

**THE CHAIN OF LUXURY  
REST STOPS FOR INDIA'S  
TRUCKING BACKBONE**

# THAVAS



# VISION & MISSION

- **Vision** : To transform India's highways into a network of **safe, clean, and dignified rest stops** for truck drivers — the unsung backbone of India's logistics economy — while creating a scalable business that blends **infrastructure, hospitality, and social impact.**
- **Mission** : Build a nationwide chain of **Premium rest stops** designed exclusively for **Truck drivers**, offering comfort, **safety, hygiene, nutritious food, and essential services** — **all at affordable prices**, tailored to their needs

“We move the people who move India.”

# THE PROBLEM

- India moves 70% of its freight by road.
- There are 12.5+ million trucks and 9+ million active drivers.
- Yet, 90% of drivers sleep in or under their trucks, facing:
  - Unsafe Parking
  - Poor hygiene & insecurity
  - Lack of rest and wellness facilities
  - Nutritious food & health
  - Long hours, Fatigue , and mental stress – accidents & high attrition
  - No access to clean washrooms
  - No reliable infrastructure on India's highways
  - Loading Goods ,Petrol, Diesel , Battery Theft

THE SOLUTION :  
“THAVAS”  
A NETWORK OF  
**PREMIUM YET  
AFFORDABLE REST  
STOPS** BUILT  
SPECIFICALLY FOR  
LONG-HAUL TRUCKERS  
ACROSS NATIONAL  
CORRIDORS LIKE **NH  
48 (DELHI-MUMBAI),  
NH 44, AND NH 16.**

- Each “Thavas” site offers:
  - Secure truck parking
  - Hygienic dorms & showers
  - Smart dining and retail (24x7)
  - Health & medical support
  - Digital & financial integration
  - Fleet Repair & Maintenance ,Washing
  - Clean toilets (Men & Women)

