

DIGITAL TECH FUND

CONFÉRENCE DE PRESSE DU 10 JUILLET 2017



LE GOUVERNEMENT
DU GRAND-DUCHÉ DE LUXEMBOURG
Ministère de l'Économie

arendt
arendt & medernach



high capital



proximus

SES[^]
your satellite company



travel

for that moment.

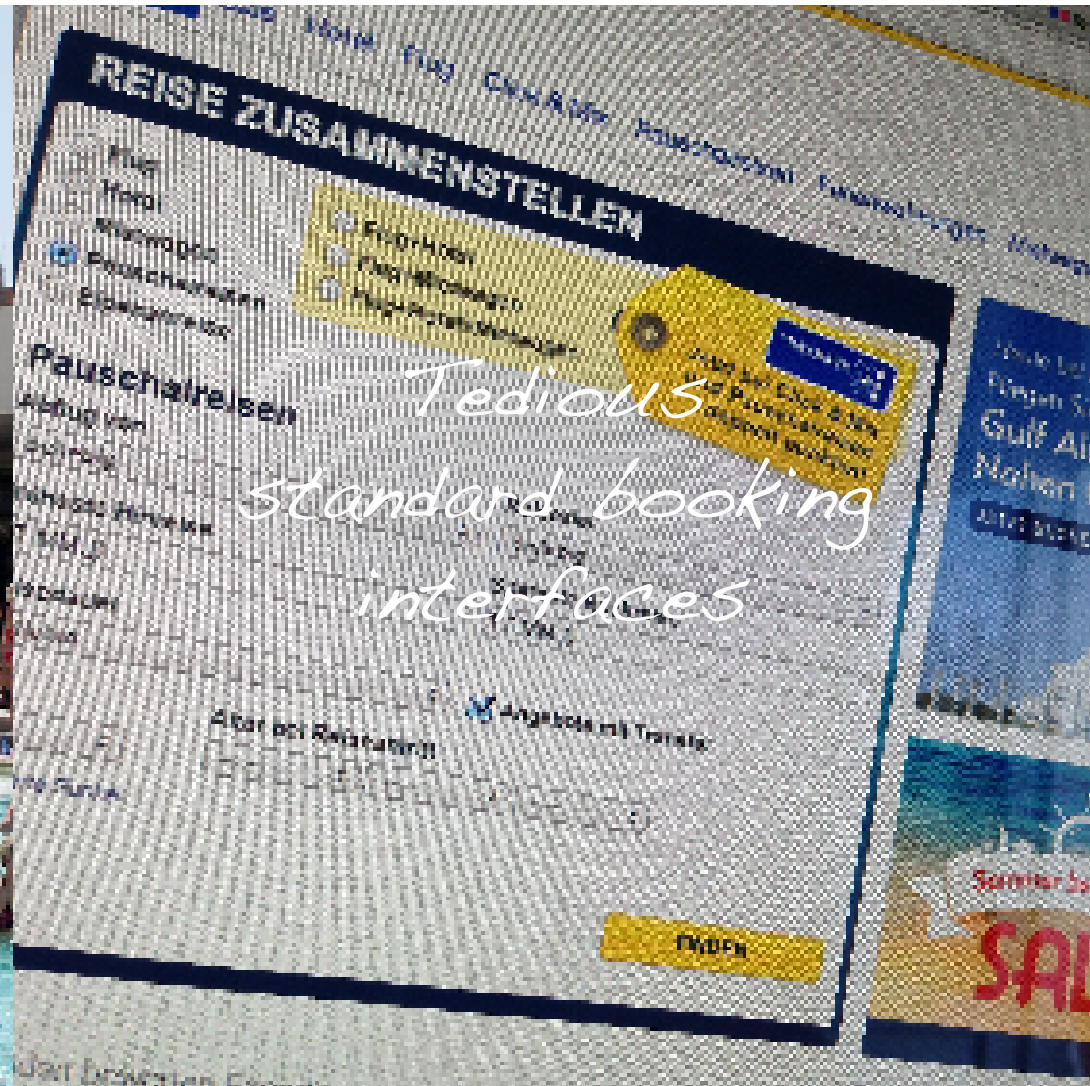


Online Leisure Travel Today:

itravel



Crowded
standard hotels



Tedious
standard booking
interfaces

Online Leisure Travel Booking Reinvented!

