



x



Reinvent how you source **chemicals, ingredients & raw materials.**

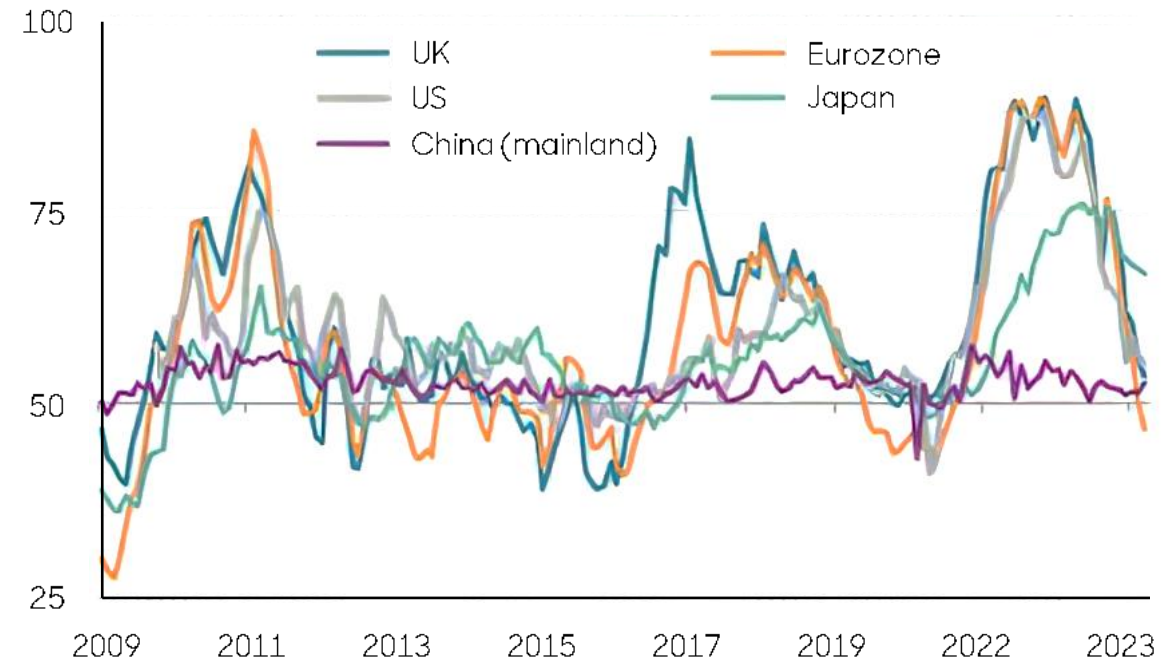
Sourcing chemicals is tougher than ever.

