

## The first global last mile delivery solution with full automation



[mileberry.com](http://mileberry.com) San Francisco CA

Software Retail Technology SaaS Fin Tech

### LEAD INVESTOR



#### Berkeley Hills Capital

Mileberry offers unique value proposition as it is disrupting the ecommerce and the last-mile delivery business. They have a stellar business idea and the superb team to execute it. With package theft being all-time high (210 mln packages stolen last year) – Mileberry product is a great solution that has enormous market potential. We know the team can execute and fully support Mileberry and its goal to disrupt the ecommerce and the last-mile delivery industry.

**Invested \$150,000 this round & \$500,000 previously**

## Highlights

- 1 Solving package theft problem - \$9 bln in the US
- 2 Successfully raised \$500k from the VC funds
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- 3 Market potential is huge - \$150 bln global last mile delivery market
- 4 Proprietary click-and-collect technology
- 5 Dedicated team with 120 years of experience in logistics, e-commerce and IT
- 6 Full in-house production cycle - from design to manufacturing and software development
- 7 Green carbon neutral solution with global focus

## Our Team



Roman Novozhenov CEO



15 years in IT, e-commerce, logistics launched 10+ companies with 3 successful exits & \$20+ mln total valuation responsible for project operations, product customization, legal issues & IT

Covid-19 changed buying habits forever. People value fast and safe delivery, contactless services and 24x7 convenience. This is a market trend



**Andreas Wuzke** Chief Business Development Officer

Andreas has 10+ years of experience working in logistics and e-commerce in the Europe and the US. He is responsible for building business partnerships with FedEx, UPS, DHL and selling Mileberry services to retail customers



**Stephanie Peter Omale** Chief Marketing Officer

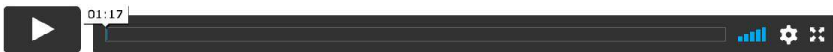
Stephanie is a growth and marketing expert with over 10 years of experience working with digital agencies and startups in FinTech and E-commerce industries



**Leo Listovshchyk** CTO / Head of R&D

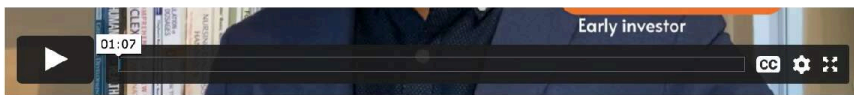
PhD in Engineering Science. Professor. 20+ years of experience in design of machines and equipment. 41 patents

## Revolutionizing last-mile delivery with the proprietary click-and-collect technology



### Testimonials





**≡** **mileberry**

**Last-mile delivery**

A close-up view of the orange vending section of the Mileberry kiosk, showing shelves stocked with various snacks and drinks. The words 'VENDING' and 'HOT' are visible on the glass panels.

**≡** **About**

We live in pandemic society – so, people try to avoid personal contact. This, in turn, enabled **last-mile delivery** service demand.

Roman Novozhenov  
Mileberry, CEO

A circular portrait of Roman Novozhenov, CEO of Mileberry, smiling. The portrait is set against a white background with an orange scalloped border.

- pandemic & lockdowns triggered the explosive growth of e-commerce.
- online retail goes up rapidly.
- customers migrated from offline to online.
- existing e-commerce received super-profits.
- classic offline businesses were forced to go online.



## Fundraising

we raised  
**\$500K**  
in 2021

we plan to raise  
**\$1M**  
in 2022

Forward-looking projections are not guaranteed.



## Annual Report

People are scared of **COVID-19**  
Yet still they're hungry for...

**Good  
Food**

**Fast  
Shopping**

**On-time  
Gifts**

**Contactless  
Experiences**



## Key Insights



**2M**

packages are stolen  
in the U.S. every day



**\$9B**

total worth of  
stolen goods



## Product Hub



Network of IoT  
Click & collect



Platform & mobile app  
Software



Automation for  
Logistics, retail  
& e-commerce



Drive changes for  
Last-mile delivery

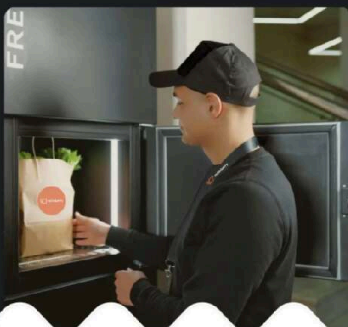


## Mission & Vision

- ✦ We make last mile delivery **cheap, high quality & sustainable**
- ✦ We create **smart delivery products** that solve the problems of the future - crowded cities, traffic jams and queues, lack of couriers, increased CO2 emissions



