



TRUCKNET

THE PERFECT MATCH

Logistics and transportation

**Presentation for Stock Market
December 2021**

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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 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

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

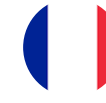
הפניקס

EXCELLENCE
בית השקעות

As of 2020, **500,000** trucks are registered in the system from about **3,900** clients

Partnerships and Integration

with tens of leading companies in the world



RENAULT

ROMEXPED





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.

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



Pilot Project with Renault Group

Proof of concept

- During the month of October 2020, a pilot was carried out with the Renault Group, and a connection was made to their BID system that tenders each work order
- Trucknet submitted price proposals through sub-contractors registered in the company's system
- During a two-week period Trucknet's system located the contractors based on their location according to Renault's requests, while the guiding principle was reducing delivery costs on basis of the truck's proximity to cargo



Pilot Project with Renault Group Results

Savings of 115,000 euros in two weeks!

Or 2.8 million euros in annual terms

Out of **371** proposals in the system in which the company participated
268 of Trucknet's proposals were cheaper

The Results

The results of the trial prove the ability of the Platform to increase efficiency and save transport costs for logistics companies; due to the fact that the Trucknet platform adapts the transport orders to transport contractors, among other things, based on their geographical proximity to the location of the cargo, which allows them to submit cheaper proposals and thereby save transport costs



Pilot Project with Renault Group

Results of the pilot

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



268/371



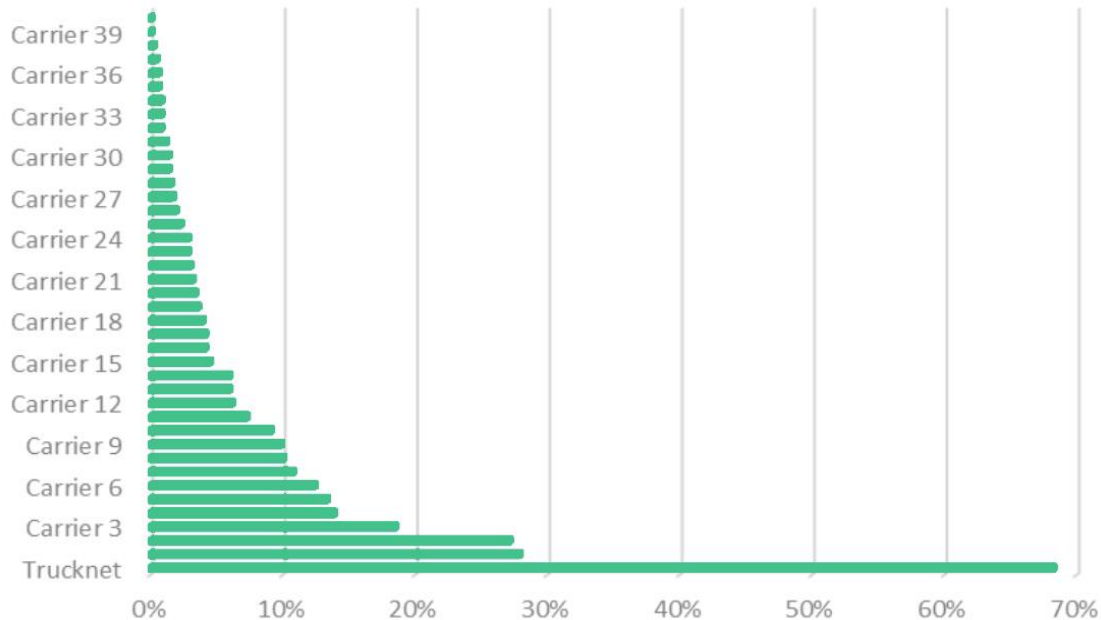
17% > € 114.951



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

Contracts and pilot projects in Europe

Signed contracts



CHRONOPOST FRANCE - FORWARDER

Following the trial period (assuming the client continues with the contract) - 2 euros for each truck



MOORHOUSE - FORWARDER

Following the trial period (assuming the client continues with the contract) - 3 euros for each trip + 3% for each match



BOLLORE (AIR FRANCE)

Following the trial period (assuming the client continues with the contract) - 2 euros for each trip + 5% for each match



Romania SAINT-GOBAIN factory

a group of 8 glass factories for production of cups and plates; expected annual transports 37,390 (not binding)



CAYUGA - FORWARDER

Following the trial period (assuming the client continues with the contract) - 3 euros for each trip + 5% for each match

4-year agreement; following the trial period and for 18 months - 0.5 euros for each trip; afterwards 2 euros for each trip



ROMEXPED - FORWARDER

Following the trial period (assuming the client continues with the contract) - 2 euros for each trip + 5% for each match



DSV -

beginning July (2021)
3 euros for each BID*



Cal Cargo Airlines

All mentioned above does not constitute a future obligation of the customer towards the company. All of the above engagements are free trial periods where the rates listed represent the rates that will apply after the trial period as long as the customer decides to continue the engagement.

