



US-AFGHAN BUSINESS MATCHMAKING CONFERENCE 2005

OCTOBER 2 - 4, 2005

TriVision Corporation TRIVISION MEDIA • TRIVISION STUDIOS

Sector: Advertisement • Entertainment • Global Media



The Global Vision

TriVision provides creative vision and centralized production throughout a broad range of advertisement, entertainment and global media services. With over 15 years of collective experience in media communications among its core members, and a talented and diverse support staff, TriVision has established a network of affiliates that reflect its concern for quality and peer recognition.

TriVision Media, using television, radio, internet and publications will reach a large number of the Afghan communities worldwide. Although TriVision is mainly targeting the Afghan population worldwide, it will also have programs dealing with Hollywood, the Indian Cinema "Bollywood", the Farsi speaking Iranians and Tajiks. TriVision TV will be the premium satellite television channel for the Afghan, Iranian, Indian and Middle-Eastern communities.

TriVision TV is a U.S.-based satellite broadcasting network providing live and pre-recorded programs in Dari (Farsi), Pashto, Urdu and Arabic languages, with a selection of programs also offered in English. Headquartered in Northern Virginia with plans for offices in Washington DC, New York, California, Dubai and Kabul, TriVision TV is planning to broadcast 24 hours a day, seven days a week of programming worldwide.

The network's primary emphasis is to deliver high impact entertainment and educational programming with the most live and up-to-date news reports covering Asia, Middle-East and the rest of the world. The network will offer a wide variety of family entertainment shows such as comedy, children, sports, talk, game, reality and educational shows as well as music videos, commentaries, interviews, documentaries, serials, movies and much more.

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Kabul Felez International Corporation Since 1968

Sector: Steel Construction and Furniture



KABUL FELEZ
INTERNATIONAL

The Mission

Kabul Felez International Corporation is planning to re-open its two modern, state-of-the-art manufacturing facilities in Kabul, Afghanistan. Utilizing a strategic, multi-phased approach, Kabul Felez first intends to establish a manufacturing plant to construct furniture and accessories for offices, schools and homes. The second phase of the Kabul Felez initiative will include the building of a manufacturing facility to produce steel truss framing systems. The steel truss framing systems can be used as inputs to build schools, factories, shopping centers, business parks, community centers, gymnasiums, and many other commercial and residential structures.

By establishing two (2) new manufacturing plants in Afghanistan, Kabul Felez plans to invest over USD\$3.8 million in Afghanistan, and positively contribute to the Afghan economy and its overall reconstruction process. Initially founded in 1968, Kabul Felez has the necessary experience, expertise, and track-record to build a viable commercial enterprise, create jobs, and bring leading-edge manufacturing and technical capabilities to Afghanistan.

Kabul Felez is currently seeking an international investor to participate in fulfilling the need for this opportunity and jointly enter the global market.

The Company History

Well-known in the furniture industry for its longevity and success in Afghanistan, Kabul Felez has established itself as a reputable leader among major corporations and businesses alike. With its headquarters in Kabul, Afghanistan, the company managed a modern production facility, equipped with state-of-art production equipment. Kabul Felez employed over 220 personnel, including of engineers, designers, market researchers, sales personnel, and production staff.

Over the years, Kabul Felez has successfully and reliably provided its products and services to government and private-sector clients in Afghanistan. Some of its clients have included the Afghanistan Departments of State, Public Health, Education, Transportation, Telecommunications, and Treasury. Kabul Felez also provided products and services to major Afghan commercial enterprises, and Afghan and international non-governmental organizations (NGO's). Unfortunately, due to the unforeseen political crises that surged the country during the last decade, Kabul Felez was forced to halt production in 1994. Now with the current international efforts to rebuild the country, Kabul Felez plans to reopen its facilities once again.

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Atiqullah General Trading Etihad Group of Afghanistan Established 1991

Sector: Light Industry

Mineral water is a staple item in Afghanistan and much of it is currently imported from neighboring countries. The price and quality of the imported water varies widely and while it supplies growing demand, it offers few opportunities for the local population to increase its economic capacity.

Atiqullah General Trading, with headquarters in Dubai, UAE, is an established company on the Afghan market, offering a wide range of goods and services to the public. The company is looking for an international partner to participate in the construction of a factory that will produce Etihad Mineral Water. Since potential demand for mineral water far exceeds current supply, the initial return on a \$3.5 million investment would be swift.

The company believes it can compete with foreign competitors by producing high quality bottled water at reduced prices. The price reduction would largely come from lower transportation costs (as the water would be produced within Afghanistan), no customs duties, and lower labor costs.

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US-AFGHAN BUSINESS MATCHMAKING CONFERENCE 2005 OCTOBER 2 - 4, 2005

Azizi Hotak Group Established 2001

Sector: Petroleum Products

One of the limiting factors in Afghanistan's economic growth has been its lack of oil resources and its inability to economically import oil from neighboring countries. With no refineries currently functioning anywhere in the country, Afghanistan is solely dependent on imported, refined oil. The Azizi Hotak Group, an oil company established in 2001 by Merwiss Aziz Hotak is based in Dubai, UAE but has offices in Kazakhstan, Tajikistan and China. Mr. Hotak is searching for an investor to assist in the funding of a \$150 million project to build a petroleum refinery in northern Afghanistan. This refinery would prepare crude oil imported from Kazakhstan for sale on the open market in Afghanistan. The refinery's equipment will be purchased from the U.S. and Russia as these two countries manufacture some of the most sophisticated oil refining equipment in the world.

The Azizi Hotak Group has been trading in oil products since 2001. Currently, it has by far the largest share (70%) of the Afghanistan oil products market. The proposed refinery would not only make refined petroleum accessible for a reduced price, but also would employ up to 1,000 Afghan workers. The refinery will produce gasoline, jet fuel, diesel fuel and motor oil for domestic and foreign markets. According to the company's financial analysis, the \$150 million investment will be covered within three years after the refinery opens. Estimated annual profit after recouping the investment is estimated at \$50 million. The refinery will not only provide income for Afghan workers, but it will also increase the economic potential of the entire northern region of the country while at the same time reducing oil prices for consumers.

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Bashiri Company Ltd Established 1965

Sector: Agricultural and Industrial

The Bashiri Company Ltd was established in Afghanistan in 1965 and has become a major supplier of agriculture equipment, industrial lubricants, water pumps, and generators. In recent years, demand for the company's water pumps and generators has been strong due to the lack of electrical and water infrastructure throughout the country. Primary customers are the Government of Afghanistan, multi-national companies and NGOs. Through its offices in three major Afghan cities, the Bashiri Company has excellent market penetration. The company's annual turnover exceeds \$30 million a year. The company seeks an American partner through which it can a) expand its product offering and b) expand the company's size and scope.

The Bashiri Company currently has more than a 50% market share, but with the right U.S. partner this percentage could grow. It is also looking for new product ideas to expand its retail and service line. It is the oldest company in this business area and has greater assets and market saturation than its competitors. Also, it offers a broader range of products and exemplary customer service.

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AFGHANISTAN

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KABUL, AFGHANISTAN



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Bedeil Company Ltd.
Established: 1967
Sector: Agri-business

The Bedeil Company, a subsidiary of Westland General Trading LLC in Dubai, UAE, is located in Mazar e Sharif, Afghanistan and has been in existence for more than 38 years. The company is diversified and offers petroleum products, fertilizer, tea and general trading items to both public and private Afghan consumers. The company seeks an international partner to establish a farming/ranching operation that focuses on beef and poultry production. This operation would not only supply beef and poultry to the marketplace, but also items such as milk, dairy products and eggs. This diversity of this farming/ranching operation will allow it to capture a significant market share in a short amount of time, as it will produce items domestically that are currently imported at higher prices. The farm/ranch will be operated according to international hygiene and quality standards. While the company is still analyzing the total investment needed, it welcomes inquiries from potential international partners.

