# Decarbonizing transport, one train at a time.

European Green Deal

ERCI
EURAILCLUSTERS

Everysens
Digitize your transport processes

Dr. Youness Lemrabet
CEO Everysens

# Rail transport is the only eco-friendly alternative to achieve lasting results

## Maritime

### *Shortage of containers*

- Spectacular price increase
- Port Congestions

## Road

### *Shortage of drivers*

- 100K missing drivers in the UK Only
- Between 40K-50K in France

## River

### *Low tides on Rhin*

- River transport from and towards Antwerp and Rotterdam ports need to adapt and find new alternative.

**Everysens**

# The EU Green Deal is a 12 Bn€ opportunity in Rail

**+12 % by 2030**

**18%**

Current modal share of Rail in Europe, for a 18Bn€ market

European Green Deal

**30%**

Targeted modal share of Rail by 2030

**12 Bn€ opportunity**

**There are no other existing solution to efficiently connect increasing demand to available capacity !**
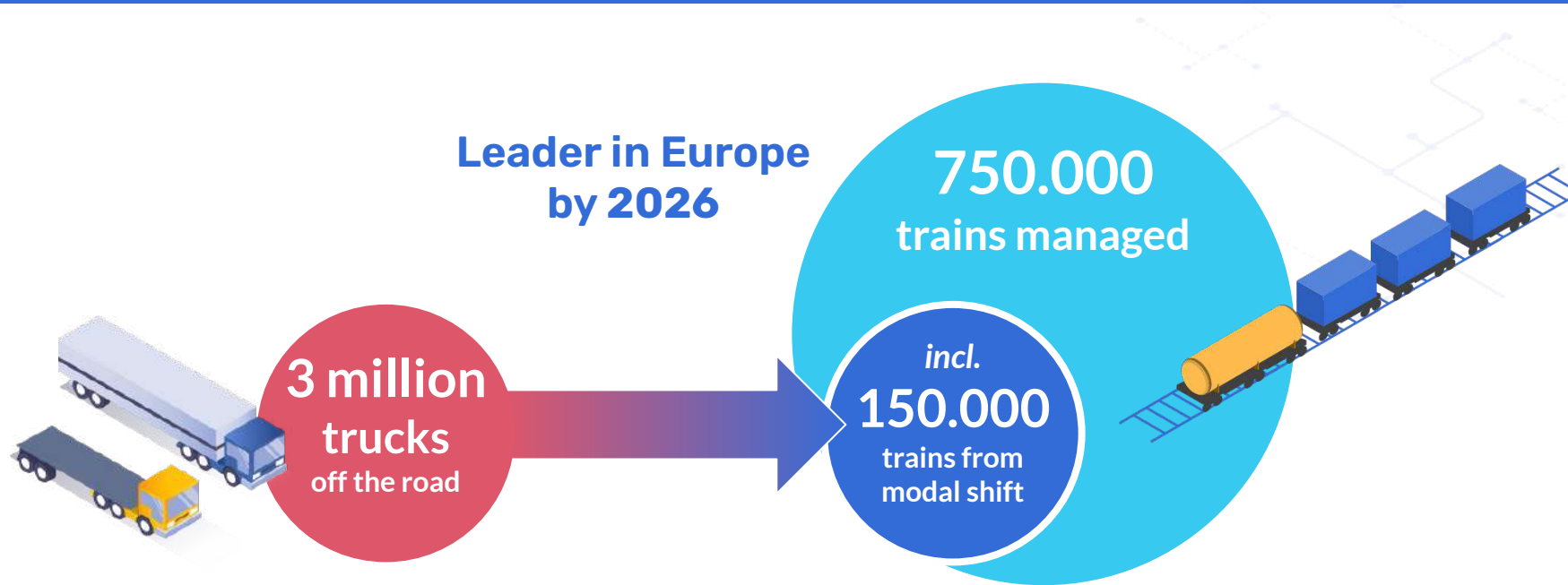
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# 290 million

