



Truck Lagbe

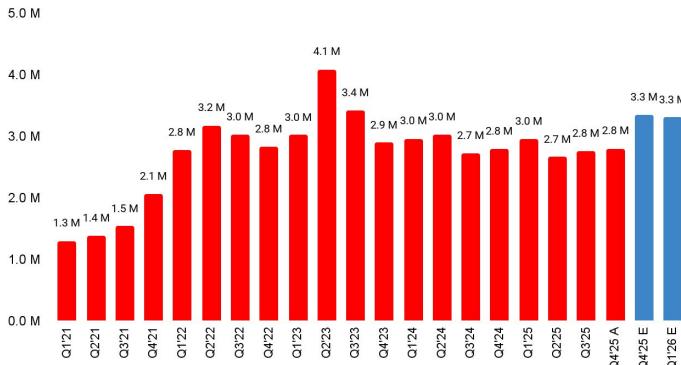


Truck Lagbe Investor Update: Q4' 2025

Executive Summary

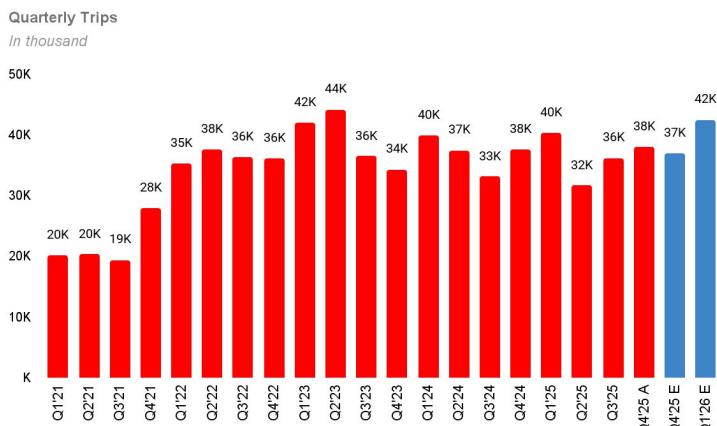
US\$ 2.8M GMV in Q4 2025

GMV -- In Million US\$, Fx. adjusted (1)
Red represents actual figures, while Blue indicates targets.



Quarterly KPIs

- GMV US\$ 2.8M, +1.5% from Q3' 2025
- Gross profit US\$ 289.5K, +8.3% from Q3' 2025
- Trips 38K, +5.2% from Q3' 2025
- Take rate 10.3%, +6.8% from Q3' 2025
- Quarterly active shippers 14.9K, +2.4% from Q3' 2025
- Quarterly active owners 5.0K, +10.1% from Q3' 2025



Business GMV vs. Q3 2025

We were winning:

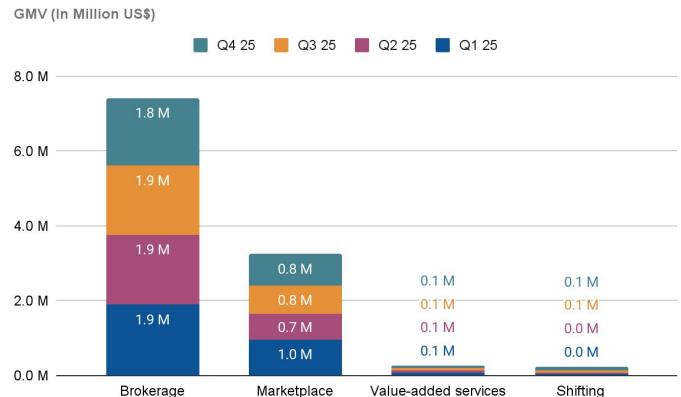
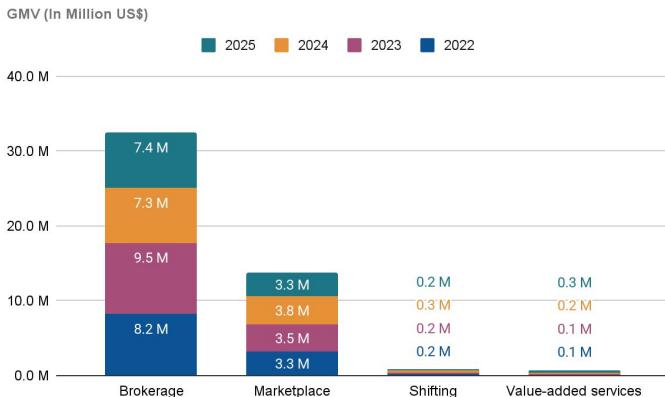
- Brokerage, Marketplace and Shifting

