

HESSISCHE BUDE & PARCEL.ONE

PROJECT: CO2 VS. EMPFÄNGER



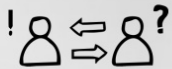
OPTIONS
NEEDED



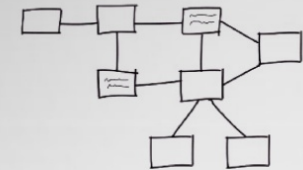
ONE EASY
WORKFLOW



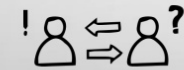
P1
TEAM



WE HAVE
SECRETS



VISION > NOW



STAY CONNECT'ED



YOUR #CROSSBORDER TEAM - AS A PARTNER !



WHO IS WITH YOU?



Micha Augstein, 42

Founder of PARCEL.ONE

Experience:

- IT-Wholesale
- Consumer-Electronics
- Fashion-Wholesale
- Fashion-Outlet-Stores
- Logistic

Essence:

- Innovative ecommerce / logistic solutions
- Fresh speaker & consultant



STRUCTURE



launched 2017

2017 - 0,25 mio €

2018 - 0,68 mio €

2019 - 2,10 mio €

2020 - 5,20 mio €

2021 - +65% growth today

no VC - 100% in ONE private hand



YOU MAY HAVE QUESTIONS . . .

START

VISION

TRANSFORMING

EXPANDING

HERE WE ARE



START FROM SCRATCH?

2014 idea & demand - but no solution.

ok, we need to start from scratch...



TRANSFORMING A VISION

- 2015
 - documenting process logic
 - first offers from int. carriers
 - development for pilotphase
- 2016
 - first pilot customers for parcel
 - first pilot customers for letter
 - 15 carrier contracts integrated
 - fokus ROW



TRANSFORMING A VISION

- 2017
 - moving from 200qm into new location with 1000qm
 - spin-off into own company
 - first 3PL for -.- partner program
 - starting to fokus at europe
 - 3PL > DE/AT/ES
- 2018
 - 3PL > UK/IT
 - 3PL > Nordic/NL
 - start fulfillmet know-how
 - 3PL > BE



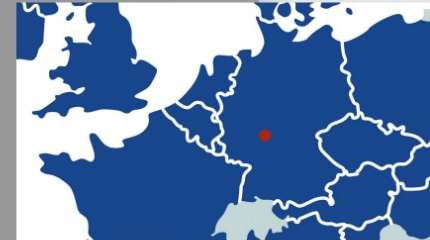
EXPANDING THE VISION

- 2019
 - expansion in same location - 2000qm
 - integration into +5 ERP systems / onlineshops
 - 8 ecommerce exhibitions + a few times speaker in germany
 - +15 new colleagues
 - integrated into ebay tracking worldwide
 - stratetic partnership with sorter manufacturer
- 2020
 - first test sorter to start programming
 - IT switch to amazon web services
 - first DDP EU>CH



HERE WE ARE

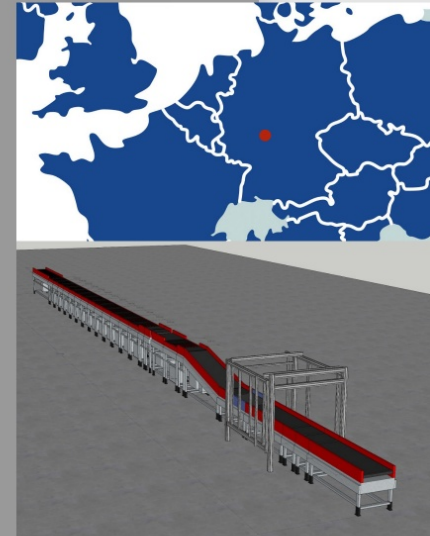
- 2020
 - Q4 moved into new location - 6500qm
 - 4 x truck ramps
 - Q4 new sorter with 27 exits
 - Vitronic DWS will read from 6 sides
 - semi-automatic re-labeling
 - 6k / h = sorting
 - 2,5k / h = re-labeling
 - picture of sorter is without chutes





