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GETSWIFT
GLOBAL LOGISTICS SOLUTIONS

Annual General Meeting
November 2017

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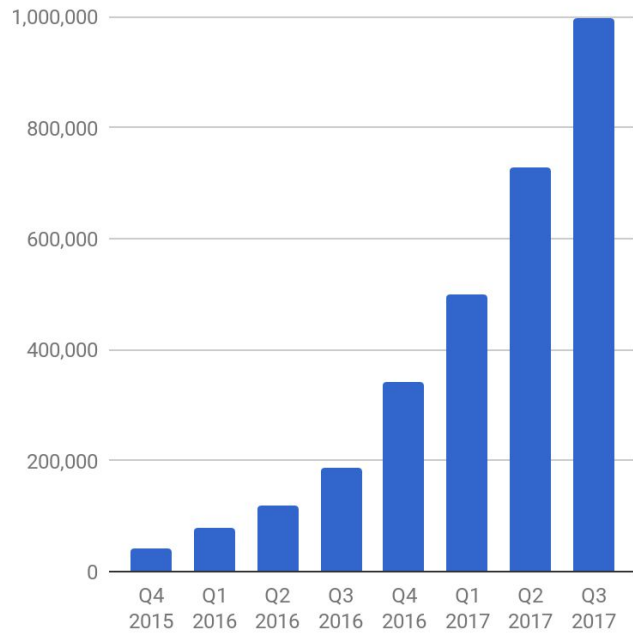
Exceptional Shareholder Value Creation

+945% Return

Since December 2016 IPO

Note: Return calculated as of November 24, 2017 closing price.

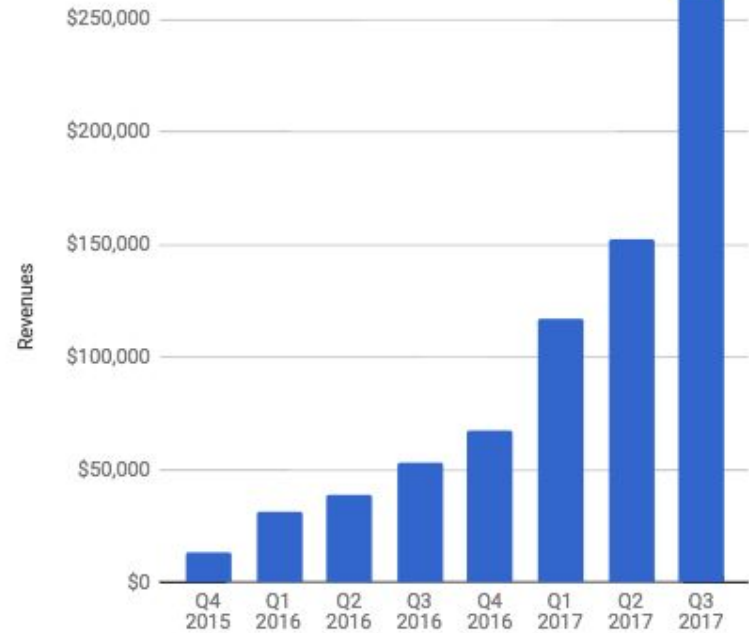# Review of Operations

Transactions by Calendar Quarter

Revenues by Calendar Quarter

Acceleration of Volume and Revenue Over Last 12 Months

2018-2019 Focus on Execution

➡ **Strategic**
- ◆ Continue Increasing Leading Global Market Position
- ◆ Owner / Operator Mindset Drives Long-Term Shareholder Value Creation Approach

➡ **Tactical**
- ◆ Relentless Focus on Exceptional Commercial Product Offering
- ◆ Expand Human Capital Base with Exceptional Hires

➡ **Operational**
- ◆ Achieve Performance Milestones
- ◆ Accelerate Client Growth
- ◆ Maintain Customer Service Excellence

Strong Position as Fast Mover & Market Leader

Risks & Mitigants

➡ **Liquidity & Balance Sheet:** Ample Liquidity ($26mm+ Cash) and Zero Debt

➡ **Access to Capital:** Publicly Traded with Significant Cost of Capital Advantage

➡ **Customer Acquisition:** High Client Conversion / No Vertical or Geography Risk

