

Bitmalo.com

Exotic car export platform with crypto settlement

Problem

- **Fragmentation:** cars from **309** showrooms listed on bitmalo
- **Localization:** It is not viable for each dealer to build a localized export platform, or manage shipping routes to every country.
- **Payments:** crypto/stablecoin acceptance is rare despite growing demand due to offramp difficulties.

Data as of November 3, 2025

Solution

- Bitmalo aggregates **4550** listings into one export marketplace.
- **AI** facilitates aggregation, standardisation and localisation of listings at scale.
- **Seamless integration** with other platforms + APIs allows dealers to see and manage their inventory in one place
- Bitmalo becomes the trusted marketplace facilitating advertising, logistics and payments for **SMEs** accross UAE and buyers across the world

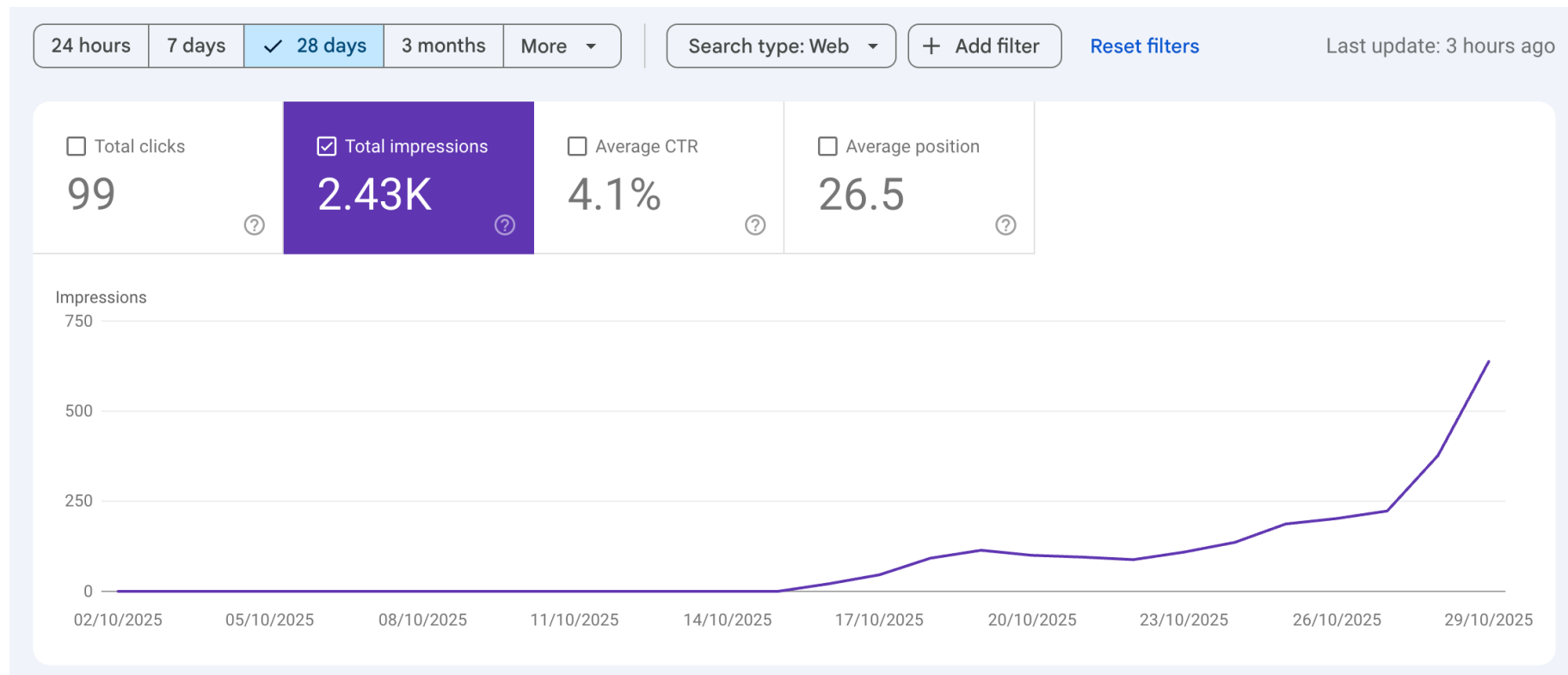
Data as of November 3, 2025

Addressable Market

- USD 6.64 billion of car exports from UAE in 2023
- **\$1,593,703,421** - aggregate value of listings on bitmalo.com.
- Stablecoin payments volume is growing rapidly (~30% CAGR) due to banking friction and privacy concerns.
- Trillion dollar opportunity - **\$975B** global passenger car trade (HS code 8703) in 2023

