



الاتحاد العام للصناعات الفلسطينية
Palestinian Federation of Industries

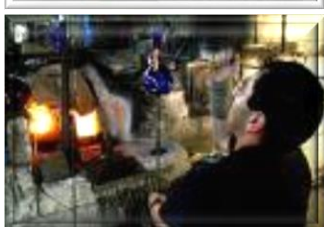
PFI



The Palestinian Industrial Sector



الاتحاد العام للصناعات الفلسطينية
Palestinian Federation of Industries



- The industrial sector in Palestine includes some 14,000 registered companies in the West Bank and Gaza.
- The majority of these are small family-owned businesses. Only about 100 of the manufacturing, mining and construction enterprises in Palestine have a workforce of more than 100 employees. Some 90% of all industrial enterprises have fewer than 10 employees.
- The contribution of the industrial sector to GDP is approximately 17%, and it absorbs around 18% of the total workforce.



The Palestinian Federation of Industries (PFI)

- The PFI is the national institution representing the Palestinian industrial sector through its federated associations.
- Founded in 1999 as a permanent private sector organization, PFI facilitates industrial development as the basis for economic performance. PFI's representational role is to educate, advocate, and communicate the value of a developed, socially-responsible and globally competitive industry.

Industrial sectors represented by PFI



الاتحاد العام للصناعات الفلسطينية
Palestinian Federation of Industries



- ❑ Food and beverages
- ❑ Construction
- ❑ Stone and marble
- ❑ Pharmaceuticals
- ❑ Chemicals
- ❑ Metal and engineering
- ❑ Textiles and garments
- ❑ Leather and shoes
- ❑ Paper and packaging
- ❑ Traditional and handicrafts
- ❑ Plastic and rubber
- ❑ Woodcraft and furniture.

A Closer look at some key industrial sectors

Agribusiness and food industry



- The Value of Agricultural production in 2006 amounted to \$800 million dollars
- The value added of the Agri-Sector reached \$388 million – 8.3% of GDP
- 64.2% in West Bank – 35.8% in Gaza
- Plant production contributed 53.8%
- Animal Production Contributed 46.2%.

Labour absorbed in the Agricultural Sector



الاتحاد العام للصناعات الفلسطينية
Palestinian Federation of Industries



- Number of workers employed in the Agricultural Sector amounted to 67,000 in 2006.
- 98% of the 6104 Cattle and animal farming establishments employ less than 4 employees each, 2% employ 8-10 workers

Agro-industry Establishments



الاتحاد العام للصناعات الفلسطينية
Palestinian Federation of Industries



- There are 720 establishments (87.2% in West Bank alone)
- 290 out of the 720 are olive oil presses
- 47 out of 720 operated in dairy production
- 162 out of 720 establishments are considered factories according to international standards.
- This industry contributes 20% to the Palestinian industrial sector.
- The amount of investment in the Palestinian Food manufacturing reached 400 million dollars.
- This industry employs 8500 workers
- The manufacturing of sweets and canned foods constitute 48% of total investment.

Stone & Marble Industry



الاتحاد العام للصناعات الفلسطينية
Palestinian Federation of Industries



- This industry employs about 15,000 administrative, skilled and unskilled laborers
- Total investment in the industry is estimated at around \$700 million making it a major employer of Palestinian capital.
- The raw materials used in production of the stone and marble products is 100% local and reserves of this material will serve for the next fifty years.
- This industry is growing at a rate averaging 8 percent per year and currently enjoys a 25% share of the local market. Total industry output in excess of \$100 million per year and contributes 4 percent of total Palestinian GNP.
- About 70 percent of products are exported to Israel and increasing amounts are exported to Arab countries and others countries.

Pharmaceutical Industry



الاتحاد العام للصناعات الفلسطينية
Palestinian Federation of Industries



- Highly innovative and developed sector
- 6 major companies employing over 1000 highly skilled workers
- ISO and GMP certified
- This industry plays an important role in providing the local market with its pharmaceutical needs. The overwhelming majority of sales are directed toward the Palestinian market (55% of local market needs of generics)
- Some companies exporting to Arab and European countries

Construction Industries



الاتحاد العام للصناعات الفلسطينية
Palestinian Federation of Industries



- Construction materials produced:
 - Building stones
 - Cement
 - Tiles and bricks
 - Asphalt
 - Plastic and cement pipes
 - Other related products such as Aluminum frames, doors, fittings, paints, nails and screws and so on.

Construction Industries



الاتحاد العام للصناعات الفلسطينية
Palestinian Federation of Industries

- A very promising sector with anticipated major construction projects, eg:
 - Alirsal Project \$400 million
 - Alrayyan Project \$100 million
 - Rawabi City Suburb \$300 million

- Over 400 companies working in the field with 1000s of skilled workers, with high potential for development.

