



Shoply – Investor presentation

March 2015



Strongly positioned for growth



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Strong customer proposition – premium brands at great prices

2

Scalable platform in place

3

Dual growth strategy – organic and M&A

4

Business moving closer to profitability

5

Attractive growth fundamentals in online retail market

6

Strong Board and management

Corporate overview

A rapidly growing eCommerce Group

Corporate snapshot



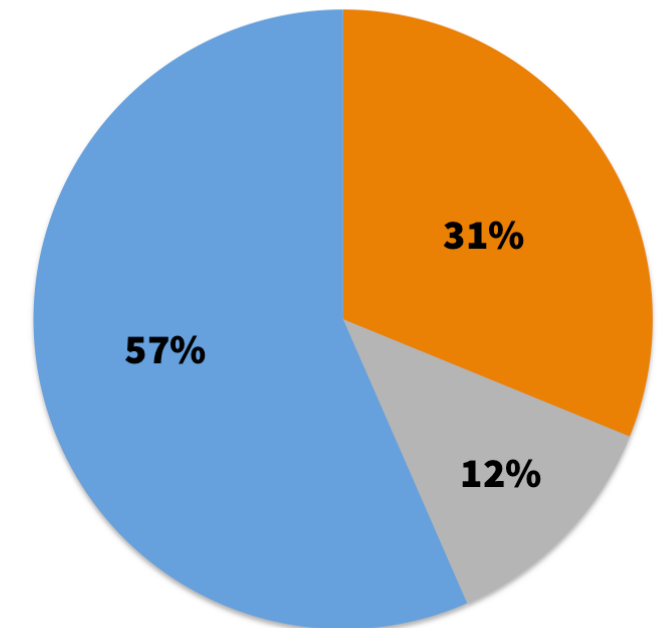
Vision: to become a leading ASX-listed online shopping company, via organic growth and consolidation across targeted market segments

ASX Code: SHP	
Ordinary Shares	529m
Listed options (SHPOA, 3.5¢, 31/7/15)	60.0m
Unlisted options	12.6m
Market cap (@ 1.6 cents)	\$8.5m
Cash (31 December 2014)	\$3.3m

*As of March 12, 2015

Directors & Senior Management
Simon Crean – CEO
Andrew Plympton – Chairman
Sophie Karzis – Non-Executive Director
Mark Goulopoulos – Non-Executive Director
Domenic Carosa – Non-Executive Director
Graeme Lay – CFO

Shareholding breakdown



- Top 20 (excluding Board & Management):
- Board & Management:
- Other:

