



OrbisStore[®]

What is OrbisStore?

OrbisStore is an electronic trading platform enabling sellers and buyers of all types of products and services to reach companies active in the chemicals and petrochemicals industry.

The screenshot shows the OrbisStore website interface. At the top, there is a navigation bar with the OrbisStore logo (BETA), a banner for '468 x 60 REKLAM ALANI', and a 'Sign up today' button. Below the navigation bar, there are tabs for 'WELCOME', 'SELLERS', 'BUYERS', and 'HELP', along with a 'Search Now' button and the website URL 'www.chemorbis.com'. The main content area is divided into two columns: 'SELLERS' and 'BUYERS'. The 'SELLERS' column features a large orange checkmark and lists actions: 'Customize your storefront', 'Manage your stocks', 'Post your offers', 'Handle your customers', and 'Evaluate buy requests'. The 'BUYERS' column features a large green checkmark and lists actions: 'Search for products', 'Visit storefronts', 'Compare offers', and 'Submit buy requests'. Below these columns, there is a 'Products & Services' section with five categories: 'Commodity plastics' (PE, PP, PVC, PS, ABS, PET...), 'Specialty plastics' (Engineering plastics, compounds, etc.), 'Additives' (Stabilizers, masterbatch, TiO2, fillers, lubricants, etc.), 'Capital goods' (Machinery, equipment, tooling, etc.), and 'Professional services' (Transportation, logistics, insurance, finance, etc.). A 'Search Now' button is located in the bottom right corner of the 'Products & Services' section.

What is Traded on OrbisStore?



- Commodity plastics (PP, PE, PVC, PS, ABS, PET)
- Specialty plastics (Engineering plastics, compounds, etc.)
- Additives (Stabilizers, masterbatch, TiO₂, fillers, lubricants, etc.)
- Capital goods (Machinery, equipment, tooling, etc.)
- Professional services (Transportation, logistics, insurance, finance, etc.)

Who uses OrbisStore?

All registered ChemOrbis members are **OrbisStore buyers**.

- Companies offering products and services through storefronts on OrbisStore are referred to as **sellers**
- All companies including the sellers who have their own storefronts can purchase products and services on OrbisStore as **buyers**
- **OrbisStore is free for buyer companies**



More than **27,000 members** as of December 31 2009

Who can access your storefront? (Visitor without login)

- Visitors who have not logged in can view your logo and company name
- They can learn the number of all active postings and the markets you sell to
- This allows you to significantly increase the number of potential customers you can reach

The screenshot shows the ChemOrbis website interface for a visitor without a login. The top navigation bar includes 'WELCOME', 'SELLERS', 'BUYERS', 'HELP', a search bar with 'Search Now', and the URL 'www.chemorbis.com'. A green banner below the navigation bar reads 'BUYERS' and 'You are a guest user with limited access. Please login for free unlimited access'. The left sidebar contains a menu with 'Storefronts', 'Advanced Search', 'My Requests', 'My Markets', 'Storefront Owner Application', and 'User Operations'. The main content area is titled 'Storefronts' and features a blue information box stating: 'All active storefronts are listed below. You can view the stores that sell to specific market(s) by searching for the market in question. For detailed information about any storefront, please click on the seller name.' Below this is a search filter section with dropdown menus for 'Search by Market', 'Company Type', 'Storefront Status', and 'New Arrivals'. The storefronts listed are: 1. YANTAS YAVUZLAR PLASTIK SAN. VE TIC. A.S. (Kocaeli, Turkey, New Storefront, Company Type: Producer(Seller), Markets Of Interest: Afghanistan, Albania, Algeria, American Samoa...), 2. TRICON ENERGY TURKIYE (İstanbul (Avrupa Yakası), Turkey, New Storefront, Company Type: Producer(Seller), Markets Of Interest: Afghanistan, Albania, Algeria, Andorra, Angola...), 3. PETKIM PETROKIMYA HOLDING A.S. (İzmir, Turkey, New Storefront, Company Type: Producer(Seller), Markets Of Interest: Afghanistan, Albania, Algeria, Andorra, Angola...), and 4. CHIMICOM S.r.l. (OVADA AL, Italy, New Storefront, Company Type: Producer(Seller), Markets Of Interest: Italy).

