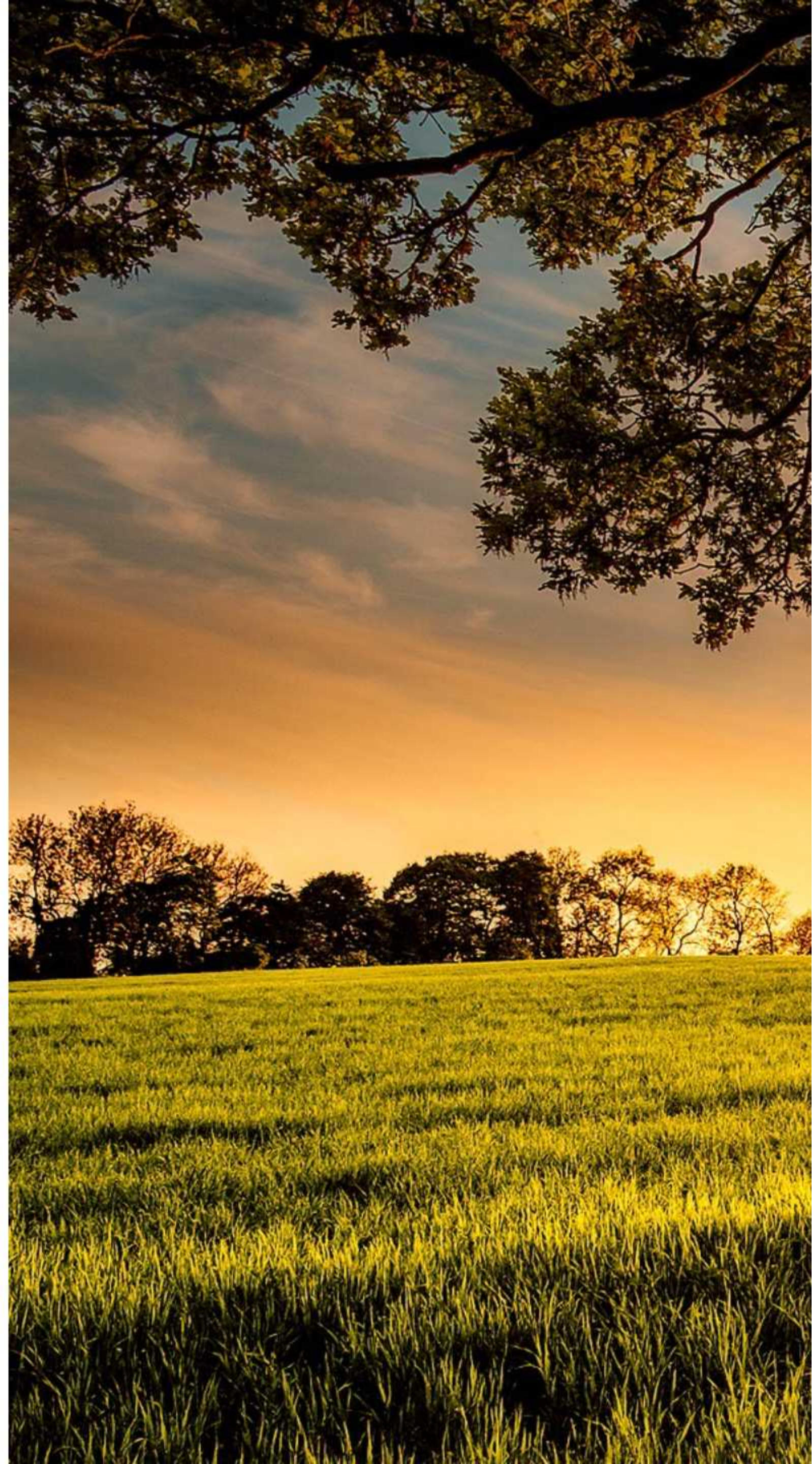




BIMEX NORDIC
CONSORTIUM

**International Commodity, Trade
&
Supply / 2022**



W e l c o m e t o o u r c o m p a n y

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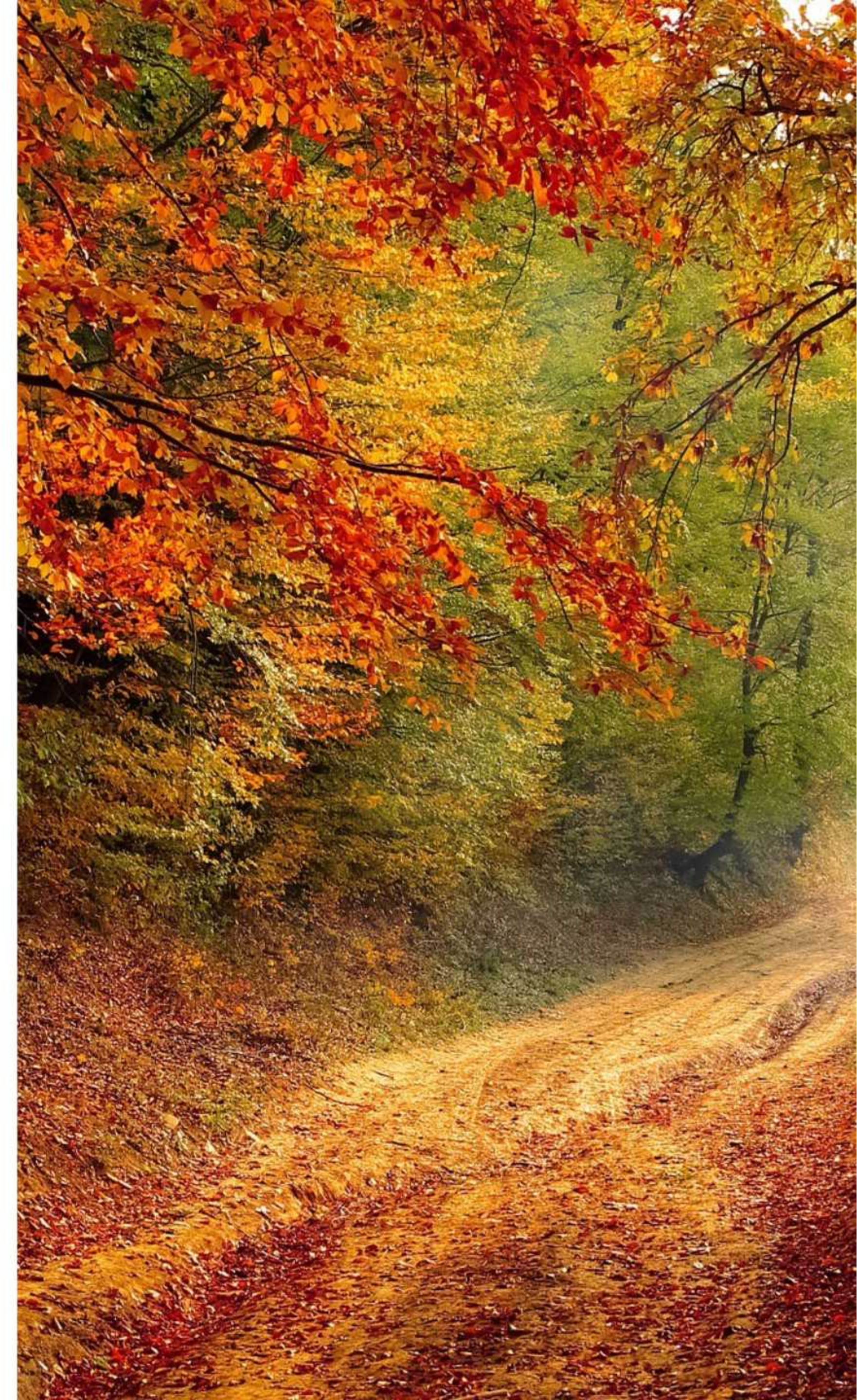
1. Respect for employee dignity and friendly working conditions
2. Safety and health of employees
3. Employee communication and interaction
4. Equal opportunities in employment, promotion, career, and qualification enhancement, and responsibility for subordinates
5. Employee conduct outside the workplace and working hours
6. Misuse of Company time, property, and equipment
7. Offering and receiving benefits
8. Conflicts of interest and competitors
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Foreword

When we started our firm, we did so with one thing in mind, our clients. Our promise is to fight for your benefits, to provide the best service and business opportunities. It is our guarantee that you will be treated with respect and have immediate access to the key person anytime, day or night. So many firms require their clients, potential clients or business partners to jump through hoops before speaking with a professional. We know how frustrating that can be, having to wait for someone to return your call. As a result, we make sure that you get to speak with us immediately. No secretaries, office managers, or other buffers. Your questions get answered at once! This level of compassion and understanding makes us different. Our ability to focus on our business partners and listen to their concerns sets us apart. Our desire to make sure you are satisfied with the outcome of the case is what drives us.



