



Gospodar

THE WHOLESALE MARKET OF AGRICULTURAL PRODUCTS

Donetsk
October, 2011



GOSPODAR - THE WHOLESALE MARKET OF AGRICULTURAL PRODUCTS

IDEA:

The market is implemented in the format of a multifunctional logistic complex, which unites warehouse, production, trade and office formats.

PURPOSES:

1. Food security of the Donetsk region.
2. Stabilization of the prices for consumers and to reduction the level of consumer's inflation.
3. Creating a market of agricultural products, which would be an agrarian center – a place of concentration of wholesale operators, the agrarian sector, representatives of governmental and non-governmental organizations of Ukraine, commercial representatives of foreign countries, financial, logistics, consulting and other companies.

GOALS:

Providing the market infrastructure to the agricultural producers to ensure the flow of goods to the consumers.



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LOCATION



The distance to infrastructure facilities:
centre of Donetsk - 15 km
Donetsk airport - 12 km
railway station - 10 km

The distance to settlements:
Donetsk northern border
- 4 - 5 km
Avdeevka - 1,5- 2 km
Yasinovataya - 1,2 - 1,5 km

Total area - **30 hectares**

Transit flows:

E-50 – highway of international value Uzhgorod, Donetsk, Lugansk, passing through all of the Ukraine.

H-20 – road of a regional value Mariupol-Slavyansk



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GENERAL PLAN



1. Pavilion Vegetables and Fruits
2. Terminal Fresh meat
3. Pavilion Flowers
4. Open pavilion Vegetables and Fruits
- 5 Terminal Fish
6. Terminal Dairy Products
7. Terminal Meat Products
8. Zone of the Custom's control
9. Platform for trade from vehicles
10. Utility court
11. Terminal Foodstuff
12. Garage for electric transport
- 12a. Garage for technological vehicles
13. Workshops
14. Administrative building (Office of administration. Hotel. Exhibition center)
16. Zone of entry
17. Zone of departure
18. External place for trucks
19. Logistic terminal (department of preparation of goods for sale. The vegetable store long-term storage.
20. Substation.
21. Internal parking
22. External parking lot for passenger cars
23. Administrative and domestic building
24. Building for guard.
25. Transformer vault
26. Boiler station
27. Waste sorting house.



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THE MANAGEMENT COMPANY YASINOVATSKIY AGROSERVICE

Certificate of granting the Status of a Wholesale Market No. 4, 05.11.2010.

The address:

Legal: 83001, Ukraine. Donetsk, blvd. Pushkin, 13

Actual: Donetsk region, Yasinovatskiy district, Krutaya Balka, Shirokaya str., 67/6

The number of employees: **198 of the employee.**

THE MAIN INDICATORS OF FINANCIAL AND ECONOMIC ACTIVITIES

Attracted investments for construction amounted to 76, 287 million hryvnas.

On August 23, it was put into operation the open pavilion **Vegetables and Fruits** for selling agricultural products from vehicles.

Number of trade places: **cars up to 10 t - 138 units, cars over 10 t - 160 units.**

In October it is planned to put into operation a pavilion **Vegetables and Fruits** with a total area - 8316 sq. m and the trading area of 2952 sq. m.

The pavilion is equipped with a vegetable storage storehouse 11520 cubic m

In December 2011 it is planned to put into operation a Terminal **Meat, Meat products, fish and seafood.**

