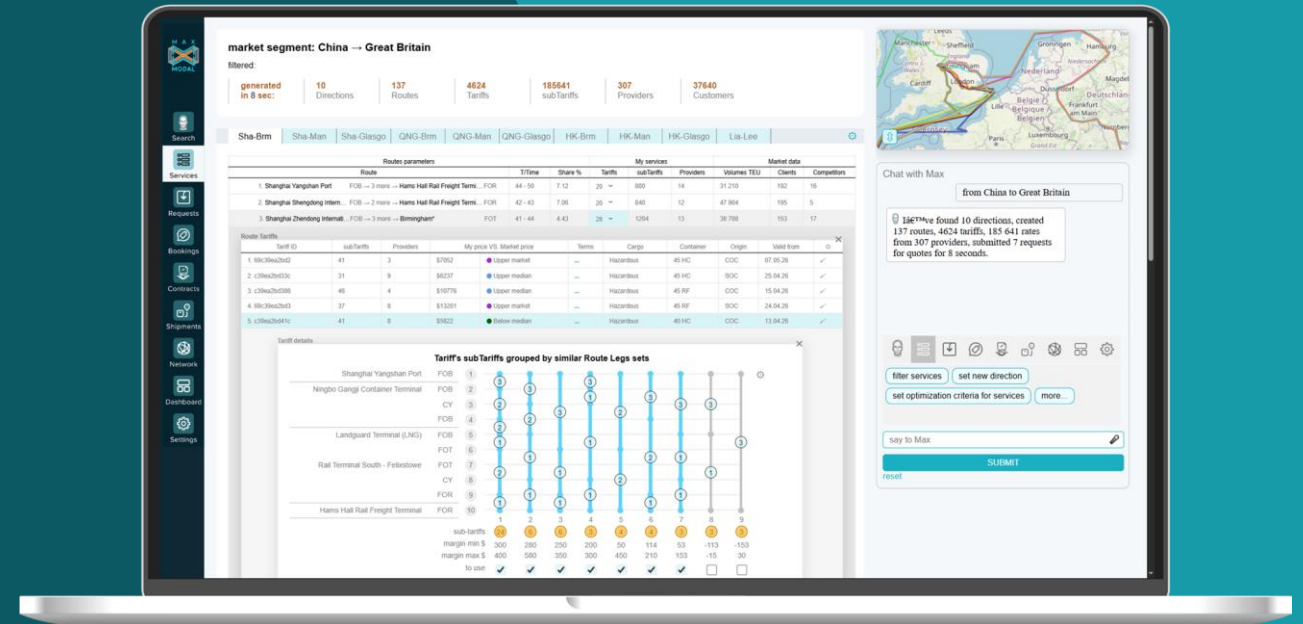




# Maxmodal

AI-driven intelligent multimodal  
freight service management

Create thousands multimodal services in seconds

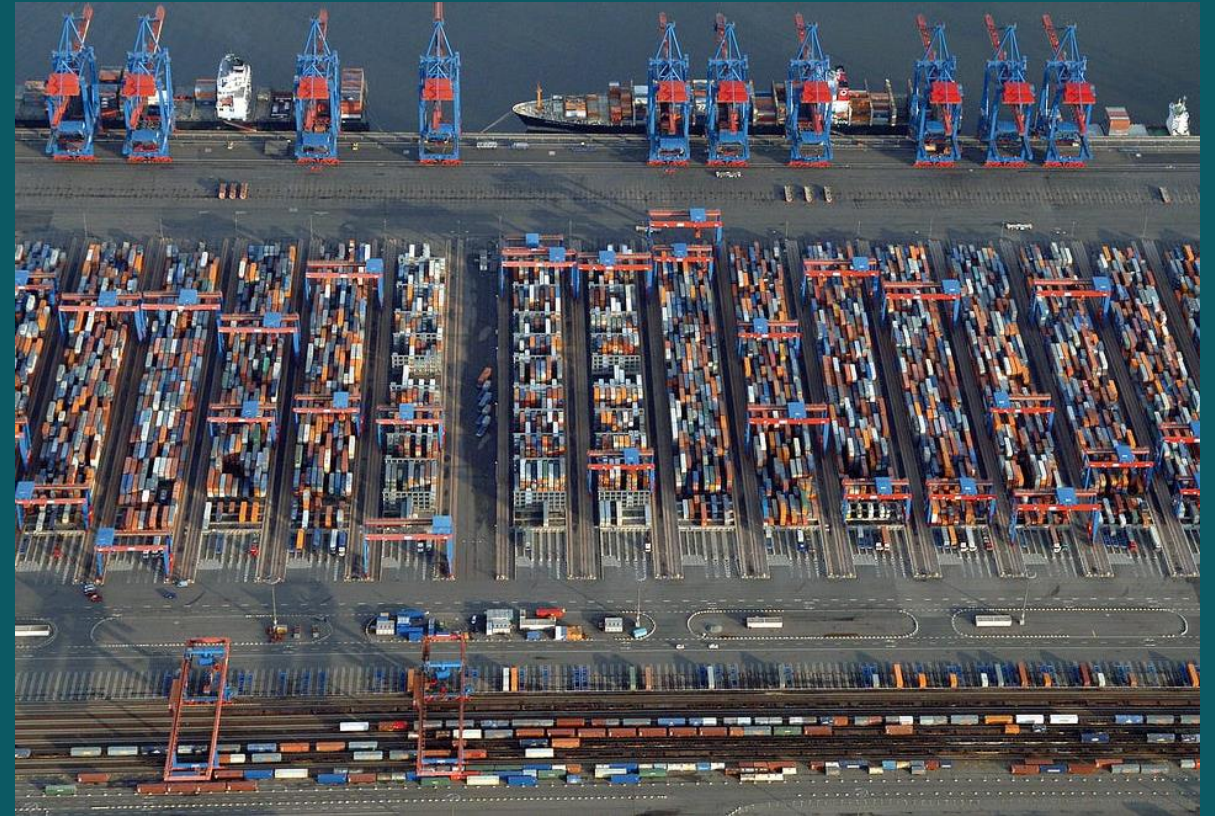


# Transport operations have been redefined since the 1960s

Before the 1960s this was a usual way of cargo handling



The container revolution has streamlined cargo flow



...but multimodal service management – when a route consists of rail, sea, truck, and terminals – is still a time-consuming nightmare from the last century

