

Industrial Loan Application Form

Project Name

Ceramica Terra

(The provided information in this application will be treated as confidential and it would be only used internally within the SIDF)

1. PROJECT DATA

GENERAL INFORMATION	
Project Name (as it is in the industrial license)	Ceramica Terra
Location (Region/City)	Jeddah
National Address	1120 Prince Sultan Road, Jeddah, 23456
Telephone / fax / e-mail	+012 6578 9900 / +012 6578 9901 / info@ceramicaterra.com
Commercial Register No. and date:	8901234 / 15 August 2021
Industrial license no. and date	5432121 / 1 September 2021
Legal Entity	<p><input type="checkbox"/> Sole proprietorship or branch of establishment. If it is a branch, state the name of parent company or establishment:</p> <p><input checked="" type="checkbox"/> Limited Liability Company or a branch of the company</p> <p><input type="checkbox"/> General Partnership</p> <p><input type="checkbox"/> Closed joint stock Company</p> <p><input type="checkbox"/> Other (specify):</p>
Purpose of the loan	<p><input checked="" type="checkbox"/> New Project</p> <p><input type="checkbox"/> Expansion of an existing project</p> <p><input type="checkbox"/> Modernization and development</p> <p><input type="checkbox"/> Project relocation</p> <p><input type="checkbox"/> Other (specify):</p>
Has the project or project owners dealt previously	<input checked="" type="checkbox"/> NO

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with other government financing Funds or Credit Bank	€ YES (specify the name of project (s) and loan number):
Have the project's owner (s) had any previous relation with SIDF or SMEs Financing Guarantee Program (Kafala)	√ No € Yes (specify the name of project (s) and loan or Kafalah number):
Specify expected date for project complete implementation / Completion %	December 2025

PROJECT PROFILE

Give a full page brief on the project no less than 300 words stating the project's idea, its objectives and rationales; its products and targeted markets and business experience, etc.

PROJECT OWNERSHIP

Name of Owner	Legal Entity	Nationality	Shareholding (%)
Khalid Al-Fahad	LLC	Saudi	60%
Mohammed Al-Mutlaq	LLC	Saudi	20%

The table above is to fill out (in case the project is a branch of company or establishment, state only the ownership of parent company or establishment). Note: (you may add additional rows to the table if needed)

PROJECT REPRESENTATIVE

Name	Khalid Al-Fahad
Representative	Owner & Managing Director
Mobile Number	+966 556789123
Email	khalid@ceramicaterra.com

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A BRIEF INFORMATION ON PROJECT OWNER (S)						
Name	Khalid Al-Fahad					
Civil Register (residence) / commercial register	3456789012					
Address	1120 Prince Sultan Road, Jeddah					
Telephone No.	+012 6578 9900					
Fax No.	+012 6578 9901					
Mobile No.	+966 556789123					
E-mail	khalid@ceramicaterra.com					
List of real estate owned						
Property Type (land / building / farm / villa.)	City	Location	Area	Purchase Price	Purchase date	Current market value
Land	Jeddah	1120 Prince Sultan Road	8,000 m ²	SAR 10,000,000	2022	SAR 12,000,000
Total						
Please attach the land deed title.						
List of establishments, companies or other service/commercial businesses in which the project's owner is a shareholder						
Name of company /establishment			Shareholding (%)	Commercial Registration/ License	Issue Date	
Const. Co			10%			
Please attach the last three years audited financial statements.						
Other Investments: (includes stock holding, investment accounts, etc.)						

