

# Dreamship

---

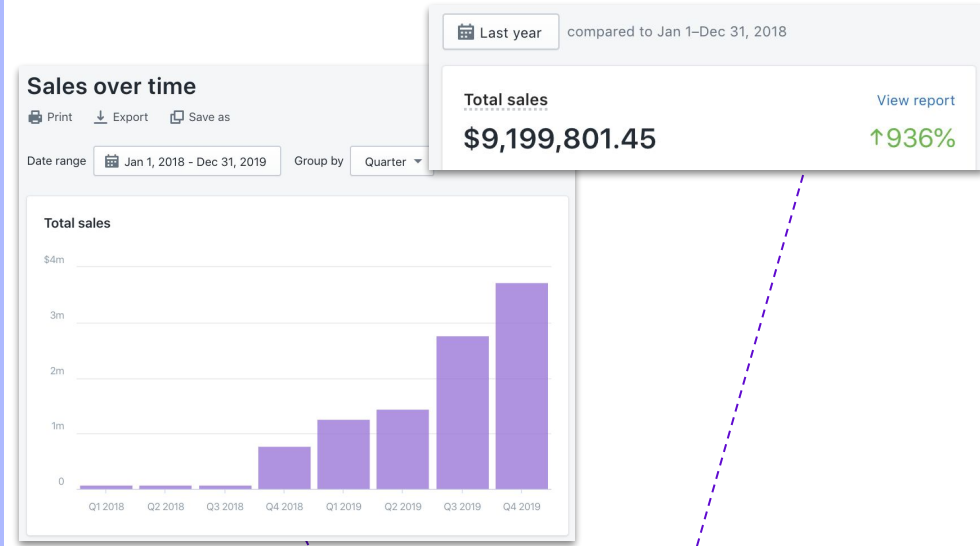
**Turning 3rd world commerce  
into 1st world profits**



**On-demand commerce  
is minting \$1M businesses  
at an unprecedented pace**

# \$0 to enterprise scale at lightspeed

Global entrepreneurs are creating hyper-personalized experiences to meet 1st world demand without touching inventory.





**20k**

Newly minted  
\$1mil+ businesses



**\$26.6B**  
**TAM**

**We found  
an untapped  
goldmine**



**Hidden  
\$100B+**

**Clients  
gapidly  
growing**



**Reaching  
enterprise  
Tier (\$1mil+)**



**+ *840,000 new international ecommerce  
businesses are started every year***

*We began onboarding  
in April 2019 and the  
results are in...*

**154**

Active Businesses

**\$1.4M**

Dreamship  
2019 Revenue



# Lack of access to 1st world tech stifles growth



## PROBLEM

High fraud + IP infringement  
scare off major platforms from  
approving merchants



**Efficient customer acquisition blocked.**  
*Merchants never had access to Google  
before Dreamship*



**Store creation locked.**  
*47% of stores shut down w/o warning,  
preventing brand growth.*



**No cross border payments.**  
*cash turnover stifled  
funds held for 180 days*

**OTHER  
PROBLEMS**

that prevent 3rd world  
business' access to  
1st world tools



Antiquated  
technology



Hard to ensure  
quality



Inventory risk



Slow delivery  
dilutes brand

# SOLUTION

We took ownership and became the trust broker



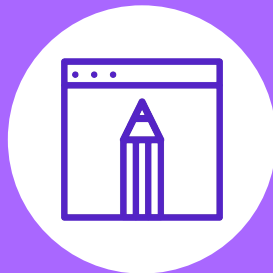
Dreamship is the first and leading all-in-one solution between 3rd world merchants and 1st world technology platforms

# Why businesses trust Dreamship



## On-demand supply network

Global suppliers  
Quality products  
Fast shipping  
Logistics, simplified



## Enterprise level software

Product creation tools  
Order management sync  
(Shopify app / API)  
Streamlined billing



## Deep Channel Partnerships

Google Ad access  
Shopify account support  
Paypal account support



# Why ecosystem partners trust Dreamship



## Vetted merchants

Zero IP infringement tolerance.  
(We've built IP checking tech  
using Google Vision APIs)

Continuously analyze end  
buyer happiness with human  
and tech review processes.



## Ethical e-commerce

Keeping the end buyer happy  
is and always will be our  
number one priority.

The second is doing it in a  
sustainable way that doesn't  
break the planet.



