



Convelio

Pitch deck

Series B





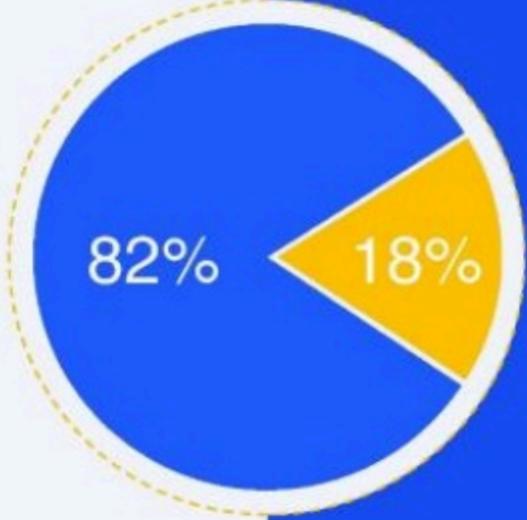
Our vision

Become the **leading**
ecosystem to ship valuable
goods worldwide

We target an
untapped
high-margin
opportunity



GENERAL CARGO
\$7.4 trillion market



NON-PALLETIZED, TIME-
CRITICAL & HIGH-VALUE
GOODS LOGISTICS
\$1.6 trillion market

-  Low margins
-  Increasingly digital
-  Consolidated competition
-  Hyper competitive

- High margins 
- Low tech 
- Fragmented competition 
- Less sensitive to competition 

Starting with

THE ART MARKET

A very successful journey to date

Why are we growing so fast?



