TANDOM

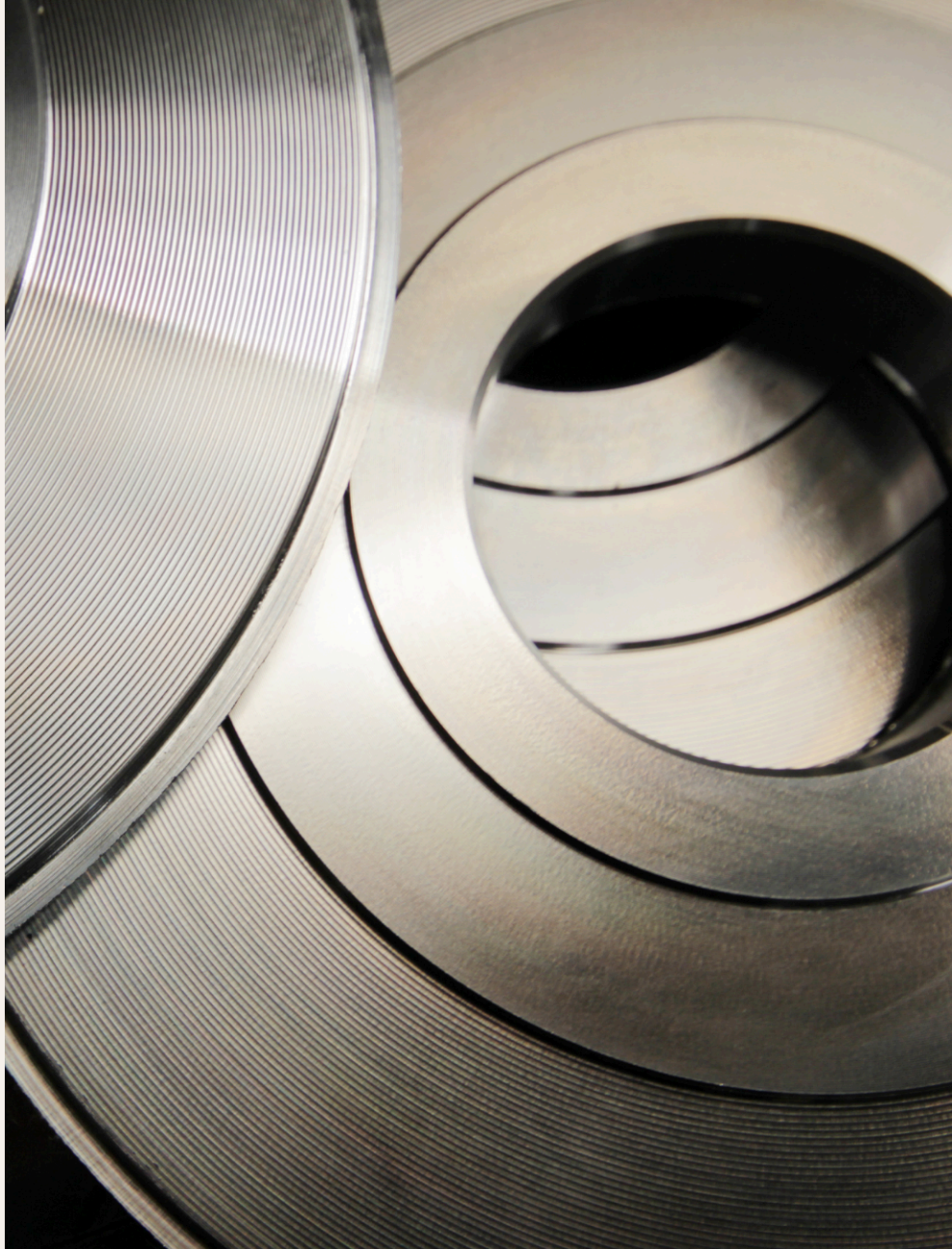
The AI-native importer for manufacturers.

The platform for manufacturers and their AI agents to source, import and finance goods.

Starting in Brazil.

Marcelo Fujimoto Founder

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Manufacturers will buy autonomously with AI.

We're building the tool that executes the trade.

