

The logo for iBoxen is centered in the image. It consists of the word "iBoxen" in a white, sans-serif font. The letter "i" is lowercase and positioned to the left of the word. The letter "x" is replaced by a red square with a white diagonal line from the top-left to the bottom-right. The entire text is enclosed within a white rectangular border.

iBoxen

STOCKHOLM – NOVEMBER 2023

A small version of the iBoxen logo is visible on the side of a grey mailbox unit on the left side of the image. The logo features the word "iBoxen" in white text on a dark background, with the "x" being a red square with a white diagonal line.

iBoxen

A GAME-CHANGER IN SUSTAINABLE INFRASTRUCTURE FOR EUROPE.



Fiber coming into every building across Europe



Parcels coming into every building across Europe.



iBoxen is an infrastructure company that offers a shared solution for all logistics companies and for the circular economy.



CURRENT LAST MILE SOLUTIONS FAILS TO KEEP UP WITH SUSTAINABLE ECOMMERCE GROWTH - *iBoxen IS SET TO CHANGE THAT*



The opportunity: *Online shopping is easy – iBoxen secure that it is also easy, convenient and safe to receive, collect and return parcels*

- ❑ Green last mile logistic agnostic infrastructure to collect, return and ship parcels which meets the changing consumer needs and behavior
- ❑ Open for all carriers and logistics companies
- ❑ Sustainable solution for first and last mile eCommerce
- ❑ A structural improvement for ecommerce, circular economy, environment and enhanced convenience for the consumers with 24/7 access close to home locations
- ❑ Proven track record of significantly reduced CO₂-emissions, less traffic during peak hours and improved productivity for carriers

On a mission to build a European public infrastructure.....

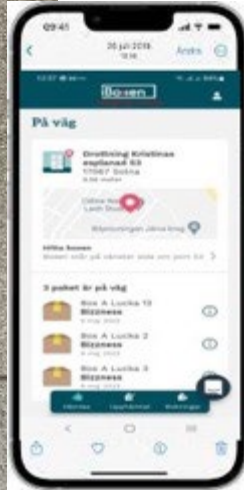
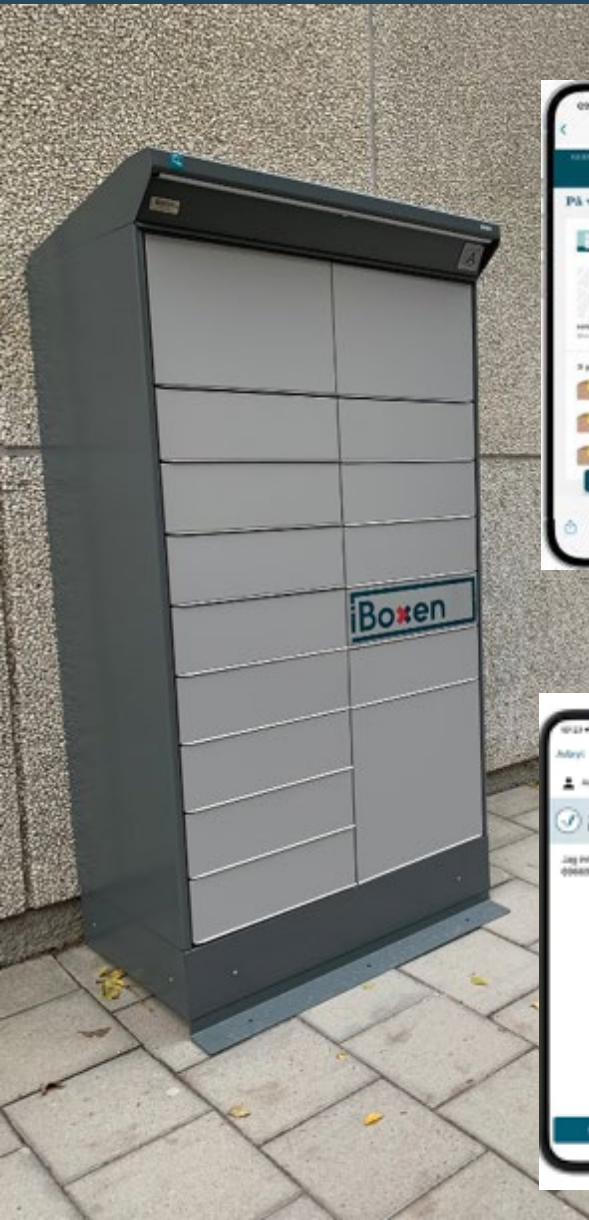
- ❑ iBoxen solution adds value throughout the value chain
 - ✓ Secures that receiving, returning and shipping parcels is convenient and safe for the consumers
 - ✓ For the logistics companies, iBoxen enables sustainable green logistics and high productivity
 - ✓ E-Commerce gain from higher conversion rate with consumer preferred delivery options

