



Click2Rail

•

# Railway Availability Solutions



# How is the world changing today?



AI AND BLOCKCHAIN  
TECHNOLOGIES



ECOLOGICAL  
AWARENESS



GLOBALIZATION

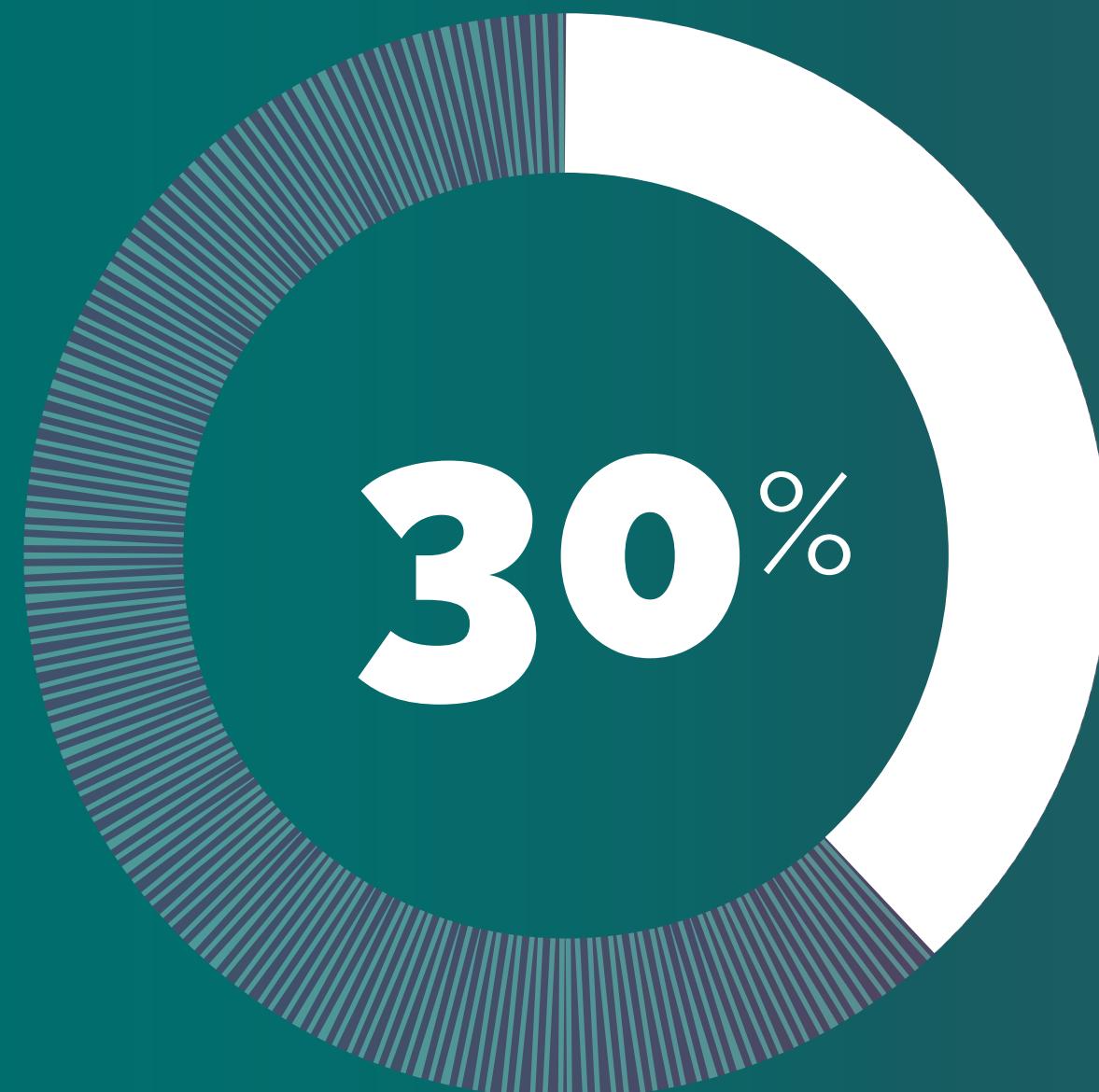


CHANGES IN  
USER BEHAVIOR



TREND ON SHARED  
ECONOMY

# Rail Freight Strategy to boost modal shift:



of EU freight transportation  
to be proceeded by rail by  
2030 <sup>(1)</sup>



## EU RAIL MARKET LIBERALIZATION

Introduction of reforms enabling equal market access by state-owned and private companies <sup>(2)</sup>



**75%** OF FREIGHTS IN EU ARE TRANSPORTED  
BY ROAD

Affecting dramatically the environment with excessive CO<sub>2</sub> emissions <sup>(1)</sup>