travel

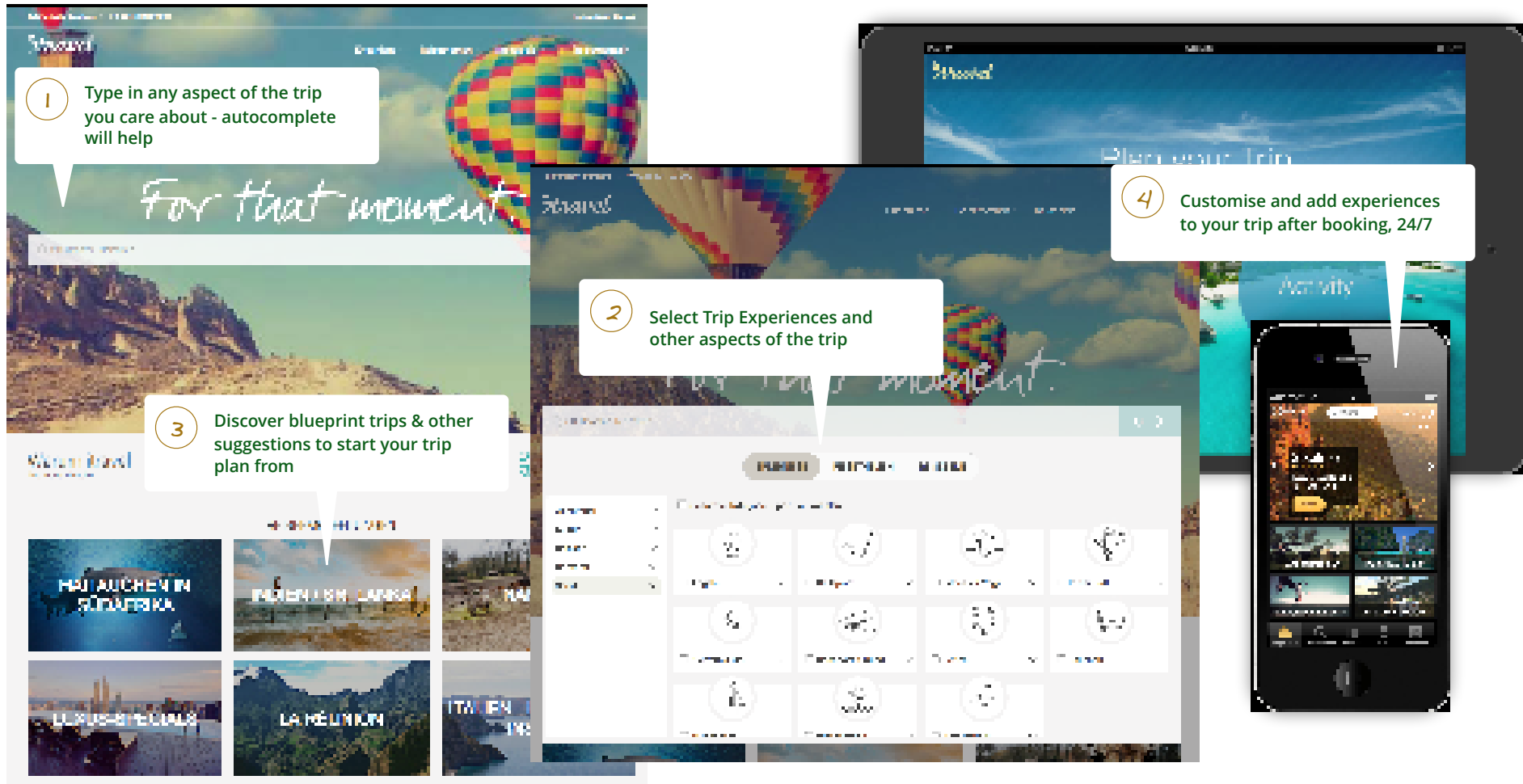


*Planning & booking
should be easy
and fun*



*Unique experiences
on your trip*

Best-in-class user interfaces - simple, easy, intuitive



itravel



#1 Digital Individual!
Tour Operator

- " Individual Trip Experiences
