



Executive Summary

Think Shopping,
Think MishiPay

NAUTA
CAPITAL

AMEX VENTURES

UV united
VENTURES

April 2024
Confidential



Retailers lose **\$341B annually**

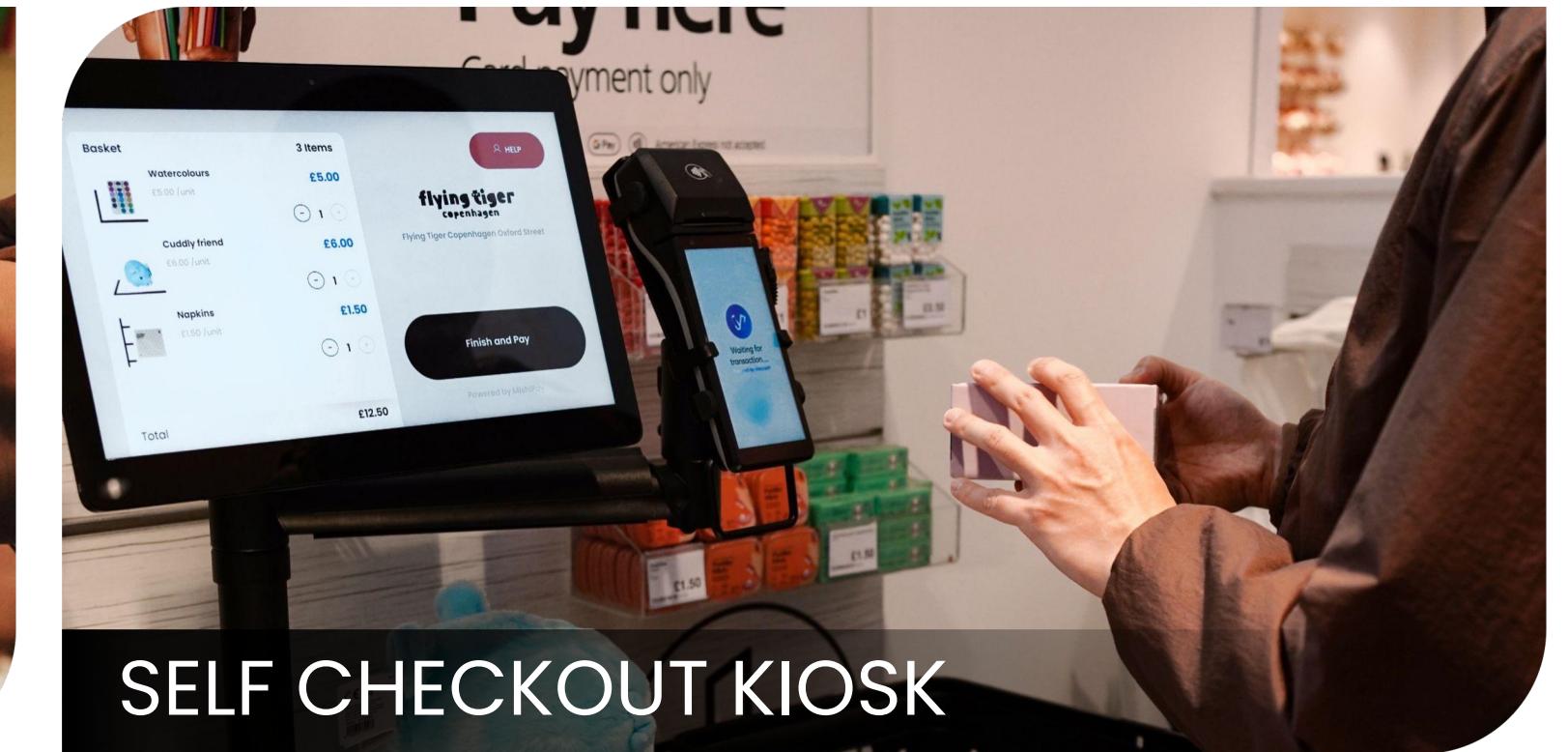
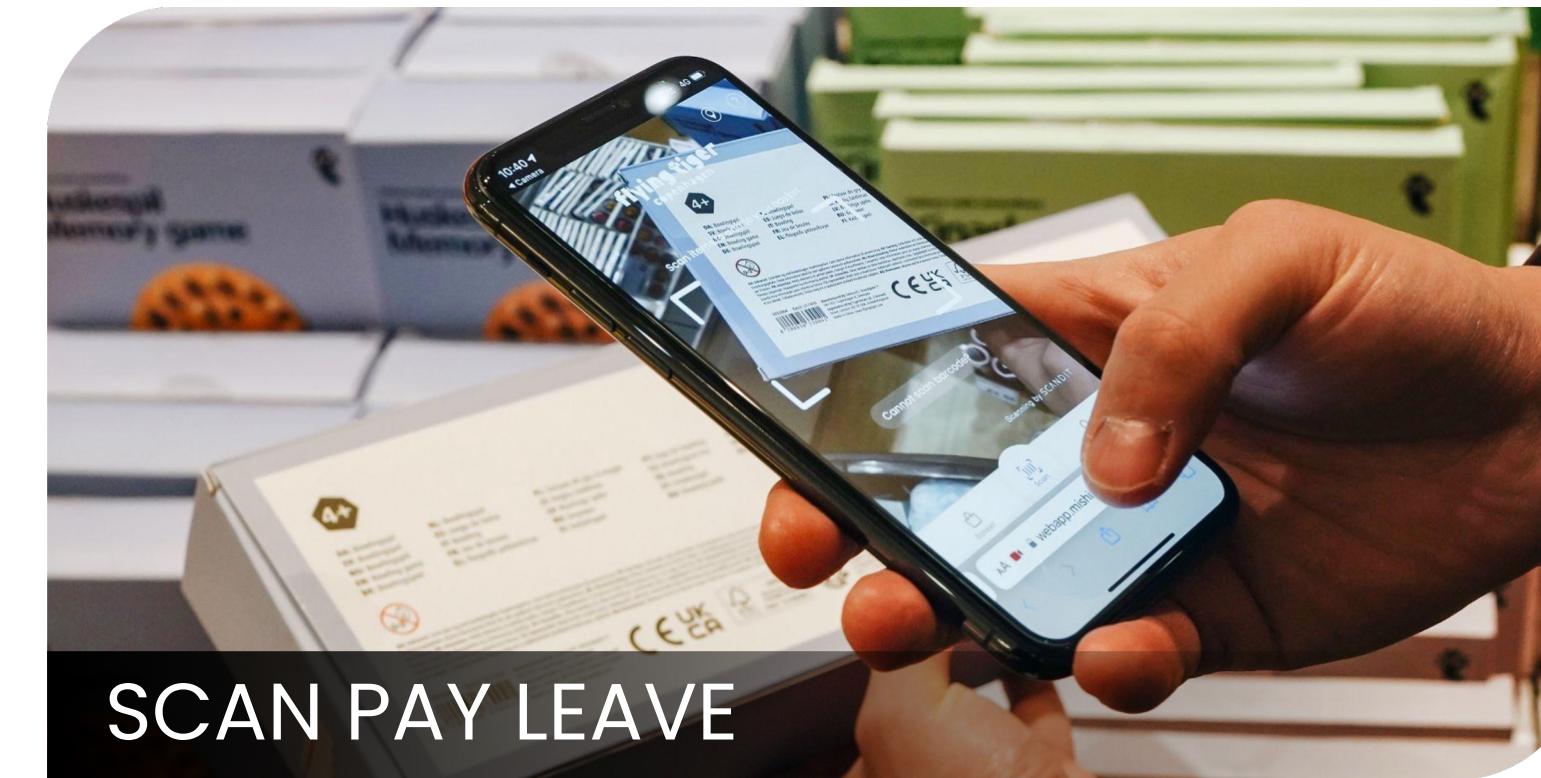
in abandoned baskets
at in store checkout

