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Meeting for the Promotion of Joint
Venture among Islamic Countries

Istanbul, Turkey, 15-18 June 1987

REPORT *

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I. ORGANIZATION OF THE MEETING

Representation:

The Meeting was attended by 243 participants from 23 Islamic countries as well as by 30 representatives from international organizations, national and regional financial institutions.

The list of participants is attached as Annex III.

Opening of the Meeting

The Meeting was formally inaugurated by H.E. Mr. Kaya Erdem, Deputy Prime Minister of the Republic of Turkey who, on behalf of the Government and people of Turkey, welcomed the participants to the Meeting and to Turkey.

He explained that the Meeting for the Promotion of Joint Venture among Islamic Countries represented a new phase in economic and technical co-operation between Islamic countries, and expressed the hope that it would lead to the realisation of many joint venture projects between all brotherly states of the Islamic World. He expressed the Government's thanks to the United Nations Industrial Development Organization (UNIDO), the Islamic Chamber of Commerce, Industry and Commodity Exchange (ICCICE) and the Union of Chambers of Commerce, Industry, Maritime Commerce and Commodity Exchanges of Turkey (UCCET) whose combined efforts had led to the successful organization of the meeting in Istanbul.

H.E. Mr. Kaya Erdem referred to the efforts being made by his Government to promote economic and technical co-operation between Turkey and other member states of the Organization of the Islamic Conference. He explained that the potential for co-operation among the Islamic countries was very vast, if countries would only take advantage of the many possibilities that exist. He also referred to the complementarity in the economies of the Islamic countries as further reason and justification for forging stronger economic and technical ties among the countries.

He explained that a country like Turkey which has reached a reasonably advanced state of development had a lot to offer to other less advanced Islamic countries through joint venture co-operation projects. He further explained that joint venture co-operation should extend beyond the mere provision of capital and should include other areas such as technology transfer, training and manpower development, export markets, etc.

In conclusion, H.E. Mr. Erdem referred to the on-going co-operation programme between Turkey and a number of African countries whereby a Government allocation totaling some 10 million US dollars has been made available to finance suitably identified bilateral co-operation projects in the African countries, particularly those countries affected by draught and famine.

Mr. Ali Coskun, President of UCCET, thanked and welcomed the representatives of friendly and brotherly Islamic countries to Istanbul and to the Meeting for Promotion of Joint Ventures among Islamic countries.

He referred to the cultural and historical ties between Turkey and the Islamic countries which have contributed to strengthening mutual friendship and brotherhood since many centuries. He added that Turkey had taken major steps in the economic and social fields, had entered an era of development with a new approach for advancement, and was in a position of constituting a bridge between the Islamic countries and the European Economic Community. Furthermore, the various resources and potentialities of Turkey could be used for the benefit of all the Islamic countries. Developing countries, in general, and OIC Member States, in particular, should join hands and mobilise their resources for their mutual development, so as to benefit from each other's possibilities. The various resources and potentialities of Turkey could be used for the benefit of all Islamic countries.

Mr. Coskun referred to the particular significance and uniqueness of this meeting, which was the first ever to bring together investors and investing friends, private enterprises and entrepreneurs, financial institutions, project sponsors, etc. of OIC Member States. He expressed the hope that this type of arrangement would lead to actual and concrete co-operation agreements on financing know-how, transfer of technology and investment at project levels. He assured the participants of the full support of UCCEC which has the responsibility of representing Turkish industry - both private and public - and hoped that the meeting would lead to healthy and fruitful conclusions from the bilateral discussions and negotiations. The success of the meeting would constitute a good basis for the enhancement of solidarity and co-operation within the Islamic World.

He concluded by thanking both UNIDO and ICCICE for bringing this historic meeting to Turkey, and thanked all delegates for their participation in the meeting.

Sheikh Ismail Abudawood, President of the ICCICE, welcomed with great pleasure all participants to the meeting. Being aware of the role that the private sector can play in the economic development of all Islamic states, the Islamic Chamber firmly believes that joint ventures and mutual assistance among Member countries are the basis for a harmonious development of the whole Islamic Ummah. He further emphasized the considerable progress made by Turkey in the field of economic co-operation, under the able guidance of His Excellency General Kenan Evren, President of the Turkish Republic and Head of the Permanent Committee for the Economic Co-operation of the OIC. Turkey has substantially contributed to strengthening economic co-operation among Islamic countries.

The President of ICCICE referred to the technical assistance provided by UNIDO to the Islamic Chamber and expressed his deep gratitude and appreciation to the Organization and to its officials for their valuable assistance and co-operation.

Referring to the First Ministerial Consultation on Industrial Co-operation among OIC Member States held in Istanbul in February 1982, Mr. Abudawood stated that one of the principal tasks of the Islamic Chamber was the identification and promotion of joint venture projects in Member countries. He expressed the conviction that the present meeting would facilitate the mobilization and channeling of industrial investment resources available within the selected less developed Islamic countries by attracting the inflow of foreign capital and other resources needed for the implementation of the specific industrial projects presented by the countries.

He added that the meeting provided an excellent opportunity to the representatives and sponsors of industrial projects from the selected less developed Islamic countries to come in contact with prospective investors from selected more advanced Islamic countries as well as with representatives of industrial firms, financial institutions and international agencies.

In conclusion, Sheikh Abudawood expressed his deep gratitude for the large number of participants in attendance at the meeting. Their attendance was a clear indication of the need to support and encourage more activities of this type.

Speaking on behalf of UNIDO, Mr. Herbert May, Director of the Special Programmes and Activities Division and Head of the UNIDO delegation, welcomed the participants to the meeting and thanked them for their support and contribution towards the preparation of the meeting. He expressed UNIDO's thanks to the Union of Chambers of Commerce, Industry, Maritime Commerce and Commodity Exchanges of Turkey (UC CET), and to the Government and people of Turkey for having accepted to host the meeting and for their very generous hospitality. He also expressed thanks to the co-sponsoring organization, the Islamic Chamber of Commerce, Industry and Commodity Exchange (ICCICE), for the very harmonious working relations with UNIDO throughout the preparations for the meeting and for their active assistance in mobilizing the excellent response and participation of its member countries.

Since its creation, UNIDO has actively promoted economic and technical co-operation among developing countries in the industrial field as an instrument for collective self-reliance and self-sustaining development among developing countries. To this end, enterprise-to-enterprise co-operation has been one of the priority programmes of UNIDO, with particular emphasis on the sharing of experiences between the more industrially advanced of the developing countries and the less advanced ones.

Referring to the meeting, Mr. May explained that it fitted well with the overall emphasis being given to enterprise-to-enterprise co-operation through the transfer of technology and know-how, equity participation, external marketing, training and financing through medium- and long-term loans at favourable conditions or through leasing and buy-back arrangements. He also referred to plant rehabilitation as an area where the more advanced Islamic countries such as Turkey could provide very significant assistance to other Islamic countries. The holding of the meeting in Turkey would thus provide an opportunity for Turkish industrialists to exhibit some of the industrial and technical capacities and capabilities that the country could offer.

Mr. May then extended a particular welcome to the financial institutions and expressed the hope that their presence would lead to the financing of as many joint venture projects as possible. He went on to explain about the UNIDO Trust Fund arrangements by which projects may be financed either by the developing country itself (known as Self-Financed) or by a third-party donor (known as Trust-Fund Donor). Through such arrangements UNIDO can provide its services for the purchases of equipment and spare parts as well as for the award of contracts.

In his statement, OIC Secretary General, Syed Sharifuddin Pirzada thanked the Government of Turkey and UCCET. He praised the efforts being made by Turkey towards the promotion of economic co-operation among OIC Member States. He expressed the need for the private and the public sector of Islamic countries to work together for the development of their respective countries.

He referred to the General Agreement on Economic, Technical and Commercial Co-operation and the Agreement on Promotion, Protection and Guarantee of Investment among OIC Member State and to the progress so far achieved by COMCEC for closer economic ties.

Recalling the role of the Islamic Chamber, and its efforts with the Islamic Development Bank (IDB) for the promotion of joint venture projects, he expressed his gratitude to UNIDO, ICCICE and UCET for convening this meeting. He expressed his conviction that the meeting would encourage further multilateral and bilateral relations among the businessmen of the Islamic countries, and that the result of the meeting would make a significant contribution to the Third Ministerial Consultation on Industrial Co-operation of the OIC Member States scheduled from 27-28 June 1987 in Istanbul.

