In the name of God

Pre-feasibility study form

Plan Name: Security equipment such as cctv systems production

Employer:

Consulting Company: Kavosh Consultants Co.

Project Address: Shahrekord Industrial Estate

Date: ۲۰۲۲

	Feasibility Studies	
	Security equipment such as cctv systems Production	

SUMMARY OF THE FEASIBILITY STUDY

General Specification
Name of The Project: Feasibility studies of Security equipment such as cctv systems
Project Capacity: ۱۰۰۰۰۰ unit per year
Personnel Number: ۲٤ people
Working Days: ۲۸۹ Days
Product uses: Preventing security crimes and...
Marketing
Product Global Price: The global price starts from ten dollars in cheap models.
Domestic demand: ۸ million units - over the next five years
Domestic production: about four million
Imports: $۳۹۸،۰۹۲،۳۸۹
Exports: $٥٤۱،۰۸٥
Technical Study
Land Area: ٤۰۰۰
Building Area: ۱٥۰۰
Main Raw Materials: Main raw materials: external parts (case and cable) - internal parts (board, image sensor, lens...)
Supplying Place of Raw Materials:Local-Import
Power Requirement: ۱،۰۰۰،۰۰۰ (kwh)
Water Requirement: ۷۰۰۰۰($m^۳$)
Fuel Requirement: ۱،۱۰۰،۰۰۰ ($m^۳$)
Economical & Financial Study
Fixed investment amount: ٤۲۱۱٥۱ million rials - ۸٤۲،۳۰۳ euro
Circulating capital: ۳٤۲۹۳۰ million rials - ٦۸٥،۸٦۱ euro
Total investment: ۷٦٤۰۸۲ million rials - ۱،٥۲۸،۱٦٤ euro
Annual sales: ۹۱۲٤۰۹ million rials - ۱،۸۲٤،۸۱۸ euro
Net present value (NPV): ٦۳٦۷۳٥ million rials - ۱،۲۷۳،٤۷۱ euro
Breakeven point (BEP): ۷٦٦٤۲۳ million rials - ۱،٥۳۲،۸٤۷ euro
Internal Rate of Return(IRR): ۲٤٪
Investment Return Period: ٤ Years
Investment Sources Ratio Equity: ۳۰٪ Financing: ۷۰٪

	Feasibility Studies	
	Security equipment such as cctv systems Production	

CONTENTS	PAGE
INTRODUCTION	۵
۱- PRODUCT INTRODUCTION	۵
۱-۱-PRODUCT NAME AND CODE (ISIC ۳)	۹
۱-۲-CUSTOMS TARIFF NUMBER	۹
۱-۳-IMPORT AND EXPORT CONDITIONS	۹
۱-٤- REVIEW AND PRESENTATION OF STANDARDS (NATIONAL OR INTERNATIONAL)	۱۰
۱-۵- REVIEWING AND PROVIDING NECESSARY INFORMATION ON DOMESTIC AND GLOBAL PRODUCTION PRICES AS WELL AS GLOBAL PRODUCT PRICES	۱۰
۱-٦- EXPLAIN THE USES OF THE PRODUCT	۱۰
۱-۷-EXAMINE ALTERNATIVE PRODUCTS AND ANALYZE THEIR EFFECTS ON PRODUCT CONSUMPTION	۱۱
۱-۸-STRATEGIC IMPORTANCE OF GOODS IN IRAN AND COUNTRIES OF THE REGION	۱۲
۱-۹-MAJOR MANUFACTURING AND CONSUMER COUNTRIES	۱۳
۲- SUPPLY AND DEMAND SITUATION IN IRAN AND COUNTRIES IN THE REGION	۱۵
۲-۱-AN EXAMINATION OF EXPLOITATION CAPACITY AND PRODUCTION PROCESS FROM THE BEGINNING OF THE THIRD DEVELPOMENT PLAN TO NOW	۱۵
۲-۲-CHECK THE STATUS OF NEW PROJECTS AND ONGOING DEVELOPMENT PLANS	۱۶
۲-۳-REVIEWING THE PROCESS OF PRODUCT IMPORTATION	۱۷
۲-٤-MONTORING CONSUMPTION TRENDS	۱۷
۲-۵-INVESTIGATE THE EXPORT AND THE POSSIBILITY OF ITS DEVELOPMENT	۱۸
۲-٦- PRODUCT REQUIREMENT CHECK WITH EXPORT PRIORITY	۱۸

۳-OVERVIEW OF TECHNOLOGY AND METHODS OF PRODUCTION AND SUPPLY IN THE COUNTRY AND COMPARISON WITH OTHER COUNTRIES	۱۹
٤-DETERMINING THE STRENGTHS AND WEAKNESSES OF CONVENTIONAL TECHNOLOGIES IN THE PRODUCT MANUFACTURING PROCESS	۲۲
٥- INVESTIGATE AND DETERMINE THE MINIMUM ECONOMIC CAPACITY, INCLUDING ESTIMATING THE VOLUME OF FIXED INVESTMENT IN RIAL AND FOREIGN CURRENCY	۲۳
٦-THE AMOUNT OF RAW MATERIAL NEEDED ANNUALLY AND WHERE IT IS SUPPLIED	۲۷
۷-RISK ANALYSIS OF PROJECT IMPLEMENTATION	۲۸
۸- HUMAN RESOURCES AND NUMBER OF JOBS	۲۸
۹- CHECK AND DETERMINE THE AMOUNT OF WATER, ELECTRICITY, FUEL AND ...	۲۹
۱۰- CONDITIONS OF ECONOMIC AND COMMERCIAL SUPPORT	۲۹
۱۰-۱- CUSTOMS TARIFF SUPPORT (PRODUCTS AND MACHINES) WITH GLOBAL TARIFFS	۲۹
۱۰-۲- FINANCIAL SUPPORT (EXISTING UNITS AND PLANS) OF BANKS - INVESTOR COMPANIES	۳۰
۱۱-ANALYZING AND PRESENTING FINAL CONCLUSIONS AND PROPOSALS FOR THE CONSTRUCTION OF NEW UNITS	۳۱

Introduction

	Feasibility Studies	
	Security equipment such as cctv systems Production	

Feasibility studies are expert studies that are carried out prior to the implementation of economic investment plans. In these studies, from the market, technical, financial and economic point of view, the plan is analyzed and its results used as a basis for investor decision making.

The present report is a feasibility study of Security equipment such as cctv systemsproduction. These studies have been prepared in the framework of feasibility studies methodology and according to the above methodology, the economic capacities and volume of investments required to execute the project will be estimated and presented so that investors and interested stakeholders can obtain all the information needed. Earn money and start investing in open-ended, open-minded economic investment. It is hoped that these auxiliary studies, however small, will contribute to the development of our country.

١ -Product Introduction

The English term CCTV is actually an abbreviation of CLOSED CIRCUIT TELEVISION. This term (CCTV) is a professional term that is used all over the world as a common term among the audience of closed circuit protection systems.

