



## INVESTOR PRESENTATION 2023

THE AUTO PARTS 4LESS GROUP, INC. (OTCQB : FLES)  
105 W. Mayflower, North Las Vegas, NV 89030

MOTORSPORTS PARTNERS  
MOTO AMERICA • NASCAR • NHRA

Updated 8-28-23

# SAFE HARBOR STATEMENT

No information in this presentation should be construed as any indication whatsoever of the Company's future revenues, stock price, or results of operations. Forward-looking statements contained in this presentation involve risks and uncertainties, as well as assumptions that, if they never materialize or prove incorrect, could cause our results to differ materially and adversely from those expressed or implied by such forward-looking statements. Forward-looking statements may include, but are not limited to, statements relating to our outlook or expectations for earnings, revenues, expenses, asset quality, volatility of our common stock, financial condition or other future financial or business performance, strategies, expectations, or business prospects, or the impact of legal, regulatory or supervisory matters on our business, results of operations or financial condition.

Forward-looking statements can be identified by the use of words such as “estimate,” “plan,” “project,” “forecast,” “intend,” “expect,” “anticipate,” “believe,” “seek,” “target” or similar expressions. Forward-looking statements reflect our judgment based on currently available information and involve a number of risks and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements. Factors that could cause or contribute to such differences which risks have been discussed in our previously filed Forms 10-K and 10-Q and will be discussed in our future periodic filings following our business transition and in any subsequent filings under the Exchange Act and in our other SEC filings. Additionally, there may be other factors that could preclude us from realizing the predictions made in the forward-looking statements. We operate in a continually changing business environment and new factors emerge from time to time. We cannot predict such factors or assess the impact, if any, of such factors on our financial position or results of operations. All forward-looking statements included in this presentation speak only as of the date of this presentation and you are cautioned not to place undue reliance on any such forward-looking statements. Except as required by law, we undertake no obligation to publicly update or release any revisions to these forward-looking statements to reflect any events or circumstances after the date of this presentation or to reflect the occurrence of unanticipated events.







# Mission Statement

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## AUTOMOTIVE PARTS INDUSTRY

The automotive parts industry is made up of a large, highly fragmented and varied group of sellers including manufacturers, warehouse distributors, auto dealerships, national chains and local parts retailers, as well as all things to all people horizontal marketplaces such as eBay and Amazon. Most all of these sellers have an online sales presence.

## OUR MISSION

The AutoParts4Less mission is to create a world class e-commerce marketplace that aggregates the automotive parts sellers for the automotive parts buyers by utilizing integrated technologies that optimizes the listing, selling and shipping of automotive parts. A seamless digital experience that creates value for the entire automotive parts industry.

# Our History

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## 2015 Beginning



In late 2015 Christopher Davenport started selling Lift Kits and other aftermarket parts via established marketplaces such as Ebay, and Amazon from his garage under the name LiftKits4Less.com

## 2018 Private to Public



In November 2018, The 4Less Group, Inc. did a reverse merger with MedCareers Group, Inc. and began trading on the OTC:Pink under the symbol **FLES**. In February 2021 FLES up-listed to the OTCQB.

## 2019 AutoParts4Less.com URL Purchase



In late 2019 Auto Parts 4Less Group, Inc. buys URL AutoParts4Less.com as 1st step to building largest Auto Parts Marketplace on the Internet.

## 2022 AutoParts4Less.com Launches



November 2022 AutoParts4Less.com goes live  
With 1.9M products

*Lift Kits 4Less has generated over \$65M in sales*

*With a better business model AP4L is now going after larger market/audience \$500B*





# Platform Economies



The top 5 platform economy-based businesses account for \$7.4 trillion in market cap and 22% of the S&P 500,\* of which 3 are marketplaces.

