

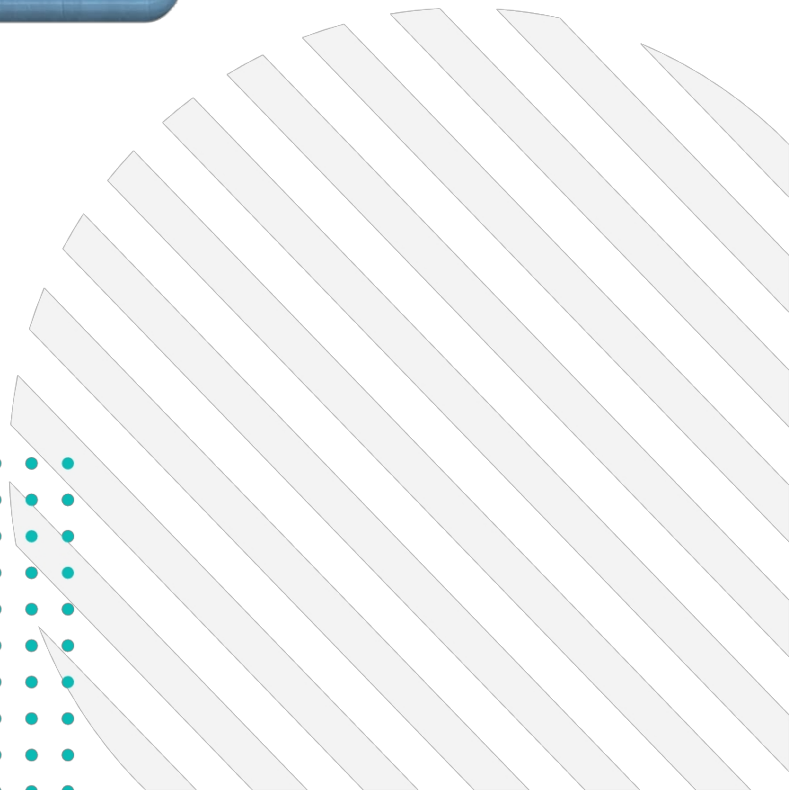
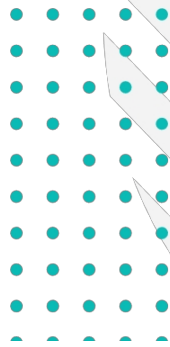


**Global**  
INNOVATION TRADE

## **Business project for the production of instant noodles**



June 2023.



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## 1. MANAGEMENT SUMMARY

According to historical literature, the first instant noodle, E-Fu (or Yi-Fu), was a Chinese dish of Guangdong cuisine from the 16th century. According to legend, the technology of frying noodles in oil was invented by a chef named Yu Binzhou from Yangzhou. Semi-finished foods processed in this way were preserved for a long time, and traditional boiled foods were prepared for the Chinese when they needed them.

Invented in 1958 by Japanese Momofuku Ando, founder of Nissin Food Products, Nissin Chikin Ramen is the first commercial product to form a new segment. At the same time, an event that causes sincere surprise and product: noodles invented by the businessman were recognized as the best invention of the 20th century, beating, in the opinion of the Japanese, the Sony Walkman and the karaoke player. And another respectable fact: Top Ramen, the trademark of the American branch of the company, served to popularize the dish in the United States.



Favorite dishes of young people, travelers, low-income people and people who save time, "Doshirak", "Rollton", "Hotlunch", "Miwina", "Ramen", "Kuksu", "Misua" - these and many other noodle names have moved into the branded segment. The simplicity of the dish, the quickness of preparation, the low cost - these factors have ensured the title of a popular product capable of satisfying hunger in a limited time. On a global scale, this title can only be claimed by egg dishes and sausage rolls.

Production of instant noodles - technologically uncomplicated type of business, which is recommended to those who dream about their own production business.

## 2. INTRODUCTION

In the current context of further liberalization of economic reforms carried out in Uzbekistan, small and medium-sized businesses should have priority development. Today, small business occupies a decisive place not only in the production of gross domestic product. Perhaps the most important source of well-being and growth of incomes of the population is to ensure, in principle, solving the problems of employment, which are especially important in small towns and villages. Today the issue of financial support for entrepreneurs acquires a topicality. In addition, a robust institutional and legal framework has been created, a regulatory framework that serves as a foundation for the creation and development of small business and private enterprise in the country, and support for its investment, another important document has been adopted that has a direct bearing on the lives and activities of millions of citizens of our country. As a result it is aimed at increasing their level of well-being.

Uzbekistan's economy achieved record growth in 2021, despite the ongoing pandemic and high turbulence in the global economy. At the end of the year, our country's gross domestic product grew by 7.4%, against an average growth of 1.9% in 2020.

The inflation rate in Uzbekistan continues to decline from year to year. During 2021, the consumer price index increased by 10% compared to 11.1% at the end of 2020. Prices for food products increased by 13% (15.3% in 2020), for non-food products - by 7.8%. % (8,8%). The cost of services grew at a higher rate than last year, 7.7 percent compared to 7.1 percent in 2020.

Fixed-asset investment rose 5.2% in 2021, reversing a 4.4% decline in 2020. Decentralized investment increased by 7.4 percent, mainly due to foreign direct investment and loans, which increased by 18.4 percent. Also, investment from household funds increased by 4.5 percent. At the same time, capital investments of enterprises decreased by 3.6 percent. Centralized investments decreased by 3.6 percent, which was a sharp decrease in foreign investments and state-guaranteed loans - by more than 30 percent. It should also be noted that such investments in the total volume of investments decreased from 11 percent in 2020 to 7.1 percent at the end of last year. At the same time, there has been an increase in investments, which increased by 36% at the expense of budget funds.

On the whole by the results of 2021 the share of centralized investments in the total volume of investments in fixed assets continued to decrease from 19.9% to 18.3%, the share of decentralized investments increased accordingly.

By the end of 2021, there was an increase in production in all sectors of the economy. The volume of industrial production increased by 8.7 percent (growth in 2020 was 0.9 percent). The highest growth rates are in the electricity, gas, steam and air conditioning sectors, which grew by 13 percent. The mining industry is recovering from a severe downturn in 2020, with output up 10.7 percent from a 22 percent decline last year. The manufacturing sector continues to show strong annual growth rates, with output growing 8.2 percent in 2021 (up 7.9 percent in 2020). The industry leaders in 2021 were textiles (19.1 percent), apparel (18.7 percent), finished metal products excluding machinery and equipment (18.9 percent), beverages (17.7 percent), metallurgy (8.1 percent growth), chemical products (5.7 percent). At the same time there was a decrease in production of cars (by 5.7 percent), electrical equipment (by 6.6 percent), coke and coke products (almost 30 percent).

The services sector is experiencing dynamic growth. At the end of 2021, the output of market services increased by 19.2% against an average growth of 3% in 2020. Growth was observed in all areas of service delivery. The largest growth was in financial services (28.4 percent), communications and information services (21.8 percent), real estate and property (24.2 percent), education (28.7 percent), health care (26 percent), and rent and lease (21 percent)

In agriculture, on the contrary, despite harsh natural and climatic conditions, the production growth rate in 2021 dynamically increased to 4 percent (by the end of 2020 - 2.9 percent). Crop and livestock production increased by 3.9 percent. The fish industry continues to grow at a fast pace, increasing by 21.4 percent (17.9 percent in 2020).

According to the results of 2021 it was possible to return to the positive dynamics of foreign trade. The volume of foreign trade turnover increased by 16% to \$42.1 billion and exceeded the figure for 2019 (\$41.8 billion).

Exports increased by 10% to \$16.6 billion and imports increased by 20% to \$25.5 billion. The trade balance was negative and amounted to \$8.9 billion.

The State Committee reported that the volume of gross domestic product (GDP) in Uzbekistan in 2022 reached 888.34 trillion soums in current prices. The real growth rate was 5.7 percent compared to the level of 2021. The share of industrial products in GDP grew to 484.7 trillion soums (+5.2 percent), services - to 343.3 trillion soums (+8.5 percent), net taxes on products - to 60.3 trillion soums. When calculating Uzbekistan's GDP based on the average exchange rate of the US dollar, the nominal GDP amounted to 80.38 billion dollars, which is 11.18 billion dollars more than in 2021.

The sector of trade, accommodation and catering grew by 9.3 percent, and transport, information and communication by 14.7 percent. Relatively low growth rates were observed in agriculture, forestry and fishery (3.6 percent). GDP per capita increased in real terms by 3.5 percent from 21.15 million soums to 24.91 million soums (\$2,254.9). By comparison, in 2021 the increase was 5.3 percent, and in 2020, the year of the pandemic, the increase was 0.1 percent. Uzbekistan's GDP is projected to grow 4.9 percent in 2023 and 5.1 percent in 2024.