Adyen 2019 Retail Report



MishiPay Product Suite

Eliminate queues,
reduce costs and
increase sales.

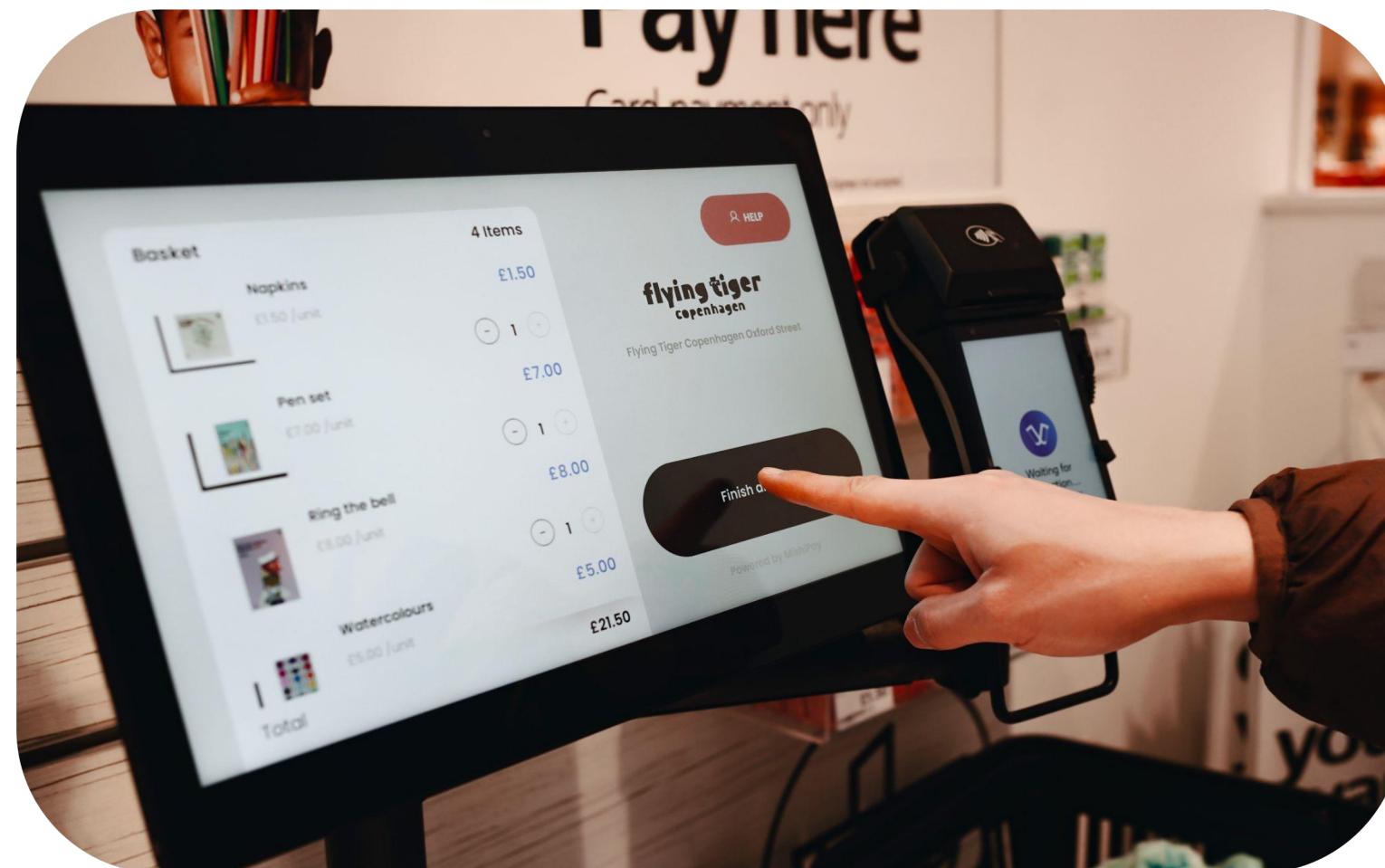


[Videos of Kiosk and Scan Pay Leave](#)

