



DiSa Digital Safety Pte. Ltd.
DiSa Smart Solutions

28 October 2021



Smart Barcodes
Return Fraud Protection



Smart Tag
RFID Item Security



Fresh Counts
Always Fresh Alert



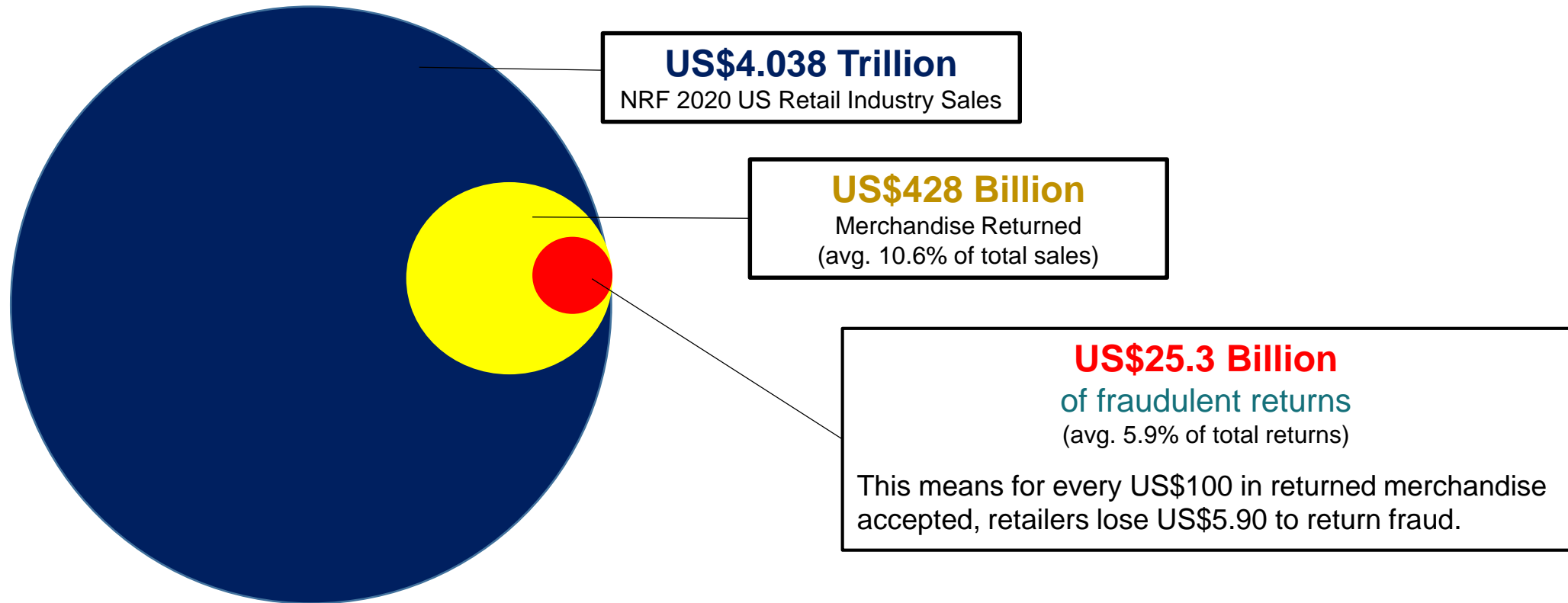
Product ID Live
Individual Item Tracking



POS Activation
Complete Benefit Denial

Consumer Returns in US Retail Industry 2020

Total returns account for **US\$428 billion** in lost sales for U.S. retailers, of which **US\$25.3 billion** coming from fraudulent returns.



Source: National Retail Federation 2020 Returns Survey. Oct-Nov 2020.