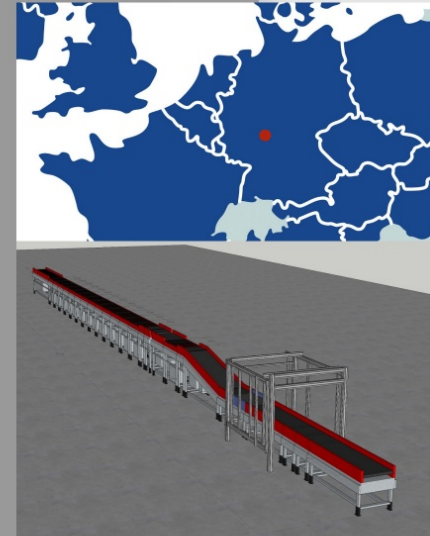
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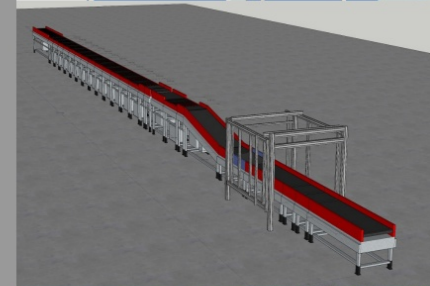
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 - Q2 location will be extended - 11.000qm
 - 11 x truck ramps
 - Offices - 750qm



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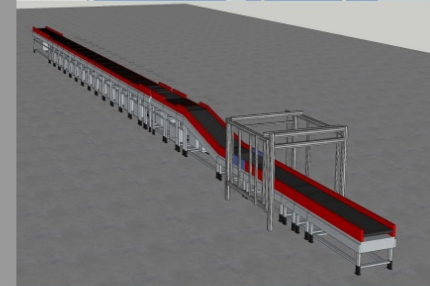
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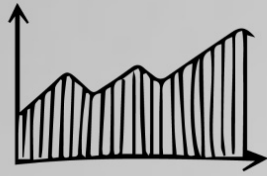




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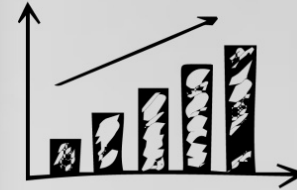
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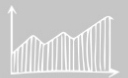
MORE OPTIONS NEEDED

THE PROBLEM



EVERYBODY NEEDS MORE OPTIONS

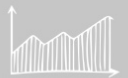
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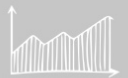


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LMC - bietet Optionen an, die aber nicht genutzt werden oder können
- insbesondere bei CrossBorder > sprich LMCs in anderen Ländern



GREEN(ER) CROSSBORDER ?

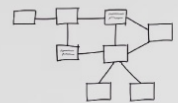
YOU

&

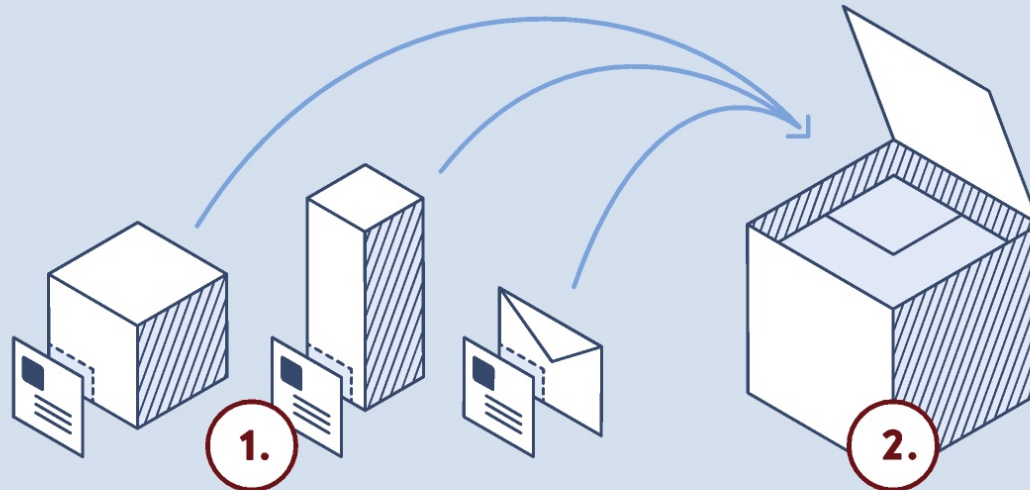
US

=

EASY!