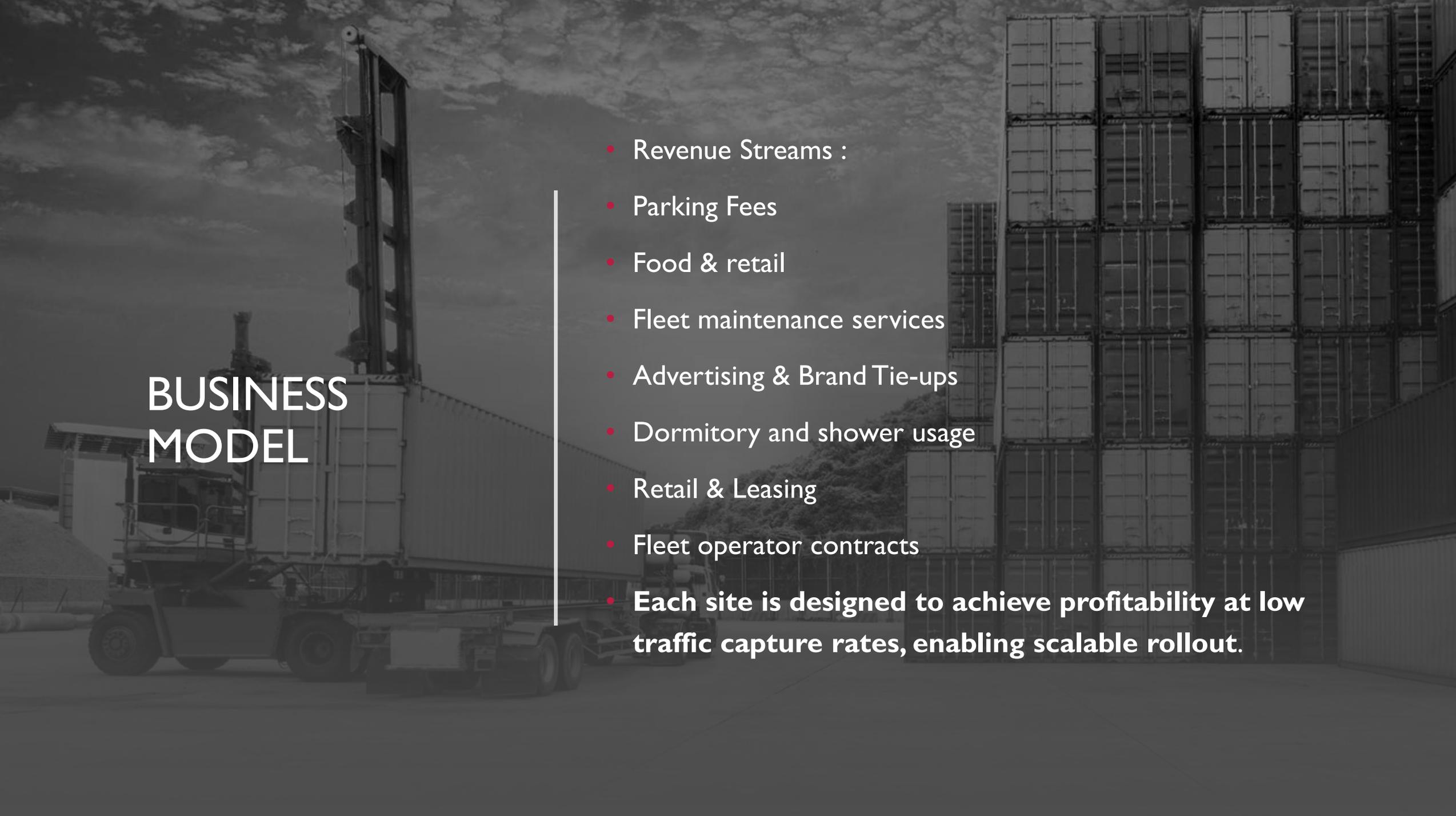
# MARKET OPPORTUNITY

- **India's trucking industry = \$170 billion** (FY 2024), growing ~8–9% annually.
- **12.5 million trucks** ply across India; **NH 48** (Delhi–Mumbai) is the **most active freight corridor**, carrying ~**30,000+ trucks/day**.
- India has 1.46 Lakh Km of Highways
- India's \$250 billion logistics sector relies on drivers — yet spends less than 1% on driver well-being. We're flipping the script.
- Driver shortage: 25–30%
- Market for rest stop services in India: ₹25,000+ Cr
- NH 48 alone: ₹2,000+ Cr opportunity
- 90% of truck drivers **sleep in or under their trucks**, leading to fatigue, health issues, and road accidents.
- Government and private logistics players are actively encouraging **driver welfare projects** — a major ESG opportunity.
- Daily Truck driver spend on lodging/food = Rs. 500-800/-
- **This represents a multi-billion-rupee opportunity.**

# UNIQUE VALUE PROPOSITION

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Feature	Description
Luxury & Hygiene	Comfort & dignity for drivers
Secure Parking	RFID access, CCTV, Theft-proof bays
Wellness Suites	AC pods, Showers, Laundry, Medical, Clean Toilets
Smart Dining	Hygienic food courts , regional meals
Fleet Services	Tire repair, maintenance, Washing Bays
Digital Lounge	Wifi, Charging, Entertainment pods
Green Infrastructure	Solar power



# BUSINESS MODEL

- Revenue Streams :
- Parking Fees
- Food & retail
- Fleet maintenance services
- Advertising & Brand Tie-ups
- Dormitory and shower usage
- Retail & Leasing
- Fleet operator contracts
- **Each site is designed to achieve profitability at low traffic capture rates, enabling scalable rollout.**

# PILOT & ROLLOUT PLAN

- Phase 1: 1 flagship rest stops along NH 48 (Shahpura-Jaipur, Rajasthan, India)
- Capacity: 400–500 trucks/site
- Estimated Trucks/Day : 6000+
- Revenue per site/year: ₹17–18 Cr
- Revenue per Driver Per Visit: ₹450–500
- EBITDA margin: 25–30%
- EBITDA per site: ₹4.3–5.4 Cr
- CapEx: ₹12–14 Cr/site
- Breakeven: 18–24 months
- Phase 2: Expand to 4 sites on NH 48
- **Pan-India Rollout Potential:** 50 sites on NH 48 = ₹850–900 crore annual revenue potential (steady state, 3–5 years).



