"DARKHAN LEATHER COMPLEX PROJECT" – Multi-business efficient model project

Teaser

September 2019

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DARKHAN LEATHER COMPLEX



- Sponsor: SARAWAY LLC, Darkhan Municipal Government
- **SPV**: Darkhan Leather Complex LLC
- Location: Khongor Soum, Darkhan-Uul province

Darkhan leather complex LLC has been founded 2017 and partially owned by Darkhan city municipal government and Saraway LLC, which is the project sponsor. The company acquired 180 hectares of land to build a leather and wool processing complex for the complexity of infrastructure from Darkhan-Uul aimag's authorities.

For this purpose, the general layout are planned. The complex will house following factories

These include:

- 1. 13 tannery factory
- 2. 2 wool, cashmere processing plant
- 3. 1 gelatin factory
- 4. Leather research and development center

The total capacity of the leather complex 10 mln hides, 10000-ton wool and 1000 ton cashmere in annual

COMPARISON OF CURRENT CONDITION AND ACCEPTABLE SOLUTION IN TANNERY AND LEATHER SECTOR

	Urgent issues		Acceptable solutions
1		Poor livestock health 50-70% is having parasitic Less useable space due to parasite	 New (innovation solution) of livestock health Regular campaign in 05.01-10.15
2 preparation		 System of raw materials quality 70% is freezing Changed protein structure and worsen quality 	 Quality protection Comprehensive transport
3		 Management No complex management of veterinary/raw materials preparation 	 3 Complex management Cluster Economic cost sharing Chain system of complex added value
4 Áboloi	Researce in copment	No regular technology	 R&D Center Cooperation with institutions which performs quality protection and certification of European brand
Managementrechnology		Harmful for natureDeletes bacteria of WWTP	5 • WWTP Nature-oriented solution (Waste Water Treatment Plant)
Manage	And Andrewski an	 No real business strategy No industrial park with policy support & business successful structure 	 6 DLC (Darkhan Leather Complex) Management structure
7		No policy encouraged specialist	 Specialist: Apartment, stable workplace
8 	85% semi-processed	 85% of raw materials process in first stage and sells low price Not more than 15% has processed deeply and sells in domestic market 	 To produce deeply process in mass processed
≥ 9		No strategy of foreign trade and product policy	9 Export solution

DARKHAN LEATHER COMPLEX

The goal of the raw material preparation in Darkhan Leather Complex Project is to produce and commercialize value-add products on international markets.



The goal of Darkhan Leather Complex Project is to produce and commercialize value-add products on international markets. Darkhan leather project is consist of 3 sections: Raw material quality improvement, processing factory complex and exporting platform.

Darkhan Leather Complex Project overview

KEY PROJECT FEATURES	 Description: The project aims to construct Leather Industrial Complex (Darkhan Leather Complex/DLC) which will consists of 13 tanneries with annual processing capacity of 10 million skins and hides, wool (annual capacity of 10000 tons) scouring and dehairing factories, as well as cashmere (annual capacity of 10000 tons), and gelatin factory and more. Sponsor: SARAWAY LLC, Darkhan Municipal Government SPV: Darkhan Leather Complex LLC Location: Khongor Soum, Darkhan-Uul province Project duration: up to 40 years + Annual production – 10 mln leather processing, 10K tons of raw wool and 3K raw cashmere (from goat skin) Target leather grade –C grade 	Concert accer	
FINANCING	 Total \$225.7 mln, of which Public investment - \$60.7mln Private investment: - \$165mln ~30% ±15% as equity/policy investment (\$49.5mln) 	Concept paper Feasibility study Completed	d d
	 ~70% ∓15% as debt (\$115.5mln) Power supply: Signed MoU with LMMG AG, to build a hybrid power Total \$225.7m 	Master plan and factories' layout	
	generation stations near project site that provide DLC's power supply Tanneries - \$138.2min (construction & civil works)	Land Permit	
	• Wastewater treatment plant (WWTP): Install wastewater treatment - Warehouse - \$12.6mln	Infrastructure	Ongoing negotiation
KEY INVESTMENT	plant with capacity to treat 15800m3 wastewater daily. Greywater is to - Project preparation-\$6.6mln be re-charged and to be sold to iron ore beneficiation plants as an - Infrastructure - \$60.7mln	EPC contract	Receiving interest letter
RATIONALE	 additional income stream. Heat/steam supply: working with 2 options: 1) to build heating/steam pipelines from Darkhan Thermal Plant, 2) to be supplied from hybrid WWTP \$21.2mln; R&D-\$9.5mln, heat supply-\$1.8mln, power supply-\$1.8mln, power supply-\$5.6mln, Pool -\$3.2mln, water 	Environmental assessment	completed
	 Access road: 2km new road to Darkhan Leather Complex from central regional highway 	Purchase agreement	Receiving interest letters
COMPLETED TASKS/ CURRENT SITUATION	 Master and town planning and well as architectural drawings, and 3D floor plans were designed by IPAP engineering, one of globally leading tannery design and engineering company in the world. Done site engineering geology and topology survey. Structural drawings are now under development, Project brief and request for cooperation were sent to potential EPC contractors, traders, equipment and chemical companies and now receiving their letter of interest, Signed MoU with LMMG AG, to provide energy supply through their hybrid power generation stations. 85% of CAPEX is to be financed by Germany side, Shifted 18K semi-produced skins to India on basis of CAD payment term, Shifted 18K semi-produced skins to Spain on basis of L/C payment term, and receiving additional purchase orders. 		

