

**JOIN
CARGO** 

“UBER FOR CARGO LOGISTICS”

LOGISTICS MARKETPLACE

Roxane Koutsolouka - CEO

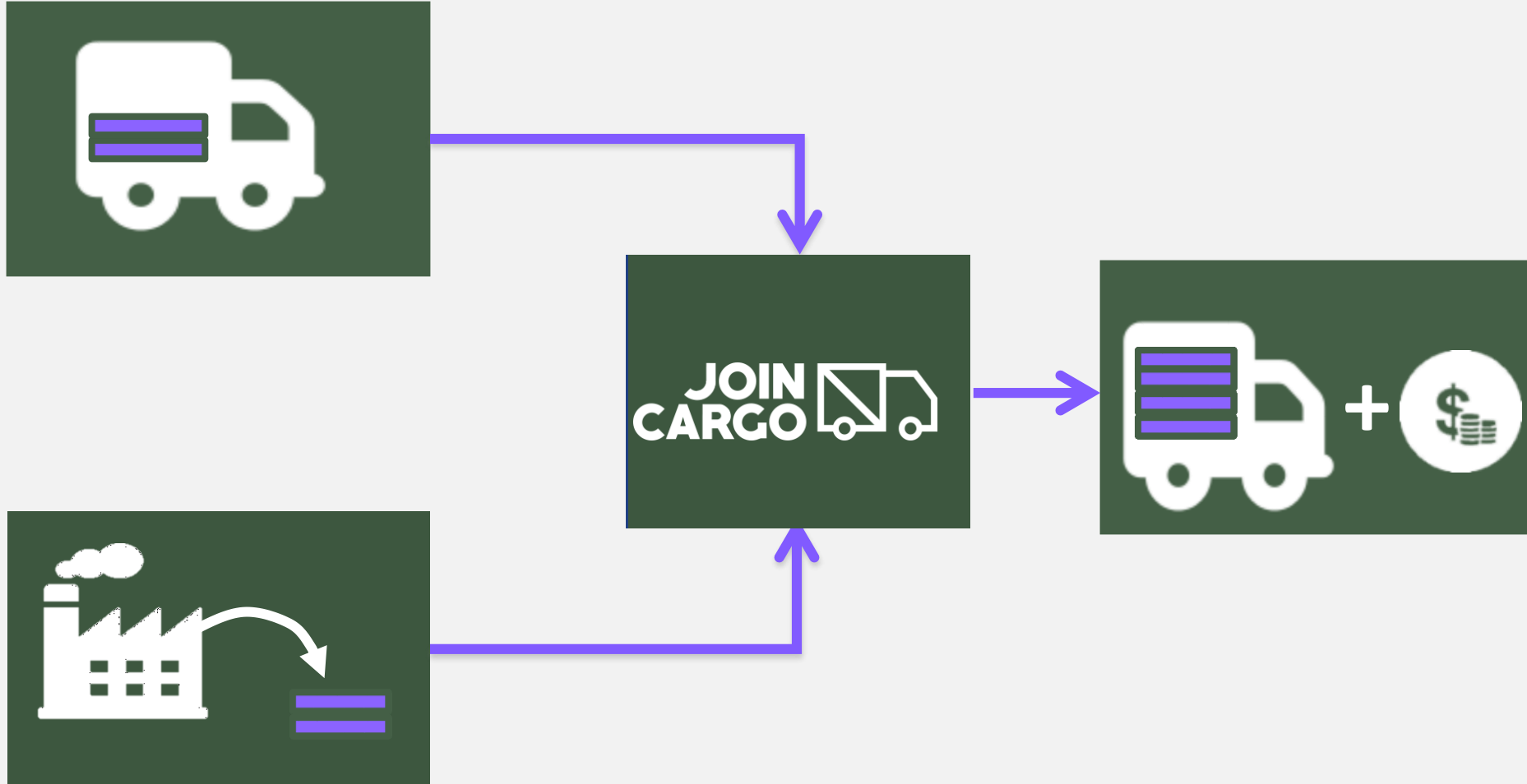
Problem: Empty trucks – Mismatch

