

SEED ROUND · €3M · SEPTEMBER 2026 · CONFIDENTIAL

1 MILLION+ TRANSPORT BROKERS MOVE INDIA. NOBODY BUILT THE RIGHT SOFTWARE/APPS FOR THEM.

1 Million+ SMB transport brokers and operators. Four in five still run the business on Excel, two phones and paper.

BIGGERWIDE · THE BROKER OS FOR INDIAN ROAD FREIGHT · BIGGERWIDE365.COM

THE MARKET

€148 Billion

OF FREIGHT MOVES BY ROAD
IN INDIA EVERY YEAR.

UNDER 2% OF IT IS DIGITISED.

€148B

All India road freight

₹16.18 lakh crore · USD 168.5bn, Mordor
Intelligence 2026

€89B

Moves through brokers and
intermediaries

About 60% of the total ·
internal estimate

€440M

The SaaS layer we sell into

Built bottom up from 1.2 lakh
active brokerages

A BROKER'S MORNING, TODAY

60 TO 80 CALLS BEFORE NOON.

₹5–20 lakh

stuck in receivables, chased
from memory

Zero

live view of trip, truck, driver
or margin

3 days

to verify one driver, by phone

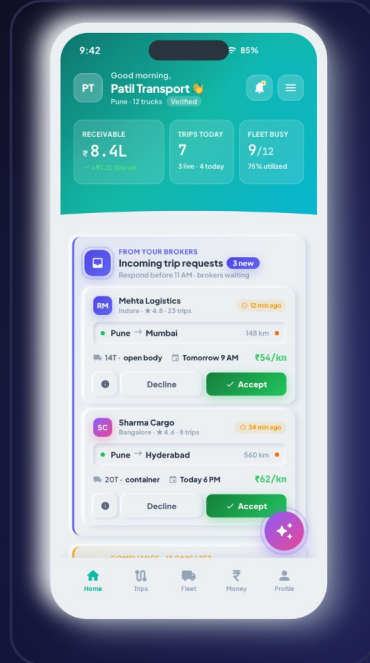
WHAT IF

EVERY BROKER IN INDIA RAN LIKE AN ENTERPRISE?

Broker, vendor, customer and driver on one live record. Trips, payments, GST and compliance in one screen. Fifteen minutes to set up, from €37 a month.

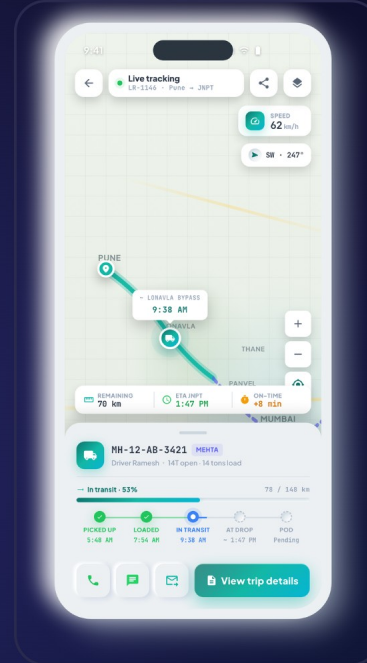
THE BIGGERWIDE APP

NOT A MOCKUP. IN BETA NOW.



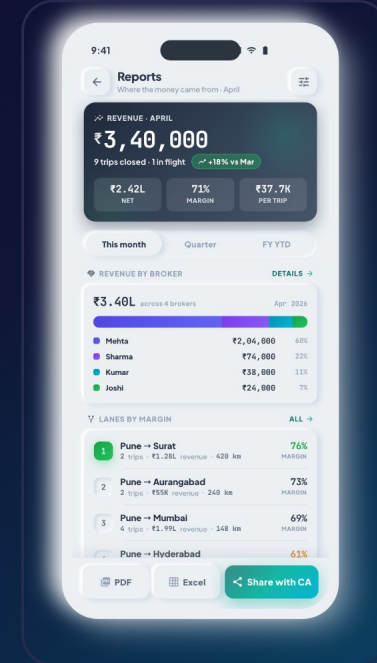
The day, on one screen

Receivables, live trips and incoming broker requests.



Every trip, live

Map, timeline and POD, four parties on one record.



Books the CA accepts

Revenue by broker, margin by lane, one tap to share.

THE UNIQUE BUJI AI TRANSPORTERS AGENT

ASK BUJI IN HINDI OR ENGLISH.

IT ASSISTS OUR BROKERS, VENDORS, CUSTOMERS AND DRIVERS. IT ANSWERS IN TRIP INFO, INVOICES, POD UPLOADS AND MORE.

"Pune se Nashik, 9 tonne, teen din mein."