A rapidly growing eCommerce group & mid-market consolidator



\$18m FY 2015 Forecast revenue

3.7m annual visits

330k active customers

182k email list

106 supplier partners

Business-to-Consumer and Business-to-Business



First-Half FY 2015

A half of acquisition integration and capitalising on Christmas

Financial summary First-Half FY15

transition of Shoply to a pure online retailer



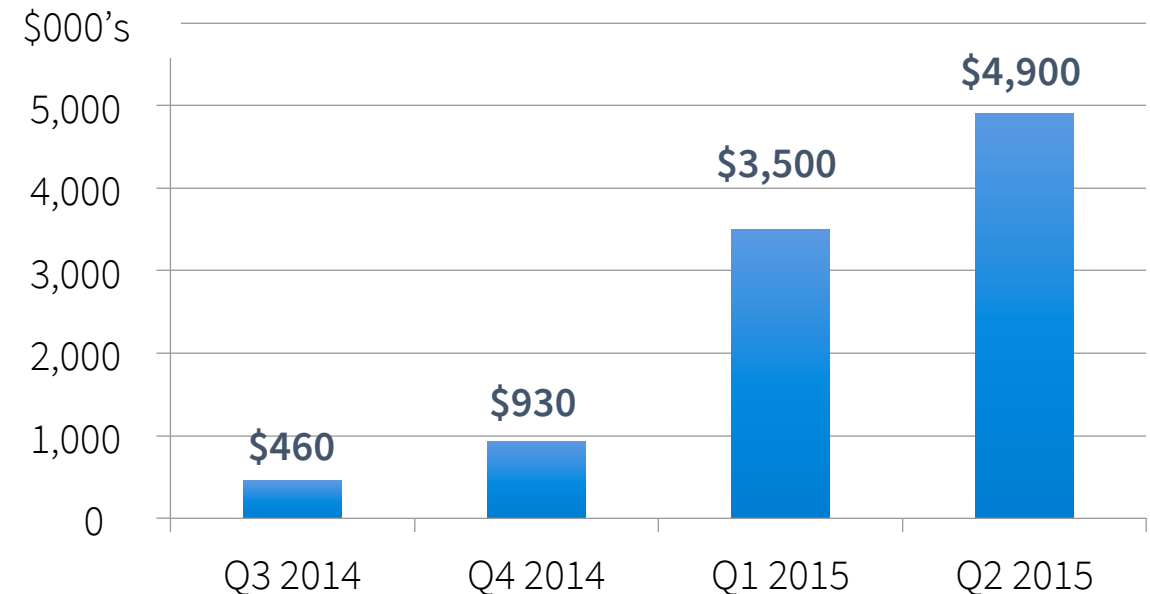
▶ Revenue

- ▶ 10 times revenue growth over the last four quarters
- ▶ Continued integration and management of acquisitions
- ▶ TV advertising in eastern states and increased email marketing to existing customers
- ▶ Increased product range driving customer traffic
- ▶ Expected revenue of \$18m in FY 2015

▶ Profitability

- ▶ Net loss of \$1.1M for H1 2015
- ▶ Investment in integrating and consolidating acquisitions
- ▶ Increased investment in advertising for Christmas rush

Online Shopping Sales



▶ Cashflow

- ▶ Net operating cash outflow for H1 2015 of \$99k (\$387k for H12014)
- ▶ Total net outflow for H1 2015 of \$227k due to investments in working capital for Your Home Depot, Warcom and Wow Baby

Acquisition of eStore.com.au

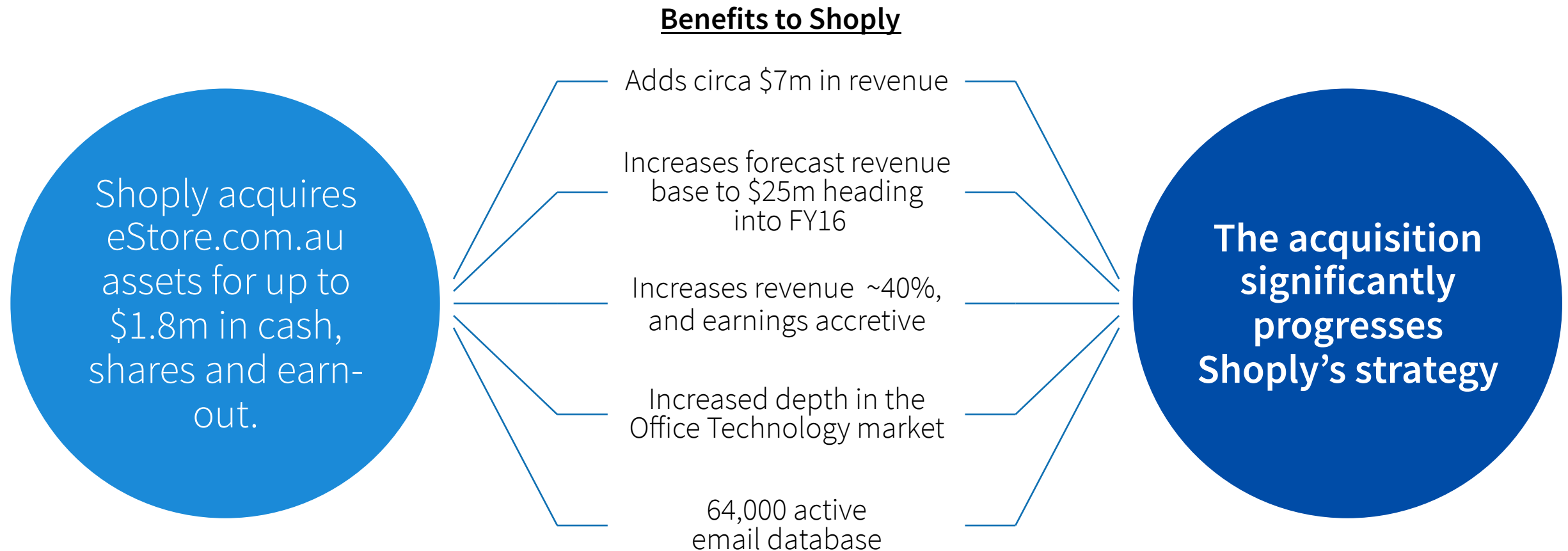
Increasing revenue ~40%, increasing depth in Business Technology