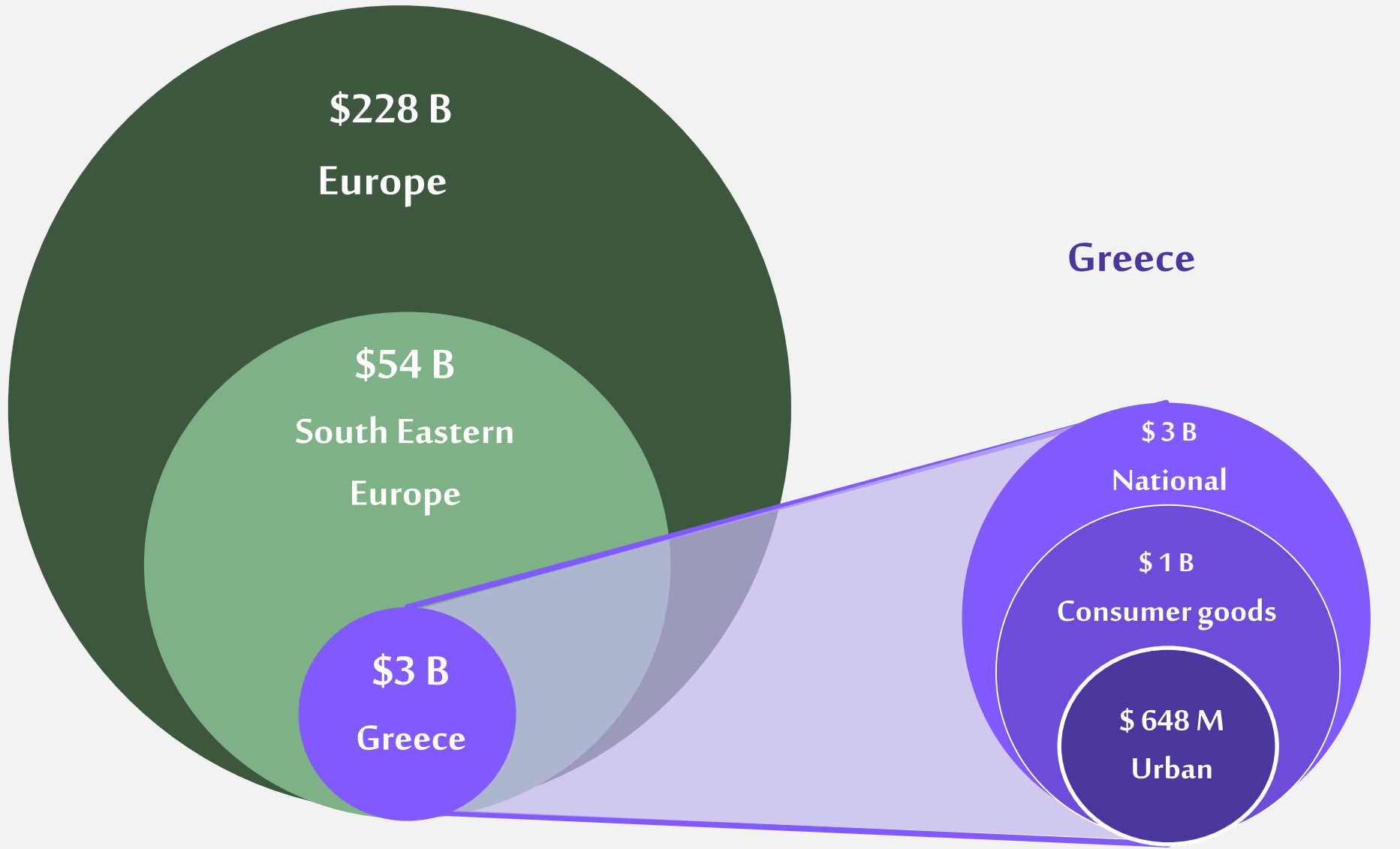


Fragmented & Analog

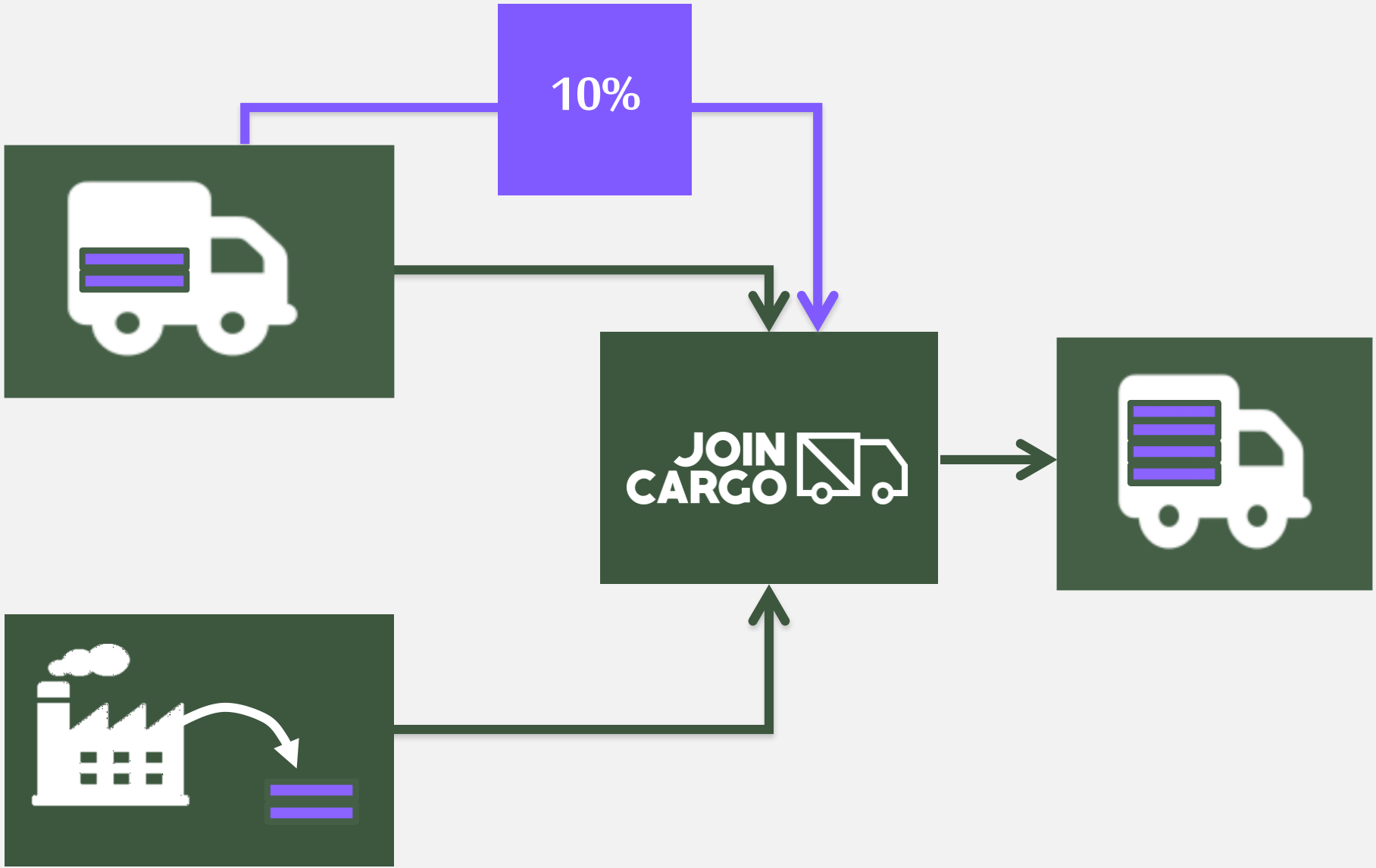
National: 26 % empty

Value Proposition : Marketplace

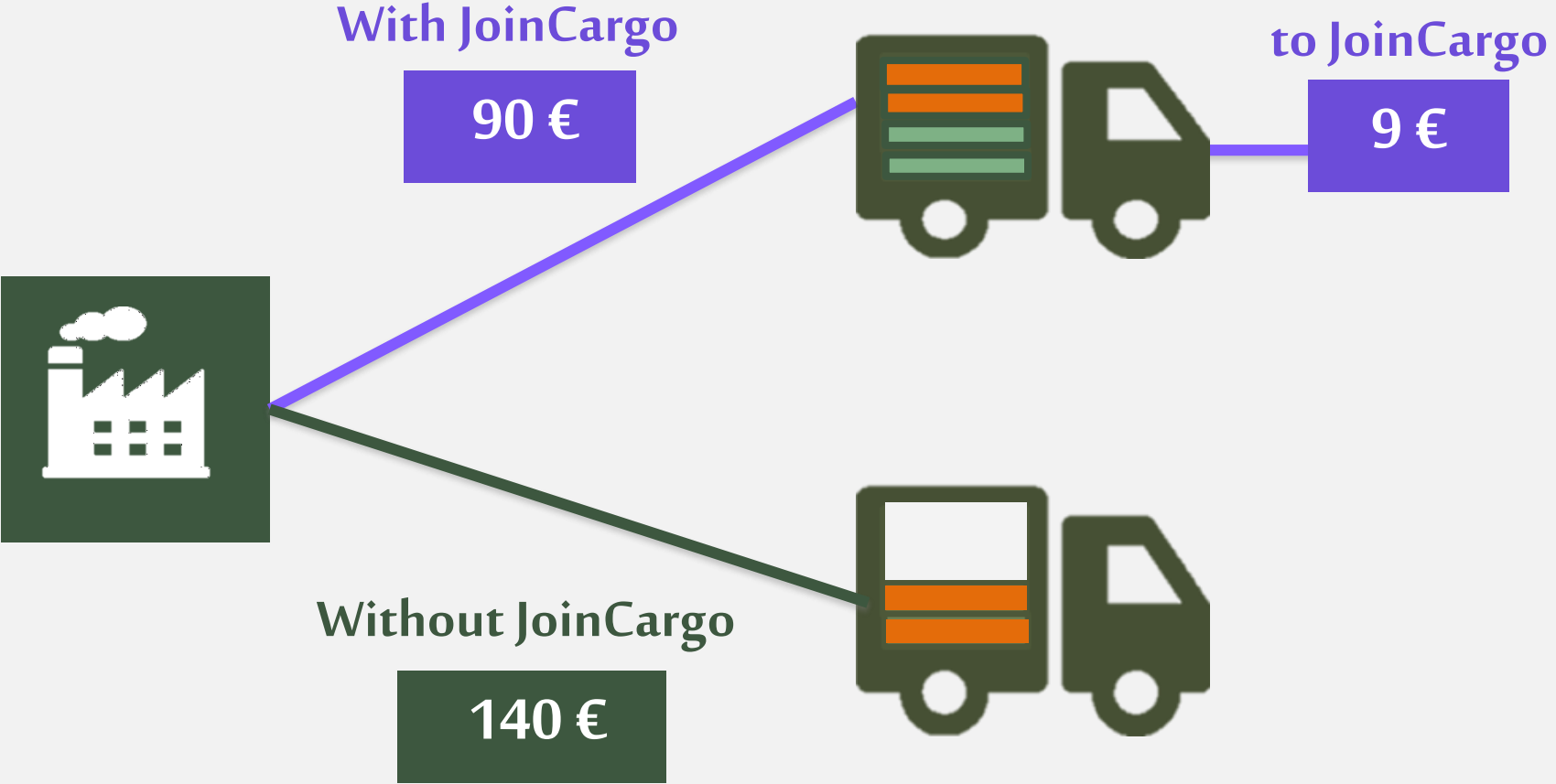




