

capillar.it

consumption-centric mobility solutions

july 9th Physical Internet Award | IPIC 2019 London

Javi Esquillor



contributions w/i Physical Internet

this we bring

→ physical² internet business

→ **GS1** penetration turnaround project

→ capillary logistics networks

→ City Line, ENTRUST

Private
Platform

Sector
Association

Wholesaler

Inspection
Client
Customer
...

F

Mutualized
Platform

Articulation

Analytics

A

API

API

A

DNA

DI T

DHT

bridging all

conventional market | new sale channels

+ full traceability

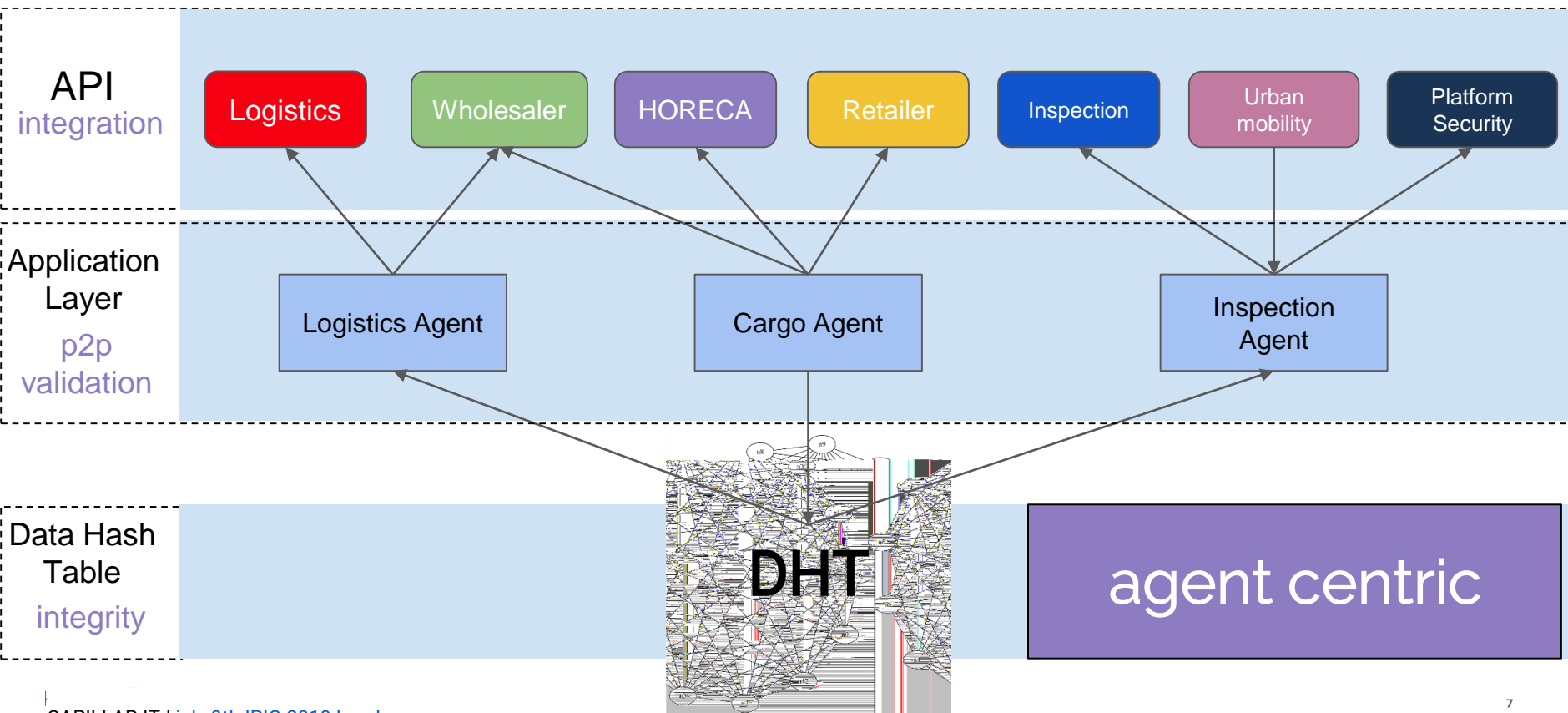
