



STOKARTI

Trade Your
Excess Stock

B2B Industry Sales Channel
Circular Economy Solution

April 2024

Value Recovery of Durable Components

- Slow Moving Inventory
- Obsolete Inventory
- Wrong Purchases
- Near End of Life Assets
- Liquidation of Divisions
- Idle Assets After Outsourcing of Services



Supply & demand problem of excess stock

DEVELOPED MARKETS:
SURPLUS STOCK

Limited demand for
slow moving inventory



Low sales price 0,3\$/kg



Reputation risk
of liquidation



EMERGING MARKETS:
LIMITED SUPPLY

Limited supply
for vintage parts



Expensive local
supply 120\$/kg



Long lead times



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Global Reach/Availability

High Google Ranking



Borderless E-commerce

Delivery from stock with payment & logistic services



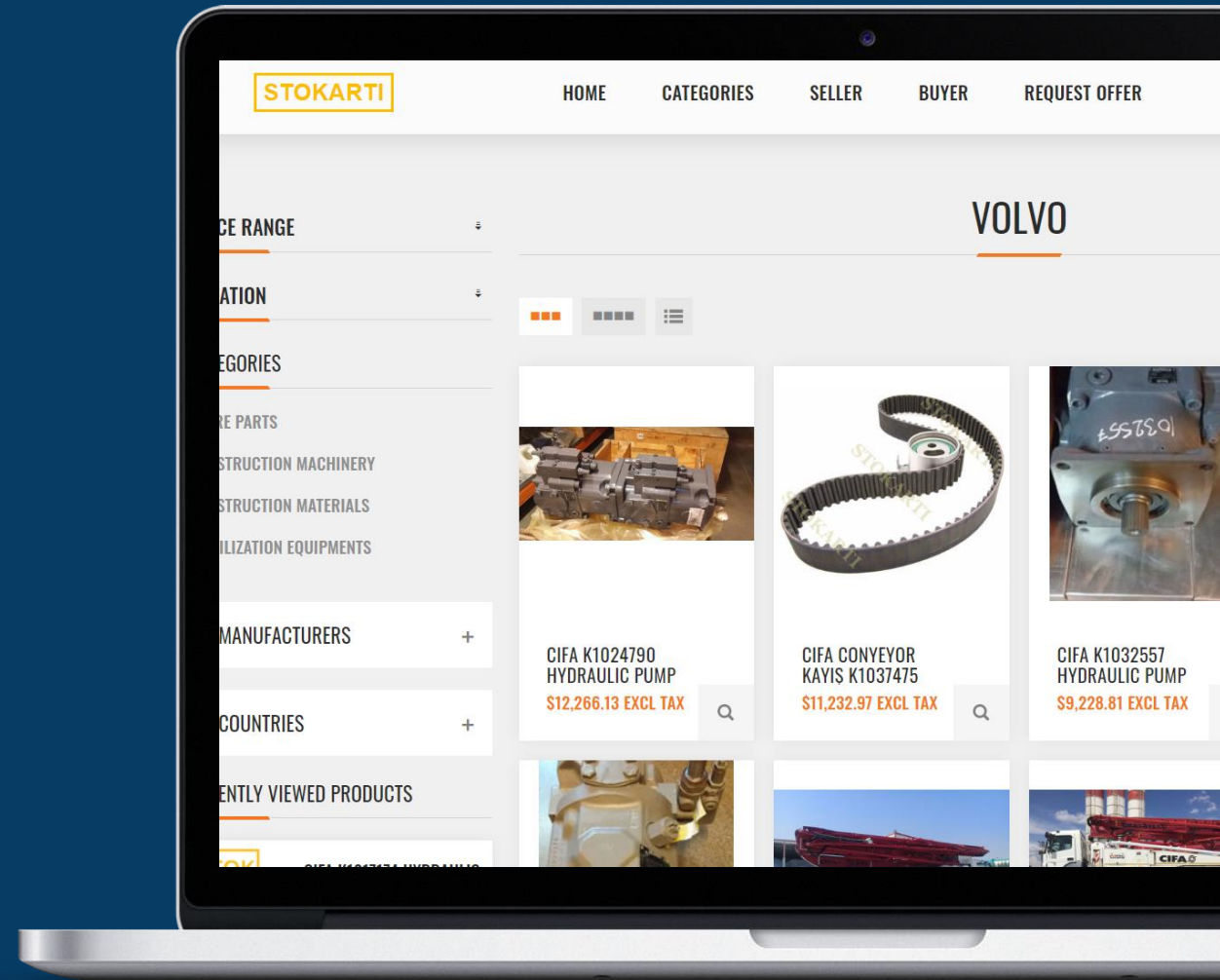
Value Recovery: 200x higher than scrap \$

