SUPERNOVA LOG-TECH

90% of U.S. carriers have no back office.

We are it.

ACTIVE TRUCKS MANAGED	REVENUE / TRUCK / WEEK
48	**$235**
May 2026	RANGE $200–$270

TOTAL REVENUE	TOTAL GTV
$112K	**$3.73M**
APR 2025 – MAY 2026	APR 2025 – MAY 2026

RAISING $500,000 · SAFE

There is no easy way to build a structured, efficient, scalable back office without the cost and complexity of a big fleet.

88,000 carriers shut down in 2023 alone (60k–90k every year). Carriers don't fail because they can't drive — they fail because they can't build a scalable back office.

CANNOT NEGOTIATE RATES

Brokers dictate freight rates. Small carriers have no leverage & no margin protection. Profitable lanes are locked out to carriers running fewer than 10 trucks.

CANNOT BUILD BACK-OFFICE OPS

A qualified dispatcher costs $47K–$64K per year. Small fleets can't afford the team required for 24/7 coverage, let alone growth. Hiring is hard and turnover is relentless.

CANNOT EXECUTE AT SCALE

At 5–10 trucks, self-dispatch breaks, compliance slips, cash flow tightens. Growth stalls and reversals cascade. The carrier who could drive

700k · ACTIVE OTR CARRIERS IN THE US ·

operating ~2.5M trucks (~3.5 trucks/carrier avg).

~600k SMALL OTR CARRIERS (≤10 TRUCKS, ~90% OF ALL CARRIERS) RUN ~1M TRUCKS — 40% OF FOR-HIRE CAPACITY.

~1M TRUCKS — 40% OF FOR-HIRE CAPACITY.

60-90k CARRIERS EXIT EVERY YEAR (88K IN 2023) — COLLAPSING UNDER BACK-OFFICE WEIGHT, NOT DRIVING.

Source: FMCSA carrier registration data, 2025.

SUPERNOVA LOG-TECH

Three forces are converging — right now.

This isn't a future opportunity. The window is open today — and closing fast.

01

Tech Is Ready. Carriers Aren't.

Billions poured into ELD, TMS, and automation — the tools exist and work. But 90% of carriers have no back-office staff to adopt them.

SUPERNOVA IS THE EXECUTION LAYER THAT ACTIVATES THE TECH CARRIERS ALREADY OWN.

02

Pressure Is Real. Costs Up, Margins Down.

Fuel, insurance, and compliance costs keep climbing. Freight rates don't.
Since 2023, carrier exits have outpaced new entrants — the market is contracting, not growing.

OPERATIONAL EFFICIENCY IS NO LONGER A DIFFERENTIATOR. IT'S THE MINIMUM REQUIREMENT TO STAY ALIVE.

03

Execution Separating From Fleet Ownership.

Trucks are commoditized.
Infrastructure is the moat.
Large fleets win on execution systems; small fleets can't afford to build them. The only rational path is outsourcing execution.

SUPERNOVA DELIVERS EXECUTION AS INFRASTRUCTURE: DISPATCH + OPS + BACK OFFICE FOR ANY CARRIER.

> "Dispatch is the gateway — whoever controls it today will own the carrier wallet tomorrow: billing, accounting, fuel, factoring, insurance."
>
> Mihail Cernei, CEO

SUPERNOVA LOG-TECH

Supernova is the plug-and-play back office for small & mid-size U.S. carriers.

REVENUE CAPTURE
2.5–3.0% of carrier gross

WEEKLY AVG. OUTPUT
$7,000–$9,000 gross per truck

STANDARDS
HOS-compliant

STEP 01
Carrier Plugs In
• LIVE

STEP 02
Rate Desk
• LIVE

STEP 03
Execution Ops
• LIVE

STEP 04
Full Ops Takeover
ROADMAP 2027

STEP 05
Carrier Scales With Us
ROADMAP 2027

01 LIVE

Rate Desk

Broker relationships, rate negotiation, load booking.
Aggregated capacity creates leverage no individual carrier can achieve alone.

02 LIVE

Execution Ops

Full dispatch coverage — load booking, calls, negotiations, exception handling — **24/7 by trained dispatchers**.