➡ **Moats:** High Barriers to Entry, High Switching Costs, and Powerful Network Effect

➡ **Cost Structure:** Lean-Cost Operator

➡ **Alignment:** Management Strongly Aligned with Shareholders

Durable & Sustainable Competitive Advantages

Leading Global Solution

Last Mile Delivery Management - Costly and Inefficient for Any Business Worldwide

Visibility

Where's that driver?
What's the ETA on that?
Who is nearby?
No real-time information

Enquiries + Time + Cost

Dispatching

Wasted decision making
Clunky two way radio
SMS & Phone calls
Paper run sheets

Wasted Time + Cost

Routing

What's the quickest route?
Wasted fuel
Wasted driving hours
Poor capacity utilisation

Wasted Time + Cost

Tracking

Costly interaction with
receiving customer
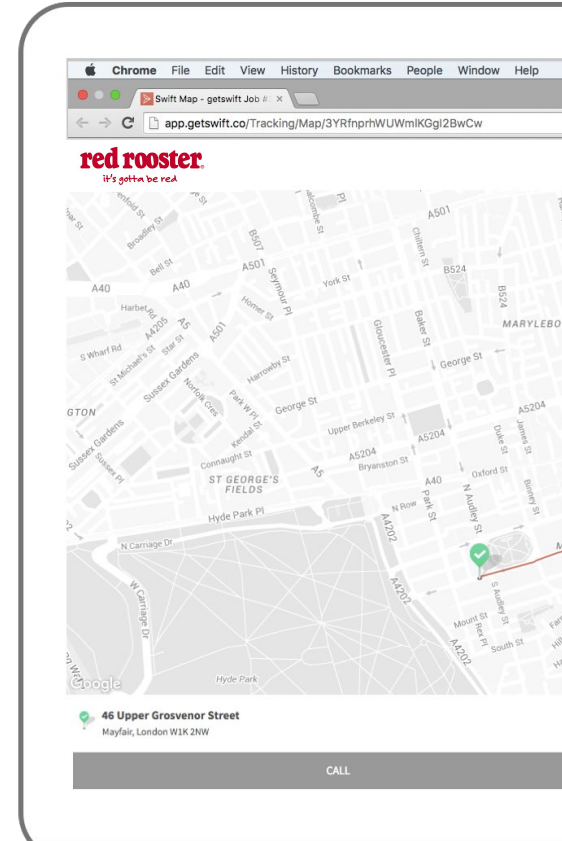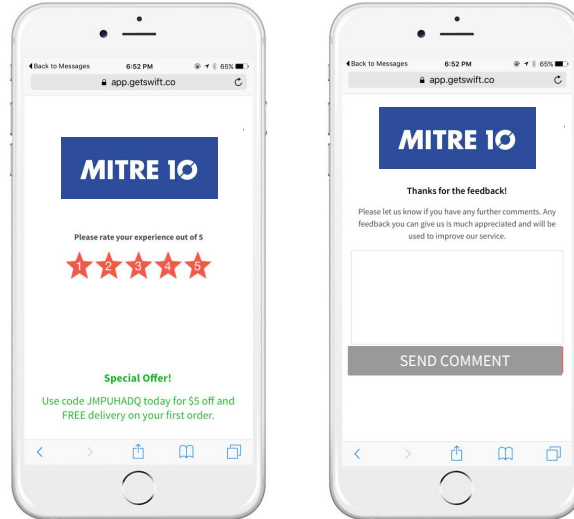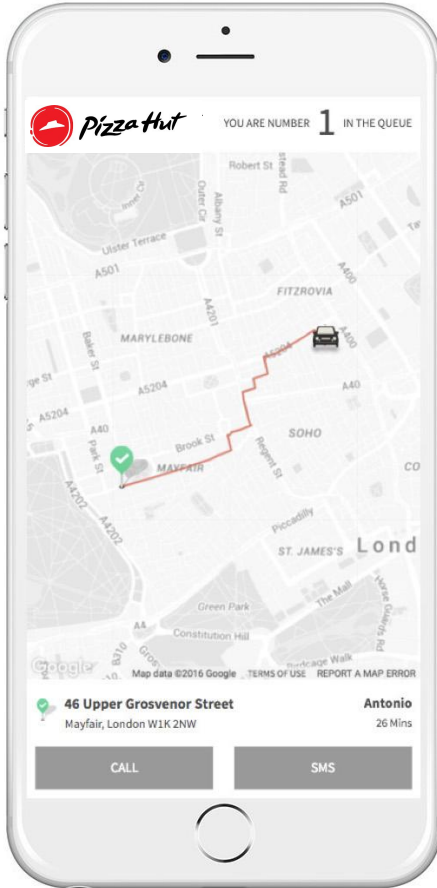Poor communication
Missed deliveries

