



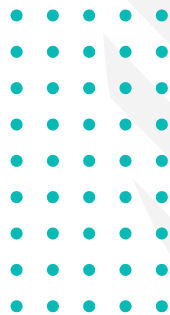
**Global**  
INNOVATION TRADE

**Business plan for a project to organize the  
production of disposable tableware**



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June 2023 .



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The great attention paid to them, care, tolerance, special attention is paid to supporting youth entrepreneurship, internships in foreign countries to exchange experiences.

We have set a clear goal and task to make the most of a number of benefits established by our government, to increase production and types of products by the enterprise for the population of our country, to meet the needs of the population in these goods and services, based on opportunities, to contribute to the economy of our native.

The initiator of the project will be specified.

The project has two main goals:

- 1) in the field of production organization - production of high-quality disposable paper cups;
- 2) in the area of filling the domestic market, the project aims to meet the need for disposable paper cups, which are widely used by business entities involved in construction and the population.

This production provides for the production of relatively inexpensive products, which are import-substituting and meet international standards, and is also aimed at meeting the needs of the economic entity involved in the construction and the population in this product.

Grounds for starting this business, first of all, when organizing this type of activity in the region there is a high demand for these products, and there is an opportunity to quickly sell the product produced. Secondly, it was found that these products can be used for high profits due to the fact that there is a stable growing demand for the products in the market due to high demand and expandability also in neighboring cities and districts.

The project is mainly aimed at generating profits by meeting the demand for disposable paper cup products in our country, bringing the quality of the enterprise to the level of world standards, creating a working capital fund at the level of demand for a given period and expandability for consumers.

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By implementing this project, our district is expected to achieve the following results:

1. An expansion of a manufacturing facility will be organized in our area.
2. New jobs will be created. (The unemployment rate is reduced or its increase is canceled)
3. The extensibility of this product is somewhat satisfying.
4. Promotes economic growth.
5. The situation (way of life) of the population improves even more.
6. Due to the fact that 100% of raw materials for the production of the product is purchased from entrepreneurs, it will help to develop the activities of the same economic entity.

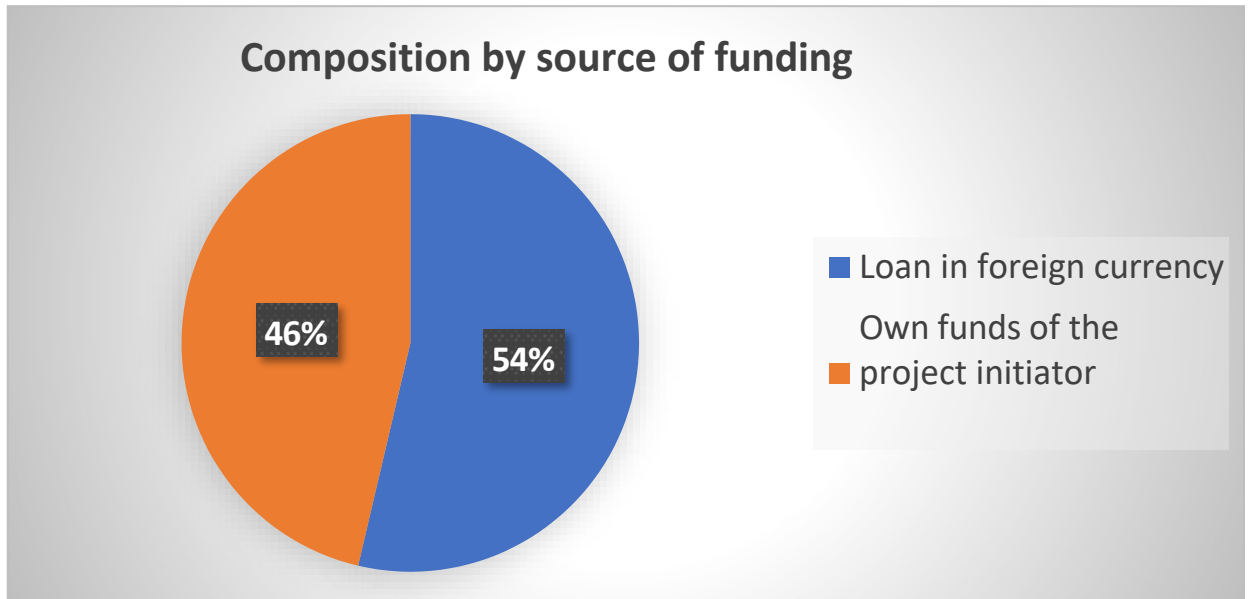
Strategically, the institution aims to achieve all the maximums mentioned in "yukori" and to create a full-fledged round-the-clock operating complex during loyih (10 years), to create the most comfortable and socially acceptable muhit for employees, and to create a base for the preparation of high quality "yukori. for hududu aholisi. Having achieved these goals, the company plans to increase its contribution to the development of disposable paper and glass products in our country and to take one of the leading positions in our region during this period, to increase production capacity in the future and become one of the industry leaders, as well as to attract additional investment in the industry.

## **1.2. Project cost and funding sources**

Initial cost of the project at preliminary estimate  
**364,281 U.S. dollars.**

This cost is funded by the following:

- Loan in foreign currency: **\$195,500.00**
- Project initiator's own funds / **\$168,781.42**



For To purchase basic assets it is planned to attract 195,500.00 from a credit line account in a foreign currency offered by a partner bank, using Asian Development Bank sources.

### 1.3. Project duration and key indicators

The duration of the cycle is **10 years**, during which the following indicators are expected to be achieved:

- Average annual gross receipts: **\$1,809,565**
- The average annual per capita income is **\$107,781**.
- Average rate of return on clay = **6.0%**
- Real life due to the net profit of the chimney = **58 months**
- Number of working urinals to be created in a row: **10**
- NPV: **\$128,455**
- IRR: **20.61 %**

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## **2. PROJECT STRATEGY**

### **2.1. Prerequisites for the creation of the project**

Targeted measures implemented by the Government of the Republic of Uzbekistan in the field of entrepreneurship development, promoting the organization of new industries and expanding the production of competitive high quality products, saturation of the domestic market with them, providing employment on this basis, increasing incomes and well-being of the population are one of the main conditions for the creation of the project.

The necessary conditions for organizing the project are based on:

#### **1. Availability of market potential**

The project involves the production of disposable paper cups. This product is designed to meet the demand for disposable paper cups in the Kashkadarya region.

#### **2. Availability of human resources.**

The decisive factor in the area of labor resources in the republic is the demographic processes that lead to a relatively high population growth, a younger composition of the population and, as a consequence, an increase in a significant share of the labor force. Uzbekistan, which has a population of over 36 million people and is the largest country in Central Asia, has an attractive potential to provide a relatively cheap and highly skilled labor force.

#### **3. Availability of infrastructure and financial capabilities.**

The availability of vacant space that is absolutely optimal for the installation of a developed production infrastructure and technological equipment, as well as the location of the production infrastructure in the target area, create favorable conditions for the organization of production. In addition, the availability of financial opportunities, supported by revenues from the existing business of the enterprise, increases the chances of project implementation.

