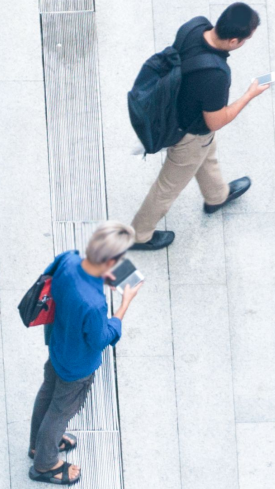




**Grow with deliveries,
doing Fintech**



MANAGEMENT TEAM

Breadth of experience in digitalisation and diverse industries

Daniel Gradenegger
*1975



Co-founder & VR

- Development of digital business models
- B.Sc. Business Administration, Electronics apprenticeship

Professional experience with:



Patrick Keller
*1977



Co-founder & CEO

- Retail expert
- Management & Leadership programme, Lic. oec. publ.



Daniel Stutz
*1982



Co-founder & COO

- Logistics expert
- CAS Political Communication, B.Sc. Business Administration



Ivan Kovacevic
*1986



Co-founder & CTO

- Tech evangelist
- MSc in Entrepreneurship, MSc in Computer Science & Management



Marcus C. Gahr
*1967



CFO

- Corporate finance expert
- Corporate MBA, Dipl. Kaufmann (univ.)



Team

+30

employees from eight countries

Tried more than 10 years to sell FINTECH:

- **Payment**
- **Wallets**
- **Insurances**

Tried more than 10 years to sell FINTECH:

- Payment
- Wallets
- Insurances



Tried more than 10 years to sell FINTECH:

- Payment
- Wallets
- Insurances



Tried more than 10 years to sell FINTECH:

- Payment
- Wallets
- Insurances



!!!NOT EASY SCALABLE!!!

Problem:

Humans are hardwired
to want things - **now!**



Give it now!



Pleasure & Pain Principle



Access to the customer

Retailer

?

FLIGHT STATUS

Departure Date

Search by

Flight Route

Flight No.

From

To

Check Status

ONLINE SHOP

✓

PAYMENT COMPLETE!

