



## Concept of construction of plant of innovative heat exchange equipment with a site of production of pipelines from PP and HDPE in Salavat city

Stage of construction. Equipment. Number of personnel. The cost of fixed assets. By implementing. The main prospects of development.



# Main activity

- Production of plate heat exchangers
- Production of industrial air conditioners
- Production of heat points and heating installations
- Production of pipes and fittings from HDPE and PP
- Service of products (warranty, after warranty service and repair, installation, commissioning, training)

## Choice of place of production - Republic of Bashkortostan, Salavat city



Currently, in the fields of activity, both in construction and major repairs, for the supply of water, heat, sewage systems, transportation of natural gas, etc. the use of pipeline strapping made of polypropylene (PP) or low-pressure polyethylene (HDPE) is widely developed. A convenient platform for the organization of production of these products is the city of Salavat of the Republic of Bashkortostan due to the lack of such production in the region, as well as the presence in Salavat of raw materials for HDPE products (LLC "Gazprom Neftekhim Salavat"). For the purpose of the organization of production the corresponding production site meeting all necessary requirements including delivery, storage of raw materials and finished products is picked up.

Site for the manufacture of pipes and fittings from  
PP and HDPE, Salavat

# Types of innovative products

Plate heat exchanger



Industrial air conditioner, air cooler



# Type of product

Heat point, using plate heat exchanger



The air heater installation



## Structural plan of production of pipes and fittings from PP and HDPE, Salavat

It is planned to build a plant with a General plan for processing up to 23,000 kg of raw materials per day, including :

Production of PP pipe with outer diameter from 20 to 110 mm



Production of HDPE pipe with outer diameter from 20 to 110 mm



Production of HDPE pipe with outer diameter from 110 to 400 mm



Production of fittings and fittings from PP with a diameter from 20 to 70 mm (at the first stage)



