



DiToCo
Direct To Consumer

Pitch Deck

The interface between customers-centric brands and the on-demand world.



Opportunity

The rise of DTC brands.

Live shopping

Social selling





Problem



The paradoxical injunction!

Amazon effect & Sustainability ethos
Faster & Faster & Green

The logistical reality

The customer does not want to pay
the delivery

Value Proposition



DITOCO helps brands generate more direct digital sales and loyalty with instant, low-cost, and sustainable delivery.

Solution

An online fulfillment & technology platform for DNVBs that integrates with leading marketplaces to



Automate order fulfillment



Provide instant delivery



Sustainable process



At low cost

Market Size

Target market: European independent and customer-centric brands starting with the French DNVBs

592

DNVB in France
(2022)









€2,7B

Turnover
(2021)

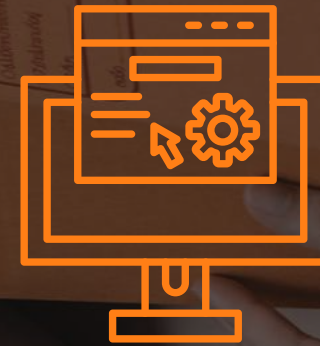
+69%

Year to Year
growth

Sectors

- Clothing 
- Accessories 
- Food & beverage  
- Diet & Wellness 
- Children 
- Home 
- Sport & liesure 

