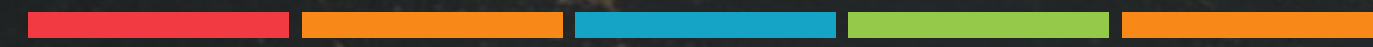


Presented by: STEVE LANDMAN

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**Kiu**



Trusted. Global Trade. Technology.

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# SUMMARY

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01

Kiu is a cross border B2B ecommerce platform with integrated ERP, Logistics and Lending.

02

Experienced Management from the Silicon Valley with 300 years combined work in emerging markets with SMEs

03

Headquartered in San Francisco; regional Head Office in Hanoi Vietnam, and representative offices in Australia and Cambodia.

04

Kiu is funded by its Founder and supported by ADB, MBI IFC and DFAT.

Focused only on SMEs in SE ASIA

Working with the large partners focused in empowering SMEs in the region.

4000 products on the market, 150 companies on ERP and over 800 applications for Loans since launching in Mid February.

05

06

07

# OUR FOCUS

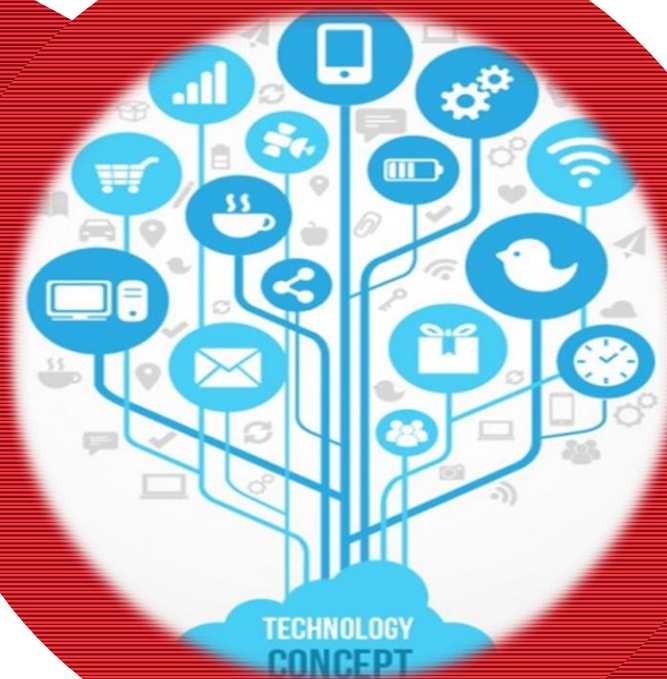
Seamless Cross-border Commerce

A secure software technology platform

1

Connects the Mekong Region to the world

2



3

The system support exporting goods from Cambodia, Laos, Myanmar, and Vietnam to Australia, Europe and the United States

4

Upon full market regional penetration, services will expand to other areas



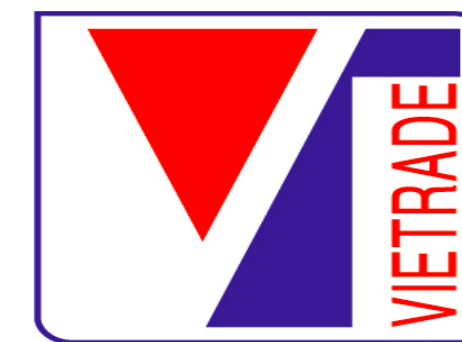
# PRODUCT FEATURES & SERVICE OVERVIEW

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- KIU MARKET**  
buyers/sellers meet connect, transact; trusted and user-friendly platform
- KIU SHIP**  
logistics and fulfillment platform to support cross border shipping
- KIU ERP**  
online business management tools that track business transactions in real time
- KIU PAY**  
electronic payments and access to credit and invoice discounting services
- KIU ACCELERATOR**  
provides on site and "help desk" support to business clients

# BUSINESS PARTNERS



VIETNAM POST





# PRODUCTS AND SERVICES





# KIU MARKET

Seamless Cross-Border Commerce  
[www.kiuasia.com](http://www.kiuasia.com)

The Kiu Market is the center of our ecosystem – **it's where buyers and sellers** meet, interact and transact.