When inventory runs low or demand rises, manufacturers' AI agents will buy from suppliers worldwide. They'll need a tool that can execute the sourcing, importing and financing, from finding suppliers to delivering goods to the factory.

We're building that tool through real trade. Every sourcing project and shipment builds supplier knowledge, relationships and financing power. Better sourcing and payment terms attract more trade, strengthening the tool an AI agent will rely on.

Our bet is that this becomes a winner-take-most market: as manufacturers turn purchasing over to AI, *Tandom becomes the logical tool to call.*

We start with Brazil's mid-sized manufacturers. They need better sourcing, simpler imports and financing today. Serving them builds the foundation for autonomous purchasing tomorrow.

Brazil's mid-sized manufacturers need this now.

Manufacturers pay $100 for inputs that could land for $65.

BOUGHT LOCALLY

$100



IMPORTED, LANDED

$65

Large manufacturers import 40% of their inputs. Mid-sized ones, 10–20%.

Sourcing is manual

Small purchasing teams quote the same few local suppliers. Most of the market goes unseen.

Imports are complex

Customs, freight and taxes need specialists most manufacturers don't have.

Capital is expensive

Imports are paid upfront: 90–120 days of cash at 22–32% a year.

Tandom gives every manufacturer

the buying power of a multinational.

Our AI gives small purchasing teams the capabilities of a 20-person sourcing and import team.

Purchase list

Goods delivered

SOURCING

We find and vet suppliers

Lower input costs

IMPORTING

We run the whole import

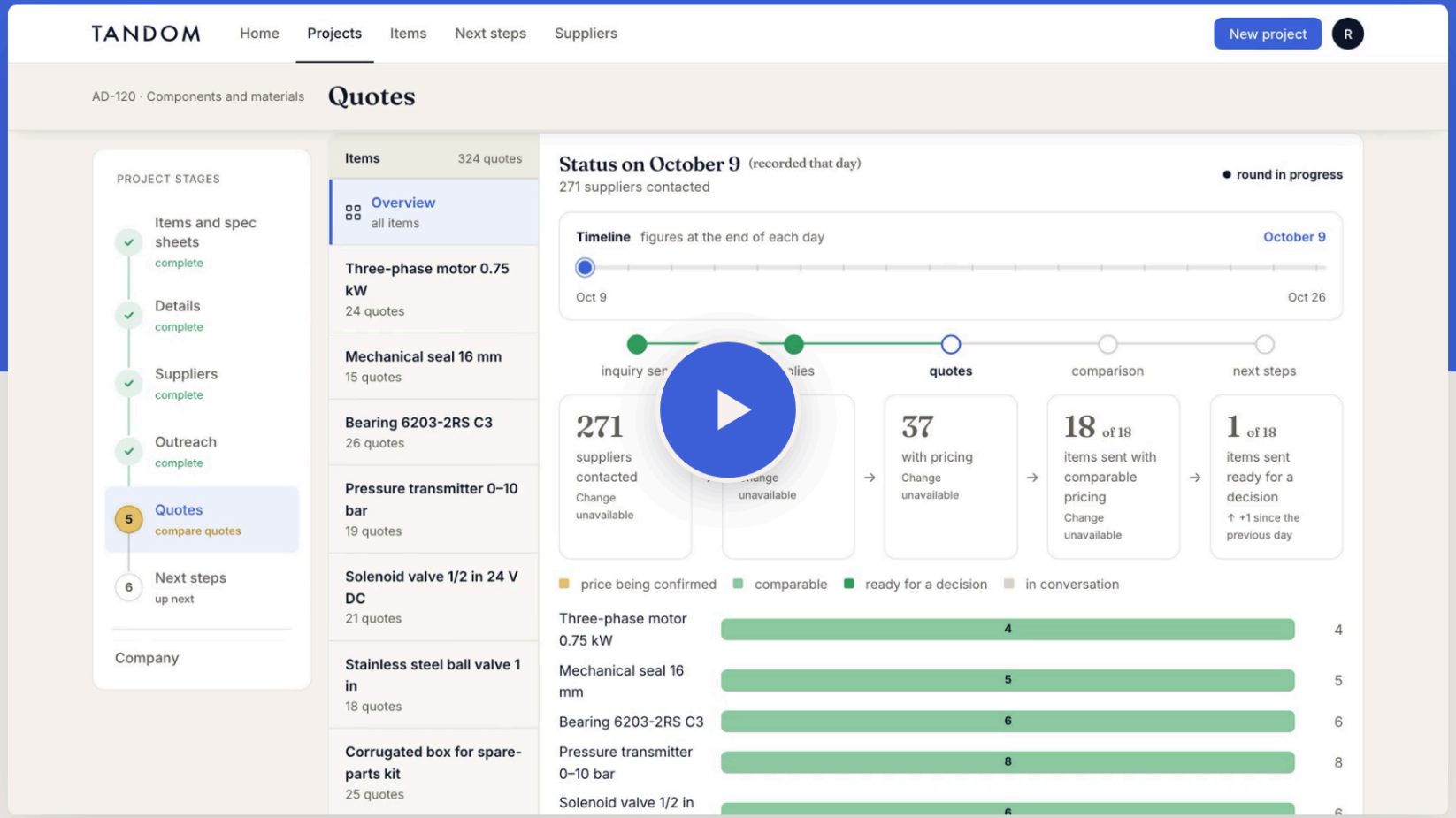
Less work for the customer's team.

