



ORKCONCEPTS EXPORTS

A Strategic Sourcing Monopoly: From the Indian Ocean to the GCC
Proprietary 4PL Supply Chain & Executive Partnership Proposal.

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Image by ORKCONCEPTS

Strictly Private & Confidential. Prepared for The Attention of the Potential Investor.

The Strategic Gateway

The Sourcing Monopoly: The headline isn't a buzzword; it is a structural promise. We are presenting a model where the investor doesn't just participate in the market—they own the supply lane.

The 4PL Distinction: By labeling this as a "Proprietary 4PL Supply Chain," we immediately signal to the investor that this is an asset-light, tech-enabled, and intelligence-driven operation, not a traditional, high-maintenance logistics firm.

Executive Partnership: This slide establishes that we are not looking for a "lender," but a Strategic Partner. The mention of an "Executive Partnership Proposal" sets the stage for the Co-Chairman role we will detail later.

Confidentiality & Authority: The clean, minimalist layout and the "Private & Confidential" footer reinforce the exclusivity of the deal, ensuring the investor feels they are being invited into a "closed-loop" opportunity.

ORKCONCEPTS EXPORTS

FINAL DECK SEQUENCE (VISUALIZED)



The Logic of Success

A Disciplined Journey: We aren't just jumping into a container shipment. We are moving from Market Monopoly (1) to Product Superiority (2), then through the 4PL Operational Architecture (3 & 4), into Governance (5), and finally to Financial Payback (6).

The Milestones of Safety: Notice that Investor Safeguards (4) and Governance (5) are placed at the heart of the deck. This tells the investor that their protection is the "pivot point" upon which the entire operation turns.

The "Mobilization" Commitment: By highlighting 6-Month Mobilization (7), we are being transparent about the "pre-revenue" build phase. We are showing that we value a "Perfect Launch" over a "Rushed Launch."

The "Launch" Zenith: The final milestone isn't just a shipment; it's the birth of a Strategic Path Forward (8) and a Final Call (9) to a legacy partnership.

ORKCONCEPTS EXPORTS: YOUR PROPRIETARY SOURCING ENGINE

A Direct Strategic Bridge from the Indian Ocean to the UAE

THE MARKET FRICTION:

Traditional export models lose 20%–25% of their potential margin to **'GHOST MIDDLEMEN'** (Brokers, Wholesalers, and unnecessary trading agents).



OBJECTIVE:

100% MARGIN CAPTURE.

Not a cent of profit leaves the partnership.

THE ORKCONCEPTS SOLUTION:

Eliminating third-party markups.

Connecting Sri Lanka farm-gate **DIRECTLY** to Dubai retail shelves.

The Proprietary Sourcing Engine

Targeting the "Margin Leak": We explicitly identify the 20%–25% "Market Friction." This is the cost of doing business the old way. We are telling the investor: "Every dollar you currently pay a broker is a dollar that belongs in our partnership profit."

The "Ghost Middleman" Elimination: By visualizing the "Ghost Middlemen" as a broken chain, we emphasize that ORKCONCEPTS replaces complexity with a singular, direct relationship.

100% Margin Capture: This is our primary objective. In this model, not a single cent of profit leaves the partnership between the source and the consumer.

Direct-to-Shelf Integration: We aren't just shipping to a port; we are connecting the "Farm-Gate" directly to the "Retail Shelf." This creates a level of freshness and traceability that competitors cannot match.

Executive Partnership: The Monopoly Status



THE CO-CHAIRMAN ADVANTAGE

Investor is the **Architect of the Supply Chain**, not just a financial contributor.



EXCLUSIVE RIGHT OF FIRST REFUSAL

Sole supplier for all product categories provided.



STRATEGIC MARKET PROTECTION

Absolute control over supply volume and price points, locking out local competition.



THE CLOSED-LOOP RESULT

Control the source.
Control the price.
Own the market.



Executive Partnership – The Monopoly Status

The Co-Chairman Advantage: We move beyond the concept of a "silent partner." You are positioned as the Architect of the Supply Chain. This means you have a seat at the head of the table, overseeing every strategic maneuver and financial recovery milestone.

The Right of First Refusal: This is the ultimate defensive tool. As the sole supplier for all product categories you provide, you are not just a contributor; you are the primary gatekeeper.

Strategic Market Protection: This clause is designed to "de-risk" your UAE retail operations. By controlling the supply volume and price points at the source, we effectively neuter local competition. They cannot compete with a price or quality that you alone control.