Mr. Mustafa Sirin, on behalf of the COMCEC Coordination Office, Under-Secretary of State Planning Organization of Turkey, summarized the coordinated efforts in the field of joint ventures within the OIC. He expressed his gratitude to the organizers of this meeting which constitutes a realization of a decision taken by the COMCEC. Stressing the need for the promotion of joint venture among Islamic countries, Mr. Sirin gave a brief description of Turkey's technical assistance programme to the drought stricken African countries. In this connection, Mr. Sirin explained that among the countries presenting projects at this meeting, five of them were among those African countries mentioned in the above programme. The amounts allocated to these countries within the framework of Turkey's technical assistance programme could be used to finance those joint venture projects that may be the subject of agreement between the respective delegations and the Turkish investors.

In conclusion, Mr. Sirin reviewed the background leading to the meeting for the promotion of joint ventures among the OIC Member States. He cited the Plan of Action to Strengthen Economic Co-operation among the Member States of the OIC adopted by the Third Islamic Summit held in Mecca in January 1981, the First Ministerial Consultation on Industrial

Co-operation, held in Islamabad in February 1982, the first session of the Standing Committee for Economic and Commercial Co-operation among OIC Member States, held in November 1984, and the Second session of the COMCEC (March 1986), all of which lent support to the promotion of joint venture among Islamic countries. He explained that the result of the present joint venture meeting would be an input to the Third Ministerial Consultation on Industrial Co-operation of the OIC Member States, to be held from 27-28 June 1987 in Istanbul.

Mr. Haman Djoda, Chief of the Cameroonian delegation, speaking on behalf of all the delegates to the meeting, thanked the Government of the Republic of Turkey for having accepted to host this meeting in the magnificent and historical city of Istanbul. Each delegation has been very touched by the warm and generous hospitality extended to the participants. He extended thanks to UNIDO, the ICCICE and UCCEC for initiating such a meeting for the promotion of co-operation among less-developed and more-advanced Islamic countries. He also extended the delegations' gratitude to the financial institutions present. He indicated that each promoter had come with one or several projects or project ideas, and with the hope of finding either a technical partner or a financial partner or both.

With the on-going economic crisis, and the smaller states being more and more impoverished, the private sector is increasingly being called upon to launch small-and medium-size enterprises, provide job opportunities and added-value, and at the same time process raw materials. That is why by providing this occasion to the economic partners of the different countries to meet, UNIDO is playing a much appreciated catalytic role of industrialization of young countries. This unique meeting from which all Islamic countries are expecting concrete results is in line with the new dynamism given to our co-operation by His Excellency General Kenan Evren, President of the Turkish Republic and Head of the Permanent Committee for the Economic Co-operation of the OIC. The representative of Cameroon concluded by expressing the deep and profound gratitude of all participants to the Government and the people of Turkey.

The President of UCCEt, Mr. Ali Coskun, read out the contents of a cable addressed to the Meeting by H.E. Turgut Ozal, Prime Minister of Turkey, which reads as follows:

"I wish to acknowledge the receipt of your invitation to the Meeting for Promotion of Joint Ventures for the enhancement of economic solidarity among the Islamic countries. Thank you very much. With my sincerest wishes for successful and fruitful results in accordance to its aims, I extend to you all my heartfelt greetings."

Election of Bureau

The Meeting agreed that its proceedings be jointly co-chaired by Mr. Ali Coskun, President of the Board of the Union of Chambers of Commerce, Industry, Maritime Commerce and Commodity Exchanges of Turkey (UCCEt) and Sheikh Ismail Abudawood, President of the Islamic Chamber of Commerce, Industry and Commodity Exchange (ICCICE). Prof. Dr. Sebahattin Zaim, Advisor to the President of UCCEt, was unanimously elected as Rapporteur.

Adoption of Agenda

The Meeting adopted the following agenda:

1. Opening of the Meeting
2. Election of Bureau
3. Adoption of the Agenda
4. Presentation of project proposals
5. Bilateral and group discussions on co-operation projects
6. Adoption of the report
7. Closure of the Meeting

Presentation of country project proposals and assistance possibilities of financial institutions

During the second plenary session on Monday, 15 June 1987, the representatives of the eight less developed Islamic countries - Bangladesh, Cameroon, Gambia, Guinea, Mali, Niger, Somalia and Yemen Arab Republic - provided ample information on the current economic and investment policies of their countries and explained the scope and nature of the project proposals submitted to the meeting. A total of about 110 joint venture projects was submitted to the meeting by the 8 countries mentioned above.

The above presentation was followed by presentations by some of the financial institutions present at the meeting:

The representative of the Islamic Development Bank highlighted the role being played by the IDB in the economic development of Islamic countries. Emphasizing the importance of joint venture projects and the incentives provided by IDB for their implementation, he explained the various technical and financial assistance possibilities available to the public and private sectors of Islamic countries in the identification and preparation of investment projects.

He also explained the conditions set forth by the Bank for the financing of projects, which include the submission of a detailed feasibility study as well as an official request by the Government of the sponsor. Priority in the financing is given to projects which promote and strengthen economic co-operation among member countries of IDB.

He also stressed the key role to be played by IDB and National Development Finance Institutions in the promotion of project-based co-operation. He recalled the Second Ministerial Consultation on Industrial Co-operation among Islamic countries which recommended NDFIs to serve as country coordinators in receiving and disseminating information on co-operation possibilities.

The private sector has been given a key role in industrial co-operation among the member states of the Organization of Islamic Conference (OIC). Hence, the National Chambers of Commerce and Industry should act as spokesman for the private sector at the national level. The National chambers must in turn forge strong links with the Islamic Chamber of Commerce (ICCICE) and form an effective multi-channel of communication between the various National Chambers of Commerce in the Member States. Accordingly, the ICCICE will act as a channel of dissemination of information on joint ventures among all the Member States, the OIC and IDB.

The representative of the National Development Finance Corporation (NDFC) of Pakistan, made a presentation on the assistance possibilities available from his organization. Besides operating a Development Banking Training Institute, the NDFC also has Management Consultancy Services and associated leasing companies; and is capable of providing joint venture capital for various industrial projects. The NDFC is particularly interested in considering joint venture projects relating to sugar production, textile manufacture, rehabilitation and plant modernization, as well as in the paint industry. In addition, the NDFC offers training facilities and technical know-how in project appraisal and allied fields upon request.

Closing of the Meeting

The Meeting for the Promotion of Joint Venture among Islamic Countries was concluded on 18 June 1987. The meeting adopted the draft report, and requested UNIDO to finalize, edit, reproduce and circulate the final report to all participants, all Islamic Chambers of Commerce and Industry and to all Islamic financial institutions.

The meeting also resolved to place on record its high appreciation to UCCET for the hospitality and the excellent arrangements made for the conduct of the meeting, and extended very hearty thanks through UCCET to the Government and people of Turkey.

Closing statements were made by Mr. Kowara, Vice-Chairman, ICCICE, South-East Asia Region; Mr. Alioune Dat, Secretary General, ICCICE; Mr. Herbert May, Director, Special Programmes and Activities Division, UNIDO; Mr. Mahfuzul Islam, Bangladesh; and Mr. Ali Coskun, President, UCCET.

In his closing statement, made on behalf of Sheikh Ismail Abudawood, President of ICCICE, Mr. Kowara thanked UNIDO for the assistance extended to ICCICE and thanked UCCET for the excellent arrangements made in hosting the meeting. He referred to the many joint venture agreements that had been made at the meeting, and expressed the hope that UNIDO, ICCICE and UCCET would jointly undertake the administrative and other arrangements necessary to ensure the speedy implementation of the agreements.

He also referred to the conclusions and recommendations made by the meeting, and requested that the three organizations (UNIDO, ICCICE and UCCET) should take necessary steps to translate them into concrete projects. In this regard, he urged the Islamic countries to mobilize their resources, capacities and capabilities in order that the follow-up actions required are successfully carried out.