eStore.com.au

- ▶ Premier eCommerce business technology retailer
 - ▶ Ranked 89th in Power Retail's 2015 Top 100 Online Retailers
 - ▶ Number 1 online reseller of Microsoft digital download products
 - ▶ Database of over 82,000 active customers
 - ▶ 25,000 products online
- ▶ Acquisition benefits:
 - ▶ Lorenzo Coppa adds 23 years of multichannel retail experience
 - ▶ Increases Shoply's depth in Office Technology market
 - ▶ Operational and supplier relationship synergies
 - ▶ Adds a dedicated Australian call center to answer and deal with customer queries and returns
 - ▶ A team of highly experienced industry professionals in the business technology market

The screenshot displays the eStore.com.au website interface. At the top, the eStore logo is on the left, and navigation links (Home, Contact Us, About Us, Support) are on the right. A search bar with the placeholder 'Enter keyword or part number' and a 'Search' button is positioned below the logo. A 'Black Tie Service' and 'Plain Wrap Prices' banner is also visible. Below the navigation bar, a row of category links includes Software, Computers, Tablets & Phones, Printing, Networking, Storage, Electronics, LED Lighting, and Specials. The main content area features several promotional banners: a 'TRUSTED BY OVER 500,000 CUSTOMERS SINCE 1991' badge, a 'TALK TO AN EXPERT Live Chat' button, a 'CALL US ON 1300 658 600' button, a 'FREE DELIVERY' banner for orders over \$200, a 'FREE RETURNS' banner, a 'PRICE GUARANTEE' banner, and a 'MEGA DEAL OF THE DAY' banner. A large 'brother at your side' banner promotes a 'RAPID CASH BACK' offer of '\$200 CASH BACK' on selected Brother MFCs, Printers, and Scanners, with a 'SEE THE RANG' button. Below this, an 'Office' banner encourages users to 'Don't want to wait? Start using your new office today!' with a 'Shop Now' button. The 'Best Sellers' section at the bottom displays four products: ALLOCACOC POWERCUBE (Extended USB Grey-4 Outlets with 2) for \$23,109.00 with Free Delivery; ROMOSS Solo 5 Power Bank, Synchronous Charging & for \$39.00 (Save \$19 off RRP); Microsoft Office 365 University (Instant Download) for \$85.00 (Save \$21 off RRP) with Instant Digital Delivery; and Mbeat Gorilla Power 4 Port USB World Travel Charger - 6.8A 34W for \$34.00 (Save \$2 off RRP). Each product has an 'Add to Cart' button.