We were losing:

- Value-added services

YoY, 25.0% Profit Growth In Brokerage: A Strong Performance Despite Seasonal and Market Headwinds

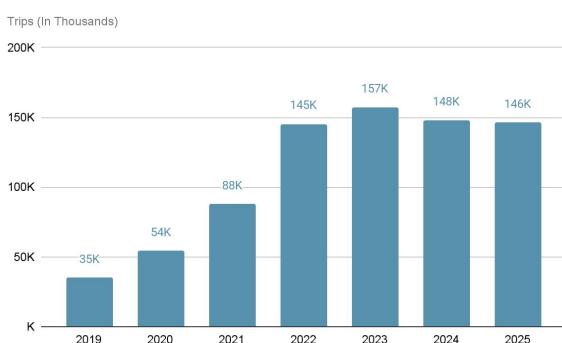
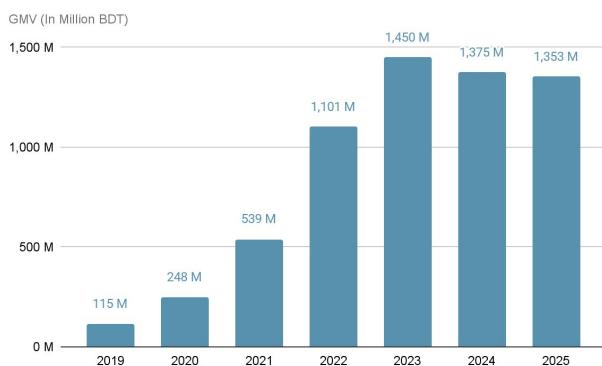
QoQ, Brokerage recorded GMV of **US\$ 1.8 million** in Q4'25, broadly in line with Q3'25, while delivering US\$ 190.4K (**+8.7% up**) gross profit despite lower FMCG trip volumes due to market volatility. Marketplace earnings increased to US\$ 67.2K (**+14.1% up**) supported by a **6.7% growth** in trips compared to prior quarter.

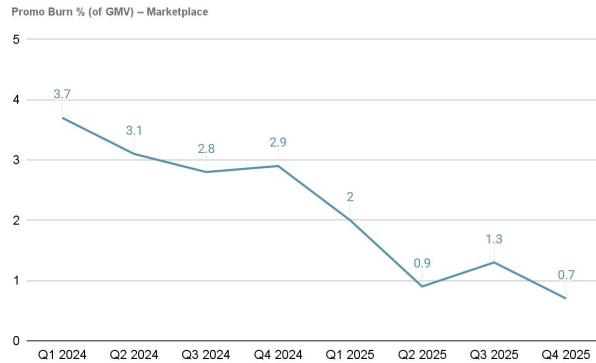
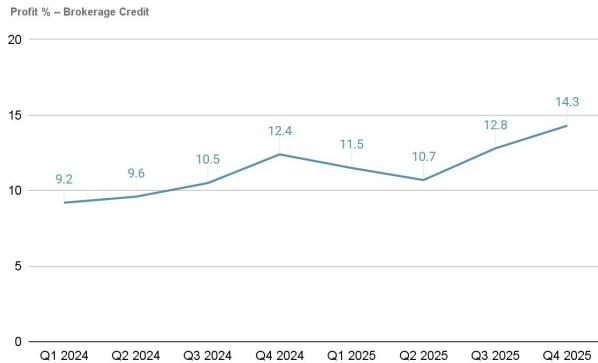


YoY, Brokerage GMV grew to US\$ 7.4 million (**+1.9% up**) and gross profit to US\$ 660.7K (**+25.0% up**), despite a 10.9% drop (5.1K) in trips from 2024. This improvement was driven by a more selective approach to trip execution, focusing on **higher-margin routes**.

In 2025, We achieved notable growth in the FMCG sector—our highest-contributing segment (27.5%) — with **gross profit up 26.1%** year-on-year, further strengthening and diversifying our industry portfolio. Our strategic focus shifted toward the **pharmaceutical industry** in 2025, where we successfully on-boarded **major players** such as Beximco Pharma and Popular Pharmaceuticals, thereby **reducing reliance** on the spinning mills segment due to its high DSO.

Marketplace saw GMV de-growth of 14.0% to US\$ 3.3 million despite the number of completed trips rose by 3.5% to 102.4K with the gross profit increase to US\$ 236.5K (**+12.0% up**) from prior year. In 2025, promo burn dropped significantly to **1.0%** of GMV from 3.1% in 2024.