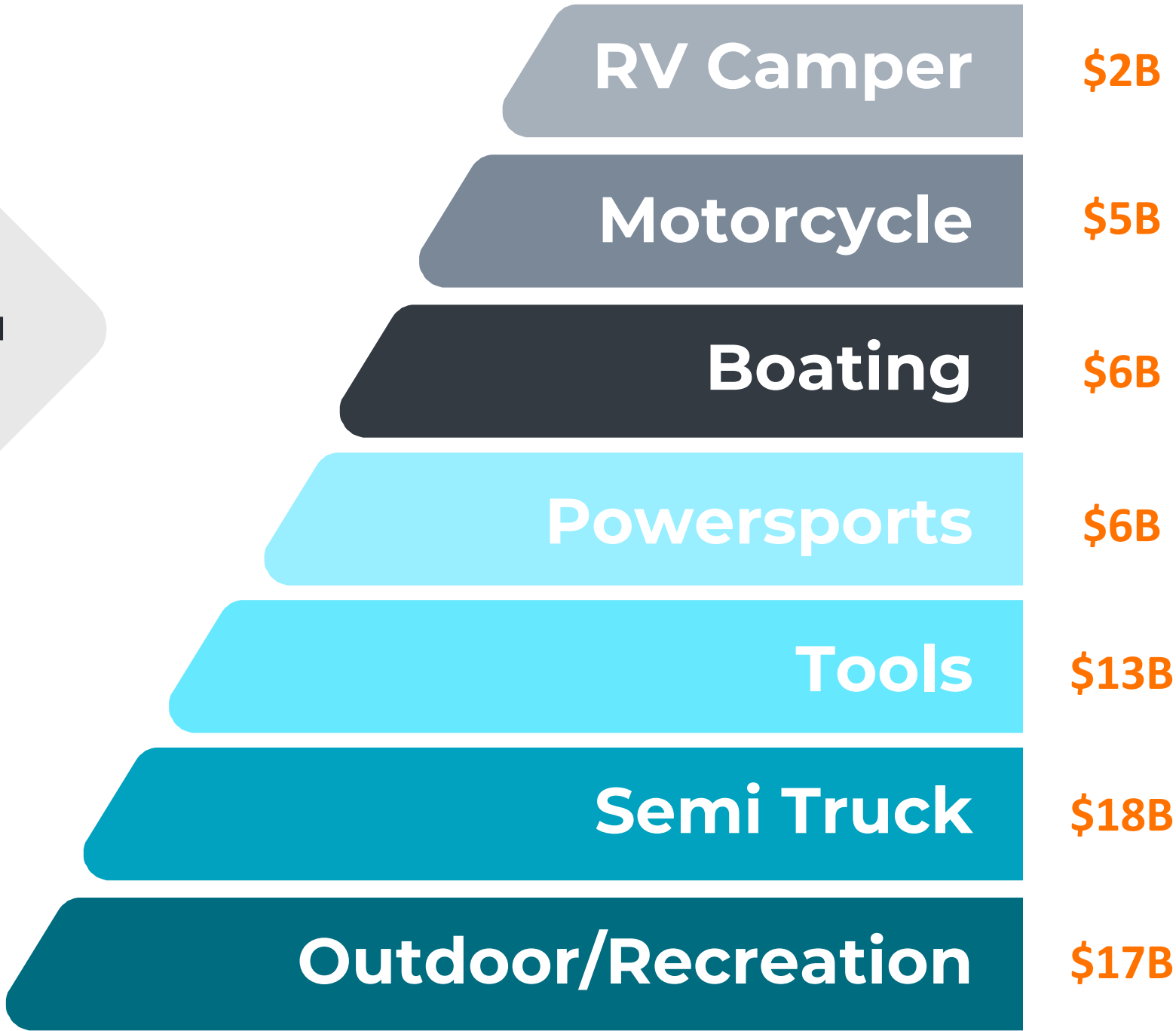
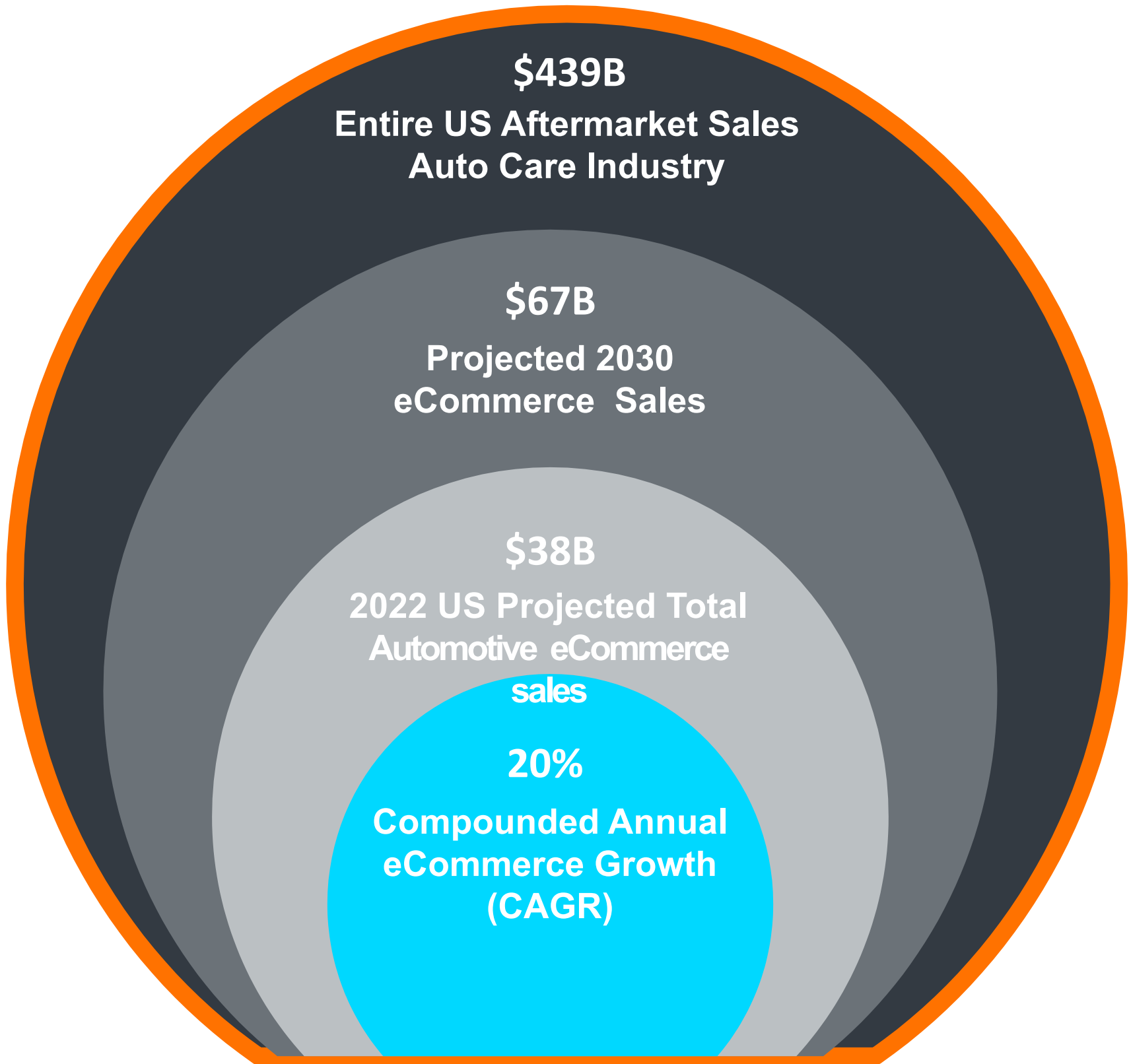




