VINTURAS
sharing progress

An initiative of European Logistics Service Providers

in the Finished Vehicle Industry

The digital world of today

- **Amazon launched a trial version of its online freight brokerage platform on Friday and undercut market prices by as much as a third, according to FreightWaves.**

- **The e-commerce giant has decided to cut out the middle man and act as a broker between shippers and truckers, giving it more control over its access to trucking capacity and the price it pays.**

- **It's competing with companies such as C.H. Robinson and Uber Freight.**

Sanford C. Bernstein & Co. analyst David Vernon said in a research note that traditional freight companies face a bigger competitive threat, however, if Amazon acts as a "not-for-profit truck brokerage," offering money-losing rates for capacity it buys on the spot market, rather than using the platform to sell excess capacity "it has bought to run its supply chain."

"Not all customers will be looking to turn over their confidential supply chain data to Amazon, particularly larger players in the retail and consumer products businesses," Cowen & Co analyst Jason Seidl said in a note.

Investors are betting that technology can transform the fragmented truck brokerage business that ran for decades on personal relationships and telephone calls.

They've poured millions of dollars into startups like Uber, Transfix and Convoy - the latter of which raised nearly $270 million from Bezos and other backers.

Why our industry will also change

OEM's

Are under huge pressure to reduce costs and optimise processes in an inefficient supply chain

Fleetowners

Are screaming for efficient, transparent and integer European solutions for European processes

LSP's

Have to cope with significant issues of driver shortage and limited opportunity to invest in IT

Technology

Can fix all these issues. Platforms are rapidly becoming the standard for true value creation
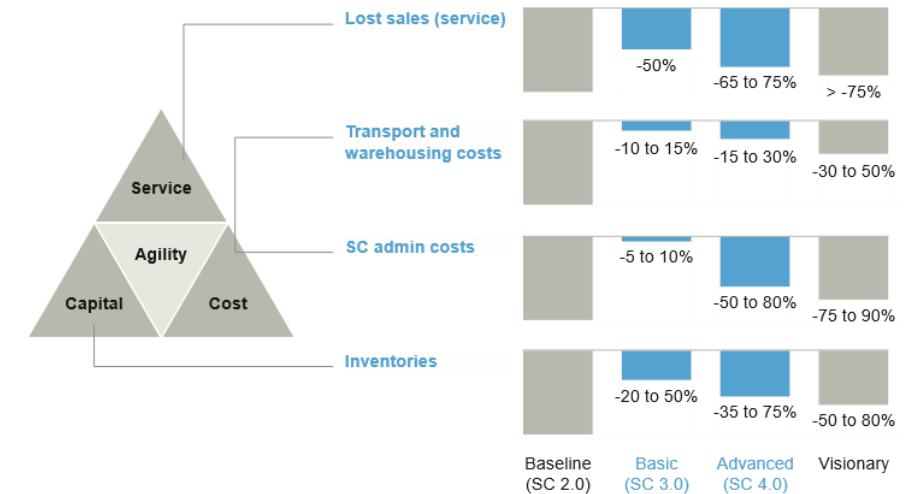
The opportunities of the digital world

VINTURAS
sharing progress

Impact of Supply Chain 4.0

Eliminating today's digital waste and adopting new technologies is a major lever to increase the operational effectiveness of supply chains. The potential impact of Supply Chain 4.0 in the next two to three years is huge – up to 30 percent lower operational costs and a reduction of 75 percent in lost sales while decreasing inventories by up to 75 percent are expected, at the same time increasing the agility of the supply chains significantly.

By applying Supply Chain 4.0 levers, huge potential can be unlocked in all supply chain categories

And the value that can be captured

Service
Agility
Capital   Cost

Lost sales (service)
-50%
-65 to 75%
> -75%

Transport and warehousing costs
-10 to 15%
-15 to 30%
-30 to 50%

SC admin costs
-5 to 10%
-50 to 80%
-75 to 90%

Inventories
-20 to 50%
-35 to 75%
-50 to 80%

Baseline (SC 2.0)   Basic (SC 3.0)   Advanced (SC 4.0)   Visionary

SOURCE: McKinsey

And finally: Data!

