



jabu

**Windhoek Mayoral
Business Forum**

**Assisting in the transition from
informal to formal business and
integrating the informal sector
into e-commerce**

Today: Sub-Saharan Africa's Fastest Growing B2B Marketplace

Jabu powers the way small retailers order, source and stock their products, and executes the last-mile of distribution, payments and merchandising for FMCG brands.

3 countries | 9 cities | +1,000 products

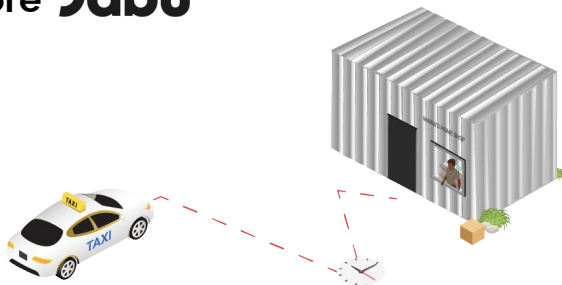
free, same-day delivery





Before **Jabu**, shops, restaurants and bars took a taxi to stock up what-they-can-carry from expensive, far-away supermarkets

Before **Jabu**



- Close their shop to source products **for hours**.
- Pay **high** transport costs to deliver their stock.
- Run **out** of stock on many items.
- Make **small** profits every month.

After **Jabu**



- Order products from the **Jabu app**.
- Get **free and fast** delivery to their door.
- **Never** go out of stock on any items.
- **Grow** their business with **higher profits**.

Small
retailers

Bakeries

Restaurants

Bars

Mini
markets

Street
vendors

Jabu

3 ways to order



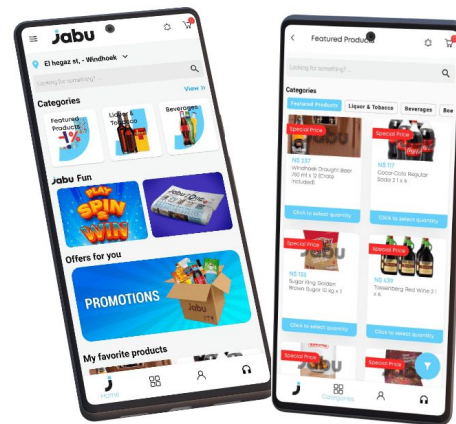
Get the **Jabu** app.



Visit our e-commerce



Call, text or WhatsApp **Jabu**



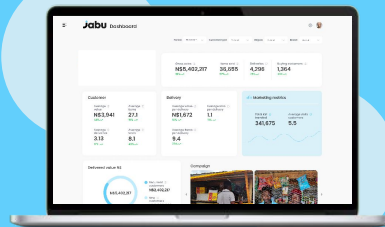
We connect the continent's leading brands and institutions with the largest network of shops in Southern Africa.



Digitized Sales



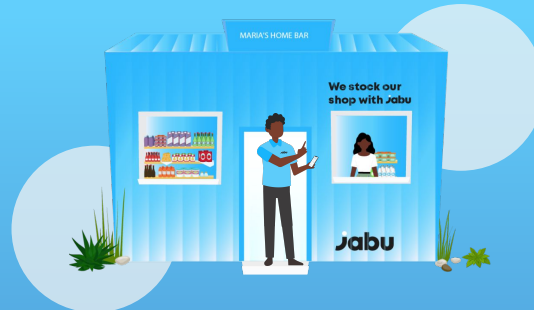
Smart Dashboard



Distribution



Brand Ambassador



Digitized Sales

Digitized Sales

We offer a customer-centric approach to increase sales through our tech enabled sales channels & retain thousands of customers.

1

Software & Technology

- Set up products at the e-commerce.
- Customize & maintain pricing/stock levels.
- Integrate digitally all Telesales processes.
- Train all teams to use the apps.

2

Customer Success (CS)

- Receive, process and track orders received from the multiple channels available.
- Retain and recover orders/clients.
- Responsible for client satisfaction.