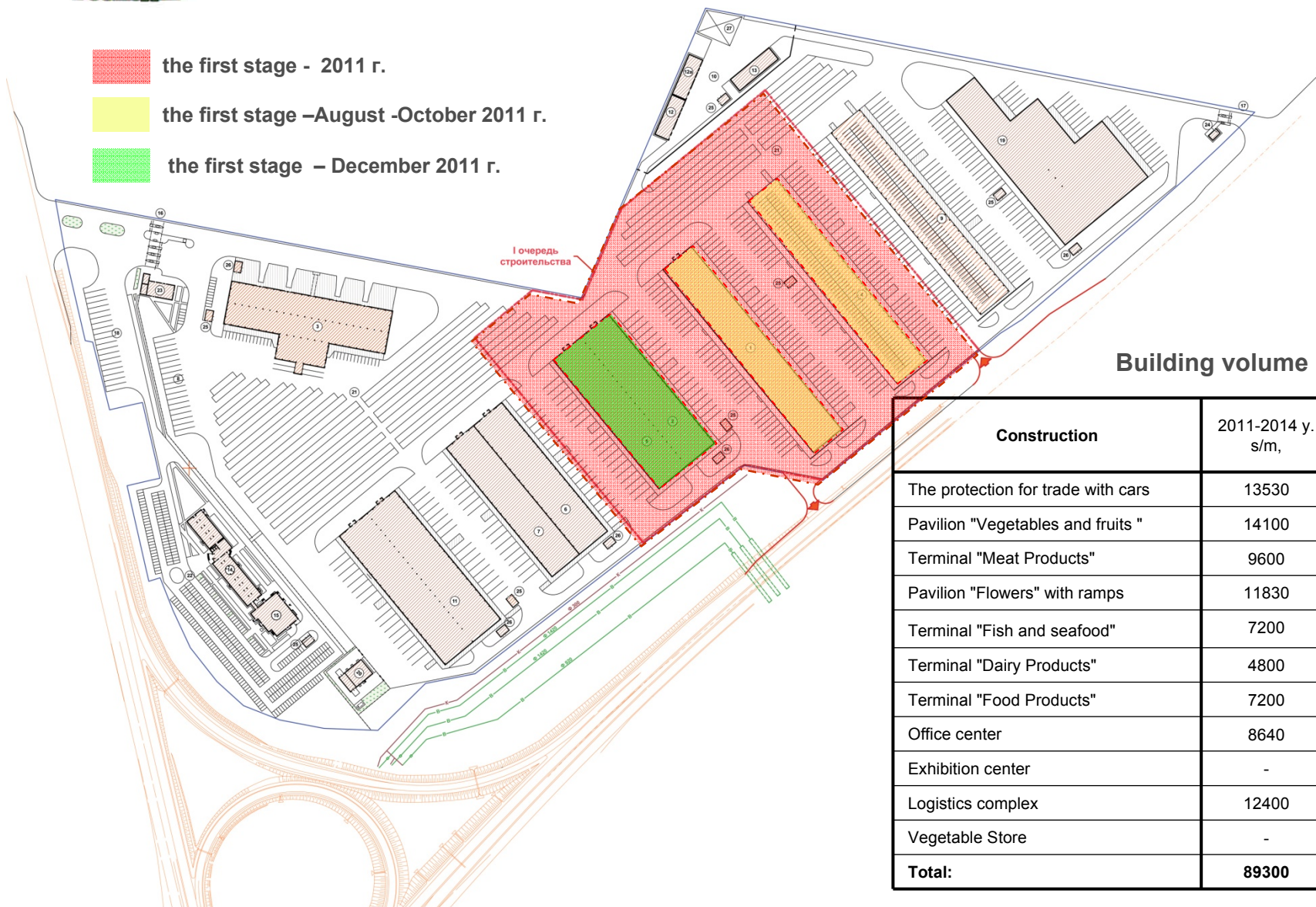
Total area of the Terminal with ramp - **8700 sq. m, trade area - 5596 sq. m**



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GENERAL PLAN FOR DEVELOPMENT OF "ОПСН "GOSPODAR"

- the first stage - 2011 г.
- the first stage –August -October 2011 г.
- the first stage – December 2011 г.



