

Korean exclusive distributor request for year 2024-2027

1) Reason for work with Peter Persson

- I found Peter Persson 3 years ago while web searching.
- At that time, I was contacting suppliers around the world to procure softshell crab supplies.
- I found out that Peter Persson had plans for a softshell crab production factory in Vietnam, so I went to Vungtau (in Vietnam) to meet him.
- We talked a lot about supplying softshell crab to Korea, and we are still in touch.
- I've met a lot of softshell crab suppliers around the world, but I've never seen anyone using robots and machines for softshell crab and so cost effective as Peter Persson.
- So I would like to continue working with Peter Persson about softshell crab.

2) Our company history

- 2017. 5. Established as PURPLE OCEAN co., ltd.
 - 12. Achieve annual sales of 4 million dollar(USD)
- 2018.12. Achieve annual sales of 6 million dollar(USD)
- 2019. 3. Registered venture company in korea
 - 12. Achieve annual sales of 10 million dollar(USD)
- 2020. 12. Achieve annual sales of 10 million dollar(USD)
- 2021. 12. Achieve annual sales of 10 million dollar(USD)
- 2022. 10. Established as "J-one international co., ltd."

* Separation of import function and distribution function for work efficiency.

3) Our softshell crab sales volume in Korea and where sourced from in tons (Before COVID 2020)

Division	SUM	Myanmar	Thailand	Bangladesh	Malaysia	Indonesia	Vietnam	philipine
2016	234.65	104.85	97.16	10.99		20.34	1.2	0.11
2017	213.24	125.35	75.67	12.22				
2018	263.18	185.61	65.26		12.01		0.3	
2019	174.99	122.80	46.36	5	0.83			
SUM	886.06	538.61	284.45	28.21	12.84	20.34	1.5	0.11

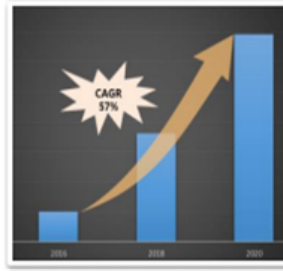
4) Reason of SSC shortage in korea



THAI restaurant
increase



Unusual weather



Increase in SSC demand
in developed countries



SSC supply limited

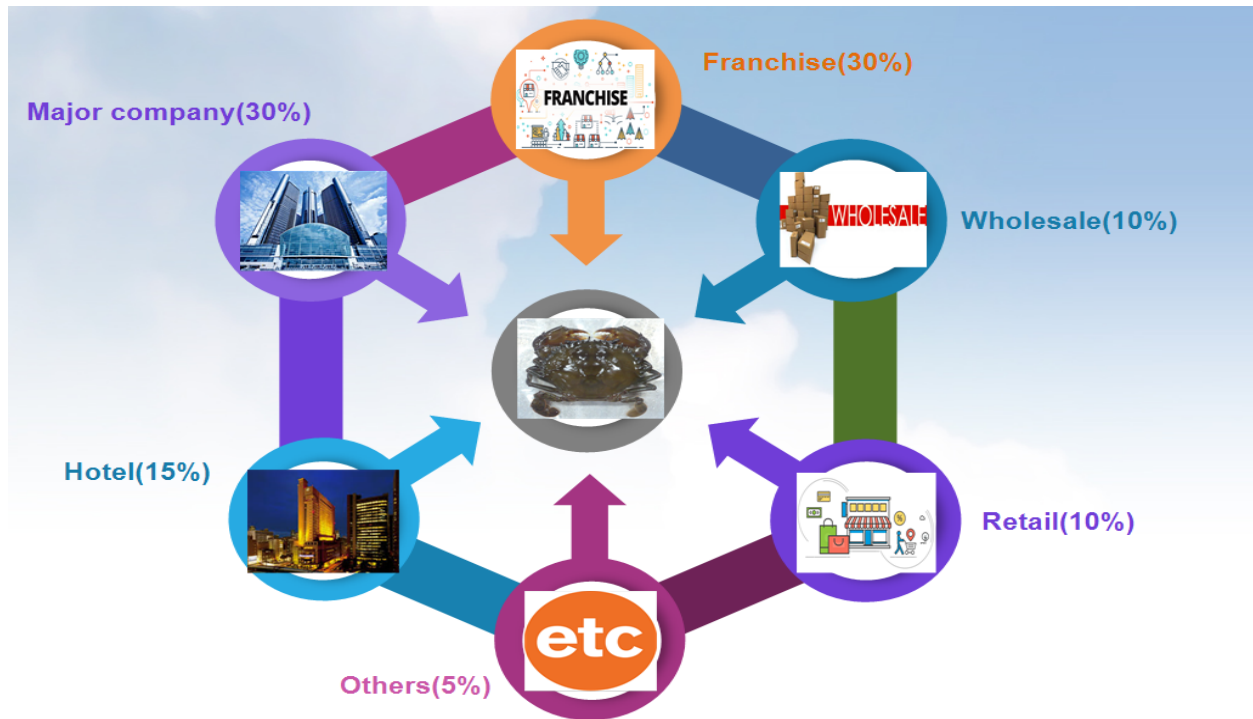
5) Our company SSC sales volumes

- (before 2020 / before COVID) 20ton / per month

- (After 2021 / COVID) 5ton / per month

* Reason : Many THAI restaurant close due to COVID, market situation worse.... etc

6) Our plan of SSC sales



* We can sell SSC to various companies based on our many years of work know-how

* Plan to launch a new menu using SSC in 2024-2025 with SPC(Large Korean company)

7) Advantage of Pete's Claws and Fins' soft-shelled carbs in Korean market

- It is possible to constantly adjust the production volume throughout the year.
- It is possible to produce planned production for the specific size that buyer's want.
- In terms of production cost of SSC, cost of producing it in a factory is much cheaper and better quality than using people.
- When the SSC molts, it can be accurately collected in time so shell does not get hard.
- Because the product production turnover is high, the cost-effectiveness is good compared to the traditional production method

8) Quality problems i have had before from other SSC suppliers

- The shell of SSC is too hard.
- Rotten smelly SSC.
- Product size is not uniform.
- Many undesirable sizes are produced, which puts a burden on the buyer's stock.
- We could not receive the quantity we wanted at the desired time, and we had no choice but to depend on local circumstances (availability, climate and environment, etc.).

9) Conclusion

- In Korea, the current COVID-19 is somewhat stabilizing.
- However, global economic downturn and COVID-19 are not yet over, so it will be a a slow development.
- So, I want to supply SSC to the Korean market in 2024-2027.
- I believe that if I use my SSC network and know-how, I will be able to achieve pre-COVID sales volume of 20ton / per month .
- And in 2024-2025, we plan to develop a new menu in cooperation with a large company and launch it in the Korean market with more volume.
- So, if all the plans go well as expected, it is expected that there will be a lot of SSC demand in 2024-2027.
- Therefore, I would like to get "Korean exclusive distributor" rights in 2024-2027.