



PROJECT MOMENTUM



Transforming Global Trade Through AI-Driven Automation

Company Overview: Our Client provides an AI-powered trade infrastructure platform that helps small and medium-sized businesses (SMBs) manage procurement, inventory, financing, and distribution within a single integrated system. The Company empowers high-growth brands to operate with enterprise-level precision through automation, embedded financial tools, and a global vendor network. Its end-to-end platform streamlines supply chain operations, enabling customers to convert inventory into cash more efficiently and reinvest in growth. By bridging the gap between SMB agility and enterprise capability, Project Momentum supports businesses as they scale from early-stage growth to mid-market maturity.

Expertise and Differentiation: The platform delivers a comprehensive suite of solutions that combine advanced AI procurement technology, a global vendor distribution network, and third-party financing integrations into one unified ecosystem. The Company's mission-critical platform automates vendor management, sourcing, and quality assurance while connecting brands to more than 3,000 reliable manufacturing partners and global logistics channels. It further unifies payments, accounting, inventory financing, and receivables management within a single, cohesive system. Its proprietary AI agents for sourcing, underwriting, sales, and operations enable rapid deployment and immediate ROI by automating inventory decisions that maximize cash flow and sales opportunities. **The Company has expanded its service portfolio by transforming its internally developed AI agents into a standalone software product.** This new offering responds directly to enterprise demand and leverages the same proven AI infrastructure that powers our Client's existing procurement, distribution, and financing solutions.

Market Position: Positioned as a highly competitive alternative to traditional and emerging tools, the Company achieves industry-leading average contract values (ACV) and superior customer economics, supported by a 47.5X CAC:LTV ratio. The addressable market includes 1.9M SMBs representing \$3.8T in global GDP tied to inventory, with over 30% of all trade involving SMBs. Our Client's network-driven model and AI-powered automation position it for continued expansion in an underserved and rapidly evolving market segment, while its integrated technology and proven ROI create a compelling path toward long-term market leadership.

Investment Opportunity

With a proprietary AI-driven platform, established vendor and financing networks, and a proven record of revenue growth and customer ROI, our Client occupies a defensible position as a leading enabler of global trade for high-growth SMBs. It is seeking a strategic partner to accelerate market expansion, enhance automation capabilities, and scale its integrated trade infrastructure across procurement, financing, and distribution to capture increasing demand for intelligent, data-driven supply chain solutions. Kensington Park Capital has been retained to lead this process.

Key Highlights

- Unified trade platform, integrating procurement, financing and distribution to help SMBs operate with enterprise-grade efficiency
- Proprietary AI-powered automation across the value chain
- Expansive Global Network
- Proven Growth Trajectory: 200% year-over-year net revenue growth

Financial Highlights

- **ARR:** \$6.9M
- **ARR Growth Rate:** 33%
- **ACV:** \$165K
- **CAC:LTV ratio:** 47.5X