



**WORLD'S MOST TRANSPARENT  
AND EASILY ACCESSIBLE  
E-AUCTION PLATFORM**

An isometric illustration of a city skyline with several buildings in blue and orange. Floating around the buildings are various banknotes in blue and orange, along with small dots. The background features light blue diagonal lines.

Sold more than USD  
**600 000 000**

# Awards & Recognition



**Anti-corruption  
startup award  
from Citigroup**  
Citi T4I Challenge



**C5 Accelerate  
and USA Institute of Peace**  
The Shield in the Cloud  
Innovation Challenge

**Technology was  
featured in**

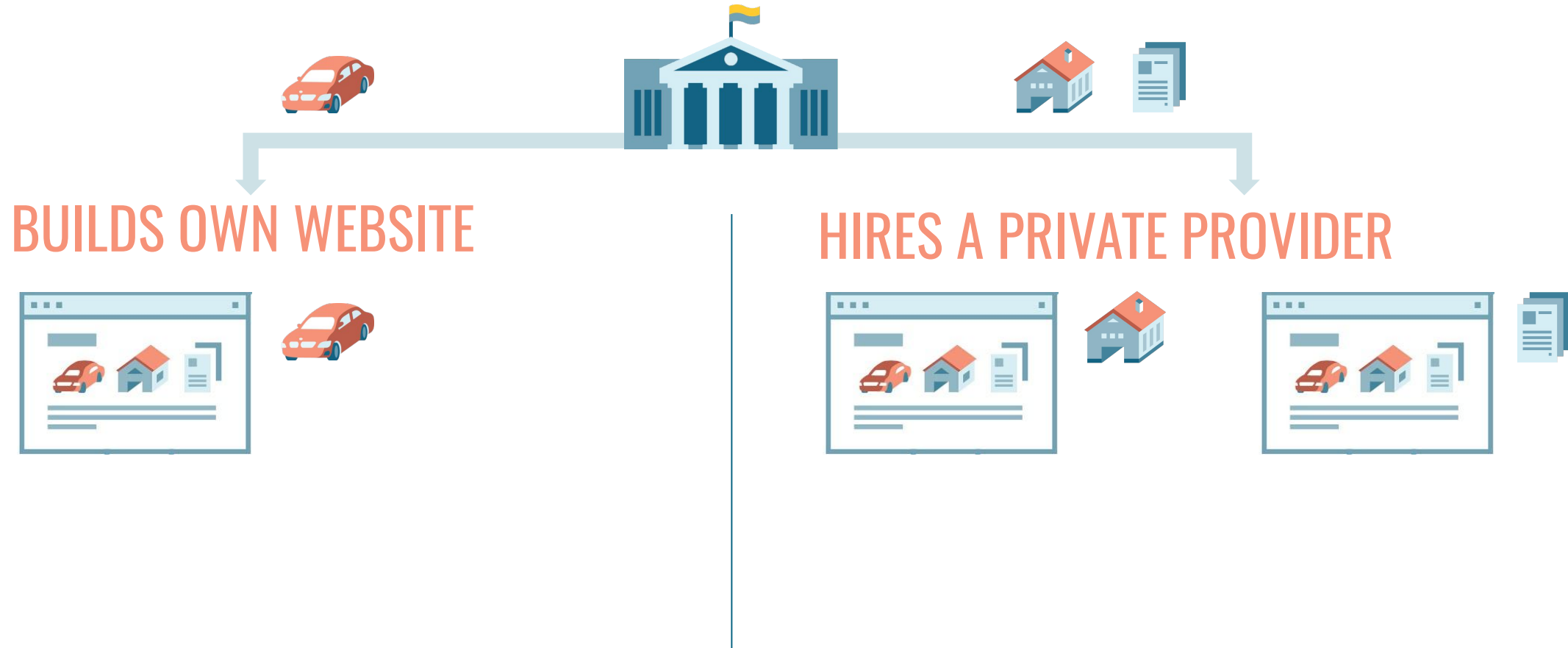
**WIRED**

# In partnership with



Transparency International Ukraine has been supporting Prozorro.Sale since the beginning of the project. Initially, TI was the administrator of the Central Database, which is connected to all marketplaces (brokers) that are authorized to use the Prozorro.Sale Electronic Trading System. The administration has been partially transferred to Prozorro.Sale this year.

