

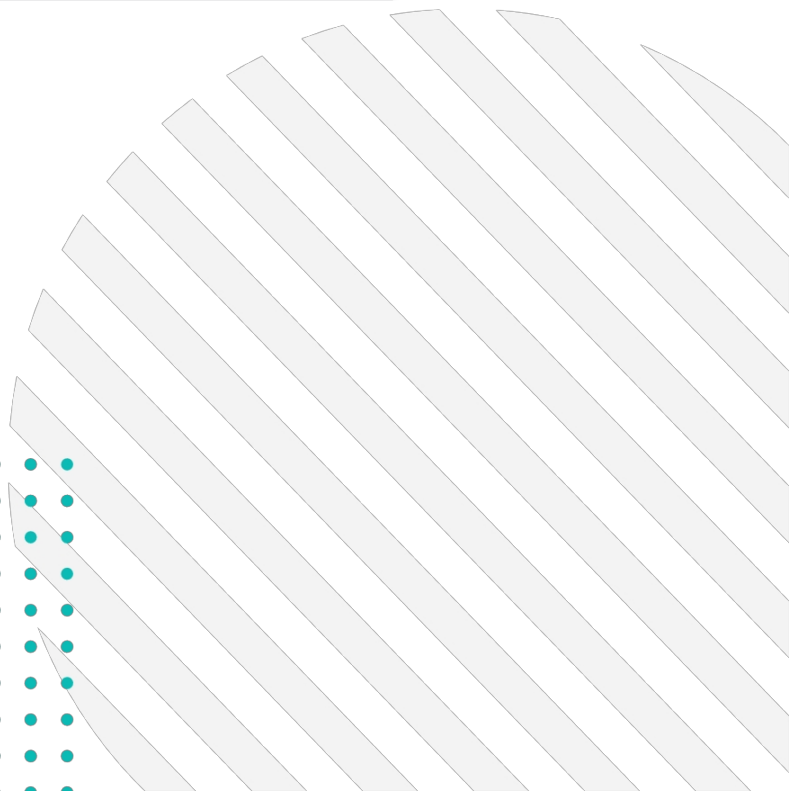
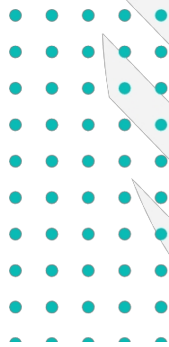


Global
INNOVATION TRADE

**BUSINESS PROJECT FOR THE
PRODUCTION OF ARTIFICIAL MARBLE**



June 2023.



CONTENTS

<i>1 Methodological comments on the business plan</i>	2
<i>2 Brief Project Summary</i>	4
<i>3 Description of the product offered for production and its market</i>	12
3.1 <i>Product Features</i>	12
3.2 <i>Existing industry potential</i>	14
3.3 <i>Location of markets, market segmentation</i>	17
3.4 <i>Expected competition from existing potential local and foreign manufacturers</i>	18
<i>4. Material resources</i>	20
4.1. <i>Classification of raw materials, materials, components</i>	20
<i>5. Design and technology</i>	21
5.1 <i>Production capacity and development by year</i>	21
5.2 <i>Technology and equipment</i>	21
5.2.1 <i>Characteristics of technology, flowchart of technological process</i>	21
<i>6. Service organization and overheads</i>	23
6.1 <i>Organizational structure of the project</i>	23
6.2 <i>Overhead costs (general and administrative)</i>	23
<i>7. Human Resources</i>	25
7.1 <i>Needs and availability of human resources</i>	25
7.2. <i>Section cost estimate</i>	25
<i>8. Schemes of the project implementation</i>	26
8.1. <i>Stages of project implementation</i>	26
8.2 <i>Project implementation schedule</i>	27
<i>9. Financial evaluation</i>	28
9.1 <i>Total costs of products sold</i>	28
9.2 <i>Calculation of profits and losses</i>	28
9.3 <i>Cash Flow</i>	28
<i>10. Assessment of economic efficiency</i>	29
<i>11. Conclusions</i>	32
• <i>Main advantages and disadvantages of the project</i>	32
• <i>Risks and Aspects of Uncertainty</i>	33
• <i>Project Findings</i>	35
<i>12. Applications</i>	37
<i>Information about the performer of the project</i>	55

1 Methodological comments on the business plan

This business plan is a project of economic operations, actions of the company, which includes information about the company, the product, its production, markets, marketing, organization of operations and their effectiveness.

Project name: Manufacture of artificial marble products

The object and subject of research and business planning

The object of the study is the organization of artificial marble production in the Kamashi district.

The subject of the study is the production of artificial marble.

Goals and objectives of the business plan

The purpose of business plan planning: to assess the economic efficiency and feasibility of the production of artificial marble in the Kamashi district.

The challenges of business planning:

- Assessment of the economic efficiency of the project;
- Justification of investment funds to implement the project;
- Assessment of the size, capacity and structure of the market;
- Analysis of consumers and main competitors;
- Assessment of trends and prospects of market development;

Sources of information

- industry statistics;
- information from state authorities;
- Specialized databases of the Global Innovation Trade Agency;
- ratings;
- Information resources of market participants;
- Industry and specialized information portals;
- The materials of websites (web resources of manufacturers and suppliers, electronic trading platforms, bulletin boards, specialized forums, online stores) were studied;
- regional media;
- Portals of information disclosure (report of open joint-stock companies);

Distribution of the business plan

The business plan materials are not intended for wide distribution or publication. When presenting the business plan to users, they should be informed of the purpose of the document, the assumptions for its preparation, as well as the existing restrictions on its use.

Scope of analysis

The business plan is based on information obtained from public sources.

Limitation of liability

All opinions, conclusions and estimates in this business plan are valid as of the date of its preparation. The Contractor is not responsible for changes in economic, political, social, or other conditions that may affect the validity of the decisions made.

Contractor shall not be liable for any loss or damage to third parties resulting from the use of the information contained in this business plan.

2 MANAGEMENT SUMMARY



For this business plan is considered a project for the production of artificial marble.

Project Name:	Production of artificial marble
Business Proposal:	This business plan, commissioned by the Ministry of Investment and Foreign Trade, proposes to consider organization production of artificial marble in the Kamashi district Kashkadarya region.
Area needed:	0.4 hectares are required for the organization of activities of the land plot
New Jobs	Fifteen new jobs will need to be created.

<p>Project cost:</p>	<p>The initial cost of the project is \$800,000, of which:</p> <ul style="list-style-type: none"> - cost of equipment - \$621,000, - Construction and installation costs - \$37,354,832. - costs of purchasing raw materials, labor remuneration (per 1 month)-141,645.168 U.S. Dollars.
<p>Sources of funding</p>	<p>A mandatory proportion is used:</p> <ul style="list-style-type: none"> - at least 30% - participation of the project initiator - borrowed capital - not more than 70%. Terms of attracted financing: <ul style="list-style-type: none"> o The term is not more than 4 years; o Interest rate - not less than 10% o The currency of the loan is U.S. dollars; o The grace period is 6 months; o Repayment is semi-annual
<p>The payback period of the project:</p>	<p>Full recoupment of all initial investments is achieved:</p> <p>NPV = 48,355.2 USD</p> <p>IRR = 15%</p> <p>Discount rate - 12%</p> <p>Recoupment period - 4 years.</p>
<p>Localization level</p>	<p>100%</p>

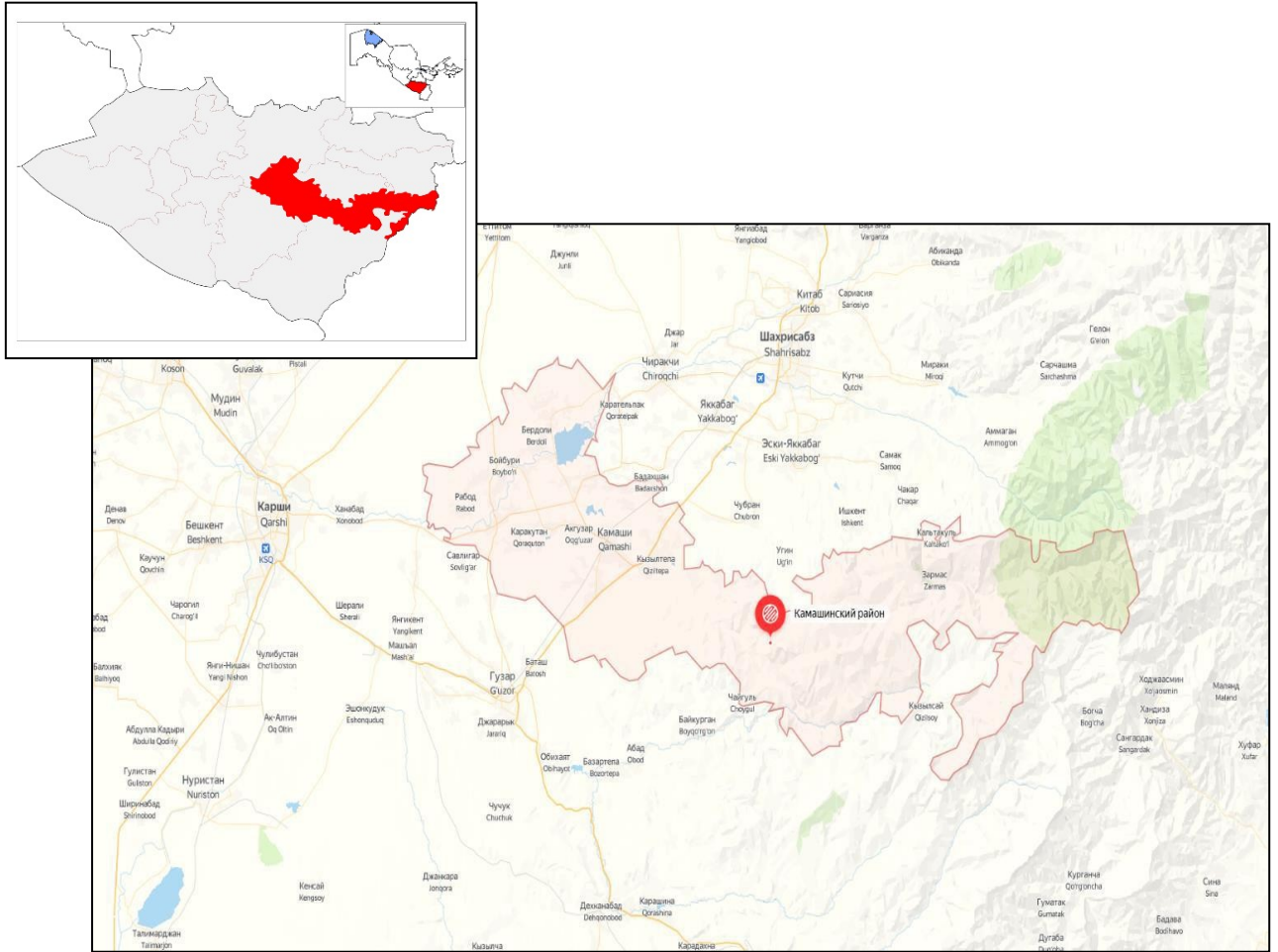
Description of the chosen location:

The production site is located in Kashkadarya region, Kamashi district at the following address: Qiziltepa village.

The district occupies an area of more than 2.66 thousand square kilometers. It is located 60 kilometers from Karshi city and 485 kilometers from Tashkent.

The district is connected to Karshi city by a road. The population of the Kashkadarya region as of 2023 is 3.5 million people, and the population of the Kamashi district is 286,000.

Project Location



Production area



Production building











3 Description of the product offered for production and its market

3.1 Product features



Marble, which has excellent decorative properties, has always been valued in construction. But due to the high cost of the material not everyone can afford to use it to decorate rooms. Therefore, as an alternative, an artificial material imitating stone was developed. It was called artificial marble.

Artificial marble is a man-made material that imitates natural marble. It is made by mixing natural stone particles, such as marble chips or limestone, with synthetic resins, which serve as a binder. Pigments are also added to give the material the desired color and appearance. Artificial marble has a number of advantages. First, it is more affordable than natural marble, which makes it more popular for use in construction and interior design. Secondly, it has a uniform texture and color, which makes it easy to use in various projects, such as countertops, floors, bathrooms, wall cladding, etc. Also, artificial marble is resistant to stains, moisture and mechanical damage better than some other materials.

Artificial marble is used in a variety of industries. It is widely used in construction and repair, especially to create countertops in kitchens and bathrooms. It is also used for window sills, floors, wall panels, statues and artificial fountains,

decorative elements and much more. Artificial marble is also used in the production of furniture and accessories such as tables, chairs, sinks, vases and other interior items.

It is important to note that artificial marble is not an absolute copy of natural marble. It imitates its appearance, but may differ in its physical and chemical properties.

Varieties of artificial marble:

- Casting;
- osel (or gypsum);
- ground (or chopped);
- flexible (or liquid).

Casting



The most popular is molded marble - composite material, the basis of which is hardened polyester resin and mineral filler. The filler can be a crumb of marble, quartz sand, etc. Depending on which resins and fillers are chosen, the material can be made asimitation of natural marble, jasper, granite, malachite, onyx.

Pebble



Pebble marble is a colored mass of gypsum, set with adhesive water, which is applied to the base and brought to a mirror shine by polishing and sanding. It can be tinted to match various materials such as lapis lazuli, malachite, different types of marble.

The main material for the production of pebble marble is gypsum. Special substances are added to it, which slow down the setting of gypsum. Most often glue is used, diluted in water. The advantages of gypsum marble are its low weight and high strength. It can be used to build lightweight structures. The use of this material in the living space helps to improve microclimate: it absorbs excess moisture or gives it away if the room is too dry.

Ground (microcalcite)

Ground or chopped marble is a finely dispersed filler of mineral origin. It is a powdered substance of white or gray color. It is made by crushing white marble.

This material is characterized by durability, low chemical activity, resistance and ultraviolet rays. It has a bright white color and practically does not absorb moisture. It is most often used for plastic products, paint products, abrasive cleaners, paper, linoleum, etc.

Liquid



This type of marble is one of the newest materials for finishing.

Its composition includes a crumb of marble and acrylic polymers.

Liquid marble is very flexible, lightweight and environmentally friendly. It can be easily cut with scissors or a knife and glued to walls instead of wallpaper. Using this material, you can get a perfectly flat, seamless surface. That is why it is often used for cladding irregular shaped structures such as arches, columns, spherical objects.

3.2 Existing industry potential

Analysis of the building materials market shows that the area of application of building materials is: residential and industrial construction. It should be noted that in recent years our country has mastered the production of more than 100 types of new building materials: dry mixes, plasterboard, chipboard, plastic panels for walls and ceilings, aluminum-plastic composite panels, polymeric PVC pipes and fittings for cold and hot water supply, aluminum radiators, frames and doors of polymers and aluminum, siding panels, tarketts and many other types of building materials, which are in great demand not only in domestic but also in foreign markets.

According to experts' estimates, Uzbekistan's needs in basic construction materials alone will amount to about \$3 billion.

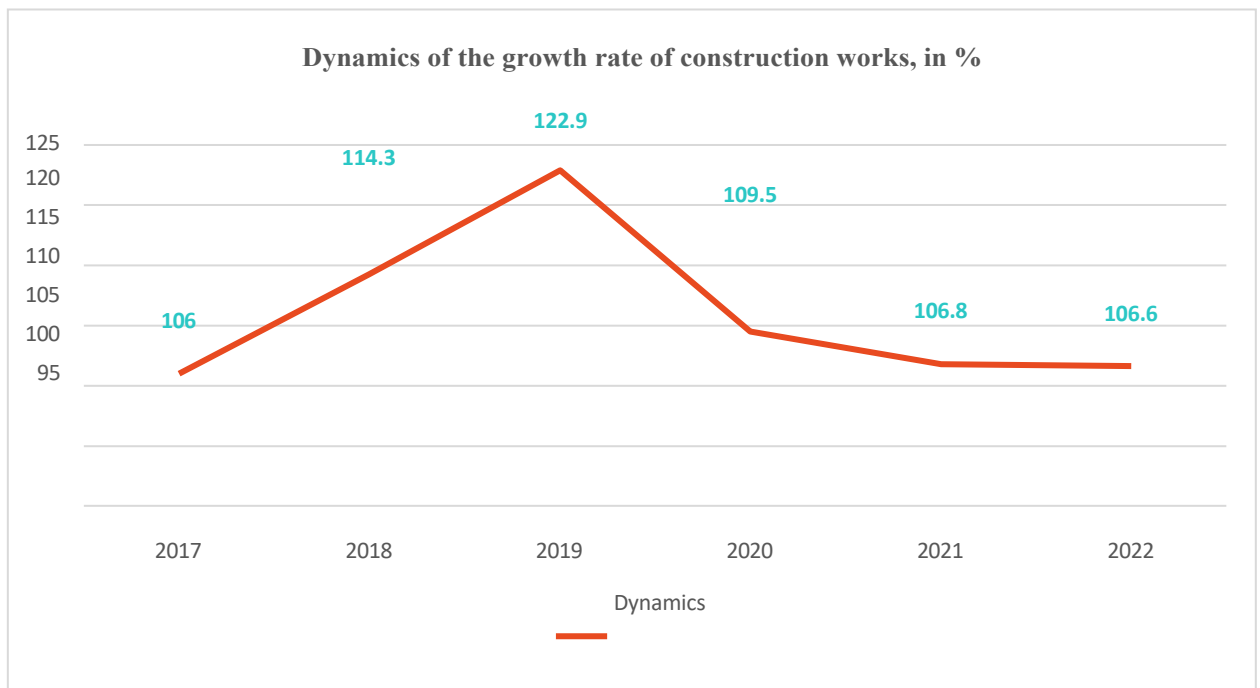
If the forecasted medium-term economic trends continue, the average annual demand will reach up to \$3.3 billion in 2020-2025.

The consumer market can be divided into two segments according to the nature of demand:

- *wholesale of building materials* (20%) - the main factor of choice - price and cost-effectiveness.
- *construction companies* (80%) - use the full range of manufactured products for various purposes. For large sales it is necessary to conduct a constant active search for corporate clients, participate in tenders, attract advertising campaigns, flexible discount systems and other sales tools.

So in January-December 2022 the volume of construction works performed in the Republic of Uzbekistan amounted to 130,767.1 billion soums, and the growth rate compared to 2021 increased by 6.6%.

Diagram #1



The analysis carried out by section in the construction industry showed that the share of construction of buildings and structures amounted to 68.4%, the growth rate, compared with 2021, reached 104.4%, the share of civil construction - 21.5 % , growth rate - 102.7 % , the share of specialized construction works - 10.1%, growth rate

- 138,2 %. In the current forms of statistical observation, starting from January 1, 2015, the indicator "The amount of work performed by own efforts by type of activity "Construction", according to the statistical classifier of products (goods, works, services) by type of economic activity of the Republic of Uzbekistan (SKP) is used. The considerable part of these works was carried out in January-December 2022 on construction of new buildings and facilities. Thus, 68.6% of total volume of construction works or 89,695.5 billion soums were directed to creation of new production facilities in economy, housing and utilities and other social facilities.

