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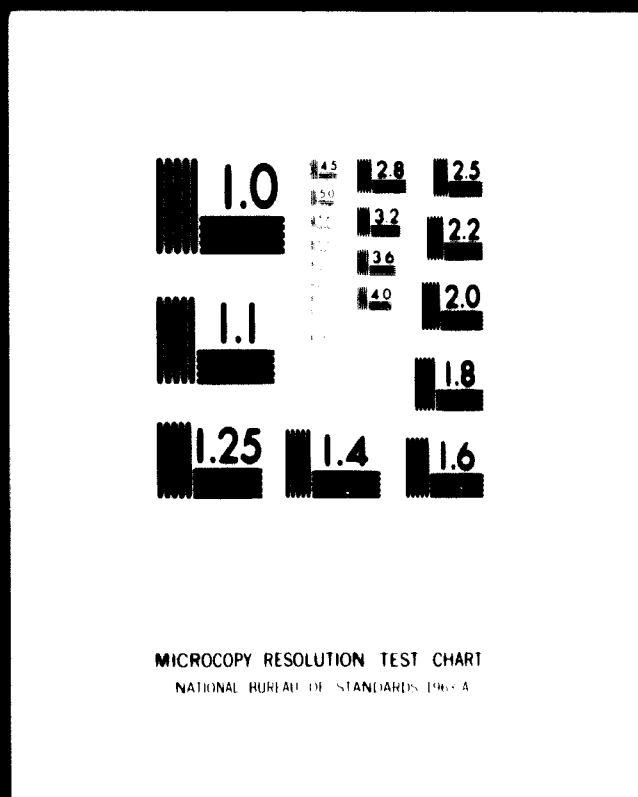
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Third Asian Meeting to Promote
Industrial Projects

Kuala Lumpur, Malaysia, 14-21 November 1973

Project Information Sheet

LOCKS AND HARDWARE

COUNTRY

Iran

PROJECT

Establishment of a factory, producing
locks, hinges and other hardware for
wooden and metal doors.

Investment: N.A.

FOREIGN CONTRIBUTION REQUIRED

Equity Investment up to 30%

Licensing

Know-how

Technical Management

Export Marketing

Sponsored by: The Economic Commission for Asia and the Far East (ECAFE) and
the United Nations Industrial Development Organisation (UNIDO).

IMPORTANT NOTICE

The basic purpose of this meeting is to provide an Exchange or Market Place for the initiation of contacts on specific industrial projects between their proponents from the Asian countries and potential suppliers of capital, finance, equipment or know-how, as the case may be, from the industrialized countries.

This Project Information Sheet has been prepared as a basis for such contacts. Its purpose is not to present detailed information about the project but to provide the recipient with an outline sufficient to determine tentative interest in principle. Any further available information on the project will be furnished on request to interested parties at the Meeting.

Experience has shown that industrialists frequently prefer to carry out their own further investigations in detail into projects in which they are interested, but assistance from UNIDO in these matters can be rendered to the Asian country concerned on request.

This Information Sheet contains only the information supplied to UNIDO by the proponent of the Project. UNIDO can therefore take no responsibility for its accuracy.

LOCKS AND HARDWARE

I. THE PROJECT

It is proposed to establish a plant for the production of locks, hinges and other hardware for wooden and metal doors and windows. The plant should be located outside the Teheran area, to utilize the five year tax exemption, offered as an incentive by the Iranian Government. The Government would favour the domestic production of such hardware, because of its import substitution effect and the need of these products, caused by the building boom in Iran.

II. PLANT CAPACITY

It is suggested that the production capacity of the new plant should be approximately:

	<u>First Year</u>	<u>Subsequent years</u>
Locks	1,500,000	3,000,000 pieces
Hinges	500,000	1,000,000 pieces
Other hardware	n.a.	n.a.

III. EXPORTS

A larger part of the production is expected to be exported to neighbouring countries, however quantities will be estimated after a market study has established the sales possibilities in the domestic and export markets.

IV. EQUITY

A new company, based on the joint venture principle is to be established as a private or public limited company, in which the foreign partner is expected to take up about 30% of the equity, the Iranian private sector 50% and the Industrial Credit Bank, Teheran, the promoter of the project, 20% in all.

V. TECHNICAL MANAGEMENT

The technical management, the transfer of know-how and the training of personnel will be the responsibility of the foreign partner, who by way of a licensing agreement will use his designs and manufacturing methods.

VI. EXPORT MARKETING

It is also suggested that the foreign partner should undertake the export marketing in the neighbouring countries and eventually overseas.

