

spartoo

Koongo

**Integration
partnership**



Spartoo x Koongo Integration partnership:

- ❑ Benefit a **6 months** free subscription offer if you chose **Koongo** as your onboarding integrator onto **Spartoo**, then you will pay **39€ per month**
- ❑ The **commission** on sales is applied from the start of collaboration.

Would you like to get the free subscription?

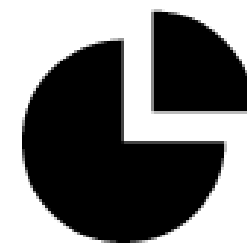
Please contact us to start:

fyildiz@spartoo.com

marketplace@spartoo.com

- ✓ Integration free of charge.
- ✓ Spartoo Back Office access to manage your catalogue, your orders and returns.
- ✓ Step by step support during the integration of your catalogue.
- ✓ Training on how to use our Back Office.
- ✓ Regular feed update.

What is Spartoo?



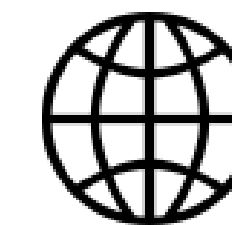
Major Actor

Annual revenue 160M€



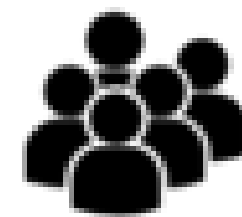
Broad range

7.000 brands
et plus de 350.000 models



International

Active in 20 countries
Worldwide delivery



400 employees

Including a dedicated e-marketing
team of 40 people



Dispatched parcels

3 million per year



In-house logistics

Internationalised.
Our own warehouse of 30 000 m2

SPARTOO – Until now

2006
— 2009

CHALLENGER IN ONLINE FOOTWEAR SALES

- ✓ Launch of the catalogue with a broad range of brands
- ✓ Bags and accessories
- ✓ Media - ROI

2010
— 2012

INTERNATION AL DEVELOPMENT

- ✓ 13 EU markets & customer services
- ✓ Media : 1^{er} pure player on TV
- ✓ Procurement of funds (25M€)

2013
— 2015

PROFITABILITY IMPROVEMENT

- ✓ Apparel: city brands & fast fashion + 10 own brands
- ✓ Marketplace launch
- ✓ Investment: automated, in-house warehouse
- ✓ Retail : 5 shops (FR)

2016
— 2018

PHYGITAL & CUSTOMER SATISFACTION

- ✓ Retail : 13 shops (FR)
- ✓ Marketplace 500 merchants and launch of the beauty section
- ✓ 20 EU markets + China
- ✓ Purchase of the brand GBB
- ✓ Media : 1 TV spot per year

2020

LOGISTIC FULFILLMENT

- ✓ Marketplace: 500 partners and opening of decoration
- ✓ Takeover of Little Mary, Easy peasy, JB Martin, Pellet, A summer morning
- ✓ Fulfilment service: TooBone

Reasons to work with Spartoo



Customer Services

Spartoo is responsible for the customer service in each country



E-marketing

Display, retargeting
SEO – SEM, e-mail, affiliation, Google Shopping.



Marketplace

Specialised in fashion

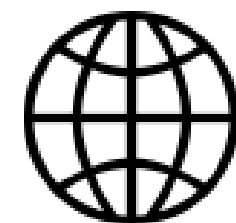
The 1st Marketplace specialised in shoes and fashion

