

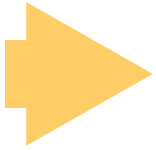
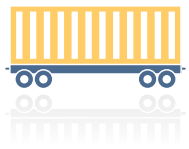
EVERTRACKER PITCH DECK:

NEUTRAL AND SMART CONTROL TOWER FOR GLOBAL SUPPLY CHAIN AND LOGISTICS

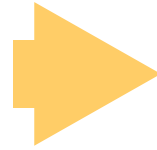
Founded November 2014
Headquartered in Hamburg Germany
Pitch-Deck, March 2020

evertracker 

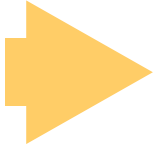
PROBLEM



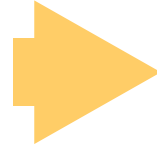
Multi-party logistics



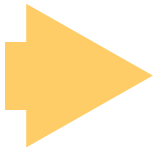
Lack of transparency and lack of data exchange doesn't allow full control over processes.



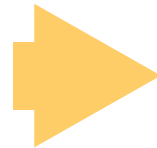
Lack of timely data



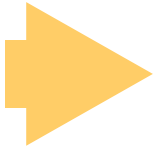
Limited possibilities to react on incidents to avoid delays and down times.



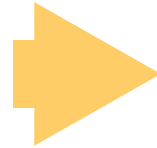
No single access point



Too many access points to gain full insights over all shipments and processes.



Manual processes



High costs and many errors occur due to manual tasks and process handling.



SOLUTION

Evertracker provides a **NEUTRAL AND SMART CONTROL TOWER FOR GLOBAL SUPPLY CHAINS**

that allows all parties to share neutral data to combine all statuses of shipments through a single access point.

Evertracker's neutral and smart Control Tower enables its users to get full visibility and predictability along global supply chains without complex integration. The collaborative approach between the parties allows Evertracker to provide full transparency.

1

SAVE MONEY by reduction of processes and down times, and by automation of manual tasks.

2

FREE WORKING CAPITAL by optimized stocking and planning possibilities, and increased speed due to real-time alerts.

3

ACCOUNTABILITY by providing full transparency it enables users to make service providers reliable through a digital proof.