In January-December 2022, high volumes of new construction works were registered by regions, in particular, in Tashkent city (18,900.1 billion soums), Ferghana region (6,424.8 billion soums), Tashkent region (6,278.8 billion soums) and Samarkand region (6,229.8 billion soums).

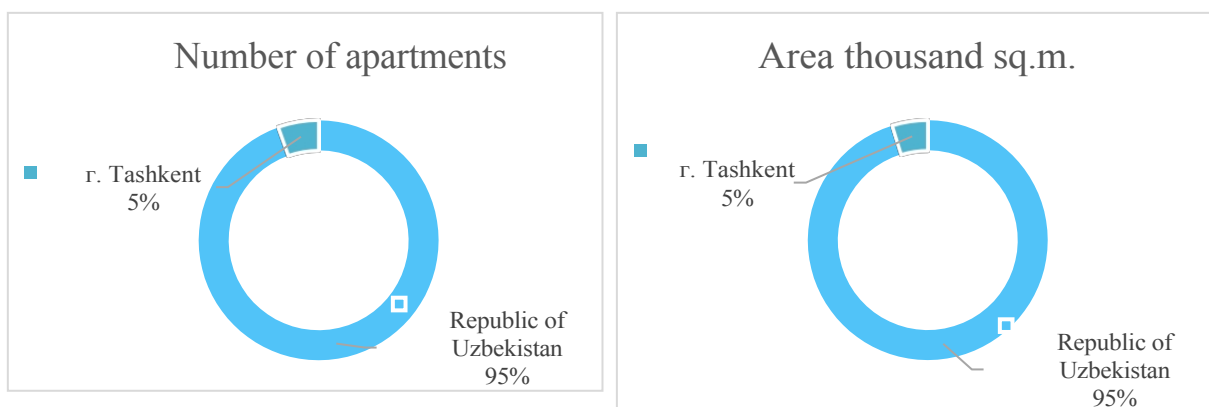


Diagram № 2. Commissioning of residential buildings

Between January and December 2022, a total of 14,189.0 thousand sq. m of housing was commissioned, which amounted to 101.0% of the year 2021, of which 13,636.1 thousand sq. m or 96.1% of the total volume was commissioned by individual developers and 233.6 thousand sq. m or 1.6 % are houses built according to standard projects, and 319,300 square meters or 2.3% are houses built by other economic entities.

Based on the above, the measures taken to increase the construction of socio-cultural facilities, as well as individual housing on standard projects in rural areas, the demand for the products produced by the company will grow steadily.

Because of the shortage of living space per capita in Uzbekistan consumer has not changed and the birth rate in the country is higher than last year, so the trend remains more family apartments. *But according to statistics, the number of marriages in Uzbekistan for 2022 decreased by 5%. This means that this trend may affect the increase in the purchase of small apartments with non-standard design solutions, namely in the loft and high-tech style.*

Based on the presidential decree "On the strategy for the development of the new Uzbekistan for 2022-2026," a number of changes are expected in the field of construction, namely:

- increase in the production of construction materials;
- to eliminate problems and shortcomings in the field of construction;
- improving the quality of work on digitalization, construction and design of cities, their development under the concept of "Smart City";
- Improvement of technical regulation in the construction sphere. Development and implementation of the program to radically improve the system of preparation of urban planning documentation of settlements and provision of urban planning documentation;
- development of a general scheme of population resettlement;
- development of system engineering and communications and social infrastructure of the regions, as well as the sphere of services;
- as well as many other positively affecting, dramatic changes related to the field of construction.

In connection with the above, we can confidently talk about the continued demand for the products Marketing concept, sales forecast

3.3 Location of markets, market segmentation

Potential buyers of artificial marble can be divided into the following macro segments:

1. Construction companies and contractors: this includes construction firms that build residential and commercial buildings, as well as contractors who perform renovation and refurbishment work. They can use artificial marble to create countertops, floors, wall panels and other interior elements.
2. Architectural and design companies: Architects and interior designers can recommend artificial marble to their clients as a stylish and practical material

for various projects. They can use it when decorating kitchens, bathrooms, halls and other spaces.

3. Retail stores and distributors: Building materials retailers and distributors can purchase artificial marble from manufacturers and offer it as a product for home use. They offer a variety of artificial marble colors and finishes to meet customer needs.
4. Property owners and private customers: People who build or renovate their homes or commercial spaces can be potential buyers of artificial marble. They can choose it to create aesthetically pleasing and functional interior elements.
5. Furniture and accessory manufacturers: Furniture and accessory companies can use artificial marble in their products. For example, countertops, tables, sinks and vases can be made from this material.

3.4 Expected competition from existing potential local and foreign producers

There are several plants on the territory of the republic that produce similar products:

ART PRIMA MATERIA LTD.

Web site: artkamen.uz

E-mail: fn@artprofgroup.com

Legal name: ART PRIMA MATERIA LLC

Brand name: ARTPRIMA MATERIA LLC

Address: Uzbekistan, Tashkent, Shaykhantakhur district, 10, Dzhangokh Street, office 64

GRAN FEST PE

E-mail: info@granfest.uz

Website: granfest.uz

Legal name: KEDR PE

Brand name: GRAN FEST PE

Address: Uzbekistan, Tashkent, Almazar district, 5 Jami str.

KITOB MARMAR ZAVOD

98 777 77 87

Country code: +998

E-mail: marmarzavod@mail.ru

Legal name: KITOB MARMAR ZAVOD

Brand name: KITOB MARMAR ZAVOD

Address: Pillakashlyk street, Pillakashlyk microdistrict, Shakhrisabz district, Kashkadarya region,

KESHMARBLE LTD.

E-mail: keshmarble@gmail.com

Legal name: KESHMARBLE LLC

Brand name: KESHMARBLE LLC

Address: Uzbekistan, Kashkadarya region, Shakhrisabz, Nugaeva str.

LUXSTONE LTD.

E-mail: luxstone.uz@yandex.ru

Website: luxstone.uz

Legal name: GENTILE GLOWING STONES LLC

Brand name: LUXSTONE LLC

Address: Uzbekistan, Tashkent, Yashnabad district, 53rd Turtkul Ave. 3 TURTKUL, 53

4. Material resources

4.1. Classification of raw materials, materials, components



To make the material, mix acrylic or polyester resin and marble chips in a ratio of 4:1. For binding it is also possible to use cement mortar, building plaster, lime mortar with the addition of cement. But it is the resins that are most often used, as they provide high strength of the material. To achieve the required coloring of the mixture is introduced mineral pigments. The material is made in different colors, with inclusions and stains. To this end, a special technique of pigment mixing is used. The pigments not only colour the material, but also make it more resistant to external influences. The outer protective layer of gelcoat gives the coating a glossy sheen.

The project considers the use of domestic raw materials. The volume of raw materials for the entire production program is taken from the planned scope of work. The cost of raw materials in the production of 1 sq.m. products are presented in Appendix 6.

Information about the structure of the annual cost of full production capacity for material, engineering and transport support is given in Appendix 6.

5. Design and technology

5.1 Production capacity and development by year

The production envisaged in the project allows to meet the needs of both mass and individual consumers. Annual production volume, at maximum capacity utilization, is given in Appendix 5.

5.2 Technology and equipment

5.2.1 Characteristics of technology, flowchart of technological process

Production of artificial marble includes several basic steps and requires certain equipment. Here is a list of necessary equipment with indication of their purpose for the artificial marble production process:

1. Mixer: used to mix natural stone particles (marble chips or limestone) with synthetic resins and pigments. The mixer ensures uniform distribution of the ingredients and the creation of a homogeneous mixture.
2. Vacuum chamber: used to remove air bubbles from the mixture. The vacuum chamber creates a low pressure, which allows to remove voids and ensure the compactness of the artificial marble.
3. Press: used to mold artificial marble into slabs or other final shapes. The press applies high pressure to the mixture, allowing it to set and take the desired shape.

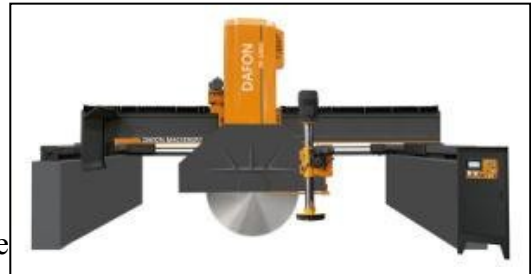


4. Polymerization chamber: This is a special chamber where the polymerization mixture, i.e. curing of the resin and fixation of the particles. In the curing chamber



The material is maintained at a certain temperature and conditions for polymerization.

5. Grinding machine: used to process artificial marble after polymerization. The sanding machine is used to remove irregularities, to give the
The surface is smoother and creates the desire

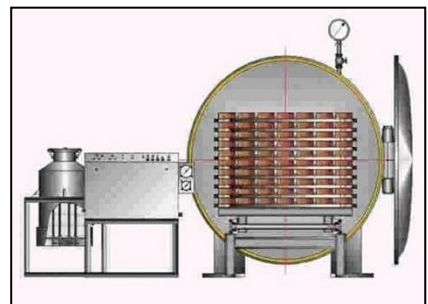


6. Polishing machine: used to polish the surface of artificial marble after sanding. The polishing machine ensures a shiny and smooth surface of the material.