03 ROADMAP

Compliance, ELD, After Hours

FMCSA compliance monitoring, ELD & After hours support & monitoring. Carriers stay legal without building an internal compliance function.

04 ROADMAP

Billing & Accounting

Billing & Accounting along with Execution ops services increases revenue capture from 3% toward **4–6% blended margin**.

SUPERNOVA LOG-TECH

Service on the surface.
Software underneath.

The carrier sees an operation. We are building a platform.

To the carrier, Supernova is a back office that just runs. No setup. No adoption. No change.

What is actually happening is different. Every step of that operation runs through software Supernova builds and owns. Service delivery is the distribution. The software is the business.

Service companies scale with headcount.
Supernova scales with data.

WHAT THE CARRIER SEES		WHAT IS ACTUALLY BEING BUILT
Dispatcher makes a call	→	Decision captured + scored
Load gets booked	→	Lane data recorded
Compliance handled	→	Carrier pattern learned
Invoice sent	→	Cash flow intelligence built
Carrier scales	→	**Cost per carrier drops**

- ↓ Workflow proven at revenue
- ↓ Automation layer deployed
- ↓ Cost per carrier drops
- ↓ **Margin expands without headcount**

The service is the distribution. **The software is the business.**

SUPERNOVA LOG-TECH

April 2025 – May 2026
13 months of GTM traction.

LAUNCH · APR 2025 | 10 TRUCKS · JUN 2025 | 35 TRUCKS · AUG 2025 | CDL SHOCK · SEP–OCT | RECOVERY · DEC 2025 | RESTART · JAN 2026 | 48TRUCKS · MAY 2026

Profitability — The Spread

UNIT ECONOMICS

Supernova fee: 2.5–3.0% of GTV

Full cost target: ~1.6–1.7% of GTV (~2.0% today)

MILESTONES

Positive GM from first truck, first load

Contribution margin positive: **Month 4**

Operating cash flow positive: **Month 6**

Structural Validation

Infrastructure not tied to any single carrier

Trucks enter and exit — operational layer keeps running

Gets stronger with every truck added

Survived CDL market shock — **service never stopped**

How We Got Here

- All trucks acquired via **cold outbound**; Zero partnerships.
- **2 trucks/week** current acquisition rate
- Defined onboarding, delivery & QA SOPs live
- Proven repeatable sales process

CDL POLICY SHOCK — SEPTEMBER–OCTOBER 2025

U.S. government tightened CDL eligibility for immigrant drivers. **27 trucks left Supernova services immediately → 8 remained.**
Acquisition paused. Operational layer kept running. Market recovery started December 2025 as carriers adapted. Restarted January 2026.

SUPERNOVA LOG-TECH

One truck. Proven economics.
A business model that compounds.

PER TRUCK / PER YEAR

Carrier GTV	$350K – $450K
Supernova Fee (2.5–3%)	$8.8K – $13.5K
Delivery Cost (today ~2.0%)	$7K – $9K
Contribution Margin	$1.5K – $3.6K
Delivery Cost (scale ~1.6–1.7%)	$5.6K – $7.7K
EBITDA at Scale	$2.7K – $5.0K

BASE CASE — $11.2K/yr (2.80% fee on $400K GTV)

REVENUE CAPTURE / TRUCK / YEAR

Dispatch LIVE
2.5–3% — $8.8K–$13.5K

Compliance, ELD & After hours 2027
+0.5–2% — $10.5K–$18K

Billing & Accounting 2027
+0.5–1% — $12.3K–$22K

Full Stack 2027 TARGET — 2.5–6% — **$8.8K–$20K+**

OPERATING MODEL AT 100 TRUCKS

Monthly Revenue (base)	~$93K
Monthly Cost	$35K–$50K
Dispatchers	14–16 FTE
Sales Operators	5–6 FTE
Office & Infra	$7K–$10K/mo
Marketing	~$20K/mo

SELF-FUNDED AT ~65 TRUCKS
Core revenue covers full operating cost infrastructure at scale.

[1] Base case: 2.80% fee on $400K carrier ·
[2] Dispatcher:truck ratio 1:4.5 today → 1:7.5 at scale

SUPERNOVA LOG-TECH

A $1B–$4B dispatch commission opportunity

($6B incl. full back-office stack).

