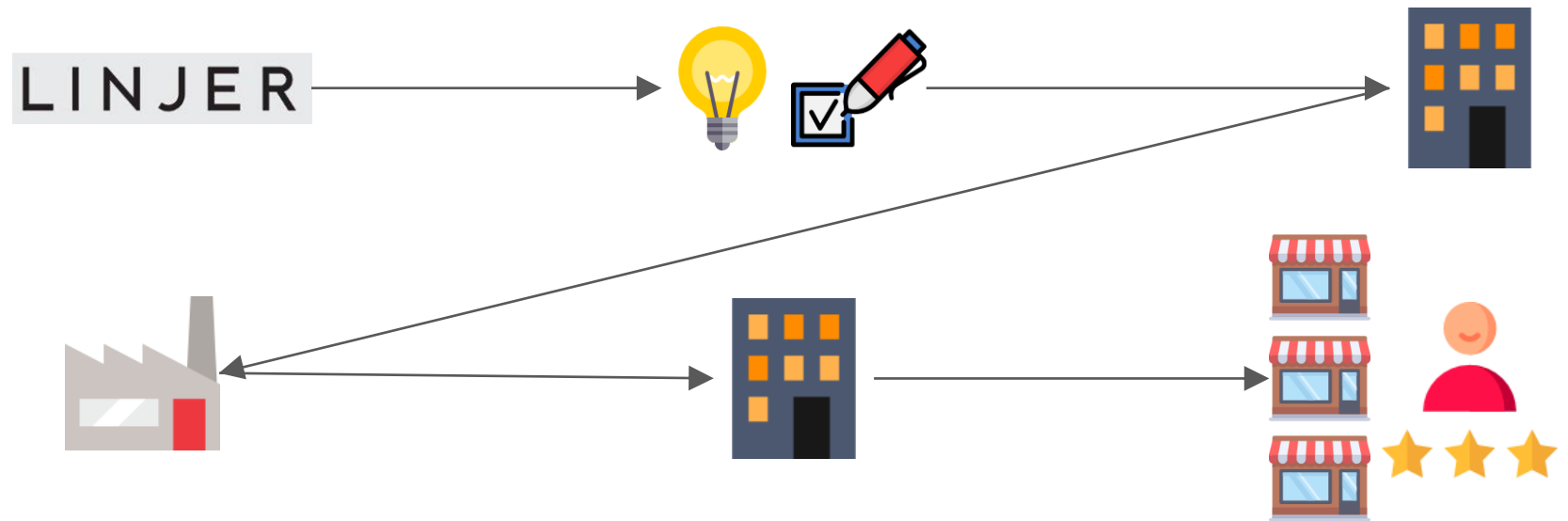




MADE IN ASIA 2017- SME DIRECT TO CONSUMER

Traditional Model

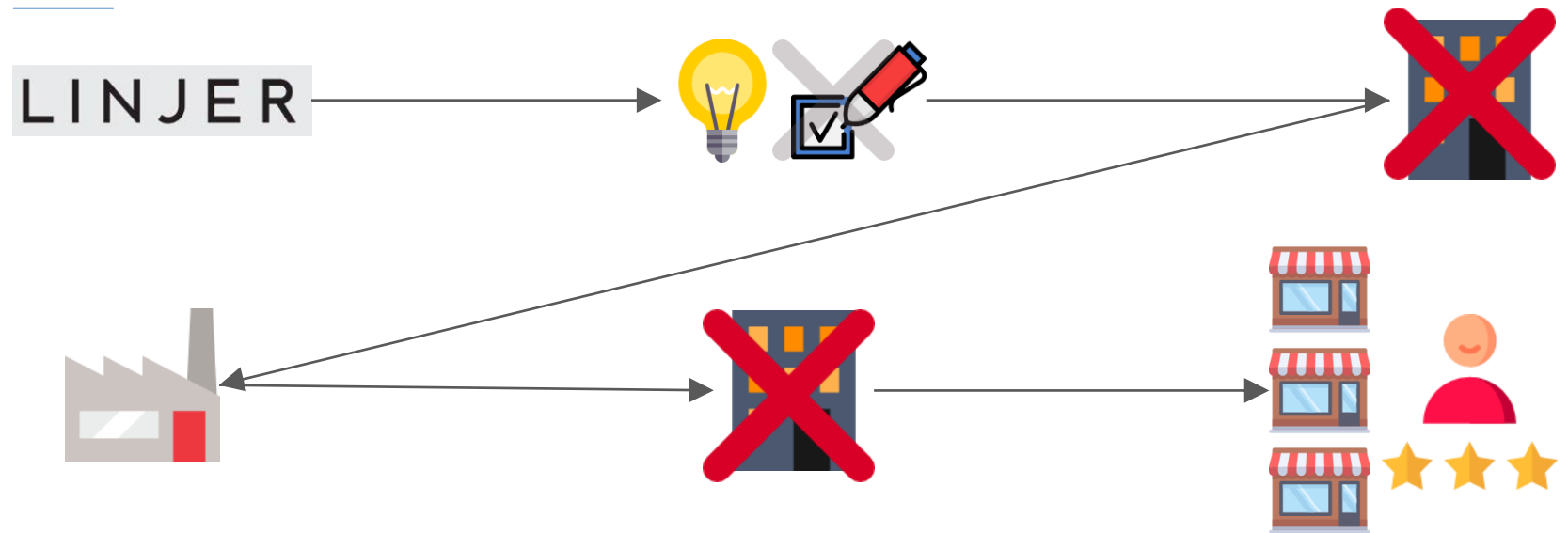
Sourcing/ Distributor Approach



In this model SMEs do the product validation in-house and usually relies on sourcing agencies for the manufacturing and on distributors to sell.

Traditional Model

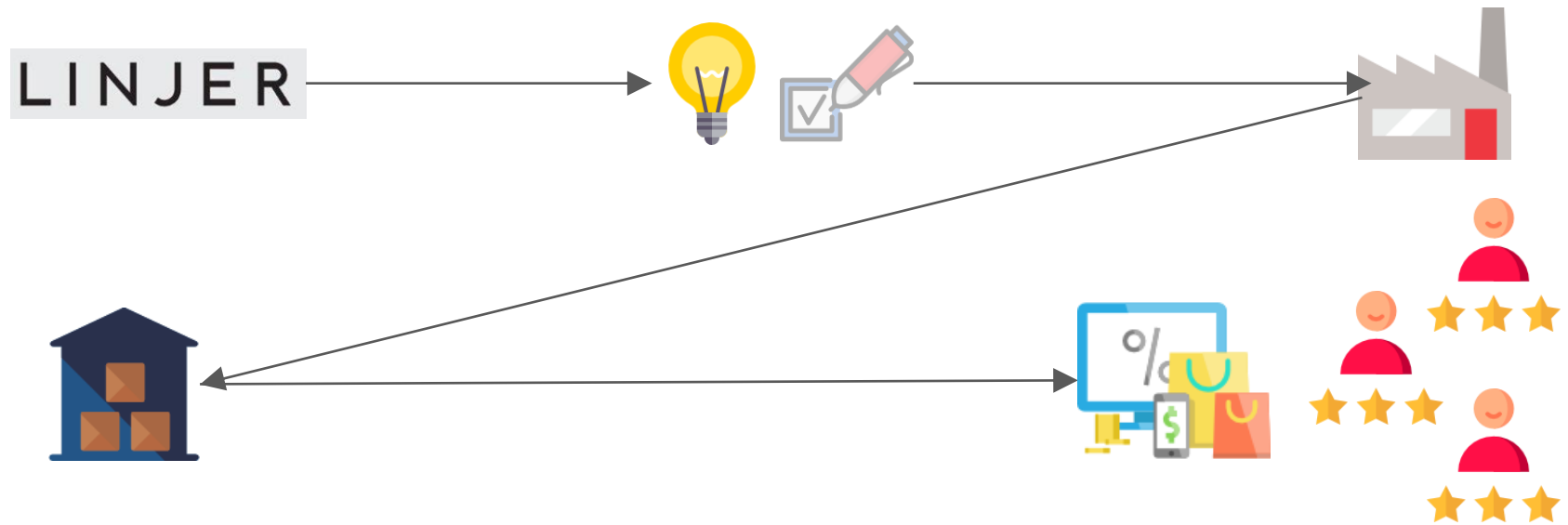
Sourcing/ Distributor Approach



Digitalisation of the supply chain/ selling channels are disrupting the current model

Direct to Consumer Model

