

Cinch

Optimizing Finance Operations for
the Global Supply Chain

Massive Vertical Fintech **Disruption Opportunity**

\$734B

In Freight Invoicing Annually (US only)

10%+

Loss Due To Overpayment

80%

of invoices contain
discrepancies

\$11

single invoice processing costs
(x 362M invoices)

Perfect Storm Of Market Need And Readiness



Increased freight data accessibility

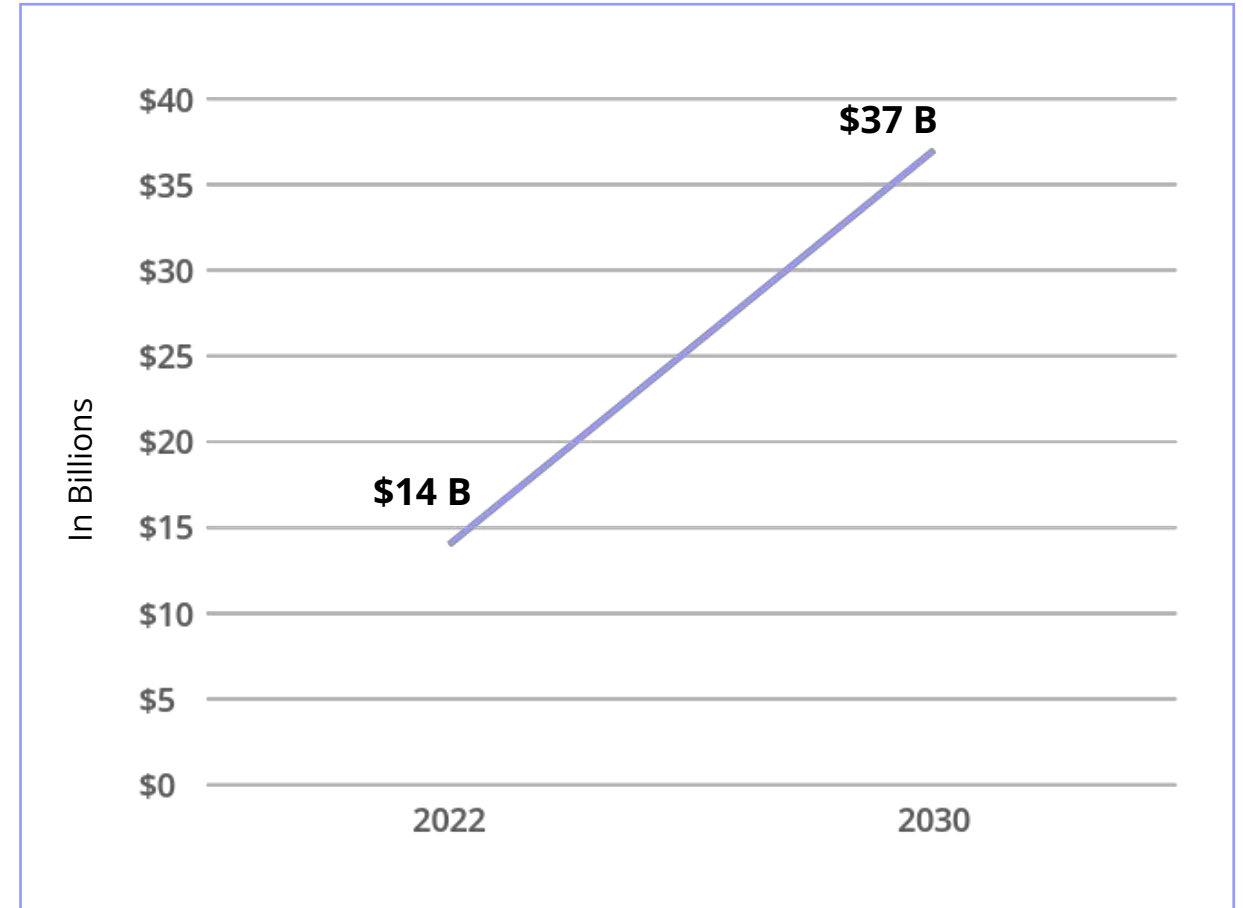


Accelerated tech adoption (COVID19)



Supply chain reconfiguration

Freight audit and payment market size expected growth



Effortless Freight Invoice Processing That **Saves You Money**

We're building a proactive freight invoice management system that streamlines the handling of freight invoices in finance and supply chain departments.



