

We digitally **unify the supply chain** to facilitate the optimal, automated matching of suppliers with enterprises



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Minexus

Technology + Talent,
complementing ERPs

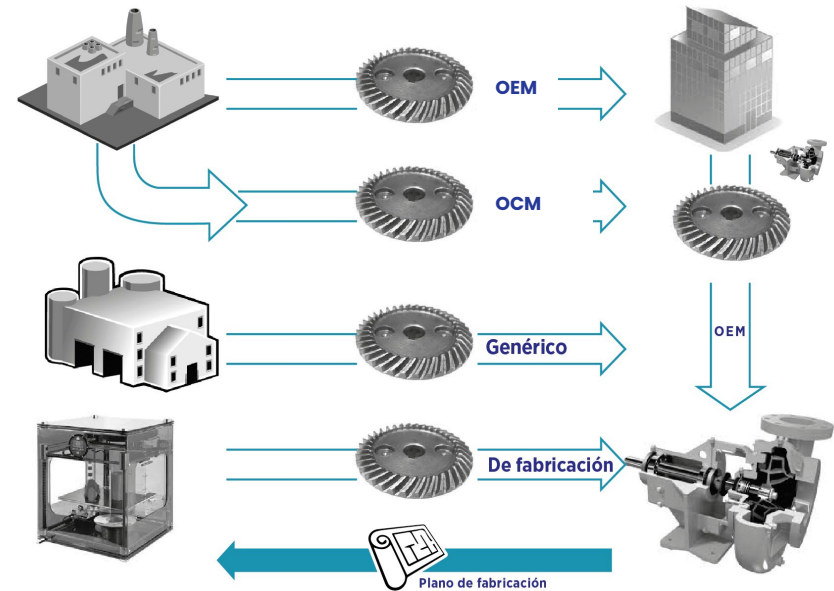
Problem: The broken Supply Chain: High Risk & Hidden Costs

1. Compliance Risk: Corporations face critical issues in supplier ESG qualification and compliance auditing.

2. ERP Blind Spots: Legacy of traditional ERPs ,(SAP/ARIBA / Oracle / JD EDwards), fail to prevent delays, stockouts, overstocking, and excessive logistics costs.

3. Local Vendor Isolation: Local suppliers lack visibility, hindering "Buy Local" goals and the measurement of sustainable community impact.

4. OEM Dependence: Lack of technical information creates dependency, preventing the adoption of cost-effective alternative parts (OEM).



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Solution: MINEXUS CODIN[®]: Reverse, (demand drives supply), Intelligent Marketplace B2B/B2G

We don't replace your ERP (SAP, ARIBA, ORACLE), we complement it with Intelligence.

1.AI-Driven Ecosystem: A single, integrated platform for supplier visibility, development, qualification, catalogs management, , strategic sourcing and evaluation.

2.Automated Matching: Uses AI/ML to ensure optimal and technically enriched descriptions of demand, with mitigated risks by making visible an ecosystem of certified suppliers.

3.Trust & Traceability: Built on a Blockchain layer to guarantee immutable records for compliance and technical data.



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CODIN® Supplier Lifecycle Management (SLM).

Unifies the entire supplier engagement process—**pre-contractual, contractual, and post-contractual**—throughout the entire supply chain cycle.. Currently, these 4 modules are operational and generating revenue.

Supplier Onboarding

Simplifying Ecosystem Integration & Discovery.

We **streamline digital supplier registration**, ensuring real-time visibility into your ecosystem and enabling **AI-driven matching** for effective engagement between buyers and vendors. This eliminates manual data entry and accelerates time-to-value for new partnerships.

Supplier Qualification & Compliance

Automated Risk Mitigation & Custom Compliance.

We automate **risk assessment and compliance verification** using machine learning. Our key differential is the ability to **adapt technical, legal, and financial criteria** to the specific needs and regulatory requirements of each corporate client, guaranteeing auditable, tailor-made governance.



Sourcing & Tenders

Optimized Digital Tendering with Total Traceability.

We **digitalize quotations and tenders** through a collaborative platform, providing **full traceability** and transparent comparative reports. This digital approach drastically **optimizes costs and cycle times** by eliminating manual processes and facilitating clear, data-driven decisions.

Supplier Performance

Data-Driven Performance & Strategic Relationship Vendor Building.

We evaluate vendor performance using customizable and personalized indicators that go beyond basic metrics. This data allows clients to make superior, informed procurement decisions and actively fosters stronger, more strategic, and mutually beneficial relationships with high-value suppliers.

