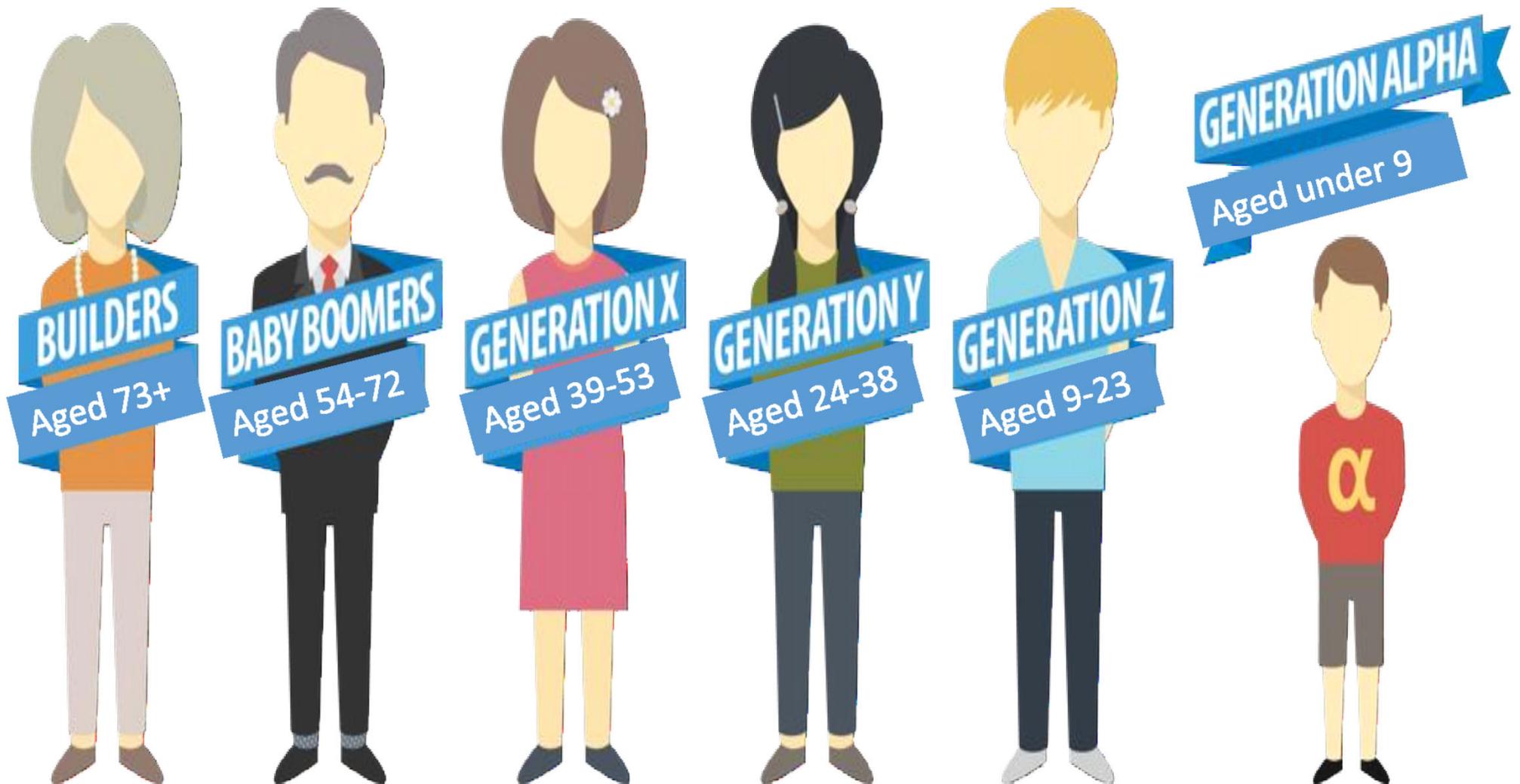




Empowering Flexible Employment in Logistics

16th October 2019

Meet the generations



The industry challenge



Availability

Undersupply of labour across the sector, especially for drivers.

Demographic trends affecting supply.



Flexibility

Workers expect greater flexibility.