## Scalability

We're automating away  
decades of manual logistics  
processes.

We empower our customers  
to sell more with less  
human capital.

# Who is Dreamship?

Decades of technology & e-commerce experience & living abroad have given us the competitive insights to build something special for a largely ignored and underserved, yet massive market.



SF Based,  
Global presence



Empowering  
entrepreneurs



Ethical  
E-commerce



**Bill Bricker**  
CEO



**Eli McNutt**  
CTO



**Bo Nguyen**  
CRO



**FundersClub**



# Growth

We've built a public API to scale sales and are poised to take off

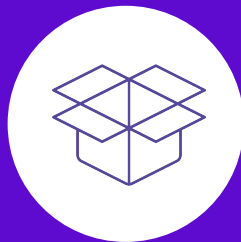
This public technology layer gives us unlimited expansion opportunities



**Infinite Checkout Channels:** amplifies sales & reduces platform dependency



**New client partners:** promo, influencers, music, concerts, podcasts, etc.



**New suppliers:** higher margin products with volume discounts

# Investment Opportunity

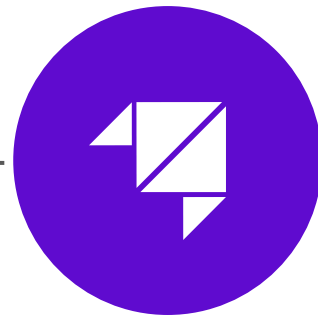
**\$1.5M**

*850K Committed*  
April 30 Close



**Positions our 12  
person team to be  
primed for a large  
Series A in Q1 2021**

# Product Priorities



**Public API to extend revenue  
channel sources**

**Deeper technical integrations  
with Google, Shopify and PayPal**

**Supplier integrations for  
physical product expansion  
- 500 Production SKUs**

**Internal order management tools to  
reduce human capital overhead**

# Key Hires



**COO**

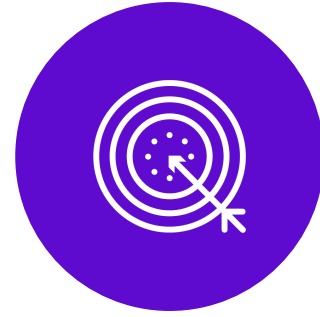
**Lead API Engineer**

**Sales/Marketing Reps**

**Supply Chain Operations**

**QA Engineer**

# 2020 Targets



**\$10million Revenue**

**800 Active businesses**

**30-40% improvement  
in profit margin**

# 3rd world entrepreneurs coming online quickly



## Meet Unifury



powers a *profitable* business with a *team of 60 based in Vietnam*



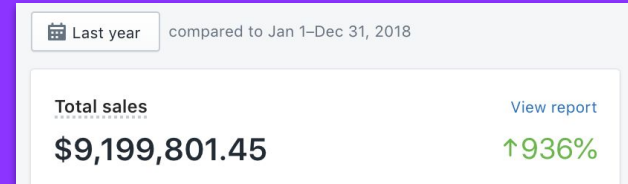
serve highly targeted ads to build their brand from scratch



collect payments from consumers in mature markets globally

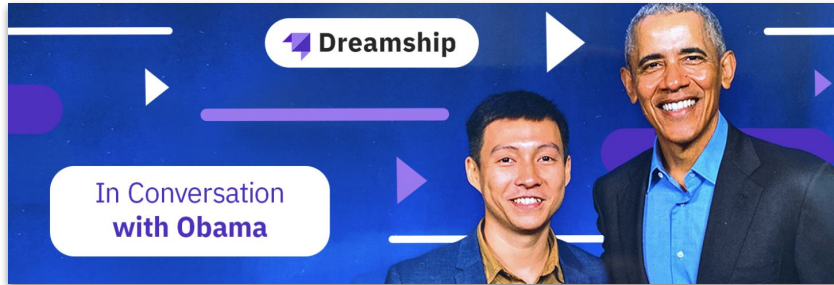


millions of SKUs are offered without Unifury *touching a single piece of inventory*



Even with impressive 1st world profits, businesses like this have been completely ignored

# The empowerment is real



In 18 short months, we've cleared the way for our clients to uplift their underserved communities & get recognized on the global stage

