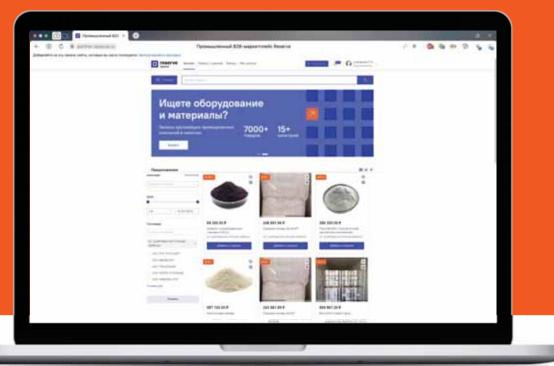
MERCHANT customer journey



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platform RESERVE

Mezeshi Daniel

+7 (911) 739-27-93 / 8 (800) 555-08-80 Mezeshi.D@gazprom-neft.ru

- Seller of technological equipment, spares and components that have no analogues in Russian Federation
 - Pass a technical audit and gets the opportunity to place their goods (or equipment) on <u>Reserve</u> platform

		BUNKESSIN NEW MATERIALS CO., LTD		
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Isource.Reserve's Back office in Turkey

 Concludes a contract for the provision of services for the sale of goods through the Reserve

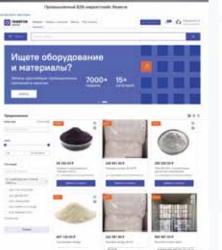


\rightarrow Seller

Visit Reserve platform, in which

- **45 000+** unique product positions by category
 - Pipes
- IT equipment
- Instruments
- TransportCable products
- Chemical products
- Valves

Cable p





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



\rightarrow Seller/Isource.Reserve's Back office in Turkey 4

- Places information about the product in theirs personal account
 - Product name
 - Technical description of goods
 - Location of goods
 - Quantity
 - Price
 - Photos

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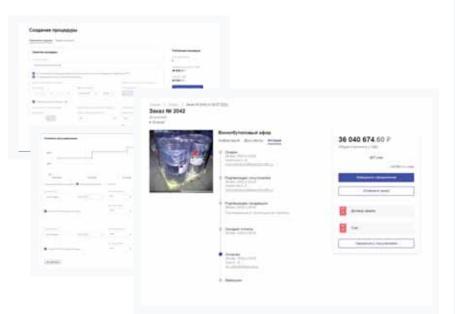
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Seller

 \rightarrow

- In personal account has the opportunity by himself or with Turkey back office:
 - Place goods
 - Update product information
 - View sales analytics





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



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Seller

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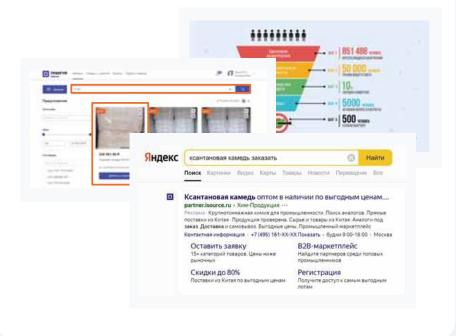
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 In Reserve gets the opportunity to deliver the goods to the buyers in Russian Federation

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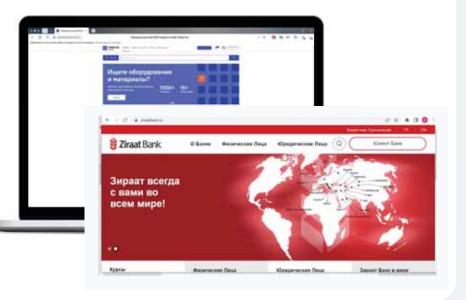
- Provides customer support
 - 24/7 in Turkey
 - All communications with the Russian buyers
 - Complete documentary support of selling goods



Isource.Reserve's Back office in Turkey

 \rightarrow

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



CONTACTS

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