

TRADESHIFT®

The Business Commerce Platform

Commerce for All

More and more companies are turning to their leaders in procurement, finance, and supply chain to drive change through the digitalization of processes to enable frictionless data exchange and collaboration to unlock greater agility and flexibility. Tradeshift has emerged as the leading vendor delivering a highly scalable and secure global platform, proprietary and third-party integrated applications, and professional and financial services capable of delivering on this business-critical requirement.

From global Fortune 500s to sole proprietors, over 1.5 million businesses rely on Tradeshift to connect their supply chains digitally in order to get their spend under management, accelerate the buying process, automate e-invoicing, and more. Leading enterprises choose Tradeshift to optimize their entire source-to-pay cycle and run their best practices on the platform because it is open and flexible with its unique app infrastructure.

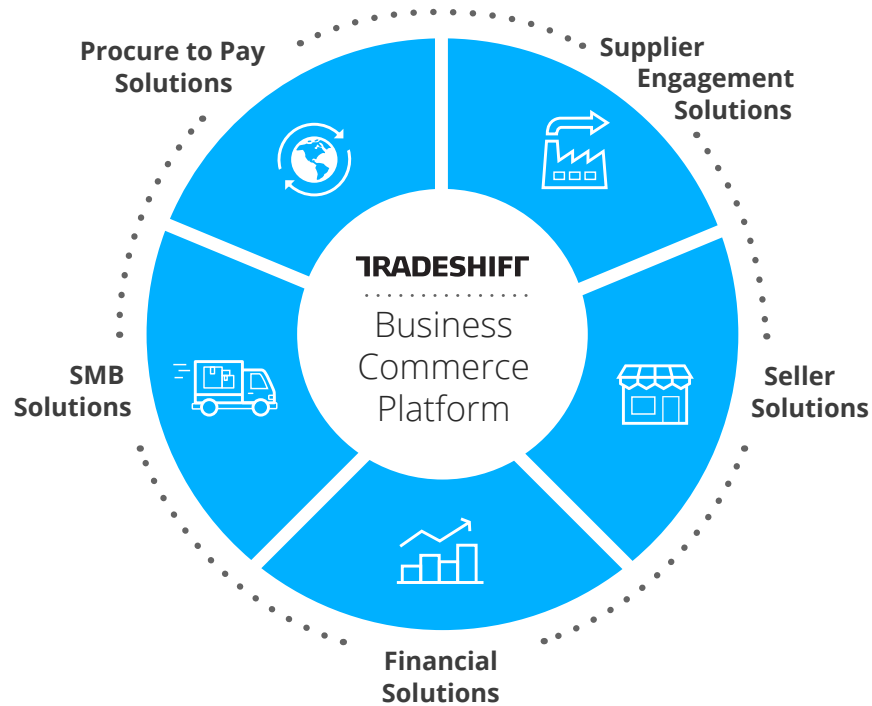
History

In 2005, entrepreneurs Christian Lanng, Mikkel Hippe Brun and Gert Sylvest built a public e-invoicing network for the Danish National IT & Telecom Agency, which they saw as an opportunity to create something bigger. Two years later they built EasyTrade, the world's first open-source trade platform that is still in use by 95% of the Danish government. By this time, their vision expanded to connect every business in the world, not just Europe, and Tradeshift was born in 2009 and launched in 2010 in five languages.

MISSION

We are fighting for an open, connected, democratic way of doing business; for innovation that includes and empowers everyone in the trade process.

Tradeshift is challenging the status quo of boring, bureaucratic software that was built on the belief that silos and control are the best way to get ahead. Tradeshift's business commerce platform enables the entire world to participate in trade, not just the lucky few.



Solutions

Procure to Pay

Procurement and accounts payable are increasingly viewed as strategic players in helping the organizations they serve enable agility, facilitate innovation, and fuel overall growth. Tradeshift's Procure-to-Pay solution helps these teams get total spend under management, achieve global compliance, enable electronic collaboration with employees and suppliers, and onboard their suppliers in order to contribute to bigger goals. Tradeshift P2P integrates seamlessly with a company's existing systems and connects to any business process to enable internal and external document and data exchange.