CROSS-BORDER-SHIPPING MADE AS SIMPLE AS DOMESTIC SHIPPING



1.
All international shipments
receive the PARCEL.ONE
shipping label

2.
Independent of the final destination, all
international shipments are loaded onto
a pallet or into box and cost-efficiently
sent domestically to PARCEL.ONE

PARCELONE
one world, one parcel

PARCEL.ONE TAKES OVER, OPTIMISES AND SHIPS

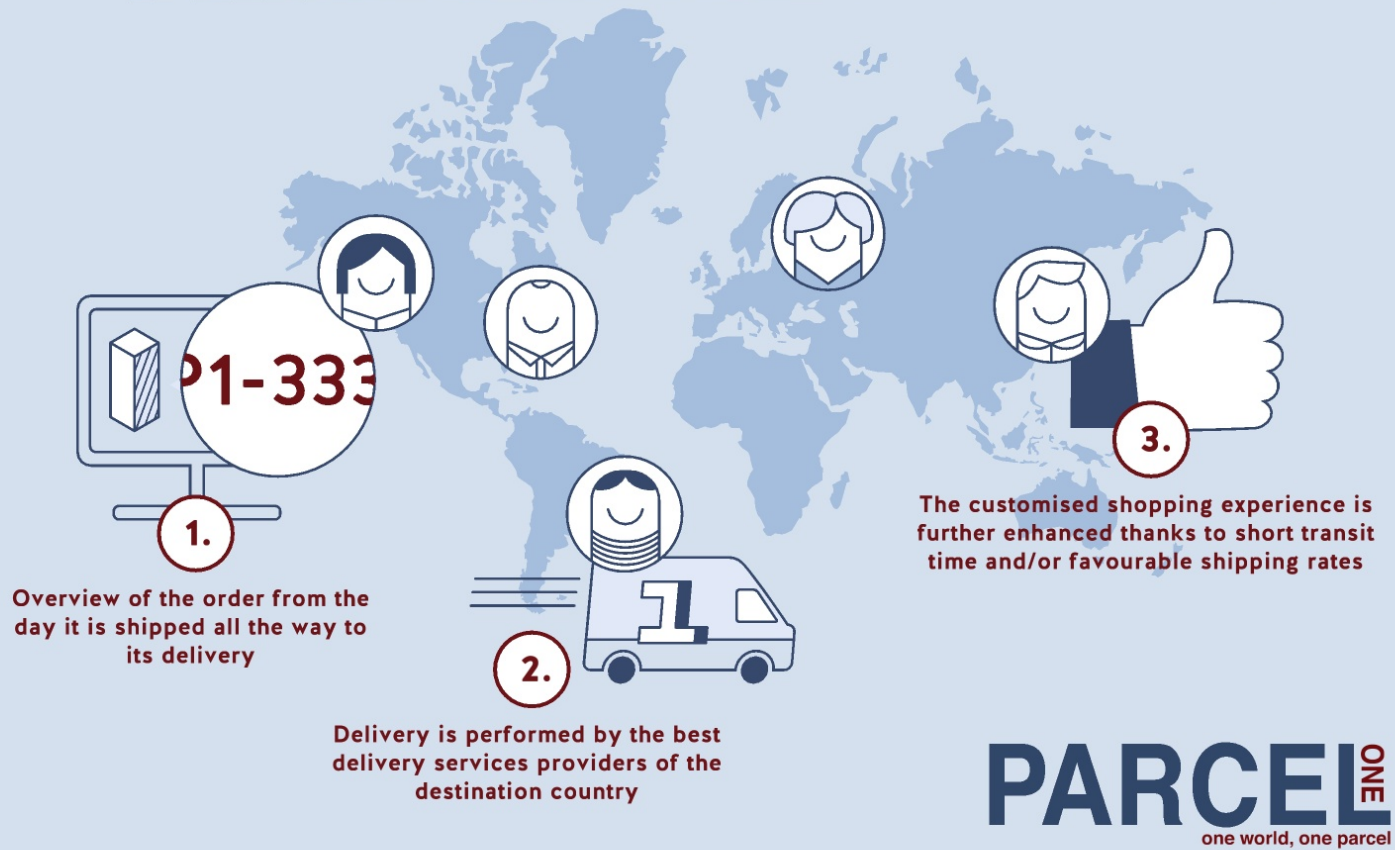


PARCEL.ONE classifies every single shipment according to its value, destination, weight and volume

Every single shipment is assigned to the optimal delivery company, the best service and the suitable product (parcel/packet/letter) for every destination

PARCEL^{ONE}
one world, one parcel

HIGHER CUSTOMER SATISFACTION THANKS TO THE BEST SERVICE





PARCEL^{ONE}
one world, one parcel

We push your
international shipping

+ 242 countries/regions
+ 45 carriercontracts
+ 380000 combinations

= **PARCEL.ONE**
ONE integration
ONE cont(r)act
ONE label
ONE tracking



THANK YOU

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