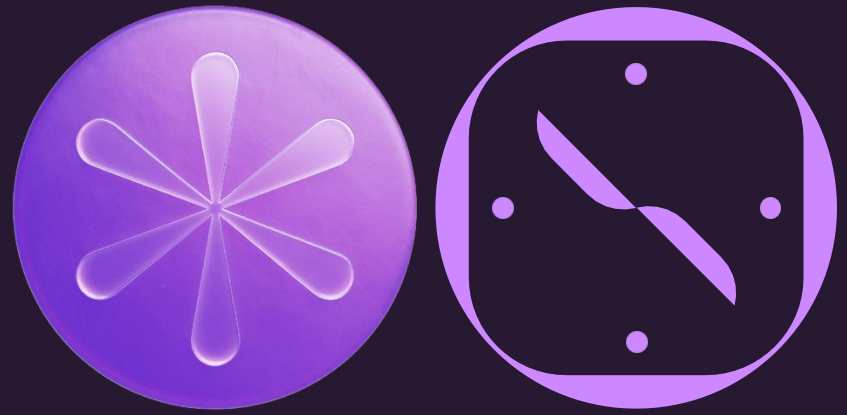
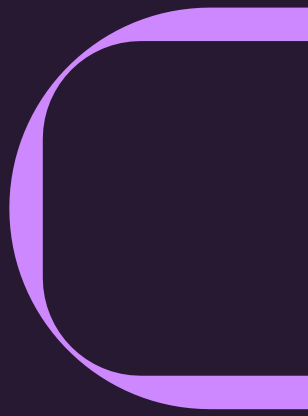
Eliminate
Retail Blind Spots







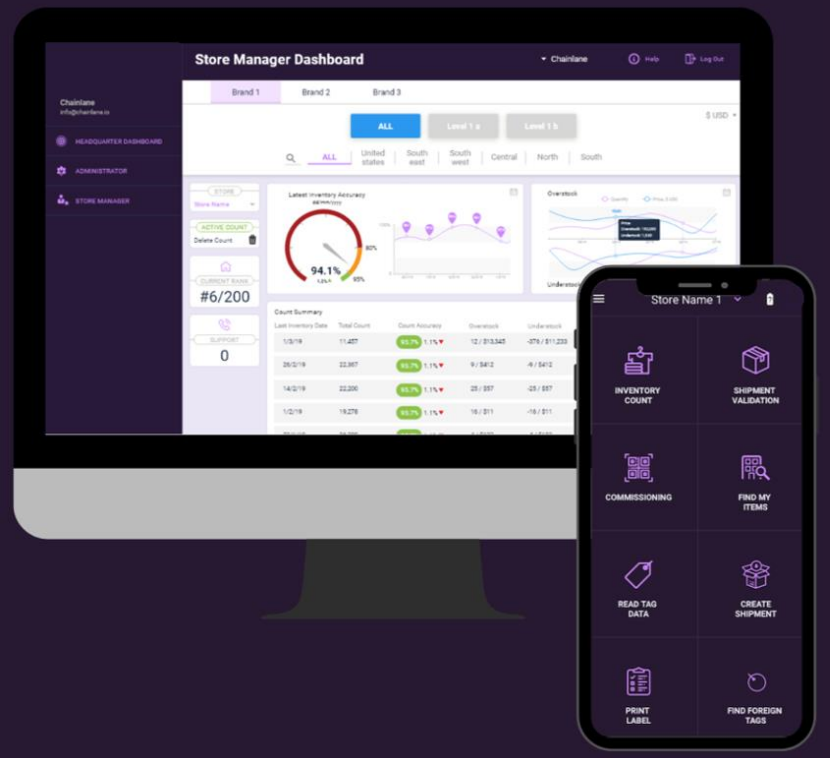


Lightning

Lightning

Lightning is an inventory and supply chain transparency platform accelerating the world’s transition towards smart, responsible and profitable operations by using RFID and other technologies.

Our platform provides businesses full inventory visibility, data accuracy and real time intelligence, empowering them to innovate and grow, while enhancing sustainability.



The $1.8 trillion problem

Retailers worldwide risk losing over $1.8 trillion annually due to the combined impact of outdated inventory data, stockouts, overstock, missed sales, poor customer experience, supply chain inefficiencies, and growing compliance pressures.



