

## **Business Opportunity**

### **Composite Boats Manufacturing**

#### **Subject:**

The aim of this brief is to highlight the feasibility of building boats using Simprex epoxy vinyl ester prepregs, instead of traditional hand lamination “wet lay up” process, in the UAE or any other GCC country.

#### **Why Boat building using Simprex epoxy vinyl ester Prepregs?**

1. Simprex epoxy vinyl ester Prepregs are unique material that will assure a unique final product in terms of quality and cost.
2. Total monopoly; no competition at the regional level from boat builders.
3. Big and growing market at the GCC level.
4. Much easier and faster process at the manufacturing stage.
5. Much less health hazardous at manufacturing stage compared with traditional hand lamination “wet lay up” process.
6. GCM will give technical support to this new company when needed until it can be totally independent and masters the manufacturing process.
7. All local/regional made boats offered in the market are very similar in terms of technology used in the manufacturing process and in the features of the final product. Boats built from Simprex epoxy vinyl ester Prepregs will provide the market with an Alternative.
8. Increase of environmental awareness.
9. Major boat builders are already working at full capacities.

## GCC Market size:

GCC Region	Estimated Boats in 2006	Estimated Boats in 2012 based on population increases and other market factors	Estimated increase (2006-2012)
Totals	34,850	47,650	12,800

## Projection sales and profits from 2009-2013:

	2009	2010	2011	2012	2013
Sales AED	3,600,000	13,500,000	27,000,000	27,000,000	40,500,000
Profits	813,433	7,374,000	17,255,000	16,801,000	26,578,000
	22%	54%	64%	62%	65%

Investment required: AED 6,000,000

Detailed study is available. Pls contact:

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