



Fitted Scrubs



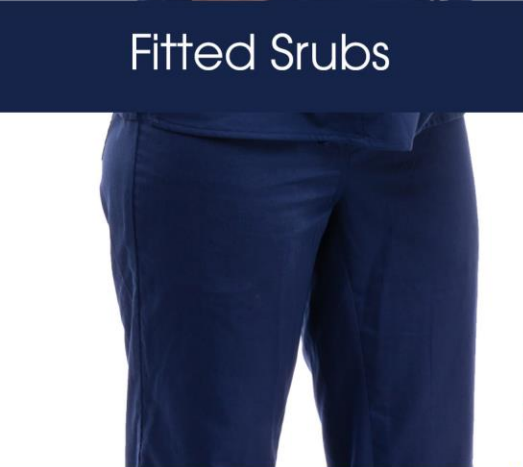
3 ply (L3) Surgical/ N95



Nitrile Exam/Food Grade



BIODEGRADABLE



JEBTAL BRANDS  
by Jebtal Imports

# Our Story

In 2020-21 Jebtal Imports, LLC was created to import PPE supplies for local governments and medical organizations. We delivered over 2,000,000 masks and gowns at a time of need when the supply chain was in chaos here in the United States.

**The smiles on our customers face impacts us to create quality goods.**







Jebtal Brands,  
We Took One Peek into the Future,  
and left the others behind.

Our global relationships allowed us to import goods in March 2020 during tariff wars with no problems. We partnered with our partners in Australia to transfer goods from China to Australia to import them into the United States. This allowed us to deliver goods on time to Union County and the state of New Jersey.

## **Our lack of domestic inventory at the right time prevented us from making explosive profits in the first two years.**

After having importing success, demand for goods became high on our end. A company wired \$1.5 million to our account to complete a Nitrile Examination Glove transaction. Due to high demand, manufactures had daily deadlines and mandates to secure goods. Our client wired funds 24 hours past due date and our partnered manufacture had to sell to another buyer. If we had funds in our account, we would have been able to purchase goods to complete transaction and activate a 6-month contract with customer.

## **The pandemic created Opportunities for the Supply Chain industry.**

### **We learned the following:**

- 1. Control your own products and brands**
- 2. Bring domestic manufacturing back to the United States**
- 3. Domestic reserved stock creates advantages in the market**
- 4. Quality goods, at a reasonable price, during an inflation period, creates a strong customer base.**
- 5. Delivery on time secures reoccurring transactions.**

JEBTAL Imports, LLC (JEBTAL) is a **Michigan based certified minority supplier**, specializing in domestic and international trade of goods.

JEBTAL works directly with manufacturers globally, obtaining products to sell as private labels, or to market to end users. We have an extensive distribution network around the world. We also have secured schematics to build a nitrile examination glove plant in the state of Michigan.



## COMPANY OVERVIEW

DISTRIBUTION | MANUFACTURING | TECHNOLOGY



# Preparing for the Future

JEBTAL is committed to marketing our own high-quality brands. Our main goal is to manufacture goods in the United States.

Before we accomplish our main goal, we will jumpstart our products by raising \$2.5 million and work with offshore manufacturing plants to private label our products.

## Our goals and Accomplishments:

- 1. Investing in brand awareness by creating our own look**
- 2. Import minimum 10 containers of each product before 2023**
- 3. As an American company we have 90% legal ownership of a company in India.**
- 4. We manage all production lines for every product in our catalogue.**
- 5. We have the capability to bring all manufacturing back to the United States**



# Our Products



## Jeptal Level 3, 3 Ply Surgical Mask

Private label Production  
Origin: India  
Monthly Cap: 500,000 boxes



## Jeptal FFP/N95 Masks

Private label Production  
Origin: India  
Monthly Cap: 300,000 boxes



## Jeptal Nitrile Examination Gloves

Private label Production  
Origin: Thailand  
Monthly Cap: 800,000 boxes



## Jeptal Biodegradable Straws

Private Production  
Origin: India  
Monthly Cap: 12 million straws



## Jeptal Biodegradable T-Shirt bags

Private Production  
Origin: India  
Monthly Cap: 5 million bags



## Jeptal Nitrile Food Grade Gloves

Private label Production  
Origin: Thailand  
Monthly Cap: 800,000 boxes



# Fitted Scrubs

by Jebtal Imports



# Investment and Financials

JEBTAL plans to grow company sales to over \$50 million in its fourth year, which will drive the company's valuation to over \$200 million.

JEBTAL Imports, LLC seeks to raise \$2.5 million by way of private equity, notes, or lending sources. Our fundraising will be done in milestones.