The Secretary General of ICCICE, Mr. Alioune Dat, thanked UNIDO for the technical assistance provided to ICCICE, and thus to the Member States of the OIC. He stressed the need to foster and strengthen intra-Islamic co-operation in order to overcome the deteriorating world economic climate which is putting severe burdens and strains on the young economies of the Islamic countries. The present meeting was a first and important step towards economic co-operation, collective self-reliance, and industrial/economic integration of OIC Member States. He indicated that similar meetings would be organized within the framework of collaboration and co-operation between UNIDO and the ICCICE.

He concluded by calling upon the Islamic financial institutions to play a major role in financing the implementation of joint venture agreements reached at the meeting; and requested member Governments to open up channels to provide necessary incentives for promoting joint ventures among Islamic States.

Mr. Herbert May expressed UNIDO's appreciation of the enthusiastic and lively discussions that took place at the meeting, and which was an indication of the importance attached to industrial co-operation through joint venture arrangements by the participants. He thanked UCCET for their hospitality and the excellent organizational arrangements for the meeting, and expressed the hope for future UNIDO/ICCICE joint endeavours for the promotion of industrial co-operation among the Islamic countries.

Referring to the success of the meeting, as may be measured by the number of projects promoted and agreements reached, Mr. May cautioned that much work still had to be done by UNIDO, ICCICE and UCCET to ensure the speedy and successful implementation of the agreements reached. He requested co-operating partners to keep UNIDO, ICCICE and UCCET informed of the progress towards implementation of the projects. He indicated that UNIDO, despite its present financial constraints, would be prepared to explore the possibility of providing some catalytic assistance that might be necessary to speed up joint venture actions. Assistance might include areas such as project preparation, pre-investment and opportunity studies, ad hoc expert services.

Mr. May concluded by referring to a proposed UNIDO comprehensive programme of support to the agro- and agro-based industries in Africa. He indicated that exploratory project identification missions would be fielded soon, and requested African delegates present at the meeting to communicate any projects or project ideas in this area to UNIDO.

Speaking on behalf of all the participants at the meeting, Mr. Mahfuzul Islam of Bangladesh referred to the meeting as the first really practical step towards promoting industrial and economic co-operation among the Islamic countries. He thanked UNIDO, ICCICE and UCCEET for organizing the meeting which brought together private entrepreneurs, financial institutions, project sponsors, government representatives, etc. to discuss specific projects and to examine ways and means of promoting joint venture arrangements by mobilizing and channeling the resources available within Islamic countries.

He promised, on behalf of all participants, that every endeavour would be taken to guarantee an effective follow-up action on the projects and agreements reached. He concluded by thanking UCCEET and the Government and people of Turkey for the excellent hospitality and excellent arrangements made for the meeting.

The President of UCCEET, Mr. Ali Coskun, thanked participants for the excellent and business-like approach adopted at the meeting, which led to its successful conclusion and achievement of its objective of promoting joint venture co-operation among Islamic countries. He thanked UNIDO and ICCICE for their contribution towards the organization of the meeting and thanked the delegations and financial institutions for their very active participation. He extended very hearty thanks to the Turkish companies and industrial and financial institutions for the support extended to UCCEET both in the organization of the meeting and through their participation in the meeting itself.

Mr. Coskun referred to the imbalance in world trade, international investments and technological accumulation, all of which have tended to favour the industrialized countries. One of the possible approaches for developing countries, like the Islamic countries, to narrow the gap is mutual self-reliance, through economic, industrial, commercial and technological co-operation among themselves. The meeting for the promotion of joint venture among Islamic countries had provided the first concrete steps towards achieving the above goal. The meeting has proved beyond all doubt that there is great potential for co-operation among Islamic countries in every field.

He concluded by assuring participants that UCET and the entire Turkish industry would do everything possible to promote and strengthen industrial co-operation with and among all brotherly Islamic countries.

II. SUMMARY OF BILATERAL DISCUSSIONS ON INDUSTRIAL PROJECTS

A detailed project by project summary of the results of the bilateral discussions is given in Annex II.

The results reflect a high degree of active participation by all participants at the meeting. Of the 110 industrial projects considered by the meeting, joint venture agreements and/or agreements in principle were reached on 79 projects. And of the 79, Memoranda of Understanding were signed for 15 projects.

The projects discussed and the joint venture agreements reached cover such areas as pre-investment studies, including feasibility and pre-feasibility studies; project design; rehabilitation and expansion of existing plants; equipment supply; provision of soft loans; equity participation; etc.

The success of the meeting indicates that the potential for economic and technical co-operation among developing countries clearly exists. Besides the agreements reached during the meeting itself, many participants saw their participation and the contacts made during the meeting as being very positive and fruitful, particularly in future joint venture possibilities.

III. RECOMMENDATIONS

1. Recommendation for Action by Co-operating Parties
 - a) Co-operating parties of the projects, specially investors and businessmen should make the necessary arrangements for the realisation of these projects. They should further examine ways and means for the implementation of the specific projects discussed at the Istanbul Meeting.
 - b) Each of the co-operating parties should, where appropriate, contact financial and investment institutions such as the Islamic Development Bank, the African Development Bank, the Asian Development Bank, the IFC as well as national and other development banks to mobilize the resources for implementation of agreed projects.
 - c) For projects where the amount of financing required from the Islamic Development Bank is less than 2 million Islamic Dinars, co-operating partners should approach the national development financing institutions where the IDB has extended lines of equity or leasing. Projects requiring financing of more than 2 million Islamic Dinars from the IDB may be forwarded to the Bank through the office of the IDB Governor in the Member Country concerned, along with a recent feasibility study.
 - d) The advanced Islamic countries are invited to provide to the less developed Islamic countries all technical co-operation and financial assistance necessary for the implementation of projects agreed upon at the meeting.
 - e) Relevant aspects of ECDC/TCDC should be incorporated into national development plans and national TCDC focal points should be strengthened by providing them with adequate staff and funds.
 - f) Measures should be adopted to incorporate TCDC components into UNDP financed country programmes and a certain amount of UNDP/IPF resources should be allocated for use in implementation of TCDC projects/activities.

2. Recommendation for Action by Regional Organizations and Financial Institutions

- a) Regional and sub-regional organizations of Islamic countries are invited to provide support, to the extent possible, towards implementation of identified projects.
- b) Financial institutions such as the Islamic Development Bank, African Development Bank, Arab Fund for Economic and Social Development, Arab Bank for Economic Development in Africa, Asian Development Bank, etc. are invited to provide financial assistance towards the implementation of identified projects.
- c) Regional and sub-regional organizations are urged to seek increased support for ECDC/TCDC activities through, inter alia, supplementary resources from potential donor countries and financial institutions.

3. Recommendation for Action by UNIDO, ICCICE and UCCE

- a) The participants stressed the need for continuing support from UNIDO and other UN and inter-governmental bodies in promoting ECDC/TCDC activities.
- b) UNIDO should provide technical assistance to co-operating parties to help them take appropriate follow-up action for the implementation of identified projects.
- c) In view of the important role that the Trust Funds are playing in technical co-operation among developing countries, UNIDO should, through such Trust Fund arrangements, assist the public or private industrial sector in implementation of projects.
- d) UNIDO, ICCICE and UCCE should identify institutions and enterprises in more advanced developing countries that can provide expertise, technologies and equipment for co-operation with the less developed countries.

- e) UNIDO, ICCICE and UCCEC should monitor the implementation of projects identified in the meeting. For this, the co-operating partners should provide the necessary information to UNIDO, ICCICE and UCCEC.

- f) In view of the positive results obtained from the meeting, UNIDO in co-operation with ICCICE, should organize similar meetings to promote joint venture/industrial co-operation among Islamic countries.

- g) The report of the meeting should be reproduced and widely circulated among participating countries and organizations and firms, as well as among investment and financial institutions which may be in a position to finance projects.

