

# EXPANSION OF THE EXISTING FISHERIES OF THE TIAN SHAN TROUT LLC

**Brief information:** The project involves the modernization and expansion of the existing fish farm for growing trout in a water area of 10 hectares Toktogul and 5 hectares Tash-Kumyrsky reservoirs. The company plans to establish a cage farm in the water area Toktogul Reservoirs. Build groups of workshops for product processing. Purchase a refrigerated van. Prepare conditions for construction logistic a center for storing fresh frozen fish, fish products, as well as with the prospect of storing cattle meat.

**Initiator:** Tien Shan Trout LLC

### Key project facts:

The Tien Shan Trout LLC is a production enterprise engaged in trout breeding from sowing fry to the launch of marketable fish for sale. The farm is located in the Chui region, Kyrgyz Republic in an ecologically clean high-mountainous region 60 kilometers from the capital of Kyrgyzstan in the village of Voznesenovka.

**4. Project cost: USD 3 million**

### Product sales markets (marketing plan)

Annual demand of Kyrgyz Republic in fish is 12.5 thousand tons. For 2018, it is likely that fish production has increased to 1.5 thousand tons. That is, the domestic market is not fully saturated. In addition, most of the fish produced in Kyrgyzstan goes to the markets of Kazakhstan. As well as the markets of the EAEU, China.

### Indicators investment efficiency

|  |                 |
|--|-----------------|
| Net present value (NPV), USD           | \$ 6,218,459.53 |
| internal rate of return (IRR),%        | % 94.74         |
| Index profitability (PI), units        | 2.07            |
| Discounted payback period (DPB), year. | four            |
| Average profitability investments, %   | 148.61          |
| Term payback, years                    | 7 years         |



## CONSTRUCTION OF DRYING SHOP AND STORING SHOP FOR FRUITS

**Brief information:** This investment project was initiated by the agricultural production commercial cooperative "Birimdik Suu» with the aim of creating a drying shop with a production capacity of more than 16 tons per year, a fruit storage shop with a capacity of 300 tons and a fruit and vegetable garden of 53 hectares in the village. Chyrpykty Issyk-Kul area.

**Initiator:** cooperative "Birimdik Suu"

### Key project facts:

- Agricultural cooperative "Birimdik Suu" (With PKK "Birimdik Suu") was created by the general meeting of members on August 22, 2011 and carries out its activities in accordance with the Law Kyrgyz Republic "On cooperatives".
- The cooperative provides a voluntary association of 45 people from the village. Chyrpykty Issyk-Kul district Issyk-Kulareas based on membership. Members of the cooperative "Birimdik Suu»Are engaged in joint production activities for the production of agricultural products...

**Project cost:** USD 645,375

### Markets sales of products (marketing plan)

The greatest potential for the sale of dried fruits is export to the countries of the EAEU.

#### Indicators investment efficiency

|                               |                  |
|-------------------------------|------------------|
| Net present value (NPV), USD  | \$1,39214<br>8.3 |
| Internal rate of return - IRR | 48.5%            |
| Profit for distribution       | \$643, 213       |
| Term payback, years           | 5                |



# "PRODUCTION OF LIVESTOCK AND CROP PRODUCTS ON THE BASIS OF A PEDIGREE FARM "ASYL A PLUS"

**Brief information:** Today small peasant farms cannot maintain a large livestock of beef cattle, and there are no processing enterprises. Therefore, in conditions of excessive sufficiency of rangelands in Naryn region needs to develop beef cattle breeding. Therefore, it is necessary to create a breeding herd of meat direction for further reproduction, which could supply pedigree young animals to other farms. Naryn region and for its the limits...

**Initiator:** Yskalov Marat

**Key facts project:**

- Land: arable 54 hectares, rainfed 230 hectares and pastures 600 ha Total area 884 ha sq. m.  
Covered area 1344 sq. m.
- Realization of breeding stock Galloway, aberdeen Angus meat breeds.