Industry first tech native company



Leveraging on historical offering mismatch



Started building sales organization

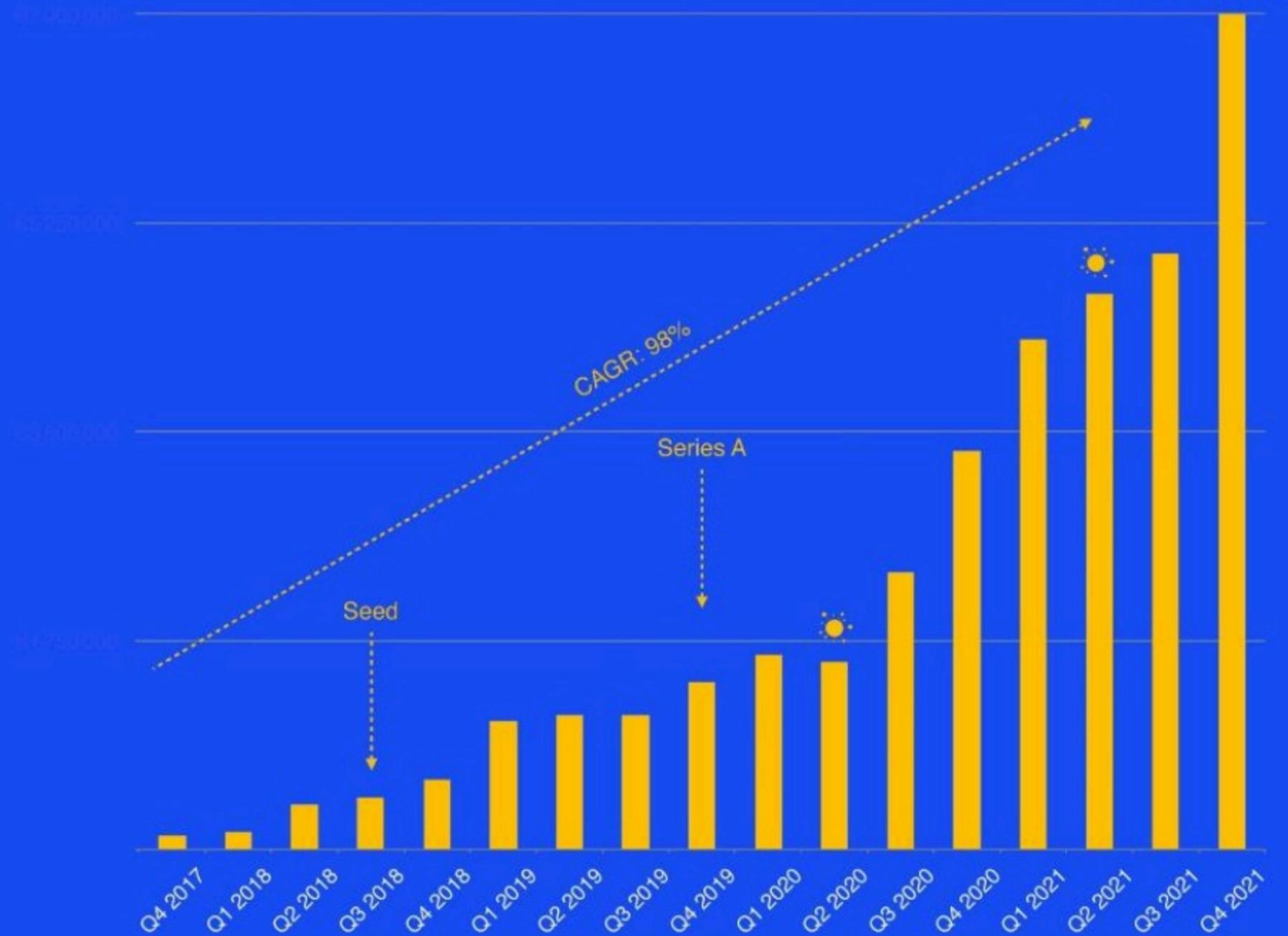


Executing large clients rollout playbook

Land & Expand

Monthly revenue evolution

Expected based on current trading



Land & expand strategy

1. Build POC by leveraging on significant unfair advantage

Quote sent

From: Paris, France
To: NYC, USA

Painting value: €82k

Service level:
Pick-up, packing, airfreight,
customs formalities,
& insurance

Source: https://drive.google.com/drive/folders/15d_VPEG09wUw91z_7nC4gl8s_POUIndh

The competition

With ARTA €4077

Experience: online without instant pricing
Responsiveness: 1/2 days
End-to-end tracking: no

With Andre Chenue €3160

Experience: Not reachable by phone - Email
Responsiveness: 2 days
End-to-end tracking: no

With ESI transport €2980

Experience: Emails
Responsiveness: 5 days (3 days + 1 weekend)
End-to-end tracking: no

With Cadogan Tate €2998

Experience: Online
Responsiveness: 1 + 1/2 days
End-to-end tracking: no

We are -46% more competitive

€1796

with  Convelio



Full online experience



Instant quoting



End-to-end tracking

2. Convert on service quality



JZ Julie Zidell <jz@joshuaricedesign.com>
To: Convelio Order Management team
Subject: RE: IMPORTANT - PLEASE READ AND ACT IMMEDIATELY> We need your Power of Attorney CVO-31959- Morentz

This is our second experience with Convelio and I am OVER THE Top impressed with the service we have received.

BJ Buck Johnston <buck@bbgun.com>
To: Convelio Order Management team
Subject: Re: Buck, Convelio CVO-38914 experienced failed delivery attempt

Thank you so much.
It's been a pleasure working with you. Your company has been most professional — even when I got a little nervous about getting these!

Take care,
buck.

V Vit <logisticsuk@edengallery.com>
To: Operations Convelio
Subject: Eden Gallery London

Hello Joseph, Hello Ana, Hello Nadezhda and All Convelio Team,

Just wanted to say thank you so much for all your help and patience with me ☺ You've been an amazing support!

LA Liam Ahern <liamipa@gmail.com>
To: Convelio Order Management team
Subject: Re: Your Convelio shipment CVO-6127 (1stdibs - 10284272) has been collected!

Very helpful! Thanks!

You will see in my email thread regarding this shipment that I was consistently impressed by the people at your company and the exceptional service that I received, every step of the way. Thank you for furthering that great experience. I wish more companies operated the way that Convelio does.

With appreciation,
Liam

JD J Dani <dani10010@yahoo.com>
To: Convelio Operations
Subject: Re: Your Convelio shipment CVO-36258 (1stdibs - 26178512) has been collected!

Good News. You people are truly amazing. Thank you for making this process so easy for me.

Everything was exceptional. The gallery even complimented Convelio sending me an email to let me know how professional and great they were during pick up and pre packing. The work was picked up the day after payment was issued, and delivered a day early ...

The perfect mix of quick quotes via on an online platform, but also efficient human contact.

