The rules have changed.

Trucksters

Transportation in relays

{of transportation}

Value proposition



Key metrics

3

4

1

Vision 2030 and Sustainability

Team

Problems of the trucking industry: lack of drivers, low profitability and inefficient transit times

Lack of drivers because of harsh conditions Idle vehicles (50-70%) in long distance trucking Transport times not optimized for shippers

100.000 Drivers shortage¹ 50-70% Idle times²



1

(1) According to the International Road Union (2018); (2) In any given week, drivers could drive only 45h (37% of potential time); (3) See next slide

Trucksters solution: Implementing a driver relay system offering non-stop transport services

Before

1 driver drives **1 truck** 9h per day (max. 650km per day)



1.300 km - 30h

With Trucksters

Driver relay: One driver drives 4,5h one-way, and then he switches with another one going in the opposite direction. (One truck could be driven 1.800 per day)

1.300 km - 18h

- Road transport services with **air freight times**
- Cargo security as the truck does not stop
- Better life quality for the truck drivers

Trucksters benefits: thanks to our technology, we offer better transit times, less costs, more security and less environmental impact





Using the best technology, which is developed in-house (AI, predictive models, mobile app, etc)

- Full understanding of our Customer business to adapt our service to their needs
- Integration with client's systems to provide the best traceability
- Cost-effective: premium services at a normal cost

impact

Comparison: Trucksters' relay system is more efficient that traditional transportation (Metrics assuming a 1900km route)

Traditional Option B:

Double driver

Traditional Option A: 1 driver

Transit Times:

48h

Approximate Costs:

0.97€/km

6

Days out / week:

Transit Times:

Approximate Costs:

1.05€/km

3

38h

Days out/ week:

Approximate Costs:

27h - 31h

Trucksters Options:

0.98 - 1.05 €/km

Days out/ week:

Transit

Times:

* Estimate Metrics. Costs assuming roundtrip prices

Our technology: We enable the driver relays with an AI platform that connects drivers with trucks and coordinates all the system



- Planification and forecasting of relays, drivers and trucks, including matching
- Reaction with specific changes and orchestration of all parties
- Evaluation of KPIs and identification of improvements





E-Ops

Drive

• Tool for Trucksters traffic agents

- Visualization and tracking of truck orders (e.g. ETAs, incidents, etc), with integration with IoT devices
- Document management for all the journey (e.g. delivery notes)

- Tracking of drivers performance and truck localization
- Live communication + Chatbot
- Live navigation controlled by E-Ops
- Driver **exchanges** procedures



Our value proposition: we benefit the entire ecosystem, working collaboratively with all stakeholders



Shippers: e.g.: Amazon, P&G, Estrella Galicia



Logistic operators: e.g.: Seur

companies:



Better service to their clients (shippers)
Simpler ops (instead of managing multiple fleet providers, they talk only with Trucksters)

More revenues per asset (increasing up to 2x their vehicle utilization)

- Less operative costs (10-15% reduction)
- Opportunity to find drivers due to better working conditions

Better life quality, expending almost everyday at home





Drivers: Employed by fleet companies

e.g.: Waberer

Fleet

Client case: Our clients say that their operations have improved considerably thanks to our service

Client Case

Company:



Trucksters Solution



1.300 km - 18h

Rute:

 Galicia <> Barcelona • 1300 km Daily round-trip

Previous

• 3 drivers, 3 trucks Operative: • Single driving



• delivery in 30h • Drivers 3 days+ / week out of home

Trucksters • 4 drivers, 2 trucks Operative: • Driving in relays

- Trucksters Delivery in 18h (-40%)
- Metrics: Drivers 0 days out of home / week
 - 10% cost reduction
 - -1 truck on road

Testimonial



Revenue model: we invoice our clients (shippers and logistic operators) and we pay fleet companies

Revenue model: "transport operator as our clients; fleet companies as our providers"



Margins: We get around 5-15% of the total revenue, subject to each specific route and optimizations

Payment flow per truck – Example: Barcelona-Budapest route (19.500km per truck)





Competitive advantage: scalable model and high entry barriers because of network effects

Scalable business model We don't compete with current players for volumes. We leverage on third party assets and commercial relationships to scale faster with a relatively small team

We don't have assets, which allows us to scale financially

High entry barriers

The more the traffic density, the higher the operational efficiencies. The coordination itself improves with higher density, as it allows to better driver relay systems and more flexibility. Once we concentrate an specific route, then it's hard for a new player to achieve similar operational efficiencies.

