

NATIVE CARIBBEAN LTD.

ARTISAN FRAGRANCE SHOPPE

12.07.23



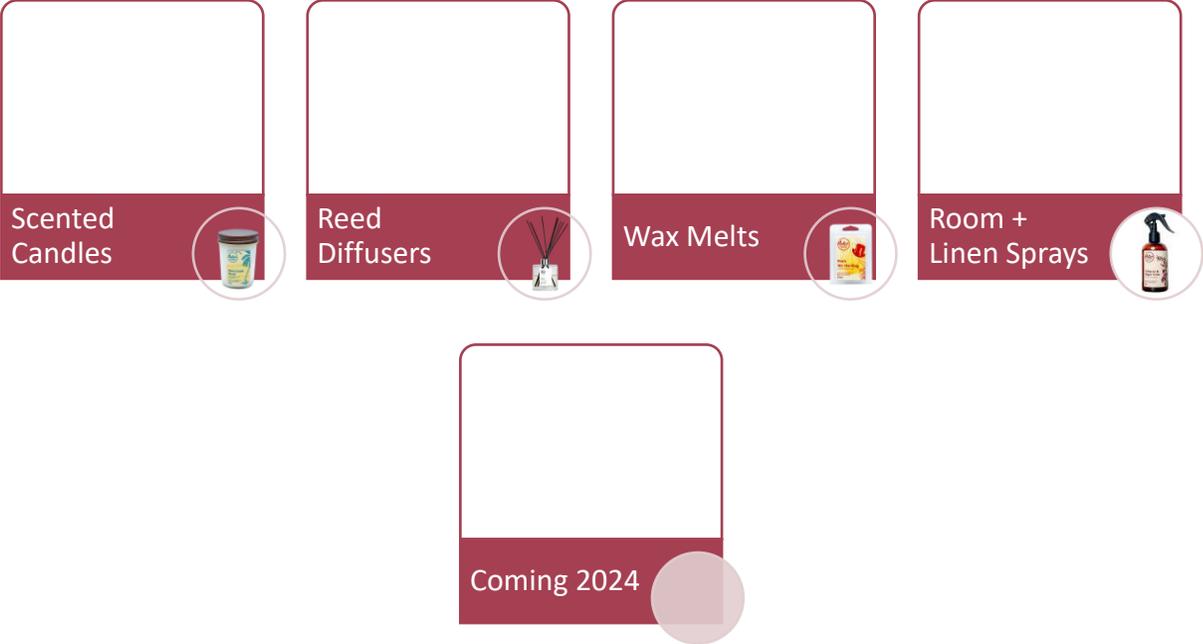
OVERVIEW

- DISCOVER NATIVE
- EXPORT EVOLUTION
- NAVIGATING THE DIGITAL FRONTIER
- BARRIER BREAKDOWN
- Q&A



DISCOVER NATIVE CARIBBEAN

Timeline of Growth



MEET THE TEAM

TAMARA
MANAGING DIRECTOR

LISA
CFO

SHENAIN
PRODUCTION ASSISTANT

DANIELLE
ATTORNEY

DEBORAH
SALES ASSISTANT

AVELYN
DIRECTOR, PHILANTROPY

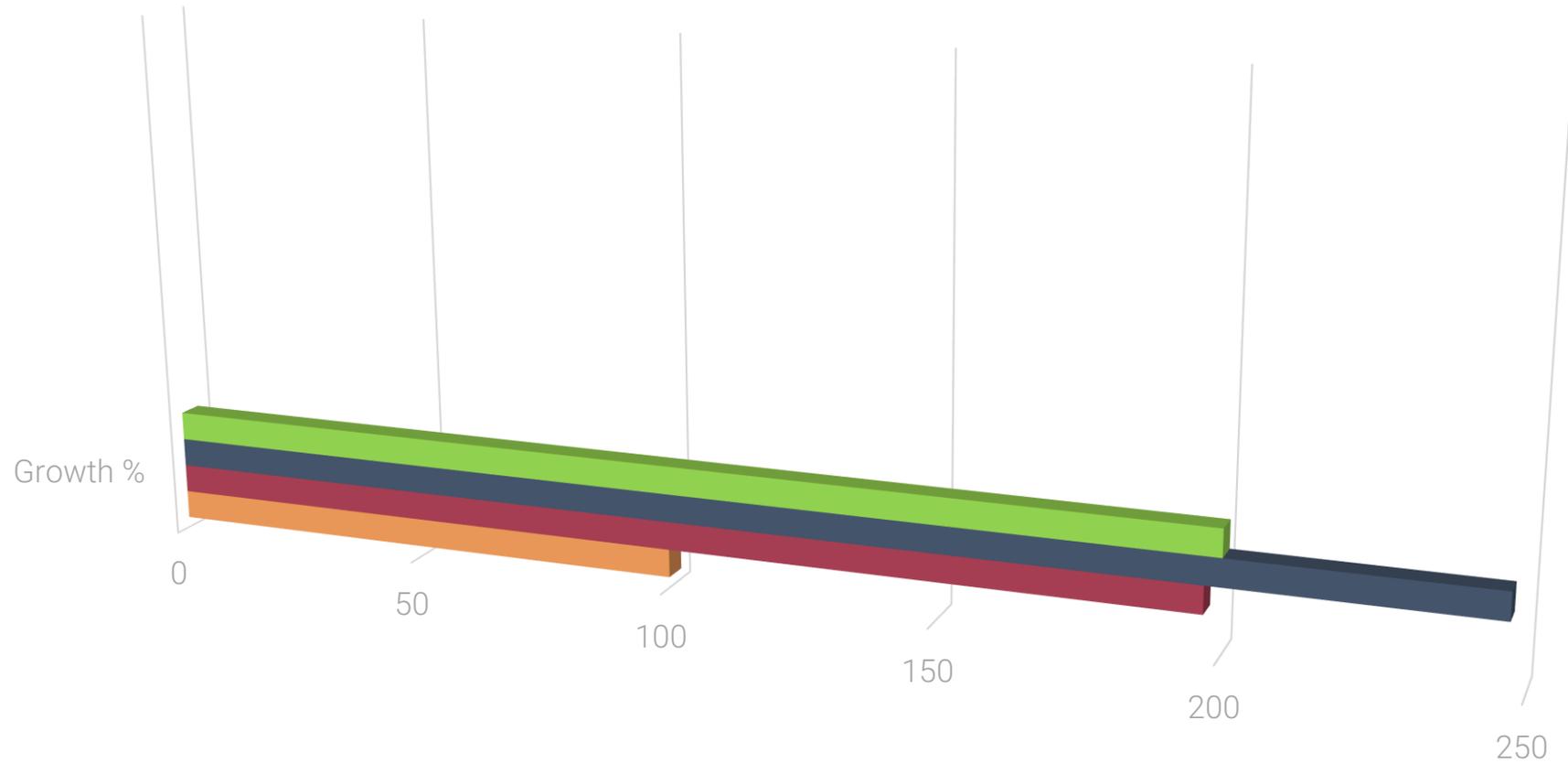




EXPORT EVOLUTION

FROM LOCAL GEM TO EXPORT DRIVEN MSME

GROWTH BY YEAR (LOCAL)



■ 2023 ■ 2022 ■ 2021 ■ 2020

A SATISFIED CUSTOMER

- “I’m very thankful that I’ve come across this wonderful brand. I was using Diptyque for many years. Not anymore. The quality and the fragrances are unmatched. The diffusers are perfect. The candles burn slow. You can tell every product is well manufactured. Native Caribbean is the TRUTH!”

- - Simon Babev - Elliante

A SATISFIED CUSTOMER

- “I absolutely love your candles! I purchased some on my way back to the US back in February. I need a restock!!!!”

- Pamela Arnette

A SATISFIED CUSTOMER

- “I have never seen a candle burn so evenly and cleanly like this before. It goes all the way down and the smell stays until the end.”

- Shelley, Silicon Valley

A SATISFIED CUSTOMER

- “I swear by this for removing pet odors.”

- Dawn Chere about Cheapside Market

A SATISFIED CUSTOMER

- “Must tell you again, I love the coconut wax candles. The scent is still in the house from yesterday.”
- Jessica