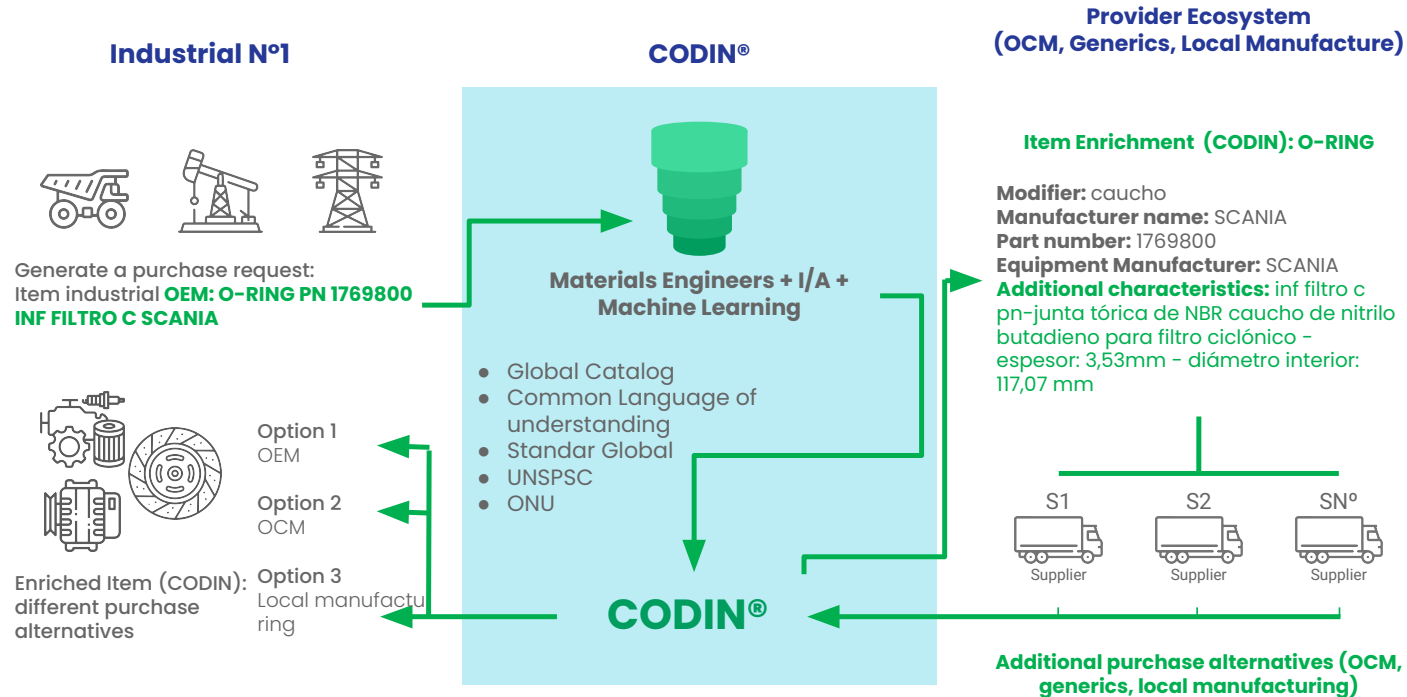
LATAM clients (gets with the modules development until now)



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Next step: B2B / B2G Marketplace Diagram

(in development roadmap)



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Supply Demand Connection

-  Suppliers match by purchasing categories
-  Launching requisitions in free or sourcing mode
-  Use of Blockchain for transparent and incorruptible sourcing processes

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Transformation of requisitions - operations orders

-  AI/Machine Learning + Materials Engineers
-  Enriched Items
-  Global catalog with common language of understanding using UNSPSC UN standard

Business Model



Monthly FEE by purchasing users*



One-time payment for integrations with ERP's



Percentage of sales to ecosystem vendor (1%)