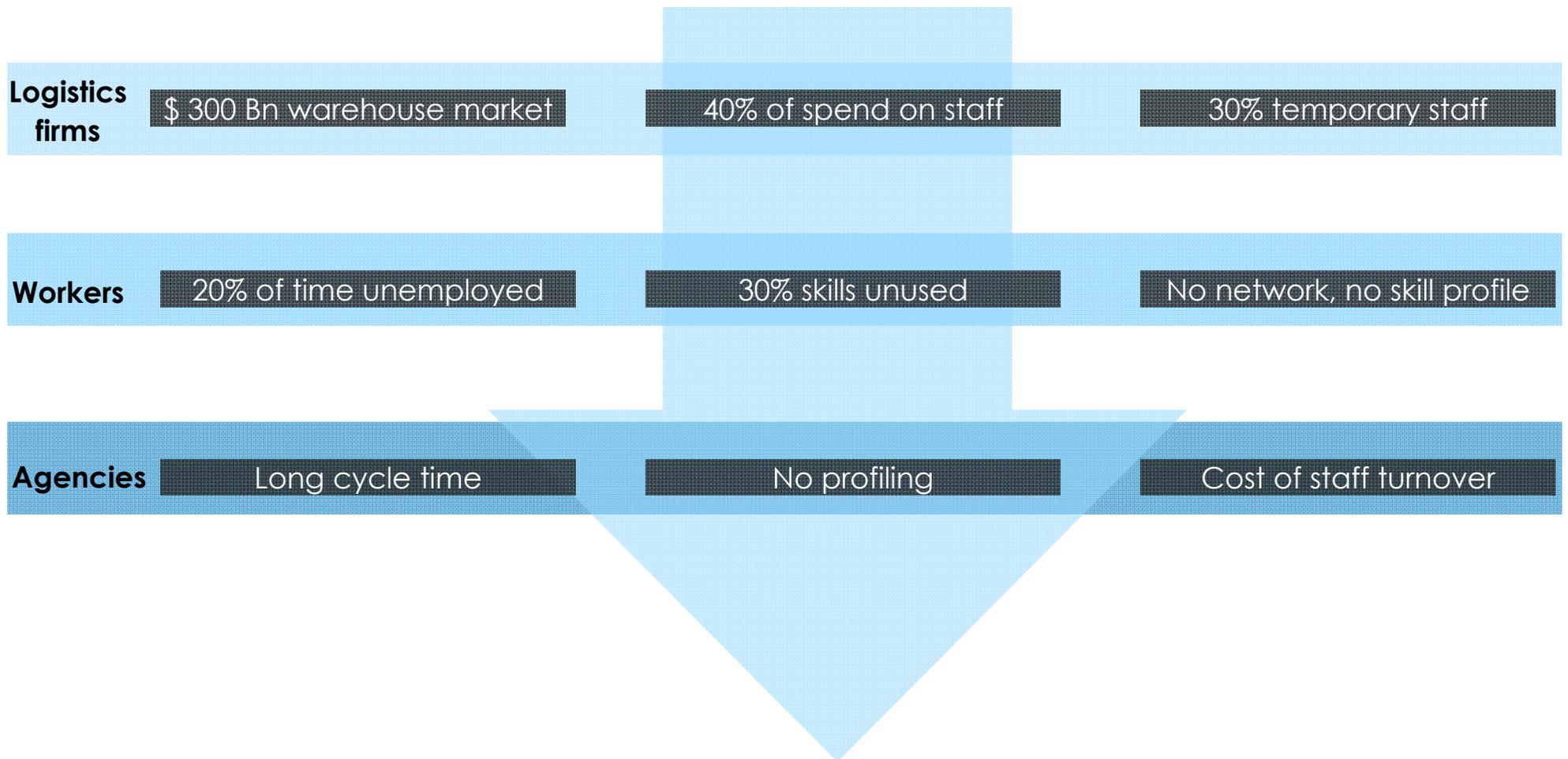
Changing nature of operations (e.g. eCommerce) make labour demand less predictable.



Legislation

Tightening legislation (e.g. IR35) requires better oversight of agency labour.

Industry Impact



Massive industry-wide inefficiencies

More acute in drivers segment



Our mission



To unlock the value of flexible employment for a new generation of lifestyle workers.

Why a platform?