**30%** OF CONTAINERS IN EU ON AVERAGE ARE  
BEING TRANSPORTED EMPTY

Due to low level of rail transport services transparency and flexibility

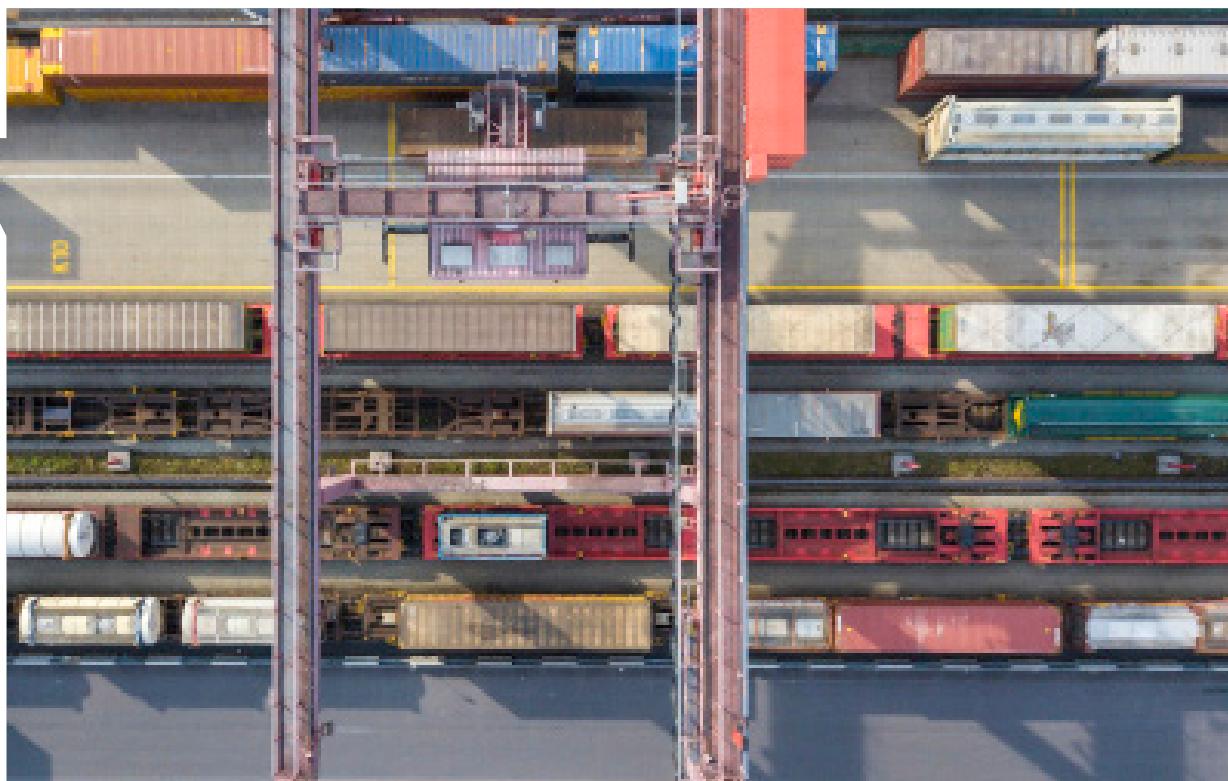


**€140** BILLION \*

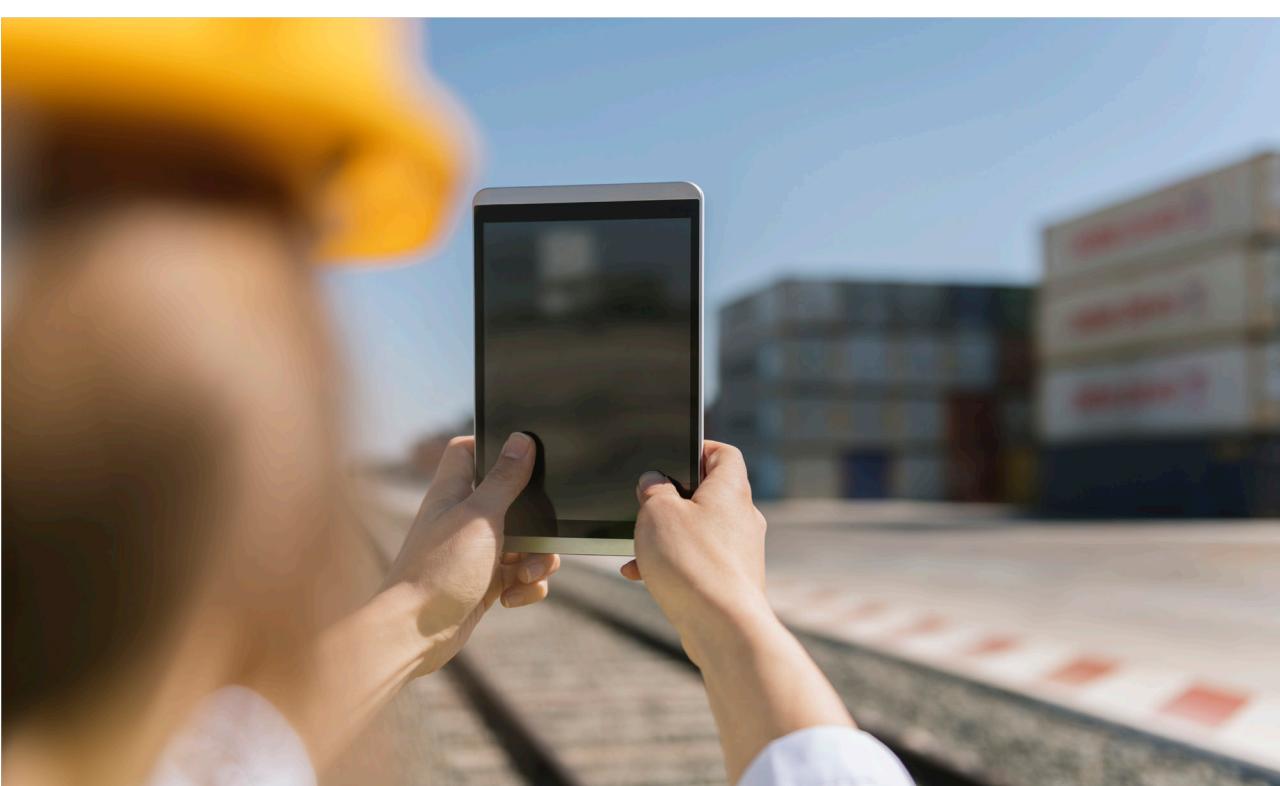
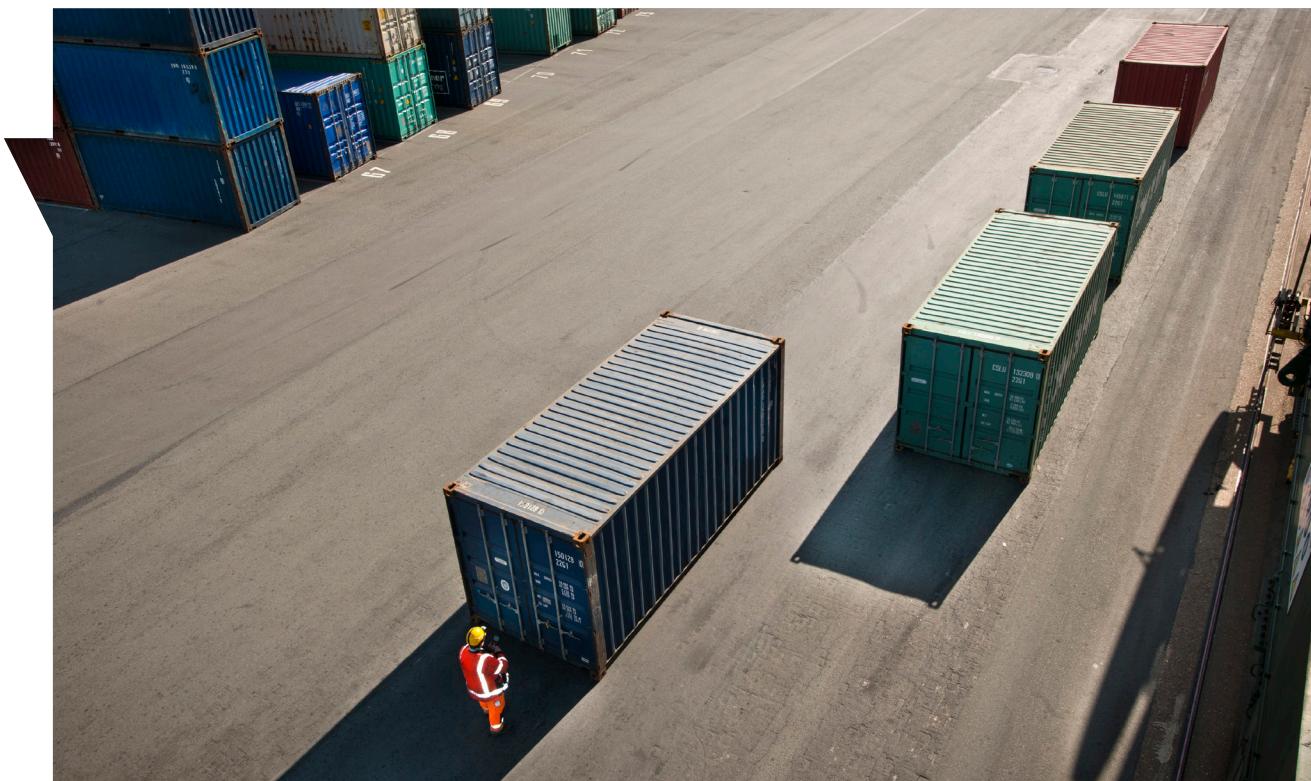
Global freight market transported by rail in 2019 <sup>(3)</sup>

