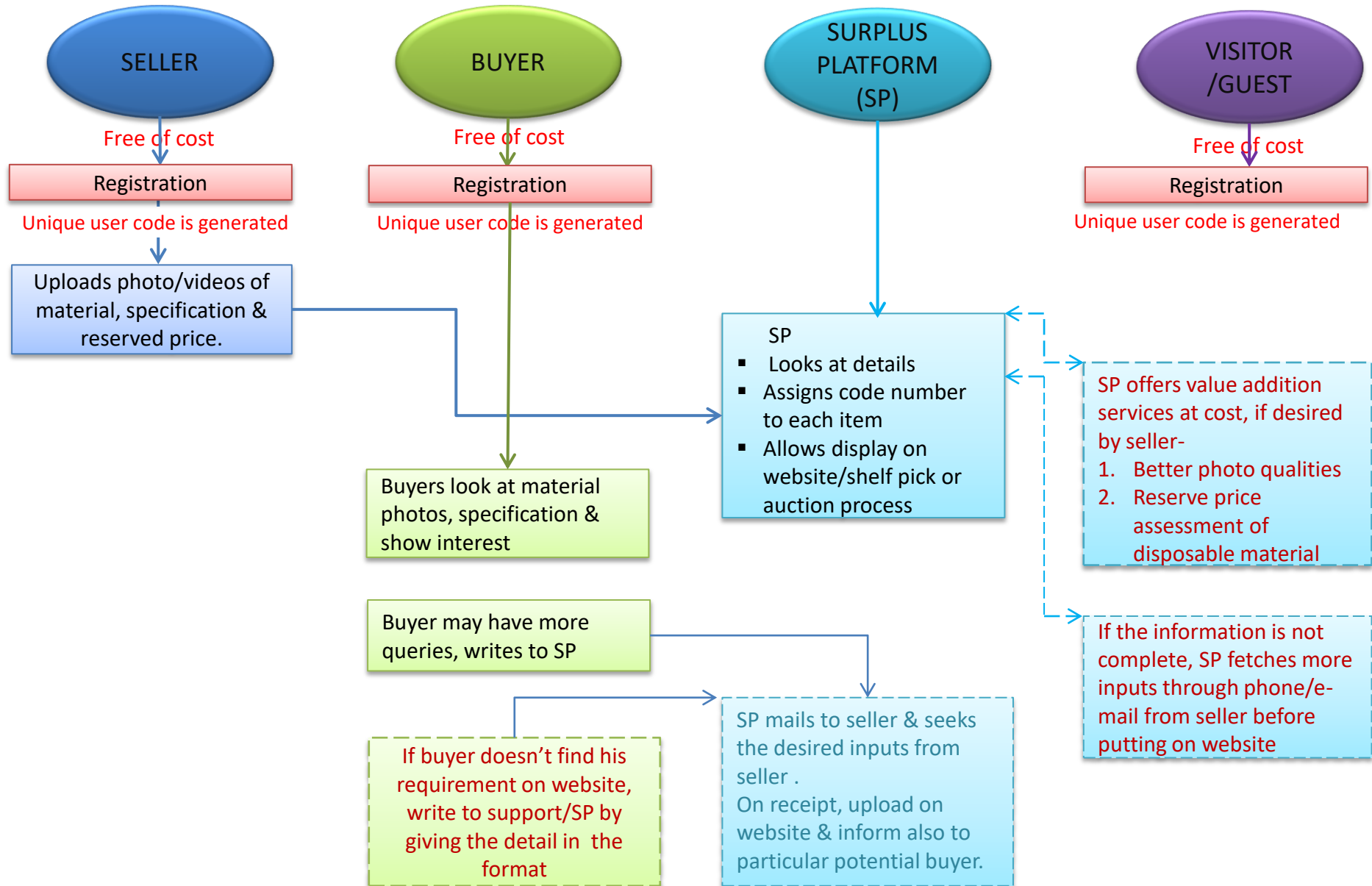


# SURPLUS PLATFORM LLP

# BUSINESS PROCESS FLOW CHART





Buyer picks the option of shelf pick or bidding as per sellers' proposal.

SP advises the buyer to deposit 2% of reserve price as EMD with SP (adjustable/refundable)

Buyer deposits EMD with SP online/DD/cheque etc.

On finding buyer interest SP advises to seller to deposit 2% of reserve price as EMD (adjustable/refundable) or bank guarantee.

Seller deposits EMD-online/DD/cheque.