## **Advantages of the project implementation in the Republic of Bashkortostan**

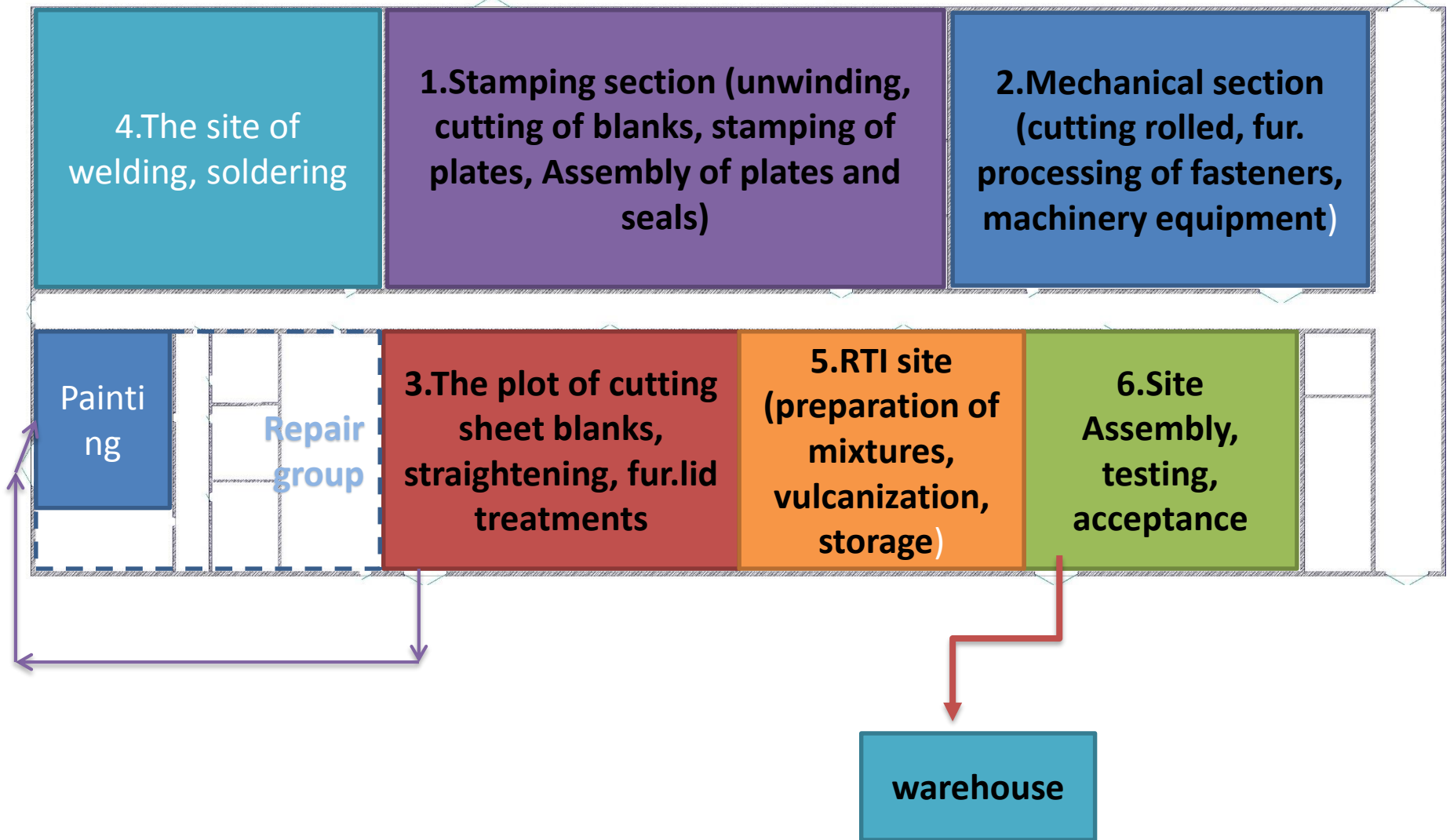
- The project is supported by the Government of the Republic of Bashkortostan. There is a decision to include it in the list of priority projects of the Republic of Bashkortostan, which provides for the return of up to 30 % of the invested funds in the form of benefits, subsidies and refunds. The project was defended by the investment Committee under the Head of the City district and the chamber of Commerce of Belarus. The issue of inclusion of the project implementation zone in a separate industrial Park with additional benefits is considered.
- Lack of large producers in the region
- Presence in the region and surrounding areas of large potential consumers of products
- Availability of qualified personnel associated with the developed production base of mechanical engineering
- A small number of companies with purely Russian developments in the design of such equipment
- Development of a full production cycle using Russian components
- Promising direction in mechanical engineering with the possibility of export
- Great opportunities for the development of production, in the field of expansion of design solutions
- Design estimates will be completed in the course of the investment project.

