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Helping Stores Deliver Delight

CDA Webinar





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On-demand delivery is the new standard in convenience.

63% of convenience shoppers prefer home delivery over shopping in a store.

According to a report published by McKinsey & Company in 2022.





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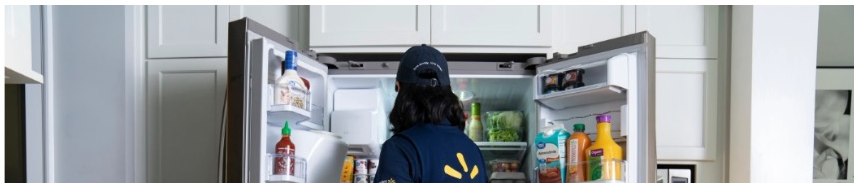
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Walmart to expand InHome grocery delivery to 30 million US households in 2022

Sarah Perez @sarahintampa / 12:01 AM EST • January 5, 2022

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ConvenienceStore NEWS

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01/19/2022

7-Eleven Launches Delivery Service Subscription

The 7NOW Gold Pass pays for itself in about three orders per month.

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The Food Delivery Model Needs Work

Businesses are trying to figure out an efficient way to meet rising consumer demand for delivery.

February 24, 2022

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06/06/2022

Digital Orders Rise to One-Third of Total C-store & Restaurant Food Orders

Takeout is the most common digital order type, according to Paytronix report.

CStoreDecisions

TODAY ON CSD CATEGORIES CSTORE PLAYBOOKS PRODUCTS RESOURCES EVENTS JOIN

Delivery Is Key to Unlocking the Dinner Daypart

C-store retailers are recognizing that delivery needs to be an essential component of their overall growth strategy.



THE NEW NORMAL

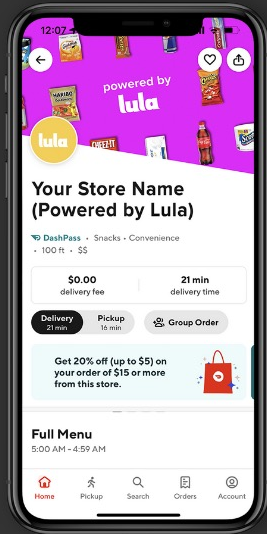
Consumer demand for delivery and pickup services continues to grow
By Tammy Mastrobert

WHILE THE PANDEMIC accelerated the adoption of delivery and curbside pickup in the retail and restaurant industries, two years later, the demand for these services continues to soar.

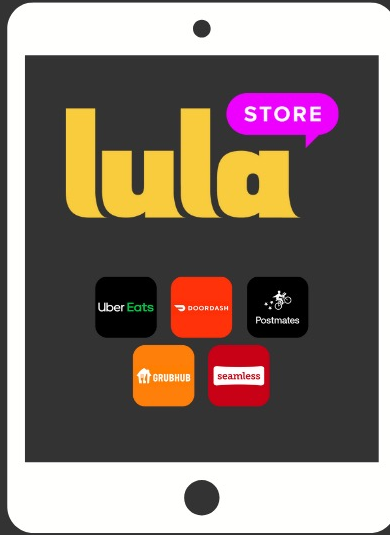
Convenience stores offering these services now find themselves uniquely positioned to not only offer foodservice delivery to compete with quick-

In February 2022, the company surveyed 2,000 equally distributed among age groups and located across the United States and found that an average percent had ordered from a c-store in the past 1 — up 6 percent from a survey done three months

Among those who ordered via delivery, 18- to 23-olds were the highest percentage to use this option



Customers order from delivery apps that they already use.



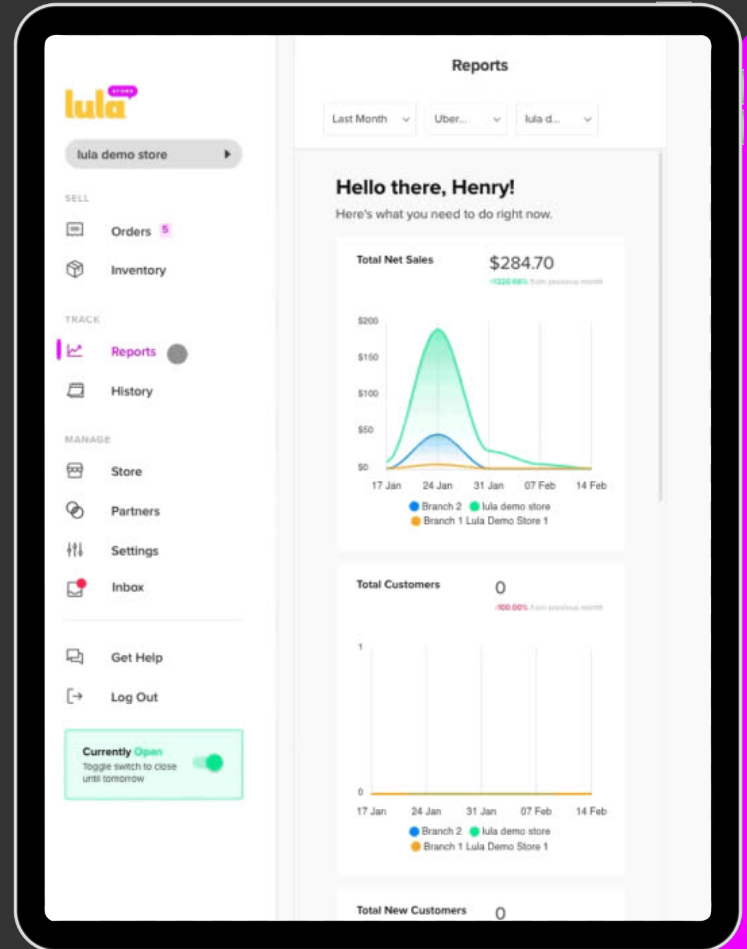
Orders from all apps are sent to your Lula tablet. More apps = more sales.



