

orosy

For suppliers · Pre-registration

More wholesale buyers. No extra work for you.

✓ No setup fee

✓ No monthly fee

✓ You pay only when a pro

● **New order received**

Tsumugi Seikatsu, general store (Tokyo)

The service has not started yet. We will contact pre-registered companies in order.

Before you read on

Who can register, and who can sell.

This deck was written for suppliers in Japan. If your company is outside Japan, please read it with the three points below in mind.

Pre-registration and product listing: open to any country

Companies in any country can pre-register and list products. The steps in this deck apply to you as they are.

Selling: starts with companies based in Japan

Selling through the service begins with companies based in Japan and is extended to other countries in stages.

When your country opens

We contact pre-registered companies in order of registration. Registering now puts you first in line.

* We do not announce a date for each country. The commission rate is presented to you before you start, wherever you are.

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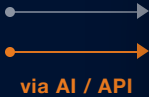
About orosy

orosy Inc. has run a marketplace connecting brands and retailers since 2020.

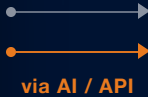
5,000 suppliers
list their products
since 2020



New entry point
Connect product data from your
online store or in-house system



orosy
 The wholesale marketplace
 orosy handles orders, invoicing,
 collection and payment to you



20,000+ buyers
purchase wholesale
we also run wholesale sales outside Japan



New entry point
Buyers purchase from their own AI
or in-house system

The new wholesale service gives direct access to this marketplace **via AI / API**.

* Company counts are current usage figures (as of July 2026)

The problem

Does any of this sound familiar?

01

Winning new wholesale accounts



Trade shows, meetings, negotiating terms.
Adding a single wholesale account takes a lot of time and effort.

02

Listing and stock updates for every channel



More accounts mean more admin screens.
Product data and stock you already manage in-house have to be entered and updated by hand for each channel.

03

Invoicing and collection after the sale

Invoice
¥128,400
Awaiting payment

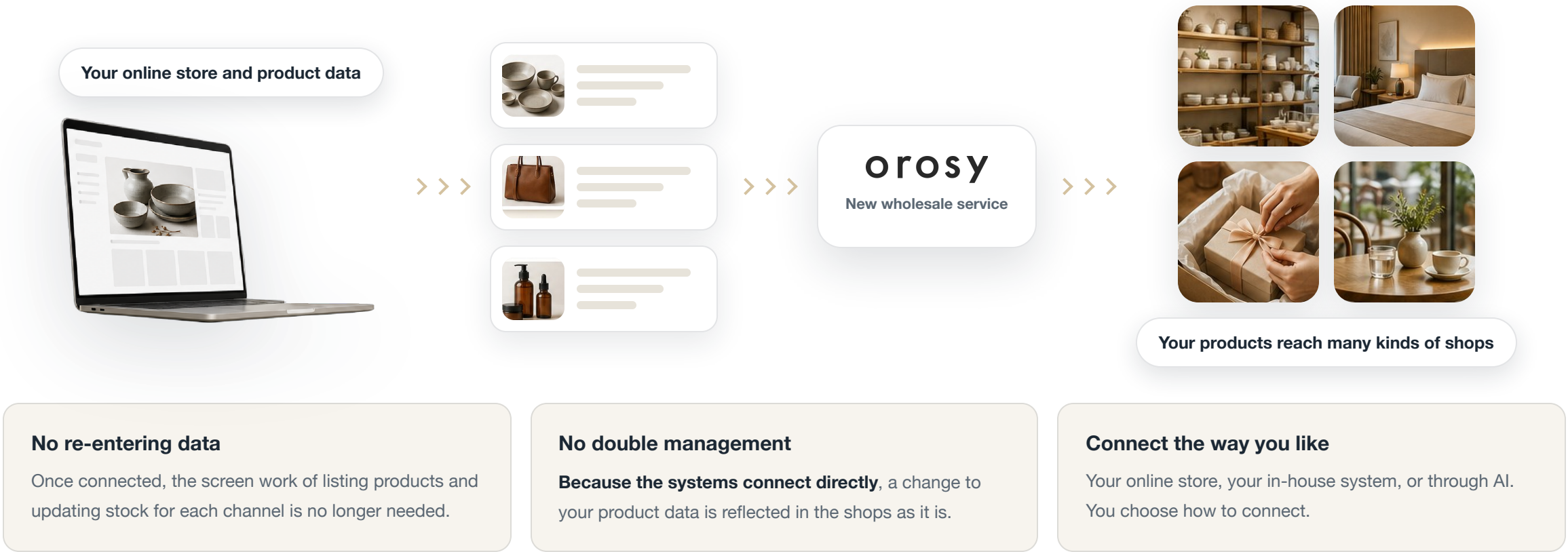
Even after a sale, there are invoices to issue, credit to check, payments to confirm, and late payers to chase.

