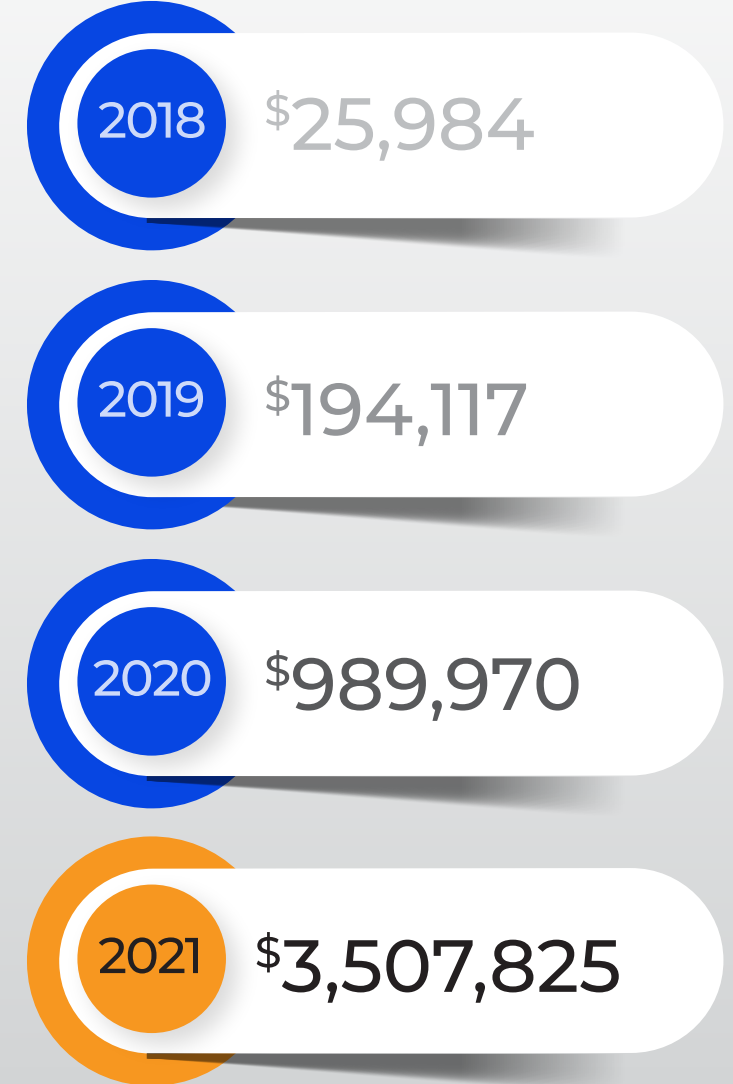