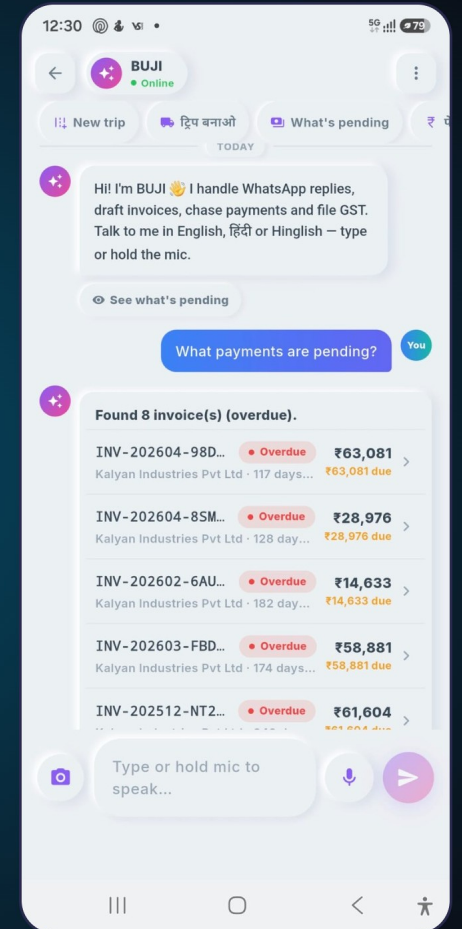
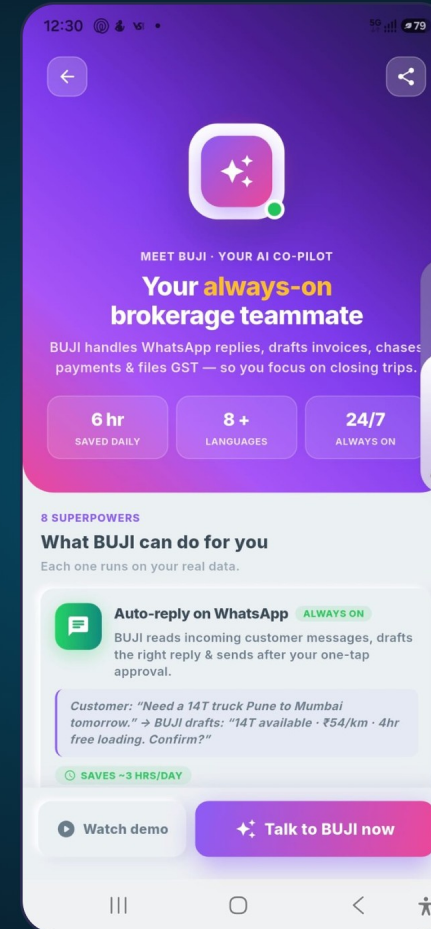
Spoken in Hinglish. Parsed into a booking.

Chases what is overdue and drafts the chase.

Every morning, before the first call.

In every tier. Not an upsell.

No competitor in India offers Hindi voice AI for transport.



THE BIGGERWIDE TRANSPORTERS DIRECTORY

20,000 TRANSPORTERS, LIVE NOVEMBER 2026.

INDIA'S MOST COMPREHENSIVE TRANSPORTERS DIRECTORY BY 2028.

Verified, not crowdsourced

RC, GST, fleet capability and route coverage validated on every entry. Trust is the product.

Cheaper than buying brokers

€98K to seed the national supply side, against €245K to acquire Year 1's brokers.

And it compounds

Blended broker CAC falls from €350 to €291 by Year 5, and the directory adds €2.85M of Year 5 revenue.

WHY NOW

THE CAPITAL HAS ARRIVED. IT BACKED THE TRUCKS, NOT THE BROKERS.

BlackBuck

**\$364M raised · listed on the NSE,
Nov 2024**

963,000 transacting truck operators. Still
loss making at FY24: ₹167 Cr loss on
₹316.5 Cr revenue.

TrucksUp

\$8.2M raised · Aug 2026, at \$42.3M

450,000 truck suppliers and 70,000
business associates on a load
matching marketplace.

BIGGERWIDE

The layer nobody funded

The broker's own operating system. Trips,
invoices, GST, payments and compliance,
four parties on one live record.

THE TEAM

NOT A FIRST-TIME TEAM.

ENTERPRISE SOFTWARE, THE INDIAN MARKET, PLC FINANCE.

Cormac Kelly

CEO AND CO-FOUNDER

Enterprise SaaS and platform architecture, cybersecurity, critical communications.

VisibleThread, enterprise sales and partner acquisition, Fortune 100 and 500 accounts

Sovereign Systems, critical communications sales and partnerships

Priimal, revenue assurance and fraud recovery

Sanat Verma

CO-FOUNDER, PRODUCT AND ENGINEERING

20+ years in SaaS and software development.

Full stack, plus AI models and integrations

Deep India market knowledge, the ground this product is built on

Leads product and engineering across both apps and BUJI

John O'Connor

BBS, FCA · CFO

Chartered accountant, 27 years.

CFO of Unicorn Mineral Resources plc and Ovoca Bio plc

Former partner in accounting and audit practices, international clients

EY alumnus, Fellow of Chartered Accountants Ireland, BBS Economics and Accounting, Trinity College Dublin

BOARD AND OFFICERS

Bharti Prajapati, CMO and Executive Director · **Sudhir Shukla**, Non-Executive Director · BIGGERWIDE DATA LTD, Dublin, CRO 681342

THE CLIMB

€755K ARR IN YEAR ONE.
€15.1M BY YEAR FIVE.

6.6:1

LTV TO CAC

CAC €350 · 36 month customer life · 5.5 month payback · 8% annual churn

14,000

paying brokers by Year 5

Year 3

EBITDA positive

53.5%

EBITDA margin at Year 5

Nov 26

revenue trading begins

THE ASK

€3 MILLION.

36 MONTHS TO PROFITABLE.

Cormac Kelly, CEO and Co-Founder

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BIGGERWIDE DATA LTD, Dublin, CRO 681342, with BWide Tech India Pvt Ltd, Indore. EUR denominated. Founder funded to here.

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