



**TRUCKNET**

THE PERFECT MATCH

Logistics and transportation

**Presentation for Stock Market  
April 2022**

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# The International Transport and Logistics Market

The market is valued at

**\$19.36 trillion\***

by 2024

**46,670,000,000**

kilometers of empty rides annually\*\*

**32,700,000,000\$**

annual financial loss\*\*\*

\*<https://financesonline.com/transportation-industry-statistics/#link6>

\*\*<https://www.envisionintelligence.com/industry-report/global-freight-logistics-market>

\*\*\* <https://della.eu/price/local/>

# Global Statistics

## Trucks Travelling Empty

### Asia - Pacific

**40%**

Empty Trucks

48.6 million trucks in 2017

\$2.973 billion income in 2018 in Asian logistics market

48% from land transportation

**+25%**

increase in GHG emissions between 2015-2030

### USA

**36%**

Empty Trucks

31.7 million trucks in 2017

\$947 billion in 2018 income in North American logistics market

57% from land transportation

**+20%**

increase in GHG emissions between 2015-2030

### Europe

**27%**

Empty Trucks

31 million trucks in 2017

\$1006 billion in 2018 income from the European logistics market

27% from land transportation

**+17%**

increase in GHG emissions between 2015-2030

# Global GHG emissions GIGATON 37

in 2018\*

## 1°C

Global temperature has risen since the pre-industrial period\*\*

## 20%

of global GHG emissions are from the transport sector

Companies pay voluntarily today  
Regulation in the making may  
change this in the near future\*\*\*

**The world is moving towards regulatory changes that will require GHG emissions calculations**  
**Trucknet developed a unique solution that can meet the need**

\*<https://essd.copernicus.org/articles/11/1783/2019/>

\*\*The information regarding regulatory change constitutes forward-looking information based on various publications. This information is not certain and its realization or non-realization is not under the control of the company

\*\*\*The National Oceanic and Atmospheric Administration's annual State of the Climate: Global Climate Report





# Unique Solution

TruckNet develops a platform for supply chain management based on AI (Artificial Intelligence), BI (Business Intelligence), ML (Machine Learning) providing customers with:

## OPTIMIZATION

Smart "matching" between supply companies based on information from a sharing economy

## EFFICIENCY

Reducing empty rides with smart matching

Cost savings and increase in profitability

Less repetitive tasks due to automation

BID

## EMISSIONS REDUCTION

Online calculation of GHG emissions and reductions

### Proven results

Joint pilot project with Renault

**+17%** increase in efficiency and profitability

\* Realization of the development is uncertain and subject to risks and there is no certainty that it will be paid

# The Global Market is Growing

According to findings in a report by McKinsey\*, digitization can improve costs and performance in the transport and logistics companies in four main areas:

**1**

**Digital management of the work force**

**2**

**Use and optimization of existing information**

**3**

**Automation and process efficiency**

**4**

**Rethinking business connections**

\* McKinsey & Company report from 2020

# Business Card

**The Company was established in 2016**

**Experienced management team**

**45 employees in the company**

Spread out in offices in 3 countries

**Optimization of Land Transport**

By matching capacity in trucks with available cargo for transport

**Partnerships and Integration**

The company has cooperation with tens of leading entities in the world

**Main shareholders**

Hanan Friedman

CAPITAL  
NATURE

MORE

קופות  
גמל

הפניקס

EXCELLENCE  
בית השקעות

As of 2020, **500,000** trucks are registered in the system from about **5,000** clients



# Partnerships and Integration

with tens of leading companies in the world





# Revenue model\*

**2-5€**

## **Digitization and BID**

For each shipment to be paid by logistics companies at the beginning of contract

**5%**

## **For each successful transaction to reduce empty rides**

Marketplace for backhaul rides

\*Future prediction

The model is for illustration only and relies on the following assumptions: number of trips per customer, rate / matching fee, average price per trip and digitization services fee. There is no certainty that the model will be realized and as of this date, the company has no revenue from the platform.



