

Logistics Hub Technology Inc

PITCH DECK



At LH, we are building an ecosystem
to drive end to end delivery
solutions for businesses across
Africa leveraging Technology,
Innovation and People

Problems

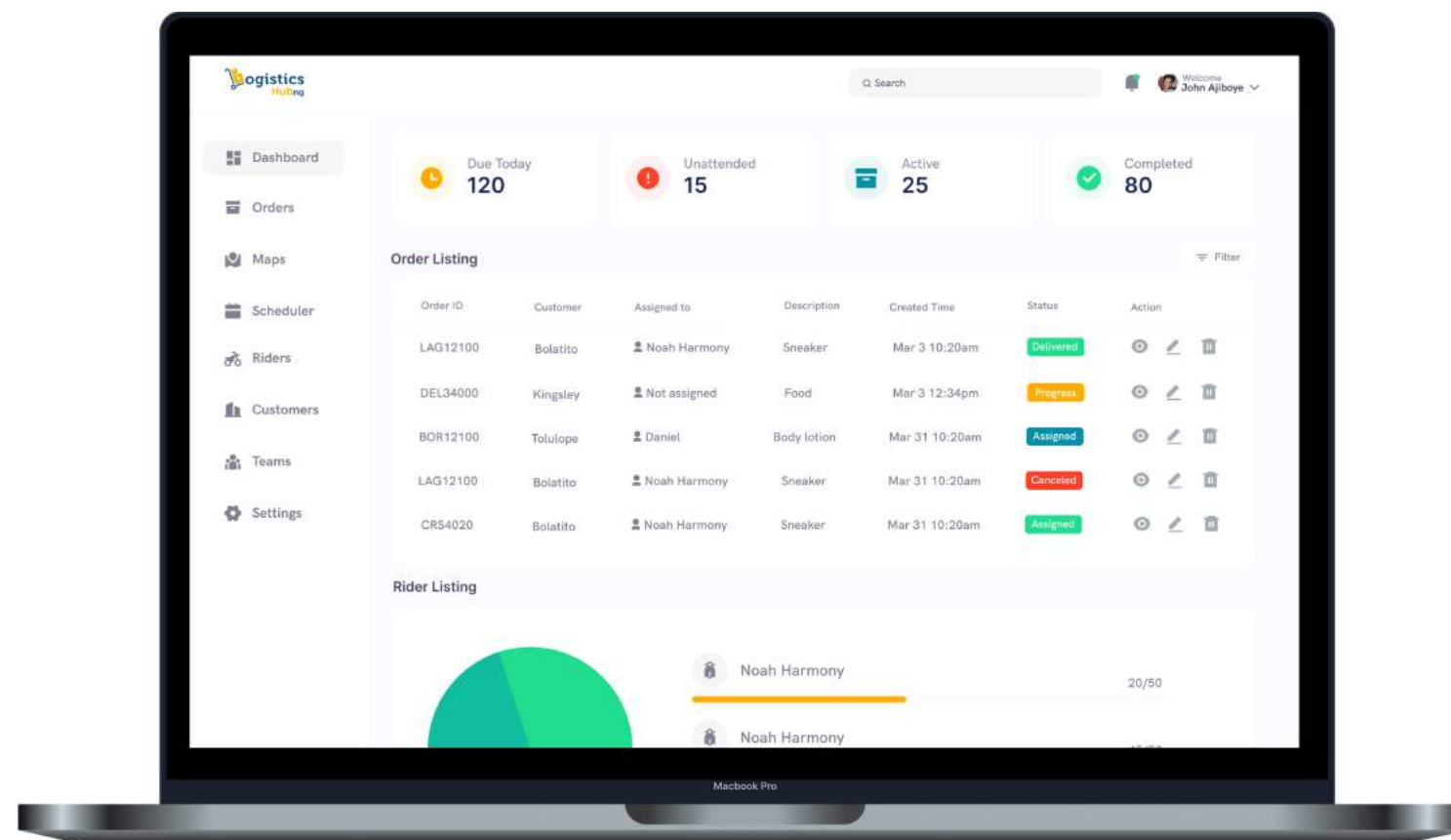
90% of Logistics companies operate small fleet sizes and do so manually. As a result of the fragmentation, many of the players lack professionalism and organisational capabilities leading to poor quality of service which results in extreme delays, damaged goods and eventually loss of customers for businesses



