







Co-Founder & Chief Creative Officer, Vaimo



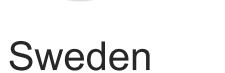














Norway



Finland



Denmark



Estonia



United Kingdom



South Africa



Ukraine



UAE

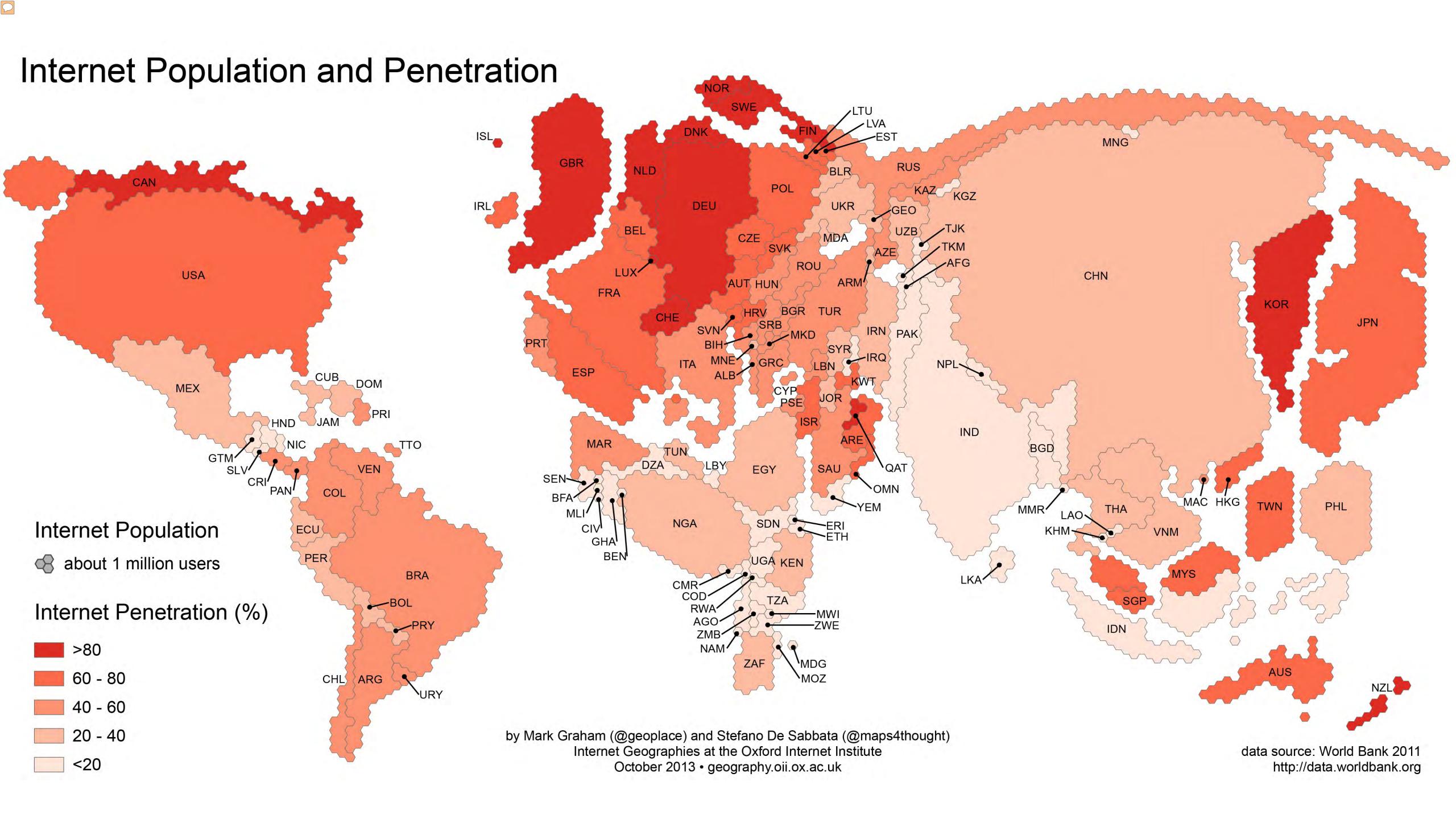


Japan



# Going Global?





# Get the basics right



#### Basics: Platform

- Magento?
- Something else?



#### Basics: Platform

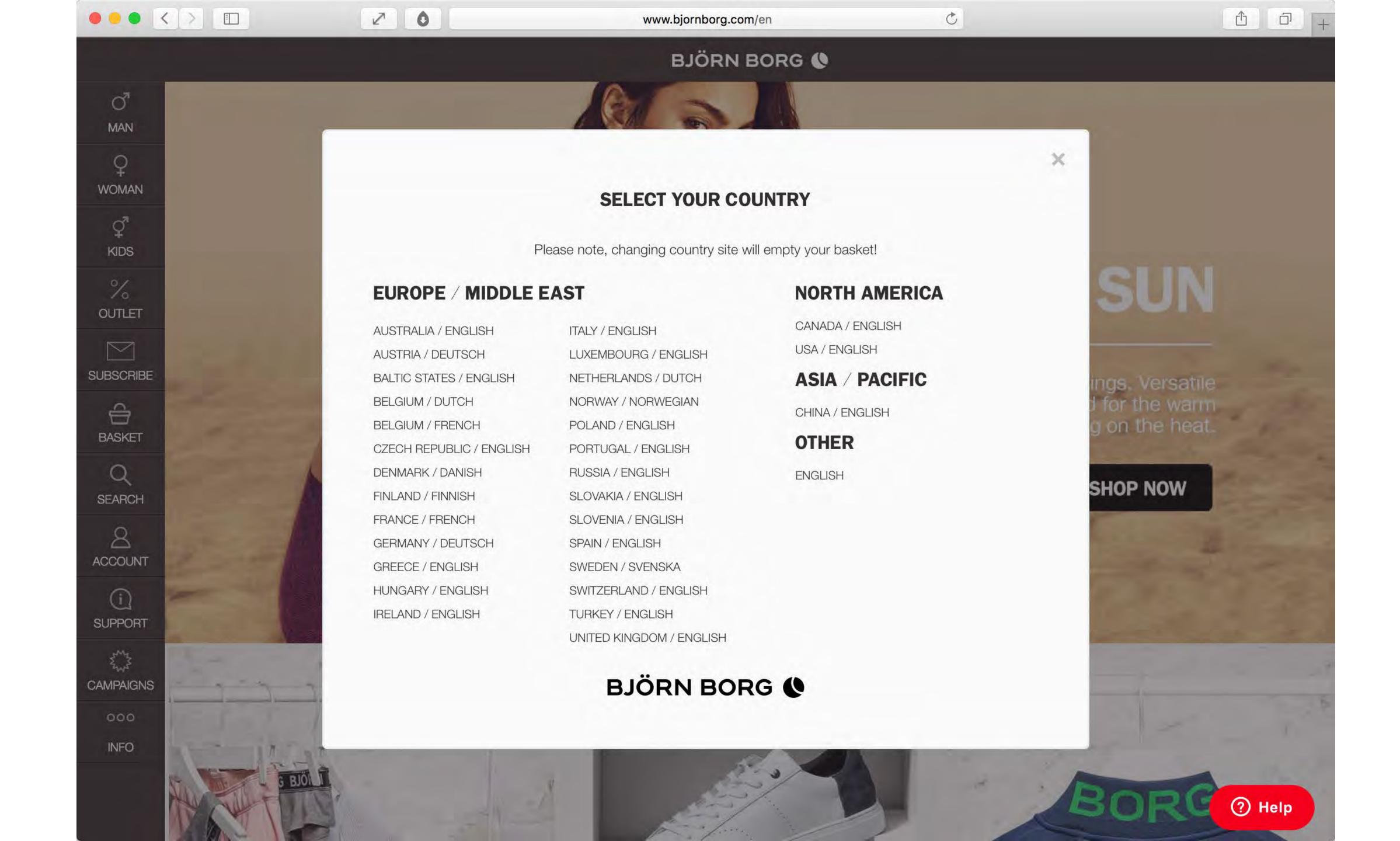
- Magento
- Something else



## Basics: Think things through

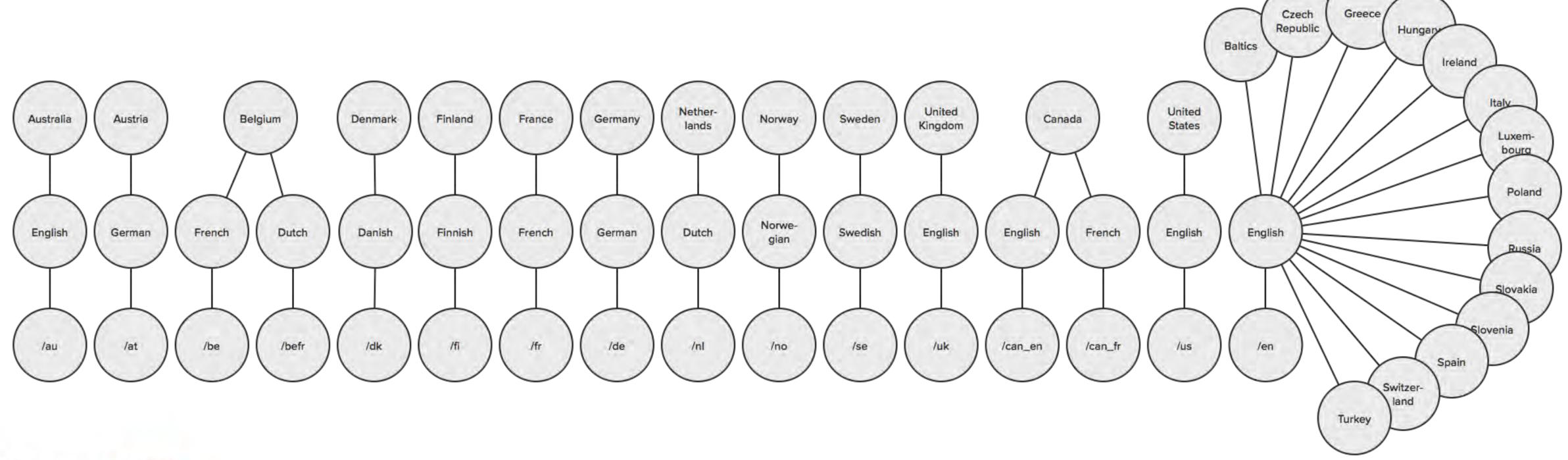
- Site, Catalog & Content Management
- Localisation
- Marketing & Acquisition Strategy
- Purchasing, Sales & Accounting
- Order & Returns Management
- Support & CRM
- The Site Setup = Key



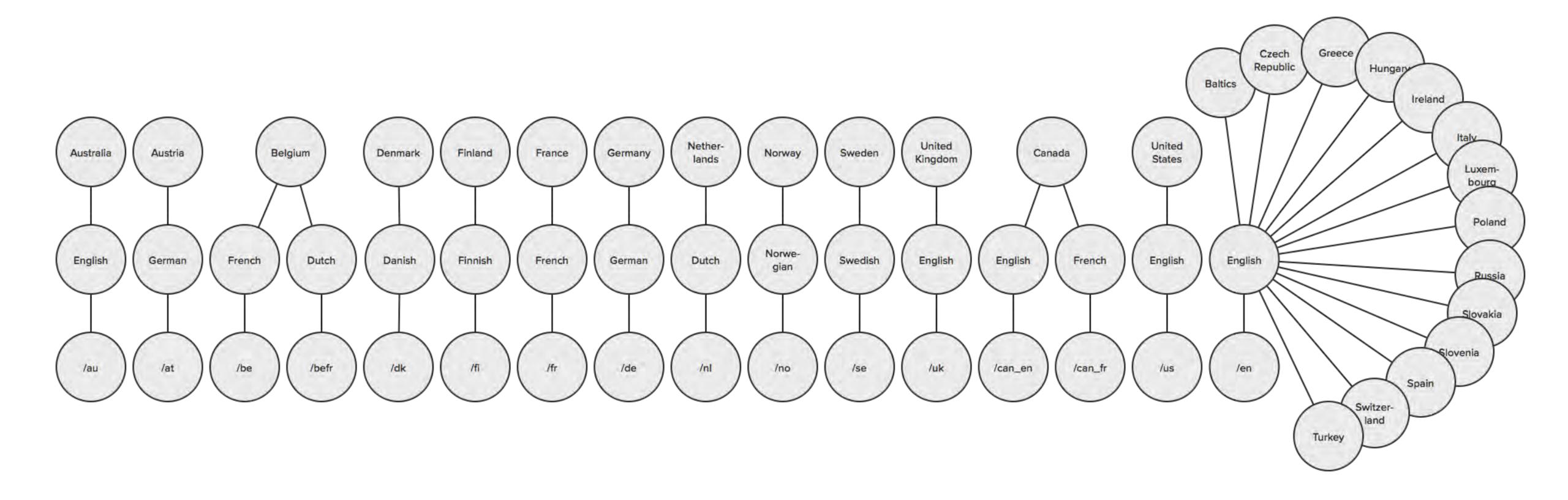


## Björn Borg

- 11 country sites + Europe, US & Canada
- 15 websites in Magento, 12 localized









#### Basics: Sites & Domains

| Folder    | Björn Borg, Filippa K, Tous, Agent Provocateur    |
|-----------|---------------------------------------------------|
| Domain    | Fjällräven, Jack Daniel's, Dyson, Polarn O. Pyret |
| Subdomain | Gant                                              |

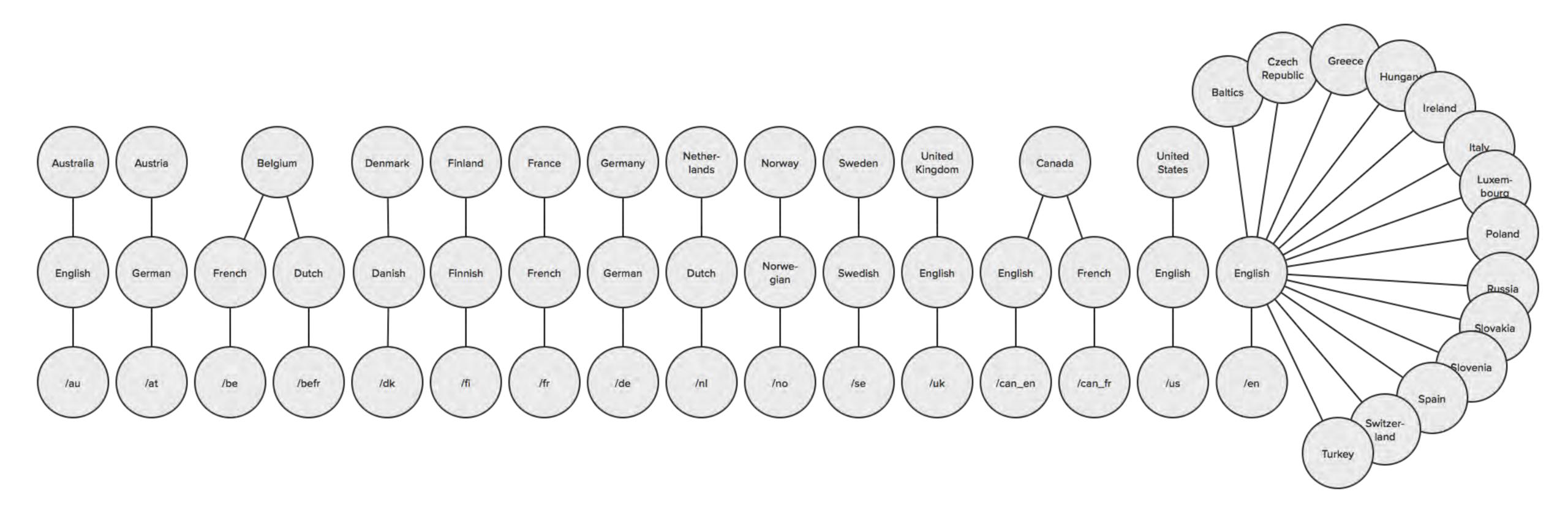


#### Basics: Sites & Domains

| Folder    | www.bjornborg.com/uk |  |
|-----------|----------------------|--|
| Domain    | www.fjallraven.co.uk |  |
| Subdomain | de.gant.com          |  |

Keep language and currency combinations on different URLs







Select Country:

United Kingdom ▼



Country ▼

What am I really selecting?

- Language?
- Content?
- Currency & Price?
- Assortment & Availability?
- Destination?



Country ▼

Language ▼

Country ▼

Currency ▼

Country ▼

Currency ▼

Display Currency ▼

Country + Currency ▼

Language ▼

Shipping to ▼

Language ▼

Shipping to ▼

Currency ▼



Country •

Language ▼

ZARA

zalando TOPSHOP

Country ▼

Currency ▼

Curr

Display Currency ▼

Country + Current

Language ▼

Shipping to ▼

Language ▼

Shipping to ▼

Currency •

MATCHESFASHION.COM

NET-A-PORTER.COM

John Lewis

BURBERRY



Country + Language ▼





#M SONY





Shipping to ▼

YOOX.COM

#### One option selects

- Language, Pricing & Currency
- Where I shop from
- Where I can get my order delivered