LEATHER PRODUCT EXPORT PLATFORM AND R&D PROJECT OVERVIEW

KEY PROJECT FEATURES	 Saraway Established in 2016 Description: The project aims to construct Leather Industrial Complex (Darkhan Leather Complex/DLC) which will consists of 13 tanneries with annual processing capacity of 10 million skins and hides, wool (annual capacity of 10000 tons) scouring and dehairing factories, as well as cashmere (annual capacity of 1000 tons), and gelatin factory and more. Location: 503, Business Tower, Sukhbaatar district, Ulaanbaatar, Mongolia Project duration: up to 40 years + Annual production – 2 mln leather processing Target leather price – Mediapost Spain S.L. 	LEATHER PRODUCT EXPORT PLATFORM AND R&D PROJECT	
FINANCING	 Total \$11.8 mln, of which Equity investment - \$3.5 mln Debt investment: - \$8.3 mln 	Supporting Documents Concept paper	_
	Total \$11.8 m	Feasibility study Completed	
	 Raw material - Raw material price (600,00 x 0,7) Branding & testing - Laboratory testing in each 23 skins, Treatment and experiment, Pack 2: Goat and sheep R&D development and Raw material - 0.42 Branding & testing - 1.7 Sales - 0.13 	Environmental	
KEY INVESTMENT	 Branding Sales - 0.13 R&D center - 9.5 R&D center - 9.5 	Media post contract	
RATIONALE	 resolution R&D center - Research and technological development, refers to 	Offers and Proposals	
	innovative activities undertaken by corporations or governments in developing new services or products, or improving existing services or products	Purchase agreement Receiving interest letters	
	• International trade - Conclude agreement and increase number of partners with companies	Contact Details	
COMPLETED	operating in European market, same as Media Post	502 Business Tower Sukhbaster	
TASKS/	 Transportation, storage - Transport and store processed leather to international market Research and analysis - Implement international leather standards such as CTW and Join Life and 	 503, Business Tower, Sukhbaatar district, Ulaanbaatar, Mongolia Phone:(976) 9900 6079; Email: <u>enkhbayar.dts@gmail.com</u>, <u>enkhbayar.d@saraway.es</u> 	
CURRENT	LWG certificate		
SITUATION	• Product development - Develop a product that is suitable for Mongolian leather		
	One-window service - One-window service of export for leather companies		

