

The Convoy logo consists of the word "CONVOY" in white, uppercase, sans-serif font, centered within a solid orange rectangular background.

Dorothy Li

Chief Technology Officer, Convoy

The background of the slide is a photograph of a multi-lane highway bridge spanning a lush green valley. Two Convoy semi-trailers are driving on the bridge. The trailer on the left is red, and the one on the right is white. Both trailers feature the Convoy logo and the slogan "ENDLESS CAPACITY AND ZERO WASTE".

ELASTIC CAPACITY – FROM COMPUTING TO TRUCKING



An aerial photograph of a city, likely Los Angeles, showing a dense urban landscape with a complex multi-level highway interchange. The roads are filled with cars and trucks, illustrating a busy transportation network. The text is overlaid on the left side of the image.

The \$800B Trucking Industry Works...

**It's just
massively
inefficient.**

THE TRUCKING INDUSTRY FACES 3 CORE PROBLEMS



Outdated Communications

Phone calls, emails, and broker-boards waste time, are prone to error, and **fail to provide the transparency that modern businesses require.**

Empty Miles

Heavy-duty trucks run 175 billion miles moving truckload freight in the U.S.

35% of the time without hauling any goods.





Wasted Time

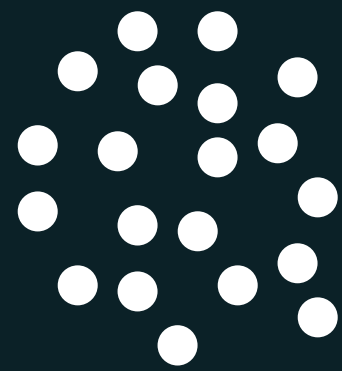
Truck drivers spend on average 3 hours each day waiting at facilities to load and unload shipments.

That's roughly 40% of a truck driver's day spent waiting, not getting paid.

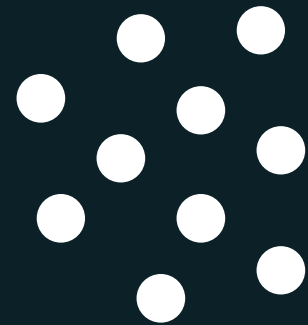
A long-exposure photograph of a city street at night. The image shows light trails from cars, with red trails from taillights and white/yellow trails from headlights. In the background, there are several tall buildings, some with lit windows. The overall scene is dark, with the primary light sources being the traffic and building lights.

