



24/10/2019

Deutscher Logistik Kongress

# Musanga Logistics

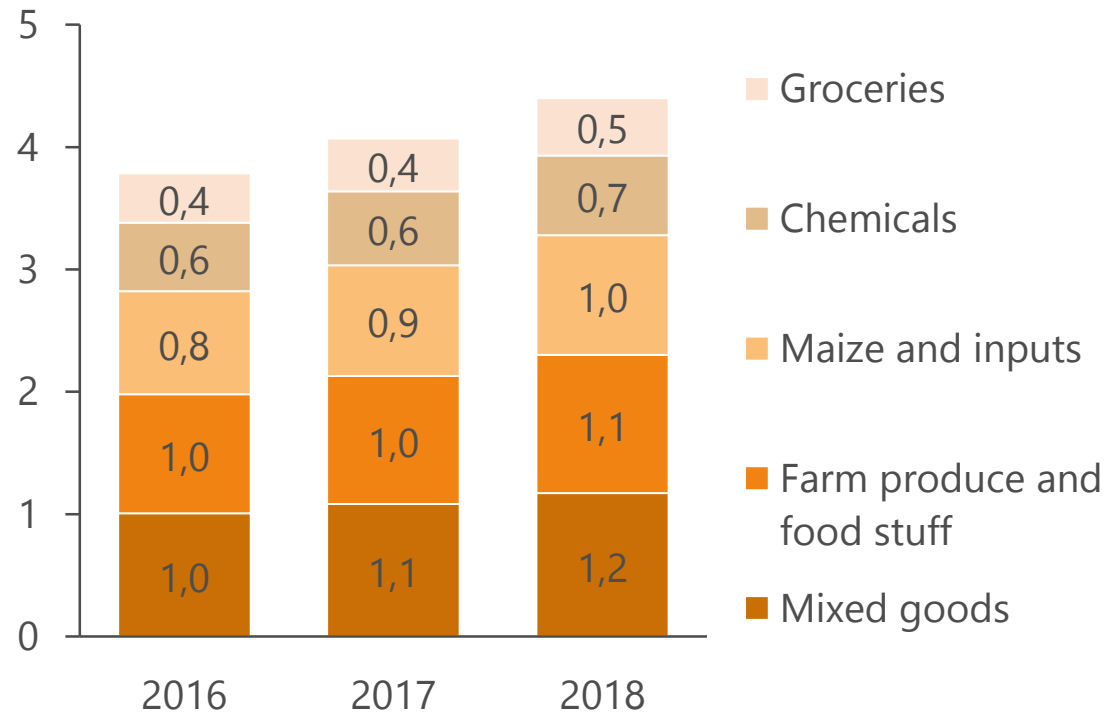
**Increasing African Trade, creating opportunity**

# Our growth will be catalyzed by trade and movement in consumer goods, which presents a ~\$90M market opportunity in Zambia alone

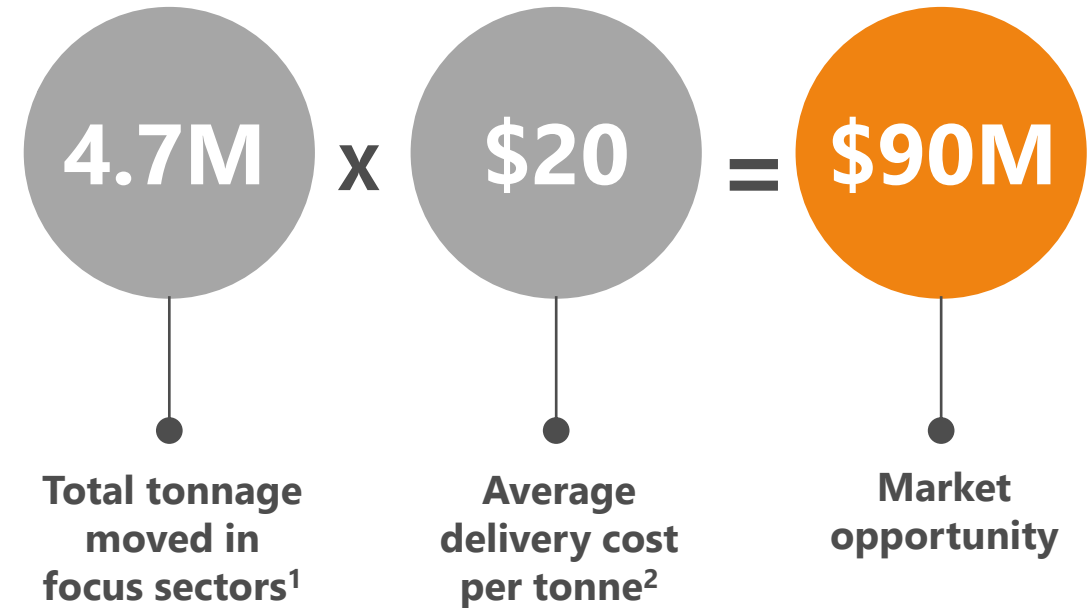
Businesses move over 4 million tons annually...

