

PRESS
KIT
2022

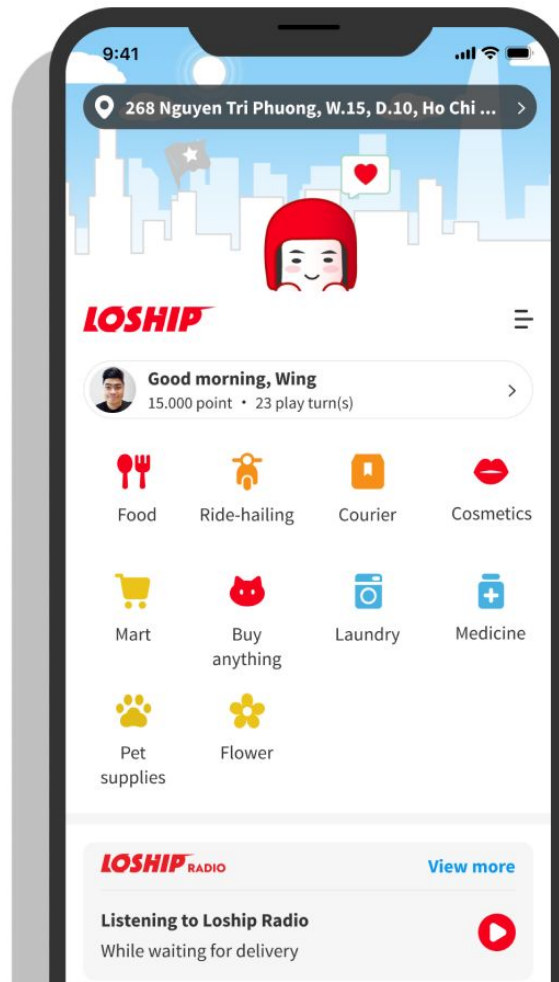
Hello!

Glad you're here.

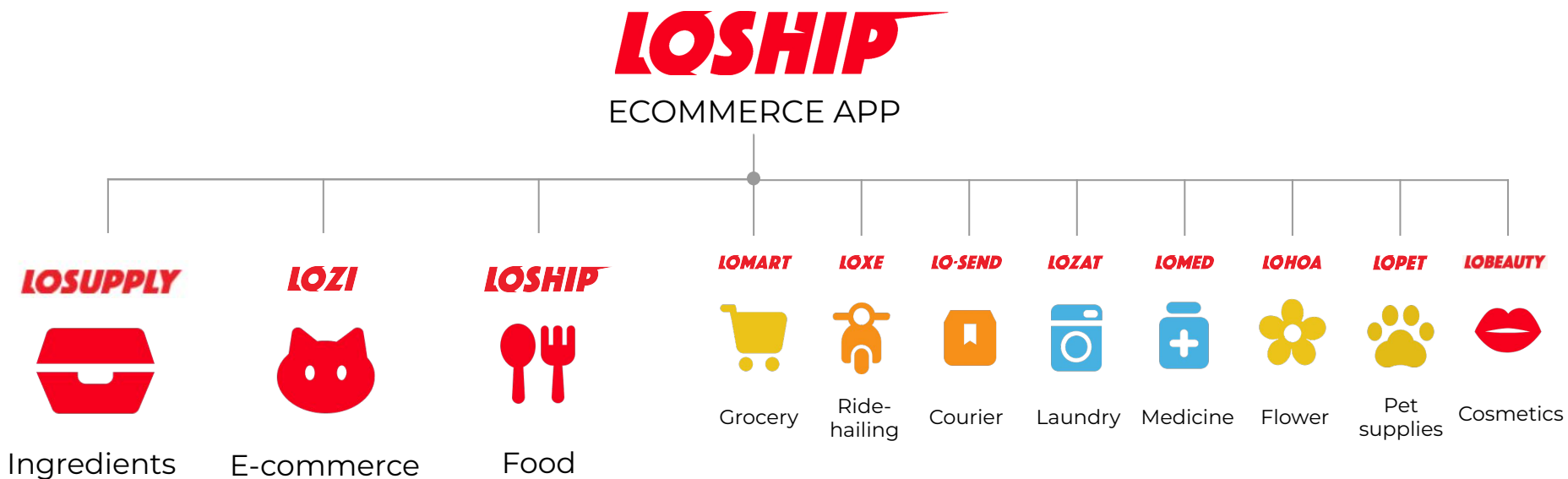


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Loship At A Glance



Vietnam's leading quick-commerce startup.

