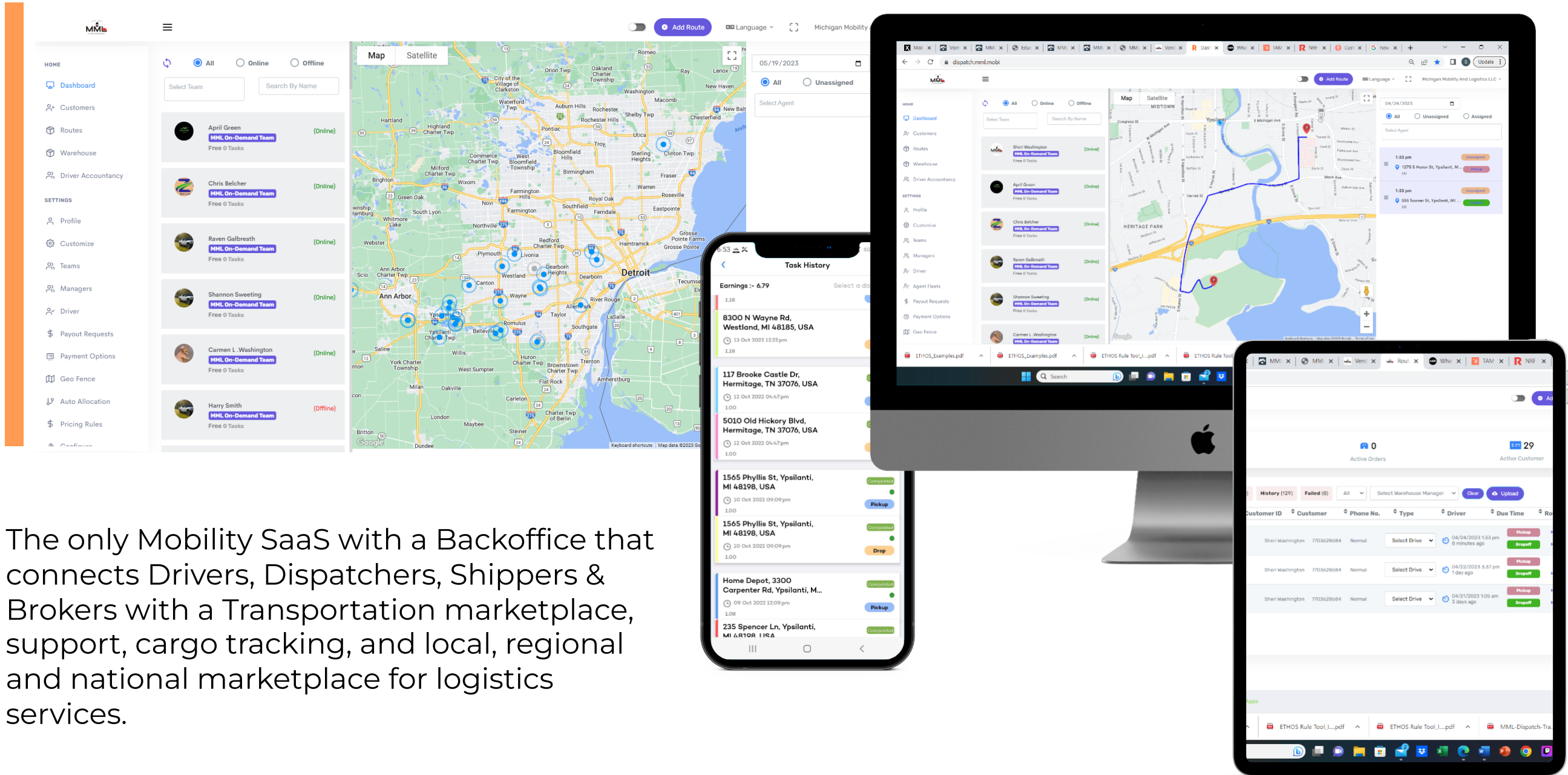




Michigan Mobility and Logistics

Big Box Delivery made simple. Instantly.





The only Mobility SaaS with a Backoffice that connects Drivers, Dispatchers, Shippers & Brokers with a Transportation marketplace, support, cargo tracking, and local, regional and national marketplace for logistics services.