*The detailed consideration does not indicate the expected income of the company

Agreements and Pilot Projects in Israel

Signed contracts



Israel Post*

Period of the project – 4th quarter 2019 to 2nd quarter 2021

Payment for the pilot – 450,000 NIS

After the pilot period (assuming client decides to continue the contract) -

50 NIS for each download of the APP + 5% of each MATCH

The basics of the Pilot

Connecting trucks of Israel Post

Digitization + visibility

Calculating the empty space in the truck

Creating "matching" to fill the empty space



ALLCARGO*

Connecting customs brokers and shippers/forwarders to digital Last Mile service and land transport in an automatic process

After the trial period (assuming the client decides to continue the contract) - 20 NIS for each trip + 5% of each MATCH

The project is carried out with the customs brokers in Israel (TASK YAM online services, Israel Ports), coordinated with the port customs services

Integration with software (Unified and Focus) used by customs brokers who control about 90% of the market
Creating a digital marketplace for automatically connecting customs agents and shippers with transport companies

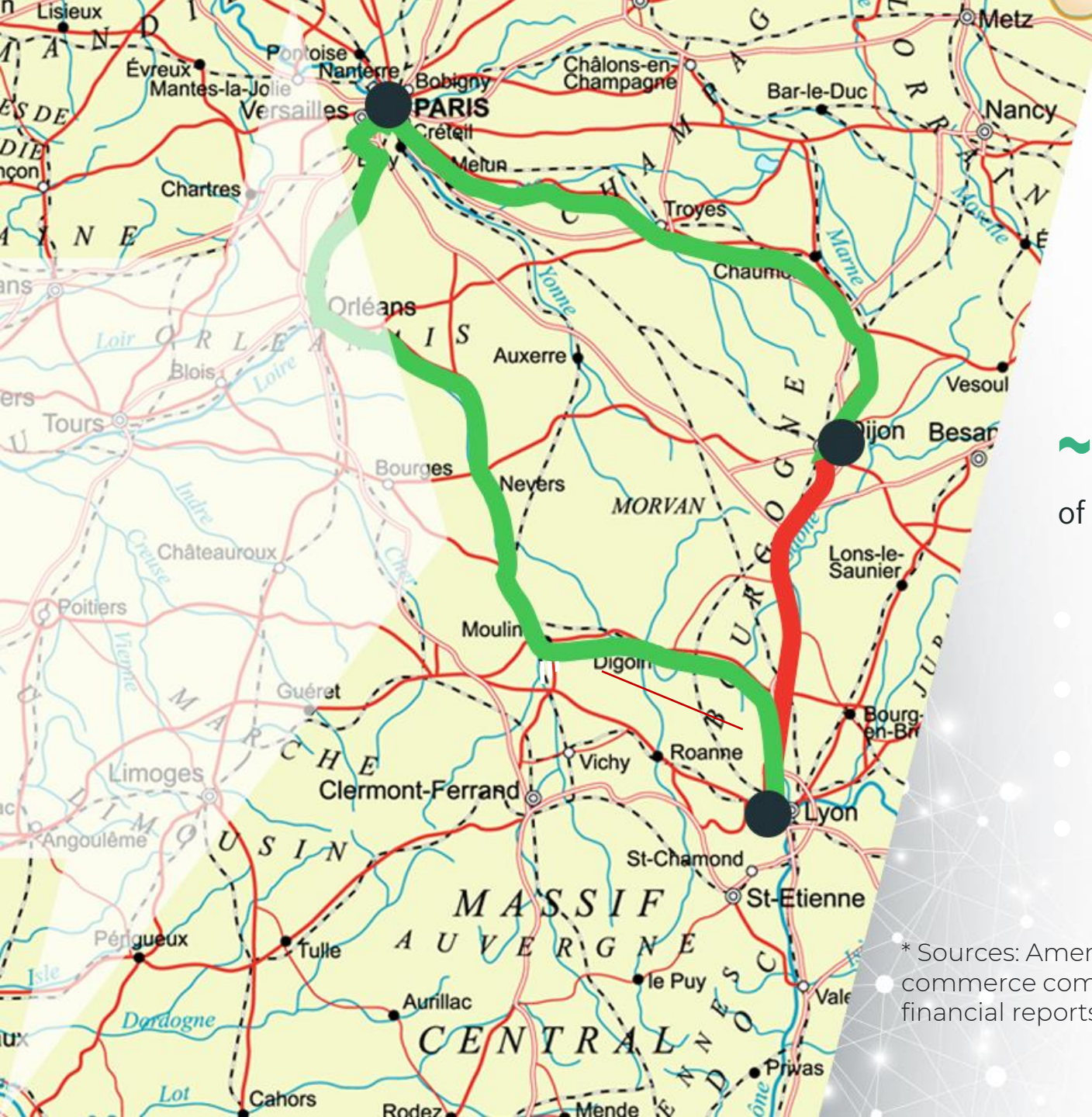
The basics of the agreement

Digitization and visibility

Location of sub-contractors based on location

All mentioned above does not constitute a future obligation of the customer towards the company. All of the above engagements are free trial periods where the rates listed represent the rates that will apply after the trial period as long as the customer decides to continue the engagement.

*The detailed consideration does not indicate the expected income of the company



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

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



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**



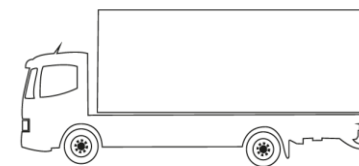
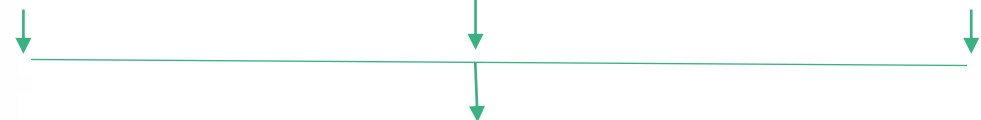
All In One Solution

- **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)

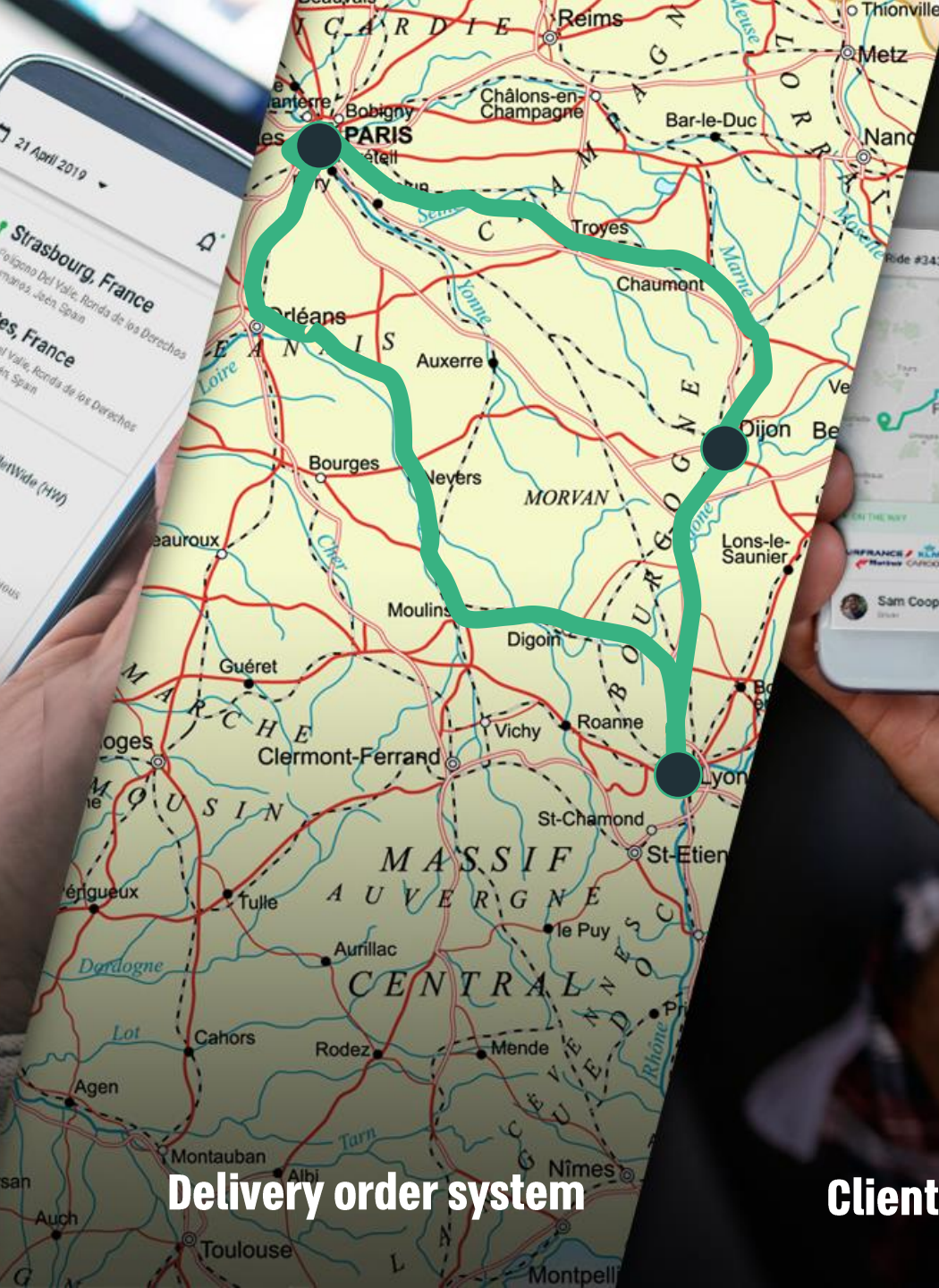
An element of the wisdom of crowds (similar to WAZE)

