



Azerbaijan Investment Company

Supporting Non-Oil Sector Development

ABOUT AIC

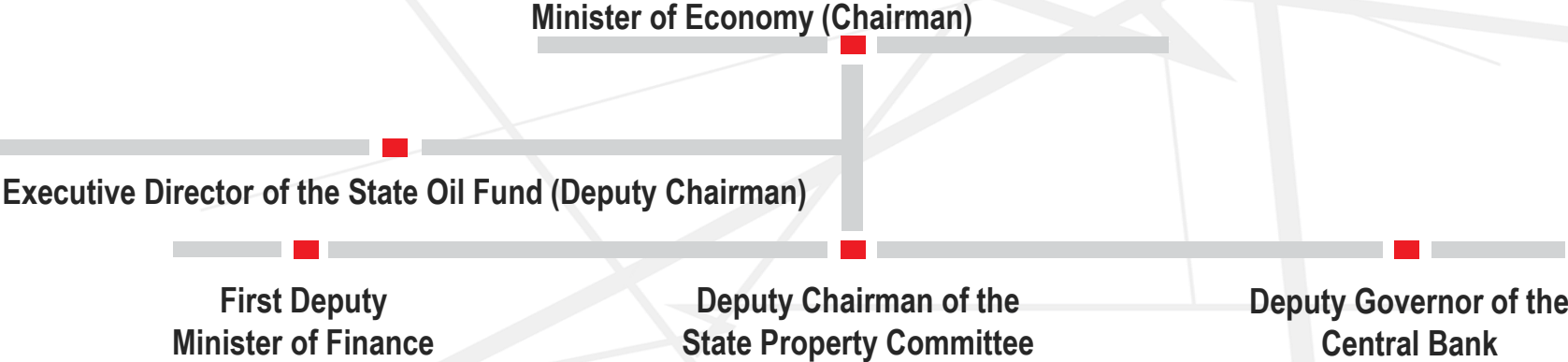


»»» **“Azerbaijan Investment Company” OJSC (AIC) is a state owned equity investment fund, established by the Presidential Decree on the 30th of March 2006**

»»» **AIC serves the purpose of developing non-oil sector of the national economy via equity injections and management of industrial estates.**

»»» **Supervisory Board is the supreme governing body of AIC**

SUPERVISORY BOARD



OBJECTIVES



- »»» Support non-oil sector development via equity investments in commercially viable projects and investment funds
- »»» Attract local and foreign investments into the economy of Azerbaijan
- »»» Increase market value and competitiveness of investee companies by integrating new technologies and know-how, and promote modernization and innovation
- »»» Support development of capital markets in Azerbaijan
- »»» Organize and manage the Industrial Estates in order to develop the non-oil industry through effective use of local resources

KEY INVESTMENT PRINCIPLES

»»» Investments in all sectors excluding oil and gas industry

»»» Investments into brownfield or greenfield projects

»»» Minority shareholding in the invested projects

INVESTMENT CRITERIA

- »»» **Competitive products**
- »»» **IFRS compliance**
- »»» **Independently audited financial statements**
- »»» **Corporate governance best practices**
- »»» **Board member at investee companies**