OUR CORE VALUES



RESPONSIBILITY

We respect our customers, shareholders, co-partners the natural environment and local communities.

PROGRESS

We explore new possibilities.

PEOPLE

We are characterised by our know-how, teamwork and integrity.

ENERGY

We are enthusiastic about what we do.

DEPENDABILITY

You can rely on us.

OUR CREDO

BIMEX NORDIC LTD.. YOUR TRUE BUSINESS PARTNER.

INTERNAL RELATIONS

1. Respect for employee dignity and friendly working conditions

In order to ensure a friendly work environment at BIMEX NORDIC we have adopted basic principles of cooperation based on honesty, respect in everyday relations, dialogue, teamwork, and commitment to creating a culture reflecting our Core Values.

- a. We foster a work environment underpinned by integrity, mutual respect, tolerance, and cooperation.
- b. We reject all forms of discrimination and bullying, including harassment, intimidation, and humiliation, and we are strongly committed to counteracting such behavior.
- c. We oppose all forms of sexual harassment, and we are strongly committed to counteracting them.
- d. We do not accept offensive behavior or comments.
- e. We never take advantage of our position within the Company to achieve personal gains.
- f. We never give contradictory instructions, and if we receive such instructions we may refuse to act on them until they are fully clarified by superiors.
- g. We only accept instructions consistent with the remit assigned to our job position.
- h. If we receive an unclear instruction, we have the right to receive additional clarification as to what is expected of us.
- i. As managers, we never give instructions in breach of the law or such that would require employees to overstep their remit.
- j. The management staff are obliged to foster a good atmosphere in the workplace, in particular by:
 - treating employees as individuals and partners,
 - paying attention to any issues and concerns brought up by employees, making sure that there is a suitable place and ample time to discuss them,
 - supporting their subordinates through any difficulties, when they may need special help,
 - doing their best to ensure that all tasks connected with the departure of an employee are performed with due regard to ensuring ethical conduct towards the departing employee.

SAFETY AND HEALTH

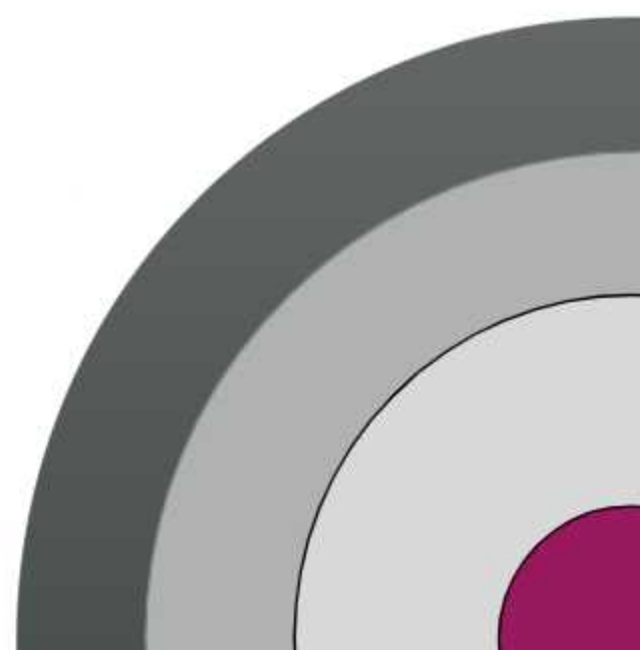
We make every effort to ensure that BIMEX NORDIC is a safe workplace. We continuously enhance the systems and procedures put in place to improve workplace safety and protect employee health, and our goal is zero accidents in the workplace.

- a. We are all responsible for our own safety and the safety of our fellow team members.
- b. We continuously improve our performance in the area of work safety and occupational health in accordance with applicable laws and standards, internal regulations, and our best knowledge.
- c. We constantly enhance the methods employed to detect hazards and prevent accidents at work and occupational illnesses.
- d. We raise employee qualifications with regard to health and safety at work and promote staff commitment to initiatives aimed at improving working conditions.
- e. We clearly communicate our policies and performance in the area of work safety and occupational health, both to employees and the general public.
- f. In situations of danger, our utmost priority is to save lives.
- g. We are committed to unwavering compliance with the regulations, rules, and standards applicable to any given job position.
- h. We protect our own lives and health by using the appropriate personal protection equipment, clothes, and footwear, as required for a given job position by internal regulations.
- i. We are conversant with the use of personal protection items, keeping up to date with the knowledge concerning their application and manner of use.
- j. We always use the right tools, in accordance with their intended purpose.
- k. While working, we never consume alcohol, drugs, or other intoxicating substances, and we never arrive at work under their influence.
- l. We abide by the standards of quality of products and services that we produce.
- m. We report to the relevant persons any breach of health and safety regulations, as well as any accident, injury, illness or uncontrolled release of hazardous substances into the environment.
- n. In the event of danger, we always warn persons found in the potentially affected area

Communication between our employees should be based on the exchange of reliable and relevant information, necessary to ensure the proper functioning of the organisation. We firmly believe that open and honest communication helps foster good relations with stakeholders, thereby enhancing the Company's competitive advantage and value.

- a. We keep employees abreast of BIMEX NORDIC's current strategies, plans, and goals.
- b. As superiors, we update employees on any planned changes affecting their present and future careers in the organization.
- c. We provide our subordinates with relevant information on their performance, clarify and explain reasons for our decisions, and point out areas for improvement.
- d. Our opinions on the way the Company is managed must have a solid factual basis. We provide managers with suggestions on how to improve the Company's internal processes and promote its growth.
- e. A manager has a duty to:
 - address doubts an employee may have regarding the organization's functioning or, if unable to do so, refer the employee to a competent person who may offer satisfactory answers,
 - explain any changes in the internal rules and regulations relevant to the employee's job,
 - initiate interaction between different organisational units.

EMPLOYEE COMMUNICATION AND INTERACTION

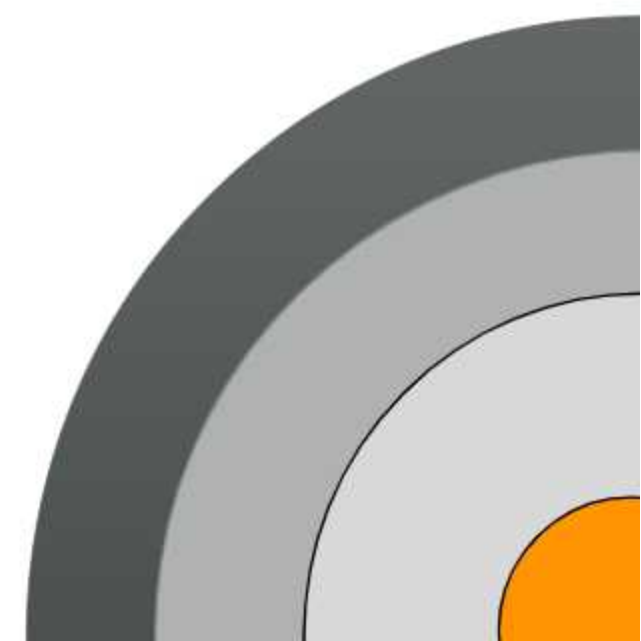


Equal opportunities for employment, promotion, career, and qualification enhancement, and responsibility for subordinates

At BIMEX NORDIC LTD, we strive to inspire a culture based on trust, equal opportunities, and fair treatment of all employees regardless of their sex, age, job position, length of employment, trade union membership, religion, or nationality, beliefs, physical appearance or sexual orientation. We offer employment to the disabled, providing them with adequate working conditions and career opportunities while seeking to remove all social barriers and promote their integration with other employees. The rules governing employee recruitment, promotion, development, evaluation, remuneration, and bonus schemes are straightforward, transparent, and fair.

- a. We abide by the rules governing employee recruitment, promotion, development, and qualification enhancement.
- b. We evaluate the work of our colleagues and subordinates on the basis of merit.
- c. We are open to and carefully consider any feedback we may receive on the quality of our work.
- d. As managers, we support all qualification enhancement efforts of our subordinates.
- e. We engage in open and constructive dialogue regarding our performance and ways to reward our achievements.
- f. We counteract all forms of discrimination.
- g. We develop and implement rules facilitating the employment of the disabled.

