

# ShipMate

Efficient shipping, effortless tracking



# What is ShipMate

## Small-Medium Cargo



## Massive Cargo

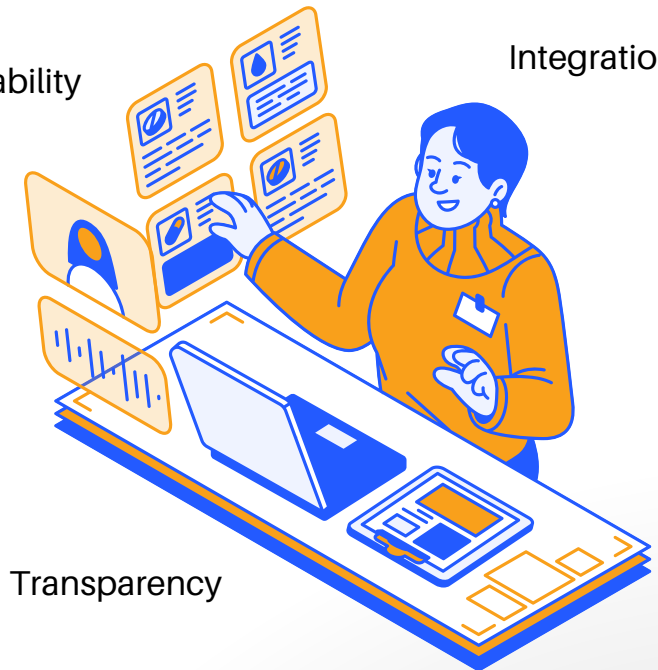


and many other  
small/medium cargo  
logistics enterprises

## Integrated into ShipMate

Trackability

Integration



Transparency



# UMKM contributed to 57% of Indonesia's GDP

Sources: Kemenkopukm

# Problems faced by UMKM in 2021

**20.01%**

UMKM stated that they faced issues on **logistics** and **raw materials supply**

**69%** UMKM cited **transportation costs** as a significant challenge

**only 5%** of Indonesian companies have real-time visibility and tracking capabilities for their **supply chain**

**72%** of UMKMs in Indonesia have **fewer than five employees**

# Understanding the Problem

## Situation

Many UMKM are struggling with their supply chain and logistical operation

## Complication

Pricey logistic

No access to logistic/supply chain partner

No real-time **visibility** and **tracking** capabilities of supply-chain for most UMKMs

## Question

How can we help UMKMs get access to many supply-chain and logistic companies while still proposing **transparency** and **affordability**?

## Answer

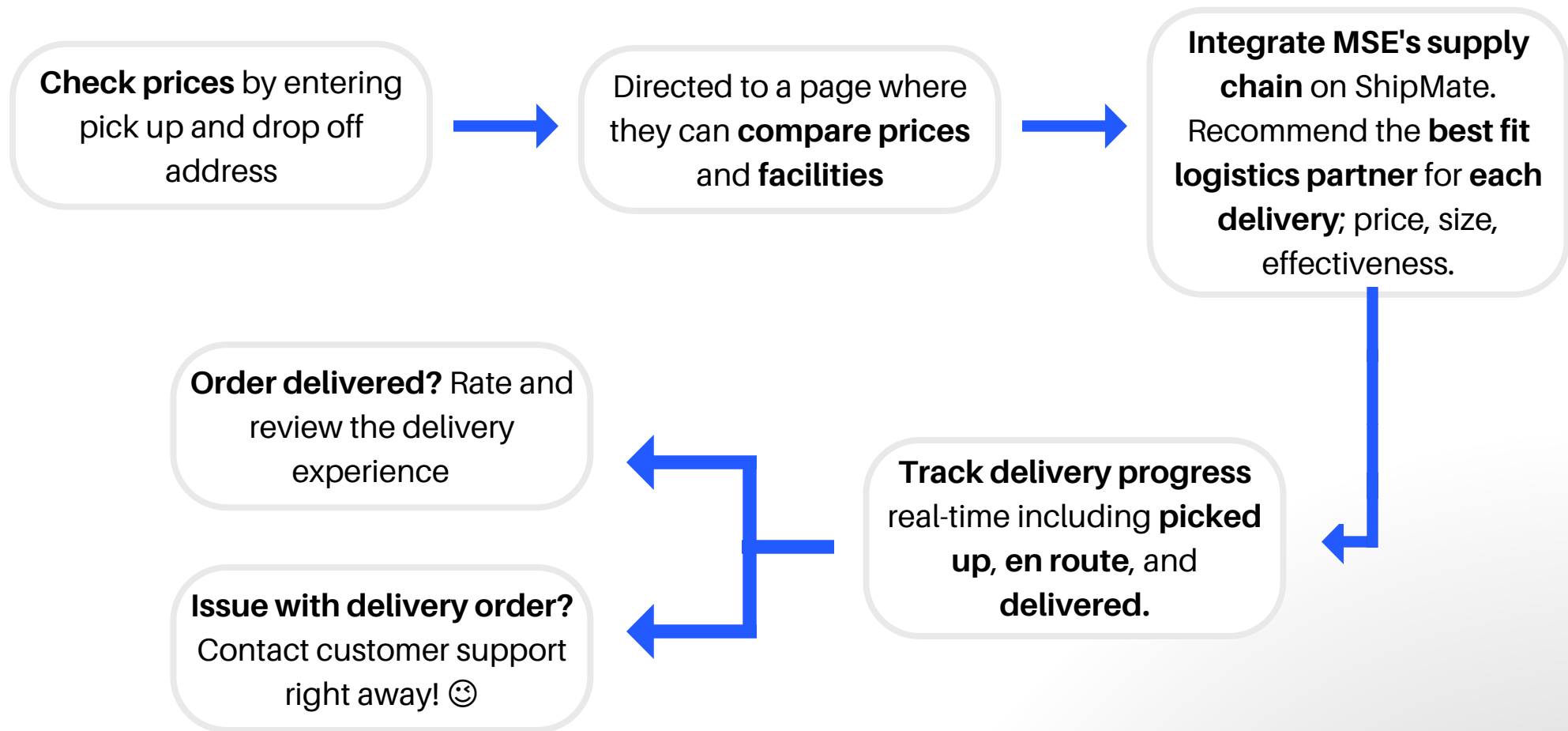
A **marketplace** for UMKMs to connect and use services from supply-chain and logistic companies across Indonesia