**Project cost : USD 583,000**

**Markets sales of products (marketing plan):**

- Market capacity (Current consumption) - 7800 heads.
- Distribution of sales markets by geography, taking into account exports products - Naryn region.
- Groups of consumers of products (services) - Farmers area.
- What are the advantages over competitors - The absence of such enterprises, a high level of productivity of the products offered
- Price per one. competitor's products - 1.6
- Profitability sales:  
 $ROS = \frac{EBIT}{SALES} = \frac{\text{operating profit}}{\text{revenue}} * 100 = 28.3 : 16.98 = 60\%$
- Profitability assets:  
 $ROA = \frac{\text{net income}}{\text{assets}} * 100 = 28.3 : 145 = 19\%$

**Estimated basic investment costs (in USD)**

| Expenditure   | Amount of expenses |
|---|--------------------|
| Purchase of 100 heads of breeding heifers of meat breeds                                      | 350.0              |
| internal rate of return (IRR),%   | 74.7%              |
| Tractor   | 85.0               |
| Tractor excavator 30.0  | 30.0               |
| Transformer substation 13.0 etc., reconstruction of power transmission line 5 km - 15.0 tons. |                    |
| Barn overhaul 90.0 t.   | 90.0               |





## PROCESSING OF ORGANIC APRICOTS

### Brief information:

The Alysh-Dan Production Agricultural Cooperative is a farm marketing cooperative. It was established and registered in 2008 and is located in Kara-Bak village of Batken region. The main economic activity of Alysh-Dan is to provide agricultural training on production of natural organic apricots, training on the use of organic materials, and marketing and distribution of apricot products. Alysh-Dan was certified IMO organic agricultural production in 2014.

### Key project facts :

- Production capacity - 1050 tons per year.

### 3. Project cost :USD 512,000

### Available assets:

- Membership fee,
- Commission from the sale of apricot products. The cooperative receives 3% of the products sold

### Advantages of the project:

- Place for apricot drying equipment, storage, cold rooms and warehouses,
- Placement of scales for weighing products,
- Packaging, marketing and as a distribution center,
- Processing center for jams, jellies, juices, preserves and stone fruit products.

### Sales market :

- market sales of fresh and dried certified organic apricots, with a focus on exports to Europe, Russia and Turkey.
- market sales of fresh and dried certified organic apricots with a focus on local sellers, markets, bazaars, shops, fairs and festivals in Kyrgyzstan.
- sales in large commercial markets for export buyers.
- processing apricots into certified organic jellies, jams, preserves, juices and chocolate to increase sales value.
- seed processing for certified organic creams, perfumes, oils and snacks.
- Kazakhstan is a promising export market for Kyrgyz dried apricots. The growth of imports over the past year was recorded at the level of 12%. For exporters of the Kyrgyz Republic, the customs tariff is 0% in this market. Uzbekistan is the major supplier in Kazakhstan. The Kazakhstan's dried apricot market is the most promising market in terms of logistics, growth dynamics, ease of doing business due to the presence in the market and recognition of Kyrgyz products, as well as unrealized export potential.
- Russia shows huge growth in imports over 2014-2018. in quantitative terms - 70%. The main supplier is China. We consider this market to be equally interesting in terms of size, growth dynamics and ease of doing business.



# EXPANSION OF THE FRUIT AND VEGETABLES PROCESSING ENTERPRISE

**Brief information:** Tokmok plodoovosh was created on the basis of a standard cannery, built in 1964 for the production of canned products.

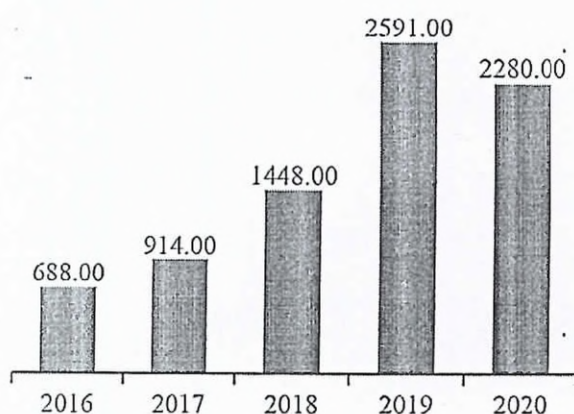
**Initiator:** Bukanchieva Damira (Tokmok Plododovoshnoy Zavod)

**Key project facts:**

Location: Chui region, Tokmok city

**Project cost: USD 172 661**

Export of canned vegetables and fruits of the Kyrgyz Republic, thousand USD



**Available assets:**

- The area occupied by the enterprise - 9 hectares
- Hungarian line R-16 for the production of canned products
- Own water well with a depth of 100 meters
- ISO:22000 certification
- Recognizable brand "Taste of the Sun".