Solutions

LH is the solution. LH is trading up the 1970's VW beetle for a 2022 ferrari. This would be achieved by

- Checkout Delivery API Integration / Plugin for businesses with Website/App
- Ensuring businesses can track deliveries real time and monitor order fulfilment round the clock using our Delivery Management system (DMS) and LH Platform



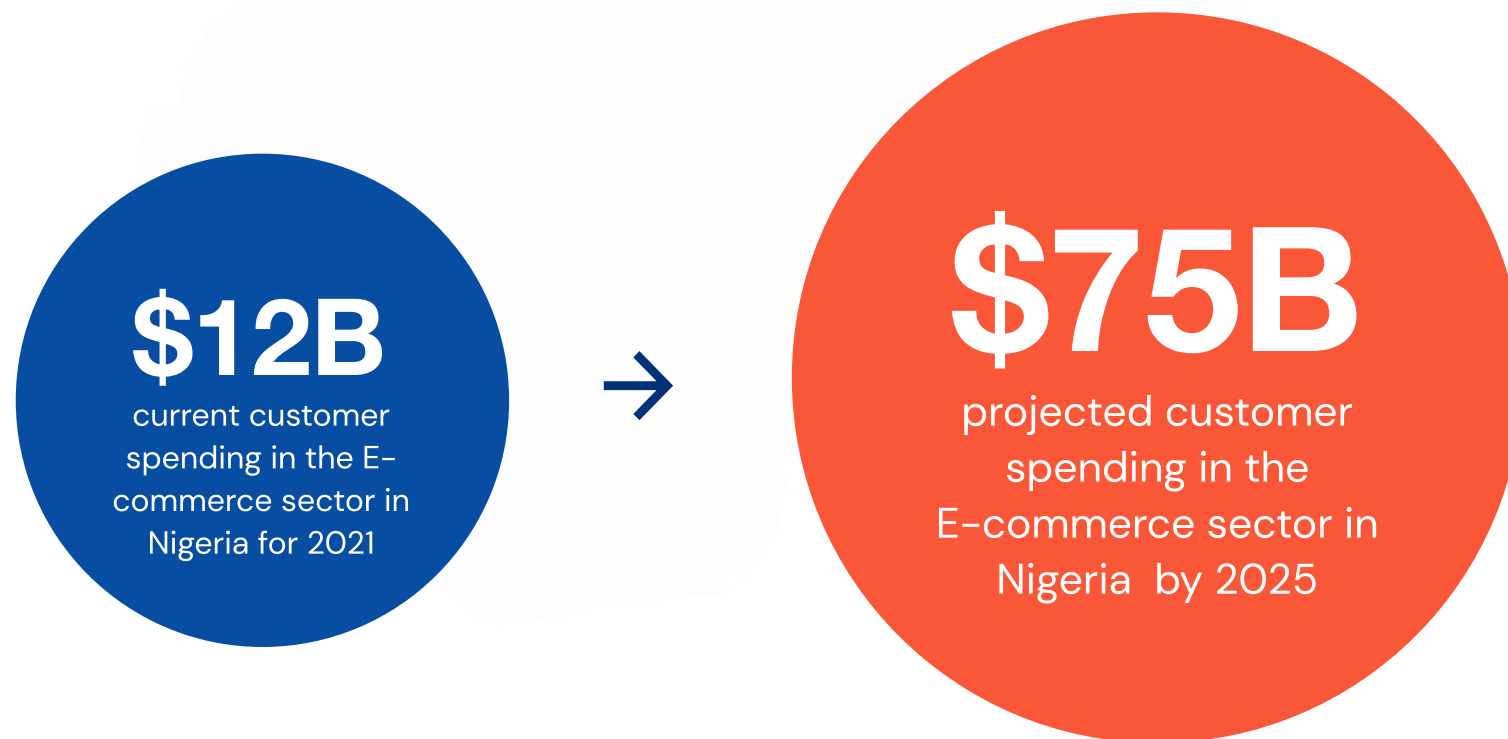
LH Delivery Management system

Why now

The market is hot! hot! hot! and optimising delivery operations has become the major drive for businesses to broaden their customer base amidst stiff competition.