# How can railway logistics face these challenges?

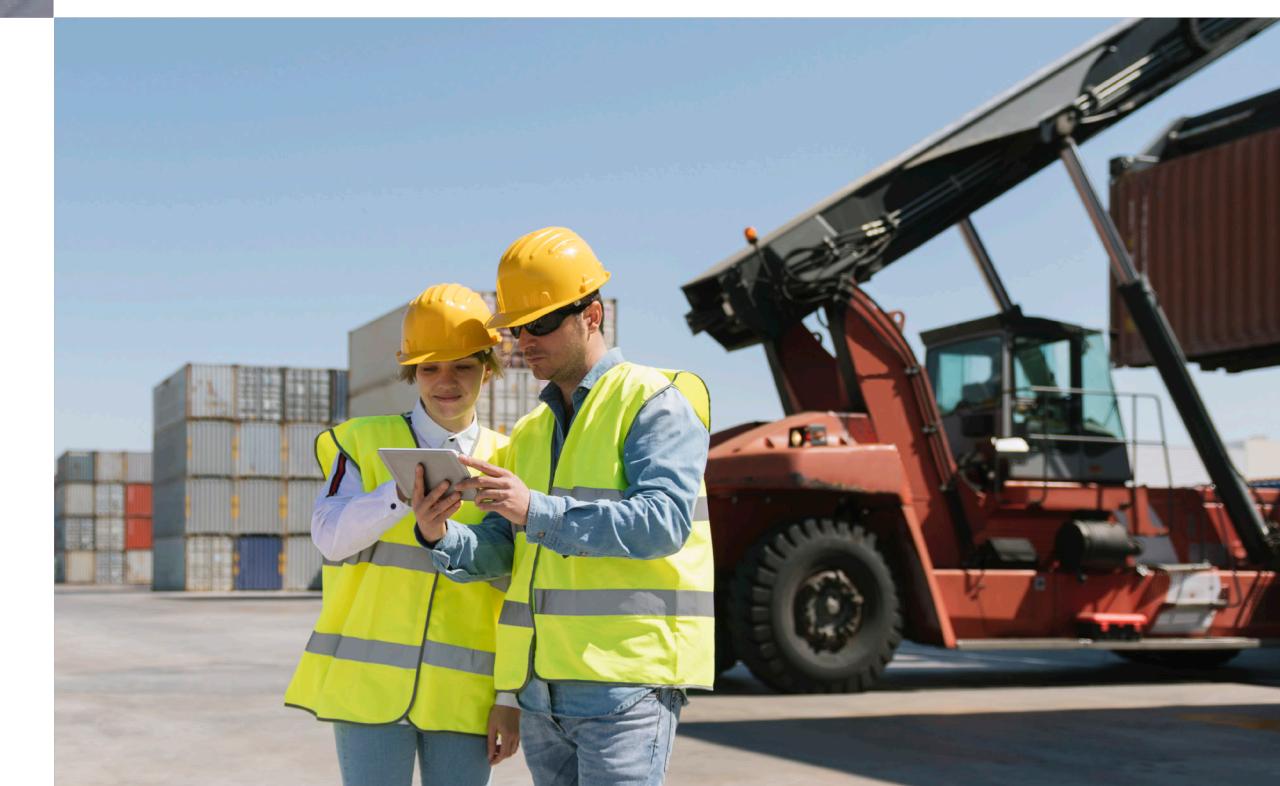
SWITCH TO MORE  
ECO-FRIENDLY MEANS OF  
TRANSPORT



INCREASING TRACEABILITY  
AND ACHIEVING FULL  
TRANSPARENCY



DIGITALISATION OF  
OPERATIONS