#### 4. Description of the chosen location

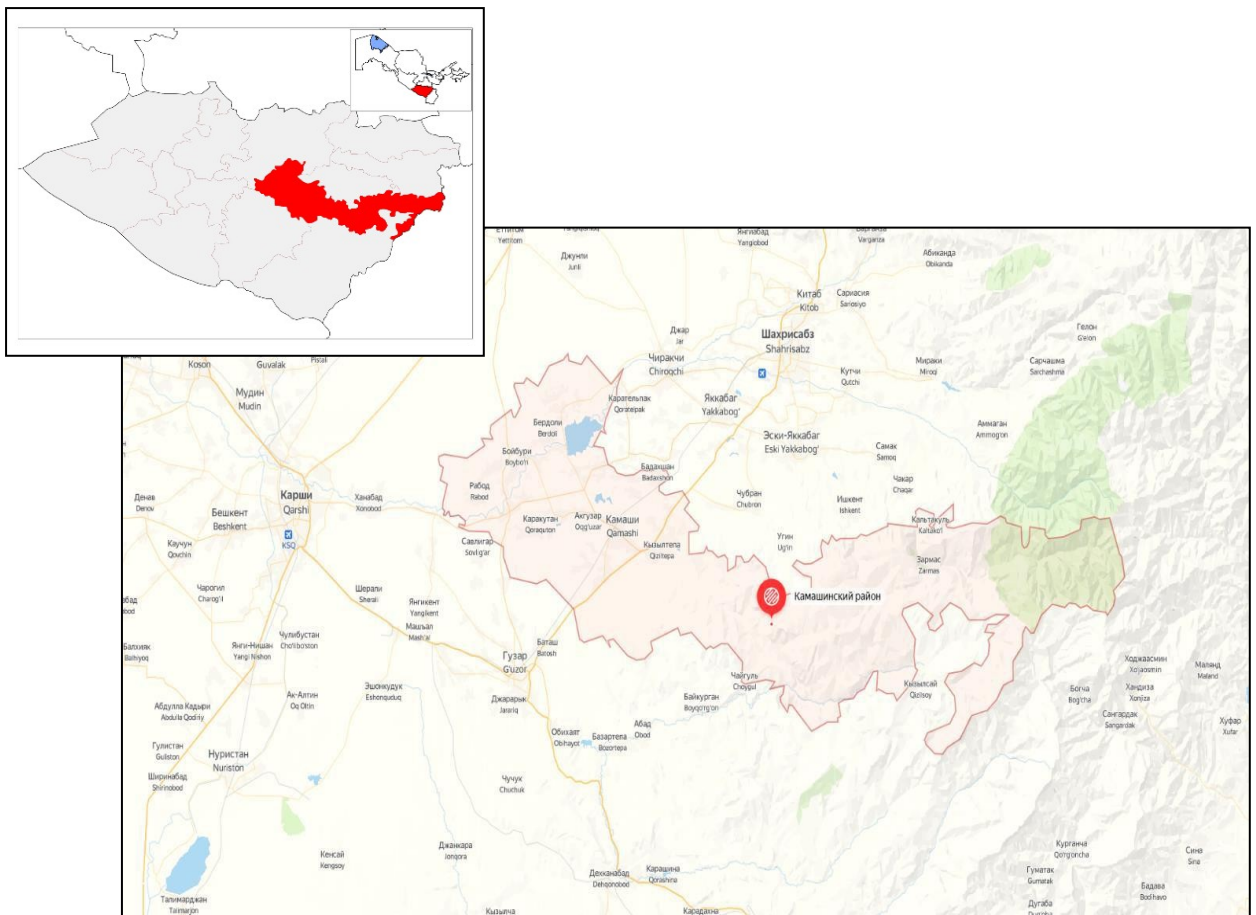
The production site is located in Kashkadarya region, Kamashi district, Sevsantepa village.

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.

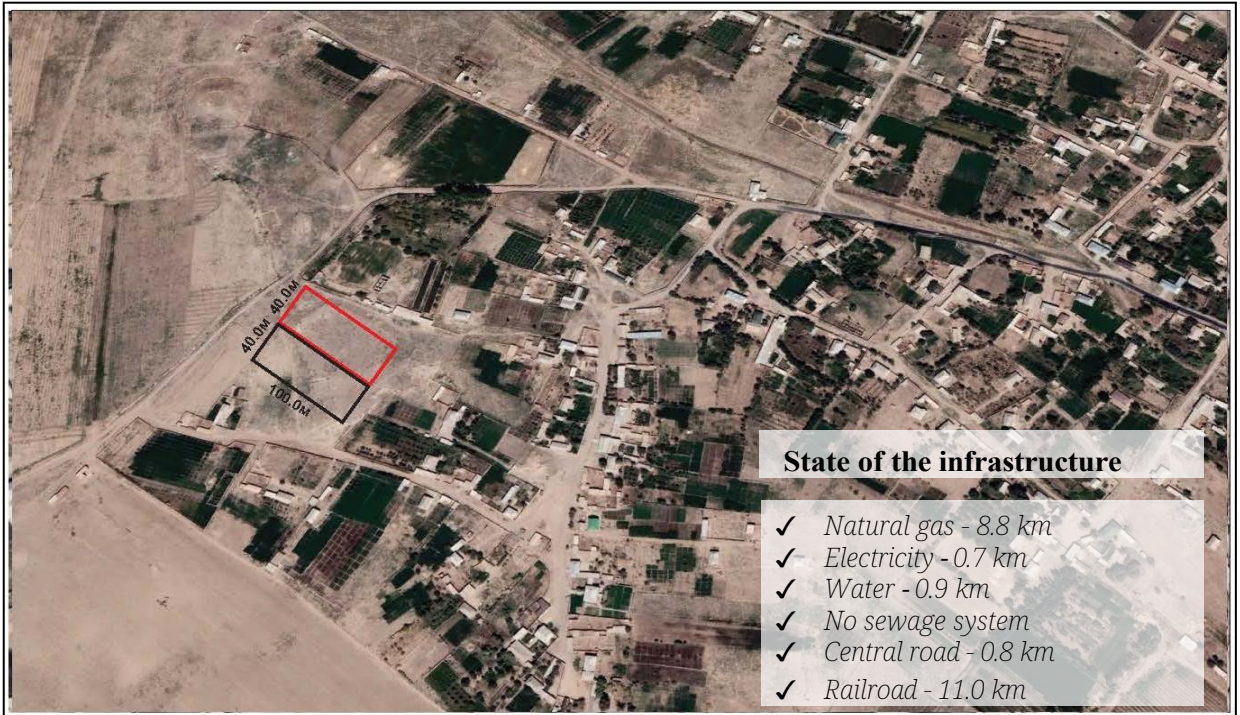
The population of the Kashkadarya region as of 2023 is 3.5 million people, and the population of the Kamashi district is 286,000.

#### Project Location

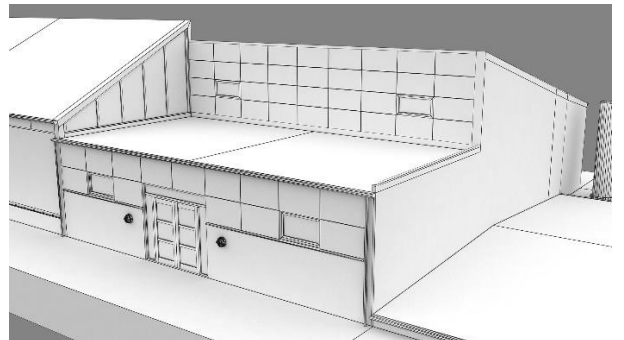
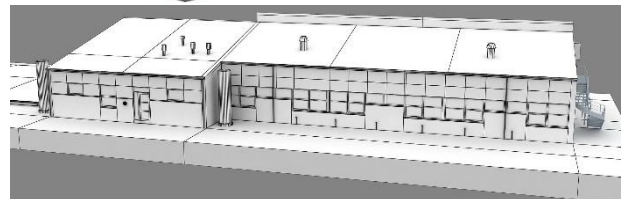
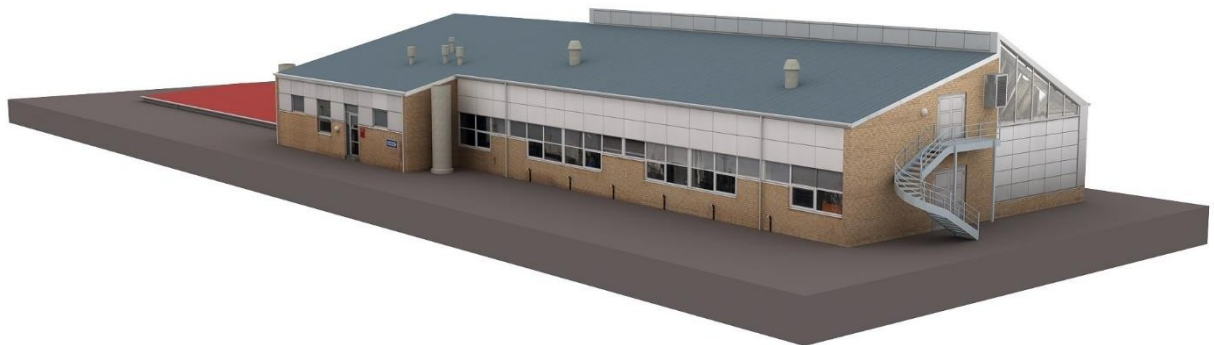


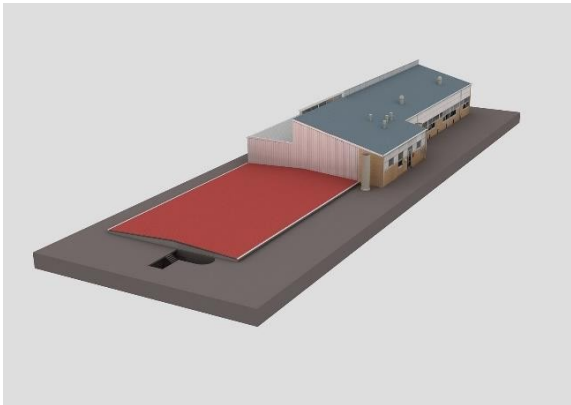


## Production area



## Production building





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#### **4. Favorable business environment**

The presence of a stable socio-political situation, a favorable investment climate, and necessary and affordable social and production infrastructure facilitate the rapid development of modern enterprises focused on the production of highly processed products. Important factors that analysts emphasize are the low cost of energy sources, as well as the presence of an important regional and domestic trade market. At the same time, the country has simplified the procedure for licensing and registration of enterprises and product certification in the food industry.