Enquiries + Time + Cost

Unique E-Commerce Provider for Last-Mile Delivery

Completely White Labelled

Protecting Enterprise Brand Equity

Major Customer Announcements

red rooster
it's gotta be red

Pizza Hut

NA Williams

Little Caesars

oporto
fresh-grilled chicken & burgers

MITRE 10

LION NATHAN

Johnny Rockets
THE ORIGINAL HAMBURGER

Commonwealth Bank

EAGLEBOYS

PM
PHILIP MORRIS
INTERNATIONAL

chicken treat

FANTASTIC FURNITURE

Betta
HOME LIVING

JUST EAT

Cali-Mex
TAQUERIA
CALIFORNIA U.S.A.

Emerging Global Leader in Enterprise Market

Last Mile Eco-System Integrations

shopify

GRUBHUB

EAT 24

WOO COMMERCE

eat now .com.au

Magento

MENULOG

JUST EAT

Square

vend.

micros

zapier

xero

intuit quickbooks.

Google Sheets

SQUARESPACE

WORDPRESS

BIGCOMMERCE

Strong & Diverse Pipeline

➡ **Large and Growing Customer Pipeline**

➡ **Enterprises Increasingly Recognizing GetSwift's Mission Critical Function**

➡ **Universal, Plug-and-Play Solution is Highly Attractive**

➡ **Good Visibility on Customer Growth**

➡ **New Vertical Opportunities**

➡ **Flywheel Accelerating**

➡ **Exceptional Global Executive Network Access**

Strong Position as a Fast Mover & Market Disruptor

Global Reach in over 70+ Countries

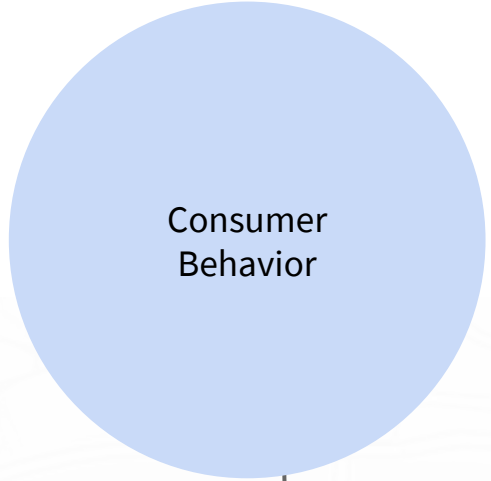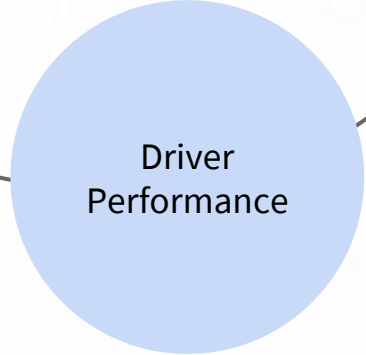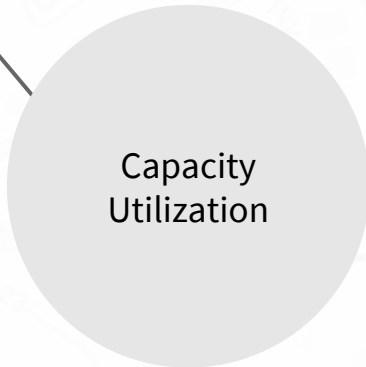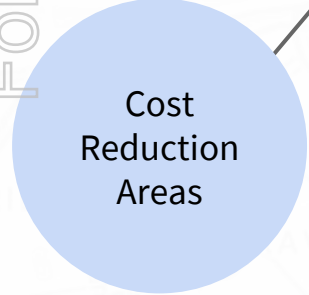## A Scalable & Secure Global Cloud Based Solution