The collage displays a variety of software interfaces used in multimodal service management, including:

- Spreadsheet Applications:** Multiple instances of Microsoft Excel showing complex data tables for logistics, such as pickup addresses, station departures, transit costs, and equipment details. One spreadsheet lists pickup addresses like Qingdao, Xuzhou, and Zhengzhou, along with their respective transit costs and equipment types.
- Database/Query Tools:** Interfaces showing query results and data manipulation tools, including a "Query Results" window with columns for "Address", "Station", "Transit", and "Cost".
- Specialized Logistics Software:** Applications like "NSR Intermodal RU-PC-#0 Rate Table" and "Burigi LLC: USA BASED Intermodal" showing rate tables and service details for various routes (e.g., Dallas, TX to Houston, TX).
- Design/Engineering Tools:** A portion of a CAD or design software interface is visible, showing a 3D model of a container or structure.
- Reporting Tools:** A "Report" window showing a list of items with columns for "Item", "Quantity", "Unit", and "Total".
- Communication Tools:** A "Mail" window showing a list of email addresses and their corresponding "Status" and "Date".
- Navigation/Mapping Tools:** A "Map" window showing a geographical area with various points of interest and routes.

And this problem is industry-wide:

2 million companies in a trillion-dollar market struggle with the chaos of managing and connecting tens of billions of rates across 25 million routes

2

million  
companies

\$1000

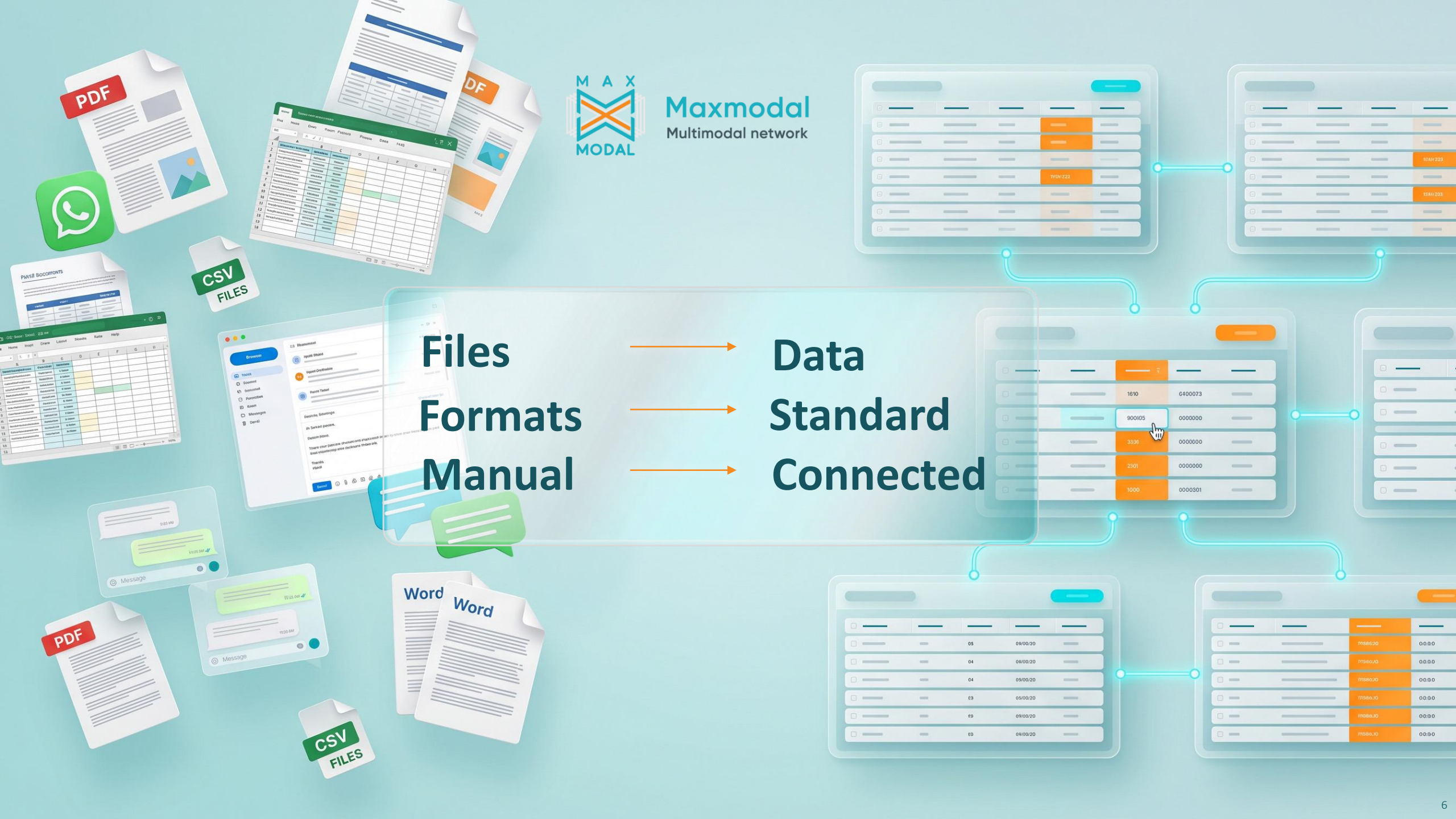
billion  
market

250

billion  
services

# Digitalization just made the industry more disconnected

Every shipper,  
forwarder, carrier and  
terminal has its own  
system & format and  
manually exchanges  
rate files



