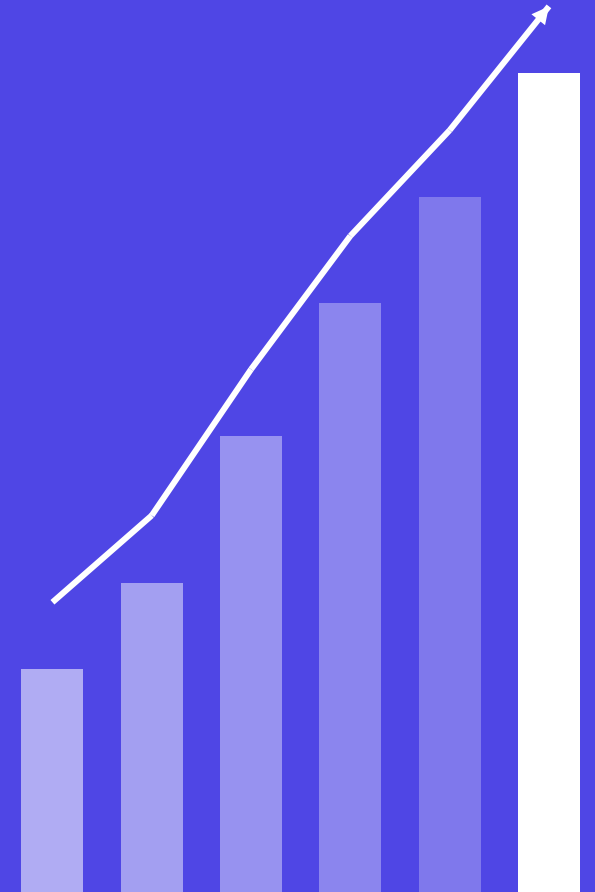


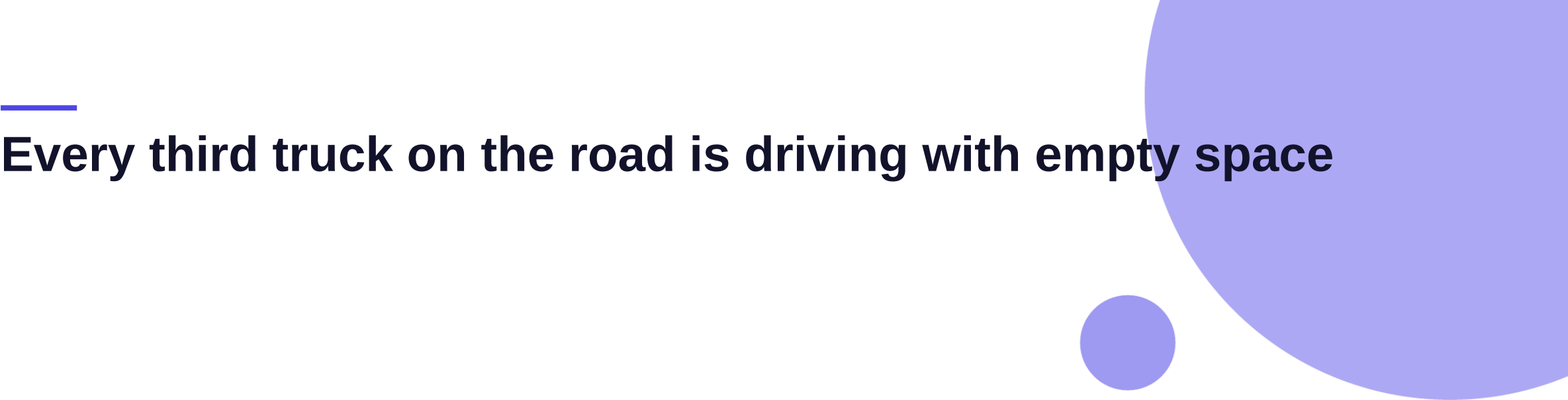
SEED ROUND · 2026

Fabrikam turns idle truck space into same-day freight

A marketplace that fills the 31% of truck capacity that drives empty every day

Maya Lindqvist, CEO · October 2026