Continue

Appointments

Alerts

Tue, Dec 12 at 8.30AM

Tue, Dec 12 at 8.30PM

Thu, Dec 14 at 9.30AM

Find a Doctor

Speciality

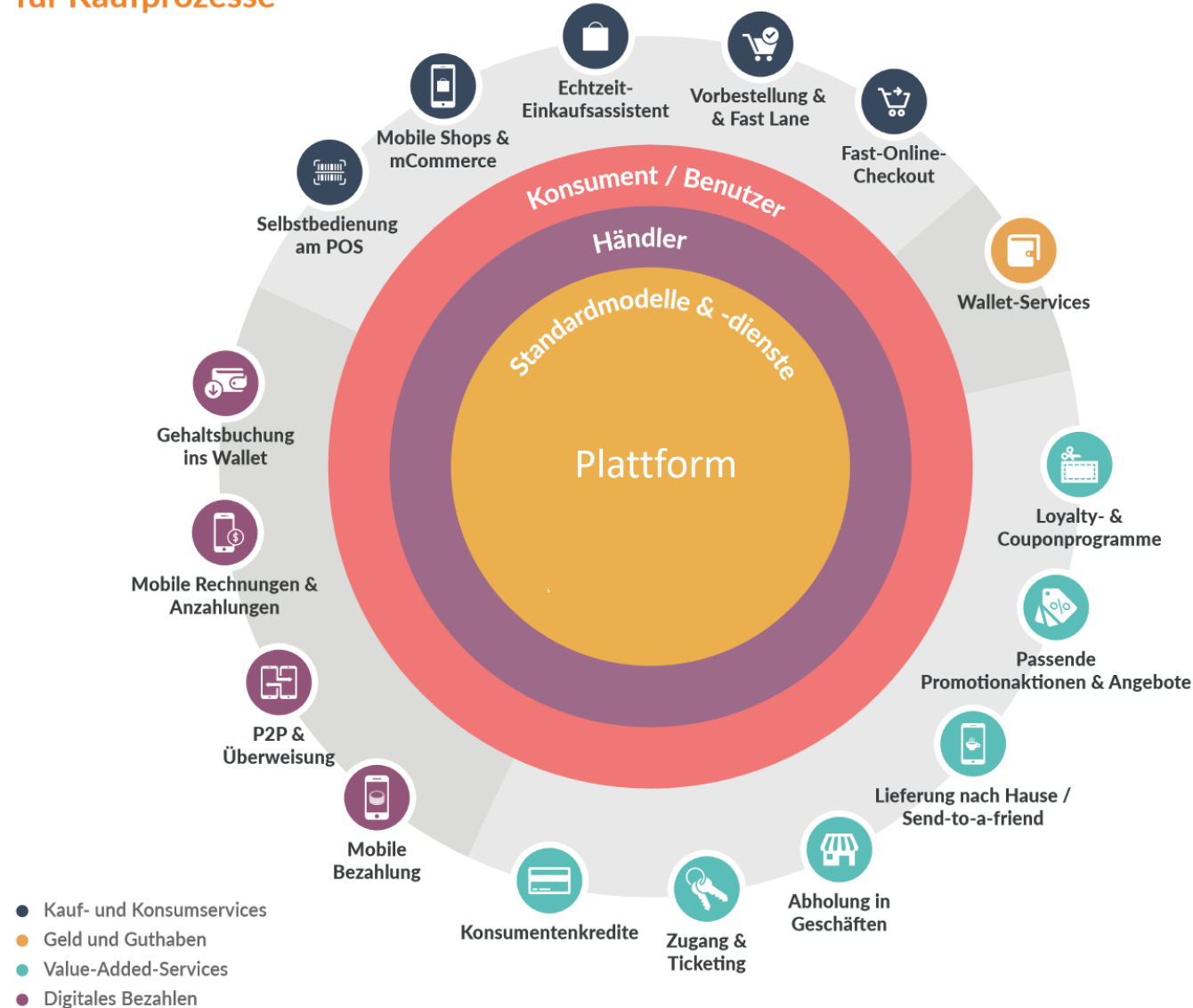
Location

Date



ÖKOSYSTEM

Effiziente digitale Services für
den täglichen Konsum und
für Kaufprozesse



1

DIGITALISIERUNG

Digitalisieren von Konsum- und Kaufprozessen

2

BIG & SMART DATA

Erheben und Verwalten von Big & Smart Data

3

SMART CROSS-SALES

Generieren individueller Querverkäufe



Services

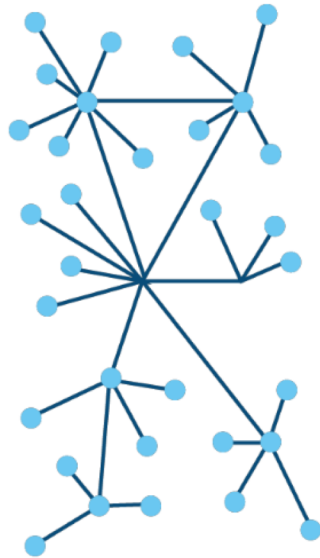
3 Customer Groups



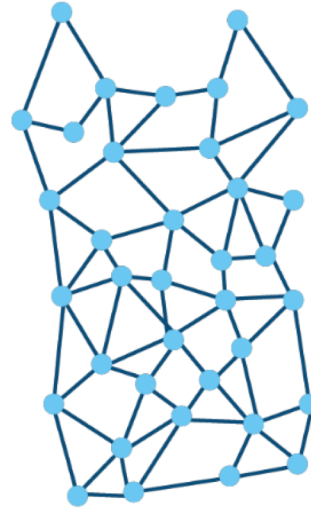
The Network Effect- Metcalfe's law



Centralized



Decentralized




Distributed



Services


3 Customer Groups

| | | | | |
|---|-----------|-----------------|---------------------|----------------------|
|  As a Service | Delivery | Shops 20'000 | Couriers 100'000 | Customers 400'000 |
| | Insurance | | | |
| | Payment | Wallet | Wallet | Wallet |

Massive Ecosystem

Services


3 Customer Groups

| | | | | |
|--|------------------|-------------------------|-----------------------------|------------------------------|
|  As a Service | Delivery | Shops 20'000 | Couriers 100'000 | Customers 400'000 |
| | Insurance | | | |
| | Payment | IBAN | IBAN | IBAN |

Transformation

Services

3 Customer Groups

| | | | | |
|---|-----------|-----------------|---------------------|----------------------|
|  As a Service | Delivery | Shops 20'000 | Couriers 100'000 | Customers 400'000 |
| | Insurance | | | |
| | Payment | IBAN | IBAN | IBAN |

?

Worldwide

1 Mio.

50 Mio.

500+ Mio.

Services

3 Customer Groups

| | | | | |
|----------------------|-----------|------------------------|----------------------------|-----------------------------|
| 32 Minutes | Delivery | Shops 20'000 | Couriers 100'000 | Customers 400'000 |
| | Insurance | | | |
| | Payment | IBAN | IBAN | IBAN |

Now you understand:

Why 32 Minutes Delivery makes Fintech possible!



Our and your Questions?

How to grow to NO. 1?

(1Mio Shops, 50Mio Drivers, 500+Mio Customers)

How reduce human interaction in a sales process?

How to reduce tech integration effort in a massive scaling phase?



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Story Annanow:

- 2 Jahre
- 3 Länder
- 35 Mitarbeiter (we are hiring!)
- 5'000+ Shops
- 10'000+ Branches
- 100'000+ Couriers in reach