3

Operations (Ops)

- Smart picking, planning and dispatching all orders timely.

4

Fulfillment

- Drive, deliver and collect cash.
- Client facing role.
- Daily cash and stock settlement.

Smart Dashboard

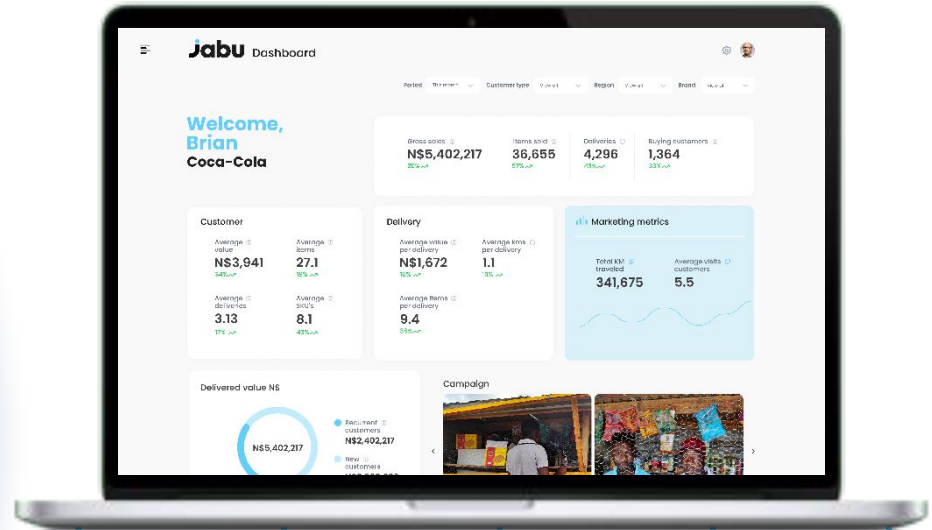
Jabu Dashboard

Analyze data in real time. You'll have access to data you've never had the opportunity to know before. Truck routes, distances travelled, products sold, and so much more!

See on a real-time map how your sales are evolving, population hotspots etc.

Track reports and performance data from the ops, marketing and sales team on a single platform.

Check Ambassador reports, KPIs and campaigns.