Excellent service, competitive price

Responsive and easy to work with. Quick response time on emails.

Another proof of our product market fit

Here is why

We are shaking up an antiquated
market

We use technology to fix long standing inefficiencies

Unaddressed market problems

Deal-breaker

-  Getting quotes takes at least 48 hours
-  Over-priced and opaque shipping prices

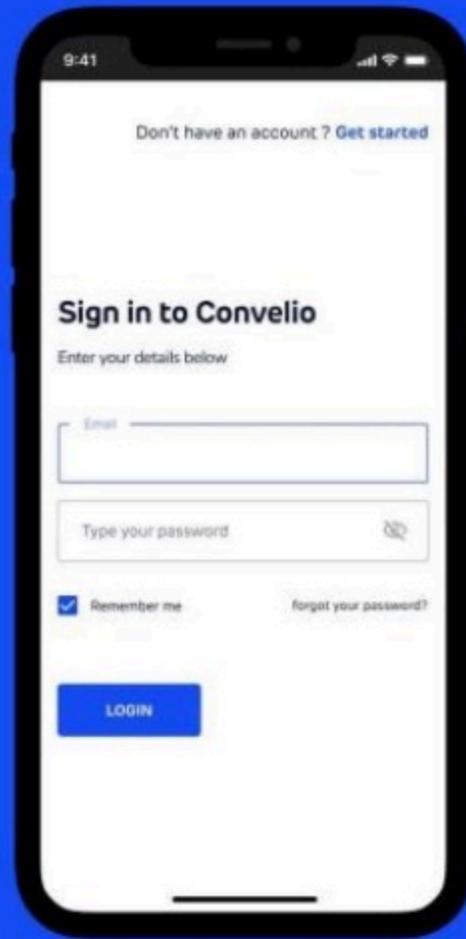
-  Fragmented regional players focusing on specific routes
-  Offline Customer Experience
-  No digital integration possible

How Convelio tackles them

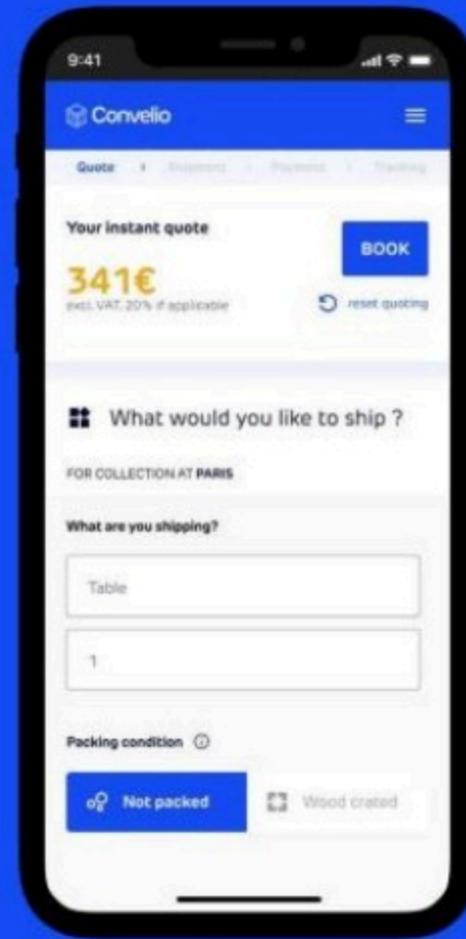
Deal-enabler

-  First-of-its-kind instant quoting solution through proprietary algorithm
-  Competitive pricing thanks to a tech-enabled value chain
-  One-stop-shop approach with global coverage
-  Highly renewed online customer experience
-  E-commerce API for platform integrations

