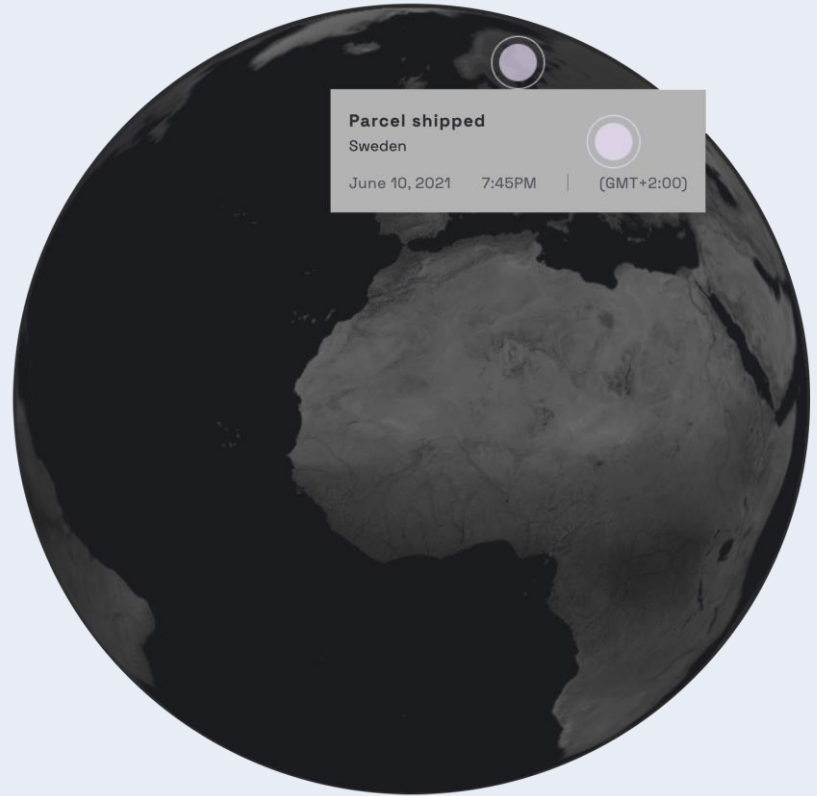




shipit pro

Cross-border eCommerce services platform

Powered by blockchain & AI
to improve customer experience



What is Shipit pro?

Shipit pro is designed to work with cross border e-Shops, marketplaces, logistics and postal companies. Shipit pro's platform will be integrated with these companies to provide technical solutions for Delivery & Returns, Customs & Taxes and Payments & Insurance

Shipit pro is not only focused on simplifying cross border trade but also facilitates the reduction of the environmental impact of these activities

Checkout

CO2 Emissions	0.006GT
VAT & Taxes	\$32.99
Insurance costs	\$24.00
TOTAL	\$249.99

VAT & Duty costs
Belgium 24%

VISA Mastercard AMEX DISCOVER Bitcoin Diamond

Challenges

Delivery & Returns

- Unjustified Geo-Blocking creates barriers for cross border shopping. Ca 60 % of EU websites don't let buyers to buy from the other country
- Cross border delivery is 3 ~ 5 times more expensive than local. Ca 50% of companies are not selling cross border because of the high delivery & return costs
- The delivery & returns market is hugely fragmented, resulting in lost data and lack of visibility for end customers

Customs & Taxes

- New EU VAT rules from 1st of July 2021 for online sales of goods
- EU member states are losing 7 billion VAT in eCommerce sales fraud
 - Undervalued shipments
 - Wrong HS code classification
 - Unpaid duties and taxes and undelivered items create a returns & disposal problem

Payments & Insurance

- Revised Payment Service Directive (PSD2)
- New customer authentication (SCA) requirements
- Billions of € lost because of cart abandonment
- High transaction fees and expensive insurance

Solutions

Delivery & Returns – Solving Geo-Blocking and helps to achieve EU Green Deal targets

➤ Smart delivery contract powered by blockchain

➤ Integrations & Order management

- Easy e-Commerce platform integration

- Real time orders import

- In-app picking list

➤ Couriers & Shipping

- Up to 80% cheaper rates from standard prices

- Easy integration with own couriers

- Crowd courier network

- Green delivery solutions

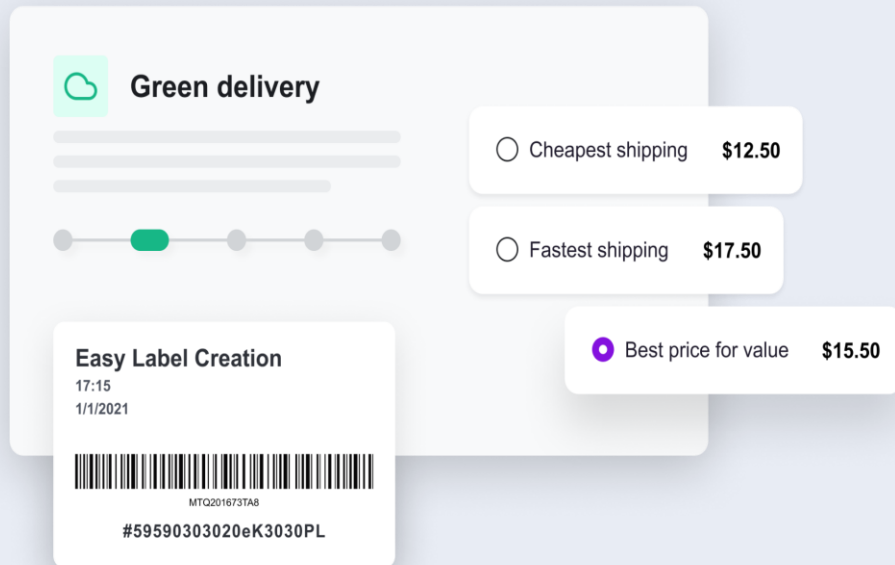
- Harmonized label

➤ Real time tracking with blockchain based timestamp

- Tracking events by AI

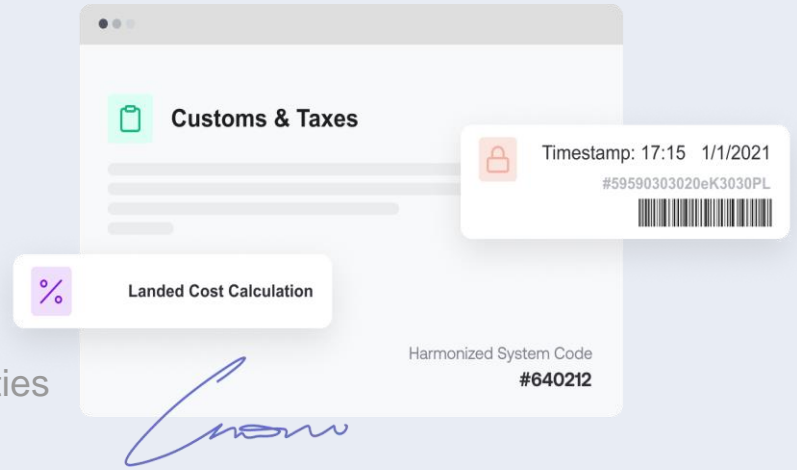
➤ Returns handling

➤ Customer engagement, notifications & support



Customs & Taxes – Fully Compliant With EU 2021 VAT reform

- Landed cost calculation
- Super reduced dataset
- AI based HS code classification
- Vat & Duty management
- EAD e-Declaration generation
- Fiscal representation & IOSS registration
- Restricted & prohibited items and denied parties
- Record keeping
- Blockchain based timestamp to guarantee the data accuracy

