

The project for the buyout of 100% of the share of the authorized capital  
«Balkhashbalyk» LLP  
and the expansion of production

Almaty, 2021

## general information about BALKHASHBALKYK

- Currently, it is the largest player in the fishing industry in the Karaganda region of Kazakhstan
- The company has 14 fishing areas, which make up 25% of the entire water area of Lake Balkhash
- The company has no tax debts and no credit liabilities
- 100% of the company's capital belongs to an individual who is also a director

## ASSETS OF BALKHASHBALKYK

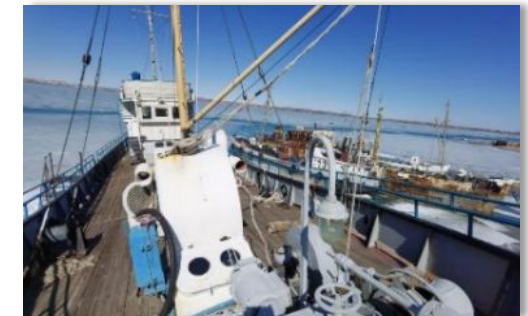
The company owns buildings and structures located at two industrial sites

- production buildings are located on **site No. 1** (14.5 hectares)



- on **site No. 2** (2.5 hectares) there are water vehicles and a repair base

Name	Area, sq.m.
Freezing shop	3 200
Fillet shop	300
Smoke shop	1 000
Fish flour shop	1 000
Energy shop	1 600
Administrative buildings	2 000



## DIRECTIONS OF INVESTMENT

Investor



Initiator of the project – «Teploinvest» LLP

1 250 000 EUR



«Balkhashbalyk» LLP

redemption of 100% of capital

Directions	EUR	Implementation period
replenishment of working capital	350 000	2021
Renovation and modernization of an administrative building	200 000	
Construction and equipment of a cannery	180 000	
Construction and equipment of a smoked-drying shop	150 000	
Repair of 10 ships with refrigerators	120 000	
Repair of 26 boats	115 000	
Repair and modernization of refrigerators	100 000	
Construction of a net knitting shop	80 000	
Pier repair	20 000	
<b>purchase of additional ships (second stage)</b>	290 000	<b>2022</b>
<b>Construction of a shipyard (second stage)</b>	2 500 000	<b>2022-2023</b>
<b>Total</b>	<b>4 105 000</b>	

Total investment  
5 355 000 EUR

## KEY PROJECT INDICATORS – FIRST STAGE

Directions	EUR
redemption of 100% of capital	1 250 000
investment	965 000
working capital	350 000
<b>Total</b>	<b>2 565 000</b>

### P&L REPORT, EUR

№	Наименование	Project implementation period, year					Total
		1 year	2 year	3 year	4 year	5 year	
<b>1</b>	<b>Gross proceeds</b>	<b>2 335</b>	<b>3 164</b>	<b>3 195</b>	<b>2 689</b>	<b>2 716</b>	<b>14 099</b>
	- VAT (0%)	0	0	0	0	0	0
<b>2</b>	<b>Net proceeds</b>	<b>2 335</b>	<b>3 164</b>	<b>3 195</b>	<b>2 689</b>	<b>2 716</b>	<b>14 099</b>
	Other supply	0	0	0	0	0	0
<b>3</b>	<b>Total receipts</b>	<b>2 335</b>	<b>3 164</b>	<b>3 195</b>	<b>2 689</b>	<b>2 716</b>	<b>14 099</b>
<b>4</b>	<b>Variable costs</b>	<b>817</b>	<b>967</b>	<b>998</b>	<b>941</b>	<b>972</b>	<b>4 694</b>
<b>5</b>	<b>Gross profit</b>	<b>1 519</b>	<b>2 197</b>	<b>2 197</b>	<b>1 748</b>	<b>1 744</b>	<b>9 405</b>
<b>6</b>	<b>Fixed costs</b>	<b>188</b>	<b>194</b>	<b>200</b>	<b>206</b>	<b>213</b>	<b>1 001</b>
<b>7</b>	<b>Income before payment interest on a loan</b>	<b>1 331</b>	<b>2 003</b>	<b>1 997</b>	<b>1 541</b>	<b>1 531</b>	<b>8 404</b>
<b>8</b>	<b>Payment of interest on a loan</b>	<b>108</b>	<b>82</b>	<b>59</b>	<b>36</b>	<b>13</b>	<b>298</b>
<b>9</b>	<b>Income before tax</b>	<b>1 223</b>	<b>1 921</b>	<b>1 938</b>	<b>1 505</b>	<b>1 518</b>	<b>8 106</b>
<b>10</b>	<b>Income tax</b>	<b>245</b>	<b>384</b>	<b>388</b>	<b>301</b>	<b>304</b>	<b>1 621</b>
<b>11</b>	<b>Net profit</b>	<b>979</b>	<b>1 537</b>	<b>1 551</b>	<b>1 204</b>	<b>1 215</b>	<b>6 485</b>
<b>12</b>	<b>Return on sales,%</b>	<b>42%</b>	<b>49%</b>	<b>49%</b>	<b>45%</b>	<b>45%</b>	<b>46%</b>