API Technology
Mobile application



Micro Fulfillment
Centers (MFC) located
throughout city centers



Courier services
and delivery
partners

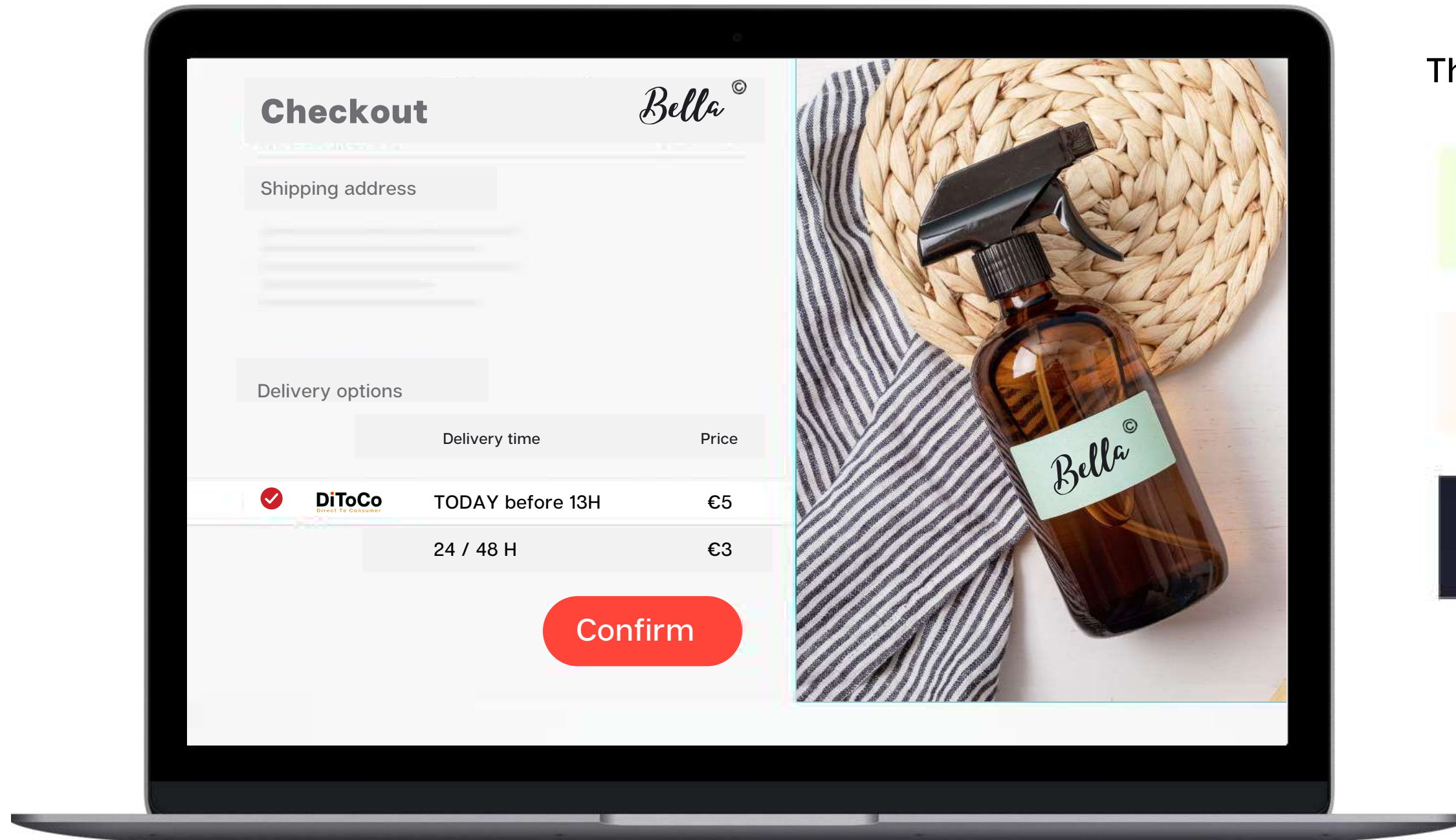


Product

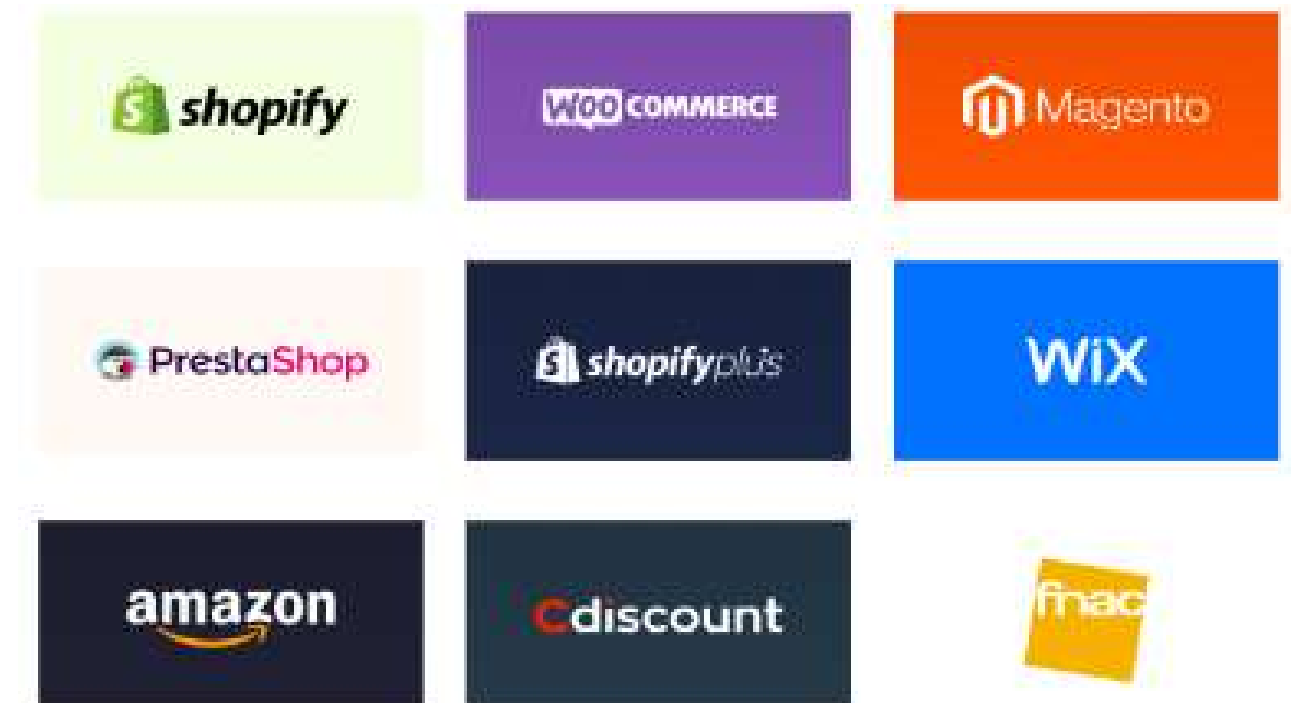




Product



The platform can be integrated with



How does It work?

