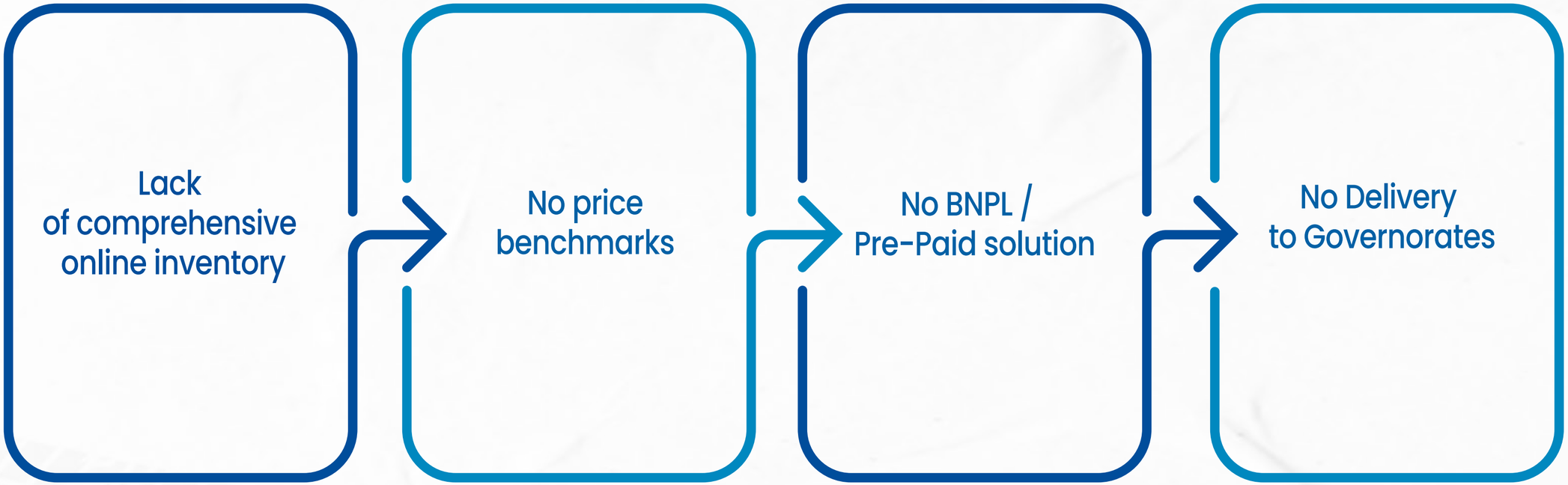

SpareMart

Keeping your wheel's, Online

Solving the spare parts purchasing problem

- **What problem are we solving?**

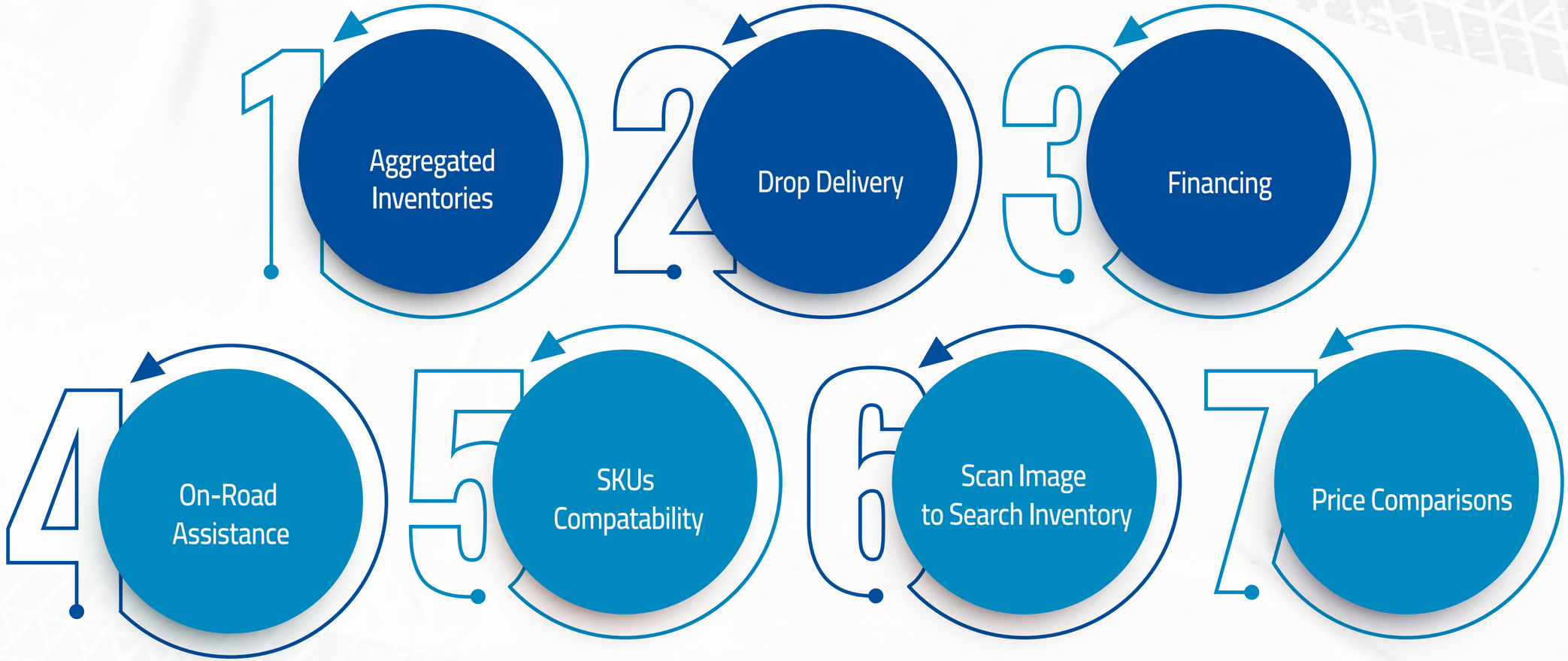


SpareMart

Current features

Future features