RAW MATERIAL PREPARATION AND QUALITY IMPROVEMENT PROJECT OVERVIEW

KEY PROJECT FEATURES	 Darkhan leather complex LLC Established in 2018 Project duration: up to 40 years + Annual livestock service turnover- 60 mln head livestock Description: Manage veterinary service equipment management and work with private veterinary hospital and local veterinary agency. Take and collect raw materials in exchange for veterinary service and the raw material will be delivered to wool, tannery and cashmere factories and registered in Mongolia agriculture commodity exchange Location: 503, Business Tower, Sukhbaatar district, Ulaanbaatar, Mongolia Project duration: up to 40 years + Annual livestock service turnover- 60 mln head livestock 	RAW MATERIAL PREPARATION AND QU Itoductor	ALITY IMPROVEMENT PROJECT
FINANCING	 Total \$19.4 mln, of which Equity investment - \$5.8 mln Debt investment: - \$13.6 mln 	Supporting I Concept paper	Documents
	Current assets - any asset which can reasonably be expected to be Total \$19.4 m	Feasibility study Completed	
	 sold, consumed, or exhausted through the normal operations of a business within the current fiscal year or operating cycle Equipment - The mobile veterinary equipment can be located at any 	Environmental assessment	
KEY INVESTMENT	herder household or town where the animal spread, covering a wide range of animals regardless of the time, number of animals and	Contract	
RATIONALE	spatial space. the equipment can fully clean small livestock with creolin (such as goat and sheep)to protect from parasites. It is	Offers and Proposals	
	 designed to overcome road obstacle. Creolining equipment Portable equipment, or portable multifunctional conveyor systems 		Receiving interest letters
COMPLETED TASKS/ CURRENT SITUATION	 Direct service system To shear wool Injection Laxatives Washing Technology, equipment preparation Equipment 1 - The standard registration certificate No. 20-0002816 of State registration and CS 11-0407: 2018 are registered with the Standard Measurement Department Equipment 2 - Portable equipment, or portable multifunctional conveyor systems, with the certificate of state registration number 20-0002931. 	 Contact 503, Business Towe district, Ulaanbaata Phone:(976) 9900 6 Email: Enkhbayar@ enkhbayar.d@gmail 	er, Sukhbaatar r, Mongolia 5079; 2 <u>dlc.mn</u>

REQUIRED FUNDING FOR CAPEX



INVESTMENT SUMMARY

Project summary:

Project Sponsor	ject Sponsor Saraway LLC., Darkhan Leather Complex LLC	
The purpose of the project	Export support and value add creation	
CAPEX \$ 225.7 million or 586.9 billion MNT		
Source of funding	State budget, Development Bank of Mongolia and the Private Sectors	
Funding Structure	30% Equity and 70% Debt	

Project Investment structure



Investment rationales:

	NPV	\$ 512.4 million
	IRR	36%
	Payback period	10 years
	DSCR	Min DSCR-2

Project overview:

- Darkhan Leather Complex investment calculation is based on 10 million skins and hides capacity by data from DLC, SARAWAY, R&F Capital, IPAP Engineering, GBS, Geodata, Grandtech, Tavan Undes companies.
- Capacity:
- ✓ 10 million skin and hides
- ✓ 10,000tn wool
- ✓ 1,000tn cashmere
- Project Location: 220 km from Ulaanbaatar in Darkhan-Uul Province
- The Project Implementation Period: 2019-2034, and ongoing sustainable operation.

DARKHAN LEATHER COMPLEX FINANCING SCHEME



- Leader capital Fund LLC is investment vehicle of Darkhan leather complex project. The fund total is commitment is 45 million USD. The fund purpose is to fund Darkhan leather complex required equity investment. The fund consist of 2 sub fund: leather infra, which is to used to fund infrastructure; Leather management will be used to fund tanneries and other factory. DBM asset management LLC, subsidiary of Development bank of Mongolia, will manage the fund. Currently 21.6 mln USD is committed to fund from various investor.
- PROSPECTIVE INVESTORS ARE OPEN TO INVEST TO FUND.

POSSIBLE PARTNERSHIP FIELDS

As we discussed , I am sending Darkhan Leather Complex project's introduction and prospective partnership field we wanted from Turkish side in the following scope.