Secure login for every user

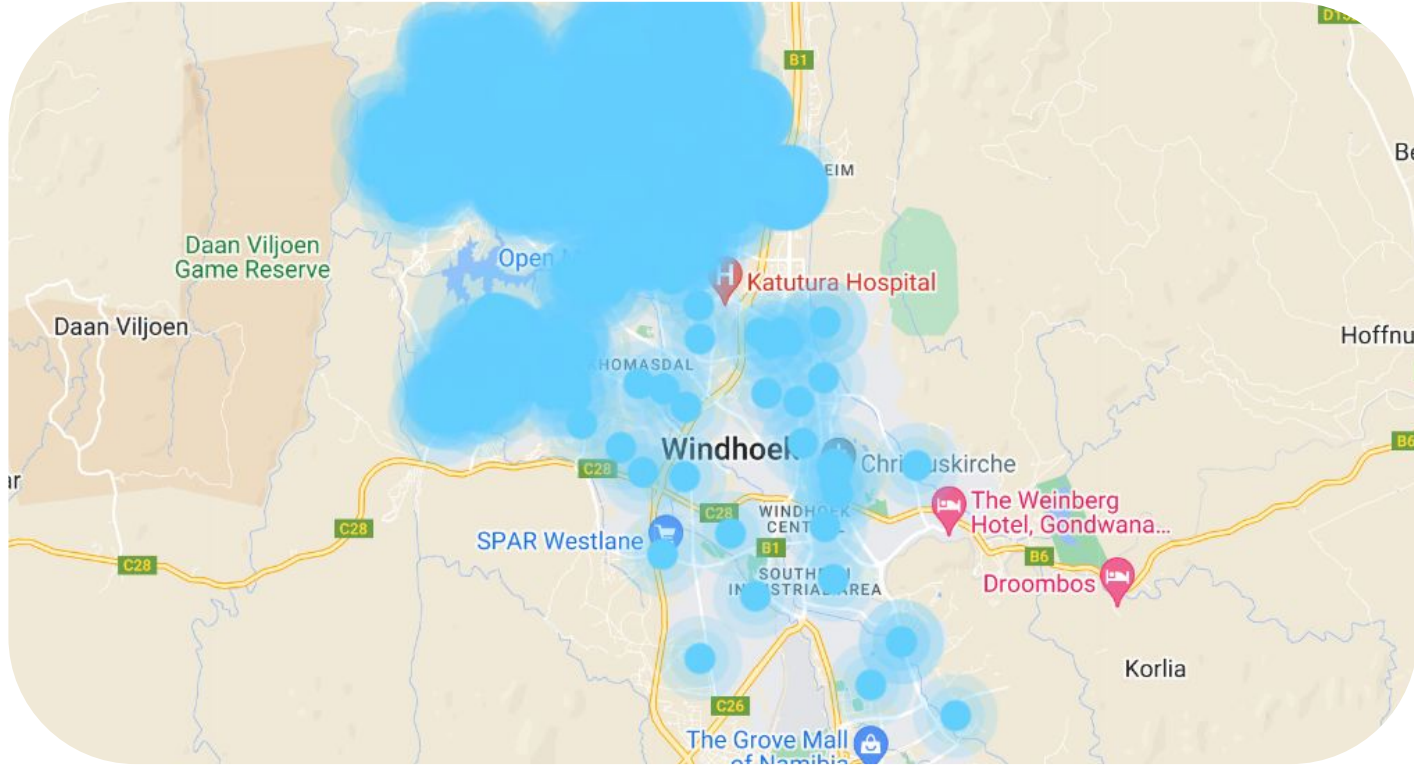
Track sales KPIs per brand

Evaluate Ops/Delivery KPIs

Explore map of customers

Latest news and campaigns

Our footprint (Windhoek)



Distribution

Grow your brand awareness through daily routes



Book an Exclusive Distribution Route

Lluvia pays a cost-recovery fee monthly for JABU to run and manage an exclusive brand selling route. This fee includes ONE brand ambassador. The team will actively promote and sell all your brand products in trade, using JABU's sales team and your brand leads.



Sponsor a Truck's Branding

Brand a JABU delivery truck that impacts potential customers and creates brand awareness, while conducting standard delivery routes in trade.