orosy's new wholesale service **removes all three at once.**

Just connect

Connect the online store or product data you already use, and more buyers can purchase your products.

The product and inventory data you manage in your own systems connects directly to orosity's new wholesale service. Once connected, buyers who have passed our review can purchase your products at wholesale.



● From here on, this section is about buyers

Who buys

orosy has more than 20,000 buyers. General stores, hotels, companies and cafes come to buy your products.

Buyers in different lines of business find and purchase your products, each for their own purpose.



Your products

Retail

- **New order received**

Tsumugi Seikatsu, general store (Tokyo)

Corporate gifts

- **New order received**

Hoshinone Co., general affairs (Osaka) · commemorative gifts

Hospitality

- **New order received**

Hotel Tsukishiro (Kanazawa) · room amenities

Food service

- **New order received**

Cafe (Fukuoka) · tableware for the shop

How they buy

Buyers purchase your products on orosy's buying screen, through their own AI, or from their in-house system.

More ways to buy bring more kinds of buyers. orosy keeps adding ways to buy, **so the opportunities for your products to be purchased keep growing.** How you list products and receive orders does not change.



1. On orosy's buying screen

Buyers search and order on the buying screen orosy provides.



3. From the buyer's in-house system

Buyers build orosy into their own system and order in bulk.



2. Through their own AI or messaging app

Buyers order directly from the AI or messaging app they already use.

Your side of the work

Receive orders and update products and stock in the tools you already use.

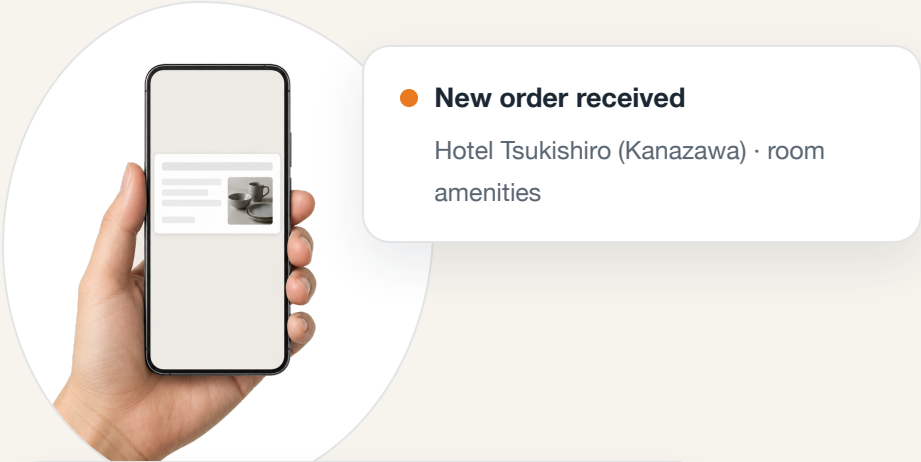
Whichever way buyers order, you get no new screens to manage.

Receiving orders and updating product data and stock all happen in **your online store, your in-house system, or your messaging tools**, in any combination.

