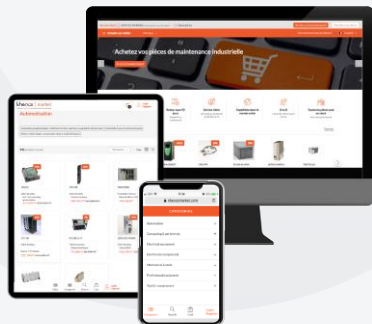# THE 1ST AI-POWERED SAAS SOLUTION FOR THE MASSIVE RE-USE OF INDUSTRIAL PARTS

mykheoos presentation

October 2024

Unlocking value of dormant stocks in Europe

- 3 Billion euros estimated of industrial dormant stock value

- Dormant stocks are made of automation, computing, mechanical tools...

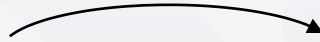- Between 15% and 30% is wasted

AI matching solution for the reuse of industrial parts

Sellers

Unaware of their dormant stock value

mykheoos

Buyers

Searching for rare or obsolete parts

Just imagine..

- You are an large industrial company with subsidiaries across Europe

- Each subsidiary uses a different ERP, GMAO, with disparate data

Make the most of your spare parts with

mykheoos

Get started with mykheoos SaaS

1. Subscribe to mykheoos online

2. Upload your xls extract

3. mykheoos AI will analyse disparate data, matching it with the correct reference

   – You can clean unverified references easily online or request kheoos expert days for support.
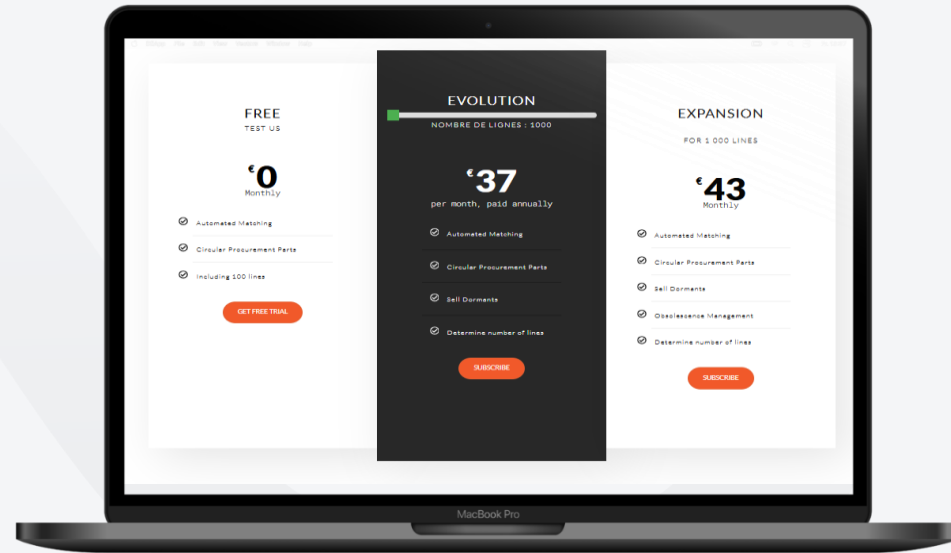
Consolidate with AI

- Instantly identify **duplicates**

- **Value** your stock

- Get **unique reference** numbers
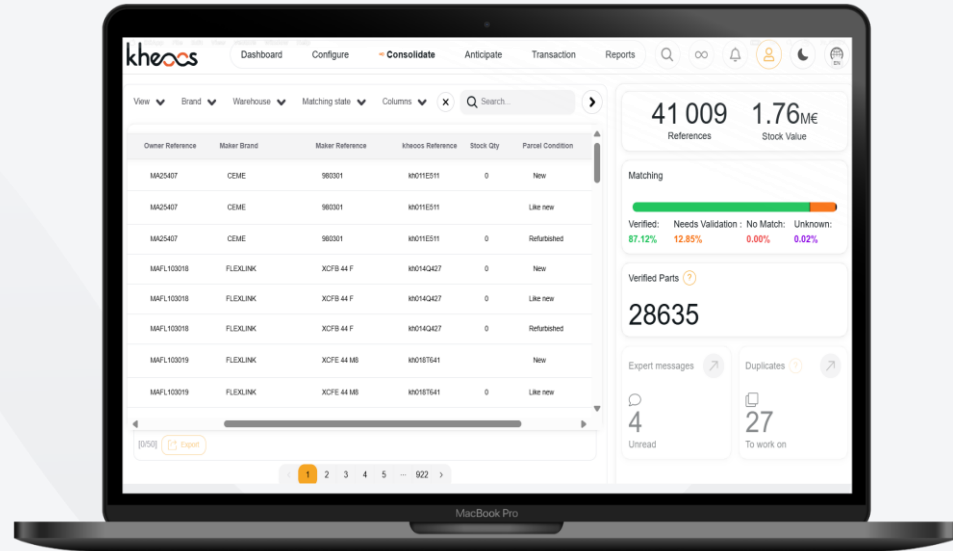
Eliminate up to 30% of duplicates

