cs.cart europe

CS-Cart European Representation

Fotis Kourmadas, CS-Cart Hellas CEO | CS-Cart Europe CMO

cs.cart europe

Headquarters

Kifisias Av 32, Atrina Building
Athens

Established

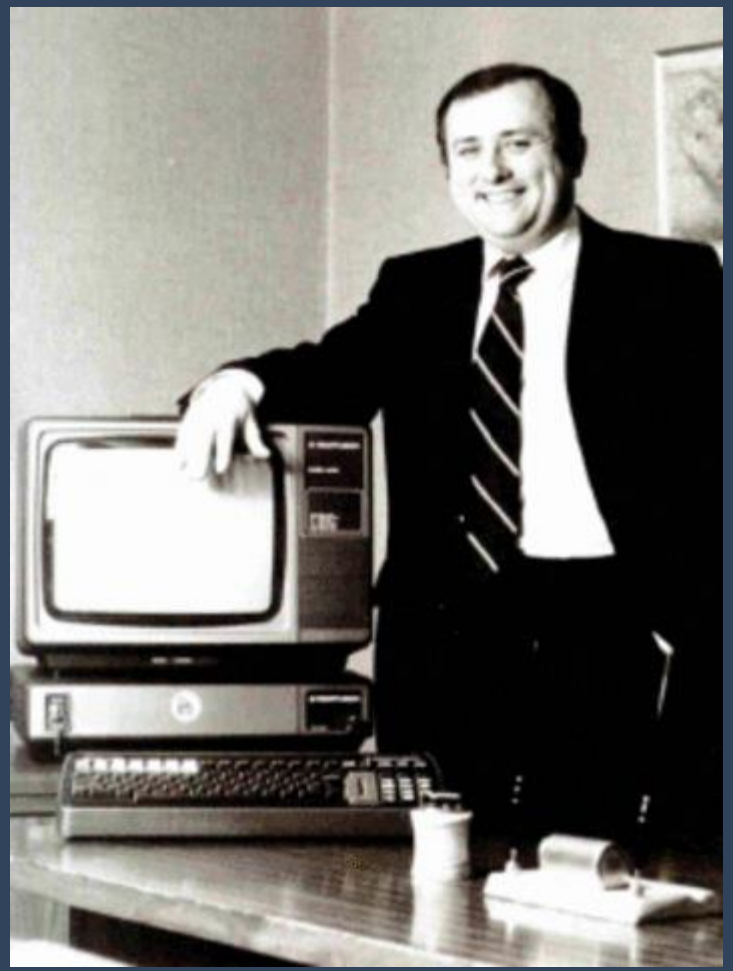
Founded in April 2017

Businness Idea

Market great Products in
European e-Commerce Software Market