Vaimo Clients

Country ▼

FJÄLL RÄVEN

Country + Language ▼

dyson

BJÖRN BORG ( TOUS

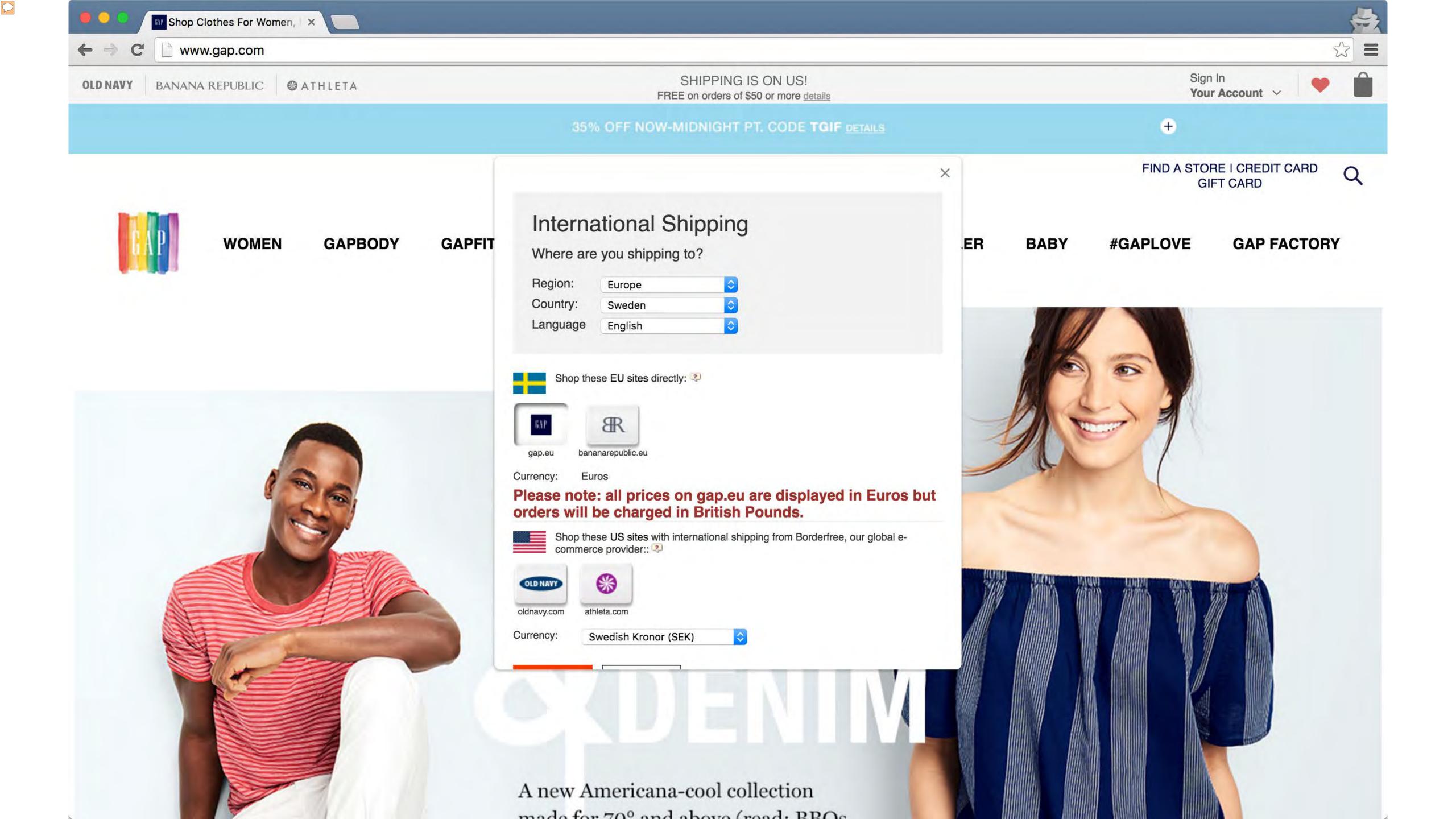
Shipping to ▼

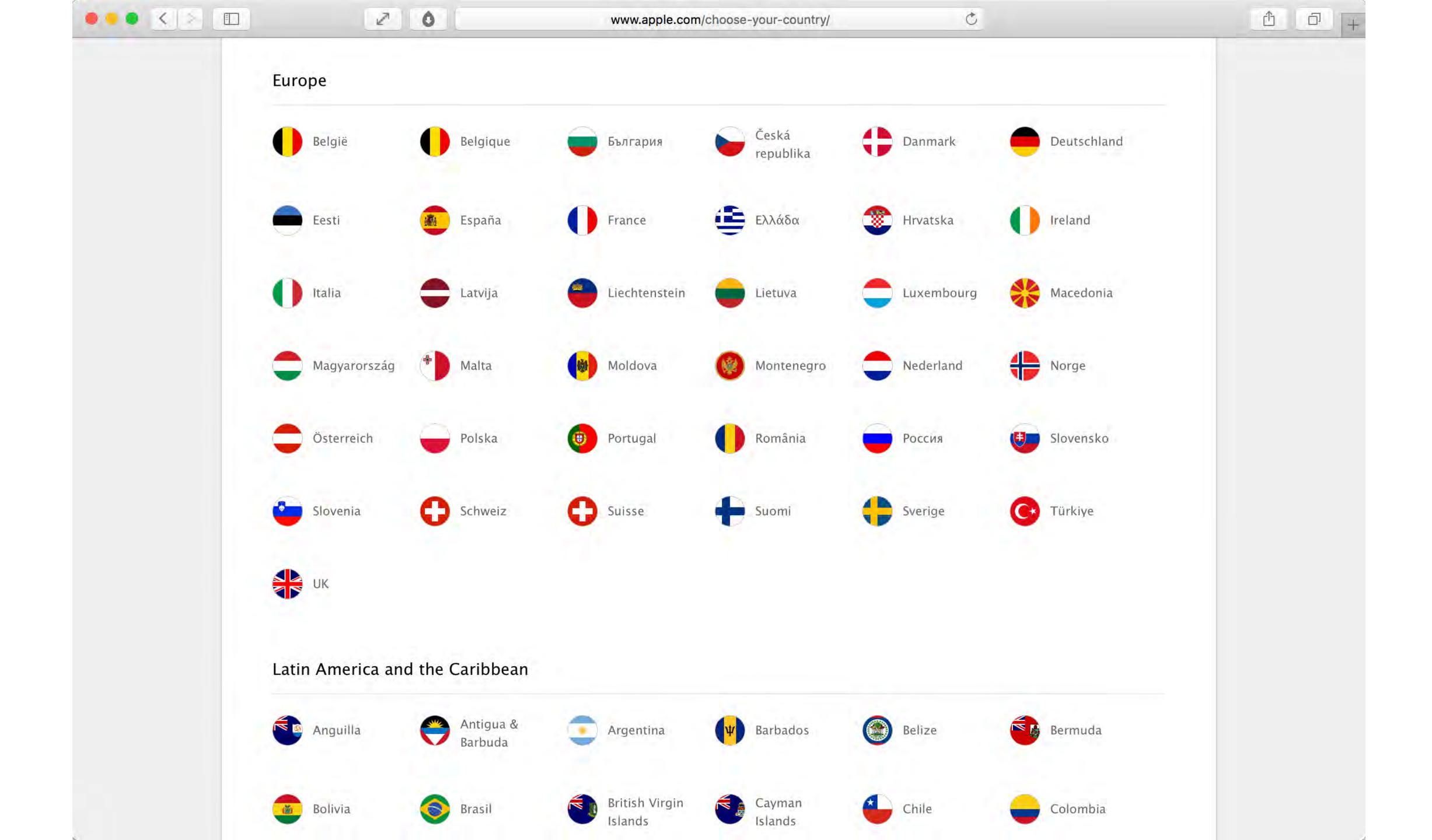
Filippa K

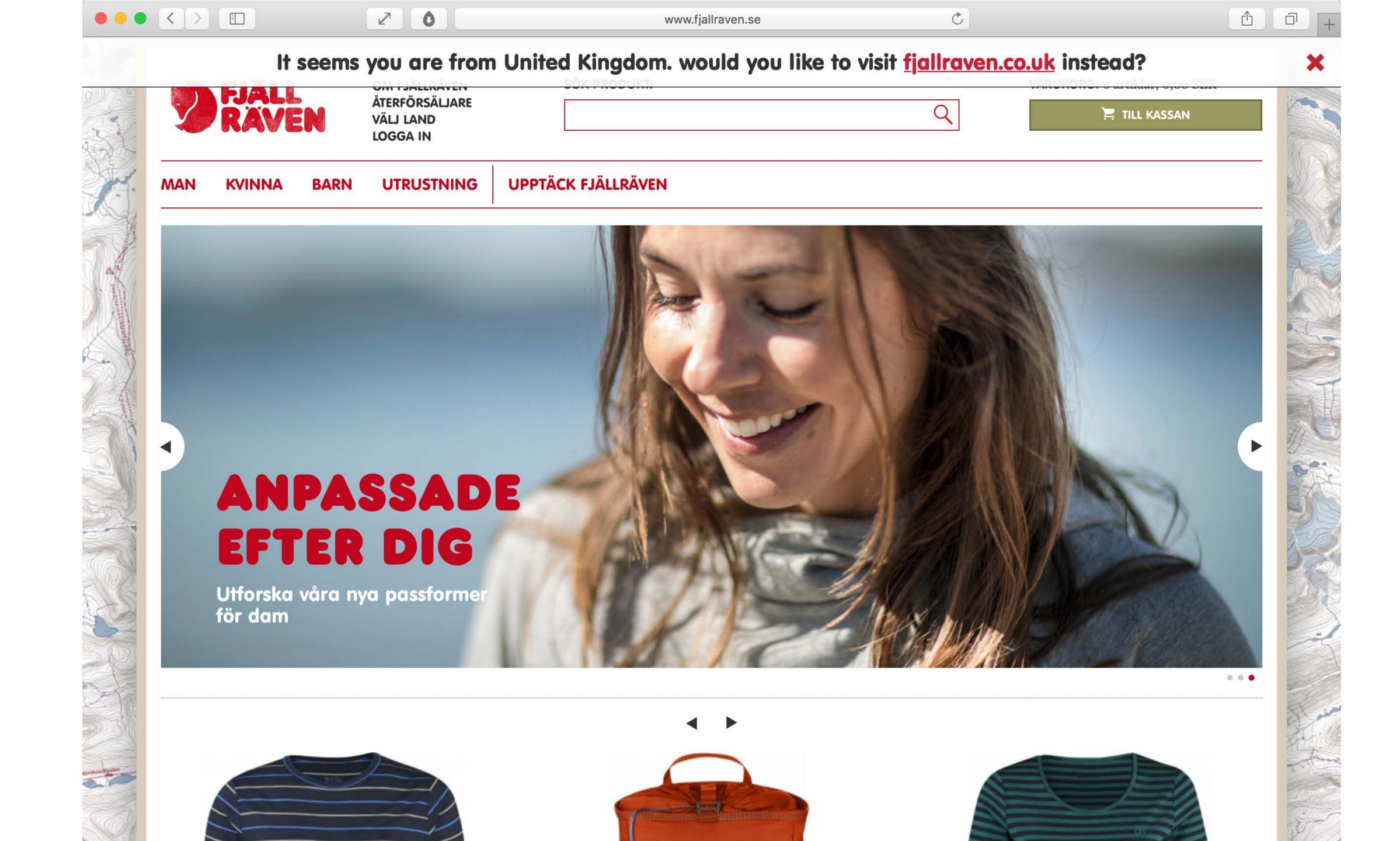
Display Currency ▼

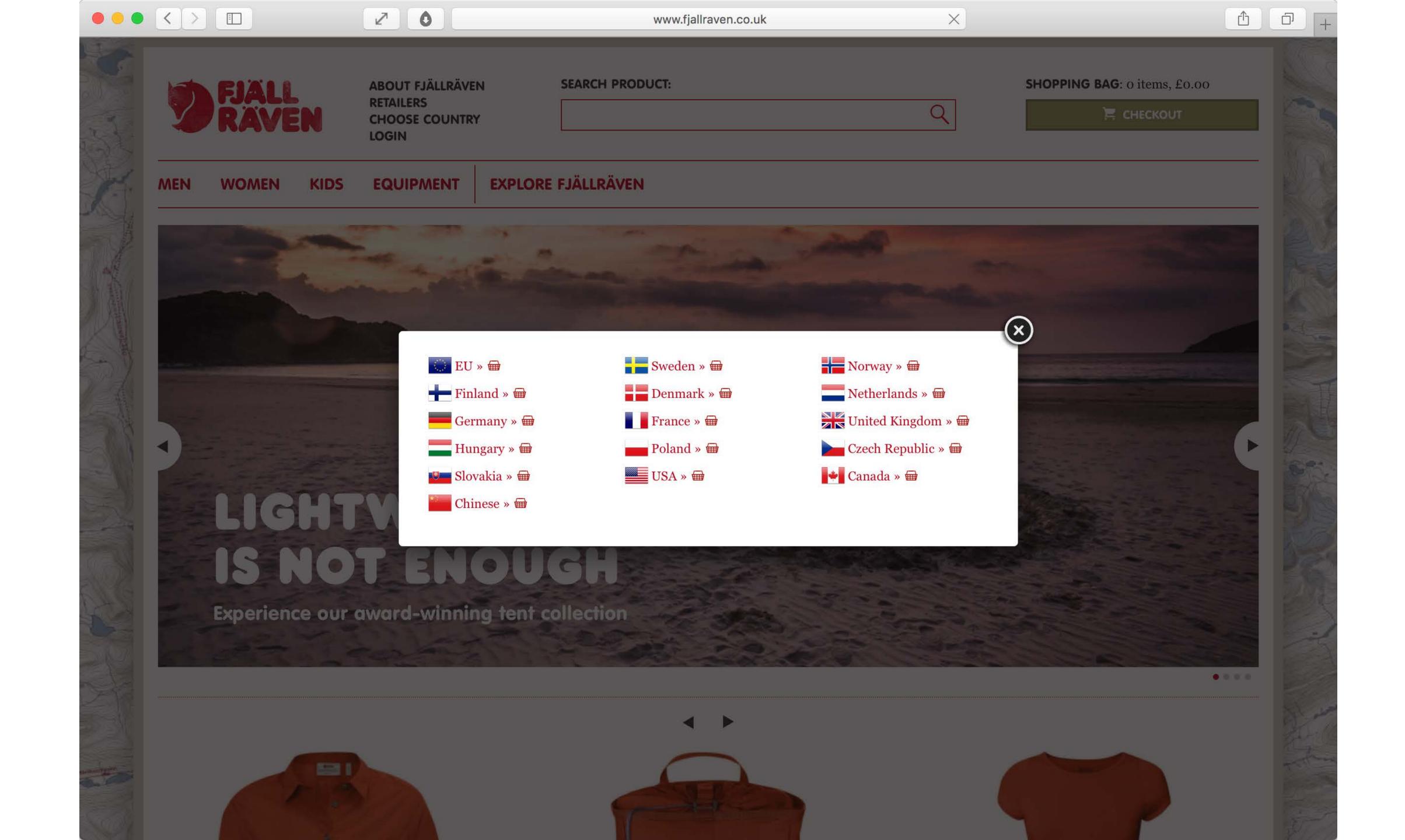


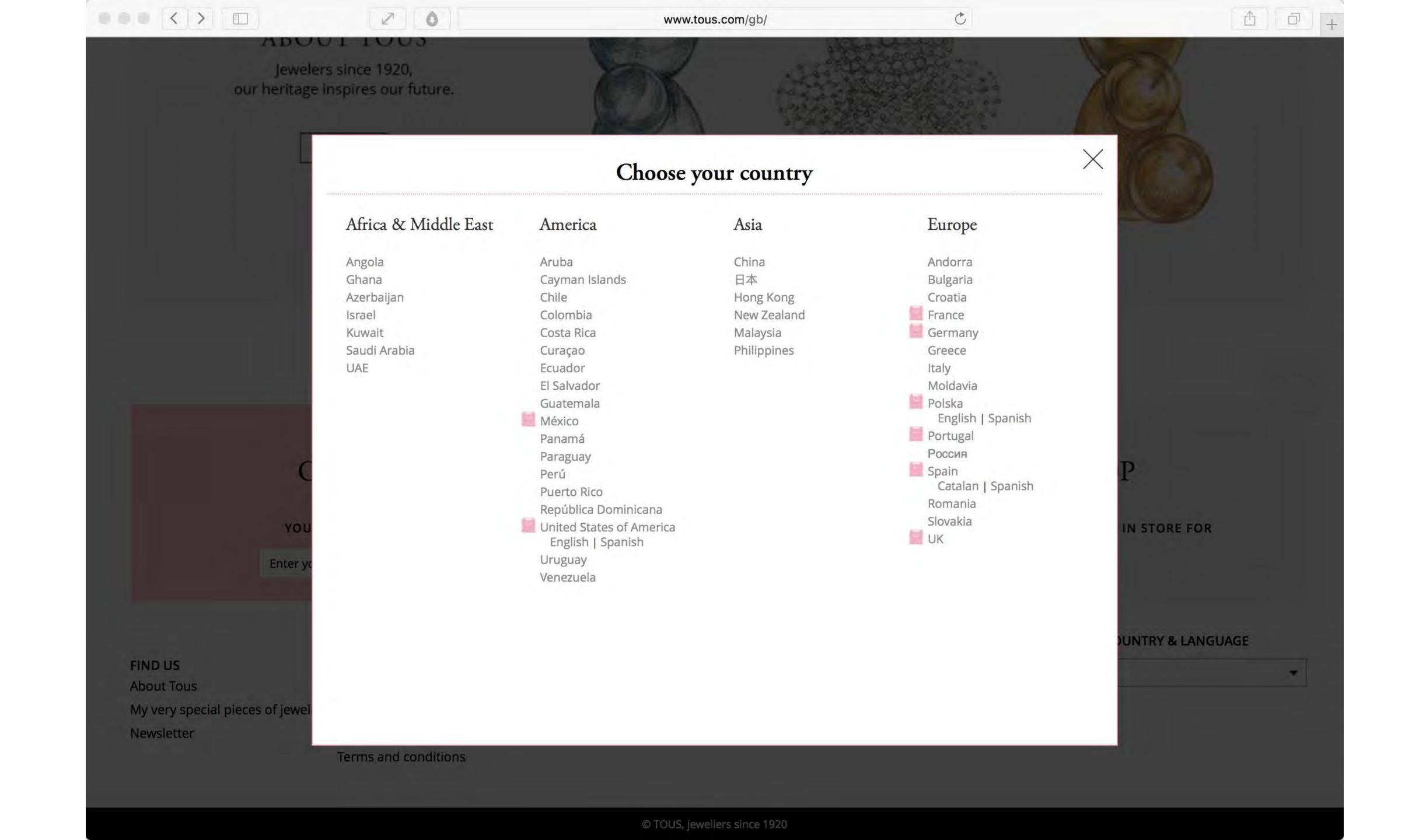












#### Filippa K

2 0

SHOP MAN SALE WOMAN SALE MAN STORES FILIPPA K WORLD CAMPAIGNS #FILIPPAK

SHOP WOMAN





30-50%

SHIP TO: UNITED KINGDOM HELP SEARCH MY ACCOUNT SHOPPING BAG: 0

#### TOP SALE PICKS











Filippa K

2 0

L 1 -4

SALE

Woman

SALE Man

TOP SALE PICKS

Layer

Party

••••• 02-UK 3G

SEARCH\_

SHOP MAN

SALE MAN

CAMPAIGNS

#FILIPPAK

MY ACCOUNT

SHOPPING BAG: 0

STORES

SHOP WOMAN

SALE WOMAN

FILIPPA K WORLD

SHIP TO: UNITED KINGDOM

₹

03:55 filippa-k.com

Q

Filippa K

SHOP WOMAN SHOP MAN SALE WOMAN SALE MAN STORES FILIPPA K WORLD CAMPAIGNS #FILIPPAK



SHIP TO: UNITED KINGDOM HELP SEARCH MY ACCOUNT SHOPPING BAG: 0



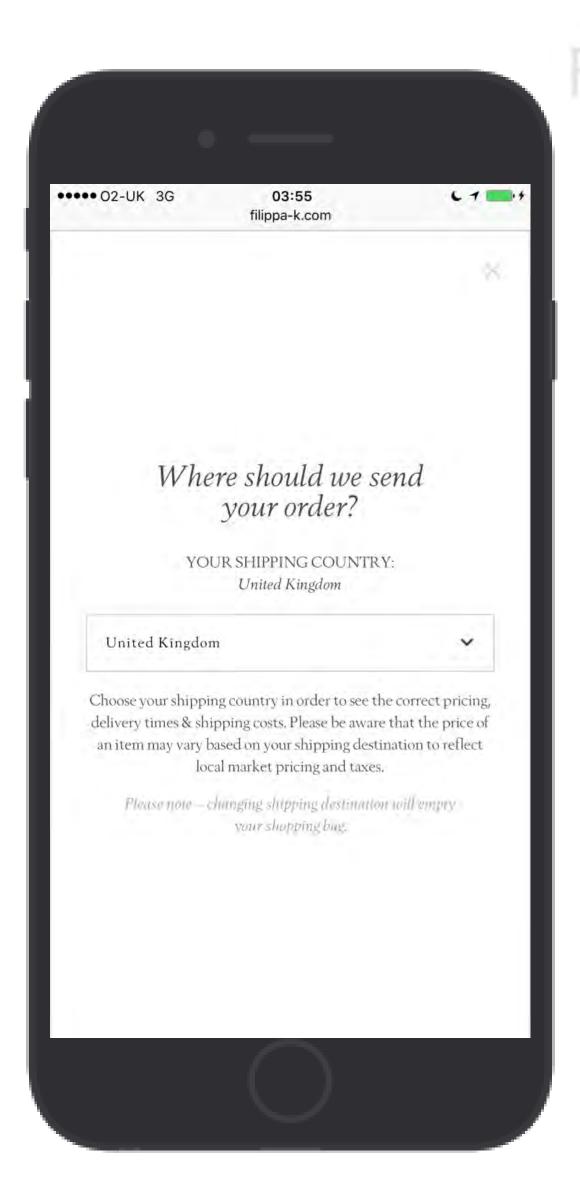
#### TOP SALE PICKS



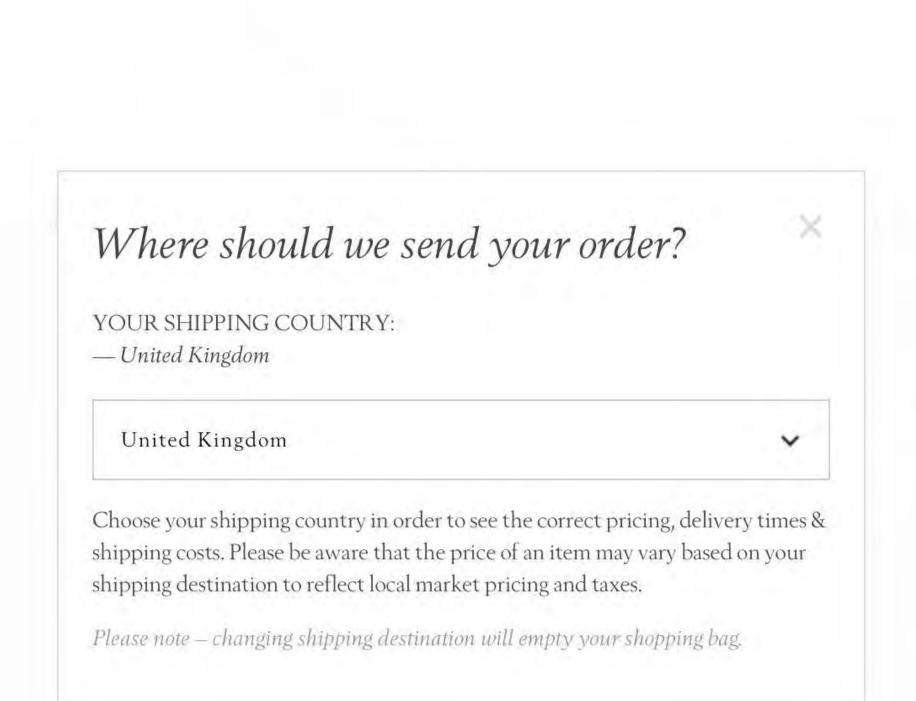




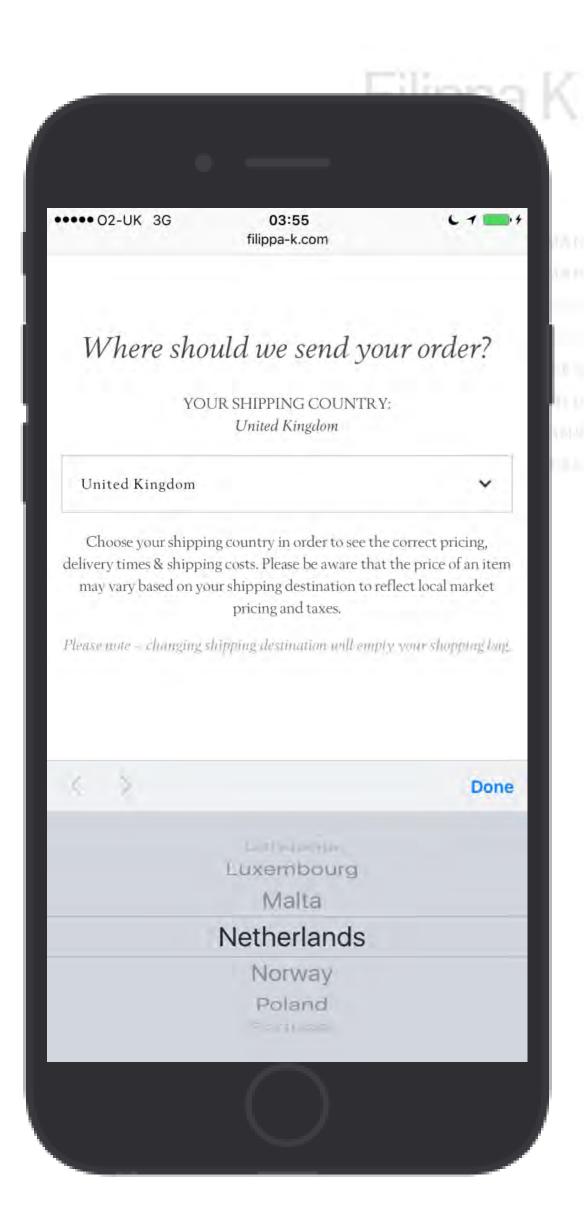


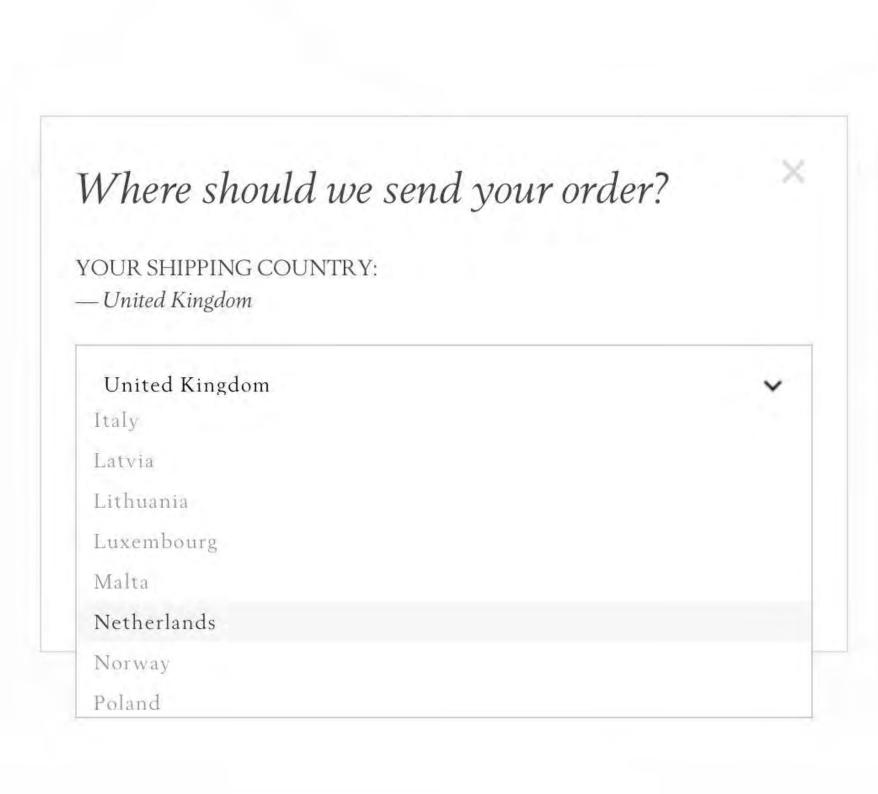














#### Filippa K

L1 -4

SALE

Woman

SALE

Man

TOP SALE

PICKS

Party

••••• 02-UK 3G

SEARCH.

SHOP MAN

SALE MAN

CAMPAIGNS

MY ACCOUNT

SHOPPING BAG: 0

#FILIPPAK

STORES

SHOP WOMAN

SALE WOMAN

FILIPPA K WORLD

SHIP TO: NETHERLANDS

₹

03:55

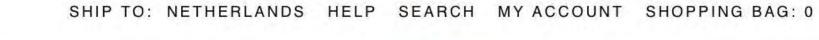
filippa-k.com

Q

Filippa K

SHOP WOMAN SHOP MAN SALE WOMAN SALE MAN STORES FILIPPA K WORLD CAMPAIGNS #FILIPPAK







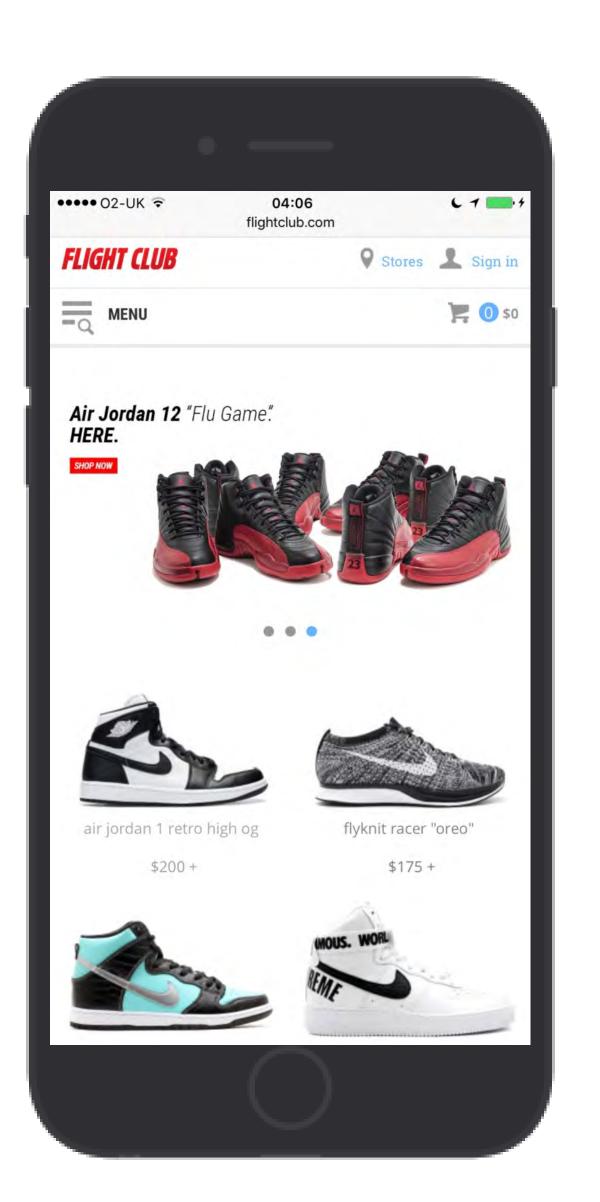
#### TOP SALE PICKS

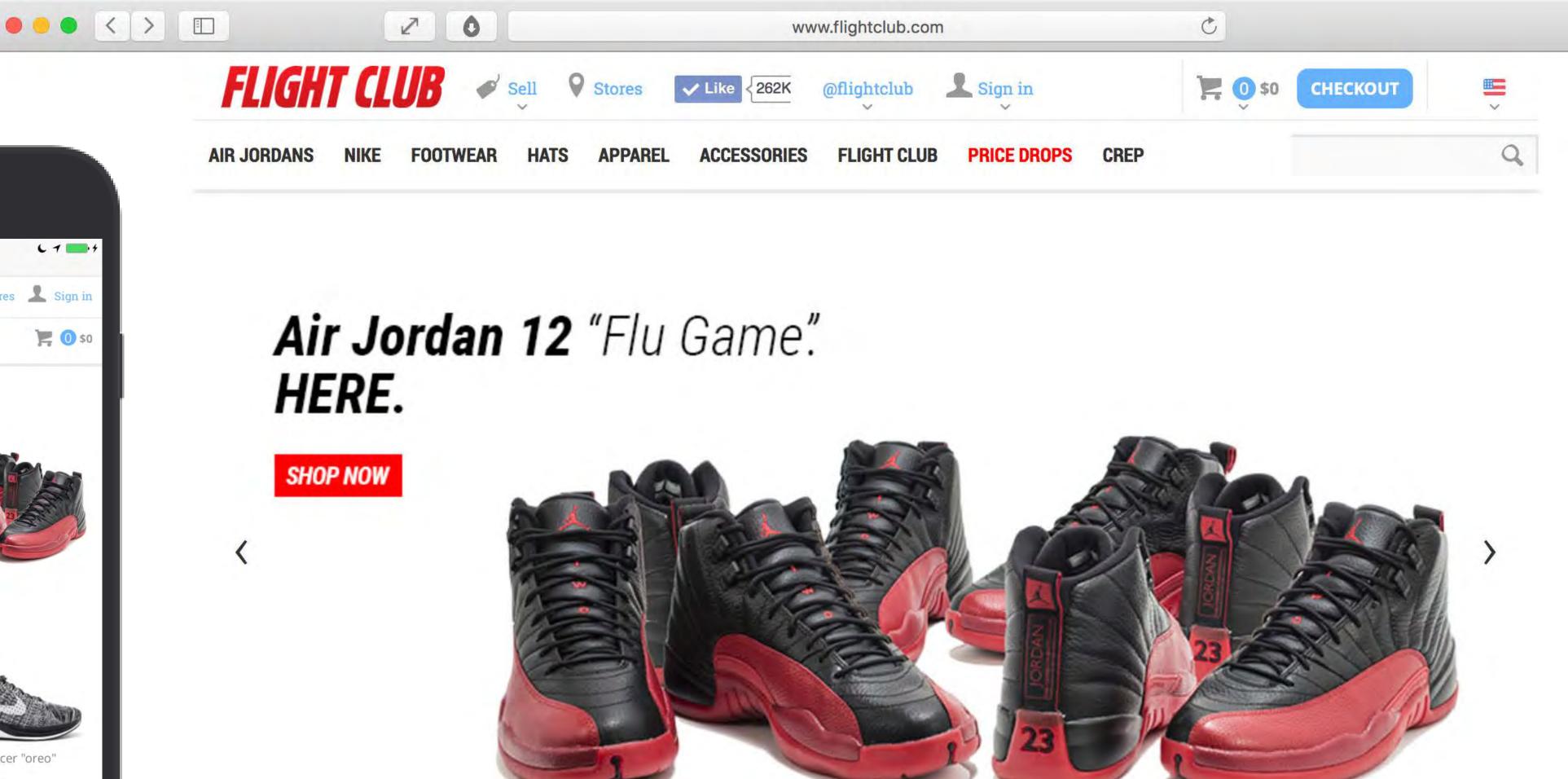






























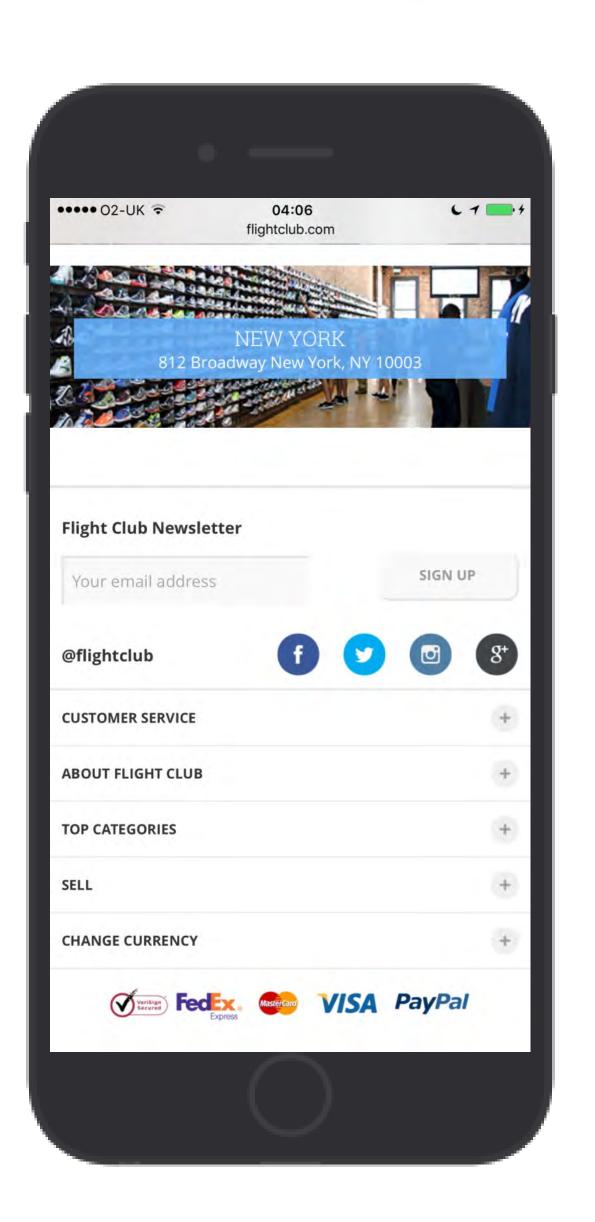
air jordan 12 retro "... \$300 +

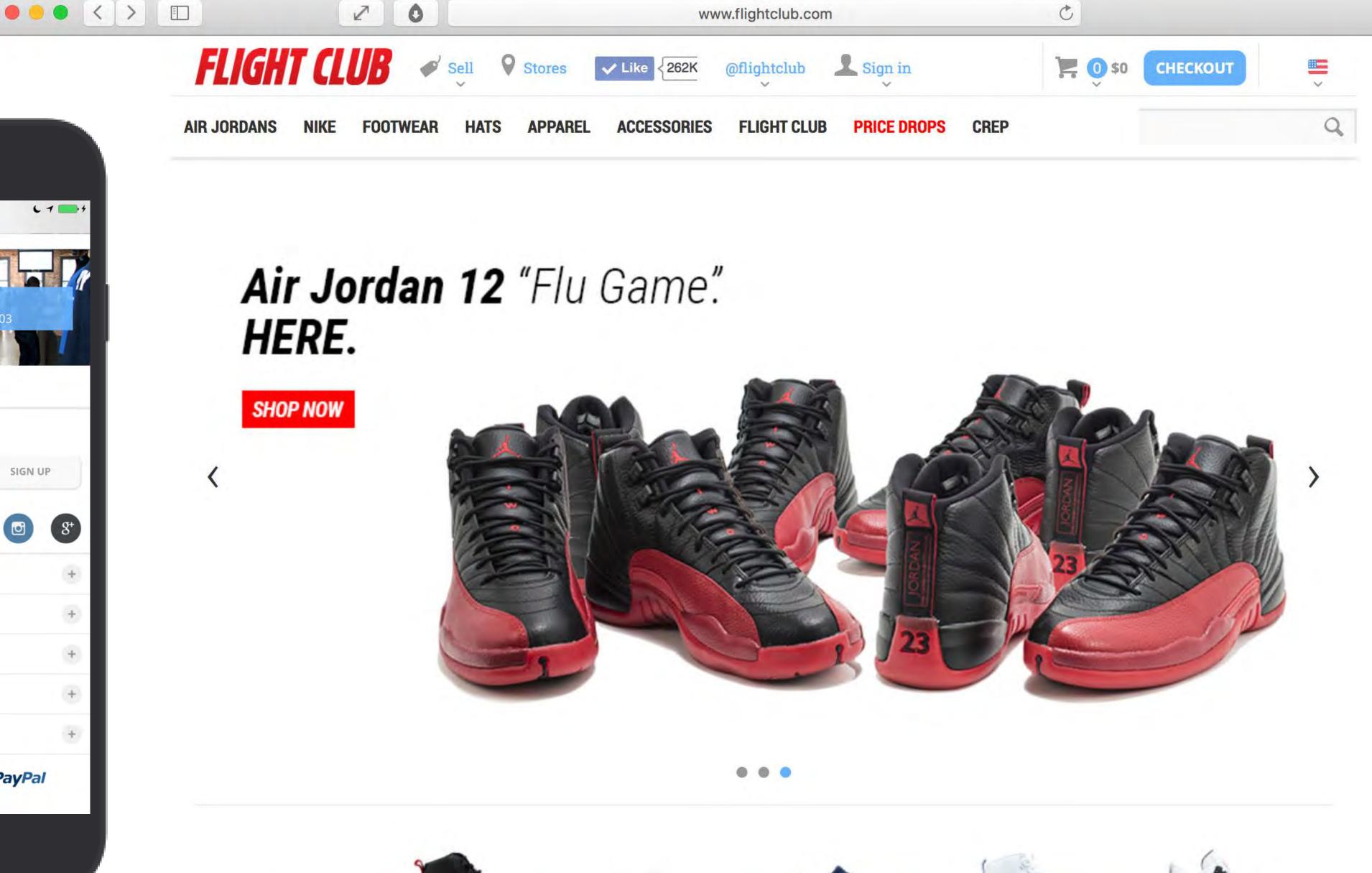
air jordan 11 retro l... \$250 +

air jordan 11 retro l... \$275 +

air jordan 12 retro "... \$300 +

air jordan 4 retro og... \$300 +



















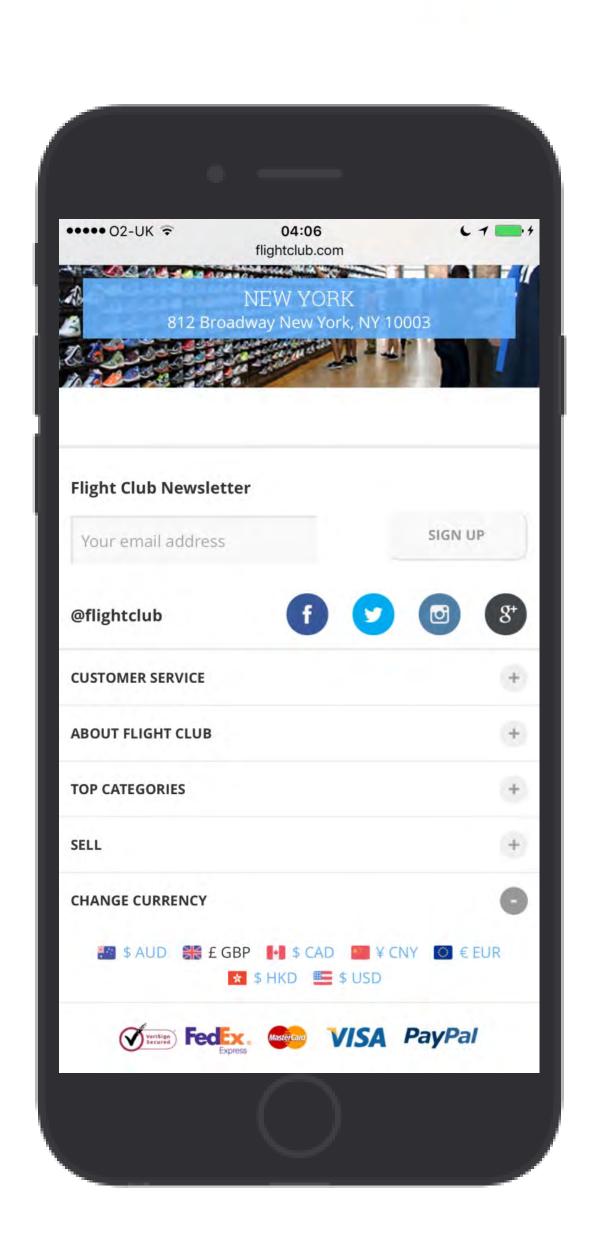
air jordan 12 retro "... \$300 +

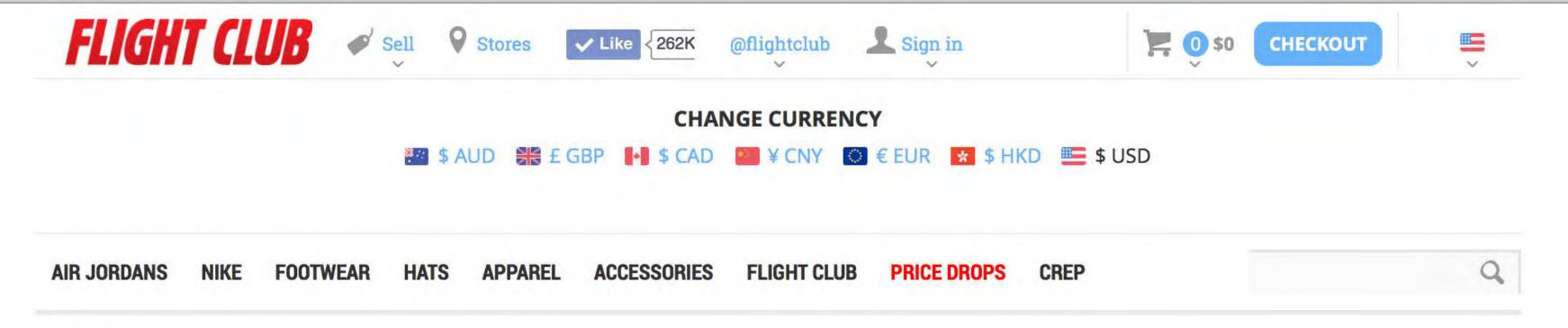
air jordan 11 retro l... \$250 +

air jordan 11 retro l... \$275 +

air jordan 12 retro "... \$300 +

air jordan 4 retro og... \$300 +





www.flightclub.com

#### Air Jordan 12 "Flu Game". HERE.







# Basics: Country Switcher

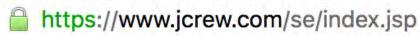
- Keep it simple
  - Minimize options for the customer
  - Make crawling easy for Googlebot
- Allow for localization
- Make sure it scales with your business model
- Avoid getting sued



## Basics: IP Geolocation

- Use a proper service
- Assume that the user is right
  - Let her land on the desired site
  - Don't force redirect
- Suggest a better choice based on Geo-IP
  - Only once





Online only: 40% off summer picks\* & extra 40% off sale styles.\*\* Use code SHOPNOW. DETAILS

Enjoy SEK 185 standard shipping on all orders.

MY ACCOUNT Register | SIGN IN |

WOMEN MEN GIRLS BOYS SH

**NEW ARRIVALS** 

FOR WOMEN #

FOR MEN

FOR GIRLS .

FOR BOYS

TODAY: JUNE 17, 2016

JENNA'S PICKS

B things she's excited to wear now.

FOR MEN: 10 SUMMER ESSENTIALS

Cool, comfortable must-haves for the warm months ahead.

FOR KIDS: LOOKS WE LOVE For all the (summer) places they go.

EVERYTHING YOU NEED FOR SUMMER

From sandals to beach bags, it's all right here.

LOOKS WE LOVE

A vacation day in 3 easy outfile

SWEDEN

Hello, World!

JCREW.COM NOW SHIPS ALL AROUND THE WORLD

**FLAT-RATE SHIPPING** 

**DUTY-FREE SHOPPING** IN YOUR LOCAL CURRENCY

**NEED HELP?** email julie@jcrew.com or call +1 434 385 5775

START SHOPPING

Take me to the U.S. site.

By clicking "start shopping," you agree to our Terms of Use and Privacy Policy, including the use of cookies and the transfer of your personal information to the United States, a jurisdiction that may not provide an equivalent level of data protection to the laws in your home country.

WISHLIST | SHOPPING BAG

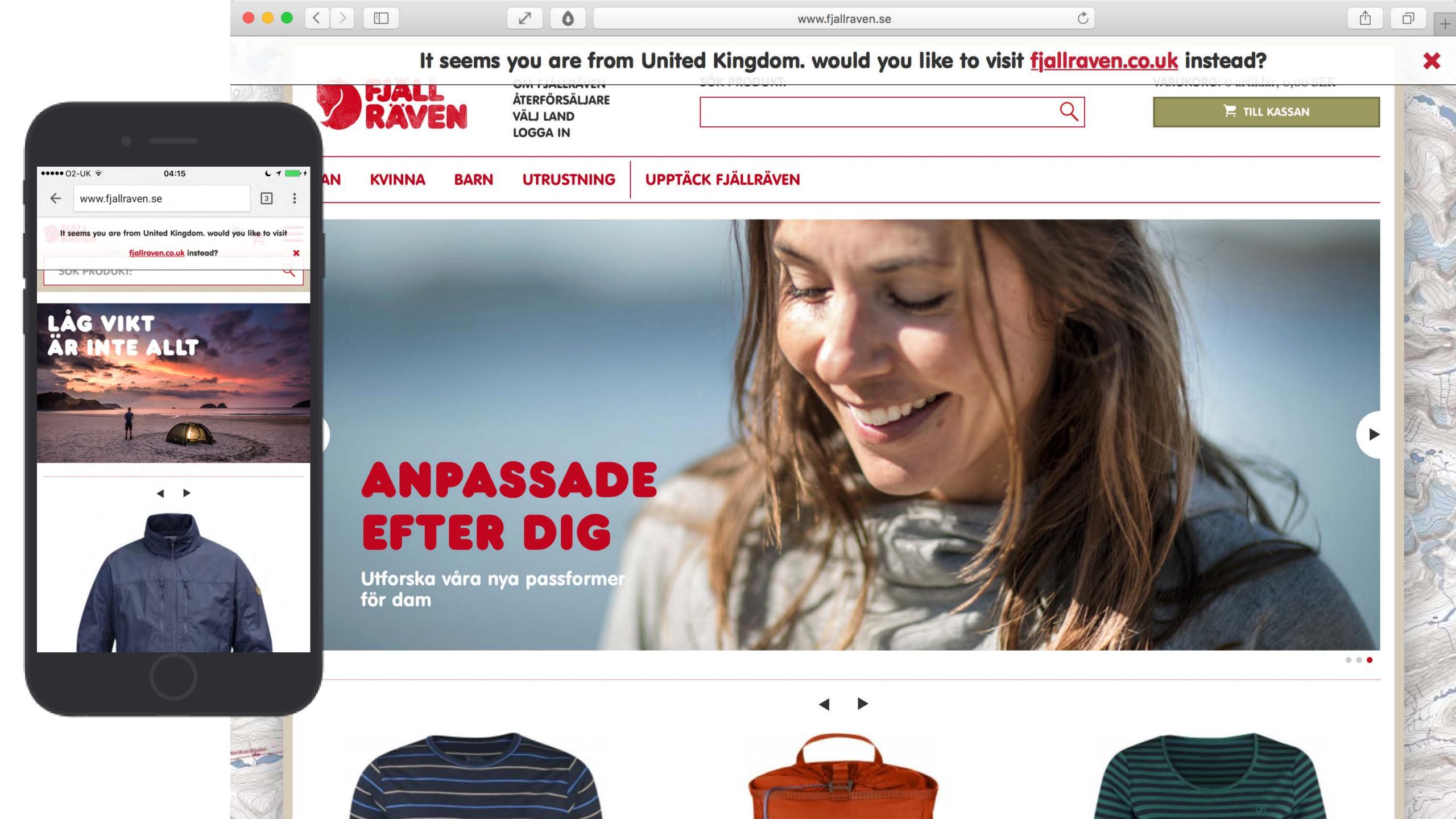
SEARCH Q

ON THE BLOG

Studio lours, behind the design, beauty tips and more...

