



Digital Inventory Solution for the Global Moving Industry

Investor Presentation

December 11th, 2018

International Moving

The market size of the international moving industry is huge – approximately USD 200 billion/year, and 12 million moves per year. However, it is still quite an old-fashioned industry, including extensive administrative processes and time consuming paper work.

In general, an international move is a logistic chain with several steps, usually between different companies in different countries, and often together with intermediate storages.

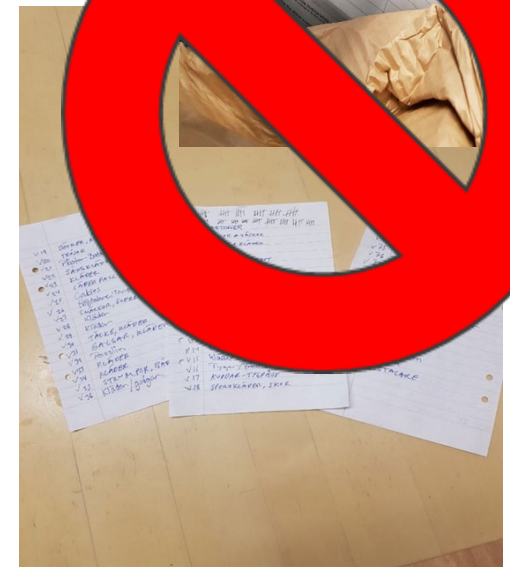
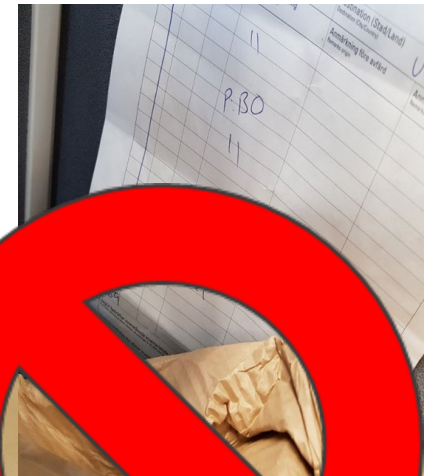
With several parties involved, liability issues play a big role which is not easy for insurance companies to manage. Language barriers usually result in communication problems, which can lead to major misunderstandings.



"Damaged or lost item, who's fault, who is liable?"

"Where are my items at the moment?"

"I'm not able to read the sender's notes, was this item damaged already before the moving started?"



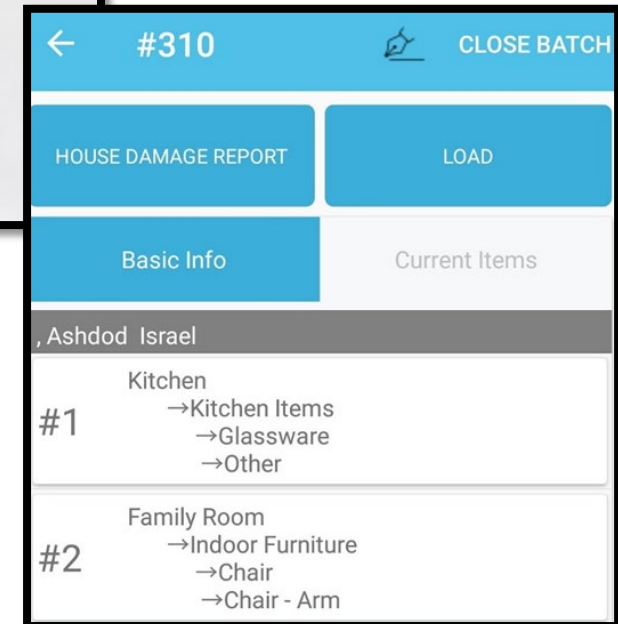
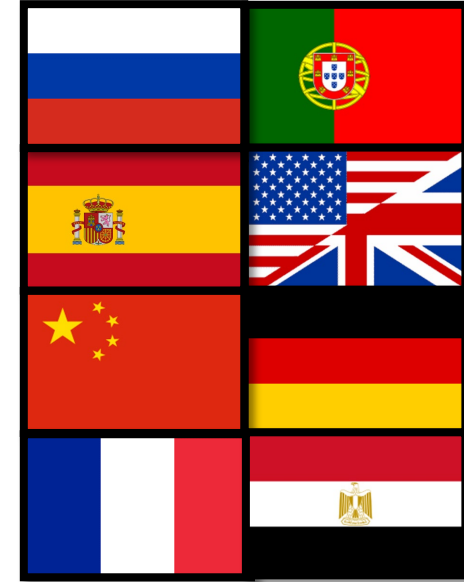
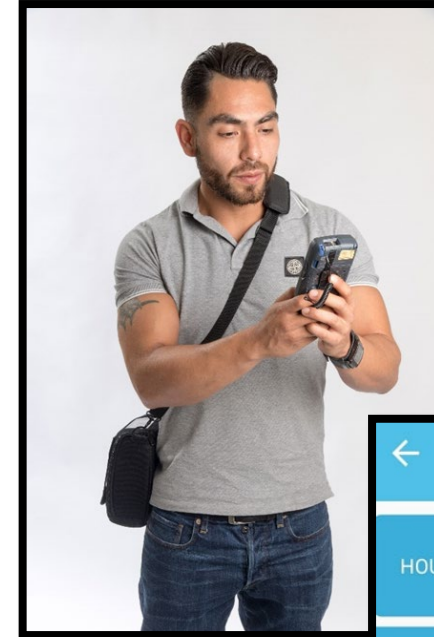
Scan2Move – Digital Inventory Solution

Scan2Move is a digital inventory solution for mobile devices with the main aim to bring the moving industry into the digital era. The application makes the moving process more secure, smooth and cost-efficient.

