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TENTATIVE DATA ON  
INCANDESCENT AND FLUORESCENT LIGHT BULBS <sup>1/</sup>

presented by

**the Project Promoters**

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NOTE

This document consists only of a bare summary of information on the project; it is designed to provide for potential foreign investors no more than a profile upon which to formulate a preliminary assessment of interest in principle. It does NOT pretend to be a complete description or to limit in any way productive discussion, investigation or negotiation between interested parties.

Once they have expressed positive interest, foreign partners normally prefer to be involved in the detailed investigation of the project. The Tunisian National Centre for Industrial Studies as well as UNIDO under its Industrial Investment Promotion Programme will also be pleased to assist both local sponsors and foreign contributors with further elaboration and additional studies as required.

I. BRIEF DESCRIPTION OF THE PROJECT  
MANUFACTURE OF INCANDESCENT AND FLUORESCENT LIGHT BULBS

A factory for the manufacture of incandescent and fluorescent light bulbs is proposed to be set up in Tunisia on the following basis.

Production

Estimated capacity:

Incandescent light bulbs )	1,500,000 units
Fluorescent light bulbs )	

Investment

No reliable estimate of the amount of investment required is available. Roughly, the total investment required would be in the neighbourhood of 200,000 dinars (U.S. \$400,000), including local costs.

II. FACTUAL DATA

1. Requested external contribution

- (a) Financing: to be negotiated if no joint-venture equity available.
- (b) Joint-venture or direct investment: joint venture desired.  
Percentage of foreign equity to be negotiated with foreign partners.
- (c) know-how: Foreign partner to supply equipment and know-how.

2. Tunisian contribution

The promoter is Société Tunisienne de Banque, one of the leading financial institutions of the country, which will retain the option of bringing in a private Tunisian investor. This will be a matter for discussion with interested parties.

III. MARKET DATA

**Current imports:**

Incandescent bulbs)	1,300,000 units
Fluorescent bulbs )	

**Estimated needs:**

**Tunisia**

Incandescent bulbs	2,000,000 units
Fluorescent bulbs	100,000 units

**Maghreb**

Incandescent bulbs	10,000,000 units
Fluorescent bulbs	1,000,000 units



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