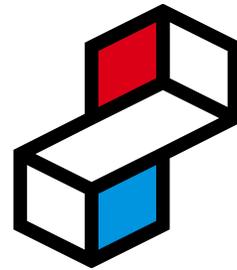


March 12th 2020
14:30 – 17:00

Ministère de la Mobilité et des Travaux publics
4, place de l'Europe L-1499 Luxembourg

4th International Logistics & Mobility Start-up Matchmaking Event



**CLUSTER
FOR
LOGISTICS**
LUXEMBOURG



LE GOUVERNEMENT
DU GRAND-DUCHÉ DE LUXEMBOURG
Ministère de la Mobilité
et des Travaux publics
Département des transports



car50lux
YEARS
you name it, we fly it!

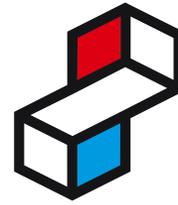


Building a better
working world



CORP PEARLS
M&A ADVISORS

ADDING VALUE IS THE KEY.



Next Conference June 18th New Energies in Transport

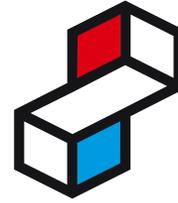
« *New Energies in Transport and Supply Chain* »

Target:

Industry, shippers, members, SC Professionals

Sponsors: To be confirmed





4th International Start-up matchmaking ! March 12th

« *New solutions in Logistics, Mobility
& Transport* »

Target:

Industry, shippers, members, SC Professionals, investors

Sponsors:

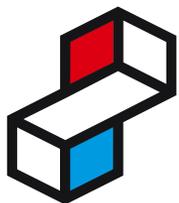
Cargolux International Airlines

EY

Partners

CorpPearls

Ministère des transports et de la mobilité (MMTP)



Building Start-up evaluation competence

Expose yourself to our JURY Q&A



The Jury of 4th Start-up event is

Diane Tea, Business Angel and board member of Luxbg BA

Na Shi, Senior International Affairs Advisor, China, East Asia,
Chamber of Commerce Luxembourg

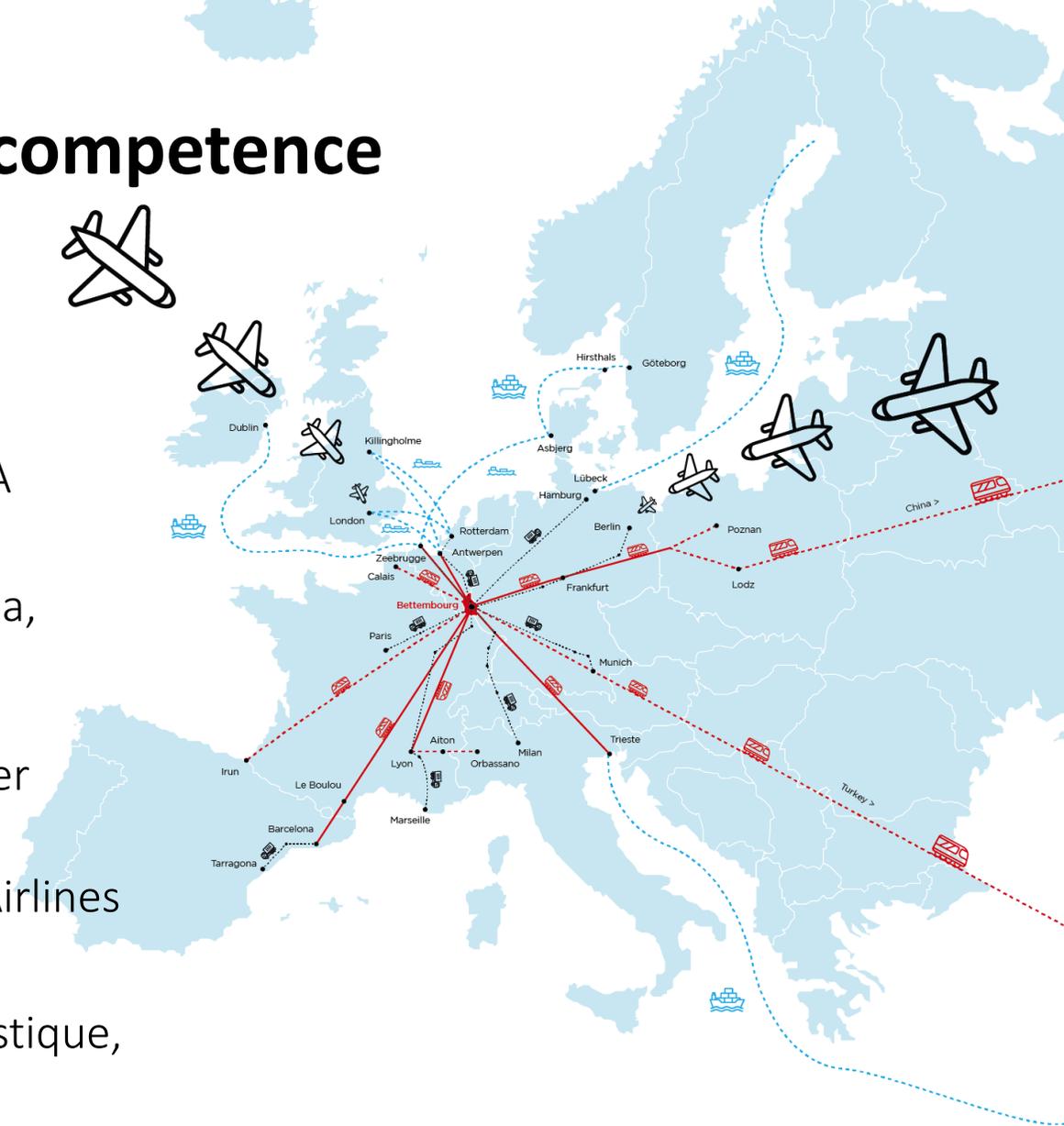
Kevin D'Antonio, EY, Strategy & Innovation Advisory Leader

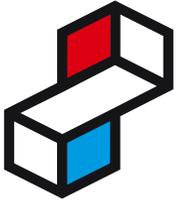
Olivier Chabin, Innovation office, Cargolux International Airlines

President of the jury:

Max Nilles Chargé de direction Navigation fluviale et logistique,
Ministry of mobility and public works

CLUSTER FOR LOGISTICS





Awards for best Pitch

Previous Events



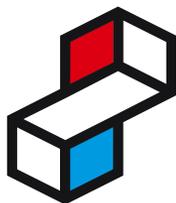
First Event 25th October 2018
at the House of Start-ups



Winner 24th April 2019
Re:Charge with its mobile battery charging station project

Winner 24th September 2019
CarPay-Diem, a provider of a digital Fuel card





Awards for best Pitch

Modalities



Scan QR or Go to
www.menti.com
Code 39 90 8

1st: Jury Award

Criteria: **Innovation, Scalability, Profitability**

Voting: 1,2 or 3 points to 3 best candidates every Jury member (2nd best of jury voting if draw)

Prize: Development support voucher by EY

Handed by EY & President of Jury



2nd: Audience Award

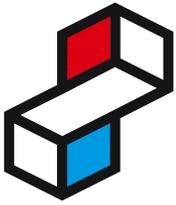
Criteria: **Quality of presentation, Innovation, Scalability**

Voting: 5 votes per participant

Handed by Cargolux & President of Jury

Prize: 1.000 euro Cheque of Cargolux





Meet our Start-ups 1:1

Modalities Pls register with Tobias/Malik

Scan QR or Go to
www.menti.com
 Code 39 90 8

Presentation of the Start-ups:



ADMCS is a private industrial project in the Grand Est region of France, founded by a group of Alsatian entrepreneurs in 2017. ADMCS' vision is to create passive container management eco-terminals for the environment driven by futuristic software. The global management software of the multimodal supply chain will allow to organize, track, modify any container shipment at any time of its progress in the supply chain, thanks to the use of the AI and the Blockchain. ADMCS is currently developing its own software, which will use all the latest technologies of the moment. ADMCS can be used by any player anywhere in the world in any language and will centralize all the information in a secure Blockchain. www.admcs.eu

Hanover based **innoSEP** GmbH is an innovative AI-Solution enabler in the fields of logistics and production, incorporated in July 2016. innoSEP provides a visually supported AI - Analytics Platform that unites data owner, domain expert and AI technologies and efficiently empowers organizations to develop, implement and manage specific AI application in a large-scale. One core solution is "Demand Forecasting" which enables time-based forecast of upcoming orders or processes in logistics, production and manufacture. www.innosep.de

Berlin based **Freightfinders** offers a search engine for global logistics services costs. By using various sources, the Freightfinders engine accumulates rates and offers export & import companies from all over the world in real-time. Huge orders or complex transport requests are spread within the Freightfinders network to make sure, that customers are getting the best deal on the platform. Freightfinders tries to become the No. 1 spot for finding the best deals and shipping options for global commerce. The company is searching for new strategic partners to test and improve the latest developments in Q2 and support them with capital for expansion in Q3 www.freightfinders.com

Berlin and Frankfurt based **emobs** is an electric vehicle startup which is designing, developing and selling innovative vehicle concepts. By combining the expertise of already established partners, emobs main focus is on the launch of a completely new, modular vehicle concept, called eBussy. The eBussy will be an electric light vehicle capable of switching a variable amount of construction variants for each, private and commercial sector. By the time production of the eBussy starts, emobs will have generated over 100,000 advance orders. An investment of 6.5 million euros is desired for this. Ideally, the investor will come from related industries, marketing or software. www.emobs.de

Aachen based **Dropslab Technologies** aims to improve efficiencies in ground handling operations from freight acceptance to pallet build-up. The idea is to use augmented reality to improve and assist the freight acceptance process during freight handling and during pallet building. By looking through augmented reality glasses, the edge device generates information to help make warehouse employees' jobs easier and improve their efficiency. www.dropslab.com

Pragma Mobility was created in 2019 in Biarritz as a subsidiary of Pragma Industries, a specialist in compact fuel cells since 2004. Pragma Mobility benefits from the developments made by its mother company since 2013, which have materialized as the first certified and mass-produced hydrogen-powered bicycle, the Alpha bike. Today, Pragma Industries has decided to recenter its activity on the research and development of innovative hydrogen bikes as well as compact fuel cells. Whereas Pragma Mobility develops the communication and sales of light mobility solutions centered on the hydrogen bike. Pragma Mobility is dedicated to addressing the issues and challenges of light mobility in a global way. www.pragma-mobility.com

Based in Paris, **Ô-Eat** offers an innovative way to deliver warm and cold products in a delivery box at controlled temperature. Our geo-localized scooters and delivery boxes guarantee the integrity of the delivered products, ensuring a regular check of the temperature, inclination and secured opening. Our goal is to provide high quality and customized delivery services for B2B and B2C markets. **Ô-Eat** is in R&D phase and will launch its services in Europe later this year. This leads **Ô-Eat** to find new investors and strategic partners for its development.

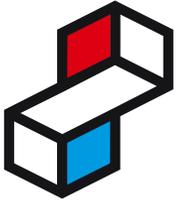
cube4T8 realizes innovative ideas for mobility and beyond. With "StreetScooter" the company offers electric vehicles with individual conversion solutions for commercial and municipal customers. Cube4t8 offers e-scooters with a revolutionary battery concept with "Silence". B2B and B2C market solutions with 2 or 3 wheels are available in 50cc or 125cc. The project "LEA" presents the first electro mobility charging full-service package from a single source in Luxemburg. www.cube4T8.lu

Dashdoc is a technology company that builds smart digital tools for carriers and shippers in the road freight transport industry. Whether they are an independent provider or a multinational company managing thousands of orders a day, Dashdoc's software helps them grow their business. Dashdoc's smart transport management platform gives carriers and shippers full control over 100% of their shipments from planning to billing. Dashdoc combines web, mobile applications, and powerful interconnections to optimise processes, provide better services to help them fidelise clients, and automate tasks to make money faster. www.dashdoc.eu



car50lux
 YEARS

you name it, we fly it!



Members of Jury:

5 qualified persons in our Jury

Diane Tea, Board director,
Luxembourg Business Angel Network (LBAN)

Na Shi – Senior Consultant, Sector Representative Transport/Logistics,
Chamber of Commerce Luxembourg

Olivier Chabin – Innovation officer, Cargolux International Airlines

Kevin d'Antonio - Senior Manager, Strategy & Innovation EY Consulting Leader

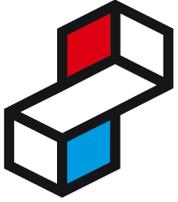
President of Jury:

Max Nilles Chargé de direction Navigation fluviale et logistique,
Ministry of mobility and public works



LBAN LUXEMBOURG
BUSINESS
ANGEL
NETWORK

**„100 Women for your Board“
Paperjam March 2020**



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Chamber of Commerce Luxembourg**

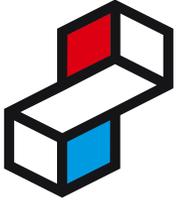
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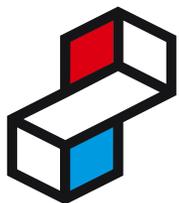
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car5olux
YEARS

you name it, we fly it!



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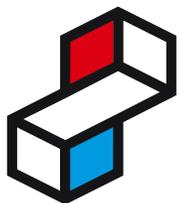
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**Kevin d'Antonio - Senior Manager, Strategy & Innovation EY
Consulting Leader**

President of Jury:

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Chamber of Commerce,

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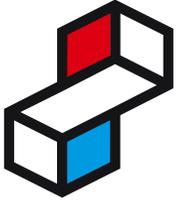
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logistique, Ministry of mobility and public works



LE GOUVERNEMENT
DU GRAND-DUCHÉ DE LUXEMBOURG
Ministère de la Mobilité
et des Travaux publics

Département des transports



Members of Jury:

Q & A with Jury member Diane TEA

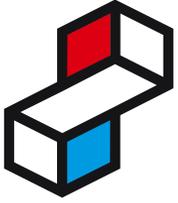
Diane

- 1) What makes that one becomes a Business Angel or Investor in Start-ups? (personal experience)
- 2) What appeals to a BA or motivates him/her?
- 3) Why do you WANT or NEED a Business Angel?



