



**Lojipark – Digital Logistics Terminal**

[www.lojipark.com](http://www.lojipark.com)

innovation  
center of  
Turkey

teknopark  
istanbul

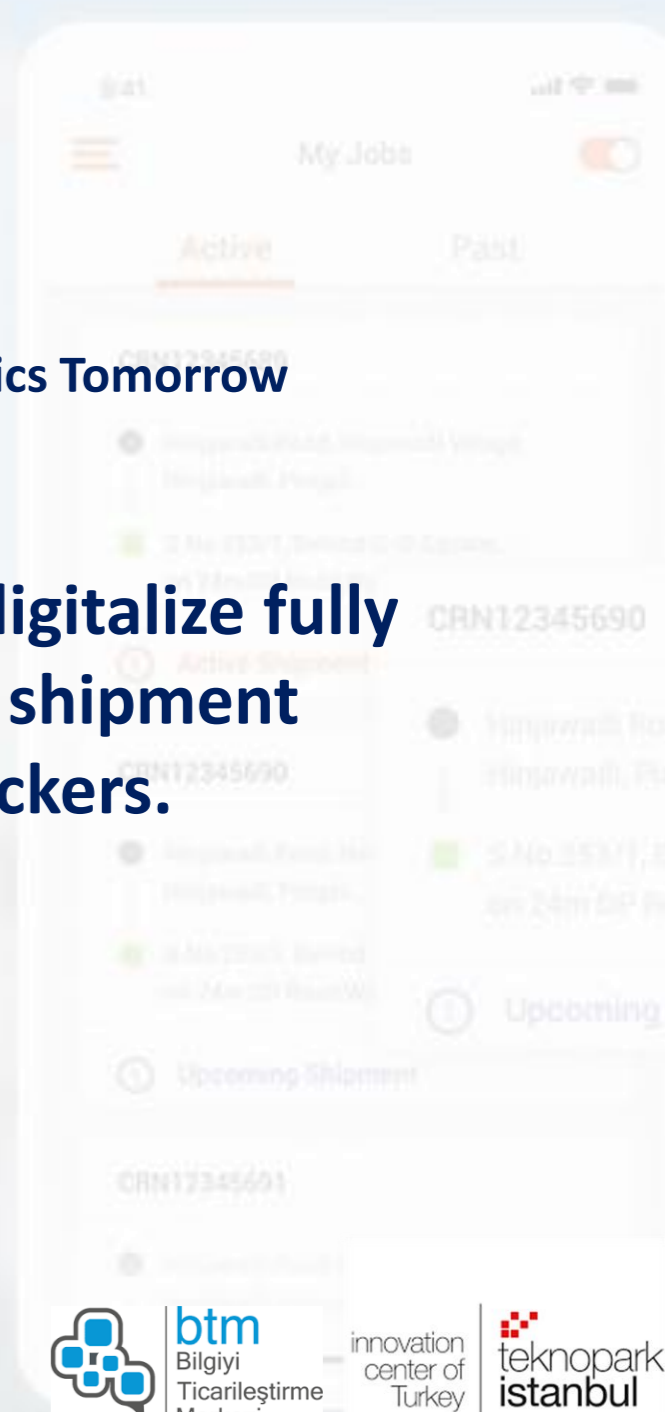




**Digital Logistics Terminal: Leading the Logistics Tomorrow**

**Lojipark is a start-up who aim to digitalize fully manual operation of daily B2B shipment operation of individual truckers.**

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# Who We Are



**İbrahim  
Ercankal**



**Co- Founder**

Industrial Engineer  
with a Business Administration  
(MBA)  
graduate with 15 years of  
experience ,currently  
carries out domestic shipping  
operations.



**GreenPort  
Logistics**



**Co- Founder**

11-years logistics company  
GreenPort Logistics,  
Located at Kocaeli – Gebze  
Marmara Transportation  
Terminal



**Mustafa  
Özen**



**CTO**

He is a software developer After graduation of university  
for 18 years,  
has worked  
in many different  
companies in the private  
sector.