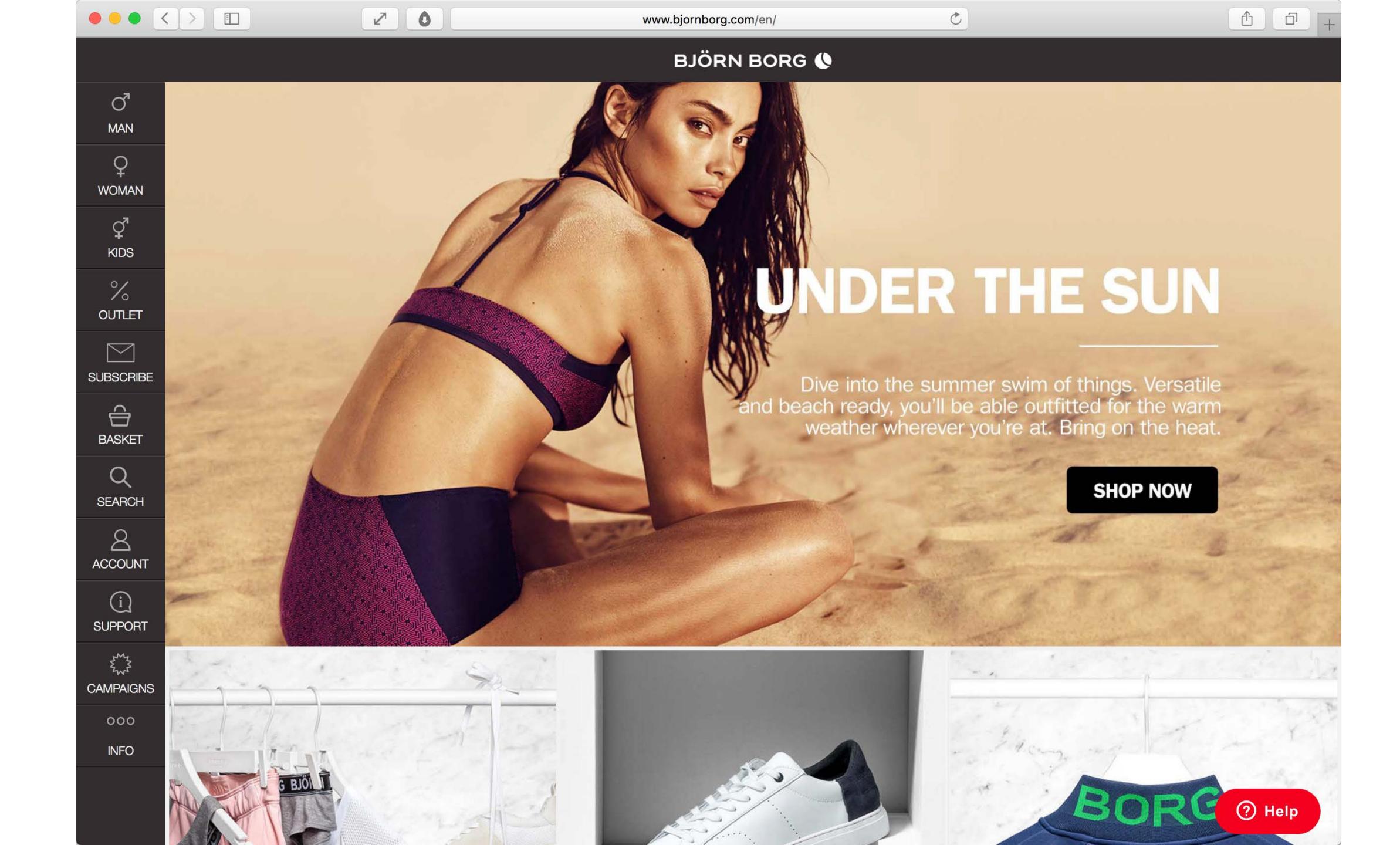
READ MORE >

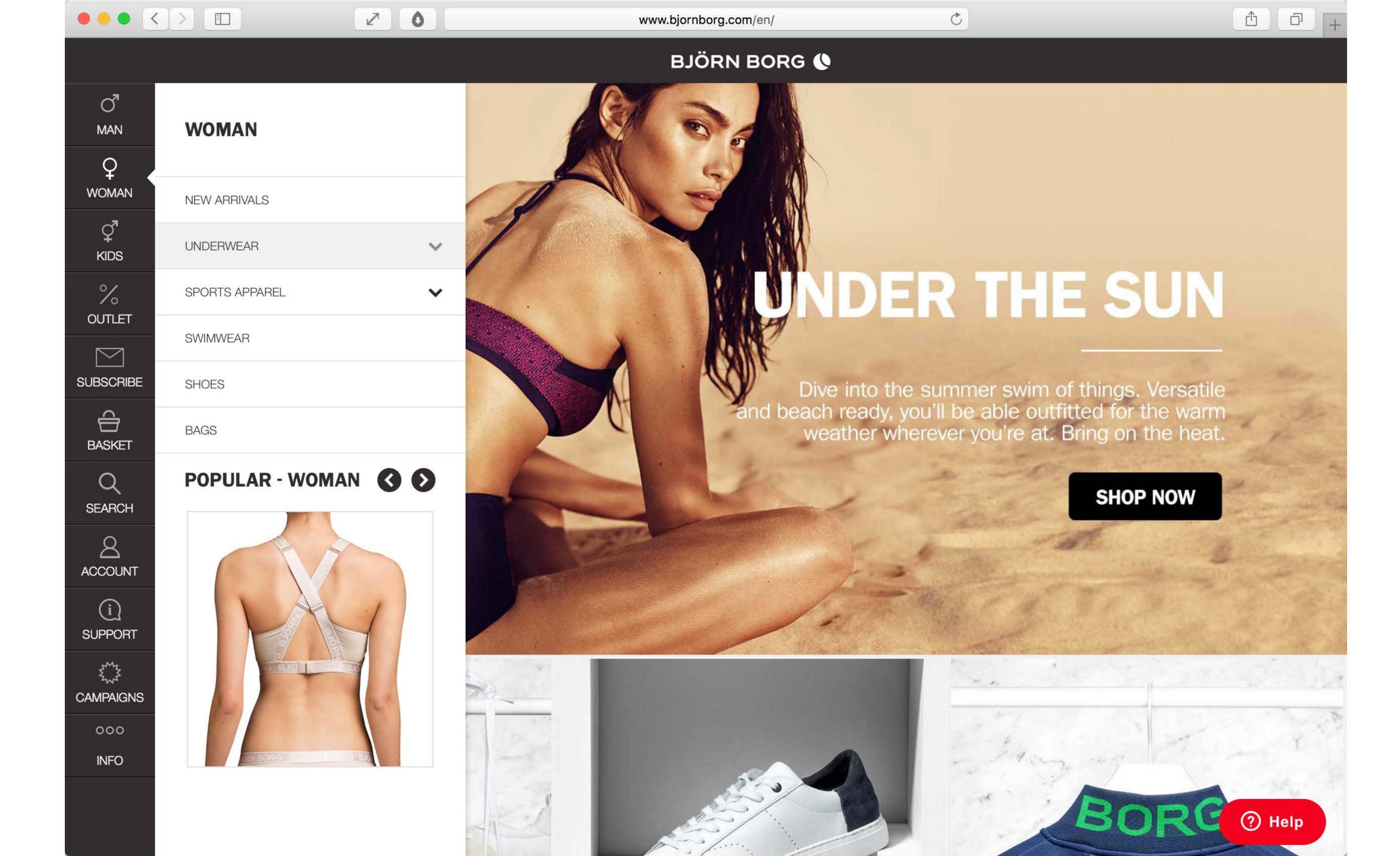
SEE WHAT MADE HER LIST >

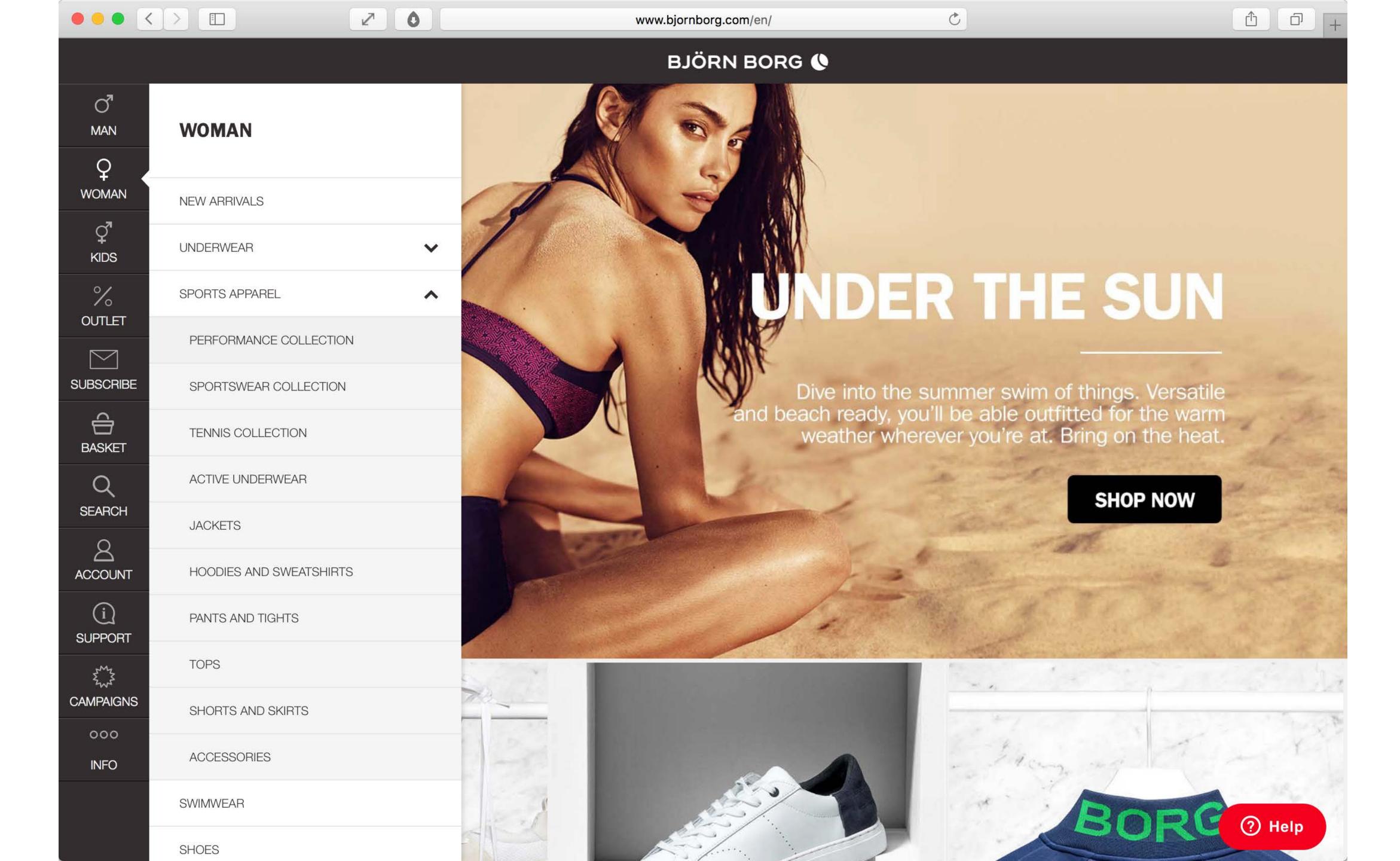


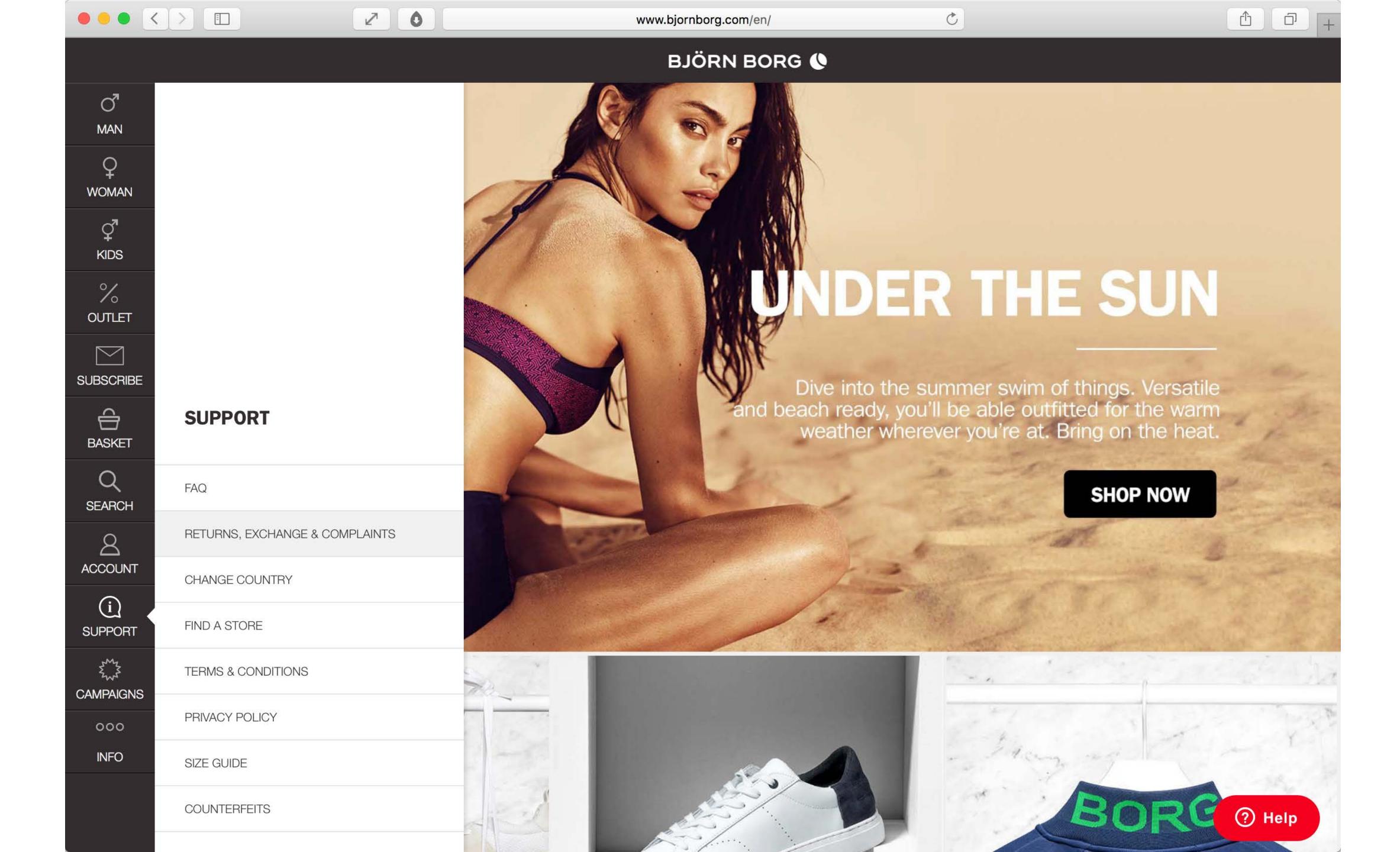
# UI Framework

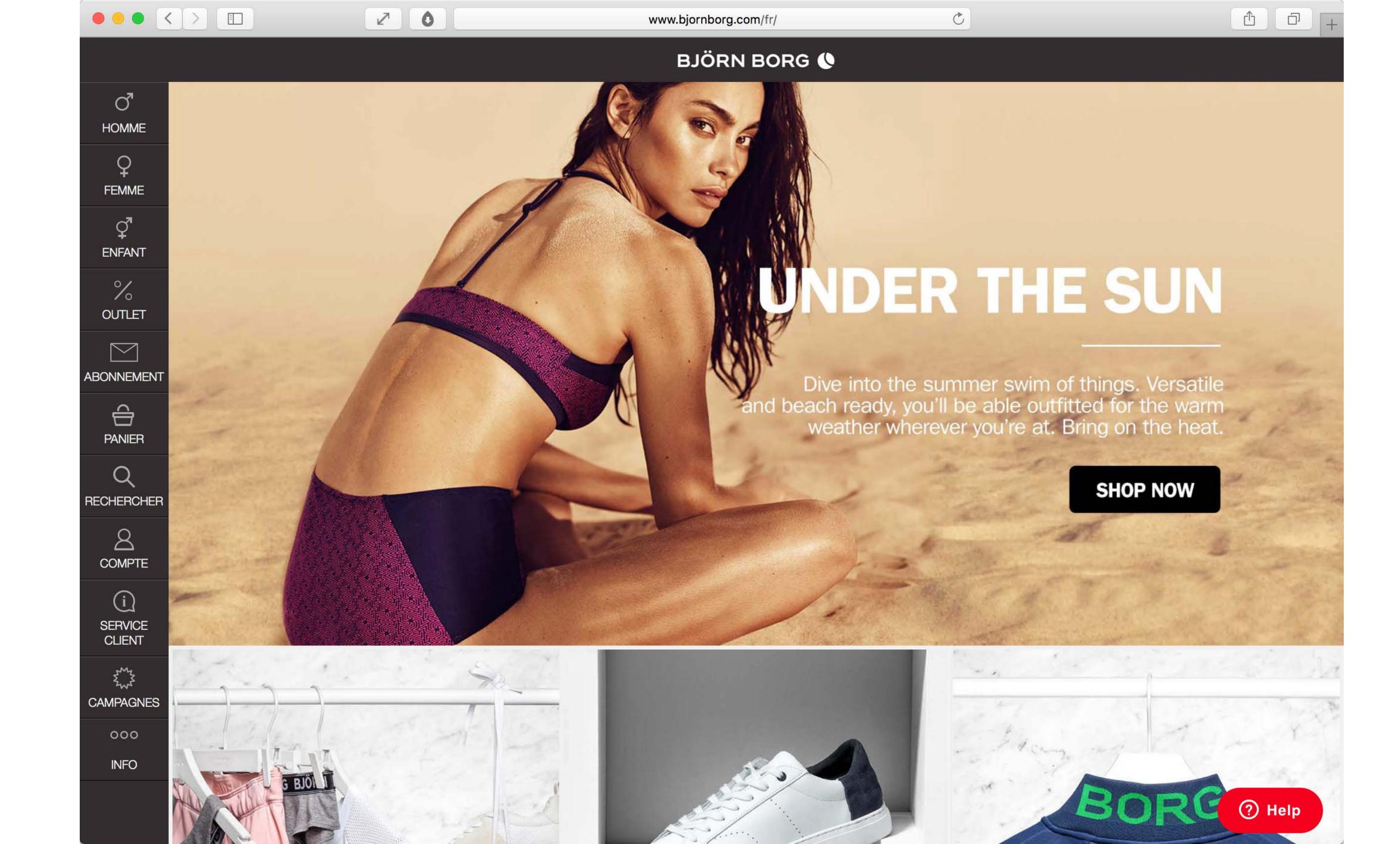


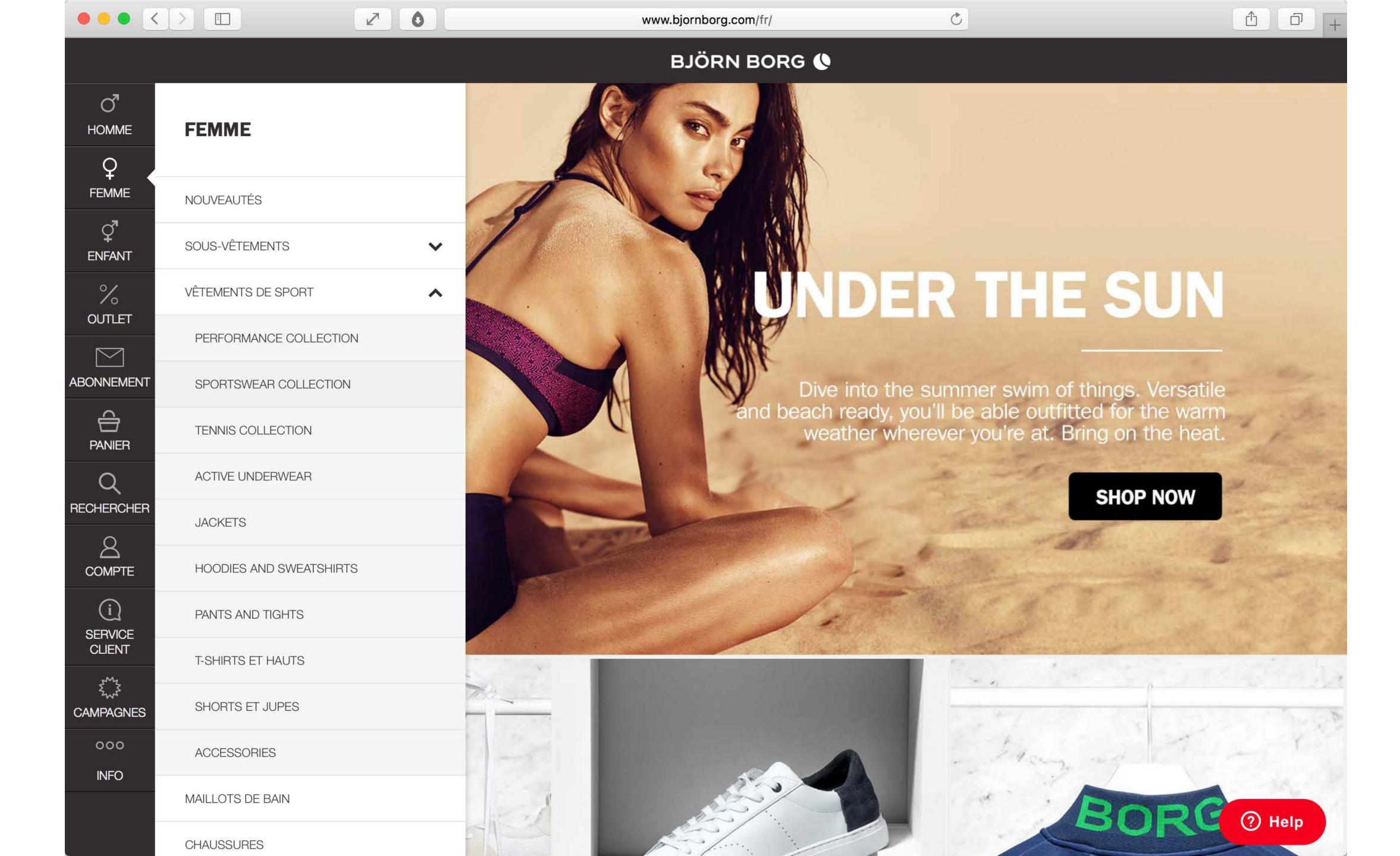


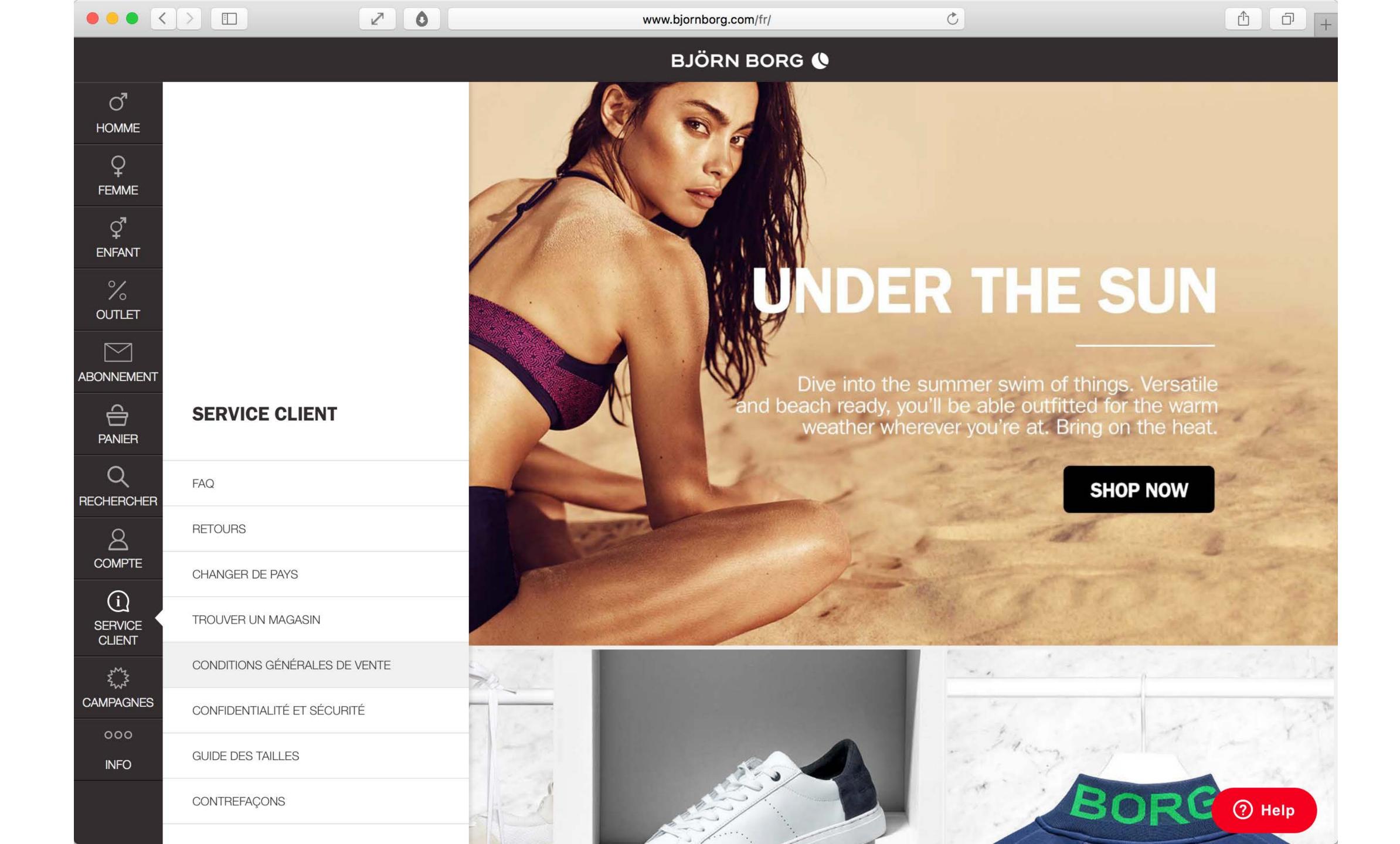


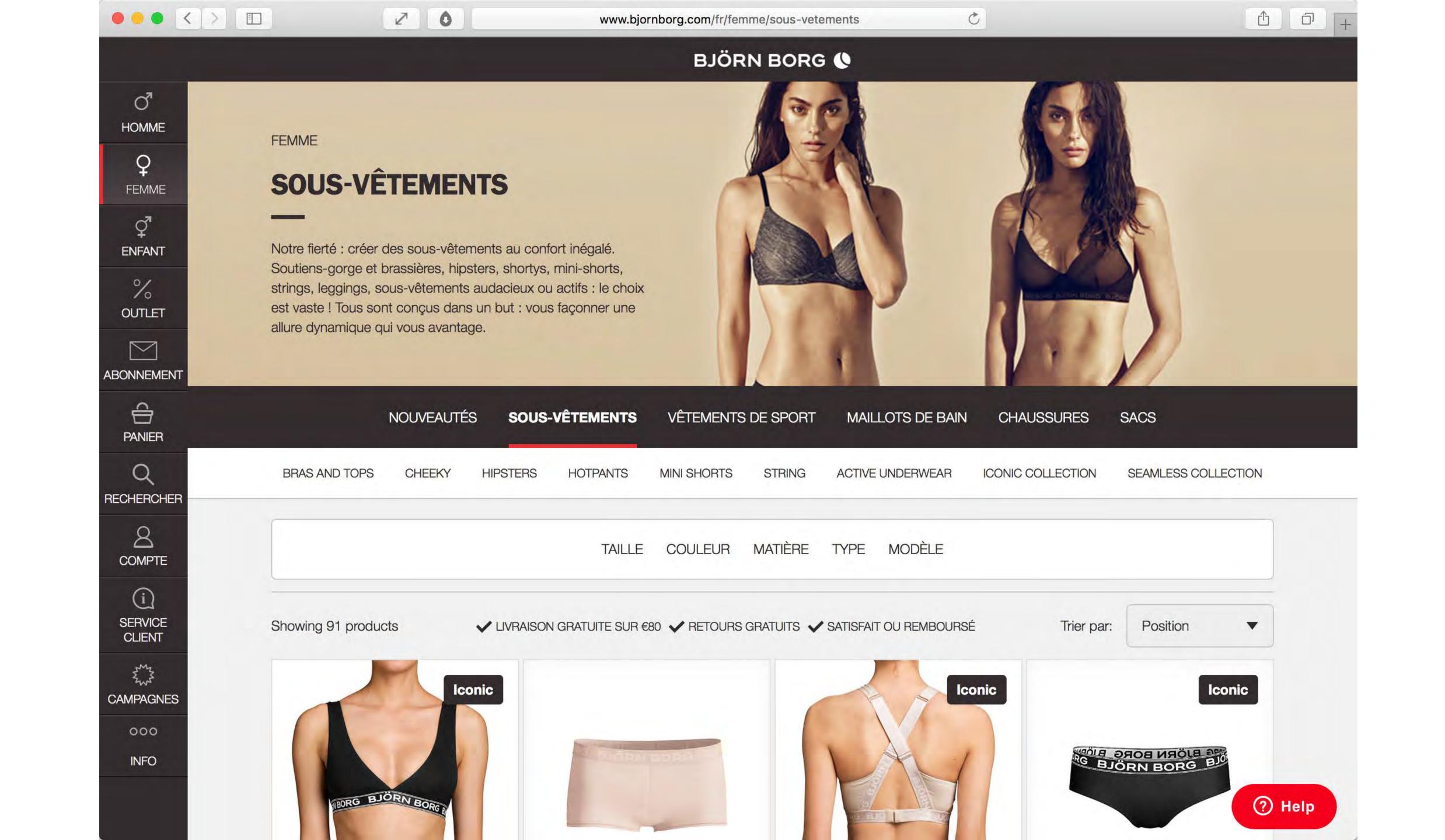


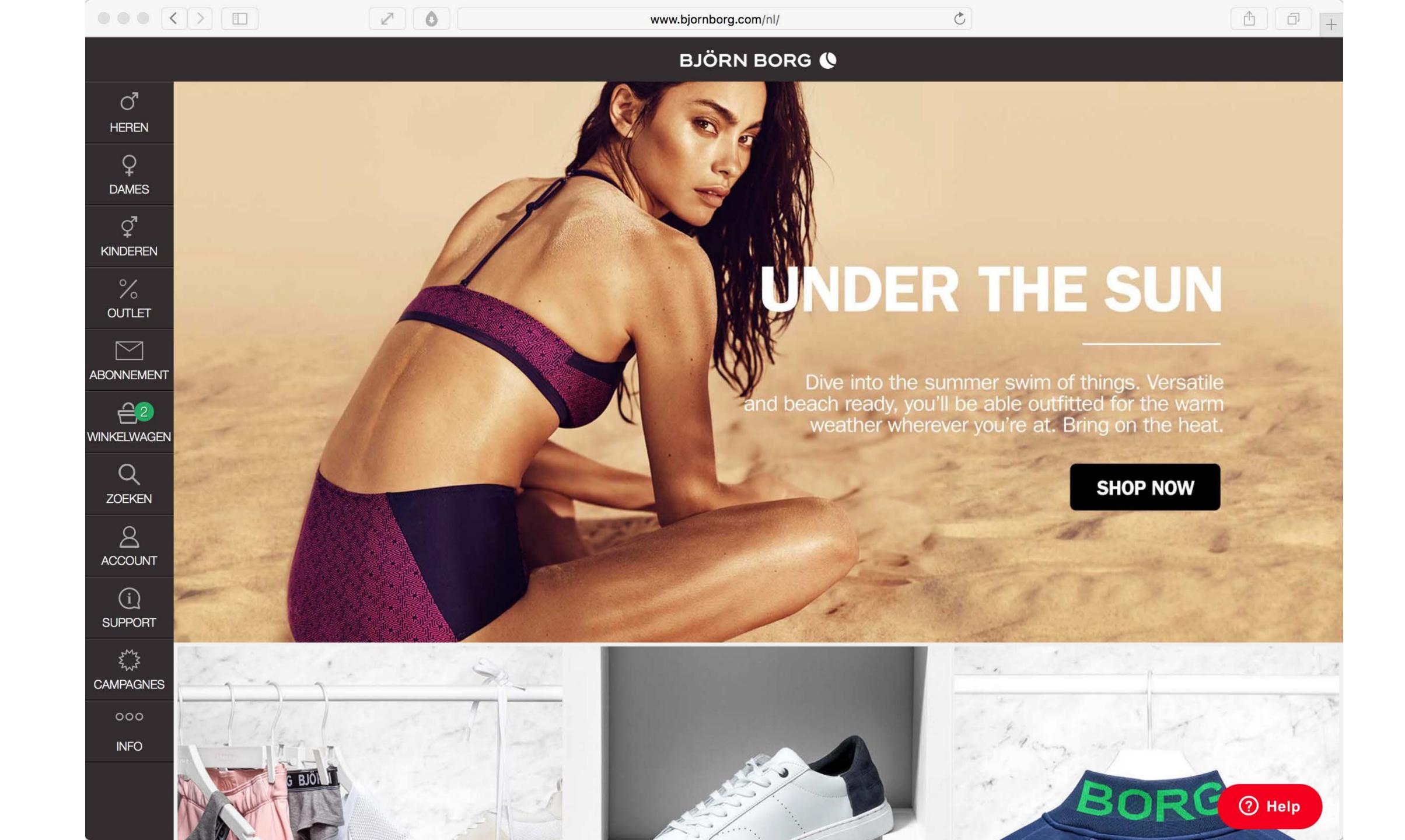


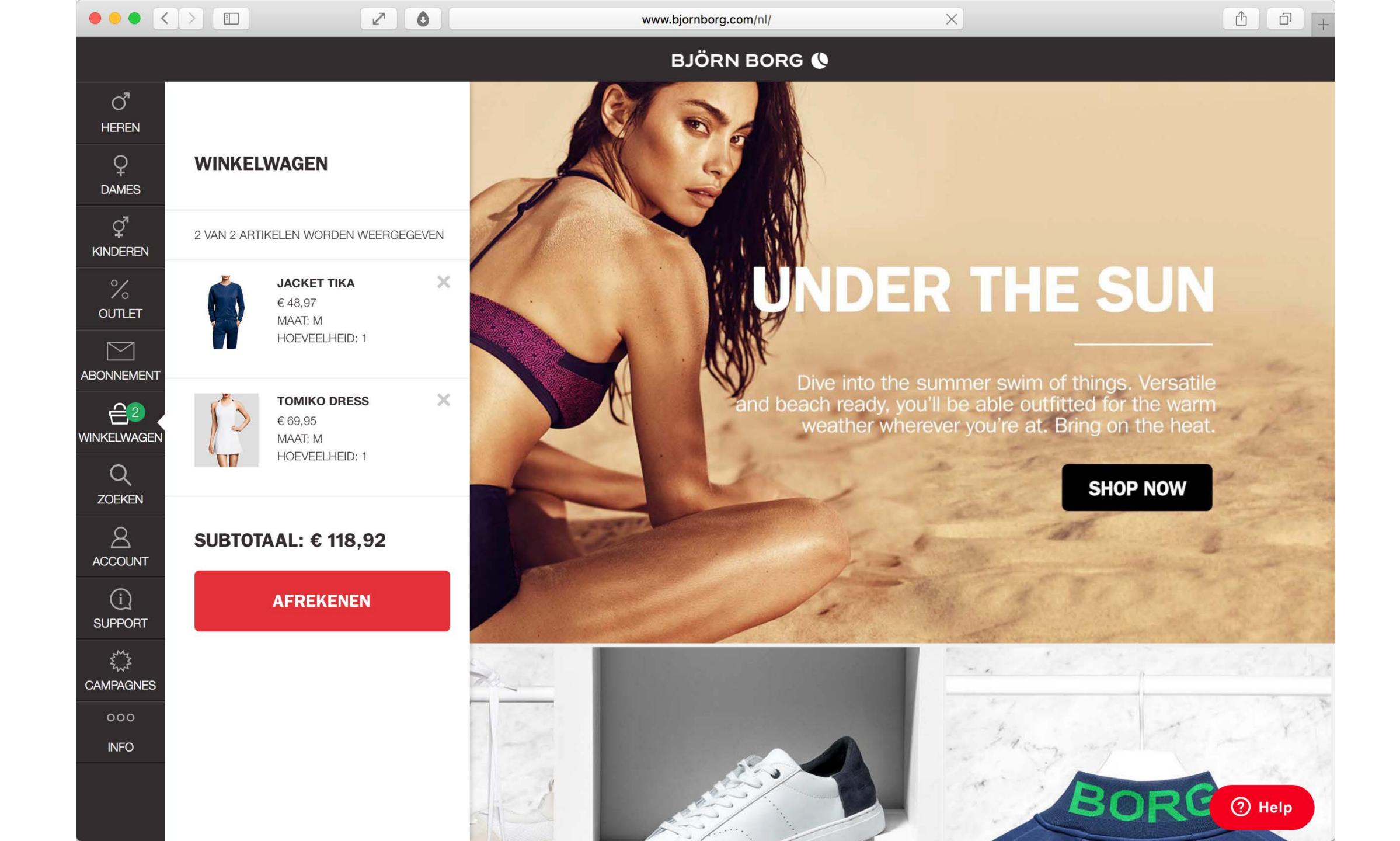


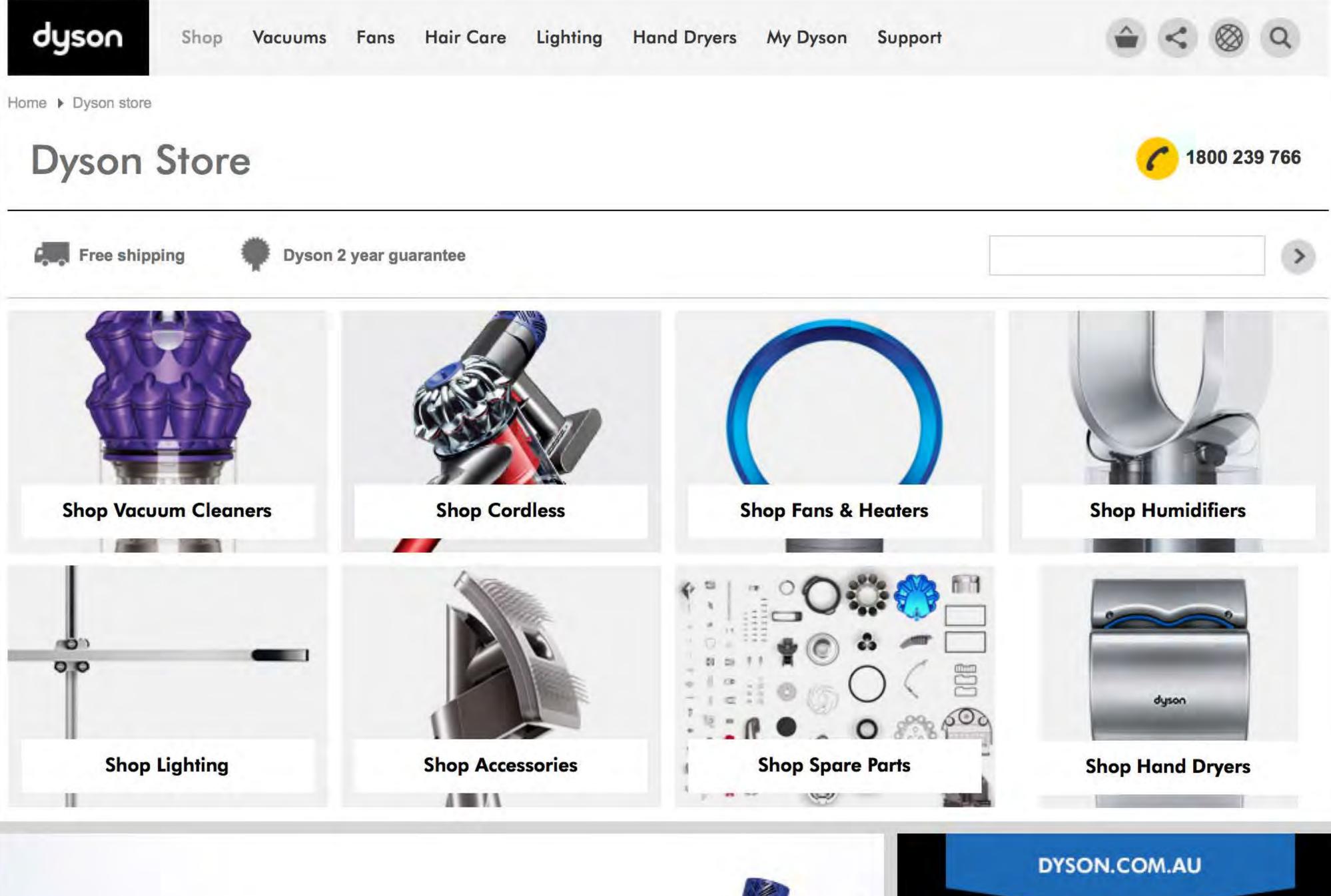










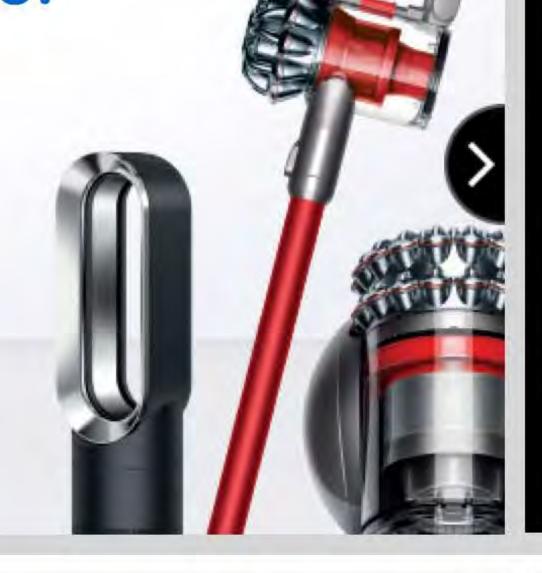




Test Dyson technology in your home for 60 days. If you're not completely satisfied we'll give you your money back.

Shop now

Terms and conditions apply





## Free Shipping

Buy online and get free shipping.

## dyson cinetic big ball multifloor

The only vacuum with no maintenance and no loss of suction. No filters to wash or replace.



\$699.00

View product

# dyson cinetic big ball allergy

The only vacuum with no maintenance and no loss of suction. No filters to wash or replace.



\$799.00

View product

# dyson cinetic big ball animal pro

The only vacuum with no maintenance and no loss of suction. No filters to wash or replace.



\$999.00

View product







Page d'accueil ▶ Boutique Dyson: aspirateurs, ventilateurs et chauffages

## Boutique Dyson





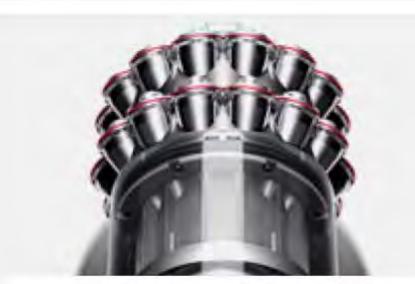
Livraison gratuite à partir de 60€



Garantie 2 ou 5 ans incluse







Acheter des Aspirateurs



Acheter des Accessoires



**Acheter des Sans fils** 



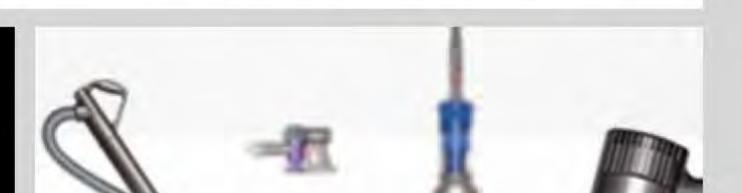








Acheter des Sèche-mains



5/9,00€

Voir le produit

1 190,00 €

Voir le produit

899,00 €

Voir le produit

# dyson cinetic big ball animalpro

Le seul aspirateur sans entretien et sans perte d'aspiration. Pas de filtre à laver ou à remplacer. Pas de sac à acheter.



629,00 € Voir le produit

### AM 06

Flux d'air puissant. Désormais, 75% plus silencieux.





349,00 €

Voir le produit

## dyson vó total clean

Deux brosses conçues par Dyson. Des gros débris aux fines poussières. Des moquettes aux sols durs. Filtration efficace pour capturer les allergènes.



Voir le produit

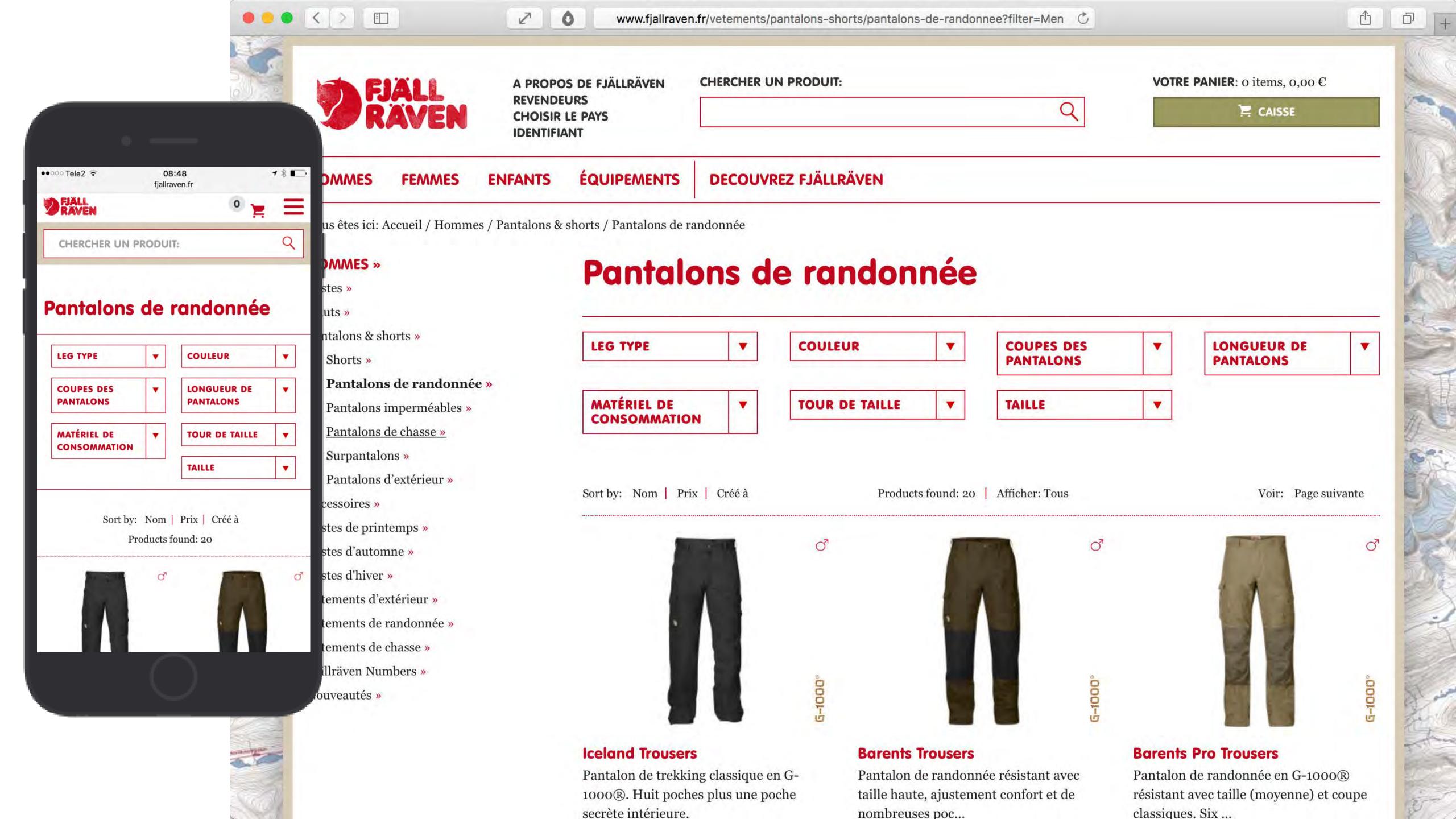
## Vous avez besoin d'aide pour choisir le bon appareil Dyson?

Laissez-nous vous aider à choisir l'aspirateur qui convient à vos besoins









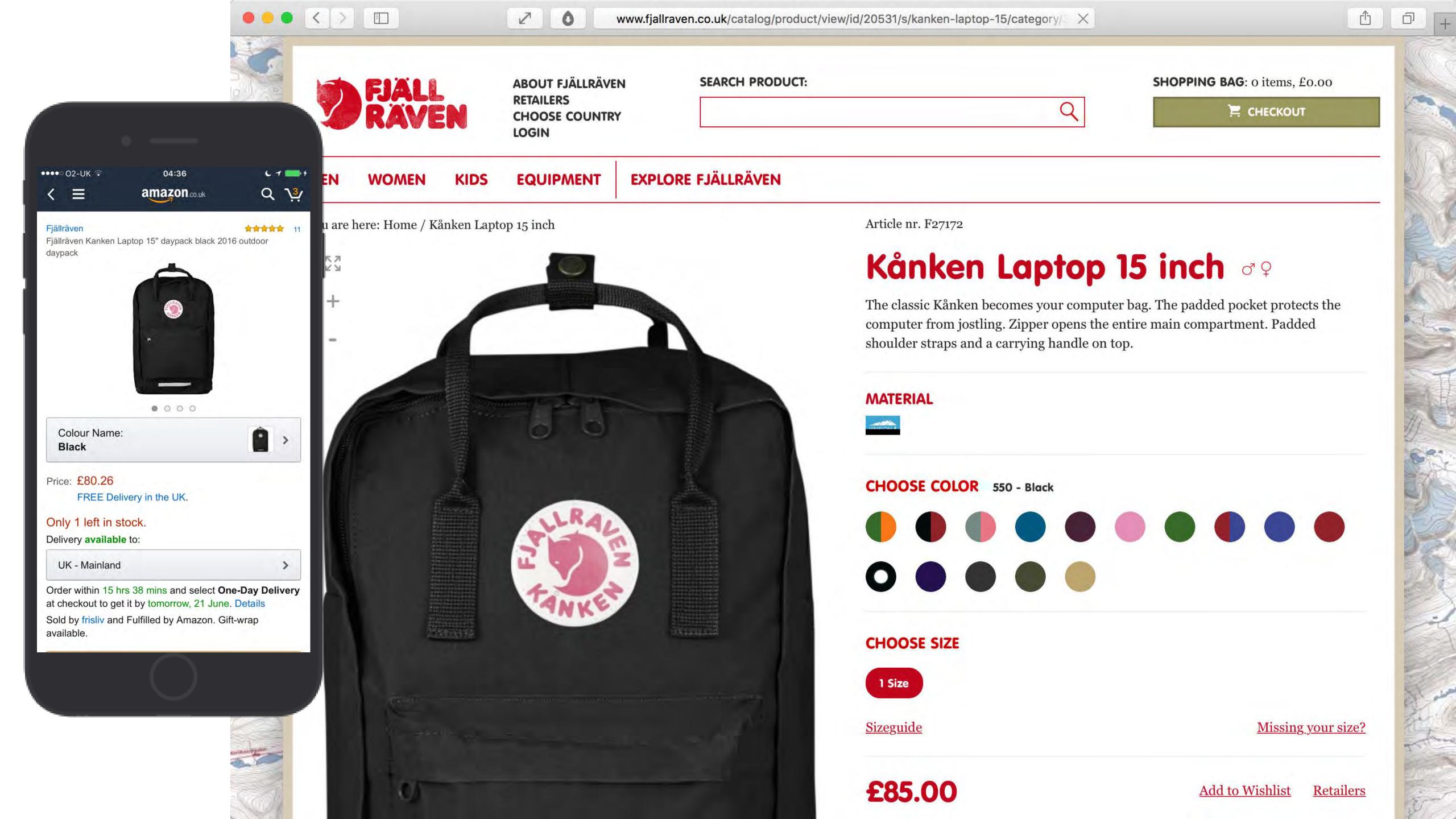
# UI Framework & Navigation

- Always keep an eye on elasticity
- Don't squeeze it
  - Leave room for ~30% longer labels where line breaks don't cut it



# Value Proposition





## Why buy from the brand?

### **Good luck-factors**

- Price
- Payments
- Delivery & Returns
- Convenience

### Other factors

- Assortment & Availability
- Value
- User Experience
- Brand Experience



# Payments, Delivery & Returns

# Payments, Delivery & Returns

- As <u>local</u> as you can
- As <u>fast</u> as you can
- As <u>free</u> as you can
- Good Luck!



# Assortment





**ABOUT FJÄLLRÄVEN** RETAILERS **CHOOSE COUNTRY** LOGIN

SHOPPING BAG: o items, £0.00

E CHECKOUT

WOMEN

KIDS

**EQUIPMENT** 

**EXPLORE FJÄLLRÄVEN** 

You are here: Home / EQUIPMENT / Kånken

## Kånken

At the end of the 1970s, reports started emerging of increasing numbers of children suffering from back pain as a result of the shoulder bags that were the fashion at the time. In order to help prevent back problems, Fjällräven's Åke Nordin created a lightweight, basic, durable backpack with plenty of room for all the essentials for a day at school.

Kånken was launched in 1978 in collaboration with the Swedish Guide and Scout Association. More than 35 years later, Kånken has straightened out millions of backs and become one of Fjällräven's most popular products. All we have changed are the colours, as well as releasing a few variants, such as Kånken Laptop.



### **Choose Backpack Model**





















**ABOUT FJÄLLRÄVEN** RETAILERS **CHOOSE COUNTRY** LOGIN

| SEARCH | PRODUCT: |
|--------|----------|
|        |          |

SHOPPING BAG: o items, £0.00

E CHECKOUT

WOMEN

KIDS

**EQUIPMENT** 

**EXPLORE FJÄLLRÄVEN** 

You are here: Home / EQUIPMENT / Kånken

## Kånken

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### **Choose Backpack Model**



















Sort by: Name | Price | Created At

Products found: 43 | Show: All

Show: Next page



### Kånken

Classic Kånken backpack in hard-wearing Vinylon fabric with a zip that opens the entire ma...

£67.00



### Kånken

Classic Kånken backpack in hard-wearing Vinylon fabric with a zip that opens the entire ma...

£67.00

Buy

£70.00

Classic Kånken in hardwearing, water repellent

fabric. Large main compartment, three pocke...

Save the Arctic Fox Kanken

Products found: 43 Show: All



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Contact us | Shipping | Returns | Payment | My Account | Newsletter | Size Chart | FAQ | Legal notice | Cookies, Security & Personal Information | Terms & Conditions

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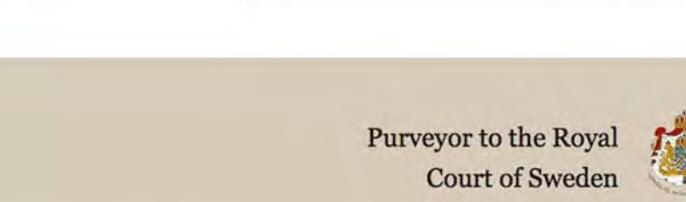
your@emailadress.com

OK

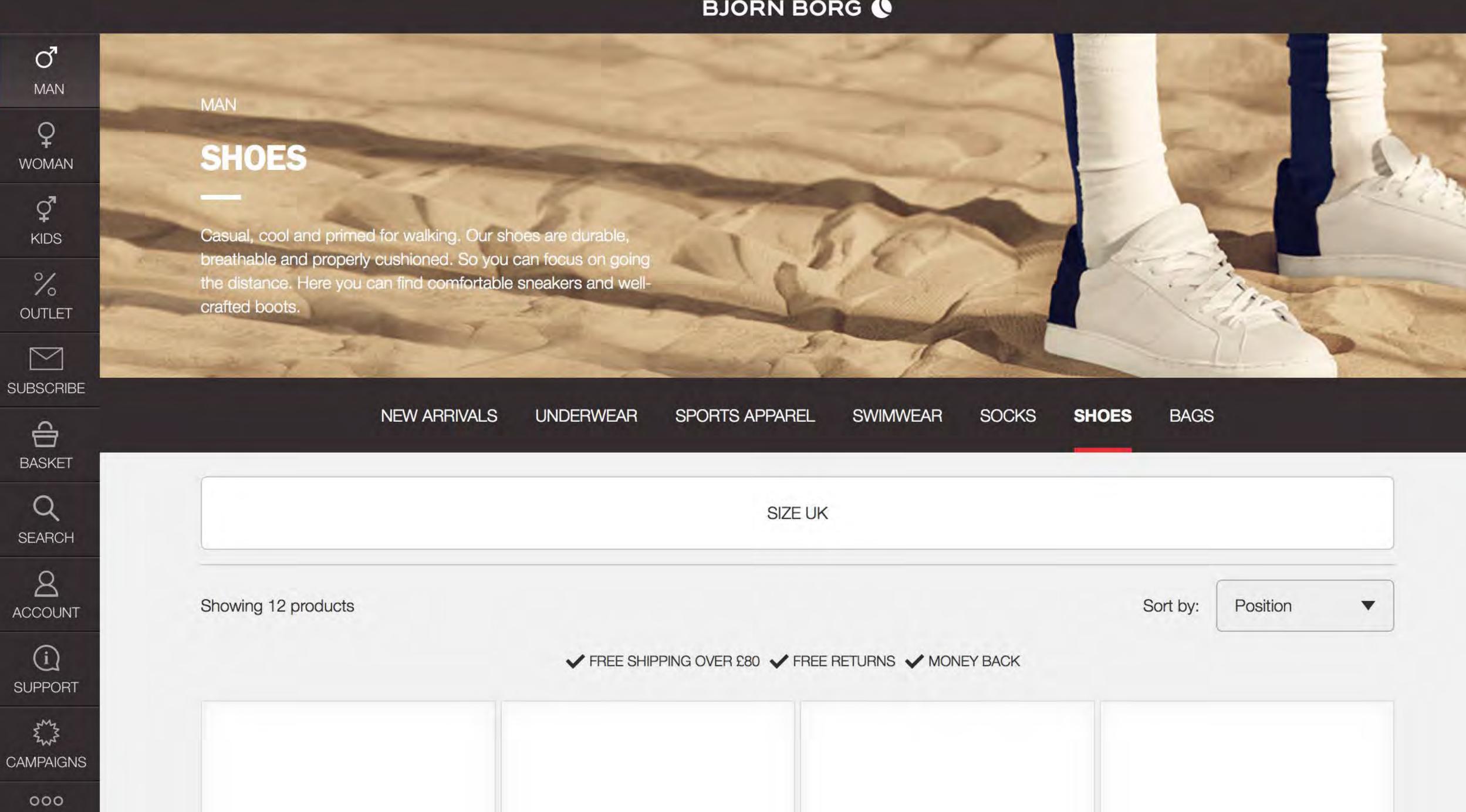
Show: Next page

YOU CAN ALSO FIND US AT:

Facebook Fjällräven | Facebook Kånken | Twitter | Instagram | Youtube



### BJÖRN BORG 🔮











SNEAKER T200 M £80.00

SNEAKER R100 MESH M £70.00

SNEAKER R100 TRIPPLE M £75.00

SNEAKER T100 M £65.00

**BACK TO TOP** 

SHOP

Man

Woman

Kids

Gift Card

**SUPPORT** 

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FAQ

Returns

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Cookies Privacy Policy Terms and conditions © 2015 Björn Borg

