

VAT, %		12
1 ruble	6.12 tenge	
1 dollar	389.5 tenge	

Costs of production

	Quantity, kg	Average cost, tenge	Quantity per month, kg
1 Sheep wool	1	700	2,362

Technology

	Cost, tenge	Quantity	Total costs
1 Carding machine	2,693,440	1	2,693,440
2 Washing machine	3,298,000	1	3,298,000
3 Industrial drying machine	1,558,000	1	1,558,000
4 Electro pump deep	80,000	1	80,000
5 Electro car	1,500,000	1	1,500,000
6 Yarning machine	2,711,160	1	2,711,160
Total			11,840,600

Chemicals

	Cost per kg, tenge	Quantity per a washing cycle, kg	Number of washing cycles per day
1 Detergent for processing wool	200	9	8

Furniture and equipment

	Cost, tenge	Quantity	Total costs
1 Furniture (for director)	160,000	1	160,000
2 Computer	200,000	1	200,000
3 Printer and scanner	50,000	1	50,000
4 Refrigerator	90,000	1	90,000
5 Cupboard	20,000	6	120,000
6 Microwave	20,000	1	20,000
7 Electric kettle	3,000	1	3,000
8 Furniture for kitchen	100,000	1	100,000
Total			743,000

Services

One time

	Costs, tenge
Preparation for inner	
1 space (special brigade)	30,000
2 Lawyer	150,000
3 Creation of website	185,000
4 Creation of logos	10,000
Total	375,000

Each month services

	Cost, tenge	
1 Advertising on social network	30,000	s through the instagram, facebook and goo
2 Accountant	80,000	
Total	110,000	

Employees	Quantity	Salary per person, tenge	Expences on salary after taxation, tenge
1 Washer-dryer	2	60,000	72,000
2 Storekeeper	1	60,000	72,000
3 Stacker of inputs/outputs	2	40,000	48,000
4 Security guard	1	45,000	54,000
5 Repairman	1	70,000	84,000
6 Cleaning woman	2	40,000	48,000
Total			

Rent

	Cost per month, tenge	Number of months	Total, tenge
1 Workshop (800 m2)	500,000	12	6,000,000
2 Truck	120,000	12	1,440,000

Other fixed costs

	Cost per month, tenge	Number of months	Total, tenge
1 Internet, telephone	4,000	12	48,000

	Kilowatt/hour	Cost of 1 kilowatt, tenge (without VAT)	Hours
2 Energy Building	30	13.79	12

Variable costs

Utilities

	Kilowatt/hour	Cost of 1 kilowatt, tenge (without VAT)	Hours
1 Energy			
Carding machine	4	13.79	9
Washing machine	1.1	13.79	9
Industrial drying machine	1.1	13.79	9
Yarning machine	2.2	13.79	9
Total, per month			
water from well(electro pu	2	13.79	9

Total costs

	Costs per month including taxes, tenge
Total fixed costs including	
Rent	620,000
Salaries	606,000
Utilities	133,443
Accountant per month	80,000
Advertising per month	30,000
Internet, telephone	4,000
Total per month	1,473,443
Total per year	17,681,316

	Costs per month including taxes, tenge	at high power
Variable costs including		
Sheep wool	1,416,960	
Utilities	43,273	
Detergent	345,600	
Total per month	1,805,833	
Total per year	21,669,996	

	Costs including taxes, tenge	
Initial investment		
Technology	11,840,600	
Furniture and equipment	743,000	
One time services	375,000	
Total	12,958,600	8947160

Depreciation

Technology			
Years	1	2	3
Price, tenge	11,840,600	11,840,600	11,840,600
Depreciation rate, %	20	20	20
Depreciation, tenge	2,368,120	2,368,120	2,368,120
Accumulated depreciation,	2,368,120	4,736,240	7,104,360
Residual price, tenge	9,472,480	7,104,360	4,736,240

Furniture and equipment			
Years	1	2	3
Price, tenge	743,000	743,000	743,000
Depreciation rate, %	20	20	20
Depreciation, tenge	148,600	148,600	148,600
Accumulated depreciation,	148,600	297,200	445,800
Residual price, tenge	594,400	445,800	297,200

Total depreciation	2,516,720	2,516,720	2,516,720
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Total costs,
tenge