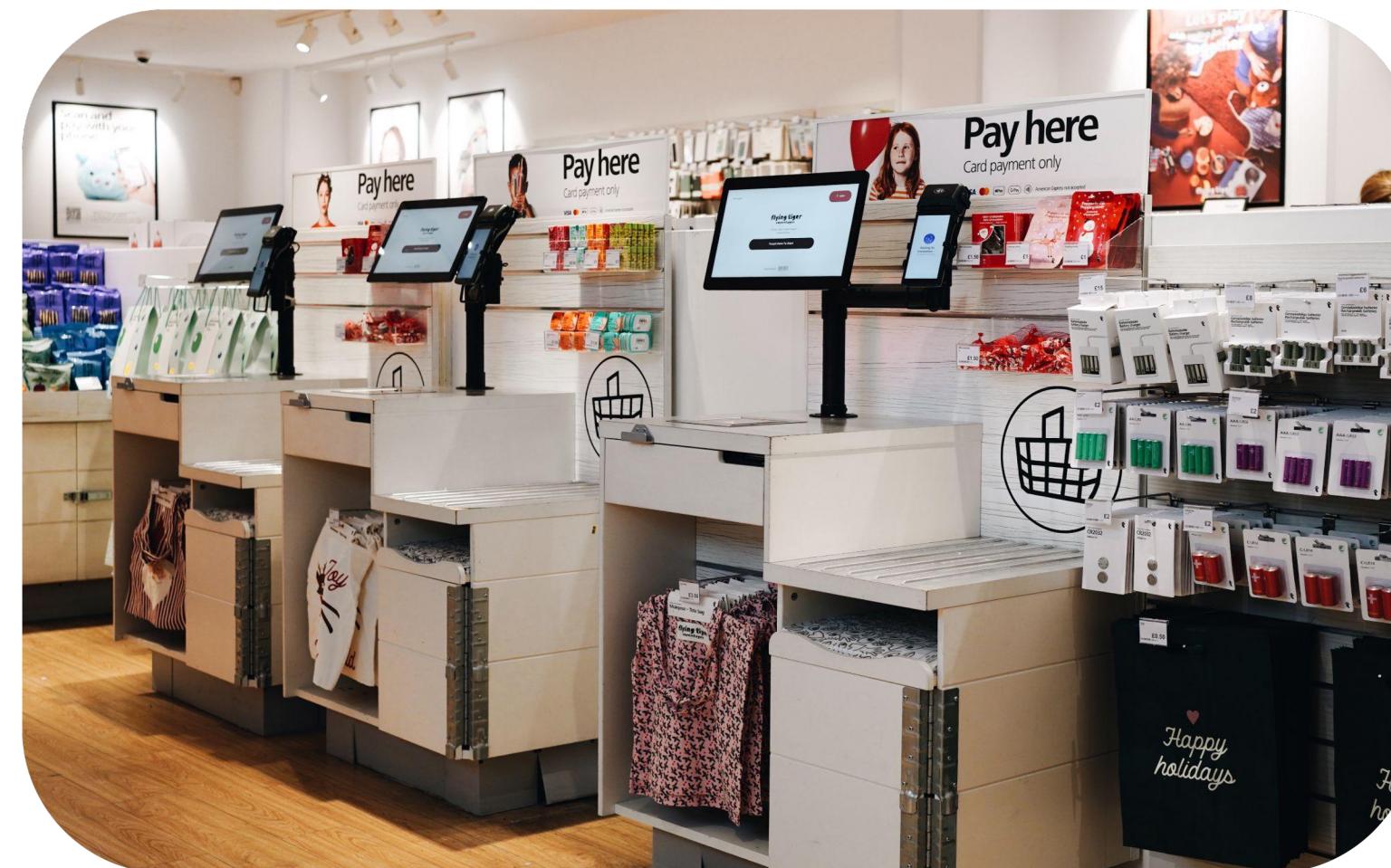
[Video of RFID Kiosk](#)