VII. INVESTMENT

A feasibility study is to be made to estimate the total investment and the amounts of loans necessary for the implementation of this project. The long term loans will probably be in the region of 50% of the total investment and as indicated by the sponsor of the project, the Industrial Credit Bank, there will be no difficulties in securing the necessary funds.

VIII. INCENTIVES

Import duty concessions, tariff protection, tax holiday, export incentives and various Government assistance programmes are offered as incentives to new industries, details of which are stated in a separate Country Information Sheet on Iran.

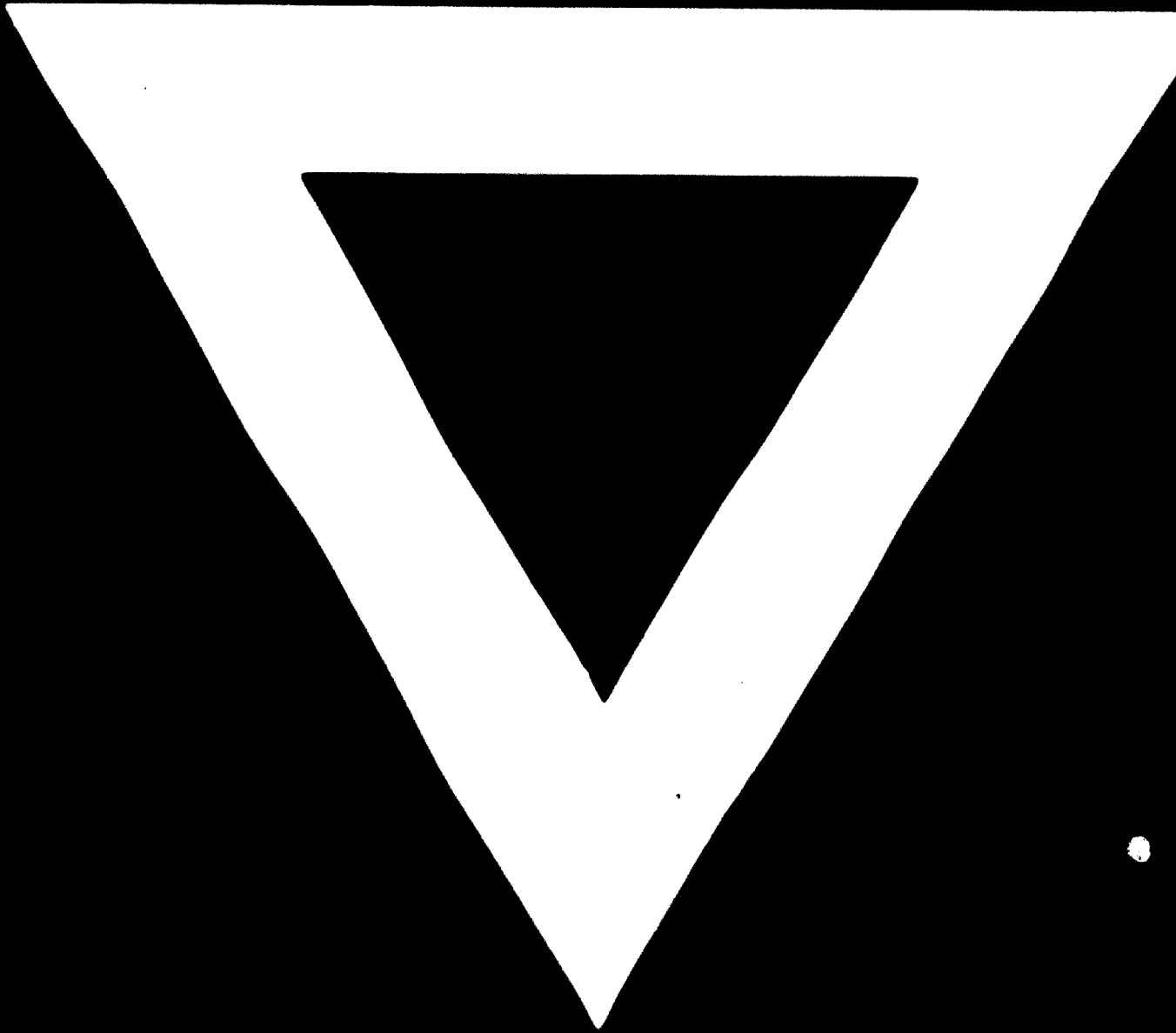
IX. OTHER RELEVANT INFORMATION

The proponent of the project is the Industrial Credit Bank, Ateshkhade Avenue, Teheran, Iran which is a Government bank with a paid up capital of \$57 million, assisting new industries with short, medium and long term loans and with equity participation.



Industrial Credit Bank

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