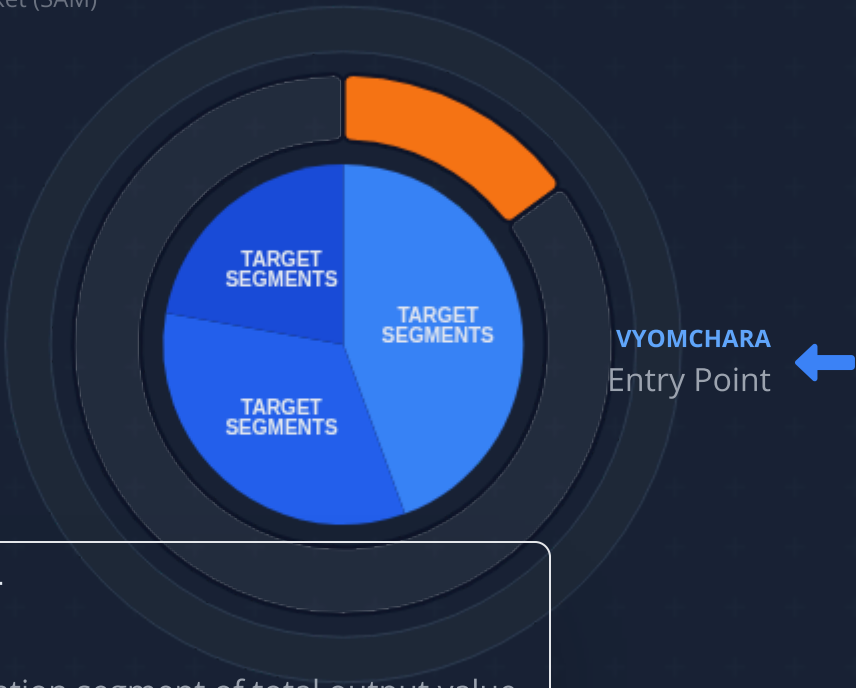


Phase 2

B2G Tenders  
Scale (Coal India,  
OMC)

Market Segmentation

Serviceable Addressable Market (SAM)



