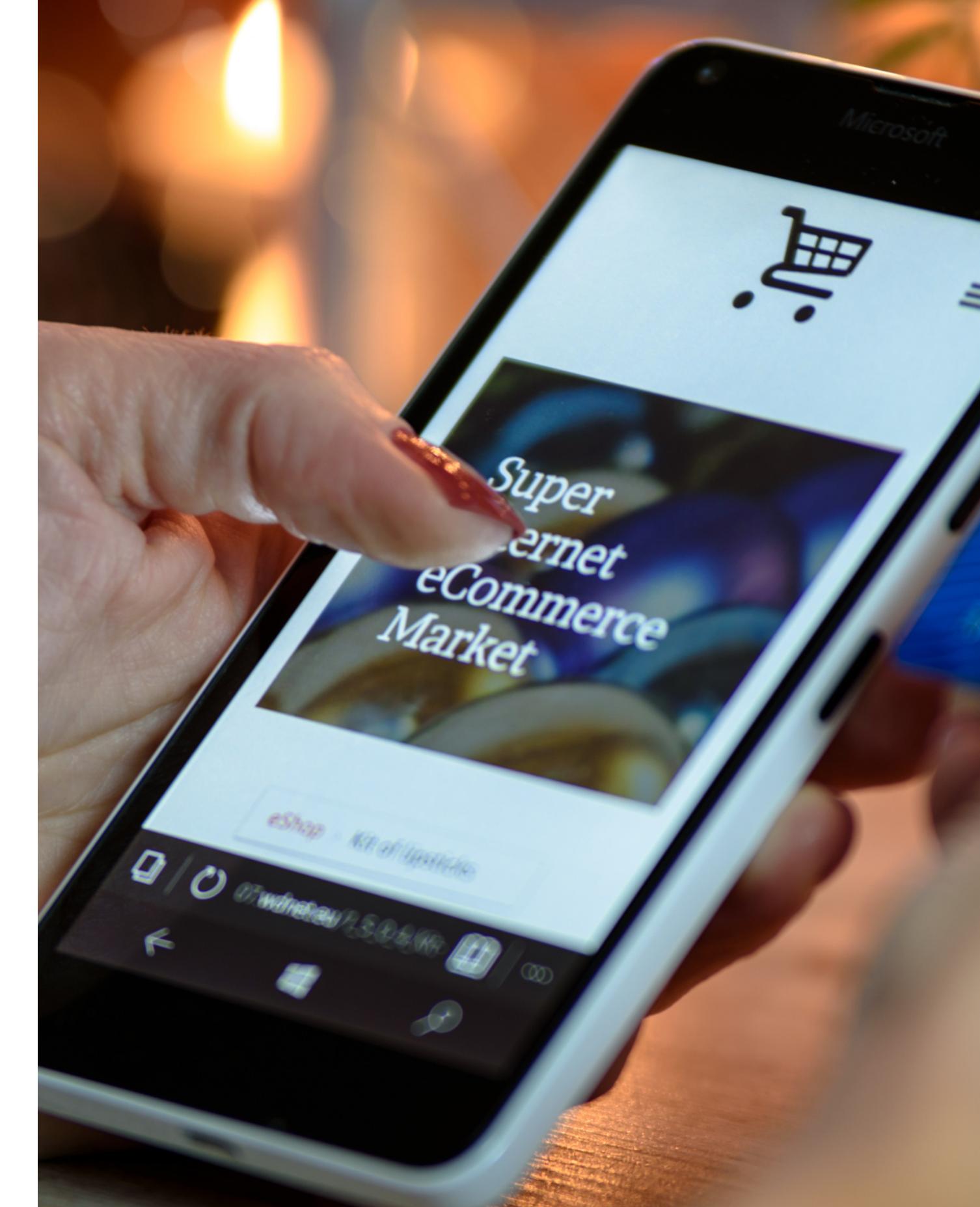


Nazirjon Jo'rayev

Amazon FBA

Biznesi haqida



Nima uchun Amazon?

COVID-19 amazon daromadlarini keskin oshirdi. Quyida bular haqida ayrim faktlar

1

300 000 000 dan ortiq shaxslarning kredit karta ma'lumotlari saqlanadi (shuncha mijozи bor, va xarid uchun 1 klik kifoya)

2

Amazon FBA logistik xizmati. Mahsulot amazon omboriga yuborilgach barcha operatsiyalarni amazon o'z zimmasiga oladi

3

Mijozlarni global miqyosda 24/7/365 qo'llab quvvatlash

4

Facebook, Google reklama, email marketing, blogerlar va ijtimoiy tarmoqlarda post qo'yish haqida o'ylamasa ham bo'ladi

A photograph of three people—two women and one man—sitting at a table in what appears to be a library or study area. They are all looking towards the camera. The woman on the left is wearing a light-colored shirt. The woman in the center has glasses and is wearing a dark top. The man on the right is wearing a dark hoodie. There are laptops and books on the table in front of them.