Most businesses react late to market fluctuations



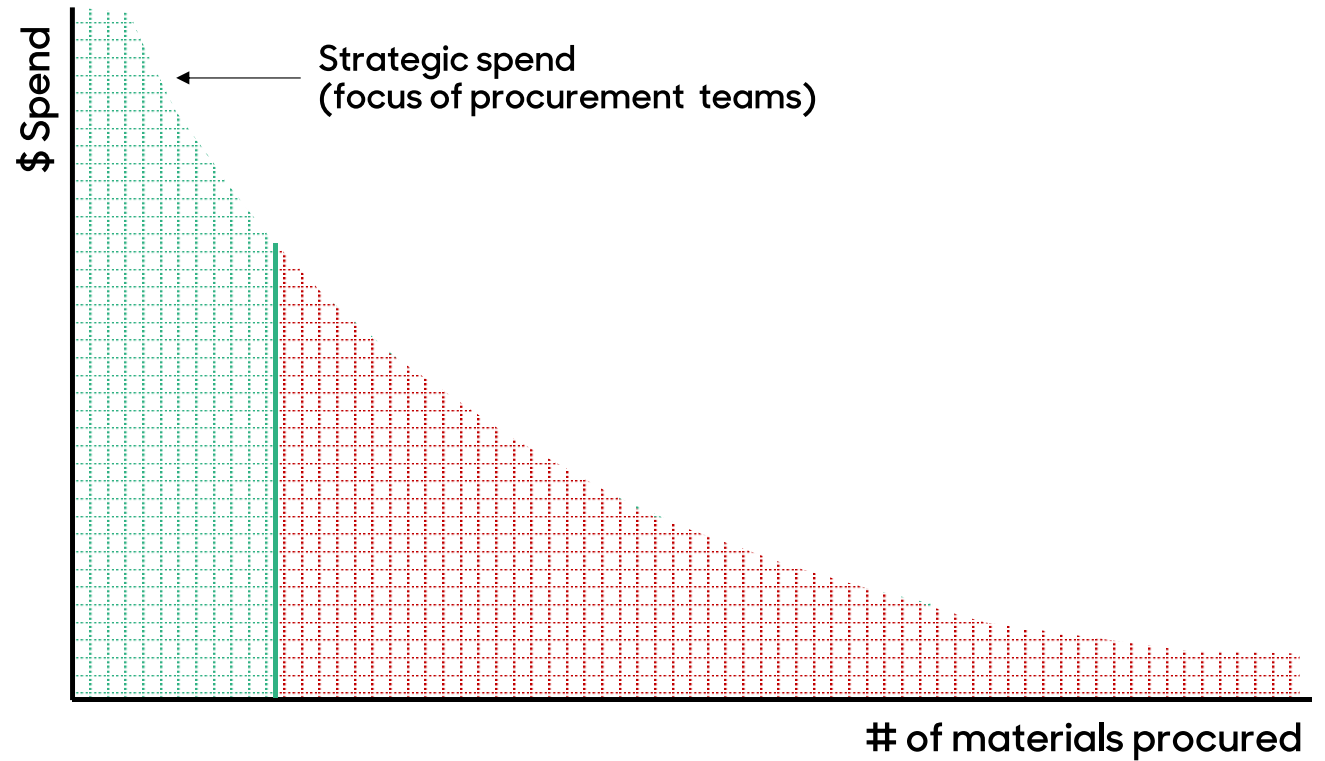
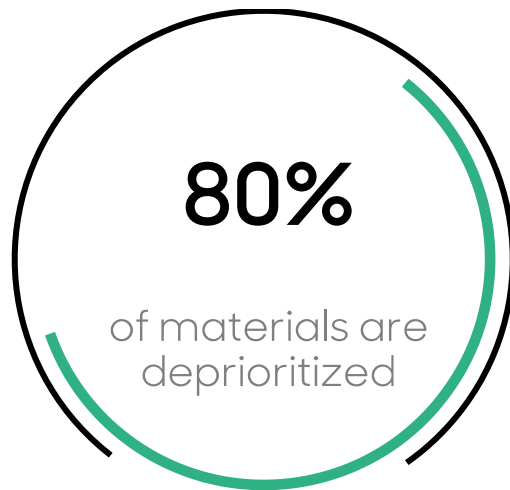
Manufacturing input prices

Manufacturing PMI Input Price Index, 50 = no change on prior month



Sources: S&P Global, Caixin, CIPS, au Jibun Bank

Teams struggle to prioritize mid & tail spend



Supplier discovery is tedious & manual

100k+
raw material
suppliers
globally



Qualifying suppliers is tougher than ever



Introducing...



Reinvent how you source
raw materials & chemicals

The image displays a collage of screenshots from the Valdera software interface. The top screenshot shows a request for "Ascorbic acid" with a chemical structure, a sidebar menu, and a table of quotes. Below this are four white cards with icons and text: "Track progress", "Negotiate terms", "Manage documents", and "Qualify su...". To the right is a "Specifications" modal window showing document uploads (SDS.pdf, TDS.pdf, CoA.pdf), certification logos (ISO, FSC), and buttons for "Purchase" and "Message Supplier". At the bottom is a "Make a request" modal with options to "Create an RFQ" (with a "Request" button) and "Submit existing RFQ" (with a "Quick Request" button).

