

Fast Facts about Maergo

WHO WE ARE

Maergo is a national carrier that **simplifies and expedites** small parcel delivery. We enable brands to improve their **customer experience** by delivering **faster shipping** at a price point that **makes sense**.

WHAT WE DO

Efficient Expedited Delivery

2-3 day nationwide delivery achieved by accelerating the middle-mile via unused cargo space in passenger aircrafts on direct, point to point routes, bypassing the FedEx Express / UPS Air hub-and-spoke model.

Cost-Effective

All-inclusive rates (no fuel surcharge, residential, DAS/EDAS accessorial fees) that are a fraction of the price of expedited services from FedEx & UPS.

Simpler

A single carrier relationship, integration, contract, tracking experience, and customer support.

Greener

Usage of passenger aircraft scheduled to fly regardless of cargo load means fewer carbon emissions than cargo only flights.

97%

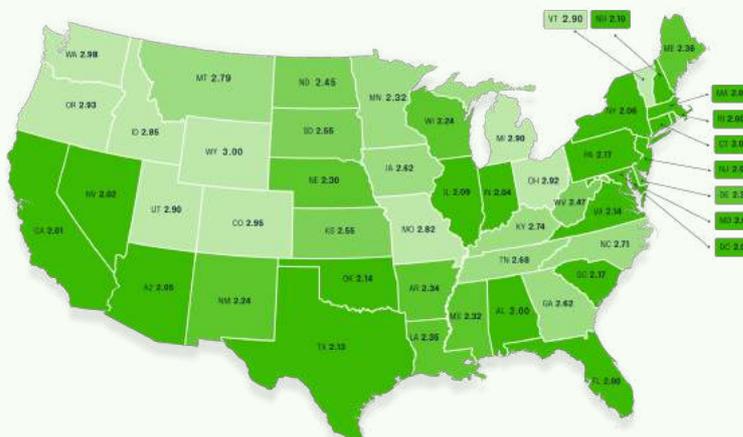
3-days or less

78%

2-days or less

99.7%

Successful Delivery*



HOW IT WORKS

End-to-end Delivery

Asset light model, with 7 day a week pickups directly from client facility, regional micro sortation centers to rapidly sort by lane, utilization of empty cargo space in passenger aircraft for middle mile acceleration, and a network of trusted and scalable final mile delivery partners.

Customer Fit

We focus on the midsize to enterprise D2C brands and retailers with a typical mix of 1 - 10lbs parcels and a strategic aspiration to serve their customers with nationwide 2-3 day standard / free shipping without the need to invest in regional distribution centers

WHY WE DO IT

Faster shipping matters to consumers:

31%

of shoppers always leave a brand or retailer's site to check if the same product is available with faster and/or cheaper shipping on Amazon

42%

of shoppers cite delivery speed as one of the three most impact factors that influence their purchase decision when shopping online

17%

of consumers cite that slow delivery experiences has caused them to stop shopping on a brand / retailers site

Source: Santa Clara University Retail Management Institute and Maergo, State of Shipping Report 2022

WHAT OUR CUSTOMERS ARE SAYING

“ Maergo has **positively disrupted the logistics industry** by utilizing technology to transport parcels **seamlessly via air at the cost of ground**, while providing excellent customer experience with the shipper in mind.

It has been **our pleasure** working with dedicated resources at Maergo who are extremely action-oriented with a sense of urgency **like no other competitor**.

This is a **truly white-glove logistics service** that the industry desperately needed.”



Arsen Dzhanyan

Vice President of Operations
Buck Mason

“ Maergo has been an **amazing partner**, unlocking fast shipping speeds at an affordable price.

This is critical to our mission so we can **offer free shipping** to our customers that **takes 2-3 days** as opposed to 5.”



Bill Seward

Director, Transportation & Logistics
Saks Fifth Avenue

“ With Maergo, Chubbies realized a **5% increase in conversion** from cart to checkout and a **4% increase in AOV**.

Maergo delivers expedited transit at a ground price point that not only drives **incremental revenue** but also **incremental profits** for our business.”



James Hargett

Director of Operations
Chubbies

To **learn more** and get in touch with us, visit

www.maergo.com