



Secondary Market B2B Solutions for Mobile Devices



About B-Stock

B-Stock operates the world's largest B2B marketplace for returned, overstock, and trade-in mobile devices. Our platform connects wireless carriers and manufacturers directly to vetted secondary market buyers. Our **Mobile Team** is made up of mobile and auction industry experts and are CTIA Working Group members. They provide daily support, guidance, and strategy and are thought leaders in the mobile secondary market space.

Our B2B Sales Platform

Gain market knowledge,
industry trends, & pricing
trending

Insight at the model,
storage, carrier, color, &
SKU levels

Flexible and scalable:
sell across all models,
conditions & quantities

Used by the world's largest
wireless manufacturers, carriers,
& buyback companies

Across
our client
marketplaces,
we sell over
3,000,000
phones and
over **5,000,000**
mobile
accessories
annually.

Secondary Market Insights

- Secondary mobile market is estimated at \$25B - and it is growing in the U.S.
- Used smartphone market will grow 4-5x faster than overall smartphone market
- Annual upgrades and trade-in programs have played biggest role in growth

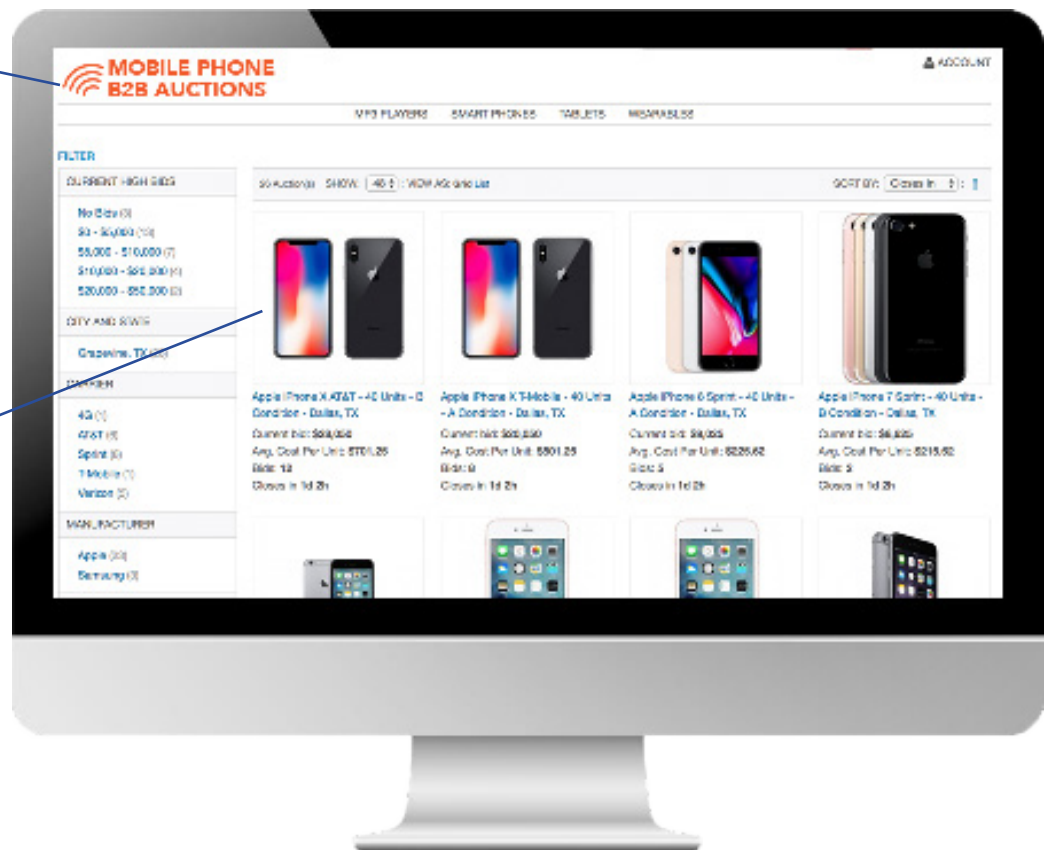


How it Works

Sell directly to secondary market buyers via your own B2B marketplace. The online auction platform creates competition, pushing prices up. You have full control over who is buying your inventory and can set buyer restrictions. Targeted marketing campaigns ensure the right buyers see your inventory.

Branding

Auction Strategy



Features

Lot #	Model	Carrier	Item Description
23638	iPhone 6s Plus	Verizon	iPhone 6s Plus 64GB Verizon
23638	iPhone 6s Plus	Verizon	iPhone 6s Plus 16GB Verizon
23638	iPhone 6s Plus	Verizon	iPhone 6s Plus 32GB Verizon
23638	iPhone 6s Plus	Verizon	iPhone 6s Plus 128GB Verizon

Accurate manifests

Apple iPhone X AT&T - 40 Units - B Condition - Dallas, TX

Current bid: \$28,000 12 Bids

Our Maximum Bid:

Order \$28,000 or more in whole dollars

BID NOW

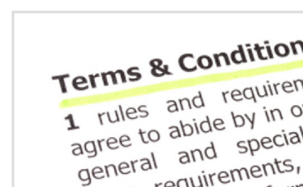
Avg. Cost Per Unit: \$701.25

Expires in: 14:29

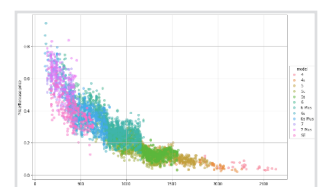
Two May 18, 2018 11:00:00 AM PDT

ADD TO WATCHLIST

Consistent listing
schedule & condition
codes



Easy-to-
understand
buyer terms &
conditions



Real data on
secondary market
prices

Risk Aversion

When it comes to remarketing used electronic devices...

Risk avoidance should be at the top of your list

It's important to know who is buying and ultimately reselling the devices

It's paramount to understand the regulations associated with these transactions

The average phone is used by 2 to 3 people

More than \$2.3B was returned to customers through trade-in and buyback programs in 2019



Data Wiping
Commitment to consumer privacy



Recycling
Commitment to the environment



R2 Certification
Provides transparency and risk aversion

B-Stock's Buyer Network



We've spent years building a buyer base specifically interested in secondary mobile devices.

B-Stock buyers include:

- Major exporters
- Refurbishment companies
- B2C resellers
- Mobile Virtual Network Operators (MVNO)
- Retailers

Buyer grouping for targeted sales and risk aversion can include export only, R2 only, & recycle only

We're everywhere; we have a strong presence at mobile trade shows



We have buyers in 130+ countries



Learn More

Watch our video chat to learn more:



Contact Us:
www.bstock.com
recovery@bstock.com