# Pilot Project with Renault Group

## Results of the pilot

Carrier	No cotation	% of solution	BID/OT
Trucknet	371	68%	2,3



**268/371**



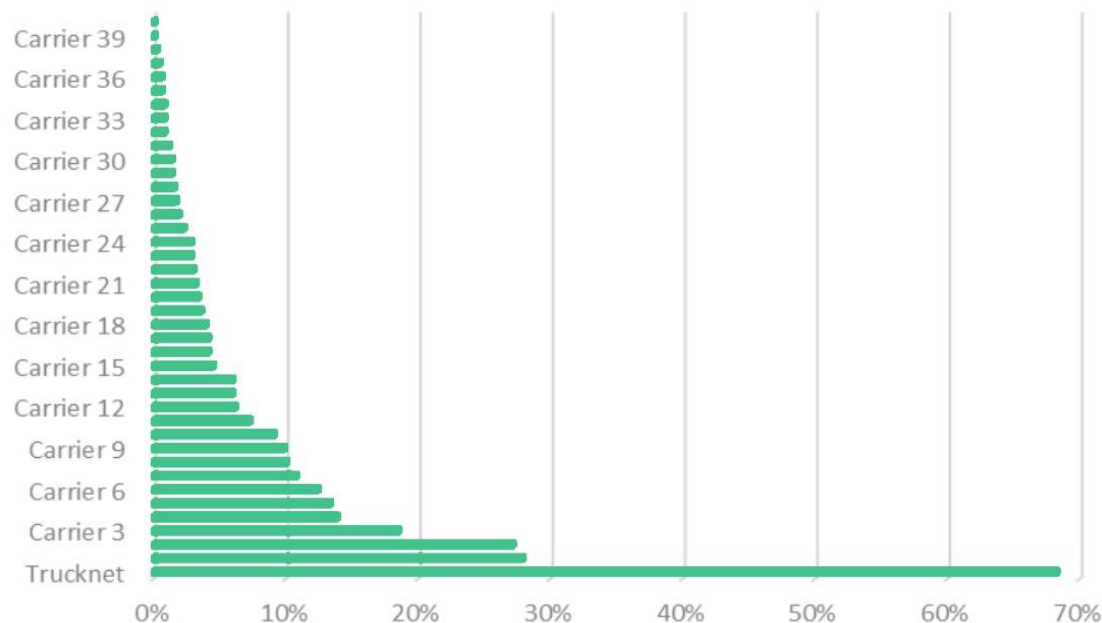
**17% > € 114.951**



**T/O > € 668.671**

Transport

Transport solutions



### Positive axy's

AXE	Gain	Transports
ES - FR	-23699	76
CZ - FR	-11097	13
TR - FR	-9930	4
FR - FR	-5883	22
TR - RO	-4912	11
BE - FR	-3626	5
FR - GB	-3541	3
HU - ES	-3515	5
ES - RO	-3270	4
FR - IT	-3148	7
DE - PT	-2855	2
PT - TR	-2792	3
DE - RO	-2497	5
AT - FR	-2495	2
HU - FR	-2437	3
FR - RO	-2429	24
SI - FR	-2262	6
RO - ES	-2145	5
DE - FR	-2121	3
IT - FR	-2000	2
CZ - ES	-1828	4
CZ - RO	-1595	3

### Axy's to improve

AXE	Gain	Transports
FR - PL	2501	10
SK - ES	918	1
FR - CZ	905	10
ES - PL	456	1
FR - SI	317	3
ES - TR	158	2
FR - HU	130	2
PT - RO	130	1
RO - SK	92	1
SI - CZ	75	8
RO - BG	72	3
GB - FR	65	3
SI - SK	56	1
FR - DE	48	4
SI - DE	30	1



# A Routine Day of a Truck in a Logistics Company

**~35%\***

of the time the truck is running empty which results in:

- **Loss of essential income**
- **Greenhouse gas emissions**
- **Lack of efficiency**
- **Driver fatigue**

\* Sources: American trucking research institute U.S. census bureau, interstate commerce commission, California vehicle inventory and use survey, annual financial reports of various asset based carriers. National private truck council, 2017



# Existing in-house organizational systems are **not** able to provide a solution for lack of efficiency

- Many information sources
- Traditional work systems
- Tenders, brokers, agreements
- Emails and calls necessary to close a deal





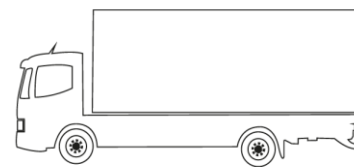
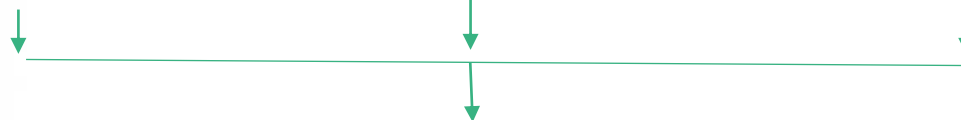
# All In One Solution

- **Digitization**
- **Online calculation of emissions**
- **AI BI & ML**
- **Visibility**
- **Tender system online BID**
- **Automation**
- **Connectivity**
- **Optimization**
- **Data Analysis**

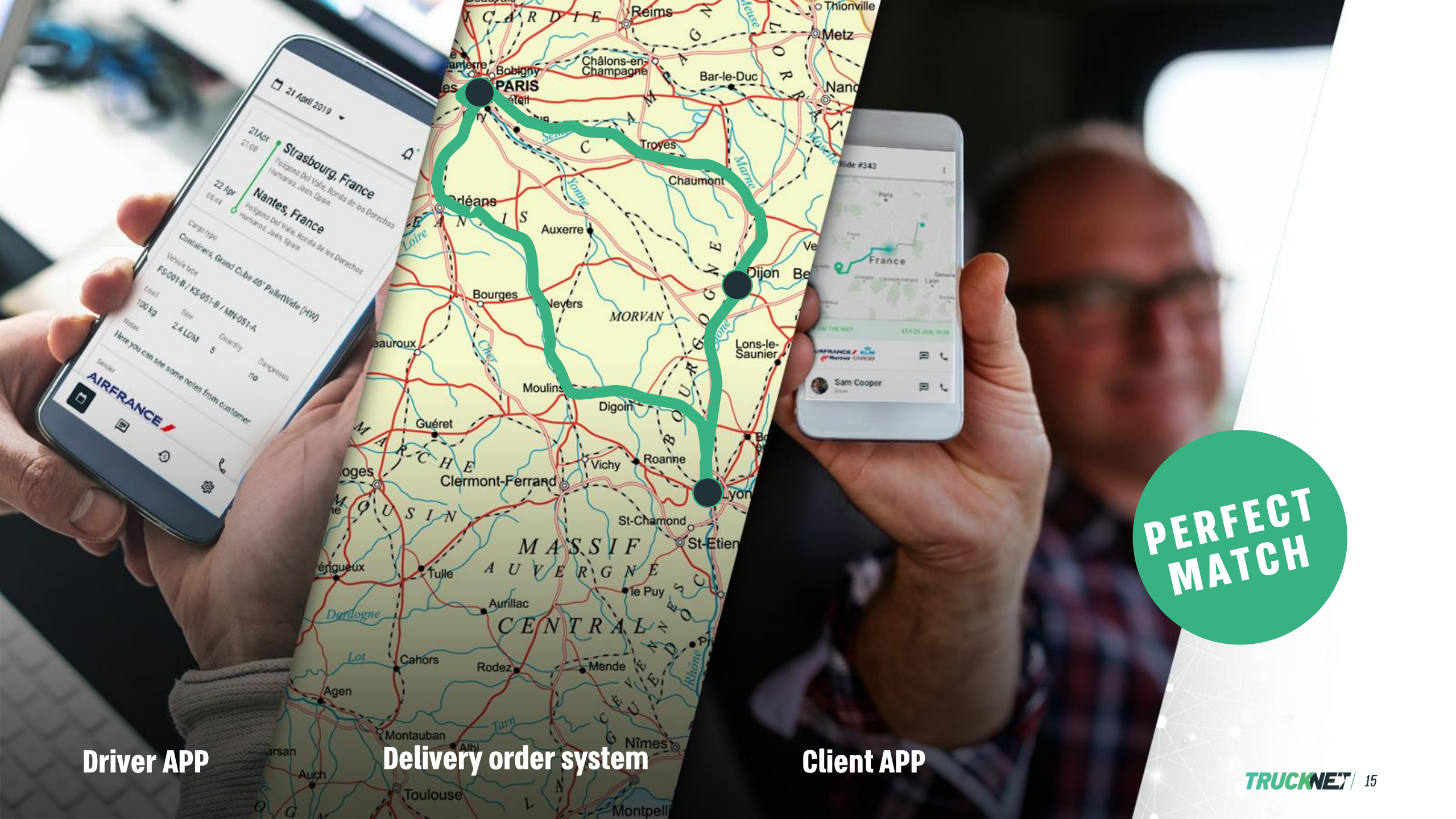
Improvement of supply chain (similar to MOOVIT that improves urban transport)