eStore.com.au transaction overview

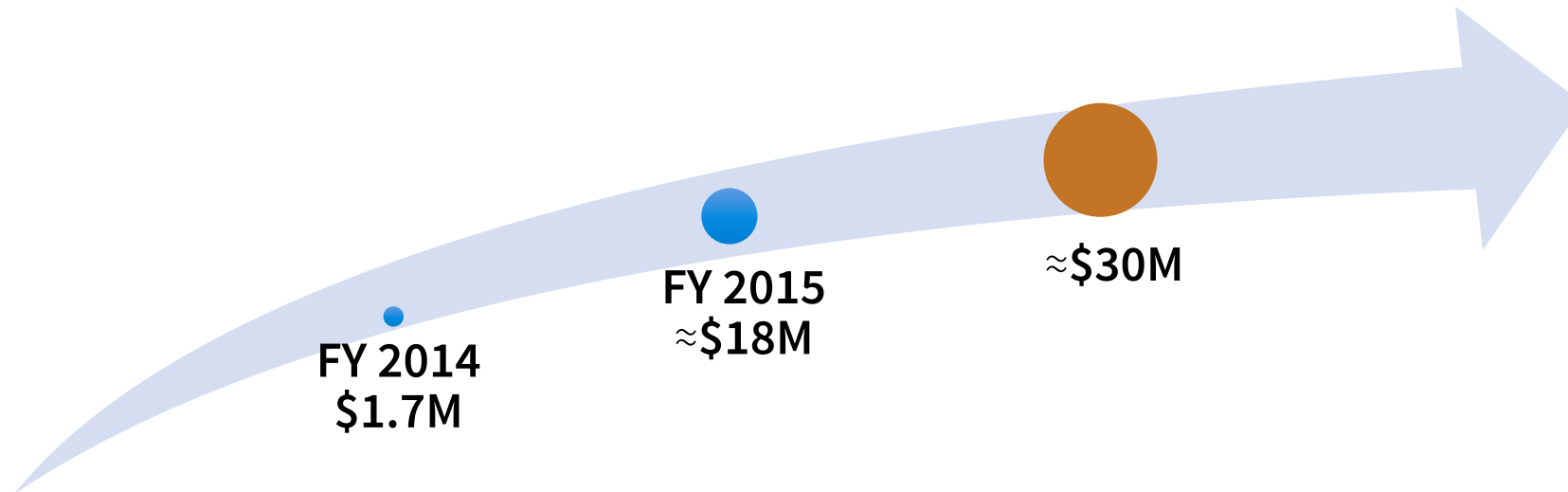


Attractive acquisition, \$500k in cash, \$250k in SHP shares and an earn-out of up to \$1.05m in SHP shares, subject to satisfaction of performance hurdles

Moves Shoply closer to profitability



Targeting ~\$30m revenue through organic & acquisitive growth to achieve economies of scale



Organic growth

- ▶ Increasing traffic and reaching new customers through new marketing channels
- ▶ Optimising conversion rate through A/B testing
- ▶ Expanding into new product categories
- ▶ Leveraging synergies from eStore acquisition

Acquisitive growth

- ▶ Continuing to increase depth in kitchenware and office technology segments
- ▶ Continuing to pursue acquisitions in other attractive online retail categories

Shoply Strategy

Mid-market consolidation and organic growth

Shoply's strategy

Premium brands at great prices...all online

- ▶ Shoply is a pure online retailer
 - ▶ positioned to capitalise on ecommerce growth fundamentals
- ▶ Shoply offers only leading consumer brands
 - ▶ brands bring customers to the site
 - ▶ brands already have a high level of customer trust
 - ▶ fosters strong supplier relationships
 - ▶ reduced risk to Shoply's brand and balance sheet for any product faults
- ▶ Hybrid inventory model
 - ▶ higher turnover and higher margin products purchased and warehoused – this offers speed and reliability of delivery
 - ▶ 'drop shipping' for remaining products to allow a wide breadth and depth range

Shoply™ 

SCANPAN®
DENMARK

dyson

DeLonghi

NESPRESSO®

Breville®

SAMSUNG

SONY
VAIO

FUJITSU

Miele

LG

Mid-market consolidation opportunities



Large-end
\$30m+

Currently too large for Shoply

- Generally broken through to profitability
- Strong foundations generally seeking growth capital