7. Specialized tools: include hacksaws, drills, cutters and other tools that are used to cut, drill and work the artificial marble during installation and assembly.

8. Drying chamber: used to dry and cure artificial marble after polishing. The drying chamber creates optimal conditions for drying the material.



6. Service organization and overheads

6.1 Organizational structure of the project

The ability of any enterprise to adapt to changes in the external environment is influenced by how the enterprise is organized, how the management structure is built. The organizational structure of an enterprise is a set of links (structural units) and connections between them. In large companies the so-called divisional management structure is used to eliminate drawbacks of functional management structures. **The distribution of responsibilities is not by functions, but by products or regions.** In turn, in the divisional branches their own units for supply, production, sales, etc. are created. In this case there are prerequisites for unloading of superior managers by releasing them from the solution of current tasks. The decentralized management system ensures high efficiency within the framework of individual divisions.

Divisional management structure is based on the allocation of subdivisions, or divisions. This type is currently used by most organizations, especially large industries, as it is impossible to squeeze the activities of a large company into 3-4 main departments, as in the functional structure.

The execution of work in each area is provided by specialists.

6.2 Overhead costs (general and administrative)

Overhead costs are additional to the main costs of management, organization and maintenance of production. They are not directly related to the main production of goods or provision of services, are not included in the cost of materials and labor.

Overheads, therefore, not related to the process of main production, ensure the normal functioning of the company or enterprise. Overhead costs are included in the cost of goods, the cost of their production and circulation, but not directly, but indirectly, in proportion to the cost of materials and raw materials, the amount of wages and so on further.

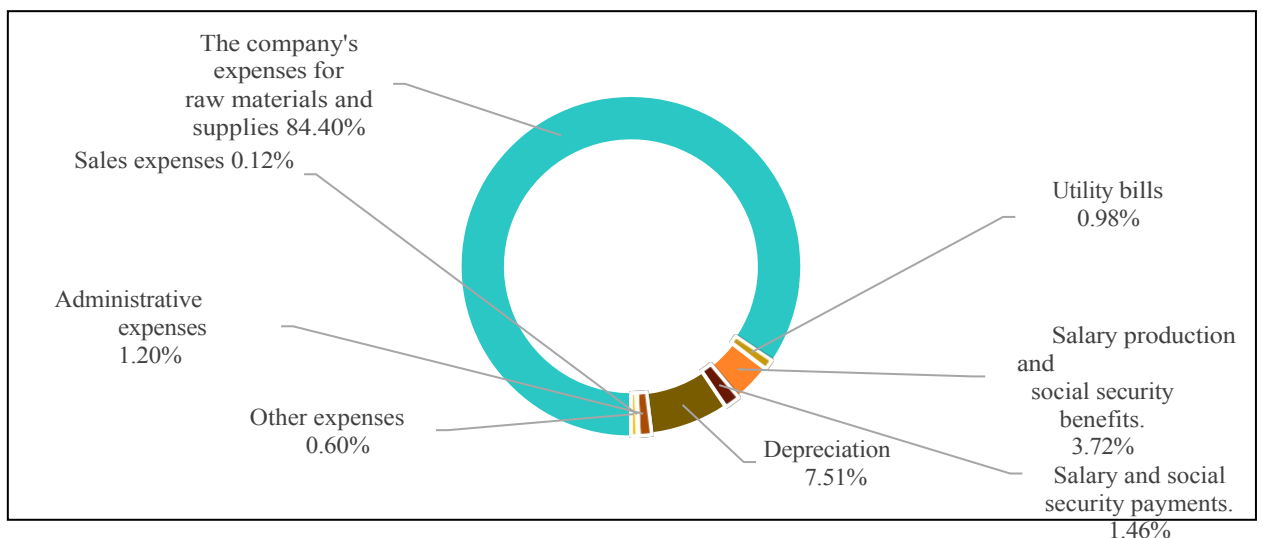
Overhead costs include:

- Current repair of buildings and structures, equipment.
- Salaries, training and maintenance of administrative and management personnel.
- Contribution to the payment of the unified social tax.
- Expenses for maintenance of vehicles on the balance sheet of the company.
- Costs incurred due to downtime, appearance of defective products.
- Contributions to social insurance and all sorts of mandatory payments.
- Costs associated with the operation and maintenance of fixed assets.
- Advertising costs, consulting services.
- Maintenance of the office, payment of utilities.
- Maintenance of the main production.
- Expenses for communication services (telephone, Internet) and so on.

Overhead costs can be grouped into four groups in a more consolidated way:

- costs of production and organization,
- for the maintenance of the managerial apparatus,
- maintenance of workers,
- non-production costs.

Diagram #3



7. Manpower

7.1 Needs and availability of human resources

The general management of the project is carried out by the director. The staff of the enterprise will be 15 people, including administrative and management personnel - 3 people, production personnel - 12 people.

7.2. Section cost estimation

Information on the cost of production personnel for the full annual maintenance program is shown in Appendix 7.

8. Project implementation schemes

8.1. Stages of project implementation

To effectively implement the project it is planned to carry out the following activities

- 1) Market research:**
 - o Assessment of potential demand in the region;
 - o Analysis of the competitive environment and the development of a competitive advantage strategy;
 - o Determining the location of the plant and estimate costs for construction, equipment, personnel, and marketing.
- 2) Construction and equipment of the plant:**
 - o Preparing the site for construction;
 - o Construction of the building and infrastructure;
 - o Purchase and installation of necessary equipment.
- 3) Purchase of raw materials:**
 - o Selection of raw material suppliers;
 - o Conclusion of contracts for the supply of raw materials.
- 4) Production process:**
 - o Setting up production processes;
 - o Quality control at every stage of production.
- 5) Marketing and Sales:**
 - o Development of marketing campaigns to promote products on the market;
 - o Establishing partnerships relations with raw materials and product distributors;
 - o Selling products via retail stores, industrial bases and other hardware sales channels.
 - o Conclusion of contracts with contractors of large construction organizations;
 - o Participation in tenders.
- 6) Monitoring and improvement:**
 - o Continuous monitoring production processes and market trends for continuous product improvement and business expansion;

o Development of new product lines and brands.

8.2 Project schedule

The time required to implement the project (from its financing to the actual completion with the repayment of obligations) is 4 years.

9. Financial evaluation

9.1 Total costs of products sold

The calculation of production costs is presented in Appendix 10.

9.2 Calculation of profits and losses

In the profit and loss calculation, taxes and other deductions are taken into account by their application sections. Estimated profits, cash flow for the liability period are calculated in accordance with the sales plan. Losses are not observed throughout the planning horizon, see Appendix #12

9.3 Cash flow

The cash flow for the project as a whole will be positive throughout the planning horizon. The cumulative cash flow will be positive throughout the planning horizon. Cash flow from the project including financial liabilities, interest and principal payments and all deductions is shown in Appendix 14.

10. Assessment of economic efficiency

The break-even point determines what the volume of sales should be in order for the company to work break-even, could cover all its costs without making a profit.

To calculate the breakeven point, you must divide the costs into two components:

- **Variable costs** increase in proportion to the increase in production (volume of sales of goods).
- **Fixed costs** - does not depend on the number of products produced (goods sold) and whether the volume of operations is increasing or decreasing.

The break-even point is of great importance for the viability of a company and its solvency. Thus, the degree of excess of sales over the break-even point determines the financial strength (margin of stability) of the company.

Table 1. Calculation of break-even point

TOTAL SALES AT FULL CAPACITY	1 520 640
FIXED COSTS	163 736
VARIABLE COSTS	1 101 193
BREAKEVEN POINT	39%

Net present value (NPV) and internal rate of return (IRR) indicators

Internal rate of return

A project is considered acceptable if the calculated IRR value is not lower than the required rate of return. The value of the required rate of return is determined by the company's investment policy.

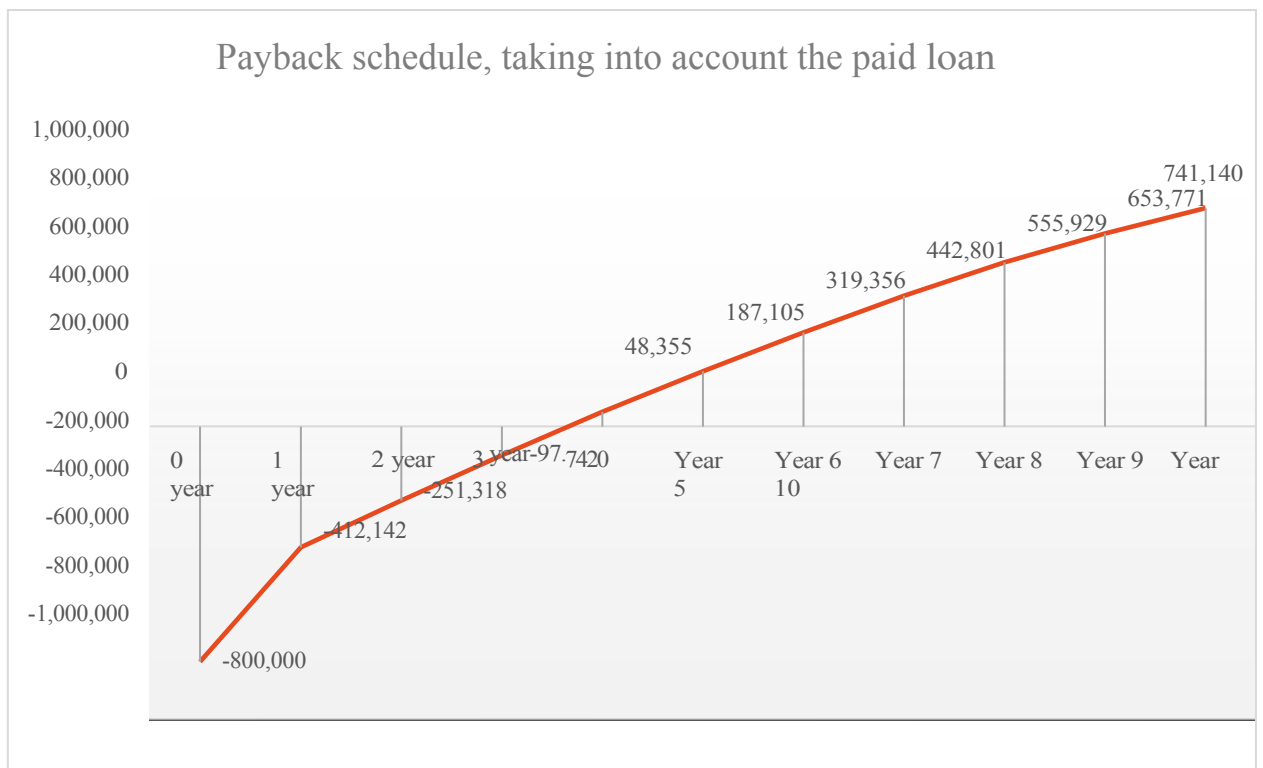
Provided that the Project Initiator fulfills the pre-investment forecasts on production volumes, sales **and** costs, this project demonstrates sufficiently high values of integral indicators.