MARKET SIZE

TOTAL MARKET SIZE

Supply Chain Management
and Automation

€ 17
BILLION BY
2021*

SEGMENT SIZE

Supply Chain Visualisation
and Trnsparency

€ 5
BILLION

TOTAL REVENUE

Evertracker
2020 - 2023

€ 27
MILLION

*<https://www.gartner.com/newsroom/id/3747517>

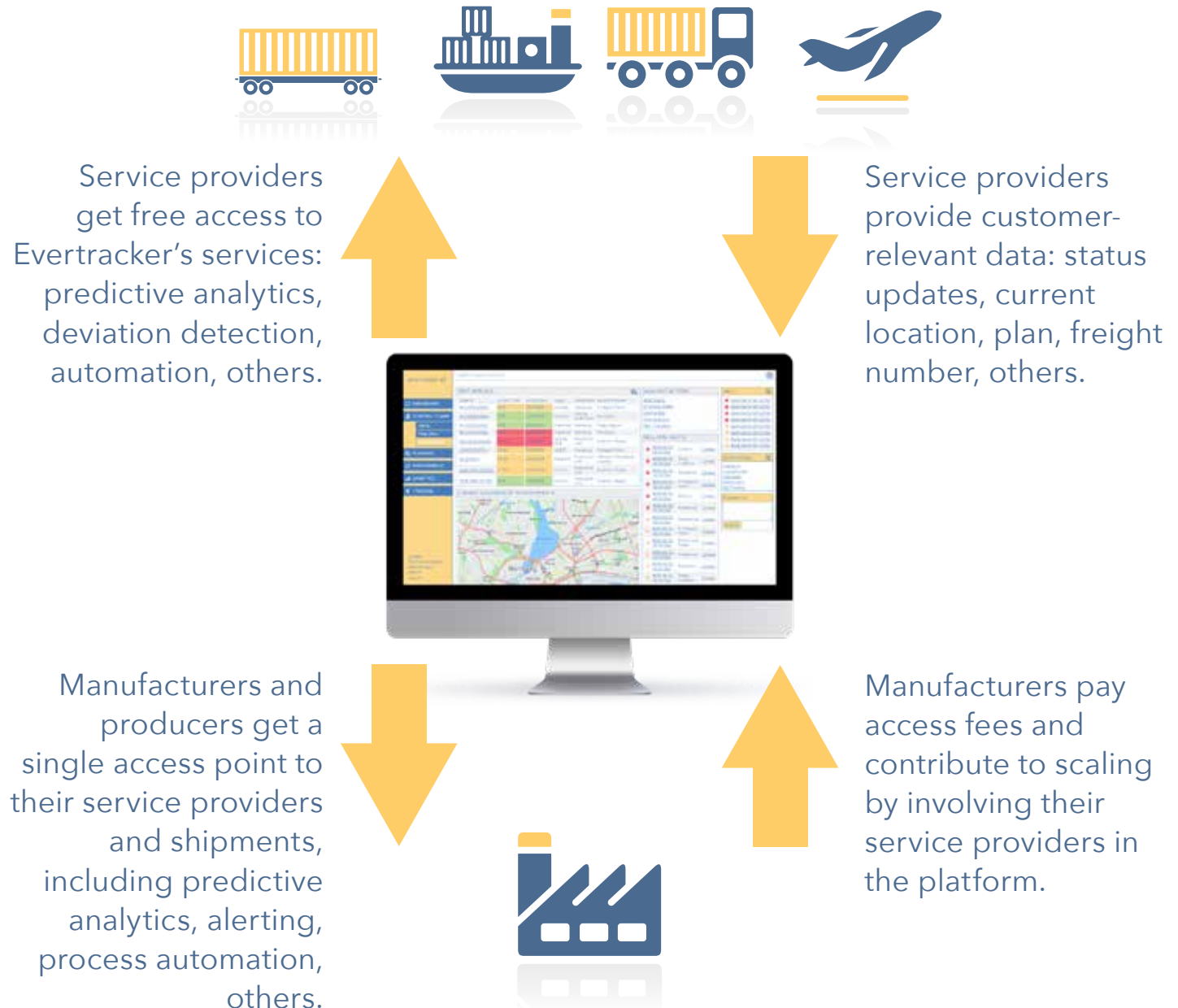
PIPELINE

	MANUFACTURERS	PRODUCERS	RETAILER	LOGISTICS SERVICE
CUSTOMERS ARR € 198,500.00			 	    
POC (ONGOING)		 		 
POC (IN PLANNING)	  	 		 
PROSPECTS	     	        	    	  

PRODUCT

Evertracker's **NEUTRAL AND SMART CONTROL TOWER FOR GLOBAL SUPPLY CHAINS** allows all parties involved in supply chain processes to share neutral data with our customers that they gain full access and control over their flowing parts on a global scale.

Neutral data isn't critical data that doesn't disclose business processes or personal data. Neutral data describes goods and processes enough to manage them efficiently. This data is already shared by logistics service providers today (e.g. order quantity, time slot, truck ID plate, current location data).



BENEFITS

1

YESTERDAY

Customers get precise information and digital proofs of processes to automate manual task, such as invoicing or invoice verification.

2

TODAY

Our customers benefit from our real-time deviation detection. It enables them to react on incidents and delays as soon as they occur.

3

TOMORROW

Our unique set of algorithms allow our customers to predict the future, which enables a better planning and optimized processes.

COMPETITIVE ADVANTAGE

TARGET GROUP

Unique focus on manufacturers and producers that are waiting for parts to maintain frictionless processes.

NEUTRAL DATA

Unique solution that precisely predicts incidents through neutral data, data that logistics service providers already share today.

UNIQUE ALGORITHMS

Our unique algorithms enable predictive supply chain analytics based on neutral data - as they learn processes of our customers.

PROVEN EXPERTISE

Our team is one of the leading voices of the future of supply chains and logistics, even consulting the German government.

GLOBAL PARTNERS

We've build a unique and strong network of partners, such as universities, insitutions, software and service providers, and advisors.

IMPRESSIVE TRACTION

We've proven our business model through the impressive traction of prospects and public attention, which we're very proud of.

STICKYNESS

Supply chain processes and logistics are highly relevant for the operation of our customers, which are mainly manufacturers and producers. They are sourcing material and parts from all over the world. However, they have outsourced most of the processes to external service providers, which put them in a very high dependency to them.

Our Neutral and Smart Control Tower ist one of the only platforms that brings transparency and control to manufacturers and producers, which are waiting for parts. In addition, we also build our system in a way that the risk of being exchanged with another solution is close to zero.

