

# HASHPACK LOGISTICS PITCH DECK

## Logistics For the New Era

### FOUNDING TEAM

1. Name: Aisha Muhammad Bose

Role: Founder/CEO Hashpack Logistics

Background: Marketing and sales with specialisation in web3 marketing, collaboration and infrastructure.

2. Ibrahim Aliyu S. Kamina (Co-Founder/CTO)

Cybersecurity analyst & AI engineer, with deep expertise in digital trust systems and decentralized technology. Founder of Kaminova Labs, building scalable blockchain + AI solutions.

3. Name: Khalid Abdullahi

Role: COO / HashPack logistics

Background: Blockchain Educator, Product Manager and DLT Enthusiast.

4-Name: Engr Adamu Musa Kore Role: Web Dev/Design Partner, HashPack logistics Background:

Software engineer and digital strategist, specializing in product development, team leadership, and building scalable tech solutions

### HASHPACK LOGISTICS:

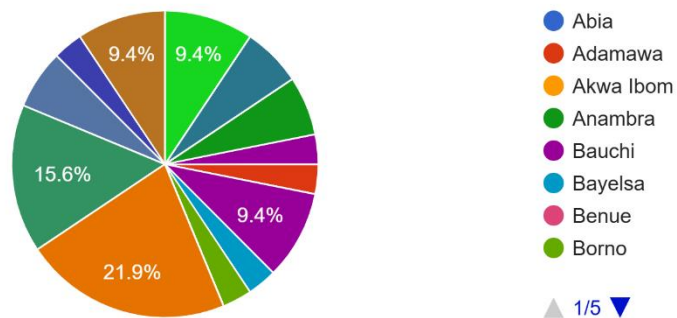
Hashpack Logistics Ltd is a Nigerian tech-driven logistics company committed to transforming the delivery and fulfillment landscape through innovation, smart technology, Distributed Ledger Technology ( Hedera Hashgraph) and scalable local solutions. Hashpack is positioned to address the growing logistics demands of businesses and individuals across Nigeria, with a roadmap for international expansion.

## The Problem

Nigeria's logistics sector is riddled with inefficiencies: unreliable last-mile delivery, poor rural connectivity, high operating costs, and minimal visibility for customers and merchants. SMEs and e-commerce platforms especially struggle to find logistics partners that are both affordable and tech-enabled.

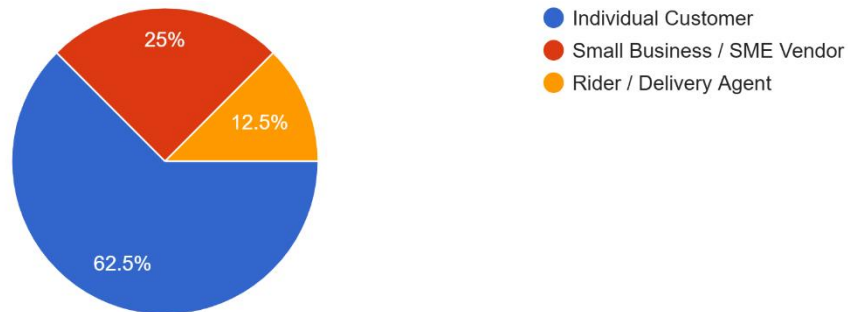
Below are charts from a quick questioner we conducted:

Location/City  
32 responses



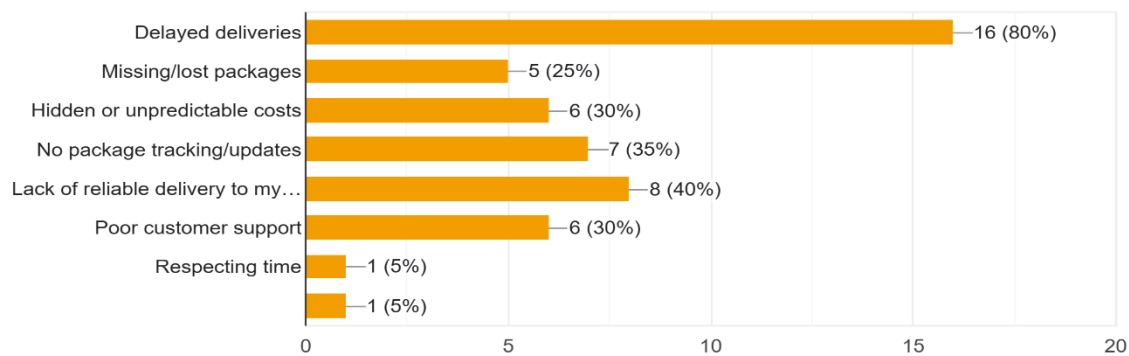
### What is your primary role in logistics? (Select one)