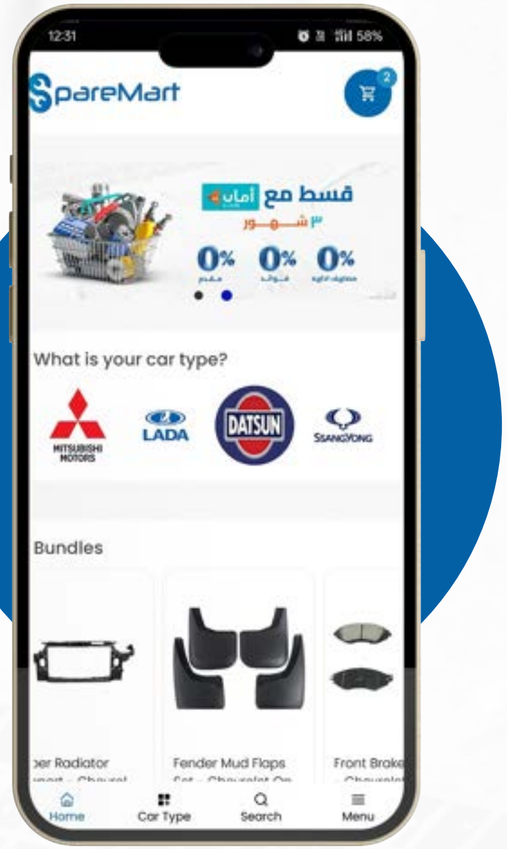
A One Stop Shop for Spare Parts



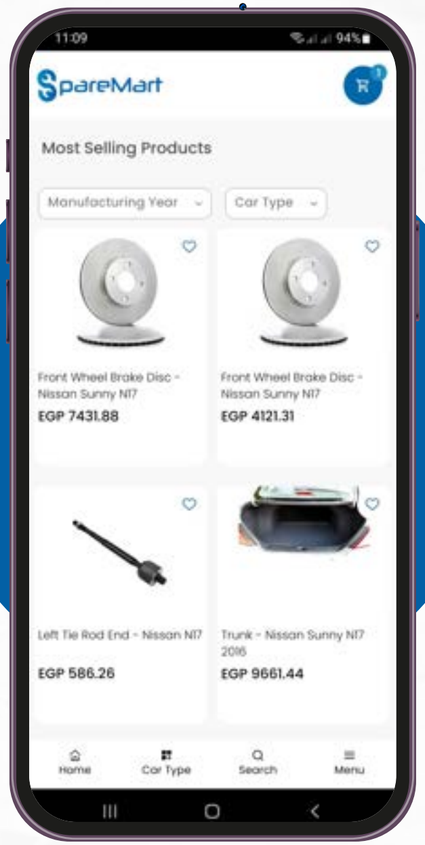
SpareMart

How it Works?

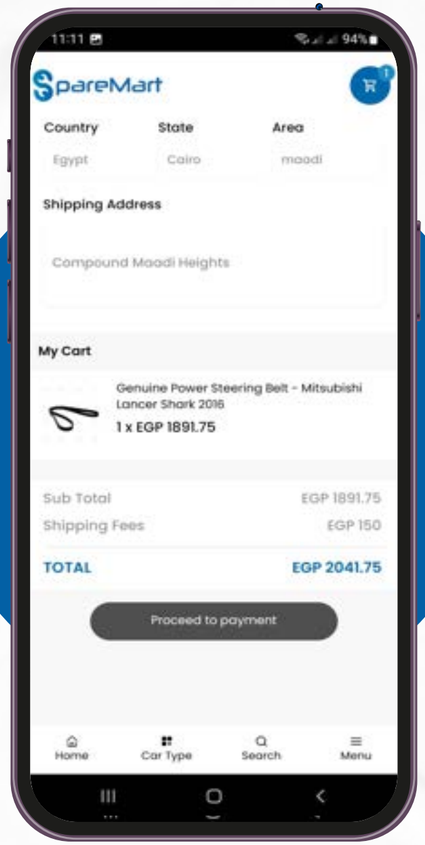
Car brand search



Spare parts search



Order placement & checkout



SpareMart

Current features

Future features

Business Model

1 B2C

- BNPL / Banks
- Delivery
- SKUs Variety

Margin

20%

2 B2B

- Bulk Installments
- Best Prices
- Reselling Scraps

Margin

30%

3 B2B2C

- Instant pricing
- On-Road Assistance
- Car Painting
- Spare parts Compatability

