

QUNN

In-home Personal Shopping Platform



PROBLEM

DEPT STORES

Declining in-store traffic



Losing market share to e-commerce players

CUSTOMERS

Too busy to shop

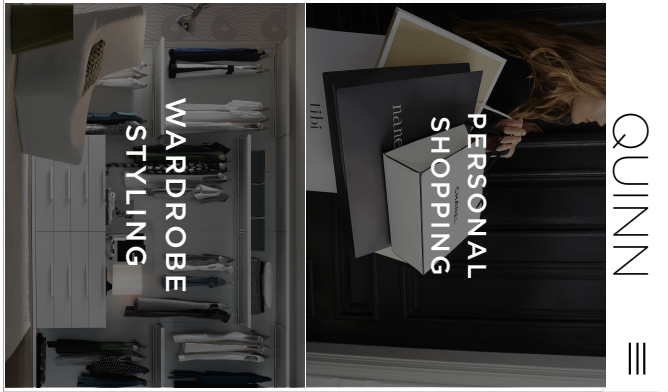


Want personalized seamless experience

SOLUTION

On-demand personal stylist that comes directly to you

STEP 1



Book a stylist at
the tap of a button

STEP 2

This screenshot shows the 'What's the occasion?' screen in the QUINN app. The navigation bar at the top is identical to the previous screen. Below the navigation bar, the text 'What's the occasion?' is centered. Underneath, there are two columns of buttons. The left column contains buttons for 'Work', 'Wedding', 'Formal Event', 'Travel', and 'I Don't Know'. The right column contains buttons for 'Date Night', 'Casual', 'Night Out', 'Gift', and 'Other'. At the bottom of the screen are two buttons: 'Back' on the left and 'Confirm' on the right.

Enter the occasion
for your outfit

STEP 3

This screenshot shows the 'What are you looking for?' screen in the QUINN app. The navigation bar at the top is identical. Below the navigation bar, the text 'What are you looking for?' is centered. Underneath, there is a grid of 12 icons representing different clothing items: a jacket, a dress, a shirt, pants, a high-heeled shoe, a skirt, a blazer, a top, a pair of earrings, and a gift box. There is also an 'Other' button at the bottom left of the grid. At the bottom of the screen are two buttons: 'Back' on the left and 'Confirm' on the right.

Select the items you
need and your budget

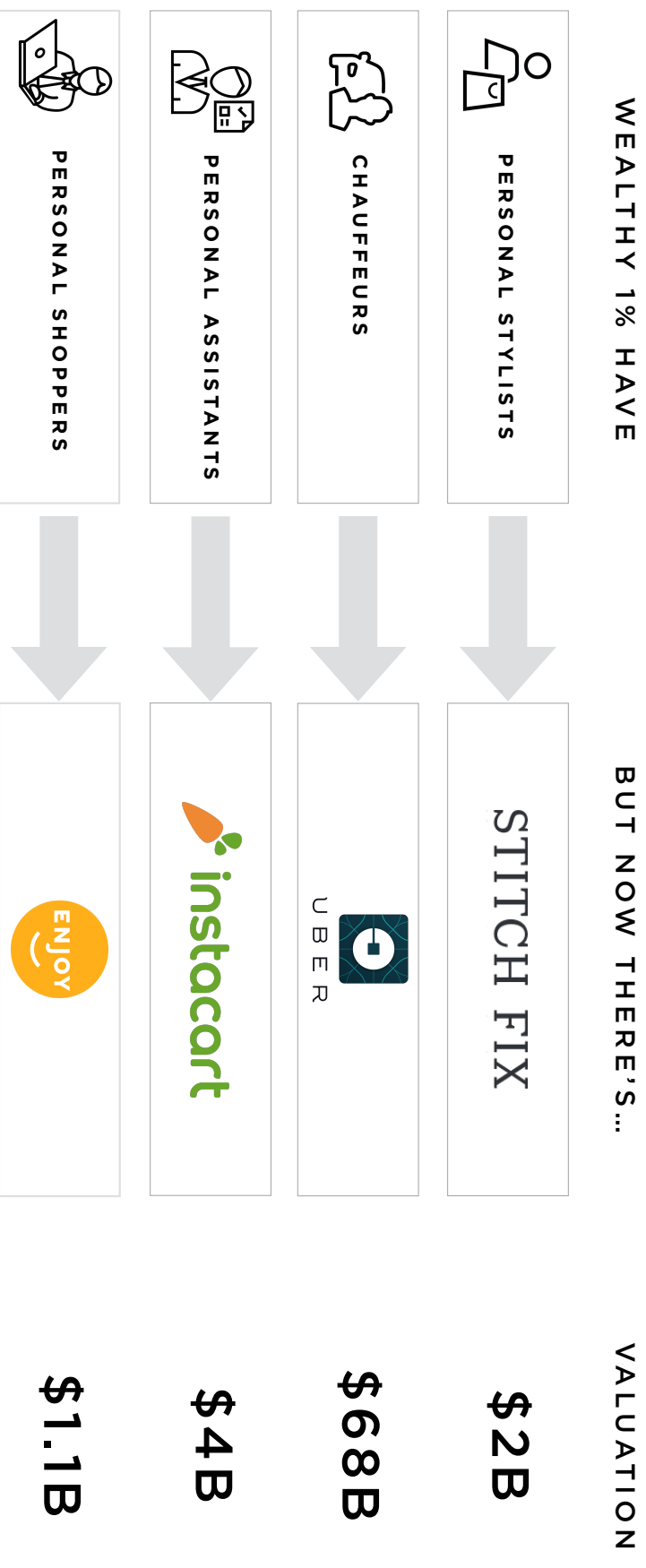
Click this page to watch demo:

<https://youtu.be/Jya18VggqZ7o>

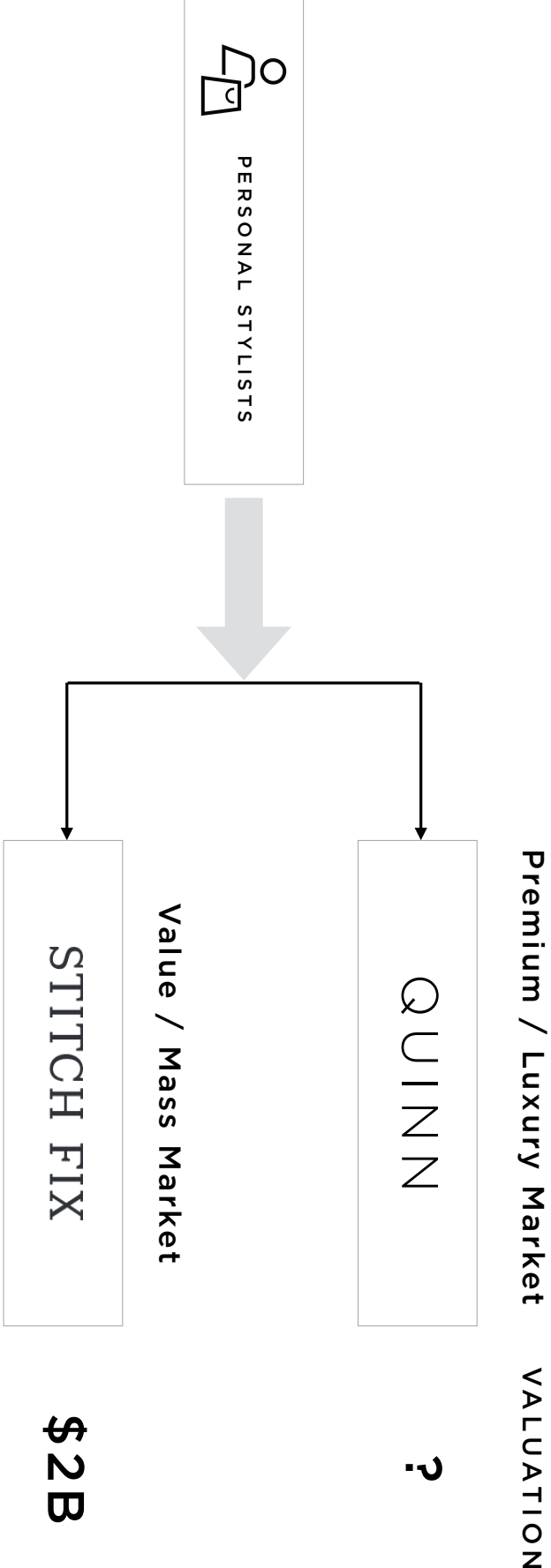


WHY NOW?

