

# tandem

Investor Presentation



Tandem is building **the**  
**world's most flexible**  
**transport solution**



# Public transport is broken outside big cities

**Inadequate**

**Expensive**

**Getting Worse**

# Meet Rattanachai



Rattanachai lives in Wellingborough, and works a 6am-2pm shift at the URBN warehouse in Rushden (6 miles away).

Like 20% of Wellingborough residents, Rattanachai doesn't own a car.



# Our model

We work with **local transport partners** to source **taxis, minibuses and coaches** in locations where our customers need transport.

Tandem's model is uniquely flexible. By partnering with existing local transport providers, we can supply vehicles any time they're needed, but don't incur costs when they're not.



# How it works



1

## Your route

Contact us to set up routes for your workers anywhere in the UK



2

## Technology

Passengers book and pay for their seat through Tandem's easy-to-use app\*



3

## Matching

Tandem matches passengers together and dispatches a vehicle supplied by vetted local transport providers



4

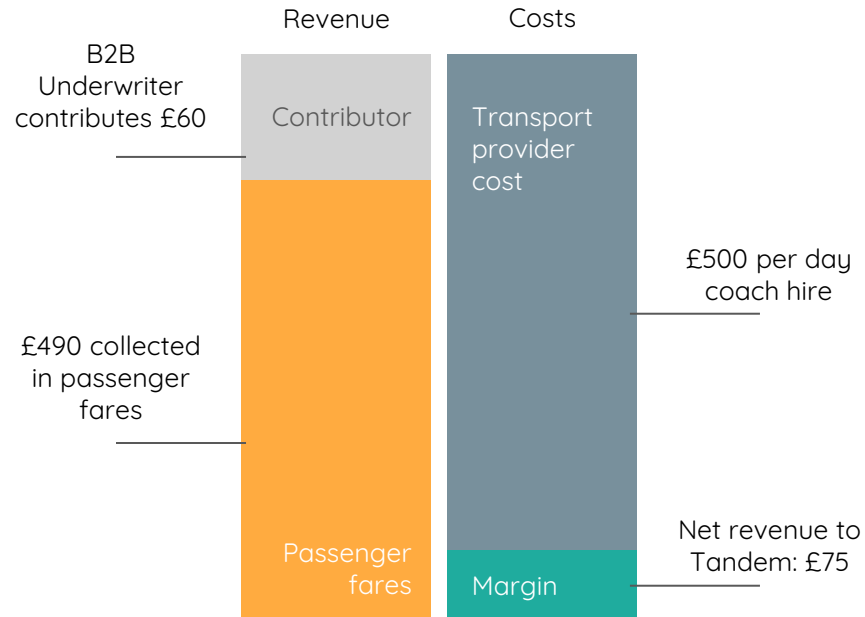
## Data and tracking

Administrators can track usage, costs and service provision through our personalised dashboard