Annex I

Statement showing number of agreed/identified projects
for 8 selected less developed Islamic countries

<u>Country</u>	<u>Number of projects</u> <u>agreed/identified</u>
1. Bangladesh	20
2. Cameroon	19
3. Gambia	4
4. Guinea	2
5. Mali	7
6. Niger	4
7. Somalia	15
8. Yemen Arab Republic	8
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TOTAL	79
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MEETING FOR THE PROMOTION OF JOINT VENTURE
 AMONG ISLAMIC COUNTRIES
 ISTANBUL, TURKEY, 15-18 JUNE 1987

Results of Bilateral Discussions

Country: BANGLADESH

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
1.	International Hotel in Dhaka Bangladesh/ 300 rooms	15 - 20	Equity, loans, joint venture	1) Al-Towaijri Trading & Contracting Co. W.L.L. P.O. Box 4450, Safat Kuwait 13045 Telex: 23084 Towijri K.T. 2) Nural Holding, Argentin 7, Ankara, Turkey
2.	Alcohol Manufacturing Industry (not for human use)/ 300 h. lit. industrial alcohol/day 24.6 tons/day of CO ₂	7.1	Loans, sale of technology, turnkey project, equipment supply, management, tech nical training	1) Federal Chemical and Ceramics Corp. (Pvt) Ltd. PNSC Bldg., 15th floor, Moulvi Tamizuddin Khan Road Karachi, Pakistan - Turnkey project, sale of technology, equipment supply (to the extent available in Pakistan), training 2) Ministry of Industry, Pakistan - Technical training, consultancy of management services, market access management, equipment supply 3) Rekayasa Industry Gedung Patra JL., Gatot Subroto Kav. 32, P.O. Box 3727 Jakarta - Detail engineering, procurement of equipment and material, construction, start up and commissioning
	Bangladesh Distilleries Ltd. 62/63 Motisheed Com. Area Dhaka-2.			

Country: BANGLADESH

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
3.	Production of finished leather 6 million sq.ft. of goat skins per annum Feni Tannery (PVT) Ltd. Tanner's Colony, 113 Hazaribagh, Dhaka-9	1.6	Equity, loans, licencing, equipment supply, market access, management, tech- nical training	4) Enka Teknik Balmumcu, Enka Binasi 3, Istanbul - Turnkey, technical assistance 1) Ministry of Industry, Pakistan - Tech. training, consultancy of management service, market access management, equipment supply 2) Bank of Industry and Mine, Tehran, Iran 3) National Iranian Industries Organization (NIIO), Iran Co-ordinating Authority for 2) & 3) above: Ministry of Economic Affairs and Finance Foreign Investment Dept. (Mr. A. Mortazavi, Director General) Tehran, Iran - Feasibility study, programming and management, design and project execution, erection and commissioning of plant, training, supply of know- how, selection of machinery and equipment, financing through equity participation, financial assistance

Country: BANGLADESH

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
4.	Composite Textile Industry A.K. Khan and Co., Ltd. Batali Hills, Chittagong Bangladesh	17.4	Joint venture	1) Koc Holding A.S. Corporate Planning-Research and Development Karaagac Caddesi 2/4, Sütlüce, Istanbul, Turkey - Equipment supply and know how, sale of technology 2) The National Development Finance Corporation (NDFC) Pakistan 3) State Engineering Corp. PNSC Bldg., 10th floor Karachi, Pakistan - Equipment supply and know how, joint venture 4) Ministry of Industry, Pakistan - Technical training, consultancy management services, market access management, equipment supply 5) Bozkurt Mensucat San. A.S. Zeytinburnu, Istanbul - Loan, equipment supply, management, technical training 6) Bank of Industry and Mine, Tehran, Iran 7) National Iranian Industries Org. (NIIO), Iran Co-ordinating Authority and Offer for 6) & 7) above: Same as SI. No. 3. - 2) & 3)

Country: BANGLADESH

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
5.	Polyester-cotton blended spinning mill/ 1847 m.kg. Uttar Banga Sukatal Ltd. 291, Free School St. Dranmondi, Dhaka-5	10.8	Loans, sale of technology, equipment supply, management, technical training	1) Koc Holding A.S. Corporate Planning-Research and Development Karaagac Caddesi 2/4 Sütluce, Istanbul, Turkey 2) Ministry of Industry, Pakistan - Technical training, consultancy and management services, market access management, equipment supply. 3) Bozkurt Mensucat San A.S Zeytinburnu, Istanbul - Loan, equipment supply, management, technical training 4) Bank of Industry and Mine, Tehran, Iran 5) National Iranian Industries Org. (NIIO), Iran Co-ordinating Authority and Offer for 4) & 5) above: Same as SL No. 3. - 2) and 3).
6.	Pharma poultry and animal feed mill/14,400 tons/year Mr. Rezi-i-Karim 2/17 B Block Lalmatia, Dhaka-7	7.2	Loans, equipment supply, market access	1) Poulina Group (with the support of B.E.S.T. Bank) 90 Av. Hedi Chaker, 1002 Tunis, Tunisia - Equip. supply, know-how and financing

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Country: BANGLADESH

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
	- ditto -			
				2) Yemsanayii Tunc A.S. Eskisehir Yolu 8 km Ankara - Turnkey project, sale of technology, technical co-operation
				3) Ministry of Industry, Pakistan - Technical and management services, consultancy management services, market access management, equipment supply
				4) Enka Teknik Balmumcu, Enka Binasi 3, Istanbul - Feasibility and lining up of loans, export marketing
				5) Molina San ve tic. Koll-Sti P.K. 39 Konya, Turkey - Market access, joint venture
				6) M and J Fabricators and Constructions (PVT) Ltd. 9-D Block 6, P.E.C.H.S., Karachi, Pakistan - Equipment supply
				7) Gozi Bulvari No. 68/5-6 Conkaya, Izmir, Turkey - Equipment supply and technical co-operation

Country: BANGLADESH

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
7.	Establishment of a paml oil processing plant/ 30,000-35,000 tons Bangladesh Sugar and Food Industries Corp. Ministry of Industry, Dhaka	4.8	Equipment, loans, joint venture	1) Alarko Group of Companies Büyükdere Cad. Maslak, Meydanı 41 (80714) Ayazaga - Istanbul - Turnkey project, equipment supply, management and technical co-operation
8.	Establishment of a Feed Meal Plant for both cattle and poultry feed/ 20,000 tons	3.2	Joint venture	1) Poulina Group (with the assistance of B.E.S.T. Bank) 90 Av. Hedi Chaker, 1002 Tunis, Tunisia - Equipment supply and know-how 2) Molina San ve tic. Koll-Sti P.K. 39 Konya, Turkey - Market access, joint venture 3) Bank of Industry and Mine, Tehran, Iran Co-ordinating Authority and Offer: Same as SL No. 3. - 2) and 3) above.
9.	Establishment of a 2000 TCD Sugar Mills/ 2000 TCD Bangladesh Sugar and Food Industries Corp. Ministry of Industry Dhaka, Bangladesh	9.6	Joint venture/ credit	1) Alarko Group of Companies Büyükdere Cad. Maslak, Meydanı 41 (80714) Ayazaga - Istanbul, Turkey - Turnkey, equipment supply, management and technical training

Country: BANGLADESH

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
	- ditto -			2) State Engineering Corp.(Pvt.) Ltd. PNSC Bldg., 10th floor, Karachi, Pakistan - Loan, credit
				3) The National Development Finance Corporation (NDFC) PNSC Bldg., Karachi, Pakistan - Supply of credit
				4) Turkish Sugar Factories Co. Turkiye Seker Fabrikalari A.S. Mithatpasa Cad. No. 14 Yenisehir, Ankara, Turkey - Sale of technology, turnkey project, equipment supply
				5) Bank of Industry and Mine, Tehran, Iran
				6) Mostazafan Foundation, Iran Co-ordinating Authority and Offer for 5) & 6) above: Same as SL No. 3. - 2) and 3) above.
				7) Rekayasa Industry Gedung Patra JL Gatot Subroto Kav. 32 P.O. Box 3727, Jakarta, Indonesia - Detail engineering, procurement of equipment and material, construction, start-up and commissioning

Country: BANGLADESH

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
10.	Establishment of a Yeast Manufacturing Plant/ 300 tons of active dry yeast per annum Bangladesh Sugar and Food Industries Corp. Ministry of Industry Dhaka, Bangladesh	3.2	Joint venture	1) Federal Chemical and Ceramics Corp. (Pvt.) Ltd. PNSC Bldg., 15th floor Karachi, Pakistan - Turnkey project, sale of technology
11.	Setting up of an antibiotic fermentation complex/ Penicillin salt - 100 tons including ampicillin and penicillin V.K. Bangladesh Chemical Industries Corporation Ministry of Industry Dhaka, Bangladesh	76.0	Joint venture	1) National Iranian Industries Org. (NIIO), Iran Co-ordinating Authority and Offer: Same as SL No. 3. - 2) and 3) above.
12.	Soda Ash Project/ 60,000 mt/yr Bangladesh Chemical Industries Corp. Ministry of Industry Dhaka, Bangladesh	119.0	Joint venture	1) Federal Chemical and Ceramics Corp.(Pvt.) Ltd. PNSC Bldg., 15th floor Karachi, Pakistan - Sale of technology