An element of the wisdom of crowds (similar to WAZE)

Quick international commercial arena for freight and trucks (similar to Booking)







21 April 2019

21 Apr 21:00 **Strasbourg, France**  
Polígono Del Valle, Ronda de los Derechos  
Humanos, Jón, Spain

22 Apr 05:44 **Nantes, France**  
Polígono Del Valle, Ronda de los Derechos  
Humanos, Jón, Spain

Cargo type  
Containers, Grand Cube 40" PalletWide (HW)

Vehicle type  
FS-001-B / KS-051-B / MN-051-A

Load  
100 kg

Size  
2.4 LDM

Quantity  
5

Dangerous  
no

Note  
Here you can see some notes from customer

Sender  
**AIRFRANCE**

Rode #343

France

ST-29 JAN 16:38

**AIRFRANCE** **ELM**  
**Market** **CARCO**

**Sam Cooper**  
Driver

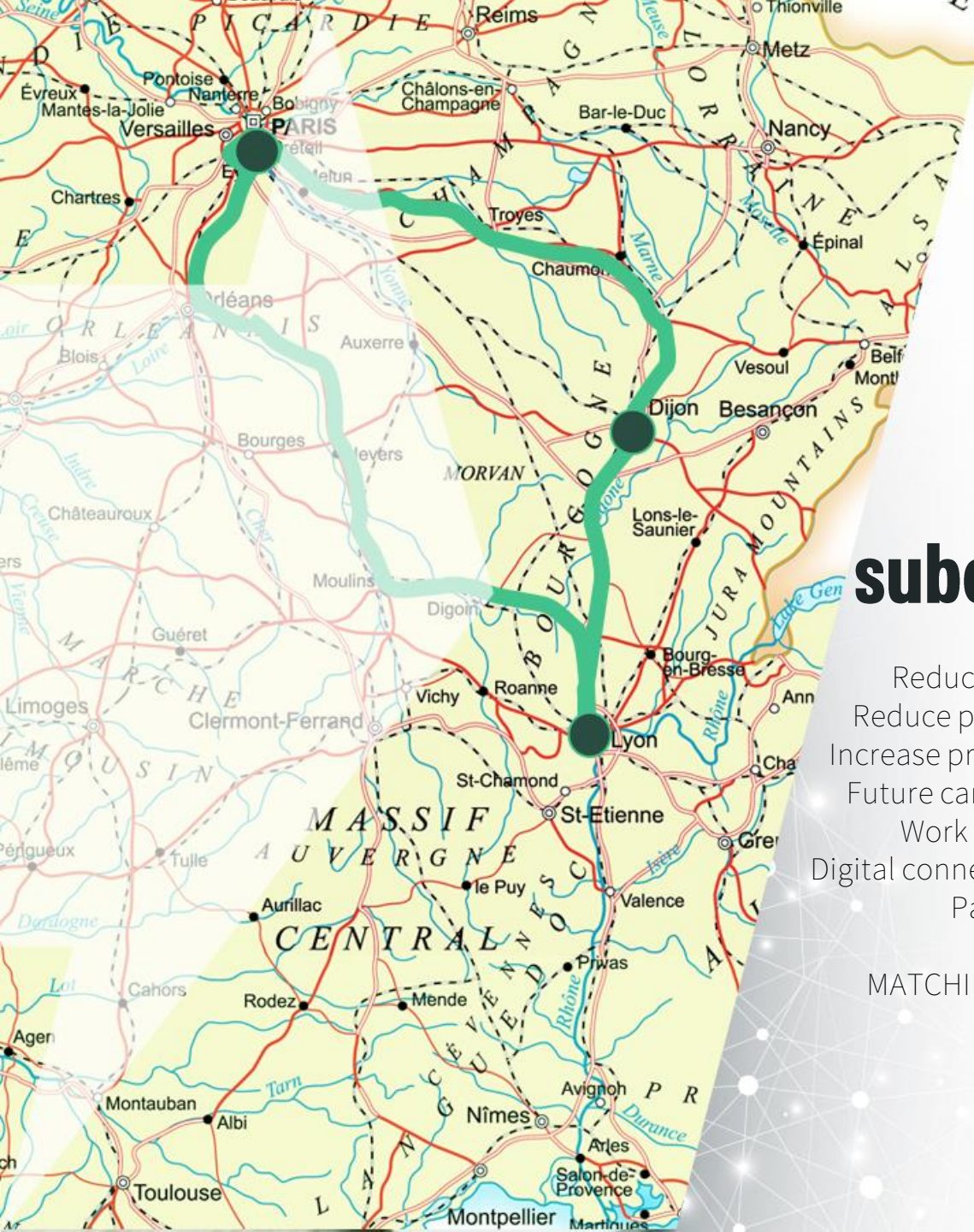
**PERFECT  
MATCH**

**Driver APP**

**Delivery order system**

**Client APP**





# Automatic Match

Full digitization and connectivity,  
transparency to the entire supply chain  
from customer to supplier

## WIN subcontractor

- Reduce empty kilometers
- Reduce payments on emissions
- Increase profitability and efficiency
- Future carbon emissions trading
- Work scheduling system
- Digital connection to large companies
- Payment system
- Digitalization
- MATCHING based on location

## WIN company

- Reduce the number of empty kilometers and penalties for emissions
- Increase profitability and efficiency
- Future carbon emissions trading
- Delivery scheduling system
- Digital payment system
- Digitalization

## WIN client

- Improve customer satisfaction through digital interface
- Reduce customer service costs throughout the supply chain
- Digitalization for customers

# Technology Leaders

**TRUCKNET**

Uber Freight



**CONVOY**

**Flock Freight**

Feature					
Cross-company optimization	√		X		
Business Model	B2B	B2C			
Automatic Match	√	X	√	X	X
Free TMS	√	√	√	√	
Digital freight shipment document	√	√	√	√	√
Calculation of GHG emissions	√	X	X	√	√
Estimated GHG emissions before travel	√	X	X	X	X
Smart Navigator	√	√	√		
APP for all information for driver and client	√	X	X	X	√
Payment solutions	√	√	√	√	√
In development					
Internal system for tender management	√				
Support system for work manager	√				
AI,BI.ML*					
Integration for scheduling (ships, planes, rail) for transport companies	√				
Online tender system BID	√				

\* The features above are in development process and are the subject to various risks and their completion is uncertain.