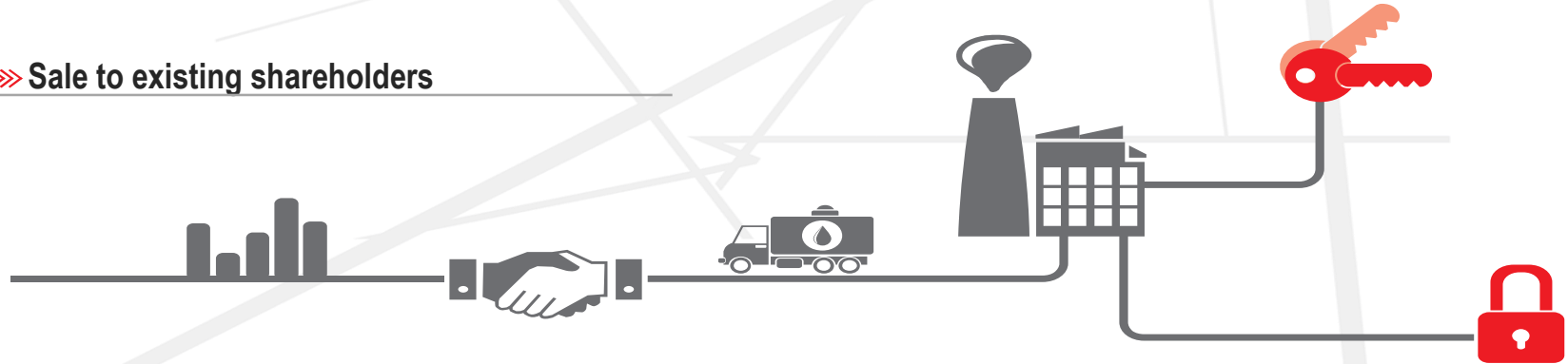
EXIT STRATEGY

Subject to terms of shareholders' agreement AIC may choose from the following exit strategies:

»» Divestment via IPOs

»» Sale to third-party strategic acquirers

»» Sale to existing shareholders





European Bank
for Reconstruction and Development



European Bank for
Reconstruction and
Development (EBRD)



Islamic Development
Bank (IDB)



Islamic Corporation for
the Development of the
Private Sector (ICD)

STRATEGIC PARTNERSHIPS



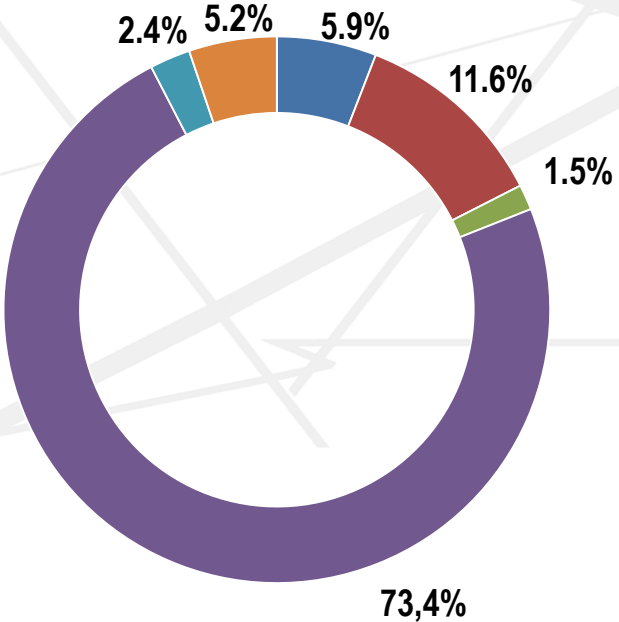
International Finance
Corporation (IFC)



azpromo

Azerbaijan Export &
Investment Promotion
Foundation (AZPROMO)

PORTFOLIO DISTRIBUTION



- Sub - Funds - 5,9%
- Agriculture - 11,6%
- Food Processing - 1,5%
- Industry - 73,4%
- logistics - 2,4%
- Pharmaceuticals - 5,2%



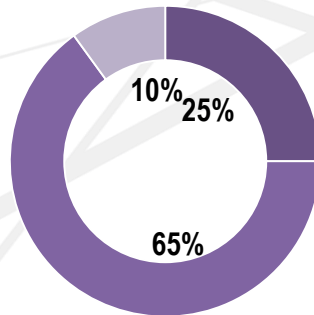
BAKU SHIPYARD COMPANY LLC

PURPOSE: vessels construction, ship repairs and conversions to serve the domestic as well as foreign market requirements

PROJECT VALUE: \$470,000,000
(\$160mln equity and \$310mln debt capital)

PROJECT STARTED: 2013

STATUS: In progress



STAKEHOLDER STRUCTURE:

- AIC - 25%
- SOCAR - 65%
- Keppel Corporation - 10%

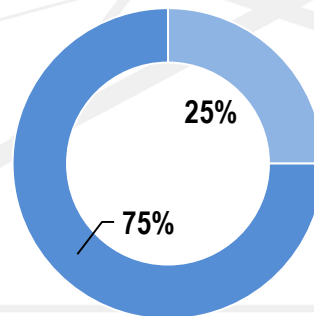
»» **AZERSUN PRODUCTION AND LOGISTICS CENTER LLC**

PURPOSE: The main objective is to build a modern logistics center in the area of 4.2 ha within the “Aktau Seaport” special economic zone, located in the province of the Republic of Kazakhstan, Mangistau.

