

# Project for the Production of AMBER Nanotube-Coated Glass Containers

## Market preconditions:

- **Available consumers:** large breweries with production capacities in the Siberian Federal District.
- **Absence of competitors:** Amber glass containers are not produced in the Siberian Federal District.
- **Logistical advantage:** the cost of logistics is RUB 4 less per kg due to the short transport leg, which increases profitability.

## Proposal:

**Participation in the equity capital** of the company to finance the construction of a kiln on the territory of the Amber nanotube-based glass container production plant.

## Favourable factors for the implementation of the investment project

- Available contracts for production of the full range of Amber-coloured goods.
- There are no other producers of Amber-coloured glass in the territory of the Siberian Federal District.
- Production of nanotube-coated glass containers has already been experimentally tested at the enterprise. The technology has been in use in industry for over a year.
- Leading transnational companies purchasing nanotube-coated glass containers have given positive feedback on the quality of nanotube-coated glass.

## Project results:

The use of nanotube coating increases the abrasion resistance of the glass surface, and also partially replaces expensive imported monobutyl tin trichloride during hot spraying.

### Key parameters of the project:

Implementation period:	<b>7 years</b>
Project budget:	<b>RUB 821 million</b>
CAPEX:	<b>RUB 821 million</b>
IRR:	<b>43%</b>
NPV:	<b>RUB 975 million</b>
Profitability:	<b>61 %</b>
Payback period:	<b>3 years</b>

### Financial indicators:

EBITDA:	<b>RUB 362 million a year</b>
Sales:	<b>95,000 tonnes a year</b>
Revenues:	<b>RUB 1.9 billion a year</b>
Form of investment:	
▪ Loan financing	
▪ Equity stake in the project:	<b>30–50%</b>
Target areas for use of investment:	
▪ CAPEX	

### Current phase of project:



Patent obtained



Experience in the production and supply of industrial shipments



Contracts with consumers of Amber glass containers signed for 85% of the volume



Business plan and feasibility study developed

## Project support from:

### AO AIR

an organisation specialising in attracting investments and working with investors

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