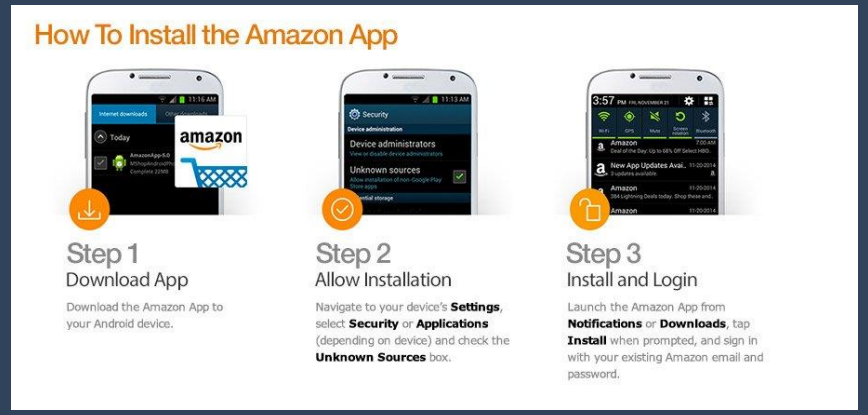
know your history

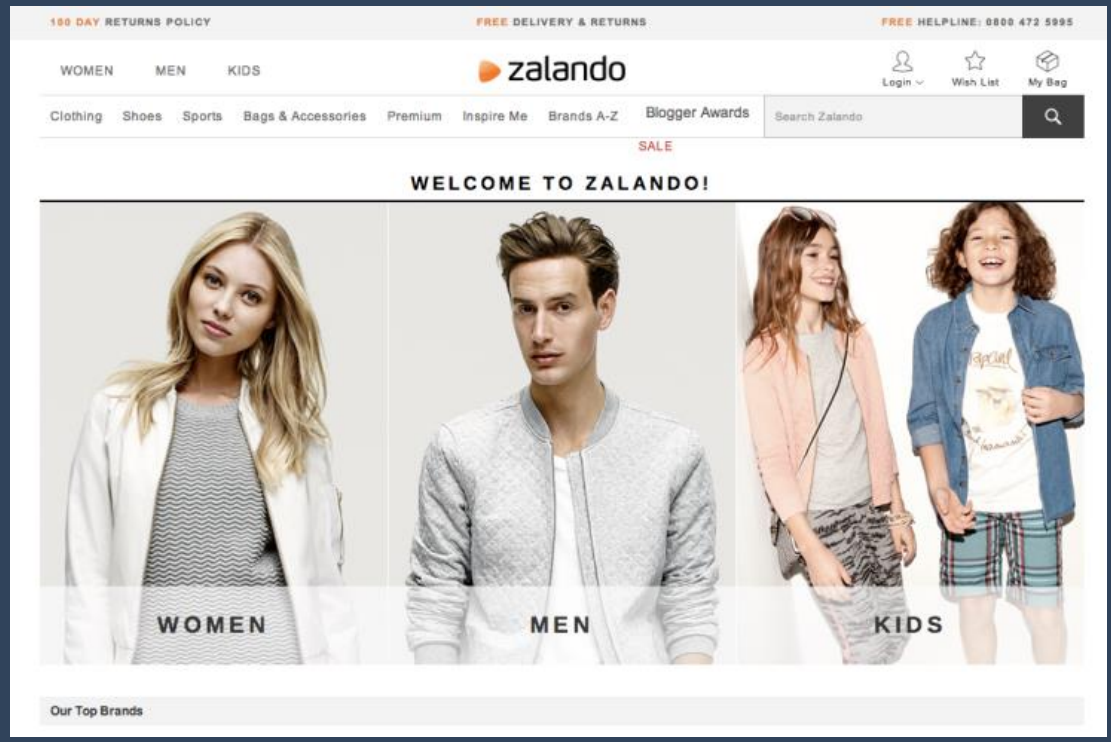
1979 Michael Aldrich demonstrated the first online shopping system in the UK



Fast forward 38 years

In the current market dynamics, adopting e-commerce has become imperative for online & offline businesses too

