



COMPANY PROFILE



*BOUTIQUE DISTRIBUTOR FOR
BENELUX COUNTRIES*

Latest update: **MAY 2024**



BRIEF INTRODUCTION

History

2moso was established in 2005 and began by importing and distributing colorful designer bags and sleeves for MacBooks (iBook, PowerBook etc.). At that time, the market was primarily dominated by standard black, durable bags. 2moso's new and innovative range offered a welcome breath of fresh air while fulfilling a need in the market for Apple Resellers and online retailers, who soon found their way to 2moso. Due to the increasing popularity of the iPod, the range of products was expanded to include cases and this allowed 2moso to firmly establish itself as a major supplier of exclusive Apple accessories for consumer electronics. Since the beginning, the range of products has been steadily expanded with top-of-the-range quality brands.

Present

2moso currently mainly operates within the sports channel. Since 2012 we started developing this channel and began to build our product portfolio for endurance sports. Within the sports channel Biking & Running are the sports which stand out. Add Swimming to the the mix and you can do a Triathlon.

We do this with the same vision as we started:

To make people happy with beautiful and functional accessories



OUR VISION & MISSION

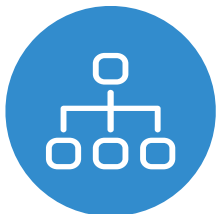
What is a distributor's function in this day and age? We believe there are brands and markets that have specific elements that are suitable for a local distributor. We see ourselves as a boutique distributor, which basically means that we serve niches. Sometimes we require several niches in order to be able to offer a certain service or reach a certain commercial level, so that we can operate effectively. But that's fine, as long as each of the stakeholders is happy. We know which volumes we need to generate so that our back office operates efficiently.

Our mission? To provide a stable organization for all stakeholders, to build long-term relationships and to have some fun along the way!



MARKET KNOWLEDGE

We have people out there who visit clients and participate in events and networking events. This generates a lot of knowledge, expertise and leads.



SUPPLY CHAIN

We have our own warehouse and client-connected IT systems, which means that we can move products efficiently. We also function as an extra stock keeping unit.



BRAND BUILDING

We love all brands and the way in which we use them allows us to act much like an extension of the vendor.

OUR COMPANY TIMELINE

2005 - 2018



FOUNDING

Zmoso began as a home-based company and was founded by **2** people: **mother**, Ellis van Baalen, and her **son**, René Knierim.

2005

2009



>100% YOY GROWTH

After managing the first period of growth and moving to an office with its own warehouse in 2009, we hired our first personnel to help us manage future growth.



REACHING THE FIRST PEAK

2012 marked a turning point in the history of 2moso. After experiencing growth >100% YOY, winning several awards and expanding our offices, warehouse capacity and staff we saw the first signs of a changing market situation on both macro and micro levels. This saw us change our strategy from growth to consolidation.

