



### Business objective

Installation of Wholesale Cash-and-Carry Spot Centers for Building, Kitchen and Bathroom Materials in USA

### Competitive advantage that will beat the market:

1. The whole USA and Canada target markets, Cabinet Stores and building wholesale buyers, supermarket chains, grocery stores, are distributors
2. Kitchen and Bathroom Cabinet Stores has 5000 stores in USA. The Stores is comprised of kitchen and bathroom design professionals and experts in installation. The stores make their homes better and improve their life, well-being and family life-style. The stores only design with nationally recognized kitchen and bath products that are trusted.
3. Big potentials of Building materials seller and Kitchen-Bathroom Cabinet Stores B2B companies in USA.
4. Highly competitive, lowest cost supply of products.

### Facility: Cash and carry warehouse and showroom

The warehouse land is a large 12 thousand m<sup>2</sup> modern cash and carry facility with 8 thousand m<sup>2</sup> show-room. Available also fully effective loading, unloading, handling infrastructure, and office spaces.

### Building and Construction Materials Product Mix:

Exterior-Interior-metal-wood-Ceiling Paint, Cement, Gypsum and Gypsum Materials, Bath-place - kitchen ceramics, construction chemicals, ceramics, and Adhesives, Construction isolation- Roof Tile, PVC Floor - Wall tiles - Natural Stone - kitchen and Bathroom Accessories - Wallpaper & Decorative Items, Household - Hotel-Hospital Textiles, Carpet, Rug, Furniture, Roller blinds and Shutters, Electrical installation materials, Lighting, Power Supplies & Regulators, plumbing supplies, gas valves and connections elements, waste water systems, heating, cooling and ventilation systems, pipes, fittings, welding materials, garden equipment... etc.

### Turnover Target:

\$200 million per year in the 3rd year.

### Business value creation:

- 10-15% spot supply of cost advantage
- Overall target 10-20% price advantage.

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**Investment Estimate:**

- Initial investment and annual operational cost per year is expected to be \$5 million.

**Working Capital Estimate:**

- Purchase of products and goods are financed majorly by import and buying credits
- Average cash cycle is 1-3 years' maximum secured by bank guarantee
- Working capital loans are also utilized for short-term revolving cash needs.
- Expected initial monthly trade volume is \$5 million.

We would like to cooperate with you about our offer.

If you are interested in our offer we can discuss and meet in detail with you.

Wishing you all the success..

Sincerely yours,

Dr Suad Bulut

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