

GOPEOPLE™

ABOUT

- GoPeople is a B2P/P2P delivery service that utilizes runners (couriers) and tracking technology to provide parcel senders fast and reliable delivery.
- Founded: 2014 (as People Post)
- Headquartered: Sydney, AUS
- Cities served: Intra-Urban & Inter-Urban between major Australian metro areas (plans to expand globally)

Character

Business

Control

Efficiency



WHAT IS GO PEOPLE?

Like you,we were sick of traditional couriers being unreliable and difficult to deal with
... So we created an alternative.



Post a job in minutes and
broadcasted instantly



Runner takes your job and starts
delivering



Track your parcel at every stage of
the delivery journey



Only pay when your job is completed
with on screen signatures

Operations differentiators:

- Uses proprietary routing and grouping algorithms tracking with GPS tech for visibility
- Parcel service offered 24/7
- Runners bid for job on the application and GoPeople selects most suitable runner

COURIERS

- Non-professional dedicated runners
- Runners must pass ID verification and deposit a security bond for trust verification
- Runner positions open to those who own a vehicle, bicycle, or Opal (subway) pass
- Suburbs/cities they choose to service are "subscribed" to through runner interface

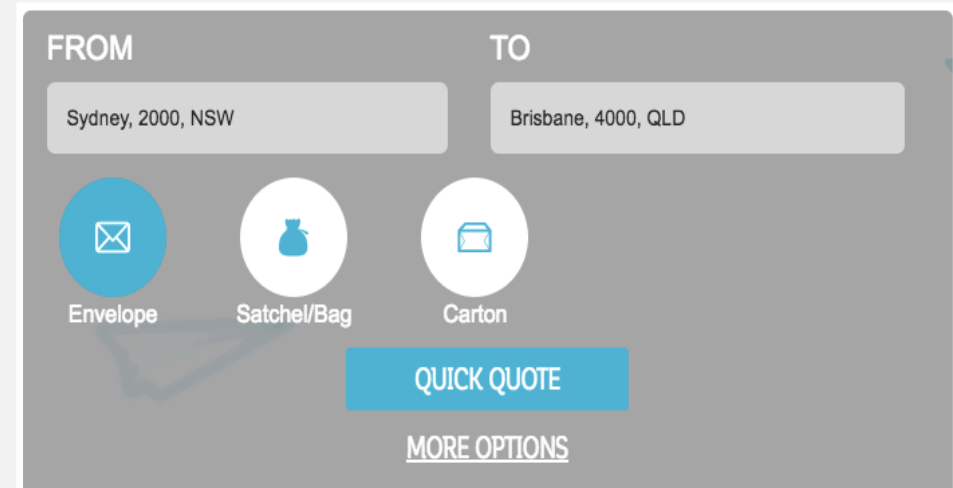


A runner profile card for Alan C. The card is blue and features a circular profile picture of a man with dark hair and a beard. Below the photo is the name "Alan C." and social media icons for Twitter, Facebook, and Google+. At the bottom left, there are icons for "opal" (subway), a car, and a bicycle. To the right of the photo, there is a text description: "I am a professional courier with 12 years of experience. I am reliable, trustworthy and keeping promises. Leave your parcels with me is your best choice." Below this text is a circular badge with "100% Good Rating" and "14 Delivered" next to it.

Runner profiles give a brief description, customer rating, number of items delivered, social media profiles, and modes of transportation

REVENUE MODEL

- Fixed Price
- Incremental costs determined by:
 - Package type
 - Urgency
 - Distance
- Customers can retrieve quick quotes for estimated delivery prices or complete a form for more detailed quote
- Runners receive 85% of delivery fee