Basically, it is a closed-circuit camera device that is in a fixed place and sends information such as images and videos through a closed and completely secure circuit to the device or devices connected to the camera. The interesting thing is that these images do not need to be connected to the image recording device with just one wire. Nowadays, it is possible to receive information from cameras without wires.

Also, CCTV cameras are not necessarily connected to only one device. You can also send to multiple devices and even anywhere you want to see it yourself.

What are the uses of CCTV?



Basically, closed circuit cameras are used in most places. Nowadays, you see CCTV cameras in most big and small stores.

But the most places where you can ١٠٠٪ see CCTV: Banks - Administrative and commercial institutions - Hospitals - Protective places like prisons - Security places like airports and military buildings and camps - Gold shops - Hypermarkets - Arcades - Office and residential complexes - Restaurants - public roads and generally places where there is a lot of traffic or valuable goods.

Of course, CCTV cameras have another category, which are also called wearable cameras. It is mostly used for security purposes. Or for use in clips and movies and even in hidden cameras that we see on TV and social networks.

Brief information about the history of CCTV



It is interesting to know that the company that made the first closed-circuit camera was Siemens. A company that is still one of the well-known brands in the production of CCTV cameras and electrical appliances in the world.

١٩٤٢: German engineers in the army of this country in order to obtain complete information about launching rockets started to build such a device. Germans have had interesting inventions since ancient times.

١٩٤٩: In America, a special product called "Vericon" entered the market. At that time, there were extensive advertisements for this CCTV camera model. In America at that time, closed-circuit cameras were mostly used to check and monitor the launch of missiles. Until this year, if you told ordinary people what CCTV is, they would really laugh at you. But …

١٩٦٩: Marie Van Buiten invented a type of camera for homes and managed to create a lot of noise. Other people could see and hear the person behind their door. (Of course, I think he meant the iPhone image).

١٩٧٠: Until this year, most cameras were unable to store photos and videos. But when VCR technology arrived, the situation was a little different. Now people could record video and even delete it if there was nothing good on the CCTV camera.

۱۹۷۳: American police officers were equipped with cameras that could detect and prevent many crimes with wider surveillance. Of course, it didn't work much. In the following …

۱۹۸۰: American police were no longer just using CCTV cameras. Rather, these hidden security cameras were widely distributed in America and everyone was using them to make their business more secure. Now the work of the police was easier.

۱۹۹۰s to ۲۰۰۰s: Other CCTV cameras with low volumes and many failures and numerous problems gave way to better quality (though not very different) cameras. These cameras were no longer limited to a few countries. There was demand in different countries and the production companies increased over time and many brands were able to gain a part of this big market over time.

Now if you tell the same people what is CCTV? They will give you examples of different and strong brands of cameras. As if they wanted to tell you that I also have a CCTV camera in my house and shop.

What is the structure of the CCTV camera?



Basically, the structure of CCTV cameras is the same.

If we do not go into the details of the type and operation of CCTV cameras and our goal is more related to conventional CCTV cameras, their structure consists of the following components.

CCTV camera body:

The body of the CCTV camera basically shows the main face and the overall body of the CCTV camera. Having a good appearance and having a strong body is one of the characteristics of quality CCTV cameras.

Of course, the body must have good resistance against different weather conditions.

CCTV image chip:

The most important thing a quality camera does is to process images well. The only and main function of the chip in the CCTV camera is to produce an image.

CCTV lens:

The main task of the camera lens is to collect light and transfer it to the image chip. A camera lens is measured by its focal length.

That is, the shorter the focal length of the camera, the greater its viewing angle. The viewing angle of the CCTV camera is determined by the focal length.

Having automatic focus is one of the advantages of quality lenses in the camera. Lenses consist of several lenses.

Lenses give the camera the power to create and zoom a part of the photo or video on the camera chip.

Basically, lenses with a fixed focal length will have a larger image chip and ultimately a wider viewing angle.

Lenses are defined in different families, including: ١- FIX lenses ٢- Industrial FIX lenses ٣- Mini camera FIX lenses ٤- Variable focal length lenses ٥- Motorized lenses.

Electronic parts of the camera:

Plugs and power board and camera image - CCTV sensor - camera main board - camera connector.

Digital device and recorder:

It is most used to store information. Its application is to convert analog waves into digital and save it on the hard disk.

The recording device must be of good quality. It means that it should match the quality and resolution of the output images from the CCTV camera. At least have a better resolution.

Camera screen or monitor:

It has no other task than to show what is happening or happened. It is better to use a monitor and TV that has at least a good quality for displaying images.

Types of closed circuit cameras

Basically, CCTV cameras are divided into ٢ main categories.

١ -Analog cameras

۲ -Digital cameras

۱-۱-Product Name and Code (ISIC ۳)

According to the information obtained from the Ministry of Industry, Mining and Trade, the ISIC code of security equipment products such as CCTV systems is ۳۲۲۰٤۱۲۳۸۸.

Other ISIC codes related to the plan are as follows

All kinds of control and protection components of electrical systems= ۳۱۲۰٤۱۲٤٤۷

Digital image recorder=۳۲۳۰٥۱۲۳۷٦

Alarm device=۳۱۹۰٥۱۲۳۲۰

۱-۲-Customs Tariff Number

According to the Export and Import Regulations Book of ۲۰۲۰ and the Chamber of Commerce, Industries, Mines and Agriculture website, the customs tariff code of Security equipment such as cctv systemsis ۸٥۲۹.

Other customs tariffs related to this plan are as follows:

All kinds of control and protection components of electrical systems= ۸٥۳۸

Alarm device=۸٥۳۱۱۰۰۰

۱-۳- IMPORT AND EXPORT CONDITIONS

Basic rights include customs duties, taxes, the right to register goods, various duties and other funds received from imported goods. The sum of these receipts and commercial profit, which is determined by the Cabinet of Ministers according to the relevant laws, is referred to as input rights. The entry fee for security equipment such as CCTV systems is ٥٪.

۱-٤- REVIEW AND PRESENTATION OF STANDARDS (NATIONAL OR INTERNATIONAL)

There is no direct standard for Electric converters (inverters) and controllers. The standards are similar to this plan as follows:

	Feasibility Studies	
	Security equipment such as cctv systems Production	

Standard name	Standard Number	Description
National standard	۱۳۲۸۵-۵-۱	Information Technology - Architecture of Universal Connection Device (UPnp) - Part ۵ - Digital Security Camera Device Control Protocol (Digital) Digital Security Camera Device
National standard	۱۳۲۸۵-۵-۱۱	Information technology - comprehensive device architecture of universal connection and implementation (upnp) - part ۵-۱۱ - digital security camera device control protocol (digital) - digital security camera settings service
National standard	۱۵۸۴۴	Installation and remote monitoring of CCTV systems activated with detectors - work procedure
National standard	۵۳۲۶	Non-Telephone Signaling - End-of-Line Camera Control Challenge for Video Conferencing Using H.۲۲٤
International standard	INSO-ISO-IEC- ۲۹۳٤۱-۵-۱۰	Information technology - Comprehensive device architecture for connecting and running UPnP part ۵-۱۰ Digital security camera device control protocol - Digital security camera moving image service
International standard	ISIRI-ISO-IEC ۲۹۳٤۱-۵-۱۲	Information Technology - Comprehensive Universal Connection Software Architecture (UPNP) - Part ۱۲-۵ - Digital Security Camera Device Control Protocol - Digital Security Camera Still Image Service

Source: http://www.isiri.org/

۱-۵- REVIEWING AND PROVIDING NECESSARY INFORMATION ON DOMESTIC AND GLOBAL PRODUCTION PRICES AS WELL AS GLOBAL PRODUCT PRICES

Security equipment, including CCTV systems, have different models and the cheap models start from around ۲۰۰ thousand tomans. But quality models cost at least ۵۰۰ thousand tomans.