32 responses



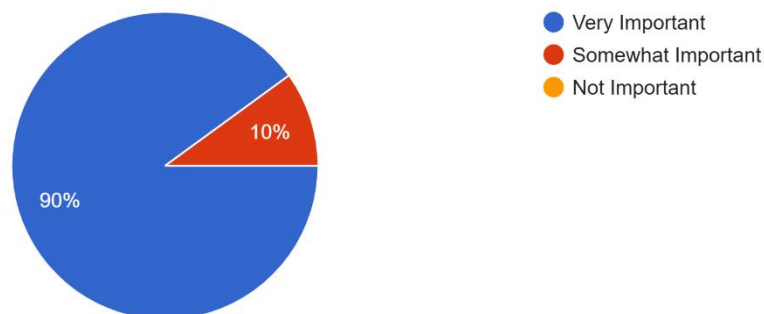
### 1. What delivery problems have you experienced? (Select all that apply)

20 responses



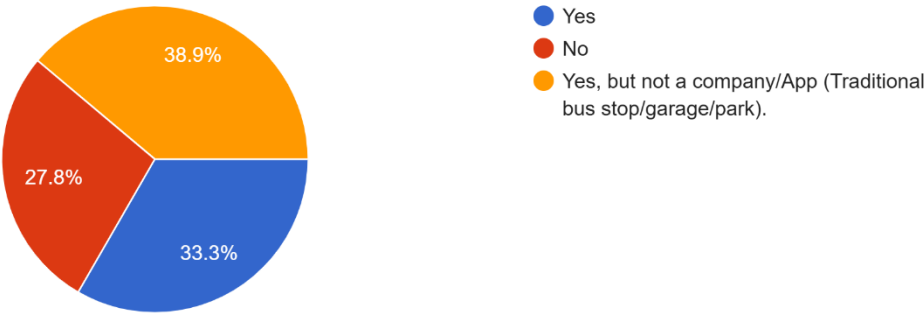
### 2. How important is real-time package tracking to you?

20 responses



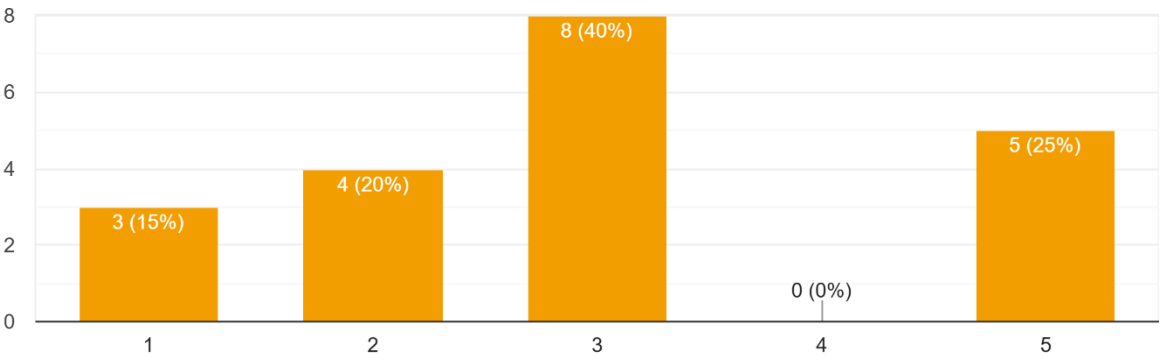
3. Have you ever used a logistics-specific App or Company