Cost of Returns

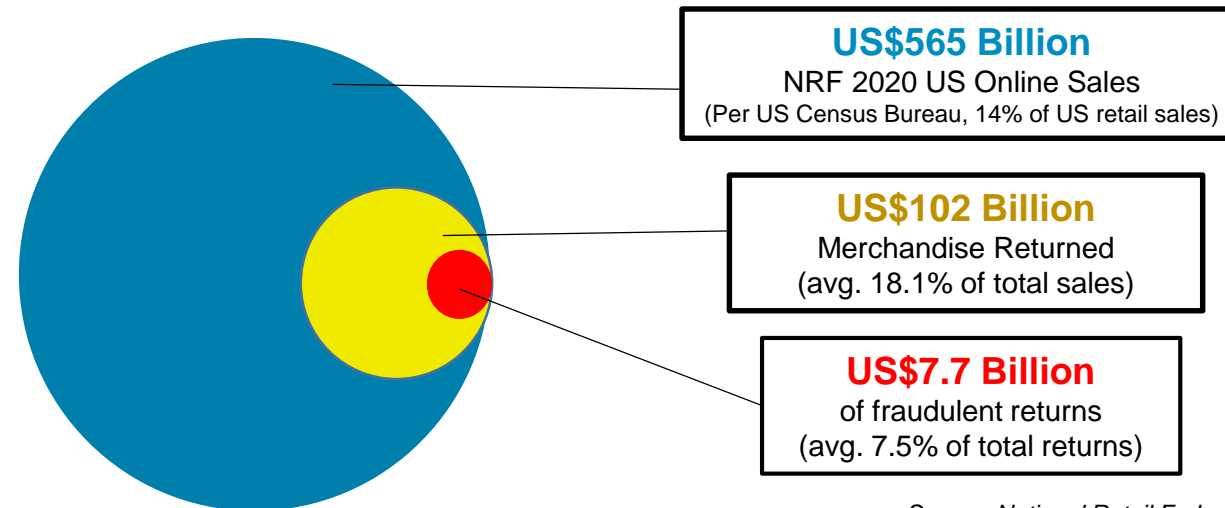
- Loss of cash and profit from lost sales
- Additional labour cost from inspection of returned goods.
- Returns cause markdowns and logistics expenses to increase
- Returns cannot always be sold or may have to sell via third party channels or return to suppliers.

MAJOR INITIATIVES

Online Returns in US

Online returns are a major driver of the overall growth of returns as the COVID-19 pandemic forced more consumers to shop online.

Total online sales for 2020 was US\$565 billion or 14% of total US retail sales, with US\$7.7 billion or 7.5% coming from fraudulent returns.

