



**Stop paying to move air!**

**DISPO  
MARKET**



# /DISPO Challenge

**€84k  
ANNUALY**

**>25%**



- **> 25%** of road freight is empty space
- **€84k/truck** missed annual revenue
- unnecessary **CO<sub>2</sub>** emissions due to underutilisation





~ €672 000\*

**This adds up quickly!**

\*estimated missed yearly revenue for a company with 40 trucks

# **/DISPO** Solution

Increase the **profits** with  
existing capacities

Identify **wasted space**

Lower the **workload** of the  
logistics manager



# **DISPO Pain**

**FIND SPACE!**

**HAND IT  
TO THE DRIVER!**

**MAKE SHURE THAT  
ORDER IS DELIVERED!!**

**FIND CARGO!**

**NEGOTIATE  
PRICE!**



# /DISPO Product



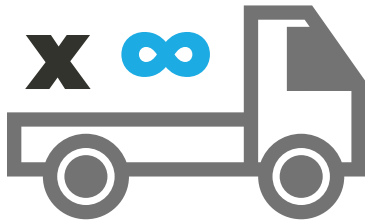
Find **SPACE**



Find **CARGO**



Find the **BEST PRICE**



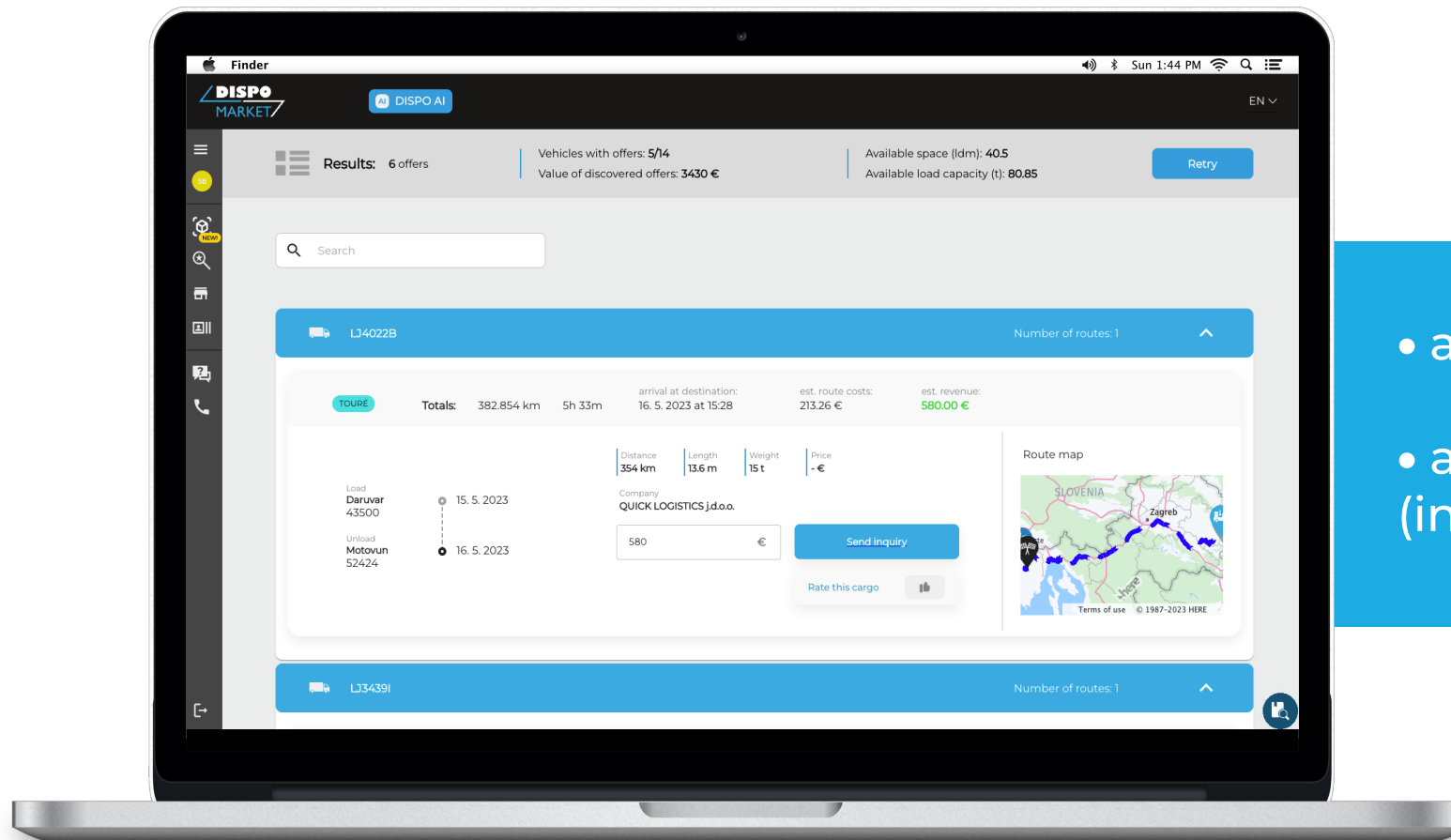
- we take **mathematical** and **repetitive** tasks

