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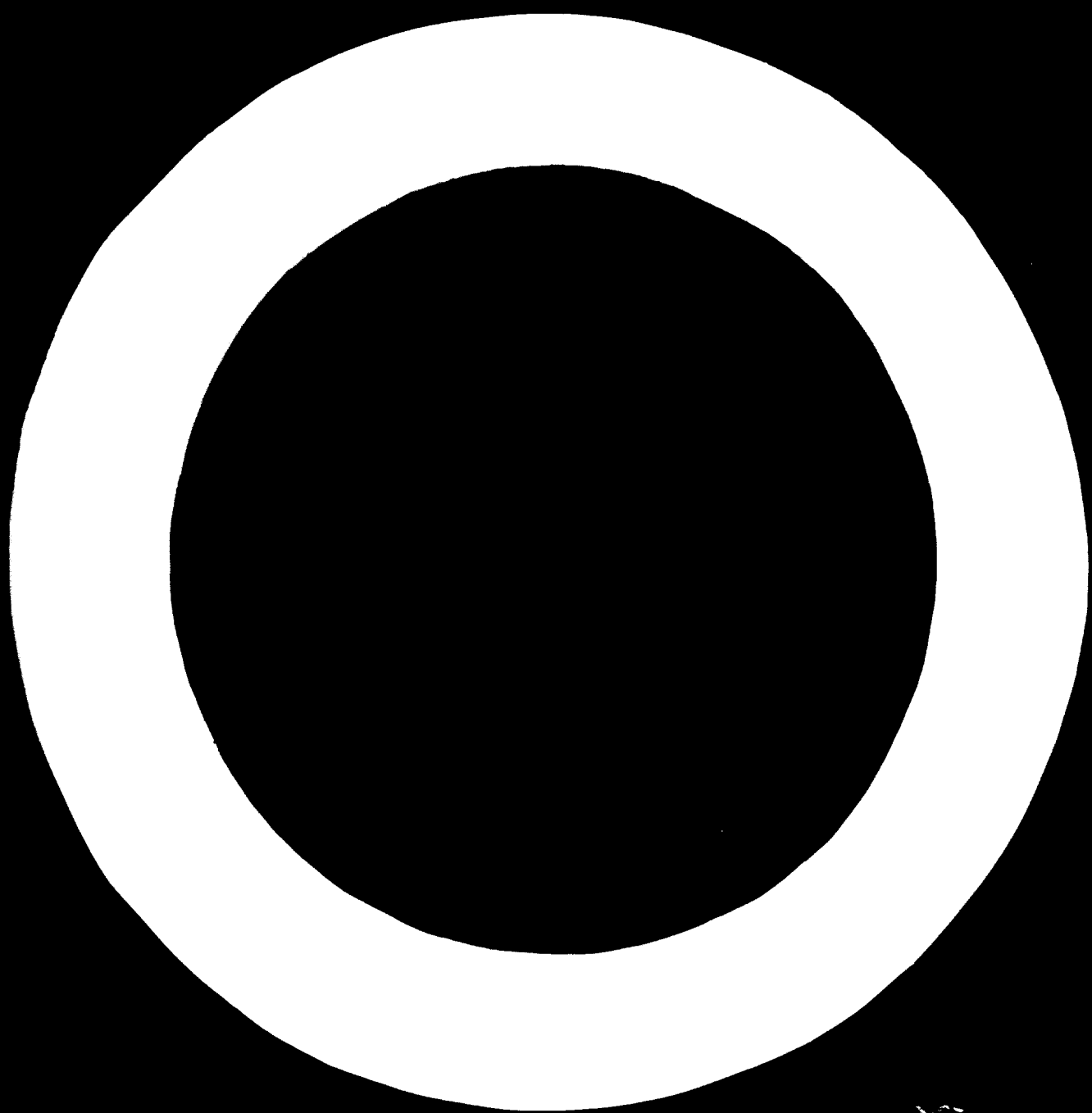
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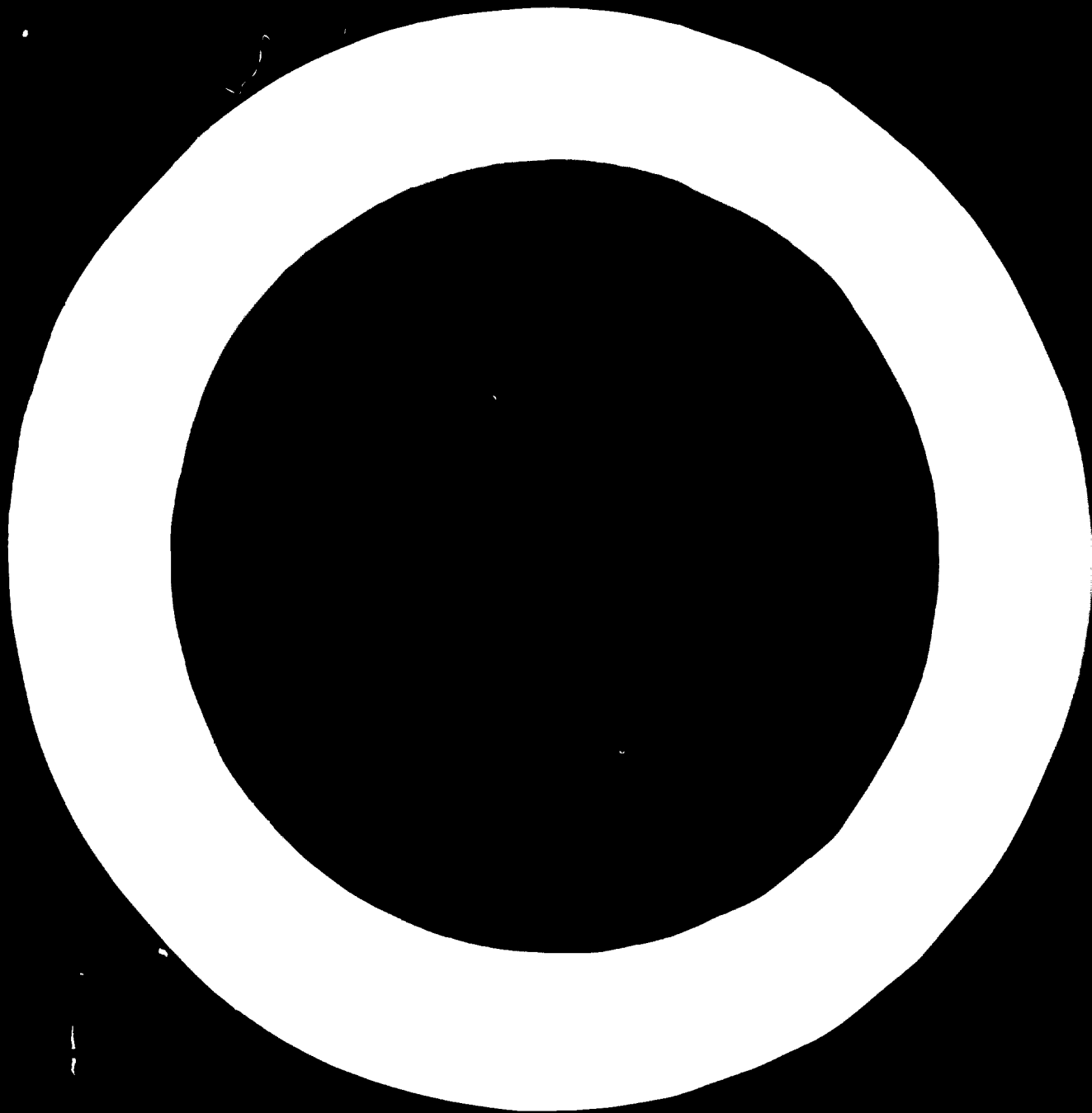
**REPORT OF THE
INVESTMENT PROMOTION
MEETING
FOR TUNISIAN INDUSTRY**