# What can we do?

We can start by **providing SMEs with better options in logistic supply**, creating a pool where logistic services can compete equally and SMEs can have plenty options

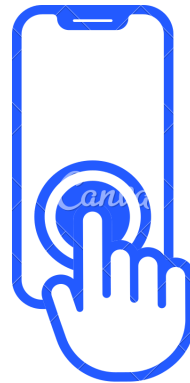
# Customer Journey



# How ShipMate Helps



SMEs will be able to compare **fixed prices** between companies without any additional fees along the way



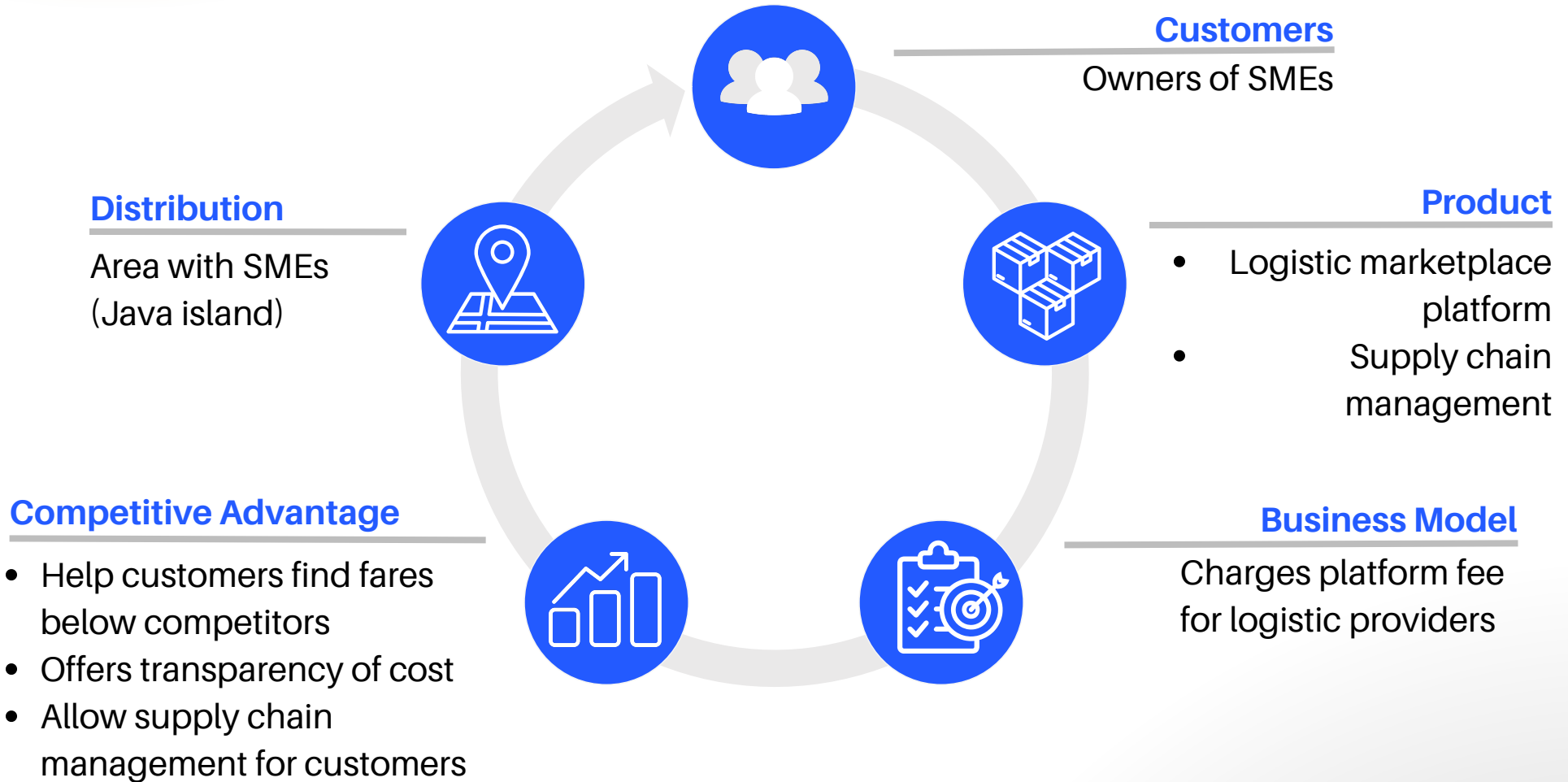
SMEs can set up shippings and deals with supply-chain companies **effortlessly**



SMEs can **track** all their shipping and supply conveniently through our platform



# Our go-to-market



# What we want to achieve

## GOALS

01

### Helping SMEs grow

Which later could provide better jobs and higher employment rate.



02

### Providing transparent service

Helping small and emerging businesses to develop continuously.



03

### Streamlined courier for SMEs

To prioritize their core business while ensuring effective delivery.



Creating **new job opportunities**

Lower **operation cost** for SME

Promote **entrepreneurship** and **small business growth**

## IMPACTS