- " Digital Assistance by Chat
- " Social Travel Stories

www.itravel.de

local sites in French, english to be launched soon

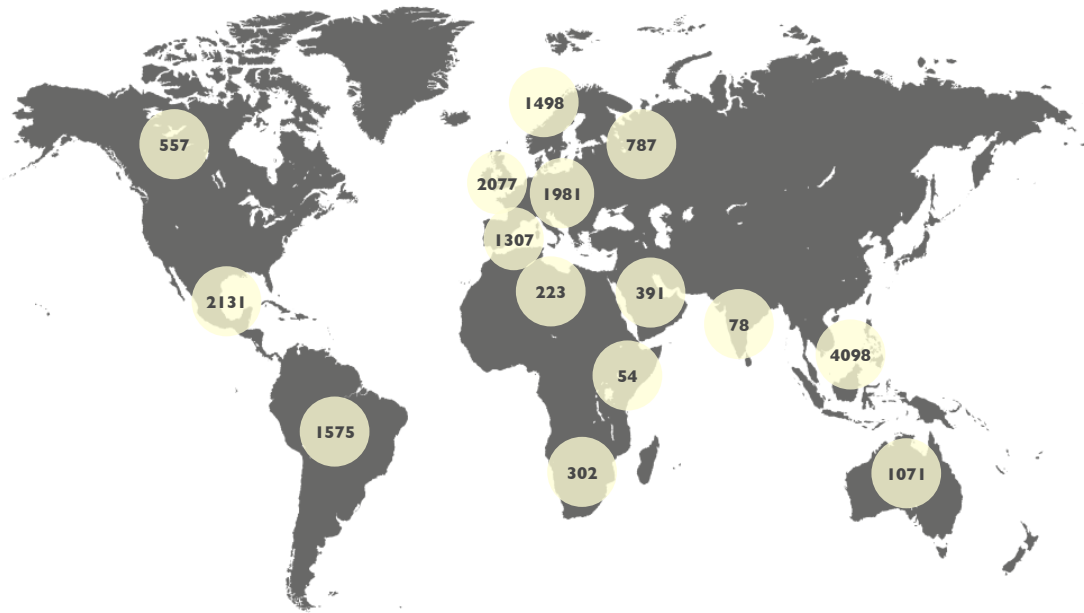


Wide range of trip experiences - sourced locally

5x

growth of inventory in 6 months!

4,600+ experiences in 64 destinations!