For given timeline by seller, SP waits & then co-ordinates for inspection with seller

Seller agrees for inspection & gives date & time/Buyer visits the site

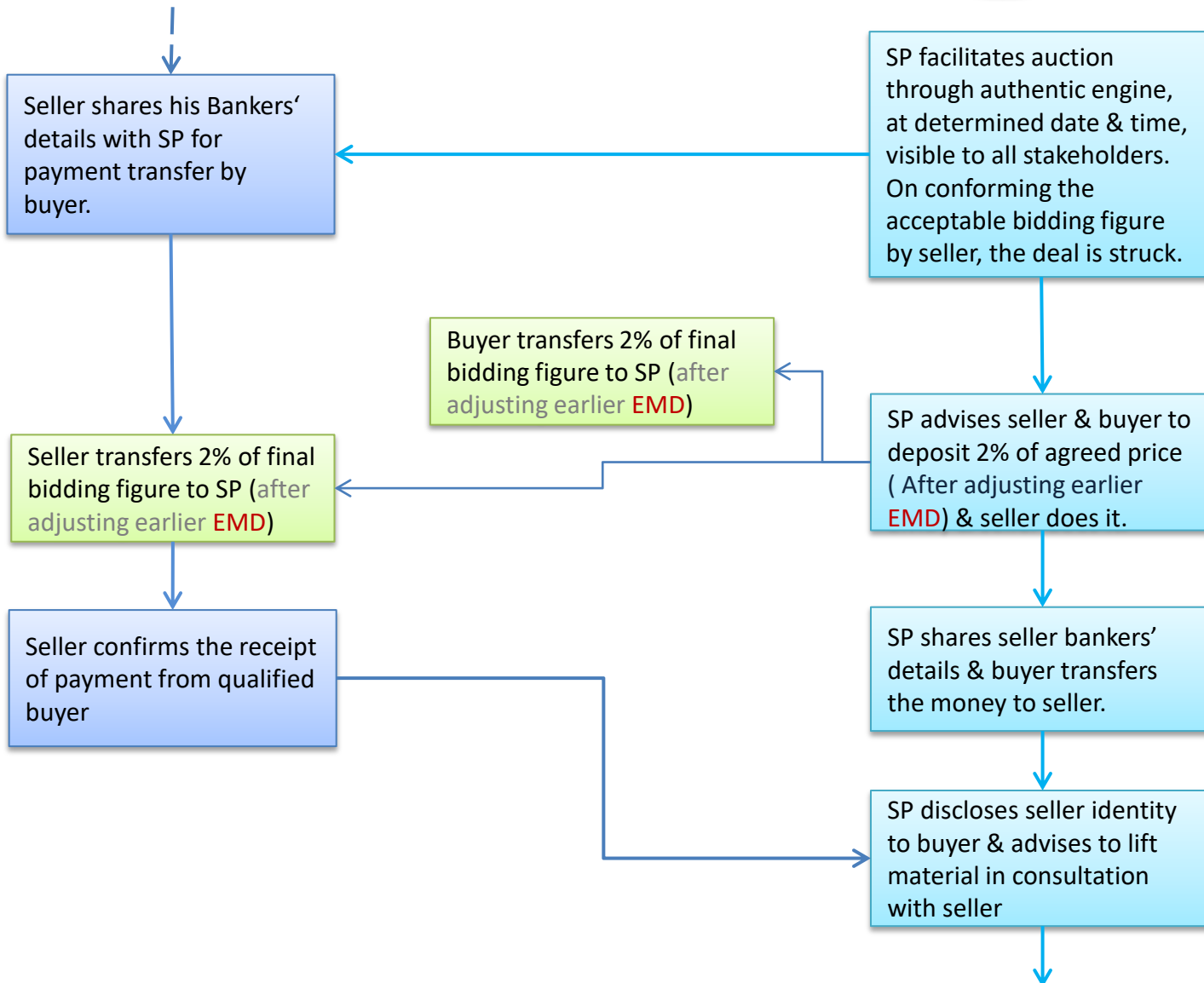
For shelf purchase (i.e. at reserved price) buyer may like to negotiate with seller

Through conference call by SP, negotiation takes place with disclosing either side identity

If buyer gives an offer of the reserve price of the product

For auction, SP arranges the date & slot of auction window & informs all stake holders

Buyers submit the bid through auction engine





On disposal of material its photo is on website is stamped as “sold out” & taken off the screen after 4 weeks by SP

SP returns EMD of non-qualified buyers

SP offers add-on services of insurance, logistics etc. to buyer, in case required

SP sends regular mails & newsletter to seller, buyer & visitor/guest, keeping them apprised about new launches.