



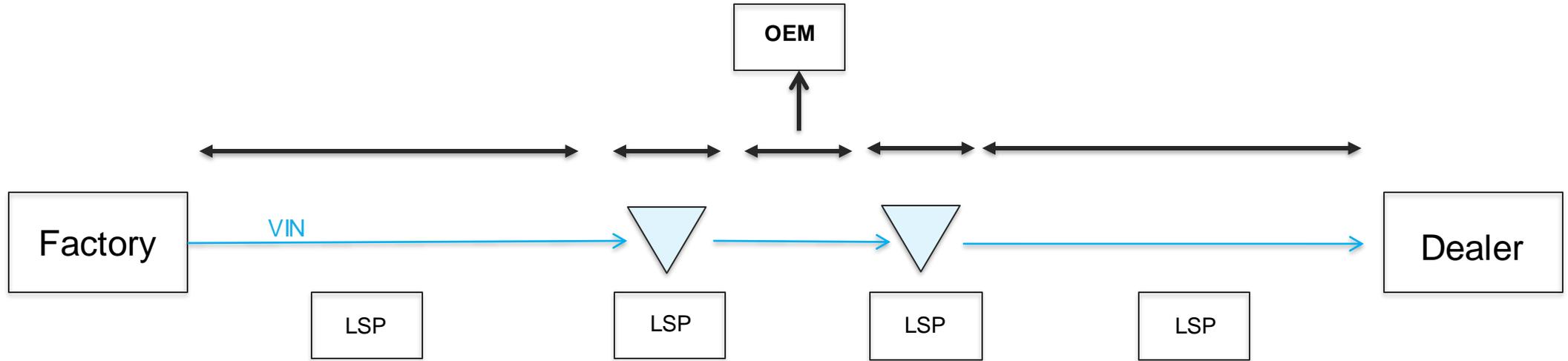
**Presentation Digital Transport Days**

**Finland**

October 2019

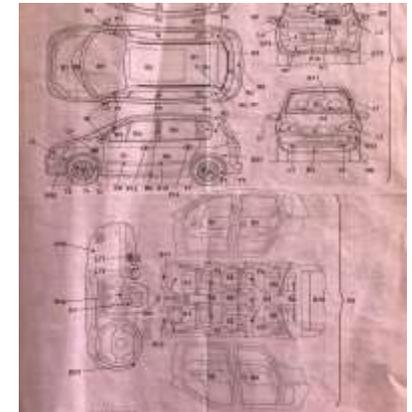
Jon Kuiper, CEO Vinturas

# Finished Vehicle Logistics Europe



## Key industry issues:

- ✓ Scattered landscape, no standardisation
- ✓ Paper based transactional processes (CMR, damage)
- ✓ Significant fraud in used vehicles business (mileage, import tax)
- ✓ No track and trace for a dealer and his customer



# The digital space

OEM's and Fleetowners

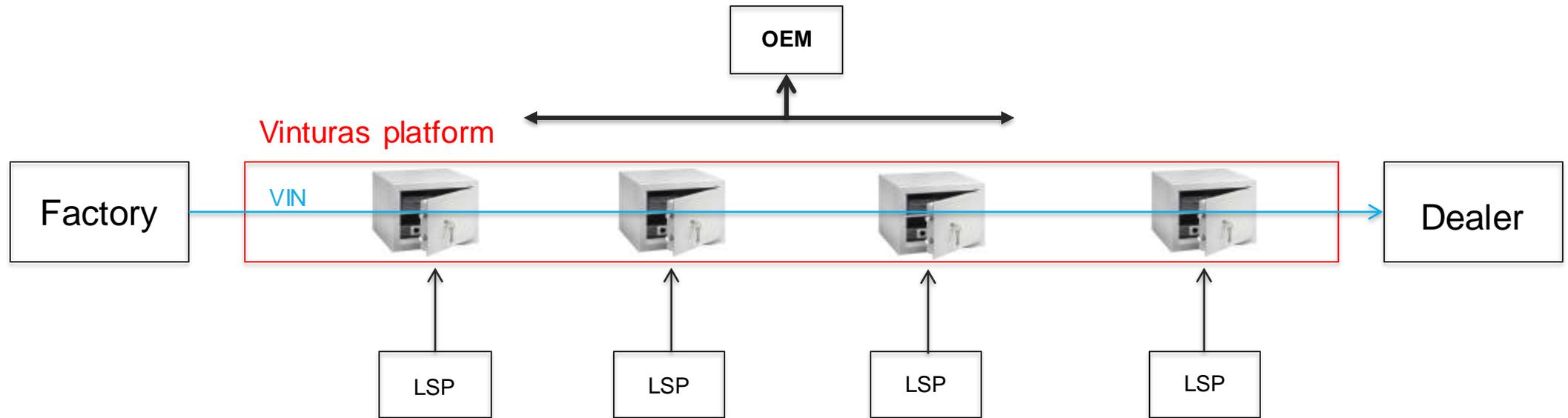
Threat of new entrants capturing value ("Amazon")

Threat of "uberisation" of Suppliers

## Imperatives:

- ✓ Improve the "customer journey"
- ✓ Reduce costs
- ✓ Reduce fraud
- ✓ Optimisation of networks

