

# We invite you to invest in a network of cold-storage warehouses



## Project overview

### Project scope

- Development of 14 cold storage warehouses with total capacity of 140 thousand tons or 0,9 million m<sup>3</sup> or 145 thousand m<sup>2</sup>

### Geography

- 13 regions and Tashkent

### Financing

- **3–4 USD mn** per 1 warehouse

### Timeline

- 2018 – development of the warehouse chain design, construction of 6 warehouses, equipment procurement (1<sup>st</sup> wave)
- 2019 – launch of the 1<sup>st</sup> wave warehouses (6 warehouses) and construction of the 2<sup>nd</sup> wave (4 warehouses)
- 2020 – launch of the 2<sup>nd</sup> wave (4 warehouses) and construction of the 3<sup>rd</sup> wave (4 warehouses)

### Investment terms

- Investor will have ownership of the entire business

Risk adjusted investor NPV **30 USD mn**

IRR USD **21%**

## Business model: a network of 10 000 tons cold-storage warehouses for food products

### 1. Cold-storage warehouse operation process



Receiving

Storage

Picking

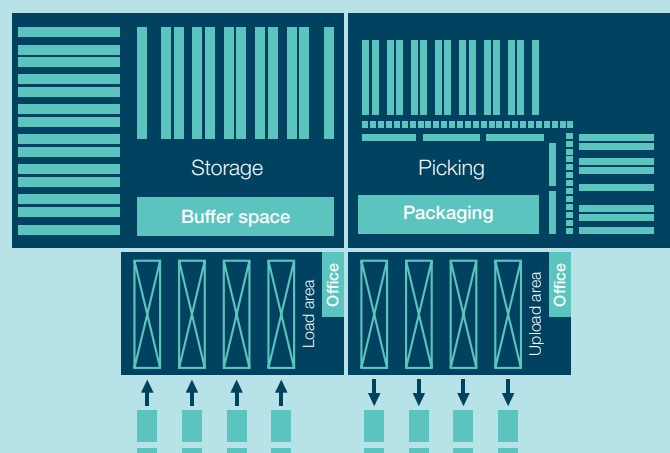
Packaging

Shipping

### 2. Warehouse description

Services		Storage Handling
Clients		Food manufacturers Wholesalers and retailers Food exporters
Products		Fresh and processed food products (including canned)

### 3. 10 000 tons warehouse layout



## Contacts

State Investment Committee will be happy to answer any questions you may have

**Contact person:** Sardor Kodirov, Leading specialist

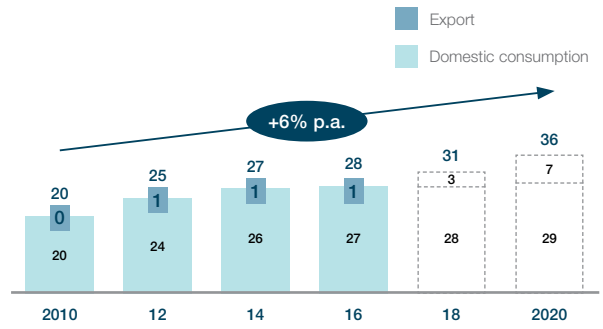
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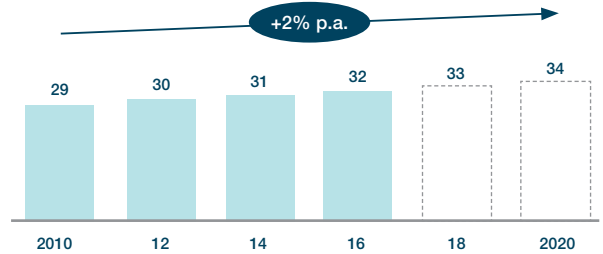
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# Demand: growth driven by increasing population and food production

## Food production million tons



## Population million people



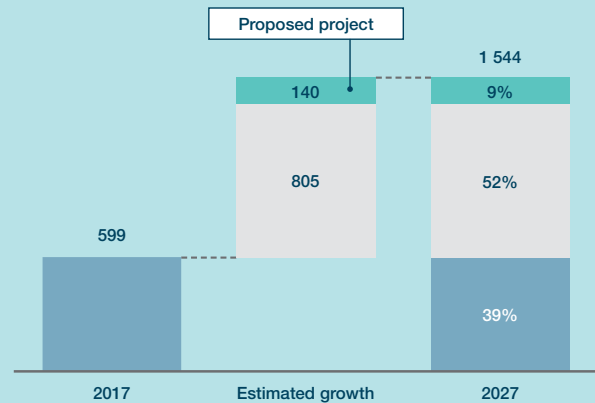
# Proposal: opening a network of 14 warehouses creates an opportunity to capture 9% market share

## Competitive landscape

Currently there are **standalone warehouses** in Uzbekistan with the total capacity of 600 thousand tons

Launching a network of 14 warehouses (with capacity of 10 thousand tons each) will help capture **9-10% market share** in 2027

Estimated market of cold warehouses capacity in Uzbekistan thousand tons



# Geographic footprint: 3 waves to reach national coverage