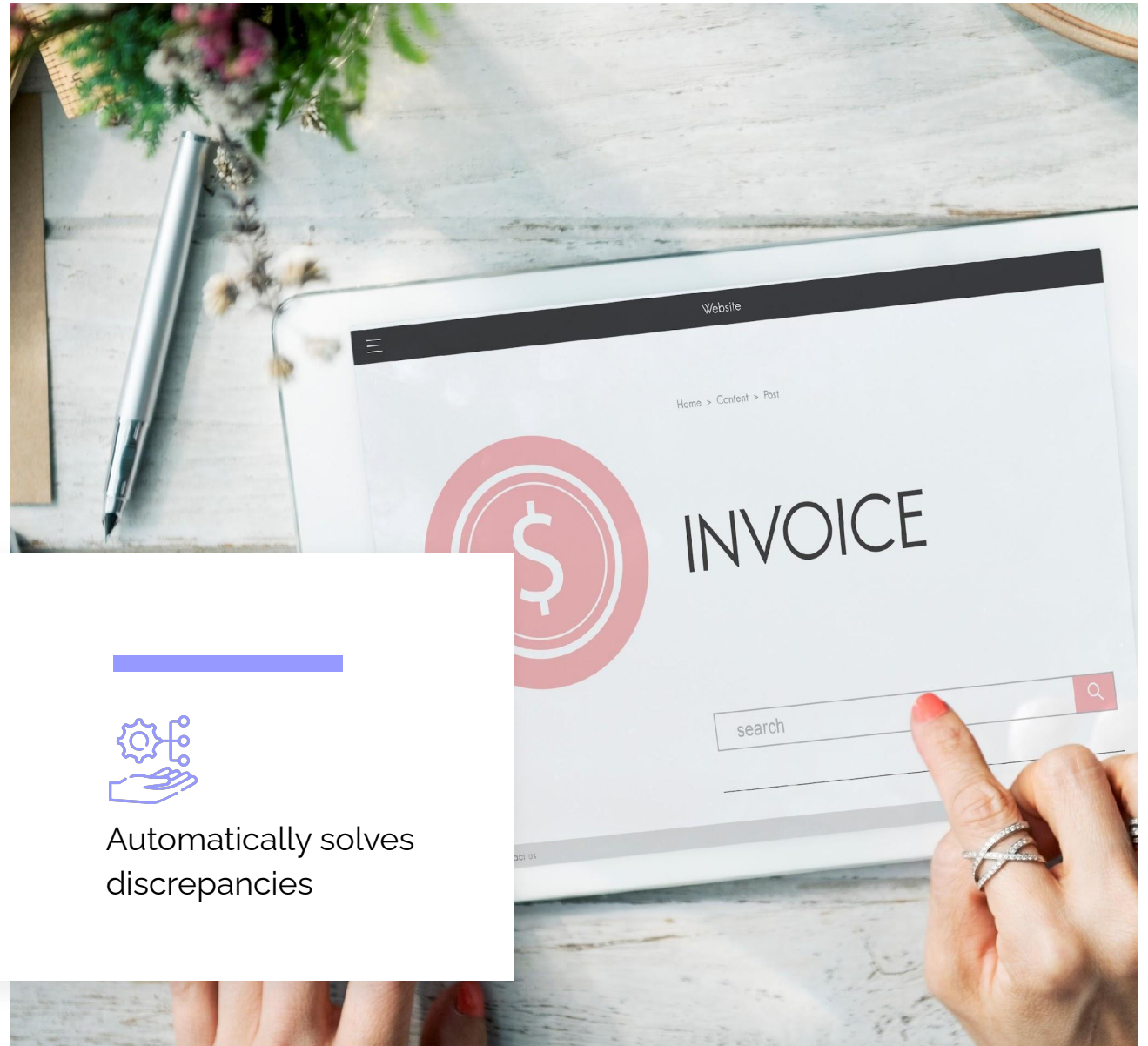
Seamlessly processes freight invoices



Identifies overbilling in real time



Automatically solves discrepancies



Strong Value Proposition To Stakeholders

	Today	With Cinch
Carrier onboarding	Manual verifications via many platforms / registries on a tight schedule, leading to risk exposure.	Automatic data collection from all the relevant sources and vendor verification .
Processing	Human processing (\$11 cost / invoice) Document collection, verification, reconciliation, and matching.	Seamless ERP integration for real-time collection, verification, and reconciliation.
Payment	~10% loss due to overpayment.	Automated invoice forensics engine audits invoices on submission, before payment .
Audit	Up to 80% of invoices contain discrepancies that require manager time and drive conflicts with vendors .	Exact payment every time.
Recovery	30-40% of recovered invoice value goes to auditing services.	Overcharged amounts caught at processing, never leave balance sheet .