DITOCO uses proprietary technology (API, PLUGINS CMS, WMS, TMS) to create micro fulfillment centers (MFC) in partnership with local businesses.

Happy returning customers



To position the inventory of its brand partners closer to the end consumers, DITOCO uses this network of smaller warehouses (MFC) located throughout city centers. The owners of the MFCs manage the preparation and shipping of the order.

DITOCO partners with last-mile courier services to ensure instant delivery for all packages.



Business Model



Monthly subscription fees to access our fulfillment platform



Flat fees per order for

- Shipping to MFCs
- Packaging
- Delivery

Pricing Strategy

Platform Membership

Starting at

€290

Monthly

- 2 warehouses in France (Paris and Lyon)
- Carrier integrations
- Global shipping
- Premium Shopify & Shopify Plus integrations
- Real-time reporting
- Inventory analytics

Shipping Cost

Starting at

€2,50

Per order

- Rotation and dispatch of products to the different MFCs

Pick and Pack fee in MFC

Starting at

€3,50

Per order

- Access to all the MFC in France
- Plastic-free packaging
- Use your packaging and add flyers
- Access to cold storage

Delivery fee

Starting at

€7,50

Per order

- Electric delivery methods
- Delivery by bike or walk
- Delivery zone 0 - 3,5 km



1 st year projections

50
FRENCH DNVBS

Subscribed clients

10 K
ORDERS

- AVG revenue per order: €15.5
- AVG profits per order: €2.50

€1,5
MILLION EUROS

Revenue

Projectd in
12 months



Market adoption



Webinars



Exhibitions



Social Media































Word of mouth



Competition

Competition

| |  |  | DNVB Logisticians |  | DIY |
|--|--|---|---|---|---|
| Instant delivery under 2 hours |  |  |  |  |  |
| Same-day delivery |  |  |  |  |  |
| Sustainability |  |  |  |  |  |
| Customer-centric |  |  |  |  |  |
| Cost-effective / ROI |  |  |  |  |  |
| Accepts fresh or frozen products   |  |  |  |  |  |



Competitif Advantage



Sustainable packaging

Our customers receive their orders in recyclable paper bags, reducing packaging waste by over 75%.



Eco-responsible delivery

We use last-mile carriers, i.e., bikes, on foot, or in electric vehicles, to deliver the packages.