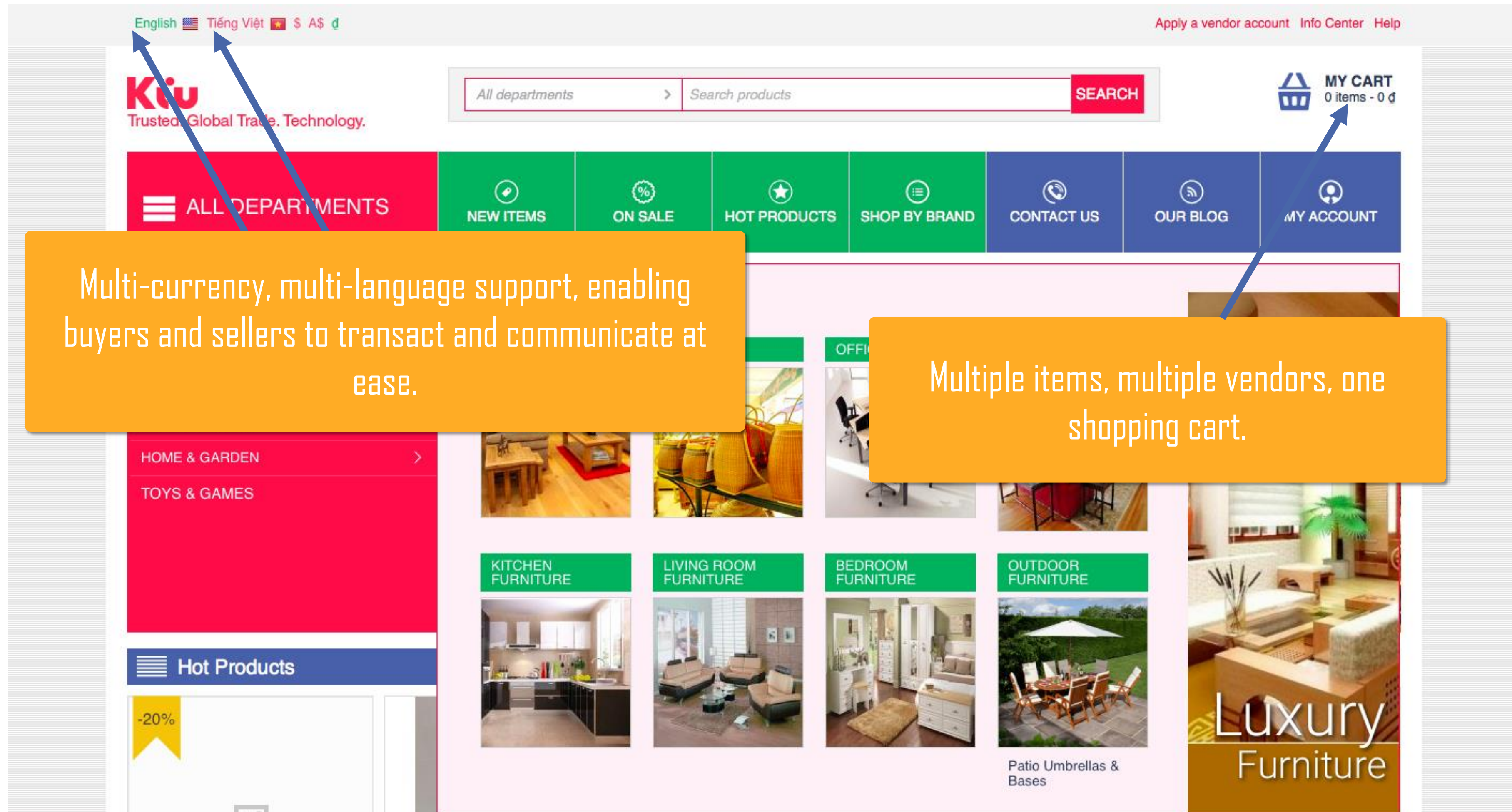


**Tropical Fruits at Its Best!**  
**Place Order Now »**



The screenshot shows the Kiu Market website interface. At the top left, there are language options for English, Tiếng Việt, and S. A. S. At the top right, there are links for 'Apply a vendor account' and 'Help'. The main header features the Kiu logo with the tagline 'Trusted. Global Trade. Technology.' and a search bar containing 'All departments' and 'Search products'. A 'MY CART' icon shows '0 items - 0 đ'. Below the header is a navigation bar with icons for 'NEW ITEMS', 'ON SALE', 'HOT PRODUCTS', 'SHOP BY BRAND', 'CONTACT US', 'OUR BLOG', and 'MY ACCOUNT'. A left sidebar lists 'ALL DEPARTMENTS' with categories: FURNITURE, AGRICULTURE & FOOD, GARMENTS & TEXTILES, TRANSPORTATION, GIFTS & CRAFTS, HOME & GARDEN, TOYS & GAMES, and PERSONAL AND HOUSEHOLD CARE. The main content area features a large banner for 'Best Seafoods' with the text 'Price can't be better for the quality' and an image of various fish. To the right of the seafood banner are two smaller promotional tiles: one for a 'Luxury BAG' with 'Inquiry Now' and another for 'Arabica' coffee with 'Request sample'.





