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***INCREASING THE AMOUNT OF
FOREIGN CURRENCY RESERVE
(U.S DOLLARS)***

BY MANUFACTURING AND EXPORTING RARE AND VALUBLE DOMESTIC
PRODUCT

TABLE OF CONTENT

- Explaining the idea and problems.
- Finding a solution for each problem.
- Value of the selected product
- Available markets and demand.
- How achievable is the idea.

QUESTION :
WHAT IS THE BIGGEST CRISIS DOSE THE EGYPTION GOVERNMENT FACES AT
THE TIME !?





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HOW THE CRISIS STARTED

*RUSSIA IS CONSIDERED TO BE ONE OF THE BIGGEST OIL AND GAS EXPORTERS IN THE WORLD ALSO ONE OF (OPEC PLUS)

MOST INFULENTIAL MEMBERS AMONG(K.S.A.).

*BECAUSE OF THE UKRANIAN RUSSIAN CONFLICT

THE WORLD FACES A SIGNIFICANT INCREASE IN THE PRICE OF CRUDE OIL AND GAS.

*WICH CREATETS AND MULTIPLE INFLATION RATES

WORLED WIDE.



HOW THE CRISIS STARTED

HOW THE US INFLATION RATE HAS CHANGED OVER TIME



Source: [Tradingeconomics.com](https://tradingeconomics.com)

HOW THE CRISIS STARTED

IN THE U.S INFLATION RATES SCORED 9.1% IN JUNE 2022

THE HIGHEST IN 10 YEARS ACCORDING TO THE **U.S BUREAU OF LABOR STATISTICS**.

SO IN ORDER TO CONTROL INFLATION RATES THE U.S FEDERAL BANK REACTED BY INCREASING INTREST RATES TO WITHDRAW THE EXCESSIVE CASH LIQUIDITY FROM THE MARKET.

Forbes ADVISOR

FOMC Meeting Date	Rate Change (bps)	Federal Funds Rate
Sept 21, 2022	+75	3.00% to 3.25%
July 27, 2022	+75	2.25% to 2.5%
June 16, 2022	+75	1.5% to 1.75%
May 5, 2022	+50	0.75% to 1.00%
March 17, 2022	+25	0.25% to 0.50%

HOW THE CRISIS STARTED

DUE TO THE CHANGE IN INTEREST RATES IN THE U.S FROM 0.25% TO 3.25%;

INVESTORS WITHDRAW DOLLARS DEPOSITED FROM
OTHER COUNTRIES AND BRING IT BACK TO THE U.S MARKET
IN ORDER TO GET BENEFITS FROM HIGH-INTEREST RATES.

THE EGYPTIAN MARKET IS AFFECTED BY THE U.S FEDERAL BANK
DECISION WHEN INVESTORS START TO ABSORB THEIR DEPOSITS
(HOT MONEY) OUTSIDE THE COUNTRY.

OVER 20 BILLION U.S DOLLARS (HOT MONEY) GOT OUT OF BANKS IN LESS THAN ONE YEAR
ACCORDING TO THE PRIME MINISTER.



Egypt Foreign Exchange Reserves



1Y

5Y

10Y

MAX



FINDING SOLUTIONS

INVESTMENT VS EXPORTING



INVESTMENT



FINDING SOLUTIONS

FIRST INVESTMENT:

ATTRACTING FOREIGN INVESTMENT CAN BRING BILLIONS OF DOLLARS INSIDE.

INVESTMENT ISSUE:

- IT TAKES A LOT OF TIME TO BRING INVESTMENT.
- INVESTMENT SHOWS ITS EFFECTIVENESS ON **LONG RUN**.
- WORLD BANK LOAN AFFECTING INVESTORS DECISIONS

FINDING SLOUTONS

SECOND EXPORTING:

EXPOTING INCREACEES THE AMOUNT OF DOLLARS BY MANUFACTURING AND SELLING DOMISTIC PRODUCT OUTSIDE.