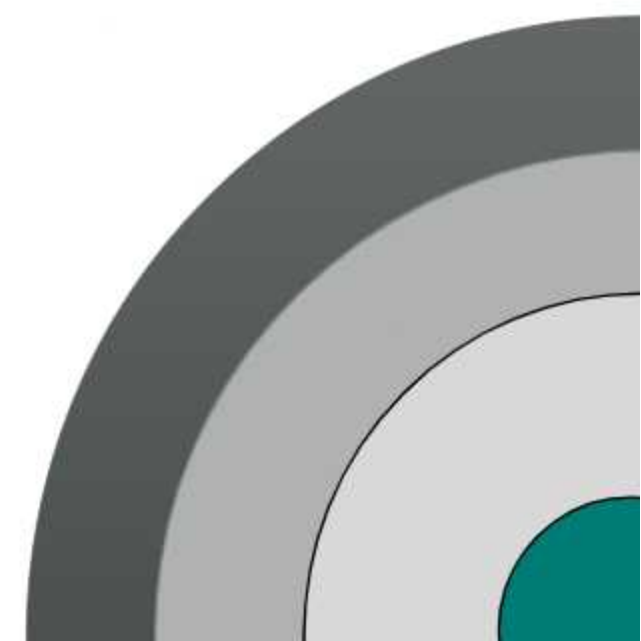
EQUAL OPPORTUNITIES



At BIMEX NORDIC LTD, we comply with the laws and regulations which govern the keeping of accounting records, filing of invoices, and maintaining clarity and transparency of settlements so they reflect the underlying transactions and use of resources by the Company in a detailed and accurate manner. Those of us who have access to financial and accounting data in connection with our professional duties and use such data in our everyday work is required to exercise particular care to ensure the accuracy of financial and accounting records.

- a. We do not withhold information on transaction balances.
- b. We do not create undisclosed or unregistered funds or accounts.
- c. We do not make false entries in accounting records and we do not publish deliberately misleading data in our reports.
- d. We accept and pay only verified invoices, accurately reflecting the underlying transactions.

FINANCIAL RECORDS





BIMEX NORDIC LTD

THE COMPANY AND ITS EXTERNAL ENVIRONMENT

Customer interests and satisfaction are our top priorities. Our customers have the right to expect reliability, superior quality of products and services, and professional assistance of the highest standard.

- a. We fulfill all our obligations towards our customers, we do not abuse their trust, and we do not exploit their possible lack of knowledge or experience.
- b. We give equal treatment to all our customers, regardless of their sex, age, appearance, rank, nationality, religion, creed, or sexual orientation.
- c. Whether our customers contact us in person or by correspondence, they always receive professional and competent service, friendly and responsive to their needs and expectations.
- d. With our customers' interests in mind, we have audit, remedial, and prevention measures in place and we apply them on an ongoing basis to identify any organizational or technical deficiencies and eliminate unprofessional conduct.
- e. We take care to ensure that the products we offer to customers meet the highest standards of quality.
- f. In our external communication, we always provide full and accurate information about our products, services, and operations, except for information constituting the Company's technical, technological, trade, or organizational secret which, if disclosed, could expose BIMEX NORDIC LTD to losses, and information protected under specific legal regulations.
- g. We accept full responsibility for our products and services, and any defective products are recalled from the market.
- h. We fulfill orders in accordance with the applicable laws and provisions of bilateral agreements.
- i. We provide customers with reliable and accurate information on any possible additional costs, difficulties or delays in scheduled deliveries.
- j. We handle complaints quickly and efficiently, and we inform customers of the outcome of each complaint handling process.
- k. Any comments on our products and services are carefully analyzed, and the findings of such analysis serve as a basis for improving our offering and bringing it in line with customer needs and expectations.
- l. We recognise the need

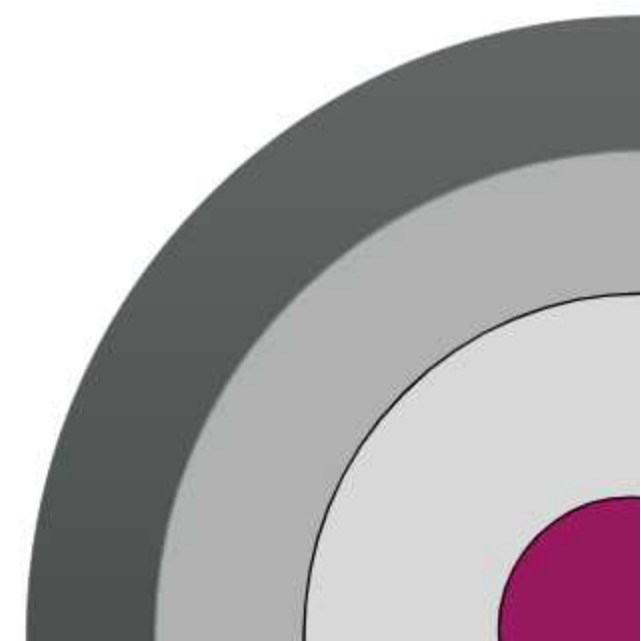
CUSTOMERS



BIMEX NORDIC. seeks to deliver continuous growth in shareholder value. We operate in compliance with the adopted Corporate Governance Rules, which support the security and stability of stock exchange trading and relations with our key stakeholder groups.

- a. In our relations with shareholders we apply the majority rule, while also respecting the rights of minorities, within the limits defined in applicable laws and the Company's Articles of Association.
- b. We respect shareholder rights to receive all relevant information on the Company, as required by applicable laws.
- c. We have an open information policy, making an effort to provide answers to all queries on BIMEX NORDIC's operations to the best of our knowledge.
- d. In our external communication we do not disclose protected information, including information that represents the Company's business or trade secret, personal data, classified information, and inside information before it is published in accordance

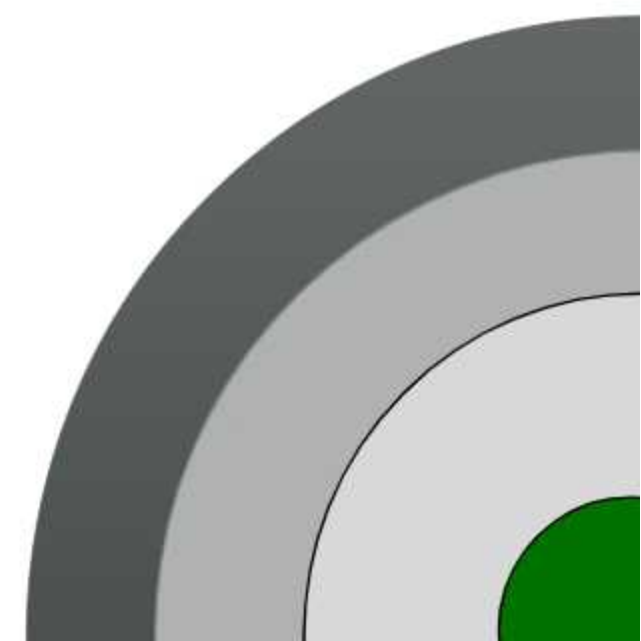
SHARE HOLDERS AND CO-PARTNERS



We are committed to building lasting relations with local communities, based on integrity, dialogue, partnership, and trust. Therefore, we feel obliged to support our immediate environment, local initiatives, and local job markets. We want BIMEX NORDIC LTD. not only to contribute to economic development at the local level but also to be a good neighbor and valued corporate citizen.

- a. We support local-level initiatives intended to improve the quality of people's lives, following the principles of partnership and dialogue.
- b. We analyse the long-term impact of our activities and seek to achieve an optimal trade-off between the costs and benefits of our presence in local communities.
- c. We support projects aimed at promoting sports and culture and protecting the natural environment
- d. We support initiatives designed to advance the education of local communities, prevent social and economic exclusion, increase safety, and improve the healthcare system, as well as promotion of health and healthy lifestyles.

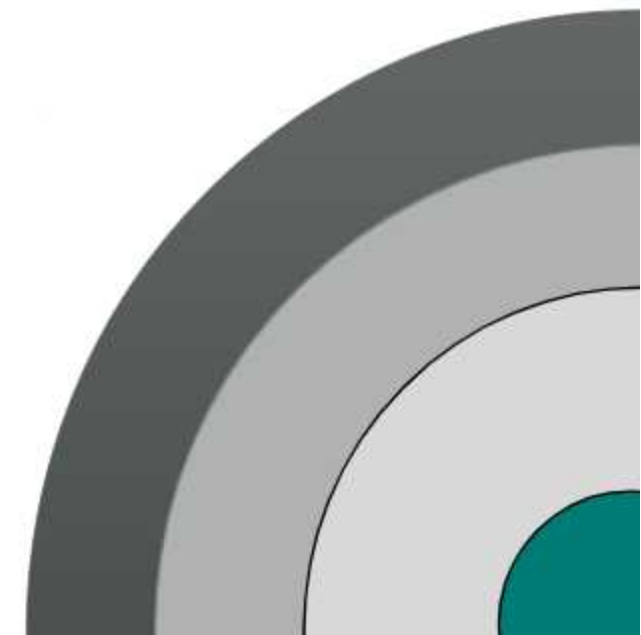
LOCAL COMMUNITIES



As a multinational corporation and as a business with influence on various regions, BIMEX NORDIC has special duties towards the natural environment. We are particularly committed to environmental protection, and we believe it necessary to maintain a healthy balance between industrial operations and the natural environment. Aware of our environmental footprint, we engage in dialogue with organizations and institutions which help us achieve compliance with the principles of sustainable growth. We seek to do so by integrating pollution prevention initiatives with active protection of the environment, and by repairing any damage caused by our activities.