Nima talab etiladi?

Kreativ bo'lish va sotish uchun mos mahsulotni tanlash

Amazon FBA
boslash uchun
sabablar

Bigger than entire countries

Worth 1.6 trillion \$\$\$



Brands bigger than entire countries: which countries is Amazon worth more than?

Comparing the GDP of countries around the world against Amazon's net worth (\$1.6 trillion)

- - worth **less** than Amazon
- - worth **more** than Amazon

Countries closest to Amazon's net worth

Amazon	\$1.6 trillion
South Korea	\$1.6 trillion
Australia	\$1.3 trillion
Spain	\$1.3 trillion
Mexico	\$1.2 trillion
Indonesia	\$1.1 trillion
Netherlands	\$907 billion
Saudi Arabia	\$792 billion
Turkey	\$761 billion
Switzerland	\$703 billion
Poland	\$595 billion

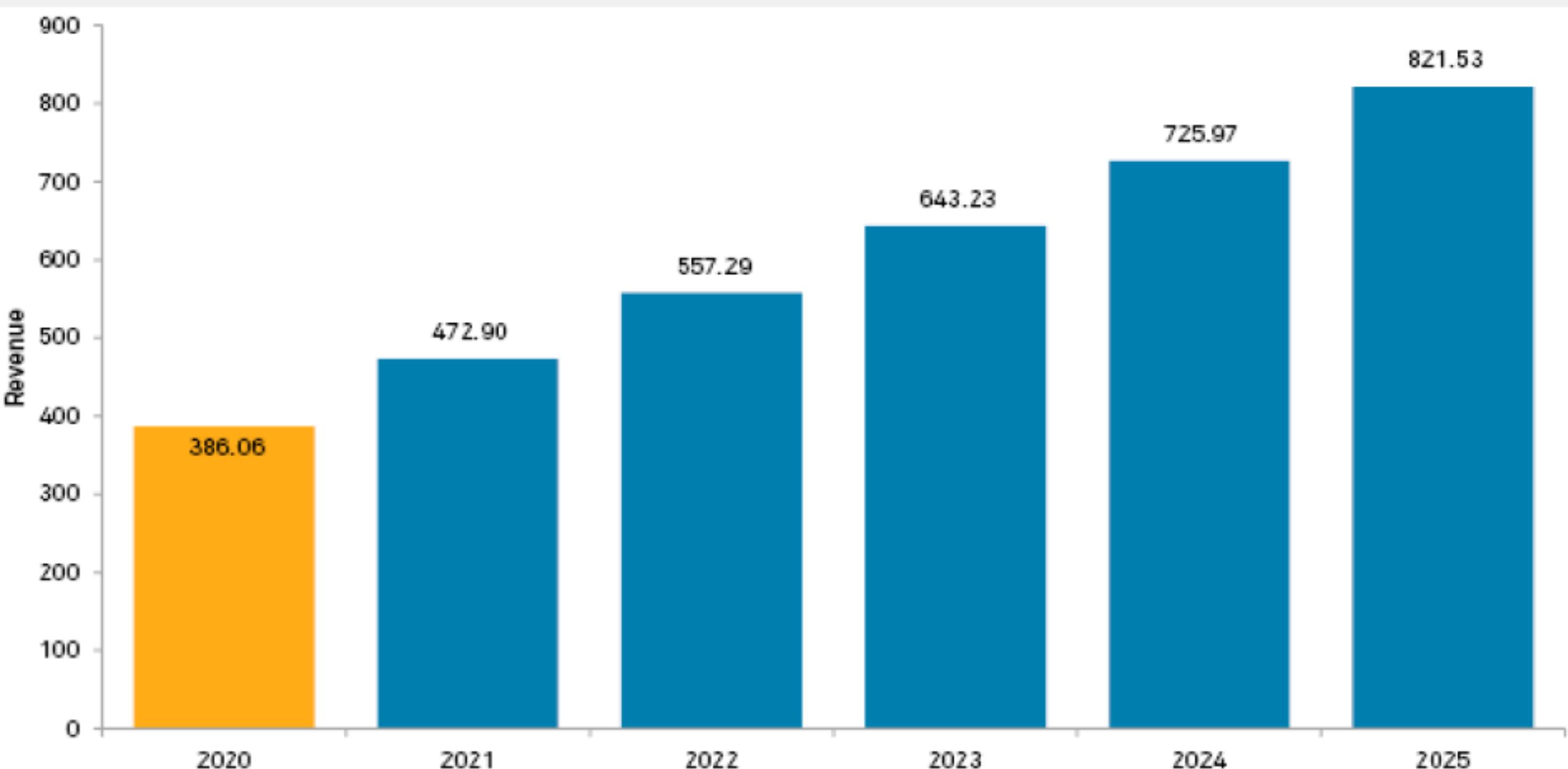


**Amazon FBA
boslash uchun
sabablar**

x2 Revenue

821.53 billion by 2025 (forecast)

Amazon revenue forecasts (\$B)



Data compiled Feb. 16, 2021.

