Helping Individual Bus Operators Survive COVID-19

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Presentation of the solution

Chalo Digitises Buses
**TECHNOLOGY SOLUTIONS**

**Chalo App**
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Never wait at a bus stop ever again

India’s #1 bus tracking app
Live bus tracking, live arrival times, trip planner, SOS, and more...

**Chalo Digital Tickets**
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Never worry about exchanging cash again

NFC smart card that stores prepaid wallet and passes.
Mobile tickets and bus passes on the Chalo App.

**For Bus Operators**
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Full-stack tech suite for daily bus operations

Live dashboards and reports.
Fully managed by Chalo for hassle-free experience

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**The Chalo Difference**

1. **Fully Integrated Solution**
   Everything just works as promised!

2. **Zero Upfront Payment**
   Chalo invests in the hardware and software for operators.

3. **Pay for Performance**
   Operators pay when their ridership increases.
Goal of the solution

Developing Markets Need More Buses
Half Of India Travels By Bus

- Bus: 48%
- Rickshaw: 18%
- Auto: 24%
- Others: 10%

It’s A Broken Experience

- 70% of buses are run by individual operators
  - Operate on a break-even basis, unable to invest in improving service
  - Unreliable, long waiting times, poor experience
  - Near 100% cash ticketing

India has less than 2 city buses per 10,000 people (30 in Europe, 60 in China).

Government-stated need to increase bus fleets by 10x.

But every new bus is a loss-making proposition for the operator...

Chalo Increases Ridership 2x

- Guwahati: +26%
- Indore: +70%
- Bhopal: +22%

Making Buses Better For Everyone

- Building Reliability – Live tracking, live arrival times, trip planner...
- Digital Ticketing – Mobile + Card
- Improving operations efficiency
Effects, Impacts & Results

Chalo is now in 30 cities
India’s #1 Transport Technology Company

45,000,000
Rides per month on Chalo Buses

14,000
Buses with live tracking

30
Chalo Cities

23
Cities with Chalo Consumer Products

Note: Data presented for Pre-COVID-19 lockdown
THANK YOU!

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