



THE HOME OF THE WORLD'S LARGEST FULLY ELECTRIC DELIVERY FLEET

Sam Clarke, Director and Co-founder, Gnewt Cargo Ltd.



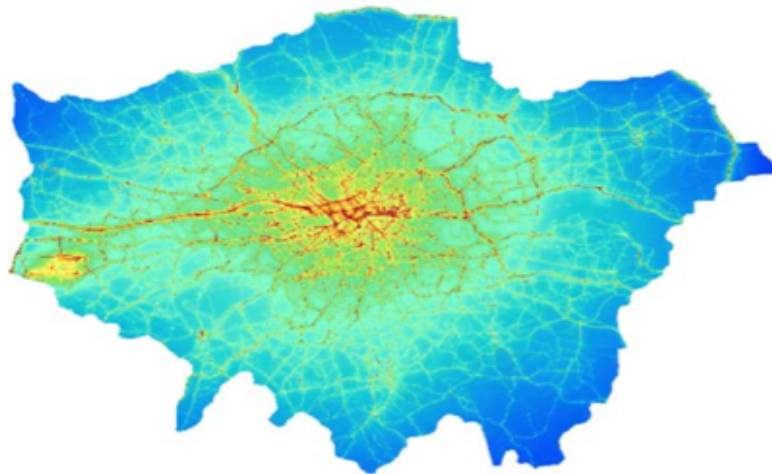
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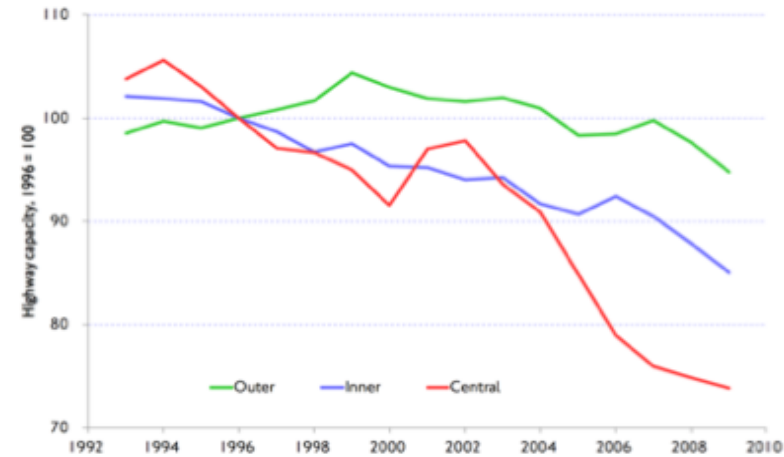


City Challenges - City perspective

What is unique about e-commerce delivery in urban environments?



London's pollution problem



London's **highway** capacity problem





City Challenges & Opportunity



The Challenges

- London Congestion Zone likely to be extended
- Air quality
- Traffic Volumes
- 3.5m vehicles into Zone (Dec 2015)
- Traffic Speed
- 14.8 mph (07:00 – 10:00)
- Demanding customers want flexible / convenient delivery options

The Opportunity

- Critical Market accounts for up to 15% of all parcel deliveries
- Greater London - 8.7m residents (up 7% over last 5 years)
- Significantly higher average online spending
- Higher average household income



Carrot or stick?

Will sustainable delivery options be essential in the future?



- Congestion charge (live)
- Low Emission Zone (live)
- Ultra Low Emission zone (approved go live 2020)
- Extended Toxicity Charge (proposed for 2017)



Office for Low Emission Vehicles

Gnewt is a founding member of OLEV's Go Ultra Low initiative.



Gnewt is a Bronze FORS member and applying for Silver in 2016



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City Challenges – Services perspective

What is unique about e-commerce delivery in urban environments?



Final Mile

Central city deliveries by the specialists.



First Mile

Central city pick ups / returns a problem? Let us do the hard part.



AM for PM

We'll pick up in the morning and deliver that afternoon.



Instant Fulfilment

Prompt delivery of fast moving lines from stock held at our warehouses.



Evening & Weekend

We operate 24/7 - delivering B2C parcels when customers are at home.



Virtual Address

Services for consumers who can't take deliveries at work and businesses looking for a single consolidated delivery.



Bespoke Services

- Timed delivery runs
- Dedicated vehicles
- Jointly branded livery
- In-night services
- Store replenishment
- Store transfers
- Store to customer delivery

Our Solution- What and Why



What's the Idea?

Using electric commercial vehicles to move items around city centres

and to provide the first and last touch-points for items on their journey within city centers and from 1 city to another.

We want to make cities nicer places to be with **less pollution!**

Why Gnewt?

Using our service will be price competitive. You'll be taking the greener option which helps everyone You'll be future proofing yourself - city centres will have to be low or no emission zones in the future.



