

CONTENTS

GLASS TABLERWARE PROJECT

| | <u>Page</u> |
|--|-------------|
| PREFACE | (i) |
| GLOSSARY | (ii) |
| SUMMARY | (iii) |
| 1. The Project Concept | 1 |
| 2. The Product Definition/Specifications | 3 |
| 3. The Justification of the Project | 4 |
| 4. The Market Dimensions | 5 |
| 4.1 The Market Size and Project Parameters | 5 |
| 4.2 Market Prices | 6 |
| 4.3 Competition | 8 |
| 4.4 Marketing and Distribution Strategy Concepts | 8 |
| 5. The Technology and Production Process | 9 |
| 5.1 The Technology | 9 |
| 5.2 The Production Process | 9 |
| 5.3 The Plant Equipment | 9 |
| 5.4 The Technology Source | 14 |
| 6. The Production Requirements | 15 |
| 6.1 Raw Materials | 15 |
| 6.2 Utility Requirements | 15 |
| 6.3 Labour Requirements | 16 |
| 7. The Investment Costs | 17 |
| 7.1 Summary | 17 |
| 7.2 Total Fixed Investment Costs | 18 |
| 7.2.1 <i>Plant and Machinery</i> | 18 |
| 7.2.2 <i>Building and Civil Works</i> | 19 |
| 7.3 Pre-production Costs | 20 |
| 7.4 Working Capital | 20 |
| 8. The Project Profitability | 21 |
| 8.1 Overview | 21 |
| 8.2 Financial Results - 100% Equity Case | 21 |
| 8.3 Financial Results - 50% Equity / 50% Loan Case | 23 |
| 8.4 Sensitivity: Key Factors | 25 |
| 9. Appendices | 26 |
| Arabic Summary | |