

CONTACTS



For relations and government

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For suppliers/manufacturers

MEZESHI DANIEL

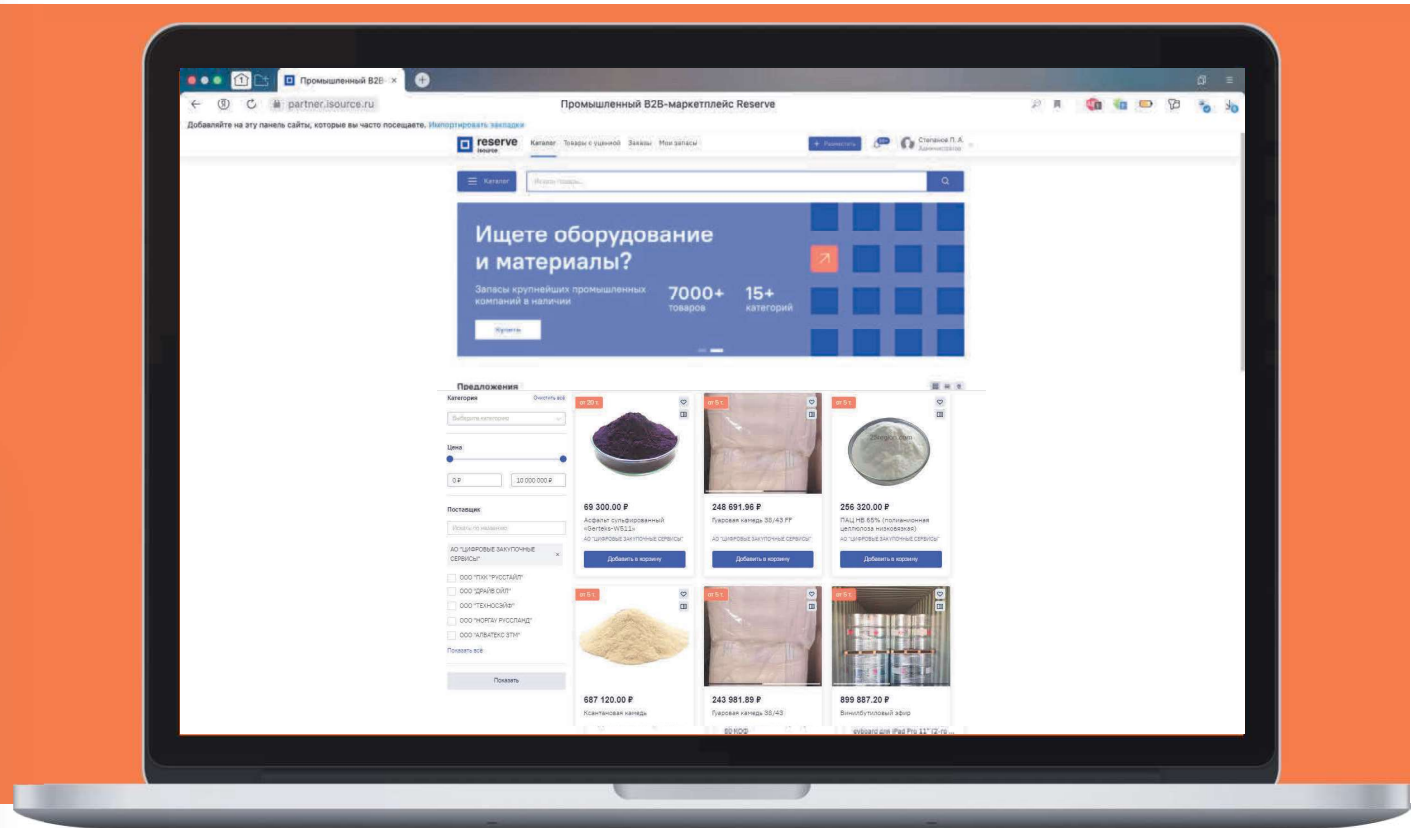
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→ Isource.Reserve's Back office in Turkey

8

- Provides customer support
 - 24/7 in Turkey
 - All communications with the Russian buyers
 - Complete documentary support of selling goods

The image shows a composite of three screenshots. On the left is the Isource.Reserve website interface with a search bar and product listings. In the center is a funnel diagram illustrating a 5-step process: 1. 851,488 interested buyers, 2. 50,000 product views, 3. 10% conversion rate, 4. 5,000 inquiries, 5. 500 buyers. On the right is a Yandex search result for 'ксантановая камедь заказать' (xanthan gum order) from the website partner.

→ Isource.Reserve's Back office in Turkey

9

- After the sale of the goods to the buyer provides the necessary bank transactions of Ziraat Bank

The image shows two devices displaying the Ziraat Bank website. The laptop screen shows the 'Промышленный B2B-маркетплейс' (Industrial B2B marketplace) section with a search bar and a 'Найти' button. The tablet screen shows the main Ziraat Bank website with a red header, navigation menu, and a world map graphic with the slogan 'Зираат всегда с вами во всем мире!' (Ziraat is always with you in the whole world!).