On average, 30+ food companies/ecommerce businesses are springing up monthly in Lagos alone.

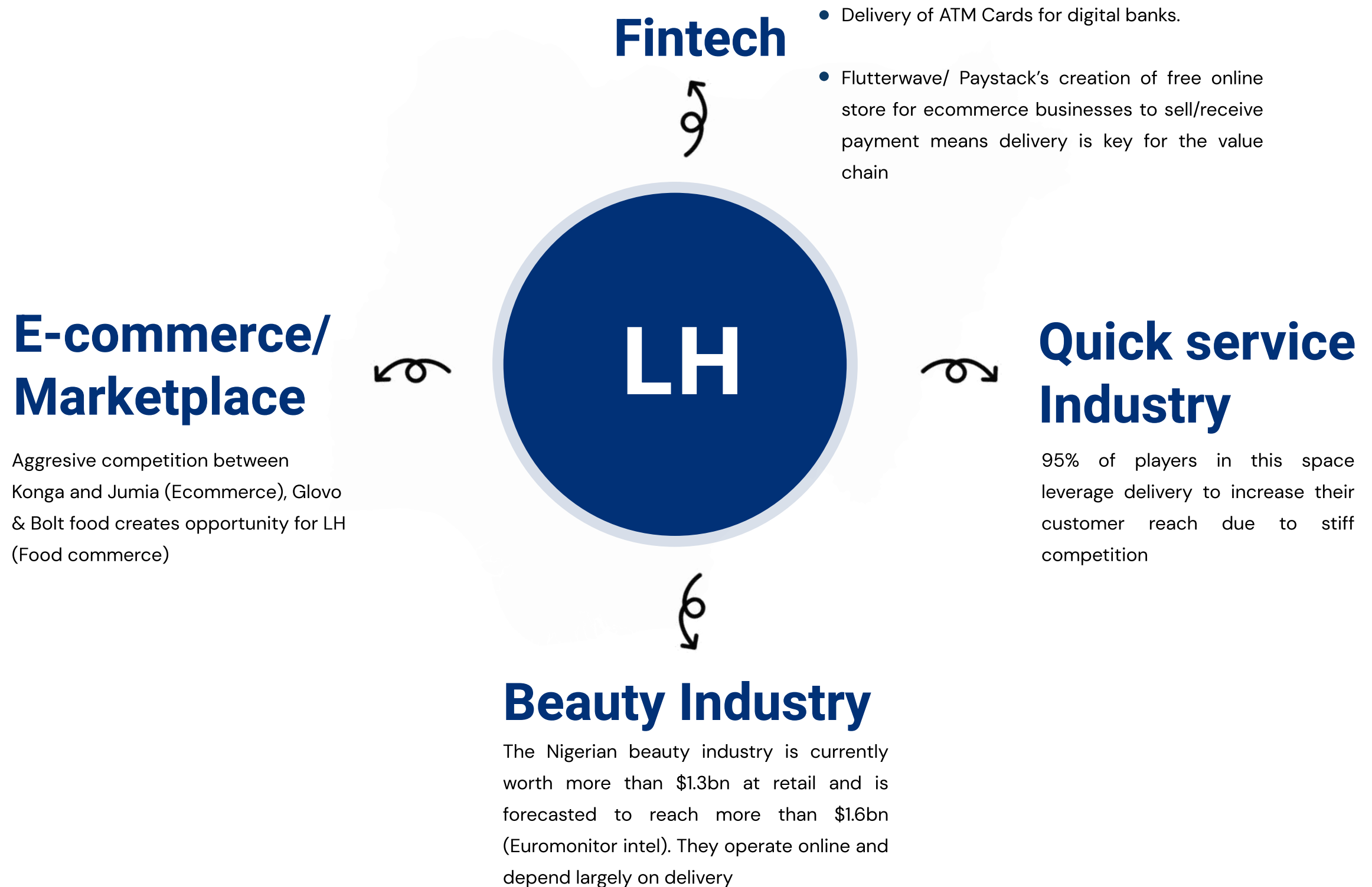
Existing brands such as KFC, Dominos, Coldstone, The place, Chicken republic, Krispy Kreme are expanding and more international brands are coming into the market with full force. We know this because we have got inside scoop (hush!). we got information about the entrance of Glovo & Burger King