### 3. CONTENT AND PURPOSE OF THE PROJECT



Production of noodles in the Kamashi district is not established. Today, the preparation of the population with semi-finished products is growing very rapidly. The demand for it is very high.

The technical and economic basis of this project is designed to justify the financial and economic efficiency and technical feasibility of the project for the production of instant noodles in the territory of Kamashi district.

Start of the project: 3 quarter of 2023.

Projected date of commissioning: 3 quarter of 2024. Financial Resources Required for Project Implementation: The total investment cost of the project is \$1,273,410.00.

The economic goals of the project:

Creation of a competitive enterprise for the production of instant noodles;

- The formation of an economic framework that provides a guaranteed return on funds spent on the project;
- development of the production center using funds generated from revenues;
- benefit.

Strategic goals of the project:

- the creation of a large modern center for the production of instant noodles;
- to be the most reputable company in its geographic region, offering a full range of services to meet consumer needs.
- Priorities:
- Creation of a modern enterprise for the production of instant noodles;



- organization of staff recruitment and training;
- stimulate the growth of market power and ensure full utilization of the production capacity of newspapers, magazines and special blanks for allocated funds by attracting some of our competitors' customers on the basis of long-term contractual relations;
- Formation of a positive image of the production of instant noodles;
- to take its place in the market and increase production volumes of instant noodles.

### **1.2 Advantages and benefits of the project**

1. Making a worthy contribution to the development of the noodle complex, because most of the noodles procured in the republic, to date, does not meet the full-time demand.
2. Supply of cheap and high quality noodle products to entrepreneurs and residents of the Republic, bringing a large amount of money to the economy of Uzbekistan.

### **1.3 The project introduces innovative technologies in the following areas:**

- \* Organization of production based on European technology and the output of the highest quality products through the automation of production;
- \* Implementation of automation of all production cycles and accounting of material assets, operational control of compliance with production technology;

### **1.4 Financial status of the project**

Investment and financing

The total investment cost of the project is \$1,273,410.00U.S

The currency accepted for payment is sums and U.S. dollars.

The forecast period of financial and economic activity is 7 years. The normal payback period of the investment project is 3 years, and the discounted one is 2.8 years. The net present value of the project is 1,273,410 U.S. dollars. The internal rate of return is 42.44%.

We pay for the investment project and provide additional benefits to the initiators of the project; the balance of funds throughout the planning horizon remains positive

**THE MAIN FINANCIAL INDICATORS OF THE PROJECT:**

- Project amount: \$1,273,000
- Average annual gross income: **\$1,562,000.**
- Average annual income: **\$674,000**
- Average annual net profit - 370 thousand dollars (\$)
- Real payback period of the project based on net profit = 34 months
- Average profitability of the project = 40%
- Average net profitability of the project = 25%

**IRR= 42,44%**

DOLL.

PERIOD	CFT	CONTACT	IRR
0	-1 273 410	0,00%	42,44%
1	920 494,12		
2	417 943,03		
3	398 512,31		
4	434 391,24		
5	447 146,85		
6	483 167,62		
7	520 217,43		

**PP= 2,85 years**

DOLL.

PERIOD	CONTACT INVESTMENTS	PV	REMAINDER INVESTMENTS
0	-1 273 410		-1 273 410
1	-1 273 410	920 494	-352 916
2	-352 916	394 286	41 370
3	41 370	354 675	396 045
4	396 045	364 723	760 768
5	760 768	354 182	1 114 950
6	1 114 950	361 051	1 476 001
7	1 476 001	366 733	1 842 734

PERIOD	CONTACT INVESTMENTS	PV	REMAINDER INVESTMENTS
Coefficient payback period, %		-2,15	
Coefficient payback period, months		-25,78	
Deadline payback period, months		34,22	
Deadline Payback, in years		<b>2,85</b>	

## 4. CURRENT LEGISLATION AND THE CONTENT OF THE PROJECT

### 4.1 Design and Technology

For the implementation of the investment project the company has chosen the markets of private and public services in the market of Uzbekistan. We also buy the necessary tools and equipment through the exchange. The main reason for this is that the tools necessary for the enterprise are produced in our country.

#### Production area and building

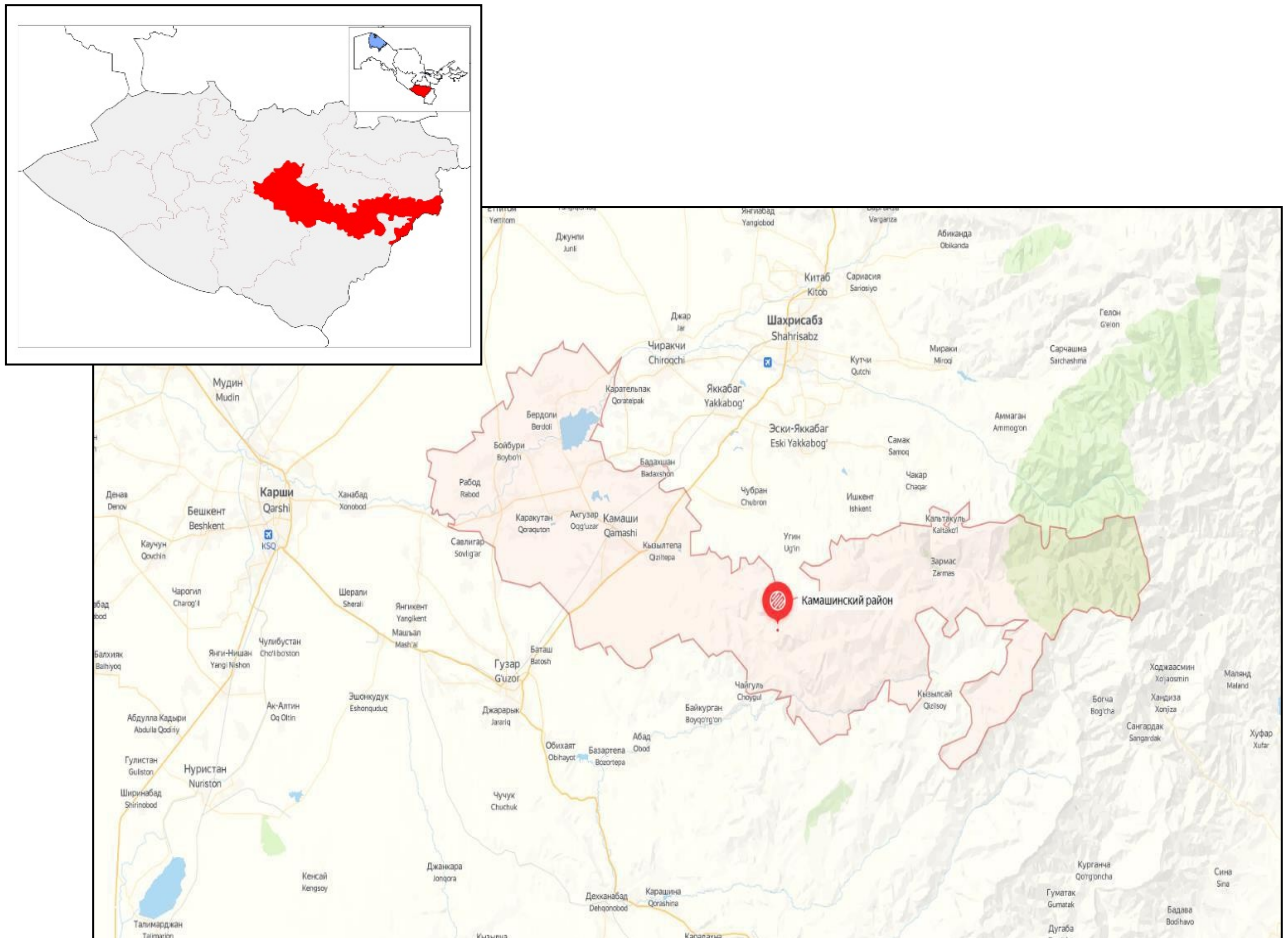
The production site is located in Kashkadarya region, Kamashi district at the following address: Qiziltepa village.

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, with the population of the Kamashin region itself, is 286 thousand people.