**Özlem  
Özen**



**Co - Founder**

She has developed herself in  
business analysis. Business  
analyst of Lojipark.



**Şaban  
Albayrak**



**Co- Founder**

He will run the  
operation with  
20 years of private  
sector sales & driver  
experience.



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# Who We Are



**Mehmet Ali  
ALBAYRAK**



**Volunteer Mentor**

After graduated from master business program in London, he worked as an investment and finance manager in global companies in Turkey.



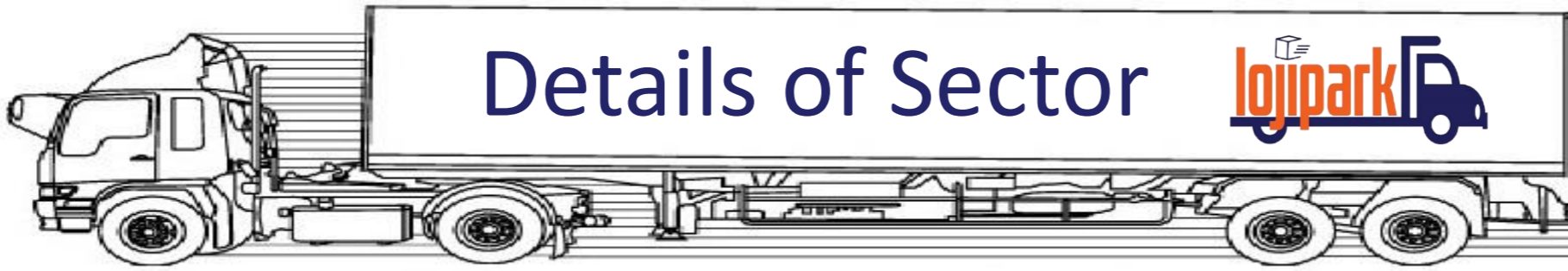
**Bertan  
BAYHAN**



**Marketing Manager**

After graduation of university, he has worked at logistics sector for more years.

# Details of Sector



Truckers have to park their trucks and visit the offices of logistics companies which is located at transportation terminals in almost every big cities in Turkey for searching shipment from logistics companies or they are using other platforms like whatsapp groups.



There are 870K individual truckers in Turkey.



An average of 450K daily domestic shipments.



300K of these are carried out on spot basis entirely through bilateral relations and commissions.



The rate of self-owned vehicles of logistics companies is not more than 5%. At a rate of 95%, the sector proceeds through individual truckers.



Individual truckers pay a commission of 100 – 400 TL per shipment. Most of the time this commission is unregistered.



# Problem to Solve



01

Truckers lose time & additional costs for loading.

02

Load owners incur 20% more costs and lose time.

03

Load owners, logistics companies receive commissions of 100 – 400TL per transection from truckers.

04

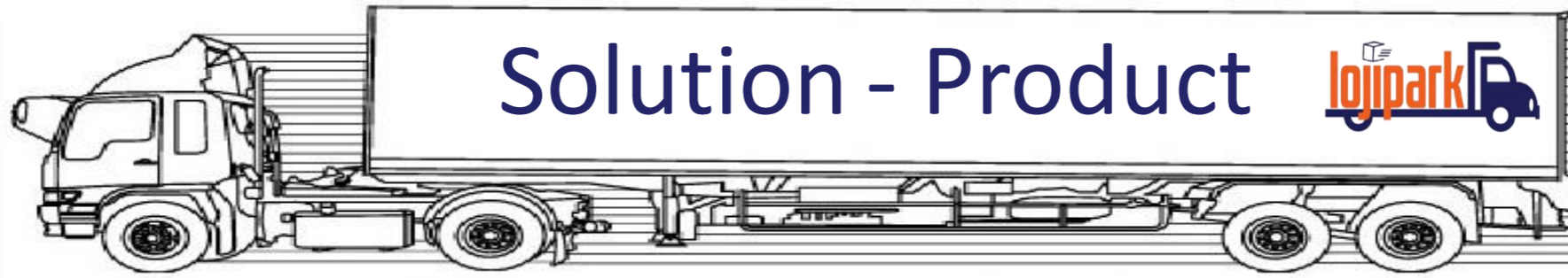
Truckers who cannot find a return load have to return back empty, it causes 50% loss of earnings.