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





Driver APP

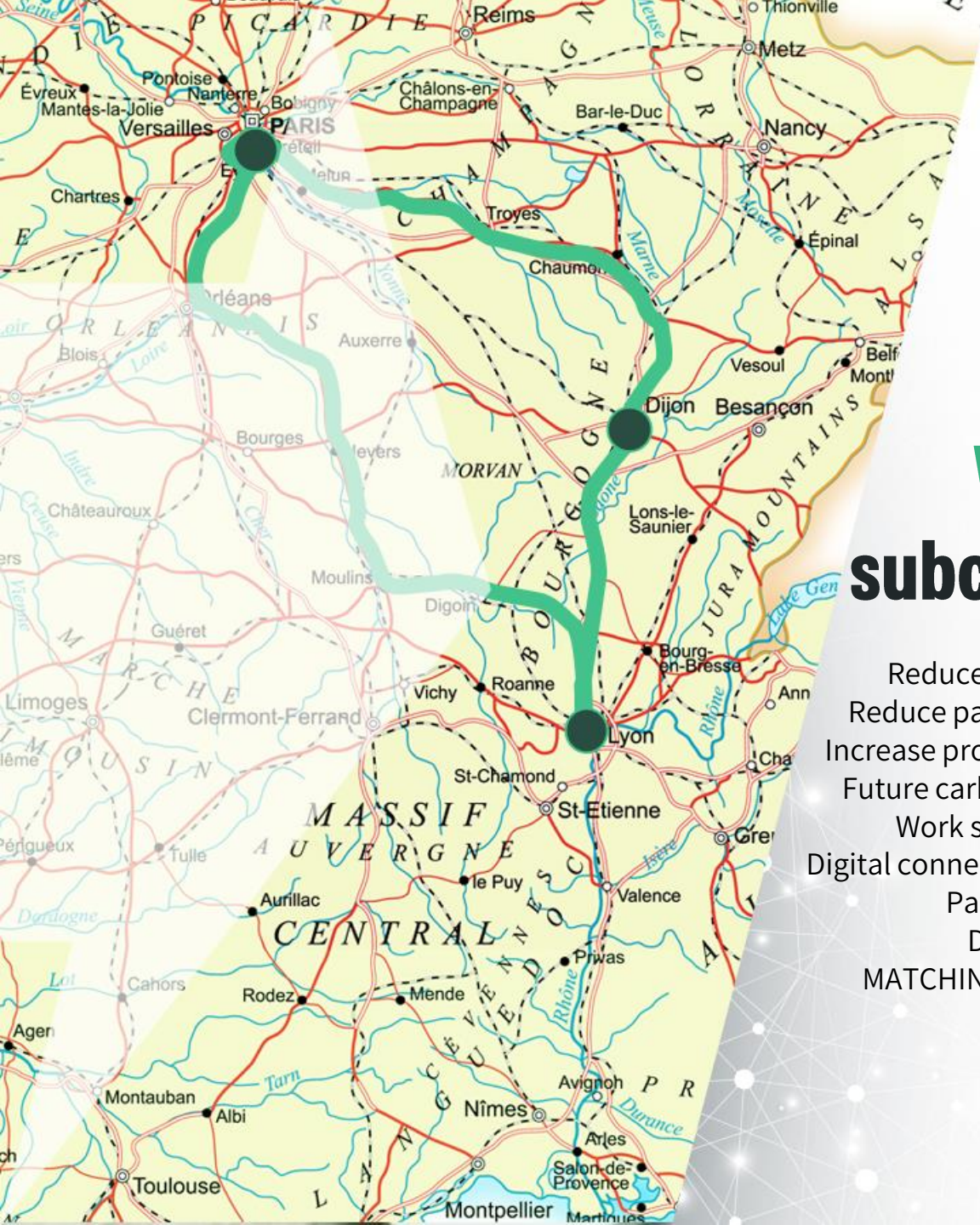


Delivery order system



Client APP

PERFECT MATCH



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

FF 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

Hanan Friedman founded Trucknet Enterprise in 2016 and together with his information technology team developed the company's unique automated platform using a smart algorithm. He was invited to present Trucknet's smart transportation platform at two annual UNFCCC conferences in recent years.

With expertise in sustainability and logistics, Hanan gained extensive operational experience in logistics and agriculture. In his previous position at the Israel Ministry of Defense, his responsibilities included, among others, advancing privatization of the food division and logistics for the army (IDF). Earlier in his career, Hanan served as project manager for the construction of numerous solar power plants in the southern part of the country. He is an active participant in the Fuel Choices and Smart Mobility Initiative led by the Prime Minister's office.

In addition to his professional activities, Hanan sits on the Board of Trustees of "Larger Than Life", a non-profit organization that assists families facing pediatric cancer. Hanan served as a commander in the IDF Paratroopers Unit.

He is also a lecturer and mentor within the framework of "Unistream", a non-profit organization dedicated to empowering entrepreneurship for youth and young adults in the periphery, in order to reduce social gaps.

Team

Shimshon Vizel / Ran Cohen Financial Management Team



Shimshon – co-founder of an accounting firm Vizel and Cyrus, accountants;

Bachelor's degree - Economics with a specialization in accounting, Ben Gurion University



Ran – on his previous positions, he was CFO of Arkia Airlines and CFO of the Rayzone Group Ltd. In addition, he served as a manager at EY with a bachelor's degree (with honors) in business administration specializing in accounting, the Interdisciplinary Center in Herzliya

Lana Elner Head of Business Development



Business developer at Eilat Startup Incubator, a lawyer specializing in sustainability and renewable energies. Bachelor's degree - Law, Netanya Academic College.

Master's degree - Business Administration with specialization in Entrepreneurship and Sustainability, Ono Academic Campus



Ronen Chen CTO

