



## PROTECTIVE INVESTMENTS IN HIGHLY PROFITABLE PROJECTS

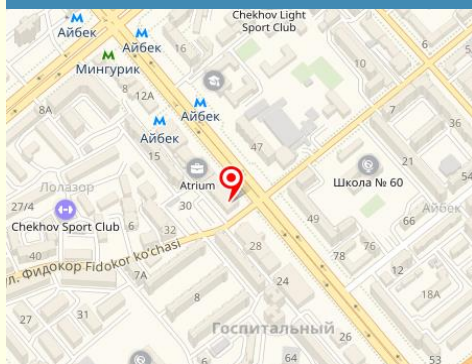
Required amount of investment: **from 500 000\$ to more.**

Net profit: **Average margin for deal 25%**

Profitability of investment capital: **from 100% to 200%**

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### Project №1415

#### State procurements (Expansion of activities)

A team of specialists in public procurement - the initiator of the project, wins lots at exchange auctions for the supply of goods to buyers - State customers. Deliveries of goods are mainly carried out from China and the CIS countries.

The initiator of the project implemented:

- 50 contracts worth more than **23 billion soums** in 2019-2020;
- 11 contracts worth more than **20 billion soums** in 2021;
- 8 contracts worth more than **18 billion soums** in 2022.

Terms of the contract on average 30-180 days.

At the moment, the initiator of the project has in circulation capital in the amount of more than 10 billion soums, entrusted to him by the Investors.

Prior to participating in the auction, the Project Initiator pre-selects lots and works out all the nuances of the delivery, while calculating the approximate profitability of each transaction. The average level of profitability per transaction is:

- In 2019 г. - **27%**;
- In 2020 г. - **29%**;
- In 2021 г. - **28%**;
- In 2022 г. - **up to 200%**.

After the lot is won at an auction or tender, it is purchased (as a rule, from the manufacturer), delivered to Uzbekistan, cleared and re-delivered to the State Customer.



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### **Investment attractive features of this project:**

**In order to minimize the risk of misuse of investments, all deliveries can be made through the Investor's company;**

- The state customer deposits a 100% advance payment for the lot put up for auction on the exchange's accounts, thereby eliminating the risk of non-payment for delivery;**
- After the closing of each transaction, the funds are restored to the Investor's accounts and he can, if necessary, use them for another purpose, including if a more attractive transaction has appeared.**
- The goods are purchased, as a rule, directly from the manufacturer or through secure transactions (letter of credit, etc.).**

### **Investment options:**

Option - 1: For investors with funds under the following equity conditions:

- a) All risks belong to the Project Initiator. The investor receives 4% per month from the amount of the involved investment;
- b) All risks in half. The investor receives 50%, the initiator of the project -50% of the net profit.

Option - 2: For real estate owners: The Initiator receives a loan secured by the Investor's real estate on the following conditions of equity participation:

- a) All risks belong to the Project Initiator. The investor receives 4% of the number of involved investments per month (of which 2% to the Bank and 2% to the Investor);
- b) All risks in half, payment to the Bank from the total profit. Investor receives -30%, Project initiator - 70% of net profit.

Return on invested capital in case of distribution of shares 50/50 - up to 100%.

### **An example of tender bidding for amounts from \$500 000:**

- a) Investments in the amount of \$800 thousand;
- б) The total amount of delivery is \$16 million.;
- в) Marginality of each turnover is 20% or \$160 thousand;
- г) Quantity of deliveries - 20 times;
- д) Profit:  $\$160\,000 \times 20 = \$3\,200\,000$ .
- e) Return on investment capital:

$$\text{ROI} = \frac{3\,200\,000}{800\,000} \times 50\% \times 100\% = 200\%$$

