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PROMOTION OF JOINT-VENTURES
AMONG ISLAMIC COUNTRIES
(Second Meeting)
Karachi, Pakistan, 25-28 November 1991

REPORT*

* This document has not been edited.

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I. ORGANIZATION OF THE MEETING

Representation

The meeting was attended by 167 participants from 20 Islamic countries, including representatives of 15 industrial organizations, regional and national financial institutions. The list of participants is attached as Annex 3.

Opening of the meeting

The meeting was formally opened by Mr. Abdulaziz A. Hanafi, Secretary General of the Islamic Chamber of Commerce, Industry and Commodity Exchange (ICGICE).

Syed Nazar Hassan Shah, Acting President of the Federation of Pakistan Chambers of Commerce and Industry, in his welcome address, called upon Islamic countries to collectively evolve policies, which when implemented can get the Ummah a respectable place in the community of nations. He further said that the Islamic countries have all the resources for attaining their objectives. They produce 50% of the world oil and accounts for 40% of the world's export of raw materials. He further said that the main objective of holding this meeting was to initiate joint ventures through mutual co-operation. He concluded by wishing the Islamic Chamber and UNIDO success in their endeavours in bringing greater co-operation among the Islamic countries.

Sheikh Ismail Ali Abudawood, President of the Islamic Chamber of Commerce, Industry and Commodity Exchange, was not able to attend the opening session. He, therefore, instructed Mr. Abdulaziz A. Hanafi to deliver the speech on his behalf. The Secretary General of ICC underlined the importance of a stable economic framework for sustained growth and self-reliance in the context of the prevailing socio-economic conditions in the selected less developed Islamic countries. He called for greater thrust on industrialization and the need for foreign private investment flows in the form of either direct equity investments or joint ventures. He further highlighted the importance of the meeting as a befitting occasion for a clear

projection of common cause for tapping the potentials of foreign private capital in the industrial growth of the less developed Islamic countries. He also underlined the importance of the bilateral discussions during the meeting and the presence of a great number of sponsors which would result in deciding details of many projects. He concluded by thanking UNIDO for the technical assistance provided for the industrialization process in the Islamic countries and the Federation of Pakistan Chambers of Commerce and Industry for their support and co-operation in organizing the meeting.

Speaking on behalf of UNIDO, the Head of Arab Countries Programme and head of the UNIDO delegation welcomed the participants to the meeting and thanked them for their support and contribution towards the preparations of the meeting.

He then presented UNIDO's activities in general and its programmes for economic and technical co-operation among developing countries, in particular. Referring to the meeting, he explained that it fitted well with the overall emphasis being given to enterprise-to-enterprise co-operation, for both public and private sectors, through the transfer of technology and know-how, equity participation, external marketing, training and financing through leasing and buy-back arrangements.

The speaker expressed the hope that during the bilateral discussions on approximately 135 projects identified and submitted by the 8 less developed countries, it would be possible to reach preliminary agreements on as many projects as possible. He also underlined the importance of the follow-up activities for the actual implementation of projects.

Election of Bureau

The Meeting agreed that its proceedings be conducted by Mr. Abdulaziz A. Hanafi, Secretary General of the Islamic Chamber of Commerce, Industry and Commodity Exchange (ICCICK) as Chairman, and Mr. Syed Nazar Hassan Shah, Acting President, Federation of Pakistan Chambers of Commerce and Industry (FPCCI) as Rapporteur.

Adoption of Agenda

The Meeting adopted the following agenda:

1. Opening of the Meeting
 - Inaugural address by the Representative of Federation of Pakistan Chambers of Commerce and Industry
 - Address by the Representative of the Islamic Chamber of Commerce, Industry and Commodity Exchange
 - Address by the Representative of UNIDO
2. Election of Bureau
3. Adoption of the Agenda and of the Working Programme
4. Presentation of project proposals by representatives of less developed countries
5. Bilateral discussions on industrial co-operation projects
6. Adoption of the Report of the Meeting
7. Closure of the Meeting

Presentation of Country Project Proposals and Possibilities of Assistance by Financial Institutions

During the second plenary meeting, the representatives of less developed Islamic countries (Bangladesh, Comoros, Djibouti, Maldives, Nigeria, Sierra Leone, Sudan, Uganda and Republic of Yemen) provided ample information on current economic and investment policies of their countries and explained the scope of the project proposals submitted to the meeting. A total of about 135 projects were submitted to the meeting by the countries mentioned above.

The representatives of the aforementioned countries referred to the Meeting as the first practical step towards promoting industrial and economic co-operation among the Islamic countries. They thanked UNIDO, FPCCI and ICCICE for organizing the Second Joint-Ventures 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 the Islamic countries. They concluded by thanking the Islamic Chamber for the excellent hospitality and arrangements made for the Meeting.

The above presentation was followed by addresses of some of the financial institutions present at the meeting, namely Islamic Development Bank, United Group International (United Arab Emirates), Overseas Investment Chamber of Commerce and Industry, Pakistan Industrial Credit and Investment Corporation Ltd., Industrial Development Bank of Pakistan, Federation of Consultants from Islamic Countries, MediPak.

The senior officials of Investment Promotion Bureau, Government of Pakistan provided some expert advice and some guidance to the project sponsors of 8 LDCs and co-operating partners.

Closing of the Meeting

The Meeting for the Promotion of Joint Ventures among Islamic Countries was concluded on 28 November 1991. The meeting adopted the draft report and requested the ICCICE and the UNIDO to finalize, reproduce and circulate the final report to all participants.

The meeting also resolved to place on record its high appreciation to the organizers for the hospitality, the excellent arrangements, mode of conduct of the meeting and extended hearty thanks to the Government and the People of Pakistan.

Closing statements were made by Mr. Syed Nazar Hassan Shah, Acting President of the Federation of Pakistan Chambers of Commerce and Industry, the Head of the UNIDO delegation and Sheikh Ismail Ali Abudawood, President of Islamic Chamber of Commerce, Industry and Commodity Exchange.

The speakers expressed their hopes that all necessary arrangements should be undertaken in order to ensure speedy implementation of the agreements. In this regard, they urged the Islamic countries to mobilize their resources, capacities and capabilities so that the required follow-up action is successfully carried out. They also urged the Islamic financial institutions

to play a major role in financing the implementation of joint venture agreements reached at the Meeting and requested the member Governments to open up channels to provide necessary incentives for promoting joint ventures among Islamic countries.

II. SUMMARY OF BILATERAL DISCUSSIONS ON INDUSTRIAL PROJECTS

During the meeting a total of 155 bilateral sessions took place between project sponsors on one side and potential co-operating partners on the other side. Several bilateral discussions also took place with representatives of the Islamic Development Bank and other financial institutions. A detailed project by project summary of the results of the bilateral discussions is given in Annex 2. The results reflect a high degree of active participation by all participants of the meeting. Of the 135 industrial projects considered by the meeting, preliminary agreements on various forms of co-operation were reached on 104 projects. Memoranda of understanding were signed for 28 projects as per Annex 1. The projects discussed and the preliminary agreements reached cover such areas as: pre-feasibility and feasibility studies, project designing, supply of equipment, consultancy, training, equity participation and joint ventures.

The visits to the industrial plants within Karachi area exposed the participants to some important industrial achievements in Pakistan, including technological developments. The visit would facilitate the future co-operation between Pakistani companies and the project sponsors from the less developed Islamic countries.

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 were of the view that their participation and contacts during the meeting were very positive and useful, particularly for future industrial co-operation.

III. RECOMMENDATIONS

1. Recommendations for Action by Co-operating Parties:

- a) Co-operating parties of the projects should further examine ways and means for the implementation of the specific projects discussed at the Karachi meeting.
- b) Each of the co-operating parties should, where appropriate, contact financial and investment institutions such as the Islamic Development Bank, Faysal Islamic Bank of Bahrain, 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 IDB Governor in the Member Country concerned, along with a recent feasibility study.
- d) The advanced Islamic countries are invited to examine the possibility of providing to the less developed Islamic countries technical and financial assistance necessary for the implementation of projects discussed at the meeting.

2. Recommendations for Action by Organizations and Financial Institutions of Islamic countries

- a) Organizations and Institutions in 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, Faysal Islamic Bank of Bahrain etc. are invited to provide financial assistance towards the implementation of identified projects.

3. Recommendations for Action by UNIDO and ICCICE

- a) The participants stressed the need for continuing support from UNIDO in promoting ECDC/TCDC activities.
- b) UNIDO should within its possibilities provide to co-operating parties the necessary support during the follow-up stage for the implementation of identified projects.
- c) UNIDO and ICCICE 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.
- d) UNIDO and ICCICE should monitor the implementation of projects identified in the meeting. For this, the co-operating partners should provide the necessary information to UNIDO and ICCICE.
- e) UNIDO, in co-operation with ICCICE, should review the implementation of the projects discussed in Karachi.

STATEMENT SHOWING NUMBER OF
AGREED/IDENTIFIED PROJECTS FOR
8 LESS DEVELOPED ISLAMIC COUNTRIES

| <u>Country</u> | <u>Number of project examined</u> | <u>Total Invest- ment required(*) (US\$M)</u> | <u>Memoranda of Understanding signed</u> |
|----------------|---------------------------------------|---|--|
| COMOROS | 6 | 2.718 | 10 |
| DJIBOUTI | 6 | 9.323 | - |
| MALDIVES | 2 | 0.503 | - |
| NIGERIA | 13 | 147.565 | 4 |
| SIERRA LEONE | 9 | 2.645 | - |
| SUDAN | 15 | 329.900 | 6 |
| UGANDA | 45 | 195.515 | 8 |
| YEMEN | 8 | 39.510 | - |
| TOTAL: | 104 | 727.679 | 28 |

(*) including local currency.

RESULTS OF BILATERAL DISCUSSIONS

Annex 2

| COUNTRY : COMOROS | | | | | |
|-------------------|---|----------------------------------|--|--|---|
| Sl. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
| 1. | Coconut fibre Manufacturing. Mr. Dramsi Firozali Groupement d'Intérêt Economique des Comores B.P. 33, Moroni | 0.42 | Mr. Fiaz Jilani Malik The Chancellors Overseas P.O. Box 245, Gujranwala 52250 [Pakistan] Telex: 45388 MALIK PK Fax : [431]50232 | Loan, Equity participation, Turnkey | Sponsor to send more information like UN report on Coconut in Comoros. He should also arrange for the visit of cooperating partner to Comoros in order for him to examine on the spot possibilities for manufacturing coconut fibre, coconut oil, coconut soap etc. [1] On receiving invitation from M/s. UGI, The sponsor will visit Abu Dhabi for further exploring the possibilities of cooperation between the two parties. Sponsor will provide more detailed studies and Investment Codes for M/s. UGI's examination. |
| 2. | Salt production Mr. Antoy Abdou B.P. 289, Moroni | 0.7 | [1] Mr. M. Nasimuddin Mirza United Group International P.O. Box 26065 Abu Dhabi [U.A.E.] Telex: 23822 UGIUAE EM Fax : [9712] 334 638 [2] Mr. Reza Hatami Senior Analyst, Investment Development Div. Bank of Industry & Mine, 593 Hafez Ave. Tehran, IRAN | Joint Venture turnkey, Loan, Equity participation, Technical Assistance, Equipment Supply. | [2] The parties agreed to work through counter trade & technical assistance. The Iranian counterpart will supply some parts of equipment and provide consultancy services. Market and other studies will be conducted by the sponsor. Iran agreed to send a delegation to Comoros provided the studies are received and the Islamic Development Bank or any other financial institution show interest to participate in financing. It was also agreed that the co-operating partner will submit to IDB a bankable project indicating the possibilities of their participation in the project and IDB on receiving the document will look into the possibility of providing the financing from its Longer Term Trade Financing Scheme. |

COUNTRY : COMOROS

| Sl. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Inv estment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|---------|---|--|--|---|---|
| 3. | Fruit Juice Manufacturing Plant Mr. Arbani Said Ali C/o OPACO, B.P. 700 Moroni | n. a. | [1] Same as Sl. No. 1 & 2 above Mr. A.H. Rizvi, General Manager, Popular Food Industries Ltd. 24, Sir Abdullah Haroon Bldg. Altaf Hussain Road Opp: Valika Chambers Karachi- Pakistan Telex: 23728 BURAQ PK Fax: 02221-3214 | Loan, Equity participation, Equipment supply, Training, Consultancy Services. | [1] Same as Sl. No. 1 & 2 above Feasibility study required. The Investor is interested to take part in the equity. |
| 4. | Small Agricultural Tools Manufacturing. Mr. Mohamed El Arif B.P. 1210, Moroni | 0.098 | Same as Sl. No. 2 above | Technical assistance, Leasing & Financing. | Same as Sl. No. 2 above |
| 5. | Ice Making Plant Mr. Said Hashmi Ousseyni, B.P. 967 Moroni, Comoros | n. a. | [1] Mr. Anis Gul, Director Precision Engineering Ltd. 7/83, Shahrah-e-Quaid-e- Azam, Lahore-3 Fax: 37 1314 Tlx: 44596 SAADG PK [2] Eastern Engineering Enterprises P.O.Box 353 Gujranwala. Pakistan | Financing, Technical Assistance, Joint Venture, Equipment supply. | [1] A formal quotation and details are needed and will be supplied by the Investor, who can take part upto 25% of the Equipment cost estimated at US\$ 150,000/- for a plant which will make around 15 Tons of ice/day. [2] On receiving the feasibility study from the sponsor, representative of M/s. EEE will visit Moroni for final negotiation. It was agreed that Machinery will be supplied on deferred payment against Bank Guarantee. |
| 6. | Garment Manufacturing Mr. Ahmed Mohamed Ali Confection Industrielle des Comores B.P. 287 Moroni Comoros | n. a. | Mr. Fiaz Jilani Malik The Chancellors Overseas P.O. Box 245, Gujranwala-52250 [Pakistan] Telex: 45388 MALIK PK Fax : [431] 50232 | Financing, Machinery and Fabrics | Sponsor will organize a visit for the co-operating partner in January 1992 for finalization of agreement to enter into a Joint Venture. |