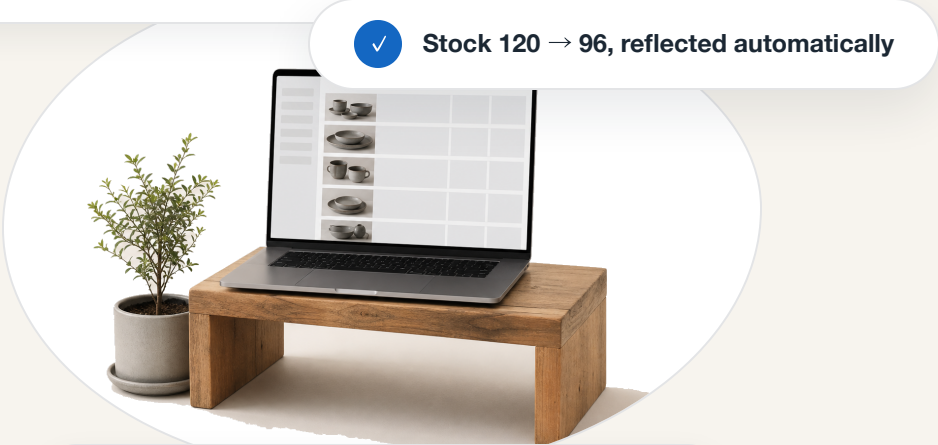
Manage your wholesale where it suits you, not where an admin screen dictates.

- LINE
- Slack
- ChatGPT
- Notion
- Spreadsheets
- Excel

* Receiving orders in external tools is not a standard feature. It requires development to match how you connect.



(Example) Receiving an order in a messaging tool

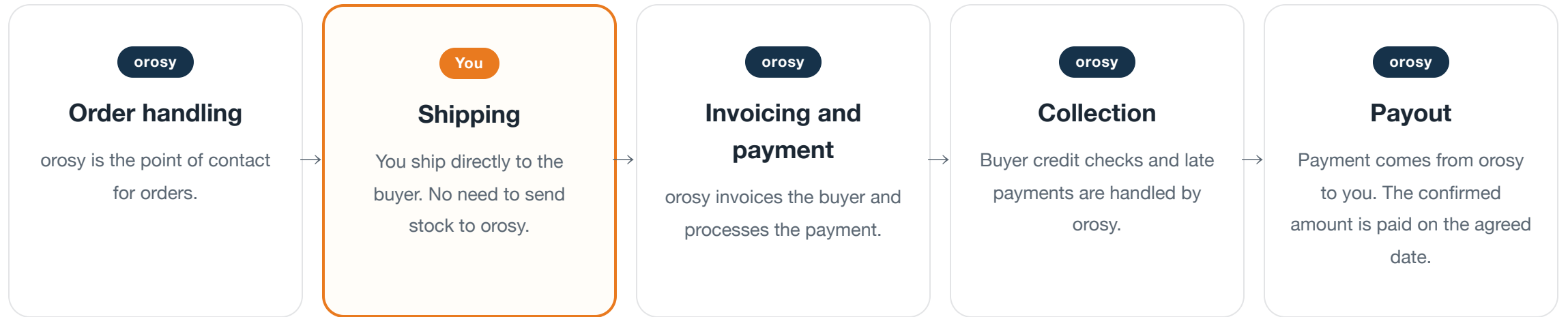


Stock updates in your usual online store screen

Who does what after a sale

From order to payment, orosity takes care of it.

Your only task is **shipping (directly to the buyer)**. There is no need to send stock to orosity.



You

There is no work for you other than shipping. orosity handles orders, invoicing, collection and payout. You do not issue invoices either. orosity issues the invoice and receipt to the buyer, and your monthly payment statement (compliant with Japan's qualified invoice system).

After a sale

What happens once an order comes in.

1

orosity

An order notification arrives

orosity is the point of contact for orders. You choose how to receive them, to match how you connect.

