# CONFIDENTIAL



# What problems are we solving?



Complexity: Ecommerce localization, regulation and legal framework by country



**Fragmentation:** multiple marketplaces, retail channels, & vendors



Data & Control: brands don't want to be at the behest of marketplaces. Access to, control and ownership of customers & data is highly strategic



**Time:** large investment and time to market per country



Resource: difficult to hire specialist staff in each country



### What do we do?

- Enterprise partner to BRANDS, managing Ecommerce journey on a Principal (selective inventory risk) or Agent (no inventory) basis
- We do all critical functions "in house" (e.g. business intelligence, CRM, IT development, API's) and work with partners to outsource more commoditised parts (e.g. logistics, last mile)
- One proprietary tech platform manages "omni-channel" and "plugs in" to all other enterprise applications used by the Brand

Our technology platform also being sold on a SAAS basis:









## **Our investors**





JANUARY CAPITAL









# Brands we serve & partner with











