**Diane Tea,
Business Angel**



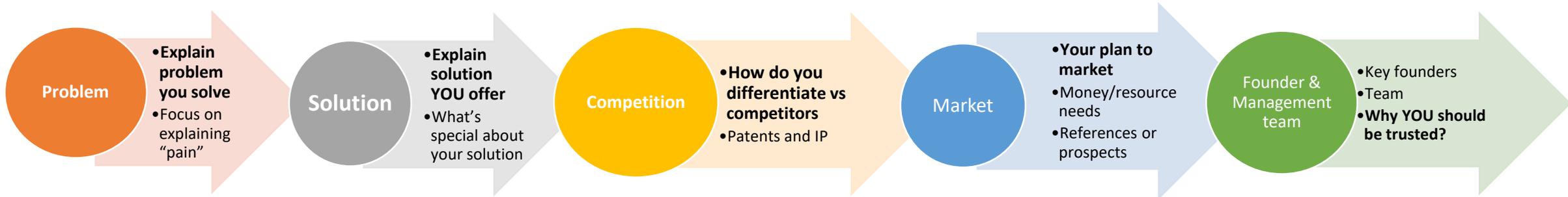


How to sell your idea?

The typical sales pitch in 3 -5 '!

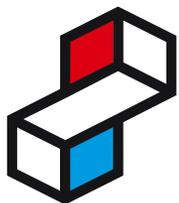
Address „real“ problem
Solve „pain“
Be ready to sell in 30 sec.

Did you sell something already?
Do you have customers?
Do you have a distribution or go to market plan?



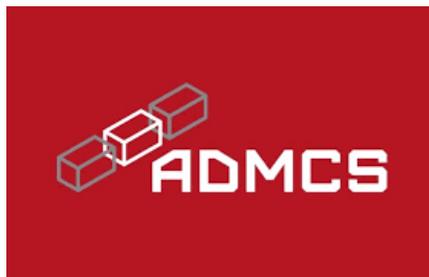
Speak to the heart
Involve emotions
Highlight Business, no philanthropy

Strong leader?
Complementary team?
Experience?



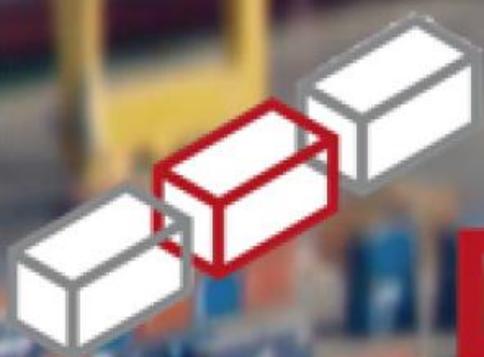
The Start-ups March 2020

Candidate



Nicolas Sarrut
Founding President





DMCS

by



What if container became smart?



**Our ambition:
boost the container turnover rate
& minimize the carbon footprint**



500 millions

Containers transported worldwide annually

60 years

Worth of catching up and automation due in the industry

30 days

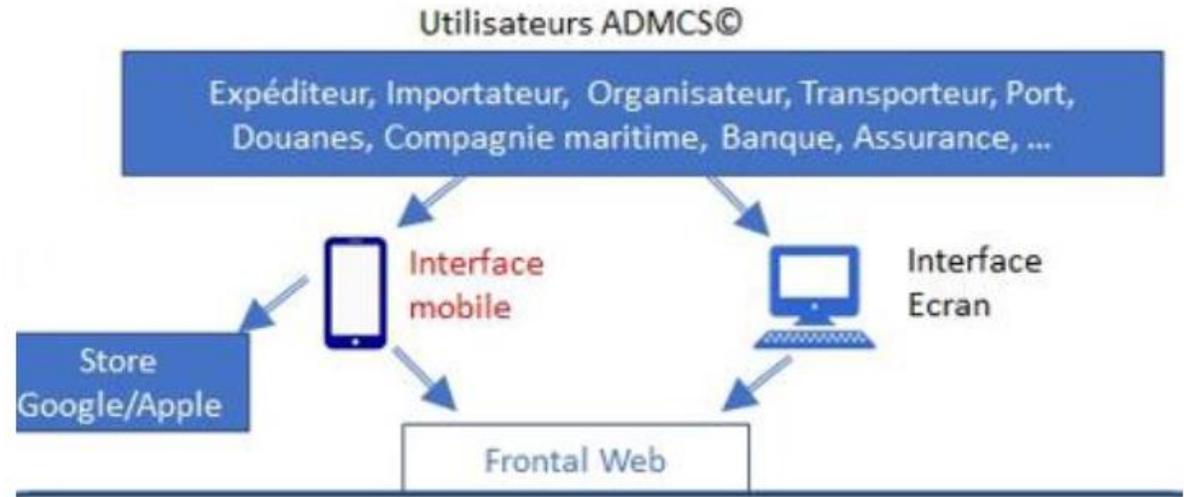
To realize a return to base

30%

Rate of empty returns

0 (zero)

No tool to coordinate the operators



Two concepts Infrastructures éco-responsible and Software.



Because static container

Does not generate revenues



Because carbon price

Is severe and is not going to decrease



It is worth fluidifying its logistic

What is an eco-terminal?

Un éco-terminal de nouvelle génération respecte des règles de conception et d'exploitation qui visent à limiter ses impacts environnementaux avec les principaux critères suivants :

- **Zéro-carbone** (autoproduction d'énergies renouvelables)
- Pas de consommation d'énergies fossiles
- Pas ou **peu de pollution sonore** (moteurs électriques)
- Aussi peu de pollution lumineuse que possible autour du site
- Peu de déchets, et systématiquement recyclés.

What is piloting software?

A computer platform for:

- Pilot, track, and organize feeds
- Scan and unify all media Integrating the systems data of the different players
- Optimizing flows, stakeholders and journeys (IOT AI)
- Identify and inform all stakeholders
- Optimizing the user experience
- Protect data and ensure privacy levels (Blockchain).



A little story...



Container was a disruptive innovation

The container,

invented in the 50's

was design for the multimodal exchange of goods.

Sizing & volume standardized, ever, to make transport as easy as a Lego® brick game.

It revolutionized the logistic at the time!

But the digitalization never really occurred

Also is at the cross of North/South and Great Eastern logistics roads

During its trip, a container is handled by **63 operators**

And **14 types of companies**

As many parameters to the trip of the container.

It's all about paperwork, circulating in parallel of the container, via mail carriers.

It's all about negotiating over the phone for each container.





Each actor relies on Tbytes of data, unsynchronized

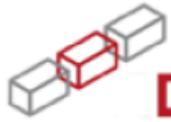
- Related to every single container status
- **Not specifically critical nor confidential**
- **Obviously duplicating the same information**

Traditional software approach would require a unique, gigantic, monopolistic (thus un-trustful) integrator...

Reason why it does not exist...



Our Business

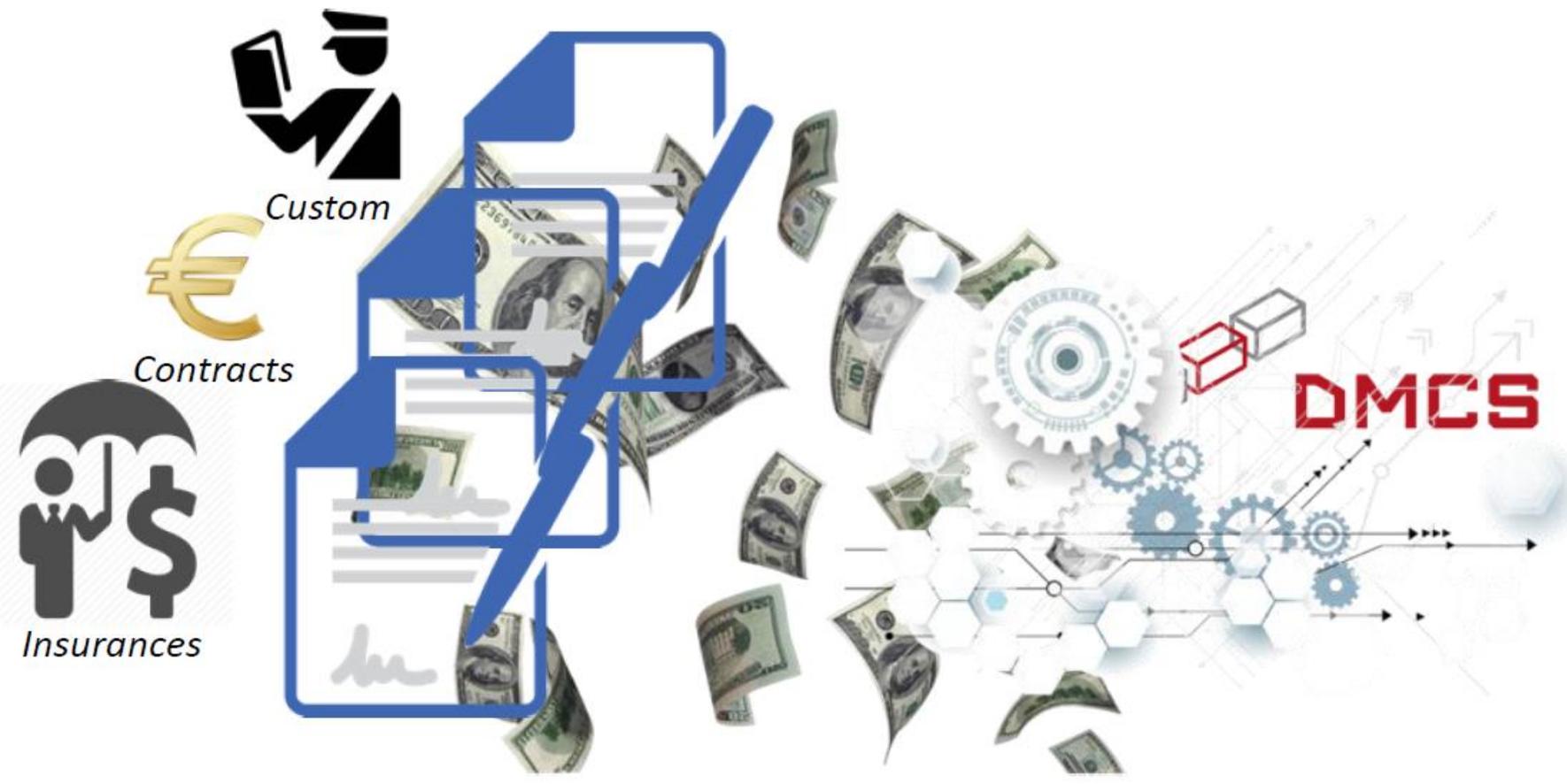


DMCS is digitalizing all transactions around container logistic business

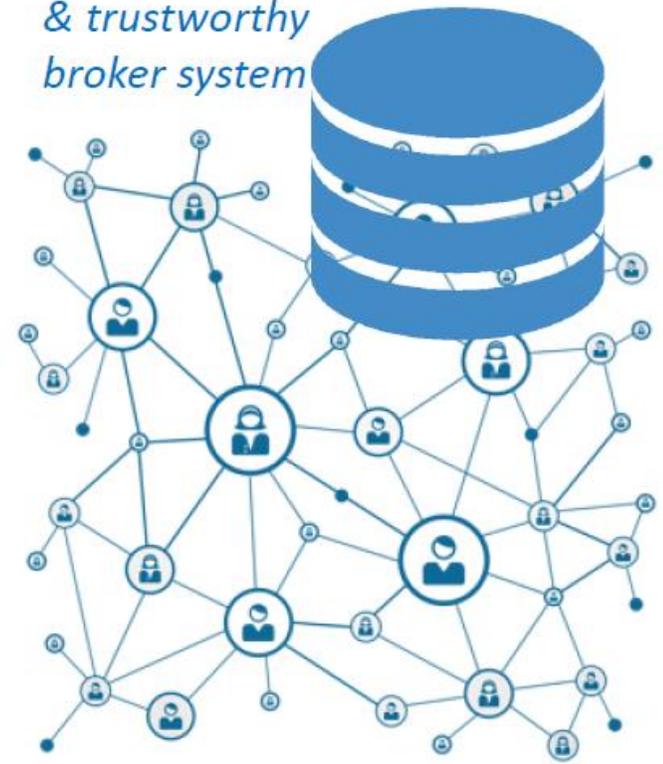


by tracking your package from drop off to pick up

We believe we are modernizing the archaic management of 140 millions of containers, still operating on paper mail and phone

