CASH MARGIN PARTNERS

# Executive Summary

*The intelligent, AI-driven liquidation platform for independent retail — unlocking $150K–$400K in trapped inventory per store and freeing cash flow immediately.*

## The Problem

There are roughly 500,000 owner-operated retail stores in the U.S. doing $1M–$5M in annual revenue. The average store is sitting on $150K–$400K in dead and slow-moving inventory. The P&L may show a profit, but free cash flow is near zero. That trapped capital is a multi-hundred-billion-dollar problem no one has solved with a scalable, outcomes-based model combining a freemium SaaS layer and an inventory marketplace.

## The Company

Cash Margin Partners (CMP) is a tech-enabled liquidation firm based in McLean, Virginia. We:

1. Diagnose trapped inventory with our proprietary Rapid Diagnostic Engine (RDE) in under 60 seconds
2. Prescribe the recovery actions
3. Physically broker the dead stock to bulk buyers and discount channels
4. Coordinate logistics end-to-end and wire the owner the recovered cash

We earn a success fee of up to 20% (floor 15%), paid only when cash hits the retailer's account. A freemium SaaS layer (Monitor / Recover / Forecast) sits underneath; the majority of revenue is transactional and outcomes-based.

## Traction & Milestones

- Live diagnostic tool connected to Shopify, Square, and Lightspeed
- DMV liquidation operations launching, with the first Regional Inventory Pool shipment targeted ~August 21, 2026
- Strategic partnership with Via Trading (founded 2002, $8B+ retail value liquidated, 55,000 active buyers across 129 countries) solves the demand-side cold-start problem from day one
- Trust assets in market: the Concierge Coin, plus regional brand campaigns featuring a DMV-native, Academy Award–nominated actor and a decorated former NFL player (names withheld pending formal agreements)
- DMV is the proof market; the expansion playbook calls for six additional Southeast cities — Charlotte, Nashville, Atlanta, Miami, Raleigh, and Tampa — in Q1 2027, followed by CMP Italy (Rome), with entity incorporation led by Legance

## The Opportunity

We are raising $600K (on top of $400K invested to date) on a SAFE ($5M valuation cap, no discount), closing August 2026. Unit economics (base case): ~$10,500 revenue per engagement ($150K stuck × 35% recovery × 20% take). FY26 model shows $418K revenue (Jun–Dec), first cash-flow-positive month in December 2026 (~$152K/mo run-rate), and $197K ending cash (net loss FY –$93K). Path to exit: semi-autonomous scale by Q4 2027, hyper-scaling toward a targeted $1B+ IPO in Q4 2028.

## The Team

CMP has assembled a strong operating and advisory group, including Allen Debevoise (Machinima), Sandy Climan (ex-CAA), Prem Akkaraju (Stability AI / Weta), Asbed Kassis (Alena Solutions), Sal Siino, and retail operator Cindy Zoller (Habit Footwear). Technology is led by the Ashlr.ai team.

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