#### Project Location



## Production area

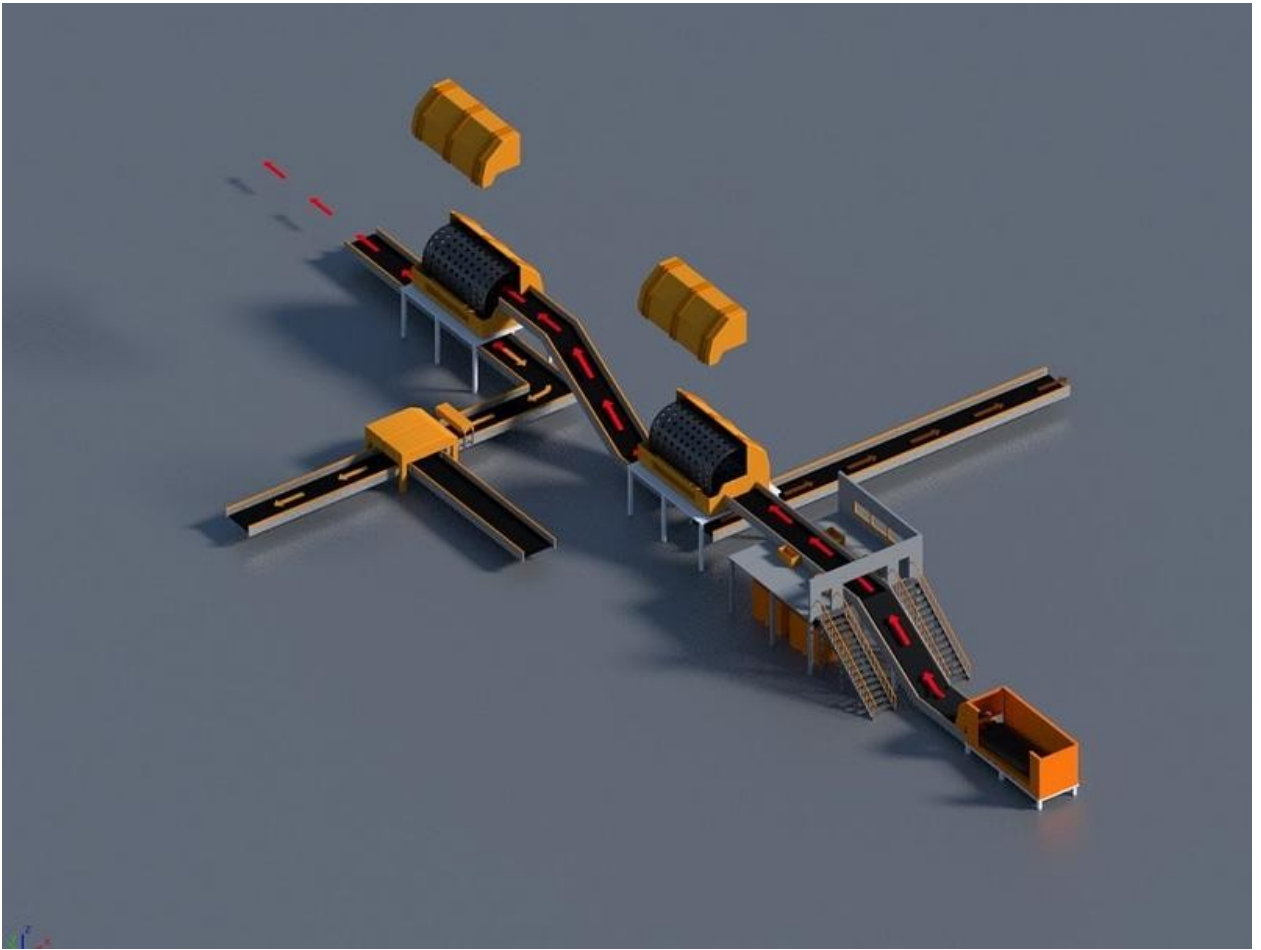


## Production building









Raw material preparation shop

Dough preparation workshop

Shop for production and packaging

Warehouse space

Office area

The rooms are equipped with the necessary engineering and technical communications - water supply, heating, sewerage and air conditioning. Each room maintains a strict temperature regime in accordance with the technology of production. We are looking for a suitable option-rooms, where there is already a food production. In this case, the necessary communications will be installed and the re-equipment of the areas will take less time.



## Production

The technology of instant noodle production consists of integral steps that differ depending on the type of production line and components:



Preparation and quality control of raw materials;

Preparation of flour, making dough;

Formation of pasta;

Steam treatment of semi-finished products;

Cooling;

Drying;

Frying in vegetable oil;

Quality control and prototyping; Packaging.

Save, upload and send.

## Infrastructure systems

In the field of logistics, it was preferable to use the services of private freight carriers rather than cooperate with individual enterprises. The main reason for this is that the services of logistics enterprises established by legal entities are more expensive.

Since the production building is located in an empty area, there are communication systems.

**Product compliance with international standards.**

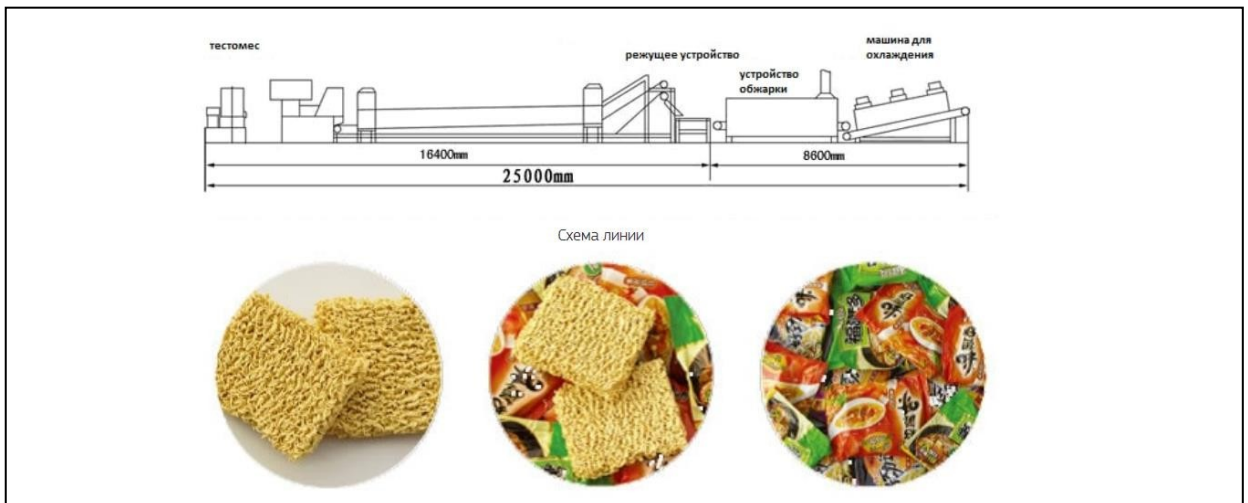
Technical characteristics of the manufactured product meet the requirements of GOST, international standards of Iso 9000 series as a natural product, which ensures its compliance with international standards.

Technological equipment, equipment for raw material processing and auxiliary equipment in some items meet, and in some items exceed, international high-tech standards.

**Supply of equipment and consumables:**

The production equipment is made in China and is of the highest quality. The company buys premium equipment. GUANGZHOU HALO I&E CO.,LTD supplies us with equipment.

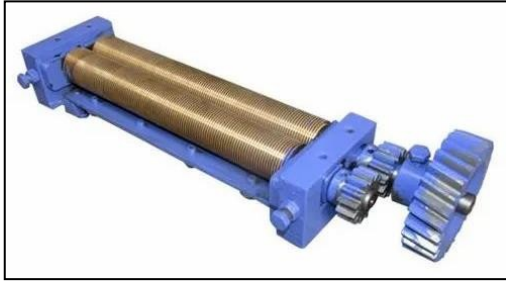
Lineup:



Mixer for dry components



### Cutting device



### Cooker



### Roasting device



### Cooling machine



**Description:**

Fully automated line for the production of instant noodles - a new generation line, taking into account the experience of various producers of similar products. This type of product has a huge popularity among consumers. The line is compact, reliable and stable, easy to operate. The production process covers all technological stages from raw material processing to finished instant noodles. The main advantages are full automation of the process, high output of the final product, reduced energy consumption, saving production space, the low cost of equipment on the price-quality ratio. The line is suitable for production of small and medium capacity, requires economic investments and quickly pays off. The finished product swells quickly, is elastic, transparent, pleasant to the taste.

## 5. MARKETING PLAN

Purpose marketing strategy of an enterprise is to increase the efficiency of production.

### *Pricing strategy*

The pricing strategy for instant noodle production includes the following measures and will continue to implement them:

- Study the pricing policy of competitors;
- The use of a discount system;
- pricing based on current legislation and cost recovery;

Organization of a flexible payment system - the possibility of deferred payments.

The principle of price research is based on the reduction of fixed and variable costs, but should not be to the detriment of the services provided. A special discount program is used as a price incentive for regular customers.

