German Technology

Engineering Industry

Industry – Commerce – Construction – Agencies – Import – Export

Developed Industrial complex project for Aluminium & Glass

Commensurate with the requirements of the region for the next two decades



Executive Summary

Preparation Of Awad Al-Assaf

2015

In the Name of God Most Gracious and Merciful

Preface

Jordan is unique with its strategic geographical location in the Middle East region with a highly civilized and well educated population and logistic services as well.

The economy in Jordan is depends on agriculture, tourism, and raw and natural resources such as phosphate and potash, and economic policies based on outward –oriented, private sectors led approach, and significant advances in structural and legal reform.

On the other hand, Jordan is a fundamental country with a stable political environment supported by a democratically elected Parliament guaranteed freedom of belief, speech, association and private property.

The Jordanian work force market is characterized by the availability of work force in different fields of the production and services, which will highly support the industrial and commercial projects.

The successive government in Jordan, during the last two decades, recognized the need to develop investment laws and mechanisms required to promote investment.

According to these facts, Jordan had witnessed a quantum leap in services resulted from the rapid development of industrial and construction sectors, and The German Technology Engineering Industry will be one of the pioneer industrial developments in Jordan and the region.

Jordan market predictors and observers speculate a bright future assuring that the market will witness a significant increase in housing projects in addition to industrial and tourism projects.

It is worth mentioning based on The Board of Directors of the Project knowledge that their distinctive and long experiences in North Africa and Middle East and Arab Countries , in particular Jordan and Iraq , had contributed in increasing officials' confidence since the beginning of last two decades which makes the management in state with confidence that the construction this project in this particular time will have a positive influence , good reputation and will fulfill the urging needs of the foreseen horizon, beside their experiences in the industrial and international commercial fields.

Introduction

The German Technology for Engineering Industries Co. L.L.C had been established in Jordan, to executing its aims to be a pioneer for Aluminum Extrusion & Fabrication and Glass Tempering Factory.

Jordan

The company will be based in Jordan for the following points:

- Jordan is distinguished by its unique location in the Middle East, Gulf Countries, and north of Africa.
- Jordan has a sophisticated network of communications and transportation.
- Jordan was, and remains, an oasis of security and stability in the region and the rest of the world.

The readings and studies indicate that; the new emerging markets in the Middle East will be thriving for the company's products due to the motivation of reconstruction activities in the countries of this region, such as Tunisia, Egypt, Libya, Sudan, Algeria, Yemen, Syria, the West Bank, and around the world.

Aims

To satisfy market needs of the company products in the Middle East, North Africa, Gulf Countries, Europe, U.S.A and Canada.

Target

To build a pioneer company for Aluminum Extrusion & Fabrication and Glass Treatment, to become the leading company in Middle East, and to succeed in marketing the company's products for sale and insure proper after sales services as well as the continuity development of both managerial and operational fields of the company in order to maintain the satisfaction of all clients.

General Information of the Company

Country : Jordan.
Company Name : German Technology for Engineering Industries L.L.C.
Registration No. : Registered under the number (22 530).
Company legality : Limited liability and will change to Private Shareholding Company.
Management in Charge: Board of Directors.
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Business Core Activity: Aluminum Extrusion & Fabrication and Glass Treatment

Complex location: Al-Qastal Industrial Area (QIZ) – Amman Airport Road - That is classified as US Free Zone Trade Area. Amman, Jordan.

Show Room and Sales Points Location: The main show room and local sales department will be located in West Amman as well as a set of distributed show rooms and sales points in East, North and South Amman, Zarqa, Irbid and Aqaba.