Change Country









Home ▶ Dyson store

## Dyson Store





Free shipping



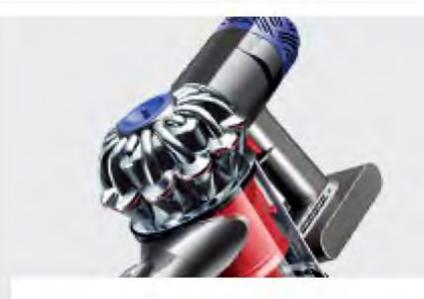
Dyson 2 year guarantee







**Shop Vacuum Cleaners** 



**Shop Cordless** 



**Shop Fans & Heaters** 



**Shop Hair Care** 



**Shop Humidifiers** 



**Shop Lighting** 

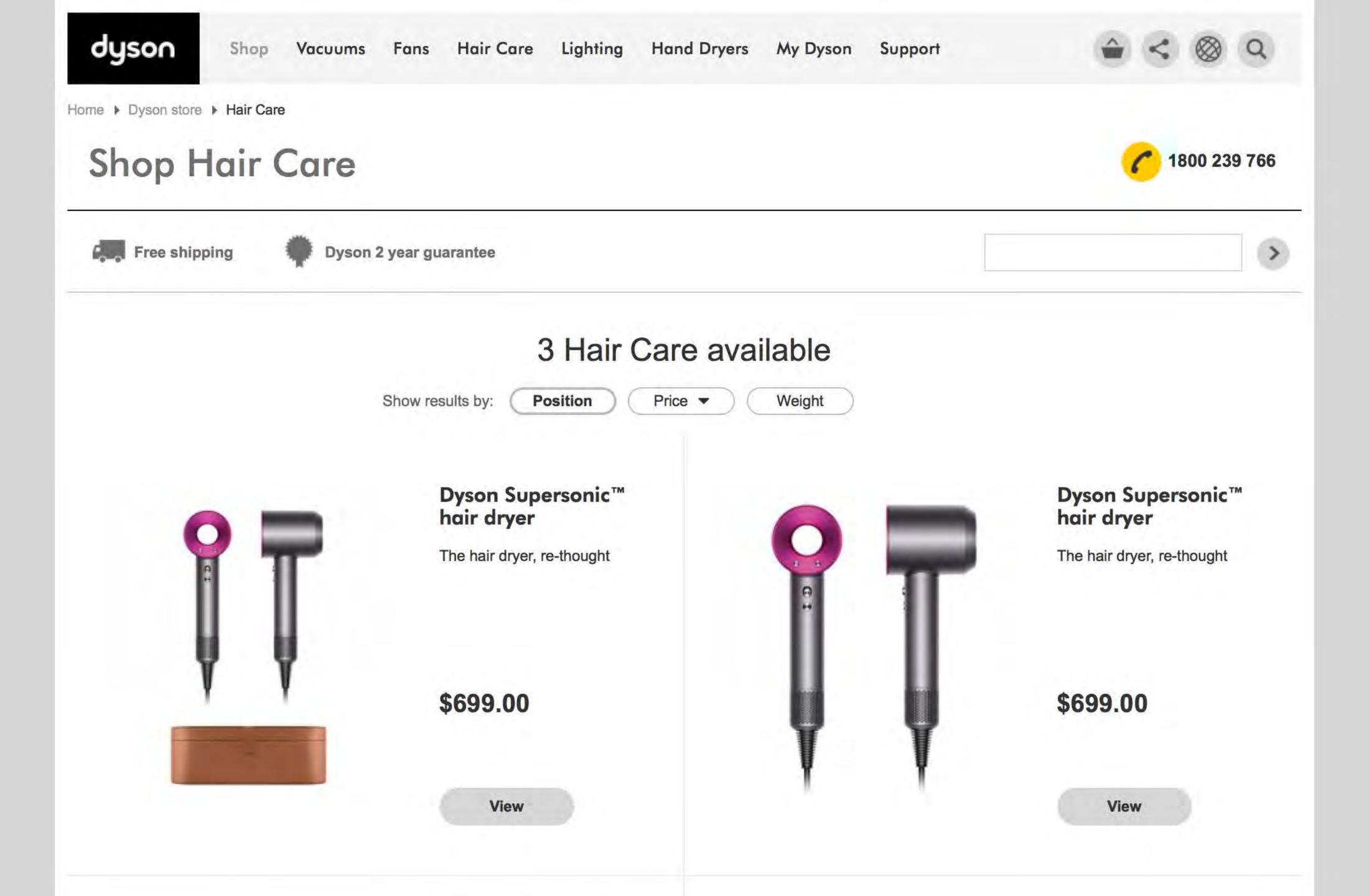


**Shop Accessories** 





DYSON.COM.AU







Home ▶ Dyson store ▶ Hair Care ▶ Dyson Supersonic™ hair dryer

## Shop Hair Care



## Dyson Supersonic™ hair dryer

Jump to:

**Features** 

**Specifications** 

In the Box

Reviews

### The hair dryer, re-thought

See gallery





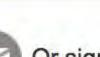


\$699.00

Write review

Estimated delivery: 07/11/16

Pre-order



Or sign up to be notified when available

Free delivery



2 year guarantee

## Dyson Supersonic™ hair dryer features



Engineered for balance

We've turned convention on its head and put the motor in the handle. Completely rebalancing the dryer's weight and shape.



The Dyson Styling concentrator

Airflow precisely where you need

Read more



Cool to touch

With Heat Shield technology, the surfaces of the attachments stay cool. Even during close-up styling.



The Dyson diffuser

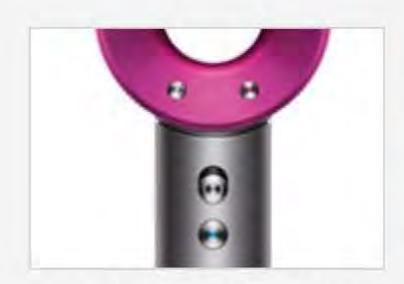
Natural drying, accelerated.

Read more



Fast drying

Drying shouldn't take forever. For fast drying you need controlled, high velocity airflow.



Controlled by just four buttons

The Dyson Supersonic™ hair dryer

Read more



Helps prevent extreme heat damage to protect natural shine

Air temperature is measured 20 times every second, keeping the temperature under control.



The Dyson Smoothing nozzle Dry and style at the same time.

Read more



Styling made simple.

Magnetic attachments

Read more

Dyson Supersonic™ hair dryer specifications

Power (watts)

1400

Weight 4100

# Brand Experience





Vacuums Fans Hair Care Lighting

Hand Dryers My Dyson Support









Home ▶ Dyson store ▶ DC58 Animal

# Shop Handhelds Vacuum Cleaners



## DC58 Animal

Jump to:

**Features** 

**Specifications** 

In the Box

Reviews

Twice the suction of any other handheld in use. For homes with pets.

360°



See gallery





\$399.00

★★★★★ 14 reviews

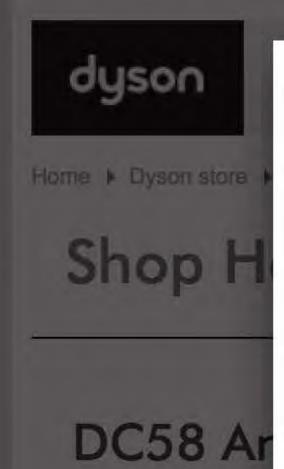
Estimated delivery: 5-7 days

Add to basket (

\* Terms and conditions apply

Free delivery

2 year guarantee



# DC58 Animal



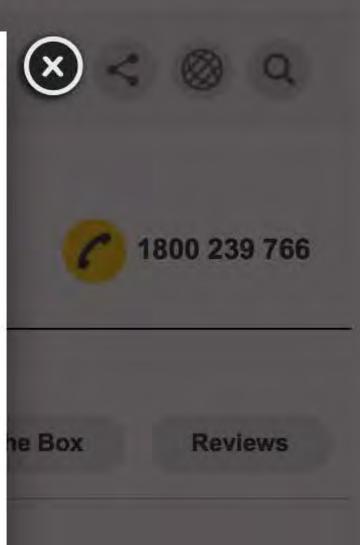












Twice the s other hand For homes

360°



See gallery







2 year guarantee



Home ▶ Dyson store

# Shop H

DC58 Ar

Twice the si other hand For homes

360°



See gallery

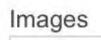




# DC58 Animal









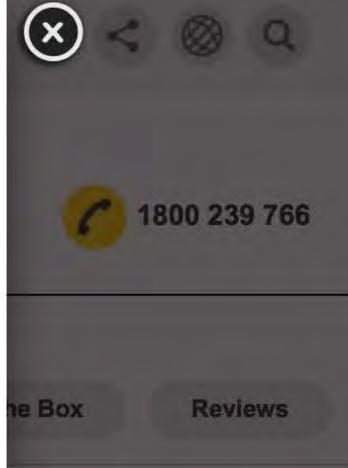


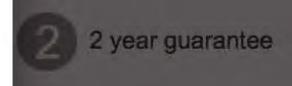














Jump to:

**Features** 









Home ▶ Dyson store ▶ Dyson V6 Absolute

# Shop Handsticks Vacuum Cleaners





## Dyson V6 Absolute

Two Dyson-engineered cleaner heads. Large debris to fine dust. Carpets to hard floors. HEPA filtration captures allergens.

Deeper carpet cleaning. Complete hard floor cleaning. Extra tool for homes with pets.

See gallery





**Specifications** 

In the Box

Reviews

\$899.00

\*\*\* \* 21 reviews

Estimated delivery: 5-7 days

Add to basket



\* Terms and conditions apply



Free delivery



2 year guarantee





## Dyson V6 Absolute features



Up to 20 minutes of powerful fade-free suction

Trigger releases instantly.

Battery power is only used for cleaning. Up to 20 minutes of run time.



Powered by the Dyson Digital Motor V6

The Dyson digital motor V6 creates the most powerful cordless stick vacuum.



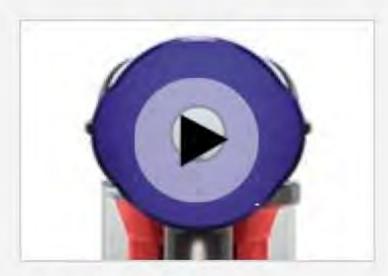
Direct-drive cleaner head

Direct-drive cleaner head drives bristles deeper into the carpet to remove even more dirt. 75% more brush bar power than the Dyson V6 animal vacuum.



Whole machine HEPA filtration

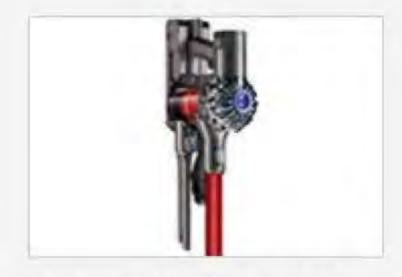
Dyson V6 Absolute uses patented 2 Tier Radial™ cyclones, a post motor filter and a sealed system to ensure that the air that leaves machine is cleaner than the air you breathe.



Max-power mode

Push button to select power.

Provides up to 6 minutes of higher suction for more difficult tasks.



Convenient docking station

Stores and charges the machine, and holds additional attachments. So it's always ready to go.



Hygienic bin emptying

Just push the button to release the dirt.



Mini motorised tool for tough tasks

Stiff nylon bristles remove pet hair and ground-in dirt from furniture, car seats and tight spaces.



Soft roller cleaner head

Invented for hard floors. Soft roller cleaner head removes large debris and fine dust simultaneously.

# Dyson V6 Absolute specifications

Weight 2.3KG

Suction power

**28AW** 

100AW

Suction Power: Boost

Bin volume

0.4L

**Dimensions** 

250mm x 1268mm x 208mm (HxWxD) Cyclone technology

2 Tier Radial™ cyclone

Filtration
Washable lifetime filter

Cleaner Head

Direct drive cleaner head and Soft roller cleaner head.

## In the Box







Combination tool



Crevice tool



**Docking station** 



## Dyson V6 Absolute reviews



## Customer recommendation

96%

23 out of 24 reviewers would recommend the Dyson V6 Absolute to a friend

Choose a sort order

^

### Aaron



Best Battery Vacuum on the market, 1 1 april 2015 05:31:06 GMT+1 2015

I bought the animal before these were released. I loved it so much I bought two of them and used them in my cleaning business. I found them to be reliable, durable and brilliant for vacuuming. One of them stopped working after a couple of years, but...

