



'ATBASHY' INTERNATIONAL
TRADE AND LOGISTICS
CENTER



Investment Project Proposal


'Atbasy' International trade and logistics center



 Kara Suu village, Naryn region,
Kyrgyz Republic

 atbasylogistic@gmail.com

 [atbasy.itlc](https://www.instagram.com/atbasy.itlc)

 www.atbasyitlc.com

ABOUT COMPANY

FIRST DUTY FREE ZONE IN KYRGYZSTAN

- ✓ Customs
- ✓ Cross-border trade
- ✓ Manufacturing
- ✓ Tourism



Inquiry

Founders: Kara-Bulak LLC, Kyrgyz Pochtasy OJSC and Shaanxi Lingyun Logistics Co.Ltd.

Status: Subject of FEZ “Naryn” - bonded and trade and logistics zone.

PPP model: “Build-Operate-Transfer”.

Type of activity:

- Provision of land plots for construction of warehouse and commercial buildings and constructions with the condition of share participation in business;
- Provision of residence in FEZ “Naryn”;
- Provision of customs, logistics and brokerage services;
- Provision of services of management company.

Legal address: Naryn region, At-Bashy district, Kara-Suu village, Karakoyun site.

Site status: Rent for 25 years.

Legal Status



Resolution of the Cabinet of Ministers No 149 of 22 March 2023

“On Approval of the Procedure for the Movement of Goods in a Free Economic Zone”.

In order to implement Article 455 of the Customs Code of the Eurasian Economic Union, part 2 of Article 4 of the Law of the Kyrgyz Republic “On Free Economic Zones”, in accordance with Articles 13, 17 of the Constitutional Law of the Kyrgyz Republic “On the Cabinet of Ministers of the Kyrgyz Republic” The Cabinet of Ministers of the Kyrgyz Republic decides:

1. To approve the Procedure for the movement of goods in the free economic zone “Naryn” according to the Annex.
2. The State Customs Service under the Ministry of Finance of the Kyrgyz Republic, the State Tax Service under the Ministry of Finance of the Kyrgyz Republic and the authorized representative of the President of the Kyrgyz Republic in the Naryn region of the Kyrgyz Republic to take the necessary measures arising from this resolution.
3. Control over the implementation of this resolution shall be entrusted to the Department of Control over the Implementation of Decisions of the President and the Cabinet of Ministers of the Presidential Administration of the Kyrgyz Republic.

2027Construction
completion**2024**official date
of opening**2017**company
foundation**403km**
from Bishkek**100km**
from China

Official opening ceremony of the ITLC "Atbashi" in honor of the 100th anniversary of the founding of the Kara-Kyrgyz autonomous district. August 30, 2024.



Founders of Kara-Bulak LLC, Kyrgyz Pochtasy and Eldik Bank employees




Esenbek Omurgaziev
CEO Kara-Bulak OJSC

Dear Investors!


International Trade and Logistics Center "Atbashi" is a unique project in the field of trade and logistics in Central Asia, which is located in At-Bashy district, Naryn region, Kyrgyz Republic. The investment potential of our trade hub is very high due to its location near the border of China. Every day more than 500 trucks pass through our new customs point. The volumes of export-import operations between Kyrgyzstan and China last year compared to the figures of 2022 increased by 30% and amounted to more than \$19.8 billion, which is very positive for the development of the Atbashi ITLC and bodes well for the dynamic development of this kind of project!


Location



 Bishkek - Torugart Road A365

 Osh - Irkeshtam Road

 Bishkek - Osh Road A367

 Alternative road
'North-South' with railway
(under construction)

 Cargo Railway

China - Kyrgyzstan - Uzbekistan
(Started in May 2024)

 Cargo railway branch

China - Kyrgyzstan - Uzbekistan

 Balykchy - Merke railway

The Atbashi ITLC is designed to develop and improve cross-border logistics infrastructure and increase the capacity of the new Atbashi border crossing point - from 30 to 500 trucks per day. This will increase daily cargo turnover from 1,500 to 12,000 tonnes and will contribute to an overall increase in cargo turnover to 2 million tonnes per year.





+ Naryn Free Economic Zone +

FLY Logistics,
ERP System,
API Integrations,
Banking



Project goals and opportunities

- ✓ Development of cross-border trade with China
- ✓ Development of infrastructure projects and scaling up transit potential
- ✓ Development of outbound tourism from neighbouring countries

The import and export-oriented centre Atbashy will become an important transport and trade hub, including a marketplace, production zones and a vehicle market. The complex will consist of warehouses, trade and exhibition and cargo terminals, hotels, restaurants and petrol stations. A special legal regime and multifunctional control services will ensure efficient operation. It is planned to produce textile and other products for export to the EAEU, EU and WTO countries.

This long-term investment project aims to provide the warehouse and commercial property market with relatively low costs, better logistics and high security for business. As well as the opportunity to conduct commercial activities within the duty-free zone and take advantage of the Naryn Free Economic Zone.