Anticipate obsolescence

- Get **updates and alerts** on your parts obsolescence
  - Information provided by **manufacturers**
  - Status and dates: Manufactured, Phasing out, Discontinued
    - **Replacement** parts identification and information

- Receive **circular purchasing** offers

Reduce shortage related downtimes by **-47%**

kheoos *confidential*
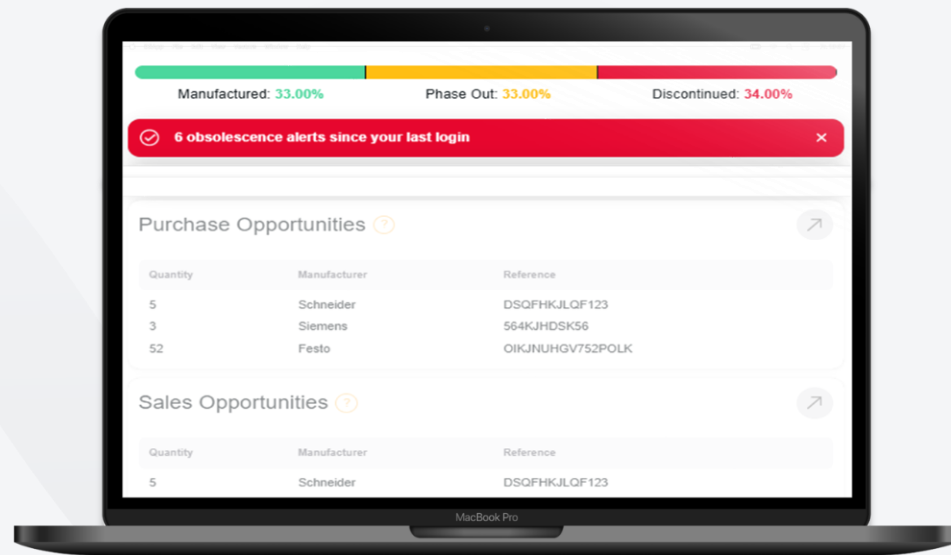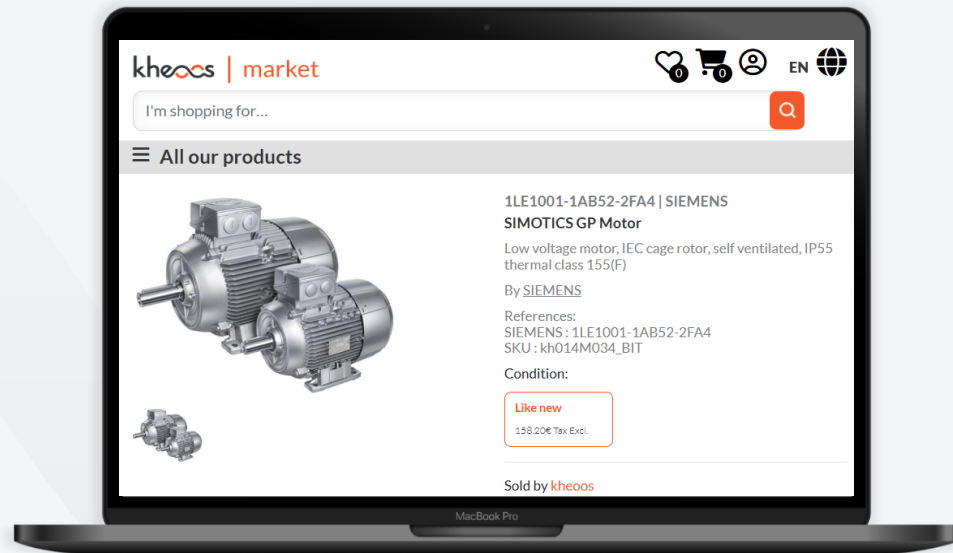
Pooling & circular procurement

- Seamlessly access **available inventory** at other production sites **before** making a purchase

- Or, source **second hand unused** spare parts from the **closest kheoos 85 partners**