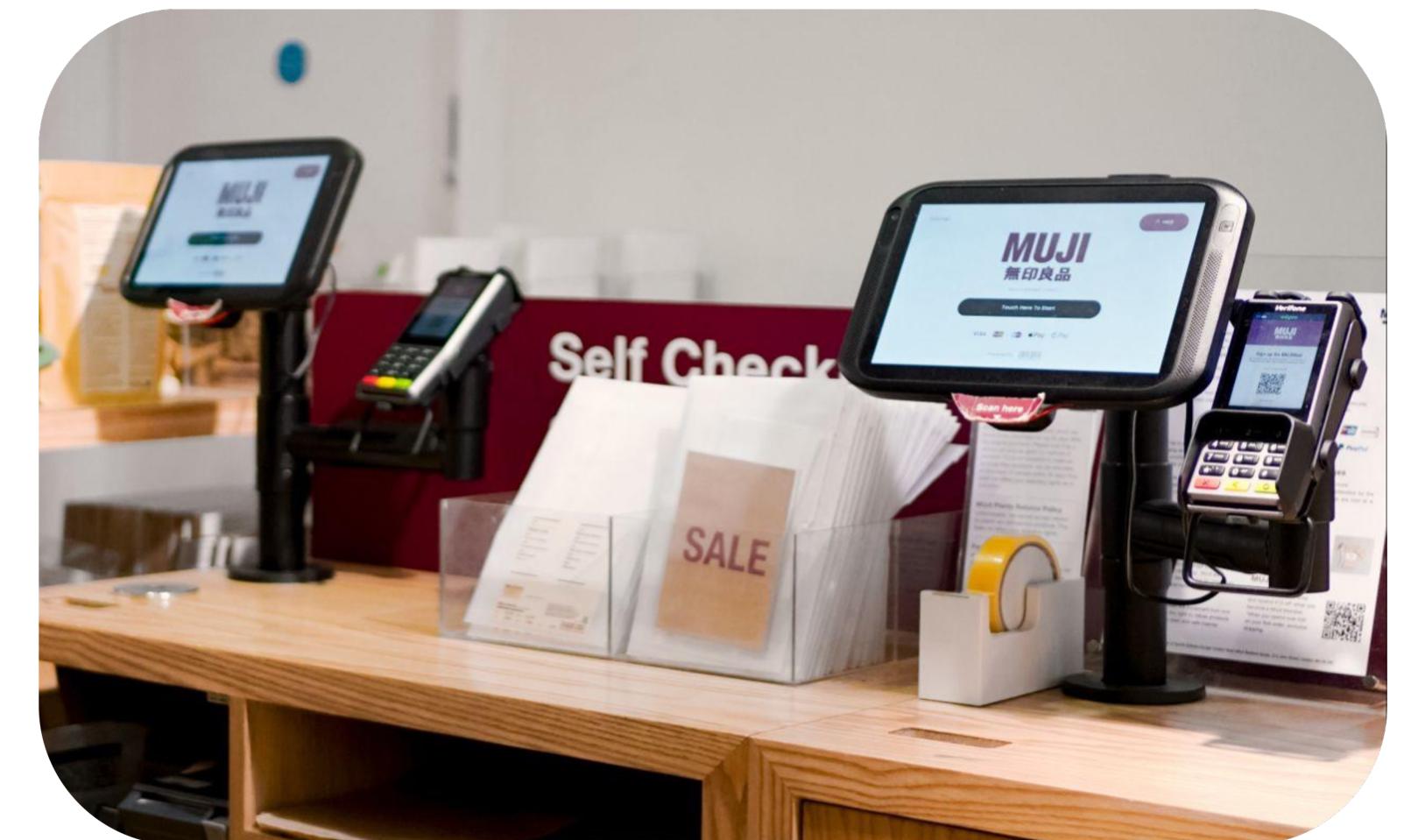
How is MishiPay different?



Capex (-80%)



Opex (-67%)



Space (-50%)