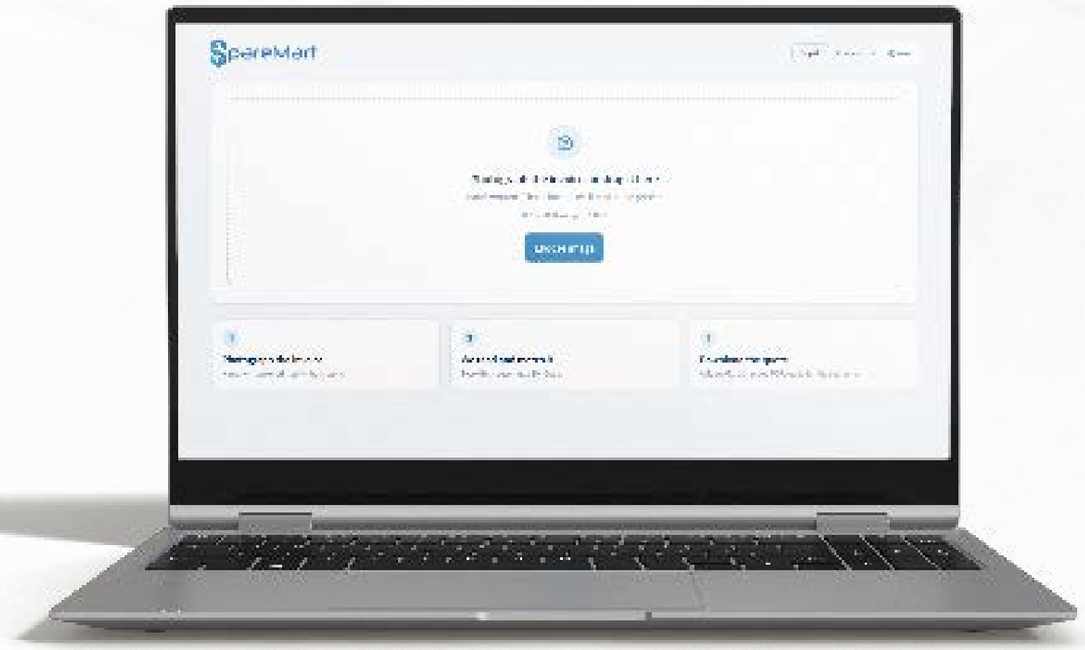
Margin

Variable

SpareMart

Instant Pricing Prototype

(End-User / Insurance Companies)

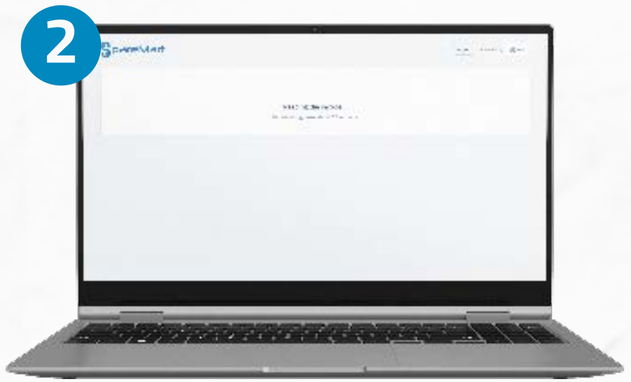


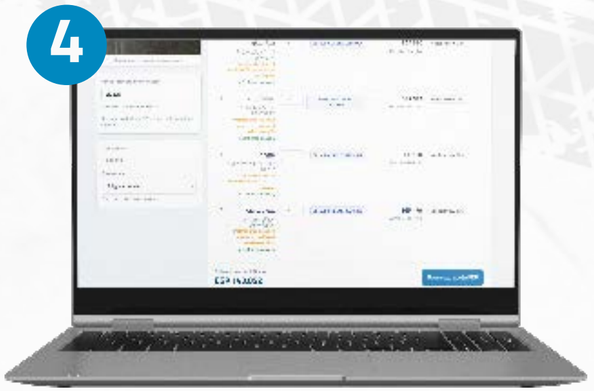
CLICK

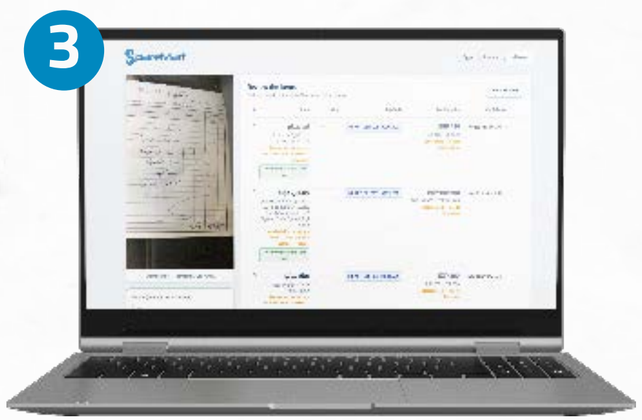
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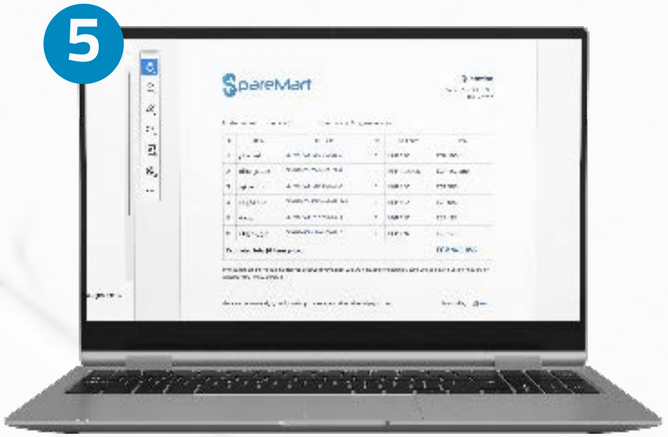
https://sparemart.bekam.homains.eu/

