

DELIVERY

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graph LR; 1[01 Shippers book spare space in minutes and it moves the same day] --> 2[02 Post a load]; 2 --> 3[03 Match live capacity]; 3 --> 4[04 Track to the door]; 4 --> 5[05 Carriers get paid];
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01 Shippers book spare space in minutes and it moves the same day

02 Post a load

03 Match live capacity

04 Track to the door

05 Carriers get paid

Shippers enter size, pickup and deadline to enter a request

We match loads to trucks already on the route, priced in real time

Live tracking and proof of delivery in under 1 hour

Carriers earn on space that used to sit empty, paid within 48 hours

Regional part-load freight is a €14B market in our first three countries

Country	Freight Rate	Serviceable Market
Portugal	€14B	Total addressable market
Spain	€2.1B	Serviceable market
France	€160M	Obtainable by 2029

Portugal regional freight: 1M - 1M, 1M
 Shipments under 10 loads a month
 2.5% of serviceable market

Monthly bookings grew eight-fold in nine months with no paid marketing

Leads: 1000 per month, 1000 leads

Month	Bookings
Jan	0.6
Feb	0.8
Mar	1.1
Apr	1.9
May	3.0
Jun	3.8
Jul	5.4
Aug	6.1
Sep	6.6

Growth is organic and repeat-driven

- 50% of bookings come from returning shoppers
- Gross margin per lead reached 25% in September

Marketing Spend: \$0

COMPLEXITY

We are the only player that is both instant and built for small shops

Fit for small shops

High

Low

Scope

Instant

Delayed

BASIC IDEAS

CLEAN SPACES

RECURSIVE HYPERPARAMETERS

DEEPER & LOUDER BOMBS

LOCAL BOMBERS

Fusion

Large Datasets

Multiple Models

Twitter Project

WUOLAH! MEMOR!	
Each load earns a 21% take rate and pays back acquisition in two months	
Unit economics	Per load
Average booking value	\$317
Take rate	21%
Contribution after payments	\$151
Shopper acquisition cost	\$115
Payback	2 months
Marketplace economics from day one Take rate holds as volume grows because matching improves	

A team that has built marketplaces and run fleets

Maya Lindqvist VP	Tomas Ferreira CEO	Ana Kowalska CEO	Jonas Weber Head of Ops
Built the shipper side of a European food broker to 40k users	Led routing and pricing engines at a ride-hailing scale-up	Ran a 300-truck regional fleet for eight years	Grew B2B self-drive revenue from zero to €2.5M ARR

Source: Twitter profiles (March)
Facebook Pages. Last used 2018

THE AUK

€3M seed takes us to three countries and break-even in 2028

business objectives

mission

Raise €3M seed to launch the Netherlands and Poland and reach 25k loads a month

- 1** Launch in the Netherlands with two anchor carriers
Q1/20 - Q1/2021
- 2** Ship dynamic pricing v2 and carrier app
Q1/20 - Q1/2021
- 3** Enter Poland via cross-border lanes
Q1/20 - Q1/2021

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