Ancillary GMV Scales Nearly 5-times YoY as Business Matures Post-launch

In Value-added services, ancillary GMV stood at US\$ 39.4K in Q4'25, reflecting a moderated but healthier growth phase as the business balanced scale, pricing competitiveness, and credit exposure.

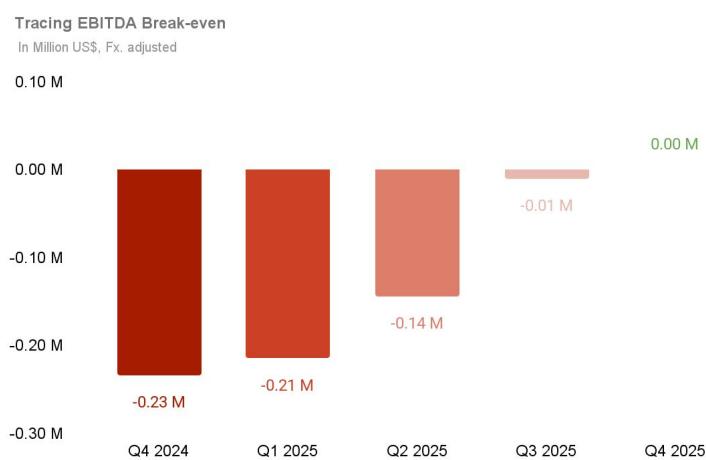
YoY, ancillary generated GMV of US\$ 152.8K in 2025, reflecting a nearly **5x increase** from the foundational year: 2024.

In Shifting, GMV increased by **29.8%** to US\$ 90.3K, while gross profit grew by **6.1%** in Q4'25 from prior quarter. YoY, GMV reached US\$ 240K in 2025, down 6.8% from 2024.

Strong Progress Toward Scalable EBITDA Breakeven: 0.1% EBITDA Margin

Driven by gross profit-based targets across all sales channels and optimized cost management, Q4' 25 delivered an **EBITDA margin of 0.1%**, up from -0.7% in Q3'25. YoY, **EBITDA improved by 100%**, marking a significant milestone in our journey toward achieving scalable EBITDA breakeven.

With the additional funding in place, we aim to achieve even greater heights!



Debt Financing Round

Truck Lagbe is presently raising debt funds from angels and institutional investors. Debt financing terms under promissory note:

- **Minimum investment:** US\$ 20,000 | **Term:** 1 year, with principal repayment at maturity
- **Simple Interest:** 12% p.a, paid monthly | **Security:** Promissory note contains no security
- **Default Clause:** conversion into a SAFE

TL TMS (Fleet Management): Scalable and Intuitive Multi-truck Map View

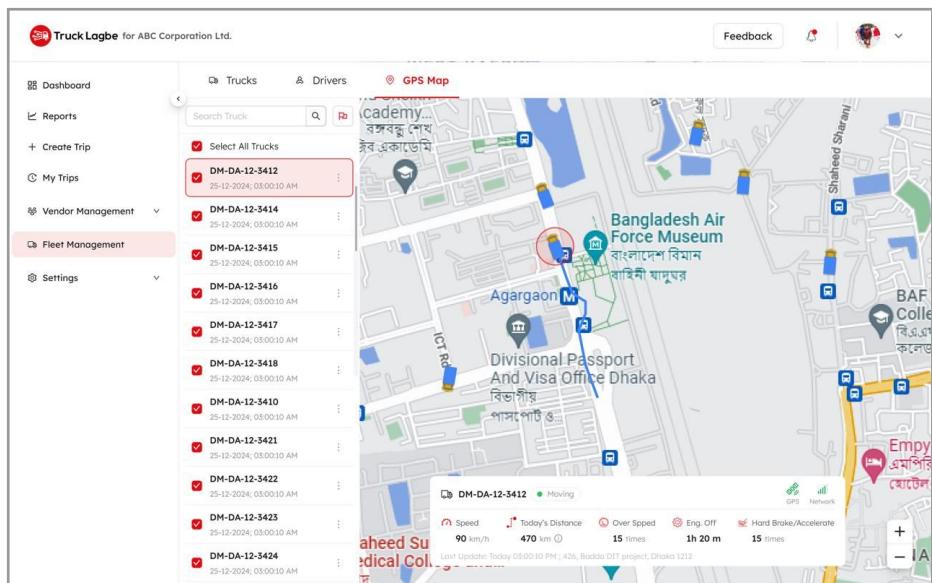
We have successfully launched an in-house **Multi-Truck Map View** for Fleet Management, replacing the single-vehicle view and removing reliance on costly third-party GPS software.