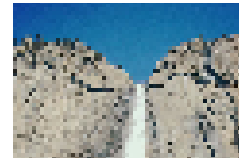


Action

Adventure

Relax

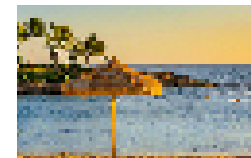
Culture



Hike up mountains



Visit remote islands



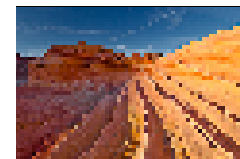
Chill on the beach



Visit historic places



Watch animals



Exciting round trips



Kid's Programs



Enjoy music & arts



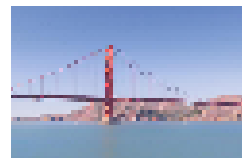
Feel the waves



Meet locals



Spa & Mindfulness



Feel the city vibe

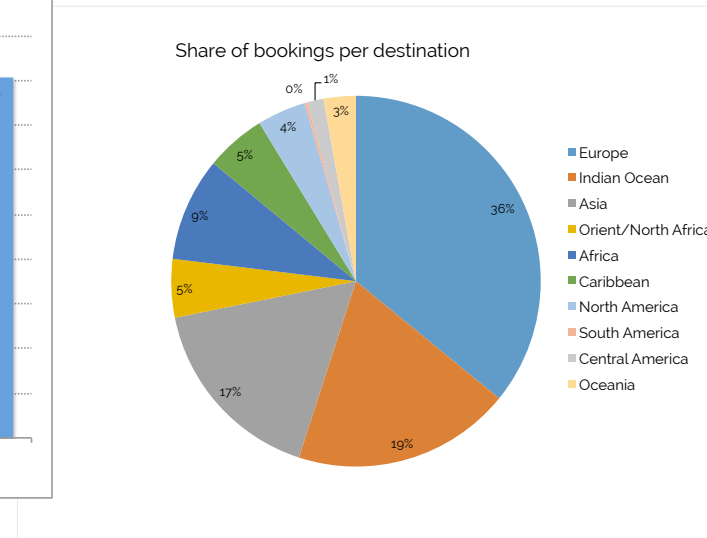
...and many more...



Business model:

Digital Individual Tour Operator

- Direct Access to local tours at net rates
- Direct sales through chat, social and mobile
- High Retention of customers starts in inspiration phase





itravel to Luxembourg.

Luxembourg is the perfect Headquarter for our Strategy!

We are a European Brand!

- In a fragmented market dominated by SME, it is core to itravel's Brand Mission to be perceived as transcending local outgoing markets to become an international service brand with a European flavour.

Human Talent: highly qualified, Multilingual Workforce

- itravel needs to rely on a strong service and product development staff that is versatile in French, German, English, Spanish and Portuguese.
- We have a very good track record in attracting local IT talent away from highly competitive tech labour markets such as Berlin

Technology Infrastructure

- Direct Hosting at Luxembourgs Internet Backbone Access and trustworthiness as a Data Hub
- Research opportunities at nearby universities and a research friendly public climate

Great Partners with strong Value - Add

- Digital Tech Fund as an equity partner, BIL as our house bank
- FutureLab, Innohub, LuxInnovation, and House of Entrepreneurship provide very valuable services at all stages

Our Roadmap and Goals

	First Steps 2017/18	Target
Achievement	<ul style="list-style-type: none"> • Established legal entity • secured Funding from Digital Tech Fund • established Banking relationship • Go to Market Strategy defined with Advisors • hiring our first employee 	<ul style="list-style-type: none"> • Operate in 10 European Countries from Luxembourg (Benelux, DACH, France, Spain, Italy, Portugal)
Headcount	8 - 10 Employees in the next 12 months	75 Employees in Luxembourg, 150 Total Staff
Investment	500.000 EUR raised	2,5 Mil. EUR Capital Investment in Luxembourg (Technology & Operations)

A scenic coastal landscape featuring rolling green hills on the left, a deep blue ocean in the center, and three people standing on a rocky outcrop in the foreground. The sky is clear and blue. The text "for that moment." is written in a cursive font in the center, and the "travel" logo is in the top right corner.

travel

for that moment.



RECS

Responsive
ECommerce
Shipping

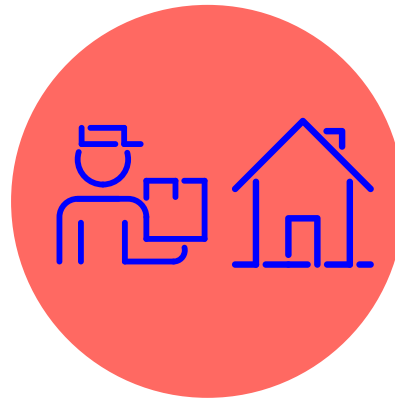
Powered by **Nektaria**

What is the problem?