If necessary, a policy of price discrimination is applied. The presented differentiated approach seems to be optimal when there are some changes in the market that can affect the instant noodle enterprise.

Channels and methods of distribution. Sales promotion

The price policy of this project is consistent with the high quality of services provided, and most importantly supports a positive opinion of the buyer. In this case, the adoption of the position leads to the conclusion. The main attention should be paid to differential pricing, the study of the price level of the middle echelon of services in the market.

### Dissemination strategy

The activities of the company for the production of instant noodles will be aimed at finding customers who have the ability to pay in the market, and the establishment of long-term contractual relationships with them.

### Promotion strategy

Achievement of the marketing objectives requires the company to implement comprehensive measures, direction, cooperation and development to implement the chosen feature of the location.

- The company implements the following types of promotional activities.
- Advertising activities.

- specialized print media;
  - Own website;
  - Outdoor advertising and more.
  - Direct marketing.
  - In addition, in order to have effective advertising and a strong image, you must pay attention to the following.
- Be flexible to the needs of customers and fully meet them;
  - Being polite to the customer with a high culture;
  - Have a clear advertising and service program;
  - Timely response to customer needs and changes;
  - Providing impeccable products to customers;
  - Clearly defined and completely fulfilled obligations;
  - To be a constant observer in the marketplace;
  - Be friendly with customers;
  - Work with potential clients;
  - A recollection of myself;
  - Clothing and shoes with a special logo;
  - The mode of operation must be convenient for customers;
  - The aesthetics have to be above the level of the customers;
  - Convenient and advanced structure;
  - Organization labels, promotional banners и indicators that attract customers;
  - Availability of materials, letterheads, souvenirs and paper booklets when clients show up;

№	Project name	Plan	Assignments
1	Promoting the company brand and increasing sales volume	Advertising in social networks	Assembling an SMM team or finding an outsourcing firm for social networking organizations
			Instagram, Facebook posting and targeting
			Find Telegram channels in the regions and arrange for Collaboration
			Development of promotional materials and tools
		Advertising in outdoor advertising media	Search for external advertising media and coordination Collaboration
		Handouts	Development of leaflets and booklets
		Advertising through the site	SEO optimization
			Yandex, Google contextual advertising
		Advertising in social networks	kun.uz.
		Trading sites	daryo.uz
			olx.uz
			prom.uz
			glotr.uz
Increase the number of subscribers in social up to 15,000	Posting posts and videos that gather followers on Instagram, as well as holding contests		
№	Project name	Plan	Assignments

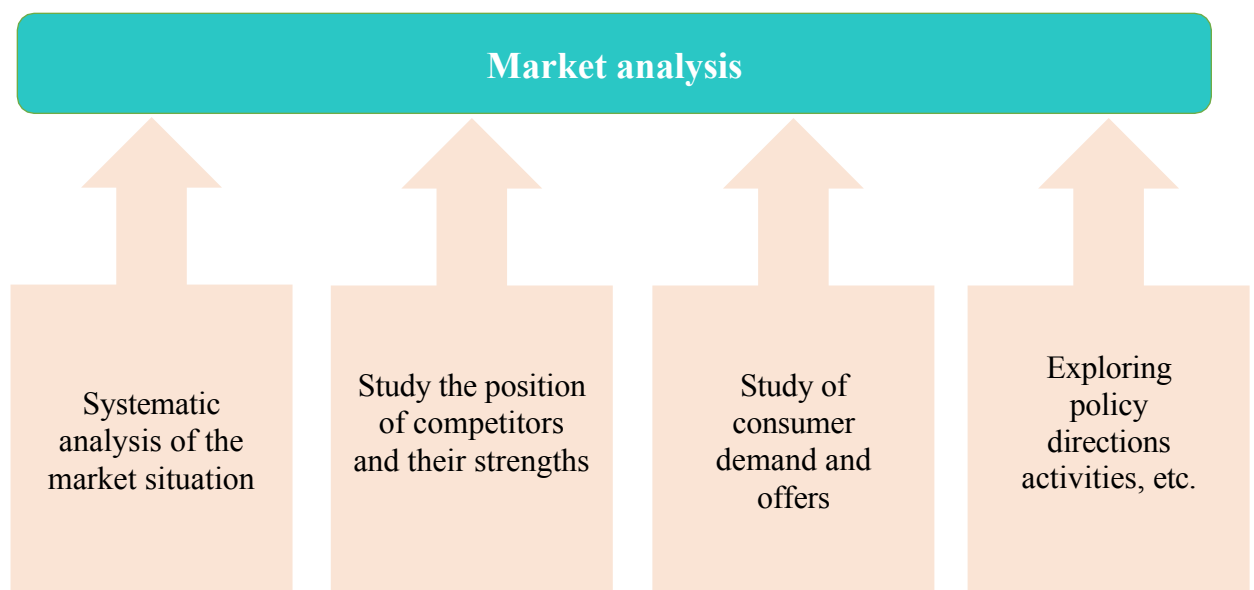
2	Actions against competitors	Achieving customer loyalty	Providing high-quality and customer-friendly products
			Attract potential customers with promotional tools and provide them with favorable offers
			Achieving lifetime customer value
			Using promotions, skids and other tools sales promotion



***Loyihaning bozor sharoitidagi tahlil.***

All reforms carried out in the Republic of Uzbekistan are aimed at protecting the socio-economic interests of the population and improving their way of life. At present, the development of each industry and meeting the population's demand for newspaper services is the main requirement of the market economy. The company plans to develop its production activities based on its capabilities and market requirements. For this purpose, it is supposed to conduct some research and study the requirements.

The company strives to constantly analyze the market and uses the following methods.



List of competing products

t/r	Name goods	Unit measurements	Price	Picture
1	Rollton	61 gr.	2 000	
		85 gr.	3 000	
2	Bigbon	75 gr	3 000	
		95 gr	4 000	

t/r	Name goods	Unit measurement	Price	Picture
3	Maccaldo	50 gr	1 400	
		90 gr	2 900	
4	Hot lunch	50 gr	1 400	
		90 gr	2 900	

**Competitor analysis**

	<b>Direct competitors</b>	<b>Indirect competitors</b>
<b>Strong</b>	These competitors pose a threat to business. Strategies, necessary to protect current customers	These competitors pose a threat to business. Strategies, necessary to protect current customers
<b>Weak</b>	These competitors are sources of business growth. We need programs aimed at attracting customers of these companies	These companies do not pose a threat to business, it is necessary to monitor the actions of these players, however.

**MARKETING COMPLEX "4P"**

<b>Product</b>	<b>Price- price</b>
Instant pasta is a type of food, consisting of pasta sold as pre-cooked and dried pasta blocks with seasonings. Dry noodle blocks are boiled or dipped in boiling water before eating. water for a few minutes...	Pricing is based on consumer demand and market conditions. In our first study, a 50-gram noodle cost 1,300 soums and a 90-gram noodle cost 2,000 soums.
<b>Place- Place</b>	<b>Promation- Movement</b>
Scope - the company operates in the area Kamashi does. From this address product delivery is possible by neighboring regions and other regions and neighboring countries.	Attracts customers by advertising on posters, television, social networks, and a number of other commercial sites.

**MARKETING MATRIX**

<b>№</b>	<b>Contents</b>	<b>Quarter 1 (importers)</b>	<b>Quarter 2 (Local entrepreneurs)</b>	<b>Quarter 3 (Entrepreneurs, working in the regions)</b>
1	Customer description	Foreign consumers	Consumers of other regions	Consumers of the city Tashkent and the region
2	Consumption volume	18%	51%	31%
3	Geographic location consumers	Foreign consumers	Consumers of other regions	Consumers of the city Tashkent and the region
4	Decrease, increase, or stable demand for the product	That's cool.	That's cool.	That's cool.
5	The opportunity to purchase a product	middle	high	middle
6	Attracting the product to consumer	Reasonable price Quality	Reasonable price Quality	Reasonable price Quality

The company sells its products mainly in the B2B segment. We have designated Basket, Macro, and Havas grocery store chains as our main customers, as well as private small stores.

As a result of our research, we found that the main buyers of instant noodle products are:

1. Students;
2. Workers;
3. Builders;
4. Little kids;
5. And others.

Corporate products are not monopoly products. The price of manufactured products is agreed upon.

Pricing at the sale (contractual) price consists of the following steps:

- material costs per unit of production are determined, is the sum of basic equipment, taking into account the cost of transport, returnable waste, energy costs;
- calculation is made, which includes predetermined material costs, base wages of workers, accrual of wages, production costs (maintenance and repair of equipment), depreciation charges. Bularning barchasi (ishlab chikarish tannarhi) davr charajatlari bilan birgalikda korhonalarning ulgurzhi narkhini tashkil kiladi.