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Type of investment	Value of Investment(SR)
Total	
Please attach the account statements.	
Please attach the C.V of the owner which includes qualifications and work experience	

Important Note: (re-state information of the above table for each owner if more than one owner). Use additional rows in the table when needed

BANK INFORMATION	
Name of account holder (in English)	Khalid Al-Fahad
Address	1120 Prince Sultan Road, Jeddah
Bank Name	National Commercial Bank (NCB)
Branch	Jeddah Main
Bank Contact (Tel. & Email)	+012 444 5678 / info@ncb.com
Account Number	789654123456

Please fill in the above table for each bank account for the project and (ONLY FOREIGN OWNERS - PERSONAL ACCOUNT) (Table is to be repeated for each account)

2. MARKETING INFORMATION

2.1 Describe proposed products and their applications:			
	Description	Uses & Users	Substitute

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			Products
Ceramic Wall Tiles	Versatile and visually appealing, ceramic wall tiles enhance interior spaces with a wide range of colors, patterns, and textures while offering easy maintenance.	Residential and commercial	Vinyl or wood paneling
Outdoor Ceramic Pavers	Durable and weather-resistant, outdoor ceramic pavers provide a stylish and functional surface for patios, walkways, and garden areas.	Landscaping, outdoor pathways	Concrete, stone paving

Use additional rows in the table when needed

2.2 Submit detailed descriptions for each proposed product including product specifications (such as, weights, brand names, dimensions, picture, shelf life and ingredients) and final specific usages/applications of the finished products:

Name	Weight	Dimensions	Shelf life	Main Ingredients	Brand	Unit of measurement	HS code
Ceramic Tiles	2 kg/tile	300mm x 300mm x 8mm	N/A	Clay, feldspar, quartz	Tile Master	Square Meters (m ²)	690790
Porcelain Tiles	2.5 kg/tile	600mm x 600mm x 10mm	N/A	Porcelain, kaolin, silica	Tile Master	Square Meters (m ²)	690810

Use additional rows in the table when needed

2.3 Historical sales of project's products for the past three years (Local

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& Export) (if any):						
Product	Year 2021		Year 2022		Year 2023	
	Quantity*	Value	Quantity	Value	Quantity	Value
Ceramic Tiles						
Porcelain Tiles						

*Based on the industry norm (in unit/Ton/M³/..etc.). Use additional rows in the table when needed.

2.4 Target Market (s)		
		Total sales (%)
Type of targeted market	✓ Factories ✓ Wholesales ✓ Distributors ✓ Sectorial € Export	30% 40% 20% 10%
Local: (region / city)	- Jeddah - Riyadh - Dammam	
Export: (country)	- UAE - Egypt - Kuwait	

2.5 Fill in the table below if project owners have activities other than the subject project products:						
Product	Year 2021		Year 2022		Year 2023	
	Quantity*	Value	Quantity	Value	Quantity	Value
Trading - Building	3,000 tons	6,000,000	3,500 tons	7,000,000	5,000 tons	10,000,000

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Materials						
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* Based on the industry norm (in unit/Ton/M³/..etc.).

Table to be re-produced for each owner (shareholder). Use additional rows in the table when needed.

2.6 Main competitive factories in local market with estimates for historical sales for similar products for last three years. Same statement to be prepared for foreign markets if the project is export-oriented to be for each product type:

Factory Name	Products	Production capacity (Units)	Sales Volume (Based on the industry norm)					
			Year 2021		Year 2022		Year 2023	
			Local	Export	Local	Export	Local	Export
Al-Jawdah Ceramics	Ceramic Wall Tiles	8,000,000sqm/year	6,500,000	1,500,000	7,000,000	1,600,000	8,000,000	1,800,000
Alfanar Ceramics	Ceramic Floor Tiles	7,000,000sqm/year	5,000,000	700,000	6,000,000	800,000	7,000,000	900,000
Riyadh Ceramics	Porcelain Tiles	10,000,000sqm/year	8,000,000	2,000,000	6,000,000	700,000	9,000,000	1,000,000
Total			19,500,000	4,200,000	19,000,000	17,500,000	24,000,000	3,700,000

Use additional rows in the table when needed

2.7 Estimates for historical and future demand for products in local market / export market

Product	Targeted Market	Demand Volume (in unit/Ton/M ³ /..etc.) (Based on the industry norm)	
		Historical	Future