through mutualized tools

+ fully owned by themselves p2p

stepping business into digital economy

+ data | hosting | cryptocurrency

hApp 1 | mutualized urban distribution



this is today



this is today



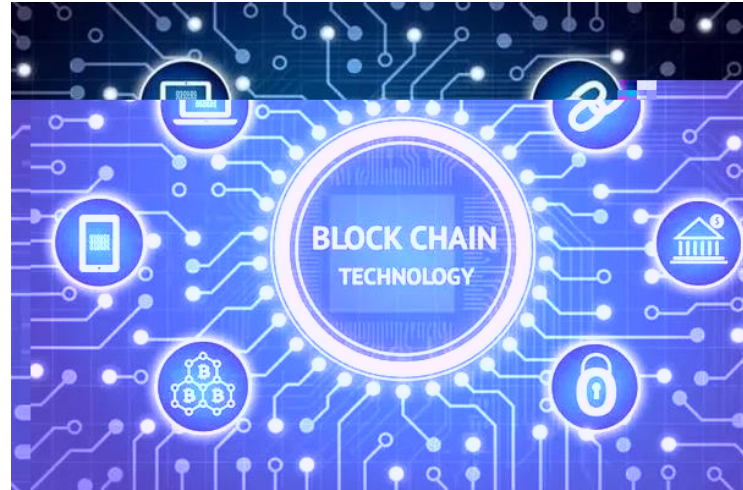
this is today

→ 2nd largest mkt worldwide | 1st diverse portfolio

→ 100.000 tn / year urban distribution

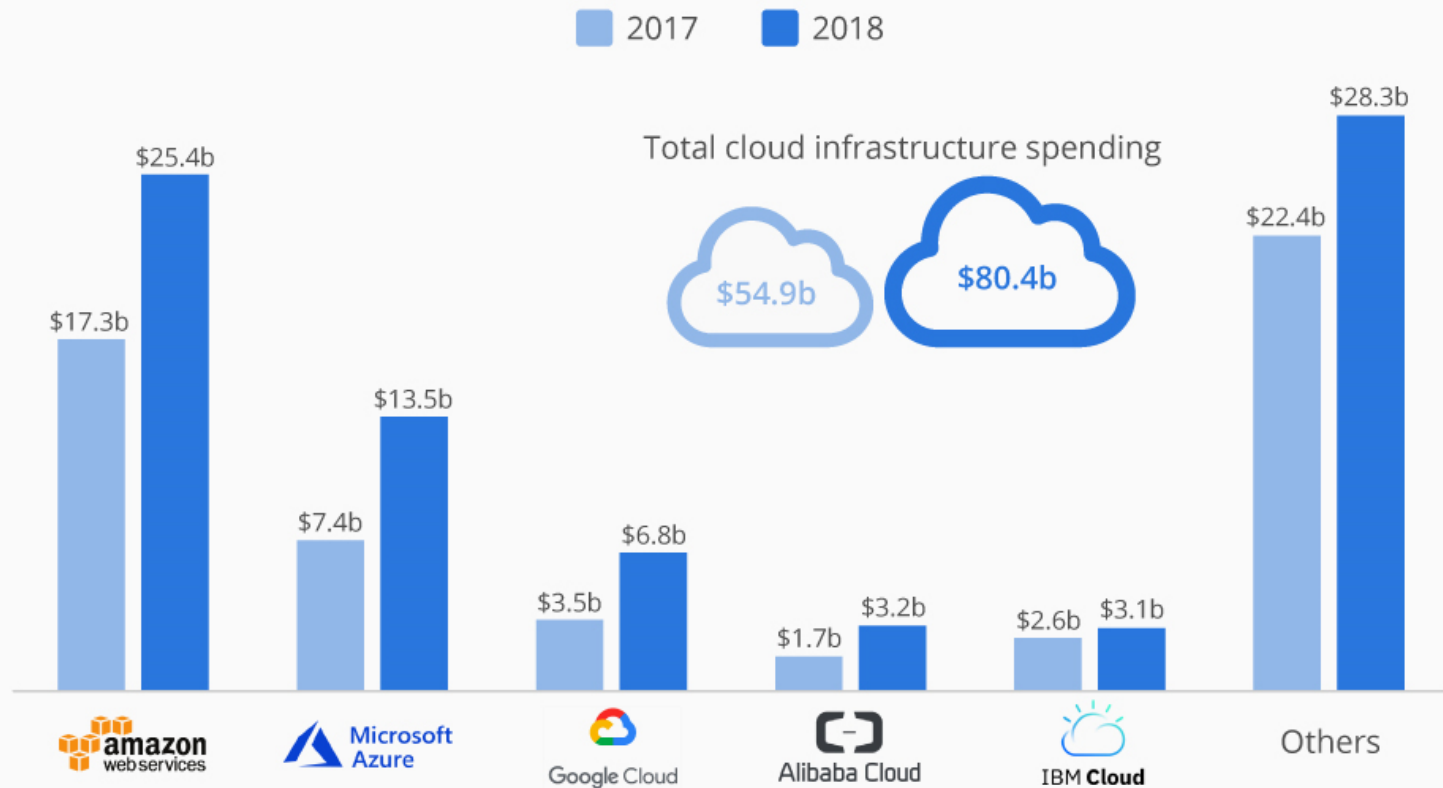
whilst

Cloud computing business at 5% of its potential



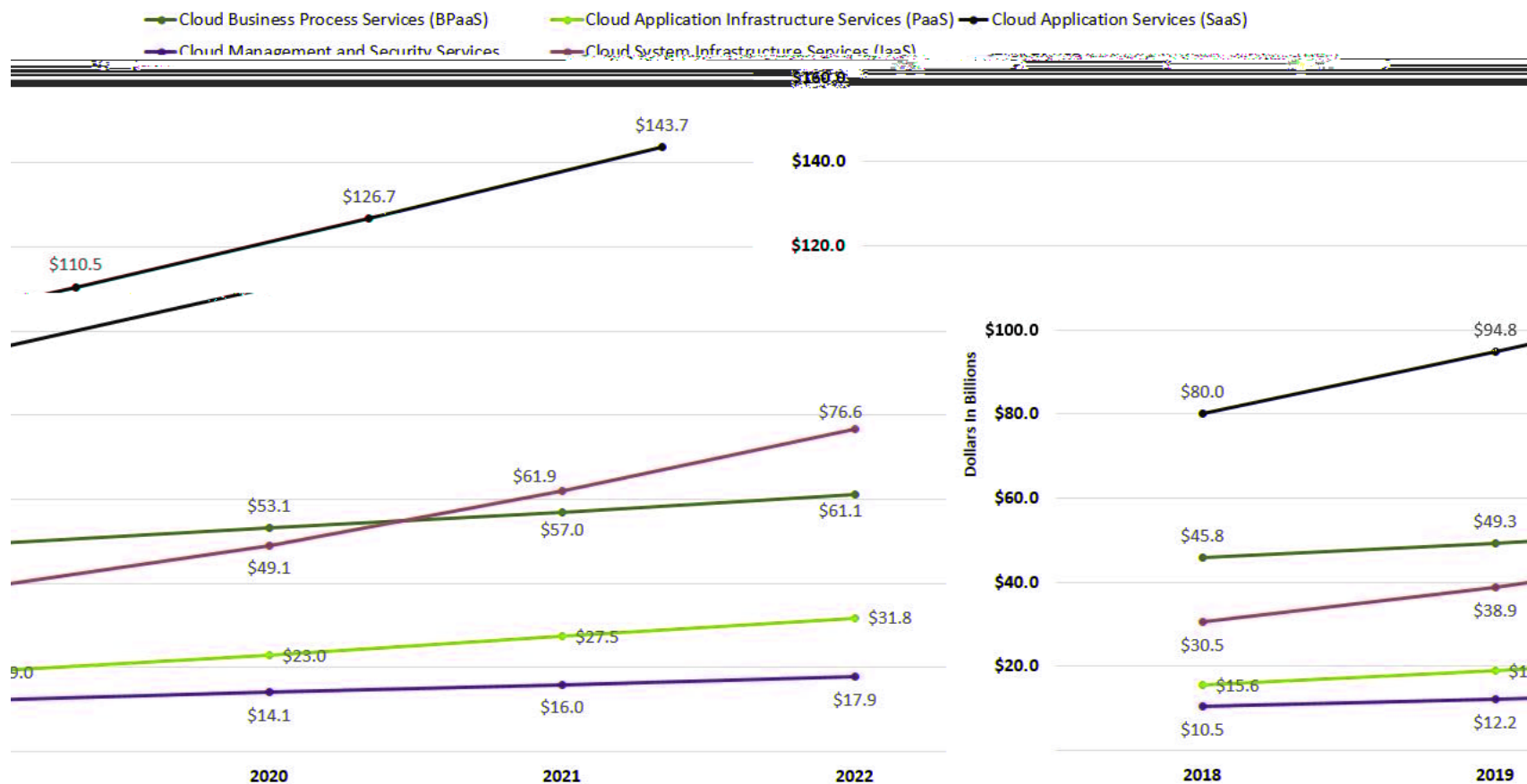
Amazon Captures 32% of \$80 Billion Cloud Market