## **Read More**



Dyson V6 Absolute, 20 20 maj 2015 07:15:55 GMT+1 2015

This is an absolutely fabulous handstick vacuum cleaner I also have the Dyson DC54 Animal Pro Vacuum cleaner, these appliances are ythe best I have ever had, the stick I use inbetween the use of the DC54 simply because I have two dogs that like to...

### **Read More**

Report as inappropriate

Report as inappropriate

1 2 3 next

**Read All Reviews** 

Write a review



2

2 year guarantee

Back to top /

## Useful links



Download the user's manual



**Find Spares** 



Additional tools



Help and advice for this machine



Register your machine

# Dyson V6 range

Dyson V6

Converts for handheld cleaning. For all floor types.

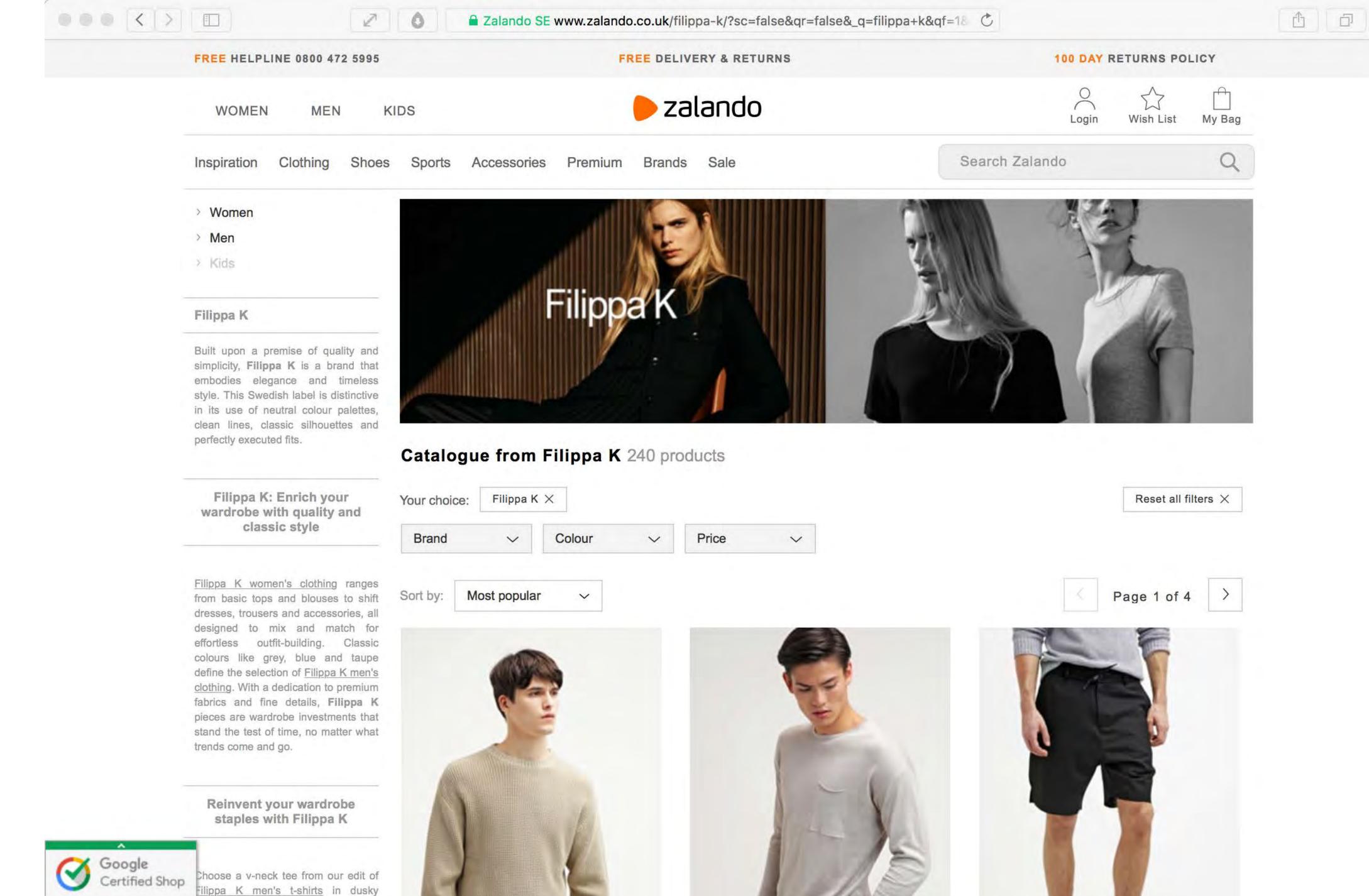
View product

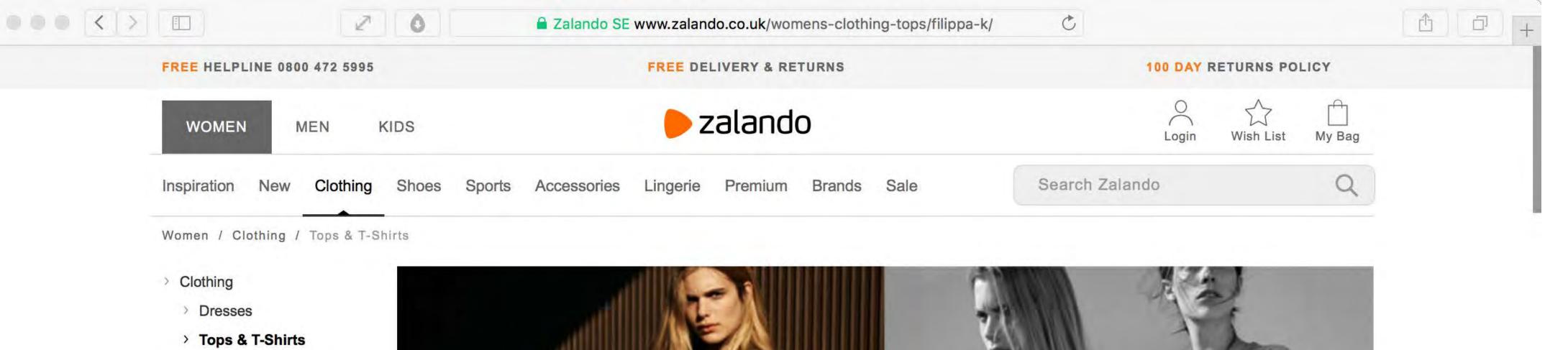












Long Sleeve Tops

Polo Shirts

**Vest Tops** 

T-Shirts

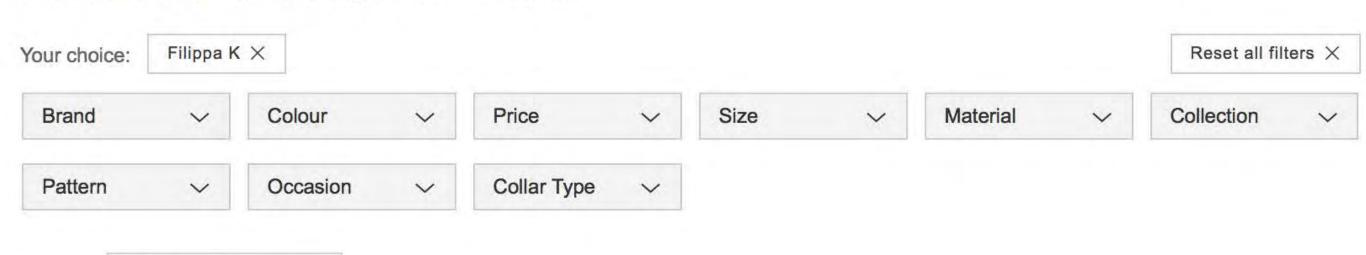
- Blouses & Tunics
- > Jeans
- > Trousers & Shorts
- > Skirts
- Jackets
- Jumpers & Cardigans
- Swimwear
- > Lingerie & Nightwear
- > Tights & Socks
- > Coats

Google

Sports Clothing



## Women's Tops from Filippa K 17 products

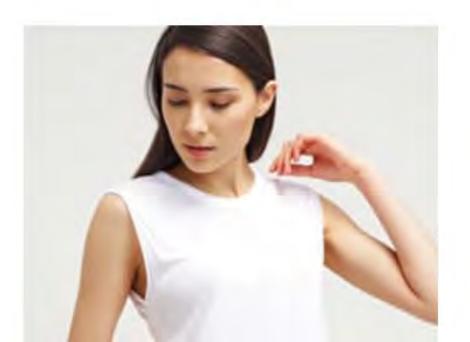


A fabulously chic range of women's tops by Filippa K are now available to purchase at Zalando. This range of tops, including t-shirts, long sleeved tops and more are from everyone's favourite Swedish fashion. The ollection includes a large range of ninimalistic styles which create an Certified Shop verall elegant appearance. If your



Most popular

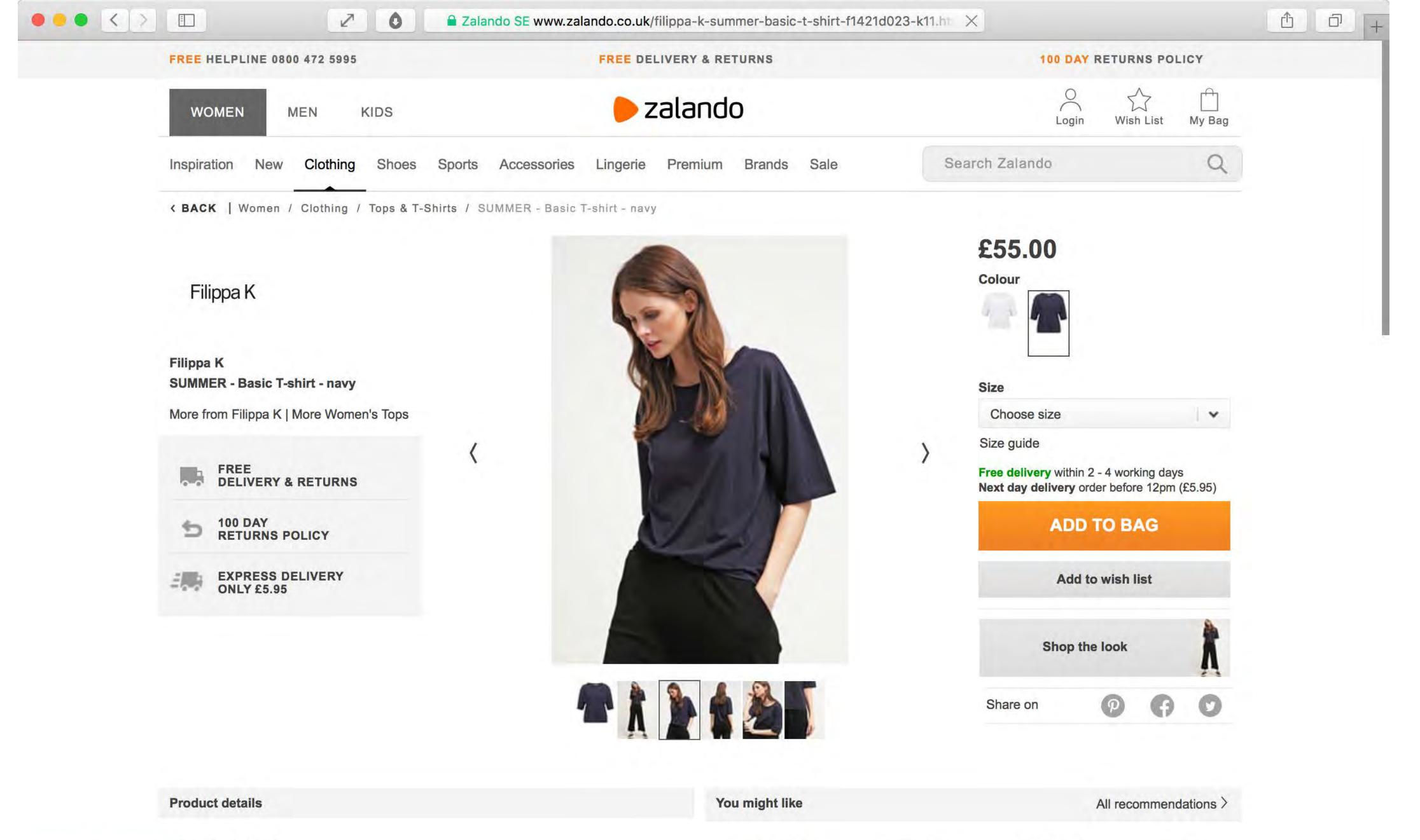
Sort by:







tyle is simple and chic, then you'll be





Length: standard Fit: regular Fabric: Jersey

Our model's height: Our model is 71.0 " tall and is wearing size S









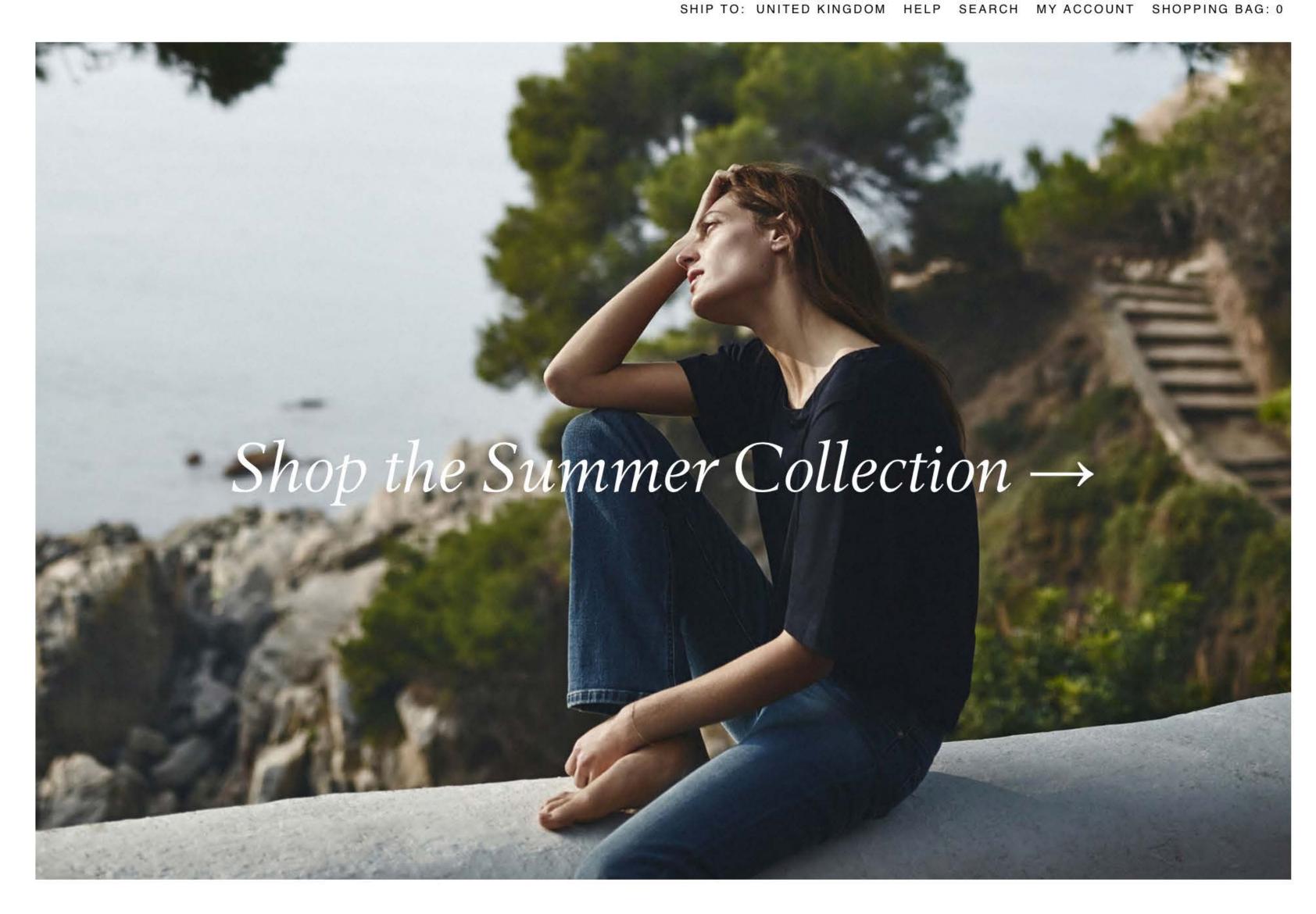




# Filippa K

2 0

SHOP WOMAN SHOP MAN SALE WOMAN SALE MAN STORES FILIPPA K WORLD CAMPAIGNS #FILIPPAK



TOP SALE PICKS









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# Filippa K

SHOP WOMAN SHOP MAN

SALE WOMAN

SALE MAN

STORES

FILIPPA K WORLD CAMPAIGNS

SUMMER 2016

WOMAN

MAN

ESSENTIALS 2016

WOMAN

MAN

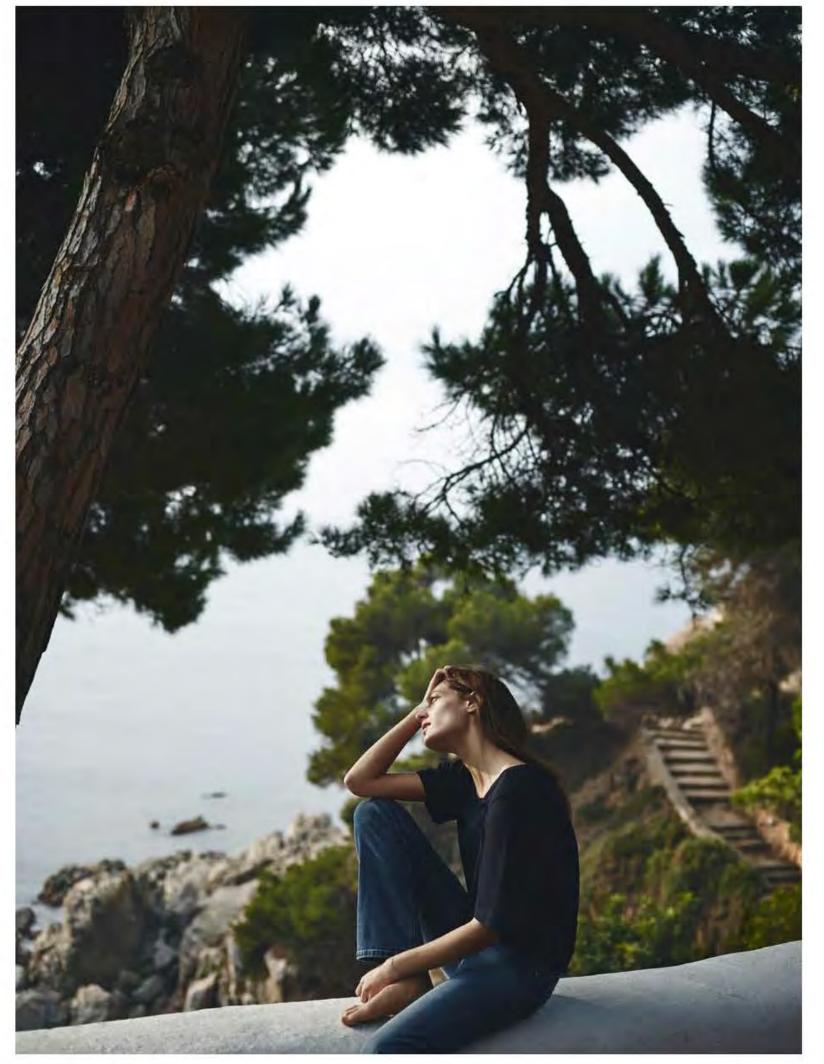
SPRING 2016

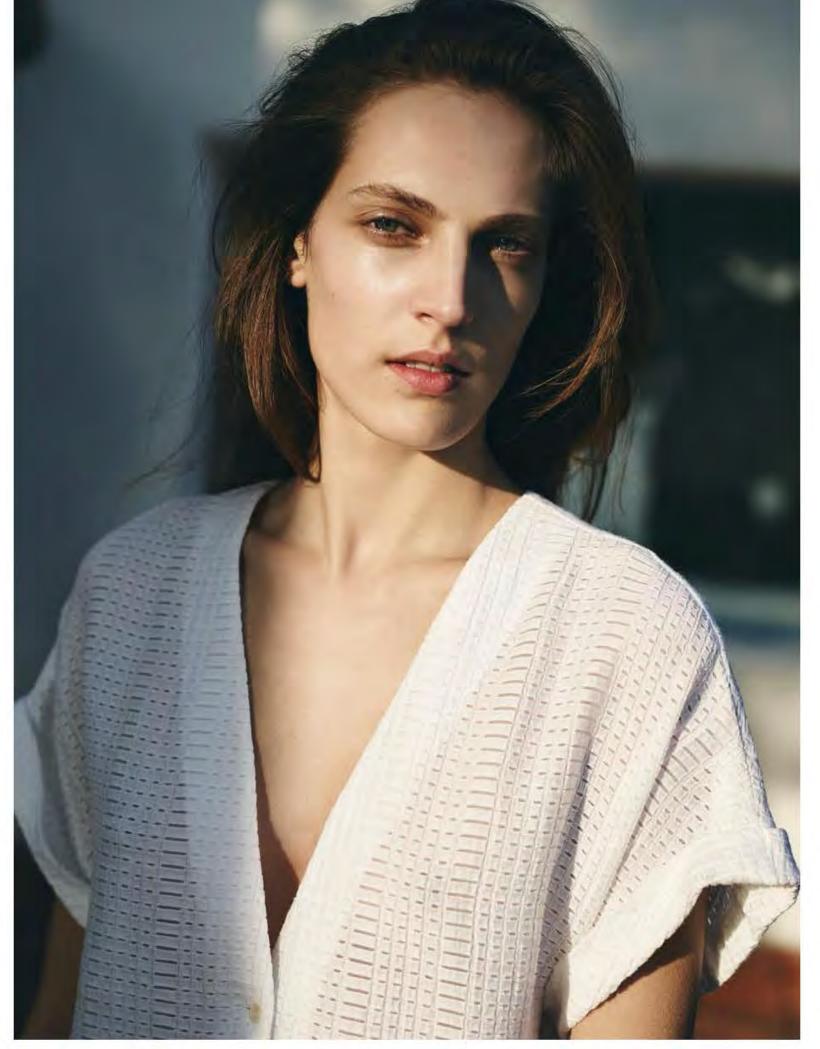
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#FILIPPAK

# Summer 2016













# Filippa K

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STORES

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SUMMER 2016

WOMAN

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ESSENTIALS 2016

WOMAN MAN

SPRING 2016

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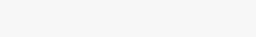




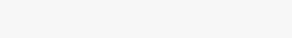
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# Filippa K

SHOP WOMAN

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SALE WOMAN

SALE MAN STORES

FILIPPA K WORLD

ABOUT US FRONT RUNNERS

LEASE

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# Front Runners

How we work to make our wool garments last forever



Filippa K's journey towards sustainability is guided by our Front Runners – our garments

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# Filippa K

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FRONT RUNNERS

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#FILIPPAK

Our plan is to make our entire collection sustainable by 2030





## Traceability

We have full traceability from cutting waste to ready made garment.

## Minimised cutting waste

The skirt is made out of one piece of fabric creating practically zero cutting waste.

## Recycled lining

We are using recycled polyester for the lining and have chosen an extra strong fabric since we want it to last as long as possible. The lining is usually one of the components that gets worn out first.

## Recycled sewing thread

We are using recycled polyester sewing thread in instead of virgin one.

## Recycled zippers

The zippers are made of recycled polyester.

# Filippa K

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CARE

Full traceability from cutting waste to garment



0 =

## 10 years of care

10 years of care is a kind of warranty system, meaning we will help the customers to care for their products during ten years. We are also inviting our customers to contribute with information that can be valuable for us in the future. When a customer brings in a Front runner with some kind of problem to a store we treat or repair the garment according to the need.

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## Recycled grey labels

We are trying out a new kind of label, 100% recycled and in a grey tone. Since caring for your garment is an essential part of a making it last longer, one of the most important messages is not to wash your clothes too often. Wool is a "self cleaning" anti-septic material that does not need to be washed very often. Most of the time airing is enough. A white neck label can appear a bit grey after a while of usage—therefore we changed the label to grey for the Front runners.

## Hangtag

The hangtags are made of 100% recycled paper and the string is made of

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# Filippa K

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# Filippa K Lease

A way to sustainable consumption



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## 

# Filippa K

SHOP WOMAN





BEACHWEAR

MAGAZINES



2 0

STELLA JEANS BLUE £ 130



SILK SHIRT DRESS £ 270

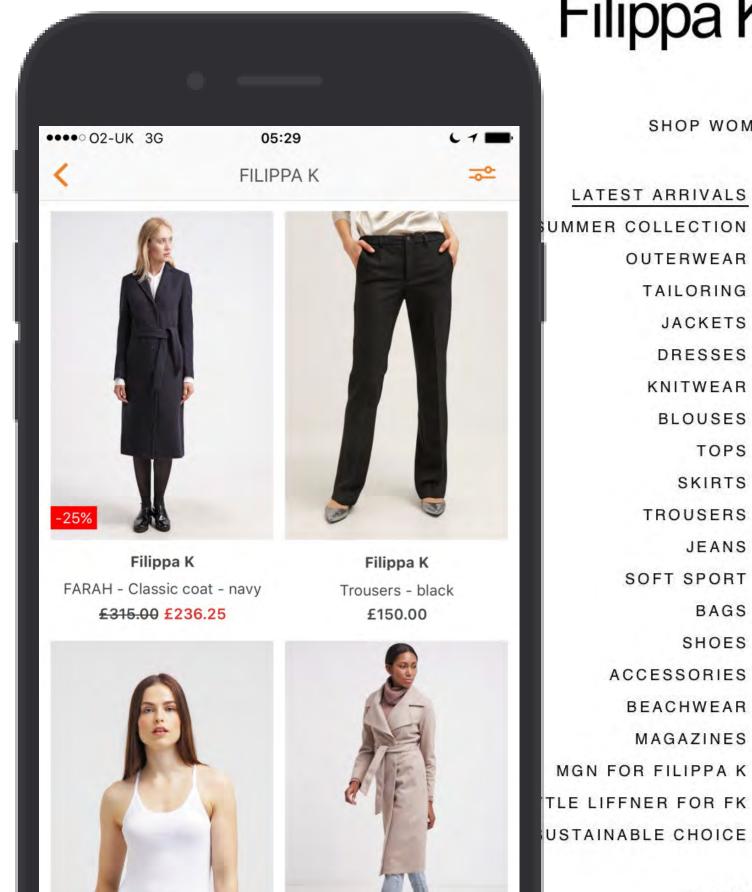


SILK STRAP DRESS £ 355













0

\*

£205.00

£164.00

VAT included

Filippa K

Maxi dress - dark blue

SHOP WOMAN

2 0

LATEST ARRIVALS UMMER COLLECTION OUTERWEAR TAILORING JACKETS DRESSES KNITWEAR BLOUSES TOPS SKIRTS TROUSERS JEANS SOFT SPORT BAGS SHOES ACCESSORIES BEACHWEAR

> SHOP MAN SALE WOMAN SALE MAN STORES FILIPPA K WORLD CAMPAIGNS #FILIPPAK

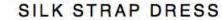
MAGAZINES

MGN FOR FILIPPA K

TLE LIFFNER FOR FK

USTAINABLE CHOICE





£ 355

DESCRIPTION | DETAILS | SHIPPING | WHO MADE IT?

SHIP TO: UNITED KINGDOM HELP SEARCH MY ACCOUNT SHOPPING BAG: 0

New! Did you know you can now find out how every garment was made? Click the "Who Made It" Tab.

A full length summer strap dress with a halter neck style cut in a washed silk. Unlined for a flowy and airy feeling.

This style is designed to create minimal impact on our environment by using a sustainable material.

SELECT COLOUR







SELECT SIZE | SIZE GUIDE

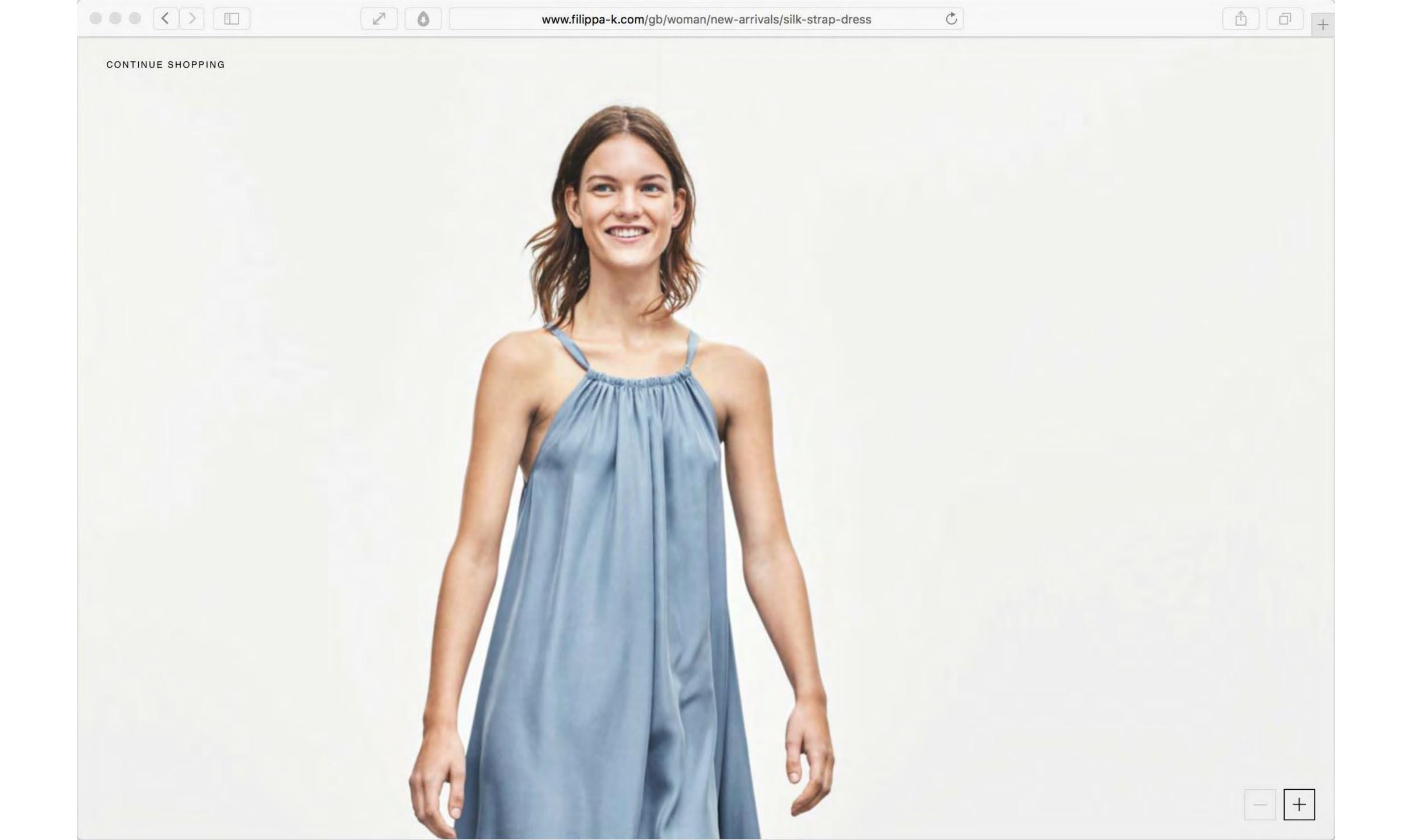
ADD TO BAG

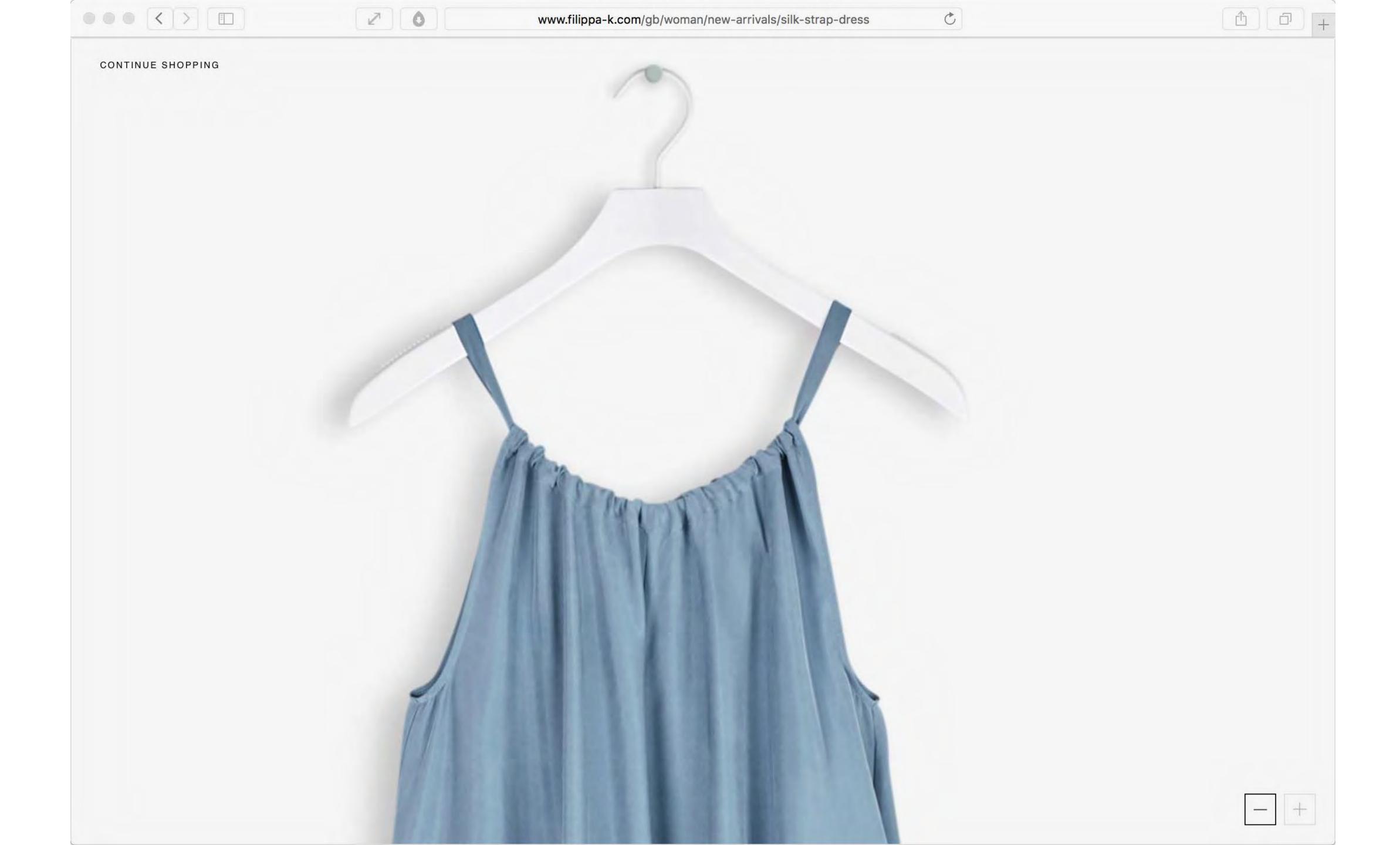
ADD TO WISHLIST

SHOWN WITH | SHARE



CORAL LOW STRAPPY SANDAL GOLD





SHIP TO: UNITED KINGDOM HELP SEARCH MY ACCOUNT SHOPPING BAG: 0







# Filippa K

SHOP WOMAN

2 0

LATEST ARRIVALS

SUMMER COLLECTION

OUTERWEAR

TAILORING

JACKETS

DRESSES

KNITWEAR BLOUSES

TOPS

SKIRTS

TROUSERS

JEANS

SOFT SPORT

BAGS

SHOES

ACCESSORIES

BEACHWEAR

MAGAZINES

MGN FOR FILIPPA K

LITTLE LIFFNER FOR FK

A SUSTAINABLE CHOICE

SHOP MAN

SALE WOMAN

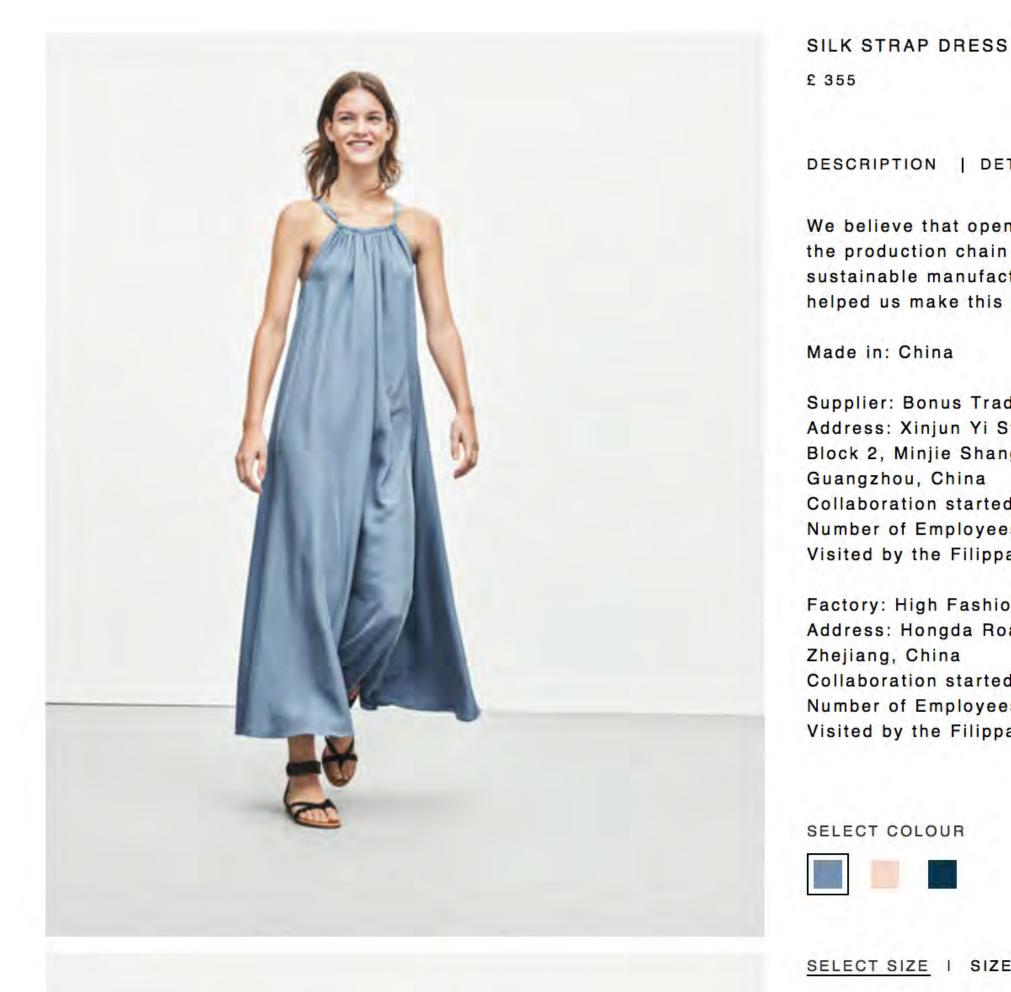
SALE MAN

STORES

FILIPPA K WORLD

CAMPAIGNS

#FILIPPAK





DESCRIPTION | DETAILS | SHIPPING | WHO MADE IT?

