SPYDER NETWORK

A Brand of Spyder Green India Pvt. Ltd.

Connecting truck capacity with shipment demand.

Strategic Growth Fundraising

FUNDRAISING TARGET ₹5–10 CRORE

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INVESTMENT SNAPSHOT

A revenue-generating business ready to scale

₹14.20 Cr
Reported annual revenue

₹1 Cr
Current monthly revenue

50
Active customers

20
Connected trucks

Current operating model

Commission-based logistics marketplace
Manual coordination through WhatsApp

Next stage

Digitize booking, matching, tracking and partner operations
Expand network density corridor by corridor

Figures supplied by management. Annual and current monthly figures refer to different reporting periods.

Road freight still has a capacity-matching problem

Unused capacity

Partially filled trucks and return journeys can leave capacity unmonetized.

Fragmented discovery

Shippers and transporters often rely on fragmented networks and manual coordination.

Cost pressure

Smaller shipments may struggle to access flexible, cost-efficient transport options.

Limited visibility

Manual updates can make booking status, shipment progress and accountability harder to manage.

The opportunity is to make available truck capacity easier to discover, book and utilize.

A marketplace for shared truck space

01

List capacity

Transporters share route, timing and available space.

→

02

Match demand

Shipment requirements are matched with available capacity.

→

03

Book & confirm

Shippers confirm bookings through a transparent workflow.

→

04

Track & settle

Operations track shipment progress and manage commission settlement.

Initial focus: partial-load / shared-capacity opportunities, with full-truckload transactions where commercially relevant.

Existing traction provides a base for expansion

₹14.20 Cr

Reported annual revenue

₹1 Cr

Current monthly revenue

50 active customers

Existing customer relationships

20 connected trucks

Current connected transport capacity

Commercial foundation

Commission-based logistics marketplace with manual / WhatsApp-led operations

Annual revenue and current monthly revenue are management-reported figures; they are not directly comparable periods.

Commission-based marketplace economics

Shipment transaction

Shipper books freight capacity through Spyder Network.

Transport fulfillment

Transport partner executes the shipment and receives agreed freight payment.

Marketplace commission

Spyder Network earns a commission on completed transactions.

Potential future revenue extensions

- Enterprise logistics contracts and repeat shipper programs
- Premium visibility / workflow services for transport partners
- Value-added services around tracking, payments and reporting

Digitize the operating model to unlock scale

NOW

Manual / WhatsApp

Customer coordination
Shipment allocation
Operational follow-ups

→

NEXT

Core marketplace MVP

Digital booking
Capacity listing
Shipment status dashboard

→

SCALE

Automation & analytics

Matching workflows
Partner / customer portals
Payments, reporting and insights

Build in phases; release capital against working product milestones and measurable adoption.

Build density on priority freight corridors

1. Anchor demand

Acquire repeat shippers and identify lanes with recurring shipment demand.

2. Secure supply

Onboard verified transporters and fleet owners against those lanes.

3. Increase liquidity

Improve match rates, repeat bookings and backhaul opportunities.

Operating principle

Prioritize route density and service reliability before broad geographic expansion. Measure every corridor by booking conversion, fulfillment, repeat rate and contribution margin.