Self-checkout kiosks reduce store costs

Reduction in cashiers

50%



Shoppers' adoption

80%



Scan Pay Leave increases the store sales

Increase in store sales

4%

Paradies Lagardère
TRAVEL RETAIL

Increase in sales per user

14%

 EROSKI

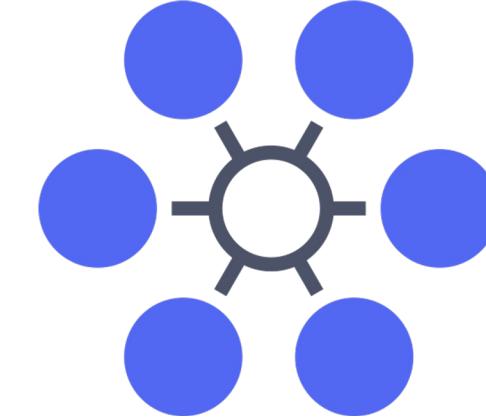
Increase in ABV

25%

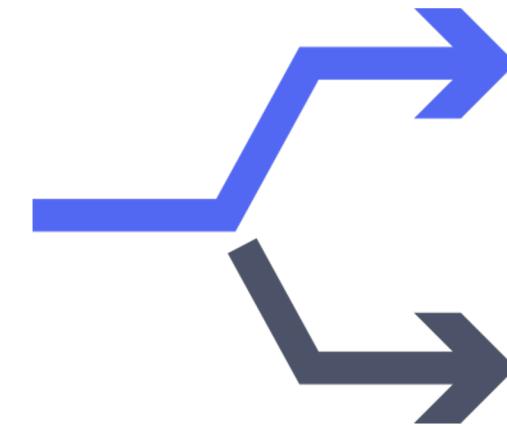
MUJI
無印良品

Technical integration in just 2 weeks