COUNTRY : DJIBOUTI

| Sl. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Inv estment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|---------|--|--|---|---|--|
| 1. | <p>Extension of an existing Marble Production Plant Mr. Robleh Amin Amareh Director Djibouti-Marbre SARL P.O.Box 333, DJIBOUTI</p> | 1.187 | <p>1) Mr. Anis Gul, Director, Precision Engineering Ltd. 7/83, Shahrah-e-Quaid-e-Azam, Lahore, (Pakistan) Telex: 44596 SAADG PK Fax: 371314</p> <p>2) Mr. Fiaz Malik, Director The Chancellors Overseas P.O.Box 245 Gujranwala-52250 (Pakistan) Telex: 45388 MALIK PK Fax: (431) 50232</p> <p>3) Mr. Ibrahim Awad Gelan Asstt. General Manager, Brothers Commercial Co. P.O.Box 5604 JEDDAH-21432 (K.S.A.) Telex: 605020 HONOUR SJ Fax: 6608140</p> <p>4) Dr. Habib Chini, Director, Centre for Economic Research and Analysis, Iran Chamber of Commerce, Industries and Mines, 254, Taleghani Avenue, Tehran (Iran). Fax: 825111</p> | <p>Joint Venture, Training, Technical Assistance, Equipment delivery, Installation & Maintenance of equipment, Technology acquisition and know-how.</p> | <p>1) Precision Engineering Ltd is interested to supply machinery and is willing to participate upto 10% of the cost of the machinery. Both parties agreed to follow-up.</p> <p>2) On receiving the English translation of the feasibility study, the Chancellors Overseas will give their comments on their possible interest in the project.</p> <p>3) The co-operating partner will inform the sponsor of their interest after discussing the project with their Chairman. The sponsor has also requested the interested party from Saudi Arabia to get in touch with M/s, BRGM, a company in Jeddah, who is willing to sell its old machinery. The co-operating partner will contact M/s. BRGM and will inform the sponsor of the position of the machinery and other details.</p> <p>4) Iran have requested the sponsor to provide the feasibility report, investment code for their study before making any commitments. In addition Iran Chamber will publish the information in their Bulletin about the project in order to generate interest from other local investors.</p> |

COUNTRY : DJIBOUTI

| S. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|--------|---|----------------------------------|---|--|---|
| 2. | Pasta Manufacturing Plant, SOPINAD C/o. Ministry of Industry, P.O.Box 175, Djibouti | 3.3 | <p>Mr. Reza Hatami, Senior Analyst, Investment Development Division, Bank of Industry & Mine, P.O.Box 15875-4456 Telex: 212816 IMB IR Fax: (021) 895052</p> <p>Mr. Mehdi Hossein, Dy. Minister Consultant Economic & Commercial Affairs, Ministry of Industry, P.O. Box 4617, Tehran, Telex: 212796 Fax: 899547</p> <p>1) Mehdi Hossein, Dy. Minister Consultant, Economic & Commercial Affairs, Ministry of Industry, P.O.Box 4617, Tehran, Iran Telex: 212796, Fax: 899547</p> <p>2) Eng. Major Md. Saeed Ikramullah Eastern Engineering, P.O.Box 353 Gujranwala (Pakistan)</p> | <p>Consultancy, Training, Technical Assistance, Equipment delivery, Installation & Maintenance of equipment, Technology acquisition and know-how</p> | <p>1) Iran is willing to supply equipment. The feasibility study needs to be updated. Djibouti will approach UNIDO and Iran for updating the study and is ready to cover 20% of the cost.</p> <p>2) Feasibility study to be provided to the cooperating partner for their study and necessary action.</p> |

COUNTRY : DJIBOUTI

| S. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Inv estment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|--------|--|--|--|--|---|
| 3. | Aluminium Cans Recycling. Mr. Mohammed Moumin Omar, Amir Co. B.P. 2603, Djibouti. | 0.172 | 1) Fiaz J. Malik, Director, The Chancellors Overseas P.O.Box 245, Gujranwala-52250, (Pakistan) Telex: 45388 MALIK PK Fax: (431) 50232 2) Mr. Ibrahim Awad Geian, Asstt. General Manager, Brothers Commercial Co. P.O.Box 5604 Jeddah-21432, (K.S.A.) | Joint venture, Technical assis- tance, Equipment delivery, Installa- tion and main- tenance of equipment, Tech- nology acquisition and Know-how. | 1) Feasibility study with the specifications of machinery to be provided to the co- operating partner for their study and com- ments. 2) The Co-operating partner will inform the sponsor of their interest after discuss- ing the project with their Chairman. |
| 4. | Salt Production Mr. Ahmed Mohamoud Ladieh, Delta d'Ambouli, B.P. 7205, Djibouti. | 0.214 | 1) Mr. Md. Nasimuddin Mirza Managing Director, United Group International. P.O.Box 46812, Airport Rd. Abu-Dhabi, (U.A.E.) Telex: 23822 UGIUAE EM Fax: 334638 2) Mr. Ibrahim Awad Gelan Asstt. General Manager, Brothers Commercial Co. P.O.Box 5604 JEDDAH-21432 (K.S.A.) Telex: 65020 HONOUR SJ Fax: 6608140 | Joint venture, Consultancy, Technical assis- tance, Technology acquisition & know-how, Equity. | 1) Feasibility study and other relevant documents to be provided to the co- operating partner for their examination and possibilities for participation in the joint venture and equity. 2) The Co-operating partner will inform the sponsor of their interest after discuss- ing the project with their Chairman. |

COUNTRY : DJIBOUTI

| S. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|--------|--|--|---|--|--|
| 5. | Manufacturing of Pharmaceutical products. M. Mustafa Saleh Société Djiboutienne d'Industrie Pharmaceutique c/o Ministry of Industry P. O. Box 175 Djibouti | 1.55 | 1) Mr. Mohammad Ahmad, Chief Executive, Brothers Enterprise (Pvt.) Limited, 209, Unitower, I.I.Chundrigar Road, Karachi (Pakistan). Telex: 24741 TARIQ PK Fax: (092-21) 2413544 2) Mr. Waqar Ali Khan, General Manager, Intra-Vein International 205, Gul Towers, I.I.Chundrigar Road, Karachi (Pakistan). Fax: 242-7818 | Joint Venture, Consultancy, Training, Technical assistance, Equipment, Installation & maintenance of equipment, Technology acquisition and know-how | 1) The sponsor is interested to export medicines. The Co-operating partner feels that the production is too small. However, he will study the feasibility study and give his comments. The English Translation of the feasibility study to be provided by the sponsor. 2) The Co-operating partner will inform the sponsor about their possible interest after examining the project profile. |
| 6. | Printing plant expansion and rehabilitation Mr. Mohamed Ali, Djibouti Edition-Diffusion SARL B.P. 971, DJIBOUTI. | 2.9 | 1) Mr. Waqar Ali Khan, General Manager Intra-Vein International 205, Gul Towers, I.I. Chundrigar Road, KARACHI (Pakistan). Fax: 242-7818 | | 1) The Co-operating partner will inform the sponsor about their possible interest after examining the project profile. |

COUNTRY : MALDIVES

| Sl. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|---------|--|----------------------------------|--|---|---|
| 1. | <p>Broiler Farm:</p> <p>Mr. Mohamed Hassan, Chairman & Managing Director, New Frontiers Pvt.Ltd. P.O. Box 20100, MALE (Republic of Maldives) Telex: (896) 66036 CHANCE MF Fax : 327865</p> | 0.103 | <p>1) Dr. Habib Chini, Director, Centre for Economic Research & Analysis, Iran Chamber of Commerce, Industries & Mines, 254 Teleghani Avenue, Tehran (Iran)</p> <p>2) Mr. Anis Gul, Director, Precision Engineering Ltd 7/83, Shahrah-e-Quaid-e-Azam, Lahore-3 (Pakistan).</p> <p>3) Mr. Mohammed Nasimuddin Mirza, Managing Director United Group International P.O.Box 46812, Airport Rd. Abu-Dhabi (U.A.E.) Telex: 23822 UGI UAE EM Fax: 334638</p> | Joint ventures, supply of Equipment and sharing of investment, Equity. | <p>1) Iran Chamber of Commerce will publish the project in its Information Bulletin and the results will be reported to Maldivian Partners within 3 months</p> <p>2) It was agreed that the sponsor would provide a formal quotation and details about the project. The parties shall mutually go for the project. Cooperating partner will supply equipment and take part upto 25% of the equipment cost.</p> <p>3) Sponsor to prepare feasibility study for further discussions. M/s. UGI is interested to take part in financing the project through Equity participation.</p> |
| 2. | <p>Manufacture of Detergent Powder,</p> <p>Mr. Mohammed Zahir, M.D. Multilinx (Maldives) Pte.Ltd. 2, Madiyaru Magu, P.O.Box 20123 Male 20-02 (Republic of Maldives) Tlx 66117 MULTLNX MF Fax: (960) 323006</p> | 0.4 | <p>1) Mr. Mohammed Nazimuddin Mirza, Managing Director, United Group International, P.O. Box 4612, Airport Rd, ABU-DHABI (U.A.E.) Telex: 23822 UGI UAE EM Fax: (9712) 234638</p> | Equity participation, Technical assistance, Joint venture, Equipment supply, Raw material, Training | <p>1) M/s. UGI after examining the feasibility study will visit Maldives, confirm all facilities and discuss the possibilities of its participation in the Equity.</p> |

COUNTRY : MALDIVES

| S. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Inv estment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|--------|------------------------------------|--|---|------------------------|--|
| | | | <p>2) M/s. Din Parekh Chemicals (Pvt.) Ltd. KARACHI (Pakistan). Fax: 5686869</p> <p>3) M/s. Appollo Consultants and Technical Services, City P.O. Box 9949 327, Muhammadi House, I.I. Chundrigar Road KARACHI-74000 (Pakistan) Telex: 2649 ATLAS PK Fax: 92-21-2416714 (Attn: APOLLO)</p> <p>4) Pashan Soap Industries (Pvt.) Limited, P.O. Box 245, Gujranwala 52250 (Pakistan) Tx: 4588 MALIK PK</p> <p>5) Ministry of Industry of Iran, Mr. Mehdi Hossein, Deputy Minister Consultant, Economic & Commercial Affairs, Ministry of Industry, P. O. Box 4617 Tehran, (Iran). Telex: 212796 Fax: 899547</p> | | <p>2) Both the parties agreed to pursue the discussion, after initial discussion on technical matters.</p> <p>3) Co-operating partner is willing to provide financing and Technical Co-operation. Both the parties will follow-up the discussion.</p> <p>4) To send to co-operating partner financial regulations for foreign investment, loans and equity, for their study and necessary action.</p> <p>5) Iran is interested to provide Technical Assistance and training on the condition that the related costs are borne by the local sponsor. The proposal will be submitted to the sponsor within three months.</p> |

COUNTRY : NIGERIA

| S. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|--------|---|----------------------------------|--|---|--|
| 1. | <p>Caustic Soda M/s. New Nigeria Development Co. Ltd. 18/19, Ahmadu Bello Way, P.M.B. 2120, Kaduna.</p> | 19.28 | <p>(1) Mr. Reza Hatami, Senior Analyst, Investment Dev. Div. Bank of Industry and Mine 593, Hafiz Ave. P.O.Box 15875- 4456, Tehran, Iran. Telex: 212816 IMB IR Fax: (021) 895052</p> <p>(2) Mr. Agha Israr Khan, Tabani Corporation, A/5, SITE, KARACHI. Pakistan. Telex: 2622 TBANI PK 25826 TBANI PK</p> <p>(3) Mr. Iyaz Malik, Chief Executive, Pasban Soap Industries (Pvt.) Ltd. 4, Aram Basti, P.O. Box 431, Gujranwala, Pakistan Telex: 4588 MALIK PK</p> | <p>Joint Venture, Training, Technical assistance, Equip- ment delivery, Installation & Maintenance of equipment, Tech- nology acquisition and Know - how, Equity.</p> | <p>(1) Iran is interested to provide Engineering Consultancy, Management, Installation of machinery, Plant layout and training. Iranian delegation will discuss the project with the concerned authority in Iran and later on inform the sponsor about their possible joint venture co-operation.</p> <p>(2) Sponsor to submit to M/s. Tabani details of the project to develop further lines of co-operation.</p> <p>(3) Sponsor will send detailed feasibility report to the co- operating partner for evaluation and consideration for entering into joint venture. It was also agreed that Machinery would be supplied on deferred payment basis against Bank Guarantee.</p> |

COUNTRY : NIGERIA

| S No | PROJECT TITLE/ PROJECT PROMOTER | Total Inv outstnd required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|------|--|--|---|--|--|
| 2. | Mini Sugar Plant, (Vacuum Pan Technology) 18/19, Ahmadu Bello Way, P.M.B 2120, Kaduna, (Nigeria) | 4.25 | <p>(1) Mr. Reza Hatami, Senior Analyst, Investment Dev. Div. Bank of Industry and Mine, 593, Hafiz Ave. P.O. Box 15875-4456, Tehran, Iran. Telex: 212816 1MB IR Fax: (021) 895052</p> <p>(2) Eng. Major Mohd. Saeed Ikramullah, Eastern Engineering Enterprises P.O. Box 353, Gujranwala, Pakistan.</p> | Joint Venture, Training, Techni- cal Assistance, Equipment delivery, Installa- tion & Main- tenance of equipment, Tech- nology acquisition and know-how, Equity. | <p>(1) Iran is interested to provide Engineer- ing Consultancy, Management, Installation of machinery, Plant layout and training. Iranian delegation will discuss the project with the concerned authority in Iran and later on inform the sponsor about their possible joint venture co-operation</p> <p>(2) Sponsor will send detailed feasibility report to the co- operating partner for evaluation and consideration for entering into joint venture. It was also agreed that Machinery would be supplied on deferred payment basis against Bank Guarantee.</p> |
| 3. | Benue Fruit Juice Address: Same as SI.NO.1 above. | 2.53 | <p>(1) Same as SI.No.1 above</p> <p>(2) Mr. A.H. Rizvi, General Manager, Popular Food Industries Ltd. 24, Sir Abdullah Haroon Bldg. Altaf Hussain Road, Karachi (Pakistan) Telex: 23728 BURAO PK Fax: 02221-3214</p> | Same as above | <p>(1) Same as SI.No. 1 above</p> <p>(2) The Co-operating partner will provide the detailed information on the terms and conditions for supplying Machinery to the sponsor for its consideration.</p> |