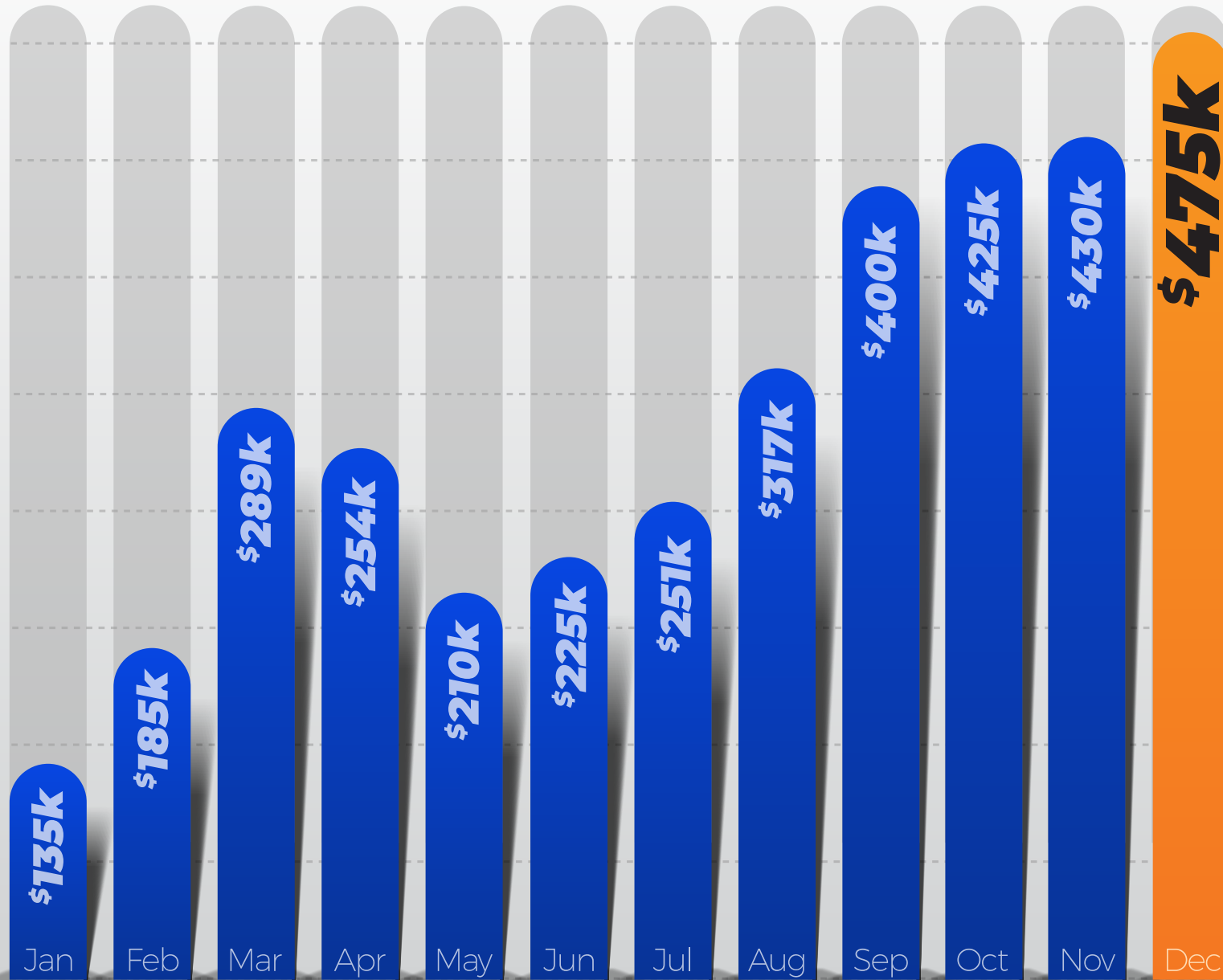