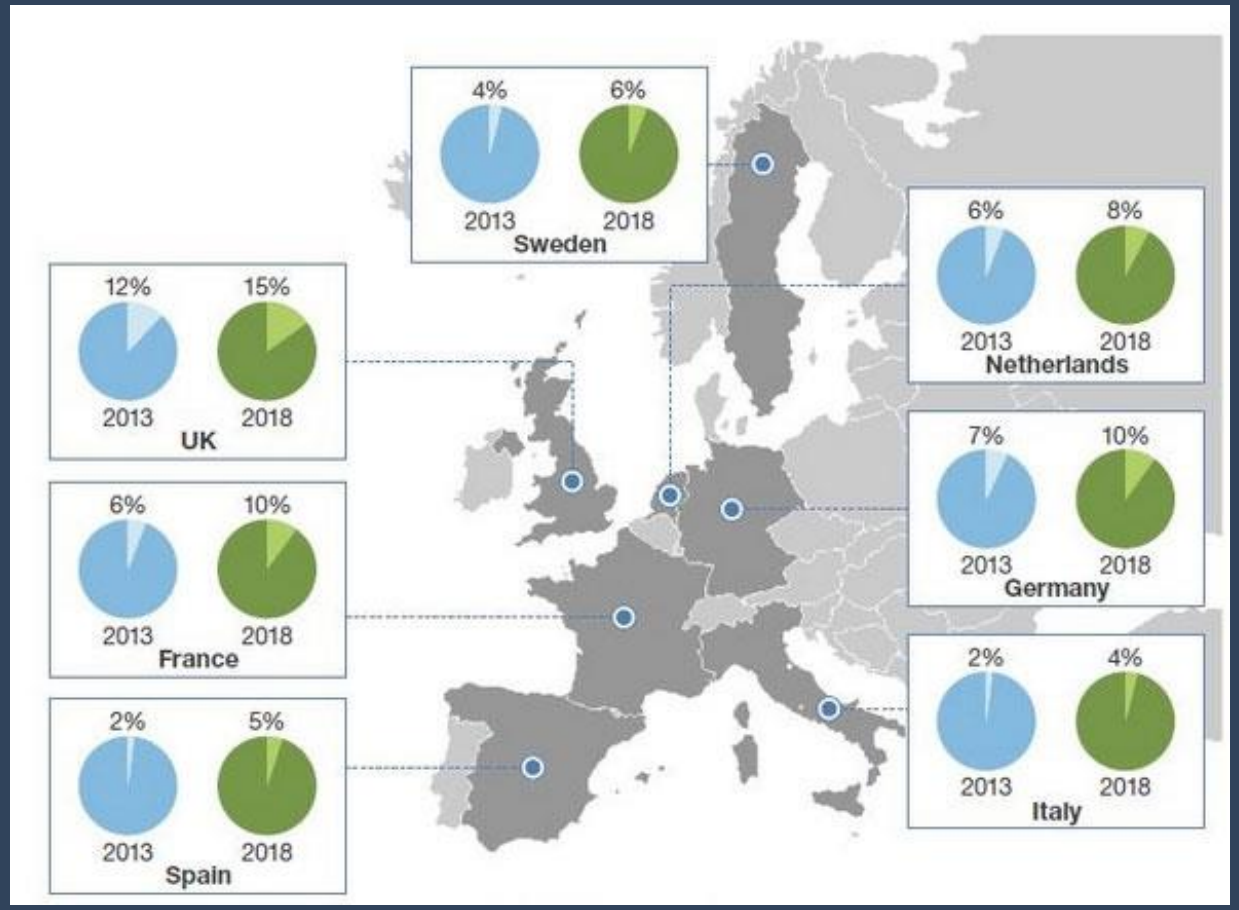




eCommerce in Europe

FACTS

- Among the **50** largest online retailers around the world, **19** are originated in Europe.
- The second most popular country of origin for top e-tailers is the UK
- Uk has the highest online sales total volume of retail sales.
- Southern European markets will grow faster than Northern European markets.
- Online sales in Europe will grow to € **233.9** bn by 2018



European Market Insights

- 25% of French websites generate 10% of their sales internationally.
- 19% of of French shop across borders. Favorite shopping destinations Germany 41%, the UK 29% .

- 65% of UK sellers said taht between 21%-30% of their online sales come from int marketplaces.
- 95% of mid sized UK retailers are selling on marketplaces .

- The platform with the greatest turnover is amazon.de (4.8bil. euros) followed by otto.de (1,7bil. euros).
- German online shoppers mostly buy from the UK (11.1 mil.), the US (8.6mil) and China (6.2 mil).

- About 3% of Italians boought products and services from non-Italian Webstores.
- Cross Border trade presents big opportunitie due to the lack of availability on the Italian domestic market.

the Rise of Marketplaces

2m+

more than 2 million retailers selling through Amazon marketplaces

25 million merchants selling on eBay

25m

41%

eBay and Amazon account for 41% of all internet traffic in Europe

There are more than 300+ retail marketplaces

300+

So what is a Marketplace

- An online marketplace is a place where you can find products coming from multiple vendors, would they be brands, shops or persons, in the same platform.
- The marketplace owner is responsible for attracting customer and keeping track of money transactions, whereas the third party vendor is dealing with manufacturing and shipping.
- Marketplace is not holding stocks, and the manufacturer sells directly his own products.
- In terms of revenue, the marketplace takes a percentage of sales on any product sold on its platform

Alibaba.com ebay amazon

insurancemarket.gr Συγκρίνω - Επιλέγω - Κερδίζω brandsGalaxy www.Buldoza.gr

marketplace software

Multi-Vendor

a standalone eCommerce software that allows you to create an online marketplace.