Country: BANGLADESH

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
	- ditto -			
				2) Entes Contracting Co. Büyükdere Cad. 107/2-9 Gayrettepe, Istanbul, Turkey - Loans, sub-contracting turnkey project, equipment supply, sale of technology, management, technical training, feasibility studies
				3) Turkiye Sise ve Cam Camhan, Barbaros, Bulvari 125 Besiktas, Istanbul - Subcontracting sale of technology, equipment supply, management, technical training, feasibility study
13.	Triple Super Phosphate (TSP) project based on imported phosphoric acid/ 300,000 tons TSP per annum Bangladesh Chemical Industries Corp. Ministry of Industry, Dhaka	50.0	Joint venture	1) National Fertilizer Corp of Pakistan (Pvt.) Ltd. Alfalah Bldg., 1st floor Shahrah-e-Quaid-e-Azam, Lahore, Pakistan - Training, engineering consultancy, start of project, management 2) Rekayasa Industry Gedung Patra JL Gatot Subroto Kav 32 P.O. Box 3727 Jakarta, Indonesia - Detail engineering, procurement of equipment and material, construction, start up and commissioning 3) Fujairah Chamber of Commerce and Industry, U.A.E. - Joint venture, market access

Country: BANGLADESH

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
14.	Cement Clinker/Sulphuric Acid based on Phospho-gypsum/ 91,500 mt/year of Cement clinker 97,500 mt/year of Sulphuric acid Bangladesh Chemical Industries Corp. Ministry of Industry Dhaka	44.5	Joint venture	1) National Consulting Bureau P.O. Box 5092, 13051 Safat, Kuwait - Technology transfer and joint venture 2) Rekayasa Industry - ditto - - Detail engineering, procurement of equipment and material, construction, start up and commissioning 3) Fujairah National Group P.O. Box 802 Fujairah, U.A.E. - Market access, joint venture 4) Fujairah Chamber of Commerce and Industry, U.A.E. - Joint venture, market access 6) National Iranian Industries Org.(NIIO), Iran 7) Industrial Development & Renovation Organization (IDRO), Iran Co-ordinating Authority and Offer for 6) & 7): Same as SL No. 3. - 2) and 3).

Country: BANGLADESH

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Inst:itution/Country) and Offer
15.	Setting up of a Dairy Farm and Milk Powder Industry/ Buffalo 250 Nos. Calves 250 Nos. Bull 50 Nos. Chowdhury Dairy Farm of Allied Products Chowdhury Villa P.O. Kanchan Nagar UPA-Zilla: Chandanaish, Chittagong	0.5	Joint venture, technical co-operation	1) Gazi Bulvari No. 68/5-6 Conkaya, Izmir, Istanbul - Equipment supply, technical training
16.	Stainless steel cutlery/ 9.6 million pieces of cutleries per year Mohammed Jamil and Sons 124, 1st floor, Eskaton Garden Dhaka-1000	0.7	Equity, loans, joint venture, sale of technology, equipaent supply,	1) Ministry of Industry, Pakistan - Technical training, consultancy, management services, market access management, equipment supply 2) Bank of Industry and Mine, Tehran, Iran 3) Industrial Development & Renovation Organization (IDRO), Iran Co-ordinating Authority and Offer for 2) and 3): Same as SL No. 3. - 2) and 3) above.
17.	Manufacture of Shoes/ Summer Sandals: 150,000 p/a Shoes : 60,000 p/a Shoe upper : 750,000 p/a Feni Tannery (PVT) Ltd. Tanner's Colony 113 Hazaribagh, Dhaka-9	1.2	Equity, loans, licence and know- how, access to foreign market	1) National Iranian Industries Org.(NIIO), Iran Co-ordinating Authority and Offer: Same as SL No. 3. - 2) and 3).

Country: BANGLADESH

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
18.	Manufacture of LPG Gas Cylinders/ 144,000 cylinders per annum M/S Goolamhusein Jafferli and Co., Ltd. Amin Court (5th floor), 62/63 Motijheel C.A., Dhaka	6.0	Equity, loans, joint venture, sale of technology, turnkey project, equipment supply, management, tech- nical training	1) Koc Holding A.S. Corporate, Planning-Research and Development. Karaagac Caddesi 2/4, Sutluce, Istanbul, Turkey - Equipment supply, know-how, sale of technology 2) Gaz Aletieri Corporation Buyukdere Cad. 145 Zincirlikuyu 80300, Istanbul - Joint venture, sale of technology, equipment supply, management, technical training, feasibility studies 3) National Iranian Industries Org. (NIIO), Iran 4) Industrial Development & Renovation Org. (IDRO), Iran Co-ordinating Authority and Offer for 3) and 4): Same as SL No. 3 - 2) and 3).

Country: BANGLADESH

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
19.	Manufacture of rubberised coir mattress/ 300 tons BSCIC Industrial Estate Up-Sawarup Koh. P.O.: Kawrikhara Distt. Pirojpur, Bangladesh	0.7	Equity, loans, machinery on credit, training	1) Albaraka Bank 61 Motijheel Commercial Area Dhaka, Bangladesh
20.	Manufacture of Aluminium foil/ 1350 tons Mr. Shafi Ahmed Shilpa Dhaban Motijheel Commercial Area Dhaka, Bangladesh	12.2	Technology, loans, equipment on credit	1) Albaraka Bank 61 Motijheel Commercial Area Dhaka, Bangladesh

Country: CAMEROON

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co-operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
1.	Société Industrielle de Fabrication de Céramique/ Capacity: not available Kouekam Samuel Bruno s/c B.P. 4011 Douala	8	40% of Equity, know-how, training	1) Turkey Cement and Ceramic Industry Corporation Ankara, Turkey (Dr. Faruq Yagiz, General Manager and Orhan Gök, Chemical Engineer) 2) Cement Engineering Holding Company, Turkey (Mr. Cengiz Cetin, General Manager) - Feasibility study
2.	La Camérounaise du Pavement et Sanitaire (Small unit with possibility of extension)/ 200 sq. meters of tiles/day 100 sanitary items/year 1 team of 8h/day Promoter: Mouread Faysal B.P. 2 Maroua	1.5 (Building equipment, machinery)	Equity and technical assistance up to 25%, staff training	1) and 2) above 3) Bank for Development, Egypt - Feasibility study
3.	CREMUCAM (Crédit mutuel du Caméroun)	Capital CFA 2 billion	Additional shares from foreign parties up to 35%	1) Islamic Development Bank, Jeddah - Line of equity may be extended. 2) National Development Finance corporation PNSC Building, Karachi, Pakistan - Management services

Country: CAMEROON

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
4.	Fabrication de Savonnerie et de cosmétique/ 1,200 tons/annum Kenmoa Philippe B.P. 4750 Yaounde	3	Up to 80% of equity 1) know-how, partnership, training	Islamic Development Bank, Jeddah (IDB requires a proper feasibility report.)
5.	Tomato 3.000 tons/annum concentrated tomato at 28% Government sponsored project	4.8	Loans, sale of technology, technical and financial assistance	1) Ibrahim Bilik and Bergil Ergil of ENKA TEKNİK Balmumcu, Enka Binasi 3, Istanbul, Turkey - Turnkey project 2) Sadok Attiya, Tunisia - Turnkey project 3) Bank of Industry and Mine, Tehran, Iran Co-ordinating Authority: Ministry of Economic Affairs and Finance Foreign Investment Dept. (Mr. A. Mortazavi, Director General) Tehran, Iran - Feasibility study, programing and management design and project execution, erection and commissioning of plant, training, supply of know-how, selection of machinery and equipment, financing through equity participation, financial assistance

Country: CAMEROON

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
6.	Tomato 20 tons/annum Private sector Dr. Tchatchoua Joseph	0.3	Up to 25% equity	1) Ibrahim Bilik and Bergil Ergil of ENKA TEKNIK Balmumcu, Enka Binasi 3, Istanbul, Turkey - Turnkey project 2) Bank of Industry and Mine, Tehran, Iran Co-ordinating Authority and Offer: Same as SL No. 5. -3) above.
7.	RUCOTEL, 200 Rooms Mr. Tchoumba Diendonné B.P. 24 Yaoundé	15	Loans up to 70-80% Turnkey project	1) Mr. Ozlan (Ankara) 2) Mr. Ilhan Arguvanligil NVROL A.S., Istanbul - Joint venture
8.	Julie Confection 3000 suits/an Julien Koumauli Yombock	300,000	Up to 35% of equity	1) Mr. Ohran Bayülken, Turkey - Feasibility study required
9.	Ferme Agro-industrielle pour la transformation de la tomate/20 T/an Dr. Tchatchoua Joseph	0.3	Up to 25% of equity	- ditto -
10.	Wood exportation and processing (logs and timber) (Mr. Mbock II)			1) OROS Forest Products Industry, State enterprise, Turkey Need further discussions (referring back to his Board Director.)

