# Transform Retail Through Partnership

BUILD NEXT-GEN RETAIL FOR BETTER LIFE AND ENVIRONMENT TOGETHER

# UNSHOP Solution Build for Partnership
## 合作共赢的平台

**Focus on Home Improvement with Eco-friendly and sustainable building material and appliance**

- Integrated with IBI digital supply chain

- AI embedded eCommerce Portal and SaaS service

- Plug and Play with local product, local marketing and local service integration

**Vision**
**Drive Better Life and Environment Through ECO Technology and AI Deployment**

**About IBI**

Founded Sept 2002. IPO in China 2019

- China Top 500 Private Enterprise
- China Top 100 Service Enterprise
- China Top 100 Valuable Public Company
- China Top 100 Public Company ESG Performance

**IBI is China #1 B2B distribution platform of industry material, and services**

**UNShop is IBI initiative** for global expansion through NextGen AI driven Omni Channel solution. Founded in Shanghai April 2024



over **100** industrial sectors | **2.8085** million registered member enterprises | **10** million yellow pages database | **50** million bidding information resources

**IBI National Award**

- Top 10 **Practice Cases of Big Data**
- The 1st Batch of National **Best Practice of Enterprise Supply Chain** Innovation
- Industry **e-Commerce Platform Innovation** success case
- Beijing enterprise technology center

# Retail Trend and Challenge

趋势及挑战

- ⚙ **Supply Chain Transparency**
- 🔍 **Hybrid Digital and Physical Experience**
- 📅 **Technology and Sustainability**

# Embrace Technology To Lead Ahead
拥抱技术引领飞跃

- Meeting customer demands for faster deliveries and more variety with inventory accuracy:  Need Full Digital Supply Chain Management

- Manage customer journey and convert shoppers into customers:  Need AI driven Product GPT reduce abandonment with product insights dynamically

- Adapting to shifting consumer behavior and preferences when keeping up with changing technology. Need Plug-Play with Ground Diversity



20 ECOMMERCE CHALLENGES & SOLUTIONS

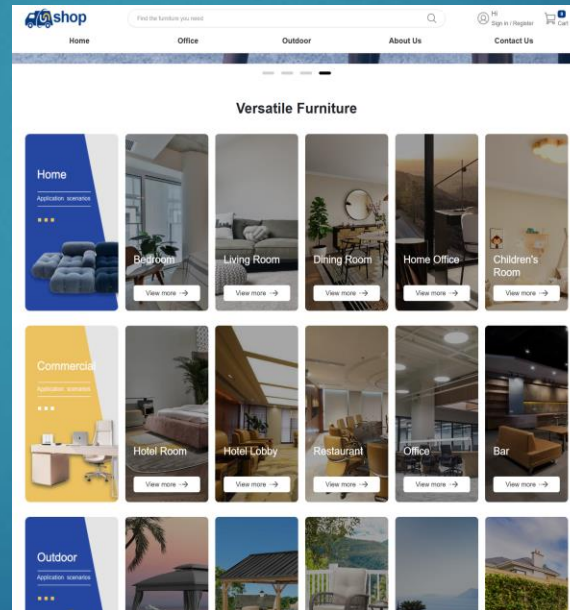| 1 | 2 | 3 | 4 |
|---|---|---|---|
| Cyber Data & Security | Converting Shoppers into Paying Customers | Attracting the Perfect Customer | Customer Experience |
| 5 | 6 | 7 | 8 |
| Customer Loyalty | Online Identity Verification | Competitor & Competitor Analysis | Price & Shipping |
| 9 | 10 | 11 | 12 |
| Product Return & Refund Policies | Finding the Right Tech Partners | Customer Support | Cross-border eCommerce |
| 13 | 14 | 15 | 16 |
| Marketing Budgets | Going Omnichannel | Data Privacy | Logistics |
| 17 | 18 | 19 | 20 |
| Store Agility | Customer Expectations | Placement of Elements within your page | Sustainability |