Table 2. Calculation of project payback

Period	Stream cash	Rate Discount	NPV	IRR
0 year	-800 000	12%	-800 000	
1 year	434 401	12%	-412 142	-46%
Year 2	201 738	12%	-251 318	-16%
Year 3	215 795	12%	-97 720	4%
Year 4	229 852	12%	48 355	15%
Year 5	244 524	12%	187 105	22%
Year 6	261 040	12%	319 356	27%
Year 7	272 899	12%	442 801	30%
Year 8	280 100	12%	555 929	32%
Year 9	271 324	12%	653 771	33%
Year 10	271 356	12%	741 140	33,7%

Thus, the return on investment will come in the 4th year of the project.

Diagram #4



Assessing the impact of financial results on the country's economy

This project will contribute to:

- Increase trade turnover in the region;
- In the long term displacement of imports in this segment of the market;
- Creating a healthy competitive environment among wholesale suppliers of similar products on the market;
- Creation of new jobs (15);
- Creating a taxable base.

11. Conclusions

- **The main advantages and disadvantages of the project**

SWOT-analysis for the production of artificial marble:

Strengths:

1. Ability to create material with desired exterior appearance and texture, imitating natural marble.
2. More affordable than natural marble, which makes it attractive to a wide range of consumers.
3. Resistant to stains, moisture and mechanical damage, which makes it durable and suitable for use in a variety of environments.
4. Wide choice of colors and finishes, allowing to meet a variety of design preferences and customer needs.
5. Production flexibility, allowing you to create artificial marble in different shapes and sizes according to customer requirements.

Weaknesses:

1. Limitations on reproduction of some unique and complex textures and patterns of natural marble.
2. Some forms artificial marble can not be as durable and wear-resistant as natural marble.
3. Dependence of production on the availability and cost of raw materials, such as marble chips and synthetic resins.

Opportunities:

1. Growing demand for aesthetically pleasing and sustainable building materials, especially in interior renovations and repairs.
2. The possibility of developing new technologies and innovations in artificial marble production, such as improved durability and a variety of textures.
3. The possibility of expanding sales of artificial marble outside the construction market, including manufacturers of furniture and accessories.

Threats:

1. Competition from other manufacturers and suppliers of artificial marble.
2. Possible changes in consumer requirements and preferences in the future, including a shift to other materials or styles.
3. The negative impact of environmental aspects on the reputation and demand for artificial marble, especially in light of sustainability and environmental concerns.

- **Risks and aspects of uncertainty**

Legal risks are the risks associated with imperfect legislation, unclear execution of documents, uncertainty of judicial measures in the event of disagreements between business partners.

Despite the fact that the Republic of Uzbekistan has created and is improving the legislative and regulatory framework to ensure the activities of business entities created by both local and foreign investors, we cannot yet deny the existence of factors affecting the legal risks. These include: the existence of a bureaucratic apparatus, the ongoing process of improvement of legislation.

Measures to reduce risk:

- clear and unambiguous wording of the relevant articles in the documents;
- Engaging specialists with practical experience in this area to draw up documents;
- Allocating the necessary financial resources to pay for top-notch lawyers and specialists.

Production risks are the risks associated with insufficient quality of the goods provided for the production of products. A significant risk may be the lack of highly qualified personnel.

Measures to reduce risk:

- clear scheduling and management of project implementation;
- training of qualified personnel.

Environmental risks are risks associated with pollution and discharges to the atmosphere and water.

Measures to reduce risk:

- development of the draft EIA;
- installation of the necessary treatment facilities and barriers, according to the standards.

Marketing risks are the risks associated with delays in entering the market, wrong choice of marketing strategy, errors in pricing policy, and insufficient market research. Delays in entering the market can be caused both by production reasons and by the enterprise's unpreparedness to effectively sell and promote its goods in the market. Analysis of competitors' activities shows that this market segment is developed. In this regard, it is necessary to carefully understand its main advantages/disadvantages and focus the main efforts and resources on them.

Measures to reduce risks: For an enterprise that aims to win market share from competing firms, marketing objectives should be a priority. Measures include:

- Creating a strong marketing strategy;
- marketing research: volumes, prices, customer;
- conducting a study on the segmentation of the domestic market.

Financial risks are associated with the probability of loss of financial results (i.e. cash), consumer insolvency, unstable demand, price reductions by competitors, lack of working capital. One of the factors of financial risk is the need to receive investments in time, the availability of which is a prerequisite for the start of the project: the more they are delayed, the more delayed the start of the project.

Measures to reduce risks:

- a variety of proposed project financing schemes, both at the expense of own funds and at the expense of borrowed funds;
- development of an investment and financial strategy, the goal of which is to get into the zone of profitable operation;

- conducting a set of measures to find investment resources for the development of the enterprise.

Natural risks are risks associated with natural hazards: earthquakes, floods, storms, fires, epidemics, droughts, etc.

Measures to reduce risks:

- compulsory insurance.

Project Conclusions

The project for the production of artificial stone involves the production of a material that imitates natural stone, in particular artificial marble. The main goal of the project is to create an aesthetically attractive and functional material for use in various industries such as construction, interior design and furniture production.

Project Benefits:

- **Economic appeal:** Artificial marble has a more affordable price than natural stone, which makes it attractive to a wide range of consumers.
- **Wide choice of designs:** The project allows us to offer a wide range of colors, finishes and textures of artificial marble, which allows us to meet the diverse design preferences and needs of customers.
- **Resistance and durability:** Artificial marble is resistant to stains, moisture and mechanical damage, which makes it durable and suitable for use in different environments.
- **Production flexibility:** The project allows the flexibility to customize the artificial marble production process to create different shapes and sizes according to customer requirements.

Difficulties of the project:

1. **Market competition:** The project faces competition from other manufacturers and suppliers of artificial stone. For the successful development of the project it is necessary to develop and promote unique

characteristics and advantages of artificial marble.

2. Quality of artificial marble: One of the difficulties is to achieve high quality of artificial marble which would maximally approximate natural marble in appearance and texture. Constant improvement of technological processes and quality control of products is required.

3. Sustainability to environmental issues: In light of the growing environmental awareness of consumers, the project should pay special attention to the environmental aspects of artificial marble production, including the use of environmentally friendly materials and energy-efficient technology.

For successful implementation of the artificial marble project it is necessary to pay attention to innovations in design and materials, constant development of production technologies, quality control of products, establishing partnerships with designers, architects and construction companies. The advantage of the project is to create an affordable, aesthetically appealing and durable material that can meet the needs of diverse markets and customers.

