

# Navlandis

## MAKING TRANSPORT SUSTAINABLE

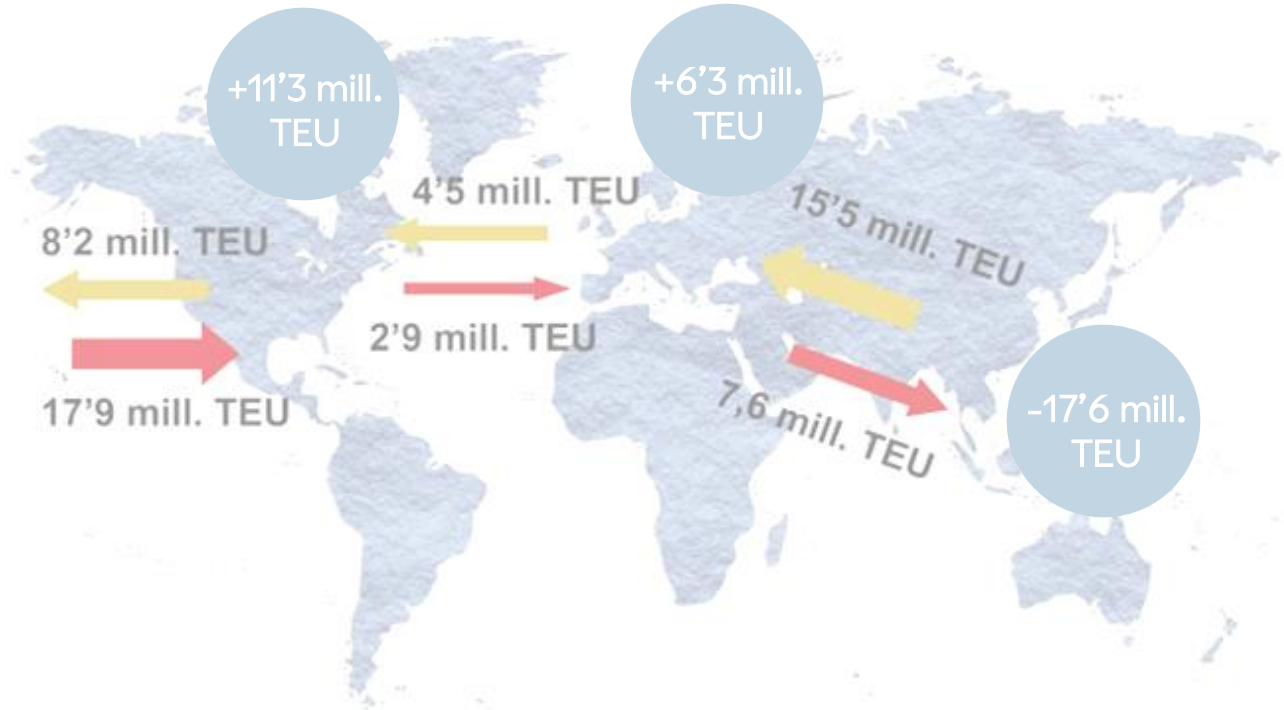
Supported and funded by



*“With the contribution of the European Maritime and Fisheries Fund of the European Union, under grant agreement No. 958961”.*