- 1. Mongolian leather industry research and development is declined due high productive sectors such as mining. To successfully implement project, the projects need to have own research and development center. We planned R&D center in Darkhan leather complex project, therefore we need capacity building technical assistant in this field. Thus, we are offering and requesting partnership Turkish leather R&D center, as result it would greatly contribute Mongolian leather's sector development, and It would be great if the capacity building technical assistant is financed from Turkish financial donors such as TIKA
- 2. Currently, Darkhan leather complex project are in financing stage. To fund project, Darkhan leather complex has set up Leather Capital LLC fund. Thus, we want to pitch project to prospective Turkish equity fund and companies
- 3. After Darkhan leather industry project's construction stage completed, 279 specialist is required to operate all tannery in next 3-4 years, thus we want to train students in Turkish university, which is specialized in leather and chemical R&D sector such as Egee university. We are requesting scholarship program from Turkish official agency.

"DARKHAN LEATHER COMPLEX PROJECT"

status

DARKHAN LEATHER INDUSTRY

PROJECT PREPRATION STATUS

PROJECT INFOMARTION



PROJECT READINESS

PROJECT PREPARATION STATUS



COMMITMENT LETTER

BEIJING DARIHAN INTERNATIONAL TRADE Co.LTD

INVESTMENT COMMITMENT LETTER

August 26, 2019

1. <u>Commitment</u>: Investor hereby commits, subject to the terms and conditions set forth herein, that, simultaneous with the Glosing, we shall (i) purchase, or cause the purchase of, equity interests of Leather Capital LLC. for an aggregate amount equal to \$7,000,000.00 million (the "Cash Portion"), (ii) purchase, or cause the purchase of, an equity stake, comprised of a number of common stock starse in the Company beneficially owned by Investor as of the data hereof solely for the purpose of funding a portion of tannery plant in Darkhan leather complex and in accordance with the Equity investment agreement.

<u>Conditions</u> Investor's obligation to satisfy the Commitment shall be subject to (a) the
execution and delivery of the Equity investment agreement by the Company, and investment will be
executed after Wastewater treatment plant in Darkhan leather complex become fully operational.

3. No Modification. Entire Agreement. This letter agreement may not be amended or otherwise modified without the prior written consent of Investment Investor. This letter agreement constitutes the sole agreement, and supersedes all prior agreements, representations, warranties, understandings and statements, written or oral, between Investor or any of its affiliates, on the one hand, and Investor, no the other hand, with respect to the transactions contemplated hereby. No transfer or assignment in violation of the preceding sentence shall be null and void.

Governing Law; Jurisdiction; Venue. This letter agreement, and all claims and causes of action arising out of, based upon, or related to this letter agreement or the negotiation, execution or performance hereof, shall be governed by, and construed, interpreted and enforced in accordance with, the Laws of the Mongolian company law, without regard to choice or conflict of law principles that would result in the application of any Laws other than the Laws of the Mongolian company law. Any legal action, suit or proceeding arising out of, based upon or relating to this letter agreement or the transactions contemplated hereby shall be brought solely in court within the Mongolia and any direct appellate court therefrom. Each of the parties hereto hereby irrevocably submits to the exclusive jurisdiction of such courts in respect of any legal action, suit or proceeding arising out of. based upon or relating to this letter agreement and the rights and obligations arising hereunder and agrees that it will not bring any action arising out of, based upon or related to this letter agreement in any other court. Each of the parties hereto hereby irrevocably waives, and agrees not to assert as a defense, counterclaim or otherwise, in any legal action, suit or proceeding arising out of, based upon or relating to this letter agreement, (a) any claim that it is not personally subject to the jurisdiction of the above named courts for any reason other than the failure to serve process as set forth below. (b) any claim that it or its property is exempt or immune from jurisdiction of any such court or from any legal process commenced in such courts (whether through service of notice, attachment prior to judgment, attachment in aid of execution of judgment, execution of judgment or otherwise) and (c) to the fullest extent permitted by applicable Law, any claim that (i) the suit, action or proceeding in such court is brought in an inconvenient forum or (ii) the venue of such suit, action or proceeding is improper. Each of the parties hereto agrees that notice or the service of process in any action, suit or proceeding arising out of, based upon or relating to this letter agreement or the rights and obligations arising hereunder shall be properly served .