FINANCING

We give them time to pay

Less cash tied up

One platform to source, import and finance.



We earn on every import.
Financing more than doubles our income.

CUSTOMER IMPORTS ANNUALLY

$1M

One manufacturer

ANNUAL FEES + FINANCING INCOME PER CUSTOMER

Sourcing + importing

$30K

Sourcing: $5k
$100 per item × 50 items/year

Import operations: $25k
2.5% of import value

Add financing

$100K

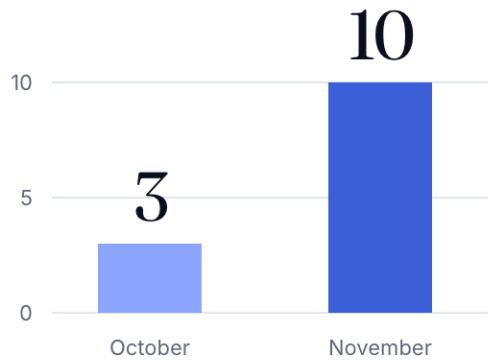
$30k from sourcing + imports
Same fees as today

+ $66k in financing
8% on $825K financed annually

Import fees: 1–4% of order value. Example uses the 2.5% midpoint.
Financing: 3–10% per financed trade. Example: 8% on 82.5% of imports.
Fees + financing income exclude goods value and are before funding costs.

10 customers and $7K in fees in our second month.

CUSTOMERS



FEES



$6M

of orders sourced.

$60K+

in import fees as those orders ship.

Manufacturers are already choosing Tandom.

Our buyers are CEOs, COOs and supply chain directors.

"Tandom is working perfectly!

Congratulations! I'm excited to move forward. This will help our supply team a lot."

CEO, Nutriplan

WHAT WE SOURCE

Direct materials: the parts, components and materials that go into a manufacturer's product.

WHAT WE DON'T

Exchange-traded commodities like fuels, grains and ores. Finished goods for resale.