The ambitious project will stimulate a new era of cross-border trade and logistics.

Competitive advantages

	Competitors	Atbashy
Logistics time	from 12 up to 30	✓ 5-7 days
Logistic per 1 kg	from 1,5\$/kg	✓ from 0.65\$/kg
Customs	Duty	✓ duty free up to 25kg
Rent containers	from 500\$ per mo.	First 3 month is free from 200\$ per month
Warehouse rent	from 5\$/sq.m	✓ from 2\$/sq.m
FEZ	No	✓ Yes
Automatization (ERP, WMS)	No	✓ Yes
Wholesale & Retail	No	✓ Yes
Fullfilment	No	✓ Yes
Online payment	No	✓ Yes
Return of goods	No	✓ Yes
Insurance	No	✓ Yes
Cost of goods	High	✓ 10-15% cheaper
Tax benefits	No	✓ Exemption from: - VAT; - Sales tax; - Single tax; - Profit tax
Social fund	- / -	✓ For employees income tax 10%

This long-term investment project is designed to provide the warehouse and commercial real estate market with relatively low costs, better logistics and high security for business. As well as the opportunity to conduct commercial activities in the duty-free zone and take advantage of the Naryn Free Economic Zone.

The ambitious project will stimulate a new era of cross-border trade and logistics.

Masterplan



13 LOTS
Total: 52,66 hectares

49 Plots

Territory balance:

Total built-up area
(30% of the total) - 204,783.5 sq.m.

Total area of landscaping
185,020.4 sq.m.

Total number of parking lots
2001 pcs.



70 ha
Developing Area



\$155 million/year
Estimated turnover



5000
Number of employees



150,000
Number of tourists per year

Kyrgyzstan's geographical location is strategically important at the crossroads of international trade routes, providing access to the Pakistan Economic Corridor, seaports of India and the Gulf countries. The most important section of the Great Silk Road passes through the Naryn region, and the "One Belt, One Road" project includes the construction of the China-Kyrgyzstan-Uzbekistan railway, which will significantly improve the logistical capabilities of this project and open up new prospects for international trade.

Customs & Storage



Permanent Storage Area, Free Zone, Bonded Warehouses

Temporary Storage Area



This sector provides comprehensive logistics and cargo handling services in the region. The company plays a key role in ensuring efficient transport and storage of goods, maintaining a high level of service for its customers.

Atbashi Vehicle Market specialises in vehicle import and trade, offering a wide range of vehicles and providing a high level of customer service. The company is developing its activities by creating a large auto market on the territory of the Atbashi logistics centre.

- ✔ Logistics
- ✔ Customs clearance
- ✔ Cargo manipulation
- ✔ Warehouse Services

- ✔ Vehicle import
- ✔ Vehicle Sales
- ✔ After-sales service

Meat factory



Profitability	24%
Payback period	5,5 year
Number of jobs	80
Building construction and launch	11 513 808 \$
COMEX	11 716 743 \$

30 **tonns/day**
Factory capacity

3,54 **ha**
Lot area

An export-oriented meat processing plant meeting international standards, geographically located to ensure raw material occupancy, with the largest distant pasture lands of Aksai and Arpa (40% of the KR pastures) located nearby. The organisation of a meat processing plant in Atbashy region will simplify the commercial activities of farmers.

3.54 hectares have been allocated for this sector. The main buyers of products will be the local market, major cities of the country, HoReCa chain and meat importers from Uzbekistan, Persian Gulf and the Russian Federation.

To realise the project it is necessary to:

- Complete the construction of the building;
- Equip with equipment;
- Install treatment facilities;
- Improvement;
- Recruit and train staff;
- Implement quality certificates.

Wholesale and retail complex



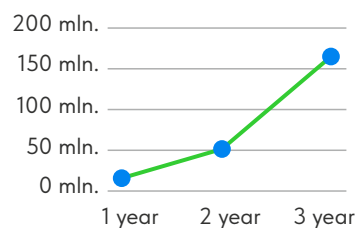
129 900 sq.m

net area

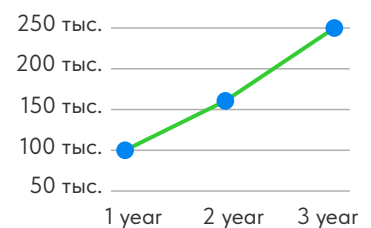
8,9 га

lot total area

Estimated turnover



Expected visitors



- ✓ A wide range of consumer goods
- ✓ Shopping in the duty-free zone
- ✓ Shopping tours with entertainment
- ✓ B2B commerce
- ✓ E-Commerce & offline
- ✓ Showrooms & exhibitions

This wholesale and retail complex will be the largest in Central Asia - the fourth after Khorgos (Kazakhstan-China), Dordoi (Kyrgyzstan) and Abu-Sakhiy (Uzbekistan). The territory of the complex is duty free and wholesalers and small traders, manufacturers will be privileged with customs privileges and 'free' warehouse principles. It will house manufacturers directly, representative offices of factories and their showrooms, distributors, re-exporters and local craftsmen. As well as entertainment, leisure and guest accommodation areas.