Multi-currency, multi-language support, enabling buyers and sellers to transact and communicate at ease.

Multiple items, multiple vendors, one shopping cart.





# KIU ERP

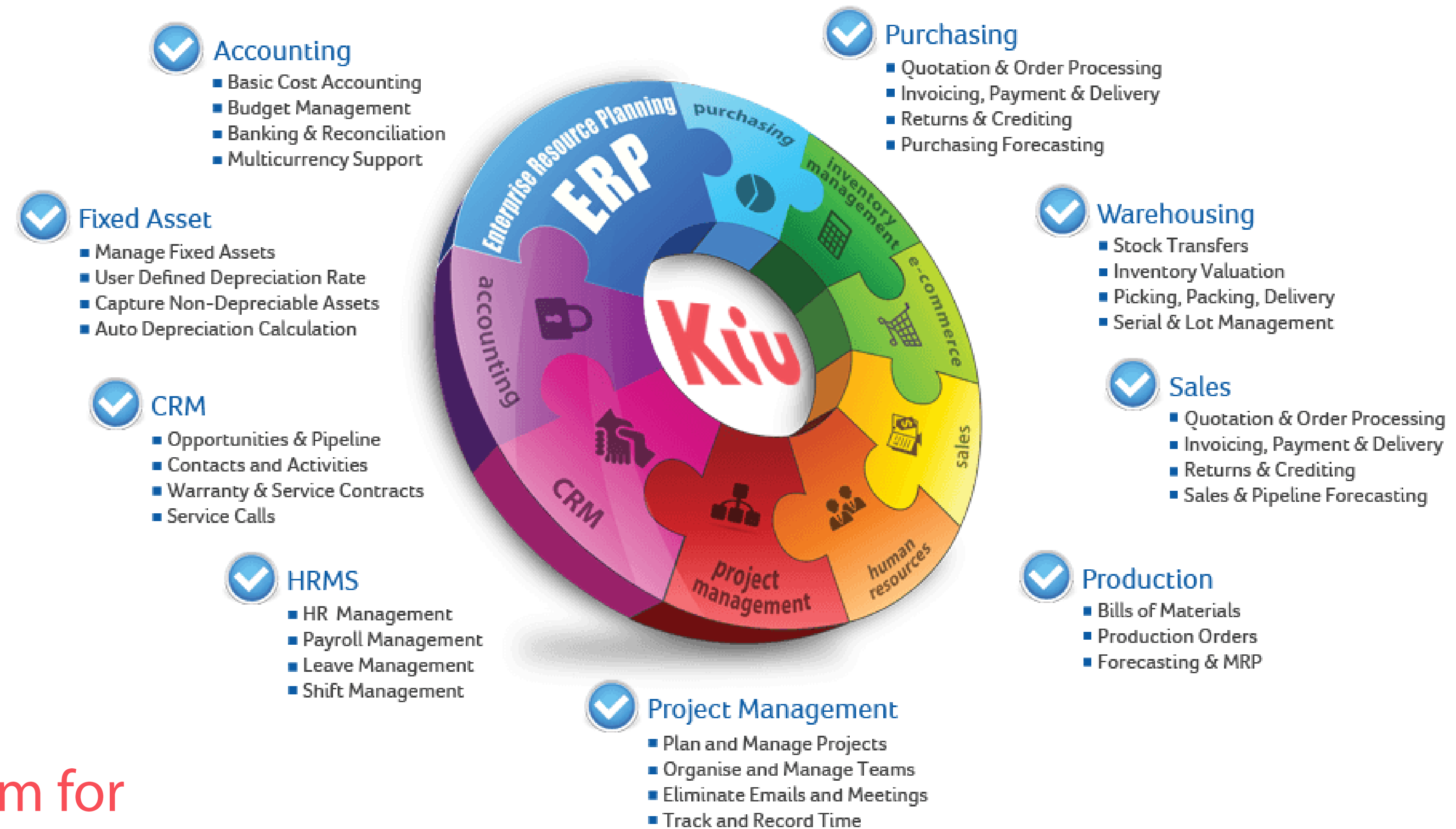
Seamless Cross-Border Commerce

[www.kiuasia.com](http://www.kiuasia.com)

The Kiu Enterprise Resource Planning (ERP) suite gives SMEs the tools they need to manage their businesses online.