Use big-data & AI to discover best-in-class suppliers



Where Valdera fits in the procurement tech stack



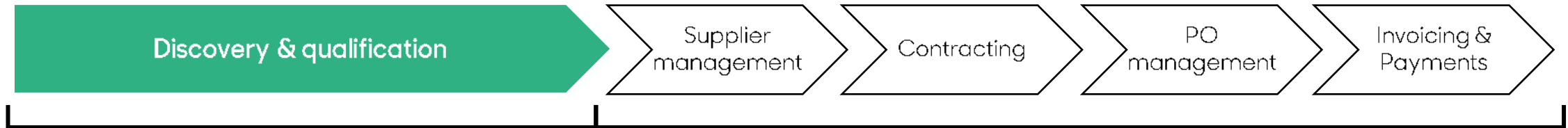
Marketplaces & Databases



Spend Management Systems



Where Valdera fits in the procurement tech stack





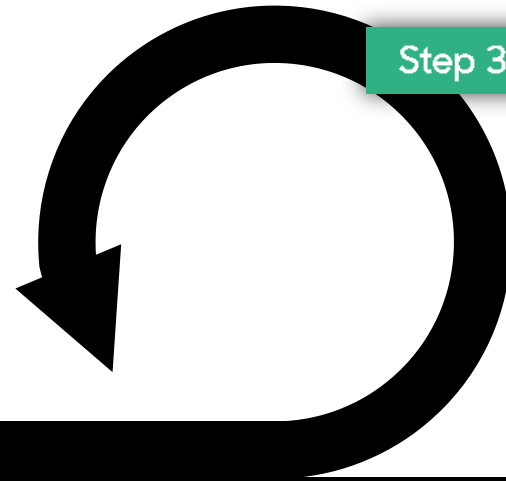
- ✓ Reverse-blind auction / RFX
- ✓ AI-driven supplier discovery
- ✓ Automatic price checks
- ✓ ROI based decisions

Spend Management Systems



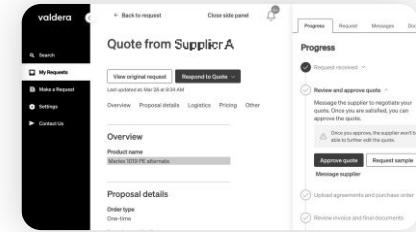
Simplified end-to-end:

In minutes...



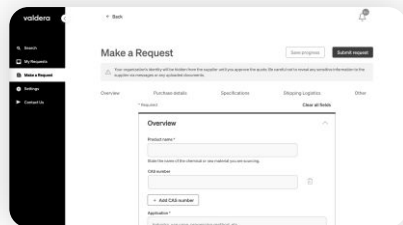
Step 3

Receive quotes, specs, and samples



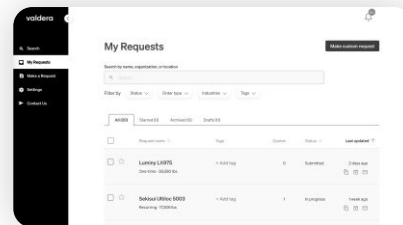
Step 1

Submit custom raw material request



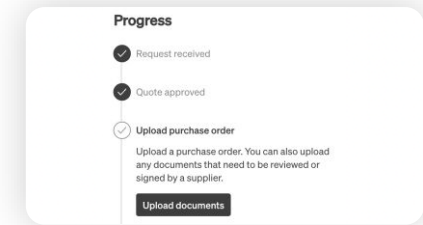
Step 2

Automatically get routed to suppliers



Step 4

Confirm your order & transaction details



100+ suppliers

routed per request

<24 hrs

for first quote

~15 quotes

per request

~14% savings

per request

Requests submitted 8
\$26,654,731 in current annual spend

Number of suppliers routed 953
Avg. of 119 suppliers per request

Quotes received 122
Avg. of 15 quotes per request

Estimated annual savings \$15,648,245
58.71% of current spend

Realized savings \$11,407,493
72.90% of \$15,648,245.00 estimated annual savings

72.90% of est. savings

Realized savings

Search product name, requester Filter by Status Tags Incoterm 01 Jan 20 - 05 Oct 23