**SO HOW DO WE
MAKE IT MORE
EFFICIENT?**

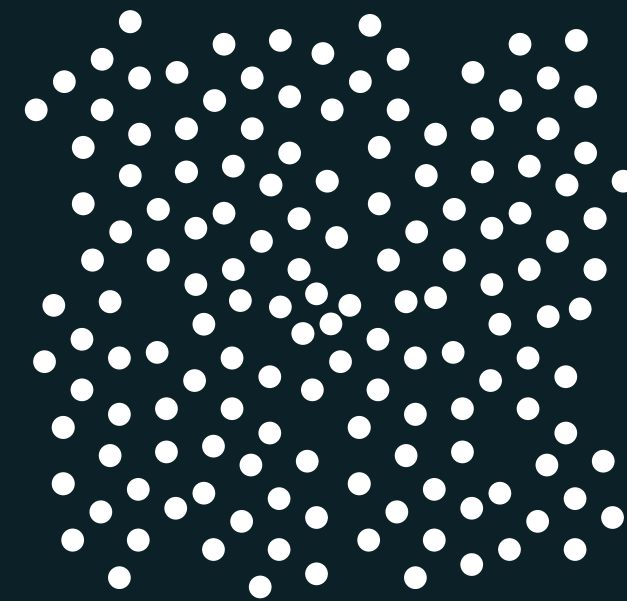
Freight is Deeply Fragmented



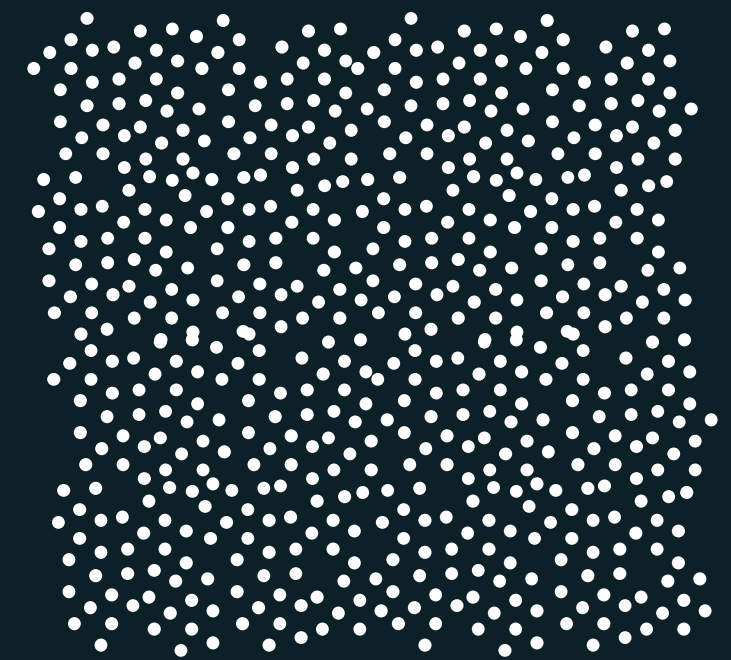
SHIPPERS
100K+



FREIGHT BROKERS
15K+



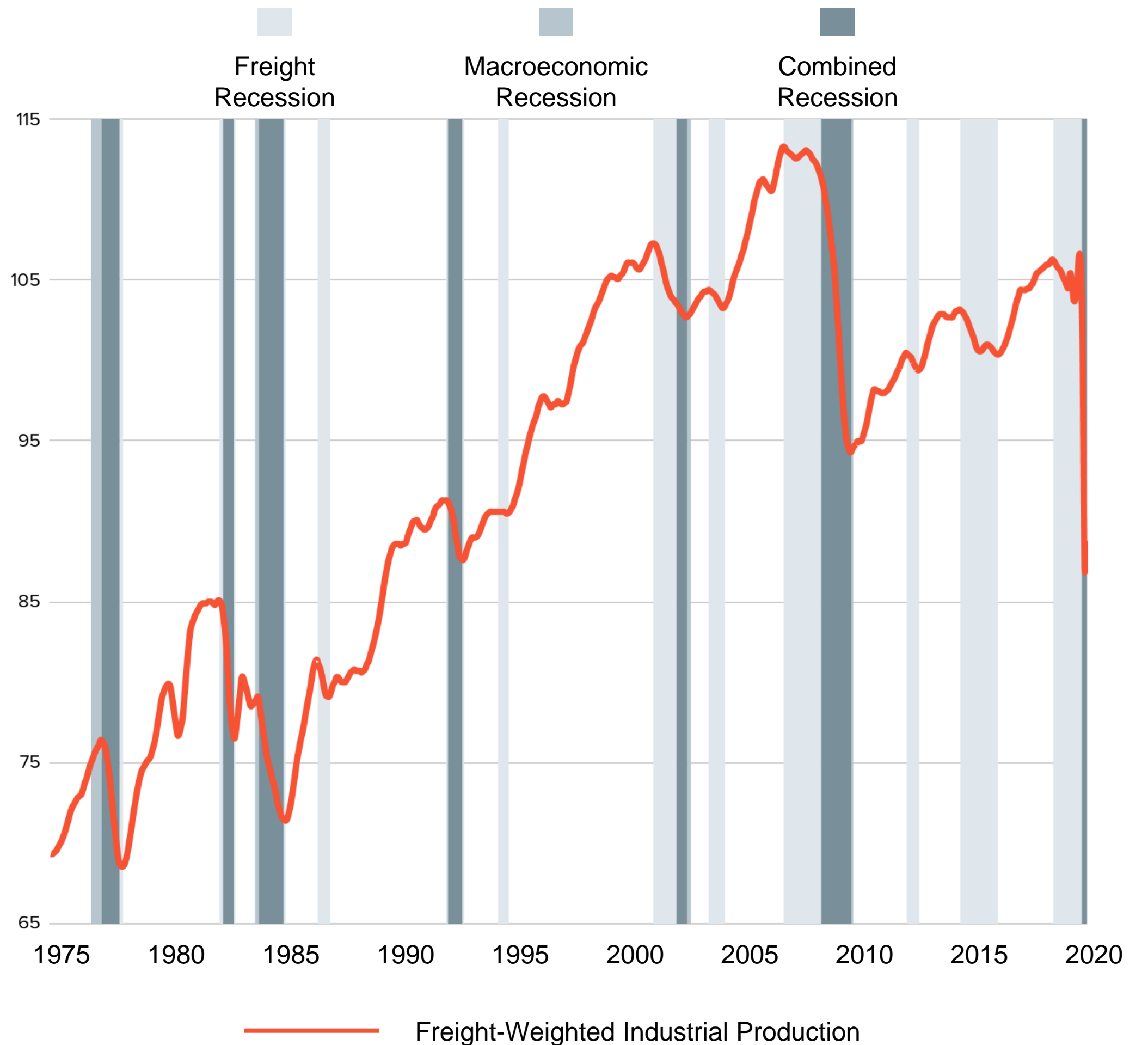
TRUCKING COMPANIES
~1M+



DRIVERS
3M+

Freight is also volatile.

The freight industry experiences a boom and bust twice as often as the overall economy.



Sources: Convoy analysis of Federal Reserve Board, Industrial Production and Capacity Utilization, 1972-present; U.S. Census Bureau, Commodity Flow Survey, 2012; U.S. Census Bureau, Advance Retail Sales, 1992-present; National Bureau of Economic Research