# Vinturas: A Finished Vehicle Logistics ecosystem

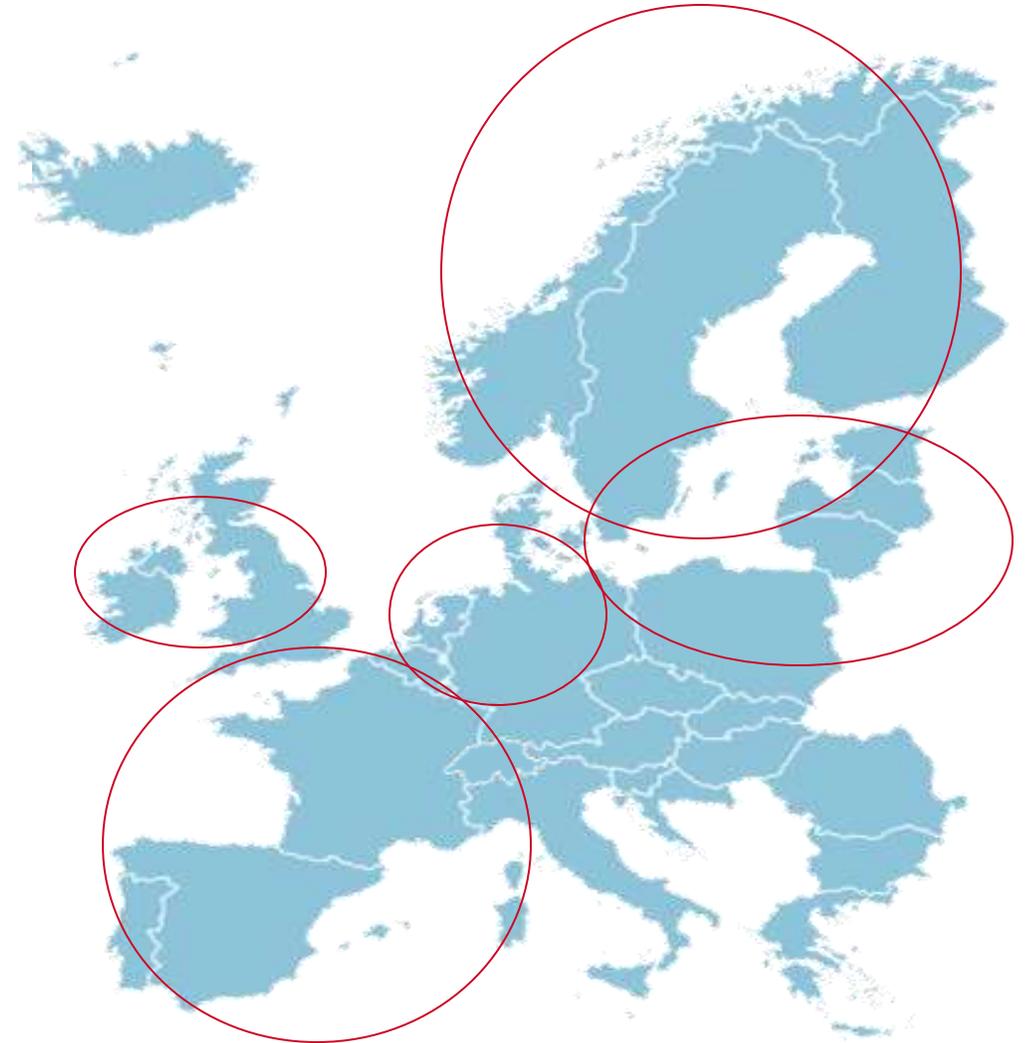


## **A blockchain based digital platform enabling:**

- ✓ Safe, standardised, data sharing (track & trace)
- ✓ Digital transactional processes (e-CMR, digital damage)
- ✓ Vehicle configuration control (less fraud)
- ✓ And a basis for new business models (insurance, supply chain finance)

# Vinturas at market introduction

- Coverage in all major countries in Europe
- With the ability to provide digital services to all customers in this geography:
  - OEM's and their (dealer) organizations
  - Fleet owners (leasing and rental companies)
- Current partners:
  - Axess Logistics (Scandinavia)
  - NVD (Ireland, UK)
  - Koopman (Benelux, Germany)
  - AutoLink (Baltics, networks in Europe)
  - EML (short sea carrier)
  - Soon to be announced large LSP
  - Soon to be announced large industry player
- The platform is tested now and will go to production in 2020



## At the start:

- ✓ 5-7 “founding fathers”
- ✓ >10M vehicle movements on yearly basis

# And a huge potential

	<b>New Cars</b>	<b>Used Cars</b>
▪ Number of cars in Europe per year:	<b>20 Million</b>	<b>9 Million<sup>1)</sup></b>
▪ Transport & Logistics Service costs per car:	EUR 325,-	EUR 475,-
▪ Total Logistics Services costs new/used Cars:	<b>6,5 Billion</b>	<b>4,3 Billion</b>
▪ Efficiency from Blockchain Platform of 10% <sup>2)</sup>	<b>0,65 Billion</b>	<b>0,4 Billion</b>
▪ Potential Market Share:	50%	25%

**Efficiency Potential per year**

**EUR 325M**

**EUR 100M**

**Contribution to fraud reduction**

**Improvement of Customer Journey**

*1) Remarketing market size contains 45m used cars, yet only 20% in cross border target group*

*2) Conservative estimate based on market research 2018. McKinsey Supply Chain 4.0 report indicates up to 30%*

# Why blockchain?

- Blockchain enables true collaboration between multiple stakeholders in the process
  - Logistics service providers
  - Claims handlers
  - Insurance companies
  - Etc.
- Blockchain enables participants to monetise their own data
- Provenance is of key importance in this industry where assets have a very high value
- Blockchain is the basis of an ecosystem where all participants benefit

We want to be the leading data sharing digital platform in our industry. We promise all contributors to our platform that they will benefit from the value that we collectively generate. Our infrastructure will contribute actively to the improvement of business processes in our economies through digitalisation, a meaningful contribution to a sustainable world and the elimination of fraud.



**Thank you for your attention**