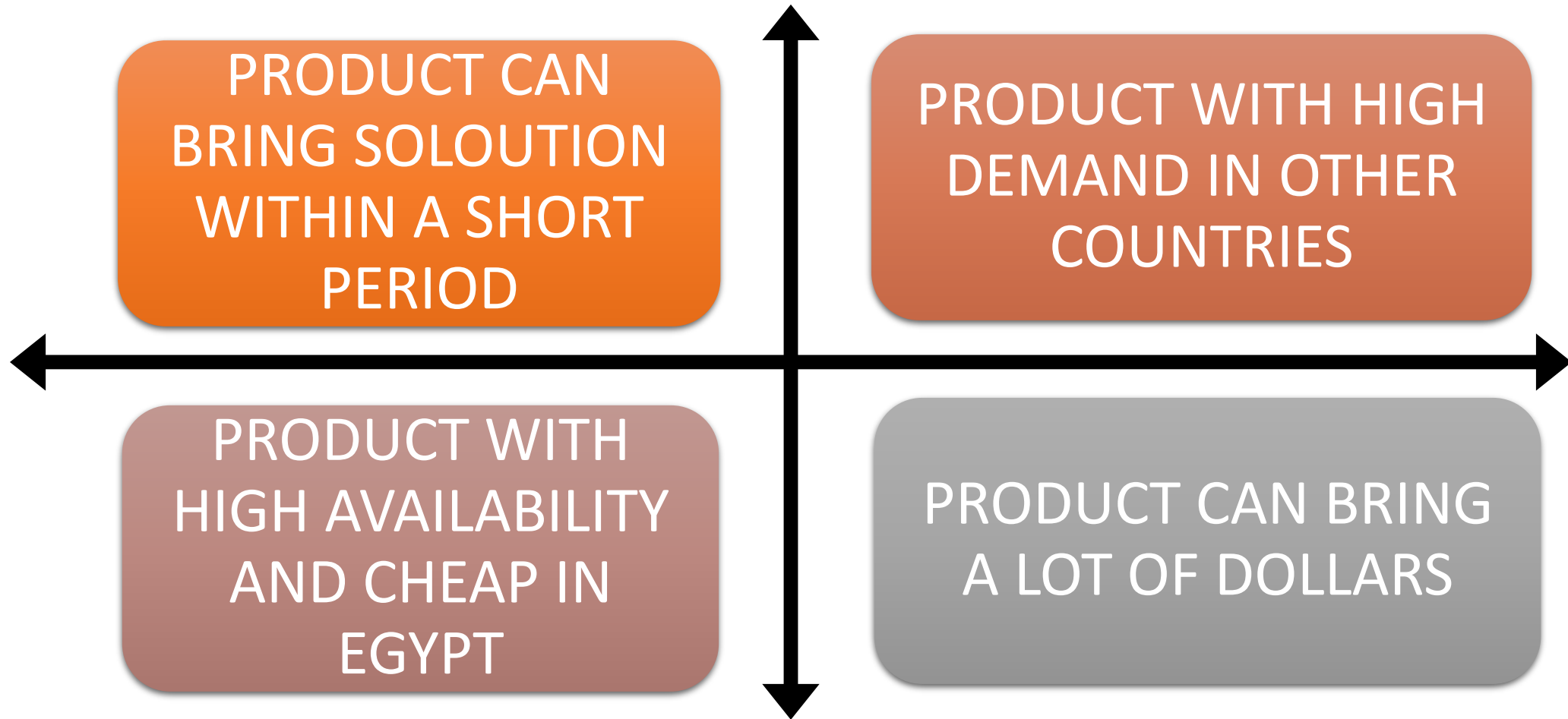
EXPORTING ISSUE:

HUGE POPULATION

SELF-SUFFICIENCY

CHOOSE BETWEEN EXPORTING AND SATISFING MARKET DEMAND

WHAT WE NEED ?



What is that product ?