The Problem

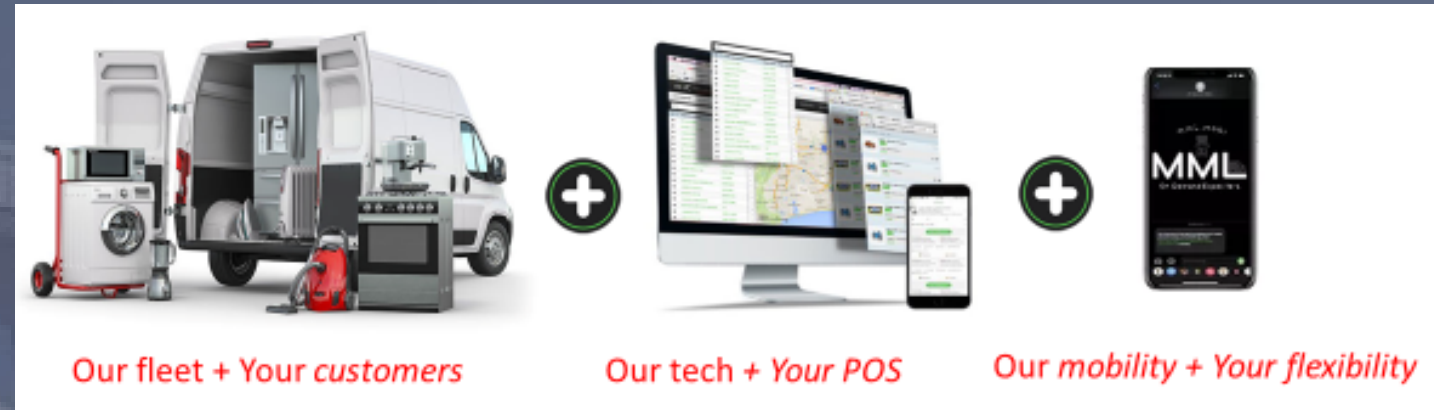
Brick and mortar retailers are challenged with product mobility [delivery assets and warehouse staffing issues], losing business to online stores and e-Commerce. Customers today want their purchased items fast. Sometimes, really fast.



This gets even more complicated when the item is a big box product, like furniture, appliances or other bulky items.

The Solution

Technology + Mobility



On-Demand Pick-ups & Deliveries for Customers at Retail Points-of-Sale Using MML's "Right Now!" Mobility Infrastructure: *LetsGoMobi*

Our start-up company provides on-demand Mobility-as-a-Service {MaaS} using an "Uber / Lyft-like" approach for delivery of big box products that require efficient commercial vehicles for affordable delivery.



B2B Big Box Delivery

844-665-2050
info@mml.mobi

Thank You for Using
MML On-Demand
Delivery



On-Demand Delivery



Right Now delivery service

Immediate dispatch for fast delivery service

Desktop and mobile apps

Our crowd-sourced, batch routing for smart delivery serve as B2B virtual delivery fleet

Short waiting time and prompt pickup

App connects B2B clients and their customers with delivery agents. Client tracks delivery status and location in real-time via app or web



Why Right Now?

Today's retailers need to provide their customers with instant gratification of their big box purchases. Long waits for deliveries frustrate customers. <https://www.allthingssupplychain.com/>

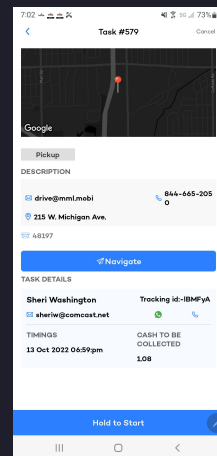
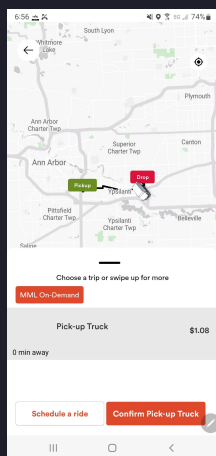
Virtual Shopping:
MML's "LetsGoMobi" integrates with B2B POS systems for online shopping deliveries from stores/warehouses

Brick & Mortar:
Big Box stores have no instant delivery solution. No trucks, no drivers.

Right Now Delivery:
Customers save time and get faster gratification. MML delivers big stuff, right now using tech.

