



INVESTMENT OPPORTUNITY

That Al-Sawary State Company

Baghdad Governorate

Fiber Glass Plant

– Invitation

The Ministry of Industry and Minerals (MIM) / Investment Department invites investors and international competent companies to invest in rehabilitation of That Al-Sawary State Company's fiber glass plant, that is to finance and implement the activities to rehabilitate the plants in accordance with modern technology of the relevant industries.

(i.e. to upgrade the plant and overcome the difficulties in the production process and lines by using new technology and adding new equipments and to achieve the target of the rehabilitation) and to operate and manage the factory at the investor expenses against a share of production.



– History of the Plant

This factory is the only plant in the IRAQ which is specialized in fiber glass products, such as tourist boats, water tanks, cooling tower, fans, spare parts of some kind of cars and machines, corrugated sheets, batteries recharge tanks and many other product which uses fiber glass.

The plant products used for all special and general uses. Because of the last war, in 2003, the plant has been bombed and robbed, with the efforts of the factory employees, some warehouses have been rehabilitated.

- The plant is constructed in 1988 by the (Army Industry Committee).The construction period took one year.
- In 1999, production line for helmet has been added.
- The plant continues its production despite the situation of the factory which needs a comprehensive rehabilitation.

– Investment Concept

The concept is that the investor shall implement the activities to rehabilitate the plant in accordance with modern technology, manage and operate the plant against share of accomplished production, for a certain period.

– Plant Data:

▪ Design Capacity

Type of Product	Unit & Quantity	Specification
Tourist Boat	It depends on the type of product	Length of the Boats are:(11 m, 8.5m, 5.5m, 4.5m)
Fiber glass water Tanks		Volumes are: 1 m ³ , 1.5 m ³ and 2 m ³
Fins, for cooling tower fans		Different length and thickness according to the demand & client.

▪ Target Capacity

Type of f Product	Unit	Quantity/ year
Fiber Glass	Ton	100



– Economic Data:

▪ Strong Points of the Opportunity:

- Raw materials for the production although some of it is imported but it is available in the local markets
- From the accumulated experience of the technical people, wide variation of products can be produced.
- Depending on the accumulated experience of the plant staff, and the past different types of products, important part of the local market can be covered in addition to the foreign markets.

▪ Estimated Cost of Rehabilitation

The rehabilitation estimated cost for Fiber Glass factory is 2000000 US. \$



– Special care

The investor is requested to pay special attention to the following points when preparing and submitting his proposal:

1. The aim is to rehabilitate and upgrade the plant by modern technology, to reach targeted production capacity, all at the "investor" expenses, against share of the product for certain period of time to be agreed upon with Ministry of Industry & Minerals.
2. The rehabilitation works shall be comprehensive for all production lines of the plant and facilities to ensure that the plant shall work at the targeted capacity.
3. The "investor" in cooperation with his supporters, specialized in concerned industry, shall depute technical experts to visit the plant site to evaluate the technical requirements of rehabilitation & conclude detail investigation at the same time. The plant management shall provide all needed assistance to help the expert's team to perform the technical investigation of the plant including providing technical data and drawings.
4. The investor shall present his investment proposal containing the details of the rehabilitation work that he shall perform, procedure for implementing the work, the final and stages production capacity targeted, the period of the investment agreement, the share of the Ministry of the production that he offers and the procedure to operate and manage the plant after completing the rehabilitation work (see General Condition for detailed terms of the eventual agreement).
5. The proposal shall contain the undertaking to supply, install, and operate power generation unit (s) sufficient to meet the plant needs.
6. It is preferable for the interested investors to arrange seminar for the project team and the related staff, to show his qualification and experience and points of view for the rehabilitation approach.
7. The proposal shall contain the undertaking to keep the plant personnel, pay their salaries and allowances throughout the agreement period.



– Evaluation criteria

A specialized team from the Iraqi side shall study all the proposals submitted by the investors and select the best proposal, negotiate the investor of the best proposal to finalize the agreement to be signed with the Ministry.

The evaluation criteria for selecting the winner investor shall be:-

1. The share of MIM as a percentage of the production.
2. The scope and level of rehabilitation works and technological modification offered by the investor.
3. Readiness of the investor to install power generation unit/(s) of a certain capacity to cover the need of all activities in the plant as the national grid is no more sufficient.
4. Readiness of the investor to keep the existing workforce of the plant paying their salaries & incentive according to the production increments.
5. The period planned to implement the rehabilitation activities to achieve the targeted production capacity of the plant.
6. Minimum period of the investment contract agreement.
7. Maximum production capacity undertaken to be fulfilled by the investor.
8. The investor financial capability to fulfill his undertaking to rehabilitate the plant supported by :-
 - Financial statements for the last three years.
 - Supporting letter from banks and financial houses showing the investor financial capabilities.
 - Documents on the financial capabilities of the investor partners or the supporting parties.
 - Documents on financial facilities that banks may grant to the investor.
9. The technical and managerial capacity of the investor and his supporting partners (Engineering Companies, Vendors, Site Work Contractors), to achieve the rehabilitation works, operate and manage the plant after completion the rehabilitation and organizational structure of the investor/group of investors (to be provided).
10. The similar experience of the investor and his supporting companies in similar works with documental references.
11. The readiness of the investor to accept and fulfill the conditions and obligations mentioned in the rehabilitation file.
12. The Applicable standards (Weights) for the evaluation of each accepted offers will be according to the following marks:-