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		Year 2021	Year 2022	Year 2023	Year 2024	Year 2025	Year 2026
Ceramic Wall Tiles	<i>Local</i>	1,000 m ²	2,000 m ²	3,000 m ²	4,000 m ²	5,000 m ²	6,000 m ²
Porcelain Tiles	<i>Local</i>	7,000 m ²	8,000 m ²	9,000 m ²	10,000 m ²	11,000 m ²	12,000 m ²

Use additional rows in the table when needed

2.8 Expected sales volume* (for each targeted market) during the first five years of project life

Product	Targeted Market	Year 1	Year 2	Year 3	Year 4	Year 5
Ceramic Wall Tiles	Local	10,000	12,000	14,000	16,000	18,000
Porcelain Tiles	Local	5,000	6,000	7,500	9,000	11,000

*Based on the industry norm (in unit/Ton/M³/..etc.). *Use additional rows in the table when needed*

2.9 Explain in no less than 100 words the main factors affecting future growth rate and the methods used in calculating the estimates.

The future growth rate of Ceramica Terra's products is influenced by several key factors. These include increasing demand for high-quality ceramic and porcelain products driven by growing urbanization and construction projects in Saudi Arabia and neighboring markets. The rising popularity of aesthetically appealing and durable flooring solutions further supports this growth. Additionally, the expansion of our distribution network and strategic marketing efforts will boost market penetration. We estimate future demand based on historical sales data, market trends, and projected industry growth rates. Our calculations account for market expansion, increasing consumer preferences, and competitive positioning.

2.10 State places and names of main clients of the project's proposed

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products and their current and future needs (if any).								
Names Of clients	Historical consumption*				Future Needs*			
	Year 2020	Year 2021	Year 2022	Year 2023	Year 2024	Year 2025	Year 2026	Year 2027
Al-Muqar ram Construc tion	5,000 m ²	5,500 m ²	6,000 m ²		7,500 m ²	9,000 m ²		
Saudi Building Compan y	4,000 m ²	4,500 m ²	5,000 m ²		6,500 m ²	8,000 m ²		

*Based on the industry norm (in unit/Ton/M³/..etc.). Use additional rows in the table when needed

2.11 Proposed factory's selling prices compared to competitors' prices (for each targeted market).				
Product	Targeted Market	proposed price	Competitor s' prices	Traders/Imp orters prices
Ceramic Wall Tiles	Local	80	75	80
Ceramic Wall Tiles	Export	85	70	75
Porcelain Tiles	Local	90	95	100
Porcelain Tiles	Export	85	90	95

Use additional rows in the table when needed

2.12 Names of major competitors (manufacturers and suppliers) for each targeted along with their current market shares)		
Name of Competitor	Targeted Market	Market share
Al-Fakher Ceramics	Local	30

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<i>Saudi Ceramics Company</i>	Local	25

Use additional rows in the table when needed

2.13 A clarifications of sales/marketing management team and distribution channels proposed for the project (staff, felt, branches, etc..)

2.14 Any additional capacity in the targeted market to be noted (name-capacity-date of implementing)

2.15 Details on the proposed advertising and promotion campaigns. Budget allocated to carry out such campaign and how it will be spent by each tool for the next 3 years of start-up.