COUNTRY : NIGERIA

| S. No | PROJECT TITLE/ PROJECT PROMOTER | Total Inv estment required (\$ m) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|-------|--|--|---|---|---|
| 4. | Intravenous Infusion Solution Address: Same as Sl. No. 1 above | 1.51 | <p>(1) Mr.Reza Hatami, Senior Analyst, Investment Dev. Div. Bank of Industry and Mine, 593, Hafiz Ave. P.O.Box 15875- 4456, Tehran,Iran Telex:212816 IMB IR Fax: (021) 895052</p> <p>(2) Javid Aijaz, Area Sales Manager, Medipak Limited, 23-b, National Homes, New Muslim Town, Lahore-16 (Pakistan) Tlx : 44448 SPNMC PK Fax : (042) 842900</p> <p>(3) Mr. Mohammad Ahmed, Brothers Enterprises (Pvt.) Ltd. 209, Uni Tower, I.I.Chundrigar Road, Karachi, Pakistan. Telex: 24741 TARIQ PK Fax: (92-21) 2413544</p> | Joint Ven- ture,Training, Technical Assis- tance, Equipment delivery, Installa- tion & Main- tenance of equipment, Tech- nology acquisition and know-how, Equity. | <p>(1) Iran is interested to provide Engineer- ing Consultancy, Management, Installation of machinery, Plant layout and training. Iranian delegation will discuss the project with the concerned authority in Iran and later on inform the sponsor about their possible joint venture co-operation.</p> <p>(2) Co-operating partner to inform the sponsor about their possible interest after discussing the project with their Director.</p> <p>(3) Sponsor to send feasibility study to the co-operating partner and also to arrange their field visit to Nigeria in order for them to examine the possibility for joint venture collaboration.</p> |
| 5. | Titanium Dioxide Production M/s. Raw Materials Research and Develop- ment Council, 28, Berkley Street, LAGOS (Nigeria) | 17.4 | (1) Same as Sl. No.1 above | Same as above | Same as Sl. No. 1 above. |

COUNTRY : NIGERIA

| S. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|--------|--|--|---|------------------------|--|
| 6. | Production of Phosphoric Acid Address: Same as Sl. No.5 above | 19.59 | <p>[1] Same as Sl. No.1 above</p> <p>[2] Mamdouh M. El. Masry Misr. Foreign Trade Co. 1, Kasr El Nil St. Cairo [Egypt] Telex: 92370-92233- 92782 MICOMX UN Fax: 763584 - 766461</p> <p>[3] Mohammad Ahmed Chief Executive Brothers Enterprise [Pvt.] Ltd. 209, Unitower I.I. Chundrigar Road Karachi-74000 [Pakistan] Telex: 74741 TARIQ PK Fax: (092-21) 2413544</p> | Same as above | <p>[1] Same as Sl. No.1 above.</p> <p>[2] The text of the agreement on the form of technical co- operation and assistance is to be prepared by the Nigerian Consultant and Egyptian Experts. It will be subsequently submitted to the Governments of both countries for ratification.</p> <p>[3] Feasibility study will be provided to the co-operating partner for their study and possible joint venture co-operation.</p> |
| 7. | Production of Refractory Bricks Address : Same as Sl. No. 5 above | 39.71 | <p>[1] Same as Sl. No.1 above</p> <p>[2] Mamdouh M. El. Masry Address: Same as Sl. No. 2 above</p> <p>[3] Anis Gul, Director Precision Engineering Ltd. 7/83 Shahrah-e-Quaid-e-Azam Lahore-3 [Pakistan] Telex: 44596 SAADG PK Fax: 371314</p> | Same as above | <p>Same as Sl. No. 1 above</p> <p>[2] Same as Sl. No. 2 above</p> <p>[3] Co-operating partner is interested to supply complete machinery and equipment as well as provide technical assistance. It may also take part upto 10-20% of the investment. Follow-up contacts should be arranged between the two parties for further development.</p> |

COUNTRY : NIGERIA

| S. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|--------|--|--|---|------------------------|---|
| 8. | Transformer Oil Making Plant Dr. Abdullahi A. Aliyu Address: Same as Sl. No. 5 above | 0.635 | [1] Same as Sl. No.1 above [2] Fiaz J. Malik The Chancellors Overseas P.O. 245, Gujranwala-52250 [Pakistan] Telex: 4588 MALIK PK Fax: (431) 50232 | Same as above | [1] Same as Sl. No. 1 above [2] Sponsor will send detailed feasibility report to the co- operating partner for review and considering equity participa- tion. It was also agreed that Machinery would be supplied on deferred payment basis against Bank Guarantee. |
| 9. | Production of Starch Derivatives Address: Same as Sl.No.5 above | 17.44 | [1] Same as Sl. No.1 above [2] Mamdouh M. El. Masry Same as Sl. No. 2 above [3] Anis Gul, Director Same as Sl. No.3 above | Same as above | [1] Same as Sl. No. 1 above [2] Same as Sl. No. 2 above [3] Same as Sl. No. 3 above |
| 10. | Lead-Zinc Smelting Project Address: Same as Sl. No.5 above | 17.55 | Same as Sl. No. 1 above | Same as above | Same as Sl. No. 1 above |
| 11. | Production of Longfibre pulp from Kenaf Address: Same as Sl. No.5 above | 5.67 | Same as Sl. No. 1 above | Same as above | Same as Sl. No. 1 above |
| 12. | Ginger Processing Address: Same as Sl. No. 5 above | n.a. | Same as Sl. No. 1 above | Same as above | Same as Sl. No. 1 above |
| 13. | Salt production Address: Same as Sl. No. 5 above | n.a. | Same as Sl. No. 1 above | Same as above | Same as Sl. No. 1 above |

COUNTRY : SIERRA-LEONE

| S No | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|------|--|--|---|--|--|
| 1. | Stone cutting and Polishing Industry Sierra-Leone Housing Corporation, Freetown, Sierra-Leone | 0.85 | 1) Mr. Mehdi Hossein, Deputy Minister Consultant, Economic & Commercial Affairs, Ministry of Industry, P.O. Box 4617, Tehran, Iran. Telex: 212796 Fax: 899547 2) Mr. Reza Hatami, Senior Analyst, Investment Development Division, Bank of Industry & Mine, 593, Hafiz Ave. Tehran, Iran Telex: 212816 IMB IR Fax : (021) 895052 | Joint venture, Consultancy, Technical assistance, Equipment delivery, Installation & maintenance of equipment, Technology acquisition and know-how, Equity, Loan. | 1) Ministry of Industry, Iran will seek assistance from interested partners in the private sector for joint collaboration and will respond accordingly. |
| 2. | Soap Manufacturing Plant Sierra Leone National Petroleum Company, NP House, Cotton Tree Siaka Stevens Street, FREETOWN | 0.2 | 1) Same as SL.No. 1 & 2 above. 2) Mr. Mohd. Nasimuddin Mirza Managing Director, United Group International P.O.Box 46812, Airport Road, Abu-Dhabi, (U.A.E.) Telex: 23822 UGIUAE EM Fax: 334638 3) Mr. Fiaz Malik, The Chancellors Overseas 4, Aram Basti, P.O. Box 245 Gujranwala-52250 (Pakistan) Telex: 45388 MALIK PK Fax: (431) 50232 | Same as above | 1) Same as SL.No. 1 above 2) M/s. UGI agreed to locate suitable partner in U.A.E. and will inform the sponsor accordingly. 3) The sponsor will provide the necessary details to the co-operating partner for their study and possible joint venture collaboration. |

COUNTRY : SIERRA-LEONE

| S. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|--------|---|----------------------------------|--|---------------------|--|
| 3. | Mixed Farming Franger Agricultural Development Association Hastings Village, 12, miles from Freetown Sierra-Leone | 0.15 | 1) Mr. Mehdi Hossein Address: Same as Sl. No. 1 above 2) Mr. Reza Hatami Address: Same as Sl. No. 2 above 3) Mr. Mohd Nasimuddin Mirza Address: Same as Sl. No. 2 above | Same as above | 1) Same as SI.No. 1 above 2) Same as SI.No. 1 above 3) Same as SI.No. 2 above |
| 4. | Small Scale Foundry and Rolling Mill Modern Workshop Metal Workshop 26, Circular Road, Freetown, Sierra-Leone | 0.54 | 1) Mr. Anis Gul, Director, Kamran Steel Mills Ltd. 7/83 Shahrah-e-Quaid-e-Azam, Lahore-3, (Pakistan) Telex: 44596 SAADG PK Fax: 371314 2) Mr. Nihaluddin Siddiqui Dy. Cheif Engineer, Production Planning & Design, Pakistan Steel/Pakistan Steel Fabricating Co. Ltd. Bin Qasim, Karachi. Pakistan. Telex: 23804 PSMC PK 3) Mr. Iyaz Malik, Address: Same as Sl. No. 3 above. 4) Mr. Salim Alaybeyi, Vice President, Molino Makina Sanayi ve Ticaret A.S. P.K. 39 Konya (Turkey) Telex: 48172 MONO TR Fax: (33) 158911 | Same as above | 1) The co-operating partner is interested to supply machinery. The delivery will be made within three months after the payment. The co-operating partner also agreed to offer complete technical assistance. 2) The Co-operating partner has agreed to provide technical inputs and will submit the technical proposal to the Islamic Chamber /UNIDO for taking up the matter with the Governemnt of Pakistan. The sponsor will provide the feasibility study and should also identify the products and maximum range. 3) Same as Sl. No. 3 above. 4) The sponsor will send the detailed information and specification to M/s. Molino, which will thereafter send the proforma invoice. |

COUNTRY : SIERRA-LEONE

| S. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (US\$) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|--------|---|----------------------------------|--|--|---|
| 5. | Manufacturing of Ceramic Wares, Mr. Falla Osman B.Walan, Deputy Director, Ministry of Industry & State Enterprises, Freetown, Sierra-Leone | n.a. | 5) M/s.Apollo Consultants and Technical Services, City P.O.Box No. 9949 327, Muhammadi House, I. I. Chundrigar Rd, Karachi, Pakistan Telex: 2649 ATLAS PK Fax: 92-21-241-6714 Mr. Alireza M. Alladin, Managing Director, Shabbir Tiles & Ceramics Ltd Hannan Centre, Shahrah-e-Faisal, P.O.Box 12725 Karachi-75350 (Pakistan). Tlx: 2837 SHKIR, Fax: 330545 | Joint venture, technical assistance and equity. | 5) The Co-operating partner may provide technical and some financial assistance. Requested the sponsor to send the detailed feasibility report for their study and consideration for possible joint venture collaboration. The co-operating partner is willing to provide floor and wall tiles (bath rooms). The sponsor should provide volume and product specifications to be manufactured together with the feasibility report for co-operating partner's review. |
| 6. | Manufacturing of children's clothing Mrs. M.B. Rhodes, Ruzby Enterprise, 6, Murray Town Rd, Freetown (Sierra-Leone) | 0.1 | 1) Mr. Mohd. Nasimuddin Mirza Address: Same as Sl. No.2 above [2] Mr. Fiaz Malik The Chancellor Overseas 4-Aram Basti, P.O.Box 245 Gujranwala-52250 [Pakistan] Telex: 45388 MALIK PK Fax: [431]50232 [3] Mr. Iyaz Malik Chief Executive Pasban Soap Industries [Pvt] Ltd P.O.Box 431Gujranwala-52250 Pakistan Telex: 4588 MALIK PK | Joint venture, training, technical assistance, equipment delivery, Installation & equipment maintenance. | 1) Same as Sl. No 2 above [2] The sponsor will provide the necessary details to the co- operating partner for their study and possible joint venture collaboration. [3] -do- |

COUNTRY : SIERRA-LEONE

| Sl. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|---------|---|-------------------------------|--|---|--|
| 7. | Roast and Ground Coffee Manufacturing Mr. Victor James Cole Assistant Director of Projects, National Development Bank Siaka Stevens St. Freetown | 0.12 | Mr. Mohd. Nasimuddin Mirza Address: Same as Sl. No.2 above. | Joint Venture, Consultancy, Technical assistance, equipment delivery, installation & maintenance of equipment, Technology acquisition & know-how. | Same as Sl. No. 2 above |
| 8. | Fruit Juice and Jam Manufacturing plant Freetown Cold Storage Co. Ltd. P. O. Box 99, George Brook Freetown. | 0.055 | [1] Mr. Mohd. Nasimuddin Mirza Address: Same as Sl. No.2 above [2] Mr. A.H. Rizvi, General Manager, Popular Food Industries Ltd., 24 Sir Abdullah Haroon Road, Opp:Valika Chambers, Karachi- 74000 [Pakistan]Telex: 23728 BURRAQ PK Fax: 02221 - 3214 | Equipment delivery, Joint venture | [1] Same as Sl. No. 2 above. [2] The sponsor agreed to provide the feasibility study. The cooperating partner after receiving the study will analyse the cost as compared to the selling price of a Fruit Juice Can, which is of Rs.3/- per can of 250 grams in Pakistan. |
| 9. | Manufacturing of Coconut based products Mr. O.S.A. Lewis Surena Enterprises Syke Street Freetown | 0.13 | Mr. Fiaz Malik Address: Same as Sl. No.3 above | Joint Venture | Same as Sl. No.3 above |