The back office consumes 12–15% of carrier GTV — and small fleets can't solve it alone.

TAM

$18B–$34B

(up to $56B full stack)

Supernova's addressable commission across all U.S. OTR for-hire carriers at 2.5–5% full stack back office

GTV CONTEXT ONLY

~2.0–2.5M × $350K–$450K for-hire trucks · avg GTV/truck/yr = $700B– $1.1T total U.S. OTR annual GTV

SAM

$6B–$15B

(up to $25B full stack)

≤10-truck fleets — ~90% of U.S. carriers · 0.7M–1.1M trucks · (35–45% of total for-hire capacity)

GTV CONTEXT ONLY

$245B–$495B
Structurally underserved operators unable to build internal ops teams

SOM

$1B–$4B

(up to $6B full stack)

Outsource-ready small OTR fleets · 105K–275K trucks · (15–25% of SAM)

GTV CONTEXT ONLY

$37B–$124B
Carriers actively ready to outsource back-office operations today

90% of carriers run ≤10 trucks — but control only 35–45% of total capacity

1,000 trucks (2028) = 0.5% SOM penetration · 100 trucks (2026) = a rounding error

SUPERNOVA LOG-TECH

82 trucks needed in ~42 weeks. Churn expected at 12–15%.
$500K funds a defined 12-month buildout — not experimentation.

Current rate: 2/week. Current bottleneck: dispatcher capacity, not sales. Capital funds hiring to remove this constraint.

18 TRUCKS

APRIL · Q1 2026

Active dispatch team in place

Cold outbound process proven

SOPs + QA + onboarding live

ACQUISITION RATE 2/WEEK

48 TRUCKS

NOW · ~Q2 2026

Preparing dispatch school

Can handle 50+ trucks & growing

Sales team at 3 FTE

CAPITAL DEPLOYED. HIRING BEGINS.

65 TRUCKS

MONTH 6 · ~Q3 2026

Dispatcher pool fully scaled (100+trucks)

Broker network expanding

After-hours / Compliance initiating

CRITICAL MASS REACHED. REVENUE COVERS COST.

100 TRUCKS

MONTH 12 · ~Q4 2026

14–16 dispatchers + dispatch school

5–6 sales ops + team leaders

Accounting / Billing launched

$1M ARR.

READY TO SCALE.

SUPERNOVA LOG-TECH

Founders who've built freight infrastructure at scale — and kept it running when the market moved.

This round funds growth, not experimentation.

Mihail Cernei

CEO & CO-FOUNDER

mihail@supernova.center

Strategic growth leader — 10+ years building freight platforms across US & Europe. Raised capital, scaled multi-country operations and launched technology platforms in highly fragmented logistics markets. Built **Qoobus — 40,000+ carriers & shippers onboarded**. First-hand knowledge of carrier pain from large-scale U.S. & European trucking operations.

Robert Nürnberger

CFO & CO-FOUNDER

robert@supernova.center

Seasoned CFO and executive with 20+ years scaling finance and operations across startups, PE-backed businesses, and listed corporations. **CFO at Eurowag, UTA** — leading fleet card issuers in Europe. Brings direct experience in carrier economics, fleet financial infrastructure, and the payment and compliance layer precisely the wallet Supernova is positioned to own.

SUPERNOVA LOG-TECH

CAPITAL REQUIREMENTS

RAISING $500,000

SAFE

USE OF FUNDS

35%
Dispatcher Hiring & Training Programs

30%
Strategic Sales Organization Hiring

25%
Marketing & Targeted Lead Acquisition

10%
Operations & Tech Infrastructure

10 months from close to 100 trucks and break-even. Seed Round by Q1 2027.

Q2 2026

~40 TRUCKS
~$420K ARR

Established infrastructure
Capital deployed. Hiring begins.

Q3 2026

~65 TRUCKS
~$680K ARR

Critical mass reached
Revenue covers cost. Round stops burning.

Q4 2026

~100 TRUCKS
~$1M ARR

Model proven at scale
Full operating & cash flow positive.

Q1 2027

SEED ROUND
Q1 2027

Platform proven
Raise from strength.