The solution is created and ready for global use. At the moment there is support for 8 languages, which cover 80% of all countries and languages world wide.

It is a well recognized solution by major global moving organizations like IAM and FIDI.

There are two versions of the application. One for the origin agent (sender) who purchases the license, and a free version for the destination agent (receiver) – if they are not already a paying user. For each origin agent there are a number of destination agents, so the free version works as a marketing tool as well.



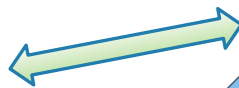
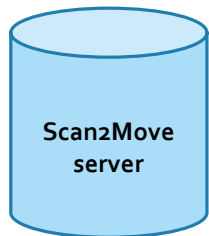
Scan2Move – Main Features in Short

House Damage Report

Take *high resolution photos* of the residence and items to be moved (if valuable or damaged). Avoid insurance claims which the moving company did not cause.

Loading

Create an inventory list in *your own language* from a pre-defined items list. Print bar codes with a mobile printer (Bluetooth connection), place labels and pack.



Mid-scan

Scan as many times as you want (e.g. in storage), and make sure all pieces are there. There is a transparency issue in many parts of the world. Experience a *transparent process* to recognize responsibility. A GPS stamp is created in order to know exactly where and when a scan took place.

Unloading

Scan all boxes upon delivery to secure that all items are there. This is being used instead of pen and paper which is the norm today.



- Avoid unnecessary insurance claims
- Avoid misunderstandings
- Data saved in the cloud, accessible globally
- A paperless process - environmental consciousness

Scan2Move – Basic Facts

Scan2Move B.V. was founded in 2015 and the headquarters is located in Amsterdam, the Netherlands. Branch offices are in Sweden and the US.

First three years were used to develop the mobile application and server software. Now the software and the concept is fully tested. The sales of Scan2Move licenses was initiated in full during 2018 and has resulted in the sale of a few licenses. The system is in use in several continents.

The key persons of the company have a extensive experience in the field of moving industry, software and sales/marketing. Except for the persons presented below, a software development team of 8 persons is involved in the R&D.



Key persons:

- *Taavi Suorsa*, founder and chairman of the board. 15 years experience in the international moving industry.
- *Erik Pettersson*, CEO. 12 years experience in the moving industry and a well documented and successful sales background.
- *Sander Kollerie*, CTO. 20 years experience in software development and management.
- *Saskia Rodriguez*, US Sales Manager. Relatively new to the moving industry but experience from sales and customer service.

Scan2Move – Why invest?

Key Investment Highlights

- *The concept of Scan2Move is well tested and the existing customers are very pleased (proof of concept)*
- *Market opportunity - The business area of the moving industry has been quite old-fashioned, and thus it is a good ground for new business opportunities, as Scan2Move has already proved.*
- *A strong, experienced and dedicated team.*
- *Good and well established connections to several important organizations, industry giants which together with marketing and sales efforts create good visibility for Scan2Move.*

The next step is to increase the sales power in order to grow the business. Aside from a larger sales force, more international fairs needs to be attended. The business potential is huge and, to grab the business available, sales power is the key.



International Moving Day
| October

Scan2Move – Investment Opportunity

Scan2Move is looking for 334 000 euros against 25% share of the company. The money will be used to hire more sales people, to finance more fairs to be attended and to arrange some loans that are expiring.

The company is expected to have a positive result at the latest in 2020. The target for the exit is 3 years, after the company has established a well-known brand and position in the market.

Scan2Move B.V.	2018	2019	2020	2021	2022
Number of licenses sold					
- new licenses	7	84	189	456	780
- renewed licenses		17	101	290	746
Revenue (eur)	3.500	50.500	145.000	373.000	763.000
Costs	-50.000	-96.000	-120.000	-144.000	-216.000
EBITDA	-46.500	-45.500	25.000	229.000	547.000

Estimation of financials 2018-2022

Contacts and More Information

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Enclosed articles:

- The Mover, February 2017
- The Mover, December 2018
- Fidi Focus, June/July 2018
- The Portal, Jan/Feb 2017
- The Portal, July/August 2018

www.themover.co.uk

www.themover.co.uk

www.fidi.org

www.iam-portal.com/17-Jan-Feb/index.html#p=45

www.iam-portal.com/18-July-August/#p=21

Links:

- IAM
- FIDI

www.iamovers.org

www.fidi.org

