

”CONFIRMED”
By Decision of Supervisory Board
On November 29, 2021
No.29/11/21
Chairman of Supervisory Board
/signed/
Uvraimov I.A.
Round seal

BUSINESS PLAN

OF
JSC “KARBONAT”

For 2022

Farish district

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1. SALES PLAN FOR 2022

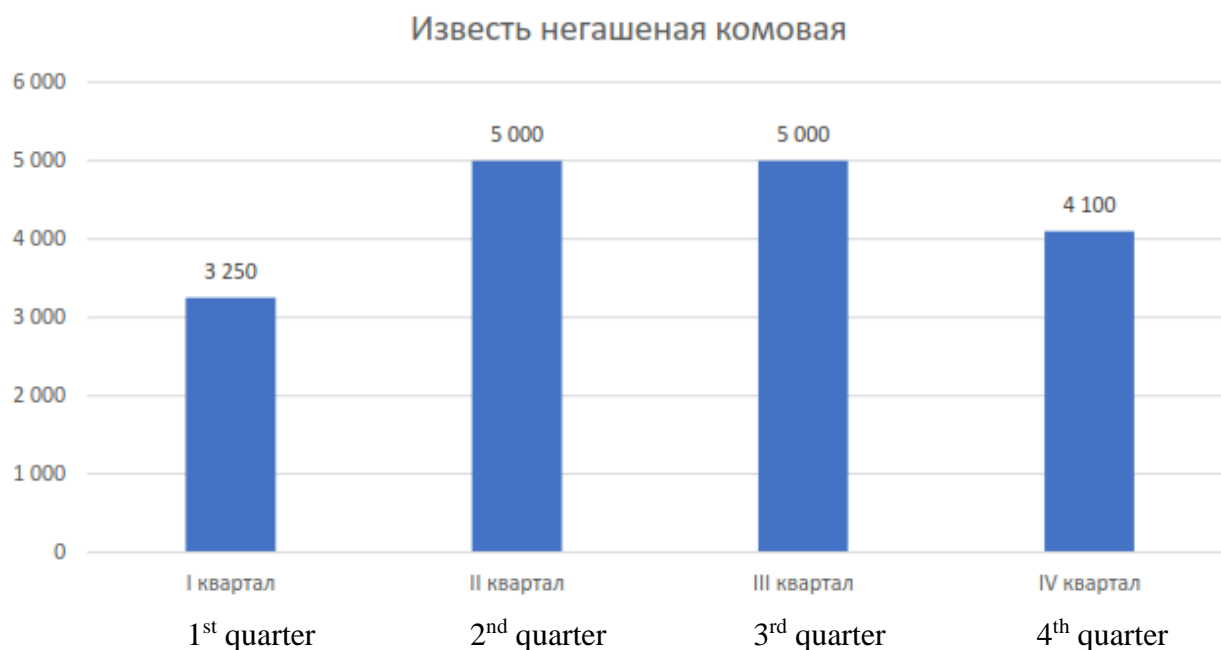
The lime sales plan is forecasted with account of existing production capacities of JSC "KARBONAT" (Table 1). Sales plan for limestone fraction 60-120mm and 00-25mm has been prepared with account of potential buyers. At the moment, the lime production line operates at 95-100% of the production capacity.

Also, according to planned activities (see section 4 of the business plan), it is expected to organize the sale of slaked lime in the fourth quarter of 2022.

Table No. 1 – Sales plan for 2022

№	Name of production	Unit of m.	Annual plan	1 st quarter	2 nd quarter	3 rd quarter	4 th quarter
1	Limestone of different fractions, including	T	271.100	58.000	71.000	70.500	71.600
1.1.	Limestone fr. 60-120 mm	T	81.100	18.000	21.000	20.500	21.600
1.3.	Limestone fr. 00-25 mm	T	190.000	40.000	50.000	50.000	50.000
2	Limestone burnt lump, including	T	28.765	3.250	5.000	5.000	4.100
2.1.	Limestone burnt, powder	T	20.585	8.000	8.000	8.000	8.000
2.2.	Slake limestone	T	1.200	-	-	-	1.200

