



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION



European Union

Funded by



Organisation of African,
Caribbean, and Pacific States

Investment Opportunity Profile (IOP) Form





Section A General information on the entity proposing the project

Part 1

Project source details

... Title

... Name of the Company

... The legal status of the company

... Address

incl. postal code, Province/State, City, Country

... Social Media IDs

Facebook

LinkedIn

Skype

Twitter/X

Others

... Telephone

... Business language(s)

... Website

... The representative of the source entity

Name and Surname

Designation

E-mail

Telephone

... Is the source entity...

Yes

No

operating in an Industrial Park/
Industrial Zone/Export Processing
Zone?

Yes

No

ISO 9000 certified?

Yes

No

HACCP certified?



Part 2 Sector, products and capacity

... Description of industrial sector

... Description of products under current production

... ISIC

... HS codes

... Installed capacity specific to the indicated products [1] **more cells on p.10** - did you use more cells? Yes No

| Product | Unit | Installed capacity | Production (latest year) |
|---------|------|--------------------|--------------------------|
| | | | |
| | | | |
| | | | |
| | | | |

... The capacity utilization rate for overall aggregated production

If applicable, **provide** capacity utilization rates for specific lines of production related to the product mix



Part 3 Financial, ownership status and investment

Specify currency

Registered capital

Invested capital (of which % loan capital)

List the shareholding structure including

| Domestic public | Domestic private | Foreign |
|-----------------|------------------|---------|
| % | % | % |

List major recent investment is undertaken [2]

i more cells on p.10 - did you use more cells? Yes No

| Description | Currency | Amount | Year |
|-------------|----------|--------|------|
| | | | |
| | | | |
| | | | |

Part 4 Sales and Export

Specify currency

Exports as a percentage ratio of total sales by volume

Sales & Exports [Sheet 3]

i more cells on p.10 - did you use more cells? Yes No

| Financial year | Sales value | Export value |
|----------------|-------------|--------------|
| | | |
| | | |
| | | |

Identify products and list corresponding export countries with a relative share in total exports (Limit to 3 countries)

| Country | Share |
|---------|-------|
| | % |
| | % |
| | % |



Part 5 Human Resources

... Does the source entity...

Yes No have a female owner?

Yes No have a female CEO or MD?

... Category of full-time employment [4]

i more cells on p.11 - did you use more cells? Yes No

| Category | Year | Male | Female | Total |
|----------|------|------|--------|-------|
| | | | | |
| | | | | |
| | | | | |

... The total number of persons engaged in the source entity operations (including full-time, temporary, seasonal, unpaid and contractual workers)

Section B The proposed project

i This section is meant to **provide** necessary information and estimates as a basis for discussion with potential partners. The information given serves to **provide** a picture of the project as it would operate at full production

► Project typology

... Equity arrangements (**Select one**)

- Open for FDI through a minority stake
- Open for FDI through a majority stake
- Outright sale of business
- Establishing a Joint Venture
- Establishing and implementing a project through PPP

... Non-equity arrangement (**Select as appropriate**)

- Licensing
- Franchising
- Turn-key operations
- Management contracts
- Loans

► Project scope

... (**Select as appropriate**)

- Development of a new project
- Establishment of an additional production facility
- Purchase of new machinery and equipment
- Joint development of a new product
- Establishment of storage or distribution/sales outlet
- Other

► Other collaboration sought

... (**Select as appropriate**)

- Market access (Domestic or International buyers)
- Access to production materials and components
- Technology and know-how expertise
- Joint research & development
- Other



► Address

incl. postal code, Province/State, City, Country

► Project summary description

- What are the business objective(s) of the project and the reasons for its expected success?
Please **indicate** clearly what do you expect from the investment and collaboration being sought. If applicable specify project site and location.