## Movement of our focus goods in Zambia<sup>1</sup>

Tons, millions



...presenting a \$90 million market for logistics providers



With Zambia making up only 5% of exports and imports in Zambia, the SADC market could potentially be worth ~\$1.8 billion

Note:<sup>1</sup> Goods split extracted based on averages from 2014 weighbridge figures and total imports and exports between 2016 and 2018; <sup>2</sup>Average delivery price based on Musanga's weighted pricing for each truck delivery; Source: "Cargo Statistics at Weighbridges - Zambia Transport Data Portal." Open Data for Africa, February 26, 2016. <http://zambiamtc.opendataforafrica.org/wfyswye/zambia-railways-limited-cargo-statistics-at-weighbridges>. "The Monthly - March 2019." Zambia Statistical Office. Vol. 179. p 29. <https://www.zamstats.gov.zm/index.php/publications>.

# We have seen significant growth, with value of trips increasing 63% between 2018 and 2019 to exceed USD 100K in 2019

## Musanga provides trucking services within Zambia

### Short haul

#### Description

- Intra-city truck delivery services with truck sizes of 3 to 15-ton

**\$54K**

#### Value to customers

- ✓ **On-demand** access to fleet for regular or urgent deliveries
- ✓ **Opportunity to create efficiency** along routes and save money

2019 gross bookings

### Long haul

#### Description

- Intra-city truck delivery services with truck sizes of 3 to 15-ton

**\$76K**

#### Value to customers

- ✓ **Affordable**, lower than market rate deliveries to hard to reach rural areas
- ✓ **Safety through tracking** for high value and volume trips

2019 gross bookings

## We've seen tremendous growth over the past year

	FY2018	FY2019 <sup>1</sup>
Number of haulage deliveries	573	700+
Gross bookings per driver (USD)	\$2,360	\$7,600

**Our deliveries have increased 79% within a year; with our driver partners taking on more trips, operations are becoming more efficient with scale**



Currently, Musanga only fulfills 25% of demand, limited by working capital constraints to finance guaranteed transactions at scale

# Musanga was founded by passionate entrepreneurs with business and finance experience, and joined by a data scientist to develop world class technology

Management	Role at Musanga	Experience
 <p><b>Njavwa Mutambo</b> <i>Chief Executive Officer</i></p>	<ul style="list-style-type: none"> <li>• Strategy development and implementation</li> <li>• Business development for key enterprise accounts</li> <li>• Managing Operations and Sales</li> </ul>	<ul style="list-style-type: none"> <li>• Over 6 years in management, logistics and entrepreneurship</li> <li>• Certification in Global Trade and Logistics from Skyline College, California</li> <li>• Mandela Washington Fellow</li> </ul>
 <p><b>Emmanuel Kwenda</b> <i>Chief Financial Officer</i></p>	<ul style="list-style-type: none"> <li>• Establishing accounting systems and financial controls</li> <li>• Overseeing development of management accounts by Finance Lead</li> <li>• Reporting and projecting growth</li> </ul>	<ul style="list-style-type: none"> <li>• 5 years of accounting, finance and administration from KPMG and Rock Insurance Brokers, Zambia</li> <li>• Association of Chartered Certified Accountants (ACCA)</li> </ul>
 <p><b>Daniel Schmitt</b> <i>Chief Technology Officer</i></p>	<ul style="list-style-type: none"> <li>• Managing two developers for application advancements</li> <li>• Building supply chain reporting capabilities for customers</li> <li>• Developing internal analytics</li> </ul>	<ul style="list-style-type: none"> <li>• Ph.D. Candidate, Data Science at University of Bonn in Germany</li> <li>• MS. Information &amp; Communication Technology/Development</li> </ul>