In addition, the state continues a targeted policy of structural changes in the economy, which is primarily aimed at improving the business environment in the republic and thereby ensuring high rates of GDP growth.

#### **5 Economic and industrial policies that encourage the implementation of projects**

Uzbekistan has pursued an active industrial policy since independence. The main objectives of economic reforms, including industrial policy, are the structural reorganization of the economy from raw materials to the production of finished products with high added value, increasing the competitiveness of the national economy in the world economy, as well as the comprehensive development of all regions of the country. Overall, this approach contributes to the structural construction and growth of the country's economy.

The change of the supreme power has accelerated the implementation of reforms aimed at modernizing the country. The new head of state Shavkat Mirziyoyev pays special attention to the gradual liberalization of the economy in order to implement structural economic changes.

The following are currently identified as the main factors of economic growth:

- active structural transformation of the economy;
- Gradual orientation of export policy from raw material export to export of high-value-added products;

- 
- Strengthening the policy of liberalizing the economy and reducing the share of the state in the economy;

Increased investment in human capital to form a "knowledge economy";

expansion of digitization processes;

creation of innovative institutions;

and integrated development of territories.

Technological modernization and diversification of the economy were identified as one of the priorities of economic reform. To achieve this goal, Measures envisaged a significant increase in investment in the private sector through the implementation of fiscal and monetary policies aimed at attracting investment.

The increase in the country's rating was the result of government reforms aimed at liberalizing the economy, improving the business environment, simplifying mechanisms for providing public services to entrepreneurs.

In this regard, in recent years Uzbekistan has carried out radical reforms aimed at improving the institutional framework for doing business. In particular, the liberalization of monetary policy was an important step in improving entrepreneurship, foreign trade and the investment climate in the country as a whole.

Doing Business rankings of retirement positions are an important advertising medium, but they are also public enterprises that make the necessary decisions to make important decisions.

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Given the important role of foreign investment in the development of new technologies and the organization of efficient production, the Government of the Republic pays special attention to attracting foreign investment. When implementing programs and measures for the development of industries aimed at stimulating foreign investment and increasing export potential, the Government of the Republic, along with the policy of import protectionism, uses a classic tool of industrial policy, namely special tax and customs privileges.

In particular, enterprises with participation of foreign investments, enterprises engaged in technological re-equipment, enterprises producing localized products are exempt from customs duties when importing technological equipment, as well as raw materials and components for use in the production process. In addition, there are benefits for profit tax, property tax, land tax, etc.

The most important tool of Uzbekistan's regional policy is the creation of Free Economic Zones (FEZ) and Free Industrial Zones (FEZ). One of the most important tasks set for FEZs is to attract foreign and domestic investment to develop networks based on modern technology, which ultimately leads to increased exports and creates favorable conditions for increasing the economic potential of the territories.

Analysts believe that the radical measures implemented in Uzbekistan will accelerate the country's participation in the world economy, making it easier to use global resources and technology. At the current stage of development, the priority of producers will be the production of competitive products and access to international markets, which means the integration of the national industry into the world conjuncture. At the same time the production of high value added products is a priority direction.

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## 3. MARKET AND MARKETING CONCEPT

### 3.1. Supply and demand

The Uzbek market has a small number of companies producing disposable paper cups, and the market supply is represented by products of foreign producers, in addition to domestic products.

The volume of sales in the market practically corresponds to the market supply.

The constant increase in the standard of living of the population, the increase in the number of residents leads to a constant increase in demand for our products as well. On the lower



The equilibrium state of supply and demand is represented by the formula:

As a potential demand, it is stated that the population is supplied with the the purchasing power of disposable paper cups. These products are highly expandable and in demand, and there is large annual potential demand on a national scale.

#### **Potential demand is influenced by the following factors:**

✓ The fact that supply in the market is less than demand (shortage of goods) - that is, an excessive reduction in supply - leads to a sharp increase in demand, an increase in

The population's attention to a commodity that has become scarce, and an increase in the desire to buy.

✓ The standard of living of the population - that is, the increase in the standard of living of the population -

caused by an increase in potential demand, an increase in purchases of consumer goods, and vice versa, a deterioration in living standards and social situation, a decrease in potential demand.

- 
- ✓ Increasing the supply of substitute products and reducing the price of this moment - the influence of this factor is not so noticeable due to the fact that there are few substitute products for the same disposable paper cups.
  - ✓ The effect of increasing imports of the same or related goods is insignificant, and policy in Uzbekistan is aimed at reducing the number of imported goods.
  - ✓ Social policy - improving social protection and stability social environment affect the potential demand in the right proportion.
  - ✓ Inflation rate - a sharp increase in the rate of inflation or deflation, as well as its fall can affect the potential demand in the right proportion.

Many other political situations, economic tensions and force majeure, technological change and globalization, the integration process, natural disasters, similar to the factors mentioned above, can also influence changes in potential demand.

**Main competitors:**

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**FLAKON.UZ**

**71 250 07 09**

**Country code: +998**

**E-mail: flakonuz@gmail.com**

**Web site: flakon.uz**

**Legal name: PAPA RICH LLC**

**Brand name: FLAKON.UZ**

**Address: Uzbekistan, 100100, Tashkent, Yakkasaray district, 1, Shota Rustaveli str.**

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**777 PLAST**

**90 788 55 75**

**Country code: +998**

**E-mail: dimanorkulov@yandex.ru**

**Legal name: MTM 777 BUSINESS LLC**

**Brand name: 777 PLAST**

**Address: Uzbekistan, Tashkent, Chilanzar district, 57 Gulistan str.**

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**DVS PLASTIK TM SAMARKAND BRANCH**

**91 544 33 30**

**Country code: +998**

**E-mail: dolce-79@mail.ru**

**Legal name: DOLCE VITA SERVICE Ltd.**

**Brand Name: DVS PLASTIK TM SAMARKAND PHILIPAL**

**Address: Uzbekistan, Samarkand region, 140100, Samarkand, ul. 112 A**

**PKF TULPAR LTD.**

**71 246 35 63**

**Country code: +998**

**Legal name: PKF TULPAR LLC**

**Brand name: PKF TULPAR LLC**

**Address: Uzbekistan, Tashkent, Almazar district, 88 A, Talabalar street, floor 2**

### 3.2. Comparative advantage over competitors

**SWOT:**

<b>S- Strengths</b>	<b>W - Weaknesses</b>
<b>Located in a very convenient location for business</b> <b>Availability of product demand</b> <b>Cheap home base material</b>	<b>Lack of a strong brand</b> <b>Lack of qualified employees</b>
<b>O Opportunities</b>	<b>T- Threats</b>
<b>Increased attention to production in decisions and decrees</b> <b>Expansion of the product range</b> <b>Export prospects</b>	<b>Strong competition with other domestic manufacturers and imports</b>

The table below shows a comparison table of our products with our main competitors:



Parameter	Our product	EKO PAPER CUP	FOOD UPAK MARKET LTD.	UZPACK LTD.
Product quality	6	5	5	6
Price	6	5	4	5

Compared to competitors, we used a scoring system from 0 to 6 points: 0 point - too bad

1 point - unsatisfactory

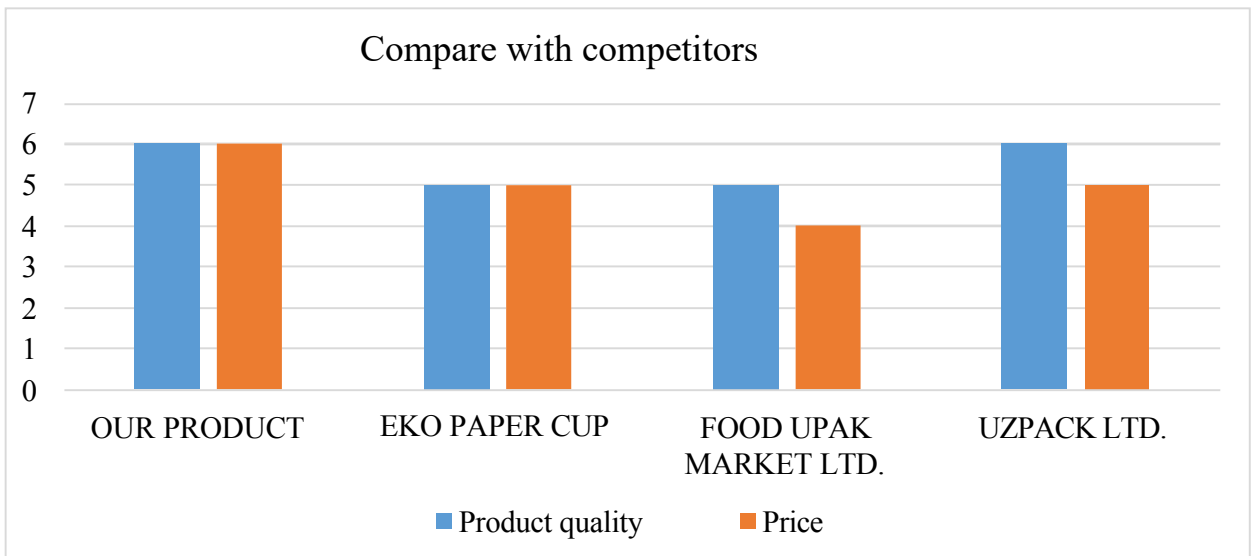
3 point - average

2 point - satisfactory

5 point - excellent

4 point - good

Score 6 - very good



### 3.3. Location of markets, market segmentation

The plant is planned to be established in the Kamashi district of the Kashkadarya region.