Worldwide cloud infrastructure spending, by provider



Worldwide Public Cloud Service Revenue Forecast, 2018 - 2022

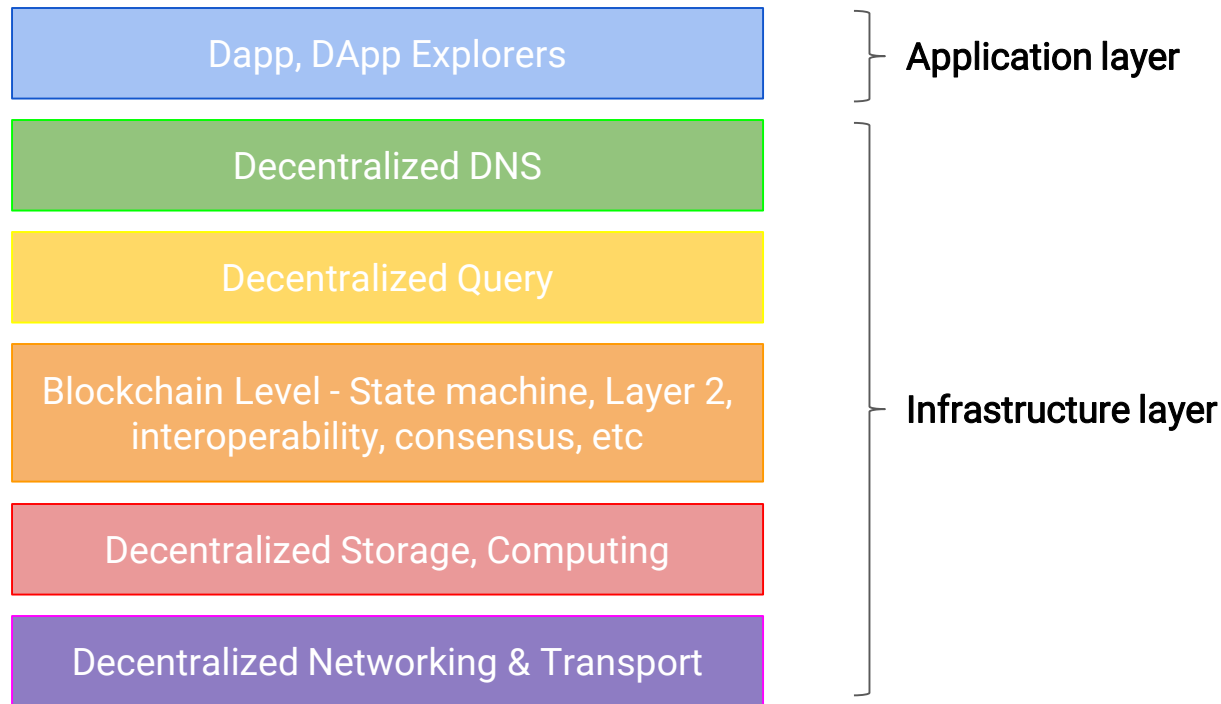
(Billions of U.S. Dollars) Source: Gartner April 2, 2019