# 3 Strategy To Win Together
# 合作共赢

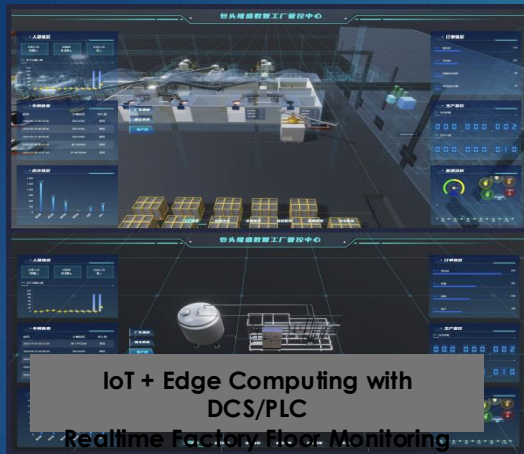## Cloud Factory Digital Supply Chain



## AI Embedded Omni Channel Platform



## Global Deployment Local ECO system



Omnichannel Retail: Transforming the Real Estate Landscape

# Digital Factory Solution
# Sustainable Growth with Digitized Supply Chain

## IBI PTD Cloud: Manage Immutable and Transparent Record Throughout Supply Chain From Raw Material to Manufacturing, Distribution and Retail
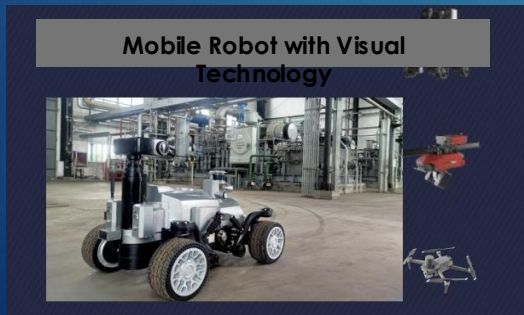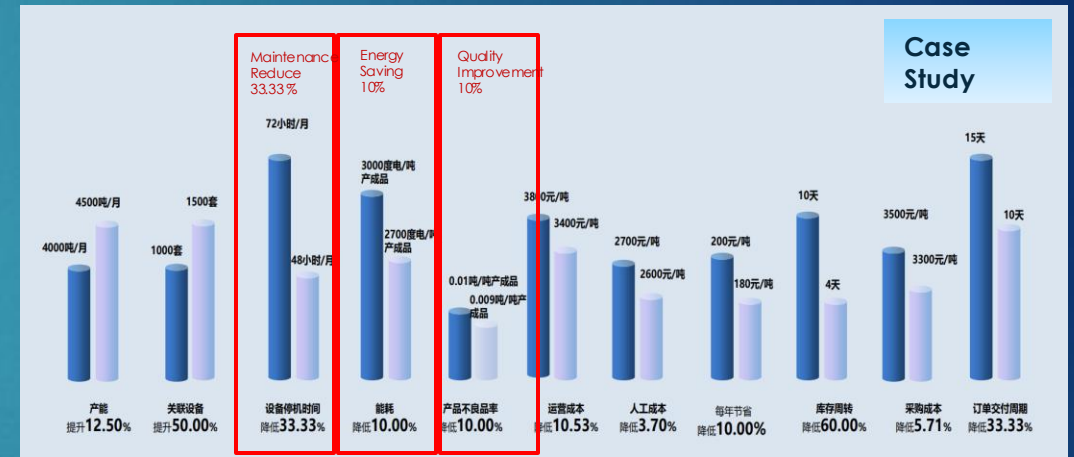

