

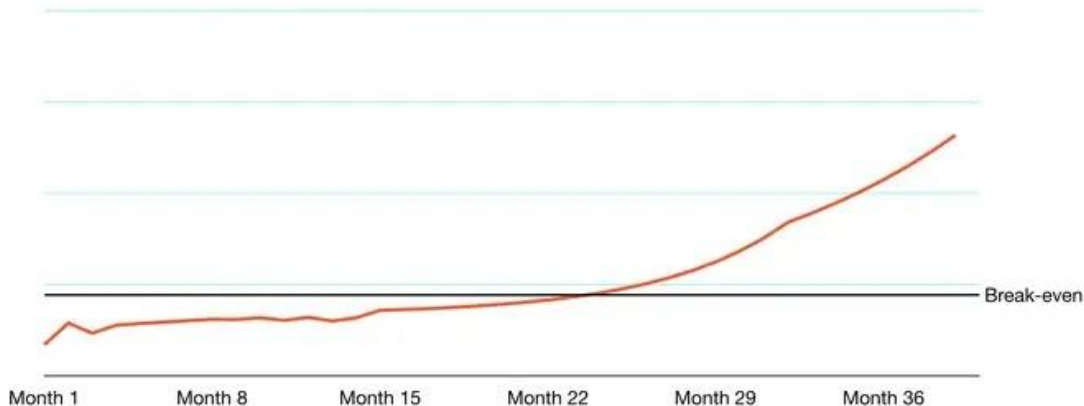


Bringing the future of urban deliveries



Country launch

First city can be profitable in 24 months



Has logistics industry got this all wrong?





**By 2030, globally growing demand
for e-commerce delivery will result in:**

36%

more delivery
vehicles in inner cities

11 min.

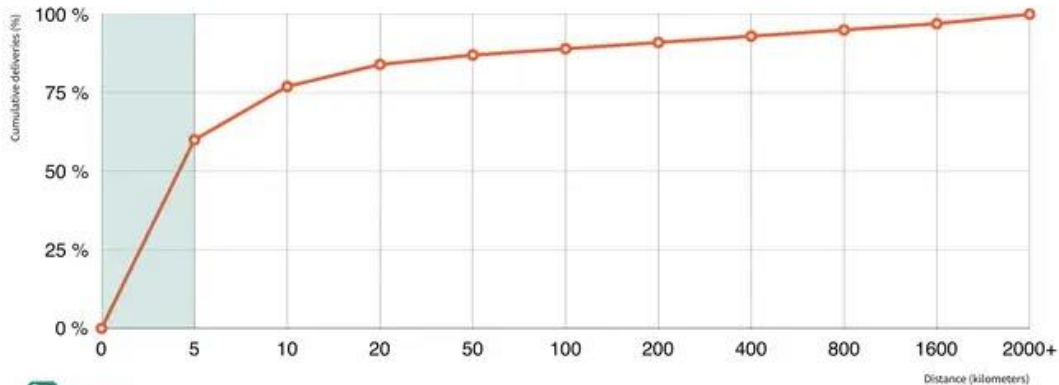
longer daily
commute

30%

increased carbon
emissions

60% of last-mile deliveries are below 5 kilometers

If consolidated in urban hub, average last-mile delivery distance - 1.9 km. Bicycles can cover this distance better than vans.



There has never been a time of greater demand for last-mile deliveries

78% growth through 2030 in urban last-mile deliveries

Urbanization



60% people living in cities in 2030.

20-35% congestion increase since 2010.

Customers



2.1bn people expected to buy goods online by 2021.

20% online retail share by 2023.

Delivery



20-40% growth in same-day delivery.

10% per annum growth in instant delivery.

Technology



14-35% xEV share of new car sales across regions by 2030.

2024 year in which most OEMs will release L4/5 autonomous vehicles.

01.

Strategy

Beautifully designed

Perfected UX for all delivery parties



Easy for merchants

Fast onboarding, account setup in less than 5 minutes.