- scalable to **infinite amount** of trucks

- leave **human work to humans**

p.s.: efficient AI + ML algorithms trained on large amounts of real data for over a year

# /DISPO Product



- accessible via **webpage**
- able to **integrate** in **any TMS** (infrastructure agnostic)



# **/DISPO** Bussiness model



**OR**

## **Revenue share**





# DISPO Traction

**Raised  
investment for:**



- ✓ **PILOT** - €3.2K truck/month
- ✓ **6** full time **EMPLOYEES**
- ✓ **TIMOCOM** partner
- ✓ **HERE** partner (GMaps for trucks)
- ✓ **150+** consolidated vehicles with SMBs
- ✓ **2 PAYING CUSTOMERS**

# **DISPO Market**



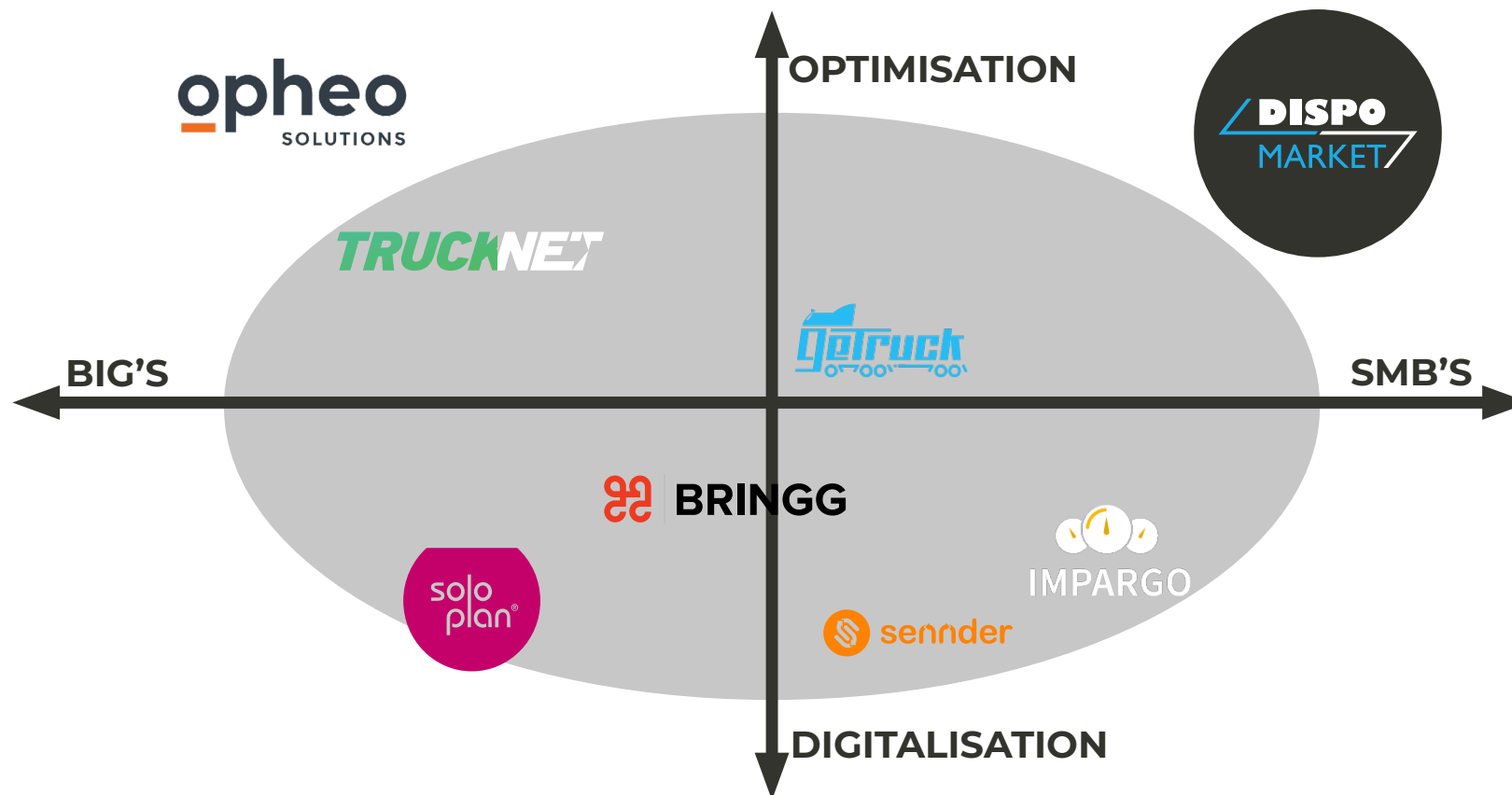
A **€1.9 trillion** opportunity  
in global logistics market