On Demand / Last Mile Delivery

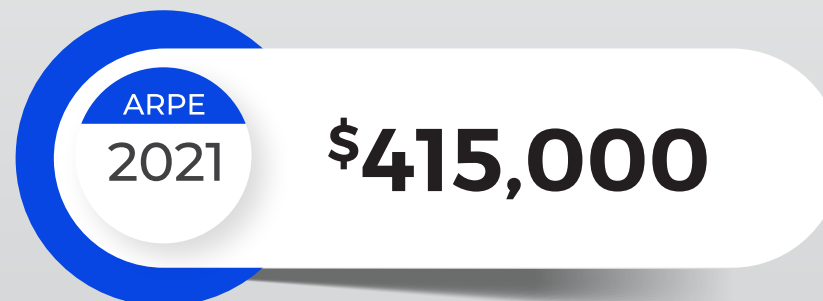
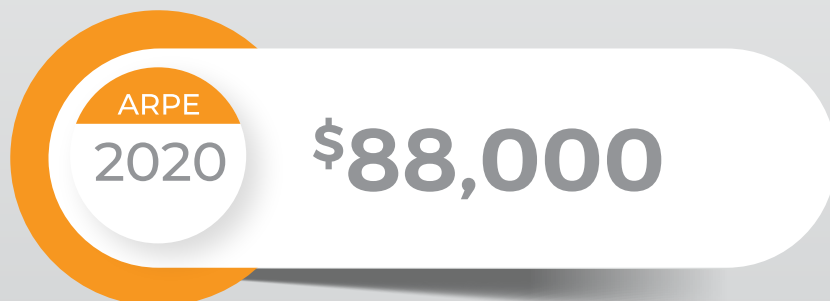
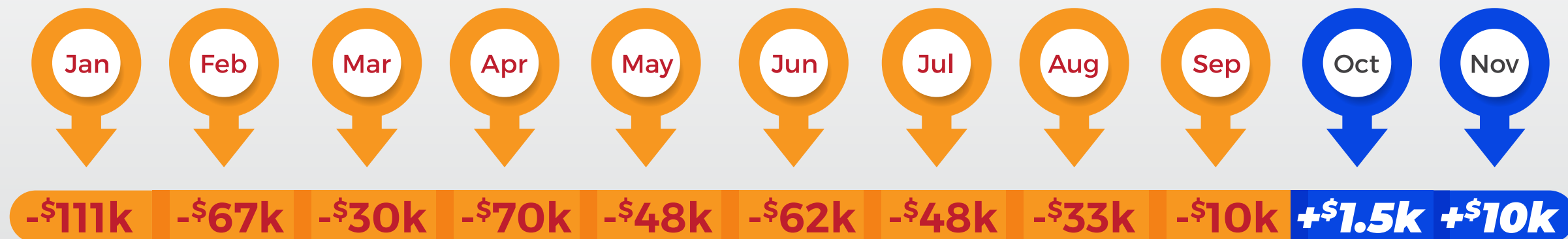




These brands have trusted FRAYT with their deliveries



## 2021



\*ARPE = Annualized revenue per full-time employee



## Last Mile Delivery Market:

**USD 33,799 Million** in 2019

**USD 67,005 Million** by 2026  
(expected)

**CAGR of 10.27%**

-Brand Essence Research





Easy Delivery



Large Item  
Focus



Reliable,  
Timely



Customer  
Centric



Technology  
Driven



Nationwide



**Customers:**

Retailers / Suppliers / Manufacturers,  
Dash, In-store transfers, Multi-stop

CMGR

Since January

Net Revenue

Margin

Retention Rate

Per Month

Match Rate

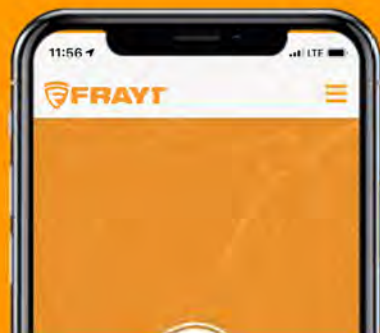
Fulfillment

SLA

On-time Completion

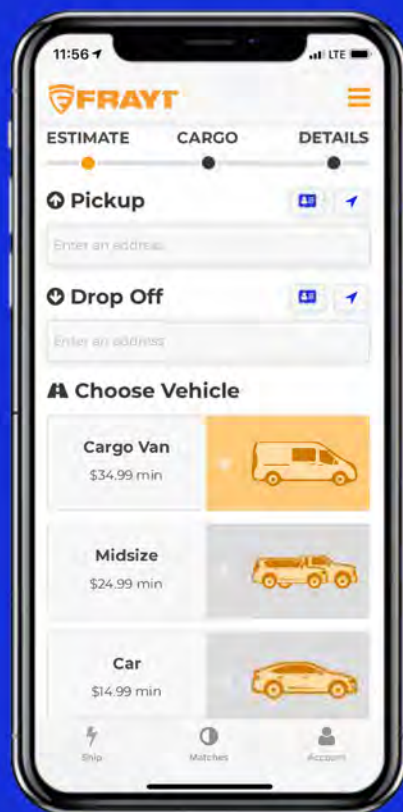
## **Anything delivered**

we'll be there in  
59 minutes or less!



