



The SAPIO Commerce ecosystem

Connecting companies and markets through shared commercial infrastructure

SAPIO Commerce is responsible for developing a digital commerce ecosystem that connects manufacturers, brands, distributors, wholesalers and other suppliers with consumers and professional buyers. The model combines direct-to-consumer sales with Industrial B2B Relationship Commerce, providing shared infrastructure for discovery, commercial relationships and orders.

One platform with complementary roles

The sapiocommerce.com marketplace is the public meeting point, enabling buyers to discover companies, stores, brands and products. Sapiostore.com provides the management environment for companies and stores. Sapio.cloud presents SAPIO's institutional vision and supports communication with partners and investors. These environments form part of the same ecosystem strategy.

Independent companies within a shared network

Each company presents its business and, where applicable, its production capabilities, operating through stores organised by industry sector. A governed taxonomy structures the offering and supports discovery. Companies retain control over their products, customer relationships and negotiated commercial terms. In the planned initial operating phase, sellers are responsible for invoicing their sales and organising fulfilment.

Two commercial journeys

In the Direct-to-Consumer (DTC) channel, consumers discover products, add them to a basket and complete their purchase. In B2B, buyers can start with an existing product or submit their own specifications. The Sapio Business Deal (SBD) supports the development of the opportunity through qualification, sampling where required, negotiation, agreement and order. The relationship can continue through further business and recurring supply.

Partners connecting the platform with markets

Sapio Business Partners support company onboarding and the commercial development of stores. Integration partners contribute to technical implementation and connections with business systems. Regional coordination and platform administration provide the framework for expansion and governance. The network aims to combine digital reach with close company relationships and market knowledge.

Trust and integration to support growth

The model provides for a central customer identity and separate relationships with each store. Marketplace B2B verification is distinct from commercial approval by the supplier. Private negotiations and terms are protected through permissions and auditing; ecosystem management primarily uses aggregate indicators. ERP systems continue to manage companies' internal operations, with progressive integration into SAPIO's commercial layer.

SAPIO COMMERCE

The ecosystem is (always) under development. Expansion across sectors and geographies, new integrations and potential logistics services will depend on commercial and operational validation. The objective is to create a network in which company visibility translates into commercial relationships and recurring business.

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