No more middleman



Direct to consumer is cutting any middleman possible between the brand and the consumer.

Through Crowdfunding the product validation gets down directly by the Consumer, then the products get sold through the own brand eShop.

Direct to Consumer Industry

Industry Players



Selling



Sourcing/ Manufacturing



Fulfillment/ Shipping

ABOUT EASYSHIP



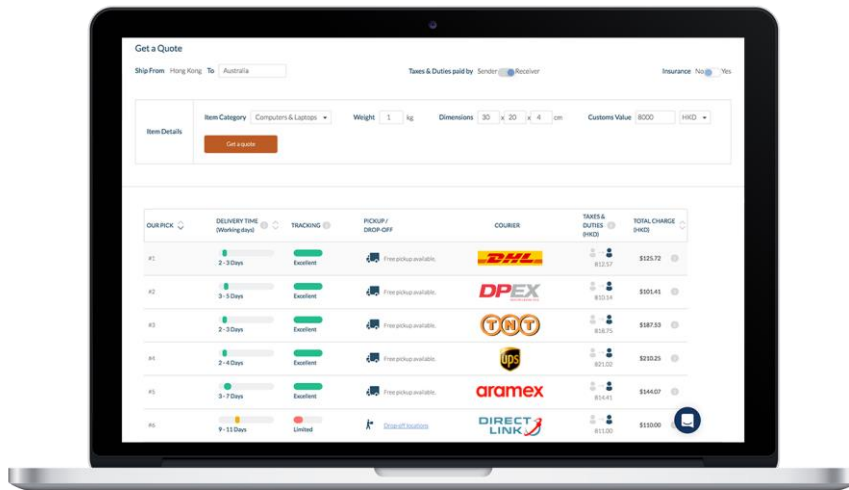
Easyship is a technology company that provides eCommerce sellers with a single solution to ship their orders worldwide.