50% or higher discount rate compared to market price

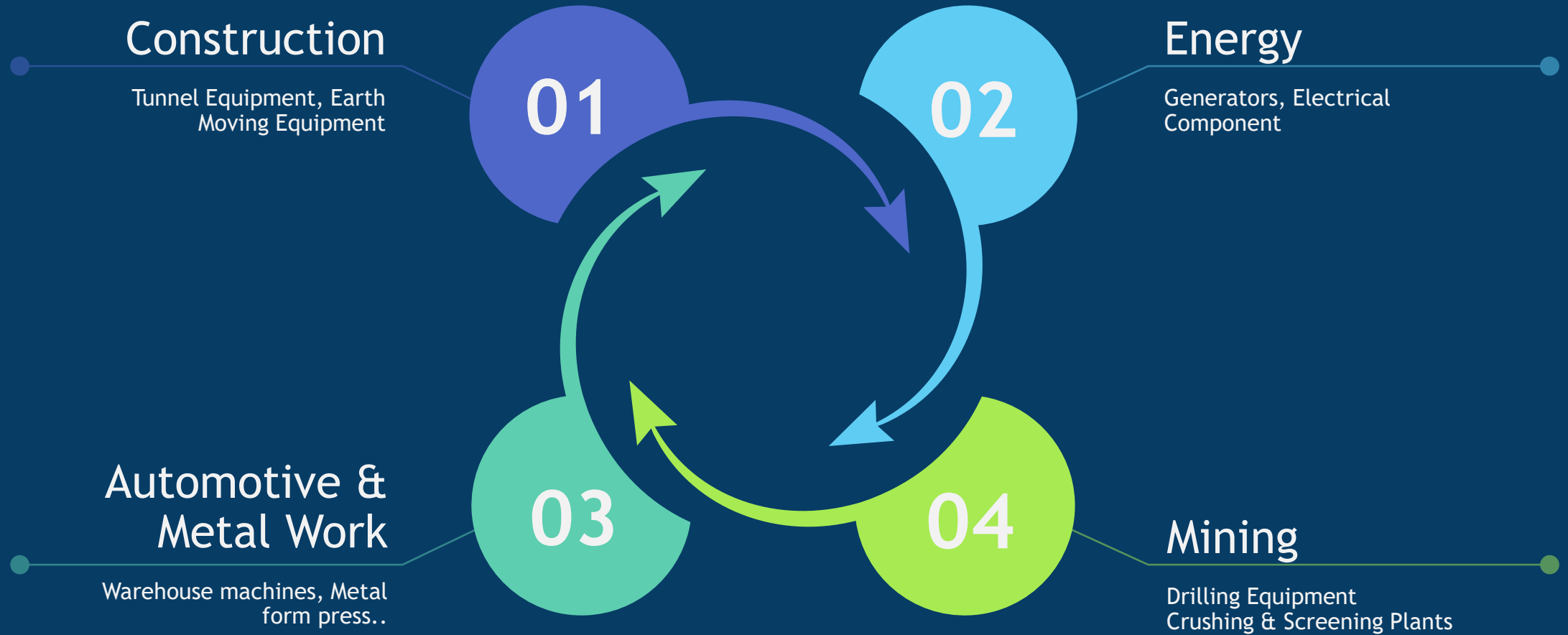


Opaque Sales

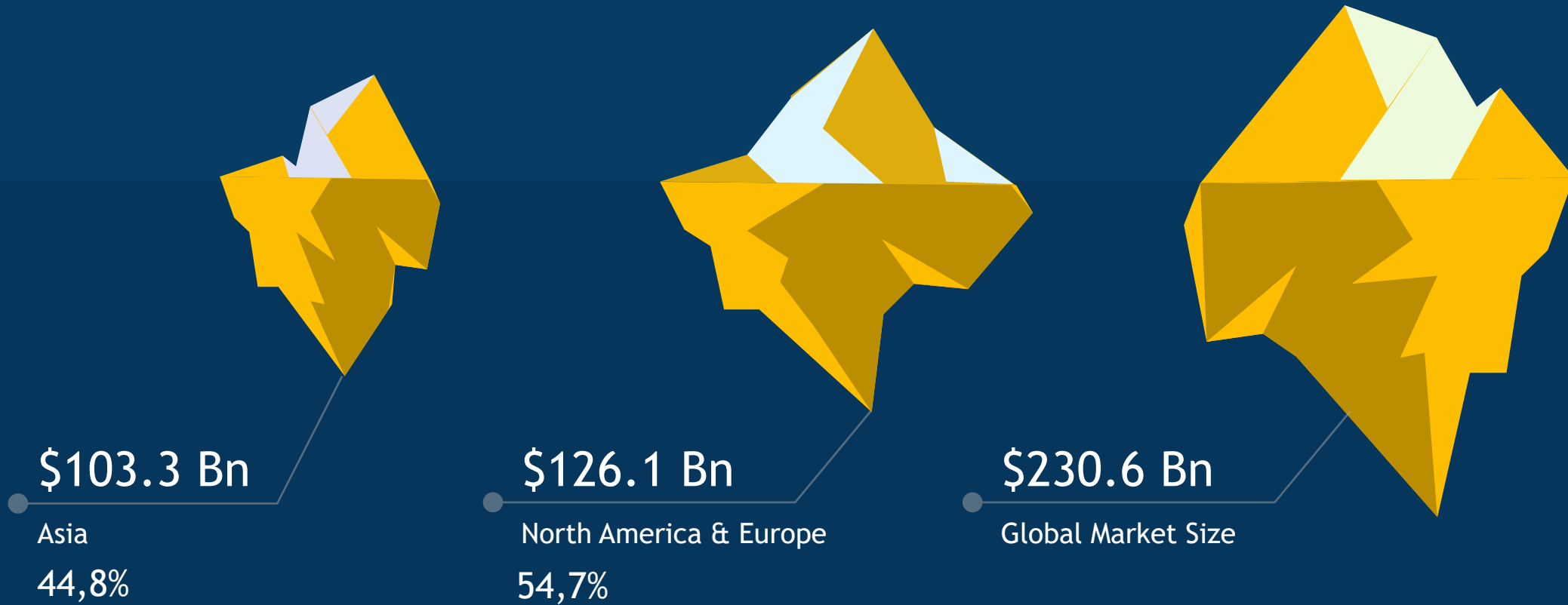
Vendor names are hidden to protect reputation



Service to Multiple Industries



Construction and Industrial Equipment Market Size



**INTERNATIONAL CONSTRUCTION | YELLOW TABLE MAY-JUNE 2023*

Hybrid model with sales commissions and annual fees

BUSINESS MODEL

Current Model	Future Business Model