- ❑ Start-up in 2021 – two years preparation for scale-up
 - ✓ Deployed extensive network of 1 600 units placed in 80+ municipalities in Sweden
 - ✓ Integrated with ten logistics companies, TA companies, Check-out providers and now actively ready for "take-off" and scale
 - ✓ Invested 150 MSEK in Assets in the Swedish market, Digital Technology Development Platform/APPs, Business processes

.... leveraging the Swedish experience in an international launch

- ❑ Opened Finland as new market in May 2023
 - ✓ In partnership with the second largest carrier
 - ✓ 200 boxes in phase I (test) with very high fill-rates .

- ❑ Strong entry position to other European markets

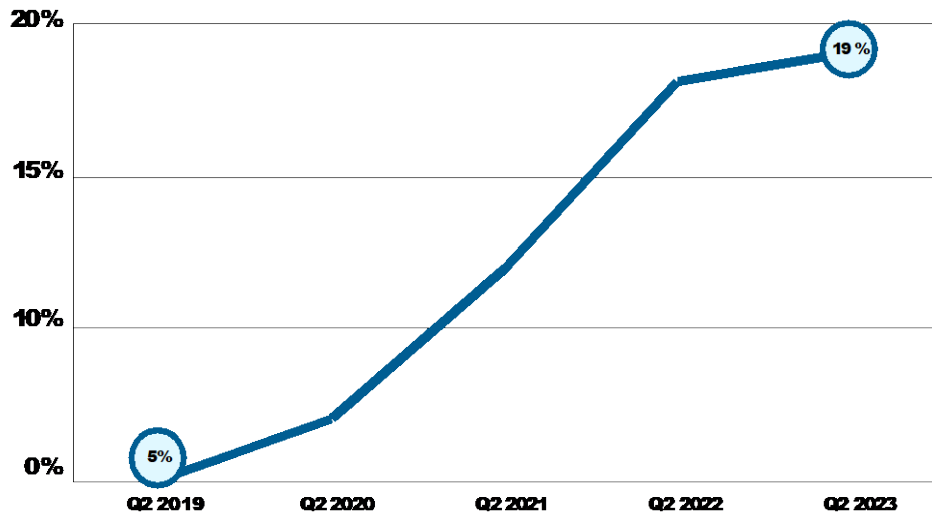


- ❑ iBoxen enables sustainability for ecommerce and the circular economy
 - ✓ Green logistics and increased consumer convenience

- ❑ Key features of iBoxen's solution
 - ✓ Public infrastructure
 - ✓ Close to home and open for all 24/7
 - ✓ Collect, return and ship parcel
 - ✓ Convenient, easy and safe for consumers
 - ✓ Excellent conditions for green logistics and sustainable eCommerce

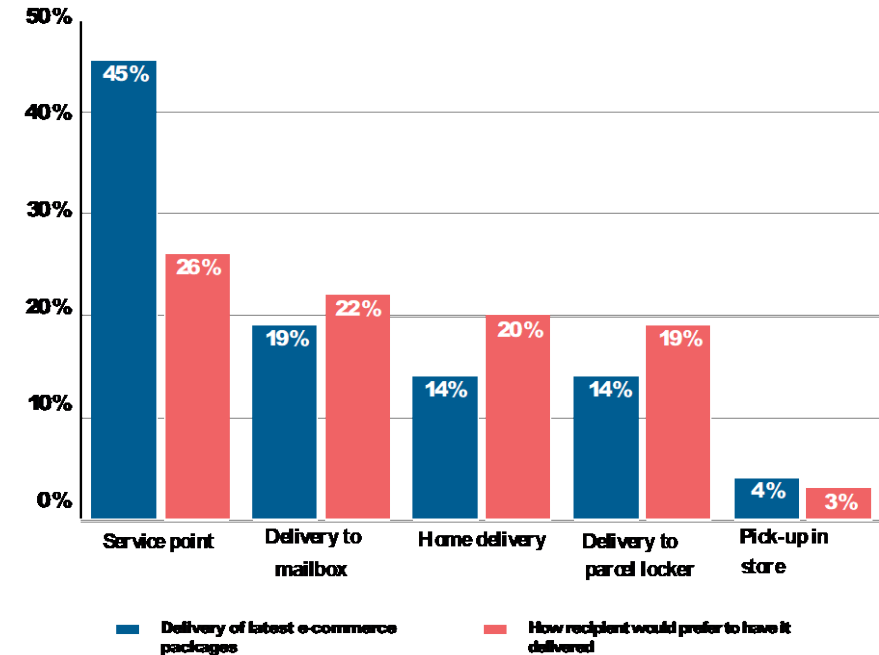
- ❑ The integrated capabilities of iBoxen also enables:
 - ✓ Circular economy platform – significantly higher revenues per parcel vs ecommerce
 - ✓ Additional digital revenue management services, e.g. pay in app for additional days in iBoxen
 - ✓ Service logistics – high revenue per parcel