Loship: The Creator of SEA Quick Commerce

B2C

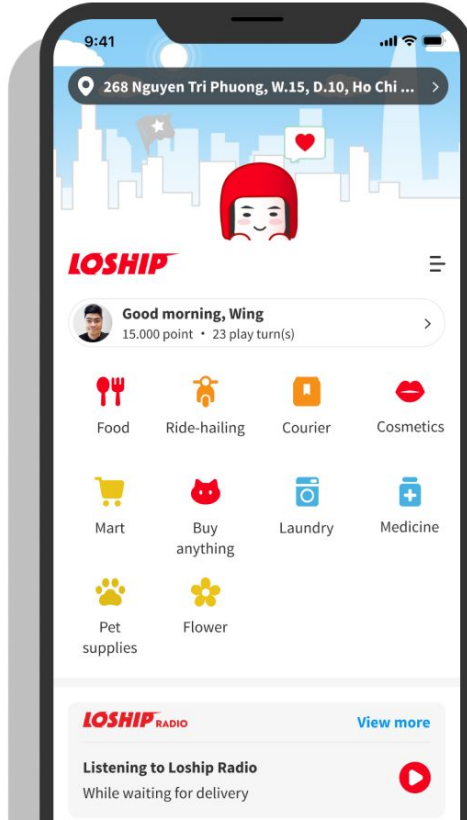
Vietnam's largest quick-commerce platform

2M+ users

140K+ daily transactions

240K+ local merchants

63K+ driver-partners

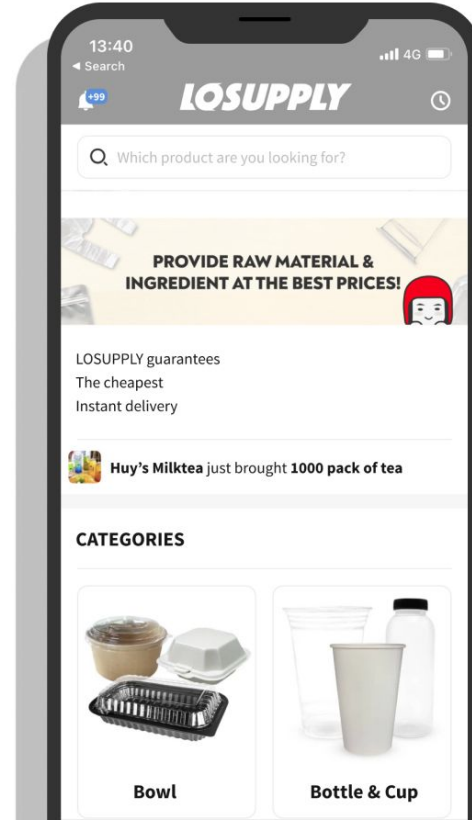


B2B

No.1 B2B ingredient delivery service in Vietnam

20K+ B2B customer reach

100+ partnerships with direct manufacturers



About Loship

Short Description:

Established in 2017, Loship is Vietnam's leading quick-commerce startup. Our team works toward the mission of fulfilling every instant delivery need of Vietnamese people. We believe in the power of technology to transform business and society.

Boilerplate Description:

Established in 2017, Loship is Vietnam's leading quick-commerce startup. Made by Vietnamese for Vietnamese, Loship offers the most effective distribution networks in Vietnam, filling the massive demand for instant deliveries in a bustling and modern life.

Its wide range of on-demand delivery services includes food, grocery, ride-hailing, medicine, laundry service, courier, flowers, beauty products, and B2B ingredients. Loship currently owns a fleet of more than 70,000 drivers and 250,000 merchants, serving up to 2,000,000 Vietnamese customers, with its operations spanning 15 big cities in Vietnam.

The logo for Loship, featuring the word "LOSHIP" in a bold, red, italicized sans-serif font. The letters are slanted to the right, and there is a small horizontal line extending from the top of the letter 'P'.

Our history paves the way for big things ahead

Loship traces its roots back to Lozi, a food reviews app with a 'buy & sell' function established in 2012. Similar to eBay, the app allowed consumers to list their products, buy from and sell to others. After 12 months into its inception, Lozi attracted about 200,000 users, with the web traffic reaching over 2 million. It quickly attracted some initial funding and shortly after, Lozi transformed into a hyperlocal C2C e-commerce platform.

Yet, this initial success was a small piece of the pie, and the scale potential wasn't obvious. Lozi had in place the buyers and sellers, but lacked delivery men. We didn't know if the transactions were completed, or whether any delivery hiccups occurring along the way.