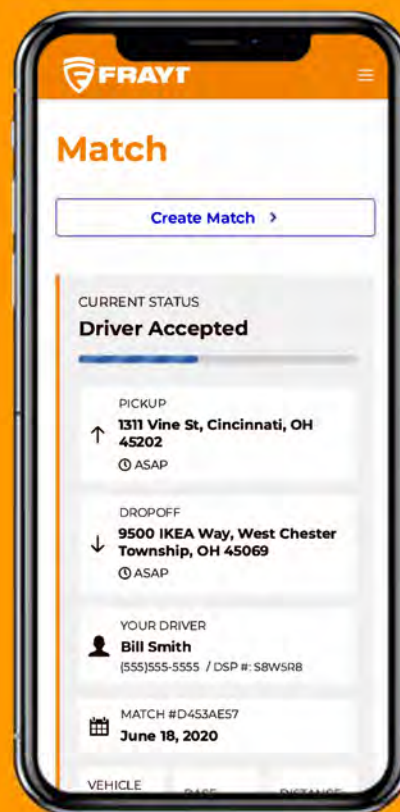
## **Big or Small**

we've got you covered.



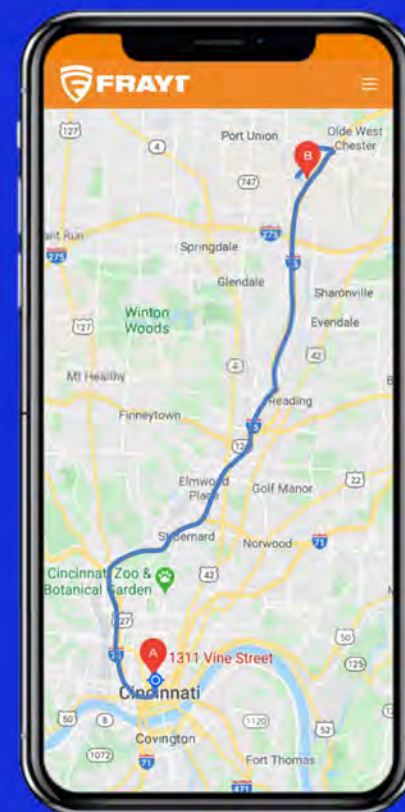
## **Professional Drivers**

at the ready to match  
when you need it.



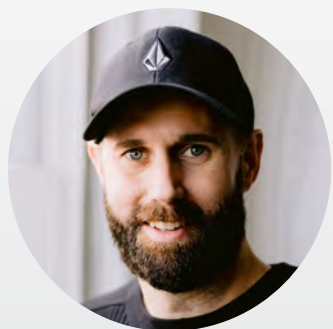
## **Live Tracking**

from pickup to delivered.





## Team Leaders



**Luke, CEO**

10-years in tech,  
Started 3 companies,  
Certified Public Accountant



**Josh, CTO**

15-years of digital creation,  
transportation experienced



**Dave, RSD**

6-years on-demand tech,  
Veteran sales leader,  
\$100k/mo in revenue

## The Advisory



**Clancy Boyer**

Co-Founder | Board Director



**Tim Yarbrough**

Advisor | Board Director



**Velin Tzanov**

Advisor

## The FRAYT Team





We pay drivers  
faster and higher  
than our  
competition

We are focused  
on large vehicles  
such as cargo vans  
and box trucks.