One of the difficulties faced by Afghan consumers is the relative low quality and high cost of milk, eggs, meat and other agricultural products, most of which are imported from surrounding countries. By establishing a working farm/ranch, the Bedeil Company can provide these products locally at less cost, while at the same time ensuring quality. In addition, the farm/ranch will provide employment opportunities for Afghan citizens, thereby reducing poverty and creating a stable workforce.

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Delpazir Foodstuff Company
Established: N/A

Sector: Food Processing

The Delpazir Foodstuff Company currently operates food processing facilities within Afghanistan. These facilities focus on sheep casing, which is the main raw material in the manufacturing of sausages. The company seeks to expand its operation by opening another processing facility that produces sausages and hamburgers.

Facilities such as land, business license and utilities are already in place, but the company is looking for an international investor to provide capital for construction, equipment and start up. According to initial projections, the construction and ramp up of the processing facility will cost \$1-1.2 million. Since most of the raw material can be found locally, transportation costs will be relatively low. Consumers will benefit from having access to high quality meat products and lower prices than are currently available.

The facility will primarily focus on easy-to-cook products for which market demand is currently high. At this time, there are no domestic competitors, so the potential for market saturation and subsequent return-on-investment is high. In addition, ROI will be enhanced by providing a quality product to replace the substandard meat products that are currently imported from neighboring countries. Labor in Afghanistan is plentiful and the cost of personnel is lower than most countries within the region. Also, Afghanistan offers attractive incentives for foreign companies that partner with Afghan firms.

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**Ghazanfar General Trading
Established: 1992**

Sector: Construction

As demand for goods and services by the Afghan consumer increases, so will the need for class A office and retail space. The Ghazanfar General Trading Company has been active in Afghanistan since 1992 and has carved out a niche in the market place across several sectors.

The company is looking for an international partner to participate in the construction of the Ghazanfar Business Center, a commercial and retail property in Kabul that will contain office, retail and parking facilities. Its ten floors will accommodate 2 floors of parking, 3 floors of shopping and 5 floors of office space. The projected construction cost is \$4.2 million.

The building will be constructed according to international standards and once completed it will be marketed to both domestic and international clients. Currently, Kabul has much more demand for class A retail and office space than can be supplied, so the potential return on investment of this venture is high. According to the company's research, the international community alone provides the potential to sell or lease a majority of the facility.

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**International Oil Ltd.
Jointly with Kefayat Company Ltd Established 2003**

Sector: Oil & Gas

While Afghanistan does not have the oil reserves of many of its neighbors, it has significant natural gas reserves that are currently untapped because of lack of infrastructure and low capacity within the country to explore, access and distribute these reserves. Because of this, Afghanistan is dependent on foreign sources of oil and gas, which increases the price and does little to ensure stable access to essential fuel in the future.

International Oil Ltd, based in Dubai, UAE, procures large quantities of LPG gas from CIS countries, transports it to Afghanistan and distributes it through a major network of national suppliers. Currently, its customers include government agencies, power plants, industries and household users. It currently has no competitors within Afghanistan.

The company is seeking an international investor to partner in the construction of an oil and gas distribution network that will reduce transportation costs while allowing Afghanistan to tap into its available natural gas reserves. The investment, projected at \$17 million, will include transportation services, equipment, storage facilities, LPG gas cylinders, safety equipment and technical experts. Potential return on investment is high given the rising cost of fuel and the potential to tap into large reserves.

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**Iqbal Seleh Trading
Established: 1991**

Sector: Manufacturing

The Iqbal Seleh Trading Company, headquartered in Dubai, UAE, is an import-export firm that does extensive business within Afghanistan. After the fall of the Taliban Regime, the company was the first to import furniture from Thailand, Malaysia, Taiwan and China. Its imported furniture became a popular item on the local market. Currently, the company controls at least 50% of local furniture market in Kabul and it has representative offices throughout Afghanistan.

The company is looking for an international investor to participate in the construction of a furniture factory to produce high quality, moderate priced home and office furnishings. Projections indicate the cost of building such a factory will be in the neighborhood of \$2 million.

While much of the raw material for production would come from outside Afghanistan, the factory provides a great opportunity for local production, which will alleviate customs duties, provide stable employment, and immerse the marketplace quality products at affordable prices.

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Naseeb Chips and Snack Company Established 2005

Sector: Snacks, Prepared Food

Over the last two to three years, there has been a higher demand in Afghanistan for prepared food products than ever before. Potato chips are an especially attractive commodity to the local and international population. The Naseeb Chips and Snack Company proposes to build a potato chip factory in order to compete with foreign imports by offering a quality product at a lower price.

The primary customer for potato chips in Afghanistan is young children, teenagers, families and business people. The potato chips plant will have the production capacity of 300 kg per hour and will work on 2 shift basis of 8 hours each. The estimated demand for potato chips in Afghanistan is 30 million kg per year and there is no production facility in Afghanistan at present. There are three imported brands available in the market, with Lays being the main competitor. The Naseeb Chips and Snack Company will produce potato chips of the best quality at least cost and make them available to the end consumer at the lowest price.

The company is looking for an international investor to participate in the construction and operation of such a facility. The projected construction cost is \$1.6 million with a working capital requirement of \$250,000. The company is willing to put \$800,000 into the project, with an international partner to fund the remaining amount. Profitability is projected by year three, with each year thereafter generating more than \$2 million in sales.

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Momin Group **Established: Not Known** **Sector: Light Manufacturing**

Edible oils and lubricants have become a thriving market within Afghanistan. The Momin Group currently has a manufacturing unit in Jebel Ali Dubai, UAE where it produces oils under the brand names of Momin, Shifa and Laila. Most of this factory's production is exported to Afghanistan. This increases transportation costs, which is reflected in a higher price for the oil.

The Momin Group proposes to establish a production facility in Herat (western Afghanistan), which would refine edible oils that are imported from Malaysia through Pakistan. It intends to purchase modern blow molding machines, as well as machines to refine, fill and package oil for distribution to the public. Currently, there are no edible oil manufacturing plants in Afghanistan, which necessitates imports from Dubai, Pakistan and Malaysia. It is projected that the establishment of such a facility in Herat will cost \$20 million, which will be amortized over a number of years. Because of lack of local competition, it is projected that such a facility would quickly carve out a significant niche in the marketplace.

In addition to providing a high quality product for Afghan consumers, this project will employ significant number of local workers. The Momin Group is seeking an international partner to participate in the construction and operation of such a facility.

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Wali Rasool Ltd. Gulzar Market Established 1985

Sector: Construction

Established in 1985, Wali Rasool Ltd has been involved in all phases of the construction industry. Its excellent workforce has built housing editions, office complexes, and public infrastructure throughout Afghanistan.

The company is seeking an international partner to design, construct and market a large planned community, spanning over 240,000 sq/m of land it already owns. The community will include residential dwellings, hospitals, schools, parks and other elements that make it appealing to the public. Such communities are important for Afghanistan, as its decades of war have created a severe housing shortage, as well as little access to modern health care and schools. Planned communities provide a way to address the housing issue as well as to provide a way for citizens to gain employment and provide amenities for their families.

