

LAST MILE DELIVERY

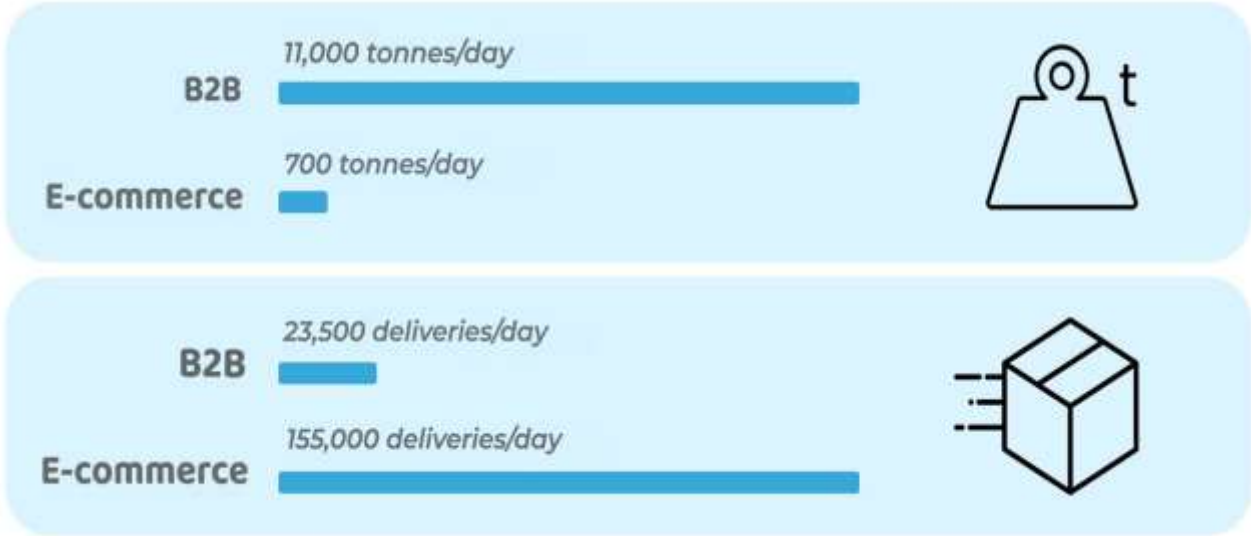


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LAST MILE DELIVERY

Testing Ecommerce Cargo-bike Deliveries In Milan

In **Milan** e-commerce accounts for just **6%** of total logistics volume by weight, but **87%** of total deliveries, with around **155,000** e-commerce deliveries per day



Source: AMAT data City of Milan

Testing Ecommerce Cargo-bike Deliveries In Milan

Milan's 2023 pilot with DHL tested a micro-hub serving a **3 km²** area. Results from the C4O pilot showed a **23% improvement** in average delivery time when vans were replaced by cargo bikes, as long as the delivery radius remained limited

