

CONTENTS

VEHICLE NATURAL GAS PROJECT

	<u>Page</u>
PREFACE	(i)
GLOSSARY	(ii)
SUMMARY	(iii)
1. THE PROJECT CONCEPT	1
1.1 The Basic Concept	1
1.2 Expansion of the Basic Concept	2
1.3 Environmental Aspects	3
2. THE PRODUCT	4
2.1 Definition	4
2.2 Conversion Kits	5
2.3 Refueling Stations	6
2.4 Applications	7
2.5 Safety	9
3. THE JUSTIFICATION OF THE PROJECT	10
3.1 NGVs are good for Oman	10
3.2 NGVs Make Sense:	11
3.3 The NGVC is a Profitable Venture:	Error! Bookmark not defined.
3.4 NGVs and Investment:	13
3.5 Other Advantages of NGVs:	15
3. THE MARKET DIMENSION	16
4.2 Market Prices	19
4.3 The Cost of Conversion	19
4.4 Marketing and Distribution Strategy Concepts	20
5. THE TECHNOLOGY & PRODUCTION PROCESS	21
5.1 The Technology	21
5.2 The Technology Source	21
6. THE PRODUCTION REQUIREMENTS	23
6.1 Raw Materials & Consumables	23
6.2 Utilities	23
6.3 Manpower	24
7. INVESTMENT COSTS	25
7.1 Summary	25
7.2 Total Fixed Investment Costs	26
7.3 Pre-production Costs	28
7.4 Working Capital	28
8. PROJECT PROFITABILITY	29
8.1 Overview	29
8.2 Financial Results - 100% Equity Case	29
8.3 Financial Results - Loan Case : 50% Equity/50% Loan	31
8.4 Sensitivity Analysis: Key Factors	33
APPENDIX	
ARABIC SUMMARY	