Data as of November 3, 2025

Competitive Advantage



Organic growth - driven purely by SEO strategy with no marketing or promotion

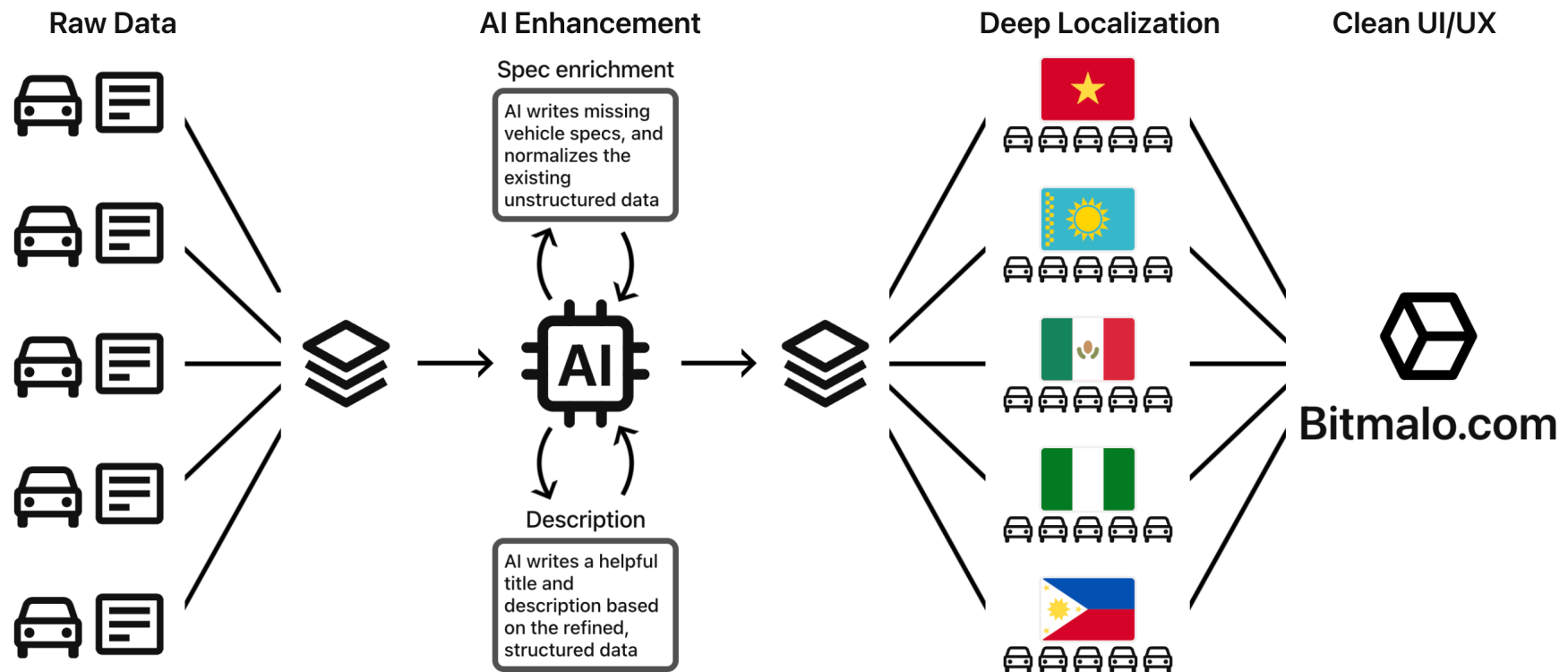
Competitive Advantage

- Led and built by a **technical** founder who became a self made millionaire at 20 using machine learning to develop algorithmic trading strategies
- Founder also has **experience** running an existing car export business from UAE
- Market is ripe for disruption by a highly competent team, most market players are non technical
- Bitmalo already has an **extremely well built** product that can fill this niche

Business Model

- **SaaS:** dealers will pay a subscription fee to gain access to a global market 100x bigger than UAE.
- **Transaction fee:** 10-15% per sale on platform-initiated deals.
- **Logistics:** take-rate on door-to-door shipping, customs & delivery.
- **Value Added Services:** crypto payment facilitation, inspection reports etc.
- **Automation:** OpEx stays low as the platform moves towards 100% automation.

Technology (Fully Automated)



Go To Market

- **Credibility:** Build social media and brand presence
- **B2B:** Approach dealers in UAE with simple onboarding to our platform, allowing them to gain global reach.
- **B2C:** Begin scaling up B2C marketing and outreach operations.
- **Market Dominance:** Once bitmalo has gained the trust of buyers and sellers it will be difficult to dislodge (wide moat) creating strong margins and high valuation

Funding & Runway

- **Raise:** \$500,000 seed to reach profitability.
- **Use of funds:** 30% product & AI infrastructure; 40% marketing & GTM; 20% operations/logistics; 10% legal & compliance.
- **Hiring plan:** 1 full-stack developer in first 90 days.
- **Cash burn:** ~\$30k/month (months 1-3), mitigated by revenue scaling faster than OpEx after that.
- **Milestones:** Aim for GAAP net income by end of 2026.