*** Average monthly ticket per client: USD 4350**

*** Average licenses per client: 8**

Billing annual evolution

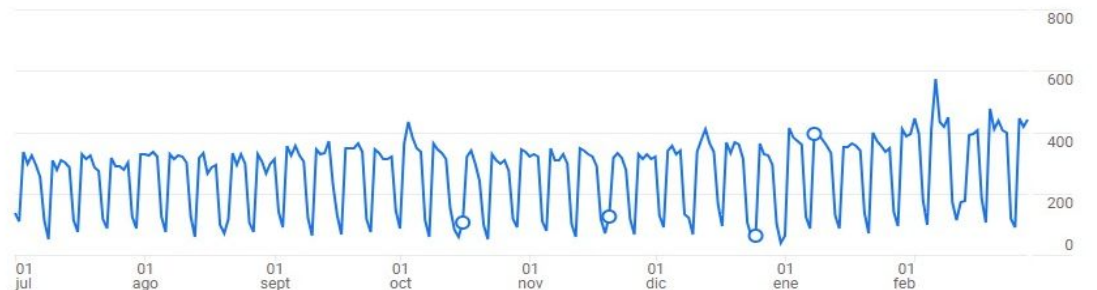
VENTAS USD



Transacción

Usuarios
16 mil

Usuarios nuevos
14 mil



Monthly sales

USD 120K

Average Ticket

USD 4,350

Life Time Value

USD 85k

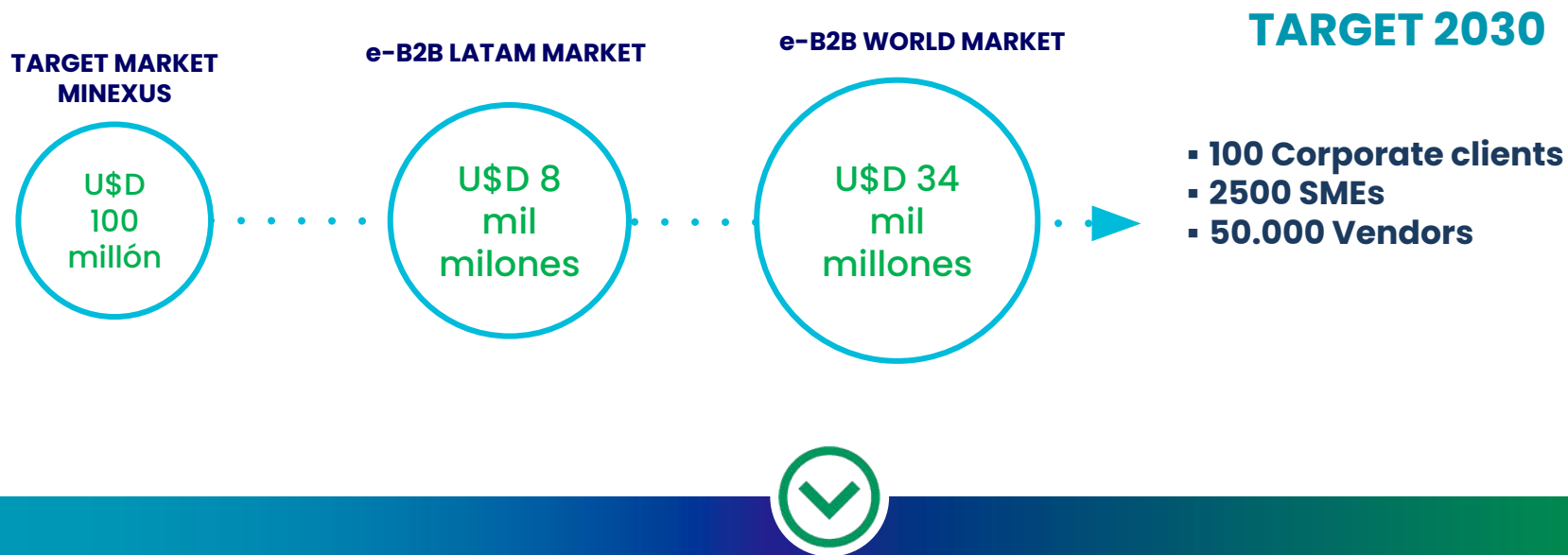
Ratio LTV / CAC

USD 35k



Average daily provider users in 2025: **500 usuarios únicos**

Projected market



Source: UN (UNCTAD Global E-Commerce Estimates 2025, for online marketplace platforms and electronic data interchange transactions).

Go-To-Market Strategy

Who We Sell To

- Global/Blue-Chip **Enterprises utilizing major ERP systems** (SAP, Oracle, JD Edwards).

- Key Sectors: Mining, Energy, Oil & Gas, Manufacturing, Construction, Automotive, and Agribusiness.

Differential: Targeting high-value industrial operations where **compliance and efficiency** are mission-critical.

Our Offering: The CODIN SLM Suite + Marketplace B2B / B2G

- **Integrated Supplier Lifecycle Management (SLM)**: A full-stack solution covering Vendor Onboarding, Qualification, Sourcing, Contract Management, and Performance Evaluation.

B2B/B2G Intelligent Marketplace: A centralized ecosystem that complements existing ERPs with AI/ML capabilities.

How We Win the Market

Channel

Focus & Strategy

Direct Sales Team

Specialized Account Managers focusing on C-Level, Procurement, and Supply Chain Leaders to drive strategic, long-term enterprise adoption.

Channel Partners

Boutique/Freelance allies to expand market coverage in key regions and accelerate time-to-market.

B2B Content Marketing

Strategic thought leadership (Webinars, Events) and high-value presence in Key Industry Associations.

Digital Campaigns

Highly targeted LinkedIn & Google Ads combined with social media management to build brand trust and generate qualified leads.

Team

40 people, of which 31 are internal collaborators and 9 are external.

Áreas en Minexus

- Administration and Finance: 4
- People - RRHH: 2
- Marketing & sales: 4
- Catalog: 3
- Product and Development: 18
- Support: 8
- Supply Chain Consulting/Outsourcing: 1



Technological advantages - Quality Assurance

Own node on the ethereum blockchain



Founding Partners



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