Building volume

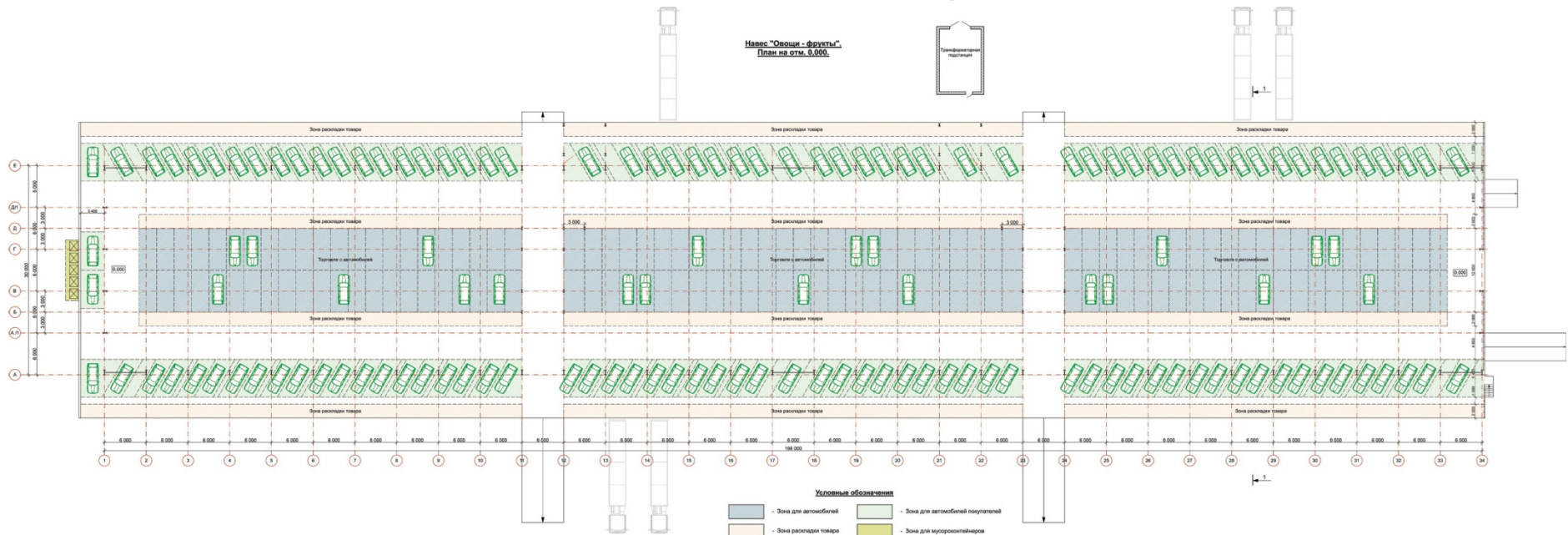
Construction	2011-2014 y. s/m,	The first stage, 2011 y., sq/m
The protection for trade with cars	13530	8316
Pavilion "Vegetables and fruits "	14100	8316
Terminal "Meat Products"	9600	4140
Pavilion "Flowers" with ramps	11830	-
Terminal "Fish and seafood"	7200	2070
Terminal "Dairy Products"	4800	2070
Terminal "Food Products"	7200	-
Office center	8640	-
Exhibition center	-	-
Logistics complex	12400	-
Vegetable Store	-	1440
Total:	89300	26352



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VEGETABLES AND FRUITS OPEN PAVILION

(implemented in August, 2011)



- The structure of frame type, without columns inside, what gives an opportunity of free movement both buyers and sellers.
- 2 sides ramp provides to trade with a heavy-duty trucks with carrying capacity 10 tons and over.
- Movement in the pavilion is carried out in one direction what allows to avoid congestion and collisions.

The number of cars from 10 t - 138 units.

The number of cars up to 10 t - 160 units.



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VEGETABLES AND FRUITS PAVILION

(implementation – October, 2011)



On the 2nd floor can be placed offices with all communications. Ceiling - sandwich 200 mm, wall - 120 mm.

The pavilion has 5 entries, centralized security, a video-surveillance system.

Total area - 8316 sq. m

Trade area - 2952 sq. m

The volume of vegetable storehouse
- 11520 cubic m

The structure of frame type, without columns inside, which gives the opportunity to freedoms-term planning in accordance with the needs of the tenants.

Provided covered ramp height of 1.2 m and technological industrial zone (locker rooms, showers, toilets, recreation areas).





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MEAT, MEAT PRODUCTS AND FISH TERMINAL

(implementation - december 2011)



The structure of frame type, without columns inside with the possibility of free planning. 2 sides are equipped with covered ramps with height of 1.2 m and techno-logical zone. On the 2nd floor for tenants can be placed offices with all communications.

Total area with ramps – 8700 sq. m

Area of shopping – 5596 sq. m



Area of shopping places:

Meat terminal :

120 sq. m - 8 units.

97 sq. m – 2 units.

80 sq. m – 22 units.

Fish terminal :

120 sq. m – 2 units.

104 sq. m – 4 units.

98 sq. m – 1 units.

80 sq. m – 14 units.

69 sq. m – 12 units.