12. Applications

PROJECT COST

	LOCAL WARNING (in USD equivalent)	TOTAL (US Dollars)	STRUCTURE (%)
BUILDINGS AND FACILITIES	37 355	37 355	4,7%
MACHINES AND EQUIPMENT	621 000	621 000	77,6%
TOTAL:	658 355	658 355	82,3%
WORKING CAPITAL:	141 645	141 645	17,7%
<i>Stock of local raw materials (1 month)</i>	<i>88 970</i>	<i>88 970</i>	
<i>Labor costs (1 month)</i>	<i>5 460</i>	<i>5 460</i>	
TOTAL INITIAL PROJECT COST	800 000	800 000	100%

FIGURES OF INVESTMENTS

	PROJECT INITIATOR	LOAN/CREDIT/ INVESTMENT
	28%	72%
BUILDINGS AND FACILITIES	37 355	0
MACHINES AND EQUIPMENT	47 196	573 804
TOTAL:	84 551	573 804
WORKING CAPITAL:	141 645	
TOTAL INITIAL PROJECT COST	226 196	573 804
	800 000	

DEPRECIATION OF FIXED ASSETS

OBJECT FOR AMORTIZATIONS	AMOUNT, Eq. US Dollars	CONTACT DEPRECIATION (%)	1 year	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
BUILDINGS AND FACILITIES	37 355	5%	1 868	1 868	1 868	1 868	1 868	1 868	1 868	1 868	1 868	1 868
MACHINES AND EQUIPMENT	621 000	15%	93 150	93 150	93 150	93 150	93 150	93 150	62 100			
TOTAL	658 355		95 018	95 018	95 018	95 018	95 018	95 018	63 968	1 868	1 868	1 868
Accumulated depreciation			95 018	190 035	285 053	380 071	475 089	570 106	634 074	635 942	637 810	639 677

SALE BUDGET

Product name	Unit of Changes.	Projected sales price per 1 unit. GS		Number of working days in months days	Maximum production volume in		Capacity utilization rate in new times	Share of exports
		Sum	(in USD equivalent)		sq.m./day	sq.m./year		
Artificial marble	sq.m.	720 000	60,00	22	96,00	25 344	5%	10%
Total								

Capacity utilization	Unit of Changes.	1 year	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
		65%	70%	75%	80%	85%	90%	95%	100%	100%	100%	
Artificial marble	sq.m.	16 474	17 741	19 008	20 275	21 542	22 810	24 077	25 344	25 344	25 344	217 958
Total		16 474	17 741	19 008	20 275	21 542	22 810	24 077	25 344	25 344	25 344	217 958
of which, export sales, nat.												
Artificial marble	sq.m.	1 647	1 774	1 901	2 028	2 154	2 281	2 408	2 534	2 534	2 534	21 796
of which, sales on the domestic market, nat.ed.												
Artificial marble	sq.m.	14 826	15 967	17 107	18 248	19 388	20 529	21 669	22 810	22 810	22 810	196 163

	Unit of Changes.	1 year	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
Artificial marble	(in USD equivalent)	988 416	1 064 448	1 140 480	1 216 512	1 292 544	1 368 576	1 444 608	1 520 640	1 520 640	1 520 640	13 077 504
Total	(in USD equivalent)	988 416	1 064 448	1 140 480	1 216 512	1 292 544	1 368 576	1 444 608	1 520 640	1 520 640	1 520 640	13 077 504
of which, export sales, c.u.												
Artificial marble	(in USD equivalent)	98 842	106 445	114 048	121 651	129 254	136 858	144 461	152 064	152 064	152 064	1 307 750
Total exports	(in eq. Dollars)	98 842	106 445	114 048	121 651	129 254	136 858	144 461	152 064	152 064	152 064	1 307 750
of which, sale on the domestic market, c.u.f.												
Artificial marble	(in USD equivalent)	889 574	958 003	1 026 432	1 094 861	1 163 290	1 231 718	1 300 147	1 368 576	1 368 576	1 368 576	11 769 754

Total internal market	(in USD equivalent)	889 574	958 003	1 026 432	1 094 861	1 163 290	1 231 718	1 300 147	1 368 576	1 368 576	1 368 576	11 769 754
-----------------------	---------------------	---------	---------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	------------

CALCULATION OF THE ESTIMATED COST OF FINISHED PRODUCTS

		Costs per unit of product (per 1 unit of finished product) in USD		Total cost of 1 GP (1 unit) (in USD equivalent)
		Local raw materials <i>Cement, stone chips, pigments and water</i>	Packaging	
Artificial marble	sq.m.	42,00	0,1260	42,126
Total for the entire production volume per year		1 064 448,00	3 193,34	1 067 641,34

LABOUR COSTS

	Q/y	GENERAL per month (US Dollars)	GENERAL Per YEAR (USD)
PRODUCTION			
New jobs: production personnel	12	291,7	42 000
Total	12		42 000
<i>Payment of social tax (12%)</i>			5 040
Total			47 040
ADMINISTRATION			
PMA	3	458,3	16 500
Total	3		16 500
<i>Payment of social tax (12%)</i>			1 980
Total			18 480
TOTAL	15		65 520

PAYMENT SCHEDULE FOR THE AMOUNT OF FUNDS RAISED

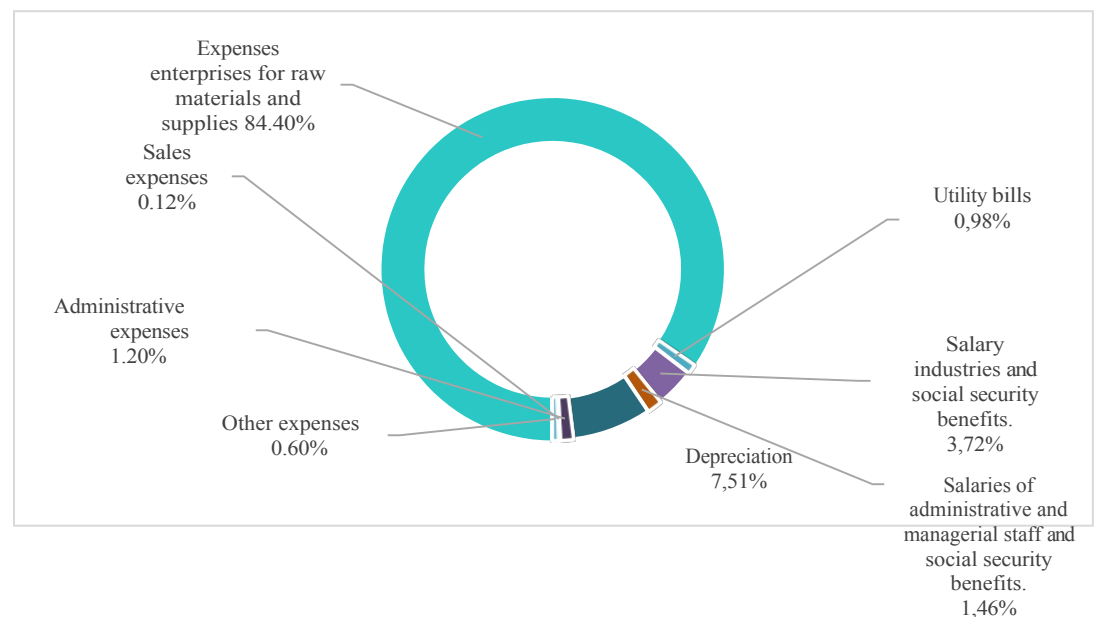
Payment term	4	years/year
Grace period	6	months
Interest rate	10,0%	annual
Amount of financing raised	573 804	(US Dollars)

Period Payments	Repayment	Balance investments	Payment of %	Total Payments
1 half year 1 year		573 804	28 690	28 690
2 half year 1 year	81 972	491 832	28 690	110 662
1 Half Year	81 972	409 860	24 592	106 564
and semester Year 2	81 972	327 888	20 493	102 465
1 Half Year 3	81 972	245 916	16 394	98 366
2 Half Year 3	81 972	163 944	12 296	94 268
1 Half Year 4	81 972	81 972	8 197	90 169
2 Half Year 4	81 972	0	4 099	86 071
TOTAL	573 804		143 451	717 255

COSTS AT FULL CAPACITY WITH FULL COST ALLOCATION PER YEAR

	Total costs (US Dollars)	Share of fixed costs at a total cost of (%)	Share of variable costs at a total cost of (%)	Fixed costs (US Dollars)	Variable costs (US Dollars)
In local currency (USD equivalent)					
Expenses of the company for raw materials and supplies	1 067 641	0%	100%	0	1 067 641
Utility bills	12 420	50%	50%	6 210	6 210
Production salary and social security payments.	47 040	70%	30%	32 928	14 112
Salary and social security payments.	18 480	100%	0%	18 480	0
Depreciation	95 018	100%	0%	95 018	0
Administrative expenses	15 206	50%	50%	7 603	7 603
Selling expenses	1 521	80%	20%	1 217	304
Other expenses	7 603	30%	70%	2 281	5 322
Total (USD equivalent)	1 264 929			163 736	1 101 193
TOTAL	1 264 929			163 736	1 101 193

Cost group	(US Dollars)
Expenses of the company for raw materials and supplies	1 067 641
Utility bills	12 420
Production salary and social security payments.	47 040
Salary and social security payments.	18 480
Depreciation	95 018
Administrative expenses	15 206
Selling expenses	1 521
Other expenses	7 603



	1 year	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Production load	65%	70%	75%	80%	85%	90%	95%	100%	100%	100%

THE TOTAL COSTS OF THE ENTERPRISE BY REALIZED PRODUCTS (in USD equivalent)

	1 year	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
Production costs:	842 746	897 159	951 573	1 005 986	1 060 400	1 114 813	1 138 176	1 130 490	1 130 490	1 130 490	10 402 323
Expenses on purchasing raw materials - local people	693 967	747 349	800 731	854 113	907 495	960 877	1 014 259	1 067 641	1 067 641	1 067 641	9 181 716
Utility costs	10 247	10 557	10 868	11 178	11 489	11 799	12 110	12 420	12 420	12 420	115 506
Selling expenses	1 414	1 429	1 445	1 460	1 475	1 490	1 505	1 521	1 521	1 521	14 781
Direct labor costs + social insurance	42 101	42 806	43 512	44 218	44 923	45 629	46 334	47 040	47 040	47 040	450 643
Depreciation	95 018	95 018	95 018	95 018	95 018	95 018	63 968	1 868	1 868	1 868	639 677
Inventory value at the end of the month	28 915	31 140	33 364	35 588	37 812	40 037	42 261	44 485	44 485	44 485	382 571
COSTS INCLUDED IN SUMMARY REALIZED PRODUCTS	813 831	894 935	949 349	1 003 762	1 058 175	1 112 589	1 135 952	1 128 265	1 130 490	1 130 490	
Costs of the period:	36 766	37 412	38 058	38 705	39 351	39 997	40 643	41 290	41 290	41 290	394 800
Administration salary and social security payments.	18 480	18 480	18 480	18 480	18 480	18 480	18 480	18 480	18 480	18 480	184 800
Administrative expenses	12 545	12 925	13 306	13 686	14 066	14 446	14 826	15 206	15 206	15 206	141 420
Other expenses	5 740	6 007	6 273	6 539	6 805	7 071	7 337	7 603	7 603	7 603	68 581
TRANSACTION COSTS	850 597	932 347	987 407	1 042 466	1 097 526	1 152 586	1 176 595	1 169 555	1 171 779	1 171 779	10 752 638
Finance costs activities:	57 380	45 085	28 690	12 296	-	-	-	-	-	-	143 451
Interest on the attracted loan	57 380	45 085	28 690	12 296	-	-	-	-	-	-	143 451
TOTAL VALUE OF PRODUCTS SOLD	907 977	977 432	1 016 097	1 054 762	1 097 526	1 152 586	1 176 595	1 169 555	1 171 779	1 171 779	10 896 089