#### Market segmentation

No	Contents	Segment 1	Segment 2	Segment 3
1	Client Description	Kamashii District	Kashkadarya region	Uzbekiston Republic
2	Haji consumer	10 %	30 %	60 %
3	Population	162.7 thousand people	3,482,300	36,284.9 thousand man
4	Decrease or increase in demand for groceries or a bar counter	Breeding	Breeding	Breeding

### 3.4. Sales Plan

The company receives a certificate of conformity for products manufactured in accordance with the legislation of the Republic of Uzbekistan on certification.

In the course of comparing with competitors, issuing commercial offers to buyers, as well as determining the average market price, the selling price of 1 piece of disposable paper cups was set at the equivalent of \$0.17, and the sales volume is shown in the table below:

	1 year	Year 2	Year 3	Year 4	Year 5	Year 6-10
Sales volume, thousand units	6 653	7 862	9 072	10 282	12 096	12 096
<b>Sales amount (thousands of U.S. dollars)</b>	<b>1 131</b>	<b>1 337</b>	<b>1 542</b>	<b>1 748</b>	<b>2 056</b>	<b>2 056</b>

### 3.5. Marketing costs

Advertising work needs to be supplemented by promotional activities. The following are used as promotional tools:

1. Special programs for television and radio
2. Own web page
3. Internet Marketing

The enterprise makes extensive use of marketing. The media, newspapers and banners support advertising and make the public aware of the product advertising. The web page on the Internet provides information about the product and its quality, as well as its own contacts. In addition to small booklets and calendars, advertisements are also placed during distribution.

The enterprise implements systematic marketing to attract, retain and increase the number of customers. The following are the types of markets.

- ✓ It is necessary for customers to make everyone smile (at the conclusion of the contract, on the type of payment, etc.).
- ✓ Fast and high-quality growth of products contributes to
- ✓ All sorts of brochures and availability of away cups
- ✓ Availability of a web page on the Internet

- 
- ✓ Availability of advertising in different parts of our republic.

### Marketing budget

The company has set a goal of continuous spending on marketing for 10 years. The company spends 5% of its total revenue on marketing.

The following table shows the amount of marketing costs:

COST TITLE	1 year	Year 2	Year 3	Year 4	Year 5	Year 6-10
Marketing costs, thousands of U.S. dollars	56,55	66,83	77,11	87,40	102,82	102,82

It is planned to offer reduced prices and discounts as much as possible (with a large volume of purchases), without negatively affecting the benefits of the enterprise, in order to organize affordable sales of its products.

In an advertising organization program, funds can be spent on real and convenient types of advertising. (For example, advertising on banners, in magazines-newspapers, on radio and television, holding winning games, visiting exhibitions, etc.)

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## 4. MATERIAL RESOURCES

### 4.1. Home classification of materials, components

The main raw material resource for this activity is virgin pulp and other chemical products.

### 4.2. Energy, water and gas supply

The area in which the business operates has electricity, potable water, highways and other infrastructure and is a convenient place to do business. The company makes utility payments as follows:

COST TITLE	1 year	Year 2	Year 3	Year 4	Year 5	Year 6-10
Utility costs, one thousand dollars	11,31	13,37	15,42	17,48	20,56	20,56

### 4.3. Material consumption

1 consumables of \$0.11 are used to make ready-made disposable paper cups from bits and pieces.

The following table shows the consumption of raw materials by year:

COST TITLE	1 year	Year 2	Year 3	Year 4	Year 5	Year 6-10
Consumption of raw materials, thous.	757,78	895,48	1 033,30	1 171,12	1 377,73	1 377,73

## 5. DESIGN AND TECHNOLOGY

The company is looking to sell production capacity in the following ways, starting with sheet metal:

	Quantity at full load (daily)		quantity at full load (monthly)		quantity at full load (per year)	
Disposable paper cups	48,00	A thousand pieces	1 008	A thousand pieces	12 096	A thousand pieces


Taking at Considering, that there will be some failures and interruptions performance will be as follows: with

	1 year	Year 2	Year 3	Year 4	Year 5	Year 6-10
<b>Power utilization factor</b>	55%	65%	75%	85%	100%	100%

Thus, production volumes are expected to be as follows in the coming years:

	1 year	Year 2	Year 3	Year 4	Year 5	Year 6-10
<b>Disposable paper cups, a thousand pieces</b>	6 653	7 862	9 072	10 282	12 096	12 096

1 proposals were received for equipment producing 450 kg of disposable paper cups per hour, according to which the following information was summarized:

№	Vendor	Official	Price, U.S. Dollar	Warranty period	Sarpheus Energia <sup>1</sup>
1.	Wenzhou Qichen Industry&Trade Co.		165 000	Year 3	5

<sup>1</sup> 5-the most economical, 1-lowest energy savings, that is, savings in descending order

2.	Afex Group	 The image displays two pieces of industrial coffee machinery. The top machine is a roller mill, primarily silver with yellow accents, used for grinding coffee beans. The bottom machine is a large, complex unit with orange and grey cabinets, featuring a control panel with various buttons and a digital display. To the right of the roller mill, there is a logo for 'Coffee' featuring a pink cup and the text 'Coffee' and 'CAFÉ'. Below the logo are several coffee cups: an orange cup, a white cup with a coffee cup icon, a black cup with a coffee cup icon, and a white cup with a coffee cup icon.	150 000	2 yiel	3
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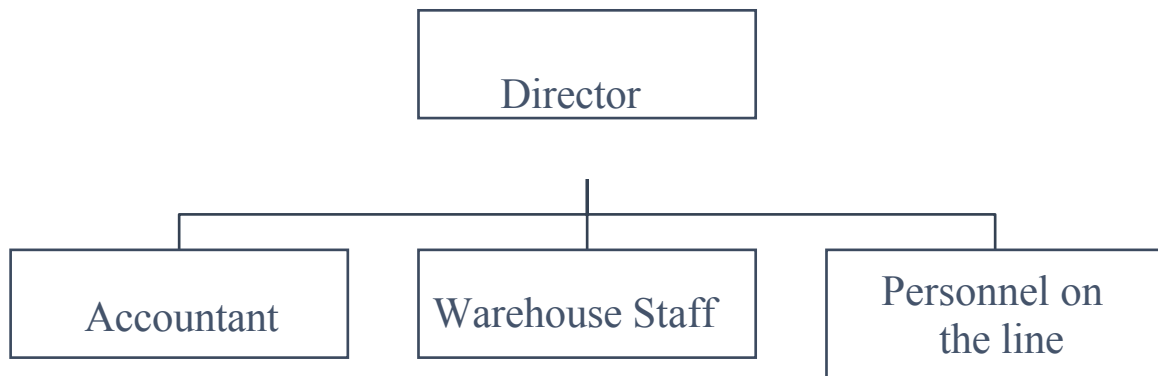
3.	Exim China		185 000	3 yiel	3
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From the above table is the most energy efficient, has the ability to adapt to the production of other products, and as an enterprise acceptable price, selected Wenzhou Qichen Industry&Trade Co., Ltd.

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## 6 CORPORATE STRUCTURE

The enterprise is working, making full use of the opportunities provided by the government. Head of the enterprise: **Organizational structure of the business:**



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## 7 HUMAN RESOURCES

### 7.1. Demand for and availability of labor resources

The need for labor and hired workers in this locality is 10. Of these, the number of administrative staff is 2 kiliba, kolgan, 8 people are involved in the main and auxiliary production.

Working hours are organized in the order of 8-hour working day from 9: 00 am to 6:00 pm.

When the company is on holidays and the image of work is enhanced, working employees are given cash bonuses and holiday gifts. This will make working employees even more responsible for their work, and an effective work system will be formed.

### 7.2. Requirements for personnel, the need for their promotion and organization of training

The maxad system provides four 15-minute breaks per work interval to improve efficiency and efficiency.

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The one-hour break can be used as overtime hours on busy days.

Employed employees require skilled labor and knowledge. For this reason, the demands placed on hired employees are frowned upon.