Initial projections indicate the cost of this project as approximately \$20 million. Projections also indicate that the project's profit potential is between 10-15% . The Wali Rasool Company has experience in all phases of construction as well as a professional reputation. Its ideal investment partner will be an international company that can provide the financial backing to develop this project as a model for others to follow.

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Heritage Company Ltd.
A Division of Samim & Company
Established: 2003
Sector: Agri-business

As the income of Afghans improves, there will be more demand for modern shopping centers. Currently, Afghans purchase few non-essential items and most of this is purchased at local bazaars. Signs are prevalent that this is changing, however, as numerous dress shops, beauty salons and other shops selling non-essential goods and services are opening in major Afghan cities.

Heritage Group Ltd, a subsidiary of Samim & Company, is looking for an international partner to participate in the construction of a shopping mall in Mazar e Sharif, which is the country's third largest city. Extended wars in Afghanistan virtually wiped out the retail industry. However, it is rebounding thanks to the influx of foreign expatriates and an increase in the standard of living for some Afghans. Currently, the retail sector accounts for approximately 35% of GDP but this is increasing.

The completed project will have the usual retail stores (electronics, jewelry, textiles, groceries, electronics, furniture, coffee shops and internet cafes) but the building will also accommodate commercial offices and residential apartments. The residential complex will also include a hotel. Covered parking garages are part of the design as well.

This project will be built on land (700 000 Sq. ft) that belongs to the company. The project is in the exploratory stage, but preliminary projects indicate that it will cost between \$15 and \$20 million. This project will be the first of its kind in Afghanistan and will no doubt set the standard for other such projects. Because it will be first, the potential return on investment is high. Revenues will be generated both from rental fees and management contracts.

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Mohib Group Established: 1965

Sector: Industrial/Construction

The Mohib Group is a conglomerate that includes three companies: Marco Polo Gulf Trading FZE of the Middle East and Central Asia, Mohimpex of Germany, Saudi Arabia and China, and Mohib Ltd. of Afghanistan. The Mohib Group has been active in the commodities trade for many years and desires to find an international partner to participate in the construction of a sugar refinery in Afghanistan.

The Mohib Group has been trading in sugar for the last 30 years. It has controlled the sugar market for many years and is a member of the International Sugar Association (ruling body of sugar traders and producers).

Building a refinery in Afghanistan is the next step in this sector of the market. A refinery in the south or the north of the country will help Afghanistan be self sufficient as far as this product is concerned. Not only will it enhance the balance of trade but it will help the local population attain pride and much needed skill.

Sugar is a staple in the Afghan diet and has been so even in times of war. For this reason, the market is vast. The Mohib Group owns the land on which the refinery will be built and its projections indicate that construction costs will be approximately \$40 million. Projections indicate that an investor should recover his/her investment within three years. A professional business plan is available for review.

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Maiwand Afghan Wood Working Est. 2005

Sector: Manufacturing/Lighting

Following the recent boom in the construction sector, Afghan builders are often faced with either a dearth of construction materials or overpriced imports. Maiwand Afghan Wood Working will manufacture and supply domestic construction firms with processed **chipboard and plywood** to meet with building needs.

Maiwand Wood's founders, Abdullah Jan and Abdul Ghafar Dawi, are well into the planning and ramp up portion of their new company's establishment. Maiwand Wood has identified land and machinery and has drafted a business strategy. With central offices in Kabul, the company plans to establish sales agencies for their builder-ready wood construction products throughout Afghanistan. At present, competition is non-existent, as there is no other chipboard manufacturing facility operating in Afghanistan. Plywood and chipboard currently imported from Pakistan is of such poorer standard, that Maiwand Wood is confident that with the combination the lower cost and improved quality of their domestic wood products, they will be well poised to take a significant market share.

Estimates for the establishment and initial operation of a wood processing facility indicate that \$14.5 million USD in investment will be required. Maiwand Wood is contributing \$2.2 million USD for the purchase of the land. It should be noted that, aside from glue, no raw materials for the plant's operation need to be imported.

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Sadat Soft Drink and Mineral Water Manufacturing Co. Est. 2003

Sector: Soft Drink Beverages

With over 20 years of business experience and two years of preparation, Sayed Mohsin, Director of Sadat Soft Drink and Mineral Water Manufacturing Company, opened the company's first beverage manufacturing plant in Afghanistan's northern city of Mazar-i-Sharif in July of 2005. Aware of Afghans increased buying power in this era of rapid economic growth, Sadat Soft Drinks is working to fill a void where no domestic competition exists by manufacturing and supplying consumers with **soft drinks and mineral water** with a view to producing **juice and dairy** in the years soon-to-come.

Sadat Soft Drink's plan to expand is simple and straightforward. Without a single processing and packaging point, Afghan consumer demand will remain unfulfilled, as available imports are often of poor quality, expensive, or both. As Sadat Soft Drink's current success in the production of cola, orange and lemon soda, and mineral water strongly indicates, given a lower price and comparable or better tasting beverage, buyers will readily reach for a Sadat soda or bottled water. Moreover, faster and cheaper transport routes help to give Sadat an even greater edge on foreign competitors.

Sadat Soft Drink and Mineral Water Manufacturing estimates show that costs related to expansion will total \$8 million USD. So far, this family-run company holds \$4 million USD in assets that include land, equipment, and cash reserves, these being held in a Dubai bank.

In closing, the directors Sadat Soft Drinks know that with a foreign partner, they would be exceptionally well situated to take a large share – if not dominate – Afghanistan's soft drink beverage marketplace. The initial steps they have taken in establishing a fully functioning facility for such drinks is indicative of their commitment to success.

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Novel Afghanistan Ltd. Est. 2005

Sector: Construction Materials/Concrete

Novel Afghanistan is a newly established company for the purpose of becoming the primary **ready-mix concrete (RMC) production and transport** company in Afghanistan.

The massive need for construction materials throughout Afghanistan is well known. Over two decades of war has left the country's infrastructure and housing in a withered – if not outright destroyed – state. Between local construction companies and numerous foreign firms funded by the international community, the demand for construction materials to meet the needs of the government Afghanistan, NATO and US military forces and individual Afghans is at an unprecedented high.

Novel Afghanistan is ramping up to quickly and effectively satisfy the concrete requirements of this array of clientele. Prior to its formulation of a business plan, Novel Afghanistan proactively sought a future customer base that overwhelmingly expressed their interest in employing this company's services. As a result, Novel Afghanistan contacted and is currently working relationship with Massey Ferguson Tractors and Schwing Stetter, the latter company's training facility having recently graduated Novel Afghanistan's chief technician and trained its marketing manager.

In order to move forward with this project, Afghanistan Novel requires \$4.4 million USD. These funds would go towards the purchase of land, two batching plants, two portable concrete pumps, two mounted concrete pumps, and six concrete transit mixers. Both batching plants would be located in the vicinity of Kabul, the nation's capitol to which all roads lead. With is location, Novel Afghanistan's RMC transport fleet may readily deliver and mix concrete anywhere in the country as based on their clientele's orders.

The company's president, Abdul Ghafar Dawi, has successfully run the Dawi Trading Company for several years. His achievements are many and his relationships within Afghanistan's business community are broad. Ready to take his latest venture to task, Novel Afghanistan's foundations show no signs of inadequacy.

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Delpazir Foodstuffs Est. 2005

Sector: Food Processing

Delpazir Foodstuffs Founder and CEO Arif Zarif established his company to provide Afghanistan's population of approximately 23 million people with quality, sanitary **burger and sausage manufacturing facility** for both domestic and regional markets.