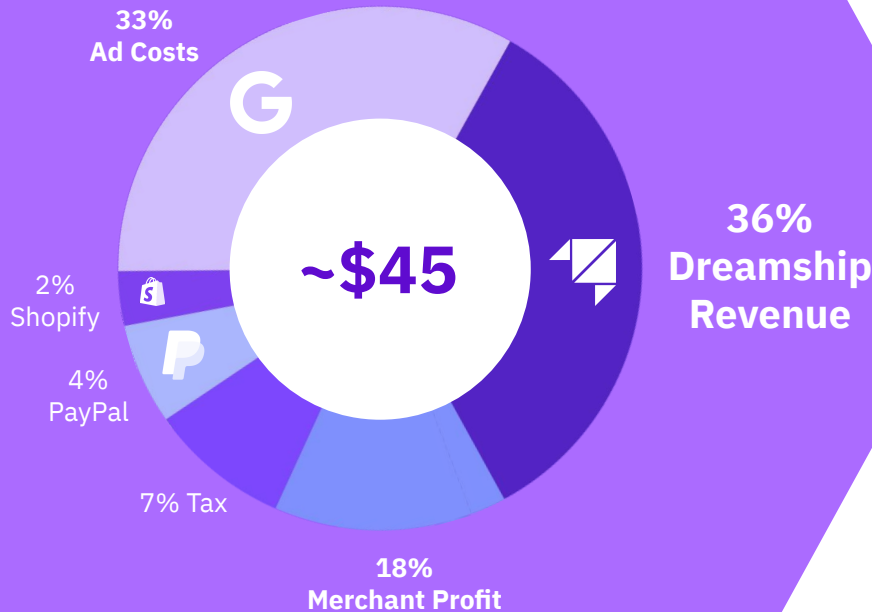


# Appendix

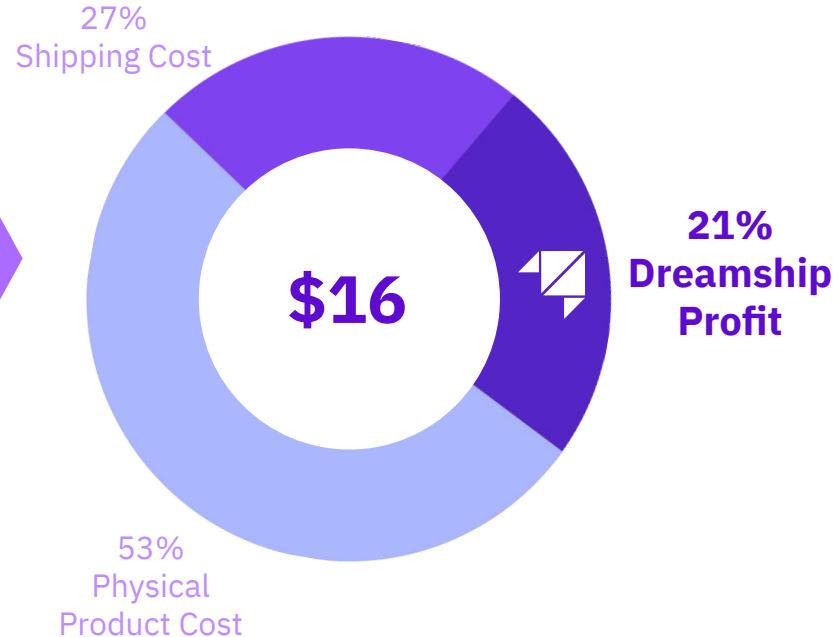
(1 of 3) Partner Strategy

# Everyone wins when we make money

## Business



## Dreamship



# Partnering for outsized demand



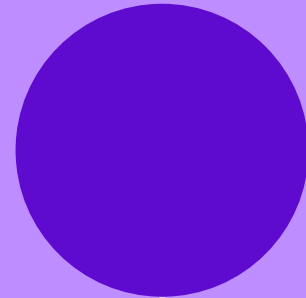
Jan '19

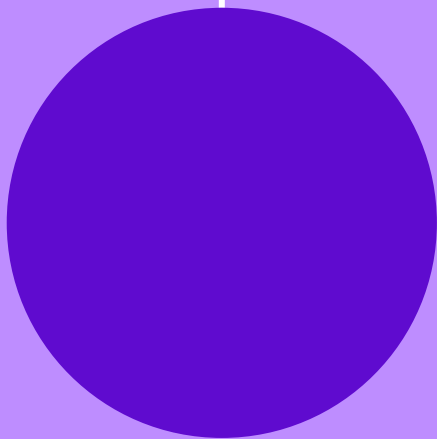
Google commits to Dreamship  
vision of ethical Ecommerce



# Paypal & Shopify join

Throughout 2019





## 6 large events

With 400-500 people at each



## Feb 2020

Google hosts Dreamship and our top 5 merchant teams in Singapore for a massive event.