The Closed-Loop Result: In most export models, profit "leaks" to third-party providers. In our model, we own the source, the price, and the distribution. You control the source, you control the price, you own the market.

THE SRI LANKAN TERROIR: Nature's Premium Laboratory



THE SALINITY ADVANTAGE:

Indian Ocean Minerals naturally enhance flavor.

- Firmer Texture, Sweeter Profile



THE MICROCLIMATE FACTOR:

Diverse regions produce potent oils.

- Coastal Lagoons to Central Highlands

SUPERIORITY BY ORIGIN:
THE 'INDIAN OCEAN
TASTE' EDGE



SEAFOOD SUPERIORITY:

Larger, sweeter crustaceans
in nutrient-rich waters.



SPICE SUPERIORITY:

High-Density Alkaloids in Black Pepper
Ultra-Low Coumarin in Cinnamon.

The "Indian Ocean Taste" Edge

The Terroir Advantage: We introduce the concept of "Terroir"—the specific environmental factors that make Sri Lankan seafood and spices superior. The unique mineral salinity of our coastal waters acts as a natural flavor enhancer, giving our prawns a firmer texture and sweeter profile that competitors in the region simply cannot replicate.

The Premium Portfolio: We aren't just shipping "fish"; we are shipping an curated catalog of high-demand items including Black Tiger Prawns, King Fish, Mud Crabs, Red Snapper, and the "King of Spices"—Ceylon Black Pepper and Cinnamon.

Zero Sales Risk: This is the slide's most critical commercial statement. We have a confirmed 5-Year Purchase Guarantee from leading Dubai supermarkets. This means the "selling" phase of the business is already complete; our sole focus is on the precision of the supply chain.

Inflation-Proof Revenue: By including 3-to-6 month price revisions, we have built a defensive shield against global price volatility. Our margins are protected, ensuring the business remains profitable regardless of fluctuations in the global economy.

The Portfolio: Guaranteed Demand, Zero Sales Risk

Product Grid



THE SOURCING CATALOG:

- * **Premium Seafood:** Black Tiger & Vannamei Prawns, King Fish, Mud Crabs, Lobster, Red Snapper, Squid, and Tilapia.
- * **World-Class Spices:** Ceylon Black Pepper (G500/550) and True Cinnamon.



Total insulation from global price volatility and inflation.

Result: Zero Inventory Risk.



THE INSTITUTIONAL ANCHOR:

A confirmed 5-Year Purchase Guarantee from leading Dubai Supermarket chains.



Dynamic Profit Protection:

- * **Scheduled Price Revisions:** Market-aligned price updates every 3 to 6 months.



Market Status: Guaranteed Off-take. Zero Inventory Risk.

The 4PL Advantage – Agility Over Infrastructure

Intelligence over Iron: We explicitly move away from "depreciating iron" (trucks and factories). Instead, we invest in the "High-Yield Assets": Sourcing Intelligence and Embedded Quality Control. This keeps the initial capital requirement LKR 60 Million lower than traditional models.