N.B: Kindly press on click button to check the instant pricing prototype









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The Competitve Landscape



Wide variety of SKUs

SpareMart

Fixed retail price

GHABBOUR AUTO

منصور MANSOUR

Flexible Prices

mysyara

mtor موتور

YOUPARTS

Limited SKUs

SpareMart

Automotive Spare parts Market Opportunity

EGY TAM : $1.5B

EGY Cars : 5.5M

Annual Spend / Customer : $550

EGY CAGR% : 6.5% till 2031 (~ $2.06B)

KSA TAM : $5.42B

KSA Cars: 15.8M

Annual Spend / Customer : $1850

KSA CAGR% : 6.31% till 2030 (~ $6.91B)

UAE TAM : $7B

UAE Cars : 4M

Annual Spend / Customer : $545

CAGR% 6.5% till 2030 (~ $7.455B)



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Automotive Scraps Market Opportunity

EGY SCRAP Automotive Market :

$1.1B

2.72M Tons Being Sold

404 USD / Ton

EGY CAGR% : 6.1% till 2031 (~ $1.66B)

KSA SCRAP Automotive Market :

$1.42B

13.48M Tons Being Sold

105 USD / Ton

KSA CAGR% : 6.5% till 2035 (~ $2.84B)

UAE SCRAP Automotive Market :

$1.2B

$200K Tons Being Sold

440 USD / Ton

UAE CAGR% : 7.4% till 2032 (~ $1.29B)



SpareMart

Egypt Spare Parts Traction

Market

Visitors : 121K

Customers : 1203

Orders : 979

Demand

Orders : 4000

B2C : 400K USD

B2B : 3M USD

Q vs Q Growth : 40 %

Revenue

GMV : $122,036 USD

AOV : $112

CAC : $2.86

MRR : $15.3K

Burn Rate : 51.9% ($0.519 / $1)

LTV : 3 Orders / Year

LTV to CAC : 23.49 to 1

SpareMart

Business Roadmap

Revenue Stream (B2C) : 20% Margin

Financial Projections:

	2027	2028	2029
GMV (USD)	1M	2.4M	5.76M

SpareMart

SpareMart Partnerships

Payments gateway

فوري

paymob

Banks

VISA

meeza ميزة

HSBC

التجاري وفا بنك Attijariwafa bank

Emirates NBD

الوطني NBK

البنك الأهلي المصري NATIONAL BANK OF EGYPT

aiBANK

CIB

mashreq المشرق

ADIB مصرف أبوظبي الإسلامي

بنك أبوظبي الأول FAB First Abu Dhabi Bank

بنك مصر BANQUE MISR

Fintech

Souhoola

أمان

valu

FORSA Unlock your chances

mylo

Logistics

bosta

mylerz

aramex

smsa Express

Speedaf express

J&T EXPRESS

eyedel

companies

RAYA AUTO

SpareMart

Pre-Seed Round

US$ 500 K

Secured US$ 120k

Founder & Co-Founders



Mostafa Morgan

Founder & CEO

Saved USD $1.5M/Year in Operations planning at Taager , Setup of Regional Operations in Egypt at Delivery Hero (Talabat)

mostafa-morgan



Mohamed Wahba

Co-Founder & COO

Ops & commercial content and helped generating revenues for Millions of dollars during the last 11 years

mohamed-a-wahba



Ayman Hussein

Co-Founder & CTO

Setup for more than 8 tech companies and they are operating and generating millions of dollars

ay-hu

SpareMart

Thank You!

Company's Website : **www.sparemart.online**
Founder's Phone Number : **0201125144346**
Founder's WhatsApp Number : **02010680785 28**
Founder's Business Email : **Mostafa.Morgan@sparemat.online**