

# The leading marketplace

for home improvement  
and gardening

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with  **ManoMano**



## Who we are?

ManoMano is the first and only european marketplace dedicated on HI.



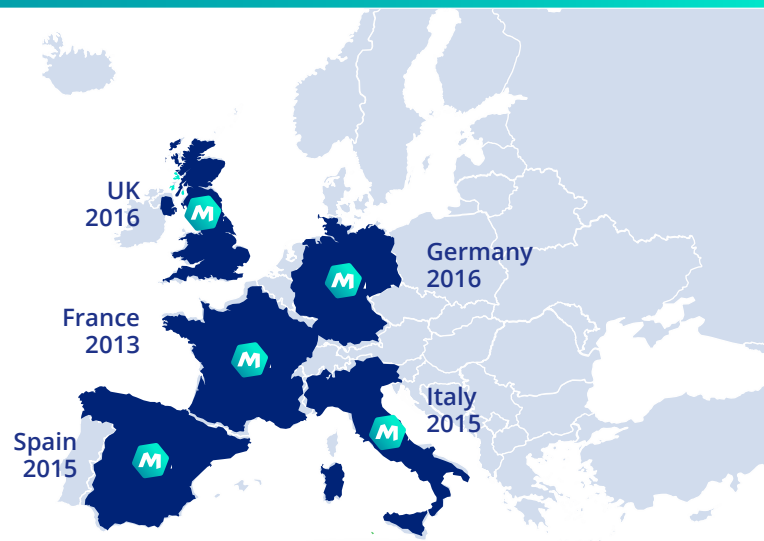
Part of the 40 most promising French startups.



Member of the Federation of e-commerce and distance selling.



725M\$ raised since the launch.



## Our strengths



### HI specialised

We are specialised in the sector of home improvement.



### Customer acquisition

Our algorithms to identify the most relevant clients.



### Selected marketplace

We select the best partners in terms of catalog and service.



### Customer retention

Ad hoc features to improve the customer experience.