1,653,120 25*8*24

40 kg per hour
30 kg for 40 min
25 kg per hour

<https://tiu.ru/p351783819-stanok-dlya-obrabotki.html>
<https://russian.alibaba.com/product-detail/sheep-wool-proc>

75 kg per hour

<https://russian.alibaba.com/product-detail/a186-sheep-woc>

Average number
of working days
per month

Total, tenge

24 345,600

gle

Total, tenge	number of working hours	Taxation, 20%
144,000	9	
72,000	9	
96,000	6	
54,000	12	
84,000	9	
96,000	6	
546,000		

<https://krisha.kz/a/show/53699591>

Average number of working days	Total (without VAT), tenge	Total (with VAT), tenge
24	119,146	133,443

Average number of working days	Total (without VAT), tenge	Total (with VAT), tenge
24	11,915	13,344
24	3,277	3,670
24	3,277	3,670
24	6,553	7,339
		28,023
24	5,957.3	15,250

<https://biznesinfo.kz/services/avto-nalog>
taxes for 1 year on trucks for transportation

4	5
11,840,600	11,840,600
20	20
2,368,120	2,368,120
9,472,480	11,840,600
2,368,120	-

4	5
743,000	743,000
20	20
148,600	148,600
594,400	743,000
148,600	-

2,516,720

2,516,720

[cessing-machinery-production-line-industrial-washing-machine-wool-cleaning-machine-60620789258.ht](#)

[l-spinning-machinery-cashmere-carding-machine-60033584296.html?spm=a2700.8699010.normalList.3](#)

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0.5 kg of clean wool gives 512 metres of yarns
 1 kg of unclean wool after washing and drying losses 17% of its weight
 Price per kg, tenge **2000**

Startup budget

Initial investment, tenge	12,958,600
Fixed costs for	17,681,316
Variable costs for	21,669,996
Total	30,639,916

Revenue Projections

Base scenario

According to statistics of sheep wool processing, at average manufact
 Performing at average power in the 4th and 5th years and annual 10
 1st year - 70% 2nd year - 80% 3rd year - 90%
 Power at average of machines is 10.2 kg per hour
 12.3 kg of unclean wool gives 10.2 kg of clean wool, which is 10,417 r

Years	1	2	3
Costs			
Fixed costs (5% inflation)	17,681,316	18,565,382	19,493,651
Variable costs	21,669,996	22,753,496	23,891,171
Total costs	39,351,312	41,318,878	43,384,821
Revenue			
Producing yarns per hour	8	10	11
Working hours per day	8	8	8
Working days per month	24	24	24
Failure	2% from revenue		
Producing yarns per month	1,536	1,920	2,112
Producing yarns per year	18,432	23,040	25,344
Price (kg)	2,000	2,000	2,000
Revenue	36,864,000	46,080,000	50,688,000
Operating profit	(2,487,312)	4,761,122	7,303,179
Depreciation	2,516,720	2,516,720	2,516,720
EBIT	(5,004,032)	2,244,402	4,786,459
Income tax, 15%	(750,605)	336,660	717,969
Operating profit after tax	(4,253,427)	1,907,742	4,068,490

Best scenario

Performing at max.power in the 4th and 5th years and annual 10% gr
 1st year - 70% 2nd year - 80% 3rd year - 90%
 Maximum power of machines is 25 kg per hour
 25 kg of unclean wool gives 20.75 kg of clean wool, which is 21,248 m

Years	1	2	3
Costs			
Fixed costs (5% inflation)	17,681,316	18,565,382	19,493,651
Variable costs	21,669,996	22,753,496	23,891,171
Total costs	39,351,312	41,318,878	43,384,821
Revenue			
Producing yarns per hour	13	15	17
Working hours per day	8	8	8
Working days per month	24	24	24
Producing yarns per month,kg	2,496	2,880	3,264
Producing yarns per year	29,952	34,560	39,168
Price	2,000	2,000	2,000
Revenue	59,904,000	69,120,000	78,336,000
Operating profit	20,552,688	27,801,122	34,951,179
Depreciation	2,516,720	2,516,720	2,516,720
EBIT	18,035,968	25,284,402	32,434,459
Income tax, 15%	2,705,395	3,792,660	4,865,169
Operating profit after tax	15,330,573	21,491,742	27,569,290