The fast food industry is in its first developmental stages in Afghanistan. Initially fast foods have become more popular worldwide in the past 3-4 decades as a result of growing populations, scheduled employments, lack of time, will for varieties, tastes, etc., but in Afghanistan this industry has faced the problems of war and poverty before its proper booming. Now, as Afghans' spending power increases with the country's growing economy, the fledgling fast food industry here is primed for rapid expansion. Delpazir Foodstuffs is currently preparing to meet the forecasted demand for burgers and non-pork sausages.

Mr. Zarif undertakes this project with 40 years of experience in the business of sheep & goat casing processing in the UAE (Dubai), Pakistan, Uzbekistan, and Afghanistan (operations here having been disrupted by the war years). The largest market for these casings was and remains Germany, and as a result, Mr. Zarif's casing facilities operate under the Hazard Analysis & Critical Control Point (HACCP) system as part of his commitment to proving safe, clean food products to his clientele.

Establishing this kind of food processing facility in Afghanistan has several benefits. Presently, there is no domestic competition. A cost effective workforce is readily available. Raw materials are abundant. Domestic and regional consumer markets are in close proximity and easily reachable. Moreover, domestic products are obviously exempt from customs tariffs and benefit from decreased transport costs.

Total costs associated with the construction and start-up of the Delpazir facility amount to \$1,000,000. In preparation, Delpazir has already invested \$200,000 in the basic construction and infrastructure necessary for the facility's operation. The company is now seeking a foreign investor to partner in the investment of the remaining balance.

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US-AFGHAN BUSINESS MATCHMAKING CONFERENCE 2005 OCTOBER 2 - 4, 2005

**Eidiezd Construction Ltd.
Est. 2005**

Sector: Construction

Having re-emerged from over two decades of war, Afghanistan's economy is again on the move. As millions of returnees from abroad come home, they're faced with a lack of safe and comfortable housing as well as a severely dilapidated infrastructure. Both the international donor community and Afghanistan's private sector are rushing to meet this need, and in the northern province of Kunduz, Eidiezd is at the forefront of this effort.

Eidiezd Construction is looking for a partner to complete its 500-family **planned residential community**. With the cooperation of the Kunduz Municipality government, Eidiezd Construction has secured land and already developed 30% of the infrastructure necessary to support what will be a thriving community on the outskirts of this city, one of Afghanistan's five most populous cities situated close to the Tajikistan border in its insurgency-free North.

Twenty-eight hectares of land have been allocated for this housing project that, in addition to 500 villas, will include commercial and public facilities such as shopping centers, schools, mosques, health clinics, and parks. This land has been purchased outright and owned in its entirety by Eidiezd Construction. The company has already completed 1/3 of the community's roads and a deep well for future residents' water needs. In addition, Eidiezd Construction possesses a crushed rock/segregation plant for its own processing of certain construction materials.

Eidiezd Construction's sufficient start-up costs amount to \$10 million USD. The firm seeks more than financial assistance; Eidiezd Construction is looking for a U.S. partner that can likewise share its technical expertise with this newly established company.

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US-AFGHAN BUSINESS MATCHMAKING CONFERENCE 2005 OCTOBER 2 - 4, 2005

Etehad Group Est. 1991

Sector: Soft Drink Beverage Manufacturing

Etehad Group comprises a series of successful food and light industry processing facilities in and around the southern Afghanistan city of Kandahar with facilities for baking and plastics production, as well as beverage trade. As an extension of this last activity, we are looking to establish a **soft drink and mineral water production and packaging facility**.

The market for mineral water and soft drinks is exceptionally large in this city of approximately 375,000 people, located in a desert climate where temperatures can often reach over 110F in the summertime. Such hot and arid conditions combined with the expanding spending power of the Afghan people indicate a lucrative market for clean and refreshing non-alcoholic beverages.

Locating this facility in Kandahar will be the most cost effective means by which we may wrangle a significant share of the non-alcoholic beverage market from the Pakistani and Iranian imports currently dominating it. At this point in time, there are no local competitors that are taking advantage of the additional profit that domestic manufacture and distribution would bring.

With already successful past and present trade and manufacturing operations in UAE, Pakistan, Singapore and Hong Kong, Etehad Group is ready to use the skills, relationships within, and knowledge of Afghan markets to secure its own share of this rapidly expanding marketplace.

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US-AFGHAN BUSINESS MATCHMAKING CONFERENCE 2005 OCTOBER 2 - 4, 2005

The Karakul Processing Company Est. 1995

Sector: Agribusiness; Karakul Wool and Pelts

The wool of Afghanistan's karakul sheep has been renowned internationally for its dual qualities of luster and softness for hundreds of years. It is this key ingredient that helped to place Afghan carpets amongst the world's finest. In addition, karakul wool and pelts have been in and out of fashion on the runways of Paris and Milan since the 1960's with little sign of ever wholly departing from the realm of high fashion.

Recognizing its continued preeminence amongst the wools of the world, Afghanistan's Karakul Processing Company is seeking to **expand its karakul wool harvesting and processing operations** in Afghanistan. Current drying and furnishing operations are sufficient for an annual export of over 1 million pelts (average pelt 1 m² in size) to Europe, karakul's primary market. The Karakul Processing Company sells pelts to the wholesale agents from whom exporters make their purchases. The Karakul Processing Company is presently working to position itself to serve the lion's share of shepherds and sheep farmers' growing flocks in Afghanistan's new economy, as their competitors continue to use either damaged or outdated equipment.

To maintain and expand their edge, The Karakul Processing Company is seeking a financial and technical partner willing to contribute to a total investment of \$1.5 million USD. The company's founder and CEO, Said Fahim, is confident that with this boost, his company will be able to rapidly seize the demand for good integral to Afghanistan's carpet industry and the international textile industry.

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US-AFGHAN BUSINESS MATCHMAKING CONFERENCE 2005

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Afghan International Carpet Manufacturing Inc. Est. 2004

Sector: Oriental Carpets

Afghanistan carpets are again on the cusp of regaining their rightful position amongst the world's most renown. Weavers, dyers, and traders are at long last returning from decades in Iran and Pakistan where their skills were further honed and the reputation for Afghan expertise and finery was unduly misplaced with a Pakistani or Iranian label.

No more. Along with their return of the carpet makers is the government of Afghanistan's concentrated effort to revitalize this sector, having gone so far as to secure reduced rates for carpets transported to foreign markets on the country's national airline, Airiana. As the requirements for a once-again bustling carpet industry are lining up in Afghanistan, the Afghan International Carpet Manufacturing (AICM) is prepared to take advantage of this new era with the establishment of a **multifaceted hand-made carpet production center**.

On a 50-acre piece on land on the outskirts of Kabul, AICM plans to construct a carpet workshop that will house weaving, dying, spinning, washing and cleaning facilities – in short, every step in the carpet manufacturing process will be taken in a single place, thereby better ensuring production oversight and quality control, save a certain proportion of weavers who will continue to do so in their homes, as is often customary in Afghan culture.

It is estimated that between workshop and home production, AICM will on the average produce 15,000 m² per month, totaling approximately 180,000 m² per year. As the raw materials and processing will come directly from AICM, cost margins will be greatly reduced, thereby giving AICM an advantage over the majority of competition which must still pay higher rates for cutting and washing in Pakistan.

Projected costs for the establishment and related Year 1 operating expenses for AICM amount to \$8.8 million USD, of which AICM's Vice President and Managing Director, Hazifullah Sherzai, will contribute \$2.15 million in equity. The aforementioned land's value of \$800,000 is not included in this figure.