Business Model With Aligned Incentives



SaaS model with tiered pricing

- By number of invoices
- By invoice volume
- By number of vendors



First signed client:

- 20 invoices / month
- \$5000 / year

We plan to start with the mid-market then climb up to enterprise clients

Customer	%	ACV	Revenue Opportunity
Enterprise	34%	\$100K-500K	\$3.4B+
Mid-market	47%	\$25K-75K	\$1.2B+
Small	19%	\$5K-10K	\$100M+

(based on 100K shippers, US only)

Strong Market Feedback Corroborates Our Thesis



"You're hitting a highly painful spot
fueled with a lot of wasted cash"

Former head of technology finance
Home Depot



"This is a real f***ing problem"

U.S freight broker
XRT Logistics



"We have an internal team of freight
auditors and it's still a challenge"

Senior supply chain manager
Apple

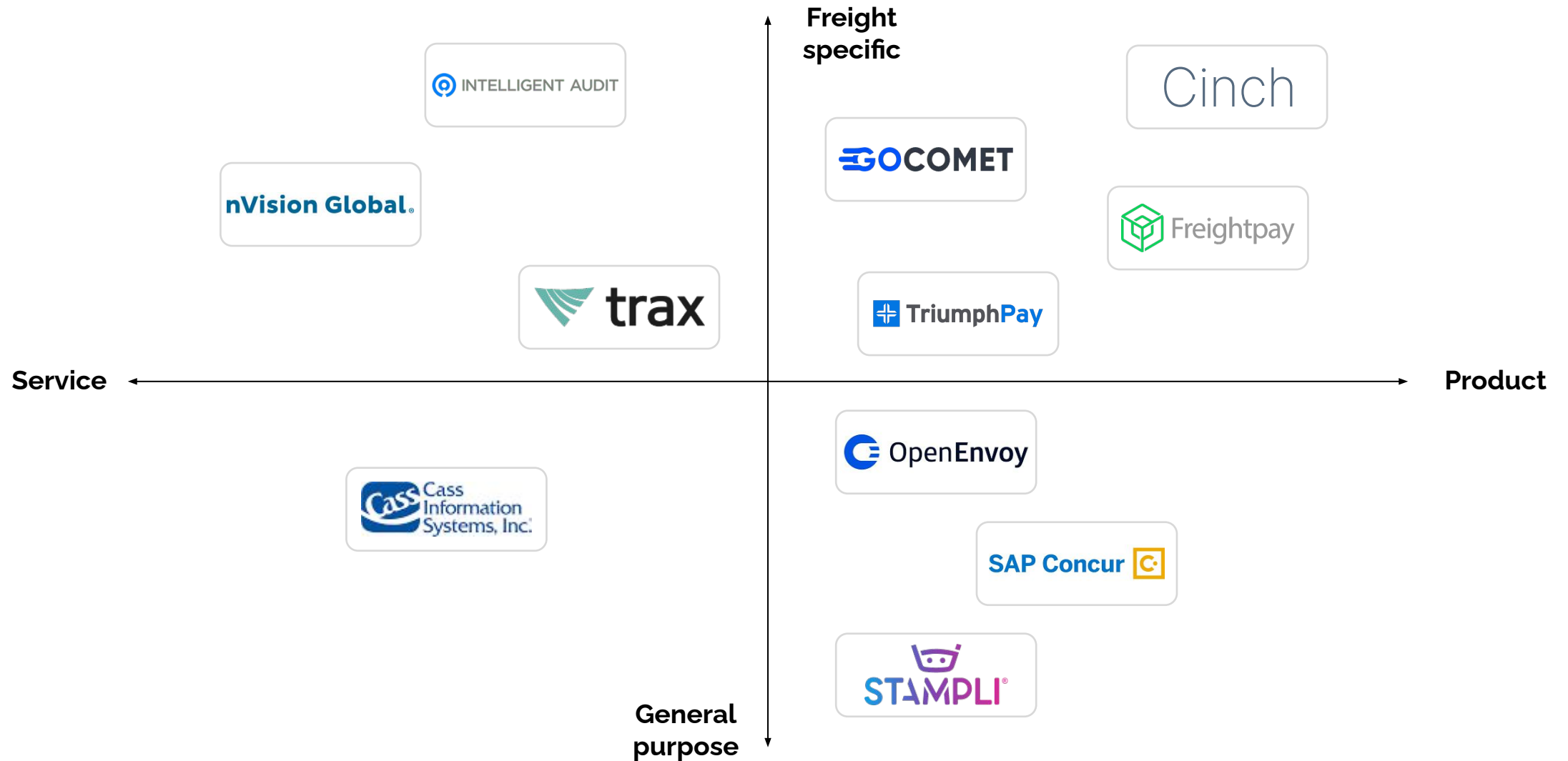


"We built an internal software + a
dedicated team in Manila and still
wasting cash on overpayments and
unfair charges"

Director of BizDev
Stolt-Nielsen

APPENDIX

Competitive Analysis



ROI Analysis Simulation

Company Details

- ACME manufacturing Inc.
- 150+ employees
- 312 freight invoices a month

Benchmarks

- \$2K avg. freight invoice
- ~10% overpayment



\$748,800

Cinch can prevent up to \$748,800
of wasted cash for ACME manufacturing