Worst scenario

According to statistics of sheep wool processing, at average manufact
 For this scenario max.performance will be a half of average productic
 Performing at average power in the 4th and 5th years and annual 10
 1st year - 70% 2nd year - 80% 3rd year - 90%
 Power at average of machines is 10.2 kg per hour
 6.2 kg of unclean wool gives 5.1 kg of clean wool, which is 5,208 metr

Years	1	2	3
Costs			
Fixed costs (5% inflation)	17,681,316	18,565,382	19,493,651
Variable costs	21,669,996	22,753,496	23,891,171
Total costs	39,351,312	41,318,878	43,384,821
Revenue			
Producing yarns per hour,kg	4	5	6

Working hours per day	8	8	8
Working days per month	24	24	24
Producing yarns per month	768	960	1,152
Producing yarns per year	9,216	11,520	13,824
Price	2,000	2,000	2,000
Revenue	18,432,000	23,040,000	27,648,000
Operating profit	(20,919,312)	(18,278,878)	(15,736,821)
Depreciation	2,516,720	2,516,720	2,516,720
EBIT	(23,436,032)	(20,795,598)	(18,253,541)
Income tax, 15%	(3,515,405)	(3,119,340)	(2,738,031)
Operating profit after tax	(19,920,627)	(17,676,258)	(15,515,510)

turies produce about 2 tonnes of yarns per month
 % growth rate during first three years

netres of yarns

4	5
20,468,333	21,491,750
25,085,729	26,340,016
45,554,063	47,831,766
12	13
8	8
24	24
2,304	2,496
27,648	29,952
2,000	2,000
55,296,000	59,904,000
9,741,937	12,072,234
2,516,720	2,516,720
7,225,217	9,555,514
1,083,783	1,433,327
6,141,435	8,122,187

growth rate during first three years

meters of yarns

4	5
20,468,333	21,491,750
25,085,729	26,340,016
45,554,063	47,831,766
19	20
8	8
24	24
3,648	3,840
43,776	46,080
2,000	2,000
87,552,000	92,160,000
41,997,937	44,328,234
2,516,720	2,516,720
39,481,217	41,811,514
5,922,183	6,271,727
33,559,035	35,539,787

factories produce about 2 mln meters of yarns per month.

in 2019, 1 mln meter per month

% growth rate during first three years

meters of yarns

4	5
20,468,333	21,491,750
25,085,729	26,340,016
45,554,063	47,831,766
7	8

8	8
24	24
1,344	1,536
16,128	18,432
2,000	2,000
32,256,000	36,864,000
(13,298,063)	(10,967,766)
2,516,720	2,516,720
(15,814,783)	(13,484,486)
(2,372,217)	(2,022,673)
(13,442,565)	(11,461,813)

Break-even point

Total FC, tg	17,681,316
Total VC, tg	21,669,996
Selling price, tg	2000
BEV on monthly basis, kg	21,457
BEV on daily basis, kg	894

Cash Flow

Year	0	1	2	3
Cash	52,309,912			
Total revenue	248,832,000	36,864,000	46,080,000	50,688,000
Capital expenditures	52,309,912			
Operational costs		39,351,312	41,318,878	43,384,821
Total costs	217,446,840	39,351,312	41,318,878	43,384,821
Operating profit		(2,487,312)	4,761,122	7,303,179
Depreciation		2,516,720	2,516,720	2,516,720
Gross profit		(5,004,032)	2,244,402	4,786,459
Tax 15%		(750,605)	336,660	717,969
Net profit	31,385,160	(4,253,427)	1,907,742	4,068,490
CF		(4,253,427)	1,907,742	4,068,490

NPV	
rate, %	5

NPV	43,991,693
IRR, %	8%

45,235,549

<https://maktex.ru/dosl>

<http://www.qbh-fab.cc>

www.tamish.kz

<https://www.altinbasa>

4	5
55,296,000	59,904,000
45,554,063	47,837,766
45,554,063	47,837,766
9,741,937	12,066,234
2,516,720	2,516,720
7,225,217	9,549,514
1,083,783	1,432,427
6,141,434	8,117,087
6,141,434	8,117,087

(879,834)

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