3. TECHNICAL INFORMATION

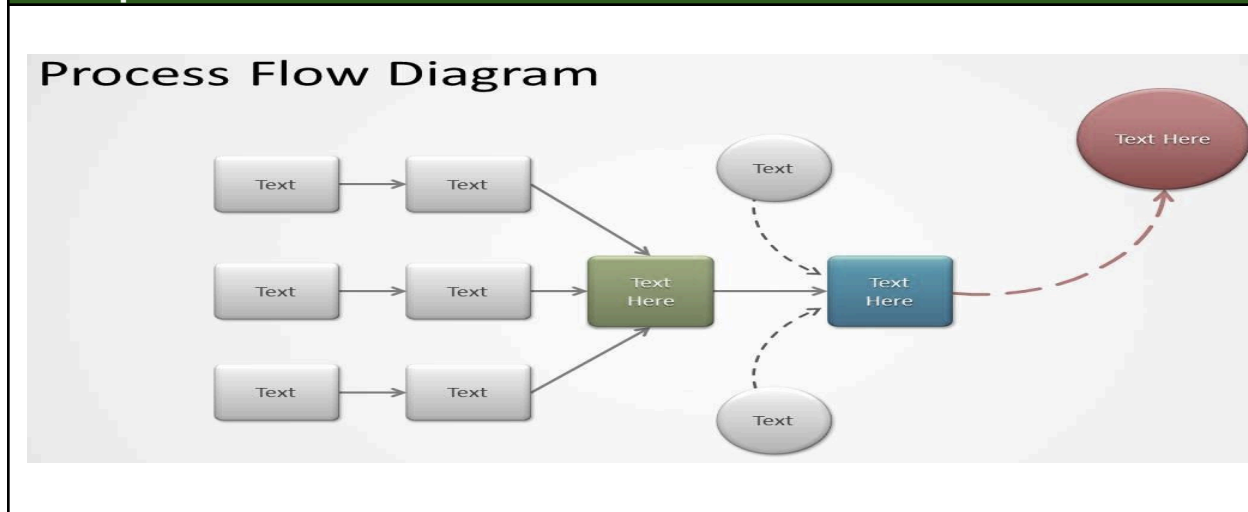
3.1 Elaborate in details the manufacturing process descriptions of each proposed product starting from Raw Materials to the finished products, clarifying what is the type and quantity of machines that will be used on this process as well as the manpower. (Process flow diagram is highly suggested as the following example)

Manufacturing stage	Machinery used	Number of operators	Production rate
<i>Raw Material Preparation</i>	Crushers, Mixers	2	1 ton/hour
<i>Molding</i>	Molding Presses	3	500 units/hour
<i>Drying</i>	Drying Ovens	2	500 units/hour
<i>Glazing</i>	<i>Glazing Machines</i>	2	500 units/hour

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<i>Firing</i>	Kilns	3	500 units/hour

Process Flow Diagram is highly suggested as the following example:



Use additional rows in the table when needed

3.2 What are the applicable standard specifications?

Write Saudi/ international applicable standard specifications:

3.3 Detailed capacity calculation for each production section (in the production line) indicating the bottle neck all over the production line to determine the designed installed capacity.

Product	Production rate/ Unit per hour	Measure. unit	Shift's hours	Number of shifts per day	Number of days per year	Level of efficiency %	Annual production capacity	licensed production capacity
Ceramic Wall Tiles	500	Units	8	2	300	85	255,000	300,000

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Porcelain Tiles	200	Units	8	2	300	80	96,000	120,000

Write main assumptions used in calculating production capacities.

** The same product should be as the same as marketing.*

- *Production capacity is based on two shifts of 8 hours each.*
- *Efficiency rates are based on historical data and industry benchmarks.*
- *Products are aligned with current market demand.*

3.4 Fill the project capital cost as per the following table:

Fixed Assets	Cost, SR
Building & Civil Works	1,500,000
Machinery and Equipment	2,000,000
Safety Equipment	100,000
Vehicles	600,000
Furniture	25,000
Pre-Operating Expenses	100,000
IT, Hardware and software	200,000
Total Project Cost	5,300,000

3.5 State in detail total cost of the buildings and civil works as per items of the following table:

Item	Cost, SR
General location (site leveling, fences, ground tanks, Etc.)	200,000
Main Building	800,000
Warehouses	400,000
Administrative Offices	0

External auxiliary rooms (Guard and electricity rooms)	100,000
Total Cost	1,500,000

3.6 The following points are essential to be submitted to support the above cost:

- Land lease agreement.
- General site layout
- Full set of Building and Civil works drawings (architectural, structural, industrial, mechanical, firefighting system, electrical & plumbing, and ventilation system & AC).
- Design and Supervision contract.
- One or two competitive quotations (including selected offers or contract) for executing each of the following items showing the selected offer:
 - Building and Civil works
 - Electrical & Mechanical Works.
 - Fire Fighting System.
- Bill of Quantities “B.O.Q” with itemized pricing to support the contract agreement.
- In case if the land is outside of MODON, permit to build/operate to be submitted.