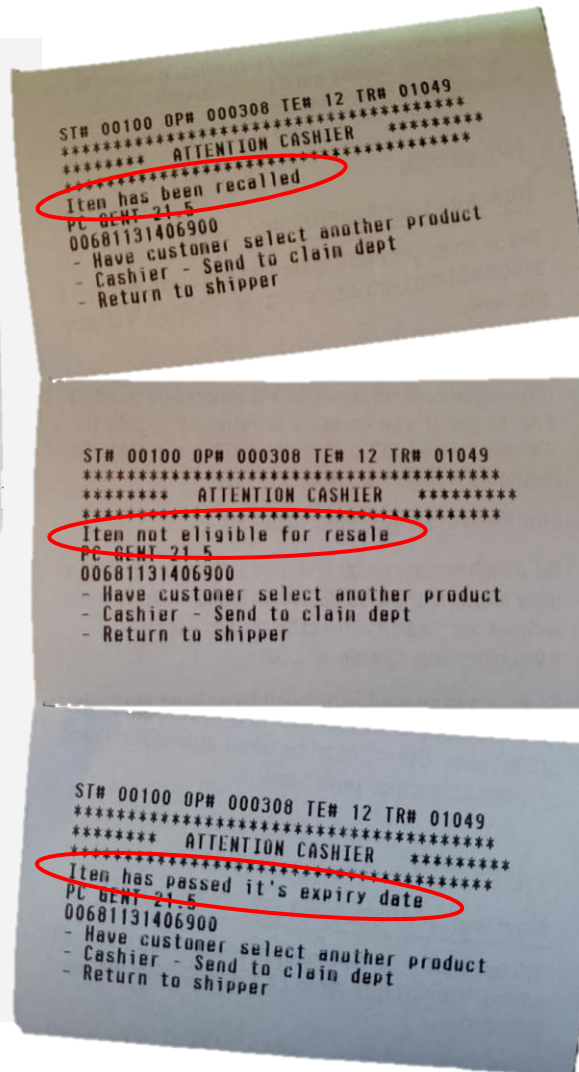
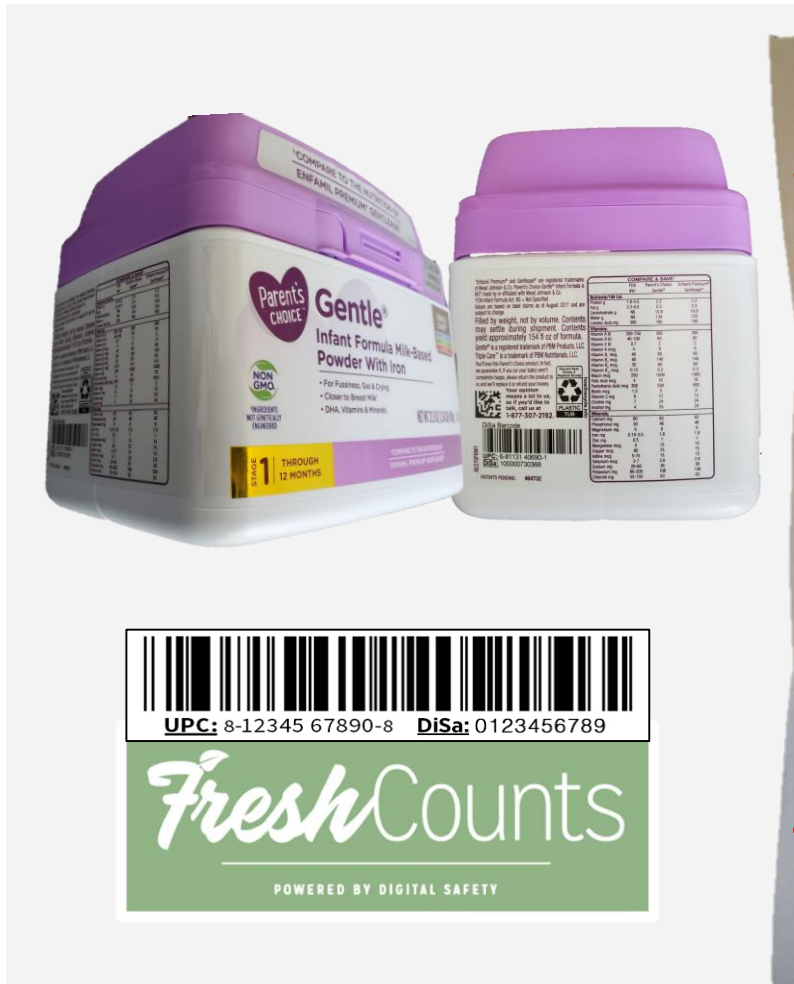


Source: National Retail Federation 2020 Returns Survey. Oct-Nov 2020.

DiSa has commenced integration with one of the largest retailers in US for the implementation of its 3S Solution to prevent return fraud from its online sales.

Buy Online, Pick Up In-Store (BOPIS)/Buy Online, Return In-Store (BORIS)

Baby Formula Serialization Test Run



DiSa is currently conducting a test run for the baby formula category to prevent retail theft and return fraud. Our *FreshCounts* protects consumers by ensuring freshness of the products by preventing the sales of recalled, returned and expired items to the consumers at point-of-sales.

DiSa + Appriss Partnership

Creating the most robust verification tool available in the market

Through this partnership, DiSa Single-Scan Serialization (3S) Smart Barcode is incorporated into Appriss' analytical engine, *Verify*, for return authorization.