Supplier Engagement

Suppliers are key to a company's ability to innovate, enabling them to respond quickly to

market changes. To capitalize on supplier relationships, companies need a solution that provides visibility into their supply chain, with robust supplier profiles and document management that makes it easy to manage potential risks. Tradeshift's Supplier Engagement solution provides a full view of supplier information, and, when combined with applications from our partners such as RiskMethods and EcoVadis, provides comprehensive capabilities. These include visibility, accuracy, increased collaboration, and end-to-end risk mitigation and compliance.

Sellers

As B2B marketplaces grow, it's imperative that participating companies stand out against the competition and represent themselves well. Sellers can create and manage their profiles and display badges based on achievements or certificates received. They can showcase the goods or services they offer in an easily

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consumable way, and control what's provided on a customer-by-customer basis, or in a universal view that is accessible on the public Tradeshift marketplace. Sellers can then easily collaborate with interested customers and prospects. Moreover, through supply chain finance, small business loans, and dynamic discounting, sellers can get paid early.

Financial Services

Working capital optimization is a top priority for finance teams at both buying and selling companies. Ensuring all suppliers have access to financing and faster payments helps stabilize their businesses. Tradeshift offers a portfolio of financial services solutions designed to provide selling companies with access to financing and early payments, while also giving buying companies the ability to extend DPO, capture discounts for paying early, and receive rebates.

SMB

Growing businesses have relied on Tradeshift for free e-invoicing since 2010. Since then, we've introduced supporting apps to integrate with accounting systems and digital payment providers. Small businesses can also get

lightweight procure to pay through virtual credit cards, and easy access to small business loans. They can build their brands in the Tradeshift marketplace where their products and services are promoted to buyers.

Platform

Best in class B2B commerce is done online today, and Tradeshift is the leading provider of solutions that enable buyers, sellers, and partners to easily connect and transact digitally in public, private, and semi-private marketplaces. Built on an open, networked platform, Tradeshift applications can be configured or extended to meet the unique requirements of a company. Business users and/or their IT partner can subscribe to applications available in the Tradeshift Store or enlist 3rd parties to build applications. The Tradeshift platform also allows companies to build their own curated B2B marketplaces where they might have leverage or a comparative cost advantage. The Tradeshift Business Commerce Platform provides the technology companies need to create custom solutions in Procurement, Finance, and Supply Chain.

KEY COMPANY METRICS

~\$500 Billion in yearly transacted value

\$187M in total VC funding

>28m SKUs

1.5 million companies on platform

>500 enterprise customers

500 employees

100 apps in the app store

TRADESHIFT.

Milestones

- **2007:** Co-founders launch EasyTrade, an e-invoicing platform still in use by 95% of the Danish government.
- **2009:** Tradeshift is founded; Co-founders are instrumental in the formation of PEPPOL (Pan-European Public Procurement Online).
- **2010:** Tradeshift platform launches and is soon localized in five languages; attracts investment from PayPal and wins a Europas Award.
- **2011:** App marketplace becomes available.
- **2012:** Headquarters moves from Copenhagen to San Francisco.
- **2013:** R&D center opens in Suzhou, China; London office opens; and, LATAM e-invoicing capabilities are added through a partnership with Invoiceware.
- **2014:** Expansion with offices in Tokyo, Paris, and Munich; EU Commission officially approves the Universal Business Language (UBL) data format (which Tradeshift supports and champions) as eligible for referencing in tenders from public administrations.
- **2015:** Wins The Circulars “Digital Disruptor” Award at the WEF conference in Davos, Switzerland; acquires product information management company Merchantry; and, launches eProcurement and supplier risk management solutions.
- **2016:** Holds week-long event in Davos during WEF; secures \$75m series-D round; and acquires Hyper Travel.
- **2017:** Acquires IBX Business Network and launches Ada, new AI platform layer

TRADESHIFT CUSTOMERS INCLUDE:

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HSBC

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VOLVO



NHS
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Notion Capital

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Data Collective

HSBC

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CreditEase

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WE'RE GLOBAL



Tradeshift is headquartered in San Francisco, with offices in Copenhagen, New York, London, Paris, Suzhou, Chongqing, Tokyo, Munich, Frankfurt, Sydney, Bucharest, Oslo, and Stockholm.

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