PARCEL LOCKERS AS THE MOST PREFERABLE DELIVERY ALTERNATIVE



- ❑ Among metropolitan residents the desire to be able to pick up their e-commerce orders from a parcel locker is even higher
- ❑ If the parcel locker is located close to where people live, the percentage is even higher

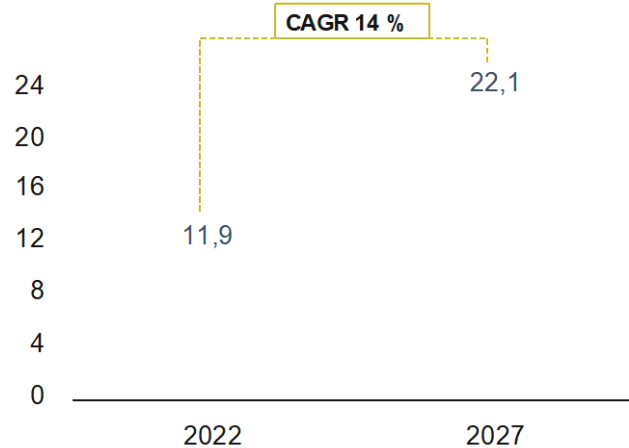
E-COMMERCE PARCEL DELIVERY POINT vs. WHERE CONSUMERS WOULD HAVE PREFERRED TO HAVE IT



- ❑ In Sweden, service point is the most common alternative – parcel lockers are however becoming increasingly common
- ❑ The attractiveness of parcel boxes is increasing among consumers

E-COMMERCE MARKET-SIZE & GROWTH POTENTIAL

In billion EUR



- The Swedish e-Commerce market grew is expected to grow at a CAGR of 14 % until 2027
- Per capita, e-Commerce spending is expected to grow from EUR 1,133 to EUR 2,104 during the same period

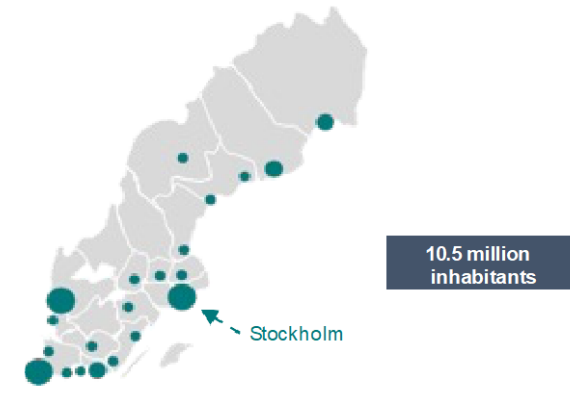
DEMOGRAPHICS & SOCIO-ECONOMIC DATA

Highest density populated cities (2022):