18 responses

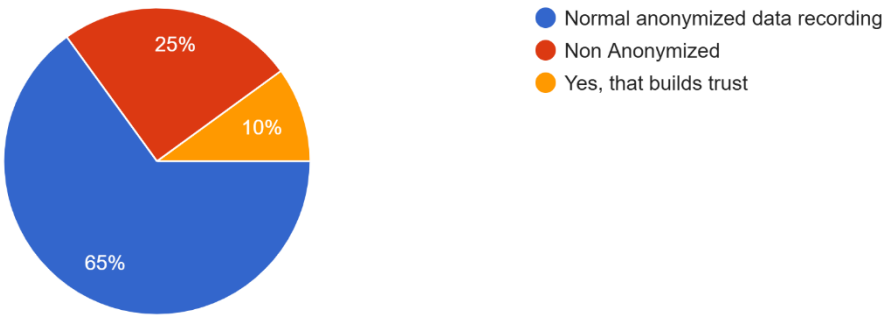


4. On a scale of 1–5, how reliable are most logistics companies or App you have used?

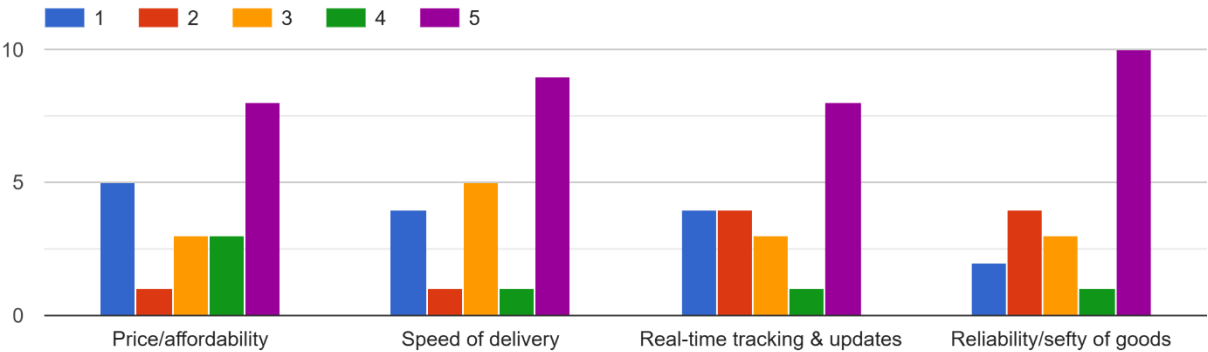
20 responses



5. How should your delivery tracking information be handled on Distributed Ledger Technology?  
20 responses

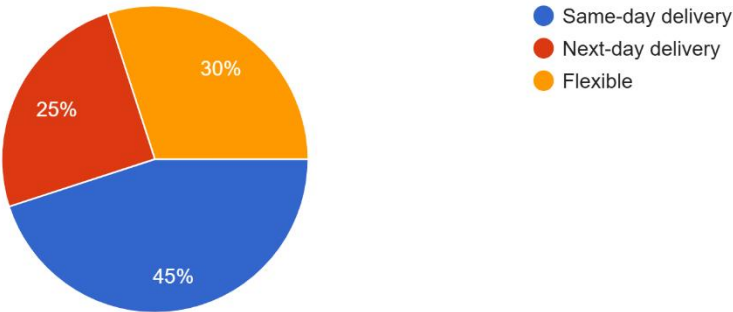


6. How important are the following to you when choosing a logistics partner? (Rank 1–5)