Miguel Navalón  
CEO. Founder

## Problem



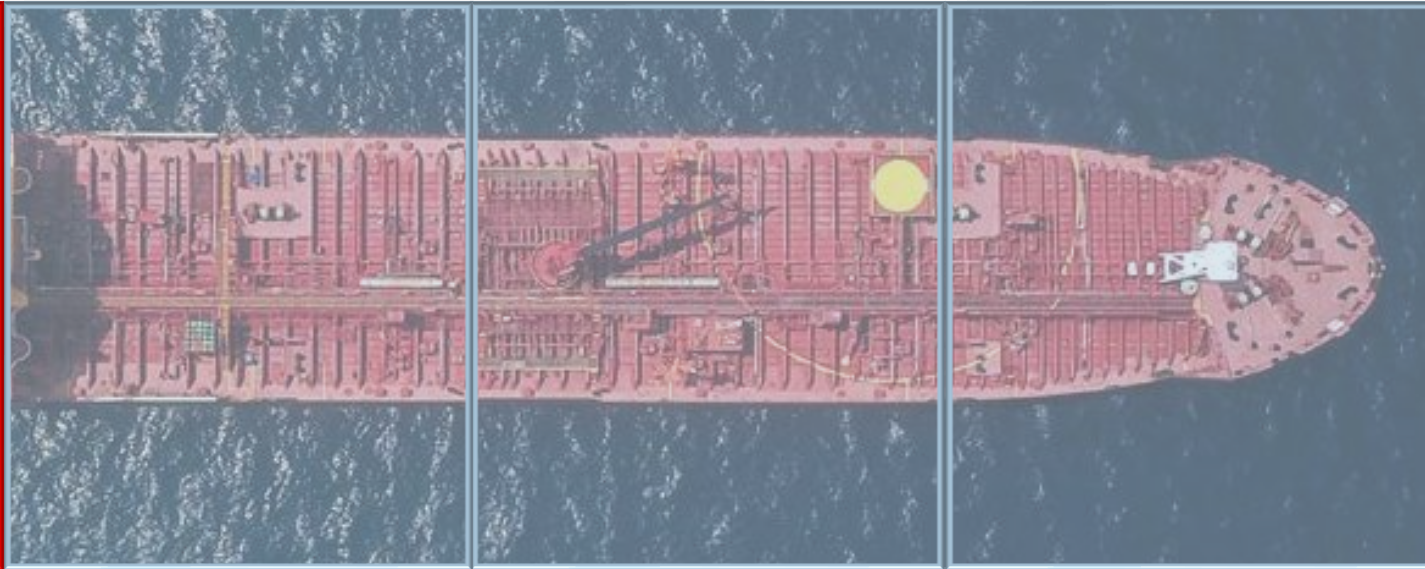
Imbalances of main trade routes in 2017 (UNCTAD)  
TEU = 20' container Equivalent Unit

## Problem

Logistics  
Inefficiency 25% Total traffic  
40M units empties



Empty



## Problem

Logistics  
Inefficiency **50%** of lifetime  
at depots



## Problem



www.mascontainer.com

**MasContainer**  
logistics & trade news

YouTube 477

Portada Noticias Logística Entrevistas Opinión MasContainer TV MasContainer Rad

**Breaking News** nuevo ecosistema de manglar en Ecuador **49 MINS AGO** Smurfit Kappa recibe certificación que g

### La escasez de contenedores agita el comercio mundial



shippingwatch.com/carriers/Container/article12007782.ece

Importado de Inter... ✓ GTD | Task List webmail.enniainge... Inicio de sesión en...

Bulk | **Container** | Tanker

### MSC deploys mega vessels to China to evacuate empty containers



**EPSNews**  
News For Electronics Purchasing And The Supply Chain

HOME NEWS ANALYSIS DISTRIBUTION SUPPLY CHAIN INDUSTRIES RESOURCES

### Container Shortage Begins to Impact Shipping

November 18, 2020 Leave a comment Business/Finance, News Analysis, By News Desk



## Problem

## Current Strategies

TRIANGULATION

Trying to match empty containers with new cargo, minimizing the empty leg

PRICING

Increasing freight rates in the high demand leg, compensating the empty repositioning cost

OPTIMIZATION

Software-based tools trying to avoid the empty movements

MARKETPLACES

Internet-based support to reduce costs sharing the idle equipment between different companies

SELL and BUY

The drastic strategy of selling or dropping containers in the surplus areas, while buying new containers in the deficit areas

## Problem

## Current Strategies

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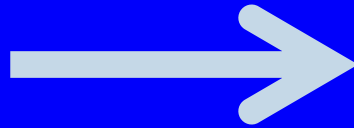
SELL and BUY

The drastic strategy of selling or dropping containers in the surplus areas, while buying new containers in the deficit areas