The current customer spend in the E-commerce sector is projected to increase from \$12b – \$ 75b by 2025, which means there would be an enormous increase in demand for efficient delivery services

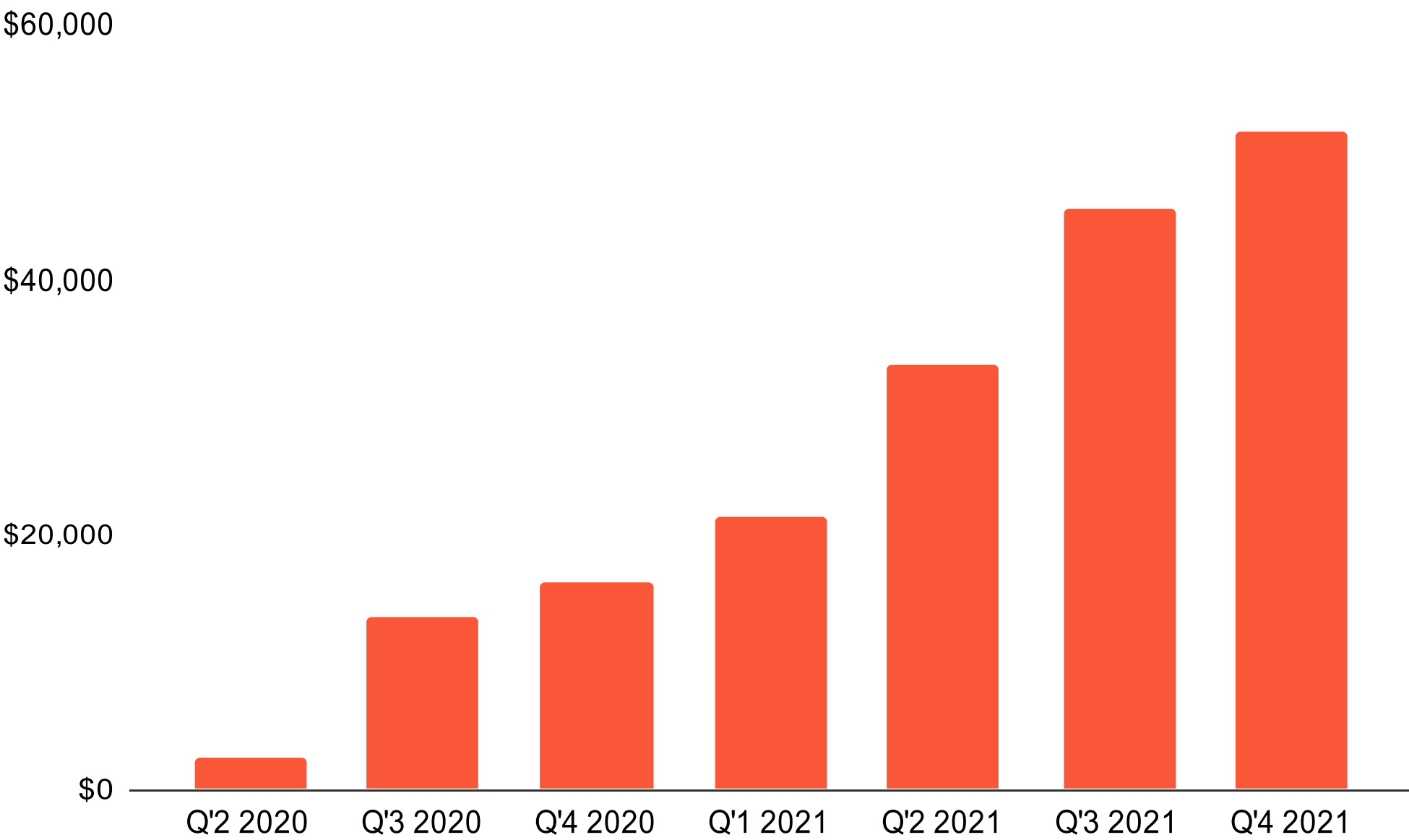
The Big Picture

We are at the epicentre of the fastest growing markets/ sectors



Revenue Growth

Revenue Trend (2020-2021)