INDIRECT EXPORTS

USA

156

TRINIDAD

84

GUYANA

60



DIRECT EXPORTS

ST LUCIA

TRINIDAD

ST KITTS & NEVIS

JAMAICA

BELIZE

CANADA

ENGLAND

IRELAND

THAILAND

CHINA

USA

EXPLORING
LESSONS LEARNED

THE BREAKDOWN

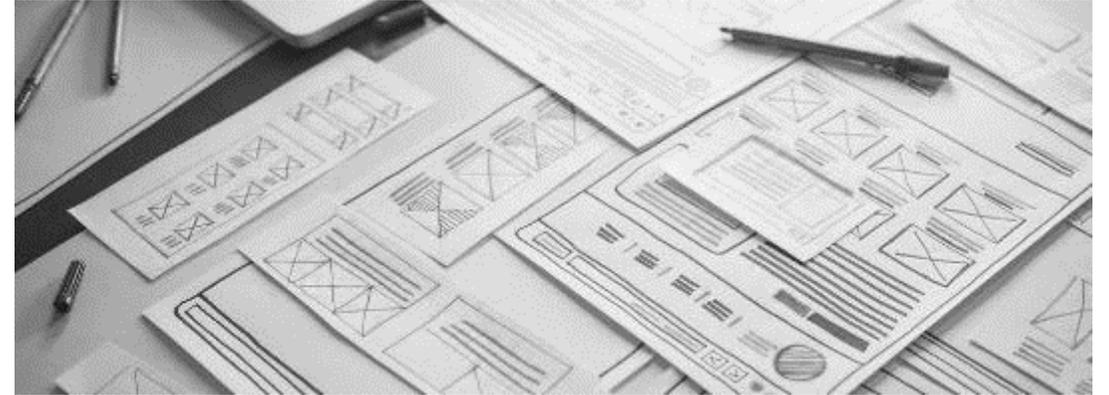


WHOLESALE BARRIERS



PROFITABILITY

- Low MOQs
- Margins



COST OF DOING BUSINESS

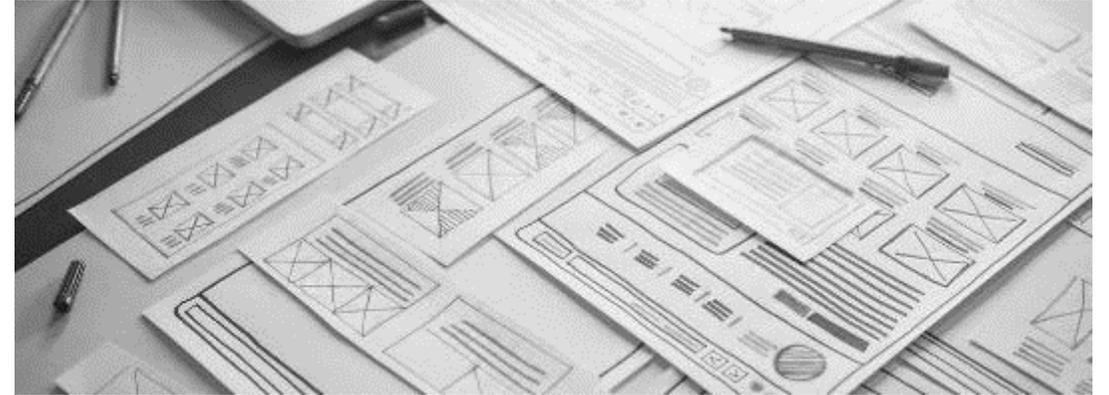
- High MDR fees
- Extremely high shipping costs
- High cost of electricity

E-COMMERCE BARRIERS



DOING BUSINESS TIMELINE

- 4 months to open bank account
- 16 months to attain e-commerce platform from bank



COST OF DOING BUSINESS

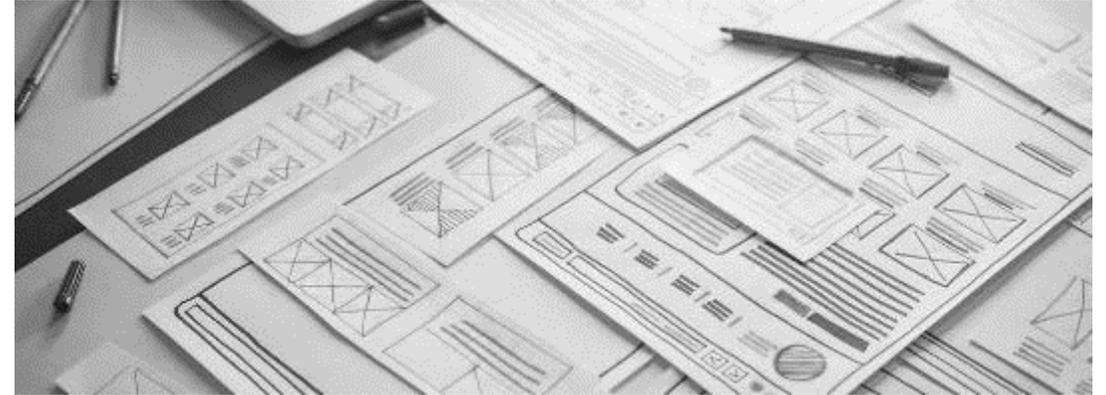
- High MDR fees
- Extremely high shipping costs
- High cost of electricity
- Marketing Fees

E-COMMERCE BARRIERS



UNDER-DEVELOPED ECO-SYSTEM

- Lack of alternative options for receiving payments
- Monopoly shipping service/ no competition



MARKET SIZE

- Too Small
- Movement of good throughout the Caribbean

E-COMMERCE BARRIERS



KNOWLEDGE GAPS

- Non-traditional form of exporting
- Shipping solutions



QUESTIONS ?



THANK YOU



TAMARA GIBSON



+1 (246) 237-5137



tamara@nativecaribbean.com

WWW.NATIVECARIBBEAN.COM