15,408 views | Jun 8, 2018, 03:53am

Blockchain Is Critical To Future Of Data Storage -

Blockchain Is Critical



Blockchain Is Critical

Dapp, DApp Explorers

Decentralized DNS

Decentralized Query

Blockchain Level - State machine, Layer 2,
interoperability, consensus, etc

Decentralized Storage, Computing

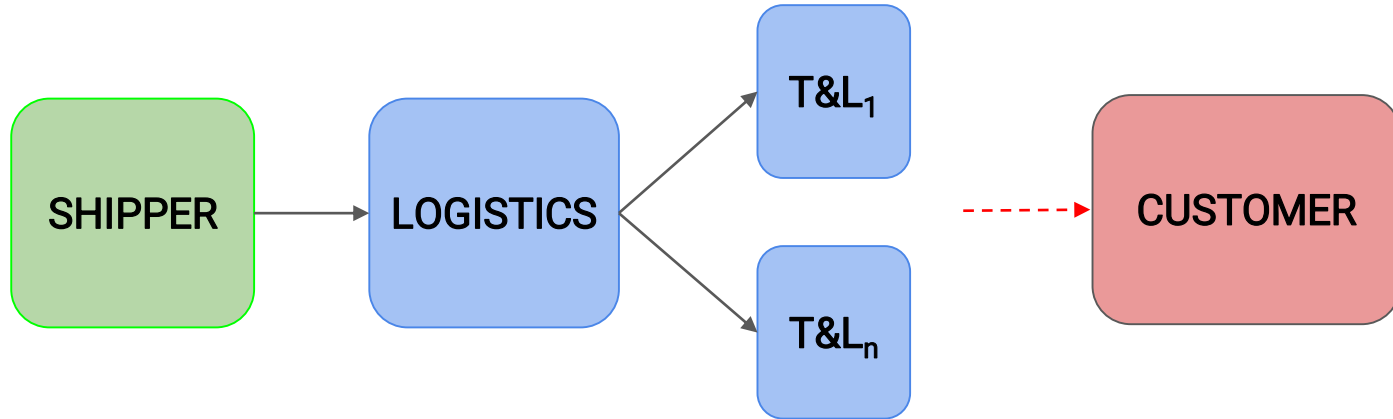
Decentralized Networking & Transport

} Application layer

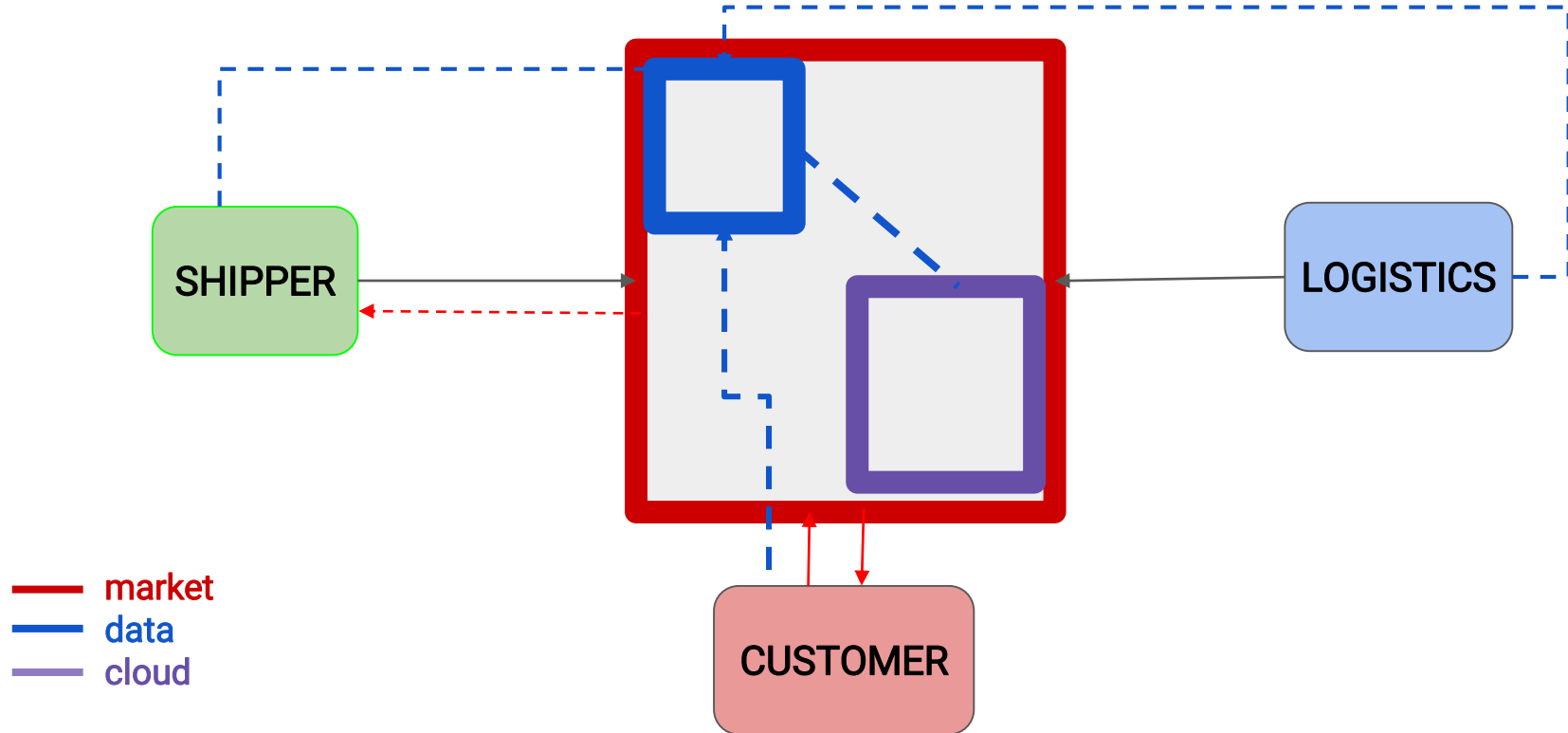
} Infrastructure layer

digital real estate

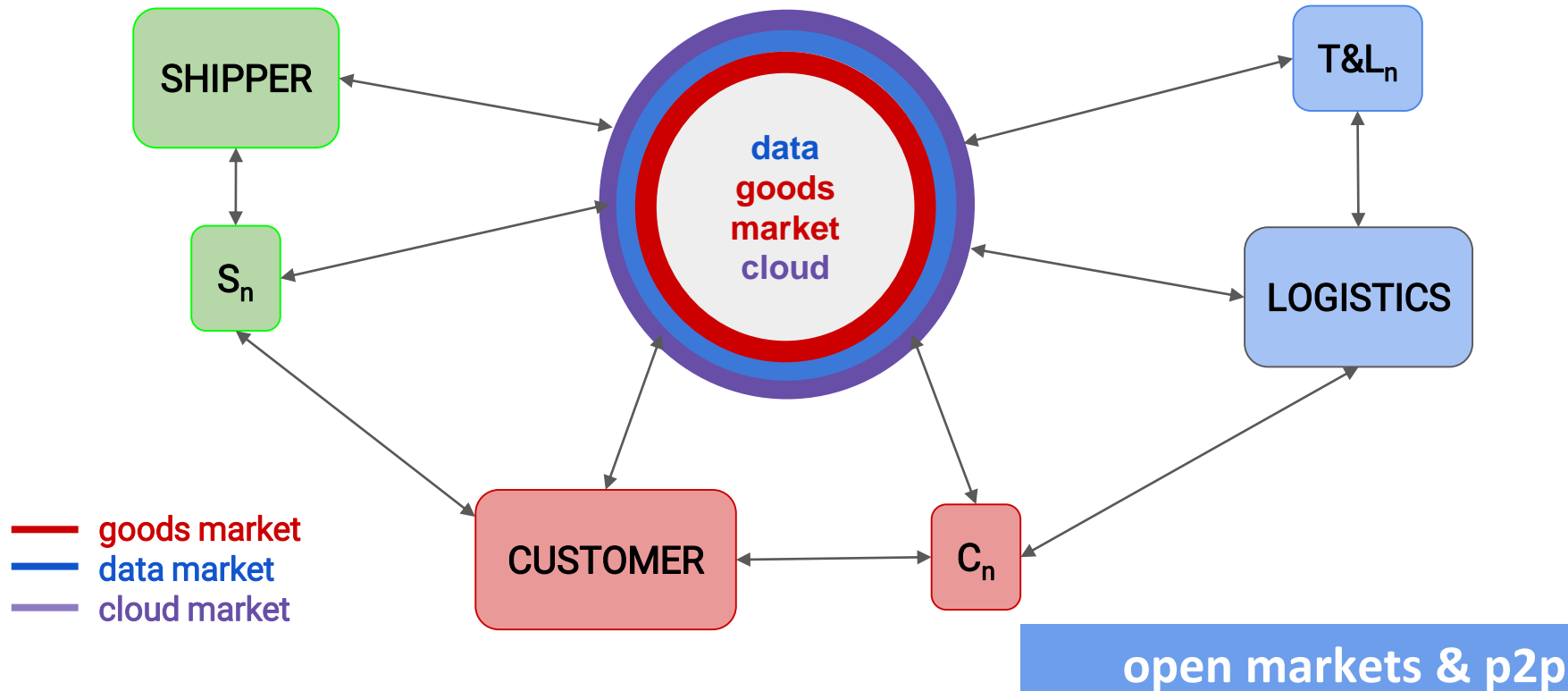
conventional logistic value chain



Amazon value chain



capillar.it value chain



cases

case 1



case 1

Madrid



case 1



B2B2C with e-commerce

new channels |
products
| processes |
containers

case 1

4 phases

mutualized logistics & procedures

5 contributions

from digital exclusion to set the path

- customization trends
- business models
- regulation & verification

case 2



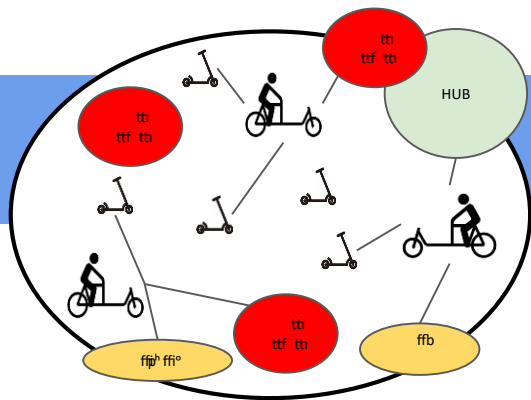
Namur BENELUX

case 2

a scooter is a 18kg parcel

Namur
BENELUX

CASE 2



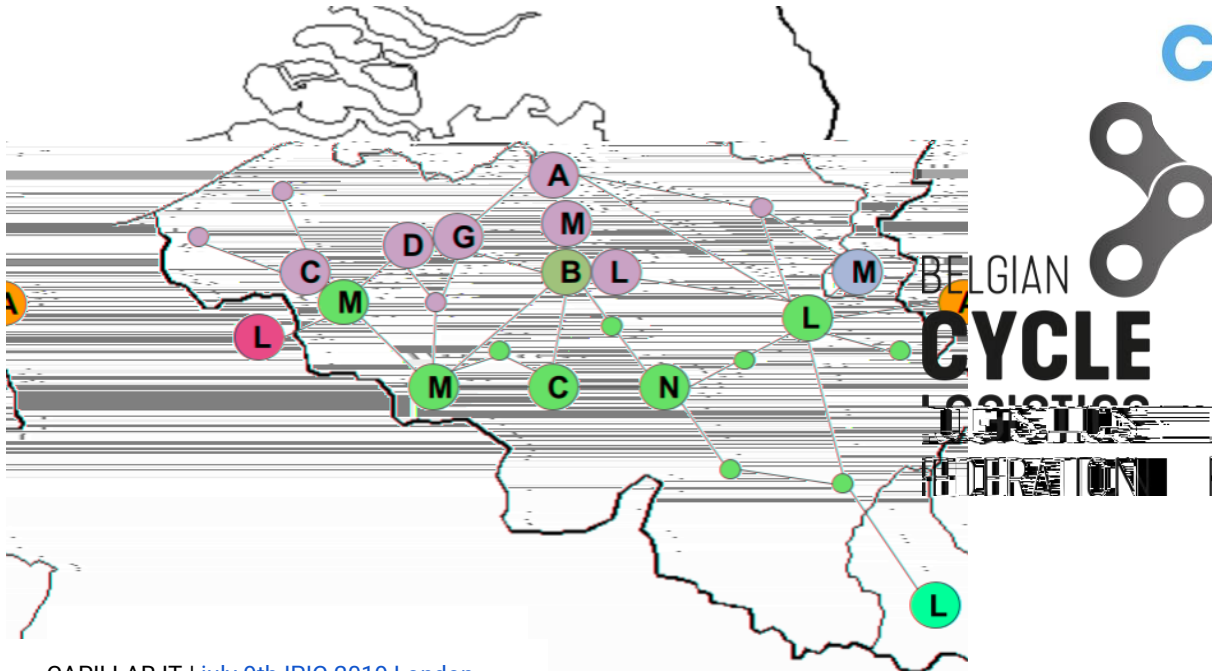
Operational *beyond cycle hunting*

Business development extend portfolio & geo

Business model(s)

CASE 2