● **New order received**

Tsumugi Seikatsu, general store
(Tokyo)

2

You

Check the order and accept it

The order is confirmed when you accept it. If stock is short, you can adjust the quantity and accept.

3

You

Ship

Register the tracking number and ship directly to the buyer. One order can be shipped in several parts.



4

orosity

Paid on the agreed date

The confirmed amount is paid to you on the payment date set in advance. Even if the buyer pays late, your payment date does not change.

* Except where the cause is on your side, such as a defective product.



Payment received

What we ask of you

We ask only two things of you.

1

Connect your product data (once, at the start)

Use the product data you already have. You choose how to connect.

- Online store
- In-house system
- Spreadsheets
- Through AI

2

When an order comes in, deliver directly to the buyer

Everything other than shipping, from order handling to invoicing and collection, is done by orosity.



What stays yours

Your brand and your pricing stay yours.

Who you sell to, and at what price. The things that matter in wholesale stay in your hands.



Only buyers who passed review

Only businesses that have passed review can purchase. No more worrying about who your products end up with.



Your wholesale price, as you set it

Products sell at the wholesale price you register. orosy does not add anything on top of your price.



Your current channels stay as they are

No exclusivity and no switching required. Keep your current customers and channels, and add this as a new one.

You also set your own shipping charges (you can also set the order amount above which you waive them, and a minimum order amount). The shipping charge you set becomes part of the order amount and is paid to you by orosy together with the product price.

We also plan to provide tools for you to choose which buyers to sell to and to adjust wholesale prices per buyer.

Already selling on orosity

If you already sell on orosity.

The new wholesale service is separate from the marketplace you use today. You can keep listing and trading on the marketplace as before. On top of that, once you connect, **the screen work becomes automatic.**

1. Product data and stock sync automatically

Connect your online store to the new service, and the latest product data and stock are reflected as they are. The manual listing and stock updates you did until now are no longer needed.

2. Manage your wholesale where you like

Receive orders and update products and stock from your online store, your in-house system, AI, or messaging tools, in any combination.

3. You reach new buyers

In addition to retailers, your products reach buyers who purchase through AI and their own systems.

Cost

No setup fee, no monthly fee.
You pay only when a product sells.

✓ **No setup fee**

✓ **No monthly fee**

✓ **You pay only when a product sells**

Registering and listing cost nothing. The commission rate is being finalised. **It is presented to you before you start, and you can review it before deciding to sell.**

There is no payment procedure for the commission. Only when a product sells, it is deducted from your monthly payout. There are no fixed costs.

Getting started

Four steps from pre-registration to your first sale.



Pre-register (free)

About a minute on the form.



Review

orosy reviews your company. Selling starts with companies based in Japan.



Connect your product data

Connect through your online store, your in-house system, AI, or whatever suits you. Wholesale prices, minimum order quantities, units per case and shipping charges are set here too.



Start selling

From order to payment, orosy takes care of it.

* Companies outside Japan can also pre-register and list products.

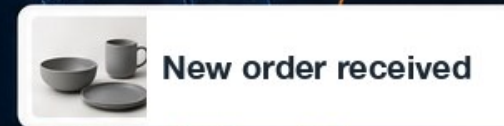
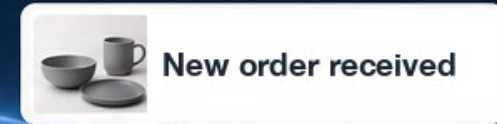
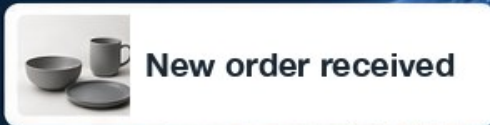
The service has not started yet. We will contact pre-registered companies in order.

WHAT'S NEXT

Your sales reach will keep extending around the world.

orosy has also run wholesale sales to buyers outside Japan. Building on that experience, we are opening the buyer side of the new wholesale service to buyers around the world.