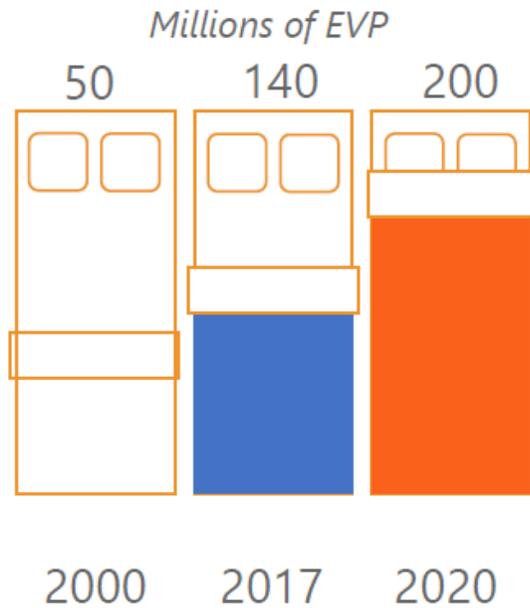


*Unique,
independent
& trustworthy
broker system*

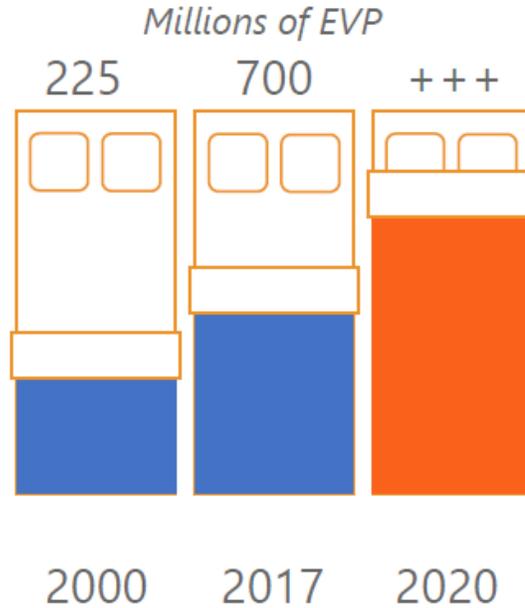


Market trends are in our favor

140 millions containers, booming



700 millions of transit



More and more pressure on margins



The team



Nicolas SARRUT
Founding President

- Expert in Management of multimodal logistic chain
- 18 years of experience in multimodal transport
- Professional Degree in Management of Multimodal Transport from the University of Reims



David GUITTON
Vice President and Co-founder, Partner

- Strategic analysis and strategic/operational marketing
- Business administration, budget, and wholesaling management, B2B, HSQE
- 29 years of experience in the telecom, internet and building technology industries



Michel HEPP
Vice President and Co-founder, Partner

- Expert in Management, finance, and business administration
- Monitoring construction site projects in distribution and logistics
- 39 years of experience – Graduate of EM Strasbourg



Patrice GOEHL
Vice President, Partner, Entrepreneur

- Founding President of Decapole group; offers overall HR in France, Germany, and Switzerland
- Expert in HR and recruitment in sectors facing stress
- Strong knowledge of economic fabric



“I foresee several benefits of the ADMCS project:
- Contribution to the development of smart mobility solutions, and sustainable development
- Optimization and contribution to more fluid traffic, hence improvement of atmosphere quality”

Catherine Trautmann

- Former State minister
Former member of the European Parliament
- Chairman of Port Autonome de Strasbourg
- VP Eurométropole, in charge of energy transition



Our customers are clearly identified and secured





“The project is of enough interest that we are willing to be considered customer from the pilot phase.”

An impatient major customer,
member of the international maritime convention

Solution expansion: software beyond borders, and new infrastructure capacities



Insurances



customs



On-site multimodal management

Our business model is scalable:

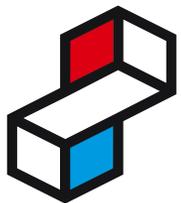
No limit to the integration of additional users of Maritime Convention and container logistic participants, either corporate companies or institutional bodies.

Applicable to incumbent multimodal infrastructure, as well as forthcoming capacities



Is an affiliate of ADMCS group, acting upon container logistics & infrastructures





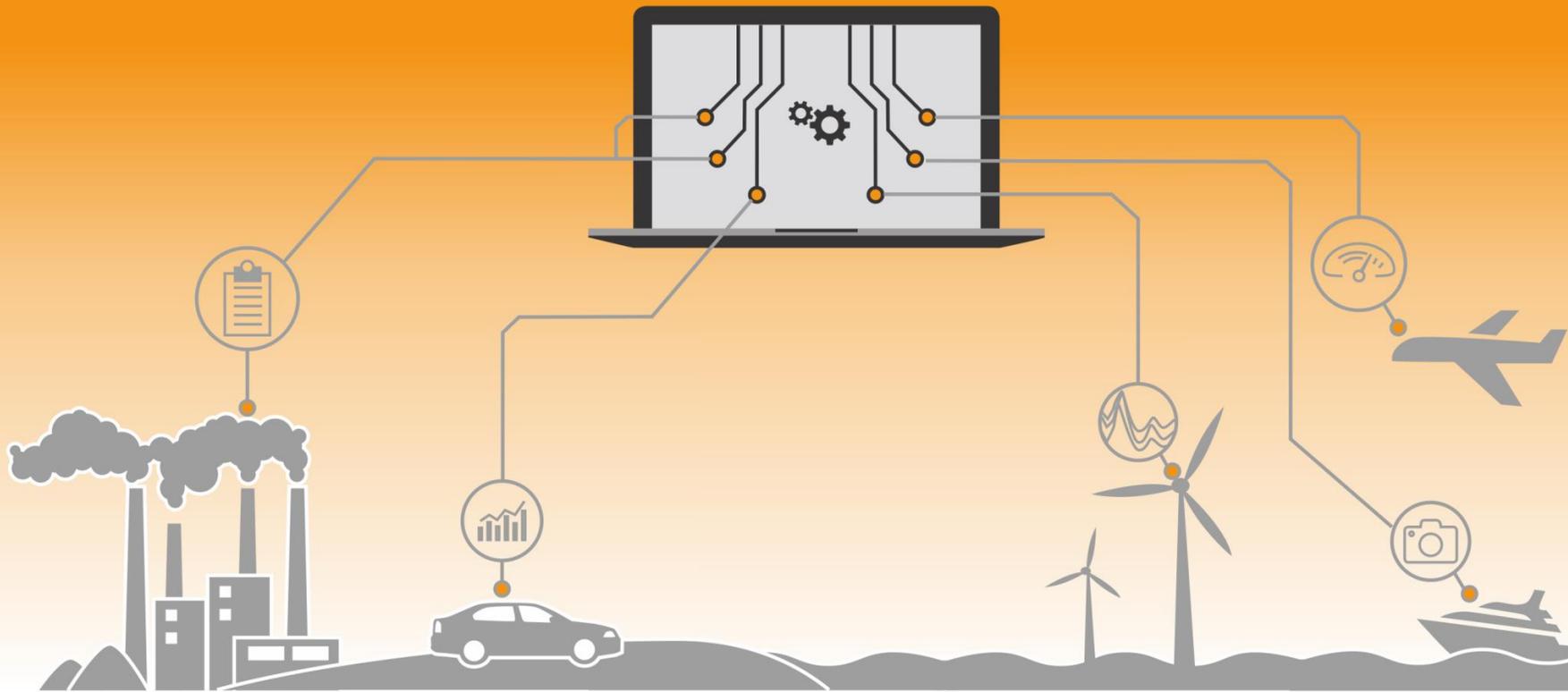
The Start-ups March 2020

Candidates



Kerim Galal
CEO





4th INTERNATIONAL LOGISTICS & MOBILITY
START-UPS MATCHMAKING EVENT

March 12th 2020



START

Data-Powered-Organization

Internal



External

But How?

End-to-End AI-Technology kit



Platform-supported development of tailored solutions



Machine & Deep Learning Functionality



Flexible design & modularity



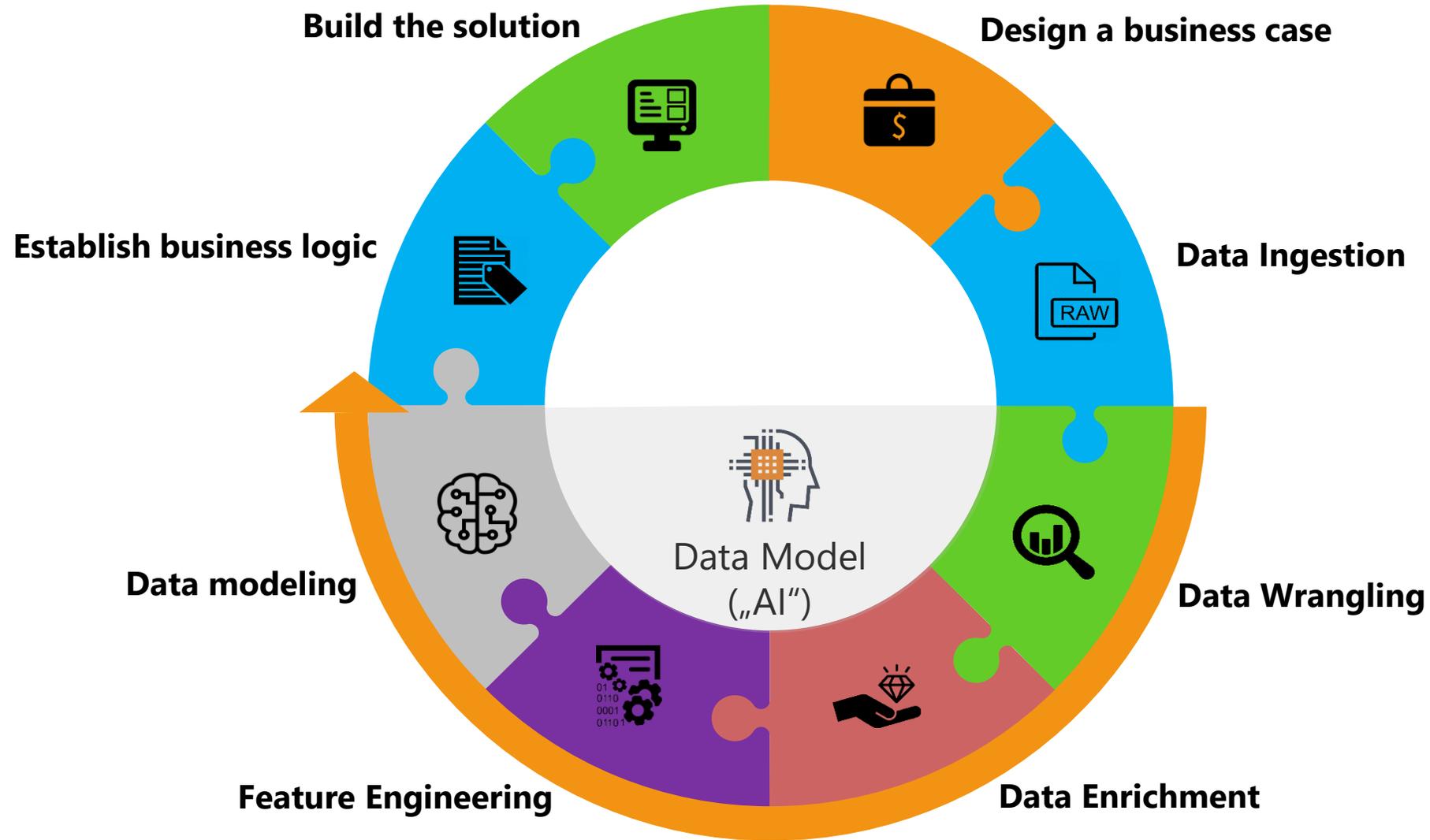
Low-code capability & visually supported



Cross-industrial and interdisciplinary applicable

Build, deploy and maintain your specific AI apps

AI solution cycle



From Idea to business impact



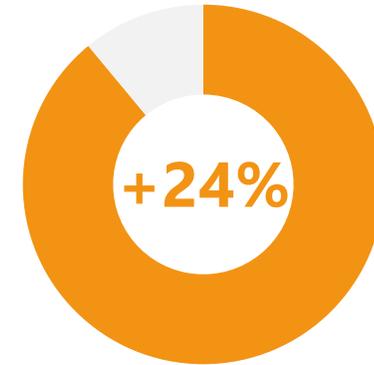
Solution Example - Demand Forecasting



Spontaneous and unexpected orders by customers can lead to difficulties in adopting existing production plan.



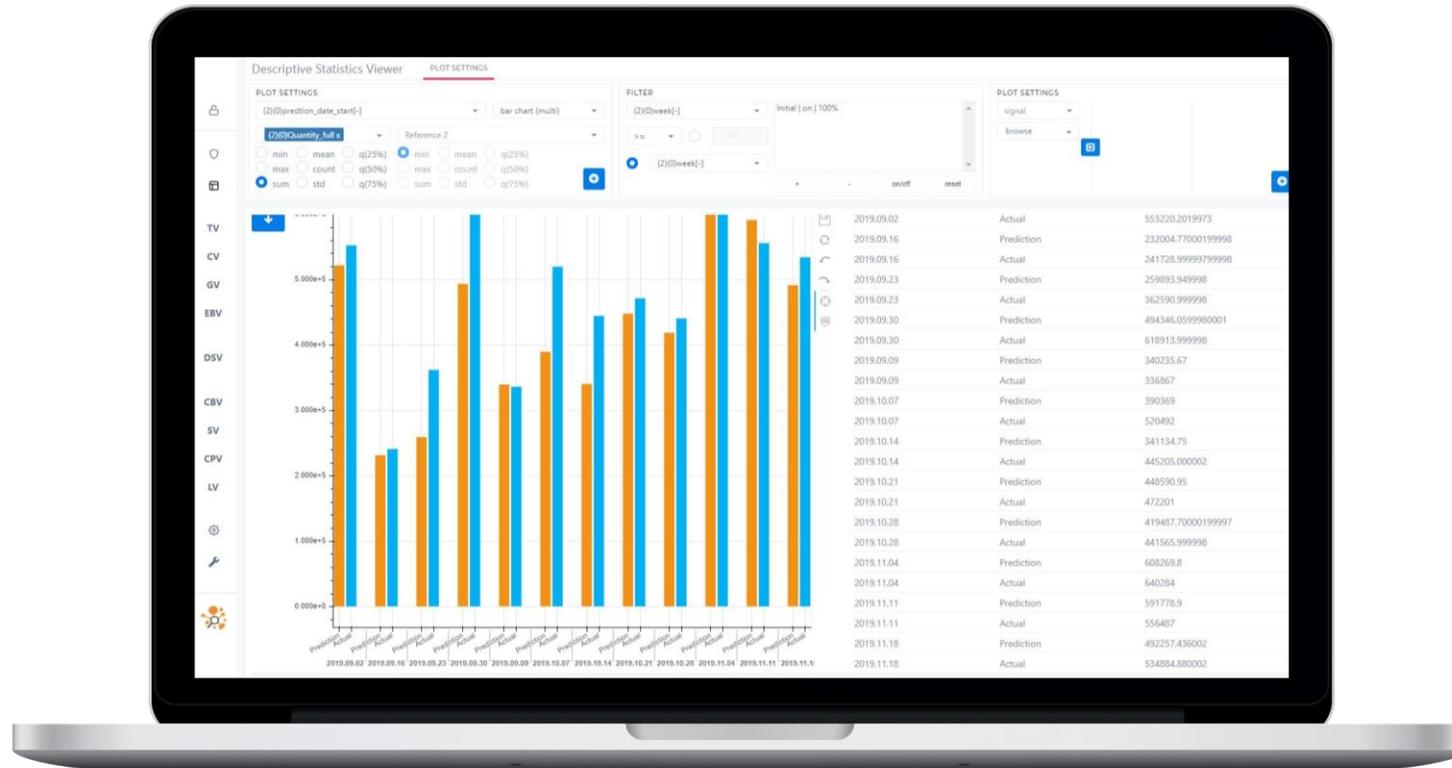
Weekly-based forecast of product orders based on customer's order history and macro-economic indicators



