



## Nonwoven manufacturing

### Commercial products

Annual capacity: Nonwoven fabric S - 198 tonnes; Non-woven fabric SS – 1,584 tonnes; Non-woven fabric SMS – 5,271 tonnes; Nonwoven fabric SMMS – 1,448 tonnes.

### Investment attractiveness of the project:

Investment – US\$ 43,591 thousand  
 Project NPV – US\$ 18,272 thousand  
 IRR – 19.0%  
 Payback period – 7.6 years

### Project description

The project envisages the construction of a nonwovens plant with a capacity of 10,000 tonnes annually. Nonwovens are widely used in the production of personal protective equipment – disposable medical masks, gowns, sheets, overalls, etc. The production will be located in the Special Economic Zone in Pavlodar.

### Company

Merusar and K LLP was founded in 2001. The company has many an extensive experience in the sale of medical products (sterile and non-sterile kits for medicine and cosmetology) to healthcare institutions across the country.

### Market

- According to Mordor Intelligence, the world market for nonwovens will reach 61 billion USD by 2025. Average annual growth will be 6.68% in 2021-2025.
- The demand for nonwovens in Kazakhstan reached 53,465 tonnes in 2020, down 9% from the previous year. The shortage of nonwovens remains in the country, averaging 72% for the period between 2016 and 2020.

### What is the attractiveness of the project?

- **Local content.** Local production will allow occupying a significant niche in the market of disposable medical devices, reducing import dependence.
- **Initiator's experience.** The company has an extensive experience in the sale of medical devices (sterile and non-sterile kits for medicine and cosmetology) to healthcare institutions across the country.
- **Consumer demand.** During the period from 2016 to 2020, there was an increase in demand for medical and hygiene products made from nonwovens.

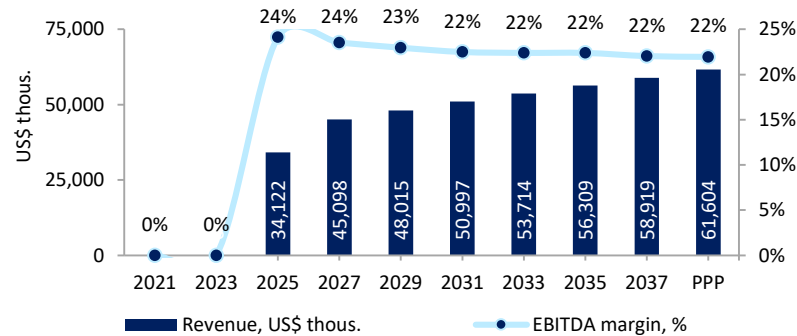
### Investment proposal

The Project requires investment of US\$ 43,591 thousand, of which:

- 70% (30,513.7 thousand USD) – debt financing subject to collateral;
- from 30% (13,077.3 thousand USD) – investor participation.

The proposed financing structure and state support measures are indicative. The final financing structure and Project interests will be determined based on the results of negotiations with the investor.

### Project profitability



### Location

