





**WHO
WE ARE**



WHO WE ARE

TGI Middle East is an investment company with over US\$700m worth of Assets Under Management. We are headquartered in Dubai and are structured to invest in various sectors globally. Our portfolio spans across Asia and Europe.

STRATEGY



STRATEGY

The TGI portfolio is diversified across operating companies as well as hard assets. We balance the portfolio through cash generating investments as well as growth stage companies. Real Estate and mature industries provide us with the stability to re-invest our capital into high growth and opportunistic ventures.



FMCG



Dairy



Retail



Real Estate



Logistics and Distribution



IT



SECTORS

FMCG

Our manufacturing and branding experts deliver the top quality products. We understand supply chain management to the very core. Our FMCG companies employ over 2,500 people and generate an aggregate top-line of over US\$350 million.

DAIRY

Through years of R&D, we have developed some of the best recipes for cheese and yogurts. We are now expanding our reach into the CHINA and ASEAN countries.

RETAIL

Collectively, TGI carries over 300 years of Retail experience spanning from the big supermarket chains to the nimble convenience stores. Our detail lies in the asset utilization.



SECTORS

REAL ESTATE AND HOSPITALITY

Our team has a track record of investing and exiting over US\$1.5 billion worth of real estate and hospitality transactions worldwide.

LOGISTICS AND DISTRIBUTION

This segment generates an annual top-line of US\$400 million for the portfolio. We offer 3PL services for a select range of clients within the FMCG space as well as act as distributors for many European top brands.

IT SERVICES

Our footprint into the IT services segment boasts of a Platinum Partnership with SAP. We implement SAP systems for our clients as well as offer consulting services.



OUR PHILOSOPHY

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5

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Year-to-date stock index performance

10
5

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The Wall Street Jour

in China and the prospect

unwinding its monetary

concerns that have ham-

pered emerging-market assets.

Vietnam's broader economy has

also shown signs of stabilizing

strong domestic product growth by

Vietnam provides the economic

OUR PHILOSOPHY

We focus on industries that we understand best.

Capital preservation is our first priority. As such, we track stringent risk management metrics to ensure that our portfolio remains cash positive.

We take majority or significant minority interests in the companies we invest in. We adopt a hands-on approach towards managing our portfolio companies.

We deploy industry experts with the top management of each portfolio company that we invest in.

Simple but powerful KPI's help us measure the performance of our investments. We work closely with the top management of our portfolio companies to set tangible and realistic targets.

We follow high ethical standards and strive for excellence and professionalism in our conduct.



A blue-tinted photograph of a pen writing on a document with a circular logo. The text "OUR TRACK RECORD" is overlaid in white.

OUR TRACK RECORD

Turnaround of Bulgartabac Holding AD after privatization, a public listed company in Bulgaria with a top line of US\$320m.

Turnaround of Yuri Gagarin, a public listed company in Bulgaria specializing in industrial printing and producing cigarette filters with a top line of US\$50m.

Growing dairy business Lacrima from scratch to a top line of US\$50m within two years. We are now penetrating the Asian markets with JVs across China, Thailand and Vietnam.

Expanding a logistics and distribution company ELD, from a top line of US\$30m to US\$500m within three years.

Managing a US\$300m Real Estate Fund to diversify across income producing and development risk.



OUR PORTFOLIO

OUR PORTFOLIO



Bulgartabac is a fast growing tobacco company offering wide range of high quality brands at competitive prices. It is a leader in Bulgarian market and continues to expand its presence in international markets. Its production facility consists of two cigarette factories and one tobacco processing factory. Bulgartabac is a public listed company with a top line of US\$320m.



Yuri Gagarin is a leading manufacturer of multi-colour printed packaging and labels of cardboard and paper for cigarettes, food, cosmetic and other industries. The company's total assets are worth US\$45m.



BG Business Solutions Ltd. is an innovative IT company offering complete solutions for: business process management; top end consulting services; ERP information systems implementation and support; and IT infrastructure solutions and services. The company is an official SAP Platinum Partner providing SAP education and programs.



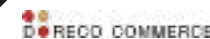
Lacrima is a producer of Dairy products and has in-depth experience in the procuring, purchasing, processing and realization of milk and milk products. The company is now growing globally and penetrating the South East Asian markets with JV's across China, Thailand and Vietnam.



Tabak Market is a retail chain with 800 kiosks in Eastern Europe. It has seen a 22 times increase in sales between the period of 2013-2015. Company's net sales for 2016 are budgeted at US\$250m.



Express Logistics and Distribution is one of the biggest distribution and logistics companies in Bulgaria with logistics centers in 13 cities.



Doreco is a leading procurer of specialized materials for the printing industry.



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