Tons of saved CO2 with 30% modal shift in EU by 2030
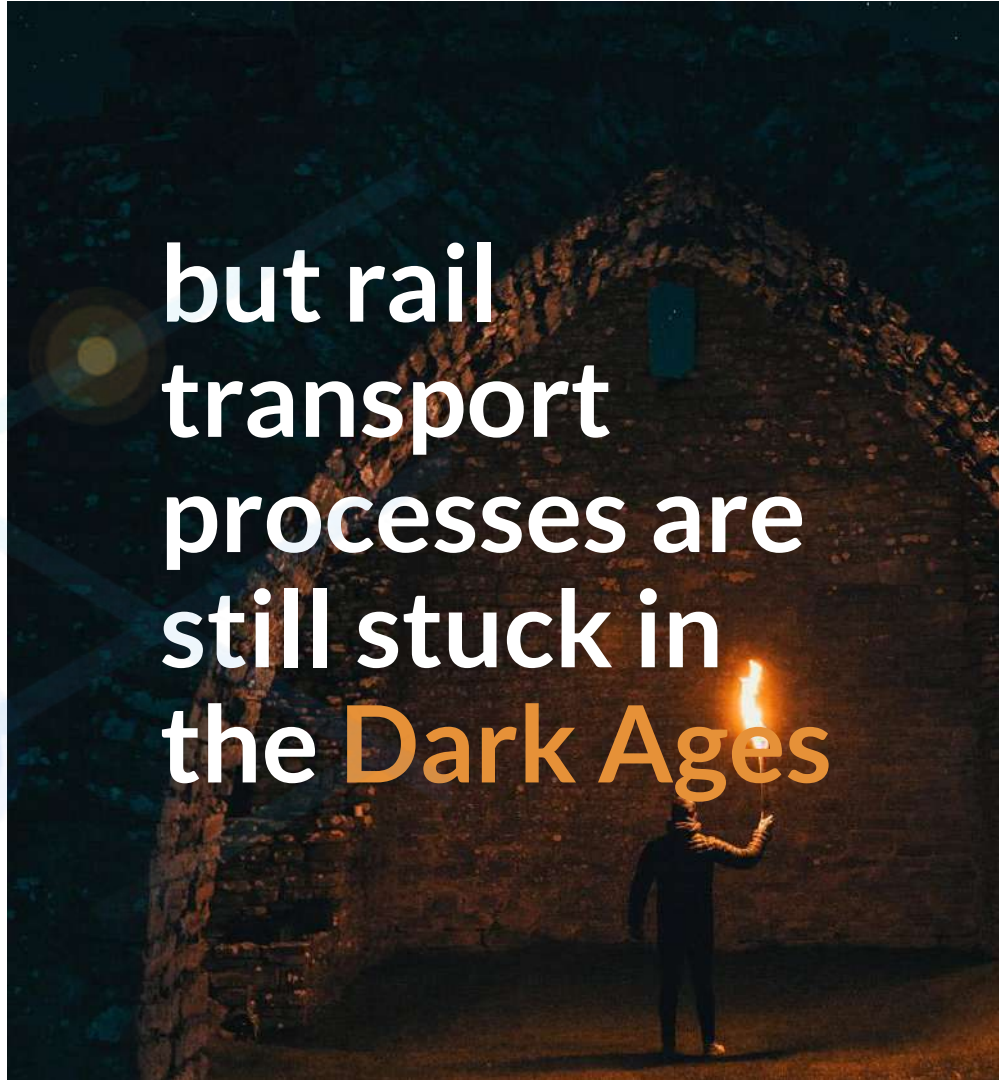
RAIL FREIGHT FORWARD
EUROPEAN RAIL FREIGHT VISION 2030

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# Our Ambition: Achieve Decarbonation leveraging Modal Shift

**Leader in Europe by 2026**

**3 million trucks** off the road

**750.000** trains managed

*incl.* **150.000** trains from modal shift

**Savings of 3 million tons of CO2 per year by 2026**

# It's 2022

**but rail transport processes are still stuck in the Dark Ages**

# Industrial companies are facing major roadblocks to get there

## I am sorry, you said rail?

Rail transport is not so easy to access for the new guy in town

## Excel is their best friendnemy

Huge volume of data remain siloed in Excel sheets

## Lost in translation

Phone, Fax, emails are still the preferred way to collaborate

## 2 days delay? No worries.

No accurate data to challenge your carriers used to be the norm

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# Rail made accessible.