Customers want convenient & personalized shopping experiences



DEMOCRATIZED LUXURY IN FASHION



BUSINESS MODEL

Retailers pay



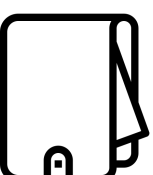
25% Commission

\$150

on \$600 AOV

+

Customers pay

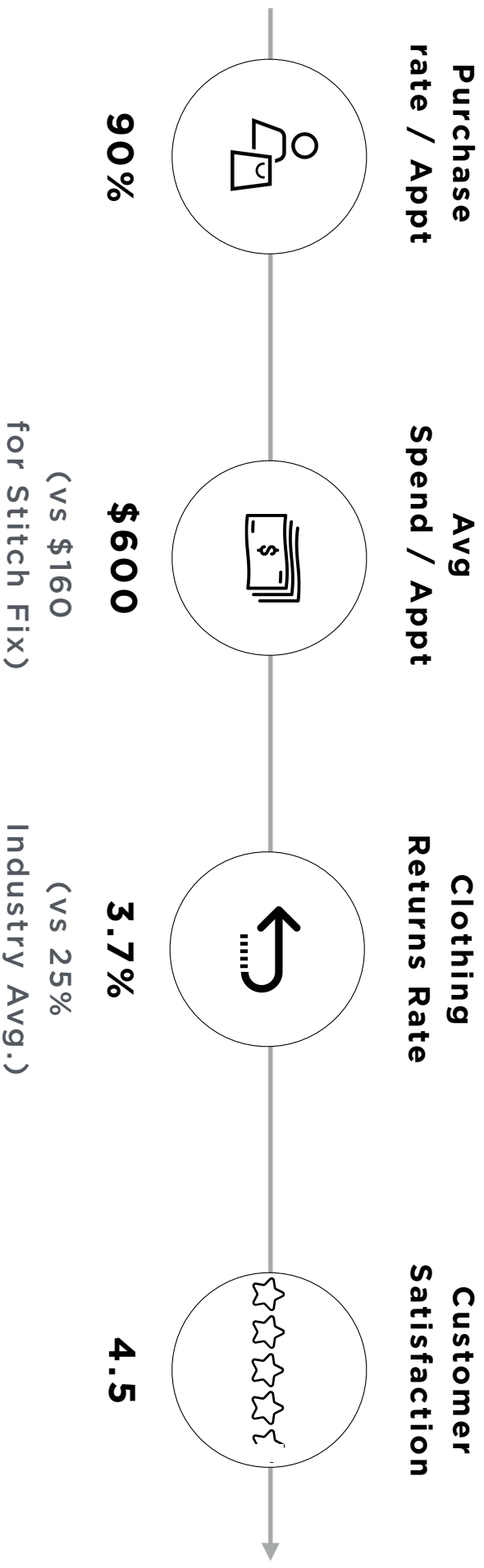


Styling fee / Appt

\$80

Sold as 5-appt Package