Digital logistics market  
**€17.4 billion** in 2020.

CAGR of **24.7%**

Projected to rise to  
**€46 billion** 2025.

# /DISPO Competition



- Most of the players in this industry work on **digitalisation**, we focus on **optimisation** and using the data to achieve that

- We excel at working with **small** and **medium** sized **transport companies**

# DISPOTeam



**Nikola Balaban**

**CEO**

Leading development  
in multiple startups and unicorns



**Marko Balažič**

**CTO**

AI, autonomous driving, and  
simulations expert



**Tadej Bukovec**

**CGO**

Growth hacking, and marketing  
powered by a tech background



**David Golin**

Advisor, Supply chain expert with  
over 20 years of experience



**Gašper Rkman**

Sales manager with expertise in  
developing and executing effective  
sales strategies that drive growth



**Sebastjan Skrbinšek**

Data scientist skilled in developing  
predictive models and driving  
business outcomes



**Karina Myronova**

Multilingual customer-centric  
support specialist



**asist. dr. Lan Žagar**

Advisor, 15+ years of experience in  
AI & ML

**OUTFIT7**

**nervtech™**

the human factor in  
artificial intelligence



University of Ljubljana  
Faculty of Computer and  
Information Science



**MAERSK**



**GUARDIARIS**  
Train The Brain.



Institut  
"Jožef Stefan"  
Ljubljana, Slovenija

**Bitstamp**



# Roadmap



## Q1 2023

- Started 10 Beta users



## Q2 2023

- Automatic order finder
- First SaaS sale



## Q3 2023

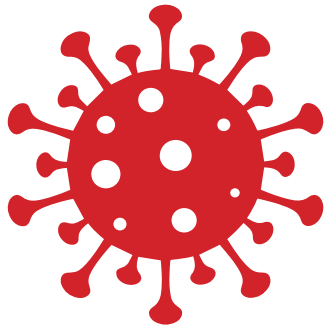
- Dispo AI release
- Investment round



## Q4 2023

- New EU markets

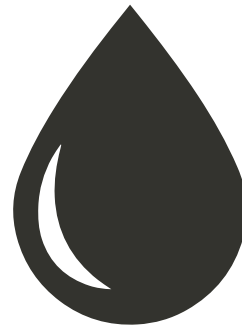
# Why NOW?



**Fragile  
supply chain  
(COVID crisis)**



**CO<sub>2</sub>**



**Fuel  
price**



**Drivers  
crisis**

# Thank you! :)



**00386 30 257 897**



**nikola@dispo-market.eu**



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