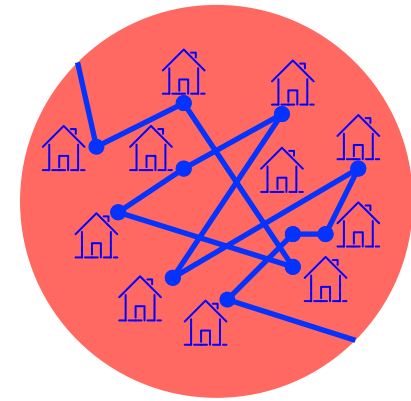
E-commerce grows double-digit, *but...*



21%-60%
Cart
abandonment ⁽¹⁾



20%-35%
Failed
deliveries ⁽²⁾



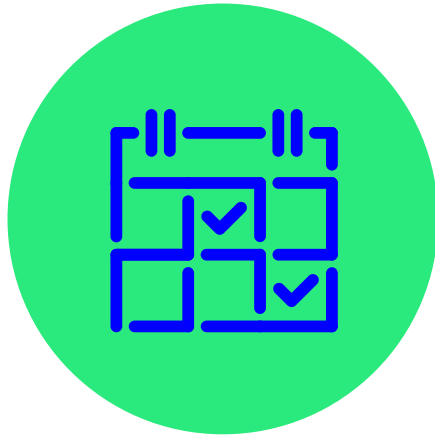
↑↑%
eCommerce
Logistics costs

(1): UPS www.ups.com/media/en/gb/OnlineComScoreWhitepaper.pdf

(2): 20%: McLeod & Cherrett(2006), Song *et al.* (2009) & Beletet *al.* (2009) // e-Show BCN 25-26 march 2015

The first full demand & supply management SaaS

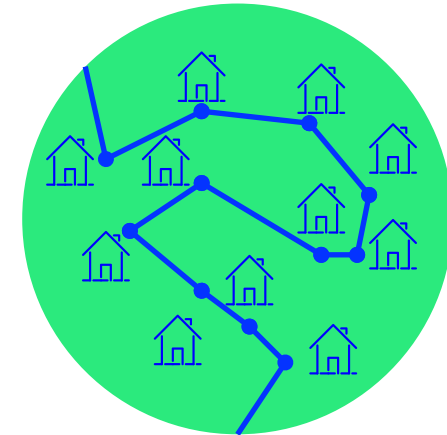
Demand-side



- Shoppers to choose when (time slots).
- Dynamic pricing (incentives)

RECS
Responsive
ECommerce Shipping

Supply-side



- Optimize routes in real-time
- Maximize resource & capacity utilization

Accuracy – Flexibility – Profitability

Shoppers at the center. Triple win-win-win



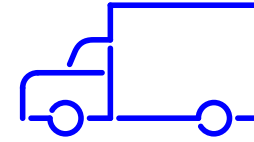
Shopper

Improved purchase experience”



