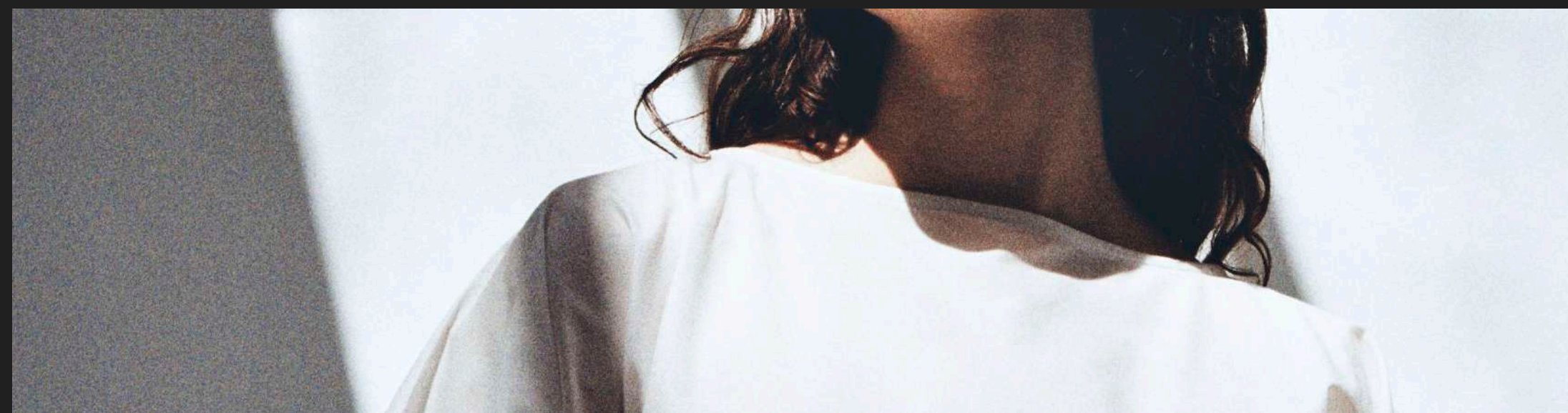


# FINDS

The end-to-end  
solution for surplus  
stock management



Circularity for fashion through  
surplus stock automation



45bn  
fashion products are  
unsold every year

€500bn  
yearly loss for fashion  
brands



## Surplus stock problems we know & understand.

*01.*

### A heterogeneous problem

The nature of unsold garment stocks is variable (fabrics, size, quantities, colors, etc.)

*02.*

### Regulation & compliance

The AGEC law prohibited the destruction in France in 2022. EU will follow in 2024 (EPR)

*03.*

### No unique solution

Multi-channel management: No outlet, recycler, upcycler or NGOs is capable of absorbing 100% of it's volumes.

*04.*

### An inefficient process

Each unsold stock is processed manually (email, excel, phone call): the process of discharging surplus stocks takes up to 4 years.

*05.*

### Margin killer

Stocking costs (**€54bn/year**), HR cost, logistic cost & environmental cost.

## What about your unsold inventories? —

### — **Monetization**

Do you extract the maximum value of your surplus stocks?

### — **Data-driven**

Do you plan your actions based on data?

### — **Productivity**

Do you consider your surplus stock management process to be swift and efficient or time consuming?