Project Construction Description:

The company's building will be an Industrial complex (including administration building) as the following:

A-Land area = 200,000 m2
B- Built-Up Area:

1.	Factory buildings	73,000 m2
2.	Administration buildings	3,600 m2
3.	Showroom and sales dept	1,000 m2
4.	Staff Accommodation	1,200 m2
5.	Staff Restaurant and	600 m2
6.	Security building	400 m2
7.	Mosque building	400 m2
8.	**Total Built Area**	**80,200** m2

Total Project Cost Value: USD 128,555,607

Project's Components (industrial Part):

1- Aluminum Extrusion Plant Composing, One line 3000mt and two lines 2200mt capacity.
2- Three Press Feeding Line and handling System.
3- Aluminum Anodizing Plant.
4- Electrostatic Powder Coating Plant (Two lines).
5- Aluminum Billet Casting Plant.
6- Aluminum Dies Plant.
7- Jumbo Cutting and Processing Glass Plant.
8- Machinery and equipment for glass processing.
9- Insulated Double Glass Plant.
10- PV Module Solar cells Plant.
11- Bending, Tempering and Laminated Glass Plant.
12- Aluminum Fabrication and Assembly Plant (Three production lines).
13- Thermal Broken Production Line.
14- Alucobond Processing and Fabrication Line.
15- UPVC Extrusion Line.
16- UPVC Fabrication and Assembly Plant.
17- Roller Shutters and gates Plant.
18- PVC and EPDM Extrusion Lines.
19- Blacksmith and metal forming workshop.
20- Carpentry workshop.
21- General maintenance and turning workshop.
22- Repairing and maintenance vehicles workshop.
23- Product and technical development workshop.
24- Solar Power Station.
25- Water treatment and filtering station.
26- General stores, Accessories and spare parts warehouses.

Productions' Specification:

- German specifications (**DIN)**
- American specifications (**ASTM)**

Marketing Studies

The marketing studies for the company, based on many factors will commence as follows:

- Markets need and requested the products:

Jordan market in particular and neighboring markets will witness large constructional rise during the coming years, as Jordan has never witnessed before, specially curtain

wall buildings and towers , in addition to normal constructional growth, and the collected information obtained from authorized departments , indicated for many building towers , housing cities , hotels , malls , tourism cities and different kind of constructional building , and the products of the company will cover parts of these projects requirements .
On the international markets, also the production of the company will cover parts of the requirements of many countries which have constructional new building and projects especially in Middle East, North Africa, Gulf Countries, and Europe, U.S.A, and Canada

- **Products' Quality:**

Jordanian market and neighboring markets lack high quality glass and Aluminum products in modern buildings, particularly towers, curtain walls and structural glazing. Since most of the Aluminum systems used in the region are copied systems from old European systems cross matched with new systems, the current market requires revised and professional modern insulation systems that insure proper installation of light openings and meets the modern energy saving technology and thermal insulation in addition to eliminating air and water leakage through doors, windows, Aluminum façade systems, skylights and ceilings.

- **Market's Needs of Time and Quantity:**

At the mean time, local Aluminum manufacturing companies are incapable of meeting market current and future needs in terms of the required quantity while insuring good quality as well as to deliver the products in the due date without developing and extending production lines; therefore our company will be the pioneer in terms of manufacturing quality and production speed.

- **Market Competition:**

Currently there is limited number of Aluminum factories in Jordan using very outdated technology and equipments, which result in lowering the standards for the output products. These factories stand far behind a new factory –such as ours- which is going to be state of the art in all production technologies, cost efficient products, high production capacity and latest technological standards which will result in attracting the medium and small manufacturing companies to our products as a very important part of targeted customers.
Establishing an advanced and comprehensive industrial complex for Aluminum extrusion and glass fabrication according to the highest global specifications will be the

first of its kind in the area creating a chance to fulfill the ever increasing market demand locally, regionally and globally including Europe, U.S.A and Canada.

- **Equipment Specifications:**

The production lines mentioned in this study were selected from the largest and the strongest companies in German, Austria, Finland, U.K, Spain, Switzerland, and Italy in the field of Glass and Aluminum Industry in order to enable this complex to produce various high quality products with to fulfill the needs of the earlier mentioned markets.

- **Background Experience:**

Performing a study regarding establishing a complete industrial complex of excellent degree that will be the first of its kind in the region, stemmed from thirty five years of experience in the field of Aluminum and Glass fabrication, and since the company has executed numerous projects in Jordan, Iraq, Saudi Arabia, Libya, and Qatar, therefore the name of the company along with its consultants, designers, Chairman, CEO and the Board Of Directors will be a powerful and well known brand.