The **real-time, scalable map** allows managers to monitor their entire fleet from a single screen, improving **operational efficiency** and decision-making as customer needs scale.

This added feature will transform a major operating expense into a new revenue stream:

Direct Cost Savings: elimination of 200,000 BDT/year (US\$ 1,653) in third-party licensing fees.

Added to Revenue Stream: Charging 349 (from 280) BDT/per GPS subscription will lead to 25% price increase.



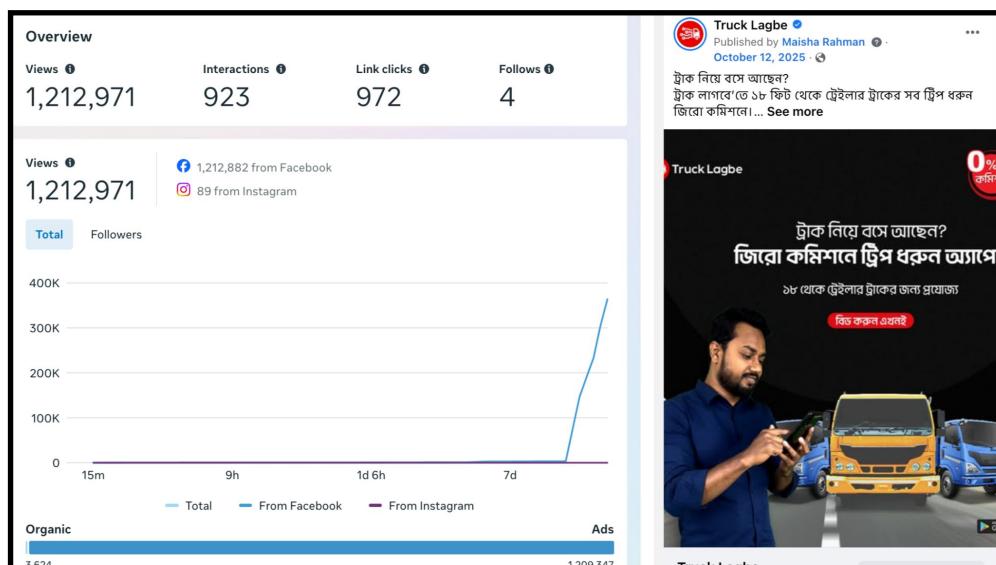
Brand Dominance Accelerated: 44.5M Social Views, +38% QoQ Growth

In Q4 2025, the digital marketing focus remained on efficiently scaling app growth (**+19.7% QoQ**) while strengthening downstream conversion quality (**stable QoQ**).

Digital channels served as a high-impact awareness, **driving app installs, messaging-based leads, and brand visibility** at a national scale.

- Scaled app installs consistently month-over-month, while maintaining solid registration and trip conversion:
 - Install → Registration: 53–63%
 - Registration → First Trip: 14–16%
 - Install → First Trip: 8–10%

(Ads showing up) **Zero commission** for truckers on 18FT to Trailer trips



We have initiated **0% commission for 18–23 FT trucks** to maximize owner profitability, attract/retain owners, and grow supply in Q3'25.

This ad campaign alone generated **1.2 million social views** in the subsequent quarter: Q4' 25.

High-impact Community Commitment: Truck Lagbe Ran Health Camp for Truckers

Truck Lagbe celebrated **National Road Safety Day** on October 22, 2025, by organizing a **free medical health camp**. The half-day camp took place at the Tejgaon truck stand in Dhaka, one of the largest truck stands.

Around 75 truck drivers, owners and collaborators were screened for vision problems, blood pressure, blood glucose levels, SpO2 and general health conditions.

A team of **professional doctors** provided personalized prescriptions and conducted -

screenings to identify health risks that could cause **medical emergencies while driving**, helping reduce accidents and promote safety.



Recognition Program: Celebrating Our Outstanding Performers

As part of the newly designed **Recognition Program**, five employees were honored across five award categories: growth star, customer delight hero, high flyer, service superstar, and collaboration catalyst for their outstanding performances in the past quarter.



| **Growth star**
consistently contributed to
achieve gross profit target

| **Customer delight hero**
outstanding customer support

| **High flyer**
consistently performed above
and beyond

| **Service superstar**
exceptional support to internal
teams

| **Collaboration catalyst**
ignited collaboration and
encouraged teamwork

Our Asks

- Warm introductions to potential investors – debt providers and equity holders.
- Contact us if you are interested in debt financing round.

Thank you again for being part of the Truck Lagbe journey and helping us become Bangladesh's largest logistics platform.

Truck Lagbe Management

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