Tunis, 28 - 30 May 1969



UNITED NATIONS





UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION, VIENNA

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Note: The addendum to this document includes descriptions of 33 projects discussed during the meeting, notes on selected sectors of Tunisian industry, and certain background papers prepared for the participants on special aspects of Tunisian industry.

Explanatory notes

A slash (/) indicates a one-year period that is not a calendar year, e.g. 1969/1970.

A hyphen (-) indicates a two-year period, e.g. 1969-1970.

Reference to tons indicates metric tons unless otherwise specified.

Reference to dollars (\$) indicates United States dollars unless otherwise specified.

Reference to dinars indicates Tunisian dinars.

hl = hectolitre

m² = square metre

m³ = cubic metre

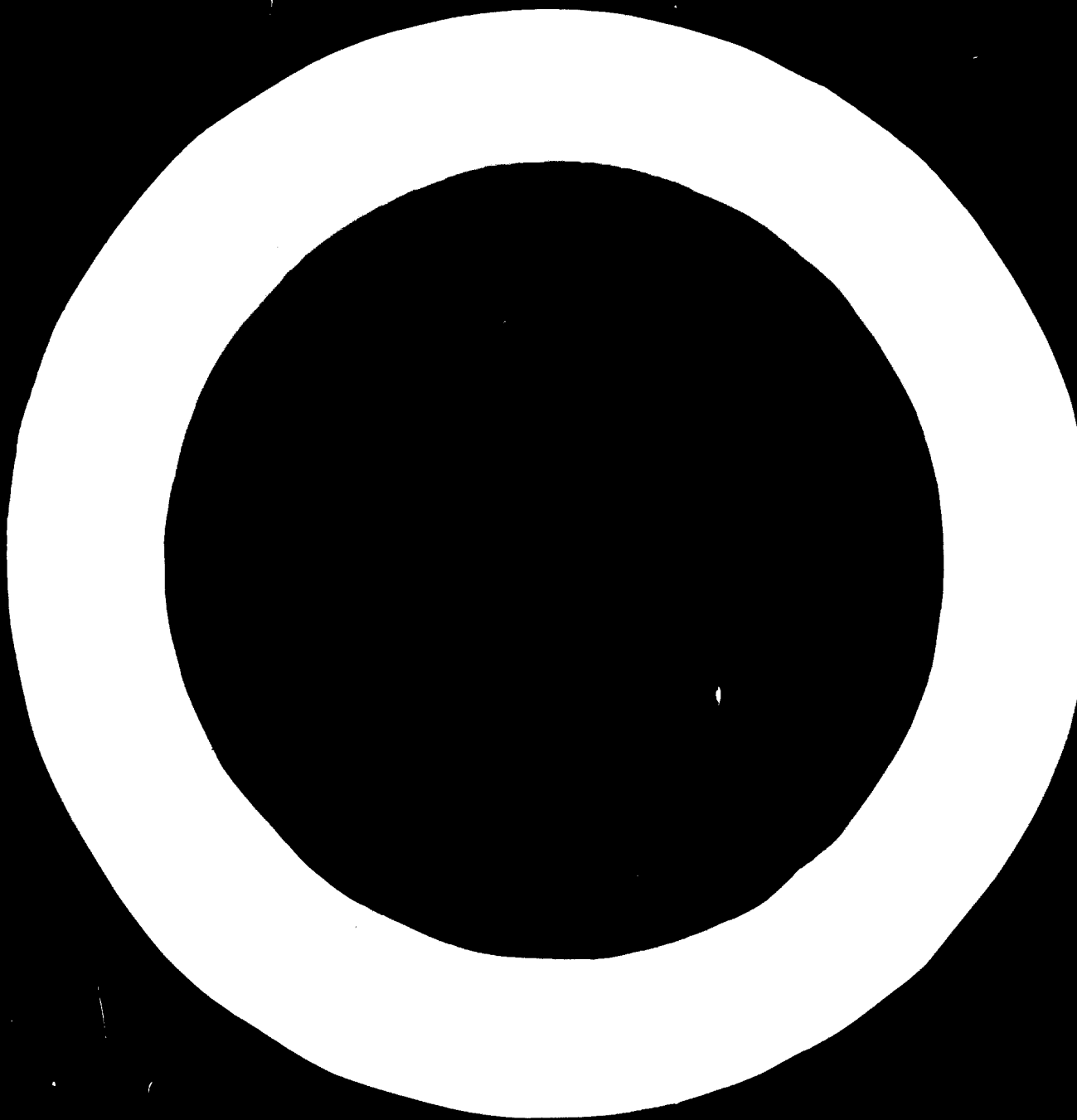
Preface

In order to assist developing countries in their search for means of more effective mobilization of external and domestic resources, UNIDO has inaugurated a programme called the Industrial Investment Promotion Programme, under which assistance is given to developing countries in:

- Promotion of the flow of external resources in specific industrial projects.
- Establishing new investment promotion machinery or improving the operations of existing machinery.
- Training their nationals in techniques of investment promotion.
- Securing the services of expert advisers.

For the promotion of specific industrial projects, UNIDO sponsors meetings between representatives of developing countries that wish to promote specific projects with its assistance, representatives of international financial and investment institutions and other interested institutions of capital exporting countries.

The primary purpose of such meetings is to enable the participants to make contacts and, hopefully, to initiate negotiations on specific projects.