# KIU ERP



Only one cloud system for  
all the company's aspects







# KIU SHIP

Kiu Ship is our end-to-end logistics and fulfillment platform. We take the complexity and pain out of cross-border shipping, whether by air or sea.



# KIU SHIP





# KIU SHIP

English Tiếng Việt
Account Info Center Help

MY CART  
0 Items - 0 đ  
  
MY ACCOUNT

Home > Gifts & ...

Water Hyaci...

Vendor: 3H CO DT

Shipping ×

SEA FREIGHT IS QUOTED PORT TO PORT FOR REFERENCE ONLY. ACTUAL SHIPPING CHARGE IS SUBJECT TO INLAND TRANSPORTATION AND PORT'S LOCAL CHARGES.

YOU MUST CONTACT VENDOR TO GET INLAND QUOTE FOR YOUR ORDER.

MOST RECENT PORT'S LOCAL CHARGES TARIFF FOLLOWS:

LOCAL CHARGES TARIFF FOR EXPORT SHIPMENTS					
No	Items	Unit Price (VND)	Unit	VAT	Amount (VND)
1	B/L fee <i>(Will charge at cost whichever is greater)</i>	800,000	B/L	10%	880,000
2	Telex release fee	500,000	B/L	10%	550,000
3	Late B/l pick-up fee (8-14 days)	200,000	B/L	10%	220,000
	Late B/l pick-up fee (14 days - onwards)	500,000	B/L	10%	550,000
4	Reissue invoice fee	500,000	B/L	10%	550,000
	Terminal handling Charge (THC) for DRY cont.	2,208,000	20'	10%	2,428,800
	<i>(Will charge at cost if carrier's outlays is higher)</i>	3,473,000	40'	10%	3,820,300
		4,370,000	45'	10%	4,807,000
		<b>138,000</b>	<b>W/M</b>	<b>10%</b>	<b>151,800</b>
5	Terminal handling Charge (THC) for SPECIAL cont.	2,875,000	20'	10%	3,162,500
	<i>(Will charge at cost if carrier's outlays is higher)</i>	4,370,000	40'	10%	4,807,000
	Terminal handling Charge (THC) for REEFER cont.	3,151,000	20'RF	10%	3,466,100
	<i>(Will charge at cost if carrier's outlays is higher)</i>	4,968,000	40'RF/RQ/RH	10%	5,464,800
6	Container Freight Station fee (CFS)	<b>230,000</b>	<b>W/M</b>	<b>10%</b>	<b>253,000</b>
7	Seal fee	230,000	Seal	10%	253,000
8	Prepaid Fee	230,000	20'	10%	253,000

33 of 35 >

HOW

Product by phone  
1-233-45789

nationally  
x. 24 hours

warranty  
atsoever

be return  
asked

PICKS

KIDS FOR KIDS

<
>



# KIU SHIP

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Order placed.

Order picked up by  
FedEx.

Order in customs  
processing.

Your order has  
arrived!

