



**ABC PVT.  
LTD.**

The easiest way to deliver



**INVESTOR**   
**PRESENTATION**



# THE PROBLEM

## HIGH PRICE



Is an important concern for restaurateurs & customers.

## LATE DELIVERIES



Is ruining user's experience who order through online delivery channels

## SCALABILITY



Is a challenge due to limited delivery services.

## UNDER PAID



delivery agents.

# THE SOLUTION

A web platform where businesses/individuals can request delivery agent, thereby giving an opportunity to businesses/individuals to

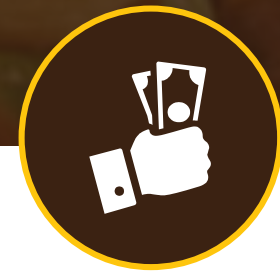
& an opportunity for delivery agents to:



**SAVE MONEY & TIME**  
While shipping/sending



**INCENTIVIZE OPERATIONS**  
While working

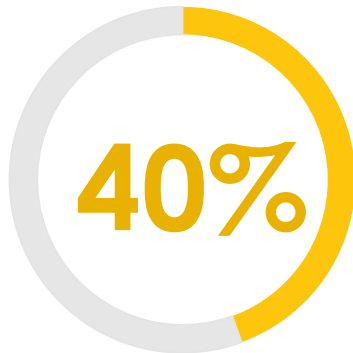


**MAKE GOOD MONEY**  
While delivering

# MARKET VALIDATION



Total no. of registered users on Talabat, Foodonclick, Hunger station, etc.

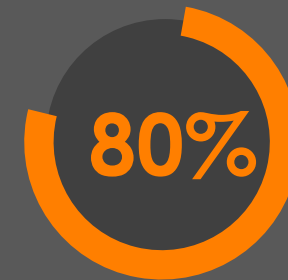


Customers willing to pay more for express delivery

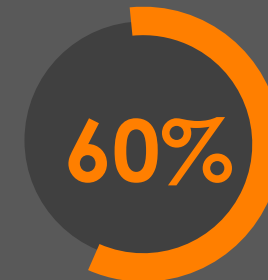
**ABC PVT.  
LTD.**

**+4500**

No. of restaurants registered on Talabat, Foodonclick, Hunger station, etc.



Registered restaurateurs on Hunger Station who are willing to have third party delivery



xDelivery\* orders comes from restaurants which has in-house delivery

\*Sister company of Hunger Station



# MARKET SIZE

ABC PVT.  
LTD.

## ANNUALLY..

**1.8**  
Billion+

Meals ordered in Gulf  
Cooperation  
Council(GCC)