25% <i>Sales Com</i>	20% <i>Sales Com</i>
Feasible Pricing, Content generation	1200\$/ <i>Annual</i>
Sell First, Buy later	Sales Saas Listing Fees Lead Fees

CIRCULAR BUSINESS MODEL ASPECTS

1. VALUE/ASSET RECOVERY

Recover the economic value of surplus equipment and excess stocks, reduce the waste

2. LIFE-TIME EXTENSION

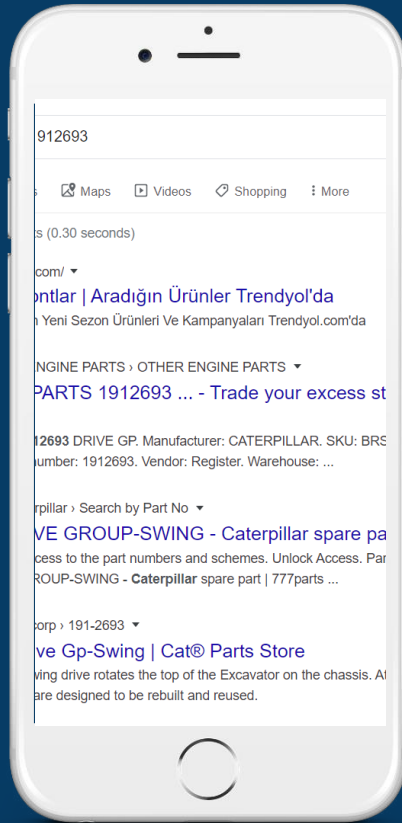
Extend the lifespan of items by refurbishing, repairing, reuse and repurpose.