Lump Burnt Lime



Lime Burnt powdered



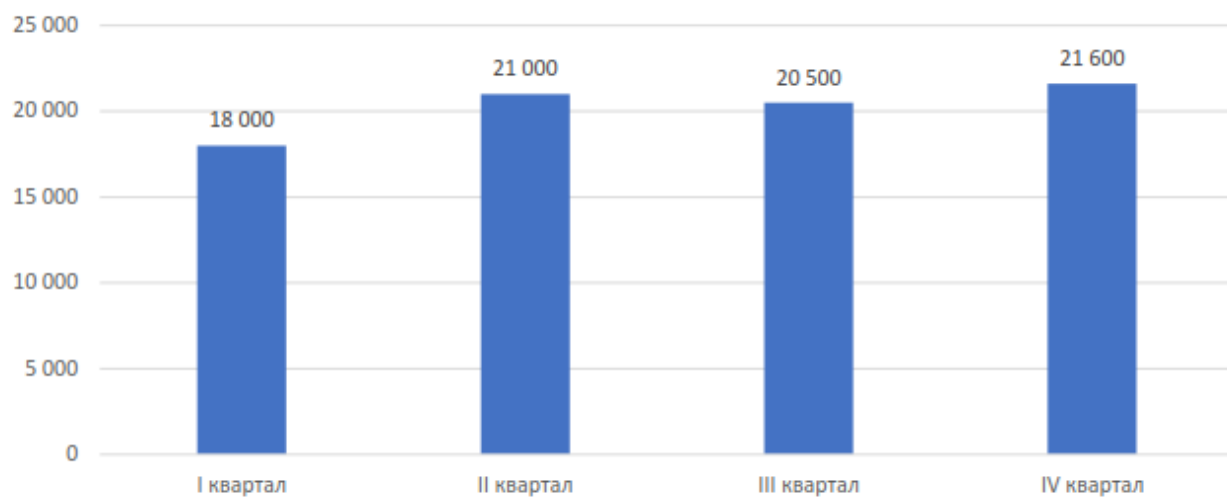
1st quarter

2nd quarter

3rd quarter

4th quarter

Lime of fraction 60-120 mm, tone Известняк фракции 60-120 мм, тн.



1st quarter

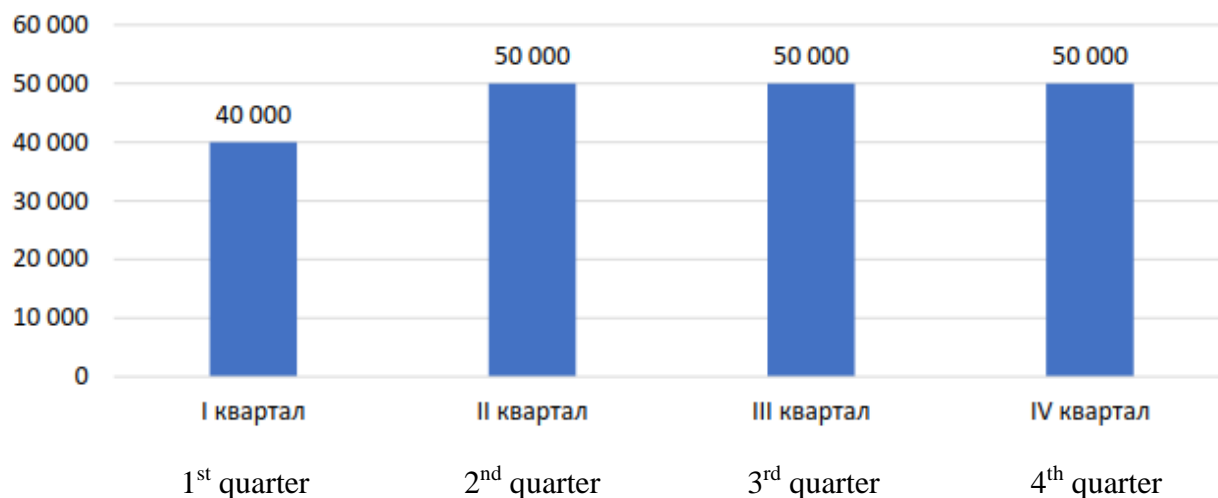
2nd quarter

3rd quarter

4th quarter

Lime of fraction 60-120 mm, tone

Известняк фракции 60-120 мм, тн.



