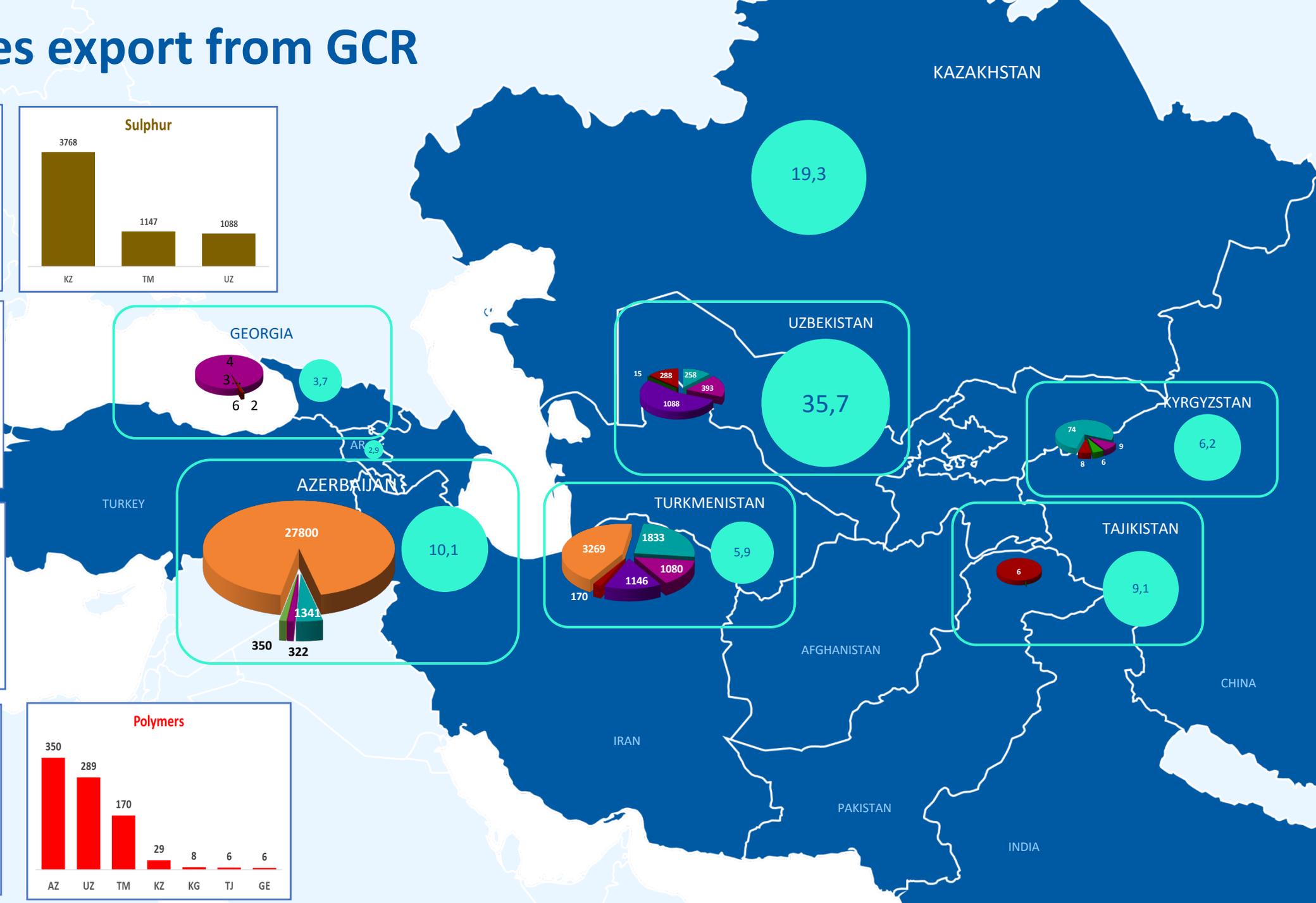
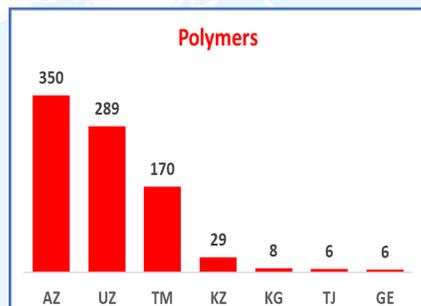
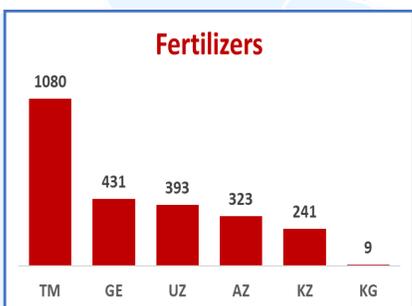
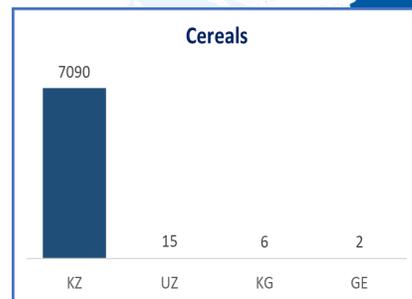
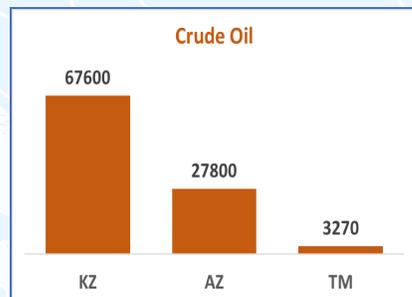
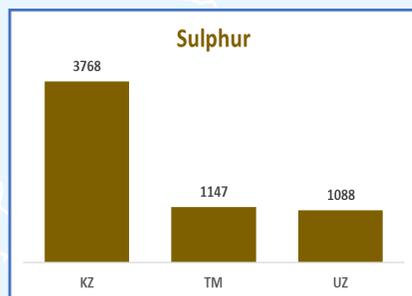
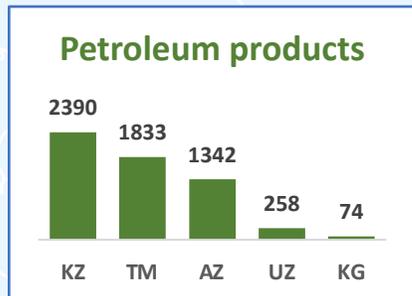