Industrial Modernization Center



الاتحاد العام للصناعات الفلسطينية
Palestinian Federation of Industries

Industrial Modernization Center is the technical arm of Palestinian Federation of Industries; it works on developing the Palestinian industry through providing technical support to industrial enterprises based on their needs and through integrated development programs.

Industrial Modernization Center



الاتحاد العام للصناعات الفلسطينية
Palestinian Federation of Industries

Industrial Modernization Center is the technical arm of Palestinian Federation of Industries; it works on developing the Palestinian industry through providing technical support to industrial enterprises based on their needs and through integrated development programs.

Industrial Modernization Center



الاتحاد العام للصناعات الفلسطينية
Palestinian Federation of Industries

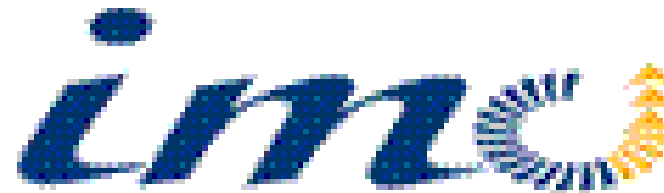
IMC objectives:

- Researches and studies: Preparing and implementing the diagnostic studies required for various industrial sectors; studying their technical services needs.
- • Data and information: Collecting, classifying and organizing data and information regarding the Palestinian industrial sectors and presenting them via PFI's available means and updating them.
- • Technical project management: Especially quality management projects and business development projects that serve Palestinian industries.
- • Technical services: Diagnostic studies; gap analysis to identify development requirements; auditing; technical evaluation and recommendations regarding developing and modernizing industrial enterprises.
- • Gap narrowing: Providing technical support to narrow the gaps; assisting in qualifying companies to adapt quality standards through IMC staff and specialized consulting firms.