Data   =   Value

Collective Data   =   Exponential Value

Who will possess the digital space?

OEM's and Fleetowners
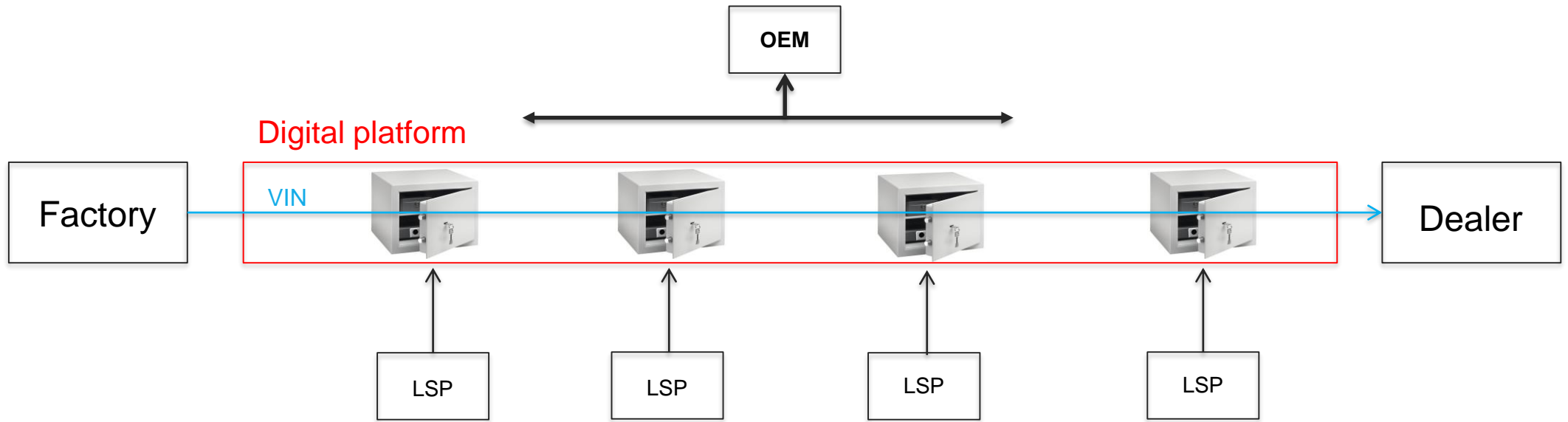
Threat of new entrants capturing value ("Amazon")

Threat of "uberisation" of Suppliers

The start of Vinturas

Vinturas

- An initiative of European Logistics Service Providers

- Current partners:
    - Axess Logistics (Scandinavia)
    - NVD (Ireland, UK)
    - Koopman (Benelux, Germany)
    - AutoLink (Baltics)
    - EML (short sea Europe)

- Creating a platform to provide digital services to all customers in Europe:
    - OEM's, national sales organisations and their (dealer) organizations
    - Fleet owners (large leasing companies, rental companies)

Our vision: the eco-system

A blockchain based digital platform enabling:

- ✓ Safe, standardised, data sharing
- ✓ Vehicle configuration control
- ✓ Significant value creation
- ✓ New business models

The Vinturas core

Vinturas is:

- An <u>open platform</u> for all stakeholders in the Finished Vehicle eco-system

- Providing an infrastructure for value creation

- Creating <u>value for all</u> stakeholders in our industry

- Based on <u>collective data-sharing</u>

Vinturas is <u>not:</u>

- A software application provider, we leave that to the experts

- Vinturas will only create basic applications to maximise volume on the platform

Blockchain technology provides:

- The opportunity to share and monetise data in a safe way

- The trusted infrastructure that enables collaboration and exponential value creation

Vision

We want to be the leading data sharing digital platform in our industry. <u>We promise</u>

<u>all contributors to our platform that they will benefit from the value that we</u>

<u>collectively generate</u>. Our infrastructure will contribute actively to the improvement

of business processes in our economies through digitalization, a meaningful

contribution to a sustainable world and the elimination of fraud.

- An LSP-industry initiative, we do it together

- We create value for ourselves and for our customers

- We manage and monetise our own data

- We invite all to join us and take our future in our own hands