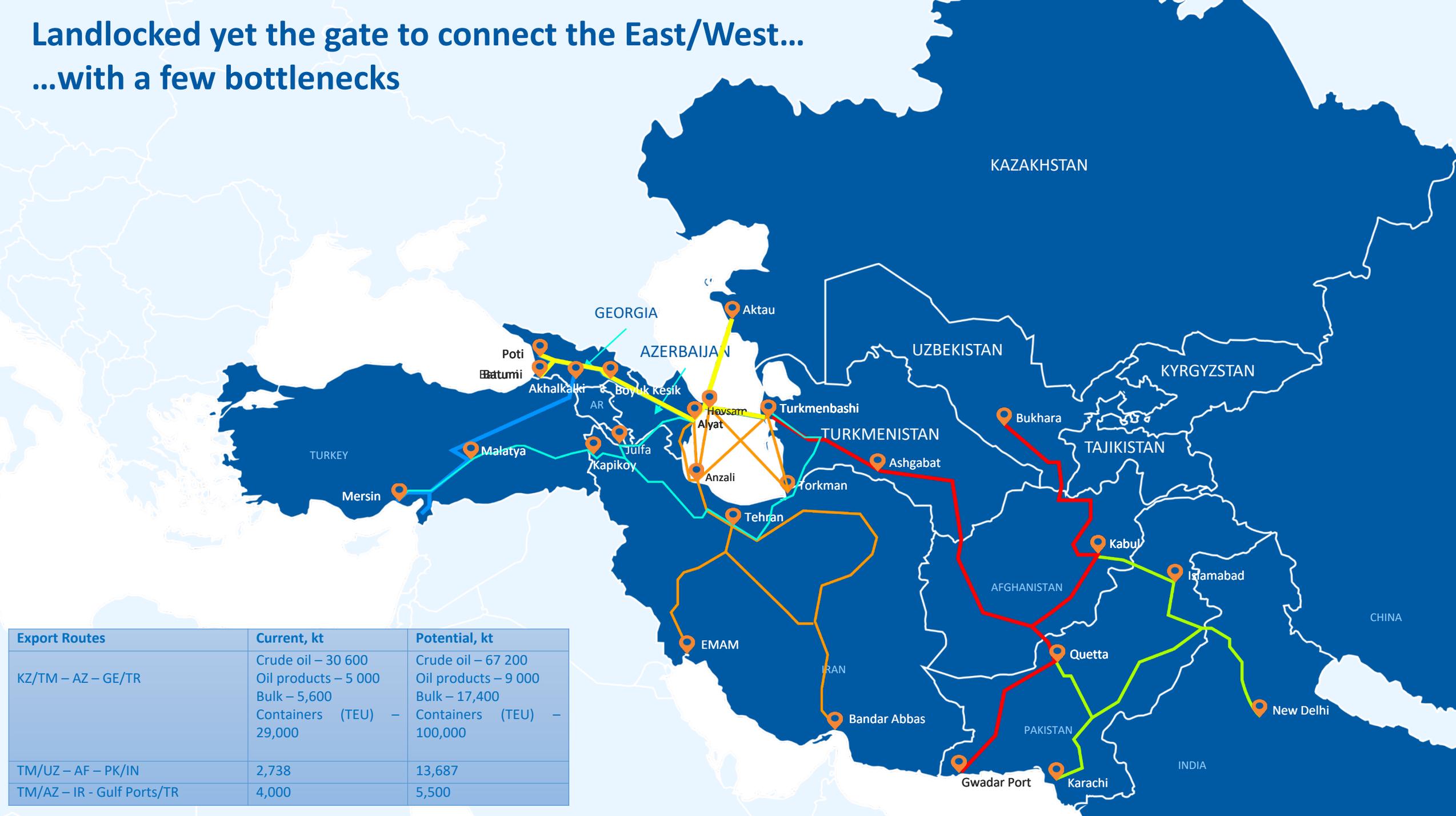
WELCOME TO THE GREATER CASPIAN REGION

GENEVA, OCTOBER 2022

Commodities export from GCR



Landlocked yet the gate to connect the East/West... ...with a few bottlenecks



Export Routes	Current, kt	Potential, kt
KZ/TM – AZ – GE/TR	Crude oil – 30 600 Oil products – 5 000 Bulk – 5,600 Containers (TEU) – 29,000	Crude oil – 67 200 Oil products – 9 000 Bulk – 17,400 Containers (TEU) – 100,000
TM/UZ – AF – PK/IN	2,738	13,687
TM/AZ – IR - Gulf Ports/TR	4,000	5,500

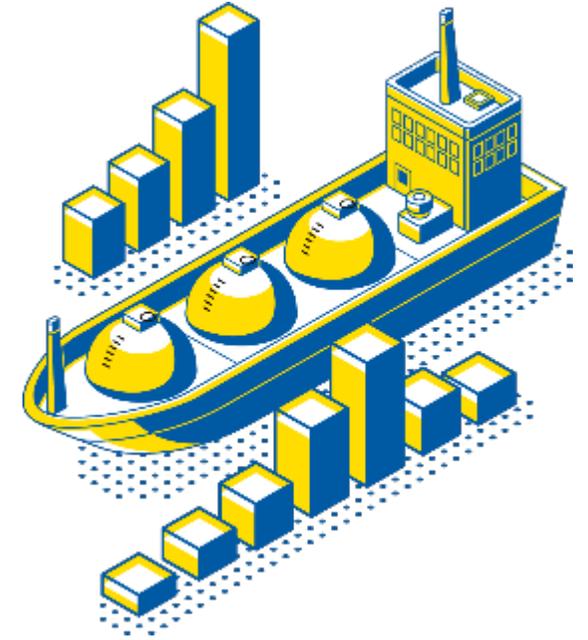
Key barriers to further growth

Too much...

- Corridors saturation
- Limited export network
- Uneven trade flows

Too little...