Business model: 10% of transaction value



Business model: 10% of transaction value



Partnerships
Association
Exhibitions/
Trade shows
Cold Calling



Transport companies
Association



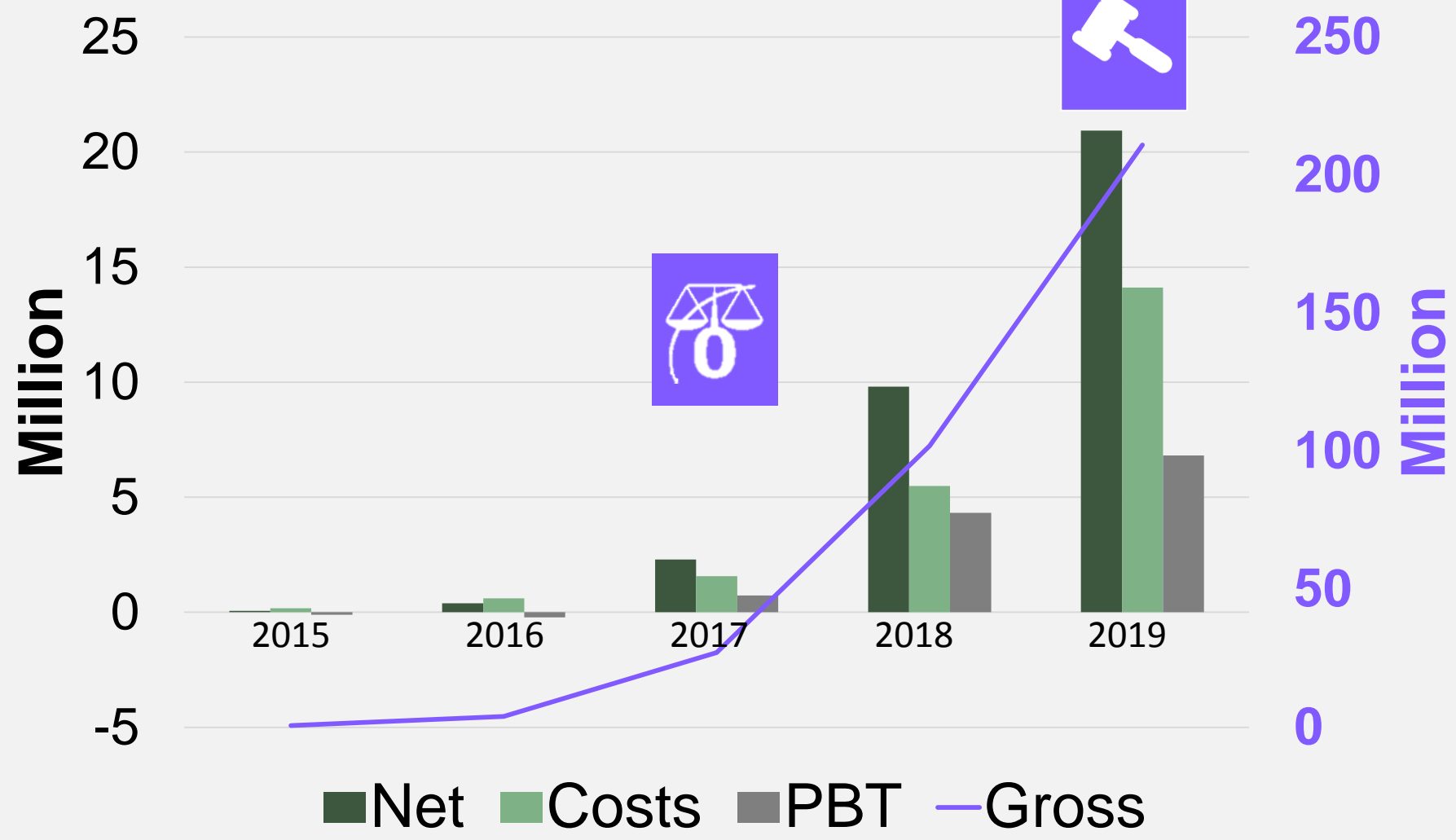
Competitive advantage: One to One matching



	Fast & Easy Match	Shipper: Save Money	Carrier: More profit	Bidding process	Unique Selling Selling Point Point
JoinCargo				N/A	1 to 1 match match
Phone					
Metagora					Forum
Truckbird/ Nestcargo					
Timocom/Tele route					
Transport company	✓				