COUNTRY : SUDAN

| S. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|--------|--|--|---|--|--|
| 1. | <p>Central Workshop for the manufacture of spare parts and accessories for the Textile Industry. Dr. Abdel Rahman Abdallah Ali, General Manager, General Spinning & Weaving Co. P.O.Box 765, KHARTOUM (Sudan).</p> | 3.54 | <p>1] Mr. Masood Ahmad Khan, General Manager Commercial (Sales Marketing & Purchase) Pakistan Machine Tool Factory, Landhi, KARACHI-75030 (Pakistan) Telex: 25300 PMTF PK Fax : (92-21) 7738123</p> <p>2] Mr. Hussain A. Siddiqui, General Manager (Commercial) State Engineering Corpn. 2nd Floor, Saeed Plaza, Blue Area, Khayaban-e-Quaid-e-Azam, Islamabad (Pakistan) Telex: 54491 SEC PK Fax: 819601</p> | <p>Equity participation, Loans, Machinery & Equipment, Access to foreign markets, Technical collaboration and joint venture.</p> | <p>The sponsor agreed to send to the co-operating partner the updated and revised copy of the UNIDO Report prepared in 1984. The Co-operating Partner will thereafter look into ways and means to supply machinery on credit basis.</p> <p>ICCI&CE /UNIDO are requested to follow-up.</p> |
| 2. | <p>Battery Manufacturing Mr. M.H. Gizouli Gizouli Projects & Trading Co. Ltd. C/o. Dr. Ibrahim Al Bashir Osman, General Manager, The Investment Public Corporation, P.O.Box 6286, KHARTOUM (Sudan)</p> | 0.96 | <p>Mr. S. Ghazanfar Sajjad, Director, Telec Electronics and Machinery (Pvt.) Ltd. 415, Mahboob Chambers, Abdullah Haroon Road, KARACHI-74400 (Pakistan) Telex: 2690 ELCO PK Fax : 92-21-5680908</p> | <p>Loans, Licence & Know-how and Joint Venture.</p> | <p>Sponsor is invited to visit Pakistan to see the factory & hold further discussions.</p> <p>Director of M/s. Telec may also visit Khartoum to examine the possibilities of joint venture.</p> <p>Sponsor is requested to provide details of the project such as the risks and commitments of the co-operating partner.</p> <p>Sponsor should also provide maximum information about competition in Battery Manufacturing & their market share, brand names & Joint Ventures as well as complete range of production.</p> |

COUNTRY : SUDAN

| Sl. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|---------|--|-------------------------------------|--|--|---|
| 3. | Manufacture of Food Products, Mr. Ahmed Sabbar, El Nasr Products Co. C/o. Dr. Ibrahim Al Lashir Osman General Manager, The Investment Public Corporation, P.O.Box 6286, KHARTOUM (Sudan). | 1.78 | Mr. A.H. Rizvi, General Manager, Popular Food Ind.Ltd. 24, Sir,Abdullah Haroon Bldg, Altaf Hussain Road, Off: Valika Chambers, KARACHI-74000 (Pakistan) Telex: 23728 BURAQ PK Fax : 02221-3214 | Loan, Licence & know-how and Joint Venture. | The sponsor will submit the detailed feasibility study to the co-operating partner, who is ready to provide assistance including Joint Venture. |
| 4. | Agro Industrial Complex for Export Mr. Gaafar Hussein Salih, Director General for Public & Joint Venture Cos. Secretariat P.O.Box 2184, KHARTOUM (Sudan) | 5.00 | 1] -do- 2] Mr. Fiaz Malik, The Chancellors Overseas, P.O.Box 245, Gujranwala-52250, (Pakistan) Telex: 45388 MALIK PK Fax: (431) 50232 | Equity participation, Loan, Machinery & Equipment, Access to foreign markets, Technical Collaboration and Joint Venture. | 1] Co-operating partner will seek other technical partners in Pakistan and will submit his proposal to the sponsor. 2] M/s. The Chancellors Overseas agreed to identify manufacturers from Pakistan in order to look into the possibilities for joint venture and will inform the sponsor accordingly. |
| 5. | Manufacture of Cotton Guage (Medicated Cotton Wool) El-Haj Yousef El Makki El Makki Industrial and Trading Co. P.O. Box 2389 KHARTOUM (Sudan) Telex 22791 ALDGB, SD | 1.19 | Mr. Ghazanfar Aly Khan, Director, Asadullah Khan & Co.(Pvt.) Limited, Commerce Centre, Hasrat Mohani Rd Off: I.I.Chundrigar Road, KARACHI (Pakistan) Telex: 24519 ASAD PK | Machinery & Equipment and Joint Venture | The sponsor agreed to send the feasibility study to the Co-operating partner, who shortly after that would visit Sudan to discuss further details. |

COUNTRY : SUDAN

| S. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Inv estment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|--------|--|--|--|--|--|
| 6. | <p>Manufacture of Sugar Cane & Honey Mr. A. Bagi Omer, General Manager, Sahara Engineering Co. Limited, C/o. Dr. Ibrahim Al Bashir Osman, General Manager, The In- vestment Public Corp. P.O. Box 6286, KHARTOUM (Sudan)</p> | 0.59 | <p>Mr. Manzoor ul Haq, 29, Badri Bldg. I.I.Chundrigar Road, KARACHI (Pakistan) Fax: (Lahore) 0-42-236669</p> | <p>Loans and Joint Venture</p> | <p>The Sponsor agreed to send the feasibility study to the co-operating partner for their study and further action.</p> |
| 7. | <p>Silica-Lime-Bricks Factory Mr. Mahmoud Mustafa Salih Sand Bricks Factory No. 1456, C/o. Industrial Bank of Sudan, P.O.Box 1722, KHARTOUM (Sudan) Telex: 22456 SINAI SD</p> | 1.36 | <p>Mr. Fiaz Malik, Director, The Chancellors Overseas P.O.Box 245, Gujranwala-52250 (Pakistan) Telex: 45388 MALIK PK Fax: (431) 50232</p> | <p>Machinery & Equipment and Joint Venture.</p> | <p>The Sponsor will submit the details of Machinery & Equipment. The co-operat- ing partner will subsequently send a Tech- nical Expert to evaluate the Project Marketability and the availability of raw materials.</p> |
| 8. | <p>Cotton Spinning Project Mr. Farouk M. Abdel Rahman, Director, Project Preparation Sudan Development Corporation P.O.Box 710, KHARTOUM (Sudan).</p> | 137.73 | <p>1) Mr. Mehdi Hossein, Dy.Minister Consultant, Economic & Commercial Affairs, Ministry of Industry, P.O.Box 4617, TEHRAN (Iran). Telex: 212796, Fax: 899547 1-b) Dr.Habib Chini, Director Iran Chamber of Commerce Industries & Mines, 254 Taleghani Avenue, TEHRAN (Iran).</p> | <p>Joint Ven- ture, Loan, Machinery & Equipment, Licence & Know- how and Training.</p> | <p>1) Ministry of Industry of Iran and the Chamber of Commerce, Industries & Mines of Iran have agreed to submit the project to private & public sector enterprises for exploring possibilities of joint venture with Sudan. They will convey the response within four months.</p> |

COUNTRY : SUDAN

| S No | PROJECT TITLE/ PROJECT PROMOTER | Total Inv estment required (\$ m) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|---------|---|--|--|---|--|
| 9. | Sports Shoes Manufactur- ing Mr. Syed Yousif Adam Yousif, Managing Director, Sata Limited, P.O. Box 88, KHARTOUM (Sudan) | 2.58 | <p>2) Mr. Fiaz Malik, Director The Chancellor Overseas P. O. Box 245, GUJRANWALA-52250 Pakistan Telex: 45388 MALIK PK Fax: (431) 50232</p> <p>1) Dr. Habib Chini, Director Centre for Economic Research & Analysis, Iran Chamber of Commerce In- dustries & Mines Add: Same as SI.No.1-b above Mr. Mehdi Hossein, Ministry of Industry Add: Same as SI. No. 1 above</p> <p>2) Mr. Tahir Sharif Hassan, Proprietor, Al-Qasim, 81- 82, Farid Chambers, Abdullah Haroon Rd, KARACHI, Pakistan Tx:23084 LYRA PK Fax: 9221 510293</p> <p>3) Mr. Fiaz Malik, The Chancellor Overseas P.O.Box 245, GUJRANWALA-52250 Pakistan Telex: 45388 MALIK PK Fax: (431) 50232</p> | Joint Venture, Equity participa- tion, Equipment delivery, Training. | <p>2) On receiving the detailed feasibility report, co-operating partner will examine the possibility of entering into joint ven- ture and other forms of co-operation.</p> <p>1) The Iranian Chamber of Commerce & Ministry of Industry have agreed to submit the project to ...e Syndicate of Iranian leather Producers. They will convey their response within four months.</p> <p>2) The sponsor has submitted the pre- feasibility study to the co- operating partner for examining the possibility of entering into joint venture. Response will be given to the sponsor within one month.</p> <p>3) Sponsor will send detailed feasibility report to the co- operating partner for evaluation and consideration for entering into joint venture. It was also agreed that Machinery will be supplied on deferred payment basis against Bank Guarantee.</p> |

COUNTRY : SUDAN

| S No. | PROJECT TITLE/ PROJECT PROMOTER | Total Inv estment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|-------|---|--|---|---|---|
| 10. | <p>Composite Flour Project, General Manager, Flour Mills Co. Ltd. Khartoum North, C/o. Mr. Farcuk M. Abdel Rahman, Director, Project Preparation, Sudan Development Corp. P.O.Box 710, KHARTOUM (Sudan)</p> | 10.6 | <p>Mr. M. Salim Alaybeyi, Vice President, Molino Co. P.K. 39, KONYA (Turkey) Telex : 48172 MONO-TR Fax : (33) 158911</p> | <p>Loan, Machinery & Equipment, Training and Joint Venture.</p> | <p>The co-operating partner is ready to enter into joint venture. It will consult its Board of Directors and will convey the response to the sponsor within one month for the establishment of Sorghum Composite Flour Mills and a Transfer of M/s.Molino's Technology.</p> |
| 11. | <p>Cement and Lime Plants Mr. Mohamed Widatalla Deputy Director General Public Industrial Ent. Secretariat, Ministry of Industry, P.O.Box 2184, KHARTOUM (Sudan) Telex: 22378 SAADEN SD</p> | 11.0 | <p>Mr. Hussain A.Siddiqui State Engineering Corpn. (Pvt.) Limited, Ministry of Production, 2nd Floor, Saeed Plaza, Blue Area, Khayaban-e-Quaid-e-Azam, ISLAMABAD (Pakistan) Telex: 54491 SEC PK Fax: 819601</p> | <p>Joint Venture, Equity participation, Loans, Machinery & Equipment, Technical collaboration and Training.</p> | <p>- The Technical & Feasibility Study will be carried out by the sponsor in association with the co-operating partner and financing will be provide by IDB and application in this respect shall be made by sponsor in about 45 days. - Dependent on the results of the Feasibility Study detailed project Report will be prepared by the consultants. - The co-operating partner will help the sponsor by arranging another joint venture partner for equity participation and shall inform the sponsor within 60 days.</p> |

COUNTRY : SUDAN

| S. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (\$ m) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|--------|--|----------------------------------|---|--|--|
| 12. | <p>Port Sudan Spinning Mill Dr. Abdel Rahman Abdella Ali General Manager General Spinning & Weaving Co. P.O.Box 765 Khartoum</p> | 136.57 | <p>[1] Apollo Consultants and Technical Services, City P.O. Box No. 9949, 327 Muhammadi House, I. I. Chundrigar Rd Karachi, Pakistan Tlx: 2649 ATLAS PK and Fax: 92-21-2416714 Attn:APOLLO TCLC 719687</p> <p>[2] Dr. Habib Chini, Director Address: Same as Sl. No.8 above Mr. Mehdi Hossein Address: Same as Sl. No.8 above</p> | <p>Equity participation, Loans, Machinery & Equipment, Access to foreign markets, Technical collaboration and Joint venture.</p> | <p>1) The cooperating partner is willing to provide Technical Assistance, Air-conditioning equipments and required Cone-Winders as well as other back-up to make the Mill technically operational and profitably viable.</p> <p>2) Ministry of Industry in Iran will be contacted by the Iranian delegation and shall reply to the sponsor within 4 months</p> |
| 13. | <p>Leather Garments Mr. Gafer Hussein Salih Director General for Public & Joint Venture Cos. Secretariat P.O.Box 2184 Khartoum</p> | 11.0 | <p>[1] Mr. Wamiq Sayeed, Director R.M.H. International Inc., Leather Garments 7/12, Rimpa Plaza M.A.Jinnah Road, Karachi [Pakistan] Telex: 23303 TEEKO PK Fax: [9221]7737149</p> <p>[2] Dr. Habib Chini, Address: Same as Sl. No.8 above Mr.Mehdi Hossein Address: Same as Sl. No.8 above</p> | <p>Equity participation, Technical collaboration and Joint venture</p> | <p>1)The cooperating partner agreed to visit Sudan to assist in manufacturing Leather fashion garments for export. Both parties will exchange all the information in order to prepare feasibility study. The two parties agreed to enter into this project on a joint venture basis by way of equity participation.</p> <p>2) Same as Sl. No. 8 above</p> |