# Massive Automotive Market Opportunity \*



# Additional Enthusiast Market Opportunity



[\\*Projections from Automotive eCommerce Report Contributed to By Hedges and Company](#)





# Big Data Challenge The Parts Industry Faces

Sellers can have 1M+ products for sale coupled with year, make & model fitment files



ebay motors

110M Parts Listed\*

CARiD™

16M+ Parts Listed\*

Advance/  
Auto Parts

5M+ Parts Listed\*

carparts.com™

850K Parts Listed\*

chewy

110,000K Parts Listed\*





## Phase I: Cloud-based Infrastructure Built for Scale



**Our front-end utilizes ReactJS, while the back-end is powered by .NET, enabling us to manage over 500,000,000 API digital requests efficiently and scale up with our cloud based infrastructure as we accelerate our growth.**



**Our proprietary code is a crucial differentiator over other mass-produced e-commerce sites that offer cookie-cutter marketplace platforms.**





# Phase II: Technical Integrations Bring Top Sellers With Millions & Millions of Products



**Large Parts Databases** create unique eCommerce challenges resulting in many auto parts sellers choosing data solutions partners.



**SureDone** and **ChannelAdvisor** provide digital solutions allowing large sellers a simple process to push inventory on to marketplaces such as eBay and Amazon.



**AP4Less** has **Integration Contracts** with both SureDone and ChannelAdvisor.



**These Integration contracts allow potentially 400** Auto Parts sellers to list, update, add and delete millions of parts on AP4Less marketplace with only a few clicks!



# Cold Start Problem – Scaling Network Effects



## Who comes first? Sellers or Buyers?

AP4L has solved the preverbal “chicken or egg” problem.



### Sellers

AP4L has attracted 327 applied sellers with a catalogue of over 6M parts since going live in November 2022.



### Buyers

AP4L has over 4,300 registered members (buyers) on the platform.



# Who Can Sell Parts On AutoParts4Less.com Marketplace? **EVERYONE!**

While there are numerous types of Auto Parts sellers, there is no go-to brand that has captured large share of market.