- **Required Staff (work force):**

The required staff for this establishment will be 658 professional employees for the first year including managerial employees, marketing engineers, production engineers, technicians and assistants and will exceed 1200 employees in the first five years. A number of policies will be implemented in the company such as Financial and Administration policies, Operational policies and high standard level policies including the ISO standard insuring the highest rate of technical and operational efficiency.

- **Raw materials:**

The Company will import raw materials for the extrusion factory (billets) from the following:

- UAE, (Dubal Co.).
- Bahrain (Alba Co.).
- Qatar (Qatarlum Co.).
- Egypt (Egypt Alu Co.).
- Glass will be imported from Europe, KSA, and North of America according to the international standards.

All accessories will be manufactured according to the German standards (DIN), and raw materials will be high quality and according to the international standards.

Total Period of Completion:

This project will need 16-18 months to construct the plant buildings, import equipment, appliances, machines installation, and machines testing, import the raw material for production and completing all the facilities needed for the factory, along with staff training.

Production Estimations:

The total estimated production for the initial five years is as follows:

- 550,000 m^2 of Aluminum products and shutters.
- 2,000,000 m^2 of tempered glass, laminated glass and double glass.
- 105,000 metric ton of coated and anodized Aluminum profiles.
- The initial staff will be hiring 658 highly trained and professional experts ` including 62 architects and industrial engineers.

The sales revenue during the initial five years is estimated to exceed $647 million resulting in a noticeable financial bloom and reflecting the obvious success of the company.

Required Financing:

To fully execute aims and targets of the company, build and establish a modern pioneer factory and give competitive products of both quality and price, a fairly huge funding will be required in order to cover the requirements of that complex, and will be sustained as one of the following options:

A- Strategic partnership.

B- Eight to ten years low interest Loan with two years grace period after the completion of the complex including Installations of the machines and the beginning of production.

Note:
This Project costs is based on the study exchange rate for the US Dollar against Euro 1.2:1 at the time done. The project has finance charges to be added to this amount as well as other expenses.

1- Company's Products (Finished goods and services) and the expected produced quantities in square meters

*** Capacity is the automated capacity of production lines and human power**

1.1 Aluminum Doors, Windows And Facades in square meters

Item	Product	1st. Year	2nd. year	3rd. year	4rd. year	5rd. year	Capacity
1	Un insulated aluminum Doors & Windows &	18,000	20,160	22,579	25,289	28,323	**30,000**
2	Insulated aluminum Doors & Windows & Facades	8,000	8,960	10,035	11,239	12,588	**15,000**
3	Un insulated aluminum Structure (Curtain wall)	16,000	17,920	20,070	22,479	25,176	**30,000**
4	Insulated Aluminum Structure (Curtain wall)	8,000	8,960	10,035	11,239	12,588	**25,000**
5	Structure Glazing	8,000	8,960	10,035	11,239	12,588	**15,000**
6	Skylights	1,000	1,120	1,254	1,405	1,574	**5,000**
	Total	**59,000**	**66,080**	**74,010**	**82,891**	**99,469**	**76,290**

1.2 Aluminum Panel in square meters

Item	Product	1st. Year	2nd. year	3rd. year	4rd. year	5rd. year	Capacity
7	Pre-insulated Composite Aluminum Panel	7,000	8,400	10,080	12,096	14,515	**25,000**
	Total						**10,418**

1.3 Aluminum Roller Shutters and Gates in square meters

Item	Product	1st. Year	2nd. year	3rd. year	4rd. year	5rd. year	Capacity
8	Roller Shutters and shop Gates	12,000	14,400	17,280	20,736	24,883	**30,000**
9	Huge Electrical Gates for stores and hangers	3,000	3,600	4,320	5,184	6,221	**12,000**
	Total	**15,000**	**18,000**	**21,600**	**25,920**	**31,104**	**22,325**

1.4 Tempered And Double Glass in square meters

Item	Product	1st. Year	2nd. year	3rd. year	4rd. year	5rd. year	Capacity
10	Tempered Glass(for internal and external	160,000	192,000	230,400	276,480	331,776	**396,000**
11	Double Glass (for internal and external market)	110,000	132,000	158,400	190,080	228,096	**300,000**
	Total	**270,000**	**324,000**	**388,800**	**466,560**	**559,872**	**401,846**

1.5 Aluminum Extrusion, Anodizing And Powder Coating in Ton

Item	Product	1st. Year	2nd. year	3rd. year	4rd. year	5rd. year	Capacity
12	Extrusion aluminum profile for local market	14,000	16,800	20,160	24,192	29,030	**36,000**
13	Anodizing Coating for local market	1,500	1,800	2,160	2,592	3,110	**5,000**
14	Minerals Powder Coating for local market	2,000	2,400	2,880	3,456	4,147	**5,000**
	Total						**46,000**

1- Operating, General Expenses Cost and Net profit calculations table In USD

Item	Description	1st Year	2ed Year	3rd Year	4th Year	5th Year
1	Revenue	78,629,591	98,381,311	123,048,564	153,964,436	192,725,417
2	Materials Cost	39,500,903	49,254,266	61,449,349	76,704,081	95,794,079
3	Operating and General Expenses	25,303,117	28,119,154	32,326,923	37,503,986	43,892,040
4	Sales Tax	503,229	629,640	787,511	985,372	1,233,443
5	Income Tax	133,223	203,783	284,848	387,710	518,059
6	**Total Cost**	**65,440,472**	**78,206,843**	**94,848,631**	**115,581,149**	**141,437,621**
7	**Net Profit**	**13,189,119**	**20,174,468**	**28,199,933**	**38,383,287**	**51,287,796**
8	**Percentage**	**16.77%**	**20.51%**	**22.92%**	**24.93%**	**26.61%**

2- Total Revenue, Materials Cost, Expenses and Net Profit In Five Years IN USD

Item	Description	Revenue	Materials Cost	Operating & General Exp.	Net Profit	Percentage
1	First year	78,629,591	39,500,903	25,939,569	13,189,119	**16.77%**
2	Second year	98,381,311	49,254,266	28,952,577	20,174,468	**20.51%**
3	Third year	123,048,564	61,449,349	33,399,282	28,199,933	**22.92%**
4	Fourth year	153,964,436	76,704,081	38,877,068	38,383,287	**24.93%**
5	Fifth year	192,725,417	95,794,079	45,643,542	51,287,796	**26.61%**
6	**Total**	**646,749,319**	**322,702,678**	**172,812,038**	**151,234,603**	**22.35%**

3- Total raw material stock in five years in USD

Item	Description	Beginning of the year	Stock add	End of the year	Percentage of Stock add
1	First year	15,816,484	651,219	16,467,703	4.12%
2	Second year	16,467,703	1,349,754	17,817,457	8.20%
3	Third year	17,817,457	2,152,300	19,969,757	12.08%
4	Fourth year	19,969,757	3,170,636	23,140,393	15.88%
5	Fifth year	23,140,393	4,461,087	27,601,480	19.28%
					11.91%

4- IF Loan Prospective Net profit distribution In USD for five years

Item	Description	Net Profit 100%	Loan share 75%	Mang. Partner share 15%	Contingency reserve 10%
1	First year	13,189,119	9,891,839	1,978,368	1,318,912
2	Second year	20,174,468	15,130,851	3,026,170	2,017,447
3	Third year	28,199,933	21,149,950	4,229,990	2,819,993
4	Fourth year	38,383,287	28,787,465	5,757,493	3,838,329
5	Fifth year	51,287,796	38,465,847	7,693,169	5,128,780
6	**Total**	**151,234,603**	**113,425,952**	**22,685,190**	**15,123,460**