Outdated Inventory Data

Retail losses were reported at over $112.1 billion



Overstock & Stockouts

Stockouts and overstocks, cost retailers worldwide an estimated $1.77 trillion



Limited Supply Chain Visibility

Global supply chain disruption cost large companies an average of $184 million annually



Missed Sales & Poor Experience

80% of consumers would not repurchase from a brand after a bad experience



Pressure from ESG & Regulations

Compliance costs estimates reaching up to $1.3 million annually for listed companies

Source:

1. https://www.trigoretail.com/loss-prevention-technology-in-retail
2. https://www.wric.com/business/press-releases/ein-presswire/646754391/global-retail-losses-reach-1-77-trillion-industry-battles-inventory-distortion-despite-172-billion-in-improvements
3. https://www.ajot.com/news/article/new-study-shows-global-supply-chain-disruptions-cost-companies-an-average-184-million-annually
4. https://retail-today.com/over-80-of-retailers-challenged-by-shrink-better-analytics-can-drive-profitability
5. https://www.wbcsd.org/news/survey-reveals-costs-benefits-climate-related-disclosure-companies-investors

Lightning Platform is Fueling the Future of Efficient Retail

Challenge	RFID Solution
No real time inventory visibility	Fast, automated, and accurate inventory scanning
Manual, slow, and error-prone counts	Item level trackability which reduce shrink and guarantee accuracy
Shrinkage from theft and loss	Automated receiving, shipping, and sorting
Inefficient supply chain operations	Accurate stock levels and on time replenishments
Frequent ‘Out of Stock’ leading to lost sales	Full stock availability and brand protection
Counterfeit or fake goods	Authentication and brand integrity

Key Retail Benefits

- Increased top-line sales
- Efficient omnichannel operations
- Dynamic and smart replenishment
- Labor and resource optimization
- Reduced shrinkage and waste
- Enhanced end-to-end sustainability



ROI

Ecomm Fulfilment

96%

Vs. 80% pre-RFID

Sales Floor Replenishment

98%

Of sold items are replenished. Up from 30% pre-RFID

7-12% Improvement in Top Line Sales

A 3-5% Decrease in Payroll

Inventory Accuracy

97%

Vs. 73.5% Pre-RFID

Customer Conversion

+18%

Thanks to improved replenishment

Customer Availability

98%+

More lines and more sizes on the Sales floor

Store Out of Stock

1% or less

From 35% pre-RFID, through improved allocations

Replen Efficiency

20 mins

From 4.5 hours before with less resource

Shrinkage

40%

Reduction in process failing

Actionable Insights

Operational efficiency

- Reduce operational costs
- Reduce time on manual labor

Loss prevention

- Eliminate internal and external thefts
- Identify where and when loses occur

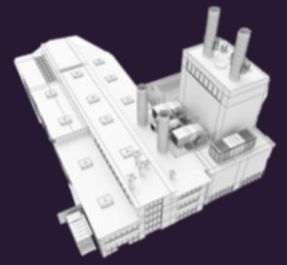
Insights data for better forecasting and planning

- Identify slow and fast moving items
- Monitor overstocks and understocks
- Track out of stocks
- Replenish efficiently
- Identify trends and high selling products

Procurement

- Instant shipment validations for accurate chargebacks
- Manage tagging processes
- Manage all shipments

Our end-to-end application



Factories

- RFID/NFC/Bluetooth/QR tag applied at source
- Track Country of origin
- Raw Material availability and waste
- PO fulfilment



Items out for delivery

- Shipment Accuracy / Miss-picks / Overs & Unders
- Route and volume optimisation
- 3PL Validation /Accuracy / Chargebacks



Shipments

- Understand fulfilment times
- See split shipments



Store Inventory

- Delivery Accuracy
- Inventory counting and accuracy
- Operations: Replenishment / Missing Sizes / Model Store
- Store product cover & capacities
- Labor savings & Ecomm pick accuracy
- Automation / POS / Exit Reads / Interactive signage



DC’s

- Verify inbound accuracy against PO’s
- Understand DC Inventory
- Find specific items i.e. warranty, recalls
- Support pick accuracy i.e. ecomm fulfilment
- Create accurate outbound shipments