eCommerce

5%-10% extra sales conversion



Carrier

↓ 20% Logistics costs.
↓ Failed deliveries

Own algorithms

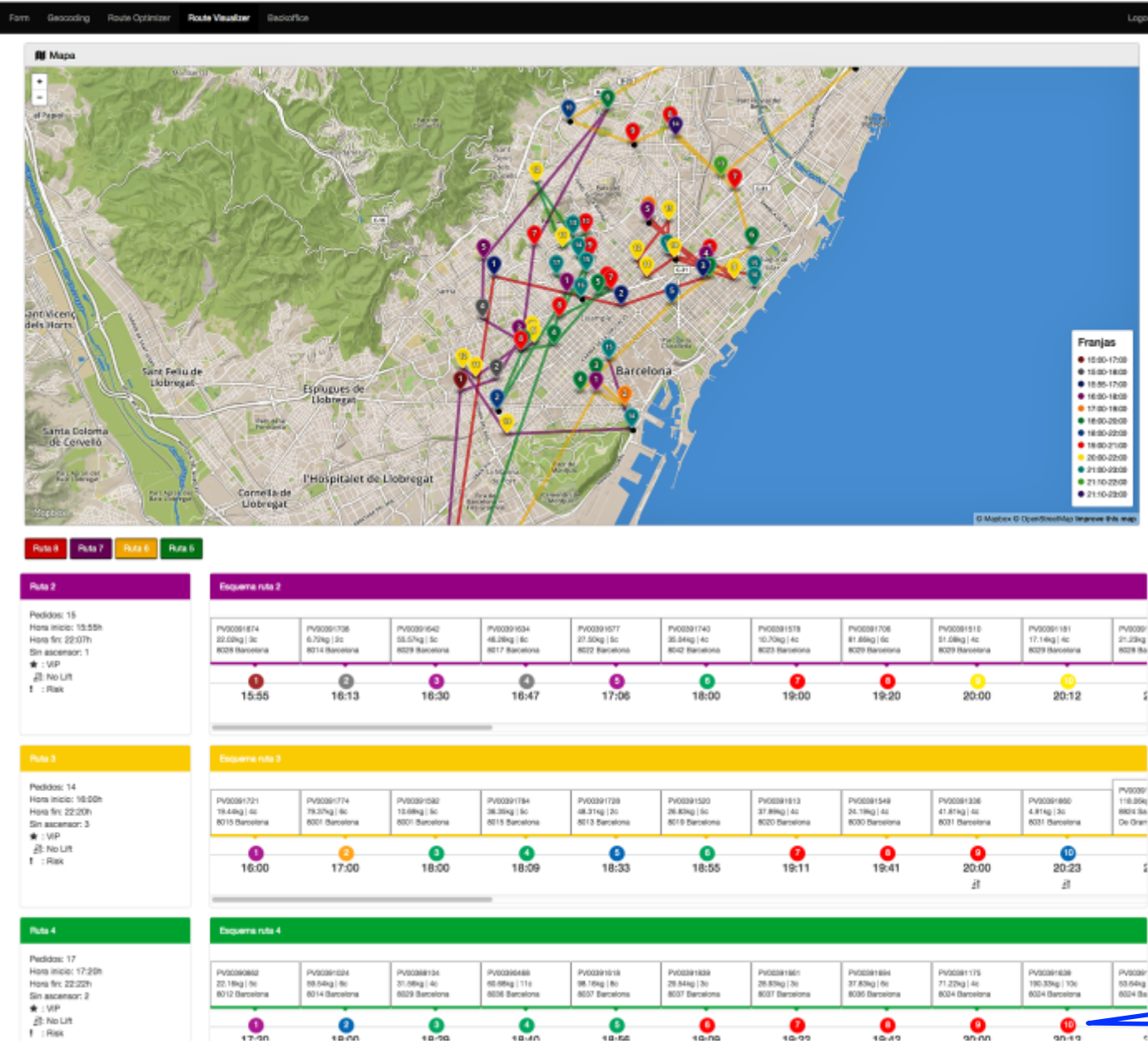
Plug & play APIs

Machine learning / AI

100% customizable

Building a new standard in the market.