Access to your offers (Visitors without login)

 **POSTINGS LIST**

You can sort by clicking on the header of the column.

 You can send a message to the seller regarding a posting by clicking the stock name. To create a request, click the posting number.

Posting #	Product	Stock Name	Origin	Quality	Posting Type	Shipment Term	Payment Term	Posting Quantity	Unit Price
XXX	MDPE Pipe	XXX	XXX	Others	Unlisted Price	Ex-Warehouse, , Adana, Turkey	Cash in Advance	300.0 mton Min:300.0 mton	
XXX	ABS Ext. (B)	XXX	XXX	Prime	Unlisted Price	EXW, sdf, China	Cash in Advance IN	100.0 mton Min:100.0 mton	
XXX	ABS Ext. (B)	XXX	XXX	Prime	Unlisted Price	Ex-Warehouse, , Adana, Turkey	Cash in Advance	100.0 mton Min:100.0 mton	
XXX	ABS Ext. (B)	XXX	XXX	Prime	Unlisted Price	EXW, sdf, China	Cash in Advance IN	100.0 mton Min:100.0 mton	

- Companies, which haven't logged in and those which you haven't approved, can access your storefront. However, they will view your postings with certain restrictions
- For example, they will not be able to view the details of your stock, origin and price

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How to access OrbisStore?

- www.orbisstore.com
- By **orbisstore.com** link on www.chemorbis.com
- By **OrbisStore** link under Marketplace on www.chemorbis.com
- By **OrbisStore** link on www.chemorbis.com left menu



What is the value proposition of OrbisStore?

For Sellers;

- Be visible 24/7
- Reach potential customers worldwide
- Promote your company
- Increase brand awareness
- Sell your products and services



What is the value proposition of OrbisStore?

For Buyers;

- Search for products and services
- Compare offers from different sellers
- Visit storefronts
- Purchase products and services
- Meet and contact new suppliers



OrbisStore Features (Sellers)

1. Be visible 24x7

- ✓ Company Introduction
- ✓ Product Introduction
- ✓ Submit sell offers

The screenshot shows the OrbisStore (BETA) website interface. At the top, there is a navigation bar with 'WELCOME', 'SELLERS', 'BUYERS', and 'HELP' menus, along with a 'Search Now' button and the website URL 'www.chemorbis.com'. Below the navigation bar, there is a 'BUYERS' section with links for 'Storefronts', 'Advanced Search', 'My Requests', 'My Markets', 'Storefront Owner Application', and 'User Operations'. The main content area features a 'TRADEORBIS T' section with 'Seller Info' and 'Markets' buttons. Below this, there is an 'OPEN' section with a world map and a 'ChemOrbis CONNECTING MARKETS' logo. The 'ACTIVE POSTINGS' section displays three product categories: PP (4), PE (1), and PVC (3). The 'SEARCH IN THE STOREFRONT' section includes a search form with fields for 'Product Group', 'Product', and 'Market', and a 'Search' button.

The screenshot shows a detailed view of the OrbisStore website. The 'POSTINGS LIST' section contains a table with columns for 'Posting', 'Product', 'Subst. Name', 'Origin', 'Quality', 'Quantity', 'Management System', 'Payment System', 'Posting', and 'Date'. Below the table, there is a 'MARKETS OF INTEREST' section with a world map and a 'COMPANY INFORMATION' section with a language selector (Turkish/English) and contact details for Atabek Gulbayev.