The global price starts from ۱۰ dollars.

۱-٦- EXPLAIN THE USES OF THE PRODUCT

The most important applications of security equipment such as CCTV systems are as follows:

۱- Prevention of security crimes

One of the most important things that has even caused the idea of CCTV cameras to spread and the security forces of every country to use them has been to prevent crimes. This device has caused many crimes in countries with high crime rates. It is happening to decrease drastically. Such as: public roads - houses and apartments - banks - gold shops - parking lots - airports and large food stores and especially streets and freeways.

۲- Intercity and intracity transportation

	Feasibility Studies	
	Security equipment such as cctv systems Production	

Nowadays, the use of CCTV cameras on freeways and streets inside and outside the city is one of the requirements. Due to the increase and growth of the population and the increase in the number of vehicles, the possibility of road accidents and any intentional or accidental accidents from drivers using CCTV cameras has increased.

۳- Sports halls and stadiums

One of the places where many people are present today is stadiums and sports halls. Most of them use CCTV cameras.

٤- Use in factories and special laboratory places

It may be necessary in a factory or a special laboratory, advanced CCTV cameras are used instead of humans. The use of special cameras such as thermographic surveillance cameras is an example of this type of cameras.

٥- Use in educational spaces

Nowadays, even in educational spaces such as schools and universities, the use of closed-circuit cameras has become legal. In some countries, due to the type of culture of that country, CCTV cameras may be needed in educational places more.

۱-۷-EXAMINE ALTERNATIVE PRODUCTS AND ANALYZE THEIR EFFECTS ON PRODUCT CONSUMPTION

Usually, the first ways to increase safety are the use of old mechanical tools such as high walls and the use of anti-theft hedges or the use of high lighting in the surrounding environment. And newer methods are needed.

۱-۸-STRATEGIC IMPORTANCE OF GOODS IN IRAN AND COUNTRIES OF THE REGION

Today, security is considered a basic category in urban and industrial society, and the importance of establishing security in the living and working environment has become one of the most important concerns of people.

With the advancement of technology, the industry of closed circuit systems gradually became more popular among people and currently the best security and surveillance system is the use of closed circuit cameras, the use of this closed circuit system allows you to be at any distance from

the place you want and only by having an internet line you can monitor the place under surveillance.

Due to the many uses of CCTV in crime prevention and also to follow up the crime committed in many trades, the installation of CCTV is mandatory, for example in coffee houses due to the many tensions that have arisen in these places during the year. In the past, the use of a closed circuit system has been made mandatory, also in gold shops and exchanges due to the high volume of cash available in this trade and the high possibility of theft.

In the case of residential complexes, due to the high number of residents and the difficulty of controlling traffic and other activities in a residential complex, the best way is to use closed-circuit cameras for real-time monitoring of all important points so that actions can be taken. He took the time to prevent a possible crime, and if a crime happens, it is possible to follow up through the judicial authorities.

Installing a CCTV camera in an office or an organization has many strategic advantages, which we have discussed with you below.

Preventing and reducing the possibility of theft is the most important advantage of installing CCTV cameras in offices

By placing CCTV cameras in strategic locations throughout your business's operational area, you can prevent vandalism, theft and other serious crimes. According to a recent retail study, many small businesses lose nearly $٥٠،٠٠٠ a year due to such factors, especially in crime-ridden areas. With more than ٢٧٥ million reports of theft in businesses worldwide, installing CCTV cameras in offices is very important.

Another factor to consider is that many non-retail businesses also experience theft. Theft in these companies is a little different and occurs in the form of theft of property or company intellectual property, and in most of these cases, the employees themselves are responsible. CCTV cameras placed in strategic locations can prevent such employees from carrying out their plans. Therefore, the presence of CCTV cameras in offices leads to a much safer work environment.

١-٩-MAJOR MANUFACTURING AND CONSUMER COUNTRIES

The main countries producing security equipment such as CCTV systems in the world are as follows:

Row	Country Name
١	China
٢	America
٣	Germany
٤	South Korea

	Feasibility Studies	
	Security equipment such as cctv systems Production	

۵	Sweden
۶	Japan

The largest consumer countries

Due to the expansion of government measures to monitor people, the PreciseSecurity research company has released a report listing the countries with the highest use of security cameras. According to the center, China tops the list with ۲۰۰ million cameras installed for its population of ۱,۳۹ billion. It is followed by the United States, which uses ۵۰ million cameras to monitor its population of ۳۲۷ million.

Based on this, the United States has allocated the highest number of cameras per person, so that with a simple calculation and dividing the population of the country by the number of these cameras, it can be seen that this country has ۱۵,۳٦ cameras for every hundred Americans; Meanwhile, this number of cameras for every hundred Chinese people is ۱٤,۳٦.

If we want to point out the number of security cameras installed in different cities of the world and per ۱۰۰ people, China is the leader in this field, so that among the ۱۰ cities in the world with the highest number of these cameras, ۸ cities belong to the Chinese and the other two cities are London. and Atlanta are in sixth and tenth places respectively.

Ranking of COMPARITECH website in the most monitored country in the world

In this ranking made by the Comparitech website, the city of Chongqing, which is one of the southwestern cities of Sichuan province, ranks first in the world with more than ۲,٦ million CCTV cameras in public spaces, which is per ۱،۰۰۰ Citizen ۱٦۸,۰۳ has a camera installed in it.

Shenzhen in the southern province of Guangdong was a close second, with ۱۵۹,۰۹ CCTV cameras installed in its streets and public spaces for every ۱،۰۰۰ citizens. The city of Urumqi, the center of the semi-autonomous Xinjiang region with a majority of Muslim Uyghur citizens, is reported to be tightly controlled by the Chinese government, with ۱۲,٤ CCTV cameras per ۱،۰۰۰ citizens. It is ranked fourteenth in this list.