mutual scale up



CICLOLOGISTICA



61 ffb s ffitf
41 ffitf
21 31 tti tfffi



EUROPEAN
CYCLE
LOGISTICS
FEDERATION

CASE 3

mobility for consumption

mixed for people and goods

with subsequent synergies in back & front end

→ **e-commerce & last delivery**

come to pick up & experience + we arrive to (deliver) your experience

→ **eco restaurant**

decarbonize (suppliers & customers) last miles

mobility from consumption

business intelligence shape & manage flows

providing smart holistics systems

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ttf ffi fttf s tffttt ffi p ° tffbffi

who & where



capillar.it



coursier wallon cyclelogistics
Namur, Mons



it optics SW
GS1 France partner



holochain alter blockchain
Linux Europe developer market



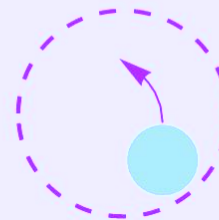
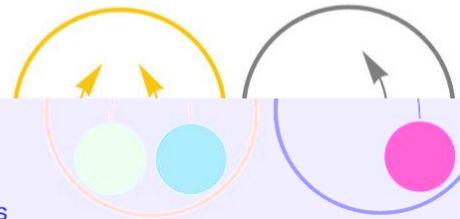
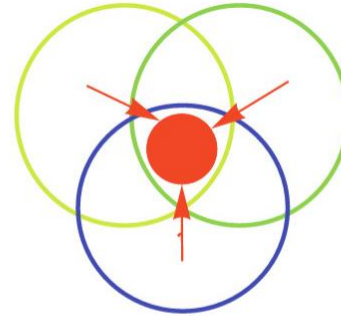
el relevo cyclelogistics
cooperative of enterprises
Madrid



city Line collaborative logistics
plan Marshall
Wallonia EU



entrust data economy
H2020 ICT13a 2019



a Physical Internet company

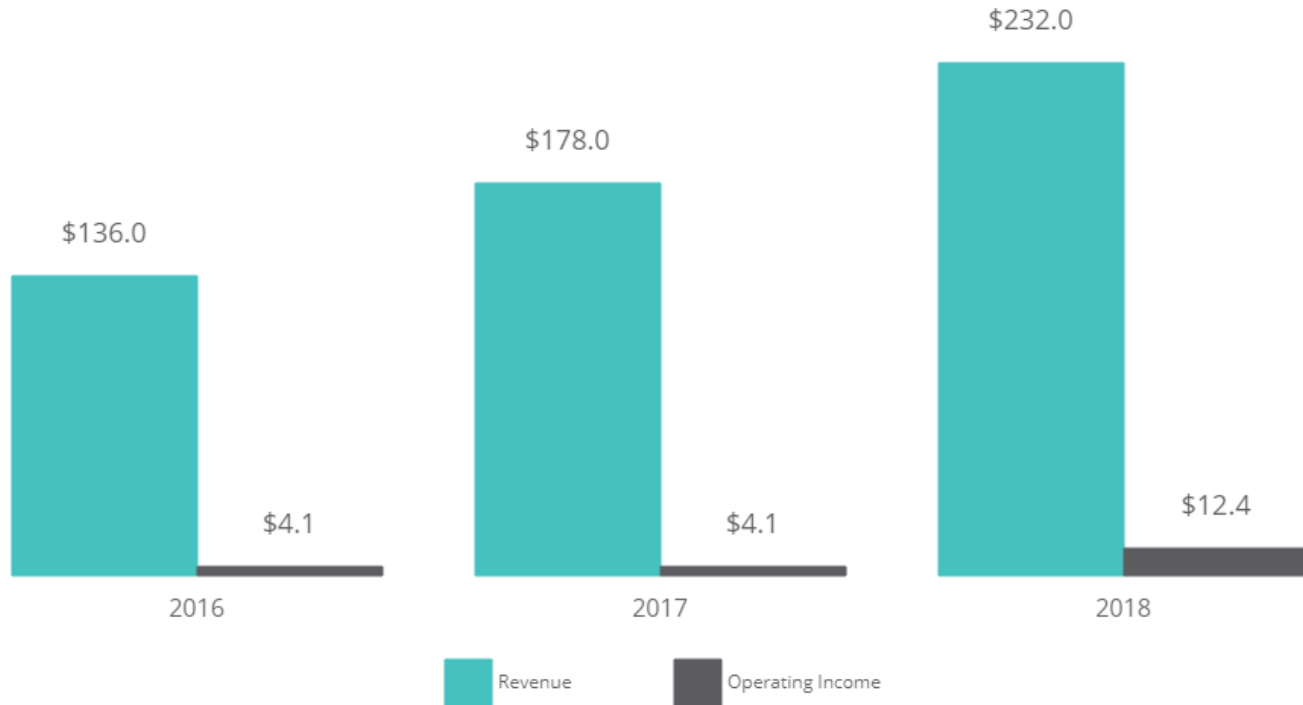
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Physical² Internet