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01

Shipment owners can log in to the LojiPark platform and find suitable truckers.

02

The turnover of truckers will increase by 50% as the number of trips in parallel with their faster return load.

03

Truck information and load information can be monitored and tracked.

04

For international transportation, exporters will reach empty return vehicles and reduce freight costs.

05

Lojipark, MVP model will first go live at the Marmara Transporters Terminal in Kocaeli, which is the province with the highest load in Turkey.



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# Product



Web Portal

Mobile App.

Ana Sayfa İletişim

lojipark Dijital Lojistik Terminali

Açık İlan Sayısı 3	Açık İhale Sayısı 4	Araç Sayısı 1913	Yük Sahibi Sayısı 1153
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Açık İlanlar Açık İhaleler Yük Arayan Araçlar Tüm Araçlar

Yük Arama Kriterleri

Yükün Bulunduğu Şehirler

lojipark

Kullanıcı Girişi

Telefon Numarası 0/10

Parola 0/12

Giriş Yap

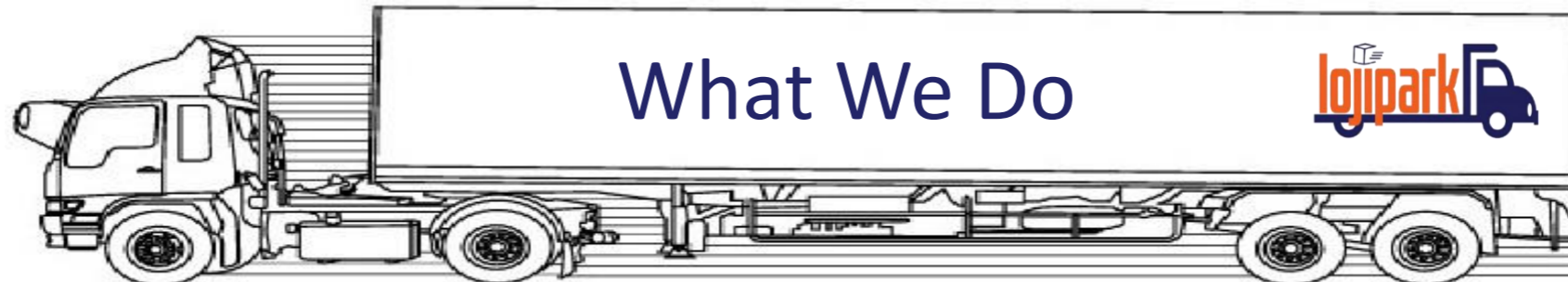


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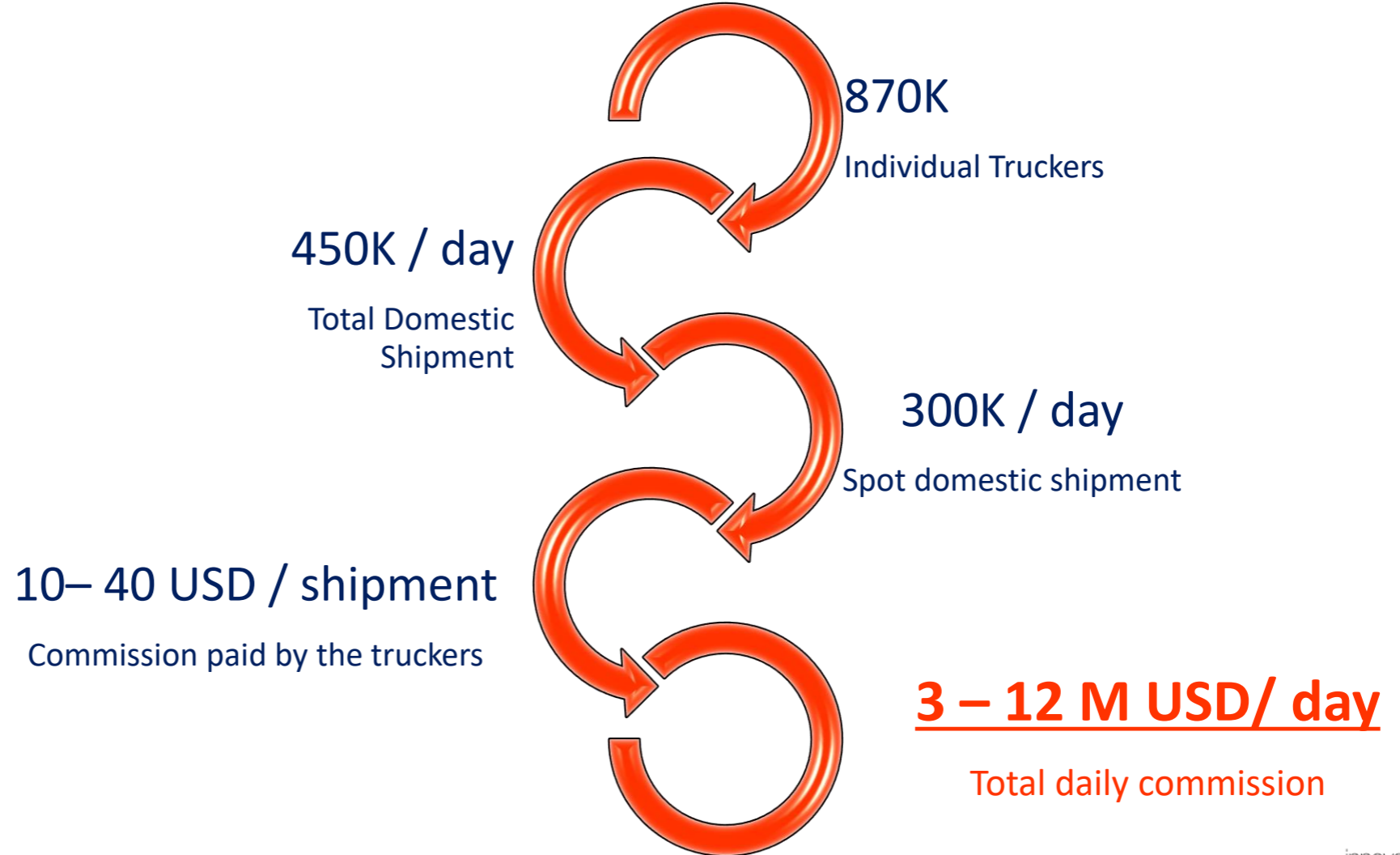
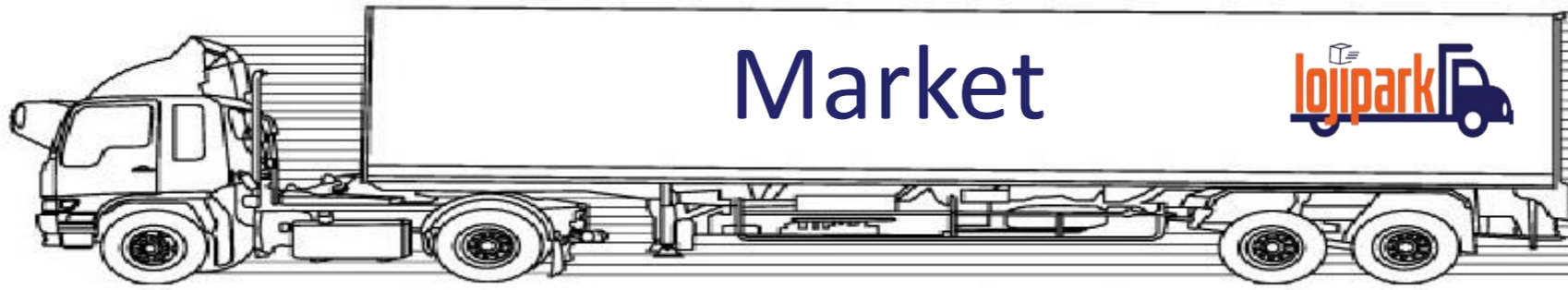
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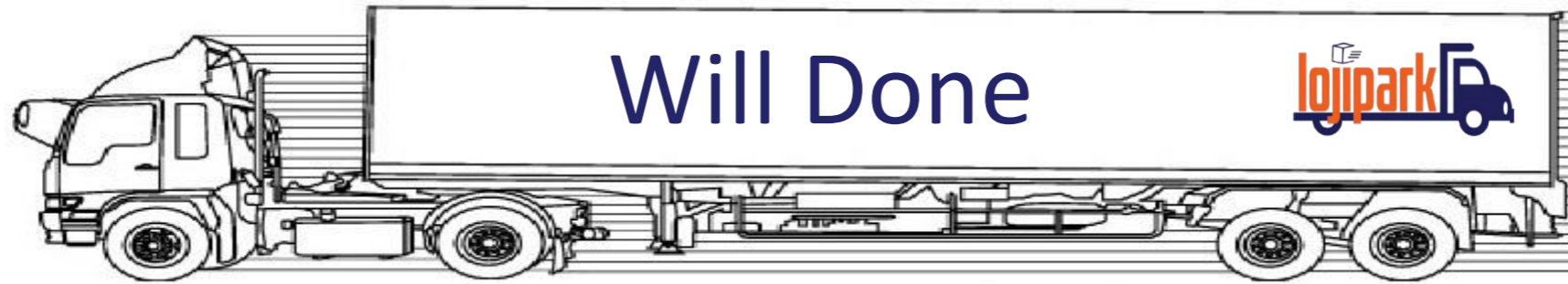
Marketplace  
For Transportation.  
Not a logistics company