Save up to 50% on procurement costs

Offices

Warehouses

Ship-to countries
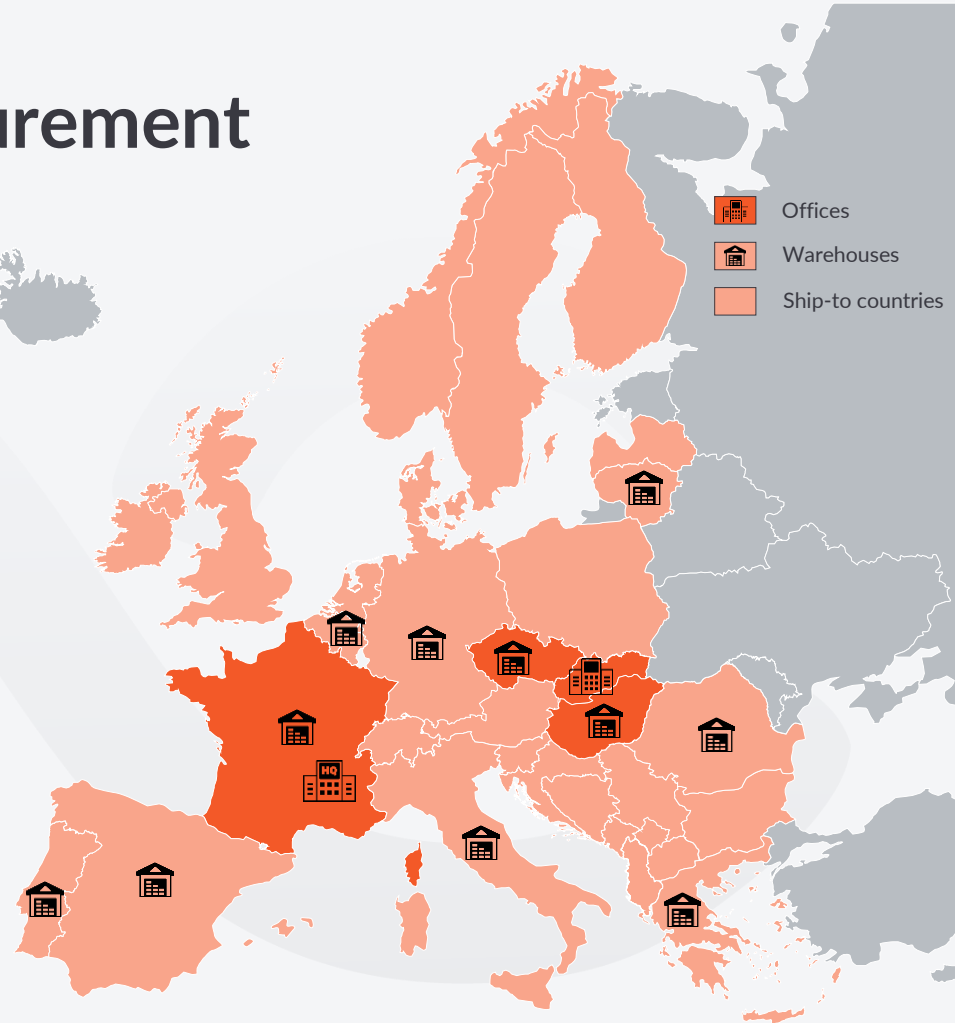
Value and sell dormant parts effortlessly

■ **kheoos fully handles on your behalf:**
- Creation of **product pages** and **market pricing**
- **Sale of dormant** part to your peers anonymously
- **Shipping logistics** and **customer support**

■ Access your dormant **sales dashboard:** volume, prices, parts sold..

kheoos | market

I'm shopping for…

☰ **All our products**

1LE1001-1AB52-2FA4 | SIEMENS
SIMOTICS GP Motor
Low voltage motor, IEC cage rotor, self ventilated, IP55 thermal class 155(F)

By SIEMENS

References:
SIEMENS : 1LE1001-1AB52-2FA4
SKU : kh014M034_BIT

Condition:

Like new
158.20€ Tax Excl.

Sold by kheoos

Reduce **inventory** by **-25%**

About kheoos

- Software based on AI technology
  - A database of **85 million references**
  - **99,5% data accuracy guaranteed**, from reliable manufacturer source

- A dedicated multidisciplinary team of experts

kheoos con

85+ industrials already trust Kheoos

« To clean our database we estimated

2 full time employees** over **20 years...

*With **kheoos** it only took **18 months** »*

Alexandre Ortigier, Corporate buyer EEA, Michelin

Make the most of your spare parts

Virtual Inventory Sharing

Get full visibility into existing inventory of parts across all plants within the organization

Market price benchmark

Compare prices with hundreds of market, peers and internal sources and verify consistency between sites

Unlock the value of dormant inventory

Sell your dormant parts effortlessly. Typically, 20 to 30% of maintenance parts are dormant, orphaned or surplus

Database consolidation

Clean and consolidate your database with AI based algorithm to eliminate 15% duplicate, create unique material numbers

Anticipate Obsolescence

Proactively track obsolescence to avoid last-minute rushes for critical replacements

Search for rare parts

Purchase rare or obsolete parts to maximize capital investments on equipment, reducing buyers'search time by 40%

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Let's talk!

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