Mid-market
\$5m-\$30m
profitable

Limited natural buyers

- Generally have taken a strong market position
- Require resources to expand

Too small for Shoply

- Limited opportunities for meaningful growth and cost outs

Purchasing on EBITDA multiples, in a combination of cash, shares and earn-out

Revenues

\$5m+

Profitable



Increased depth in existing verticals



Entry into a new vertical

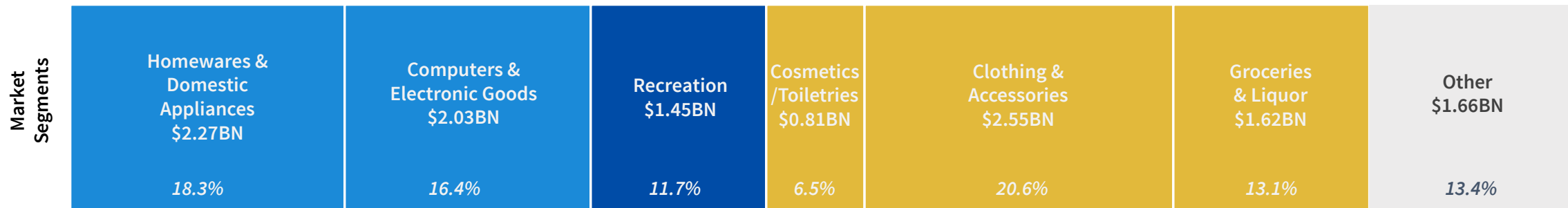


Market & customer segments



Australian Online Shopping Market: \$12.4BN¹

Shoply Target Markets: \$10.73BN – 86.6%¹



Currently operating and building in these segments

Currently building online stores

Potential acquisitions in these segments

Shoply Online Stores



- Strong position in complementary Homewares & Home Appliances market
- Market position in three of the four largest online market segments
- Relevant customer databases for effective cross-selling

¹ IBISWorld Online Shopping in Australia October 2013

Summary and priorities

Positioned to grow

Strategic priorities looking ahead

Capitalising on significant growth opportunities



Short term

- ▶ Integration of eStore
- ▶ Consolidation of costs and operations
- ▶ Accelerate organic growth through marketing and cross-sell enhancements

Medium term

- ▶ Enhanced marketing activities across existing Shoply businesses to ensure organic growth
- ▶ Further acquisitions of private businesses
- ▶ Continue to build market share, scale and position in online retail in order to move to profitability

Appendix

Board of Directors



Andrew Plympton

Non-Executive Chairman

- Brings considerable financial management skills to the Board
- Director of a number of ASX listed companies



Sophie Karzis

Non-Executive Director

- Practising lawyer with 20 years' experience
- Corporate counsel for a number of public companies



Mark Gouloupoulos

Non-Executive Director

- Associate Director at Patersons Securities
- 15 years' experience in equity capital markets and investments



Domenic Carosa

Non-Executive Director

- Chairman of the future capital development fund ltd
- Co-founded and listed destra Corporation growing to revenues of \$100M

Management team



Simon Crean
Chief Executive Officer

- 20 years of international retail & technology start-up experience
- Masters or Entrepreneurship and Innovation



Vaughan Clark
Chief Operating Officer

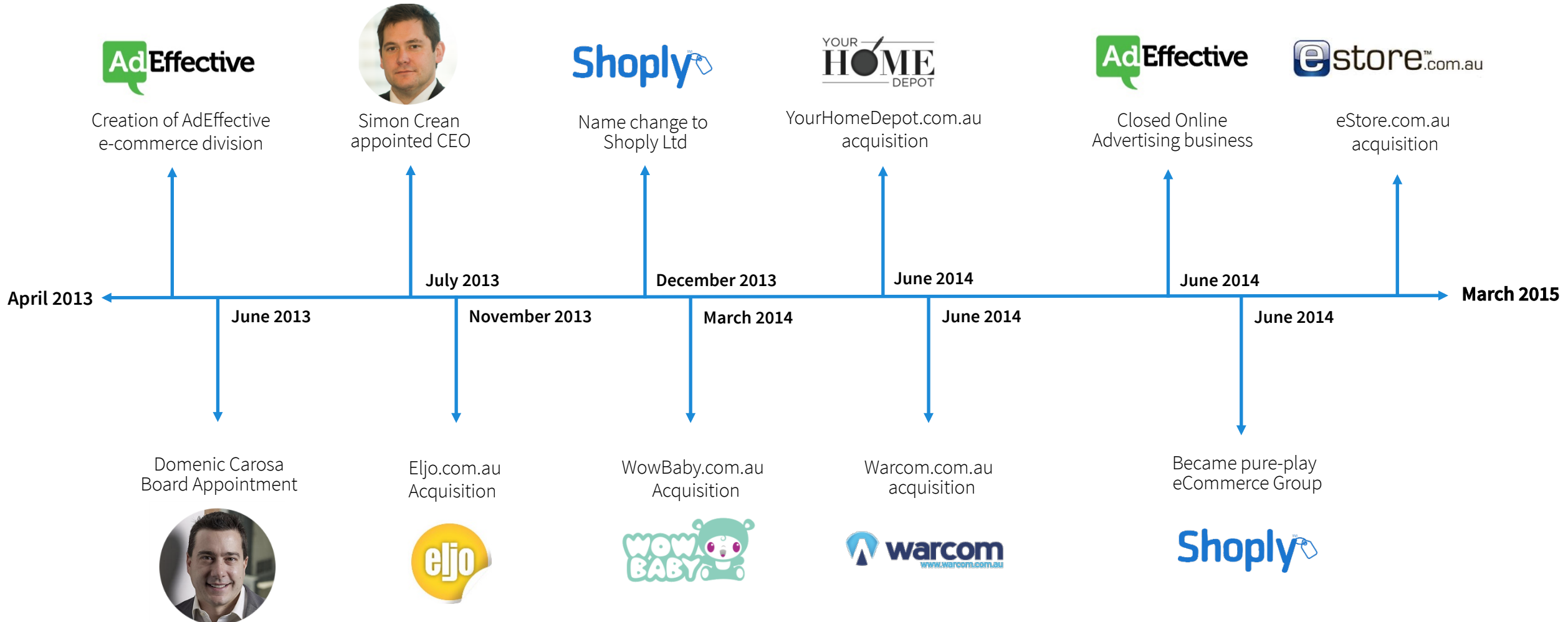
- 30 years of retail experience including 10 years in eCommerce
- Has work with companies; DealsDirect, BigPond Shopping, Telstra , Bob Jane T-Marts