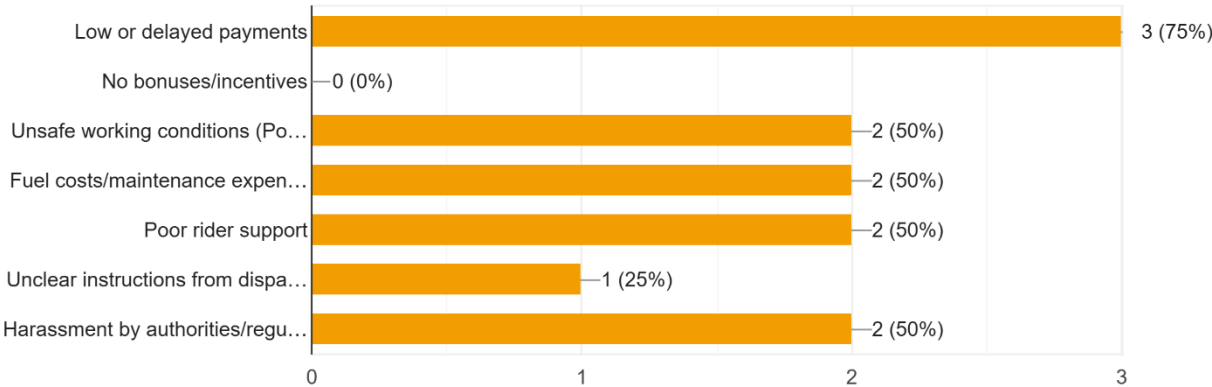
7. Which delivery option do you prefer?

20 responses



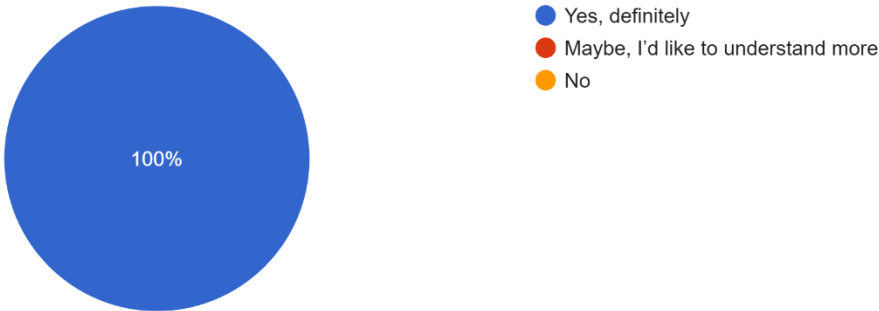
1. What are your biggest challenges as a delivery rider?

4 responses



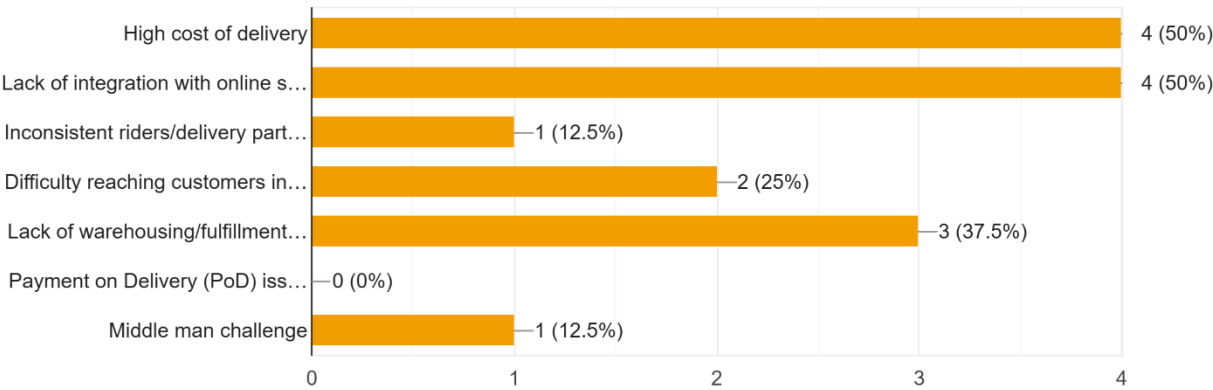
8. If you were rewarded instantly in digital tokens for on-time and successful deliveries, would that motivate you more?