**100K
SHIPPERS**

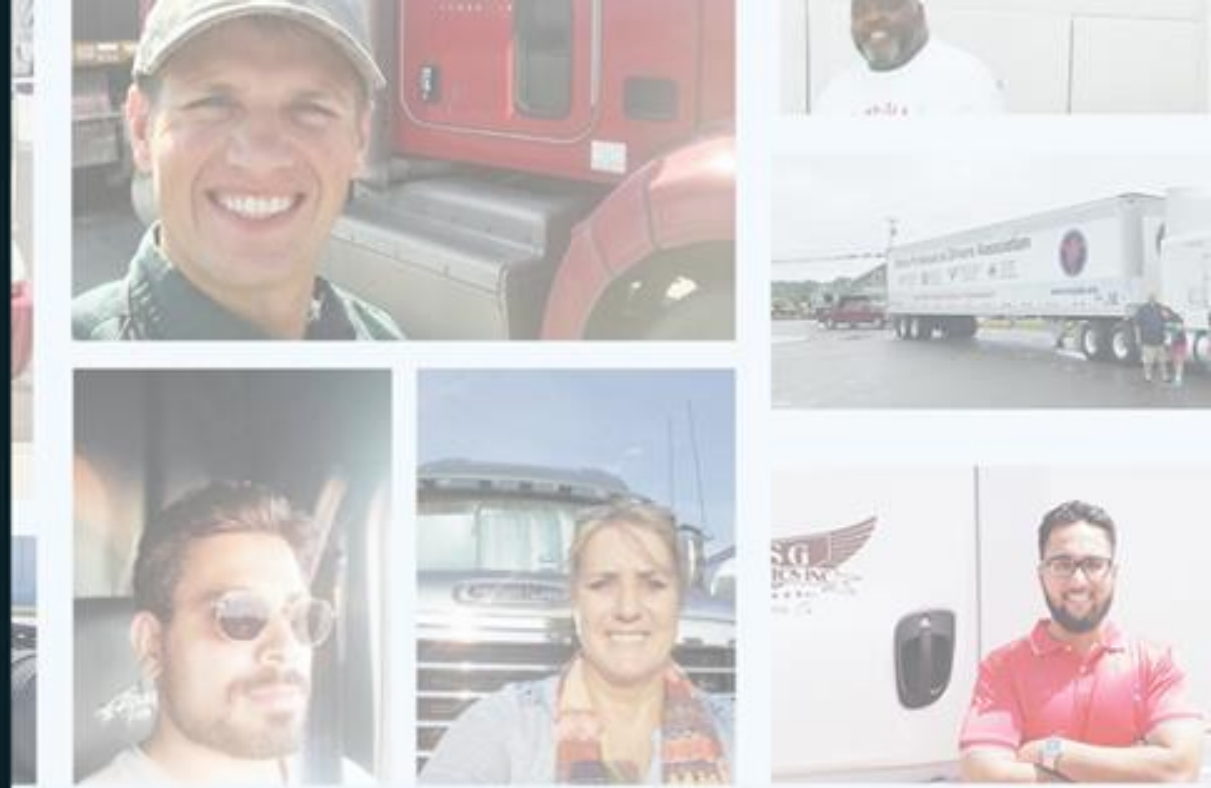
Win / Lose



Lose / Win



GE APPLIANCES
a Haier company



**1M
CARRIERS
WITH 3M DRIVERS**





**TRANSPORT THE
WORLD WITH
ENDLESS CAPACITY
AND ZERO WASTE**

What is a Digital Freight Network?

A Digital Freight Network is an **open, fully connected** freight marketplace that uses **machine learning, automation**, and other software services to **efficiently connect** shippers and carriers.





CARRIERS

- ✓ Real-time shipment marketplace
- ✓ Access to more loads
- ✓ “Yelp” of shipper facilities