3.7 The sponsor is required to submit an itemized breakdown of machinery and equipment costs according the selected quotations. This should be submitted as per the following table:

N o.	Formal Equipment Name and Model	Brief Descriptio n, Specificati ons and Output Rate	Quotati on	Man./Supp lier	Q u a n t i t y	C u r r e n c y	Foreig n	Tota l Cost SR'0 00	M a c h i n e r y S t
			Refer ence	Name			Cost/U nit		
			Quotati on	& <u>Origin</u>			000		

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			Date						at u s *
1									
2									
3									
4									
5									
	<i>Use additional rows in the table when needed</i>								
	sub-total-1								
	spare parts								
	Installation								
	SEC connection (transformers)								
	<i>Use additional rows in the table when needed</i>								
	Grand Total (SR)								

M&E selected offers/ contract should be submitted in the same order as in the above list.

* Machinery Status: (1) Implemented – (2) Arrived – (3) Ordered – (4) Not ordered – (5) Not selected

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3.8 Please submit a competitive quotation/offer for major M/E showing the selected supplier as an attachment to this form. In addition, complete a machinery bid analysis details as following table and justification for the selection of supplier.

	Comparison		
Criteria	Selected offer	Comp. offer#1	Comp. offer#2
Manufacturer	Supplier A	Supplier F	Supplier G
Country of origin	Germany	Italy	China
Capacity (kg/hour)	1,000	800	600
Total Cost (Foreign Currency)	1,000,000 SR	900,000 SR	850,000 SR

3.9 The following points are essential to be submitted to support the above cost:

- Description of each production line indicating the capacities and products to be produced by each line.
- Technical catalogs and leaflets for the proposed main machinery.
- The custom clearance for all delivered machinery & equipment.
- The Machinery layout in the production area showing the dimension of production area, warehouse area for raw materials & finish goods and other service areas of the building.

3.10 Detailed requirements of the Project for vehicles and transport means as follows:

N o.	Vehicle	Number	Single cost (SR)	Total Cost (SR)	Purpose for usage
1	Delivery Truck	2	150,000	300,000	Transporting products
2	Forklift	1	200,000	200,000	Material handling
3	Utility Van	1	100,000	100,000	General operations
Total				600,000	

Use additional rows in the table when needed.

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3.11 Furniture and office equipment, including information technology (IT) hardware and software as follows:

N o.	Description	Number	Single cost (SR)	Total Cost (SR)
1	Office Desks	10	1,000	10,000
2	Office Chairs	10	500	5,000
3	Computers	5	2,000	10,000
Total				25,000

Use additional rows in the table when needed.

3.12 Pre-operating breakdown costs according to the following table:

N o.	Description	Cost (SR)
1	Staff Training	50,000
2	Marketing Expenses	30,000
3	Initial Raw Materials	20,000
Total		100,000

Use additional rows in the table when needed.

3.13 The raw & packaging material consumption per unit for each proposed product (i.e. the amount and cost of raw & packaging material to produce one ton for each type of product). This information to be submitted as per the following table:

Prod uct	N o.	Raw material	The amount of raw material in ton/ 1 Ton product produced	(Unit price), Cost of raw materi al /ton (SR/to n)	Total Cost SR/T on	Sour ce
Cera mic	1	Clay	1.2	400	480	Supp lier X

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Wall Tiles	2	Glaze	0.3	600	180	Supplier Y
	3	Packaging Material	0.05	1,000	50	Supplier Z
Total					710	

In addition, please submit the source of required raw materials supported with official quotation for all raw materials for the above table.