Including:

Requirements for employees of the administration: must be in demand higher education, compliance with the specialty of the position and job duties, the presence of some experience in a particular area, the qualities of conscientiousness and humanity.

Requirements for the workforce: have at least average specialized information, an understanding of the industry and have at least one year of experience in a similar field.

In addition to these, the qualities of discipline, truthfulness, dishonesty, and truthfulness are emphasized.

The enterprise plans to pay great attention to training and retraining of personnel, increasing their social and political well-being. For this purpose, it is planned to conduct training and qualification practices, internships in the same or similar type of activity (in Uzbekistan and abroad), organize explanatory and training work with the support of qualified specialists, organize work to improve skills in their field, and ensure proper motivation of employees.

### **7.3. Labor costs**

The table below shows labor costs when the company is operating at full capacity:

<b>Organization of production of disposable containers</b>	<b>State number</b>	<b>Average monthly salary</b>	<b>Monthly payroll</b>	<b>Annual payroll</b>
production		<b>(USD)</b>	<b>thousand (USD)</b>	<b>thousand (USD)</b>
<b>Warehouse Staff</b>	2	500,00	1,00	12,00
<b>Personnel on the line</b>	6	450,00	2,70	32,40
All	<b>8</b>		<b>3,70</b>	<b>44,40</b>
<b>Social security contributions Insurance (12% of salary)</b>	12%		0,44	5,33
All	<b>8</b>		<b>4,14</b>	<b>49,73</b>
Administration				0
<b>Director</b>	1	800,00	0,80	9,60
<b>Accountant</b>	1	650,00	0,65	7,80

<b>Organization of production of disposable containers</b>	<b>State number</b>	<b>Average monthly salary</b>	<b>Monthly payroll</b>	<b>Annual payroll</b>
All	<b>2</b>		<b>1,45</b>	<b>17,40</b>
<b>Social security contributions Insurance (12% of salary)</b>	12%		0,17	2,088
All	<b>2</b>		<b>1,62</b>	<b>19,49</b>
All	<b>10</b>		<b>5,77</b>	<b>69,22</b>

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Since the labor force is directly related to the volume of production, the payroll (in thousands of dollars) by year is expected to be as follows:

Name of cost	1 year	Year 2	Year 3	Year 4	Year 5	Year 6-10
Wages and salaries of production workers	27,35	32,32	37,30	42,27	49,73	49,73
Wages administrative employees	19,49	19,49	19,49	19,49	19,49	19,49
<b>All</b>	46,84	51,81	56,78	61,76	69,22	69,22

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## **8 IMPLEMENTATION SCHEDULE**

Implementation of the project consists of three stages: Stage 1: Organization of preparatory work, vacuum range: 1-2 months

Forthcoming work: raising the necessary resources of money and capital investment to implement the project, development of economic accounting books, technical and economic basis and business plan of the settlement. Determine the approximate value of the estimate. Create a system for the production of disposable paper cups, drafting agreements and statements of agreement with organizations supplying raw materials for the production of products, in addition to the implementation of agreements on the supply of raw materials required after the establishment of activities with enterprises Maxal and parent organizations. Apply to the financial institutions of the Bank in accordance with the procedures set forth in the documents, based on the amount of funds required to carry out this settlement and the effectiveness of the settlement, and master the credit.

Stage 2: Repair of production buildings and allocation of funds: contract period: 3-4 months.

Work to be done: perform all work provided for with the funds allocated in the project, complete the repair work, find basic tools, equipment, material resources and contract workers.

Stage 3: Establishing normal work activities.

Forthcoming work: Organization of production of disposable paper cups, accounting of receipts, income and expenses in the sale of products and the organization of effective labor activities, the effective maintenance and development of economic activities on a predetermined technical and economic basis.

Given the fact that development of this niche began in Q3 2023, completion of all repairs and equipment is expected by the end of the quarter.

The greatest emphasis in the activities of the enterprise is to achieve high quality in the preparation of products.

**Network schedule of works to be performed**

№	Activities to be carried out	2023	2024- year	
		September- December	January- November	Dec.
1	Developing a business plan			
2	Industrial buildings and facilities development of an estimate for the repair			
3	Acquisition of production equipment and of the machine tools to sign a contract to receive			
3	Submit documents to the bank to receive credits			
4	Opening of financing by the Bank			
5	Ongoing construction of buildings and structures increases			
5	Acquisition of production equipment and Machines obtaining and manufacturing products			
6	Project testing			



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## 9 ENVIRONMENTAL DEMAND

In terms of environmental safety, this project will not harm the environment.

Technical and environmental safety is ensured by regular training of employees and the establishment of strict control over the safety of the work process with monthly issuance of the necessary instructions.

In addition, the project is carried out on the basis of established norms and regulatory documents, effectively, in accordance with established procedures, carrying out documents based on economic, financial, environmental and commercial standards, activities not contrary to the legislation of the Republic of Uzbekistan.

To ensure greater safety, it is planned to involve a team of eco-experts, to carry out environmental expertise and health and safety documents and make them available to consumers.

## 10 FINANCIAL PLAN

### 10.1. The value of the project

The cost of the project and its funding sources are presented in the table below:

NAME	CREDIT		OWN FUNDS		HERE		STRUCTURE
Organization of production of disposable containers	USD	thousand (USD)	USD	thousand (USD)	USD	thousand (USD)	interest
<b>Building, construction, building</b>	28 000	28,00		0,00	28 000	28,00	7,69
<b>Furniture and auxiliary equipment</b>	2 500	2,50		0,00	2 500	2,50	0,69
<b>Paper cup production line</b>	165 000	165,00		0,00	165 000	165,00	45,29

NAME	CREDIT	OWN FUNDS		EVERYTHING		STRUCTURE	
BASIC TOOLS	195 500,00	195,50	0	0,00	195 500	195,50	53,67
WORKING CAPITAL	0,00	0,00	168 781	168,78	168 781	168,78	46,33
<b>including:</b>							
Monthly salary (1 year)		0,00	24 860	24,86	24 860	24,86	6,82
Raw materials and other expenses (two months)		0,00	143 921	143,92	143 921	143,92	39,51
OTHER FINANCIAL EXPENSES, INCLUDING:	0,00	0,00	0	0,00	0	0,00	0,00
building insurance		0,00	0	0,00	0	0,00	0,00

NAME	CREDIT	OWN FUNDS	HERE	STRUCTURE			
TOTAL INITIAL PROJECT COST	<b>195 500,00</b>	<b>195,50</b>	<b>168 781</b>	<b>168,78</b>	<b>364 281</b>	<b>364,28</b>	<b>100,00</b>

## 10.2. Loan repayment schedule

For the purchase of fixed assets and construction reconstruction works it is planned to attract \$195,500.00 from the credit line in foreign currency offered by the partner bank from the sources of the Asian Development Bank.

Depending on the loan term of 60 months, a grace period of 12 months and an annual interest rate of 13 percent, the repayment schedule will look as follows:

The Year	Month	Credit balance, thousand dollars USA	Interest payments, thousand dollars USA	The main payments for debt, a thousand dollars USA	Total amount of payment, thousand dollars USA
1	1	195,50	2,12	-	2,12
1	2	195,50	2,12	-	2,12
1	3	195,50	2,12	-	2,12
1	4	195,50	2,12	-	2,12
1	5	195,50	2,12	-	2,12
1	6	195,50	2,12	-	2,12
1	7	195,50	2,12	-	2,12
1	8	195,50	2,12	-	2,12
1	9	195,50	2,12	-	2,12
1	10	195,50	2,12	-	2,12
1	11	195,50	2,12	-	2,12
1	12	195,50	2,12	-	2,12
2	13	195,50	2,12	4,07	6,19
2	14	191,43	2,07	4,07	6,15
2	15	187,35	2,03	4,07	6,10
2	16	183,28	1,99	4,07	6,06
2	17	179,21	1,94	4,07	6,01
2	18	175,14	1,90	4,07	5,97

The Year	Month	Credit balance, thousand dollars USA	Interest payments, thousand dollars USA	The main payments for debt, a thousand dollars USA	Total amount of payment, thousand dollars USA
2	19	171,06	1,85	4,07	5,93
2	20	166,99	1,81	4,07	5,88
2	21	162,92	1,76	4,07	5,84
2	22	158,84	1,72	4,07	5,79
2	23	154,77	1,68	4,07	5,75
2	24	150,70	1,63	4,07	5,71
3	25	146,63	1,59	4,07	5,66
3	26	142,55	1,54	4,07	5,62
3	27	138,48	1,50	4,07	5,57
3	28	134,41	1,46	4,07	5,53
3	29	130,33	1,41	4,07	5,48
3	30	126,26	1,37	4,07	5,44
3	31	122,19	1,32	4,07	5,40
3	32	118,11	1,28	4,07	5,35
3	33	114,04	1,24	4,07	5,31
3	34	109,97	1,19	4,07	5,26
3	35	105,90	1,15	4,07	5,22
3	36	101,82	1,10	4,07	5,18
4	37	97,75	1,06	4,07	5,13
4	38	93,68	1,01	4,07	5,09
4	39	89,60	0,97	4,07	5,04
4	40	85,53	0,93	4,07	5,00
4	41	81,46	0,88	4,07	4,96
4	42	77,39	0,84	4,07	4,91
4	43	73,31	0,79	4,07	4,87
4	44	69,24	0,75	4,07	4,82
4	45	65,17	0,71	4,07	4,78
4	46	61,09	0,66	4,07	4,73

