



INVESTMENT OPPORTUNITY

That Al-Sawary State Company

Baghdad Governorate

Rock Wool 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/ as rock wool 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 achieved for a negotiated period of time.



– History of the Plant

This factory is the only plant in the region and it was constructed in 1993, and finished in 1995.

Its main product is the 'Rock Wool' which is used in heat and sound insulation of building, hall, heat exchangers, tanks, heat and cool equipment, also used in the industrial and agricultural fields. This product is very high effective against heat up to 700 °C., Rock wool product is not effected to the parasite and fungus and cannot penetrate by insects and rodent. It is inert chemically and equalized electrically, un-flammable, long half life, resistance to humidity and environmental circumstances.

- The plant is constructed in 1993 by Jordan Company for Rock Wool.
- The beginning of traditional operation was in 1995.
- Main supplier of machine and equipment is Jordan Company for Rock Wool
- In the year /2000 the administration added line of covered pipes to the plant
- Design capacity of the plant is 3000 ton / year.
- The shut down of the plant occurred in 2007 because it needs reconstruction of the furnaces.

– 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

Product	Unit & Quantity
Rock Wool	3000 Ton

▪ Target Capacity

Target capacity should reach to the design capacity.



– Economic Data:

▪ Strong Points of the Opportunity:

The plant is a good opportunity for investment because raw materials are very simple and cheap and available in the foreign and local market. The product can be of different uses.

The technicians are very efficient and highly practiced.

▪ Estimated Cost of Rehabilitation

The rehabilitation estimated cost for Rock Wool factory is 1000000 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:-



The Standards of the Criteria		Marks Assigned %
	Financial Capability:	20
	- Providing a certificate from the banks or financial body/institution with other documents that support the financial capabilities of the investor and his partners.....	10
1	-The documented financial facilities presented by the banks to the investor.....	5
	-Evaluating the financial position of the investing company and the partners, through studying financial data's of the last three years.....	5
	Technical capability:	20
	-Similar project works of the investing company and his partners (Implementation and operation).....	10
2	-Presenting documented information on the engineering companies cooperating with the investing company.....	5
	-Authentic documents related to the original suppliers of materials, equipments foreseen dependable by the investing company.....	5
	...	5
3	The production share given by the investing company to the Ministry of Industry and Minerals	25
4	The targeted production capacity offered by the investing company.....	10
5	The period required by the investing company for the rehabilitation works.....	10
6	The scope of works specified by the investing company in the investment plan.....	10
7	The specific period of the investment agreement offered by the investing company.....	5

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