Among other Asian cities that have a high position in the list of the most watched countries in the world, Singapore is ranked ۱۱th with ۱۵,۲۵ CCTV cameras per ۱،۰۰۰ citizens, and New Delhi in India is ranked ۱۱th with ۹,٦۲ cameras per ۱،۰۰۰ citizens. Every ۱،۰۰۰ citizens is ranked ۲۰th. It is said that the Chinese government has now installed more than ۲۰۰ million CCTV cameras in the streets and urban spaces, which is expected to increase by ۲۱۳٪ to ٦۲٦ million devices in ۲۰۲۲, although statistical comparisons show that This number can be much higher.

According to the report, Shenzhen city officials plan to install ١٦،٦٨٠،٠٠٠ new CCTV cameras in the city in the coming years, representing a ١،١٤٥ percent increase in the number of cameras in the city, which now number ١،٩٢٩،٦٠٠ devices are mentioned. If all Chinese cities increase the number of CCTV cameras installed by ١,١٤٥٪, we will reach a total of ٢,٢٩ billion cameras, which is slightly less than two cameras per citizen. The report also found a weak correlation between the number of cameras and citizens' sense of security, as determined by crime and safety statistics.

The largest manufacturing companies in the world are shown in the following table:

٢٠١٧ ranking	Barnd Name	field of activity	Net income in millions of dollars	
			٢٠١٦	٢٠١٥
١	HIKVISION DIGITAL TECHNOLOGY	Video Surveillance	$٤,٦٢٤.١٠	$٣,٥٧٨.٢٠
٢	BOSCH SECURITY SYSTEMS	Multiple	$٢,١٤٦.٤٠	$٢,٠٢٢.٦٠
٣	DAHUA TECHNOLOGY	Video Surveillance	$٢,٠٢٢.٦٠	$١,٥٢٩.٣٠
٤	ASSA ABLOY	Access Control & Locks	$١,٢١٦.٧٠	$١,١٤١.٨٠
٥	AXIS COMMUNICATIONS	Multiple	$٩٢٦.٧٠	$٨٣٢.٥٠
٦	FLIR SYSTEMS	Video Surveillance	$٧٧٢.٥٠	$٧٢٩.٦٠
٧	JOHNSON CONTROLS/TYCO SECURITY PRODUCTS	Multiple	$٧٦٠.٠٠	$٧٧٥.٠٠
٨	HANWHA TECHWIN	Video Surveillance	$٦٠٠.٢٠	$٥٨٥.٩٠
٩	ALLEGION	Access Control & Locks	$٤٤٦.٢٠	$٤١٣.٦٠
١٠	AIPHONE	Intercoms	$٣٩٨.٠٠	$٣٨٧.٣٠

Description of the table

VIDEO SURVEILLANCE: Companies that only produce video surveillance systems, such as Hikvision and Dahua

ACCESS CONTROL & LOCKS: companies producing access control systems and central locking

MULTIPLE: companies that have products for supply in all security fields.

INTERCOMS: Companies producing video iPhones and internal communication systems

	Feasibility Studies	
	Security equipment such as cctv systems Production	

Intrusion Detection: Companies that produce advanced intrusion detection products such as burglar alarms.

۲- SUPPLY AND DEMAND SITUATION IN IRAN AND COUNTRIES IN THE REGION

۲-۱-AN EXAMINATION OF EXPLOITATION CAPACITY AND PRODUCTION PROCESS FROM THE BEGINNING OF THE THIRD DEVELPOMENT PLAN TO NOW

The following figure and table show the specifications and capacity of units active in the field of Security equipment such as cctv systemsproduction based on the statistics of the Ministry of Industry, Mines and Trade:

State	Number of units	capacity (device)
Anzali Free Zone	۱	۵۶۰،۰۰۰
Tehran	۷	۵۲۷،۰۰۰
Alborz	٤	٤٤۰،۰۰۰
Qazvin	۵	٤۳۹،۵۰۰
Khorasan Razavi	۵	۳۳۰،۰۰۰
Special Economic Zone	٦	۲۹۸،۰۰۰
Hamedan	۲	۲۱۰،۰۰۰
Qom	٤	۱٦۷،۰۰۰
Lorestan	۲	۱٤۵،۰۰۰
Khuzestan	۲	۱۲۵،۰۰۰
Arvand Free Zone	۳	۱۱۵،۰۰۰
Aras Free Zone	۱	۹۰،۰۰۰
Semnan	۲	۹۰،۰۰۰
Esfahan	۲	۸۰،۰۰۰
Fars	۲	٦۰،۰۰۰
Western Azerbaijan	۳	۵۳،۰۳۰
Guilan	۱	۵۰،۰۰۰
Sistan and Baluchestan	۱	۵۰،۰۰۰
Yazd	۱	۳۰،۰۰۰
southern Khorasan	۱	۲۰،۰۰۰

	Feasibility Studies	
	Security equipment such as cctv systems Production	

State	Number of units	capacity (device)
Central	۱	۱۸،۰۰۰
Ardabil	۱	۱۸،۰۰۰
Kerman	۱	۱۲،۰۰۰
Kish Free Zone	۱	۱،۵۰۰
Total	۵۹	۳،۹۲۹،۰۳۰

Source: Ministry of Industry, Mining and Commerce - Statistics and Information Center

۲-۲-CHECK THE STATUS OF NEW PROJECTS AND ONGOING DEVELOPMENT PLANS

By referring to the industrial database of the Ministry of Industry, Mines and Trade, the status and specifications of new projects creating Security equipment such as cctv systemsproduction have been collected and entered in the following table:

State	Number of units	capacity (device)
Semnan	۸	۳،۱۲۳،۰۰۰
Khorasan Razavi	۱۵	۷۳۲،۰۰۰
Kurdistan	۵	۶۵۰،۰۰۰
East Azarbaijan	۳	۶۰۶،۰۰۰
Tehran	۶	۳۱۲،۰۰۰
Yazd	۶	۲۶۰،۰۰۰
Hamedan	۱	۲۵۰،۰۰۰
Zanjan	۳	۲۱۰،۰۰۰
Kermanshah	٤	۱۹۳،۰۰۰
Khuzestan	٤	۱٤۱،۰۰۰
Alborz	٤	۱۲۷،٤۰۰
Qom	۳	۱۱۲،۰۰۰
Special Economic Zone	٤	۷۳،۰۰۰
Western Azerbaijan	۱۰	۷۱،۰۵۰
Mazandaran	۶	۷۰،۵۰۰
Esfahan	٤	۶۸،۷۰۰
Ardabil	۲	۶۰،۰۰۰
Central	۲	٤۰،۰۰۰
Qazvin	۱	٤۰،۰۰۰

	Feasibility Studies	
	Security equipment such as cctv systems Production	

State	Number of units	capacity (device)
Bushehr	۳	۳۰،۰۰۰
Fars	۱	۲۰،۰۰۰
Chabahar Free Zone	۱	۱۰،۰۰۰
Kerman	۱	۱۰،۰۰۰
North Khorasan	۱	٦،۰۰۰
Golestan	۱	۲،۰۰۰
Lorestan	۲	۱،۰۰۰
Total	۱۰۱	۷،۲۱۸،٦۵۰

۲-۳-REVIEWING THE PROCESS OF PRODUCT IMPORTATION

According to the Chamber of Commerce, Industries, Mines and Agriculture, the import statistics for the last five years are as follows:

Year	Weight (kg)	Rial value	Dollar value
۲۰۱۷	۱۷۳،۵۶۹	۲۶۶،۷۶۴،۶۴۹،۲۷	۸۵۲،۸۰۸
۲۰۱۸	۲۰۷،۶۵۲	۱۶۴،۸۷۷،۰۱۵،۱۲۵	۷۰۸،۶۹۴،۲
۲۰۱۹	۱۷۹،۷۲۰	۰۹۹،۴۰۵،۰۳۱،۸۰	۲۵۱،۶۴۰
۲۰۲۰	۱۵۱،۹۷۵	۸۴۲،۶۴۸،۲۱۷،۸۲	۲۸۸،۳۸۴
۲۰۲۱	۴۵،۱۳۸	۵۱۲،۸۱۳،۲۱۷،۱۲۲	۰۸۵،۵۴۱

Source: Tehran Chamber of Commerce, Industries, Mines and Agriculture http://www.tccim.ir

۲-٤-MONTORING CONSUMPTION TRENDS

According to the latest available statistics in ۱٤۰۰, the amount of import was ۳،٦۵۵،۳۳۹ kg and the amount of export was ۱۸،۷٤۳ kg, and we had about ۳۳۲،۰۰۰ units of production. The consumption of this product has been increasing in recent years due to the industrial development of the country and it is expected to reach more than ۵۰۰،۰۰۰ units per year in the near future.

۲-۵-INVESTIGATE THE EXPORT PROCESS OF THE PRODUCT AND THE POSSIBILITY OF ITS DEVELOPMENT

According to the Chamber of Commerce, Industries, Mines and Agriculture, the export statistics for the last five years are as follows:

Year	Weight (kg)	Rial value	Dollar value
۲۰۱۷	۱۵،۵۷۸	۲۸،۹۷۹،۵۸۹،۳۷۱	۸۵۶،۱۷۶
۲۰۱۸	۵۳،۰۶۳	۳۳،۵۶۹،۸۸۲،۳۶۰	۴۲۳،۱۷۱
۲۰۱۹	۱۰،۴۹۷	۲۵،۸۲۲،۳۰۱،۸۹۶	۲۰۶،۵۷۸

	Feasibility Studies	
	Security equipment such as cctv systems Production	

۲۰۲۰	۲۳،۴۵۴	۱۹،۲۶۰،۶۸۴،۹۰۰	۹۴،۸۲۲
۲۰۲۱	۱۸،۷۴۳	۱۴،۸۸۳،۵۲۴،۹۱۹	۶۳،۳۲۲

Source: Tehran Chamber of Commerce, Industries, Mines and Agriculture http://www.tccim.ir

۲-۶- PRODUCT REQUIREMENT CHECK WITH EXPORT PRIORITY

Many countries that in the contemporary period, especially in the past few decades, have been able to follow the path of progress and development, have accurately implemented specific economic, social and political programs, and after going through medium- or long-term programs. Progress and development have been achieved.

The first proposed development plan after the Islamic Revolution for the years ۱۹۸۳-۱۹۸۷ was prepared. The last development plan (Sixth Development Plan) was approved by the Islamic Consultative Assembly in March ۲۰۱۷.

In many developed countries, exports are the main focus of development and are very important in the presence of that country in global markets. Domestic production and its arena in the global competitive market, or in other words, exports, is one of the factors that can make countries independent. The importance and necessity of the presence of goods made by a country in the world market and the atmosphere of the international economy are among the most important factors of development. The role of exports in this regard is so important that many export experts consider the only successful path to economic development of a country in the global market.

The most important issue for any country like Iran is to achieve economic development and to have an economic, productive and export-oriented system. In order to achieve this, first of all, it is necessary to meet the domestic needs of the country and to expand the export of goods and services in excess of domestic consumption. To achieve a society where there is no poverty, unemployment and backwardness, efforts must be made for its economic growth. Along with economic growth, there must be justice and empowerment of the people of the society to manage their lives.

Exports play an important role in production and employment, so they require a lot of attention to expand and have an active presence in global markets. Exporters in the economic field should also be encouraged.

At present, we can see a very good export of Electric converters (inverters) and controllers. Because there is a lot of demand in different countries and each of them is trying to get in touch with first-hand producers. This can help Iran's non-oil exports and boost production in the country.

۳-OVERVIEW OF TECHNOLOGY AND METHODS OF PRODUCTION AND SUPPLY IN THE COUNTRY AND COMPARISON WITH OTHER COUNTRIES

First, we will talk about the types of CCTV technology in detail.

Analog technology

This device is very simple and uses an electronic sensor to receive images and convert them into electrical signals. In this traditional technology, signals are transmitted on coaxial cable and this is the biggest problem of this system. Because coaxial cannot send video signals at a distance of more than ١٠٠ meters, and after passing ١٠٠ meters, the quality of the image decreases significantly. In an analog camera, the image resolution is defined based on the number of drawn horizontal lines and it is called tvline. The higher the TVL number, the higher the image resolution.

HDSDI technology

The sdi system means data standardization and is more complicated and more expensive than analog. In this electronic equipment, data are twisted together through several wires and sent serially. The images of this camera are of high quality, but at a distance of more than ١٠٠ meters, their quality will decrease and the sound and image will be accompanied by noise. The interesting point is that in this technology, no conversion takes place and the data is transferred digitally. This technology has not been welcomed due to its limitations and is currently obsolete. In the following, we will examine the types of CCTV technology that have special facilities and various functions.

HDCVI technology

In some CCTV systems, there is a limit to the resolution of the images. A camera that uses hdcvi technology was launched to provide high-quality and high-resolution images on a coaxial cable platform. Hdcvi stands for High Definition Video Compression Interface and because of its unique features, it has attracted the attention of most users and its popularity is increasing every day. The advantages of this closed system are:

Signal transmission in the range of ٣٠٠ to ٥٠٠ meters

Increasing bandwidth using audio and video compression technology

Face and movement recognition based on PIR

Ability to send ٢, ٤ and ٨ megapixel and fullhd signals

Providing audio and video over a single cable

hdtv technology

The growth of hdsdi technology was stopped due to the high cost of the storage device and the problems it had in troubleshooting the equipment, and its optimized version, named hdcvi, entered the market. HDTV stands for High Definition Video Transmission Interface. One of the special features of this popular technology is the conversion of digital signals to analog, which increases the transmission distance and saves costs. This security product has made it possible to transmit a high resolution signal in the range of ٣٠٠ to ٥٠٠ meters. This type of camera does not use TV standards to send data, and you cannot view the images through direct connection of the camera to the TV.

IP technology

In analog technology, video signals are transmitted without processing and directly on the coaxial cable, which weakens the signal in the transmission line, which will be very effective over long distances. IP technology was created to solve this problem and by sending the signal through the ethernet cable, it also preserves the quality of the video. IP is suitable for large and sensitive projects, and its installation requires more precision.

ahd technology

So far in the article, you have become familiar with the types of CCTV technology. After hdtv and hdcvi technologies, a modern technology entered the field of CCTV cameras. AHD was released in ٢٠١٤ by South Korea. The biggest weaknesses of TVI and CVI systems were the low resolution of the image, which has been solved in AHD technology. This technology transmits video signals with high resolution up to a distance of ٥٠٠ meters through coaxial cable.

Parts and production steps of CCTV cameras

CCTV cameras are generally divided into two categories: analog and digital cameras, each of which has its own parts and production method.

External parts:

Case: It is a metal or plastic housing in which all the parts of the camera are located and is responsible for protecting them, and it can benefit from standards such as IP٦٧ or IP٦٨ to prevent dust and water from entering the housing. to be

Cable: It is the means of connecting the camera to the recorder (DVR or NVR) to send images and data.

Interior parts:

Board and image sensor: the most important part of a CCTV camera is responsible for receiving and processing images.

Lens and: IR-cut These parts are responsible for receiving and focusing the ambient light on the image sensor.

IR-LED: This board contains a number of infrared LEDs (SMD, Power LED, Normal) that are activated when the environment gets dark and will enable the camera to take pictures in the dark.



In the production of CCTV cameras, the first step is to specify the type of configuration of the internal parts of the device, which determines the main value of each camera. Finally, the IR-LED is specified.

- Of course, during the process of determining the configuration, the possibility of placing all these parts inside the selected case should also be considered -

Finally, after determining the appropriate internal and external parts, the assembly steps of the device are started, and at the end of this step, the quality of the image received by the CCTV camera must be confirmed by the quality department. After completing these steps, it is time to print the brand on the device, package and label it so that it is ready to be processed and sent to the buyer.

٤-DETERMINING THE STRENGTHS AND WEAKNESSES OF CONVENTIONAL TECHNOLOGIES IN THE PRODUCT MANUFACTURING PROCESS

Efficiency and high quality and low cost of security equipment such as CCTV systems are among the most important advantages of the mentioned methods. The production of this product requires a strict quality management process, which is mentioned below. The growth and development of the world's industries is largely due to the competition between industrial units. In this regard, every industrial unit tries to gain a greater share of the market by increasing the quality of its products, and this trend over time has improved the quality of products and, as a result, the growth of industrial societies. Quality control is performed to determine the correctness of the production process, according to the technical specifications determined for

the product. This operation causes to prevent the production of defective products, the wastage of capital is prevented and the finished price of the product is reduced.

In general, the objectives of quality control can be summarized as follows:

• Maintaining the established standards

• Diagnosing and improving deviations in the production process

• Diagnosing and improving non-standard products

• Evaluating the efficiency of the people of the units

In other words, it can be said that quality control means ensuring the supply and production of goods and services according to the standards. It is determined and inspection is performed as one of the inseparable components of quality control in order to identify defects and provide the information needed for the quality control system in all industrial units.

The general inspection steps according to the status of each industry are as follows:

١) In the phase of handing over raw materials

٢) In the stage of starting production

٣) Before the start of operations

٤) Before starting irreversible operations

٥) Before the start of the operation that causes defects to be covered

٦) In the final stage of the work

٥- INVESTIGATE AND DETERMINE THE MINIMUM ECONOMIC CAPACITY, INCLUDING ESTIMATING THE VOLUME OF FIXED INVESTMENT IN RIAL AND FOREIGN CURRENCY

EXPLANATION: EXCHANGE RATE BASED ON NIMA SYSTEM - DATED ٢٠٢٢-١١ - AMOUNT: ٥٠٠٠٠٠ RIALS

Project Investment Schedule:

Description	Cost (Million Rials)	Cost (Euro)
Land	٢٠٠٠٠	٧٢,٩٩٣

Landscaping	۱۰۰۰۰	۳۶,۴۹۶
Construction	۶۸۹۰۰	۲۵۱,۴۶۰
Production line machinery and equipment	۸۰۰۰۰	۲۹۱,۹۷۱
laboratory equipment	۳۰۰۰	۱۰,۹۴۹
Utilities	۷۴۰۰	۲۷,۰۰۷
transportation	۱۶۵۰۰	۶۰,۲۱۹
Office equipment	۴۰۱۰	۱۴,۶۳۵
Miscellaneous and unforeseen	۲۰۹۸۱	۷۶,۵۷۳
Total	۲۳۰۷۹۱	۸۴۲,۳۰۳

The ground specification of the project implementation is as follows:

Description	Area (m ۲)	Unit Price (Rials)	Total (Million Rials)	Total (Euro)
Land	۵۰۰۰	۵/۰۰۰/۰۰۰	۲۰۰۰۰	۷۲۹۹۳

\

The cost of landscaping is as follows:

Description	Area	Unit Price (Rials)	Total (Million Rials)	Total (Euro)
Digging and leveling	۴۰۰۰	۲۰۰۰۰۰۰	۸,۰۰۰	۲۹,۱۹۷
Fencing	۲۸۰	۳۰۰۰۰۰۰	۸۴۰	۳,۰۶۶
Asphalt and pavement paving	۳۰۰	۲۰۰۰۰۰۰	۶۰۰	۲,۱۹۰
Green space and lighting	۲۰۰	۲۸۰۰۰۰۰	۵۶۰	۲,۰۴۴
Total			۱۰,۰۰۰	۳۶,۴۹۶

Building Information:

Description	Building type	Area	Unit Price (Rials)	Total (Million Rials)	Total (Euro)
Production	Niches	۹۰۰	۴۰۰۰۰۰۰۰	۳۶,۰۰۰	۱۳۱,۳۸۷
Raw materials and supplies	Niches	۳۵۰	۴۰۰۰۰۰۰۰	۱۴,۰۰۰	۵۱,۰۹۵
Office building and services	Official	۱۷۰	۸۰۰۰۰۰۰۰	۱۳,۶۰۰	۴۹,۶۳۵
Utilities	Niches	۵۰	۷۰۰۰۰۰۰۰	۳,۵۰۰	۱۲,۷۷۴
Guard		۳۰	۶۰۰۰۰۰۰۰	۱,۸۰۰	۶,۵۶۹
Total		۱۵۰۰		۶۸,۹۰۰	۲۵۱,۴۶۰

Utilities:

Description	Cost (Million Rials)	Cost (Euro)
Power Supply	۲۲۰۰	۸,۰۲۹
Water and Wastewater	۵۰۰	۱,۸۲۵
Fuel	۷۰۰	۲,۵۵۵
Heating and cooling equipment	۲۵۰۰	۹,۱۲۴
Protective equipment and security system	۴۰۰	۱,۴۶۰
Compressed air supply	۱۱۰۰	۴,۰۱۵
Total	۷۴۰۰	۲۷,۰۰۷

Transportation:

Description	Technical Specifications	Cost (Million Rials)	Cost (Euro)
Forklifts	۳ ton	۹۵۰۰	۳۴,۶۷۲
Pickup	Nissan	۳۵۰۰	۱۲,۷۷۴
Riding	Samand	۳۵۰۰	۱۲,۷۷۴
Total		۱۶۵۰۰	۶۰,۲۱۹

Equipment and Machinery:

	Feasibility Studies	
	Security equipment such as cctv systems Production	

Manufacturing machinery is the most important part of industrial investment. The machinery of each manufacturing complex determines the quality and variety of products, production technology, raw materials, and many of the methods, costs of production, and even the finished product price. Machinery selection is a critical and influential factor in the macroeconomic indicators of the plan. The cost of producing the machinery and equipment of the production line is estimated on the basis of inquiries from major manufacturing companies or reputable agencies. It also calculates the cost of procuring machinery, including shipping, installation, customs duties, and so on.