Dreamship gains more merchant commitments and executive level buyin.





# Appendix

(2 of 3) Product Snapshots


# Technology: IP Checker cleaned the market

< IP Check ← →

**yoda 3** [Approve Artwork](#)

[Flag Artwork](#)

**Artwork** Transparent Black White



**Status**

**Flagged**

Flagged by Kirti Chakraborty 7 days ago.  
"Baby Yoda and BMW Logo"


**IP Risk**

Unknown risk

**Shop**

**Takingback**  
1084 – Doctor Strange Jr [↗](#)

**Products**

 **Standard T-shirt**  
688308

**Image Analysis**

**Logos Annotations**

- [BMW](#) [↗](#)
- [Radio Programas del Perú](#) [↗](#)

**Labels Annotations**

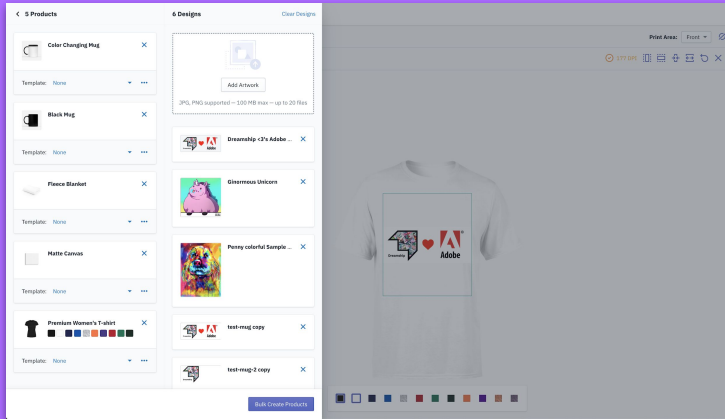
- [Yoda](#) [↗](#)
- [Cartoon](#) [↗](#)
- [Snout](#) [↗](#)
- [Fictional character](#) [↗](#)
- [Illustration](#) [↗](#)
- [Bulldog](#) [↗](#)
- [French bulldog](#) [↗](#)
- [Games](#) [↗](#)

**Web Entities**

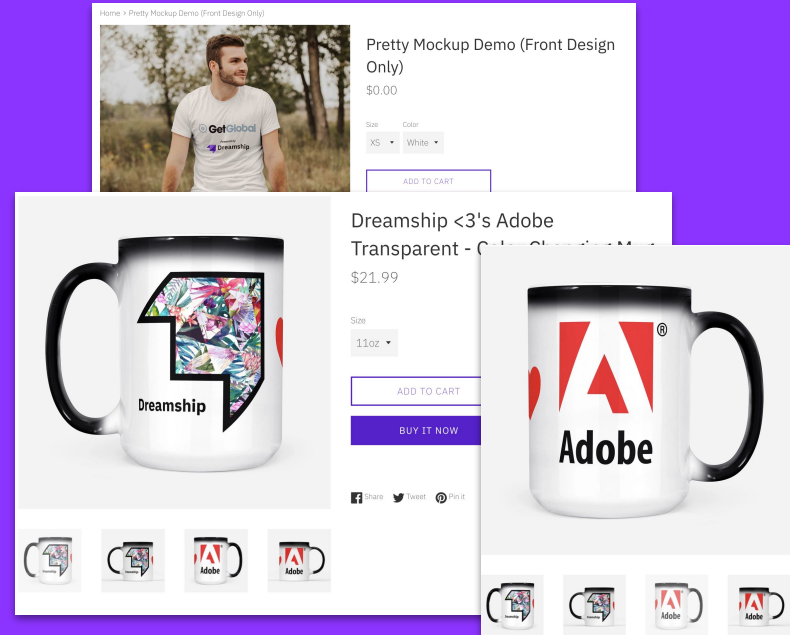
- [Bayerische Motoren Werke AG](#) [↗](#)
- [Logo](#) [↗](#)
- [BMW](#) [↗](#)
- [Font](#) [↗](#)
- [Character](#) [↗](#)