The Year	Month	Credit balance, thousand dollars USA	Interest payments, thousand dollars USA	The main payments for debt, a thousand dollars USA	Total amount of payment, thousand dollars USA
4	47	57,02	0,62	4,07	4,69
4	48	52,95	0,57	4,07	4,65
5	49	48,88	0,53	4,07	4,60
5	50	44,80	0,49	4,07	4,56
5	51	40,73	0,44	4,07	4,51
5	52	36,66	0,40	4,07	4,47
5	53	32,58	0,35	4,07	4,43
5	54	28,51	0,31	4,07	4,38
5	55	24,44	0,26	4,07	4,34
5	56	20,36	0,22	4,07	4,29
5	57	16,29	0,18	4,07	4,25
5	58	12,22	0,13	4,07	4,21
5	59	8,15	0,09	4,07	4,16
5	60	4,07	0,04	4,07	4,12

### 10.3. Proceeds

The total revenue from the sale of disposable paper cups produced by the initiator is shown in the table below:

Production of disposable paper cups	1 year	Year 2	Year 3	Year 4	Year 5	6-10 year
	thousand (USD)	thousand (USD)	thousand (USD)	thousand (USD)	thousand (USD)	thousand (USD)
Disposable paper cups	1 131	1 337	1 542	1 748	2 056	2 056
<b>TOTAL INCOME</b>	<b>1 131</b>	<b>1 337</b>	<b>1 542</b>	<b>1 748</b>	<b>2 056</b>	<b>2 056</b>

### 10.4. Expenses

The costs of organizing the production of disposable paper cups at the aforementioned planned construction enterprise are presented in the following tables.

Schedule of pre-project costs (cost of construction and purchase of fixed assets):

№	COST TITLE	USD	thousand (USD)
1	Building, structure, construction	28 000	28,00
2	Furniture and auxiliary equipment	2 500	2,50
3	Paper cup production line	165 000	165,00
	<b>Amount</b>	<b>195 500</b>	<b>195,50</b>

The total costs incurred in the production process are shown in the table below:



<b>COST TITLE</b>	<b>1 year</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>	<b>6-10-year</b>
<b>Organization of production of disposable containers</b>	<b>thousand (USD)</b>	<b>thousand (USD)</b>	<b>thousand (USD)</b>	<b>thousand (USD)</b>	<b>thousand (USD)</b>	<b>thousand (USD)</b>
Ham	757,78	895,48	1 033,30	1 171,12	1 377,73	1 377,73
Utility costs	11,31	13,37	15,42	17,48	20,56	20,56
Depreciation	36,30	36,30	36,30	36,30	36,30	36,30
Wages and salaries of production workers	24,42	28,86	33,30	37,74	44,40	44,40
Social security contributions insurance	2,93	3,46	4,00	4,53	5,33	5,33
Other production costs	37,89	44,77	51,67	58,56	68,89	68,89
<b>EXPENSES, INCLUDED IN THE PRICE</b>	<b>870,63</b>	<b>1 022,24</b>	<b>1 173,98</b>	<b>1 325,72</b>	<b>1 553,21</b>	<b>1 553,21</b>
Salaries of administrative employees	17,40	17,40	17,40	17,40	17,40	17,40
Social security contributions insurance	2,09	2,09	2,09	2,09	2,09	2,09

<b>COST TITLE</b>	<b>1 year</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>	<b>6-10-year</b>
Other expenses						
<b>PRODUCTION COSTS</b>	<b>890,11</b>	<b>1 041,73</b>	<b>1 193,47</b>	<b>1 345,21</b>	<b>1 572,70</b>	<b>1 572,70</b>
Marketing costs	56,55	66,83	77,11	87,40	102,82	102,82
Other financial expenses	25,42	22,50	16,15	9,80	3,44	0,00
<b>GENERAL PRODUCTION COSTS</b>	<b>972,08</b>	<b>1 131,06</b>	<b>1 286,73</b>	<b>1 442,40</b>	<b>1 678,96</b>	<b>1 675,52</b>

### 10.5. Financial result

It is known from experience that it is much more difficult for an entrepreneur to make a profit in the first year of business. But from the next year, due to a sharp decrease in costs and an increase in sales, the entrepreneur has the opportunity to achieve an even greater net profit, and this too is achieved. This figure, on the other hand, will bring significant income in subsequent years.

The following table shows the financial results of the company:

Production of disposable paper cups	1 year	Year 2	Year 3	Year 4	Year 5	6-10 year
	thousand (USD)	thousand (USD)	thousand (USD)	thousand (USD)	thousand (USD)	thousand (USD)
Gross income	1 131	1 337	1 542	1 748	2 056	2 056
VAT	121	143	165	187	220	220
Net income	1 010	1 193	1 377	1 561	1 836	1 836
Total costs	972	1 131	1 287	1 442	1 679	1 676
Profit before income tax	38	62	90	118	157	160
Income tax	6	9	14	18	24	24
<b>Net income</b>	<b>32</b>	<b>53</b>	<b>77</b>	<b>101</b>	<b>133</b>	<b>136</b>

The initiative will be a \$1.1 million project with a net profit of \$1.1 million over 10 years.

## 11 ECONOMIC EFFICIENCY OF THE PROJECT

### 11.1. NPV and IRR indicators

The amount of net incoming cash flows from activities during the project by discounting is \$128,455, and at a discount rate of 20.61 percent, the amount of net discounted incoming cash flows during the project is zero. The project is cost effective given a discount rate of 14 percent.

The following table lists the NPV and IRR:

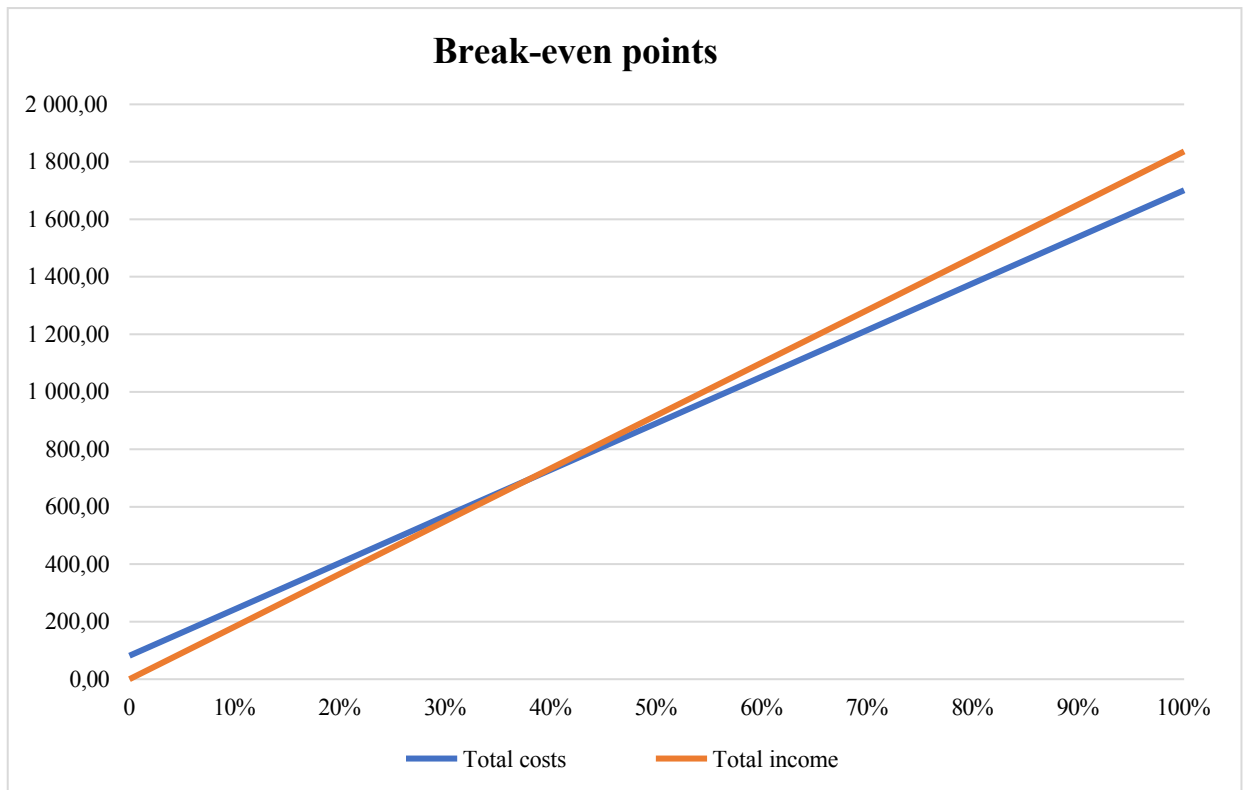
Period	Cash flow	Rate refinancing	NPV	IRR
0	-364,28	14%		
1	32,09	14%	-336,13	-91,19%
2	52,94	14%	-295,40	-57,22%
3	76,73	14%	-243,61	-28,98%
4	100,52	14%	-184,10	-10,39%
5	133,49	14%	-114,77	2,32%
6	136,41	14%	-52,62	9,61%
7	136,41	14%	1,89	14,13%
8	136,41	14%	49,71	17,12%
9	136,41	14%	91,66	19,16%
10	136,41	14%	128,46	20,61%

