

Dry pore-forming mixtures Production and Export

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Main idea of the Project

More than 20 years ago, a group of Ural specialists developed a technology for the manufacture of **Growing Porous Aerated Concrete** based on **Dry pore-forming mixtures**.

Description of technology, product, advantages: www.altum-export.com

The technology has been tested in several European countries (Poland, Bulgaria, Montenegro), Central America (Dominican Republic), UAE and in Russia, more specifically, at spaceport «Vostochny». It has received positive references.

Market studies, including those conducted by “Russian export center”, JSC., have indicated high interest in our product and services in African and Middle-Eastern countries.

Today, Altum, LLC. is planning to begin production of **Dry pore-forming mixtures** and necessary technical equipment at Russian Industrial Zone in Egypt (Ain Sokhna), with following export to other African countries and countries of Persian Gulf to support local construction projects.

Moreover, there are plans to organize a pre-export assembly base in **Novorossiysk**.



Russian Industrial Zone in Ain Sokhna



Ain Sokhna today



Russian Industrial Zone territory today



Российская промышленная зона в Египте

Около **13** лет
Срок реализации
проекта РПЗ

12,3 млрд R
Финансирование
проекта до 2024 года

77,5 тыс
Планируемых
рабочих мест

525 га
На территории
свободной
экономической зоны
«Порт-Саид
Восточный»