- ✓ Less empty miles, more pay
- ✓ Less hassle and paperwork
- ✓ Free 48-hour pay

Better Matching & Utilization

Better Service, More Insights, Lower Costs

DIGITAL FREIGHT NETWORK

More Trucks Join the Network

More Volume from Shippers, Drivers Earn More



SHIPPERS

- ✓ Nationwide coverage
- ✓ Competitive rates
- ✓ Reliable service
- ✓ Elastic capacity that flexes with demand
- ✓ Dynamic pricing programs
- ✓ Real-time visibility and insights

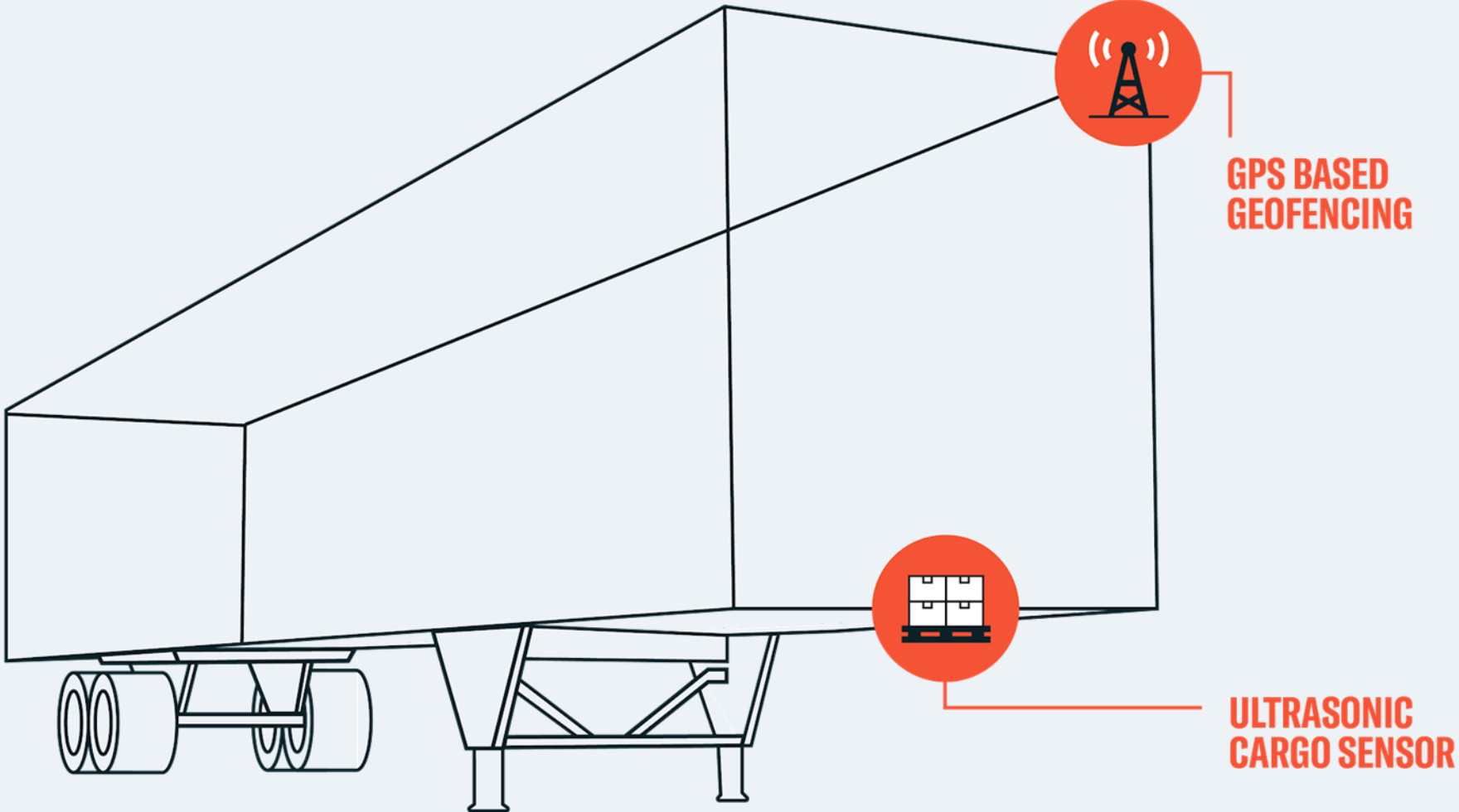
**FOUNDATION OF A
DIGITAL FREIGHT NETWORK**