SOME OF OUR CUSTOMERS

Nutriplan

Latin America's largest maker of gardening products

exatron

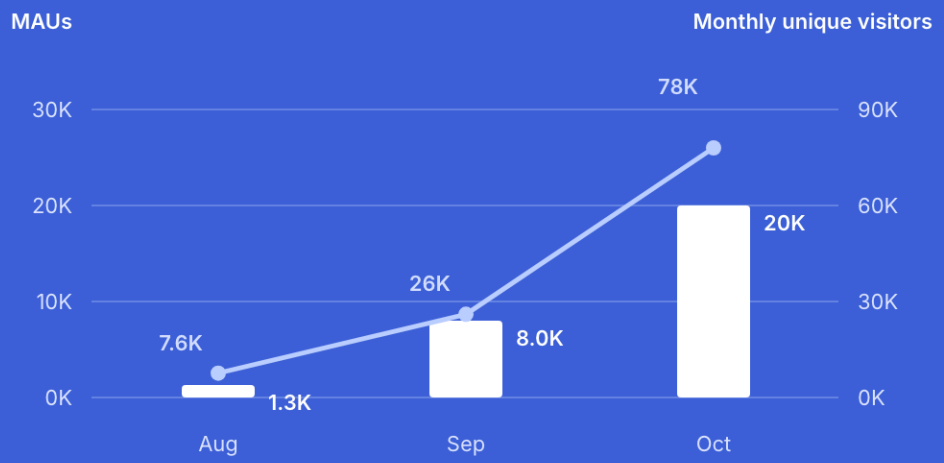
Electrical devices for building automation and circuit protection

grupo bloom

Equipment, inks and papers for digital textile printing

Free customs tools attract sourcing agents and manufacturers.

20K monthly active users and growing



Sourcing agents and direct sales turn demand into customers.

Convert demand into paid projects

SOURCING AGENTS

Independent agents bring their clients

Each agent brings **10–20 manufacturers**

They run their clients' sourcing on Tandom

DIRECT SALES

Outreach to CEOs and directors

Trade data shows who imports, what and how much

AI runs the outreach

Trade fairs and industry events

TANDOM

MARKET



Brazil is the ideal market to start: $1.9B in mid-sized manufacturers, $30B+ as we expand.

Start with mid-sized manufacturers in Brazil. Expand to larger Brazilian buyers, then new countries.

Annual fees + financing income Excludes goods value · Before funding costs

START · MID-SIZED, BRAZIL

$1.9B

31,000 × $60.3k per customer

Brazil: 2.5% import fee + 8% financing on 82.5% of volume.
Sourcing: 75 items per customer annually at $100 each.

EXPAND · ALL OF BRAZIL

$8.5B

110,000 × $77.4k per customer

LONG TERM · LATAM AND ROW

$30B+

Brazil, rest of LatAm, Europe and the US

Outside Brazil: 1.5% of operated volume

TANDOM

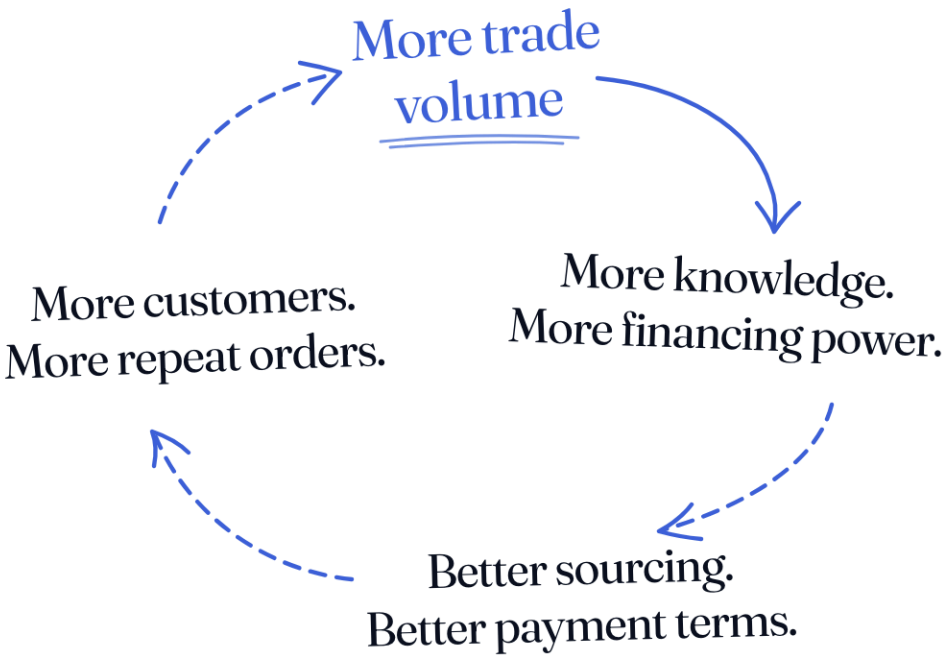
COMPETITION

Large trading companies serve the biggest importers.