Introduction

1. A meeting to promote specific industrial projects in Tunisia, organized by the United Nations Industrial Development Organization, in co-operation with the Government of the Republic of Tunisia, which acted as host, was held in Tunis from 28 to 30 May 1969. This meeting was the first of its kind to be held on a national level within the framework of the investment-promotion programme of UNIDO.
2. Those who attended the meeting (including foreign participants, Tunisian participants, foreign institutions and firms who participated through their local representatives, representatives of international organizations and the Tunisian negotiators for specific projects) are listed in annex 1. The documents prepared for and circulated at the meeting are listed in annex 2.
3. The meeting was opened by Mr. I. Abdel-Rahman, Executive Director of UNIDO. On behalf of the Tunisian Government, Mr. Ahmed Ben Salah, Secretary of State for Planning and the National Economy, welcomed the participants and explained the main concepts of the country's policy of industrialization and economic development. The Chief of the Industrial Policies and Planning Section of UNIDO, Mr. M. Akhras, then explained the concept and the organization of the meeting and its place in the investment promotion programme of UNIDO.
4. The only other plenary formal session was the closing session, at which the Executive Director of UNIDO thanked the host Government and stressed that UNIDO would avail its assistance as required for a successful follow-up of the contacts established.
5. A statement was made by a representative of the foreign participants, who stressed that the meeting had been of great benefit for participating foreign industrialists in furthering specific opportunities for co-operation with Tunisian industry, and suggested that the duration of such meetings should be extended to allow potential partners to enter an active phase of negotiation.

6. The meeting was formally closed by the Secretary of State for Planning and National Economy, Mr. Ben Salah, who expressed his satisfaction at the opportunity offered to Tunisian industry to establish new fruitful contacts with foreign enterprises which would be pursued and broadened by the Tunisian partners.

7. The major part of the meeting was devoted to individual contacts made at the initiative of the participants. Group sessions were held on mechanical industries, on the chemical industries, on the food industry, on the building materials industry and on the textile industry.

UNIDO's project approach

8. To assist developing countries in the effective mobilization of external resources for industrial development, UNIDO has elaborated a project-oriented programme for the promotion of the flow of resources and know-how into specific industrial projects.

9. Under this programme UNIDO's assistance covers:

- (a) The collection of information on specific industrial projects;
- (b) The preparation of standardized brief reports on each of these projects;
- (c) The location of appropriate sources of investment and/or financing for them;
- (d) The submission of the selected projects to these sources with a view to stimulating their interest;
- (e) The initiation of contacts between the interested parties in a project, either on an ad hoc basis or through the organization of a general meeting grouping both project sponsors and potential foreign investors and financiers.

10. Such meetings enable foreign participants to study the industrial projects on the spot and become acquainted with the over-all economic situation of the country and its investment climate; and to meet at the same time, within a relatively short period and in the same place, not only the project promoter, but also representatives of the government and of financial institutions and other industrial enterprises of the country which may at some stage be involved in the implementation of specific projects.

11. These meetings also provide an opportunity for the national project sponsor and government officials to explain to foreign participants the economic and social context of a particular industrial project and for the government to define its policy line towards foreign private and public contributions to industrial development.

The Tunisian meeting and its objectives

12. Within this framework, and with the actual conditions in Tunisia in mind, it was suggested that UNIDO's assistance to promote co-operation between Tunisian industry and foreign industry could take the form of a meeting. This meeting was conceived as a kind of market-place of exchange at which Tunisian sponsors of specific industrial projects would meet with interested investors, financiers and other prospective partners to initiate contacts and discussions on their co-operation in implementing these projects.
13. This approach is generally implemented by the promotion of identified and elaborated projects during such a meeting. In the case of Tunisia, however, it was decided that the promotion of specific industrial projects should be supplemented by the initiation of contacts between Tunisian and foreign industrialists to enable them to discuss their possible co-operation in integrating certain branches of Tunisian industry, either by expanding existing industrial enterprises or by setting up new ones. It was also decided to discuss, during this meeting, specific proposals made by either side on subcontracting with Tunisian industry to utilize excess capacities in existing industries and on the establishment of new export-oriented industries.
14. With all of this in mind, the main objectives of the investment promotion meeting in Tunis were set as follows:
- (a) To initiate direct contacts between foreign sources of financing and investment and Tunisian industry to discuss their possible co-operation in the implementation of specific identified projects;
 - (b) To identify and examine concrete industrial investment opportunities in certain industrial branches in co-operation with foreign industrialists;
 - (c) To discuss the possibilities of subcontracting operations being concluded between foreign enterprises and Tunisian industries in various sectors, such as the garment and mechanical industries;
 - (d) More generally, to give foreign industrialists and financiers an opportunity to become acquainted with the economic situation of Tunisia, its Government's economic policies, the general investment climate and the investment possibilities provided by the 1969-1972 Economic Development Plan.
15. Particular attention was given to the timing of the meeting. It coincided with the publication of the Tunisian 1969-1972 Economic Development Plan and the Tunis Industrial Fair, it followed the signing of the Tunisian Association Agreement with the European Economic Community (EEC).

Submission of specific industrial projects

16. Specific industrial projects to be promoted in the course of the meeting were submitted by the following agencies and institutions:

- (a) State Secretariat for Planning and the National Economy (Sécretariat d'Etat au Plan et à l'Economie Nationale) - projects contained in the 1969-1972 Economic Development Plan and related to the chemical industry, the food industry, the building materials industry, the mechanical industries and other industries;
- (b) Société Tunisienne de Banque - projects concerning various branches of industry;
- (c) Société Nationale d'Investissement - projects concerning various branches of industry.

The Société Tunisienne de Banque and Société Nationale d'Investissement acted as promoters of their own projects as well as of projects entrusted to them by various Tunisian private industrialists.

Preparation of documents

17. Three different types of documents were prepared and submitted to participants prior to the meeting:^{1/}

- (a) Background papers dealing with the general economic situation in Tunisia, investment conditions, incentive laws and policies;
- (b) Brief descriptive notes on the sectors of industry concerned by the meeting, namely: the chemical industry, the building materials industry, the food industry and the textile industry and a paper on subcontracting;
- (c) Descriptions of the specific projects to be promoted.

18. The information necessary for the drafting of these documents was provided by the State Secretariat for Planning (especially the reports of the "Sectoral Committees" responsible for preparation of the Plan) by the Société Nationale d'Investissement, by the Société Tunisienne de Banque and by the various project promoters.

^{1/} See annex 2.

CHAPTER 1 PREPARATION OF THE MEETING

Identification of potential foreign partners

19. The identification of potential foreign partners was carried out on the basis of the foreign contributions requested and stated in each project description. The foreign contributions requested included financing (either in the form of supply of equipment with financial facilities or loans), equity participation, the supply of know-how and requests to share markets.

20. The main projects submitted for promotion and the forms of foreign assistance sought for them are listed below:^{2/}

<u>Project</u>	<u>Contribution requested</u>
Cheese factory	Equipment and financing
Manufacture of plastic household goods and containers	Equity participation (joint venture), equipment and know-how
Milk-collection operation and yogurt plant	Equipment and financing
Manufacture of plastic tubing	Joint venture, equipment and know-how
Manufacture of dry batteries	Know-how (licensing) and financing
Factory for leather shoes	Joint venture (equipment)
Production of sulphuric acid	Know-how, equipment and financing
Earthenware pipe factory	Equipment and financing
Ceramic tile factory	Equipment and financing
Expanded clay tile factory	Equipment and financing
Production of refractories	Equipment and financing
Expansion of a brick-works	Equipment and financing
Yard for ship repair and the construction of trawlers	Joint venture, financing, offer of subcontracting for foreign enterprise
Manufacture of fluorescent and incandescent light bulbs	Joint venture (know-how)

^{2/} Descriptions of these projects will be given in the Proceedings of this meeting, which are in preparation for publication.