## EXAMPLES OF BRICK & MORTAR RETAILERS

- Autozone
- O'reilly
- Auto plus/pepboys
- Napa
- Advanced auto parts

## EXAMPLES OF E-COMMERCE SELLERS

- Rockauto
- Parts geek
- Parts Market (used)
- Carparts.Com



## EXAMPLES OF PARTS MANUFACTURERS

- Denso Products and Services
- Hollie Performance Products
- Rough Country
- Goodyear Tire and Rubber co.
- American Honda Motor Co., Inc.
- Polaris Industries, Inc.
- 3M Automotive



## NEW CAR DEALERSHIPS

- AP4Less.com will help New Car Dealers turn over their parts inventory faster.



# AutoParts4Less Marketplace

## Simple Revenue / Expense Model



### Primary Revenue Streams

- 10% marketplace fee on each sale
- Extended Warranty Sales



### 3 Major Expense Categories

- General Admin & Overhead
- Server Operations, Site Development and Support
- Advertising and Branding



### Major Expenses We Do Not Have

(unlike typical eCommerce and online sellers)

- Fulfillment & shipping costs
- Warehouse and inventory expenses
- Management of returned products



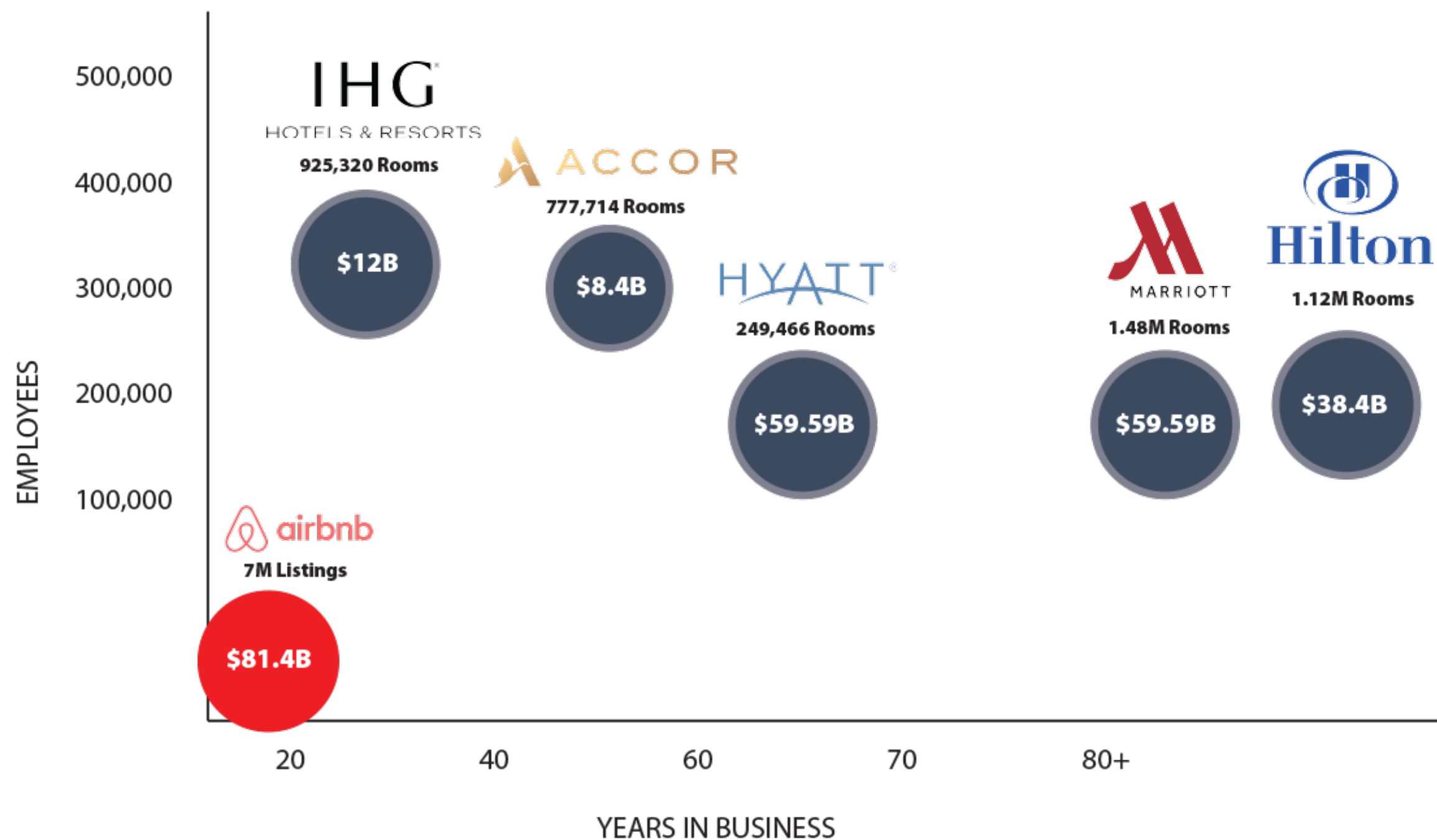


# Marketplace Disruption In Lodging



Within 10% of the time,  
with 2-5% of the staff,  
with no properties, the  
AirBnB marketplace  
offers more rooms and  
is valued at \$81.4B