We believe that openness and transparency throughout the production chain plays an important role in modern, sustainable manufacturing. This is the supplier that helped us make this piece of garment:

Made in: China

Supplier: Bonus Trading

Address: Xinjun Yi Street 6, Donghuan Road, Room 2114, Block 2, Minjie Shangpin Gongguan, 511400 Panyu,

Guangzhou, China

Collaboration started: 1999

Number of Employees: 14 (1 man /13 women)

Visited by the Filippa K Supply Team

Factory: High Fashion Silk (Zhejiang) Co. Ltd Address: Hongda Road, Block 1, North Side, 11111

Zhejiang, China

Collaboration started: 2012

Number of Employees: 1350 (473 men /877 women)

Visited by the Filippa K Supply Team

SELECT COLOUR



SELECT SIZE | SIZE GUIDE

ADD TO BAG

ADD TO WISHLIST

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# Filippa K

SHOP WOMAN

2 0

LATEST ARRIVALS SUMMER COLLECTION OUTERWEAR TAILORING JACKETS DRESSES KNITWEAR BLOUSES TOPS SKIRTS TROUSERS JEANS SOFT SPORT BAGS SHOES ACCESSORIES BEACHWEAR MAGAZINES MGN FOR FILIPPA K LITTLE LIFFNER FOR FK

A SUSTAINABLE CHOICE

SALE WOMAN

SALE MAN

STORES

FILIPPA K WORLD

CAMPAIGNS

#FILIPPAK

SHOP MAN



### LILLY RETRO BLUE JEANS

£ 140 £ 84

DESCRIPTION | DETAILS | SHIPPING | WHO MADE IT?

SHIP TO: UNITED KINGDOM HELP SEARCH MY ACCOUNT SHOPPING BAG: 0

We believe that openness and transparency throughout the production chain plays an important role in modern, sustainable manufacturing. This is the supplier that helped us make this piece of garment:

Made in: Rumania

Supplier: Zetabi

Address: Via Molino 1, 60020 Agugliano, Italy

Collaboration started: 2015

Number of Employees: 39 (12 men /27 women)

Visited by the Filippa K Supply Team

Factory: Ghigos Industrie S.r.l

Address: Divizia 9 Cavalerie, 1900 Timisoara, Rumania

Collaboration started: 2002

Number of Employees: 105 (5 men /100 women)

Visited by the Filippa K Supply Team

SELECT COLOUR



SELECT SIZE | SIZE GUIDE | V FITTING TOOL

XS S M L XL

ADD TO BAG

ADD TO WISHLIST

SHOWN WITH | SHARE

# Fjällräven

- 12 ecommerce sites on Magento
  - Europe, Finland, Hungary, Slovakia, Sweden, Denmark, France, Poland, Norway, Netherlands, United Kingdom, Czech Republic
- 1 non-ecommerce sites on Magento
  - Germany
- 3 other ecommerce sites
  - China, US & Canada



# Fjällräven, Sweden





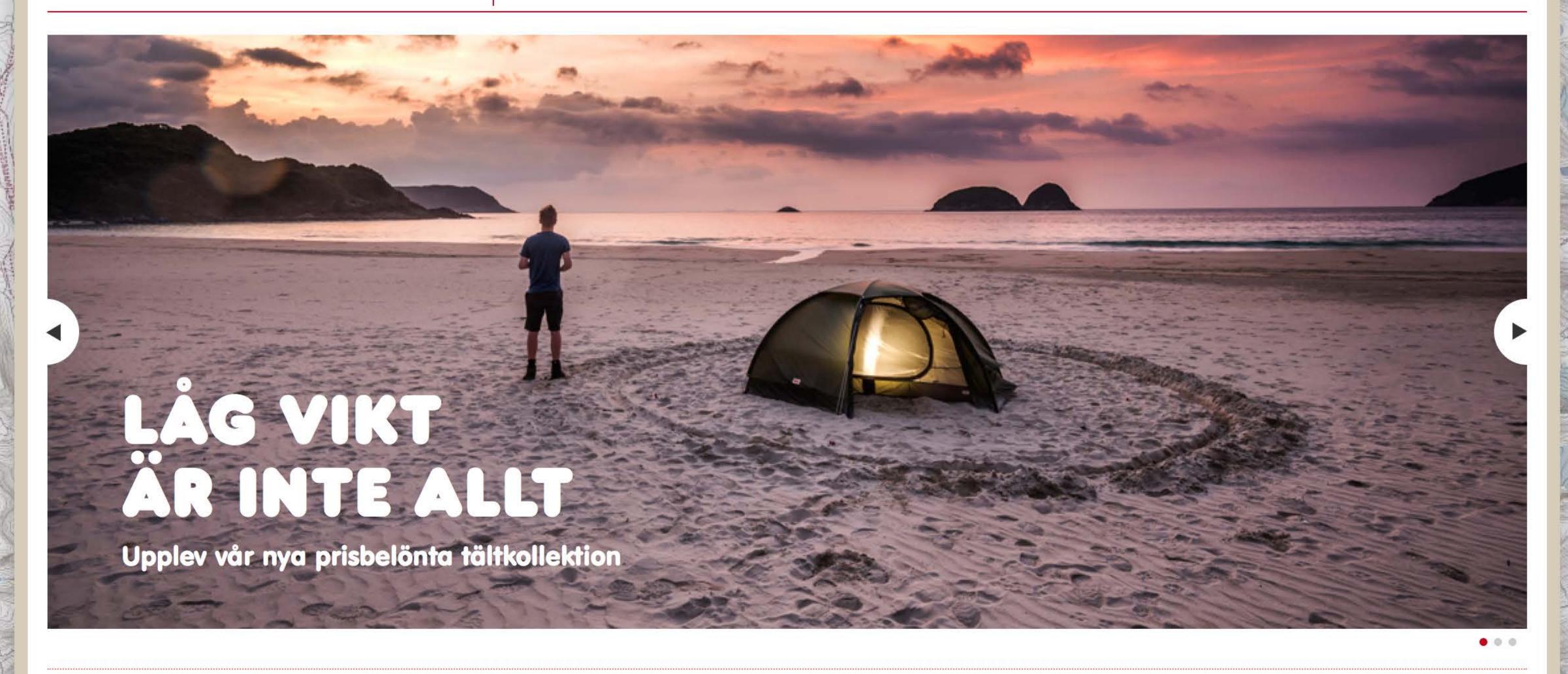
OM FJÄLLRÄVEN ÅTERFÖRSÄLJARE VÄLJ LAND LOGGA IN

| ÖK PRODUKT: |   |
|-------------|---|
|             | Q |

VARUKORG: o artiklar, 0,00 SEK

📜 TILL KASSAN

MAN KVINNA BARN UTRUSTNING UPPTÄCK FJÄLLRÄVEN





High Coast Stripe T-Shirt W 499,00 SEK

Läs mer



High Coast Shirt LS W 999,00 SEK

Läs mer



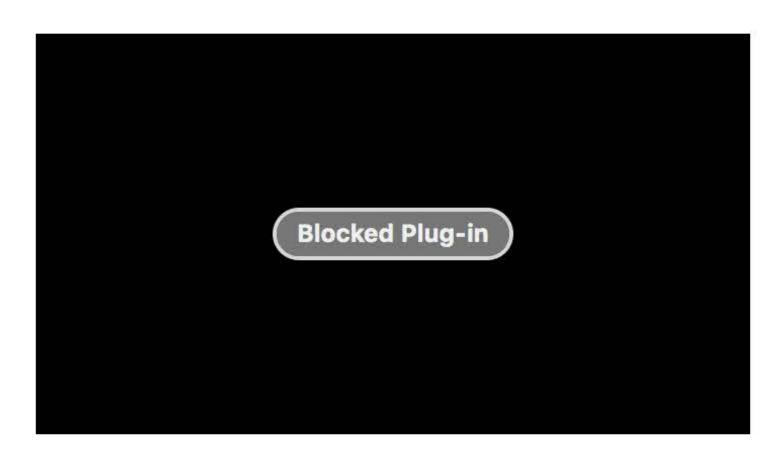
High Coast Hoodie 999,00 SEK

Läs mer



## **Hemligheten bakom Curved Fit**

För ett par år sen utvecklade vi Curved Fit, en passform som ger lite extra vidd över stuss och lår, men ändå behåller en accentuerad midja. »



## Låg vikt är inte allt

Lagom till sommarsäsongen 2016 lanserar vi 16 nya tältmodeller, alla utvecklade efter vår grundidé att de ska vara lätta, enkla och funktionella. »



## Klädkod för vildmarken

Länge leve friluftsskjortan! Få plagg ger så stor möjlighet till variation, och få ger så mycket funktion i ett lätt och packbart format. »















**Abisko Endurance 4** 

**Abisko View 2** 

Abisko Lite 2

**Keb Dome 3** 

**Keb Endurance 4** 

**Abisko Shape 3** 

Läs Mer

Läs Mer

Läs Mer

Läs Mer

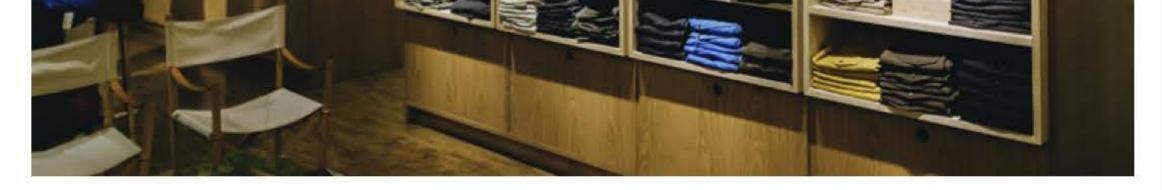
Läs Mer

Läs Mer



## Fjällräven Jakt

Lagom till jaktsäsongen så släpper vi en helt ny, omarbetad jaktkollektion. Tre klädfamiljer för olika typer av jakt och ett väl utvalt sortiment av tillbehör. Läs mer»



## Fjällräven Brand Stores

För att kunna erbjuda dig största möjliga utbud har vi nu öppnat flaggskeppsbutiker i New York, Köpenhamn, Oslo och Amsterdam. Läs mer»

# #Fjallraven Se alla Instagrambilder här















### **KUNDSERVICE**

Kontakta oss | Leveransvillkor | Returer | Betalningsvillkor | Mitt konto | Nyhetsbrev | Storleksguide | Frågor & Svar | Rättslig information | Cookies, Säkerhet & Personlig Information | Villkor

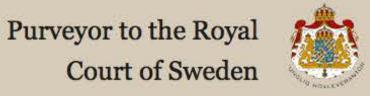
## ANMÄL DIG TILL VÅRT NYHETSBREV:

Ange din e-postadress

OK

## DU HITTAR OSS OCKSÅ HÄR:

Facebook Fjällräven | Facebook Kånken | Twitter | Instagram | Youtube | Pressrum



# Fjällräven, UK





ABOUT FJÄLLRÄVEN RETAILERS CHOOSE COUNTRY LOGIN

| SEARCH PRODUCT: |   |
|-----------------|---|
|                 | Q |

SHOPPING BAG: o items, £0.00

E CHECKOUT

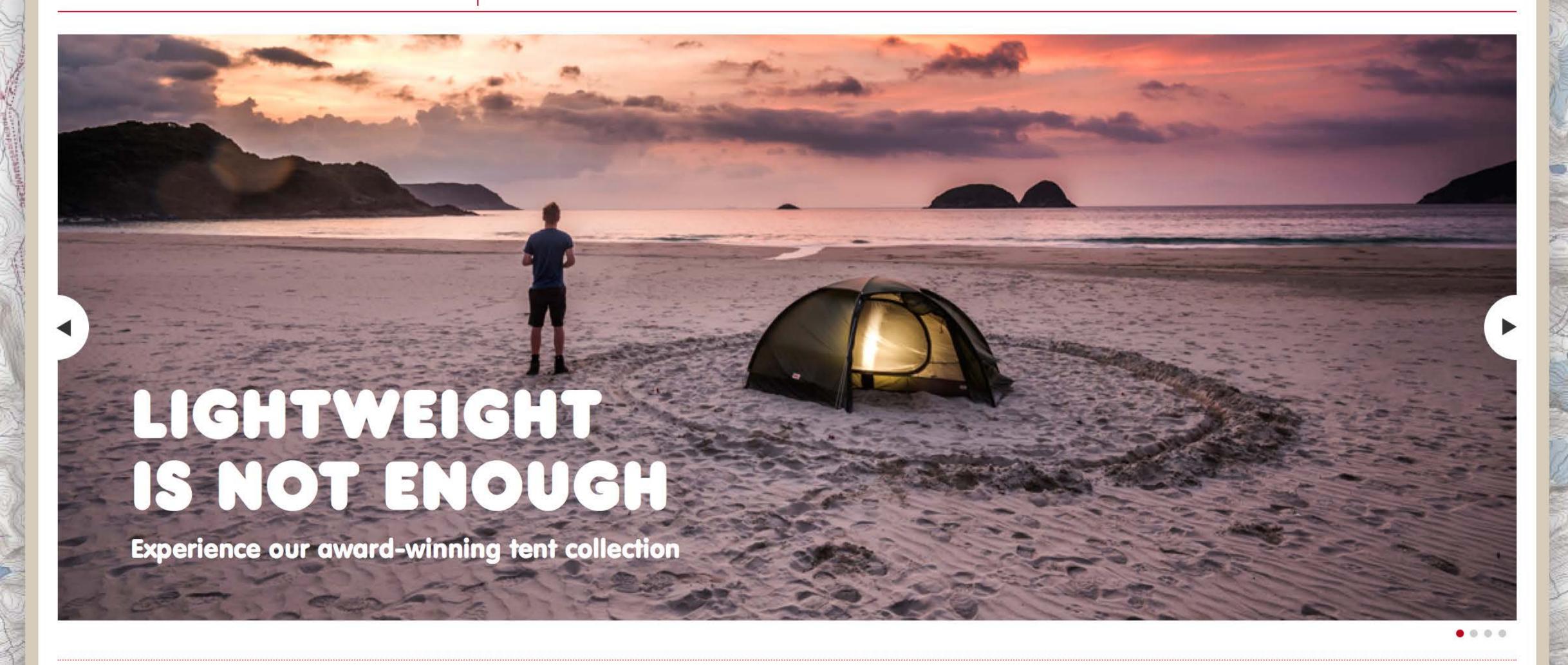
MEN

WOMEN

**KIDS** 

**EQUIPMENT** 

**EXPLORE FJÄLLRÄVEN** 





High Coast Shirt LS W £80.00

Buy



High Coast Stripe T-Shirt £50.00

Buy



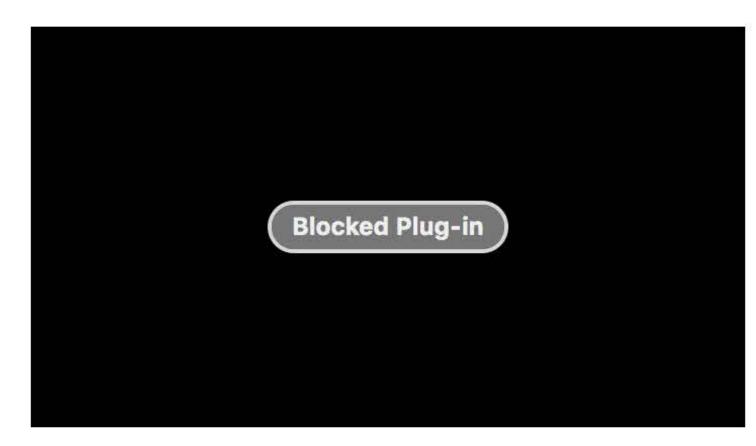
High Coast Hoodie £80.00

Buy



## The secret of Curved Fit

A couple of years ago we developed Curved Fit, a fit that gives a little extra width over the rear and thighs, while still keeping an accentuated waist. »



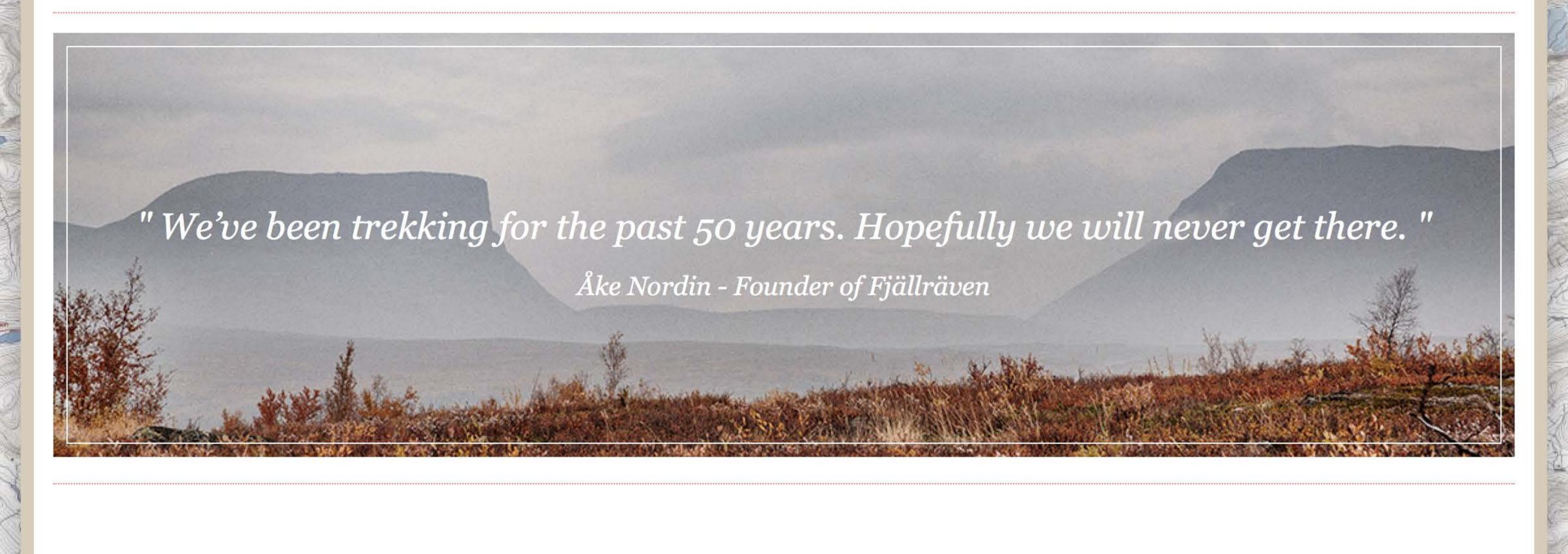
## Lighweight is not enough

Just in time for the summer of 2016 we are releasing 16 new tent models, all developed according to our basic idea that they should be lightweight, simple and functional. »



## Wilderness dress code

Long live the outdoor shirt! Few types of clothing have the same potential for variation and as much functionality in such a light and packable format. »















**Abisko Shape 3** 

**Abisko View 2** 

**Abisko Endurance 4** 

Abisko Lite 2

**Keb Endurance 4** 

**Keb Dome 3** 

Buy

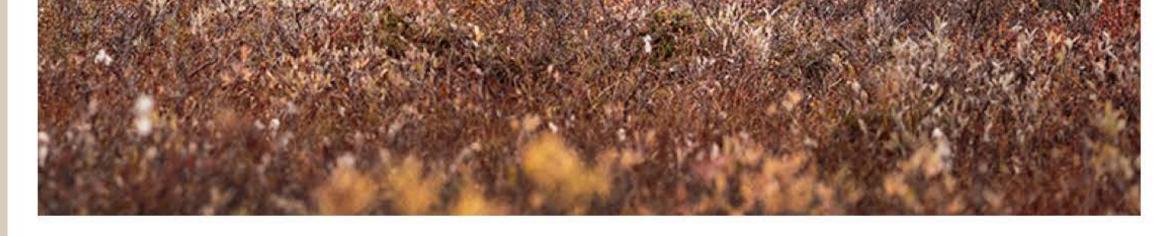
Buy

Buy

Buy

Buy

Buy



#### Fjällräven Hunting

This autumn we have released a brand new hunting collection. Three clothing families for different types of hunting and a careful selection of accessories. See all»



#### Fjällräven Brand Stores

Visit us in Amsterdam, Copenhagen, New York or Oslo - In our flagship stores our knowledgeable staff helps you to find the equipment that's right for you. See all»

## #Fiallraven See all Instagram images here















#### **CUSTOMER SERVICE**

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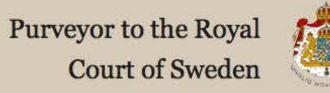
#### SUBSCRIBE TO OUR NEWSLETTER:

your@emailadress.com

OK

YOU CAN ALSO FIND US AT:

Facebook Fjällräven | Facebook Kånken | Twitter | Instagram | Youtube



# Fjällräven, Other





OM FJÄLLRÄVEN FORHANDLERE VÆLG LAND LOG IND

| ØG PRODUKT: |   |
|-------------|---|
|             | Q |

INDKØBSKURV: o items, o,oo kr

KASSE

HERRE DAME BØRN UDSTYR OPDAG FJÄLLRÄVEN





FJÄLLRÄVEN JÄLLEENMYYJÄT VALITSE MAA KIRJAUDU

| JOTEHAKU: |   |
|-----------|---|
|           | Q |

OSTOSKORI: o items, 0,00 €

KASSA

MIEHET NAISET

ET LAPSET

VARUSTEET

TUTUSTU FJÄLLRÄVENIIN





ÜBER FJÄLLRÄVEN HÄNDLER LAND WÄHLEN

| RODUKTSUCHE: |   |
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|              | Q |

**HERREN** 

DAMEN

**KINDER** 

**AUSRÜSTUNG** 

**EXPLORE FJÄLLRÄVEN** 





O FJÄLLRÄVEN SKLEPY WYBIERZ KRAJ LOGIN

| WYSZUKAJ | PRODUKT: |  |
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KOSZYK: o items, o,oo €

📜 PRZEJDŹ DO KASY

MĘŻCZYŹNI

**KOBIETY** 

**DZIECI** 

**WYPOSAZENIE** 

**ODKRYJ FJÄLLRÄVEN** 





A PROPOS DE FJÄLLRÄVEN REVENDEURS CHOISIR LE PAYS IDENTIFIANT

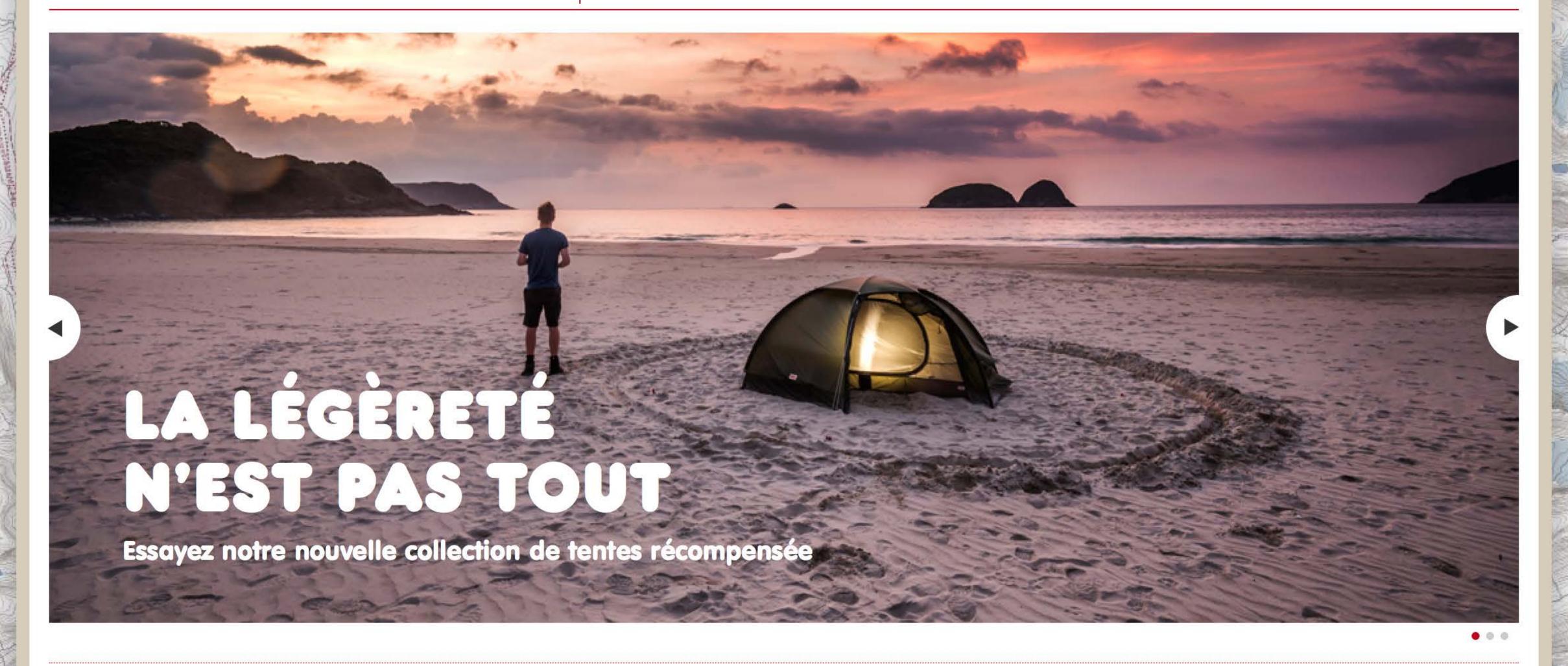
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**VOTRE PANIER**: o items, 0,00 €

E CAISSE

HOMMES FEMMES ENFANTS ÉQUIPEMENTS DECOUVREZ FJÄLLRÄVEN





ABOUT FJÄLLRÄVEN RETAILERS CHOOSE COUNTRY LOGIN

| SEARCH PRODUCT: |   |
|-----------------|---|
|                 | Q |

SHOPPING BAG: o items, £0.00

E CHECKOUT

MEN WOMEN KIDS EQUIPMENT EXPLORE FJÄLLRÄVEN

You are here: Home / Kajka 55 W



Article nr. F27091

# Kajka 55 W 9

Advanced trekking backpack that is extremely comfortable to carry with smart functions and an innovative wooden frame. Perfect Fit adjustment and Wet/Dry compartments.

#### **MATERIAL**



CHOOSE COLOR 525 - UN Blue (Out of stock)









**CHOOSE SIZE** 



<u>Sizeguide</u>

Missing your size?





















£260.00

Add to Wishlist Retailers

#### **ADD TO CART**

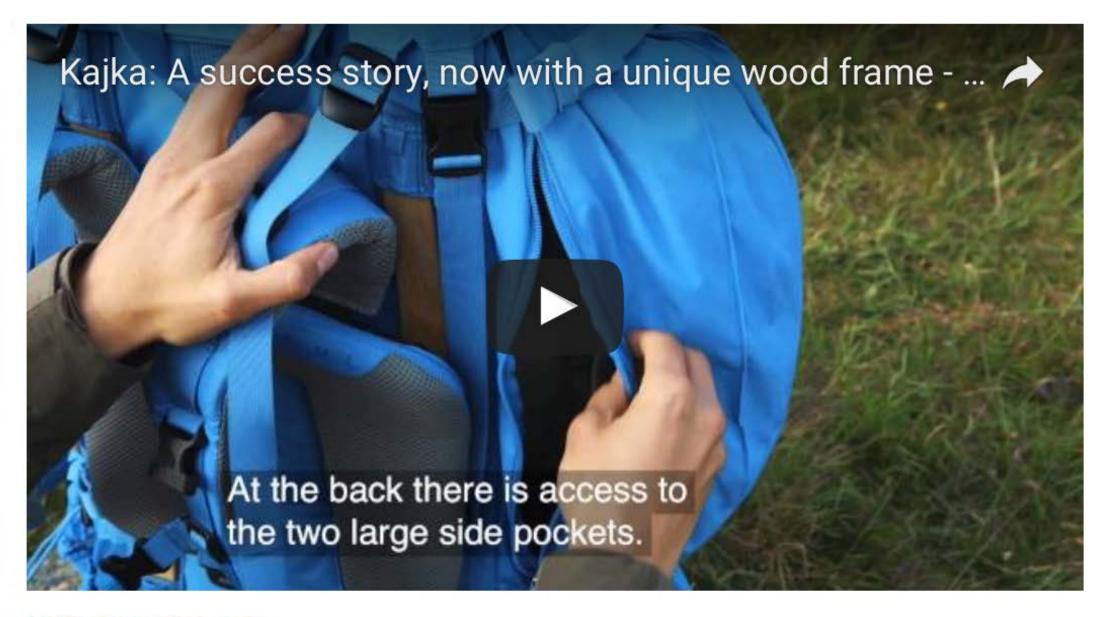
#### **DESCRIPTION**



Wood is a fantastic material from a purely functional perspective, and also reduces the frame's environmental impact to less than a tenth of that of aluminium – without compromising on strength and without adding weight.

Head of Innovation and design: Henrik Andersson

Durable, comfortable and loaded with functions – despite its fairly modest appearance, Kajka is an advanced trekking backpack in the classic Fjällräven spirit. Now upgraded with fine-tuned and improved functions and an innovative, one-of-a-kind wooden frame that impacts the environment considerably less than previously while maintaining its strength and functionality. The support system is designed for female anatomy with ergonomically shaped shoulder straps, and it distributes even extremely heavy loads. The user-friendly Perfect Fit Adjustment System can be easily fitted to the length of the user's back and shoulder width. The hip belt is specially shaped to fit the female form and offers a high degree of carrying comfort on long trekking days. The main compartment is loaded from the top and has a snow lock. It also has a large vertical opening in the front and another one at the bottom to help the user get an easy overview of the contents. It can be divided into an upper and lower section. The lower section has Wet/Dry compartments to keep damp and dirty equipment from the rest of your things. There are also practical zippered pockets in the top lid, sides and hip belt. The top



#### Kajka Backpack

Kajka was launched in 2008 and quickly became the favourite backpack of mountain trekkers. With its smart functions, large capacit...



#### How to adjust your backpack

A well-fitting backpack is vital to an enjoyable trek. Johan Skullman, our outdoor expert and products specialist guides you. Fin...



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Packing a backpack is all about organising your equipment in a practical, easily accessible way, learn more from Johan Skullman, o...

compartments to keep damp and dirty equipment from the rest of your things. There are also practical zippered pockets in the top lid, sides and hip belt. The top cover can be removed and worn as a waist or chest bag when you want to keep a close eye on your valuables. Two compression straps on each side fasten onto small poles for even and effective compression without blocking the side pocket openings. Attachment points on the top cover and bottom of the backpack. Whistle on the chest strap and rain cover with reflectors. Kajka has been praised by hikers all over the world as well as by the trade press. Amongst other things, it was named 2009 Product of the Year by the Swedish outdoor magazine, Utemagasinet, and Best in Test by Retkis, a Finnish publication, in its large backpack test in 2011.