### 11.2. The point of harmlessness

When the project is operating at a capacity of 38 percent, that is, when 4.5 million disposable paper cups per year will be produced, the gross income of the enterprise excluding VAT will equal the total cost:

Parameter	Capacity at full capacity, thous.
Total income	1 836
Variable costs	1 619,73
Fixed costs	81,20
Total costs	1 700,93
The point of harmlessness	38%

The chart below shows gross income and total expenses:



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## 12 Contribution of the project to the country's economy

In recent years, new enterprises have been created in our Republic at the expense of numerous foreign investments. These enterprises do not produce various products for sale in the domestic market. The main reason for creating many joint ventures is to replenish the domestic market with import-substituting products, using foreign experience. In particular, the development of the production of construction products using the available opportunities will serve to improve the living standards of our population. The share of small businesses in the country's GDP is also increasing. On the territory of the village it is possible to develop the activities of a modern, comprehensive plant for the production of kulay.

If the business undertakes this project in the target area, based on the above, the following opportunities will be created:

- 10 new jobs will be created to prevent serious unemployment in the area.
- On a regional and national scale, it will be possible to provide consumers with cheap and high-quality products from disposable paper cups.
- Both high-quality and cheap disposable paper cups are supplied to the local population.

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## **13 Findings.**

Analysis of profitability and efficiency shows that the level of profitability of the project is 6.0% in gross accounting. In addition, the real payback period of the project is 58 months due to soy profits. The fact that the real payback period is lower than the project implementation period indicates the financial and economic attractiveness of the industry.

As noted, high rates of return indicate that the project is resilient to all types of crises and risks.

In conclusion, taking into account the above information, the project is assessed as commercially effective and sustainable and shows that it is necessary to invest in this area with the possibility of timely return of funds raised and creating the opportunity to achieve their goals and strategic plans.

The introduction of this type of production activity is fully consistent with the current policy of the Republic of Uzbekistan and contributes to the economic and social growth and stability of the territory, providing ample opportunities for development, progress.

## 14 APPLICATIONS

### PROJECT COST

NAME	CREDIT		OWN FUNDS		HERE		STRUCTURE
	USD	thousand (USD)	USD	thousand (USD)	USD	thousand (USD)	
Organization of production of disposable containers							
Building, building, construction	28 000	28,00		0,00	28 000	28,00	7,69
Furniture and auxiliary equipment	2 500	2,50		0,00	2 500	2,50	0,69
Production line paper cups	165 000	165,00		0,00	165 000	165,00	45,29
<b>BASIC TOOLS</b>	<b>195 500,00</b>	<b>195,50</b>	<b>0</b>	<b>0,00</b>	<b>195 500</b>	<b>195,50</b>	<b>53,67</b>
<b>WORKING CAPITAL</b>	<b>0,00</b>	<b>0,00</b>	<b>168 781</b>	<b>168,78</b>	<b>168 781</b>	<b>168,78</b>	<b>46,33</b>
including:							



NAME	CREDIT		OWN FUNDS		HERE		STRUCTURE
Monthly salary (1 year)		0,00	24 860	24,86	24 860	24,86	6,82
Raw materials and other expenses (two of the month)		0,00	143 921	143,92	143 921	143,92	39,51
<b>OTHER FINANCIAL EXPENSES, INCLUDING:</b>	<b>0,00</b>	<b>0,00</b>	<b>0</b>	<b>0,00</b>	<b>0</b>	<b>0,00</b>	<b>0,00</b>
building insurance		0,00	0	0,00	0	0,00	0,00
<b>TOTAL INITIAL PROJECT COST</b>	<b>195 500,00</b>	<b>195,50</b>	<b>168 781</b>	<b>168,78</b>	<b>364 281</b>	<b>364,28</b>	<b>100,00</b>

## REPAYMENT SCHEDULE

The Year	Month	Loan balance, thousand U.S. dollars	Interest payments, thousands of U.S. dollars	Principal debt payments, thousand dollars USA	Total payment amount, thousand dollars USA
1	1	195,50	2,12	-	2,12
1	2	195,50	2,12	-	2,12
1	3	195,50	2,12	-	2,12
1	4	195,50	2,12	-	2,12
1	5	195,50	2,12	-	2,12
1	6	195,50	2,12	-	2,12
1	7	195,50	2,12	-	2,12
1	8	195,50	2,12	-	2,12
1	9	195,50	2,12	-	2,12
1	10	195,50	2,12	-	2,12
1	11	195,50	2,12	-	2,12
1	12	195,50	2,12	-	2,12
2	13	195,50	2,12	4,07	6,19
2	14	191,43	2,07	4,07	6,15
2	15	187,35	2,03	4,07	6,10
2	16	183,28	1,99	4,07	6,06
2	17	179,21	1,94	4,07	6,01
2	18	175,14	1,90	4,07	5,97
2	19	171,06	1,85	4,07	5,93
2	20	166,99	1,81	4,07	5,88
2	21	162,92	1,76	4,07	5,84
2	22	158,84	1,72	4,07	5,79
2	23	154,77	1,68	4,07	5,75
2	24	150,70	1,63	4,07	5,71
3	25	146,63	1,59	4,07	5,66
3	26	142,55	1,54	4,07	5,62

The Year	Month	Loan balance, thousand U.S. dollars	Interest payments, thousands of U.S. dollars	Principal debt payments, thousand dollars USA	Total payment amount, thousand dollars USA
3	27	138,48	1,50	4,07	5,57
3	28	134,41	1,46	4,07	5,53
3	29	130,33	1,41	4,07	5,48
3	30	126,26	1,37	4,07	5,44
3	31	122,19	1,32	4,07	5,40
3	32	118,11	1,28	4,07	5,35
3	33	114,04	1,24	4,07	5,31
3	34	109,97	1,19	4,07	5,26
3	35	105,90	1,15	4,07	5,22
3	36	101,82	1,10	4,07	5,18
4	37	97,75	1,06	4,07	5,13
4	38	93,68	1,01	4,07	5,09
4	39	89,60	0,97	4,07	5,04
4	40	85,53	0,93	4,07	5,00
4	41	81,46	0,88	4,07	4,96
4	42	77,39	0,84	4,07	4,91
4	43	73,31	0,79	4,07	4,87
4	44	69,24	0,75	4,07	4,82
4	45	65,17	0,71	4,07	4,78
4	46	61,09	0,66	4,07	4,73
4	47	57,02	0,62	4,07	4,69
4	48	52,95	0,57	4,07	4,65
5	49	48,88	0,53	4,07	4,60
5	50	44,80	0,49	4,07	4,56
5	51	40,73	0,44	4,07	4,51
5	52	36,66	0,40	4,07	4,47
5	53	32,58	0,35	4,07	4,43
5	54	28,51	0,31	4,07	4,38

<b>The Year</b>	<b>Month</b>	<b>Loan balance, thousand U.S. dollars</b>	<b>Interest payments, thousands of U.S. dollars</b>	<b>Principal debt payments, thousand dollars USA</b>	<b>Total payment amount, thousand dollars USA</b>
5	55	24,44	0,26	4,07	4,34
5	56	20,36	0,22	4,07	4,29
5	57	16,29	0,18	4,07	4,25
5	58	12,22	0,13	4,07	4,21
5	59	8,15	0,09	4,07	4,16
5	60	4,07	0,04	4,07	4,12

## BASIC TOOLS

№	COST TITLE	USD	thousand (USD)
1	Building, structure, construction	28 000	28,00
2	Furniture and auxiliary equipment	2 500	2,50
3	Paper cup production line	165 000	165,00
<b>Amount</b>		<b>195 500</b>	<b>195,50</b>

## THE COST OF DEPRECIATION OF THE BASIC TOOLS

NAME HUNDREDS	1 year	Year 2	Year 3	Year 4	Year 5	Year 6- 10
Depreciation, one thousand US dollars	36,30	36,30	36,30	36,30	36,30	36,30