COUNTRY : UGANDA

| S. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (K \$) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|--------|--|----------------------------------|--|---|---|
| 1. | <p>Rehabilitation of Uganda Grain Milling Co. Mr. Moses Mutagwa, Industrial Economist, Public industrial Enterprises Secretariat (PIES), Ministry of Industry & Technology, IPB Building, UNDP Box 7184 KAMPALA (Uganda)</p> | N.A. | <p>1) Mr. Salim Alaybeyi Vice President, Molino Makina Sanayi ve Ticaret A.S., P.K. 39, KONYA (Turkey) Telex: 48172 MONO TR Fax : (33) 158911</p> <p>2) Mr. Raja Mohammed Riaz, President, Azad Jammu & Kashmir Chamber of Commerce & Industries, Mirpur, AZAD KASHMIR (Pakistan).</p> | <p>Equity participation, Loans, Machinery & Equipment and Joint Venture, Leasing, Training, Technology acquisition and Know how.</p> | <p>1) Sponsor agreed to provide M/s.Molino with the following information on types of Machinery and specifications: - Machinery manufactureres, - Date of installation, - Production capacity, - Quality of finished product and types of flour machinery needed.</p> <p>Co-operating partner will evaluate the aforesaid information before taking a final decision on its possible participation.</p> <p>2) Cooperating partner agreed to take part in the equity in the form of supplying machinery (a fully automatic plant). Sponsor will give further details to the cooperating partner on the specific offer of possible private parties in Uganda.</p> |
| 2. | <p>Rice Milling Project (Haqi Investment Ltd.) Dr. Ahmed Kawesa Sengendo P.O.Box 3715 KAMPALA (Uganda)</p> | 0.19 | <p>1) Mr. Salim Alaybeyi Vice President, Molino Makina Sanayi ve Ticaret A.S.,P.K 39, KONYA (Turkey) Telex: 48172 MONO TR Fax: (33) 158911</p> | <p>Equity participation Joint Venture, Loans, Designing and supply of machinery & equipment, Building material for factory.</p> | <p>1) Both the parties agreed in principle to enter into joint venture. They will further hold discussions upon other issues like determining the capacity before finalization.</p> |

COUNTRY : UGANDA

| Sl. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|---------|------------------------------------|--|---|------------------------|---|
| | | | <p>2] Mr. Zahid Samad Paracha, M/s. Abdul Samad & Sons Mohammad Ferozc Street, Jodia- Bazar, Karachi-74000, Pakistan Telex: 24417 SAMAD PK Fax: (92 21) 2419056</p> <p>3] Mr. Mohammad Ahmad, Chief Executive Brothers Enterprise (Pvt.) Ltd. 209, Unitower, I.I.Chundrigar Road, Karachi-74000 (Pakistan) Telex: 24741 TARIQ PK Fax: (092 21) 2413544</p> <p>4] Mr. Md. Salim Khan, Managing Director, Management Technology (Pvt.) Ltd. P.O.Box 8063, 175/Z-11, P.E.C.H.S. Karachi-75400, Pakistan Fax: 92-21-432406</p> <p>5] Mr. Nasrullah Paracha M/s. Sawal Enterprises, Al-Sattar Chamber, 2nd Floor.M.R. 5/98 Thanai Lane, Jodia Bzr, Karachi-74000 Pakistan Telex: 24417 SAMAD PK Fax: (92-21) 2418650</p> | | <p>2] The Cooperating partner will arrange to visit Uganda before making a final decision on its possible joint venture participation in the project.</p> <p>3] Sponsor is invited to Pakistan to examine Rice Mills so as to be appraised of the technical capability of the co-operating partner. The co-operating partner is willing to invest in the project as equity partner. Both parties agreed to follow-up their discussions.</p> <p>4] The co-operating partner will look into the possibility of exploiting local funding for supplying Machinery and equipment on credit basis.</p> <p>5] The co-operating partner will arrange to visit Uganda before making a final decision on its possible joint venture participation in the project.</p> |

COUNTRY : UGANDA

| S No | PROJECT TITLE/ PROJECT PROMOTER | Total Inv estment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|---------|---|--|--|--|---|
| 3. | Extraction of Essential Oils/Pilot Project Mr. Eric Lubega, Kawoko General Agencies Ltd. P.O.Box 2024 KAMPALA (Uganda). Fax: 245580 | 2.12 | <p>6) Mr. Mohd Nasimuddin Mirza Managing Director, United Group International P.O.Box 46812, Airport Rd, ABU-DHABI (U.A.E.) Telex: 23822 UGIUAE EM Fax: 334638</p> <p>1) Mr. Anis Gul, Director, Precision Engineering Ltd 7/83, Shahrah-e-Quaid-e-Azam, LAHORE-3 (Pakistan) Telex: 44596 SAADG PK Fax: 371314</p> <p>2) Mr. Fiaz Malik, The Chancellor Overseas, P.O.Box 245, Gujranwala-52250 (Pakistan) Telex: 45388 MALIK PK Fax: (431) 50232</p> <p>3) Mr. Md.Nasimuddin Mirza, Managing Director, United Group International P.O.Box 46812,Airport Rd. ABU-DHABI (U.A.E.) Telex: 23822 UGIUAE EM Fax: 334638</p> | Loans, Equity participa- tion, Technical As- sistance, Supply of Machinery & Equipment. | <p>6) M/s. United Group International will study the proposal and respond to the Investor within 4 months.</p> <p>1) The cooperating partner agreed to supply plant & machinery. They will also provide Technical Assistance for the operation and maintenance of the plant.</p> <p>2) The cooperating partner agreed to supply Machinery on deferred payment basis against Bank Guarantee.</p> <p>3) The sponsor will provide feasibility study to the cooperating partner who agreed to go for a pilot project.</p> |

COUNTRY : UGANDA

| S. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|--------|--|----------------------------------|--|--|---|
| 4. | <p>Expansion/Modernization of an existing Ceramic ware and Agglomerated Marble Project. Mr. J.B. Kabuye, Chairman, B.K. Industries Ltd. P.O.Box 4844, 321 Naiukolongo, Mutesa 11 Road, KAMPALA (Uganda). Tlx: 61140 BKENTER Fax: 234-960</p> | 3.1 | <p>1) Mr. Anis Gul, Director, Precision Engineering(Pvt.) Ltd 7/83,Shahrah-e-Quaid-e-Azam, LAHORE-3, (Pakistan) Telex: 44596 SAADG PK Fax: 371314</p> <p>2) Dr. Habib Chini, Director, Centre for Economic Research and Analysis, Iran Chamber of Commerce, Industries & Mines, 254 Teleghani Avenue, TEHRAN (Iran).</p> <p>3) Mr. Faiz Malik, Director, The Chancellors Overseas P.O. Box 245 Gujranwala-52250 (Pakistan) Telex: 45388 MALIK PK Fax: (431) 50232</p> <p>4) Mr.Mohammed Nasimuddin Mirza,Managing Director, United Group Int'l. P.O,Box 46812, Airport Road, ABU-DHABI (U.A.E.) Telex: 23822 UGIUAE EM Fax: 334638</p> | <p>Equity participation, Loans, Access to foreign market, Joint venture and Machinery & Equipment.</p> | <p>1) The co-operating partner is interested to supply machinery & equipment as well as provide technical assistance. Follow-up contacts should be arranged between the two parties for further development.</p> <p>2) Iran Chamber of Commerce, Industries & Mines will seek assistance from interested partners in the private sector for joint collaboration and will respond accordingly.</p> <p>3) Both parties agreed to enter into joint venture and requested the Islamic Chamber to coordinate their follow-up</p> <p>4) The sponsor will provide feasibility study to the co-operating partner, who will thereafter visit Uganda for further discussions.</p> |

COUNTRY : UGANDA

| S. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|--------|--|--|--|---|--|
| 5. | Reactivation of Uganda Socks Manufacturing Ltd. c/o Mr. Moses Mutagwa Adress : Same as Sl. No. 1 above | N.A. | <p>1) Mr. Agha Israr Khan, Tabani Group of Companies A/5, SITE, KARACHI (Pakistan) Telex: 2622 TBANI PK & 25826 TBANI PK</p> <p>2) Mr. Mehdi Hossein, Dy. Minister Consultant, Economic & Commercial Affairs, Ministry of Industry, P.O. Box 4617, TEHRAN (Iran) Telex: 212796 Fax: 899547</p> <p>- Mr. Reza Hatami, Senior Analyst, Investment Development Div. Bank of Industry & Mines, 593, Hafiz Avenue, Tehran (Iran) Telex: 212816 IMB IR Fax: (021) 895052</p> <p>3) Mr. Sadruddin, Executive Director, Apollo Consultants & Technical Services, P.O.Box 9949, 327 Muhammadi House, I.I. Chundrigar Rd, Karachi-74000 Pakistan</p> | Equity, Loans, Machinery and Equipment, Technical Collaboration, Joint Venture. | <p>1) Sponsor to submit to M/s. Tabani details of the project to develop further lines of co-operation.</p> <p>2) The Cooperating partners will forward the project proposal to the private sector through their Chamber of Commerce in Iran.</p> <p>3) The Co-operating partner will examine the technical details of project proposal and will inform the sponsor within 280 days.</p> |

COUNTRY : UGANDA

| S. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|--------|---|----------------------------------|--|---|---|
| 6. | Steel Rolling Mill, Mr. F.J. Kasujja, Asstt. General Manager Uganda Development Bank, IPS Building, 14 Parliament Avenue P. O. Box 7210 KAMPALA (Uganda) | 7.66 | Mr. Anis Gul, Director, Kamran Steel Re-Rolling Mills (Pvt.) Limited, 7/83, Shahrah-e- Quaid-e-Azam, LAHORE-3 (Pakistan) Telex: 44596 SAADG PK Fax: 371314 | Joint Venture, Leasing, Training, Equipment delivery, Installation & maintenance of equipment, Technology acquisition & know-how | <ul style="list-style-type: none"> - Sponsor shall provide more details about products to be manufactured. - Co-operating partner will share 10-15% of the cost of equipment. - Co-operating partner shall provide complete technical assistance in installation and maintenance of equipment till the time when the local people are trained. - If local scrap is available, steel furnace can also be provided so as to cease the import of billets. - ICCI&CE /UNIDO is requested to follow-up with both the parties. |
| 7. | Rehabilitation of Sugar Corporation of Uganda Ltd. Address: Same as Sl.No.1 above | N.A. | <p>Mr. Masood Ahmad Khan, Gen. Manager Commercial, Pakistan Machine Tool Factory (Pvt.) Ltd. Landhi, Karachi-75030 (Pakistan) Telex: 25300 PMTF PK Fax: (92-21) 778123</p> <p>- Mr. Hussain A. Siddiqui Gen. Manager Commercial State Engineering Corpn. 2nd Floor, Saeed Plaza, Blue Area, Khayaban-e-Quaid-e- Azam, ISLAMABAD (Pakistan) Telex: 54491 SEC PK Fax: 819601</p> | Equity participation, Loan, Joint Venture, Machinery, Technical Assistance. | <ul style="list-style-type: none"> - Copy of the study available shall be supplied to the co-operating partner. - Co-operating partner is ready to send some experts for the preparation of the technical study. Funding of the experts' visit shall be arranged by the sponsor. - After preparing the technical study, commercial & financial proposals will be submitted to the sponsor by the co-operating partner. - A formal request will come from the co-operating partner confirming their willingness to undertake the study & proceed as suggested above. |

COUNTRY : UGANDA

| S. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|--------|---|----------------------------------|--|---|--|
| 8. | Rehabilitation of UGMA Engineering Corpn.Ltd. Address: Same as Sl. No.1 above | N.A. | Same as Sl.No.7 above | Equity participation, Loan, joint Venture, Machinery, Technical assistance. | - Copy of Rehabilitation Report (April 1989) will be provided to the co-operating partner. - Co-operating partner will respond on the report for further actions to be undertaken. |
| 9. | Rehabilitation of Miome General Engineering Works Ltd. Add: Same as Sl. No. 6 above | 2.78 | Same as Sl. No.7 above | Equity participation, Loan, Joint Venture, Machinery, Technical assistance. | Copy of Rehabilitation study will be supplied to the co-operating partner who will respond after review. |
| 10. | Bicycle & Bicycle Component Manufacturing Unit M/s. General Industries, P.O. Box 30898, Kampala Tlx: 61445 PARTS UG Fax: 259753/245580 Attn: Haji Haruna | 8.26 | [1] Same as Sl. No.7 above [2] Mr. Mohd. Nasimuddin Mirza, Managing Director United Group International P.O.Box 46812, Airport Road Abu Dhabi [U.A.E.] Tlx: 23822 UGI UAE EM Fax: 334638 [3] Dr. Habib Chini, Director Iran Chamber of Commerce, Industries & Mines 254 Telegani Avenue, Tehran, Iran | Technical collaboration, Equity participation, Joint venture, Management | [1] Project profile and Feasibility study have been provided to the co-operating partners, who after studying the documents will contact the sponsor for deciding on further lines of action. [2] M/s. United Group International agreed to take part in the equity. - Technology can be obtained from Taiwan, Pakistan and Korea. - Project should be started with assembling in the 1st year. - In the 2nd year 25% deletion. - The latter deletion will be 25% per year. [3] Iran Chamber of Commerce, Industries & Mines will seek assistance from interested partners in the private sector for joint collaboration and will respond accordingly. |