Returns

- Fraud prevention – validate units to transactions
- Match items to orders (warranty / QC)

In store

- Full visibility
- Data accuracy
- Intelligence
- Actions
- Enhancements



MERCAUX

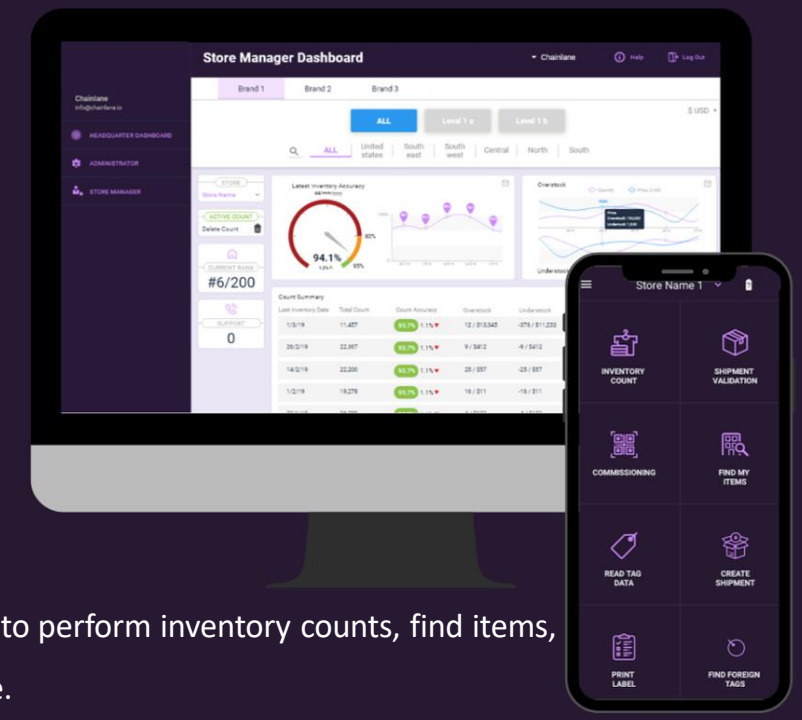
Projects are an evolution.

Every Journey Starts with the first step.

A typical project roadmap

- Smart Forecasting
- Leaner Inventory
- Smart Receiving
- Enhanced Checkout
- Customer Engagement App
- Enhanced Omnichannel
- Product Compliance
- Inventory Findability
- Availability and Sales Impact
- Inventory Accuracy (with deployment)

↑ Every Journey Starts with Inventory Accuracy

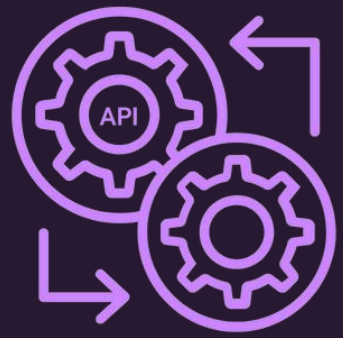


The mobile app allows users to perform inventory counts, find items, validate shipments and more.

Our dashboard provides an integrated view all items across all locations (to SKU level) enabling business to understand inventory, analyze locations, and optimise operations and the flow of goods.

Simple Integration

Quick to start and economical all the way thanks to an out-of-box SaaS solution for hassle-free integration with your existing technology, including various ERP/WMS/POS systems.



Tech Agnostic

Utilize advanced data collection technologies, including RFID, BLE, QR, barcode, and NFC for customization and combination of the best solutions to fit your needs.