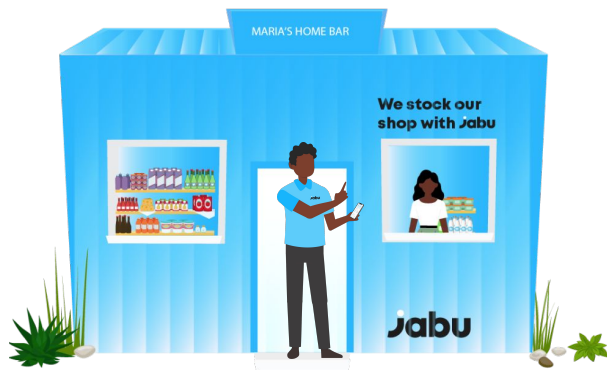


Period	October 2021	Branch	Ondangwa
Truck	JAC 1.6 ton	Plate	N 170 711 W
	Amount	VAT	Total (excl)
Salaries	Driver \$ 5,500.00		
	Assistant \$ 3,500.00		
	Overtime \$ -		
	Casuals \$ -		
	Subtotal	15.00%	\$ 9,000.00
Diesel	Total KMs 1,870.50		
	Total Lts 261.50		
	Price/Lt \$ 14.10		
	Subtotal	0.00%	\$ 3,687.15
Maintenance	Tyre Expenses \$ -		
	Regular Service \$ 2,521.00	Hyundai Garage	
	Sundry Extras \$ -		
	Subtotal	15.00%	\$ 2,521.00
Extras	Vehicle tracking \$ 625.00		
	Dashboard API \$ 450.00		
	SuperAweh \$ 520.00		
	Vehicle Washing \$ 150.00		
	Fines \$ -		
	Subtotal	15.00%	\$ 1,745.00
Licenses	Registration \$ -		
	Roadworthy \$ -		
	MDC Cost \$ -		
	Subtotal	15.00%	\$ -
Management Fee		15.00%	\$ 4,830.00
Total			\$ 21,783.15

*Sample cost structure details

Brand Ambassador

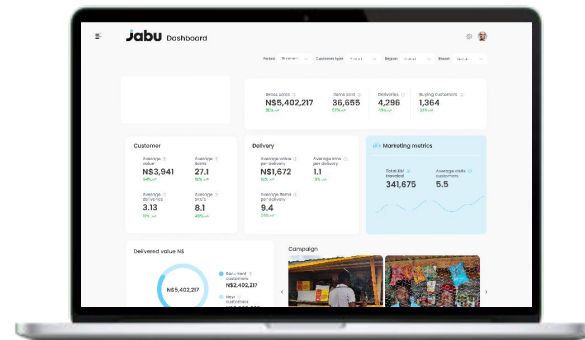
Conduct surveys and get real-time data with JABU's Brand Ambassador Program



Your Brand Ambassador visits selected shops and reports via the JABU app



We turn thousands of data points into info worth knowing



Experience your brand through KPIs and real-time performance reports

jabu ZOne

Advertise, promote or inform the public with **Jabu Zone**

Launched in April 2022

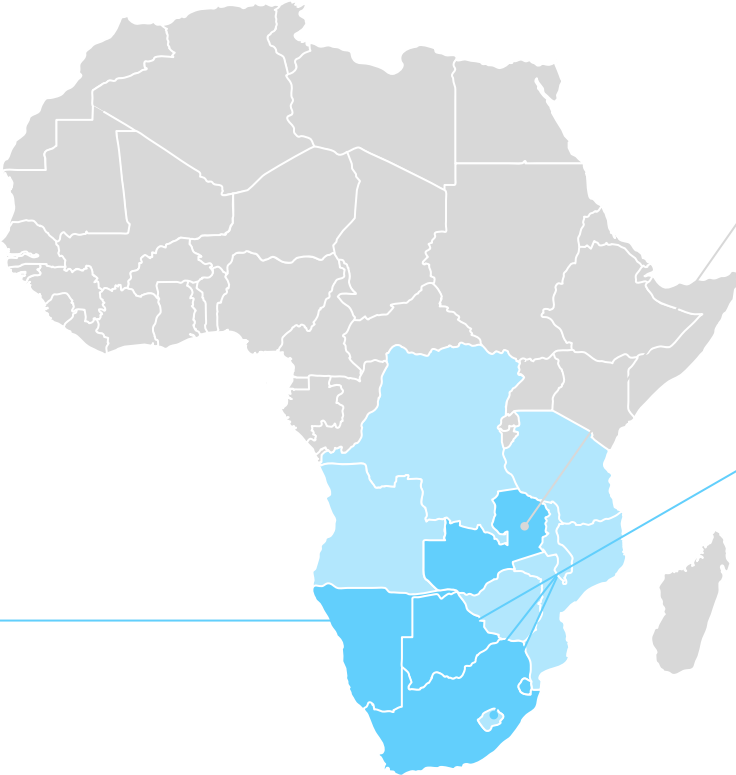
If you want to learn more,
please send an email to
newspaper@gojabu.com



Our Jabunauts

We are live in Namibia, Zambia, South Africa and Botswana (opening)!

Diverse global
team of +400
Jabunauts



Zambia

South Africa +
Botswana

Namibia

The future belongs to those who believe in the beauty of their dreams



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Thank you!