The best way to know the exact status of the transaction was to control the delivery. The idea of building our delivery fleet started from there. We understood that if we executed right, there was an opportunity for another 1000x growth.

That's how we started Loship in 2017, and it quickly became the biggest part of our business.

We're now perfectly positioned to become the **leading Quick-commerce startup in Vietnam.**

The logo for Loship, featuring the word "LOSHIP" in a bold, red, italicized sans-serif font.

Our Mission

To give everyone easy access to anything in their city
under 1 hour

LOSHIP

Quick Facts

2017

Founding Year

70,000+

Driver-partners

100,000+

Daily transactions

250,000+

Local Merchants

12

Operating services

*Food delivery, FMCG,
Electronics, Fashion, Cosmetics,
Laundry, Medicine, Courier,
Flower, Ride-hailing,
B2B ingredients, Dark store.*

15

Operating cities

*HCMC, Hanoi, Da Nang,
Can Tho, Bien Hoa. Hue,
Hai Phong,...*

LOSHIP

Our journey so far



Key milestones

Pre-seed funding led by Vietnam Silicon Valley

Seed funding led by Golden Gate Ventures

Launch of Loship

Series A led by Golden Gate Ventures

Series B led by Smilegate Investment

Bridge round led by Vulpes Investment

Pre-series C round co-led by BAce Capital & Sun Hung Kai.

Product expansion

C2C hyperlocal e-commerce

- Lomart
- Lomed
- Losend
- Lo-xe
- Lohoa
- Lopet

Losupply B2B Ingredients

LoBeauty

LoX dark-store service

Market expansion

Ha Noi

Ho Chi Minh

Da Nang

Can Tho

Bien Hoa

LOSHIP

Our awards & recognition



Loship is featured on the inaugural [Forbes Asia 100 to Watch](#), which spotlights notable SMEs and startups on the rise across Asia-Pacific. Notably, Loship is **one of the only four Vietnamese startups** making it to the list.

FT FINANCIAL
TIMES

statista

HIGH-GROWTH
COMPANIES
ASIA-PACIFIC 2022

Loship is featured in the exclusive ranking of **The Financial Times “High-Growth Companies Asia-Pacific 2022”**.

LOSHIP

Founders' Bio



Trung Hoang Nguyen, Co-founder & CEO

[Trung Hoang Nguyen](#) is a Co-founder & CEO of Loship. Trung is responsible for running all business facets, including Growth, Investment & Product Development.

With proven fundraising and networking skills, Trung manages to foster fruitful relationships with hundreds of investors and partners in Vietnam and beyond, securing significant investments from well-established investors such as BACE Capital, Sun Hung Kai & Co, MetaPlanet Holdings, Vietnam Silicon Valley, Golden Gate Venture, SmileGate Investment, etc. Under Trung's visionary leadership, Loship has risen significantly to 8-digit-dollar's value.

Prior to founding Loship, Trung was a Computer Scientist at KAIST. In 2017, Trung was nominated in Forbes 30 under 30 Vietnam, followed by being named in Forbes 30 under 30 Asia.

Trung's thought-leadership was featured in: [Asia Tech Daily](#), [Asia Blockchain Review](#), [Tech Collective SEA](#), etc.



Founders' Bio



Son Minh Tran, Co-founder & General Manager

[Son Minh Tran](#) is a Co-founder & General Manager of Loship. He is an integral part of the core leadership team driving growth and transformation in Loship.

As a General Manager, Son involves in all strategic business activities, including allocating budget resources, formulating policies, coordinating business operations, managing operational costs, ensuring good customer service, and identifying business opportunities. Son is also in charge of all operational aspects of Loship in Hanoi market.

Son studied Marketing at Messiah College & IE Business School (Madrid, Spain). Prior to joining Loship, he served as a Brand Executive at Richard Moore Associates before returning to Vietnam to start his entrepreneurship journey in 2014.

What Makes Loship Unique?

Local Advantage

Loship is the only local player in Vietnam's food delivery market. We understand our local customers on the deepest level. We leverage our local advantage to quickly expand in our home market

[Read more](#)

Customer Obsession

The level of customer obsession at Loship is seen nowhere else in the country. Our customer service approach is that the customer is right in all matters, and that mistakes are always ours. We don't aim to meet customer expectations but to exceed them.

[Read more](#)

Tier-2 Market Dominance

Loship has a distinct market approach. We strategically enter into new and relatively untouched markets like lower-tier cities, grow the customer base, and take things forward from there.

[Read more](#)

It's the local player Loship dominating the tier-2 markets in Vietnam, not any other regional players.