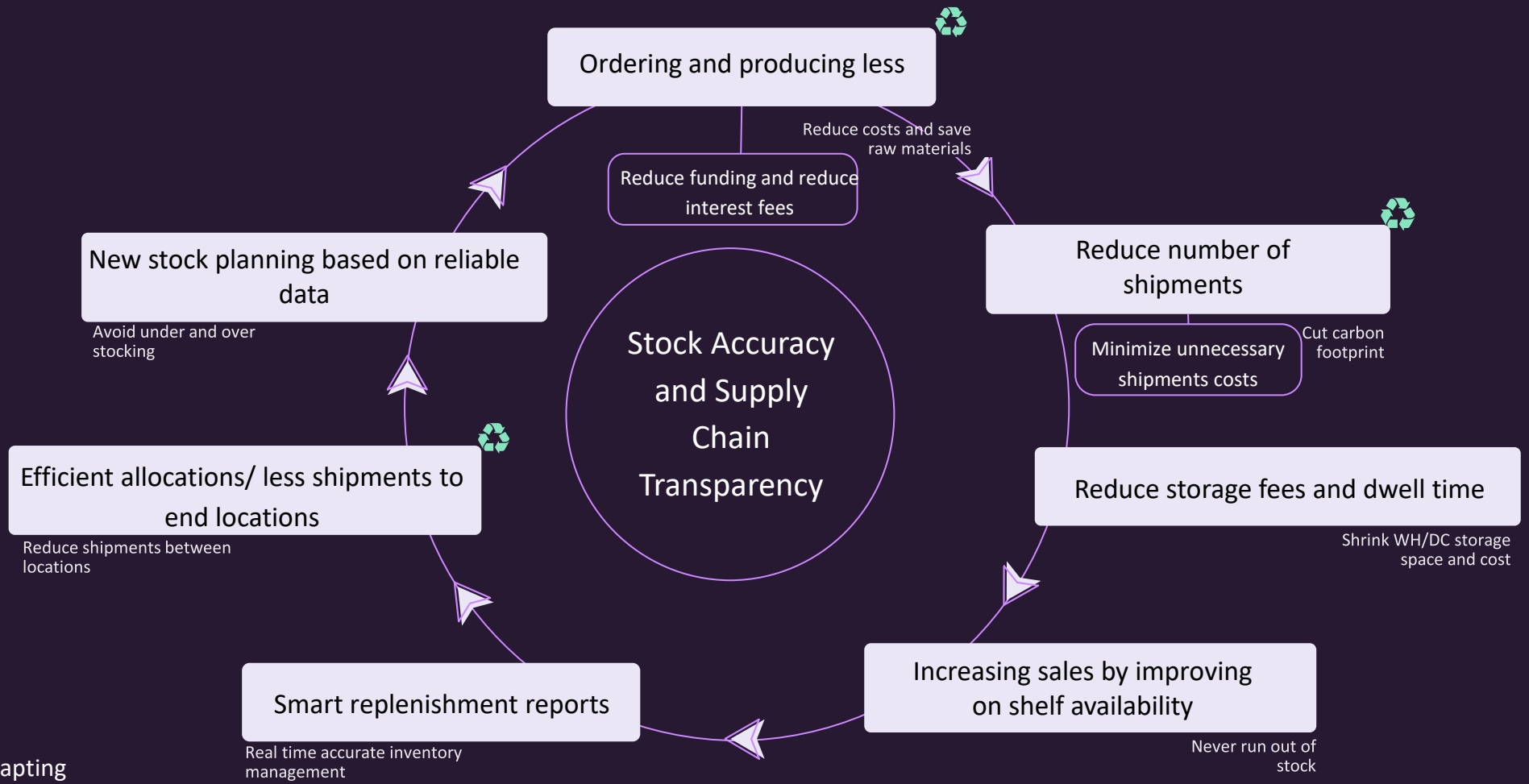


Greening the Retail Landscape with Lightning

Reduce initial investment

Improve in sustainability

Increase profitability



The platform is adapting to current world challenges

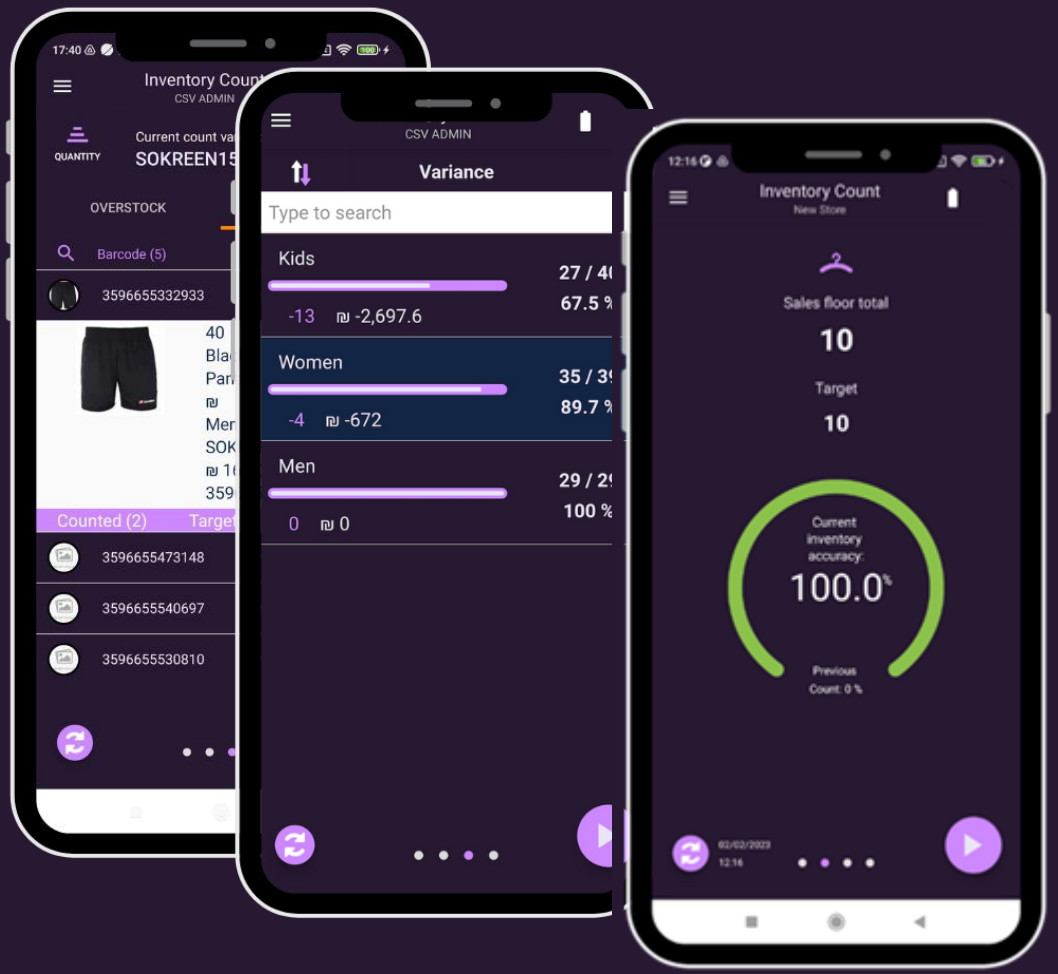
Part 2.

The Lightning Solution