% Forecast Accuracy



OTIF (On time in-full)





- Adapt „demand forecasting“ approach
- AI-driven Pricing
- Flexible data analytics on core data for warehouse process optimization
- Recommendation system based on web browsing behavior data (Remarketing, customer retention)
- „Predictive Maintenance“ of critical equipment

Team



Kerim Galal
CEO



Hüseyin Sahin
CTO



Friso



Asraful



Sarah



Khouloud



Jakob



Mohamad



Bikash



Bianca



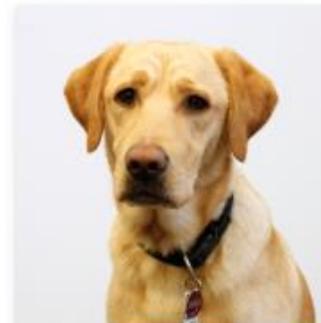
Dustin



Sandra

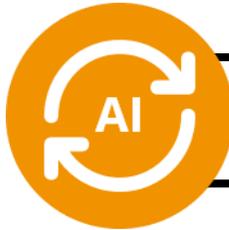


Moritz



Arya

Advantages



Provides an End-to-End AI pipeline



Eloborates new business insights and actions



Enables holistic Data Science capabilities

DAIMLER

MSC Software

EVONIK
INDUSTRIES



This project is funded
by the European Union

GOODYEAR



EUROPÄISCHE UNION
Europäischer Fonds für
regionale Entwicklung



FESTO

KNORR-BREMSE

duisport

eeW Energy from Waste

BECHTLE

DB

NEMOS

ESOS WIND
Engineering Solutions for
Offshore Structures & Wind Energy

optibelt

nass magnet

Contact

Dipl.-Ing. Kerim Galal

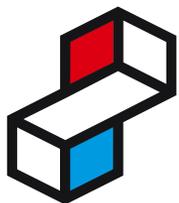
Mobil: +49 163/601 65 96
E-Mail: k.galal@innosep.de

 innoSEP

innoSEP GmbH

Hanomaghof 2
30449 Hannover

www.innoSEP.de



The Start-ups March 2020

Candidate



Max Gürtler
CEO Founder



FREIGHTFINDERS

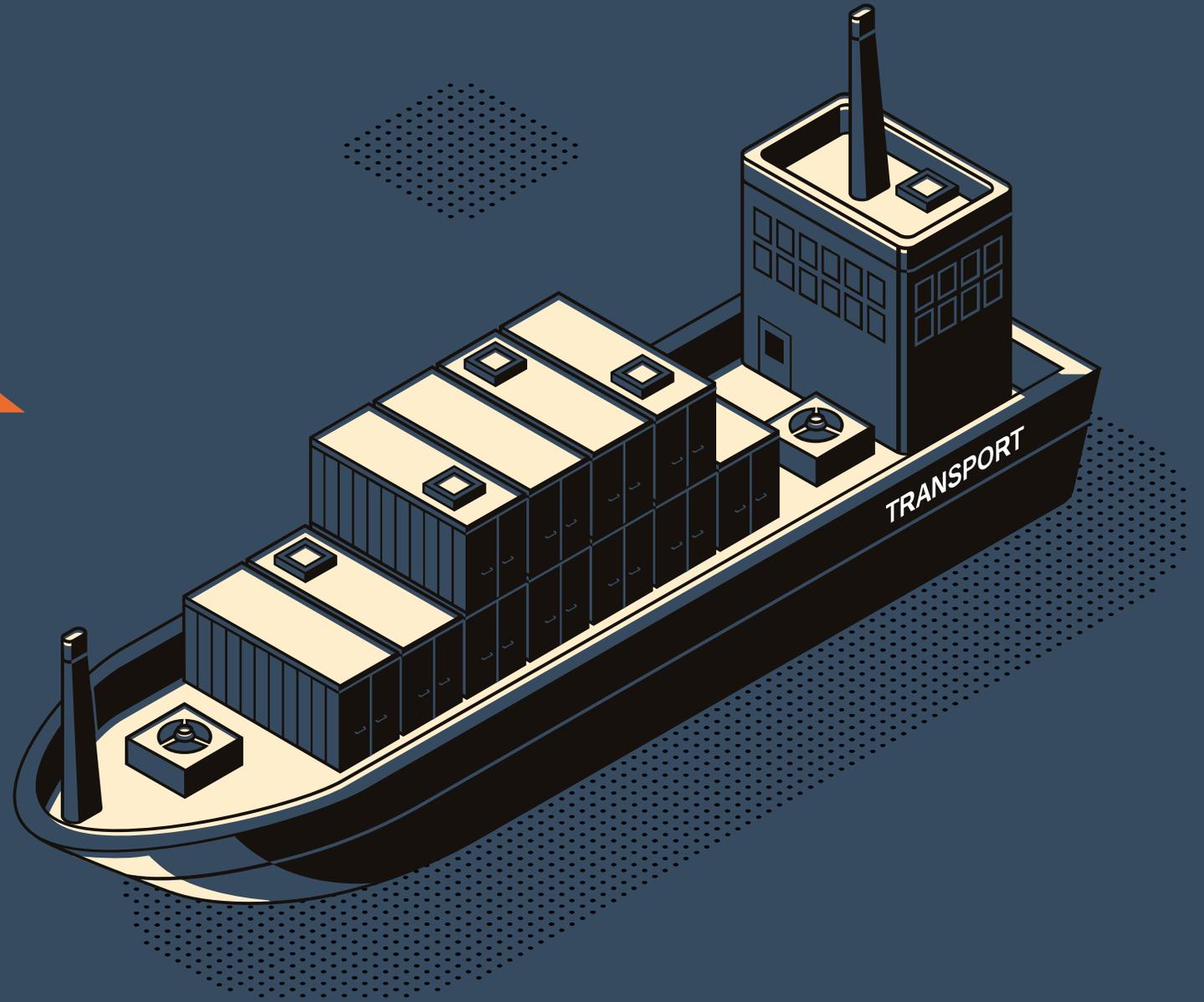
- The search engine in logistics -

Luxemburg, 12.03.2020



COMPANY PURPOSE

Finding the best deals
for your cargo
transport, fast and
easy!



MISSION / VISION

By end of 2021 Freightfinders shall be the No. 1 logistic search engine for industry and retail worldwide.



PROBLEM

1

Complex Tenders

Intransparent
pricing process

2

Requesting any
Transport by Mail

USP



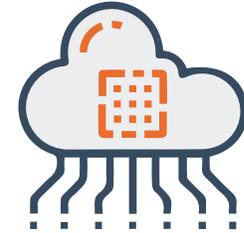
Instant pricing

Database for rates for road, ocean & Airshipments in real time



Spot Quotes

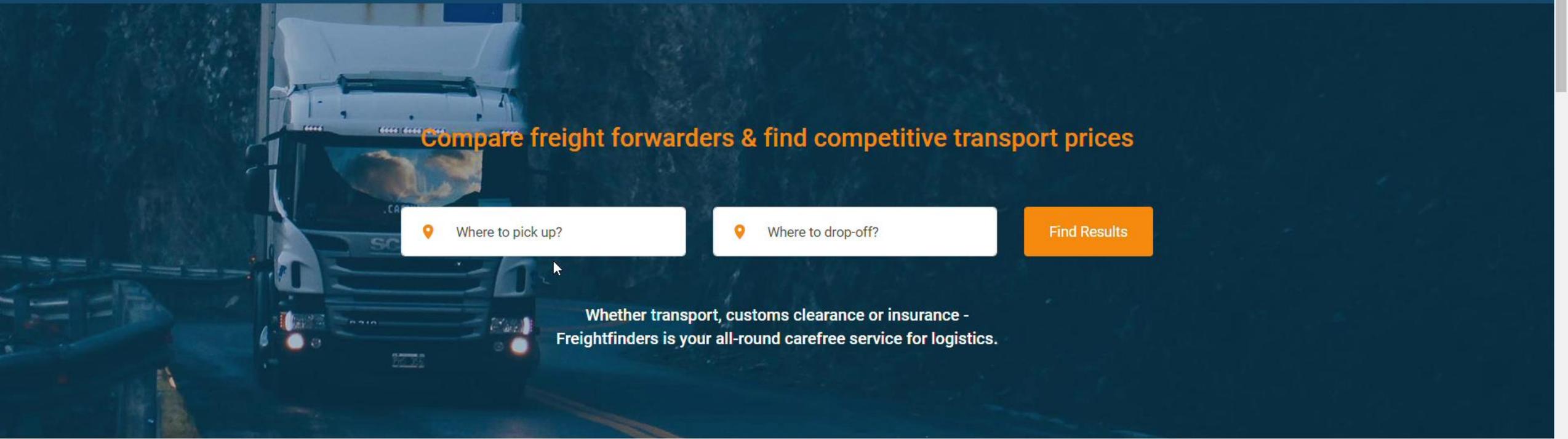
Individual quotations from a network of logistic providers
On demand



API

Pulls data from different Freight APIs to show competitive prices in real time

3 Sources ensure the best quote for any request!



Compare freight forwarders & find competitive transport prices





[Find Results](#)

Whether transport, customs clearance or insurance -
Freightfinders is your all-round carefree service for logistics.



Enter freight data: place, date & mode of transport.
We will find the best route for your transport.

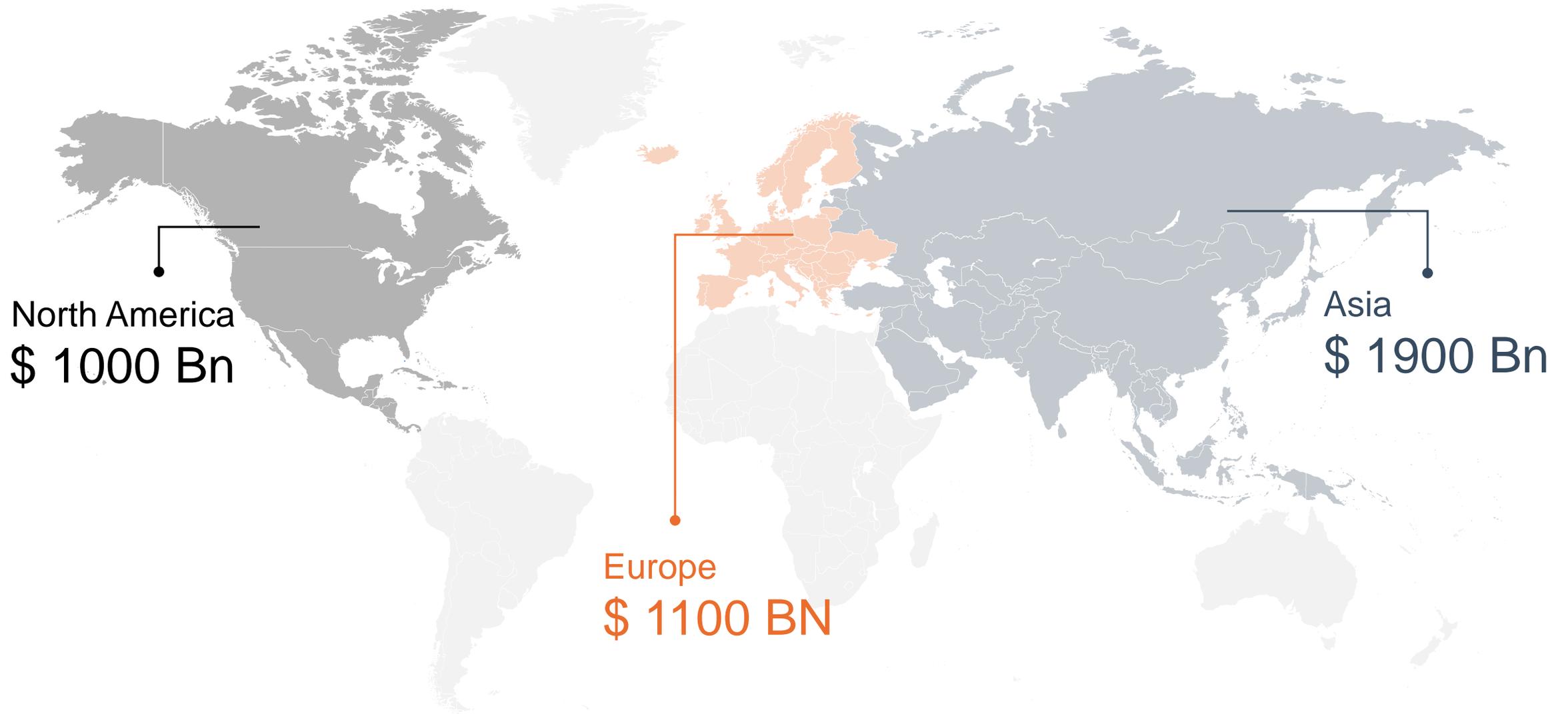


Compare fares & find the best freight forwarder
Only serious offers due to carrier check



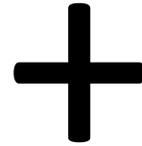
Book cheap fares online! Transparent cost overview.
Get the same fares as booking directly at the carrier

MARKET



BUSINESS MODEL

Charging a monthly plan for logistic companies to show their services online



Selling high margin services like insurance and trade finance direct to the user

COMPETITION

	FREIGHTFINDERS	Digital Forwarders (FreightHub)	Major Provider (Kühne und Nagel)	Other Platforms (Saloodo)
Different Providers	X	-	-	-
Public Ratings	X	-	-	X
Enabling Business Model	X	-	-	-
Sea / Air / Road	X	X	X	-

SOME SUCCES STORIES



Ministry of Infrastructure Kuwait

Export of 4.000 containers from Germany and USA to Kuwait
for infrastructure projects

10.000.000 EUR



Eco Minerals GmbH

Ocean / Rail / Warehouse & Distribution project about 13.000 tons of
Chinese Bauxit for Polish aluminium industry

1.500.000 EUR



German Timber Company GmbH

Exporting 3.000 containers per year from Germany to China incl.
Fumigation and documentation

4.500.000 EUR



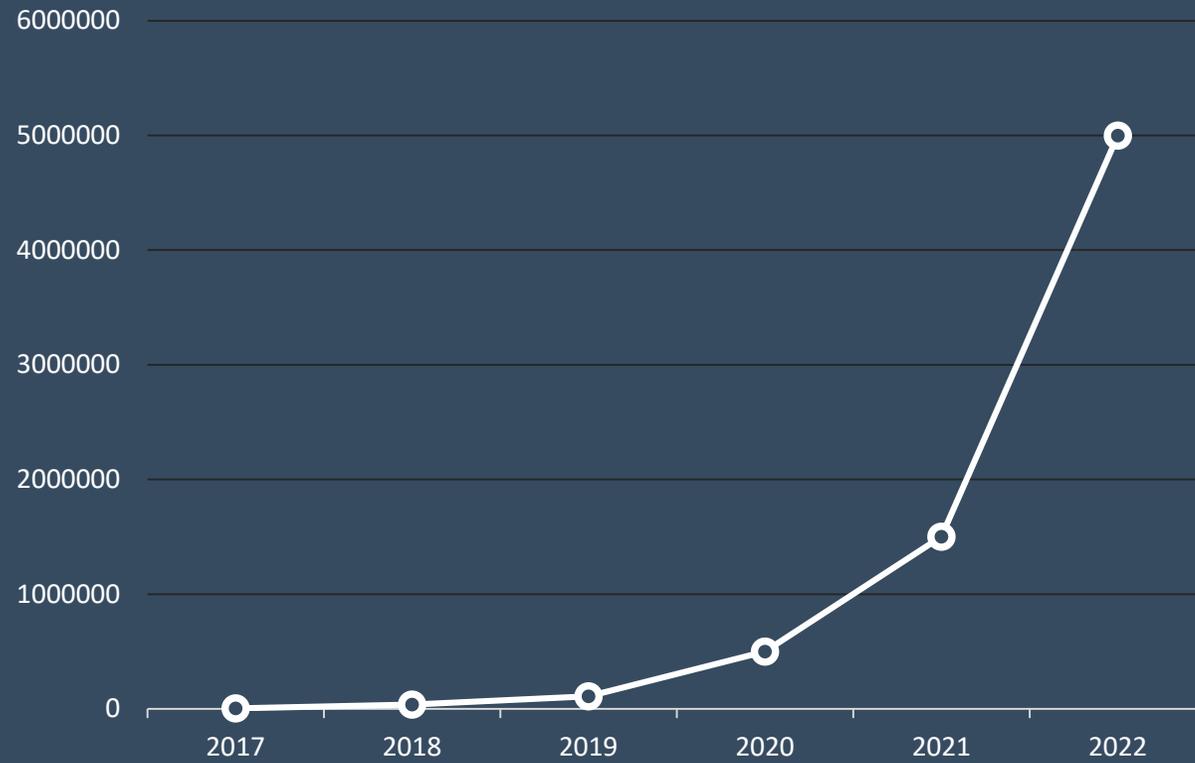
Schwäbisch Hall

Roadshow "Smart Home" – 20 cities
complex road project including 40 crane jobs

200.000 EUR

REVENUE FORECAST

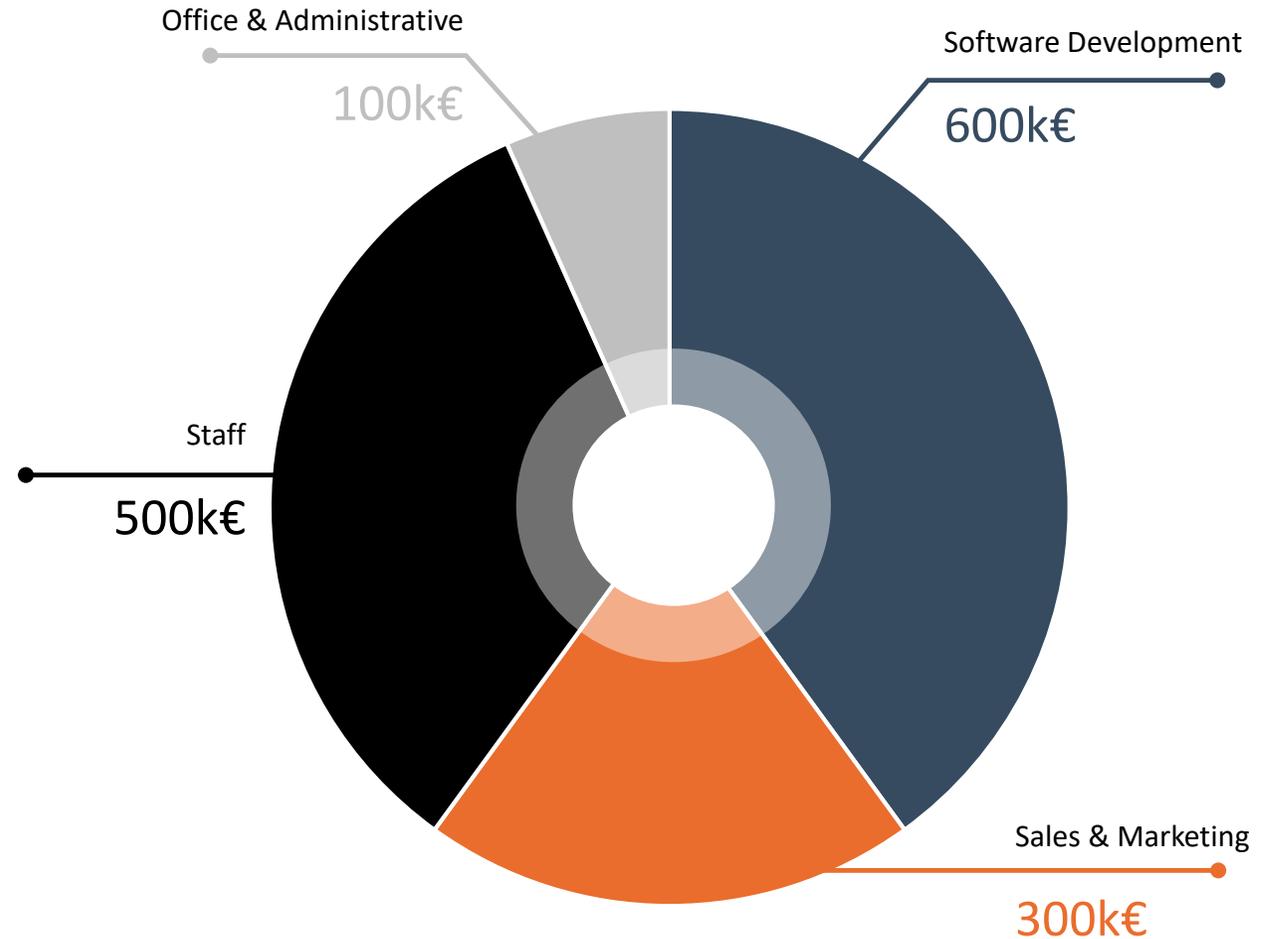
INHOUSE



INVESTMENT ASK

We are looking for EUR 1.5M for boosting our Business in Q3-Q4 2020.

USE OF FUNDS	
Software Development	600k
Sales & Marketing	300k
Staff	500k
Office & Administrative	100k



WHAT ARE WE LOOKING FOR?



Payment Solutions



Network



Capital

OUR OFFER!



Developing Partnership



Sales Channel



Shares

TEAM



MAX GÜRTLER

Founder / CEO

- 10 Years Sales & Marketing in Logistic Industry
- 5 Years in Leading Position



SVEN NOATZKE

Founder / Advisor

- 20 Years in Logistic Industry
- Successful operating a 30 Mio. EUR Logistic Company



JULIAN LAßE

Founder / CMO

- 7 years Online Marketing Experiences Agency / 3rd phase Start-Up



ROMAN SZUBRYT

CTO

- 20 years in Tech Industry
- Leading a team of 4 developers

Why should you talk with us?

- Approved Concept
- Fast Scaling Tech Team
- Excellent SEO Statistics
- More than 3000 client records
- Huge Invest by Founders

Contact:

Thank you
for your
attention!



MAX GÜRTLER

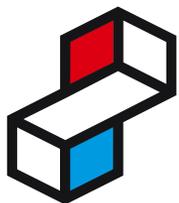
Mail: mg@Freightfinders.com

Tel: +49 (0) 151 – 21955473

Freightfinders GmbH

Pappelallee 78/79

10437 Berlin



The Start-ups March 2020

Candidate



Ralf Haller

Emobs GmbH
Electric Brands AG



Mirko Konta

Ideenlon AG



Frank Becker

CT Engineering



Martin Henne

CT Engineering

CLUSTER FOR LOGISTICS



OUR CONTRIBUTION TO THE MOBILITY OF TOMORROW:

THE eBUSSY



INTRODUCING IT SELF: THE ELECTRIC BRANDS AG

What's this about? Electric mobility!

- Electric Brands AG - The foundation takes place shortly
- Company headquarters in Germany / Mönchengladbach
- Development, production, marketing and management of small electric vehicles and electric light vehicles via a Europe-wide dealer network
- Distribution of third-party products as importer/ exclusive distribution partner via our trade partners
- The EB team consists of experienced founders and leading cooperation partners with industry expertise

„Creating eMotion“



NOT A CAR, BUT MORE

- LIGHT VEHICLE CLASS L7e – ONE DESIGN – TWO CHASSIS VERSIONS: STANDARD AND OFFROAD
- COUNTLESS MODULAR CONSTRUCTION VARIANTS FOR COMMERCIAL AND PRIVATE APPLICATIONS
- SOLAR ROOF, RECUPERATING ALL-WHEEL DRIVE, LED-PANELS, SLIDING STEERING SYSTEM, APP CONNECTED
- AND MUCH MORE



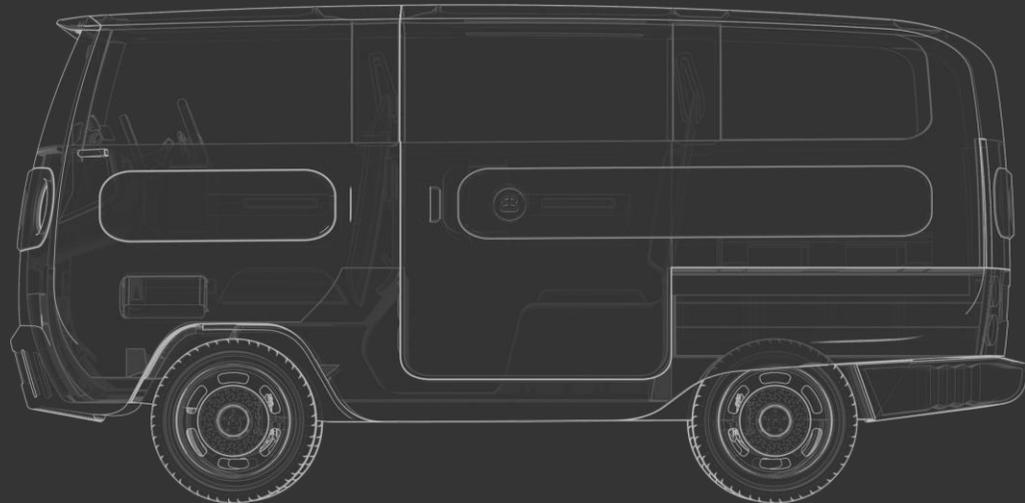
THE INNOVATIVE WORLD OF eBUSSY

- MOBILE BATTERY CHARGING STATIONS AT OUR POS PARTNERS
- REMOVABLE BATTERY PACKS WITH UP TO 600 KM RANGE
- SOLAR FILMS INTEGRATED IN ALL ROOF AREAS WITH UP TO 200 KILOMETRES ADDITIONAL RANGE PER DAY





TECHNICAL SPECIFICATIONS



DRIVE

Electronically controlled all-wheel drive with 4 wheel-integrated, recuperating electric motors and an output of over 1,000 Nm torque.

BATTERY:

Up to 24 removable lithium battery packs of 1.25 kW/h each - total up to 30 kW/h.

Basic equipment 8 battery packs with a total of 10 kW/h - optionally extendable. Range per kW/h approx. 20 km.

FURTHER DATA:

Vehicle length approx. 3.650mm, width approx. 1.640mm, Height approx. 1.890/2.040mm. Empty weight approx. < 450/600 kg without batteries/person/charge. Total nominal continuous power of the motors approx. 15kW. Maximum speed approx. 90 km/h. Permissible total weight approx. 1.600 kg. Loading volume up to 5.3m³ (depending on module).