Investment Milestone

Series A Round



Golden Gate Ventures



2018

Series B Round

Smilegate®



ASCENDO
VENTURES



2019

US\$12M Pre-series C round



KI group



2020

Loship is BAce Capital, Sun Hung Kai & MetaPlanet's debut investments in Vietnam.

2021+

LOSHIP 16

Investor Testimonials

“ Loship creates a strong ecosystem which adds value to small business, customers as well as riders. Under Trung’s entrepreneurship and leadership, we saw the company get much stronger during Pandemic by constantly bringing product and service innovation to its merchants and users. We are very excited to be part of the Loship team. We strongly believe in local entrepreneurs to understand the market and people's needs better in a great potential market like Vietnam.

Benny Chen, Managing Director, BAce Capital.

“ As part of our ongoing private investments strategy, SHK & Co is excited to partner with BAce to co-lead an investment round into Loship. We believe that Vietnam possesses great long-term potential as a market, and we are keen to support entrepreneurs like Trung and his team to build innovative businesses that thoughtfully address local needs.

Lincoln Yeh, Co-Head Private Equity at Sun Hung Kai & Co.

LOSHIP

Investor Testimonials

“ It didn't take me very long to realize Loship was on to something. MetaPlanet is planning to pay more attention to the rapidly growing economies in Southeast Asia. I'm delighted to be off to a strong start in Vietnam by adding Loship as our first portfolio company there.

Jann Tallinn, Skype Co-founder, MetaPlanet

“ We couldn't think of a better way to play the Vietnam growth story than by investing in the most innovative logistics company in the country which delivers over 100,000 deliveries a day and is led by an incredibly entrepreneurial and commercial young team.

***Field Pickering, Head of Venture Investing,
Vulpes Investment Management***

“ Trung is doing the right thing, at the right time with the best people. Focusing in growing the endless opportunities for SMEs and local Vietnamese businesses to provide their services and products to consumers has enabled Loship to be extremely relevant to technological advances in Vietnam, continuing to serve its customers in innovative, efficient and faster ways. Trung and his team are focusing on customer experience, quality products and service with speed while integrating the best innovations and technology to make everyday tasks easy and simple for Vietnamese customers. Loship is positioned well in doing well by doing good.

Moje Akhbari, Former Vice President of Starbucks, Angel Investor



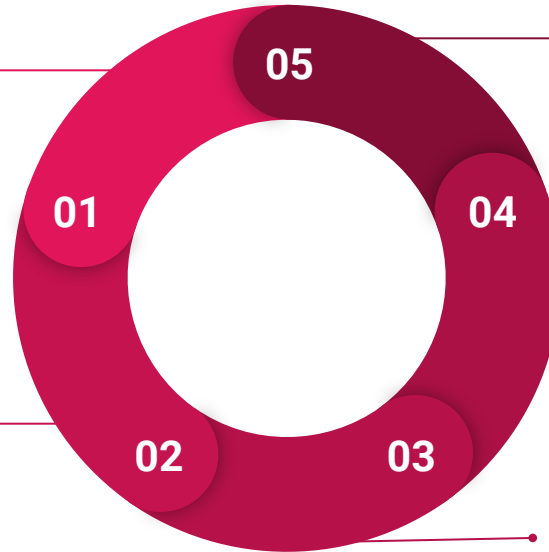
News-worthy Talking Points

Loship is the only local player

competing against other unicorns like Grab or Gojek. Yet, we have our own winning playbook and growth strategies. [The tier-2 markets are our playground.](#)

Loship is the first Vietnamese startup

that Ant Group-backed BAce Capital, HongKong's leading alternative investment company Sun Hung Kai & Co., and Skype cofounder-backed MetaPlanet Holdings poured investments.



Loship levels up the customer experience game with a [unique combination of food delivery and podcasting](#). For podcasts, we see ourselves like Netflix - without Advertisement or Halidao - with free add-in services.

Instead of waiting to start big, start small so that you can grow big. Read [Loship's transformation journey](#) from a small garage to what it is nowadays.

Loship is amongst the few [Vietnamese startups flourishing in times of crisis](#). Loship successfully raised significant investment during unprecedented times thanks to its flexible fundraising strategy.

LOSHIP

Loship In The News



For latest updates and industry insights, check out our [BLOG](#).

Media Assets

Our brand assets include the Loship logo, app images, executive headshots, and service photos.

[Download Kit.](#)

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GET IN TOUCH!

Contact us for press inquiries at: press@loship.vn / myduyen1@lozi.vn

We're always happy to chat!

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More for you to read:

