

## Profitable SE Asian B2B E-Commerce Platform for FMCG



**\$22.4M**

2022 Revenue/GMV

**Currently Profitable**

2022 EBITDA: \$259K

**2019**

Launched in

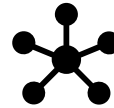
### Fast, Cost-Effective, and Convenient B2B E-Commerce Platform



Best  
Prices



Faster & Free  
Shipping



Wide Range  
of Items



Smart Pick-Up  
System

### Fast Growth Since Launch in 2019

**Currently  
Profitable**

**\$126**

Avg. Basket Size  
/ User

**3,000+**

B2B  
Customers

### B2C Expansion: Country's First Online-Based Convenience Chain Store (2023)

- **2023P Revenue/GMV:** \$88.2M
- **2023P EBITDA:** \$1.3M
- **2023P Gross Margin:** \$3.8M

## Team Overview

### CEO

- 11+ years of experience in entrepreneurship and Fast-Moving Consumer Goods distribution.
- Bachelor's in Business and Finance from James Cook University, Australia.

### CTO

- 7+ years of experience in the Information Technology industry.
- University Graduate in Information Technology

### CFO

- Bachelor's in Finance and Economics from University of Washington, US
- 2+ years of experience in the retail and wholesale sector.

## Financials (USD)

	2021	2022	2023P	2024P	2025P	2026P
Revenue/GMV	10.5M	22.4M	88.2M	228.9M	543.8M	799M
EBITDA	137K	259K	1.3M	4M	10.8M	18M
EBITDA %	1.31%	1.16%	1.50%	1.75%	2.00%	2.25%