

DROP SHIP IS A KEY SOLUTION FOR OUT-OF-STOCK INVENTORY

2017 THERE'S NO STOPPING ECOMMERCE

\$453 BILLION
ECOMMERCE SALES



PERCENTAGE OF RETAIL SALES MADE UP BY ECOMMERCE



ECOMMERCE GROWTH

55% OF AMERICAN HOUSEHOLDS ARE AMAZON PRIME MEMBERS

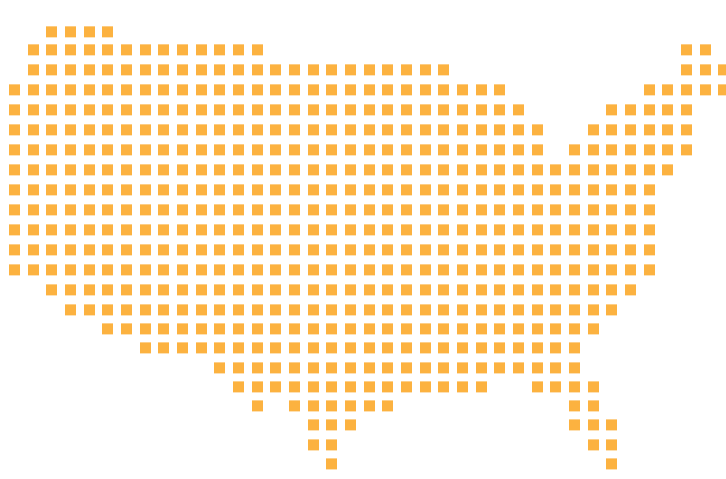


1/2 OF ALL STORE PURCHASES NOW START WITH ONLINE RESEARCH



CONSUMERS HAVE 564 MILLION REASONS TO AVOID OUT-OF-STOCKS AT BRICK & MORTAR STORES

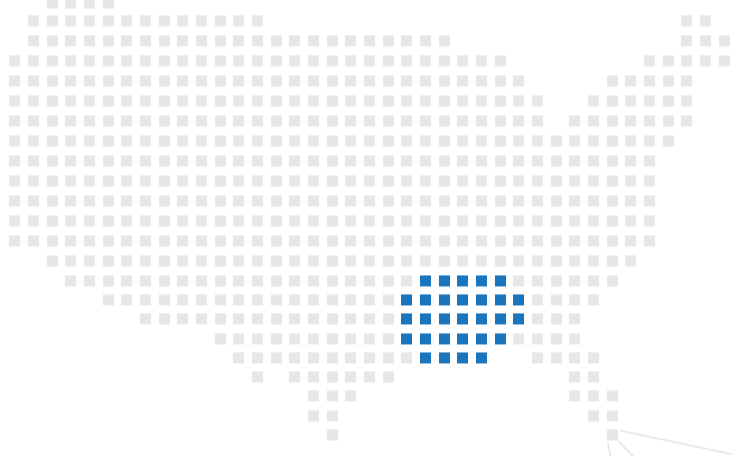
THE UNITED STATES OF AMAZON



564 MILLION

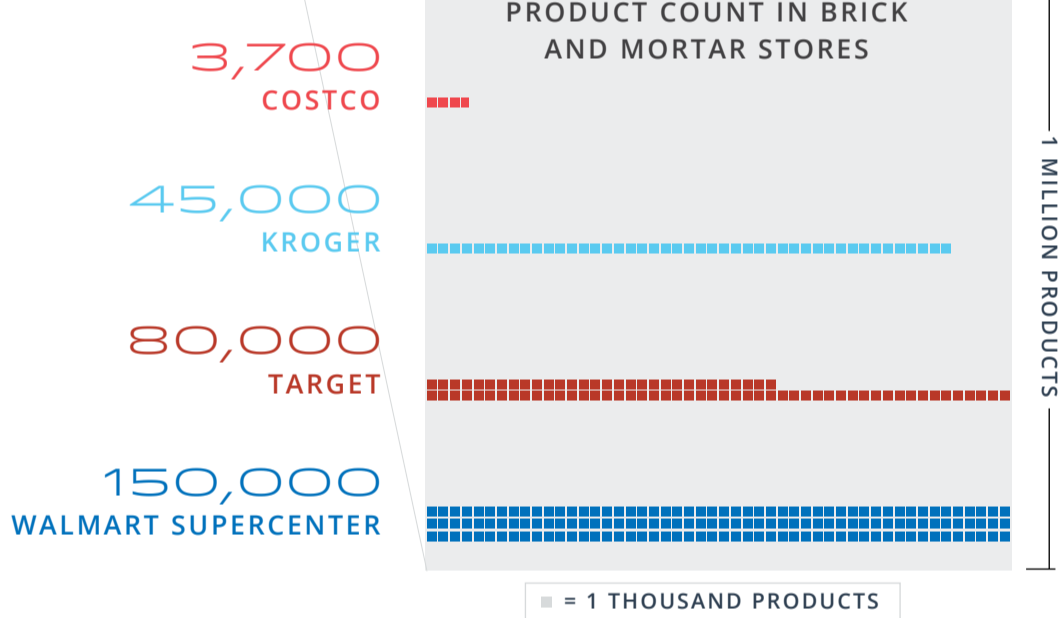
NUMBER OF PRODUCTS LISTED ON AMAZON'S US MARKETPLACE

■ = 1 MILLION PRODUCTS



29 MILLION

NUMBER OF PRODUCTS THAT WALMART SELLS ONLINE



CONSUMER EXPECTATIONS HAVE INCREASED THE COSTS ASSOCIATED WITH OUT-OF-STOCKS AND SAFETY STOCKS



1-IN-3

ODDS THAT A CONSUMER WILL FACE AN OUT-OF-STOCK ISSUE DURING THEIR NEXT TRIP TO A STORE

29%

OF AMAZON PRIME MEMBERS BUY ONLINE FROM A COMPETITOR WHEN FACED WITH OUT OF STOCKS

17%

OF NON-AMAZON PRIME MEMBERS BUY ONLINE FROM A COMPETITOR WHEN FACED WITH OUT-OF-STOCKS



24%

OF AMAZON'S CURRENT SALES COME FROM CUSTOMERS WHO FIRST ATTEMPTED TO BUY AN ITEM FROM A STORE



AMOUNT OF SAFETY STOCK TIED UP DUE TO OUT-OF-STOCKS



TOTAL COST OF OUT-OF-STOCKS IN THE UNITED STATES

DROP SHIPPING OFFERS RETAILERS 660 MILLION OPPORTUNITIES TO SAVE THE SALE



AMOUNT OF U.S. SALES THAT COULD BE SAVED BY OFFERING DROP SHIPMENT FOR OUT-OF-STOCK PRODUCTS



80%

OF RETAILERS WITH 5% PER YEAR SALES GROWTH RUN A DROP SHIP PROGRAM

660,000,000

THE NUMBER OF POTENTIAL ITEMS AVAILABLE TO BE DROP SHIPPED IN THE US FOR A BRICK & MORTAR RETAILER