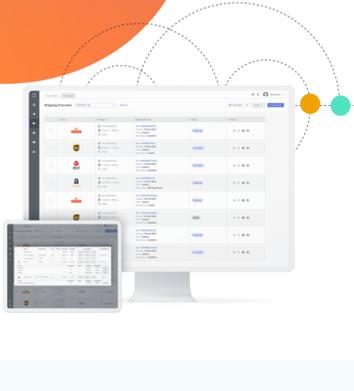


# 2022 Q1 Product Recap & Q2 Roadmap.

Linnworks connects, manages and automates commerce operations, powering businesses to sell wherever their customers are and capture every revenue opportunity.

**Below you will find a recap of everything we delivered in Q1, followed by what's coming up in Q2.**



## Insights

### New reporting screens. BETA

**We have launched 4 new reporting screens in beta.**

Our new insight screens offer the ability to get a snapshot of your business performance with next-level reporting, giving you full visibility into key data points, in real-time.



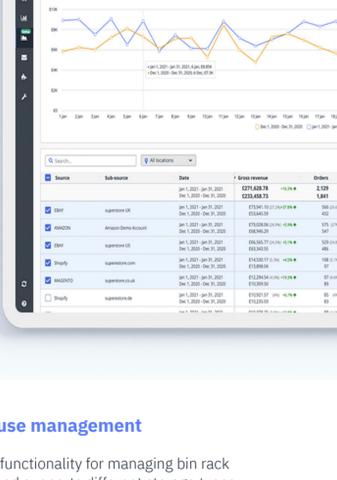
#### Sales reports

Two reports which provide insights into revenue generated and quantities per channel and per SKU.



#### Financial reports

Two reports which provide insights into financial performance per SKU and per source.



## Warehouse management

Advanced functionality for managing bin rack locations and supports different storage types, along with extended inventory tracking.

- Removes managing paper based warehouse operations by going digital.
- Visibility and accuracy of where your stock is located.
- Access to settings which will save time, put a stop to manual tasks and streamline warehouse operations.

### Advertisement of stock

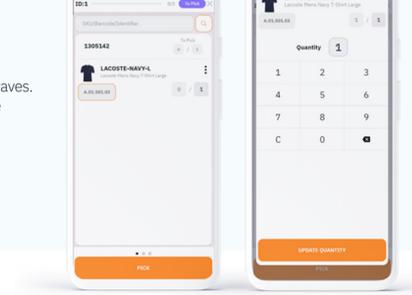
Automates when stock is available or restricted based on bin type so you can manage stock in your warehouse to reduce manual effort and reduce errors with stock advertised when it shouldn't be.

### Batch Stock Migration

Migrate your batched stock levels from a non-warehouse management location to warehouse management locations so that you can start managing stock in the new location. Giving users functionality that was previously performed by Linnworks support.

### Consumption Migration

Migrate up to 13 months of order and consumption data to support the replenishment and stock forecasting rather than waiting 90 days for consumption data to catch up.



## Pickwaves.

For warehouse management in Q1, we also released Pickwaves. Pickwaves is a digital picklist that is generated to include orders and sent directly to a user's mobile scanner.

This eliminates the need for printing picklists, reduces human error and provides greater control and efficiency over warehouse operations.

## Order management

### New functionality:



#### Order export.

Download a .csv file of the orders you can see right in front of you, without having to configure an export.

- Choose which orders to export.
- Choose what fields are exported from any of the fields you see on screen.
- Download the file straight to your computer.



#### Improved user experience.

**Flat View Option:** Simplify and declutter your open orders view with the new Flat View - a spreadsheet-like experience that gives you control of how data is shown.

**Order Item Info:** Expand a simple order row to see detailed item information. Users will be able to see all the items on an order without having to swap screens.

**Hot Buttons:** Create your own buttons that perform tasks currently tucked away in the right click menu to save time for tasks you do regularly.

## Inventory management



BETA

#### Reorder low stock.

Creates a bridge between forecasting Insights and Purchase Orders, saving you a huge amount of time on:

- Deciding what products, when and how many to restock from what Supplier.
- Creating and sending Purchase Orders to Suppliers.



#### Batches support for transfers

Batched inventory can be transferred in Linnworks. Additionally, this comes as part of our re-designed Warehouse Transfers screen that is easier to use and has more capabilities.



#### Purchase order returns

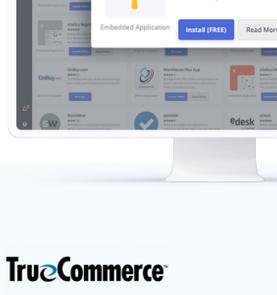
You can create and track returns to suppliers within Linnworks.

- Transparency of most returned products per supplier.
- Accurate stock levels and stock values.

## Inventory management

### Walmart Listing Tool.

We're excited to announce that the Walmart Listing Tool is now fully available in Linnworks. You can now seamlessly manage your Walmart listings alongside other key sales channels and grow your business by selling everywhere your customers are.



## Integrations



BETA

#### Amazon Vendor Central

Open up new possibilities by becoming a supplier directly to Amazon. Take advantage of their full service and simplify how you sell online.



#### SPS Commerce

Sell through online retailers and trading partners by connecting to SPS Commerce channels and managing EDI transactions in Linnworks.