4 responses



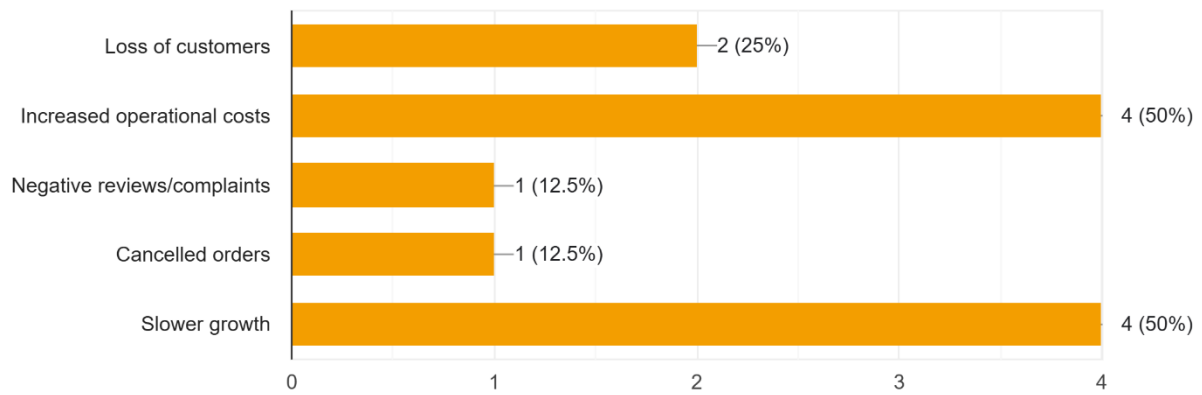
1. What logistics challenge most affects your business?

8 responses



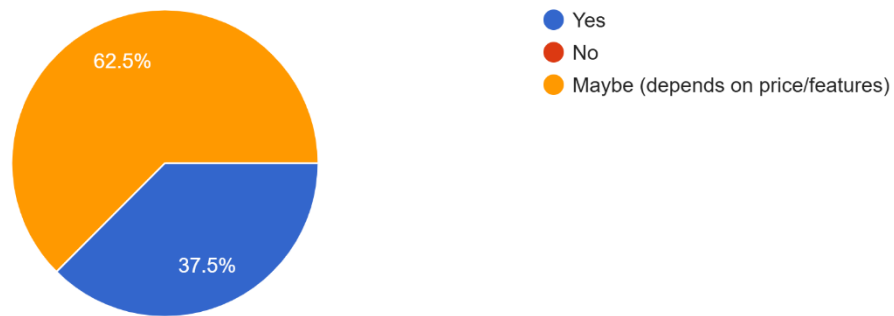
## 2. How do delivery issues impact your business? (Check all that apply)

8 responses



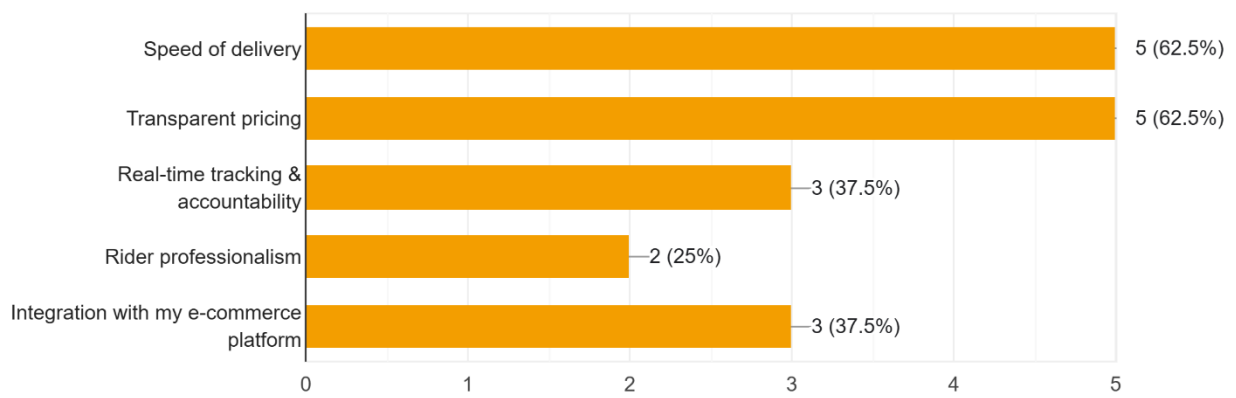
## 3. Would you consider using a subscription-based logistics plan for your business if it saves cost?