<u>Project</u>	<u>Contribution requested</u>
Manufacture of synthetic cordage	Joint venture (equipment and know-how)
Manufacture of decorative laminated panels	Joint venture (equipment and know-how)
Expansion of a steel wire-drawing plant	Equipment and financing
Aluminium wire-drawing plant	Joint venture (know-how and equipment)
Plate glass factory	Form of foreign contribution open to suggestions from potential partners
Establishment of a brewery	Licensing
Establishment of a soft-drink plant	Form of foreign contribution open to suggestions from potential partners
Wooden chair factory	Financing and supply of equipment
Cellular concrete factory	Form of foreign contribution open to suggestions from potential partners
Factory for processing the solid refuse of the city of Tunis	Form of foreign contribution open to suggestions from potential partners
Production of tripolyphosphate	Form of foreign contribution open to suggestions from potential partners
Assembly of refrigerators	Form of foreign contribution open to suggestions from potential partners
Production of fluorine derivatives	Form of foreign contribution open to suggestions from potential partners
Production of glucose and starch	Form of foreign contribution open to suggestions from potential partners
Production of sodium carbonate by the ammonia soda process	Supply of know-how and equipment, loan financing
Assembly of telephone receivers	Supply of know-how and financing
Production of cotton wool and gauze	Supply of know-how and financing
Development of the pharmaceutical industry	Supply of know-how and financing

21. In accordance with these requests for foreign contributions, a number of industries were contacted to sound out their possible interest in specific projects. Contacts were made through official channels, general federations of industries, specialized federations, and investment and financing institutions in various industrialized countries. This was done not only by correspondence, but also, as time went on, more directly by staff members visiting industrialized countries.

22. Since the Tunisian Government was seeking to diversify its economic co-operation with other countries, it invited participation from all

industrialized countries, regardless of the nature of their economies. The potential partners for the projects listed above included organizations from about twenty countries, some of whose economies were centrally directed and some with free market economies.

Foreign participation

23. In conformity with the concept and the objectives of the meeting, three groups of potential participants were selected:

(a) Industrial enterprises:

- Interested in one or more specific projects listed above;
- Interested in subcontracting with Tunisian industries;
- Interested in one or more branches of Tunisian industry;

(b) Financial and investment institutions;

(c) General and specialized federations of industries.

Invitations to participate in the meeting were extended only upon advance interest being expressed in one of the specific objectives of the meeting, bearing in mind the over-all objective of stimulating the transfer of capital and know-how.

24. Industrial enterprises formed the major group of participants. According to the importance of the branch of industry, as indicated by the Tunisian Government, priority was given to the building materials industry, to the chemical industry and to the mechanical industries (including the ship repair and shipbuilding industry) as major sectors and, further, to food processing, plastics and textiles (including synthetic fibres) and miscellaneous industries.

25. A breakdown of the participating industrial enterprises showed that:

(a) Most of them are large-scale industries that have already made investments in developing countries; for only a few of them would participation in one of these Tunisian projects be their first foreign venture.

(b) Both private and public enterprises were represented and expressed interest in co-operating with the public and private sectors of Tunisian industry.

(c) All of these enterprises were European; most of them (in about equal numbers) were from countries of the European Economic Community (EEC) or of the European Free Trade Association (EFTA), and a few were from countries with centrally directed economies.

(d) Most of these enterprises were represented by one of their managing directors, managers or deputy managers.^{3/}

^{3/} See annex 1 (A).

26. Financial institutions included commercial banks, investment funds or companies, public financial institutions in charge of bilateral loans and, in one case (Yugoslavia), an export credit institution. In most cases each country represented by industrial enterprises was also represented by a commercial bank and/or an investment institution. Financial institutions were represented by their managing directors, managers or deputy managers.

Tunisian participation^{4/}

27. Tunisian participants were selected by the Tunisian authorities according to criteria agreed upon with UNIDO.

Promoters of specific industrial projects

28. The criterion for their inclusion was whether they were directly concerned with one or more of the specific projects that were to be promoted during the meeting and had submitted the project to UNIDO either before or during the meeting. This group included Tunisian industrialists, representatives of financial institutions and government officials.

29. Tunisian industrialists formed the major part of this group and represented both public and private enterprises. The level of representation was in all cases the general manager of the firm.

30. Tunisian financial institutions,^{5/} represented by their presidents, also participated as promoters and negotiators for specific projects. Government officials, more specifically officials of the Secretariat of State for Planning and the National Economy, participated as negotiators for the industrial projects submitted by the Government.^{6/}

Financial institutions

31. In addition to institutions that participated as negotiators for specific projects, a number of Tunisian banks closely related to the industrial development of the country were invited to participate. The main purpose of their participation was to inform foreign and Tunisian participants about existing

^{4/} See annex 1.

^{5/} Société Tunisienne de Banque, Société Nationale d'Investissement.

^{6/} Projects included the Tunisian Economic Development Plan for 1969-1972.

local sources of financing for industrial projects and to discuss with foreign financial institutions the possibilities of jointly financed specific projects.

Representatives of the Tunisian Government and public institutions

32. The Tunisian Government was represented at the meeting by officials from the secretariat of State for Planning and the National Economy and the Secretariat of State for Public Works and Housing (Secrétariat d'Etat aux Travaux Publics et à l'Habitat). Public institutions included the Chamber of Commerce and professional organizations.

Programme and organization of the meeting

33. In accordance with the objectives of the meeting, the programme was drawn up to cover the following items:

Organization of individual contacts leading eventually to negotiations on specific projects

34. Before the meeting, each foreign participant was requested to specify which Tunisian firm or institution (in addition to the project sponsor, who was considered the main contact) he wished to contact for the purpose of discussing as a particular project. These requests were transmitted to the Tunisian authorities, thus enabling them to establish a list of Tunisian negotiators for the specific projects. [✓] These negotiators formed the core of the Tunisian participation.

35. It was agreed that two parties interested in a particular project would meet and that their discussions would be treated confidentially. Both parties received in advance the brief project report as a basic document for their contact and discussion.

Organization of briefing sessions

36. Since for most participants the meeting was their first contact with Tunisian industry, it was considered necessary to provide group information sessions in order to provide a background for the individual contacts.

[✓] See annex 1.

37. These briefing sessions were of two kinds:

- (a) General information sessions, designed for all foreign participants, regardless of their specific field of activity. One session was held on the present situation and the prospects for development of Tunisian industry as a whole. A second session dealt with the possibilities for subcontracting with Tunisian industry, as it was assumed that this subject concerned all or at least most of the industries represented.
- (b) Briefing sessions on branches of Tunisian industry, organized to enable the participants to inform themselves about the over-all set-up of the particular branches of industry to which individual projects belonged.