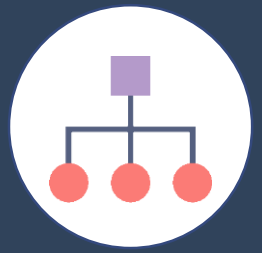
Main Features

Real-time and manual shipping calculations

Vendor account balance, sales reports & statistics

Detailed statistics and reports

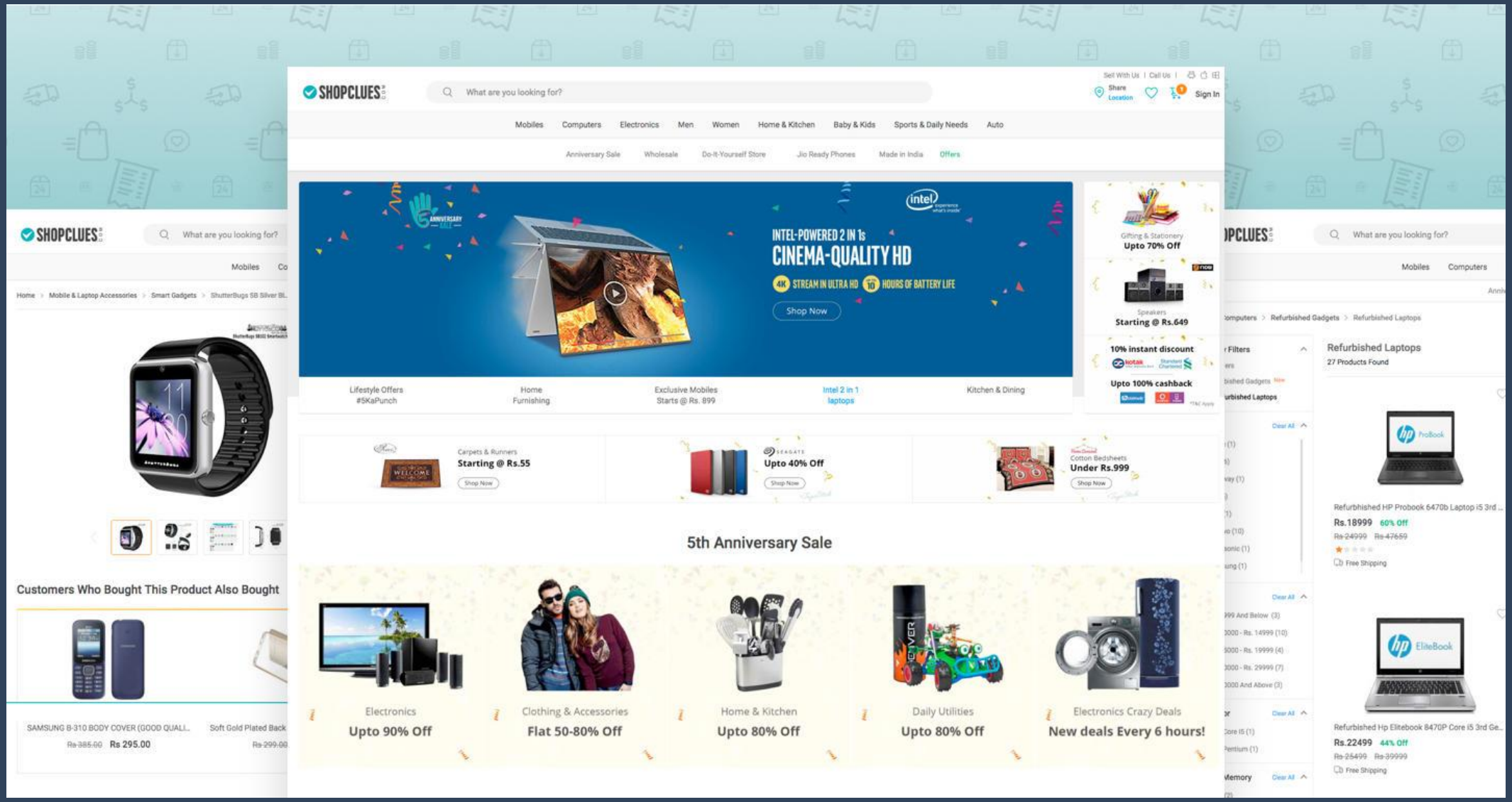
Separate mini store for every vendor



Advanced order management system

Advanced vendor payout system

SHOPCLUES.COM



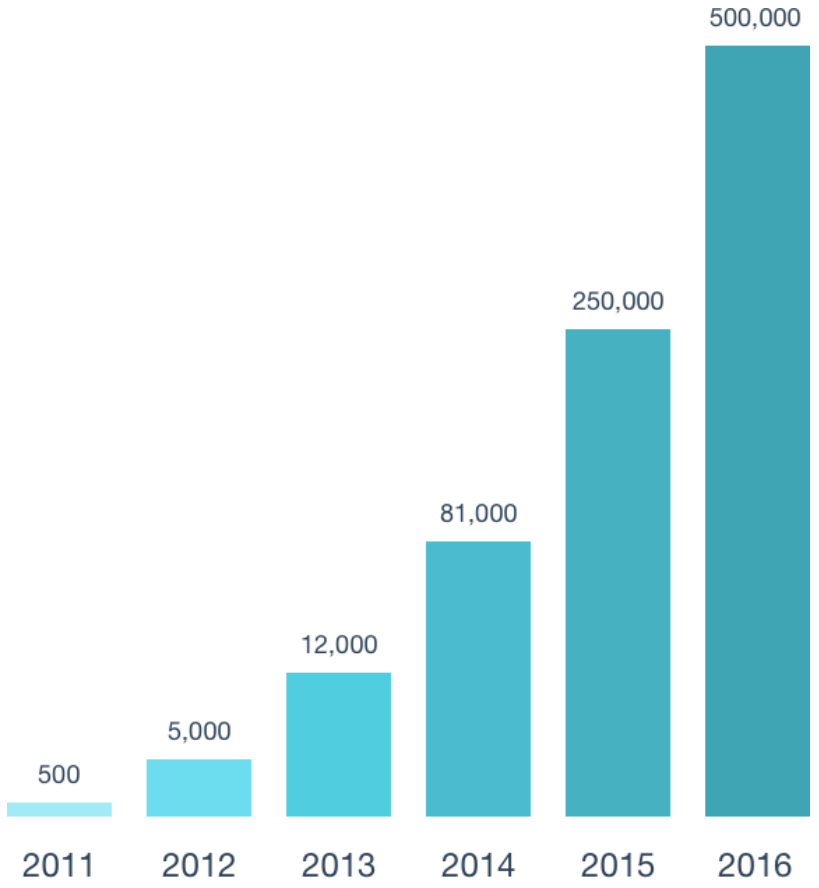
SHOPCLUES.COM

www.shopclues.com

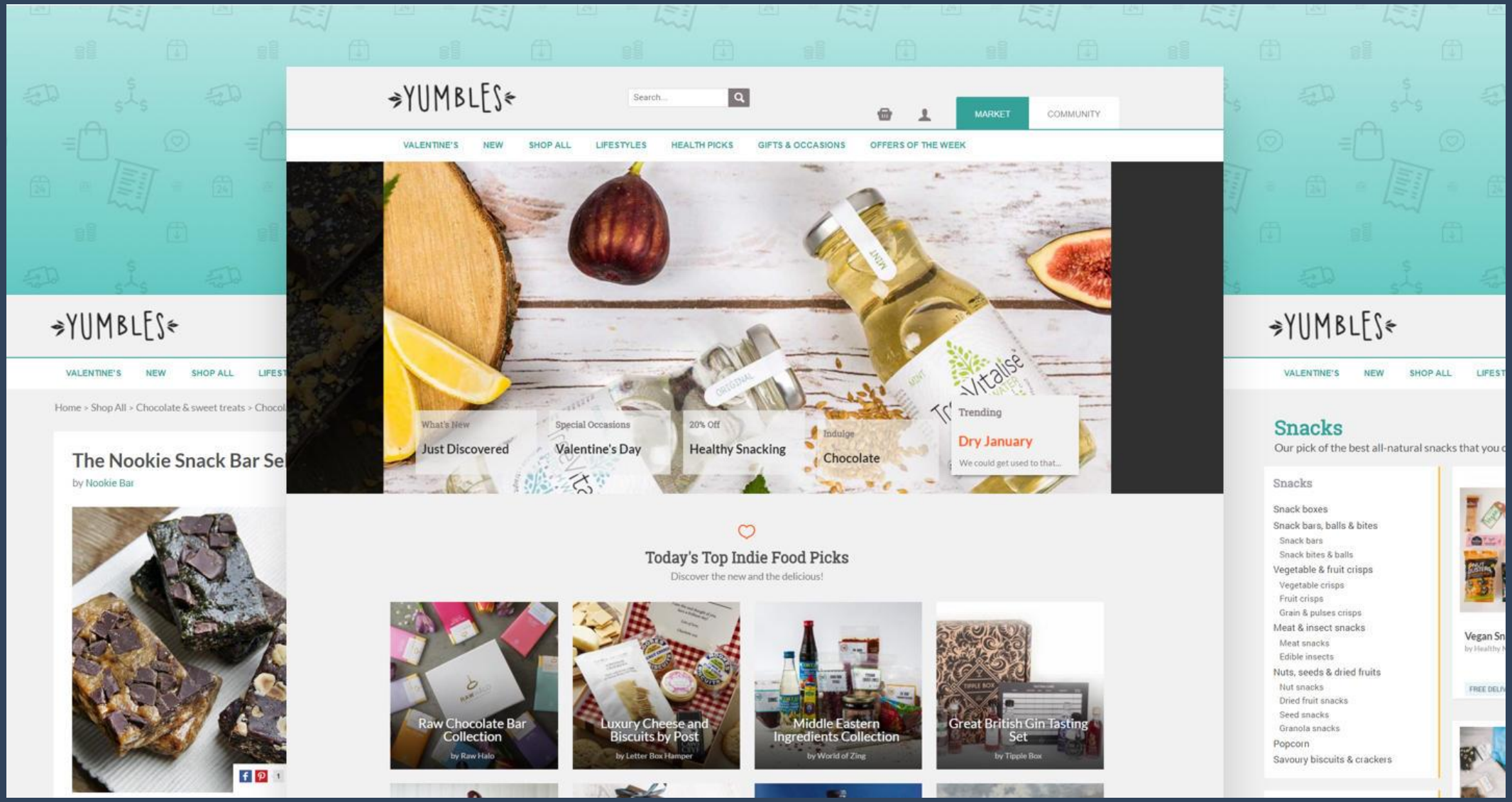
1,000	500,000	53,000,000	30,000
employees	merchants	SKUs	locations

www.shopclues.com

- ShopClues is India's first and the largest fully managed marketplace that connects buyers and sellers online and offers a trusted and safe online shopping experience.
