

ZEDEC ALLIANCE CONFIDENTIAL

DP WORLD

THE BRIDGE - Global Logistics Partnership

Executive Summary

DP World is invited to serve as the exclusive global logistics partner for the Pangea Alliance, managing the secure transport corridors for all raw materials from India/Africa and finished devices to global markets.

Your Role: You are THE BRIDGE. The materials from India and Africa are ready. Your secure corridors connect the physical foundation to the manufacturing core.

Why DP World

- **Global Port Network:** 78 marine and inland terminals across 6 continents
- **UAE Strategic Position:** Natural bridge between Asia, Africa, and Western markets
- **Security Capabilities:** Existing secure cargo protocols for high-value goods
- **Trade Corridor Expertise:** Deep experience in emerging market logistics

Partnership Scope

Phase 1: Material Corridors (Year 1)

Route	Materials	Est. Volume/Year	Value
India → UAE → China	Niobium, Germanium, Specialty Metals	50 tonnes	\$2.5M
India → UAE → China	Piezoelectric Ceramics	20 tonnes	\$1.2M
Africa → UAE → China	Graphite, Carbon Materials	100 tonnes	\$3.0M

Phase 2: Device Distribution (Year 2+)

Route	Cargo	Est. Units/Year	Revenue
China → UAE → Global	GlyphMap J.D.R. Devices	25,000 → 500,000	\$62.5M → \$1.25B
UAE Free Zone	Regional Assembly/QC	Hub for MENA	Value-add services

Financial Terms

Revenue Opportunity

Logistics Fee per Device	\$50
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Year 1 Revenue (5K units)	\$250,000
Year 3 Revenue (100K units)	\$5,000,000
Year 5 Revenue (500K units)	\$25,000,000
5-Year Total	\$44,000,000+

Additional Value

- **Premium Cargo Rates:** High-value medical-grade electronics (not commodity)
- **Long-Term Contract:** 5-year exclusive agreement with renewal options
- **Free Zone Revenue:** Potential UAE assembly/distribution hub
- **Priority Access:** First right of refusal for new routes

Requirements

Requirement	Specification
Transit Time	≤14 days for material corridors
Security Level	High-value electronics protocol
Temperature Control	Ambient (15-25°C) for electronics
Tracking	Real-time GPS with blockchain integration
Insurance	Full replacement value coverage

The Cost of NOT Joining

- Competitor logistics firms gain exclusive access to high-growth medical tech sector
- Miss \$44M+ revenue opportunity over 5 years
- No access to premium "medical-grade cargo" positioning
- Alliance routes through alternative corridors (Singapore, Netherlands)

Next Steps

1. **Technical Review:** Forward attached FCP-168 specifications to your technology team
2. **Commercial Call:** Reply to schedule cargo routing discussion
3. **MOU Execution:** Memorandum of Understanding within 30 days
4. **Pilot Shipment:** First material corridor test Q1 2025

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"The physics are non-negotiable. The logistics are go."