Net

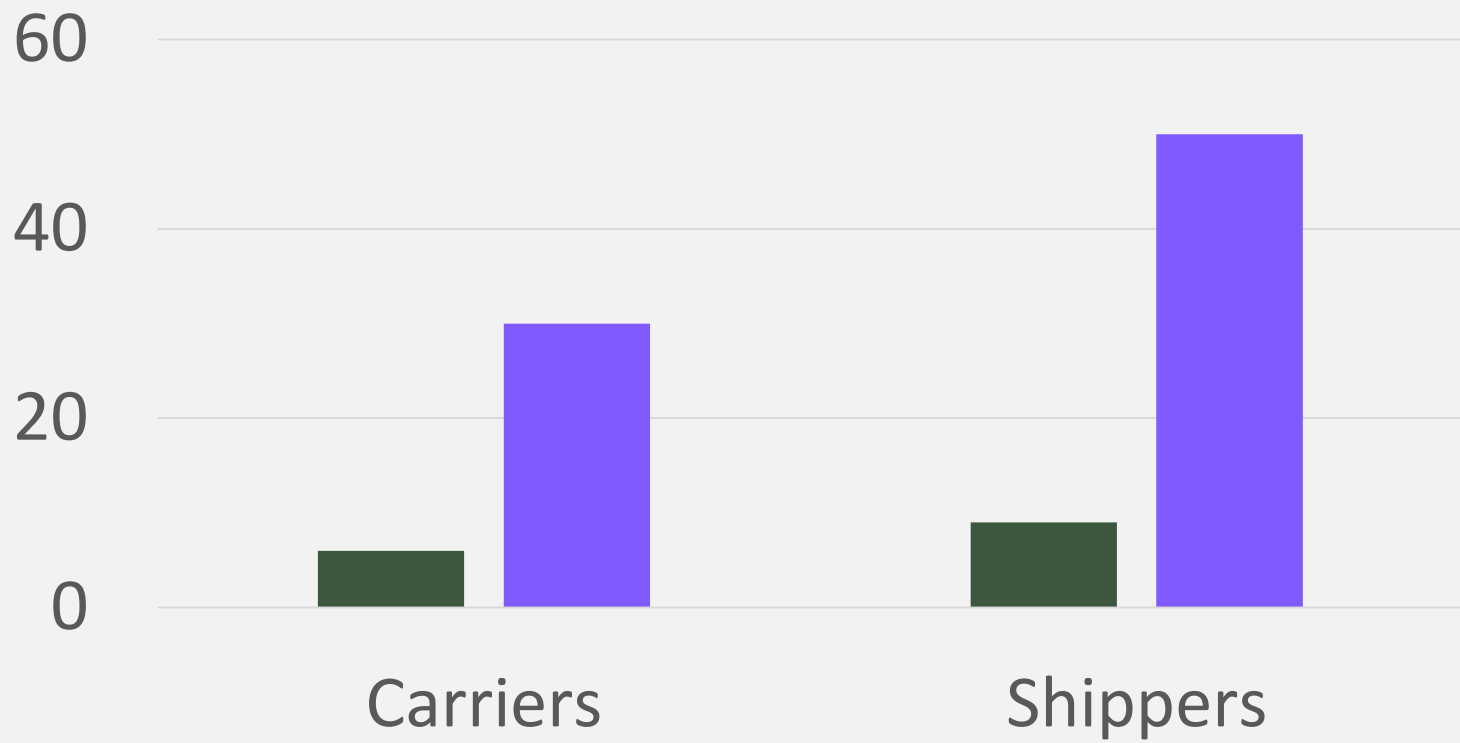
5 Year Projection



Beta

Customers

■ Active ■ Prospects



The TEAM



Roxane

CEO

Supply Chain Manager
Business Administration
(Transport, Distribution,
Logistics)



Alex

Software Engineer

Senior Software
Engineer/
Scrum master
Applied Mathematical
and Physical Sciences