CHAPTER 2 THE MEETING

38. The major part of the meeting was devoted to individual contacts as described above and held at the initiative of the participants. Group sessions were held on the mechanical industries, the chemical industry, the food industry, the building materials industry and the textile industry.

Proceedings of the meeting

Individual contacts on specific projects

39. Most of the foreign participants attended the meeting on the basis of their advance interest in one or more of the specific projects. They had expressed the wish to UNIDO to meet the Tunisian project sponsors and, in most cases a representative of the Secretariat of State for Planning and the National Economy, as well as one or more representatives of the Tunisian banks.

40. In accordance with the interest expressed, individual programmes were arranged for each foreign participant, and personal appointments were indicated. Reference was made to the group information sessions concerning the sectors of industry to which the various projects belonged.

41. In addition to these programmes prepared in advance, Tunisian participants were invited to request personal contacts with foreign participants. Such requests were then also indicated on the individual programmes of the foreign participants. Similarly, individual programmes were drawn up for the Tunisian participants, indicating the foreign participants who had requested private contacts.

42. Individual contacts on specific projects took place, as scheduled, on the second and third days of the meeting. To facilitate the practical organization of these individual contacts, a number of offices were put at the disposal of the Tunisian participants. They were grouped as follows:

- Société Tunisienne de Banque (and project sponsors)
- Société Nationale d'Investissement (and project sponsors)
- Direction de l'Industrie (representing all sectors involved)
- Centre National d'Etudes Industrielles.

General briefing sessions

43. Two general briefing sessions were held:

- Industry in the 1969-1972 Economic Development Plan of Tunisia: This session was organized in the form of a panel discussion. The panel was composed of Mr. S. Bahroun, Director General of the Plan, and the officials of the Secretariat of State for Planning and the National Economy who were responsible for the various branches of industry. A brief introductory description of the new Development Plan provided the basis for discussion. The main objective of this briefing session was to allow all foreign participants to discuss Tunisian industry in general and development perspectives of the 1969-1972 Plan with government representatives. More particularly, since most of the specific projects to be promoted during the meeting were included in the Plan, this session provided an opportunity for obtaining useful background information.
- Possibilities of subcontracting operations with Tunisian industry: This session was also organized as a panel discussion. The panel was composed of representatives of Tunisian enterprises of various sectors interested in subcontracting for foreign enterprises. A short introduction on the incentives and possibilities of subcontracting with Tunisian industry given by the President and Director General of the Société Tunisienne de Banque, Mr. A. Mathari, provided a general framework for the discussion. The main purpose of the discussion was to identify specific opportunities for subcontracting, either through offers made by Tunisian enterprises or through proposals emanating from foreign participants, and to initiate direct contacts on specific projects.

Group briefing sessions

44. Briefing sessions were organized for the major sectors in which specific projects had been identified. Such sessions were organized for the following sectors:

- Food industry
- Chemical industry
- Mechanical industries
- Building materials industry

45. The group sessions were also organized in the form of panel discussions. On the Tunisian side, each session was attended by a competent representative of the Secretariat of State for Planning and the National Economy (the Chief of Division of the particular sector), members of professional groupings, representatives of Tunisian financial institutions and the directors or managers of Public and private enterprises concerned.

46. The main objective of these sessions was to give interested foreign participants an opportunity to inform themselves of the over-all situation of

the particular sectors in order to supplement information on specific projects. They also provided a useful means of arranging additional individual contacts with respect to specific projects.

Results of the meeting

47. The meeting was intended to initiate and organize contacts between Tunisian promoters and foreign industrialists and financiers, based on specific projects or specific proposals for co-operation emanating from both sides. In this respect, and on the basis of individual requests for contacts made by both foreign and Tunisian participants, it was planned that, on average, each participant would have an opportunity of making five individual contacts during the three conference days. Thus, well over 300 personal contacts were arranged during the meeting.

48. At the end of the meeting an attempt was made to obtain an initial evaluation on results achieved in terms of contacts made as well as the participants' opinions of the organization of the meeting. The replies received from both foreign and Tunisian participants indicated general agreement that every participant was, in fact, able to meet with his counterpart either through the contract organized by UNIDO or upon his own initiative during the panel information sessions. Also, many of the foreign participants have since expressed their appreciation for having been provided the opportunity to make valuable governmental, industrial, financial and personal contacts and have indicated many of these contacts are proving to be fruitful.

49. The panel briefing sessions were particularly appreciated by foreign participants, as they provided them with the additional information on the sector necessary for discussing the merits of any specific project.

50. In addition to the specific projects on which brief reports had been circulated to interested participants in advance of the meeting, a number of further projects and ideas for projects were submitted to interested participants. However, as the information available on such projects was very limited, it was decided not to include it in the official documentation. Nevertheless, some of them were the subject of initial contacts, and enough interest was stimulated to permit follow-up action.

CHAPTER 3 CONCLUSIONS AND FOLLOW-UP ACTION

51. The results of the meeting cannot be expressed in terms of actual investments. The purpose was to establish initial direct contacts that could lead eventually to negotiations on specific investments. Because of the confidentiality of such contacts, no clear estimate can be given of the actual investments that will result from them.