With over 30 years of experience in the oriental carpet industry, Mr. Hazifullah wields the know-how and relationships necessary to quickly take a place at the forefront of Afghanistan's carpet market.

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US-AFGHAN BUSINESS MATCHMAKING CONFERENCE 2005 OCTOBER 2 - 4, 2005

Mushtaq Shaheen Construction and Road Making Company Est. 2001

Sector: Construction

Working to taking advantage of the multitude of construction opportunities surfacing in post-war Afghanistan, Mushtaq Shaheen Construction is forcing its way into the market for **commercial and residential building**. Formed in Kabul in 2001, Mushtaq Shaheen Construction has built constructed several public buildings and roads throughout Afghanistan in this time. Currently, the company is looking for a foreign partner to provide the financial and technical assistance necessary to gain a cut above the competition.

Concordant with Afghanistan's booming construction sector is a parallel growth in the competition. Musthaq Shaheen's edge is its focus on building in those provinces that have yet to reap the benefits of Afghanistan's reconstruction efforts, namely Parwan, Maidan, Wardak, and Kapisa provinces. Their target market is open, with a capability to build streets to custom homes, for clientele ranging from private individuals to international donors. Moreover, Mushtaq Shaheen Construction maintains that, in the face of foreign competition that charges a great deal for their services, their company can well compete by offering more affordable rates based on the local market.

Primarily, Mushtaq Shaheen Construction plans to begin its expansion with two new offices in Mazar-i-Sharif and Jalalabad, two of the largest commercial centers in Afghanistan. While the amount of investment required is largely based on future projects, Mushtaq Shaheen Co. estimates a need for \$2.25 million USD. The company, with current its current assets amounting to \$600,000, believes that after the establishment of these offices as a first phase, they will be best positioned to provide construction services in some of the most vibrant areas of Afghanistan.

With over 15 years of experience in import-export and currency markets, Mushtaq Shaheen's CEO, Ahmad Shah Hakimi, has developed a good reputation and a vast network within Afghanistan's private sector.

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**Homadi Ltd.
Est. 2002**

Sector: Construction

With 40 years of work experience and banking behind him, Homadi Ltd. President Thaeer Homadi is has begun construction on a massive **commercial and residential tower-complex** that will be located in the center of Afghanistan's capitol, Kabul. The first block of Homadi Twin Towers will serve as a location of a hotel equipped with 308 double bedroom suites. The second tower block will provide space for a shopping center, offices, residential apartments, and parking.

Afghans and foreigners returning to Afghanistan following the Taliban's collapse found the country's capital literally reduced to rubble. Since this time, Kabul has seen a construction boom. This explosion, however, has yet to be accompanied with a multi-purpose structure of the type envisioned in the Homadi Twin Towers. A total of 16 stories in each tower block, this building stands seeks to replicate in Kabul the grandeur and utility of so many skyscrapers "across the water" in Dubai. Without any comparable locales, Homadi Ltd. strongly contends that its Twin Towers will rapidly fill the present void in quality housing and commercial space.

To be situated on land between the Kabul International Airport and the city's center, the Twin Towers will sit directly en route to the embassies, ministries and commercial centers of Kabul. Accordingly, Homadi Ltd is focusing its services on both domestic clientele and international. This 7,934 m2 of land stands as the Twin Towers current key asset, valued at \$8 million USD.

The estimated project cost is an average of \$2,500 per meter. With a planned total of 7,600 meters, current quotes suggest a cost of between \$190 million USD and \$106 USD, depending on the building contractor. Return estimates indicate, however, an annual gross income of approximately \$19 million USD.

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US-AFGHAN BUSINESS MATCHMAKING CONFERENCE 2005 OCTOBER 2 - 4, 2005

Kam Air Airline Company Limited Est. 2003

Sector: Transport, Air

Kam Air Airline Company Ltd. (Kam Air), established in 2003, is Afghanistan's first and premiere private commercial airline. With a broad range of domestic and international destinations including Dubai and Istanbul, Kam Air is seeking to expand into **commercial air transport** as part of its company's competencies.

As Afghanistan's renewal comes into greater focus, so does its need for fast and reliable transport. Although this country's road and highways are steadily improving, their poor condition and relative security concerns are causing more and more private companies and international organizations to choose aircraft as a primary means of transporting goods and materials from city-to-city within Afghanistan. Another growing source of clientele is Afghanistan's returnees from abroad, many of whom will be in need of transporting large amounts of personal effects to cities throughout Afghanistan.

Kam Air has the experience and immediate capacity necessary to effectively expand into this area. Currently, Kam Air's fleet is comprised of one B-767 200, two B-737 200's, two Fokker-50's and two IL-76's, the final two craft being designated for cargo transport. Mr. Kamgar himself has over 25 years of experience in the region in supplying jet fuel, oil and other materials necessary for aircraft maintenance. Since Kam Air's founding, Mr. Kamgar and his 200 employees have successfully carved a reputable niche with a known brand in Afghanistan's growing commercial air market, with assets totaling \$2.4 million USD.

At this juncture, Kam Air is seeking a partner in its proposed expansion and restructuring of the existing organization and management structure, introduction of an enlarged fleet, and addition of new routes in the region, encompassing both commercial and cargo flights.

Kam Air is strongly committed to providing air service of unprecedented caliber to the people of Afghanistan and its visitors and looks forward to developing relationships in furtherance of our goals.

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US-AFGHAN BUSINESS MATCHMAKING CONFERENCE 2005 OCTOBER 2 - 4, 2005

Wahdat Raisin and Dried Fruit Processing Co. Est. 1985

Sector: Agribusiness

Whadat Raisin & Dry Fruit Processing Company began producing and processing dried fruits to be sold in the international marketplace in 1985 and was successfully operating until the arrival of the Taliban in 1996. At that time, Wahdat Co. was processing 3,000 tons of raisins on an annual basis, profiting approximately \$250,000 per year. Now, after the Taliban's collapse, the Wahdat **dried fruit processing facility** and some machinery remains intact, however, both are in need of renovation and servicing.

As in the past, the international market for Afghan raisins remains large. Importers and wholesalers in the U.K., Germany, India and Russia comprise Wahdat's customer base, with bakeries as their end users. In addition to overseas clients, processed Wahdat raisins leave Kabul for sale throughout all of Afghanistan's major cities.

As dried fruit production is a traditionally strong industry in Afghanistan, the amount of competition is not insignificant. Wahdat seeks to gain an edge on competition not simply by its experience and brand, but also by increasing its technical capacity to meet its end users specific needs.

Whadat is seeking capital to afford cleaning, drying, and packaging equipment that will produce raisins suitable for both bakeries and retail consumers. Both demand clean and dry raisins, particularly the former. Accordingly for the servicing and/or purchase of machinery, together with other production related expenses, Wahdat requires a total of \$2,300,000 in order to process and package over 5,000 tons of high quality raisins per year out of their 14,000 m2 Kabul facility.

In accordance with the demands of foreign consumers and markets, Whadat Raisins and Dried Fruit Processing recognizes that, in addition to capital, there exists a need for the technical experience and counsel that an American partner would provide.

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**Amin Haroon Ltd.
Est. 2003**

Sector: Agribusiness; Raisin

The managers of Amin Haroon Ltd. are no strangers to the processing and packaging of Afghan raisins, known as *kishmish*. With operations in Tashkent, Uzbekistan, exporting processed and packaged raisins to Europe and Russia for over 10 years, they possess the wherewithal to replicate successes abroad in their Afghan homeland. Thus, the company is now seeking a partner in the establishment of a raisin processing and packaging in the city Mazar-i-Sharif, in the north of Afghanistan.