## Everysens, the only tool you'll need to move trucks to rail.

# Introducing the one stop platform to leverage rail freight potential

**Making transport easy.
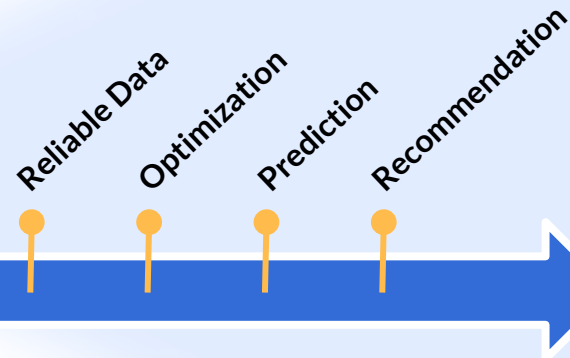Cancelling the noise.**

## CONSTRAINTS

## SOLUTION

**Factories worldwide**

**Complex Contracts**

**Limited Resources**

**Varying Production Levels**

**Unpredictable Real-time Events**

**Recurring Incidents**

Reliable Data

Optimization

Prediction

Recommendation
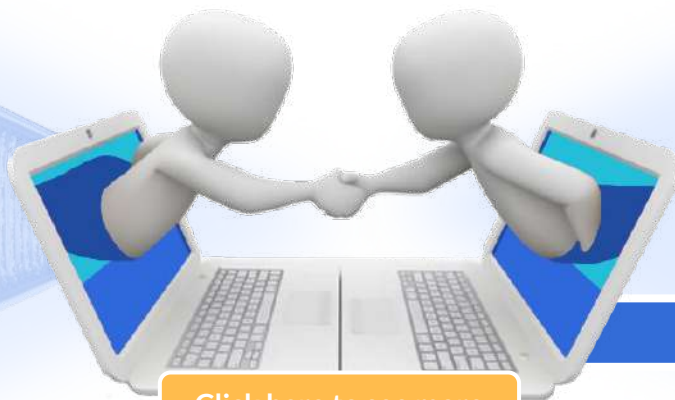
**Click here to see more**

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Hello I am Ralf !
How can I help you ?

# How it works

**PURCHASING** →

**PLANIFICATION** →

**EXECUTION** →

**PERFORMANCE** →

Benefit from a centralised **Marketplace** to buy trains from Everysens Portal in real-time.

Generate an **automatic planning based on costs & CO2** on a collaborative platform.

Pilot your **ETA** and be notified of any potential upcoming incidents.

Get **actionable insights** and reports to optimize performance and ROI.

# Our Product DNA - What sets us apart

## Experts in Rail Shippers' expectations

We bring the logistics standpoint that our customers want with an **order-centric TMS**. With this holistic view of the supply chain, all stakeholders collaborate within the same workflow.

