



Meet  
**Mr. Saiful**  
Retailer



Meet  
**Ms. Labiba**  
Homemaker, cook

## *The Problem*

**There is no presence of offline FMCG retail infrastructure in online market place.**

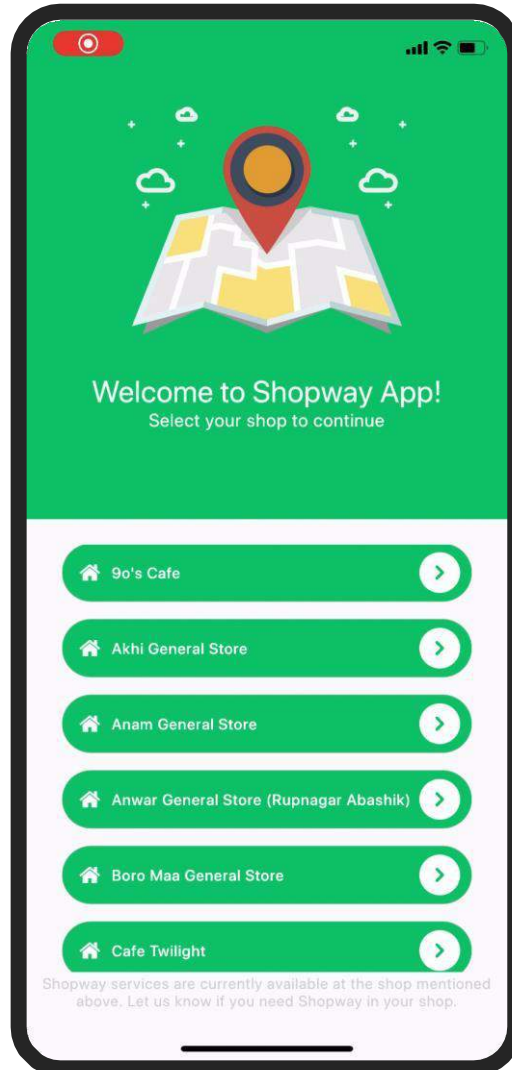


# Our Solution

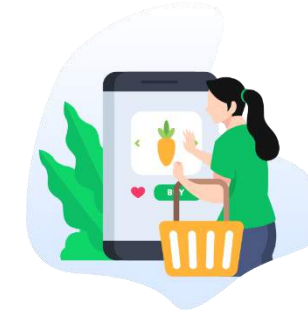
Shopway is an online market place for offline Retail Stores