Fulfill the orders and delivery drivers from each platform will deliver them.

Lula helps retailers deliver on all major delivery platforms

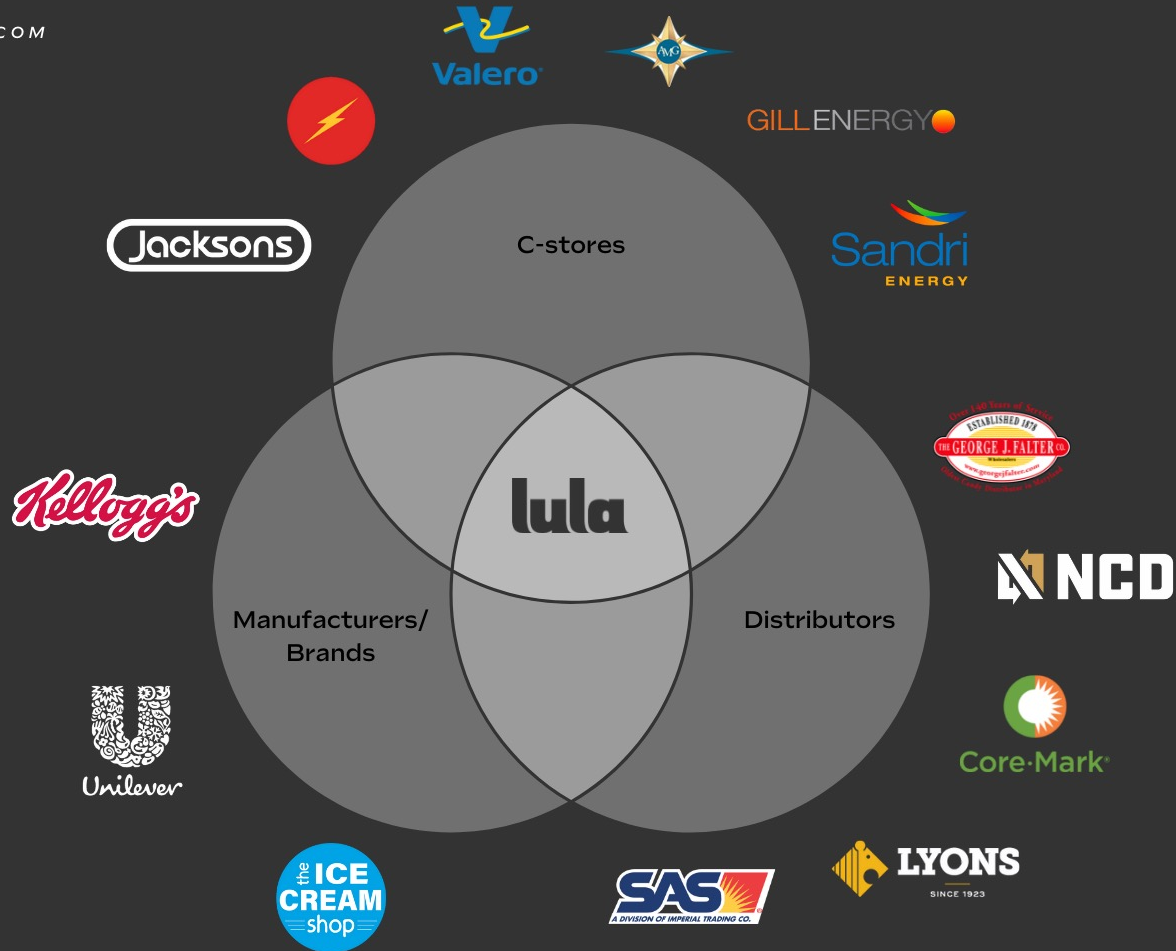
- 0% commission delivery, forever
- We upload their inventory for them
- They go live in as little as 2-3 weeks
- 1 tablet to manage the entire operation
- Reach new customers on ALL major platforms



Categories most commonly ordered for delivery

1. Alcohol/Beverages
2. Snacks
3. Hot Foods





Delight and retain your customers
with an additional service

Increased sales for your retailers,
incremental sales for you



**How Lula helps
distributors**

Maintain wallet share across
in-store and delivery purchases

Compete with companies
investing in rapid fulfillment

Next Steps

- 1 Refer your retailers online
- 2 Earn spiff for each store that goes live
- 3 Earn bonuses for quarterly targets
- 4 Retain and delight your customers

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Helping Stores Deliver Delight

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