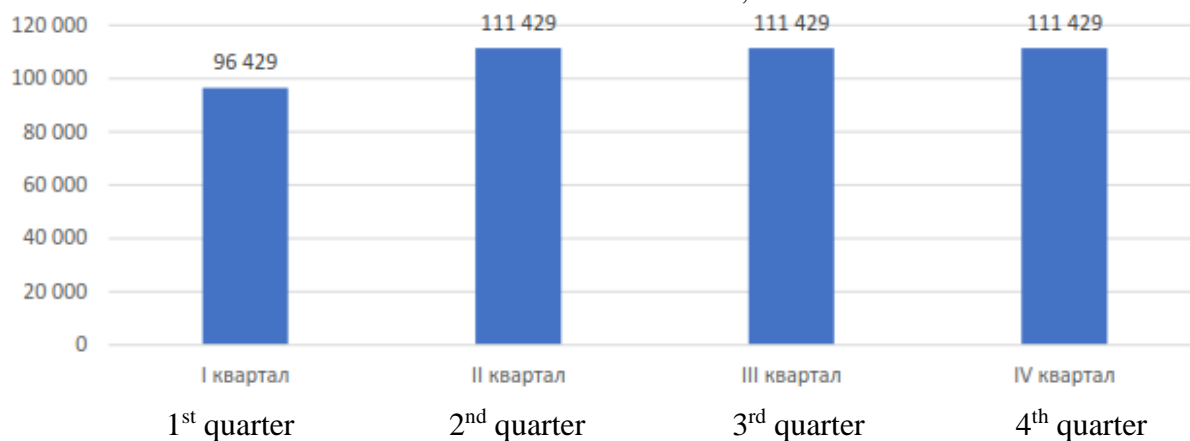
2. PRODUCTION PLAN FOR 2022

In March 2022, it will be necessary to carry out preventive maintenance work in the lime production line, which will lead to a downtime of the line for 15 days, which, accordingly, this action will affect the volume of lime production in the 1st quarter, as can be seen in Table 2.

Table 2. Production plan for 2022

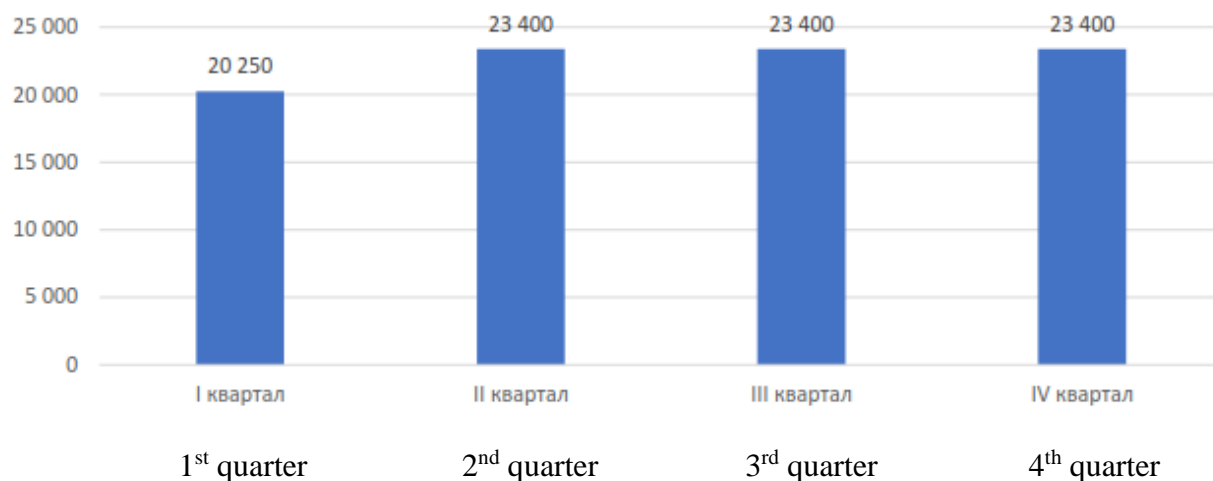
№	Name of production	Unit of m.	Annual plan	1 st quarter	2 nd quarter	3 rd quarter	4 th quarter
1	Rubble stone	T	430.714	96.429	111.429	111.429	111.429
2	Limestone of different fractions, including	T	429.853	96.236	111.206	111.206	111.206
2.1.	Limestone fr. 60-120 mm,	T	81.836	18.321	21.171	21.171	21.171
2.2.	Limestone fr. 20-40 mm,	T	90.450	20.250	23.400	23.400	23.400
2.3.	Limestone fr. 00-25 mm,	T	257.567	57.664	66.634	66.634	66.634
3	Limestone burnt, lump, including:	T	50.250	11.250	13.000	13.000	13.000
3.1.	Limestone burnt, powdered	T	20.585	4980	4650	5445	5510
3.2.	Slake limestone	T	1.200	-	-	-	1.200