Tandom uses AI to serve mid-sized manufacturers.

WHAT THEY OFFER	WHO THEY SERVE: Largest importers	WHO THEY SERVE: Mid-sized manufacturers
Sourcing, importing and financing	$14B+ in revenue large trading companies COMEXPORT SERTRADING TIMBRO	TANDOM Sourcing, importing and financing. Built around AI.
One service only		Thousands of small providers Small traders, agents, consultants

More trade builds sourcing intelligence and financing power. Better terms bring more trade.



Sourcing intelligence

Suppliers, prices and specifications from every project make the next search smarter.

Financing power

More volume unlocks credit in Brazil and supplier terms in China.

BRAZIL / POR ENCOMENDA

Imports and resale in our name build **repayment history** and **goods and receivables to back credit**.

CHINA

Volume supports our own or a partner's local entity. **Local payment and recourse** unlock **supplier credit**.

FOUNDER

From founding and selling LatAm's top SMB logistics-tech startup to fixing how manufacturers import.



Marcelo Fujimoto

Founder

SUPPLY CHAIN & LOGISTICS

Built Mandaê to

$30M

revenue and sold it

1M packages a month, 200+ people. Acquired by Nuvemshop.

Raised

$20M

from top VCs and strategics

FINANCE

Investment banking and private equity

J.P.Morgan

Prospect Partners

TANDOM

RAISING

$300K

USE OF FUNDS

1 product engineer

1 salesperson

AI inference and infrastructure

ALREADY INVESTED



Hans Hickler — DHL

Former CEO, DHL USA



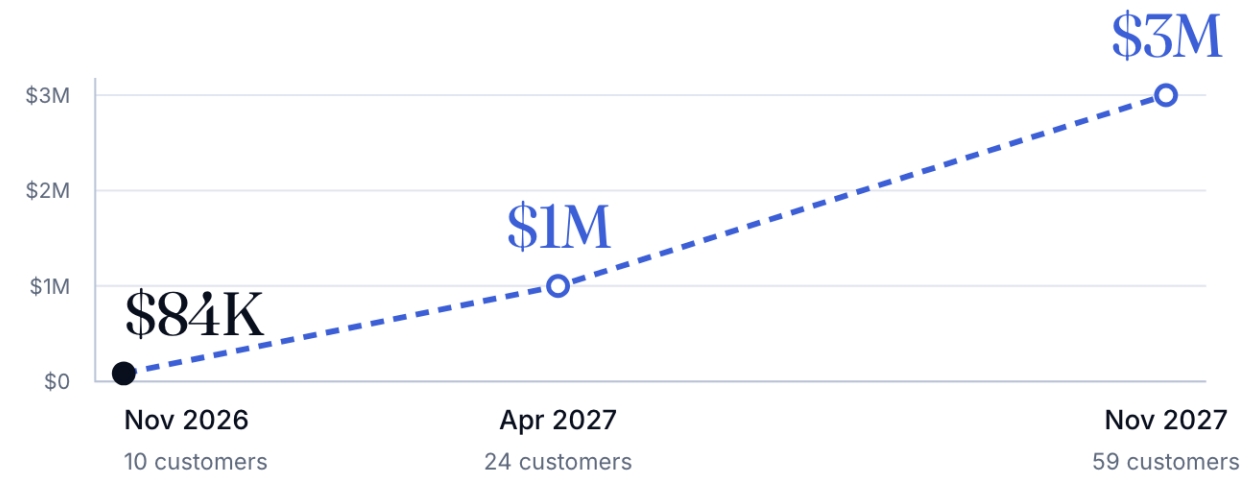
Alex Gutarin — NETFLIX

Head of Open Connect, Netflix

Raising $300K to reach $1M in annualized fees by April.

AI lets us grow trade volume without growing headcount at the same pace. This round funds the product and sales capacity to prove that, positioning Tandom for a much larger raise.

ANNUALIZED FEES · FINANCING EXCLUDED



$2M annual imports through Tandom per active customer.
10 pilots at 1%; new customers at 2.5% + $7.5K sourcing annually.