* The above table should reflect each product as mentioned in table 2.1

3.14 Detailed requirement of the project for manpower as following:

Job Description	No. of employees	Basic Monthly Salary (SR)	Total cost of the monthly salary	Additional benefits %	Total salary (SR)
First: Direct labor					
Production Workers	15	2,500	37,500	10	41,250
Quality Control Staff	5	3,000	15,000	10	16,500
Second: Indirect labor					
Administrative Staff	5	4,000	20,000	10	22,000
Total Riyals					79,750

Use additional rows in the table when needed.

3.15 Detail requirements of the project for utilities necessary for the operation as per following items:

N o.	Description Overall	Unit	Unit price	Total use	Annual cost (SR)
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	consumption				
1	Electricity	KW	0.5	250	225,000
2	Water	M3	20	2,000	40,000
3	Gas	BTU	0.1	100	10,000
4	Fuel	Liters	1.5	1,500	22,500
Total					297,500

Use additional rows in the table when needed.

3.16 Know-how

Please submit a Know-how agreement if applicable

3.17 A brief statement of project's available resources for production management and quality control.

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4. FINANCIAL INFORMATION

4.1 SOURCES OF FINANCE

Sources of lending	%	SR
Paid-in capital (No less than 25% of total cost)		
Internal cash flows (in case of loans for expansion, modernization and development)		
SIDF loan amount		
Other loans (Specify either a bank loan or loans from shareholders, etc.):		

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Total		
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4.2 Please complete the following financial projections for the project:

1) Statement of Financial Position	Amounts in thousands SR				
	Year...	Year...	Year...	Year...	Year...
<u>Assets</u>					
Current Assets					
Cash in the factory and banks					
Account Receivables					
Inventory					
Other current assets					
Total current assets	0	0	0	0	0
Non-current assets					
Net fixed assets					
Other fixed assets					
Intangible assets					
Total non-current assets	0	0	0	0	0
Total Assets	0	0	0	0	0
<u>Liabilities:</u>					
Account Payables					
Short-term loans					
SIDF due installments					
Liabilities to related parties					
Other current liabilities					
Total current liabilities	0	0	0	0	0
SIDF loan					
Long-term bank loans					

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Other long-term liabilities					
Total Liabilities	0	0	0	0	0
Equity:					
Paid-up capital					
Retained Earnings (Loss)					
General Reserve					
Owner's Current Account					
Total equity	0	0	0	0	0
Total equity and liabilities	0	0	0	0	0

2) Income Statement	Amounts in thousands SR				
	Year...	Year...	Year...	Year...	Year...
Sales					
Raw materials					
Direct labor					
Maintenance					
Utilities					
Depreciation and amortization					
Other direct expenses					
Total operating costs	0	0	0	0	0
GROSS PROFIT	0	0	0	0	0
Less:					
Sales expenses and administrative expenses					
Finance charges					
Other expenses (or sales)					

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NET PROFIT	0	0	0	0	0
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3) Financial flows of the project	Amounts in thousands SR				
	Year...	Year...	Year...	Year...	Year...
Financial inflows:					
Paid-up capital					
Self-financing from the owner					
Bank Financing					
Government lending agencies (SIDF Loan)					
Depreciation and Amortization					
Total inflows (1)	0	0	0	0	0
Cash outflows:					
Capital expense for project					
Bank installments					
Government agencies installments (SIDF loan)					
Dividends					
Total outflows (2)	0	0	0	0	0
Funds remaining at the end of the year (1 - 2)	0	0	0	0	0
Pooled funds:	0	0	0	0	0

4.3 Financial Analysis of the economic feasibility of the project by applying economic criteria such as IRR and capital return.