SERVICEABLE MARKET

\$42.75 B

15% tech-modernization segment of total output value

TAM  
\$285B



2.5%



#2

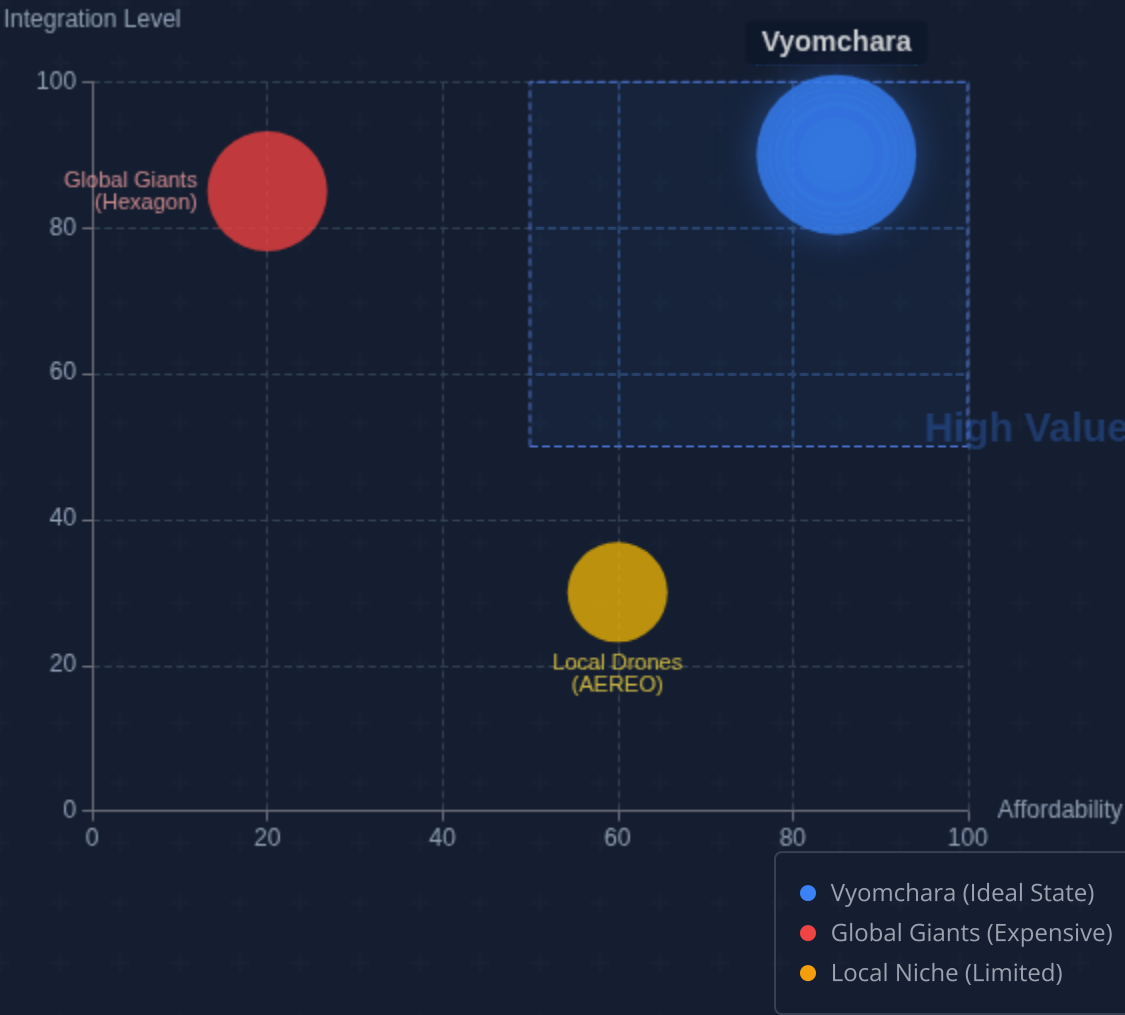


11.7%



# Our Unfair Advantage: Integration & Affordability

## Competitive Landscape



## Why We Win



### System Integration

Seamless hardware-software stack. Hard to replicate end-to-end flow.



### Proprietary AI

SAM+CNN models trained specifically on **Indian geological data**.



### Cost Advantage

"Voxel" sensor + affordable drones = **1/5th the cost** of incumbents.

## THE COMPETITION

### Hexagon / Reactore

Powerful but monolithic & expensive. Not tailored for India.

### AEREO

Good drone services, but lacks full-stack AI & analytics platform.



# A Dual-Pronged Strategy for Market Capture

## Revenue Model



### B2B: Private Sector

MID-TIER MINING CONTRACTORS

- ✓ **Project Consultancy:** Initial digitization & hardware setup fees.
- ✓ **Recurring Licensing:** SaaS fees for Platform & AI Analytics access.



### B2G: Government

PSUS (COAL INDIA, OMC)

- ✓ **Large Scale Tenders:** Multi-year contracts for mine modernization.
- ✓ **Enterprise Volume:** High-volume data processing & compliance reporting.

## Go-to-Market Strategy

1

### Pilot Projects


Validate ROI & Tech

 2-3 Paid Pilots

2

### Partnerships

Expand Reach & Capabilities

 Drone & HW Vendors

3

### Scale

Market Dominance

 B2G Contracts



# The Right Team to **Execute** this Vision

## Current Traction

### Prototype Dev

"Voxel" sensor prototype in advanced development.

### Expert Validation

Active discussions with professors & ministry experts.

### Client Interest

Initial pilot conversations for Q2 deployment.



INCUBATED AT  
**TEXMIN IIT DHANBAD**

## Leadership Team

All Founders from IIT Kanpur



IITK

**Harsh Raj**  
**FOUNDER, MD**

*Business Operations & Strategy*

Business research & expansion strategy

Marketing & signal leads management

Overall business operations



IITK

**Somu Prajapati**  
**CO-FOUNDER, CTO**

*Tech Business & Operations*

Tech solution pitching & client meetings

Manages all Tech, AI & IoT stack

Technical operations oversight



IITK

**Sahil Dhull**  
**HEAD OF AI DIVISION**

*Artificial Intelligence Lead*

Deep Learning model architecture

Computer Vision implementation

AI model optimization & deployment



# Funding & Milestones: Momentum & Scale



TRACTION SECURED

₹2.4 Cr Raised

DE-RISKED INVESTMENT

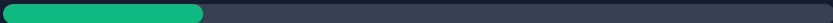
WORK ORDERS FROM:

OMC  
Orissa Mining Corp

Coal India  
Maharatna PSU

CURRENT ROUND ASK

₹10 Cr



₹2.4 CR COMMITTED

₹7.6 CR SEEKING

Allocation Strategy



- R&D / Product 40%
- Pilot Expansion 30%
- Operations 20%
- BD & Mktg 10%

## Execution Roadmap

FY 2025-26



Q1-Q2 2025

ACHIEVED

### Foundation & Traction

Secured ₹2.4 Cr seed funding. Onboarded OMC & Coal India. Prototype validation completed.



Q3 2025 (Current)

IN PROGRESS

### Deployment & Validation

Deploying pilot projects at OMC sites. Rolling out Fleet Management System for Coal India.



Q4 2025

PLANNED

### Scale & Enterprise Entry

Scale to 5+ enterprise clients. Demonstrate >15% efficiency gain. First major B2G tender bid.



Q1 2026

PLANNED

### Expansion & Series A Prep

Expand into Metallic Minerals segment. Reach ₹5 Cr ARR run rate.



Lean Canvas: Vyomchara