2012

2015



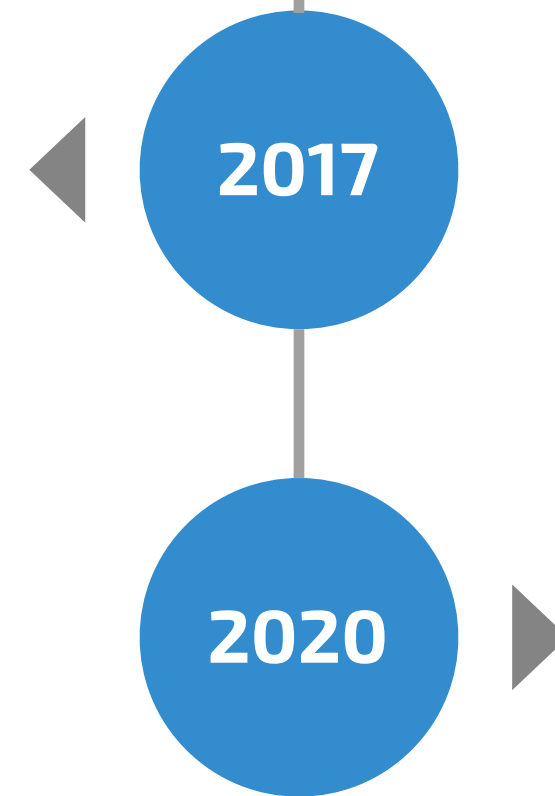
ENTERING NEW CHANNELS PAYS OFF

Since 2012, we have made a serious effort to establish ourselves by launching a number of new brands in the sports channels that serve the biking and running specialty stores. In 2015 we saw the potential and capitalized on this opportunity, which led to 2moso becoming an established and well-known distributor.



SECOND GROWTH PHASE

While the mobile channel continued to consolidate, the sports channel continued to grow rapidly. In an effort to accommodate this rate of growth, we once again expanded our offices, warehouse capacity and staff. For the first time in 2moso's history, 2017 saw the sports channel outgrow the mobile channel.



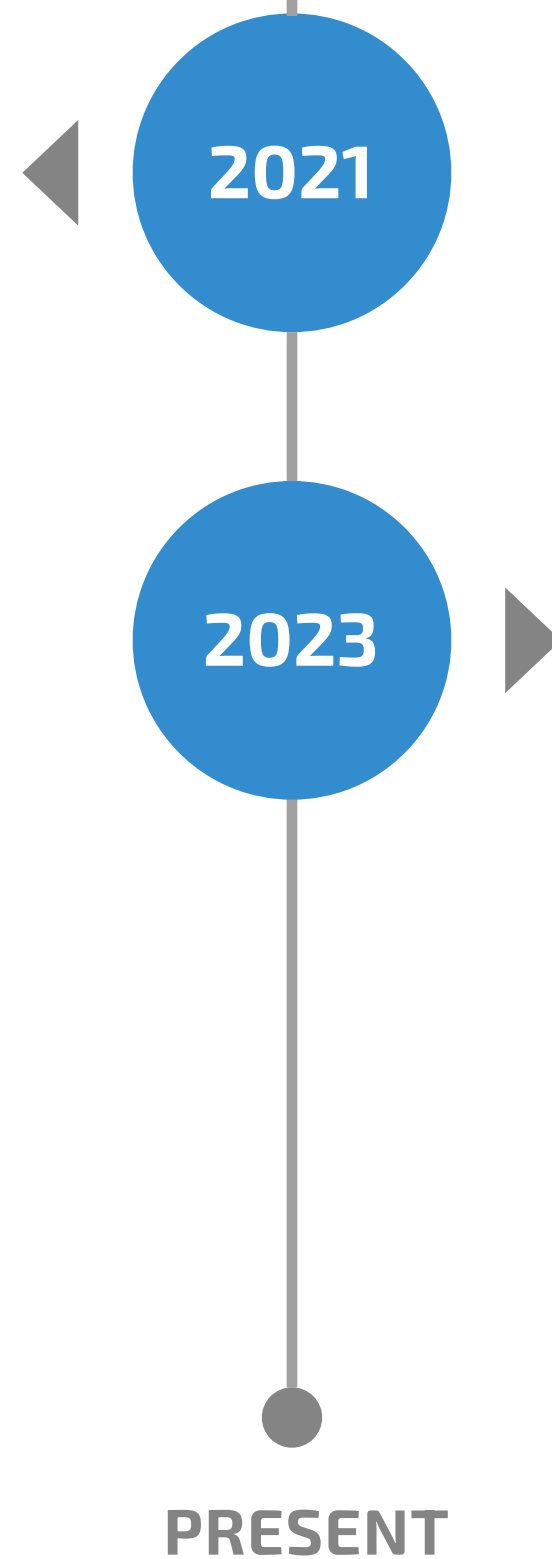
ZMOSO & COVID

2020 has been a turbulent year in many ways. We were lucky enough to be in a channel where demand surged due to Covid-19. Managing the lack of supply was our greatest challenge.