1. Stockholm (3,381/km²)
2. Göteborg (2,703/km²)
3. Malmö (2,017/km²)

Inhabitants per km²

- > 2,000
- 1,000 – 2,000
- 500 – 1,000



Key Figures

The current population density of Sweden is 25.8 inhabitants/km²

The average age of the Swedish population in 2022 was 41.3 years

The urbanization rate in Sweden was 87.9% in 2022

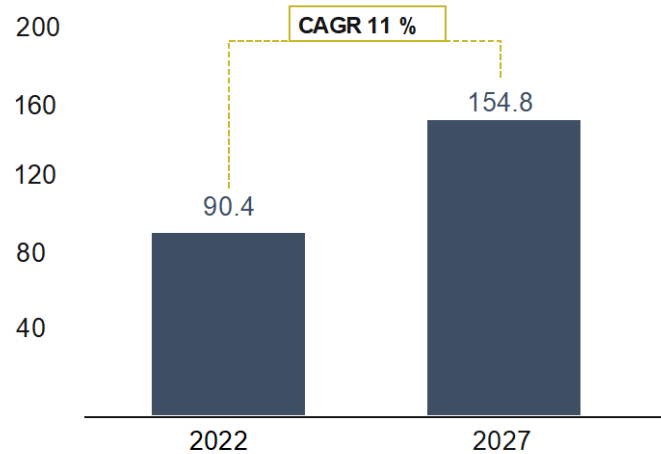
56.5% of the Swedish population is within the 20-64 age group

Socio-Economics

- The GDP of Sweden amounted to EUR 560.7 billion in 2022, while the GDP per capita was EUR 47,922 (10th highest GDP per capita worldwide)
- In 2022, there were 4.9 million private households in Sweden
- In 2022, 62.6% of the Swedish population were home owners

E-COMMERCE MARKET-SIZE & GROWTH POTENTIAL

In billion EUR

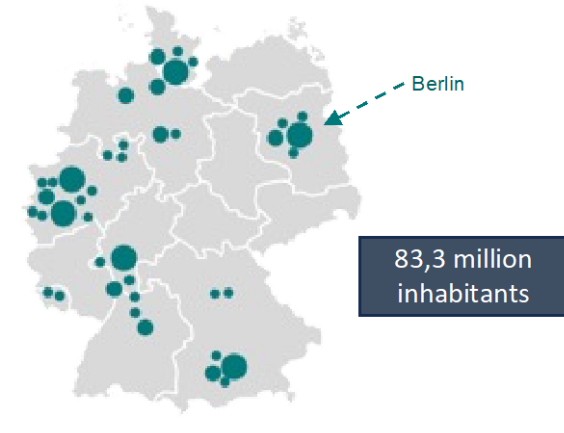


- The German e-Commerce market is expected to grow at a CAGR of 11% until 2027
- Per capita, e-Commerce spending is expected to grow from EUR 1,085 to EUR 1,858

DEMOGRAPHICS & SOCIO-ECONOMIC DATA

Highest density populated cities (2022):