## Hotel Market Cap





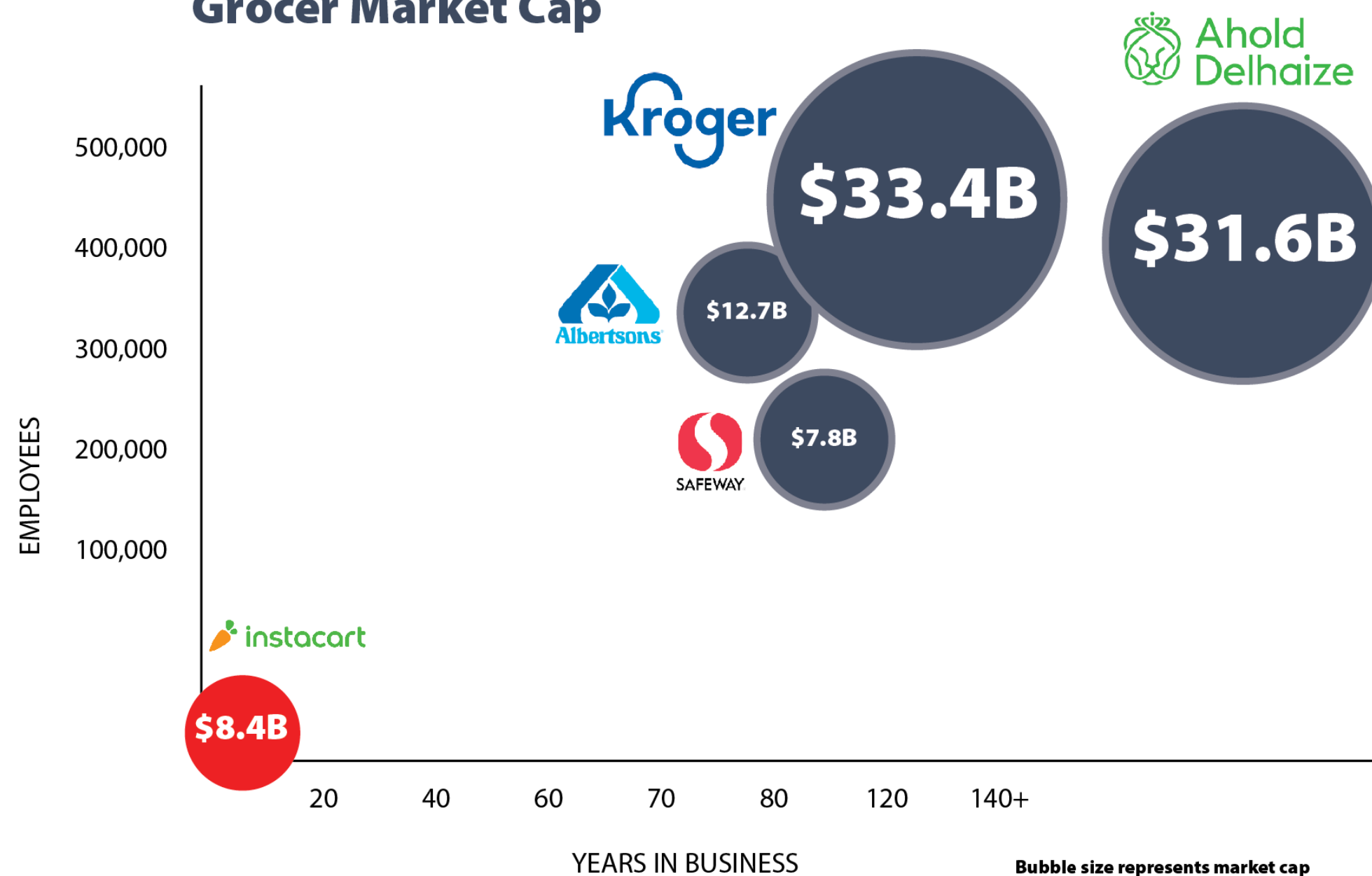


# Marketplace Disruption In Grocery



Within 10% of the time,  
with 5% of the staff,  
marketplace Instacart  
has developed a \$8.4B  
valuation.