Price is an important element of the marketing mix. The pricing process consists of several steps.

1. Identification of external factors affecting the price;
2. Determination of pricing goals;
3. The choice of pricing method;
4. Development of a pricing strategy;
5. Market price adjustment.

The pricing of the company's products is influenced by four main factors:

a) consumers, that is, the type and formation of demand. In this case, the demand for the Company's products is defined as satisfactory.

b) market price - the price of enterprise products is not controlled by the state. c)

participants channels sales channels - price raw materials,  
materials, semi-finished products, components are determined by the supplier.

d) the state - its role is reduced to establishing the "rules of the game", that is, the state introduces a number of prohibitions that should limit market participants from unfair competition.

The question of the pricing method is central to the formation of a marketing program. The calculation is based on the cost method, and the conflict method takes into account the internal costs of production, as well as the percentage of profit planned by the entrepreneur. Advantages of the cost method:

- producers always know more about their surplus than about consumer demand;
- mass use of the method leads to minimal price competition;
- easy pricing.

Development of pricing strategy is the entrepreneur's choice of the dynamics of possible changes in the price of goods in market conditions, the most appropriate to the purpose of the enterprise. It was reasonable to use the strategy of determining the prices of existing goods. The entrepreneur sets his prices as close to the market prices as possible.

Adjustment of the market price implies acceptance of the final price taking into account the market influence of the producer. At the same time, a system of product discounts is provided for:

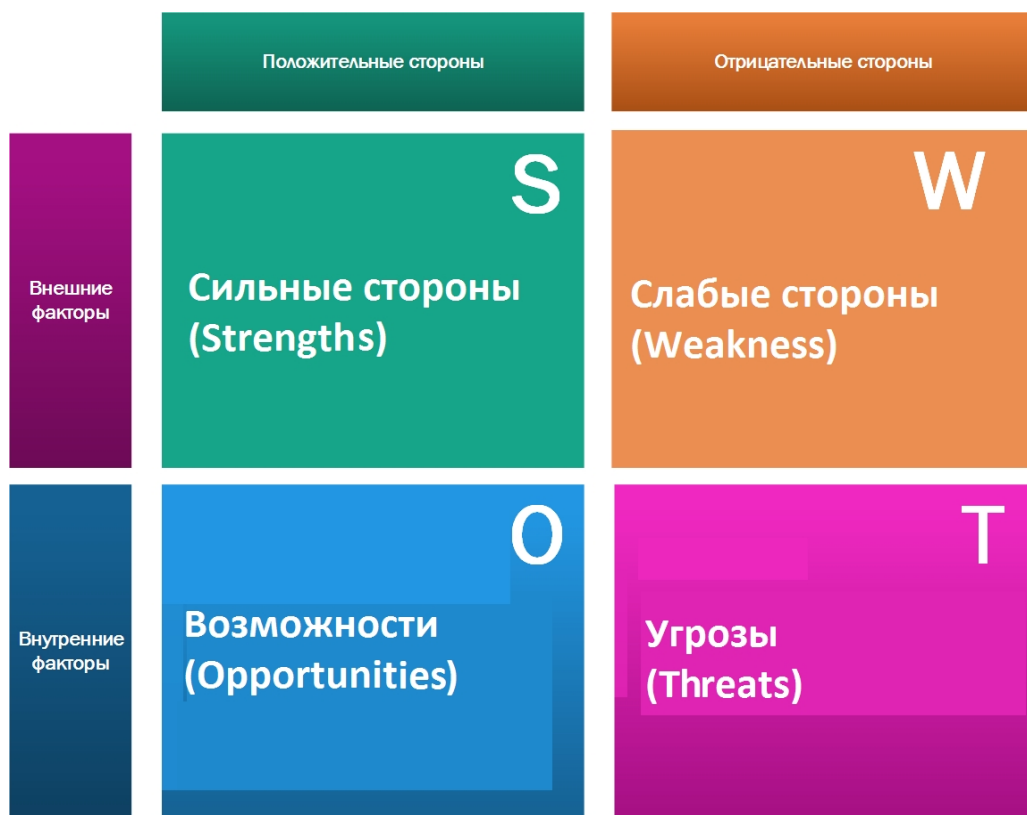
The cost pricing policy is based on the principle of covering all or at least a significant part of the costs. The necessary information is obtained from production accounting data (costing). Costing is a methodological tool that links costing with pricing. There are two types of costing by purpose and method:

- 1) calculation of progressive costs, i.e., a price that fully or partially covers costs based on the cost of production. The disadvantage of the method is that it underestimates the market effect. A price calculated in this way does not guarantee that it will be accepted by the market;
- 2) The recalculation method is based on the sales price calculation and is aimed at controlling the market price in terms of costs. It is a verification of prices expected by consumers or set by competitors.
- 3) Direct cost pricing is not problematic unless price plays a major role for consumers. This method of pricing is inherently risky for enterprises whose cost structures are relatively unfavorable due to technological or organizational shortcomings.

Cost-based pricing tends to perpetuate existing obsolete cost structures. On the contrary, this form of pricing is possible when there is fierce cost competition and rationalization and at the same time an agreement on the profits to be made by each business entity.

The subject of price analysis in this case is the willingness of consumers to pay a certain price (the upper price limit), the reaction of consumers to price changes (price elasticity) and the possibility of price differentiation. Barring the need to operate at prices above the lower price limit, there is no direct relationship between cost and pricing in consumer orientation. If consumers have an idea of

The "right price," then pricing must take these perceptions into account. In contrast, consumers' perceptions of "fair" prices for many new products are shaped by the prices charged for them.





S Strengths	W - Weaknesses	Strengths 4 Weaknesses 2. <b>S&gt;W</b>
Availability of demand for the product ++ Providing state-of-the-art technology+ Study of foreign experience in this type of activity++ The growing demand for semi-finished products	- Lack of a strong brand++ Many competing businesses+	++S 2 ++W 1 ++S>++W
About Opportunity	T-threats	Opportunities 3 2
Increased attention to production in issued Resolutions and Decrees++ Expand Product Type+ Manufacturing is possible of non-standard products++	- The emergence of strong competitors+ - Indeterminacy of purchasing power abilities++	<b>O&gt;T</b> ++O 2 ++T 1 ++O>++T

## 6. INVESTMENT PERIOD

Pre-investment phase of the investment project - Q3 2023. The pre-investment phase includes the following activities:

- study of markets for goods, products, works, services (hereinafter - products) and their segments, raw material zones, balances of production and consumption, identifying potential customers, the formation of a customer base;
- preparation of preliminary data required for financial and economic calculations of the investment project;
- Determination of the scheme and sources of financing of the investment project;

At the pre-investment stage, a final decision is made (by the customer, investor and other interested parties) on the feasibility of the investment project and the development of a business plan. Start of the project implementation - August.

Title of work	3 qr. 2023	4 qr. 2023	1 qr. 2024	2 qr 2024	3 qr. 2024
Coordination of business plan with local authorities, conclusion of a loan agreement.					
Opening and funding an escrow account to pay for audit and insurance credits					
Concluding contracts with equipment and technology suppliers					

Title of work	3 qr. 2023	4 qr. 2023	1 qr. 2024	2 qr 2024	3 qr. 2024
Preparing a government decision, coordination and The decision-making of its local bodies is concerned with Government.					
Opening funding					
Provision of land for construction and on lease for agricultural production					
Organization of equipment delivery					
PSD Preparation					
Construction and installation and commissioning works					
Acquisition and transfer of technology					

Title of work	3 qr. 2023	4 qr. 2023	1 qr. 2024	2 qr 2024	3 qr. 2024
Purchase and delivery of raw materials and replenishment of working capital					
Getting Started					

2023 (preparation of research work and design and estimate documentation).

Investment stage of the investment project: implementation of construction and installation works is planned from May 2023 to August 2024.

Operational stage of the investment project: The start of the enterprise is planned from August 2024.

The company needs additional funds to further develop production, capture the market and attract new customers. The activity is organized on the basis of own funds and investments of 1 273 410,00 USD allocated to the enterprise.

## 7. ORGANIZATIONAL PLAN.

The company employs 35 workers for production and organization of production. They are the director, chief technologist, accountant, operator, etc. The working time is 8 hours. There are 320 days in the year.

An individual employment contract is signed with each employee, which defines his or her rights and obligations, determines the internal order of the employee, and provides equipment for the day and workplace. Personal protective equipment and social protection are guaranteed.

There is a system of work incentives.

A large enterprise requires the following employees:

- manager with the functions of a specialist in advertising and marketing;
- technologist;
- cooks the food;
- accountant;
- equipment adjusters;
- driver.

