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- **FUDX** was born out of the need to cater the difficulty for restaurants to maintain a fleet of delivery executives and facilitate the in house dinning process.
- Given the unending need for food and the rapid adoption of smart devices, it would be a great idea to start a new food delivery application as a service that not only caters to home delivery but also takes care of in room dining, upgrading the experience for hotels and resorts.
- Tapping this pocket, we aim to connect the customers with the restaurants and enhance the customer experience of food ordering and stay.

Overview- Food Delivery Industry

- Food delivery apps or food-tech is no longer a cliché and is one of the most used services in the world today.
- With the advent of technology especially mobile apps, these food delivery apps have tapped on “convenience” factor and are one of the fastest growing sectors in food-tech business
- As per statistical data in India alone, Zomato has recently crossed the three million deliveries a month mark.
- This is in just two years since launching the meal delivery service.
- It has covered more than 500+ cities in India and growing by the hour.

- The e-commerce has transformed the way business is done in India. The Indian e-commerce market is expected to grow to US\$ 200 billion by 2026
- Food Delivery Mobile Application Market is expected to reach \$16,605 million by 2023

- Every area within the radius of **500 hospitality partners** will have **‘One Channel Partner’**
- It is the Channel Partner’s responsibility to tie up with the Hospitality Partners i.e Hotels, Restaurants, Cafes, Grocery stores etc.
- The **‘only responsibility’** of the Channel Partner is to get Hospitality Partners on board.

- The initial stage i.e. the tie up with the hospitality partners need a little hard work. The later stages may not need much hard work.
- One time Non Refundable Investment of INR 5,00,000/-
- Till the time the Channel Partner makes INR 6,00,000/-, the company will share 50% of what the company will make from the 'Hospitality Partner brought in by the Channel Partner.
- Once the partner has received INR 6,00,000/- he will fall into the ratio as mentioned in the Annex 1 (in the next slide) i.e. the tie up % channel partners share.
- The Channel Partner will have to share the list of their prospective Hospitality Partners before signing of the agreement.
- The expected return is within 30-60 days of the initial stage.

Earning

Hotels	Number Of Orders	Average Bill Per Delivery	Total Bill	Commision	Channel Partners Earning
500	1	500	250000	45000	2500
500	2	500	500000	90000	5000
500	3	500	750000	135000	7500
500	4	500	1000000	180000	10000
500	5	500	1250000	225000	12500
500	6	500	1500000	270000	15000
500	7	500	1750000	315000	17500
500	8	500	2000000	360000	20000
500	9	500	2250000	405000	22500
500	10	500	2500000	450000	25000
500	11	500	2750000	495000	27500
500	12	500	3000000	540000	30000
500	13	500	3250000	585000	32500
500	14	500	3500000	630000	35000
500	15	500	3750000	675000	37500

Total Number Of Delivery Per Day In COVID Situation Expected From One Channel Partner	7500
Total Deliveries a month expected from One Channel Partner	225000
As per Google before COVID Situation we had 30 deliveries average in gujarat	30.6

Tie ups	Percentage share %
10	0.45%
11	0.50%
12	0.55%
13	0.60%
14	0.65%
15	0.70%
16	0.80%
17	0.90%
18	1.00%
19	1.15%
20	1.3%
21	1.45%
22	1.6%
23	1.75%
24	1.90%

- The payment gateway will be sent in such a manner that the payment will directly be credited to the respective accounts (Channel Partners, Hospitality partners and company)
- Maintaining relationship will be companies responsibilities, however in case if extreme scenario the partners will be engaged for solution.
- The agreement will be till the hotel are affiliated with the company i.e. the partnership will be perpetual and not for a limited period.
- Specific day of the week, all partners will receive their receptive ledger and they can tally in case of discrepancy, they can just mail or call us back and within 48 hours the issue will be resolved.
- Partners will have their respective login to keep checking their performance, cash flow and order details without customer information.

- With the right alliance and affiliation we predict to grow as quickly.
- With the right alliances there are chances of repaying profits much faster than the other forms of rate.
- Here is the opportunity to recover the investment **within 30-60 days of the initial stage.**
- On that final note, that concludes my presentation

THANK YOU