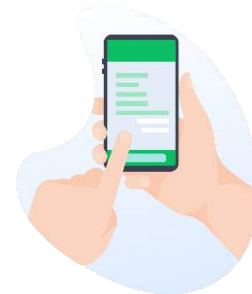
# Through Shopway



**Customers find their neighborhood outlets**  
via Shopway Customer App



**Customers order through shops**  
via Shopway Customer App



**Retailers receive the order**  
via Shopway Retailer App



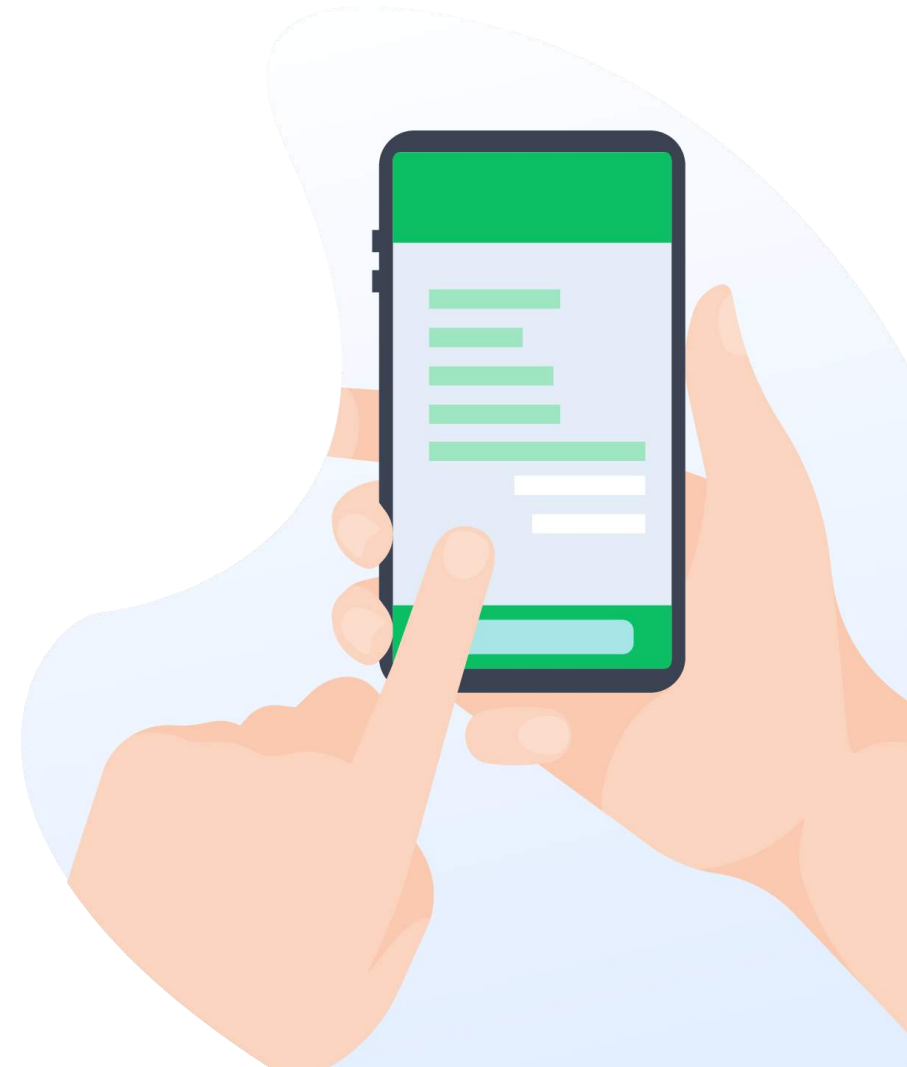
**Retailers send the products to customers**  
by their own delivery agents

# Retailers' Benefits



Retailers will get access to:

- 1 Online Customers
- 2 Distributors and Importers
- 3 Local Wholesalers
- 4 FMCG Companies



# Revenue Model



**Platform Fee from  
Retailers & Restaurants**



**Massive Customer  
Oriented Data**



**Sales Commission from  
Companies & Distributors**

# Market Size



**1.2M**

Total FMCG  
Retailers



**\$0.4M**

Average  
Yearly Sales



**2%**

FMCG E-Commerce  
Sales

**\$0.86B**

Total Market



Growing to **\$4.5B** by 2025



# Traction



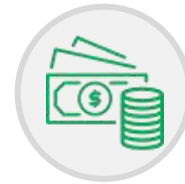
More Than  
**100**  
Retailers & Restaurants  
Onboarded



More Than  
**4,500**  
Registered Customers



More Than  
**6,000**  
Orders Received



More Than  
**USD 15,000**  
Total Deliverable Value  
(GMV)

# Management



## Core Team



### FIROZ UDDIN AHMED

**Co-founder & CEO**

*3 Years of Experience in General Trade & Sales and Software Development*

**Unilever Bangladesh Ltd, Virtual Ajax Software**



### ARIF AHMED

**Co-founder & CSO**

*3 Years of experience in Corporate Communication, Corporate & Regulatory affairs and Public Relations*

**Burson Cohn & Wolf, bKash Ltd**



### TALHA AKAND

**Co-founder & COO**

*3 Years of experience in Sales, Business Development, and Marketing*

**GlaxoSmithKline Bangladesh, Japan Tobacco Int.**



### MD. HASANUZZAMAN

**Co-founder & CTO**

*7 Years of Experience in Software and UX Development*

**Kaz Software Ltd.**



### AAQIB BIN SHAFI

**Partner**

*3 Years of Experience in Communication and Marketing*

**IPAG, bKash Ltd.**

## Investor & Advisor



### MAHZABIN FERDOUS

**Investor & Advisor**

*11 years in Marketing, Brand and Corporate Communications in Advertising, Technology, NBFI.*

**Samsung, IPDC Finance Ltd.**



*We are looking for*



**Partnership**



**Guidance**



**Investment**

# Quick Kore!