Posting	Product	Subst. Name	Origin	Quality	Quantity	Management System	Payment System	Posting	Date
55	SPVC & SA	FOURCOLON	United States	Prime	Substrate Approval	CPA, MSDS, Turkey	LC at sight	100.0 min	1.000
56	LDPE Film	PE1000 P2	Turkey	Prime	Substrate Approval	Eurochem, Turkey	LC at sight	200.0 min	1.000

COMPANY INFORMATION

Turkish **English**

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Fax: 90 238 3603768
E-mail: info@chemorbis.com
Web Site: http://www.chemorbis.com

OrbisStore Features (Sellers)

2. Create sell offers with different binding levels

- ✓ Firm offer
- ✓ Subject to approval offer
- ✓ Unlisted offer

Posting #	Product	Stock Name	Trading Type	Inco/Delivery	Payment Term	Quantity	Unconfirmed Quantity	Quantity Sold	Unit Price
<input type="checkbox"/> 501	LDPE Film	PETILEN F2-12	Subject to approval	Ex-Warehouse, Adana, Turkey	Cash in Advance	200.0 mton Min:20.0 mton	0.0	0.0	1,200 USD
<input type="checkbox"/> 556	PPH Raffia	Petoplen MH418	Unlisted Price	Ex-Warehouse, Ravenna, Italy	Cash in Advance	100.0 mton Min:100.0 mton	0.0	0.0	
<input type="checkbox"/> 557	PPH Raffia	Petoplen MH418	Subject to approval	Delivered To Location, Ravenna, Italy	Cash in Advance	400.0 mton Min:100.0 mton	0.0	800.0	1,400 USD
<input type="checkbox"/> 525	SPVC K 67-68	FORMOLON-10	Subject to approval	CFR, MERSIN, Turkey	L/C at sight	150.0 mton Min:100.0 mton	0.0	0.0	1,090 USD
<input type="checkbox"/> 579	SPVC K 67-68	FORMOLON-10	Subject to approval	CFR, Ravenna, Italy	Cash Against Goods	390.625 mton Min:15.625 mton	0.0	0.0	900 EUR
<input type="checkbox"/> 582	SPVC K 67-68	FORMOLON-10	Firm	CFR, Shanghai, China	L/C at sight	100.0 mton Min:20.0 mton	0.0	0.0	980 USD

OrbisStore Features (Sellers)

3. Define stock entries that fully reflect the product

- ✓ Describe product
- ✓ Specify product specifications
- ✓ Add product picture
- ✓ Enter stock quantity

The screenshot displays the OrbisStore (BETA) interface for a seller. The top navigation bar includes 'WELCOME', 'SELLERS', 'BUYERS', 'HELP', and a search bar. The 'SELLERS' section is active, showing a sidebar with options like 'Postings', 'Buy Requests', 'Stock Management', 'Application Management', 'Customer Management', 'Storefront Management', and 'User Operations'. The main content area shows 'Stock Detail' for 'FORMOLON-10'. Key details include: Product: SPVC K 67-68; Stock Name: FORMOLON-10; Quantity: 1,000 mton; Safety Stock: 100 mton; Product Picture: Formosa PVC.jpg. The 'Quality' is listed as 'Prime'. The 'Product Specifications' section provides detailed descriptions in English and Turkish, mentioning 'Formolon-10, or F-10, is a medium molecular weight PVC homopolymer dispersion resin with low residual surfactant content'. The 'Origin' is 'United States' and the 'Product Package' is 'In 25kgs bags on 1250kgs shrink wrapped pallets'. The footer contains 'About Us | Contact Us | Help | Term & Conditions | Privacy | Site Map' and copyright information for ChemOrbis Elektronik Pazaryeri A.Ş.