Bachelor's degree, Mathematics and Computer Science, Open University. Master's degree, Mathematics, Weizmann Institute of Science. Practical Engineer Electrical, Electronics and Computers.

CTO, Molten Image. Leading Algorithm, Investa Company



Uri Applebaum COO

Uri was COO of Projects and Technologies at the Ministry of Transportation and the Chief of Staff of the Ministry. Moreover, he worked for the Ministry of Finance for four years.

Bachelor's degree - Law and Economics, Tel Aviv University

Master's degree - Public Policy, the University of Chicago.



Shai Nahari COO

Legal Adviser, Alignment Group; Tax accountant, Sargon Networks; Manager, EY
Bachelor's degree – Law, College of Management.

Master's degree - Business Administration - The Hebrew University



Roni Cohen Ginat Director of International Sustainability

Responsible for promoting the company in the international arena in the field of climate in multilateral conferences and professional meetings. In the past, she served as a senior coordinator in the field of climate change, the Air Quality Division and climate change. BA from the University of Maryland, College Park, USA General Studies

In news

Automatic Cross Company Freight Transportation Optimization

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



LOGISTICS TRANSPORT BUSINESS NEW TENDENCIES DIRECTIVES GENERAL

Trucknet: this is how truck Tinder works

POSTED BY AGUSTO BALDI | JANUARY 16, 2020 | BUSINESS | VIEWS 1230 | 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 1ere 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 ©

Logistics Tech Outlook

US EUROPE APAC
HOME CXO INSIGHTS CIO VIEWPOINTS VENDOR
Logistics Tech Contactless Delivery Startups Robots

Home » News

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

Logistics Tech Outlook | Monday, September 27, 2021

Twitter LinkedIn 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.



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.



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.



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

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

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TRUCKNET



DATA

CO2



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

Memorandum Of Understanding

(MoU)



Volkswagen



OMEGA ADVANCED TECHNOLOGIES LTD.



Royal Dutch Shell



TRUCKNET

THE PERFECT MATCH
Logistics and transportation

Thank you!