**Product sales markets (marketing plan)**

Domestic market 65%: -the sale of the company's products is carried out through the retails "Noumen Service", "Taste of the Sun", "Globus", "7 days", "Frunze", "Super Arzan", "Narodny". External market: 35% of finished products go to the Kazakhstan. Potential export markets: Russia, Kazakhstan, Uzbekistan and Tajikistan.

**Projected statement of financial results:**

| Indicators in thousand som | Quarter |       |       |       | Total  |
|----------------------------|---------|-------|-------|-------|--------|
|                            | 1       | 2     | 3     | 4     |        |
| Proceeds                   | 3 200   | 5 800 | 4 800 | 6 600 | 20 400 |
| Material costs             | 2 604   | 4 570 | 3 813 | 5 170 | 16 157 |
| Profit                     | 536     | 1 107 | 889   | 1 287 | 3 819  |



# MODERNIZATION OF MEAT PROCESSING PLANT

## Brief information:

"Toshtuk Karakol" company produces meat and meat products, semi-finished products, specializes in the slaughtering of the Issyk-Kul region and processes approximately 35 tonnes of beef a year. Most of its products are sold in bulk to companies, ski resorts and of the Issyk-Kul region. Part of the production is sold in its own stores in Karakol.

## Key project facts:

- Production capacity - 21,600 heads per year.

**Project cost: USD 5,3 million**

## Available assets:

- Total area is 11.0 hectares;
- Industrial buildings;
- Offices and shops;
- The process equipment;
- Outbuildings;

## Advantages of the project:

- Innovative technology without competition in Kyrgyzstan;
- Competitive advantage through technology implementation of global standards;
- Increased productivity and the number of processed meat;
- The ability to expand the range of products and services;

## Sales market:

- Meat processed using this technology will meet quality standards for export to foreign markets. Russia is a promising market for meat since it occupies a 20.7% share in global imports and continues to grow dynamically. The main supplier in this market are the CIS countries, and this suggests that the Kyrgyz Republic has equal conditions in terms of tariff advantages, Russia is a promising and priority market in terms of market size, logistics and average purchase prices, as well as due to its membership in the EAEU, which gives a huge advantage.
- The second promising market for meat is the UAE. The UAE ranks 2nd in terms of market size, occupying 18.2% of the global import market. Also, the UAE market is interesting in that the import duty is 0% and high purchase prices at the level of USD 7.451 per ton. This market is concentrated and there is a monopoly supplier in the person of India, which occupies 78% of the lamb meat market..



# EXPANSION OF THE PLANT FOR THE PRODUCTION OF CANNED FRUITS AND VEGETABLES AND DRIED FRUITS

## Brief information:

«Oshskiy Plodoovoshnoy Kombinat» LLC was founded in 1954 on the basis of the Osh Regional Consumer Union of the Kyrgyz SSR. The main activity of the enterprise is the complex processing of fruit and vegetable products - natural canned vegetables, tomato products, natural juices, preserves, jams, fruit compotes, dried fruits and vegetables.

**Initiator:** «Oshskiy Plodoovoshnoy Kombinat» LLC

## Key project facts:

Location: Osh city

Refrigerating chambers for storing fresh vegetables and fruits for 180-200 tons.

**Project cost : USD 1,85 million**

## Available assets

- Land plot is 3.5 hectares
- Transport infrastructure (railway)
- Provided with round-the-clock energy saving and water supply
- Share capital USD 5.2 million
- Equipment for the production of canned fruits and vegetables
- Workplace for the production of compote mixture
- Honey bottling workplace

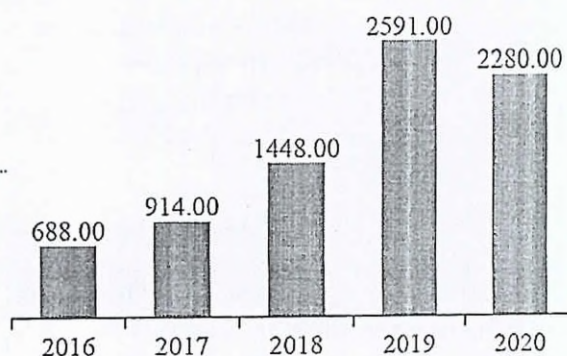
## Product sales markets (marketing plan)