Maxmodal  
Multimodal network

Files  
Formats  
Manual

Data  
Standard  
Connected

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# Assemble your multimodal service in minutes



## Rates

Search rates from B to C

search results

filter

carrier 1 — price

carrier 2 — price

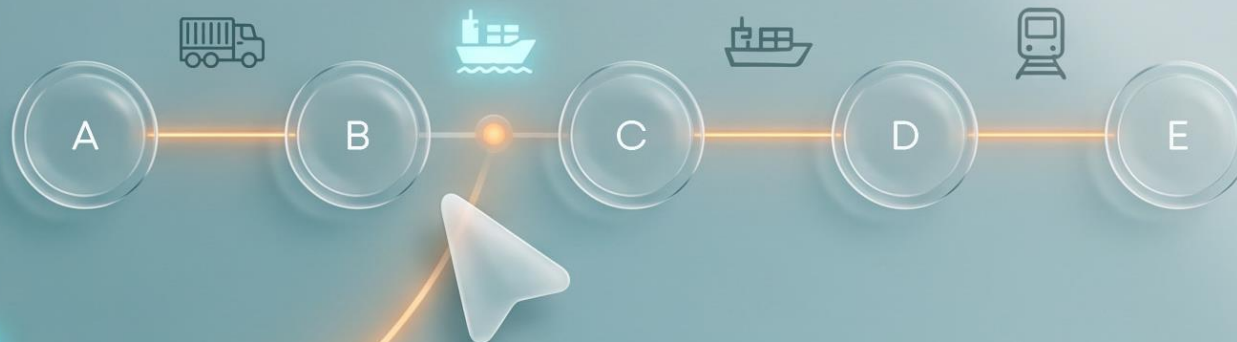
carrier 3 — price

carrier 4 — price

carrier 5 — price

carrier 3 — price

## multimodal supply chain



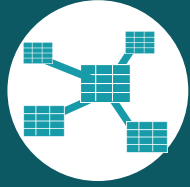
drag & drop

# How it works today



## Post

Providers post freight rates in their profiles



## Connect

Any user can seamlessly connect rates from different profiles, like LEGO blocks, into multimodal ones