Forecasts after 2020 are the averages of the available revenue estimates of at least 10 analysts.

Source: S&P Global Market Intelligence

**3 mln. visits
per month**

85% sellers are profitable

74% US customers starts searching
from amazon

**Amazon FBA
boslash uchun
sabablar**

By the Numbers

\$ 386,000,000,000

Amazon's annual revenue¹

Amazon.com
sees nearly

3 billion
visits per month²

62%

of consumers start
their online searches
for products on Amazon³

300 million
customers worldwide

2.4 million
active sellers worldwide⁵

Third-party (3P) Amazon
sales account for
54%
of Amazon's
revenue⁴



85%
of Amazon's
3P sellers are
profitable

92% of Amazon sellers use
Fulfillment by Amazon (FBA)

¹ Amazon Investor Relations ² SimilarWeb ³ Jungle Scout Consumer Trends Report ⁴ Statista ⁵ Marketplace Pulse

Nima qilmoqchimiz?

Keyinchalik boshqa
kompaniyaga sotish
ham mumkin bo'lgan
haqiqiy brend
qurmoqchimiz

Ko'chirma
mahsulotlarni olib
sotmoqchi emasmiz



Nimaga brend qurmoqchimiz?

**'Copycat' mahsulotlarga o'z logotipimizni qo'yib
sotishdan tashqari 'retail arbitrage',
'wholesaling', 'dropshipping' modellari ham bor.
Bu usullar qisqa muddatli bo'lib, bunday yo'l
bilan uzoqqa borib bo'lmaydi.**



MARKETS BUSINESS INVESTING TECH POLITICS CNBC TV WATCHLIST CRAMER PRO

Amazon aggregators like Thrasio and Perch are raising billions of dollars to buy mom-and-pop sellers in a crowded market

PUBLISHED SAT, AUG 7 2021 9:00 AM EDT | UPDATED MON, AUG 9 2021 6:54 PM EDT

Forbes

Sep 6, 2021, 12:11pm EDT | 6,839 views

The Amazon FBA Acquisition Gold Rush Is A Billion-Dollar Booming Industry

FBA brendlarni sotib olish uchun 1,9 mlrd \$ investitsiya jalb qilishgan (2021 y)

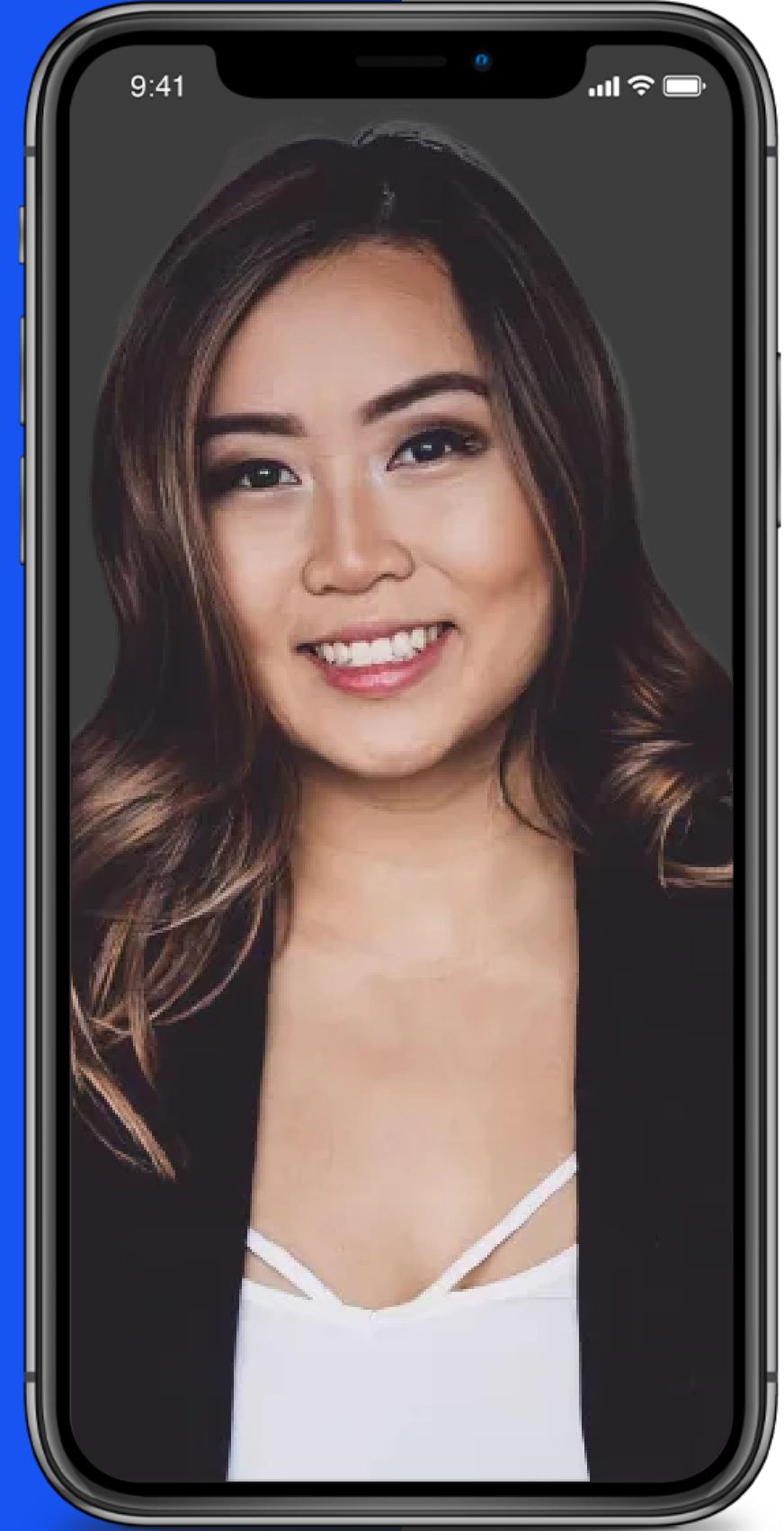
100 dan ortiq FBA
brendlarni sotib olgan