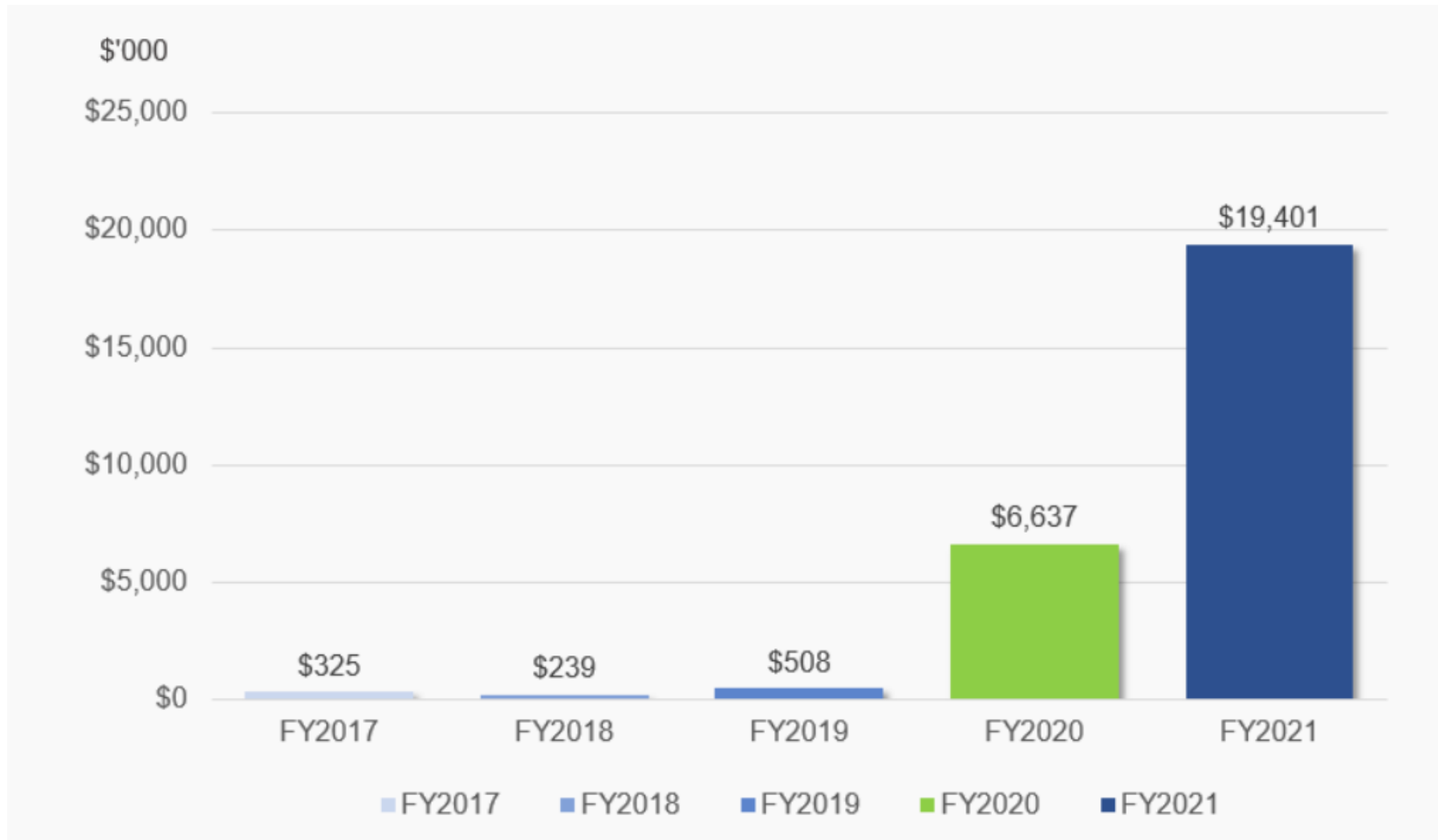
39 of the Top 100 retailers rely on **Appriss'** solutions to reduce shrink, prevent return fraud, detect and remediate employee fraud, and improve operational processes.

DiSa is targeting a POC with one of the largest home improvement retailers in US to use **DiSa 3S + Appriss' Verify** to prevent theft and return fraud.