*Workflow management*
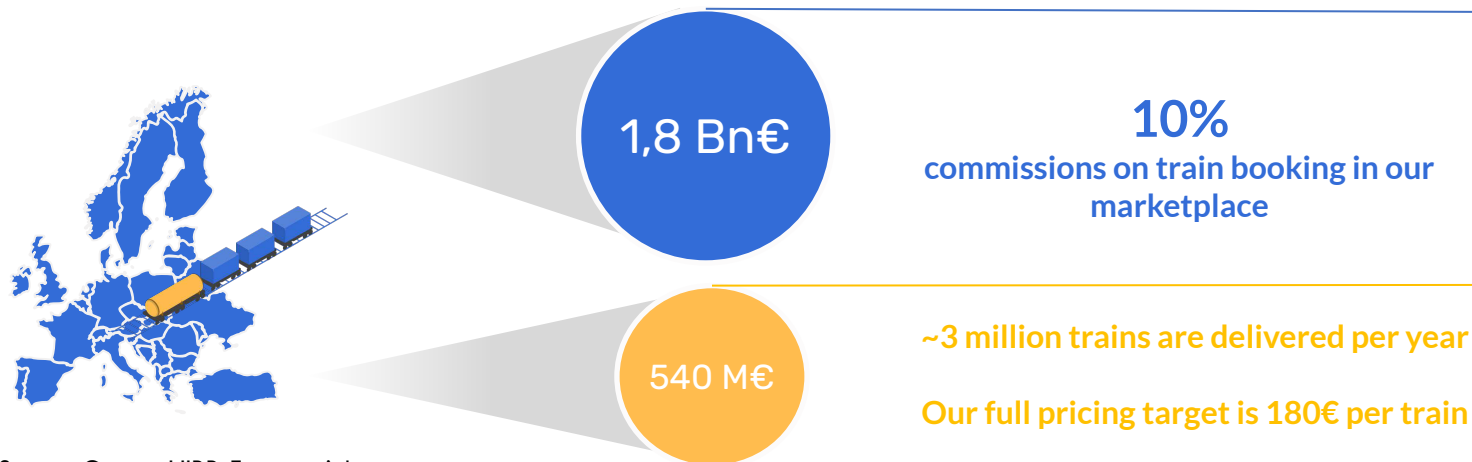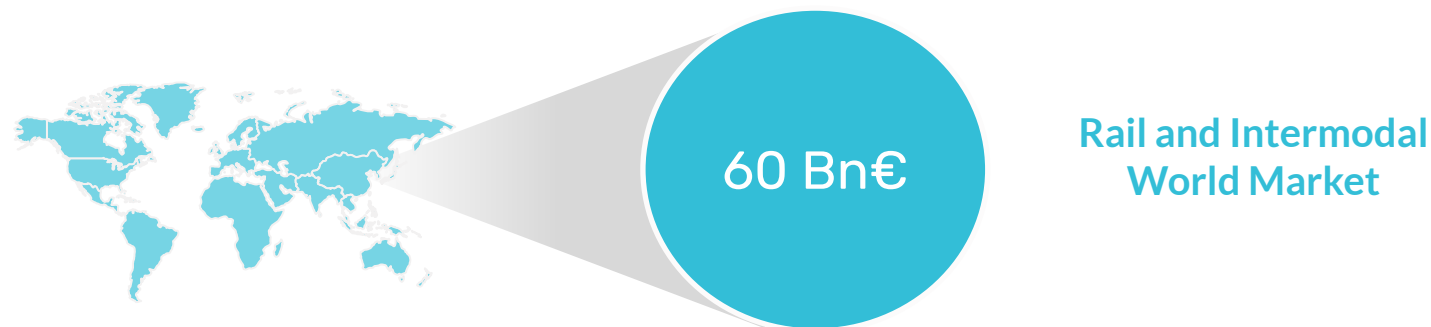
*Built-in Collaboration*

## Leveraging AI & IoT Technologies

A unique set of data in Rail and ioT expertise are used to leverage state-of-the-art technologies such as AI and IoT to fuel our **digital twin**.

*Machine Learning Algorithms*

*Data Quality*

## Agility by design

We build a event-driven architecture and integration capabilities to support **real-time** collaboration and interoperability with all stakeholders

*Event driven architecture*

*Integrations capabilities*

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# A market of 18 Bn€ in Europe ready for digitization

**60 Bn€**

**Rail and Intermodal World Market**

**1,8 Bn€**

**10%**
commissions on train booking in our marketplace

**Rail Market in Europe**

**18 Bn€**

**540 M€**

**~3 million trains are delivered per year**

**Our full pricing target is 180€ per train**

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# Visibility platform and TMS are complementary

|  | Focus | Value for shippers |
|---|---|---|
| **Transport Management Systems**<br>TRANSPOREON · Everysens · CARGONEXX · alpega | Process Automation<br><br>Better collaboration | Optimize my transport plans (Cost & CO2 & Service) |
| **Visibility Platform**<br>project44 · SHiPPEO · FOURKITES · WAKEO | Geographical coverage<br><br>Network integrations | End-to-End real-time visibility<br><br>Quality of data |
| **IoT Track & Trace**<br>TRAXENS · arviem · OVINTO · sensolus | Sensors characteristics<br><br>Device management | Real time Asset Monitoring<br><br>Quality of data |

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# TMS market : focus and technological capabilities

**AI-driven Optimization**

*Recognized Expertise in Rail transport management*

**Prescriptive**
*AI-based process automation leveraging real-time data*

TRANSPOREON

alpega

FLEXPORT 🇺🇸

E2OPEN 🇺🇸

Everysens

IntelliTrans 🇺🇸

*Ability to natively integrate visibility into transport processes*

**Reactive**
*Real-time field data available for alerts*

TESI SQUARE

DDS DIGITAL SUPPLY CHAIN

Shiptify

leogistics

Rail-Flow

**Manual**

| Road | Overseas | Rail-Intermodal |

**Market focus**

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# Everysens secret sauce

*A true vision needs to be supported by a smart execution.*

➔ **Start** with blue-chip companies to lock demand.