10M

Unique visitor / month

8M

Active customers



Access to international markets

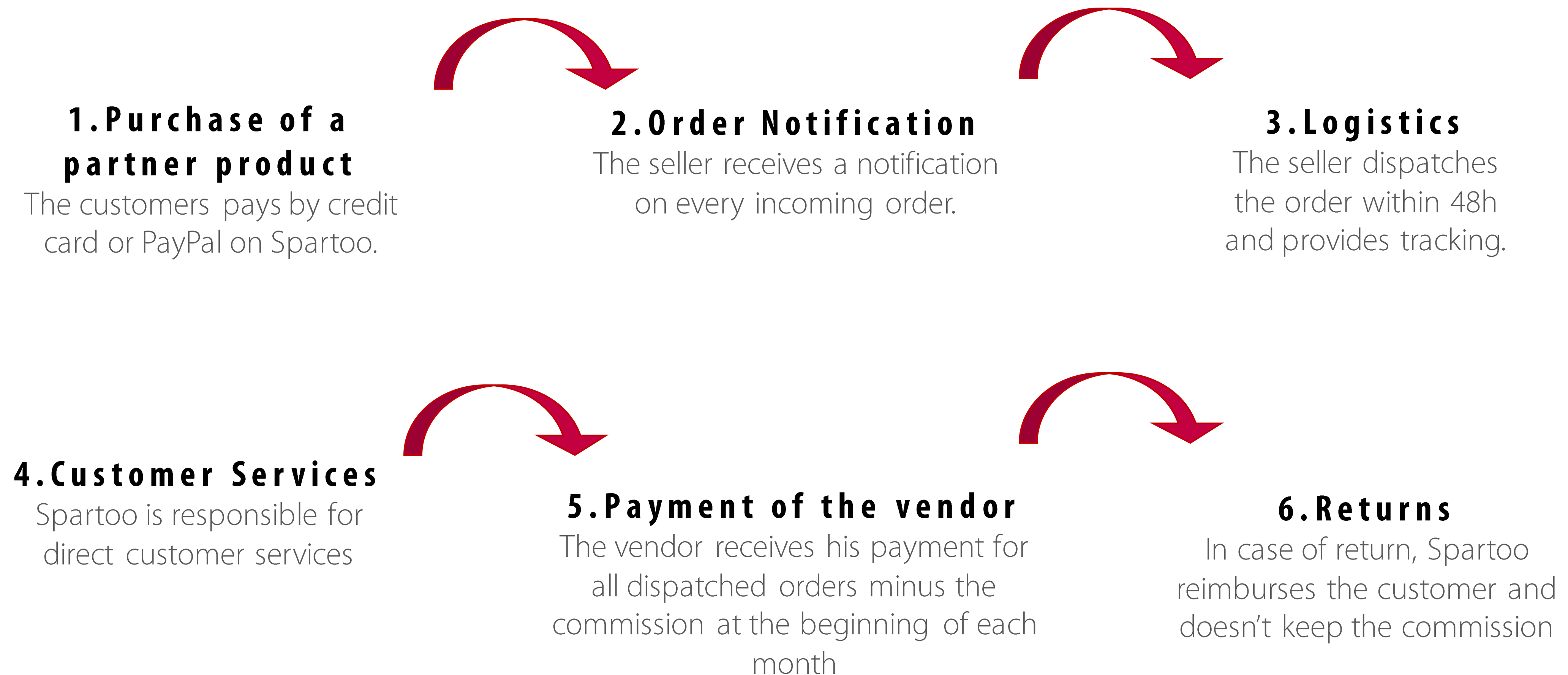
Reach up to the 15 EU countries with the Marketplace



Spartoo security

In case of fraud, Spartoo is responsible for its controls associated risks and costs

Spartoo Marketplace, step by step



Are you ready to sell on our Marketplace?

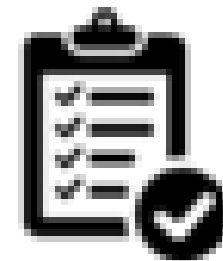
- ✓ Quality offer throughout the year and competitive prices.
- ✓ Brand name products to enrich and complete Spartoo's offer in : shoes, clothing, bags, accessories and beauty.
- ✓ Reliable and fast delivery.
- ✓ Special attention to customer satisfaction.

Startin conditions on our Marketplace



High quality pictures

With white or light gray background



Product description

Created by Spartoo with the complete description provided by the vendor.



EAN codes

To guarantee better visibility.



CustomerService

Answer within 24h in case of a request from Spartoo



Launch

The vendor starts in his country of origin

Order and return management



Delivery

2-3 working days with tracking



Delivery costs

≤ 5€.



Delivery slip

Spartoo delivery slip (or your own if verified by us) has to be included in each parcel



Return management

Daily return validation to guarantee our customer satisfaction



International returns

Prepaid label or local address



Transport

Preferential prices and conditions through our transport solution [toopost](https://www.toopost.com).



Our delivery solutions for online sellers

A network of
30 partners

Official
transport
subsidiary of
SPARTOO.COM

Network
quality
approved by
SPARTOO

Advantages of TOOPOST

- ✓ Save money on your delivery fees
- ✓ Extend your choice of service providers
- ✓ Open up to international opportunities
- ✓ Get the best prices
- ✓ Proof of quality
- ✓ Low administration costs

Financial conditions



- ✓ No set-up costs.
- ✓ No minimum contract term.
- ✓ Monthly fee of 39€ per active country.
- ✓ 20% commission for Monobrand on the VAT incl. price (incl. delivery cost).
- ✓ 15% commission for Multibrands
- ✓ 15% commission for beauty/cosmetics without monthly fee

Do not hesitate to contact us:

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support@koongo.com