**Data and
insights** are
the currency
of the modern
supply chain.



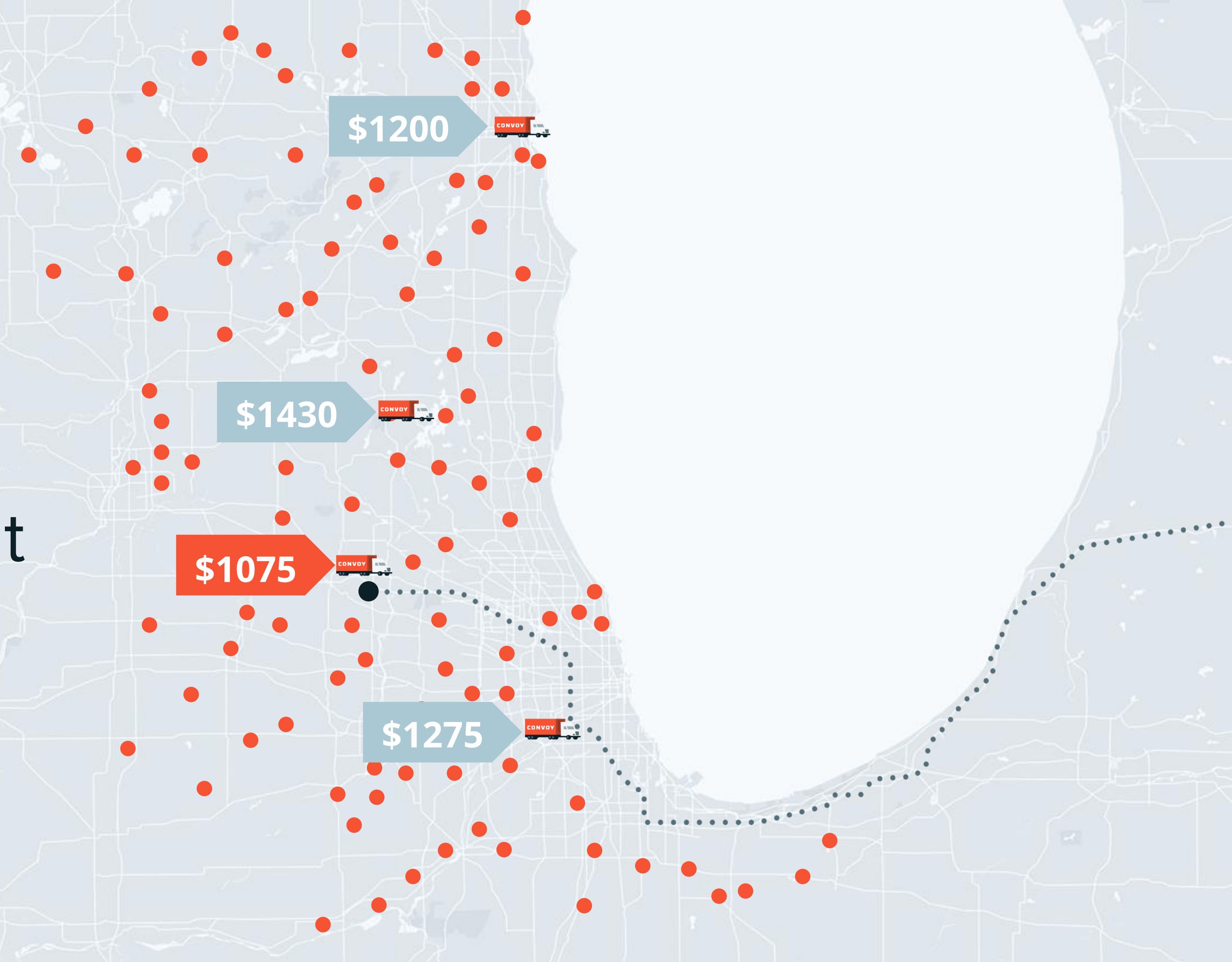


IoT Smart Trailers



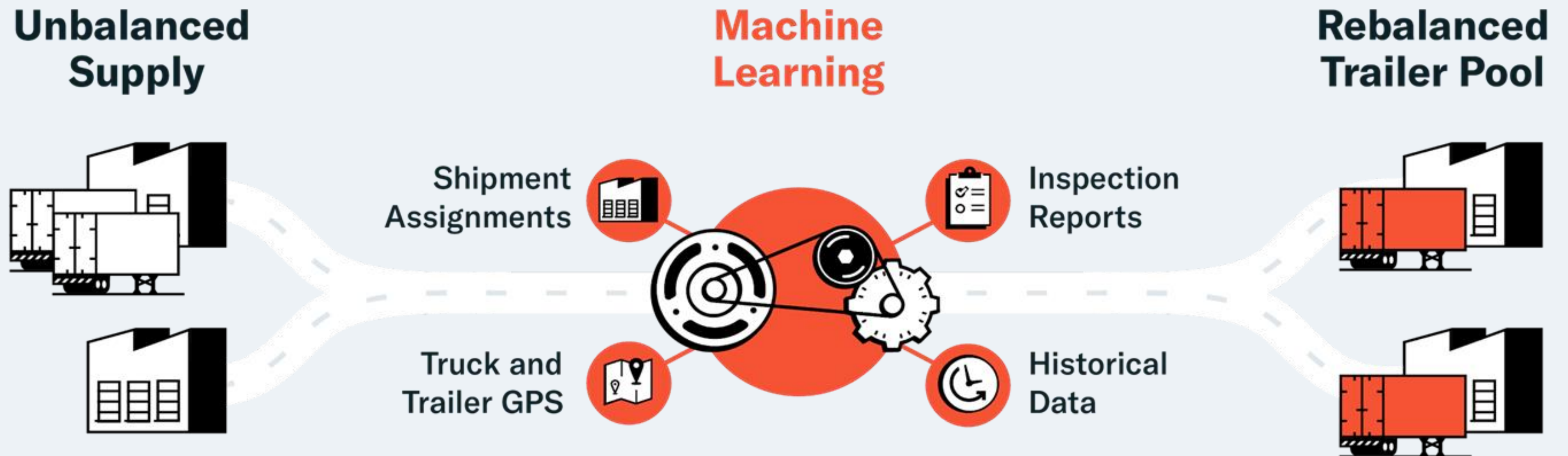
FOUNDATION OF A
DIGITAL FREIGHT NETWORK

**Machine
learning**
ensures the
most efficient
truck is
sourced for
every load.



Rerouting trailers using machine learning

Using machine learning to predict trailer demand at customer facilities, analyzing billions of permutations daily to reroute trailers in the most efficient way.





**FOUNDATION OF A
DIGITAL FREIGHT NETWORK**

Automation

reduces operational
overhead and
saves truck drivers
and facility
managers time.

**FOUNDATION OF A
DIGITAL FREIGHT NETWORK**

API's enable real-time dynamic pricing, automated scheduling, and high-fidelity shipment tracking.