➔ **Solve** their execution challenges.

➔ **Create** purchasing opportunities.

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### Dr. Youness **Lemrabet**
**CEO**

Doctor in Industrial Engineering and Information Systems from Centrale & Edhec, Youness has 15 years of experience in IT & Business, including 7 years at the head of Everysens.

### Nicolas **Bouix**
**CFO**

A graduate of Audencia, Nicolas began his career in the banking world and then in financial and operational strategy consulting. He is the financial director of Everysens.

### Sabrina **Meksaoui**
**CRO**

A graduate of Sciences Po Paris, Sabrina has 9 years of international experience. She manages the sales, marketing and client department of Everysens

### Dai-Chinh **Nguyen**
**CTO**

A graduate of Polytech Lille, Dai-Chinh has 14 years of experience in IT project deployment for large accounts. It ensures the good quality of our solutions.

### Michel **Candries**
**VP Engineering**

A graduate of Efficom Paris, Michel has 18 years of experience after starting to code in 2000. Michel pilots IT operations and factories to ensure client delivery.

✔ **32 employees:** 23 engineers with an average experience of 12 years

✔ **3 offices:** Headquarters in Lille with offices in Paris & Duisburg

# Expanding into Europe with a focus on the DACH and Eastern regions

**ERCI** EURAILCLUSTERS

### EUROPEAN WINNER
European Railway Clusters Initiative, honouring pioneering innovation projects in Rail.

### ONBOARDING 25+ RUs
We are expanding our RU catalogue to include Romania, Slovakia, Hungary and Poland.

### SIGNATURE OF CRH GROUP
Deployment of TVMS Solution across 8 countries: FR, UK, DE, Switzerland, Hungary, Slovakia, Poland, Romania.
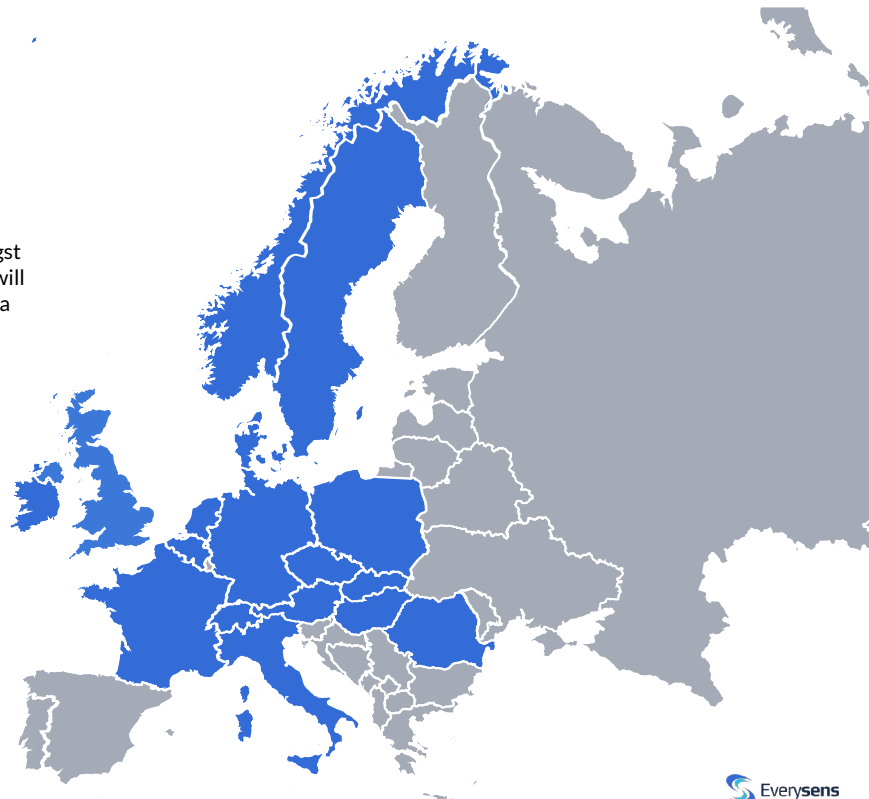
### OPENING OFFICE IN DUISBURG
This office reinforce our development on the Silk Road market.