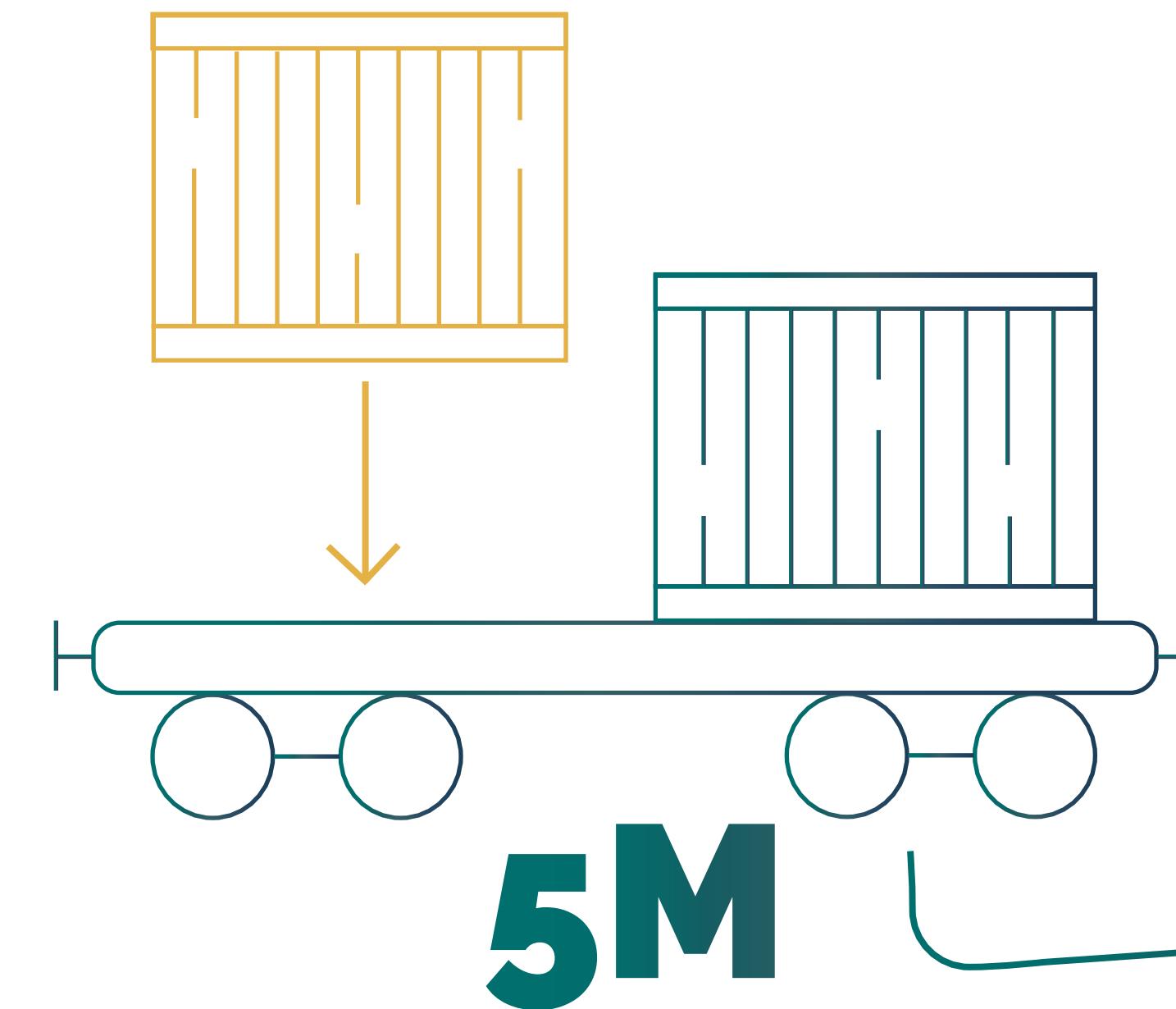


PROVIDING DOOR-  
TO-DOOR SECURED  
DELIVERY

## PAINS OF THE CUSTOMER

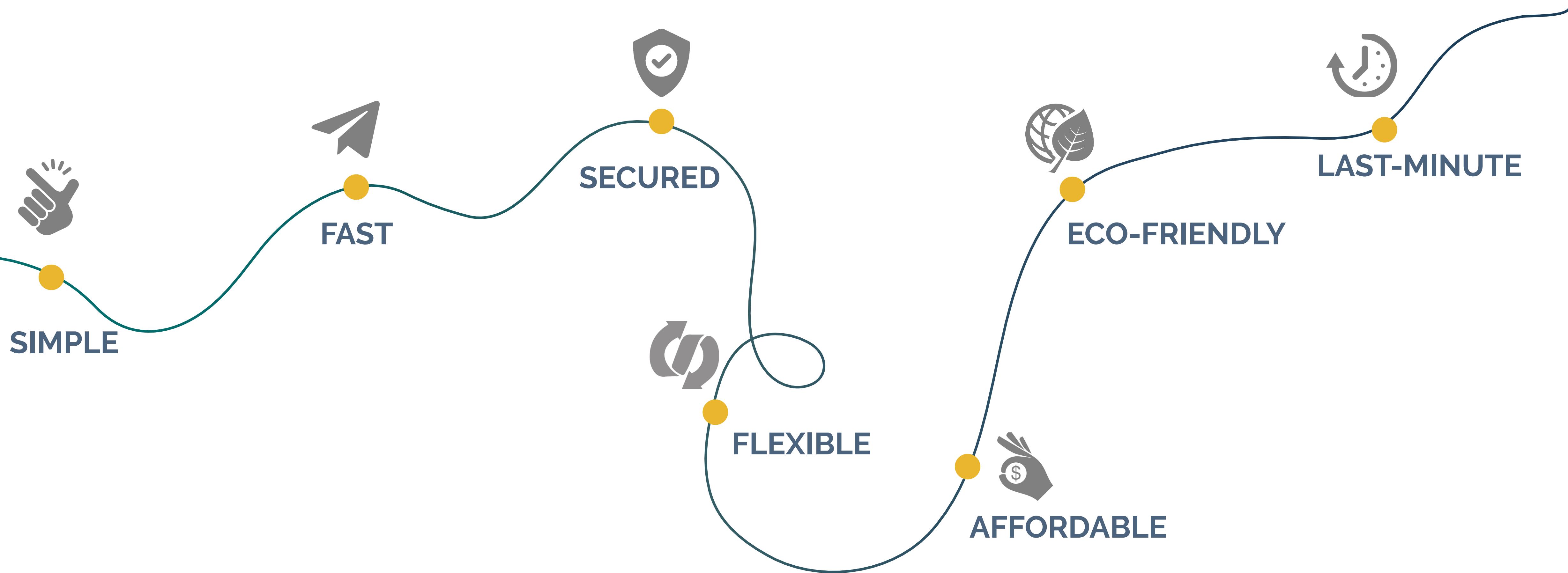
- UNUSED CAPACITIES
- LACK OF MARKET VISIBILITY
- UNBEATABLE COMPETITION FROM AUTO TRANSPORT
- FRAGMENTED MULTIMODAL OPERATIONS