Sababi

Amazon dagi tayyor
brendlarni sotib olish yirik
kompaniyalar o'rtasida
ommalashmoqda.

Amazon FBA biznesi haqida

Bu ishda
mentorimiz



Melisa Vong

- Faoliyatining birinchi oyida \$30 000 daromad qilgan.
- Namskara brendining 1- yilida \$1mln. ortiq daromad qilgan
- 2 ta brendining har birini bir necha million \$ ga boshqa kompaniyaga sotgan
- Amazon FBA orqali jami 20 mln \$ dan ortiq daromad qilgan.
- Bizda undan maslahat olishga, tanlagan mahsulotimizni potensiali bor yoki yo'qligini tekshirtirib olishga, 1-1 gaplashishga imkoniyat bo'ladi.

Melisa Vong sotgan 1-mahsulotlari



A product image of Namskara Aloe Vera Gel. The bottle is brown with a white label featuring a green and blue gradient design. The label reads "NAMSKARA", "ALOE VERA GEL", "SKIN RESTORATION", "COOLING, MOISTURIZING, AND HYDRATING", "ORGANIC ALOE VERA", "ORGANIC PEPPERMINT", and "VITAMIN C". The net weight is listed as 16 fl. oz. (473 mL). The background shows several slices of fresh aloe vera leaves.

CPU: \$4.04
Sale Price: \$15
Initial Order: 1000 units (\$4040)
Total Sales: \$15,000
Profit Per Unit: \$5.52
Total Profit: \$5520

Sold out in first week!



A product image of Namskara organic Castor Oil. It includes a brown glass dropper bottle and its white box. The box features the brand name "NAMSKARA", "organic CASTOR OIL", "BEAUTY ENHANCER", and "USDA ORGANIC". It also lists "100% PURE", "UNREFINED", "HEXANE-FREE", and "COLD-PRESSED". The net weight is 1 oz. (30 mL). Next to the bottle are two black eyelash applicators.

CPU: \$2
Sale Price: \$12.97
Initial Order: 2,531
Total Sales: \$32,827
Profit Per Unit: \$7.23
Total Profit: \$18,299

O'zim haqimda qisqacha



**Muslimbek
Rakhmonov**

- e-Tijorat va raqamli marketing bo'yicha 10 dan ortiq onlayn kurslardan o'rganilgan 3 yillik tajriba
- Shopify va Etsy da bir nechta do'konlar, print on demand sohasida \$10 000 ga yaqin daromad.
- Amazonda sotish uchun O'zbekistonga ruxsat berilishi bilan akkount ochdik va yuborgan mahsulotimiz noyabr oyidan sotilishni boshladi
- To'lov tizimlarini ishlatalish uchun AQShdan kompaniya ochishga to'g'ri keldi (2018y.)

TOTAL VIEWS	VISITS	ORDERS	REVENUE
12.7K <small>⌚ Just now</small>	7,303 <small>⌚ Just now</small>	149 <small>⌚ Just now</small>	\$2,994 <small>⌚ Just now</small>

Pul

**\$20 000 - \$100 000
o'rtasidagi mablag' bilan
boslash tavsiya etiladi.**

Kelishuv - MUZORABA

20/80