TANDOM

AI will buy across borders.

We're building the platform it will use.

Thank you.

Marcelo Fujimoto Founder

tandom.com.br · marcelo@tandom.ai

EXPLORE THE DETAILS

16 Sourcing evidence ↗

17 Customer economics ↗

18 Financing ↗

19 Market assumptions ↗

70% below the domestic quote, including freight, taxes and delivery.

6204-2RS ball bearing

June 2026 quotes · R$ per unit

Domestic quote — R$ 24.00

Estimated landed cost — R$ 7.31

Before Tandom fees

From factory to dock.

Factory FOB	4.14
Freight + insurance	0.47
Import taxes	2.58
Port + inland transport	0.12
Estimated landed cost	7.31

FX R$5.05 / US$
Consolidated ocean shipment

Financing takes annual income from $30K to $96K per customer.

One manufacturer · $1M in annual imports · All figures in USD

INCOME STREAM	PRICING MECHANICS	ANNUAL INCOME
Sourcing Fixed fee	$100 per item × 50 items/year	$5K
Importing Percentage fee	2.5% × $1M of imports 1–4% fee range; 2.5% midpoint	$25K
Financing Next	8% × $825K financed annually 82.5% of the customer's imports 3–10% per financed trade; example uses 8%	$66K

ANNUAL FEES + FINANCING INCOME

$96K

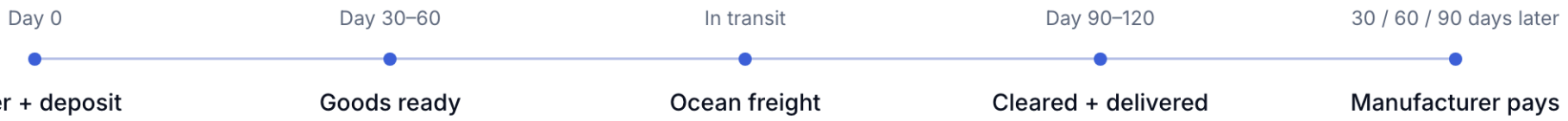
$30K fees + $66K financing

Rounded to **$100K** in the main deck.

Excludes goods value.
Before funding costs.

Turn upfront import payments into time to pay for manufacturers.

EXAMPLE IMPORT CYCLE 90–120 days from order to delivery



AT ORIGIN

Supplier terms + import credit

IN TRANSIT + AT CUSTOMS

Cargo + tax funding

AFTER DELIVERY

Receivables funding

BRAZIL / POR ENCOMENDA

Import, resell, build credit.

Tandom or a trading partner imports in its own name and resells on terms. **Goods and receivables back financing.** Repayment history builds borrowing capacity.

CHINA

A local counterparty unlocks terms.

Volume supports our own or a partner's Chinese entity. **Local payment and legal recourse** give suppliers confidence to extend credit.

APPENDIX · MARKET ASSUMPTIONS

A $1.9B starting market.
A $30B+ expansion opportunity.

Annual fees + financing income · USD · Excludes goods value · Before funding costs

START · BRAZIL'S MID-MARKET

$1.9B

31,000 manufacturers

30–499 employees

31,000 × $60,280

Annual income per manufacturer:

$580K imports × 9.1%
+ $7,500 sourcing = $60,280

EXPAND · ALL OF BRAZIL

$8.5B

110,000 manufacturers

10+ employees · Includes mid-market

$84.5B × 9.1%

+ 110,000 × $7,500 sourcing

$130B serviceable flow × 65% = $84.5B

35% lower landed-price assumption

LONG TERM · FOUR REGIONS

$30B+

Brazil + international expansion

Includes the full $8.5B Brazil market

Brazil	$8.5B
Rest of Latin America	+ $4B
Europe	+ $9B
United States	+ $9B

Outside Brazil: 1.5% of volume

1% import fees + 0.5% financing income

Regional volume proxy: China's 2024 exports, scaled using Brazil's flow ratio.

SHARED BRAZIL ASSUMPTIONS

9.1% = 2.5% import fees + 8% financing on 82.5% of volume

$7,500 sourcing = 75 items per manufacturer per year × $100

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