Отраслевые кластеры РПЗ



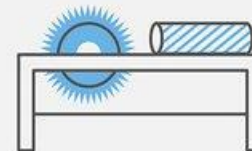
Машиностроение



Транспорт



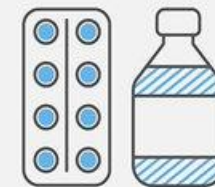
Металлургия
и стройматериалы



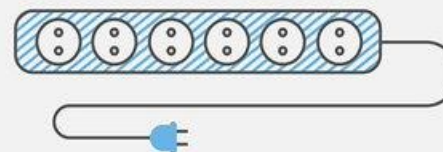
Деревообработка



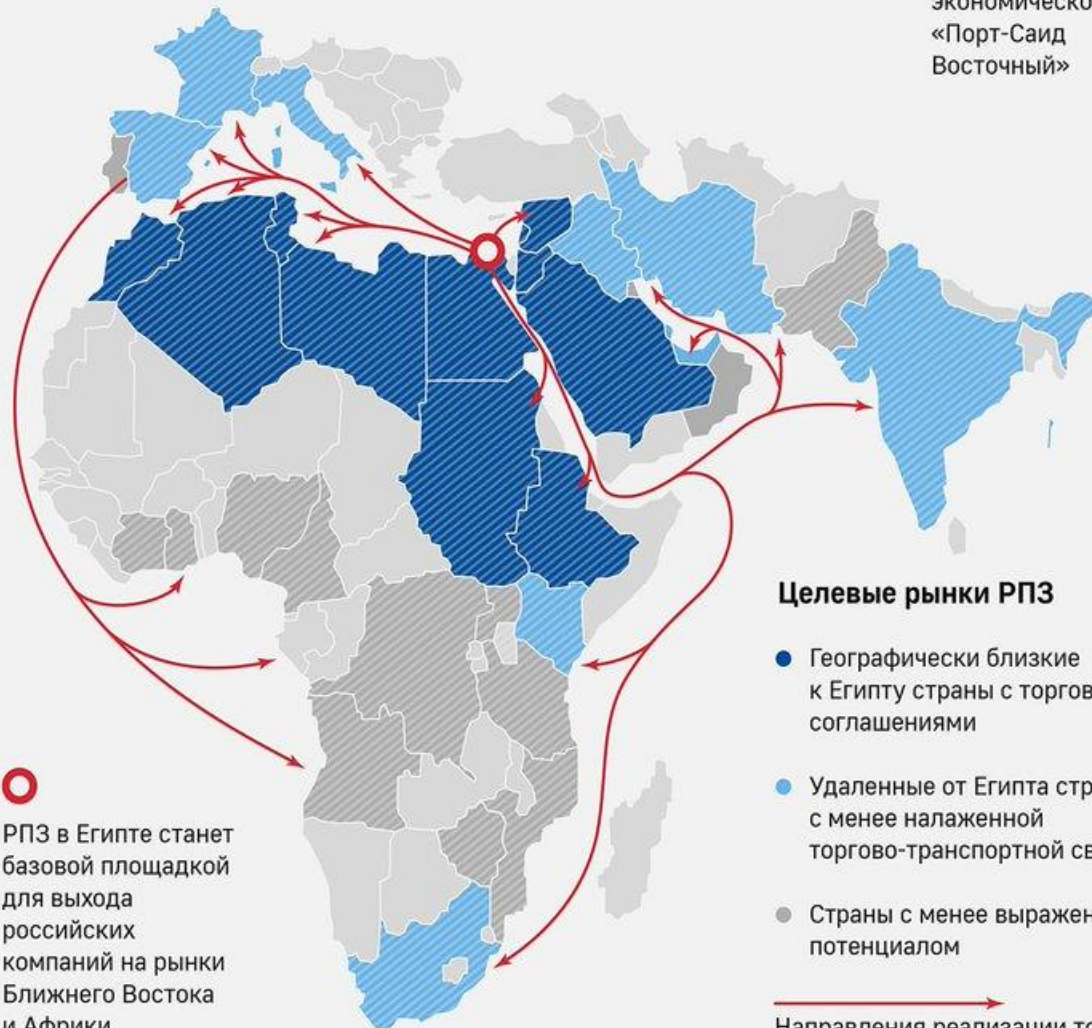
Пластмассовые
изделия



Медицина



Электротехническое/энергомашиностроение



○ РПЗ в Египте станет базовой площадкой для выхода российских компаний на рынки Ближнего Востока и Африки

Product of ALTUM LLC.

Growing Porous Aerated Concrete

- ✓ non-autoclave, energy efficient, fireproof, durable, waterproof and environmentally friendly.

For production of **Growing Porous Aerated Concrete**, Altum LLC has developed and produces:

- ✓ **Dry pore-forming mixtures.** Package – air-tight plastic buckets, 20 kg.
- ✓ Portable equipment – Cavitation mixer with rated output 0.5 m³ и 1.0 m³

Aerated Concrete complies with GOST 25485-89.

Self-bearing Aerated Concrete allows to construct buildings up to 3 floors tall. Using light steel galvanized construction carcasses - up to 5 floors tall.

Construction costs, compared to the traditional technologies, is lower by **12-20 %**

Dry pore-forming mixtures



Cavitation mixer SKD -1.0

Production of ALTUM LLC.