# The principal aspects of the financing

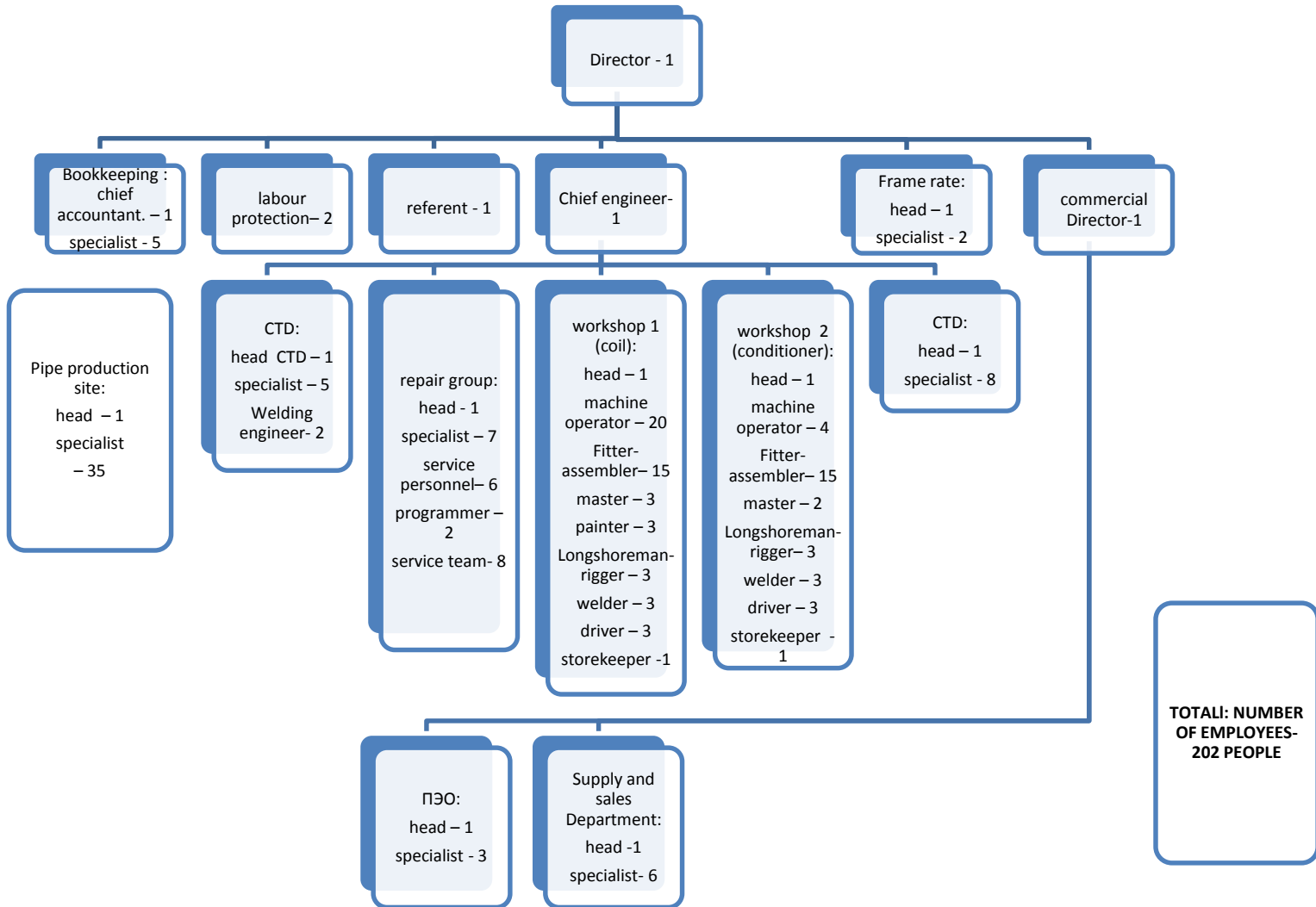
- The required amount for the implementation and launch of production: **750.000.000-1.000.000.000 rubles.**
- Term of construction and start of production at rhythmic financing: **1-1,5 years.**
- Time to reach the average production capacity from the beginning of construction: **2-3 years.**
- Required financial holidays to complete construction and reach average production capacity: **3.5 years.**
- End of payments on investments: **5 years** (including **3.5 years** vacation) from the beginning of construction, with the possibility of early repayment of principal and interest.
- Investment is carried out on the security of the acquired property and construction projects (taking into account the full financial statements to the investor).
- Estimated revenue from the sale of products after the start of production depends on the gradual increase in productivity and should be: **1 year-500.000.000 rubles.; 2 year-1.000.000.000 rubles.; 3 year-2.000.000.000;** subsequent years can reach up to **3.000.000.000** (without expanding the range of products).
- Net profit, based on the average profitability of machine-building plants in Russia **12-15 %**, the planned profitability, taking into account the use of modern manufacturing technologies and the introduction of lean production system at the Salavat plant of heat exchange equipment will be **17-19 %** (which is generally higher in the industry), excluding deductions for the use of investments, should be: **1 year-60,000,000 rubles; 2 year-180,000,000 rubles; 3 year-300,000,000 rubles;** subsequent years can reach up to **600,000,000 rubles.**



## Plan of main production sites



# Company structure



# The Outlook for the 2021-2025 years.

Spiral heat exchanger



Brazed heat exchanger



Heat exchangers-  
Compabloc



Shell and tube heat exchangers



Air cooling devices