TRACTION & KEY METRICS




PARTNERSHIPS

Paid Pilot

Neiman Marcus

Pipeline

MICHAEL KORS

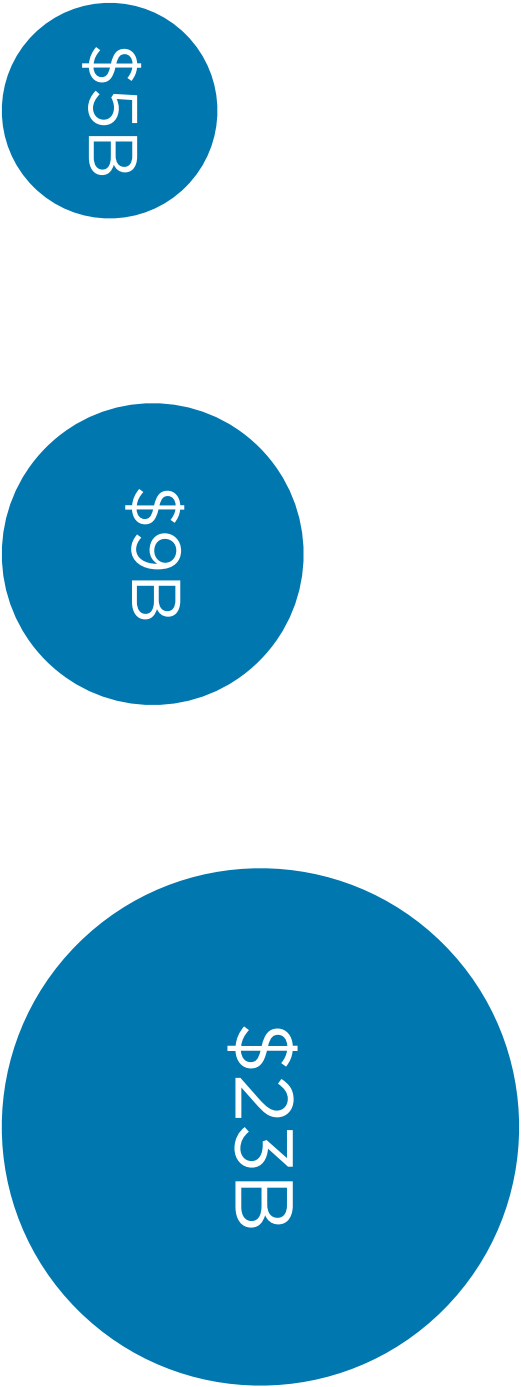
RALPH  **LAUREN**

INTERMIX

CLUB MONACO

MARKET

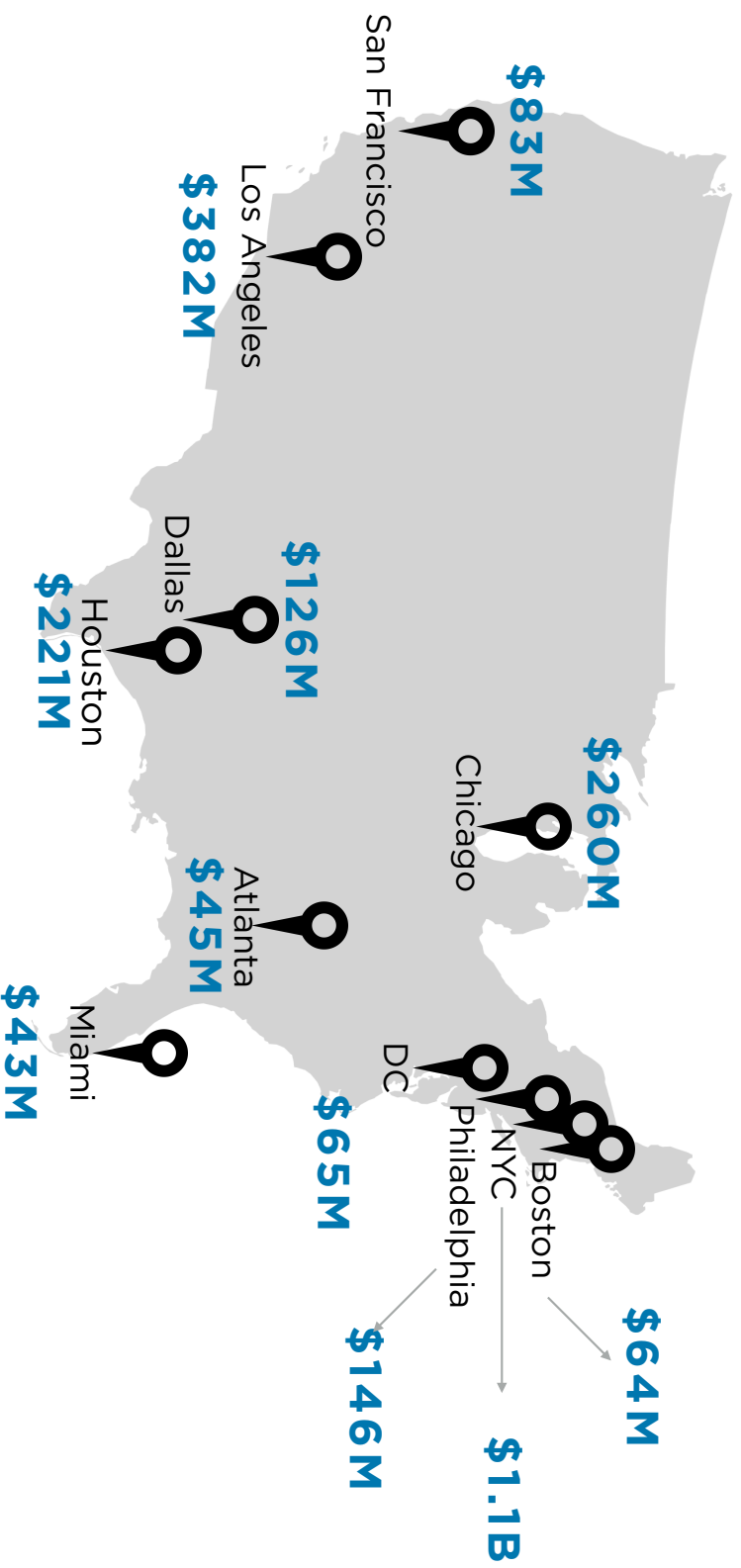
Vast opportunity in additional income segments
(No styling fee for purchases over \$250)