Production Volume of lime, tone



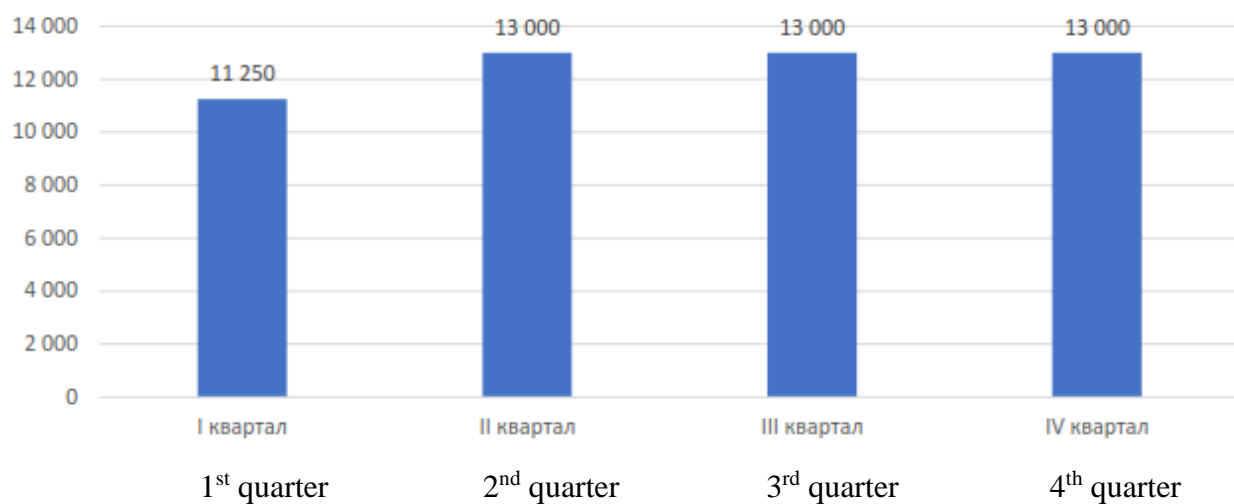
Production volume of limestone of fr.20-40 mm, tone

Объем производства известняка фр. 20-40мм, тн.



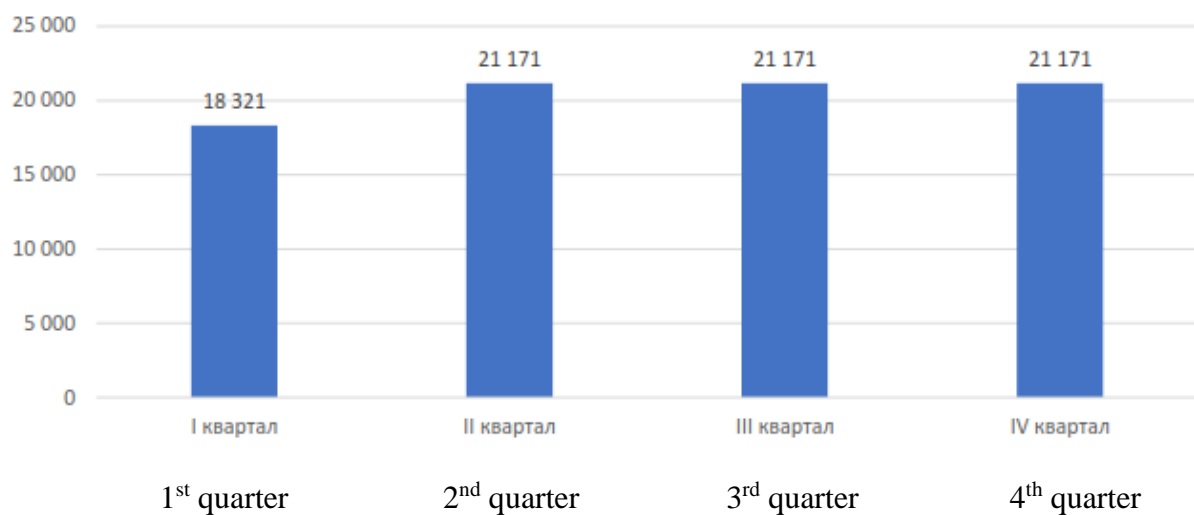
Production volume of lump burnt limestone, tone