**NOT WORKING**

## Problem

IMPACT\*



\$20b Cost

200Mt CO<sub>2</sub>

- + Port Congestion
- + Container Shortage
- + Logistic Chaos







Patent ES 2421059B1: March 2014  
International Extension: EEUU, China & Europe

1

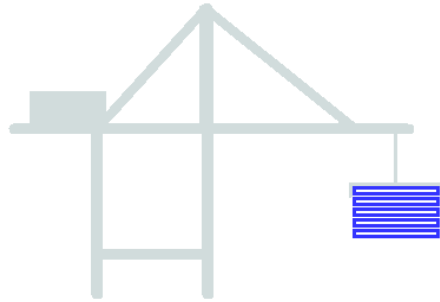
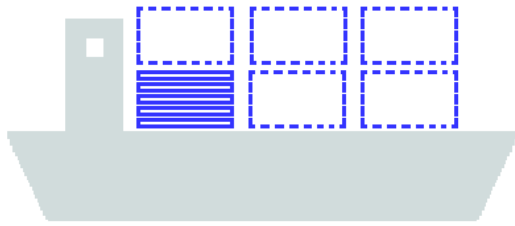


5

ISO/CSC Certified

# Navlandis

## Value Proposal

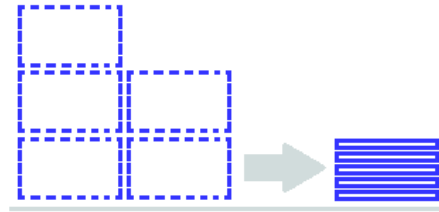
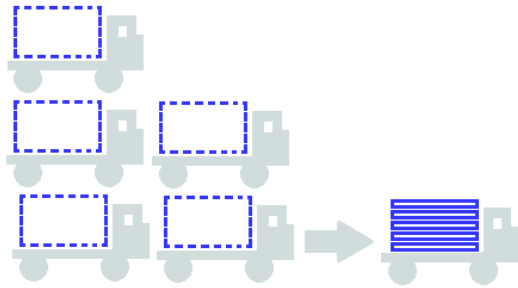