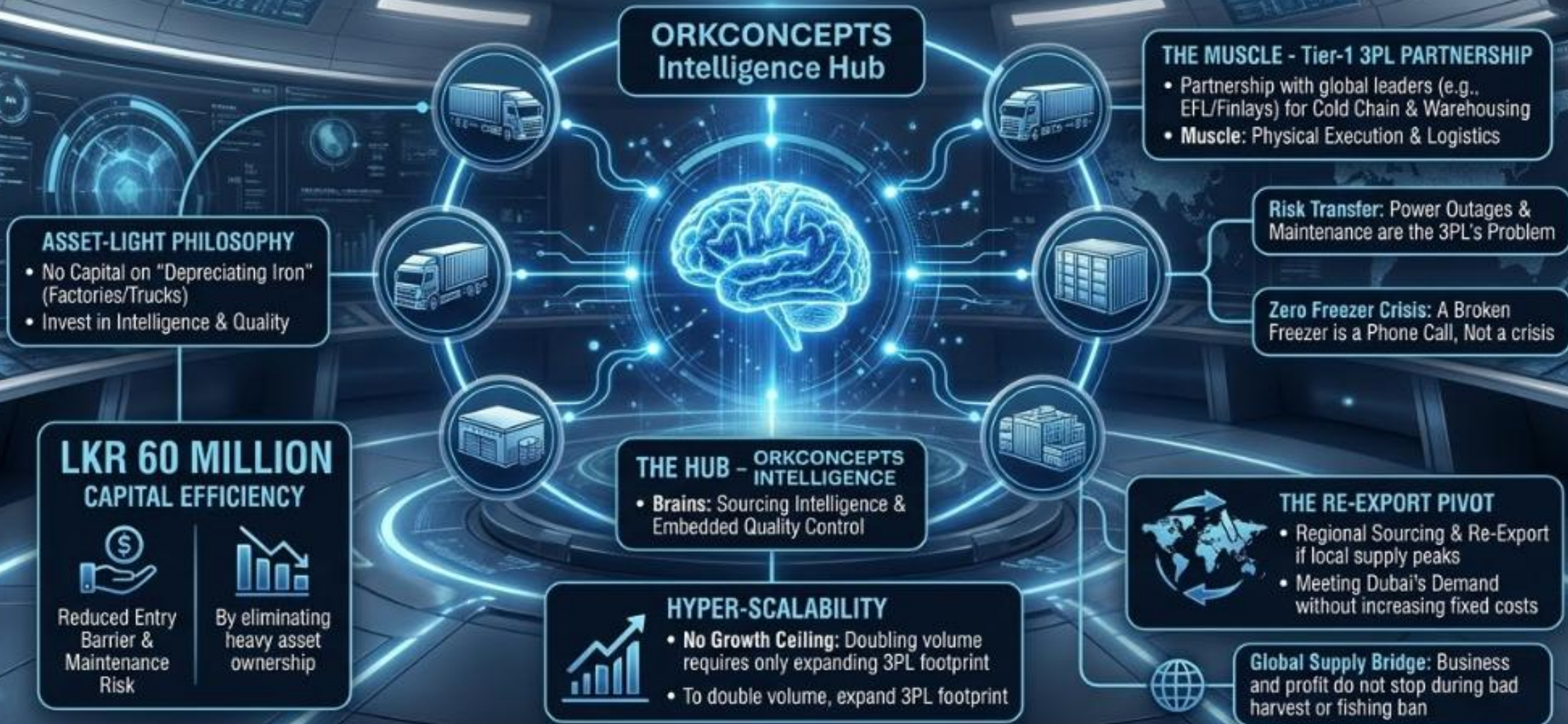
Risk Transfer Architecture: Maintenance, energy price volatility, and equipment failures are the contractual responsibility of our 3PL partners (EFL/Finlays). For ORKCONCEPTS, a broken freezer is a service-level agreement (SLA) issue, not a capital expense crisis.

Hyper-Scalability: Because we use a 4PL model, our growth has "No Ceiling." If your Dubai requirements double next month, we don't build a new factory; we simply expand our footprint within our 3PL partner's existing capacity.

The "Re-Export" Strategic Pivot: This is our ultimate safety net. If local Sri Lankan supply is ever restricted by seasonality or policy, our 4PL network allows us to source regionally and re-export to fulfill your Dubai contracts without adding a single rupee to our fixed costs.

Total Quality Veto: We own the "Final Seal." While the 3PL provides the warehouse, our 3 Embedded QC Executives live inside that facility, ensuring that no box is loaded for Dubai without our digital approval.

Scaling at the Speed of Demand, Not the Speed of Construction



Investor Safeguards – The "Pre-Funded" Shield

Zero Operational Burden: We are presenting a "One-and-Done" investment model. The LKR 414 M (US \$ 1.34 M) isn't just a budget; it's a fully capitalized war chest designed to remove every point of friction during the first 12 months of operations.

The Liquidity Pillars: 12-Month Payroll Reserve: We have locked in the full year's salaries for the "Precision 21" team. This ensures that even in the mobilization phase, our talent remains focused and motivated without a single day of cash-flow anxiety.

Immediate Supplier Liquidity: This is our most powerful competitive weapon. In a market where competitors ask for 30-day credit, ORKCONCEPTS pays instantly. This ensures we get the "first pick" of the highest-quality prawns and spices, securing absolute supplier loyalty.

Certification & Regulatory Settlement: All Year 1 shipment licenses, Ministry approvals, and SGS audits are pre-paid. There are no "hidden fees" or bureaucratic delays that will ever stall a shipment.

Principal Protection (Indemnity): We have integrated 3-Year Global-Standard Indemnity Insurance (MIGA / SLECIC / Allianz). This ring-fences your principal against non-commercial risks or "unwarranted phenomena" beyond management control.