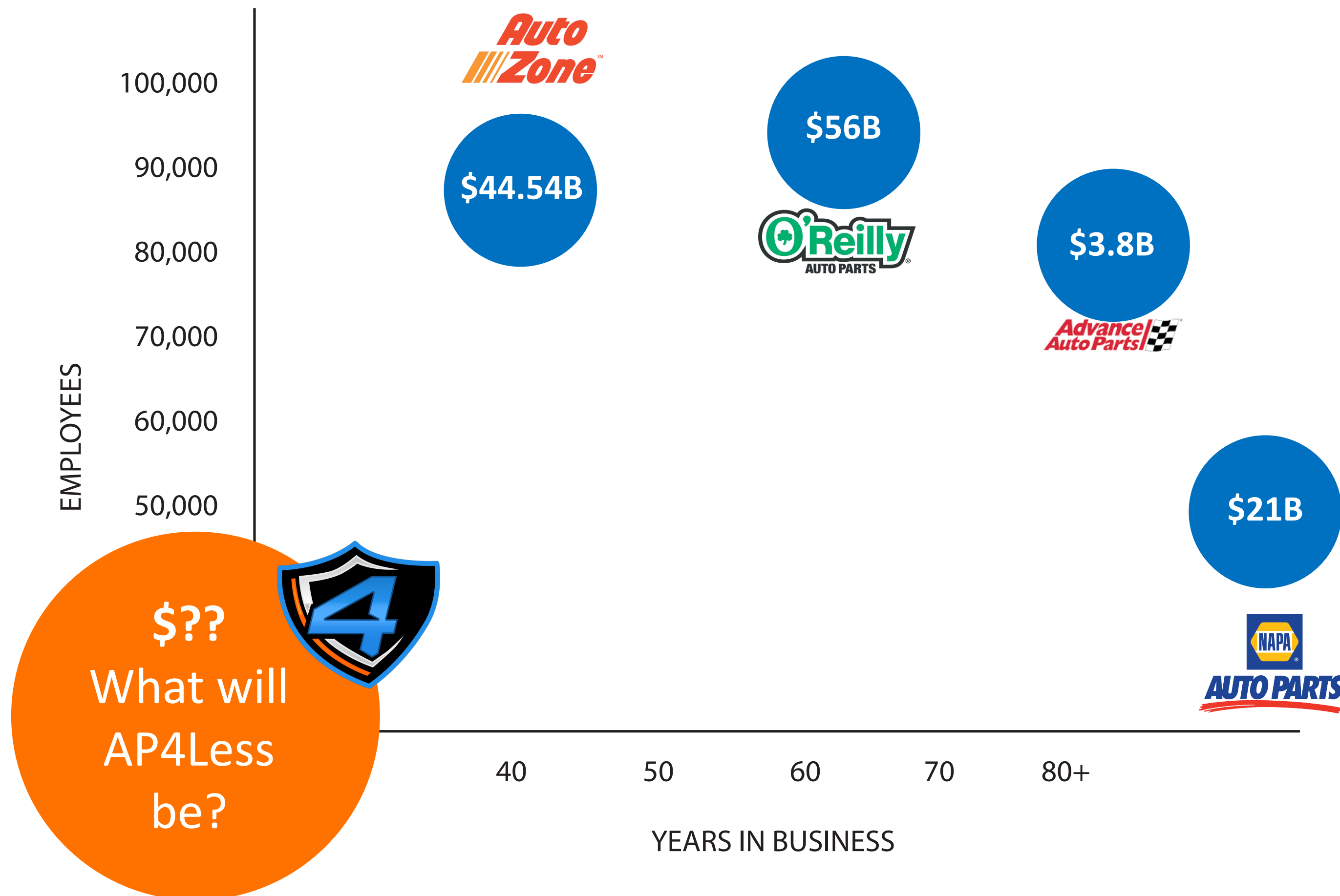
Grocer Market Cap





# Marketplace Disruption In Auto Parts

Within 5% of the time,  
fewer than 1% of staff  
and no stores,  
can AutoParts4Less.com  
Marketplace  
develop a larger  
valuation than today's  
top Auto Parts retail  
stores?





# Additional Revenue Streams

As of August 2023, AP4L has a 10% Commission Model (charging 10% for each product sold) and has now activated it's Warranty program for 2 streams of income.

AP4L will look to increase its revenue stream through additional models.



