

Lalamove



Region
Asia

Founding
year
2013

Stage
Series G

Number of
employee
1500+

Challenges / Problems

- Inefficient van/vehicle arrangement process - lack of immediate services available
- Lack of transparency in (pricing, delivery time and pick-up time)

Proposed solutions

- Instantly obtain a vehicle arrangement for both scheduled and immediate deliveries
- Transparent Pricing structure with clear indication of driver's location

Competitive advantages:

- Cost-effective pricing from economy of scale
- Technology facilitating routing optimization increasing efficiency
- Large pool of drivers readily available to make 24/7 deliveries possible

Looking for collaboration / partnership with:

- Hotels, developers, and companies aiming to improve the shopping or user experience for their customers
- B2B Wholesalers (e.g. Drinks, Food, Flowers, Clothing, Construction)
- Distribution / Warehouse Companies
- Exhibitors, Events, Catering

Future business plan:

- Expansion beyond Kanto Prefecture
- Cross-ward deliveries within Japan to tackle 2024 Logistics Problem