POSITIONING

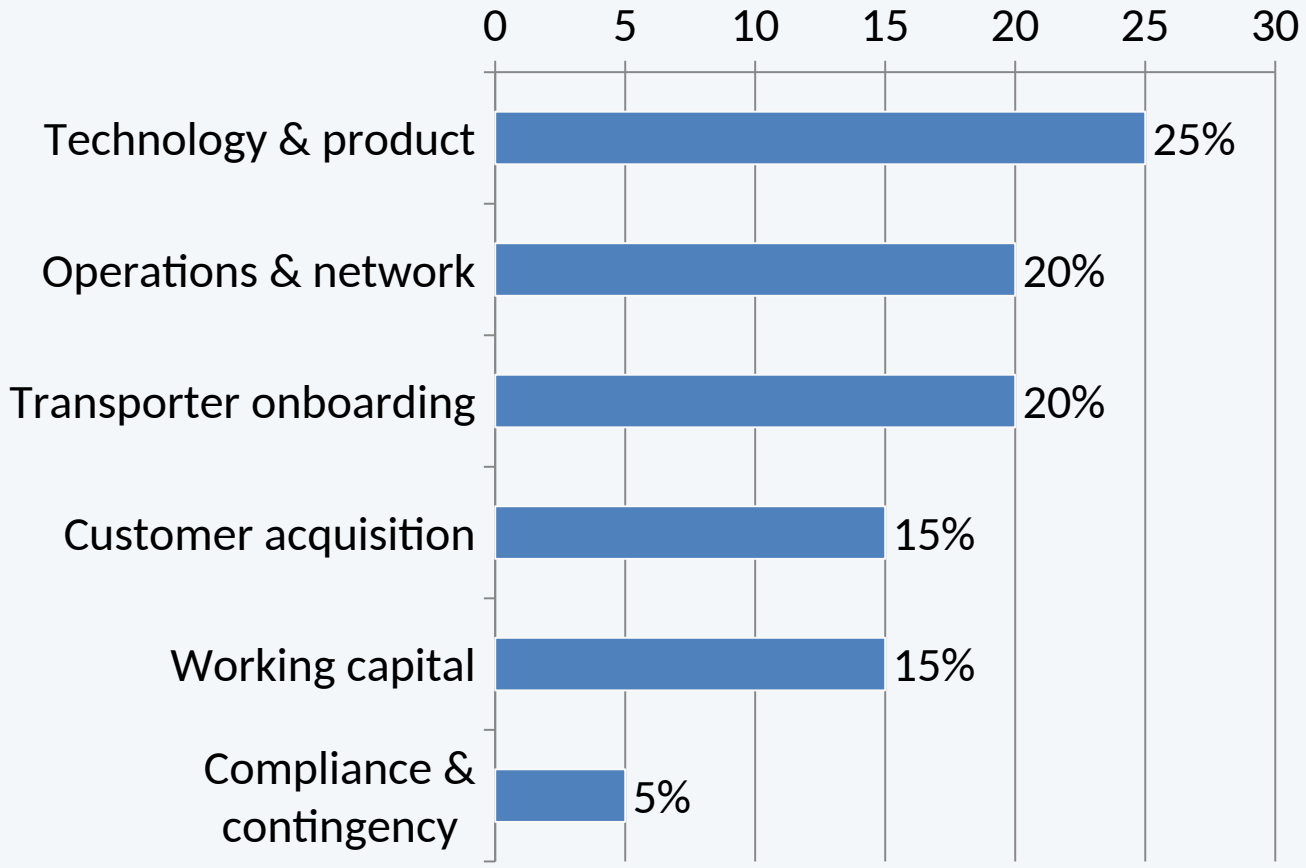
Compete through execution, not claims

The logistics marketplace landscape includes established truck-booking, freight and supply-chain platforms.

Dimension	Spyder Network focus
Core proposition	Shared truck-space / capacity matching
Commercial model	Commission-based marketplace
Current stage	Revenue-generating; manual / WhatsApp operations
Initial advantage to prove	Customer relationships and operating execution
Long-term moat to build	Route density, repeat usage, supply liquidity and data

Competitive claims and market comparisons should be supported by current, verifiable data before investor circulation.

Deploy capital against measurable milestones



FUNDRAISING TARGET

₹5–10 Cr

Illustrative allocation

Final deployment to be tied to product milestones, corridor expansion, operating metrics and working-capital needs.

KEY PERFORMANCE INDICATORS

Investors will measure marketplace health

Demand

Active shippers
Repeat shipper rate
Bookings per customer

Supply

Active trucks
Available capacity
On-time fulfillment

Marketplace

Match rate
Booking conversion
Load factor / utilization

Economics

GMV
Net commission revenue
Contribution margin / shipment

Current reported base: 50 active customers and 20 connected trucks. Additional KPI baselines should be measured before the raise.

PROPOSED 12–18 MONTH PLAN

A milestone-led path to scale

1	Phase 1	**Product foundation**	Map workflows, build MVP, establish data and compliance foundations.
2	Phase 2	**Pilot corridors**	Launch digital bookings on selected high-density routes; measure conversion and fulfillment.
3	Phase 3	**Network expansion**	Scale transporter and shipper onboarding where unit economics are proven.
4	Phase 4	**Optimization**	Automate matching, payments, tracking and analytics; improve contribution margin.

THE INVESTMENT OPPORTUNITY

Help build a more connected freight ecosystem.

Spyder Network is seeking ₹5–10 crore to digitize operations, deepen its logistics network and scale its commission-based marketplace.

FUNDRAISING TARGET

₹5–10 Cr

Strategic equity / growth capital discussion

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Important notes for investor circulation

- Financial figures shown are based on management-provided information: ₹14.20 crore reported annual revenue and ₹1 crore current monthly revenue.
- Before external circulation, confirm the exact financial period, accounting treatment, and whether reported revenue is net commission income or gross freight transaction value (GMV).
- Customer and connected-truck counts should be defined using clear activity criteria and supported by transaction records.
- Technology capabilities described as planned are roadmap items, not represented as currently live features.
- Market size, competitor comparisons, valuation, profitability and growth forecasts are intentionally not invented; add only verified figures.

Build a digital freight-capacity network, not just a truck-booking ~~app~~

FTL | Full Truck Load

Book an entire vehicle for a shipment. Serve larger shippers and conventional freight demand.