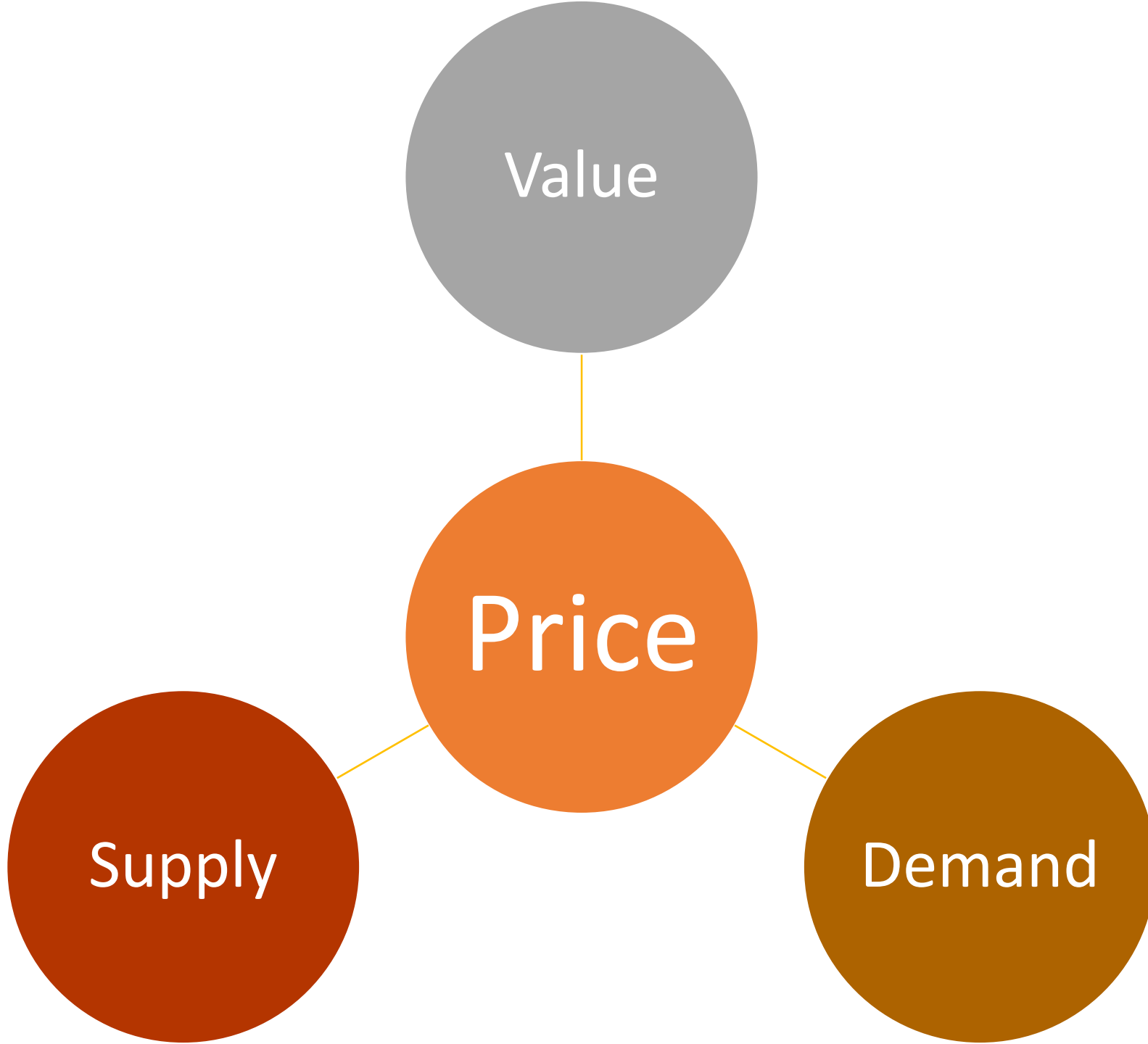
WHY SCORPION VENOM?

**VENOM WORTH
\$39 MILLION
PER GALLON**

BUSINESS
INSIDER

SO EXPENSIVE





Why Scorpion Venom is Very Expensive

BECAUSE IT ENTERS IN;

- Treatment of brain cancer
- Contributes to the creation of strong anesthetics
- Main component in the antiserum (Highly demanded)
- Some components help in the regulation of insulin
- USED IN A LOT OF MEDICAL RESEARCH THAT SUCH AS THE ELIMINATION OF AIDES(H.I.V)

KNOWING THAT IT'S **EXTREMELY RARE** IN NATURE.



Supply

- It is a very scarce product BUT VERY AFFORDABLE IN EGYPT.
- The major supplier of scorpion venoms in China but not a big threat in the market because:
 - They export the venom of different species.
 - The natural habitat of the selected species is in Egypt.
- Thus there won't be many competitors in this field

IS THERE A DEMAND IN FOREIGN COUNTRIES?

Bharat Serums&Vaccines Ltd.



India Buyer | 1738 Transactions

★★★★★ Active Value 93 points

Trading: scorpion venoms- *leirus quinquestriatus*(wildlife cert. no desk-23(4)/c.no.06(2017-18)/3154 dt.07.12.2018

Include Contacts

Multiple Collected

Data updated to 2022-09-30

Premium Serums&Vaccines Pvt Ltd.



India Buyer | 79 Transactions

★★★★☆ Active Value 72 points

Trading: *leirus quinquestriatus* - egypt

Data updated to 2022-07-25

Universidad De Costa Rica



United States Buyer | 9943 Transactions

★★★★★ Active Value 91 points

Trading: veneno liofilizado de *leirus quinquestriatus*, 100mg

Include Contacts

Multiple Collected

Data updated to 2022-08-30

Vins Bioproducts Ltd.