Total available market

**350**  
Million+

Meals ordered online in  
GCC

Serviceable available  
market

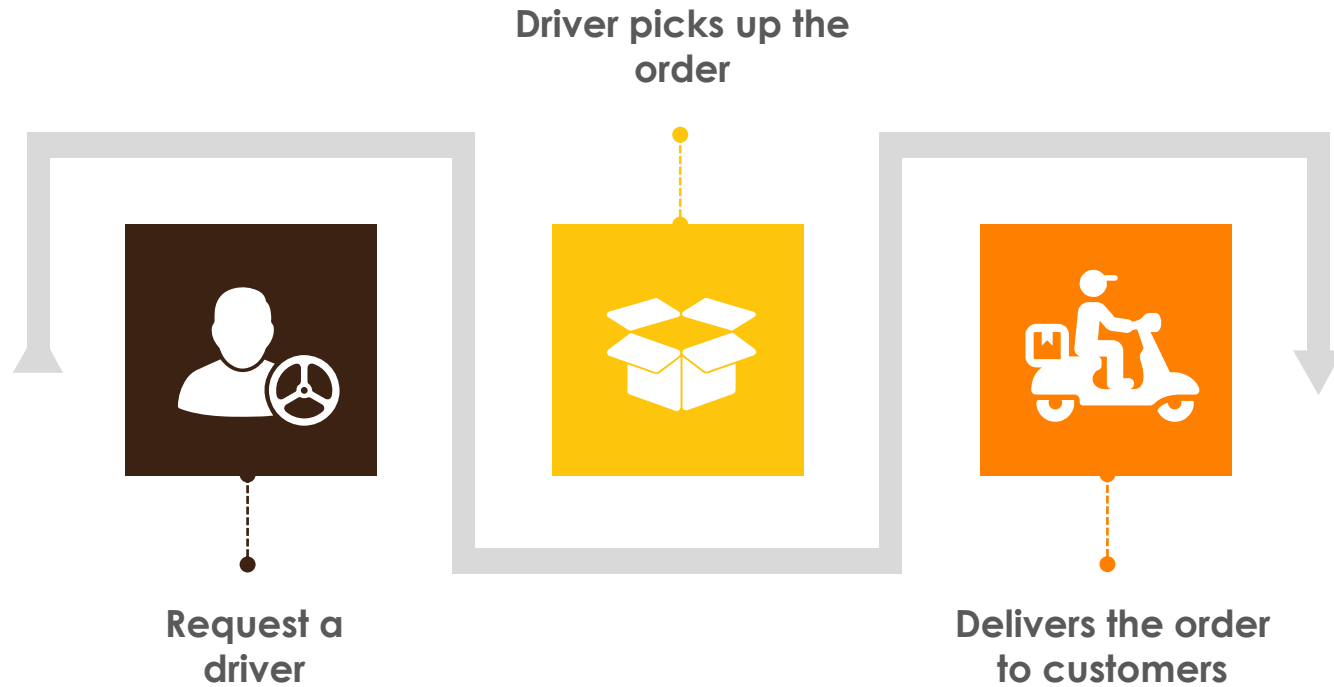
**175**  
Million

Meals ordered with ABC  
Pvt. Ltd.

Share of market  
50% of available market

# PRODUCT

ABC PVT.  
LTD.



# BUSINESS MODEL

ABC PVT.  
LTD.

Our business model is two fold

1

WE TAKE **20% COMMISSION** ON  
EACH DELIVERY BY DRIVERS

**175**  
Million+

Meals ordered with ABC Pvt.  
Ltd.

Share of market  
50% of available market

**SAR  
1.6**

SAR 8/delivery  
Avg. delivery fees

**SAR  
280**  
Million

REVENUE  
from delivery

2

WE TAKE **15K ANNUAL SUBSCRIPTION**  
FEES FROM RESTAURANTS

**1500\***

Registered restaurants  
on ABC Pvt. Ltd.

**SAR  
15000**

Avg. annual  
subscription fees

**SAR  
22.5  
Million**

Annual Revenue  
from subscription

\* Estimated fig. as per Talabat currently having 1700 restaurants



# STRATEGY

Partner with restaurants who offer online delivery service and looking for express service.