Afghan *kishmish* once carried a reputation as the most flavorful raisins throughout Eurasia. Decades of war and the drought that followed unfortunately resulted in the decimation of this once bountiful and profitable crop. Recent years have seen much improved harvests, largely due to slowly but steadily infrastructural improvements, international aid, and improved weather conditions. With increases in water and power availability, coupled with growing stability in the northern regions of Afghanistan, Amin Haroon Ltd. formed to meet a continued international demand for Afghan raisin with greater speed, effectiveness and cost efficiency.

Afghanistan is currently void of any competition in raisin processing and packaging, the only competitors being located in Pakistan, where these companies do nothing more than import raisins grown in Afghanistan and package them there. Amin Haroon Ltd. plans to cut the middleman by completing all value-added operations in Mazar, a city close to the border of Uzbekistan and the Russian and European markets that lay just beyond.

To take advantage of these markets, Amin Haroon Ltd. needs a partner willing to invest in a project whose total cost amounts to \$5.7 million USD. More than simply an investment, however, the firm is looking for a partner that can share its experience and thereby help build technical capacity within the company.

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US-AFGHAN BUSINESS MATCHMAKING CONFERENCE 2005 OCTOBER 2 - 4, 2005

Mominzada Enterprises Ltd. Est. 2003

Sector: Construction

With its economy in rapid expansion and a stable currency, Afghanistan's private sector, consumers, and foreign visitors are in need of the basics – a place where business can be conducted, high-end goods can be purchased, and visitors can lodge in comfort and security.

It is with these necessities in mind that Zabiullah Mominzada, president and owner of Mominzada Enterprises Ltd., secured land located in direct proximity of the Kabul International Airport to build an 18-story **hotel-business-shopping center**. The center will serve as a multifaceted service center, providing both Afghans and the international community with the amenities essential to good business and recreation. With office space and hotel suites available, Mominzada Enterprises seeks to likewise meet the demands of an even broader range of visitors to Afghanistan by targeting tourists and airline employees as well.

At \$12 million USD, the project stands to be an undertaking that will result in a world-class center of which Kabul residents can be proud. The Kabul municipal government approved the zoning request for the center, following which Momenzada Enterprises broke ground to complete at least \$500,000 worth of foundational construction.

On the immediate horizon, the only competitor in the vicinity will be a Hyatt hotel that is to be located at a significantly greater distance from the airport. Excluding this, there are no other competitors current in operation.

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US-AFGHAN BUSINESS MATCHMAKING CONFERENCE 2005 OCTOBER 2 - 4, 2005

Mullah Zada Brothers Construction Co. Ltd. Est. 2004

Sector: Construction; Residential

In response to the overwhelming demand for comfortable, reliable housing in post-conflict Afghanistan, Mullah Zada Brothers Company was formed for the specific purpose of constructing **homes for a planned residential community** for the people of the northern city of Mazar-i-Sharif, one of Afghanistan's most populous.

Afghanistan's construction market is currently running at unprecedented highs as Afghan builders work to compensate for over 25 years of military conflict. Structures that were not destroyed or damaged in the fighting are in poor state regardless, as the nation's construction and home maintenance industries were largely dormant during this period. Until now, the majority of construction has involved on major military or infrastructure projects or retail facilities. With Afghanistan's mercantile class gaining spending power, Mullah Zada brothers stand to provide them and their families with suitable, affordable housing.

The planned residential community will be located at the west end of Mazar-i-Sharif. The local government has already approved the Mullah Zada Brothers' zoning plan for the 10,000 m² of land purchased for the community; it is only a lack of capital for construction equipment and materials that prevents building. At the moment, there are no competitors in the planned residential housing sector in northern Afghanistan.

The project's total investment over a period of three years amounts to \$13 million USD. Project start-up costs total \$3 million USD, to the total of which Mullah Zada Brothers Construction will contribute 51% or \$1.53 million USD.

Companies interested in learning more about and contributing to the residential construction market and Mullah Zada Brothers activities in it may respond to the information listed below.

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US-AFGHAN BUSINESS MATCHMAKING CONFERENCE 2005 OCTOBER 2 - 4, 2005

**Qader Najib Ltd.
Est. 1988**

Sector: Heavy Manufacturing; Aluminum

Currently unavailable as a domestically manufactured product, the demand for processed aluminum in Afghanistan is on a marked rise. With commercial, residential and infrastructural projects underway in abundance throughout Afghanistan, the demand for construction materials shows no signs of slowing down any time soon.

Qader Najib Ltd. will meet this unyielding demand for processed aluminum through the construction of an **aluminum extrusion and powder coating plant**. At the present time, there are no aluminum manufacturing plants, thus resulting in supplies limited and expensive. Local production, by decreasing price and increasing supply, will secure the pole position for Qader Najib Ltd. as Afghanistan's construction market – and economy – continue to grow.

With years of experience in the import of construction materials from Switzerland, Germany and the U.A.E., this firm is already in a position to build on their experience and clientele to better ensure the placement of their product in the marketplace.

As the cost of the plant's construction is approximately \$3 million USD, Qader Najib Ltd. is seeking a foreign partner willing to jointly invest in this project. Between the company's familiarity with the marketplace and the strong reputation it carries within it, its founders are confident that with proper financial and technical assistance, they will set an unprecedented standard of aluminum production and supply in Afghanistan, if not the region.

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US-AFGHAN BUSINESS MATCHMAKING CONFERENCE 2005 OCTOBER 2 - 4, 2005

Hewad Najeeb Dairy Processing Est. 2005

Sector: Agribusiness, Dairy

As with so many other consumerables, foreign imports continue to dominate Afghan stores and bazaars, taking advantage of over two decades of war that left Afghanistan's agriculture and light industry sectors at a virtual standstill. Not content to let significant commercial opportunities pass them by, Afghan businesspeople are rising to the challenge.

Najeebullah Akhtari is one such person. Seeking to fill a vacuum, he established Hewad Najeeb Dairy Processing to be the first **dairy processing plant** to manufacture products such as cheese, yogurt, and butter in post-Taliban Afghanistan. Without any local competition, Hewad Najeeb Dairy is exceptionally well positioned to develop relationships with the dairy farmers of 200 pre-identified farms/villages in northern Afghanistan. Having collected milk from these regions, it would be transported to Kabul, where it would be processed at the facility to be located there, this allowing for the most direct access to Afghanistan's most populated city and to transit routes beyond.

Hewad Najeeb views its future Kabul facility as a first in what will become a nationwide presence, with processing facilities close to other major population centers in Afghanistan. Total costs for this first phase in Kabul are estimated at \$2 million USD. While some cultivation and sale of dairy products is currently underway, it is far below the level necessary to meet current demand throughout Afghanistan. Accordingly, it is both financial and technical assistance that is sought by Hewad Najeeb Dairy.

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US-AFGHAN BUSINESS MATCHMAKING CONFERENCE 2005 OCTOBER 2 - 4, 2005

Mesopotamia Group LLC Est. 2004

Sector: Agriculture

Mesopotamia Group has initiated a comprehensive, for-profit program to increase the export of agricultural produce from Afghanistan and to increase the per-unit revenue that accrues to local producers from these exports. The basic idea is to create a company that will pay prevailing market rates to the producers, but also return a portion of the total realized profits from processing, exporting, and selling the goods. The company will set up processing facilities in Afghanistan in those cases where it will improve returns for the company and producers. It will also use funds to work with the producers to improve crop yields and expand production.