Industrial Modernization Center



الاتحاد العام للصناعات الفلسطينية
Palestinian Federation of Industries



مركز تحديث الصناعة
Industrial Modernization Center

Projects and Programs



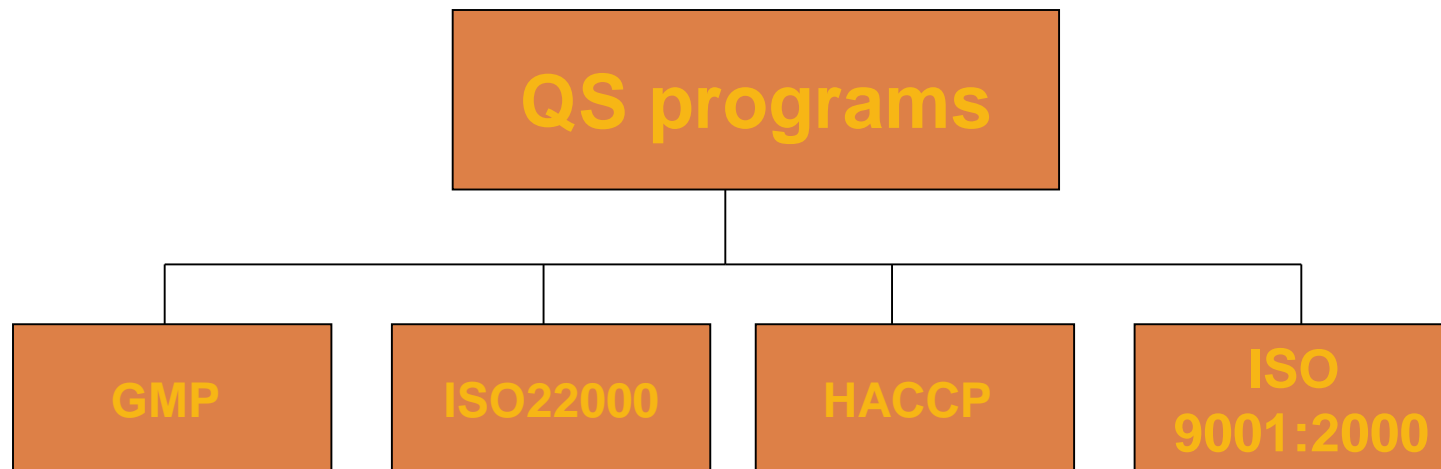
Industrial Modernization Center



الاتحاد العام للصناعات الفلسطينية
Palestinian Federation of Industries

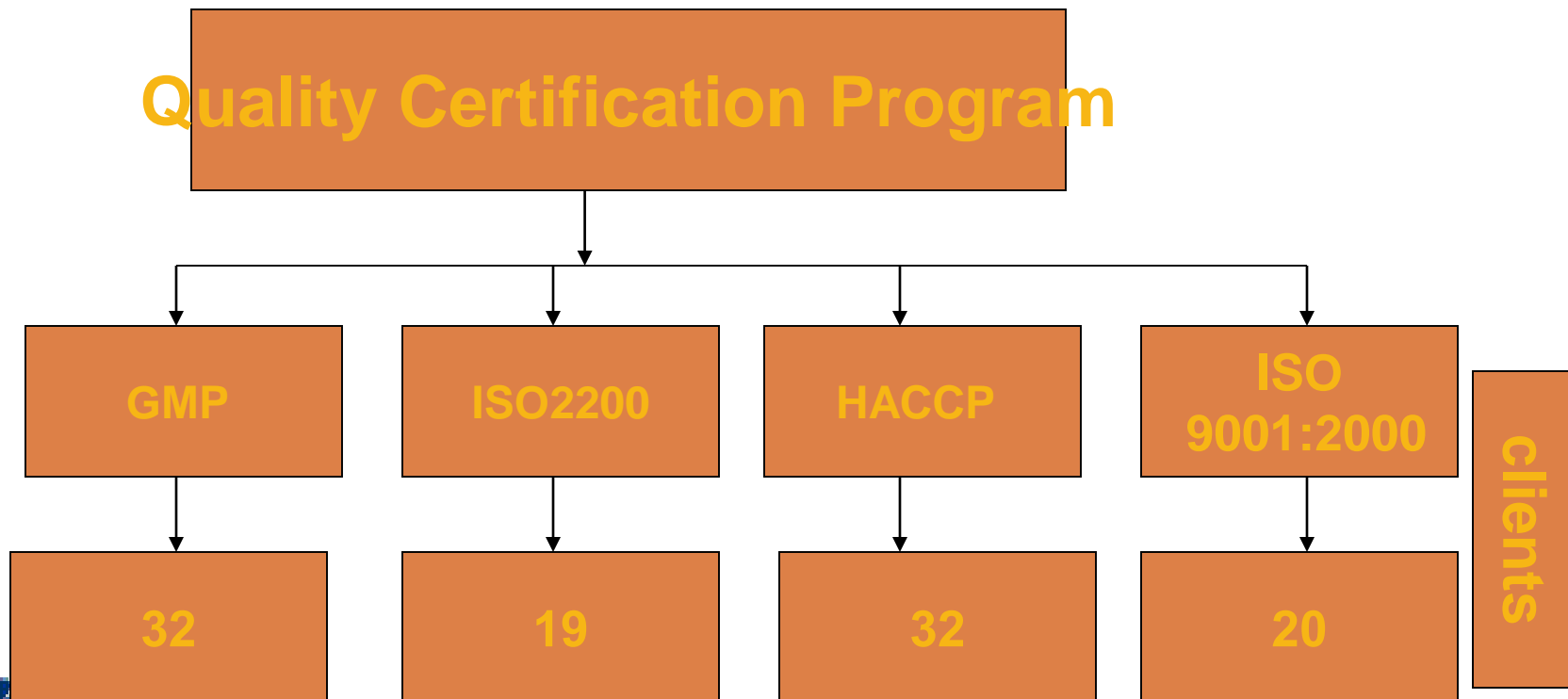
IMC Quality Development Program

Aimed at create needed awareness among industries
For the importance of QS to penetrate international
Markets and to develop internal systems





IMC Quality Development Program



Industrial Modernization Center



الاتحاد العام للصناعات الفلسطينية
Palestinian Federation of Industries

IMC industrial upgrading program:

Under this program many project had been completed and others are running. The following are list of completed projects under this program:

- DAI/PED Technical assistant for group of firms in the fields of inventory management system.
- Clustering assessment, in cooperation with italian cooperation, IMC conduct five clustering assessment in five main industrial sector including energy cluster for lather and shoes

Industrial Modernization Center



الاتحاد العام للصناعات الفلسطينية
Palestinian Federation of Industries

IMC industrial upgrading program:

Under this program many project had been completed and others are running. The following are list of completed projects under this program:

- Quality and certification program as mentioned earlier
- Islamic Development Bank industrial upgrading and development phase 1 had been completed 35 firms receives TA and phase 2 is running 20 firms will receives TA

Industrial Modernization Center



الاتحاد العام للصناعات الفلسطينية
Palestinian Federation of Industries

IMC industrial Employment generation program:

In cooperation with engineering association from 2007 to 2010. many new fresh engineer graduates receive on job training and get more chances to have permanent employment about 80% of them receive employment after programs.

Total number of trained fresh engineers are **302**, and **70** companies benefited from OJT program.



Industrial Modernization Center



الاتحاد العام للصناعات الفلسطينية
Palestinian Federation of Industries

IMC industrial Business Development program:

Under this program many industrial firms receives capacity building in many fields from 2006 to 2010. and currently PFI with IDP plans to provide more than 200 employee with needed technical and managerial skills.



الاتحاد العام للصناعات الفلسطينية
Palestinian Federation of Industries

□ Thank You