#### SIZE, MATERIAL & ENVIRONMENT INFORMATION

SHIPPING, PAYMENT & RETURNS

**REVIEWS:** 

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#### SIZE, MATERIAL & ENVIRONMENT INFORMATION

SHIPPING, PAYMENT & RETURNS

**REVIEWS:** 

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# Email & Messaging

- Communication is very local
- Relevance is key
  - Mirror your site setup and keep an eye on performance
- Email should drive around 10-30% of sales
- Get a partner that supports your local strategy
  - Bronto
  - dotMailer
  - Klaviyo

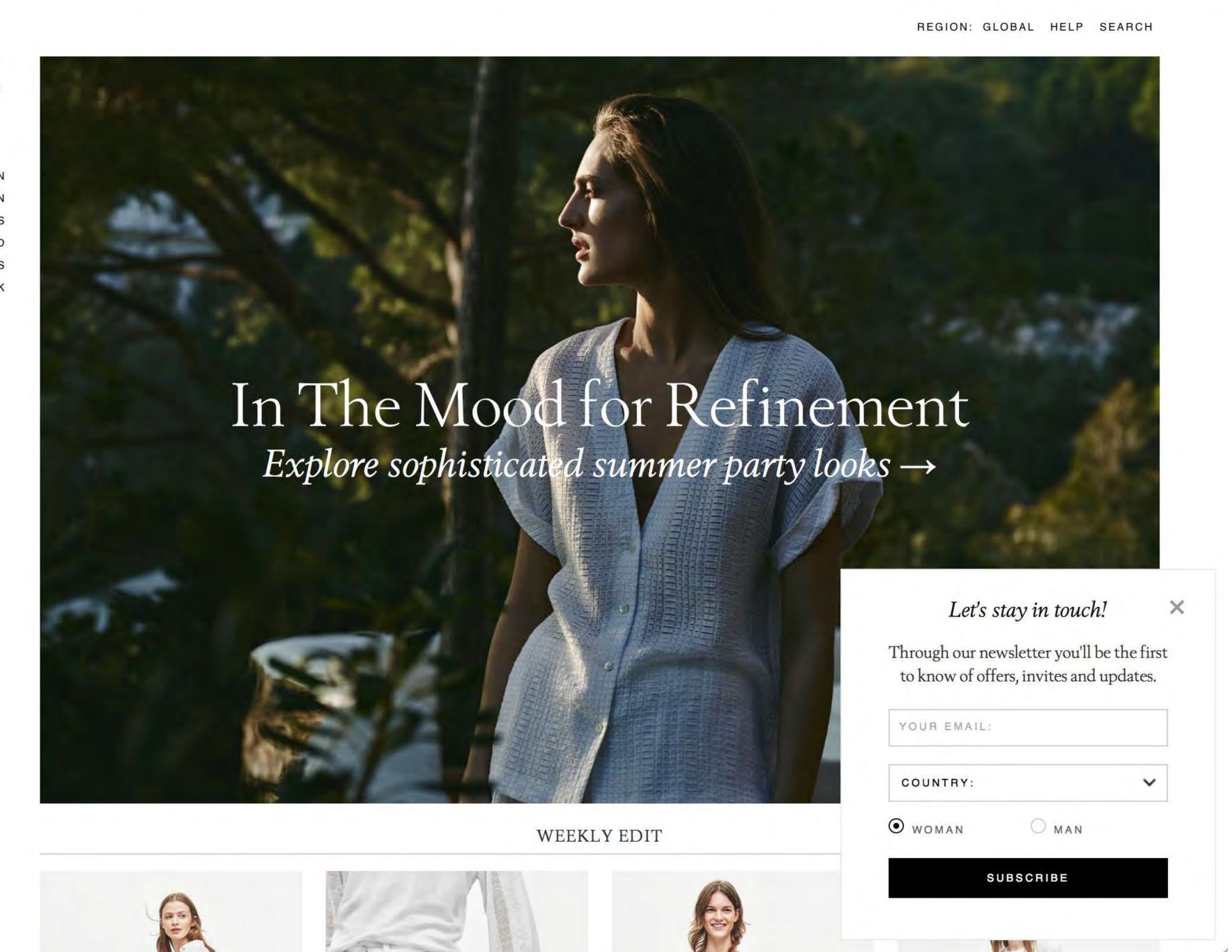








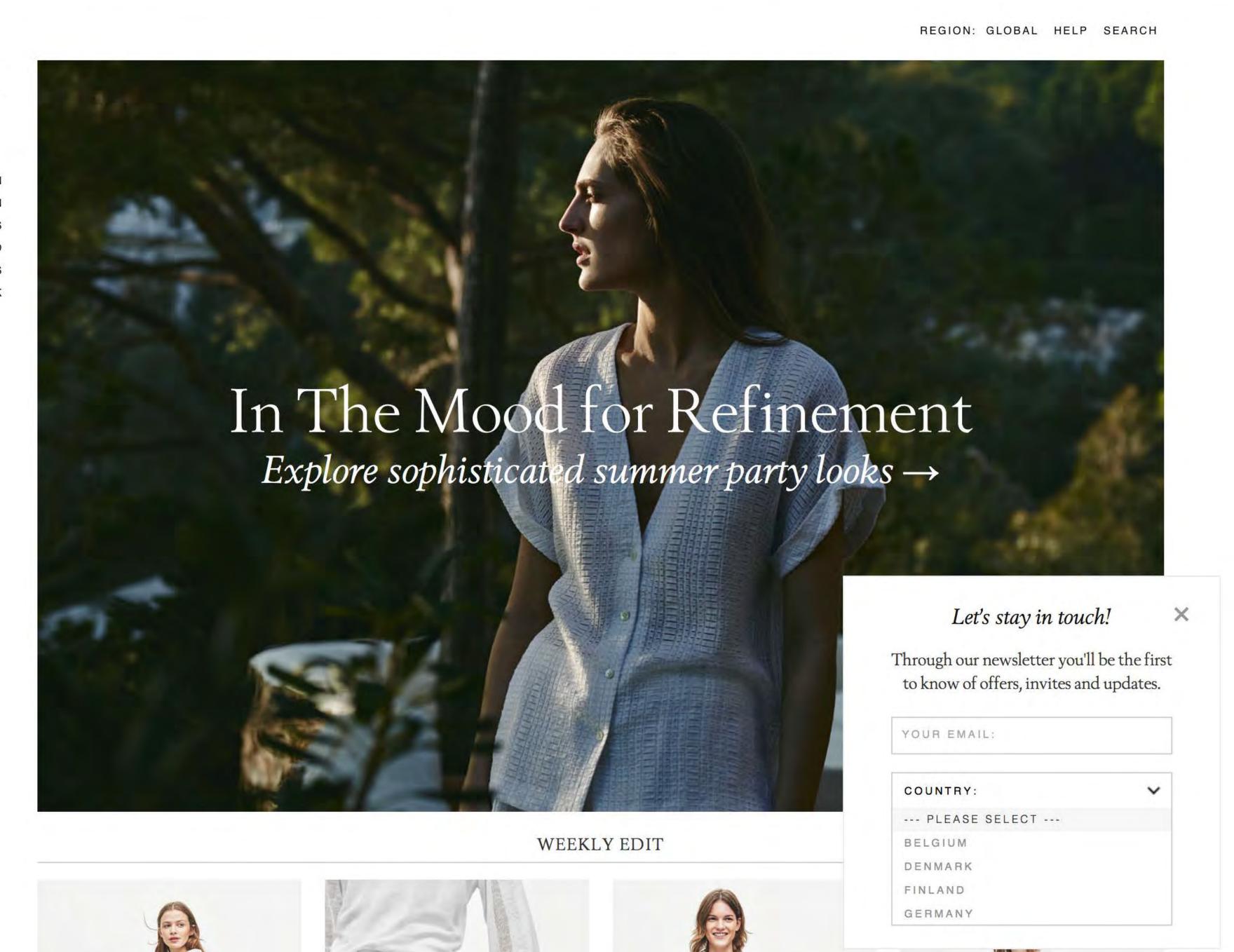
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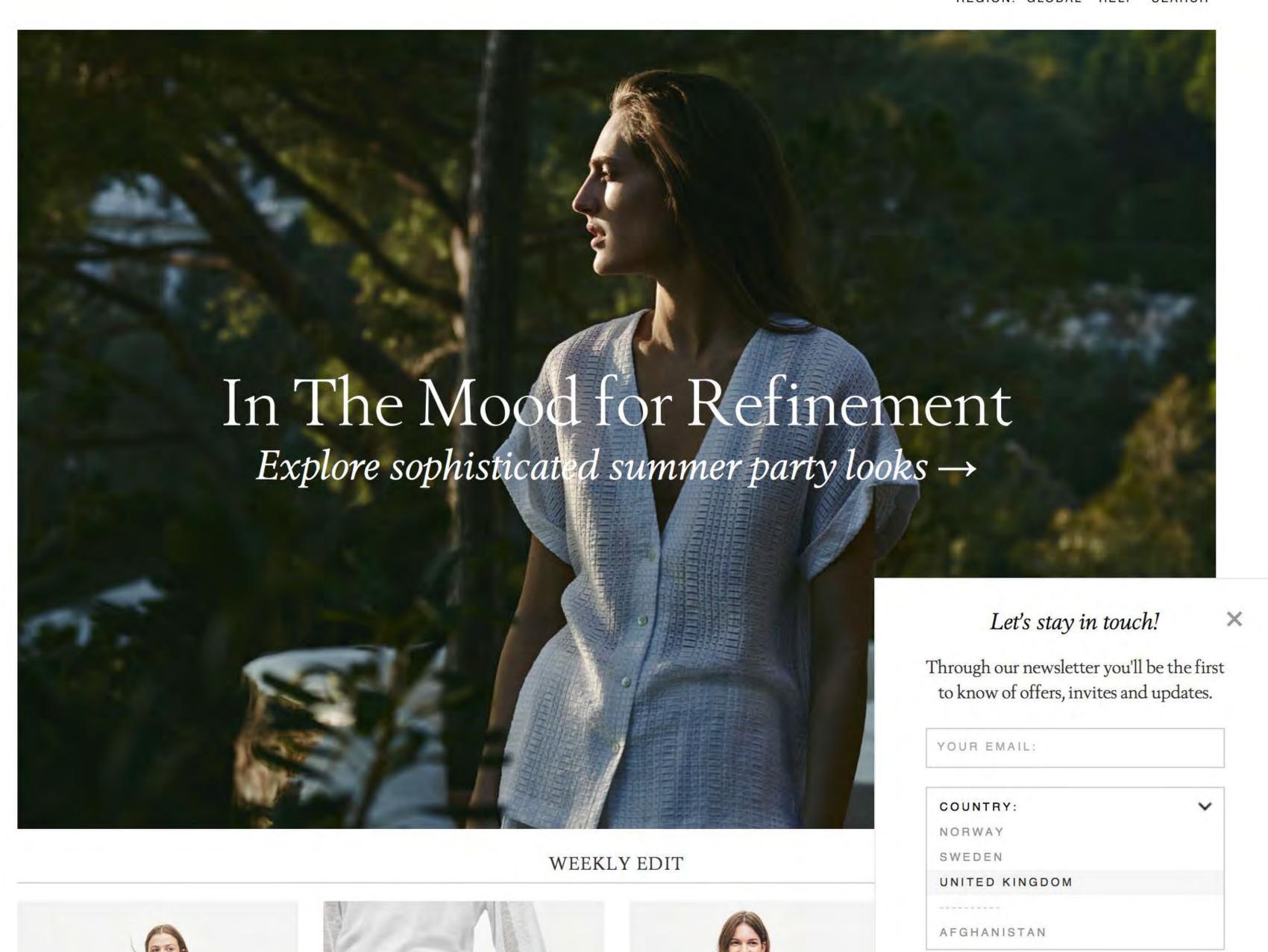








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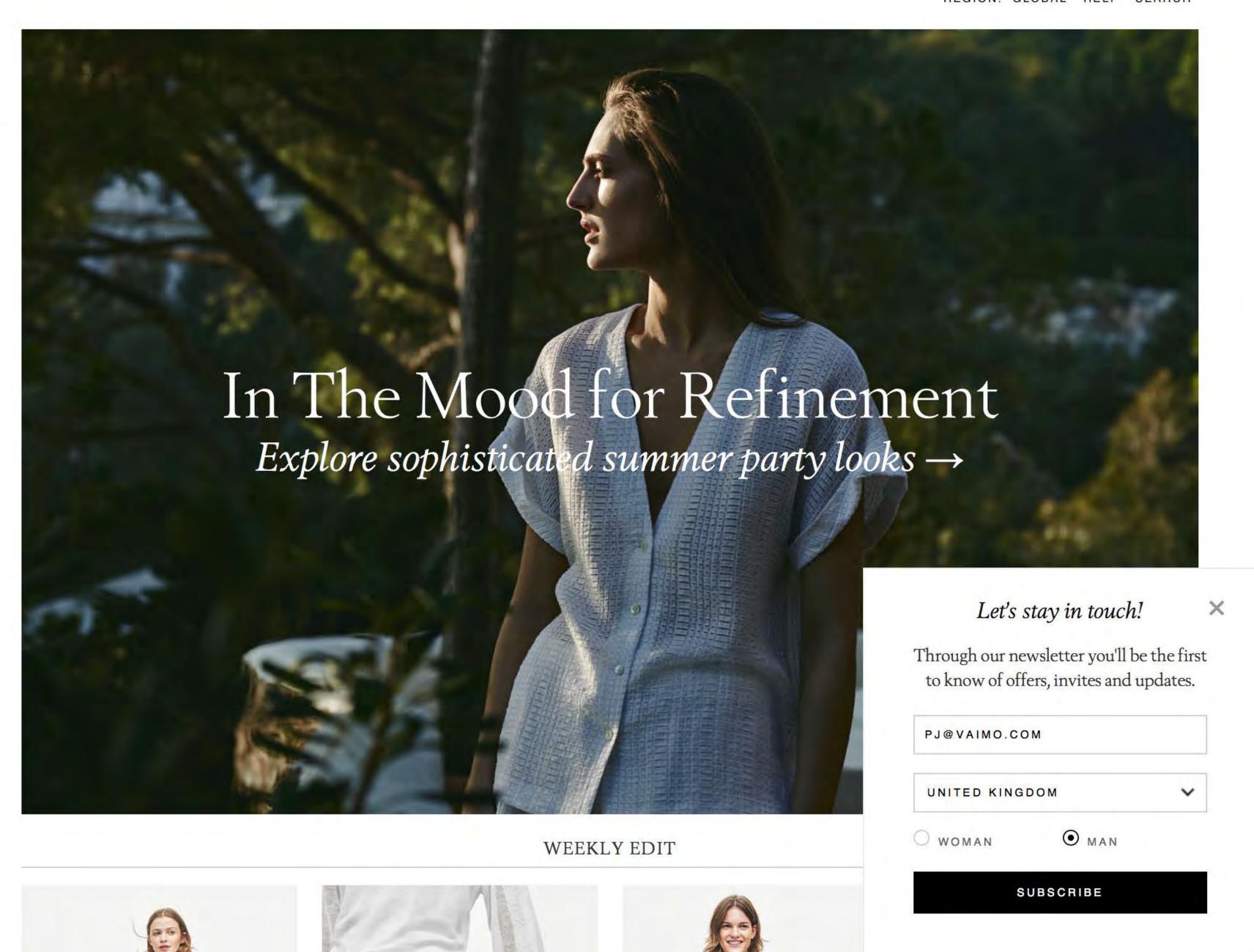




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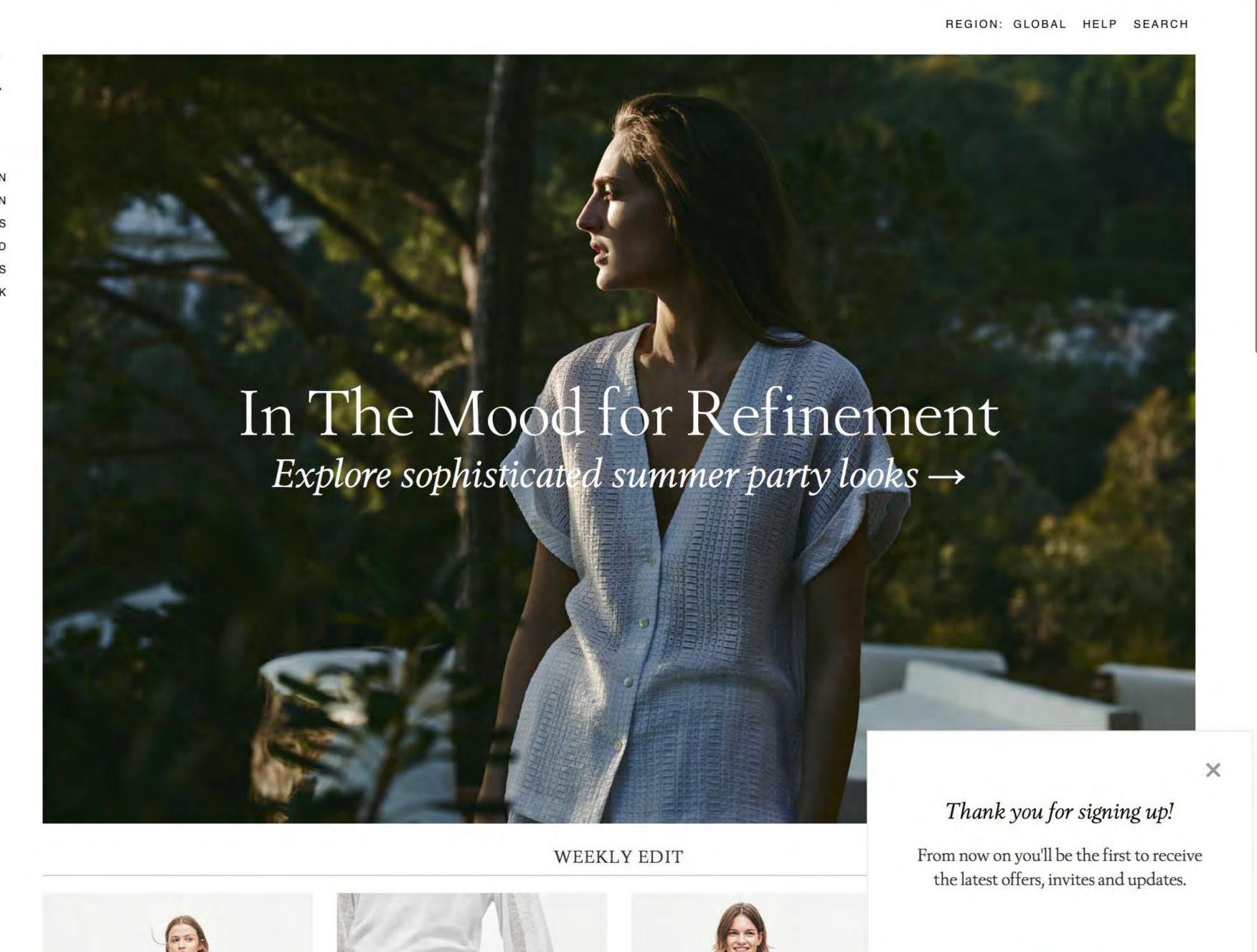
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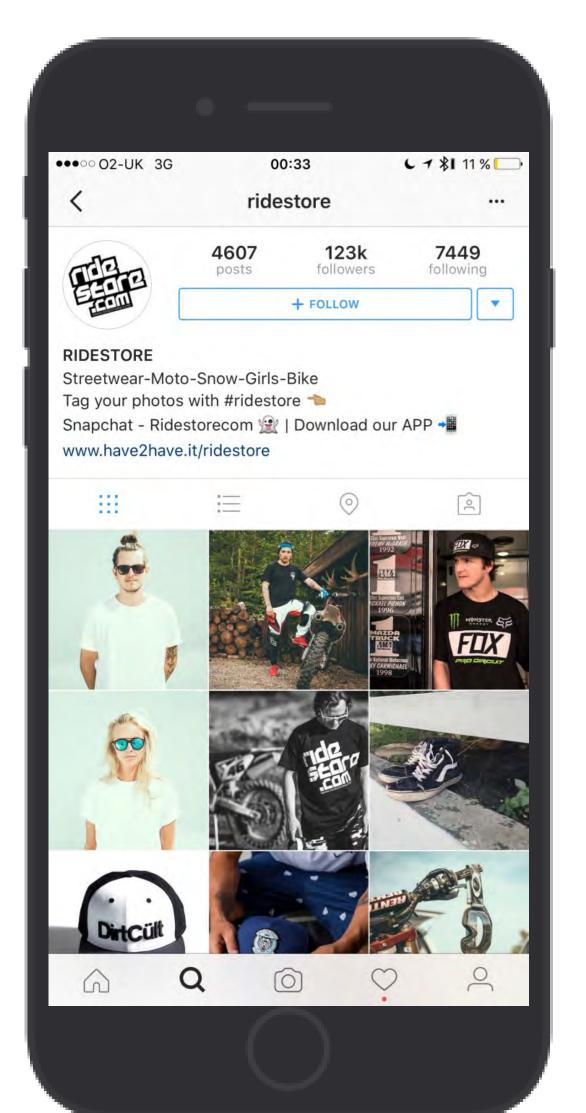


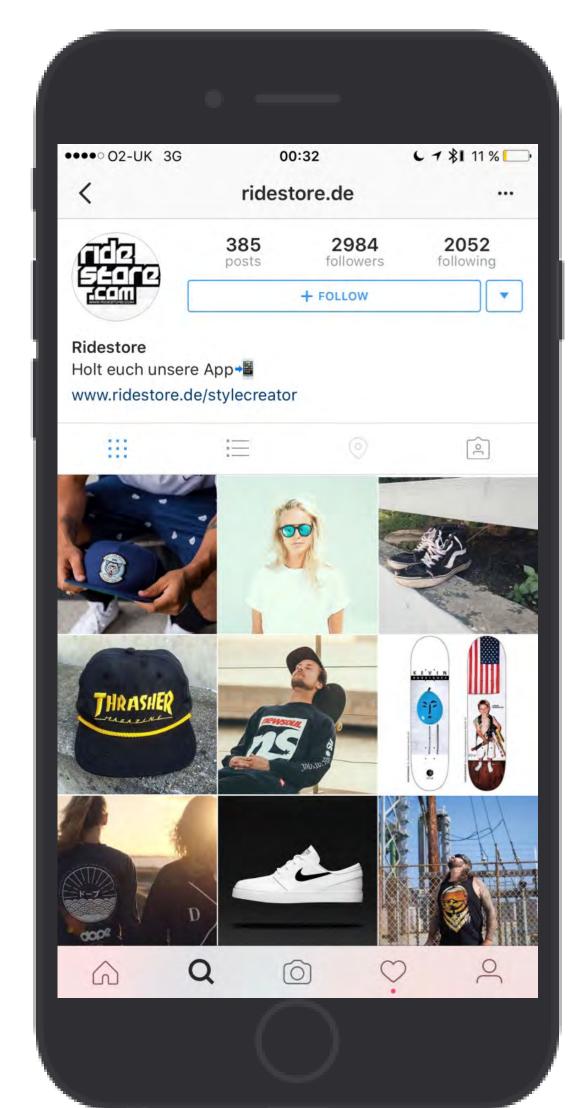


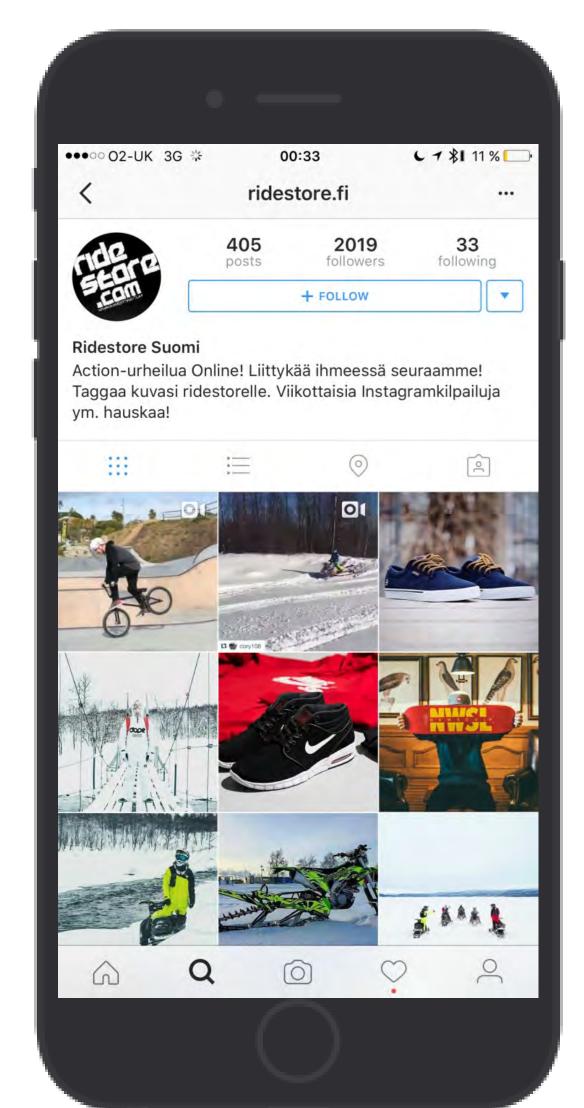
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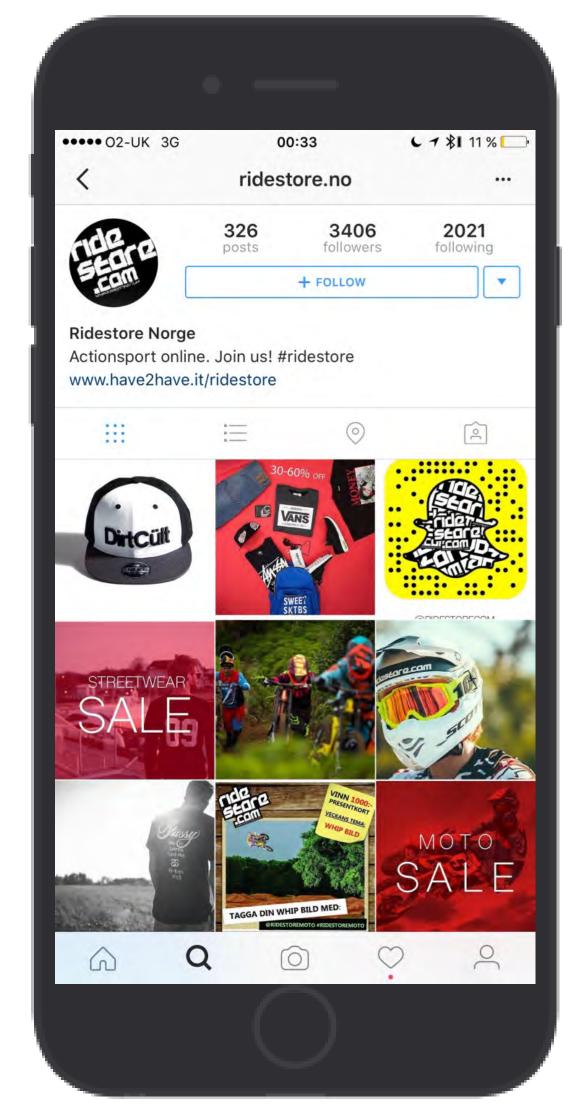


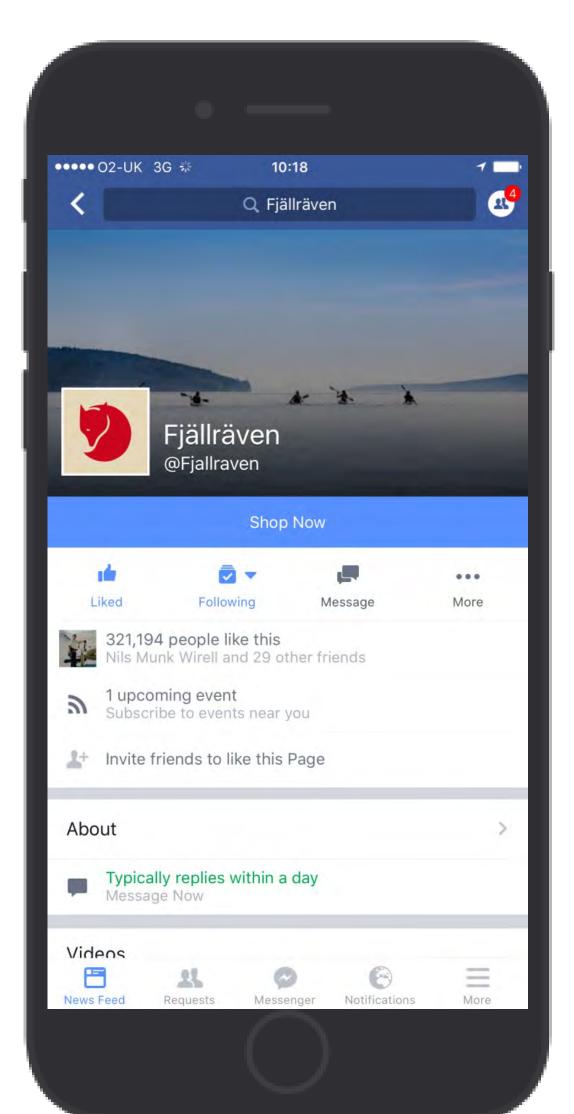
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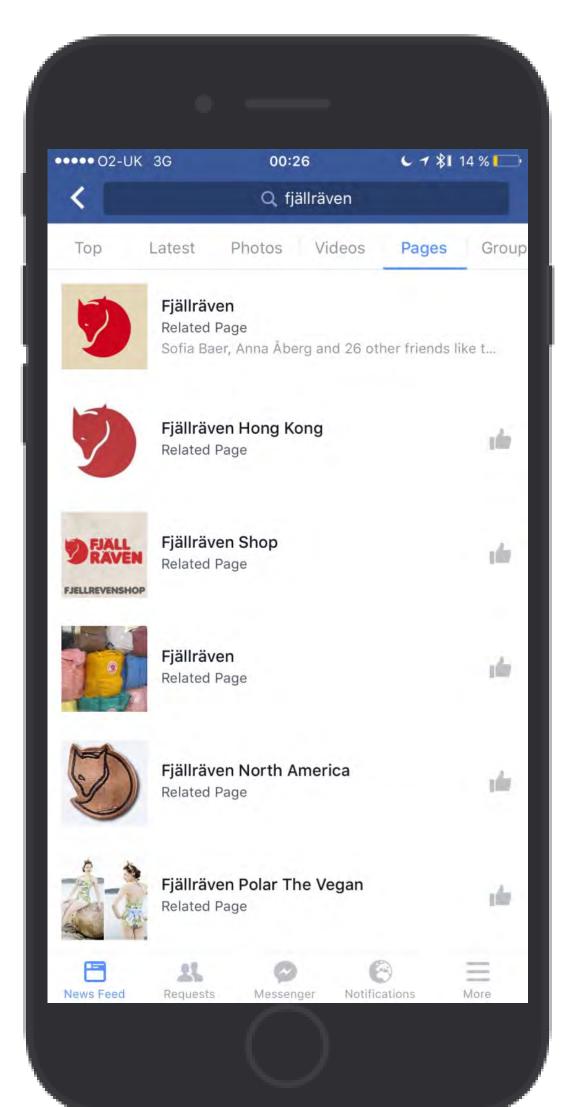


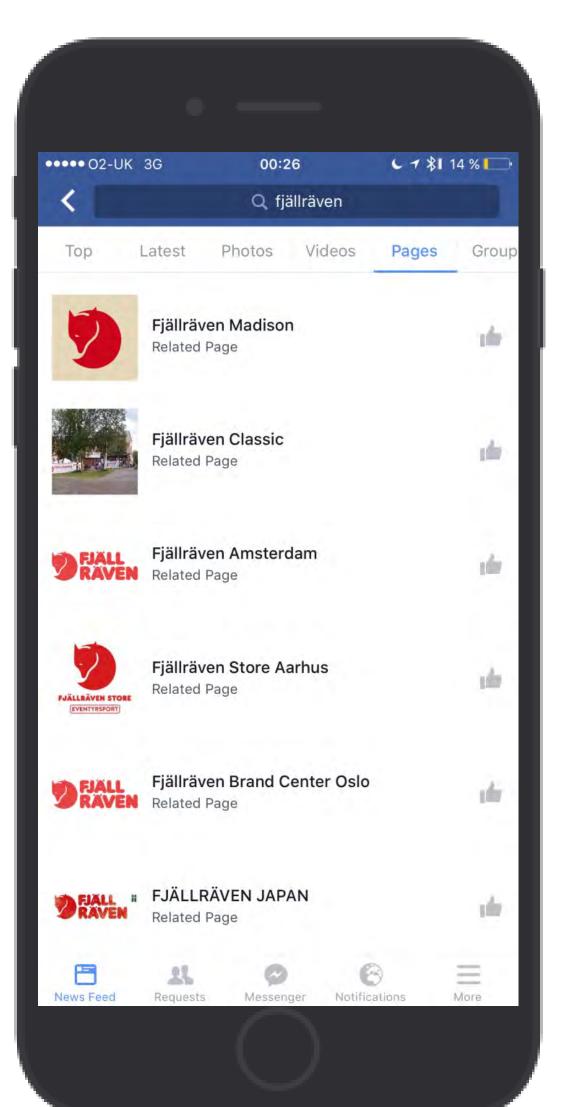


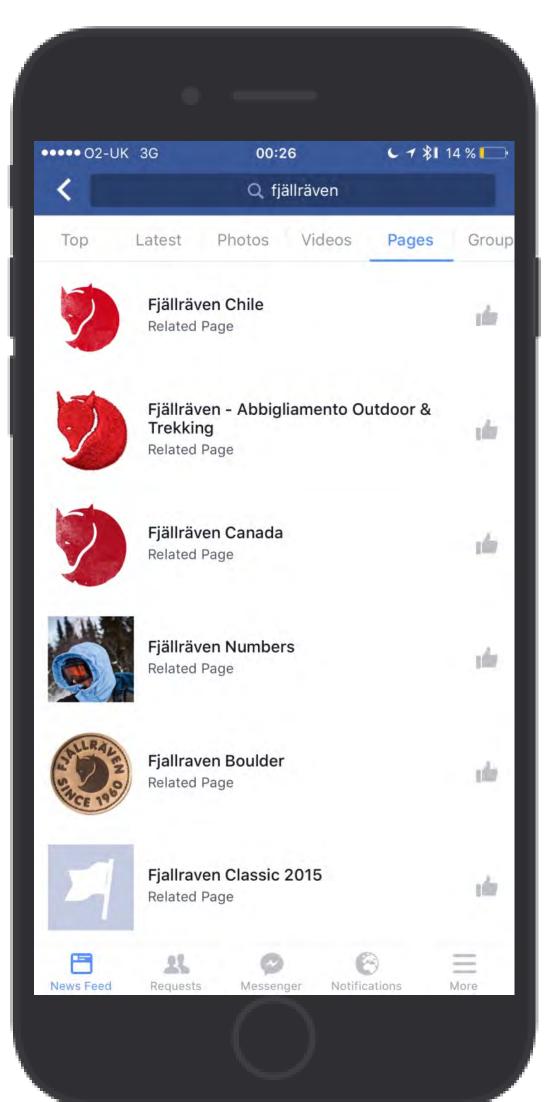












# Omnichannel



# Omnichannel

- Pure play is struggling
- Amazon and the last mile
- A store is an excellent
  - Fulfillment centre
  - Showroom
  - Brand builder
- Online supports offline
- Offline supports online
- 50% of all sales is touched by digital



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One of the most defining styles of the season. Slightly higher waisted slacks with a wide, strong and distinct leg in a heavier triacetate twill. Tone-in-tone rope belt, pocket flap detailing and rounded high gloss buttons.

This style is designed to create minimal impact on our environment by using a sustainable material.