Gross Project Cost summary

1- Plant Land and buildings Total Value in USD

Item	Description	sq .m / unit	Value $	Total $
1	Factory Land Value	200,000	30	6,000,000
2	Show room And main office in Amman Land	1,000	750	750,000
3	Broker commission 1%			60,000
4	Government Registration fees 6%			360,000
5	Buildings design and permit fees	80,200	10	802,000
6	Factory Buildings value	73,000	150	10,950,000
7	Offices Building at Site	3,600	400	1,440,000
8	Show room And main office in Amman Building	1,000	750	750,000
9	Staff accommodation house	1,200	350	420,000
10	Security Building at Site	400	350	140,000
11	Mosque building at Site	400	500	200,000
12	Restaurant Building at Site	600	350	210,000
13	Foundation works and infrastructure	80,200	15	1,203,000
14	External works	Lump Sum	850,000	850,000
15	Finishing's including plant offices	Lump Sum	1,150,000	1,150,000
16	External roller doors	60	7,000	420,000
17	External pavements and Roads	30,000	21	635,700
18	Slabs on grade	73,000	35	2,555,000
19	Electrical works	Lump Sum	3,585,103	3,585,103
20	Mechanical works	Lump Sum	2,137,440	2,137,440
21	**Total**			**34,618,243**

2- Machines and equipment in case of the first choice in USD

Item	Description	Source	Ex. Rate	Total $	Total €	Total $
1	All plants machines, maintenance work shop and aluminum dies	Europe	1.2	49,761,791		49,761,791
2	Customs fees, sales tax, transportation and clearance					3,483,325
3	Total					**53,245,116**

2a- Machines and equipment in USD (Alternative One)

Item	Description	Source	Ex. Rate	Total $	Total €	Total $
1	All plants machines, maintenance work shop and aluminum dies	Europe	1.2	40,983,011		40,983,011
2	Customs fees, sales tax, transportation and clearance					2,868,811
3	Total					**43,851,822**

2b- Machines and equipment in USD (Alternative Two)

Item	Description	Source	Ex. Rate	Total $	Total €	Total $
1	All plants machines, maintenance work shop and aluminum dies	Europe	1.2	42,340,344		42,340,344
2	Customs fees, sales tax, transportation and clearance					2,963,824
3	Total					**45,304,168**

3- Raw materials (Aluminum billets) for Extrusion Total Value in USD

Item	Description	Source	Ex. Rate	Total $	Total€	Total $
1	Aluminum billet Raw Material	Bahrain	1	9,334,000		9,334,000
2	Sales tax on raw materials save materials that are for manufacturing purposes					1,680,120
3	TOTAL					**11,014,120**

4- Raw materials Total Value in USD

Item	Description	Source	Ex. Rate	Total $	Total€	Total USD
1	Raw Material	Asia	1	1,054,400		1,054,400
2	Raw Material	Europe	1.2		1,737,000	2,084,400
3	SUB Total					3,138,800
4	Customs fees, sales tax on raw materials save materials that are for manufacturing purposes					1,663,564
5	Total					**4,802,364**

*** Total raw material cost in USD** **15,816,484**

5- Statement of machines, equipment, plant preparations, offices, show room, land and buildings cost in USD

Item	Description	USD
1	Plant Land and buildings	34,618,243
2	All Plants Equipments and machines	53,245,116
3	Plant's supplies	2,361,723
4	Different trucks, Transportations means, and senior staff cars	4,914,121
5	General Administration and plant management offices\furniture and staff accommodation supplies	760,000
6	General Administration and plant management offices \ equipments	1,098,930
7	Raw materials (Aluminum billets for Extrusion) for 6 months	11,014,120
8	Cost of raw materials for 6 to 8 months	4,802,364
9	Processing and decoration for showrooms and sales offices	320,000
10	Temporary offices (rental and furniture)	100,000
11	Salaries of staff during establishment period	1,521,045
12	First year salaries include social security	6,466,032
13	Transportation, accommodation, travel and external and internal foundation expenses 1%	1,212,217
14	**Sub Total**	**122,433,911**
15	Loan expenses and brokers commissions	2,448,678
16	Cash required for the first year of the start of production	3,673,017
17	**Grand Total in USD**	**128,555,607**

*** Exclusive Conclusion in case of the first choice**

* Total Project Value in USD	**128,555,607**
* Total raw material stock in five years in **USD**	**27,601,480**
* The value of inventory at incorporation	**15,816,484**
* The added value of the stock during the five years	**11,784,996**
* Return of the depreciation reserve balance	**33,384,646**
*** Net profits for the first five years of production in USD**	**117,849,959**