The company has begun its effort with direct purchases of pomegranates, sesame seeds, and walnuts produced in northern Afghanistan, but will expand to other regions and products. The breadth of demand for these products is large since they are consumed worldwide. Afghan produce is highly competitive on a price basis and the company is initially targeting sales to existing buyers. Initial markets for the produce mentioned are:

- + Pomegranates: UAE/Gulf States, Japan, United States
- + Sesame Seeds: Turkey
- + Walnuts: UAE/Gulf States, United States

There are two forms of competition. Competition first exists within Afghanistan from existing traders/buyers. This is being overcome by offering the growers the opportunity to obtain a share of the profits from the overall enterprise and assistance in expanding the demand for their produce. We are also able to operate profitably if increased competition drives prices up because we are selling to markets outside the region (the primary market for existing traders/buyers) where the value of these products is higher. Competition exists in customer markets from alternative sources of supply. Afghan produce is significantly less expensive than the alternatives, allowing for improvement in value for the customer while also leaving room for significant profits for our enterprise.

Mesopotamia Group is looking for a partner to assist in providing \$450,000 for autumn 2005 initial working capital and 2006 estimated expenditures of \$1.8 million USD. Currently working in conjunction with Bashir Trading Company of Mazar-i-Sharif, Mesopotamia Group offers the resources and abilities needed to manage the logistical details of purchasing and transportation, and continuous contact with the producers.

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US-AFGHAN BUSINESS MATCHMAKING CONFERENCE 2005 OCTOBER 2 - 4, 2005

**Omid Omar Ltd.
Est. 2005**

Sector: Beverage and Food Processing

The leadership of Omid Omar Ltd. – a recently established company - has been successful in the manufacturing and import-export for 25 years. Their broad clientele and dependability is built on a solid grounding within Afghanistan, as they are active in major cities throughout the country. It is precisely this network and their expertise in trade that positions them to achieve a substantial share of the direct retail consumer **food and beverage** market, Omid Omar Ltd. focusing on non-alcoholic beverages and poultry.

Currently, the majority of consumerables are imported into Afghanistan from neighboring countries such as Iran and Pakistan. In place of these substandard imports, Omid Omar Ltd. was established to provide quality food and beverages to Afghanistan's people. With designs to license internationally renown brands such as Nestle, Unilever, and Pepsi, this firm will ensure that their customers - Afghan and foreign - have greater access to products whose recognition and popularity guarantee a substantial portion of the marketplace. Moreover, domestic production greatly decreases potential profit from the sale of such goods which, when imported, are subject to additional transport costs, tariffs, and bribery. In addition to providing drinking water and soft drinks, Omid Omar Ltd. is also interested in processing poultry for not only Afghan consumer, but others in the region.

Total capital required for startup, equipment, licensing, technology transfer, and labor cost is approximately \$2,000,000. For its share, Omid Omar Ltd. holds \$600,000 in assets to be put towards any food or beverage manufacturing/processing facilities. The company strongly contends that, without foreign partnership, its ability to secure licenses for manufacture of the above products as well as the degree of technical expertise necessary to uphold these brands' standards will be significantly diminished.

With their extensive background and centralized locations in the cities of Mazar-I-Sharif and Kabul, Omid Omar Ltd. is both capable of and committed to taking first place as the premiere supplier of soft drinks and processed poultry products to the 25 million people living in Afghanistan.

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US-AFGHAN BUSINESS MATCHMAKING CONFERENCE 2005 OCTOBER 2 - 4, 2005

**Khalil Najeeb Steel Mills Ltd.
Est. 2002**

Sector: Steel Manufacture

Khalil Najeeb Steel Mills is newly started company whose future **steel manufacture** will first provide various types of graph-section shapes, steep pipes and window steel, progressing to beams and bars within a two-year period. Najeeb Steel's directors, with ten years experience of steel mill operation in Russia and Pakistan and 25 years of import-export in Afghanistan, possess the knowledge and ability to replicates successes abroad within their homeland's borders.

Afghanistan's construction industry is currently booming. After the devastation wrought throughout Afghanistan's 25 years of war, reconstruction on an unprecedented scale is underway. Najib Steel will meet the market demand generated by the government of Afghanistan, internationals engaged in donor-funded construction projects, and the domestic private sector. Such is the rate of construction that at full output, Najeeb Steel would be able to meet only 10% of market demand *in Kabul Province alone*. The company's founders therefore see their immediate success as a first step towards even greater fulfillment of an exploding market whose demands are currently met by imported steel 50% more expensive that the cost of future domestic production. Currently, there is no other company in Afghanistan manufacturing steel.

Recognizing the market's potential, the founders of Najeeb Steel spent the past three years in planning and construction of a steel factory. Not yet complete, the factory and its land are currently valued at \$400,000. Located in the Bagrami Industrial Park in Kabul, the completed steel mill will serve as a model for other locations selected in Mazar-i-Sharif and Jalalabad.

To complete and make operational Najeeb Steel's Kabul mill, a total of investment of \$6 million USD, \$4 million in the first year, the remainder in the second. Najeeb Steel's analysis indicates that at a selling price of \$704 per ton, \$110 in profit is achievable, even if only producing 100 tons of steel per day.

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US-AFGHAN BUSINESS MATCHMAKING CONFERENCE 2005 OCTOBER 2 - 4, 2005

Sina PVC Pipe Industries Est. 2004

Sector: Light Industry

More than two decades of war left Afghanistan's infrastructure, homes, schools, and commercial buildings at worst reduced to rubble and at best in comparative states of dilapidation. Further in its wake is agricultural sector void of even the most basic irrigation systems. In response, both the global community and Afghanistan's private sector are rushing to rebuild so that this country's economy may again thrive. As this unprecedented reconstruction effort continues, a vast amount of building materials need be at ready disposal for those companies and international donors contributing to this weighty undertaking.

Sina PVC Pipe Industries was founded to help meet their needs. As several ministries together with donors and the nations' private sector work to provide their fellow citizens with a basic infrastructure, **PVC pipe and related products** will be in exceptionally high demand in construction and agriculture.

At present, Sina PVC is capable of satisfying only a small portion of this demand. With its single machine producing 1440 metric tons of PVC pipe on an annual basis, it is only able to meet the local requirements of a single city (i.e. Mazar-i-Sharif). Accordingly, Sina PVC wishes to expand its operations from one to five machines. Costs associated with equipment purchase and raw material supply total \$2.5 million USD, which will be added to their current assets of \$1.25 million. When operational, the Sina PVC facility will have the capacity to produce pipe ranging from two to eight inches in diameter.

Sina PVC compiled more detailed information about the projections and requirements for their expansion. Interested parties should inquire at the information below.

Contact Information:

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OCTOBER 2 - 4, 2005

**Salam Bilal Ltd.
Est. 1990**

Sector: Heavy Industry; Aluminum

Immediately following the Taliban's collapse in early 2002, Salam Bilal Ltd. founder and CEO, Abdul Salam, returned to his native city of Kandahar to build an **aluminum production plant** – the first of its kind in Afghanistan.

This project was undertaken with the confidence that following the Taliban's ousting, a construction boom of unprecedented size would sweep through Afghanistan. Moreover, aware of expanding economies in Pakistan and India, Mr. Salam well-recognized the potential a local, regionally-centered aluminum producer would have to take a significant portion of the Southwest Asia's metals market.