Deliver right from the web dashboard or integrate straight into your e-shop through e-commerce modules or API.

Exciting for recipients

Real-time tracking, notifications and full delivery control right in your browser - no clunky apps.

You can even schedule same-day delivery from any chat.

Simple for fleets

App that turns complex last-mile delivery workflows into simple step-by-step guidelines.

Loved by individual couriers and fleet operators delivering on-demand or on shifts.

Changing the rules of the game

Tech driven logistics company



Beautifully designed



Software

Full-stack



Services

Dynamic network



Fleet

Courier-friendly



Earnings

Dynamic network

Platform supporting local means of transportation for delivery in any city



Bicycles



Cargo bicycles



E-scooters



Walkers



Anything

Technology for individual couriers and fleet operators to join ZITICITY urban delivery network.

Platform can accept any local urban delivery methods. Whether it is Tuk Tuk or a Starship autonomous delivery robot - we support it all!

Easy to scale, easy to localize.

Full-stack

Bringing robust solutions for all delivery options in your city

E-commerce

1-hour, same-day, next-day -
we have it all covered

Food delivery

Tech to power restaurants
direct-to-customer deliveries

Ship from warehouse/store

Real-time route optimisation



Peer-2-peer

Schedule same-day delivery
from leading online marketplaces
<https://teleport.ziticity.com/>

Ship from parcel lockers

Software to ship from 3rd party
carrier parcel lockers

(coming soon) Urban hubs

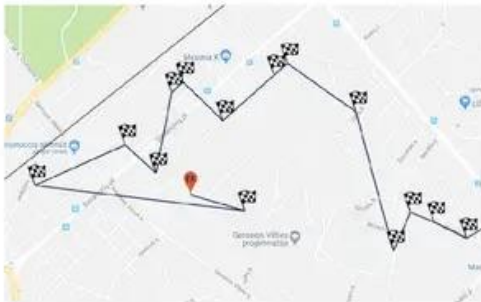
For load-pooling and
dynamic re-routing

Courier-friendly

ZITICITY is a challenger brand paying couriers 15% more than competition



Higher earnings → Happy couriers → Pleased customers → More packages →
Shorter distances → Better platform efficiency → Better pricing for clients.



3x

Better efficiency
than competition

Simple pricing

Merchants are paying per delivery or buying subscription packages to get volume discounts

Pay as you go

From € 4,39 / delivery

- ✓ Web dashboard
- ✓ Real-time tracking
- ✓ Custom branding
- ✓ API
- ✗ Guaranteed availability

Subscription plans

From € 1000 / month

- ✓ Web dashboard
- ✓ Real-time tracking
- ✓ Custom branding
- ✓ API
- ✓ Guaranteed availability

88%

of revenue comes
from subscriptions

02.

Traction

Clients

E-commerce, restaurants, grocery stores and even legacy logistics companies



"Using ZITICITY we are able to meet our customers' expectations to get packages same-day and, if needed, even faster than in 1-hour."

Mindaugas Baranauskas - Head of Logistics Services



and

150+

more merchants

Unit Economics

Relentless focus on healthy margins

Paris

Delivery fee: €12,27

Courier earnings: €8,42

Gross profit: €3,85 (31,33%)

Vilnius

Delivery fee: €4,67

Courier earnings: 3,61

Gross profit: €1,06 (22,7%)

Kaunas

Delivery fee: €4,29

Courier earnings: €3,22

Gross profit: €1,07 (24,94%)

Tallinn

Delivery fee: €5,84

Courier earnings: €4,05

Gross profit: €1,79 (30,65%)

Traction

Recognition

Solid trust and client reviews



46,000+
Deliveries

Mantas Kiselevs • 10
March 22 • Logistics & Warehousing Operations at Tella Pharmacy, Ltd.
Tella Pharmacy is one step closer towards #same-daydelivery
Come to our e-shop, purchase an item and get it delivered within hours.
Yet there are some limitations but the direction for further development is
absolutely clear.
I'm very proud of my team and particularly Mindaugas Samsonovskis who's been
leading the implementation of this major step for #tellexapharmacy. Thank you
#ziticity!