Country: CAMEROON

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
	- ditto -			2) Mostazafan Foundation, Iran 3) National Iranian Industries Org. (NIIO), Iran Co-ordinating Authority and Offer for 2) and 3): Same as SL No. 5 - 3) above.
11.	Palm Oil Processing (SNI)			1) United Group International, U.A.E. - Required feasibility study.
12.	Production of tomato concentrated and red pepper and jam			1) Best Bank, Tunisia Will look for co-partner.
13.	Entreprise Camérounaise d'Extraction de résine alcaloïde et d'huile de palme	10	Joint venture, equipment, management, technical executives, equity	1) Engineering for the Petroleum and Processing Industries (ENPPI) 24 El Ahaheed Abdel Moneim Hafiz Heliopolis Cairo, Egypt - Feasibility study 2) Islamic International Bank for Investment and Development, Cairo - Feasibility report
14.	Laundry Soap and Cosmetics Capacity: 1,200 T/annum Kenmoue Philippe B.P. 4750 Yaoundé	3	Equity	1) Bank of Industry and Mine, Tehran, Iran Co-ordinating Authority and Offer: Same as SL No. 5. - 3) above.

Country: CAMEROON

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
15.	Société Camérounnaise de Raffinage des huiles végétales Mr. PENDA EKOKA (SNI)	9.8	Equity, leasing technical assistance	1) Bank of Industry and Mine, Tehran, Iran 2) National Iranian Industries Org. (NIIO) Co-ordinating Authority and Offer for 1) and 2): Same as SL No. 5. -3) above.
16.	Tannerie	2	Partnership loans	- ditto -
17.	Conservation de produits alimentaires Capacity: not available Mr. Mvogo, Société Amal	3	loans, equity, technical assistance	1) Bank of Industry and Mine, Tehran, Iran - ditto -
18.	Pharmaceutical Project		Joint venture	- National Iranian Industries Org. (NIIO), Tehran, Iran - ditto -
19.	Housing Project in an area of 6 hectares		Joint venture	- Mostazafan Foundation, Iran - Bank of Industry and Mine, Tehran, Iran - ditto -

Country: GAMBIA

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
1.	Manufacture of pharmaceuticals	200,000	Joint venture	1) United Group International P.O. Box 6812 Abu Dhabi, U.A.E. Tel: 334202 - 341787 - Res. 326127 Tlx: 23822 UGI UAE EM 2) Biofarma Ilac Sanayii Istanbul, Turkey 3) Ministry of Industry, Pakistan 4) National Iranian Industries Org. (NIIO), Iran Co-ordinating Authority: Ministry of Economic Affairs and Finance Foreign Investment Dept. (Mr. A. Mortazavi, Director General) Tehran, Iran - Feasibility study, programming and management, design and project execution, erection and commissioning of plant, training, supply of know- how, selection of machinery and equipment, financing through equity participation, financial assistance
2.	Manufacture of Glass products/ 6.5 tons of melted glass	1,300,000	Joint venture, tech. transfer	1) Mr. Yurdakul Alpay Manager Planning and Economic Research Dept. Besiktas-Istanbul, Turkey

Country: GAMBIA

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
3.	Manufacture of Peanut and Roasted Confectionery Nuts	1.500	Supply of equipment, 1) training, transfer of technology	1) M and J Fabricators and Constructions (PVT) Ltd. Karachi, Pakistan 2) Kut Mete Atilgan Pazarlama Genel Müdürü Polmak Gıda Endüstrisi A.S. Yasemin Sok. No. 1, Levent-Istanbul Tel: 168 66 42, 168 75 84
4.	Fruit Juice Plant	1.3	Joint venture	1) M and J Fabricators and Constructions (PVT) Ltd. Pakistan 2) Bank of Industry and Mine, Tehran, Iran 3) Hydro Development and Renovation Corporation of Iran, Iran 4) National Iranian Industries Org. (NIIO), Iran 5) Mostazafan Foundation, Iran Co-ordinating Authority and Offer for 2), 3), 4) and 5) above: Same as SL No. 1. - 4) above.

Country: GUINEA

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
1.	Rehabilitation of soft drink production unit 3000 bottles per hour of chocolate milk 7000 bottles per hour of carbonated soft drink Ministry of Industry	Not yet determined. ± 0.6	Joint venture with Guinean private enterprise on a majority share holding basis	1) United Group International P.O. Box 6812 Abu Dhabi, U.A.E. Telex: 23822 UGIUAE EM
2.	Usine Jus de fruits Kankam	n.a.	Loans, sub- contracting, equipment supply, technical assist- ance	1) Bank of Industry and Mine, Tehran, Iran Co-ordinating Authority: Ministry of Economic Affairs and Finance Foreign Investment Dept. (Mr. A. Mortazavi, Director General) Tehran, Iran - Feasibility study, programming and managment, design and project execution, erection and commissioning of plant, training supply of know- how, selection of machinery and equipment, financing through equity participation, financial assistance

Country: MALI

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
1.	Stockage et distribution du petrole	30.5	Prêts et livraison des équipements	1) United Group International P.O.Box 6812 Abu Dhabi, U.A.E. Telex: 23822 UGIUAE EM 2) ALARKO Group Companies, Turkey 3) M and J Fabricators and Constructions (PVT) Ltd. Karachi, Pakistan 4) P.T. Rekayasa Industry, Indonesia 5) Industrial Development and Renovation Org. (IDRO) Iran 6) Mostazafan Foundation, Iran Co-ordinating Authority for the above 5) and 6): Ministry of Economic Affairs and Finance Foreign Investment Dept. (Mr. A. Mortazavi, Director General) Tehran, Iran - Designing and project execution, financing through equity participation, financial assistance
2.	Complexe sucrier de Bankoumana		Fourniture clés en mains, assistance tech- nique, option de participer au financement, crédit sur dix ans	1) ENKA TECHNIQUES Balmumcu, Enka Binası, Istanbul, Turkey 2) State Engineering Corporation PNSC Bldg., M.T. Road, Karachi, Pakistan - Feasibility study to be provided by sponsor.

Country: MALI

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
	- ditto -			3) Bank of Industry and Mine, Tehran, Iran 4) Mostazafan Foundation, Iran Co-ordinating Authority for the above 3) and 4) Ministry of Economic Affairs and Finance Foreign Investment Dept. (Mr. A. Mortazavi, Director General) Tehran, Iran - Feasibility study, programming and management, design and project execution, erection and commissioning of plant, supply of know-how, selection of machinery and equipment, financing through equity participation, financial assistance
3.	Fabrication d'équipements agricoles	0.85	Joint venture, equipment supply, market access, management, technical training, marketing	1) TZ D.K. Turkey Telex: 44283 2) Öztarım Foreign Trade Inc. Mr. Ali Baltacı Konya, Turkey Telex: 48240 3) State Engineering Corporation Karachi, Pakistan 4) Industrial Development and Renovation Org. (IDRO) Iran Co-ordinating Authority and Offer: Same as SL No. 3. - 4) above.