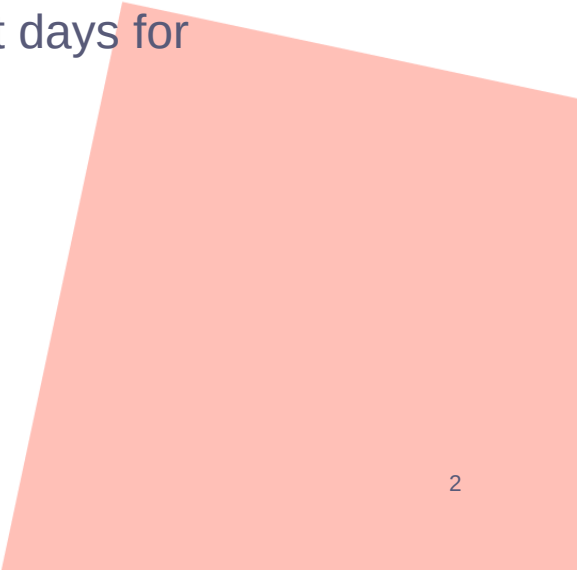


Every third truck on the road is driving with empty space

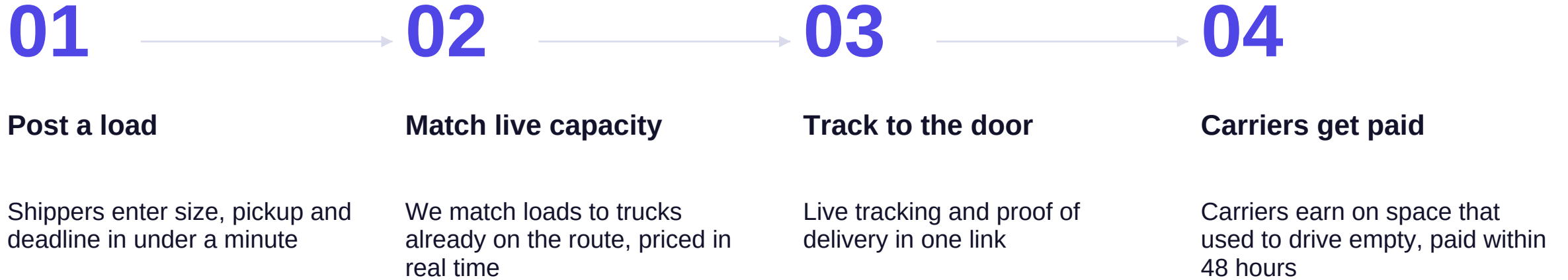
31%

of regional truck capacity runs empty

Small shippers still pay for full loads or wait days for consolidated freight.