→ Isource.Reserve's Back office in Turkey

6

- Interacts with the buyers on all issues related to the purchase of goods

The screenshot displays the back office interface for order #1976. On the left, there is a product image of a black cylindrical container. To its right, the order details are listed: 'Заказ № 1976' dated '06 июля 2022', status 'Завершен'. The seller is 'ООО "НОРГАУ РУССЛАНД"' with an address in Moscow. The buyer is 'Нилов Р. А.'. The delivery status is 'Доставлен'. A chat window on the right shows a conversation with the buyer regarding the order's progress and a return request.

→ Seller

7

- In Reserve gets the opportunity to deliver the goods to the buyers in Russian Federation

The screenshot shows a 'Расчет стоимости доставки' (Shipping cost calculation) pop-up window. The product is 'ПАЦ ВВ 85% (полианионная целлюлоза высоковязкая)'. The pop-up contains input fields for dimensions (300x100x250 mm) and weight (500g). The shipping address is '629800, Ямало-Ненецкий АО, г. Ноябрьск'. The calculated shipping cost is 'от 730 995.00 Р'. The background shows the product page with a price of 522,000.00 Р and a 'Добавить в корзину' button.

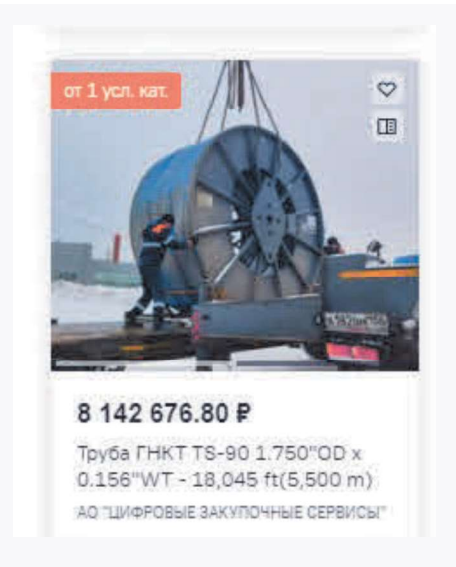
→ Seller/Isorce.Reserve's Back office in Turkey 4

● Places information about the product in their personal account

- Product name
- Technical description of goods
- Location of goods
- Quantity
- Price
- Photos

The screenshot shows a web interface for product management. It is divided into several sections:

- Характеристики (Characteristics):** Includes fields for product name (Труба ГНКТ TS-90 BGR17-1 L10x6), quantity, and location (Екатеринбург ул. Архангельская, д.20).
- Владелец и местонахождение (Owner and location):** Fields for owner name and address.
- Поставщик (Supplier):** Field for supplier name (АО "ЛВС").
- Документация и состояние (Documentation and status):** Fields for document type (ДД, МЛ, ПТ) and status (С, Д).
- Дополнительная информация (Additional information):** Fields for various attributes like weight (1, 1200) and length (66, 66).
- Общая информация (General information):** Fields for product code (Труба ГНКТ TS-90 BGR17-1) and other identifiers.



→ Seller 5

● In personal account has the opportunity by himself or with Turkey back office:

- Place goods
- Update product information
- View sales analytics

The screenshot shows a web interface for order management. It is divided into several sections:

- Создание процедуры (Procedure creation):** Fields for procedure name, quantity, and price.
- Снижение цены реализации (Price reduction):** A line graph showing price changes over time, with a table below it.
- Заказ № 2042 (Order #2042):** Details of a specific order, including the date (28 июля 2022) and the total amount (36 040 674.60 P).
- Винилбутиловый эфир (Vinyl butyl ether):** A section with a photo of the product and a list of events (Created, Confirmed by buyer, Confirmed by seller, Pending payment, Completed).
- Summary:** A box showing the total amount (36 040 674.60 P) and the number of units (267 units).

→ Seller

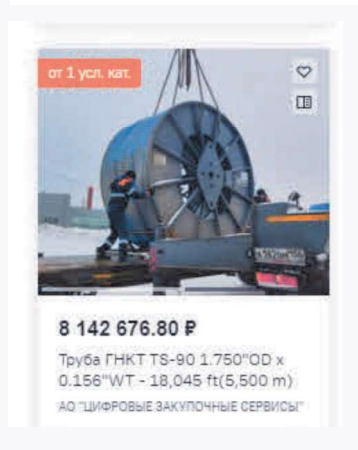
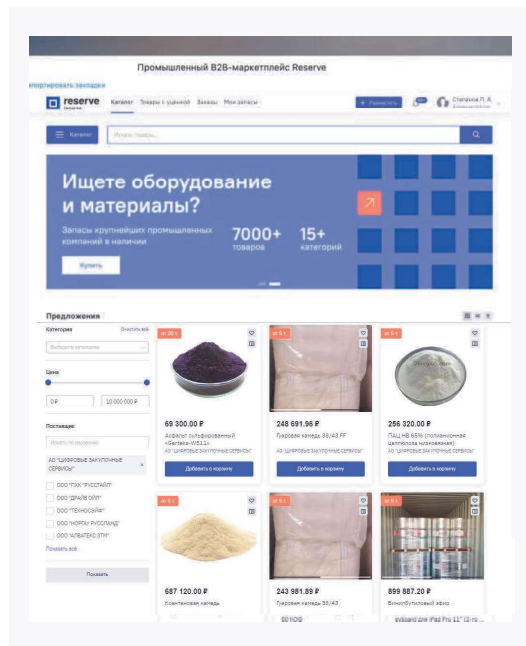
3

