

iGoods is a green grocery delivery service from 54 supermarkets of 6 retail chains in Russia



iGoods delivers grocery on ecologically friendly tricycles in large cities, therefore decreasing CO₂ emissions (more than 72 000 l. of gasoline saved) and saving valuable time for citizens (about 550 000 hours saved in 3 years)

iGoods

- same prices as in outlets
- delivery from 90 min with 30 min slots (waiting window)
- charge is only for ₴249 (€3,19*)

iGoods has

- automated system of collection and execution of orders
- outstanding IT-solutions in logistics and payment system



* exchange rate: €1 = ₴78

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Start date – oct 2015, in St. Petersburg, Russia

Regions: St. Petersburg, Moscow, Kazan', Belgorod, Surgut

Key figures

- Attracted ₺150 mln (€1,92 mln*) in 2 rounds
- Turnover – upto ₺15 mln (€0,19 mln*) / outlet a month
- Revenue – ₺120 mln (€1,5 mln*) / month
- Retention rate – 65%
- Franchisees – 42 (Aug 2018)

Plans

- 2019 – launch in all Russian cities with over 1 mln citizens
- 2020 – attract 3rd round of investments and enter European market

Contacts

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