



MASTERCLASS SERIES



28. 9. 2021, 17:00 (CEST)

SECURE SUFFICIENT STOCK LEVELS AND REALISE YOUR GROWTH POTENTIAL



Dominika Basak
Partnerships Manager
at Uncapped



Sinem Yazici
Strategy & Partnerships
Lead at byrd



Jamie Whitcroft
Strategic Partnerships
Manager at Uncapped

byrd

x

uncapped

FINANCING GROWTH



Dominika Basak

Partnership Manager at Uncapped

Dominika's academic and professional background spans across banking, finance, and international business and she's worked and consulted for some of the most exciting global startups before joining Uncapped. At Uncapped she's helping to build the future of digital banking for e-commerce companies worldwide.



Jamie Whitcroft

Head of Strategic Partnerships &
General Counsel at Uncapped

Jamie has worked for an international law firm Bird & Bird, and at Passion Capital, an early-stage Venture Capital fund. As one of the first employees at Uncapped and as a seasoned angel investor, his legal & financial acumen has been vital in the growth of multiple fintech and consumer startups.



Sinem Yazici

Strategy & Partnerships Lead at byrd

Sinem with more than 10 years of experience is leading Partnerships and Strategy at byrd, and recently transitioning to Chief of Staff role. She is a tech enthusiast with demonstrated experience in international companies like Microsoft, working on global projects.

About Uncapped

Founded in 2019, Uncapped is Europe's leading revenue-based finance provider, which allows founders to raise growth capital without giving up control of their business.

The company was born out of frustration with the limited financing options available for European entrepreneurs. Uncapped provides business advances of between €10k and €5m with 0% interest and no hidden charges, allowing founders to access fair and flexible finance. It makes money by charging a low flat fee which is paid back from future sales revenue.

www.weareuncapped.com

The logo for Uncapped, featuring the word "uncapped" in a white, lowercase, sans-serif font. The letters are bold and modern, with a slight shadow effect behind them.

About byrd

We are a tech-driven third-party logistics and fulfillment company that provides scalable fulfillment services for e-commerce businesses and fast-growing d2c (direct-to-consumer) brands. From warehousing, pick and packing, delivery, and returns management, we take care of the whole fulfillment process for online shops. We aim to become the #1 European e-commerce fulfillment provider, by enabling our customers to access our pan-European fulfillment network and manage their whole fulfillment with our cloud-based all-in-one tool.

www.getbyrd.com



AGENDA

1. GENERAL RULE: CASH IS KING

- Limited offer of traditional inventory finance
- Safe alternative - revenue based finance

2. UNCAPPED - A FRIENDLIER TAKE ON CAPITAL

- Key features
- Success stories
- How it works

3. Q&A

General rule: cash is king

Without a steady stream of cash you miss out on expanding and scaling your business



stockouts



**inconsistent
sales**



**stagnant
growth**

Opportunity cost is **HUGE**



Limited offer of traditional inventory finance

Risk putting up your house or losing control of your business

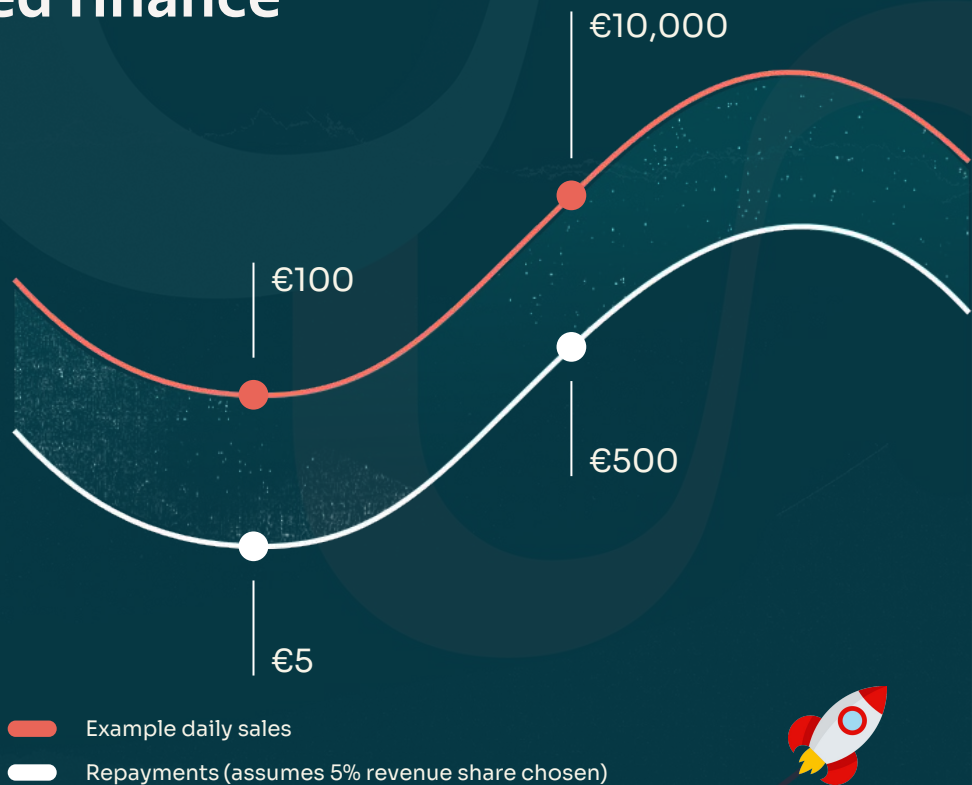
	Accessibility	Speed	Cost	Risk
Own capital	Limited	Varies	Opportunity cost	Liquidity loss
Banks	Limited	1-3 months	Compounding interest	Put up your house
Friends / family	Very limited	Varies	Give up portion of your company	Lose control of the business
VC / Equity	Very limited	3-6 months		
Venture Debt	Extremely limited	2-6 months	Compounding interest + warrants	