PTL | Part Truck Load

Combine compatible shipments from multiple customers in one vehicle.

Shared Truck Space

Sell verified unused capacity on an already planned or in-transit route. This is the core differentiator.

Three matching opportunities

Forward-load matching

Find an outbound shipment for available truck capacity.

Return-load matching

Reduce empty return journeys by matching backhaul demand.

In-transit space matching

Offer residual space on a route already being travelled.

One connected platform for every logistics participant

Shipper App

Manufacturers & traders
- Post shipment / load
- Compare FTL, PTL & shared options
- Book, pay, track and upload POD

Transporter App

Transporters & fleet owners
- List vehicles and routes
- Declare available weight / volume
- Accept loads and manage earnings

Driver App

Truck drivers
- Trip details and navigation
- Pickup / delivery updates
- Upload documents and delivery proof

Enterprise Portal

Large shippers
- Bulk bookings and repeat lanes
- Multi-user access and approvals
- Reports and API integration

Admin & Operations

Spyder operations team
- Booking and capacity control
- KYC, disputes and claims
- Finance, settlement and analytics

Delivery approach: responsive web + Android/iOS apps; release modules in phases rather than building every advanced feature on day one.

Shared Truck Space Engine – the core technology asset

1. Capture truck capacity

Vehicle type, payload, floor dimensions, available length / width / height, CBM and current load.

2. Capture shipment need

Origin, destination, cargo type, weight, dimensions, pickup window and delivery deadline.

3. Check compatibility

Route overlap, remaining capacity, cargo restrictions, multi-stop sequence and transporter approval.

4. Calculate economics

Freight quote, handling / stop costs, transporter payout, commission and contribution margin.

5. Confirm & execute

Booking confirmation, digital trip record, GPS events, e-way bill reference and POD.

6. Learn & improve

Use completed-trip data to improve match quality, lane pricing and estimated arrival times.

Safety rule: do not accept a load based only on a stated “30% free space”. Validate weight, volume, geometry, route, unloading order and cargo compatibility.

Operational controls make the marketplace trustworthy

Demand

Load posted by shipper

Match

System proposes compatible truck / space

Verify

Transporter KYC and truck document checks

Book

Rate, stops, timing and responsibilities confirmed

Move

GPS / milestone updates and support

Close

Digital POD, claims workflow and settlement

Transporter / vehicle verification

GSTIN, PAN, bank account, vehicle RC, insurance, fitness, permit, PUC and driver licence as applicable.

Cargo and delivery safeguards

Cargo compatibility, loading / unloading sequence, time windows, digital POD, claims and liability allocation.

Legal model decision required: clarify when Spyder acts as marketplace agent versus contractual transporter / principal; obtain CA and logistics legal advice on GST, e-way bills, consignment notes and insurance.

REVENUE MODEL EXPANSION

Build diversified revenue around each completed freight movement

FTL commission

3–5% | Illustrative pricing hypothesis

PTL commission

8–12% | Illustrative pricing hypothesis

Shared-space commission

10–15% | Illustrative pricing hypothesis

Transporter subscription

₹999–₹4,999 / month | Premium tools / visibility

Enterprise SaaS

₹10,000–₹50,000 / month | Workflow, reports and controls

GPS / telematics

₹300–₹1,000 / vehicle / month | Subject to partner costs

API integration

Contract-based | Enterprise system connectivity

Premium verification

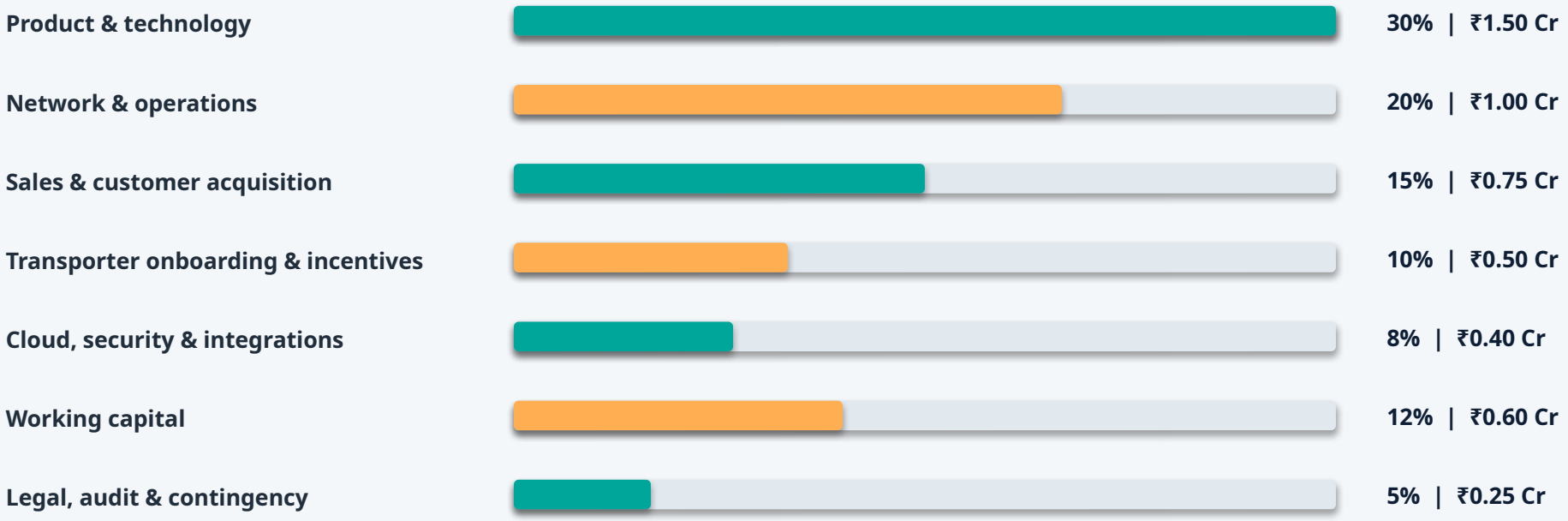
Service-based fee | KYC / document services