Logistics Company  
&  
Trucker.



Source: <https://data.tuik.gov.tr/Bulten/Index?p=Motorlu-Kara-Tasitlari-Ocak-2021-37411&dil=1>  
[https://www.itohaber.com/haber/sektorel/215151/pandemide\\_turkiye\\_de\\_yeni\\_kamyon\\_satislari\\_yuzde\\_122\\_9\\_artti.html](https://www.itohaber.com/haber/sektorel/215151/pandemide_turkiye_de_yeni_kamyon_satislari_yuzde_122_9_artti.html)





- ERP
- Whatsapp Api
- Telegram
- Excel upload
- Business Systems

Integration



- Truck location
- Shipment location

GPS



- Rental trucks
- Long Term Shipment Contracts

Contract Module



- Internatiaonal transportation module

International



- Waybill
- Invoice, etc

Documentation

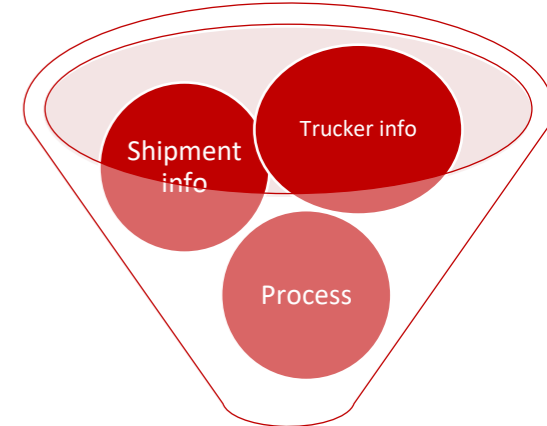
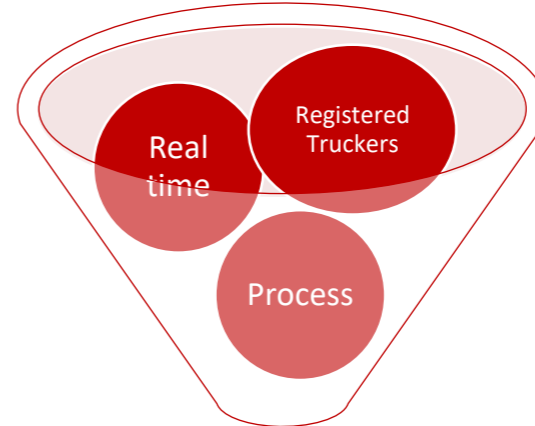
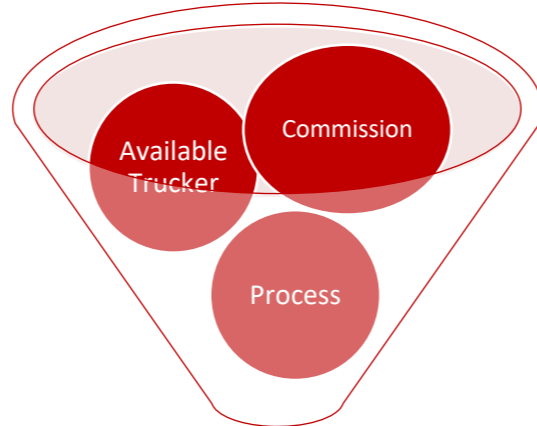
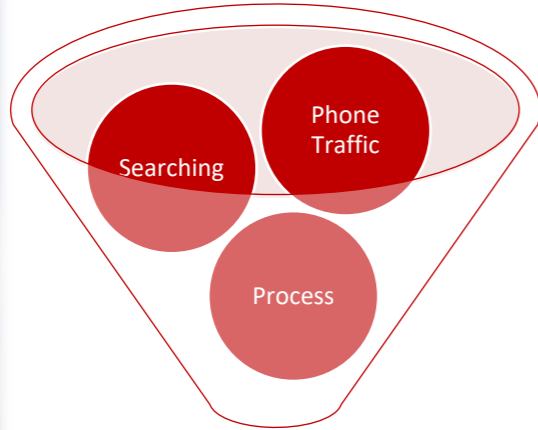
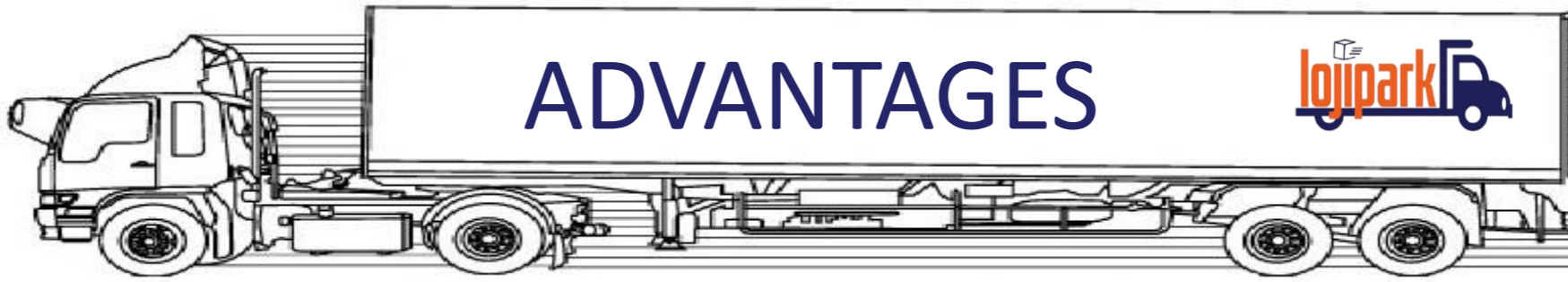


- Insurance

Insurance









Our competitors are working as logistics company with necessary documents.



