



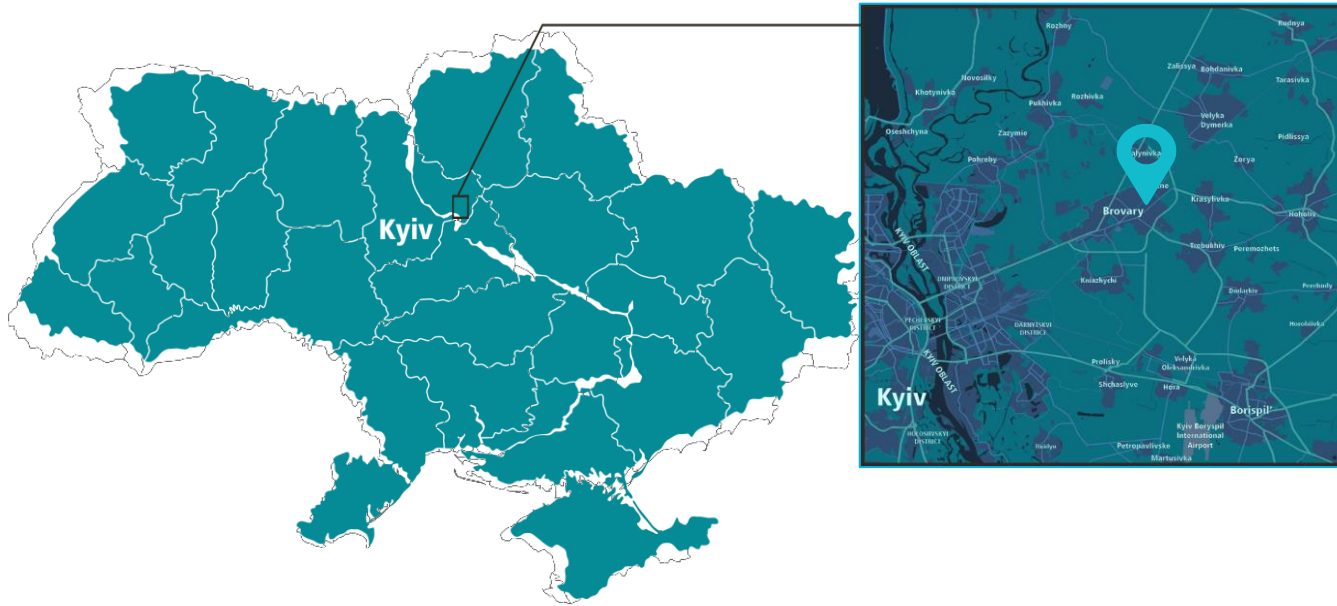
**REBUILDING
UKRAINE**
with the private sector

CONSTRUCTION OF A WAREHOUSE COMPLEX

ZAMMLER UKRAINE LLC

ZAMMLER ^{3PL}
operator
transportation • customs clearance • warehousing

Investment project description



\$34 mln

Total investment amount, mln USD

\$6,8 mln

own investment in the project - 20 %
(land plot, project, equipment, capital)

8,5 years

PAYBACK PERIOD

18-24 months

TOTAL CONSTRUCTION PERIOD

FINANCIAL DETAILS

- IRR - 15,5 %
- NPV - \$ 7, 2 mln
- ROI – 8,6 %

STAGE OF IMPLEMENTATION:

Construction of an A class warehouse complex by 3-4 stages
The estimated construction area is about 60,000 sqm

Type of required investment: mixed

* All indicators are subject to change after the development of the final budget for the project and the conditions for the participation of partners

Brief description of the project

Project goal

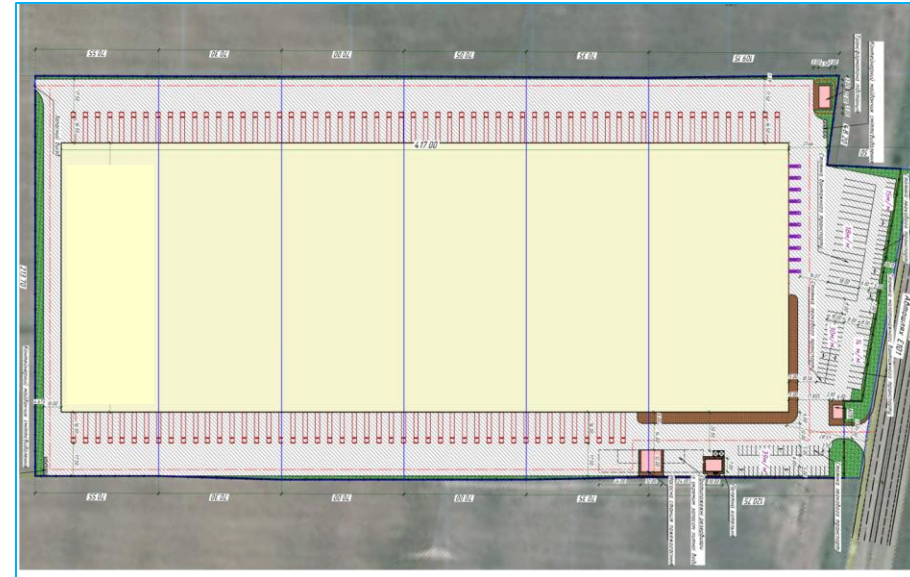
Facility is assigned to provide ambient logistic services and special areas to deliver fulfillment and cross-docking operations. Most of our clients are European companies, which require the European level of services