# Product Creation: first ever Photoshop API

Upload any # of images  
to any # of products



Dynamic mockups pushed  
to Shopify in seconds



# Streamlining: Auto-tag metadata



The image shows a design tool interface. On the left, a white t-shirt is displayed with a graphic design consisting of the Google 'G' logo, a green shopping bag icon with a white 'S', the Amazon 'A' logo, and the PayPal 'P' logo. Below these logos is a white document icon. The top of the interface features a search icon, a zoom slider, a 'Guides' dropdown menu, a '261 DPI' status indicator, and several tool icons. On the right side, there is a 'Tags' section with an input field and an 'Add' button. Below this is a 'Recommended Tags' section with a list of tags, each in a blue button with a white plus sign.

Search  Guides ▾ 261 DPI [Grid] [Ruler] [Crop] [Align] [Undo] [Close]

**Tags**

**Recommended Tags**

- Product +
- Business +
- Marketing +
- E-commerce +
- Shopify +
- Design-build +
- Retail +
- PayPal +
- Shopify norge +
- Google Shopping +
- Point of sale +
- Brahmin Solutions +



# Appendix

**(3 of 3) Expansion Opps**

# Branded Merch: \$50B+ untapped goldmine



## \$26.6B

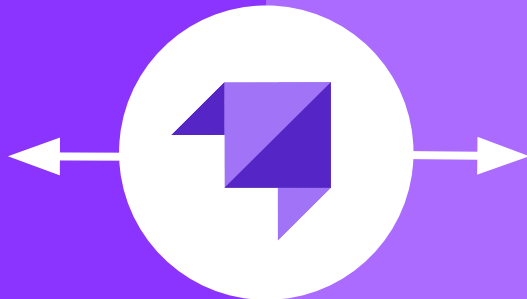
### Merchant Businesses

- 20k \$1mil+ businesses seeking reliable fulfillment

---

*“Just-in-time ecomm enabled me to uplift my entire farming village out of poverty.”*