We are the only company to provide an end-to-end infrastructure connecting sellers directly to DHL, FedEx, TNT, UPS and 80+ other couriers globally. Easyship delivers time - saving API with the largest eCommerce platforms to help save time and money on international shipping.



END - TO - END SOLUTION

Compare, select and ship



Easyship compares more than **80** shipping companies in the world, providing REAL-TIME quotes and delivery times for each type of item and country so you can select the BEST courier for your shipping needs.

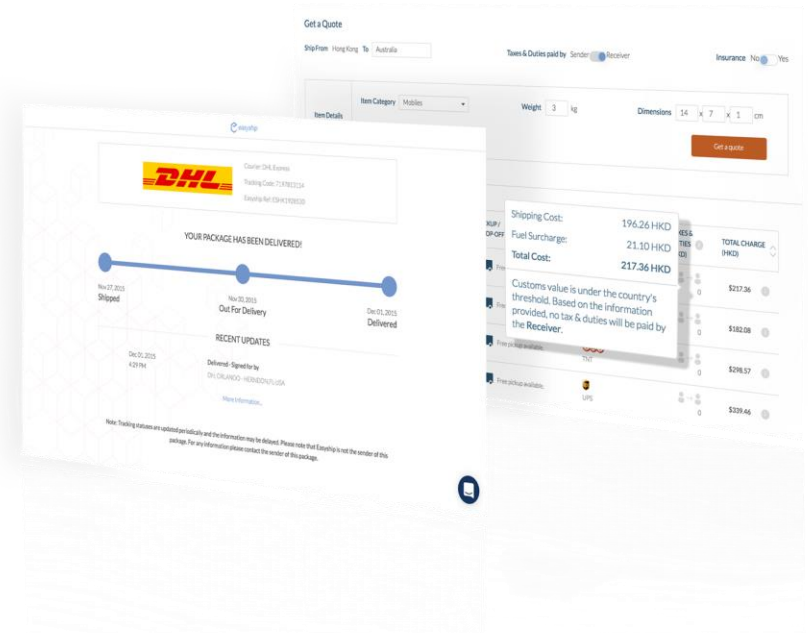
Easyship offers instant savings with exclusive courier discounts up to 70%!

TAILORED - MADE FOR ECOMMERCE

No more challenge to shipping

Easyship solution provides:

- Comprehensive list of couriers available to ship
- Calculated VAT and import taxes
- Automatically-generated shipping documents and labels
- Easy order management interface
- Centralized tracking information for all couriers



PLATFORM INTEGRATIONS

Connect your online store to Easyship shipping platform

Easyship platform integration creates a seamless sync between the online store and shipping platform for easy management.

eCommerce sellers can connect their online store to Easyship and sync all customer order details in one-click.

Orders fulfilled through Easyship are automatically updated to the online store with the fulfillment status and tracking number information.

Easyship current provides 8 built-in integrations to major eCommerce marketplaces and platforms.



DYNAMIC RATES SOLUTION

Real time Shipping Rates at Checkout

Dynamic Rates tool provides dynamic shipping options to customers at checkout to give customers visibility and confidence on shipping.

<input type="radio"/>	Hongkong Post (5 to 6 business days) [Cheapest] \$139.57 of Import taxes not included (Additional handling fee may apply)	\$76.16
<input checked="" type="radio"/>	TNT (2 to 3 business days) [Value For Money] \$144.3 of Import taxes not included (Additional handling fee may apply)	\$155.01
<input type="radio"/>	FedEx (1 to 4 business days) [Fastest] \$146.55 of Import taxes not included (Additional handling fee may apply)	\$192.42

- Automatically calculates the Cheapest, Fastest and Best Value for Money shipping options based on the customer's shipping address and basket value. Dynamically in real-time
- Quote the import tax and duty for every purchase
- Displays the courier name and delivery lead time to give visibility

Easyship Demo

Live

3 take-away

SME Direct To Consumer

- Sourcing and Distribution as we know it needs to evolve dramatically if they were to survive the digitalization of the supply chain
- The combination of new selling platform, and easier marketing tools is empowering SMEs with the means of reaching their target audience
- SMEs now needs to think lean & global



Stay connected

Instagram @ www.instagram.com/goeasyship/

Facebook @ www.facebook.com/goeasyship/

LinkedIn @ www.linkedin.com/company/easyship-fulfillment-services-limited

www.goeasyship.com