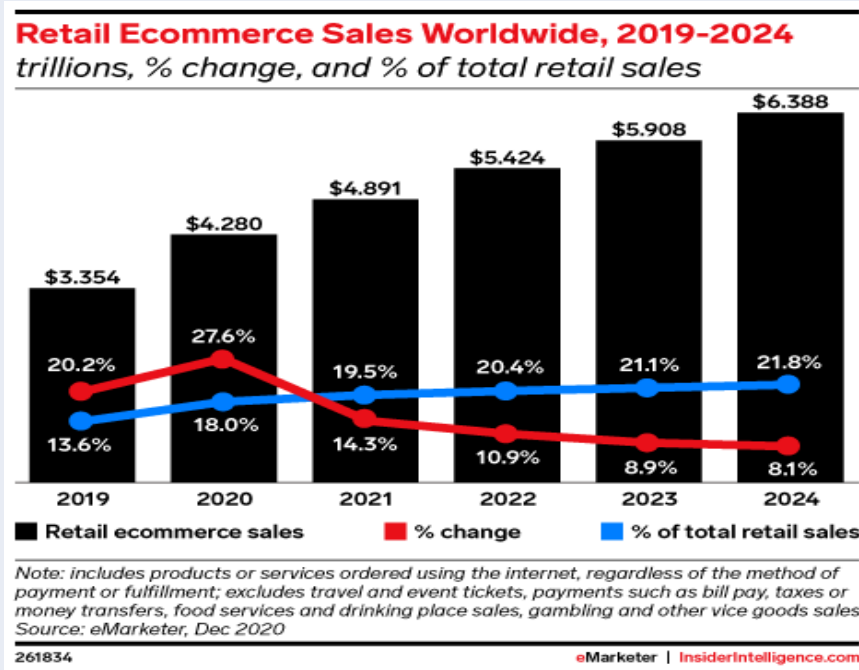


Payments & Insurance – Cross Border with Open Banking Solution

- Single payment at checkout for product, CO2, Vat & Duty, delivery and insurance or Buy now, Pay later with financing partners
- AI based automatic transactions
- Identification and fraud protection powered by AI
- Save on transfer fees and exchange rates through crypto transfers and blockchain oracles
- Effortless checkout for end customer with flexible insurance

Market

The global eCommerce market will reach € 7 trillion by 2025



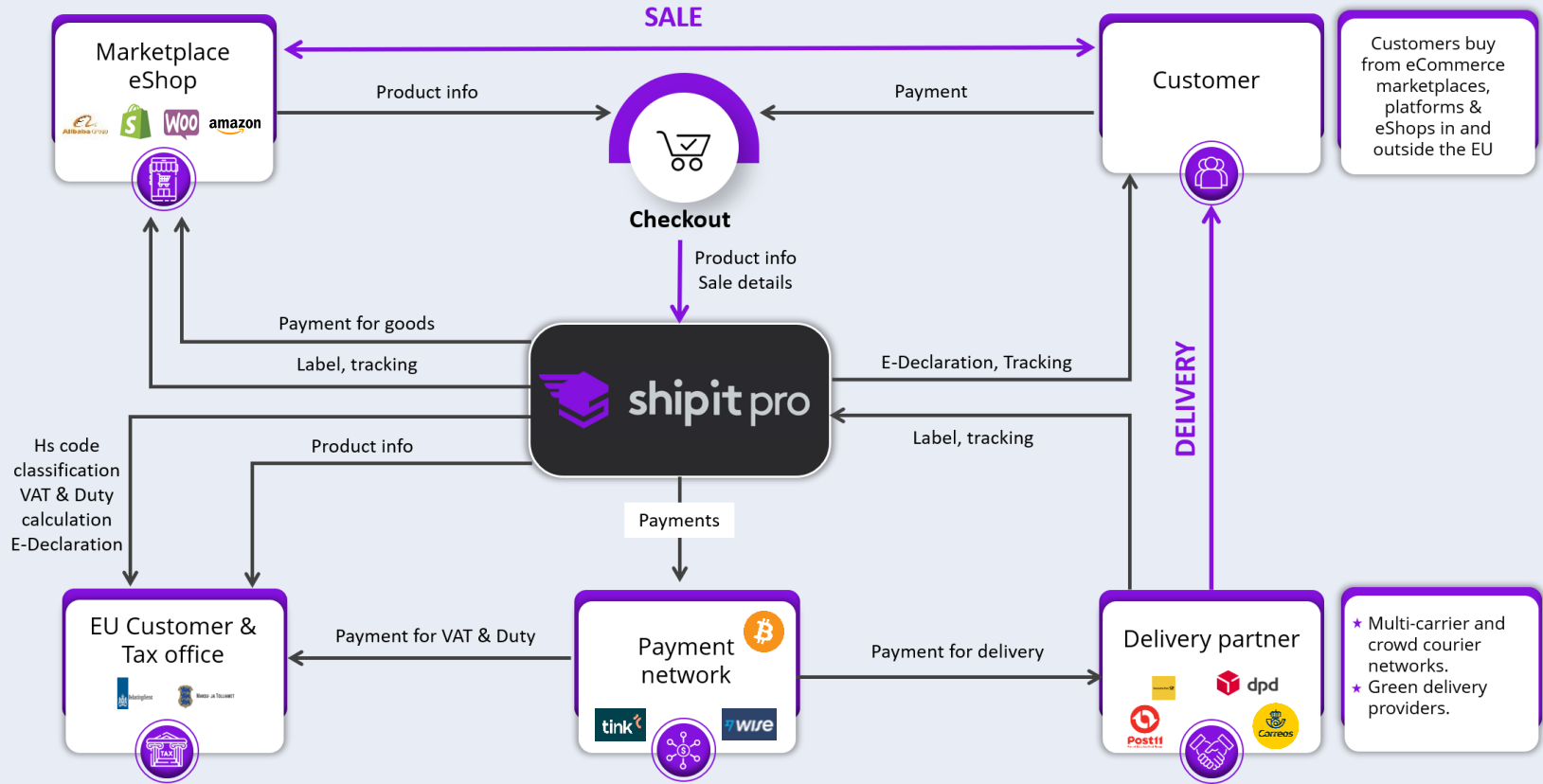
Why Now?