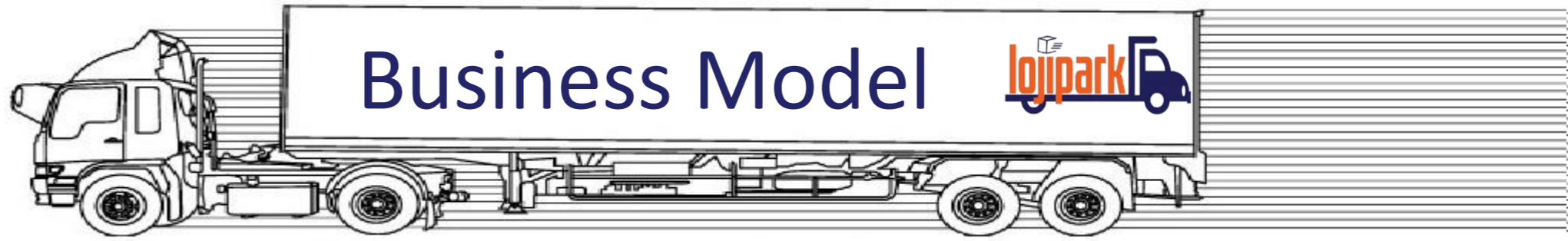
Lojipark is not a logistics company.



We are a Marketplace of logistics sector in Turkey and then global markets.



Lojipark is the unique digital logistics company which is incorporated at TeknoPark Istanbul



**Market entry;** We can reach 1K truckers / day at the Office of GreenPort Logistics which is located the biggest logistics Terminal of Turkey its called Marmara Transporters Terminal in Kocaeli/Turkey,

**Revenue Model;** A service fee 50 TL will be charged from the truckers and 60 TL from the load owners per shipment.

**Promotion;** Starting from the Marmara Transporters Terminal, we will scale by doing guerrilla marketing at the Transport Terminals located in every city of Turkey and globally.





- Fuel-oil

Cooperation



- Insurance

Cooperation



- Tires
- Spare parts
- The others.

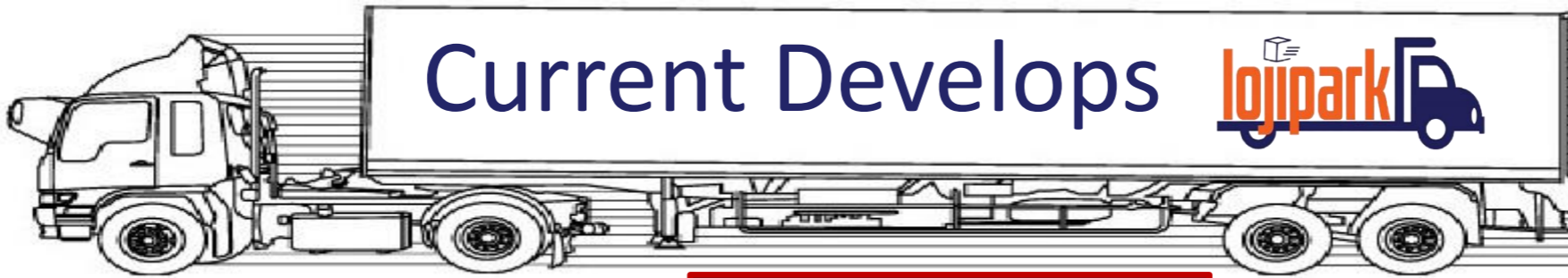
Cooperation



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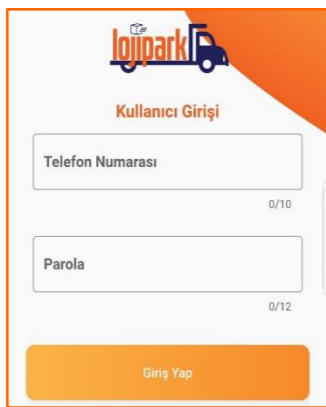
**Pre- Incubation Center**