- ShopClues is among the fastest growing e-commerce destinations in India. More than **7 million people** visit ShopClues every month.
- Starting from 2011, this marketplace has been able to rapidly widen its consumer reach and business. Now, ShopClues counts **500,000 vendors** and this number grows.



YUMBLES


YUMBLES
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HEALTH PICKS
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OFFERS OF THE WEEK
What's New
Just Discovered
Special Occasions
Valentine's Day
20% Off
Healthy Snacking
Indulge
Chocolate
Trending
Dry January
We could get used to that...
Today's Top Indie Food Picks
Discover the new and the delicious!
Raw Chocolate Bar Collection
by Raw Halo
Luxury Cheese and Biscuits by Post
by Letter Box Hamper
Middle Eastern Ingredients Collection
by World of Zing
Great British Gin Tasting Set
by Tipple Box
Home > Shop All > Chocolate & sweet treats
The Nookie Snack Bar Se
by Nookie Bar
Snacks
Our pick of the best all-natural snacks that you
Snack boxes
Snack bars, balls & bites
Snack bars
Snack bites & balls
Vegetable & fruit crisps
Vegetable crisps
Fruit crisps
Grain & pulses crisps
Meat & insect snacks
Meat snacks
Edible insects
Nuts, seeds & dried fruits
Nut snacks
Dried fruit snacks
Seed snacks
Granola snacks
Popcorn
Savoury biscuits & crackers