Employees must meet the following requirements: work experience of 3 years or more, a medical book, stamina and attentiveness. Men 25-60 years old are usually hired for loading equipment and kneading dough, and women 25-55 years are taken on the conveyor. About 10 people should work one shift. Young, energetic people under the age of 35 are usually hired for product sales and marketing.

It is possible to demonstrate experience in similar projects, as the right approach to project implementation can have significant benefits:

1. Improvement by creating a single "management tool" to improve the proper management of the business:

- Monitoring the activities of the enterprise;
- Remote management of enterprise activities from the office;
- Providing reliable information about businesses, Increasing the efficiency of processing;

2. To increase competitiveness:

- Increase the speed of response and management to market changes;
- increase the efficiency of production and sales;

- The use of various flexible schemes to work with clients "within the law and decency.
- 3. To improve business efficiency:
  - Increasing the efficiency of employees;
  - Reducing costs in the implementation of enterprise services, reducing the impact of the human factor;
  - Acceleration Production process for customers,
  - Simplification of commercial accounting and exchange of documents;

Developed by marketing strategy allows the enterprise The developed marketing strategy allows the enterprise to meet the marketing objectives and strengthen its position in the market.

NAME	QUANTITY	WEEKLY SALARY
<b>ADMINISTRATION</b>		
Director	1	900,0
Chief Accountant	1	700,0
The "bogeyman of the world	1	700,0
<b>TOTAL</b>	<b>3</b>	
Social security contributions (12%)		
<b>TOTAL</b>	<b>3</b>	
<b>PRODUCTION</b>		
Marketer	1	700,0
Salesman	4	500,0
Cook	1	300,0
Technologist	1	700,0
Cleaner	1	200,0
Working	20	300,0
Watchman	4	
<b>TOTAL</b>	<b>32,0</b>	
Social security contributions (12%)		
<b>TOTAL</b>		

NAME	QUANTITY	WEEKLY SALARY
Salary		
Social security contributions (12%)		
<b>TOTAL</b>	<b>35,0</b>	

## 8. PRODUCTION PLAN.

Instant noodles appeared in local stores relatively recently (about twenty years ago). In a very short time it has become the most popular food category.



Its main advantages: speed of preparation, cheapness and great taste. Therefore, it is necessary to pay attention to the feasibility of doing business on the production of such products, which are characterized by stable demand.

During process 30% of 50-gram noodles and 70% of 90-gram noodles are produced. In 8 hours of operation

12,000 50-gram items and 28,000 90-gram

items are produced. Then 40,000 noodles will be produced in 8 hours.

12,000,000 products are produced in a year, which takes 300 working days. This is not even a day's consumption of Uzbekistan's population.

PRODUCTION	EDN. EZM.	PRODUCTION RATE PER HOUR (COUNTS)	PRODUCTION CAPACITY IN 1 SHIFT WORKER MODE PER DAY (COUNT)	PRODUCTION CAPACITY IN 1 SHIFT WORKER (300 DAYS) (COUNT)
Noodles with peppers 50 g	piece	750,00	6 000	1 800 000
Noodles with peppers 90 g	piece	1 750,00	14 000	4 200 000
Classic chicken noodles 50 gr.	piece	750,00	6 000	1 800 000
Classic noodles chicken 90 gr.	piece	1 750,00	14 000	4 200 000
<b>General</b>			<b>40 000</b>	<b>12 000 000</b>

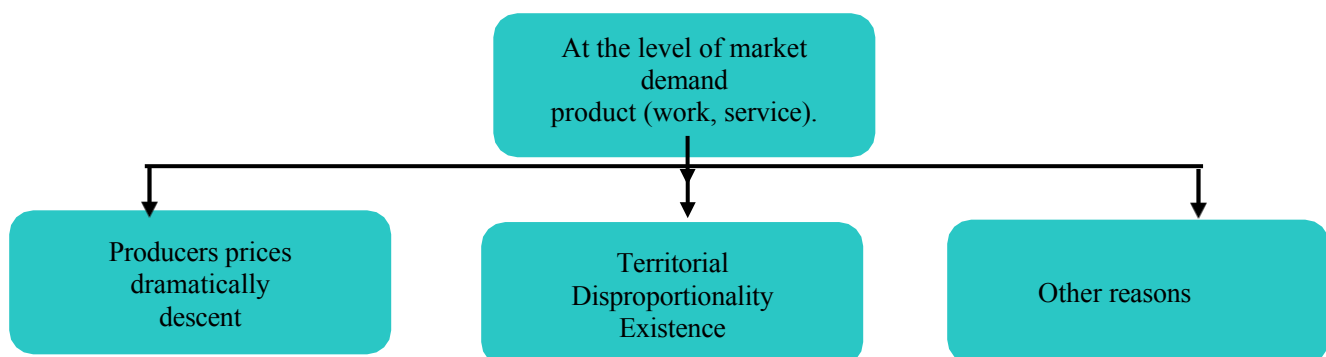


## 9. RISKS AND INSURANCE VALUATION

Types of risk	Risk level	Types of risk insurance
Changes adversely affecting the market	The Inevitable	1. In-depth market research is regularly conducted; 2. For clients are used advanced manufacturing methods.
Resistance participants, real competition	That's right.	1. 1. Application of judicial measures; 2. 2. Application of market conditions; 3. 3. use marketing tools.
The process of inflation	That's right.	Conducting a moderately rational pricing policy: price growth does not lag behind the rate of Inflation.
Commitment force majeure	Perhaps	Property and consumer insurance
Financial risk	The Inevitable	High financial status

### Harmful acts committed by society the concept of influence.

1). This can happen in the process of producing the product of danger.



2). Causes of damage due to errors and omissions made by the company in the production of products.

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## 10. SOCIO-ECONOMIC AND ENVIRONMENTAL IMPACT

### 8.1 Socio-economic significance of the project

The social impact of this project is reflected in the following indicators;

- the number of jobs created - 35;
- to meet consumer demand - by providing newspaper products of the project;
- tax payments -

### 8.2 Environmental factors

At the stages of the project there is no harmful impact on the environment, the project provides production. The company has developed regulatory documents to ensure the safety of production and labor protection.

The enterprise operates in compliance with the norms contained in the Law of the Republic of Uzbekistan "**On Nature Protection**".

The project will be implemented taking into account existing environmental factors in the area. The nature is not affected.

## 11. FINANCE DEPARTMENT ACTIVITIES

### 11.1 Total cost of investment

2023 (preparation of research work and design and estimate documentation).

Investment stage of the investment project: construction and installation works

It is planned to be implemented from May 2023 to July 2024.

Operational stage of the investment project: The start of the enterprise is planned from August 2024.

The company needs additional funds to further develop production, capture the market and attract new customers. The activity is organized on the basis of own funds and investments of 1 273 410,00 USD allocated to the enterprise.

Commercial activities include permanent financial and monetary operations on the purchase of raw materials, preventive maintenance and repair of equipment, labor remuneration and settlements with the state. When writing a business plan for noodle production, one should be able to accurately determine the total amount of these costs and describe their structure in detail, because it is they who mainly make up the profitability and self-repayment characteristics of the project.

In our case, an approximate list of cost items for ongoing activities would be as follows:

NAME	VALUE DOLL.
<b>FIXED ASSETS (RESIDUAL VALUE)</b>	
BUILDINGS AND FACILITIES	220 000
MACHINES AND EQUIPMENT	258 410
FURNITURE AND OFFICE EQUIPMENT	120 000
TRANSPORTS	45 000
<b>TOTAL FIXED ASSETS</b>	<b>643 410</b>
<b>WORKING CAPITAL</b>	<b>630 000</b>
working capital	630 000
<b>OTHER FINANCIAL COSTS</b>	-
Collateral insurance (0.05% of the collateral amount for 84 months)	

NAME	VALUE DOLL.
pledge agreement	-
Other expenses (1.0% of the loan amount)	
<b>INITIAL PROJECT COST</b>	<b>1 273 410</b>