3. LIST AND TRADE

Creating an international ecosystem that connects companies from various sectors as contractors, subcontractors, parts resellers, repair shops and equipment rental companies for their surplus, idle equipment and parts.

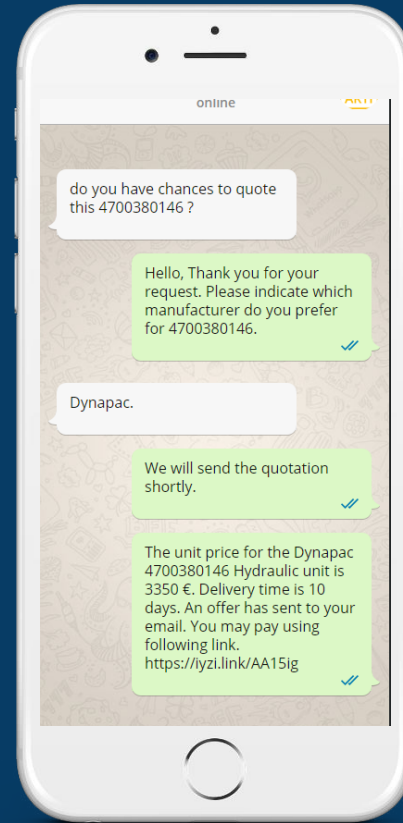


Story of the Customer



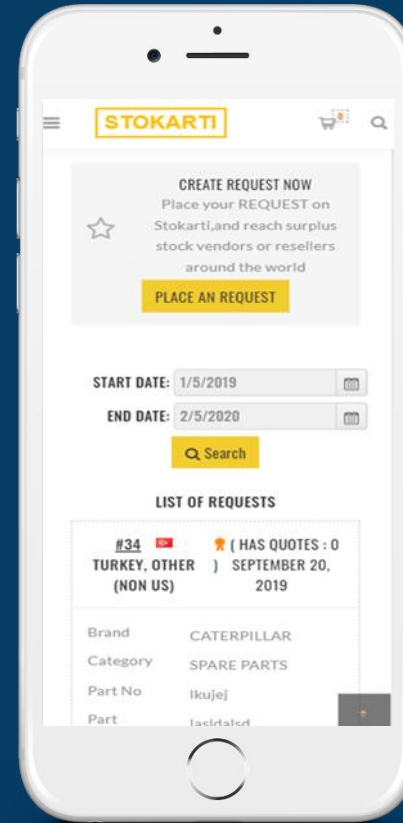
Organic Lead

Customers find products in the first pages of Google results among 20,000 Results.