5 Waiver of Jury Trial. EACH OF THE PARTIES HERETO IRREVOCABLY WAIVES TO THE FULLEST EXTENT PERMITTED BY APPLICABLE LAW ANY AND ALL RIGHT SUCH PARTY MAY HAVE TO TRIAL BY JURY IN ANY LEGAL ACTION, SUIT OR PROCEEDING BETWEEN THE PARTIES HERETO ARISING OUT OF, BASED UPON OR RELATING TO THIS LETTER AGREEMENT OR THE NEGOTIATION. EXECUTION OR PERFORMANCE HEREOF

6 <u>Counterparts</u> This letter agreement may be executed in multiple counterparts (including by facsimile or PDF), all of which shall be considered one and the same agreement and shall become effective when one or more such counterparts have been signed by each of the parties and delivered to the other carties.

7. <u>No Third-Party Beneficiaries</u>. This letter agreement shall inure to the benefit of and be binding upon Darkhan leather infrastructure LLC and Investor.

 Termination. The obligation of investor to fund the Commitment will terminate automatically and immediately upon the earliest to occur of (a) the termination of the Equity investment agreement in accordance with its terms and (b) the Closing, at which time the obligation will be fulfilled.

[Signature Page to Commitment Letter]

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Agreed to and accepted Leather capital LLC By: Leather Capital LLC Name Enkhbavar Davaatserer Title CEO Address: Room 503, 5th floor, BT Tower, 5 Sukhbaatar district, Ulaa Investor By: Beijing Darihan International Trade Co. LTD Name: Wang Wen Du Su Title: Director Address: Room 115, Dong Chang an hotel, No.A10, Jian Guo Men Vai street, Chao Yang district, Beijing China

COMMITMENT LETTER

IBC Delvalle LLC

INVESTMENT COMMITMENT LETTER

August 26th, 2019

 <u>Commitment</u>. Investor hereby commits, subject to the terms and conditions set forth herein, that, simultaneous with the Closing, we shall (i) purchase, or cause the purchase of, equity interests of Leather Capital LLC. for an aggregate amount equal to \$ 6,000,000.00 (six million USD) minimum (the "Cash Portion"), (ii) purchase, or cause the purchase of, an equity stake, comprised of a number of common stock shares in the Company beneficially owned by Investor as of the date hereof solely for the purpose of funding a portion of tannery plant in Darkhan leather complex and in accordance with the Equity investment agreement.

 <u>Conditions</u>. Investor's obligation to satisfy the Commitment shall be subject to (a) the execution and delivery of the Equity investment agreement by the Company, and investment will be executed after all the conditions required in Darkhan leather complex become fully fulfilled by the funder.

3. <u>No Modification: Entire Agreement</u>. This letter agreement may not be amended or otherwise modified without the prior written consent of Investment Investor. This letter agreement constitutes the sole agreement, and supersedes all prior agreements, representations, warranties, understandings and statements, written or oral, between Investor or any of its affiliates, on the one hand, and Investor, on the other hand, with respect to the transactions contemplated hereby. No transfer or assignment of any rights or obligations hereunder shall be permitted without the written consent of Investor. Any transfer or assignment in violation of the preceding sentence shall be neural and void.

Governing Law; Jurisdiction; Venue. This letter agreement, and all claims and causes of 4. action arising out of, based upon, or related to this letter agreement or the negotiation, execution or performance hereof, shall be governed by, and construed, interpreted and enforced in accordance with, the Laws of France law, without regard to choice or conflict of law principles that would result in the application of any Laws other than the Laws of France law. Any legal action, suit or proceeding arising out of, based upon or relating to this letter agreement or the transactions contemplated hereby shall be brought solely in court within the France and any direct appellate court therefrom. Each of the parties hereto hereby irrevocably submits to the exclusive jurisdiction of such courts in respect of any legal action, suit or proceeding arising out of, based upon or relating to this letter agreement and the rights and obligations arising hereunder and agrees that it will not bring any action arising out of, based upon or related to this letter agreement in any other court. Each of the parties hereto hereby irrevocably waives, and agrees not to assert as a defense, counterclaim or otherwise, in any legal action, suit or proceeding arising out of, based upon or relating to this letter agreement, (a) any claim that it is not personally subject to the jurisdiction of the above named courts for any reason other than the failure to serve process as set forth below, (b) any claim that it or its property is exempt or immune from jurisdiction of any such court or from any legal process commenced in such courts (whether through service of notice, attachment prior to judgment, attachment in aid of execution of judgment, execution of judgment or otherwise) and (c) to the fullest extent permitted by applicable Law, any claim that (i) the suit, action or proceeding in such court is brought in an inconvenient forum or (ii) the venue of such suit, action or proceeding is improper. Each of the parties hereto agrees that notice or the service of process in any action, suit or proceeding arising out of, based upon or relating to this letter agreement or the rights and obligations arising hereunder shall be properly served .