our field of work

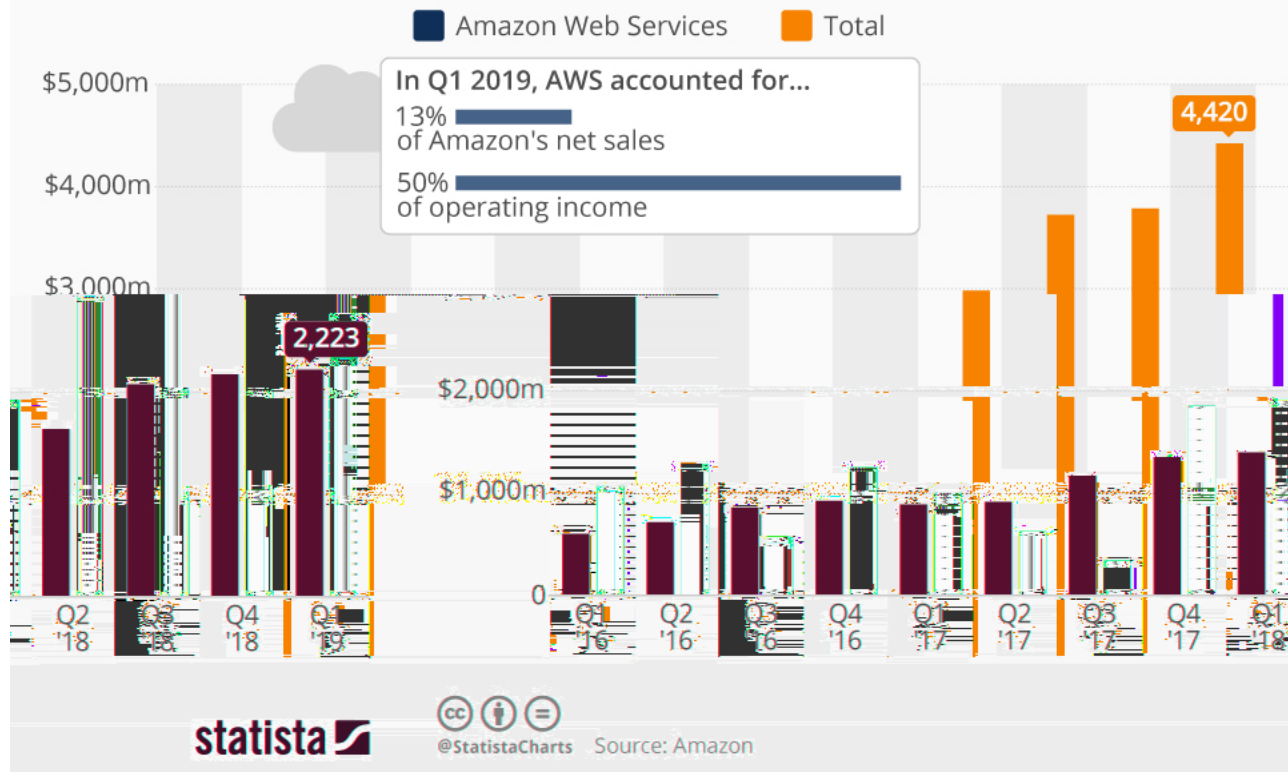
the playground | what makes us different

Amazon Revenue Analysis (in Billions)



Cloud Business Drives Amazon's Profits

Amazon's quarterly operating profit (in million U.S. dollars)



Amazon Shipping Costs (in billions)



Source: Amazon earnings reports

GEEKWIRE

the playground

logistics spent > Inditex turnover worldwide (REF [3](#))
\$29.793 millions

60% of profits from cloud computing

the playground

The next AWS? Amazon emerges as a logistics heavyweight as it owns more delivery infrastructure

BY TAYLOR SOPER on June 28, 2019 at 9:45 am

the playground

→ customization disruption

→ in-synergies business model

→ digital real estate & logistics

the playground

DISCOUNTERS

A year after Amazon announced its acquisition of Whole Foods, here's where we stand

PUBLISHED FRI, JUN 15 2018 • 2:34 PM EDT | UPDATED FRI, JUN 15 2018 • 6:56 PM EDT

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DISCOUNTERS

Distribución

A year after Amazon incentiva a sus 4.800 empleados
Whole Foods españoles para crear sus propias empresas de

PUBLISHED FRI, JUN 15 201

reparto

the playground

DISCOUNTERS

A year after Amazon announce Whole Foods, here's where w

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BUSINESS

Amazon Invests in U.K. Food-Delivery Startup Deliveroo

The British meal-delivery service said it raised \$575 million in a recent funding round, led by the online retail giant

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BUSINESS

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The British meal-delivery startup is being acquired by the online retail giant