**REMUNERATION FUND**

<b>Organization of production of disposable containers</b>	<b>State number</b>	<b>Average monthly salary</b>	<b>Monthly payroll</b>	<b>Annual payroll</b>
<b>production</b>		<b>(USD)</b>	<b>thousand (USD)</b>	<b>thousand (USD)</b>
Warehouse Staff	2	500,00	1,00	12,00
Personnel on the line	6	450,00	2,70	32,40
<b>All</b>	<b>8</b>		<b>3,70</b>	<b>44,40</b>
Social security contributions Insurance (12% of salary)	12%		0,44	5,33
<b>All</b>	<b>8</b>		<b>4,14</b>	<b>49,73</b>
<b>Administration</b>				0
Director	1	800,00	0,80	9,60

Organization of production of disposable containers	State number	Average monthly salary	Monthly payroll	Annual payroll
Accountant	1	650,00	0,65	7,80
<b>All</b>	<b>2</b>		<b>1,45</b>	<b>17,40</b>
Social security contributions Insurance (12% of salary)	12%		0,17	2,088
<b>All</b>	<b>2</b>		<b>1,62</b>	<b>19,49</b>
<b>All</b>	<b>10</b>		<b>5,77</b>	<b>69,22</b>

## PAYROLL BY YEARS

Name of cost	1 yiel	2 yiel	3 yiel	4 yiel	5 yiel	6-10 yiel
Wages and salaries of production workers	27,35	32,32	37,30	42,27	49,73	49,73
Salaries of administrative employees	19,49	19,49	19,49	19,49	19,49	19,49
<b>All</b>	46,84	51,81	56,78	61,76	69,22	69,22



## REVENUE AND SALES PLAN

Production of disposable paper cups	1 year	Year 2	Year 3	Year 4	Year 5	6-10 year
	thousand (USD)	thousand (USD)	thousand (USD)	thousand (USD)	thousand (USD)	thousand (USD)
Disposable paper cups	1 131	1 337	1 542	1 748	2 056	2 056
<b>TOTAL INCOME</b>	<b>1 131</b>	<b>1 337</b>	<b>1 542</b>	<b>1 748</b>	<b>2 056</b>	<b>2 056</b>

## COST PLAN

COST TITLE	1 yiel	2 yiel	3 yiel	4 yiel	5 yiel	6-10- yil
<b>Organization of production of disposable containers</b>	<b>thousand (USD)</b>	<b>thousand (USD)</b>	<b>thousand (USD)</b>	<b>thousand (USD)</b>	<b>thousand (USD)</b>	<b>thousand (USD)</b>
raw material resources	757,78	895,48	1 033,30	1 171,12	1 377,73	1 377,73
Utility costs	11,31	13,37	15,42	17,48	20,56	20,56
Depreciation	36,30	36,30	36,30	36,30	36,30	36,30
Wages of employees at work	24,42	28,86	33,30	37,74	44,40	44,40
Social security contributions insurance	2,93	3,46	4,00	4,53	5,33	5,33
Other production costs	37,89	44,77	51,67	58,56	68,89	68,89
<b>INCLUDED COSTS</b>	<b>870,63</b>	<b>1 022,24</b>	<b>1 173,98</b>	<b>1 325,72</b>	<b>1 553,21</b>	<b>1 553,21</b>
Wages administrative employees	17,40	17,40	17,40	17,40	17,40	17,40

<b>COST TITLE</b>	<b>1 yiel</b>	<b>2 yiel</b>	<b>3 yiel</b>	<b>4 yiel</b>	<b>5 yiel</b>	<b>6-10- yil</b>
Social security contributions insurance	2,09	2,09	2,09	2,09	2,09	2,09
Other expenses						
<b>PRODUCTION COSTS</b>	<b>890,11</b>	<b>1 041,73</b>	<b>1 193,47</b>	<b>1 345,21</b>	<b>1 572,70</b>	<b>1 572,70</b>
Marketing costs	56,55	66,83	77,11	87,40	102,82	102,82
Other financial expenses	25,42	22,50	16,15	9,80	3,44	0,00
<b>GENERAL PRODUCTION COSTS</b>	<b>972,08</b>	<b>1 131,06</b>	<b>1 286,73</b>	<b>1 442,40</b>	<b>1 678,96</b>	<b>1 675,52</b>

## FINANCIAL RESULT

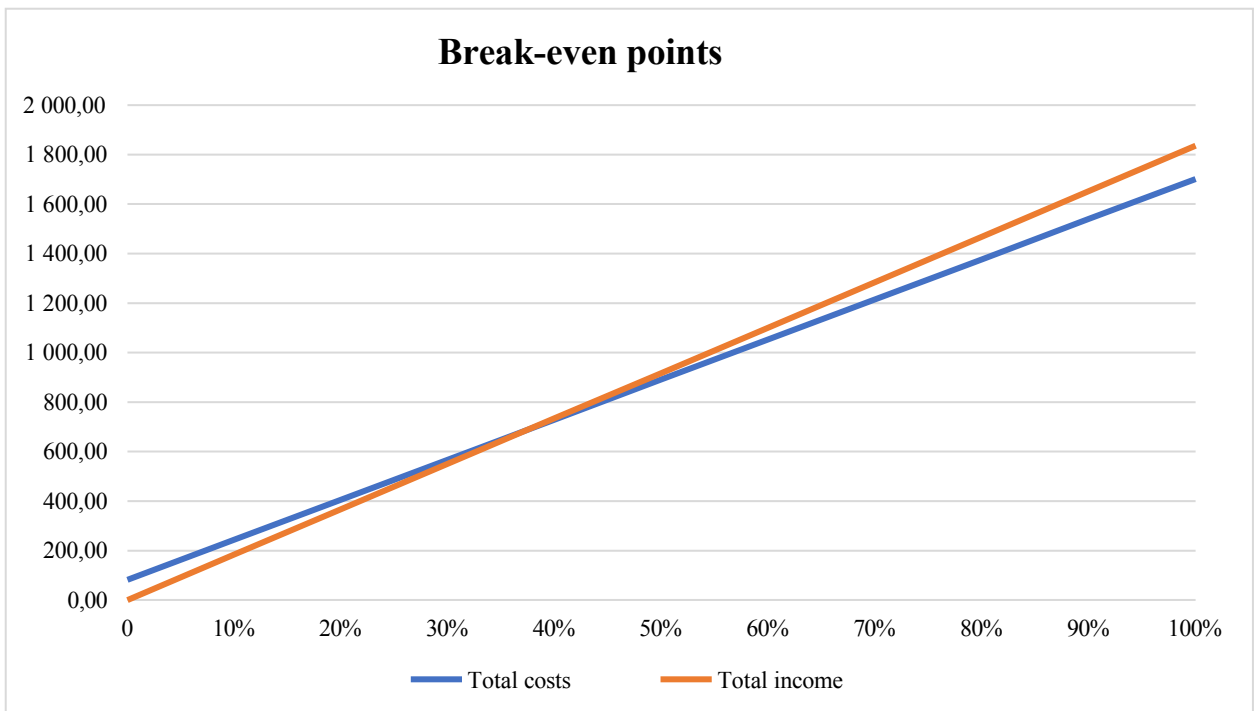
Production of disposable paper cups	1 year	Year 2	Year 3	Year 4	Year 5	6-10 year
	thousand (USD)	thousand (USD)	thousand (USD)	thousand (USD)	thousand (USD)	thousand (USD)
Gross income	1 131	1 337	1 542	1 748	2 056	2 056
VAT	121	143	165	187	220	220
Net income	1 010	1 193	1 377	1 561	1 836	1 836
Total costs	972	1 131	1 287	1 442	1 679	1 676
Profit before income tax	38	62	90	118	157	160
Income tax	6	9	14	18	24	24
<b>Net income</b>	<b>32</b>	<b>53</b>	<b>77</b>	<b>101</b>	<b>133</b>	<b>136</b>

### Calculation of NPV and IRR

Period	Cash flow	Rate refinancing	NPV	IRR
0	-364,28	14%		
1	32,09	14%	-336,13	-91,19%
2	52,94	14%	-295,40	-57,22%
3	76,73	14%	-243,61	-28,98%
4	100,52	14%	-184,10	-10,39%
5	133,49	14%	-114,77	2,32%
6	136,41	14%	-52,62	9,61%
7	136,41	14%	1,89	14,13%
8	136,41	14%	49,71	17,12%
9	136,41	14%	91,66	19,16%
10	136,41	14%	128,46	20,61%

## HARMLESS POINT

Parameter	Capacity at full capacity, thous.
Total income	1 836
Variable costs	1 619,73
Fixed costs	81,20
Total costs	1 700,93
The point of harmlessness (production power)	38%



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## **15 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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