COUNTRY : UGANDA

| S. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Inv estment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION S | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|--------|--|--|--|--|---|
| 11. | Manufacturing of Dis- posable Sterile Syringes Mr. Kiku-Seki Mat Managing Director, Seki Estates Ltd. P.O.Box 9178 Kampala Uganda | 2.1 | <p>[1] Mr. Mohd. Nasimuddin Mirza, Managing Director United Group International Address: Same as Sl. No.3</p> <p>[2] Eng. Major Mohammed Saeed Ikramullah Eastern Engineering Enterprises P.O.Box 353, Gujranwala, Pakis- tan</p> <p>[3] Mr. Javaid Aijaz Area Sales Manager, Medipak Ltd. 23-B National Homes, New Muslim Town Lahore-16, Pakis- tan</p> <p>[4] Mr. Waqar Ali Khan General Manager Intravein International 205, Gul Tower, I.I. Chundrigar Road, Karachi [Pakistan] Fax: (092-21) 2427818</p> | Loan, Equity par- ticipiation, Machinery and Equipment, Train- ing, Joint ventures | <p>[1] The co-operating partner agreed to visit Uganda to study the project and look into the possibilities of taking part in the equity.</p> <p>[2] The co-operating partner agreed to supply Machinery on deferred payment basis against Bank Guarantee.</p> <p>[3] The co-operating partner has shown its readiness to take part in the equity. Both the parties have agreed to collaborate through exchange of medical goods.</p> <p>[4] Each party agreed to contribute to 50% of the equity. The cooperating partner will visit Kampala within two months to study the project and finalise agrcement. He will bear the Air travel expenses whereas the sponsor will bear the local expenses.</p> |
| 12. | Business Training Courses [Technical Training] Mr. Mohd. Ayub, Direc- tor General Manafia-Islamic Youth Association Plot No.10, North Road P.O.Box 792, Mbale Uganda | 0.3 | 1) Mr. Moinuddin Ali Khan Pakistan Steel, Technical Wing Bin Qasim, Karachi-50 [Pakistan] Telex: 23804 PSMC PK | Technical assis- tance, Develop- ment of course material and Training expenses. | 1) Pakistan Steel agreed to provide Techni- cal Training and requested the sponsor to submit the detailed proposal to it so that it could approach the Government of Pakis- tan for financing the Training programme. Islamic Chamber is requested to follow-up. |

COUNTRY : UGANDA

| S. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|--------|--|----------------------------------|--|---|--|
| 13. | Modernisation and Expansion of United Garment Industries Ltd Address: Same as Sl. No. 6 above | 6.85 | <p>2) Mr. Md.Salim Khan, Managing Director Management Technology International (Pvt.) Ltd. P.O.Box 8063 175/z-11,P.E.C.H.S. Karachi-75400 Fax: 92-21-432406</p> <p>3) Mr. Omar Dawood Kalinge Project Director Muslim Student Resource Documentation Centre P.O.Box 8063 Karachi-75400 Telex: 24318 UMMAT PK Fax: 92-21 466878</p> <p>[1] Mr. Mehdi Hossein Ministry of Industry Address: Same as Sl. No.5 above</p> <p>Mr. Reza Hatami Bank of Industry & Mine Address: Same as Sl. No.5 above</p> <p>[2] Mr. Nasrullah Paracha M/s. Sawal Enterprises Al-Sattar Chamber, 2nd Floor, M.R. 5/98 Thanai Lane, Jodia Bazar, Karachi-74000-Pakistan Tlx: 24417 SAMAD PK Fax: (9221) 2418650</p> | Equity, Loans, Technical assistance, Management, Contract and Joint venture | <p>2) The co-operating partner will visit Uganda to assess the need of training. They have shown interest to organize group training in Karachi.</p> <p>3) The co-operating partner will visit Uganda to help develop course material.</p> <p>[1] The Bank of Industry and Mines and the Ministry of Industry and Mines will jointly study the project and inform Ugandan partner within four months.</p> <p>[2] The cooperating partner agreed to visit Uganda before making a final decision on entering into joint venture.</p> |

COUNTRY : UGANDA

| S. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|--------|--|--|--|---|--|
| 14. | Rehabilitation of Lake Victoria Bottling Company Ltd. Address: Same as Sl. No. 1 above | N.A. | [3] Mr. Zahid Samad Paracha M/s. Abdul Samad & Sons Mohammad Feroze Street Jodia Bazar, Karachi-74000 [Pakistan] Telex: 24417 SAMAD PK Fax: (9221) 2419056 | | [3] The co-operating partner agreed to visit Uganda before making a final decision on entering into joint venture. |
| 15. | Rehabilitation of Agricultural Enterprises Limited [AEL] Address: Same as Sl.No. 1 above | N.A. | [1] Mr. Mehdi Hossein Ministry of Industry Address: Same as Sl.No.5 above - Mr. Reza Hatami Bank of Industry & Mine Address: Same as Sl.No.5 above | Joint Venture, Equipment delivery, Installation and maintenance of equipment, Technology acquisition and know-how | The co-operating partner will study the project proposal and inform the sponsor about its possible participation in the form of Technology, Engineering services, Machinery and equipment. The Promoter will find the financing. |
| 16. | Grain Handling Industry. Kawoko General Agencies Limited Plot No. 16 Grant Street P.O.Box 2024 Kampala, Uganda Fax: 245580 | N.A. | Dr. Habib Chini, Director Centre for Economic Research & Analysis Iran Chamber of Commerce, Industries & Mines 254 Teleghani Avenue, Tehran, Iran | Joint Venture & Equity. | Co-operating partner will inform the Tea Corporation in Iran about the project. Possibilities include technical collaboration in Blending Ugandan tea and assistance in exporting Ugandan tea into the Free Zone in Iran. The Ministry of Agriculture, Iran and the Ministry of Jihad will study the project and will inform the sponsor within 4 months. |

COUNTRY : UGANDA

| S. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|--------|---|--|---|--|---|
| 17. | Uganda Phosphate Project Mr. Rwakiseta-Tinaako F.J. Uganda Development Corporation Ltd. P.O.Box 7042 Kampala | 127.4 | Mr. Agha Israr Khan, Tabani Group of Companies A/5, SITE Karachi (Pakistan) Telex: 2622 TBANI PK 25826 TBANI PK | Joint venture, Leasing, Consultancy, Training, Technical assistance, Equipment delivery, Installation and Maintenance of Machinery | Sponsor to submit to M/s. Tabani details of the project to develop further lines of co-operation. |
| 18. | Modernization and Expansion of Steel Office and Hospital Furniture Eng. W. Kikomeko Technical Director Steelex Products[U] Limited P.O. Box 1765 Kampala | 0.55 | [1] Dr. Habib Chini, Director Iran Chamber of Commerce. Industries & Mines 254 Teleghani Avenue, Tehran, Iran - Mr. Reza Hatami, Senior Analyst, Investment Development Div. Bank of Industry & Mine 593 Hafiz Ave. Tehran Iran Tlx 212816 IMB IR Fax (021) 895052 | Loans, Equity and Joint Venture | Iran Chamber will submit the project to the Ministry of Industry for study and will also request the Furniture manufacturers in Iran who are interested in Hospital and Office equipments to participate in it. |
| 19. | Manufacture of Paper from Papyrus or Waste paper. Mr. Muhammad Kawiri and Ms. Maimuna Nimulola M.K. Manufacturers & General Agencies Ltd. P.O.Box 792, Mbale | 0.5 | Mr. Mohd. Nasimuddin Mirza Managing Director United Group International P.O.Box 46812 Airport Rd. Abu Dhabi [U.A.E.] Telex: 23822 UGI UAE EM Fax: 334638 | Joint Venture | The sponsor will visit UAE with detailed proposal of joint venture for further discussions with the co-operating partner. |

COUNTRY : UGANDA

| S No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SUGGESTION | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|-------|--|--|--------------------------------------|----------------------------|--|
| 20. | Modernization of Maize and Rice Mill. Mr. Isa Kizito Kigulu. United Trade Agency, P.O.Box 184. Iganga | 0.09 | Same as Sl. No. 19 above. | Joint Venture | Same as Sl. No. 19 above. |
| 21. | Manufacture of Cotton Gauge [medicated cotton wool] Al-Haji Sulaiman Masaaba, P.O.Box 11009 Kampala | 1.2 | -do- | Joint Venture | -do- |
| 22. | Manufacture of Metal and Allied Products Mr. J. Lukwaago and B. Kafeero P.O. Box 1300, Masaka | 0.148 | -do- | Joint Venture | -do- |
| 23. | Establishment of Fresh fruit preservation & Canning facility Mr. Twaha Lukwanzi P.O.Box 1196, Kampala | 0.12 | -do- | Joint Venture | The co-operating partner will study the project proposal and respond about their interest accordingly. |
| 24. | Processing of Hides and Skins Mr. Mohd. Twaha and Mr. Nuruh P.O.Box 1196, Kampala | 0.122 | -do- | Joint Venture | -do- |

COUNTRY : UGANDA

| S. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (U S) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|--------|--|---------------------------------------|--------------------------------------|------------------------|---|
| 25. | Modernization of existing maize, sorghum and millet milling plant Mr. Elisa Ssebunya Ssebunya Self Reliance P.O.Box 3902, Kampala. | 0.074 | Same as Sl. No. 24 above. | Joint Venture | Same as Sl. No. 24 above. |
| 26. | Expansion and Modernization of an existing shoe manufacturing unit. Mr. Walter Wadamba Manana Foundation Ltd P.O.Box 1504, Mbale | 0.123 | -do- | Joint Venture | -do- |
| 27. | Expansion & Modernization of an existing Garment Factory. Miss Grace Engwau C/o Ugadev Bank Ltd. P.O.Box 7019, Kampala | 0.033 | -do- | Joint Venture | -do- |
| 28. | Manufacture of Tents, Sleeping bags, shipping bags, uniforms, overcoats overalls, heavy duty bags. Mr. Hajati Safina Kavuma Sebuco Agents Ltd. C/o Ugadev Bank Ltd. P.O.Box 7019, Kampala | 0.034 | -do- | Joint Venture | The sponsor will visit UAE with detailed proposal of joint venture for further discussions with the co-operating partner. |

COUNTRY : UGANDA

| S. No | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|-------|---|--|---|----------------------------|---|
| 29. | Expansion & Modernization of existing Garment Factory Mrs. Florence Muguluma Flora Knitwear C/o Ugadev Bank Ltd. P.O.Box 7019 Kampala | 0.029 | same as No. 28 above | Joint Venture | The sponsor has handed over the opportunity study of the project to the co-operating partner, who will study the project and would respond about their interest accordingly. |
| 30. | Charcoal briquettes for fuel Mr. Ally Isaac Kasiira Associated Energy Works P.O. Box 5499, Kampala | 0.17 | [1] -do- [2] Mr. Md.Salim Khan, Managing Director, Management Technology International [Pvt.] Ltd. P.O.Box 8063, 175/Z-11, P.E.C.H.S.Karachi-75400 Pakistan Fax: 92-21-432406 | Joint Venture and Training | [1] -do- [2] The co-operating partner has agreed to visit Uganda to detail its interest in the project. |
| 31. | Expansion & Modernization of existing Bakery Ms Fauzia Kayinza Annisa-I Sister's Circle P.O. Box 792, Mbale | 0.013 | Mr. Mahmoud Hamza Ramadan Supervisor Labor Deptt. Kuwait Chamber of Commerce and Industry, P.O. Box 775 Safat 13008, Kuwait Fax: 2446921 | Loan | The sponsor will visit Kuwait with detailed project proposal for further discussions. |
| 32. | Knitting & Garment Factory The Chairperson Para Women's Club P.O.Box 5812, Kampala | 0.01 | -do- | Loan | The sponsor will submit the detailed project proposal to the Kuwait Chamber of Commerce and Industry who will seek assistance from interested partners in Kuwait and will respond accordingly |
| 33. | Pharmaceutical Manufacturing Plant [Medium] Dr. Ismail Ndifuna Al-Razi P.O.Box 792, Mbale | 0.2 | -do- | Interest free loan | The sponsor will visit Kuwait with detailed project proposal for further discussion. |

COUNTRY : UGANDA

| No | PROJECT TITLE/ PROJECT PROMOTER | Total Inv estment required (\$ K) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|-----|---|--|--|--|---|
| 34. | Manufacturing of Starch from Cassava, Glue from Animal horns & hooves Al-Haji Sulaiman Masaaba, P.O.Box 11009, KAMPALA (Uganda). | 0.051 | Same as Sl. No. 33 above | Loan | Same as Sl. No. 33 above |
| 35. | Manufacturing of Agricultural Machinery Mr. Joseph Semambo Gehena Metal Works and Building Contractors, P.O.Box 371, MBALE, Uganda | 0.134 | -do- | Loan | -do- |
| 36. | Roasting and Grinding of Arabica Coffee, Mr. Sheikh Shaban Mubejje, Uganda Arabica Coffee Ass. P.O.Box 1156, MBALE | 0.09 | -do- | Machinery & Equipment, Joint Venture and interest free loan | -do- |
| 37. | Expansion of an existing Metal and Wood Workshop. Mr. Muhammad Ayub, Manafi-ia Saw Mill and Furniture Mart, P.O.Box 792, MBALE (Uganda) | 0.11 | 1) -do- 2) Mr. Md. Salim Khan, Managing Director, Management Technology International (Pvt.) Ltd. P.O.Box 8063, 175/Z-11, P.E.C.H.S. Karachi-75400, Pakistan Fax: 92-21-432406 | Machinery & Equipment, Training, Management Consultancy and Loan. | 1)-do- 2) The sponsor will submit the detailed project proposal to the co-operating partner for their study, who will thereafter furnish their offer accordingly. |

COUNTRY : UGANDA

| S. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|--------|--|----------------------------------|--|--------------------------------------|---|
| 38. | 38) Blending and Packing of Processed Tea, Haji Abdul Nsereko, Uganda Libya Trading Company, P.O. Box 11009, KAMPALA (Uganda) | 0.077 | Mr. Mehdi Hossein, Dy. Minister Consultant, Economic & Commercial Affairs, Ministry of Industry, P.O.Box 4617 TEHRAN (Iran) Telex : 212796 Fax: 899547 | Joint Venture | It was agreed that the sponsor would submit the detailed project proposal to the Ministry of Industry, Iran, who will seek assistance from interested partners in Iran and will respond accordingly. Later on, the sponsor will visit Iran for further discussions. |
| 39. | Honey Farm, Mr. Muhammad Ayub, Manafi-ia Mixed Farm, P.o. Box 792, MBALE (Uganda) | 0.037 | -do- | Joint Venture and Technical Know-how | -do- |
| 40. | Establishment of an Industrial Estate in Mbale. H.E. James Wapakhabulo, Minister of Industry & Technology and Mr. Muhammad Ayub, Zonal Organizer, Uganda Small Scale Industries Association P.O.Box 792 MBALE Uganda | 3.2 | -do- | Joint Venture | -do- |
| 41. | Expansion of an existing mixed farm (Agriculture and Animal Husbandry) Mr. Harith Ali, C/o. Mr. Sulaiman Masaaba Chakama Ranching Co. Ltd P.O. Box 11009, KAMPALA (Uganda) | 0.952 | Mr. Md. Salim Khan, Managing Director, Management Technology International (Pvt.) Ltd.P.O.Box 8063, 175/Z-11, P.E.C.H.S., Karachi-75400 Pakistan,Fax: 92-21-432406 | Joint venture | The co-operating partner, after studying the detailed feasibility study and other documents, would submit its offer. |