Tella Chooses ZITICITY for Same-day deliveries

ziticity.com

👍👍👍 - 3 Comments

99.8%

Successful deliveries
from 1st attempt



4.99★

Avg. delivery rating



Traction

Credibility

Driving the intense growth



150+
Merchants



900+
Couriers



88%
of revenue -
recurring



Active markets

Scaling to win €73bn parcel delivery market in Europe

France

Paris

Lithuania

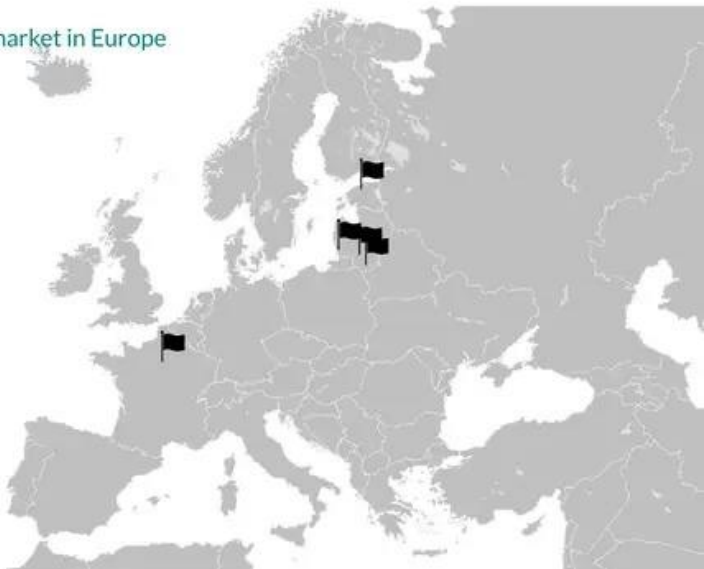
Vilnius

Kaunas

Klaipeda (launch in 2020-02)

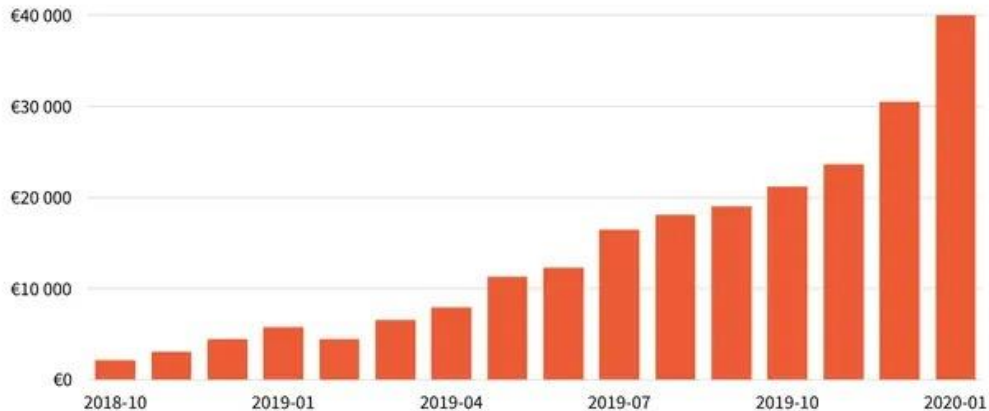
Estonia

Tallinn



21% MoM revenue growth

Strong signs of product-market fit



03.