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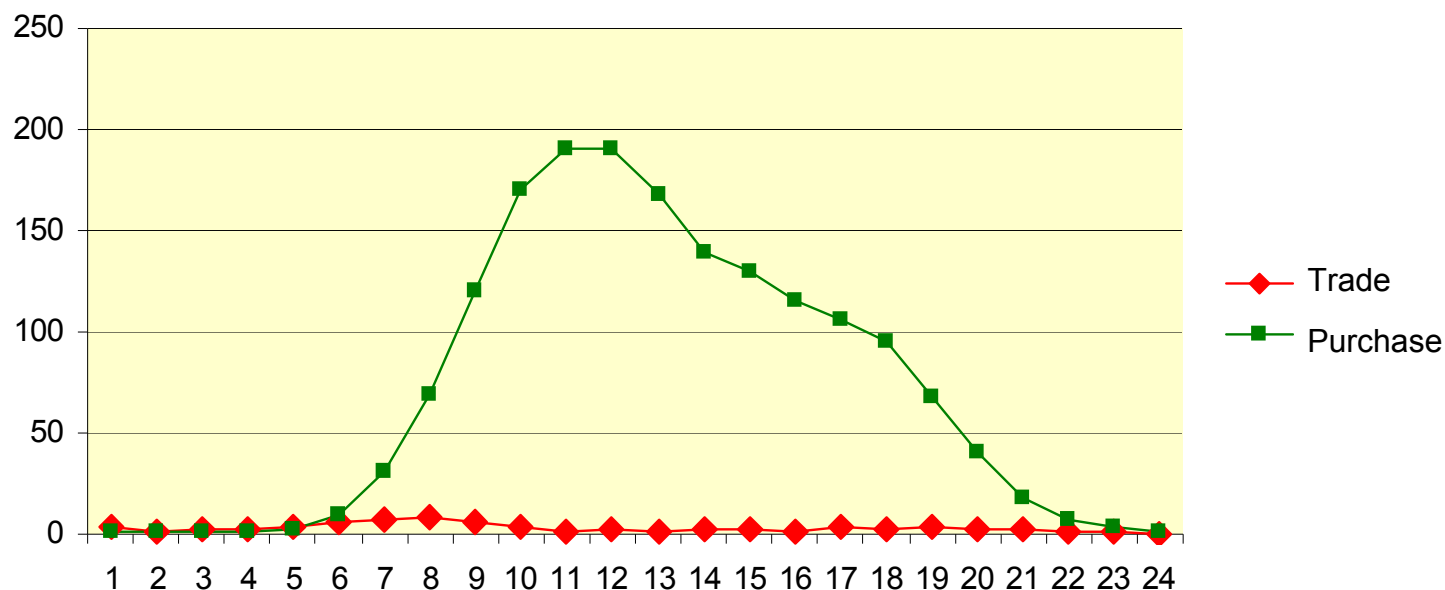
THE MAIN INDICATORS OF FINANCIAL AND ECONOMIC ACTIVITIES

From the moment of Gospodar implementation up to the present day (August, 23 – September, 30), Wholesale Market Gospodar visited by 64 542 buyers and sellers' vehicles:

Buyers - 62014 cars.

Trade operators (producers of agricultural products) - 2528 cars.

Dynamics of cars' entries on Gospodar (average data per hour)