- Cost

+ Efficiency

+ Flexibility

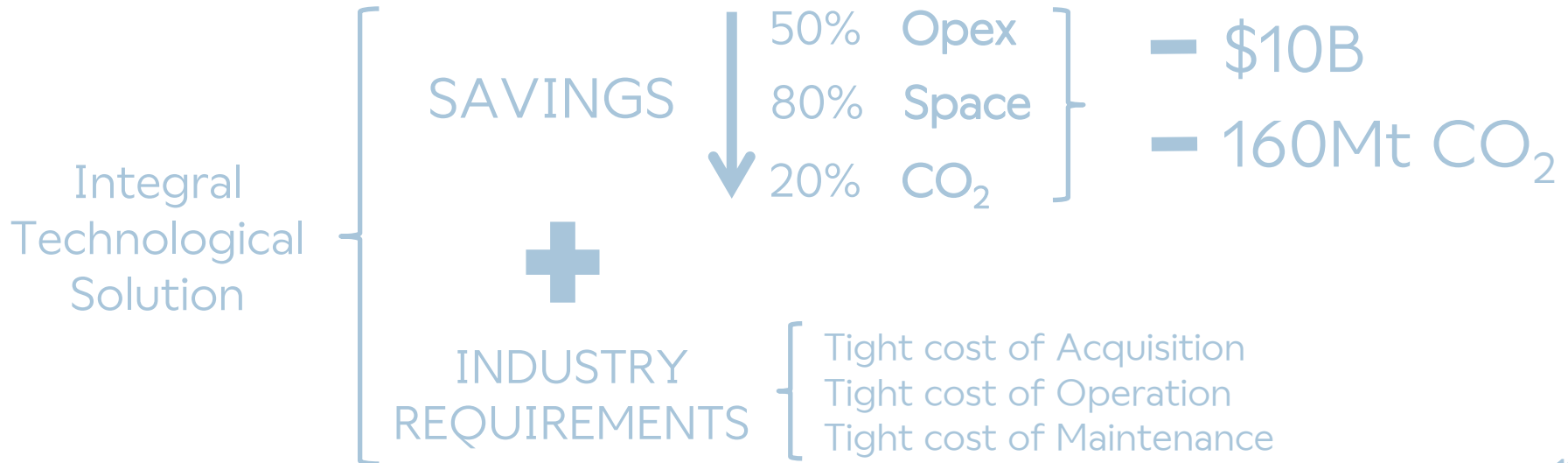
+ Sustainability



## Value Proposal



Shipping Lines  
Logistics Operators



# Navlandis

## Competition



## Main Competitor

### Previous Attempts (given up projects)



### Announced new developments



## Competitive Advantage

DIMENSIONS  
ISO Standard

RESISTANCE  
ISO/CSC Standard

FOLDING-UNFOLDING  
Low Manual Operation

FOLDING-UNFOLDING  
Standard & Max. Automation

PRODUCTION  
Using ISO Spare Parts



DESIGN  
CRITERIA

OPERATION  
Avoiding High Tare Weight

MAINTENANCE  
Avoiding costly repairs  
Simple and Protected Folding mechanisms

## Competitive Advantage



**EASIER**  
to FOLD

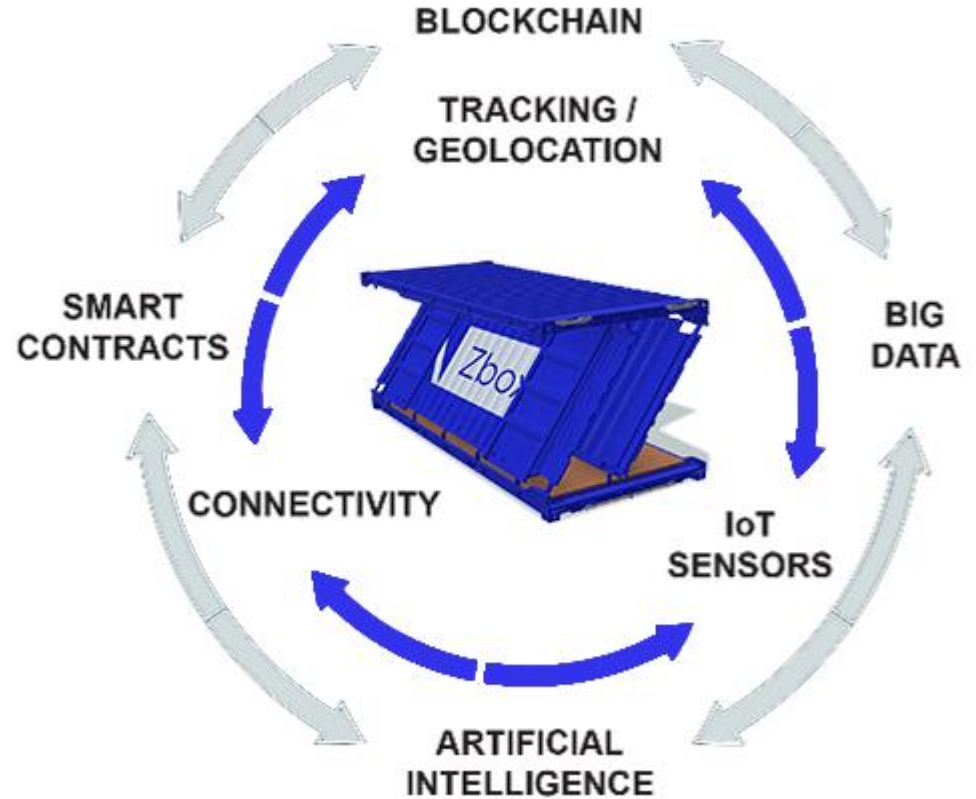
**CHEAPER**  
to PRODUCE

**+ PROFITABLE**  
to OPERATE



## Digital Tools



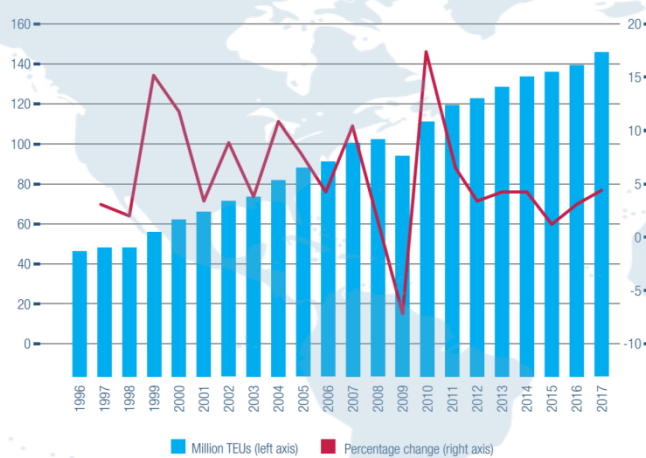