* Pay back period :		
* Net profit+ Total stock + depreciation	**163,019,601**	**USD**
* Project cost	**128,555,607**	**USD**
* Pay back period	**1.27**	

*** Exclusive Conclusion in case of Alternative One choice**

* Total Project Value in USD	**119,162,313**
* Total raw material stock in five years in **USD**	**27,601,480**
* The value of inventory at incorporation	**15,816,484**
* The added value of the stock during the five years	**11,784,996**
* Return of the depreciation reserve balance	**33,384,646**
*** Net profits for the first five years of production in USD**	**117,849,959**

* Pay back period :		
* Net profit+ Total stock + depreciation	**163,019,601**	**USD**
* Project cost	**119,162,313**	**USD**
* Pay back period	**1.37**	

*** Exclusive Conclusion in case of Alternative Two choice**

* Total Project Value in USD	**120,614,659**
* Total raw material stock in five years in **USD**	**27,601,480**
* The value of inventory at incorporation	**15,816,484**
* The added value of the stock during the five years	**11,784,996**
* Return of the depreciation reserve balance	**33,384,646**
*** Net profits for the first five years of production in USD**	**117,849,959**

* Pay back period :		
* Net profit+ Total stock + depreciation	**163,019,601**	**USD**
* Project cost	**120,614,659**	**USD**
* Pay back period	**1.35**	

* In the context of this project investment will be recovered in less than five years, i.e. its assets including real estate, in addition there will be a stock of raw material available in the stores (estimated at almost US $ twenty seven millions by the end of the fifth year) after the completion period will be recovered in less than five years..

