BUSINESS PROPOSAL · PRIVATE AND CONFIDENTIAL

The hire-purchase interface for 600 electric scooters

A bounded-risk proposal for 1M Fleets: biker-paid EMI, 1M guarantee, hire-purchase-owned credit and servicing, Satya-owned workflow and evidence.

THE PROPOSED RISK ALLOCATION

Biker pays → 1M guarantees + reassigns → financier funds + services

Satya connects the evidence. Satya does not carry the liability.

Prepared for 1M Fleets · Prepared by Satya Financial Technologies Pvt Ltd

ROOPALI BISTA | +977 9843419433 | WWW.SATYAFINANCIAL.COM/1M-FLEET

EXECUTIVE SUMMARY

The opportunity is larger than an asset purchase.

1M is moving from staffing riders toward operating an asset-enabled, multi-principal fleet. Satya can help make the first cohort credible to an NRB-licensed hire-purchase company without taking on the financier's or 1M's liabilities.

DECISION REQUESTED

Authorize a structuring workshop and a 90-day, 25–50-scooter pilot design with one proposed hire-purchase company and one supplier.

WHAT SATYA PROPOSES

- A consented biker application and 1M guarantee package that a participating hire-purchase company can underwrite.
- A per-scooter asset passport linking title/security, registration, insurance, facility, biker assignment, and lifecycle evidence.
- A repayment-status interface using permitted Yango earnings evidence and licensed-provider payment events.
- A documented default, guarantee, recovery, and replacement-biker workflow approved by the financier and 1M.
- Separate partner evidence for Yango, Foodmandu, and Himalayan Java—without commingling their economics or data.

NON-NEGOTIABLE SATYA BOUNDARY

Satya is not the lender, guarantor, custodian, EMI deduction agent, loan servicer, debt collector, financial manager, or asset-recovery party.

RISK ALLOCATION

Keep liability with the parties paid to carry it.

The data layer should clarify responsibility, not blur it.

BIKER

Primary EMI obligor

Accepts financier-approved hire-purchase terms and explicit Yango-income payment instruction.

RESPONSIBLE FOR

EMI, truthful application, possession and care, default consequences.

1M FLEETS

Guarantor + fleet operator

Verifies assignment, gives the agreed guarantee, supports the biker, recovers and reassigns the scooter when required.

RESPONSIBLE FOR

Guarantee shortfall, operational actions, asset recovery/reassignment.

HIRE-PURCHASE COMPANY

Financier + facility servicer

Underwrites, prices, approves, disburses, receives payment, records arrears, invokes guarantee, and approves the successor flow.

RESPONSIBLE FOR

Credit decision, facility administration, accounting, collections.

SATYA

Evidence + workflow interface

Connects the consented dossier, guarantee, asset, earnings evidence, payment status, exceptions, and approved handoff state.

RESPONSIBLE FOR

Technology delivery, access controls, auditability, agreed service levels only.

FINANCE ARCHITECTURE

Lead with hire-purchase. Keep the interface lender-agnostic.

Reporting shows mainstream banks pulling back from ordinary two-wheeler loans because recovery is difficult. An NRB-licensed hire-purchase company is the practical first route for a controlled 1M cohort.

25–50

Pilot cohort

Prove decision time, first-payment success, utilization, default handling, and reassignment.

gate

Validated cohort

Release the next draw only after agreed asset, payment, and operational thresholds.

gate

Scaled cohorts

Repeat standardized financier, supplier, biker, guarantee, and asset-passport workflows.

600

Portfolio

Manage one portfolio view while preserving each facility, scooter, biker, and partner record.

HIRE-PURCHASE EVIDENCE GATES

Underwriting	Biker KYC/application; 1M financials and guarantee; Yango relationship; scooter and supplier; unit economics.
Disbursement	Supplier order; delivery; inspection; title/security; registration; insurance; 1M acceptance; biker assignment.
Monitoring	Current assignment; permitted earnings; financier payment status; arrears/cure; guarantee invocation; recovery and reassignment.

WHY 1M CHANGES THE RISK

The 1M guarantee, biker control, permitted Yango earnings evidence, and rapid scooter reassignment directly answer the loss and recovery problems lenders report. This is a market-practice pivot—not a claim of a blanket NRB bank prohibition.

REPAYMENT AND REASSIGNMENT

Design the normal path and the default path together.

The system is credible only if the parties know exactly what happens when earnings are sufficient—and when they are not.

NORMAL PATH

- Yango produces a permitted biker earnings event.
- The biker's financier-approved consent and EMI instruction are in force.
- The hire-purchase company and licensed payment provider execute and record the EMI payment.
- The hire-purchase company remains the source of truth for due, paid, overdue, and cured status.
- Satya displays the permitted evidence to the entitled parties; Satya does not touch the money.

DEFAULT + REPLACEMENT PATH

- The hire-purchase company records a missed or insufficient EMI under the agreed facility terms.
- 1M handles biker contact, support, cure, guarantee, and any recovery action under its agreements.
- If recovery is required, 1M retrieves and inspects the scooter; Satya records the evidence state only.
- 1M proposes a replacement biker under the agreed eligibility policy.
- The financier approves the legal successor structure—new/novated obligation, new consent, and new income instruction—before repayment resumes.

