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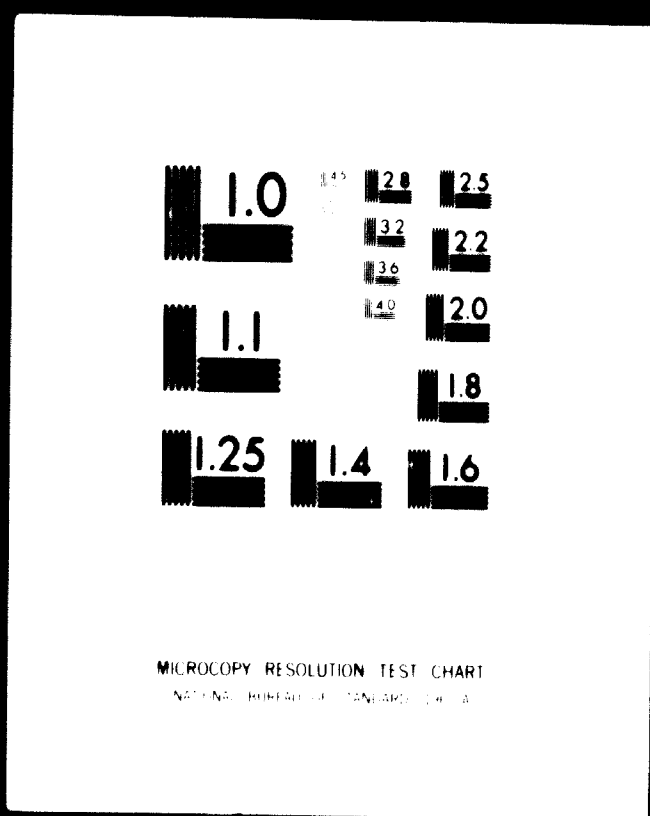
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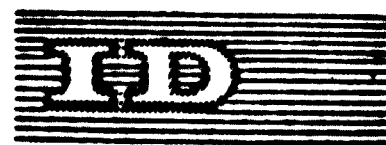


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United Nations Industrial Development Organization

Third Asian Meeting to Promote
Industrial Projects

Kuala Lumpur, Malaysia, 14-21 November 1973

Project Information Sheet

FISH MEAL

COUNTRY

Malaysia

PROJECT

Reorganisation of an existing
enterprise producing fish meal
Capacity: 1,980 tons per annum
Total Investment: US \$166,000

FOREIGN CONTRIBUTION REQUIRED

Know-how
Equity

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

id.73-6555

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.

FISH MEAL

THE PROJECT

The proposal aims at the strengthening of an existing enterprise producing fish meal for the livestock industry.

The project was adversely affected in its second year by a rapid rise in the demand for prawn and other edible fish, partly due to increased consumption by Singapore for purposes of processing for sale in the international market. Consequently, fishermen and trawlers in the area directed their attention to netting prawns and other edible fish. Since 1972, however, there has been a change in the structure of demand accompanied by an increase in the available supply of trash fish. The company has also organized better purchasing arrangements with the local fishermen and trawlers. There has been improvement in production in 1972 accompanied by an increase in the value of sales.

A foreign partner is required to assist the company with the necessary technical and management expertise, which would probably involve an expansion of the capacity of the plant so as to lower unit costs and include diversification into related products such as fish oil production.

The demand for fish meal for the livestock industry is increasing and the Government has declared its intention to establish a livestock and milk industry locally so as to render the economy self sufficient in animal protein products as soon as possible.

The plant has been in operation for 4 years. It is located on a 4 acre piece of land between Permantang Pauh Road and the Prai River in the Province of Wellesly.

The site is easily accessible by road for finished products and by river for boats and trawlers bringing the raw material right into the factory. Also the necessary utilities are readily available.

	<u>Requirement p.a.</u>	<u>Rate (US \$)</u>
Power	168,000 KWH	0.032/KWH
Water	500,000 IG	0.68/1,000 IG
Diesel Oil	26,000 IG	0.30/IG

Labour wages range from US \$1 to 2 for unskilled and US \$2 to 4 for skilled workers per day.

As raw material, trash fish is used which is obtained from the numerous fishermen cooperative societies in the region at an average cost of US \$21.25/ton. About 5 tons of trash fish are required for the production of 1 ton of fish meal.

The projected cost of the product was US \$179/ton against a sales price of US \$187/ton. At present, the world price of fish meal ranges from US \$230 to 240/ton.

The company's sales revenue amounted to US \$210,800 in 1970 and US \$201,200 in 1971.

The following shows the financial position of the company as at the end of 1971 in US \$.