- a. In our business we seek to ensure that production, product storage, and distribution processes are as environmentally neutral as possible.
- b. We mitigate the environmental impact related to the use of our products.
- c. We care for the natural environment irrespective of where we work and what we do.
- d. In our everyday work, we take every care to comply with the Company's internal regulations and laws concerning environmental protection.
- e. We report any identified incidents harmful to the environment to our superiors and the Company Environmental Inspection System.
- f. We engage in projects and initiatives which aim to protect the environment.

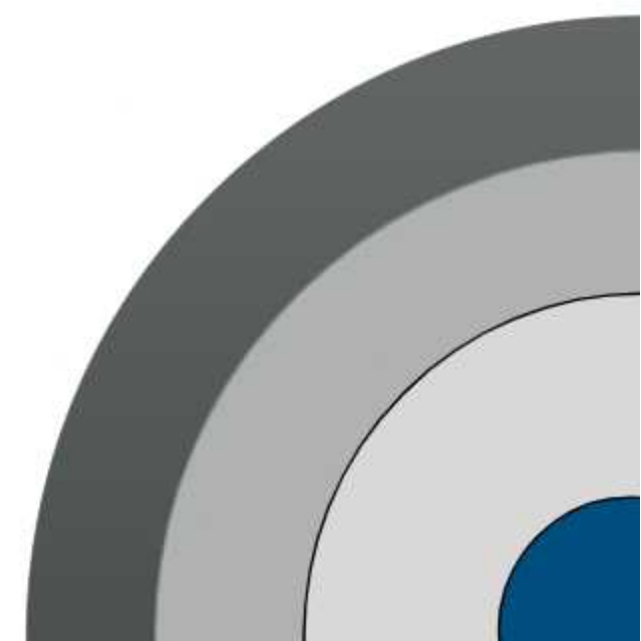
ENVIRONMENT



We seek to ensure that our relations with business partners are founded on integrity, transparency, mutual respect and professionalism.

- a. We deliver on our promises and commitments.
- b. We make payments and discharge other obligations in a timely manner and in accordance with contractual
- c. Where a difficult situation or a conflict arises, we attempt to solve the issue through dialogue with the parties involved.
- d. When selecting suppliers and other partners to cooperate with, we take care to comply with the applicable laws and regulations, as well as with free market principles (attractive pricing terms, quality of goods and services, degree to which they meet our needs and expectations, reliability and professionalism of the company), while ensuring full transparency of the process.
- e. We evaluate our business partners solely on the basis of their actual merits and business considerations.
- f. We make sure that our business partners are familiar with our standards of conduct.
- g. We are not indifferent to any instances of our partners breaking the law or basic rules of conduct. We report such incidents to our superiors.

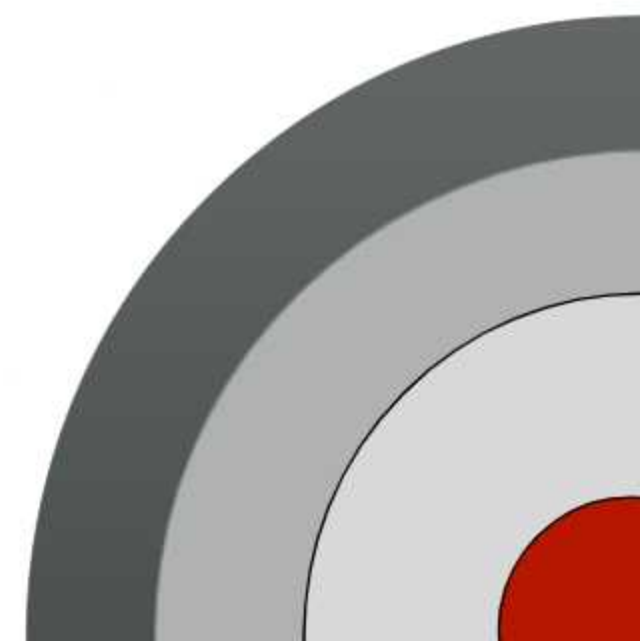
BUSINESS PARTNERS



As a market leader, we are committed to conducting our business in accordance with the principles of fair competition and in a transparent manner. We believe that market competition should be based exclusively on high quality products and services, offered at fair prices.

- a. We never engage in such practices as industrial espionage, theft or concealment of identity to access confidential information on competitors.
- b. We do not make disparaging comments on the business, financial standing or potential legal issues of our competitors to gain a business advantage.
- c. We only collect information on our competitors regarding their products, services and marketing strategies in compliance with the applicable laws.

COMPETITION



OUR COMPANY THROUGH THE TIME

Our company is an association and collection of individuals, whether natural persons, legal persons, or a mixture of both. Our Company members share a common purpose and unite in order to focus their various talents and organize their collectively available skills



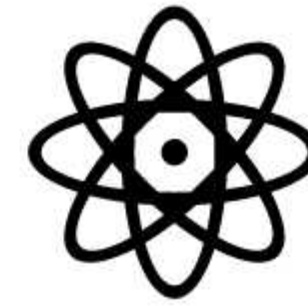
1995

Established the company in
Istanbul / TURKIYE



1998

We opened our branch in
Ankara Turkiye

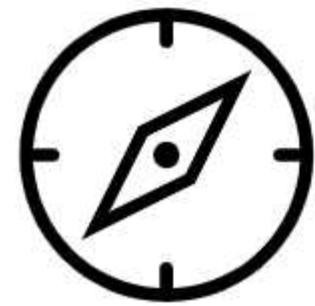


2000

We opened our second
branch office in Izmir /
TURKIYE

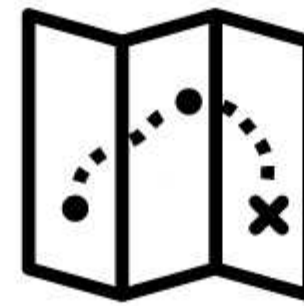
OUR COMPANY TIMELINE

Our company is an association and collection of individuals, whether natural persons, legal persons, or a mixture of both. Our Company members share a common purpose and unite in order to focus their various talents and organize their collectively available skills



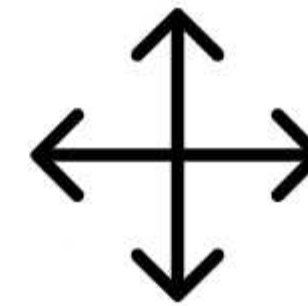
2002

We opened our Russia office in Talin / Estonia



2006

We opened our branch office in Copenhagen DENMARK



2019

We opened our branch office in Dallas USA

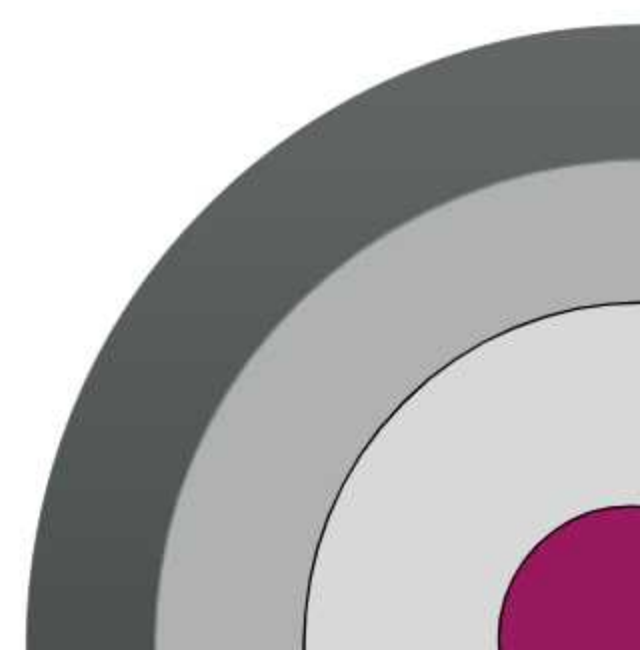


WHERE WE ARE NOW

We are now a multinational consortium in several branches around the world.