- eCommerce and delivery services are booming
- There is no full scale eCommerce services platform on a market
- Legal and regulatory changes in EU

Competitors

	1 CO2 calculation and blockchain timestamp	2 VAT and import duty calculation	3 AI based HS classification	4 Logistics solution	5 Automatic shipping labels	6 Payments
Shipit pro	✓	✓	✓	✓	✓	✓
Hurricane	✗	✓	✓	✗	✗	✗
CheckOut	✗	✗	✗	✗	✓	✓
Easyship	✗	✗	✗	✓	✓	✗
Outvio	✗	✗	✗	✓	✓	✗

Ecosystem



Go to market

Building on our MVP existing market share and contacts across multiple territories Shipit pro will utilise a range of methodologies to grow fast to enable seamless cross border trade within and without the EU. Shipit pro will process eCommerce volumes from EU, UK, USA and China

Key partnerships

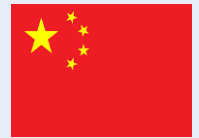
- eCommerce Platforms & Marketplaces
 - Shopify, WooCommerce, Magento
- Logistics & Postal Companies
 - DHL, DPD, GLS, Hermes, UPS, EU postal operators, crowd couriers & PUDO networks
- EU Customs & Tax Offices
 - Belgium, Czech Rep., Estonia, Netherlands

Trade shows & conferences

- eCommerce trade shows & conferences
- Logistics & postal trade shows & conferences

Direct sale

- Personal contacts in China, UK & USA
- Recommendations & introductions
- Web & social media



Uniqueness

Real “One Stop Solution” for e-shops, marketplaces, logistics and postal companies located in the EU and 3rd countries.

Ecosystem for e-Sellers

- Includes all of the technical solutions required for Delivery & Returns, Customs & Taxes and Payments & Insurance to improve customer experience

Fully compliant with EU Digital Strategy

- Solving Geo-Blocking and helps to achieve EU Green Deal targets
- Compliance with EU 2021 VAT reform and help solve 7 billion tax hole
- Unified payments module with Open Banking solution

CO2 tax management

- Calculates CO2 emissions of the entire cross border movement chain

Blockchain timestamp

- 100% transparent and correct data flow enabled by blockchain-based timestamp

Origin transaction data

- Secured data flow from the point of sale leveraging Ethereum’s POW security as a consensus layer

AI-based HS Code classification

- AI is used to assign goods the correct HS coding and make accurate VAT & import duty declarations

Team



Jürgen Järvik
CEO & Founder

Jürgen has more than 20 years of experience as an entrepreneur and currently serves as the Founder of eCommerce technology & logistics companies Shipit Pro and Prolox.