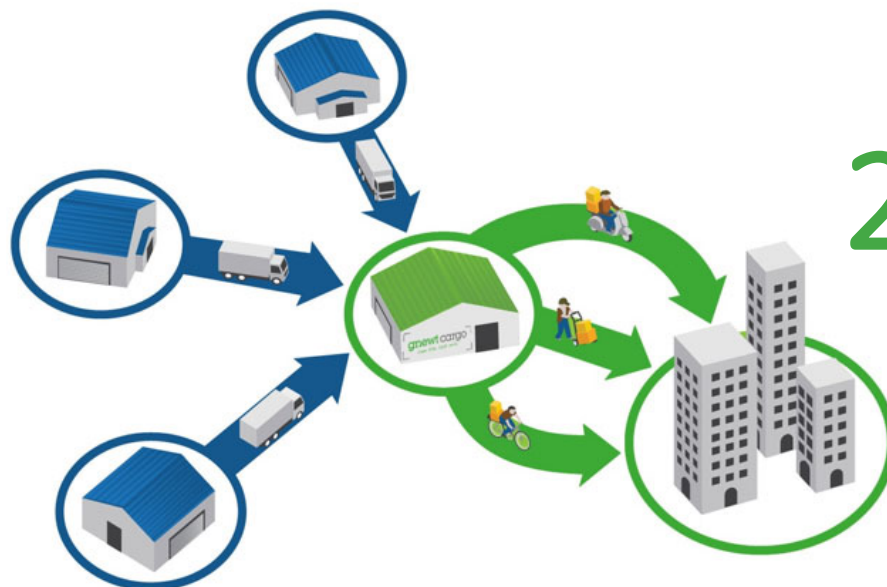
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Our Solution

Over
100
electric vehicles
in our fleet



We Delivered over
2,634,000
items last year



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Our ZERO EMISSION Fleet



The largest fully electric delivery fleet in the world – over 100 vehicles



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Brief History

Making the business case
for environmentally friendly
operations



Start-up Phase

- Angel finance
- Vehicle acquisition (cargocycles/quadracycles)

Began trading

- November 2009
- Zero turnover
- Office Depot contract
- 1 Railway arch

Growth phase 2 (2014 - 2015)

- 150% YoY growth
- Increased client base
- 100+ Evs
- 4 Locations
- DX Group PLC strategic investment

Growth phase 4 (2016 -)

- Geographical expansion
- 15 UK cities by 2018
- UK-wide product portfolio utilising strategic partners

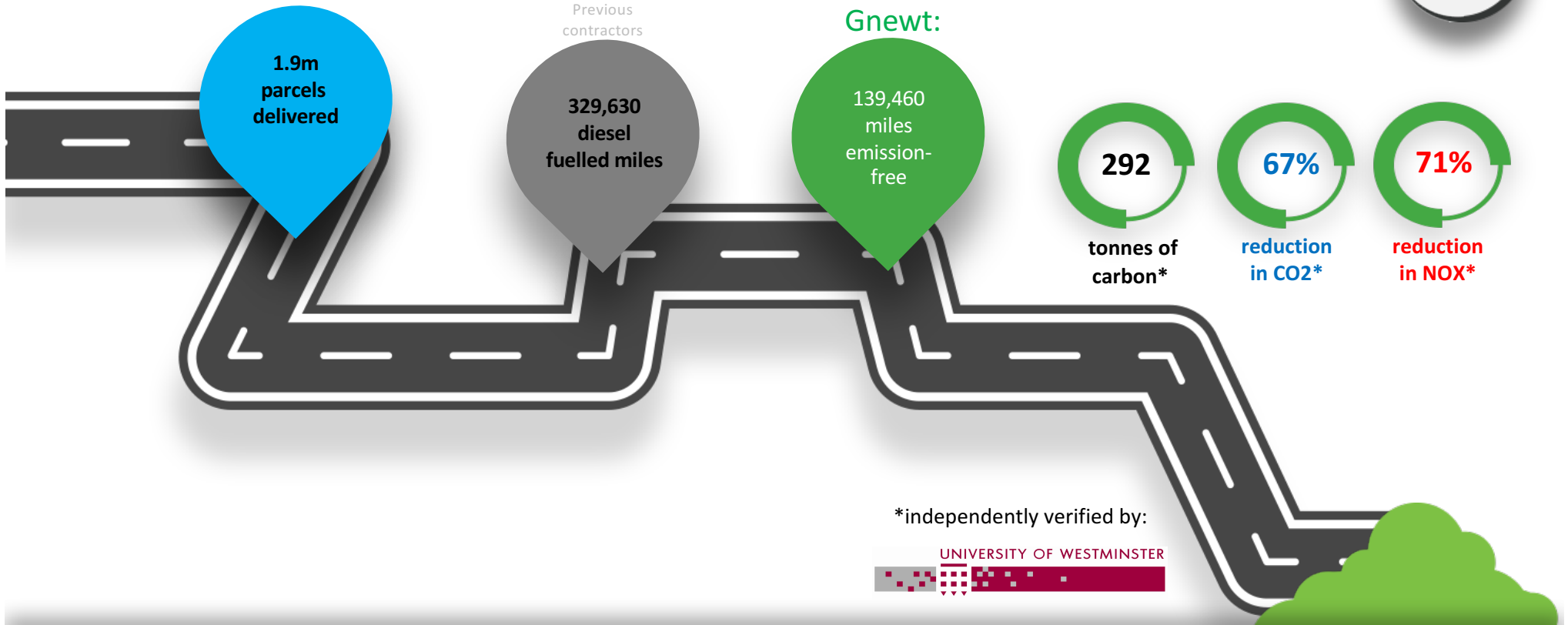
Growth phase 1 (- 2014)