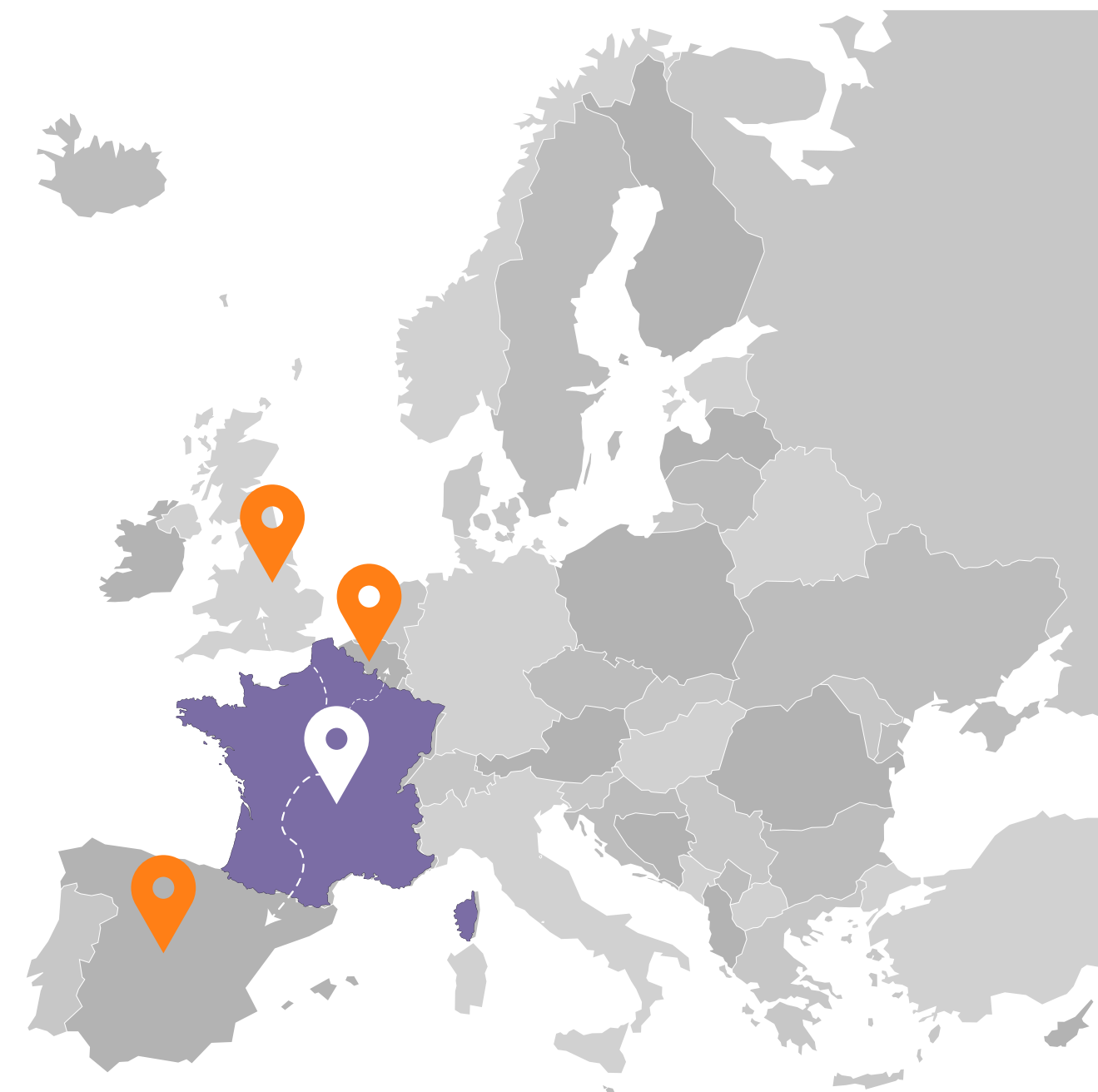
Road Map



- Mois/ année**
Lorem ipsum
- Mois/ année**
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- Mois/ année**
Lorem ipsum
- Mois/ année**
Lorem ipsum

Targeted countries

France, UK, Spain, Benelux market





Team



Name
Position

Lorem ipsum sur le
parcours de ce membre



Name
Position

Lorem ipsum sur le
parcours de ce membre



Name
Position

Lorem ipsum sur le
parcours de ce membre



Name
Position

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parcours de ce membre



They Trusted Us

DiToCo
Direct To Consumer



POOTOO CLUB  petlovers.fr

The first social selling platform dedicated to healthy food and well-being for dogs and cats.

Instant delivery service in Lyon, France.





Our Why



Mission

To make instant commerce accessible to every brand, enabling magical brand-to-consumer connections and experiences in every e-commerce purchase.



Vision

Become the leader in instant delivery logistics for DTC brands

Financial

We're looking for 12 months of financing to fulfill **10K** orders by **DITOCO**

Use of funds

- Product development
- Marketing & sales
- Expansion into more French cities

€350K

Seed Round

Investment opportunity

10 K

Orders fulfilled

€15.5
AVG fee

€1,5M

Revenue

Over
12 months



Contact

Thanks for taking the time for reading us !



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