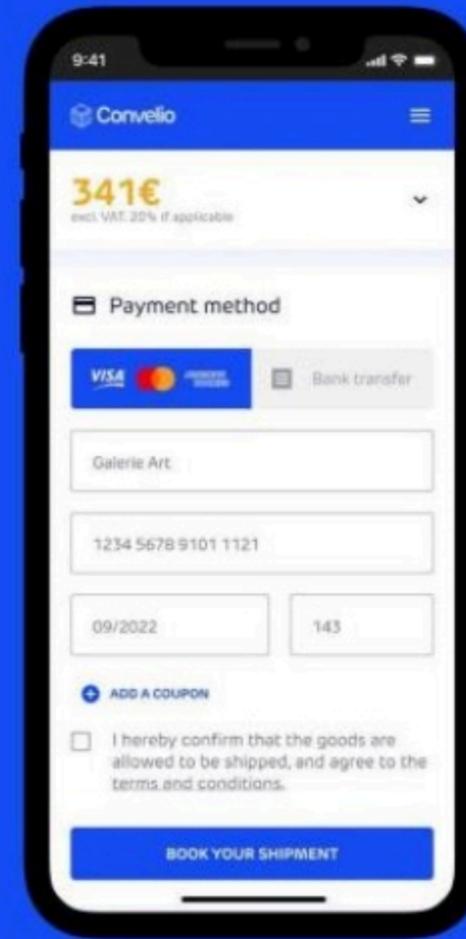
From quoting to tracking in <2 minutes



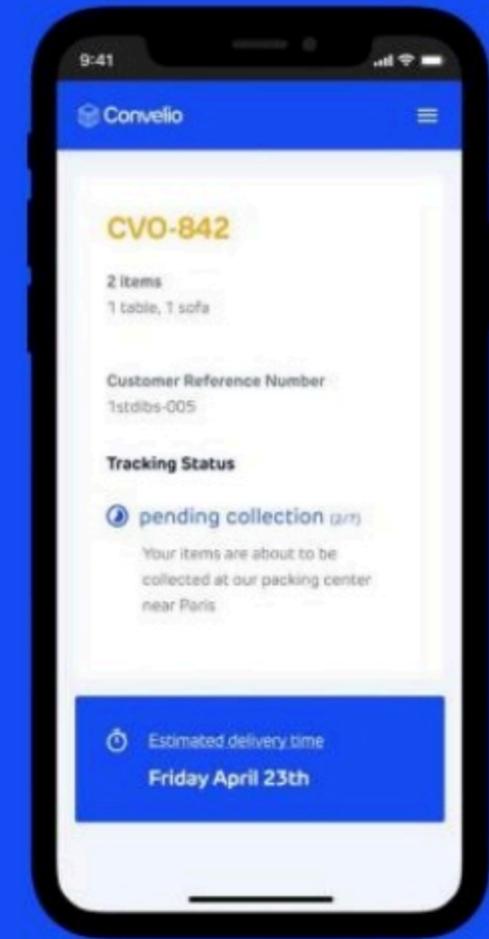
Sign in



Get a quote