Our solutions sticks

1

EXTERNAL Logistics is not the core business of our customers. Once they gained transparency and control, the benefit-cost ratio of further improvements doesn't justify an exchange.

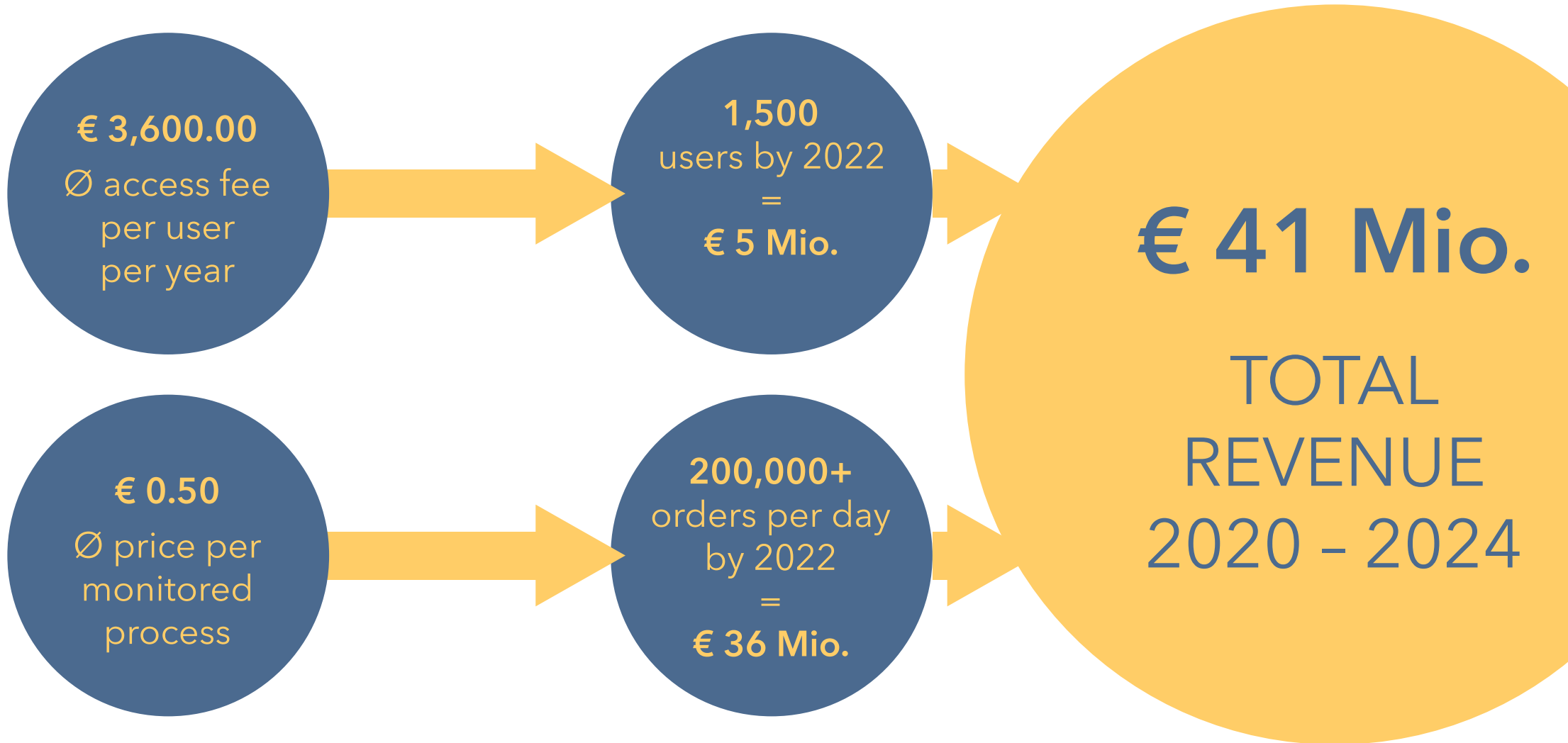
2

INTEGRATION Our customers can benefit at most if our solution is integrated into existing IT-infrastructures, to gain further insights. This increases the risk of errors or downtimes, as well as costs to exchange solutions.

3

DEPENDENCY Customers automate analog tasks, such as invoice verification or process validation. It creates dependencies on our system. Risks of lack of data or failures are fairly high to change a winning system.