OrbisStore Features (Sellers)

4. Create and categorize approved customer lists

- ✓ Evaluate customer applications and form approved customer lists
- ✓ Categorize approved customers (based on market, size, credibility, etc.) to create sell offers with different offer prices and associated sales terms visible only to specific profiles

WELCOME SELLERS BUYERS HELP Search Now www.chemorbis.com

SELLERS

- Postings >>
- Buy Requests >>
- Stock Management >>
- Application Management >>
- Customers Awaiting Approval**
- Restricted Customers
- Approved Customers
- Application Settings
- Customer Management >>
- Storefront Management >>
- User Operations >>

Customers Awaiting Approval

Your current application approval settings - Never accept without my approval
To change your settings, click here.
Those customers which you have previously rejected automatically are shown with red and manually with dark blue.

3,492 records found, displaying 1 to 10.

Company Name	Company Type	Country	Application Date	Newly Registered	Approve	Reject
SPACK International	Converter(Buyer)	Singapore	03/09/2009	Auto	<input type="checkbox"/>	<input type="checkbox"/>
IT Thailand Co Ltd	Converter(Buyer)	Thailand	03/09/2009	Auto	<input type="checkbox"/>	<input type="checkbox"/>
AB Nica Seayar Limited Partnership	Converter(Buyer)	Thailand	18/09/2009	Auto	<input type="checkbox"/>	<input type="checkbox"/>
PK Products Co., Ltd.	Other	Thailand	23/09/2009	Auto	<input type="checkbox"/>	<input type="checkbox"/>
J.M. Thailand Co., Ltd.	Trader/Distributor	Thailand	21/07/2009	Auto	<input type="checkbox"/>	<input type="checkbox"/>
J.SN Enterprise Co Ltd	Other	Thailand	29/09/2009	Auto	<input type="checkbox"/>	<input type="checkbox"/>
IT Industries Sdn Bhd	Converter(Buyer)	Malaysia	14/08/2009	Auto	<input type="checkbox"/>	<input type="checkbox"/>
BE Company	Converter(Buyer)	Vietnam	22/07/2009	Auto	<input type="checkbox"/>	<input type="checkbox"/>
HE (S) Pte Ltd	Converter(Buyer)	Singapore	03/09/2009	Auto	<input type="checkbox"/>	<input type="checkbox"/>
A. Best Inter Products Co Ltd	Converter(Buyer)	Thailand	09/09/2009	Auto	<input type="checkbox"/>	<input type="checkbox"/>

3,492 records found, displaying 1 to 10.

1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | Next | Last | 10

Back Continue

WELCOME SELLERS BUYERS HELP Search Now www.chemorbis.com

SELLERS

- Postings >>
- Buy Requests >>
- Stock Management >>
- Application Management >>
- Customer Management >>
- Storefront Management >>
- User Operations >>

Edit Profile

Select Profile Transfer Customers Confirmation

You can change the name of your existing profiles and/or transfer customers between profiles.

To change profile name, please select the profile in question and click "Rename Profile" link. To transfer customers between profiles, please continue by choosing the profile which you will transfer companies to.

Profile Name: -- Select -- Update Profile Name

- Select --
- Standard
- Duzenli Müşterilerim (Türkiye)
- Duzenli Müşterilerim (Italya)
- Aktif İşveren Müşterilerim (Türkiye)
- Sigortalı Müşterilerim (Italya)
- Mitirdeki Müşterilerim

OrbisStore Features (Sellers)

5. Creating approved customer list

- ✓ When opening a storefront, all existing members will be brought to your attention for approval
- ✓ Afterwards, all new members registered to the system will be presented to you for approval in a similar fashion
- ✓ Customers you have rejected may reapply to be your approved customer
- ✓ You can choose one of three methods to evaluate applications
 - Accept automatically after 1 week
 - Reject automatically after 1 week
 - Never accept without my approval
- ✓ You can reject recurring applications automatically
- ✓ All approved customers are automatically assigned to the "Standard" profile

OrbisStore Features (Sellers)