TRANSITION TO SPORTS

2021 was still a Covid-19 year where demand was very high in our sports channels. We also introduced several new sport related brands and parted with some long lasting mobile suppliers. This marks our final transition from a mobile accessory business to a sports accessory business.



RELAPSE

2022 and a large part of 2023 were a challenge due to overstock in the channel, global unrest and surging inflation. It was only until Q4'23 that we saw good results coming back.

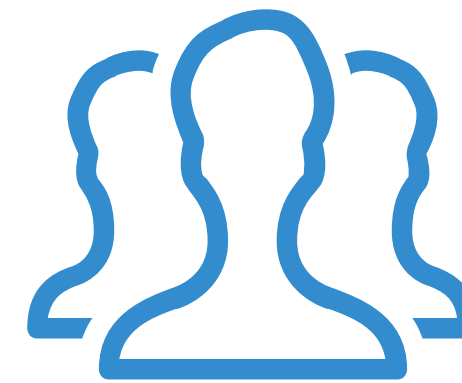


**TRUST IN
OUR TEAM**

2moso

OUR TEAM'S EXPERTISE

What can you expect from our team?



01

EXPERIENCE

Strong management team and years of experience in the industry

02

CONNECTED

A well-connected team, due to our relationship marketing and industry partnerships

03

SERVICE

A backoffice team, which is all about service, personal relationships and long-term 2moso employees

04

SKILLS

A specific set of skills in each department, which is actively supplemented through training and experience

05

OPERATIONS

Always up to date with the latest IT developments. Connections with several clients. Automated warehouse processes

WHAT DO WE DO?

Zmoso is a boutique distributor for the BeNeLux countries



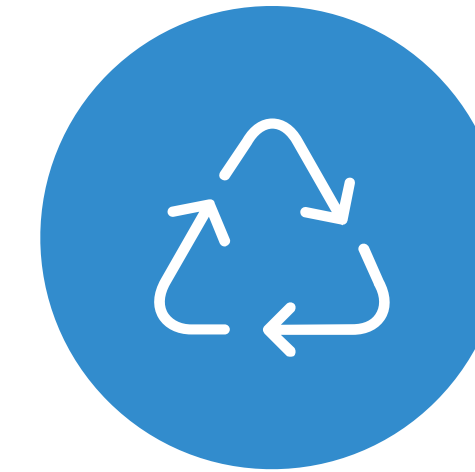
SALES

-
- Led by Job Pijpers who has many years of retail experience
 - Dedicated sales team of 5
 - Our eyes and ears in the market



BRAND MANAGEMENT

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- Dedicated brand managers to oversee all aspects of the business
 - Responsible to live up to the expectations of all stakeholders
 - Most active in marketing and getting info distributed through the chain

