



Tezbor

TEZBOR.UZ

Tezbor helps online retailers scale their sales with AI-powered delivery platform, utilizing a gig-economy driver and parcelshop network.

Umid
Akhmedov
CEO

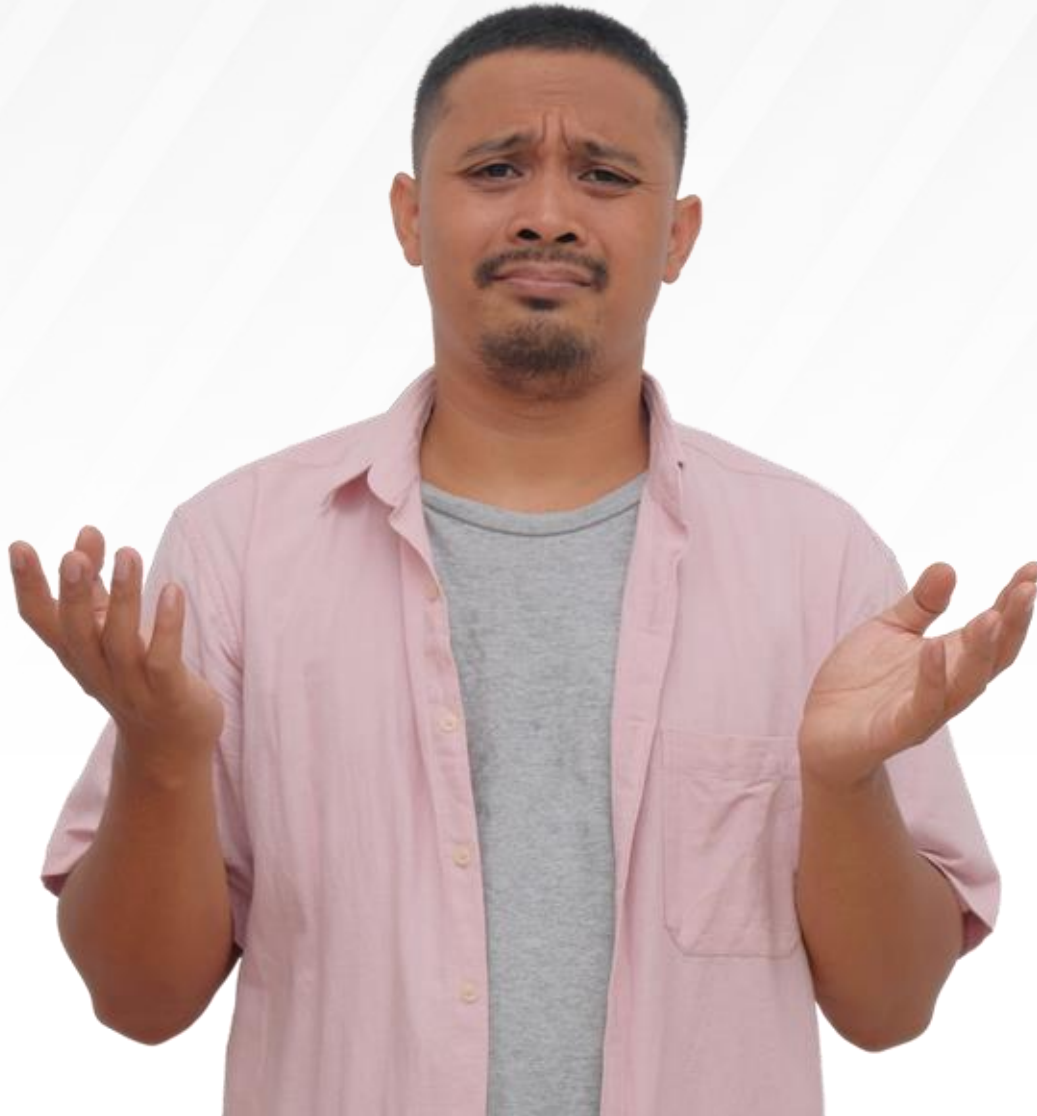


>40%

Abandoned
deliveries

\$4bn

In lost
opportunities



Problem