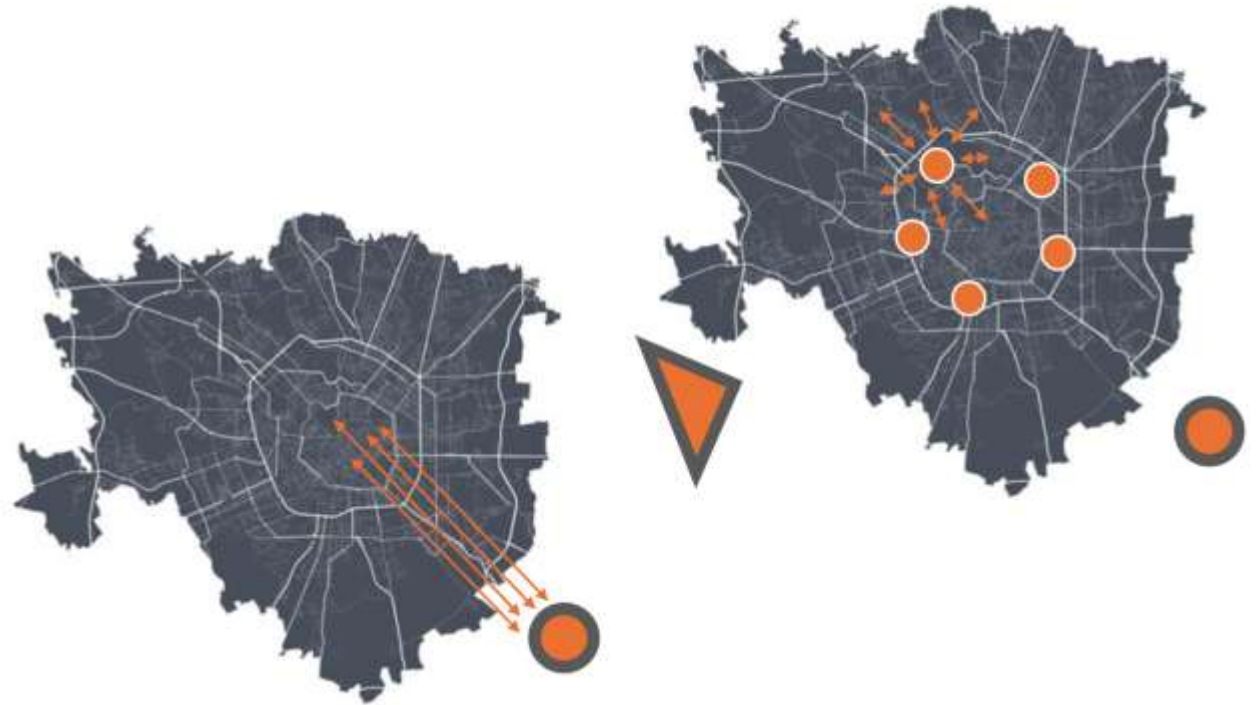
KPI	TRUCK	CARGO BIKE	DECREASE (%)
Time/parcel	5,5 min	4,2 min	-23%
Cost/parcel	2,35 €	1,4 €	-40%
Emission CO ₂ /parcel	67 gCO ₂ eq	6 gCO ₂ eq	-92%
Emission PM ₁₀	9,5 mg	0,7 mg	-92%
Emission PM _{2,5} /parcel	5 mg	0,38 mg	-92%
Emission NO _x /parcel	323 mg	24 mg	-92%

Source: AMAT data City of Milan

LAST MILE DELIVERY

Weelo's challenge: make last mile delivery sustainable without increasing the cost for operators

- **40% potential saving** through cargo bikes **IF** the distance is short
- To keep distance short (2,5km) need a **network of sorting points** (Micro Hubs)
- If the saving is worth 40% and the micro hub fee to operators is half of it, still **operators will save 20%**
- **Everybody wins:** the city, the operators and the micro hub providers



LAST MILE DELIVERY

We Have Built And Installed 100+ Bike Parks Across Italy

Based on Weelo's existing range of bike-park products, we have developed **3 solutions of Micro Hubs**



Weelo HUB ›



Weelo FIT ›



Weelo IN ›

WEELO MICRO HUBS: 3 DIFFERENT SOLUTIONS

1. Outdoor Hybrid Micro Hub & Bike Park



Weelo FIT ›

- Independent modular boxes for multi-operator use
- Each box fits one operator's soft containers for unmanned, error-free sorting
- Compact 140 cm height for easy integration into public space
- Modular layout with flexible sizing
- Space allocation can be adjusted over time
- Combining micro-hub services with bike parking improves public acceptance

WEELO MICRO HUBS: 3 DIFFERENT SOLUTIONS

2. Indoor Micro Hub & Bike Park



Weelo HUB ›

- A Weelo Fit inside a Weelo Hub
- Loading and unloading in a protected environment
- Double layer of security
- Room for parking and charging also large 4-wheel cargo bikes
- Layout can be adjusted over time to the actual needs (mix of bike parks vs micro hub)

WEELO MICRO HUBS: 3 DIFFERENT SOLUTIONS

3. Indoor Micro Hub & Bike Park Within Existing Space



Weelo IN ›

- Same concept as the previous product BUT created within an existing space (existing bike station or a commercial space).

WEELO MICRO HUBS: 3 DIFFERENT SOLUTIONS

Common Features

- **Smart Lock.** Opening and closing are via Weelo app (or integrated within TMS of courier)
- **Connected.** Refills, traceability, real-time monitoring, multi-operator flows
- **Agnostic.** Both in terms of hardware (each courier books its own boxes) and software (it integrates with all the Couriers through Gel Proximity platform).
- **Easy and unmanned.** Big vans will supply individual boxes, one per lastmiler. Unmanned and mistake free decoupling.
- **Modular.** Different solutions, indoor-outdoor with multiple sizes.
- **Energy Island.** It can be plug and play and self powered.
- **Safety.** Designed according to main couriers safety spec.
- **Aesthetics matters.** It has been approved by severe public authorities.
- **Multi purpose.** It can be hybrid parcel and bikes hubs. Also providing parking and charging for cargo bikes.