COUNTRY : UGANDA

| S. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|--------|--|--|--|---|--|
| 42. | Manafi-ia Islamic Book Centre and Printing Press Mr. Muhammad Ayub, P.O.Box 792, MBALE (Uganda) | 0.18 | Same as Sl. No. 41 above | Joint venture, supply of modern printing equip- ment | The co-operating partner will visit Uganda for further discussions and thereafter detail his interest in the project. |
| 43. | Manafi-ia Credit Scheme, Mr. Muhammad Ayub, P.O.Box 792. MBALE (Uganda) | 1.0 | -do- | Joint venture. | -do- |
| 44. | Housing Estate, Al-Haji Sulaiman Masaaba, Masaaba Es- tates Ltd. P.O.Box 464, MBALE (Uganda) | 10.0 | 1) Dr. Abu Reza, Islamic Development Bank, P.O.Box 5925, Jeddah-21432, Saudi Arabia Tlx: 601137-601407 ISDB SJ Fax: 6366871 2) Mr. Omar Dawood Kalinge, Project Director, Muslim Student Resource & Documenttition Centre, P.O.Box 8063, KARACHI-75400 (Pakistan) Tlx: 24318 UMMAT PK Fax: 92-21-466878 | Equity, Consult- ancy and designing | 1) The sponsor will upgrade the scope of the project and submit the detailed feasibility study and other related documents to the Islamic Development Bank for its study and consideration. 2) The co-operating partner is interested in undertaking consultancy and designing of project. It has agreed to visit Uganda for further discussions. |
| 45. | Housing Complex Mr. Harith Ali C/o. Al- Haji Sulaiman Masaaba, Malindi Islamic Centre, P.O. Box 11009 KAMPALA (Uganda). | 1.308 | Mr. Omar Dawood Kalinge, Project Director, Muslim Student Resource & Documentation Centre, P.O. Box 8063, KARACHI-75400 (Pakistan) Telex: 24318 UMMAT PK Fax: 92-91-466878 | Joint Venture. | The co-operating partner, after studying the detailed feasibility study and other related documents, will arranged visit to Uganda, to elaborate his interest in the project. |

COUNTRY : REPUBLIC OF YEMEN

| S. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|--------|---|--|--|--|---|
| 1. | <p>French Fries & Chips Mr. Mohamed Hassan Al-Zubieri Zubieri Trading Co. P.O.Box 535 SANA'A Telex: 2285 ZUBIRI YE Fax: (2) 245838</p> | 10.0 | <p>[1] Mr. Mohammed Nasimuddin Mirza, Managing Director United Group International P.O.Box 46812, Airport Rd. Abu Dhabi [U.A.E.] Telex: 23822 UGIUAE EM Fax: 334638</p> <p>[2] Mr. Reza Hatami, Senior Analyst, Investment Development Division Bank of Industry and Mine 593, Hafiz Ave. P.O.Box 15875- 4456, Tehran, Iran Telex: 212816 IMB IR Fax: (021) 895052</p> | <p>Equity participa- tion, Loans, Machinery & Equipment, Joint Venture, Techni- cal collaboration, Management, En- gineering and Training.</p> | <p>[1] The sponsor agreed to send the Feasibility Study and other related docu- ments to the co-operating partner for their study and looking into the possibilities of taking part in the project.</p> <p>[2] The sponsor has submitted the project proposal to the Iranian counterpart for identifying private investors in Iran. Once they are identified, the Bank may provide technical assistance and other forms of co- operation.</p> |
| 2. | <p>Manal Sock's Factory Mr. M. Ahmed Hussein Director of Investment Promotion Ministry of Industry P.O.Box 1804 SAN'A Telex: 2360 Fax: 252366</p> | 2.6 | <p>Same as Sl. No.1 above</p> | <p>Equity participa- tion, Loans, Machinery and Equipment and Joint Venture.</p> | <p>Same as Sl. No.1 above</p> |
| 3. | <p>Ball Points/pen Mr. M. Ahmed Hussein Address: Same as Sl.No.2 above</p> | 3.0 | <p>[1] Same as Sl. No.1 above</p> <p>[2] Mr. Ghazanfar Aly Khan Director Asadullah Khan Co. [Pvt.] Ltd. Hasrat Mohani Road Off: I. I. Chundrigar Rd, Karachi, Pakistan Telex: 24519 ASAD PK</p> | <p>Loans, Licence & know-how, Joint venture, Machinery & Equipment, Tech- nical collabora- tion, Engineering and Training.</p> | <p>[1] Same as Sl. No.1 above</p> <p>[2] The sponsor will provide specifications and price of machinery. The co-operating partner agreed to supply machinery on credit basis.</p> |

COUNTRY : REPUBLIC OF YEMEN

| S. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|--------|---|----------------------------------|--|---|---|
| 4. | Mixed Sheep Farm Project for growing vegetable crops at Marib Dr. Osman Koushab/Mr. Mohd. Abd Rabbo Adban Chairman, Adhban Group of Cos. P. O. Box 1105 Al Zubairi St. SAN'A Telex:2462 ADHBAN YE | 0.95 | [3] Mr. Reza Hatami, Senior Analyst, Investment Development Division Bank of Industry and Mine 593, Hafiz Ave. P.O.Box 15875-4456 Tehran, Iran Telex: 212816 IMB IR Fax: (021) 895052 Mr. Mamdouh M. El Misry Chairman Misr Foreign Trade Co 1, Kasr El Nil St. Cairo, Egypt Tlx: 92370-92233-92782 MICOMX UN Fax: 763584 - 766461 | Joint venture, Technical know-how, Financial assistance. | [3] The sponsor has submitted the project to the Iranian counterpart for identifying private investors in Iran. Once they are identified, the Bank may provide technical assistance and other forms of co-operation. Project sponsor is invited to visit Egypt for further discussions for possible joint venture collaboration. |
| 5. | Establishment of a Construction Plant and quarries to produce industrial mineral and construction material. Al-Hadha Trading & General Agencies. The National Co. for Minerals & Bldg. 20-30 Km West North of Sana'a Sana'a | 8.53 | [1] Same as Sl. No.4 above [2] Mr. Hussain A. Siddiqui General Manager [Commercial] State Engineering Corporation, 2nd Floor, Saeed Plaza, Blue Area, Khayaban-e-Quaid-e-Azam Islamabad, Pakistan. Telex: 54491 SEC PK Fax: 819601 | Equity participation, Joint venture, Licence & know-how, Machinery & Equipment, Access to foreign markets and Technical assistance. | [1] Same as Sl. No.4 above [2] The sponsor will supply the feasibility study, samples of raw materials with specification. The Co-operating partner will send a questionnaire before undertaking a visit to Yemen. They agreed to provide Technical Assistance whereas discussions on financial assistance will be held later on. |

COUNTRY : REPUBLIC OF YEMEN

| S. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (\$ M) | POTENTIAL CO-OPERATING PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|--------|--|----------------------------------|--|--|---|
| 6. | Hydrated Lime Powder Plant, Mr. Mustafa Saeed Mudhesh P. O. Box 3646, HODEIDAH (Republic of Yemen) | 15.0 | <p>1] Same as Sl. No.4 above</p> <p>2] Mr. Mohammad Ahmad, Chief Executive, Brothers Enterprise (Pvt.) Ltd. 209,Uni Towers, I.I.Chundrigar Road, KARACHI (Pakistan) Telex: 24741 TARIQ PK Fax: (92-21) 2413544 HYAL PK</p> <p>3] Mr. Hussain A. Siddiqui, Gen.Manager (Commercial) State Engineering Corpn. 2nd Floor, Saeed Plaza, Khayaban-e-Quaid-e-Azam, Blue Area, Islamabad, Pakistan Tx 54491 SEC PK Fax: 819601</p> <p>4) Mr. Ejaj Malik, Chief Exec. The Chancellors Overseas, P.O.Box 245, Gujranwala-52250, Pakistan Telex: 45388 MALIK PK Fax: (431) 50232</p> | Equity participation, Loans, Licence & know-how, Machinery & Equipment, Technical collaboration, Management and Joint Venture. | <p>1] Same as SI.No. 4 above</p> <p>2] Project sponsor is invited to visit the plant in Pakistan to know the type of industry and discuss the kind of collaboration.</p> <p>3] The sponsor will supply the feasibility study, samples of raw materials with specifications. The Co-operating partner will send questionnaire before undertaking a visit to Yemen. They agreed to provide Technical assistance whereas discussions on financial assistance will be held later on.</p> <p>4] The Co-operating partner is interested in joint venture and Machinery supply. He however, requested the sponsor to provide him with samples of raw materials, project specifications and feasibility study of the project.</p> |

COUNTRY : REPUBLIC OF YEMEN

| S. No. | PROJECT TITLE/ PROJECT PROMOTER | Total Investment required (\$ M) | POTENTIAL CO-OPERATION PARTNER(S) | CO-OPERATION SOUGHT | AGREED MEASURES AND FOLLOW-UP ACTION REQUIRED |
|--------|--|----------------------------------|---|--|---|
| 7. | Readymade clothes, Mr. Mohammed Ahmed Al-Aquel, General Manager, Yemen Garment Factory Co.Ltd. P.O.Box 1509, SANA'A (Rep. of Yemen) Telex: 2213 | 2.0 | <p>1] Same as Sl. No. 4 above</p> <p>2] Mr. Ejaz Malik, Chief Exec. The Chancellors Overseas P.O.Box 245, Gujranwala-52250 Pakistan Telex: 45388 MALIK PK Fax: (431) 50232</p> <p>3] Mr. Reza Hatami, Senior Analyst, Investment Development Div. Bank of Industry & Mine, 593, Hafiz Avenue, P.O.Box 15875-4456 TEHRAN (Iran) Telex: 212816 IMB IR Fax: (021) 895052</p> | Equity participation, Loans, Licence & Know how, Equipment, Technical collaboration, Training, Joint Venture, Fabrics as raw material and Engineering. | <p>1] Same as Sl. No.4 above</p> <p>2] The Co-operating partner is interested in joint venture and supply of Machinery. He however, requested the sponsor to send a copy of new investment law of Yemen and feasibility study of the project.</p> <p>3] The sponsor has submitted the project proposal to the Iranian counterpart for identifying private investors in Iran. Once they are identified, the Bank may provide technical assistance and other forms of co-operation.</p> |
| 8. | Flour Mills Mr. Mohd.Ahmed Hussain. Address: Same as Sl. No.2 above | N.A. | Mr. Raja Mohd.Riaz, President, Azad Jammu & Kashmir Chamber of Commerce & Industry, P.O.Box 12, Mirpur, AZAD KASHMIR (Pakistan). | Joint Venture, Equity, Supply of machinery | Feasibility Study will be submitted to the Co-operating partner for examining the possibility of entering into Joint venture. |

LIST OF PARTICIPANTS

A. Less Developed Islamic Countries

BANGLADESH

Mr. Salahuddin Kasem Khan, Managing Director
A.K. Khan Group, Batali Hills, Chittagong

COMOROS

Mr. Mohammad Ali Shamim, Honorary Consul/Chief of Mission in Pakistan
DISI Consulting Group, d-35, Kaechs, Karachi-75350
Mr. Ben Hassan Ali Omar, Président
Chambre Regionale de Commerce de Moheli, Ets Hassan Ali, B.P. 3 Moheli
Mr. Abdallah Affane Rouchedi, Exploitant Agricole, Stafer Domoni, Anjoua
Mr. Mohamed Soldiki, Secrétaire Général de l'Organisation Patronale
des Comores, GIE Et E.G.T., Comoros
Mr. Firozali Drams, Membre, OPACO, Organisation Patronale des Comores,
GIE Comores B.P. 33 Moroni RFI
Mr. Said Salim Djae, Président de la Chambre de Commerce des Comoros
Chambre de Commerce d'Industrie et d'Agriculture des Comores, Socomeca,
B.P. 196 Moroni

DJIBOUTI

Mr. Ali Osman Abdourazak, Charge d'Etudes
Bureau de la Promotion Industrielle, B.P. 175 Djibouti, Tel: 35 56 28
Mr. Amir Amareh Robleh, Industriel, Société Djibouti Marbre
P.O. Box 333 Djibouti

MALDIVES

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Multilinx (Maldives) Pte. Ltd., P.O. Box 20123, Malé,
Tel: 323113, Tlx: 66117 MULTLNX MF, Fax: (960) 323006
Mr. Hassan Mainike, Director, Multilinx (Maldives) Pte. Ltd.
Mr. Mohamed Hassan, Chairman and Managing Director, New Frontiers Pvt. Ltd.,
P.O. Box 20100, Male

NIGERIA

Dr. A. A. Aliyu, Deputy Director, Raw Materials Research and
Development Council, 28, Berklay St., Lagos
Mr. Aliyu Hikima, Asst. General Manager, Planning and Development
New Nigerian Development Company Ltd., PMB 2120, Kaduna
Mr. Ahmed Ibrahim, Asst. Manager, Corporte Finance
New Nigerian Development Company Ltd., PMB 2120, Kaduna

SIERRA LEONE

Mr. Falla Osman Bimbaa Walan, Deputy Director of Industry
Ministry of Industry and State Enterprise, Sierra Leone
Mr. Victor James Cole, Assistant Director of Projects
National Development Bank, Siaka Stevens Street, Freetown