**To do this we created strategies for fundraising:**

- 1. Offer short-term investments with payouts and returns with 21 months, 18% interests.**
- 2. Provide competitive long-term investment strategies with yearly dividends payouts of 18% starting the 3<sup>rd</sup> year.**
- 3. 67% of all investments will be for inventory, remaining percentage invested in sales, marketing/branding, and operations.**

We will keep our markup from costs over 50% for wholesale and over 100% for retail. This solidifies returns for investments.

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# Sales Forecast

Year over year Growth Chart

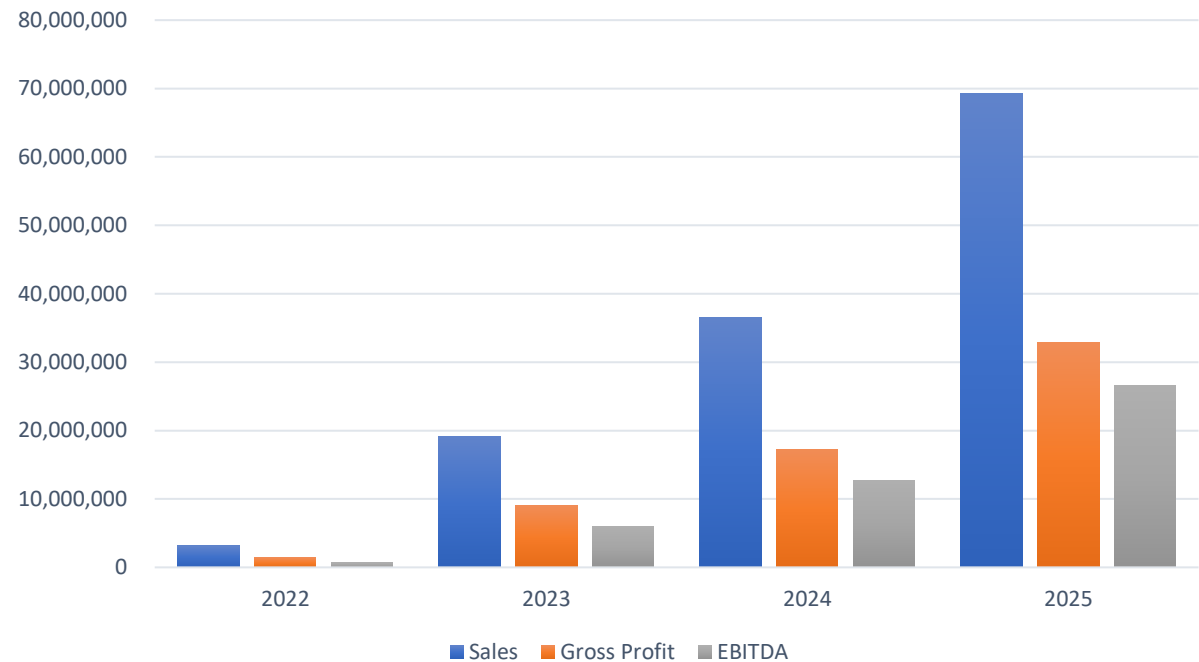
Since we are a certified minority supplier, we can obtain contracts from large medical group organizations, corporations, and government agencies.

Our focus is to target medical organizations who currently have multiple programs for minority suppliers. We will focus on key branded products such as our Nitrile Examination Gloves, and 3- ply Level 3 masks to market online and to organizations across the USA.

Between E-commerce, health and automotive business, we will capture over \$50 million in sales by year 2025.

## YOY Revenue Growth

(in millions)



**We estimate our EBITHA to be \$ 5 million to by end of 2023. We plan to payout short-term investments with at a competitive interest rate of 18%. The remaining funds after payouts will be reinvested into company to grow sales higher for future dividend payouts in 2024.**