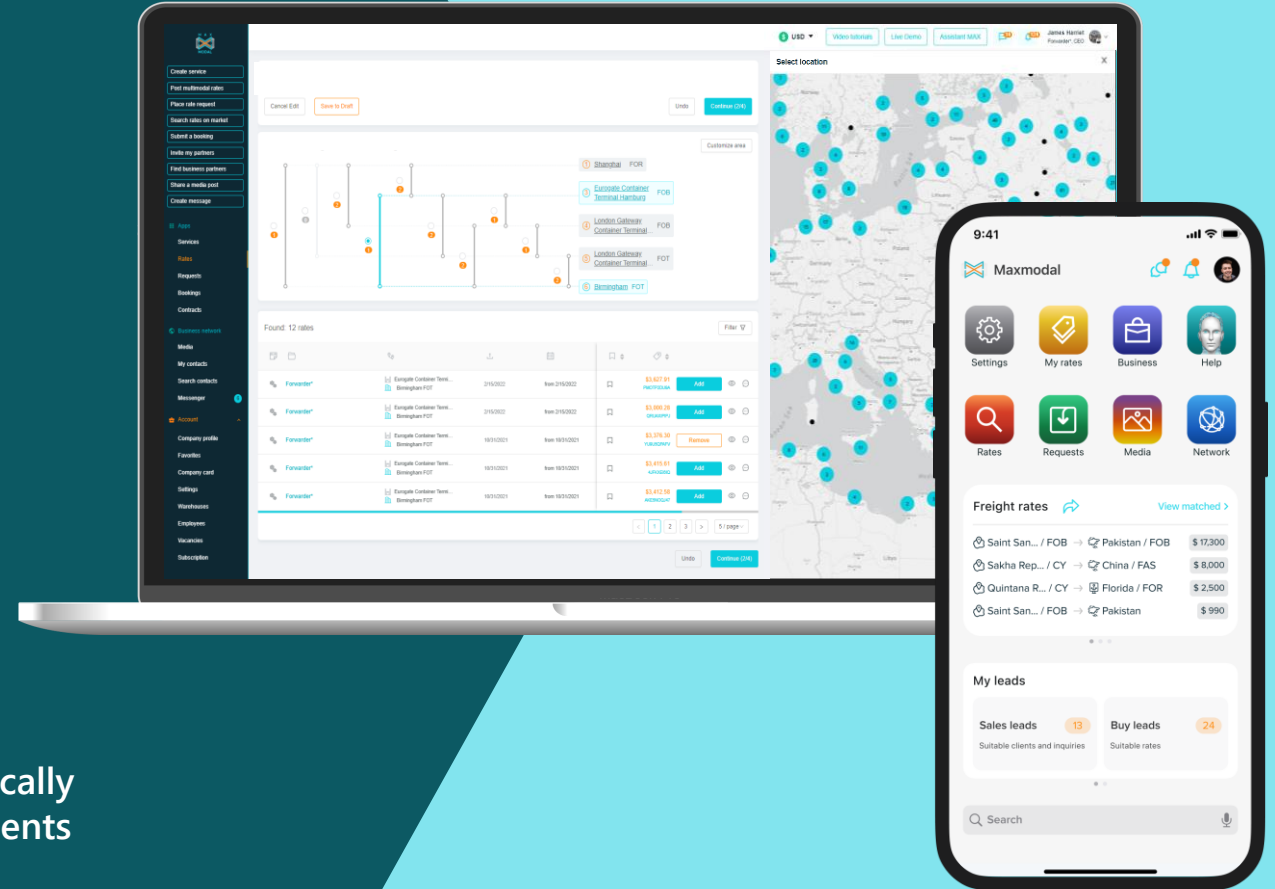
## Sell

There is a marketplace for searching and selling rates

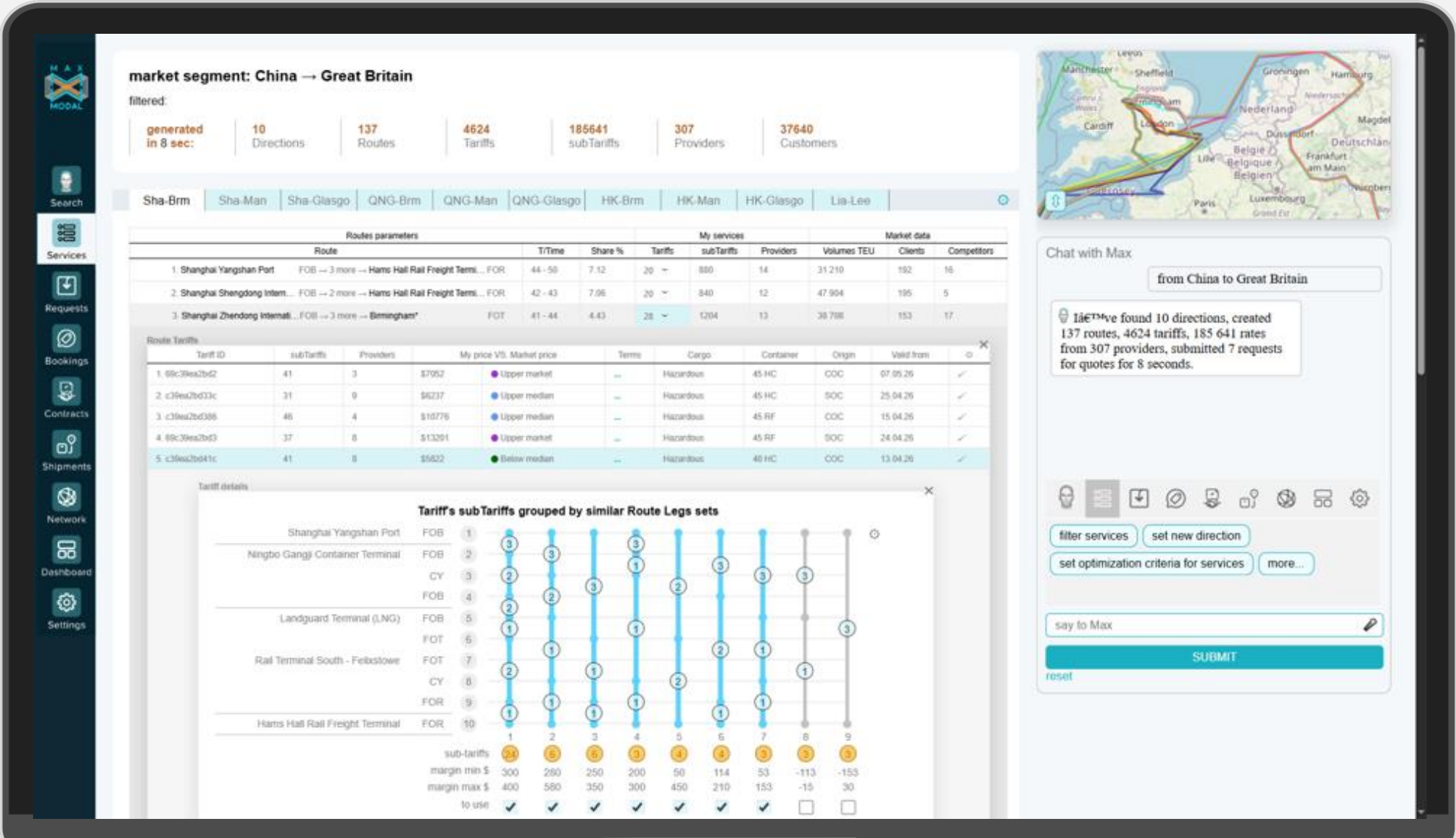


## Automate

If one rate changes, all related services update automatically in real time across suppliers, your company, and your clients



# What is next: AI-driven intelligent multimodal service management



# We have studied many competitors and patented our technologies globally

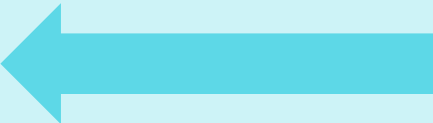
## Competitive landscape

Multimodal  
logistics  
management



Labor-intensive repetitive  
job in multiple isolated  
systems

Intelligent multimodal extended reality operating system  
Patent-pending application  
**MK2606051P.HK**