# IMPACT

- Improves **road safety** and **reduces fatigue-related accidents**.
- Provides **dignity, health, and rest** for 9+ million drivers.
- Enables **ESG and CSR alignment** for corporate partners.
- Strengthens the backbone of **India's \$170B Trucking logistics industry**.



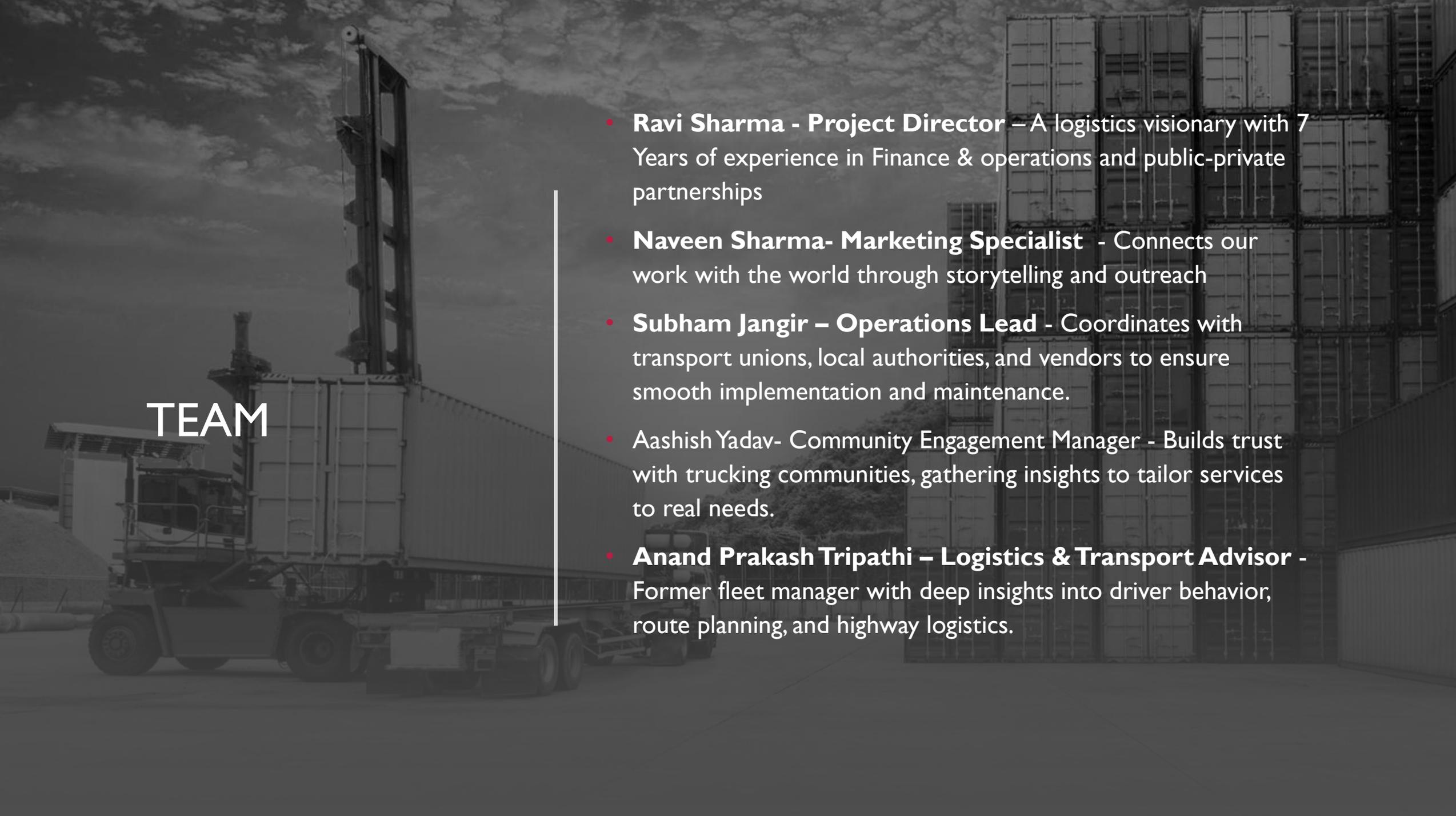
## WHY NOW

- Rapid freight corridor upgrades (Delhi–Mumbai Expressway, NH 48 expansion).
- Growing demand for logistics hubs and driver welfare infrastructure.
- Strong policy tailwinds: **MoRTH**, **NHAI**, and **CSR frameworks** actively supporting driver rest areas.
- Few organized players — *first-mover advantage*.

# ASK

- **Funding:** \$ 1.8 M Pree-seed round for 1 pilot locations (land Purchase , modular infra, brand buildout).
- **Use of funds:** 60% infrastructure, 20% tech integration, 20% operations & marketing.
- **Expected ROI:** ~22–25% IRR within 5 years; Proof-of-concept, scalable model, ESG benefits
- **Call to action:** *“Join us in transforming India’s highways for the heroes who move India.”*

# TEAM



- **Ravi Sharma - Project Director** – A logistics visionary with 7 Years of experience in Finance & operations and public-private partnerships
- **Naveen Sharma- Marketing Specialist** - Connects our work with the world through storytelling and outreach
- **Subham Jangir – Operations Lead** - Coordinates with transport unions, local authorities, and vendors to ensure smooth implementation and maintenance.
