

# About AuMake

## AuMake International Limited

AuMake is an ASX listed retailer connecting Australian suppliers directly with the influential daigou and Chinese tourist markets via its growing distribution network of AuMake and Kiwi Buy retail and e-commerce stores, in addition to strategic partnerships, including Chemsave and JD.com. The Australian operations are complemented in China by AuMake's newly established sales hub in Xiamen.

## AuMake at a glance



### Our customers

400,000 daigou within Australia and 1.4 million\* Chinese tourists per annum and growing



### Our team

80 (predominantly bilingual) team members across the business



### Australian retail stores

Eight AuMake and five Kiwi Buy stores in Sydney, NSW



### China store footprint

Daigou sales hub in Xiamen China



### Online

AuMake and Kiwi Buy online stores with a growing database of over 80,000 members



### Partnerships

AuMake owned product distribution expanded via Chemsave pharmacies (Australia) and an online store front on JD.com (China)



### Australian suppliers

400 suppliers from start-ups to popular national brands



### Product categories

Healthcare (supplements and food); skin, body care and cosmetics; dairy products and baby food (including infant formula); and wool and leather products



### Owned brands

Herbsmart (healthcare), Health Essence (supplements), Medigum (medicinal honey), AU8 (skincare), Jumbuck (wool) and UGG AUS (wool and leather)



### Alliances

Retail Supporter of Australian Made Campaign Limited and strategic alliance with Sydney Chinese Tourist Guide Association

\*<https://qz.com/1258898/chinese-tourists-in-australia-now-outnumber-visitors-from-new-zealand/>