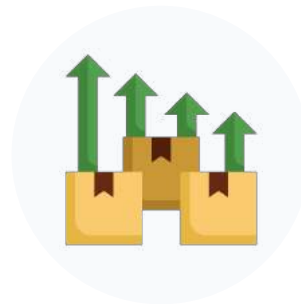


(Without funding or any marketing spend)

Traction



130,000+ deliveries
in year 2021



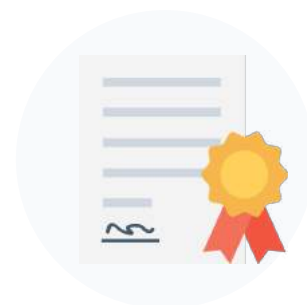
Delivery growth at
3.7x (yoy)



Revenue growth at
4.8x (yoy)



110 Dispatch
Motorcycles, 6
Bicycles under our
management



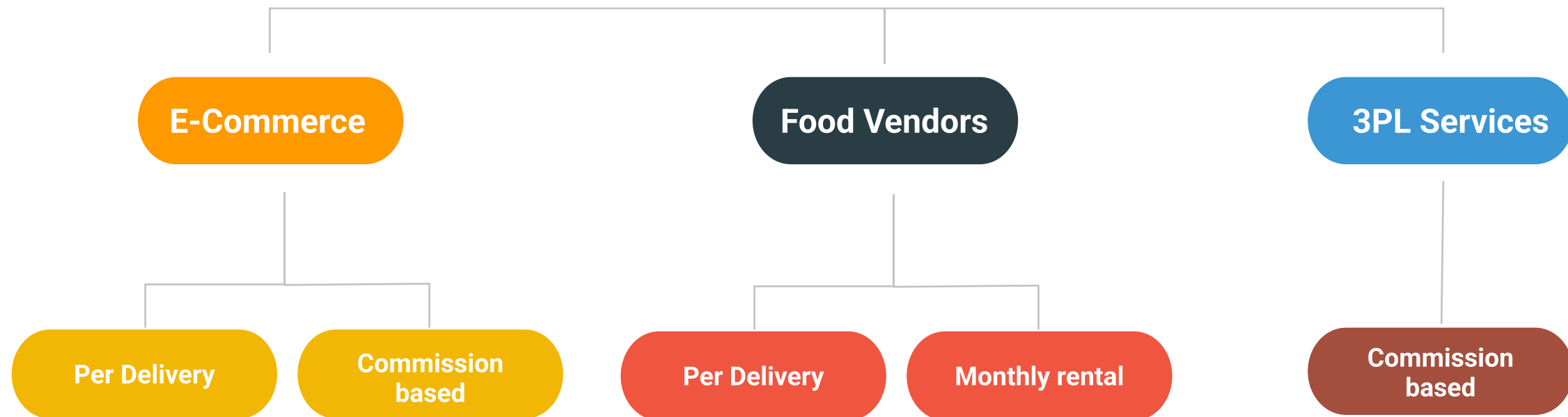
Licenced by
NIPOST to operate
all over Nigeria



\$153k revenue in
year 2021

How we make money

LH



Clients so far



FOOD
SHACK

COLD STONE
CREAMERY



pinkberry®



SO
FRESH



Client Pipeline



Financial Projections

	2021a	2022p	2023p	2024p	2025p
Deliveries	130,000	185,000	760,939	1,880,000	5,640,000
Revenue	\$153,000	\$250,000	\$1,569,277	\$5,815,662	\$17,446,988
Sales Cost	\$130,050	\$205,000	\$989,221	\$2,444,000	\$7,332,000
Gross Profit	\$22,950	\$45,000	\$250,508	\$1,626,963	\$3,136,193