# Profit and Loss

<b>Proforma Profit and Loss</b>	<b>2022</b>	<b>2023</b>	<b>2024</b>	<b>2025</b>
<b>Total Revenue</b>	<b>3,183,600</b>	<b>19,170,203</b>	<b>36,483,426</b>	<b>69,264,323</b>
<b>Total Cost of Goods Sold</b>	<b>1,686,646</b>	<b>10,098,783</b>	<b>19,274,772</b>	<b>36,429,497</b>
<b>Gross Profit</b>	<b>1,496,954</b>	<b>9,071,420</b>	<b>17,208,654</b>	<b>32,834,826</b>
Operating Expenses				
Sales and Marketing Payroll	78,333	285,426	313,968	351,644
Travel	11,600	33,600	50,400	75,600
Advertising/Promotion	16,000	36,000	43,200	51,840
Sales Lead Software	2,400	7,200	7,920	8,712
Entertainment	4,000	12,000	18,000	18,900
Sales Commissions	74,848	453,571	860,433	1,641,741
Tax expenses	10,693	38,961	42,857	47,999
<b>Total Operating Expenses</b>	<b>197,874</b>	<b>866,758</b>	<b>1,336,778</b>	<b>2,196,436</b>
General and Administrative Expenses				
General and Administrative Payroll	178,499	783,638	896,839	1,001,849
Insurance	10,800	57,600	72,000	90,000
Legal & Professional Fees	26,250	64,995	81,244	101,555
Postage & Freight	9,000	24,000	30,000	37,500
Travel	27,900	46,500	58,125	72,656
Others	194,632	764,777	1,324,749	1,980,145
<b>Total General and Administrative Expenses</b>	<b>447,081</b>	<b>1,741,510</b>	<b>2,462,957</b>	<b>3,283,705</b>
Other Expenses				
Other payroll	79,741	368,920	584,557	609,896
Consulting Fees	35,625	85,928	107,410	133,647
<b>Total Other Expenses</b>	<b>115,366</b>	<b>454,848</b>	<b>691,967</b>	<b>743,543</b>
<b>Total Expenses</b>	<b>760,321</b>	<b>3,063,116</b>	<b>4,491,703</b>	<b>6,223,685</b>
<b>EBIDTA</b>	<b>736,633</b>	<b>6,008,304</b>	<b>12,716,952</b>	<b>26,611,141</b>

**Our investments in 2022 will increase our future sales starting in 2023.**

**Sales Expenses** includes salespersons and the tools needed for them to complete contracts

**General Admin:** includes management and operations expenses. Other expenses are for warehouse labor and fulfilment costs. We also will hire consultants to help us close government bids.



# Investment Required

We are looking for a total of \$2.5 Mil USD investment

## OPTION 1 – Full Equity

- This would give approx. 18% of shares of the company.
- For an investor looking at continued holding in the company, we estimate dividend pay-outs from the third year onwards (2024). Based on projections, this gives an IRR of better than 45%.
- Pay-outs are expected to be as below
- Gives investors first option to invest into manufacturing company

					Initial	12/1/2024	12/1/2025	12/1/2026	12/1/2027	12/1/2028	12/1/2029	12/1/2030
	Units	Initial Capital Contribution (Value)	Revised Percentage	IRR	Distribution	5,000,000	15,000,000	18,000,000	18,000,000	18,000,000	18,000,000	18,000,000
New Inv 1	230	\$2,500,000	18.70%	46.5%	(2,500,000)	934,959	2,804,878	3,365,854	3,365,854	3,365,854	3,365,854	3,365,854

# Investment Required

We are looking for a total of \$2.5 Mil USD investment

## **OPTION 2 – Full Debt for 21 months**

- The investment would bear an interest rate of 18% per annum based on the timing of the investment tranches.
- The first interest pay-out would be after 9 months i.e., Jan 2023.
- The final interest pay-out would be in January 2024 along with the principal of \$2.5 Mil USD.

Investment	Date	Rate	Payout Jan/2023	Payout Jan/2024
\$ 250,000.00	31-Mar	0.18	\$ 33,750.00	\$ 45,000.00
\$ 1,000,000.00	30-Apr	0.18	\$ 120,000.00	\$ 180,000.00
\$ 1,250,000.00	30-May	0.18	\$ 131,250.00	\$ 225,000.00
			\$ 285,000.00	\$ 450,000.00

***Last payment will include the principal investment plus interests in January 2024***

# Investment Required

We are looking for a total of \$2.5 Mil USD investment

## **OPTION 3 – Convertible Loan**

- The investment would bear an interest rate of 18% per annum based on the timing of the investment tranches.
- The first interest pay-out would be after 9 months i.e. Jan 2023.
- The final interest pay-out would be in January 2024.
- The option to convert the loan into equity in Jan 2024 would be available to the investor. The number of shares allotted would be 145 giving about 12 % shares of the company.
- Alternatively, the full investment would be returned to the investor.



# Management

Our leadership team has 80 years of combined manufacturing and logistics experience, and our technology team has 30 years of joint experience in software development, technology infrastructure and engineering automation. Profiles are at the end of presentation.

The below profiles shows proven capabilities to manage distribution on a large scale and the ability to manage the construction of manufacturing here in the United States. James Buford, the president of the company has surrounded himself with the best to receive great mentorship to execute distribution and manufacturing in the future.