8 responses



## 4. What matters most when choosing a logistics partner?

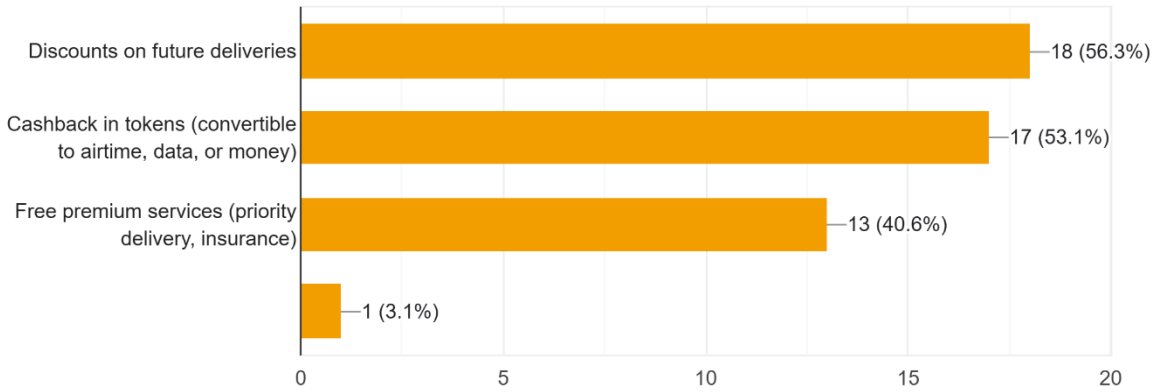
8 responses





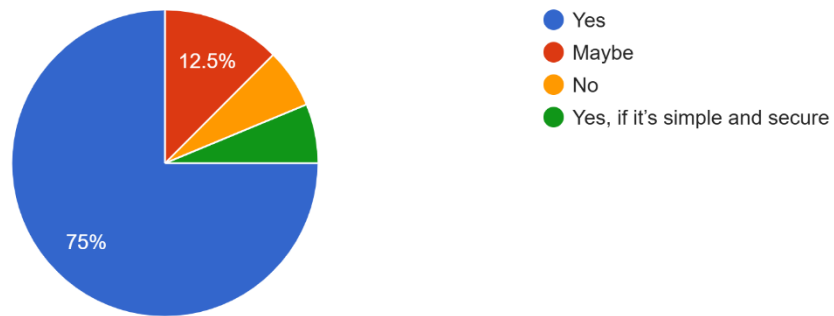
1. If HashPack offered loyalty points (tokenized rewards) for frequent deliveries, which would you prefer?

32 responses



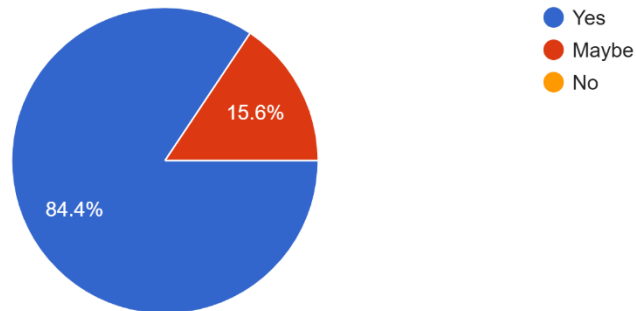
2. Would you be open to using a mobile wallet inside the HashPack app to earn, store, and redeem rewards?