The world's leading companies producing the main equipment for the Security equipment such as cctv systemsproduction process can be listed as follows:

Zhejiang Carspa Must power systems., Ltd... But due to the capabilities of domestic specialists, the machinery of this project including reactors, furnaces, etc. can easily be supplied from Iran at a more reasonable cost. The price range for all of these companies is about ۱۰ percent. The price of machines for this process is given in the table below.

Number	Name	Required amou	cost (million rials)	Rial sum (million rials)	Euro	supply (domestic foreign)
۱	Design process machinery	۱	۲۰۰۰۰	۲۰۰۰۰	۷۲,۹۹۳	Local-Foreign
۲	Assembly process machinery	۱	۴۰۰۰۰	۴۰۰۰۰	۱۴۵,۹۸۵	
۳	Testing and inspection process machines	۱	۲۰۰۰۰	۲۰۰۰۰	۷۲,۹۹۳	
Total (million rials)			۸۰۰۰۰		۲۹۱,۹۷۱	

laboratory equipment:

Number	Name	Currency (Euro)	Rial Cost (Million Rials)	Rial sum million) (rials
۱	laboratory equipment	۱۰،۹۴۹	۳۰۰۰	۳۰۰۰
۲				
Total		۳۰۰۰		

Office equipment:

Number	Name	The required amount	Rial cost per unit	Rial Cost (Million Rials	Currency (Euro)
١	All kinds of tables and chairs	٢٥	١٠٠	٢٥٠٠	٩,١٢٤
٢	All kinds of computers, printers and scanners	٨	٩٠	٧٢٠	٢,٦٢٨
٣	Phone and fax	٦	٣٠	١٨٠	٦٥٧
٤	Fingerprint attendance device	١	٧٠	٧٠	٢٥٥
٥	Wireless network and internet equipment	١	٥٠	٥٠	١٨٢
٦	Office stationery	٤	١٠	٤٠	١٤٦
٧	Central control system	١	١٥٠	١٥٠	٥٤٧
٨	other	_	٣٠٠	٣٠٠	١,٠٩٥
Total (Million Rials)		٤٠١٠			١٤,٦٣٥

Working Capital Costs:

Name	Description	Cost (Million Rials)	Cost (Euro)
Raw materials and packaging	٩٠ Days	١٨٢٥٠٠	٦٦٦,٠٥٨
salary	٣٠ Days	٢٨٨٤	١٠,٥٢٦
Energy costs	٣٠ Days	٧٣٣	٢,٦٧٥
revolving fund	١٥ Days	١٨٠٩	٦,٦٠٢
Total		١٨٧٩٢٦	٦٨٥,٨٦١

Production costs:

Description	Cost (Million Rials)	Cost (Euro)
Cost of raw materials and packaging	٧٣٠٠٠	٢٦٦,٤٢٣
Salary Cost	٣٤٦٠٤	١٢٦,٢٩٢
Energy costs	٨٧٩٣	٣٢,٠٩١
Cost of maintenance	١٤٣٦٦	٥٢,٤٣١

Unforeseen cost of production	۲۲۳۲	۸,۱۴۶
Administrative and sales costs	۱۳۳۰	۴,۸۵۴
Costs of financial facilities	۱۳۴۳	۴,۹۰۱
Insurance costs	۲۳۰۸	۸,۴۲۳
Depreciation cost	۵۰۰	۱,۸۲۵
Depreciation expense before operation	۲۰۹۸	۷,۶۵۷
Total	۱۴۰۵۷۴	۵۱۳,۰۴۴

۶-THE AMOUNT OF RAW MATERIAL NEEDED ANNUALLY AND WHERE IT IS SUPPLIED

Number	Description	Consumption per unit product	Unit of consumption	Amount of Consumption Required for Total Capacity	Currency prices (Euro)	Rial equivalent (per unit)	Place of supply	Cost (Million Rials)
۱	External parts (case and cable)	۱	Unit	۱۰۰۰۰۰	۴	۲/۱۰۰/۰۰۰	Import-Local	۲۱۰۰۰۰
۲	Internal parts (board, image sensor, lens...)	۱	Unit	۱۰۰۰۰۰	۴	٤/۱۰۰/۰۰۰	Import	۴۲۰۰۰۰
۳	other	۱	Unit	۱۰۰۰۰۰	۴.۷	۱/۰۰۰/۰۰۰	Import-Local	۱۰۰۰۰۰
Total (Million Rials)								۷۳۰۰۰
Total (Euro)								۲۶۶,۴۲۳

۷-RISK ANALYSIS OF PROJECT IMPLEMENTATION

Studies show that in the next year the market will be in short supply and there will be a greater need for imports. So it can be said that the implementation of new projects in this field is not very risky because in addition to the domestic market there is easily good potential to export this product to neighboring countries and if for any reason the applicant intends to undertake this plan, it is necessary to act with caution and superiority over other industrial units and by examining further the weaknesses and strengths as internal factors as well as opportunities and opportunities. Threats as external factors minimize project risk.

۸- HUMAN RESOURCES AND NUMBER OF JOBS

One important aspect of any industrial unit is its job creation, which is thoroughly examined in the market segment. Due to the nature of the industry and the need for ۲ shifts to work, it has been attempted to select the number of personnel in a manner that addresses the production needs of the two shifts. It has also been tried to use related specialties in different parts of production.

To calculate the amount of annual salaries and benefits, three shifts and other benefits have been added to the annual salary. For this purpose, the annual salary is set at ۱٦,٤ months per year

.