I, owner of the project, applicant for industrial loan, hereby acknowledge and undertake as follows: -

1. All information and data written in the loan application form as well as the documents submitted to Saudi Industrial Development Fund (SIDF) are true and accurate and shall bear any resulting consequences and responsibilities.
2. My knowledge and information of all project's elements including capital, income and operation costs, estimated financial results and certify that the project is economically viable based thereon.
3. Submit to SIDF any additional information or data requested by SIDF as soon as possible. In case of any default on my part with respect to follow up and submission of such documentation, SIDF shall have the right to close my application file without recourse to me.
4. My submission of the application form constitutes no legal obligation on SIDF's part to finance the project; rather the application shall be subject to study and evaluation in accordance with the SIDF applicable procedures.

Name:

Signature

Title:

ID No:

Date:

Stamp

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إقرار عدم ممانعة لتبادل المعلومات

<p>حيث ترغب (شركة) سجل تجاري رقم</p> <p>(بالحصول على تمويل من صندوق التنمية الصناعية السعودي، وحيث واشترط الصندوق الاستعلام عن (الشركة/ الشركاء) لدى الشركات الانتمائية المرخص لها، إضافة إلى تزويد الصندوق لها بمعلومات انتمائية (عنه/ عنهم). عليه فإن مجلس الإدارة والشركاء الموقعون ادناه، يوافقون على قيام صندوق التنمية الصناعية السعودي بالاستعلام عنهم لدى الشركات الانتمائية المرخص لها والاطلاع على القوائم المالية الخاصة بالشركة، إضافة إلى تزويد الصندوق لهذه الجهات بأي معلومات انتمائية عنهم، وعلى ذلك نوقع.</p>
<p>الشركاء الأفراد: - الاسم: رقم السجل المدني: التوقيع:</p>
<p>إقرار الشركة: - اسم الشركة: رقم السجل التجاري: توقيع المفوض:</p>
<p><u>No Objection Letter for Information Exchange</u></p> <p>As (_____) Company, Commercial Registration No. _____, is applying for a loan from the Saudi Industrial Development Fund (SIDF), and since the Fund requires credit information on the Company/shareholders from the licensed credit companies, the Company's Board of Directors and shareholders signed below agree to authorize the Fund to inquire on them with the licensed credit companies and review their financial statements. Moreover, the Fund has the right to provide their credit information to such credit companies. We hereby agree and sign below.</p>
<p>Individual Owner:- Name : ID No : Signature :</p>

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Owner/Authorized for Company :

Name:

Commercial Registration No:

Authorized Signatory:

Responses to the loan application

Credit Responses:

- Kindly elaborate more on the project profile information.
- Kindly attach the land deed title for the industrial land owned.
- Ownership percentages are not complete. Kindly revise this entry or elaborate more.
- Kindly submit the legal documents (the commercial registration and article of association) for Conts. Co.
- Kindly submit the four years audited financial statements for the company Conts. Co.
- Kindly fill the non-objection letter for information exchange and sign it.
- Kindly fill table 4.1 and 4.2

Marketing Responses:

- Kindly clarify what are the products represents the building material stated in table 2.5.
- Kindly refill table 2.5 stating each product sales volume and value.
- Kindly complete table 2.10
- In 2.11, the product "Ceramic wall tiles" is proposed at a selling price that is higher than local and export competitor. Kindly clarify how will the project success in the penetrating the market with the proposed prices.
- Kindly revise the competitors and imports prices as it's below the market average
- Based on the revision of competitors' and imports' prices, kindly restates your proposed prices accordingly.
- Kindly fill table 2.13, 2.14, and 2.15.

Technical Responses:

- Kindly fill the process diagram.
- Kindly fill the table 3.2.

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- Kindly submit the documents mentioned in point 3.6
- Kindly fill table 3.7
- Kindly clarify the basis for choosing the selected offer despite it's higher than the competitive offers.
- Kindly specify the need and the use for each proposed vehicle.
- Kindly provide fill table 3.13 for Porcelain Tiles.
- Kindly submit supported raw material quotations
- In utilities, the annual cost of electricity is higher than needed given the total consumption. Kindly revisit this entry or elaborate.
- Kindly fill a brief statement of project's available resources for production management and quality control.