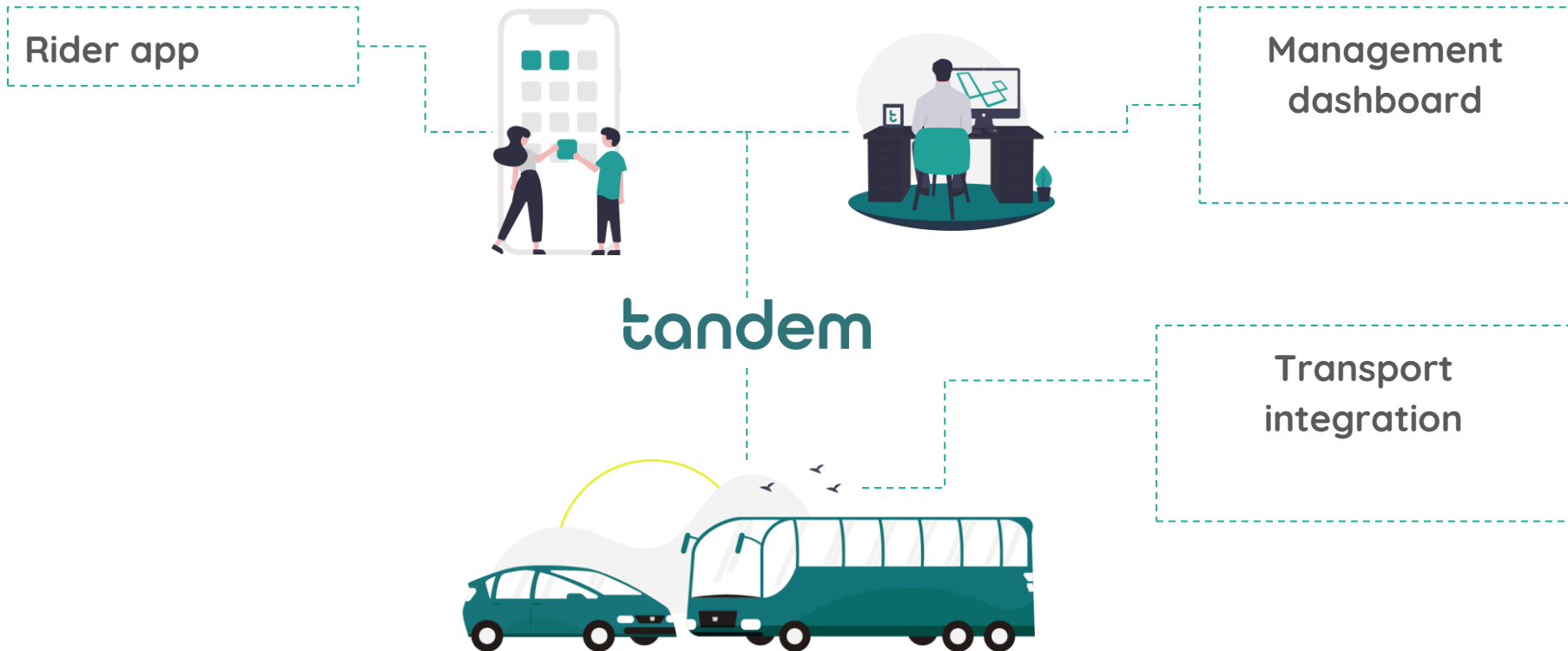
\*You can also book on behalf of your staff using our personalised dashboard

# Business Model and Unit Economics

## Example



# Product



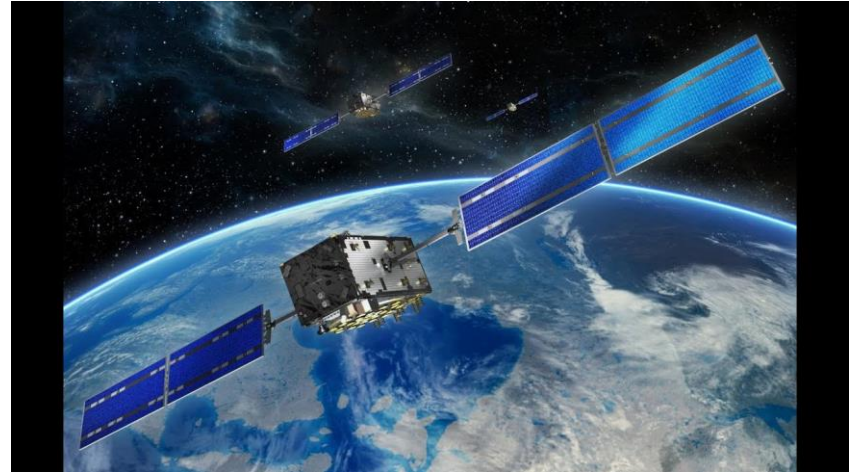


# Use of Space Technology

The key space technology is Global Navigation Satellite Systems (GNSS)

Location data facilitates the following service features:

- 1) Route-matching
- 2) Rider pickups
- 3) Driver navigation



Tandem is addressing £77bn of commercial opportunities across four segments in the UK, Western Europe and the USA



Blue-collar workers



White-collar workers



Transport to train stations



Traditional bus services

**£77bn**

Total Addressable Market

**£17bn**

Serviceable Available Market

**£1.4bn**

Serviceable Obtainable Market

Company

# Operations to Date

Proud to support leading B2B2C and B2G2C clients:



£125k

September monthly GMV, on track to do £1m in 2021

10x+

YoY growth of GMV

£3.5m+





Wages enabled to date

1000+  
MT of  
CO<sub>2</sub>

Annualised offset due to shared transport (with plans for helping partners electrify fleets)

\*GMV = gross merchandise value, YTD = year to date, YoY = year on year

# Social Impact - Sustainable Development Goals

 <p>8 DECENT WORK AND ECONOMIC GROWTH</p>	<p>Enabling wages by allowing especially lower-income passengers to access work</p>	<p>Over half of the UK's working-age population (57%) live in areas with poor public transport access to jobs</p>	<p>Tandem enables workers to earn at least £76 (a full day's shift assuming national living wage) per passenger return trip</p>
 <p>10 REDUCED INEQUALITIES</p>	<p>Reducing regional inequalities</p>	<p>Londoners pay £1.50 for a bus single but prices in small towns can reach as high as £6 for a single</p>	<p>Tandem focuses on smaller cities and towns, providing affordable transportation options, and helping to level up communities</p>
 <p>11 SUSTAINABLE CITIES AND COMMUNITIES</p>	<p>Revitalising public transport</p>	<p>3000 bus routes have been cut in the UK in the last ten years</p>	<p>Tandem increases the range of locations and hours of operation of existing bus networks whilst reducing the subsidies required</p>
 <p>13 CLIMATE ACTION</p>	<p>Reducing carbon emissions through promoting shared transport</p>	<p>Road transport accounts for 19% of Europe's total GHG emissions</p>	<p>Tandem's vehicle journeys have an average occupancy of 20 people per vehicle as compared to 1.2 people in the average privately owned commuter car</p>

# The Team



**Alex Shapland-Howes**

Co-founder, CEO

Previously Managing Director of Future First, scaled to reach 20% of UK schools



**Huw Mcleod**

Co-founder, CTO

Previously CTO at Hireup, a marketplace startup ranked Australia's fastest growing company in 2017



**Tatseng Chiam**

Co-founder, COO

Previously VC investor at Global Innovation Fund and engagement manager at Monitor Deloitte



**Alys Jones**

Operations Manager



**Ben Caplan**

Senior Engineer



**Tom Greener**

Senior Engineer



**Eniola Oyegunle**

Operations Associate



**Susan Guy**

Operations Associate



What's Next

# Product Roadmap

## Q3 2021

### Driver app v1.0

*Real-time location, arrival notifications and routing*

### Improved self-service features for Agency users:

*Attendance, payments and reporting*

### Streamlined route configuration

*Improved ability to setup and manage routes*

## Q4 2021

### Dynamic pickup and dropoff location

*Support 'floating' pickup or drop-off points within a zone adding further flexibility to service offerings*

### Transport Provider integrations

*Further integrations to transport provider technology such as Autocab and iCabbi*

## 2022 and 2023

### Dynamic route optimisation and pooling

### Dynamic pricing

*Pricing strategies to incentivise shared rides*

### Support for blended travel modes

*Utilisation of spare car capacity using car pooling and taxis*

### SaaS supply-side features

*Additional value-add features for transport providers to keep them locked into Tandem's marketplace*

# Now raising a seed round of £1.5m for an 18-month runway

## By 2023, we want to achieve the following milestones:

1. Grow monthly GMV to ~£750k/month
2. Increase average take rate to 20+%
3. Identify priority opportunities for international expansion

**Lead investor secured with ~£500k**

**Current investors following on with ~£400k**

**Tandem is EIS eligible**

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Current Investors

