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PROJECT №1188
PRODUCTION OF KNITTED PRODUCTS FOR EXPORT TO THE CIS COUNTRIES (EXPANSION OF ACTIVITIES)

REQUIRED AMOUNT OF INVESTMENTS:
$1 198 000

ANNUAL NET PROFIT:
$874 740

RETURN ON INVESTMENT CAPITAL:
58%

FOUNDER'S INVESTMENT:
$90 000

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Market need: According to the State Statistics Committee, based on the results of January-July 2022, textile products were exported from Uzbekistan in the amount of **$1,916.5 million**, which amounted to **17%** of the total export volume. Compared to January-July 2021, it increased by 19.2%. From the figures above, we can see significant growth in textile exports and high demand. Despite the large number of knitting factories in Uzbekistan, demand still cannot be fully covered.

Description: The founder has been producing products for the domestic market and for export to the CIS countries for 7 years. The monthly volume of knitted products is **500-600 thousand** products worth **$566,000**. Founder has the production of printing and sewing of garments and experience in production from canvas to finished products and export to the CIS countries. Raw materials for production for each truck are purchased a month in advance so as not to disrupt the cycle. To ensure production and uninterrupted monthly shipments, you need to have funds for each truck separately, that is, **$526,000** for 3 trucks monthly. The project has already raised **$200,000** to expand production.

Advantages: the business has existed for more than 20 years and has proven itself at the highest level. An export contract was concluded for a total amount of $6.8 million with monthly supplies to Russia, brands "Bogatyr" and "Dobrynya" in the amount of $566,000 (contract currency – US dollar). To avoid the risk of non-payment on the part of the buyer, he makes an advance payment after issuing an invoice for the purchased raw materials and fabric.

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Full payment is made before shipment: up to 80% during tailoring, and 20% based on the amount of finished products. **$90,000** was invested in marketing, concluding contracts, presenting sketches of clothing models, searching for fabrics, accessories and purchasing a typewriter.

About the Founder and the team: He has been working in this field for more than 20 years. Before the moratorium on cotton was introduced, they exported products to Wal-Mart, IKEA, Germany and Russia. There is a wide range of garments for export, and an agreement for a total supply of **$5,000,000**. For the stable implementation and overfulfillment of the state export plan, by more than **$16,000,000**, he was awarded state awards and medals. The team is about 200 people.
Project implementation period: after receiving the investment, the first shipment of products within **45 days**.

Required amount of investments: $1 198 000

NAME	AMOUNT, $
Dyed fabric 168 tons	1 176 000
Patterns, clichés	3 000
Technical documentation for products	1 000
Special sewing machines	18 000
Total	**1 198 000**

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Income data for a month:

NAME	QUANTITY, PCS	PRICE, $	AMOUNT, $
1st batch of ready-made clothes	219 457	0,87	190 927
2nd batch of ready-made clothes	202 260	0,92	186 079
3rd batch of ready-made clothes	219 457	0,87	190 927
4th batch of ready-made clothes	202 260	0,92	186 079
5th batch of ready-made clothes	219 457	0,87	190 927
6th batch of ready-made clothes	202 260	0,92	186 079
7th batch of ready-made clothes	219 457	0,87	190 927
Total			**1 321 945**

Expenses data for a month:

NAME	AMOUNT, $
Knitted fabric	1 176 000
Sewing products	47 600
Logistics costs	5 250
Product packaging	11 200
Employee salaries	7 000
Customs clearance of goods for export	2 000
Total	**1 249 050**

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- Annual profit: **$15 863 340**
- Annual expenses: **$14 988 600**
- Annual net profit: $15 863 340 – $14 988 600 = **$874 740**
- Return on investment capital:

$$\textbf{ROI} = \frac{\text{Net profit}}{\text{Investment amount}} \times \text{Investor's share} \times 100\% = \textbf{58\%}$$

DISTRIBUTION OF SHARES:

Investor - **80%** and Founder - **20%** – until the full return on investment.

Investor - **50%** and Founder - **50%** – after the full return on investment.