Multimodal  
rate  
management



MS Excel



Google sheets



Enterprise-centric old-fashioned  
rate-management systems

Real-time automatic creation of  
multimodal services

All technologies are  
patented/pending globally  
(JP, KR, CN, EU, UK)



Fragmented  
rate  
management



Rate analytics  
platforms (BI)



Digital freight  
forwarders and  
affiliated with  
industry players  
solutions



Networks of freight  
forwarders



Routescanner.com  
(route planning)



Shipsta.com  
(auto procurement of freight  
rates)

Wisor.ai (AI-based quoting with manual  
interventions)

Shipangel.com  
(Hybrid rate reformatting for shippers)

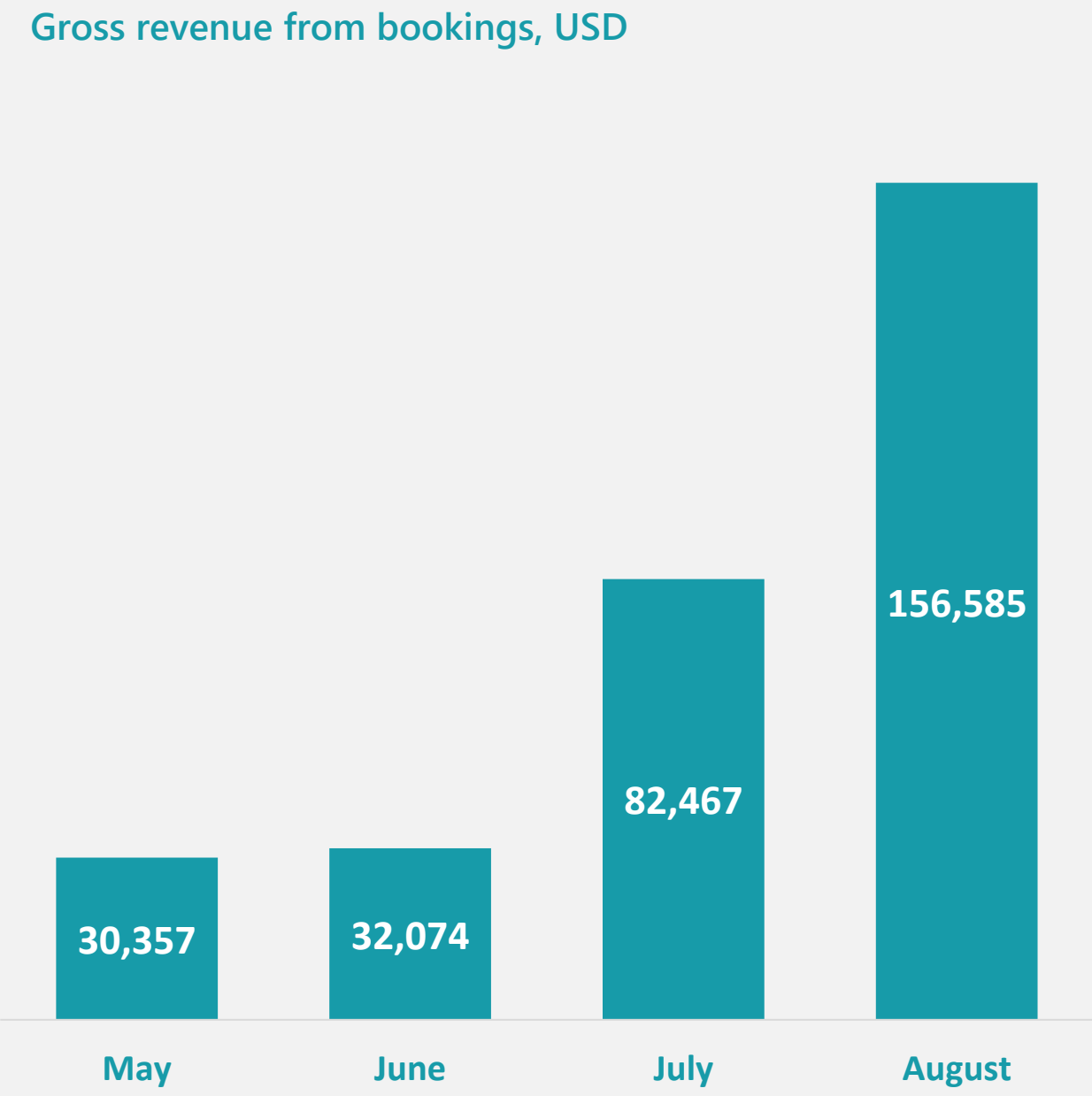
Manual

Automatic

AI-driven Intelligent

# We have already built the foundation across the Silk Road

-  Developed shipper & provider ecosystem in Central Asia (Uzbekistan, Kazakhstan)
-  Onboarded transport providers from China and Southeast Asia
-  Onboarded providers from EU; partnership with Railfreight.com
-  Launched the world's first multimodal index covering 27 Eurasian routes
-  Developed the AI prototype Intelligent multimodal service management
-  Joined the Cyberport Incubation Programme
-  Granted Japan patent JP7645796B2
-  Applied for a new patent in Hong Kong MK2606051P.HK