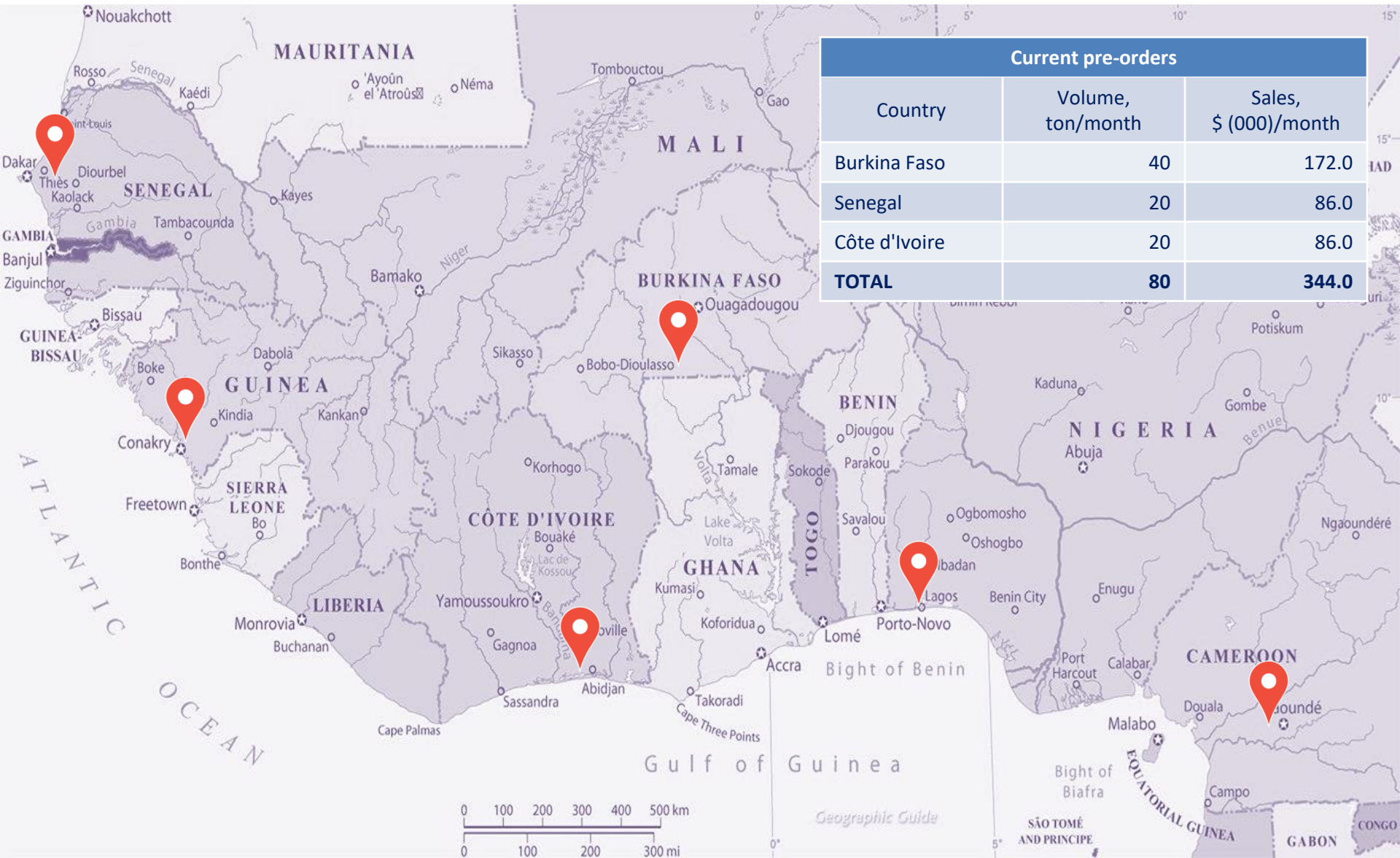
Examples of production of decorative panels out of Growing Porous Aerated Concrete