Our aim is that even when a buyer abroad purchases your product, orosy takes on the shipping and customs procedures.



FAQ

Frequently asked questions.

Q. Is there a cost?

A. There is no setup fee and no monthly fee. A cost arises only when a product sells. The commission rate is being finalised and will be presented to you before you start, so you can review the rate before deciding whether to sell. Pre-registering costs nothing.

Q. How do I receive orders?

A. You choose, to match how you connect: your online store, your in-house system, AI, or messaging tools.

Q. I only have retail prices. How do I set wholesale prices?

A. After your product data is imported, you set the wholesale price, minimum order quantity and units per case.

Q. What about shipping charges?

A. You set your own shipping charges, and the order amount above which you waive them. The shipping charge you set becomes part of the order amount and is paid to you by orosity together with the product price.

Q. What happens after I apply?

A. Pre-registration takes about a minute. Because the service has not started yet, we will contact registered companies in order to guide you through the review and the connection of your product data.

Q. How do I connect?

A. orosity provides an API for registering and updating products and for updating stock. Connect your online store or in-house system to this API, and changes to product data and stock are reflected on orosity as they are. You can use the product data you already have.

Q. What is the form of the transaction? Consignment or outright purchase?

A. It is a sale per order (outright purchase), not consignment. There is no need to send stock to orosity either. When you accept an order, a sales contract is formed between you and orosity, and another between orosity and the buyer. You ship the products directly to the buyer, and orosity handles the contract, invoicing, collection and payment to you.

FAQ

Frequently asked questions (continued).

Q. What about invoices?

A. orosity issues the invoice and receipt to the buyer. You do not need to issue an invoice to orosity either. With each monthly payout, orosity sends you a payment statement that complies with Japan's qualified invoice system. If you are registered under the system, please enter your registration number when you register.

Q. I already sell on orosity. What is different?

A. The new wholesale service is separate from the marketplace you use today. You can keep listing and trading on the marketplace as before. On top of that, when you connect your online store to the new service, product data and stock update automatically, and you no longer update screens by hand. Your products also reach a new group of buyers who purchase through AI and their own systems.

Q. Who can use the service?

A. Selling through the service starts with companies based in Japan, and we will extend it in stages. Companies outside Japan can pre-register and list products now. We will contact you when selling opens for your country.

Q. When can I start?

A. We are planning to start in the autumn of 2026. As soon as we are ready, we will contact pre-registered companies in order.

Q. How do I pay the commission?

A. There is no payment procedure. The commission arises only when a product sells, and orosity deducts it from your monthly payout. You will not receive a separate invoice for the commission.

Q. There are buyers I do not want to sell to. Can I control that?

A. Today, when an order comes in, you can decline it if you do not want to sell. We also plan to provide tools for you to choose which buyers to sell to and to adjust wholesale prices per buyer.

Q. What happens when a buyer outside Japan purchases my product?

A. Sales of supplier products to buyers outside Japan are being prepared. Once they begin, you will not need to sign a contract directly with buyers abroad. As with domestic transactions, the party you settle money with is orosity.

Company

Operated by orosy Inc.

◆ An equity-method affiliate of giftee Inc. (listed on the Tokyo Stock Exchange Prime Market)

Company	orosy Inc.
Representative	Kanji Noguchi
Founded / capital	May 2018 / ¥100 million
Address	Osaka Ekimae Dai-2 Building, 1-2-2 Umeda, Kita-ku, Osaka (head office) / Hakata-ku, Fukuoka (Kyushu branch)
Business	Planning, development and operation of the wholesale sourcing service “orosy”
Banks	Mizuho Bank, MUFG Bank
Registration	Qualified invoice issuer T8120001213457

Start with pre-registration.

It takes about a minute.

When the service starts, pre-registered companies hear from us first.

Pre-register (free)



Read more on our web page

wholesale-portal.orosy.com/en/supplier

© orosy Inc.

● **New order received**

Cafe (Fukuoka) · tableware for the shop