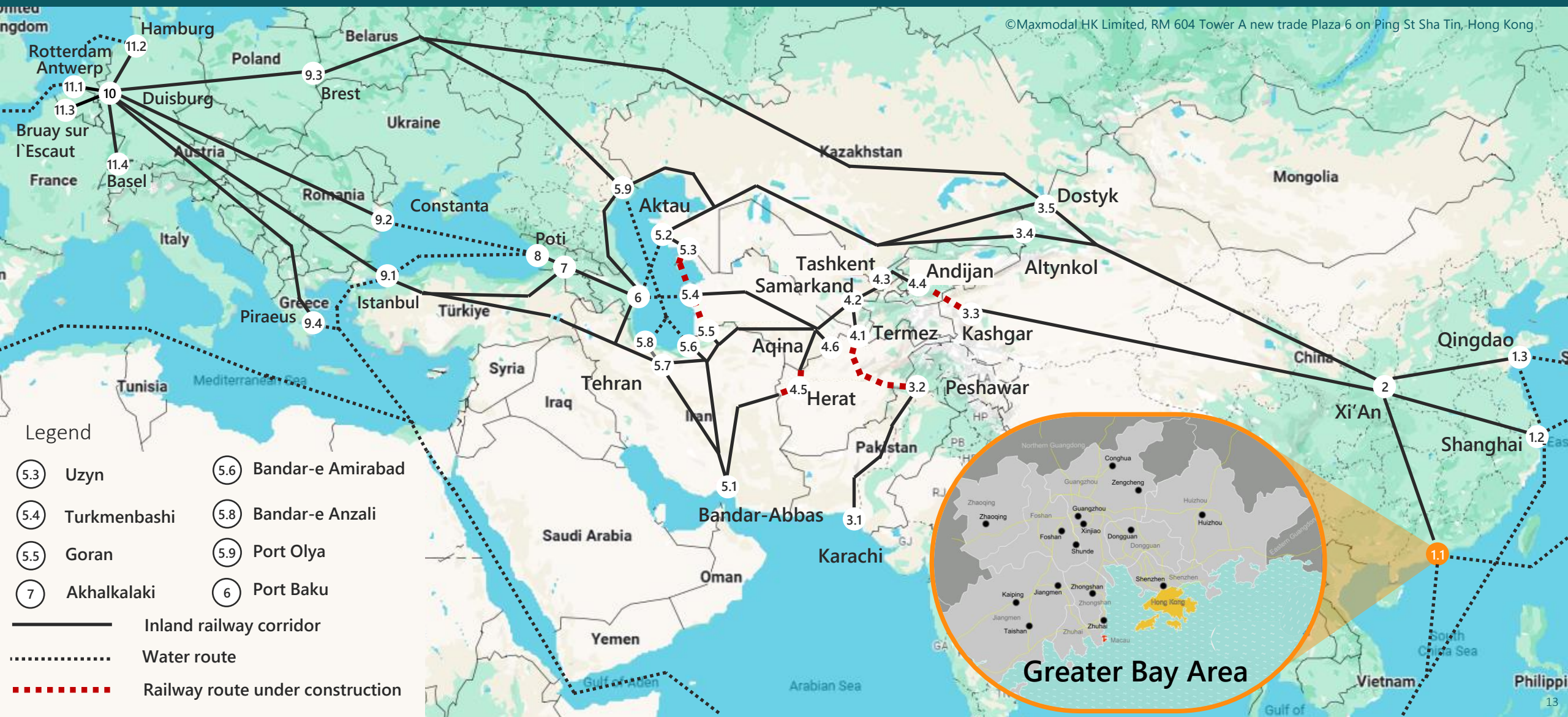
©Maxmodal HK Limited, RM 604 Tower A new trade Plaza 6 on Ping St Sha Tin, Hong Kong

Legend

- (5.3) Uzyn
- (5.4) Turkmenbashi
- (5.5) Goran
- (7) Akhalkalaki
- (5.6) Bandar-e Amirabad
- (5.8) Bandar-e Anzali
- (5.9) Port Olya
- (6) Port Baku

— Inland railway corridor  
 ..... Water route  
 - - - - - Railway route under construction