a – Actual Figures pre-funding

P – Post Funding projections

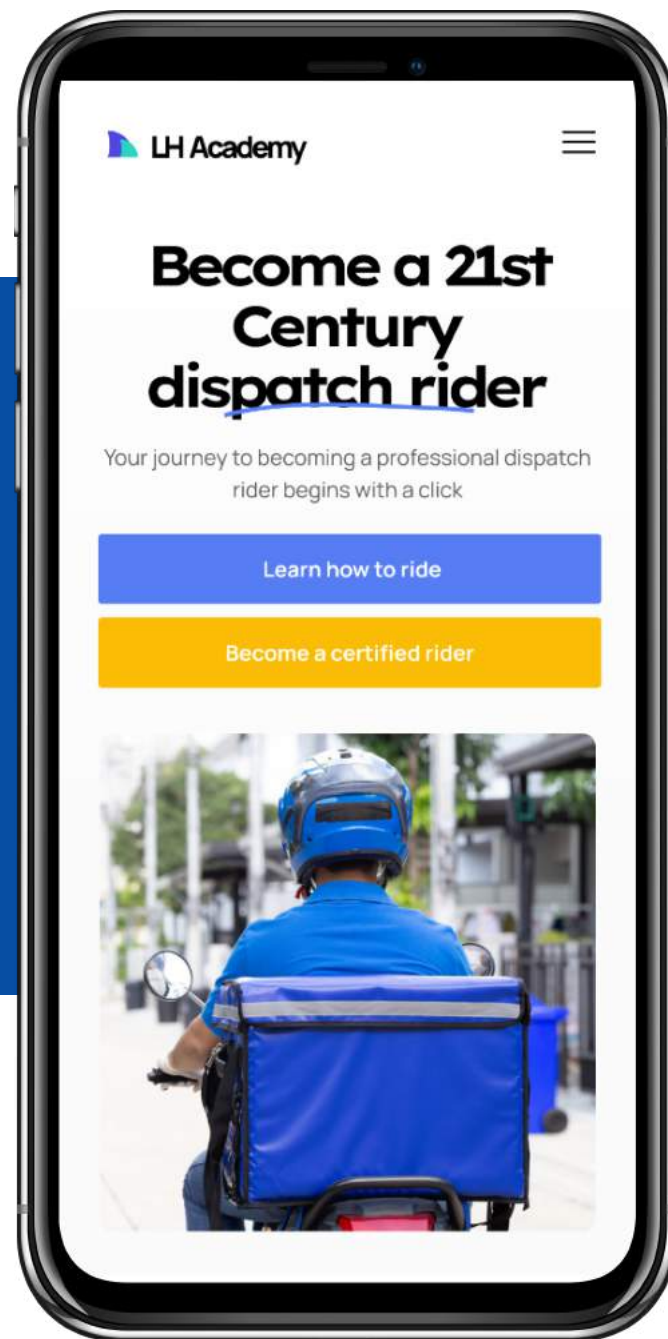
Competitors Landscape

	On-demand General last mile	Food vendors Focused	E-commerce focused	Interstate Deliveries	International Deliveries
DHL	×	×	×	✓	✓
Fedex	×	×	×	✓	✓
Gokada	✓	✓	×	×	×
GIG	×	×	✓	✓	✓
Kwik	✓	×	✓	×	×
LH	✓	✓	✓	✓	×

Key takeaway

- None of these major players focus on e-commerce & businesses with the aim, of creating a lasting solution to their delivery problems
- Our competitive advantage remains our drive to create an ecosystem that will drive fit for purpose delivery models across each ecommerce/food vendor we serve

The Difference - LH Academy



Increase the supply of trained and efficient riders in the delivery space to meet up with the excessive delivery demand

Improve rider's self confidence, charisma and acceptance

ESG Goals

Environmental

Gradual transition into the use of electric bicycles/ scooters for up to 5km range deliveries to minimize air pollution from bikes