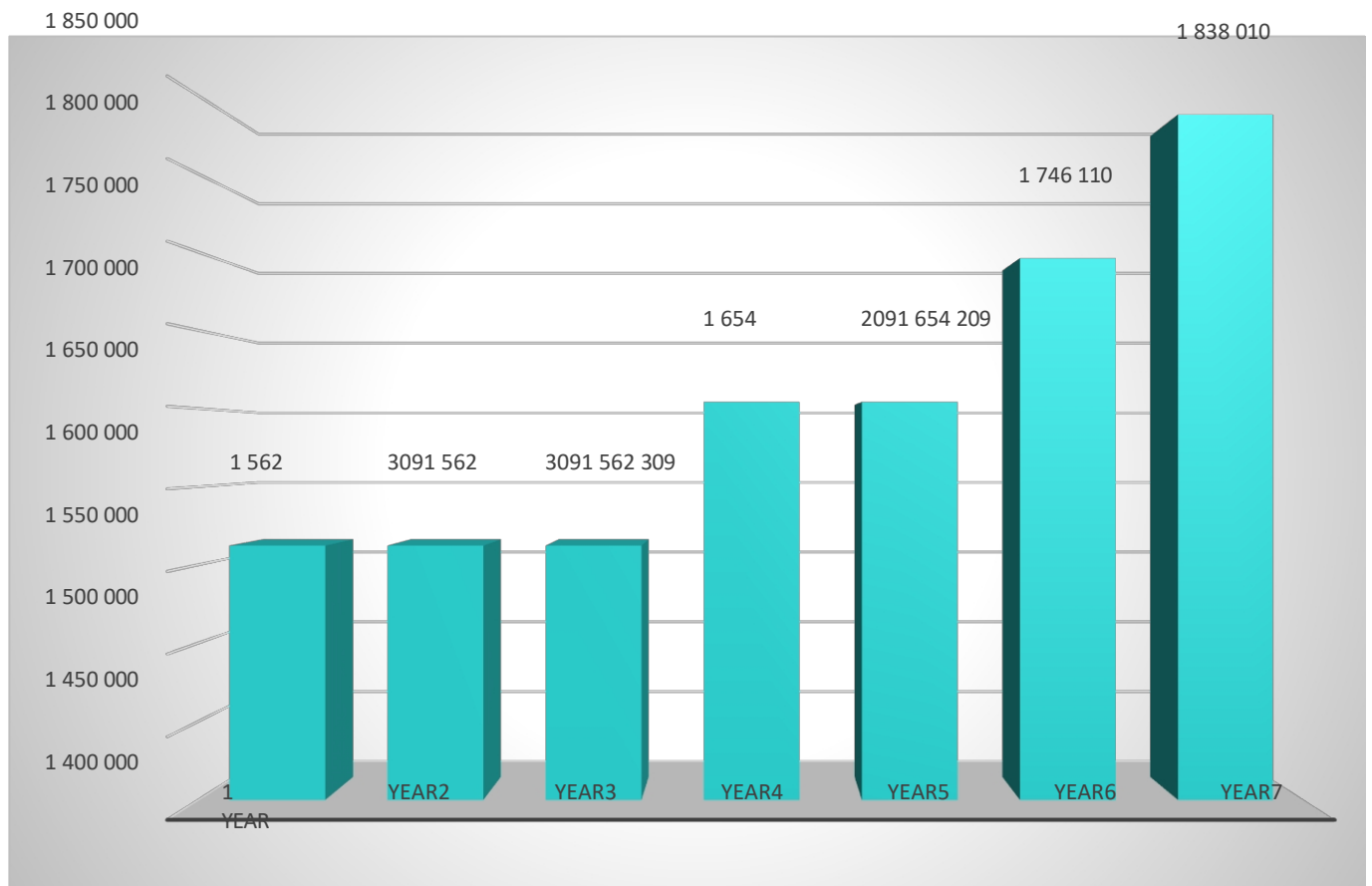
### 11.2 INCOME FROM PRODUCTION

Companies must enter into long-term supply contracts that stabilize the production and financial performance of enterprises. But we conclude long-term contracts only with the B2B segment.

We create our own website with product descriptions and commercial offers, and we organize the work process with the understanding that it is useful to use advertising methods on the Internet. It is useful to attend various exhibitions, where you can find potential clients and conclude large contracts.

Due to the high demand for the service provided by the society in the future, this will lead to a soon to be established society.

**Income from production**



## 9.3 PRODUCTION COSTS

### Full Cost Graph

To organize the project, it is necessary to collect the costs of both basic costs and additional costs, which leads to an increase in the price. The calculation is based on the average cost based on the monthly volume of goods turnover.

#### Utility costs

NAME	Q/y	PRICE PER UNIT.	NUMBER PER MONTH	MONTHLY DEMAND
ELECTRICITY	kW	0,061	14 480	889
WATER	m <sup>3</sup>	0,036	300	11
GAZ	m <sup>3</sup>	0,118	25 000	2 961
TELEPHONE	min			100
CANALIZATION	m <sup>3</sup>	0,2	150	30
MUSOR	m <sup>3</sup>	0,1	20	2,00
<b>TOTAL</b>				<b>3 990</b>

#### Tax expenses

From 2023 to 2028 the rates of corporate income tax, sales tax, property tax and land tax will be reduced by 50 percent for Uzbek entrepreneurs. In addition, the social tax rate is set at 1 percent. On August 31, the President of Uzbekistan signed a decree on measures to improve the well-being of the population of Uzbekistan through the accelerated development of entrepreneurship and infrastructure.

According to the document, for business entities located in all regions of Uzbekistan from January 1, 2023 to January 1, 2028 and

work in this region:

- \* tax rates for income tax, sales tax, property tax and land tax will be reduced by 50%;
  - \* social tax was reduced, the tax rate was set at 1%;
  - \* social tax paid by individual entrepreneurs is reduced 12-fold and 6-fold for those working in urban areas
- for persons working in the districts is determined in a lump-sum amount of the basic calculation amount per year.

At the same time, the above benefits do not apply to large taxpayers, permanent institutions, budgetary organizations and state enterprises, legal entities with the state share of 50 percent or more in the authorized capital;

October 1, 2022 to January 1, 2028:

\* 70 percent of the cost of transportation of products manufactured in Uzbekistan to foreign countries, including the transportation of raw materials purchased for the production of exported products, is covered by the agency for the promotion of exports;

\* warranty up to 75 (inclusive) sums

The total amount of the allocated credit does not exceed 2.5 billion soums,

- business support from the State Fund.

In addition, young entrepreneurs in Uzbekistan are provided with loans to purchase the necessary equipment.

to provide products and services directly through the fund to support young entrepreneurs, based on the decision of the government commission

Ministry of Investment and Foreign Trade for 7 years.

By the end of the year an additional 200 billion soums of credit will be allocated to finance projects under family business development programs in Uzbekistan.

The document also stipulates that the most preferential tax incentives will apply to business entities, if the legislation provides tax benefits in excess of those specified in this Decree.

According to the decree, taxes levied on all taxpayers registered in Uzbekistan will be transferred to the budget of Uzbekistan in an amount not less than the approved amount of state budget revenues for 2022.

As a result of the introduction of tax benefits, losses in the budget of Uzbekistan will be fully covered by inter-budgetary regulatory transfers allocated from the budget of the Republic of Uzbekistan, the document said.

In order to further improve the living conditions of the population of Uzbekistan and solve the socio-economic problems of the republic, as well as support regions in a difficult situation, exceeding the projected income from the value added tax from the 3rd quarter of 2022 to the end of 2024. the end of each quarter as an exception is completely left in Uzbekistan.

	1 year	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
<u>VAT</u>							
Taxable base (local sales)	1 562 309	1 562 309	1 562 309	1 654 209	1 654 209	1 746 110	1 838 010
Tax rate	12%	12%	12%	12%	12%	12%	12%
Amount	<b>187 477</b>	<b>187 477</b>	<b>187 477</b>	<b>198 505</b>	<b>198 505</b>	<b>209 533</b>	<b>220 561</b>

	1 year	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
<u>Income tax</u>							
Taxable base	633 915	631 539	629 163	684 937	682 560	747 334	822 029
Tax rate	12,0%	12,0%	12,0%	12,0%	12,0%	12,0%	12,0%
Amount	76 070	<b>75 785</b>	<b>75 500</b>	<b>82 192</b>	<b>81 907</b>	<b>89 680</b>	<b>98 643</b>
	1 year	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
<u>Property tax</u>							
Taxable base	643 410	571 049	498 687	426 326	353 964	281 603	218 241
Tax rate	0,0%	0,0%	0,0%	2,0%	2,0%	2,0%	2,0%
Amount	-	-	-	<b>8 527</b>	<b>7 079</b>	<b>5 632</b>	<b>4 365</b>