All prices are planning hypotheses from the business blueprint, not validated market rates. Pilot test customer willingness to pay, transporter margin and contribution per shipment before adoption.

Deploy ₹5–10 crore in milestone-linked funding tranches

Recommended first close: ₹5 crore

Optional second tranche: up to ₹5 crore after product-market-fit and corridor milestones



Illustrative allocation of the first ₹5 crore tranche (100%). For a ₹10 crore total raise, the second tranche should be released against agreed KPIs and a refreshed operating budget.

Release capital against measurable milestones

0–6 months	**Build & pilot**	Product requirement document; MVP; shipper / transporter apps; admin console; KYC; booking and basic matching; pilot on 2–3 corridors.
6–12 months	**Prove liquidity**	Shared-space engine v1; GPS / POD; payments and settlement; 5–7 corridors; target 2,000 verified trucks and 300 shippers (management targets).
12–24 months	**Scale the network**	PTL and in-transit space; dynamic pricing; return-load matching; enterprise contracts; target 10,000–20,000 network trucks (management target).
24–36 months	**National expansion**	Advanced matching; ERP/API integration; internal audit; positive unit economics; target 40,000–50,000 network trucks (management target).

Targets are proposed management milestones from the uploaded business blueprint, not current performance or guaranteed outcomes.

Build defensibility through network quality and execution

Verified network

Quality-controlled transporters, trucks, documents and service history.

Matching intelligence

Route, weight, volume, dimensions, cargo and delivery-sequence compatibility.

Repeat demand

Enterprise lanes, repeat shippers, transporter retention and corridor liquidity.

Pricing discipline

Dynamic pricing with transporter payout and contribution checks.

Trust & safety

KYC, GPS milestones, POD, claims process and clear liability allocation.

Data advantage

Reliable GMV, net revenue, match, utilization, repeat and delivery data.

Strategic message: BlackBuck is a useful benchmark for transporter technology and network services; Spyder's proposed differentiation is shared capacity, multi-customer loads and in-transit space matching.

Measure the marketplace by transactions, not registrations

Supply

Monthly active trucks • capacity listing rate • verified transporter rate

Demand

Monthly active shippers • repeat booking rate • bookings per customer

Matching

Match time • booking conversion • space utilization • empty-running reduction

Service

On-time delivery • claims / damage ratio • cancellation rate • POD completion

Economics

GMV • net commission revenue • contribution per shipment • CAC / payback

Financial

Gross margin • EBITDA • operating cash flow • working-capital cycle

Current reported baseline: 50 active customers and 20 connected trucks. Establish definitions for 'active' and reconcile every KPI to transaction and accounting records.

Institutional-grade reporting starts now

Financial reporting

Separate GMV from net revenue; monthly close; commission recognition policy; reconciled payouts; audited accounts.

Corporate governance

Clear cap table; board oversight; related-party controls; contracts; statutory filings; internal audit.

Technology ownership

Company-controlled source code, repositories, cloud accounts, domains, API contracts, data access and IP assignments.

Data room

Audited financials; GST returns; customer contracts; transporter agreements; KPI reports; product demo; legal diligence.

IPO is a long-term readiness ambition, not a near-term promise. Any listing path will depend on eligibility, scale, profitability, governance and regulatory advice.

SPYDER NETWORK

Every truck.
Every available space.
Every route.

A revenue-generating logistics business building a technology-enabled FTL, PTL and shared truck-space marketplace.

FUNDRAISING TARGET

₹5–10 Cr

Milestone-linked growth capital

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