

## Investment Opportunity

Industry-validated, copyrighted, multi-award-winning technology solutions that make last-mile delivery profitable and substantially improve livability in cities

### WHAT WE DO

We help cities and companies to design, implement and manage disruptive and sustainable urban goods distribution models that address their negative externalities and achieve impactful results.

We solve the sustainability, cost, visibility, efficient routing, and digital divide challenges of last-mile operations.

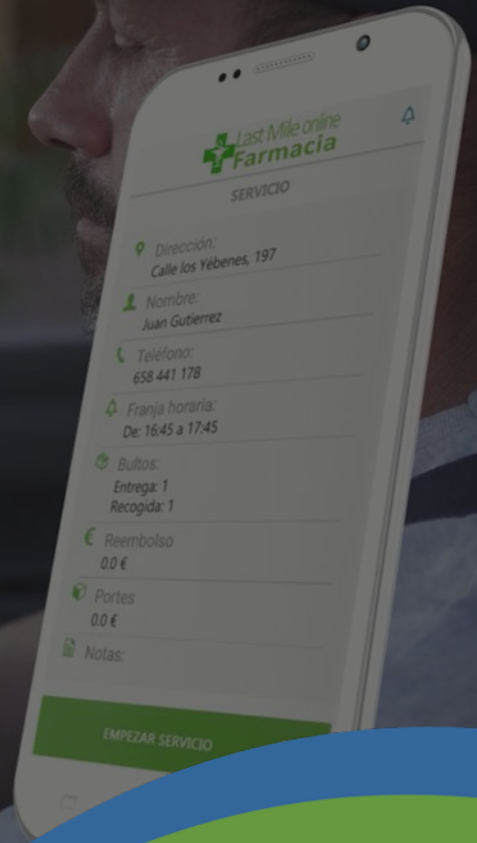
### USE OF PROCEEDS

60% on Sales, 12% on Marketing, 28% on Support, Development and DevOps, to grow in Spain and prepare international expansion.

**Stage: Pre-revenue, Industry: Transport Tech**  
**Current Employees: 3, Market Size: \$120 billion**

### CONTACT INFORMATION

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### NEED/OPPORTUNITY

The health and energy crisis have stressed the need for greener, technology enabled goods road transport models that break the digital divide and meet societal demands.



### SOLUTION

The Last Mile Digital Platform<sup>®</sup> helps cities and companies design, implement and manage the day-to-day of disruptive, sustainable and inclusive urban goods distribution models.



### TOP MILESTONES

Exclusive Intellectual Property rights registered worldwide. Validated as a Corporate and Enterprise line-of-business application by Microsoft and Honeywell. Partners on a three years H2020 consortium to design and validate Digital Twins of urban logistics networks in six European cities.



### GO TO MARKET

Direct sales to all private and public companies that transport or deliver goods or services off-premises in the 800 cities over 50 thousand inhabitants in the European Union.



### REVENUE MODEL

Last Mile Team<sup>®</sup> offers four different products As-a-Service with the same front and back-end, and a license to use only the Back-End as-a-Service through an API.

### COMPETITORS

- Bringg
- LogiNext
- JDE

### HOW WE ARE DIFFERENT

- ✔ Founding Team members bring more than 60 years of experience. 37 in global supply chain, 23 in software, ops. and devops.
- ✔ Industry-validated solutions, built to serve all economic activities that transport or deliver goods or services off-premises.
- ✔ Case Study of Sustainability and Social Responsibility Good Practices 2021, in the European logistics and transport sector
- ✔ European Sustainable City Logistics Best Practice 2022, as the Digital Twin technology that drives city logistics improvement
- ✔ Designed to scale from day one. Certified in Azure, planned in AWS and IBM clouds.

### MANAGEMENT TEAM

#### Daida González, Co-Founder, CDO

LLM, Master in .NET and Mobile Apps development. 15 years .NET development. Serial entrepreneur.

#### Lis Fernández, Co-Founder, Ops & DevOps

Degree on Computer Science. 10 years experience.

#### Angel Batalla, Founder, CEO

M.Sc. in Marine Engineer (Hons.), Executive MBA. 37 years Global Supply Chain. Serial entrepreneur.