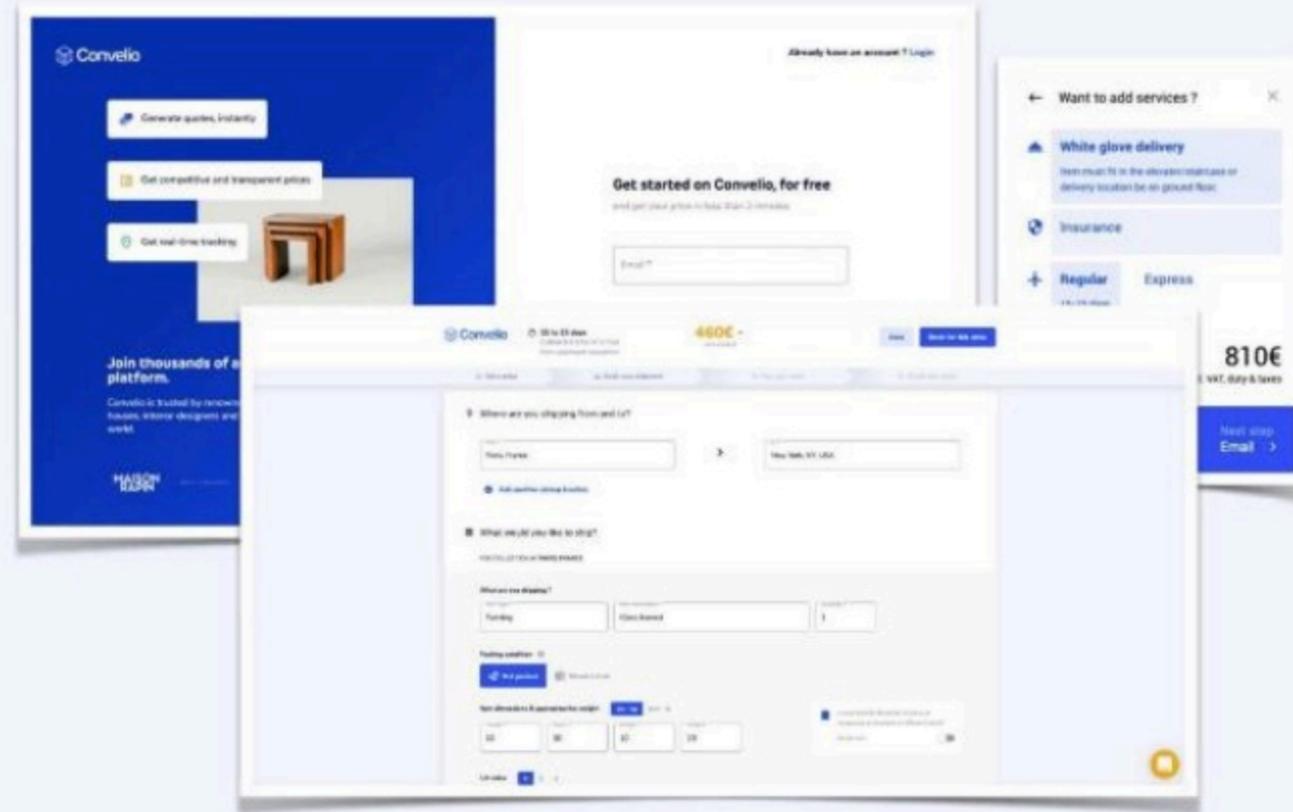
Book your shipment



Track it

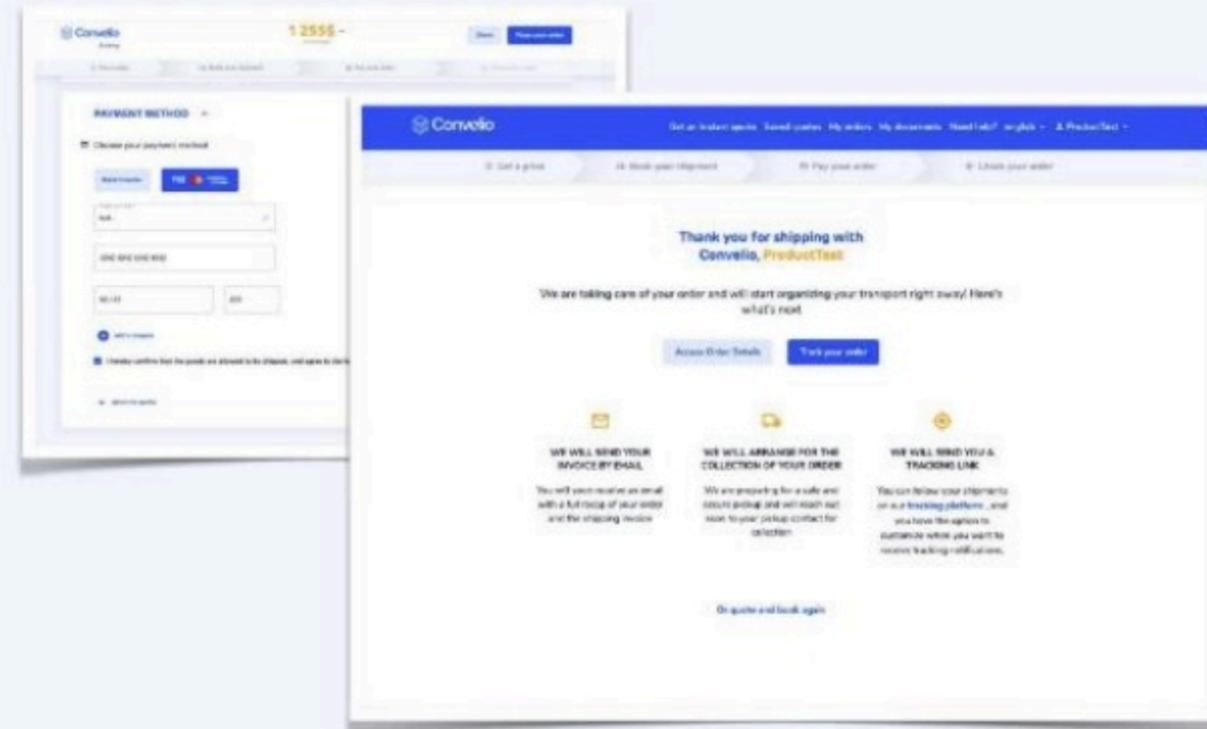
We are on track! We developed an unrivaled tech platform