Due to the company's ability to keep labor costs lower than in neighboring countries, avoid costly transport and custom fees, and extract raw material locally, Salam Bilal Ltd has strong potential to capture a significant amount of profit currently going to foreign importers. Presently, such possibilities are limited, as their facility is capable of a daily production rate of 1,000 kilograms.

For these reasons, Salam Bilal Ltd. is in search of a partner to work with them as they expand with the domestic and regional demand for aluminum products. The total cost of the project is estimate at \$1 million USD, an amount that Salam Bilal contends is reasonable when considering the potential profit.

Contact Information:

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**Sayed Jamal Ltd.
Est. 2005**

Sector: Agribusiness; Cotton Seed Oil Production

Looking to supplant the foreign exporters dominating a large portion of Afghanistan's and the region's vegetable oil market, Sayed Jamal Ltd. seeks to establish a **cottonseed pressing and cooking oil production facility** in Afghanistan.

Striking new ground in an industry yet without any local competition, Sayed Jamal Ltd. is poised to take advantage of the resurgence in cotton production in Afghanistan's north. With offices in Mazar-i-Sharif, the company is centrally located in the most industrialized city of Northern Afghanistan, situated between cotton growing provinces to the East and routes to Eastern and Central European markets to the West, with clients already secured in Germany and Poland.

Having secured land in Mazar's recently founded industrial park, Sayed Jamal is well en route to constructing this facility, having already contributed \$1.5 million USD towards its realization, with assets in land, the facility building, and several machines.

To achieve their aim of processing tonnage sufficient to meet a towering domestic and significant foreign demand, however, Sayed Jamal Ltd. will need a foreign partner to partially bear costs related to operation and expansion, as well as impart a fair degree of technical assistance to the company's managers and employees. Estimated costs over a three-year period total \$12.7 million USD, of which Sayed Jamal Ltd. is seeking \$5.7 million USD in foreign investment.

Confident that with up-to-date production methods, new machinery, more affordable sale prices due to domestic production, and a quality unparalleled throughout the region, Sayed Jamal will turn a sufficient profit in their production and sales of cottonseed oil and oil cake.

Contact Information:

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Industrial Park District, Mazar-i-Sharif, Afghanistan
93 70 375 055



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Yassin Construction Co. Est. 1990

Sector: Construction

Yassin Construction Company (YCC) is an Afghan LLC established in 1995 as a commercial and residential construction and construction material supply company. Our company's primary goal is to assist in Afghanistan's reconstruction by taking advantage of a range of construction opportunities. Since its establishment YCC has successfully rendered comprehensive construction works for small and medium size projects with public and private sector inside Afghanistan. Yassin Construction is currently looking to partner with or subcontract for foreign companies active in Afghanistan's **public, residential, and/or commercial construction** sector.

During the period of its operations in Afghanistan, Yassin Construction has successfully served a range of clients on projects such as these:

- + Renovation of Army Barracks – Ministry of Defense/US Army
- + Construction of Military Compound – Ministry of Defense
- + Construction/Renovation of Ministry Building – Ministry of Education
- + Construction of Military Base, Panjshir – Ministry of Defense

In addition to its building experience, Yassin Construction has at its immediate disposal dump trucks, a loader, excavators, a roller, dozer, graders, and other machinery necessary to satisfy the broad range of our clientele's needs. With its own fleet of construction machinery on the ground in the Kabul area, Yassin Construction is readily available to serve its customers with an uncommon degree of speed and effectiveness.

Yassin Construction's Founder and Director, Mr. Naeem Yassin, holds an MBA and has lived and worked in the Washington, D.C. area for several years. The company's Deputy Director, Engineer Abdul Jalil, has over ten years of work as an engineer. Together, they wield a standard of service and expertise that has earned them their well-deserved reputation for excellence.

Contact Information:

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**Shadab Zafar Company Ltd.
Est. 2002**

Sector: Construction; Residential

The Macroryan block apartments of Afghanistan's capitol, Kabul, hold a special place in the city's history as the among its first large-scale apartment housing project. The 4th Macroryan, built by Soviet contractors in 1986, has continually provided residence for Kabul's middle class through years of strife and war. Although continually inhabited throughout this time, these block apartments remain in a state substandard to the increasing income today's middle class is earning, and with these funds, are in search of quality housing in a city whose population is exploding.

Working with the Ministry of City Planning and Housing, the Shadab Zafar Company's 4th Macroryan Housing Project will involve both an **expansion of the current apartments** and an **improvement of the infrastructure** in the former. On land provided by this Ministry, Shadab Zafar's president, Haji Younis Mohammad, plans to construct approximately 30 nine-story residential blocks totaling 960 apartments. A planned community, in and around the apartments will be constructed car parks, playgrounds, health clinics, mosques and other necessary facilities. The community will also include water treatment facilities and power supply. Completion of construction is envisioned in a minimum of two years.

Total investment is estimated at \$480 million USD. Shadab Zafar Company is prepared to contribute to 30% of the total amount.

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**Victor Company Ltd.
Est. 2004**

Sector: Agribusiness; Licorice Root Extract

For over 29 years, the directors of the recently formed Victor Company Ltd. have been in the business of licorice root export from Afghanistan throughout the world to countries such as Japan, Korea, Germany, Pakistan and the United States. In the past, Victor Co. has harvested and shipped only raw material. Now, with Afghanistan's improving infrastructure and security situation, Victor Co. is working to establish a **licorice root extraction and processing facility** in Afghanistan.

Victor Co. is looking to greatly improve its profits margins by taking locally grown licorice root through processing to the final product. With 2000 metric tons of raw licorice being exported by our firm annually, it is evident that the demand for the root's extract remains high. Accordingly, with its long-standing experience and foreign clientele, Victor Co. is confident that their product will achieve a good share of the international market for licorice root extract. As one example, MAFCO Worldwide Corporation (NJ) has been a primary client since 1988.

Local and regional competition in this field is non-existent. While both China and Japan have production facilities, their domestic demand is high enough that they fail to grasp as significant a share of the world market. With a strong financial and technical partner, Victor Co. would be even better positioned to provide for the demand that these and other licorice root extract producing countries fail to satisfy. The cost of a facility in Afghanistan worthy of competing with our technically more advanced competitors is estimated at \$2.5 million USD.

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US-AFGHAN BUSINESS MATCHMAKING CONFERENCE 2005 OCTOBER 2 - 4, 2005

**Victor Company Ltd.
Est. 2004**

Sector: Agribusiness; Licorice Root Extract

UStronics is an independent provider of satellite and wireless communication products and services. Founded in March 2000, UStronics provides services to global wireless carriers, distributors and dealers in 11 countries around the world.

Since joining the web world four years ago, UStronics, Inc. has lived up to its slogan "Be the First to Experience". We want to continue and build more on that slogan. Our customers in the U.S. and Canada are the first to own and experience the latest GSM wireless handsets from around the world.

We provide a complete and diversified range of brand name products with the best service and value for the world market by attracting and retaining the most professional and qualified employees while generating consistent and optimal return on investment.

Because of our excellent relationships with all major wireless manufacturers we are able to offer a broader selection of wireless products and services.

Our Values:

- . Exceed customer expectations
- . Inspire the highest level of honesty and integrity
- . Committed to the success of our business partners
- . Value teamwork and loyalty
- . Knowledge in the North American, Asian & European markets.

Strengths:

- . Strategic logistical locations
- . Broad selection of Products and services
- . Offering the right products and solutions
- . Experience in the industry and well focused
- . Company name recognition

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