BEHIND THE SCENES:

RALF HALLER

-52 years

Over 20 years of experience as an automobile dealer with over 20,000 vehicles sold and a further 10 years in the financial services sector. Product and sales strategy developer of the eBussy. Independent entrepreneur for 33 years.

FRANK BECKER

-51 years

Engineer and project manager CT Ingenieure GmbH. More than 25 years of professional experience in development, automotive and industrialization.

JÖRG DEMANDT

-56 years

Almost 35 years of experience in automobile marketing. Thereof 22 years of group experience in responsible positions, dealer acquisition and key account management. Independent entrepreneur as Peugeot dealer for 10 years and management consultant.

HANS RUDOLPH LAMPRECHT

-54 years

Industrial engineer and business economist. CFO at Osram for over 24 years. Executive Consultant at ADVICO.

YAROSLAV YAKOLEV

-36 years

Car designer. 10 years in automotive design as Associated Product Designer at Ferrari, over 3 years Advanced Designer at Yamaha Motor Japan and until today Car Designer at Daihatsu.

THE TEAM BEHIND ELECTRIC BRANDS

CT ENGINEERING GROUP MADRID/HAMBURG

over 30 years in the market

Our partner for industrialization, supply chain, quality management, component development and software process interfaces of eBussy.

Get more informations:

<http://www.thectengineeringgroup.com/>

QUIP AG

Quip AG over 25 years in the market

Our partner for the production/assembly of the eBussy. Quip AG already produces the Streetscooter on behalf of Deutsche Post at the Aachen location, produces further technical products on behalf of large German corporations and forms the last executive link with Ideenion and CTengineers for the production of the eBussy.

Get more informations:

<https://www.quip.de/>

IDEENION AG

over 25 years in the market

Our prototype and vehicle developers up to industrialisation for the eBussy and all further vehicle developments. Developers of our control software and App's.

Get more informations:

<https://www.ideenion.de/en/>

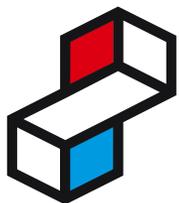
FINANCE & FACTS

Company name/Company name	Electric Brands AG		
Capital requirement from 01.06.2020	17,4 Mio.		
Deposits: investors, holdings	9,5 Mio.		
Debt capital long-term	5,0 Mio.		
Debt capital short-term	1,2 Mio.		
Investment grants from support programmes	1,7 Mio.		
Use of capital	Intangible assets		1,5 Mio. €
	technical equipment		5,7 Mio. €
	operating and office equipment		1,5 Mio. €
	Operating resources (development costs)		8,7 Mio. €
	Sum		17,4 Mio. €
Sales and earnings before taxes	Year	Turnover in million €	Earnings b. tx. in mil. €
	2020	4,2	(-) 5,6
	2021	445,3	188,8
	2022	909,9	351,1
	2023	1.154,6	422,5
Date of foundation / project start	01.05.2020 / 01.06.2020		
Sector / branch of industry	WZ 30.91 Manufacture of light electric vehicles		
Distribution of company shares	To negotiate		
Return on sales	> 25%		

- TODAY OVER 80 DEALERS IN GERMANY
- OVER 1,000 PARTNERS IN EUROPE UNTIL PRODUCTION STARTS
- PRODUCTION START IN JUNE 2021
- PROTOTYPE DEVELOPMENT ALREADY STARTED
- FIRST MAJOR CUSTOMERS ALREADY PRESENT
- OVER 20,000 PRE-ORDERS UNTIL START OF PRODUCTION
- SELF-FINANCED TO DATE - NO LIABILITIES
- INNOVATIVE PRODUCT WITH NUMBER OF USP's
- LIGHT VEHICLE - REDUCED HOMOLOGATION CONDITIONS
- FEW COMPETITORS AVAILABLE
- EXPERIENCED TEAMS & NETWORKS
- FURTHER PRODUCTS IN PREPARATION
- READY TO START

THANKS YOU FOR YOUR ATTENTION





The Start-ups March 2020

Candidate



Meysam Minoufekar
Co-Founder

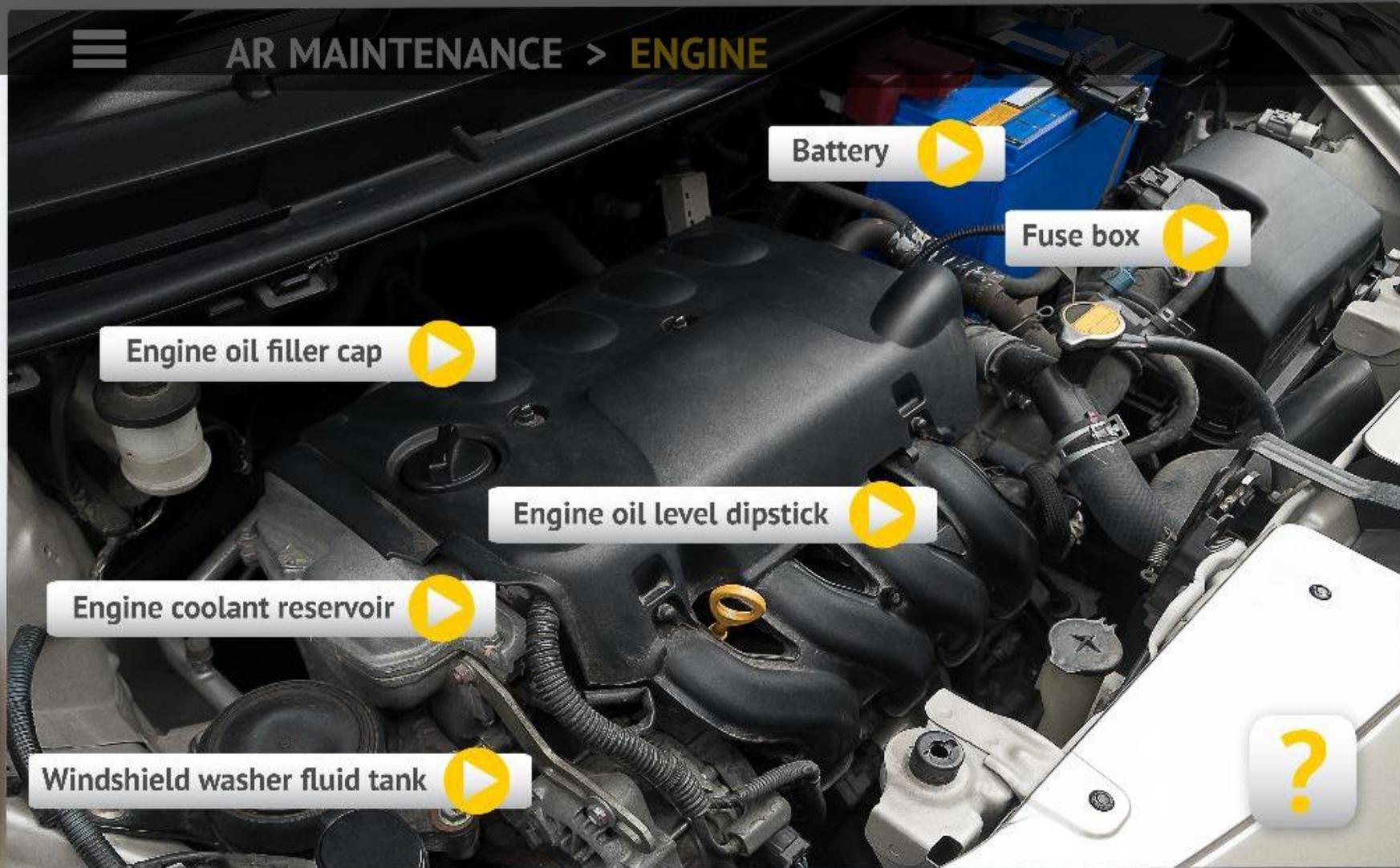


The logo features a stylized orange 'Q' icon on the left, followed by the word 'dropslab' in a white, lowercase, sans-serif font.

smart **assistance** technology



What is Augmented Reality?



Augmented Reality



vs.

Virtual Reality



Our Idea

Free GHA's hands to streamline parcel flow in warehouses



Guide



Sense



Communicate



Hands-free
(if needed)

- Adapts to user needs
- Flexible for any situation

Our Solution

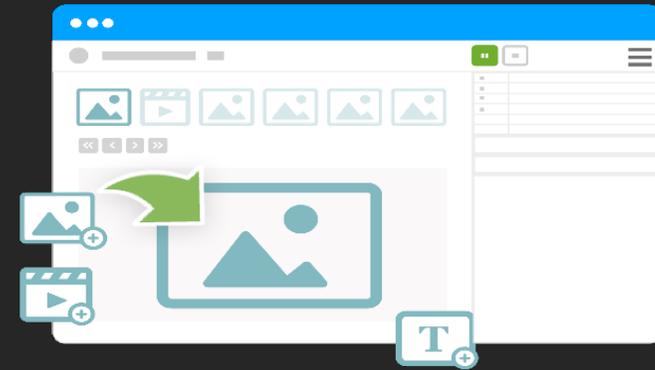
Assisted Acceptance of air cargo

Key Features

- AR assistance for shipment information
- Cargo acceptance & documents validation
- Pallet build-up assistance

Benefits

- Reduce the errors & need in training
- Hands-free (higher efficiency)
- Elimination of “paper work”



User defines step-by-step Workflow



GHA User sees AR instructions & guidelines





- 1. Digitized Parcel Validation & Documentation**
- 2. Digitized Damage Reporting**
3. AR-Assisted Volume Checking
4. AR-Assisted Pallet Build-up



1. Digitized Parcel Validation & Documentation
2. Digitized Damage Reporting
- 3. AR-Assisted Volume Checking**
4. AR-Assisted Pallet Build-up



1. Digitized Parcel Validation & Documentation
2. Digitized Damage Reporting
3. AR-Assisted Volume Checking
- 4. AR-Assisted Pallet Build-up**

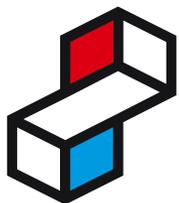
Where are we?

Milestones:

- Implementation of the AR application ready
- Experiments have been done in operation
- Interest from large partners within the air cargo industry

Partners:





The Start-ups March 2020

Candidate



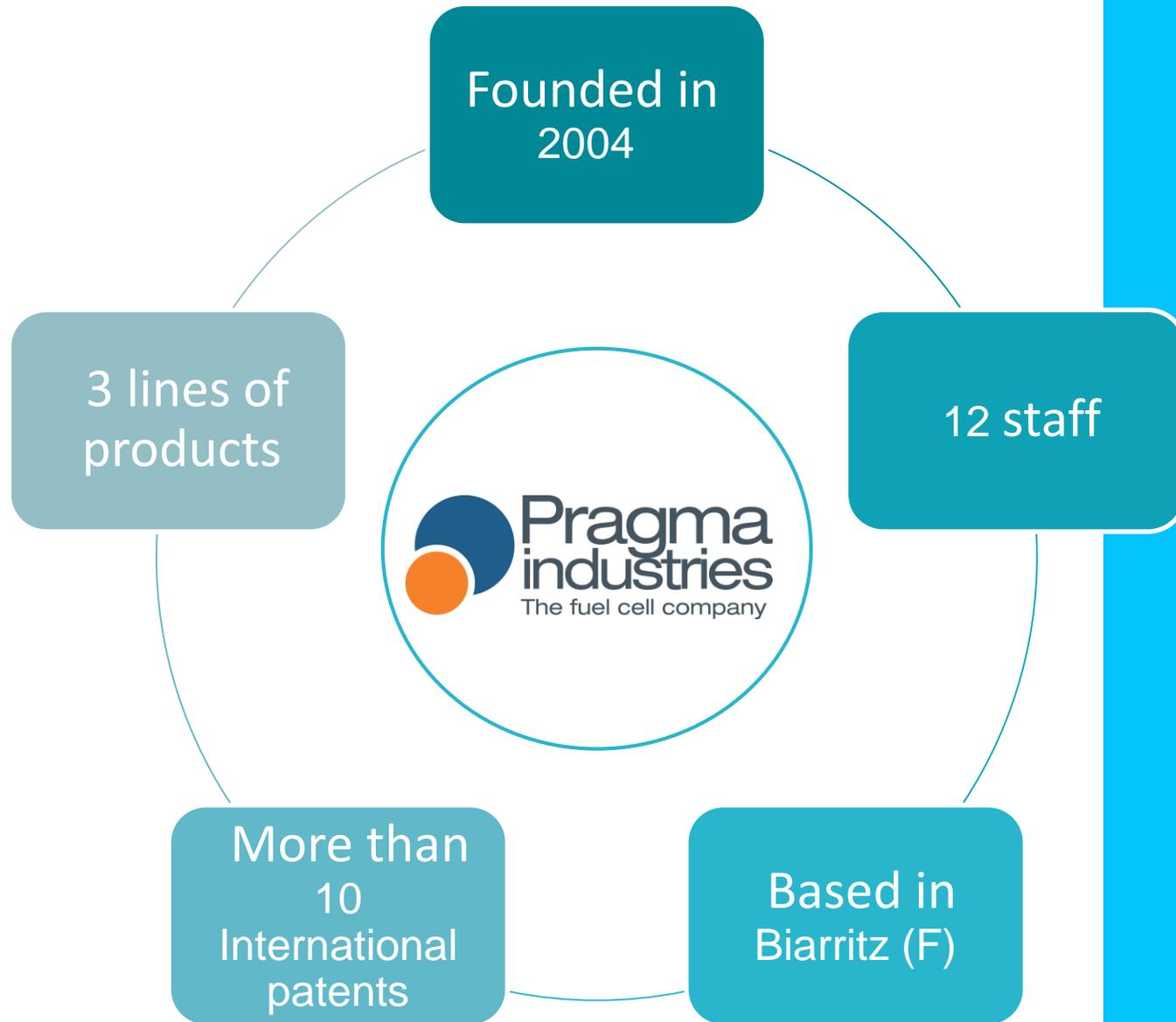
Guillaume Le Berre
Directeur Général





PITCH LUXINNOV

12 MARS 2020



Problems To solve



Decarbonation of urban logistics

- 1/3 of CO2 released in cities
- 50% of thin particules



Footprint

- 15% of all moving vehicles
- 32% of poorly parked cases



Make
mobility
light again
And truly
sustainable

Hydrogen



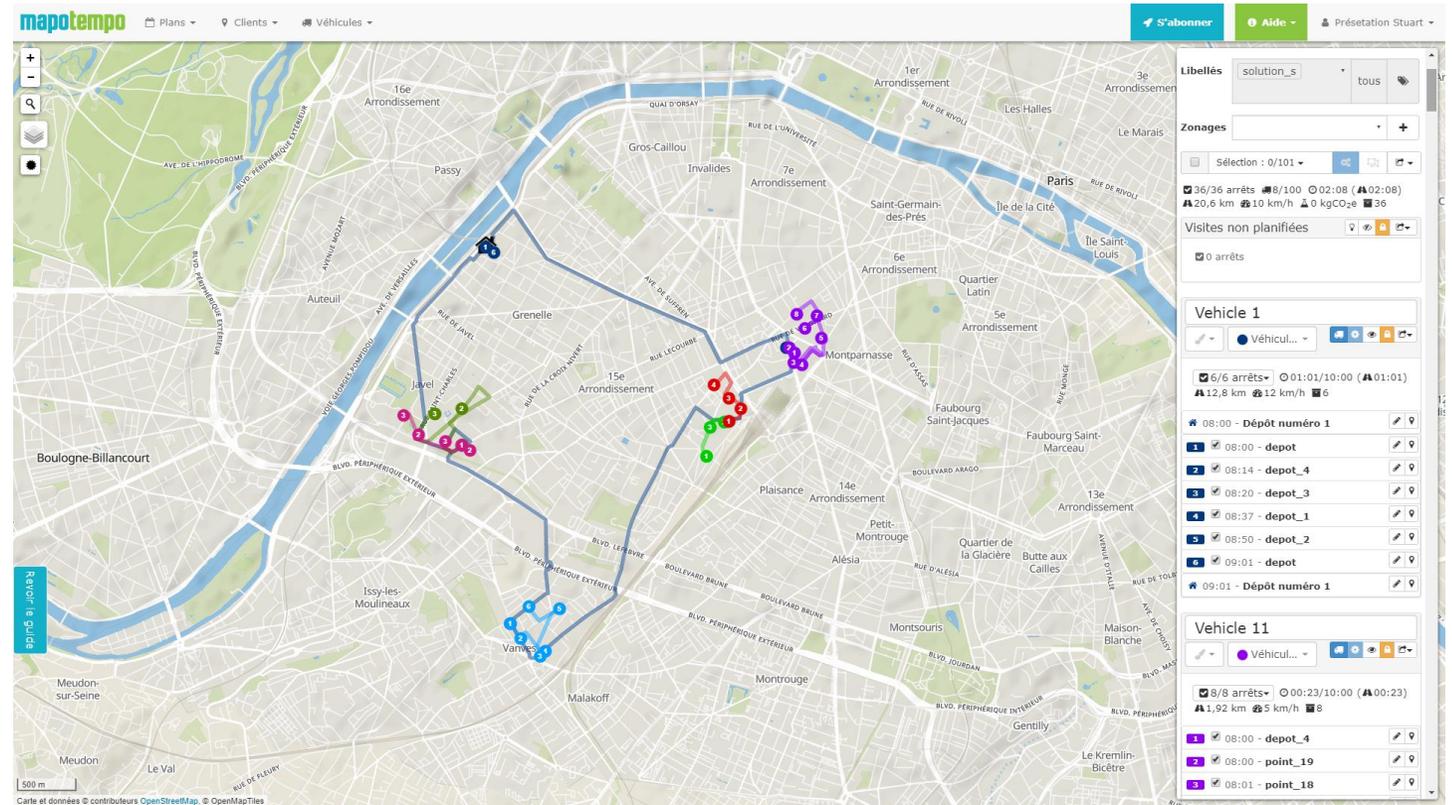
Make
the
difference
with
Hydrogen

Interest of Hydrogen

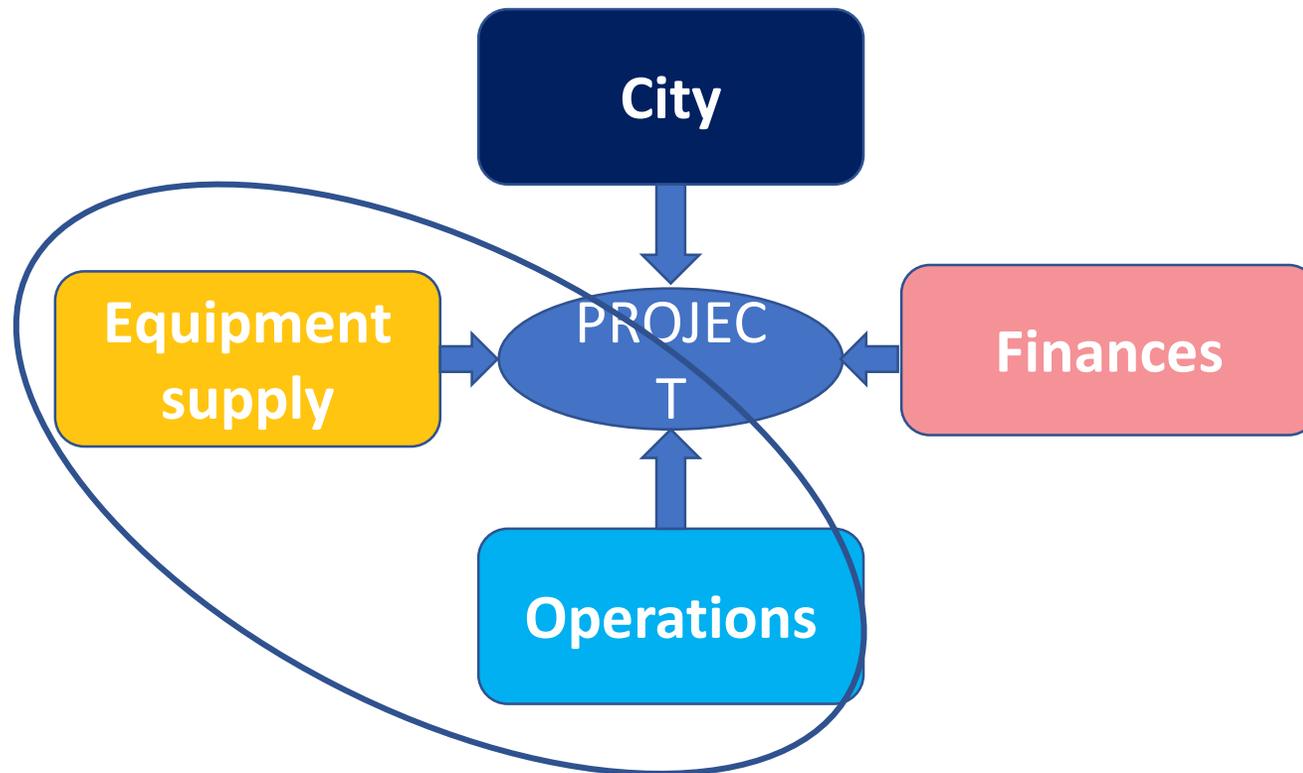
- TODAY PRODUCING GREEN HYDROGEN IS A REALITY
- PRODUCTION REJECTION : OXYGEN !
- COMBUSTION REJECTION : WATER !
- NO FINE PARICLES
- NO NEED OF RARE METALS OR RARE EARTHS

Digital and AI

- Automation of roadmaps
- 20 to 30% less km
- Microhubs



Strategic positioning



Our offers

- Logistics Outskirts – City centres
- Urban express delivery
- Collection of goods
- Itinerant trade



Value proposal

- Innovative solution
- 70% saving on tech OPEX
- CAPEX – 10 years
- Full cycle proposal
- Short time to market



Thank you!

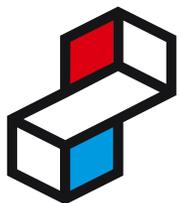
Guillaume Le Berre (France)
+33 652 65 34 48

Eric Van Boven (Luxembourg)
+352 691 444 719

g.le-berre@pragma-industries.com

www.pragma-mobility.com





The Start-ups March 2020

Candidate

Ô-EAT

transport of sensitive items at controlled temperature

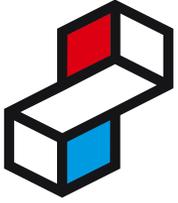
Stephan Bruno

Founder , Creator, CEO

Martin Truffier

Industrial development, Co-founder



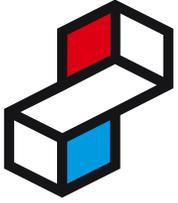


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Ô-Eat

Problem :

- Many product deliveries do not arrive at the right temperature or undergo thermal shocks
- In the air transport of sensitive medicines the containers are very heavy
- For the transport by truck of sensitive products a lot of space is lost our code locks.



The Start-ups March 2020

Ô-Eat

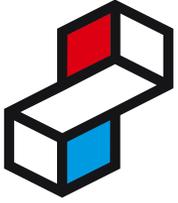
Solutions :

Application creation:

- logistics management with the application and with an efficient back office

Deliveries:

-our temperature-controlled, connected, electric boxes with gps in connection with the application and our code locks.



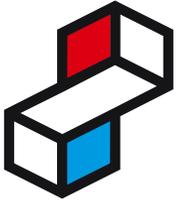
The Start-ups March 2020

Ô-Eat

Development stage:

We turned to companies that are experts in their fields:

- application: specifications made, model in progress, in preparation for coding*
- meeting of suppliers and partners*
- study of insulated boxes and meeting of suppliers*
- meeting and study of suppliers for systems: gps, system, compressor, battery, probes, etc.*
- road map (protoype sem 17 & poc: sem 19)*
- creation of r & d team and strategic committee*



The Start-ups March 2020

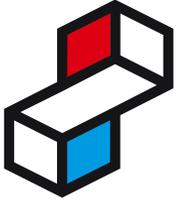
Ô-Eat

Needs for 6 months:

- preparation beta test sem 19
- preparation of fundraising sem 20
- create websites and communications media
- office and workshop sem 15

Vision:

Provide quality service everywhere on food delivery or sensitive products, at any temperature, with the motivation of excellent customer service



The Start-ups March 2020

Ô-Eat
—

Address :

36 rue du séminaire bat g5c

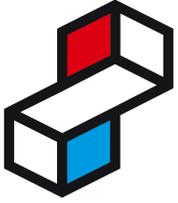
Rungis & co

94626 Rungis

France

info@ô-eat.com

tél : 0033 (0)7 61 26 59 79



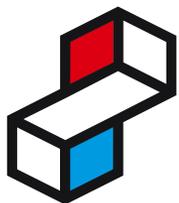
The Start-ups March 2020

Candidate

cube
4T8

Company canceled participation due to internal decision related to Coronavirus

Learn more under www.cube4t8.lu



The Start-ups March 2020

Candidate



dashdoc

Benoît Joncquez

CEO and co-founder

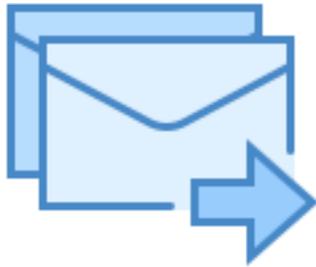


dashdoc



dashdoc

Problem



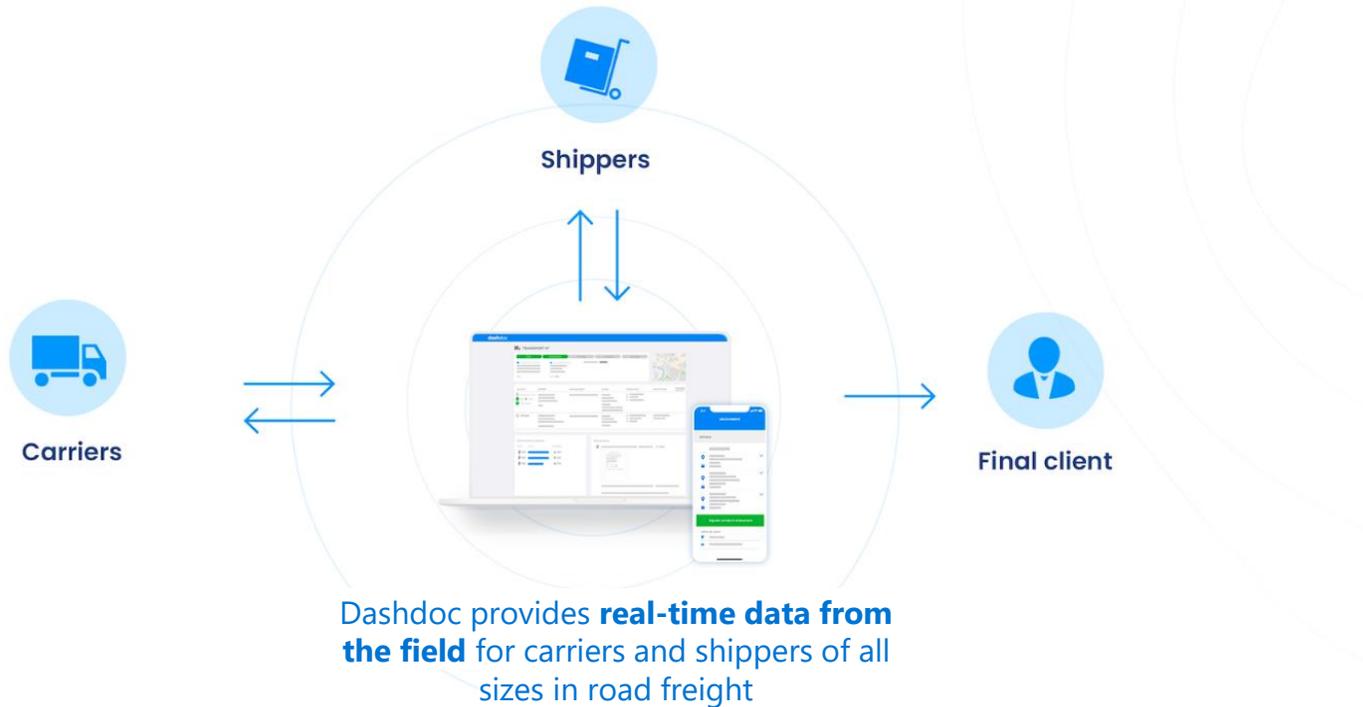
Emails



Spreadsheets



Paper documents



Dashdoc provides **real-time data from the field** for carriers and shippers of all sizes in road freight



Dashdoc is the **smart road transport management platform** for shippers and carriers.