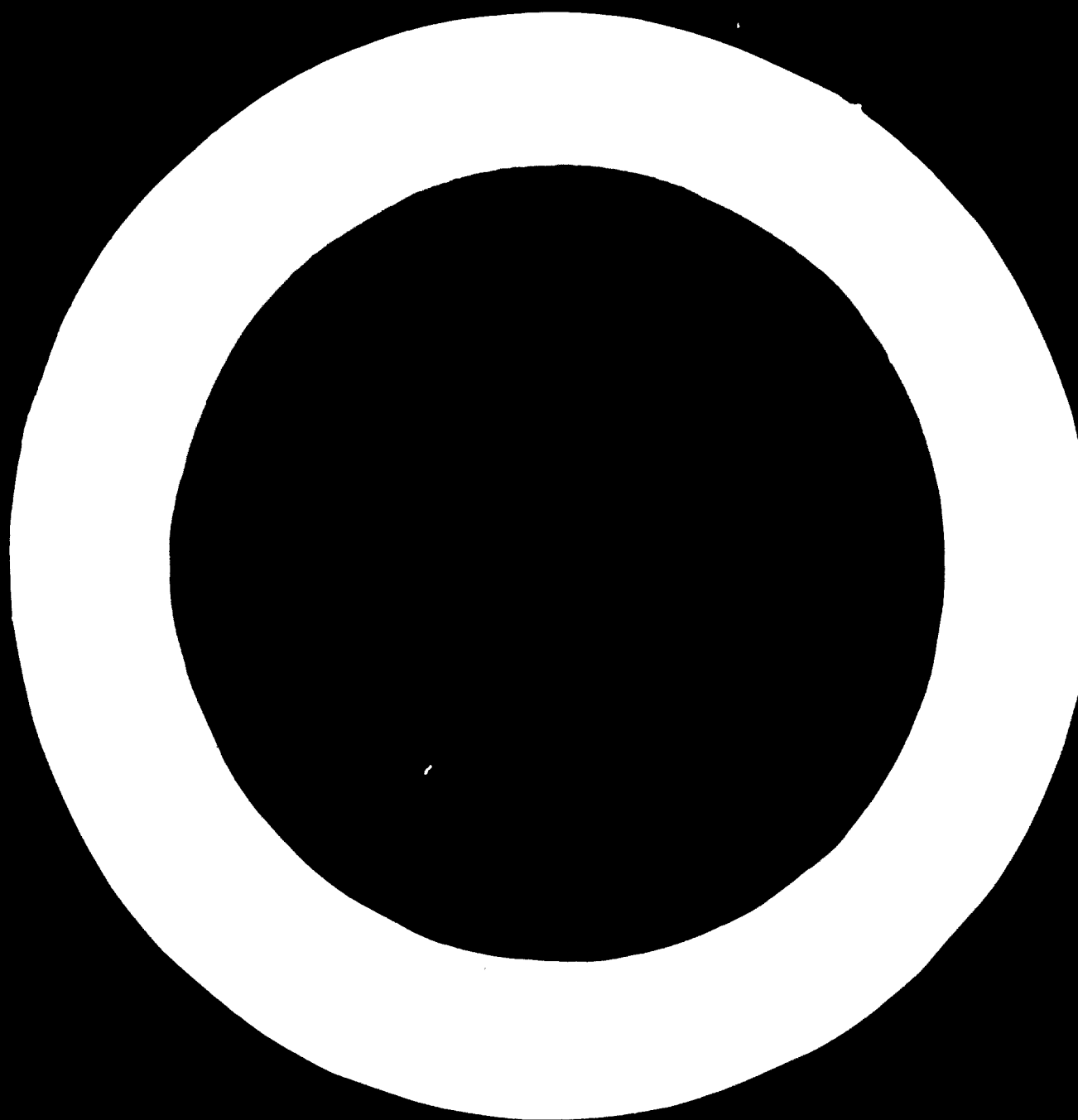
52. However, in terms of contacts initiated for the purpose of discussing the external financing or investment in specific projects, the meeting largely achieved its goals. The aim of these contacts was to help both sides to reach agreement on the terms of their co-operation.

53. Nevertheless, on the basis of statements made by both Tunisian and foreign participants, there are several instances in which an investment could be considered the direct result of the meeting.

54. A follow-up programme for the meeting is being considered. It would consist of the following:

- (a) Arranging a meeting between the Tunisian Government and UNIDO, with the purpose of reviewing this conference and evaluating its results in terms of actual financing or investments.
- (b) Assisting Tunisia to strengthen its national machinery for investment promotion so that it would be adequately equipped to carry out efficiently the follow-up of the meeting. It is suggested that this assistance be carried out in two phases:
 - (i) Under the UNIDO Special Industrial Services (SIS) programme, to supply the Tunisian Centre for Investment Promotion with two experts on investment promotion and information, and
 - (ii) At a later stage, within the framework of a United Nations Special Fund project, to provide the Centre for Investment Promotion with four experts: an investment promoter, an investment financing expert, a financial analyst and an expert in industrial information.
- (c) Following up and developing, by the concerted efforts of UNIDO and the Tunisian authorities, the contacts between Tunisian and foreign industry that were made during the meeting, so as to:
 - (i) Identify additional foreign partners for industrial projects where the contacts established were insufficient and need to be broadened;

- (ii) Identify potentially interested foreign enterprises for projects for which no contact was established during the meeting;
- (iii) Promote individually, or on an ad hoc basis, any new projects that may be submitted by the Tunisian authorities.



Annex 1

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M'SEDDI
Chef de Division, Industrie
Alimentaires

BELAID
Chef de Division, Industrie Mécanique

GHOZZI
Chef de Division, Industrie Chimique

GUETTARI
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Attaché de Cabinet, Président du Comité
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B. YOUSSEF
Directeur Administratif

MEIMON
Directeur Financier

A. ESSASSI
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B. ANANE
Directeur Régional

CHAGHAL
Chef de Service

BESBES
Chef de Service

BOUABENE
Sous-Chef de Service

EL GRATI
Sous-Chef de Service

HAMIDA
Chef de Service

MAAOUI
Sous-Directeur

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Société Générale Industrielle (Mécanique) Djebel Djelloud	BERREBI Président Directeur Général
Société Sindhor Tunis	RAIS Président Directeur Général
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Société Sotalco avenue du Port, Tunis	B. HADJ YAHIA Directeur
Société Fonderies Réunies Mégrine	A. ESSASSI Président Directeur Général
	M. BICAIL Directeur
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Société de Construction et Réparations Mécaniques et Navales Menzel Bourguiba	M. DELLAJI Président Directeur Général
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Société Tunisienne de Filature et de Tissage avenue Barthou, Tunis	M. CHENIK Président Directeur Général
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Société le Moteur 54, avenue de Carthage, Tunis	H. AKROUT Directeur
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Industries Maghrébines de l'Aluminium 12, rue de Quebec, Tunis	B. SAMANDI Directeur Général
Société La Glace route de Zaghouan, Tunis	M. EL GOUL Président Directeur Général
Pharmacie Centrale 51, avenue Charles Nicolle, Tunis	M. FEKIH Président Directeur Général
Société Tunisienne d'Expansion Minière 19, rue Al Djazira, Tunis	A. ABESSI Président Directeur Général
Société Tunisienne de Verreries Mégrine El-Riadh	H. LASRAM Président Directeur Général
Comptoir National du Plastique - Coplacel Sousse	BEL HADJ SALAH ALI Président Directeur Général
Plastic-Tunisie rue Larousri, Haddad-Mégrine	F. ZENDAH Attaché de Direction L. BONAN
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Société Marbres de Tunisie route de Sousse, Mégrine	H. GUEDRI Directeur Général Adjoint
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Société Lafarge (Tunisie) 58, avenue F. Hachard, Tunis	GEARFANION
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Société Nationale Immobilière de Tunisie 7, rue de Bône, Tunis	R. CHATTI Directeur GHORBAL Ingénieur
Société le Confort 19, rue de Turquie, Tunis	A. CHAABOUNI Directeur Général Adjoint
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through their local representatives

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United States of
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Industrial Officer
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D. Representatives of international organisations