Touristic Area



- ✔ Direct tourists through shopping tours
- ✔ Indirect tourists in the region
- ✔ Yurt camp 'Kyrgyz Aily'
- ✔ Kymys retreatment, fish, cuisine
- ✔ Fairs, festivals
- ✔ Tours to nearest locations

5,8ha
Lot area



Within 50 km radius are:
Arpa Valley, Aksai, Tash-Rabat, Koshoi Korgon,
Chatyr-Kyol, Kyol-Suu, Kamandy, etc.

The project envisages the development of regional tourism and its strong positioning by combining active historical and natural recreation with shopping and medical tourism for domestic and foreign audiences.

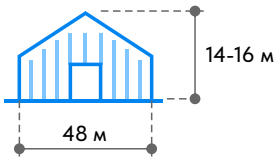
In order to ensure a continuous flow, high quality transport, accommodation in 3 and 4 star hotels are organised. As well as a modern bus station for regular international and intercity trips.

Warehouse Real Estate

Temporary storage warehouses, 'Free' warehouses and production hangars

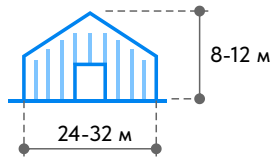


164 680 sq.m
net area



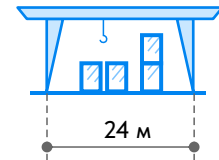
'A' class warehouses

Total area: 42,000 sq.m



'B', 'C' class warehouses

Total area: 102.680 sq.m.



Ground storage

Total area: 45,000 sq.m

AliExpress

淘宝网
Taobao.com

Pinduoduo

юла

kaspi

WILDBERRIES

Маркет

OZON

Avito

satu

This investment project aims to provide the warehouse and commercial property market with relatively low costs and better logistics (low cost) and high business security.

Over the last decades, Central Asia has been experiencing a high deficit of warehousing space, with a deficit of about 2.5 million sq.m.

According to NF Group analysts' estimates, the volume of demand for warehouse real estate in Kyrgyzstan on the horizon of 2023-2025 will be 250,000 sq m. that, logistics centre operators will work in the mode of guaranteed demand.

Current infrastructure



At the moment, the Atbashi ITLC is located on a total area of 70 hectares, of which 12.5 ha have already been developed and are actively used.



2000sq.m

2 warehouses



Containers

storage and handling
goods



Vehicle market

automotive laboratory



Filling station



Offices

Customs, logistics etc.



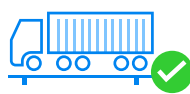
Hotel & Café

for 40-50 people



Parking

for cars and trucks



Scales

weighing station



Meat factory

Building structure



Entrance



Warehouses



Trade areas



Petroleum Station



Customs



Vehicle laboratory



Bank



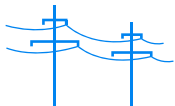
Hotel, café



Own investments



Investments for 2017-2024 (at the expense of Kara-Bulak LLC)



Power lines

The length is 10 kilometres



Transformer



Water supply

The length is 70 kilometres



Sewerage

The length is 5 kilometres



Buildings, structures



Filling station

Total investment - 91,800,000 KGS (1,080,000 USD)

Investments

Project Summary

Total usable floor area of warehousing	84 280 sq.m
Total usable floor area of industrial premises	80 400 sq.m
Total usable floor area of retail and commercial premises	129 900 sq.m
Total floor area of bus station and other public places	8400 sq.m

Principal capital expenditure

Own investments	2 807 777 \$
Amount of investment required:	172 566 000\$

Estimated construction period

1) Design, permits:	Q1 2025
2) First investment and start of construction:	Q1 2025
3) Completion of construction:	Q3 2027

Key indicators

Investment inquiry	172 566 000\$
Dividend policy	70%
Term	23 years
NPV	\$19,558,302
IRR	8,57%
Discount Rate	8%
GAGR	15%
Terminal Value (23 year)	\$228,000,000

*Cap rate 8%

Investment structure

Construction	65%
Equipment	20%
Marketing, promotion	10%
Operational reserves	5%

MANAGEMENT TEAM



**Esenbek
Omurgaziev**

CEO



**Ruslan
Alybaev**

Deputy director of investment
and business development



**Erkin
Sansyzbay**

SEO
«Naryn Dry
Port Ltd.»



**Dinara
Absattarova**

Investment
manager



**Kalynura
Duishenalieva**

Manager
of marketing



**Erkeaiym
Kylymbekova**

Sales Partner,
translator



**Bakai-Sayed
Ibraimov**

Architect



**Temirbek
Kamchybek uulu**

CTO
«Naryn Dry Port Ltd.»

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