1. Munich (4,002/km²)
2. Berlin (2,905/km²)
3. Frankfurt (2,883/km²)



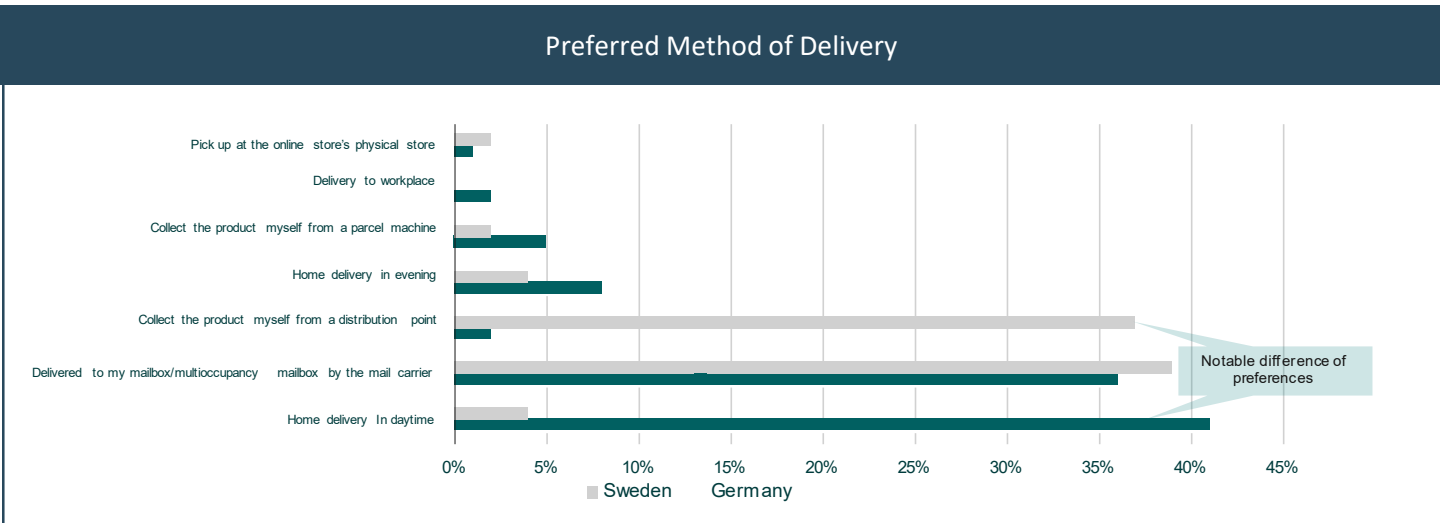
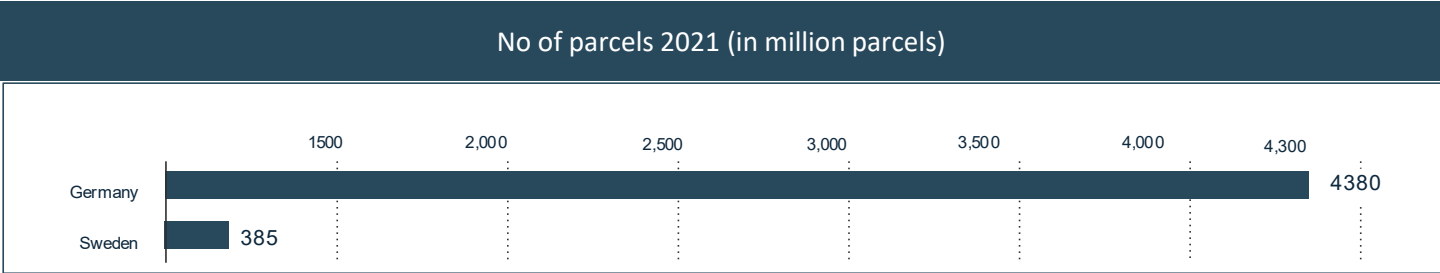
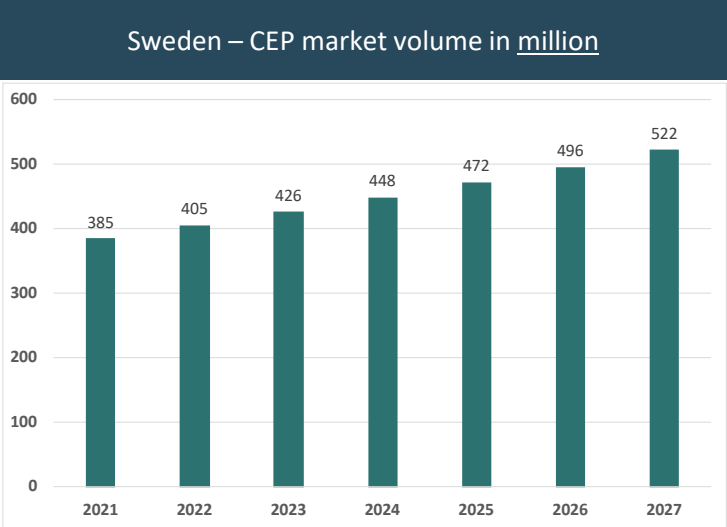
Key Figures

The current population density of Germany is 239 inhabitants/km²	The average age of the German population in 2022 was 45.7 years
The urbanization rate in Germany was 77.4% in 2022	64.3% of the German population is within the 15-64 age group

Socio-Economics

- The GDP of Germany amounted **EUR 3,852 billion** in 2022, while the GDP per capita was **EUR 43,981** (16th highest GDP per capita worldwide)
- In 2022, there were **41.0 million** private households in Germany
- In 2022, **51.4%** of the German population were home owners

SWEDEN vs. GERMANY – 10x IN SIZE, HOME DELIVERY vs SERVICE POINT



Note: CEP; Courier, Express and Parcel

OUR TRACTION AND ROLL-OUT PLAN

What we have achieved so far

- ❑ From start-up to scale up in two years
 - ✓ Process design and technology platform completed and standardized
 - ✓ Integration with seven logistics companies ready for take-off
- ❑ Deployed infrastructure of 1 600 boxes at 1 000 locations across 80+ municipalities
- ❑ High consumer ratings 4.7 (of 5.0) achieved from consumers using iBoxen as a pick-up service
- ❑ More than 140 000 active users/downloaded app
- ❑ Setting iBoxen as an alternative to service points in the check-out is key for easy implementation and volumes
 - ✓ With iBoxen available in the same list as service points, consumer will choose the most convenient alternative
 - ✓ Recent developments with DHL demonstrates the volume potential with this approach
- ❑ Business case based on an estimated market need of around 10 000 lockers for nation-wide coverage