### EIC EU GREEN DEAL
We have been selected amongst 20 european companies that will help make the EU Green Deal a reality.

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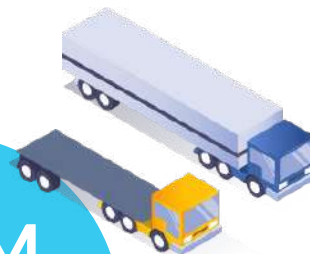
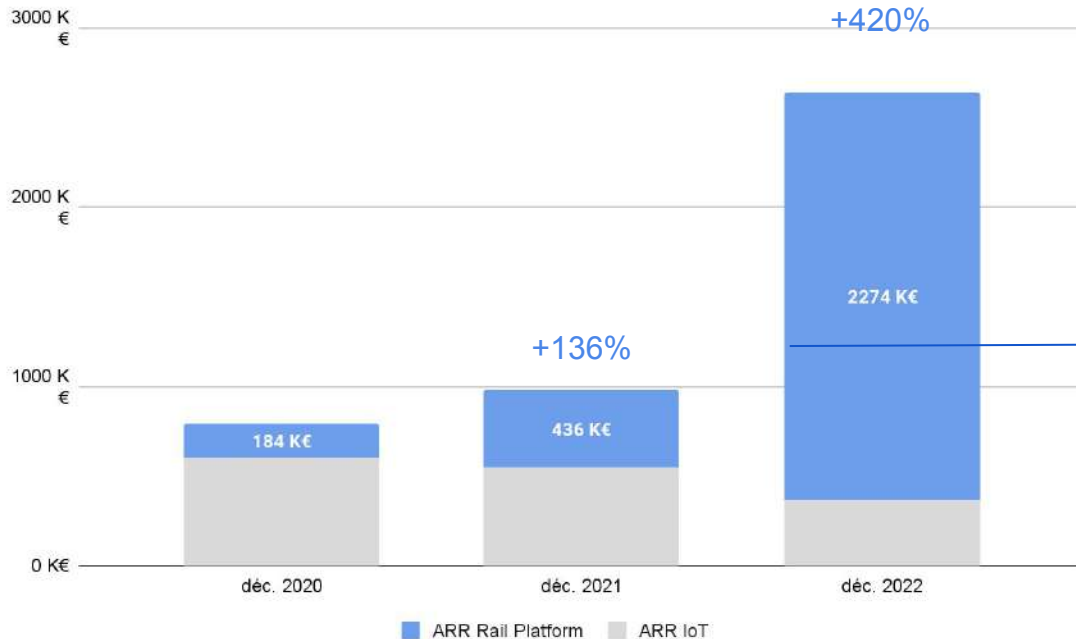# Already a strong position in the market !

**Leader in France**

**26.000** Trains Managed

**1,3 M** Trucks off the road

## A solid traction that confirm a product market fit



Secured by Q1 2022

1.3 M€ ARR

# Our Customers say it better

**TOTAL DEPLOYS EVERYSENS'
AI-POWERED TRANSPORT
SOFTWARE**

**CASE STUDY**

[ Click here ]
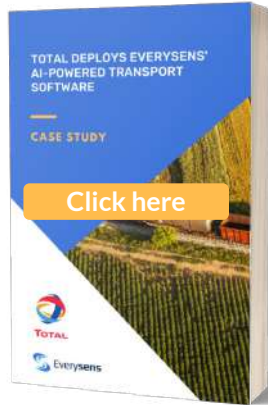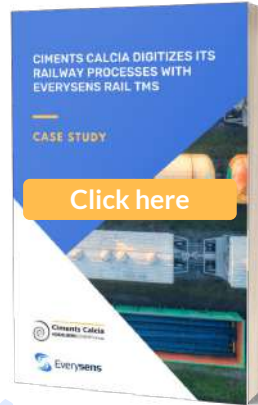
*With Everysens, we are digitizing a complex process for planning our shipments of products by rail. We managed to **reduce by 40% the time spent in planning preparation.** This allows our team to focus on what's essential: our clients."*

**Youri Trinh**, Director of Supply Sales and Optimization Germany - Total.

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**CIMENTS CALCIA DIGITIZES ITS
RAILWAY PROCESSES WITH
EVERYSENS RAIL TMS**

**CASE STUDY**

[ Click here ]