## Potential Partners

**HUNGER  
STATION**

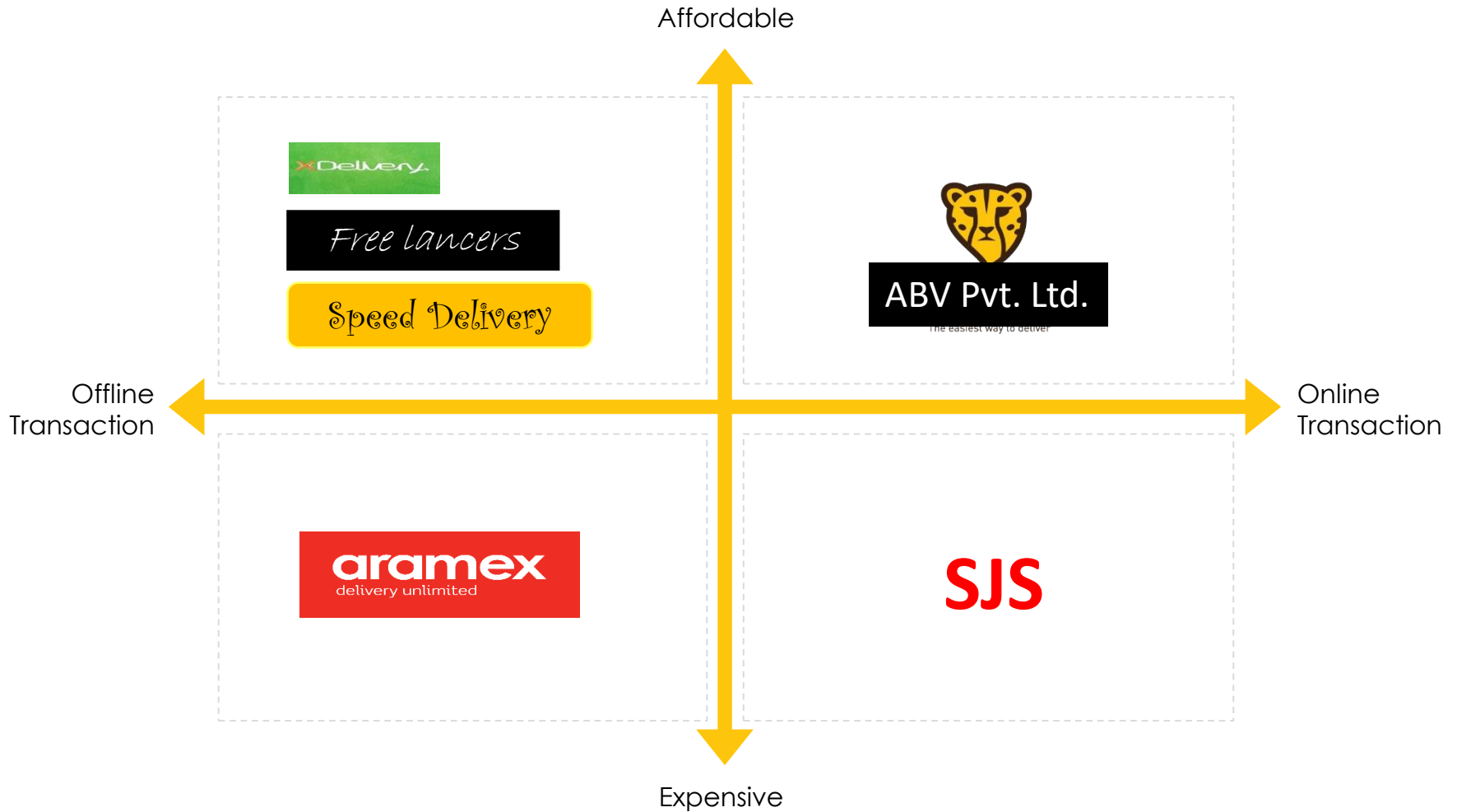


*Talabat.com*



# COMPETITION

ABC PVT.  
LTD.



# COMPETITIVE ADVANTAGES

**ABC PVT.  
LTD.**

## **API INTEGRATION**

API interface for restaurateurs to receive payments

## **1<sup>st</sup> TO MARKET**

Agreement with Hunger Station to add express delivery option

## **EASE OF USE**

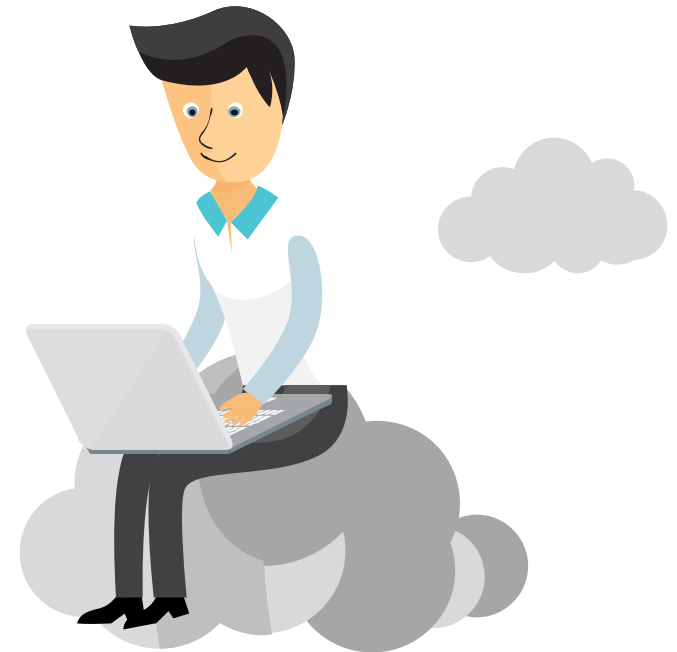
Request delivery agents from anywhere in just a click

## **COST EFFECTIVE**

Lower cost for businesses/individuals

## **REMUNERATIVE**

Higher income for drivers



# TEAM OVERVIEW



ABC

- XXX



ABC

- XX



ABC

- XX



# FINANCIALS

ABC PVT.  
LTD.

**XX**  
Million

FUNDS REQUIRED

**XX**  
Million

USE OF FUNDS

PROJECTED  
REVENUES



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## **Bizcon Services LLP**

D-II, LGF, Maharani Bagh, NFC,

New Delhi- 110065

Email: [Info@bizcon.in](mailto:Info@bizcon.in)

Contact: +91 11 6571 7600