OUR CO-PARTNERS





esan



FIRATPEN



MEET SOME OF OUR CO PARTNERS

We have co partners all around the world. We establish a very strong business relations that makes us a multinational company and makes us grow even faster along with our partners. It is very important for us to be open transparent and loyal. We always have business ethics on top of our priority list.







OUR LATEST PROJECTS IN NUMBERS

A company is an association or collection of individuals, whether natural persons, legal persons, or a mixture of both. Company members share a common purpose and unite in order to focus.

697

CLIENTS

Our clients are worldwide and number of our clients is growing every year

16

PROJECTS

We have on going fintech and agricultural projects

4

CONSTRUCTION

We have completed construction projects in different parts of Turkiye and Russia

12

DEVELOPMENT

We have on going regional development projects in Africa



WHAT WE DO

THE MAIN SECTORS THAT WE ARE IN



OIL & GAS

COMMODITY

CONSULTING

CONSTRUCTION

DISTRIBUTING

FINANCE

AGRICULTURE

FERROUS METALS

HEALTH CARE

NON FERROUS METALS

ENERGY

PRECIOUS METALS

MILITARY SUPPLIES

RAW MATERIALS

B2B WHOLESALE

RARE MINERALS





OIL & GAS

BIMEX ENERGY GROUP

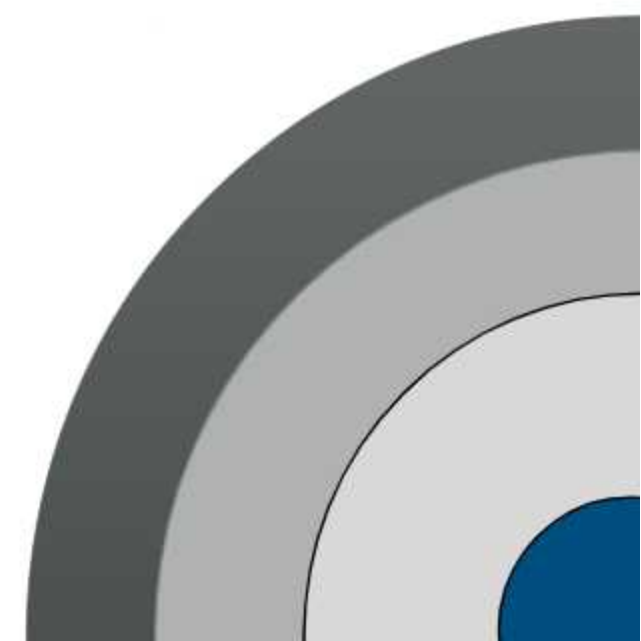
RUSSIA
MIDDLE EAST
LATIN AMERICA
AFRICA

GROUP trades in a full range of petroleum products from the CIS, West Africa, Asia and the Middle East. These supplies are secured through long term agreements and spot contracts with producers, allocation holders and traders, though our expertise lies in secondary market contracts. By participating in the secondary market, we offer flexible financial solutions to suppliers, enabling them to bring their products to market.

Middle distillates such as Gas-oil, Diesel and Jet Fuel, and heavy distillates such as High Sulfur Fuel Oil make up the highest volume of the Group's trading activities. Light distillates such as Gasoline represent our newest product range from High Octane to low grade products being supplied to traders for delivery to their clients.

The group supplies minerals and ores from its own mines, as well as from other producers in the Middle East and Asia to China and India. Minerals are transported by truck to main storage areas awaiting inspection and shipment to end-users, factories, steel mills and traders.

OIL AND GAS





PETROLEUM PRODUCTS

Crude Oil: GROUP trades and brokers various types of crude oil from concession and allocation holders to refining groups and major trading houses. Product is mainly obtained from West Africa and the CIS, though new strides have been taken to secure products for refineries through producers in the Middle East and North Africa.

Refined Products: The group's main focus is on the trade of Gasoil and Fuel Oil, which are two of the most abundant and sought-after products. Cargoes are currently purchased from Europe, the CIS, and the GCC Countries to supply client requirements.



MINERALS & ORES

GROUP trades minerals and ores such as Iron Ore, Manganese & Chrome Ore and Muscovite (Mica) - originating from the Middle East, South Asian and South East Asian regions, supplying to the Chinese and Indian markets.

The group owns four Chrome Ore and Manganese mines and has off-taker contracts with Iron Ore mines in Iran, Indonesia and Australia.

GROUP is actively evaluating investment opportunities in natural resource projects, such as mines in Indonesia, Brazil and Australia.

Further information provided upon request.

BIMEX NORDIC LTD WHOLESALE PLATFORM

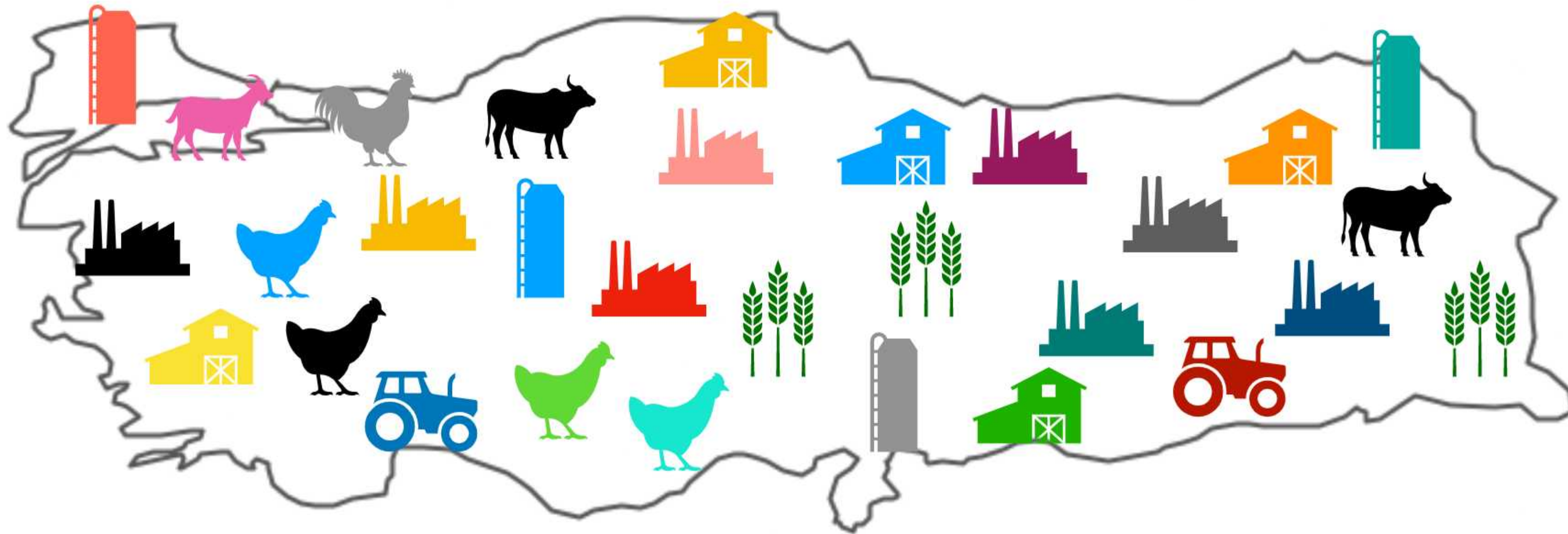


A close-up photograph of two people in business attire shaking hands. The person on the left is wearing a light-colored suit jacket, and the person on the right is wearing a dark blue suit jacket. The background is blurred, showing other people in a meeting setting. A semi-transparent dark grey horizontal band is overlaid across the middle of the image, containing the text.

WELCOME TO
BIMEX NORDIC LTD WHOLESALE
PLATFORM

WHAT IS BIMEX NORDIC WHOLESAL PLATFORM?

OVER 3800 FARMS AND FACTORIES ONLY IN TURKEY
OVER 270.000 SUPPLIERS WORLDWIDE



HAVE JOINED OUR WHOLESAL PLATFORM THROUGH YEARS

YOU JUST SUBMIT YOUR REQUEST, WE DO THE REST FOR YOU

WE DELIVER WORLDWIDE

YOUR BENEFITS!

YOU SAVE TIME

YOU SAVE EFFORT

NO INTERMEDIARIES

WORLD WIDE SHIPPING

OVER 3800 SUPPLIERS

THE BEST PRICE

BIMEX NORDIC
LET YOUR BUSINESS GROW
WITH US

HOW DOES IT WORK?