## Transport operators' major issues

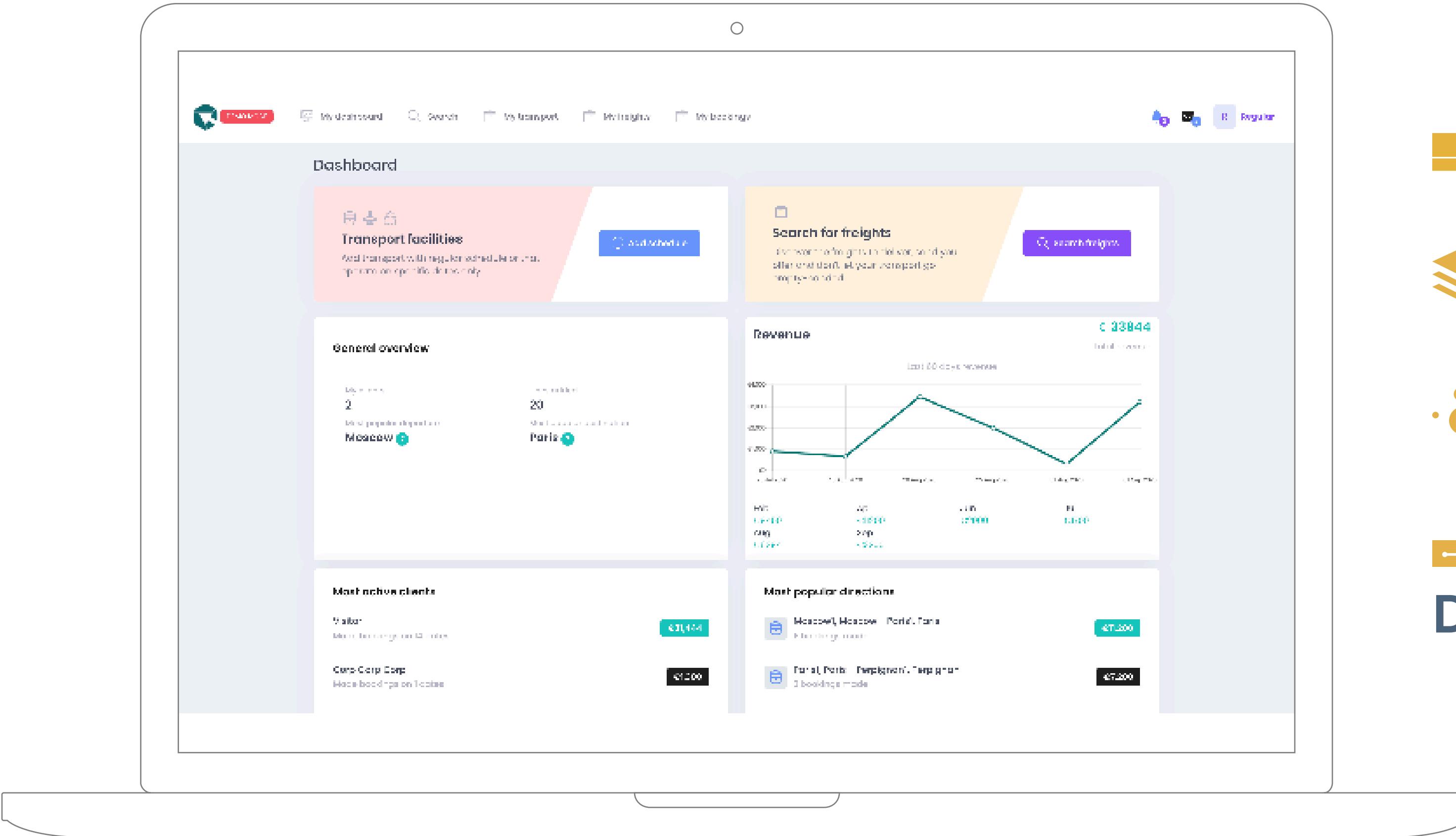


EMPTY CONTAINERS  
TRANSPORTED EVERY  
YEAR IN EURASIA

# Freight forwarders expect shipping to be



# Click2Rail digital solution

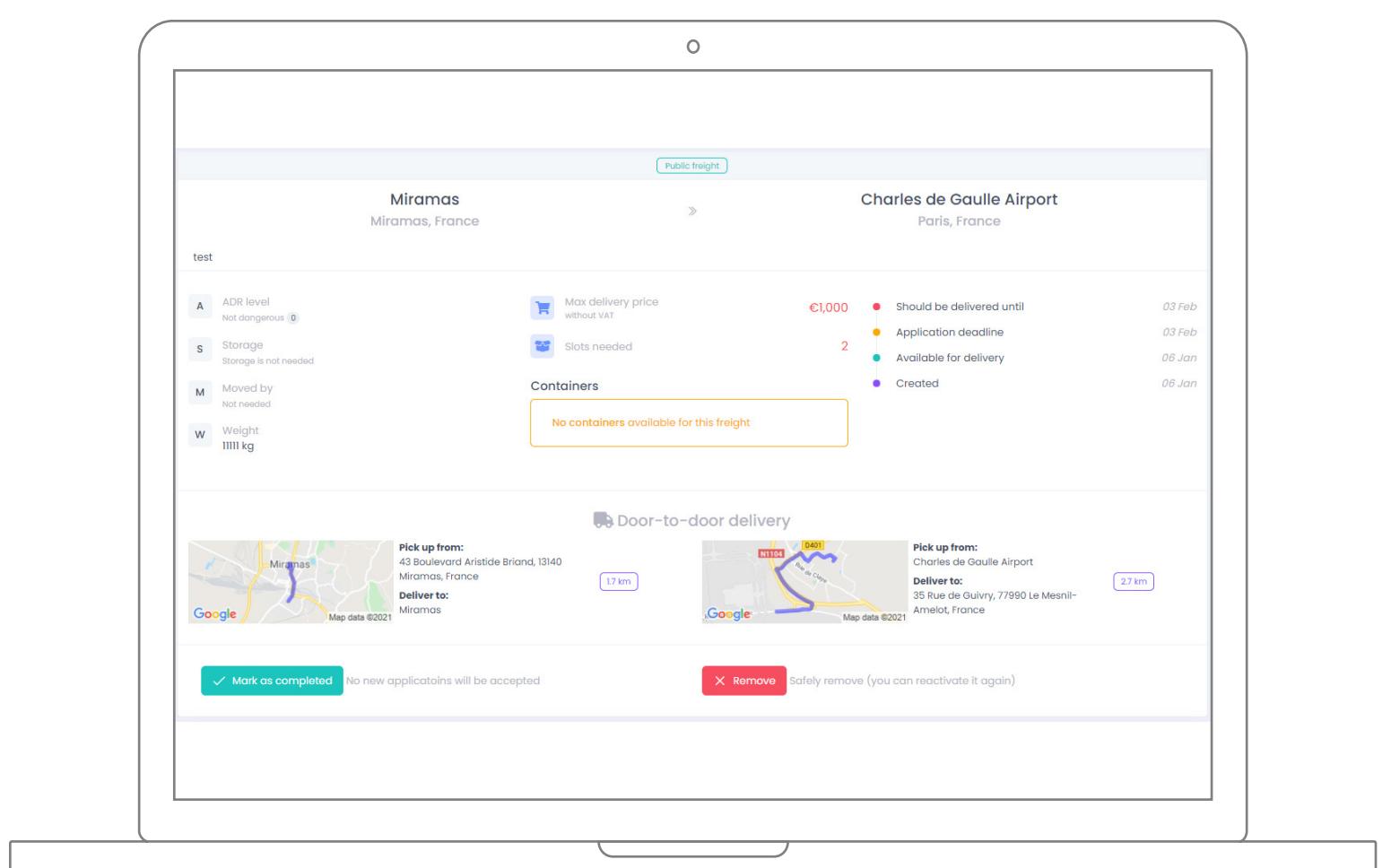


# 1ST DIGITAL SOLUTION AIMED AT OPTIMISATION OF MULTIMODAL RAIL TRANSPORTATION

- INTEGRATIVE
- MULTIMODAL
- COMPREHENSIVE
- ➡ ENABLING  
DOOR-TO-DOOR DELIVERY

## MORE TRANSPARENT

UPLOAD YOUR TRANSPORT OR  
FREIGTS AND PROCEED TO  
BOOKING



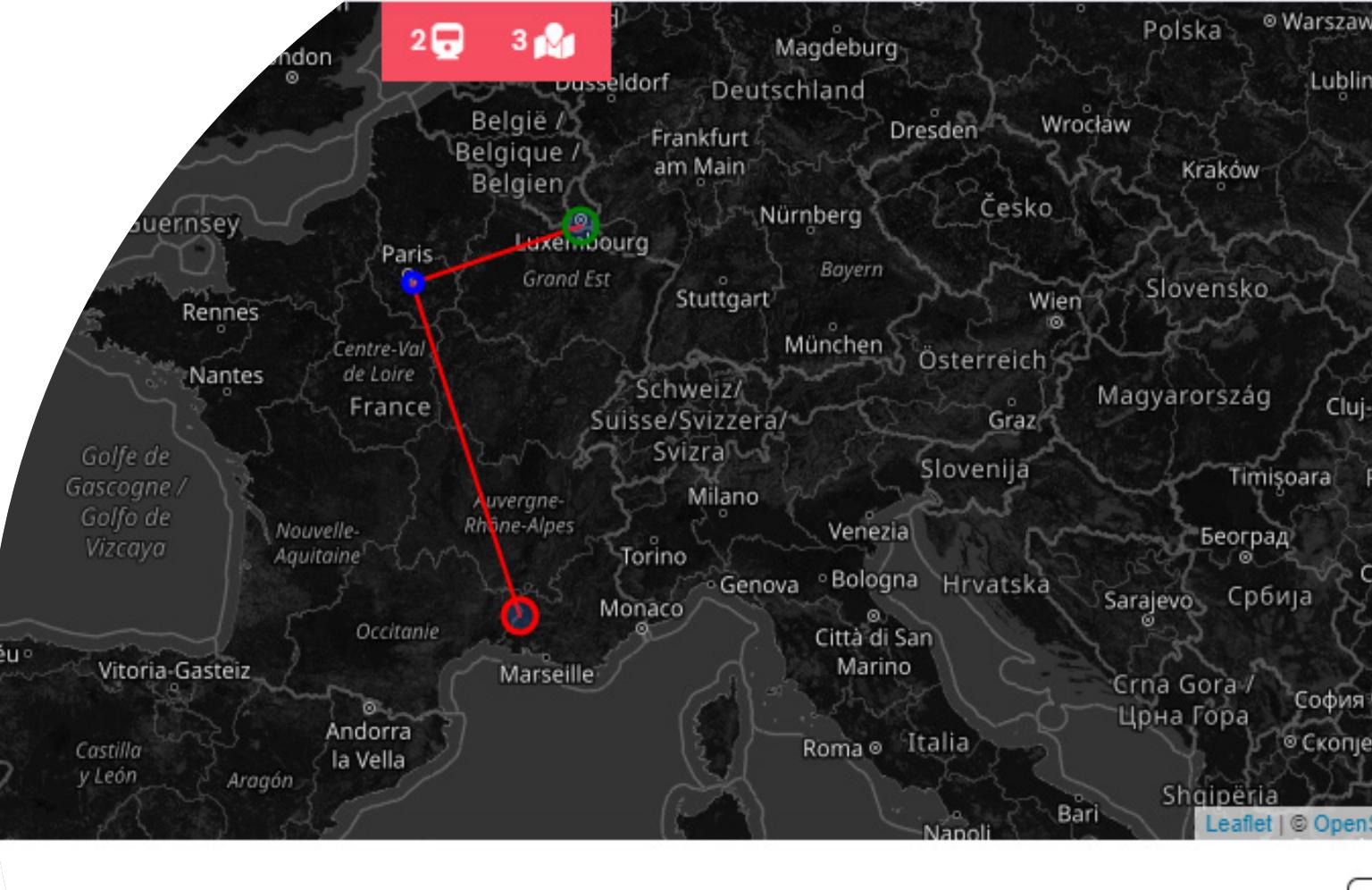