**Biggest Incubation Center of Turkey, Incorporated**



**1st in the first year rankings.**



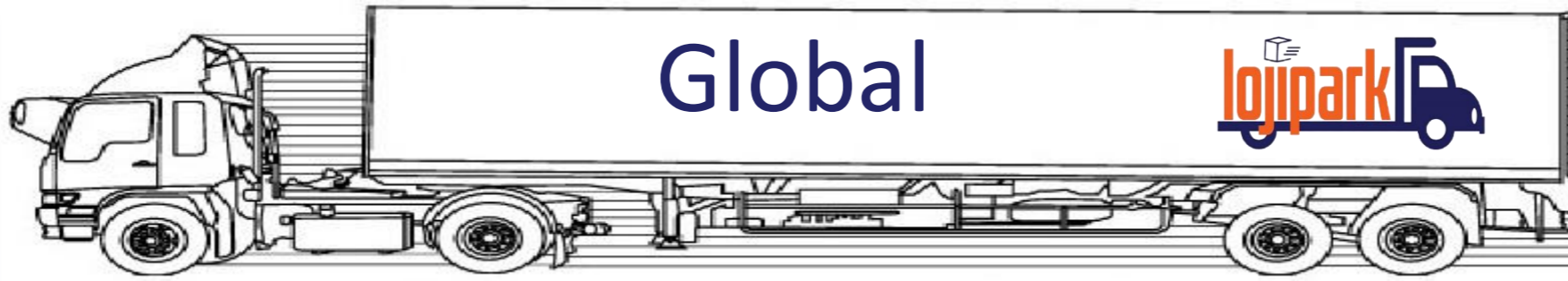
**MVP Ready**  
**Web & Android**



**Startup acceleration program**



**1,158,000 TL investment**



Accepted, program just for Logistics Startups

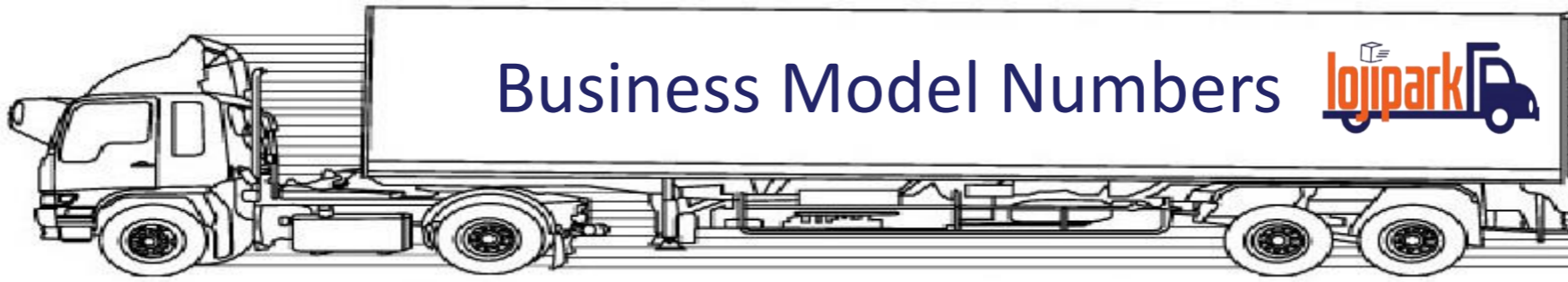


Accepted, Pre-accelerator program



Accepted, Startup Visa Program





Active user

**2682**



Registered trucks

**2660**



Completed shipment

**498**



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# THANK YOU

**Lojipark – Digital Logistics Terminal of Turkey**

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Turkey

**Support Office :** Marmara Nak. Ter. No:6/11 Gebze –  
Kocaeli - Turkey