ding round, led by the online

capillarity



in the customer-centric value chains we

ttf ffifp i ttf

providing smart holistics systems

i tti ffb pp ° fb tt6 fffutfs tffipj ffs fmbi

orchestrating synergies

s tffffbs p j°

triggering next wave of disruptive business

the playground | what makes us different

what makes us different

→ capillary logistics

→ capillary empowered **data analytics**

→ **holochain** technology

what makes us different

→ capillary logistics 4 axes

1. human | front & back ends

1. vehicles

1. built infrastructure urban real estate

1. digital technology | SW & infrastructure

what makes us different

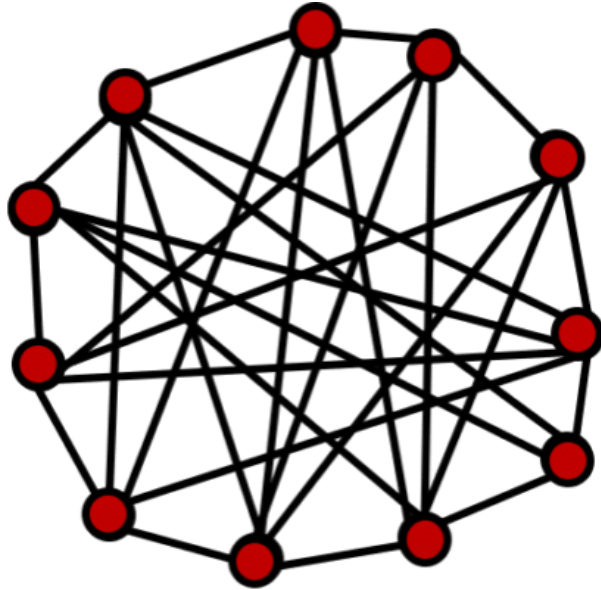
digital infrastructure

- architecture fits performance
- agents benefit from it

digital real estate

what makes us different

distributed Physical Internet



what makes us different

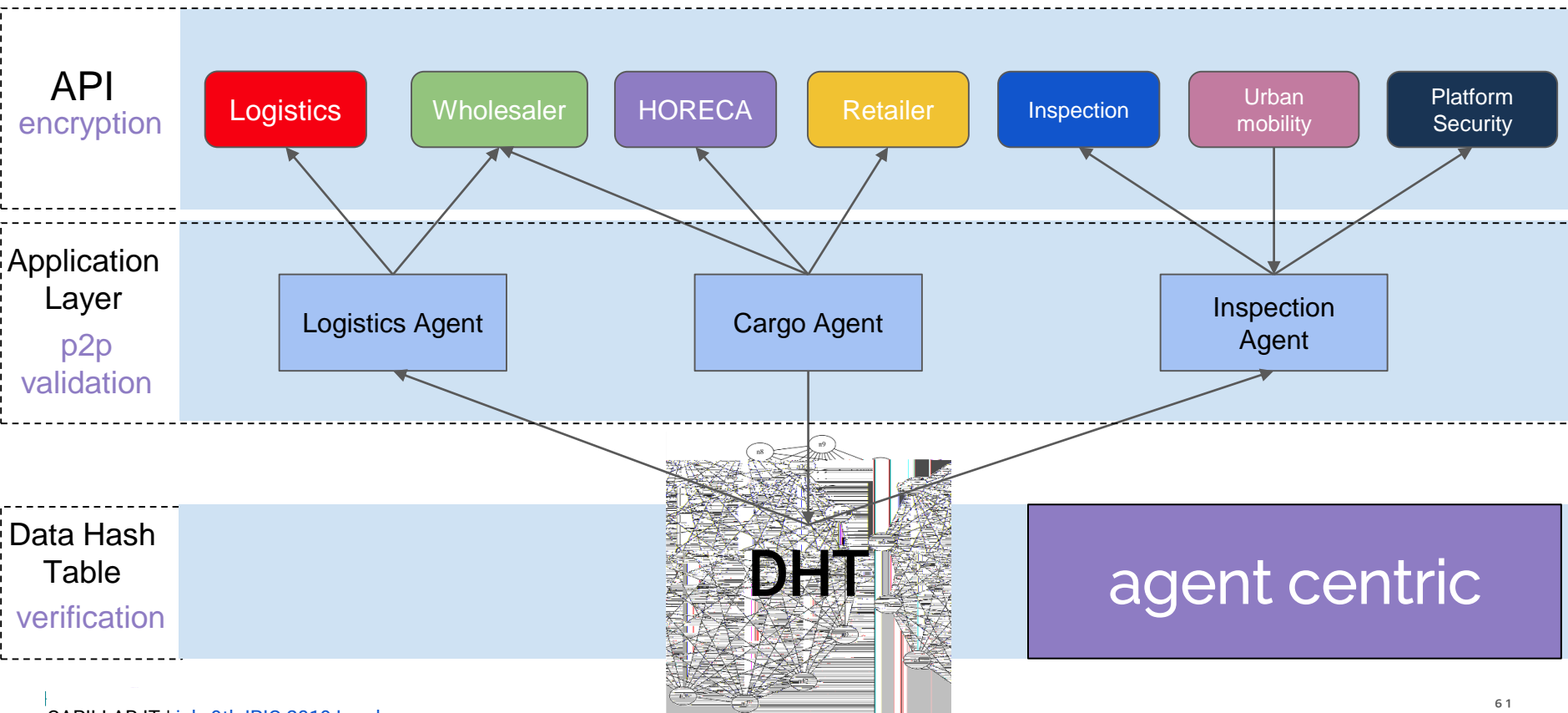
HOLOCHAIN | Linux of Hyper Ledger market

DATA STRUCTURE fj ttfi fb tffi A ttf

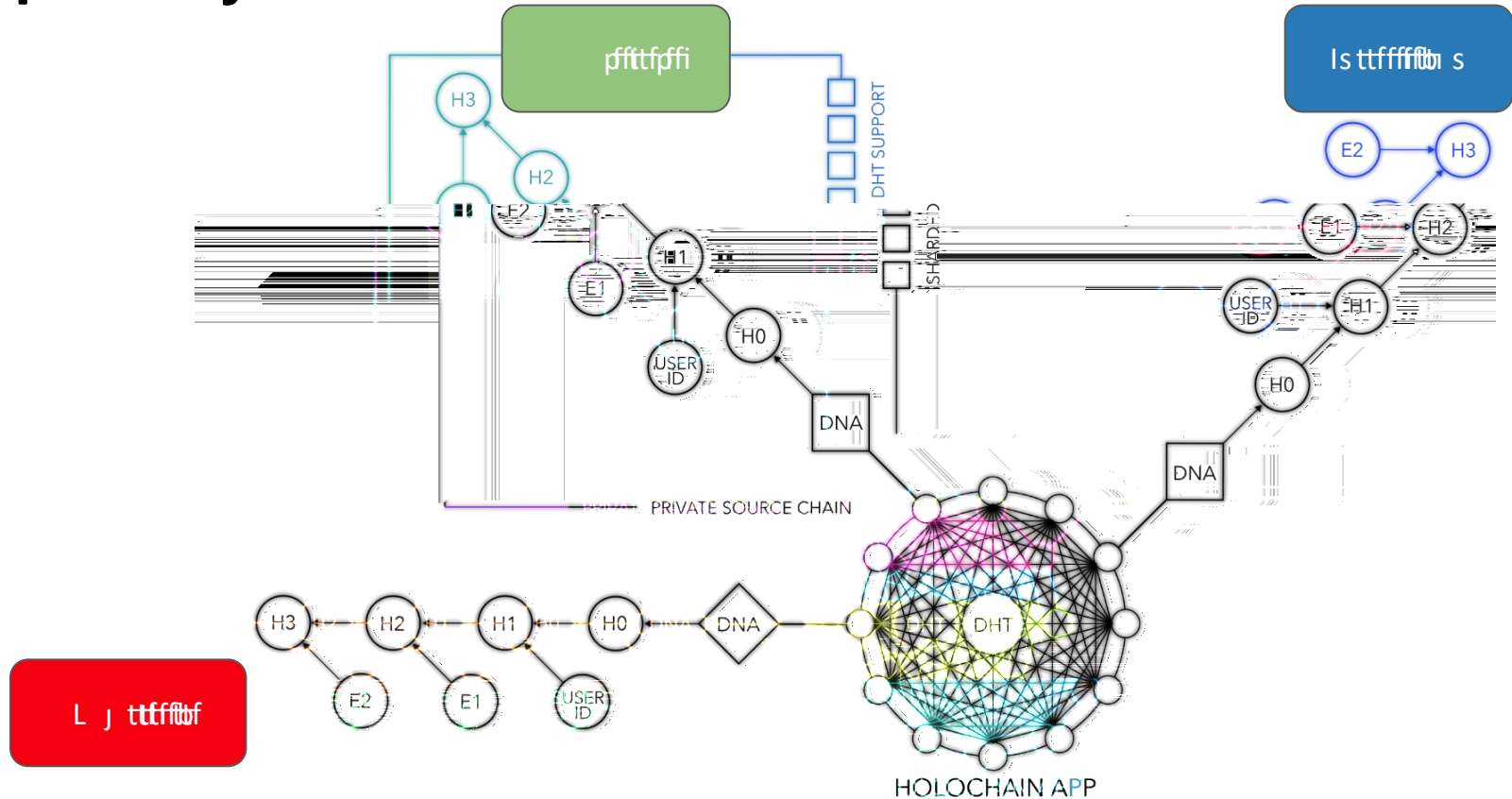
SUPPORT tti pffbf tti s s s ffiti ° fffbf