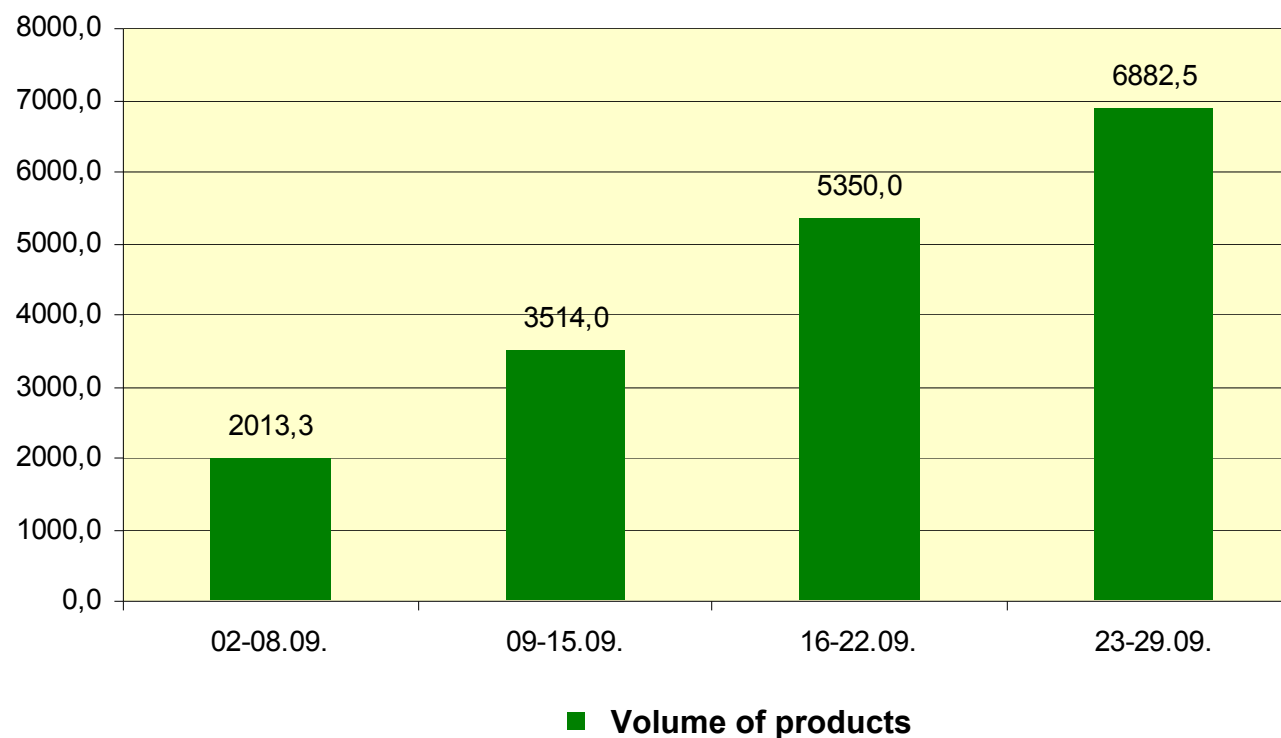
Dynamics of cars' entries on trade and purchase indicates the formation of sustainable wholesale trend which is characterized by the domination of medium and small wholesale.



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THE MAIN INDICATORS OF FINANCIAL AND ECONOMIC ACTIVITIES

For the period of time, from August, 23 to September, 30, is noted the stable growth of the weekly volume of agricultural products which were brought to the Gospodar. On September, 28 of this year the total volume of agricultural products amounted to more than 17.5 thousand tons (17759,8 t).





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THE MAIN INDICATORS OF FINANCIAL AND ECONOMIC ACTIVITIES

The main share is represented by such products as potatoes, onions, white cabbage. But now there's a steady growth of the variety of agricultural products.

Agriculture products	02.-08.09.	09-15.09.	16-22.09.	23-29.09.	Total, ton	Share, %
Eggplant	19,71	21,43	26,7	17,88	85,68	0,5
Red beet	3	2,63	11,0	4,58	21,19	0,1
Melon	35,042	40,965	62,3	89,35	227,627	1,3
Whatterrmelon	59,95	141,7	166,9	247,8	616,35	3,5
Cabbage	22,41	171,95	93,8	128,56	416,67	2,3
Potatoes	1129,3	2093,3	3659,5	3873,6	10755,7	60,4
Carrots	6,18	19,9	101,6	40,47	168,1	0,9
Cucumber	0,45	5,95	19,1	9,06	34,51	0,2
Bulgarian Pepper	28,97	21,11	17,5	27,78	95,355	0,5
Pepper	0	0	21,7	17,15	38,83	0,2
Tomatoes	42,21	48,66	103,5	59,11	253,48	1,4
Onion	514,708	725,14	657,4	862,6	2759,848	15,5
Apple	35,44	46,02	286,9	165,74	534,1	3,0



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THE MAIN INDICATORS OF FINANCIAL AND ECONOMIC ACTIVITIES

Currently on the market are represented mainly by the following agricultural products:

Vegetables and

Fruit:

Eggplant
Beet
Tavern
Cabbage
Cabbage beijing
Cauliflower
Carrots
Cucumber
Pepper
Bulgarian pepper
Tomato
Onion
Onion lettuce
Garlic
Potatoes

Fruit berries and melons

Watermelon
Grapes
Pear
Melon
Malina
Nectarine
Peach
Drain
Apple

The Exotics

Pineapple
Orange
Avocado
Grenades
Grapefruit
Figs
Kiwi
Mandarin
Pamela
Mushrooms
Mushrooms
Oyster

Green

Dill
Parsley
Salad
Green onions

Legumes

Peas
Beans

Grocery

Buckwheat
Rice
Millet groats
Fine-ground
barley groats
Flour
Sunflower oil
Sugar sand
Chicken eggs

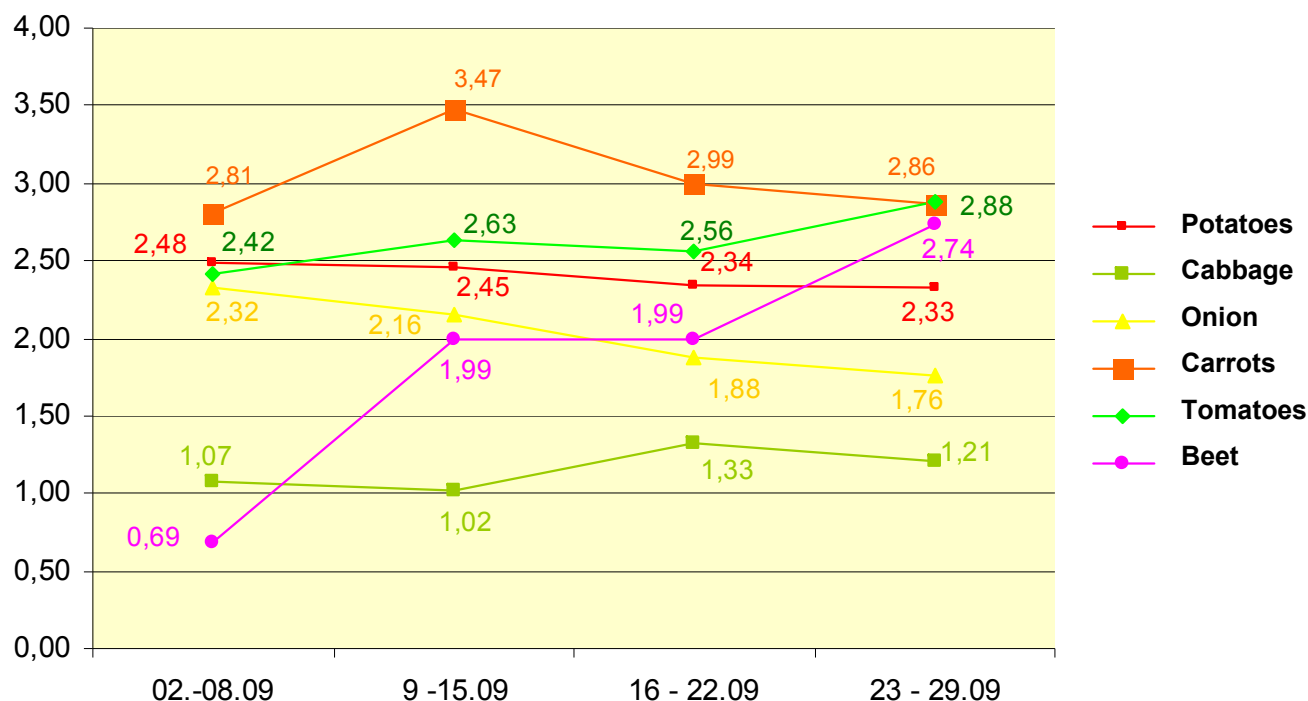


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THE MAIN INDICATORS OF FINANCIAL AND ECONOMIC ACTIVITIES

There is a reduction in the prices of potatoes (2,33), carrots (2,86), onions (of 1.76), which is explained by the high supply of these products and their high yields this year.

The analysis shows, that for the specified period the prices of tomatoes, carrots (2.74) and cabbage (1,21) have increased (what is due to the completion of the season and the growing supply on the market).