1- The proposed land

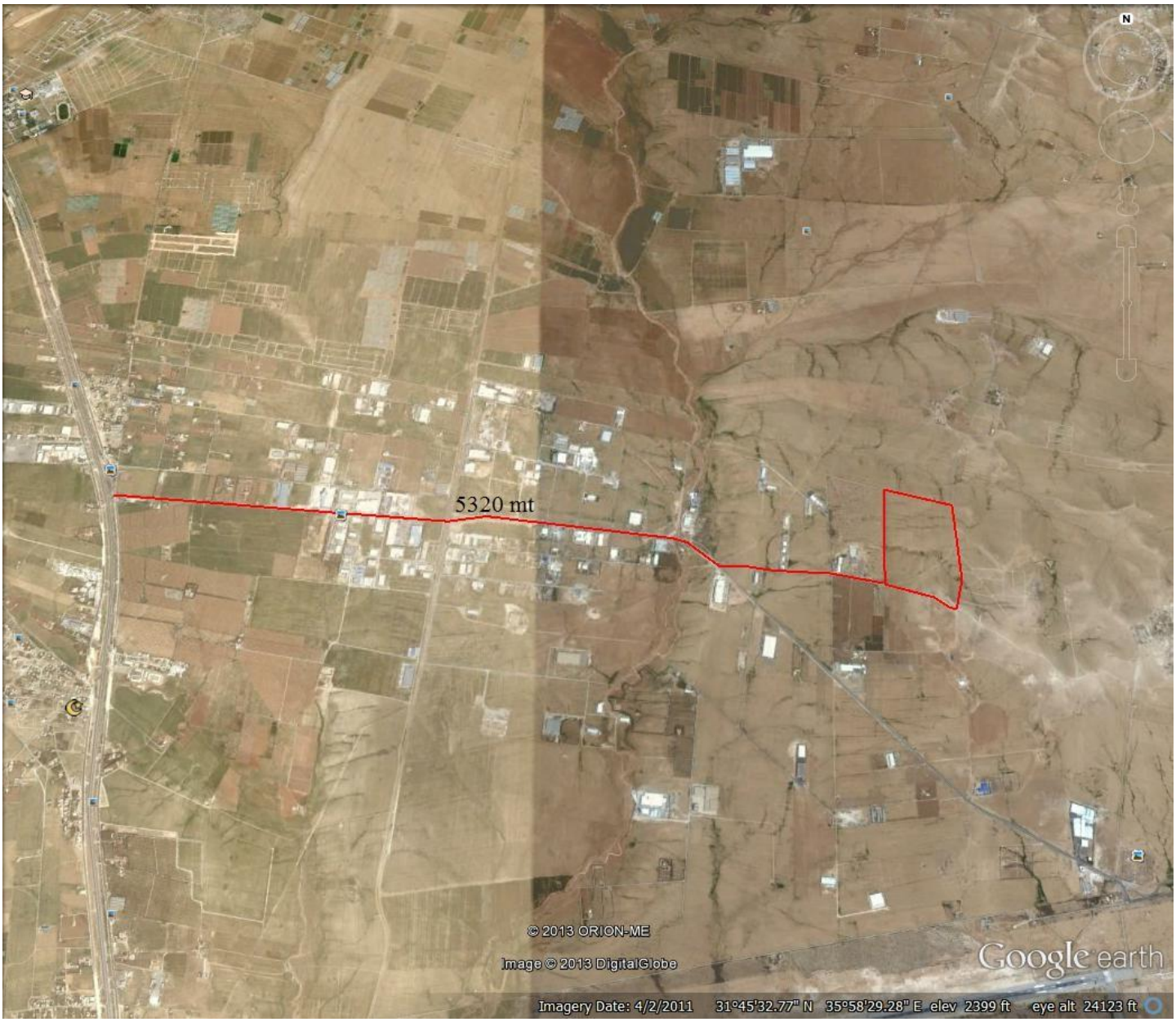
1.1- The first option is 328 acres



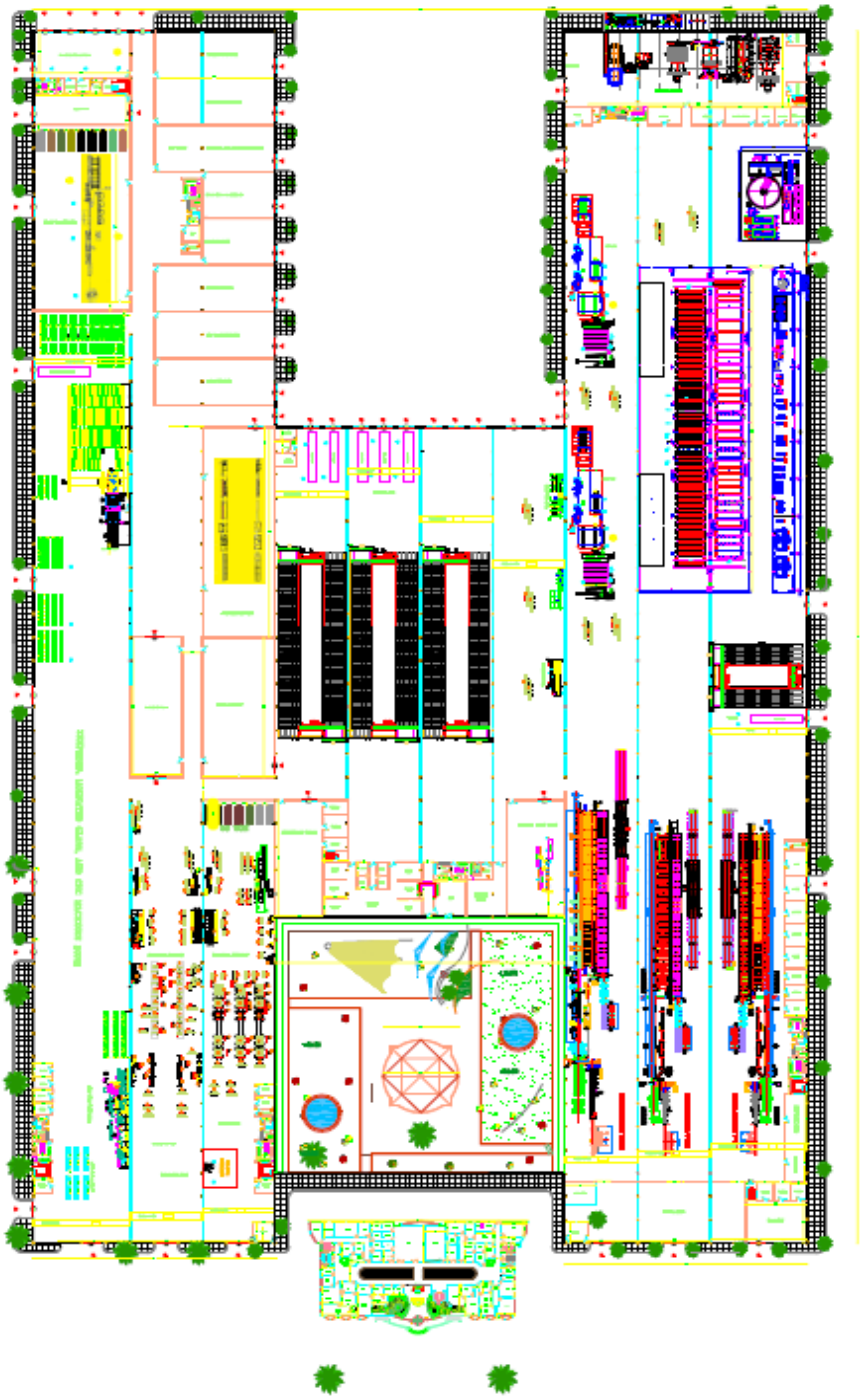


1.2- The second option

We will purchase 200 acres of the same land area selected



1 - Ground Floor Plant With Machines



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Marital Status: Married
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Tel.: +962 79 66 89 773

Education:

1- Industrial Diploma in Minerals Formation and Vessels Building, 1972, Athens, Greece.

2- Turbine and Diesel Vessels Engineering Mechanic Diploma, 1974, Athens, Greece.

Courses:

1- Aluminum Formation and Manufacturing course, 1978, Germany.

2- Production Management Course, 1979, Germany.

3- Marketing and Plants Management course 1983, Germany.

4- Computer Programs Course (Basic Files and Clipper Language), 1985.

5- Computer Programming course for developing specialized software for industrial analysis, manufacturing, pricing and stores, 1986.

6- Quantity Analysis, wind pressure computations, tolerance capacity and deflection prevention calculations, according to the German Specifications (DIN) for Curtain Wall and structure glazing, 1987.

Experience:

Thirty years experience in plants management, technical, and marketing management, inside Jordan, Arab Region and USA.

Jobs and Work Experience:

1- Manufacturing Technician in vessels building basin from 1973-1974, Baryous, Greece.

2- Third Marine Mechanical Engineer in Biracos Navigation Company from 1975-1977

3- Partner and Technical Manager in Jordan-German Establishment for Aluminum 1979-1985, Amman, Jordan.

4- Partner and General Manager of Jordan-German Establishment for Aluminum as of 1986-1990 Amman, Jordan

