



A Digital Cross-border Marketplace for Shippers and Carriers.

Industry Opportunity

In 2018,

U.S. goods and services trade with Mexico totaled an estimated

\$671Bn

EXPORTS

\$299.1B

IMPORTS

\$371.9B

BY THE NUMBERS

US-Mexico cross-border trucking

6,310,903

No. of trucks or tractor-trailers entering the US from Mexico rose 4.5 percent last year and increased 16.6 percent over the past 5 years

OF COMMERCIAL LANES

Laredo ■ ■ ■ ■ ■ 15

El Paso ■ ■ ■ ■ ■ 14

Otay Mesa ■ ■ ■ 10

Brownsville ■ ■ 8

Laredo is also the largest US border rail crossing—on either border—handling \$43 billion in rail freight last year, when total US-Mexico rail freight was valued at \$78 bn.

65% of US-bound truck crossings in 2018 processed

at three ports of entry—**4,087,479** vehicles

Laredo, TX • Otay Mesa, CA • El Paso, TX

80% of Mexican goods by value are exported to the US and Canada. Trucks hauled **\$424 billion** in imports and exports across the US-Mexico border last year

88 truck lanes at **20** US land ports of entry along the border

Chaotic Industry

Domestic US Challenges

- Fragmented market
- Lack of transparency
- Inefficient matching
- Limited visibility

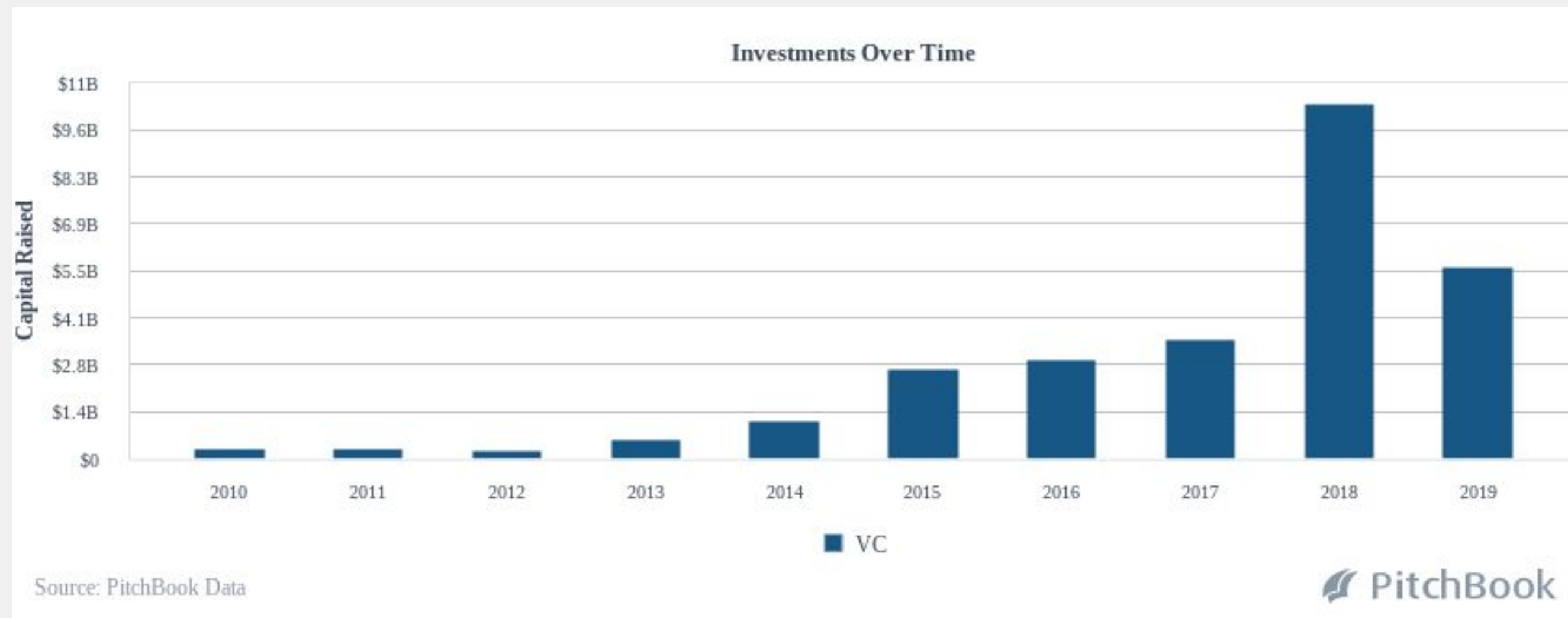
Cross-border Challenges

- Tracking and visibility
- Multiple Hands off -
- Economy and cultural gaps
- Customs and regulations

Resulting Complexity

- Thousands of brokers
- Operational nightmare
- Currency instability
1.8 billion dollars daily at risk
- Excessively high maintenance costs

FreightTech investment is here to stay



* 2019 figures from H1 Source PitchBook Freightwaves

Logistics represents
1.6
Trillion
In the U.S.

Sources: US Bureau of Transportation Statistics, US Customs and Border Protection, and other US government agencies