SUDAN

Mr. Mohamed Widatalla, Deputy Director General, Public Enterprises Secretariat
Ministry of Industry, P.O. Box 2184 Khartoum
Mr. Farouk Mohamed Abdel Rahman, Director, Project Preparation Dept.
Sudan Development Corporation, P.O. Box 710, Khartoum
Dr. Abdel Rahman Abdella Ali, Managing Director, The General Spinning and
Weaving Co., P.O. Box 765, Khartoum
Mr. Mahmoud Mustafa Saleh, Sand Bricks Factory
P.O. Box 6291, Khartoum, Telex: 22765
Mr. Mohamed Elfatih Elkanzi, Director General, Pak-Afro-Arab Promotion Bureau
Mr. Bakhient Gismullah Zaid, Pak-Afro-Arab Promotion Bureau
Dr. Nadir El Amin Malip, Pak-Afro-Arab Promotion Bureau

UGANDA

Mr. Moses Byahuka Mutagwa, Industrial Economist
Ministry of Industry, P.O. Box 7125, Kampala
Mr. W. Kikomeko, Director, Steelex Products (U) Ltd., P.O. Box 1765, Kampala
Mr. Ayub Manafa Muhamad, Zonal Organizer, Uganda Small Scale Industrie
Association, Box No. 792, Mbale
Mr. Al-Haji Sulaiman Massaba, Chairman
Uganda Arabica Coffee Association, P.O. Box 11009, Kampala
Mr. Bob Kabuye, Chairman and Managing Director
B.K. Enterprises (Africa) Ltd., P.O. Box 4844, Kampala
Mr. Eric Lubega, Executive Director
Kawoko General Agencies Ltd., P.O. Box 2024, Kampala
Mr. Mat Kigu-Seki, Managing Director
Seki Estates, P.O. Box 9178, Kampala
Mr. Twaha M.K. Kaawaase, Financial Adviser, General Industries (U) Limited
P.O. Box 30898 Kampala, and
Director of Haqi Investment Ltd.
Dr. Ahmad Kawesa Sengendo, Managing Director
Haqi Investment Ltd., P.O. Box 3715, Kampala
Mr. Semakula Haruna, General Manager, General Industries (U) Ltd.
P.O. Box 30898, Kampala

YEMEN

Mr. Mohd. Ahmed Hussein, Director, Investment Promotion Management
Ministry of Industry, Sana'a
Mr. Mohamed Hassan Al-Zubieri, Yemen Federation of Chamber of Commerce
P.O. Box 535, Sana'a

B. More Developed Islamic Countries

EGYPT

Mrs. Nagwan El Ghatrifi, Member of the Egyptian Chamber of Commerce
Mr. Fouad Ellany, President of the Chamber of Behyna
Behyna Chamber, Damannour
Mr. Mamdouh Mohamed El Masry, Chairman, Chamber of MISR Foreign Trade
1-Kars el Nil Street, Cairo
Mr. Zaki Mouslaba, Secretary General, Cairo Chamber of Commerce
Mr. Mosaad El Zaghal, Member of Egyptian Union of Trade and Commerce,
Egyptian Chamber of Commerce

IRAN

Mr. Seyed Ahmad Mahdavi, Commercial Consul
Iran Consulate, 81, Shahr-e-Iran, Karachi, Pakistan
Mr. Mehdi Hossein, Deputy Minister Consultant
Ministry of Industry, P.O. Box 4617 Tehran
Mr. Habib Chiniforoush, Director, Research Centre
Iran Chamber of Commerce and Industry, No. 254 Taleghani Ave., Tehran
Mr. Shalavand Abdolai, Expert, Ministry of Heavy Industries
56, Gharani Ave., Tehran
Mr. Seyed Abolghsem Noorani, Financial Expert, Economic Department
Industrial Development and Renovation Organization (IDRO)

KUWAIT

Mr. Yousuf Abdulaziz Al-Fulaij, Vice President, Kuwait Chamber of
Commerce and Industry
Mr. Mahmoud Hamza Ramadan, Supervisor of Labour Deptment, Kuwait Chamber of
Commerce and Industry

OMAN

Mr. Teuib Salim Ali Alawi, Vice Consul General of Oman to Karachi
Mr. Abdullah Salim Amer Alramas, Oman Chamber of Commerce

SAUDI ARABIA

Mr. Yahia Abdullah Al Jerafani, Marketing Manager, Brothers Commercial Co.
P.O. Box 5604 Jeddah 21432
Mr. Ibrahim A. Gelan, Assistant General Manager for Public Relations
Brothers Commercial Co., P.O. Box 5604 Jeddah 21432
Mr. Bakar A. Gazzaz, Consul General of Saudi Arabia in Karachi

SYRIA

Mr. Izzat Mouhammad Obeid, Fabric Tricot
Federation of Syrian Chambers of Commerce, Damascus
Mr. Malak Al-Kaderi, Federation of Syrian Chamber of
Commerce, Damascus

TURKEY

Dr. Cemal Oguz, Deputy Consul General in Karachi
D-204, Block 5, Karachi, Pakistan
Mr. M. Salim Alaybeyi, Vice President
Molino Industrial Trading Company, PK-39, Konya
Mr. Farid Tahraoui, Commercial Director
Molino Industrial Trading Company, PK-39, Konya
Mr. Osman Alaykiran, Financial Director
Molino Industrial Trading Company, PK-39, Konya

UNITED ARAB EMIRATES

Mr. Muhammad Nasimuddin Mirza, Managing Director
United Group International, P.O. Box 26065, Abu-Dhabi
Mr. Hassan Abdullah Al Noman, Chairman
Federation of U.A.E. Chambers of Commerce, P.O. Box 580, Abu-Dhabi
Mr. Abdulla Rashid Al-Kharji, Member, Federation of Chambers of Commerce of
U.A.E., Federation of U.A.E. Chambers of Commerce, P.O. Box 436, Abu-Dhabi
Mr. Sultan Ahmed Al Khadin, Member, Sharjah Chamber of Commerce and Industry,
P.O. Box 580, Abu-Dhabi

PAKISTAN

Mr. S. Ghazanfar Sajjad, Telec Electronic and Machinery (Pvt) Limited
Mr. Zaigham Ali, Telec Electronic and Machinery (Pvt) Limited
Mr. Pervez Tufail, M. Tufail and Brothers
Mr. Masood Ahmed Khan, Pakistan Machinery Tool Factory
Mr. Manzoor Ul Haq Pandit, B.H. Bio and Company
Mr. Hussain A. Siddiqui, State Engineering Corporation
Mr. A. H. Rizvi, Popular Food Ind. Ltd.
Mr. S. Mohammad Ali, I & A Research Pub.
Dr. Khalid J. Chowdhry, Medipak Pharma Industries
Dr. Bashir Siddiq, Spectrum Limited
Mr. Mohammad Saeed Presswala, Member M.C., FPCCI & Ilyas Press (Pvt) Limited
Mr. Omar Dawood Kalinge, MSRDC
Mr. Razak Adamjee, Adamjee Group of Companies
Mr. Shabir Ahmed, PBEA
Mr. Ejaz Shaffi, Chairman, SITE Association
Mr. Abdul Amin Bawany, Bawany Group
Mr. Al Hajj Dawood, Rivoli Theatre
Mr. Saeed Ismail, Indus Plans Ltd.
Mr. Ghazanfar Aly Khan, Asadullah Khan & Co.
Mr. Ahmed Dawood, Dawood Group
Mr. A.R. Thaplawala, Dawood Group
Mr. Shabbir Kazmi, Discovery Limited
Mr. Zahid Hussain, Zeco International
Mr. Abdul Waheed Shaikh, International Business
Mr. Sadruddin, Appolo Consultants & Tech. Ser.
Mr. Amir Mehdi Saleh, Chairman, Al-Mutawakilya Int'l Co.
Mr. Salehji, Chairman, Pakistan Carpte Manufacturers & Exp. Ass.
Mr. Mohamad Saeed Ikramullah, Managing Director, Eastern Engineering Enterprises
Mr. Iyaz Jilani Malik, Director, Pasban Soap Industries (Ltd.) Gujranwala
Mr. W. Zaman, Salimulla Co., Karachi
Mr. Abdul Hafeez Shaik, F.B.A.
Mr. Haji A. Pantwani, Chairman
Mr. Abdul Rauf Nagaria, Nagaria Ltd. EUP
Mr. Mohammad Ahmad, Brothers Ent. Pvt. ltd.
Mr. Mohammad Ashraf, Textiles Azmat Group of Companies
Mr. Mohammad Farooque, Textiles Azmat Group of Companies
Mr. Mohammad Akram, Ahsan International
Mr. Syed Sajid Ali, General Manager, International Multi Foods Ltd.
604-903-610-1106-10, Kashif Centre, Shahrah-e-Faisal, Karachi,
Telex: 24273 KASHF PK; Tax: (021) 5683010, 519972
Mr. Arshad Hameed, Advisor, Cement & Engineering, CEM-EN-CON, FF-2, 17-C
D.H.A., Phase 5, Karachi-75500; Telex: 25669 EWEST; Fax: 92-21-568372
Mr. Tahir Sharif Hassan, Al-Qasim
Mr. Waqar Khan, General Manager, Pakistan & USA (A&G) Inc.
205, Gul Tower, I.I. Chundrigar Road, Karachi-74000
Mr. Mohammad Akram, Director, Ahsan International
Mr. Farooque Mohammad Ashraf, General Manager/Manager Export
Azmad Group of Companies, 9A/1, Mohammad Ali Housing Society, Karachi
Mr. Alireza M. Alladin, Managing Director
Shabbir Tiles & Ceramic Ltd., Karachi
Mr. Syed S. Balkhi, General Manager (Marketing)
Shabbir Tiles & Ceramic Ltd., Karachi

Mr. Anjad Rafi, Member M.C., FPCCI
Shaikh Mohammad Akram, Member M.C., FPCCI
Mr. S.M. Inam, Member M.C., FPCCI
Mr. M.Z. Qureshi, Member M.C., FPCCI
Mr. M.H. Yazdani, Member M.C., FPCCI
Mr. Mukhtar Lodhi, FPCCI
Mr. A.M. Dossani, FPCCI
Mr. Nasrullah Paracha, FPCCI
Mr. Zahid Samad Paracha, FPCCI
Mr. A.H.A. Ahmed, FPCCI (Eximp. Agencies)
Mr. Shanoon Bakjr Ali, FPCCI (ECO) Chamber of Commerce
Mr. Zahid Zaheer, Overseas Investor Chamber
Mr. Muhammad Hassan Bhutto, Vice Chairman, Investment Promotion Bureau
Mr. Akhlaq Ahmad Malik, Investment Promotion Bureau
Mr. Abdul Rouf Shaikh, Investment Promotion Bureau
Mr. M. Izbai Ahmad, Investment Promotion Bureau
Mr. S.B. Hessian, Investment & Marketing
Mr. Fiaz Malik, Chancellors Overseas
Dr. Ashfaq Kadri, Economic Advisory Ser.
Mr. Mohsin S. Jafri, Economic Advisory Ser.
Mr. Mohammad Salim Khan, Management Technology Int. (Pvt) Limited
175/z-11, PECHS Karachi
Mr. Amir Mehdi
Mr. Mohammad Yunus Khan
Mr. Bashir Ahmed
Admiral H.M.S. Chodri

LIST OF INSTITUTIONS

| | |
|--|--|
| Islamic Trading Company P.O.Box 5781 Manama Bahrain | Mr. Shafaat Malik General Manager |
| Bank of Industry and Mines 593 Hafez Ave., Tehran Iran | Mr. Reza Hatami Senior Analyst Investment Development Division |
| Mandelli Group Via Pietro Cassa 1 20122 Milan, Italy Tel: 76021464 | Mr. Elio Pasqualini Commercial Director |
| Faisal Islamic Bank of Behrain E.C. in Pakistan | Mr. Ahmed Mohiddin Assistant Chief Manager |
| Faisal Islamic bank | Mr. Ariful Islam |
| Pakistan Kuwait Investment Company (Private) Limited | Mr. Irgan Siddiqui General Manager |
| Al-Baraka Investment Bank Ltd. Pakistan | Mr. A. Waheed Alavi |
| Industrial Development Bank of Pakistan | Mr. Fazlur Rahman Executive Director |
| Small Scale Finance Corporation c/o International Association of Islamic Bank (IAIB) | Dr. Ali Akbar M. Dhakan Managing Director |
| Pakistan Industrial Credit and Investment Corporation Limited | Mr. Hafeez-ur-Rehman Executive Vice President |
| National Development Finance Corporation | Mr. Muhammad Aslam Senior Executive Vice President |
| Islamic Development Bank P.O. Box 5925, Jeddah 21432 | Dr. Muhammad Ahmad, Head, Equity Unit Dr. Suat Oksuz, Head Economic Cooperation Section Economic and Policy Planning Department Dr. Abu Reza, Senior Economist |
| Federation of Consultants from Islamic Countries (FCIC) | Mr. Sabir Pervez Chohan Vice President |

CO-ORGANIZING INSTITUTIONS

THE FEDERATION OF PAKISTAN CHAMBERS OF COMMERCE AND INDUSTRY (FPCCI)

Syed Nazar Hassan Shah
Mr. Faisal Yousuf Zia
Mr. Tariq Sayeed
Rear Admiral (Retd.) M.I. Arshad
Mr. Mohammad Yousuf Zia
Mr. Mohammad Amin
Mr. M. Akram
Mr. S.M. Khalid
Mr. Mohammad Naeem

ISLAMIC CHAMBER OF COMMERCE, INDUSTRY AND COMMODITY EXCHANGE (ICCICE)

H.E. Sheikh Ismail Ali Abudawood
Mr. Abdulaziz A. Hanafi
Mr. Agha M. Ghouse
Ms. Attiya N. Ali
Mr. Syed Nasir Ali Mirza
Mr. Papa M. Mboup