Safe alternative - revenue based finance

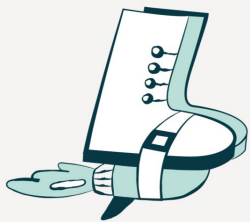
Payback as your sales grow

- Repayments made by way of a **revenue share**.
- Only repay when you generate sales
 - Repay a percentage of every sale you make until the total amount of money has been paid off



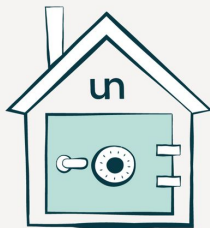
Uncapped - a friendlier take on Capital

Interest & guarantee free stock capital



Move fast

Minutes to apply,
decision
in 24 hours



Keep control

No personal guarantee
or loss of equity



Stay flexible

If revenues slow, so do
repayments

Key features

Access cheap funding quickly and effortlessly

- ✓ Businesses can access **€10k–€5m**
- ✓ Only charge is a **flat fee of 6–9.5%**. No interest, personal guarantees, equity, or warrants
- ✓ Access funds in **2 days**
- ✓ Capitalise on opportunities as they arise and **top up** when you need more
- ✓ **Plain and simple** legal agreement
- ✓ Available in **22 countries**

Your offer

Amount **€5,000,000**

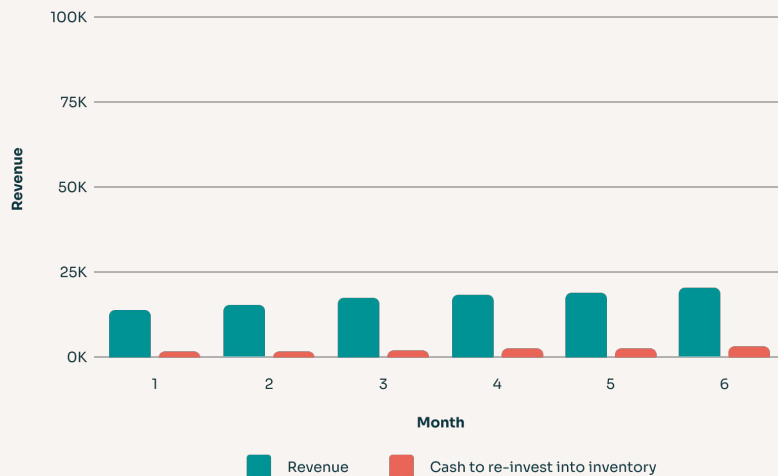
Flat fee **6%**

Total repayable **€5,300,000**

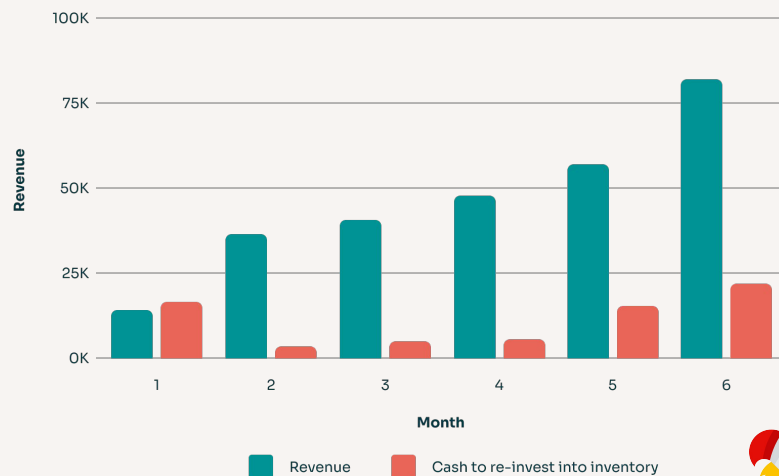
Supercharge your growth

with revenue-based inventory financing

WITHOUT
Uncapped funding



WITH
Uncapped funding

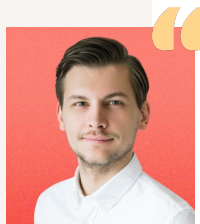


Turn inventory quickly

and scale your sales during peak season

Securing additional funding for inventory allows to:

- ✓ Meet demand for your products during peak season, **never run out of stock** and miss out on opportunity to sell more
- ✓ Retain customers, increase their satisfaction and **get more positive reviews**; keep increasing their LTV
- ✓ Reinvest your future profits and **explore other opportunities** such as customer acquisition or new sales channels



Freezing money in stock and endlessly waiting for equity funds threatened the survival of our DTC business. **Uncapped's funding was the safety cushion we needed to be confident to invest in production.**

Andrei, Co-Founder
pomabrush

€328K

Total funding

E-commerce

Industry

Inventory

Use of funds

255%

Return on Investment

Success story

L'ESTRANGE

How the founders of L'Estrange avoided giving a personal guarantee

Tom and Will needed to invest in paid advertising to scale faster. But this meant they didn't have the capital to purchase more stock. It was a catch-22!



Banks weren't interested in funding a young company, plus Tom was reluctant to give a personal guarantee.

L'Estrange was approved for £75,000 from Uncapped. This helped the team increase revenue whilst freeing up capital to purchase more inventory.

They have since **returned for funding seven additional times** and received advances totalling £715,000, allowing them to increase revenue by 68% year-on-year!



With banks and VCs, you have to wait for ages for capital that might not ever come through. With Uncapped, it's **quick, reliable and simple**.

Tom, Co-Founder

£790k

Total funding

68%

Revenue growth

Inventory

Use of funds

373%

Return on Investment

How it works - apply for RBF with Uncapped

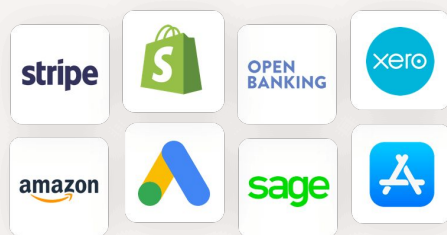
Unlock your potential in 3 easy steps

1 Signup



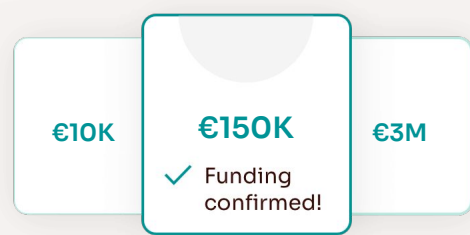
Register here:
<https://get.weareuncapped.com/byrd/>
with some basic details

2 Connect your accounts



Connect your sales & marketing accounts to our revenue prediction engine

3 Receive offers in 24h



Receive 3 funding offers the next day. Select the amount and repayment rate that's right for your business

Q&A

5% discount for the webinar's audience

<https://get.weareuncapped.com/byrd/>



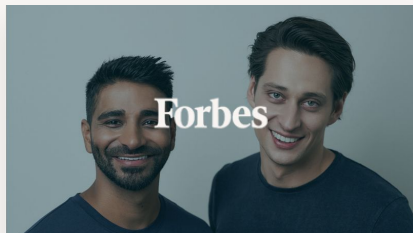
Simple pricing and discount

As a webinar attendee, you will be eligible to receive a 5% discount on the 6-9.5% flat fees we charge on the capital provided

Get funded

In the press

Europe's leading publications have covered our mission to help founders win



“Repay what you can afford: **Uncapped launches revenue-based loans** for online SMEs



“A **smart alternative** for growing companies that don't want to give away equity.



“Uncapped is disrupting venture capital... Loans can be accessed **faster and cheaper than VC cash.**



“A friendlier alternative to traditional funding, **especially in less certain times.**

Our investors





From €10k - €5m

Thank you!

Partnerships

dominika@weareuncapped.com

jamie@weareuncapped.com

Get funded

www.weareuncapped.com

UPCOMING...

The banner features a dark blue background with a teal wave at the bottom. On the left, the byrd and Primal State logos are shown with an 'x' between them. In the center, a rocket icon is positioned above the event title. On the right, two circular portraits of the speakers are displayed, each with a small icon (a lightbulb for Nicolas Martin and a box for Petra Dobrocka) next to it. A date and time box is located at the top right of the banner.

MASTERCLASS SERIES

5. 10. 2021, 17:00 (CEST)

HASSLE-FREE E-COMMERCE FULFILLMENT WITH BYRD: THE CASE STUDY OF PRIMAL STATE

Nicolas Martin
Founder and CEO at Primal State

Petra Dobrocka
Chief Commercial Officer at byrd

byrd x PRIMAL STATE

Hassle-free e-commerce fulfillment with byrd: the case study of Primal State

Date: 05. 10. 2021 at 17:00 (CEST)

As a fast-growing e-commerce company, facing a number of logistical hurdles and challenges is part of the game. In addition, when serving several European markets, the effort for fulfillment increases even more, which is topped off during the holiday season when sales volumes often skyrocket. Nicolas Martin, Founder, and CEO of Primal State takes us on a journey of his growing business, sharing challenges, learnings, and best practices in regards to logistics. He also gives honest insights into the partnership with byrd.

THANK YOU

www.getbyrd.com