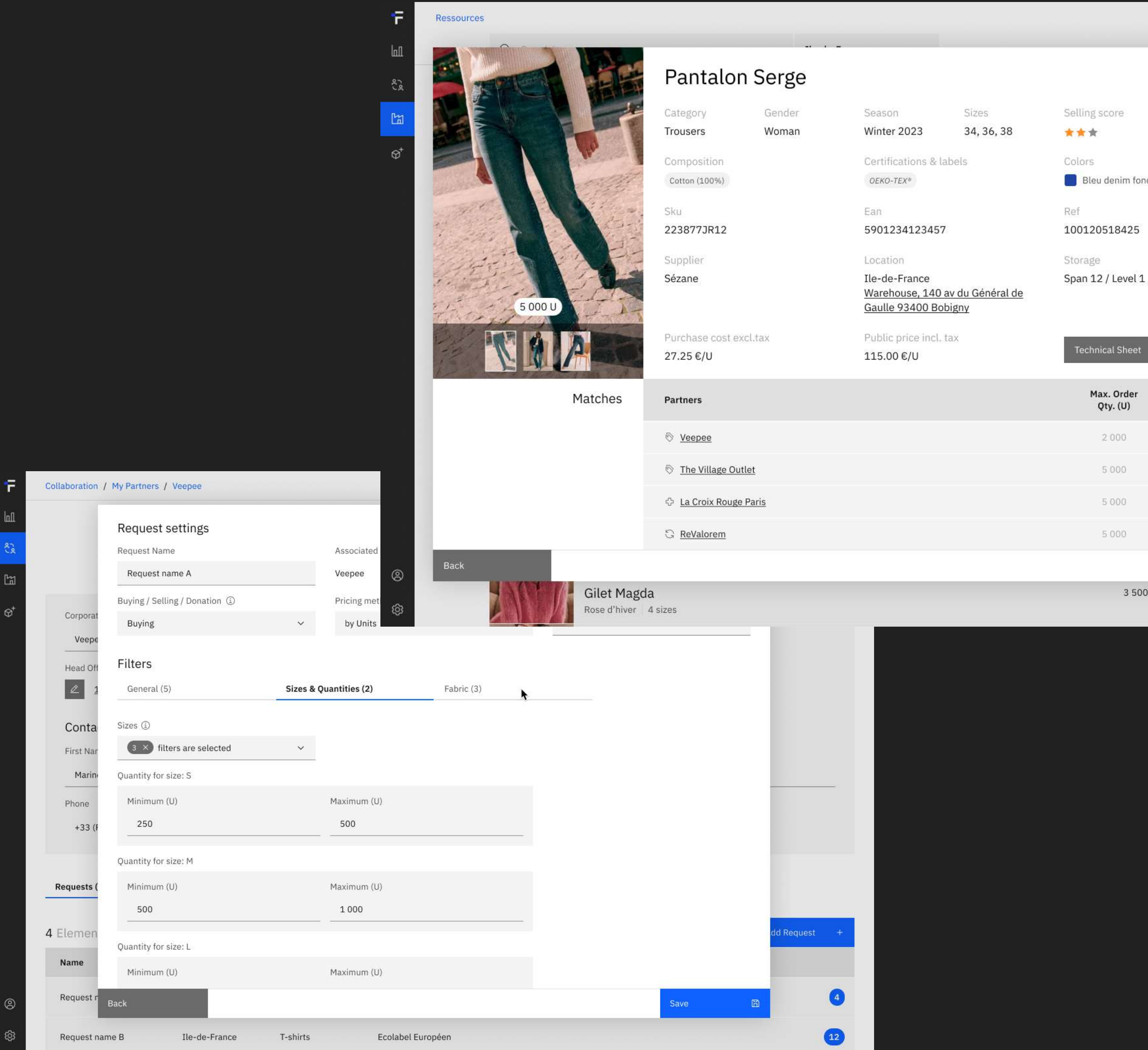




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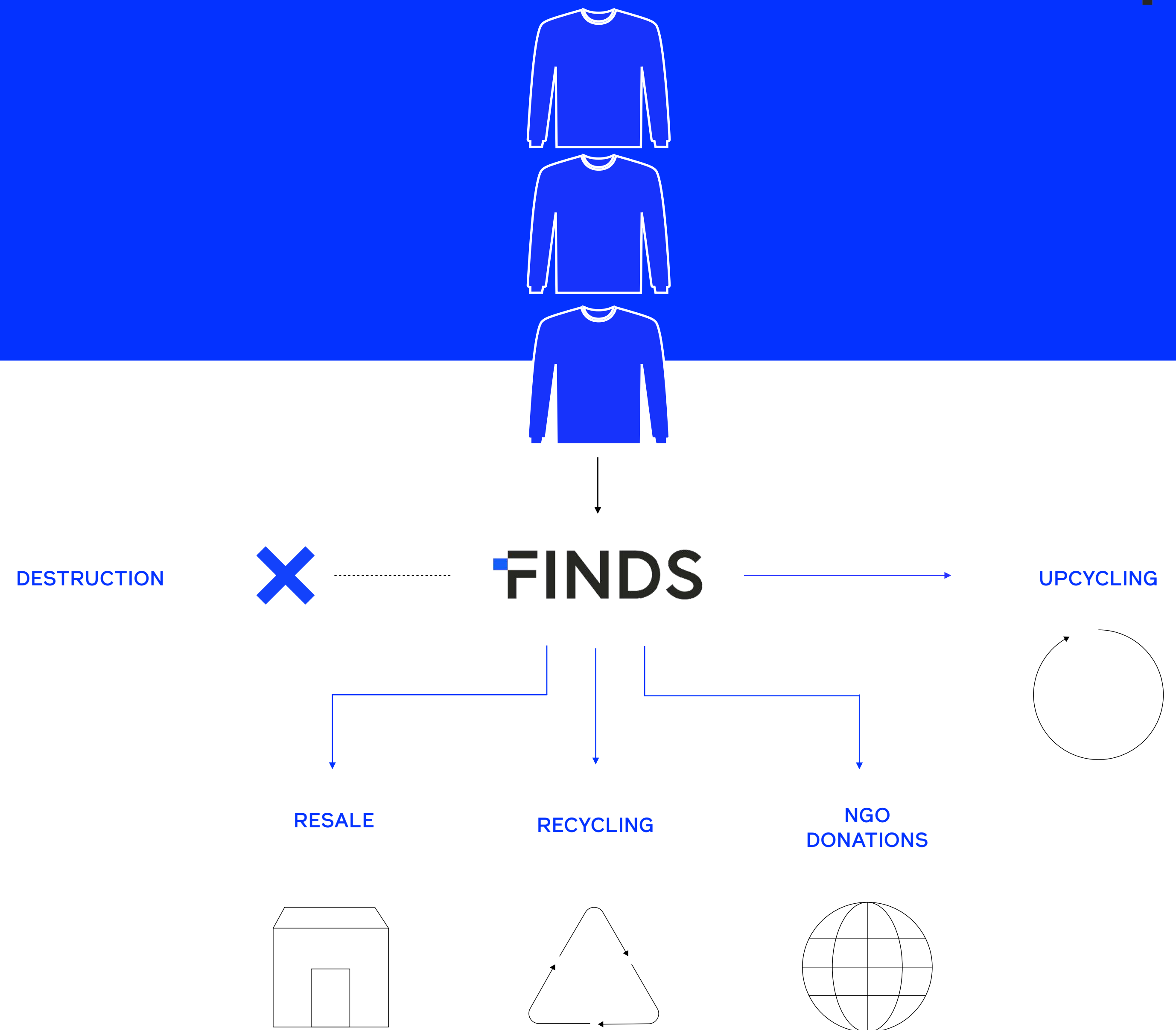
The easiest way to effectively manage your stock clearance campaign

Centralize your entire surplus stock management in a dedicated environment



# Multi-channel solution routing for unsold products

- Securely integrate your surplus stock data & your existing distribution channels
- Get access to FINDS solutions network
- Let the data-driven approach automatically optimize your processes and facilitate reporting



# Streamline your unsold inventory process with an intuitive and flexible SaaS platform —




7



Ressource

Sézane

Article



★★★ 223877JR12 2023

Pantalon Serge

Bleu denim foncé 3 sizes

Purchase cost excl.tax27.25 €/U

Public price incl. tax115.00 €/U


Stocks & sizes by warehouse

Boulogne

Size	Ref	Qty
S	005010165	1 130 U
M	005010165	2 870 U
L	005010165	530 U
Show sizes		Total stocks4 530 U