Convelio's shipping management platform serves 1000+ clients each week



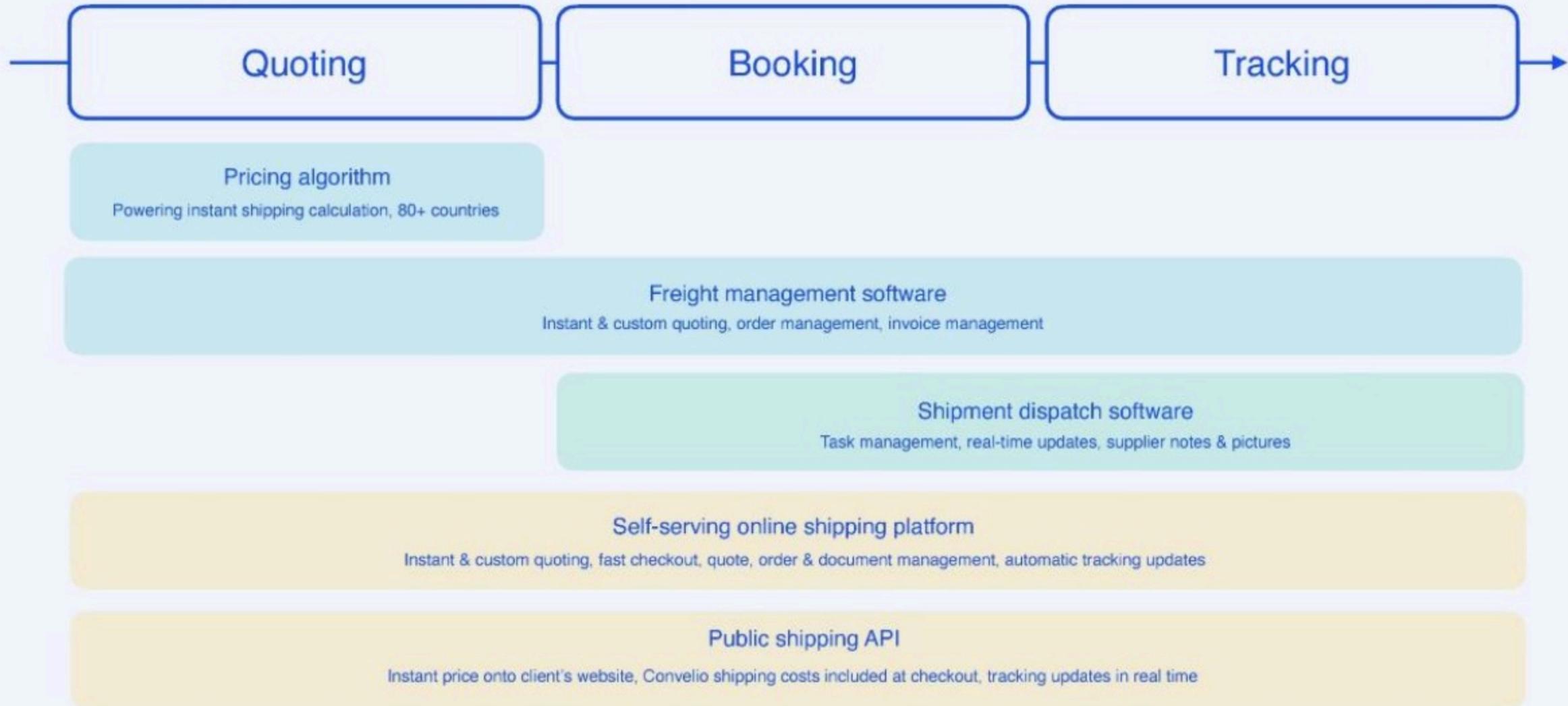
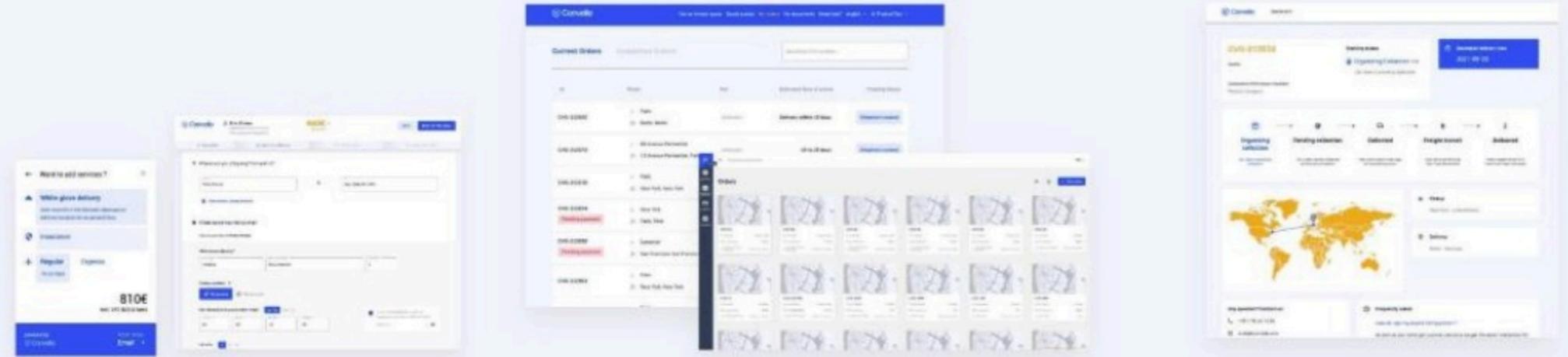
1 shipping price instantly displayed each minute to an art, antiques or design items seller, online.