Annual Income	\$150,000	\$90,000	\$75,000
Annual Spend	\$3,500	\$2,800	\$1,750
Gross Margins	73%	58%	47%

\$2.5B ADDRESSABLE MARKET IN KEY CITIES

With only 2.8% market penetration



CUSTOMER ACQUISITION

FREE in-person styling consultations



EMAIL MARKETING

- 25% monthly growth rate
- 4,000 emails in pipeline
- 1.25% conversion over 60 days



CORPORATE EVENTS

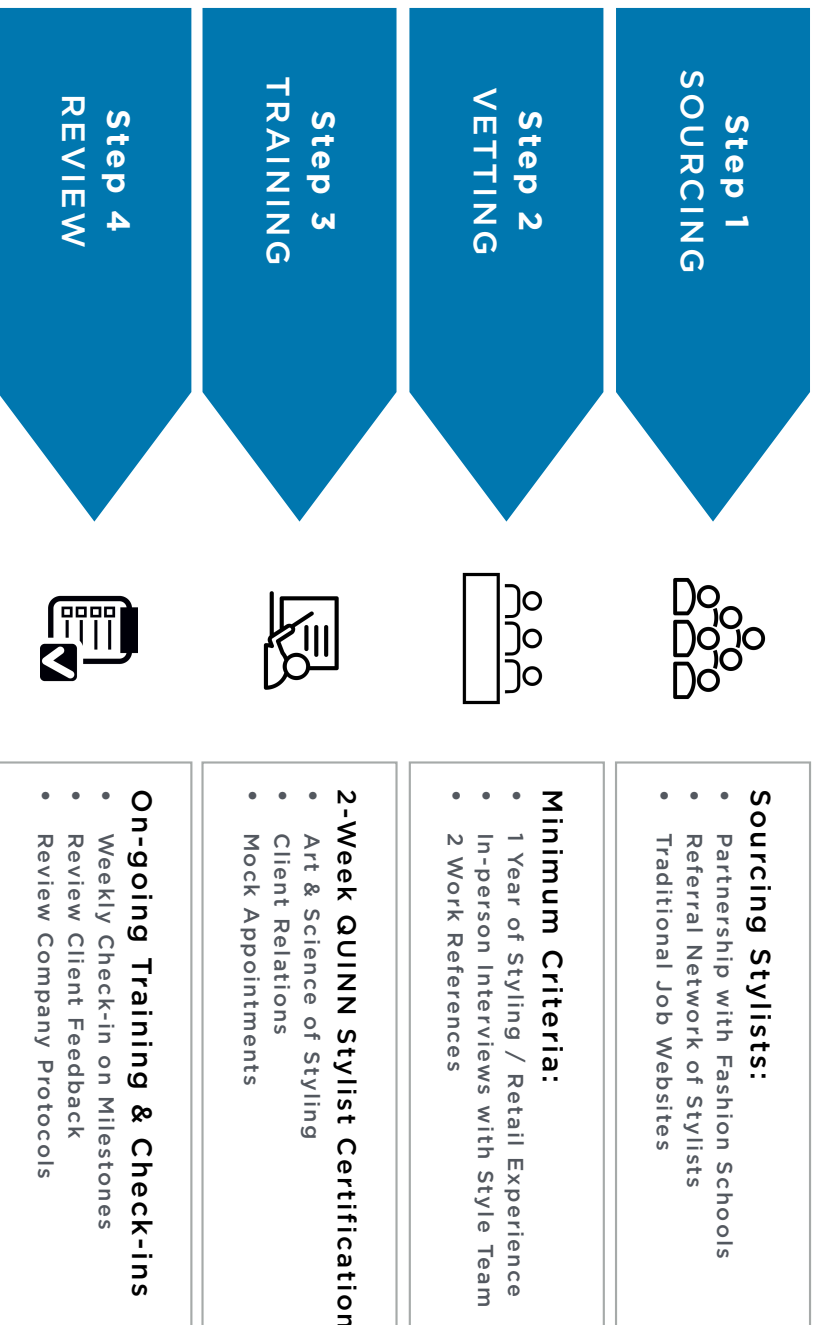
- In-office Style Consultations
- Pipeline of 10 companies
- 15% conversion over 7 days



RETAIL PARTNERS

- Paid pilot with Neiman
- 150 customers using QUINN
- 4 fashion brands in pipeline