Graeme Lay
Chief Financial Officer

- CPA / MBA
- 27 years experience in commercial accounting (retail, manufacturing, warehousing and distribution)

Shoply - Corporate Evolution



Shoply history and short-term objectives



FY 2014 **Transition**

Transition from
Online Advertising
to Online
Shopping

H1 2015 **Foundation**

Integration of
Your Home Depot
and Warcom

H2 2015 **Growth**

Increase revenue
through organic
and acquisitive
growth

Low volume advertising business to high volume eCommerce business

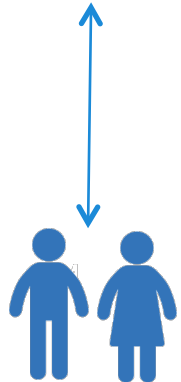
Hybrid inventory model



Consolidated back office

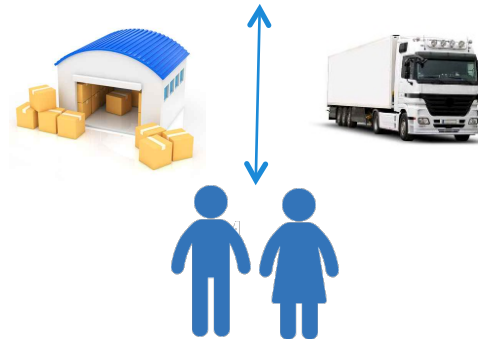
Low turnover products

'Drop shipped' to customers directly from suppliers



High turnover products

Inventory holdings shipped to customers from New South Wales (2,268 sqm) & Victoria



- ▶ Breadth and depth of product offering through 'Drop Shipping' (i.e. products shipped directly from suppliers to customers)
- ▶ Higher turnover and higher margin products purchased and warehoused ('inventory holdings')
- ▶ Ability to test and understand demand prior to inventory holdings
- ▶ Daily dispatched inventory orders at peak is 1400 (pre-Christmas 2014)
- ▶ Average daily dispatched inventory orders ~300, drop shipped ~150