► Project strengths

► Description of future production

- List the products and briefly give their specifications [5] **i more cells on p.11** - did you use more cells? Yes No

| Products to be produced * | Expected Nominal capacity (Installed) | Expected Annual sales (USD) (After investment) | Export share |
|---------------------------|---------------------------------------|--|--------------|
| | | | % |
| | | | % |
| | | | % |
| | | | % |

* refer to a respective unit of measure: (after project implementation)



► Availability of market(s)

- Is there an established market? What is the expected local market share? Which foreign markets are being targeted? Have market studies been undertaken? What type of customers are being targeted?

► Availability of material inputs

- Is the volume of local raw material, other inputs, sufficient? Is the quality and price suitable for the production of the final product(s)? Are the importation of raw material and other inputs necessary? If so, for which items? Is foreign exchange available?

► Availability of technology and know-how

- Describe the stages of the proposed production process. Has a technical study been prepared? Is technical know-how already available? Do the workers need prolonged training?

► Availability of infrastructural facilities at the project location

- Are road, rail, air, sea connections adequate? Is there a sufficient and reliable supply of power, water, drainage and telecommunications?

► Availability of human resources at the project location

- Is there a sufficient pool of qualified, skilled or trainable labour for management, technical and processing work?

- Expected additional employment generated by the project

| Type | Projected number of employees |
|-------------------------|-------------------------------|
| Managers | |
| Technical/Supervisory | |
| Production | |
| Clerical/Administrative | |
| Other | |

► Availability of investment resources

- In view of the response to Question regarding the non-equity arrangement and other collaboration types sought, does the company/national investor have resources in terms of finance, land, buildings, equipment, expertise, markets, etc.? Is the foreign partner expected to invest incash or in-kind? What are the possibilities to raise capital locally and/or abroad?

► Estimated total investment costs (in USD)

| Total investment cost * (USD) | Capital raised (USD) | Funding gap (USD) |
|-------------------------------|----------------------|-------------------|
| \$ | \$ | \$ |

* Includes the following, land, site preparation and development, civil works, structures and buildings, machinery and equipment, auxiliary and service plant equipment, incorporated fixed assets, preproduction expenditures, knowledge and know-how.

► Availability of fiscal incentives

- Does the project qualify for financial and/or fiscal incentives? Does it enjoy benefits from dual taxation and trade agreements, e.g. GP+, etc.?

Answers

► Available documentation

- (Select as appropriate)

- Financial reports
- Business plan, including financial projections
- Project feasibility study
- Contract award

► Development Stages

- (Select as appropriate)

- Preliminary
- Initial studies completed
- Feasibility study completed
- Approval required and obtained



Section C

Administrative details

Fill-in details if IOP is generated by a UNIDO-led process

i This investment opportunity profile (IOP) is meant to **provide** basic information and estimates as a basis for discussion with potential investment partners and to be promoted on UNIDO's Investment Promotion Platform. The profile intends to **provide** a picture of the project as it would operate at full production and it is divided into two parts: Part A consists of information related to company/firm proposing the project, and Part B consists of information on investment project being proposed. This IOP has been facilitated by UNIDO and supported by UNIDO trained experts.

IOP Profiler details

... Name of IOP Profiler

Name

... E-mail

E-mail

... Place and date when IOP was prepare

Place

Date

... Signature

Signature

i The following part should be filled-in and signed by the representative of the project source-company or entity proposing the project.

I agree that IPA/IPI in the Country is designated as Project Enquiry Handler and I consent that it shares this investment opportunity profile with interested parties before I am informed of potential investor interest.

I agree that in the Country is designated as Project Enquiry Handler and I request to be informed before shares this investment opportunity profile with interested parties.

... Date

Date

... Signature

Signature

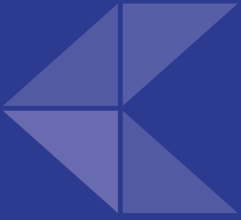
Contact us

**For any query, please contact
investmentportal@unido.org**

Division of Fair Production,
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For more information





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For more information



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