## Business Model

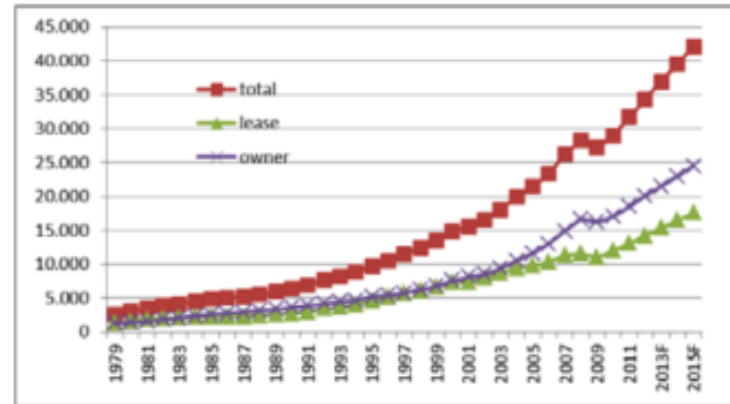


## Market

Figure 1.5. Global containerized trade, 1996–2017  
(Million 20-foot equivalent units and annual percentage change)



Source: UNCTAD secretariat calculations, based on data from MDS Transmodal, 2017.  
Note: Data for 2017 are projected figures.



Source: Drewry Maritime Research, Container Leasing Industry 2012, p. 41, and Containerisation International, Container Leasing Market 2010, p. 38, Table 39, F = Forecast

## Market



\$12B

Global Fleet

40M

Containers

Annual Renovation Rate: 10%

2021:

6M

New Containers

## Commercial Plan

Containers Owners



**Innovators & Early Adopters**  
Showcasing benefits in Pilot Routes

Shipping  
Line

NVOCC  
Operator

Railway  
Operator

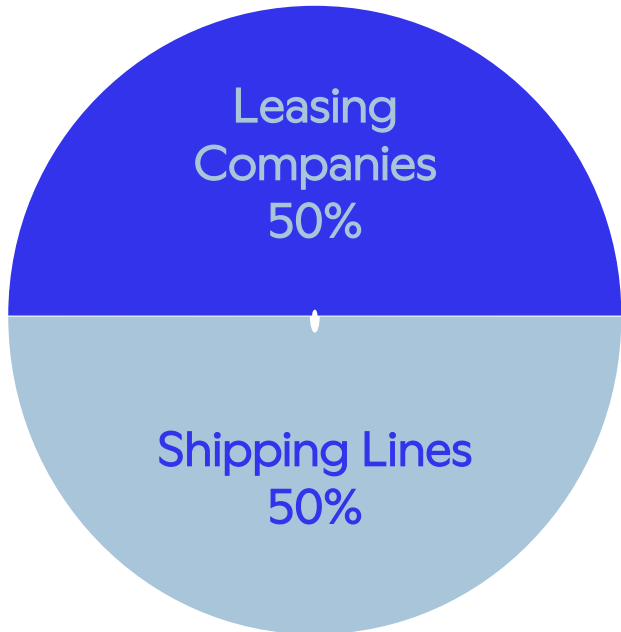
Validating the potential savings and  
the interest in the Business Model