5- Partner and General Manager of AluGlass Company as of 1991-1993 in Los Anglos, USA

6- Partner and General Manager of Jordan-German Establishment for Aluminum 1994-2000, Amman, Jordan.

7- Partner and General Manager of German Company for Electrical Roll Shutters as of 2001-2002, Doha, Qatar.

8- Manager of German Company for Aluminum as of 2004-2006, Baghdad, Iraq.

Accomplishments and Registered Works:

1- Participation with Ministry of Industry and Trade, Standards and Specs Department, Ministry of Public Works, Royal Society and Jordan University in Settling up Jordan specs for Aluminum and glass as of 1984-1987.

2- Giving lectures about energy saving through light openings and glass skylights, curtain wall and structure glazing.

3- Giving lectures about glass and Aluminum technology, energy saving through them in construction researches centre and some engineering faculties in Iraq.

4- Performing electrical roller shutters, glass and Aluminum show in 1991, at the Car's show.

5- Performing Aluminum and glass fronts and energy saving through them in 1997 at International shows hall.

Some Implemented Projects

Some of projects had been executed during the past thirty years.

1- Execution not less than six hundred palaces, villas and buildings for private and public sector in Jordan.

2- Execution of some five stars hotels and tourist resorts in Jordan.

2- Execution of huge commercial complexes and banks in Jordan.

4- Banks, governmental and commercial building, and villas in Iraq, Saudi Arabia, Libya and Qatar.

Languages:

1- Arabic / Mother Tongue
2- English / Moderate
3- Elaneka Greece / Moderate