- **Aashish Yadav- Community Engagement Manager** - Builds trust with trucking communities, gathering insights to tailor services to real needs.
- **Anand Prakash Tripathi – Logistics & Transport Advisor** - Former fleet manager with deep insights into driver behavior, route planning, and highway logistics.



**THANK YOU**

**THE PEOPLE WHO MOVE INDIA DESERVE A BETTER PLACE TO REST EVERY DAY, MILLIONS OF TRUCK DRIVERS TRAVEL THOUSANDS OF KILOMETERS TO KEEP INDIA'S ECONOMY MOVING. THEY DELIVER THE FOOD WE EAT, THE GOODS WE USE, AND THE MATERIALS THAT BUILD OUR CITIES. YET THE PEOPLE WHO MOVE THE NATION OFTEN **SLEEP ON THE ROADSIDE**, WITHOUT SAFE PARKING, CLEAN RESTROOMS, OR PROPER PLACES TO RECOVER.**

**THAVAS IS CHANGING THAT WE ARE BUILDING A NATIONAL NETWORK OF MODERN HIGHWAY HUBS WHERE DRIVERS CAN REST SAFELY, EAT HEALTHY FOOD, AND CONTINUE THEIR JOURNEY WITH DIGNITY. THIS IS MORE THAN INFRASTRUCTURE. THIS IS ABOUT **RESPECTING THE BACKBONE OF INDIA'S LOGISTICS ECOSYSTEM.****

**JOIN US IN BUILDING**

**INDIA'S HIGHWAY INFRASTRUCTURE OF THE FUTURE**

**YOUR SUPPORT AND PARTNERSHIP CAN HELP US TRANSFORM THIS VISION INTO A SCALABLE NATIONAL BRAND SERVING MILLIONS OF TRUCK DRIVERS ACROSS INDIA.**

- **WE LOOK FORWARD TO THE OPPORTUNITY TO DISCUSS HOW WE CAN BUILD THIS JOURNEY TOGETHER.**

- **RAVI SHARMA**

- **FOUNDER & CHIEF EXECUTIVE OFFICER**

**THAVAS - REDEFINING INDIA'S HIGHWAY EXPERIENCE.**

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**THAVAS**

“FOR THE ONES  
WHO MOVE INDIA  
— WE BUILD THEIR  
HOME ON THE  
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