POWERED by HOLO ffb ttfis j A Bs fb

hApp 1 | mutualized urban distribution



capillary is in the chain



what makes us different

HOLOCHAIN powered by HOLO

digital real estate tt₁ ^tffi fj

fb tt₆ fff_{tt}fs tffj tt₁ tt₁ ttfs_j ffbs tt₁ p i s ffittf

s tffi ffi fbptt₁

ttff_{bp} fbptt₁

our difference

next level of customization

ffs ttf s ffs fløftt j ffs tttt ffs tffi
new businesses driven by digitalization

data

hosting ffb Bs B

funding s ffi ffb tt stffi ffb stf

our difference

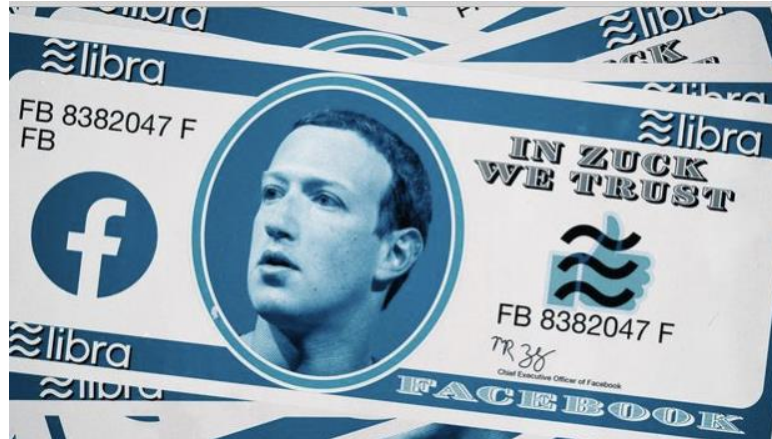
sffi ffb tt stffi ffb stf open funding
vs

just spending

our difference

s ffi ffß tt stffi fff sttf open funding
vs

just spending



our difference

social media open funding
vs

just spending



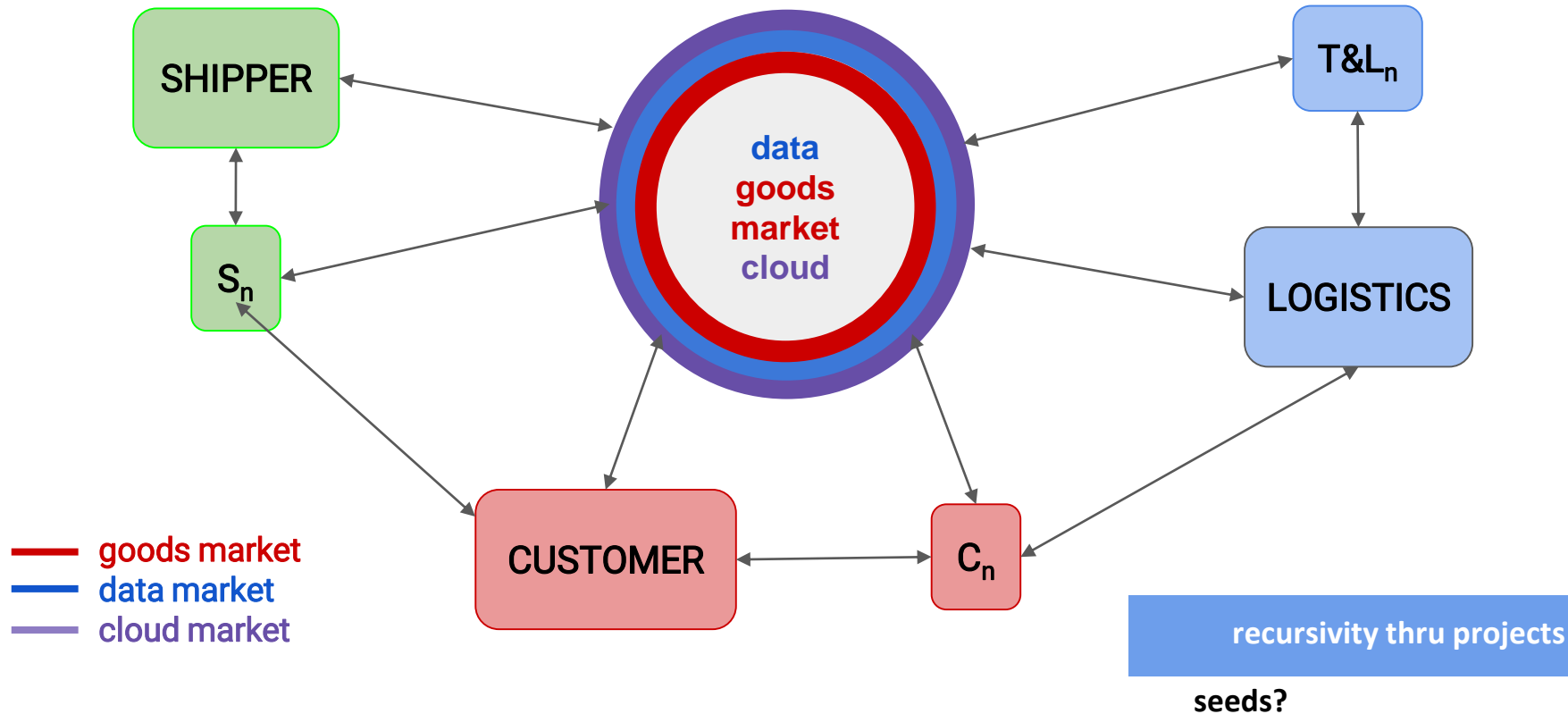
A Cryptocurrency by Amazon Would Be a
Game Changer

our difference

Amazon is quietly reshaping online commerce almost as dramatically as it reshaped offline commerce.

with zero transparency | control | access to make business

ownership & interoperability, by nature



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