low cost, lightning fast deployment; no changes to existing infrastructure



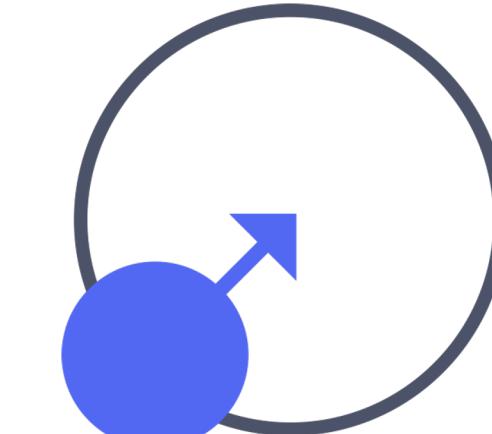
Receive
product catalogue



Choose
payment gateway



Send
POS Data

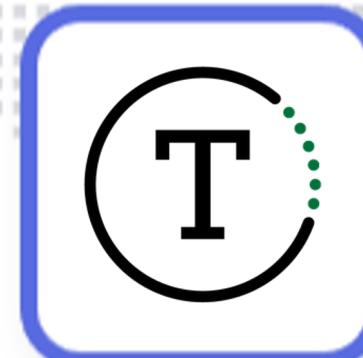


Integrate
promotions



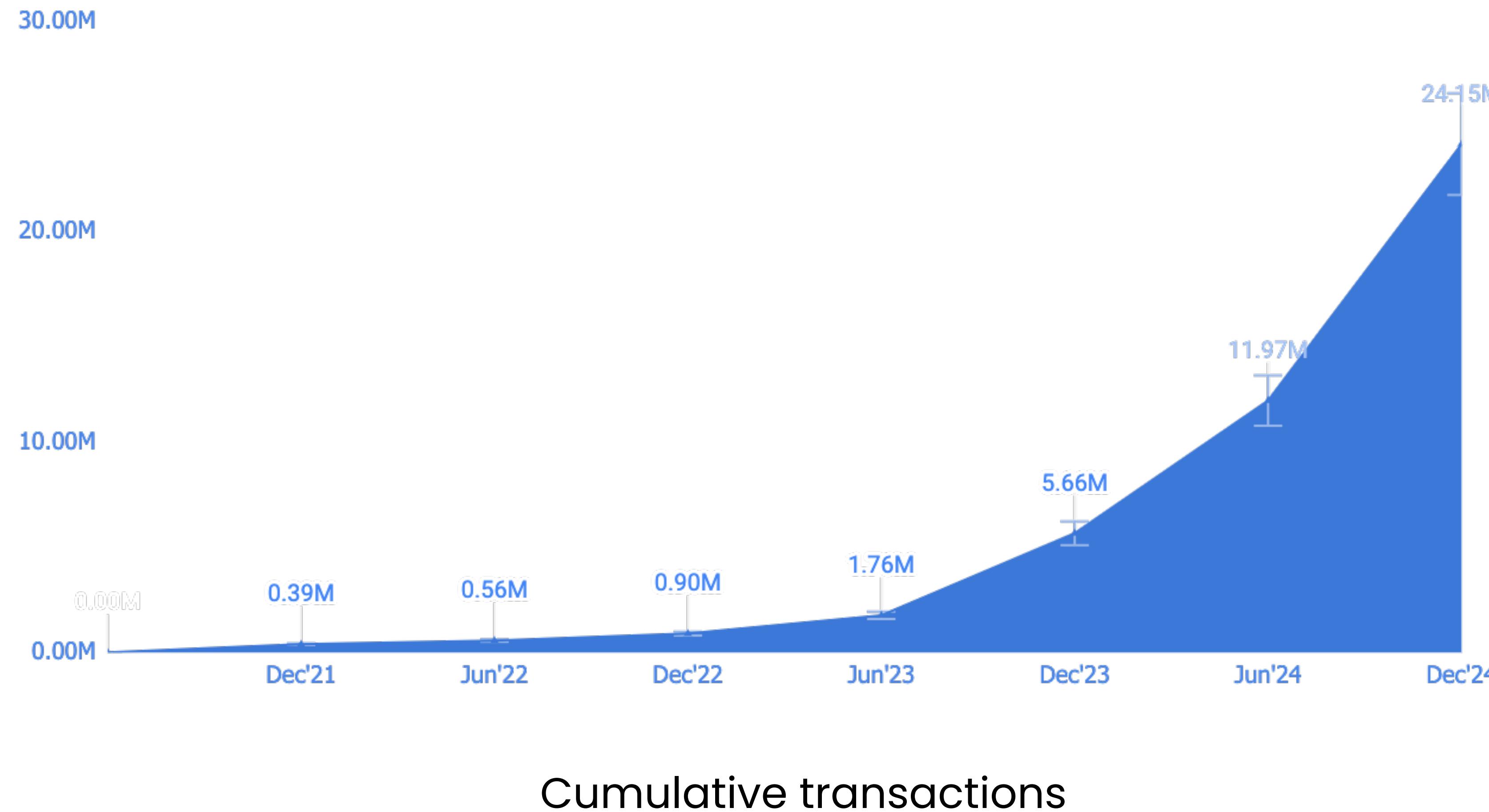
Our retail partners across the globe

35 enterprise retail and grocery brands have already signed across US, Europe and Middle East. Between them they have 10,000+ stores.