- Av. 70% YoY growth
- Increased client base
- 40+ Evs
- 3 Locations

Growth phase 3 (2015 - 2016)

- 43% YoY growth
- Forecasted £4.5m end 2016

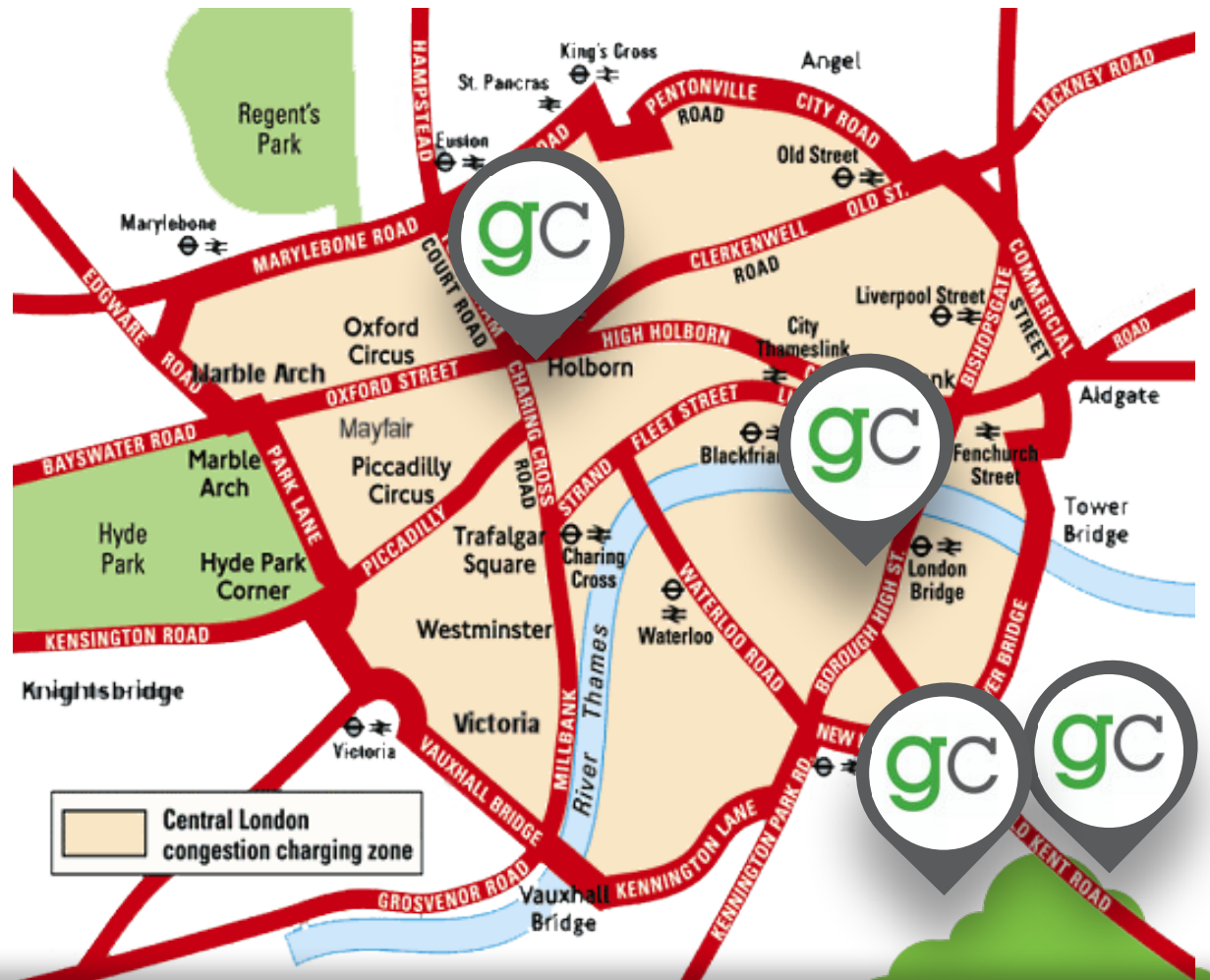
Example Environmental achievements



*independently verified by:



Is this model scalable beyond urban areas?





Expansion Areas 2016/17

Where else will Gnewt operate?

London presents 'conventional' delivery companies particular challenges but other cities face similar, and worsening, conditions.

We'll be extending our network to all major UK cities over 2016/17 and beyond as growing environmental concerns mean that new solutions are needed to reduce pollution, congestion, cost and resources.



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A stylized grey road with yellow dashed lines and solid yellow borders, spiraling outwards from the center of the image.

*love the
last mile*

thank you.

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