DISTRIBUTION | MANUFACTURING | TECHNOLOGY



# Management

**Mr. James Buford - President (Michigan)** James Buford Jr., a Systems and software Engineer from DeVry University, has over 10 years' experience in software and business development. Mr. Buford is known for his entrepreneur background and has participated in growing multiple domestic and international start-up companies. In 2014, Mr. Buford created UPME social app, launched at University of Michigan. Today, a part of the platform technology known as "Stories", is used on Facebook and Instagram.

He has been involved in projects with domestic companies such as Target Corporation, Jeep, Kelly Services, Radio One, and United States Manufacturing Corp. Business development is one of his specialties from fund raising, team development, and sales. He also has strengths in business planning, budgeting, and execution process.

Mr. Buford has developed business relationships around the world including countries such as India, Thailand, Malaysia, and Australia. He has successfully established teams, which he manages in these areas. His focus is to use his background in software development and manufacturing to create future technologies for better processing and logistics.

# Management

**Business Development and Operations Advisor , Anthony Snoddy,** Anthony L. Snoddy is an International Entrepreneur with manufacturing and intellectual property ventures worldwide; which compete in Agriculture, Equestrian, Construction, Commercial and Automotive markets. Mr. Snoddy currently also serves as Chairman, President, Owner, Co-Owner, Managing Member, Board Member, Inventor and Investor in small to medium size companies. Additionally, he is the Owner of GreenMoxie Australia Pty Ltd in Perth, Australia. This Company manufactures fence posts of recycled plastic bottles. Anthony is Chairman/Majority Owner of Get Etched LLC based in South Portland, Maine. This company manufactures custom laser etched granite products. Mr. Snoddy is Managing Partner of Mathread, Inc. (Wixom, Michigan) an Intellectual property company with licenses worldwide for the metal fastener industry.

An accumulation of business experiences formulated Mr. Snoddy's technology and manufacturing prowess, which is used to bring creative ventures and products to market. The foundation of Mr. Snoddy's expertise is his twenty-one (21) year career with General Motors, working at various divisional plants specializing in Material Management and Procurement. He was promoted to the GM World Headquarters Corporate Procurement Staff responsible for development of Corporate Procurement Strategies and concluded with his career in 1992. Mr. Snoddy transitioned into the private sector with a joint venture MASCO to manufacture metal screws and bolts. The company was Exemplar Manufacturing Company with 63 employees and \$9 million in sales. After eleven (11) years the Company evolved to 4200 employees, 9 facilities throughout North America and \$385 million in sales and the largest privately owned full service manufacturer of Complete Vehicle Wiring Systems (Mustang/Ford 150) in North America.



# Management

**Business Development, Authorized Distribution, Robert Lineburg,** For over 25+ years, Robert Lineburg, owner and CEO of Keystone Production Services LLC has worked in the Textile industry and owned multiple textile companies located in New Jersey, Virginia and Pennsylvania; Keystone Production Services LLC. being my most current textile business. Through my business endeavors and consistent commitment to business excellence, I have generated a respectable network with suppliers and consumers ranging from Verde Apparel (importer of record for Champion), Providence Braid, Comtrade International (A company supplying cotton and textiles for over 35 years), Medical Knitted Structures Inc. a company I have worked with for 15 years who makes fabric for sanitary wraps, surgical wraps, raw strings, wipes and suits, BSN Medical (who makes textiles for medical devices), Meridian textiles, and Secant Medical just to name a few.

Additionally, I have had the privilege of working with the former Mayor of Harrisburg, Pa., the Honorable Steve Reed and also with the Honorable Governor of Pennsylvania, Ed Rendell, in conjunction with the Department of Energy of the State of Pennsylvania. This collaboration was an effort to develop the engineering of a solar project with the Calvin Klein/Warnaco Corporation in Altoona, Pa. Through my efforts along with those individuals mentioned the Waranco Corporation was able to secure a \$750,000.00 grant, which afforded the opportunity to power their factory through the use of solar energy.

# Management

**Shashank Jauhri - International Operations Management (India)** Shashank Jauhri, an Electrical Engineer from IIT- BHU Varanasi, has a rich experience of more than four decades in diverse roles spread across all the different functions with reputed Indian and global organizations such as Tata Motors, JCB UK, Carraro Italy and Vallourec France. He is fully conversant with international work culture focusing on all aspects of starting, developing and running an organization nurturing them to achieve objectives and exceed targets.

He has implemented Lean Manufacturing principles in Organization Design, Operational Excellence, and process driven structures for optimizing performance. He has led the teams for new facilities and expansion projects - he is well versed in planning, budgeting and execution process. He has implemented new initiatives and strategies to increase the profitability of the business through competent, cost effective, and efficient result-oriented organization.

Organization vision, strategy and performance management systems were built by him to align all key initiatives of the organization.