High level overview



Perform Inventory Counts





Easily count items and place daily weekly or bi-weekly counts

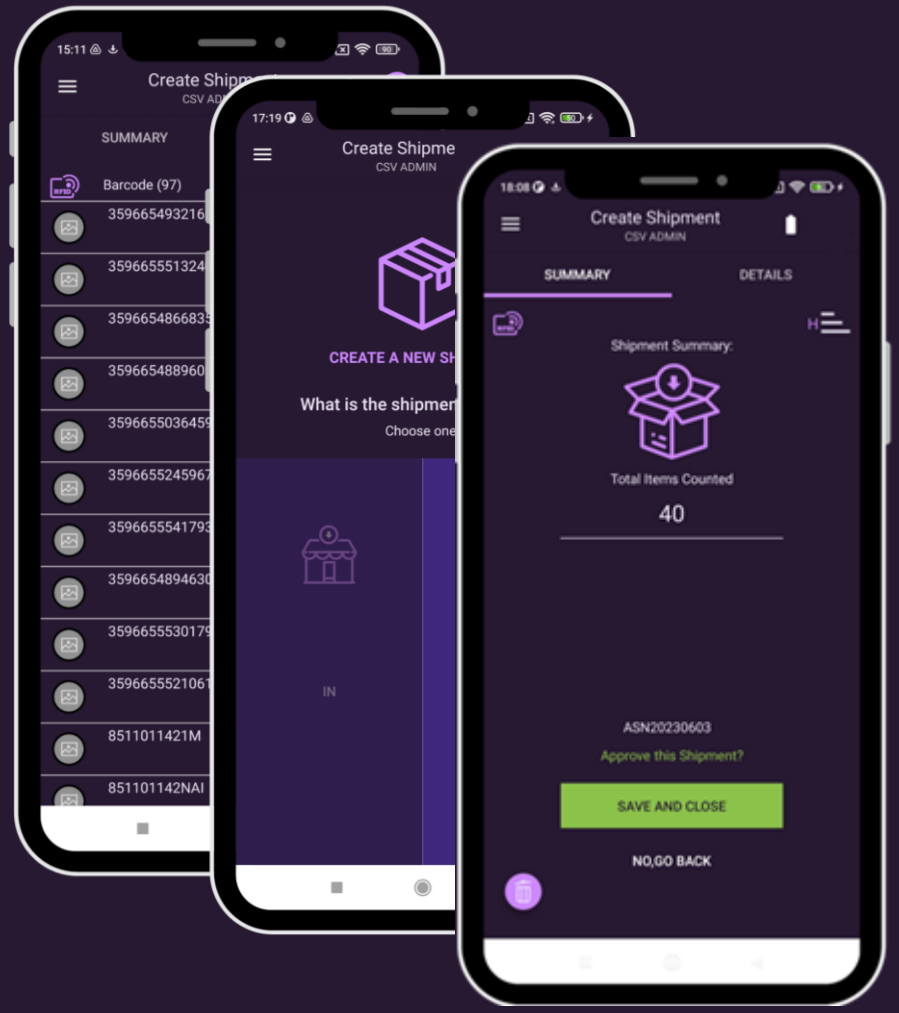
- Support multiple readers
- Count vs. your Target
- Online data update
- Selective group count
- Smart variance display for a simple investigation