We are a team  
of owners (90%  
granted options)

We build  
unparalleled  
service. *Logistics  
meets Chick-fil-A.*

## Cars/SUVs



Uber CONNECT



## Cargo Vans



## Box Trucks



## Dry Vans/Reefers



B2B

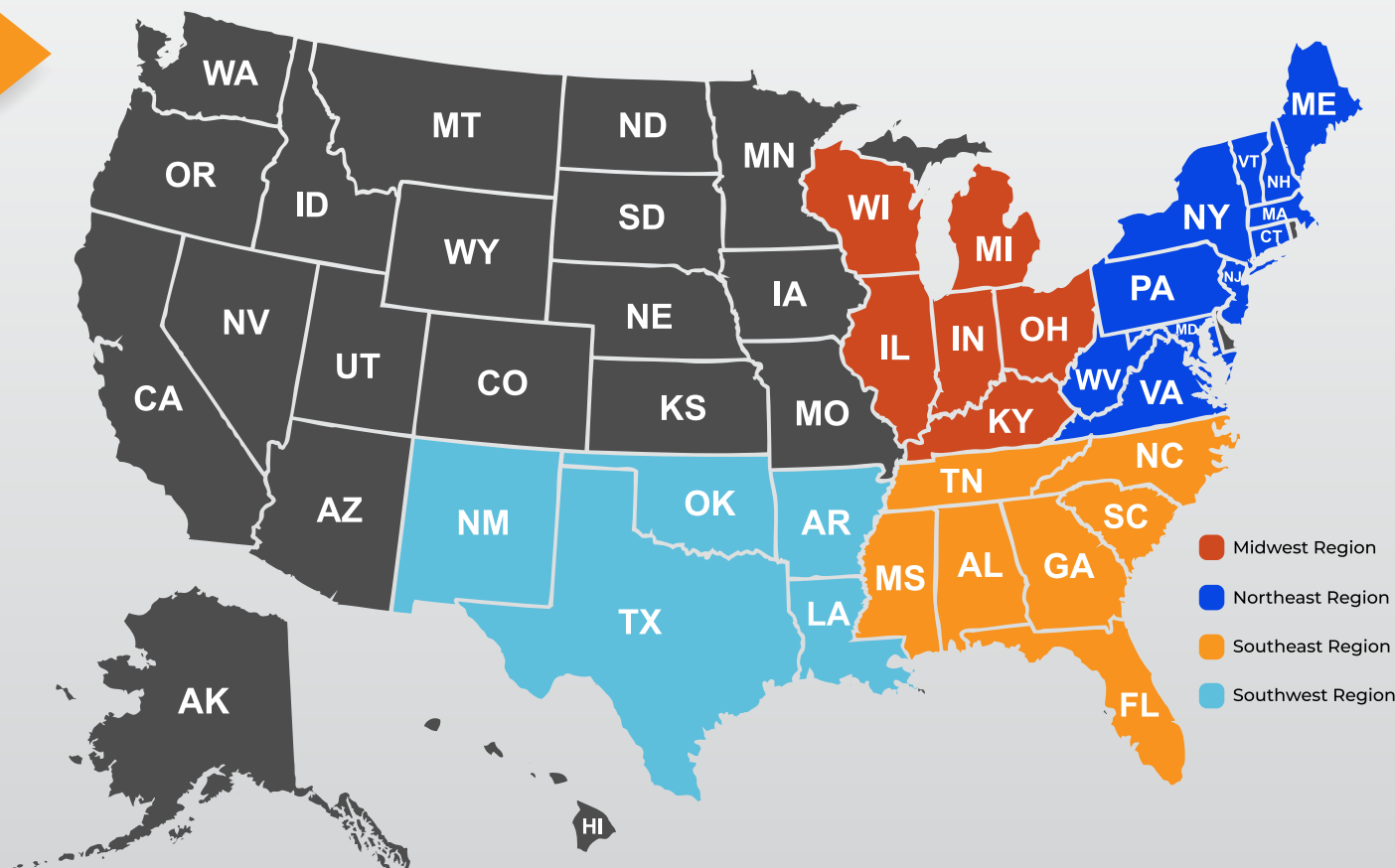
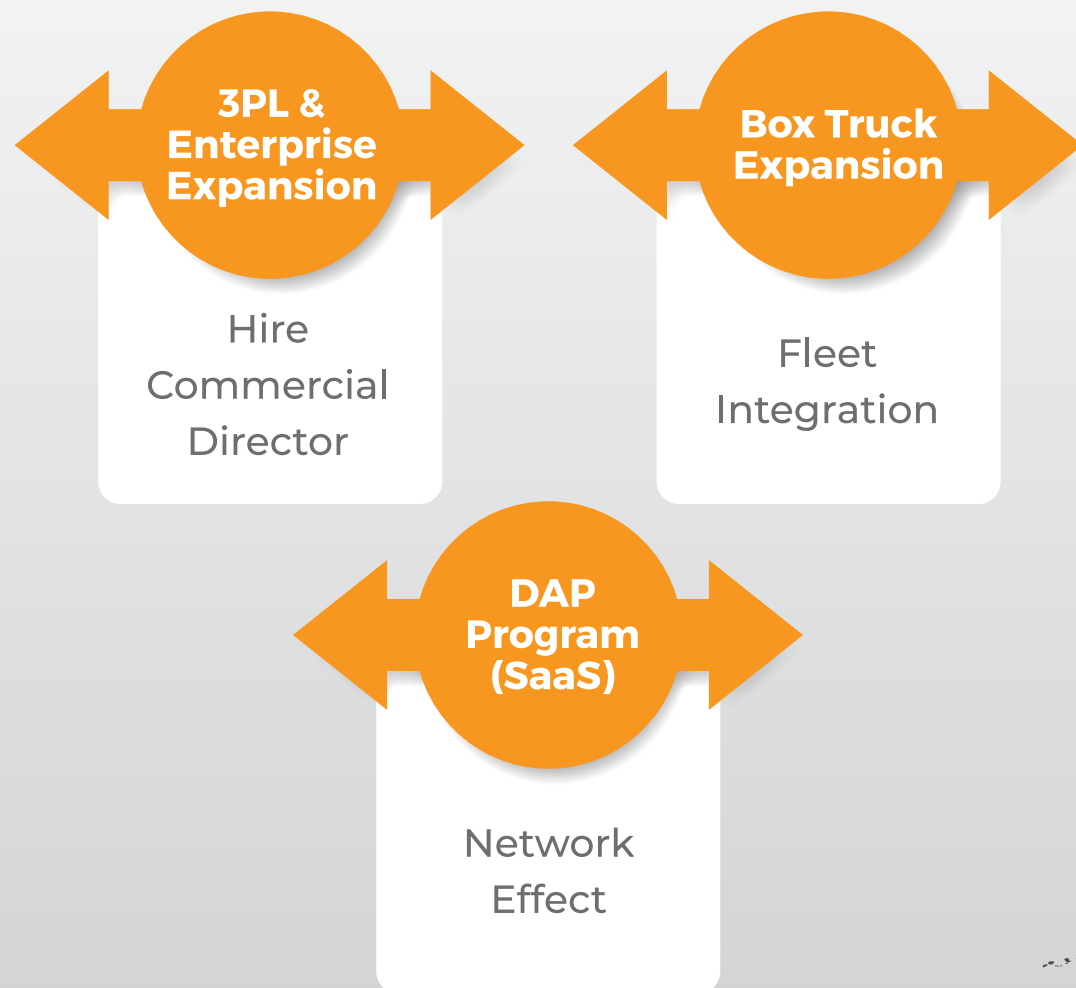
Same  
Hour

