

Project Proposal Template

1. Introduction

- *Overview of the company (History of the company, Existing business, 5 years Financial performance, Sector speciality)*
- *Brief Discription of the Proposed Project (Project goal, How it differs form similar project)*

2. Chapter Two

- *Business case/economic analysis*
- *Product description of the proposed project*
- *Production in Ethiopia(Current Situation Analysis)*
- *Domestic Consumption Patterns and Trends in Ethiopia*
- *Competitors Analysis*
- *Production process (manufacturing line)*
- *Input/output of product(Raw material source)*
- *Value Chain Mapping*
- *Utilities required (Power, Water, Internet)*
- *Required space/land and Land Use Plan (at least 70% of the space must be used for direct production)*

3. Chapter Three

- *Business model (Key partners, Key resources, Value proposition, Market segementation (Target Buyers), sales channel)*
- *Environmental, Social and Economic Impact of the Project*

4. Chapter Four

- *Organizational Structure and management*
- *Human Resource Requirment and Job Creation potential*

5. Chapter Five

- *Solid and Liquid waste (daily wastewater generation, daily solid waste generation)*
- *Social sustainablility of the project (CSR)*

6. Chapter Six

- *Financial analysis (Investment Cost, Source of Finance, Annual Turnover, 10 years sales forecast) Balance sheet, Cashflow....)*
- *At least 5 years Import substitution schedule or 5 years export plan*

7. Annexes

- *Project Work Plan (Gantt Chart)*