## Our achievements

**10 Million**  
referenced products

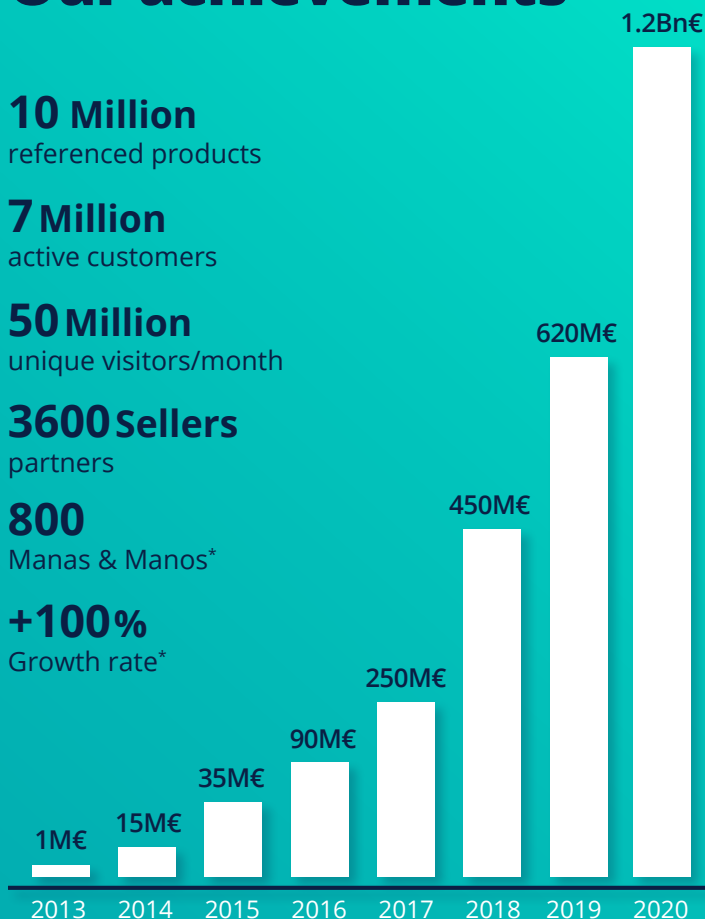
**7 Million**  
active customers

**50 Million**  
unique visitors/month

**3600 sellers**  
partners

**800**  
Manas & Manos\*

**+100%**  
Growth rate\*



## Major opportunities



**Enhanced visibility:**  
numerous tools to develop your visibility.



**Tailored account management:**  
pre-sales, catalog, logistics, customer service...



**Pan European sales development:**  
benefit from our 5 EU platforms (France, Germany, UK, Italy, Spain).



**No financial risk:**  
payments guaranteed, risk on customer payments supported by ManoMano.



**No-binding subscription:**  
end your contract whenever you want.

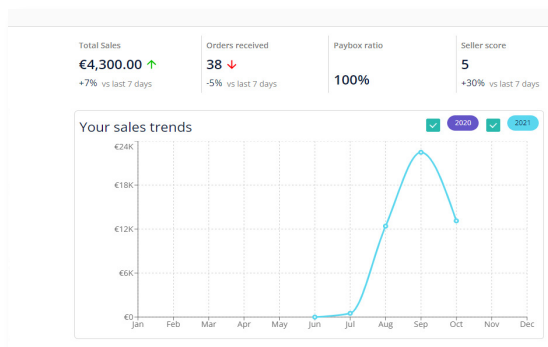
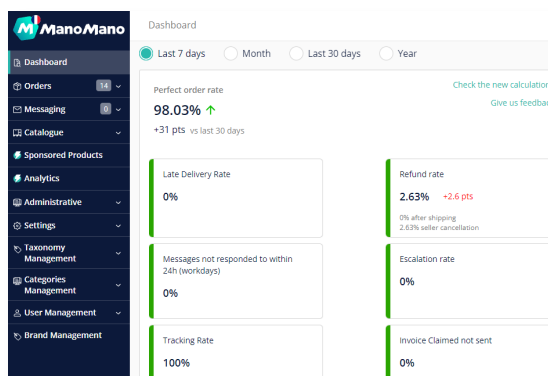
**Take advantage of ManoMano expertise.**

## A unique toolbox

### Performances

#### 1. To access to your detailed performances

Business volume evolution, orders, catalog, customer ratings, messages, invoices, holiday mode...



#### 2. To boost your visibility on ManoMano

Possibility to invest on ads campaigns placed on privileged placements on ManoMano to promote your products.



##### Sponsored Products

Aidez les clients à trouver et à acheter vos produits en donnant plus de visibilité à votre catalogue !

GÉRER MES CAMPAGNES

##### Visibilité maximale

Bénéficiez d'emplacements privilégiés pour vos produits.

La sélection de vos produits se fait en fonction des recherches des clients.

##### Facilité d'utilisation

En mode automatique, programmez vos campagnes en quelques clics !

Expert ? Affinez votre stratégie d'enchère par produit ou mot-clé et ajustez vos CPC.

##### Rentabilité

Choisissez votre budget quotidien ou global.

L'affichage est gratuit: vous ne payez que lorsqu'un client clique sur votre annonce.

## Our Marketplace Model

1  
Order



The customer **places an order** on ManoMano



ManoMano **transmits the order** to the seller



2  
Shipping



The seller's **stock** has been **placed** at the MM warehouse



ManoMano **ships the order** to the customer



1: Mano Fulfillment

2: Seller himself

The seller ships the **order directly** to the final customer

3  
Billing



The seller gave **billing mandate** to ManoMano



MM **generates and sends the invoice** to the customer



1: Mandate

2: Seller directly

The seller **generates and sends the invoice** to the customer

4  
Payment



The customer's **payment is paid** on an account dedicated to sellers



Payment of the **difference** between the credit note and the service delivery invoice



Editing a MM **service bill or a credit note** from ManoMano to the seller



## Requirements

### 1. Offer of Gardening, DIY or Home products

Tool and Hardware, Garden and Pets, Heating and air conditioning, Electrical, Lighting and Home Automation, Bathroom and Plumbing, Construction and Painting, Home and Living.

### 2. Offer an excellent level of services

- Respond to customer messages within 24 working hours.
- Provide order tracking to customer.
- Less than 5% of orders refunded.

### 3. Have a competitive and qualitative offer

- Practice competitive price.
- Referencing top references.
- Have at least 3 images and a complete description by product.

### 4. Commercial Conditions

- A monthly subscription charged 100€ HT per month (FR, ES, IT, DE) and £50 in UK.
- A commission deducted from the price of each sale, VAT excl. (product price + shipping costs). The commission depends on the type of products you sell.

## They trust us



# Join us!

[partners.manomano.co.uk](https://partners.manomano.co.uk)