*We chose Everysens because it was the **most complete solution** we identified on the market. We can trigger our transports, manage our entire fleet and analyze our transport performance on a single platform.*

**Nicolas Plouviez,**
Head of Rail Logistics - Ciments Calcia.

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**EQIOM DIGITIZES ITS LOGISTICS
PROCESSES TO MAKE ITS RAIL
TRANSPORT MORE RELIABLE**

**CASE STUDY**

[ Click here ]

*We will be able to **shift more trucks to rail. With the goal to reduce our CO2 Emissions, we managed to reach 5% and aim now to 15%.** With this centralized information, we can also focus on operational excellence in our business processes.*

**Jérôme Becamel**,
Supply Chain Manager - Eqiom.

# What we are looking for: 6M€ investment to scale-up, **now** in Europe

**European deployment**

- Germany
- Western and Central Europe

**Expanding existing client portfolio**

- Upselling : increase the average revenue per client by expanding the perimeter and selling more functionalities
- Cross-selling : expand to other BUs, transport modes and type of assets
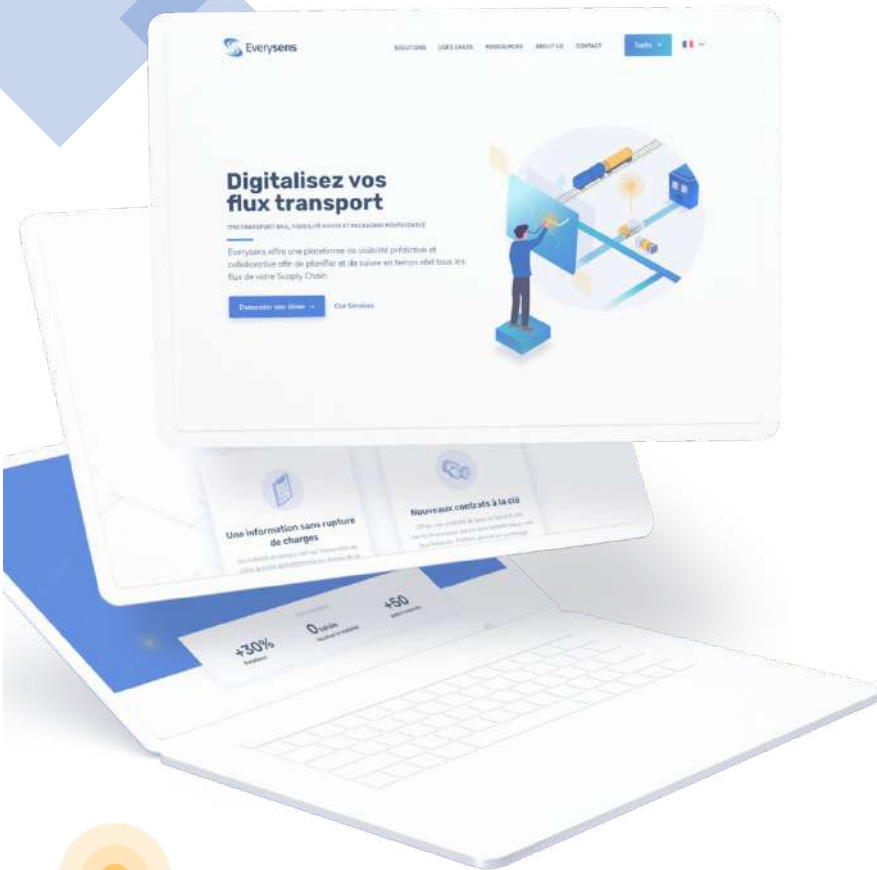
**Expanding product coverage**

- Adapt the solution for international markets
- Identify and develop new business verticals

**Growing Sales and Marketing**

- Recruit European sales and marketing team
- Develop Sales partnerships

**European deployment**

**Expanding client portfolio**

**6 M€**

**Expanding product coverage**

**Growing Sales and Marketing**

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*SaaS Editor*

*Merci !*
*Many Thanks !*
*Danke Schön !*
*Köszönöm !*
*Dziękuję !*
*Vă mulțumesc !*

**Addresses**

165 av, de Bretagne
59000 Lille

28 rue du chemin vert
75011 Paris

Philosophenweg 31-33,
47051 Duisburg

**Website: www.everysens.com**

**Contact: youness.lemrabet@everysens.com**