United Nations Development
Programme

S. LINNEN
Resident Representative

UNIDO

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Executive Director

C. AKHRAS
Chief
Policies and Financing Section

J. NICHOLSON
Senior Industrial Development Officer

O. JANKOWITSCH
Associate Industrial Development Officer

E. Tunisian negotiators for specific projects

Cheese factory	H. BELKHODJA Président Directeur Général Société Tunisienne de l'Industrie Laitière
	A. NOUIRA Centre National d'Etudes Industrielles
	BOUDANE Centre National d'Etudes Industrielles
Manufacture of plastic household goods and containers	H. BELKHODJA Président Directeur Général Société Industrie de Manutention
	A. CHAGAL Chef du Service Etudes Société Tunisienne de Banque
	LOUDHAIF Rédacteur Société Tunisienne de Banque
	FERHAT Marketing Centre National d'Etudes Industrielles
Milk-collection operation and yogurt plant	H. BELKHODJA Président Directeur Général Société Tunisienne de l'Industrie Laitière
	A. NOUIRA Centre National d'Etudes Industrielles
	BOUDANE Centre National d'Etudes Industrielles
Manufacture of plastic tubing	M. MAJOUJ Chef de la Division Etudes Société Nationale d'Investissement
	FERHAT Marketing Centre National d'Etudes Industrielles
Manufacture of flat and round dry batteries	R. B. YEDDER Administrateur Délégué Société Nationale d'Investissement
	M. MAJOUJ Chef de la Division Etudes Société Nationale d'Investissement
	DJAIT Société Nationale d'Investissement

Factory to produce leather shoes	TRIFI Chef Division Industries Diverses Secrétariat d'Etat au Plan et à l'Economie Nationale
	MENIF Directeur Société Régionale d'Investissement, Sfax
Production of sulphuric acid	T. CHELLY Président Directeur Général Industries Chimiques Maghébines
	GHOZZI Chef Division Industrie Chimique Secrétariat d'Etat au Plan et à l'Economie Nationale
	DEBBABI Centre National d'Etudes Industrielles
	SADDAM Centre National d'Etudes Industrielles
Earthenware pipe factory	T. ABDELWAHAB Directeur Général Adjoint Société Tunisienne Industrielle de Matériaux de Construction
Ceramic tile factory	T. ABDELWAHAB Directeur Général Adjoint Société Tunisienne Industrielle de Matériaux de Construction
Expanded clay tile factory	T. ABDELWAHAB Directeur Général Adjoint Société Tunisienne Industrielle de Matériaux de Construction
Production of refractories	T. ABDELWAHAB Directeur Général Adjoint Société Tunisienne Industrielle de Matériaux de Construction
Expansion of brickworks	T. ABDELWAHAB Directeur Général Adjoint Société Tunisienne Industrielle de Matériaux de Construction
Manufacture of wooden chairs	MEIMOUN Directeur Financier Société Tunisienne de Banque
	MEHIRI Chef de Service Société Tunisienne de Banque

Manufacture of wooden chairs	BESBES Chef de Service Société Tunisienne de Banque
	BOUABENE Chef de Service Société Tunisienne de Banque
	TRIFI Chef de Division des Industries Diverses Secrétariat d'Etat au Plan et à l'Economie Nationale
Yard for ship repair and construction of trawlers	M. DELLAJI Président Directeur Général Société de Construction et Réparations Mécaniques et Navales
	BELAID Chef Division Industries Mécaniques Secrétariat d'Etat au Plan et à l'Economie Nationale
	M. DAYA Directeur Centre National d'Etudes Industrielles
	QUATRAVAUX Centre National d'Etudes Industrielles
	FARHAT Centre National d'Etudes Industrielles
Aluminium wire-drawing plant	B. YOUSSEF Directeur Administratif Société Tunisienne de Banque
	B. ANANE Chef de Service Société Tunisienne de Banque
	A. CHAGAL Chef de Service Société Tunisienne de Banque
	HAMIDA Chef de Service Société Tunisienne de Banque
Manufacture of decorative laminated panels	B. YOUSSEF Directeur Administratif Société Tunisienne de Banque
	LOUDHAIF Redacteur Société Tunisienne de Banque
	A. CHAGAL Chef de Service Société Tunisienne de Banque
	A. AMMAR Promoteur privé

Manufacture of synthetic cordage and braided bags	CHENIK Président Directeur Général Société Tunisienne de Filature et de Tressage
	DAYA Directeur Centre National d'Etudes Industrielles
	QUATRAVAUX Centre National d'Etudes Industrielles
	FARHAT Centre National d'Etudes Industrielles
Production of hygienic goods (cotton wool and gauze)	B. YOUSSEF Directeur Administratif Société Tunisienne de Banque
	BOUABENE Chef de Service Société Tunisienne de Banque
	CHACAL Chef de Service Société Tunisienne de Banque
	DAVID Conseiller Société Tunisienne de Banque
	ZOUHIR Promoteur privé
Assembly of telephones	MEIMOUN Directeur Financier Société Tunisienne de Banque
	HAMIDA Société Tunisienne de Banque
	DAVID Société Tunisienne de Banque
	BOUHANEK Ingénieur Directeur Ateliers Mécaniques du Sahel
Assembly of refrigerators	MAOUWI Société Tunisienne de Banque
	EL GRATI Société Tunisienne de Banque
	BOUHANEK Ingénieur Directeur Ateliers Mécaniques du Sahel
Incandescent and fluorescent light bulbs	A. SASSI Président Directeur Général Société le Moteur

Incandescent and fluorescent light bulbs	EL GRATI Société Tunisienne de Banque DAVID Conseiller Société Tunisienne de Banque
Cellular concrete factory	MEIMOUN Directeur Financier Société Tunisienne de Banque DURLET Société Tunisienne de Banque CHAGAL Chef de Service Société Tunisienne de Banque K. BOURGUIBA Président Directeur Général ABDELMOULA Directeur Société Régionale d'Investissement, Sfax
New brewery	M. M'SEDDI Chef Division Industries Alimentaires Secrétariat d'Etat au Plan et à l'Economie Nationale NOUIRA Centre National d'Etudes Industrielles BOUDDEN Centre National d'Etudes Industrielles
Soft-drinks plant	EL GHOUL Président Directeur Général Société La Glace M. M'SEDDI Chef Division Industries Alimentaires Secrétariat d'Etat au Plan et à l'Economie Nationale NOUIRA Centre National d'Etudes Industrielles BOUDDEN Centre National d'Etudes Industrielles
Manufacture of glucose	M. M'SEDDI Chef Division Industries Alimentaires Secrétariat d'Etat au Plan et à l'Economie Nationale M. MAJOU Chef de Service Société Nationale d'Investissement

**Development of the
pharmaceutical industry**

GHOZZI
Chef Division Industrie Chimique
Secrétariat d'Etat au Plan et à l'Economie
Nationale

FEKIH
Président Directeur Général
Pharmacie Centrale

**Production of fluorine
derivatives**

A. ABESSI
Président Directeur Général
Société Tunisienne d'Expansion Minière

GHOZZI
Chef Division Industrie Chimique
Secrétariat d'Etat au Plan et à l'Economie
Nationale