## MORE CONNECTED

CONNECT WITH DIFFERENT  
MODES OF TRANSPORT & SPOT  
BEST ITINERARIES

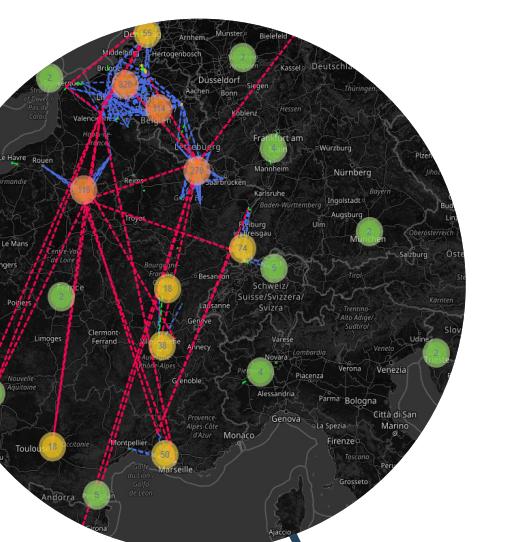


## MORE INTELLIGENT

FIND BEST DEALS WITH  
OUR SMART SEARCH



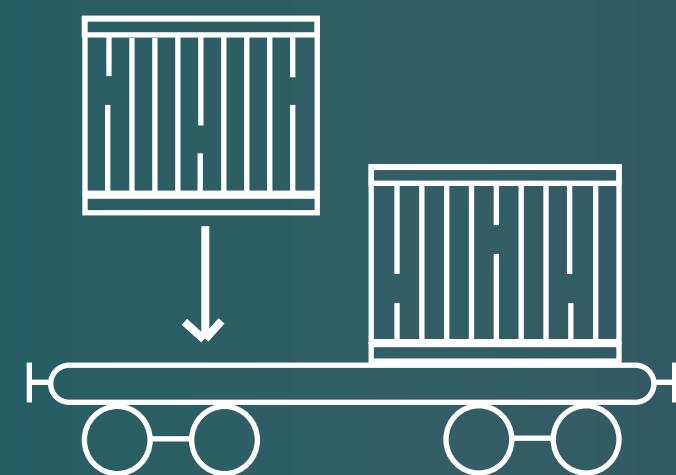
2 Feb 2021, 5:15	Valenton	Valenton Naviland, France	15 slots available	€1,000 min slot price without VAT	<button>Start</button>
9 Feb 2021, 5:15	Valenton	Valenton Naviland, France	2 slots available	€1,000 min slot price without VAT	<button>Start</button>
2021, 5:15			11 slots available	€1,000 min slot price without VAT	<button>Start</button>