IoT + Edge Computing with DCS/PLC
Realtime Factory Floor Monitoring


AI Driven Energy Saving


Mobile Robot with Visual Technology


AI Predict Preventive Maintenance
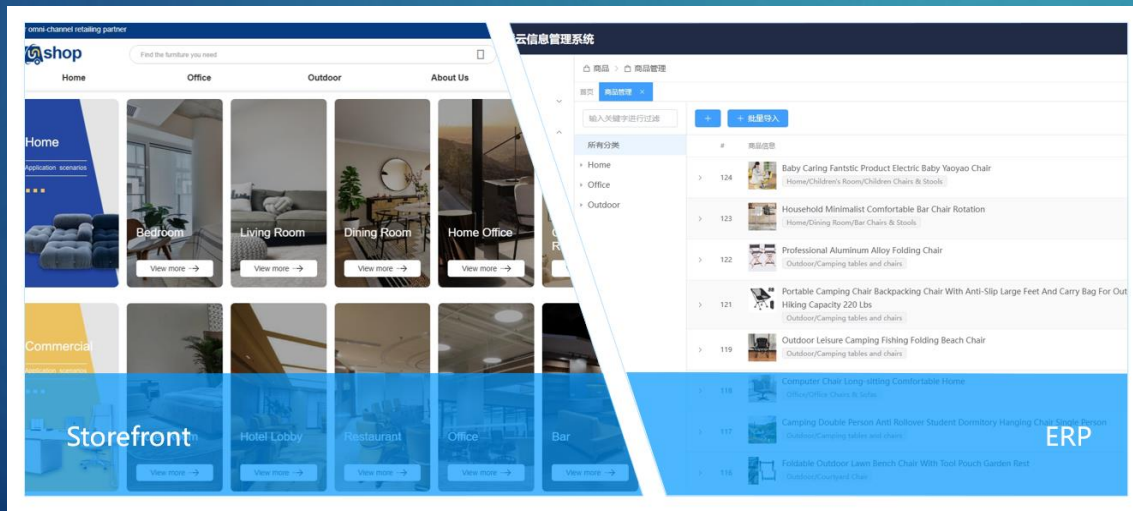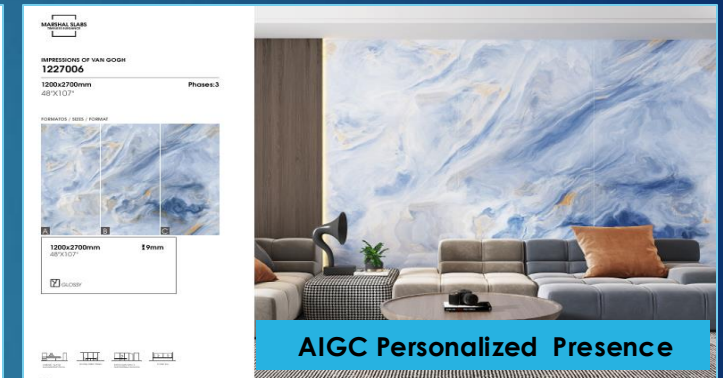

Case Study

**Key Technology Components:**
- AI-Driven Integrated Information Management
- Cognitive Smart Production Line
- Machine Learning-Powered Warehouse Management
- Computer Vision Quality Control
- Deep Learning Energy Optimization System
- Predictive Analytics Safety Management

# AI Embedded UNShop Platform Transparent and Scalable For Local Deployment

## AI Embedded UnShop

- Seamless offline to online transition
- Real-time market trend analysis
- Enhanced supplier management
- Effortless product marketing
- Tailored to local tastes and regulations
- Reduced operational complexity
- Codeless global deployment



AIGC Product Feed



AIGC Personalized Presence



Storefront

ERP

## Key Technology Components:
- AI-Powered Analytics and Insights
- Omnichannel Integration
- Digital Supply Chain Management
- AI Content Generation Tools
- Customizable Localization Features
- Full-Service Platform

# Local Service and ECO System Development Enable Digital Economics Opportunity



Our ECO system is integrating local service and migrating AI Application to enable local adoption

Example: Interior Design

- AI-Powered Design with Hundreds Style
- Support Customized Optimization
- Automatic Material Consumption Calculation
- AI Driven Construction Plan and Cost
- Provide Project Management and Tracking Via Apps
- Full-Service Integrated with Local Service Network

# With Collaboration We Can Build NextGen Retail Leadership

## IBI Solution
as Building Block For Partner Platform

- Infrastructure Construction
- Algorithm AIGC Engine
- SaaS Development

## Partner Platform

### Omni Channel Platform
**Diversified retailer:** Online marketplace eCommerce site, brick and mortal store

### Integrated Product Supplier
**Unrivaled products:** Home improvement, office innovation and outdoor adventure

### AI SaaS Service
**Digital Solution:** Design, BIM, Digital Marketing, Data intelligence

# 感谢聆听

UNSHOP.AI