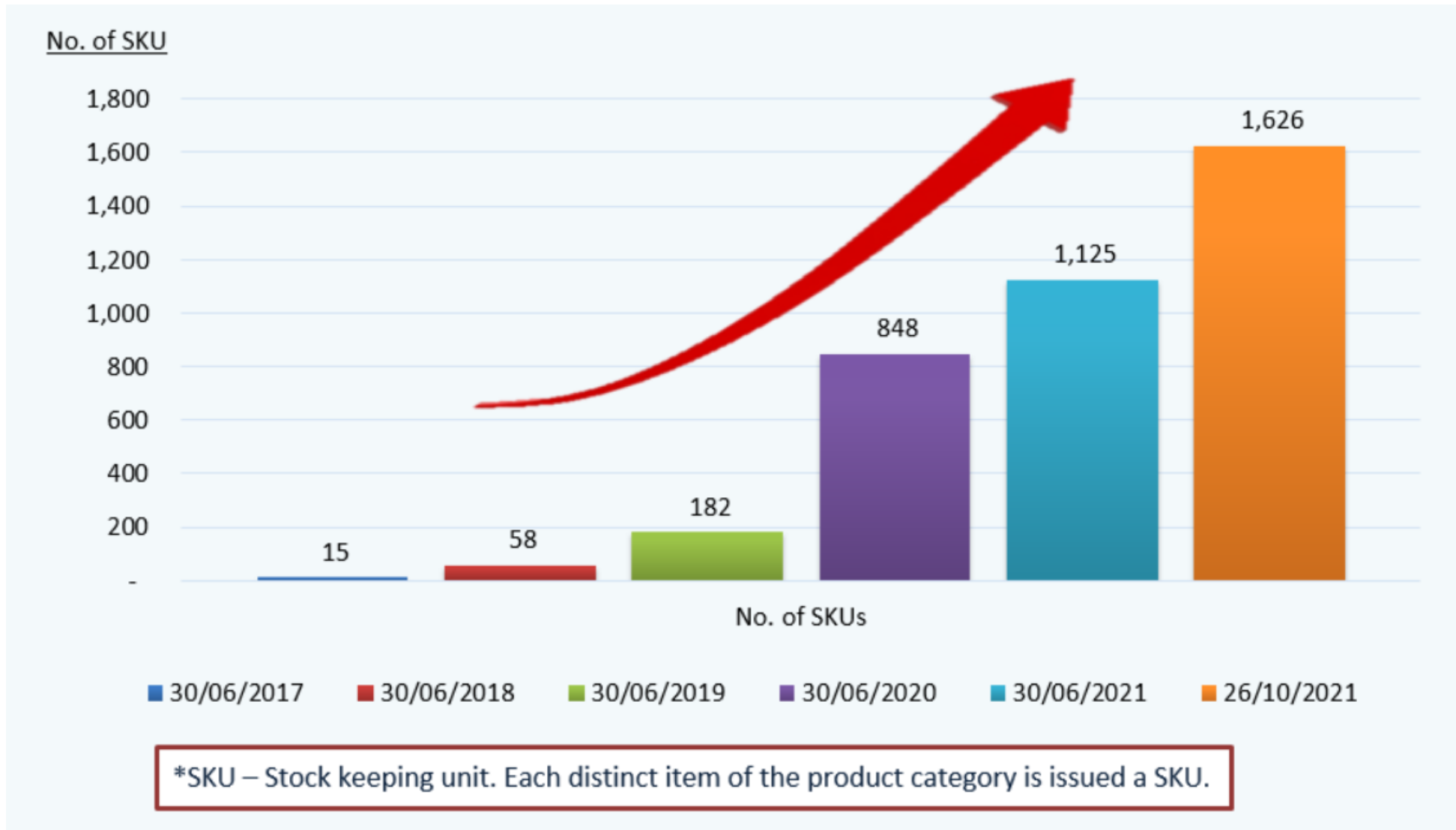
SALES GROWTH

Sales Revenue

An increase of 192.3% in revenue from S\$6.6 million in FY2020 to S\$19.4 million in FY2021.



SKUs As At 26 October 2021



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