**Seamless delivery  
with reduced CO<sub>2</sub>  
emissions and increased  
performance**



THE FREIGHTS YOU  
WANT TO FORWARD



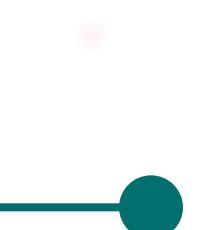
THE SPACES YOU  
WANT TO FILL



THE PLACES YOU  
WANT TO SHIP



---



**Just Click to your  
efficiency**



# Business Development Strategy

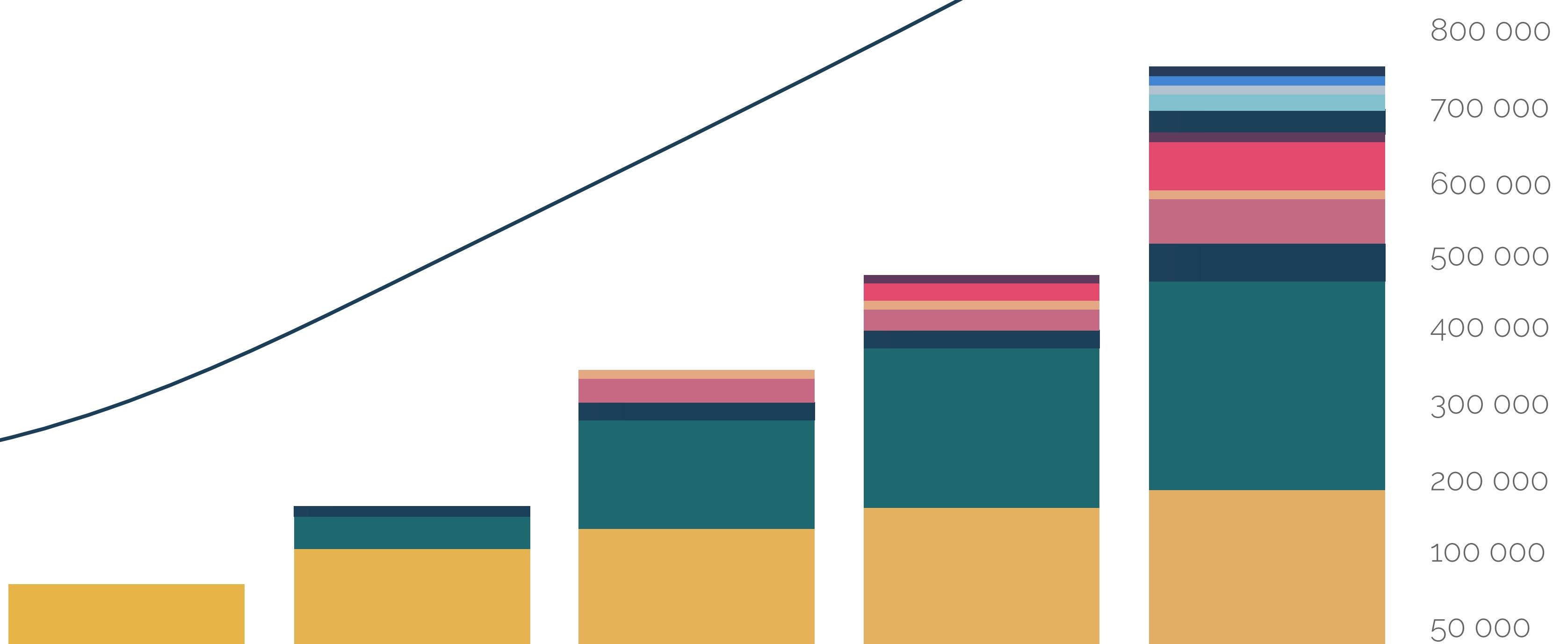
based on the number of empty containers in TEU\* transported across selected countries

- First-priority markets
- Alternative markets



# Key growth driver: geographical expansion

accumulated number of  
empty containers in TEU\* to be  
processed by Click2Rail across  
selected countries



2021

2022

2023

2024

2025

- France & Belgium
- Russia
- Germany

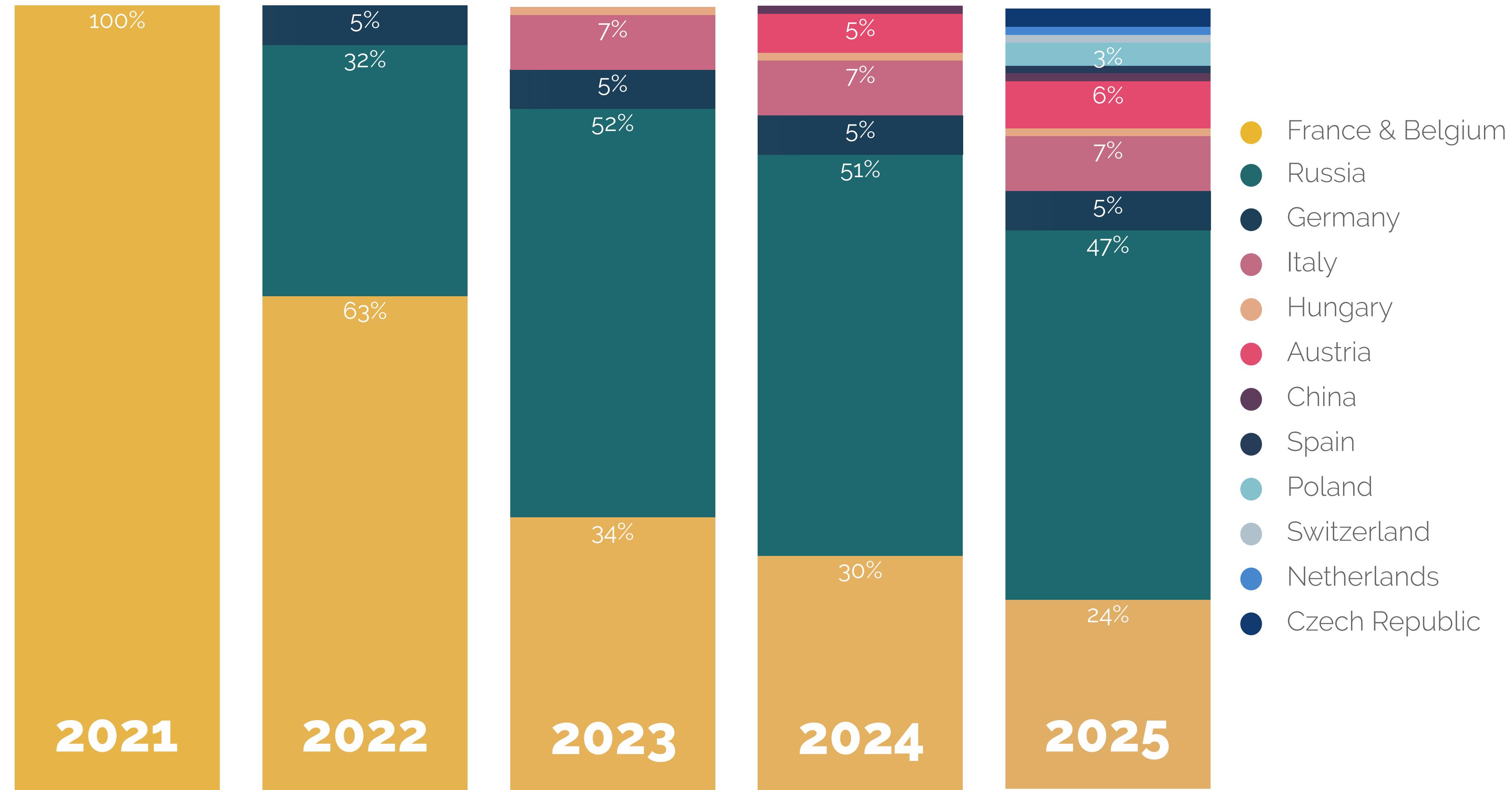
- Italy
- Hungary
- Austria

- China
- Spain
- Poland

- Switzerland
- Netherlands
- Czech Republic

# Turnover contribution by regions

based on the number  
of empty containers in  
TEU\* to be processed by  
Click2Rail across selected  
countries



# Business Model

based on subscription plans and  
booking commission fees

	BASIC	REGULAR	PREMIUM
SLOTS UPLOAD AND BOOKING	✓	✓	✓
4.5% BOOKING FEE	✓	✓	✗
SMART BOOKING	✓	✓	✓
API CONNECTION	✗	✓	✓
WHITE LABEL	✗	✗	✓
	<b>FREE</b>	<b>€950 / MONTH</b> <b>€10 000 / YEAR</b>	<b>€10K / MONTH</b> <b>€120K / YEAR</b>