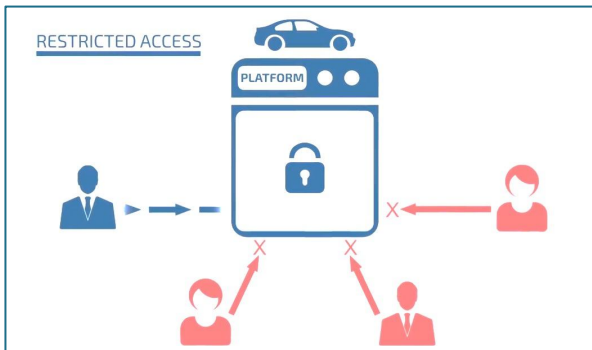
# How can Governments go about selling their assets?



Each provider is in fact a monopoly for sales of a particular item / asset type / gov. agency

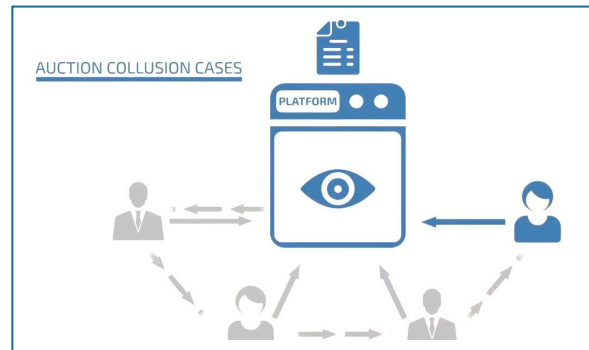
# There are several problems with that

## RESTRICTED ACCESS



Where there is only one such operator it may refuse to register bidders for an auction for spurious reasons

## COLLUSION



A single operator knows who will come up for an auction and may sell this information making it possible to corrupt the process

## DECREASED COMPETITION



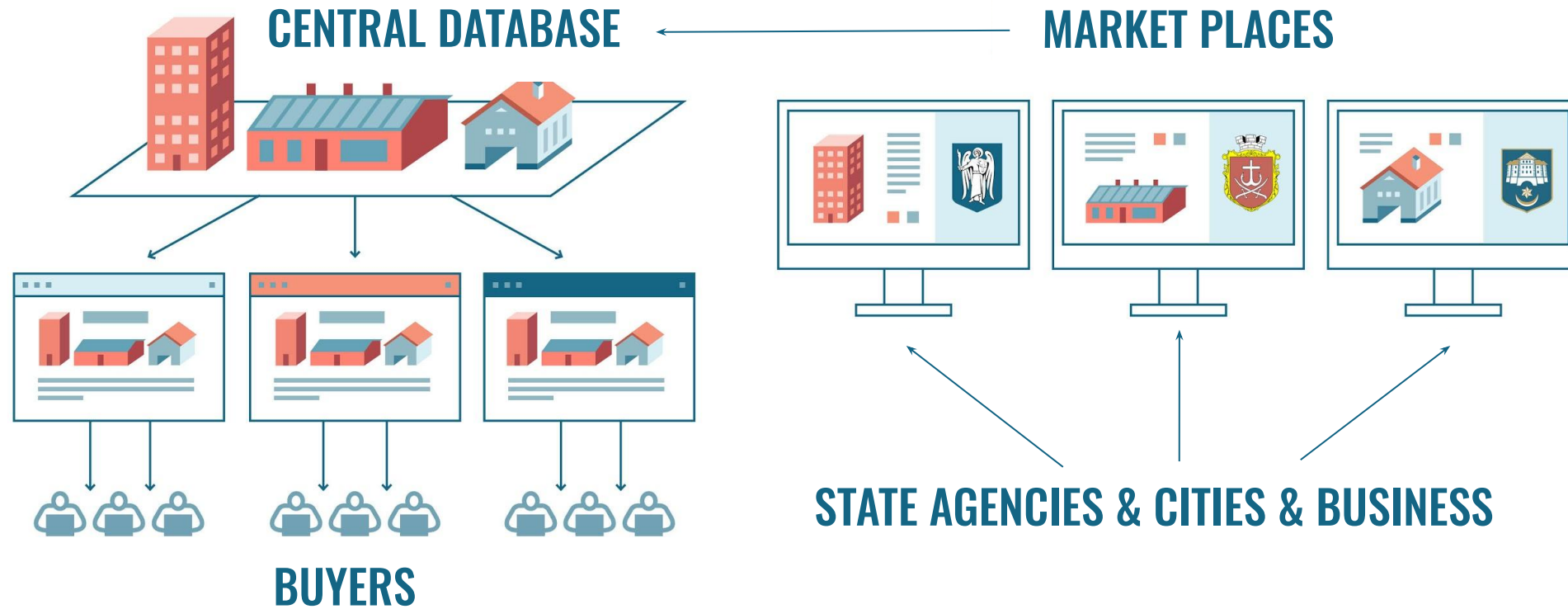
Businesswise thousands of government items are in the government portal, but all the buyers are with the nation's biggest b2b e-platforms like Alibaba or Amazon

