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Overcoming boundaries and creating e-commerce champions



Leading Swiss ecommerce logistic provider
seeking CHF 2 million by end of 22Q3
to disrupt classic freight forwarder business



”

The global e-commerce logistics market is projected to reach \$1,901.97 billion by 2030, growing at a CAGR of 23.5% from 2021 to 2030

“

In ecommerce, retailers require top logistics to stay relevant and scale



Top logistics



Large ecommerce providers such as Amazon and Alibaba set global standards in logistics



Fast and on-time deliveries combined with free returns are the new normal



To stay relevant and scale



Ecommerce needs to step up its logistical efforts:



To provide the requested customer experience:

- Setting up and operating local warehouses and fulfilment centers for faster delivery
- Optimizing processes to increase delivery accuracy and reduce costs



To further grow:

- Testing and offering products in new markets



Retailers



Struggle to keep up with high customer expectations in terms of logistics



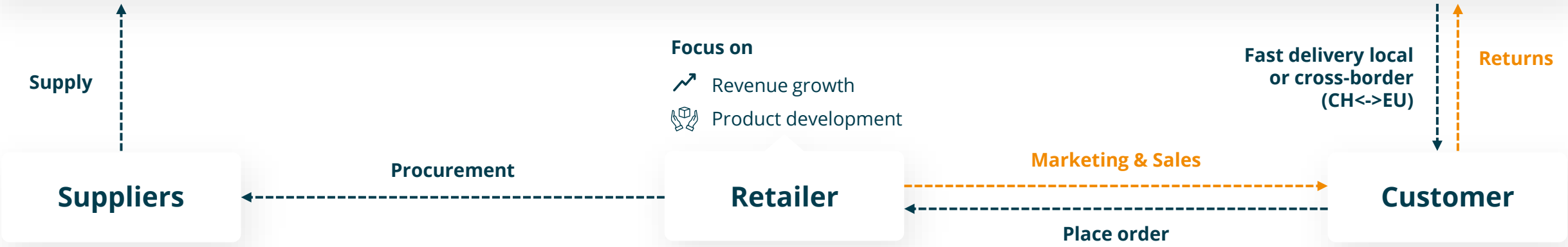
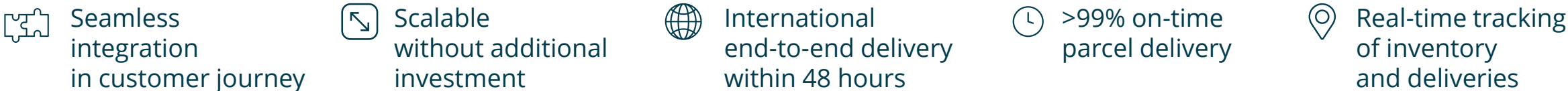
Need to invest heavily in logistics to continue to grow

With Columbus, mid-size retailers focus on sales while offering best-in-class logistics

Columbus provides best in-class logistics



Benefits of omnichannel & cross border logistics



Best-in-class logistics thanks to **digital fulfilment** and **scale-proven processes**

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Digital fulfillment – Columbus Hub



API and fast registration of articles



Immediate notification on stock level



Real-time tracking and customized stock reports



Automatic order forwarding



Tracking of returns



Fast creation of import and export declaration

Processes



Onboarding



Receipt of goods



Warehousing



Pick, Pack & Ship



Returns



End-to-end cross-border shipping within 48 hours



Scale-proven



Spun-out of PCP with more than **3M parcels shipped**



Shipping to more than **30 countries**



Receiving goods from more than **180 suppliers**



Efficient



Software **automating tedious jobs** and tasks



Chaotic storage **requiring less storage**



Flexible warehouse spaces in CH & EU



Favorable shipping agreements with shipping partners



Shuttle services between warehouses for faster deliveries



Global shopping, D2C trend and regulatory changes leads to **CAGR of 23.5%**



Regulatory changes

- **Enforcement of customs** on all cross-border shipments
- **Increased surveillance** of delivery and manufacturing **standards**



