

## About Convoy

Convoy is the most efficient digital freight network. We connect shippers to carriers to move millions of truckloads, saving money for shippers, reducing hassle for carriers, and eliminating carbon waste for our planet. We use technology and data to solve problems of waste and inefficiency in the \$800B trucking industry, which generates over 72M metric tons of wasted CO<sub>2</sub> emissions from empty trucks. Shippers like Anheuser-Busch, CHEP, and Waiākea trust Convoy to lower costs, increase logistics efficiency, and achieve environmental sustainability targets.

## Mission

Transport the world with endless capacity and zero waste

## Fast Facts

- **Founders:** Dan Lewis, CEO, and Grant Goodale, CTO
- **Founded:** April 2015
- **Offices:** Seattle, WA, and Atlanta, GA
- **Employees:** 800+
- **Board of Directors:** Reid Hoffman, Hadi Partovi, Dan Lewis, Grant Goodale, Anu Hariharan, David Lawee, and Joy Tuffield
- **Notable Investors:** Generation Investment Management; T. Rowe Price Associates, Inc; Baillie Gifford; Fidelity Management and Research Co.; Durable Capital Partners LP; CapitalG; Lone Pine Capital; Greylock Partners; Y Combinator; Cascade Investment (the private investment vehicle of William H. Gates III); Salesforce.com CEO Marc Benioff; Code.org founders Hadi and Ali Partovi; U2's Bono and The Edge; Jeff Bezos via Bezos Expeditions; and other angel investors.
- **Primary verticals:** Consumer packaged goods, food and beverage, manufacturing and machinery, retail and wholesale.
- **Customers:** Tens of thousands of carriers and a fast-growing, nationwide roster of shippers comprised of Fortune 500 companies and other organizations.

## Carrier benefits

- Using Convoy's free mobile app, carriers get access to personalized load offers based on lane preference, location, truck type, and load history.
- Carriers can bid on, accept, and confirm jobs instantly in the app; smart pricing algorithms calculate competitive rates instantly, eliminating multiple phone calls.
- With Request a Load, carriers can indicate when their truck will be empty and what lanes they like to run, along with their preferred rate. As soon as a compatible load hits Convoy's network, a bid is automatically submitted on the carrier's behalf.
- With free Convoy QuickPay™, carriers use the app to upload signed Bills of Lading (BOLs). They get paid within 48 hours of document approval, saving on factoring costs and hours of paperwork.
- With No Hassle Detention, if a carrier is delayed at a facility beyond two hours, Convoy pays the carrier for that time.
- Convoy has 24/7 customer service available in English and Spanish.

## Shipper benefits

- Convoy's Shipper Platform provides tailored market and lane-level insights, plus a suite of tactical tools such as instant quotes, shipment booking, and real-time ETAs and tracking.
- Convoy's technology automatically matches the best driver based on current location, equipment, and performance.
- Real-time GPS tracking and high ETA accuracy ensure industry-leading service levels, helping shippers improve planning and manage exceptions.
- Actionable data provides deep insights into a shipper's operations and benchmarks them against peers.

*"Our partnership with Convoy has helped P&G reduce costs and improve service by looking at transportation differently. We value Convoy's commitment to transparency, innovation, and sustainability, underpinned by a culture of operational excellence."*

**Andy Butler, Associate Director—North America Market Operations Purchases, The Procter & Gamble Company**

*"At Anheuser-Busch, we are always looking for ways to streamline our workflows and deliver our products as quickly and efficiently as possible. Convoy has continued to deliver new and effective programs that have a meaningful impact on our business and the industry overall."*

**Loren Foster, Sr. Director Procurement for Anheuser-Busch**

## Industry and environment

- According to the EPA, medium and heavy-duty truck freight accounts for more than 205 million metric tons of CO<sub>2</sub> emissions per year.
- 72 million metric tons of CO<sub>2</sub> equivalent emissions are the result of empty miles.

### **Reducing this "empty mile" waste is at the core of Convoy's founding mission.**

- Convoy's Automated Reload program reduces empty miles from the industry standard of 35% to 19% by bundling shipments.
- If the entire industry were to achieve the same efficiency, it would lower CO<sub>2</sub> emissions by 32 million metric tons.

### **Today, 74% of S&P 500 companies have corporate environmental impact goals specific to sustainability and carbon reduction.**

- Aligned with our mission to reduce waste, Convoy has become a key partner to companies like Waiākea, CHEP, and Anheuser-Busch in achieving their sustainability targets.

*"Convoy's mission truly aligns with our corporate goals focused on sustainability, namely a Zero Waste World. By collectively addressing the challenge of empty miles within the industry we are not only streamlining our business but are contributing to a more sustainable world. We are excited to partner with Convoy on this initiative and help lead this charge."*

**Scott A. Roberts, Vice President of Logistics at CHEP North America**

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## Awards and Recognition

Procter & Gamble 2019 Club Channel Carrier of the Year Award

Procter & Gamble 2019 Innovation Award

Anheuser-Busch 2019 Non-Asset Carrier of the Year

Geekwire 2019 Deal of the Year

Wealthfront 2019 Career-Launching Companies List

2018 FreightWaves Freight.Tech 25

LinkedIn Top Startups 2018: The 50 Most Sought-After Startups in the U.S.

Business Insider 2018 Top Enterprise Startups to Bet Your Career On

Seattle Business Magazine's 100 Best Companies to Work for 2018

Niagara 2018 Broker of the Year

GeekWire 2018 Next Tech Titan

LinkedIn 2017 Top Companies | Startups

Anheuser-Busch 2017 Technology Partner of the Year

Unilever 2017 Partner to Win Visionary Award

Geekwire 2017 Startup of The Year

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## Connect with Convoy

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Press: [press@convoy.com](mailto:press@convoy.com)

Sales: [shipperinfo@convoy.com](mailto:shipperinfo@convoy.com)

Facebook: [facebook.com/convoyteam](https://facebook.com/convoyteam)

LinkedIn: [linkedin.com/company/convoy-greypoint-inc-](https://linkedin.com/company/convoy-greypoint-inc-)

Twitter: [twitter.com/convoyteam](https://twitter.com/convoyteam)

Instagram: [instagram.com/convoyteam](https://instagram.com/convoyteam)

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