# Team



**Hanan Friedman**  
Founder and CEO



**Or-Hai Levy**  
Head of R&D



**Uri Applebaum**  
COO



**Sagit Moskovitz**  
CFO



**Lana Elner**  
Head of Business Development



**Roni Cohen Ginat**  
Director of International Sustainability

# In news

## Automatic Cross Company Freight Transportation Optimization

→ Improving efficiency and profitability of transport routes while reducing environmental impact



### Trucknet: this is how truck Tinder works

POSTED BY AGUSTO BALDI | JANUARY 16, 2020 | BUSINESS | VIEWS 1200 | SHARE



The vast majority of trucks, when they finish a route and until they start another, can move empty, emitting carbon dioxide and other polluting gases without a justifying objective.

As a consequence of this, and trying to solve these issues, **Trucknet** has been running for some time, an Israeli application created by the company of the same name, which aims to connect the needs of customers with drivers.

Hanan Friedman, its CEO and founder, describes it as "the Tinder of trucks", explaining that in the six countries in which it operates, it is managing to bring together people who need to transport packages, with those who take care of them.

### THE TIMES OF ISRAËL

#### La start-up TruckNet lance une filiale en France

Hanan Fridman, CEO de TruckNet, veut que son installation en France soit la 1ère phase d'une future internationalisation

Par TIMES OF ISRAEL STAFF  
20 Juin 2017, 17:01 | 0



Plateformes mises en place par Trucknet (Crédit: capture d'écran site internet de Trucknet)

8 Partages

Dans le cadre du salon Vivatech a eu lieu un atelier de présentation des « opportunités du



Hanan Friedman with French President Emmanuel Macron and French Science Minister Mounir Mahjoubi; Photo: Olivier Taieb ©



Home » News

First earnings for Trucknet Enterprise Romania from the glass giant Saint Gobain

Logistics Tech Outlook | Monday, September 27, 2021

Twitter Share Facebook Share

Following use of the system gratis for 6 months, Saint-Gobain Romania continues to use the platform developed by Trucknet as a paying client

Saint-Gobain Romania, part of an ir Trucknet's system for smart "matchn and profitability for the transport com

Following successful implementation countries in Europe. According to es Europe.

< yahoo!

### Trucknet joins the ITF Corporate Partnership Board

Thu, October 28, 2021, 3:00 PM · 5 min read

In this article:

EILAT, Israel, Oct. 28, 2021 /PRNewswire/ -- **Trucknet Enterprise** (TASE: TRAN), a digital platform for optimising the use of freight capacity and avoiding empty transport rides, has joined the Corporate Partnership Board of the International Transport Forum (ITF). Trucknet and the ITF will work together on transport decarbonisation, supply chain innovation and digitalisation.



BUSINESS INSIDER

Economía Tecnología Estrategia Política Más temas

Suscríbete

## Trucknet es el 'Tinder de los camiones' y pone en bandeja abaratar costes y reducir la contaminación en el sector logístico

Alba Asenjo 13 ene. 2020 8:17h

f t in r s



TRUCKNET 19



# More is hidden than Revealed

## Intangible assets\*

- Location-based logistical data
- Unique methods for data monopolies including augmenting parameters
- Ability to maintain flexibility with changes in regulations
- Future robotic scheduling organizer
- Future carbon emissions trading (upcoming regulations) \*\*
- Blockchain - processes in development



CO2



\*The features above are in development process and are the subject to various risks and their completion is uncertain.

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# In Summary

**Very large  
target market**  
growing every year

**Unique  
Platform**

**500,000**  
trucks connected  
to the system,  
about 3900 clients

**Proof of results**  
successful pilot project  
with Renault Group

**Agreements**  
with leading companies  
in Israel and the world

**Technical  
Advantage**  
compared to existing  
solutions in the market

The bottom line

**Solution based on a sharing economy model with  
analysis of data to leverage efficiency in the  
international transport and logistics sector**



**TRUCKNET**

THE PERFECT MATCH  
Logistics and transportation

**Thank you!**