	1 year	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
Raw Material	772 610	772 610	772 610	818 058	818 058	863 505	908 953
Rent	100 000	100 000	100 000	100 000	100 000	100 000	100 000
Auxiliary materials	33 268	35 644	38 020	40 396	42 773	45 149	47 525
Production Salary	100 980	100 980	100 980	100 980	100 980	100 980	100 980
Social security contributions	12 118	12 118	12 118	12 118	12 118	12 118	12 118
Depreciation	72 362	72 362	72 362	72 362	72 362	63 362	44 441
Transportation costs (1% of the amount of raw materials)	7 726	7 726	7 726	8 181	8 181	8 635	9 090
<b>FACTORY VALUE</b>	<b>1 099 063</b>	<b>1 101 439</b>	<b>1 103 815</b>	<b>1 152 094</b>	<b>1 154 470</b>	<b>1 193 748</b>	<b>1 223 106</b>
<b>INVENTORY VALUE AT THE END OF THE YEAR</b>	<b>23 792</b>	<b>23 792</b>	<b>23 792</b>	<b>25 191</b>	<b>25 191</b>	<b>26 591</b>	<b>27 990</b>
<b>FACTORY VALUE</b>	<b>1 075 271</b>	<b>1 077 648</b>	<b>1 080 024</b>	<b>1 126 903</b>	<b>1 129 279</b>	<b>1 167 158</b>	<b>1 195 116</b>
Administration Salary	27 600	27 600	27 600	27 600	27 600	27 600	27 600
Social security contributions	3 312	3 312	3 312	3 312	3 312	3 312	3 312
<b>PRODUCTION COST</b>	<b>1 106 183</b>	<b>1 108 560</b>	<b>1 110 936</b>	<b>1 157 815</b>	<b>1 160 191</b>	<b>1 198 070</b>	<b>1 226 028</b>
Marketing costs (0.3% of volume sales)	4 687	4 687	4 963	4 963	5 238	5 514	4 687
Interest on the loan	-	-	-	-	-	-	-
Financial costs	-	-	-	-	-	-	-
<b>TOTAL PRODUCTION COST</b>	<b>1 110 870</b>	<b>1 113 247</b>	<b>1 115 899</b>	<b>1 162 777</b>	<b>1 165 429</b>	<b>1 203 584</b>	<b>1 230 715</b>
Other expenses (bank expenses, administrative expenses, etc.)	5 000	5 000	5 000	5 000	5 000	5 000	5 000
<b>PRODUCT VALUE</b>	<b>1 115 870</b>	<b>1 118 247</b>	<b>1 120 899</b>	<b>1 167 777</b>	<b>1 170 429</b>	<b>1 208 584</b>	<b>1 235 715</b>



#### 9.4 Forecast of financial results

To organize the project, it is necessary to collect the costs of both basic costs and additional costs, which leads to an increase in the price. The calculation is based on the average cost based on the monthly volume of goods turnover.

The company has calculated all the costs of organizing the production and sale of products, and all of its information is presented in the table below.

	0 YEAR	1 year	Year 2
<b><u>Total sales revenue</u></b>	-	<b>1 562 309</b>	<b>1 562 309</b>
<b><u>products</u></b>			
<b><u>12% VAT on local sales+</u></b>		<b>187 477</b>	<b>187 477</b>
Changes in the workplace			
capital	630 000	(477 800)	22 660
Cash	(630 000)	2 227 585	1 727 125
Cost, including:		1 075 271	1 077 648
Payment of the principal of the credit		-	-
<b>Gross receipts</b>		<b>1 152 314</b>	<b>649 478</b>
<b>cash</b>	<b>(630 000)</b>		
Expenses of the period:	-	40 599	40 599
Depreciation +	-	72 362	72 362
<b>Operational cash (A)</b>	<b>(630 000)</b>	<b>1 184 076</b>	<b>681 240</b>
Equity	553 410	-	-
Investments core fund	643 410	-	-
Interest on the loan	-	-	-
Other financial costs	-	-	-
Taxes (C)	-	263 582	263 297
<b>Net cash receipts</b>	<b>(720 000)</b>	<b>920 494</b>	<b>417 943</b>
Payment of the principal of the credit		-	-
Financial needs	-	-	-
<b>Net cash flow</b>	<b>(720 000)</b>	<b>920 494</b>	<b>417 943</b>
<b>Cumulative cash flow</b>	<b>(720 000)</b>	<b>200 494</b>	<b>618 437</b>

	1 year	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
<b>Total revenue from the sale of products</b>	<b>1 562 309</b>	<b>1 562 309</b>	<b>1 562 309</b>	<b>1 654 209</b>	<b>1 654 209</b>	<b>1 746 110</b>	<b>1 838 010</b>
12% VAT on local sales+	187 477	187 477	187 477	198 505	198 505	209 533	220 561
Cost price	1 075 271	1 077 648	1 080 024	1 126 903	1 129 279	1 167 158	1 195 116
<b>Gross profit</b>	<b>674 514</b>	<b>672 138</b>	<b>669 762</b>	<b>725 811</b>	<b>723 435</b>	<b>788 485</b>	<b>863 455</b>
<b>Expenses of the period:</b>	<b>40 599</b>	<b>40 599</b>	<b>40 599</b>	<b>40 875</b>	<b>40 875</b>	<b>41 150</b>	<b>41 426</b>
<b>1.Sales Expense:</b>	<b>4 687</b>	<b>4 687</b>	<b>4 687</b>	<b>4 963</b>	<b>4 963</b>	<b>5 238</b>	<b>5 514</b>
Marketing costs (0.3% of sales)	4 687	4 687	4 687	4 963	4 963	5 238	5 514
<b>2. administrative costs:</b>	<b>30 912</b>	<b>30 912</b>	<b>30 912</b>	<b>30 912</b>	<b>30 912</b>	<b>30 912</b>	<b>30 912</b>
Administration Salary	27 600	27 600	27 600	27 600	27 600	27 600	27 600
Social security contributions	3 312	3 312	3 312	3 312	3 312	3 312	3 312
<b>3.Other operating expenses:</b>	<b>5 000</b>	<b>5 000</b>	<b>5 000</b>	<b>5 000</b>	<b>5 000</b>	<b>5 000</b>	<b>5 000</b>
Other expenses (bank expenses, administrative expenses, etc.)	5 000	5 000	5 000	5 000	5 000	5 000	5 000
<b>Operating profit</b>	<b>633 915</b>	<b>631 539</b>	<b>629 163</b>	<b>684 937</b>	<b>682 560</b>	<b>747 334</b>	<b>822 029</b>
Interest on the loan	-	-	-	-	-	-	-
Financial costs	-	-	-	-	-	-	-
<b>Profit before tax</b>	<b>633 915</b>	<b>631 539</b>	<b>629 163</b>	<b>684 937</b>	<b>682 560</b>	<b>747 334</b>	<b>822 029</b>
Taxes	263 582	263 297	263 012	290 507	288 775	306 129	324 853
<b>Net income</b>	<b>370 333</b>	<b>368 242</b>	<b>366 151</b>	<b>394 429</b>	<b>393 785</b>	<b>441 206</b>	<b>497 176</b>
<b>Cumulative profit</b>	<b>370 333</b>	<b>738 575</b>	<b>1 104 726</b>	<b>1 499 155</b>	<b>1 892 940</b>	<b>2 334 146</b>	<b>2 831 322</b>

## 12. PROJECT EFFICIENCY

The discounted cash flow remains positive, indicating that the project is feasible. The cumulative discounted cash flow value over the projection period is \$4 million (end of 2030 data).

The internal rate of return (IRR) is high - 42.44% per year. These are assets that allow generating a large amount of cash flow due to high profitability of trade turnover and relatively low investment costs.

The payback period of the project without discounting is 3 years, and with discounting - 2.85 years, which is a very high indicator of project efficiency.

The analysis of the investment efficiency indicators of this project allows. With the projected sales volume, capital expenditures, price of finished products and production costs, the project is reliable and profitable.

Favorable prospects will be created for the successful implementation of this project.

There are opportunities to strengthen the company's position in the market by key indicators, to obtain and further increase the amount of net profit.

Marketing research shows that convenience exists. Also trends in the noodle market, which will allow the initiator of the project.

These are measures to achieve the planned financial and economic indicators as soon as possible.

Due to the implementation of the project, 35 jobs will be created at the enterprise. It also pays annual tax payments to the state budget. The services provided by the company are notable for their quality.

### 13. ROLE OF INVESTMENT

Investment Objectives;

Purpose of the attracted of the investments attracted is

Organization The aim of the investment is to organize the production of pasta in Kamashituman in the territory of the Republic of Uzbekistan.

The obligation to make investments;

This project provides documents confirming the financial capacity of the potential investor to finance the project.

All rights and obligations of the investor are reflected in the investment agreement.

Provision of guarantees;

Guarantees of financing by the project initiator are also reflected in the investment agreement.

Guarantees credit of the credit institution are confirmed by an agreement between the initiator and the Bank on the approval of project financing.

All contracts are made out according to the current legislation of the Republic of Uzbekistan.

## 14 INFORMATION ABOUT THE PROJECT EXECUTOR

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.



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