India Buyer | 208 Transactions

★★★★☆ Active Value 89 points

Trading: *leirus quinquestriatus* (2 gms)

Include Contacts

Multiple Collected

Data updated to 2022-07-16

Demand

- After studying the demand in brokerage websites it was found that the demand was mainly in:
 - India
 - Turkey
- In addition to this multiple products can be derived from this venom
 - So can be sold to:
 - Drug manufacturing companies
 - Cosmetic companies
 - Universities and institutes performing research on it



Video 7



HOW CAN THE PROJECT BE ACHIEVABLE (FEASIBILITY STUDY)

Advantages of the project

- It will increase the amount of the foreign currency reserve (U.S DOLLAR)
- Establishing ourselves in a new field may lead to a definite big market share
- Not costly and can't be started with small capital.
- It has a rapid capital cycle

Project Risks

- The danger of scorpion venom
- Starting a business in a new field comes with uncertainty
- Marketing Difficulty
- Not enough experienced individuals

HOW CAN THE PROJECT BE ACHIEVABLE (FEASIBILITY STUDY)

Equipment and supplies for the scorpion venom extraction project

For the hunting stage, The scorpion hunting team needs the following equipment:

- Scorpion catching tool.
- Boxes for keeping caught scorpions.
- Bite-resistant shoes and gloves
- A violet ray detector to easily detect and show the scorpion at night.

HOW CAN THE PROJECT BE ACHIEVABLE (FEASIBILITY STUDY)

For the scorpion breeding stage

- **scorpion boxes:** During the breeding of scorpions, several boxes must be provided for these invertebrates, where a very limited number of them are placed inside each box, otherwise they will destroy each other.
- **scorpion feeding farm:** Mealworm and Mealworm must also be provided in sufficient quantities, in addition to some insects that are either purchased from the same parties that provide scorpions for sale, as the price of one kilo of worms is about \$80.

HOW CAN THE PROJECT BE ACHIEVABLE (FEASIBILITY STUDY)

- special farm can be established to raise the mealworm, which is considered the best solution for self-sufficiency.

For the emulsification (milking) stage of scorpion venom

The following devices are used:

1. Plastic boxes to put the scorpion in.
2. Glass vials for emptying emulsified poison droplets.
3. Scorpion milking device.

Nitrogen refrigerators or deep freezers to preserve the extracted poison without spoiling it.

HOW CAN THE PROJECT BE ACHIEVABLE (FEASIBILITY STUDY)

The cost of setting up a scorpion farm

In order to actually launch the project and establish a scorpion farm, the investor needs:

- At least 1,000 scorpions, estimated to cost \$430
- Equipping the farm and deworming the worms, at a cost of about \$350
- Total capital, initially estimated at about one thousand dollars, including all expenses.

HOW CAN THE PROJECT BE ACHIEVABLE (FEASIBILITY STUDY)

How much scorpion produces venom?

A single scorpion produces a clear, sticky, oil-like liquid droplet that is kept in a small tube at minus Celsius. But the same scorpion is able to produce venom and is ready to emulsify it again in two weeks. It is worth noting that the scorpion begins to produce venom after only one week of rearing it.

The cost of producing one gram of scorpion venom

In order to produce only one gram of poison, about 1,000 to 2000 scorpions are used, or in most cases to 3,000 scorpions, as this varies according to the type of scorpion and the effectiveness of the poison produced. Which costs an average of about \$430.



HOW CAN THE PROJECT BE ACHIEVABLE (FEASIBILITY STUDY)

scorpion venom price

The price of scorpion venom deteriorates from one region to another and is manipulated for marketing purposes. Usually, the price of one gram of liquid gold ranges from 650 dollars when sold in Arab countries to 8 thousand or 12 thousand dollars when exported to foreign companies. It may reach the \$20,000 threshold for marketing purposes.

scorpion venom profit

if we talk about an average 2,000 scorpions and an average price for a gram of 6,000 dollars:

$\$6,000 \times 2 \text{ grams (in one month)} = \$12,000$

(-)

$\$1,000 \text{ required expenses} = \$11,000$

How can we bring dollars to the Egyptian market?

- We choose to deal with the transactions with our targeted customers with the letter of credit (L.C) method. This means the bank is considered to be intermediary between buyer and seller.

Benefits :

Dollars transactions enters the Egyptian Banks before exporting the final product.