> “We reached positive contribution margin within six months — not by cutting corners, but by building a cost structure with negative marginal cost scaling: each truck we add dilutes fixed overhead without degrading service quality. The result is an operation that gets structurally cheaper as it grows, while delivering execution that small carriers cannot replicate in-house at any cost.”
>
> Robert Nürnberger, CFO

SUPERNOVA LOG-TECH

While others wait for adoption. Supernova is already at the Epicenter.

Trucking carriers need a back office to survive.
They cannot build one themselves.
Software tools require behavior change — they won't.
Human dispatchers are expensive, don't scale, and don't compound.

Supernova doesn't require the carrier to change anything. It just runs. And because it runs, it learns. Because it learns, it improves. Because it improves, it compounds.

The **network effect** is invisible to the carrier but structurally irreversible. The longer they stay, the more they depend on what Supernova built around them. Leaving doesn't mean cancelling a service — it means losing infrastructure they cannot rebuild alone.

Supernova is the operation.
Supernova is there when trucking happens.
Supernova is the software and the back office. Simultaneously.

Supernova wins because it is solving a paradox that does not resolve from the outside.

Software needs adoption. Operations need execution. Supernova skips adoption — it becomes the operation.
The carrier never installs anything. Supernova is already running.

THE RESULT IS THREE THINGS THAT COMPOUND AND CANNOT BE REPLICATED FROM THE OUTSIDE

TRUST	Earned through operational accountability, not marketing.
DATA	Generated through execution, not observation.
NETWORK	Every carrier makes every other carrier stronger.

These three things are not just what makes Supernova defensible today. They are exactly what AI needs to automate the trucking back office tomorrow — knowledge of how trucking actually behaves under pressure. That knowledge only exists inside a running operation.

That is not a feature. That is a **structural position.**
And structural positions, once held, are very difficult to displace.

SUPERNOVA LOG-TECH

Every Truck is Training Data. Every Workflow is AI Infrastructure.

Ops-first is the strategy. We build what earns revenue first — and generate data that can't be bought.

EXECUTION PLATFORM • TBD SEED ROUND

Load sourcing → dispatch → billing in one flow. Standardised ops.

OWNING & GENERATING DATA

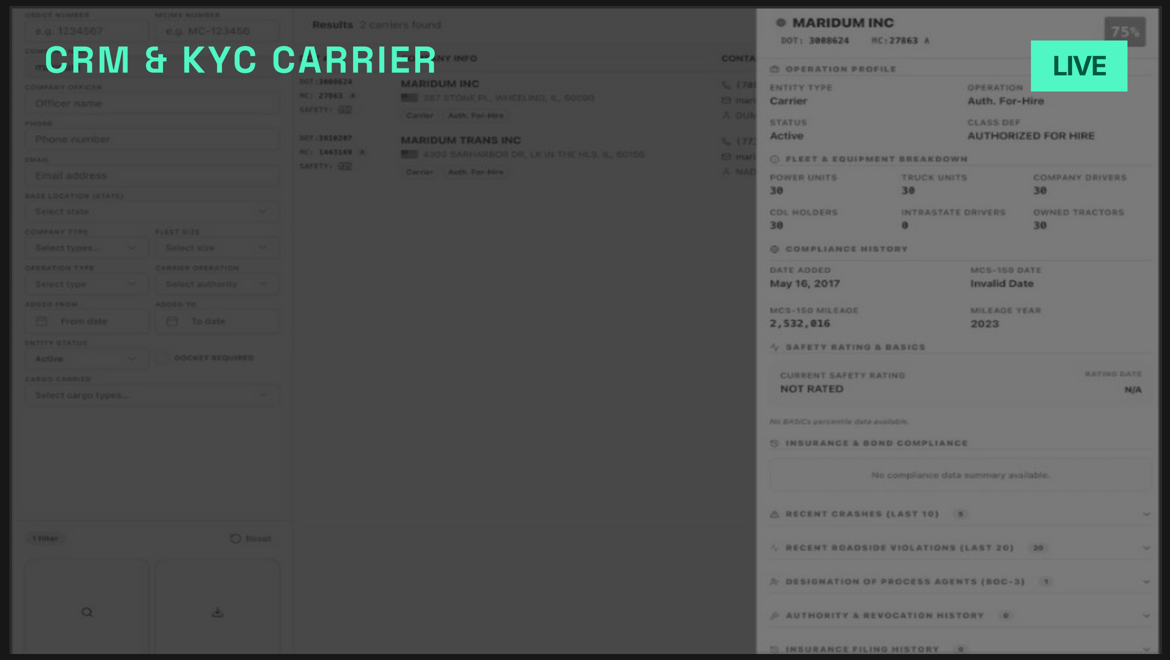
Every load moved, every rate negotiated, every driver pattern tracked — compounding into a dataset that can't be bought or replicated.