Aiming to start operations

**Minimum Expected Revenues**  
2500€/year per container

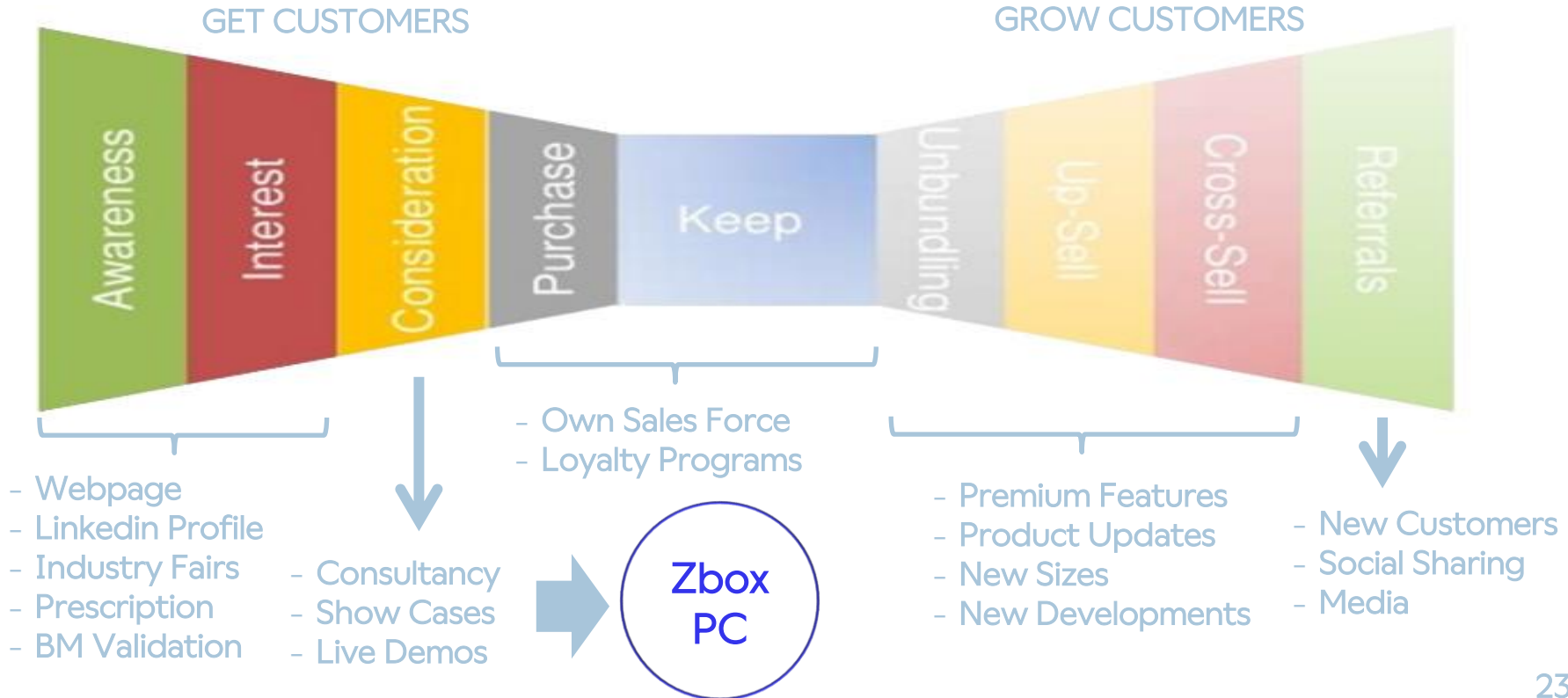
## Commercial Plan

Containers Owners





## Commercial Plan



## Milestones

2013-2014



International  
Patents



Oficina Española  
de Patentes y Marcas



State Intellectual Property Office of The P.R.C  
中华人民共和国国家知识产权局

Novelty & Inventive  
Activity in all claims



**EUIPO**

EUROPEAN UNION  
INTELLECTUAL PROPERTY OFFICE

## Milestones

2013-2014

2015-2016



International  
Patents

First  
Prototypes



## Milestones

2013-2014

2015-2016

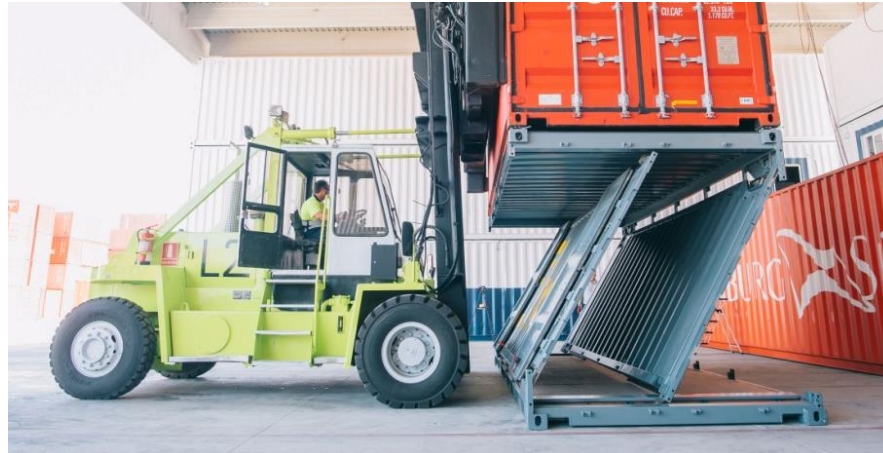
2017-2018



International  
Patents

First  
Prototypes

MVP



## Milestones

2013-2014

2015-2016

2017-2018

2019-2020



International  
Patents

First  
Prototypes

MVP

ISO-CSC  
Certificates

Same features than  
standard containers



Unfolded

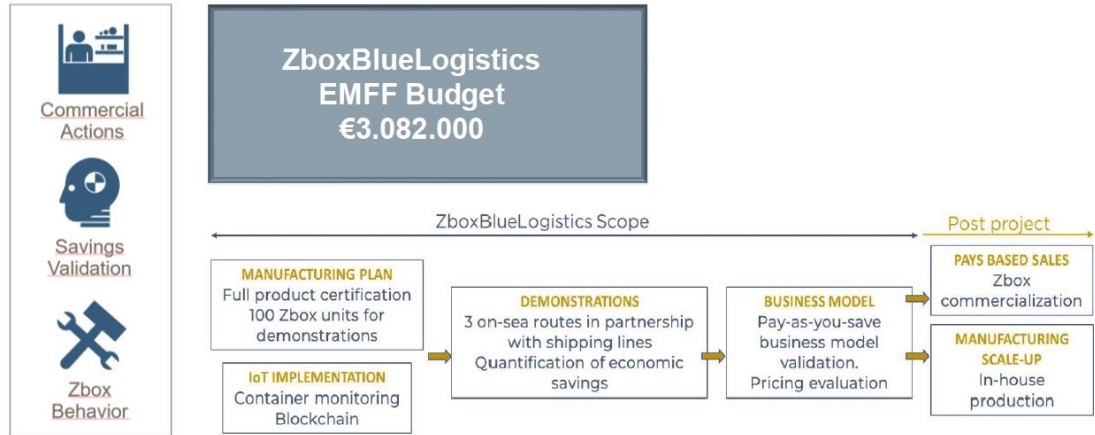


Folded-Single



Folded-Bundled

## Milestones



## Milestones

2013-2014

2015-2016

2017-2018

2019-2020

Q4 2020

2021



International  
Patents