6. Creating customer profiles

- ✓ You can create different profiles by grouping customers by different criteria
- ✓ You can define which of your postings will be open to which profile(s), therefore determining which profile(s) can see your postings
- ✓ Sample criteria you can use when creating profiles:
 - Market
 - Size
 - Credibility
- ✓ Each customer can appear in one profile at a time. Once you create your profile, you can edit by adding or removing customers
- ✓ In case you delete a profile, all customers that are a part of that profile continue to be your approved customers and will be transferred back to the "Standard" profile

Access to your storefront (Logged in Visitor)

- Visitors who have logged in can view your logo and company name
- They can learn the number of all active postings and the markets you sell to
- They can see whether they are your approved customer and apply to become one if not already approved

The screenshot shows the ChemOrbis website interface for a logged-in visitor. The top navigation bar includes 'WELCOME', 'SELLERS', 'BUYERS', 'HELP', a search bar with 'Search Now', and the website URL 'www.chemorbis.com'. The main content area is titled 'BUYERS' and features a sidebar with navigation options: 'Storefronts', 'Advanced Search', 'My Requests', 'My Markets', 'Storefront Owner Application', and 'User Operations'. The main content area displays a list of storefronts under the heading 'Storefronts'. A blue box at the top of the list states: 'All active storefronts are listed below. You can view the stores that sell to specific market(s) by searching for the market in question. For detailed information about any storefront, please click on the seller name.' Below this, there are filters for 'Search by Market', 'Company Type', 'Storefront Status', and 'New Arrivals'. The list of storefronts includes:

- YANTAS YAVUZLAR PLASTIK SAN. VE TIC. A.S._**
Kocaeli, Turkey **New Storefront**
Company Type: Producer(Seller)
Markets Of Interest: Afghanistan Albania Algeria American Samoa ...
- TRICON ENERGY TURKIYE_**
İstanbul (Avrupa Yakası), Turkey **New Storefront**
Company Type:
Markets Of Interest: Afghanistan Albania Algeria Andorra Angola ...
- PETKIM PETROKIMYA HOLDING A.S._**
İzmir, Turkey **New Storefront**
Company Type: Producer(Seller)
Markets Of Interest: Afghanistan Albania Algeria Andorra Angola ...
- CHIMICOM S.r.l_**
OVADA AL, Italy **New Storefront**
Company Type:
Markets Of Interest: Italy

Access to your postings (Logged in Visitor)

Posting #	Product	Stock Name	Origin	Quality	Posting Type	Shipment Term	Payment Term	Posting Quantity	Unit Price
129	HDPE Film	Sabic 952	Saudi Arabia	Prime	Firm	Ex-Warehouse, , Adana, Turkey	Cash in Advance	10.0 mton Min:10.0 mton	870 Euro
43	ABS Ext. (W)	abs eks	Samoa	Prime	Subject to approval	Ex-Warehouse, İSTANBUL DEPO, , Adana, Turkey	Cash in Advance	100.0 mton Min:10.0 mton	1,250 Euro
130	HDPE Film	Sabic 952	Saudi Arabia	Prime	Subject to approval	Ex-Warehouse, MERSİN DEPO, , Turkey	Cash in Advance	40.0 mton Min:20.0 mton	700 Euro
128	ABS Ext. (W)	abs eks	Samoa	Prime	Subject to approval	Ex-Warehouse, , İçel (Mersin), Turkey	Having a fixed term Advance	5.0 mton Min:1.0 mton	1,250 Euro
XXX	PPH Raffia	XXX	XXX	Prime	Subject to approval	CPT, Vien, Austria	L/C having a fixed term	100.0 mton Min:20.0 mton	XXX

- Logged in visitors can only view the postings open to their profile when they visit your storefront
- As an additional control, if the visitor is not located in the market of a particular posting, they cannot view the price information

OrbisStore Features (Sellers)