#### TrueCommerce

B2B Gateway makes it quick, easy, and painless to streamline your EDI setup and become compliant fast.



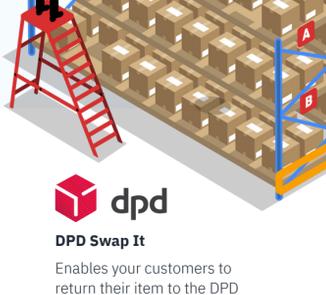
#### Amazon - new API

Enables you to be supported by new Amazon Selling Partner APIs.



#### eBay fulfillment by Orange Connex

eBay Fulfillment by Orange Connex offers end-to-end inventory management and order fulfillment services such as picking, packing, shipping, and after-sales support.



#### Amazon API Upgrade

The new Amazon API has speed improvements, meaning shorter label generation times as well as having one integration rather than two.



#### DPD Deferred Shipping

Set the DPD collection date into the future by a set number of days to support pre-picking orders and get ahead of target deadlines when possible.



#### DPD Swap It

Enables your customers to return their item to the DPD courier at the same time they receive the replacement.

To find out more about the above or book a demo, please email [info@linnworks.com](mailto:info@linnworks.com)

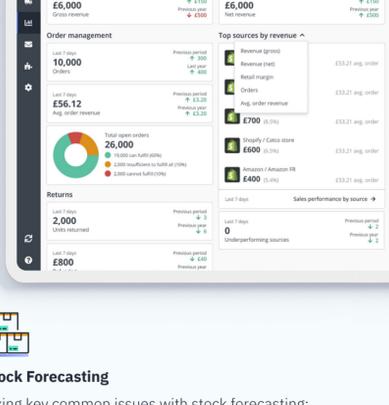
## Roadmap for Q2, 2022.

### Insights

#### Dashboards.

Snapshot of the insights charts to show your current status with data displayed from the last 7 days.

- Quickly understand how your business is performing right now.
- Identify irregularities or oddities versus what should be then link to the data so you can dig deeper.



#### Enhancing Performance

Focusing on improving speed and reliability of display data in the screens so that you have your insights delivered when you need them.



#### Stock Forecasting

Fixing key common issues with stock forecasting:

- Refresh of SKU amounts.
- Stock on hand days.
- Due-in stock from open POs.

## Warehouse Management

### Warehouse Transfers.

**Adding features to improve self-managed warehouse transfers.**



#### Warehouse Transfer Support

Create and book transfers between your warehouses. Transfer into and out of your warehouse management locations.



#### Pickwaves for Warehouse Transfers

Create pickwaves for the warehouse transfer screen and then complete the pickwaves from Linnworks mobile.

## Order management



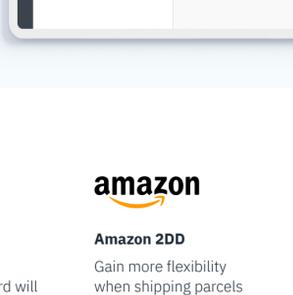
#### Actions Chains

Action chains allow users to automate everyday workflow tasks and decisions. You'll now be able to chain together multiple actions under a single button.



#### Stock based routing

A new screen will allow you to arrange locations in order of preference, and a Rules Engine action that routes orders between those locations based on stock availability.



## Inventory management



#### FBA Returns

Adding support for returns and refunds for FBA for visibility and control so that you can manage items that your customers return.



#### Prepare FBA Shipments

Currently have to perform the prepare shipment part of inbound shipments on Amazon. Once delivered, the whole process will be managed in Linnworks.



#### FBA Inventory dashboard

A new dashboard will provide visibility over stock levels and their status (such as Sellable, Unsellable, In Transit, Reserved, etc) for well-informed restocking decisions.

#### Amazon 2DD

Gain more flexibility when shipping parcels and improve customer experience by offering multi-speed delivery options.

## Channels and Shipping



#### Amazon Blank Box.

Amazon offers Blank Box as part of their Multi-Channel Fulfillment service in the US. Linnworks will add support for managing Amazon Blank Box and FBA inventory as you wish for visibility of stock levels across the different services.



#### New Selling Partner API

Continue migrating customers to new Amazon Selling Partner APIs.



#### New tracking API upgrade

Implement their new tracking ranges API. Ensures continuity for Royal Mail customers printing labels.

## Integrations



#### QuickBooks

Integration will automatically sync orders, customers, products and inventory from Linnworks to QuickBooks.



#### Klaviyo

Increase customer acquisition and loyalty with enriched marketing profiles by syncing Linnworks marketplace data to Klaviyo.



#### Gorgias

Improve the experience for your customers by having their order activity available in Gorgias so you can resolve issues quickly with all the key information at hand.



#### TikTok

List your stock on your TikTok Shop and manage orders in Linnworks as you do any other channel.



#### Payoneer

Integrated into Linnworks purchase orders, the Payoneer integration will enable you to make payments to suppliers.

## Channel Integrations

### Fully qualified channels.

**Ensuring that channels have complete functionality:**

- Price sync.
- Stock sync.
- Order management.
- Cancellations.
- Refunds and returns.
- Listing.

#### New in Q2



#### Updating in Q2



To find out more about the above or book a demo, please email [info@linnworks.com](mailto:info@linnworks.com)