DEBBABI
Centre National d'Etudes Industrielles

DURAMAIX
Centre National d'Etudes Industrielles

SADDAM
Centre National d'Etudes Industrielles

Plate glass factory

GHOZZI
Chef Division Industrie Chimique
Secrétariat d'Etat au Plan et à l'Economie
Nationale

LASRAM
Président Directeur Général
Société Tunisienne de Verrerie

**Production of sodium
carbonate**

ABDELMOULA
Directeur
Société Régionale d'Investissement

GHOZZI
Chef Division Industrie Chimique
Secrétariat d'Etat au Plan et à l'Economie
Nationale

DEBBABI
Centre National d'Etudes Industrielles

DURAMAIX
Centre National d'Etudes Industrielles

SADDAM
Centre National d'Etudes Industrielles

Plant for processing the
solid wastes of the City
of Tunis

R. FRAD
Directeur Général Adjoint
Société Tunisienne d'Engrais Chimiques

DEBBABI
Centre National d'Etudes Industrielles

DURAMAIX
Centre National d'Études Industrielles

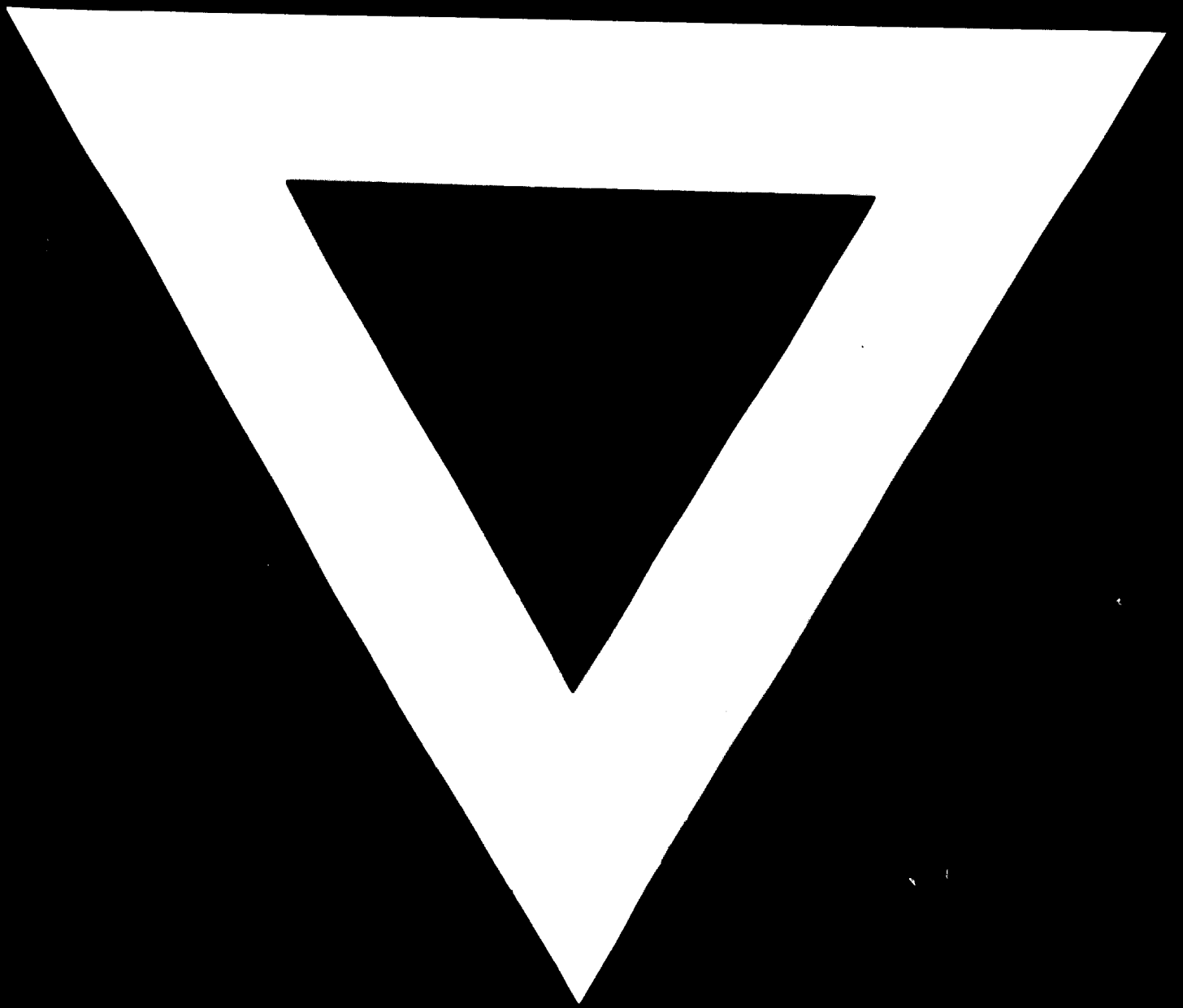
SADDAM
Centre National d'Etudes Industrielles

Annex 2

LIST OF DOCUMENTS PREPARED FOR THE MEETING

ID/WG.35/3	The Tunisian industry and its prospects
ID/WG.35/4	Procedure for the establishment of undertakings in Tunisia
ID/WG.35/5	The establishment of a shipyard and the construction of fishing trawlers
ID/WG.35/6	Manufacture of flat and round dry batteries
ID/WG.35/7	Manufacture of incandescent and fluorescent light bulbs
ID/WG.35/8	Manufacture of synthetic ropes
ID/WG.35/9	Centre for the collection of milk at Gabes, transport thereof to existing dairy at Sfax and establishment of a yogurt plant at Sfax
ID/WG.35/10	Cheese factory
ID/WG.35/11	Factory for the manufacture of leather shoes
ID/WG.35/12	Plans for a steel wire-drawing plant
ID/WG.35/13	The yearly production of 300,000 tons of sulphuric acid
ID/WG.35/14	The production of 300,000 tons/year of sulphuric acid on the basis of imported pyrite
ID/WG.35/15	The manufacture of plastic household goods and containers
ID/WG.35/16	The manufacture of decorative laminated panels
ID/WG.35/17	The manufacture of plastic tubing
ID/WG.35/18	The textile industry in Tunisia
ID/WG.35/19	Investing in Tunisia
ID/WG.35/20	Possibilities for establishing subcontracting operations in Tunisia
ID/WG.35/21	A factory for the manufacture of expanded clay tiles
ID/WG.35/22	Factory for aluminium wire-drawing
ID/WG.35/23	Factory for the manufacture of ceramic tiles
ID/WG.35/24	The enlargement of a factory for earthenware tiles at Tabarka
ID/WG.35/25	Expansion of the brick works at Nabeul
ID/WG.35/26	Refractory production at Tabarka
ID/WG.35/27	Factory for the manufacture of earthenware pipes
ID/WG.35/28	The Tunisian chemical industry
ID/WG.35/29	The construction and building materials industry in Tunisia
ID/WG.35/30	The Tunisian agricultural and food processing industry





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