Or Make it Automatic





Shipment Validation



Send shipments

100% Shipment Accuracy. From DC to Store and in between.

Easily create shipments

- Multiple destinations
- Review items scanned into shipment
- Confirmation of shipment order

Receive shipments

100% Shipment Validation

Easily validate/ Receive Shipments

- Validate multiple shipments in one action
- Review the details \ overstock \ understock, for any investigations
- Make sure shipment matches expectation
- Approve shipment OR go back to continue review

Big Data - Insights and reporting into RFID performance

Headquarter Dashboard	Store Manager	Administrator
Management at Chain level: • Inventory Accuracy • Overstock & Understock status • Lowest 5 inventory accuracy stores • Top 5 inventory accuracy stores	Management in Store level: • Current store rank • Latest inventory accuracy • Overstock & Understock status • Count Summary log	Manage your brand & stores: • Build hierarchy • Create & edit stores • Create & edit users

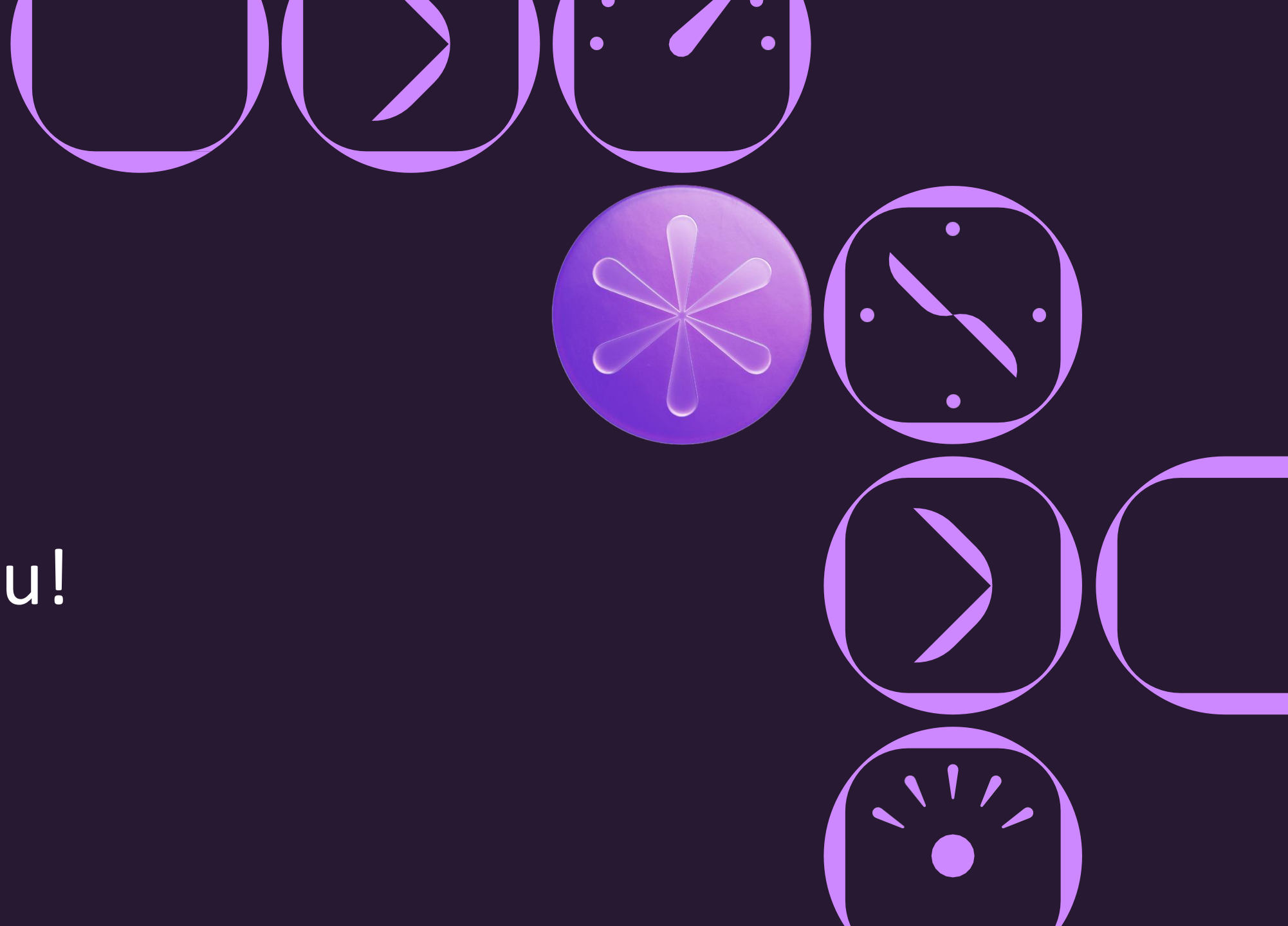
Supporting in store replenishment

Refill when you want it, how you want it

Based on location/zoning solution:

- Establish a base replenishment logic
- Replenish to SKU, Style/Colour, location level, etc
- Smart Planograms are in development – a huge step towards genuine real-time replenishment





Thank you!

Lightning

Application Summary

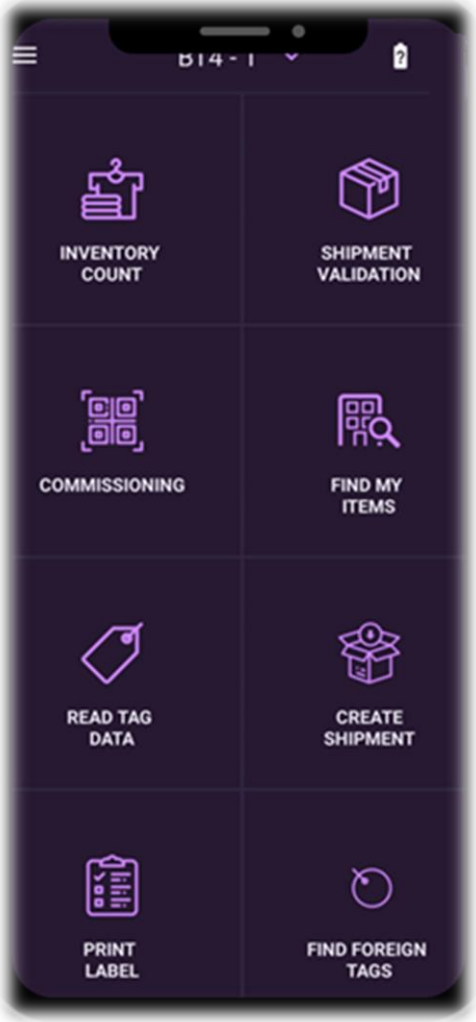
Accessible Online communication between store teams and the HQ

Conduct a fast inventory count with your RFID reader

Activate your items

See item’s tag data

Scan your non-RFID items Into the count (phase 2)



Validate a shipment on the spot

Immediately find the location of items

Create a shipment for a simple validation

Locate multiple type tags (phase 2)