

INVESTOR DECK · OCTOBER 2026

GAPLI

Multi-channel commerce infrastructure

One infrastructure for selling across marketplaces and online stores.

Connect supply once. Sell across every channel.

Growth capital: PLN 0.5–1m

Target: 200 orders/day by end of 2026

Selling online at scale means running five businesses at once

Suppliers

Large catalogues, but limited reach.
Most products never get to the marketplaces where customers buy.

Sellers

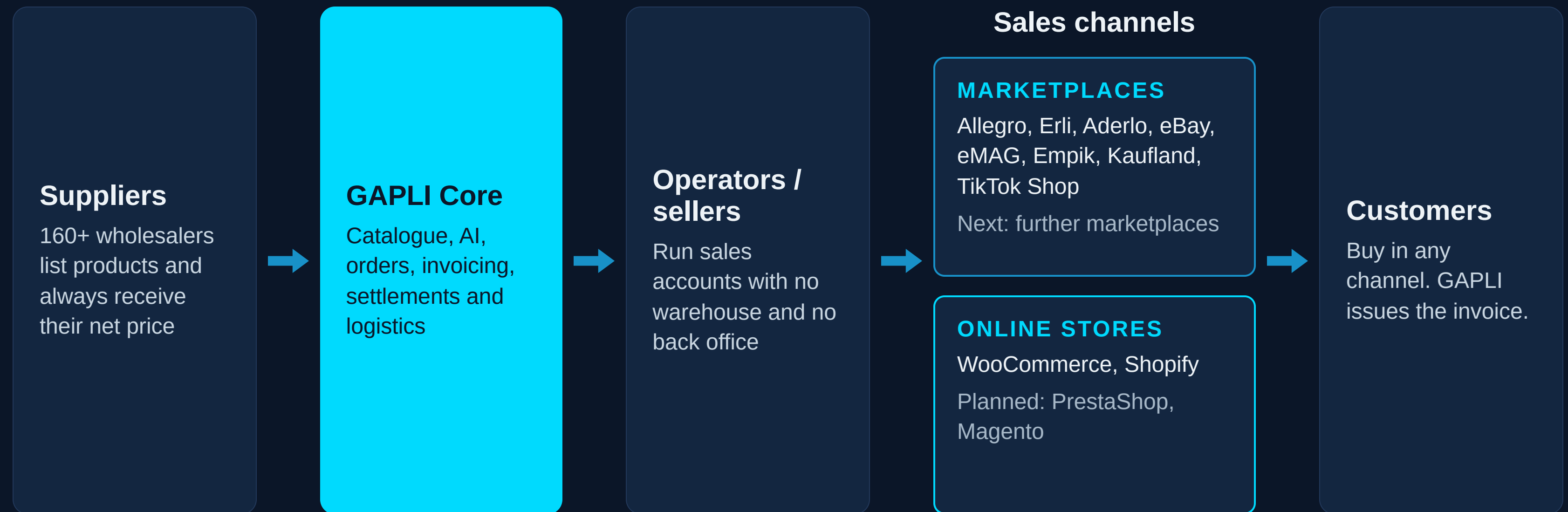
Need stock, capital, integrations, invoicing, returns and support before the first sale.

Sales channels

Marketplaces and online stores demand speed, quality and compliance that small sellers struggle to deliver.

The result: high entry cost, fragmented tools and capital locked in inventory.

One infrastructure connects supply to every channel



GAPLI is the seller of record

The full value of every sale is GAPLI revenue. GAPLI settles suppliers and operators; profit is split 70% operator / 30% GAPLI.

Why now

AI makes catalogue work cheap

Descriptions, translations, classification and customer support move from people to software.

Commerce runs on many channels

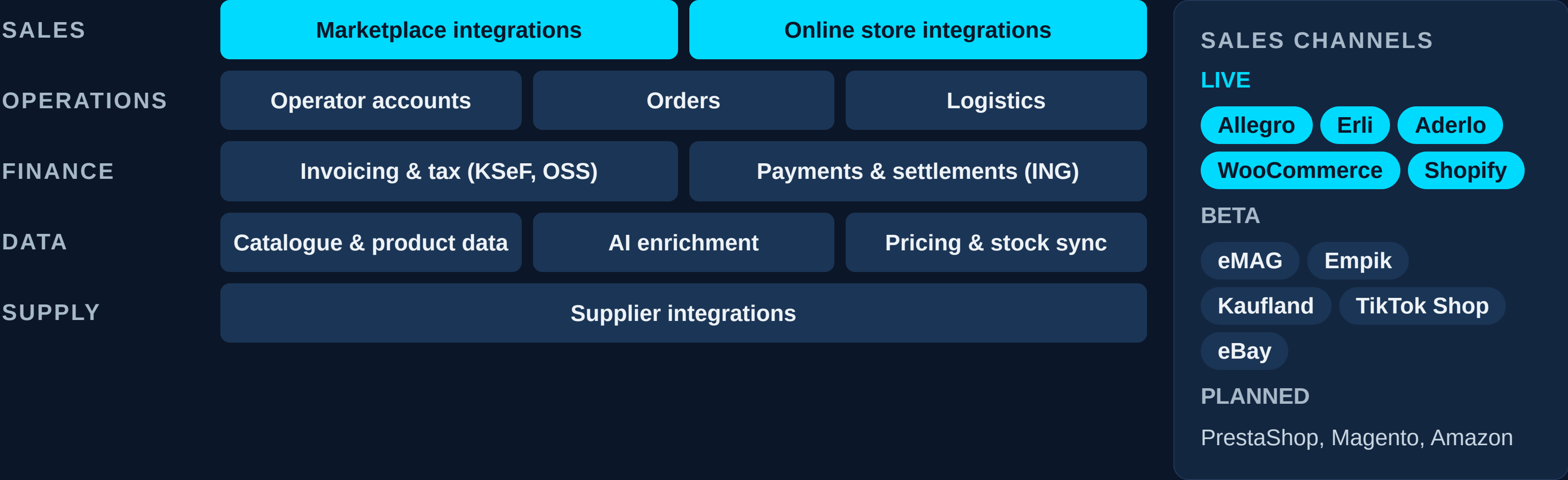
Marketplaces and online stores keep multiplying. Sellers need one back office for all of them.