Shippers book spare space in minutes and it moves the same day



Illustrative data. Source: Fabrikam platform metrics, Sep 2026

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

€14B

Total addressable market

Part-load regional freight, DE · NL · PL

€2.1B

Serviceable market

Shippers under 50 loads a month

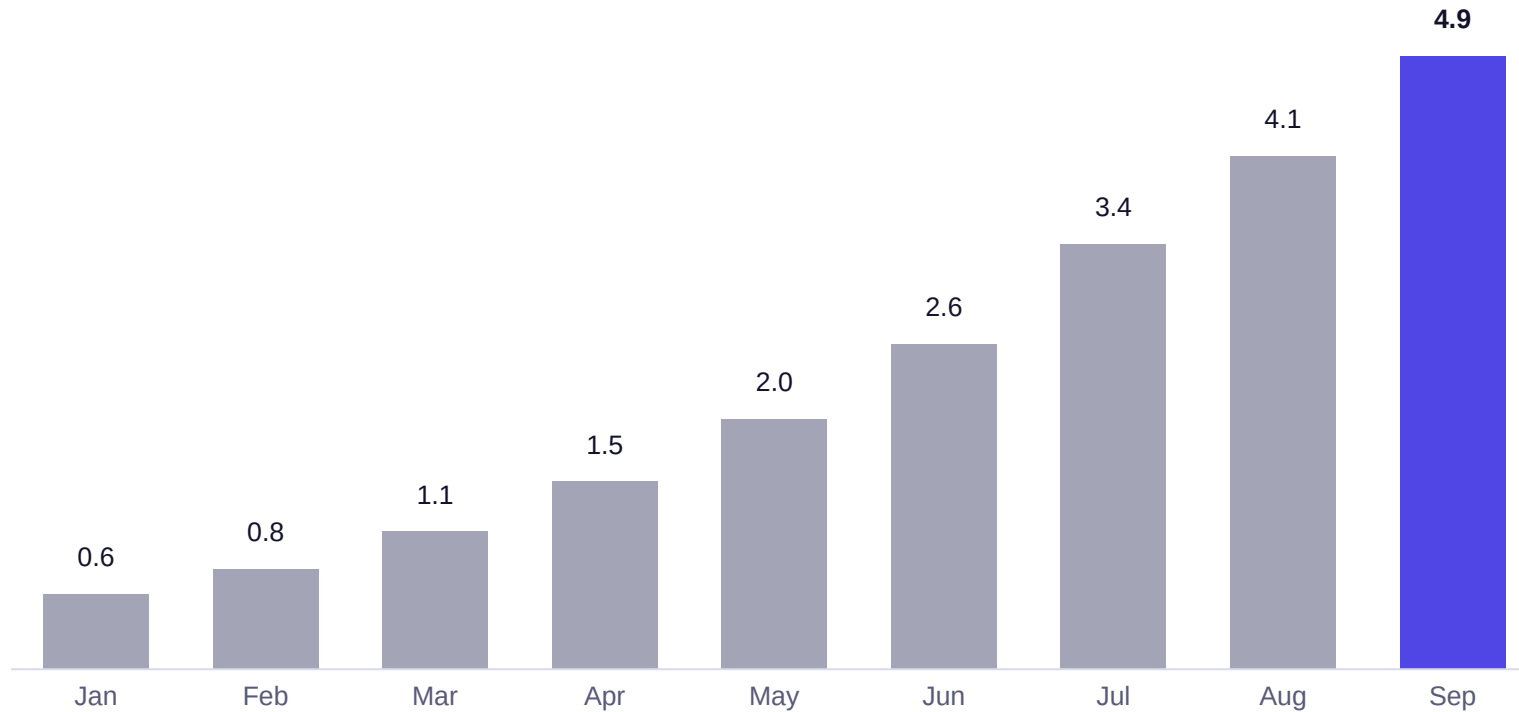
€160M

Obtainable by 2029

7.5% of serviceable market

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

Loads booked per month, thousands



Illustrative data. Source: Fabrikam platform metrics, Sep 2026

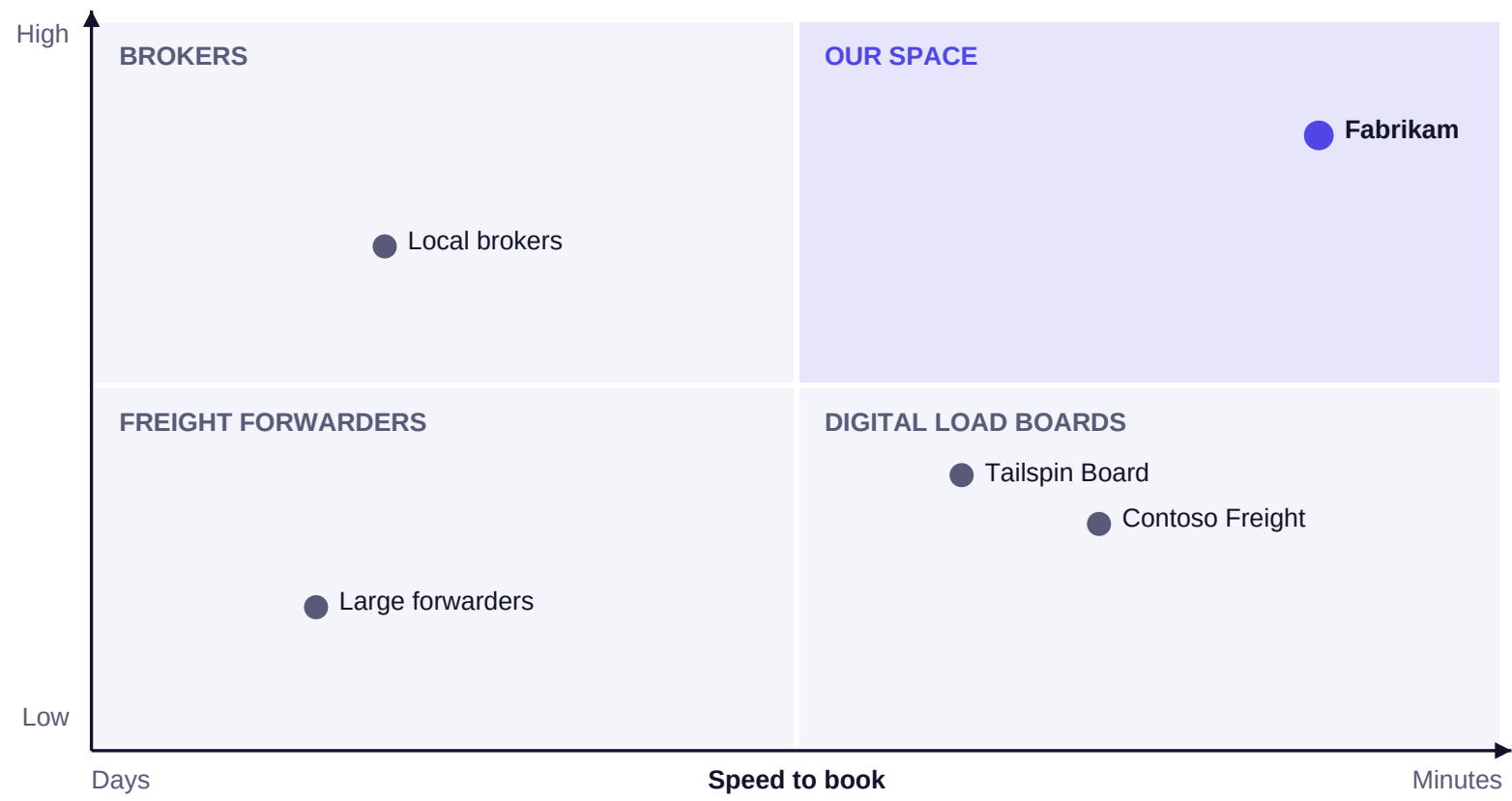
Fabrikam Freight · Seed round 2026

Growth is organic and repeat-driven

- 68% of bookings come from returning shippers
- Gross margin per load reached 21% in September

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

Fit for small shippers



Each load earns a 21% take rate and pays back acquisition in two months

Unit economics	Per load
Average booking value	€310
Take rate	21%
Contribution after payments	€58
Shipper acquisition cost	€115
Payback	2 months

Marketplace economics from day one

- Take rate holds as volume grows because matching improves

Illustrative data. Source: Fabrikam platform metrics, Sep 2026

A team that has built marketplaces and run fleets

Maya Lindqvist

CEO

Built the shipper side of a European load board to 40k users

Tomás Ferreira

CTO

Led routing and pricing engines at a ride-hailing scale-up

Ana Kowalska

COO

Ran a 300-truck regional fleet for eight years

Jonas Weber

Head of Growth

Grew B2B self-serve revenue from zero to €12M ARR

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

DECISION REQUESTED

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

1

Launch in the Netherlands with two anchor carriers

COO · Q1 2027

2

Ship dynamic pricing v2 and carrier app

CTO · Q2 2027

3

Enter Poland via cross-border lanes

CEO · Q4 2027

Illustrative data. Source: Fabrikam platform metrics, Sep 2026

A large purple circle is partially visible in the top right corner. A smaller purple circle is located to the left of the large one. In the bottom right corner, there is a large orange triangle pointing towards the center.

Let's fill the empty space together

Data room and product demo available on request

maya@fabrikam.example