Dry pore-forming mixture



Cavitation mixer CK - 0.5

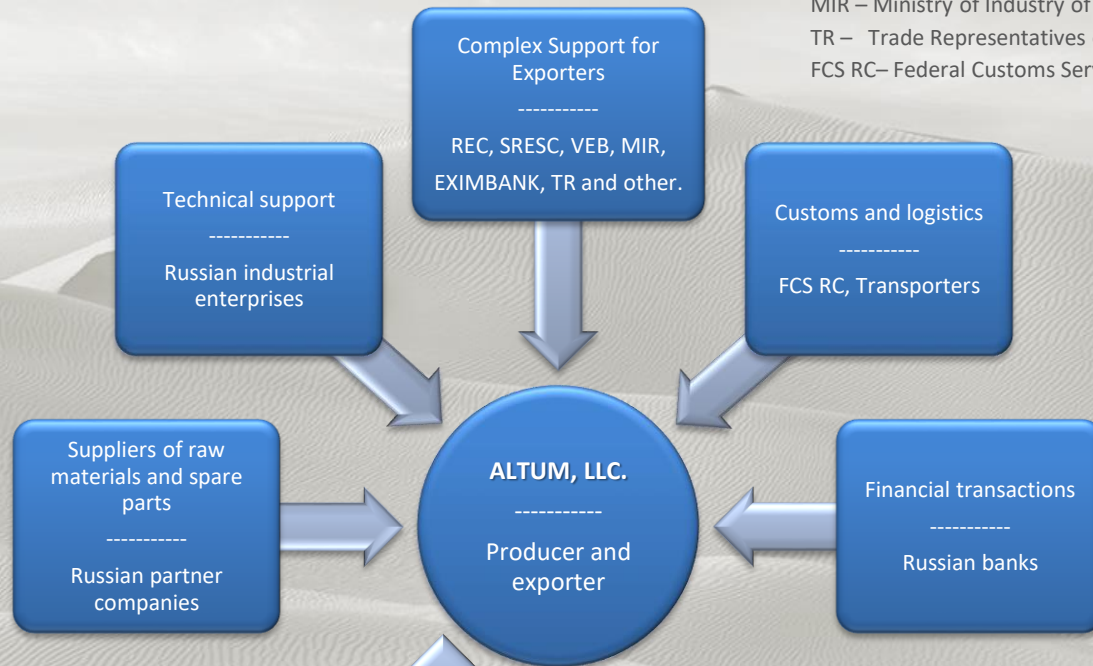
Shipment Geography Western Africa



Shipment Geography. Egypt, Syria, etc.



Key Participants



* Agreed upon contractions:

RC – Republic of Crimea

CSTH – Crimean-Syrian Trading House

SRESC – Southern Regional Export Support Center

REC – Russian Export Center

MIR – Ministry of Industry of Russia

TR – Trade Representatives of Russia

FCS RC – Federal Customs Service of Republic of Crimea



Markets in work at the moment:

Egypt, Nigeria, Senegal, Burkina Faso, Ivory Coast, Cameroon, Sudan, Guinea, Sierra Leone, Ethiopia, Cape Verde, Libya, Syria, Turkey, Qatar, UAE, Palestine, Iran, Kazakhstan, Cuba, Nicaragua, Panama, China, Vietnam, Sri Lanka and other.

The range of the sales market – entire building branch.

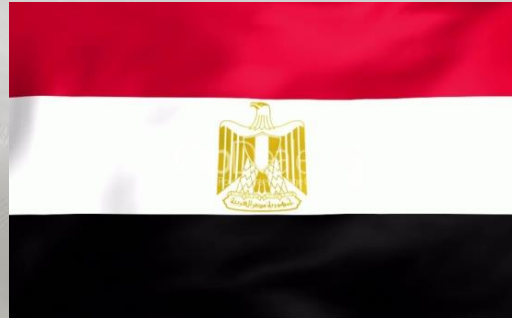
We do not observe significant competition.

General organizational chart



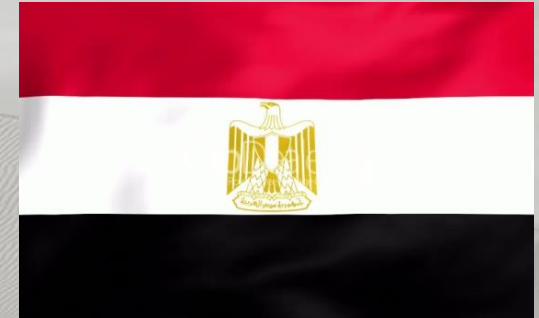
ALTUM LLC, Russia

- Deliveries of weight mixtures
- Supplies of sets of equipment for "screwdriver" assembly
- Licensor for ALTUM LLC, Egypt



ALTUM LLC, Egypt

- ✓ Packing of mixtures and assembly of equipment
- ✓ Delivery to ALTUM Development projects
- ✓ Completion of ALTUM Development construction projects
- ✓ Delivery to the markets of Africa and Mid. East under the license of ALTUM LLC (licensee of ALTUM LLC)



ALTUM Development, Egypt

- ✓ Participation in local B2G, B2B projects as R&D (EPC), etc. with related supplies of ALTUM LLC products
- ✓ Completion of local projects with products and technologies of Russian manufacturers

ALTUM LLC, Nigeria & Ethiopia

Perspective for III - IV quarter. 2022



* - Main types of projects - PPP with state guarantees

Project Team



Boris Yurchenko
Executive Director



Kristina Fedoseeva
Investment Director



Alexey Kolobov
Development Director



Anna Kononova
Head of the Sales Dpt.