## KEY PROJECT INDICATORS – FIRST STAGE

### CASH FLOW REPORT, EUR

№	Name	Project implementation period, year					Total
		1 year	2 year	3 year	4 year	5 year	
<b>1</b>	<b>Initial cash</b>	<b>0,00</b>	<b>708,48</b>	<b>2 427,48</b>	<b>3 687,76</b>	<b>4 534,68</b>	<b>0,00</b>
<b>2</b>	<b>Cash inflow from transactions</b>	<b>2 335,26</b>	<b>3 163,56</b>	<b>3 195,20</b>	<b>2 689,29</b>	<b>2 716,19</b>	<b>14 099,50</b>
2.1	Sales	2 335,26	3 163,56	3 195,20	2 689,29	2 716,19	14 099,50
2.2	VAT on sales (from turnover)	0,00	0,00	0,00	0,00	0,00	0,00
2.3	Rev. debit. arrears						0,00
<b>3</b>	<b>Cash outflow from operations</b>	<b>1 184,05</b>	<b>1 362,19</b>	<b>1 322,06</b>	<b>1 252,77</b>	<b>1 272,98</b>	<b>6 394,04</b>
3.1.	<b>Raw materials and supplies</b>	<b>422,44</b>	<b>426,67</b>	<b>430,94</b>	<b>435,25</b>	<b>439,60</b>	<b>2 154,89</b>
3.2.	<b>Services</b>	<b>158,64</b>	<b>160,22</b>	<b>161,82</b>	<b>163,44</b>	<b>165,08</b>	<b>809,20</b>
3.3.	<b>Salary</b>	<b>251,23</b>	<b>256,26</b>	<b>261,38</b>	<b>266,61</b>	<b>271,94</b>	<b>1 307,44</b>
3.4.	<b>Other costs</b>	<b>5,90</b>	<b>6,01</b>	<b>6,13</b>	<b>6,26</b>	<b>6,38</b>	<b>30,69</b>
3.5.	Income tax	244,65	384,19	387,51	301,09	303,69	1 621,14
3.6.	VAT on purchases (offset)	-21,57	0,00	-60,87	-61,62	-62,39	-206,45
<b>4</b>	<b>Net cash from operations</b>	<b>1 151,21</b>	<b>1 801,37</b>	<b>1 873,14</b>	<b>1 436,53</b>	<b>1 443,21</b>	<b>7 705,46</b>
<b>5</b>	<b>Investments</b>	<b>2 550,00</b>	<b>0,00</b>	<b>0,00</b>	<b>0,00</b>	<b>0,00</b>	<b>2 550,00</b>
5.1	Fixed asset investments (VAT incl.)	2 464,00	0,00	0,00	0,00	0,00	2 464,00
5.2	Investment in current assets (inventory incl.VAT)	392,00					392,00
5.3	VAT paid on investments (offset)	-306,00					-306,00
<b>6</b>	<b>Balance from non-fin. operations</b>	<b>-1 398,79</b>	<b>1 801,37</b>	<b>1 873,14</b>	<b>1 436,53</b>	<b>1 443,21</b>	<b>5 155,46</b>
<b>7</b>	<b>Interest payable</b>	<b>107,73</b>	<b>82,37</b>	<b>59,11</b>	<b>35,86</b>	<b>12,60</b>	<b>297,67</b>
<b>9</b>	<b>Loans to maturity</b>	<b>350,00</b>	<b>0,00</b>	<b>553,75</b>	<b>553,75</b>	<b>553,75</b>	<b>2 011,25</b>
<b>10</b>	<b>Excess / shortage of funds</b>	<b>-1 856,52</b>	<b>2 427,48</b>	<b>3 687,76</b>	<b>4 534,68</b>	<b>5 411,54</b>	<b>2 846,54</b>
<b>11</b>	<b>Financing</b>	<b>2 565,00</b>	<b>0,00</b>	<b>0,00</b>	<b>0,00</b>	<b>0,00</b>	<b>2 565,00</b>
10.1	Loans	2 565,00					
10.2		0,00					
<b>11</b>	<b>Final cash balance</b>	<b>708,48</b>	<b>2 427,48</b>	<b>3 687,76</b>	<b>4 534,68</b>	<b>5 411,54</b>	<b>5 411,54</b>

## KEY PROJECT INDICATORS – FIRST STAGE

Name	Project implementation period, year					
	0 period	1	2	3	4	5
Cash flow	-2 565,00	1 043,99	1 602,13	1 615,44	1 269,76	1 280,16
Discount rate	1	0,8696	0,7561	0,6575	0,5718	0,4972
PV	-2 565,00	907,82	1 211,44	1 062,18	725,99	636,46
IRR	<b>43,43%</b>					

Calculation of indicators	
Interest rate	0,15
	Сумма
Credit	-2 565,00
1 year	1 043,99
2 year	1 602,13
3 year	1 615,44
4 year	1 269,76
5 year	1 280,16
<b>NPV (EUR)</b>	<b>1 978,89</b>
<b>PI</b>	<b>1,77</b>

Indicators	Value
Loan payback period, years	1,98
Return on sales%	45,99%
PI - Profitability index	1,77
NPV - EUR	1 978,89
IRR - Internal rate of return %	43,43%