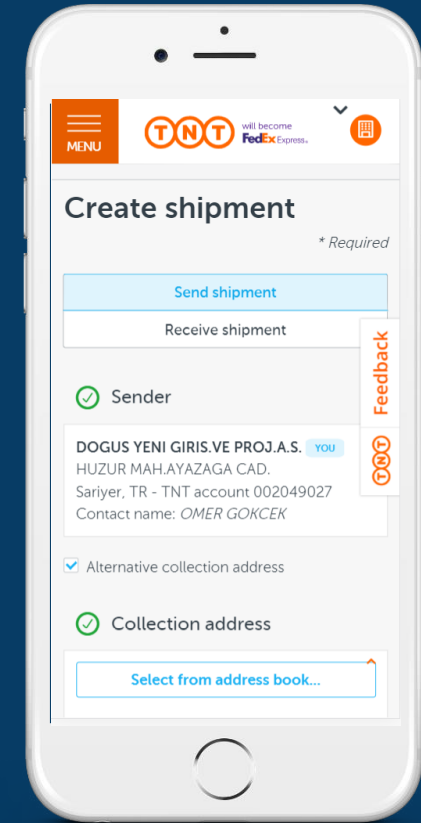
Customer Request

Customer requests are collected via web, email, and Chatbot



Sales SaaS

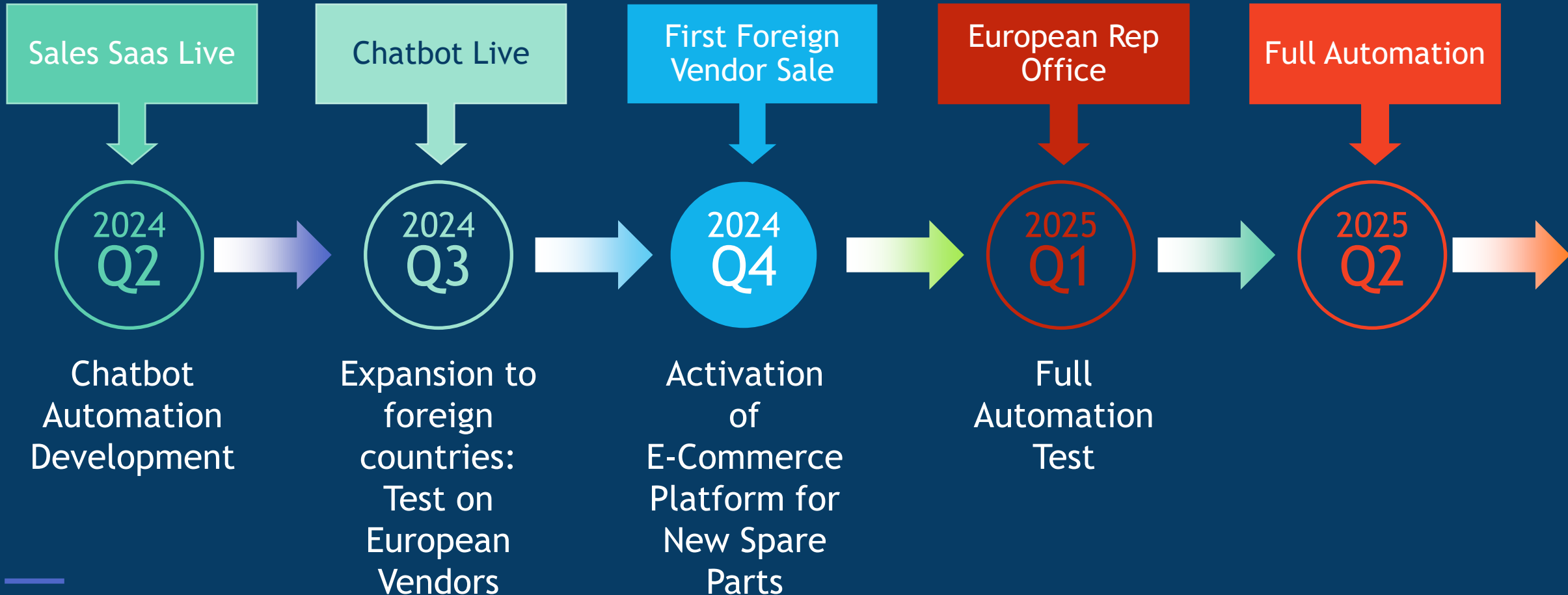
Requests are directed to Vendor Sales module where vendors quote for the request via Stokarti



Cross Border

Stokarti provides digital payment link and international shipment to the Customer

ROADMAP TO DIGITALIZATION



Carbon Footprint Reduction

Every ton of steel produced emitted on average 1.85 tons of CO₂ [1]

REPURPOSING

2 Surplus Trigenation Systems
5 Surplus Narrow Aisle Trucks

AVOIDED

268,25 Ton CO₂ emission



1. WORLD STEEL ASSOCIATION

UN Goal 12: Ensure Sustainable Consumption and production



Stokarti is align with the united nations sustainability goals and member of sustainability council.

Team

Omer Gokcek: 15 years experience in procurement and logistic of equipment and parts both in local and international markets
Hulya Cetin: 12 years experience of software developer and ecommerce.
Müşerref Eryılmaz: 2 years of international sales and digital marketing.



ÖMER GÖKÇEK

CEO / FOUNDER



HÜLYA ÇETİN

SOFTWARE DEVELOPMENT, DESIGNER



MÜŞERREF ERYILMAZ

INTERNATIONAL SALES SPECIALIST



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