BUSINESS MODEL



SCALABILITY

1 We scale within our customers as their goal is to monitor all service providers on a single platform. At Audi, we start with Scherm, Schnellecke will be next.

2 We scale fast as we are able to offer the same service to any company that uses the same service providers; we onboard Maersk for Daimler and can offer the same service to Volkswagen. This applies also to Scherm, who also works for Porsche.

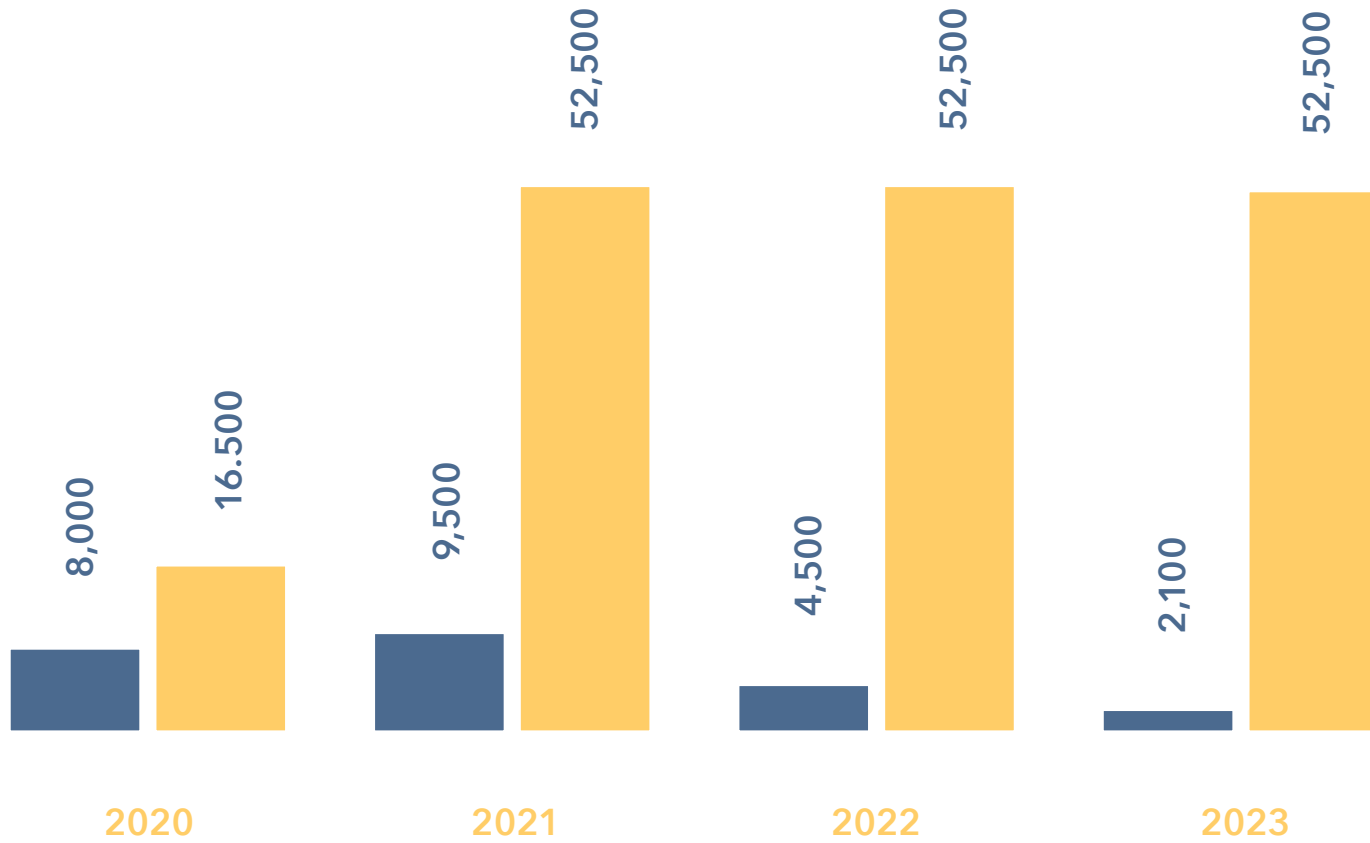
3 We scale faster with each service provider we onboard, as they often share the same hardware and software providers. We integrate frameLogic for Scherm and get access to Anhalt Logistics, which drive for chemical companies, such as Braskem.