Compliance is rising

E-invoicing (KSeF) and cross-border VAT (OSS) raise the bar for small sellers. Infrastructure absorbs it.

Infrastructure that already covers these three shifts can scale faster than any single seller can build it.

The infrastructure, layer by layer



Traction

Snapshot · 1 October 2026, 21:00 UTC

6,759

orders fulfilled to date

100

sales in the last 7 days

PLN 40,140

sales value in the last 7 days

28

active stores in the last 30 days

977,340

products available for sale

163

active wholesalers

Proven sales capacity

The platform has already handled more than 50 paid orders per day. The current funding stage is aimed at scaling sales and making full use of the infrastructure already built.

How GAPLI earns

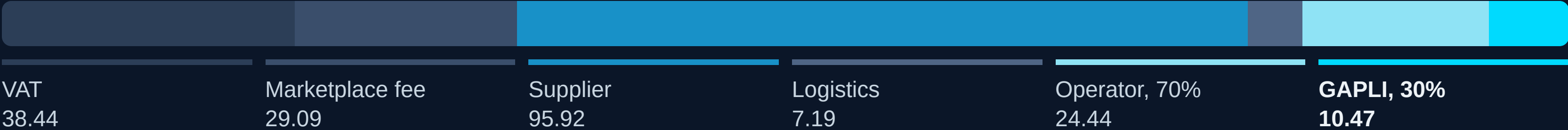
TODAY

- **Margin on every sale:** GAPLI keeps 30% of the profit on each order
- **SaaS subscriptions:** operators pay for higher product limits and account plans

PLANNED

- Own sales channel (Aderlo): GAPLI keeps 100% of the profit
- AI & automation premium, fulfilment, supplier services

Where a PLN 205.55 order goes (real Allegro order, September 2026)



Built to scale country by country

ACTIVE

Poland

Operating company and supplier base.
Cross-border sales to Czechia, Slovakia
and Hungary.

FIRST EXPANSION

United Kingdom

UK company registered. Target launch: 1
November 2026. British suppliers +
existing GAPLI infrastructure.

NEXT

Further markets

One operating company per country,
local suppliers, the same platform.

Vision: 10,000 stores in every market we enter, within 5 years of entry

A long-term ambition, not a forecast.

What GAPLI combines in one platform

Capability	Integrators	Wholesalers	E-commerce / marketplace tools	GAPLI
Supplier catalogue	—	own range	limited	160+ wholesalers
Seller of record & invoicing	—	—	—	yes
Operator settlements & payouts	—	—	—	yes
Cross-border VAT (OSS)	partly	—	—	yes
AI operations	partly	—	partly	yes

Integrators, wholesalers, marketplaces and store platforms are part of the ecosystem and potential partners. We have not identified another platform that combines the full operating stack GAPLI brings together.

Roadmap and use of funds

NOW · NEXT 12–18 MONTHS

PLN 0.5–1m

- Marketing and seller acquisition
- Servers, infrastructure and hardware
- AI: full catalogue enrichment, own AI server
- Scaling the ready sales channels
- UK launch

LATER · STRATEGIC CAPITAL

Larger ticket

- Automated warehouse and logistics
- Own facility
- Franchise network
- 3D/VR product showrooms

200 orders/day

Target by end of 2026: estimated break-even at the current cost base, including subscription revenue. A target, not a guaranteed forecast.

The investment conversation

GROWTH CAPITAL

PLN 0.5–1m

To accelerate a model that already sells, before a larger round.

STRATEGIC OPTION

Larger ticket

Open to a conversation with a partner who wants to back international expansion.

Ideal partner

An entrepreneur, family office or fund that understands e-commerce, SaaS or international scaling. Terms are agreed individually.

Team

Grzegorz Ciupek

Founder & CEO

Product, platform and operations. Builds and runs the GAPLI infrastructure.

Tadeusz Stabrawa

Co-founder & Chief Business Officer

Capital, growth, strategic partnerships and commercial development.

A lean team: AI automation covers work that would otherwise need a much larger staff.

LET'S TALK

**Book a 30-minute call with
the team**

tadeusz.stabrawa@gapli.com

tadeuszstabrawa.pl/invest

gapli.com/?ref=O9MVYC93