BACKUP CARRIER NETWORK

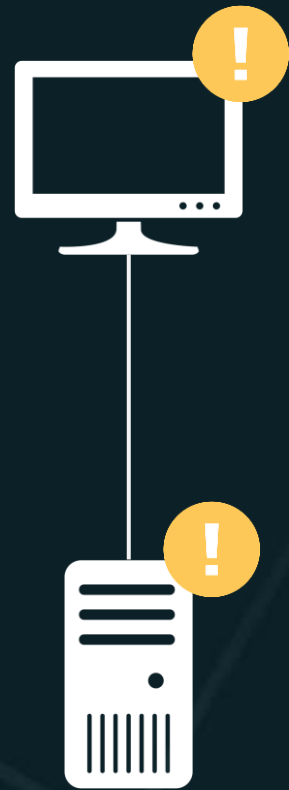


Apply Routing Guide

BRINGING ELASTIC CAPACITY TO TRUCKING



AMAZON WEB SERVICES CONSOLIDATING HARDWARE ASSETS

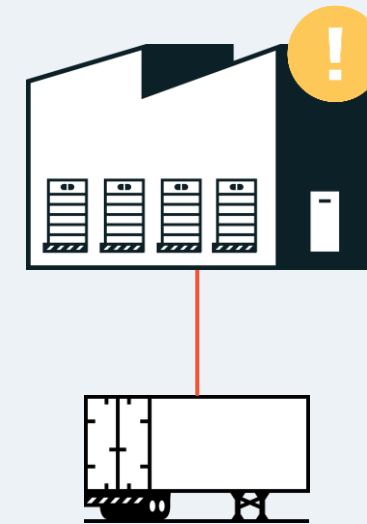


**Traditional
Hosting**

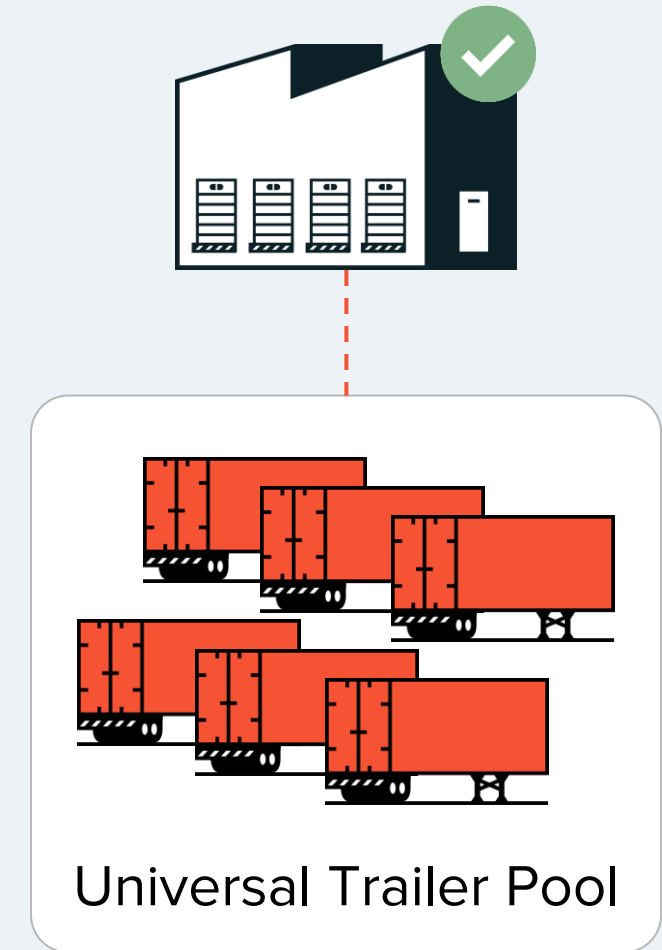


**Cloud
Hosting**

CONVOY CONSOLIDATING FREIGHT ASSETS



**Traditional
Freight**



Convoy



**WHERE IS
THE FUTURE OF
FREIGHT HEADED?**

An aerial photograph of a coastal road. A red truck with a white trailer is driving on the road. To the left is a rocky coastline with blue water. To the right is a green, hilly landscape. A small yellow house with a green roof is visible on the left side of the road.

AUDIENCE Q&A