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PROJECT № 1461
FOOD MARKETPLACE
(EXPANSION OF ACTIVITIES)

REQUIRED AMOUNT OF INVESTMENTS:
$5 000 000

ANNUAL NET PROFIT:
$7 271 866

RETURN ON INVESTMENT CAPITAL:
30%

FOUNDER'S INVESTMENT:
$1 552 000

For more info:
+99898 338 93 33
+99890 925 96 81

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Description: The Founder plans to sell **10%** of the business for **$5 million** to expand the provision of B2B e-commerce services for the food market, distributors, dealers and retail and wholesale entrepreneurs.
The Founder invested **$1 552 000** to open **11** branches in the Tashkent, Andijan and Namangan regions and establish logistics for the delivery of products. In 2022, a turnover of **$6 111 561** has already been achieved. By the end of 2023, it is planned to reach **$16 965 033**.

According to the plan, in 2023 there will be a large-scale opening of many branches throughout Uzbekistan. The author of the project studied the market and found out that this business model is applicable not only in Uzbekistan, but also in neighboring Kyrgyzstan, Kazakhstan, Tajikistan and Turkmenistan. This is a modern IT view of distribution, as of all industries. The project provides for more than 600 types of product sales to category C stores, cafes, restaurants and offices at wholesale prices within two hours with its **free logistics service**.

Project implementation period after attracting investments: **1 month.**

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Required amount of investments: $5 000 000

NAME	AMOUNT, $
Expanding the range of food products and opening branches in all regions of Uzbekistan.	2 330 000
Asset and software distribution for large and small warehouses expanding across Uzbekistan.	1 100 000
The amount that must be invested in the expansion of the project before reaching the break-even point.	1 061 500
Marketing and other expenses	508 500
Total	**5 000 000**

Income data for the year

NAME	QUANTITY OF ORDERS, PCS	AVERAGE CHECK PER CLIENT, $	REVENUE, $	GROSS PROFIT (12,5%), $
After investing $5 million	1 607 047	58	93 208 726	11 651 091
Total				**11 651 091**

Exclusive offer!

The Founder urgently needs funds in the amount of $1 million due to the fact that the Coca Cola company has offered online distribution for its products throughout Uzbekistan. The author is ready to sell a 4% stake in the company for $1 million. That is, $250 thousand for 1%.

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Expense data for the year

NAME	AMOUNT, $
Cost of goods sold	81 557 540
Rental of premises	1 803 384
Salaries	445 798
Public utilities	316 462
Marketing	1 114 277
Depreciation	220 852
Taxes	478 457
Total	**85 936 860**

- Annual profit: **$93 208 726**
- Annual expenses: **$85 936 860**
- Annual net profit: $93 208 726 – $85 936 860 = **$7 271 866**

$$\textbf{ROI} = \frac{\text{Net profit}}{\text{Investment amount}} \times \text{Investor's share} \times 100\% = \textbf{30\%}$$

DISTRIBUTION OF SHARES:

Investor - **20%** and the Founder - **80%** – until the full return on investment. Investor - **10%** and the Founder - **90%** – after the full return of the invested funds.