Matches

Partner & Sizes	Min. Order Qty. (U)	Select Qty (U)	Max. Order Qty. (U)	Partner Price excl tax	Submitted Price excl tax	Sub Total	Availability
^ Veepee	1 000	Min 1 750 Max	1 750	69.00 €/U	69.00	120 750 €	06/01/2023
S 005010165	250	470	470			32 430 €	
M 005010165	500	850	850			58 650 €	
L 005010165	250	700	700			48 300 €	
^ The Village Outlet	2 000	Min 0 Max	5 000	32.00 €/U	32.00	0.00 €	mm/dd/yyyy
^ La Croix Rouge Paris	1 500	Min 0 Max	100	0.00 €/U	0.00	0.00 €	mm/dd/yyyy
^ ReValorem	3 500	Min 0 Max	5 000	25.00 €/U	25.00	0 €	mm/dd/yyyy
Back	Total	1750 U				120 750 €	Validate



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Gilet Magda

Vert Gilet Magda 1 sizes

5 000 U

No solution yet!

## 1 Forget excel: a dedicated environment to exchange

Efficiently collaborate with internal and external partners for excess stock management (outlets, NGOs & recyclers, etc.)

## 2 Increase margins

Enhance your workflows and obtain insightful business intelligence based on data to effectively handle your stock clearance campaigns

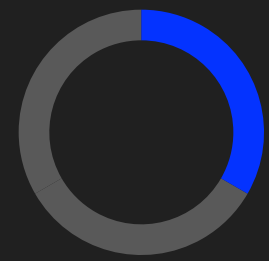
## 3 Plug&Play solution

Monitor the economic and ESG performance of your excess inventory management and effortlessly onboard new partners to improve the efficiency of your clearance campaigns

**FINDS platform takes the guesswork out of surplus stock management by capturing relevant data, automating workflows, and monetizing your excess stock.**



# The three must-haves to effectively start managing your surplus stock



A clear visibility of your inventory and key data available in a single space



Measure sell-through capacity and monitor partner demands to plan stock liquidation



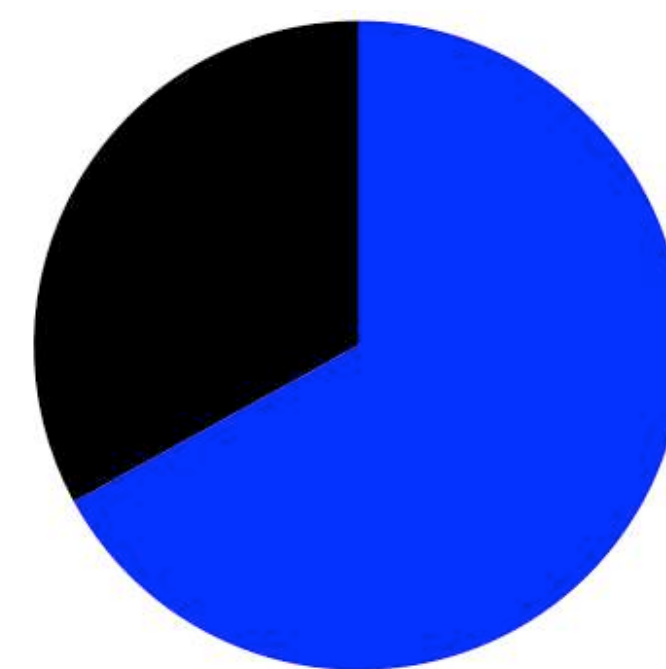
Standardized exchange processes with your partners