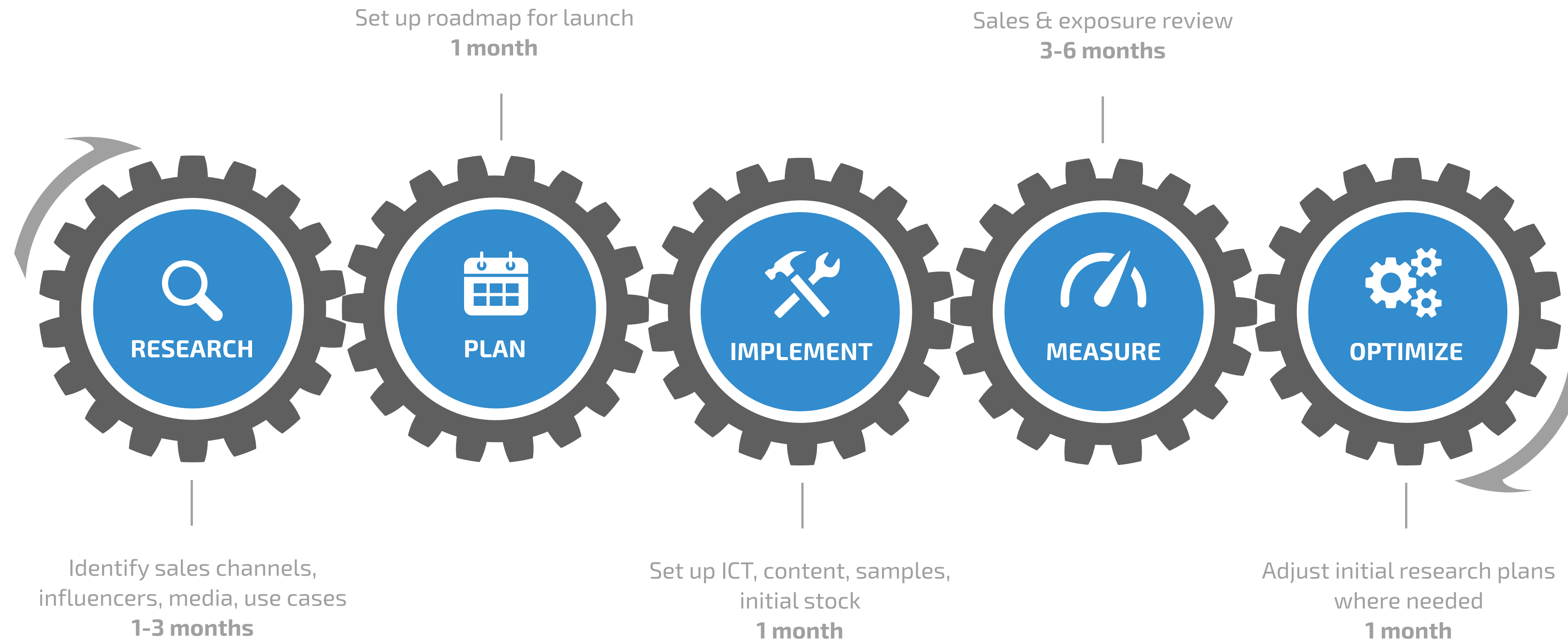


SUPPLY CHAIN

-
- Led by Michel van den Akker, who has come on board in 2024
 - Responsible for Warehouse, Assembly, Purchasing and Customer Support
 - To achieve the best operational excellence as possible

LAUNCHING A PRODUCT THE PROCESS

How do we launch a product? And how long does it take?





BIKING PORTFOLIO

Wahoo has become a leading global brand in sports accessories. We were there from the start and successfully built this brand in the Benelux countries.

wahoo

SPORTS PORTFOLIO

Other brands in our sports portfolio



Princeton CarbonWorks



4iiii



Shokz

SPORTS PORTFOLIO

Other brands in our sports portfolio



Dynamic



Pure Power



CORE

SPORTS PORTFOLIO

Other brands in our sports portfolio



FORM



Alba Optics



Udog

OUR CLIENTS IN THE SPORTS CHANNEL

We serve around 500 independent bike stores, 150 running stores and all relevant online stores



Leading online bike and running accessory webshop in Benelux.



Leading franchise organization in The Netherlands with 16 running stores.



Traditional bike store that has evolved into a leading multicountry webshop, 4 superstores and 8 service points.



Leading outdoor accessory retailer in Belgium with over 50 stores and a major online presence.



Leading in the Tri channel with webshop and 2 stores.



Traditional independent bike shop that sells premium bike brands. We serve over 200 of these stores.

SOME QUICK FACTS

Based on 2023

800+

CUSTOMERS

1000+ doors

16 mio

REVENUE

Back on track for further growth

1100

ACTIVE SKU

Representing 13 brands.

SOME QUICK FACTS

Based on 2023

20

PEOPLE WORKING AT 2MOSO

Managed to stay visible in the market and service our customers

150K+

ITEMS SHIPPED

Lots of happy customers

500+

HOURS SUPPORT

Customer Support helping out dealers with all technical and general support



**THANK YOU
FOR
WATCHING**

2moso

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