Our Al improves with time and experience, as it also gathers data from previous operations, which allows for better planning and better algorithm designs



Value proposition



Key metrics

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Vision 2030 and Sustainability

Team

Since the founding of the company, we have scaled the team from 3 to 10, raised 2 investment rounds and coordinated more than 300.000 km

require 'rspec/rails



We work with multiple top-tier clients, mainly from the CEP (Courier Express & Parcel) and the food sectors

















The 1st year of operations was divided in three key stages: now being a transitory moment to focus on international European routes

	nemine ¹ contained (Spain)	2 Transition	3 International (Europe)
Months	Feb '19Mar '19Apr '19May '19Jun '19Jul '19Aug '19Sep '19	Oct Nov Dec '19 '19 '19	Jan Feb Mar '20 '20 '20
Monthly GTV ^{1,}	 Growing at 40% monthly GTV¹, from €9k (Feb'19) to €50k (Jul '19) Summer season with low demand 	 Reducing our exposure in national routes (€20k monthly GTV) 	 Expecting to grow at 40% monthly GTV¹, reaching €60k in Mar
Routes and av. distances	 Focus on key Spanish corridors (e.g. Madrid-Barcelona, Galicia-Basque Country, Valencia-Barcelona). Distances ranging from 450km to 650km 	 No opening of new routes 	Focus on main international corridors departing from Spain.
Primary goals	 Building up our Ops, Tech and Commercial team (from 3 FTE to 13 FTE) Acquiring main clients in Spain to leverage later for the international routes Acquiring drivers for our database, reaching 1.400 drivers in Sep 2019 Implementing operational procedures to improve our unit economics (e.g. empty km from 30% to 10% in Sep 2019) Developing and implementing our technology: Traffic Agents tool (e-Ops) + Planner (BrAIn) + Mobile app (e-Drive)) 	 Implementing key learning in our ops (e.g. changing fleet providers) Focus on acquiring clients for int. routes Der com clients for int. 	monstrating our differential npetitive advantages to our ents (e.g50% transit times, - % ops cost), which come from • model being implemented in g-distances owing in key CEP (Couriers + press + Parcel) clients (e.g. ur, Correos, DHL, etc.)

(1) GTV stands for Gross Transactional Volume, which is the equivalent of number of trips * average price paid per trip (full transport fee)

Our first 2 months of internationalization were intense, growing at more than 40% weekly and working for clients like Seur (Geopost)



(1) Compound weekly growth rate



We expect 2020 to be the year of our internationalization, expecting to reach ~€300-400k monthly gross revenues (GMV) by Dec2020

2020 plan - monthly shipments and expected monthly GMV for 2020





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Prevent database transmission
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Value proposition



3

4

Key metrics

Vision 2030 and Sustainability

Team

Trucksters' vision is to evolve from a smart operator into an autonomous trucking technology provider



Trucksters Vision 2030 - Relay-as-a-Standard

Relay-as-a-Standard

Relay-as-a-Service

F.A.T.S. Full Autonomous Trucking System

Objective: Implement relays as an industry standard

How:

- 1. Offering a service quality and prices which are unmatchable with the traditional transport model
- 2. Incorporating leading Shippers and Operators into the client portfolio
- 3. Being present in the key European corridors (+ one other market)

Key Developments:

- I. Organically built technology required to plan and execute relays
- II. Extensive network of providers through the different corridors (gas stations/ parkings, workshops, fleet companies)
- III. Renowned brand in the industry



Example of Trucksters' potential coverage



Trucksters Vision 2030 - Relay-as-a-Service

Relay-as-a-Standard

Relay-as-a-Service

F.A.T.S. Full Autonomous Trucking System

Objective: Monetize all the players in the transport industry

How:

- Creating a service ecosystem (Relay-as-a-Service) that benefits all the players. The ecosystem is created by opening up the technology and corridor infrastructure developed in the Relay-as-a-Standard phase to external players
- 1. Incorporating new business streams, such as getting commissions from provider network, SaaS subscriptions, or monetizing driver availability

Key Developments:

I. Our technology starts automating most of the operating process of trucking through extensive data collection and validation through use case testing



Trucksters' service ecosystem and offer to the different players of the industry (Shippers/ Operators, Fleet companies and Drivers)

Trucksters Vision 2030 - F.A.T.S.