TAXATION

TYPES OF TAXES AND MANDATORY DEDUCTIONS	CONTACT	1 year	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Property tax	2%	710	672	635	598	560	523	486	448	411	374
Land tax		530	530	530	530	530	530	530	530	530	530
Income tax	15%	8 901	9 656	15 030	20 404	25 163	28 077	35 650	47 879	47 551	47 557
TOTAL TAXES AND COMPULSORY PAYMENTS		10 141	10 859	16 195	21 531	26 253	29 130	36 665	48 857	48 492	48 460

		1 year	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
Total revenue including VAT	(US Dollars)	988 416	1 064 448	1 140 480	1 216 512	1 292 544	1 368 576	1 444 608	1 520 640	1 520 640	1 520 640	13 077 504
from sales of GS (domestic market) 12%	(US Dollars)	889 574	958 003	1 026 432	1 094 861	1 163 290	1 231 718	1 300 147	1 368 576	1 368 576	1 368 576	11 769 754
from the sale of GS (external market) 0%	(US Dollars)	98 842	106 445	114 048	121 651	129 254	136 858	144 461	152 064	152 064	152 064	1 307 750
The amount of VAT on turnovers from the sale of goods (works, services)	(US Dollars)	95 312	102 643	109 975	117 307	124 638	131 970	139 301	146 633	146 633	146 633	1 261 045
from sales of GS (domestic market) 12%	(US Dollars)	95 312	102 643	109 975	117 307	124 638	131 970	139 301	146 633	146 633	146 633	1 261 045
from sales of GS (external market) 0%	(US Dollars)	0	0	0	0	0	0	0	0	0	0	
Total amount of VAT, deductible	(US Dollars)	75 451	81 204	86 957	92 710	98 463	104 215	109 968	115 721	115 721	115 721	996 131
Procurement of raw materials 12%	(US Dollars)	74 354	80 073	85 793	91 512	97 232	102 951	108 671	114 390	114 390	114 390	983 755
Utility costs 12%	(US Dollars)	1 098	1 131	1 164	1 198	1 231	1 264	1 297	1 331	1 331	1 331	12 376

The amount of VAT payable to the budget (+), which is subject to budgetary payment (-)	<i>(US Dollars)</i>	19 860	21 439	23 018	24 597	26 176	27 755	29 333	30 912	30 912	30 912	264 914
---	---------------------	---------------	---------------	---------------	---------------	---------------	---------------	---------------	---------------	---------------	---------------	----------------

GENERAL CALCULATION OF PROFITS AND LOSSES

	1 year	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
Total Sales	893 104	961 805	1 030 505	1 099 205	1 167 906	1 236 606	1 305 307	1 374 007	1 374 007	1 374 007	11 816 459
Costs included in the cost of production	738 379	813 731	862 392	911 052	959 713	1 008 373	1 025 984	1 012 545	1 014 769	1 014 769	9 361 707
Gross profit	154 725	148 074	168 114	188 153	208 193	228 233	279 322	361 462	359 238	359 238	2 454 752
Costs of the period	36 766	37 412	38 058	38 705	39 351	39 997	40 643	41 290	41 290	41 290	394 800
Operating profit	117 959	110 662	130 055	149 449	168 842	188 236	238 679	320 173	317 948	317 948	2 059 952
Interest total	57 380	45 085	28 690	12 296	0	0	0	0	0	0	143 451
Profit before tax	60 579	65 577	101 365	137 153	168 842	188 236	238 679	320 173	317 948	317 948	1 916 501
<i>Other taxes</i>	<i>1 240</i>	<i>1 202</i>	<i>1 165</i>	<i>1 128</i>	<i>1 090</i>	<i>1 053</i>	<i>1 016</i>	<i>978</i>	<i>941</i>	<i>904</i>	<i>10 716</i>
<i>Income tax</i>	<i>8 901</i>	<i>9 656</i>	<i>15 030</i>	<i>20 404</i>	<i>25 163</i>	<i>28 077</i>	<i>35 650</i>	<i>47 879</i>	<i>47 551</i>	<i>47 557</i>	<i>285 868</i>
Profit after payment taxes	50 438	54 719	85 170	115 621	142 589	159 105	202 014	271 315	269 456	269 488	1 619 917
Accumulated earnings	50 438	105 157	190 327	305 948	448 538	607 643	809 657	1 080 972	1 350 429	1 619 917	
EBITDA	212 977	205 680	225 073	244 466	263 860	283 253	302 647	322 040	319 816	319 816	2 699 629
EBITDA cumulatively	212 977	418 657	643 730	888 196	1 152 056	1 435 310	1 737 956	2 059 997	2 379 813	2 699 629	

Profitability ratios (%)

Gross profit / Total sales	17%	15%	16%	17%	18%	18%	21%	26%	26%	26%	21%
Net profit / Total sales	6%	6%	8%	11%	12%	13%	15%	20%	20%	20%	14%

The basis for calculating working capital

	Coverage days		Turnover ratio (360/ Coverage Days)		
Period of receipt from					<i>Invoices receivable = Total JVR / K turnover ratio</i>
- export sales	30	Days	12		
- local sales	30	Days	12		
Stocks of raw materials in stock and work in progress:					<i>Stocks of raw materials = Raw materials / turnover coefficient</i>
- local	15	Days	24		
- imported	15	Days	24		
Payment period raw material suppliers					<i>Invoices payable = Raw materials / turnover ratio</i>
- for local raw materials	90	Days	4		
- For imported raw materials	90	Days	4		

	0 year	1 year	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Accounts receivable		82 368	88 704	95 040	101 376	107 712	114 048	120 384	126 720	126 720	126 720
TMZ	141 645	1 205	1 297	1 390	1 483	1 576	1 668	1 761	1 854	1 854	1 854
TOTAL	141 645	83 573	90 001	96 430	102 859	109 288	115 716	122 145	128 574	128 574	128 574
Bills payable		173 492	186 837	200 183	213 528	226 874	240 219	253 565	266 910	266 910	266 910
Net Working Capital	141 645	-89 919	-96 836	-103 753	-110 669	-117 586	-124 503	-131 420	-138 337	-138 337	-138 337
Changes in Working Capital	141 645	-231 564	-6 917	-6 917	-6 917	-6 917	-6 917	-6 917	-6 917	0	0

CASH FLOW

	0 period	1 year	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
Cash at the beginning of the period		0	295 048	287 757	310 918	364 530	609 054	870 094	1 142 992	1 423 092	1 694 416	
Operating activities of the company												
<i>Cash inflow (+)</i>												
Revenue from sales of GS		988 416	1 064 448	1 140 480	1 216 512	1 292 544	1 368 576	1 444 608	1 520 640	1 520 640	1 520 640	13 077 504
Non-cash expenses (+ Depreciation)		95 018	95 018	95 018	95 018	95 018	95 018	63 968	1 868	1 868	1 868	639 677
<i>Expenditure of funds (-)</i>												
Changes in Working Capital	141 645	-231 564	-6 917	-6 917	-6 917	-6 917	-6 917	-6 917	-6 917	0	0	-279 982
Expenses included in the cost of production		813 831	894 935	949 349	1 003 762	1 058 175	1 112 589	1 135 952	1 128 265	1 130 490	1 130 490	10 357 838
Expenses of the period		36 766	37 412	38 058	38 705	39 351	39 997	40 643	41 290	41 290	41 290	394 800
The amount of VAT payable to the budget (to be reduced), total		19 860	21 439	23 018	24 597	26 176	27 755	29 333	30 912	30 912	30 912	264 914
Taxes (profit + obligatory payments to the budget)		10 141	10 859	16 195	21 531	26 253	29 130	36 665	48 857	48 492	48 460	296 584
Total NPD from operating activities	141 645	434 401	201 738	215 795	229 852	244 524	261 040	272 899	280 100	271 324	271 356	2 683 027
Financial activities of the company												
Getting credit		573 804										573 804
Loan repayment (body)		81 972	163 944	163 944	163 944	0	0	0	0	0	0	573 804
Loan repayment (%)		57 380	45 085	28 690	12 296	0	0	0	0	0	0	143 451
Payment of dividends												
Total NPD from financing activities	0	434 452	-209 029	-192 634	-176 240	0	0	0	0	0	0	-143 451
Investment activities of the company												
Equity/Investments	-800 000	-84 551										-84 551
Acquisition of fixed assets	658 355	658 355										658 355
Proceeds from sale of fixed assets												0
												0
Total NPD from investment activities	-141 645	-573 804	0	0	0	0	0	0	0	0	0	-573 804
Cash at the end of the period (total PDP)	0	295 048	287 757	310 918	364 530	609 054	870 094	1 142 992	1 423 092	1 694 416	1 965 772	
Debt service ratio		3,12	0,97	1,12	1,30	0,00	0,00	0,00	0,00	0,00	0,00	3,74