32 responses



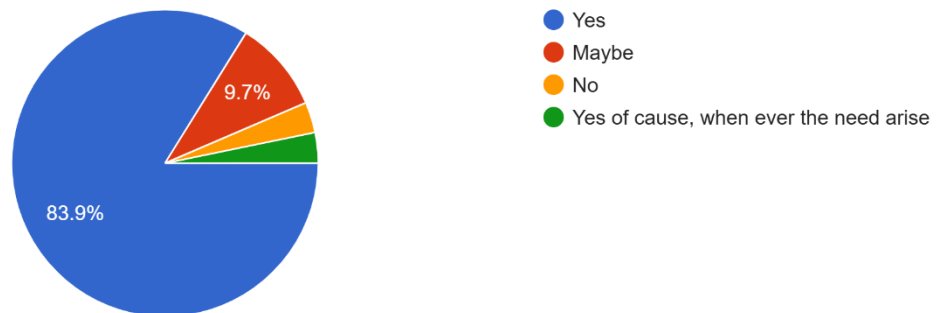
3. Do you believe a DLT based system (for tracking, storing data immutably and efficiency based rewarding) can solve most issues in Nigeria's logistics industry?

32 responses



2. Would you be willing to pilot-test HashPack's delivery service when we launch?

31 responses



Customers: No trust in delivery (lost packages, delays, hidden fees).

Riders/Vendors: Poor payment models, lack of incentives, unsafe conditions.

Businesses: No transparency or real-time package tracking.

## **THE MARKET**

Africa's logistics market: \$400B+ by 2030.

E-commerce growth fueling last-mile delivery demand.

Nigeria alone has 200M+ consumers with poor logistics infrastructure.

## **WHY WE'RE EXCITED**

1. Underserved market – high demand, few reliable solutions.
2. Digital shift – adoption of e-commerce, fintech, and Web3.
3. Scalable opportunity – logistics is the backbone of trade.

## **OUR SOLUTION (Clarity & Proof)**

How Decentralization / DLT Provides a Fundamental, Trustless Advantage  
Decentralization, through Distributed Ledger Technology (DLT) like Hedera Hashgraph, removes the need for middlemen or single points of failure in recording and verifying logistics data.

In traditional logistics systems, delivery updates, rider reports, or customer complaints are stored in centralized databases that can be altered, lost, or delayed, creating mistrust among customers, riders, and vendors.

By contrast, a decentralized ledger creates a shared, tamper-proof record of every logistics event, pickup, transit scan, delivery confirmation, and payment. Each entry is cryptographically verified and time-stamped on-chain, ensuring no one party can modify or hide the truth.

This “trustless” structure means:

- Transparency: All stakeholders (customers, riders, businesses) can independently verify package status.
- Accountability: Every action is traceable and immutable, no falsified delivery claims.
- Fairness: Payments, rewards, and penalties can be automated through smart contracts, eliminating disputes.
- Resilience: Since no single server controls the data, downtime or manipulation risks are minimized.

In short, DLT transforms logistics from a “trust me” system into a “verify anytime” system, creating confidence in delivery operations across Nigeria’s fragmented logistics market.

HashPack Logistics = Transparent, trackable, tokenized delivery.

Hedera Consensus Service (HCS): Immutable tracking logs for every package.

Hedera Token Service (HTS): Tokenized rider incentives & customer loyalty rewards.

AI + App Dashboard: Real-time delivery tracking, fraud prevention, and smart routing.

Proof of Concept: MVP scoped (Flutter app, Django REST backend, PostgreSQL, Paystack/Flutterwave payments, OTP/facial recognition).

Pilot Plan: Abuja & Kano → 50–150 daily deliveries in first quarter, scaling nationwide.

Example: Customers see every package scan in real-time; riders earn instant tokenized bonuses for on-time delivery.

## COMPETITION

Current players in Nigeria & Africa:

Gokada / Max.ng / Kwik: Focus on speed, limited transparency.

Jumia Logistics: Vertical, e-commerce-focused, not neutral.

CourierPlus / DHL / FedEx: Expensive, not tailored to local realities.

Local bike dispatchers & ride-hailing delivery add-ons: Unreliable, low trust.

Our Differentiators:

- ✓ Blockchain-backed trust & transparency layer (HCS logs).
- ✓ Tokenized rider incentives → better retention, on-time delivery.
- ✓ AI-powered routing & fraud detection.
- ✓ Vendor-neutral API model → works for SMEs & large businesses.