Description	Gender	Number	Monthly salary per person (Million Rials)	Monthly salary (Million Rials)	Annual salaries (Million rials)	Annual salaries (Euro)
Managing Director	Man	۱	۲۰۰	۲۰۰	۳۲۸۰	۱۱,۹۷۱
financial manager	Man	۱	۱۴۰	۱۴۰	۲۲۹۶	۸,۳۸۰
Marketing Manager	Man	۱	۱۴۰	۱۴۰	۲۲۹۶	۸,۳۸۰
Financial, sales and administrative personnel	Female	۲	۱۰۰	۲۰۰	۳۲۸۰	۱۱,۹۷۱
warehouse keeper	Man	۲	۹۰	۱۸۰	۲۹۵۲	۱۰,۷۷۴
Line Administrator	Man	۲	۹۰	۱۸۰	۲۹۵۲	۱۰,۷۷۴
skilled worker	Man	۲	۸۰	۱۶۰	۲۶۲۴	۹,۵۷۷
Semi-skilled worker	Man	۲	۷۵	۱۵۰	۲۴۶۰	۸,۹۸۷
worker	Man	۵	۷۰	۳۵۰	۵۷۴۰	۲۰,۹۴۹
Service	Female	۱	۷۰	۷۰	۱۱۴۸	۴,۱۹۰
Guard	Man	۲	۷۵	۱۵۰	۲۴۶۰	۱۰۴,۴۴۵
Driver	Man	۲	۷۵	۱۵۰	۲۴۶۰	۸,۹۷۸
Secretary	Female	۲	۷۰	۱۴۰	۲۲۹۶	۸,۳۸۰
Total		۲۴			۳۴۶۰۴	۱۲٦۲۹۲

۹- CHECK AND DETERMINE THE AMOUNT OF WATER, ELECTRICITY, FUEL AND ...

Description	Unit	annual consumption	Cost per unit in	Total Cost (Million Rials)	Total Cost (Euro)

			Rials		
Power Consumption	KWh	۱/۰۰۰/۰۰۰	۹۳۹	۹۳۹	۳,۴۲۷
Water Consumption	Cubic meters	۷۰/۰۰۰	۳۳۶۲۲	۲۳۵۴	۸,۵۹۱
Gas	Cubic meters	۱/۱۰۰/۰۰۰	۵۰۰۰	۵۵۰۰	۲۰,۰۷۳
Total			۸۷۹۳		۳۲۰۹۱

۱۰- CONDITIONS OF ECONOMIC AND COMMERCIAL SUPPORT

۱۰-۱- CUSTOMS TARIFF SUPPORT (PRODUCTS AND MACHINES) WITH GLOBAL TARIFFS

Support for fertilizer producers, especially Electric converters (inverters) and controllers, is part of the Agricultural Support Service Company program and is monitored periodically by a technical working group on behalf of the company and the Ministry of Agriculture and Water and Soil to monitor the quality of fertilizers. The agricultural support services company relies on domestic production and a significant reduction in fertilizer imports, including the supply of fertilizers, organic fertilizers, biofertilizers, microbes and more. Also, in most petrochemical companies, unfortunately, some of the raw materials and machinery needed are supplied from abroad, which come to Iran after initial tests and technical examinations, and in the absence of problems. Therefore, the customs duty received is about ۱۰٪ of the total imported genus. It also requires payment of customs duties if the product is exported. Although in recent years appropriate incentives have been adopted to encourage domestic producers to export their products, which has led to increased exports, but more attention must be paid to this issue by the authorities.

۱۰-۲- FINANCIAL SUPPORT (EXISTING UNITS AND PLANS) OF BANKS - INVESTOR COMPANIES

Long-term facilities to finance part of the investment costs for the creation or development of industrial, mining and tourism units or to provide the necessary conditions for optimal utilization of these units, the facility bank in foreign currency and rial in the form of an Islamic contract Grants.

Terms:

۱- Only financial facility projects that have the necessary technical, financial and economic justification are granted.

۲- The granting of facilities to natural persons up to one billion rials shall be permitted and the payment of such facilities shall be exclusively permitted to legal persons.

٣- The Bank typically finances up to ٧٠٪ of the project's fixed capital investment as a facility, while ٣٠٪ of the total project investment (including fixed capital and working capital) must be provided by the applicant as paid-in company capital. .

٤- The repayment period of the facility is typically a maximum of ٥ years. It was the Bank's authority to change this period to suit the status of the plans.

٥- When applying for a facility, the applicant shall open a loan account.

٦-In general, ٣٠٪ of the total project investment must be financed by the investor and the bank can invest up to the remaining ٧٠٪.

Steps:

١-Acceptance: At this stage the applicant can apply to any bank branch and submit his / her application. If the plan is not on the priority list, the Bank agrees to provide the justification.

٢- Compilation of project justification report: Applicant prepares justification report through Bank Consulting Engineer companies.

٣- Acceptance: At this stage, the project justification report will be delivered to the branch with the required documentation.

٤- Evaluation and approval: The Bank's justification report will be reviewed and if approved, the facility payment will be approved by the competent authority.

٥- Contract: After providing the required documents and guarantees, the contract for granting the facility will be concluded.

٦- Payment: The project progress report will be prepared at the time specified by the consulting engineer and submitted to the bank. Once the progress report has been approved by the bank, payment is made as appropriate to the progress of the plan.

١١-ANALYZING AND PRESENTING FINAL CONCLUSIONS AND PROPOSALS FOR THE CONSTRUCTION OF NEW UNITS

- One of the basic principles of sustainable production is to improve soil quality from fertility and to return nutrients absorbed by plants to the soil. Fortunately, we are very successful in the field of biofertilizers in the country. The use of these fertilizers not only contributes to environmental sustainability, but also to food security. Due to the growing of the agricultural industry, the need for farmers to use different fertilizers such as Security equipment such as cctv systemsis very high. Although the process of this product is not complicated, for unknown reasons this product is produced in small quantities in Iran and according to the Chamber of Commerce, Industry, Mines and Agriculture, its imports amounted to about ٤٧،٥٤٩،٣٦٢ kg in ٢٠١٨. Therefore, if access to the raw material, applicants are suggested to build one (or several) ٢٠،٠٠٠ tonnes (or even more) units in different areas (especially deprived areas). The plan is to start operating at ٦٠ percent capacity in the first year and increase below capacity in the following years, respectively.

- The plan is to start operating at ٦٠ percent capacity in the first year and increase below capacity in the following years, respectively.

Year	First Year	Second Year	third year	forth year	Fifth year
Capacity(%)	٦٠ %	٧٠ %	٨٠ %	٩٠ %	١٠٠ %
Production capacity (ton)	٦٠٠٠٠	٧٠٠٠٠	٨٠٠٠٠	٩٠٠٠٠	١٠٠٠٠٠

prime cost	٧,٣٤ million rials/Per Ton –١٤,٦ Euro
Selling prices of products	٩,١ million rials/Per Ton – ١٨,٢ Euro
Total Sales (Million Rials)	٩١٢٤٠٩million rials - ١،٨٢٤،٨١٨ euros
Percentage of sales at the point head to head	٨۴
Profit (Million Rials)	١٨٢۴٨٢ million rials - ٣٦٤،٩٦٤ euros
Gross Value Added (Million Rials)	١٤٨٣٢٦ million rials - ٢٩٦،٦٥٣ euros
Net Value Added (Million Rials)	١٢٢١١١ million rials – ٢۴۴,٢٢٣ euros
Ratio of gross value added to total sales	٠/١٦
Ratio of net added value to total sales	٠/١٣
Ratio of gross value added to investment	٠/١٩
Return of capital	٤