**FINDS combines these three core elements to automate and enhance your unsold inventory management**



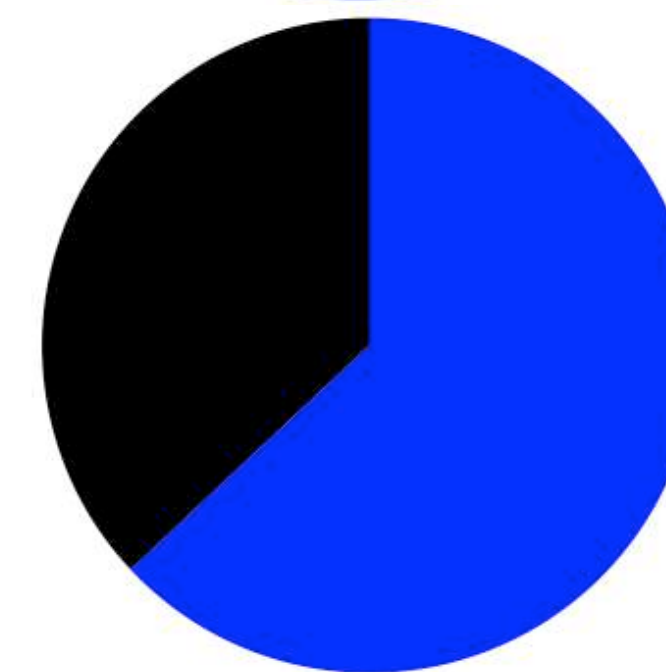
# The importance of sustainability in the fashion industry

The statistics speak for themselves on why this is the time to innovate in your stock management



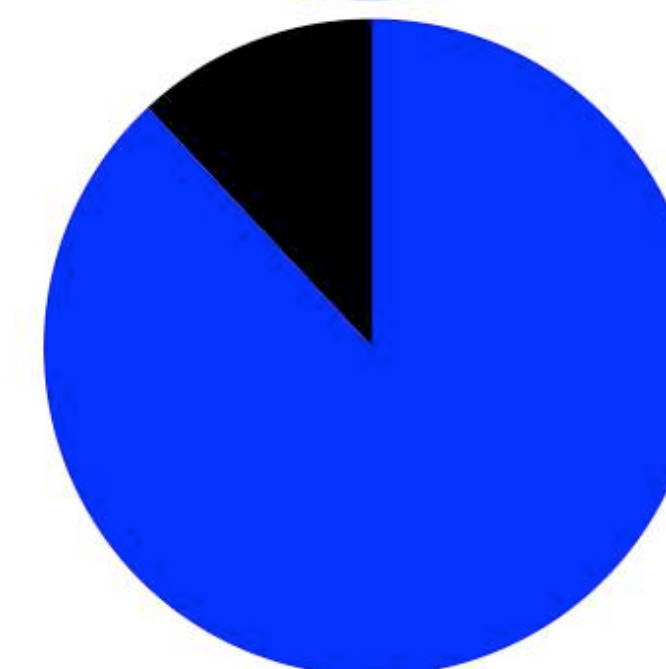
67%

of fashion consumers ask for more sustainable materials



63%

of consumers purchase exclusively sustainably made products



88%

of consumers think that decreasing waste should be given more attention

*Source: McKinsey & Company, 2022*



# ESG focus


Below are four critical inquiries to make regarding your surplus stock management procedures.

- 1 How does your process for managing unsold products reflect your company's sustainability goals?
- 2 How can those processes be measured and the results tracked?
- 3 How can the right business intelligence drive sustainability efforts?
- 4 How can unsold products be avoided or minimized?

**With FINDS, organizations can equip themselves with the necessary tools to manage their unsold products sustainably.**

To reduce their environmental impact, companies across all industries are reconsidering their approach to handling unsold inventory to maximize resale, repair, and recycling opportunities. The latest advancements in data analytics offer the most effective means of enhancing the sustainability of surplus stock value chains.





“Optimizing the management of surplus stocks is a real need for the industry right now; FINDS proposes a structural answer to this challenge.”

