



● **Rapan fishing in the Black Sea**

● **Production of polyethylene boats for catching rapans**

**Project cost: \$ 457,945 (sale 70% of the company)**

### Key Indicators for the Project (US \$)

Indicator	1st year	2nd year	3rd year	4th year	5th year
Amount of necessary investments for the project	457 945	0	0	0	0
Income	3 569 000	4 641 000	4 641 000	4 641 000	4 641 000
Costs	3 561 120	3 700 535	3 700 535	3 700 535	3 700 535
Profit	465 825	978 510	978 510	978 510	978 510
Income tax	83 849	176 132	176 132	176 132	176 132
Loan payments (return on investment, 5% per annum)	88 275	113 482	108 662	103 841	98 686
Net profit	293 702	688 896	693 717	698 537	703 692
Investor (70%)	205 591	482 227	485 602	488 976	492 585
Project Management (30%)	88 110	206 669	208 115	209 561	211 108
Project effectiveness	10,73 %	21,68 %	21,68 %	21,68 %	21,68 %
ROI	83,41 %	175,21 %	175,21 %	175,21 %	175,21 %
Break-even point (months):	3				
PP, return on investment:	60				
Discount rate:	12 %				
NPV:	2 517 035,18 \$				

**Address:** 🇺🇦 **Ukraine, Odessa**

**Business Form - Limited Liability Company**

**Project Team (26 employees)**

- ♦ LLC
  - Director of LLC (1 employee)
  - Office Manager (1 employee)
  - Accountant (1 employee)
- ♦ Catches of Rapans
  - Divers (10 employees)
  - Navigator (1 employee)
  - Sales Manager (1 employee)
- ♦ Construction of boats
  - Assembly staff (10 employees)
  - Sales Manager (1 employee)



The mission of the project is the formation new standards of commodity quality in the field of catching and sale of rapans, as well as joint production of boats made of modern material: polyethylene. Support and development of the domestic manufacturer.

### The principle of the enterprise

The basic principle of work is loyalty to clients and employees of the enterprise, openness in work and quality of the products which are sold and produced. The purpose of this project is the desire to occupy a niche, demonstrating to the market new standards of quality of production: caught rapana, as well as boats for catching rapans.

### Competitive advantages:



- ♦ Experience of a similar project;
- ♦ Competitive pricing policy;
- ♦ Own land;
- ♦ Own production capacity

### Land area:



0.10 hectares for harvesting and sale of rapeseed;

0.10 ha for the construction of boats;

### 🕒 Catching and selling rapans. Fishing base

Catching	Marketing	An example of a workflow	
The plan is to arrange the sale of rapans in the following category: 🕒 Rapana meat with seashell	Outlet: 🕒 Ukrainian market (rapeseed plants, sorting, shell processing, processing and packaging of rapeseed meat, freezing)		

### 🕒 Boat construction. Boat Material Specifications: Extruded High Quality PE500 and PE1000 Industrial Polyethylene

Features	Properties of the boat	An example of a workflow
<ul style="list-style-type: none"> <li>• Length: 650 cm</li> <li>• Width: 250 cm</li> <li>• Weight: 450 kg</li> <li>• Max. rivers. motor: 90 hp</li> <li>• Max. loading: 4800 kg</li> <li>• Thickness of polyethylene: 8 mm</li> <li>• Board height: 175 cm</li> <li>• Leg length: short</li> <li>• Capacity: 10 people</li> </ul>	<ul style="list-style-type: none"> <li>• Stable mechanical properties</li> <li>• Abrasive wear resistance</li> <li>• Low coefficient of friction</li> <li>• Resistance to UV, acids</li> <li>• Antistatic</li> <li>• Resistance to mechanical problems</li> <li>• Absence of absorption</li> <li>• Operating temperatures -100 +80</li> </ul>	 

## Marketing analysis of the market



In recent years, rapana fishing in the Black Sea has been gaining popularity in Ukraine and becoming widespread. Although, on an industrial scale, rapeseed fishing is carried out only by units of enterprises, which in turn creates an opportunity for own production and treatment of the bathing species of aquatic invertebrates. In the fishery, fishermen produce rapana with the help of hand-picking, lifting traps and the Hizhnyak dredge. The production of rapans is growing: in 2017, the catch amounted to 1375 tons, in 2018 - 5480 tons, in 2019 more than 10000 tons. The upward trend in production volumes continues today.

**Market.** Market demand for rapana is increasing year by year and is mainly export oriented. This type of mollusk in protein content is twice the meat of animals, contains a lot of iodine and fluorine, is even more attractive to users because the production of processing is almost waste, turtle shells are also used, grind them to flour and add in feed for birds and animals.

**Competitors.** Competitors in the market are several just a few enterprises located in Odessa, Mykolaiv and Kherson regions. Each of them has its own market for products and its regions except Ukraine: mainly Turkey, Vietnam, Korea, Japan.

### Competitive analysis

- 1 They do not have large storage capacities for finished products;
- 2 They do not turn the turtle into a product;
- 3 They do not convert the raw product into canned products;
- 4 They do not export to European countries;
- 5 They do not build their own vessels for catching rapans.

**Environmental assessment.** To date, the Ukrainian Black Sea coast remains a pressing issue for the need to increase the volume of catches of rapeseed (*Rapana Venosa*), which destroys the coastal settlements of mussel - the main water filter, which can lead to irreversible changes to the Black Sea ecosystem.

**Conclusion:** Catching rapans in the Black Sea is useful for ecology.

! Proposal for investor: acquisition of 70% of the company. If you are interested in participating in a project, you can review the business plan that has been developed for a five-year period.

### Communication

Phone/Viber +38(095) 831 88 88

E-mail: [rs@paket.ua](mailto:rs@paket.ua)