Key information











- ✓ The estimated construction area includes:
 - Warehouse – 59,393.5 sq.m
 - Offices – 1,816.1 sq.m
 - Mezzanine space – 9,000 sq.m
- Total: 70,209.6 sq.m
- ✓ The facility will be located on a land plot of 10.25 hectares,
- ✓ Distance from the center of Kyiv to the location of the complex is 28.6 km
- ✓ Highway M-01 Kyiv-Chernihiv, part of the European highway E95

* the total construction area may change after the receipt of detailed layout plan

PROPOSAL OF THE AREA DEVELOPMENT MASTER PLAN



Legend

	Boundary
	Current surface
	Designed buildings
	Entrance to the pavement / structure
	Elements of the master plan
	Fence
	Driveway
	Driveway surface
	Track surface
	Lawn

Advantages of the project

- Road traffic and Railway infrastructure
- Access to public utilities
- Forked roads with access to a potential Kyiv 2nd ring road
- High visibility (adjacent to highway)
- Vicinity to the main Ukrainian airport and cargo terminal – KBP (Boryspil)
- No environmental problems and no environmental restrictions for the land plots
- Experience of cooperation with local industry-specific governmental institutions, which will reduce time for getting permits and other required documents
- Zero archaeological value of the land plots planned for construction
- The logistics centre situated near Brovary will have a positive social and economic effect
- The project is being implemented to provide ZAMMLER's own needs with warehouse space, where it's planned to accommodate existing customers



Brief market overview



PRINCIPAL COMPETITORS, ZAMMLER GROUP SHARE



3PL operators	Total operated areas, sqm	Market share, %	Total operated areas after construction, sqm	Forecasted market share, %
Ekol	60 000	13,70%	60 000	13,10%
Raben	59 000	13,47%	59 000	12,88%
FM Logistics	56 000	12,79%	62 000	13,54%
ZAMMLER	50 000	11,31%	60 000	13,10%
Kuehne Nagel	42 000	9,59%	42 000	9,17%
Pakline-Korsa	42 000	9,59%	42 000	9,17%
UVK	37 000	8,45%	37 000	8,08%
Logistic+	34 000	7,76%	34 000	7,42%
NP Logistic	32 000	7,31%	32 000	6,99%
Fiege	30 000	6,85%	30 000	6,55%
Grand Total	438 000	100,00%	458 000	100,00%

At the end of 2021, the market share among the TOP 10 3PL operators in Ukraine was 11.31%
After the implementation of own warehouse construction project, the share of ZAMMLER will be 13.1%

The project is being implemented to provide ZAMMLER's own needs with warehouse space, where it is planned to accommodate existing customers.

More than 90% of customers – famous international brands

The list of the main international partners includes Huawei; DeLonghi; Egmont; Siemens; Adidas; Philip Morris International; British American Tobacco; B/S/H; lifecell; Schneider Electric; Karcher; Husqvarna/Gardena; TOPEX; HARDEX; PUMA; etc.



Company Owner Overview



Investment activities in Ukraine



15 YEARS ON
THE MARKET



> 400 EMPLOYEES



>50 000 sqm
OF WAREHOUSE SPACE



45 OWN FLEET
OF TRUCKS



12 % ANNUAL AVERAGE
EBITDA GROWTH



Background / Reputation on the market

- ❖ TOP 5 in Ukrainian warehouse operators ranking.
- ❖ More than 10 years of successful experience in providing warehouse services.
- ❖ ZAMMLER is the first in Ukraine to implement a fulfillment - logistics project for e-commerce.
- ❖ ZAMMLER Group has been honored with various awards and certificates, among which:

Leader of the industry (2013, 2016);

"HR-brand" 2016 with project "Motivation and Maintenance of Warehouse Personnel";

Acknowledgments from World Bank and Presidential Administration (2017, 2018, 2019);

Best 3PL operator (the results of voting held by Kyiv Logistics School, 2019);

Best Employer of the Year (DELO.UA, 2019);

Nomination for Logistics Company of the Year at the 11th annual "CEE Investment and Manufacturing Awards Gala & Strategy Summit" (Poland, 2021);

ZAMMLER entered the TOP-30 projects of sustainable business in Ukraine with its strategy to conquer international markets and establish new quality standards (The magazine "TOP-100. Ratings of the largest", 2021).



Key management team

All business areas of ZAMMLER are headed by a highly qualified certified team of Top managers.

<https://www.linkedin.com/company/zammler-group/>

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Your investment matters