

RePackify
Online marketplace for shipping
supplies.



Problem

- Companies are **massively overcharged** when buying used shipping supplies.
- Companies are **underpaid** for reselling their used packaging.
- There is no way to efficiently buy & sell these items online.
 - This creates a lack of price transparency.



Solution

An online marketplace to connect buyers and sellers of bulk shipping supplies.

- Allows buyers to improve on price and achieve sustainability goals.
- Sellers can dramatically increase profitability and support the circular economy.



Business Model

Transactional Revenue

10% fees on both the
seller and buyer side.

20% Take Rate
(Actual is 32%)

**Avg Sale of
\$4000**

**Multiple
resells of the
same product
(buyer
becomes
seller)**

Pallets
\$14B

**Barrels
and
Drums**
\$11.5B

**IBC
Tanks
(liquids)**
\$3.5B

**Corrugated
Boxes** **\$41.6B**










USA Serviceable Addressable Market

*4-8% CAGR for all products

Estimated around **\$70B**

These numbers are very difficult to verify,
this is our best estimate.

Competition

Function	  	Manual Brokers	 trinity	
E-commerce Functionality	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
Transparent	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
Real-time Pricing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Full Truckload Shipments	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	

Who Are We?

Part of the Capital Factory accelerator program



- Jake Almeida (CEO) - Sales



- Andy Allen (CFO) - Operations/Strategy

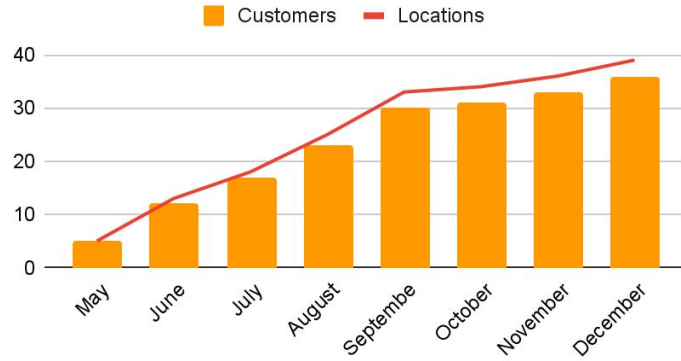


- William Rogers (CTO) - Development

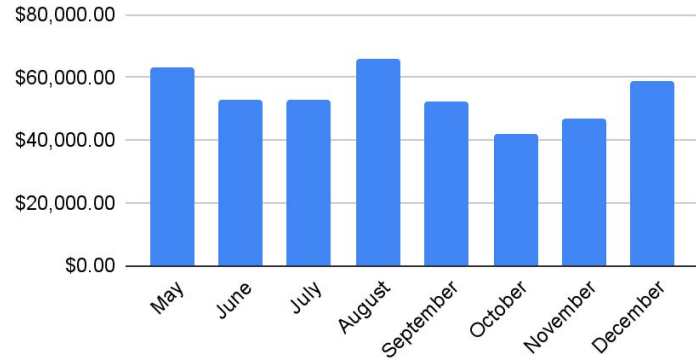


Traction

Customers



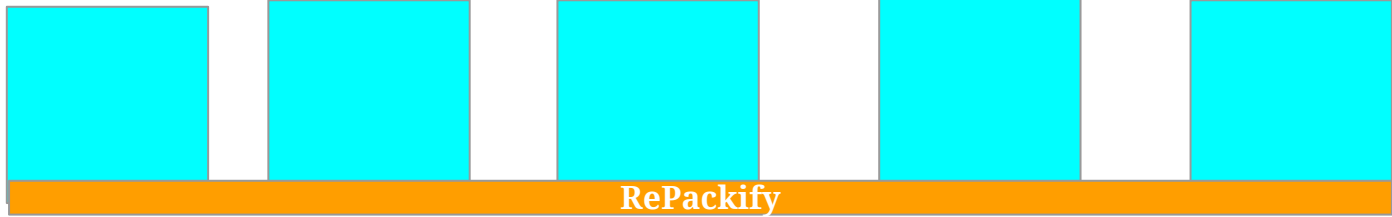
GMV



Revenue



First
sale



Secondary
market
(resells)



Ask

- Asking for **\$1mm** for full site development, automation, sales and marketing.
- This allows us to reach **100** customers and **\$2.4mm** in annual GMV.
- We are exploring the option for a **equity + dividend** deal (example: 25% cash flow for 3 years + equity)