PROJECTED BALANCE

	0 year	1 year	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Cash	0	295 048	287 757	310 918	364 530	609 054	870 094	1 142 992	1 423 092	1 694 416	1 965 772
Accounts receivable	0	82 368	88 704	95 040	101 376	107 712	114 048	120 384	126 720	126 720	126 720
TMZ	141 645	1 205	1 297	1 390	1 483	1 576	1 668	1 761	1 854	1 854	1 854
<i>Current Assets</i>	<i>141 645</i>	<i>378 621</i>	<i>377 759</i>	<i>407 348</i>	<i>467 389</i>	<i>718 341</i>	<i>985 810</i>	<i>1 265 137</i>	<i>1 551 666</i>	<i>1 822 990</i>	<i>2 094 346</i>
Key Assets	658 355	658 355	658 355	658 355	658 355	658 355	658 355	658 355	658 355	658 355	658 355
Accumulated Depreciation	0	-95 018	-190 035	-285 053	-380 071	-475 089	-570 106	-634 074	-635 942	-637 810	-639 677
<i>Net fixed assets</i>	<i>658 355</i>	<i>563 337</i>	<i>468 319</i>	<i>373 302</i>	<i>278 284</i>	<i>183 266</i>	<i>88 248</i>	<i>24 281</i>	<i>22 413</i>	<i>20 545</i>	<i>18 677</i>
Total Assets	800 000	941 958	846 078	780 650	745 673	901 607	1 074 058	1 289 418	1 574 078	1 843 535	2 113 023
Bills payable	0	173 492	186 837	200 183	213 528	226 874	240 219	253 565	266 910	266 910	266 910
<i>Current debt</i>	<i>0</i>	<i>173 492</i>	<i>186 837</i>	<i>200 183</i>	<i>213 528</i>	<i>226 874</i>	<i>240 219</i>	<i>253 565</i>	<i>266 910</i>	<i>266 910</i>	<i>266 910</i>
<i>Long-term Liabilities</i>	<i>573 804</i>	<i>491 832</i>	<i>327 888</i>	<i>163 944</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>0</i>
Share capital	226 196										
Retained earnings		50 438	54 719	85 170	115 621	142 589	159 105	202 014	271 315	269 456	269 488
<i>Equity</i>	<i>226 196</i>	<i>276 634</i>	<i>331 353</i>	<i>416 523</i>	<i>532 144</i>	<i>674 734</i>	<i>833 839</i>	<i>1 035 853</i>	<i>1 307 168</i>	<i>1 576 625</i>	<i>1 846 113</i>
Total Liabilities	800 000	941 958	846 078	780 650	745 673	901 607	1 074 058	1 289 418	1 574 078	1 843 535	2 113 023
Equity / Total liabilities		29%	39%	53%	71%	75%	78%	80%	83%	86%	87%

Calculation of NPV and IRR, taking into account the payable loan

Period	Cash flow	Discount Rate	NPV	IRR
0 year	-800 000	12%	-800 000	
1 year	434 401	12%	-412 142	-46%
Year 2	201 738	12%	-251 318	-16%
Year 3	215 795	12%	-97 720	4%
Year 4	229 852	12%	48 355	15%
Year 5	244 524	12%	187 105	22%
Year 6	261 040	12%	319 356	27%
Year 7	272 899	12%	442 801	30%
Year 8	280 100	12%	555 929	32%
Year 9	271 324	12%	653 771	33%
Year 10	271 356	12%	741 140	33,7%

PROJECT SENSITIVITY ANALYSIS

		factor deviation									
		-50%	-40%	-30%	-20%	-10%	0%	10%	20%	30%	40%
Local selling price		0,50	0,60	0,70	0,80	0,90	1,00	1,10	1,20	1,30	1,40
project NPV	48 355,28	-1 154 881,71	-914 234,32	-673 586,92	-432 939,52	-192 292,12	48 355,28	289 002,68	529 650,08	770 297,48	1 010 944,88
The cost of production		0,50	0,60	0,70	0,80	0,90	1,00	1,10	1,20	1,30	1,40
project NPV	48 355,28	766 581,94	622 936,61	479 291,28	335 645,95	192 000,61	48 355,28	-95 290,05	-238 935,38	-382 580,72	-526 226,05
Production volume		0,50	0,60	0,70	0,80	0,90	1,00	1,10	1,20	1,30	1,40
project NPV	48 355,28	-1 154 881,71	-914 234,32	-673 586,92	-432 939,52	-192 292,12	48 355,28	289 002,68	529 650,08	770 297,48	1 010 944,88

NPV value when the factors change		-50%	-40%	-30%	-20%	-10%	0%	10%	20%	30%	40%
Local selling price		-1 154 881,71	-914 234,32	-673 586,92	-432 939,52	-192 292,12	48 355,28	289 002,68	529 650,08	770 297,48	1 010 944,88
The cost of production		766 581,94	622 936,61	479 291,28	335 645,95	192 000,61	48 355,28	-95 290,05	-238 935,38	-382 580,72	-526 226,05
Production volume		-1 154 881,71	-914 234,32	-673 586,92	-432 939,52	-192 292,12	48 355,28	289 002,68	529 650,08	770 297,48	1 010 944,88

	Base NPV	NPV at a change of factor by - 10%	Change in NPV when the factor changes by -10%
Local selling price	48 355,28	-192 292,12	-498%
The cost of production	48 355,28	192 000,61	297%
Production volume	48 355,28	-192 292,12	-498%

Scenario analysis of the project

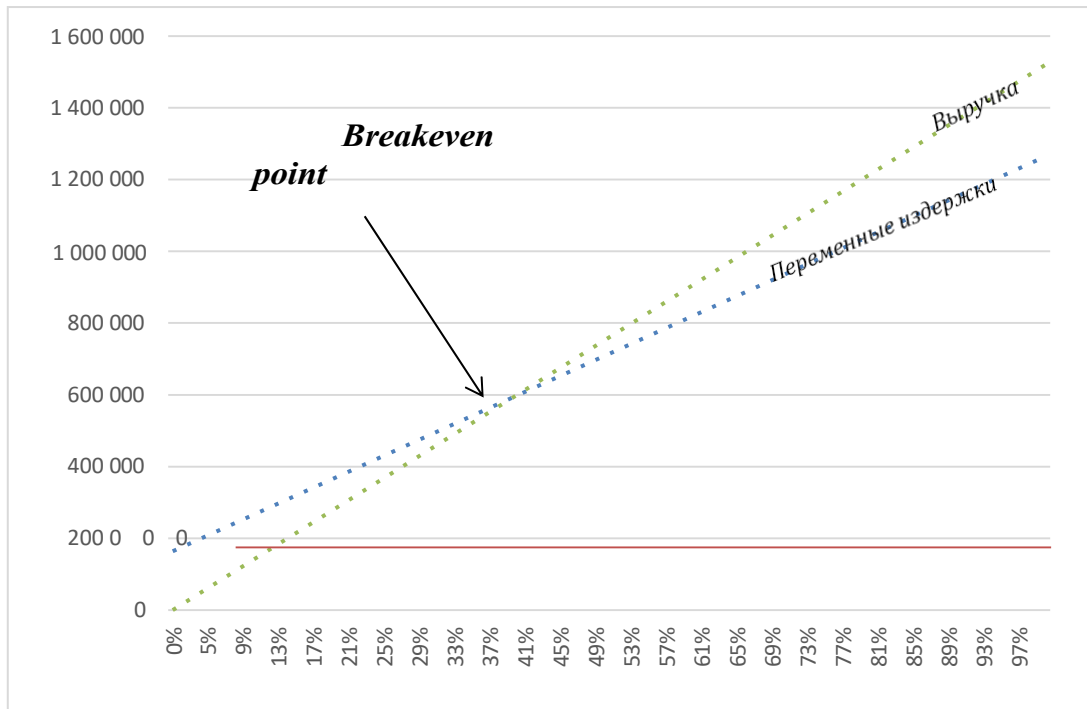
Local selling price	1,00
The cost of production	1,00
Production volume	1,00

	Selected scenario	Pessimistic scenario	Current scenario	Optimistic scenario
Local selling price	0%	-10%	0%	5%
The cost of production	0%	10%	0%	-5%
Production volume	0%	-5%	0%	10%

NPV of the project (for year 10)	48 355,28	-444 228,78	48 355,28	493 181,42
Probability of scenario occurrence		10%	80%	10%
NPV of the project, taking into account the probability		43 579,49		

BREAK-EVEN POINT ANALYSIS

TOTAL SALES AT FULL CAPACITY	1 520 640
FIXED COSTS	163 736
VARIABLE COSTS	1 101 193
BREAKEVEN POINT	39%



Information about the performer of the project

Business plan "Opening of clinker production" was made by the research agency "**Global Innovation Trade**". All our specialists have impressive experience in developing business plans, supported by deep knowledge in various areas of economics and business, the presence of a strong information base, knowledge of the most advanced approaches to business organization, knowledge of the latest methods of calculation and their competent adaptation to the specifics of the region or a particular industry.



Research contractor:

Global Innovation Trade Marketing Agency

Phone: ++998 91 224 44 44

E-mail: git@gmail.com