



ACCESCO LIVING PRIVATE LIMITED

CIN: U47912WB2025PTC285309

ISO 9001:2015 CERTIFIED DPIIT-
Recognized Startup

C/O MITHUN SENGUPTA, BIREN ROY
SARKAR ROAD, Siliguri Town, Siliguri,
Darjiling- 734004, West Bengal

+91 99727 06940

info@accesscoliving.com

www.accesscoliving.com

SHAREHOLDER'S LETTER

Dear Shareholders & Prospective Investors,

India solved delivery in minutes. Accesco is solving the household around it.

Accesco Living Private Limited is building an intelligent delivery ecosystem for everyday household needs, connecting demand, personalised curation, budget tracking, supply, fulfilment and Reverse Commerce into one continuous journey.

Our consumer ecosystem spans Grokly for groceries and essentials, Swadishtt for curated food and recipe-led discovery, and InstaStyle for personalised fashion, styling, fitting and thrift. Xpense Meter adds the budget layer, while our network connects FPOs, farmers, producers, manufacturers, FMCG brands and local suppliers. Dark Stores and MicroPods provide the hyperlocal fulfilment layer, while Reverse Commerce extends the journey beyond delivery through reuse, resale, thrift and recovery.

Our core thesis

Demand → Curation → Budget → Supply → Fulfilment →
Delivery → Recovery.

We are building commerce around how households actually need, choose, spend, consume and recover value.

Progress



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Progress

Accessco has already established meaningful early validation:

25,000+ waitlist users | 2,000+ consumer responses | 80+ ICPs | ₹60L+ spending behaviour analysed | 70+ NPS | 15+ LOIs | 100+ campus ambassadors | 300+ community members | 5+ IIT/NIT collaborations | 10+ media publications | Successful beta launch.

Our Bengaluru strategy is density before breadth—prove cluster-level demand, retention, fulfilment and contribution economics before replicating the model. The operating model targets 30%+ Week-4 retention, LTV:CAC $\geq 4\times$, CAC payback <3 months and 500+ Grokly orders/store/day trajectory as key scale gates.

Unit economics

Our model is designed to improve contribution per customer and per fulfilment node, rather than simply maximise GMV or gross margin. At maturity, the model projects approximately 33% blended gross margin, with economics improving through AOV, sourcing, density, advertising and cross-vertical acquisition.

Key operating metrics include AOV, contribution/order, CAC, LTV:CAC, repeat rate, retention, inventory turns, wastage, fulfilment cost and node utilisation.

Our investment ask

We are seeking a ₹50 Crore Bengaluru Proof-of-Economics / Growth Round.



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Term	Proposed
Round Size	₹50 Cr
Pre-money valuation	₹150 Cr
Post-money valuation	₹200 Cr
New investor ownership	17-25%
Purpose	Bengaluru proof-of-economics
Target EBITDA breakeven	Y2-Y3

These are the base terms in our current investor financial model, subject to diligence, negotiation and definitive documentation.

Investment instrument

Our preferred structure for the ₹50 Cr round is priced equity at the agreed pre-money valuation, resulting in the proposed 25% post-money investor ownership. For smaller/earlier strategic or bridge participation before the priced round, Accesco may consider a convertible instrument with a valuation cap and/or discount, subject to Indian corporate, securities, tax and FEMA requirements where applicable. A valuation cap would be a conversion ceiling, not the company's current valuation.

Any convertible instrument would be documented with clear conversion triggers, valuation-cap/discount mechanics, investor rights and dilution treatment. We will avoid unnecessary stacking of multiple capped instruments and maintain an updated cap table, consistent with the principles in our valuation framework.



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Allocation	Amount
Dark Store / MicroPod fit-outs	₹10 Cr
Mother hub / central support	₹3 Cr
Grokly inventory	₹5 Cr
InstaStyle inventory	₹4 Cr
Technology / WMS / Product	₹5 Cr
Swadishttt setup	₹1.5 Cr
Bengaluru customer	₹7 Cr
Team & corporate	₹4 Cr
Working capital	₹6 Cr
Contingency	₹3 Cr
Total	₹50 Cr

Capital will be released against node utilisation, repeat rate, AOV, inventory turns, contribution after delivery/wastage and CAC payback, rather than opening the entire network upfront.

Why us

Argha Sengupta – Technology, Strategy, Marketing, Execution & External Affairs

Ayushman Saha – Business Development, Resource Management & Financial Management

Asif – Operations, Supply Chain, Sales & R&D

Our complementary capabilities allow us to cover the company across technology, strategy, growth, finance, business development, operations and supply chain.

Argha and Asif also began building SBSO Foundation when Argha was 11, developing and hosting sporting events and managing communities, partnerships and execution. Though not a startup, it became our early practical education in leadership, business ethics, regulatory frameworks and building an organisation from zero.



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Corporate & compliance readiness

Accesco Living Private Limited is incorporated under the Companies Act, 2013, with CIN U47912WB2025PTC285309.

The company has completed/holds its applicable corporate and operating documentation, including:

DPIIT Startup India Recognition – DIPP240465 | FSSAI Registration – 21225190001734 | E-Trade Licence – 0917P2823326507373 | Shop & Establishment Licence | Udyam/MSME Certificate | PAN | TAN | Central Vigilance Commission Certificate | ISO 9001:2015 | ISO 27001:2022 | MOA | AOA | Incorporation & ROC/INC filings | Shareholder/Share Certificates and related corporate records.

The company's materials independently document its DPIIT recognition, FSSAI registration, E-Trade Licence, Shop & Establishment Licence, Udyam registration and ISO certifications.

Long-term ambition

Our five-year strategic model targets ₹80,000 Cr GMV, ₹12,000 Cr net revenue and ₹1,200 Cr adjusted EBITDA, supported by national expansion into 40-60 cities, 800-1,000 Dark Stores and 3,000-5,000 MicroPods. These are conditional strategic targets, not current valuation claims or guaranteed returns.

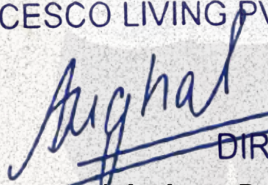
Our proposition to shareholders

Accesco is building more than a fast-delivery layer. We are building the intelligence and infrastructure around household commerce—where demand informs supply, budgets influence purchasing, local fulfilment creates density, and Reverse Commerce allows value to move back through the network.

We are raising ₹50 Cr to prove this model in Bengaluru, establish repeatable unit economics, and build the foundation for national expansion.

Your order starts before you search, stays within your budget, and continues beyond your doorstep.

M/S ACCESCO LIVING PVT. LTD.


DIRECTOR

For Accesco Living Private Limited

Argha Sengupta

Founder & Managing Director