- Liquor Distribution
- Repair Services
- Corporate Catering
- Food Delivery
- Global Logistics & Transport
- Grocery Delivery
- Private Transport
- Hardware Transport
- Supermarket Distribution
- On-demand Logistics
- Express Courier
- House Removalists
- Plumbing
- Laundry Delivery
- Ecommerce Logistics
- Trucking
- Restaurant Couriers
- Messenger Services
- Emergency Response
- Clothing Distribution
- Water Distributors
- Flower Delivery
- Healthcare
- Dairy Distribution

Expanding
Moats

Every New Data Point Increases Business Power, Value & Sustainability

Real-Time Customer Feedback

Consumer Behavior

Local Marketing Insight

Partner Business Intelligence

Cost Reduction Areas

Capacity Utilization

Driver Performance

Efficiency Gaps

Case Study - Increasing Volume while Decreasing Avg. Delivery Time
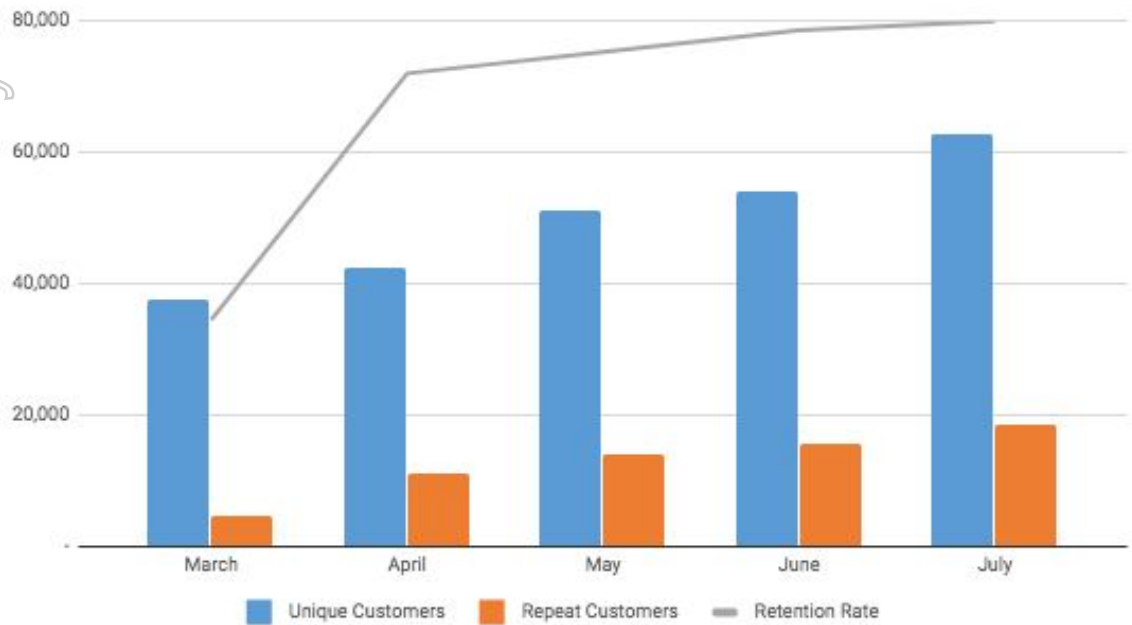
Avg Delivery Time   Delivery Volume

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Notes:

- Delivery speeds got 24% faster over the case study period which translated into a 67% increase in orders booked on the platform!