Объем производства комовой негашёной извести, тн.

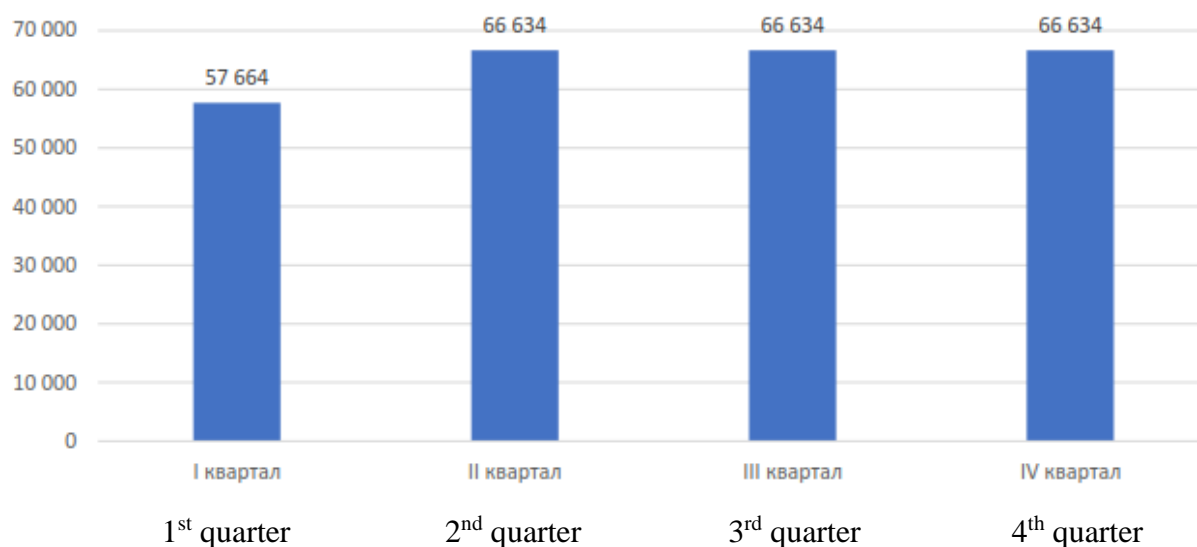


Production volume of limestone, fr.60-1200 mm, tone

Объем производства известняка фр. 60-120мм, тн.



Production volume of limestone, fr.00-25 mm tone
Объем производства известняка фр. 00-25мм, тн.



3. PLANNED REPORT OF FINANCIAL RESULTS FOR 2022

Table No.3 Planned report of financial results for 2022

Name of indicator	Line code	Annual plan
Net proceeds from the sale of products (goods, works and services)	010	52.782.000
Cost of goods sold (goods, works and services)	020	27.024.384
Gross profit (loss) from the sale of products (goods, works and services) (line 010-020)	030	25.757.616
Period expenses, total (line 050 + 060 + 070 + 080), including:	040	21.190.428
Implementation costs	050	11.349.768
Administrative expenses	060	4.935.376
Other operating expenses	070	4.905.284
Expenses of the reporting period deducted from taxable profit in the future	080	X
Other income from operating activities	090	X
Profit (loss) from operating activities (lines 030-040 + 090)	100	4.567.188
Income from financial activities, total (lines 120 + 130 + 140 + 150 + 160), including:	110	800.000
Income in the form of dividends	120	X
Interest income	130	X
Finance lease income	140	X
Foreign exchange gains	150	800.000
Other income from financing activities	160	
Financial expenses (lines 180 + 190 + 200 + 210), including:.	170	3.787.271
Interest expenses	180	3.787.271
Interest expense on finance lease	190	X