Easy

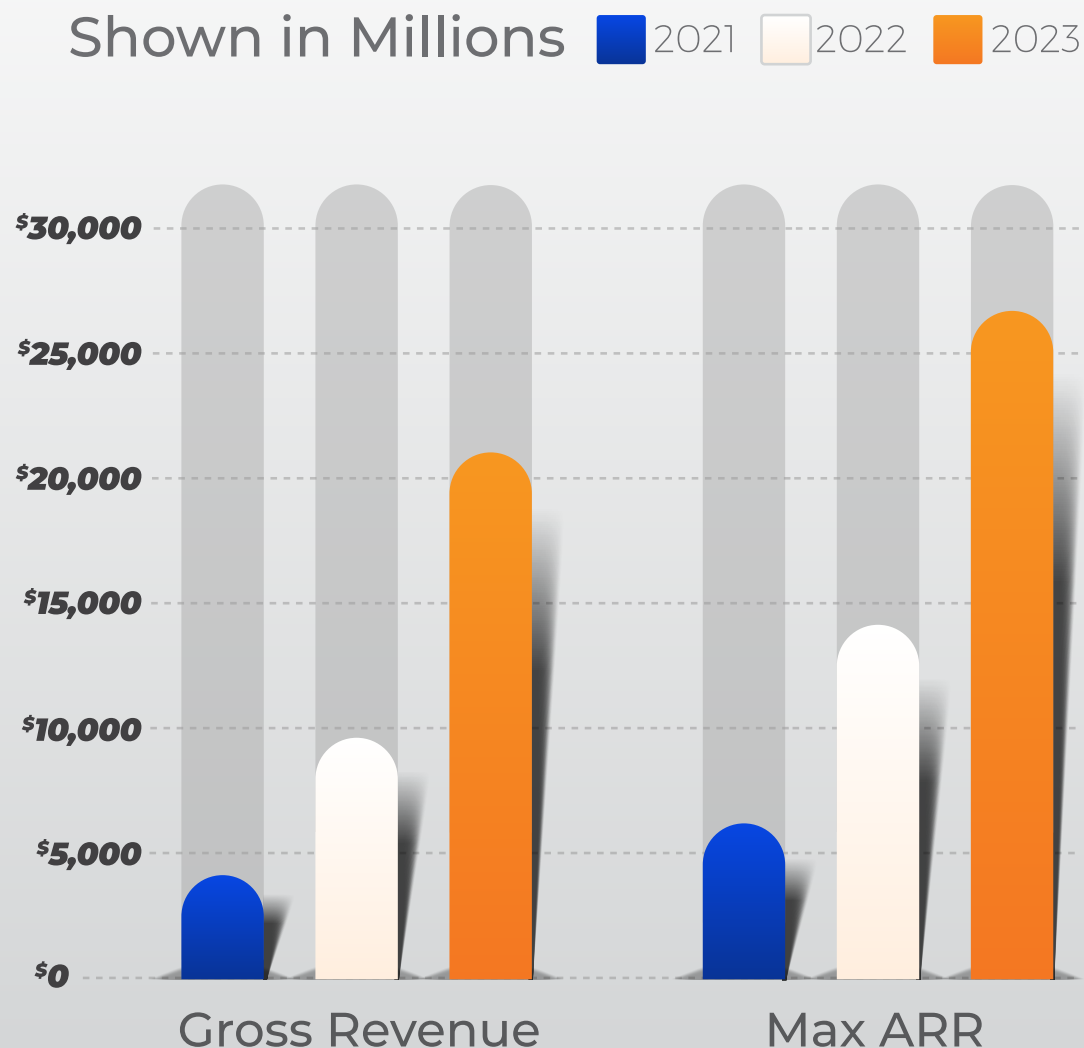


## SATURATE Core Markets

Regional Sales teams focused on core markets with marketing/branding support.



- **\$25M/ARR within two years**
- **Add multi-channel revenue streams**
  - DAP, Advertising, Insurance
- **Expand team**
  - 14 sales reps
  - 8 devs
  - 4 leadership hires
  - 2022 - Growth / Hire / Advertise
  - 2023 - Trim / Margins / EBITDA



## \$6 MILLION Series A

**BY END OF 2023**

- 4x rev growth over 2-years
- 5 key regions / 35 states
- 50 employees
- Multiple revenue streams