Date requested	Product name	Quantity requested	Baseline Price, DDP	Status	# Quotes	Price	Incoterm	Source Location	Estimated Savings	Realized Savings	Request owner	Request tags
Jun 21, 2023	Dowlex 3010	7,336,300 ...	\$1.37/lbs	Quote app.								
Jun 19, 2023	Mono Propyle...	200,000 kg	\$1.50/kg	Quote app.								
Jun 16, 2023	BYK A-530	250,000 kg	\$7.01/kg	Submitted								
Jun 14, 2023	Acrylonitrile	1,800,000 ...	\$1.50/kg	Submitted								
Jun 12, 2023	Divinyl Benzene	350,000 kg	\$6.31/kg	Quote app.								
Jun 9, 2023	Sodium Lauro...	2,500,000...	\$2.40/...	Completed								
Jun 7, 2023	Erythorbic Acid	10,000 kg	\$4.30/...	Submitted								
Jun 5, 2023	Methyl Acrylate	1,200,000 ...	\$3.00/...	Quoting in.								

My Requests

Search by name, organization, or location

Filter by Status Order type Industries Tags

- All (20)
- Starred (0)
- Archived (0)
- Drafts (0)

Request name	Tags	Quotes	Status	Last updated
<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> Luminy LX975 One-time - 38,580 lbs	+ Add tag	0	Submitted	2 days ago
<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> Sekisui Ultiloc 5003 Recurring - 17,306 lbs	+ Add tag	1	In progress	1 week ago
<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> Constab AB06064PPR Recurring - 76,499 lbs	+ Add tag	0	Submitted	1 week ago
<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> Marlex® 1019 Polveth...	+ Add tag	2	In progress	1 week ago

Our value proposition

1

Hyperscale sourcing

Get automatically routed to suppliers in one-click



>10x

RFQs processed (e.g., long tail)

2

De-risk supply

Multi-source & expand network to diversify risk



2-3x

expanded supplier network

3

Reduce spend

Optimize raw material cost & curb inflation



5-15%

average cost savings

4

Improve agility

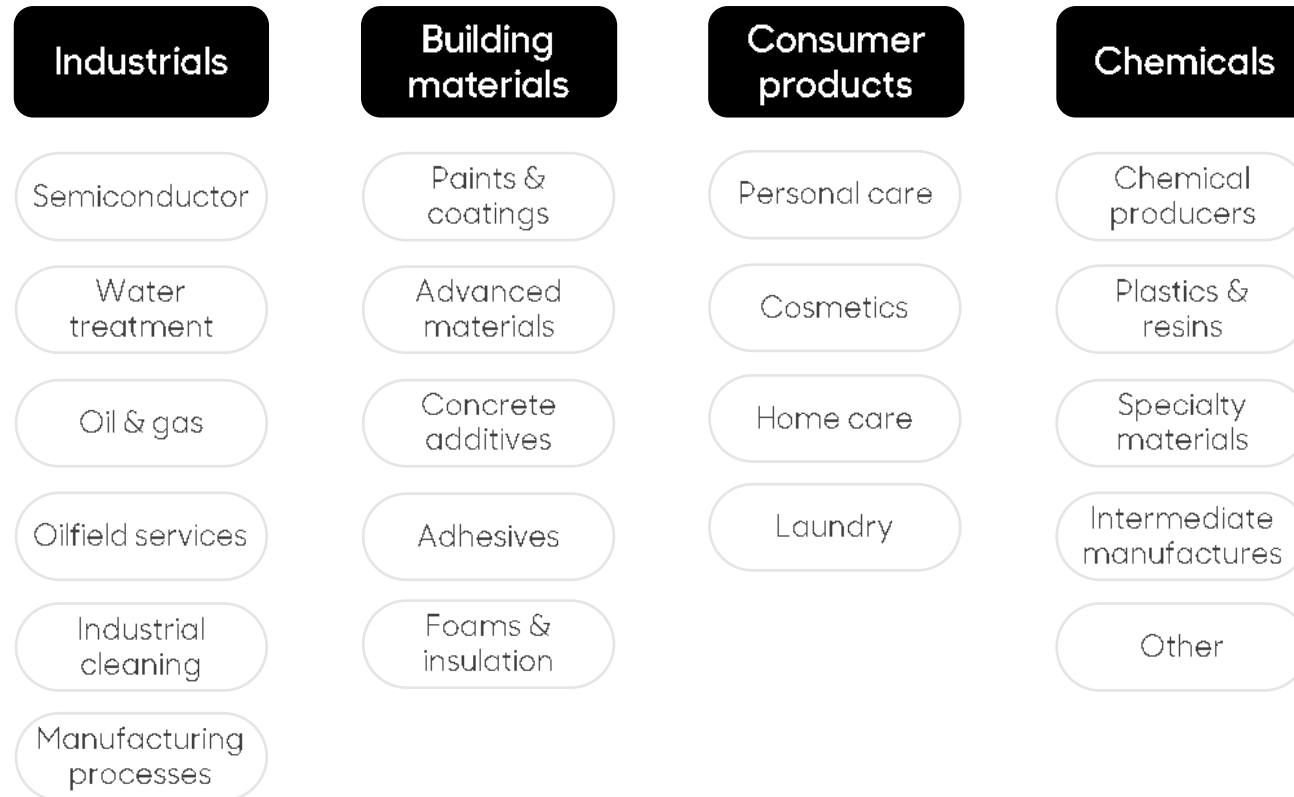
Speed up your response to supply disruptions