# Our Team

---



**ANASTASIA  
DYAKONOVA**

CEO  
ESCP, HSE  
Engie, WPP, Alstom



**IGOR  
MITROFANOV**

Lead Developer  
DTU, MUCTR  
MiLaboratory LLC



**FREDERIC  
VEDRUNES**

Blockchain Consultant  
Piloteo, OTEIS, Engie Ineo



**ARKADIY  
DYAKONOV**

President, Railway  
industry expert  
RZD, Gefco, Faiveley,  
Alstom, Carrier



**CHRISTIAN  
RODRIGUEZ**

CTO  
Zyneas, IN4AGE,  
GeoPost SI

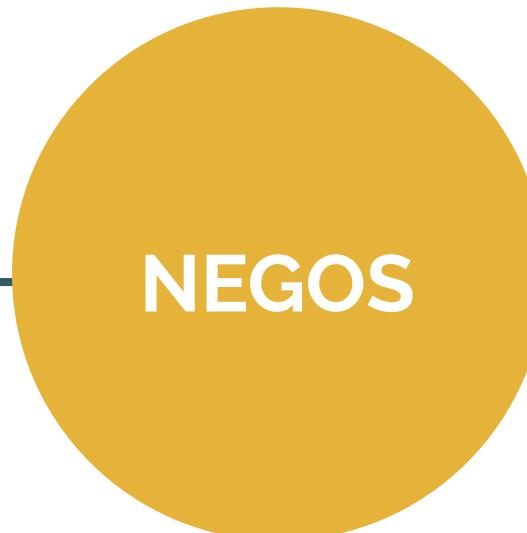
# Achievements



BETA-TESTING LAUNCHED WITH  
TRANSPORT OPERATORS AND  
FREIGHT FORWARDERS IN 2020



REGISTERED IN 2021



COMMERCIAL NEGOTIATIONS WITH  
EMERGING ACTORS OF LOGISTIC  
INDUSTRY IN PROCESS 2020-2021



# Our news

Participation in 6th Global Rail Freight Conference held by UIC (International Union of Railways) in Genoa, Italy, June 26-28th, 2018. Click2Rail project concept was presented during the panel discussion within Blockchain section.



Participation in 3rd edition of Journée Fret en Grand Est organised by SNCF Réseau and held September 26th, 2019 in Bezannes, France. Presentation of Click2Rail SaaS platform features.



Signature of cooperation agreement with SOGET during UMEP of Le Havre, SYNERZIP & HAROPA Business Event held October 29th, 2019.



Participation in start-up contest PitchYourStartup as a part of the ICT Spring Europe 2020 Global Tech Conference held September 15-16th in Luxembourg. Click2Rail has been selected from 360 participating projects and shortlisted among 12 semi-finalists of Supply Chain section.

# Key Financials

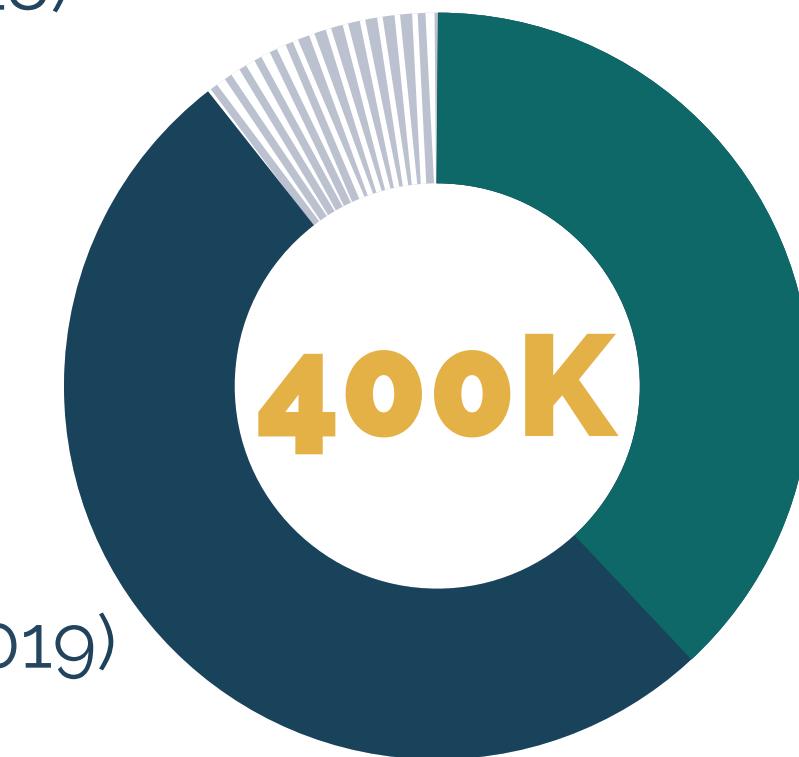
	DESCRIPTION	2021	2022	2023	2024	2025
SUBSCRIPTIONS	BASIC (FREE)	50	65	85	110	143
	REGULAR (950MONTH/10K YEAR)	4	8	16	26	36
	PREMIUM (10K MONTH/120K YEAR)	1	2	3	4	5
BOOKING	TEU PROCESSED 4.5% (AV PRICE 40° 450EUR)	50 000	141 810	347 083	438 500	722 831
REVENUES	SUBSCRIPTIONS	<b>€ 146K</b>	<b>€ 292K</b>	<b>€ 465K</b>	<b>€ 651K</b>	<b>€ 836K</b>
	BOOKING FEE	<b>€ 1 013K</b>	<b>€ 2 872K</b>	<b>€ 7 028K</b>	<b>€ 8 880K</b>	<b>€ 14 637K</b>
	<b>TOTAL</b>	<b>€ 1 159K</b>	<b>€ 3 164K</b>	<b>€ 7 493K</b>	<b>€ 9 530K</b>	<b>€ 15 473K</b>
EBIT		€ (614)K	€ (689)K	€ 1 450K	€ 2 216K	€ 6 696K

## TOTAL FUNDS RAISED

CAPITAL (2018)

**11,5k**

Co-founders



ROUND 1 (2018)

**150k**

Private Investor - family office

ROUND 2 (2019)

**250k**

Private Investor - family office, Private investor - blockchain consultant

## INVESTMENT REQUESTED



€470K

€310K

€270K

€100K

€750K

€100K



Product Line  
Improvement (regional  
and commercial staff)

Customer Care  
(call center & IT  
maintenance)

Administrative  
Costs

R&D

Working Capital needs

Fundraising  
fees



FOR ANY ADDITIONAL INFORMATION, PLEASE  
CONTACT US VIA  
**INFO@CLICK2RAIL.COM**

OR VISIT OUR WEBSITE  
**WWW.CLICK2RAIL.COM**

EURASIA MARKETPLACE SAS, ALL RIGHTS RESERVED, 2021