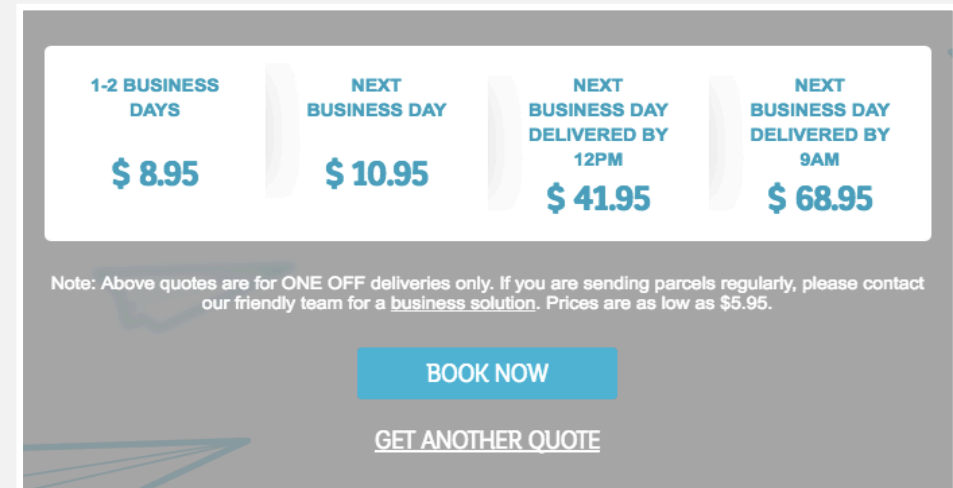


FROM Sydney, 2000, NSW TO Brisbane, 4000, QLD

Envelope Satchel/Bag Carton

QUICK QUOTE

[MORE OPTIONS](#)



1-2 BUSINESS DAYS	NEXT BUSINESS DAY	NEXT BUSINESS DAY DELIVERED BY 12PM	NEXT BUSINESS DAY DELIVERED BY 9AM
\$ 8.95	\$ 10.95	\$ 41.95	\$ 68.95

Note: Above quotes are for ONE OFF deliveries only. If you are sending parcels regularly, please contact our friendly team for a [business solution](#). Prices are as low as \$5.95.

BOOK NOW

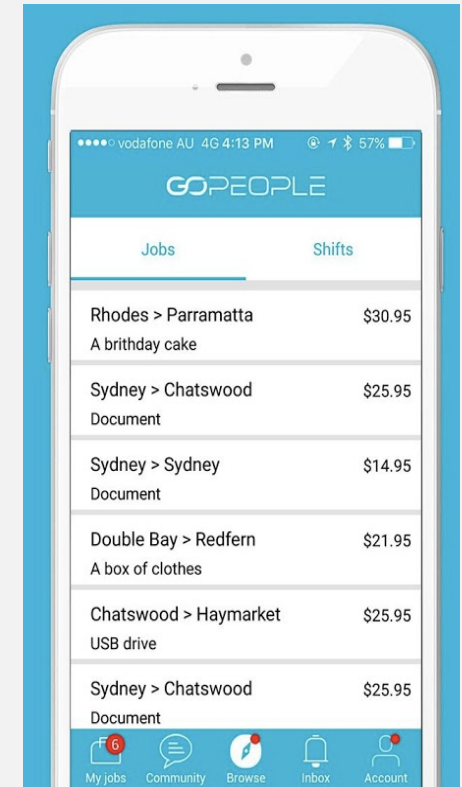
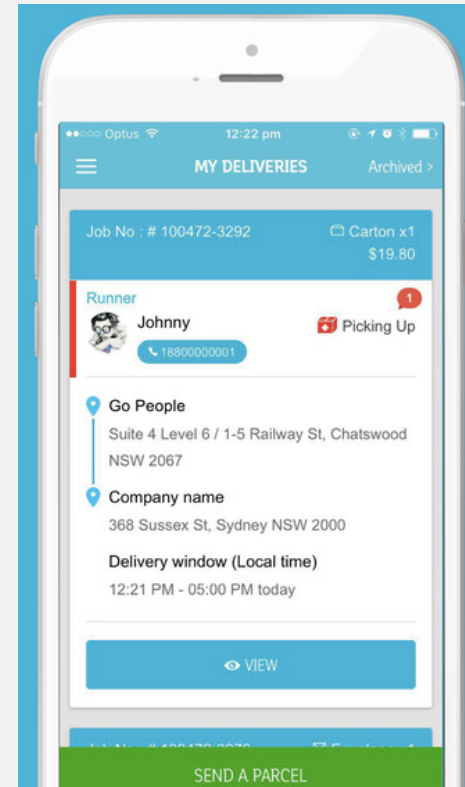
[GET ANOTHER QUOTE](#)

BUSINESS PERFORMANCE

- Average 10,000 deliveries per month
- 83% month-to-month growth
- 2016 - Raised \$2 million+ AUD in 2 rounds of funding used for marketing and sales
- Additional 825,000 AUD funding used primarily for advancing technology within the GoPeople applications

APPLICATION PERFORMANCE

- GoPeople utilizes GPS tracking and instant communication
- Separate Runner and Sender app
- Recipients have ability to track packages in real-time
- Website provides statistics on total number of runners
- Customers have option to "save" favorite runners



Two separate applications give senders (left) the ability to track packages and runners (right) the option to choose jobs that best suit their needs