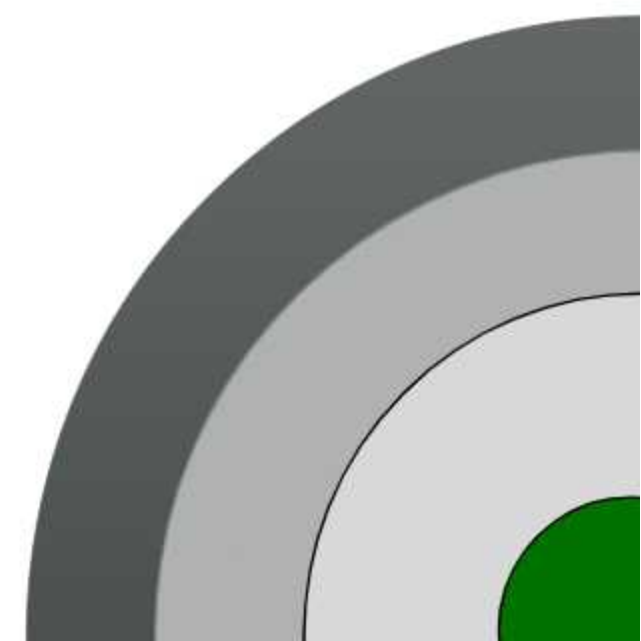
FROM OVER 3800 PRODUCERS DIRECTLY TO YOU.

BIMEX NORDICLTD. gives you and your business the best opportunity to meet the farmers and factories. We guarantee that there are no intermediaries. Fill out our request form or contact us via e-mail or phone today. Our professional team will guide you through the whole process. No additional cost no hidden fees. Your price is the price directly from the farmer or the factory we do not apply any profit on top of it.

Our main objective is to make you save your time and effort to reach out to the correct supplier and make sure that you receive your product on time and in perfect condition as you wish. At the same time, we also make our farmers and factories save time and energy to find the correct and loyal customers. We build a solid bridge between the parties in order to get every step of the business to work perfectly.

Our members supplies various kinds of commodities such as, chicken, processed chicken meat, fish, beef, processed beef, organic fruits, organic vegetables and various foods, nuts, spices, fruits, vegetables, flour, pasta, macaroni, dried fruits, canned food, canned vegetables, dried vegetables, honey, olive oil, sunflower oil, vegetable oil, frozen vegetables, frozen fruits, beverages, pet food, milk products, sugar and more.

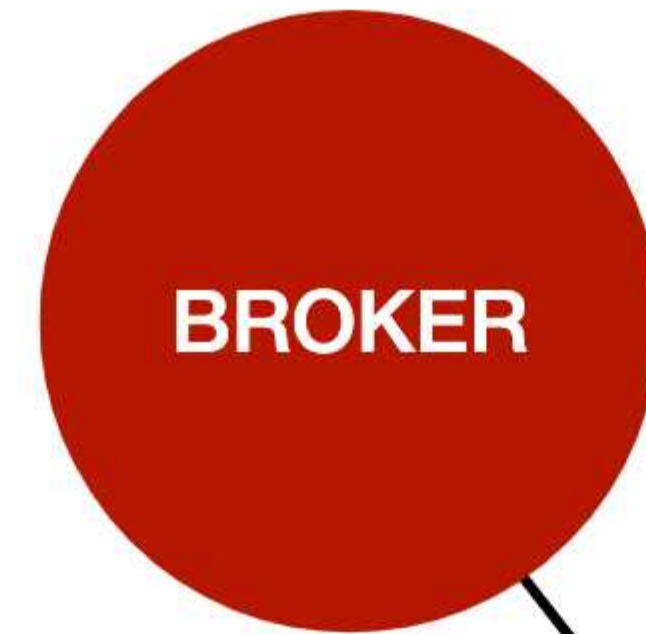
Our platform is the largest and the only platform in Turkey where you can find that many numbers of suppliers gathered in one place. Our supplier network keeps growing every day and soon will be added several hundreds more. We due diligence all our suppliers very strictly before joining our platform in order not to face any unwanted issues when it comes to deliver the goods. As you are aware that the prices refer to season, quantity and the product itself but no matter what we guarantee you the best price that you can ever get in Turkish market.



THE LARGEST WHOLESALE MARKET IN TURKEY

“no middle man no intermediaries no hidden fees”

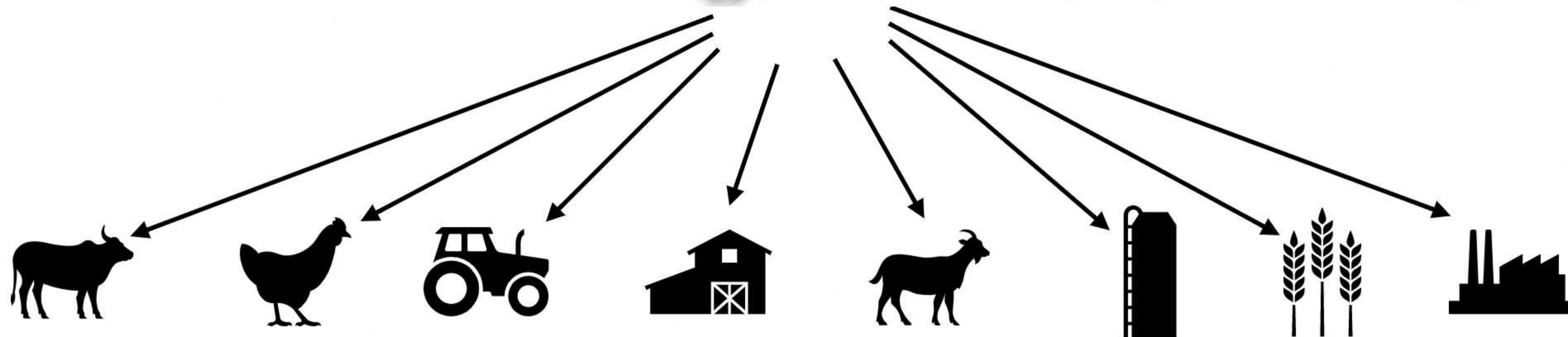
1. Simply contact us through our web page “Emir Savunma Ltd.” and fill out the request form. Or alternatively, reach out to one of our regional representatives.



2. Your request is processed by our professional team.



3. Than your request is linked to several suppliers



4. You get the best offer ever directly from our members !!!

YOU JUST SIT BACK. WE DO ALL THE REST TO EXECUTE THE TRANSACTION

ABOUT

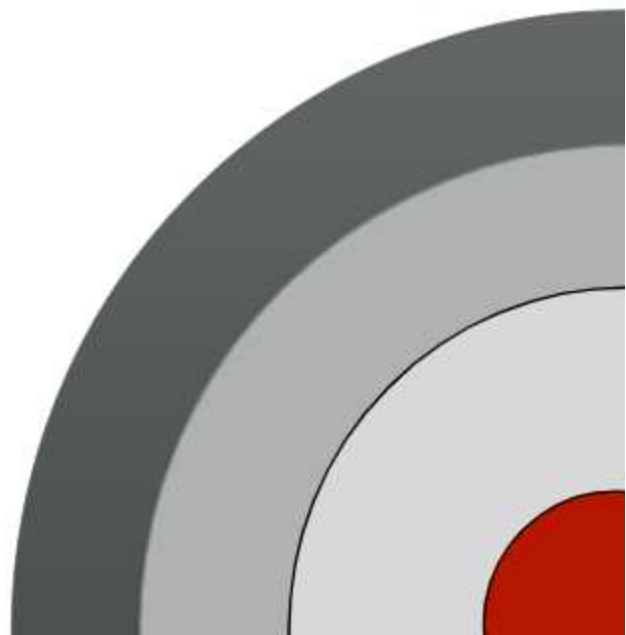
FROM OVER 3800 PRODUCERS DIRECTLY TO YOU.

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Our main objective is to make you save your time and effort to reach out to the correct supplier and make sure that you receive your product on time and in perfect condition as you wish. At the same time, we also make our farmers and factories save time and energy to find the correct and loyal customers. We build a solid bridge between the parties in order to get every step of the business to work perfectly.

Our members supply various kinds of commodities such as chicken, processed chicken meat, fish, beef, processed beef, organic fruits, organic vegetables and various foods, nuts, spices, fruits, vegetables, flour, pasta, macaroni, dried fruits, canned food, canned vegetables, dried vegetables, honey, olive oil, sunflower oil, vegetable oil, frozen vegetables, frozen fruits, beverages, pet food, milk products, sugar and more.

Our platform is the largest and the only platform in Turkey where you can find many numbers of suppliers gathered in one place. Our supplier network keeps growing every day and soon will be added several hundred more. We due to diligence on all our suppliers very strictly before joining our platform in order not to face any unwanted issues when it comes to delivering the goods. As you are aware that the prices refer to the season, quantity, and the product itself but no matter what we guarantee you the best price that you can ever get in the Turkish market.