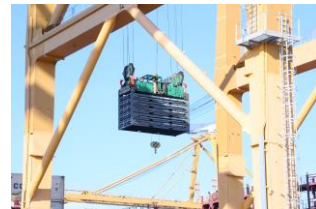
First  
Prototypes

MVP

ISO-CSC  
Certificates

European  
Project

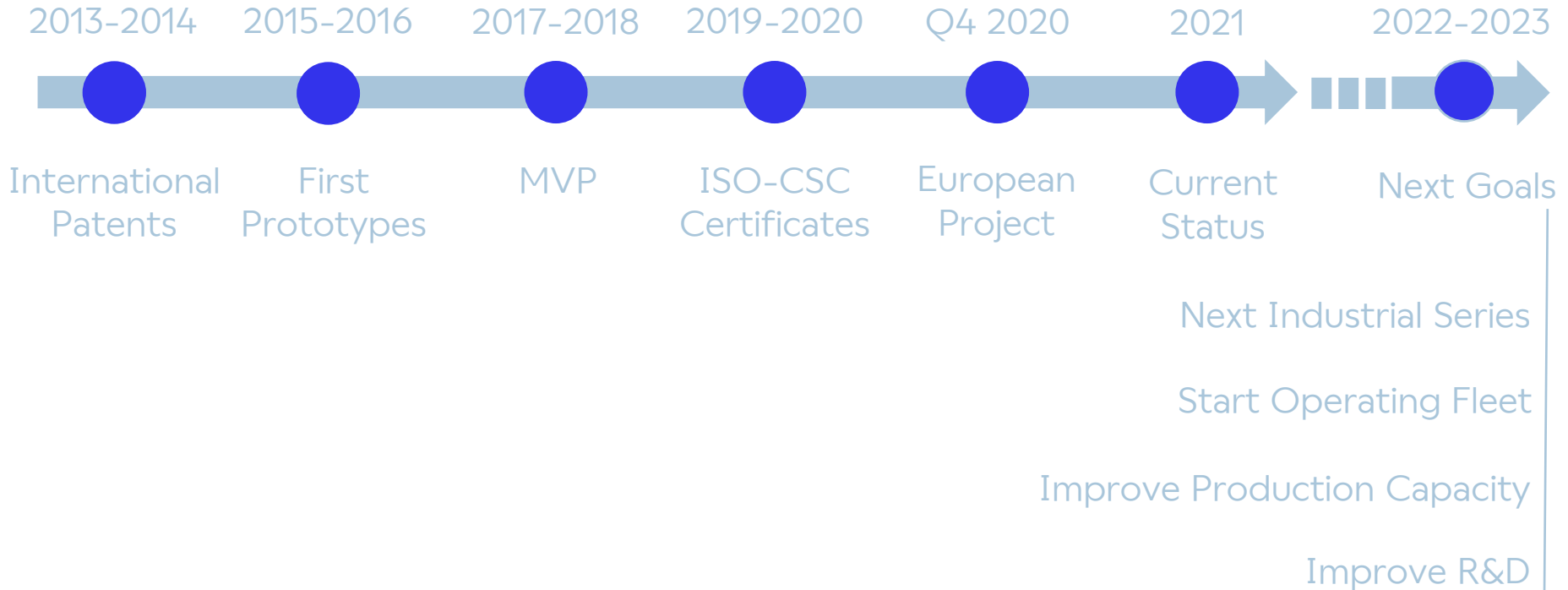
Current  
Status



First Industrial Serie  
Commercial Interest  
Zbox is on the water!



## Milestones



## Funding



## Climate Impact Forecasting



Accelerating the shift to sustainable and smart mobility

Transitioning of industry to a clean and/or circular economy

## GREEN DEAL GOALS & SDG's



# Navlandis



## Team



**External Team**

Paz Guillén Legal	Jungle Media	Luisa Velasquez Marketing
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**Board of Directors**



**Advisory Board**

CFO Forwarder	Ex. CPO Shipping	CTO Surveyor
PM Digital	IP Expert Patents	CEO Investment

## Founder Team

Miguel Navalón CEO. Founder MSc Civil Eng.MBA	Gloria Arandis Advisor. Founder MSc Civil Eng.MBA	Andrés Revert CTO Mechanical Eng.	Vicent Arandis CPO. Founder Industrial Eng.	Toni Martínez LAB Foreman Welding Officer
MANAGEMENT	STRATEGY	DESIGN	PRODUCTION	PRODUCTION

## Staff

Camila Hurtado CMO Industrial Eng.	Roberto Fernández CCO Export Expert	Josep Cucó LAB Welding Op.	Marcel Romero LAB Welding Op.	Héctor Lacasa LAB Welding Op.
MARKETING	COMMERCIAL	PRODUCTION	PRODUCTION	PRODUCTION

## Market Feedback

### GETTING A VERY GOOD FEEDBACK & INTEREST

The problem of empty container transport is real, and it has a huge impact

The foldable container is seen as a smart solution, and Zbox is highly valued

The size, or model required depends on the specific conditions of the route

There are companies willing to pay for our solution, assuming a higher cost Vs standard container, because savings can be profitable

Zbox PC has been very well received by customers, and the interest is growing

### REACHING FIRST DEALS

A large, stylized letter 'N' is formed by a thick blue diagonal line on a white background, extending from the top left towards the bottom right. To the right of this graphic is a solid blue rectangular area containing white text.

JOIN US TO BUILD  
SOMETHING BIG IN LOGISTICS  
SHARE WITH US OUR CHALLENGE



Miguel Navalón. CEO

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