<https://www.forbes.com/sites/richardkostenbaum/2023/04/02/a-problem-is-brewing-among-delivery-drivers/?sh=41bbe5795157>

Mobile App hailing is revolutionizing on-demand delivery service



MML Market Snapshot

- Detroit
- Grand Rapids, MI
- Chicago
- Columbus
- Cleveland
- Dayton
- Indianapolis
- Griffith, IN
- Nashville
- Memphis
- New York City
- Newark
- Philadelphia
- Charlotte
- Columbia, SC
- Atlanta
- Tampa
- Miami
- Mobile
- Birmingham
- Baton Rouge
- Houston
- Dallas
- Austin
- Los Angeles
- San Francisco
- Tucson
- Las Vegas
- Seattle
- Kansas City, MO



◦ 20 States
 ◦ 30 Service Markets  Markets


- Michigan
- Ohio
- Indiana
- Illinois
- New York
- New Jersey
- Pennsylvania
- Tennessee
- Missouri
- Georgia
- Florida
- North Carolina
- South Carolina
- Alabama
- Louisiana
- Texas
- Arizona
- Nevada
- California
- Washington

Our connected fleet of commercial vehicles covers dedicated and on-demand deliveries Right NOW!

Proven Concept



Successful Proof of Concept: Value City Furniture

Value City Furniture in Ann Arbor, MI partnered with MML to provide instant and scheduled deliveries of customer purchased items.



Customers Download MML On-Demand app or used the QR Code

- Aug 2022 - Sept 2022
- **23** customers made in-store purchases + MML Delivery
- 3 delivery agents covered Washtenaw, Jackson and Wayne county
- Increased exposure and sales for MML



Value City Furniture Data:

- Increased customer gratification with immediate delivery of furnishings
- Increased sales -- immediate delivery induced customers to buy
- Reduced warehouse man-hours for delivery processing
- Very helpful for students moving in, who don't have moving vehicles



Customer Positives: *"Saved me time...drivers came to 3rd floor...placed my couch exactly where I wanted, for free" Ahmed A.*

- SMS/email notifications of Driver ETA and location
- Proof of pick up & delivery, GPS tracking
- Saved tons of time and increased customer satisfaction
- 43% students, 57% General customers
- 10% Jackson county, 72% Washtenaw county, 18% Wayne county

More Proof



Successful Proof of Concept: **Restaurant Depot**

Restaurant Depot partnered with MML to provide instant and scheduled deliveries of customer purchased items.



Customers place orders online and RD POS alerts MML On-Demand of pickup and delivery

- June 2023
- Customers made in-store and online purchases for MML Delivery
- Deliveries cover Michigan market: Washtenaw, Wayne and Oakland



Restaurant Depot Data:

- Immediate customer gratification with delivery of restaurant supplies
- Increased sales -- immediate delivery induced customers to buy
- Added warehouse efficiency for in-store item processing
- MML SOP helps roll out nation delivery and in-store training process



Customer Positives: *"We can rely please customers by delivering their oversized equipment like fridges, stoves..." Equipment Sales Mgr.*

- SMS/email notifications of Driver ETA and location
- Proof of pick up & delivery, GPS tracking
- Saved tons of time and increased customer satisfaction
- New in-store, online customers with delivery option

MML: Disruptor, Differentiator

Our closest competitors:

- NO instant big box delivery
- NO Backoffice Management Tools
- NO FMCSA compliance

MML + B2B:

Instant Big Box, Warehouse, Distribution Center delivery

- Real-time tracking
- Analytics for B2B
- Mobile, Desktop Apps
- POS integration [in-store & online]

	Instacart	Door Dash	Dolly	Lugg	PickUp	GetEasyMoving
In App Geo Based Tech	Yes	Yes	Yes	Yes	Yes	Yes
Just In Time / Same Day	Yes	Yes	No	Yes	Yes	No
Instant Delivery	No	No	No	No	No	No
Quality App Exp. (Ease, Functionality, Appearance) (0 -3 scale)	2.7	2.9	2	2.5	2.8	0
Quality site/online experience (Ease, Informative, Functionality, Appearance) (0 -3 scale)	2.7	2.8	2.8	3	1.5	1
Commercial Vehicles	No	No	No	No	No	Yes
FMCSA Compliant / Insured	No	No	No	No	No	No
Live tracking	Yes	Yes	No	Yes	No	No
POS Integration	No	No	No	No	No	No
TMS / Backoffice for B2B	No	No	No	No	No	No