WORKING WITH US WILL BE A WHOLE NEW EXPERIENCE WHEN YOU WITNESS OUR B2B SALES PROCESS

WE HIGHLY RECOMMEND THAT YOU READ THIS DOCUMENT CAREFULLY IN ORDER TO UNDERSTAND THE BENEFITS OF OUR SERVICES THAT YOU WILL GET TOTALLY FREE OF CHARGE.

Why is a B2B sales process important for us?

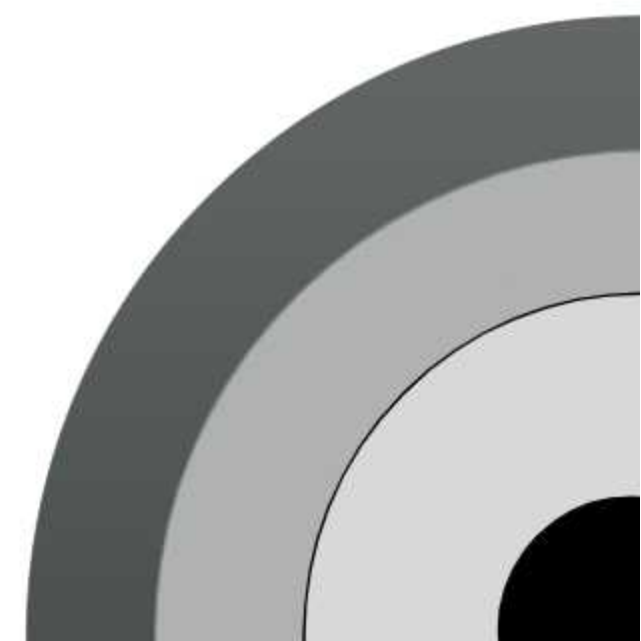
Optimising B2B sales process translates directly into more sales and more revenue for both parties.

Think about it:

The better we get at presenting our products and engaging potential clients, the more deals we close, increasing sales and our bottom line.

It's important to note, however, that while a B2B sales process should be repeatable for maximum success, no two customers or sales processes will be exactly alike.

We stop the shotgun spray approach where you're just trying every trick in the often outdated book to get a sale. With some practice and distillation, you can craft a lucrative B2B sales process.

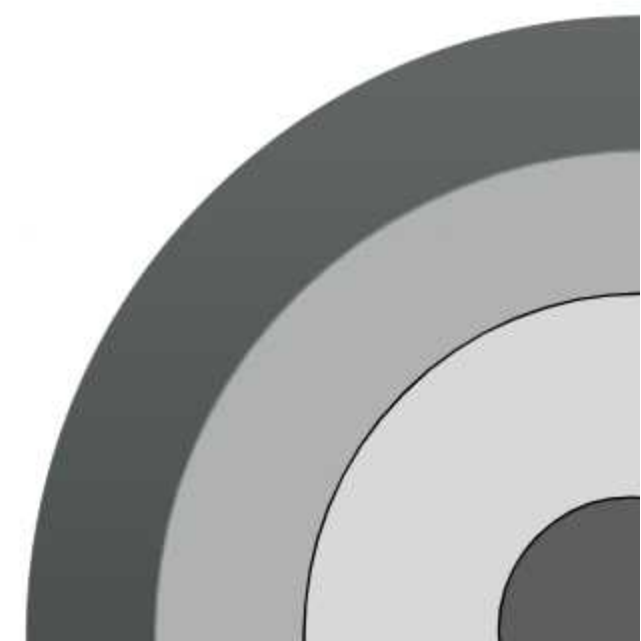


WORKING WITH US WILL BE A WHOLE NEW EXPERIENCE WHEN YOU WITNESS OUR B2B SALES PROCESS

1. We research and connect with prospects

This step is easier now than ever before with the availability of business information online. Because we know our products better than anyone, we also know which businesses need our products. We do our homework and become familiar with the industries and businesses of our potential prospects. Once we understand whom we are trying to sell to, we can reach out and attempt to set up a meeting right away with you.

We always keep in mind that potential customers also have access to information 24/7, which means they may have already entered the sales funnel by the time we contact them. Our job then is to determine if the prospect has already engaged with the sales process, and if so, how far along are they? It has been shown that some B2B buyers are anywhere between 60% and 90% of the way through their purchase before they ever have contact with the seller.

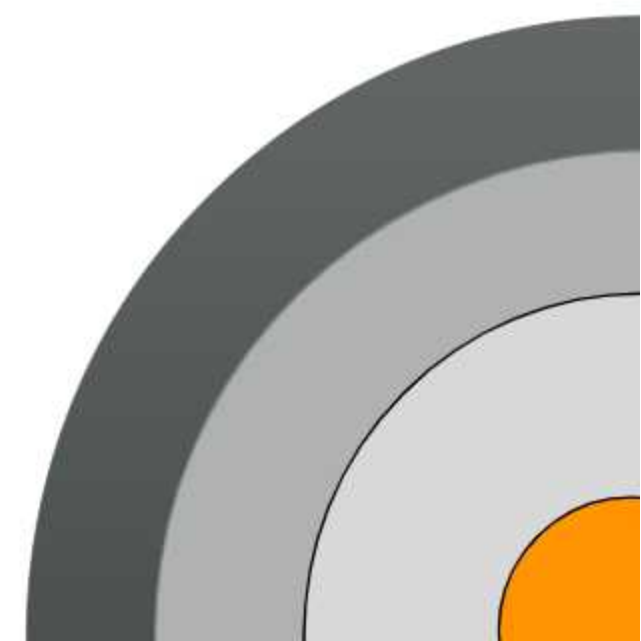


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2. We ask Open-Ended questions

We never assume we know something about your prospective customer — always ask. The more information we can gather from our client about their request, needs, likes, dislikes, and struggles, the better position we'll be in to complete a sale and success. We stick to questions that promote an in-depth response, and avoid yes/no questions that can shut down a conversation.

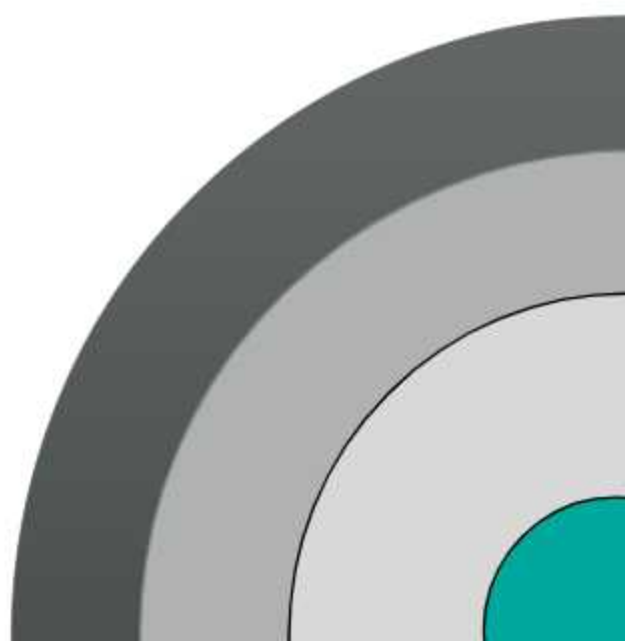
We also keep in mind, though, that all the questions in the world won't help unless we listen to the answers. People like to talk about themselves and their business, so we let them! Our aim for an 80/20 ratio of listening to talking.



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3. We teach our prospect something that will benefit them

Using the information we've gathered from our excellently worded questions, look for opportunities to teach our prospect something that will benefit them. The case here is to teach without mentioning our own service or product. It may sound and even feel counterintuitive to give away information with no expectation of something in return for our prospect, what we do basically is that we are trying to establish a rapport. Offering up a no-strings-attached tip shows us genuinely want to help and care about more than just getting the sale. Because the relation we establish is not only about making money but also move it forward and make it much more beneficial for our customers.



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4. We qualify the customer using the GPCT methodology

Gone are the days of ABC: “Always Be Closing”. Instead, in line with step number two, we use the information we’ve gathered throughout the sales process to qualify you as the customer. Approach this process of qualifying you as the customer with some help from the GPCT methodology:

- Goals
- Plans
- Challenges
- Timing

We identify what goals you are trying to achieve, what plans you have to achieve your goals, what challenges may be preventing you from reaching your goals, and when you want to achieve these goals.

Similarly, we also use the BANT methodology;

- Budget
- Authority
- Need
- Timeline

We talk about your budget, business needs, and the timeline for rolling out a solution, and determine who has ultimate purchasing power.

The more we understand your requirements through these qualifying questions—and the better we demonstrate how our product or service assists you in fulfilling your goals—the closer we together will get to success.