Relay-as-a-Standard

Relay-as-a-Service

F.A.T.S. Full Autonomous Trucking System

An automated supply chain will result in fundamental business model change for freight forwarders, truck operators, and long-distance truck drivers. These roles will cease to exist in their traditional form, eliminating parts of the industry entirely. OEMs will transform themselves into "mobility-as-a-service" (MaaS) providers, with fleets of trucks positioned throughout major global regions.

> PWC Strategy& Report 2016 - The era of digitized trucking. (Perspectives on trucking in 2030)

with Trucksters' help



Trucksters Vision 2030 - F.A.T.S.

Relay-as-a-Standard

Relay-as-a-Service

F.A.T.S. Full Autonomous Trucking System

Objective: Monopolize the Autonomous Trucking Market

How:

- 1. Our technology will have automated most part of the operations process of a truck: Route Planning, Resource Allocation, Traffic Control, Driver Communications, Spot Cargo Acquisition, etc. The last part to be automated will be the **driving**
- 2. Trucksters will partner up with OEMs and autonomous driving technology providers to provide them with **F.A.T.S.** - The technology through which the whole transport process can be automatized.
- 3. The relay infrastructure built will be a waystone to partly autonomous driving, which will further advance into full autonomous driving

Key Developments:

I. Partnerships with OEMs and autonomous driving tech providers



Phase 1 - Partly Automated and Remote controlled trucking

The relay infrastructure will be used to automate part by part a longer route. Also, remote control technologies will be used to supervise the Automated Driving



Phase 2 - Fully Automated trucking and freight control tower

Once trucking is fully automated, Trucksters will become the Technology Partner of OEMs and the control tower of the world's road freight movements



Trucksters can leverage its relay infrastructure to make a great impact on the environment

From the total global greenhouse gas emissions, 15% come from transportation (the 2nd biggest percentage). In the US, 24% of total transportation GHG emissions come from Medium and Heavy-Duty Trucks.

> Center for Climate and Energy Solutions. United States Environmental Protection Agency.



Trucksters can leverage its relay infrastructure to make a great impact on the environment

В

How Trucksters' model can help reduce emissions

Ease of fleet renovation

Α

The relay model permits trucks to operate more kilometers per month compared to traditional transportation. (12000 km / month vs 25000+ km/month) Hence:

- I. The same amount of demand (if calculated by tons/ kilometers) can be operated with less trucks. This reduces costs of fleet renovation (instead of substituting 3 old vehicles to 3 new ones, there is only need for 2)
- II. Alternative energy fueled trucks (LNG and Electric) gain a competitive advantage over fossil fueled vehicles. They have higher fixed costs, but lower variable (fuel) costs. Their business case makes much more sense in a relay model.

Increase in modal share

Trucksters' relay system can compete with the delivery times of intra-European Air Cargo, at the fraction of its cost. This would attract more share of freight transportation to the roads. Hence:

. CO2 emissions will decrease, since average emissions in grammes for Air Freight are **500g, compared with 60-150g** for a modern truck **(up to 88% reduction)**. This difference is even more accentuated if we use alternative energy fueled vehicles



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Value proposition



Key metrics

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Vision 2030 and Sustainability

Team

Trucksters is a new Spanish company backed by leading corporations and VCs with the goal of optimizing long-distance trucking

Trucksters











Our team combines technology and operations, youth and experience...

Luis Bardají – CEO ex-strategy consultant



Gabor Balogh – CSO B2B sales +6 languages



Ramón Castro – CPO optimization models for transportation

Fine

Ismael Muñoz – Operations +6 years in transportation (ex-Logesta)



Enrique García – CTO experience as CTO in other startups



Trucksters' Management Team

Patricia Perez – Finance & HR experience as head of finance in other startups Lucía Tajuelo - Algorithms MSc Mathematics





And it's composed by a total of 11 FTEs and 2 interns

require 'spec_helper'



Thank You together@trucksters.io