SELECT COLOUR



XXS

SELECT SIZE | SIZE GUIDE | V FITTING TOOL

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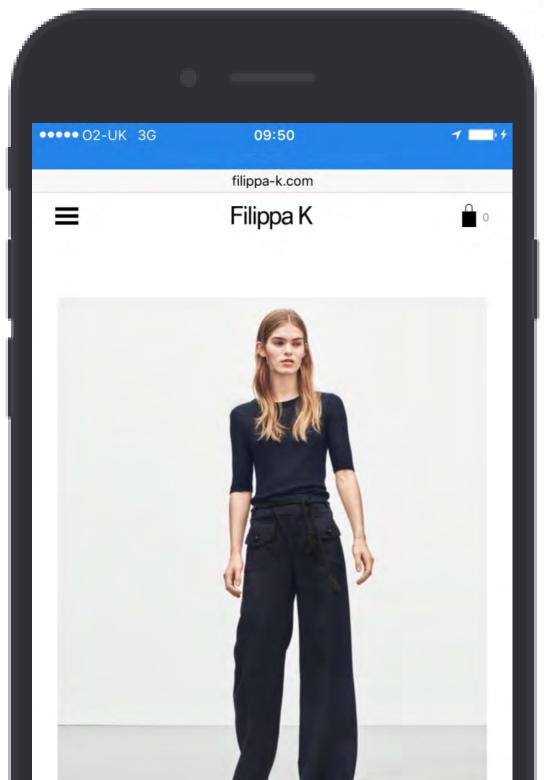
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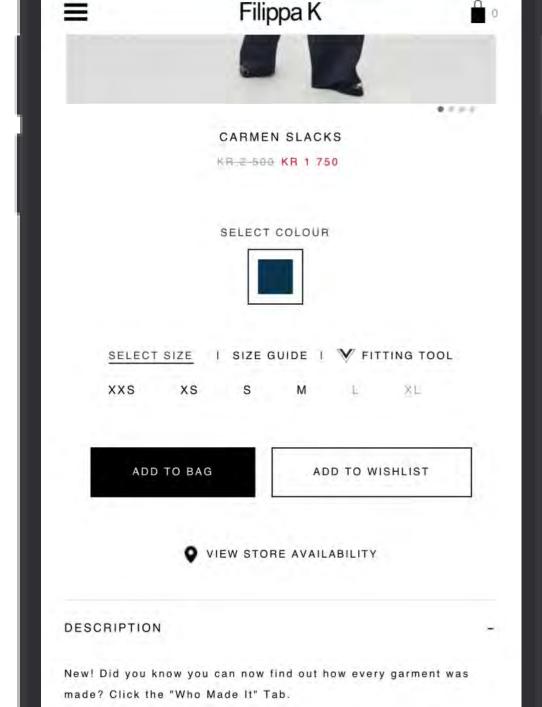
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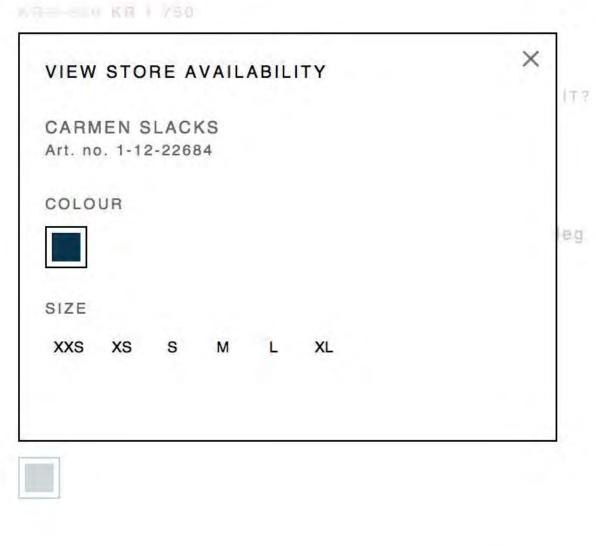
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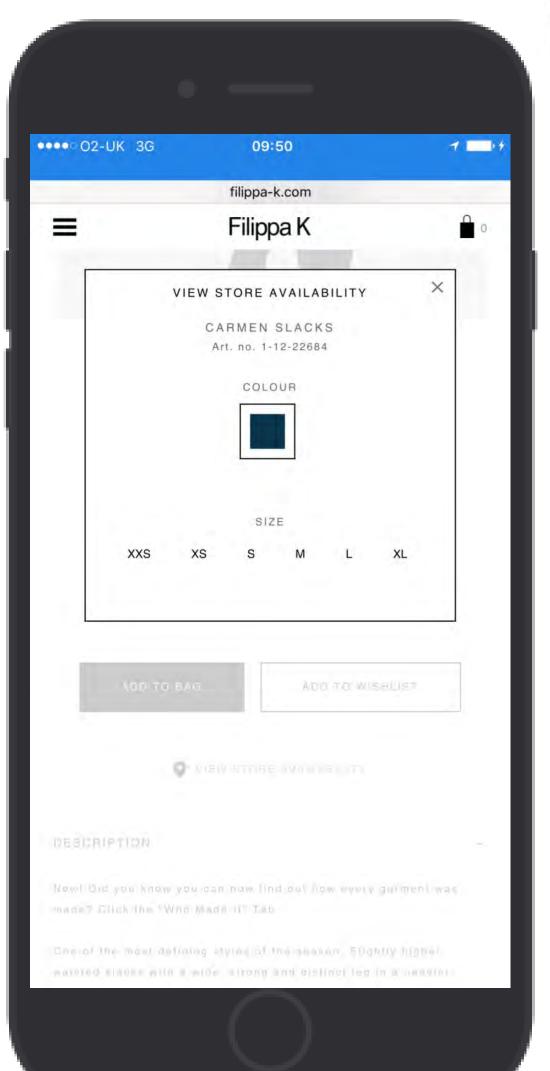
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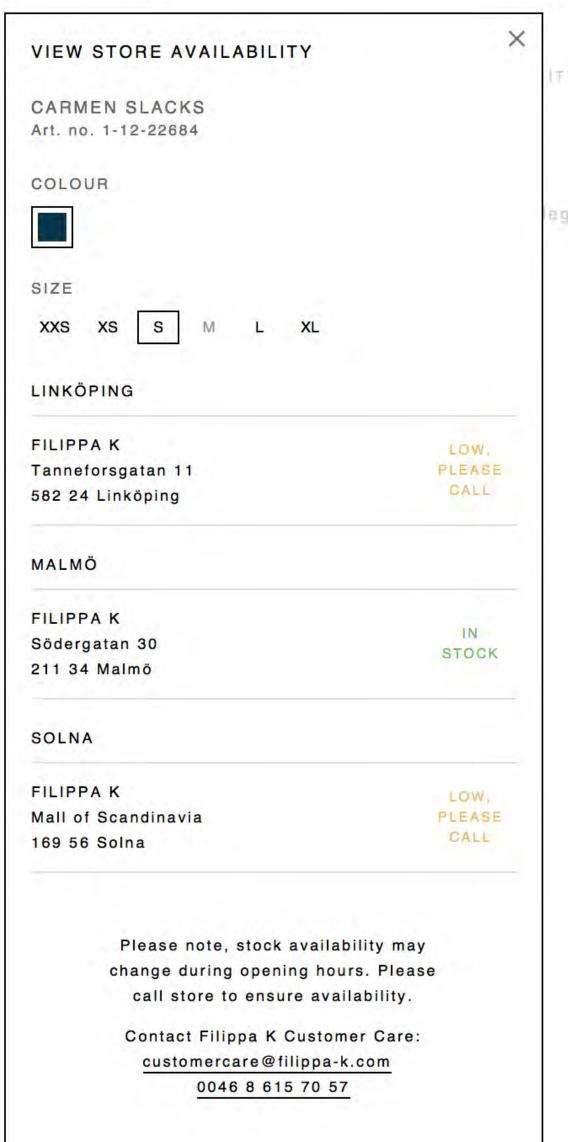
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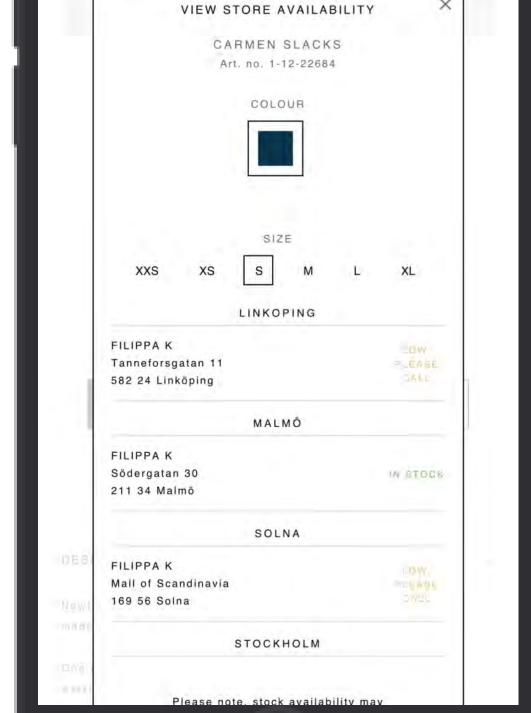
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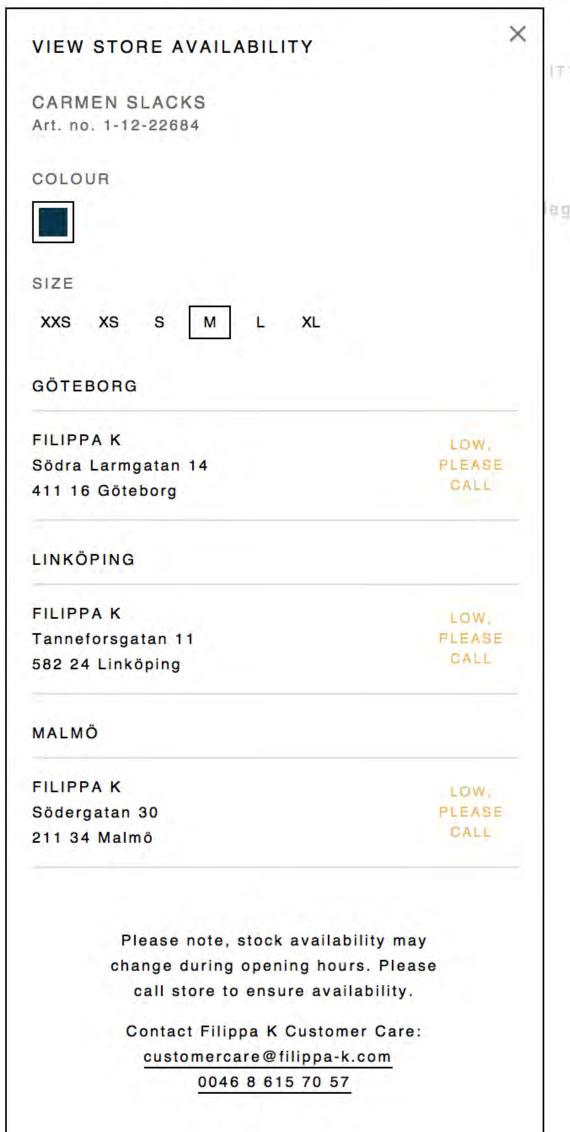
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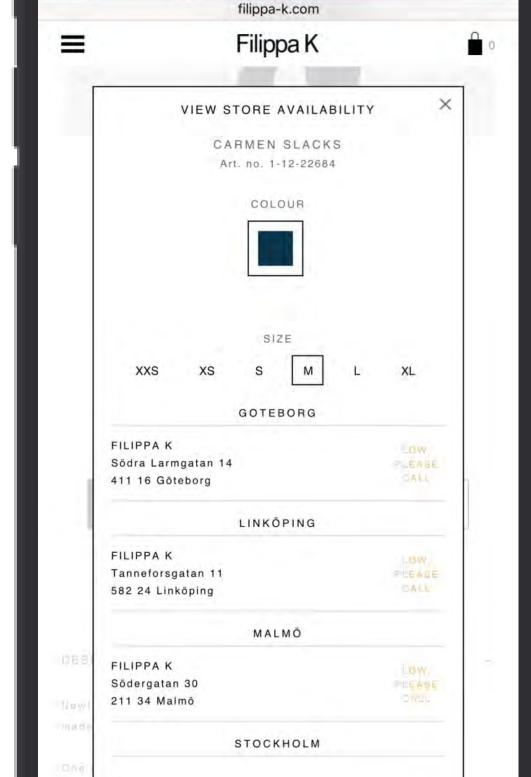
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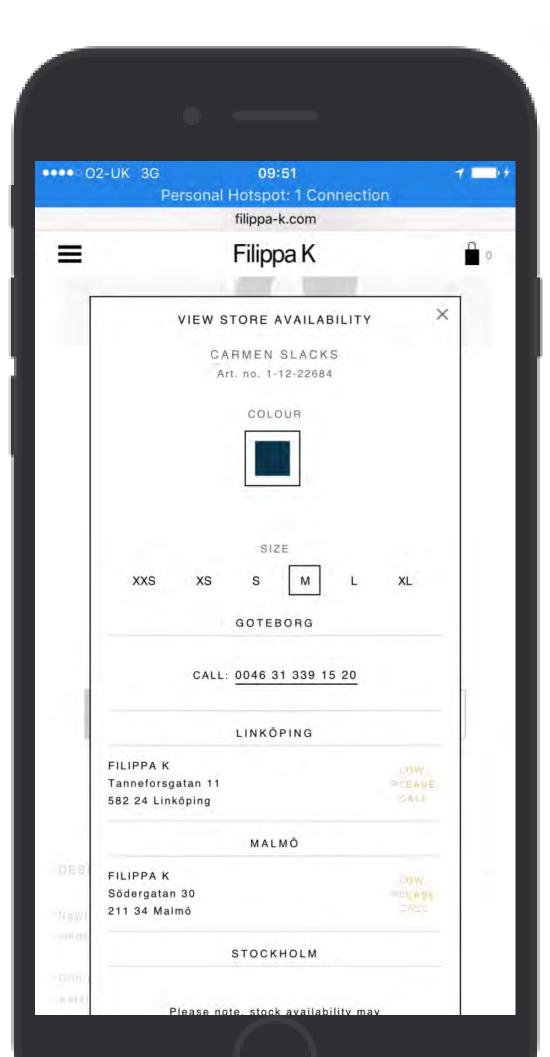




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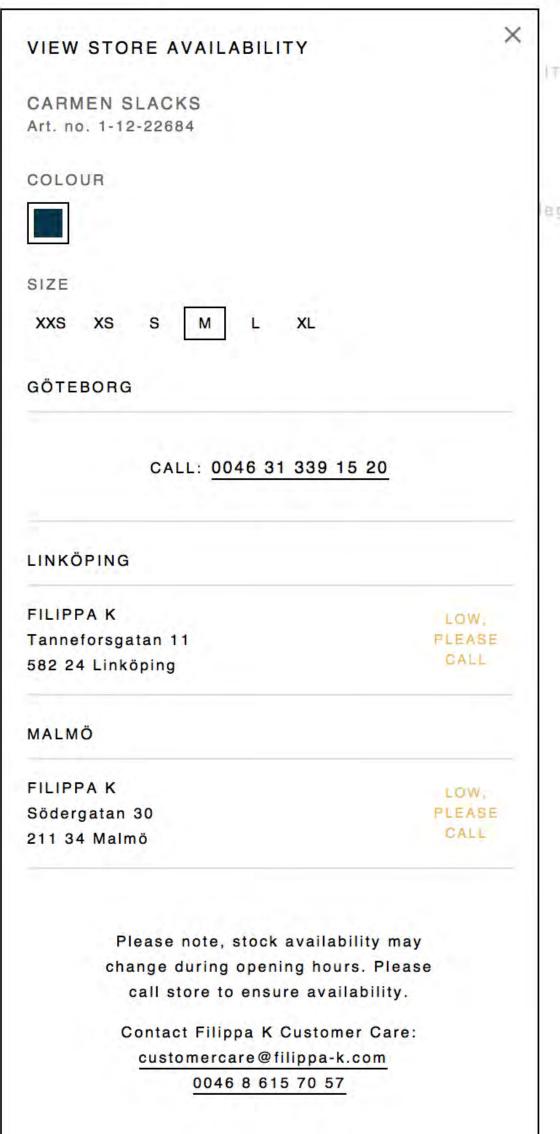


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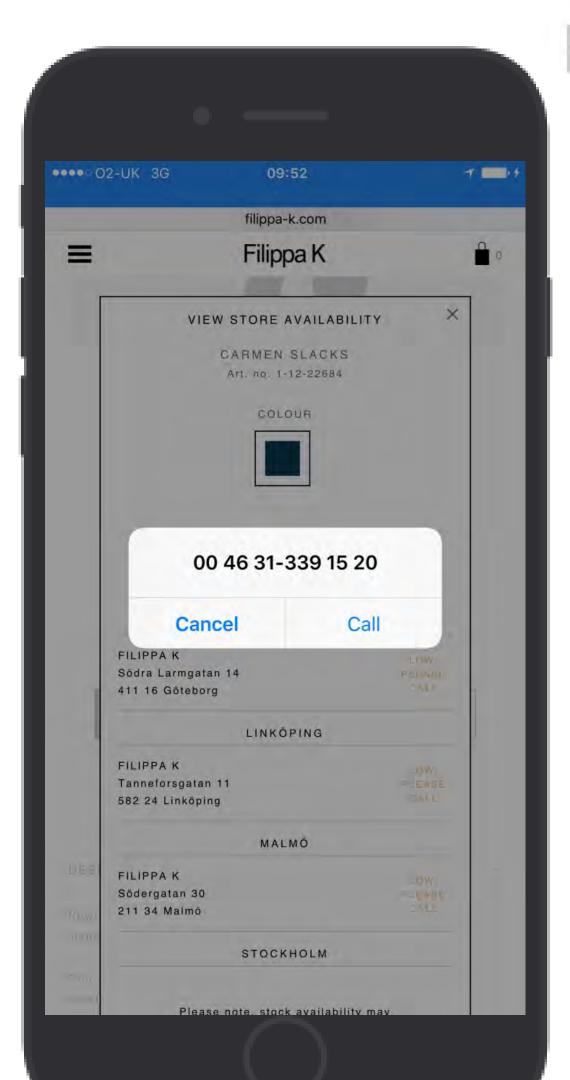


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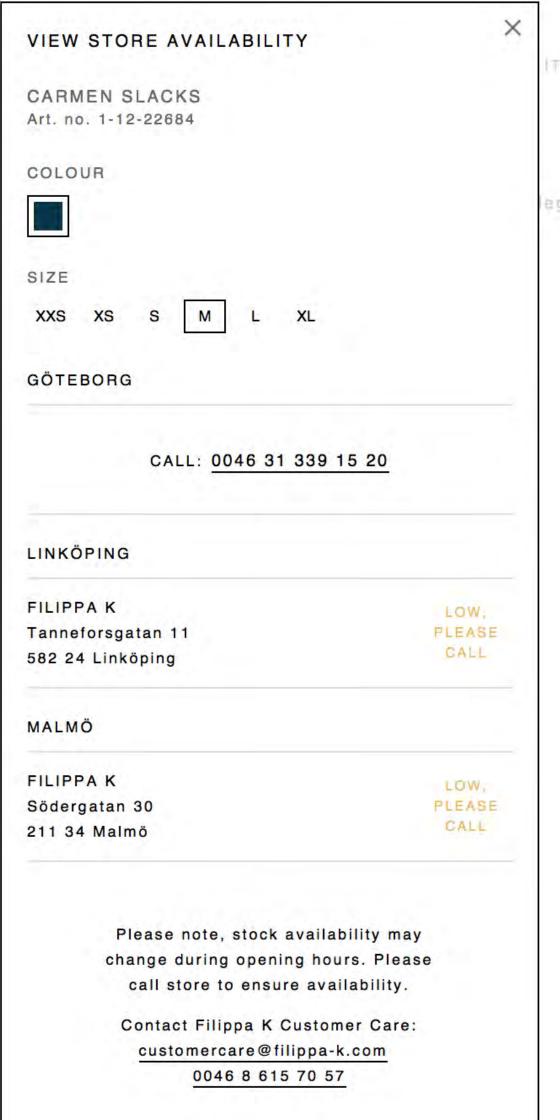


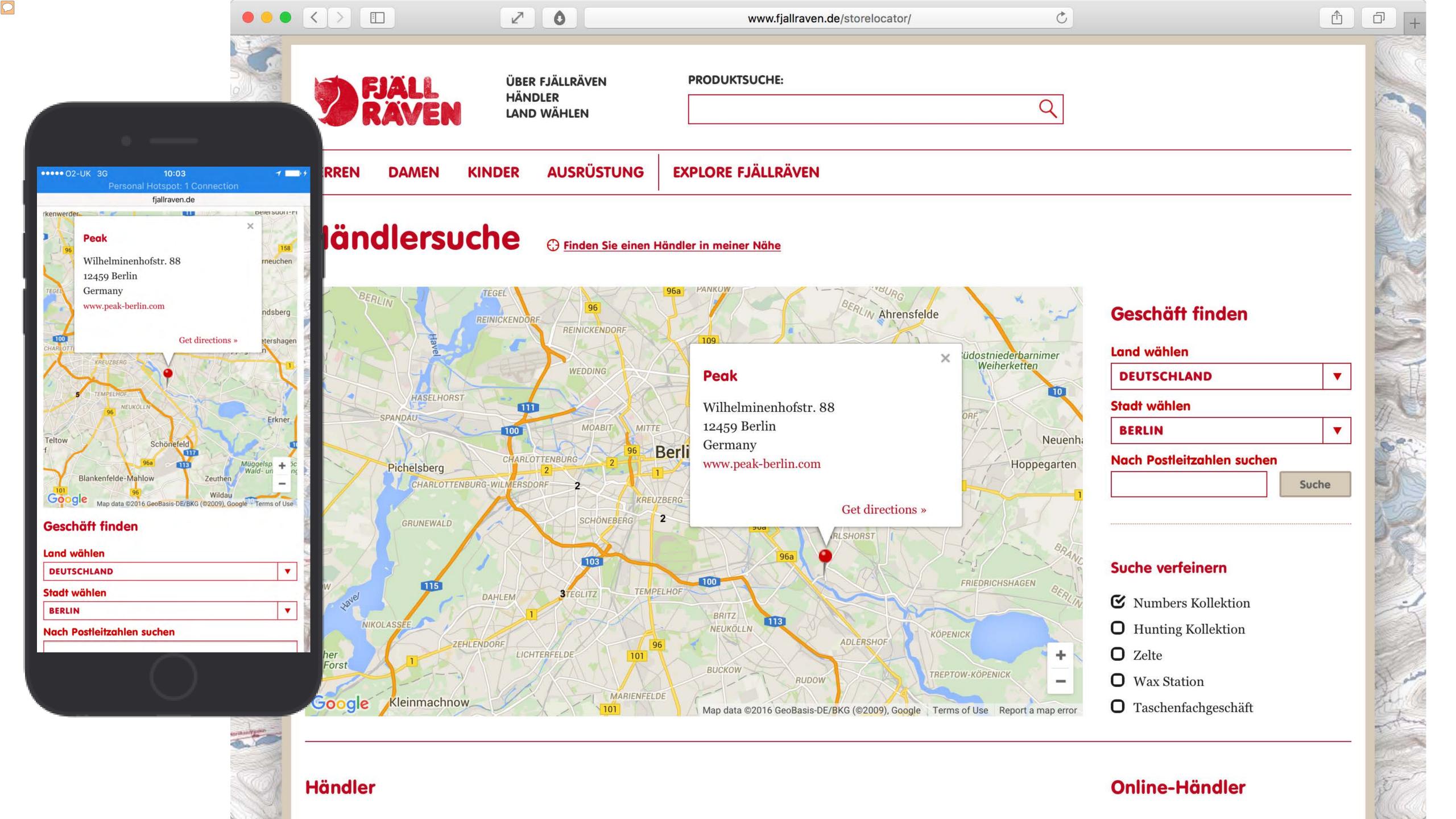
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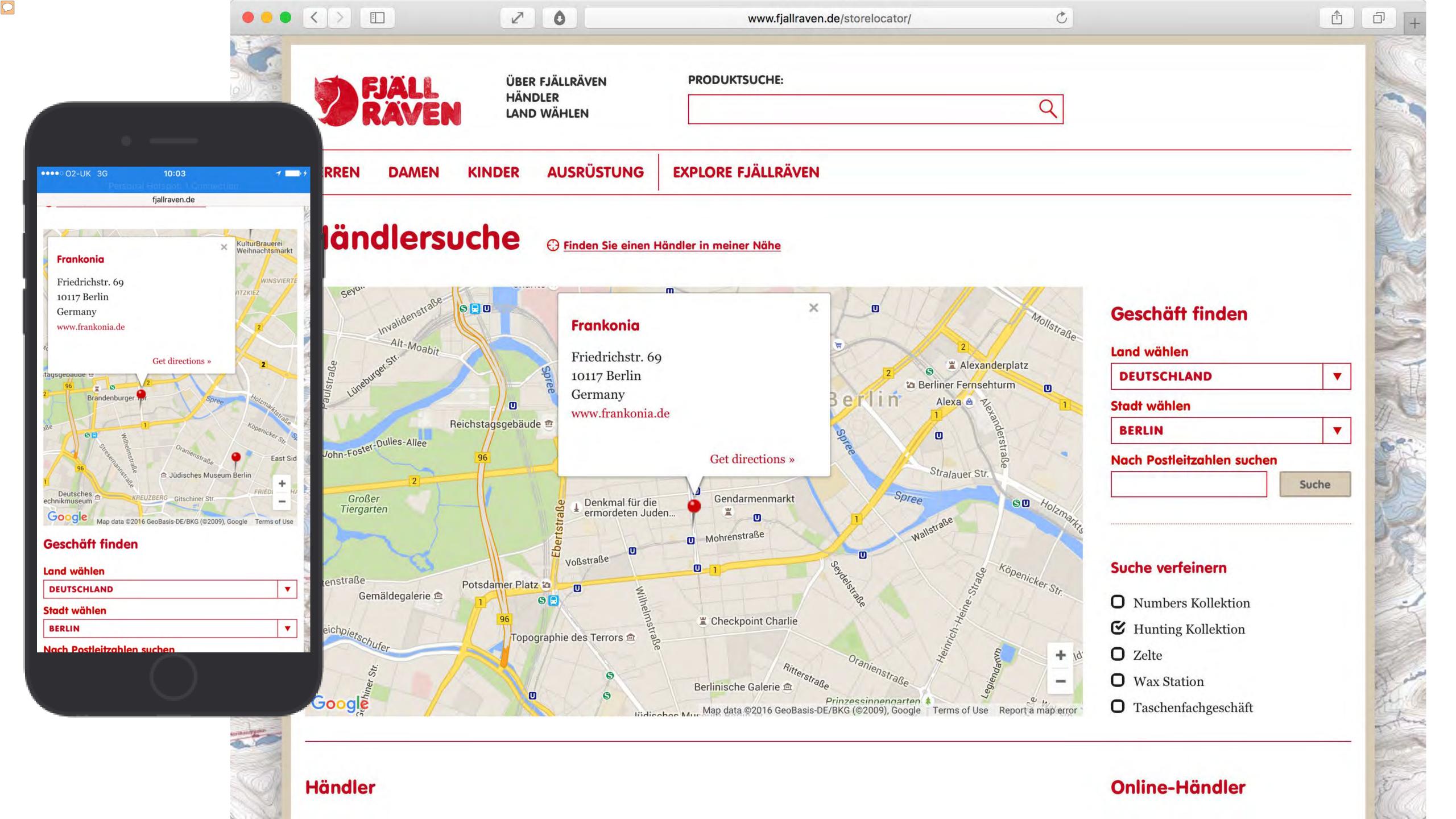


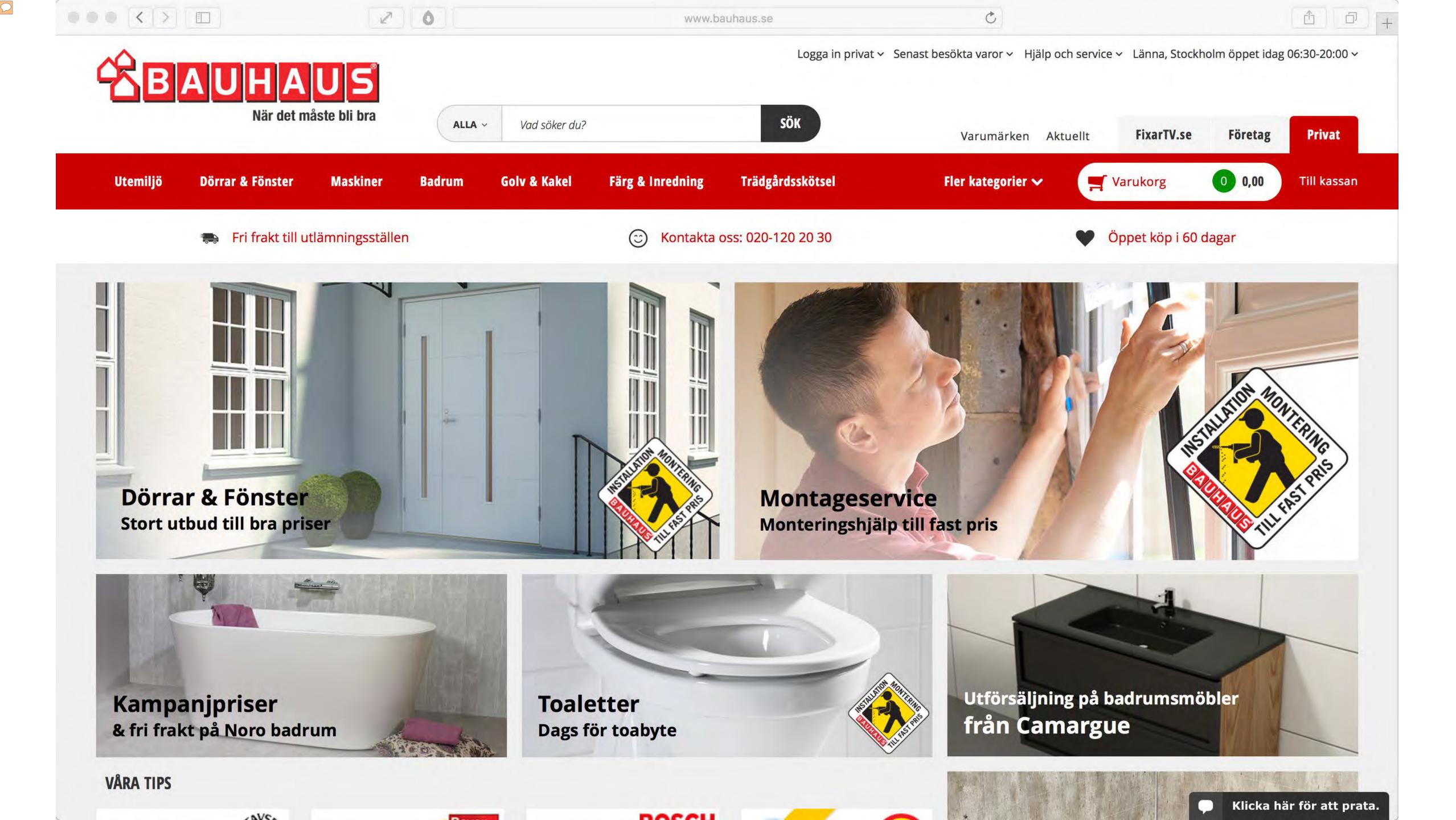
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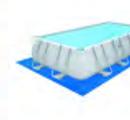
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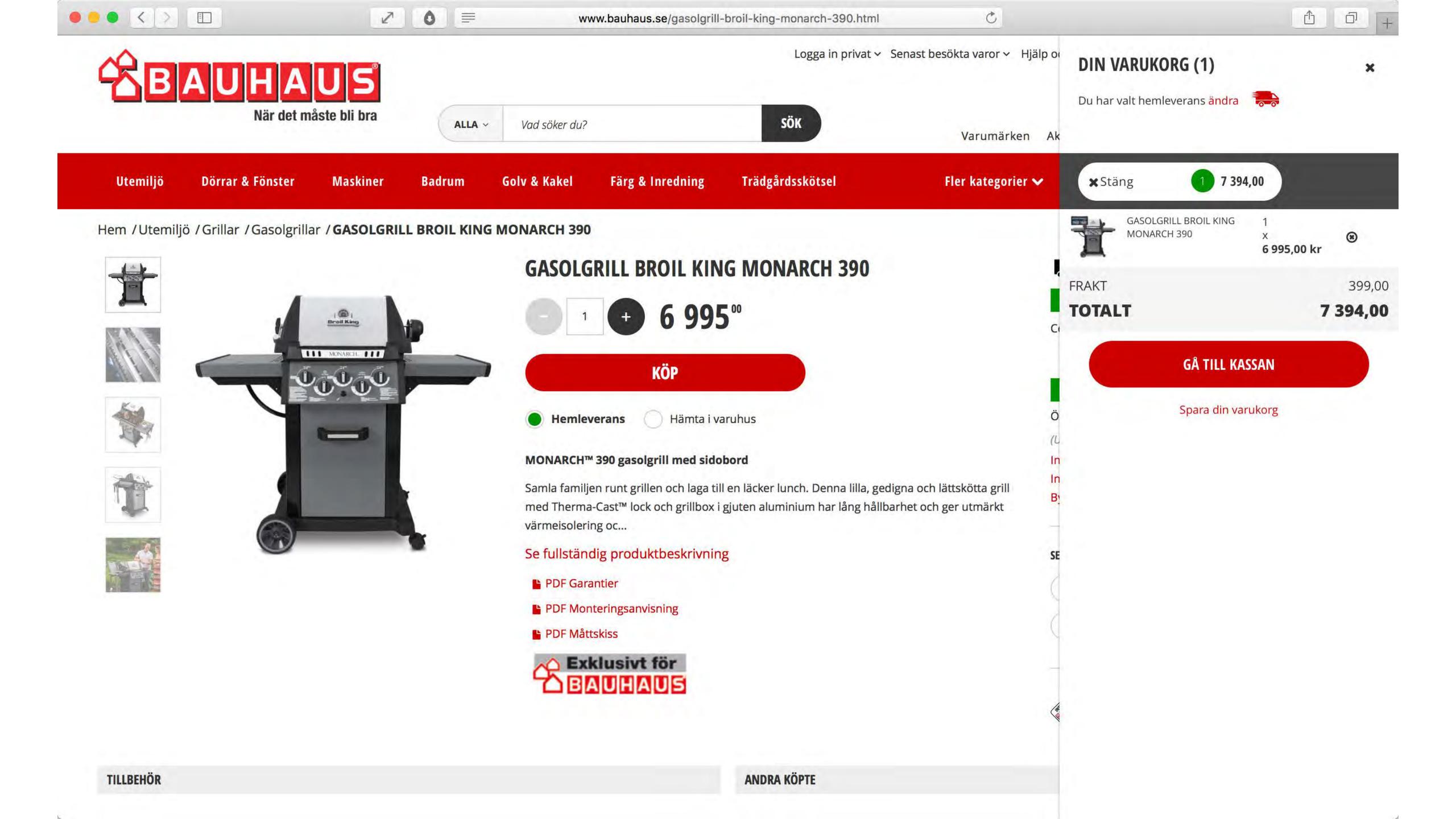
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# Thank You!

PJ Utsi
Co-Founder & Chief Creative Officer

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