## Warranties (Available as of 8-28-2023)

*Selling warranties on parts purchased through AP4L Marketplace*



## Time Program

*Charging fees to be part of the "time" program*



## B2B Sales Program

*Charging fees to connect business to business transactions*



## Data

*Leveraging data and insights from the marketplace such as analytics, business intelligence and market research*



## Subscription Services

*Charging sellers fees to list on the marketplace*



## Advertising

*Selling advertising space or sponsored search results throughout the site*

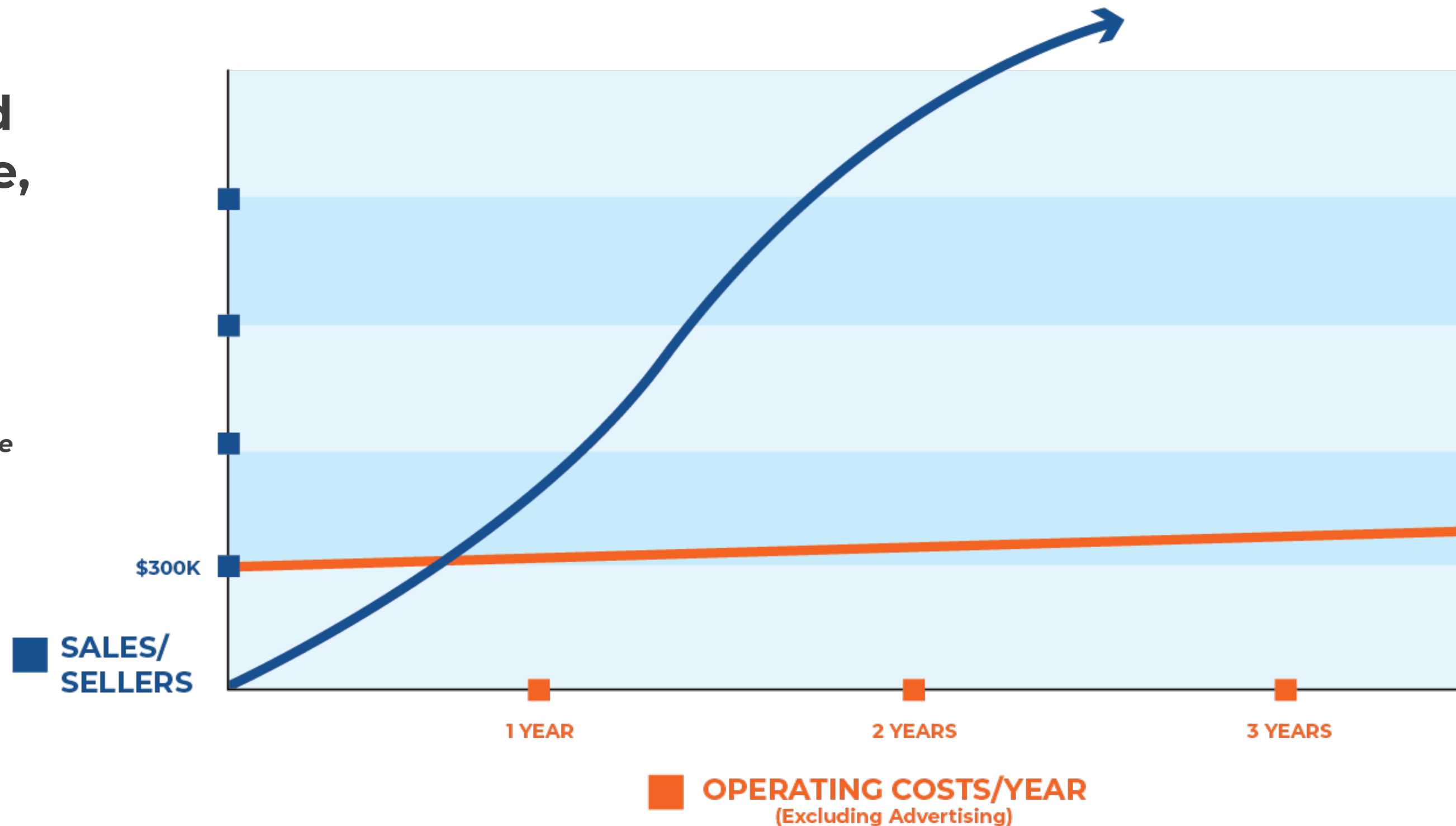




# MARGINAL COSTS – HIGH YIELDS

As sellers and sales increase, costs only increase marginally.