## Mileberry Hub



Total  
**45**  
cells

✦ 28 Post Cells

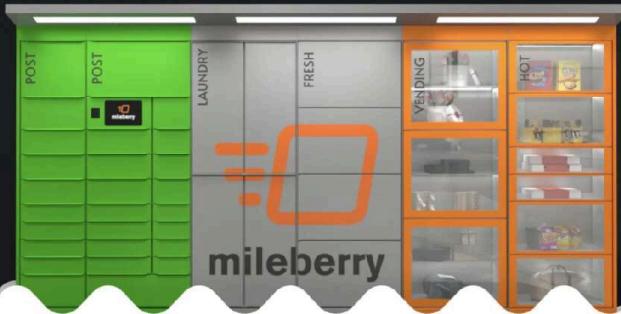
✦ 7 Refrigerated Cells

4 Laundry Cells

6 Heated Cells



## Special Features



- fresh grocery lockers (temperature: 39F-46F)
- hot restaurant delivery lockers (temperature: 104F-140F)
- ambient/dry parcel lockers



## Opportunities

**\$30B**  
parcels

groceries  
**\$15B**  
HoReCa

Total

**\$45B**



## Points of Attraction

### For Businesses:



Solar Powered



C2C Shipments



E-commerce  
management



POS terminal

### For Shoppers:

 Antivandal Construction

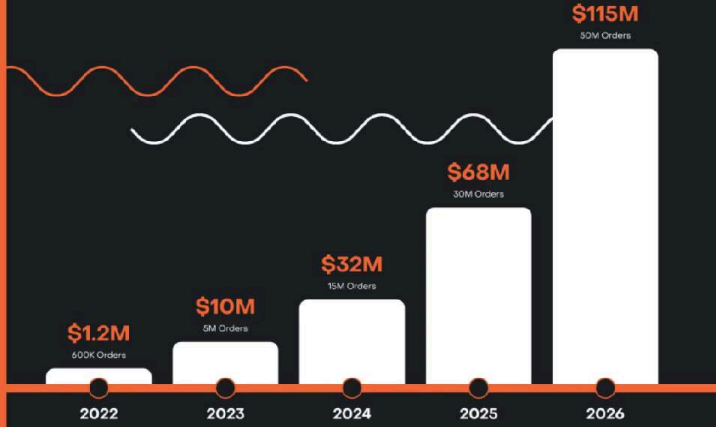
 24/7 Mode

 Mobile App

 Authorized Access Only



## Timeline



Forward-looking projections are not guaranteed.

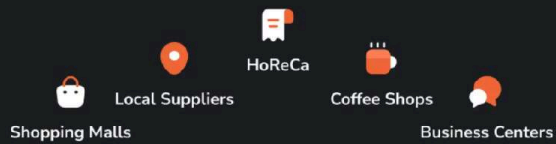


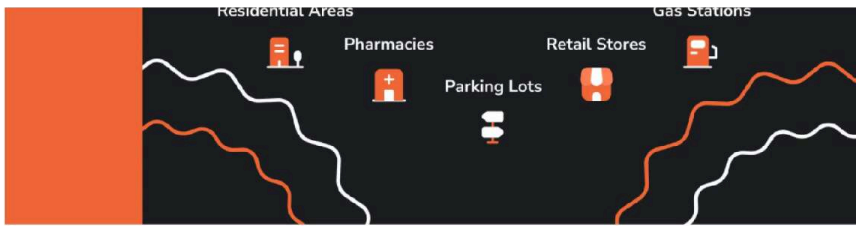
## Income Drivers

- Sell Mileberry Hub to Franchisee for **\$14999**
- Connect to Mileberry network - we charge **35% fee** per parcel loaded
- Revenue streams from **advertising**
- Rent Incomes



## Possibilities





## Points of Trust


- 40+ patents & experience building parcel locker networks
- Green sustainable product powered by PV panels
- fast scaling using franchising model
- strong, experienced R&D team

## Growth Plan

- NY, SF, LA  
**2022**  
Chicago
- Philadelphia  
**\$1M**  
Miami, Seattle, etc.
- \$1M**  
Canada, Mexico  
Latin America

Forward-looking projections are not guaranteed.

## Our Team

**Roman Novozhenov**  
Founder & CEO

As a tech entrepreneur with 15 years in IT, e-commerce, logistics & master of MBA (Hult International Business School, San Francisco) launched 10+ companies with 3 successful exits & \$20+ mln. total valuation.



**Roman Novozhenov**  
Co-founder & CBDO



**Stephanie Peter Omale**  
CMO



**Leo Listovshchik**  
Head of R&D / CTO

**15** People

**120** Years of combined experience