Forecasting the Demand

According to National Retail Federation (NRF), 38% of the top 100 big box retailers have stores in Michigan market



TAM

\$143B

Michigan retail sales total in 2021

SAM

\$4.2B

Michigan retail consumption

SOM

\$945,000

MML current capacity

Nation Retail Federation (NRF) – Top 100 Retailers 2022 List by Kantar [https://nrf.com/resources/top-retailers/top-100-retailers/top-100-retailers-2022-list]

Rank	Company	2021 U.S. retail sales
1.	Walmart	\$459.51
2.	Costco Wholesale	\$140.41
3.	The Home Depot	\$140.06
4.	The Kroger Co.	\$136.49
5.	Target	\$104.62
6.	Lowe's Companies	\$97.73
7.	Apple Stores / iTunes	\$64.84
8.	Best Buy	\$47.76
9.	T.JX Companies	\$38.08
10.	Ace Hardware	\$24.67
11.	Macy's	\$24.23
12.	Meijer	\$20.06
13.	Ross Stores	\$18.89
14.	Kohl's	\$18.50
15.	BJ's Wholesale Club	\$16.67
16.	Menards	\$13.14
17.	O'Reilly Auto Parts	\$12.88
18.	Tractor Supply Co.	\$12.64
19.	AutoZone	\$12.41
20.	Dick's Sporting Goods	\$12.0
21.	Sherwin-Williams	\$10.15
22.	Burlington	\$9.34
23.	J.C. Penney Company	\$8.94
24.	PetSmart	\$7.42
25.	Bass Pro	\$6.93
26.	Academy Sports	\$6.46
27.	Staples	\$6.40
28.	Hobby Lobby Stores	\$6.27
29.	Big Lots	\$6.15
30.	Ikea North America Services	\$5.93
31.	Discount Tire	\$5.91
32.	Camping World	\$5.83
33.	Petco	\$5.65
34.	True Value Co.	\$5.63
35.	Office Depot	\$5.54
36.	Advance Auto	\$4.73
37.	Harbor Freight Tools	\$4.73
38.	Total Wine & More	\$4.31