Greater Bay Area





# Go-To-Market strategy at the Cyberport IP and beyond

Step

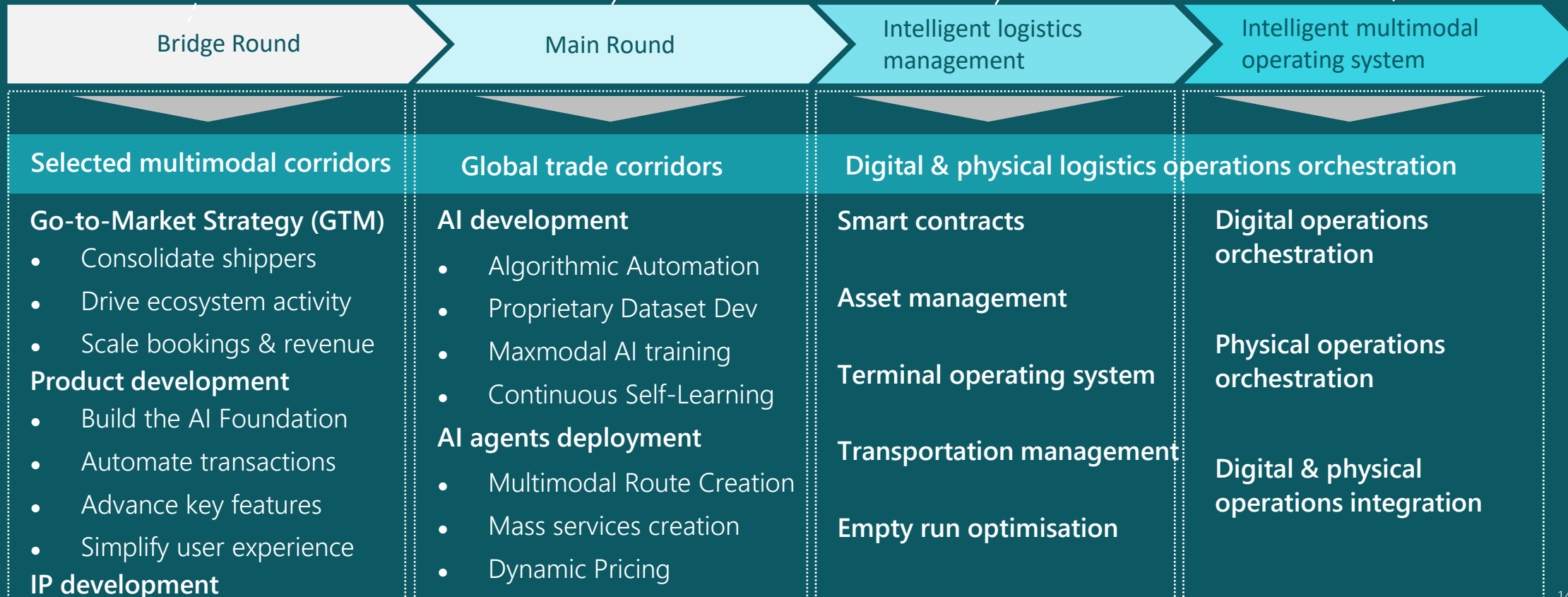
Step 1. 1-6 months

Step 2. 7-24 months

Step 3

Step 4

Focus on

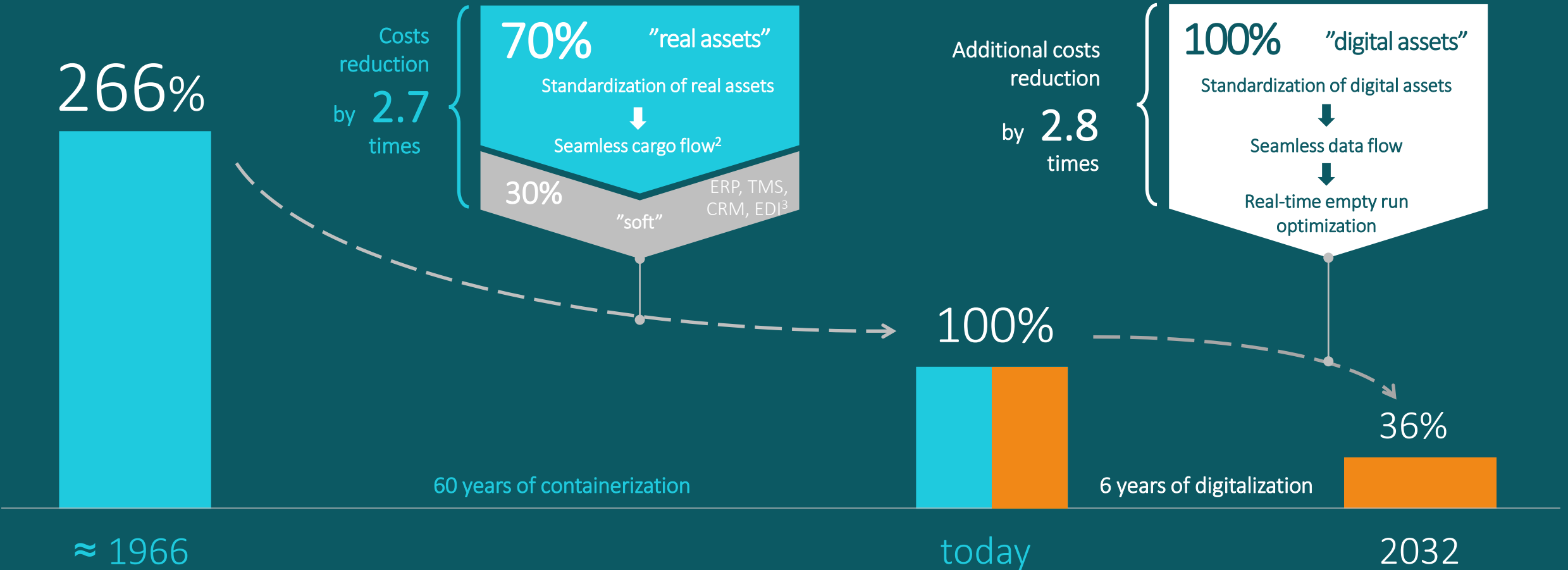


Strategy

# Step 4: Driving the biggest digital shift in logistics since containerization

Total freight cost reduction factors, USD/TEU<sup>1</sup>

Potential cumulative effect on the global industry



©Maxmodal HK Limited, RM 604 Tower A new trade Plaza 6 on Ping St Sha Tin, Hong Kong

Notes: 1. Sources: <https://youtu.be/dcdYatMCGQ>; <http://masterchain.rbc.ru/>; [http://www.bath.ac.uk/e-journals/jtep/pdf/Volume\\_33\\_Part\\_2\\_185-207.pdf](http://www.bath.ac.uk/e-journals/jtep/pdf/Volume_33_Part_2_185-207.pdf); Maxmodal analysis. Impact of containerization is estimated for sea freight, impact of MAXMODAL is estimated for intermodal freight. 2. Containership capacity growth from 200 TEU up to 22 000 TEU, diesel engine efficiency increase, slow steaming technology, etc. 3. ERP (Enterprise Resource Planning) systems. TMS – Transportation Management System. CRM – Customer Relations Management. EDI – Electronic Data Interchange.