Get the same level of service of home delivery by managing your shipment orders in real time. Go paperless, react to unforeseen events, and measure your performance

Like our 120+ satisfied customers, use Dashdoc and **increase your revenue in 5%, gain 30% in productivity, and 20% more cash.**

dashdoc

TIMELINE



September 2015

Launch of Truckfly

«The TripAdvisor for truckers»

+ 350 000 app downloads



August 2017

Dashdoc launch

Road transport management platform



July 2018

Michelin acquires

Truckfly



March 2019

+ 120 Clients



December 2019

+60 000 monthly orders

Expertise in bulk transport

dashdoc

OUR VALUES



Care

we are committed to the wellbeing of our clients, our team, and our environment



Ambition

we aim to achieve the maximum positive impact



Passion

we love what we do, and we are eager to improve



Speed

we move fast and we waste no time

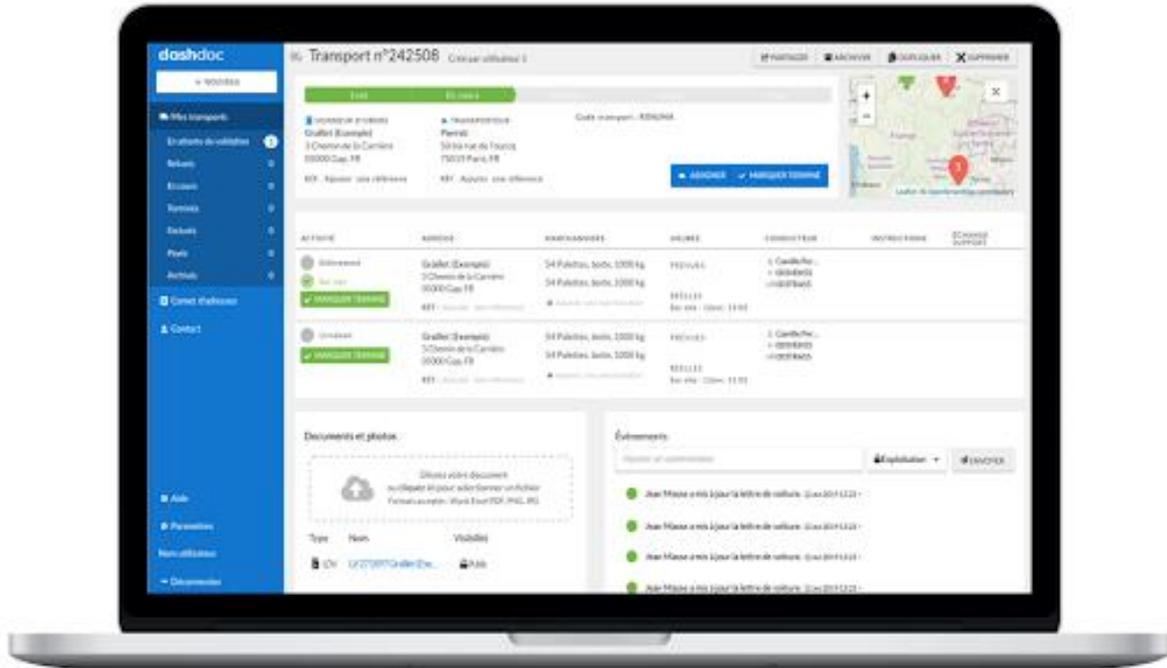
dashdoc

Our offer

Dashdoc offers a complete solution suite

- **DASHDOC WEB**
web platform: *Plan and dispatch, control tower*
 - **DASHDOC MOBILITY**
mobile application: *Get real-time updates and information from your carriers and partners on the field*
 - **DASHDOC CONNECT**
Connectivity and automation: *TMS, telematics, and API*
 - **DASHDOC DEPLOY**
training and deployment to ensure an optimal use of Dashdoc
-

dashdoc Web

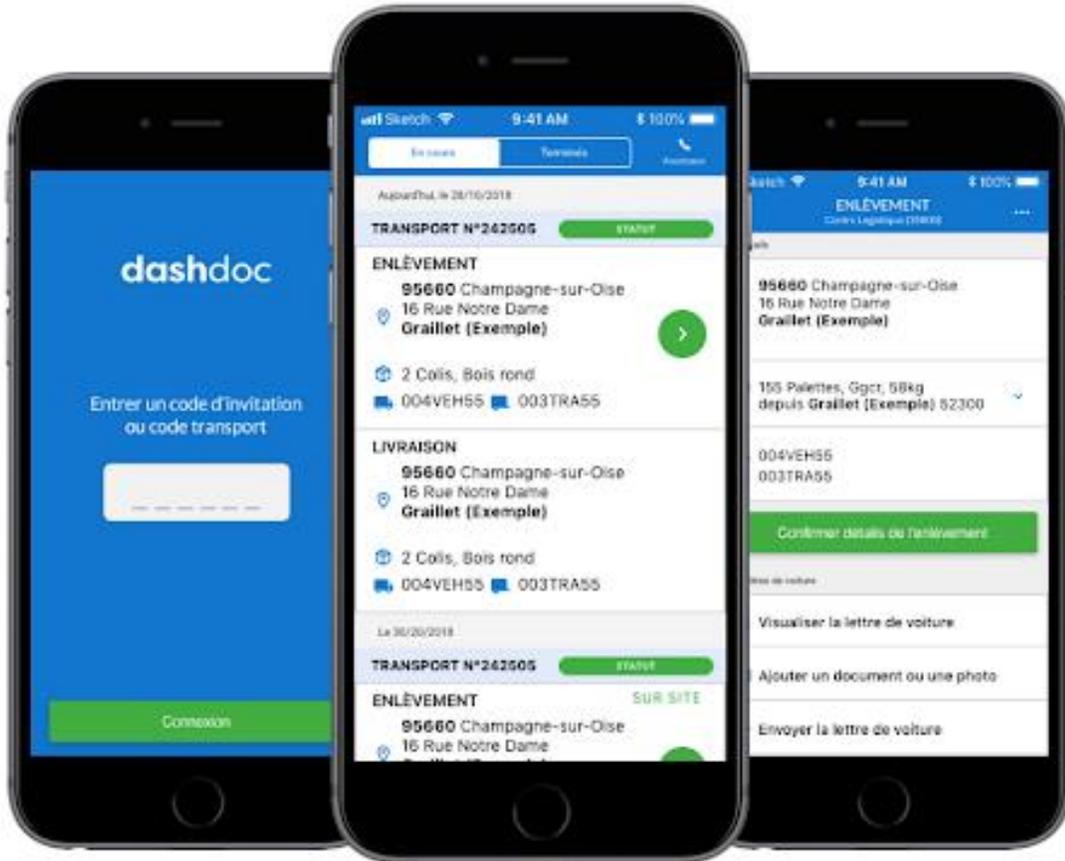


Dashdoc Web allows you to **plan, pilot and centralise** your shipment orders. Collect all the information, receipts and proof of delivery

Benefits:

- **All your shipment flows centralised**, automatically updated and available on any device
- Reduce costs and save time : **30% less calls with carriers**
- Quickly and **easily cross-reference documents** to make **avoid billing mistakes**

dashdoc Mobility



With **Dashdoc Mobility** get **real-time updates** and information from your carriers and partners **on the field**

Benefits:

- Boost your productivity and **win 12 min per shipment** by simplifying your communications with carriers
- **Reduce your costs by 2%:** Adjust your planning in real-time and anticipate unforeseen events on the road
- **Improve your cash-flow by 20%** with real-time access to all the documents you need to invoice faster

Connectivity and automation

Improve your productivity with automated data exchange

Save time and automate data input

Aggregate all your order's data in a single platform

Connect software and tools you already use

Turn data into **actionable insights** to improve your profit margins



Features :

- Automatically update external software and tools with order creation, assignment and modifications made on Dashdoc.
TMS <> Dashdoc
- Automatic aggregation of order documents stored on external software and tools
Billing software, example SAGE <> Dashdoc
- **Enrich your order files with:**
ETA, time spent at loading facilities, truck GPS coordinates, load weight, load temperature, authenticated check-in from drivers at loading facilities

dashdoc

Our clients:

Shippers



Client needs:

- Setup of a structured orders interface
- Agile solution to manage multiple carriers
- Delivery proof and shipment status
- Specific requests for waste transport

Results:

- Orders placed with 25 carriers
- Connection to proprietary software (MySuivra)
- Real-time monitoring of shipment completion



Client needs:

- Setup of a structured orders interface
- Agile solution to manage multiple carriers
- Delivery proof and shipment status
- ETA: SMS notifications one hour before arrival of truck to loading facilities

Results:

- Orders placed with 12 carriers
- Connection to proprietary software
- Faster billing time
- Dashboard: time spent on loading site/ delays.

dashdoc

Our clients:

Carriers



Client needs:

- Setup of a tracking platform for clients
- Implementation of a customer order interface: manual or in EDI
- Chartering information retrieval

Results

- Equipment of the entire vehicle fleet (3 000)
- Connection to proprietary software
- Fast and efficient invoicing



Client needs:

- Digitalisation of billing process: improvements in cash flow and organisation
- Aggregated data: transport/line profitability on 1 600 trucks
- Chartering information retrieval

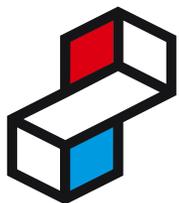
Results :

- Equipment of the entire vehicle fleet (1 600)
- Connection to proprietary software
- Fast and efficient invoicing

Thank you

dashdoc

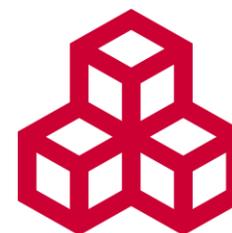
Paul-Hubert Des Minières
paulhubert.desminieres@dashdoc.eu



**..and the Winner is
Sponsored by Cargolux International Airlines**

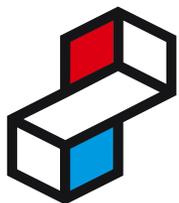
..and the Winner of the Audience is

Best Start-up March 2020



car5olux
YEARS

you name it, we fly it!



**..and the Winner is
Sponsored by EY**

**..and the Winner of the JURY
Best Start-up March 2020**

4TH INTERNATIONAL LOGISTICS & MOBILITY
START-UP MATCHMAKING EVENT
12 MARCH 2020
STARTUP SERIES

CONGRATULATIONS!

VOUCHER FOR SUPPORT OF EY STRATEGY,
MARKETING AND INNOVATION CONSULTING SERVICES

STRATEGY & VISION | CUSTOMER EXPERIENCE | PRODUCT & SERVICES PORTFOLIO | EXECUTION PLAN & GO-TO-MARKET | FINANCIAL MODELING



CLUSTER FOR LOGISTICS



Together, we will prepare a successful next chapter

EY, C4L and CorpPearls joined forces to OFFER STRATEGIC WORKSHOPS to assess your Ventures business readiness providing specific portfolio strategies' recommendations, technical feedbacks and a detailed action plan.



BUSINESS REVIEW PLAN

Business and Market review assumptions

Product-Market fit high-level assessment high-

Route-to-market assessment capabilities

Branding and Corporate Identify rapid diagnostic



FINANCIAL REVIEW PLAN

Cost-To-Serve assumptions high-level review

Financial statements diagnostic (e.g. Cash flow)

Financial indicators and ratios check

Funding and Execution plan



INVESTORS INTRODUCTION

Forward to a selected group of investors (business angels, VCs, strategic investors)

Intermediation & negotiation

In partnership with:



Workshops

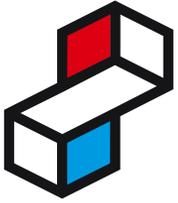
Strategy & Vision

Customer Experience

Product & Services portfolio

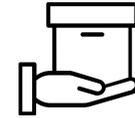
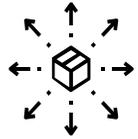
Execution plan & Go-To-Market

Financial Modeling



Our audience

Service providers, solution providers & their customers

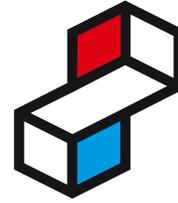


Logistics
Services

ICT &
Consulting

Industry

Retail



Next Conference June 18th New Energies in Transport

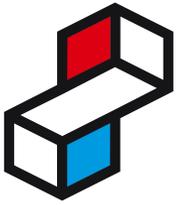
« *New Energies in Transport and Supply Chain* »

Target:

Industry, shippers, members, SC Professionals

Sponsors: Open for interest, to be confirmed





Thanks to partners, 24 Effective members and > 100 members 2020



CLUSTER FOR LOGISTICS