

shwap

Website: app.shwap.uk

Location: Exeter

Stage: Seed Stage, MVP validated

Fundraise this round: £300,000

for 15% equity (SEIS/EIS)

Valuation: £2M

Current team size: 3

Year established: 2021

Ownership: Kalkidan Legesse

(50%), Vidmantas Markevicius

(45%) Vilda Markeviciute (5%)

Industry Type: B2B & B2C

SaaS & Resale

Shwap Technologies

[Shwap Technologies LTD : 13260528]

Summary

We are a software company that enables brands to launch their own resale marketplaces, to manage and monetise their products across their full lifespan. With our POS integrations brands can leverage peer to peer resale to increase net profits from products already sold.

Market

The resale economy is outpacing traditional retail and is projected to grow by £35billion in the next 5 years alone. Despite this currently less than 1% of UK's 200,000 retailers engage with resale. However with changing consumer behaviour toward second hand and sustainable fashion, and changing regulatory environments that call for retailers to adopt net zero strategies brands are having to adapt their models to survive. Shwap paves the way for them to reduce their environmental impact, whilst earning revenue in a fast growing market. Shwap technology is retailer and platform agnostic giving us access to 100'000's of brands around the world.

Traction to date

7 brands integrated

Automatic Shopify Integration Completed (Market of 2million stores)

2500 Users

Named 'Next Generation Resale' by Vogue Business

Financials	2022	2023	2024
Revenue	£57,074.50	£2,954,346.25	£23,460,825.00
Gross Profit	£46,640.00	£2,756,675.00	£22,740,250.00

Find out more: brands.shwap.uk

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