Scalable platform in place



Consolidated Back Office

Customer Support

Technology Platform

Marketing

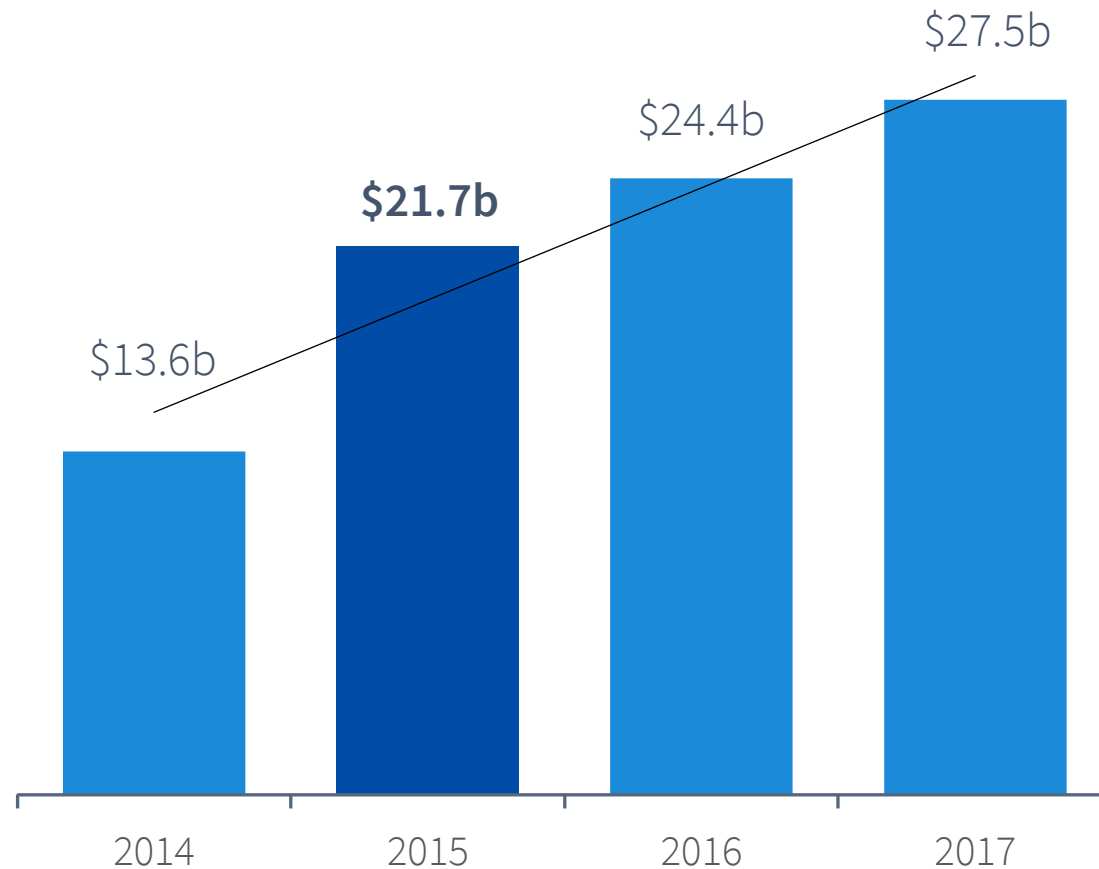
Supplier Management

Logistics Management

- Proven ability to acquire and absorb businesses
- Warehousing and distribution facilities in Melbourne and Sydney – 2 largest online retail markets

- Castle Hill, NSW
 - 2,300 m2, 80% utilisation
- Brunswick, VIC
 - 220 m2, 65% utilisation