# Our team. Key people



Dinar Gainutdinov

Co-founder, CEO

20+ years in marketing, innovations & IT,  
12+ years in transportation & logistics,  
EMBA INSEAD & Tsinghua SEM (China),  
Bauman MSTU



Anton Larkin

Partner, Director Maxmodal HK

28+ years in transportation &  
logistics, Entrepreneur, Higher  
Education in transportation &  
logistics



Max Tonkoglas

Partner, CTO

CTO & Co-Founder at IT company DEX,  
22+ years in IT, 50+ projects in IT  
Higher education, «Computing complexes,  
systems and networks»



Alex Petrovski

Head of software engineering

Technical Lead, DEX, 10+ years in  
creating robust and high-load  
scalable systems, 20+ successful  
projects, Higher education



Kirill Berezov

Partner, Director MAXMODAL Ltd, UK

28+ years of experience in insurance.  
Entrepreneur, Managing Director of  
Panditrans, Partner of TT Club – the  
world's largest insurer in the industry



Alena Kondratenko

Co-founder, Board member

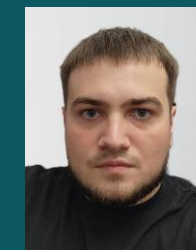
20+ years in transportation &  
logistics, Entrepreneur, CEO of Law  
firm Lexcon. IT experience in  
transportation



Abror Ikramov

Business-partner for Eurasia

25+ years in transport & logistics, ex-Rhenus, ex-  
Maersk. Expertise in Central Asian business  
development. BA in Economics (UWED, Tashkent);  
Management Program (Uzbekistan–Japan Center).

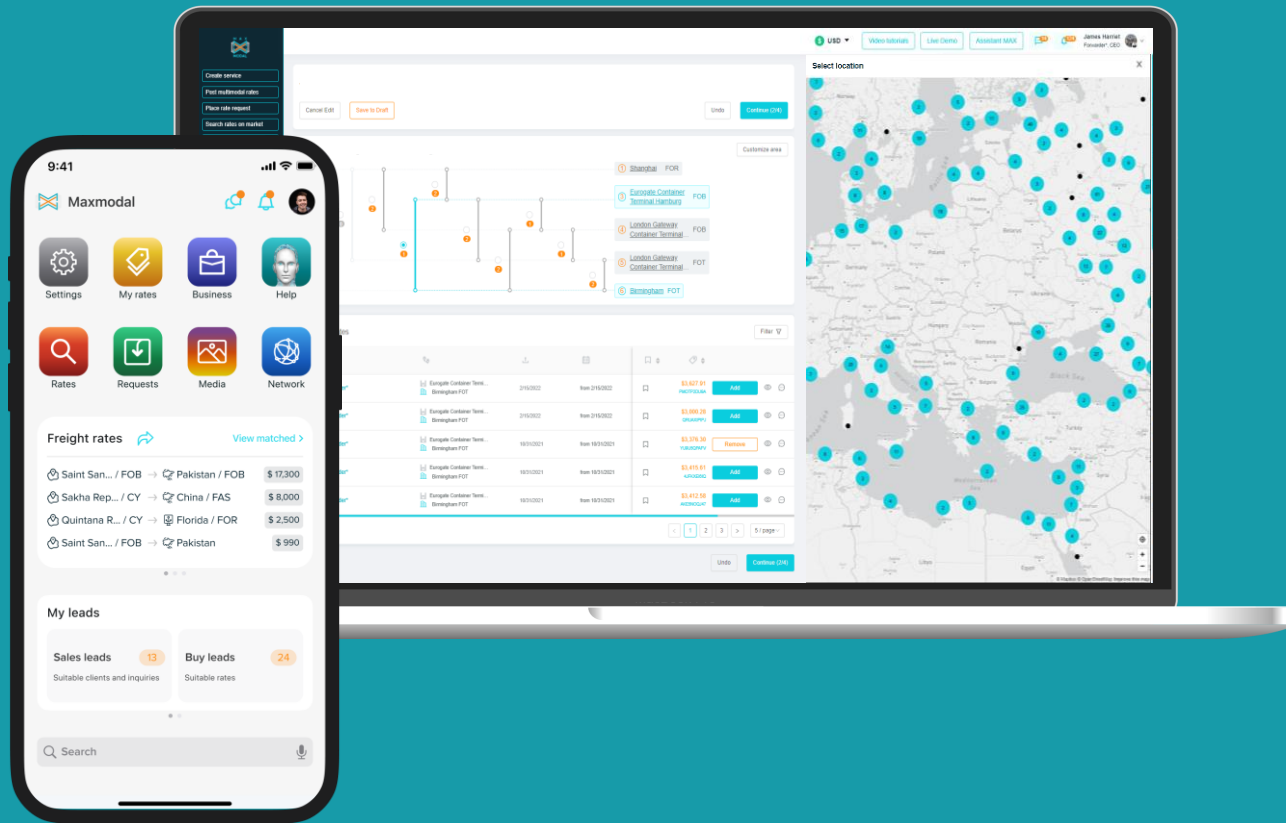


Vlad Iurchenko

Backend Engineer

Backend developer, DEX, 5+ year  
experience in developing  
reliable, maintainable, and  
modern systems

# Let's innovate the future together



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

 [@maxmodal](https://t.me/maxmodal)

 [Maxmodal](https://www.whatsapp.com/channel/0025v30000maxmodal)

 [Dinar Gainutdinov](https://www.linkedin.com/in/dinargainutdinov)

 [DG@maxmodal.com](mailto:DG@maxmodal.com)

 +852 955 65 227

 +998 97 008 81 12