	<u>US \$</u>		<u>US \$</u>
Fixed assets (net)	143,600	Equity ^{1/}	66,800
Current assets	46,000	MIDF loan	53,600
	<hr/>	Current liability	<u>59,200</u>
	<u>189,600</u>		<u>189,600</u>
	-----		-----
^{1/} Share capital	96,000		
Directory accounts	<u>6,400</u>		
	102,400		
Less: Profit and loss			
Appropriation account	<u>35,600</u>		
Equity	<u>66,800</u>		

This proposal is submitted on behalf of its client by the Malaysian Industrial Development Finance Berhad (MIDF), which could provide any additional information required to interested parties at the meeting.

The address of the proponent is:

Malaysian Industrial Development Finance Berhad
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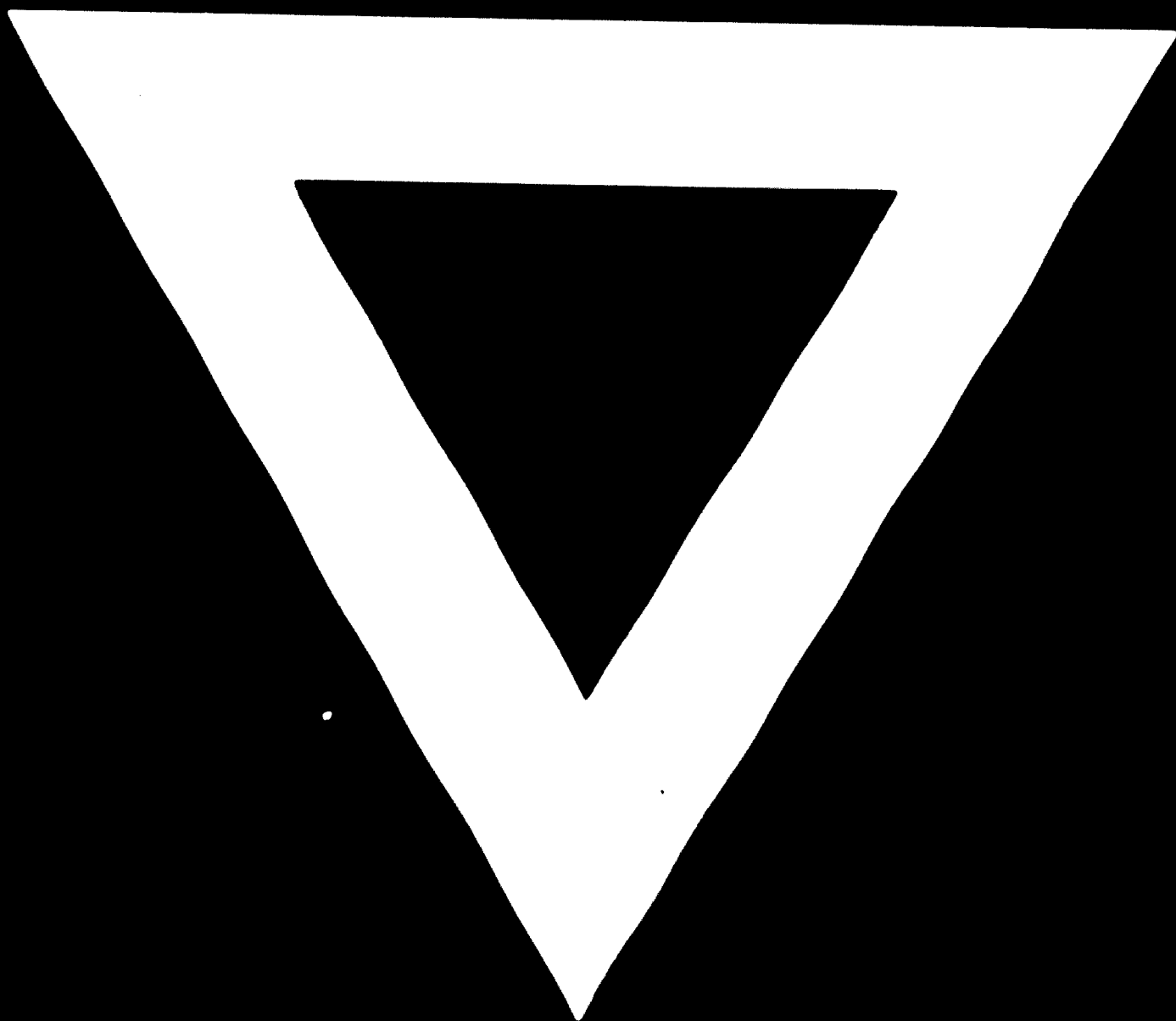
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