PROJECT VALUE: \$15,000,000

PROJECT STARTED: 2015

STATUS: In progress



STAKEHOLDER STRUCTURE:

- AIC - 25%
- AZERSUN - 75%

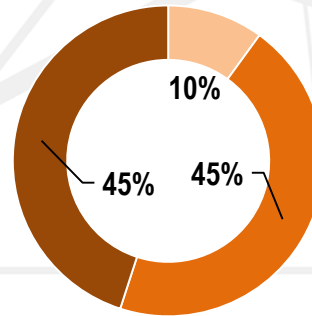
»»» HAYAT PHARM LLC

PURPOSE: Production of pharmaceuticals in accordance with international standards.

PROJECT VALUE: \$74,000,000

PROJECT STARTED : 2016

STATUS: In progress



STAKEHOLDER STRUCTURE:

- AIC - 10%
- R FARM - 45%
- VITA-A - 45%

»» CASPIAN PHARMED LLC

PURPOSE:

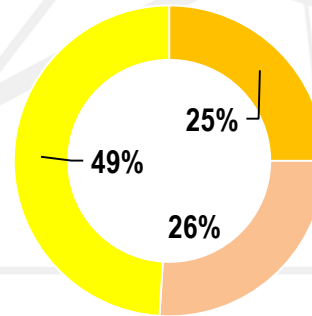
Production of pharmaceuticals in accordance with international standards.

PROJECT VALUE: \$21,000,000

PROJECT STARTED: 2017

STATUS: In progress

STAKEHOLDER STRUCTURE:



■ AIC	- 25%
■ AZERSUN	- 26%
■ TPICO	- 49%

»» DIAMED CO

PURPOSE:

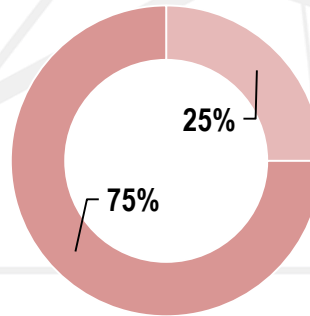
Production of disposable syringe in accordance with international standards.

PROJECT VALUE: \$ 4,000,000

PROJECT STARTED: 2018

STATUS: In progress

STAKEHOLDER STRUCTURE:



■ AIC - 25%
■ IDEAL - 75%



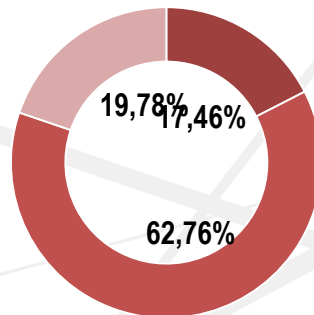
AZERTOKHUM LLC

PURPOSE: Construction of the first modern seed processing plant and granary, and cultivation of highly reproductive, elite and super-elite seeds using advanced technologies

PROJECT VALUE: \$24,030,000

PROJECT STARTED: 2010

STATUS: In progress



STAKEHOLDER STRUCTURE:

- AIC - 17,46%
- Local Private Investors - 62,76%
- Azeragro LLC - 19,78%



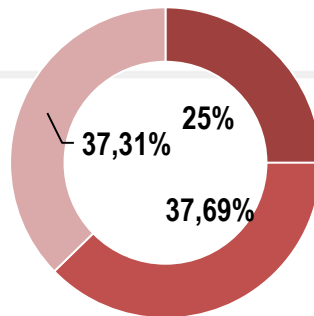
SABA OJSC

PURPOSE: Renovation and capacity expansion of one of the largest poultry production farms in Azerbaijan

PROJECT VALUE: \$14,475,000

PROJECT STARTED: 2010

STATUS: In progress



STAKEHOLDER STRUCTURE:

- AIC - 25%
- Local Private Investors - 37,69%
- Baku Investment Company - 37,31%