YUMBLES

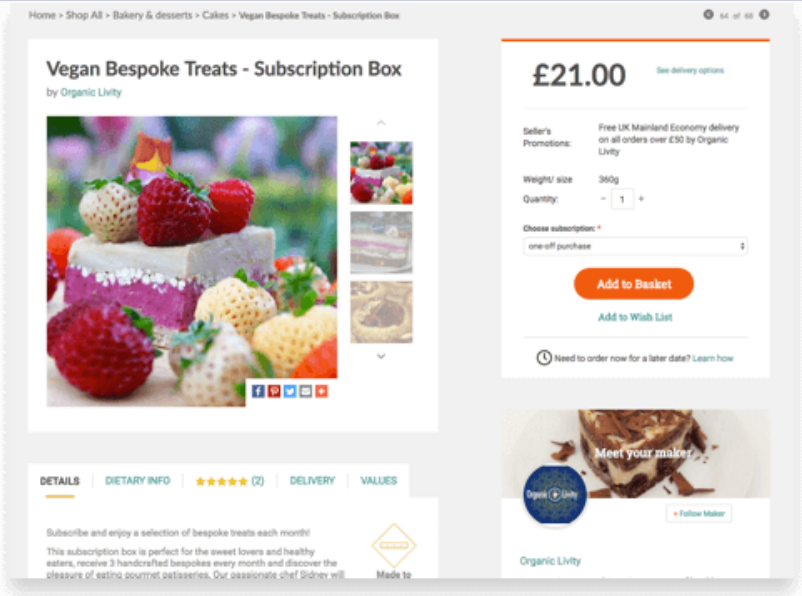
www.yumples.com

7,000 products

1,200 vendors

13,000 Facebook fans

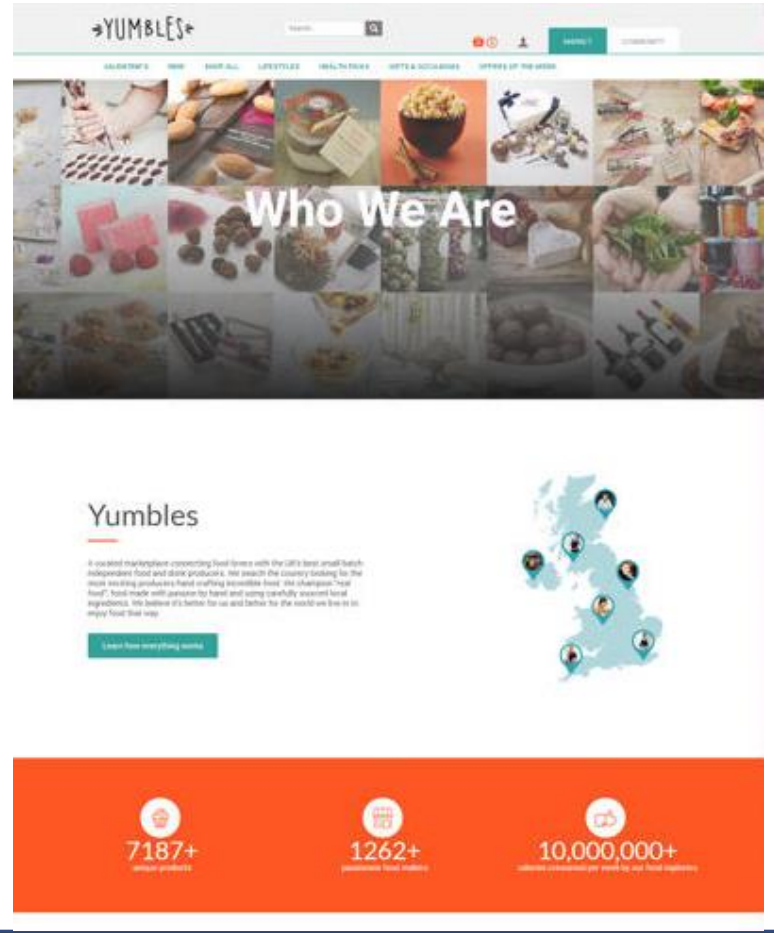
4 years online



YUMBLES

www.yumples.com

- Yumbles' key feature is the original hand-crafted food. Local stores don't sell such kind of food because the food makers produce their goodies in small batches to order just for you.
- Products presented in Yumbles can be great gifts for the loved ones (especially if they are food lovers).
- Customers can find here food by qualities that matter to them the most. Whether you're looking for gluten-free snacks, vegan treats, or simply delicious, all-natural food—Yumbles always has something to offer.



Roadmap

Being Developed Now

1. Ability for vendors to change theme / edit theme styles / manage layouts
2. Drag and Drop product images: Ability to add images for a product in bulk

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All-Inclusive **e-Commerce**

multi.vendor

Online **Marketplace**

THANK YOU

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SPEAKER

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