

Launch of Glass Microsphere Production Plant

Market preconditions:

- **The share of imports** of glass microspheres in Russia reaches **80%**
- **High demand for the product** in the chemical, construction, and mining industries
- Absence of competitors that would ensure **stable quality** of the product

Proposal:

1. Launch **a full-cycle enterprise** targeted at the Russian, European, and North American markets.
2. **Creating laboratory facilities** on the territory of the region to conduct research and expert review.

Favourable factors for the implementation of the investment project in the region

- The Novosibirsk Region has an advantageous economic and geographical position: it is located in the centre of Russia at the intersection of very important transport routes.
- Novosibirsk is an important industrial centre that also has direct access to the Kazakhstan market, with its well-developed mining industry.
- The Novosibirsk Region is a leader in training personnel to conduct research and implement innovative solutions.
- The Novosibirsk Region Government is extremely interested in developing the industrial potential of the region.
- There are special preferential tax regimes for investors (TASED).

About the product:

Ultra-light micron-sized non-organic filler: high-strength hollow glass microspheres.

Applications: paint and varnish, construction, and mining sectors of the industry.

Key parameters of the project:

Implementation period:	6 years
Project budget:	RUB 86 million
CAPEX:	RUB 65 million
IRR:	47 %
NPV:	RUB 67 million
Profitability:	28 %
Payback period:	4 years

Investment component:

Need for investment	RUB 83 million
Form of investment:	<ul style="list-style-type: none">▪ short-term loan▪ equity stake
Target areas for use of investment:	<ul style="list-style-type: none">▪ capital construction▪ working capital

Current phase of project:



Letters and agreements that guarantee the sale of products signed



In-house heat-treatment equipment available



Team with experience in implementing a similar project formed



Business plan developed

Project support from:

AO AIR

an organisation specialising in attracting investments and working with investors

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