Instant quoting platform, API, Widget, inventory quoting solution.



We cover the entire shipping value chain

From getting quotes to confirming jobs with suppliers and delivering shipments





In this market, we are the best positioned player

« Convelio's solutions are **pivotal** in our digital strategy. Their **one-stop-shop approach** is allowing us to **serve rapidly a greater number of clients with a single integration while streamlining the work of the teams in charge of serving our clients (...)** »

- Cécile Bernard, Global Head of Operations, Sotheby's



Accelerate in the US

Strong growth, US=44% of fine-art market size

Consolidate European offering

Opening of local offices

Technology

Roll-out of large scale integrations, automating operations

Enhance offering

We have many additional, high-revenue, opportunities to capture

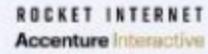
We are raising €35M+ to execute on our playbook and capitalize on our position

Top talents to reach new heights



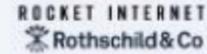
Edouard Gouin
Co-founder & co-CEO

Former GVD @ Rocket Internet. In charge of BD, Product & Tech, Corporate Finance



Clément Ouizille
Co-founder & co-CEO

Former COO of two startups. Prior experience in investment banking. In charge of operations.



Matthieu Mary
GM Europe

Former COO of DB Schenker France & North Africa. Previous experience as manager in strategy consulting



Jerry Kingkade
GM USA

25+ years as a sales leader. Former VP of Sales & Marketplace operations @ Houzz, and, more recently, as CRO of logistics startup



Joseph Abisaleh
GM UK

6+ years of strategy consulting advising F500 companies



Jérémie Kalfon
VP Global Operations

6+ years of strategy consulting advising the largest logistics company @ Oliver Wyman. Operations lead @Convelio since 3 years.



Quentin Parizot
Product Director

Former Product & UX strategist @WATTx. Product lead since 3 years



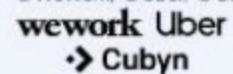
Mathilde Desruelle
Head of BD

Former Account Manager @Mirakl, first sales @Convelio



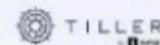
Kadidja Sow
Head of HR

Former senior HR Manager @WeWork, @Uber, @Cubyn



Aurélien Marcel
CTO

Former n°2 technology @Tiller, acquired by SumUp



Gregoire Djen
Head of Finance

Former CFO as a service for multiple startups, former auditor @Mazars



Marianne Descamps
Chief of Staff

Former Head of HR @Convelio, @Circ, @Iziwork, @Foodora