HOW WE ONBOARD STYLISTS



COMPETITION

DEEP WARDROBE
KNOWLEDGE

QUINN

SNAP  STYLE

ONLINE ONLY

STITCH FIX

 amazon

ALLUME

LIGHT WARDROBE
KNOWLEDGE

Fitz

IN-PERSON

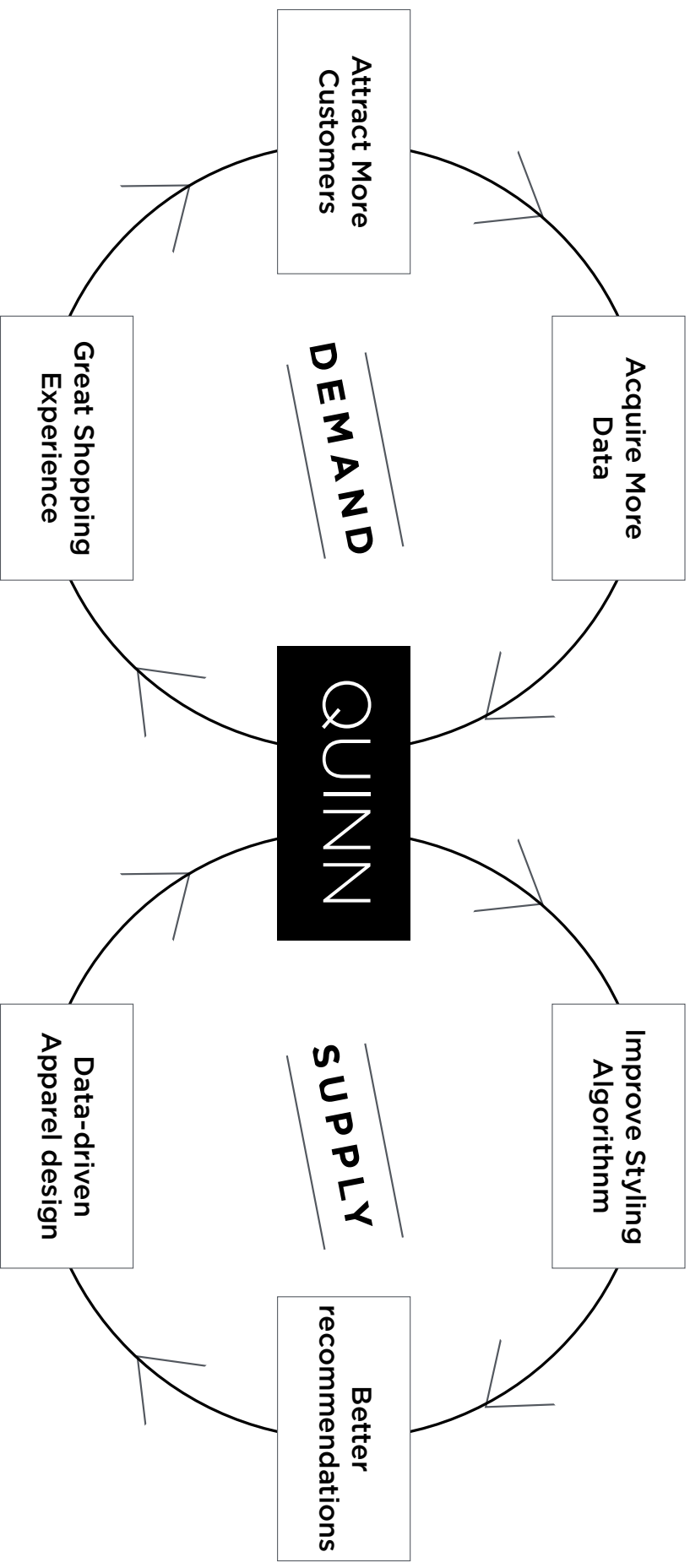
 BOON+GABLE

STYLELAB

TRUNK CLUB

OUR VISION

Transform the entire retail value chain for apparels



TEAM



JOHN OREKUNRIN
Co-founder & CEO
Economics, Brown University



DIANA MELENCIO
Co-founder
Finance, San Francisco State

ADVISORS

AL SAMBAR
Managing Partner
Accenture Retail Operations Group

LISA BALTER SACKS
Head of Business Development
BlueTarp Financial

RETAIL PARTNERS



LORD & TAYLOR



SAKS FIFTH
AVENUE



NEIMAN MARCUS

INVESTORS



JASON CALACANIS

THANK YOU



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