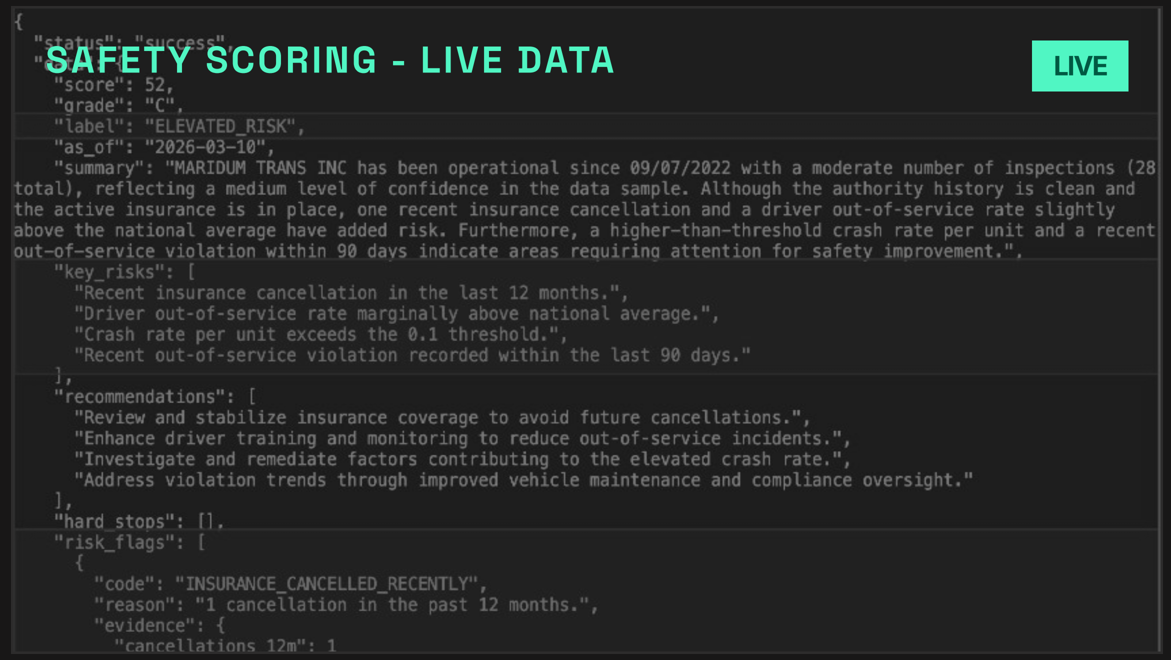
WORKFLOWS BEFORE AUTOMATION

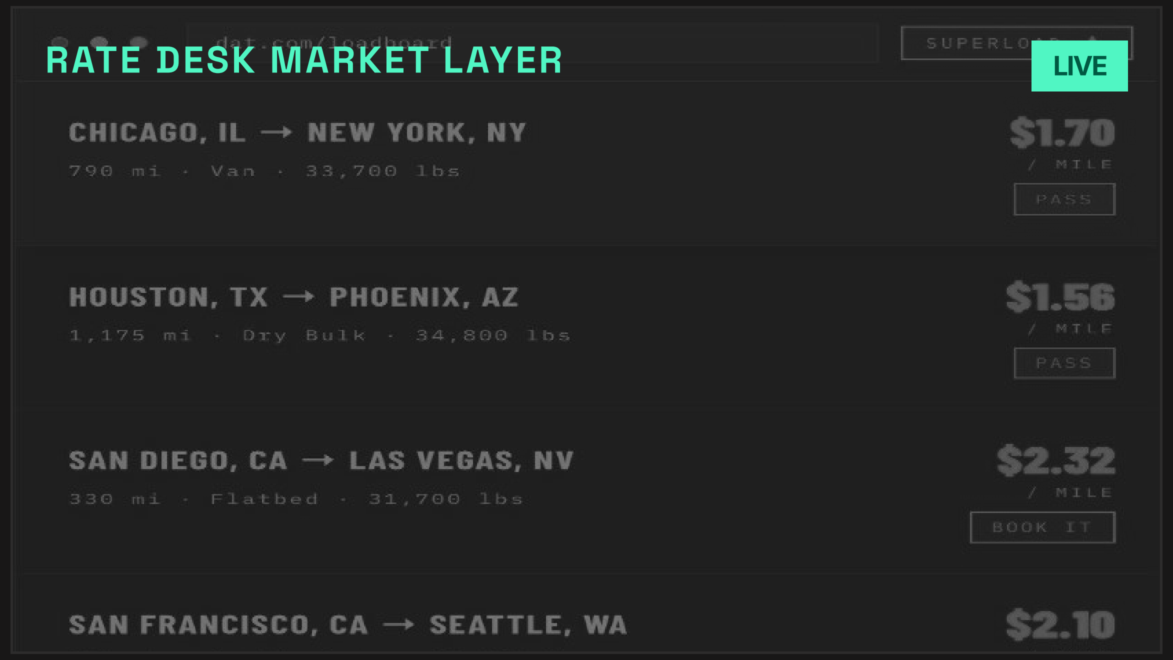
We convert dispatcher instinct into repeatable, enforceable logic — AI-ready infrastructure.