## BUSINESS MODEL

Revenue Streams:

1. Per-delivery fees: Tiered by weight, urgency, and distance.
2. Vendor subscriptions:

Silver ₦5,000/month

Gold ₦15,000/month

Enterprise = custom

3. Corporate/bulk contracts (e.g. e-commerce, SMEs, healthcare).
4. Add-ons: Insurance, secure packaging, COD handling.
5. Future: Warehousing, cross-border logistics, token economy fees.

UNIT ECONOMICS (Sample)

Avg. delivery fee: \$2.50

Rider payout: \$1.80

Platform cost (payments, SMS, etc.): \$0.10

HashPack margin:  $\approx$  \$0.60 per delivery

Scale Example:

At 10,000 daily deliveries  $\rightarrow$  \$6,000/day gross margin ( $\sim$ \$180K/month).

## **Team Strength & Unique Qualification**

HashPack Logistics is driven by a diverse and complementary team of innovators with deep expertise in Web3, logistics, and scalable technology solutions, uniquely positioned to build decentralized logistics infrastructure for Africa.

### **Aisha Muhammad Bose (Founder & CEO)**

Aisha brings a strong background in marketing, sales, and Web3 infrastructure. Her experience in digital collaboration and community growth equips HashPack to effectively onboard users, form strategic partnerships, and drive adoption across Nigeria's logistics ecosystem.

### **Ibrahim Aliyu S. Kamina (Co-founder & CTO)**

A cybersecurity analyst and blockchain engineer with expertise in Web3 infrastructure and AI systems, Ibrahim leads HashPack's technical architecture, ensuring secure, scalable, and transparent integration of Hedera Hashgraph for real-time delivery tracking and tokenized operations.

### **Engr. Adamu Musa Kore (Web Dev/Design Partner)**

A seasoned software engineer and digital strategist, Adamu specializes in building high-performance, user-friendly platforms. His experience in leading tech teams and developing scalable web systems ensures HashPack's logistics platform delivers a seamless user experience across mobile and web.

### **Khalid Abdullahi (COO)**

As a blockchain educator and project manager, Khalid bridges operational execution and decentralized innovation. His understanding of distributed ledger technology (DLT) and community-driven systems supports HashPack's mission to merge logistics operations with tokenized transparency and incentives.

## **Why We're Uniquely Qualified for the African Market**

Our team combines **technical depth** in blockchain and cybersecurity with **on-ground experience** in Nigeria's logistics and digital economy. We understand the market's pain points, unreliable delivery, lack of trust, and poor accountability, because we live them.

By integrating **DLT-powered transparency, real-time tracking, and tokenized reward systems**, HashPack Logistics is positioned to deliver a trusted, locally adapted, and globally scalable logistics solution for Africa's fast-growing digital trade ecosystem.

## WHY NOW / WHY US

E-commerce is exploding → demand for faster, reliable logistics.

Blockchain adoption in Africa → trust, transparency, and tokenized economies trending.

Government & investors → actively funding digital trade infrastructure.

HashPack Logistics Ltd is not just another build, we are a fully registered Private Limited Liability Company.

We hold a Certificate of Incorporation from the Corporate Affairs Commission (CAC)

Reg No: 8743740, with our Memorandum and Articles of Association (MEMART) and Taxpayer Identification Number (TIN) issued by the Joint Tax Board (FIRS), we as well secured Special Control Unit Against Money Laundering (SCUML) Certificate, Tax Clearance Certificate (TCC) is the last secured.

We are also in the process of securing additional compliance certifications, such as:

Goods-In-Transit (GIT) Insurance and other relevant industry licenses (e.g., NIPOST Courier & Logistics License).

This is the perfect time to build Africa's trusted logistics.

**ASK:**

We're seeking \$200,000 in grant funding to scale our logistics MVP and expand operations to more cities and vehicles from inception.

The funds will be allocated toward platform upgrades, user experience improvements, and, most importantly, launching pilot operations to validate and optimize our model in real-world conditions.