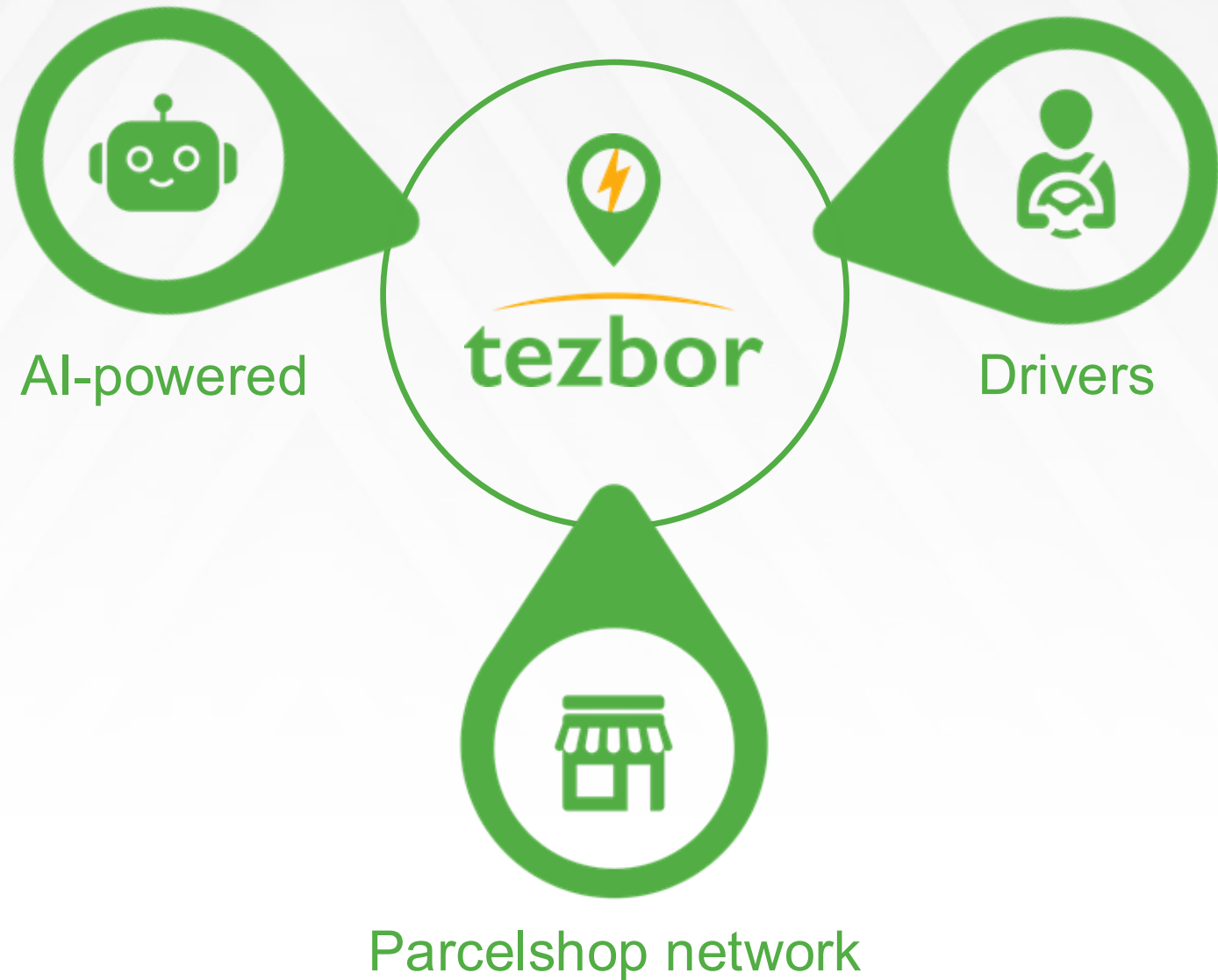
More than **40%** of online orders are abandoned as soon as customers see the shipment price at the checkout in Central Asia and Caucasus. That's **\$4b** in lost revenue opportunities for retailers per year. In fact, expensive last mile delivery for remote cities is a global issue.

