

Production of personal protective equipment (gas masks)

Commercial products

Annual capacity:

- OM-90 – 25 thousand units;
- CM-6 – 25 thousand units.

Investment attractiveness of the project:

Investment– US\$ 3,236 thousand
 Project NPV – US\$ 3,072 thousand
 IRR – 20.8%
 Payback period – 6.48 years

Project description

The Project envisages the production of modern, global standard, military and civil gas masks in Kokshetau, Akmola Oblast. Proposed annual production capacity will be 50 thousand units.

Company

The Project contractor is, whose core activities include producing Russian-developed aviation industry units, machinery and automation equipment for civil and military aircraft.

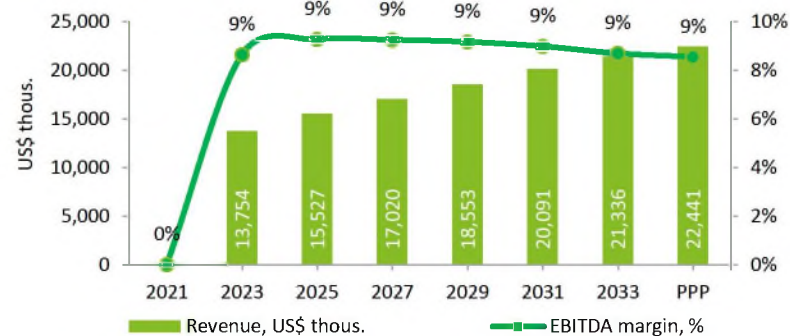
Market

- According to BIS Research, the global personal protective equipment market was valued at 4.9 billion USD in 2019, and is expected to reach 8.2 billion USD by 2025.
- The main supplier of breathing masks in 2020 was Russia, accounting for 56% of imports into Kazakhstan, with total supplies reaching 3,926 thousand USD. In 2019, the share of imports from Russia amounted to 41% (4,439 thousand USD).
- Local production in Kazakhstan does not cover demand for breathing masks, making the country import dependent.

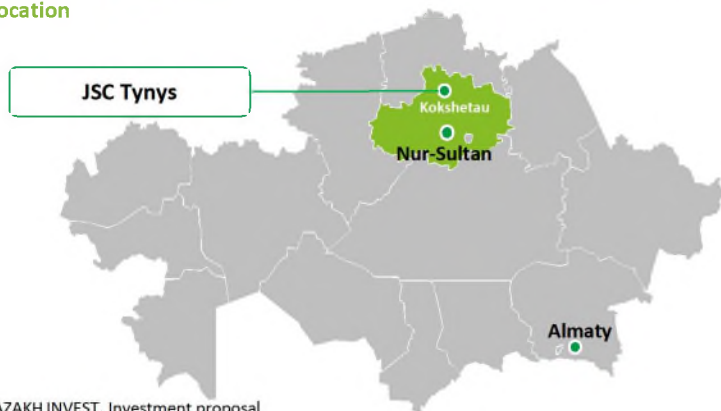
What is the attractiveness of the project?

- **License.** The Company holds a license to develop, repair and produce ammunition, arms and military technology, spare parts, components and accessories, special materials and equipment to produce them.
- **Personnel qualifications.** Given the Company's profile and its many years of experience in the aircraft and defence industries, production capacity and the qualifications of current personnel will aid gas mask production without having to hire overseas specialist.

Project profitability



Location



Construction of a plant for household appliances

Commercial products

- Hob – 185 thous. units
- Oven – 185 thous. units
- Kitchen stove Ottima 50 G – 85 thous. units
- Kitchen stove Apetito F90G – 42 thous. units.

Investment attractiveness of the project:

Investment – US\$ 65,424 thousand
 Project NPV – US\$ 10,137 thousand
 IRR – 20.3%
 Payback period – 6.72 years

Project description

The project envisages the construction of a factory for the production of cookers in partnership with Artel (Uzbekistan) with a capacity of 500,000 units of finished products per year. The project is to be implemented in the Special Economic Zone in Turkestan on a land plot of 22 ha.

Company

“Orbis Kazakhstan” Group is a diversified company, bringing together dozens of enterprises and organizations in various sectors of the economy. Production of the cookers is planned in partnership with Artel, a leader in the production of household appliances and electronics in Central Asia. The company currently manufactures over twenty categories of home appliances, including air conditioners, microwave ovens, mini ovens, gas and electric cookers, etc.

Market

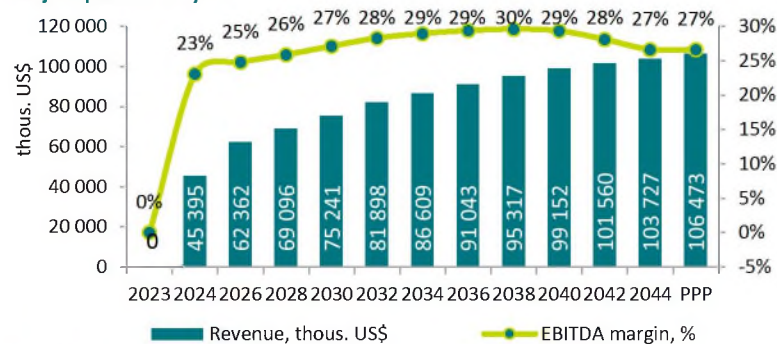
- As of 2020, the kitchen appliances market was valued at USD 250.6 billion, an increase of 5.6% from 2019. The kitchen appliances market is projected to reach a value of USD 378 billion by 2027, at a compound annual growth rate of 6% over the period 2020-2027.
- In 2020, the volume of manufactured household appliances in value terms reached 800 million tenge, a decrease of 15% compared to 2019. Compound annual growth rate was 3.6% over in period from 2016 to 2020. The main driver of the household appliances market in the Republic of Kazakhstan is the growth in the commissioning of residential buildings. The total area of residential buildings commissioned has reached 15 million sq. m, an increase of 17% compared to 2019.