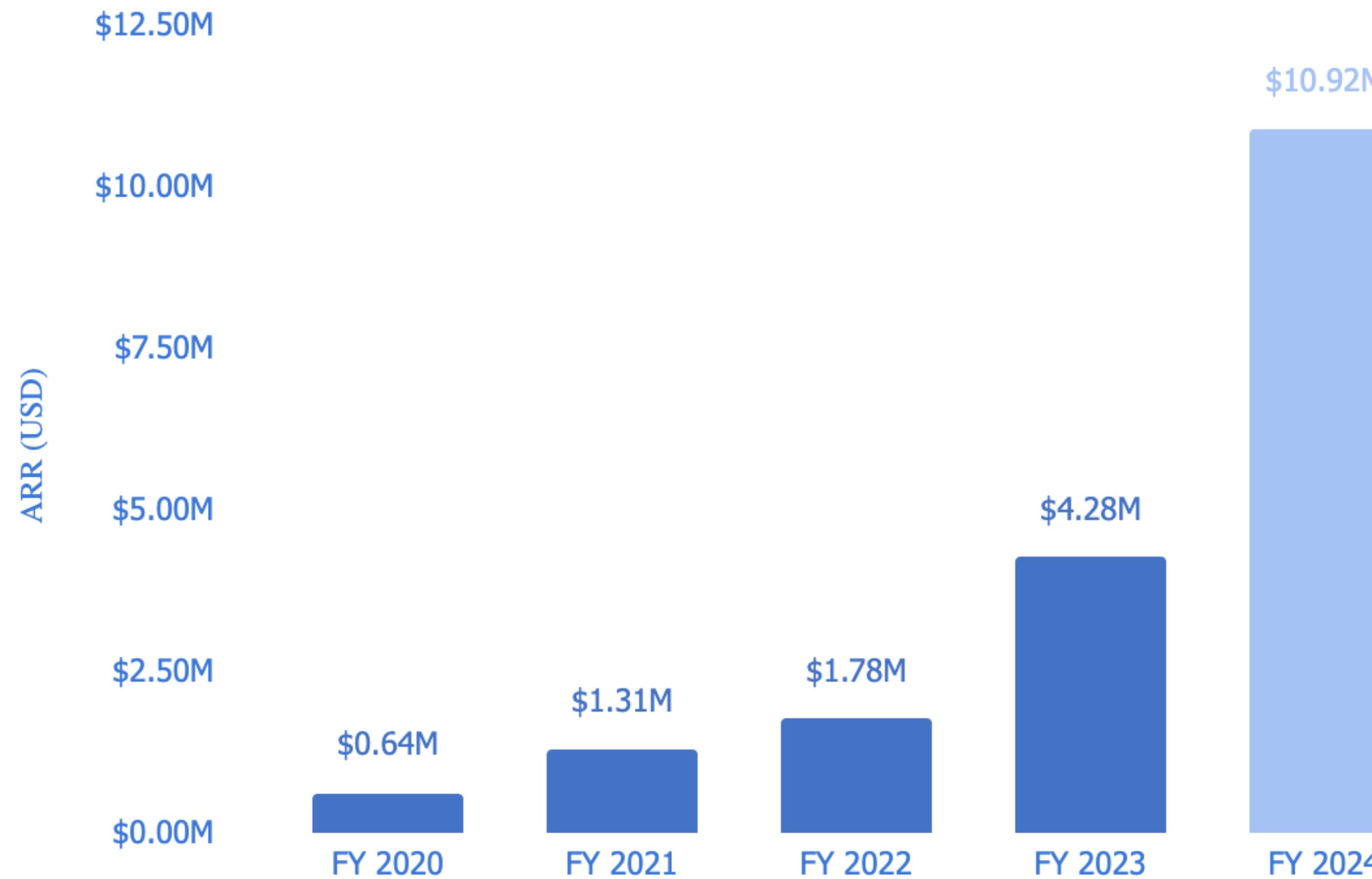


MishiPay is experiencing accelerating traction

Handling more transactions within more stores across more retailers



ARR growing consistently for 4 years



Board and current investors

Board



Mustafa Khanwala
Founder & CEO



Carles Ferrer Roqueta
General Partner at Nauta Capital

- Based in London. Over 20 years of VC experience
- Areas of interest include Security, SaaS, Marketing/Social Analytics/Intelligence and Critical data-driven companies.
- Held management positions in corporate strategy and planning finance/divisions in companies including TRW, AunaGroup/Retevision and EY

Investors



Wide network of B2B merchants
US investor connections – invested in Instacart, Stripe, iZettle which could generate partnerships and help Mishipay build new relationships with investors
Opportunity for B2C distribution through using Mishipay SDK in Amex app



First institutional investor
Highly valuable European VC Connections
Have backed Mishipay long term
Can introduce different Non-Executive Directors and others to the table and add value to the talent acquisition in Europe



LPs include retailers such as TJX, VISA, Abercrombie as well as retail tech companies and other interesting retailer connections
Established West Coast retail tech investor which bring both retail connections in the US and Silicon Valley connections



Syndicate of angels including former chairman of Heathrow, former chairman of Boots, the CEO Sage Pay in the UK These Connections help with Go To Market



Italy-based independent Venture Capital firm
Connections with regional fintech players in Europe e.g. Satispay which could potentially create interesting partnerships.

\$1.5M left in \$5.5M Series A+ Round

Details

- Raising a total of \$5.5M
- Confirmed and closed \$4M
- Remaining allocation \$1.5M
- Target close Jun'24



- Scale Sales & Customer Success teams
- Reach \$10M in ARR
- Break Even at an EBITDA level by Sep'24
- Increase US revenue share to >50% of revenue

Goals

NAUTAQ CAPITAL

AMEX VENTURES

JUNO CAPITAL

UV united ventures

Commerce Ventures



Thank You