NATIONAL INFRASTRUCTURE

The potential by 2030

- ❑ There are 10.7 million people in Sweden.
- ❑ There are 4.9 million house holds
- ❑ 4.4 million small houses / villas
- ❑ 4.3 million apartments
- ❑ 30 000 apartment buildings
- ❑ On average 143 apartments per complex.

CHALLENGES

- ❑ Complex and time-consuming IT integration
 - ✓ Integration with our customers (logistic companies), intermediate TA- and Check Out-suppliers have been more complicated and time consuming than expected

- ❑ Lengthy sales cycles towards eCommerce merchants
 - ✓ Getting merchants to embrace iBoxen has taken time
 - ✓ iBoxen often need to support the logistics companies in their sales process

- ❑ Access to staging areas from private and municipal real estate owners was an initial challenge
 - ✓ In some cities and municipalities access to suitable areas is still a challenge

- ❑ Regulatory and municipal decision processes can be time consuming and unpredictable

ACHIVEMENTS

- ❑ Deployed 1 600 units of iBoxen across 80+ municipalities
 - ✓ Sufficient coverage in Stockholm, Gothenburg, Malmö and several additional cities of residence
 - ✓ Improve economic fill rate before accelerating further.

- ❑ Integrated with seven logistics companies with volumes set to increase in the coming months

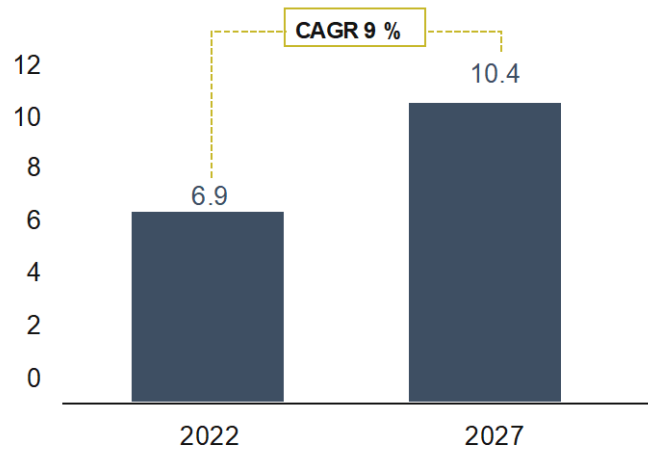


- ❑ LOI or detailed discussions with additional companies



E-COMMERCE MARKET-SIZE & GROWTH POTENTIAL

In billion EUR



- The Finnish e-Commerce market is expected to grow at a CAGR of 9% until 2027
- Per capita, e-Commerce spending grew from EUR1,254 to EUR1,891

DEMOGRAPHICS & SOCIO-ECONOMIC DATA

Highest density populated cities (2022):

1. Helsinki (1,912 / km²)
2. Tampere (1,223 / km²)
3. Oulu (1,009 / km²)
4. Turku (980 / km²)

Inhabitants per km²

- > 2,000
- 1,000 – 2,000
- 500 – 1,000



5,5 million inhabitants

Key Figures

The current population density of Finland is **18.3 inhabitants/km²**

The average age of the Finnish population in 2022 was **40.3 years**

The urbanization rate in Finland was **85.6%** in 2022

53.7% of the Finnish population is within the 20-64 age group

Socio-Economics

- The GDP of Finland amounted to **EUR189.0 billion** in 2022, while the GDP per capita was **EUR 35,213**
- In 2022, there were **2.81 million** private households in Finland
- In 2022, **51.9%** of the Finnish population were home owners