Competition

Changing the rules of the game

Tech driven logistics company



Beautifully designed

Full-stack

Dynamic network

Courier-friendly



Software

Services

Fleet

Earnings



Most logistics brands

Poorly designed

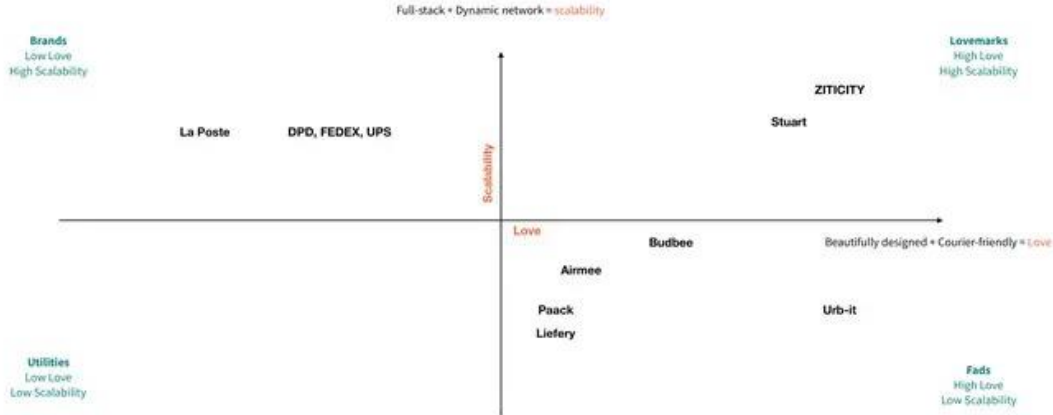
Point solution

Limited to 1-2 vehicle types

Underpaid couriers

Changing the rules of the game

Tech driven logistics company



04.

Team

Winning team

9 people scaled ZITICITY to 3 countries



Laimonas Noreika
CEO, Co-founder



Vytautas Noreika
COO, Co-founder



Karolis Januškas
CTO, Co-founder



Vytautas Treigys
Legal Advisor



Benoit Marmillod
France Manager



Diana Solonenkova
Estonia Manager



Rokas Adomavičius
Operations Lead



Artūras Gilys
City Ops Specialist



Elvis Juozaitis
City Ops Specialist

Investors

Trust ZITICITY to disrupt logistics industry, the way Bolt did taxi.



Maksim Golivkin

Angel Round
Uber, Instacart



Cristobal Alonso

Accelerator + Pre-Seed
Startup Wise Guys



Rain Rannu

Pre-Seed
Superangel



Donatas Keras

Pre-Seed
Practica Capital



Mikko Silventola

Pre-Seed
Bolt's first investor,
Frontier Growth Capital

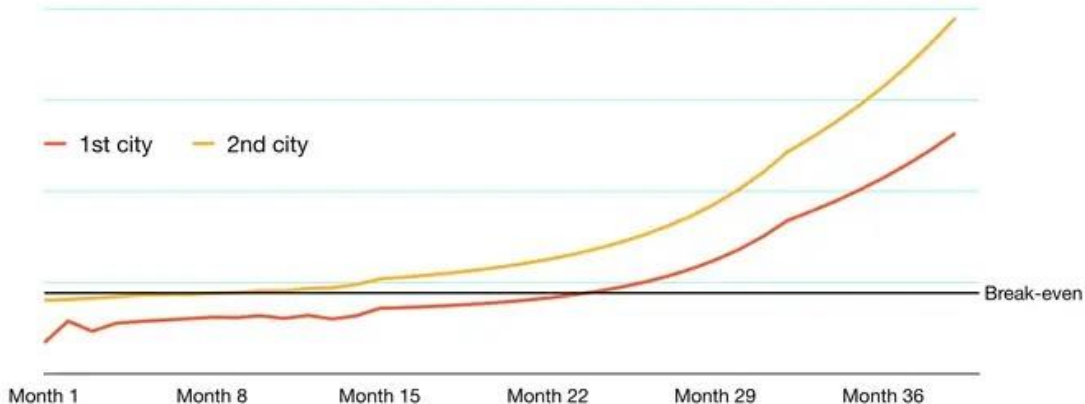


05.

Growth strategy

City launch

Every additional city in the same country can reach profitability in 9 months



Our path to profitability

Expected break-even in 24 months (EBIT)