*Graph is not representative of actual sales/profit.*

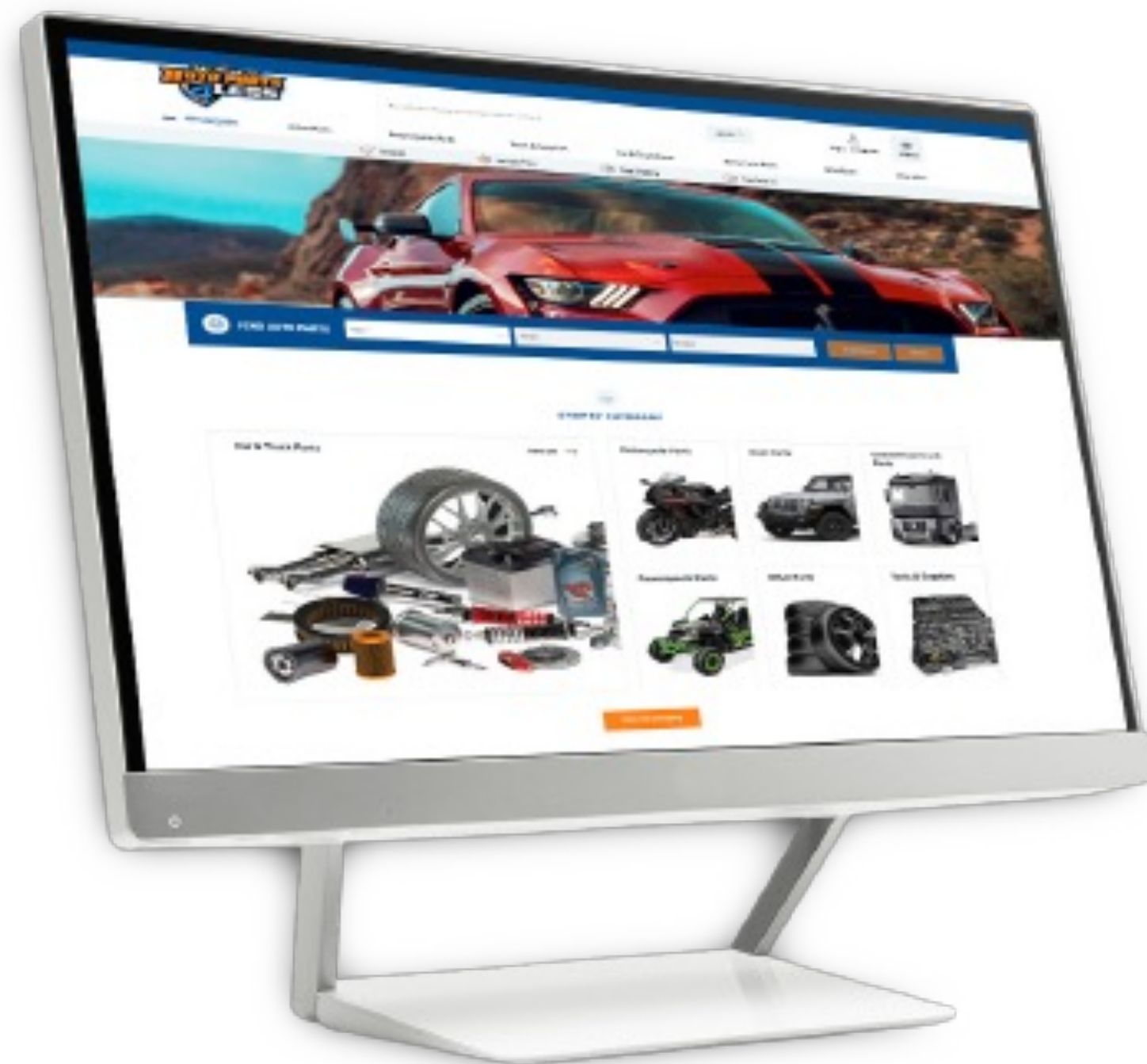




# Scalability & Accelerated Growth

Autoparts4less.com has achieved a remarkable milestone with the completion of all development efforts, positioning the company for exponential scalability and growth at minimal ongoing costs. AP4L anticipates accelerated returns as our platform seamlessly expands to meet the surging demand in the automotive parts industry, with a solid foundation and unparalleled potential for market dominance.





## Stock Information

- ⚙ Trades on OTC
- ⚙ Trading Symbol: FLES
- ⚙ 2,830,166 Shares O/S
- ⚙ 12 Month Trading Range \$7.20 - \$0.02  
(9-25-2022 through 9-25-2023)





# Leadership Team



**Christopher Davenport MBA**  
Chief Executive Officer  
Auto Parts 4Less, Inc.  
[Chris@the4lesscorp.com](mailto:Chris@the4lesscorp.com)



**Brian Higley, Esq.**  
Legal Counsel  
Business Legal Advisors  
[Businesslegaladvisors.com](http://Businesslegaladvisors.com)



**Victor Mokuolu, CPA**  
Certified Public Accountant  
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