What is the attractiveness of the project?

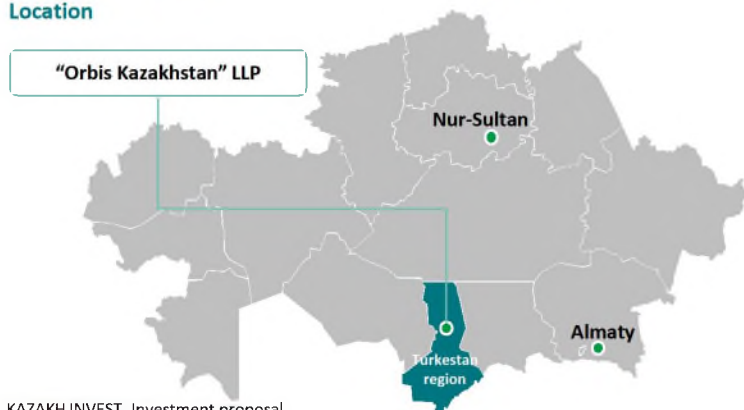
- **Project location.** Turkestan region has an extensive road transport and logistics infrastructure: the region has highways of republican and regional significance with access to the regions of Uzbekistan (Tashkent), Kyrgyzstan (Bishkek) and the cities of Kazakhstan (Shymkent, Taraz, Almaty, Kyzylorda, Zhezkazgan). The engineering infrastructure (electricity, gas supply and water supply) has been connected to the land plot.
- **Flexible pricing policy.** Household appliances are mainly imported to Kazakhstan. Manufacturing in Kazakhstan will significantly reduce the cost of production, as expenses on transport, taxes and customs duties will decrease.



Project profitability



Location





XPS tile and polystyrene lagging production

Commercial products

Production of thermal insulation tiles from extruding XPS polystyrene foam is due to start in 2023, and planned capacity will be reached from 2024. Production capacity is 200 thousand m³.

Investment attractiveness of the project:

Investment – US\$ 18,025 thousand
 Project NPV – US\$ 5,443 thousand
 IRR – 22.1%
 Payback period – 7.64 years

Project description

The Project envisages the construction of a plant to produce 200 thousand m³ of thermal insulation tiles from extruding XPS polystyrene foam per year. The Project is due to be realised in the Astana Technopolis Special Economic Zone in Nur-Sultan.

What is the attractiveness of the project?

- **High product quality.** XPS is known for being chemically durable, durable under high compression, water and vapour tight, as well as resistant to mould and fungus. Thus, XPS not only guarantees thermal insulation, but also acts as an effective barrier to a number of other destructive and negative factors.
- **Geographical location.** The Project is economically viable from a production capability perspective. The Nur-Sultan municipal agglomeration has a well-developed road and transportation and logistics infrastructure, including national and regional roads leading to Russia (Chelyabinsk and Yekaterinburg) and Kazakhstan cities, such as Petropavlovsk, Karaganda, Pavlodar and Aktobe.

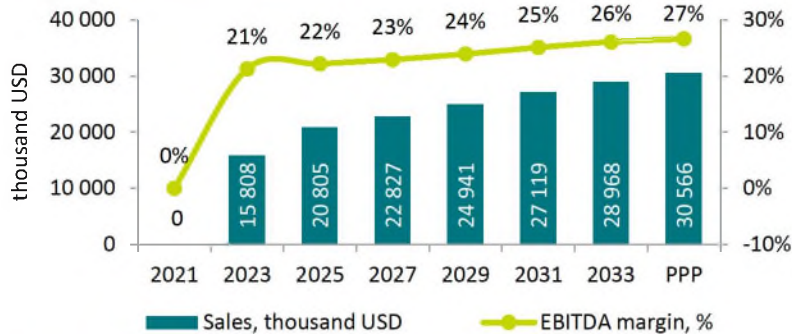
Company

Makwool LLP was created to realise a project to produce XPS thermal insulation materials.

Market

- In 2020, global revenue from thermal insulation material sales increased 0.7% year-on-year to 27.8 billion USD. According to Mordor Intelligence, the CAGR for the thermal insulation material market in 2020-2025 will be 4.45%.
- Average annual domestic consumption of thermal insulation materials was 74.8 thousand tonnes in 2016-2020. Domestic production for the same period averaged 70.5 thousand tonnes. Production and consumption growth was due to the development of the real estate market in Kazakhstan. In 2020, the volume of exports and imports of thermal insulation materials in the country amounted to 14 tonnes and 2.4 thousand tonnes, respectively.

Project profitability



Location