- Lack of market access
- Lack of coordination among states
- Limited availability of finance



Enabling and facilitating trade – GCA experience

- 1 Commodities Marketplace
- 2 Container Logistics



Removing hard limits with soft solutions

Importers

Deeper and wider access to regional products



Exporters

Enhanced and broader access to international customers



Services

For both sides of the trade:

- Online information
- Online orders & execution
- Container logistics
- Traceability of goods
- Network of reliable service providers





① Marketplace: evolving

Export opportunity

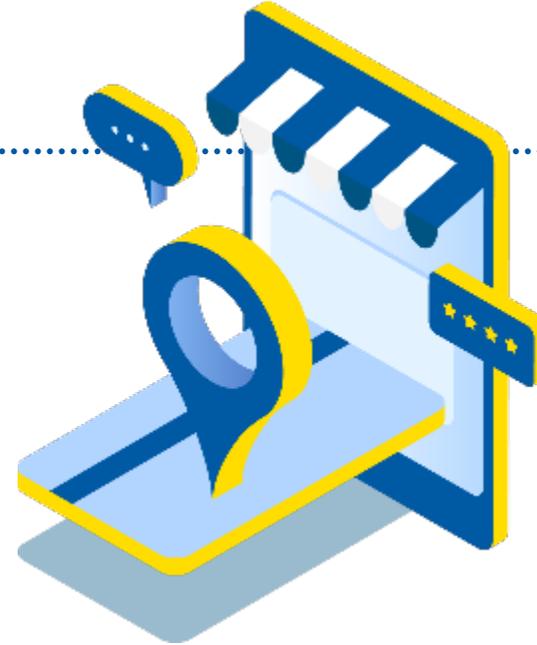
GCR rich in exportable commodities: oil, gas, polymers, fertilizers and agricultural products

Scattered information

Fragmented, incomplete and seldom accessible products and suppliers' information

Painful process

Manual and inefficient sourcing and dealing process - prone to mistakes



① Marketplace: Our solution

Goal

An easy way to
find information
and trade
regional products



International importers

- Find regional producers, products and suppliers
- Find technical specifications of products, receive quotes, negotiate, order and trace delivery online
- See live quotes, access network of vetted partners for: inspection, logistics, insurance, financing, distribution, etc

Regional exporters

- Find international customers by geography, industry, size, other factors
- See their requirements
- Approach them with offers
- Negotiate and deal online using a network of vetted partners

② Logistics: Mismatch

Excessive inbound

Substantially higher
container inflows than
outflows from GCR



Limited out- bound services

- Carriers cannot offer discounts and must charge shippers for cost of containers
- Shipper owned containers accumulate idle in the region
- The market for outbound container logistics remain underdeveloped



Inefficient equilibrium

- Higher shipping costs for shippers
- Lack of outbound business for carriers
- Lack of cost-efficient logistics options for non-bulk exporters on LCL and FCL quantities
- Overall sub-potential regional trade level



② Logistics: GCA Solution

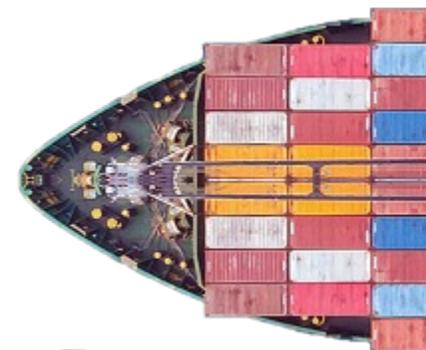
Caspian Container Company

Facilitate regional trades by:

- securing backhaul cargo for COC (carrier owned containers)
- offering its own containers for regional exporters
- enabling non-bulk exporters to offer LCL and FCL quantities and door-to-door deliveries to customers

Number of containers shipped:

2019 — 1000+
2020 — 3000+
2025 (forecast) — 50 000+

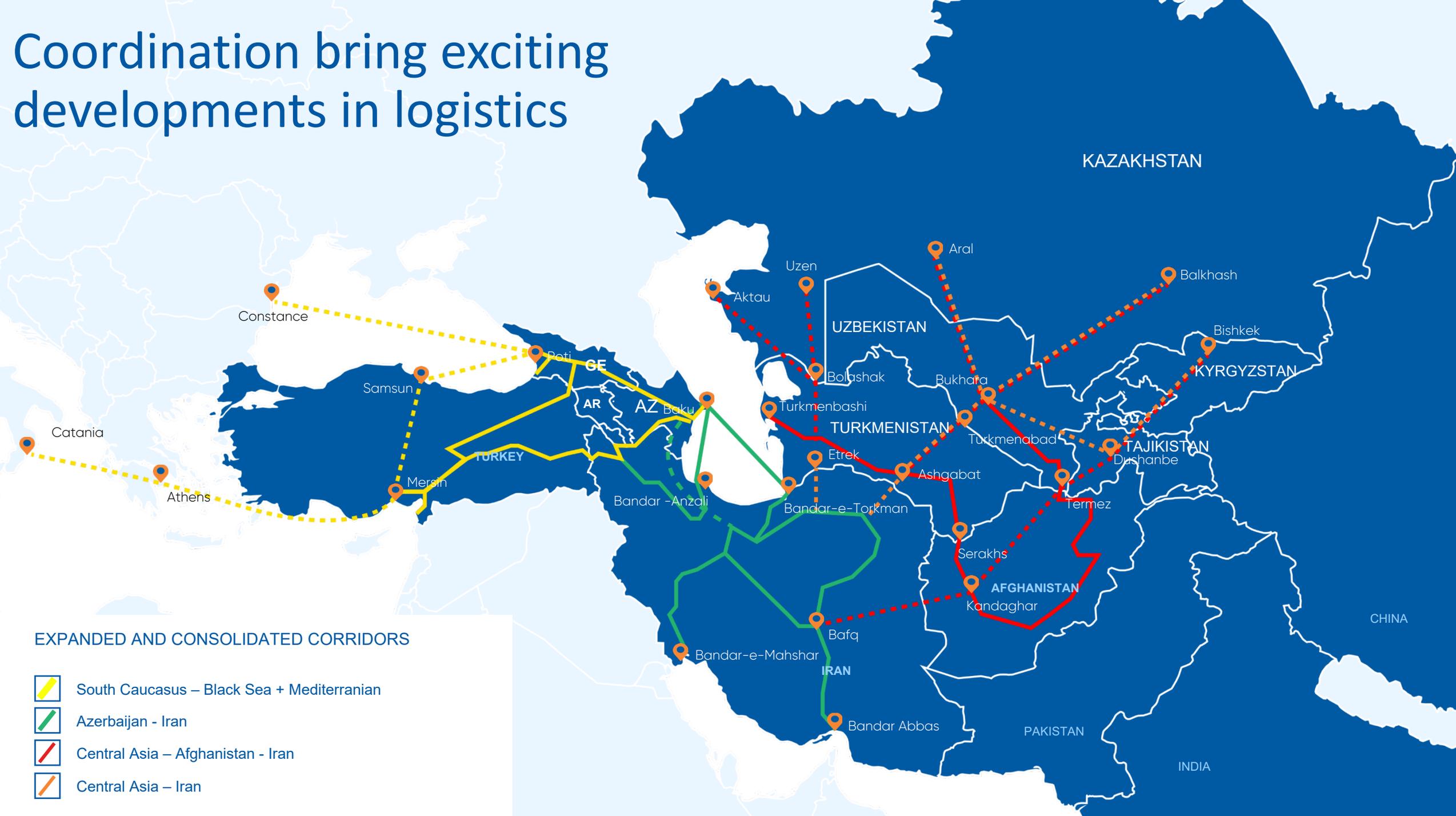


② Tackling ecological issues

- 100'000s of empty containers abandoned in CGR:
 - huge negative impact on the ecology of the region (rusting, ground pollution, etc)
- Containers excluded from the World's container flow and replaced by new produced units :
 - unnecessary consumption of resources (iron, energy, chemicals, etc)
 - negative impact on climate change (CO2 emissions)



Coordination bring exciting developments in logistics



...and we try to play our part

Caspian Week Forum

- independent platform
- a driving force for connecting the Greater Caspian Region and the World **and vice versa**

Caspian
week Platform
for global ideas

