

## PROJECT PROFILE – SUMMARY SHEET

### *Project Introduction*

1. Project title: **Manufacturing crystal dishes**

2. Sector: Manufacture of other non- metal mineral products(26) and subgroup of manufacture of glass and glassy products (2610)

3. Products/Services: **Manufacturing crystal dishes**

4. Location: Free zone  Economic special zone  Industrial Estate  Main Land

5. Project description:

The main goal of this plan is establishing a production factory for producing a variety of crystal dishes.

6. Annual capacity: 2000 tons per year.

### *Project Status*

7. Local / internal raw material access: 100% of materials are supplied in the country .

8. Sale:

Anticipated internal market: 100%

Anticipated export market: %

9. Construction Period (from beginning of activity to commercial activity): 24 months

### **Schedule**

Beginning of activity:  
In-site beginning of activity:  
End of project:  
Commercial activity beginning:

**10. Project Status:**

- Feasibility study available? Yes  No
- Required land provided? Yes  No
- Legal permissions (establishment license, environment, etc) taken? Yes  No
- Partnership agreement concluded with local/foreign investor? Yes  No
- Financing agreement concluded? Yes  No
- Agreement with local / foreign contractor(s) concluded? Yes  No
- Infrastructural utilities (electricity, water supply, telecommunication, fuel, road, etc) procured? Yes  No
- List of know-how, machinery, equipment, as well as seller / builder companies defined? Yes  No
- Purchase agreement for machinery, equipment and technology concluded? Yes  No

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**Financial Structure****11. Finance**

Description	Required Local Currency			Required Foreign Currency (Thousand Dollar)	Total in Thousand Dollar
	Million Rials	Rate	Equivalent in Thousand Dollar		
Fix Capital	52949	87000 Rials for each Dollar	609	0	609
Working Capital	5842		67	0	67
Total Investment	58791		676	0	676

- Value of local equipment/machinery: 209 thousand dollars
- Value of foreign equipment/machinery: ..... thousand dollars
- Value of foreign technology: ..... thousand dollars
- Value of local technology: ..... Million dollars
- Net Present Value (NPV): 82897,09 Million Rials for 10 Years, discount rate: 20%
- Internal Rate of Return (IRR): 26,99%
- Payback Period (PP): 49,75%

**General Information**

12. Project Type: Establishment  Expansion and completion

**13. Company Profile:**

- Name (legal /natural persons):
- Current activity of company:
- Address:

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-Tel: Fax:  
 -E-mail: Web site:  
 -Legal structure of company: private sector  public sector  other

## Plan name: Manufacturing of crystal dishes

### Introduction of product

The aim of this plan is establishment of production factory for manufacturing a variety of crystal dishes in Lorestan province. Product ISIC Code and its Tariff is as follows.

NO	ISIC Code	Code Title	Tariff Number
1	26101540	manufacture of crystals	70132210 70132220
2	2610512352	crystal dishes	70133300 70133700
3	26101541	crystal jug	70134110 70134111
4	26101542	crystal glass	70134112 70134119 70134190

### Introduction of product applications

Nowadays, there are a few houses that they don't use crystal dishes to complete their utensils. Produced crystal products can be divided into two groups according to their applications. The first group are required utensils which are used to serve food, and the next group are dishes which are part of a decorating goods and are used based on their beauty, that the most imported crystal dishes have such an application.

### Proposed places for plan

According to benefits of establishment in industrial estates and areas, industrial estates of Lorestan province are suggested for conducting the project.

### Raw, auxiliary, consuming materials

No	Raw, auxiliary and packing materials	Unit	Consumption rate per year	Spoilage	Sum of raw and consuming materials	Unit price (Rial)	Annual cost (m/r)
1	silica	ton	1,120	112	1,232	3,190,000	3,3930
2	potassium carbonate	ton	90	9	99	240,000,000	23,760
3	sodium carbonate	ton	440	44	484	30,000,000	14,520
4	borax	ton	100	10	110	72,200,000	7,942
5	antimony trioxide	ton	20	20	40	262,200,000	5,768
6	feldspar	ton	80	8	88	2,500,000	220
7	calcium carbonate	ton	80	8	88	10,000,000	880
8	barite	ton	20	2	22	2,280,000	50
9	potassium nitrate	ton	50	5	55	72,200,000	3,971
10	small packing colored carton	number	1,000,000	20,000	1,020,000	7,600	7,752
11	big paking 5-layer carton	number	166,667	3,333,3	170,000	19,000	3,230
<b>Total</b>							<b>72,024</b>

### Sales plan and target markets

NO	Production	Nominal capacity (number)	Practical capacity (number)	Unit price (rial)	Annual sale (m/r)
1	plate	1,000,000	900,000	20,000	20,000
2	dish	500,000	450,000	50,000	25,000
3	bowl	1,500,000	1,350,000	18,000	27,000
4	glass	1,600,000	1,440,000	20,000	32,000
5	jug	500,000	450,000	80,000	40,000
<b>Total</b>		<b>5,100,000</b>	<b>4,590,000</b>	<b>-</b>	<b>144,000</b>

### Annual nominal and practical capacities

Capacity of this unit is next to nominal capacity bases on production method and due to novelty of machinery. Since the nominal capacity is productivity in ideal conditions, regarding the unpredicted factors of stop working and also repair and maintenance, efficiency of this unit is considered 90%.

Considering the efficiency ,practical capacity of this unit is:

$$2000 \times 0.9 = 1800 \text{ tons in a year}$$

## Production method and desired technology

Manufacturing process of crystal dishes includes:

1. Preparing raw materials
2. Scaling and mixing
3. Feeding furnace and melting
4. Melt removal step
5. Forming
6. Reducing tension
7. Packing

## The plan investment costs

The fixed plan investment costs is estimated to be 52,948,95 million Rials and the working capital is estimated to be 5,841,91 million Rials.

### The plan investment costs

Description	Total (million Rials)	%
Land	2,520	4%
Landscaping	1,249	2%
Building	17,890	30%
Machinery and equipment	18,145	31%
Installations	1,861	3%
Laboratory equipment and supplies	526	1%
Vehicles	5,500	9%
Workshop equipment	91	0%
Service and administrative equipment	909	2%
Unexpected and miscellaneous	2,435	4%
<b>Total fixed assets</b>	<b>51,126,48</b>	<b>87%</b>
Pre-exploitation costs	1,822,47	3%
<b>Total fixed investment costs</b>	<b>52,948,95</b>	<b>90%</b>
Working capital	5,841,91	10%
Other assets	0	0%
<b>Total plan investment costs</b>	<b>58,790,86</b>	<b>100%</b>

## The plan production costs

Annual production costs are estimated to be 98395,85 million Rials.

No	Description	Cost (million Rials)	cost in practical capacity (million Rials)
1	Raw, auxiliary and packing materials	72,024	64,821
2	Production salary and wage	10,463	10,149
3	Water, electricity, fuel and communication	1,216	1,118
4	Insurance	85	85
5	Repair and maintenance	2,547	2,344
6	Marketing and ads	2,880	2,650
7	Production unpredicted and miscellaneous	4,317	3,971
8	Depreciation	4,864	4,864
<b>Total</b>		<b>98395,85</b>	<b>90002,82</b>

## Economic indices

Table 1. Economic indices

Description	Value-measurement scale
NPV (net present value)	82897,09 million rials
IRR(internal rate of return)	46,92%
PBP (period of return of capital)	2,01 years

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