«Oshskiy Plodoovoshnoy Kombinat» LLC exports to Russia, Kazakhstan and Russia. Potential sales markets (export values of the Kyrgyz Republic for 2020): Russia (1192 thousand USD), Kazakhstan (739 thousand USD), Uzbekistan (254 thousand USD)

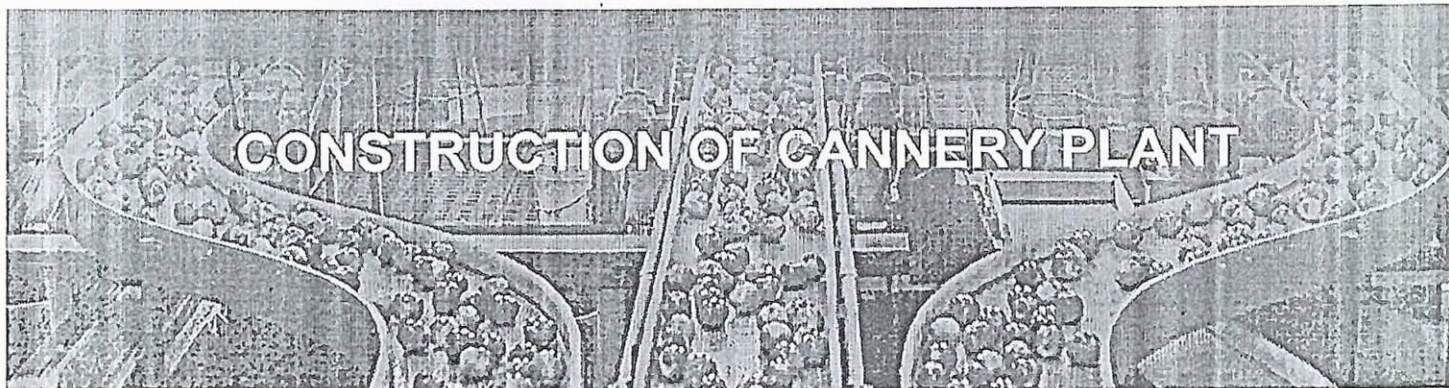
## Investment performance indicators

|                                 |        |
|---------------------------------|--------|
| Net present value, USD          | 8299,4 |
| Internal rate of return (IRR),% | 22,2%  |
| Average return on investment, % | 15     |

Export of canned vegetables and fruits of the Kyrgyz Republic, thousand USD







**Brief information:**

Provides for the processing of 10,000 tons of beans, 2,000 tons of vegetables (tomatoes, cucumbers, bell peppers, etc.), 1,000 tons of fruits (apples, plums, cherries, strawberries, raspberries, currants, etc.) per year.

**Key facts**

- o **Location:** Talas region, Talas district
- o **Production capacity:** 52.4 million cans / year
- o **Project cost:** USD 9.4 million

There are no factories for processing beans in Kyrgyzstan and there are no competitors in this market. The project is aimed at exporting the bulk of finished products with access to the markets of European countries, Russia, Turkey and Kazakhstan. All processes will comply with international standard ISO 22000.

**Benefits of the project**

- Creation of 200 permanent and at least 100 seasonal job positions directly in production. In addition, a large number of agricultural producers will conclude contracts and will be confident in the sale of their products at a favorable price;
- Improvement of infrastructure, communications, introduction to the Internet, innovative information technologies, access roads, landscaping of territories;
- Diagnostics and timely prevention of the health status of employees undergoing regular medical examinations;
- Capacity building of the local population, free vocational training with obtaining specialties;
- Development of ethics, culture, hygiene of behavior at work and in society as a whole;
- Arrangement of sports grounds to maintain physical health, the organization of cultural events for the aesthetic development of youth.

| <b>Indicators investment efficiency</b> |           |
|---|-----------|
| Project cost, Doll                      | 9 360 760 |
| Own contribution, Doll                  | 1,072,007 |
| Payback period, years                   | 10        |



# PRODUCTION ORGANIZATION: SLAUGHTER AND PRIMARY PROCESSING OF LIVESTOCK

## Brief information:

Organization of a profitable production complex for the slaughter and primary processing of large and small ruminants.