Your order tracking number is 2369060182





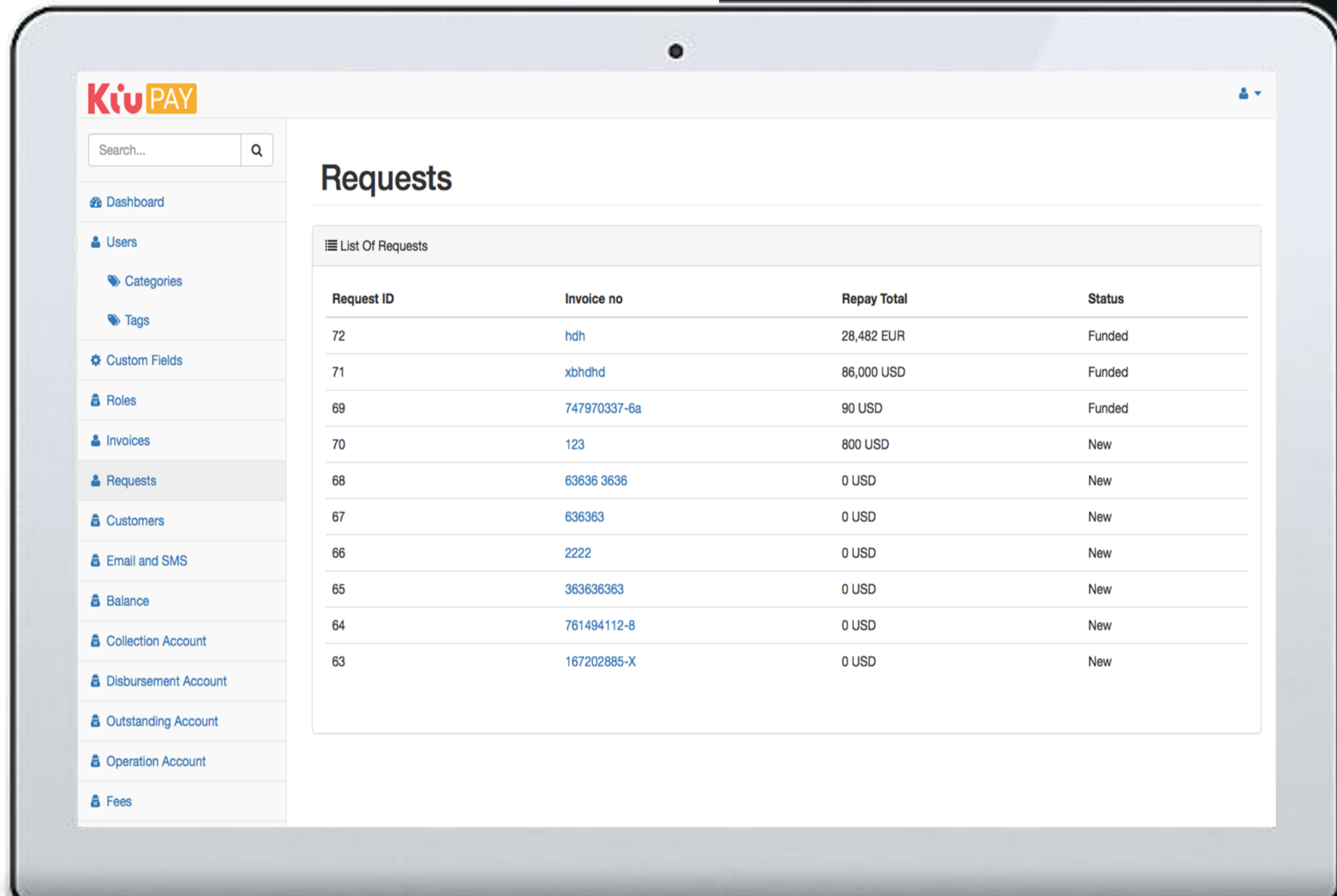


# KIU PAY

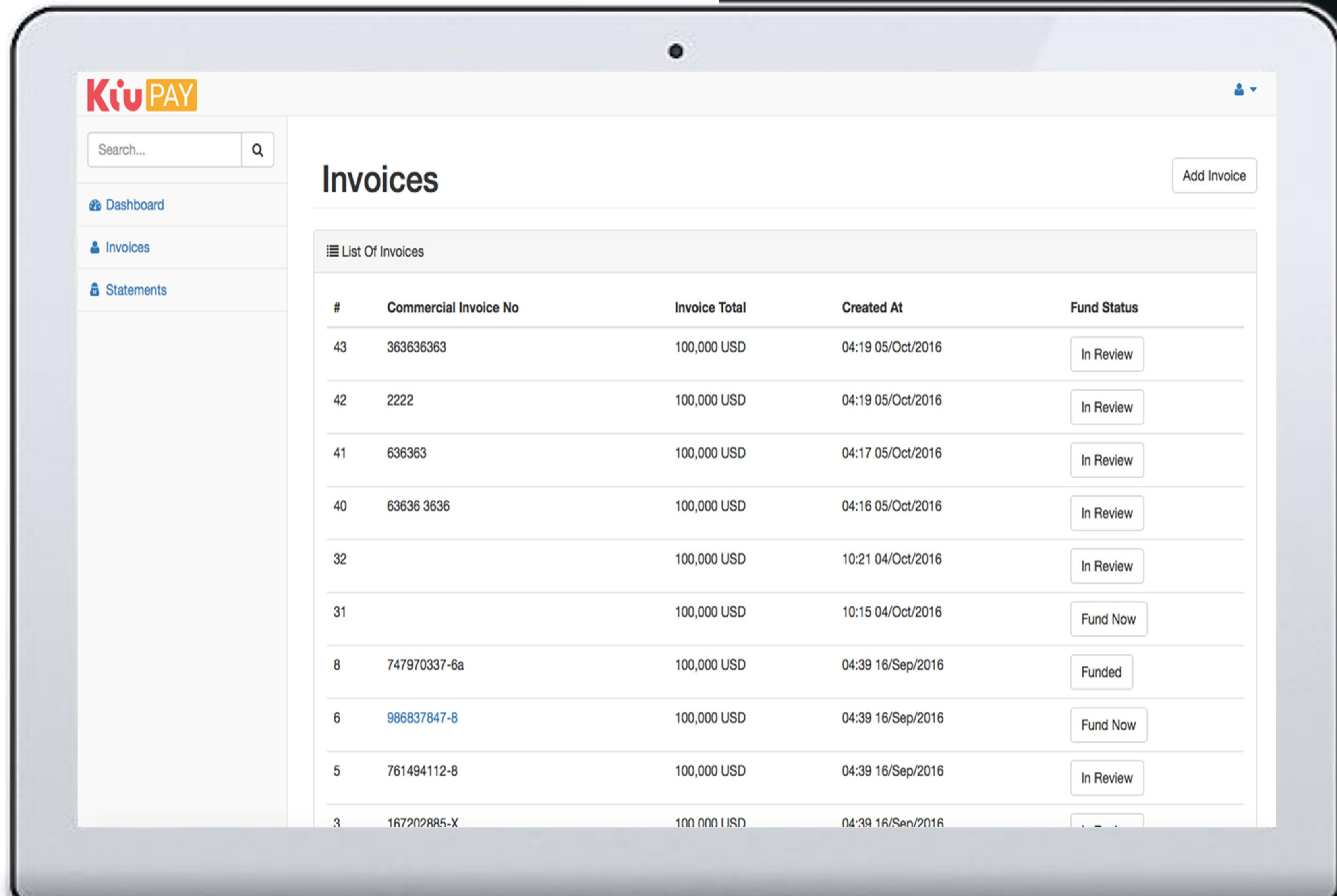
Introducing Kiu Pay – Clear Invoices Today  
[pay.kiuid.com](http://pay.kiuid.com)

Kiu Pay enables businesses to accept electronic payments and access credit and invoice discounting services.












# HOW KIU PAY WORKS

All invoices ▾

Amount	Invoice	Issue Date	Status ▾	
\$961.13	University of California San Francisco (UCSF) Invoice UCSFEXP5	Jan 31, 2015	Available	<a href="#">Clear This Invoice...</a>
\$272.93	International AIDS Vaccine Initiative Invoice IAVIEX6	Jan 27, 2015	Available	<a href="#">Clear This Invoice...</a>
✓ \$1,110	International AIDS Vaccine Initiative Invoice IAVI201412	Dec 30, 2014	Funds sent	<a href="#">Edit repayment plan</a>
\$4,000	University of California San Francisco (UCSF) Invoice UCSF201501	Jan 30, 2015	Paid	
\$800	University of California San Francisco (UCSF) Invoice UCSF201412	Dec 4, 2014	Paid	
\$832.50	International AIDS Vaccine Initiative Invoice IAVI201411	Nov 29, 2014	Paid	
\$960	University of California San Francisco (UCSF)	Nov 30, 2014	Paid	

You have a \$35.31 discount. Clear invoices to use it [\(Learn more\)](#).



David Mark Consulting ▾

Fundbox Credit	Available Credit	Total in Available Invoices	Invoice Limit
\$2,500	\$1,390	\$1,234	\$2,500

All invoices ▾

Amount	Invoice	Issue Date	Status ▾	
\$961.13	University of California San Francisco (UCSF) Invoice UCSFEXP5	Jan 31, 2015	Available	<a href="#">Clear This Invoice...</a>
\$272.93	International AIDS Vaccine Initiative	Jan 27, 2015	Available	<a href="#">Clear This Invoice...</a>

### Get an Advance for invoice IAVI201412

Please review the details below before confirming your advance.

You Get	You Repay
<b>\$1110.00</b>	<b>\$1174.69</b>
In the bank	Includes fee of \$64.69
After you receive this advance you will have \$1390.00 in available credit.	

**Your Repayment Schedule**

Number of Weekly Repayments:	12
Each Repayment:	\$97.89
Repayment Plan Starts:	Wed, Feb 04
Repayment Plan Ends:	Wed, Apr 22

Your repayments are automatically withdrawn each week from your bank account.

[Where Should We Send It?](#)



 **KIU TEAM**  
THANKS FOR WATCHING