Aris

Software Engineer

Software Engineer/
Scrum developer
Informatics and
Telematics

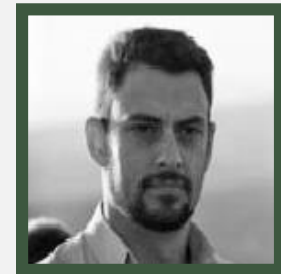


Antoniadis

Diakinisi



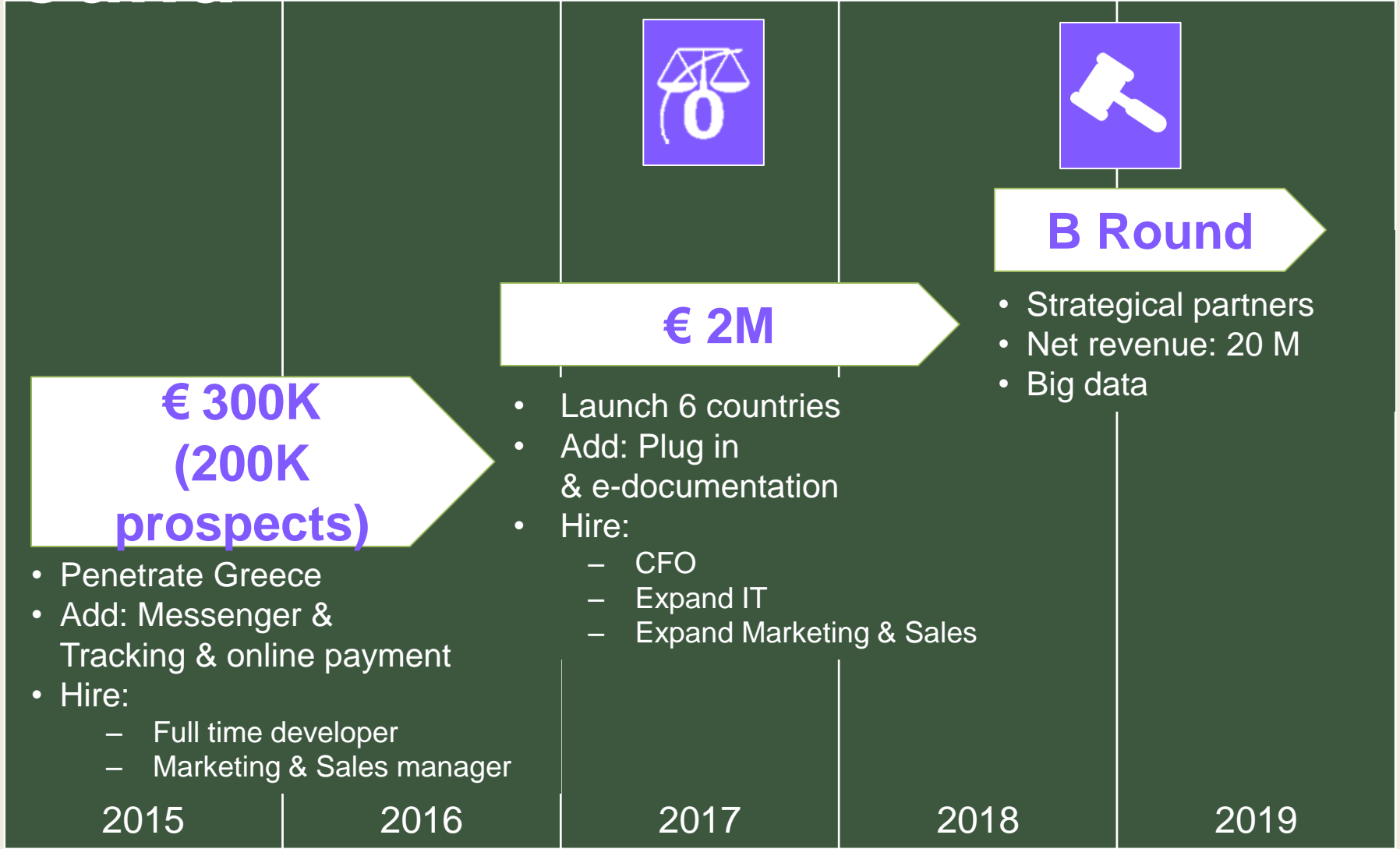
**The Advisory
Board**



Giannakopoulo

s

round



**€ 300K
(200K prospects)**

€ 2M

B Round

- Penetrate Greece
- Add: Messenger & Tracking & online payment
- Hire:
 - Full time developer
 - Marketing & Sales manager

- Launch 6 countries
- Add: Plug in & e-documentation
- Hire:
 - CFO
 - Expand IT
 - Expand Marketing & Sales

- Strategic partners
- Net revenue: 20 M
- Big data

2015

2016

2017

2018

2019

Thank you

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joincargo.com

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