DAIMLER



CAC AND CLV



CUSTOMER ACQUISITION COSTS IN EUROS

CUSTOMER LIFE-TIME VALUE IN EUROS (AVERAGE LIFE-TIME IS 3 YEARS)

DEVELOPMENT MRR

MRR JANUARY 2017 - DECEMBER 2018

(in Euros)



MRR JANUARY 2017 - DECEMBER 2020

INCLUDING 2 CUSOTMERS (AUDI, CEPESA)

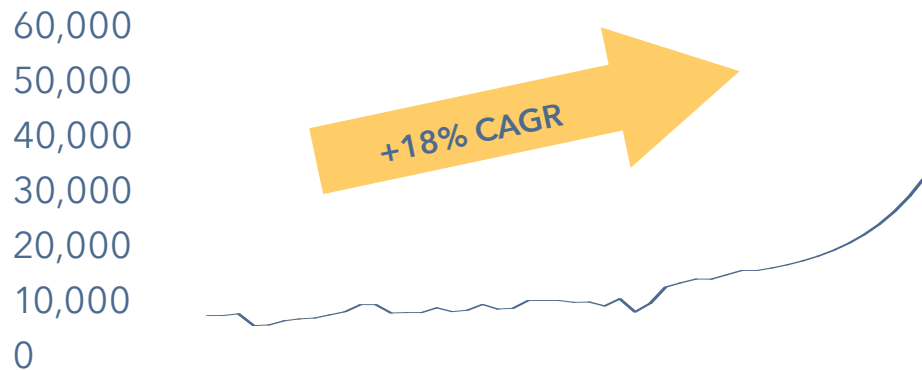
(in Euros)



MRR JANUARY 2017 - DECEMBER 2020

INCLUDING 1 CUSOTMER (AUDI)

(in Euros)












MRR JANUARY 2017 - DECEMBER 2020

INCLUDING 3 CUSOTMERS (AUDI, CEPESA, DAIMLER)











































(in Euros)