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[Signature Page to Commitment Letter]



SALES AGREEMENT - MEDIA POST

Trial sales agreement with Media post: Supply 600k pieces crust

July 2th 2019

LEGAL CONTRACT BETWEEN GLOBAL MONGOLIA S.L. Parthner Saraway LLC AND "MEDIAPOST SPAIN S.L.

On the one hand Mr. Teimen Zorigt, of legal age, from Madrid, addressed in Paseo de la Castellana 95, Edificio Torre Europa, Planta 15, 28046, Madrid and with id number Y2282955N.

On the other hand Don Ignacio Pi Corrales, of legal age, marital status married, from Madrid, addressed in the Avenue of Majuelo 19 and with id number 405058-M

LEGALLY TAKING PART FROM

First, in name and representation of GLOBAL MONGOLIA 3.L, Parfner Saraway LLC, addressed in Paseo de la Castellana 95, Edificio Torre Europa, Planta 15, Book 29.848 O Paper Sheet 24. Sheet M-537030, 1st Inscription, on C.I.F. B86420833.

Acts like General Director of the mentioned company legally empowered enough to grant contracts under the name of "GLOBAL MONGOLIA S.L. conferred by the notary D. Eduardo Gonzalez Oviedo The 12 of March of 2012 in Madrid, with number 415 of protocol.

And the second, in name and representation, as General Manager of the mercantile society "MEDIAPO3T SPAIN 3.L.", addressed in Valdemoro (Madrid), Majuelo Av. 19, and registered in Madrid Book 26.120 O Paper Sheet 130. Section 8 Sheet M-470825, 1st Inscription, con C.I.F. B-355643304.

The mentioned empowerment comes from a public social agreement registered by Don Ignacio Martinez-Gil Vich, Notary of Madrid the 30 of December of 2008, with number 3949 of protocol. Both parts have the legal capacity necessary to grant the present document, and to its corresponding legal effect.

DECLARE

FIRST, - That "GLOBAL MONGOLIA S.L. Parthner SARAWAY LLC" is interested in the hiring of services of storage, manipulation and distribution, being MEDIAPOST SPAIN S.L., a society that, among other own activities of its social object, dedicates itself to the accomplishment of these activities for third particles.

<u>BECOND</u>. - That, first being interested in entrusting to the second accomplishment of such activities, both parts have decided to celebrate the present contract to regulate the mentioned commercial supply relation, that will subject the following:

STIPULATIONS

EIRST. - Object and territorial scope. By means of the present document, GLOBAL MONGOLIA S.L., Parthner Saraway LLC entrusts MEDIAPOST SPAIN S.L., the accomplishment of the storage activities, manipulation and distribution of his products, with a territorial scope that includes all the Spanish national territory (the Iberian Peninsula, Canary Islands and the Balears), and European territory, committing the second a to take to effect this work in accordance with the directives marked in the successive stipulations, and perceiving in exchange for the same economic return that also settles down in the present contract. Other territories might be included in this contract after written agreement between both parts.



Letter of Interest and cooperation proposal





STRICTLY CONFIDENTIAL

THANK YOU!

Contact Us Enkhbayar Davaatseren CEO of DLC and Partner of SARAWAY LLC Mobile: 976 – 9900 7069; Email: enkhbayar@dlc.mn, enkhbayar.d@gmail.com