

CONCEPT PAPER OUTLINE

1. Please describe your project explaining its importance for your company
2. Please give us an overview of the history of your company (date of creation, main milestones, etc)
3. Please describe the shareholders structure of your company and a detailed description of each shareholder (age, academic background, experience in this business and in other areas, experience in running business in Mozambique)
4. Please describe your current business (main business activities and products range, income per product line, other sources of income, key management, and organizational structure)
5. If possible, please provide us with the historical financials of the last three years.
6. Please briefly describe the market in which you operate (customers, competitors, suppliers, etc)
7. Please describe the project total cost per item, and the funding sources of the project (funding from IFC / MSI, bank loans, equity, cash generation)

Estimated Project Cost	US\$ 000s	Proposed Financial Plan	US\$ 000s
Buildings		Company	
Civil works		Shareholders	
Equipment		IFC-MSI	
Other		Financial Institution	
Contingency		Internal Cash Generation	
Project Cost		Total Financing	

(The total project cost and total financing must be the same)

8. Please tell us in your opinion what are the main strengths and risks in your project