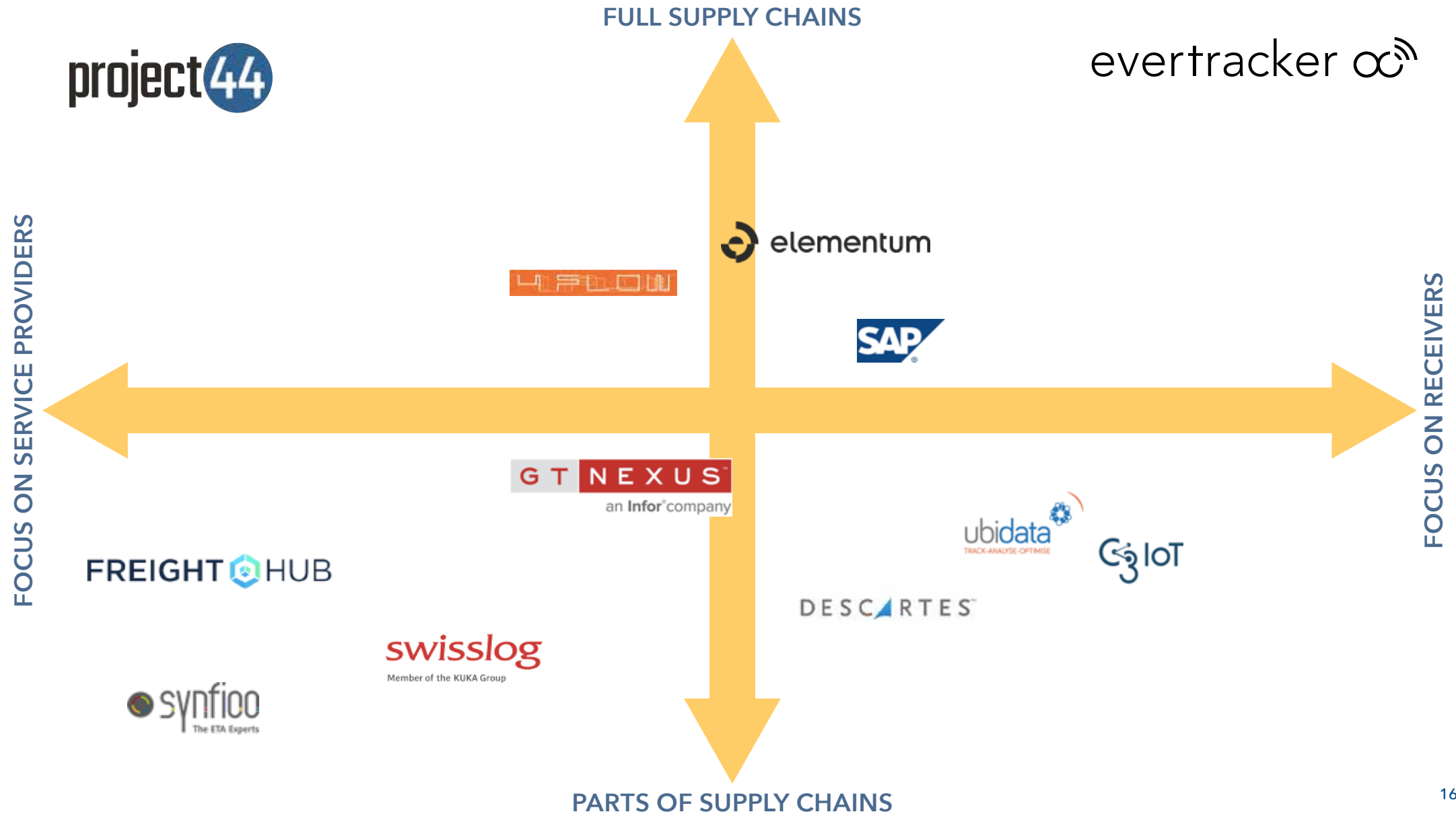
STATUS CUSTOMERS

	AFTER A SUCCESSFUL PILOT WE CURRENTLY CONVERT THEM INTO RECURRENT CUSTOMERS		We will start with 105 daily deliveries. The goal is to scale it up to 7,500 daily deliveries.	€ 450,000 yearly revenue
	SUCCESSFUL PAID PILOT		We started with one service provider and 25 daily deliveries. The goal is to integrate all service providers and operations in Spain.	€ 350,000 yearly revenue
DAIMLER	€ 18,000.00 PILOT OFFICIALLY STARTED		We start to monitor engine deliveries from Germany to Japan. The goal is to manage all shipments through Evertracker's platform.	€ 600,000 yearly revenue
	POC IN PLANNING		We will start with 25 daily tours. The goal is to get full visibility over their European operation.	€ 500,000 yearly revenue
	POC IN PLANNING		We will start to visualize one service provider within Germany. The goal is to combine all logistics operation on one platform.	€ 900,000 yearly revenue

PARTNERSHIPS

	SOLUTIONS AND PLATFORMS	MEANS OF TRANSPORTATION	INTERNET OF THINGS	SERVICE PROVIDERS
ESTABLISHED	 	   	  	  
BY MID OF 2020		 	 	   
BY END OF 2020	   	     	  	       

COMPETITION



INVESTMENT

**FUNDING GOAL TILL END
OF APRIL 2020 = € 550,000.00**

1st closing:

Genius Ventures
up to € 400,000.00

Business Angels
up to € 147,000.00

**2nd closing open
until end of April**

1

FRONT-END We plan to rebuild our front-end to make it more user friendly and bring value to service providers.

2

INTEGRATION We must increase the speed of integrating additional service and solution providers.

3

BACK-END We must increase our back-end team to work on new functionalities and maintain service.

4

SALES As we're ready to scale, we plan to use the investment to increase our customers base.

TEAM



MARC SCHMITT
CEO AND CO-FOUNDER

EMBA from ESCP Europe, awarded designer and one of 40 future makers of logistics in Germany. Member of "logistics wise women and men", the German council of logistics expert. Jury member of Germany's most important logistics award of the BVL