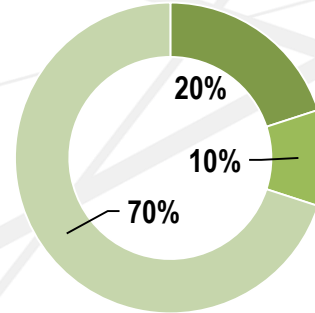
MILK PRO LLC

PURPOSE: Construction of a modern milk processing plant and introduction of new dairy products

PROJECT VALUE: \$12,230,000

PROJECT STARTED: 2012

STATUS: In progress



STAKEHOLDER STRUCTURE:

- AIC - 20%
- EBRD - 10%
- Local Private Investors - 70%

FUND OF FUNDS

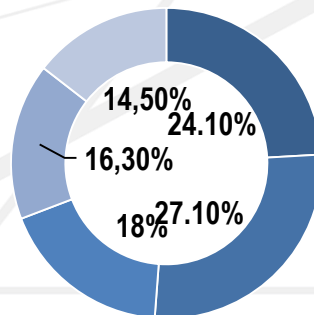
CASPIAN INTERNATIONAL INVESTMENT COMPANY OJSC

»»» **PURPOSE:** Establishment of a joint equity fund for investments into the non-oil sector of the Azerbaijan economy in conjunction with IDB, ICD and prominent institutional investors from the Middle East

PROJECT VALUE: \$39,527,221

PROJECT STARTED: 2008

STATUS: In progress



STAKEHOLDER STRUCTURE:

- AIC - 24,10%
- IDB - 27,10%
- ICD - 18%
- AI Ahmar Group - 16,30%

COMPLETED PROJECTS

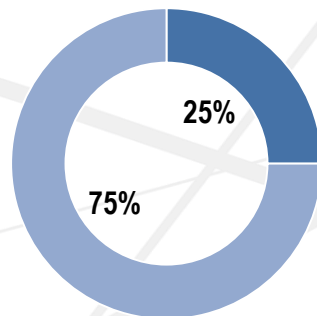
»»» SANGACHAL TERMINAL CJSC

PURPOSE: Construction of a new logistics terminal in Sangachal, near Baku, Azerbaijan

PROJECT VALUE: \$71,880,000

PROJECT STARTED: 2011

STATUS: Completed 2012



STAKEHOLDER STRUCTURE:

- AIC - 25%
- Qafqaz Trans Service LLC - 75%

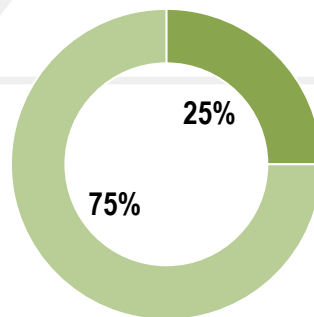
»»» AZERBAIJAN SALT PRODUCTION ASSOCIATION CJSC

PURPOSE: Construction of the first modern salt processing plant in the country to produce high quality iodized and refined salt

PROJECT VALUE: \$14,055,000

PROJECT STARTED: 2010

STATUS: Completed 2012



STAKEHOLDER STRUCTURE:

- AIC - 25%
- Azersun Holding LLC - 75%

COMPLETED PROJECTS

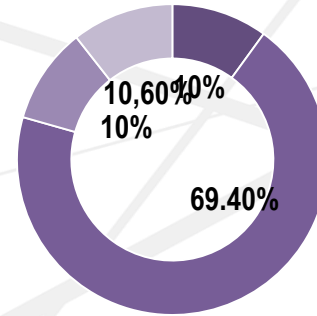
»»» **HOLCIM-AZERBAIJAN OSC**

PURPOSE: Construction of a new dry kiln at the largest cement producer in Azerbaijan

PROJECT VALUE: €300,000,000

PROJECT STARTED: 2012

STATUS: Completed 2015



STAKEHOLDER STRUCTURE:

- AIC - 10%
- Holcim LTD - 69,40%
- EBRD - 10%
- Local Investors - 10,60%

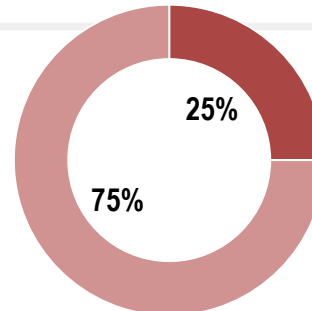
»»» **AGSTAFAGROSERVICE LLC**

PURPOSE: Establishment of an advanced agro-technical services facility to help improve productivity and efficient use of the soil