Agility Over Infrastructure: The Final Quality Seal



PRESENCE WITHOUT OVERHEAD

- We don't own the factory, but we own the Veto Power.



THE EMBEDDED QC HUB

- Our 3 Quality Control Executives are physically embedded inside the 3PL facility—overseeing every gram of product.



THE 'ORKCONCEPTS' STANDARD

- Zero-tolerance loading.
- No box leaves for Dubai without our team's digital seal, ensuring only A-Grade products reach your shelves.



VARIABLE COST ADVANTAGE

- Pay-as-you-Ship: We only pay for the logistics we use.
- Zero 'Idle Loss': If the market slows, our costs drop instantly.



UNRIVALED MANAGEMENT FOCUS

- We focus 100% on Price Negotiation and Regulatory Speed, not on managing truck drivers or building repairs.
- Zero Management Fatigue



Governance – The "Co-Chairman" Partnership

Active Oversight: You aren't a silent partner. As Co-Chairman, you have a direct hand in governance. This role grants you absolute veto power over major capital expenditures and ensures that the 25–30 month payback schedule remains our North Star.

Operational Insulation (The "Red Tape" Shield): We understand that local bureaucracy can be a deterrent. Our Head of External Relations (PRO) acts as a dedicated cell to manage all local "red tape," political lobbying, and regulatory speed. You get the results without the headache.

Direct Ground Intelligence: Our 3 Embedded QC Executives serve as your "eyes and ears" inside the 3PL facilities. They report directly to the board, ensuring that the ORKCONCEPTS brand—and your investment—is protected by a "Final Seal" that never wavers.

A Lifetime Strategic Alliance: This isn't a transactional deal. This is a long-term play where you remain a partner and the exclusive buyer for the duration of our global operations. We are building a permanent trade corridor, not a temporary project.



Optimized Capital Recovery – The 80/20 Waterfall

The Priority Repayment Protocol: We have structured this deal to ensure you are "de-risked" as fast as humanly possible. 80% of all post-tax net profit is dedicated exclusively to the repayment of your principal until 100% of the LKR 414 M (US \$ 1.34 M) is recovered.

World-Class Payback Timeline: Our target recovery period is 25–30 months. In the global export sector, this speed of recovery is considered "World Class," made possible only by our asset-light 4PL structure and high-margin direct-sourcing.

The Quality-Performance Link: This timeline is underpinned by our "Zero-Rejection" policy. Because our embedded QC team ensures 100% compliance before shipping, we eliminate the costly delays and penalties that usually plague traditional exporters.

Post-Payback Expansion: Once the principal is recovered, our partnership doesn't end; it evolves. We will then pivot the capital toward scaling into new product categories (value-added processing) and exploring new business territories with the same proven 80/20 logic.



The 6-Month Mobilization – The Defensive Build

The "Ready-to-Fire" Philosophy: We do not engage in commercial shipments until every link in our supply chain is stress-tested. The first 180 days are dedicated to Supply Chain Hardening, ensuring that when we do launch, the service is flawless and the quality is "A-Grade" without exception.

Phase 1: Institutional Foundation (Months 1–3):

Command Center: Installation of the Corporate Office Hub for real-time governance.

Logistics Activation: Execution of Tier-1 3PL Service Level Agreements.

Legal Sovereignty: Finalization of the 3-Year Indemnity Insurance and board formalization.

Phase 2: Supply Chain Calibration (Months 4–6):

Farm-Gate Locking: Our Sourcing Manager secures exclusive, direct-source contracts with primary prawn and spice producers.

The 60-Day QC Immersion: Our 3 QC Executives live inside the 3PL facility for two months of "Blind Testing" to calibrate output to the exact ORKCONCEPTS standard.

The Strategic Launch: Only after this rigorous buildup do we trigger the first shipments to Dubai, backed by full SGS and Fisheries certification.

Optimized Capital Recovery: The 80/20 Profit Waterfall



The Future Horizon (Post-Payback)

Product Diversification



- Scaling into value-added processed goods and new seafood verticals

Territorial Expansion



- Exploring new global trade corridors with the same proven partnership

Strategic Outcome: Rapid recovery followed by long-term, high-yield wealth generation.