Behavioral changes

- Manufacturers and brands going **direct2consumer**
- **Asian push** to Europe
- Continuous **increase in ecommerce** spending



TAM

Global ecommerce logistics market
USD 235.7 billion
CAGR: 23.5%

SAM


European ecommerce logistics market
USD 72.7 billion
CAGR: 13.7%


SOM

objective for 2026


CHF **22 million**
net-revenue
Equals 0.02%
market share

Best logistics provider for mid-size ecommerce players







Specialized for ecommerce with return management and fast delivery




International experience and scale-proven



Channel and platform agnostic API



User-friendly app with dashboard dedicated to logistics



High margins thanks to efficient digital processes and high volume

Our solution	Classic logistics and freight forwarder	Shipping service providers	Ecommerce giants	Emerging players
columbus.net	<div> <div>KUEHNE+NAGEL</div> <div>CHAMPION FREIGHT</div> <div>DSV</div> <div>Global Transport and Logistics</div> </div>	<div> <div>SWISS POST</div> <div>DHL</div> <div>FedEx</div> </div>	<div> <div>amazon</div> <div>Alibaba.com</div> </div>	<div> <div>msdirect</div> <div>omnipack</div> <div>byrd</div> </div>
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Logistics-as-a-Service generating recurring revenue and profitable margins



Logistics-as-a-Service generating recurring revenue
Omnichannel & cross-border logistics



Goods inbound



Warehousing



Pick & pack



Delivery



Return

Profitability proven thanks to:



Large parcel volume



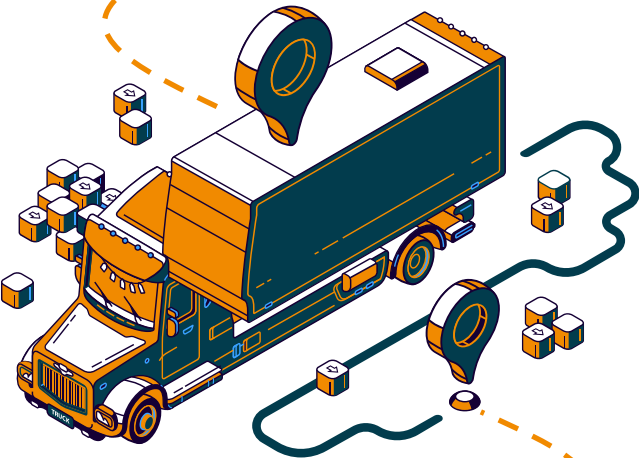
Efficient processes



Software automatization



Favorable shipping agreements



Where do we stand **today**

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> 99%

On-time parcel delivery



> 180

Suppliers send goods to Columbus



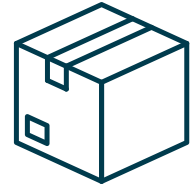
> 30

Countries can currently be delivered to



> 23

Years of experience in e-commerce & logistics



> 3 Mio.

Parcels shipped



~ 65

Employees in 3 countries

These customers already trust and rely on Columbus



FRANZ CARL WEBER



Disrupt classic freight forwarder business and prepare **global expansion**



Experienced management team with **proven** track record in ecommerce logistics

Founder & CEO



Lorenz Weber

Serial entrepreneur and leader with outstanding track record in ecommerce (PCP Group and STEG Electronics)

Founder & CTO



Martin Kern

30+ years experience in software development with a clear focus on ecommerce logistics

Founder & CLO



Marcel Weber

14+ years experience in establishing organizational structure and processes in ecommerce logistics

Founder & CFO



Peter Keller

30+ years experience with technology and ecommerce company as financial expert and CFO

**We are passionate and highly capable of disrupting
the classic freight forwarding business**



You focus on sales.
We do the **logistics**.



Lorenz Weber
Founder & CEO



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