Solution

Tezbor is **AI-powered delivery platform**. We help online retailers increase sales by leveraging **independent drivers¹** and extensive **parcelshop network²**.

Independent drivers¹ – can also be logistics or courier company.

Parcelshop network² – Tezbor enables any corner shop to become a pick-up/drop-off (PUDO) point for parcels, increasing convenience for receivers while increasing foot-traffic and revenue for corner shops.



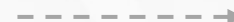
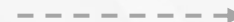
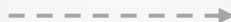


Traditional
Delivery

vs



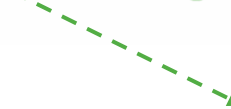
Tezbor
Platform



While our competitors offer solutions only “in” or “between” big cities...



Parcelshop



...Tezbor does both, door-to-door, even between big cities. Our AI optimizes routes, decentralizes parcel distribution, and coordinates between drivers, parcelshops and the receivers without involving people.





Collection

Drop at parcel shop or
Pickup from sender
for \$0.5



Bundling

Group parcels by
destination direction



Intercity

Example: City X to
City Y \$3 to parcel
shop



Last mile

City: +\$1
City region: +\$2

Customer Pricing Example (Tashkent → Ferghana Valley)*

Service	Pickup	Intercity	Last Mile	Total
Parcel Shop → Parcel Shop	-	\$3.00	-	\$3.00
Pickup → Parcel Shop	+\$0.50	\$3.00	-	\$3.50
Pickup → City Delivery	+\$0.50	\$3.00	+\$1.00	\$4.50
Pickup → Remote Delivery	+\$0.50	\$3.00	+\$2.00	\$5.50

Profitability by Bundle Size*

1 parcel	+\$0.1	Loss
2 parcels	+\$3.2	Break even
3 parcels	+\$6.3	Profit
5 parcels	+\$12.5	Profit
10 parcels	+\$28	profit

Cost of delivery

\$0.40
Pickup Driver
/parcel

\$2.00
Intercity Driver
/bundle (city)

\$1.00
Intercity Driver
/bundle (remote)

* - all numbers are indicative for simplicity purpose



OZON

10x

more parcels

B^eMARKET

33m

coverage

 **Beeline™**

61%

fewer errors

500+ customers love Tezbor

For: scalability, speed, convenience

For: Enabling 10x more sales

For: Enabling sales nationwide

For: Reducing errors by >60%

 **centercredit**

 **BI GROUP**

 **tradition**
COPENHAGEN

BESTSELLER®

 **tezbor**

We've processed

600.000
parcels

Since inception in 2023





We have

10x
revenue

Since 2024



2023 2025 2026



40%
MoM Growth

\$1.7m
ARR

Tezbor has been growing avg. 40% MoM in UZ, has traction in KZ, recently launched in DK and exceeds an ARR of \$1.7m

2026



X



\$300k

MRR

M&A completed

Cherry on top: we just acquired a portfolio of a local delivery company, which will double our MRR already from July 2026!



A light green outline map of Central Asia and the Caucasus region serves as the background for the slide. In the center of this map is a large, solid green circle. Inside this circle, the text "\$10b market" is written in white, bold, sans-serif font. The "\$10b" is significantly larger than the word "market".