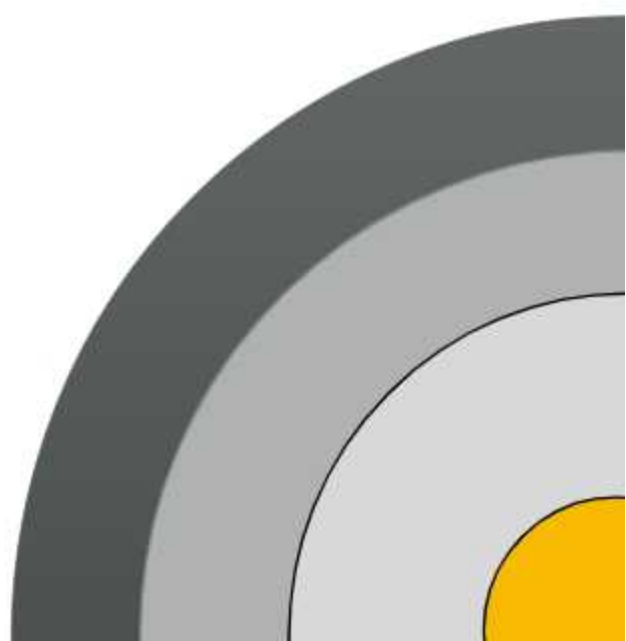


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5. Close the sale

While it can seem like the hardest step of the B2B sales process, when we've done the preceding steps correctly, our close should be pretty simple and will likely result in successful business. But even the best-laid plans can have shortcomings. If we've reached this step and we are not aligned on next steps, we should not be afraid to repeat the previous four steps. Revisiting the process in the preceding steps can illuminate where you may be feeling hesitant and will give us a chance to address any opposition.

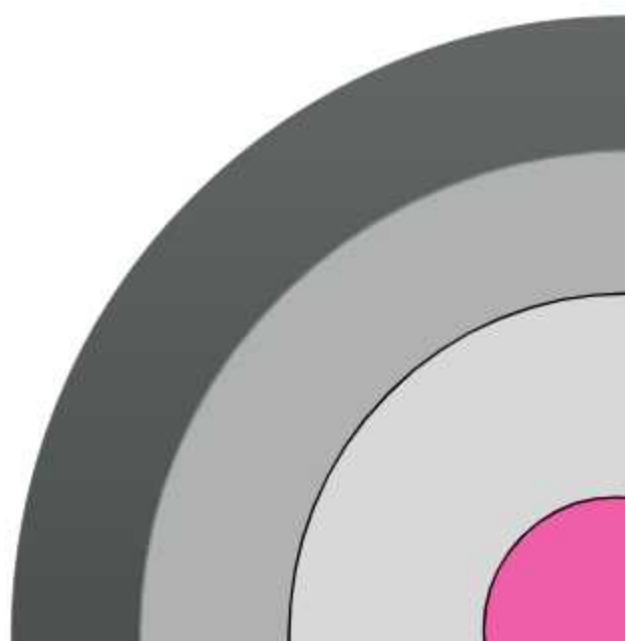
If our interaction doesn't result in a sale this time, we keep the prospect engaged with an actionable "next step." This could be a follow-up appointment, a product demonstration, or another meeting with additional decision makers. Establishing a next step gives us another opportunity to repeat the B2B sales process.



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Practice and repeat

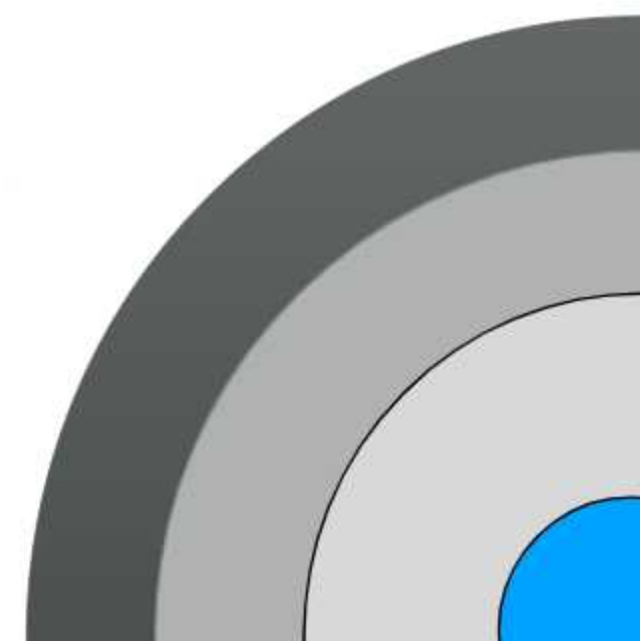
As with anything in life, the B2B sales process takes practice to master. We always keep in mind that every appointment and connection is another chance to streamline our sales process. The more prospects we interact with, and the more times you repeat our B2B sales process, the better we will become. We invest time and energy into refining each of the five steps outlined above, and don't be afraid to make changes where needed. It is all about making you happy as our customer and B2B business partner.



WHO ARE THE SUPPLIERS AND WHERE ARE THEY LOCATED?

We especially pinpoint this question that is asked by our B2B clients the most. Our organisation is established in Turkey and is mostly based upon Turkish products from genuine and legit producers such as farmers and factories. Years of experience have shown us that it is a big hassle and sometimes impossible to reach the correct supplier in the Turkish market although the problem was not solved when you reach one of them because the communication barrier must have been passed. Most of the suppliers are working with intermediaries in order to get rid of the paperwork and communication problems. We analyzed every issue for both buyers and sellers and came up with a solution that solves all the problems. Since we started the platform 2 years ago the number of suppliers under our umbrella rapidly expanded and as a result, we reached over 3800 suppliers. Our main job here is to get your request from the first-hand producer and deliver it to you successfully. Because there is no middleman we guarantee you to provide the best price. This way you don't tackle middlemen as well as market scammers.

By connecting us you actually connect the whole platform at once and all the members and the whole platform start working for you instead to fulfil your request. Therefore you do not see one by one supplier list. We can provide you with the supplier if you insist but then we do not guarantee that you get the best price or you can finalize the deal and execute the business. We make you save time and effort and that is totally free of charge.



WHAT WE CAN SUPPLY?

Basically, anything that is made/produced in Turkey and other Countries, but in some cases worldwide. Our platform keeps expanding and we get several new suppliers into our platform every week. All our suppliers go through a very serious and tough due diligence process and only those who get clarified and approved can join our platform as a supplier.

INDUSTRIES

Agriculture

Food & Beverage

Textile / Medical

Construction Materials

Technology / Software

Military / Defence / Rare Earth Minerals

Oil & Gas, Precious, Ferrous & Non-Ferrous Metals

Disposable Products

Heavy & Light Machinery





BIMEX NORDIC LTD
LOGISTIC



SHIPPING

When it comes to shipping, the main objective of BIMEX NORDIC is to provide excellence in sea our sea transportation services. We maintain the company’s compliance with international quality and efficiency standards in covering all shipping and transportation services.

Our reputation is well known in the region when it comes to ensuring the best results for our partners and clients in regard to world trade and sea transportation. Our company has adopted the most complex industry principles to maintain quality and customer satisfaction at the highest level while providing excellent, cost-effective services.

CHARTERING

From the very first day of operations, our company has successfully accomplished over 1,000 voyages in the Caspian, Black, and Mediterranean Seas. Our chartering department works in a highly competitive environment by simultaneously providing professional chartering and post fixture services to charterers, owners, and traders. The company focuses on individual solutions which have been created to meet the demands and requirements of each individual client. Maintaining powerful chartering and brokering services are our main activities in international markets. Our goal is to offer the most competitive rates to our clients while keeping our services at the highest levels of excellence.



SHIPPING AGENCY

Ship Agency plays a significant role in increasing the efficiency of port activities for both owned and chartered ships within BIMEX NORDIC. With the developing nature of the agency department, the company is currently able to provide all types of agency services in all Turkish, Greek, Ukrainian, Russian, and Maltese ports. We also provide ship agency services in the port of Baku in Azerbaijan, where we have our own office and staff.

The company delivers professional agency services with a reputation for expertise when it comes to handling vessels of all types in the ports of previously mentioned countries. The agency department, as an independent service division, provides our clients with cost-effective services, with only minimal requirements for our clients. Agency services are managed by the head office, which acts as the hub of information flow; it also holds control over the entire operation.



TECHNICAL MANAGEMENT

Our advanced management systems ensure efficient management and control of operations. In addition, BIMEX NORDIC Shipping has obtained the ISM (International Safety Management) Certificate, which certifies the company meets international standards for the safe management and operation of ships. We are committed to all safety measures at sea, preventing human injury and fatalities, while avoiding damage to the environment. The ISM certificate offers us the chance to measure our company's performance against a documented system and pinpoints areas where we can improve safety practices and pollution prevention.





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