Losses from exchange rate differences	200	1.000.000
Other finance costs	210	X
Profit (loss) from general business activities (line 100 + 110-170)	220	1.579.917
Extraordinary gains and losses	230	X
Profit (loss) before income tax (line 220 +/- 230)	240	1.579.917
Income tax	250	236.988
Other taxes and other mandatory payments from profits	260	X
Net profit (loss) of the reporting period (lines 240-250-260)	270	1.342.929

Table No.4. Planned report of financial results for 2022 – quarterly

Name of indicator	Line code	1 st quarter	2 nd quarter	3 rd quarter	4 th quarter
Net proceeds from the sale of products (goods, works and services)	010	11.647.500	13.495.000	13.472.500	14.167.000
Cost of sold products (goods, works and services)	020	5.963.520	6.909.440	6.897.920	7.253.504
Gross profit (loss) from the sale of products (goods, works and services) (line 010-020)	030	5.683.980	6.585.560	6.574.580	6.913.496
Period expenses, total (line 050 + 060 + 070 + 080), including:	040	5.091.575	5.319.345	5.323.127	5.456.381
Implementation costs	050	2.631.410	2.859.180	2.862.962	2.996.216
Administrative expenses	060	1.233.844	1.233.844	1.233.844	1.233.844
Other operating expenses	070	1.226.321	1.226.321	1.226.321	1.226.321
Expenses of the reporting period deducted from taxable profit in the future	080	X	X	X	X
Other income from operating activities	090	X	X	X	X
Profit (loss) from operating activities (lines 030-040 + 090)	100	592.405	1.266.215	1.251.453	1.457.115
Income from financial activities, total (lines 120 + 130 + 140 + 150 + 160), including:	110	200.000	200.000	200.000	200.000
Income in the form of dividends	120	X	X	X	X
Interest income	130	X	X	X	X
Finance lease income	140	X	X	X	X
Foreign exchange gains	150	200.000	200.000	200.000	200.000
Other income from financing activities	160				
Financial expenses (lines 180 + 190 + 200 + 210), including:	170	1.016.738	979.735	932.999	857.800
Interest expenses	180	766.738	729.735	682.999	607.800
Interest expense on finance lease	190	X	X	X	X
Losses from exchange rate differences	200	250.000	250.000	250.000	250.000
Other finance costs	210	X	X	X	X
Profit (loss) from general business activities (line 100 + 110-170)	220	-224.333	486.480	518.454	799.315
Extraordinary gains and losses	230	X	X	X	X
Profit (loss) before income tax (line 220 +/- 230)	240	-224.333	486.480	518.454	799.315
Income tax	250	-33.650	72.972	77.768	119.897
Other taxes and other mandatory payments from profits	260	X	X	X	X
Net profit (loss) of the reporting period (lines 240-250-260)	270	-190.683	413.508	440.686	679.418

4. Planned measures for 2022 to improve the efficiency of the company's activity

№	Name of the event	Deadline
1	Ensuring a stable supply of lime for export	January-December
2	Overhaul of a diesel locomotive	January-March
3	Acquisition and commissioning of a hydraulic crawler mining excavator in the amount of 1 unit.	January-March
4	Acquisition and commissioning of a front loader in the amount of 1 unit.	January-March
5	Acquisition and commissioning of a mining dump truck in the amount of 1 unit.	January-March
6	Organization of workplaces using the 5S system as part of the implementation of lean manufacturing	January -June
7	Formation of a client base of buyers	January-August
8	Repair of lining of kilns of the lime production line	March-April
9	Install jaw crusher SMD-111 in the crushing and screening shop	April-September
10	Development of a KPI system and cascading indicators in the activities of top management	July-December
11	Advanced training of the company's employees Certification of the company's employees	January-December September- November
12	Development and approval of optimal schedule of scheduled preventive maintenance in order to ensure the stable operation of existing production facilities	September- November (for 2023)
12	Implementation of the Total Productive Maintenance method (TRM) as part of the implementation of lean manufacturing	January-December
13	Approval of budget for 2023	October-December

Chairman of the Board of JSC "KARBONAT"

signed

Sadykkhodjaev F.R.

Round seal of JSC "KARBONAT"