



Southern Africa's marketplace for industrial surplus

USD 110M+

idle surplus inventory, SADC

5–15%

commission on every sale

USD 150K

pilot raise

Capital locked in stock that will never be used

40–60%

of mining inventory sits idle

USD 110M+

surplus value across SADC

0

trusted digital channel to trade it

Surplus builds up, warehousing costs climb, value decays — while buyers next door can't see the part they need.

A deep procurement base, no incumbent

USD 3B

mining contribution to GDP, 2023

70%+

of national export earnings

USD 110M+

addressable surplus, SADC

1st

specialised platform in market

Debswana · Khoemacau · Motheo · Morupule — plus a wide contractor base running large MRO inventories.

Consignment marketplace. We never own stock.

STEP 01

List

01

Sellers

Recover cash from idle stock

STEP 02

Match

02

BuyersParts already in the region,
faster

STEP 03

Transact

03

RevComCommission on completed sales
only

STEP 04

Settle

No one serves this market properly

Classifieds	No verification or compliance
ERP systems	Internal visibility only
Surplus dealers	Physical, local, low reach
Global B2B	No regional trust or focus

REVCOM

- Mining-specific categories and verification
- Verified counterparties, contracts, compliance
- Botswana first, SADC next
- Network effects: every seller wins buyers

One transaction, modelled

USD 7.5K

average transaction value (modelled)

5–15%

take rate by category

**USD 0.4–
1.1K**

revenue per completed sale

~90%

gross margin — no stock, no
warehouse

USD 0 inventory cost

**Revenue on completion
only**

**Volume scales, headcount
doesn't**

The numbers we hold ourselves to

METRIC	MONTH 12	MONTH 24
Active suppliers	3-8	10-20
Registered buyers	40-80	150-300
Completed transactions	50-150	300-800
GMV (USD)	0.4-1.1M	1.5-3M
Commission revenue (USD)	40-150K	150-450K
Repeat buyer rate	40%	60%

Same USD 150K, three outcomes

METRIC	CONSERVATIVE	BASE	AGGRESSIVE
Active suppliers	2	4	6
Completed transactions	20	50	75
Avg transaction (USD)	7.5K	7.5K	7.5K
GMV (USD)	150K	375K	560K
Blended take rate	5%	8%	12%
Commission revenue (USD)	7.5K	30K	67K

Even the conservative case earns commission inside the 6-month pilot; the aggressive case exits the pilot at a USD 130K+ annualised run rate.

~85% revenue CAGR, break-even in Y2-3

METRIC	Y1	Y2	Y3	Y4	Y5
GMV (USD)	0.4-1.1M	1.5-3M	4-6M	7-10M	11-16M
Revenue (USD)	0.04-0.15M	0.15-0.4M	0.4-0.9M	0.7-1.5M	1.1-2.4M
Suppliers	3-8	10-20	25-50	60-100	120-200
Transactions	50-150	300-800	1,000-2,500	3,000-6,000	7,000-15,000

Milestones, not intentions

M1–6

Validate

First suppliers live, first commission earned

M6–18

Build

MVP marketplace, 10–20 suppliers, USD 1.5–3M GMV

M18–36

Scale

Automate ops, 25–50 suppliers, USD 4–6M GMV

Y3–5

Expand

SA, Namibia, Zambia, Zimbabwe — USD 11–16M GMV

Operators who lived the problem

Founder & Industry Expert

FOUNDER

10+ yrs mining maintenance •
instrumentation & processing plant.
Strategy, industry access, supply.

Tebogo Lekula

CO-FOUNDER

BCom Hons Information Systems.
Platform, systems and operations.

Thuso Billa

NON-EXECUTIVE DIRECTOR &
CO-FOUNDER

10+ yrs ESD, funding readiness and
market access. Governance and
partnerships.

30+ yrs

combined sector experience

2

founders full-time on execution

1

independent NED on governance

Raising **USD 150,000**

A 6-month pilot runway to validate demand, ship the MVP and close first commission deals.

30%

Technology

USD 45,000

25%

Market development

USD 37,500

25%

People & operations

USD 37,500

10%

Governance

USD 15,000

10%

Working capital

USD 15,000

“Turning dormant industrial inventory into productive assets across Southern Africa.”

Where the USD 150,000 goes

CATEGORY	AMOUNT	SHARE	WHAT IT FUNDS
Technology	USD 45,000	30%	MVP build, listing & verification tooling, hosting
Market development	USD 37,500	25%	Supplier onboarding, buyer acquisition, site visits
People & operations	USD 37,500	25%	Founder time, listing QA and deal support
Governance	USD 15,000	10%	Company compliance, contracts, audit readiness
Working capital	USD 15,000	10%	Logistics coordination, buffer for deal execution
Total	USD 150,000	100%	6-month pilot runway to first commission revenue

CONCLUSION

A regional monopoly in the making — **capital-efficient**, asset-light, and overdue.

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idle surplus, SADC

5–15%

commission, zero
stock risk

~90%

gross margin on every
sale

USD 150K

6-month pilot runway

Let's turn Southern Africa's dormant inventory into productive capital. Join the round.