STRUCTURING CONDITION

Title/security, repossession, guarantee, novation/successor obligation, consent, and fair-default mechanics must be enforceable and financier-approved before launch.

SATYA PRODUCT SCOPE

A permissioned interface—not outsourced financial management.

Satya's software creates consistent handoffs and explainable state between 1M and the hire-purchase company.

01

Biker + guarantee intake

Consent, application evidence, 1M verification, guarantee acceptance, and financier submission.

02

Financier decision workspace

Requests, conditions, decisions, terms, acceptance, and source-linked evidence.

03

Asset passport

Scooter, battery, supplier, title/security, registration, insurance, facility, and assignment.

04

Payment status interface

Permitted Yango earnings events and licensed-provider paid/due/overdue/cure status.

05

Default + handoff workflow

1M actions, financier notices, recovery evidence, inspection, replacement, and re-consent.

06

Portfolio intelligence

Cohort, asset, biker, partner, exception, utilization, payment, and reassignment views.

EXPLICIT EXCLUSIONS

No lending · no guarantee · no funds custody · no income deduction · no facility servicing · no debt collection · no financial-management outsourcing · no asset recovery · no credit decisioning

MULTI-PRINCIPAL FLEET

One roster can serve several networks without mixing their economics.

1M remains the accountable operator; Satya keeps each party's permitted evidence separated by role and purpose.

YANGO

Underlying demand + income

Trips, supply hours, incentives, assignment, and permitted earnings evidence support the primary scooter-finance case.

FOODMANDU

Food-delivery demand

Order earnings, cash handling, delivery SLAs, and contract settlement remain attributable to the Foodmandu assignment.

HIMALAYAN JAVA

Biker amenity network

Purpose-bound coffee, amenity, rest-point, and retention benefits can be issued and reconciled without becoming cash.

1M FLEETS

Guarantor + operator

Owns the biker roster, guarantee, scooter assignment, partner SLAs, support, recovery, and reassignment.

DISCUSSION BOUNDARY

The Foodmandu and Himalayan Java relationships and the 600-scooter plan were supplied for discussion. Confirm their commercial, operational, and data terms before relying on them in underwriting.

PILOT AND COMMERCIAL STRUCTURE

Start with one hire-purchase company, one supplier, and 25–50 scooters.

The objective is to prove the liability model and operating evidence before scaling the facility.

DAYS 0–30

Structure

Facility and title/security; biker obligation; 1M guarantee; Yango income instruction; default, recovery, replacement; permissions; financier policy.

DAYS 31–60

Configure

Financier interface; consented intake; guarantee record; asset passport; payment status; exception and reassignment workflow; management views.

DAYS 61–90

Prove

Submit and fund the first cohort; deploy scooters; observe first payments; test exceptions; compare outcomes to agreed gates.

COMMERCIAL MODEL FOR DISCUSSION

Structuring	Fixed discovery and pilot-design fee after scope and participants are confirmed.
Implementation	Fixed configuration and integration fee tied to accepted pilot deliverables.
Operating software	Per-active-financed-scooter subscription, with minimum volume and service levels to agree.
Change requests	Partner-specific integrations, custom reports, or regulated-party requirements scoped separately.

PILOT GATES

Financier decision time · first-payment success · EMI collection · guarantee calls · reassignment time · utilization · downtime · biker retention · partner exceptions

DILIGENCE AND NEXT STEP

One workshop should answer whether the model is financeable.

Satya recommends a bounded structuring session before any product, credit, or integration commitment.

1M PROVIDES

- Yango contract and settlement logic
- proposed Foodmandu and Java terms
- scooter supplier quote and warranty
- biker commercial and default terms
- historical staffing, utilization, and churn
- financial statements and guarantee capacity

FINANCIER VALIDATES

- borrower / obligor structure
- 1M guarantee and security
- title, repossession, and reassignment
- income instruction and servicing
- credit, pricing, provisioning, and reporting
- consumer, labor, tax, AML/KYC, and complaints

SATYA RETURNS

- target operating model
- data and permission map
- hire-purchase dossier schema
- asset passport schema
- normal + default workflow
- pilot plan, deliverables, commercials, and decision gates

PROPOSED NEXT DECISION

Approve a 90-minute structuring workshop with 1M fleet, finance, operations, Yango relationship, Foodmandu relationship, scooter supplier, and proposed hire-purchase leads.

Output: hire-purchase-ready 25–50-scooter pilot blueprint with explicit Satya liability exclusions.

SOURCES

- 1M Fleet official profile and One M Solution partners page
- Yango Nepal driver page and Foodmandu official company profile
- NRB Non-Bank Financial Institutions Supervision Report 2024/25
- Capital Nepal lending-gap report and Everest Bank bike-loan counterexample
- Venture Hire Purchase and Hulas Finserv two-wheeler products
- NRB Green Finance Taxonomy 2024 and Payment Systems Department