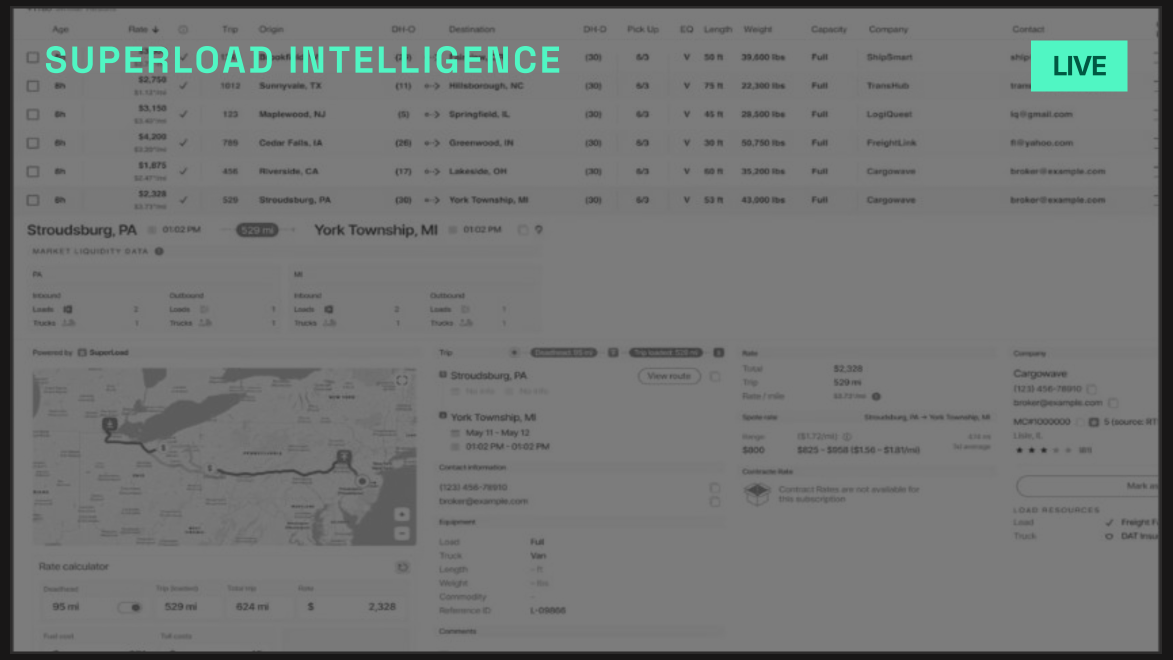
REVENUE FUNDS THE AI LAYER

The AI layer is already built into the architecture. Revenue funds operations. Operations generate data. Data activates the multiplier.