Australian online shopping market



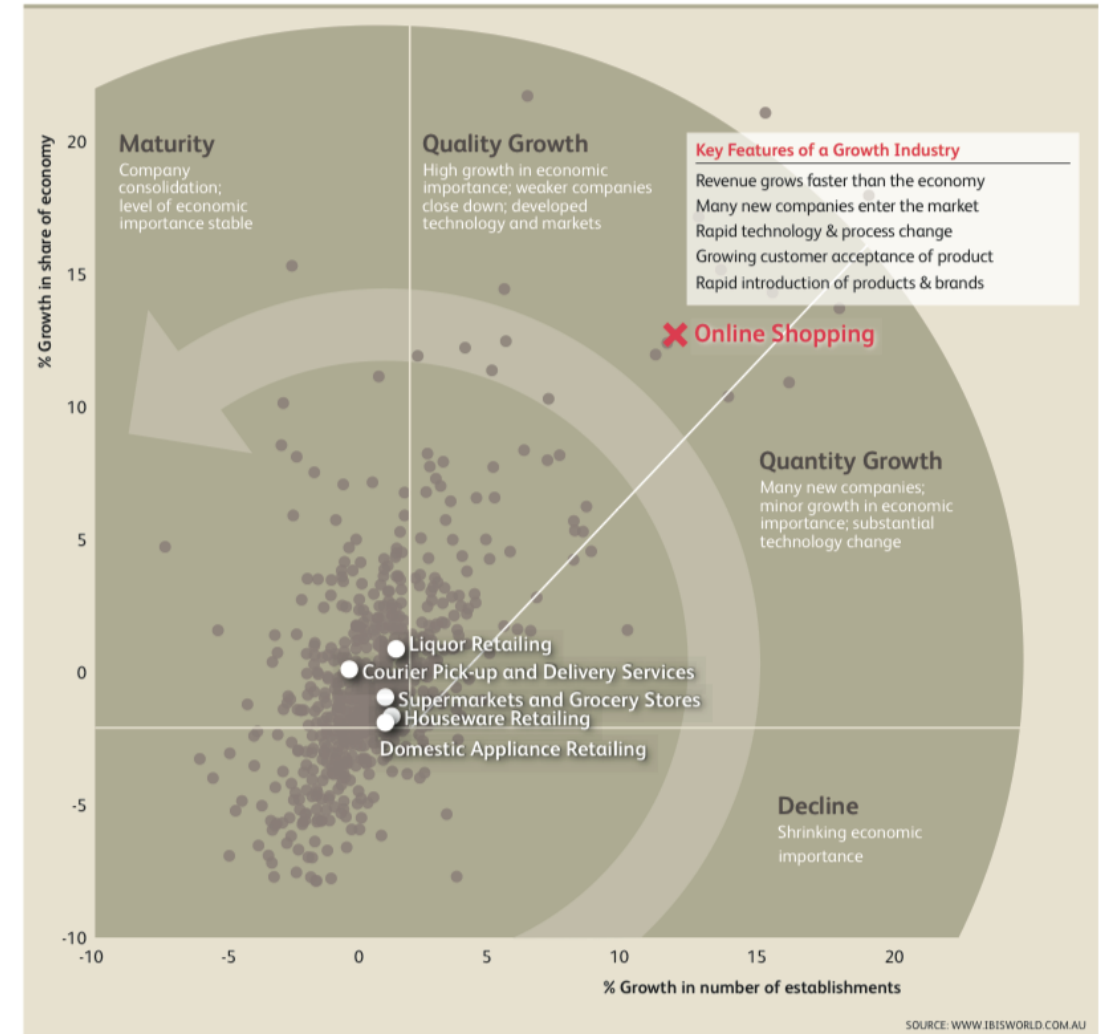
- ▶ Frost & Sullivan predicts Australian online shoppers to spend as much as \$21.7b in 2015
- ▶ Australian online shopping market is expected to grow at around twice the rate of the retail sector overall
- ▶ 12.6% compound annual growth rate for online shopping expenditures over the next four years
- ▶ The average Australian will spend around \$600 online this year

Source: Frost & Sullivan & Price Waterhouse Coopers (PWC) Joint Research

Australian online shopping snapshot



- ▶ Frost & Sullivan predicts Australian online shoppers to spend as much as \$21.7b in 2015 and \$27.5b by 2017
- ▶ Australian online shopping market is expected to grow at around twice the rate of the retail sector overall
- ▶ 12.6% compound annual growth rate for online shopping expenditures over the next four years
- ▶ The average Australian will spend around \$600 online this year
- ▶ Limited opportunities for local investors to gain exposure to Online Shopping



Online shopping growth drivers



- ▶ Consumers seeking convenience and value for money
- ▶ Increasing level of sophistication and comfort amongst consumers
- ▶ Continued growth in consumers using mobile devices to browse and purchase products
- ▶ The entry of more online retailers and proliferation of group buying sites
- ▶ Product and service expansion by current online retailers and traditional bricks & mortar retailers improving their offerings



Source: IBISWorld & Price Waterhouse Coopers (PWC)

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