30-40%

reduction in sourcing timeline

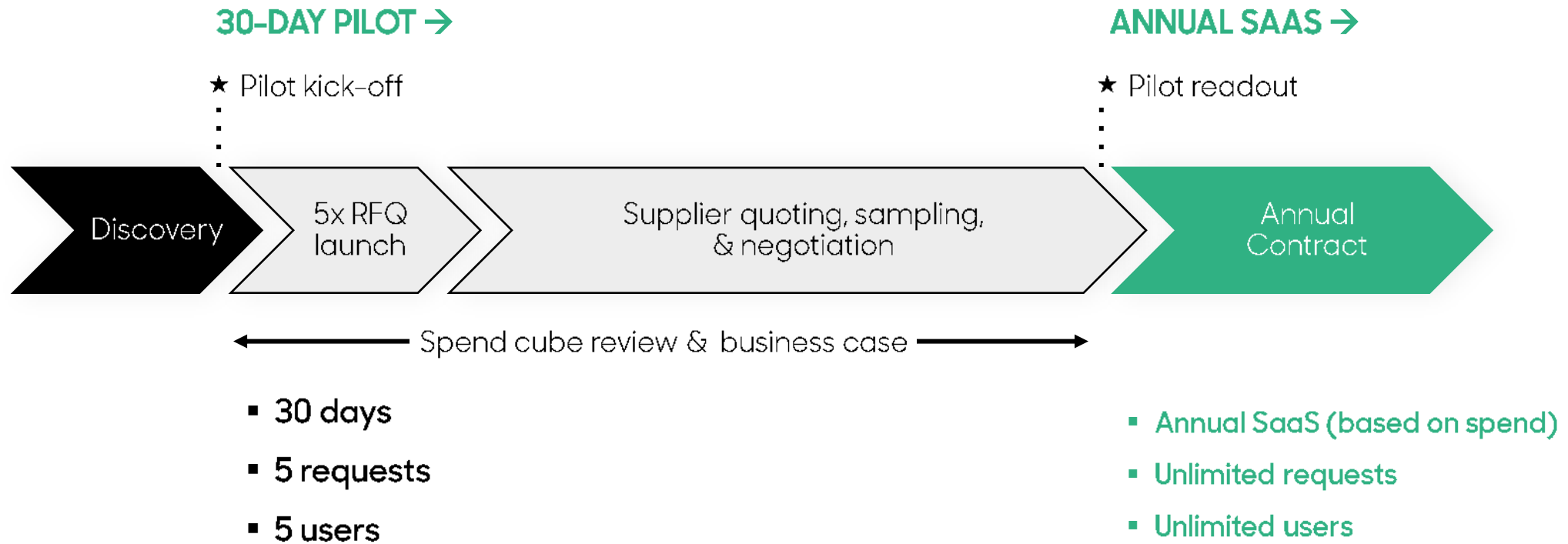
Where we add value



Our focus...

- ✓ Chemicals & raw materials
- ✓ Polymers
- ✓ Intermediates & processing
- ✓ Specialties
- ✗ Pure commodities
- ✗ Proprietary supplier IP

Valdera partnership process





THANK YOU

Visit us at valdera.com