Case Study - Customer Retention Improvement

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Retail Franchise
Case Study

Notes:

- As optimisations (e.g. centralised daily reporting, a refined dispatch algorithm, driver accountability to name a few) were rolled out across the organisation's GetSwift account, the unique customer count per month then dramatically increased across the whole retail chain

- Repeat customers also consistently improved along with a customer retention rate increase of 132% in 6 months

Case Study - Customer Retention Improvement

getswift

Retail Franchise
Case Study
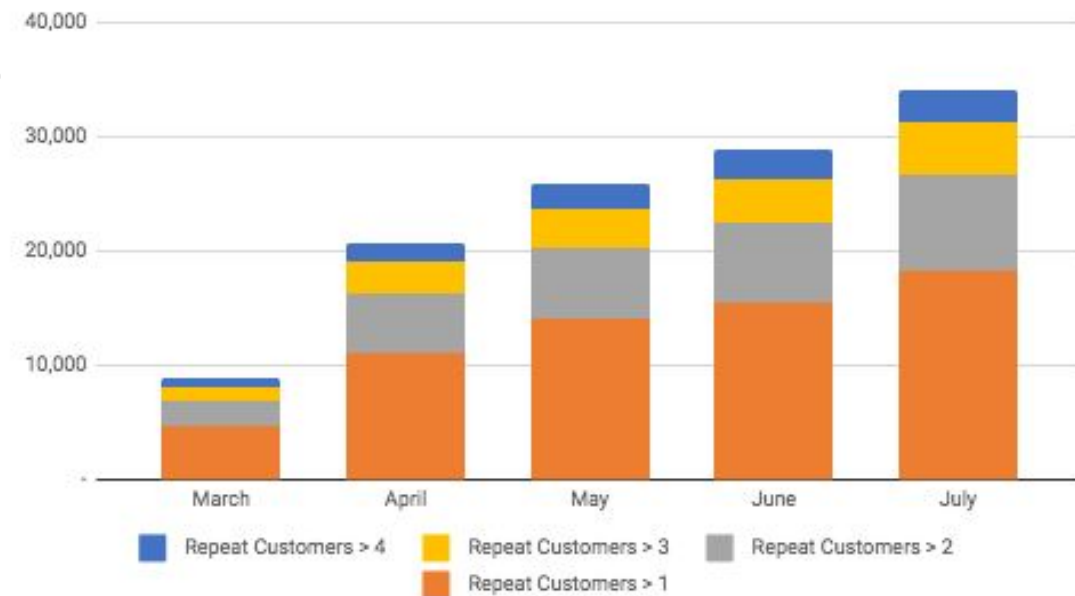
Notes:

- Customers who experienced 33% faster deliveries than the retail franchise average purchased more and came back to purchase more often

- Customers who placed more than 4 deliveries improved by 260% since March.

- Retention not only improved overall, but the quality and strength of the retained customers improved as the deliveries demanded per customer significantly increased.

1

Customers who ordered 1 delivery experienced **17% faster delivery speeds** than the chain average

3

Customers who ordered 3 deliveries experienced **28% faster delivery speeds** than the chain average

2

Customers who ordered 2 deliveries experienced **24% faster delivery speeds** than the chain average

4+

Customers who ordered + 4 deliveries experienced **33% faster delivery speeds** than the chain average

All results had double verification: Customer reporting and GetSwift data verification

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Next 12 Months

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Outlook & Strategy: Next 12 Months

➜ **Expand:** Continue Capturing Market Share and Scaling Global Footprint

➜ **Penetrate:** Accelerate Penetration into Key Verticals

➜ **Execute:** Implement, Scale, and Monetize Captured Pipeline

➜ **Brand Awareness:** Build Extensive Global Brand Awareness

➜ **Intuitive Learning:** Advance the Platform to Further Provide Intuitive Learning

➜ **Data Set:** Augmentation of Analytics and Algorithms for Constantly Evolving Engine

➜ **Value Creation:** Continue Focusing on Building the Business for the Long-Term

Goal of Delivering Superior Long-Term Value

Compelling Investment Thesis

➜ **Momentum Increasing Exponentially**

➜ **Emerging Global Market Leader (70+ Countries and 630+ Cities)**

➜ **Long-Term Fortune 1000 Tailwinds**

➜ **Provides Mission Critical Function for Customers in 75+ Verticals**

➜ **High Scalable Platform with Strong Moats (e.g. Barriers to Entry, Switching Costs)**

➜ **Attractive Unit Economics**

➜ **Asset-Lite Business Model**

➜ **Strong Alignment of Interests**

➜ **World Class Executive Team**

The Best is Yet to Come for Shareholder Value Creation

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THANK YOU

FOR YOUR TIME

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