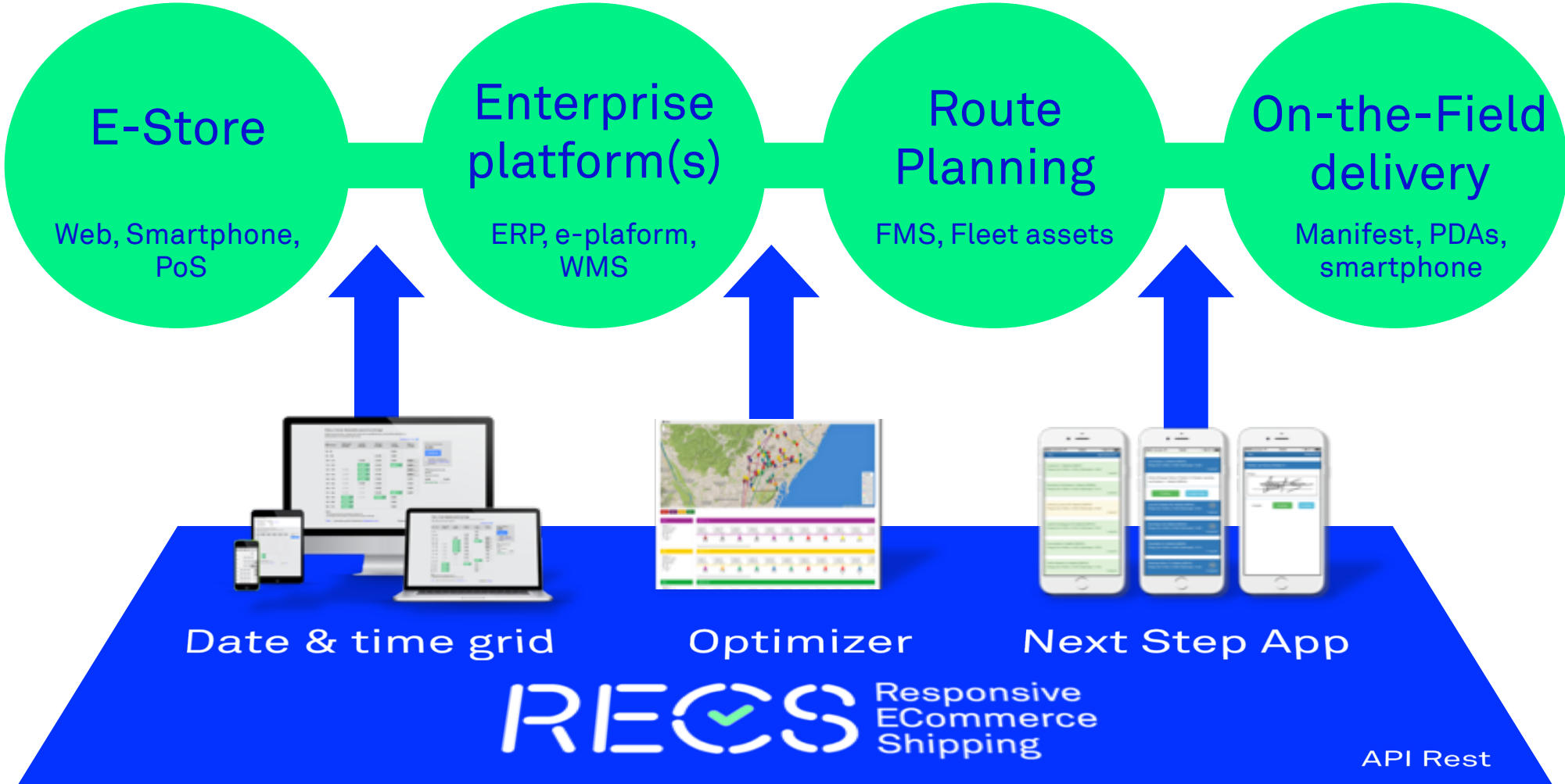
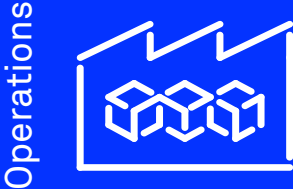
Route Optimizer for Traffic Managers



- ✓ Manage (pre-optimized) routes
- ✓ Simulate scenarios visually
- ✓ Artificial Intelligence combined with “informal” fine-tuning

Drag & drop orders across vehicles

RECS Shipping tackles the entire value chain



RECSHipping SaaS clients

Currently used mostly by large retailers' online business:

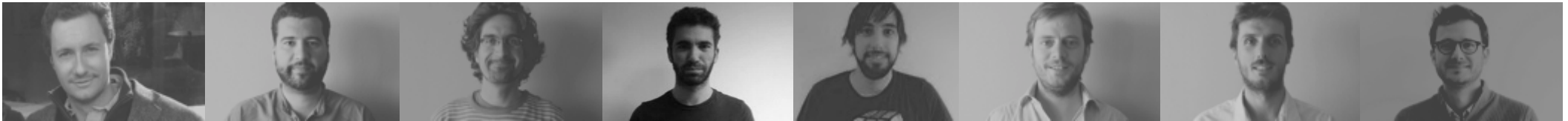
More than 200.000 orders performed



Expansion to general e-commerce & other industry verticals is next.
€17bn Market

Nektria's team

EXECUTIVE TEAM



**Javier
Juncadella**

CEO

**David
Costa**

CIO

**Mikaël
Baron**

CTO

**Francesco
Cavallari**

*Back End
Developer*

**Jesús
Villegas**

*Front End
Developer*

**Victor
Tejedo**

COO

**Oriol
Serra**

CAO & CMO

**Steven
Rentenaar**

Sales Dr.

ADVISORY BOARD



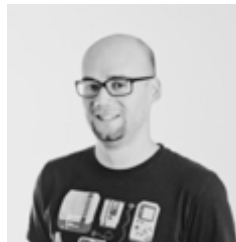
**Miguel
Valls**

*Silicon Valley
Serial
Entrepreneur*



**Hans
Hickler**

*Ex-CEO
DHL
Express*



**Albert
Feliu**

*Co-
founder
InfoJobs*



**Amit
Sood**

*Director
at Google*



**Marcos
Bernat**

*Bernat
Family
Office*



**Sandra
Baer**

*Smart
Cities
Advisor*

Why Luxembourg? Four key reasons

Nektria opened a subsidiary in Luxembourg in May 2017: Center of Excellence for R&D as well as International Sales Team will be located in the country

Strategic

- Commercial synergies with other tech and e-commerce companies
- Access to R&D programs in collaboration with University

Operational

- Luxembourg building a powerful delivery / logistics hub
- Proximity with central and northern European markets / customers
- Business-friendly government

IT / Infrastructure

- Server hosting efficiencies.
- Total latency times lower than 10ms further enhancing SLAs

Financial

- Access to mature Venture Capital community
- Digital Tech Fund: 1) smart money, 2) hands-on added value investors, 3) commitment to long-term innovation

The Digital Tech Fund

Building up a strong innovative start-up ecosystem in Luxembourg

- ✓ Provides seed financing to entrepreneurs running innovative start-up companies
- ✓ active in the field of Digital Technologies.
- ✓ foster long-term innovation,
- ✓ facilitate the transfer of new digital technologies developed at the University of Luxembourg into successful spin-off companies.
- ✓ Backed very high profile private and public investors committed to the successful development of the Luxembourg start-up ecosystem in general and portfolio companies in particular

proximus

SNCI
SOCIÉTÉ NATIONALE DE CRÉDIT ET D'INVESTISSEMENT



THE GOVERNMENT
OF THE GRAND DUCHY OF LUXEMBOURG
Ministry of the Economy

arendt
arendt & medernach



BIL
1856
BANQUE
INTERNATIONALE
À LUXEMBOURG

SES[▲]
your satellite company

high capital

Nektria's innovation recognised

- ✓ Nektria recognised as 'Europe's most innovative SaaS E-commerce solution 2016' during SAAS Summit by Ecommerce Club (Oct '16)



- ✓ Finalists at #eAwardsMAD16 Sept '16: "The best digital logistics solution"

- ✓ Awarded as "Barcelona's SME of the year with most innovation and internationalization potential" at "21st Acció Investment Forum" (July '16)



Javier Juncadella de Pallejà, CEO @Nektria



Javier Juncadella



@JavierJuncadell

RECS



@RECShipping

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