<https://www.tidio.com/blog/online-shopping-statistics/>

<https://www.bea.gov/sites/default/files/2022-12/rpp1222.pdf>

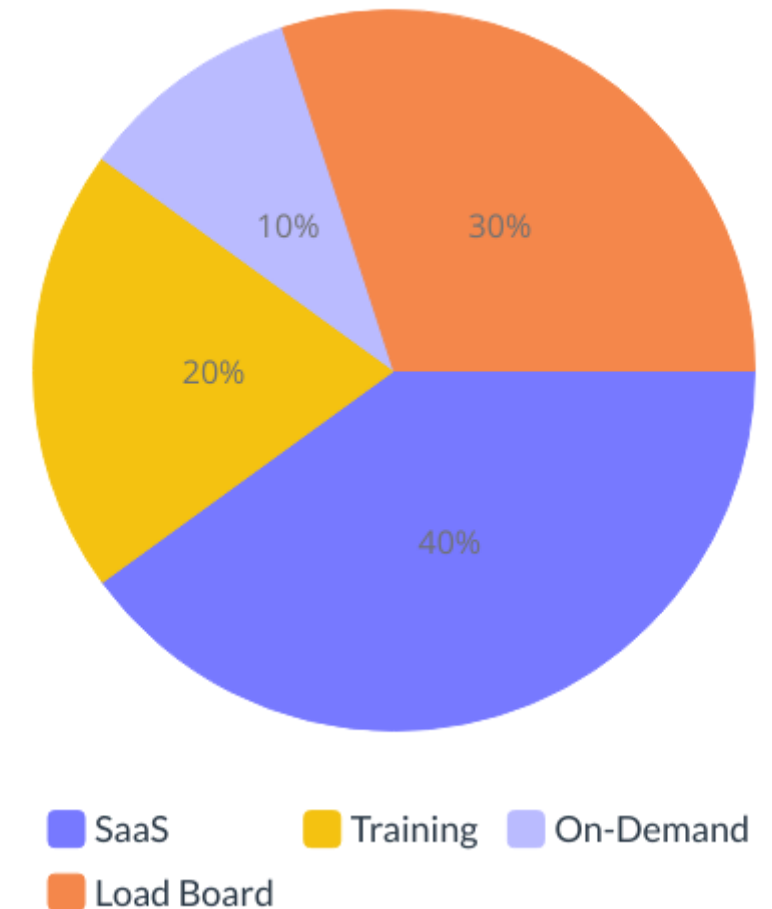
<https://www.census.gov/quickfacts/MI>

Business Model

MML has four main Lines of Business: Mobility software system for dispatching, tracking, onboarding customers and freight agents, and delivery data analysis; Training, and Custom shipping load board for posting and booking deliveries. Revenues are derived from fee-based usage subscriptions, On-Demand e-Commerce and workforce development training.

- ◆ **Mobility SaaS** Fee-based subscriptions for MML mobility Software as a Service [SaaS]: Real-time Freight Tracking, virtual Backoffice, networked fleet and Data & Analytics reporting
- ◆ **On-Demand Delivery** On-demand big box store / product delivery: LetsGoMobi.mobi / MML On-Demand mobile app
- ◆ **Freight Training** Fee-based certified career and professional training program for Dispatchers & Broker Agents. State of Michigan Workforce Development. US Department of Labor Apprenticeship program
- ◆ **MML Load Board** Fee-based subscription access to MML tools and custom load board featuring local, regional and national shipper loads

2023 - 24 Revenue Percentages



MML 5 Year Outlook: MML-owned assets

	2024	2025	2026	2027	2028	TOTAL
Revenue (Based on 5 assets / 5 hrs/ 2 del per hr / 5 days / \$75 each)	\$945,000	\$1.9M	\$3.8M	\$7.6M	\$15.2M	\$29,445,000
Assets	5	10	20	40	80	80
Delivery Volume	12,600	25,200	50,400	100,800	201,600	390,600
Expenditures (40%)	\$378,000	\$756,000	\$1.5M	\$3M	\$6M	\$16,434,000
Profit	\$567,000	\$1.44M	\$2.3M	\$4.6M	\$9.2M	\$18,107,000

MML 5 Year Outlook: National Virtual Fleet

	2024	2025	2026	2027	2028	TOTAL
Revenue (Based on 5 assets / 5 hrs / 5 days / \$75 each)	\$22.7M	\$45.4M	\$90.8M	\$181.6M	\$313.2M	\$653.7M
Assets	130	260	520	1040	2080	2080
Delivery Volume	304,400	600,000	1.2M	2.4M	4.8M	\$9.3M
Expenditures (40%)	\$9,080,000	\$18M	\$36M	\$72M	\$144M	\$270.9M
Profit	\$13,620,000	\$27.2M	\$54.4	\$108.8	\$219.6	\$423.2M

Already made progress



- Letsgomobi.mobi is live
- MML Driver & MML On-demand in Apple and Android app stores
- Stripe and PayPal eCommerce partners
- 4 clients: (Restaunt Depot, Ashley Home Furnishings, Value City Furniture, Big Lots)
- Training as Line of Business
- Minority Supplier with Ford Motor Company
- Workforce Development partner with states of Michigan & Texas
- Beta MML Load Board
- 30 markets in 20 states

Our Financial Ask ✨

\$2M Fundraise / Investment Goal

The capital raised will be used as operational runway and fund development of new global infrastructure, enhanced mobile application, Backoffice and APIs; marketing and advertising strategies and expenses



Strategic Partners



The MML Strategists

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215 W. Michigan Ave.
Ypsilanti, MI 48197
844-665-2050



Sheri Washington
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C - 770-362-8684



Dorian Bow
COO & Co-Founder
dbow@mml.mobi
O - 734-331-8567
C - 734-368-1331

Elicia Charnoske – 20+ years in Freight Logistics and Management
Shannon Smith - 25+ years as business owner/operator and logistics manager
Chris Belcher – 20+ years in Management, Transportation and Logistics
Don Cameron – 30+ years in Network Infrastructure and Transportation
David Morin - 30+ years as founder, CEO, investor, advisor, and board member