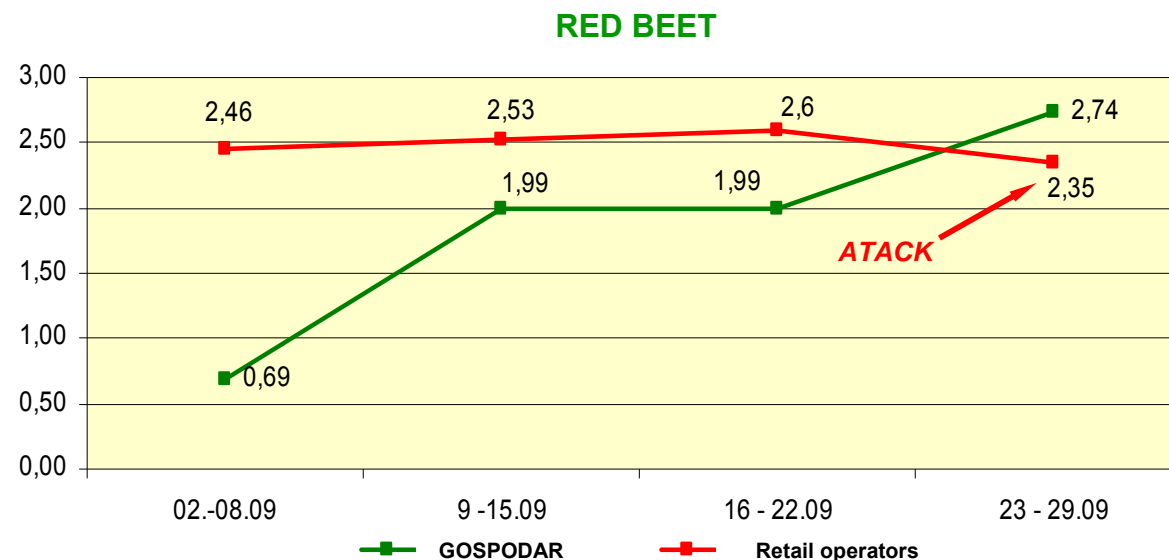
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Comparative analysis of average prices (Gospodar - retail operators*)

Comparative analysis of average prices of “borchevoj” set shows that trade operators of the Donetsk region (Amstor, Metro, Ashan, the market of Gorlovka) were forced to lower their prices to sell their agricultural products under the influence of Gospodar activities.

Beside that, they took some price attacks on Gospodar to hold its regular customers.

Thus, today the market Gospodar has solved one of its main tasks - reduction of consumer inflation.