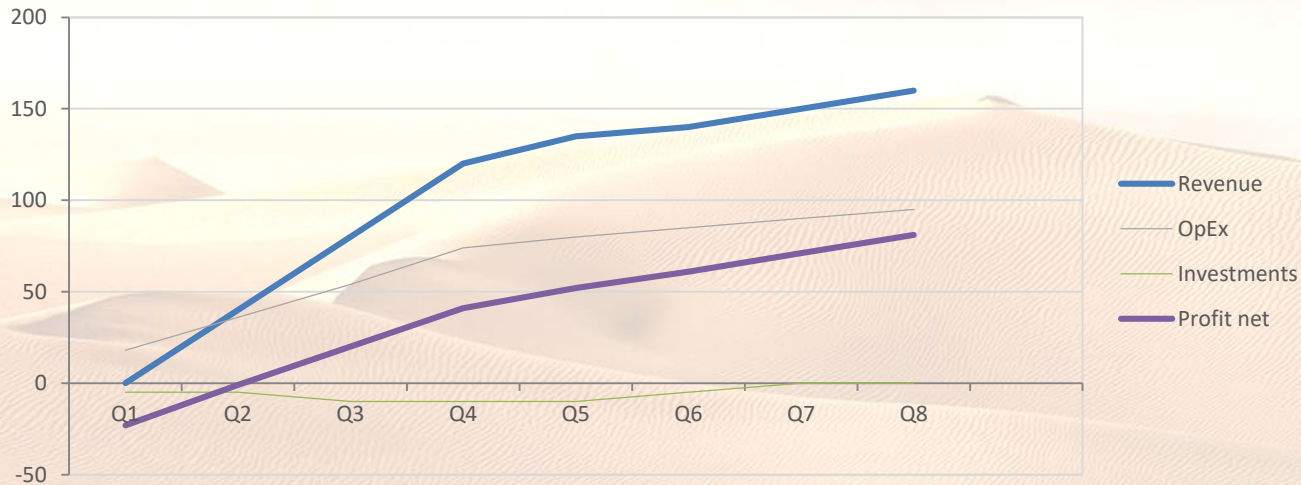
Michael Zhivov
Financial Director



And our
partners



Project Economics



Name	Unit of measurement	Value
Necessary investments (Min)	Million rubles	45.0 – 76.2
Estimated revenue, per year (min)	Million rubles	415.8
OpEx per year	Million rubles	- 297.0
GOP (gross profit)	Million rubles	118.8
NOP (net profit)	Million rubles	102.16
DPBP, from the beginning of the sales plan	Years (max)	≤ 2.0
Return on investment	%	30+%%

Road Map

1-2 quarter

3 quarter

4 quarter

5-6 quarter



No	Investment Structure	Amount, thousand rubles	Notes
1	Marketing, PR, distribution organization	6 000	For the first 12 months of work, 40.0 – 45.0 million rubles in agreed monthly tranches are enough.
2	Production base (long-term lease)	7 200	
3	Preparation, configuration and start of production	10 000	
4	Raw materials and supplies. Payment to suppliers and outsourcing	24 500	
5	HR and wage fund (18 months.)	22 000	
6	Patenting and certification	3 500	
7	Other expenses and reserves	3 000	
	TOTAL	76 200	

* A number of companies from the Middle East have received proposals to create an SPVs and work on the territory under our license

Offer to the Investor

The required investment financing of the project is ~ **45.0 – 76.2** million rubles in agreed tranches over 12-18 months.

The return on investment is less than **2.0** years since the start of sales

The investor is offered repayment of the investment loan + a share in the company - from **15% to 25%**.

We are ready to constructively discuss all the details and any counter proposals!



ALTUM

Contact us

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