\$10b
market

Currently aiming to capture the \$10b market of Central Asia and Caucasus, while showing traction in western markets





Umid Akhmedov
CEO

Data & AI, leadership,
strategy, sales



Madamin Mamatov
CFO

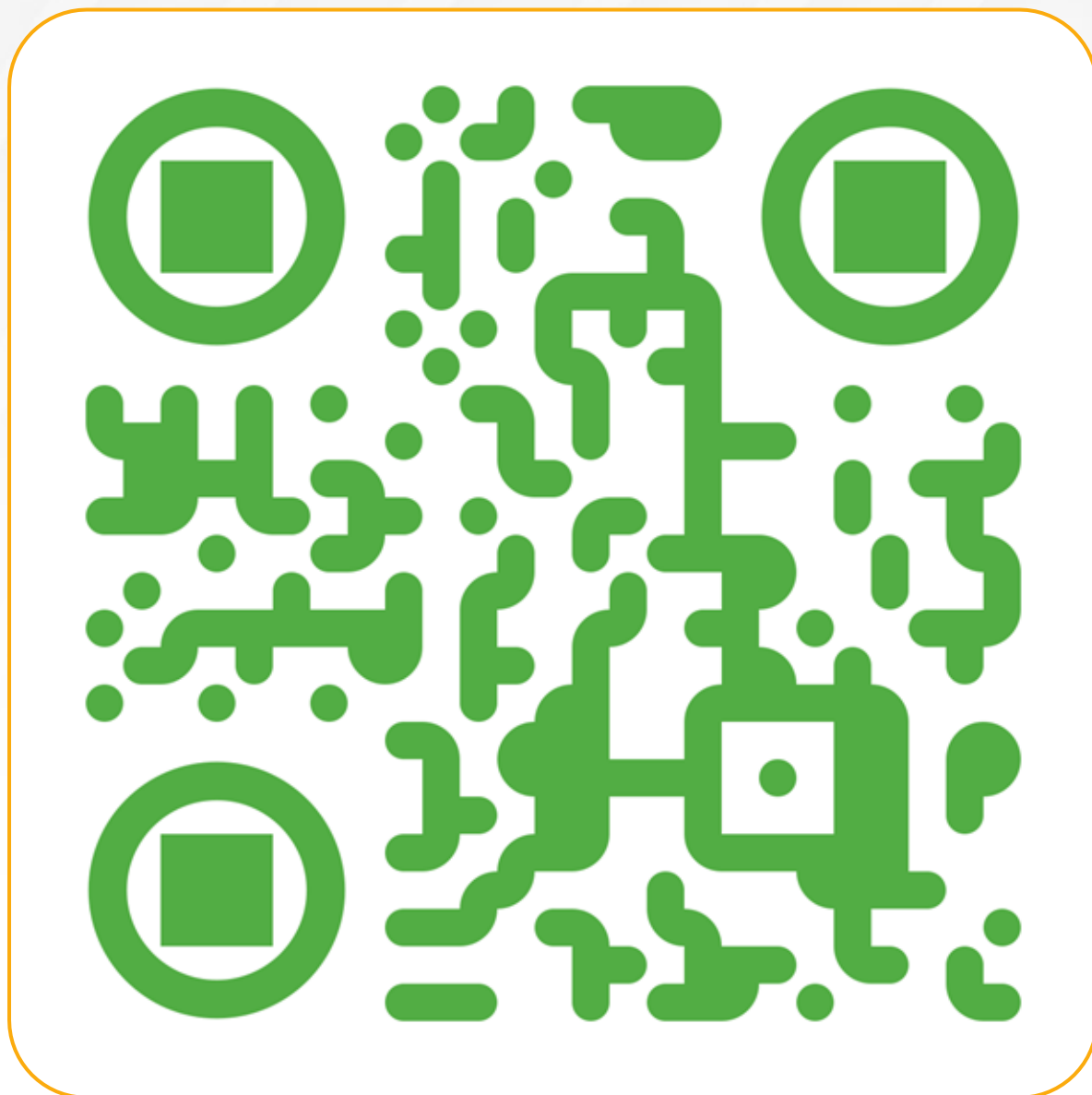
Process optimization, finance



Kudrat Isabaev
CTO

Architecture, software
development





**Fast deliveries
drive fast growth**

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