Optimized Capital Recovery – The 80/20 Profit Waterfall

The Priority Repayment Logic: We are moving away from traditional "equity-forever" models to a Priority Waterfall. Until the LKR 414 M (US \$ 1.34 M) principal is fully recovered, 80% of every net profit rupee is legally dedicated to you. This is our commitment to making you "whole" as fast as humanly possible.

The 25-30 Month Benchmark: Our model aims for a payback period that is considered World-Class in the export sector. This speed is achieved by our asset-light 4PL structure, which ensures that profit isn't eaten up by heavy overhead or maintenance costs.

Operational Quality as a Financial Safeguard: Notice the central note: "Timelines Secured by our 3-member Embedded QC Team." We are telling the investor that the 25-30 month timeline isn't a guess—it is protected by the fact that we will have zero rejected shipments, which is the #1 cause of cash-flow delays in exports.

The 5% Performance Incentive: Included in the 20% company share is a 5% incentive for the Board (including the Co-Chairman and Consultants). This ensures that the management and the investor are perfectly "aligned in the hunt" for higher margins.

The Future Horizon (Post-Payback): We aren't just planning for a 2-year project. Once your principal is returned, the "Bridge" is established. We then pivot to Product Diversification (high-margin processed goods) and Territorial Expansion, turning a successful pilot into a global trade empire.

The Path Forward – Strategic Calibration & GCC Dominance



The Path Forward – Strategic Calibration & GCC Dominance

The "Market Capture" Pricing Strategy: To ensure we secure the contract and build long-term continuity, we will initially price our products at a nominal profit margin. This ensures our "entry price" is undeniable compared to global competitors. After the initial six-month "calibration" period, we will review and adjust pricing based on established trust and operational data.

Financial Integrity & Zero Ambiguity: We believe definitive financial projections can only be finalized after the pricing agreement is locked with the buyer. This removes any risk of disagreement or ambiguity. By being flexible now, we ensure the deal moves forward; once established, we provide the full financial roadmap.

The GCC Strategic Advantage: We have intentionally prioritized the GCC over Europe. The GCC offers superior logistics (faster transit), a more business-friendly regulatory environment, and a massive, growing demand for premium Sri Lankan seafood and spices.

A First-of-its-Kind Entry: Sri Lanka has never entered the GCC market at this institutional scale. This creates a "Plethora of Opportunity." By building trust through flexibility today, we pave the way for a multi-vertical export empire tomorrow.

ORKCONCEPTS EXPORTS: The Indian Ocean Fortress



INVESTMENT SUMMARY

Total Initial Capital: LKR 413.2 Million

Safeguard: Full 3-Year Principal Indemnity Insurance included.

Liquidity: 12-Month Pre-Funded Reserves for Payroll, Suppliers, and Certifications.

*"We are not building a company for the next year;
we are building a legacy for the next decade.
Let us bridge the Indian Ocean together."*

EXECUTIVE MANDATE

Board Seat: Appointment of Co-Chairman.

Timeline: Month 1 Mobilization triggered upon fund execution.

Market Goal: 100% Supply Monopoly for the UAE Partner.



NEXT STEPS

Price Calibration Review (The Sourcing Strategy).

MOU Execution & Board Formation.

Capital Mobilization.

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The Final Mandate – Securing the Indian Ocean Fortress

The "One-and-Done" Capital Commitment: We restate the LKR 414 M (US \$ 1.34 M) figure not as a cost, but as a fully capitalized foundation. Because of our 12-month pre-funded reserves for payroll and suppliers, this is an investment that will never require a "secondary cash call" to survive its first year.

The Triple-Lock Safeguard: We remind the investor of the 3-Year Global Indemnity Insurance. This is the ultimate "de-risking" tool, ensuring that the principal is protected against non-commercial volatility while we focus on capturing the market.

The Immediate Executive Mandate: The moment the funds are executed, the partnership begins. You assume the Co-Chairman seat, and our "Precision 21" team triggers Month 1 Mobilization. This isn't a project that "might" happen; it is a machine that is ready to fire.

A Legacy Statement: Our goal isn't just the next shipment; it's the next decade. We are bridging the Indian Ocean to give you a 100% Supply Monopoly that your competitors in the UAE simply cannot replicate.

The Three-Step Execution: We conclude with a clear, low-friction path forward:

Price Calibration: Finalizing the "Win-Price" for the market.

MOU Execution: Formalizing the Co-Chairman partnership.

Capital Mobilization: Launching the 180-day defensive build.



ORKConcepts

EXPLORING ENDLESS POSSIBILITIES

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