## INTRICATE MONITORING



it is hard for general public to monitor results on various websites

# How it works



## INNOVATIVE TWO TIER STRUCTURE

A state-owned central database (CDB) is connected to private e-platforms through a secure API

e-platforms interact with cities, state agencies & companies as well as businesses to provide them with all the necessary services

## OPEN DATA

All information in CDB is open and accessible to everyone

Any provider can develop its own services based on our open data



# Our current streams

## Small Privatization



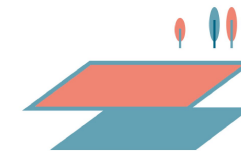
USD **39m** in revenue,  
average starting price  
increase **60%**, up to **100**  
participants per auction

## Property leases



USD **440k** in revenue,  
average starting price  
increase **24%**

## Land lease rights



Pilot project – USD **37k**  
in revenue so far, **80%** of  
lots were successful

## Commercial Sales



USD **2.3m** on 17 successful  
auctions

## Mineral Extraction Rights



USD **14.3m** in revenue from  
pilot, **90%** starting price  
increase

## Non-Performing Loans



USD **520m** through the  
Deposit Guarantee Fund

## Railway car rental



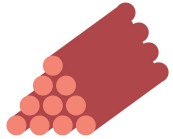
**55%** starting price increase on  
almost **1000** successful auctions



# What's in the works



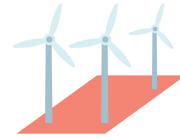
Insolvency Procedure



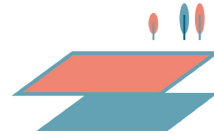
Timber Auctions



State Owned  
Banks NPLs



Renewable Energy



Land Lease



Property Leases

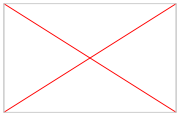
# Some numbers and facts



USD **600m** in revenue



**8.1k** bidders



**193k** lots created



Over **50** marketplaces connected and authorized



State Entity PROZORRO.SALE established  
independent Supervisory Board

# EVERYONE LOVES MONEY AND CATS



# Why does Prozorro.Sale give you the best value for your money

- Our track record includes developing a reform from start to finish - we know what it takes
- Transparency is at the core of our mission – most industries / sectors can benefit
- We are the swiss army knife for reforms!



# Donors & Partners



Norwegian Ministry of Foreign Affairs



Kingdom of the Netherlands



# Do you have any questions?

## Contacts:

Chief Executive Officer  
[oleksii.sobolev@prozorro.sale](mailto:oleksii.sobolev@prozorro.sale)

Chief Finance Officer  
[sergiy.boote@prozorro.sale](mailto:sergiy.boote@prozorro.sale)

Donor Coordinator  
[rami.sarayrekh@prozorro.sale](mailto:rami.sarayrekh@prozorro.sale)