We run freight — while building the infrastructure that makes AI in logistics actually work.

SUPERNOVA LOG-TECH

THE EBITDA MODEL: REVENUE STAYS CONSTANT. COSTS REDUCE

Supernova charges **2.5–5%** of GTV. Revenue/truck is fixed. Profit depends on cost efficiency — which AI drives down over time.

MAJORITY OF THE MARKET TODAY

TRIBAL KNOWLEDGE

Human leads

MARKET BASELINE
Human-dependent. No leverage. No margin protection.

DISPATCHER

5-6 trucks

Same ratio as Supernova today

DELIVERY COST ~2.0-2.5% GTV

ADD ON SERVICES

Carrier handles compliance, billing, HOS

PRE-SEED ROUND

SUPERNOVA

Human leads · Limited AI assistance

~$3.2K

EBITDA / TRUCK / YR

GTV ~$400K CONSTANT

DISPATCHER

6–7 trucks

~$250/truck/week · Superload.app live

DELIVERY COST ~1.4% GTV

ADD-ON SERVICES (MARKET METRICS)

CRM & KYC platform running. Pattern-dependent ops, human-led.

10–20 trucks/op · $1.5–3K/mo per operator

1.5% OF GROSS

Manual monitoring. Reactive breakdown handling.

SEED ROUND

AI CO-WORKER ①

Human leads · AI partially executes

~$5.6K

EBITDA / TRUCK / YR

COST DROPS TO ~1.4% GTV

DISPATCHER

10–14 trucks

Capped at $3–4K/mo

DELIVERY COST ~1.4% GTV

ADD ON SERVICES

AI reads patterns and surfaces insights. Human leads all decisions.

50–80 trucks · Same $1.5–3K cost · AI flags

COST FLAT

AI monitors automatically and flags events for human review.

SERIES A

AI CO-WORKER ②

Human manages · AI executes

~$8.0K

EBITDA / TRUCK / YR

COST DROPS TO ~0.8% GTV

DISPATCHER

15–20 trucks

MANAGER, NOT EXECUTOR

DELIVERY COST ~0.8% GTV

ADD ON SERVICES

AI executes dispatch. Human manages exceptions and relationships.

100+ trucks · Cost flat-lines · near-zero lag

NEAR-ZERO MARGINAL

Automated. Full back-office stack deployed at scale.

Revenue/truck: constant. Labor/truck: reduces with AI. 5 trucks → 15–20 trucks per dispatcher. Revenue 3–4×. Cost: flat.

SUPERNOVA
LOG-TECH

Powering the AI Era of Trucking.

Dispatch is the entry point. Whoever owns the operational relationship owns the gateway.

At 100 trucks that relationship is proven. At 1,000 trucks it becomes the moat.

2026 · PRE-SEED

RAISING NOW

100 trucks

$40M GTV

$1M ARR

RAISE **$500K** SAFE

→ Dispatcher hiring · sales ops · working capital

100 trucks, break-even, a platform proven. The foundation for everything that follows.

2027 · SEED

250–350 trucks

$100M–$140M GTV

$2.6M–$4.5M ARR

RAISE · **$2M–$5M** PRICED ROUND · TARGET Q1 2027

→ Scale to 350 trucks · Back office & execution platform · AI Co-Worker ①

AI CO-WORKER ① • HUMAN LEADS · AI ASSISTS

Back-office stack launches — accounting, compliance, ELD, after-hours, breakdown. 50–60% fleet adoption targeted over 12–24months from launch.

2028 · SERIES A

650–1,000+ trucks

$260M–$400M GTV

$8.0M–$16M+ ARR

RAISE · **$10M–$20M** SERIES A · TARGET 2028

→ 1,000-truck rollout · execution platform · AI Co-Worker ②

AI CO-WORKER ② • HUMAN MANAGES · AI EXECUTES

Full back-office stack at scale & full automation pivot.

We are closing our $500K pre-seed now.

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