Social

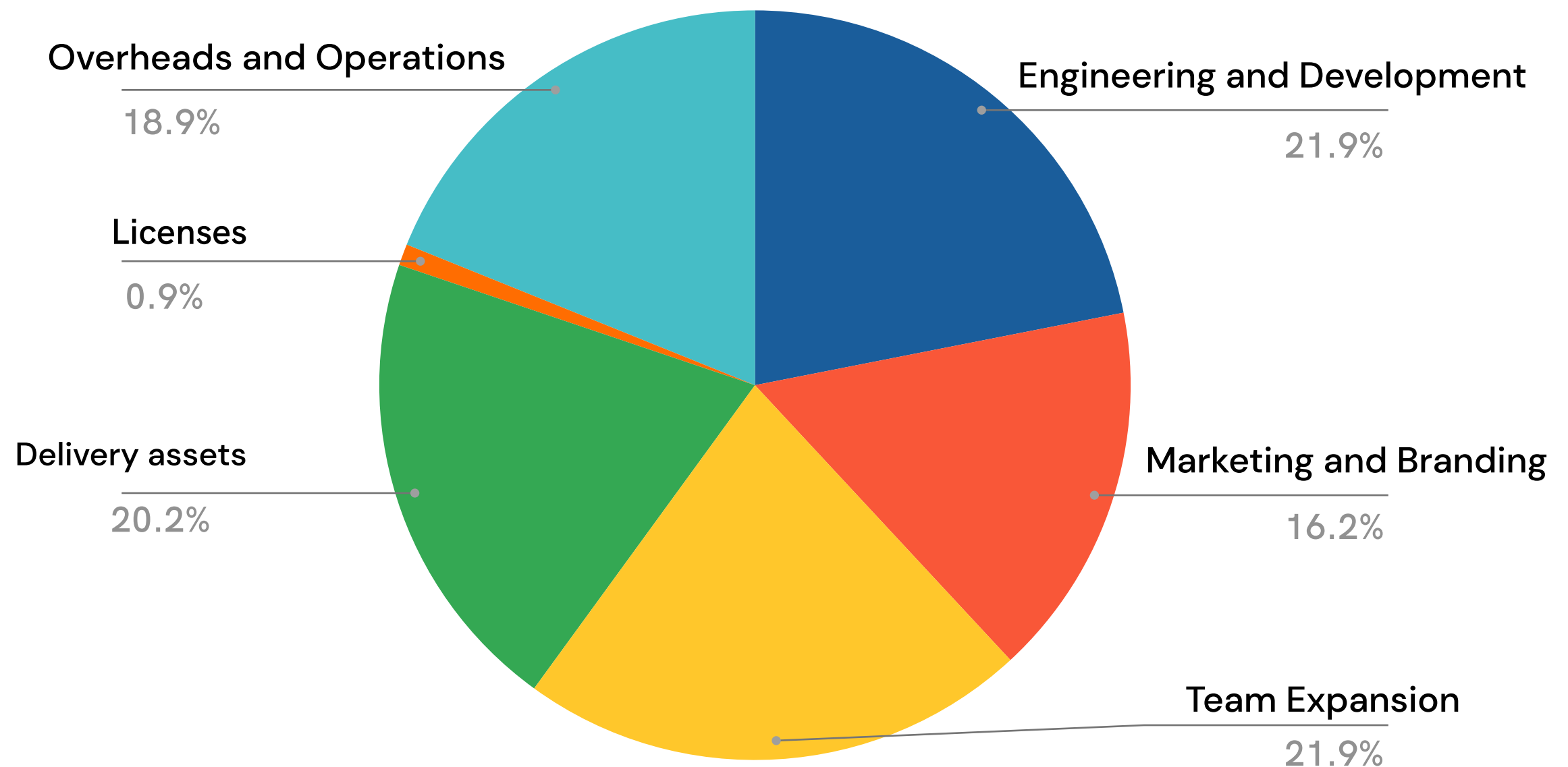
Train interested persons particularly females on how to ride bikes thereby creating employment opportunities for women in the Logistics space.

Governance

Set up good corporate governance which covers management structure, people friendly policies, rider retention policy to ensure long-term, sustainable growth.



What we need to achieve our goals



We are raising a \$750,000 (Pre-Seed) to help achieve our goals

\$200,000 committed

Meet our team



Anjolaoluwa Jegede

Founder/CEO

Anjola is an entrepreneur who is passionate about building systems and solving every day customers needs. She founded Logistics Hub NG (LH) in 2019 as a pivot from her previous start up A17 Logistics, to provide technology – driven solutions for e-commerce businesses and food vendors. She saw the opportunity to solve recurrent problems with logistics services and aggregation of multiple deliveries, which frustrated many customers (e-commerce and Quick service restaurants (QSRs) and ultimately the end consumers.

Prior to founding Logistics Hub, she worked in Quality control at Forte Oil and Customer communications at Stanbic Pension Managers



Ogochukwu Odum

Co-Founder/ COO

Ogochukwu is a financial advisor and startup enthusiast. He's committed to leveraging his experience as Head of Advisory at Emerging Africa Capital to drive growth and operational efficiency at LH. At LH, OG is responsible for delivery operations and has built a high performance operations team that manages fulfilment of orders

Be a part of our success story

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