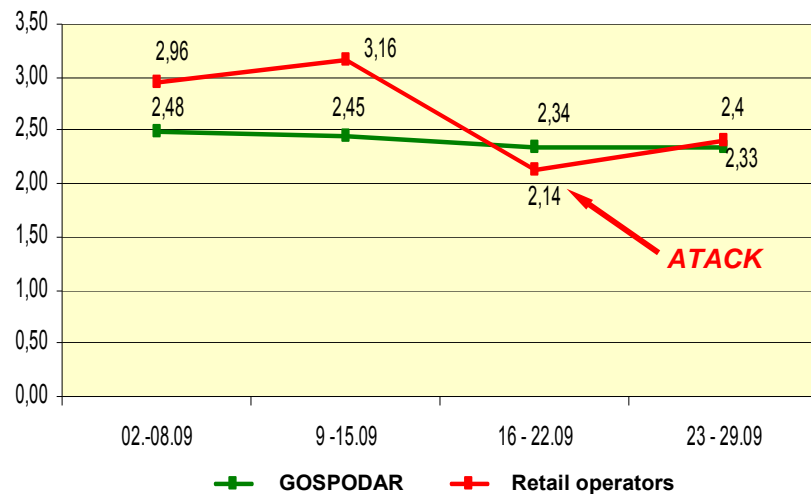




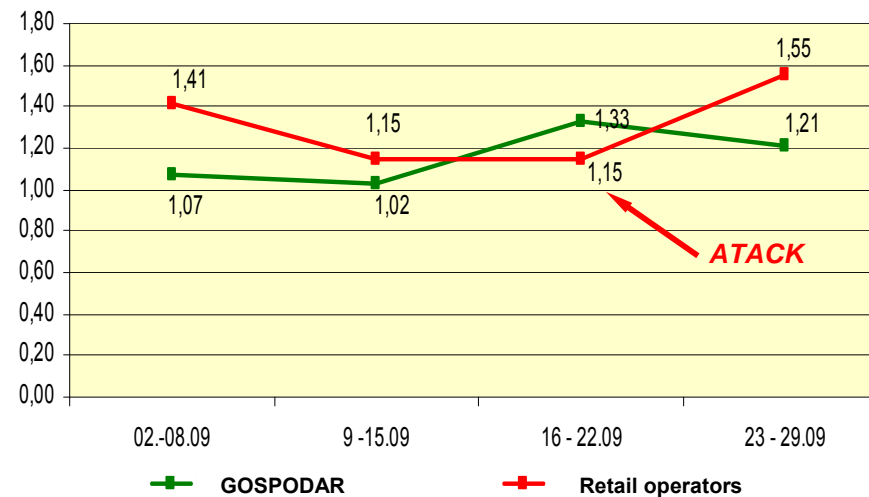
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Comparative analysis of average prices (Gospodar - retail operators*)

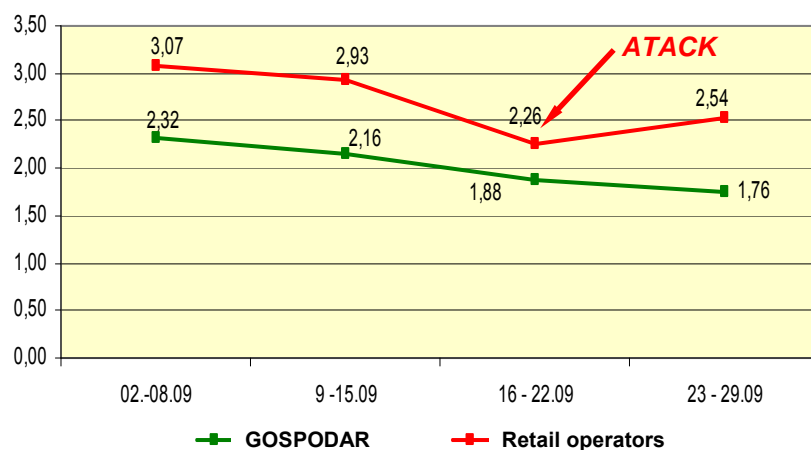
POTATOES



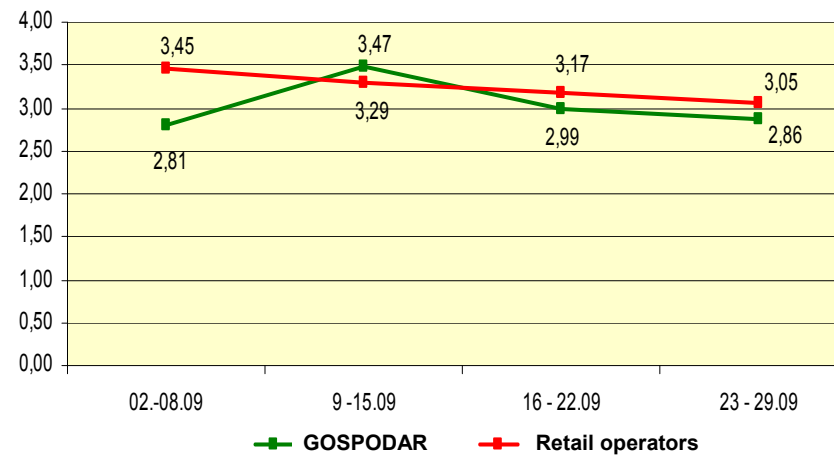
CABBAGE



ONION



CARROTS



COMMENT: * - supermarkets Amstor, Metro, Ashan, the market of Gorlovka



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THE MAIN INDICATORS OF FINANCIAL AND ECONOMIC ACTIVITY

Conclusions:

- 1.** Gospodar's activities has a positive influence on the reduction of inflation in Donetsk region. This is confirmed by the decrease of prices for food products in retail operators of the region (network of supermarkets and urban markets).
- 2.** The company shows stable increase of its profitability. Prerequisite to the preservation of the positive dynamics, is the further expansion of production capacities (pavilions, terminals) of the company.