Loc Bui, client in Saigon



## \$24.7B

### Companies

for marketing, sales, events & employee engagement

---

*“Should be a way to send quality gifts to clients via webhook”*

CMO, Clearbit

# All businesses share common struggles around branded merchandise



Antiquated technology



Trademark & IP Issues



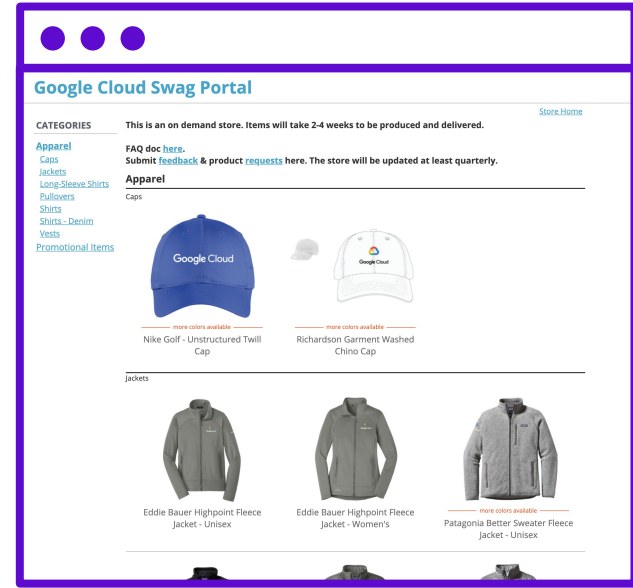
Hard to ensure quality



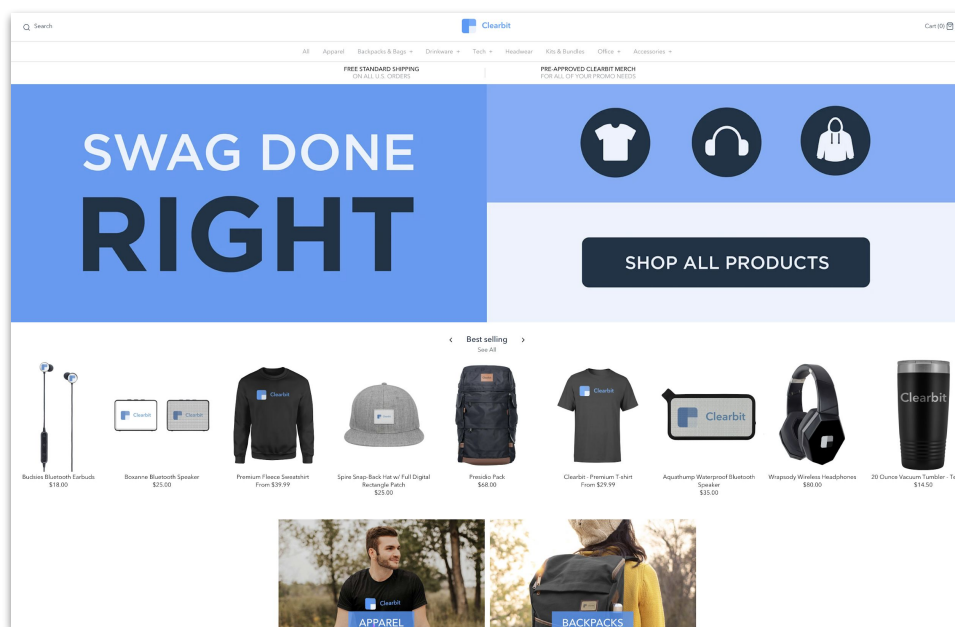
Inventory risk



Slow delivery dilutes brand



**Google's "on-demand" portal**  
takes 4 weeks with 25 piece minimums

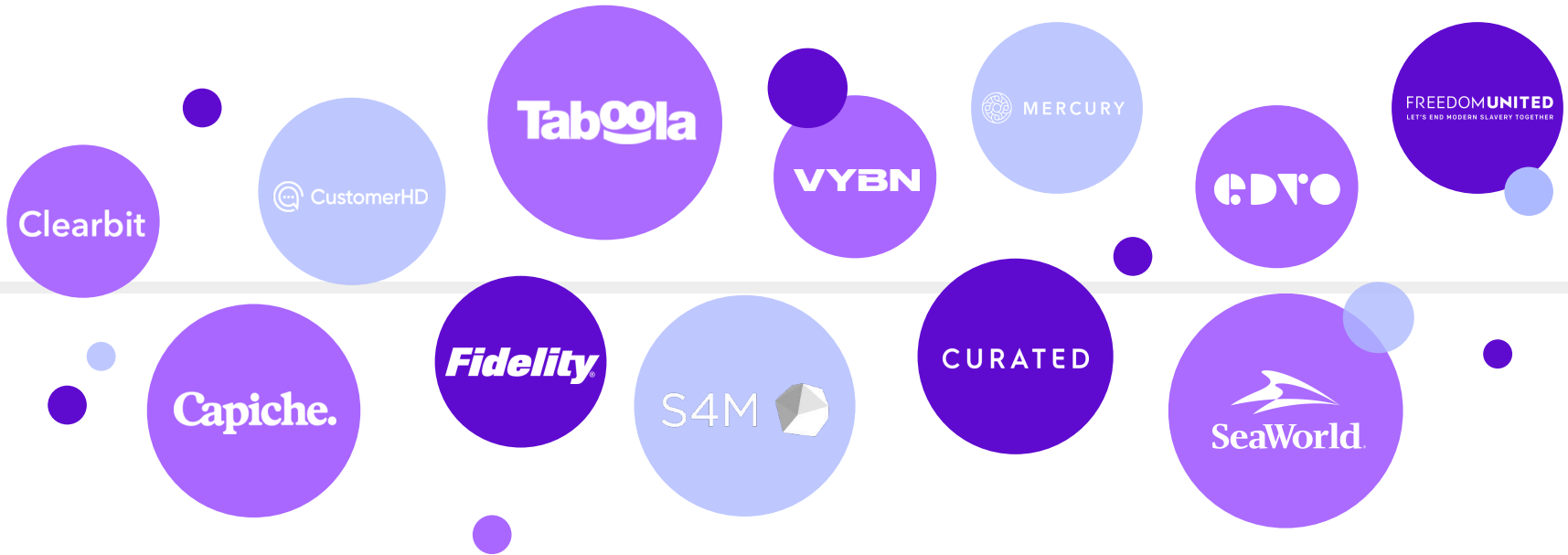


We built a way for  
seamless on-demand  
fulfillment of quality  
customized products

*A simple API call delivers*

**100s** of unique products  
Min Order Quantity **1**  
**5** day delivery

# Pipeline: Swag portals built (in a month)



# More global businesses