OUR TRACTION AND ROLL-OUT PLAN

What we have achieved so far

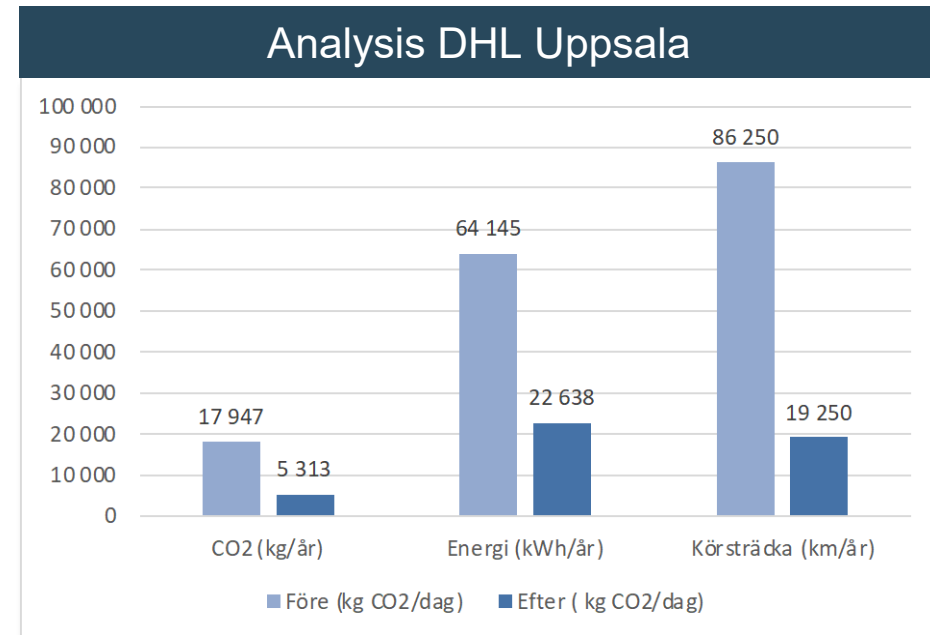
- ❑ Partnership model with Matkahuolto, the second largest carrier in Finland
- ❑ Demand based deployment where iBoxen parcel lockers is part of Matkahuolto's service point network
 - ✓ Facilitates easy integration and rapid consumer uptake resulting in high fill rates upon deployment
- ❑ Operation started in May 2023 (phase I – test phase until Oct).
 - ✓ Pilots in Helsinki, Tampere and Turku with 30% initial fill rate
 - ✓ Currently 140 lockers in 11 municipalities with a 43% average fill rate
 - ✓ 200+ lockers expected before year-end
- ❑ Scale up and roll-out planned for 2024
 - ✓ 700 additional lockers in several larger cities
 - ✓ Introduction of 27-door lockers to increase capacity
 - ✓ Bring on additional logistics companies to iBoxen's agnostic network
- ❑ Business case based on an estimated market need of around 5 000 lockers for nation-wide coverage



CASE STUDY – iBoxen A SUSTAINABLE SOLUTION FOR FIRST AND LAST MILE ECOMMERCE



- ❑ Create conditions for consumer behavioral change with no need to drive or commute to pick-up parcel
 - ✓ Reduces the number of cars on the road to pick up from service points
- ❑ The iBoxen is available 24/7 which will allow for late evening, night and early morning deliveries
 - ✓ Enables reduced number of delivery trucks during daytime, higher productivity and enhanced conditions for electrification
- ❑ The logistics company can reduce the number of delivery stops for residential areas
- ❑ Sustainable eCommerce logistics with reduced CO₂-emissions and energy consumptions in all steps



iBoxen deployed in Finland (May2023) shows that the operators have an average of 13 parcels per stop after 8 weeks of operation- now 18. One operator in Stockholm reports 7 times higher productivity per hour with iBoxen deliveries (dedicated routes). UPS / Fedex in NY report the same benefits (please see web page below).



Quantitative :

- 10 sec to place a parcel in locker.
- 7 to 8 times higher productivity per hour.
- Curb side is reduced by plus 30% and less stops.



iBoxen close to home improves profitability for logistics companies when adjusting asset deployed. Less assets improves sustainability and key to green logistics transformation. Additional benefits with electrical cars and nigh deliveries when no traffic.

<https://www-nbcnewyork-com.cdn.ampproject.org/c/s/www.nbcnewyork.com/news/local/nyc-deploying-package-lockers-to-combat-theft-cut-down-on-delivery-truck-trips/4469575/?amp=1>

<https://www.weforum.org/reports/the-future-of-the-last-mile-ecosystem/>





Boxen

JOIN THE FUTURE!