Product

Distinct

Core Competencies

Supply Side

Own Resources

Cost Leadership

Barriers to entry

By firm

Market Forces

Focus

Scale Economies

Assets

Goal/Metric

Access

Innovation

Platform

Overlap

Core Interactions

Demand Side

Community as an asset

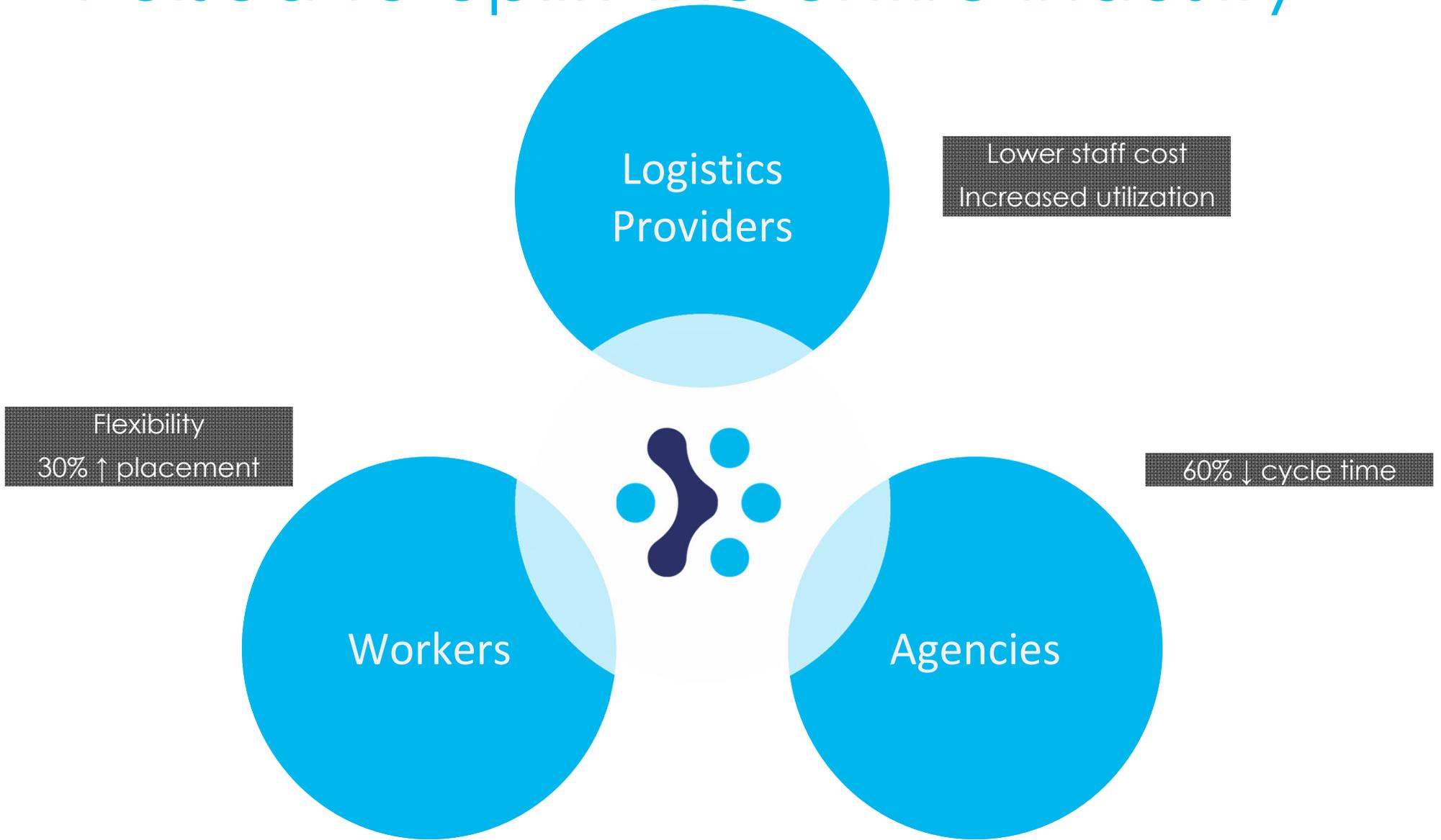
Engagement

Permissionless entry

By firm and ecosystem



Poised to uplift the entire industry



Industry's first multi-sided tech platform with a promise to uplift entire industry higher level of efficiency.

Why is this different?

Software creates ecosystems.

Software has zero marginal costs.

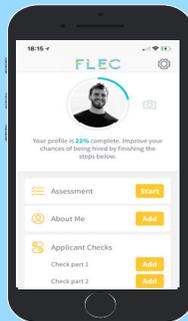
Software improves over time.

Software offers infinite leverage.

Software enables zero transaction costs.



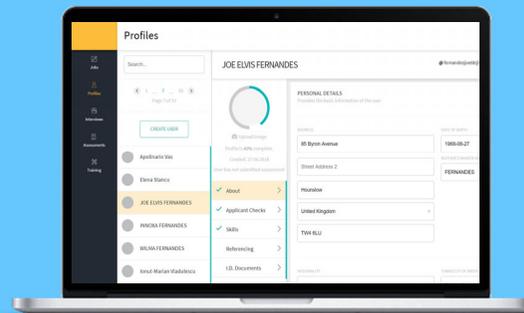
What is FLEC?



The App for the Worker

Lifestyle recruitment

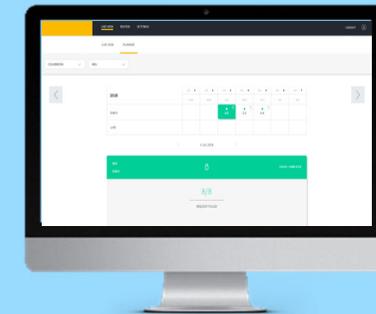
Search, apply, get and manage work through a mobile app



The Agency resourcing portal

Workforce Management

Advertise, recruit, onboard, schedule and manage staff



The Customer resourcing portal

Vendor Management

Manage temporary and permanent staff across multiple suppliers



The story so far...

600

Signups per
month

5000

Agency staff
on platform

£71,000

Average
savings per
site

Where next?

£31bn

UK contract
recruitment
market

20-30%

EU and US
workforce in
'gig-economy'

29%

Recruitment
growth in
hospitality &
events

Taking FLEC to a wider market

Growing FLEC from an internal innovation activity to a viable stand-alone business driving growth for parent companies.



Flexible Lifestyle Employment

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