Country: MALI

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
4.	Fabrique de verre creux	n.a.	Information	1) Türkiye Sise ve Cam Fabrikalari Turkey
5.	Cimenterie	n.a.	Information	1) ENKA TEKNİK Balmumcu, Enka Binası, 3 Istanbul, Turkey Telex: 26490 ENAS TR 2) Bank of Industry and Mine, Tehran, Iran 3) Industrial Development & Renovation Org. (IDRO), Iran 4) National Iranian Industries Org. (NIIO), Iran Co-ordinating Authority and Offer for 2), 3) & 4): Same as SL No. 2 above.
6.	Construction immobiliere	n.a.	Information	1) M & J Fabricators and Constructions (PVT) Ltd. Karachi, Pakistan
7.	Réhabilitation de Sikamali (Pâte d'Arachide)	n.a.	Co-entreprise livraison d'équipements	1) Polmak Cida Endüstrisi A.S. Mr. Kutmete Atilgan 2) Yasemin Sok. No. 1, Levent Istanbul, Turkey

(Demande d'information sur noix de karité et offre savoir faire ou équipement pour petite entreprise.)

Country: NIGER

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
1.	Mini Sugar Mill Office de Promotion de l'Entreprise nigerienne	1.5	Equity, loans, equipment supply, technical training	1) Izdas Holding A.S. (Mr. Bulent Hasdemir) Gazi Bulvari No. 68/5-6 Izmir, Turkey - Equipment supply, technical training, (Have requested for the feasibility and market study) 2) M & J Fabricators and Constructors (PVT) Ltd. Karachi, Pakistan - Technical assistance, equipment supply (Will give a supplier's credit of 5 years if guarantees are given by a financial institution acceptable to NDFC (Pakistan). This equipment supply will include technical assistance. Have requested for feasibility study.) 3) Turkish Cement Co., Ltd. (Dr. Faruk Yagiz, Chairman) Istanbul, Turkey - Equipment supply, management, administration, technical assistance, the pre-feasibility study from OPEN awaited.

Country: NIGER

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
	- ditto -			<p>4) ENKA TEKNIK (Mr. Bergil Ergil) Balmumcu Enka Binasi, Istanbul, Turkey (Will inform OPEN if they can supply the technology after studying the report. Have requested for feasibility study.)</p> <p>5) Bank of Industry and Mine, Tehran, Iran</p> <p>6) Mostazafan Foundation, Iran Co-ordinating Authority for the above 5) and 6); Ministry of Economic Affairs and Finance Foreign Investment Department (Mr. A. Mortazavi, Director General) Tehran, Iran</p> <p>- Feasibility study, programming and management design and project execution, erection and commissioning of plant, training, supply of know-how, selection of machinery and equipment, financing through equity participation, financial assistance</p> <p>7) United Group International, Abu Dhabi, U.A.E. (Mr. Mohammed Nasiruddin Mirza) (Pre-feasibility study from OPEN requested. Interested in equity. Will visit Niger for further discussions.)</p> <p>8) State Engineering Corporation PNSC Bldg., 10th floor Karachi, Pakistan</p> <p>- Equipmen supply on credit</p>

Country: NIGER

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
	- ditto -			9) Alarko Group of Companies (Mr. Kemal Ceyhan) Büyükdere Cad. Maslak Meydanı Ayazaga-Istanbul, Turkey - Equipment supply, turnkey project (Have requested feasibility study)
2.	Réhabilitation de la société Nigérienne de produits céramique Ministère chargé de la Tutelle des établissements publics, société d'état, Société d'économie mixte, Niamey, Niger	1.0	Technical and financial assistance	1) Turkish Cement Ind. Co. (Dr. Faruk Yagiz, Chairman) Ankara, Turkey (Await for feasibility study.) 2) M and J Fabricators and Constructors (PVT) Ltd. Karachi, Pakistan - Technical assistance, equipment supply on credit, Feasibility study 3) Izdas Holding A.S. (Mr. Bulent Hasdemir) Gazi Bulvari, No. 68/5-6 Izmir, Turkey
3.	Tannery project 675,000 to 1,000,000 of skins and hides	5.4	Equity, loans, equipment supply, market access, technical assistance	1) M and J Fabricators and Constructors (PVT) Ltd. Karachi, Pakistan - Technical assistance/training, equipment supply (If guarantees are given by any financial institution acceptable to a Pakistani financial institution, they will give a supplier's credit for 5 year from NDFC (Pakistan) which will include technical assistance as well. Requested feasibility report.

Country: NIGER

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
	- ditto -			2) National Iranian Industries Org. (NIIO), Iran 3) Bank of Industry and Mine, Tehran, Iran Co-ordinating Authority and Offer for 2) and 3): Same as SL No. 1. - 5) and 6) above. 4) Ministry of Industry Islamabad, Pakistan - Supply of equipment and technology 5) Izdas Holding A.S. (Mr. Bulent Hasdemir) Gazi Bulvari No. 68/5-6, Izmir, Turkey - Equipment supply, market access, exportation of goods to other countries (Have requested for feasibility and market study; figures need revision and hence the study will be revised and sent to the Turkish firm.)
4.	Project of Salt 8,000 tons of domestic and industrial salt Ministry of Mines and Energy Niamey, Niger	9.2	Equity, loans, equipment supply, technical training	1) Izdas Holding A.S. (Bulent Hasdemir) Gazi Bulvari No. 68/5-6, Izmir, Turkey - Equipment/technical supply (Equipment supply will not be part of participation in capital.) (Have requested for feasibility study.)

Country: NIGER

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
	ditto -			
				2) Alarko Group of Companies (Mr. Kemal Ceyhan) Büyükdere Cad., Maslak Meydanı 41 (80714) Ayazaga, Istanbul, Turkey Telex: 26402 Alar Tr. - Equipment supply, turnkey (Have requested for feasibility study.)
				3) Ministry of Industry, Pakistan - Supply of equipment and technology
				4) Enka Teknik (Mr. Bergil Ergil, Coordinator) Balmumcu Enka Binası 3 Istanbul, Turkey - Supply of equipment and technology, training (Need the report on raw salt composition, and will get in touch with a Turkish financial institution if the supply of equipment/technology be done by loans.

Country: SOMALIA

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
1.	Extension of an existing salt work for the production of salt by solar evaporation/ 100,000 tons/yr of salt Ministry of Industry Somalia	11.0	Turnkey project, equipment supply, management, technical	1) Alarko Group of Companies Büyükdere Cad. Maslak, Meydanı 41 (80714) Ayazaga - Istanbul, Turkey 2) Enka Teknik Balmumcu, Enka Binasi 3, Istanbul
2.	Rehabilitation/Modernization of the Balad Textile Manufacturing Plant (SOMALTEX)/ 20 millions yards yearly The SOMALTEX Somalia	n.a.	Sub-contracting, technical, marketing	1) Okan Dis Ticaret A.S. 2, Tasocagi Cad. Cevdet Bey Ishani, No. 5/3 Mecidiyeköy, Istanbul, Turkey 2) Bozkurt Mensucat Sanayii A.S. Kosuyolu, Zeytinburnu Istanbul, Turkey 3) National Development Finance Corporation, Pakistan
3.	Bridge Stage Project for Agricultural Implements and Hand Tools/5851 agricultural implements/year Ministry of Industry, Somalia	0.7	Technical training, equipment supply, joint venture, adaptation of equipment for Somalia, manufacturing of small tractors.	1) Turkish Agricultural Supply Organization P.O. Box 509 Ankara, Turkey 2) Enka Teknik, Turkey 3) Oz Tarim A.S. Organize Sanayi Bölgesi Konya, Turkey

Country: SOMALIA

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
	- ditto -			
4.	LPG Gas Bottle and Stoves 1000 Ministry of Industry Foundry and Mech. Workshop Mogadiscio	0.144	Joint venture, management, tech- nical training, feasibility study	4) M and J Fabricators and Constructors (PVT) Ltd. Karachi, Pakistan 5) Industrial Development & Renovation Organization (IDRO), Iran Co-ordinating Authority for 4) and 5) above: Ministry of Economic Affairs and Finance Foreign Investment Dept. (Mr. A. Mortazavi, Director General) Tehran, Iran - Feasibility study, programming and management, design and project execution, training, supply of know-how, selection of machinery and equipment, financing through equity participa- tion, financial assistance 1) Gaz Aletleri A.S. Büyükdere Cad. 145/5-6-7 Zincirlikuyu, Istanbul, Turkey 2) National Iranian Industries Org. (NIIO), Iran 3) Industrial Development & Renovation Organization (IDRO), Iran Co-ordinating Authority and Offer for 2) and 3): Same as SL No. 3. - 5) above.