Visit Reserve platform, in which

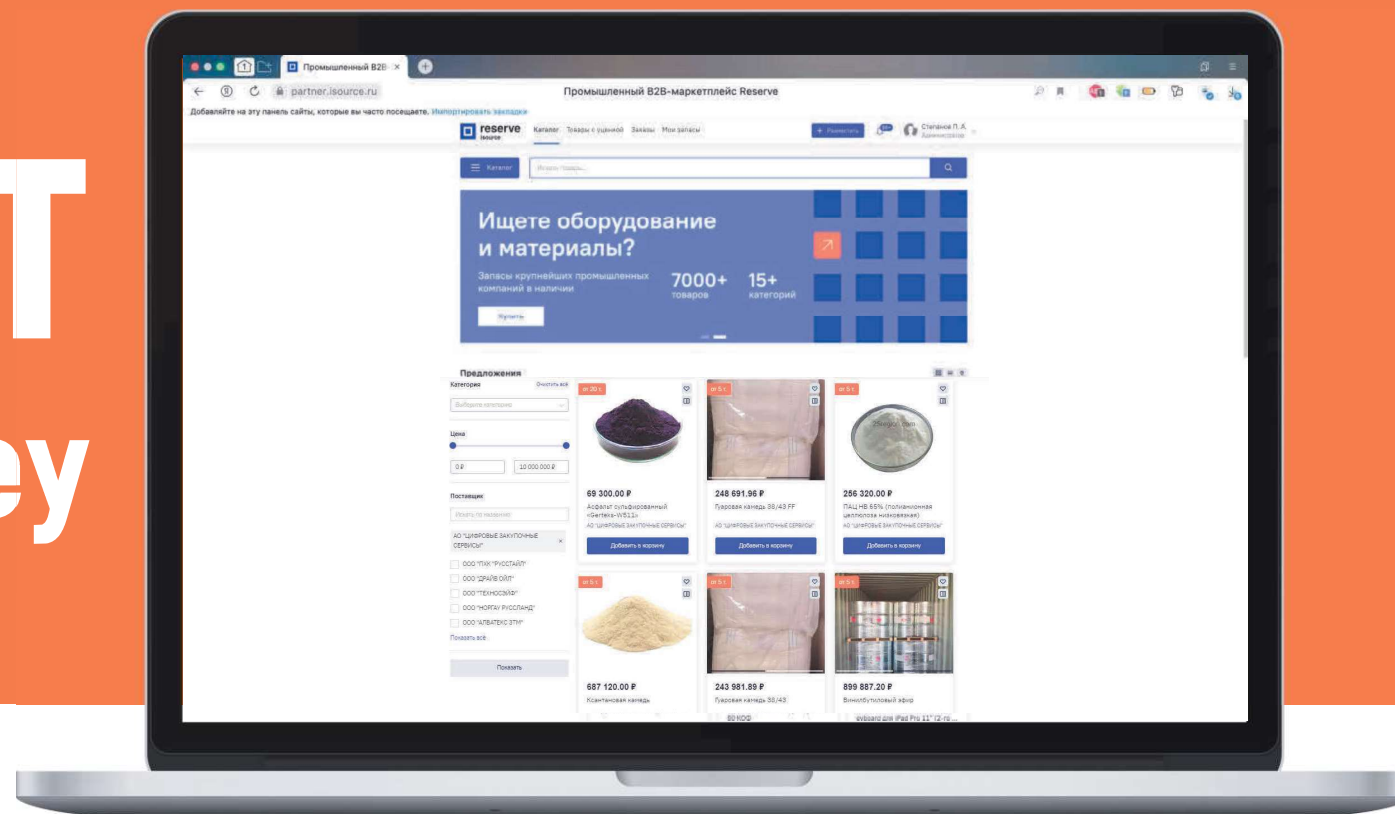
● **45 000+** unique product positions by category

- Pipes
- Instruments
- Chemical products
- Valves
- IT equipment
- Transport
- Cable products
- ...

● **3 500+** buyers - Russian industrial companies



MERCHANT customer journey



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