PETER LINDQVIST
CDO AND CO-FOUNDER

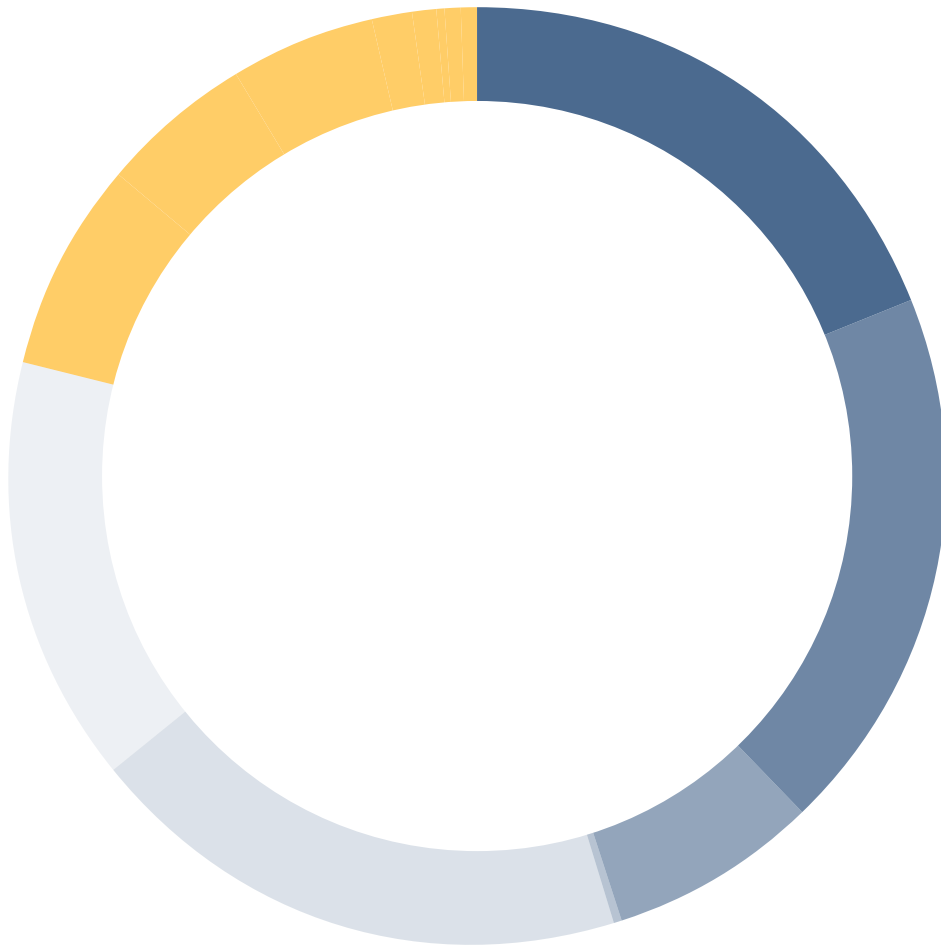
Co-founder, GPS expert and data specialist, EMBA from ESCP Europe.



VLAD BARJOVANU
CTO AND CO-FOUNDER

Co-founder and developer, computer engineer from Polytechnic University of Bucharest.

CAP TABLE



MARC SCHMITT: 19.16%

PETER LINDQVIST: 18.72%

VLAD BARJOVANU: 7.12%

THOMAS HORST: 0.36%

ESOP: 19.03%

GENIUS VENTURE CAPITAL: 14.54%

SEVERAL BUSINESS ANGEL: 21,07%

SUPPORT AND NETWORK



DIGITAL HUB LOGISTICS HAMBURG

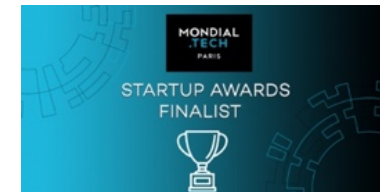
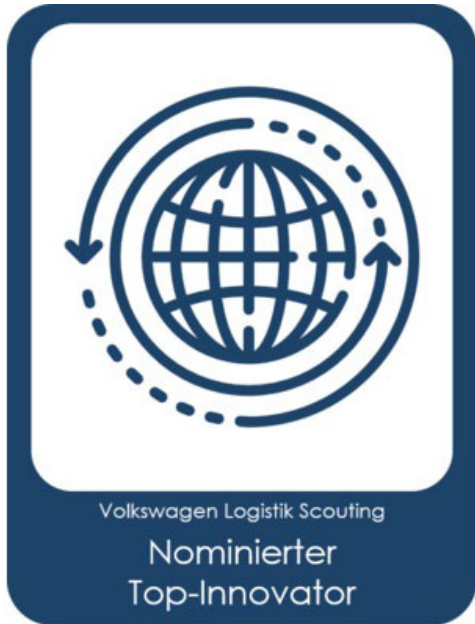
**GIPFEL DER
LOGISTIKWEISEN**



BVL⁷



AWARDS



PRESS COVERAGE



CONTACT

EVERTRACKER GMBH

Lange Reihe 13
20099 Hamburg

www.evertracker.com

MARC SCHMITT

CEO and Co-Founder

marc@evertracker.com

+49 171 125 67 68