Yann Hinsinger, CEO of Pimkie



# TEAM

## FINDS



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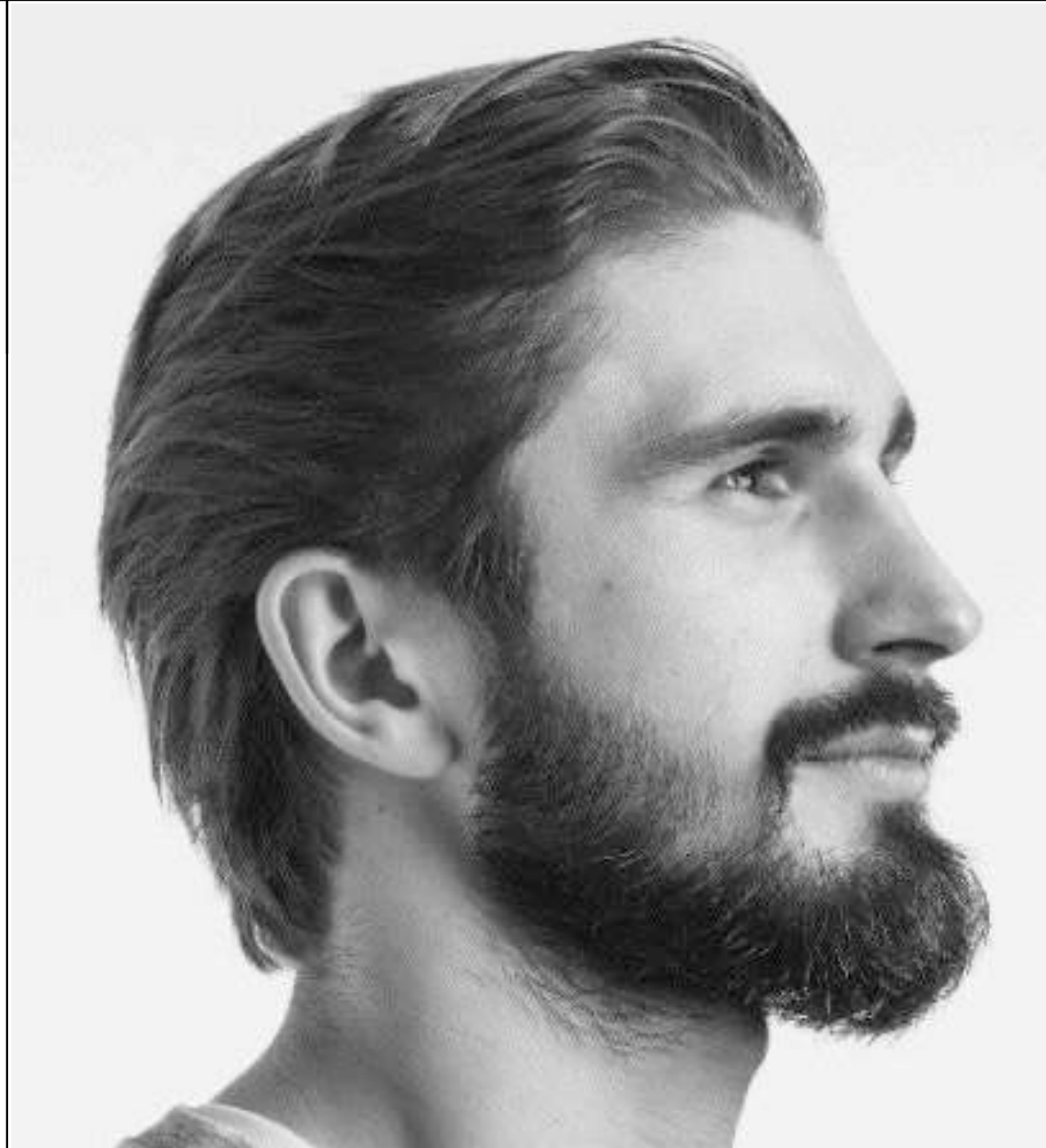
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