7. Create automated business rules

- ✓ Specify the storefront's working days and hours
- ✓ Automatically replenish firm offers
- ✓ Define validity time for offers which are subject to approval
- ✓ Automatically put on hold the offers that become invalid due to remaining stock quantity
- ✓ Enter minimum order quantity and lot size which will be offered
- ✓ Automatically assign different quantity discount limits and values
- ✓ Define separate general terms and conditions for different markets and sales terms

8. Receive SMS messages regarding buy offers and concluded sales

OrbisStore Features (Buyers)

1. Conduct detailed search

- ✓ Find products and services offered by various sellers conveniently and easily
- ✓ Compare offers
- ✓ Purchase products and services

The screenshot displays three overlapping panels from the OrbisStore search interface:

- Posting Details Panel:** Contains filters for Posting Type (dropdown), Currency (dropdown), Price Range (input fields with operators <=, *, <=), Unit Of Measure (dropdown), Quantity Range (input fields with operators <=, *, <=), and Trading Type (radio buttons for Local, International, and Both).
- Product Details Panel:** Features a Product Group dropdown, a Product list (MDPE Pipe, PP Homopolymer Raffia, ABS Extrusion (White), ABS Extrusion (Black)), a Quality list (Near to Prime, Off-spec, Others, Prime, Regrind, Wide-spec), and a Product Origin dropdown (Afghanistan, Albania, Algeria). A Search button is located at the bottom.
- Delivery Details Panel:** Includes a section for "I am looking for;" with radio buttons for "Products available at my delivery location" (with sub-options for current location vs. preferred delivery point) and "Both". It also has a "Prompt" section (Yes/No), "Shipment Date" fields (Earliest and Latest with Day, Month, Year dropdowns), and "Country" and "State/Province" dropdowns. A "Selected Cities" section includes a list of cities and navigation buttons (>>, >, <, <<).

OrbisStore Features (Buyers)

2. Visit storefronts

- ✓ Meet new suppliers and apply to become their approved customers
- ✓ Enter storefronts to view each seller's existing offers
- ✓ Purchase products and services

WELCOME SELLERS BUYERS HELP Search Now www.chemorbis.com

BUYERS

- Storefronts >>
- Advanced Search >>
- My Requests >>
- My Markets >>
- Storefront Owner Application >>
- User Operations >>

Storefronts

All active storefronts are listed below. You can view the stores that sell to specific market(s) by searching for the market in question. For detailed information about any storefront, please click on the seller name.

Search by Market Company Type Storefront Status New Arrivals

- YANTAS YAVUZLAR PLASTIK SAN. VE TIC. A.S.**
Kocaeli, Turkey **New Storefront**
Company Type: Producer(Seller)
Markets Of Interest: Afghanistan, Albania, Algeria, American Samoa, ...
- TRICON ENERGY TURKIYE**
İstanbul (Avrupa Yakası), Turkey **New Storefront**
Company Type:
Markets Of Interest: Afghanistan, Albania, Algeria, Andorra, Angola, ...
- PETKIM PETROKIMYA HOLDING A.S.**
İzmir, Turkey **New Storefront**
Company Type: Producer(Seller)
Markets Of Interest: Afghanistan, Albania, Algeria, Andorra, Angola, ...
- CHIMICOM S.r.l.**
OVADA AL, Italy **New Storefront**
Company Type:
Markets Of Interest: Italy

Why OrbisStore?

- ✓ **Low customer acquisition cost** ↓
 - ✓ **High resource efficiency** ↑
 - ✓ **High sales and marketing effectiveness** ↑
- **Cost:** very low compared to alternatives (fairs, visits, etc.) thanks to 24x7, 365 days access to its ever expanding global and refined community
 - **Efficiency:** very high due to utilizing complicated business rules for more effective usage of resources (people, time and money) thanks to technology
 - **Effectiveness:** very high due to presenting your sales offers professionally and completely, evaluating potential sales leads while they still exist and reaching your potential customers while you're still sleeping



“Meeting Point for Plastics Community”

www.chemorbis.com

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