PROJECT VALUE: \$5,934,000

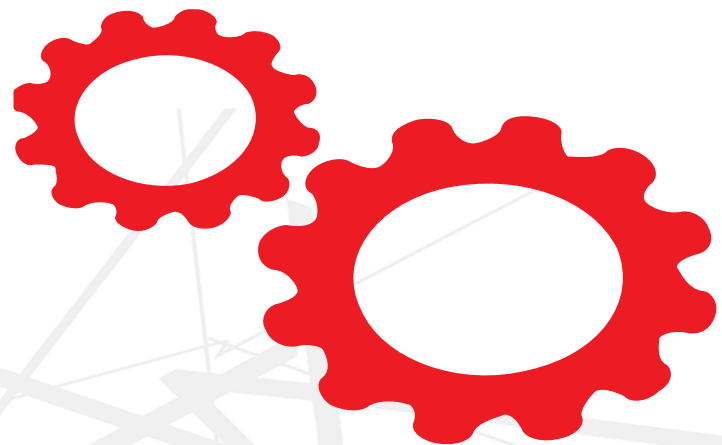
PROJECT STARTED: 2012

STATUS: Completed 2014



STAKEHOLDER STRUCTURE:

- AIC - 25%
- RAO Global Group GmbH - 75%



INDUSTRIAL ESTATES

Contribution to the sustainable economic development



Socio-economic development of the regions



Creation of new jobs



Increasing the share of non-oil industry in the structure of the employment



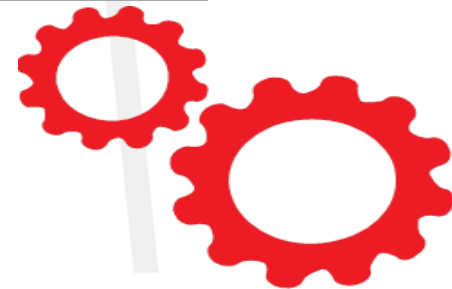
Reduction of infrastructure related costs in setting up manufacturing processes



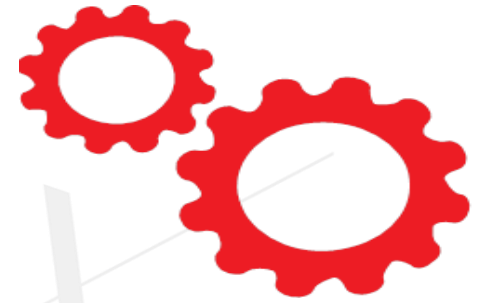
Strengthening cooperation relations among SMEs



Development of industry related service sectors



Incentives in Industrial Estates



Creating all necessary infrastructure



Lease of land and production facilities at competitive prices



Access to soft loans

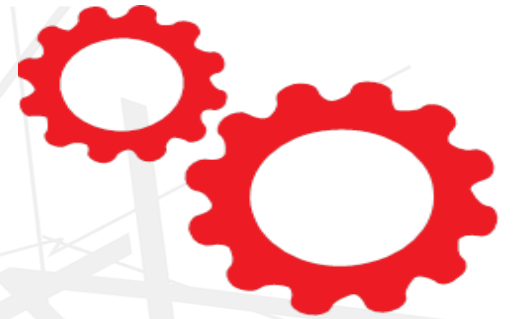


Vocational training and capacity building programs



Consultancy and other business related services

Industrial Estates



Neftchala Industrial Estates

Established: February 2, 2015

Inaugurated: September 24, 2017



Masalli Industrial Estates

» Established: June 13, 2016

Hajigabul Industrial Estates

» Established: July 25, 2017

Sabirabad Industrial Estates

» Established: November 27, 2017





**Azerbaijan Investment
Company**

37 Khojali Ave. Baku, Azerbaijan AZ1025

TEL: (+99412) 488 8010

FAX: (+99412) 488 8012

info@aic.az

www.aic.az