



Manufacture of
medical gloves



What to do?

Manufacture of medical gloves

Currently in Russia there is no production of medical gloves. Everything happens by reselling.

We will be the first in the Russian manufacturers of medical gloves, thereby reducing the cost of a pair of gloves at least 40%.

Gloves are always needed, regardless of the economic, political, and other situations in the country.

Only in February 2018, the total amount of public procurement offers on medical gloves made 141 718 538.7 rubles.

The purpose of the project in 12 months:

Fully recover all the invested funds and get out on the net profit 10 million / month.

The purpose of the project in 3 years:

Increase production capacity by 2-3 times, thus increasing profits to 25 million. / Mo



AS? ACTION PLAN

Plan to achieve objectives



series.
requirements. Purchase of equipment
Search industrial building that meets all

Establishment of raw material supply.

Hiring and training of staff.

The start of production.

Marketing.

Total preparation time prior to the start of
production is
about 6 months.

4 of 6 raw materials suppliers and
equipment are found.



MARKET SIZE

important figures

- According to preliminary data the market for medical gloves in Russia is estimated at more than 10 billion rubles a year.
- Purchasing a site zakupki.gov.ru from January 1, 2017 to February 28, 2018 899 trades worth over 891 million rubles has been exposed.
- The I field. In 2017 the market volume amounted to 863 million. Pairs.
- According to the news agency RBC volume of the market of medical rubber gloves in Russia in 2016 by 18.2% more than in 2015 and in 2016 it amounted to 1 658 million. Pairs

Our company will take part in public procurement, to deliver the goods in the school and pre-school, sports offices, veterinary clinics, pharmacies, etc.



PRODUCT



Latex Examination (sterile, non-sterile, powdered, powder free)

Nitrile inspection (sterile, non-sterile, powdered, powder free)

Surgical Latex (sterile, non-sterile, powdered, powder free)

Nitrile surgical (sterile, non-sterile, powdered, powder free)



PRODUCT PRICING

- The average cost of a pair of gloves is 7.5 rubles.
- The minimum value is 4.5 rubles.
- latex price is \$ 1,500. Thus, the raw material cost is around 25 cents per pair of gloves. The total cost with the s / n, electricity, etc. It is 70 cents or 35 cents per piece.
- In the case of 24-hour production of 30 days per month of employment during the performance 14,000 pieces / hour, monthly output is up to 10,080 million units. In implementing the at minimum cost 4.5 rubles per couple, revenue will be 22.68 million rubles. Minus the total cost - 19,152,000 rubles.
- When implemented at average price of 7.5 rubles, we get revenue the amount of 37.8 million rubles. Minus the total cost - 34,272,000 rubles.



The organizational plan

| Position | Number of persons | Salary in the past month |
|--------------------|-------------------|--------------------------|
| director | 1 | 50000 |
| Accountant | 1 | 35000 |
| Engineer | 2 | 35000 |
| Technologist | 2 | 30000 |
| Packer | 2 | 18000 |
| Operator | 3 | 25000 |
| Trading specialist | 1 | % |
| Sales Manager | 1 | % |
| Loader | 2 | 15000 |
| Driver | 1 | 25000 |
| in total | 16 | 381000 +% |



COMPETITORS



The company Alliance- official supplier of the gloves brand "Alliance", plants Latexx Semperit, Hycare International Co. Powdered latex gloves, powder-free latex gloves, nitrile gloves, nitrile purple, pink nitrile gloves, black nitrile gloves, vinyl gloves, high density gloves, mask, medical, disposable caps, shoe covers, gauze, sheets.

Country of Origin: Malaysia, Thailand



The company "Benovy" - importer of products for medical and sanitary-hygienic purpose for hospitals.

Latex gloves, Nitrile gloves, surgical gloves Country of Origin: Malaysia



COMPETITORS

Safe&Care



Company "SAFE & CARE" - supplier Astmedinfo, Moscow, latex gloves, nitrile gloves, medical clothing, medical instrument

Country of Origin: Malaysia



The company "Albens" - Gloves: Latex gloves, vinyl gloves Country of Origin: Malaysia

Sempermed®

The company "SEMPERMED" - supplier Astmedinfo, Moscow, latex gloves, nitrile gloves, medical clothing, medical instrument

Country of Origin: Malaysia



FUNDING STRATEGY

Estimated investment - from \$ 1 million.

The amount depends on the purchased space. Details of the full business plan.

Main article costs - equipment, which accounts for 85% of the total financing.

Timing of the investment for the acquisition of equipment:

1. Advance payment of 30% of the production of
 2. At the time of shipment of equipment readiness - 60%
 3. Upon receipt of the equipment - 10%
- The payback period of 4 months to a year. The company's profit will be from 8.5 million rubles.



RISK ASSESSMENT

Financial and economic: The emergence of alternative products, tax increases, a rise in prices for raw materials, transportation, dependence on suppliers, exchange rate instability currency, low speed of delivery.

social: Difficulties in recruiting skilled labor, inadequate salary level, the attitude of local authorities, the qualification of the staff.

Specifications: The instability of the quality of raw materials, lack of reliability of the technologies, lack of spare capacity, equipment failure.

environmental: Harmful production emissions and discharges into water, the proximity settlements.



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