Provision of services:

- for slaughtering and primary processing;
- for cutting into bran, deboning, trimming;
- for veterinary examination and certification; storage of meat.

The production complex also provides for the possibility of producing limited quantities of sausages (liverwurst, blood, meat), small semi-finished meat product.

## Key facts

- **Location:** Talas region, Kara-Buura district
- **Production capacity:** 50 heads of cattle or up to 70 heads of small cattle per shift
- **Project cost:** USD 1.09 million

## Indicators investment efficiency

|                                 |         |
|---------------------------------|---------|
| Term payments (PO), year        | 6.5     |
| Net present value (NPV), USD    | 402 560 |
| internal rate of return (IRR),% | 17%     |
| Profitability index, units      | 1.3     |

## Advantages and benefits of the project:

- Organization and production technology, raw materials, products will strictly comply with international quality and safety standards, and will be certified;
- The possibility of organizing a wide-profile and large-scale production;
- Availability of infrastructure in the region.

The company possesses the rights of ownership and use of real estate, including a land plot in 8.4 ha on the territory of Cholponbai district and Kara-Buura district. There is an asphalted access road to the project object (territory).

The nearby power line passes, water supply is due to renewable groundwater, where it could be drilled the artesian well and got drinking water.

The distance from the project site to the main transport highway (M41) of international importance - Bishkek - Talas - Taraz 1.5 km, to the strategically important transport highway of republic Bishkek-Osh 155 km.

The distance to the train station Maimak 45 km, in the Maimak village - free economic zone.



# ESTABLISHMENT AND DEVELOPMENT OF PRODUCTION AND LOGISTICS ENTERPRISE FOR APRICOT PROCESSING

## Brief information:

Creation and development of a production and logistics enterprise

Initiator: "Tosor-agro" LLC

## Key facts

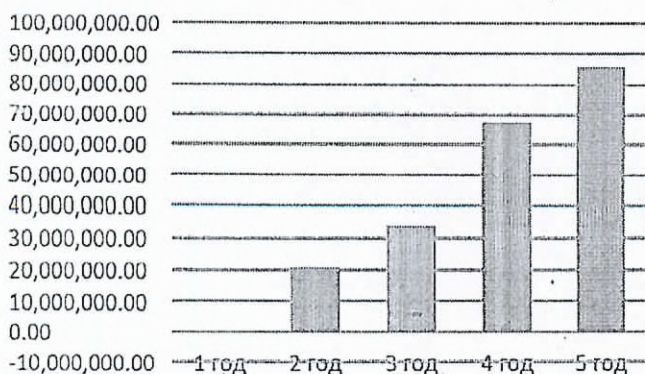
- o **Location:** Issyk-Kul region, Jety-Oguzskiy district
- o **Production capacity:** processing apricot to **3,000 tons / year**
- o **Project cost:** 650 000 USD

The high export potential of this industry makes it possible to increase the export of fruits and vegetables up to 20% per year. The key export markets are Kazakhstan and Russia, which purchase about 65% of the total export volume.

The specific weight of vegetable and fruit processing in the republic is low and does not exceed 13-14%.

Currently, the EEU market is one of the most attractive and has good potential in the raise of the capacity of the project.

## Net profit



## The company will specialize in three types of services:

Transport and trade services together with "UBS Transit". The transportation and sale of apricots (and later on other agricultural products) of local farmers to the EEU markets.

Services for the processing of apricots of local farmers and the production of jams and dried fruits (dried apricots) for the independent sale of farmers, as well as with additional assistance in the storage and sale of such products.

Warehouse storage services, including the use of specialized refrigeration equipment, both for fresh agricultural products of farmers and processed ones.

## Indicators investment efficiency

|  |           |
|--|-----------|
| Net value (NV), USD                    | 2 649 366 |
| Net present value (NPV), USD           | 1,781,175 |
| internal rate of return (IRR),%        | 145.7     |
| Discounted payback period (DPB), month | 13        |
| Discount rate, %                       | 10        |
| EBITDA, Doll.                          | 3,534,055 |