Andri Piik
CTO

Andri has more than 18 years of experience in IT. He has worked as an IT specialist for Almic, Playtech Estonia, architect and senior developer for Finestmedia.



Ervin Voit
Delivery & Returns

Ervin has previously worked as a Key Account Manager for Itella SmartPost, as an international Project Sales Manager for Estonian Post AS/Omniva and as CEO for a Jersey Post ETOE.



Teagan Buckley
Blockchain PM

Teagan is a Senior Mechanical Engineering student at The University of Washington. Wealth of knowledge in the crypto space and project design, research, and analysis.



Steven Hutting
Customs & Taxes

Steven has more than 5 years of experience working with Chinese companies and EU Tax offices as a Bonded Services in manager in China.

Price list

Delivery & Returns

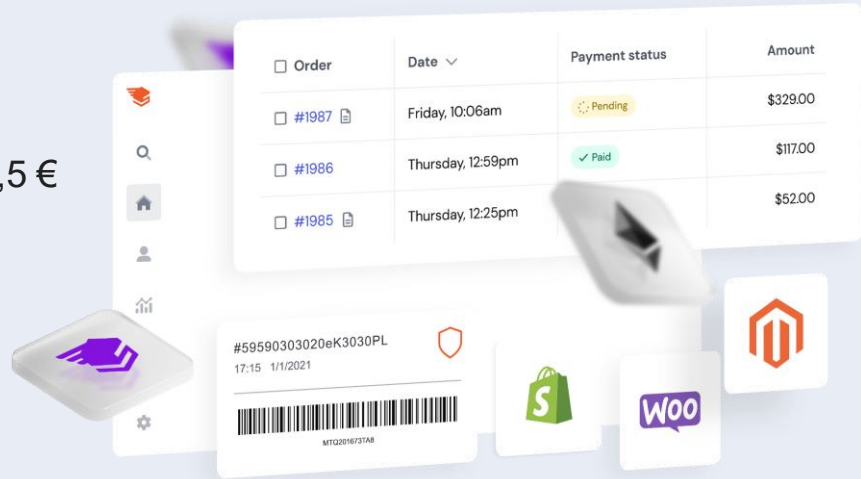
- Harmonized label 0,01 – 0,5 €
- Delivery fee 0,5 – 1 €

Customs & Taxes

- HS code classification 0,025 – 0,5 €
- e-Declaration 0,05 – 2 €

Payments & Insurance

- Payment 0,05 €
- Insurance 0,05 €



The ultimate goal of Shipit pro is to achieve a 5% market share of the European eCommerce services market by 2025

SHIPIT PRO FINANCIAL FORECAST 2023-2025, IN EUROS

3rd countries shipments year	5 000 000 000,00	6 000 000 000,00	7 200 000 000,00
Shipit pro 3rd countries shipments	50 000 000,00	180 000 000,00	360 000 000,00
EU shipments year	1 000 000 000,00	1 200 000 000,00	1 440 000 000,00
Shipit pro EU shipments	10 000 000,00	36 000 000,00	72 000 000,00
Market share	1%	3%	5%
HS code classification	-	€ 450 000,00	€ 900 000,00
E-declaration	-	€ 18 000 000,00	€ 36 000 000,00
Harmonized label	€ 1 500 000,00	€ 5 400 000,00	€ 10 800 000,00
Payments	-	-	€ 21 600 000,00
Insurance	-	-	€ 21 600 000,00
Delivery	€ 5 000 000,00	18 000 000,00	€ 36 000 000,00
Returns	€ 60 000,00	€ 216 000,00	€ 432 000,00
Total	€ 6 560 000,00	€ 42 066 000,00	€ 127 332 000,00

Funding

Raising 500 000 € pre-seed to last next 6 month

Goals

- Delivery & Returns module fully operational in 2022
 - First clients
- Customs & Tax module test environment in 2022, fully operational 2023
- Payment & Insurance module concept in 2022, test environment in 2022 and fully operational in 2024