Country: SOMALIA

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
5.	Rehabilitation of the public edible oil mill/refined edible oil 2300 tons panels for animal feed 5300 tons Ministry of Industry Somalia	0.7	Equipment supply Joint venture	1) M and J Fabricators and Constructors (PVT) Ltd. Karachi, Pakistan 2) United Group International P.O. Box 6812 Abu Dhabi, U.A.E. Telex: 23822 UGIUAE EM
6.	Establishment of lubricants oil blending plant	4.0	Foreign investment	1) United Group International Abu Dhabi, U.A.E.
7.	Tile manufacturing/ 500 m ² /day Ministry of Industry	1.0	Joint venture, feasibility study, supply of machinery and equipment, technical assis- tance, training	1) Canakkale Seramik Fabrikalari A.S. Tersane Cad. Hediye Sk. No. 4-6, Karaköy Istanbul, Turkey 2) Ministry of Industry Pakistan 3) Turkey Cement and Ceramic Industry Corporation Ankara, Turkey 4) M and J Fabricators and Constructions (PVT) Ltd. Karachi, Pakistan 5) National Iranian Industries Org. (NIIO), Iran 6) Bank of Industry and Mine, Tehran, Iran Co-ordinating Authority and Offer for 5) and 6): Same as SL. No. 3. - 5) above.

Country: SOMALIA

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
8.	Metal casting and mechanical workshop/5000 tons of non-ferrous casting and engineering Ministry of Industry Somalia	4.692	Equipment supply, leasing/credit, technical training, marketing, feasibility study	1) State Engineering Corporation Karachi, Pakistan - Assistance in the preparation of restructuring study of the project 2) Industrial Development & Renovation Org. (IDRO) Iran Co-ordinating Authority and Offer: Same as SL No. 3. - 5) above.
9.	Small steel foundry/ 2000 tons of steel product Ministry of Industry Foundry and Mechanical Workshop Somalia	4,013	Equipment supply, technical assistance	1) Izdas Holding A.S. Gazi Bulvari No. 68/5-6 Cankaya Izmir, Turkey 2) M and J Fabricators and Constructors (PVT) Ltd. Karachi, Pakistan 3) Industrial Development & Renovation Org. (IDRO) Iran Co-ordinating Authority and Offer: Same as SL No. 3. - 5) above.
10.	Manufacture of brass sanitary fittings/18,810 plant capacity Ministry of Industry Somalia	0.691	Equipment supply	1) M and J Fabricators and Constructors (PVT) Ltd. Karachi, Pakistan

Country: SOMALIA

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
11.	Lime brick manufacturing/ 300,000 tons/year Ministry of Industry Somalia	0.8	Technical assist- ance, management	1) Turkey Cement and Ceramic Industry Corporation Ankara, Turkey 2) Ministry of Industry Pakistan 3) M and J Fabricators and Constructors (PVT) Ltd. Karachi, Pakistan 4) National Iranian Industries Org. (NIIO), Iran Co-ordinating Authority and Offer: Same as SL No. 3. - 5) above.
12.	Food processing machinery Manufacture/ 500 various types for the first phase Ministry of Industry Foundry and Mechanical Workshop Somalia	0.412	Equipment supply, technical assistance	1) Izdas Holding A.S. Gazi Bulvari No.68/5-6 Izmir, Turkey
13.	Coal mining Ministry of Industry Somalia	n.a.	Equipment supply, technical assistance	1) Turkey Cement and Ceramic Industry Corporation Ankara, Turkey

Country: SOMALIA

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
14.	Hardware Manufacture Plant 69,500 dozen capacity Ministry of Industry Somalia	0.632	Turnkey project, equipment supply, training	1) M and J Fabricators and Constructors (PVT) Ltd. Karachi, Pakistan
15.	Leather industry development Ministry of Industry Somalia	n.a.	Finance	1) Islamic International Bank for Investment and Development Cairo, Egypt 2) National Iranian Industries Org. (NIIO), Iran 3) Bank of Industry and Mine, Tehran, Iran Cordinating Authority and Offer for 2) and 3): Same as SL No. 3. - 5) above.

Country: YEMEN ARAB REPUBLIC

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
1.	Concrete electric pole project 33,000 poles/yr. Ministry of Economy	n.a.	Joint venture, sale of technology, loans, turnkey project, equipment management, techni- cal training, marketing, feasibility study	1) Entes Corporation Istanbul, Turkey 2) Betontas Izmir, Turkey
2.	Yemen fertilizer project 1000 tons/day Ministry of Economy	120.0	Joint venture, licencing, sale of technology, loans, sub-contracting, turnkey project, equipment supply, technical training, marketing, feasibility study	1) Entes Corporation Istanbul, Turkey 2) Enka Teknik Istanbul, Turkey 3) Alarko Group of Companies Büyükdere Cad. Maslak, Meydanı 41 (80714) Ayazaga - Istanbul, Turkey 4) Rekayasa Industry Jakarta, Indonesia
			- ditto -	
			- ditto -	
			- ditto -	

Country: YEMEN ARAB REPUBLIC

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
	- ditto -			5) National Fertilizer Corporation of Pakistan Alfala Build., 1st floor Lahore - Management, technical assistance, training and feasibility study
3.	Private Hospital project/ 100 beds Ministry of Economy	100 beds	Sale of technology, loans, sub- contracting, turnkey, equipment supply, feasibility study	1) Entes Corporation Istanbul, Turkey 2) Mostazafan Foundation, Iran 3) Bank of Industry and Mine, Tehran, Iran Co-ordinating Authority for the above 2) and 3): Ministry of Economic Affairs and Finance Foreign Investment Dept. (Mr. A. Mortazavi, Director General) Tehran, Iran - Design and project execution, financing through equity participation, financial assistance
4.	Galvanised iron steel sheet plant 15,000 tons/yr. Ministry of Economy	n.a.	Joint venture, sale of technology, loans, turnkey project, equipment supply, management, technical training, feasibility study	1) Entes Corporation Istanbul, Turkey 2) Demas Co. Izmir, Turkey

Country: YEMEN ARAB REPUBLIC

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
5.	Agricultural machinery 750 units/yr. Ministry of Economy	1.0	Joint venture, sale of technology, technical assistance, licencing, marketing, equipment supply	1) Turkiye Ziral Donatium Kurumu, Ankara, Turkey 2) Öztarım A.S., Konya, Turkey 3) Enka Teknik, Istanbul, Turkey 4) Industrial Development & Renovation Org. (IDRO) Iran Co-ordinating Authority for the above 4): Ministry of Economic Affairs and Finance Foreign Investment Dept. (Mr. A. Mortazavi, Director General) Tehran, Iran - Feasibility study, programming and management, design and project execution, erection and commissioning of plant, training, supply of know- how, selection of machinery and equipment, financing through equity participation and financial assistance
6.	Marble processing 500 m ² /day Ministry of Economy	5.318	Management, technical training, feasibility study	1) Industrial Development & Renovation Org. (IDRO) Iran - ditto - 2) Turkey Cement and Ceramic Industry Corporation Ankara, Turkey
7.	Gypsum processing plant 150,000 tons/yr.	n.a.	Management, technical training, feasibility study	1) Turkey Cement and Ceramic Industry Corporation Ankara, Turkey 2) Blue Circle Ind., England

Country: YEMEN ARAB REPUBLIC

SL NO	Project title/ Capacity Sponsor	Total Investment US\$ M.	Foreign Co- operation sought	Potential co-operating partners (Company/Institution/Country) and Offer
	- ditto -			3) Bank of Industry and Mine, Tehran, Iran 4) National Iranian Industries Org. (NIIO), Iran Co-ordinating Authority and Offer for 3) and 4): Same as SL No. 5. - 4) above.
8.	Assembly of Agricultural Pumps	n.a.	Turnkey project, equipment supply, management, technical assistance	1) Alarko Group of Companies Büyükdere Cad. Maslak, Meydani 41 (80714) Ayazaga - Istanbul, Turkey 2) Industrial Development & Renovation Org. (IDRO) Iran Co-ordinating Authority and Offer: Same as SL No. 5. - 4) above.

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